



PT Radiant Utama Interinsco Tbk **Public Expose 2023**

27 September 2023

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.

PT Radiant Utama Interinsco Tbk does not guarantee that any action to be taken in connection with the submission of this document will bring about the desired results.

Agenda



Our Business



Key Highlights



Green Initiatives



Operational Highlights



Financial Performance



Next Plan



Our Business

Construction & Offshore Service



Beginning with the Company's successful acquisition of the "Mobile Offshore Production Unit (MOPU) Conversion and Operating Services" project in 2006, it sparked renewed interest in pursuing a business line that supports Offshore Production Facilities activities.

After that, it was later supplemented by Marine Service, with the primary focus on providing ships to support oil and gas production activities in shallow sea waters. Currently it is complemented with Construction business to support client's needs.

Operation Support Service



Starting as a manpower supply service and eventually evolved into providing various services for oil and gas production facilities and its supporting services.

Several services provided by Radiant such as operation and maintenance support services for Oil, Gas & Powerplant Production Facilities. Besides that, Radiant also provides other various support services such as logistic, warehouse, camp and transportation, and others to support client's operational activities.

Inspection



As our pioneer business, we provides testing, inspection, and certification services such as:

- Statutory and Voluntary inspection service for Oil and Gas, Petrochemical, and other industries
- Non-Destructive Testing (NDT) Service, conventional or Advance NDT
- Oil Country Tubular Goods (OCTG) service, such as Casing Tubing, Drill Pipe, Drilling Tools Inspection, Blasting and Coating, Rotary Equipment Inspection, Intelligent Pigging
- Carbon Emissions Measurement/ Reporting /Verification Service
- Environmental Study Service

Key Highlights



Key Highlights

NEW BOARD OF DIRECTORS



Soeharto Nurcahyono
Director



Sofwan Farisyi
President Director



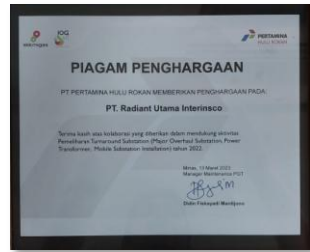
Ramzi Siddiq Amier
Director

Awards



Dec '22
5 Years No LTI

To: PT Supraco Lines
From: Pertamina Hulu Mahakam



Mar '23
Support on Turnaround Substation Maintenance Activity

To: PT Radiant Utama Interinsco Tbk
From: PT Pertamina Hulu Rokan



Mar '23
Kontraktor Terbaik 3 Donggi Matindok Field

To: PT Radiant Utama Interinsco Tbk
From: PT Hydril Indonesia (Tenaris)



Mar '23
Best Site Housekeeping

To: PT Radiant Utama Interinsco Tbk
From: Pertamina Hulu Rokan



May '23
Best Company

To: PT Supraco Indonesia
From: BPJS Ketenagakerjaan



Jun '23
Best Safety Performance Contractor 2022

To: PT Radiant Utama Interinsco Tbk
From: PT Vopak Terminal Merak



Jun '23
Best Contractor Award

To: PT Radiant Utama Interinsco Tbk
From: PT Hydril Indonesia (Tenaris)



Aug '23
Award for Holder of Radiation & Radioactive Permit for NDT Activity & Gauging Activity With Excellent Security & Safety Level
To: PT Radiant Utama Interinsco Tbk
From: Bapeten



Aug '23
Best Contractor CSMS Implementation

To: PT Radiant Utama Interinsco Tbk
From: Pertamina EP Zona 13



Sep '23
17 Years of Zero LTI on Maleo Producer Platform
To: PT Radiant Utama Interinsco Tbk
From: Medco

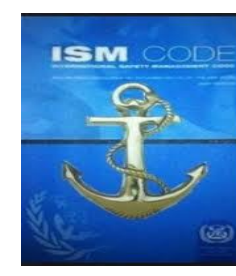
Certifications

New Certification



Certified SNI ISO 37001:2016
since December 2022

Existing Certifications



Key Partners



CTBC BANK
中國信託銀行



Mitsubishi UFJ Lease & Finance



Kongsberg Ferrotech



A P M I



AKLI
Asosiasi Kontraktor Listrik dan Mekanikal Indonesia



Indonesian Corporate Secretary Association
Asosiasi Sekretaris Perusahaan Indonesia



Green Initiatives



ESG Rating

ESG SELF ASSESSMENT



Note:
Sustainability score assessment through ENI's digital Open-es platform



ESG Self Assessment done by PT Radiant Utama Interinsco Tbk through ENI's digital open-es platform which measure towards four pillars of sustainability.

