

Jakarta, 12 September 2022

No.: 059/CRS/BIPI/IX/2022

Kepada Yth.

PT. Bursa Efek Indonesia

Gedung Bursa Efek Indonesia Lt. 4

Jl. Jend. Sudirman Kav. 52-53

Jakarta 12190

Up. : 1. *Direktur Penilai Perusahaan*
2. *Kepala Divisi Penilaian Perusahaan Group I*

Perihal: **Penyampaian Materi Paparan Publik Tahunan PT Astrindo Nusantara Infrastruktur Tbk 2022 ("Perseroan")**

Dengan hormat,

Dalam rangka memenuhi Keputusan Direksi PT Bursa Efek Indonesia ("BEI") Jakarta No. Kep-360/BEI/07-2004 tanggal 19 Juli 2004 tentang Peraturan I-E perihal Kewajiban Penyampaian Informasi, dan Surat Edaran BEI No. SE-00003/BEI/05-2000 tanggal 29 Mei 2020, serta surat Perseroan tertanggal 1 September 2022 nomor 056/DIR/BIPI/IX/2022 perihal Pemberitahuan Rencana Penyelenggaraan Paparan Publik Tahunan Perseroan, yang akan dilaksanakan secara elektronik melalui sarana aplikasi ZOOM Video Webinar pada hari Kamis tanggal 15 September 2022, maka bersama ini kami sampaikan materi Paparan Publik Perseroan Tahun 2022.

Demikian hal ini kami sampaikan, atas perhatiannya kami ucapkan terima kasih.

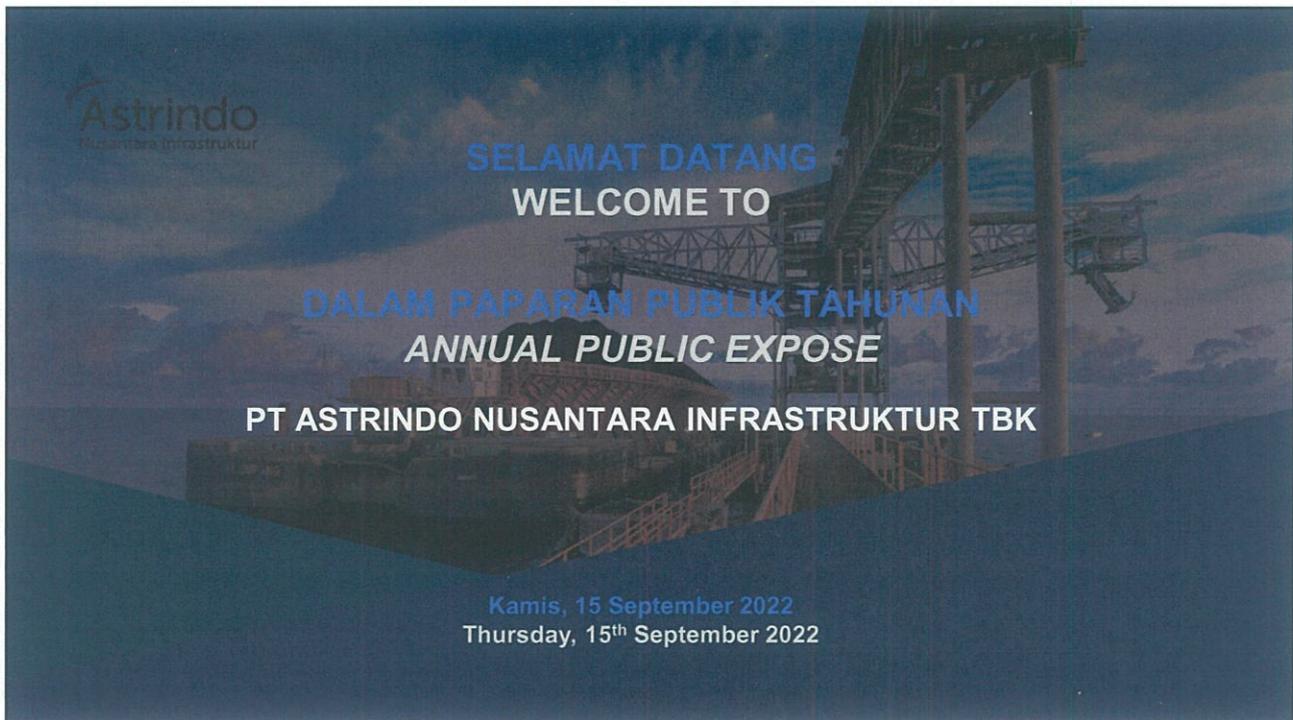
Hormat kami,
PT ASTRINDO NUSANTARA INFRASTRUKTUR Tbk



