



PT CITRA TUBINDO Tbk

Public Expose 2023 PT CITRA TUBINDO TBK

15 June 2023 | Jakarta



Agenda

1. Company Profile
2. Sales, Operations and Financial Performance
3. CSR Contribution
4. Employee Satisfaction
5. 2023 Business Outlook
6. Q & A



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Company Profile

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Our Industrialization



Company Profile PT Citra Tubindo Tbk

Incorporation Date

23 August 1983

Location

Batam

Company Status

Public Company

Business Activities

- Threading of pipes and manufacturing of accessories
- Heat Treatment Process
- Pipe Coating
- Manufacturing of Protectors

Headquarters and Factory

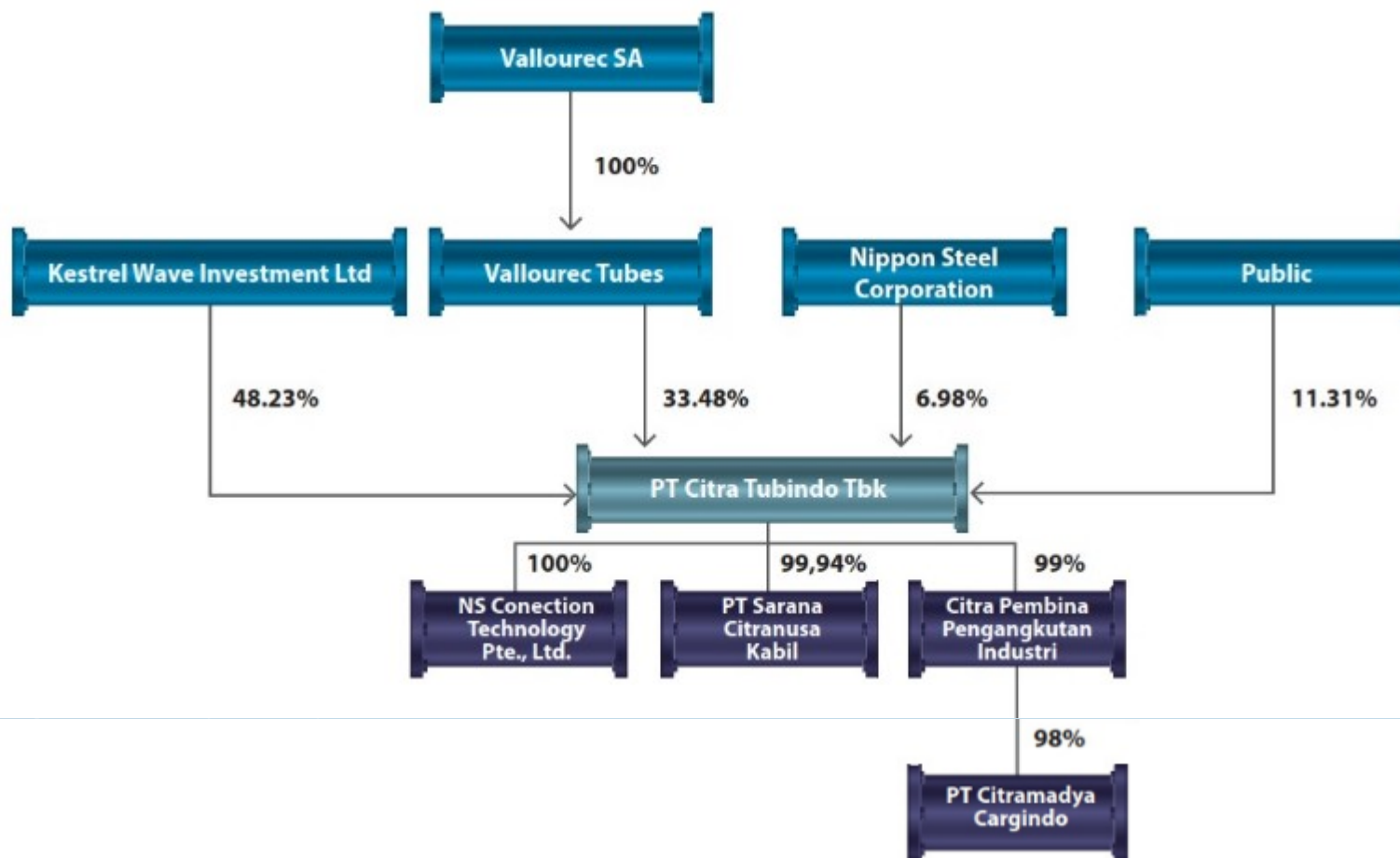
Hang Kesturi I No. 2, Kawasan Industri Terpadu Kabil,
Batam 29467 Telp: (0778) 711121-711123