This is our small initiatives to join the global community in which the entire ecosystem of companies can partake in a collaborative, non-competitive process for common growth across the four pillars of sustainability, which are fundamental to both our present and our future, these being the Planet, People, Economic Prosperity and the Principles of Corporate Governance.

Our sustainability score reach 71 out of 100, means we are currently on the Awareness Level 2 from total 5 Level of sustainability scoring.

Commitment to Sustainability



In commitment towards sustainable energy, PT Radiant Utama Interinsco tbk have been involved in the development of various new and renewable energy projects across the nation.

We believe our initiatives will be impactful for sustainable energy development in Indonesia.

Here is our footprints in the solar energy development projects:



44 Projects

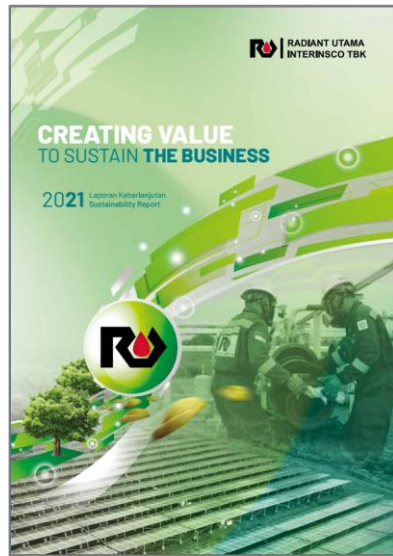


Capacity: 2,192 kWp installed

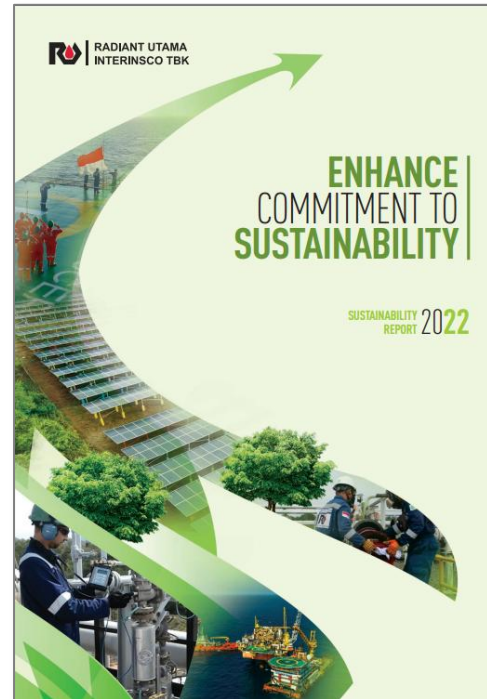


Project value: 64.7 BIDR

Sustainability Report



2021



2022

PT Radiant Utama Interinsco Tbk publishes Sustainability Report as a means of engaging with stakeholders and to ensure that they have a comprehensive comprehension of our performance in managing impacts on sustainability aspects.

