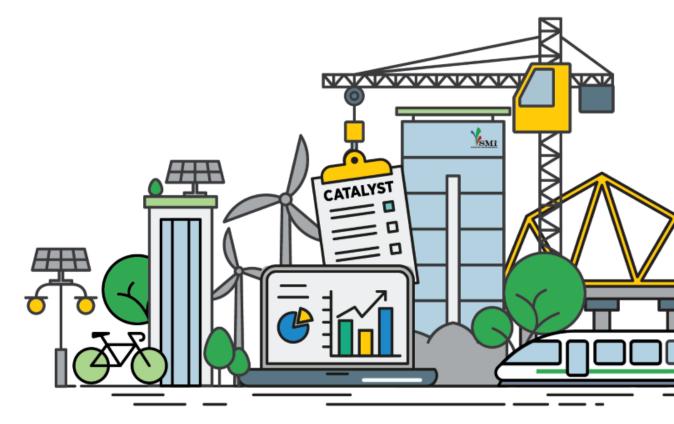


INVESTOR COMPANY UPDATE

September 2020

Finance and Investor Relations Division



Financial Highlights

As of 30 September 2020





Total Assets

≈USD **5.5** Billion

Total Liabilities

IDR **82.13** Trillion IDR **44.65** Trillion IDR **37.48** Trillion

≈USD **3.0** Billion

Total Equity

≈USD **2.5** Billion



Total Revenue

IDR 4.29 Trillion

≈USD 287.6 Million



Net Profit

IDR 1.55 Trillion

≈USD 104.2 Million



Commitment

IDR **103.9** Trillion

≈USD 7.0 Billion



Outstanding

IDR **62.3** Trillion

≈USD 4.2 Billion

DER

1.2 ×

NPL (gross)

1.76%

NPL (net)

0.57%

Loan Loss Provision

172.72%

Pandemic Response





100% Work From Home since 15 March 2020

Digitalize approval process

Prioritizing virtual meetings and restricting travel requirements

Dedicated in-house courier team

Weekly online health monitoring checkpoint for all employees



Selective growth and tightened asset monitoring

Support Municipalities' Covid-19 countermeasures by providing loan relaxation to municipal loans

Provide loan relaxation to other debtors impacted by Covid-19

Performed stress test and manage liquidity to fulfill liabilities

Conducted other internal measures to maintain robust risk management



Responding to Loan Relaxation regulations

Participating in National Economic Recovery Program:

1. SOE Restructuring Program 2. Regional Economic Recovery Program





Participation in National Economic Recovery Program

As of 30 September 2020



Government Action

Law No 2 Year 2020

State Financial Policy And Financial System Stability for the 2019 Corona Disease Pandemic (Covid-19)

Government Regulation No 23/2020 jo. 43/2020 Implementation of the National Economic Recovery Program in **Support of State Financial Policy for the 2019 Corona Virus Disease Pandemic (Covid-19)**

> Presidential Decree 54/2020 jo. 72/2020 **Posture Changes and Details of State Income** And Expenditures Budget for the 2020 Fiscal Year

Finance Minister Regulation 118/PMK.06/2020 **Government Investment in the Context of the National Economic Recovery Program**

Finance Minister Regulation 105/PMK.07/2020 **National Economic Recovery Loan Management** for Local Government

PT SMI's participation:

