



PT BARITO PACIFIC TBK

FY-2020 Performance Earnings Call

1 April 2021

Impact Beyond Returns



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Agenda

- **FY- 2020 Highlights**
- **Our Businesses**
 - ✓ Petrochemical
 - ✓ Energy
- **FY-2020 Financial Results**
- **Project Updates**
- **ESG**
- **Q & A**

FY-2020 Highlights



FY-2020 Highlights

PT Barito Pacific Tbk (BRPT)

- Achieved consolidated EBITDA of US\$212mn for Q4-2020, bringing FY-2020 EBITDA to US\$598mn (FY-2019: US\$595mn) with EBITDA margin of 25.6% (FY-2019: 24.8%).
- Drawdown US\$183.8mn loan to finance our shareholder's loan to PT Indo Raya Tenaga (IRT) as part of the financing package of Java 9 & 10 project
- Issued 2nd and 3rd Phase IDR bond totalling Rp750bn (~US\$53.2mn) as part of the Company's debt rebalancing
- Reduced stake in IRT to 34%
- BRPT Group donated Rp48.5bn worth of medical supplies and equipment to combat Covid-19

FY-2020 Highlights

PT Chandra Asri Petrochemical Tbk (CAP)

- Completed CAP 1 Integration Master Plan for 4,232 KTA with the successful completion of MTBE and Butene-1 plants on time, on budget and on spec amidst Covid-19 pandemic, and started operations in September 2020.
- Continued profitability improvement with Q4-2020 EBITDA of US\$121mn vs 9M-2020 of US\$65mn, realizing double digit EBITDA margin.
- Repaid debt totaling US\$315mn and issued IDR bond totaling Rp2.35 trillion (~US\$165.6mn), obtain unsecured loan facility of US\$~77mn from Permata bank (US\$35mn and Rp585.3bn)
- Given the volatile macroeconomic situation, took the decisive step to re-phase capex for 2020 from total planned capex of US\$430mn to US\$114mn, primarily through deferring the CAP 2 pre-FID spend by around US\$300mn
- Production volume at 3,763KT and sales volume at 2,222KT, increased by 25% and 14% respectively
- Optimized opex and conversion costs by >US\$25mn/year through structured cost program
- CAP completed Enclosed Ground Flare project (US\$14mn), to help reduce environmental impact from our petrochemical business

FY-2020 Business Highlights

Star Energy

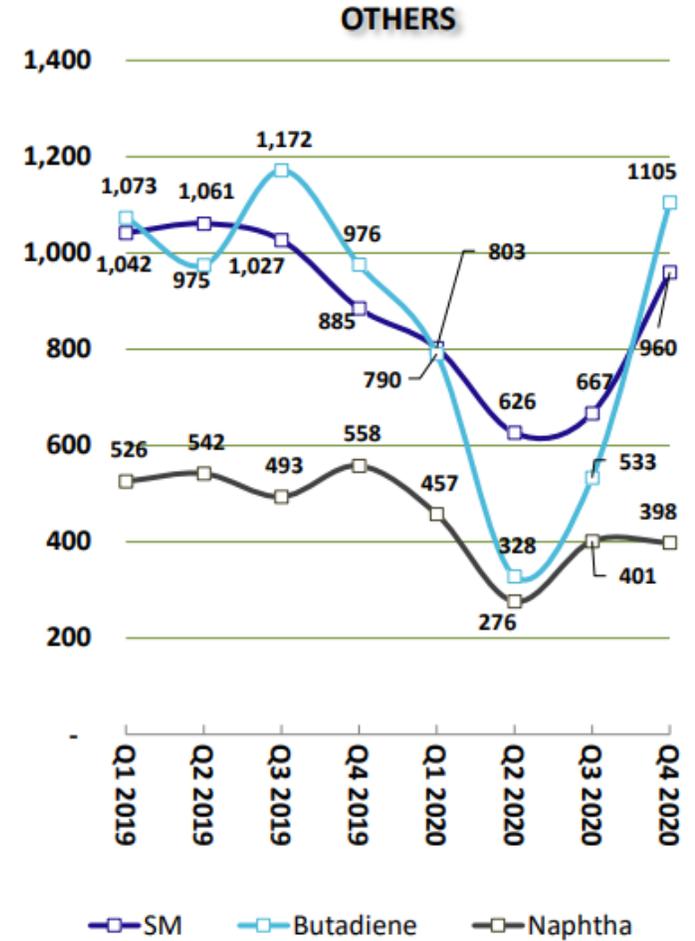
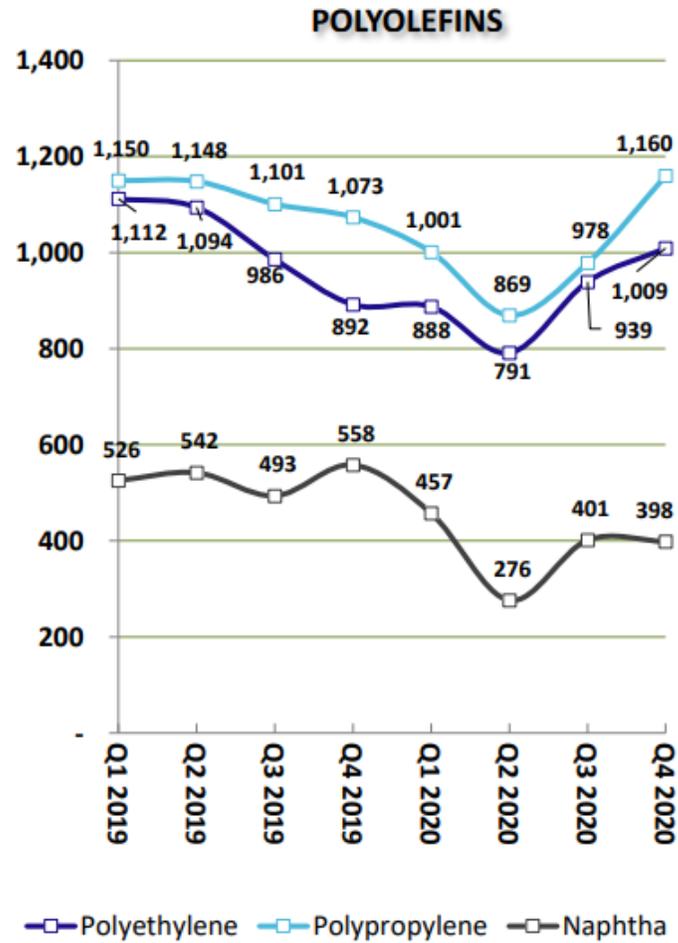
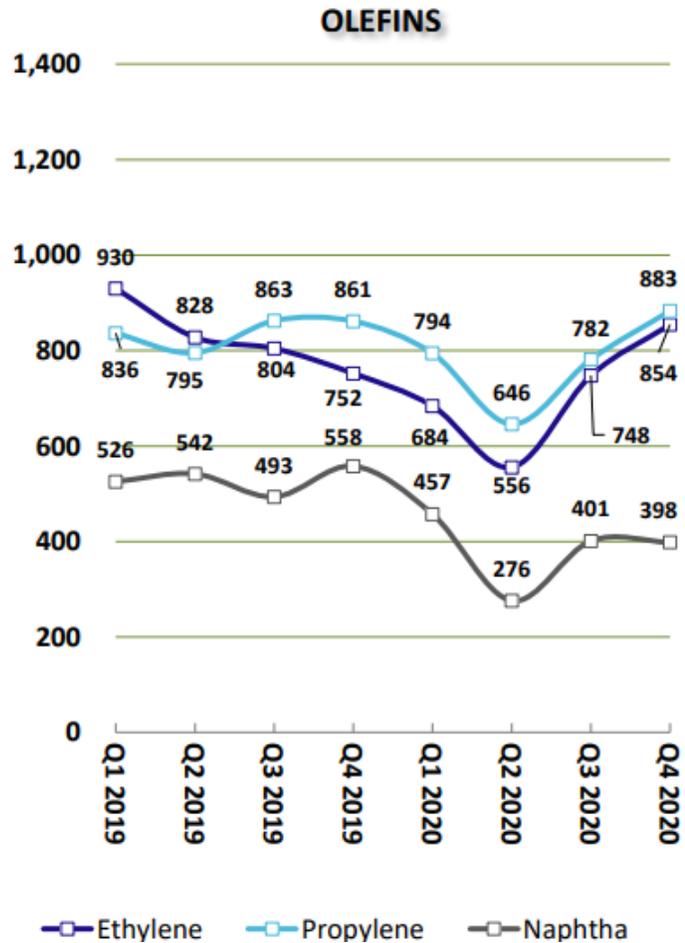
- Star Energy issued its second green bond through Star Energy Geothermal Salak, Ltd and Star Energy Geothermal Darajat II Limited. Our **green bond received an investment grade** with the two tranches totalling US\$1.11bn (US\$320mn, 3.25%, 8.5 years and US\$790mn, 4.85%, 18 years)
 - Repayment of outstanding debt under the existing Senior Debt Facilities
 - General corporate purposes relating to the Darajat and Salak Geothermal Operations (including, but not limited to, its working capital requirements, future investments and other distributions of available cash.)
- Repaid SEGWW Green Bond of US\$7.5m in FY-2020. Star's total debt at end of FY-2020 amounted to US\$1.7b.
- Reduce capital expenditure spending by US\$40m in 2020 from deferment of some activities to 2021.
- Maintained high capacity factor for all units > 90%

