



**WE WILL
SHINE
WITH YOU**

RoRo Freight: Prospects and Challenges for the Philippines and the BIMP-EAGA

10th Philippines Ports and Shipping 2019

Chiefy Adi Kusmargono, S.Psi., M.Sc
General Secretary of Indonesia Port Business Corporation Association,
President Director of IPC Car Terminal

Manila, 21 February 2019

CHIEFY ADI KUSMARGONO



CHIEFY ADI KUSMARGONO

President Director of IPC Car Terminal (2017-Current), Port Experienced 19 years. Previous position was as General Manager Port of Banten (2014-2017).

Bachelor's Degree in Psychology Gadjah Mada University Yogyakarta (2000), Master of Science in Netherlands Maritime University (2012) majoring in Shipping and Transport.

General Secretary of Indonesia Port Business Corporation Association (ASBUPI), Member of International Association of Ports and Harbours (IAPH), member of Indonesia Psychologist Association.

Certified of Port Expert from Institut Pertanian Bogor, (2014). Certified in Human Capital Management from LM-PPM (2010). Certified Modern Port Management UNCTAD (2010), Certified in Auditor for Human Capital Management from ACA-HCM (2009), Certified in improving port Performance I from UNCTAD (2003).

The Best CMO Creative Branding & Marketing-Subsidiary of SOE Companies (2017). The Best Sales & Marketing Director – Sector: Subsidiary of SOE Companies (2017). Silver Winner of The Best Leader of The Work Ethics (2018). The Most Indonesia Innovative & Inspirative Leader of the Year (2018). Top Leader CSR Commitment (2018). The Best Communicators (2018). The Best Indonesia Leaders 2018-2019 Category: Public Company SOE's Subsidiary (2018).

Table of Contents

1	GROUP HIGHLIGHTS	4
	1.1 The Largest Port Operator in Indonesia	5
	1.2 IPC Group of Companies	7
2	INDUSTRY HIGHLIGHTS	8
	2.1 Indonesia Automotive Industry	9
	2.2 International Car Terminals	10
3	COMPANY HIGHLIGHTS	12
	3.1 IPCC at A Glance	13
	3.2 Key Facilities	16
	3.3 Certifications & Awards	18
4	KEY INVESTMENT HIGHLIGHTS	20
	4.1 Key Investment Highlight	21
	5.2 The Only Dedicated Car Terminal in Indonesia	22
	4.3 Captive 100% Exports & Imports Market	23
	4.4 High Margin Business	24
	4.5 Fast-Growing Markets	26
	4.6 Solid Client Base	28
	4.7 Secured Land Concession & Well Planned Expansion	29
	4.8 Highly Experienced Management Team	32



**WE WILL
SHINE
WITH YOU**

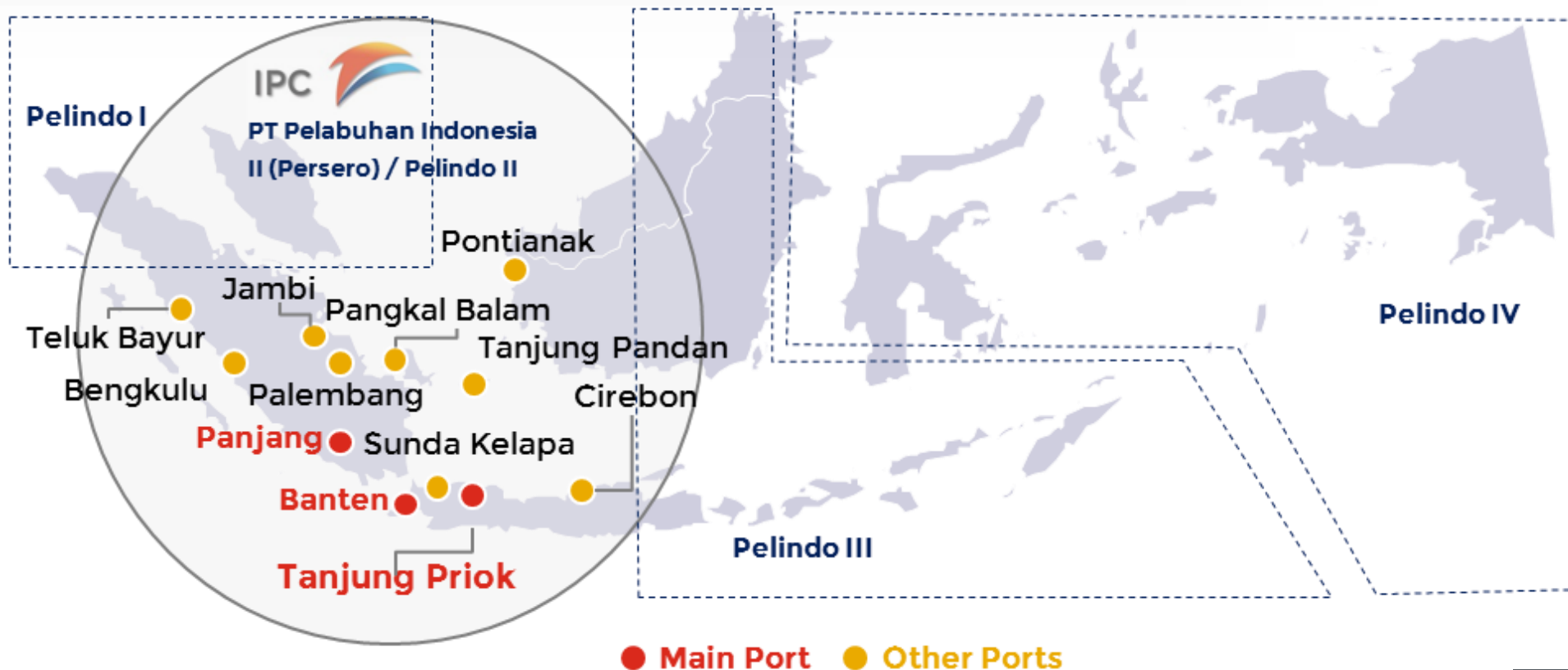
1. GROUP HIGHLIGHTS

RoRo Freight: Prospects and Challenges
for the Philippines and the BIMP-EAGA

1.1 IPC: THE LARGEST PORT OPERATOR IN INDONESIA

PT Pelabuhan Indonesia II (Persero) or (“IPC”), a 100% Indonesian government-owned enterprise, is the largest port operator in Indonesia with 12 ports located in the fastest growing provinces in Indonesia, including Tanjung Priok, the primary gateway port to Jakarta.

IPC’s Strong Presence in the Fastest-growing Regions Across 10 Provinces (Port Locations, Historical Cargo Volume)



...IPC GROUP OF COMPANIES

IPC is the largest port operator in Indonesia with 12 ports located in the fastest growing areas in Indonesia, including Tanjung Priok that handles around 65% of national container exports & imports.



2,806 HA

TOTAL CONCESSION AREA IN
JAVA, SUMATERA & KALIMANTAN

627 HA

CONCESSION AREA IN
TANJUNG PRIOK, JAKARTA

6.9 MILLION
TEUS

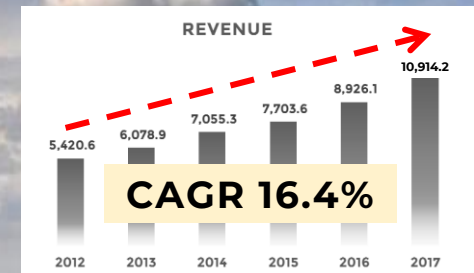
CONTAINER THROUGHPUT 2017

57.1 MILLION
TONS

NON CONTAINER THROUGHPUT

10.9 IDR
TRILLION

TOTAL REVENUE 2017



Note :

Container throughput 2018 : 7.4 M TEUs*

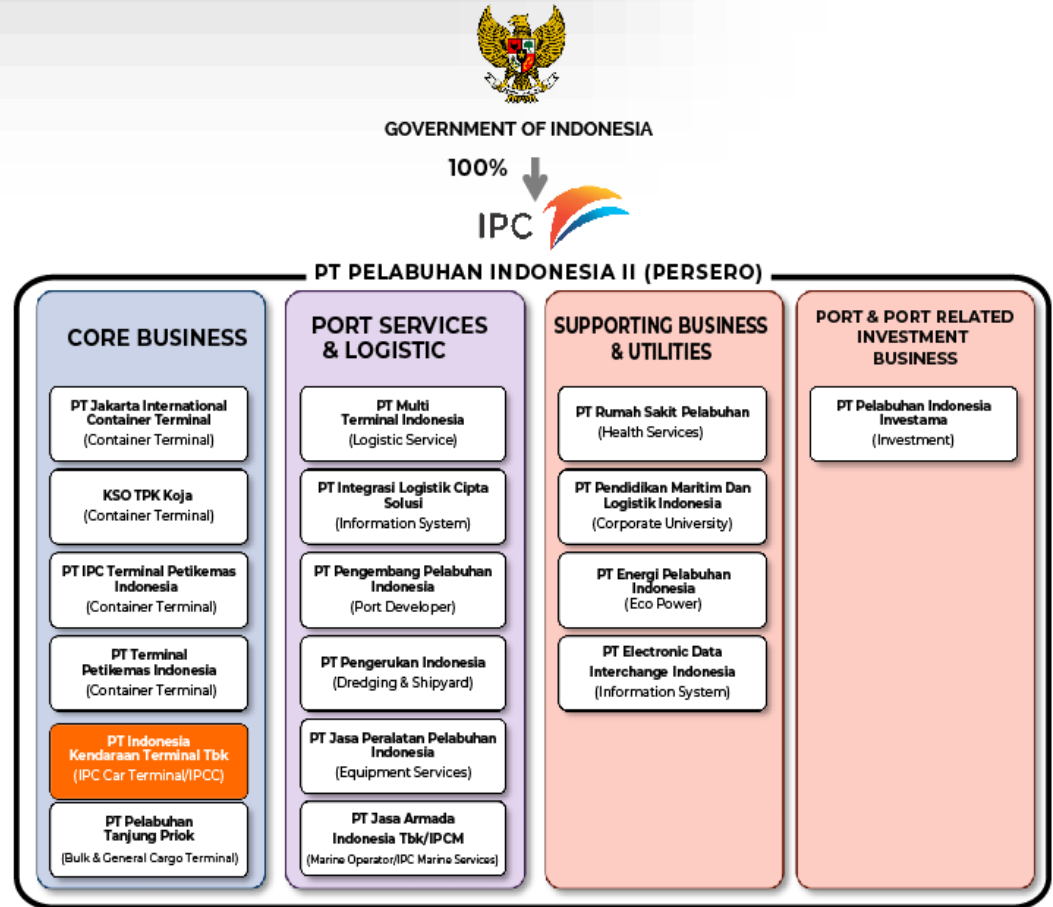
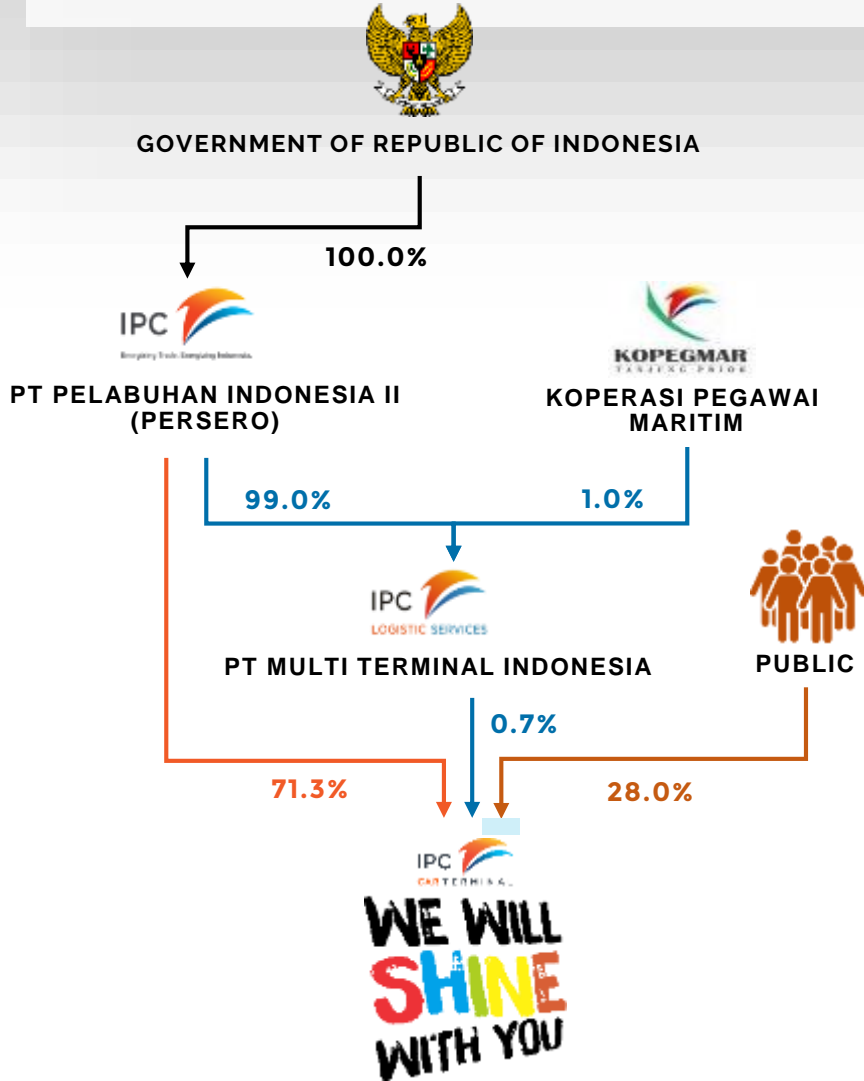
Non Container throughput 2018 : 56.8 M Tons*

Total Revenue 2018 : 11.6 IDR Trillion*

*unaudited 2018

1.2 IPC GROUP OF COMPANIES

IPCC is 71.3% owned by Pelindo II (IPC), 0.7% owned by sister company, and 28 % owned by public. IPC is 100% owned by the Government of Indonesia. IPCC is 1 of 17 subsidiaries of IPC.



