

IPCC PERFORMANCE UPDATE 2023 (AUDITED)

*PT INDONESIA KENDARAAN TERMINAL Tbk
Jakarta, 01 April 2024*



IPCC TERMINAL KENDARAAN AT A GLANCE

PT Indonesia Kendaraan Terminal Tbk or IPCC Terminal Kendaraan was established as a separate business entity on November 5, 2012 with a percentage of share ownership of PT Pelabuhan Indonesia II (Persero) of 99% and PT Multi Terminal Indonesia of 1%. Before becoming a separate business entity, IPCC was a strategic business unit called Tanjung Priok Car Terminal (TPT) which was managed under the Head Office and operated since June 2007.

IPCC is a special terminal for handling cargo from PCC (Pure Car Carrier) and non-passenger RoRo (Roll On Roll Off) vessels in Indonesia. IPCC is a pioneer of special vehicle terminals in Indonesia. Therefore, IPCC as terminal operator of special vehicle terminals in Indonesia continues to strive to maintain and improve the quality of service to all customer and stakeholders. In line with the long-term strategic plan, IPCC will continue to develop its business so that it can provide services that are able to meet market needs.



IPCC MILESTONE

2006

Completed construction of Tj. Priok Car terminal. Started operation as a division / Strategic Business Unit (SBU) of IPC. Total area of 7.38 Ha with capacity of 200,000 vehicles per year.

Completed construction of Tj. Priok Car terminal. Started operation as a division / Strategic Business Unit (SBU) of IPC. Total area of 7.38 Ha with capacity of 200,000 vehicles per year.

2007

2012

Car Terminal Division was spun off as subsidiary with 99% ownership by IPC & 1% by PT Multi Terminal Indonesia since Dec.1, 2012.

Total land area for Car Terminal was 16.9 Ha, with total capacity of 400,000 vehicles per year.

2018

On July 9, 2018, PT IKT became a public company listed on Indonesia Stock Exchange (IDX).

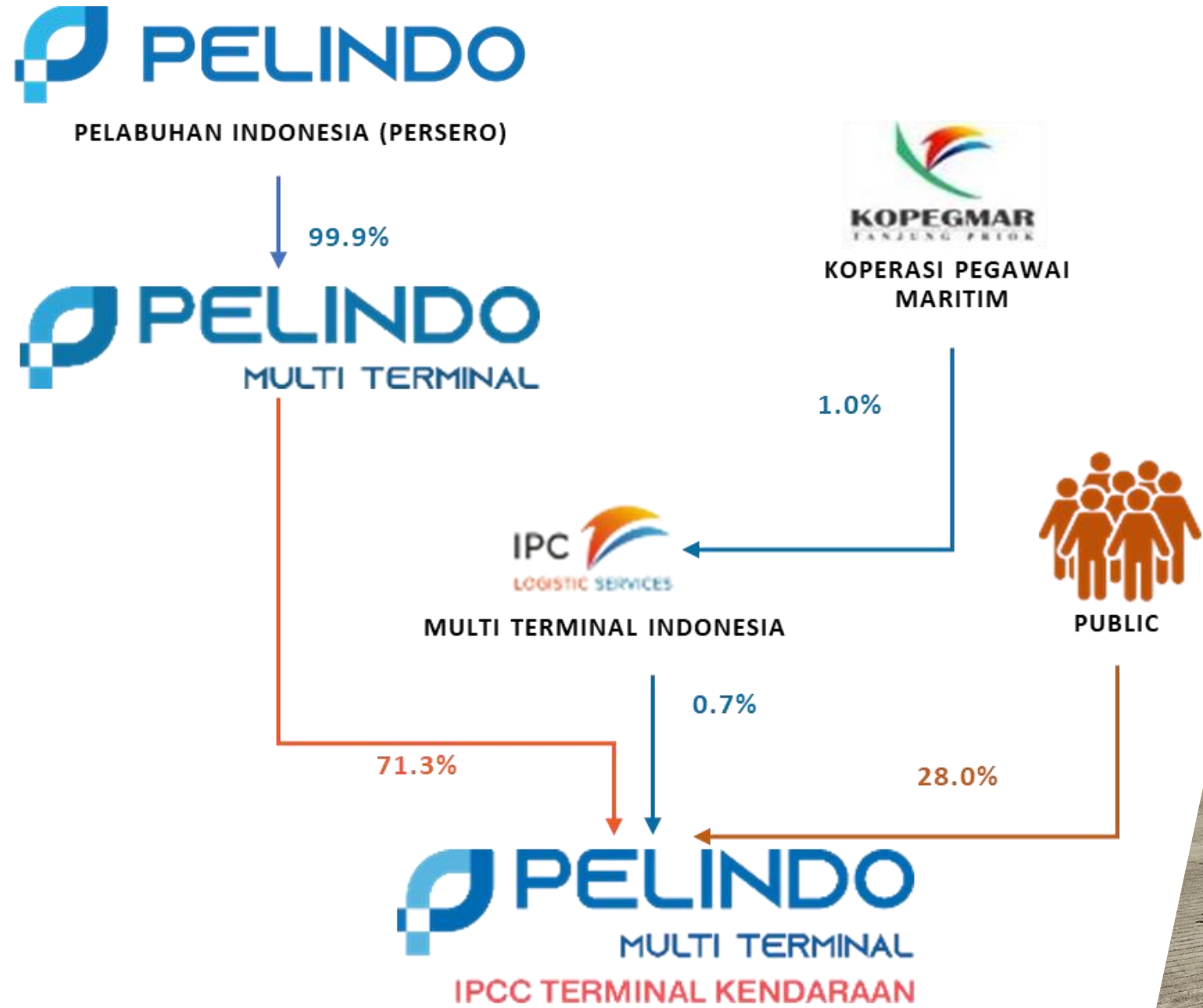
2022

After the merger of Pelindo currently IPCC is owned 71,3% by Subholding PT Pelindo Multi Terminal; 0,7% by Pelindo subsidiary (PT MTI), and 28% by the public, followed by the new logo.



IPCC SHARES OWNERSHIP

IPCC's position
on IDX & Global Index



1.818.384.820 shares

- ✓ Main Board Index/ Indeks Papan Utama ;
- ✓ ISSI (Indeks Saham Syariah Indonesia);
- ✓ IDXSMC-COM;
- ✓ IDX-MES BUMN 17; and
- ✓ FTSE Global Equity Index Series Asia Pasific

Board of Commissioner



President Comisioner
Drajat Sulistyono



Independent Comisioner
Abdur Rahim Hasan



Independent Comisioner
L.M Arya Bima Yudiantara

Board of Director



President Director & Act. Director of
Commercial & BusDev
Sugeng Mulyadi



Director of Operation & Technical
Bagus Dwipoyono



Director of Finance & Human Capital
Wing Megantoro

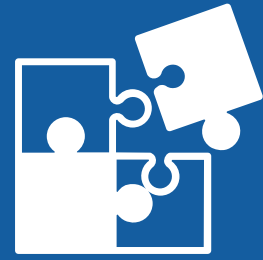


Indonesia Automotive Industry

2023 & 2024



Indonesia Automotive Industry



- ✓ Indonesia is ranked **14th** largest vehicle manufacturer in the world, and ranked **2nd** in Southeast Asia
- ✓ The automotive industry is one of the 10 leading economic sectors
- ✓ Indonesian production vehicles have been exported to many countries

Car Terminal in Tanjung Priok managed by IPCC as the **largest** car terminal in Indonesia and **the 3rd** in Southeast Asia.



