



## PETROSEA RESULTS FOR THE YEAR 2018

### Share

IDX Ticker	PTRO
Last Price (Rp) <sup>1</sup>	1880
Outstanding Shares (Billion)	1.00
Market Capitalization (Rp Trillion)	1.89

### Financial Statements Highlights

	2017	2018	YoY
Total Revenue	313.48	465.74	48.57%
Gross Profit	45.71	73.12	59.96%
Operating Profit	26.70	52.22	95.58%
Net Profit	11.89	23.17	94.87%
Profit Attributable to Owners of Company	11.63	22.96	97.42%
EPS	0.0115	0.0228	-
Cash Balance	65.23	68.17	4.51%
Net Debt	81.89	140.81	71.95%
Capex	78.27	104.16	33.08%

### Shareholders Structure (above 5%)<sup>2</sup>

PT Indika Energy Tbk.	69.8%
Lo Kheng Hong	13.4%
Public	16.8%

### Contact

#### 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  
 Phone : +62 21 29770999  
 Fax : +62 21 29770988  
[www.petrosea.com](http://www.petrosea.com)

Investor Relations Department:  
[Investor.Relations@petrosea.com](mailto:Investor.Relations@petrosea.com)



#### Note:

1) As of 28 March 2019

2) As of 31 December 2018

PT Petrosea Tbk. (PTRO), a multi-disciplinary, mining, infrastructure and oil & gas services Company with a track record of achievement in Indonesia since 1972 reported its consolidated financial statements for the year ended 31 December 2018.

Amidst volatile global thermal coal prices in 2018, Petrosea recorded a total revenue growth of 48.57%, increased from US\$313.48 million to US\$465.74 million, and posted a net profit of US\$23.17 million, increased by 94.87% compared to US\$11.89 million in 2017. Profit attributable to owners of the company amounted to US\$22.96 million, increased by 97.42% compared to US\$11.63 million in the previous year.

All of these achievements were realized by increasing productivity, optimizing asset utilization and the development of various initiatives for continuous improvement since the beginning of the year in all business lines and supporting functions.

### Contract Mining

Total overburden volume for the year increased from 83.98 million BCM to 121.19 million BCM, a 44.31% increase compared to the previous year. Total coal production volume reached 34.60 million tons, increased by 39.74%.

Petrosea has signed agreement to extend its contract with Kideco Jaya Agung. The contract is extended up to 2023 and includes increase of overburden removal & coal volumes. Petrosea also signed additional agreement with Binuang Mitra Bersama Blok Dua to increase overburden removal & coal volumes.

### Engineering & Construction

Petrosea and Freeport Indonesia commenced the second stage of Levee construction works with contract value of US\$111.7 million. This is a continuation of the first stage Levee construction that has been completed earlier in October 2018. Petrosea also received notice of award from Maruwai Coal for civil concrete utilities & infrastructure works.

### Petrosea Logistics & Support Services

We have continued to provide services through POSB Sorong to support Chiyoda-Saipem-Tripatra-SAE (CSTS) J.O. for loading & unloading and storage activities, and to support Government's program in Bonded Logistics (PLB) for oil & gas sector in the eastern of Indonesia. Thorough this business line, PT Kuala Pelabuhan Indonesia also provide port operations and service providers for Freeport Indonesia.