The Total Number Shares is 1,818,384,820 shares



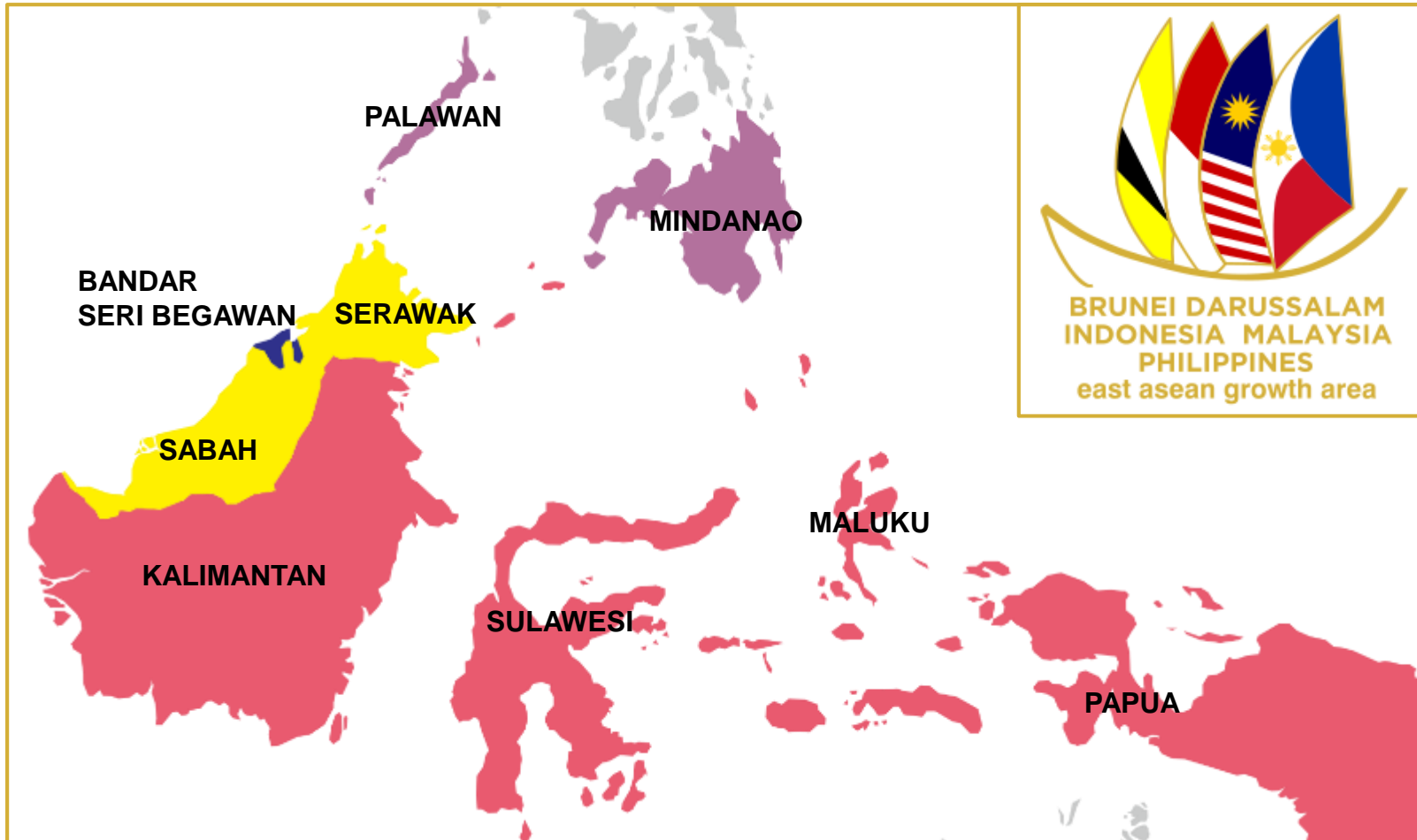
**WE WILL
SHINE
WITH YOU**

2. INDUSTRY HIGHLIGHTS

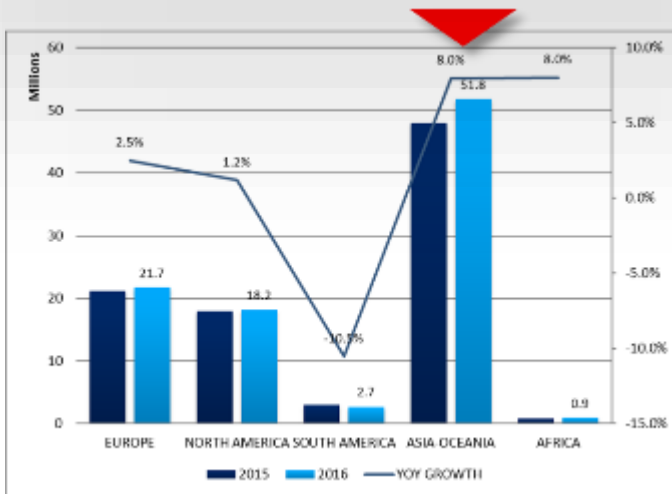
RoRo Freight: Prospects and Challenges
for the Philippines and the BIMP-EAGA

BIMP-EAGA

BIMP-EAGA covers the world's most resource-rich regions that includes the Heart of Borneo and Sulu-Sulawesi Marine Ecoregion



2.1 INDONESIA AUTOMOTIVE INDUSTRY



Asia-Oceania is the **dominant region** of automotive production, accounting for **52% of global production**.

THE WORLD'S CAR SALES 2017

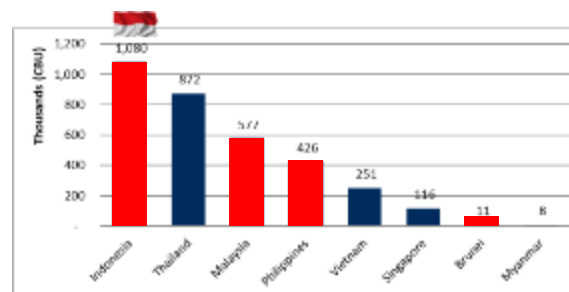
No	REGIONS/COUNTRIES	2017
1	CHINA	29,122,531
2	USA	17,583,842
3	JAPAN	5,238,888
4	INDIA	4,017,539
5	GERMANY	3,811,246
6	UNITED KINGDOM	2,955,182
7	FRANCE	2,604,942
8	BRAZIL	2,238,915
9	ITALY	2,190,403
10	CANADA	2,077,000
11	SOUTH KOREA	1,798,796
12	IRAN	1,718,565
13	RUSSIA	1,602,270
14	MEXICO	1,570,764
15	SPAIN	1,451,089
16	AUSTRALIA	1,188,677
17	INDONESIA	1,060,894
18	TURKEY	980,394
19	ARGENTINA	900,403
20	THAILAND	873,506

THE WORLD'S CAR PRODUCTION 2017

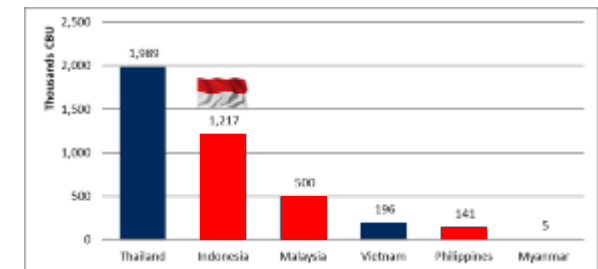
No	REGIONS/COUNTRIES	2017
1	CHINA	29,015,434
2	USA	11,189,985
3	JAPAN	9,693,746
4	GERMANY	5,645,581
5	INDIA	4,782,896
6	SOUTH KOREA	4,114,913
7	MEXICO	4,068,415
8	SPAIN	2,848,335
9	BRAZIL	2,699,672
10	FRANCE	2,227,000
11	CANADA	2,199,789
12	THAILAND	1,988,823
13	UNITED KINGDOM	1,749,385
14	TURKEY	1,695,731
15	RUSSIA	1,551,293
16	IRAN	1,515,396
17	CZECH REPUBLIC	1,419,993
18	INDONESIA	1,216,615
19	ITALY	1,142,210
20	SLOVAKIA	1,001,520



In terms of automobile **sales**, Indonesia is the **world's 17th largest** and the **the 1st largest in ASEAN**.

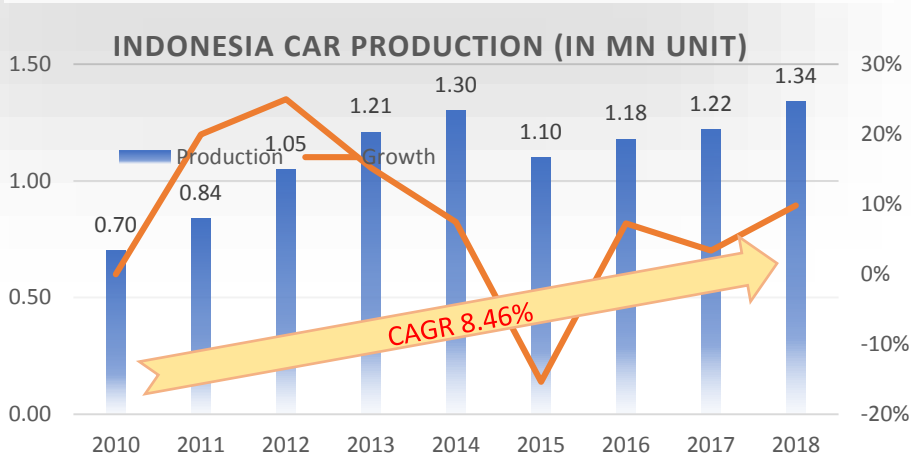


In terms of automobile **production**, Indonesia is the **world's 18th largest** and the **the 2nd largest in ASEAN**.



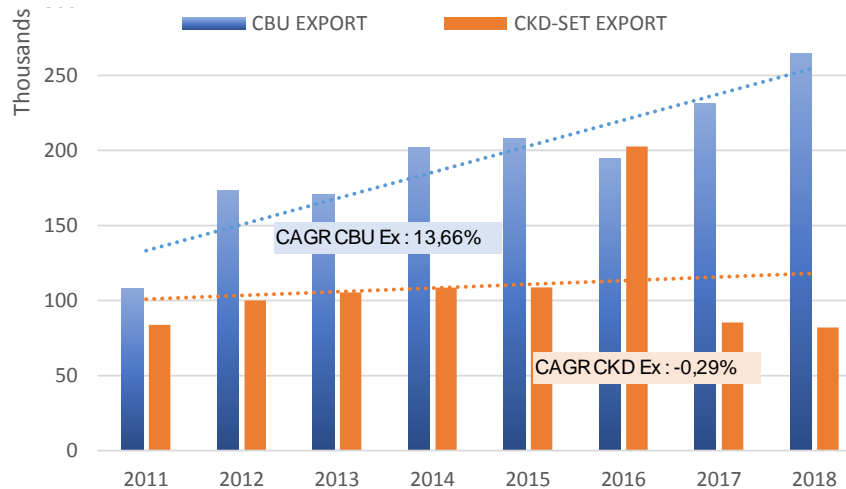
(Source: OICA, ASEAN Automotive Federation, Drewry)

...INDONESIA AUTOMOTIVE INDUSTRY

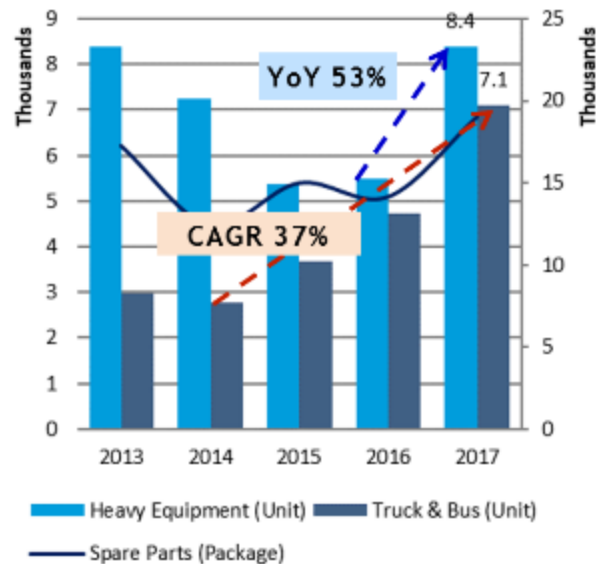


The Indonesian automobile production grew at a CAGR of 8.46% between 2010 and 2017.

(Source: Gaikindo, Drewry)



Indonesian automobile exports have grown from 2011 to 2018, achieving a CAGR of 8,83%. While CAGR of CBU car exports up to 13,66%.

