

## Company Update

6M2019

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# Company Overview

**PT Petrosea Tbk.**



## PTRO

PT Petrosea Tbk. is a multi-disciplinary mining, infrastructure and oil & gas services Company with a track record of achievement in Indonesia since 1972. We offer a competitive advantage through our ability to provide complete pit-to-port mining solutions, integrated engineering and construction capabilities as well as logistic support, whilst demonstrating absolute commitment to health, safety & environment, quality management and business integrity.

### Contract Mining



Contract mining and the provision of mine services for the mining industry has been part of Petrosea's core business since 1975, providing integrated pit-to-port mining solutions and services across all production stages to the Indonesian mining industry. Through its open pit contract mining services capabilities, Petrosea delivers enhanced margins and return on assets for its clients

- Feasibility study & conceptual design
- Pit optimization
- Mine planning, mine scheduling, haul distance & dump optimization
- Heavy equipment selection
- Plant hire
- Mining contract services
- Mine project management services
- Stockpile maintenance
- Site rehabilitation & environmental management

### Engineering & Construction



Petrosea provides engineering & construction services for the Indonesian energy, infrastructure and mining industries, with extensive experience throughout Indonesia and strong relationships with key stakeholders such as the government and communities to assist our clients in meeting their business goals.

For the infrastructure and minerals industry, Petrosea provides the full range of engineering, construction and operations services including:

- Construction
- Plant & equipment hire
- Commissioning
- Project management
- Operation & maintenance
- Procurement & logistics
- Front end engineering design
- Detail engineering design
- Technical due diligence
- Conceptual to full bankable feasibility studies

### Petrosea Logistics & Support Services



Petrosea provides services to the Indonesian oil & gas industry through its strategically positioned Petrosea Offshore Supply Base (POSB) and Bonded Logistics Center (PLB), delivering a wide range of cost effective services executed to international standards. Our Supply Base Management capability along with our strong focus on HSE ensures that we are able to provide our services safely and efficiently, supporting offshore oil & gas production, development and exploration throughout Indonesia.

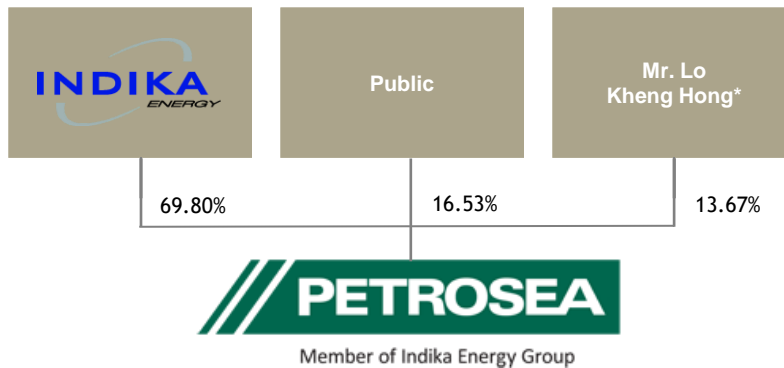
- POSB Sorong
- Bonded Logistics Center

# Ownership Structure & Milestone



Member of Indika Energy Group

## Ownership Structure (above 5%)



Established

1972

Listed in  
IDX

1990

Acquired by INDY

2009

Number of shares: 1,008,605,000

Market Capitalization as of 30 June, 2019 - IDR Rp 1.58 trillion (USD 112 million)\*

\* As of 30 June 2019

## Milestone

1972

Incorporated in Jakarta Indonesia as PT Petrosea International Indonesia

1984

Acquired by Clough Limited, Australia

1990

Listed on the Jakarta and Surabaya Stock Exchanges (now Indonesia Stock Exchange) as PTRO, with the Company name changed to PT Petrosea Tbk.

2009

Acquired by PT Indika Energy Tbk., owning 98.55% of the Company's shares by year end

2012

PT Indika Energy Tbk. refloated 28.75% shares to the public and at the year's end holds 69.80% share ownership in the Company

2015

Petrosea through one of its subsidiaries PT POSB Infrastructure Indonesia acquired 51.25% stake in PT Mahaka Industri Perdana

2016

Officially inaugurated as a Bonded Logistics Center (PLB) located in Tanjung Batu, Balikpapan, East Kalimantan

2017

Officially inaugurated Petrosea Offshore Supply Base (POSB) Sorong to provide support and services for the oil & gas sector in the eastern Indonesian region.