Petrochemical Business



Petrochemical Product Spread

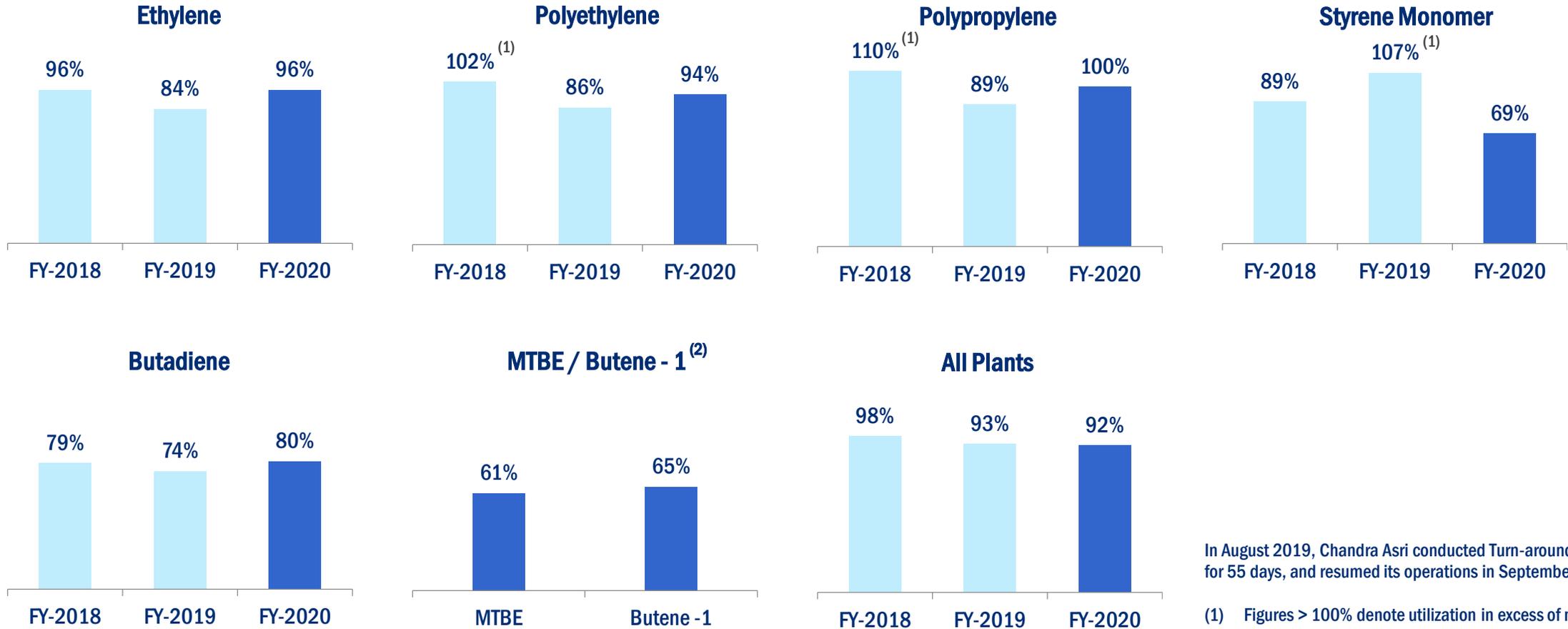
improving spreads with global economic rebound



Note: Market data from ICIS, CAP

Petrochemical Operating Rates

Operating rates driven by economics and sustained focus on maintaining safe operations. Activity levels ramping up from June 2020



In August 2019, Chandra Asri conducted Turn-around Maintenance for 55 days, and resumed its operations in September 2019.