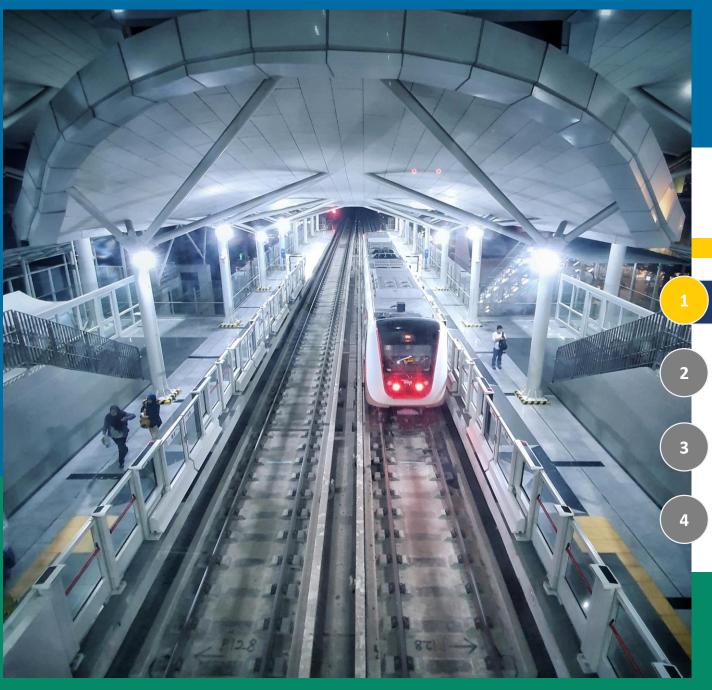
SOE Restructuring Program through Government Investment

(Finance Minister Regulation 118/PMK.06/2020)

Regional Economic Recovery Program

(Finance Minister Regulation 105/PMK.07/2020)





AGENDA

About PT SMI

Business Activities

Financial Performance

Initiatives on SDGs

About PT SMI (a Special Mission Vehicle Of MoF)



PT Sarana Multi Infrastruktur (Persero) ("PT SMI") was established in 2009 as a State-Owned Enterprise under the Minister of Finance Regulation No. 100/PMK.010/2009 on Infrastructure Financing Companies.



Vision

"A leading catalyst in the acceleration on the national infrastructure development"

Mission

- 1. To become a strategic partner who provides added value in infrastructure development in Indonesia.
- 2. To establish flexible financing products.
- 3. To provide quality services which comply with good corporate governance.

PT SMI carries the duty of supporting the Government's infrastructure development agenda for Indonesia through partnerships with private and/or multilateral financial institutions including in Public-Private Partnership (PPP) projects.

As such, PT SMI can serve as a catalyst in accelerating infrastructure development in Indonesia.

Board of Commissioner and Directors



Board of Commissioner



Mahendra Siregar President Commissioner



Iskandar Saleh Independent Commissioner



Sukatmo Padmosukarso Independent Commissioner



Suryo Utomo Commissioner



Kunta Wibawa Dasa Nugraha Commissioner

Sharia Supervisory Board



Kanny Hidaya Chairman



Abdul Mughni Member

Directors



Edwin Syahruzad President Director



Sylvi J. Gani Director



Darwin T. Djajawinata Director



M. Ghozie Indra Dalel Director



Faaris Pranawa Director

Business Pillars

Conventional

Sharia



Source of Funds

Capital Injection from GOI

Capital Market (Bonds, Notes, Securitization, Green Bond)

Loans and Grants

Asset Sales and Other Income based on **Shareholders Meeting** approval

Sharia Capital Market (Sukuk, Sharia Hedging)

BPJS / Sharia Insurance

Hajj & Syirkah Funds

Sovereign Wealth Fund



PT SMI Business Pillars

Pillar #1

FINANCING & INVESTMENT

Pillar #2 **ADVISORY SERVICES**

Financial Advisory

Investment Advisory

Financing Arranger

Investment Advisory

&

Financial

Advisory

Pillar #3

PROJECT DEVELOPMENT

PPP Project Development

Fund Management for Geothermal Infrastructre **Development**

Renewable Energy Project Development & Energy Efficiency

Project Preparation for Municipal **Financing**

Capacity Building and Technical Assistance

Transportation



Energy Efficiency

Telecommunication



Train Rolling Electricity Oil and







Sectoral Focus

Resources

Irrigation



Facilities

Water **Sports**



Drinking

Arts **Facilities**



Waste Management

System

Renewable Energy & Energy Conservation





Public Housing



Social Infrastructure

Health



Correctional

Facility







Estate

Expansion of Mandate

Tourism



Other development financing based on government assignment

Commercial & Sustainable Financing

- Senior loan
- Junior Loan
- Mezzanine
- Cash Deficiency Support
- Bridging Loan
- Equity Investment
- Arranger & Underwriter
- Credit Enhancement
- Standby Financing
- Funds Management