2018

Company acquired PT Kuala Pelabuhan Indonesia  
  
Company released its shares in PT Santan Batubara

## Board of Commissioners



**Richard Bruce Ness**  
PRESIDENT COMMISSIONER



**Purbaja Pantja**  
COMMISSIONER



**Kamen Kamenov Palatov**  
COMMISSIONER



**Osman Sitorus**  
INDEPENDENT COMMISSIONER



**Hasnul Suhaimi**  
INDEPENDENT COMMISSIONER

## Board of Directors



**Hanifa Indradjaya**  
PRESIDENT DIRECTOR



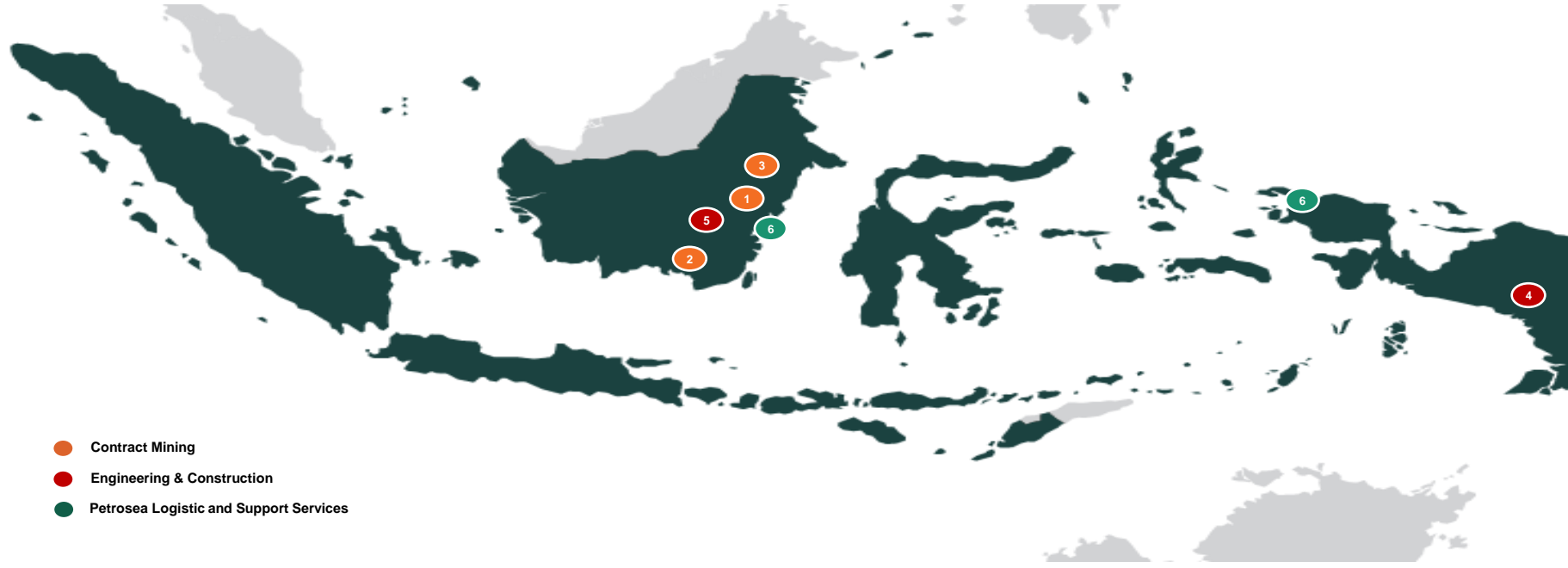
**Johanes Ispurnawan**  
DIRECTOR



**Romi Novan Indrawan**  
DIRECTOR



# Operational Map & Current Major Projects



- Contract Mining
- Engineering & Construction
- Petrosea Logistic and Support Services

Contract Mining		
1	Kidco Jaya Agung	2018 - 2023
2	Indonesia Pratama*	2014 - 2021
3	Binuang Mitra Bersama	2015 - 2020



**PT BINUANG MITRA BERSAMA**

Engineering & Construction		
4	Freeport Indonesia	2017 - 2019
5	Maruwai Coal	2018 - 2019



Logistics and Support For Oil & Gas Services		
6	Provision of Supply Base Support Services & Bonded Logistic Center Services	On Going
Pertamina Trans Kontinental, Ophir Energy Indonesia, Baroid Indonesia, Dowell Anadrill Schlumberger, CPM - LEC Joint Operation, Alatas Marine Services, Apexindo Pratama Duta, Eni Muara Bakau B.V., Viking Seatech Indonesia, Saipem Indonesia, Ensco Sarida Offshore, CSTS Joint Operation, Saipem Indonesia, BP Berau Ltd.		