Kurniawati Budiman
Corporate Secretary

Tembusan :

1. *Corporate Secretary Perseroan*
2. *Dewan Komisaris Perseroan*



RF.



AGENDA PAPARAN PUBLIK PUBLIC EXPOSE AGENDA

1. PROFIL PERUSAHAN / COMPANY PROFILE
2. KINERJA KEUANGAN / FINANCIAL PERFORMANCE
3. KINERJA OPERASIONAL / OPERATIONAL PERFORMANCE
4. RENCANA PENGEMBANGAN BISNIS / BUSINESS DEVELOPMENT PLAN



MISI & VISI PERSEROAN OUR MISSION & VISION

Perseroan berfokus pada industri infrastruktur energi terintegrasi dengan tingkat hasil pengembalian yang tinggi dan beroperasi pada aset-aset infrastruktur pertambangan melalui beberapa anak usahanya.

The Company is focused on high-yield integrated energy infrastructure assets and operates mining infrastructure assets through its subsidiaries.

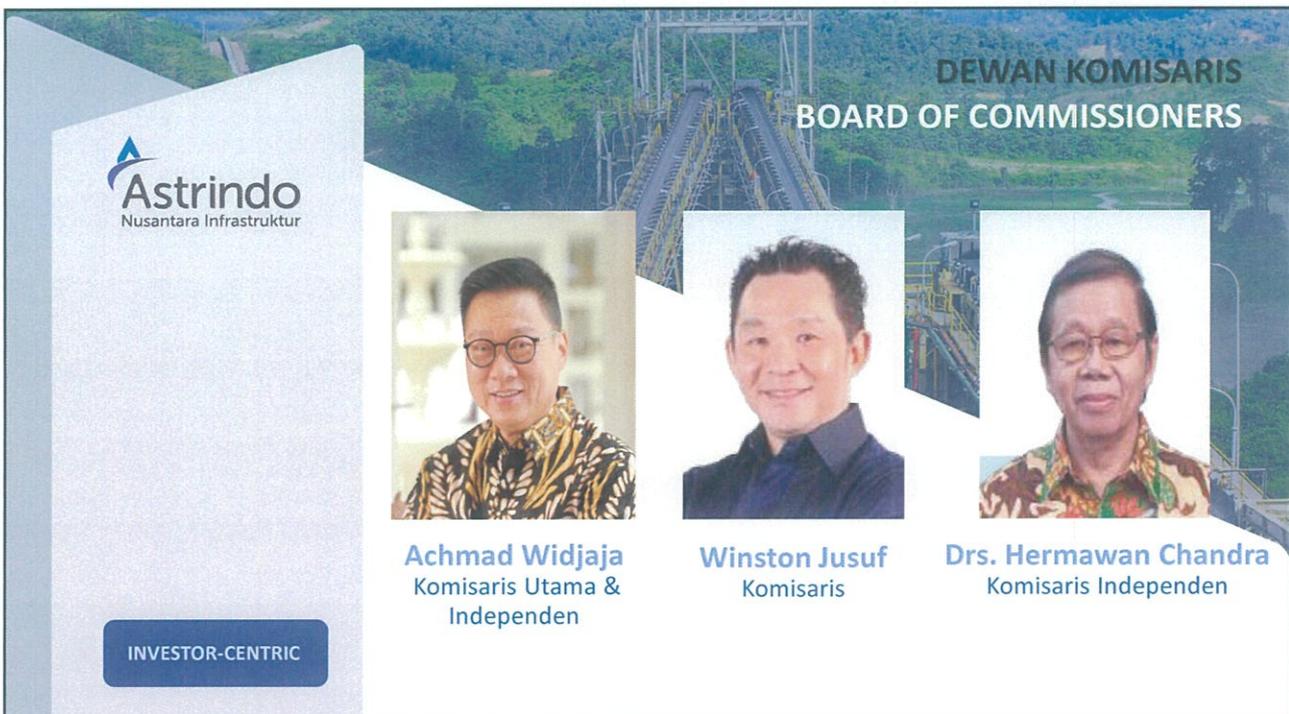
RF.