- (1) Figures > 100% denote utilization in excess of nameplate capacity
- (2) MTBE and Butene 1 plants started operations in September 2020

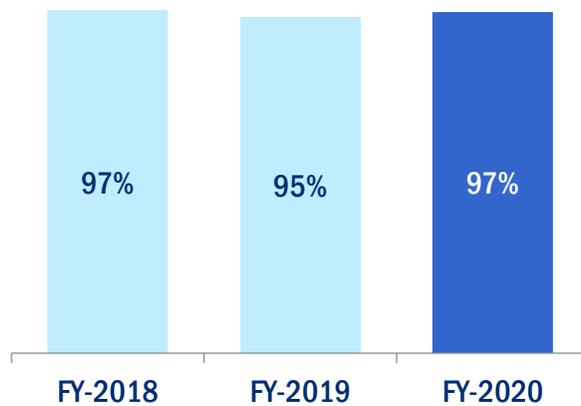
Energy Business



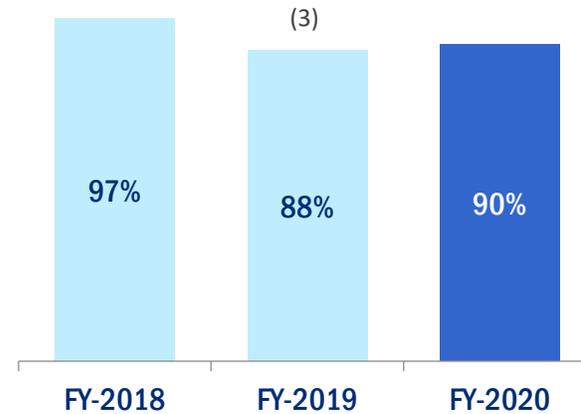
Energy Operating Performance

Star Energy Geothermal Operating Assets – Average Net Capacity Factor

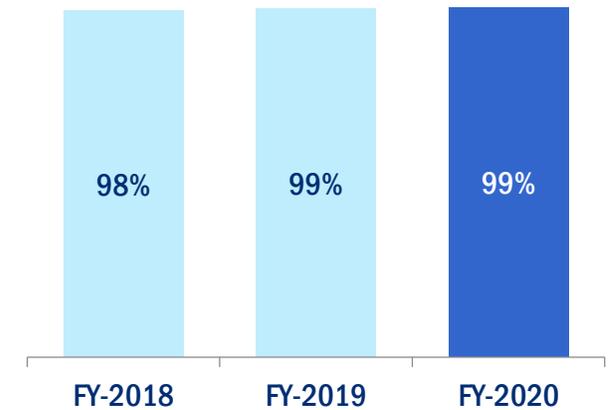
Wayang Windu



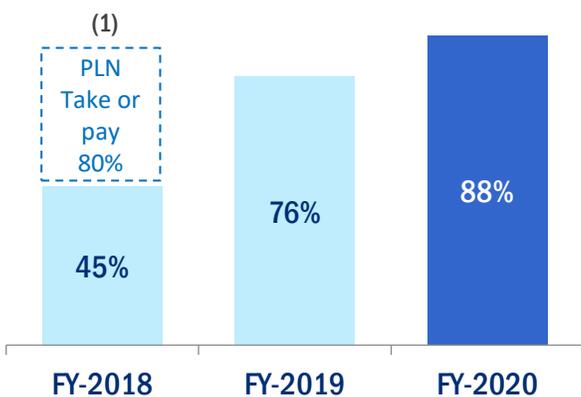
Salak Units 1 to 3
(IP operated turbine)



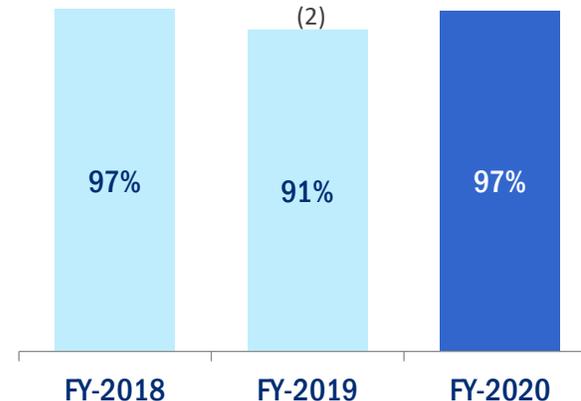
Salak Units 4 to 6



Darajat Unit 1
(IP operated turbine)



Darajat Units 2 & 3



- (1) There were 3.5 days unplanned shutdown in Jan 2018. Unit 1 was also shutdown from 18 March 2018 until 30 Sept 2018 due to high vibration on PLN turbine.
- (2) Darajat 2&3 lower generation mainly due to accelerated planned shutdown and Turn Around Maintenance (“TAM”) and unplanned shutdown due to turbine high vibration from 1 June to 18 June 2019.
- (3) Salak Units 1-3 lower generation in 2019 mainly due to planned Simple Inspection of Unit 1 totalling 31 days to repair the required solenoid valve and to address higher curtailment and grid problem

FY-2020 Financial Results

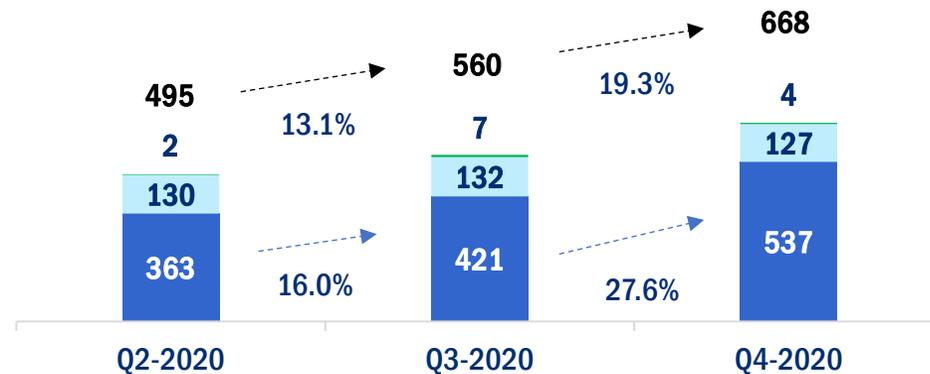


FY-2020 Financial Results

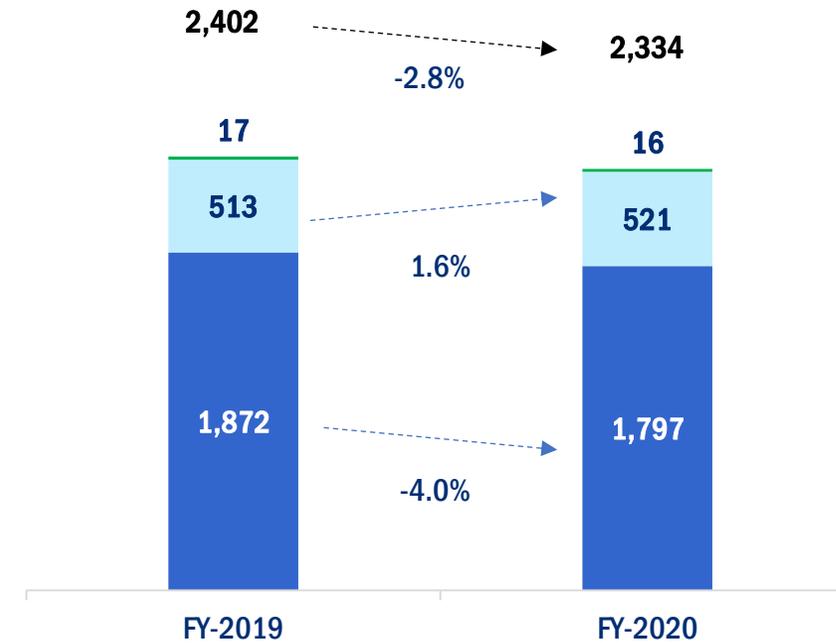
FY-2020 revenues down by 2.8% vs FY-2019 mainly due to lower net revenue from our petrochemical business reflecting lower average selling prices across all products of US\$813/T in FY-2020 vs US\$968/T in FY-2019, while sales volume increased by 14% from 1,943KT in FY-2019 to 2,222KT in FY-2020. On the other hand, geothermal revenue increased due to higher steam and electricity generation due to less planned/unplanned shutdown in FY-2020.