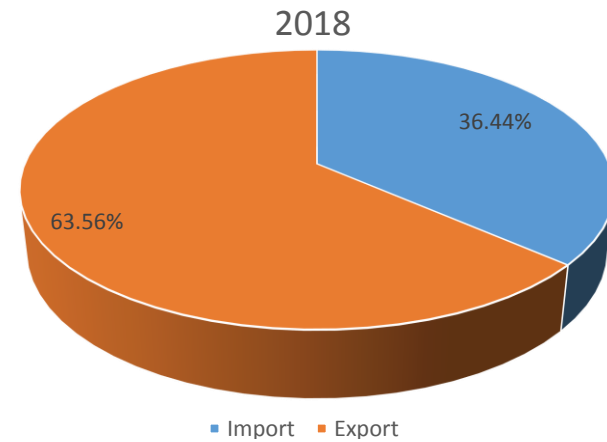
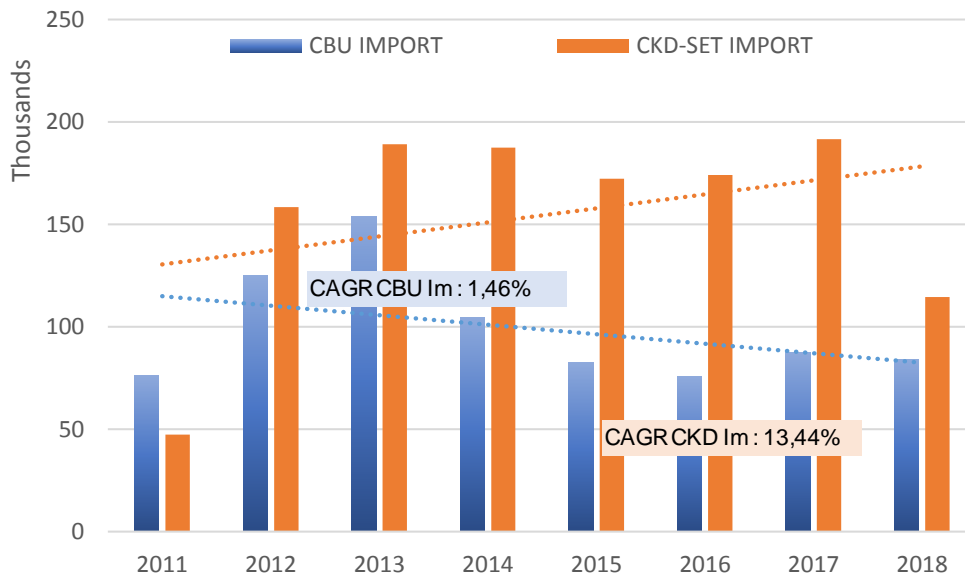
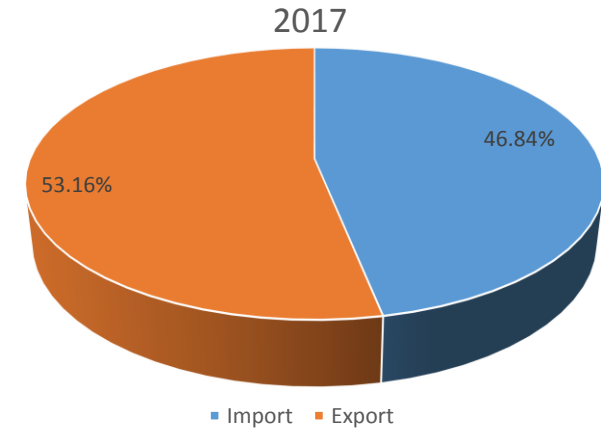
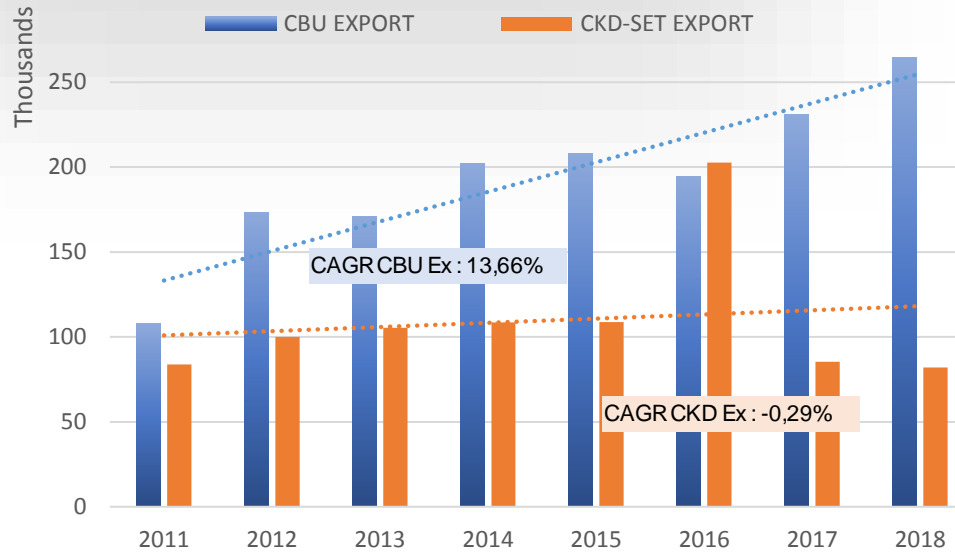


The positive performance in 2017 was also extended to heavy equipment (53% year-on-year growth), trucks and buses (51% year-on-year growth) and spare parts (35% year-on-year growth).

The trucks and buses segment had grown steadily from 2014, registering a CAGR of 37%.

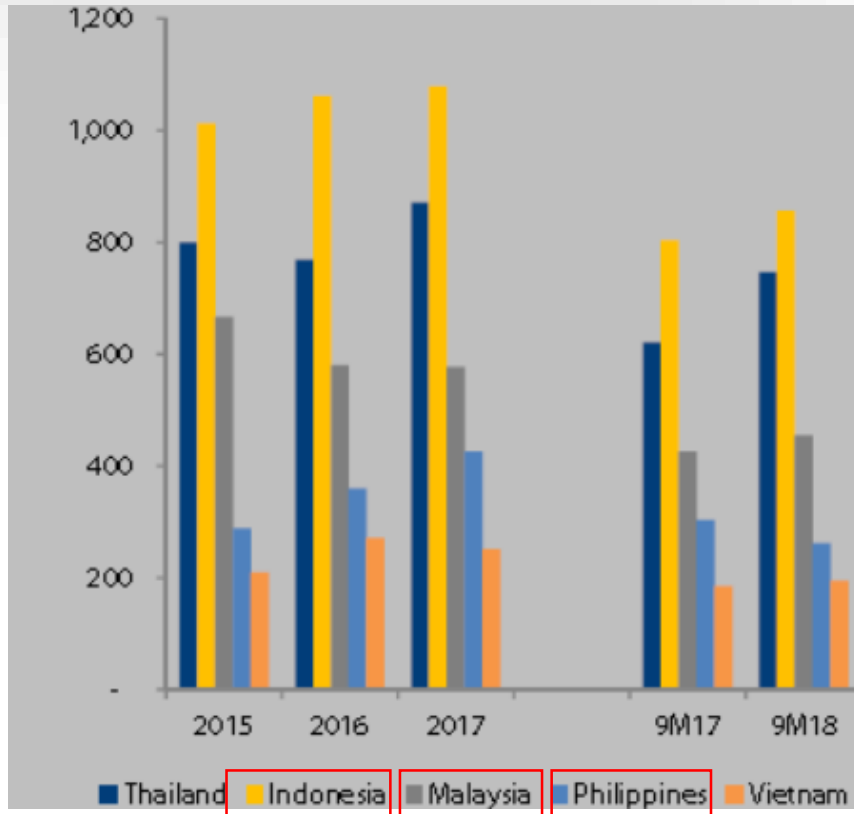
(Source: IPCC, Drewry)

...INDONESIA AUTOMOTIVE INDUSTRY

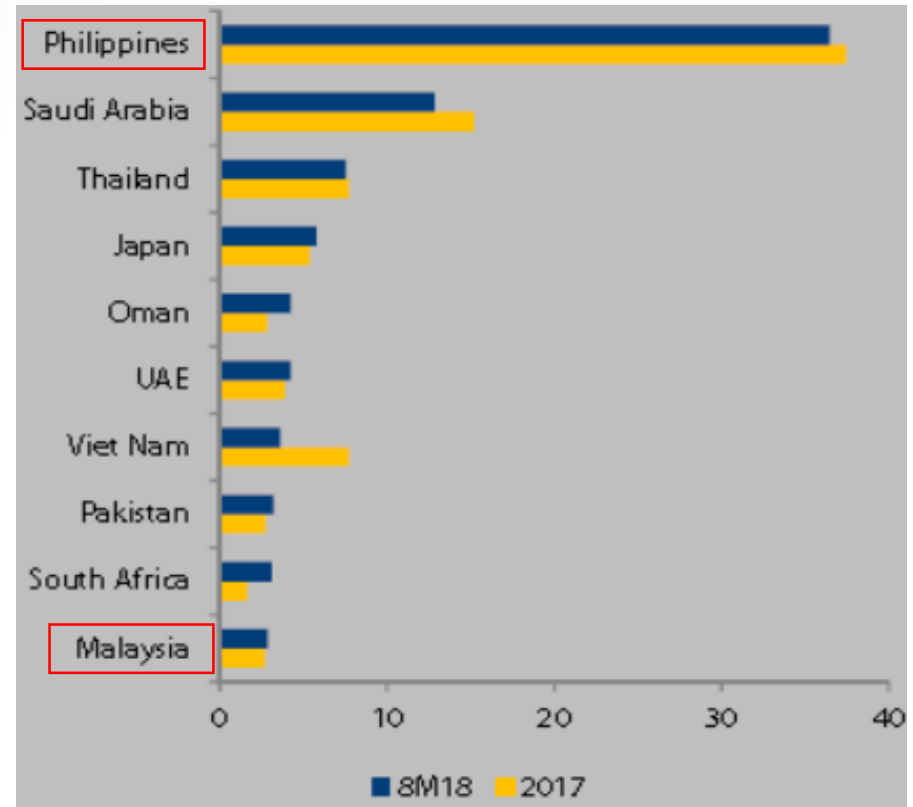


...INDONESIA AUTOMOTIVE INDUSTRY

Car Sales in ASEAN (in 000 Unit)



Indonesia Car Export Markets (%)



(Source: ASEAN Automotive Federation)

...INDONESIA AUTOMOTIVE INDUSTRY



World Rank	Asia Rank	Country	Production (mn units)								2017 Gr. (yoy)	CAGR2010-2017
			2010	2011	2012	2013	2014	2015	2016	2017		
		World	77.63	80.09	84.14	87.51	89.75	90.78	95.06	97.30	2.4%	3.3%
1	1	China	18.26	18.42	19.27	22.12	23.72	24.50	28.12	29.02	3.2%	6.8%
3	2	Japan	9.63	8.40	9.94	9.63	9.77	9.28	9.20	9.69	5.3%	0.1%
5	3	India	3.56	3.93	4.17	3.90	3.84	4.16	4.52	4.78	5.8%	4.3%
6	4	South Korea	4.27	4.66	4.56	4.52	4.52	4.56	4.23	4.11	-2.7%	-0.5%
12	5	Thailand	1.64	1.46	2.43	2.46	1.88	1.92	1.94	1.99	2.3%	2.8%
14	6	Turkey	1.09	1.19	1.07	1.13	1.17	1.36	1.49	1.70	14.1%	6.5%
15	7	Russia	1.40	1.99	2.23	2.18	1.89	1.38	1.30	1.55	19.0%	1.4%
16	8	Iran	1.60	1.65	1.00	0.74	1.09	0.98	1.16	1.52	30.1%	-0.8%
18	9	Indonesia	0.70	0.84	1.05	1.21	1.30	1.10	1.18	1.22	3.3%	8.2%
25	10	Malaysia	0.57	0.53	0.57	0.60	0.60	0.61	0.51	0.46	-10.4%	-3.0%
30	12	Vietnam	0.04	0.03	0.04	0.04	0.05	0.05	0.24	0.24	0.0%	27.9%

(Source: Organization Internationale des Constructeurs d'Automobiles (OICA), Mandiri Sekuritas)

Indonesia automotive sector is steadily improving in the last decade. Indonesia cars production in 2018 is estimated at 1.3 million units or back to its highest level in 2014. Rank wise, Indonesia is considered as top 20 car producer countries in the world (approximately ranked at 18th place). In Asia, Indonesia itself is the 9th biggest car producers after China, Japan, India, South Korea, Thailand, Turkey, Russia and Iran.