Astrindo
Nusantara Infrastruktur

FONDASI UTAMA PERSEROAN OUR KEY STRENGTHS

1. INVESTOR-SENTRIS/ INVESTOR CENTRIC
2. KEAHLIAN INDUSTRI / INDUSTRY EXPERT
3. MEMILIKI POSISI UNGGUL/ POSITIONED FOR SUCCESS
4. KEPEDULIAN PERUSAHAAN/ CORPORATE CARE



Astrindo
Nusantara Infrastruktur

DEWAN KOMISARIS BOARD OF COMMISSIONERS



Achmad Widjaja
Komisaris Utama & Independen



Winston Jusuf
Komisaris



Drs. Hermawan Chandra
Komisaris Independen

INVESTOR-CENTRIC

F.



Astrindo
Nusantara Infrastruktur

DIREKSI

BOARD OF DIRECTORS



Ray Anthony Gerungan
Direktur Utama



Michael Wong
Direktur

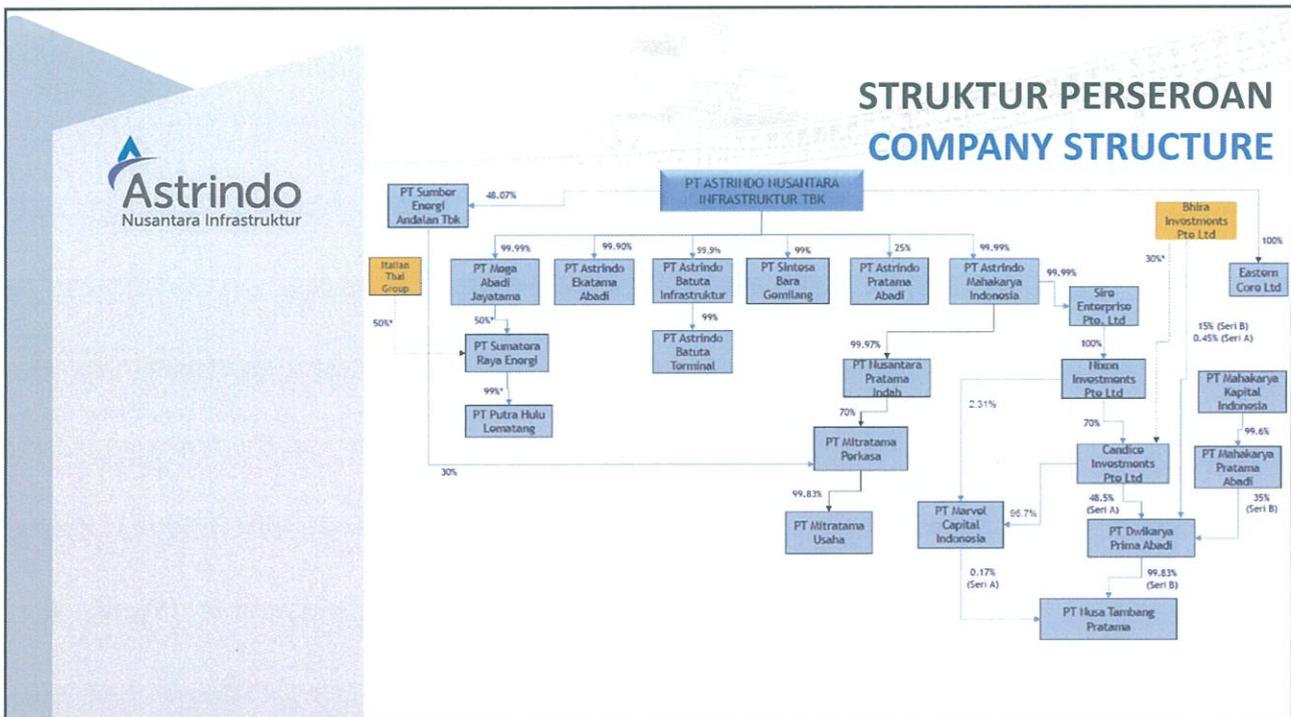


Andreas Kastono Ahadi
Direktur



Ferdy Yustianto
Direktur

INVESTOR-CENTRIC





**1. INVESTOR-SENTRIS/
INVESTOR-CENTRIC**

**2. KEAHLIAN INDUSTRI
INDUSTRY EXPERTS**

**3. MEMILIKI POSISI UNGGUL
POSITIONED FOR SUCCESS**

**4. KEPEDULIAN PERUSAHAAN
CORPORATE CARE**

KEY STRENGTHS



**ARUS KAS YANG HANDAL DAN BERKELANJUTAN
RELIABLE & SUSTAINABLE CASH FLOW**

Kami didukung oleh tiga mesin pertumbuhan utama. Ketiga komponen tersebut adalah :
We are boosted by a three prong growth engine.
The three components are:

- Kontrak Jangka Panjang / Long term contracts
- Pendapatan berulang yang stabil / Recurring Stable incomes
- Efisiensi Operasional / Operating Efficiency

POSITIONED FOR SUCCESS



Astrindo
Nusantara Infrastruktur

PLATFORM BISNIS YANG STRATEGIS STRATEGIC BUSINESS PLATFORM