Market Analysis

INDUSTRI KENDARAAN BERMOTOR TAHUN 2023 & POTENSI TAHUN 2024

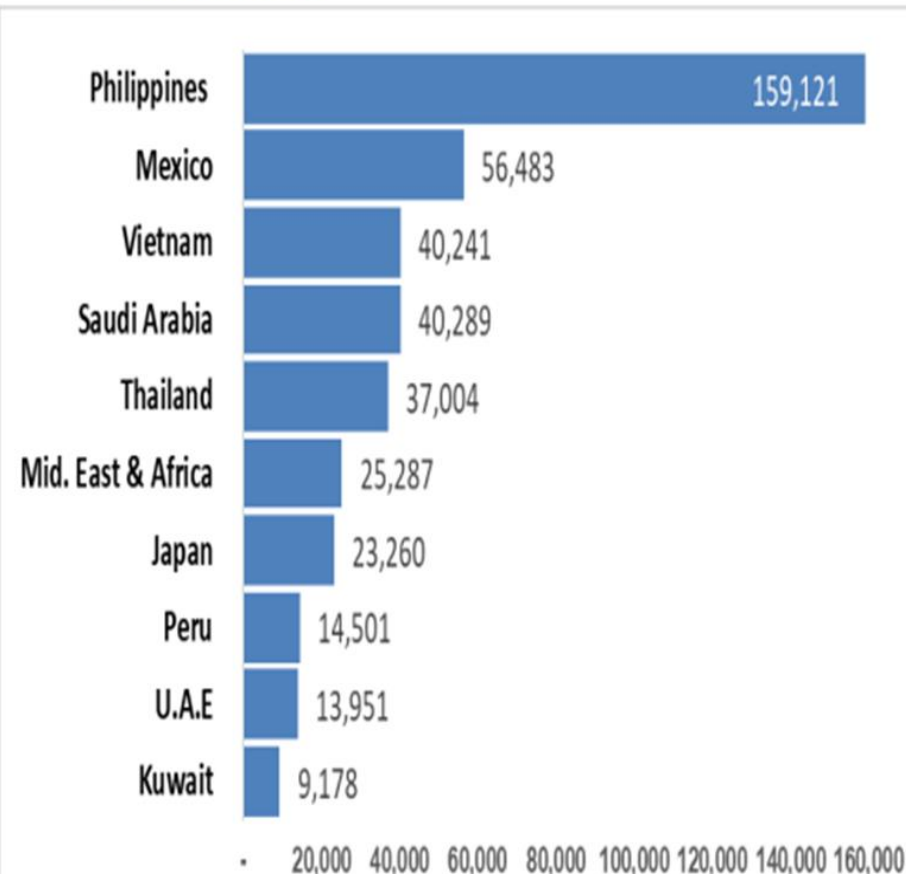


INDONESIA'S AUTOMOTIVE EXPORT

Tahun 2023 Ekspor CBU 505,134 units ↑6,7 % dibandingkan dengan tahun sebelumnya (melebihi target 2023 yaitu 500.000 units) & Indonesia telah mengekspor kendaraan CBU lebih dari 93 negara tujuan ekspor

NO.	EXPORT	YEAR					
		2018	2019	2020	2021	2022	2023
01.	CBU (units)	264,553	332,004	232,175	294,639	473,602	505,134
	GROWTH	14,4 %	25,5 %	-30,1 %	26,9 %	60,7 %	6,7%
02.	CKD (sets)	82,028	511,425	53,032	91,964	96,541	65,781
	GROWTH	-3,9 %	523,5 %	-89,6 %	73,4 %	5,0 %	-31,9%
03.	COMPONENT (pcs)	86,631,872	79,315,304	61,177,323	85,679,609	166,839,841	150,250,640
	GROWTH	6,6 %	-8,5 %	-22,9 %	40,1 %	94,7 %	-9,9%

TOP 10 NEGARA TUJUAN EKSPOR CBU Tahun 2023

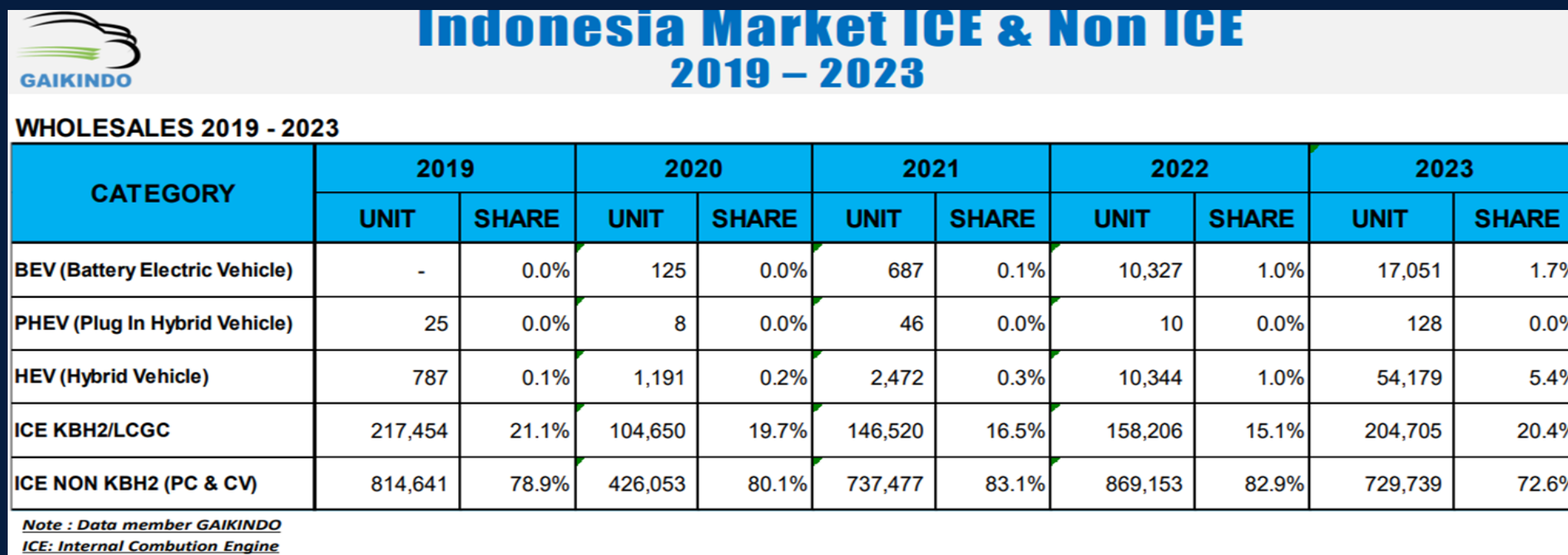


✓ PELUANG 2024

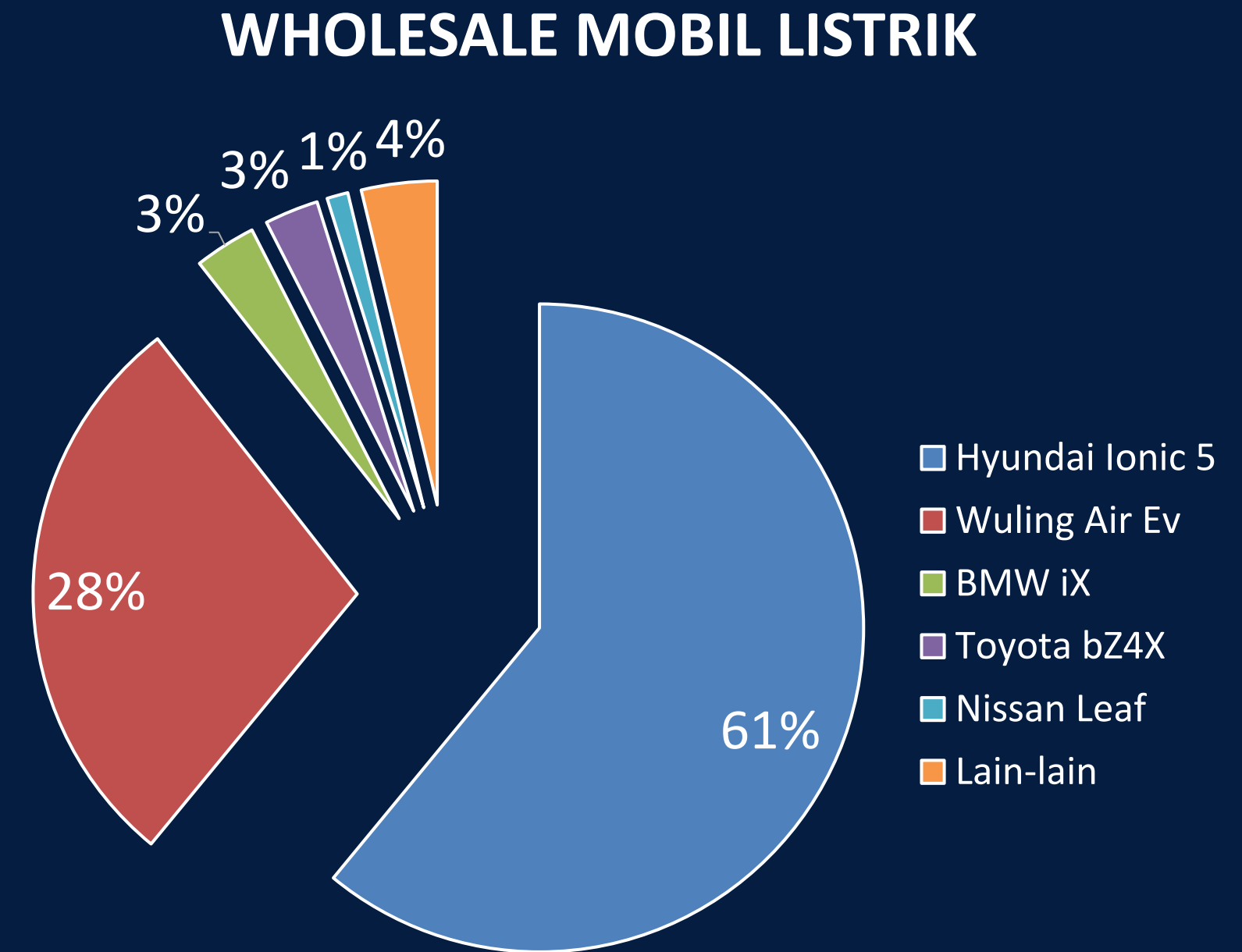
- Data menunjukkan bahwa tahun-tahun politik, tidak ada dampak negatif terhadap penjualan kendaraan bermotor domestik.
- Pejualan bermotor lebih sensitive terhadap pertumbuhan ekonomi, naiknya suku bunga dan ekonomi global.
- Tahun 2024, Pemilu tidak berpengaruh terhadap penjualan kendaraan bermotor, diperkirakan akan mengalami pertumbuhan sama dengan Tahun 2023.