Sharia Financing

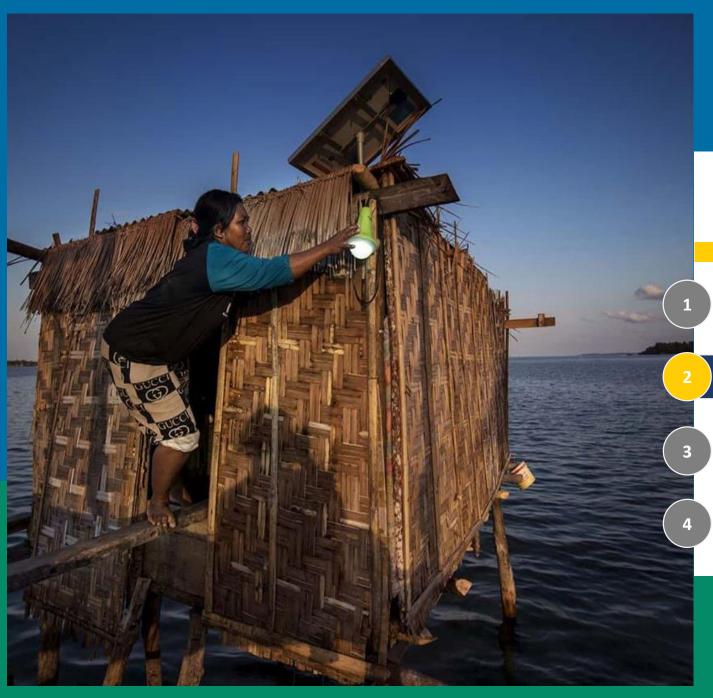
- IMBT/ Lease with Option to Own
- Murabahah/Installment Sale with Deferred Payment
- MMQ/Diminishing Partnership
- Musyarakah/Joint Partnership
- IMFZ/Indent Lease with Option To Own

Public Sector Financing

(Sharia) SDG Indonesia One

IMFZ= Ijarah Mausufah Fiz Zimmah





AGENDA

About PT SMI

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Innovative Funding











Regional Infrastructure **Development Fund (RIDF)** USD 500 mio loan and USD 3 mio grant

CTBC BANK







USD 250 mio loan USD 5 mio grant EUR 400k TA



USD 700 mio

Offshore

Loan Syndication



Development **Partners**

PT SMI magnifies financing capability

by leveraging through the financial market

and strategic cooperation

Bank Loan

























HSBC





Maybank

PermataBank •





- Conventional Bonds Program I ~IDR 30 trillion
- Conventional Bonds Program II ~IDR 25 trillion
- Sukuk Mudharabah Program IDR 3 trillion
- Green Bonds Program IDR 3 trillion
- MTN Rupiah IDR 850 bio
- MTN USD 300 mio

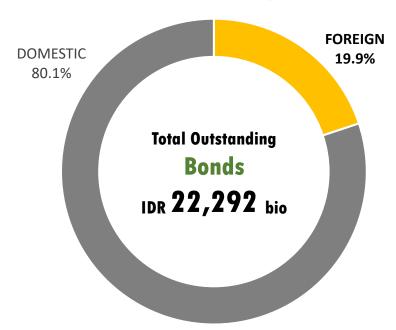


Bond Issuance



	PUB Bond I	PUB Bond II	PUB Green Bond I	PUB Sukuk Mudharabah I	TOTAL				
2014		IDR 1.0 T							
2016	Stage I IDR 5.0 T				IDR 5.0 T				
2017	Stage II IDR 7.0 T				IDR 7.0 T				
2018	Stage II IDR 1.0 T		Stage I IDR 500 bio	Stage I IDR 1.0 T	IDR 2.5 T				
2019		Stage I IDR 3.0 T Stage II IDR 4.1 T Stage III IDR 2.8 T		Stage II IDR 1.0 T Stage III IDR 1.0 T	IDR 11.9 T				
2020		Stage IV IDR 1.5 T			IDR 1.5 T				
	TOTAL BONDS ISSUED								

Foreign bond holders accounted for 19.9% of total outstanding Bonds.



