

### DISCLAIMER



Investors and security holders are cautioned that this communication contains forward-looking statements and that forward-looking statements are subject to various risks and uncertainties, many of which are difficult to predict and are generally beyond the control of PT Petrosea Tbk

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### **HIGHLIGHTS**



- The Company reported a 20.67% yoy total revenue increase from US\$ 249.93 million to US\$ 301.59 million, which was primarily achieved through higher operational activities from the Contract Mining business line. Meanwhile, the Company booked pre-operation costs to support several new projects, the Company successfully recorded a US\$ 14.35 million profit attributable to owners of the company, a 10.38% yoy increase from the previous year
- During this period, the Company continued to capture new contracts in the EPC business line, such as the rehabilitation and new construction of settling ponds for PT Kideco Jaya Agung, as well as contract amendments for construction services at port site, hauling, loading & dewatering at the Wanagon project for PT Freeport Indonesia
- Furthermore, through its subsidiary, PT Karya Bhumi Lestari, the Company entered into mining services agreements with PT Kartika Selabumi Mining & PT Palm Mas Asri for a duration of seven years with a contract value of US\$ 182.45 million, with PT Hardaya Mining Energy & PT Central Cipta Murdaya for a duration of four years with a contract value of US\$ 264.78 million. The Company has signed an addendum to a cooperation agreement with PT Mekko Metal Mining and PT Perkasa Investama Mineral for a bauxite project located in West Kalimantan with an additional contract value of US\$ 100 million for a period of five years
- In carrying out its business activities, Petrosea continues to prioritize the implementation of the ESG aspects, which includes the principles of good corporate governance. In addition, the Company has also continued its focus of implementing a sustainability strategy in accordance with Sustainable Development Goals (SDGs) to ensure that the Company's business activities adhere to the principles of responsible mining and operational excellence as well as social responsibility. In October 2021, Petrosea awarded Disclosure Commitment Rating CCC from the Investor Magazine & Bumi Global Foundation

### **CONTENTS**





## OUR BUSINESS





# **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, procurement and construction capabilities as well as logistic support, whilst demonstrating absolute commitment to safety, health & environment, quality management and business integrity.

### **BUSINESS LINES (1)**



### **CONTRACT MINING**

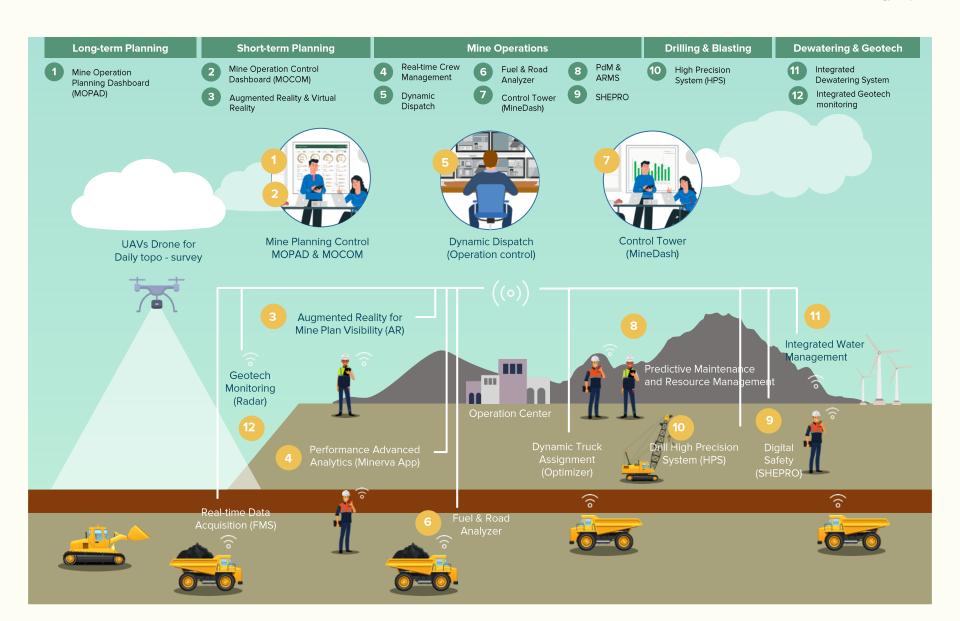
Petrosea offers a wide range of project services from pit-to-port, including:

- Open pit contract mining services
- Civil and infrastructure construction, including roads, tailing dams, and site facilities
- Mining project management services, including equipment and operators from mine owners as well as subcontractors
- Technical and feasibility study consulting services
- Mine planning and optimization services
- Minerva digital platform solution that can be applied in mining operations



### **END-TO-END MINE OPERATION CAPABILITY**





### **BUSINESS LINES (2)**



# **ENGINEERING, PROCUREMENT**& CONSTRUCTION

Petrosea provides the full range of engineering, procurement, construction and operations services, including:

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



### **BUSINESS LINES (3)**



# LOGISTICS AND SUPPORT FOR OIL & GAS SERVICES

### **Logistics & Support Services**

- Bonded Logistics Center (PLB)
- Logistics & freight forwarding services

### **Supply Base Management**

- Quayside operations
- Transportation and port management
- Other services such as manifestation, handling material parts, shipping agents, waste management, bulk management, tracking goods, inspection, certification, and providing technology services



### **MILESTONES**



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

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 Officially inaugurated as a Bonded Logistics Center (PLB) located in Tanjung Batu, Balikpapan, East Kalimantan Company acquired PT Kuala Pelabuhan Indonesia and released its shares in PT Santan Batubara

2018

Selected by Forbes
Indonesia as a top 50
Indonesian company out of
more than 700 public
companies listed on the IDX
and selected by the IDC DX
among 1.200 high-quality
entities due to its digital
transformation initiative







2012



2016













Acquired by Clough

Limited, Australia



2009





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



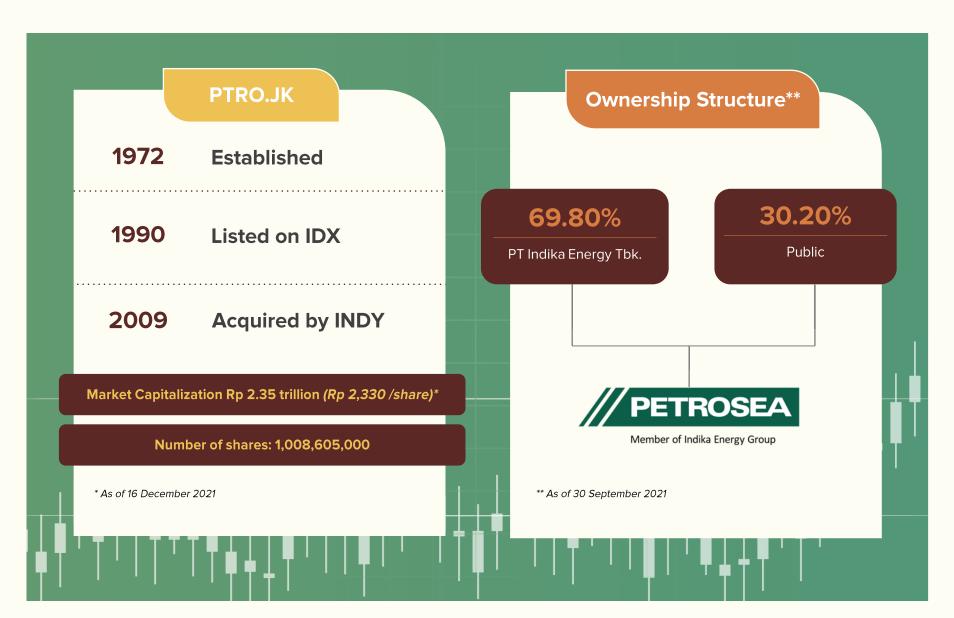
Officially inaugurated
Petrosea Offshore Supply
Base (POSB) Sorong to
provide support and
services for the oil & gas
sector in the eastern
Indonesian region



Petrosea became the only mining company and the only Indonesian owned company to be selected by the World Economic Forum into the Global Lighthouse Network