## Financial Highlights

- Total revenue increased by 48.57% yoy from US\$313.48 million to US\$465.74 million reported in 2018. The Contract Mining business line contributed 56.80% to the total revenue, followed by 27.97% from the Engineering & Construction and 14.66% from Petrosea Logistics & Support Services (PLSS).
  - Contract Mining business line contributed US\$264.52 million (+54.45% yoy) to the total revenue, as the result of higher operational volumes. Total overburden volume increased by 44.31% yoy from 83.98 million BCM to 121.19 million BCM and total coal production volume increased by 39.74% yoy from 24.76 million to 34.60 million tons in 2018.
  - Engineering & Construction business line contributed US\$130.28 million (+85.48% yoy) to the total revenue. Levee project contributed 11.29% to the total revenue of the Company.
  - Petrosea Logistics & Support Services business line contributed US\$68.29 million (-2.19% yoy) to the total revenue.
- Gross profit increased 59.96% from US\$45.71 million to US\$73.12 million in 2018. Gross profit margin was 15.70% in 2018, compared to 14.58% in 2017.
- Petrosea continued to maintain its effectiveness in administration expenses. The administration expenses were US\$20.90 million (+10% yoy).
- Operating profit increased 95.58% from US\$26.70 million to US\$52.22 million in 2018. Operating profit margin was 11.21% in 2018, compared to 8.52% in 2017.
- Interest expenses & finance charges increased by 29.78% yoy from US\$9.20 million to US\$11.94 million in 2018, due to a higher debt balance of US\$208.98 million in 2018 (+42.05% yoy) as a result of additional credit investment facilities.
- Capital expenditure was US\$104.16 million. The capital expenditure was mainly used to revitalize and buy additional equipment to support the Contract Mining business line.
- Petrosea was registered US\$22.96 million of profit attributable to owners of the Company (+97.42% yoy) in 2018. The net profit margin was 4.97% in 2018, compared to 3.79% in 2017.
- Petrosea remained focused on working capital management to support its operations. Cash & cash equivalents amounted to US\$68.17 million, increased by 4.51% compared to the previous year.

## Financing

- In January 2018, Petrosea & PT Bank Mandiri (Persero) Tbk., signed an agreement to extend the existing facility and additional credit investment facility amounting to US\$75.0 million.
- In January 2018, Petrosea & PT Sarana Multi Infrastruktur (Persero) signed an investment financing facility agreement amounting to Rp187.3 billion.
- In May 2018, Petrosea obtained a heavy equipment leasing facility from PT ORIX Indonesia Finance in the amount of US\$1.43 million.
- In June 2018, Petrosea obtained a heavy equipment leasing facility from PT Mitsubishi UFJ Lease & Finance Indonesia with total value of US\$3.55 million.
- In October 2018, Petrosea & PT Bank Mandiri (Persero) Tbk., signed a new long term investment facility & working capital facility amounting to US\$130 million.

- In November 2018, Petrosea and Citibank signed approval of credit facility for purchase of equipment with interest rate of 1.95% plus 3 months LIBOR. The credit facility agreement contains certain covenants to maintain financial ratios which computed based on financial statements.