Operational Highlights



On Going Projects



270

Active Projects



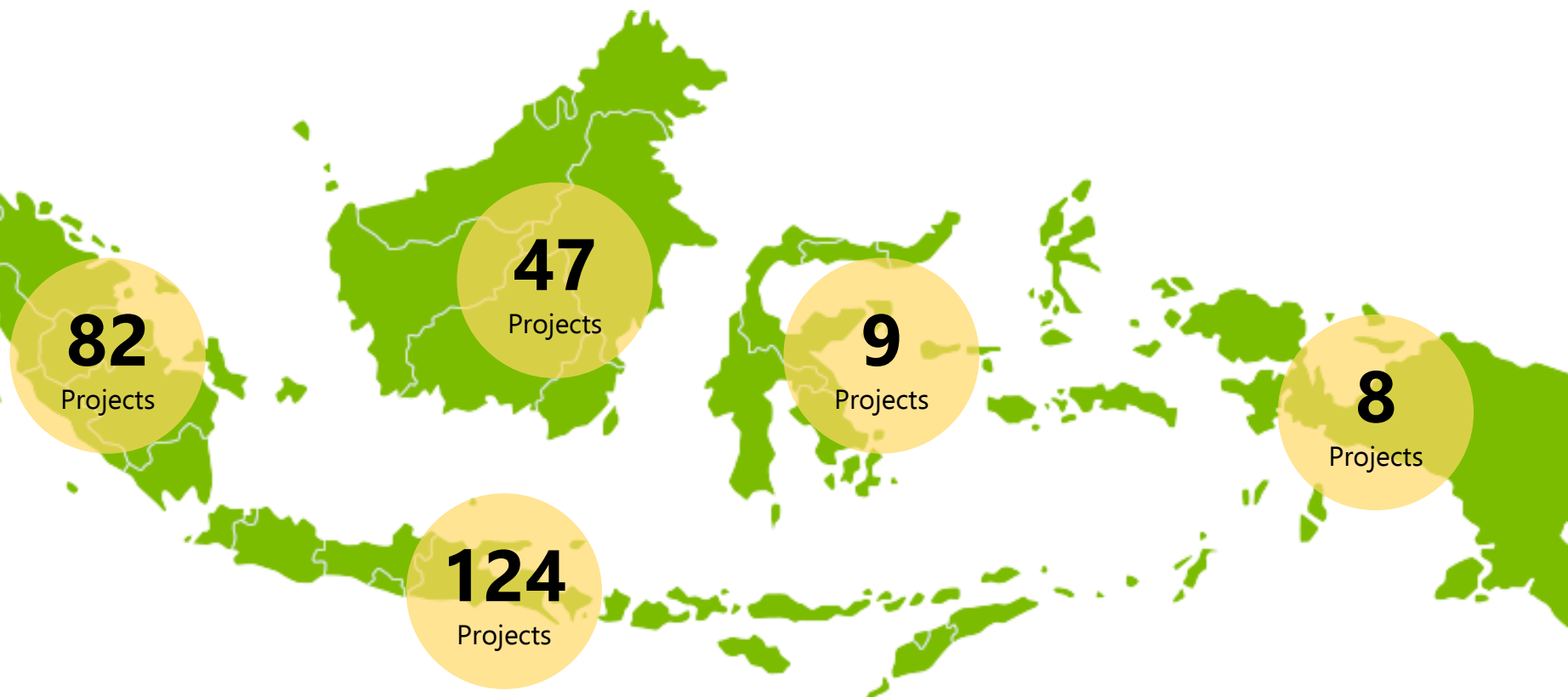
5.93TIDR

Contract Value



11.2BIDR

Capex



Per June 2023

Project Highlights

Drilling & Completion Maintenance Support

 Client: Pertamina Hulu Rokan


 Location: Riau


 Contract Value: 159 BIDR

 Project Duration: Jul '22 – Aug '27




Integrated Supply of Maintenance – Transmission & Distribution System - PGT

 Client: Pertamina Hulu Rokan

 Location: Riau

 Contract Value: 232 BIDR

 Project Duration: Jul '22 – Aug '26



Technical & Visual Inspection WK Rokan

 Client: Pertamina Hulu Rokan

 Location: Riau

 Contract Value: 58 BIDR

 Duration Project: Jul '22 – Aug '25



Project Highlights

Operations Assistance and Field Maintenance Services

 Client: Pertamina Hulu Kalimantan Timur


 Location: Kalimantan Timur


 Contract Value: 175 BIDR

 Project Duration : Dec '22 – Nov '25




Manpower Support Services Packages 2 - Sub Paket C

 Client: Pertamina Hulu Mahakam

 Location: Balikpapan

 Contract Value: 231 BIDR

 Project Duration: Apr '22 – Sep '24



Provision of Fire & Rescue Support and Maintenance Services

 Client: EXXONMOBIL CEPU LTD

 Location: Bojonegoro

 Contract Value: 43 BIDR

 Project Duration: Jul '22 – Jun '25



Financial Performance



New Win & On Hand Projects

Per Jun 2023

New Win Projects



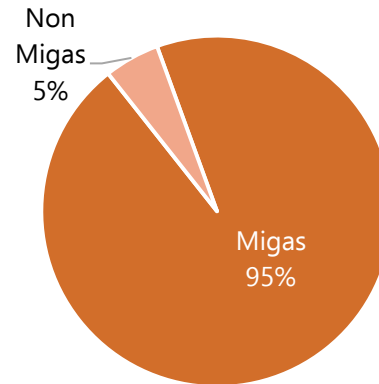
Projects Value

Rp 883 Milliar
(YTD '22: 1.6T | FY'22: 2.1T)