Jakarta Office

World Trade Center 5, 16th Floor
Jl. Jend Sudirman Kav 29-31
Jakarta 12920 Telp: (021) 5250609



Subsidiaries and Affiliated Companies





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Sales, Operations and Financial Performance

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Sales: Solid Performance

▼ Indonesia

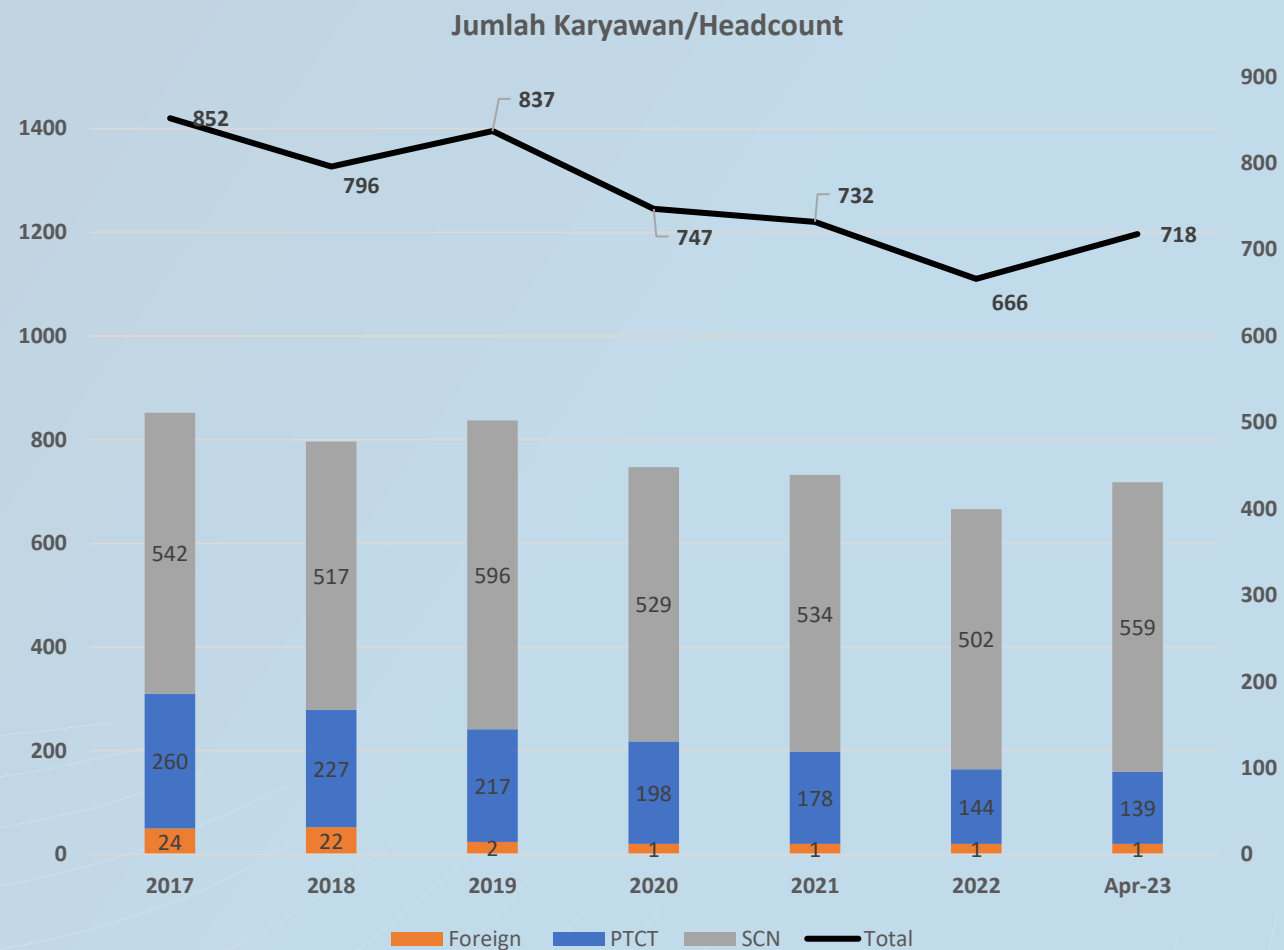
- ▶ **Strong activity in Indonesia** even though we are **still impacted** by the end of the pandemic and global supply situation.
- ▶ **Pertamina Group** is still our **largest customer**, with regular significant volumes
- ▶ We improved our **industrial excellence** by achieving **Level 3 Production Facility** qualification by the Vallourec Group