### Contracts in 2018

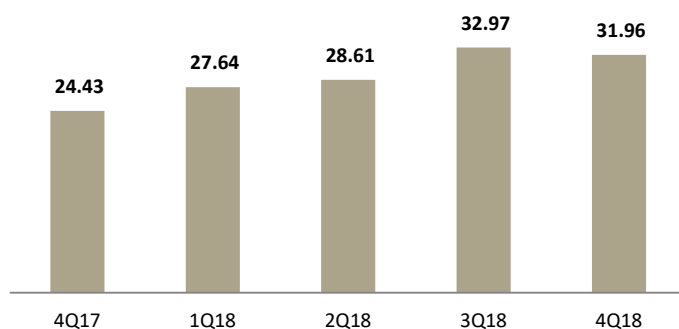
- In January 2018. **Contract Mining** - Petrosea and Indonesia Pratama entered into an amendment of agreement for the provision of open pit overburden mining services.
- In January 2018. **E&C** - Petrosea and Freeport Indonesia entered into an agreement for construction sediment management with contract value of US\$21.3 million with contract duration of 36 months.
- In March 2018. **Contract Mining** – Petrosea and Indoasia Cemerlang was amended the overburden removal agreement, which includes extension of contract duration and terms of payment changes.
- In March 2018. **Contract Mining** – Petrosea and Kideco Jaya Agung entered into contract agreement of waste removal and coal production which include increase of production volume and rate as well as the extension of expiration date of contract until 2023.
- In April 2018. **PLSS** - Petrosea and CSTS J.O. entered into an agreement for provision of loading unloading and storage at POSB Sorong, with contract value of Rp14.3 billion with commencement date from January 2018 to December 2020.
- In May 2018. **E&C** - Petrosea and Kideco Jaya Agung entered into an agreement for construction of Samarangau River Bridge in Batu Kajang. The contract value is Rp49.5 billion.
- In May 2018. **E&C** - Petrosea and Maruwai Coal entered into village installation project for camp installation project. The contract value is Rp112.1 billion.
- In July 2018, **Contract Mining** - Petrosea and Indoasia Cemerlang had agreed that the overburden removal and mining equipment rental works as stipulated in the agreement has been completed.
- In September 2018. **Contract Mining** - Petrosea submitted a notification letter to Anzawara Satria regarding the termination of the agreement related to overburden removal, coal hauling and plant hire which shall be effective in October 2018.
- In October 2018. **Contract Mining** - Petrosea and Binuang Mitra Bersama Blok Dua entered into additional agreement of mining services agreement to increases overburden volume production to 32 million BCM per year and coal volume production to 7.4 million tons and overhaul rate that will be effective in January 2019.
- In October 2018. **PLSS** - Petrosea and Pertamina Trans Kontinental entered into agreement for provision of shore base support services which effective from August 2018 to July 2019, where Petrosea acts as subcontractor.
- In October 2018. **E&C** - Petrosea and Freeport Indonesia was commenced the second stage of Levee construction works at low land area with the contract value of US\$111.7 million for 40 months of contract duration.
- In December 2018. **E&C** - Petrosea received notice of award from Maruwai Coal for civil concrete utilities & infrastructure works, with contract value of Rp53 billion with estimate of completion in May 2019.
- In 2018. **PLSS** – Petrosea entered into new agreement and also amendment of agreement for Sorong Supply Base, Bonded Logistic Center (PLB) and Petrosea Supply Base in Tanjung Batu with PT Saipem Indonesia, Salamander Energy (Bontang) Pte. Ltd, Pertamina Trans Kontinental, Talisman Sageri Ltd., Chevron Indonesia Company, Energy Logistic, Sindo Utama Jaya, Viking Seatech Indonesia, Baroid Indonesia, Apexindo Pratama Duta, Ensco Sarida Offshore, Prasadha Pamunah Limbah Industri.

### Others

- In June 2018, Petrosea Tbk., acquired 95% shares of PT Kuala Pelabuhan Indonesia owned by PT Indika Logistic & Support Services. Through this acquisition, Petrosea continues to develop its business diversification strategy by adding services that it offers to the client. PT Kuala Pelabuhan Indonesia was established in 1995 with business activities in the port operator, transportation and contractor areas as well as service provider specifically to support the business activities of PT Freeport Indonesia.
- In August 2018, Petrosea released and transferred its entire shares of ownership in PT Santan Batubara to PT Harum Energy Tbk. for Rp86.41 billion.
- In December 2018, Petrosea released and transferred its entire shares of ownership in PT Kariangau Gapura Terminal Energi to PT Interport Mandiri Abadi for Rp1.26 billion.