Quantity

205 projects
(YTD '22: 154 projects | FY'22: 304 projects)



Inspection

152 Projects
Rp 48 Miliar



Operation Support Service

47 Projects
Rp 807 Miliar



Construction

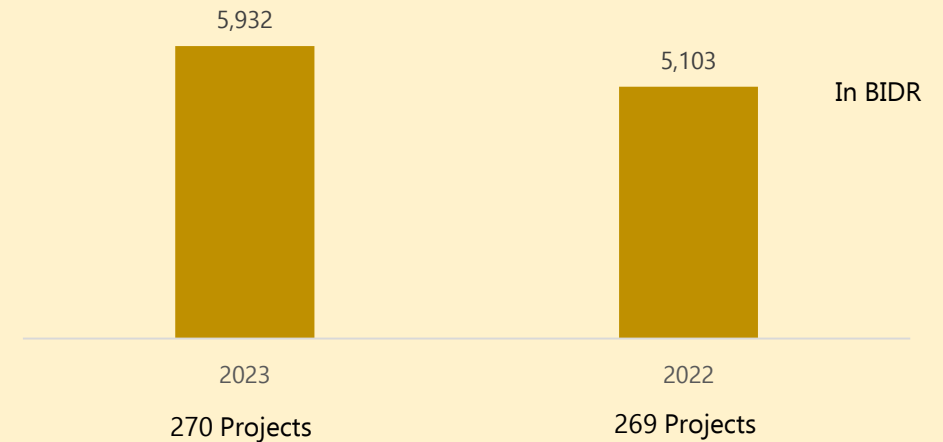
2 Projects
Rp 25 Miliar



New & Renewable Energy

4 Projects
Rp 3 Miliar

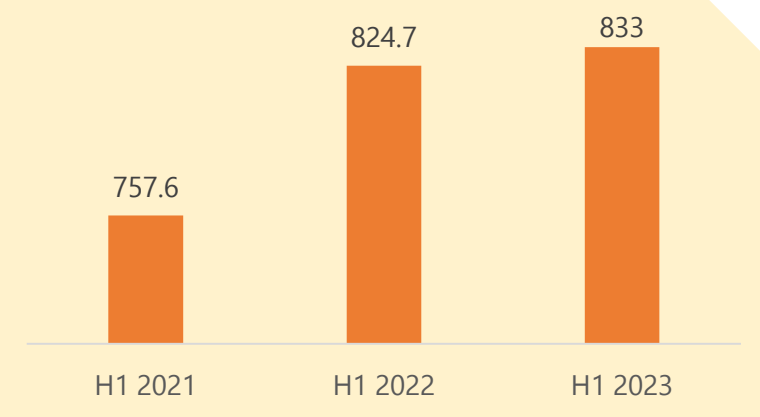
On Hand Projects



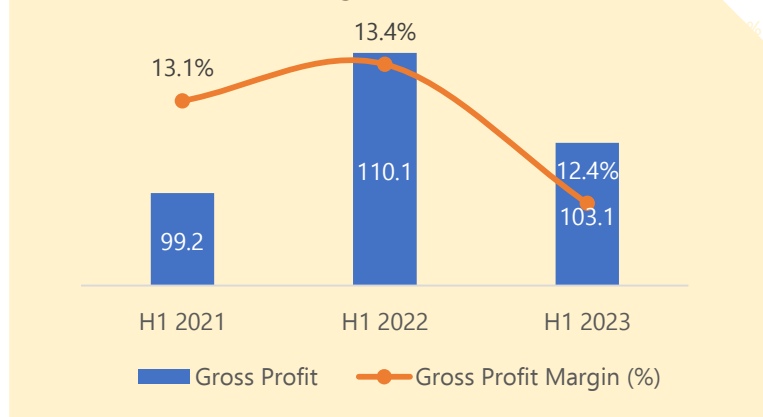
- Increase in new-win and on-hand projects may not instantly impact to the bottom line current performance;
- 42% of total On Hand Project is contributed by Pertamina Group;
- Contract utilization tends to increase inline with the increase in activity of business in oil and gas