▼ Export market

- ▶ We continue to **diversify** our **customer portfolio** with significant **successes** in **Middle-East** and **Africa**
- ▶ We took advantage of our **unique industrial setup** to deliver interesting orders in **SEA**
- ▶ We have started to seek **new opportunities outside OCTG historical business**



Operations: Transformation Plan

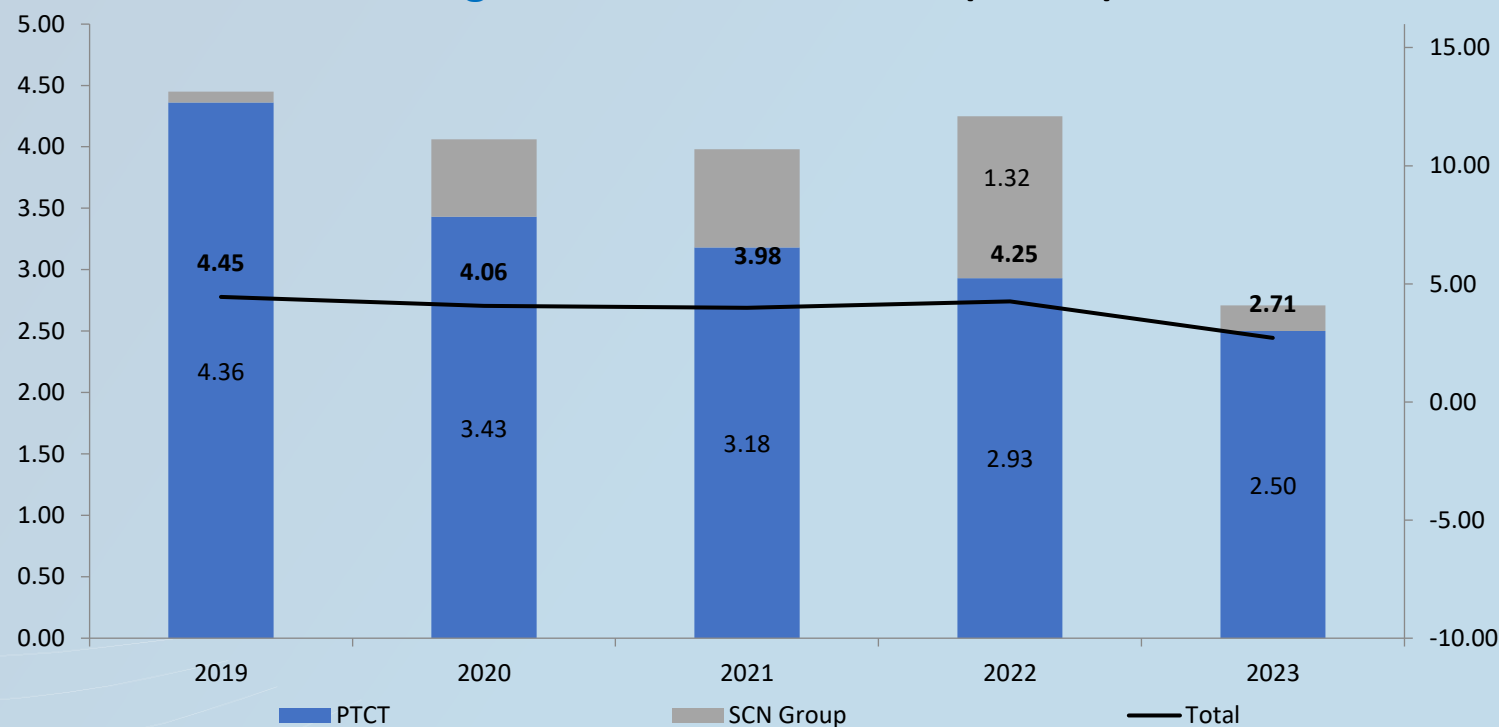


Stabilized workforce for PTCT with more volumes to manufacture achieve through leaner & better organization allowing to improve our efficiency



Operations: Focus on CAPEX

Pengeluaran Modal / CAPEX (MUSD)



Strict CAPEX discipline, reduced to the optimum level:

- ▶ Reduced cash out
- ▶ Focus on safety, obsolescence and new process automation to increase the efficiency