Market Analysis

Indonesia LCEV Program (Low Carbon Emission Vehicle)



Penjualan Kendaraan Listrik di Indonesia mengalami peningkatan dari tahun ke tahun, yang masih menjadi tantangan adalah harganya masih relatif mahal





ABOUT US

PT INDONESIA KENDARAAN TERMINAL Tbk



All Export & IMPOR 10 Biggest Countries via IPCC 2023

Destination country	EXPORT 2023	
	Units	Share
Philipina	62.025	16,08%
Meksiko	57.056	14,79%
Arab Saudi	54.681	14,18%
Vietnam	40.343	10,46%
Thailand	37.228	9,65%
Uni emirat Arab	22.436	5,82%
Peru	14.002	3,63%
Kuwait	9.517	2,47%
Chili	8.781	2,28%
Panama	5.519	1,43%
Others	74.092	19,21%
TOTAL	385.680	100%

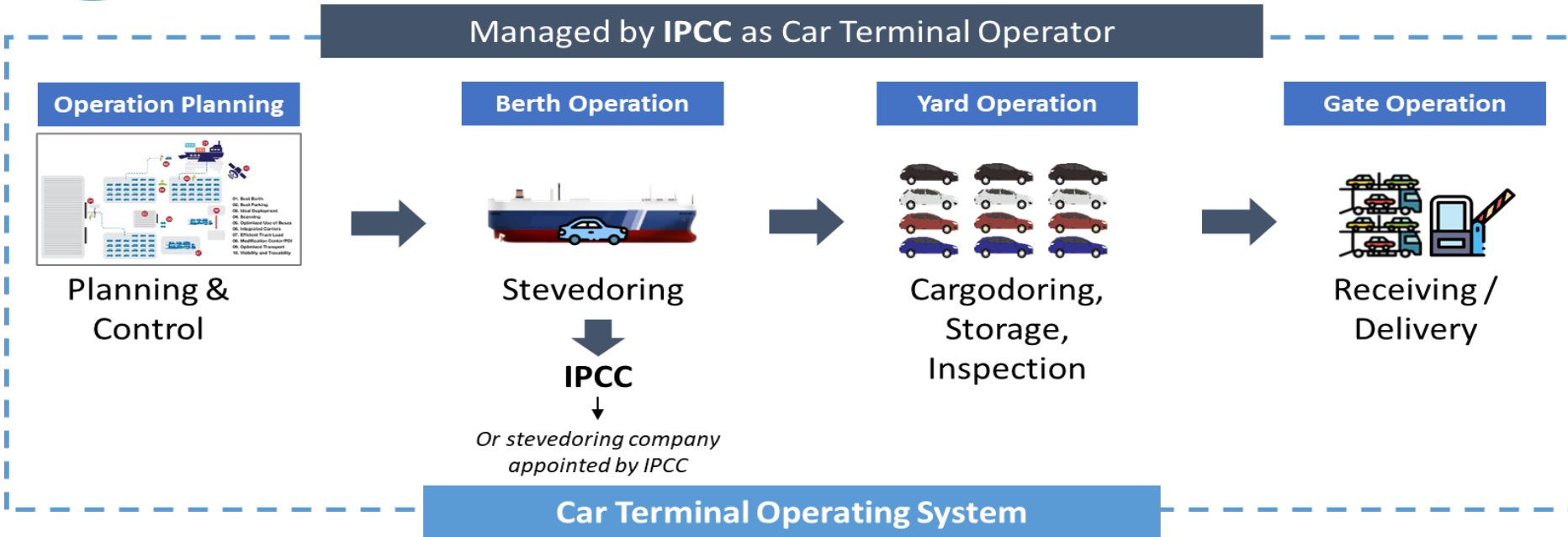
Destination country	IMPOR 2023	
	Units	Share
Thailand	40.053	45,93%
India	11.417	13,09%
Jepang	6.154	7,06%
Philipina	6.525	7,48%
China	4.943	5,67%
Korea	4.303	4,93%
Jerman	3.166	3,63%
Swedia	1.666	1,91%
Belgia	1.560	1,79%
Singapura	1.503	1,72%
Others	5.912	6,78%
TOTAL	87.202	100%





1. CAR TERMINAL OPERATOR

Stevedoring, Cargo Handling Services



2. CAR TERMINAL SUPPORTING

- Vehicle Processing Service (VPC)
- Equipment Processing Service (EPC)
- Value Added Services (VAS)



3. CAR DISTRIBUTION MANAGEMENT

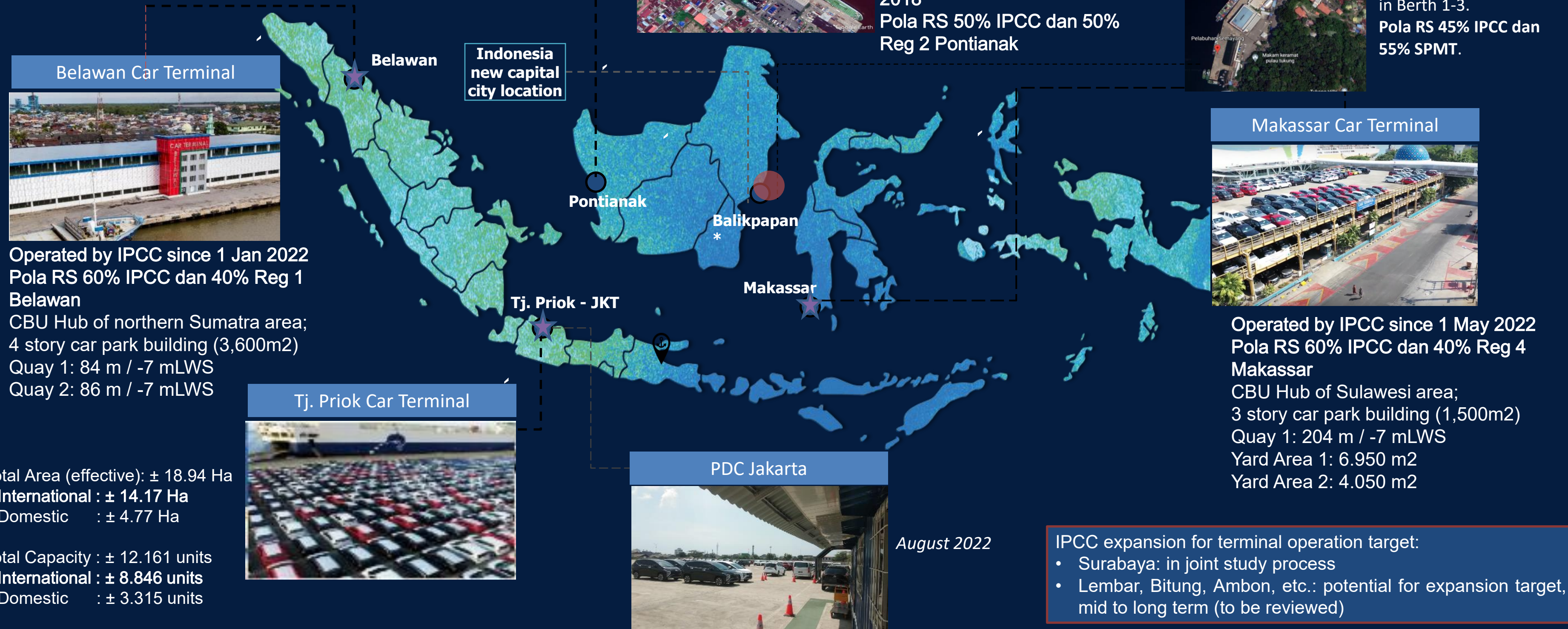
- Pre Delivery Center (PDC)
- Inland Logistic (Truck Car Carrier)



IPCC's Line of Business

IPCC OPERATIONS AREA

Tanjung Priok Port, Belawan Port, and Makassar Port are the 3 main ports in Indonesia that already operated by IPCC.



