



**RADIANT UTAMA  
INTERINSKO TBK**

# **PUBLIC EXPOSE** **2022**



**Radiant Group Building, 7 September 2022**

# DISCLAIMER

This document contains the performance or results of a certain plan and operation, and may also contain plans, strategies and or policies prepared by the Company for a particular purpose, which can be treated as forward-looking statements within the meaning of applicable law. Everything that is future-oriented is always subject to risks and uncertainties that may cause actual results and developments to differ materially from those presented in this document.

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# AGENDA

- **KEY UPDATES**
- PERFORMANCE YTD JUNE 2022
- NEXT PLANS
- Q & A SESSION



# KEY UPDATES

## CHANGES IN BOARD OF COMMISSIONERS AND BOARD OF DIRECTORS

**BEFORE**

### BOARD OF COMMISSIONERS



Dr. Ir. Ahmad Ganis Msi.  
Pres. Commissioner



Drs. Winarno Zain  
Indept. Commissioner



Misyah A. Bahwal  
Commissioner

**AFTER**



Amira Ganis  
Pres. Commissioner



Drs. Winarno Zain  
Indept. Commissioner



M. Hamid  
Commissioner

### BOARD OF DIRECTORS



Sofwan Farisyi  
Pres. Director



M. Hamid  
Director



Amira Ganis  
Director



Chrismon Djajadi  
Director



Sofwan Farisyi  
Pres. Director



Chrismon Djajadi  
Director



Soeharto Nurcahyono  
Director

# KEY UPDATES

## RE-CLUSTERING THE BUSINESS

**INSPECTION  
&  
CERTIFICATION**

**OPERATION  
SUPPORT**

**CONSTRUCTION  
&  
OFFSHORE**



**RADIANT UTAMA  
INTERINSKO TBK**



**Supraco** *daya wisesa*  
(Previously Supraco Deep Water)

### HEAD OFFICE

Jakarta

#### Sumatera

- Batam
- Palembang
- Duri



#### Java

- Cilegon
- Cirebon
- Surabaya

#### Kalimantan

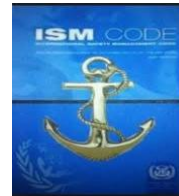
- Balikpapan
- Samarinda





# KEY UPDATES

## VALUABLE CERTIFICATION



GREENSHIP  
CERTIFICATION IN PROGRESS

## MAJOR CREDENTIALS



PetroChina

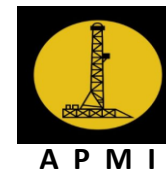
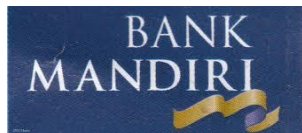


# KEY UPDATES

## KEY PARTNERS



CTBC BANK  
中國信託銀行



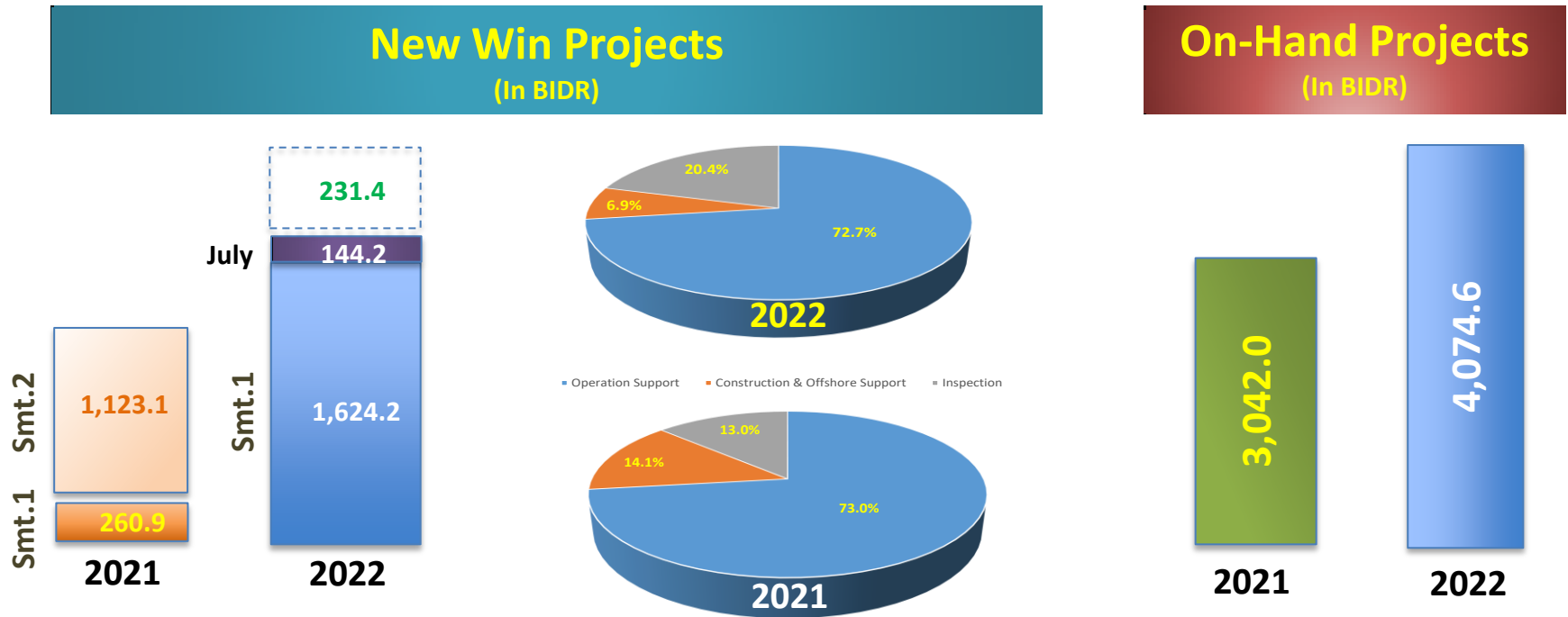
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# NEW WIN & ON-HAND PROJECTS