### **OWNERSHIP STRUCTURE**





### **MANAGEMENT**

















### **OPERATIONAL MAP & MAJOR CLIENTS**





### **Current Clients**

### CONTRACT MINING

Kideco Jaya Agung
 Indonesia Pratama\*
 Kartika Sela Bumi
 Mekko Metal Mining
 Central Cipta Murdaya
 2028
 Kideco Jaya Agung
 2021
 Mekko Metal Bumi
 2027
 Mekko Metal Mining
 2026

### **ENGINEERING, PROCUREMENT & CONSTRUCTION**

6	Freeport Indonesia	2022
7	Masmindo Dwi Area	2021

#### **■ LOGISTICS AND SUPPORT FOR OIL & GAS SERVICES**

8 PT Pertamina Hulu Mahakam, On Going PT Mitra Inter Trans Forwarding, PT DHL Global Forwarding, CSTS Joint Operation, Saipem Indonesia, BP Berau Ltd, and Tripatra Engineers & Construction

<sup>\*</sup> Subsidiary of PT Bayan Resources Tbk.















### SUSTAINABLE INVESTING





**Strategic Initiative** 

Petrosea launched its 3D strategy, which is Diversification, Digitalization & Decarbonization, as the Company's enabler and key pillar to continue to develop our value proposition to our clients, investors and stakeholders



Governance

Petrosea's continuously strives to ensure that the principles of GCG become part of the Company's culture and are implemented within all elements of the Company



In conducting its operational activities, Petrosea prioritizes the Environmental, Social & Governance (ESG) concept in preserving the environment, creating self-sustained communities, as well as implementing good corporate governance in order to ensure its business sustainability

### **GOOD CORPORATE GOVERNANCE (1)**



Petrosea is committed to adhering to the sound principles of Good Corporate Governance (GCG) and has adopted corporate governance practices to ensure the effective functioning of our Management and all supporting elements as a public listed company. By applying the principles of GCG, we ensure that Petrosea is an accountable, independent and transparent company for all of our stakeholders.



- In 2021, Petrosea awarded Disclosure Commitment Rating CCC from the Investor Magazine & Bumi Global Foundation
- In 2021, Petrosea has established Sustainability Committee. The roles, responsibilities and accountabilities of this committee are amongst others monitor, review, evaluate as well as make recommendations for performance, initiatives, plans, and risk related to ESG for each investment proposed by management
- Based on the Asean Good Corporate Governance Scorecard ("Asean CG Scorecard") by the Indonesian Institute for Corporate Directorship (IICD), Petrosea's GCG implementation for the year of 2019 (among 660 listed Companies on IDX) received a score above Mid Cap and slightly below Big Cap
- Committed to implement and comply with the prevailing rules and regulations from OJK & IDX
- Implemented ISO 37001:2016 Anti-Bribery Management System (Whistleblowing System)
- Gender Equality Effective participation and equal opportunities for women.
   Petrosea is fully committed to prioritize & support diversity within all elements of the Company



### **GOOD CORPORATE GOVERNANCE (2)**











Corporate Website

**Annual Report** 

Sustainability Report







Company Update

News Release & Press Release

Anti-Bribery Management System ISO 37001:2016

### **SOCIAL SUSTAINABILITY - ESG**



Through its social responsibility programs, Petrosea strives to enhance the economic and social welfare of communities around the Company's operational areas.



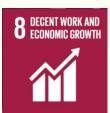
Empower local labor



- Preventing Covid-19 spread
- Health education
- HIV / AIDS and anti-drug counseling
- Provision of clean water installations



- Revitalizing school buildings
- Stationery and school supplies
- Teacher training development





 Community empowerment programs to increase and equalize the economy of the surrounding



- Protect the environment by providing water trucks
- Conducting greening / tree planting activities Empowering the community in processing waste used goods into a



### **ENVIRONMENTAL SUSTAINABILITY - ESG**



Comply with all Indonesian environmental laws, regulations and environmental standards

Mitigate the environmental impact of operations by setting eight main targets by 2020

The use of environmentally friendly technology at operation

Promote reforestation activities, including partnerships with the Indika Energy, Indika Foundation, governance and local communities to rehabilitate mangroves and tree planting