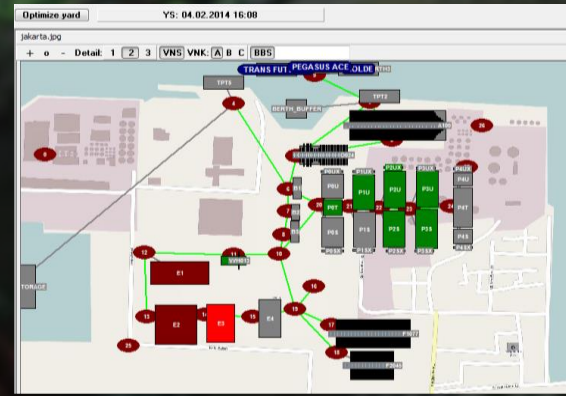
IPCC expansion for terminal operation target:

- Surabaya: in joint study process
- Lembar, Bitung, Ambon, etc.: potential for expansion target, mid to long term (to be reviewed)

KEY FACILITIES (Car Terminal Operator)



**CAR CARRIER
LOADING/
UNLOADING
AREA**



**YARD, BERTH &
RESOURCE
PLANNING SYSTEM**



SIMULATOR ROOM



CONTROL TOWER



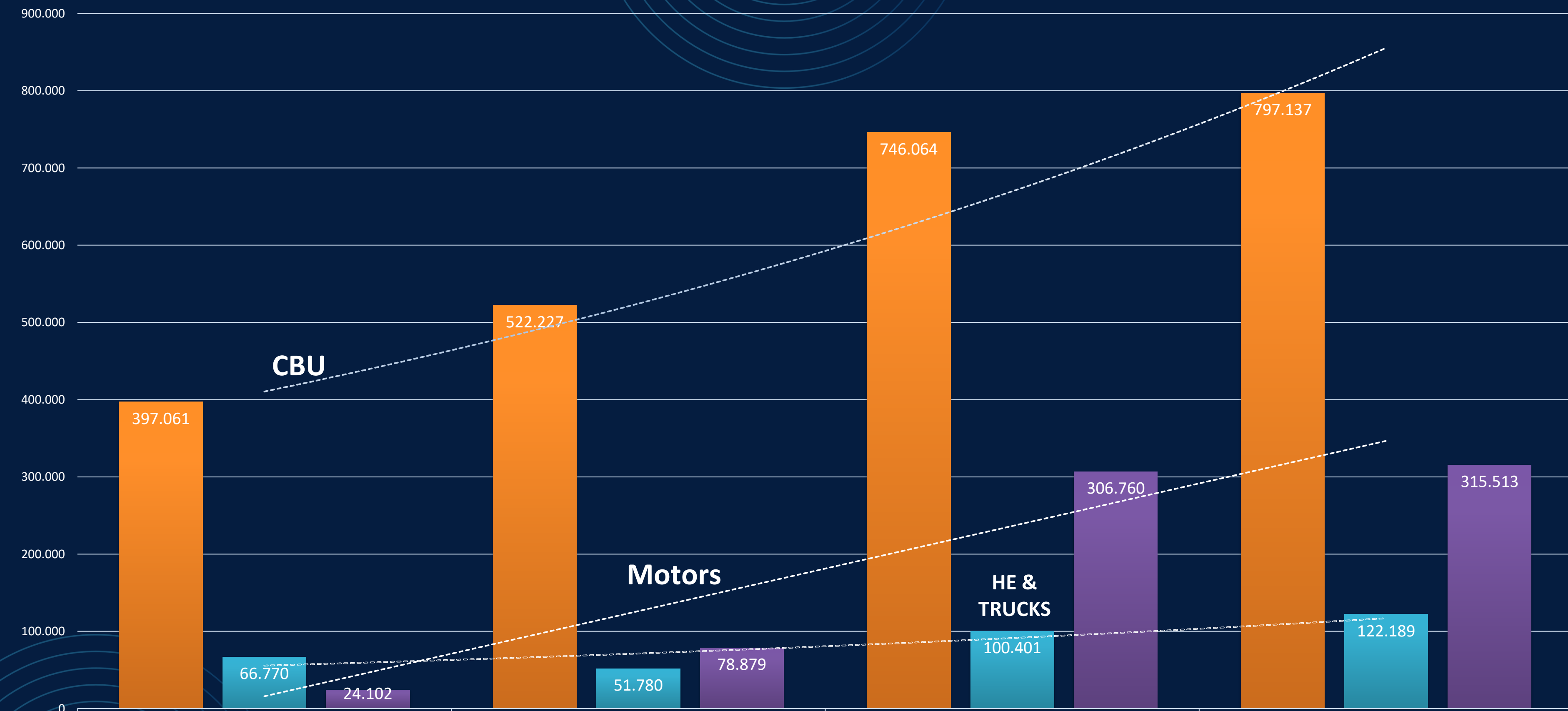
AUTOGATE SYSTEM



**INTEGRATED
INSPECTION FACILITY**

BOR 2023	62,55%	
YOR 2023	41,51%	
DESCRIPTION	INTERNATIONAL TERMINAL	DOMESTIC TERMINAL
Berth I Length	88 m'	148 m'
Berth I Depth	- 8 mLWS	- 8 mLWS
Berth II Length	220 m	304 m
Berth II Depth	-11 mLWS	-10 mLWS
Storage Area	23.3 Ha	7.7 Ha
Total Area	31 ha	
Ground Slot	10,800 units	3,816 units
Capacity per-year	657,000 units	250,000 units
Total Capacity	907,000 units/Y	