Summary of Income Statement

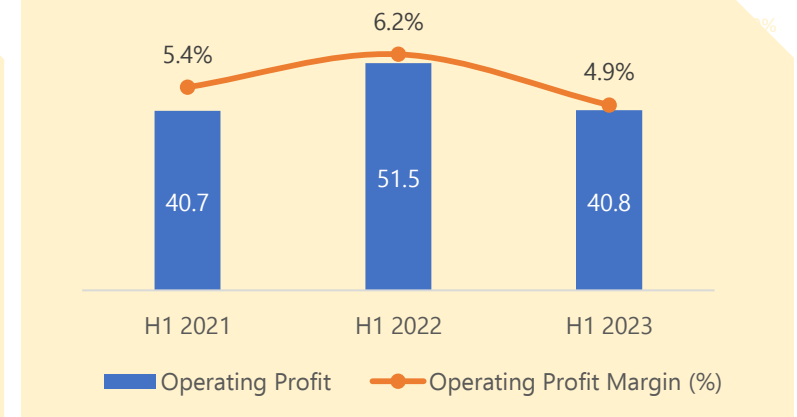
Revenue



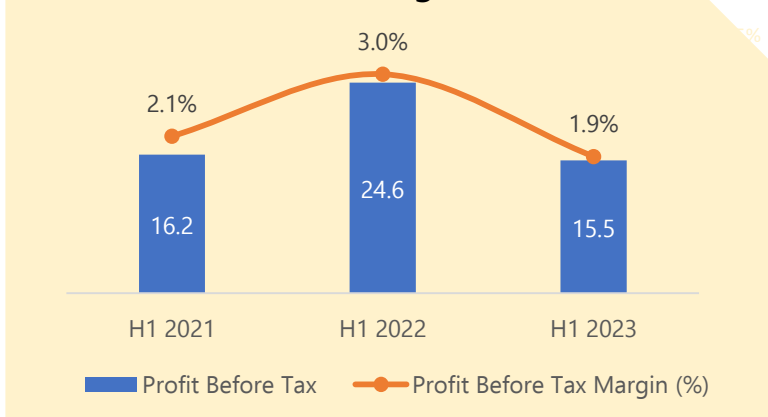
Gross Profit & Margin



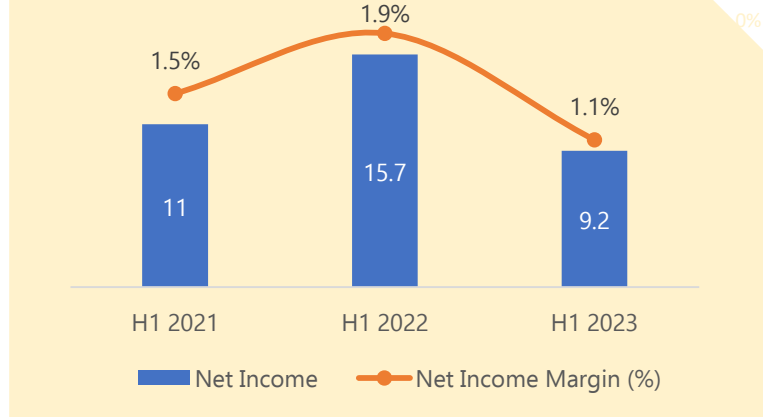
Operating Profit & Margin



Profit Before Tax & Margin



Net Income & Margin



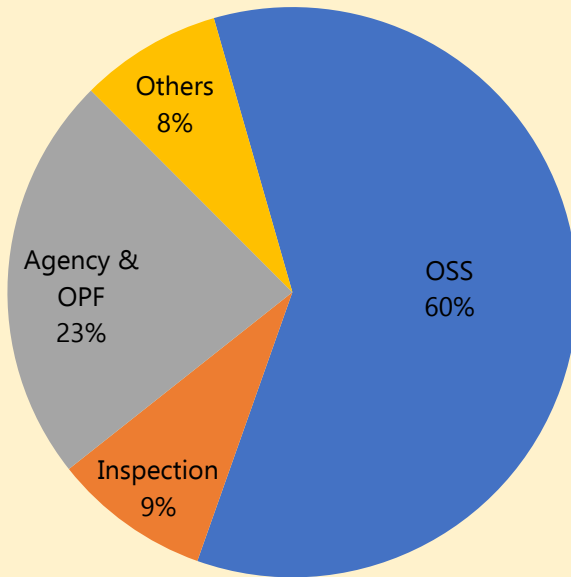
Remarks:

- Although revenue H1 2023 increased compare to H1 2021 and H1 2022, net income H1 2023 is lower than H1 2021 and H1 2022 since increase in revenue mostly in SBU OSS.