In 2019, PT SMI issued the highest total corporate bonds with the amount of IDR 11.9 trillion

Apart from the market fluctuation due to the spread of Covid-19, the recent PUB Bonds II (IV) were oversubscribed for 2.0x.

Financing Activities

As of 30 September 2020

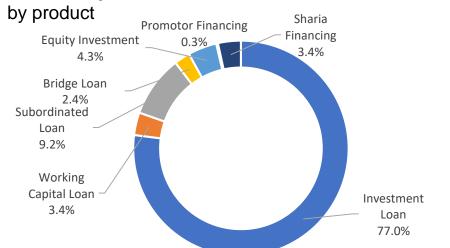


Commitment & Outstanding*



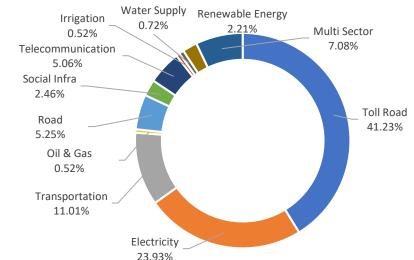
Loan loss provision Sep20 = 172.72%

Loan Composition

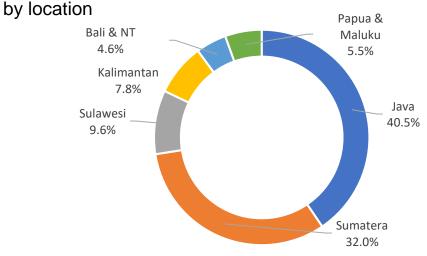


Loan Composition

by sector



Loan Composition



As of September 2020, **Loan Commitment has** increased by 5.11% from December 2019.

Toll road and Electricity has been dominating the portfolio composition throughout the years.

PPP Project Preparation

As of 30 September 2020





Water Supply

Umbulan Water Supply (IDR4.7 Trillion)

Bandar Lampung Water Supply

(IDR1.3 Trillion)

Construction

Construction

Pekanbaru Regional Water Supply

(IDR739 Billion)

Tender Preparation

West Semarang Water Supply

(IDR1.2 Trillion)

Construction

Kamijoro Regional Water Supply

(IDR437 Billion)

FBC Final Report Finalization



Transportation

Hang Nadim Airport (IDR6.5 Trillion)

Rights and obligations settlement in accordance with PDF-assignment Agreement



Industrial Estate

Bintuni Industrial Estate (IDR2.65 Trillion)

TOR Discussion



Telecommunication

Palapa Ring West Package

(IDR1.28 Trillion)

Palapa Ring Centre Package

(IDR1.38 Trillion)

Palapa Ring East Package

(IDR5.09 Trillion)

Operating

Operating

Operating



Hospital

Krian Regional Hospital

(IDR351 Billion)

Rights and obligations settlement in accordance with PDF-assignment

Agreement



Street Lighting

Surakarta Street Lighting IDR516 Billion)

Pre-qualification

PT SMI is also supporting several national strategic infrastructure projects and involved in the development of PPP projects in Indonesia.

Social Economic Benefit of Financed Projects^

As of 30 September 2020



Provide electricity to 3.84 million homes or 15.3 millions people

Better access

Clean water contribution to 2.4 million homes or 9.7 million people

Natural gas supply to 21,000 homes



Increase Productivity

Additional 3,452.6 MW of electric power capacity

Clean water production with capacity of 16,890 I/s

Additional fuel production of **31,000** bpd

Gas stock capacity increased to 10,000 MT



Infrastructure & Rolling Stock Improvement

3,170.9 km toll roads (including public roads)