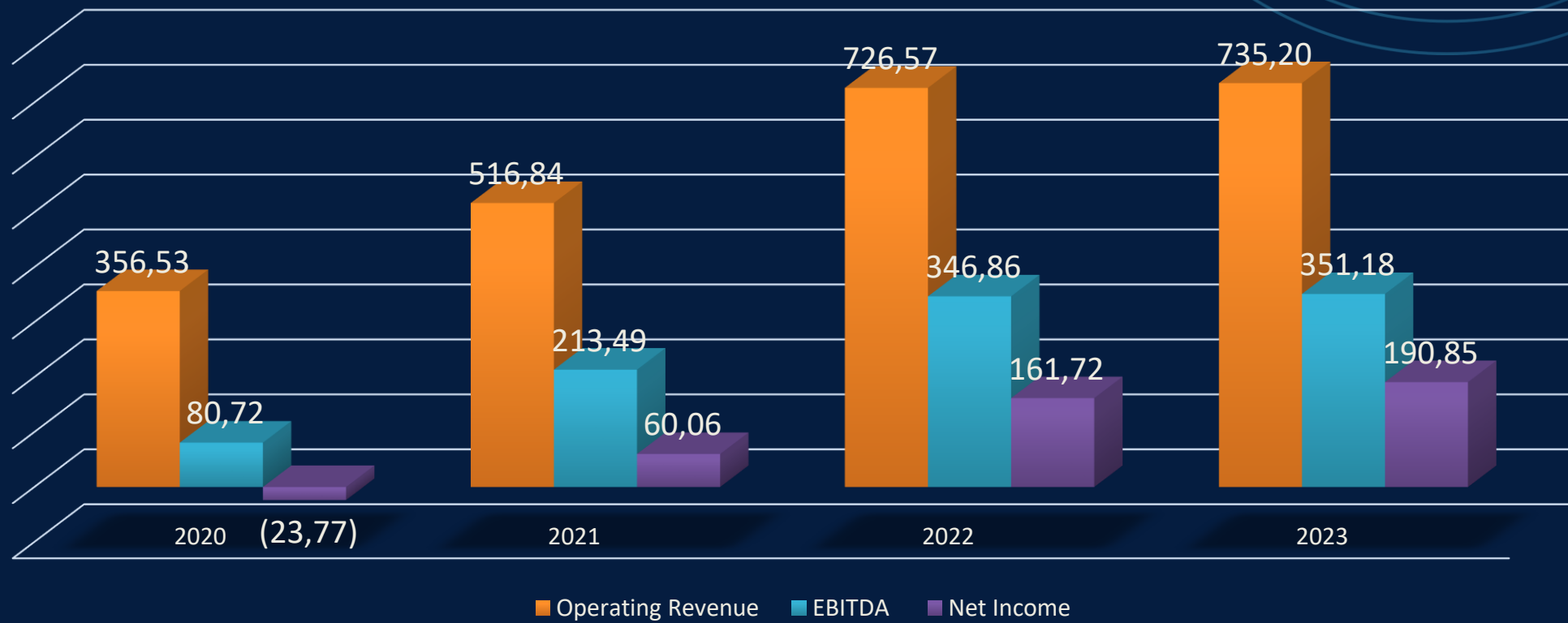
HISTORICAL TROUGHPUT 2020-2023 Audited



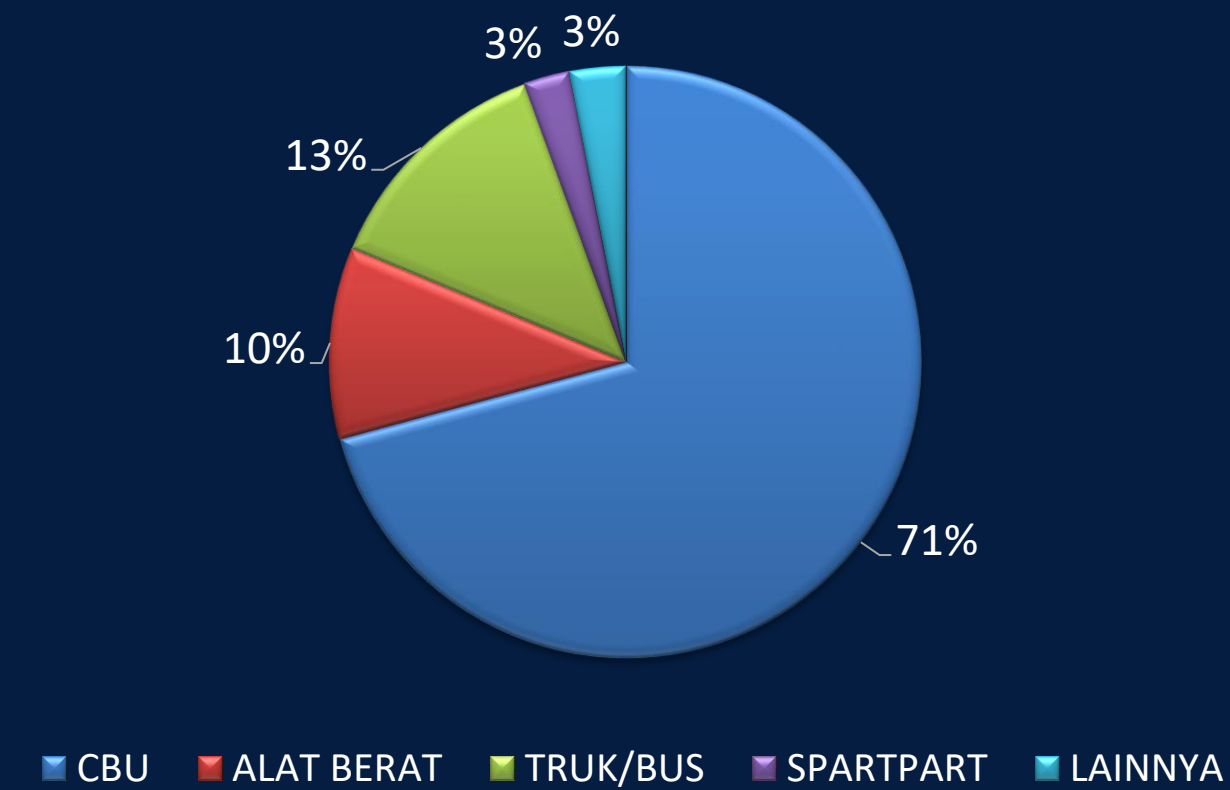
	2020	2021	2022	2023
CBU	397.061	522.227	746.064	797.137
HE & trucks	66.770	51.780	100.401	122.189
Motors	24.102	78.879	306.760	315.513

FINANCIAL PERFORMANCE 2020-2023 Audited

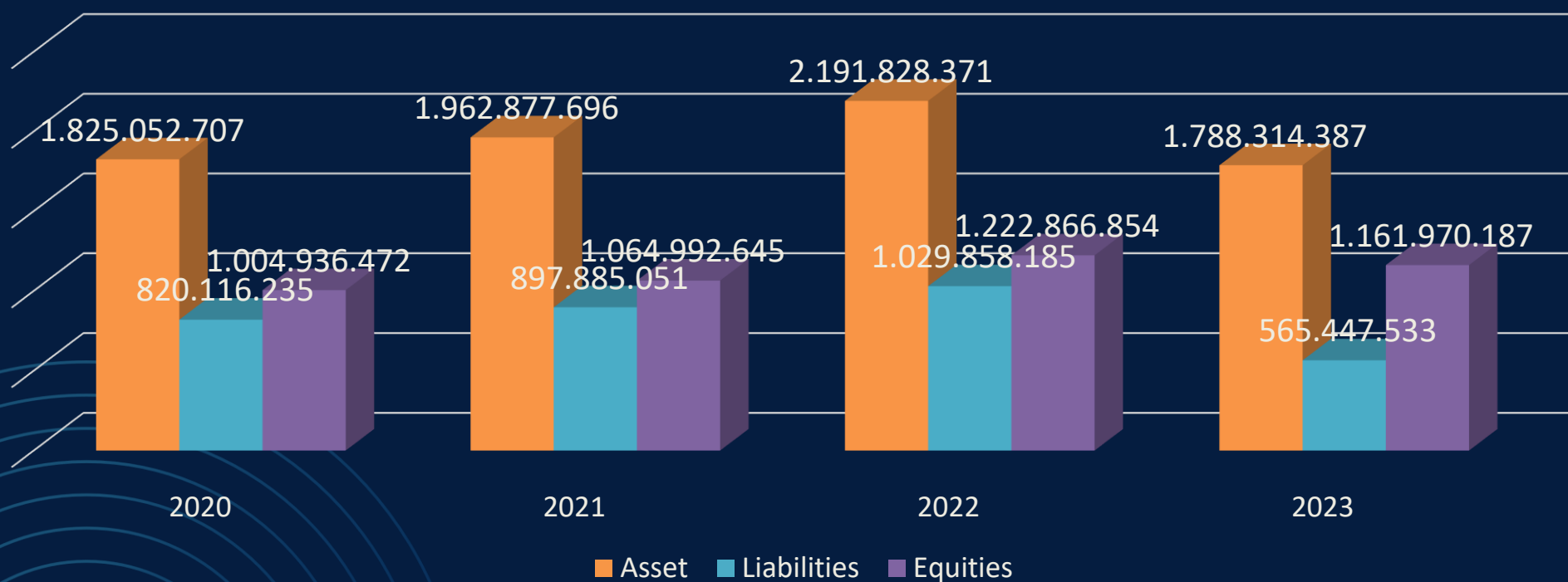
Income Statement



Revenue Per Cargo 2023



Balance sheet



EBITDA
2023: Rp.350,6 M
2022: Rp.336,3 M
▲ Naik 4,25% YoY



Pertumbuhan Laba Bersih 2022-2023:
18,01%



EBITDA Margin
2023: 47,7%
2022: 47,66%
▲ Naik 0,08%% YoY



Net Profit Margin
2023: 25,96%
2022: 22,26%
▲ Naik 3,7%

FINANCIAL HIGHLIGHT 2020-2023 Audited

Dalam Ribuan Rupiah

Income Statement	2020	2021	2022	2023
Operating Revenue	356.532.157	516.836.950	726.573.259	735.204.940
Gross Profit	75.710.582	198.247.317	346.846.685	326.477.029
Operating Income	- 17.721.535	113.127.854	245.056.553	245.713.575
EBITDA	41.867.417	164.833.946	300.744.504	350.675.902
Income For The year	- 23.773.444	60.056.173	161.724.767	190.854.845
EPS	- 13,07	33,03	88,94	104,96
Balance Sheet				
Cash & Cash Equivalent	519.655.836	768.869.513	1.019.760.808	670.181.616
Current Aset	599.961.286	826.945.321	1.095.977.072	759.121.894
Non-Current Aset	1.225.091.421	1.135.932.375	1.095.851.302	1.029.192.493
Total Asset	1.825.052.707	1.962.877.696	2.191.828.374	1.788.314.387
Current Liabilities	134.865.783	171.288.589	634.871.410	205.967.850
Non-Current Liabilities	685.250.452	726.596.462	394.986.187	359.479.683
Total Liabilities	820.116.235	897.885.051	1.029.858.187	565.447.533
Equity	1.004.936.472	1.064.992.645	1.161.970.187	1.222.866.854
Financial Ratio				
Profitabilitas (%):				
Gross Profit Margin	21,24	38,36	47,44	44,41%
Operating Profit margin	- 4,97	21,89	33,73	33,42%
Ebitda Margin	11,74	31,89	41,39	47,77%
Net Profit Margin	- 6,67	11,62	22,26	25,96%
Return on Equity (ROE)	2,37	5,64	13,92	15,61%
Return on Asset (ROA)	1,30	3,06	7,38	41,11%
Likuiditas (x):				
Cash Ratio	3,85	4,49	1,61	3,25
Quick Ratio	4,45	4,83	1,73	3,69
Current ratio	4,45	4,83	1,71	3,69
Solvabilitas (%):				
Debt to Asset Ratio (DAR)	44,94	45,74	46,99	31,62%
Debt to Equity Ratio (DER)	81,61	84,31	88,63	46,24%

*IPCC Tidak memiliki Pinjaman Berbunga (Bank, Obligasi dll)

Proporsi Biaya

 **KSMU**
43,23%

 **DEPRESIASI**
22,43%

 **PEGAWAI**
14,71%

INVESTMENT

Capex 2024

01

Construction of Car
Storage Building
around 3,2 Ha

02

Hardening yard Eks-
PP around 2,2 Ha

03

Overspray Retaining
Netting Work

04

Heavy Improvement
in yard H

05

Procurement of
Access Point &
CCTV in the yard C

06

Lighting Instalation
work include Acces
Point in yard Eks-
PP around 2 Ha

07

CCTV Surveillance System
Installation Work in
Domestic and International
Terminal

**In 2024, capex budget at
IDR 83,49 billion.**

Mostly for improvement in infrastructure and
superstructure to support operational activities.