### **Environmental Certification**





Environmental Management System

*ISO 14001:2015* & *ISO* 

45001:2018

Waste Management	Unit	2020	2019	2018
Hazardous Waste	Ton	931.79	1,412.18	1,732.91
Non Hazardous Waste	Ton	225.26	2,272.78	2635.94
Total Waste	Ton	171.00	3,684.96	4,368.85

### Integrated Environmental SDG's











Energy Usage Management	unit	2020	2019	2018
Fuel Consumption	litor	110,09	148,45	143,57
Biodiesel     Solar (USD)	Liter (million)	44,55	26,78	1,23
• Solar (HSD)	(IIIIIIOII)	65,54	121,67	142,34
Energy Consumption Intens Process (GJ/Ton)	sity Production	0.0210	0.0272	0.0207
Total Production Process Emissions	CO2e (million tons)	0,249	0,37	0,38
Use of Electrical Energy in the Production Process	MWh	6,398	9,976	9,674.

Water Usage Management	Unit	2020	2019	2018
Ground Water Consumption	МЗ	6,959	7.117	7.455
Surface Water Consumption	МЗ	102,151	234.525	113.844
Total Water Consumption	M3	109,110	279.322	147.576

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### **HANDLING THE COVID-19**



The program conducted by Petrosea to prevent and handle COVID-19 include:

- Isolation/quarantine facilities for all Company employees who tested positive for COVID-19
- Periodic rapid tests/PCR tests for all employees who will be returning to work at the office and all project sites
- The creation of a comorbid level for employees from the medical check up results to screen those who will Work From Office (WFO) or Work From Home (WFH)
- The creation of the Health Self Assessment Form for screening before WFO

### Handbook & Health Campaign

### Isolation Centre Balikpapan (ICB) & Self Observation Facility



















### **AWARDS 2021**





# PETROSEA AWARDED DISCLOSURE COMMITMENT RATING CCC

PT Petrosea Tbk, together with other companies such as PT Perusahaan Gas Negara Tbk, PT Medco Energi Internasional Tbk and PT Bank Central Asia Tbk, was selected in the **Disclosure Rating Commitment CCC** category due to our commitment to disclose comprehensive Environmental, Social & Governance (ESG) aspects in our 2020 Annual Report & Sustainability Report.

The winners of the ESG Awards 2021 were determined by analyzing 33 core ESG variables within both reports in compliance with the framework and provisionsof the TCFD (Task Force on Climate-related Financial Disclosures) and CDP (Carbon Disclosure Project).

The 2021 ESG Disclosure Awards is an award event held by Investor-Berita Satu Media Holdings (BSMH) Magazine in collaboration with the Bumi Global Karbon Foundation (BGKF). Other companies that were awarded this year included PT Pertamina (Persero) PT Aneka Tambang Tbk & PT Indo Tambangraya Megah Tbk.





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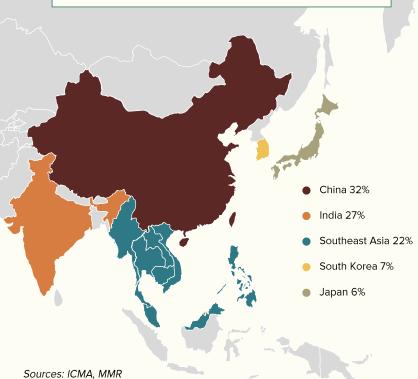


