

IPCM Investor Newsletter

PT Jasa Armada Indonesia Tbk (IDX:IPCM)

September 2022

2022 Outlook and Key Strategies

- Wider market expansion
- Strengthen lines of fleet (in progress building 6 vessels)
- Explore new lines of business diversification
- Run the business by prioritizing ESG
- Synergy with other Pelindo subsidiaries (post Pelindo merger)

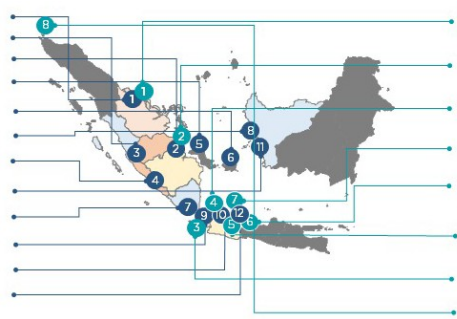
First Half Highlights of 2022 | Ikhtisar Semester Pertama 2022

- 7% YoY Increase in Net Profit, at Rp 4.2 billion
Laba Bersih naik 7% atau setara Rp 4,2 miliar
- 8.9% YoY Increase in Revenue, at Rp 35 billion
Pendapatan naik 8,9% atau setara Rp 35 miliar
- Start of Ship-to-Ship (STS) Operations in Meulaboh, Aceh
Ship-to-Ship (STS) di Meulaboh, Aceh mulai beroperasi
- Signing of the Agreement II Extension with PT Jawa Satu Power
Penandatanganan Perpanjangan Perjanjian II dengan PT Jawa Satu Power
- New Fleet Construction Projects | Proyek Konstruksi Armada Baru



Business Coverage | Cakupan Bisnis

Jambi Port
Teluk Bayur Port
Palembang Port
Pangkal Balam Port
Tanjung Pandan Port
Pontianak Port
Bengkulu Port
Kijing Port
Panjang Port
Banten Port
Tanjung Priok Port
Cirebon Port

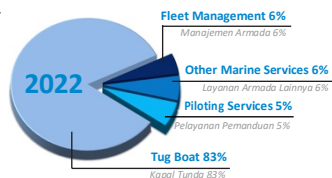
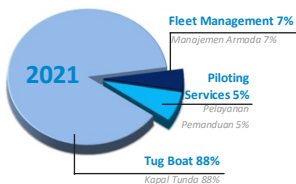


Proyek & Pelanggan Projects & Clients

TUKS PETROCHINA JABUNG LTD - JAMBI
STS AMBANG LUAR SUNGAI MUSI - PALEMBANG
TUKS PT NUSANTARA REGAS - KEP SERIBU
TERSUS PT JAWA SATU POWER - CILAMAYA
PELABUHAN PATIMBAN - SUBANG
PLTU KANCI I DAN DAN KANCI II CIREBON - JAWA BARAT
TUKS PT CEMINDO GEMILANG BAYAH - BANTEN
MEULABOH PROVINSI ACEH

Financial Ratios | Rasio Keuangan

	12.2021	06.2022
YoY Growth of Revenue	17.74%	8.94%
YoY Growth of Net Profit	70.23%	7.01%
Net Profit Margin	16.65%	15.11%
EBITDA Margin	31.41%	26.92%
Annualized Return on Average Asset	9.57%	4.23%
Annualized Return on Average Equity	11.81%	5.73%
Current Ratio	3.19%	2.53%
Average Collection Period (days)	45	43
Leverage	0.3	0.3



Revenue Contribution by Segment Kontribusi Pendapatan per Segmen

YoY (June) comparison of revenue contribution per segment. Revenue from Other Marine Services was not available as of June 2021. Perbandingan YoY kontribusi pendapatan per segmen. Pendapatan dari Jasa Pelayaran Lainnya belum ada pada Juni 2021

August 2022 IPCM Stock Highlights Ikhtisar Saham IPCM Agustus 2022



Opening price is recorded at 286 in August. Prices remained stable throughout the month, closing slightly strengthened at 290. The highest daily trading volume of 24,909,100 shares was recorded on 30 August 2022. The period's daily average trading volume was 1,989,691 shares. Harga pembukaan pada bulan Agustus tercatat sebesar 286. Harga relatif stabil sepanjang Agustus, dengan harga penutupan sedikit menguat pada 290. Volume perdagangan tertinggi tercatat sebesar 24.909.100 saham pada tanggal 30 Agustus 2022. Volume perdagangan rata-rata harian dalam periode ini adalah 1.989.691 saham.

PT Jasa Armada Indonesia Tbk. (IPCM) is the only public company providing vessel towing and piloting services registered in the Indonesia Stock Exchange since 22 December 2017. The issuer with the 'IPCM' ticker code is part of the PT Pelabuhan Indonesia (Persero) Group.