MAIN PROGRAMS

The Concept Plan of IPCC Expansion in Indonesia Automotive and RORO cargo Distribution



Description:

- Main Route
- Distribution Route
- - - Main Potential Route (in the future, further study is needed)
- - - Distribution Potential Route (in the future, further study is needed)
- Potential future IPCC Terminal (further study in process)

Route Development Plan:

- Mid-Term and Long-Term Plan: Optimizing the shipping route from each main nodes (Tj. Priok, Belawan, Surabaya, Makassar and Balikpapan)
- Collaboration between land & sea route distribution mode
- Considerations: Cost-efficiency, time, and cargo volume

Expansion: IPCC as the only subsidiary of Pelindo specialized in handling Car and RORO terminals

IPCC started its expertise as car terminal, however in order to unlock the capacity in each terminals operated by IPCC and to enhance the connectivity in Indonesia.

IPCC extended its expertise and service in operating RORO (and ROPAX) terminals in Indonesia, mainly in Belawan, Pontianak, Makassar and Balikpapan Port.

MAIN PROGRAMS

Car Distribution Management



Land Transportation



Warehouse / PDC



Port / Car Terminal

- Tj. Priok
- Pontianak
- Gresik
- Belawan
- Makassar
- Balikpapan



Shipping

Vertical Expansion (Car Distribution Management)

- Ekspansi pada bisnis lain di dalam ekosistem terminal kendaraan (car carrier, shipping, dan PDC);
- Kolaborasi dengan pelaku bisnis di dalam ekosistem terminal kendaraan untuk layanan bisnis baru.

Surabaya



Potential Roro Terminal di Indonesia, seperti Banjarmasin, Lembar, Dumai, dll



*berdasarkan kajian yang akan menentukan apakah pengelolaan profitable atau tidak

Car Terminal Network

Horizontal Expansion (Car Terminal Network)

- Ekspansi bisnis inti (operator terminal kendaraan) di terminal kendaraan lain di bawah Pelindo group;
- Kolaborasi/sinergi dengan cabang/regional Pelindo atau sub-holding/sister company untuk memperluas jangkauan wilayah layanan terminal kendaraan, seperti di Surabaya dan Pelabuhan lain yang potensial

MAIN PROGRAMS IPCC BEYOND THE GATE

Capture all business opportunities outside the terminal business, both on the sea and land transportation, by focusing on the company's 3 main programs:

- *Integrated “Beyond The Gate” end to end services*
- *Data integration for continuity of Flow of Goods-Data-Money*
- *Business Process (order to cash, procure to pay, build to demolish)*

Integration



- *Horizontal: other potential car/roro terminals*
- *Vertical: other businesses inside automotive ecosystem*
- *Global: Collaborate with global players*

Expansion



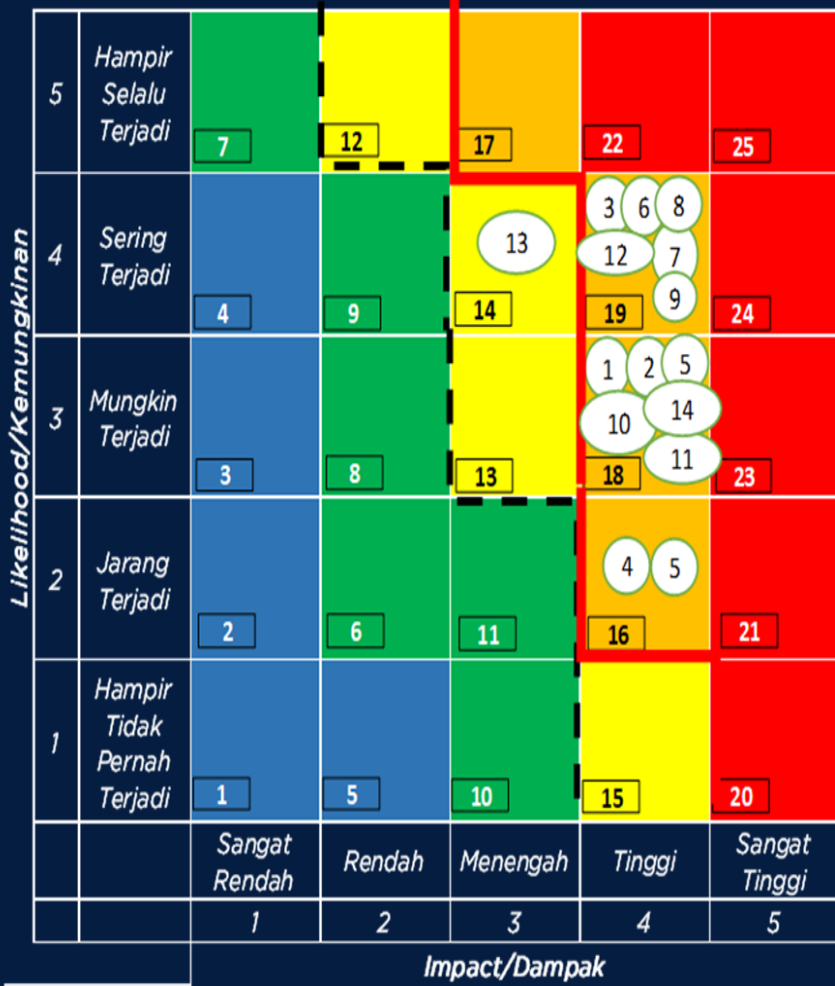
- *Port operations and management*
- *Automotive distribution management and ecosystem*
- *Analytics, Big Data & Business Intelligence for future business*

Digitalization

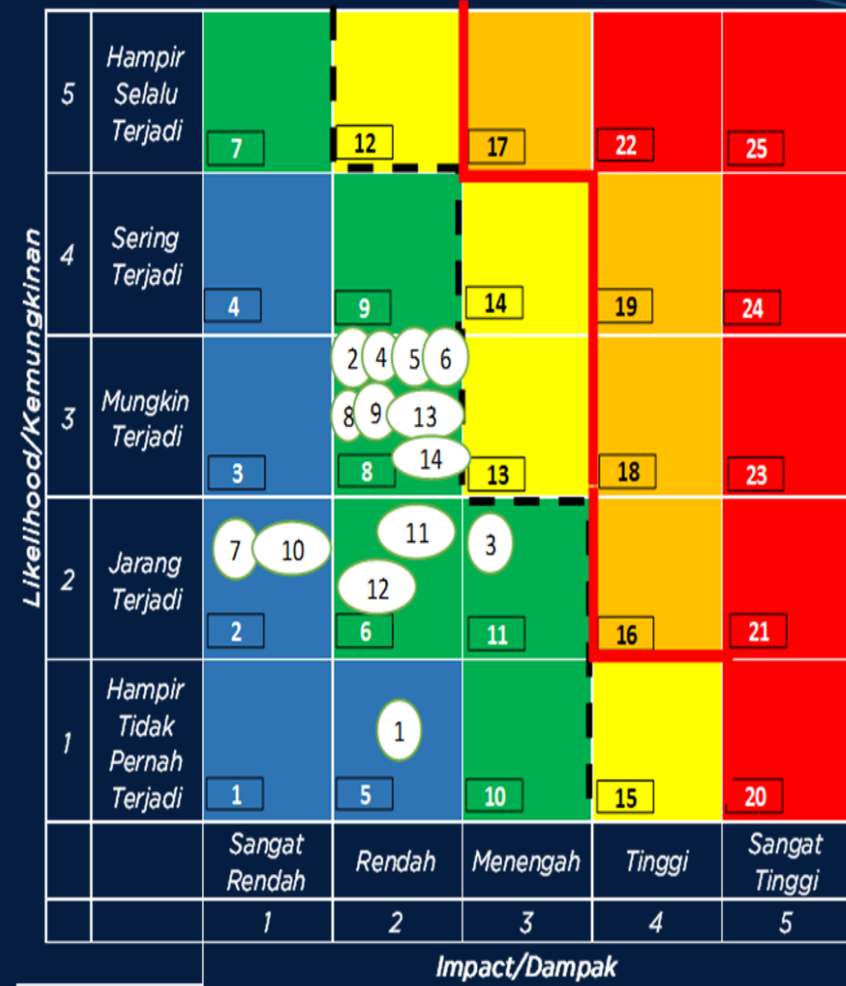


PROFIL RISIKO UTAMA IPCC 2024

PETA RISIKO SIGNIFIKAN INHERENT
(AWAL TAHUN)



