



## **A LEADING INDONESIAN ENERGY GROUP**

Barito Pacific | Company Presentation October 2019











## Section 1 OVERVIEW OF BARITO PACIFIC

## **Barito Pacific at a Glance**

As of today



#### **Group Organization Chart**



- Listed on the IDX since 1993, Barito Pacific has a market capitalization of c.US\$5.7bn as at 31 August 2019
- Barito Pacific's largest shareholder is Prajogo Pangestu with a 71.13% stake<sup>(2)</sup>
- (1) As at 31 August 2019. Direct 41.51% and indirect 4.75%
- (2) As at 31 August 2019
- (3) Held under subsidiaries separate from Griya Idola, PT Mangole Timber Producers, PT Kirana Cakrawala ("KC"), PT Kalpika Wanatama ("KW"), PT Tunggal Agathis Indah Wood Industries. KC and KW are 60% owned by Barito Pacific
- (4) Held indirectly though PT Barito Wahana Lestari
- (5) For the year ended 31 December 2018 according to Nexant; polyolefin market share based on combined figures of polyethylene and polypropylene
- (6) Effective acquisition in June 2018



# Section 1.A **PETROCHEMICALS**



- Largest integrated petrochemical producer in Indonesia and operates the country's only naphtha cracker, styrene monomer and butadiene plants. 3.4 mtpa of existing production capacity.
- Integration from upstream cracker to downstream polyolefin products
- Market leader in highly attractive Indonesia and SE Asia petrochemical market
  - Domestic market share (including imports) of approximately 50%, 20% and 27% in olefin, polyethylene and polypropylene, respectively
- Strategically located near key customers with a captive distribution network (via CAP's pipelines)
  - Significant cost efficiencies for CAP and its key customers
- Long-standing relationships with diversified customer base
  - No single customer accounts for more than 8% of consolidated revenue
  - Around 75% of products by revenue were sold to domestic market.

- Low production cost base and operating efficiencies
  - Benefits from scale of feedstock sourcing and stable supplier relationships.
  - Naptha cracker utilization rate >90% in avg.
- ✓ Transformed in 2016 following the 4Q 2015 naphtha cracker expansion, resulting in significant EBITDA growth, reinforced balance sheet and a more diversified product mix
- Support from Barito Pacific Group and Siam Cement Group ("SCG")
  - Barito Pacific's stake in CAP: 46.26%
  - SCG's stake in CAP: 30.57%



CAP's main integrated manufacturing complex



## **Integrated Production of Diverse Products**



CAP's products encompass a wide range across the consumer products value-chain, and its leading position and strategic location enhances its competitiveness



#### **CAP's Integrated Petrochemical Complexes**



Location proximity and well established pipeline ensures excellent connectivity to key customers. This coupled with reliability of supply lead to premium pricing, with integration of facilities creating significant barriers to entry



## **CAP is Indonesia's Largest Petrochemical Producer**

Capacity	Chandra Asn					·	0	10000	
('000 tons per year)	- Petrachanaca	TITAGE	PERTAMINA	Polytama		11 · · · · · · · · · · · · · · · · · ·	TPPI	Others	Total
Ethylene	860								860
Propylene	470	1	608						1,078
LLDPE	200	200							400
HDPE	136	250							386
Polypropylene	480		45	240					765
Ethylene Dichloride	1	1			760	370			1,130
Vinyl Chloride Monomer	1	1			875	130			1,005
Polyvinyl Chloride	1				550	95		202	847
Ethylene Oxide	1							240	240
Ethylene Glycol								220	220
Acrylic Acid								140	140
Butanol								20	20
Ethylhexanol	1							140	140
Py-Gas	400	1							400
Crude C4	315	-							315
Butadiene	137*								137
Benzene			125				400		525
Para-Xylene			298				540		838
Styrene	340								340
Styrene Butadiene Rubber	120*	1						75	195
Total	3,458	450	1,076	240	2,185	595	940	1,037	9,981

Source: Nexant; and CAP

(1) Butadiene capacity was expanded from 100KTA to 137KTA in mid 2018.

(2) SRI, a joint venture of CAP and Michelin, started up in Q3 2018. Synthetic rubber includes styrene butadiene rubber and polybutadiene rubber



# Section 1.B ENERGY



#### **Operating assets**

#### Wayang Windu



- Bandung Regency, West Java
- 227 MW total installed capacity
  - Unit 1 (Power): 110 MW
  - Unit 2 (Power): 117 MW
- SEGHPL effective ownership: 60.00%
- Tariff increase of US¢3.11/kWh effective April 2016

#### Salak



- Sukabumi Regency and Bogor Regency, West Java
- 377 MW total installed capacity
  - Units 1 to 3 (Steam): 3 x 60 MW<sup>(1)</sup>
  - Units 4 to 6 (Power): 3 x 65.6 MW
- SEGHPL effective ownership: 51.95%
- Acquired from Chevron on 31 March 2017

#### Darajat



- Garut Regency and Bandung Regency, West Java
- 271 MW total installed capacity
  - Unit 1 (Steam): 55 MW
  - Unit 2 (Power): 95 MW
  - Unit 3 (Power): 121 MW
- SEGHPL effective ownership: 51.95%
- Acquired from Chevron on 31 March 2017 and from PT DGI<sup>(2)</sup> on 27 September 2017

#### **Exploration projects**

Both PT Star Energy Geothermal South Sekincau and PT Star Energy Geothermal Indonesia have completed the preliminary survey ("PSP") and have right to match the best tender offer for the license to develop the resource area

### The third largest geothermal IPP globally and the largest in Indonesia<sup>(3)</sup>

- (1) While contractual capacity is 55 MW, Star Energy generally provides steam flow up to 60 MW
- (2) PT Darajat Geothermal Indonesia ("PT DGI")
- (3) Based on 2017 installed capacity, according to Frost & Sullivan

## **Star Energy's Competitive Edge**

Indonesia's premier geothermal platform



 Well-established history of operational performance and reliability

 Systematic and robust maintenance procedures in place to ensure continued operational excellence

- Highly experienced technical team which has consistently received industry accolades
- Strong capabilities across steamfield exploitation, power plant operations, resources management, etc.