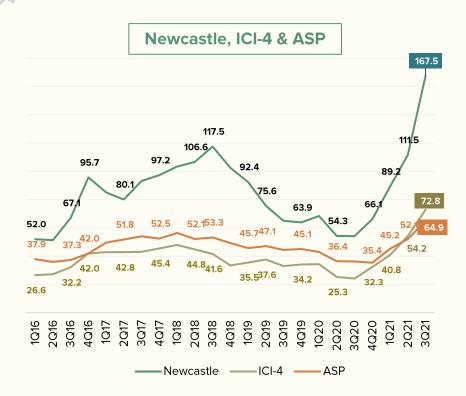


### **COAL MARKET OUTLOOK 2022**









Sources: S&P Global Platts, ACI

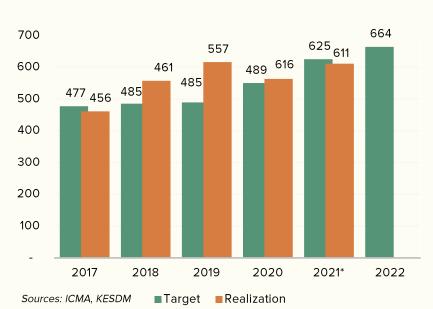
- Responding to rising demand, global coal production continues to increase to 2024
- With robust economic growth on the horizon, India's coal demand is set to rise through 2024
- China's supply failed to catch up with demand for most of 2021, leading to an energy shortage
- Russia is set to raise its coal production and export capacities
- Australian and Indonesian coal production remain high, but the output future depends on export opportunities

Sources: IEA

# COAL OUTLOOK 2022 – INDONESIA COAL PRODUCTION



#### **Indonesia Coal Production**



\*Notes: Revised target 2021 & actual production as of 31 December 2021

# **DMO**(Domestic Market Obligation)



#### Source:

- ESDM Ministerial Decree No. 139.K/HK.02/MEM.B/2021
- https://www.fitchratings.com
- https://www.idxchannel.com
- ESDM Press Release No. 484.Pers/04/SJI/2021

### **Indonesia Coal Export vs DMO**



- Fitch Rating has neutral outlook on the Indonesian coal sector for the year 2022
- Ministry of Energy and Mineral Resource estimates coal production in 2022 reaching 664 million tons
- The selling price of coal (HBA) for the supply of electricity (for the public interest) is US\$ 70 per metric ton

### **CONTENTS**





### **RECENT DEVELOPMENTS IN 2021 (1/3)**



### **Contract Mining**

- On December 1, 2021, Company has signed an addendum to a cooperation agreement with PT Mekko Metal Mining and PT Perkasa Investama Mineral for a bauxite project located in West Kalimantan with additional contract value of US\$ 100 million
- On October 10, 2021, the Company entered into a mining services and equipment rental agreement with PT Hardaya Mining Energy and PT Central Cipta Murdaya with an overburden production volume of 138.35 million BCM and coal production of 8.6 million tons. This agreement is valid until 2025

## RECENT DEVELOPMENTS IN 2021 (2/3)



### **Engineering, Procurement & Construction**

- On October 29, 2021, the Company and PT Masmindo Dwi Area have signed Awak Mas Gold Mine Project - Front End Engineering and Design Services, with a duration of contract until February 28, 2022
- On August 26, 2021, the Company and PT Freeport Indonesia agreed to extend the project master services agreement for Grasberg Wanagon mining services for contract duration until August 31, 2022
- On June 22, 2021, the company received a notice of award from PT Kideco Jaya Agung, regarding the relocation of Silo B line main coal crushing plant to Samurangau crushing plant, with an estimated contract value amounting to US\$ 4.97 million with a duration of 11 months of contract

### **RECENT DEVELOPMENTS IN 2021 (3/3)**



### **Financing**

On November 17, 2021, PT Karya Bhumi Lestari made a drawdown of Rp 18 billion for a term loan facility

### **Corporate Actions**

On August 27, 2021, the Company increased the total paid-up capital of its subsidiary, PT Karya Bhumi Lestari to support future business developments



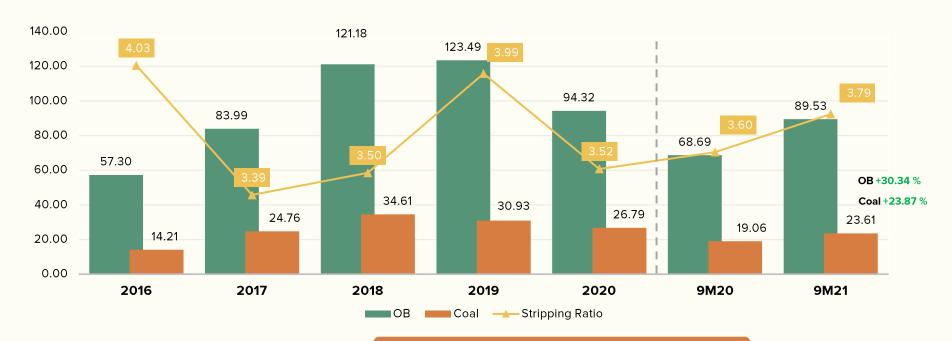
### **CONTRACT MINING OPERATIONAL VOLUME (1/2)**