...INDONESIA AUTOMOTIVE INDUSTRY



Country	Export Value (USD bn)								2017 Gr. (yoy)	CAGR 2010-2017
	2010	2011	2012	2013	2014	2015	2016	2017		
World	662.1	766.5	790.8	817.8	851.3	808.0	832.0	896.5	7.8%	4.4%
China	5.72	9.15	11.42	10.79	11.52	10.12	9.91	12.67	27.9%	12.0%
Japan	103.41	101.52	113.39	104.98	102.11	98.58	103.35	104.61	1.2%	0.2%
India	5.52	4.73	5.80	6.46	6.72	6.43	7.35	7.81	6.2%	5.1%
South Korea	34.91	44.67	46.44	47.83	47.91	44.67	39.86	41.37	3.8%	2.5%
Thailand	12.89	11.67	16.24	17.24	16.91	17.58	18.12	18.20	0.5%	5.1%
Turkey	10.39	11.49	10.48	11.81	12.51	12.35	14.44	18.25	26.4%	8.4%
Russia	0.52	0.86	1.60	2.19	2.07	1.60	1.49	1.74	16.6%	18.8%
Iran	0.40	0.15	0.33	0.08	0.11	0.02	0.04	0.02	-48.1%	-34.4%
Indonesia	1.10	1.53	2.49	2.40	2.92	2.66	2.74	3.26	18.9%	16.8%
Malaysia	0.26	0.23	0.30	0.36	0.37	0.30	0.35	0.40	15.9%	6.2%
Vietnam	0.00	0.01	0.02	0.00	0.01	0.00	0.01	0.00	-45.7%	12.3%

(Source: Organization Internationale des Construction d'Automobiles (OICA), Mandiri Sekuritas)

Vast domestic market alongside with growing export market, makes Indonesia viable for manufacturing base for some car brands, especially Japan's brands. Daihatsu has the biggest capacity currently at 530 thousand units, followed by Toyota and Suzuki both at 320 thousand units. In total, there are at least 16 car brands that already have manufacturing base in Indonesia with total capacity reaching 2.2 million units. With production rate at only 1.3 million, leaving around 0.9 million idle capacity. This idle capacity can be focused to serve more export markets.

...INDONESIA AUTOMOTIVE INDUSTRY



Car Production Growth in Indonesia (in Unit)			
Merk	2018	2017	Δ (%)
Toyota	531,573	552,487	-3.79%
Daihatsu	201,387	184,506	9.15%
Mitsubishi Motors	164,107	61,721	165.89%
Honda	156,592	181,497	-13.72%
Suzuki	124,194	116,393	6.70%
Mitsubishi Fuso	53,680	40,404	32.86%
Hino	43,599	31,665	37.69%
Isuzu	26,051	17,657	47.54%
Wuling	16,146	6,149	162.58%
Datsun	11,840	8,894	33.12%
Hyundai (Pc)	3,520	508	592.91%
Nissan	3,468	11,557	-69.99%
BMW	3,127	2,302	35.84%
DFSK	2,031	160	1169.38%
Ud Truck	1,968	1,510	30.33%
Renault	177	127	39.37%
MINI	170	0	0.00%
Faw	84	0	0.00%
TOTAL	1,343,714.00	1,217,537.00	10.36%

The production of Indonesian motorized vehicles throughout 2018 has grown significantly, driven by demand in the domestic and export markets. New players such as Wuling and DFSK Sokoindo also recorded significant production increases to catch up the Indonesia market and anticipate the increase of demand.

Based on GAIKINDO data, last year's car production increased 10.36% to 1.34 million units in line with the growth of wholesales in the domestic market at 6.9% to 1.51 million and exports which soared compared than before.

(Source: Gaikindo, Bisnis Indonesia)

2.2 INTERNATIONAL CAR TERMINALS



Based on throughput, IPCC is currently the 3rd largest car terminal in ASEAN behind Asia Automobile Terminal Singapore Pte. Ltd. and Namyong (Laem Chabang)

(Source: PwC)

No Negara	Nama Pelabuhan	Operator Terminal Kendaraan	Throughput Kendaraan	
1	Belgia	Zeebrugge	C.Ro, ICC, Toyota, WWL, PSA Zeebrugge	2,776,113
2	Jerman	Bremerhaven	BLG Automobile Logistics	2,088,000
3	Cina	Port of Shanghai	Shanghai Haifeng International Automotive Terminal Co., Ltd.	1,522,000
4	Korea Selatan	Hyongtaek-Dangin Pt	WWL, Lukor	1,506,790
5	Jerman	Frieden	Autoport Frieden, EVAG	1,336,700
6	Jepang	Nagoya Port	Sebuah perusahaan manufaktur mobil	1,300,000
7	Arab Saudi	Jeddah Islamic Port	United National Marine Projects Co. Ltd	1,122,569
8	UK	Grimsby	C.Ro, BGA, DFDS, GBA, Gefco	1,080,000
9	Singapore	Port of Singapore	Pasir Panjang Automobile Terminal	1,020,000
10	Thailand	Laem Chabang (A5)	Namyong	990,000
11	Belgia	Antwerp	ICC, Grimaldi Antwerp Euro Terminal, Sallium Terminals	862,118
12	UK	Southampton	Associated British Ports	801,000
13	Cina	Port of Tianjin	Tianjin Port Ro-Ro Terminal Co., Ltd, Tianjin Global Ro-Ro Terminal Co., Ltd	768,000
14	Spanyol	Barcelona	Autoterminal, Sotram	778,108
15	Spanyol	Valencia	Ford, Valencia Terminal Europa	774,174
16	Meksiko	Veracruz	CPV, SSA Mexico	770,729
17	Slovenia	Koper	Luka Koper	749,384
18	Amerika	Baltimore	Amports, Ports America, WWL USA, Ceres	731,750
19	UK	Bristol	BGA, GBA, Gefco, Groupe Cat	719,000
20	Amerika	Jacksonville	Amports, Southeast Toyota, WWL	662,285
21	Belanda	Vlissingen	Cobelfret, Verbrugge Terminals	646,230
22	UK	London	Forth Ports	637,119
23	Amerika	Brunswick	Atlanta Vehicle Processors, WIP, WWL USA, Amports, Mercedes Benz, BMW	621,113
24	Italia	Livorno	Livorno Terminal Marittimo	586,677
25	UK	Tyne	Port of Tyne	583,543
26	Arab Saudi	King Abdulaziz Port Doha		576,491
27	Indonesia	Tanjung Priok	IPCC	520,863
28	Amerika	New York	AMS, Toyota Logistics Services, BMW	505,151
29	Uni Emirat Arab	Jebel Ali	DP World	500,000
30	Spanyol	Santander	n/a	490,063
31	Cina	Port of Guangzhou	Guangzhou Nansha Port Automotive Terminal Co., Ltd	489,000
32	Afrika Selatan	Durban Ro-Ro Terminals	Transnet Port Terminals	480,000
33	Jerman	Cuxhaven	BLG Logistics	476,495
34	Cina	Port of Dalian	Dalian Automobile Terminal Co., Ltd	454,000
35	Spanyol	Vigo	n/a	451,771
36	Argentina	Zarate	n/a	450,000
37	Belanda	Rotterdam	n/a	437,500
38	Italia	Salerno	n/a	400,953
39	Kanada	Vancouver	WWL USA	383,290
40	Amerika	San Diego	Pasha Automotive Services	380,954



IPCC is the 27th largest car terminal in the world based on throughput, above New York, Rotterdam and Vancouver.

(Source: PwC)



**WE WILL
SHINE
WITH YOU**

3. COMPANY HIGHLIGHTS

RoRo Freight: Prospects and Challenges
for the Philippines and the BIMP-EAGA

3.1 IPCC AT A GLANCE

“DEDICATED TERMINAL”

A terminal reserved for just one similar type of commodity
(in this case: Cars, Heavy Equipments, Trucks, Buses, Spareparts)

Dedicated terminal is beneficiary for **safety** and **smoothness** of the cargo:

- No contamination
- Faster loading & unloading
- Yard & storage availability
- Customs facility

IPCC is the only **“Dedicated Car Terminal”** in Indonesia.



Customer Centric, Integrity, Nationalism, Team Work, Action

IPCC AT A GLANCE



2012

Car terminal division was spun off as a Subsidiary. December 1st 2012 subsidiary (99% is owned by IPC, 1 % is owned by PT Multi Terminal Indonesia). Land area total became 16.9 ha, with a capacity of 400,000 vehicles per year.



2006

GOI instructed IPC to develop dedicated terminal to handle vehicles (cars, heavy equipments, trucks, buses and spareparts) in Tanjung Priok.



2018

On July 9, 2018 became a public company listed on the Indonesia Stock exchange (IDX). Total land area of 34,5 ha with a capacity of 780,000 vehicles a year.



2007

Completed construction of Tanjung Priok Car Terminal. Start Operations as a Division/ Strategic Business Unit (SBU) of PT Pelabuhan Indonesia II (Persero). Total area of 7.38 ha with a capacity of 200,000 vehicles a year

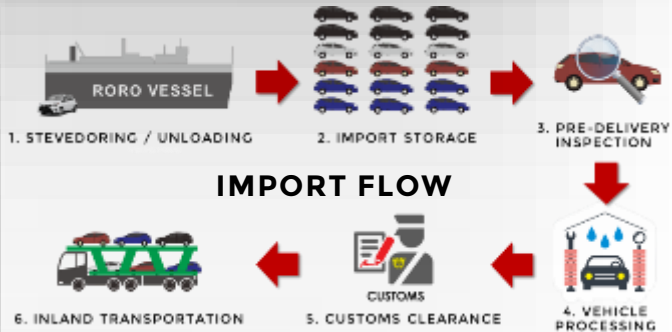


...IPCC AT A GLANCE

Key milestones of Car terminal transformation from a division of IPC became a public company.

...IPCC AT A GLANCE

Line of Business:
Integrated World-Class Car Terminal



1. TERMINAL HANDLING
Terminal Cargo Handling for
Automotive, Heavy Equipments
& Spareparts



2. VALUE ADDED SERVICES
Vehicle Processing Service (VPC)
Equipment Processing Service (EPC)
Road Freight Services.
Port Stock.

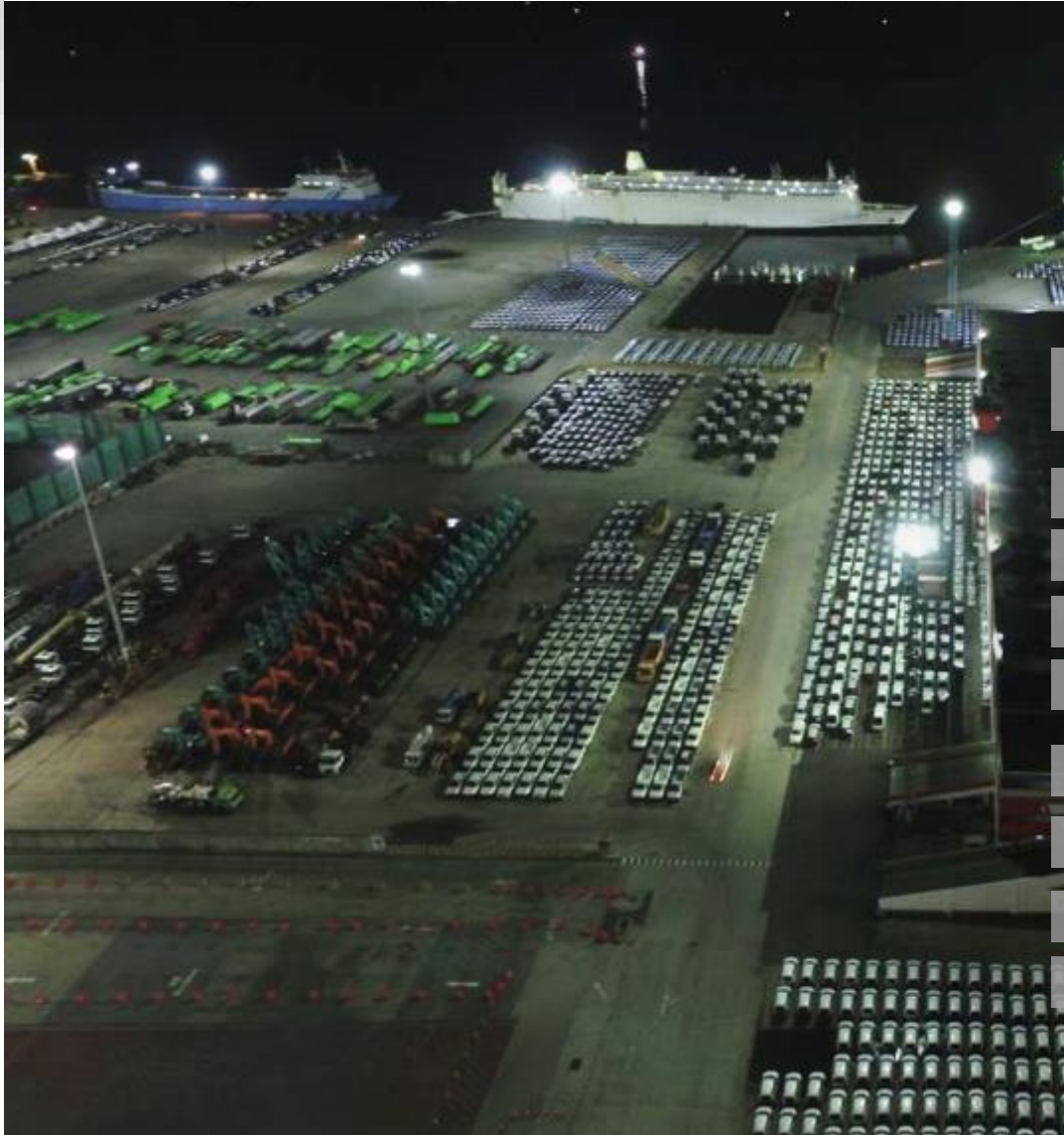


3. SEA TOLL SERVICES
Cargo carried by Trucks (supporting
Government Sea Toll Program).



3.2 FACILITIES

Key Facilities (Until the end of 2018)