 Scale and asset proximity contributes to operating cost synergies

 One-rig strategy will optimize drilling costs across all 3 projects

- Long-term offtake agreements with state-owned enterprises with the majority contracted on a take-or-pay basis
- Wayang Windu benefits from Government Support Letters



- Ability to grow geothermal asset portfolio via greenfield developments and acquisitions
- Project development team also mobilized to develop Java 9 & 10 ultra supercritical coal-fired power project

- Strong shareholder support from industry-leading partners e.g. Mitsubishi, EGCO, Ayala
- Trusted relationships with key stakeholders at all levels including local and national government entities and international banks

As part of the Barito Pacific group, Star Energy will be ideally placed to enjoy better operating margins via cost synergies and a greater ability to seize expansion opportunities both domestically and internationally



# Section 1.C **PROPERTY**

## **Property Business**



#### Wisma Barito Pacific

- Located in West Jakarta, 2 towers of office space with a total of 23 floors (tower A: 11 floors, tower B: 12 floors)
- Operation started in November 1990
- Land size: 8,674 sqm
- GFA: 38,251 sqm
- NLA: 21,690 sqm
- Occupancy rate: 99% (66% Barito Pacific and subsidiaries)



#### **Griya Idola Industrial Park**

- Closest industrial park to Jakarta in the west
- Strategically located on the main road of JI. Raya Serang Km 12, Cikupa, Tangerang
- Total area: 60 ha
- Phase 1: 20 ha (100% sold) completed in 2Q 2018
- Phase 2: over 60% sold; target completion : 4Q 2019
- Phase 3: development started in 1Q 2019





#### Wisma Barito Pacific 2

- Expansion of Wisma Barito Pacific
- Land size: 5,290 sqm
- GFA: 46,530 sqm
- NLA: 26,365 sqm
- Planned for 45% strata sale & 55% owned / leased
- Construction start: 2Q 2018
- Expected completion date: 2Q 2020



#### Hotel Mambruk Anyer

- Location: Cikoneng, near CAP's integrated petrochemical complex
- 97-room resort overlooking the Anyer beach
- Operations started in January 1989
- Land size: 68,800 sqm
- GFA: 13,208 sqm
- Occupancy rate: 51%







## Section 2 KEY BUSINESS HIGHLIGHTS





## **Market Leading Positions**

Star Energy is the largest geothermal power producer in Indonesia...





(1) Indirect exposure through stake in Star Energy

Source: Frost & Sullivan, company websites, company filings

## **Market Leading Positions**

1

Star Energy is the largest geothermal power producer in Indonesia...







## Market Leading Positions

...while CAP is the largest petrochemical company in Indonesia...





Polyolefin producers in Indonesia <sup>(1)</sup>





Iargest Olefin producer in Indonesia
Iargest Olefin producer in Southeast Asia

Iargest Polyolefin producer in Indonesia
Iargest Polyolefin producer in Southeast Asia

1

## **Leading Indonesian Integrated Energy Group**



...with the Group's key assets strategically located in Java





#### Star Energy Operational Geothermal Assets – Average Net Capacity Factor







#### **Chandra Asri Petrochemical Key Plants – Historical Utilization**



(1) Darajat Unit 1 power plant is operated by PT Indonesia Power, a subsidiary of PLN, Star Energy provides steam on a take-or-pay basis up to 80%. 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) Lower Generation from Darajat 2-3 mainly due to accelerated planned Shutdown and Turn Around Maintenance and unplanned shutdown due to turbine high vibration from 1 June to 18 June 2019.

(3) Figures >100% denote utilization in excess of nameplate capacity

(4) Planned shutdown (March-May) for expansion tie-ins. Restarted operations in June 2018 with 37% higher production capacity.

(5) 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.



## Predictable and Stable Cash Flows from Geothermal Business



 Long-term offtake agreements with state-owned enterprises (PLN and Pertamina)



#### **Remaining Contract Life by Asset (years)**

Current contracts have a capacity weighted average remaining term of ~24 years



#### ■ Capacity contracted on take-or-pay basis:

- Wayang Windu: 95.0%
- Darajat: 80.0% (Unit 1); 95.0% (Units 2 and 3)
- Salak: 95.06% (Units 1 to 3); 90.14% (Units 4 to 6)

#### Tariffs protected against macroeconomic risks

- FX risk: Capacity payment tariffs denominated in USD
- Inflation risk: O&M portion of tariffs adjusted for Indonesia and US inflation
- Cost inflation risk: Tariffs adjusted for machinery and tools inflation

Stable cash flows underpinned by long-term take-or-pay offtake agreements from the geothermal business will provide a cushion against the cyclical nature of the petrochemical business