The core business of the Company is in vessel towing and piloting services with the main market shares covering the operational areas of the Region II of PT Pelabuhan Indonesia (Persero), consisting of 12 (twelve) ports, and expanding the market throughout Indonesia.

Courtesy Call to Indonesia Stock Exchange

IPCM paid a courtesy call to the Indonesia Stock Exchange (IDX) on 28 July 2022, warmly received by IDX President Director Iman Rachman and Corporate Valuation Director I Gede Nyoman Yetna. Among those representing the IPCM were President Director Amri Yusuf, Finance and HR Director Reini Delfianti, Fleet and Operations Director Muhammad Iqbal and Corporate Secretary Eddy Haristiani. Discussions covered recent issues and latest market developments. Pada tanggal 28 Juli 2022, IPCM melakukan kunjungan *courtesy call* ke Bursa Efek Indonesia, diterima oleh Presiden Direktur BEI Iman Rachman dan Direktur Penilaian Perusahaan I Gede Nyoman Yetna. IPCM diwakili antara lain oleh Presiden Direktur Amri Yusuf, Direktur Keuangan dan SDM Reini Delfianti, Direktur Armada dan Operasi Muhammad Iqbal dan Sekretaris Perusahaan Eddy Haristiani. Dalam pertemuan tersebut, pembahasan mencakup perkembangan pasar serta berbagai kondisi terkini.



'Unboxing Emiten' Talk Show on Youtube Live Streaming

IPCM was featured at the CSA Awards' Volume 4 of 'Unboxing Emiten' Talk Show on 3 August 2022. The Talk Show provided information on IPCM's brief history and current operations, particularly regarding its 2017 Initial Public Offering through the Indonesia Stock Exchange. Details on current performance and future operational prospects were elaborated during the session. The Youtube video can be accessed at https://youtu.be/4sOZavja_C8 through any digital platform.

IPCM ditampilkan dalam acara 'Unboxing Emiten' Volume 4 yang diselenggarakan dalam rangka program CSA Awards pada tanggal 3 Agustus 2022. *Talk show* ini memaparkan informasi mengenai sejarah singkat serta kegiatan operasional IPCM saat ini, terutama terkait dengan IPO yang telah dilakukan melalui Bursa Efek Indonesia pada tahun 2017. Acara tersebut membahas kinerja serta prospek operasional IPCM. Video Youtube untuk *talk show* ini dapat diakses melalui https://youtu.be/4sOZavja_C8 melalui berbagai platform digital.



Official Inauguration of Kijing Terminal

The Kijing Terminal of Pontianak Port in Mempawah Regency of West Kalimantan was officially inaugurated by President Joko Widodo on 9 August 2022. The Kijing Terminal is projected to be the largest international port area in Kalimantan and to become one of Indonesia's hubs of ports. As noted by Pelindo President Director Arif Suhartono, the development of the Kijing Terminal is in line with the one of the Pelindo merger targets, to support a more coordinated infrastructural development.

Presiden Joko Widodo meresmikan Terminal Kijing di Pelabuhan Pontianak yang berlokasi di Kabupaten Mempawah - Kalimantan Barat pada tanggal 9 Agustus 2022. Terminal Kijing tersebut diproyeksikan menjadi kawasan pelabuhan internasional terbesar di Kalimantan serta menjadi salah satu hub pelabuhan di Indonesia. Presiden Direktur Pelindo Arif Suhartono menyampaikan bahwa pengembangan Terminal Kijing tersebut sejalan dengan target merger Pelindo, untuk menunjang koordinasi pembangunan infrastruktur.



Award: Best 2022 Stock for Infrastructure Sector

On 31 August 2022, IPCM received the acknowledgement as the Best 2022 Stock in the Mid-Cap Category of the Infrastructure Sector, in the annual Best Stock Award event held by Majalah Investor in collaboration with PT Edvisor Profina Visindo. Financial performance related to the growth of operational revenues, net profit and operating margins; as well as the valuation aspects related to price-to-earning ratio and price-to-book value have been the highlights of the evaluation. Pada tanggal 31 Agustus 2022, IPCM memperoleh penghargaan Saham Terbaik 2022 dalam Kategori Mid-Cap untuk Sektor Infrastruktur, dalam ajang Penghargaan Saham Terbaik yang diselenggarakan oleh Majalah Investor bekerja sama dengan PT Edvisor Profina Visindo. Penilaian diberikan berdasarkan kinerja keuangan terkait pertumbuhan pendapatan operasional, laba bersih dan margin usaha; serta aspek valuasi yang mencakup *price-to-earning ratio* dan *price-to-book value*.



DISCLAIMER

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