DESCRIPTION	INTERNATIONAL TERMINAL	DOMESTIC TERMINAL
Berth I Length	88 m'	148 m'
Berth I Depth	- 8 m LWS	- 8 m LWS
Berth II Length	220 m	304 m
Berth II Depth	-12 m LWS	-12 m LWS
Storage Area	23.3 Ha	7.7 Ha
Total Area	34.5 ha	
Capacity per-year	450,000 units	330,000 units
Total Capacity	780,000 units/Y	

...FACILITIES

Supporting Facilities



YARD, BERTH & RESOURCE PLANNING SYSTEM



AUTOGATE SYSTEM



LOADING/ UNLOADING AREA CAR CARRIER



INTEGRATED INSPECTION FACILITY



VIN & BARCODE SCANNING



TAXI CARS



DASHBOARD INFORMATION



CONTROL TOWER



SIMULATOR ROOM



CUSTOMER SERVICE CENTER BUILDING

3.3 CERTIFICATIONS & AWARDS



- **Prima Utama (Excellent Service) for Public Service in Transportation Sector**, Ministry of Transportation, 2014
- **Prima Utama (Excellent Service) for Public Service in Transportation Sector**, Ministry of Transportation, 2016
- **The Best Subsidiary Company of BUMN in Marketing Award 2016**
- **The Best CEO Marketing Leadership** BUMN Award 2016
- **The Best Subsidiary**, IPC Forum Manajemen 2017
- **The Best Innovation Subsidiary of IPC**, Anniversary IPC 25th Talkshow 2017 & Appreciation Night
- **The Best Customer Satisfaction Index**, 2017 of IPC Subsidiary IPC Annual Meeting 2018
- **The Best In Indonesia Business and Company Award**, World Achievement Association, 2018.
- **The Best Trusted Car Terminal Company & Service Excellent of The Year 2017**, Indonesia Development Achievement Foundation (IDAF) dan Venna Event Management
- **The 1st Best 5 of Sales & Marketing Director** – Sector : Subsidiary of BUMN Company, 1st Indonesia Sales and Marketing Award, Economic Review
- **The Best Sales & Marketing** in Sector : Subsidiary Of BUMN Company, 1st Indonesia Sales And Marketing Award, Economic Review
- **Gold Winner Brand Strategy of Corporate Branding** – Subsidiary of SOE's Companies, 5th BUMN Branding & Marketing Award, BUMN Track, 2017
- **Gold Winner Brand Communication of Corporate Branding** – Subsidiary of SOE's Companies, 5th BUMN Branding & Marketing Award, BUMN Track, 2017
- **The Best CMO Creative Branding & Marketing Initiative** – Subsidiary of SOE's Companies, 5th BUMN Branding & Marketing Award, BUMN Track, 2017
- **The Best Branding** – Subsidiary of SOE's Companies, BUMN Track, 2017
- **The Most Indonesia Innovative & Inspirative Leader of the Year 2018**, 2nd Indonesia Sales and Marketing Award, Economic Review, 2018
- **The Best Indonesia Sales & Marketing Award**, 2nd Indonesia Sales and Marketing Award, Economic Review, 2018
- **The 2nd Best Indonesia Legal Award**, 1st Indonesia Legal Award, Economic Review, 2018
- **Gold Winner of The Best Indonesia Unite Category**, Subsidiary of SOE's Companies, Mental Revolution Award, BUMN Track, 2018
- **The Best Leader of The Work Ethics Category**, Subsidiary of SOE's Companies, Mental Revolution Award, BUMN Track, 2018



ISO 9001:2015
Quality
Management
Systems

ISO 14001:2015
Environmental
Management
Systems

**OHSAS
18001:2007**
Occupational
Health And
Safety
Management
Systems

ISPS CODE

CERTIFICATIONS & AWARDS



- **Platinum Winner of Human Capital Management System**, Subsidiary of SOE's Companies, Economic Review, Indonesia Human Capital Award IV, 2018
- **The Best of Human Capital Management System Sector Port Industry**, Subsidiary of SOE's Companies, Economic Review, Indonesia Human Capital Award IV, 2018
- **The 2nd Best of Enterprise Risk Management (ERM) Implementation**, Subsidiary of SOE's Companies, Economic Review, Enterprise Risk Management Award II, 2018
- **The 2nd Best of CSR Program**, Category of SOE and Subsidiary of SOE, Anugerah BUMN, BUMN Track, 2018
- **Prima Utama (Excellent Service) for Public Service in Transportation Sector**, Ministry of Transportation, 2018
- **Top Leader CSR Commitment 2018**, Top CSR 2018, Indonesia CSR Society
- **Top CSR Improvement 2018**, TOP CSR, 2018, Indonesia CSR Society
- **The Best Marketing Performance, service sector BUMN corporate, Transportation, Logistics & Energy**, BUMN Branding & Marketing Award 2018
- **The Best Brand Strategy, service sector BUMN corporate, Transportation, Logistics & Energy**, BUMN Branding & Marketing Award 2018
- **The Best Communicators 2018**, Category: BUMN Subsidiary CEO, PR Indonesia Best Communicators 2018
- **The 1st Most Implemented Corporate Culture at IPC Group, 2018**
- **The Best Indonesia Leaders 2018-2019**, Category: Public Company SOE's Subsidiary - Toll Road, Airport, Harbor And Allied Products, Economic Review
- **Ro-Ro Port /Terminal of the Year 2019**, The Global Ports Forum 2019 Awards, Dubai, United Arab Emirates 2019
- **The Most Favorite Culture Transformation Video at IPC Group 2019**, Millennial Forum I'M CINTA, 2019 - IPC Group
- **Silver Winner. The Best of State Own Enterprise InMA 2019**. LimouZine. Internal bulletin of IPC Car Terminal



SUMMARY OF GCG ASSESSMENT FROM GCG CONSULTANT*

2017
89,29**



2018
93,00**

Very Good

Very Good



* MUC Consulting Group, Member of MSI Global Alliance

Scale:

≤ 50	Worse	75 < n ≤ 85	Not Good
50 < n ≤ 60	Not Good	≥ 85	Very Good
60 < n ≤ 75	Not Good		

ACHIEVEMENT OF CUSTOMER SATISFACTION

SUMMARY

THE RESULT OF CUSTOMER LOYALTY & SATISFACTION SURVEY PT INDONESIA KENDARAAN TERMINAL TBK. 2018

- The result of PT IKT Tbk's customer satisfaction in 2017 at index level 4,48 (The highest in IPC Group)
- While in RKAP 2018 is equal to 4,50



Summary Topline Findings

THE RESULT OF CUSTOMER LOYALTY & SATISFACTION SURVEY PT INDONESIA KENDARAAN TERMINAL TBK. 2018



CERTIFICATIONS & AWARDS



Nomor : 130/RE/MUR/XII/2018
Perihal : Hasil Survei Kepuasan Vendor
PT Indonesia Kendaraan Terminal, Tbk Tahun 2018

Kepada Yth
Bapak Chiepy Adi K,
Direktur Utama PT Indonesia Kendaraan Terminal, Tbk,
Di Tempat

Dengan hormat,
Sehubungan dengan telah dilaksanakannya kegiatan Survei Kepuasan Vendor PT Indonesia Kendaraan Terminal, Tbk Tahun 2018, maka kami sampaikan hasil pencapaian Indeks Kepuasan Vendor PT Indonesia Kendaraan Terminal, Tbk Tahun 2018 yaitu sebesar **4,34** (empat koma tiga puluh empat) dengan **Kategori Sangat Puas**.

Demikian hasil Survei Kepuasan dan Engagement Vendor PT Indonesia Kendaraan Terminal, Tbk Tahun 2018 ini kami sampaikan atas perhatiannya diucapkan terima kasih.

Jakarta, 31 Desember 2018
Hormat kami,



Risetindo

M.A Saibawati
Research Director

VENDOR SATISFACTION INDEX

4,34

→ **VERY SATISFIED**



EMPLOYEE SATISFACTION INDEX 2018



➤ Employee satisfaction index : 4.26 (Scale 5)

- Policy and working environment 4.34
- Leadership 4.38
- Remuneration & working balance 4.56
- Achievement, career, & development 4.14
- Collaboration 4.33
- People development 4.17
- Job & position 3.93

➤ Employee Engagement Index : 4.41





**WE WILL
SHINE
WITH YOU**

4. KEY INVESTMENT HIGHLIGHTS

RoRo Freight: Prospects and Challenges
for the Philippines and the BIMP-EAGA

KEY INVESTMENT HIGHLIGHTS



**THE ONLY DEDICATED CAR TERMINAL
IN THE WORLD'S 4TH MOST POPULOUS COUNTRY**
STRONG SUPPORT & COMMITMENT FROM SHAREHOLDER (IPC)

1

CAPTIVE 100% MARKET
NATIONAL AUTOMOTIVE
EXPORTS & IMPORTS

**HIGHLY EXPERIENCED
MANAGEMENT TEAM**
84 YEARS OF COMBINED
EXPERIENCE

2

**HIGH MARGIN
BUSINESS**
SUPERIOR FINANCIAL
PERFORMANCE

7

3

**SECURED LAND
CONCESSION
& WELL PLANNED
EXPANSION**

300% AREA IN THE NEXT 5Y

6

FAST-GROWING MARKETS
DOUBLE DIGITS
HISTORICAL GROWTH

5

4

SOLID CLIENT BASE
HIGHLY REPUTATED AUTOMOTIVE
AND SHIPPING COMPANIES



KEY INVESTMENT HIGHLIGHTS

**4.1 THE ONLY DEDICATED CAR TERMINAL IN THE
WORLD'S 4TH MOST POPULOUS COUNTRY**

Backed Up By The Largest Port Operator in Indonesia



**THE LARGEST
AUTOMOBILE SALES
IN ASEAN**

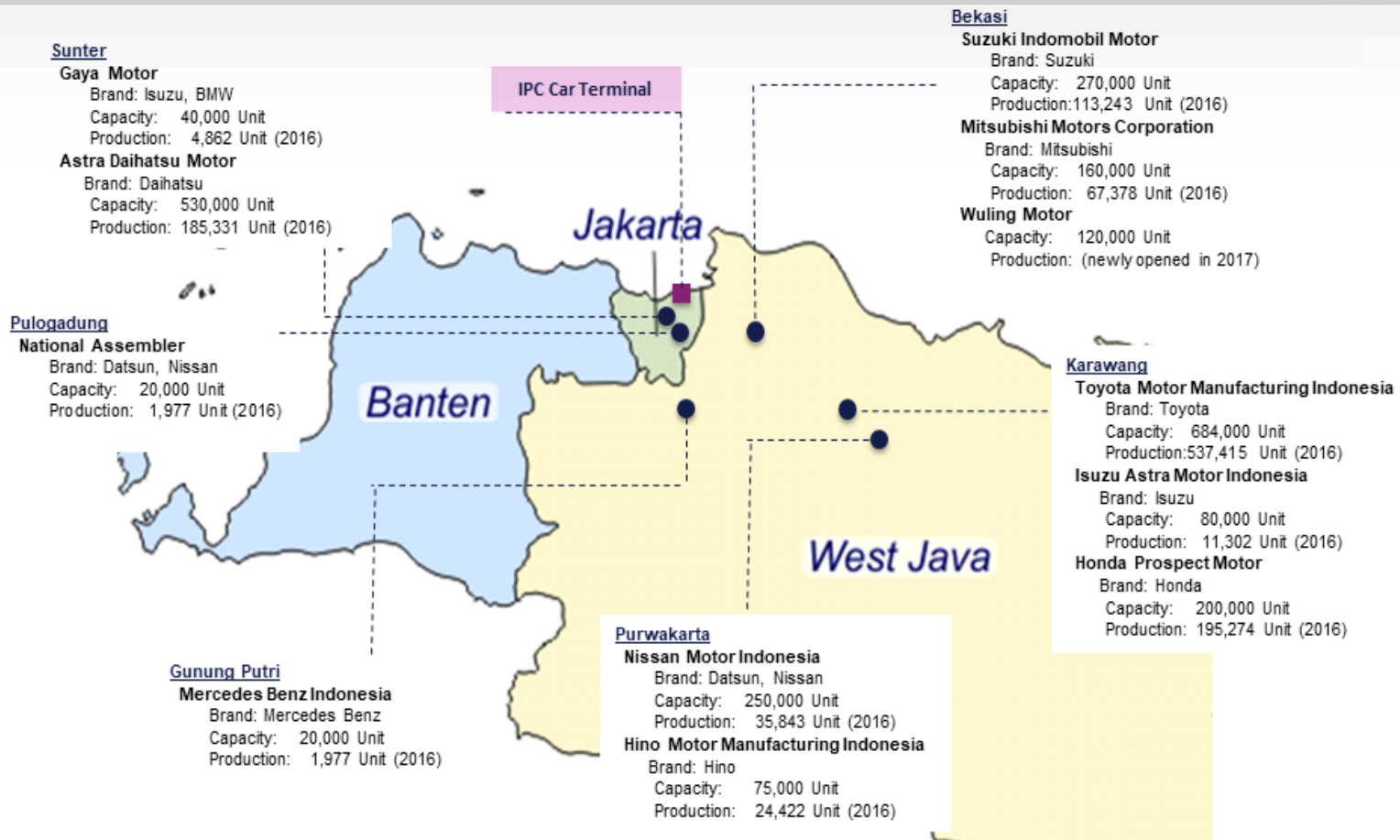
**#17 WORLD'S LARGEST
AUTOMOBILE SALES**