Net Revenue: Q4-2020 vs Q3-2020 vs Q2-2020

Amounts in US\$m

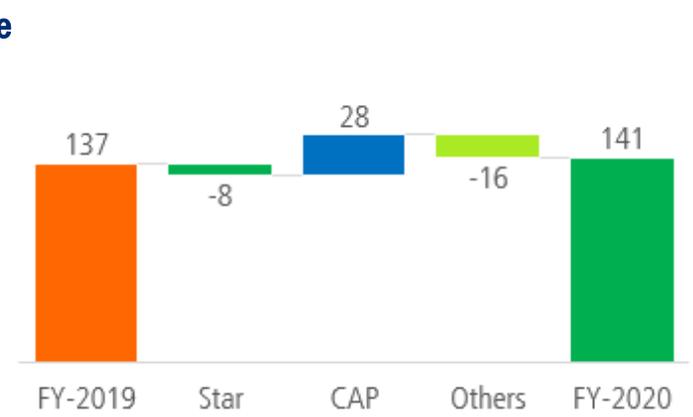
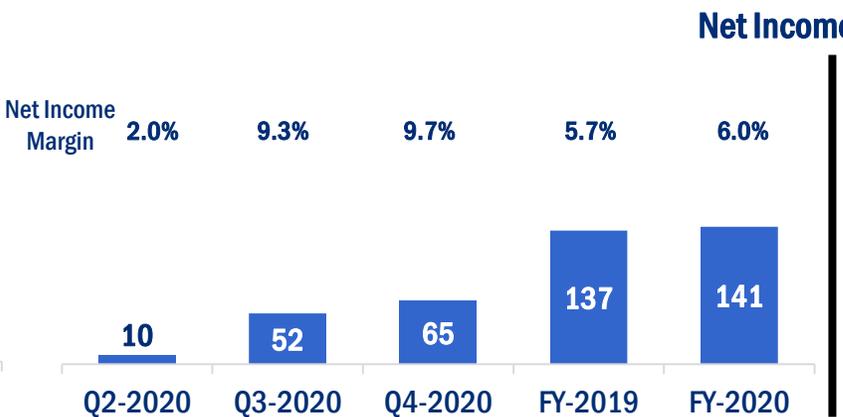
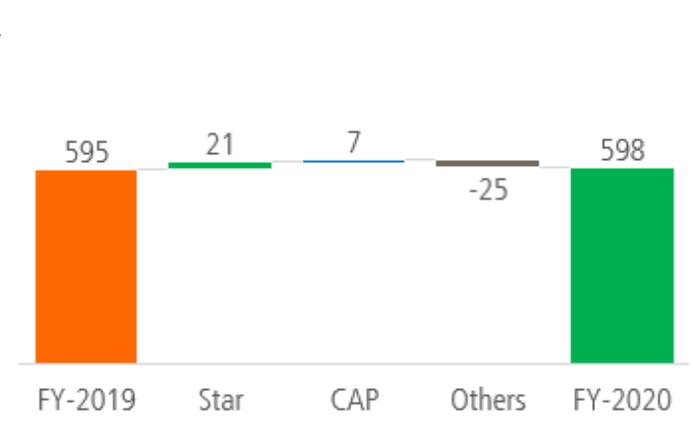
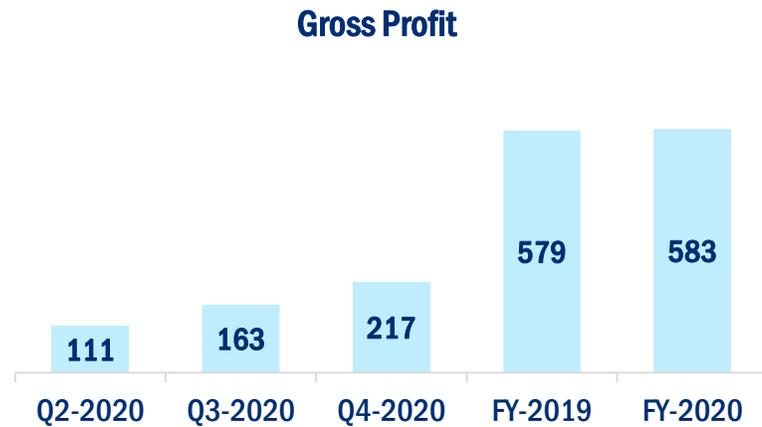