## **World Class Partners**

Business model which thrives upon long-term strategic and customer relationships



	Power Business	Petrochemicals Business
	Partners	Partners
Øbcpg	<ul> <li>Acquired 33.33% stake in Star Energy for a total consideration of US\$357m in July 2017</li> </ul>	<ul> <li>Acquired 30% stake in CAP in 2011</li> <li>Currently owns a 30.57% stake in CAP</li> <li>Sharing of technical and operational expertise</li> </ul>
	<ul> <li>Partnered with Star Energy on the acquisition of Salak</li> <li>and Derriet apothermal apother from Chavron in April</li> </ul>	<ul> <li>Access to Thai financial institutions</li> </ul>
MITSUBISHI	<ul> <li>Acquired 20.00% stake in Wayang Windu in 2012</li> </ul>	Partner to CAP in the Synthetic Rubber JV (45% held by CAP <sup>(1)</sup> and 55% held by Michelin)
	Partnered with Star Energy on the acquisition of Salak	Reputable Suppliers & Customers
EGCO	and Darajat geothermal assets from Chevron in April 2017	<ul> <li>Largest supplier of naphtha feedstock to CAP, accounting for 23.1% of total supply in 2017</li> </ul>
- (36,95,49,97-0)	Acquired 20.00% stake in Wayang Windu in 2014	<ul> <li>Kov supplier of periods to CAR accounting</li> </ul>
ACEnergy	<ul> <li>Partnered with Star Energy on the acquisition of Salak and Darajat geothermal assets from Chevron on 31 March 2017</li> </ul>	for 15% of total supply in 2018
	Recently partnered with Barito Pacific in the	LOTTE CHEMICAL  Key customer / offtaker of ethylene from CAP
	development of Java 9 & 10, a 2 x 1,000 MW ultra supercritical coal-fired power project	
	Customers & Counterparts	POLYCHEM
矣	PLN has been an offtaker of Star Energy since 1994	Key customers of CAP
PERTAMINA	<ul> <li>Star Energy's counterpart under the Joint Operation Contract basis to develop geothermal fields in Indonesia</li> </ul>	AWM

Strong support from world class partners is a testament to the quality of Barito Pacific's assets

## 5 Track Record of Delivering Strategic Projects on Time and on Budget





Strong history of achieving operational and structured growth



## **Sizeable and Tangible Pipeline Growth** High quality organic growth pipeline paving the way for successful expansion



#### **Growth Factors**

- Low electricity consumption per capita in Indonesia as compared to other ASEAN countries; headroom for rapid growth
- Government development plan to increase electrification ratio
- Significant growth in coal power and geothermal power capacity required, of which majority is allocated to IPPs

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- Rising population and median incomes to drive consumer spending and GDP growth in Indonesia
- Strong domestic demand for petrochemical products and basic chemicals

#### **Development Opportunities**

- Star Energy will focus on renewable energy opportunities
  - Further expansion of existing operational geothermal projects.
  - Development of current exploration assets in Indonesia Hamiding & South Sekincau.
  - Greenfield or brownfield renewable energy opportunities in Indonesia and outside.
- Diversification into coal-fired power generation
  - Indonesia only
  - 2 x 1,000 MW ultra supercritical coal-fired power plant (Java 9 & 10) in partnership with Indonesia Power, a subsidiary of PLN

- Increase production capacity, expand product offering and further optimize integration
- Improve operational efficiency

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Barito Pacific 🍣

High quality organic growth pipeline paving the way for successful expansion



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

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Operates in key industries with strong underlying growth prospects...



#### GDP Growth CAGR (2017-2020E)



#### Population Growth CAGR (2017-2020E)



Source: Frost & Sullivan, Nexant Industry Report, IMF, BKPM

- (1) SEA excludes Indonesia
- (2) Polyolefins include HDPE, LLDPE, LDPE and PP
- (3) FSU: Former Soviet Union; CE: Central Europe; WE: Western Europe

#### Polyolefins Consumption per Capita<sup>(1)(2)(3)</sup>





- The 2026 Electricity Supply Business Plan (Rencana Umum Penyediaan Tenaga Listrik "RUPTL"), lays out the government's electricity development plan from 2017 to 2026
- The RUPTL aims to achieve an electrification ratio for Indonesia of 100.0% by 2024, by developing an additional 80.5 GW of power generation capacity
- Geothermal power generation and output are projected to increase significantly due to the large undeveloped geothermal resources in Indonesia



Significant headroom for electricity demand growth



Petrochemical industry outlook in Indonesia





Indonesia is expected to remain in deficit and dependent on imports

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## **Highly Experienced Management Team**

**Barito** Pacific ...all backed by a team with years of operational expertise adept at forging strategic relationships

#### **Barito Pacific**



Prajogo Pangestu President Commissioner 50 years in industry 26 years with Barito Pacific



Rudy Suparman

31 years in industry

Vice President Director

2 years with Barito Pacific

Henky Susanto Independent Commissioner 27 years in industry Appointed on 15 May 2019



Andry Setiawan

15 years in industry

1 year with Barito Pacific

Director

Lim Chong Thian Commissioner 39 years in industry Appointed on 15 May 2019



David Kosasih

7 years in industry

Independent Director

1 year with Barito Pacific

Salwati Agustina Independent Commissioner 30 years in industry Appointed on 15 May 2019



Agus Salim Pangestu President Director 23 years in industry 22 years with Barito Pacific