Operations: Focus on Savings

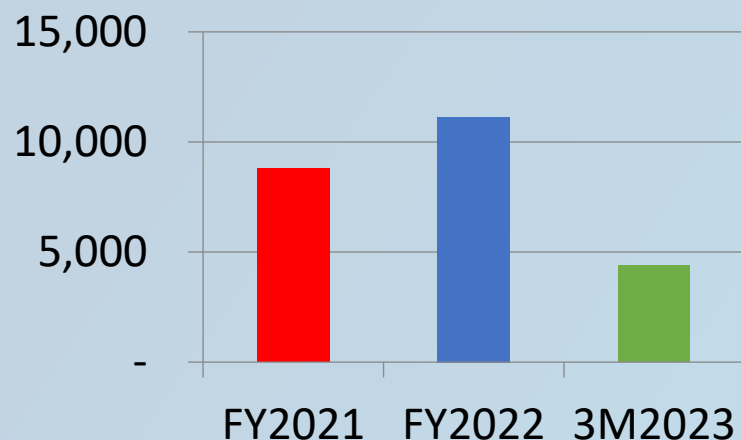


**Despite of challenging situation, we continue to generate saving.
Main savings coming from OEE, energy and load balance.**

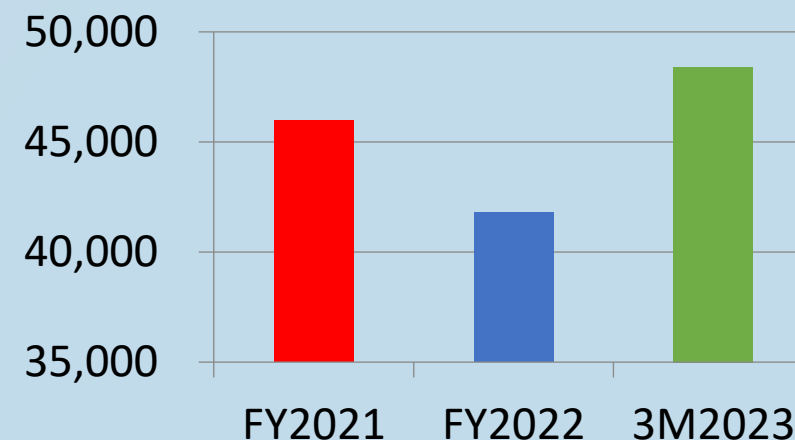


Liquidity Position as of 31 March 2023

Cash in Bank (KUSD)



Working Capital (KUSD)



As of 31 March 2023, PT CT Group total credit lines is 24,3 MUSD:

- Treasury Facility: Available 2,8 MUSD
- Trade Finance Facility : 21,5 MUSD for L/C & Bond Facility. 7,90 MUSD utilisation.



Finance: Consolidated Statements of Comprehensive Income

as of 31 March 2023 (Unaudited)

KUSD	3M 2023	3M 2022	Changes (%)
Revenue	48,295	15,291	215.84%
Gross Profit	8,241	1,447	469.52%
Gross Profit Margin	17.06%	9.46%	
EBITDA	6,678	282	2,268.09%
EBITDA % Revenue	13.83%	1.84%	
Net Income/(Loss)	3,597	(1,602)	324.53%



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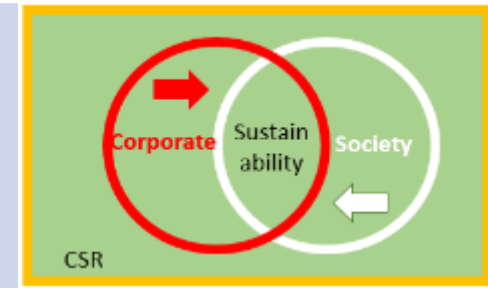


CSR Contribution

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CSR Contribution (Q1 2023: 200 participants - 72K USD)





#	Program		
	<i>Motto: "the Most sustained CSR activities are the ones giving mutual benefits to both society and business"</i>	<i>Focus on education partnering with schools in secondary and tertiary level</i>	
1	Project Valerie: vocational secondary school: inhouse training on machining, inspection, heat treatment operations and yard operations	Program: 6 months Participants: 41 School partner: SMK6 Nongsa Spending: 9K USD	
2	Project Terrie: tertiary school: inhouse training on operations management and supporting	Program: 3-5 months Participants: 7 School partner: Spending: 7K USD	



CSR Contribution (Q1 2023: 200 participants - 72K USD)