80 additional electric trains and revitalization of 438 train carriages

52,000 tower telecommunication projects

12,148 km of fiber optic network across Indonesia

Public Service Improvement

Serving **76 million users** of telecommunication service across Indonesia

Health facility for 720 new patients/year

Additional facility of 1,661 new hospital beds

Passenger capacity increased to 7.3 million/year

Additional capacity of 37.5 million airport passengers per year

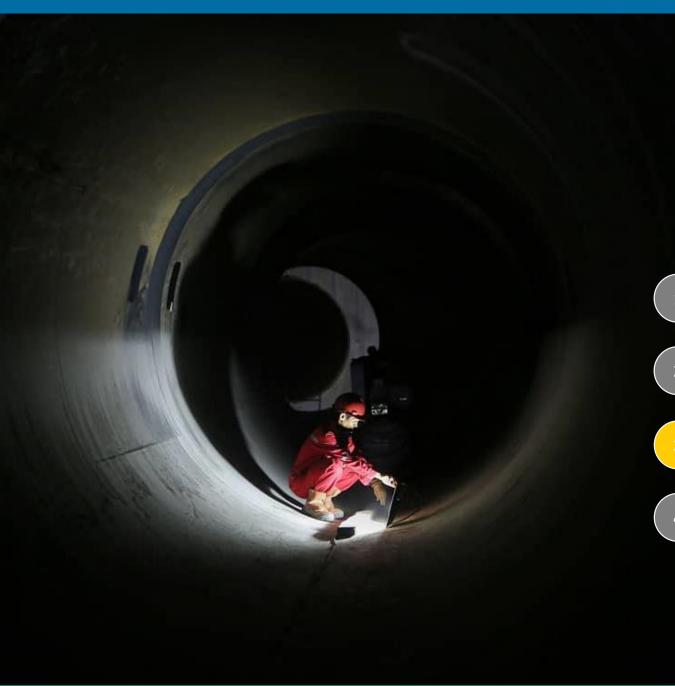
Flow of port goods capacity increased to 2.52 million TEUs per year

Irrigation to 185 thousand hectares paddy fields

Assumptions:

- 1 household consumes 900 Watt for lighting
- 1 household inhabited by 4 people
- Basic water requirement in Metropolitan Area (per person) = 150 Litre/day





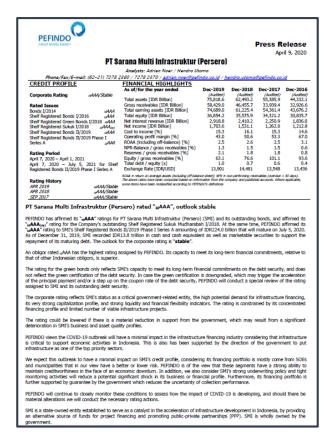
AGENDA

- 1 About PT SMI
- 2 Business Activities
 - 3 Financial Performance
- 4 Initiatives on SDGs

Corporate Rating



	Local (Pefindo/Fitch)	International (Fitch)			
2012	AA (idn)				
2013	AA+ (idn)	BBB-			
2014	idAA+	BBB-			
2015	idAA+	BBB-			
2016	idAAA	BBB-			
2017	idAAA	BBB			
2018	idAAA	BBB			
2019	idAAA	BBB			
2020	idAAA	BBB			



PT SMI received idAAA (outlook stable) rating from Pefindo on 9th April 2020. Pefindo has also assessed the impact of Covid-19 to PT SMI, and has stated that it have minimal impact the infrastructure financing industry.



PT SMI received BBB international rating and AAA(idn) (outlook stable) from Fitch Ratings on 19th May 2020, consistent with the previous period. Fitch classifies SMI as a governmentrelated entity (GRE) that is credit linked to the Indonesia sovereign.

Financing Highlights - Profitability

As of 30 September 2020



(IDR Billion)	2017	2018	3Q19	2019	1Q20	2Q20	3Q20
Revenues	3,155	4,008	3,975	5,321	1,312	2,781	4,291
Operating Profit	1,549	1,820	1,733	2,111	492	1,178	1,825
Other income (expense)	(15)	(5)	54	60	(7)	2	7
Profit Before Tax	1,535	1,815	1,788	2,170	485	1,180	1,832
Net income	1,262	1,531	1,465	1,704	388	988	1,555
Comprehensive income	1,728	1,526	1,419	1,784	222	965	1,481

Aside from the global market fluctuation due to the spread of Covid-19, PT SMI is still maintaining a good financial performance.

Throughout the first 3 quarters of 2020, Net Income reached **IDR1.6trillion or an increase** of 6.1% y.o.y.