- Kami adalah pengelola aset yang “made by design”
We are an asset management company made by design.
- Kami merupakan alternatif investasi terbaik dibandingkan dengan Bank Konvensional, Investasi di proyek Pemerintah dan Pengelola Dana Superanuitas.
We are an excellent alternative to traditional banking channels, government investment, and superannuation funds.

POSITIONED FOR SUCCESS

KD7



Astrindo
Nusantara Infrastruktur

KEKUATAN REGIONAL UTAMA / REGIONAL STRENGTHS

KALIMANTAN



West
Central
East
South

EAST KALIMANTAN
SOUTH KALIMANTAN

SUMATRA



Aceh
North Sumatra
Riau
West Sumatra
Jambi
Bengkulu
South Sumatra
Lampung

SOUTH SUMATRA

INDUSTRY EXPERTS

PF.



Astrindo
Nusantara Infrastruktur

TATA KELOLA PERUSAHAAN DAN TANGGUNG JAWAB SOSIAL

GOOD CORPORATE GOVERNANCE AND CORPORATE SOCIAL RESPONSIBILITY

Misi kami untuk mengembangkan, memelihara, dan menumbuhkan aset – aset infrastruktur energi terintegrasi dengan hasil tinggi yang didasarkan pada tata kelola perusahaan yang baik dan tanggung jawab sosial perusahaan.

Our mission of developing, maintaining, and growing high yield integrated energy infrastructure assets is grounded on a solid cornerstone of stringent corporate governance and impactful corporate social responsibility.

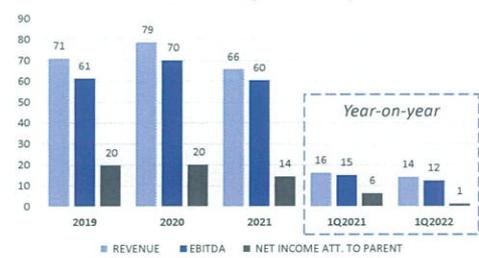
CORPORATE CARE



Astrindo
Nusantara Infrastruktur

KINERJA KEUANGAN / FINANCIAL PERFORMANCE

Profit & Loss (USD Million)