- Increase in new-win and on-hand projects may not instantly impact to the bottom line current performance;
- 31% of total new-win is contributed by Pertamina Rokan, as the increase in their activity after finalizing handed-over from Chevron;
- Contract utilization tends to increase inline with the increase in activity of business in oil and gas.



# SUMMARY – STATEMENTS OF INCOME

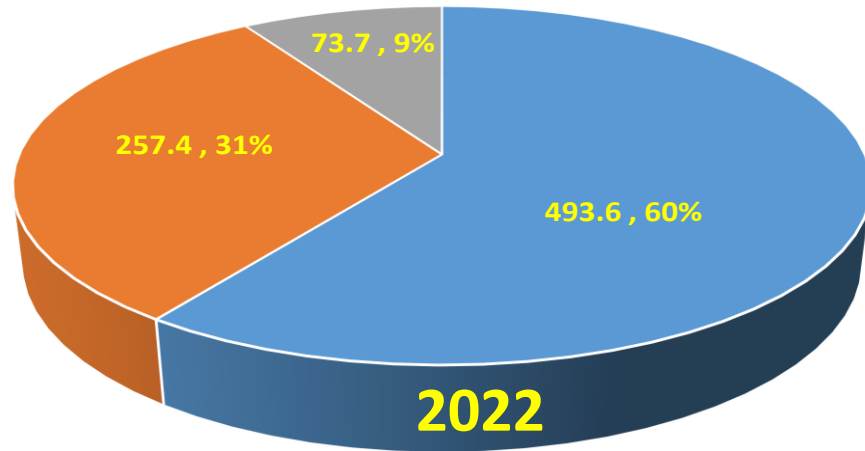
DESCRIPTION	YTD JUNE		
	2022	2021	% VAR
<b>REVENUES</b>	<b>824.7</b>	<b>755.6</b>	<b>9.1%</b>
Gross Profit	110.2	97.8	12.7%
<b>Operating Profit</b>	<b>51.5</b>	<b>40.7</b>	<b>26.5%</b>
Profit Before Tax	24.6	16.2	51.9%
<b>Est. Net Profit</b>	<b>15.7</b>	<b>11.0</b>	<b>42.7%</b>
<b>EBITDA</b>	<b>128.2</b>	<b>104.4</b>	<b>22.8%</b>
<i>Gross Margin</i>	<i>13.4%</i>	<i>12.9%</i>	
<i>Operating Margin</i>	<i>6.2%</i>	<i>5.4%</i>	
<i>PBT Margin</i>	<i>3.0%</i>	<i>2.1%</i>	
<i>EAT Margin</i>	<i>1.9%</i>	<i>1.9%</i>	
<i>EBITDA Margin</i>	<i>15.5%</i>	<i>13.8%</i>	
<i>Net Interest to Revenue</i>	<i>3.2%</i>	<i>3.4%</i>	

*In BIDR*

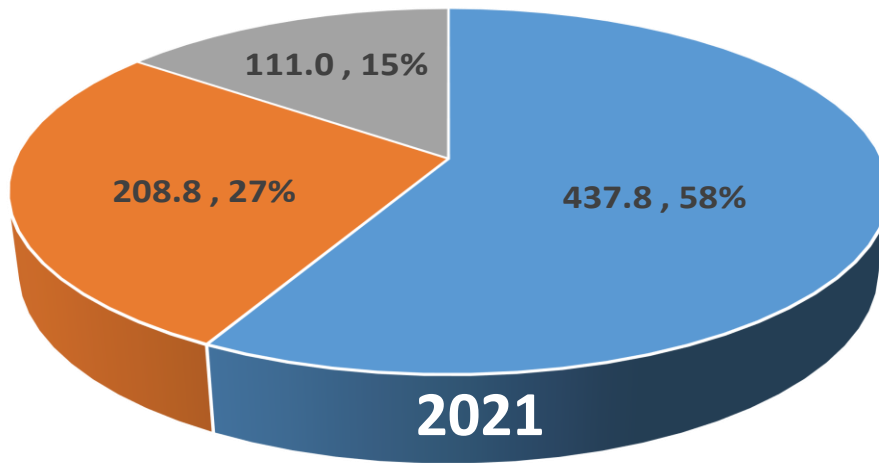


# SUMMARY – STATEMENTS OF INCOME

## REVENUES COMPOSITION



■ Operation Support ■ Construction & Offshore Support ■ Inspection



### Gross Profit and Margin

Increased in gross profit is inline with increase in revenues. Improvement in gross margin is contributed from operation support and dredging business as a result of improvement of their performances