#### **Chandra Asri Petrochemical**



Agus Salim Pangestu Commissioner 12 years in industry 12 years with CAP



**Erwin Ciputra** President Director 14 years in industry 14 years with CAP



Ho Hon Cheong Commissioner / Independent Commissioner 3 years in industry 3 years with CAP



Chatri Eamsobhana VP Director of Operations 22 years in industry <1 year with CAP

Tan Ek Kia Vice President

Commissioner / Independent Commissioner 45 years in industry





**Baritono Praiogo** Pangestu VP Director of Polymer Commercial 13 years in industry 13 years with CAP



Djoko Suyanto President Commissioner / Independent Commissioner 3 years in industry 3 years with CAP



Andre Khor Director of Finance 14 years in industry <1 year with CAP



Lim Chong Thian Commissioner 38 years in industry 13 years with CAP



Fransiskus Ruly Aryawan Director of Monomer Commercial 16 years in industry 16 years with CAP



Cholanat Yanaranop Commissioner 31 years in industry 6 years with CAP



Somkoun Sriwattagaphong Director of Manufacturing 21 years in industry Appointed in Sept 2018



Thammasak Sethaudom Commissioner 27 years in industry Appointed in Sep 2018



Survandi Director of Human Resources & Corporate Affairs 28 years in industry 28 years with CAP



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## **Highly Experienced Management Team**

...all backed by a team with years of operational expertise adept at forging strategic relationships



#### Star Energy – Board of Directors



**Tan Ek Kia** *Chairman, SEGHPL* 45 years in industry 6 years with Star Energy



**Chaiwat Kovavisarach** *Director, SEGHPL* 10 years in industry 2 years with Star Energy

#### **Star Energy – Officers**



Agus Salim Pangestu Director, SEGHPL 24 years in industry 9 years with Star Energy



**Kentaro Matsumura** *Director, SEGPL* 1<sup>st</sup> year with Star Energy



Rudy Suparman Director, SEGHPL 32 years in industry 15 years with Star Energy



Danuja Simasathien Director, SEGPL, SEGSD 1<sup>st</sup> year with Star Energy



Hendra Soetjipto Tan Director, SEGHPL 21 years in industry 15 years with Star Energy



Patrice R. Clausse Director, SEGSD 9 years in industry 2 years with Star Energy



**Bundit Sapianchai** *Director, SEGHPL* 31 years in industry 2 years with Star Energy



Rudy Suparman Director, SEG Wayang Windu 32 years in industry 15 years with Star Energy



Peter Wijaya VP Commercial & Business Development SEG Wayang Windu 23 years in industry 11 years with Star Energy



Hendra Soetjipto Tan CEO, SEG Wayang Windu, SEG Salak-Darajat 21 years in industry 15 years with Star Energy



Evy Susanty VP Finance & IT SEG Wayang Windu 19 years in industry 10 years with Star Energy



Heribertus Dwiyudha VP Operations SEG Wayang Windu 21 years in industry 15 years with Star Energy



Suharsono Darmono VP Operations SEG Salak-Darajat 32 years in industry 2 years with Star Energy



Boyke A. Bratakusuma VP Subsurface & Well Testing SEG Wayang Windu 21 years in industry 7 years with Star Energy



Merly VP Finance, Planning & IT SEG Salak-Darajat 21 years in industry 11 years with Star Energy



Asrizal Masri Principal Technical Advisor SEG Wayang Windu 27 years in industry 7 years with Star Energy



Kenneth L. Riedel GM Asset Development SEG Salak-Darajat 34 years in industry 2 year with Star Energy



# Section 3 1H-2019 RESULTS



#### • PT Barito Pacific Tbk

- Achieved consolidated EBITDA of US\$159m for 2Q-2019, bringing 1H-2019 EBITDA to US\$321m with healthy EBITDA margin of 24.6%, an 11.5% decrease on a year-on-year basis
- Successfully refinanced US\$250m term loan (Bangkok Bank due Sept 2019) with 36 months syndicated term loan facility of US\$200m in January 2019.

#### • PT Chandra Asri Petrochemical Tbk

- Continued focus on delivering capacity growth, sustaining financial flexibility throughout the cycle and maintained operational excellence.
- CAP's new 400KTA Polyethylene plant is on track for a start up later this year, together with the debottlenecking of the Polypropylene plant (110KTA additional capacity).
- Maintained high operating rates for all plants >90% (except Butadiene : 87%).
- Fully repaid the outstanding loan principal of US\$23.7m related to its US\$220m term loan.
- Drawdown US\$150m from its US\$191m credit facility with Japan Bank for International Cooperation, Nippon Export and Investment Insurance and BNP Paribas.
- CAP obtains tax holiday <sup>(1)</sup> on its new Polyethylene Plant, which is on tracked to start commercial operation later this year.

<sup>(1)</sup> The Tax Holiday facility for CAP's new Polyethylene Plant consists of a 100% reduction of corporate income tax for the first 10 years after the start of commercial production, followed by a 50% reduction for the following 2 years. Additionally, CAP had been granted exemption from withholding tax by third parties for 10 years period.



#### • PT Chandra Asri Petrochemical Tbk

- CAP partners with Total to install solar panels to power its laboratory, warehouse and office building in Cilegon to generate renewable energy and affirms its commitment to sustainability
- S&P Global Ratings upgraded CAP credit rating to BB- with a stable outlook.
- Star Energy
  - Maintained high capacity factor for all units >90%.
  - Repaid amortizing loan principal of Salak and Darajat (Safari Loan) totalling US\$35.25m and SEGWW Green bond of US\$14.5m in 1H-2019. Star's total debt at end of June 30, 2019 amounted to US\$1.56b.