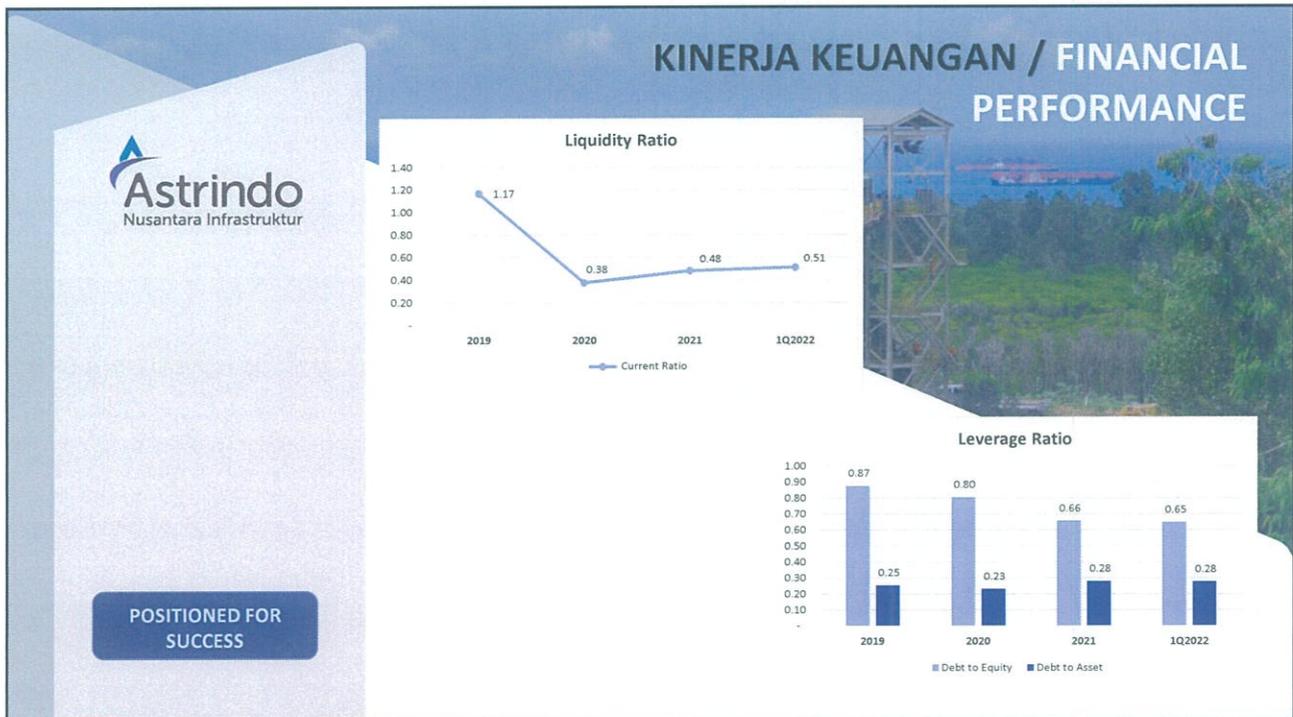
Year	REVENUE	EBITDA	NET INCOME ATT. TO PARENT
2019	71	61	20
2020	79	70	20
2021	66	60	14
1Q2021	16	15	6
1Q2022	14	12	1