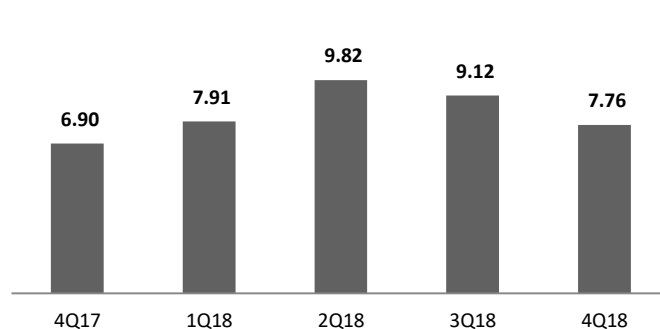
#

## OVERBURDEN REMOVAL



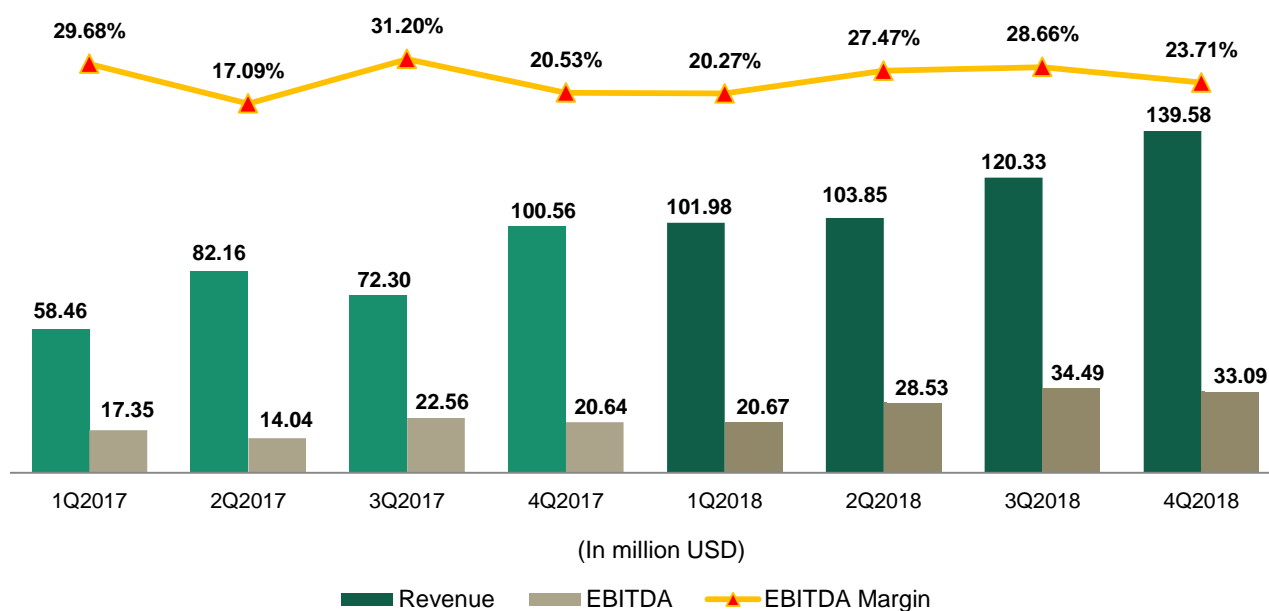
In million BCM

## COAL PRODUCTION

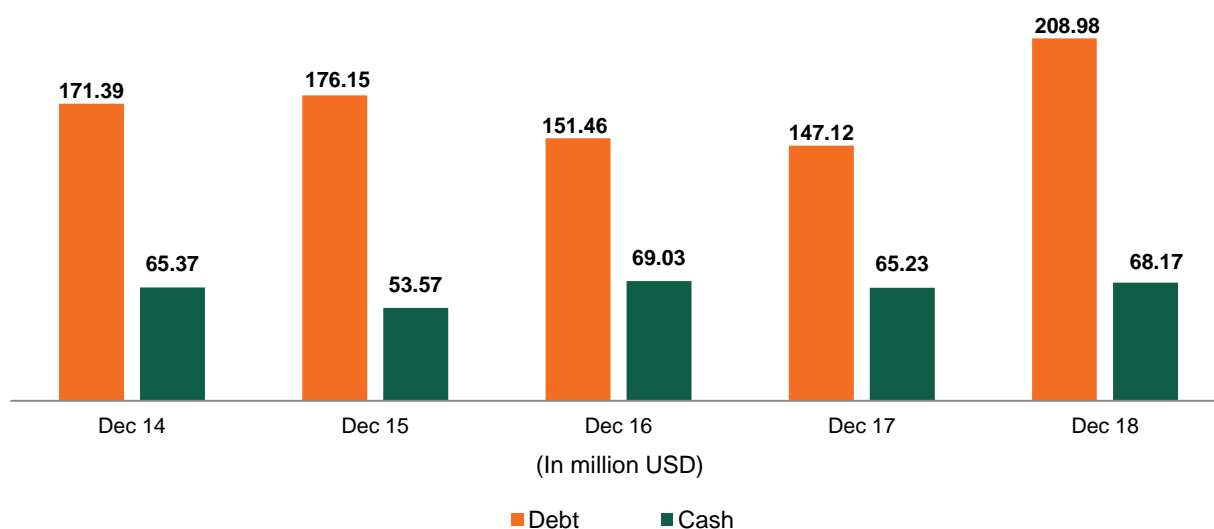


In million Tons

## PROFITABILITY



## DEBT & CASH



Consolidated Statements of Profit or Loss (US\$ Million)	2017	2018	% Change
Revenues	313.48	465.74	48.57
Direct Costs	(267.77)	(392.62)	46.63
Gross Profit	45.71	73.12	59.96
Operating Profit	26.70	52.22	95.58
Profit (Loss) for The Year	11.89	23.17	94.87
Profit (Loss) Attributable to Owners of The Company	11.63	22.96	97.42
Profit (Loss) Attributable to Non-controlling Interest	0.26	0.21	(19.23)

Consolidated Statements of Financial Position (US\$ Million)	2017	2018	% Change
Cash & Cash Equivalents	65.23	68.17	4.51
Total Current Assets	178.31	250.17	40.30
Total Noncurrent Assets	275.89	305.42	10.70
<b>Total Assets</b>	<b>454.20</b>	<b>555.59</b>	<b>22.32</b>
Bank Loans	10.60	-	(100.00)
Total Current Liabilities	103.67	147.86	42.63
Total Noncurrent Liabilities	161.71	216.60	33.95
Total Liabilities	265.37	364.46	37.34
Total Equity	188.83	191.13	1.22
<b>Total Liabilities &amp; Equity</b>	<b>454.20</b>	<b>555.59</b>	<b>22.32</b>

Financial Ratio	2017	2018
Return on Assets	2.62%	4.17%
Return on Equity	6.30%	12.12%
Current Ratio	1.72	1.69
Debt to Equity Ratio	0.78	1.09
Fixed Assets Turnover Ratio	1.19	1.56
Total Assets Turnover Ratio	0.69	0.84
Gross Profit Margin	14.58%	15.70%
Operating Profit Margin	8.52%	11.21%
Net Profit Margin	3.79%	4.97%

## Overview

*PT Petrosea Tbk. is multi-disciplinary mining, infrastructure and oil & gas services Company with track record of achievement in Indonesia since 1972. Drawing on rich and varied years of experience throughout the Indonesian archipelago, Petrosea is now