### 9M21 VS 9M20



The Company recorded an increased in overburden removal volume of 30.34% from 68.69 million BCM to 89.53 million BCM as well as an increased in coal production of 23.87% from 19.06 million tons to 23.61 million tons. This was achieved mainly drive from higher activities at Contract Mining business line





#### PETROSEA MINERVA – TOWARD PTP 4.0

Petrosea is proud to represent Indonesia as part of the Global Lighthouse Network at Hannover Messe 2021. Project Minerva, which stands for "Mining Engineering and Construction Advanced Analytics," is one of the most significant initiatives launched by Petrosea as a strategic step to carry out the digital transformation of its mining operations in order to ensure sustainable and superior operational and financial performance in the years to come

### **CONTRACT MINING OPERATIONAL VOLUME (2/2)**



### 3Q21 VS 2Q21

ОВ	31.55 MBCM
Coal	7.66 MTON

The Company recorded a 3.65% overburden volume increased from 30.44 million BCM to 31.55 million BCM qoq. Coal production decreased by 6.13% from 8.16 million tons to 7.66 million tons qoq



MINERVA DASHBOARD



PREDICTIVE MAINTENANCE



Integration of advanced analytics using condition monitoring data into the equipment maintenance strategy

REAL TIME FUEL OPTIMIZATION



Identification of interventions to reduce fuel consumption

**ADVANCED ANALYTICS** 



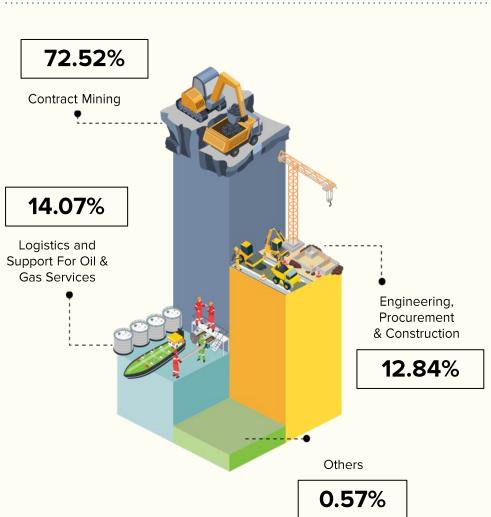
Multi-variable planning optimization with short interval management

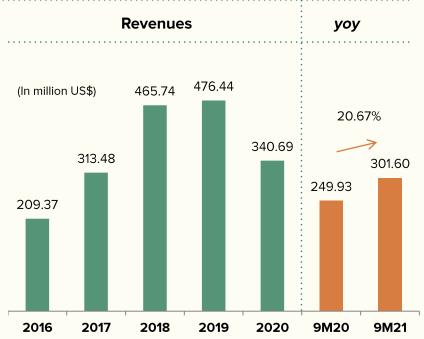
Centralized database with automated reporting and action driven visual reporting via the Minerva App

### **FINANCIAL HIGHLIGHTS (1/4)**

## PETROSEA Member of Indika Energy Group

### **REVENUE CONTRIBUTION 9M21**





### **Revenue Per Business Line**

Description (In million US\$)	Sep 20	Sep 21	%
Contract Mining	151.73	218.72	44.15%
Engineering, Procurement & Construction	46.53	42.44	(8.79%)
Logistics and Support For Oil & Gas Services	47.30	38.72	(18.14%)
Others	4.37	1.72	(60.64%)