Profit Margin

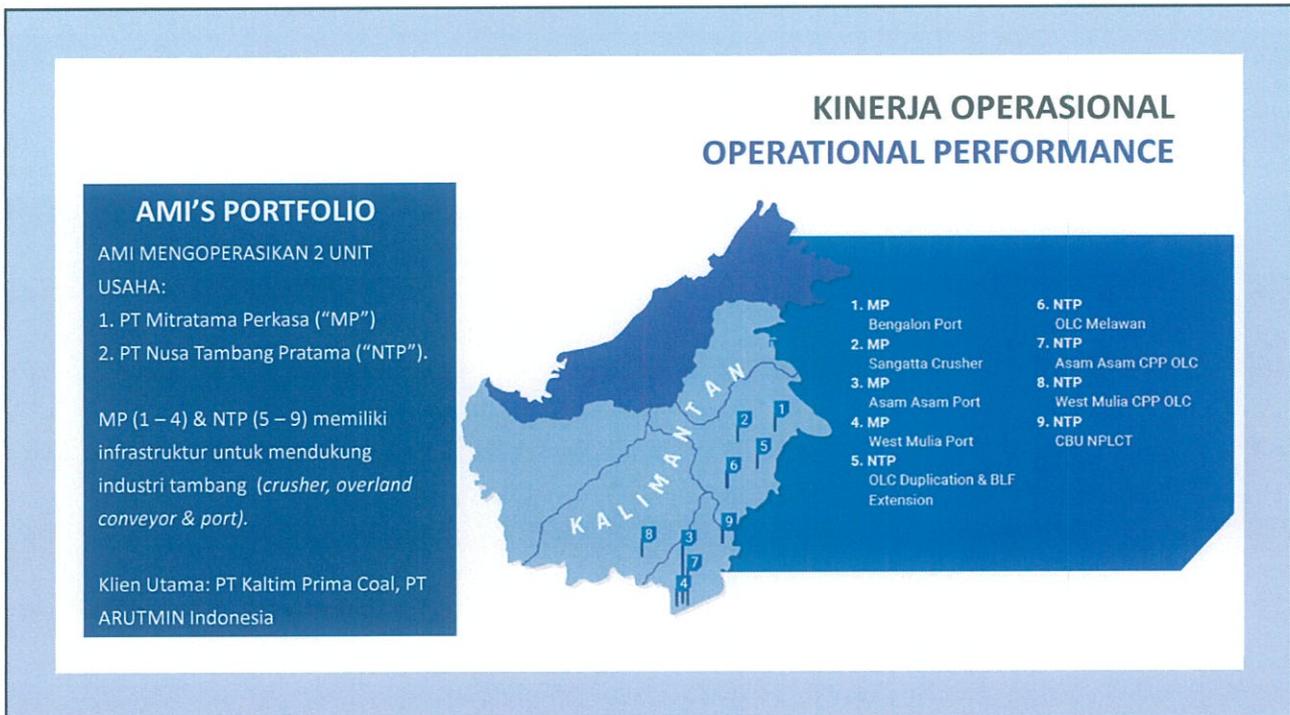
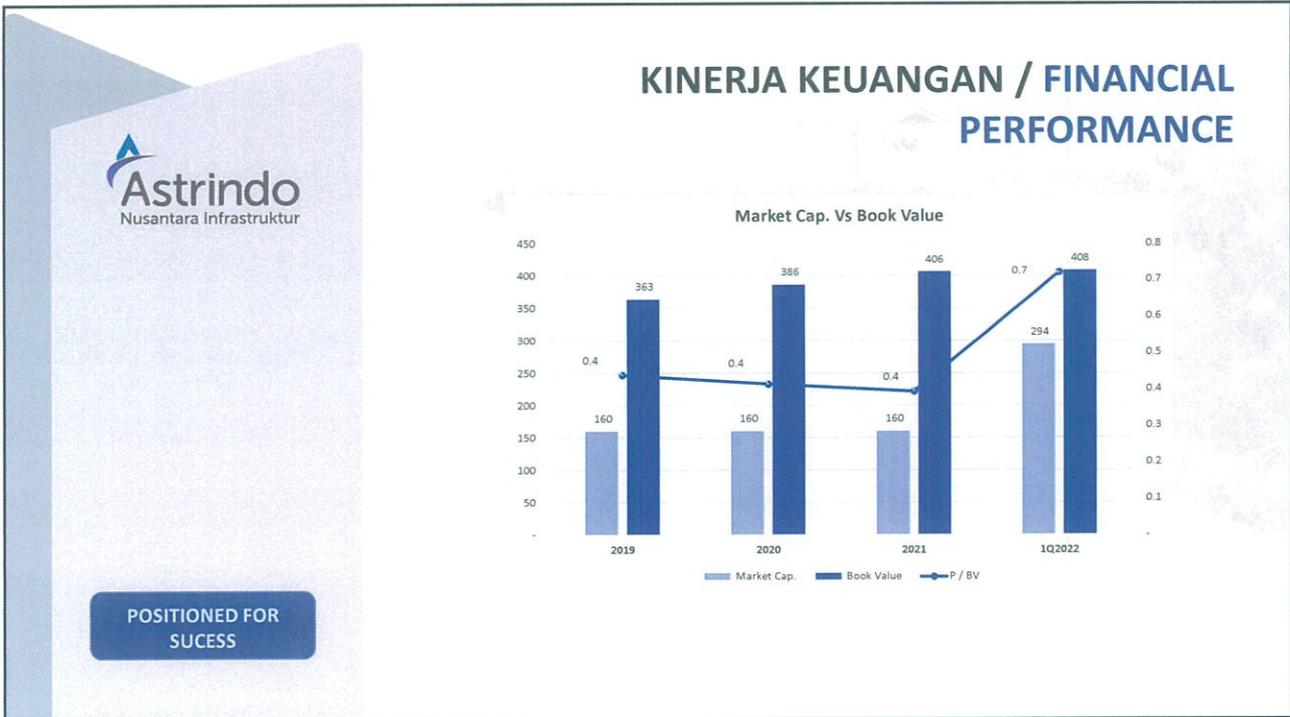