Net Revenue : FY-2020 vs FY-2019



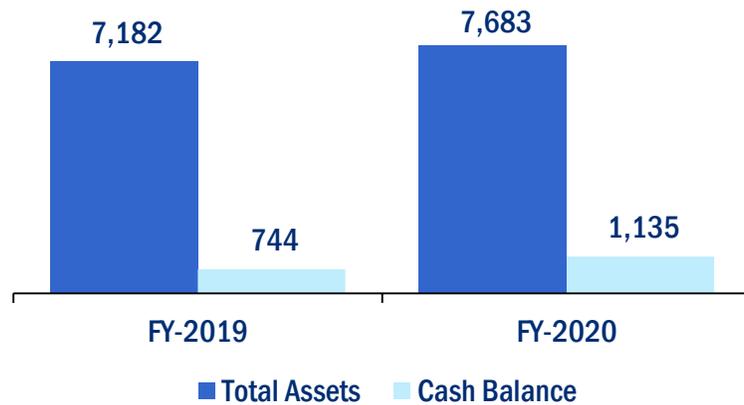
■ Petchem ■ Energy ■ Others

FY-2020 Financial Results

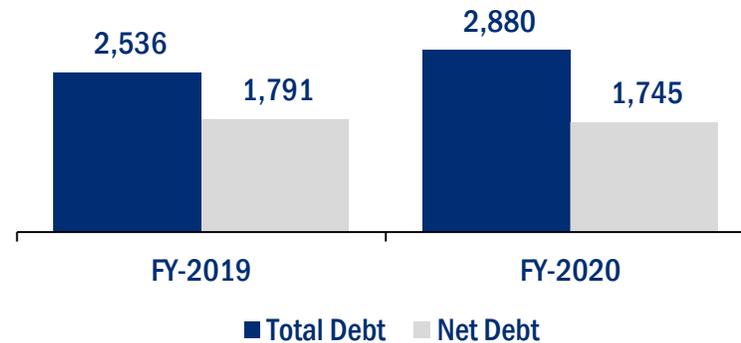


FY-2020 Financial Profile

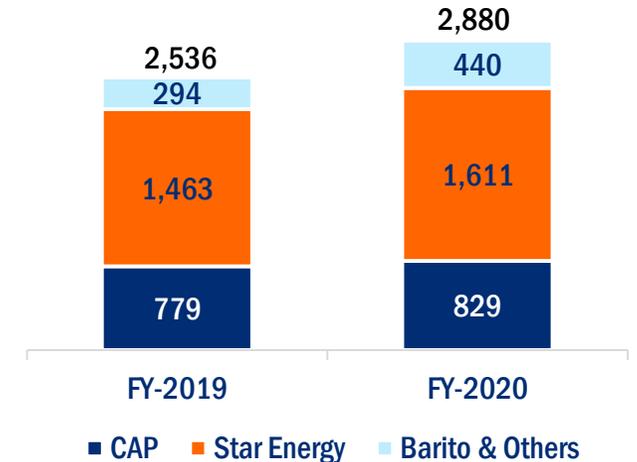
Total Assets and Cash Balance



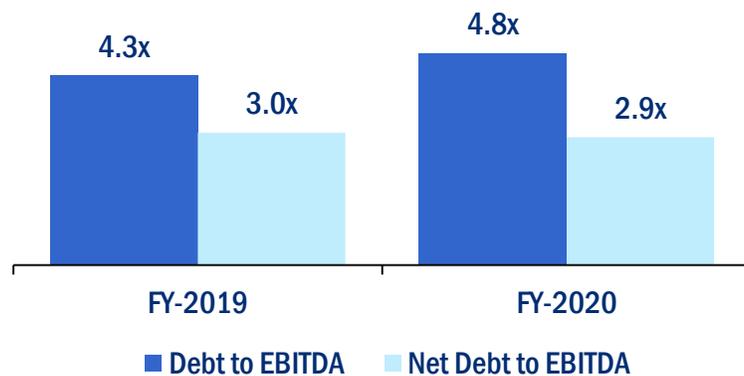
Total Debt and Net Debt



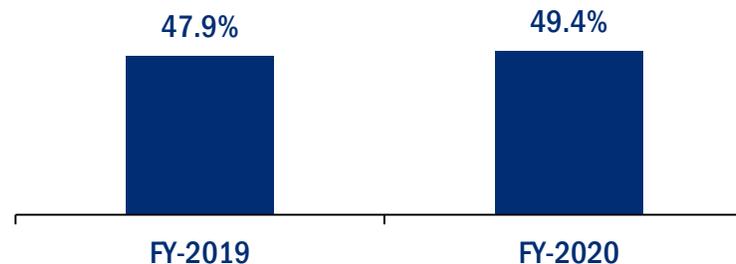
Total Debt by Entity



Debt to EBITDA / Net Debt to EBITDA