## Financial Highlights – 1H-2019









## **Consolidated Net Income (US\$ Million)**







## Profit & Loss (US\$m)

Component	1H-2019	1H-2018	ΥοΥ Δ%
Net Revenues	1,302	1,550	(16.0%)
Cost of Revenues	(973)	(1,105)	(11.9%)
Gross Profit	329	445	(26.1%)
Finance Cost	(99)	(114)	(13.2%)
Net Income	68	136	(50.0%)
NI to Parent	11	42	(73.8%)
EBITDA	321	431	(25.5%)

Ratios						
Component	1H-2019	1H-2018	ΥοΥ Δ%			
Gross Profit Margin	25.3%	28.7%	(340bps)			
EBITDA Margin	24.6%	27.8%	(320bps)			
Net Income Margin	5.2%	8.8%	(360bps)			
Debt to EBITDA (LTM for 2019; FY for 2018)	3.8X	2.8X	35.7%			
Net Debt to EBITDA (LTM for 2019; FY for 2018)	2.8X	1.8X	55.6%			

## Balance Sheet (US\$m)

Component	1H-2019	FY-2018	ΥοΥ Δ%
Cash and Eqv	720	801	(10.1%)
Fixed Assets	2,756	2,682	2.8%
Total Assets	6,987	7,042	(0.8%)
Total Debt	2,655	2,654	(0.0%)
Total Liabilities	4,250	4,340	(2.1%)
Equity	2,737	2,702	1.3%

#### Net Debt as of 1H - 2019

Component	Cash	Debt	Net Debt
Barito and other subsidiaries	41	325	284
САР	649	770	121
Star Energy	30	1,560	1,530
Barito - Consol	720	2,655	1,935



## Section 4 GROWTH STRATEGY

### **Growth Strategy Chandra Asri Petrochemical**

CAP 2 will deliver the next phase growth for Chandra Asri



After doubling the size of production capacity over historical 10 years, the expected further growth in the following years will come from several expansion & debottlenecking initiatives and construction of 2<sup>nd</sup> cracker complex

#### Note:

SSBR – Solution Styrene Butadiene Rubber BD Expansion - Butadiene Plant Expansion

- PE Polyethylene MTBE Methyl tert-butyl ether
- PP Polypropylene C2 / C3 Refers to furnace revamp







## **Geothermal Development Projects**



#### Salak Expansion

#### Salak Binary

- Proposed Start-up: 2021
- 15 MW capacity
- Development stage: feasibility studies

#### Salak Unit 7

- Proposed Start-up: 2023
- 55 MW power generation capacity
- Development stage: feasibility studies



#### **Geothermal Exploration**

#### Sekincau

- Located in West Lampung, Sumatera
- Right to match the best tender offer for the license to develop the resource area
- Development stage: preliminary survey & exploration



#### Hamiding

- Located in North Halmahera, Maluku
- Right to match the best tender offer for the license to develop the resource area
- Development stage: preliminary survey & exploration





- ✓ Potential for Unit 3, scaling up gross power generation by up to 60 MW
- Expansion aimed at enhancing competitiveness, given growing demand, cost competitiveness and underutilized offtake agreement
- Star Energy has extensive experience and efficient business processes to identify optimal growth strategy and maximize upside while limiting capex
- ✓ Decision on Unit 3 to depend on the outcome of initial exploration drilling programs and returns generated from the capex

#### Significant upside from Resource Availability

- GeothermEx estimates Wayang Windu geothermal energy reserves going forward are sufficient to sustain current generation of Unit 1 & 2 at or near 227 MW gross, with sufficient reserves to support output at 280 MW for 30 years and at 390 MW for 20 years
- Potential to add up to 60 MW through Unit 3, increasing installed capacity to up to 287 MW
- Capital expenditure could be in excess of US\$120m, and depends on outcome of drilling program in 2018 – 2021
- Star Energy already has the exclusive rights to the geothermal development of the land that contains the resources

## Strong Past Track Record provides Confidence for Future Expansion

- Have past experience of over 2 decades of dealing with the regulators and local communities
- Experience in successfully drilling wells for Units 1 and 2
- Timely completion of drilling programs with Unit 2 having started operations 14 days ahead of schedule
- Star Energy employs reputed and experienced drilling contractors and consultants
- Star Energy employs experienced suppliers and contractors for the plant construction

Star Energy will utilize a third party geothermal consultant of international standing to confirm the existence of sufficient geothermal resources in the Wayang Windu area to support any expanded generation capacity for a period of no less than 20 years before incurring any capital expenditures for new geothermal units.