Year	Gross Profit Margin	EBITDA Margin	Operating Profit Margin (YoY)
2019	82%	86%	74%
2020	83%	89%	73%
2021	74%	92%	66%
1Q2021	88%	94%	67%
1Q2022	61%	88%	68%

POSITIONED FOR
SUCESS



Handwritten mark



PT MEGA ABADI JAYA

Beroperasi lewat anak usahanya, PT Putra Hulu Lematang yang fokus kepada:

1. *River Barge Loading Port* (100 Ha, 5 juta ton p.a.) di Kabupaten Banyuasin, Sumatera Selatan, dan
2. *Tambang Batubara & Hauling Road* (1,186 Ha, 58 juta ton cadangan batubara) di Kabupaten Lahat, Sumatera Selatan.

KINERJA OPERASIONAL OPERATIONAL PERFORMANCE



INDUSTRY EXPERTS

PORT SERVICES & OVERLAND CONVEYORS

Coal Handling Throughput (Mtpa)



KD15



POSITIONED FOR
SUCCESS

RENCANA PENGEMBANGAN BISNIS / BUSINESS DEVELOPMENT PLAN

1. Restrukturisasi keuangan
Financial Restructuring
2. Pengembangan Organisasi
Organizational Revamp
3. Pertumbuhan yang Stabil
Growth

POSITIONED FOR
SUCCESS

FOKUS AREA UNTUK PERTUMBUHAN DI MASA DEPAN FOCUS AREA FOR FUTURE GROWTH

ENERGY
TRANSPORT &
LOGISTIC

PORT SERVICES

OTHERS
INFRASTRUCTURE

P.



Astrindo
Nusantara Infrastruktur

Acquisition of PTTML Akuisisi PTTML

BIPI telah menandatangani Sales Purchase Agreement dengan PTT International Holdings atas akuisisi 100% saham PTT Mining Ltd senilai USD 471 Juta pada 1 Agustus 2022.



Signing Ceremony of Share Purchase Agreement between PTT INTERNATIONAL HOLDINGS LIMITED and PT SINTESA BARA GEMILANG and PT ASTRINDO NUSANTARA INFRASTRUKTUR TBK

POSITIONED FOR SUCCESS



Astrindo
Nusantara Infrastruktur

Target Co. At A Glance: PTT Mining Ltd ("PTTML")

Highlights

- High Quality Coal
- Steady Production
- Significant Reserve
- Long-Term Clients
- Secured Infrastructure

Strong Historical Performance → Positive Outlook



	2019A	2020A	2021A
Sales Volume (Mt)	7.8	6.4	6.1
Revenue (US\$m)	497	346	511
EBITDA (US\$m)	123	102	166
Free Cash Flow (US\$m)	46	58	109

POSITIONED FOR SUCCESS



Target Co. At A Glance: Market Comparable

❖ Below are Target Co's market comparable of Indonesian coal mining companies listed in Indonesian Stock Exchange (IDX):