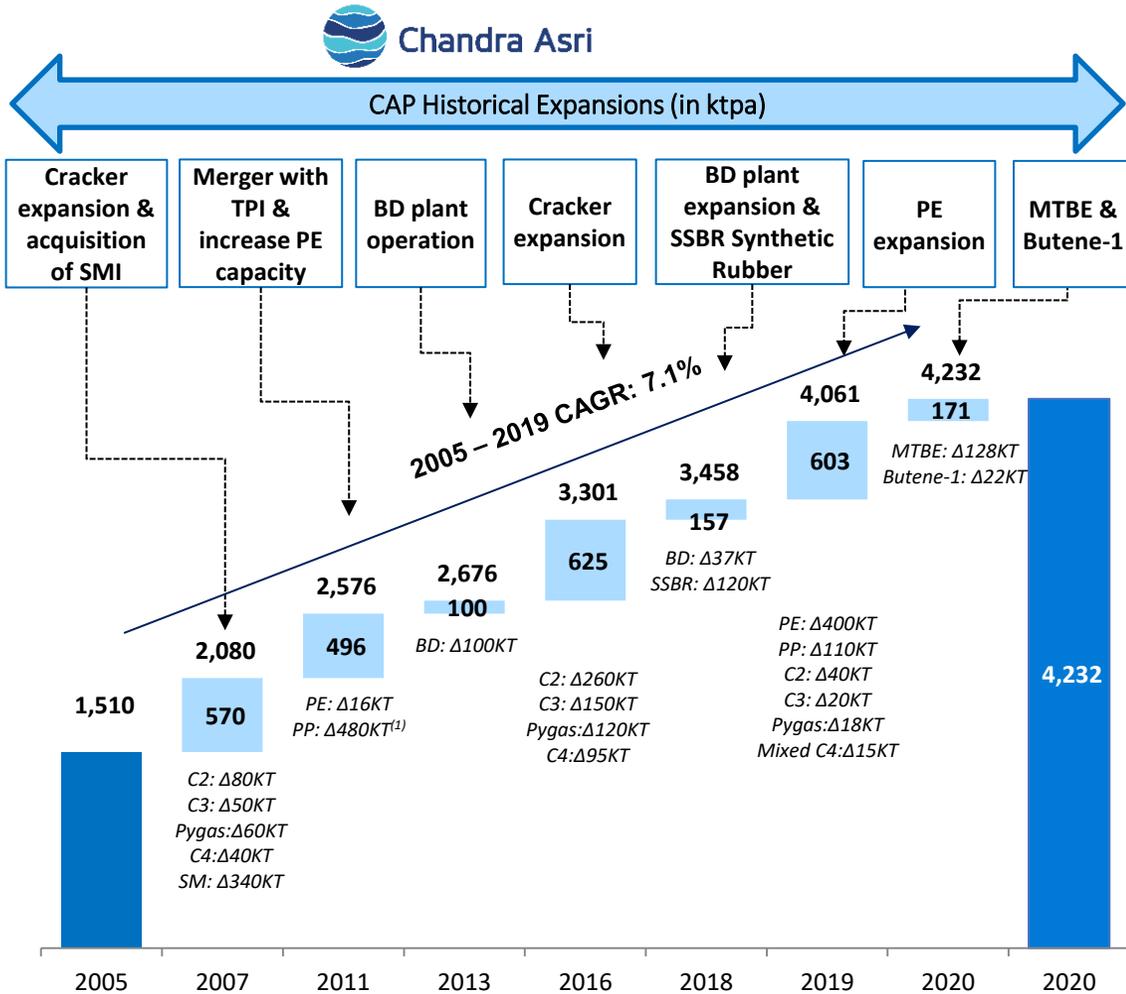
Debt to Capital Ratio



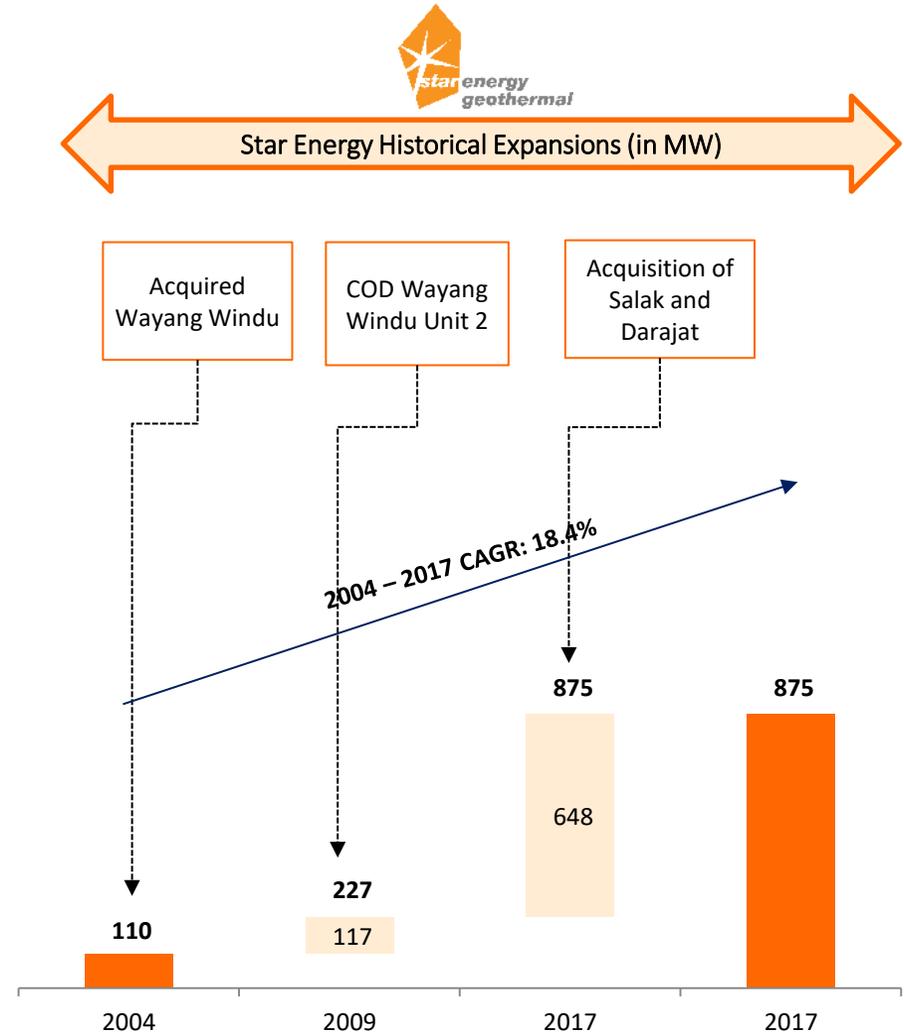
Project Updates



Track record of delivering strategic projects on time and on budget



(1) Represents addition to capacity due to merger with TPI that had installed propylene capacity of 480 ktpa at the time of merger



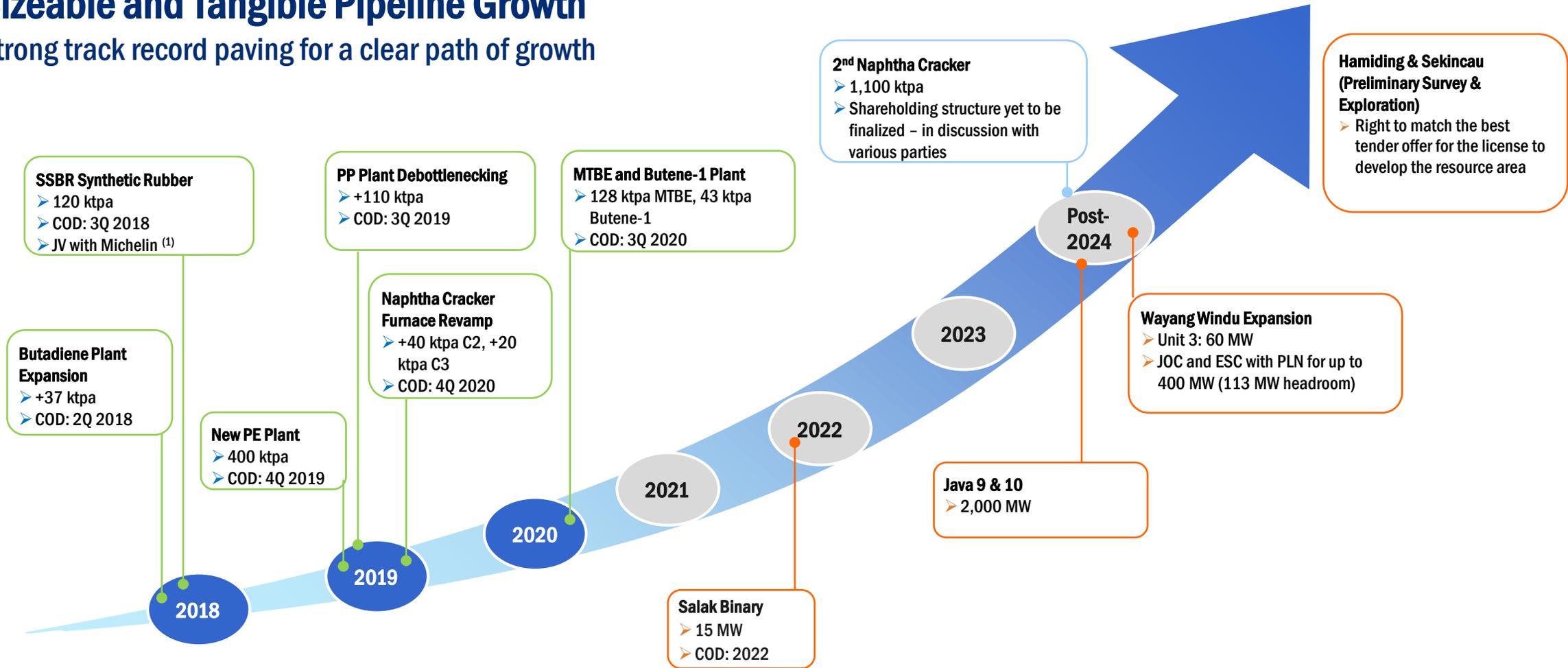
Track record of deploying significant capital and delivering meaningful projects