\* Subsidiary of PT Bayan Resources Tbk.

# Recent Developments

PT Petrosea Tbk.





## Contracts

### Contract Mining

- On March 15, 2019. Contract Mining - Petrosea and Indonesia Pratama entered into a third amendment of the Agreement for the Provision of Open Pit Overburden Mining Services, regarding haul distance calculation.
- On April 11, 2019. Contract Mining - Petrosea signed a termination agreement with PT Anzawara Satria.

### Engineering & Construction

- On March 8, 2019. E&C - Petrosea received a Final Completion Certificate from Adaro for the Lampunut Village Installation project, stating that the project has been witnessed and completed in accordance with client specifications.

## Financing

- On January 18, 2019 and February 11, 2019, Petrosea received VAT refund and Corporate Tax for the year 2017 amounting to US\$9.2 million, which accounted to 99% of refund rate.
- On March 8, 2019, Petrosea & Komatsu Astra Finance signed a new long term loan agreement with a total amount of US\$30 million.
- On March 8, 2019, Petrosea & HSBC signed a new non-cash loan agreement with a total amount of US\$25 million and a new working capital facility which amounted to US\$5 million.
- On March 18, 2019, Petrosesa made a withdrawal of US\$60 million for a special transaction loan facility from PT Bank Mandiri (Persero) Tbk. to repay a portion of a long term loan to a related party amounted to US\$75 million and US\$15 million use Company own cash.
- On May 8 and 13, 2019, Petrosea & Mitsubishi UFJ Lease & Finance Indonesia signed a new long term lease facility agreement amounting to US\$5.27 million.

# Operational Highlights

PT Petrosea Tbk.