### FINANCIAL HIGHLIGHTS (2/4)



### **CONSOLIDATED STATEMENTS OF PROFIT & LOSS 9M21**

### Revenue & EBITDA



Description (US\$ Million)	Sep 20	Sep 21	yoy
Revenues	249.93	301.60	20.67%
Direct Costs	(202.25)	(258.06)	27.59%
Gross Profit	47.68	43.55	(8.66%)
Operating Profit	27.48	20.47	(25.51%)
Net Profit for the Year	13.16	14.54	10.49%
Profit Attributable – to Owners of Company	13.00	14.35	10.38%
Profit Attributable – to Non-controlling Interest	0.16	0.19	18.75%
Earning per Share	0.0130	0.0145	11.54%

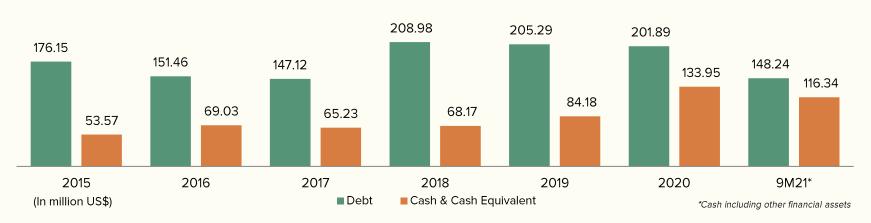
Description	12M19	3M20	6M20	9M20	12M20	3M21	6M21	9M21
EBITDA (US\$ Million)	127.02	27.38	49.31	74.25	111.99	21.97	50.02	71.91
EBITDA Margin	26.67%	26.44%	28.03%	29.71%	32.87%	24.12%	25.88%	23.84%
Gross Profit Margin	17.03%	18.60%	18.12%	19.08%	21.97%	14.67%	15.54%	14.44%
Op. Profit Margin	11.99%	11.12%	10.11%	10.99%	14.00%	6.19%	7.70%	6.79%
Net Profit Margin	6.57%	4.21%	5.21%	5.27%	9.54%	4.22%	6.15%	4.82%
Return on Asset	5.68%	5.89%	6.17%	4.73%	6.14%	5.99%	6.67%	6.44%
Return on Equity	14.74%	15.45%	15.40%	11.14%	14.04%	13.06%	14.48%	14.20%

### FINANCIAL HIGHLIGHTS (3/4)



### **CONSOLIDATED STATEMENTS OF FINANCIAL POSITION 9M21**

### **Debt and Cash & Cash Equivalents**



### **Financial Position**

Description (US\$ Million)	Dec 20**	Sep 21**
Cash & Cash Equivalents	133.95	96.36
Other Financial Assets	0.46	19.98
Total Current Assets	222.01	220.29
Total Noncurrent Assets	307.67	305.50
Total Assets	529.69	525.79
Total Current Liabilities	135.58	166.53
Total Noncurrent Liabilities	162.67	120.75
Total Liabilities	298.25	287.28
Total Equity	231.44	238.52
Total Liabilities & Equity	529.69	525.79

### **Financial Ratio**

Dec 20	Sep 21
1.64	1.32
0.87	0.62
1.19	1.43
0.64	0.75
0.29	0.22
	1.64 0.87 1.19 0.64

### FINANCIAL HIGHLIGHTS (4/4)



### **CONSOLIDATED STATEMENTS OF CASH FLOWS 9M21**

Ο.	aaratina	<b>Activities</b>
O.	seraumq	Activities

Operating Activities					
Description (US\$ Million)	Sep 20	Sep 21			
Cash received from customers	287.89	294.41			
Cash paid to suppliers	(130.14)	(123.15)			
Cash paid to employees	(86.11)	(86.00)			
Cash generated from operations	71.64	85.26			
Receipt of tax refunds	11.06	<u>.</u>			
nterest received	1.27	1.67			
Payment of income taxes and other taxes	(8.58)	(5.70)			
Payment of interest and finance charges	(8.41)	(3.74)			
Net Cash Provided by Operating Activities	66.98	77.49			