Completed Major Projects	Capex (U\$m)	Year
CAP: Cracker expansion project and TAM	380	2015
STAR ENERGY: Acquired Salak/Darajat Geothermal	2,103	2017
CAP: Formed JV with Michelin, SBR Plant and Butadiene Plant Expansion	477	2018
BRPT: Acquisition of Star Energy Geothermal	755	2018
CAP: New Polyethylene Plant, PP Debottlenecking and Furnace Revamp	468	2019
CAP: MTBE and Butene – 1 Plant	131	2020
CAP: Enclosed Ground Flare	14	2020
Total Capex (completed projects)	4,328	
Major Project under Construction Phase		
Indo Raya Tenaga: Java 9&10 (2 x 1,000 MW USC technology)	3,280	2023-24
Major Projects Pre-FID		
CAP: Second Petrochemical complex	5,000	2025-26
STAR ENERGY: Salak Binary	40	2022
	5,040	
Grand Total	12,648	

Delivered during Covid-19 Pandemic

Sizeable and Tangible Pipeline Growth

Strong track record paving for a clear path of growth



 Petrochemical, Completed

(1) 55% held by Michelin and 45% held by CAP (indirectly, through wholly-owned subsidiary PT Styrimdo Mono Indonesia)

Environmental
Social
Governance



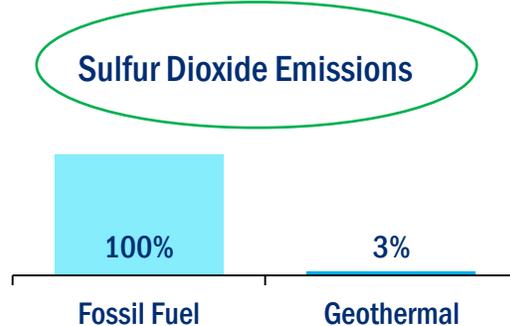
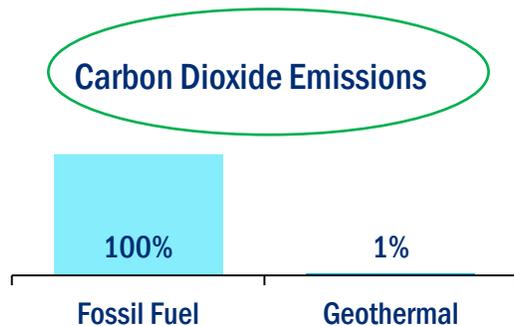
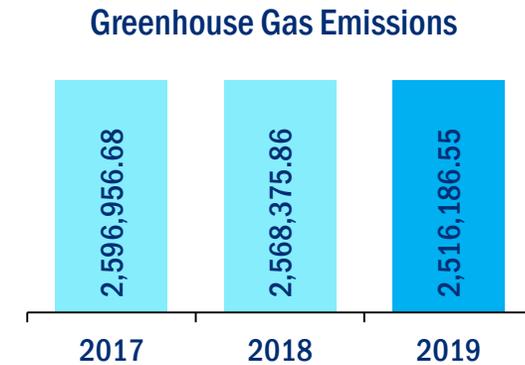
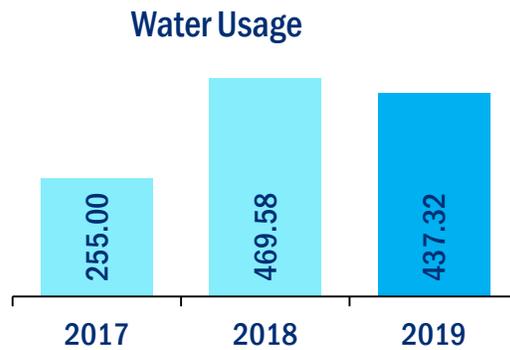
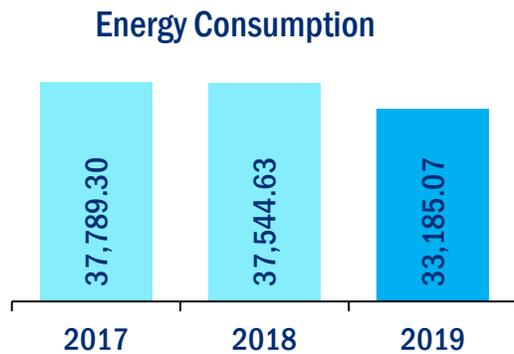
Current ESG rating of Barito Pacific.. On the path of continuous improvement.

Rating Provider	Current Score	Target
MSCI ESG LEADERS ✓	BB	A
Sustainalytics	34.1 (High Risk)	25-27 (Medium Risk)
FTSE ESG	Under review	

- ESG ratings are a relatively new phenomena but catching up fast.
- Barito acknowledges that our ratings can improve by better disclosure and by targeting the addressable areas. This remains the **key focus** for senior management.
- Star Energy has issued two global green bonds – the first two green bonds by an Indonesian corporate. Our operating assets already comply with those covenants. We are working to ensure that ESG ratings providers also credit Barito Pacific for these endeavors.

Environmental → Reducing water usage, energy consumption and greenhouse gas emission despite increase in production capacity

- CAP total production capacity increased by 28%
- Total GWh of electricity sold from renewable energy source 15.485 (2017: 5.152GWh ; 2018: 5.229GWh ; 2019: 5.104GWh)
- Geothermal power plant has low carbon dioxide emission



STAR ENERGY

- TARGET for 2021 - To convert this emission advantage into CARBON CREDITS.
- Once converted, we intend to offset them against GHG emissions from our other operations.

Environmental → What we've done

- Reforestation and Green Corridor ; Natural Spring revitalization
- Plastic Asphalt Program
- 53 New fleet electrical forklifts replacing diesel
- Install Solar Panels to reduce CO2 emissions
- Invest in Enclosed Ground Flare - leaves no air discharge, reduces noise, eliminates heat & smoke
- Wisma Barito Pacific 2 Building, implements green building standards in all of its elements, saving energy and water, producing more O2, and reducing CO2 emission for the environment
- Professional waste management (WASTE4CHANGE) with zero waste to landfill.




Energy Saving
±25%
±54 kWh/sqm/year


Water Saving
±82%
±10 litre/person/day


Green Area
±24%
±1,250 sqm

Environmental → What to expect next in 2021

- Longer term Emission and reduction targets
- CAP Water usage and water intensity to be improved on partnership with ECO LABS. Announced Dec 2020.
- CAP Enclosed ground flare project delivered. Started construction in 2018. Delivered in 2020. Effect will be felt in our emission data from 2021.
- Attain CARBON NEUTRALITY by using Carbon Credits of Star Energy.
- Continue to work with all stakeholders:
 - PRODUCERS (product composition and disposal),
 - CUSTOMERS (product design and end of life disposal)
 - CONSUMERS (education and disposal)
 - GOVERNMENT (policy creating and implementation).