4.2 CAPTIVE 100% MARKET: ALL NATIONAL EXPORTS & IMPORTS

Strategic Location Near All Automotive Manufactures in Indonesia



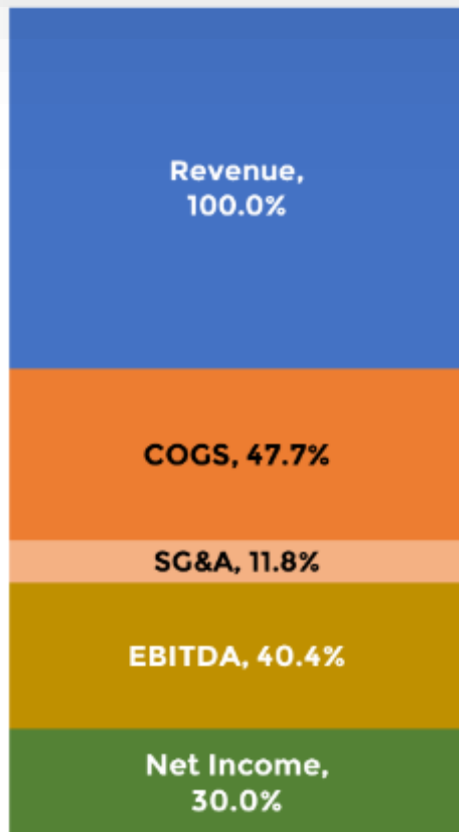
*"The automobile terminal market is characterised by **concentrated oligopolies or monopolies.**"*
- Drewry, Independent Maritime Advisors



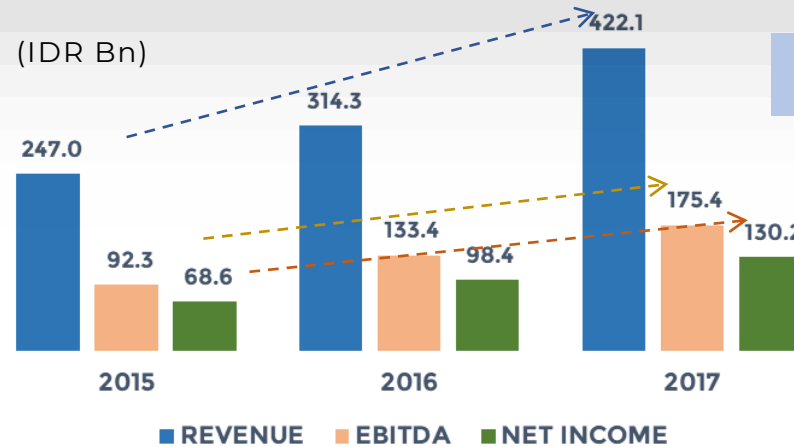
4.3 HIGH MARGIN BUSINESS

Superior Financial Performance

Profitability (avg. Last 3Y)



Income Statement (Last 3Y)

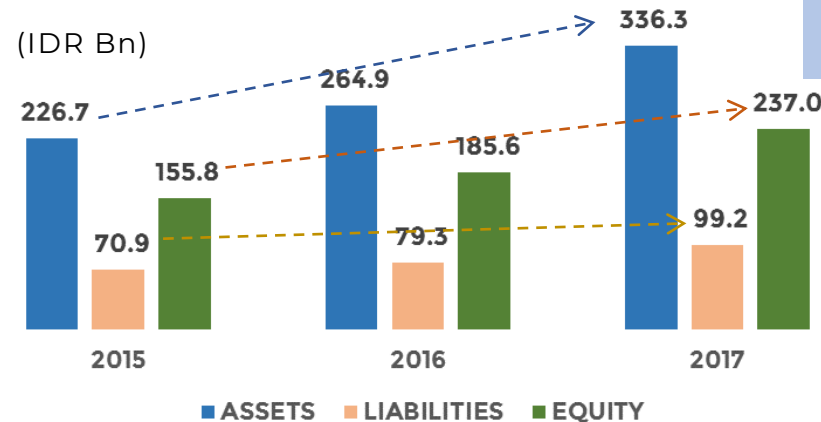


Revenue CAGR 30.7%

EBITDA CAGR 37.9%

Net Income CAGR 37.8%

Balance Sheet (Last 3Y)



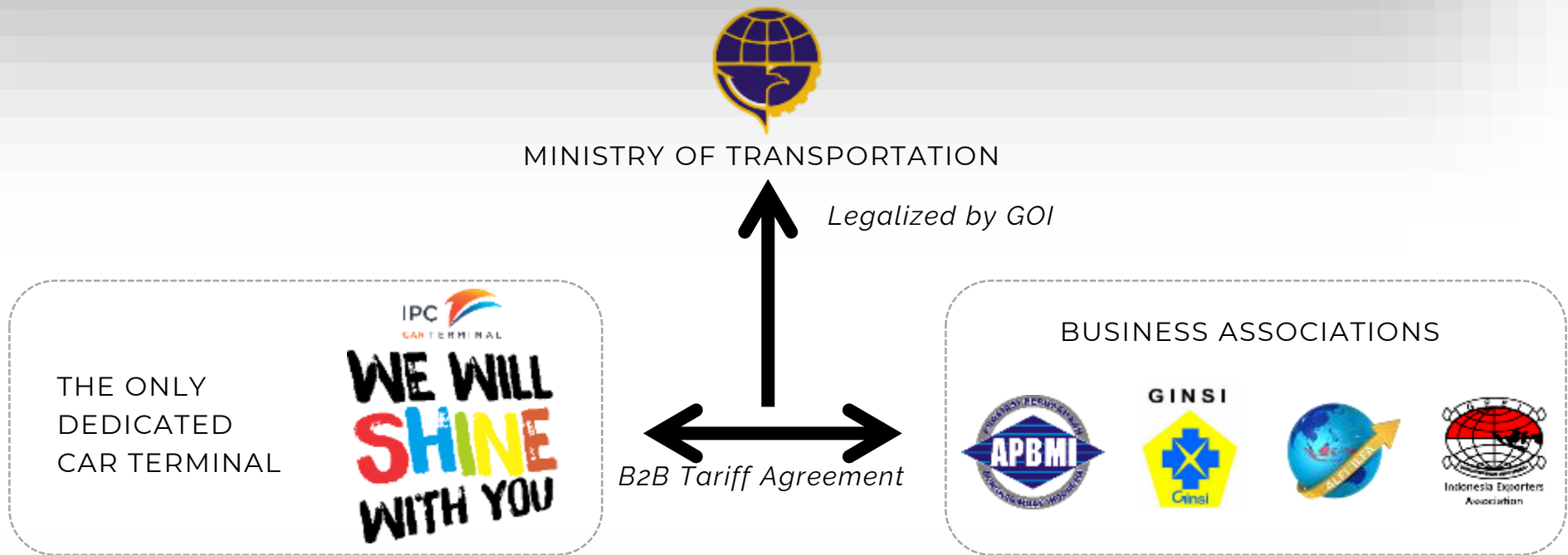
Assets CAGR 21.8%

Equity CAGR 23.4%

Liabilities CAGR 18.3%

...HIGH MARGIN BUSINESS

Tariff Policy: B2B, Legalized by the Government, Increase every 2Y



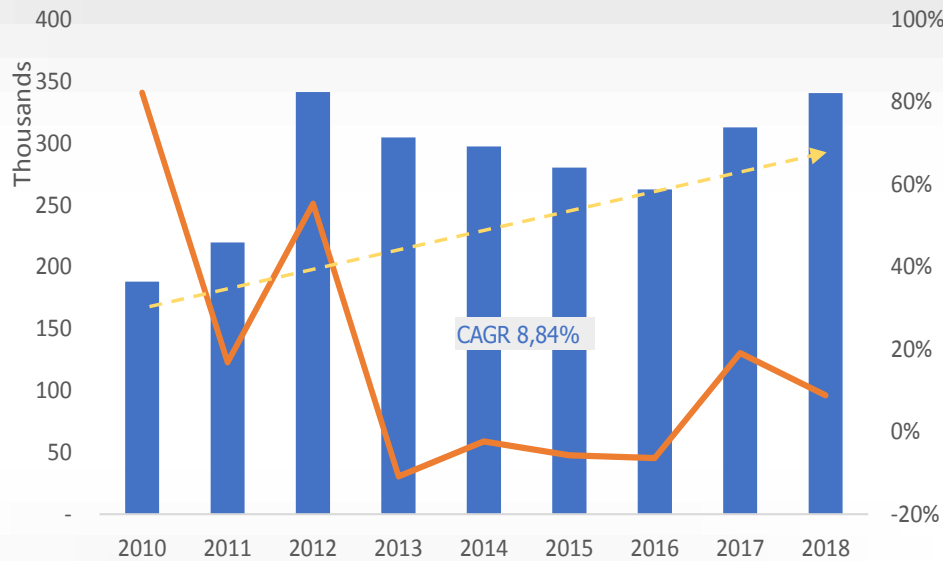
- Car Terminal tariffs are **B2B settlement** set up by IPCC and related Business Associations, **legalized by the Government of Indonesia** c.q. Ministry of Transportation c.q. Directorate General of Sea Transportation. The tariffs **can be adjusted every 2 years**.
- Based on **Customer Satisfaction Survey 2017** held by **the Government (BPKP)**, the tariffs are considered to be **"reasonable"**.

4.4 FAST-GROWING MARKETS

Enormous Historical Growth

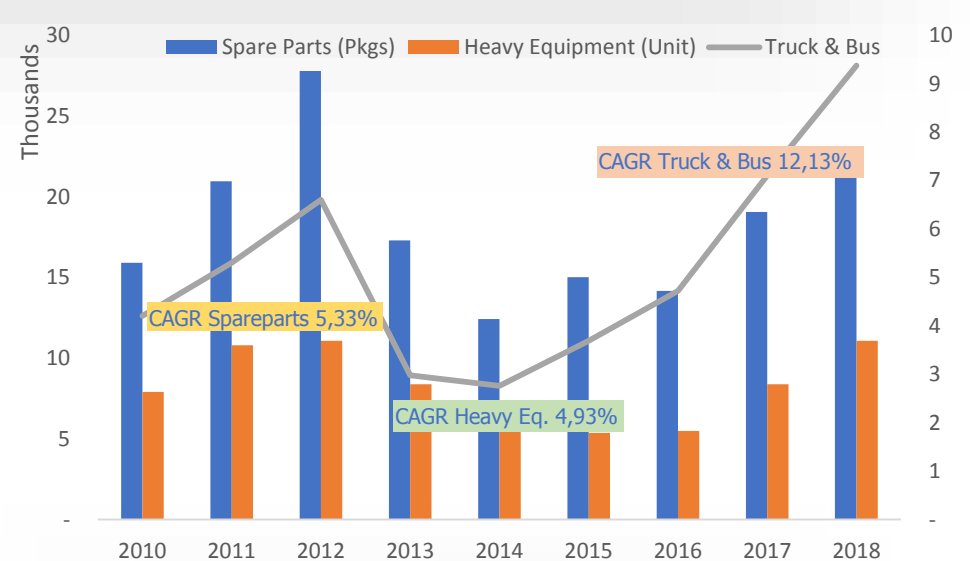


Indonesia Automobile Ex-Im (2010-2018)



Total Automobile Ex-Im CAGR 2010-2018 is 8.84%

IPCC Heavy Equipments, Trucks, Buses & Spareparts

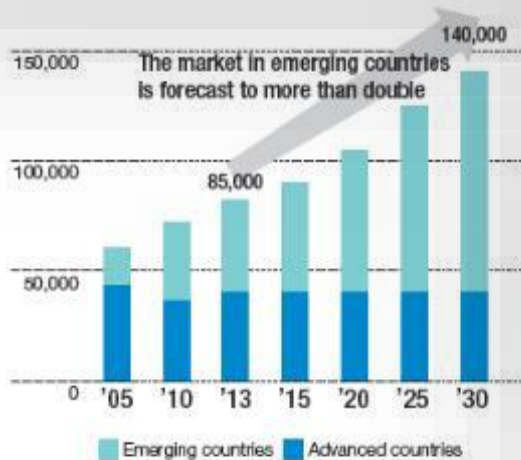


Heavy equipment & Truck & Bus throughput increased sharply due to **recovery of mining industry**, as well as national **infrastructure development**.

...FAST-GROWING MARKETS

Future Growth

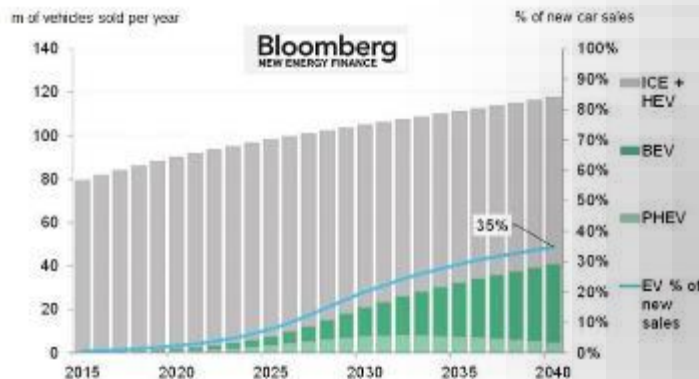
Global Vehicle Sales Trend and Forecast
(Thousand units)



Source: Data from various statistics compiled by SC-ABeam Automotive Consulting. Data from 2015 onward are forecasts.

VEHICLE SALES IN EMERGING COUNTRIES

Global vehicle sales are projected to rise from around **85 million vehicles in 2013** to roughly **140 million in 2030**, driven by **growing demand in emerging countries**. At the same time, the center of the **automobile market** is poised to **shift from advanced countries to emerging countries**, which will account for an estimated **70% of global sales**.