PETA RISIKO SIGNIFIKAN TARGET
(AKHIR TAHUN)



KEBIJAKAN RESIKO IPCC

Eksternal

- Fundamental perekonomian dalam beberapa tahun terakhir, inflasi, nilai tukar, dan pertumbuhan PDB diperkirakan tetap tumbuh dalam kondisi yang stabil, dan perkembangan industri otomotif dan alat berat di Indonesia maupun di pasar global;
- Mulai beroperasinya pelabuhan/terminal pesaing;
- Arahannya Pemerintah terkait program ramah lingkungan dengan mengencakan penggunaan EV (Electrical Vehicle) dan program ESG pada perusahaan;
- Wilayah Operasional IPCC yang dapat berdampak pada kualitas unit saat penumpukan dilapangan;
- Perubahan Peraturan Perundangan yang berpengaruh terhadap aktivitas inti maupun penunjang operasional;
- Arahannya Pemegang Saham lainnya terkaitnya penyelesaian piutang, menjaga kinerja fundamental perusahaan untuk menjaga nilai harga saham perusahaan, laba dan menjaga optimalisasi biaya;

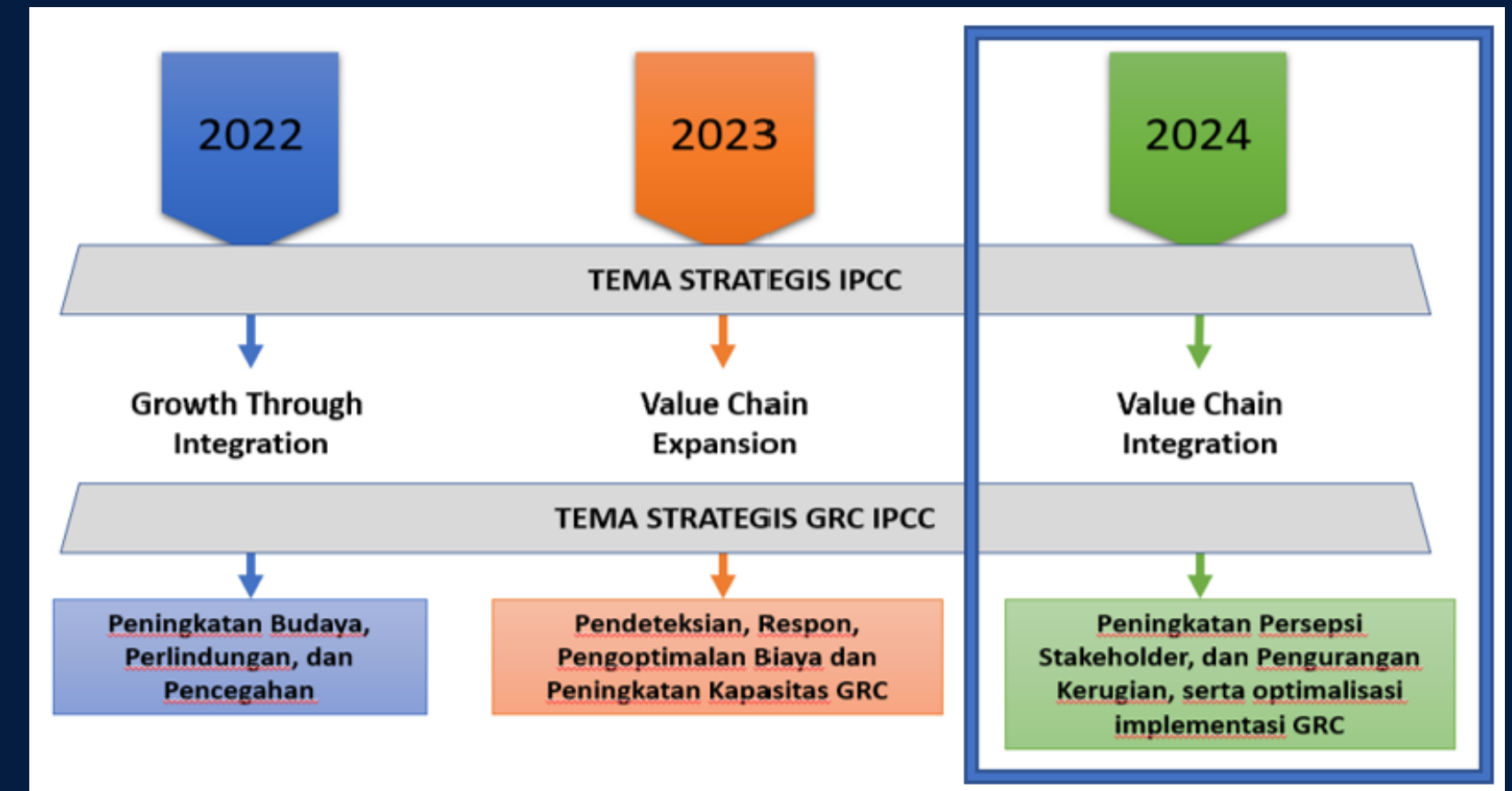
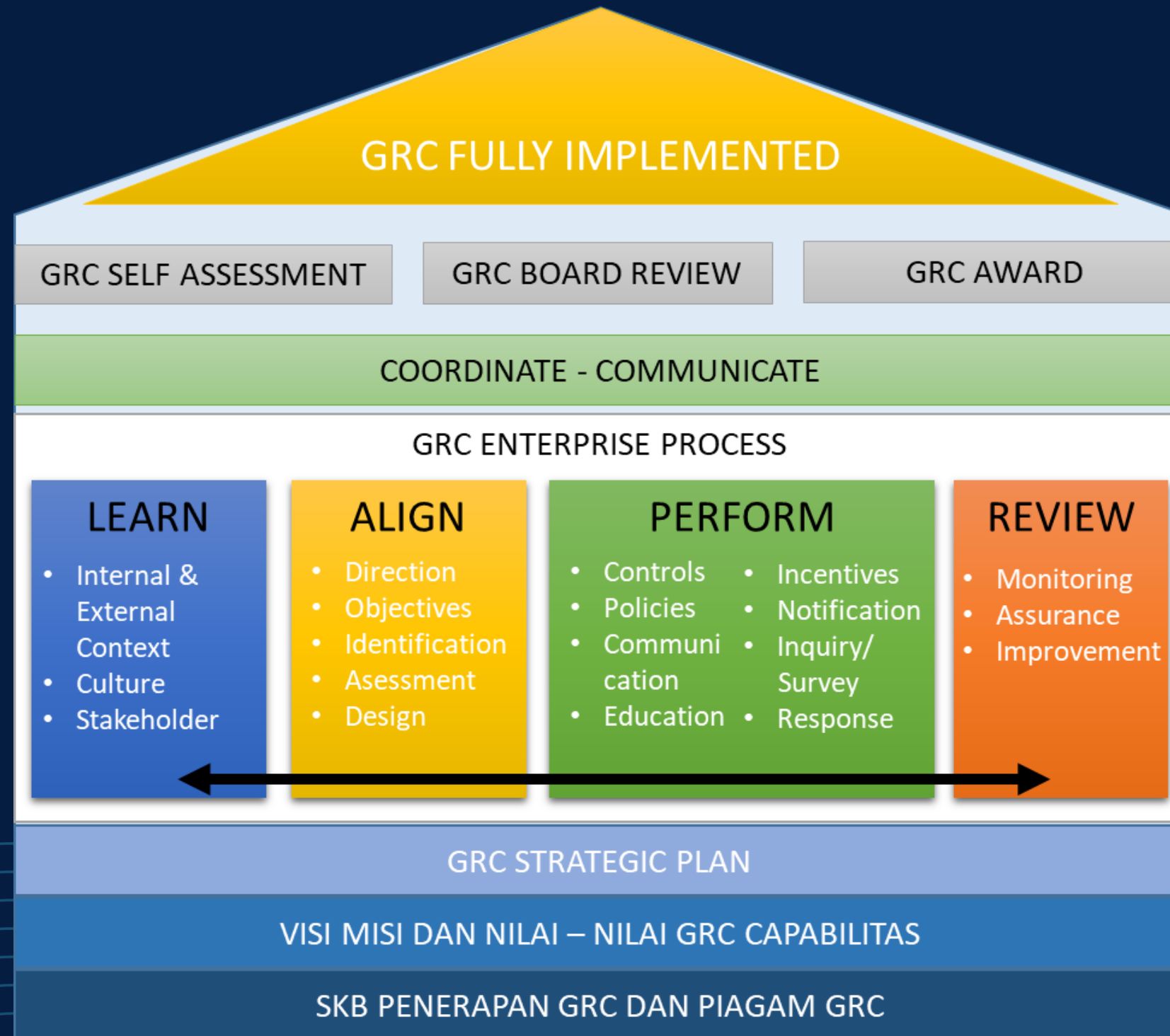
Internal

- Perubahan struktur organisasi dan proses merger Pelindo;
- Pembangunan fasilitas tambahan untuk menunjang bisnis *car terminal*;
- Penggunaan Sistem Teknologi yang terintegrasi pada layanan operasional;
- Inisiasi Ekspansi dan Pemindahan lahan penumpukan *car terminal*;
- Penambahan pegawai dan kapasitas pegawai IPCC dalam menunjang operasional perusahaan.