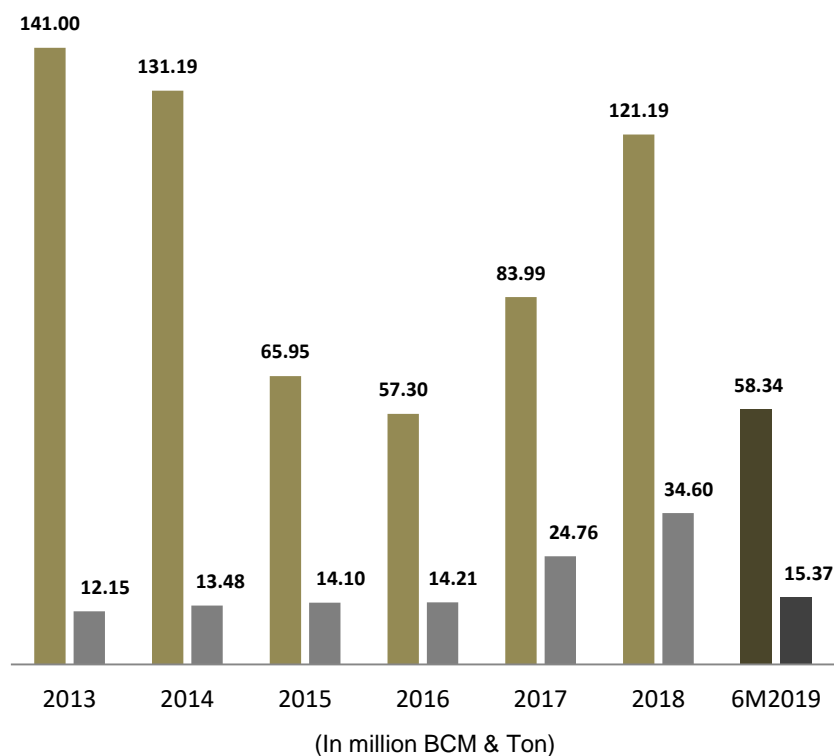
# Operational Highlights

## YEAR ON YEAR

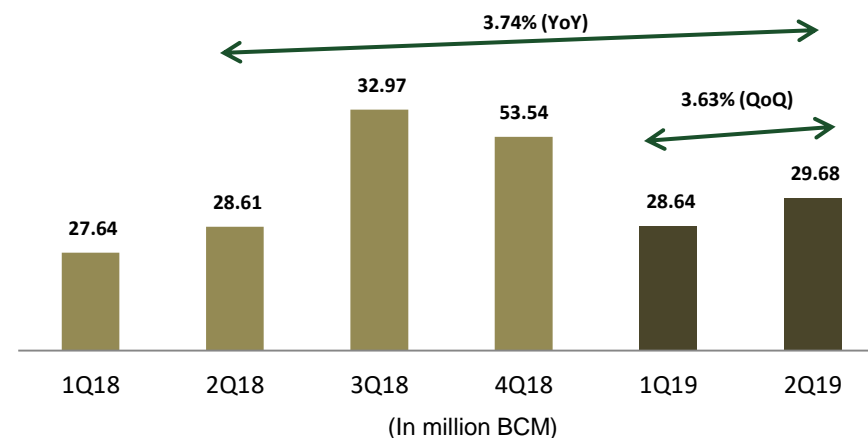
Description	Jun 18	Jun 19	YoY
Overburden (MBCM)	56.25	58.32	3.68%
Coal (MT)	17.73	15.35	-13.42%

## YEARLY VOLUME

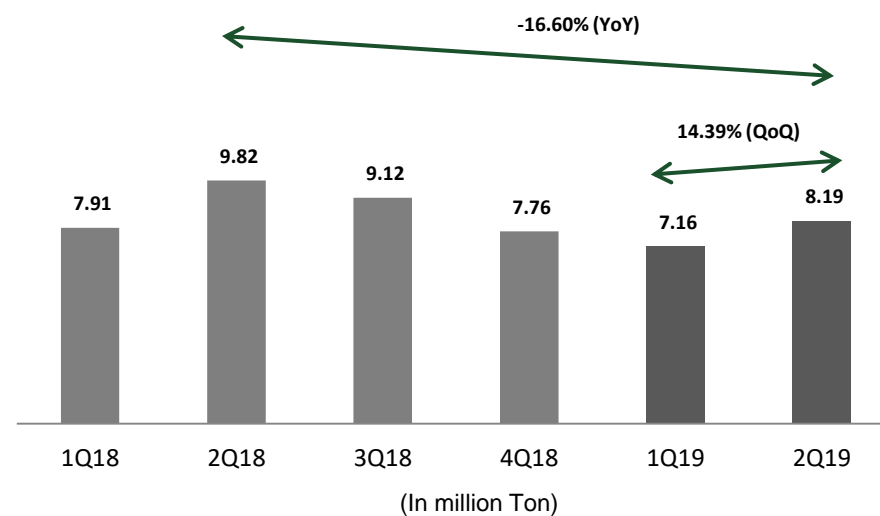
Overburden Coal



## OVERBURDEN QUARTERLY



## COAL QUARTERLY



# Financial Highlights

PT Petrosea Tbk.



# Financial Highlights

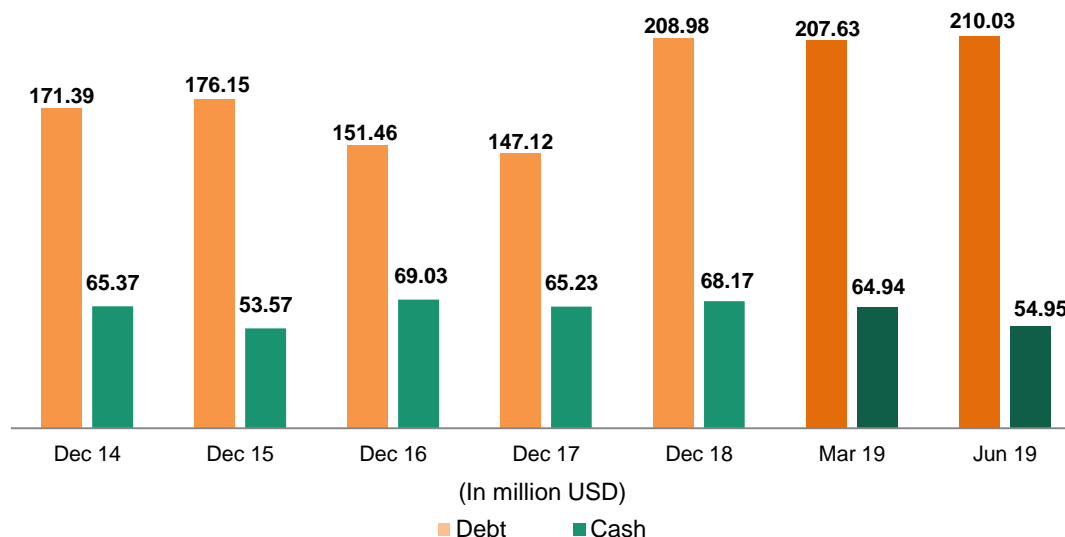
## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