ELECTRIC VEHICLES TO BE 35% OF GLOBAL NEW CAR SALES BY 2040

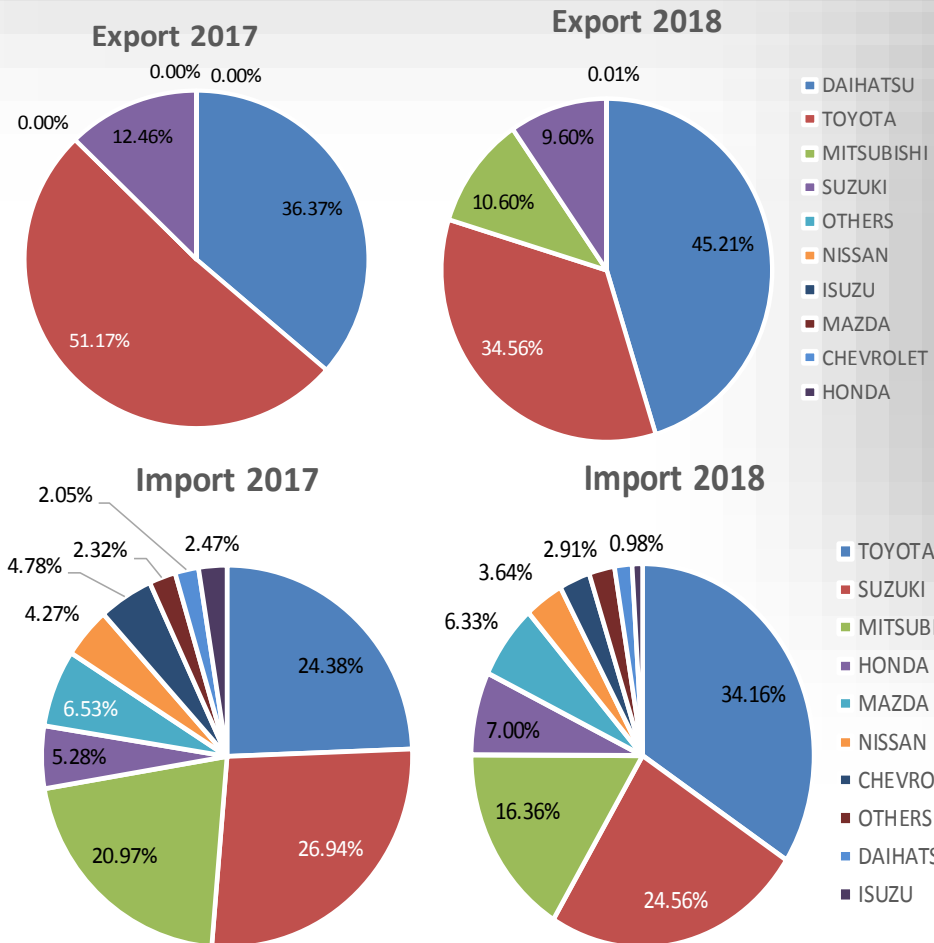
The study, published today, forecasts that sales of electric vehicles will hit **41 million by 2040**, representing **35%** of new light duty vehicle sales. This would be almost 90 times the equivalent figure for 2015, when EV sales are estimated to have been 462,000, some **60% up** on 2014.

4.5 SOLID CLIENT BASE

Highly Reputed Automotive and Shipping Companies



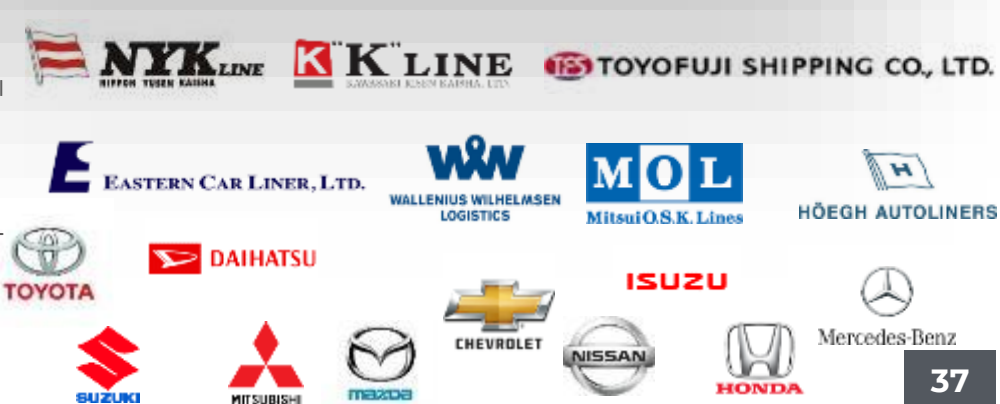
AUTOMOBILE MARKET SHARE



INTERNATIONAL CAR CARRIERS

7 major international PCTC operators currently call on Indonesia, of which 5 are among the top 10 PCTC operators in the world. These players are as follow:

- ✓ NYK
- ✓ K-Line
- ✓ Toyofuji
- ✓ Eastern Car Liner (ECL)
- ✓ WWL
- ✓ MOL Car Carriers
- ✓ Hoegh Autoliners



4.6 SECURED LAND CONCESSION & WELL PLANNED EXPANSION

627 ha Area in Tanjung Priok Belongs to IPC, Secured by The Port Act



PORT CONCESSION WITHOUT EXPIRATION

IPC has been granted port concession by the Shipping Act. Currently, IPC concession area in Indonesia is **2,806 ha**, of which **627 ha** is in Tanjung Priok.

According to **the Act**, port concession that have been granted to IPC has **no expiration**.



...SECURED LAND CONCESSION & WELL PLANNED EXPANSION

Strong Support from IPC: 300% Area Expansion for IPCC in the next 5Y, within IPC territory in Port of Tanjung Priok

NO	YARD	2019		2022
		2018	2019	
1	TOTAL YARD	31 HA	34.5 HA	89.5 HA
2	CAPACITY	700 K	780 K	2.100 K



FUTURE WORLD'S 5TH LARGEST CAR TERMINAL

1. GERMANY (BREMERHAVEN, 240 HA)

2. BELGIUM (ZEEBRUGGE, 159 HA)

3. BELGIUM (ANTWERP, 125 HA)

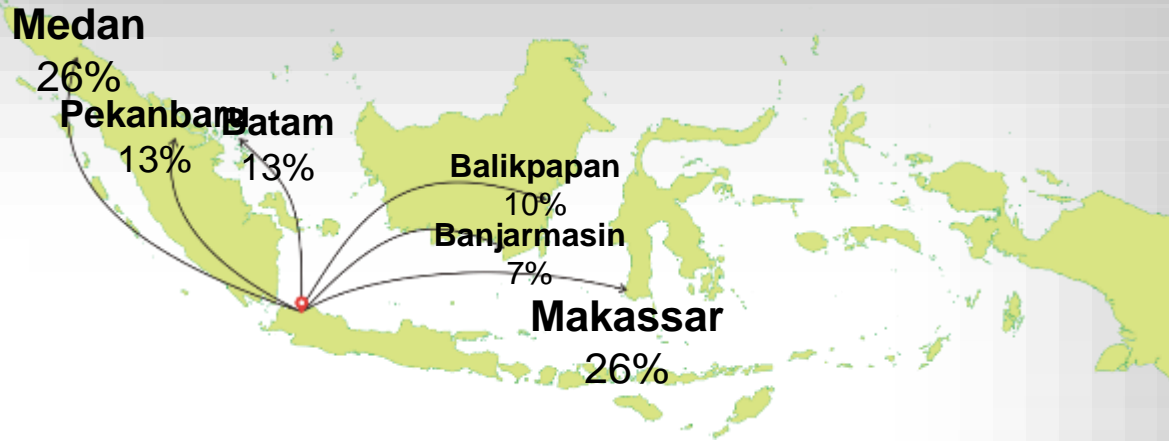
4. FRANCE (LE HAVRE, 100 HA)

5. INDONESIA (IPCC TJ. PRIOK, 89.5 HA)



...SECURED LAND CONCESSION & WELL PLANNED EXPANSION

Business Expansions Outside Tanjung Priok - 2018



DOMESTIC CARGO FLOWS

From automobile manufacturers located near IPCC, the products are distributed nationwide. The biggest throughputs are delivered to Sulawesi, Kalimantan and Sumatera.



DOMESTIC CAR TERMINALS DEVELOPMENT

Based on actual domestic cargo flows, IPCC plans to develop new car terminals in the most prospective areas.



4.7 HIGHLY EXPERIENCED MANAGEMENT TEAM

114 Years Combined Experience in Port Management and Corporate Finance



CHIEFY ADI KUSMARGONO

President Director (2017-Current), Port Experienced 17 years

President Director of IPC Car Terminal (2017-Current), Port Experienced 17 years. Bachelor's Degree in Psychology Gadjah Mada University Yogyakarta (2000), Master of Science in Netherlands Maritime University (2012) majoring in Shipping and Transport. General Secretary of Indonesia Port Business Corporation Association (ASBUI), Member of International Association of Ports and Harbours (IAPH), member of Indonesia Psychologist Association. Certified of Port Expert from Institut Pertanian Bogor, (2014). Certified in Human Capital Management from LM-PPM (2010). Certified Modern Port Management UNCTAD (2010), Certified in Auditor for Human Capital Management from ACA-HCM (2009), Certified in improving port Performance I from UNCTAD (2003). The Best CMO Creative Branding & Marketing-Subsidiary of SOE Companies (2017). The Best Sales & Marketing Director – Sector: Subsidiary of SOE Companies (2017). Silver Winner of The Best Leader of The Work Ethics (2018). The Most Indonesia Innovative & Inspirative Leader of the Year (2018). Top Leader CSR Commitment (2018). The Best Communicators (2018). The Best Indonesia Leaders 2018-2019 Category: Public Company SOE's Subsidiary (2018).



ARIF ISNAWAN

Director of Commercial & Business Development (2018-Current), Port Experienced 25 years, Bachelor's Degree Faculty of Economics and Business from Gadjah Mada University Yogyakarta (1991), Master of Maritime Economics and Logistic at Erasmus University Rotterdam (2010).

Director of Operations & Technic (2015-current), Port Experienced 21 years, Bachelor's Degree in Electrical Engineering from Gadjah Mada University Yogyakarta (1996), Master of Science in Port Management Malmö (2002), Executive Master of Business Administration, Logistic and Leadership from Kuehne Logistics University German (2014) and Harvard Business School –USA (2015) Certified Modern Port Management.

INDRA HIDAYAT SANI



Director of Finance & Human Resources (2018-Current). Port Experienced 21 years, Bachelor's degree Brawijaya University, Management- in Economy Faculty(1997), Gajah Mada University Yogyakarta Magister Management (2007), Port Modern Management- UNCTAD, Dublin (2009), Certified in Human Capital Management from LM-PPM (2010). Master of Science in Netherland Maritime University (2013),

SUGENG MULYADI



SALUSRA WIJAYA

Director of Compliance (2018-current), Served as Independent Director of IPCC. 30 years of experience in corporate finance. Bachelor's Degree in Economic from Indonesia University (1988), Master of business Administration University of Birmingham, England – UK (1996).



**WE WILL
SHINE
WITH YOU**

5. OPERATIONAL & FINANCIAL HIGHLIGHTS

RoRo Freight: Prospects and Challenges
for the Philippines and the BIMP-EAGA



**WE WILL
SHINE
WITH YOU**

5.1 OPERATIONAL HIGHLIGHTS

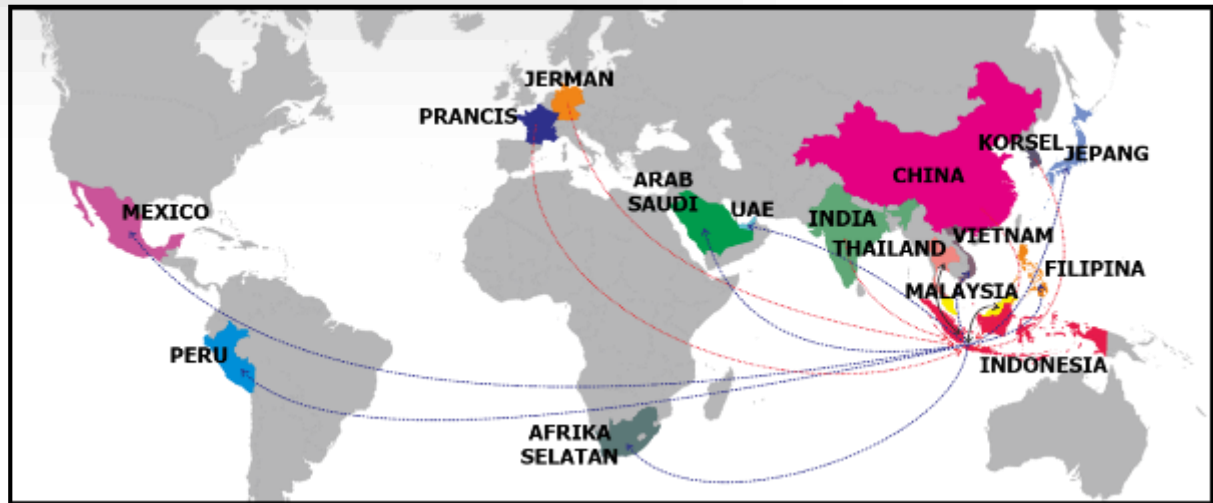
RoRo Freight: Prospects and Challenges
for the Philippines and the BIMP-EAGA