### **Financing Activities**

Description (US\$ Million)	Sep 20	Sep 21
Proceeds from bank loans	2.00	-
Proceeds from sales and leaseback transaction	13.05	-
Proceeds from long term loan (third parties)	8.17	7.38
Payment long term loan (third parties)	(34.29)	(31.39)
Payment of lease liabilities	(14.94)	(10.64)
Payment of dividends by the company	(6.97)	(7.88)
Payment of dividends by the subsidiaries	(0.13)	(0.23)
Payment of bank loans	(2.00)	(20.00)
Repurchases Shares	(2.03)	-
Net Cash Provided by Financing Activities	(37.14)	(62.76)

### **Investment Activities**

Description (US\$ Million)	Sep 20	Sep 21
Placement in time deposits	-	(19.51)
Proceeds from sale property, plant and equipment	0.79	-
Acquisition of property, plant, and equipment	(21.87)	(23.08)
Acquisition of intangible assets	(5.22)	(9.86)
Proceeds from sale investment of subsidiaries	5.51	-
Net Cash Provided by Investing Activities	(20.78)	(52.45)

### **ACQUISITIONS OF PROPERTY, PLANT & EQUIPMENT**



### **REALIZED 9M21**

28.8%

from US\$ 80.3 million 2021 budget

#### Additional

70.2% CAPEX utilized for building PSF development, Freeport & supporting KJA Project



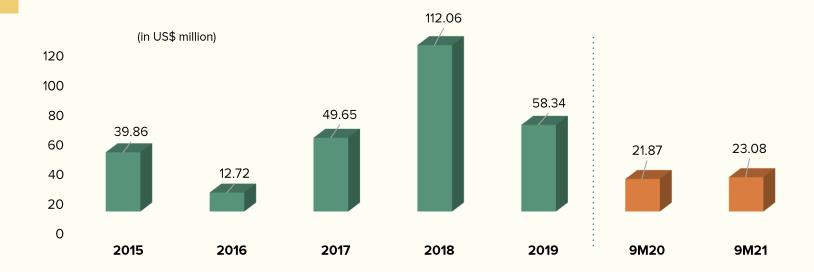
Replacement & Refurbishment

0.8% refurbishment



#### Component

29.0% CAPEX utilized to extend major component beyond its target life



### **EFFECTIVE CAPEX MANAGEMENT**



Capital goods investment to support expansion and maintaining fleets condition

### **DELIVERING SUSTAINABLE OPERATIONS**

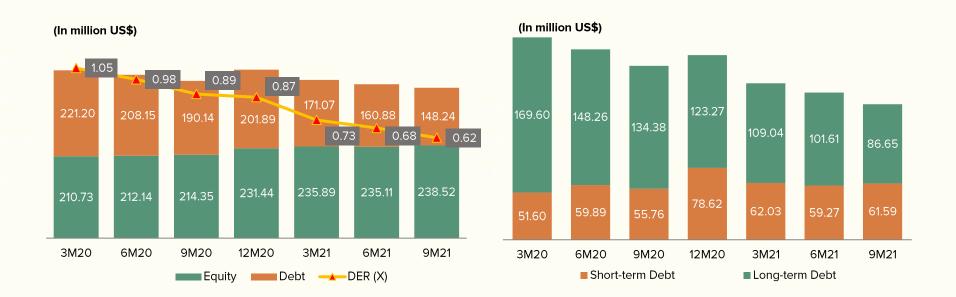


Leveraging technology to achieve sustainable and superior operational performance

### **CAPITAL STRUCTURE**



### 9M21



# Prudent Liability Management

### **O1**Financial Management

Thorough process of formulating, implementing and monitoring the strategy to achieve financial objectives

### 02

### **Healthy Balance Sheet**

Debt to equity ratio relatively low, amounted to 0.62x

### **2021 GUIDANCE**











21 May 1990 - 21 May 2021

In 1990, Petrosea reached a historical milestone by becoming the first engineering & construction company in Indonesia to be listed on the Indonesian Stock Exchange (IDX:PTRO).

This year, Petrosea celebrates its 31st anniversary as a public listed company, in which we continue our commitment to apply the principles of good corporate governance in order to ensure that Petrosea remains an accountable, independent and transparent company for all our stakeholders.

www.petrosea.com

### **Thank You**



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