Companies	Unit	BYAN PT Bayan Resources Tbk	ADRO PT Adaro Energy Tbk	PTBA PT Bukit Asam Tbk	GEMS PT Golden Energy Mines Tbk	HRUM PT Harum Energy Tbk	INDY PT Indika Energy Tbk	TOBA PT TBS Energi Utama Tbk	SMMT PT Golden Eagle Energy Tbk	SAR Sakari Resource Ltd
Coal Calorific Value	Kcal/Kg (GAR)	2,930 - 6,760	4,823 - 8,317	4,600 - 7,100	3,000 - 6,600	5,400 - 6,400	4,200 - 4,900	4,200 - 5,000	4,000 - 5,500	5,200 - 5,700
Ash		3.5 - 9.9%	2.2 - 12.4%	6%	4 - 18%	4 - 8%	2.5 - 3.5%	5 - 12%	2 - 5%	6.20%
Sulfur		0.1 - 1.5%	0.1 - 1.3%	0.4 - 0.7%	0.2 - 1.7%	-	0.10%	0.8 - 1.8%	0.1 - 1.5%	0.60%
Reserve (FY21)	Million Tons	612	731	3,053	1,030	97	651	63.9	440	71
Resource (FY21)	Million Tons	1,181	3,282	5,859	2,950	507	1,376	236	648	493
Production (FY21)	Million Tons	40	53	26	29	2 - 4	40	2 - 3	1 - 2	6
Hauling	Km	15 - 25	80	85	22	4 - 5	3 - 11	5 - 25	8	20 - 29
Enterprise Value	USD	14,689	6,683	3,273	2,703	1,699	2,449	858	189	471
EBITDA (FY21)	USD Million	1,657	2,013	758	471	145	759	89	12	165
EV/EBITDA	x	8.86	3.32	4.32	5.73	11.74	3.23	12.38	16.95	2.84
<i>EV/EBITDA Market Average = 8.2x</i>										
Market Cap (10/08/2022)	USD Million	14,689	6,532	3,203	2,588	1,600	997	470	179	471
Net Income Att. to Parent (FY21)	USD Million	1,213	933	527	348	74	58	48	16	96
P/E	x	12.11	7.00	6.07	7.44	21.58	17.27	9.77	11.47	4.91
<i>P/E Market Average = 11.6x</i>										
Debt (FY21)	USD Million	-	151	70	114	99	1,452	389	10	-
Equity (FY21)	USD Million	1,711	3,931	1,753	299	651	725	858	55	485
D/E	%	0%	4%	4%	38%	15%	200%	45%	19%	0%

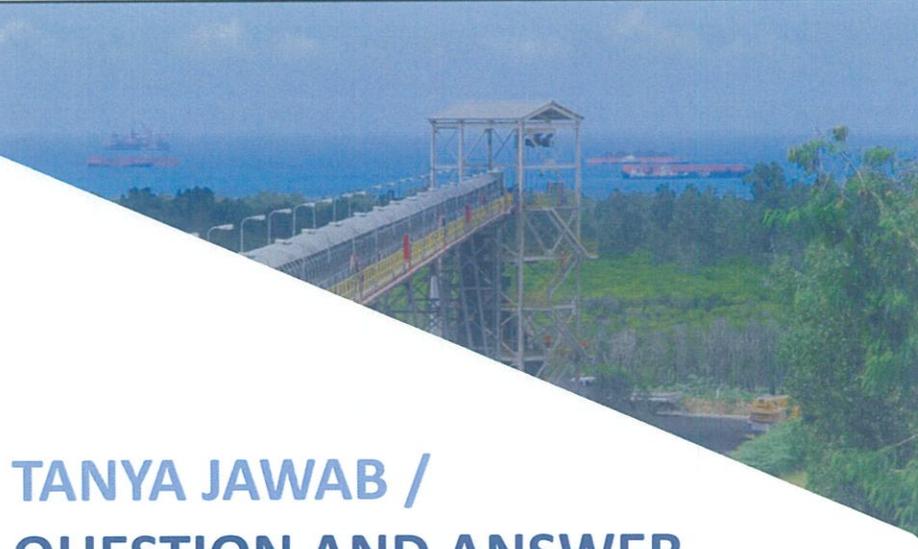
**POSITIONED FOR
SUCCESS**

"Our acquisition price represents a steep discount to the market."

Note: * Based on USD/IDR 15,000 exchange rate and closing price as of August 10th, 2022.
 * Source: Company's website, Annual Report, etc.



TANYA JAWAB / QUESTION AND ANSWER





TERIMA KASIH
THANK YOU

P.