SUSTAINABILITY PERFORMANCE: GRC Strengthening

Pilar GRC IPCC Untuk Mencapai Visi 2025 dan Kinerja Berkelanjutan



SUSTAINABILITY PERFORMANCE: HSSE Commitment

Integrated Planning & Control



Certifications



- ✓ Zero accident
- ✓ Nihil pencemaran lingkungan
- ✓ Peningkatan budaya sadar pencemaran plastik
- ✓ 100% Sterilisasi terminal

SUSTAINABILITY PERFORMANCE: ESG Implementation

Terus Melindungi dan Melestarikan Lingkungan [B.3]
Continuous Protection and Preservation of the Environment



- Menanam 15 Jenis tanaman (Planting Plant Type)
- Mengurangi Emisi Konsumsi Listrik (Reducing Emissions Of Electricity Consumption)
- Mengurangi konsumsi listrik (Reducing electricity consumption)
- Manajemen Lingkungan (Environmental Management)
- Manajemen Energi (Energy Management)
- Konsumsi BBM (Fuel consumption)
- Mengurangi Pemakaian Air (Reducing Water Consumption)

AWARDS & CERTIFICATIONS

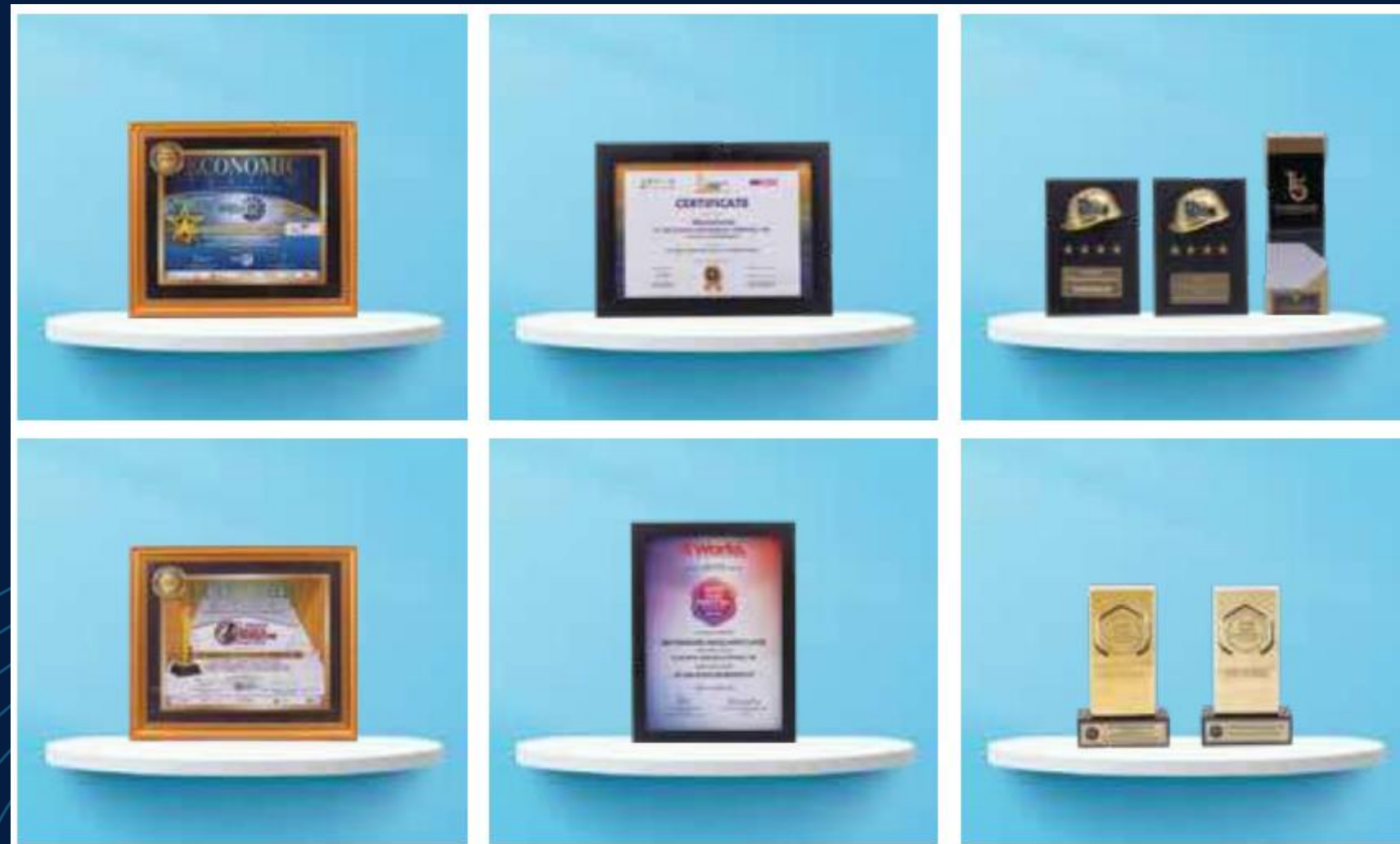


IPCC has received the award from **ASEAN Risk Awards 2023**, specialized in Governance, Risk & Compliance (GRC)



OP Award 2022
Green Port Supporting Terminal
(Januari 2023)

IPCC has received the award from TrenAsia ESG Award 2023 for category **"Multipurpose Terminal Category for Action"**.



DIVIDEND POLICY

Dividen Yield above Bank Deposit

Year of Financial Report	Income for The Year (IDR Thousand)	Dividend Policy	Date of Cash and/or Distribution Date	Dividend Payout Ratio (%)	Amount of Dividends per Year Paid (IDR Thousand)	Amount of Dividend per Share (IDR)
2023	Interim	BoD Decision, BoC Approval December 14 th 2023	January, 12 th 2024	50% (Based on Profit for the Year as of June, 30 th 2023)	39.458.744	21,70
2022	161.724.767	AGM, June 27 th 2023	August, 1 st 2023	70% (Based on Profit for the Year as of December, 31 st 2022)	90.499.432 (Final Dividend, the rest from dividend that already paid for interim dividend)	49,77
		BoD Circular Meeting Decision, December 14 th 2022	January, 13 th 2023	50% (Based on Profit for the Year as of June, 30 th 2022)	22.707.904	12,49
2021	60.056.173	AGM, June 30 th 2022	August, 31 st 2022	70% (Based on Profit for the Year as of December, 31 st 2021)	42.039.321	23,12
2020	(23.773.444)	AGM, June 14 th 2021	-	-	-	-
2019	135.301.570	BoD Circular Meeting Decision, December 19 th 2019	January, 10 th 2020	70% (Based on Profit for the Year as of June, 30 th 2019)	63.397,35	34,86
		AGM, August 4 th 2020	September, 7 th 2020	28% (Based on Profit for the Year as of December, 31 th 2019)	38.076,98	20,94
2018	170.180.811	AGM, June 19 th 2019	July, 17 th 2019	60%	102.108	56,15

BENEFITS OF INVESTING IN IPCC STOCKS



- ✓ *Business & financial growth;*
- ✓ *Constant annual Dividends;*
- ✓ *Outstanding operational and financial performance;*
- ✓ *Extensive business opportunities from the spirit of Beyond The Gate;*
- ✓ *A World Class Dedicated Car Terminal Operator with international service standards;*

- ✓ *Supported by the increasing demand of vehicles for logistics distribution and other industries;*
- ✓ *Increasing growth of vehicles exports and imports;*
- ✓ *Experienced Management Team in their respective field; and*
- ✓ *Respectable corporate image & global branding.*

Why Invest to IPCC?



THANK YOU



021 4393 2251



Social Media



IPCC Terminal Kendaraan



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Website
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