Description (US\$ Million)	Dec 18	Jun 19
Cash & Cash Equivalents	68.17	54.95
Total Current Assets	250.17	225.77
Total Noncurrent Assets	305.42	326.24
<b>Total Assets</b>	<b>555.59</b>	<b>552.01</b>
Total Current Liabilities	147.86	149.98
Total Noncurrent Liabilities	216.60	211.70
<b>Total Liabilities</b>	<b>364.46</b>	<b>361.68</b>
<b>Total Equity</b>	<b>191.13</b>	<b>190.33</b>
<b>Total Liabilities &amp; Equity</b>	<b>555.59</b>	<b>552.01</b>

## FINANCIAL RATIO

Description	Dec 18	Jun 19
Current Ratio (X)	1.69	1.51
Debt to Equity Ratio (X)	1.09	1.10
Fixed Assets Turnover Ratio(X)	1.56	0.75
Total Assets Turnover Ratio (X)	0.84	0.43
Total Debt (US\$ Million)	208.98	210.03
Net Gearing Ratio (X)	0.74	0.66

## DEBT & CASH



## Maintaining Healthy Balance Sheets



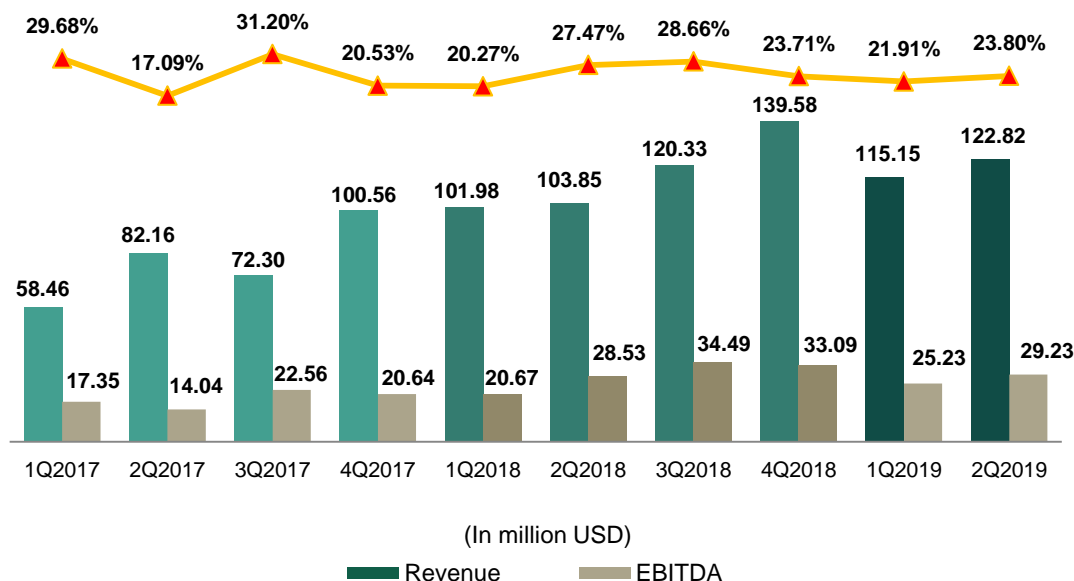
• Effective working capital management

• Prudent liabilities management strategy

• Good Corporate Governance

# Financial Highlights

## REVENUE & EBITDA



Description	3M18	6M18	9M18	12M18	3M19	6M19
EBITDA (US\$ Million)	20.67	49.2	83.69	116.78	25.23	54.46
EBITDA Margin	20.27%	23.90%	25.66%	25.07%	21.91%	22.89%
Gross Profit Margin	11.23%	14.13%	16.05%	15.70%	11.51%	12.04%
Operating Profit Margin	5.44%	8.97%	11.12%	11.21%	6.78%	7.21%
Net Profit Margin	1.72%	3.62%	5.50%	4.97%	2.72%	3.40%
Return on Asset	0.33%	2.68%	4.24%	4.17%	4.33%	1.46%
Return on Equity	0.36%	7.54%	11.75%	12.12%	12.47%	4.25%