Financing Highlights - Financial Position

As of 30 September 2020



(IDR Billion)	2017	2018	3Q19	2019	1Q20	2Q20	3Q20	Q2 vs Q3 2020
Total Assets	55,386	62,493	73,025	75,819	78,571	77,933	82,129	5.4%
Cash & M Sec.	18,266	12,100	13,819	13,781	13,165	13,209	19,510	47.7%
Gross Loans Receivable and Sharia Financing	33,927	46,440	55,509	58,427	62,014	61,334	59,182	(3.5%)
Borrowings (net)	6,325	11,916	13,231	15,798	18,691	18,293	21,121	15.5%
Debt Securities issued (net)	14,243	14,232	18,929	22,089	21,851	21,853	19,443	(1.9%)
Total Liabilities	21,065	25,917	33,536	35,964	39,094	38,213	42,310	10.7%
Equity	34,321	35,576	36,490	36,854	36,717	36,960	37,482	1.4%

Despite the pandemic, PT SMI still booked an increase of assets by 12.5% YoY.

Cash & M Sec increase significantly due to prepayment and cash reserve. The prepayment caused OS financing slightly decreased.

Borrowings inclined significantly with the strategy of increasing bank loan portion vs. bonds as a funding diversification.

Financial Highlights – Key Ratios

As of 30 September 2020



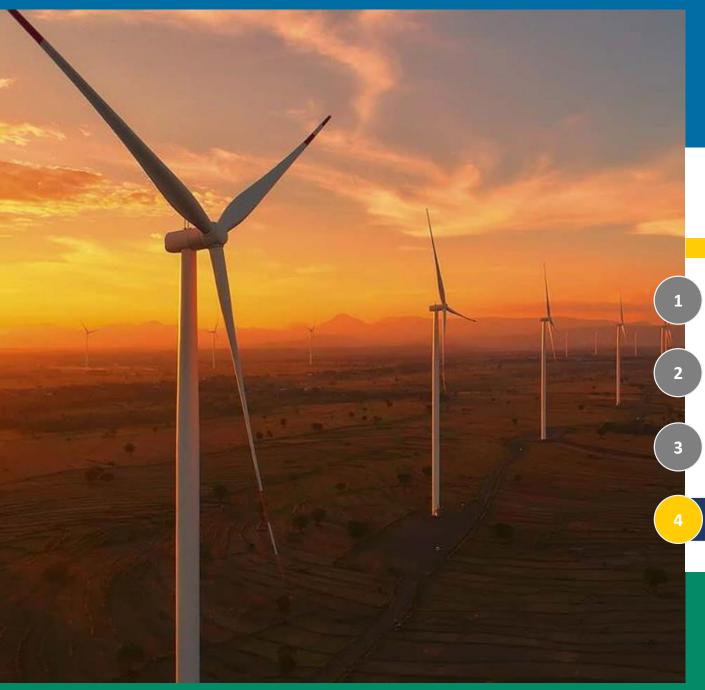
	2017	2018	3Q19	2019	1Q20	2Q20	3Q20
NIM	4.08%	3.90%	4.79%	4.10%	3.74%	3.62%	3.64%
Cost to Income	17.25%	18.24%	15.88%	17.14%	16.89%	15.62%	14.62%
DER	0.6x	0.7x	1.0x	1.0x	1.1x	1.1x	1.2x
ROA	2.28%	2.45%	2.68%	2.25%	1.98%	2.53%	2.52%
ROE	3.68%	4.30%	5.35%	4.62%	4.23%	5.34%	5.53%
LLP	85.43%	117.84%	167.79%	180.24%	250.62%	227.60%	172.72%
NPL Gross	2.07%	1.51%	1.23%	1.16%	1.14%	1.23%	1.76%
NPL Net	1.19%	0.65%	0.03%	0.05%	0.05%	0.12%	0.57%

NIM is contracted as interest rates (JIBOR, BI rate) are declining throughout 2020.

ROE is steadily increasing as **PT SMI** maintains its profitability.

NPL slightly increased with some asset restructuring is still in the process.