Social → **Yayasan Bakti Barito: Corporate Social Responsibility Arm of Barito Pacific**

Pillars of Bakti Barito	Expenditure (Rp billion)	Period
Education	40.8	Since 2011
Teachers' training ; Scholarship Program ; Vocational School ; Early Childhood program; digital library		
Environment	40.0	Since 2011
Reforestation and Green Corridor ; Natural Spring revitalization		
Covid-19 Prevention Response	48.5	2020
Mobile Lab PCR, Medical equipment and supplies		
Circular Economy	23.8	Since 2011
Integrated Farming ;Waste Management ; eco-friendly coffee farming		
Social Program	121.8	Since 2011
Health program, infrastructure development; support and empowers local communities		
	274.9	

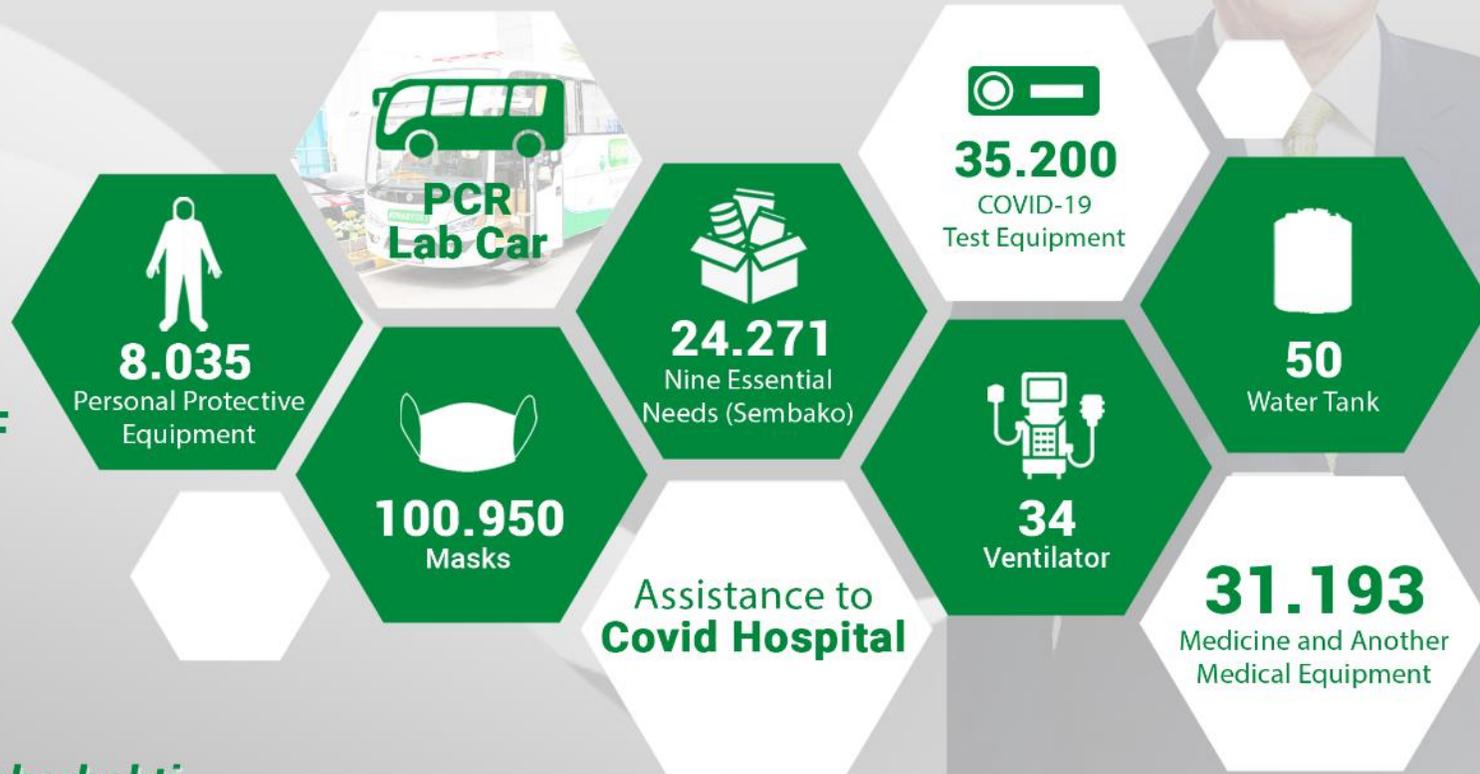


BARITO PACIFIC GROUP

Prajogo Pangestu, founder of Barito Pacific, together with its business units are supporting Indonesia to fight the pandemic.



WITH TOTAL OF
48,5
BILLION



#baritopacificgroupberbakti

*March - September 2020

Governance → Highly Experienced Management Team

Board representation for partners, highly experienced and diverse team

Name	Position	Company
Prajogo Pangestu	President Commissioner	BRPT
Henky Susanto	Independent Commissioner	BRPT
Salwati Agustina	Independent Commissioner	BRPT
Lim Chong Thian	Commissioner	BRPT, CAP
Agus Salim Pangestu	President Director, Commissioner, Director	BRPT, CAP, SEG
Rudy Suparman	Vice-President Director, Director	BRPT, SEG
David Kosasih	Independent Director	BRPT
David Raimond Sulaiman	Director	BRPT
Diana Arsiyanti	Director	BRPT
Djoko Suyanto	President Commissioner (Independent)	CAP
Tan Ek Kia	Vice-President Commissioner (Independent)	CAP, SEG
Ho Hon Cheong	Komisaris Independen	CAP

Name	Position	Company
Tanawong Areeratchakul	Commissioner	CAP
Thammasak Sethaudom	Commissioner	CAP
Erwin Ciputra	President Director	CAP
Baritono Prajogo Pangestu	Vice-President Director	CAP
Chatri Eamsobhana	Vice-President Director	CAP
Somkoun Sriwattagaphong	Director	CAP
Fransiskus Ruly Aryawan	Director	CAP
Suryandi	Director	CAP
Hendra Soetjipto Tan	Director/CEO	SEG
Bundit Sapianchai	Director	SEG
Chaiwat Kovavisarach	Director	SEG
Shuheji Kurosawa	Director	SEG
Danuja Simasathien	Director	SEG
Patrice R. Clause	Director	SEG

Representative from:

AC Energy

SCG

EGCO

Mitsubishi

BCPG

Governance → **Creating impact beyond returns for all stakeholders**

- Board of Commissioners and Board of Directors represent an average of more than 15 years of experience in our industries. Our global partners are represented at the board level in all our group companies.
- Board composition and diversity compliant with IDX/ OJK best practices.
- In 2021, management is targeting better disclosure and receiving credit for all ESG initiatives we have already undertaken.
- Over medium to long term management continues to engage with all stakeholders – employees, shareholders, regulators, governments and other corporates to find solutions to complex global challenges at a local, national and international scale.

Sustainability - a path, not just a goal

THANK YOU

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