## CONSOLIDATED STATEMENTS OF PROFIT OR LOSS

Description (US\$ Million)	Jun 18	Jun 19	YoY
Revenues	205.83	237.97	15.61%
Direct Costs	176.75	(209.32)	18.43%
Gross Profit	29.08	28.65	(1.48%)
Operating Profit	18.46	17.15	(7.10%)
Share in jointly controlled entity's Net Loss	(0.50)	-	(100%)
Net Profit for the Year	7.55	8.08	7.02%
Profit Attributable - to Owners of Company	7.44	7.98	7.26%
Profit Attributable - to Non-controlling Interest	0.10	0.11	(9.09%)
Earning per Share	0.0074	0.0079	6.76%

**Optimizing Asset Utilization**

**Implementation of Various continuous improvement Initiatives**

**Increasing Productivity**

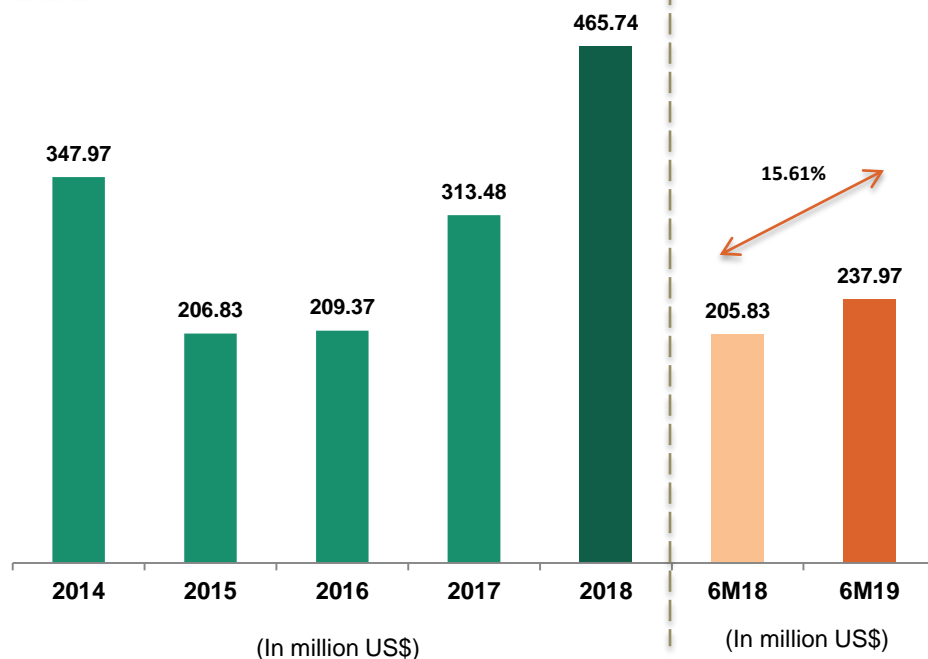


# Financial Highlights

## TOTAL REVENUE

### 5-Year's Revenue

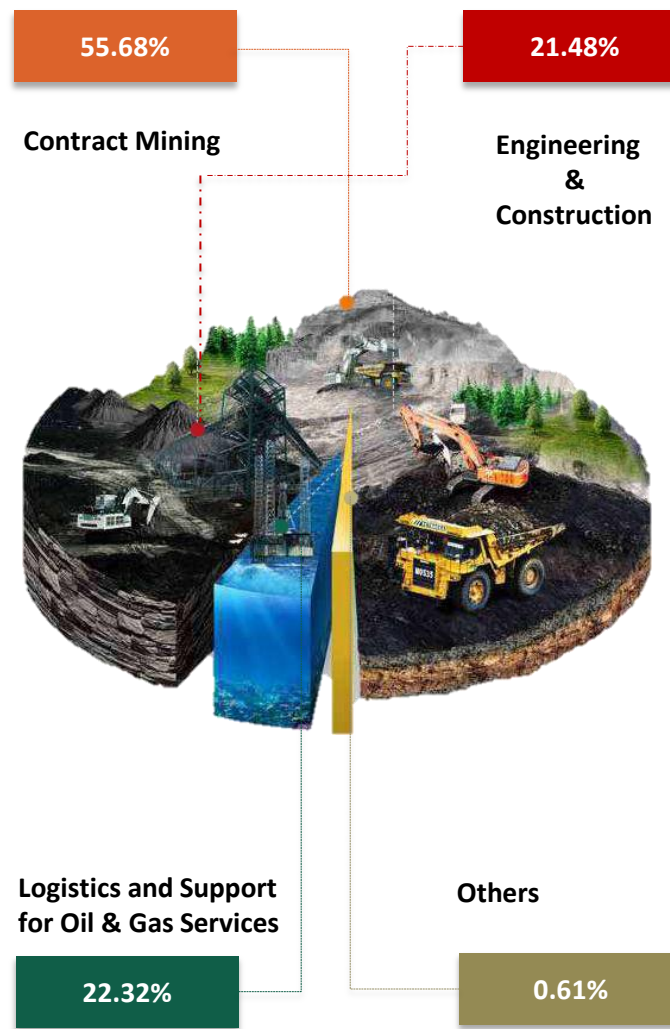
### YoY



## REVENUE PER BUSINESS LINE

Description (In million US\$)	6M18	6M19	YoY
Contract Mining	121.25	132.50	9.28%
Engineering & Construction	49.08	51.11	4.14%
Logistics and Support for Oil & Gas Services	34.34	52.90	54.05%
Others	1.15	1.45	26.09%

## CONTRIBUTION



# Financial Highlights

## CONSOLIDATED STATEMENTS OF CASH FLOWS

CASH FLOW FROM OPERATING ACTIVITIES			CASH FLOW FROM INVESTING AND FINANCING ACTIVITIES		
Description (US\$ Million)	Jun 18	Jun 19	Description (US\$ Million)	Jun 18	Jun 19
Cash received from customers	191.21	239.73	Proceeds from sale on an investment	-	-
Cash paid to suppliers	(49.53)	(126.11)	Dividend received	-	-
Cash paid to employees	(28.15)	(68.22)	Acquisition of intangible assets	(8.56)	-
Cash generated from operations	13.95	45.40	Acquisition of subsidiary	-	(5.56)
Receipt of the refunds	2.33	9.22	Acquisition of property, plant & EQ	(60.12)	(41.03)