#### **Description**

- 2,000 MW (2 x 1,000 MW) ultra supercritical coal-fired power project developed under a BOOT scheme
- Located in Suralaya, Banten province
  - The site is located in close proximity to CAP's integrated petrochemical complex in Cilegon
  - Land for the project has already been secured and currently undergoing initial site preparations
- The project, which is targeted to commence operations in 2023, is at an advanced development stage
- Conditional PPA with PLN signed in June 2017
  - Under the Java 9 & 10 PPA, the project is contracted to PLN for 25 years
  - PLN takes fuel supply risk with relation to the project
  - Furthermore, PLN purchases the project power capacity on a take-or-pay basis, such that the project bears no dispatch risk
- Project sponsors intend to enter into a turnkey fixed price EPC contract with a reputable, experienced EPC contractor
- Total project cost budgeted at US\$3.2 billion
- The Java 9 & 10 project will be financed by a competitive long-term limited recourse project financing on a 80:20 debt-to-equity ratio basis, in line with precedent Indonesian power projects
  - Financial close targeted for 2H 2019

#### **Project Timeline**



#### Project Ownership









# **THANK YOU**



# Appendix **DEBT PROFILE**

## Enlarged Barito Pacific Debt Analysis (as of 30 June 2019)



Borrowing entity	Initial Principal	Recourse	Repayment Profile	Maturity	Net carrying amount (US\$m)	Key Covenants	Use of Proceeds
PT Barito Pacific Tbk	US\$250m <sup>(1)</sup>	NA	Amortizing	2019	-	<ul> <li>Net Debt / EBITDA &lt;= 3</li> <li>Security Cover (Daily) Ratio above 2:1</li> </ul>	Used as an advance for the acquisition of Star Energy Group by PT Barito Pacific Tbk (including repayment of previous term-loan of US\$60m).
PT Barito Pacific Tbk	US\$200m	NA	Bullet	2021	198	<ul> <li>Net Debt / EBITDA &lt;= 4.5</li> <li>Security Cover (Daily) Ratio above 2:1</li> </ul>	Used to refinance the US\$250 term-loan.
PT Chandra Asri Petrochemical Tbk	US\$199.8m	NA	Amortizing	2023	147	<ul> <li>ISCR &gt; 1.75x</li> <li>Debt to Capitalization Ratio &lt;= 50%</li> </ul>	Refinancing of US\$265m Term Loan
PT Chandra Asri Petrochemical Tbk	US\$191m	NA	Amortizing	2026	146	<ul> <li>ISCR &gt; 1.75x</li> <li>Debt to Capitalization Ratio &lt;= 50%</li> </ul>	Finance ongoing construction of New Polyethylene Plant with production capacity of 400 KTA.
PT Chandra Asri Petrochemical Tbk	US\$300m	NA	Bullet	2024	285 <sup>(2)</sup>	<ul> <li>Fixed Charge Coverage Ratio ≥ 2.5</li> </ul>	Capital expenditures, including but not limited to BD expansion, new PE plant, naphtha cracker furnace revamp, PP debottlenecking, new MTBE and Butene-1 plants and feasibility studies for second cracker
PT Chandra Asri Petrochemical Tbk	IDR500,000m Phase I (Series A: IDR150,000m Series B: IDR120,250m Series C: IDR229,750m)	NA	Bullet	2020 / 2022 / 2024	35	<ul> <li>Ratio of consolidated bearing liabilities and Equity shall not exceed 1:1</li> <li>Ratio of cash flow from operating activities to financial charges &gt; 1.75</li> </ul>	Partial refinancing of outstanding long-term loans
PT Chandra Asri Petrochemical Tbk	IDR500,000m Phase II (Series A: IDR100,000m Series B: IDR100,000m Series C: IDR300,000m)	NA	Bullet	2021 / 2023 / 2025	35	<ul> <li>Ratio of consolidated bearing liabilities and Equity shall not exceed 1:1</li> <li>Ratio of cash flow from operating activities to financial charges &gt; 1.75</li> </ul>	Partial refinancing of outstanding long-term loans
PT Chandra Asri Petrochemical Tbk	IDR750,000m Phase II	NA	Bullet	2022	53	<ul> <li>Ratio of consolidated bearing liabilities and Equity shall not exceed 1:1</li> <li>Ratio of cash flow from operating activities to financial charges &gt; 1.75</li> </ul>	Partial refinancing of outstanding long-term loans and capital expenditures

(1) Loan has been fully repaid in January 2019 and obtain new loan of US\$200m

(2) Net of US\$7.4 bonds repurchased by BRPT

## Enlarged Barito Pacific Debt Analysis (cont'd) (as of 30 June 2019)



Borrowing entity	Initial Principal	Recourse	Repayment Profile	Maturity	Net carrying amount (US\$m)	Key Covenants	Use of Proceeds
PT Chandra Asri Petrochemical Tbk	IDR500,000m	NA	Bullet	2021	35	<ul> <li>Ratio of consolidated bearing liabilities and Equity shall not exceed 1:1</li> <li>Ratio of cash flow from operating activities to financial charges &gt; 1.75</li> </ul>	Partial refinancing of outstanding long-term loans and capital expenditures
PT Chandra Asri Petrochemical Tbk	IDR500,000m (Series A: IDR361,400m Series B: IDR138,600m)	NA	Bullet	2019 / 2021	35	<ul> <li>Ratio of consolidated bearing liabilities and Equity shall not exceed 1:1</li> <li>Ratio of cash flow from operating activities to financial charges &gt; 1.75</li> </ul>	Partial refinancing of outstanding long-term loans
Star Energy Geothermal Darajat II Ltd, Star Energy Geothermal Salak Ltd	US\$1,250m (Tranche A)	Limited recourse to project company	Balloon	2021	1,014	<ul> <li>Leverage ratio &lt;= 6x<sup>(1)</sup></li> <li>DSCR &gt;= 1.2x</li> <li>Senior Interest Cover &gt;= 3x</li> <li>Debt:Equity &lt;= 70:30<sup>(2)</sup></li> </ul>	Utilized in 2017: Tranche A (US\$1,250m) to fund the acquisition of Chevron's GPO business and to fund the reserve accounts Can be utilized in 2021: Tranche B (US\$700m) to refinance Tranche A and to fund the reserve accounts
Star Energy Geothermal (Wayang Windu) Ltd	US\$580m	Limited recourse to project company	Amortizing	2033	546	• DSCR >= 1.1x	Repay all outstanding bank loan and fund Debt Service Account and the Major Maintenance and Construction Reserve Account.
Barito Wahana Lestari	US\$125m	NA	Amortizing	2021	125	<ul> <li>Current ratio &gt;=1.0x after BWL commercial operation</li> <li>Max Debt Equity ratio: 2.5x</li> <li>Min Debt Service Coverage of 100% after BWL commercial operation</li> </ul>	Capital expenditure financing related to the construction of Java 9 and 10 Steam Power Plant