AGENDA

About PT SMI

Business Activities

Financial Performance

Initiatives on SDGs

Role in Supporting Sustainable Development Goals (SDGs)



Financing and Investment



Sulawesi Utara Regional Hospital

Sulawesi Utara



PT SMI's role **Financing Regional** Hospital construction in Sulawesi Utara

PT SMI Business Activities

2 **Consultation Services**



Sustainable Energy Program Supporting UNDP



PT SMI's role Review project documentation for 7 Renewable Energy Projects in Indonesia 3 **Project Development**



Kamijoro Drinking Water Supply System DI Yogyakarta



PT SMI's role Provide project preparation facility

Concrete Steps in Climate Action

- Implementation of the 10 Elements of **Environmental and Social Safeguards**
- **Establishment of SDG Indonesia One Platform**













CO





15 LIFE ON LAND











Activities Related to Climate Action

- The Sustainable Financing Division has channeled IDR861.9 billion for more than 400 MW renewable energy projects
- 2. First geothermal project financing: 10 MW Small Scale Dieng Geothermal Power Plant
- 3. Collaboration with GIZ on the Project Preparation Facility of the Semarang BRT project
- Collaboration with GGGI related to the de-risking instruments study in Indonesia and technical review of waste-to-energy technology

- Geothermal project assignment:
 - a) Wae Sano (government drilling)
 - b) Jailolo (government drilling)
- 7. Instrument guarantee products assessment with Climate Policy Initiative

PT SMI has played a role in 16 goals (out of 17 goals) to support the SDGs

Pioneer of Corporate Green Bond in Indonesia



Compulsory Standards



POJK No. 60/POJK.04/2017 about Green Bond Issuance









SMI's Green Bond Eligible Sectors:

- 1. Renewable energy
- 2. Energy efficiency
- 3. Sustainable pollution management and prevention
- 4. Sustainable natural resource and land use management
- 5. Clean transportation
- 6. Sustainable water and sewage management

Second Opinion:

°CICERO

Medium Green

For the issued Green Bond Berkelanjutan I Sarana Multi Infrastruktur Stage I with an emission value of IDR500 billion, PT SMI has calculated the estimated environmental impact of the projects financed by the proceeds for the period of 1 January until 31 December 2019 (annual).

Allocation of Proceeds and the Estimated Environmental Impact

	Project Name	Proceeds Allocation	GHG Emission Avoided (ton CO2e)	Sustainable Development Goals (SDGs)	Energy Savings (TJ)	Energy Produced (MWh)	Renewable Energy Capacity Added (MW)
Renewable Energy	Mini Hydro Tunggang Bengkulu*	12.6%	59,568	1 MAN. 1 CHANNEL TO SECURIORS 9 MANUSCRIBUSES TOTAL PROPERTY AND SECURIORS SHOWED AND SECURIORS AND	-	73,000	10.0
Renewab	Mini Hydro Lubuk Gadang	23.7%	41,300	10 SERACION 13 PROGRAMEN CE >	-	49,639	7.5
Clean Transportation	Light Rail Transit (LRT) Jabodebek*	63.7%	144,714	1 MANA STREET,	3,075	-	-
		100.0%	121,461		1,537	59,721	17.5

*Targeted impact

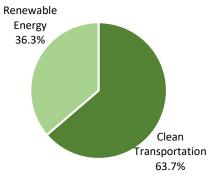
Climate Change Category

Mitigation 100%

Financing Type

Refinancing 100%

Sector Distribution







Thank You,

PT Sarana Multi Infrastruktur (Persero)

Sahid Sudirman Center, Lantai 48

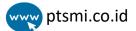
Jl. Jenderal Sudirman No. 86

Jakarta 10220, Indonesia

Telepon : (62-21) 8082 5288 (hunting)