recognized as one of Indonesia's leading contractors. We offer a competitive advantage through our ability to provide complete pit-to-port mining solutions, supported by integrated engineering & construction capabilities and logistic support, whilst demonstrating absolute commitment to health, safety & environment, quality management, and business integrity. We also provide services for the oil and gas industry in Indonesia through our Petrosea Offshore Supply Base (POSB) deep-water supply bases located in Tanjung Batu, East Kalimantan and Sorong, West Papua that consistently deliver international standard and cost-effective services to all of our clients. Petrosea has been listed on the Indonesia Stock Exchange (IDX: PTRO) since 1990 and was the first publicly listed Indonesian engineering & construction Company in Indonesia.*

*The Company's vision is to be a leading service provider in mining, oil & gas and infrastructure in South East Asia. The Company's mission is to deliver innovative solutions for mining, oil & gas and infrastructure to the satisfaction of all clients and stakeholders.*

*Together with its holding Company, PT Indika Energy Tbk., Petrosea is able to provide complete solutions in the energy supply chain. Understanding the demands of the industry and having the full range of expertise in engineering and project management, high quality construction capabilities, ability to complete complex projects on schedule, local knowledge and focus on human capital management and development, enables us to provide consistent results and position ourselves to meet and exceed the expectations of our customers.*

**Anto Broto**

*Head of Corporate Secretary & Investor Relations*

**Miftahul Ahyar Arrifa'i**

*Investor Relations Officer*

#