CAP's credit ratings: Ba3 / BB- / BB- / AA- (Moody's / Fitch / S&P / Pefindo)

Star Energy's credit ratings: Ba3 / BB- (Moody's / Fitch)

(1) Leverage ratio <= 6x from the initial testing date until the testing date falling immediately after the first anniversary; leverage ratio <=5.5x after the first anniversary until the testing date falling immediately after the third anniversary; leverage ratio <=4.5x thereafter

(2) Debt : Equity <= 70:30, after the final Tranche A repayment date 50:50



# Appendix ACQUISITION OF STAR ENERGY

## **Acquisition Rationale**





A strategic combination to create the largest integrated energy player in Indonesia and drive shareholder value



## **Effective Shareholdings in Star Energy**





- (2) EGCO holds 30.25% stake
- (3) AC Energy holds 19.80% stake

## Acquisition of a 66.67% stake in Star Energy

**Financial impacts of the transaction** 



- Total Purchase Consideration of US\$755<sup>(1)</sup> million
  - US\$3.2bn Implied Enterprise Value <sup>(2)</sup>
  - 9.1x 2017 EBITDA <sup>(3), (4)</sup>
- Expected synergies
  - Lower corporate development costs and retain talent: cross-leverage on management talent pool and experienced executive professionals to develop existing and new businesses while providing individuals with opportunities for career development
  - Lower capex costs: best practice sharing in capex and project management
  - Lower cost of funding:
    - Stable cash flows from Star Energy to reduce volatility in expected leverage ratios of the Group
    - Enlarged market capitalization of the Group to improve stock liquidity and credit rating of the parent entity

FYE 31 December 2017 (US\$m)	EBITDA (4), (5)	Net Income	Net Debt <sup>(6)</sup> / (Net Cash)	Net Debt <sup>(6)</sup> / EBITDA
Barito Pacific	550	280	32	0.1x
Attributable to Barito Pacific Shareholders	-	118	-	-
SEGHPL	350 <sup>(3)</sup>	91 <sup>(3)</sup>	1,691	4.8x <sup>(3)</sup>
Attributable to SEGHPL Shareholders	-	50	-	-
Attributable to Barito Pacific Shareholders	-	33	-	-
Pro-forma Consolidated	900	370	1,723	1.9x
Attributable to Barito Pacific Shareholders	-	151	-	-

Star Energy's 2017 contribution on a pro forma basis to the consolidated group was 39% of EBITDA <sup>(3)</sup> and 24% of Net Income <sup>(3)</sup>

(2) Enterprise Value is the sum of Equity Value of US\$1,133m (calculated as acquisition price of US\$755m divided by stake acquired of 66.67%), Net Debt of US\$1,691m and Non-controlling Interests of US\$342m

(6) Net debt is total debt minus cash and cash equivalents (excluding restricted cash). Total debt includes bank loans and bonds payable

<sup>(1)</sup> Prior to any price adjustment

<sup>(3)</sup> SEGHPL completed the acquisition of Salak and Darajat from Chevron on 31 March 2017; hence for the period 1 January 2017 to 31 December 2017, the EBITDA and Net Income contribution from Salak and Darajat was effective only from 1 April 2017 to 31 December 2017; excludes discontinued operations

<sup>(4)</sup> EBITDA of Star Energy is defined as profit/(loss) for the period from continuing operations plus (i) income tax expense, (ii) finance costs, (iii) depreciation and amortization, (iv) foreign exchange loss, net, (v) loss on redemption of senior secured notes, (vi) write-off of pre-operating cost and (vii) write-off of property on operating lease, less interest income and foreign exchange gain, net

<sup>(5)</sup> EBITDA of Barito Pacific is defined as net profit for the period before finance costs – net of interest income, income tax expense - net, depreciation and amortization, adjusted for unrealized foreign exchange loss/(gain) - net, loss/(gain) on derivative financial instruments, and share in loss of an associate and joint venture - net



# Appendix **STAR ENERGY OPERATIONS**

## Wayang Windu Asset overview



- The Wayang Windu geothermal power project is situated near the town of Pangalengan in West Java, Indonesia
- The 12,950 ha contract area contains plantations and protected forest reserves. Wayang Windu project above-ground structures only utilize 128 ha
- Shareholders of Wayang Windu include
  - EGCO (20% stake acquired in November 2014 for US\$215m)
  - Mitsubishi (20% stake acquired in October 2012 for US\$210m)
- ESC amendment to increase the energy tariff earned by Units 1 and 2 by US¢3.11/kWh, effective April 2016
- The most recent geothermal reservoir modeling of Wayang Windu (performed in December 2016 by an independent geothermal resources consultant, GeothermEx, and confirmed by GeothermEx in February 2018), indicates that Wayang Windu energy reserves going forward are sufficient to support generation of Unit 1 and Unit 2 at or near 227 MW gross, with sufficient geothermal energy reserves to support output at 280 MW for 30 years and 390 MW for 20 years