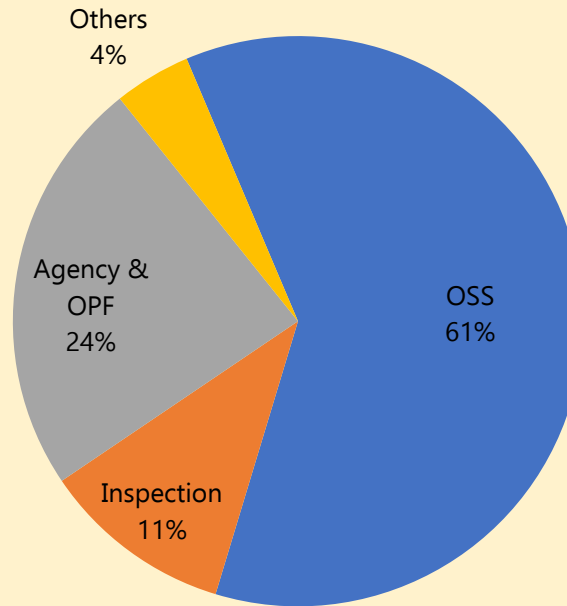
Summary of Income Statement

Revenue Composition by Segment

H1 2022



H1 2023



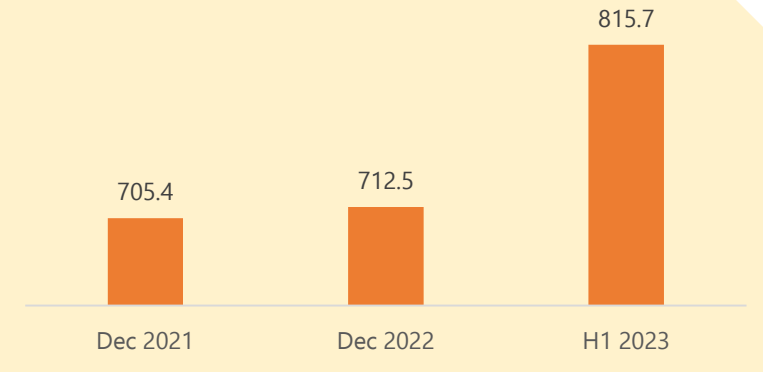
Remarks:

- Revenue composition by segment relatively similar between H1 2023 compared to H1 2022 shows stable business operation and strong existence of Radiant in current business.
- Lower revenue from "other" segment due to decrease in Construction sector.