Interest received	0.22	0.59	Proceeds sale of property, plant & EQ	-	1.56
Payment other tax and penalties	(5.70)	(5.99)	<b>Net Cash Used in Investing Activities</b>	<b>(68.68)</b>	<b>(45.03)</b>
Payment of incomes taxes	(2.68)	(1.51)	Proceeds from bank loan	36.61	10.00
Payment of interest and finance charges	(5.32)	(10.04)	Proceeds from sales and leaseback transaction	34.73	16.29
<b>Net cash provided by operating activities</b>	<b>32.82</b>	<b>37.67</b>	Proceeds from long term loan (third parties)	-	-
			Proceeds from sale and leaseback	-	93.11
			Payment of long term loan (related parties)	-	(75.01)
			Payment of long term loan (third parties)	-	(24.09)
			Payment of finance lease LB	(4.51)	(7.57)
			Payment dividend	(12.41)	(8.65)
			Payment of bank loan	(26.67)	(10.01)
			<b>Net Cash Provided by (Used in) Financing Activities</b>	<b>22.65</b>	<b>1.29</b>

## CAPITAL EXPENDITURES

Description	3M18	6M18	9M18	12M18	3M19	6M19
Realization (US\$ Million)	26.44	52.37	78.63	104.16	44.80	58.28

# Guidance 2019

PT Petrosea Tbk.



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**Overburden Volume**

129 Million BCM

**Coal Production**

35 Million Ton

**Capital Expenditures**

US\$ 177 Million

## Thank You

**PT. Petrosea Tbk.**  
**Indy Bintaro Office Park, Building B**  
**Jl. Boulevard Bintaro Jaya Blok B7/A6**  
**Sektor VII, CBD Bintaro Jaya**  
**Tangerang Selatan 15224 - Indonesia**  
**(+6221) 2977 0999**  
**[www.petrosea.com](http://www.petrosea.com)**  
**[investor.relations@petrosea.com](mailto:investor.relations@petrosea.com)**

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