Key Facility Metrics	Unit 1	Unit 2
Installed Capacity (MW)	110	117
Turbine / Generator Manufacturer	Fuji Electric	Fuji Electric
COD	June 2000	March 2009
Production Wells	27	
Injection Wells	5	
Abandoned Wells	6	
Monitoring Wells	13	
Slimhole Wells	5	



### Salak Asset overview



- The Salak geothermal power project is situated near Sukabumi regency and Bogor regency in West Java, Indonesia
- The 10,000 ha contract area contains a nature reserve and protected forest reserves. Above-ground structures only utilize 236 ha
- The Salak project is Indonesia's largest geothermal field with installed capacity of 377 MW
  - Unit 1 to 3: Star Energy operates 3 x 60 MW of steam production capacity (the steam is utilized by PLN who owns and operates the Gunung Salak Power Plant)
  - Unit 4 to 6: Star Energy operates 3 x 65.6 MW of integrated geothermal power generation
- In 2016, an independent geothermal resources consultant carried out a technical due-diligence evaluation of the Salak geothermal asset, in support of the acquisition by Star Energy
- The most recent independent evaluation of the Salak geothermal resource and well field, and their expected performance (undertaken by an independent geothermal resources consultant, GeothermEx, in 2016) concluded that the Salak project can be maintained at its current level of generation through 2040 and for some time thereafter, with an appropriate program of drilling make-up wells to offset well productivity decline



Key Facility Metrics	Unit 1	Unit 2	Unit 3	Unit 4	Unit 5	Unit 6
Installed Capacity (MW)	60	60	60	65.6	65.6	65.6
Turbine / Generator Manufacturer				Fuji Electric	Fuji Electric	Fuji Electric
COD	March 1994	June 1994	July 1997	October 1997	November 1997	November 1997
Production Wells			4	15		
Inactive Wells			2	28		
Abandoned Wells			1	12		
Monitoring Wells				6		
Slimhole Wells			1	19		



(1) The 10-year extension is an option by delivering a notice to each other Party and no consent from any Party is required

### Darajat Asset overview



- The Darajat geothermal power project is situated near Garut regency and Bandung regency in West Java, Indonesia
- The 5,000 ha contract area contains a nature recreational park, protected forest and private land. Above-ground structures only utilize 85.7 ha
- The Darajat project is Indonesia's second largest geothermal field with installed capacity of 271 MW and one of the world's largest vapor dominated reservoirs
  - Unit 1: Star Energy operates 55 MW of steam generation capacity (the steam is utilized by PLN for its neighbouring power plant)
  - Unit 2 & 3: Star Energy operates 216 MW of integrated geothermal power generation
- The most recent independent evaluation of the Darajat geothermal resource and well field, and their expected performance (undertaken by an independent geothermal resources consultant, GeothermEx, in 2016) concluded that the Darajat project can be maintained at its current level of generation through 2041 (the term of the ESC for Unit 1 and Unit 2), with an appropriate program of drilling make-up wells to offset well productivity decline. After 2041 it is projected that steam supply will be adequate to maintain the current generation level of Unit 3 through 2047 (the term of the ESC for Unit 3)



Key Facility Metrics	Unit 1	Unit 2	Unit 3
Installed Capacity (MW)	55	95	121
Turbine / Generator Manufacturer		Mitsubishi / Fuji	Mitsubishi / Fuji
COD	October 1994	June 2000	May 2007
Production Wells		30	
Abandoned Wells		10	
Monitoring Wells		5	
Injection Wells		4	



## **Geothermal Operational and Financial Performance**





(1) Net capacity factor means the ratio of the actual output of the relevant geothermal turbine-generator unit to the theoretical output assuming full capacity usage (excluding planned maintenance)

(2) 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.

(3) Darajat Unit 1 power plant is operated by PT Indonesia Power, a subsidiary of PLN, Star Energy provides steam on a take-or-pay basis up to 80%. There were 3.5 days unplanned shutdown in Jan 2018. The plant was also shutdown from 18 March 2018 up to 30 Sept 2018 due to high vibration.



# Appendix CHANDRA ASRI PETROCHEMICAL OPERATIONS





Track record of achieving operational and structured growth

## **CAP 2 Product Flows and Production Capacities**





Strategic Growth via Expansion and Debottlenecking (Exclude CAP 2)



	Schedule		CAPEX	Funding	Capacity	Cumulative
Project Description	Start	Proposed Start up	(US\$m)	Status	Increase	Capacity
Current Production Capacity						3,458 KT/A
PP Debottlenecking	4Q - 17	3Q – 2019	39.5	Fully Funded	110 KT/A	110 KT/A
New Polyethylene Plant	1Q – 2018	4Q – 2019	380.0	Fully Funded	400 KT/A	400 KT/A
Production Capacity at the end of 2019						3,968 KT/A
Furnace Revamp	3Q – 2018	1Q - 2020	48.0	Fully Funded	40 KT/A C2; 20 KT/A C3	60 KT/A
MTBE and Butene – 1 Plant	Not yet started	3Q - 2020	114.0	Fully Funded	127 KT/A MTBE; 43 KT/A B1	173 KT/A
Production Capacity at the end of 2020						4,201 KT/A