### Operating Profit and Margin

Increased in operating profit and improvement in operating margin are solely related with increase in gross profit as well as improvement in gross margin. Although operating expenses increase, its ratio to revenue tends decrease

### Net Profit and Margin

Increased in net profit is a mix contribution from increase in project's performance and well maintained overhead as well as financing cost

### EBITDA and Margin

Improvement in EBITDA and its margin was solely due to final completion in Meliwis' project stages during last year

# SUMMARY – FINANCIAL POSITION

Description	30-Jun-22	31-Dec-21	% Var
Cash	95.3	86.9	9.7%
Accounts Receivable	564.1	497.8	13.3%
Other Current Asset	153.2	120.7	26.9%
<b>Current Asset</b>	<b>812.6</b>	<b>705.4</b>	<b>15.2%</b>
Fixed Asset	372.4	438.1	-15.0%
Other Asset	172.5	154.1	11.9%
<b>Non-Current Asset</b>	<b>544.9</b>	<b>592.2</b>	<b>-8.0%</b>
<b>Total Asset</b>	<b>1,357.5</b>	<b>1,297.6</b>	<b>4.6%</b>

- *Debt covenants related with financial ratios are well-maintained;*
- *Increase in working capital days mainly due to some new projects have just been started in Q2/2022.*

Description	30-Jun-22	31-Dec-21	% Var
Short-term Loan	468.0	411.0	13.9%
Accounts Payable	80.6	71.4	12.9%
Oth.Curr.Liabilities	72.4	70.8	2.3%
Cur.Portion-LT Loan	67.7	61.7	9.7%
<b>Current Liabilities</b>	<b>688.7</b>	<b>614.9</b>	<b>12.0%</b>
Long-term Loan	9.4	52.5	-82.1%
Other LT Liabilities	154.0	145.9	5.6%
<b>Non-Current Liab.</b>	<b>163.4</b>	<b>198.4</b>	<b>-17.6%</b>
<b>Total Liabilities</b>	<b>852.1</b>	<b>813.3</b>	<b>4.8%</b>
Share Capital	77.0	77.0	0.0%
Retained Earnings	380.1	364.4	4.3%
Other Equity Items	48.3	42.9	12.6%
<b>Total Equity</b>	<b>505.4</b>	<b>484.3</b>	<b>4.4%</b>
<b>Total Liab. &amp; Equity</b>	<b>1,357.5</b>	<b>1,297.6</b>	<b>4.6%</b>

In BIDR



# SUMMARY – STATEMENTS OF CASH FLOWS

DESCRIPTION	YTD JUNE		
	2022	2021	% VAR
Operating Activities	17.4	32.1	-45.8%
Investing Activities	(4.7)	(35.5)	-86.8%
Financing Activities	(6.7)	18.4	-136.4%
<b>Net Increase in Cash and Cash Equivalents</b>	6.0	15.0	-60.0%
Cash and Cash Equivalents at beginning of Period	86.9	83.0	4.7%
Effect of FX Changes	2.4	1.2	100.0%
<b>Cash and Cash Equivalents at end of Period</b>	<b>95.3</b>	<b>99.2</b>	<b>-3.9%</b>

- *Decrease in cash flows from operating activities mainly due to increase in working capital days as some new projects have just been started in Q2/2022;*
- *Cash flows used for financing and investing activities mostly related with Meliwis project which still had capex spending as well as its financing draw down during 2020-21;*





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# NEXT PLANS

## COMMERCIAL

(Re-shaping Business Focus)

Entity's Specialization  
Portfolio Clients and Projects  
Segment and Area Penetration  
Roadmap Business Incubation

## OPERATIONAL

(Excellence in Project and Support)

Risk Management Improvement  
Overhead Optimization  
Further Actions in Technology Adoption

## ORGANIZATIONAL

(Effective & Efficient, Capable, SMART KPI)

Re-building the Culture  
Further Improvement in KPI  
Organization Capabilities vs Business Needs  
Team's Balance (Capability-Load-Benefit)

## FINANCIAL

Strengthening Financial Position  
Further Expanding in Financial Support  
Explore Potential Corporate Action

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Q&A



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# PUBEX 2022

## THANK YOU



Radiant Group Building, 7 September 2022