

Overview of Pelindo

Pelindo is the sole government-owned port operator in Indonesia

- PT Pelabuhan Indonesia (Persero) ("Pelindo") is the only State-Owned Enterprise ("BUMN") and the leading port operator in Indonesia.
- Pelindo and its subsidiaries are engaged in end-to-end maritime supply chain and logistic ecosystem including container port services, non-container port services, logistics and hinterland services, and marine and equipment services.
- Pelindo operates 125 ports, covering all over Indonesia.



CONTAINER SERVICES

Loading and unloading service for containerized goods from ships to delivery including:

- Stevedoring
- Haulage
- Wharf Services
- · Receiving/Delivery
- Stacking Services

NON CONTAINER SERVICES

Loading and unloading service for non-container goods from ships to delivery including:

- Liquid bulk terminal services
- Dry bulk terminal services
- Vehicle terminal services
- Special terminal services
- Multipurpose terminal services
- Private terminal services

LOGISTICS & HINTERLAND

A support service related to logistics in port services including:

- Trucking
- Warehousing and storage
- Multimodal transportation services
- Bounded warehousing
- Container distribution center (CDC)
- Industrial area
- Property
- Marina & Marine Tourism

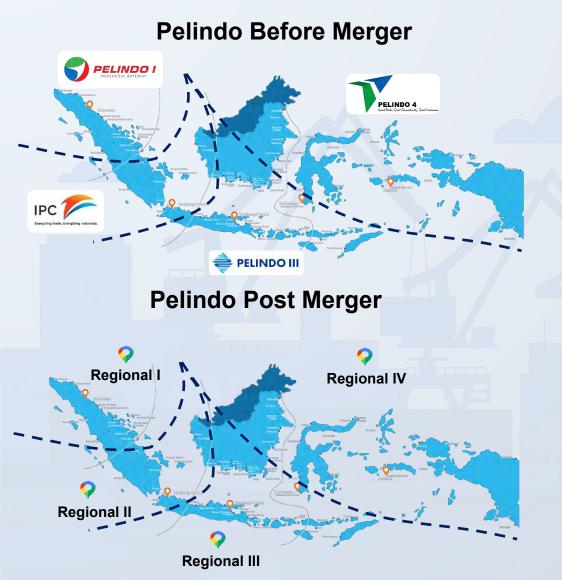
MARINE & EQUIPMENT

Ship operational services starting from entering to exiting the port including:

- · Pilotage Services;
- Towage Services;
- · Mooring Services;
- Water, Garbage and Waste Services
 In addition, there are equipment, utilities, dredging, and energy services.

History of Pelindo

Pelindo is the result of the merger of 4 (four) SOEs since 2021





- Historically, the government-owned port operators were established in 1960 and has been operating separately
- The merger of 4 State Owned Enterprises (SOEs) in Port Services on October 1st, 2021, consequently, leads to the emergence of PT Pelabuhan Indonesia (Pelindo) as the only SoE in Indonesia for Port Service Business. Its service territory covers the whole nation, from the Eastern to the Western region of Indonesia.

Rationale for Pelindo Integration

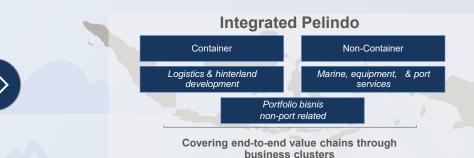
Pelindo integration aims to improve operation, commercial, & financial performance



4 Separate Pelindo Models



PT Pelindo



Less coordinated



Better strategic control

An overall planning for the network, asset investment, with a big aim to reduce logistics costs

Non-standardized operations



End-to-end standardized process

Operations that are **more reliable and efficient** to create better port network connectivity in all national ports

Suboptimal capex allocation and limited financial



Optimal capex allocation and better financial capability

To **improve** the condition of **the balance sheet** and **financial position**

Non-standardized HR development programs



Standardized HR development program

The existence of a **standardized HR program** has the potential to **reduce variance in employee productivity**

Non-standardized IT systems



Standardized IT system

Standardized IT system to support port activities

Pelindo Group Organization Structure



Pelindo acts as strategic architect supported by regional coordinator, subholdings, and business operators

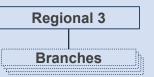


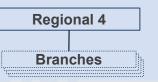
coordinator

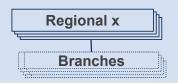


















Sub-holding that manages container cluster that provides container services with an integrated and standardized network system

PT Pelindo Multi Terminal



Sub-holding that manages port business entities in the field of multipurpose terminal operations in Indonesia, such as liquid bulk, dry bulk, general cargo, etc.

PT Pelindo Solusi Logistik



Sub-holding that manages Hinterland & Logistic services such as shipper warehouse, carriage to port, and buyer warehouse

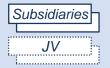
PT Pelindo Jasa Maritim

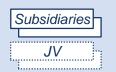


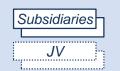
Sub-holding that manages maritime cluster that provides marine services, Port Equipment and Port Utilities

Business Operator









Core business portfolio

Other business portfolio



Our Vision

Pelindo aims to become a World-Class Integrated Maritime Ecosystem Leader



Vision:

Become a World-Class Integrated Maritime Ecosystem Leader

Mission: Develop national maritime ecosystem network through increasing network connectivity and service integration to support Indonesia's economic growth

World-class port transformation



- Improve port operational quality standards by utilizing digital technology
- Improve quality of customer-based service (cust. centric)
- Develop sustainable ports
- Preparing regional expansion

Strengthening the logistics ecosystem



- Increase cooperation with sea and land logistics industry players to support the optimization of national logistics costs
- Expand cooperation with industrial/logistics areas to encourage increased flow of goods

Maritime supply chain efficiency



- Expand the national port network
- Integrate Port Network, Transportation mode and supporting areas (i.e. Industrial/logistics areas)

Enhancing Corporate Value



- Strengthen the company's financial structure
- Optimal asset management
- Vertical & horizontal business development

Enablers

Pilars

Strategic



- Develop organization to drive business efficiency
- Sustainable innovation
- Develop human resources capability and quality
- Strengthen the utilization of technology and information systems



Green Port Initiatives

Pelindo has implemented various initiatives as part of its net zero strategy





Electrification of port equipment



Implementation of digital solutions for operational efficiency



Provision of incentives for supporting greener operations



Utilization of renewable energy in the port



Implementation of efficient waste management

Initiatives Strategic



Diesel to Electric Crane Conversion



On Shore Power Supply



Solar Power Plant Installation



Mangrove Plantation



Waste management and conservation in port area



Port Reception Facilities

Progress of Port Equipment Electrification



Up to the first semester of 2023



- Until the first semester of 2023,111 port equipment in 15 port branches have been converted to electric power sources
- Target of equipment electrification are 250 port equipment in 2025 and 456 port equipment in 2030

Solar Panel Development Project

Up to the first semester of 2023



Until the first semester of 2023, 29 kWP Installed Solar Power Plant

On Shore Power Development Project

Up to the first semester of 2023

7 Points



Until the first semester of 2023, **52 Points** Installed Multi Voltage and Frequency On Shore Power

20 Points

East Java

Bali and Nusa Tenggara

6 Points

Progress of Mangrove Plantation

Up to the first semester of 2023



Total mangrove plantation until the first semester of 2023 are 143.75 Ha

Progress of Waste Management and Reception Facilities



Up to the first semester of 2023



Until the first semester of 2023, **50 branches** of Pelindo already installed **waste water treatment plant** and **65 branches** of Pelindo already had **reception facilities**

Thank You