#			
3	Project Sarah: refreshment training for alumni of Project Valerie & Terrie and ex employees	Program: 6 months Participants: 71 Spending: 32K USD	 
4	Social Internship: to support employee direct family members to achieve mandatory industrial exposure for tertiary : operations and non	Program: 2-6 months Participants: 36 School partner: 12 Spending: 16K USD	
5	Teaching Factory: vocational secondary school: machining and welding	Program: 6 months Participants: 45 School partner: 1 Spending: 8K USD	





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Tingkat Kepuasan Pegawai / *Employee Satisfaction*

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Employee Activities and Support (Q1 2023: 4867 participants – 155 activities)



No

Topics

1 Target of employee activities- Sport activities

Team bonding, retention, healthier lifestyle

Fitness group- Badminton

Participants: 432
Activities: 54

Fitness group- Volleyball

Participants:132
Activities: 11

Fitness group- Table Tennis

Participants: 540
Activities: 54

Fitness group- Futsal

Participants: 165
Activities: 11





Employee Activities and Support (Q1 2023: 4867 participants – 155 activities)



No	Topics	
2	Target of employee activities- Sport activities	Team bonding, retention, healthier lifestyle
	Fitness group- Cycling	Participants: 141 Activities: 3
	Fitness group- Aerobics-Zumba	Participants: 385 Activities: 11
3	HR Clinics: online discussion: health, company topics	Participants: 600 Activities: 5
4	International webinar: global business performance, global campaign	Participants: 93 Activities: 1
5	Medical related events: medical screening, blood donation	Participants: 188 Activities: 2





Employee Activities and Support (Q1 2023: 4867 participants – 155 activities)



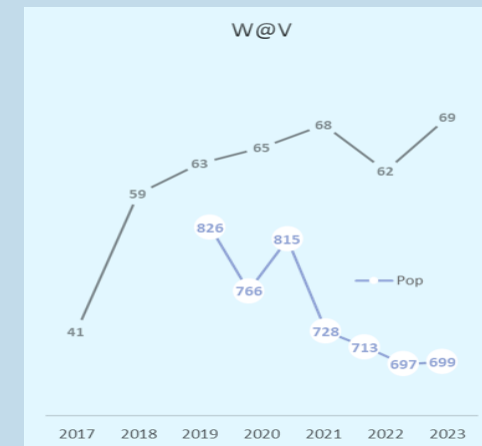
No	Topics	
6	Training and Learning: one of motivation drivers ref. Employee Survey	1703 participants and 12,076 hours
7	Management – Union bonding	1 activity 12 participants
8	Cooperative unit: from employee, by employee and for employee, focus on loan and low prices basic staples	296 members enjoyed low-cost loans of 15K USD

Woman at Vallourec program: global initiative from major shareholder group: workshop local and global, and increase of woman in the company:

- 2 workshops 180 participants
- Women at Production shopfloor

W@V	2017	2018	2019	2020	2021	2022	2023
PTCT	41	59	63	65	68	62	69

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2023 Business Outlook

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2023 Business trend and outlook



Important environment factors

- ▶ Oil&Gas prices are still on the high side, triggering higher investments worldwide, especially in US and ME
- ▶ This is leading to a higher demand for OCTG products in those regions and thus an under-balanced supply vs demand
- ▶ Leadtime are strongly impacted by this situation (more than double during the last quarters)
- ▶ Overall geopolitical situation is also impacting raw material and logistic costs
- ▶ However, we are closely monitoring a potential worldwide recession

- ▶ Some operators are waiting for the situation to soften. Thus, our Q1 tendering activity has been lower (less projects and less volumes). However, the demand for Oil and Gas is still foreseen to increase. We expect Q2 tendering activity to accelerate.





2023 Business trend and outlook (Cont.)



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- ▼ We did not receive any order cancellation due to COVID and a number of important Oil & Gas projects under long term contracts are still going ahead (PHM / ONWJ / PTTEP, etc), triggering regular/steady invoicing.
- ▼ The raw material price and logistic costs have increased significantly since beginning of 2022. We have communicated the price adjustment and delivery time to Customers and SKK.
- ▼ Support for large international projects in the UAE (Adnoc Mega Project) and Uganda (Total) will contribute to positive performance of the Company
- ▼ The Company's "Flexible, Agile and Resilient" culture combined to strong business processes supports the necessary profitability increase to make PTCT "cycle-proof", whatever the market situation it may face.
- ▼ We are pursuing our efforts to support Energy Transition Opportunities playing a key role with the geothermal industry in Indonesia and Southeast Asia while growing positions on new segments such as CCUS.



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Tanya Jawab (Q & A)

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THANK YOU

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