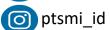
Faksimile : (62-21) 8082 5258

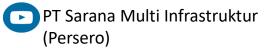
Surel : corporatesecretary@ptsmi.co.id

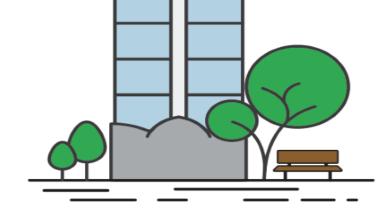












Awards





Financial and **Operational Performance**

- "Best Sustainability Report" Special Award ADFIAP Awards 2020
- Certificate of Merit for Outstanding Business Sustainability Achievement Karlsruhe Sustainable Finance Awards 2020
- "Outstanding Sustainable Project Financing to recognize success in financing Water Supply Project", The Karlsruhe Sustainable Finance Award, 2019
- * "The Best SOE 2019" SOE under MoF", Investor Magazine
- * "3rd Winner of Debtor with The Best Performance 2019 in SOE Loans Category", KPPN KI
- * "Best Inaugural Green Bond in Southeast Asia 2018", 12th Annual Alpha Southeast Asia Deal & Solution Awards 2018
- ▶ Golden Trophy for "Very Good" Financial Performance in 5 consecutive years, 9th Infobank BUMN Awards, 2018

- SOE with a "Very Good" Financial Performance in 2017, 9th Infobank BUMN Awards, 2018
- * "3rd Winner of Listed Financial Institution", Annual Report Award (ARA) 2017
- * "Excellent Financial Performance for 5 consecutive years (period 2012-2016)", InfoBank BUMN Award 2017
- * "The Best Bond Issuance in 2017 in Financial Sector Category", Investor Magazine
- ▶ Umbulan PPP as "Project Finance of The Year" (2014) from 7th Global Infrastructure Leadership Forum in New York, AS

Marketing, Branding, and **Innovation**

- ▶ Merit Award The Outstanding Development Project Awards, Category 4. Infrastructure Development for "Blended Finance for Rehabilitation & Reconstruction Program After Natural Disaster" - ADFIAP Awards 2020
- ▶ "2020 Selected Projects: Regional Economic Recovery Program", Paris Peace Forum
- "Indonesian Best Companies in Creating Leaders From Within 2019", Financial Institution Category, SWA Magazine
- ▶ One of the winners "Indonesian Green Company Award 2019", SWA Magazine
- ▶ "The Best Brand Communication", BUMN Branding and Marketing Award 2018

- ▶ "Asia's Most Influential Companies", 2018, MORS Group, Singapura
- ▶ Best Innovation in Sustainable Financial Products and Services, The Karlsruhe Sustainable Finance Awards, 2018
- ▶ "The Best CEO BUMN Corporate Reputation Development", BUMN Branding and Marketing Award 2018
- ▶ Infrastructure Innovation Award (Proyek Umbulan), CMO Asia, 2017
- ▶ The Best CMO Branding & Marketing BUMN 2017, 5th BUMN Branding & Marketing Award 2017, BUMN Track Magazine
- "Special Mention for Accelerating Infrastructure Development", Indonesia Appreciation for SOE 2017, Warta Ekonomi

Risk

- ▶ Merit Award "Category 9: Unit Risk and Compliance Manager (URCM), ADFIAP Awards 2019
- ▶ "ASEAN Risk Award 2019", Public Initiative (Green Bond) category

CSR

- "TOP CSR Awards 2020" for company and "TOP Leader on CSR Commitment 2020" for CEO, Top Business Magazine
- ▶ Merit Award The Outstanding Development Project Awards, Category 10. Corporate Social Responsibility for Eye Health Examination for 6,000 Elementary Students -**ADFIAP Awards 2020**
- ▶ Merit Award The Outstanding Development Project Awards, Category 8. Financial Inclusion for "Desa Bakti Untuk Negeri 2 (DBUN 2)" - ADFIAP Awards 2020
- "TOP CSR 2018 on Infrastructure Financing Sector", "TOP CSR 2018 on Pendidikan-Perahu Pustaka", and "TOP Leader on CSR Commitment 2018", TOP CSR Awards 2018, BusinessNews Indonesia Magazine

Risk Management



		Risk Management Implementation Quality						
		Strong Satisfactory Fair Marginal Unsatisfac						
	Low							
	Low to Moderate							
Inherent Risk	Moderate		Q2'20 Q3'20					
MSK	Moderate to High							
	High							

The composite risk profile for Q3 – 2020 was Low to Moderate, consistent with the previous period Q2-2020.