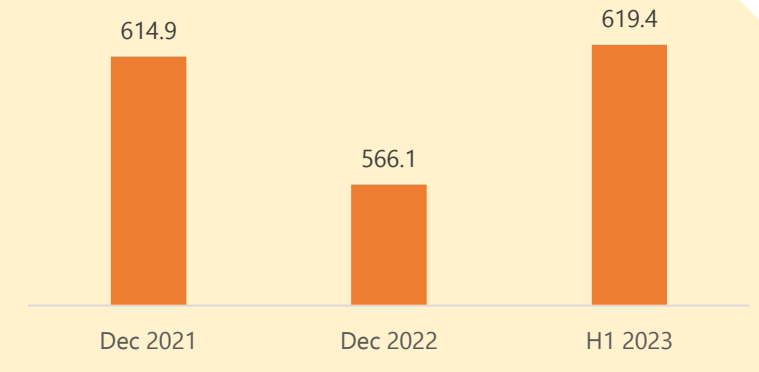
Summary of Financial Position

dalam miliar rupiah

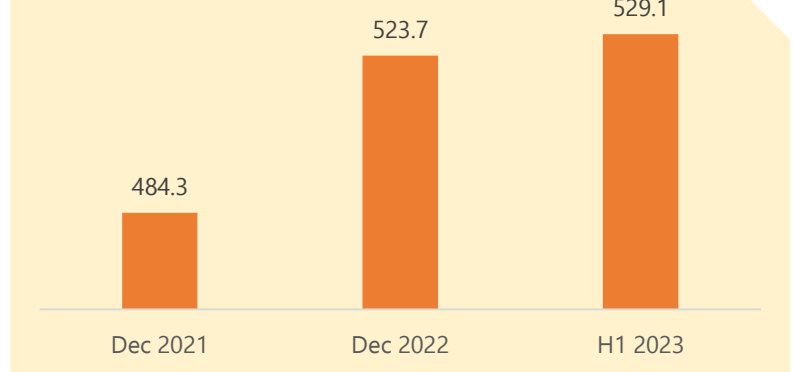
Current Asset



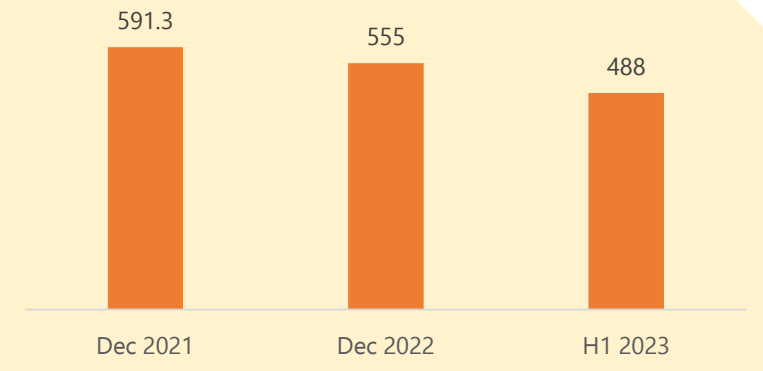
Current Liabilities



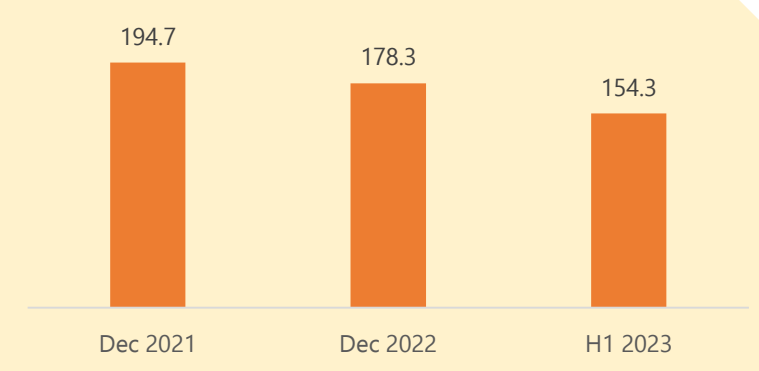
Equity



Non Current Asset



Non Current Liabilities



Remarks:

- 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 Q2-2023.

Summary of Cashflow Statement

Description	H1 2023	% Var	H1 2022	% Var	H1 2021
Operating Activities	(14,814)	-85%	17,376	54%	32,091
Investing Activities	(5,939)	125%	(4,751)	13%	(35,533)
Financing Activities	25,548	383%	(6,664)	-36%	18,413
Net Increase in Cash and Cash Equivalents	4,795	80%	5,962	40%	14,970
Cash and Cash Equivalents at beginning of Period	70,258	81%	86,930	105%	83,013
Effect of Foreign Exchange	(642)	-26%	2,447	207%	1,182
Cash and Cash Equivalents at end of Period	74,410	78%	95,339	96%	99,165

Remarks:

- Decrease in cash flows from operating activities mainly due to increase in working capital days as some new projects have just been started in Q2-2023

Next Plan



Next Plan

Commercial

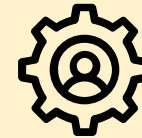
Business Clustering and Entity Independence



- Existing Business Re-clustering
- New Business Establishment
- Segment and Area Penetration
- Portfolio Clients and Projects

Operational

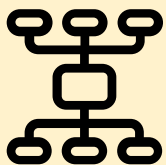
Business Process Improvement & IT Transformation



- Risk Management Improvement
- Resources Optimization
- Application development for business support
- Automation and digitalization of working process

Organizational

Organization Restructuring & Cultural Transformation



- Compensation & Benefit Restructuring
- Decentralizes of Inspector
- Culture Program & Change Management

Financial

Financial Performance Improvement



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

Q&A Session

Thank You

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