INTERNATIONAL CARGO FLOWS

INTERNATIONAL CARGO FLOWS

EXPORT 2017	
Destination Country	Share
Phillippines	40.6%
Saudi Arabia	18.9%
Japan	8.0%
Vietnam	7.6%
Mexico	6.9%
Thailand	6.3%
UAE	3.8%
Peru	2.8%
Malaysia	2.6%
South Africa	2.5%

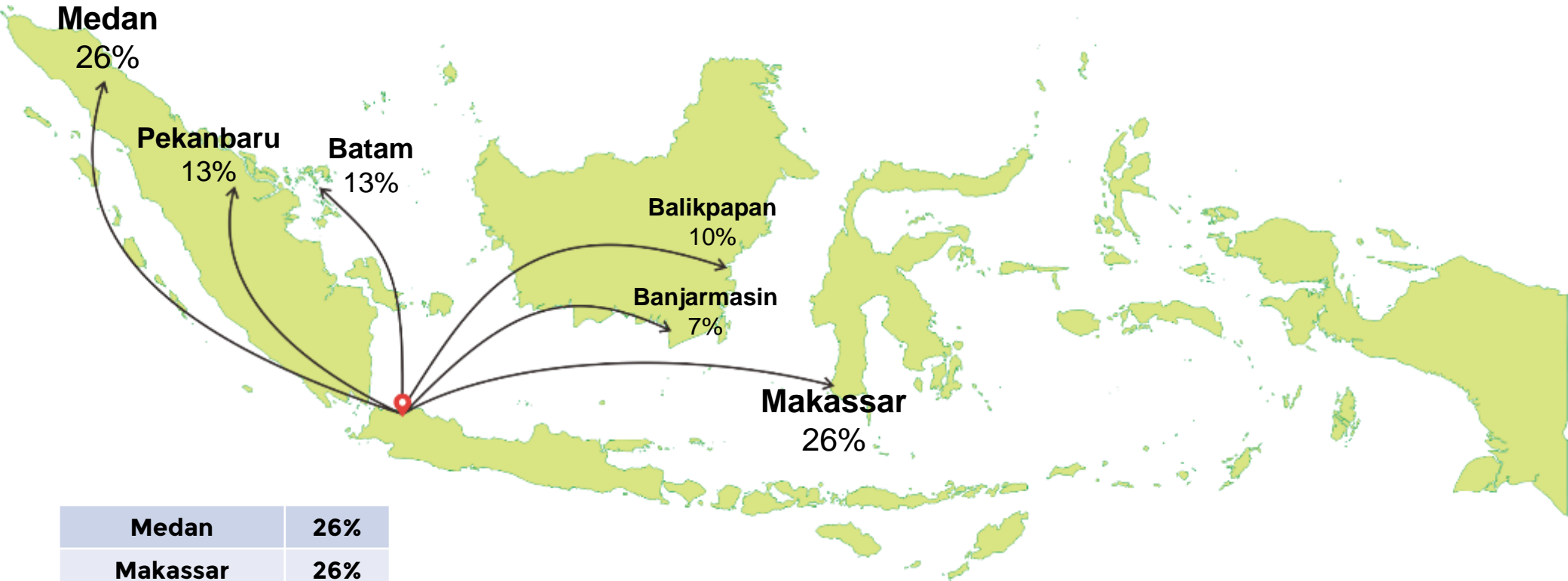
EXPORT 2018	
Destination Country	Share
Phillippines	45.2%
Saudi Arabia	15.3%
Thailand	10.2%
Vietnam	9.4%
Japan	8.5%
Mexico	5.6%
UAE	4.1%
Malaysia	4.3%
South Africa	4.6%
Peru	3.2%
Australia	0.2%
USA	0.01%
Others	18.0%



IMPORT 2017	
Origin Country	Share
Thailand	64.0%
India	27.2%
Korea	5.1%
Malaysia	2.1%
Germany	0.9%
China	0.6%
France	0.1%

IMPORT 2018	
Origin Country	Share
Thailand	53.16%
India	24.56%
Japan	17.48%
Korea	2.69%
Malaysia	1.65%
Germany	0.47%
China	0.00%
France	0.00%

DOMESTIC CARGO FLOWS

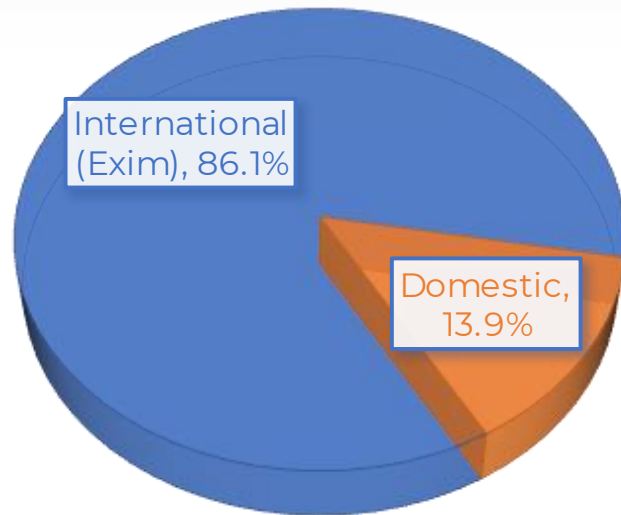


Medan	26%
Makassar	26%
Pekanbaru	13%
Batam	13%
Balikpapan	10%
Banjarmasin	7%

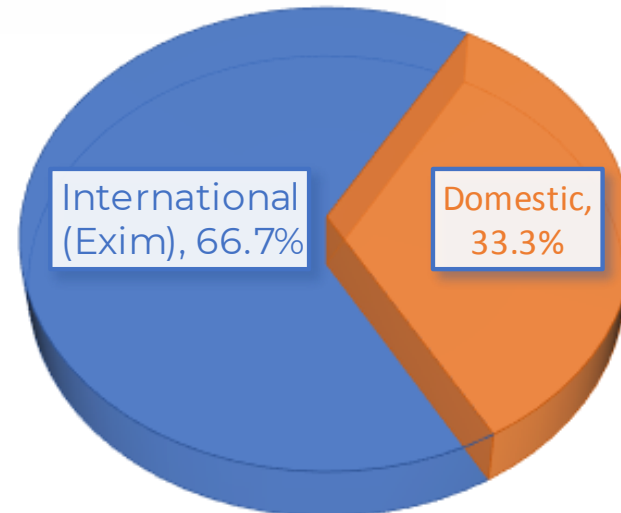
INTERNATIONAL & DOMESTIC CARGO PROPORTION 2017 - 2018



INTERNATIONAL VS DOMESTIC THROUGHPUT
2017



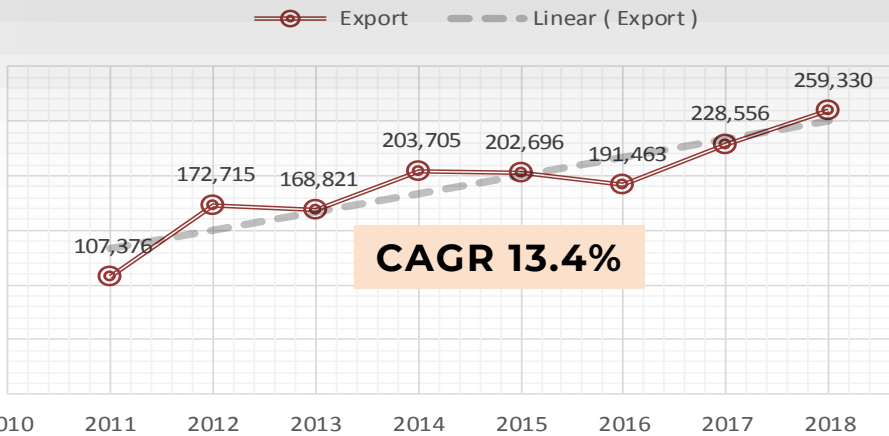
INTERNATIONAL VS DOMESTIC THROUGHPUT
2018



- IPCC's **throughput** in 2017 consists of **85% international** (exports & imports) and **15% domestic**. The increasing portion of domestic throughput make composition of international throughput has changed. The composition of IPCC's **throughput** in 2018 consists of **67% international** (exports & imports) and **33% domestic**.

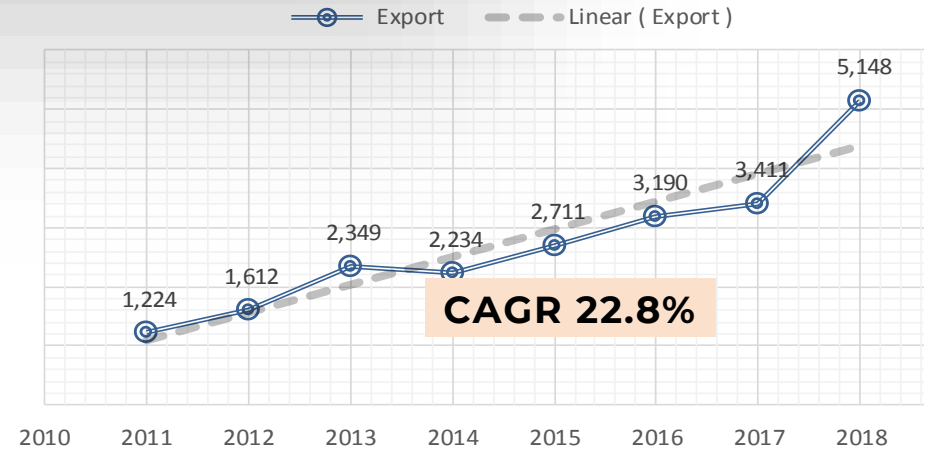
THROUGHPUT GROWTH

CBU Car Export Throughput



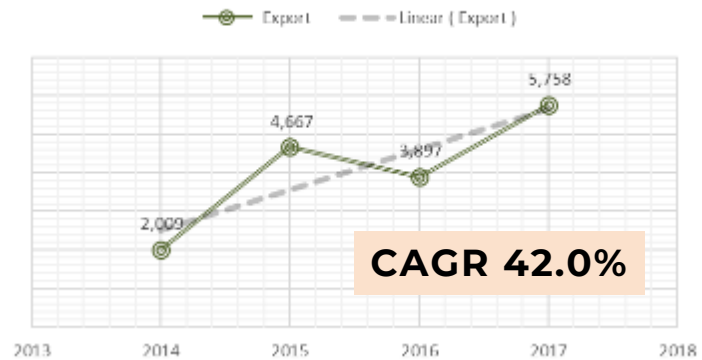
Car export growth in IPCC during 2011-2018: **CAGR 13.4%**

Heavy Equipment Export Throughput



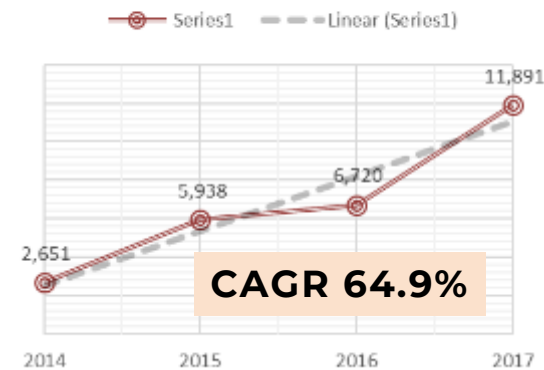
Heavy equipment export growth in IPCC during 2011-2018: **CAGR 22.8%**

Sparepart Export Throughput



Sparepart export growth in IPCC during 2014-2017: **CAGR 42.0%**

Heavy Equipment Domestic Throughput



Heavy equipment domestic growth in IPCC during 2014-2017: **CAGR 64.9%**

FOCUS OF DEVELOPMENT (2018-2022)

BUSINESS, FINANCE, ORGANIZATION TRANSFORMATION



1. Terminal development to increase capacity by 50% within current 31 ha area in Port of Tanjung Priok

2. Increase 59% throughput by transferring domestic car throughput currently handled by a sister company in Port of Tanjung Priok, as of 2018.

3. Value Added Services Development (2018-2022):

- VPC & EPC to achieve CAGR of >25%
- Port Stock to achieve CAGR of >30%

4. New domestic terminal development in other cities that possess highest throughput

5. Terminal expansion in Port of Tanjung Priok, from currently 31 ha to become 89.5 ha (all is owned by IPC and inline with the Government's Port Blueprint as a Car Terminal area), resulting IPCC as the 5th largest car terminal in the world (in terms of areal)

6. Ocean Going Transshipment Terminal Operations for Australia and Middle East Market (Long Term)

7. Human Capital Development & Culture Transformation

8. Fully Implement Digital Car Terminal System

9. Competitive Tariff with High Productivity and Service Excellence

10.

Collaboration between BIMP-EAGA members to operate car terminal in ASEAN and Receiving terminal (JO, JV, Strategic Partnership)



**WE WILL
SHINE
WITH YOU**



-  Jl. Sindang Laut No. 101, Cilincing
Jakarta Utara, Indonesia
-  Customer Care : +62 811 933 9930
-  +62 21 4393 2251
-  +62 21 4393 2250
-  info@indonesiacarterminal.co.id

-  IPC Car Terminal
-  @pt_ikt
-  IPC Car Terminal
-  www.indonesiacarterminal.co.id