



ANNUAL PUBLIC EXPOSE 2022



Ashley Hotel, Jakarta
Mei/May 24, 2023

AGENDA

- 1. Kinerja 2022 / *Performance Year 2022***
- 2. Aksi Korporasi / *Corporate Action 2022***
- 3. Proyeksi / *Projection 2023***

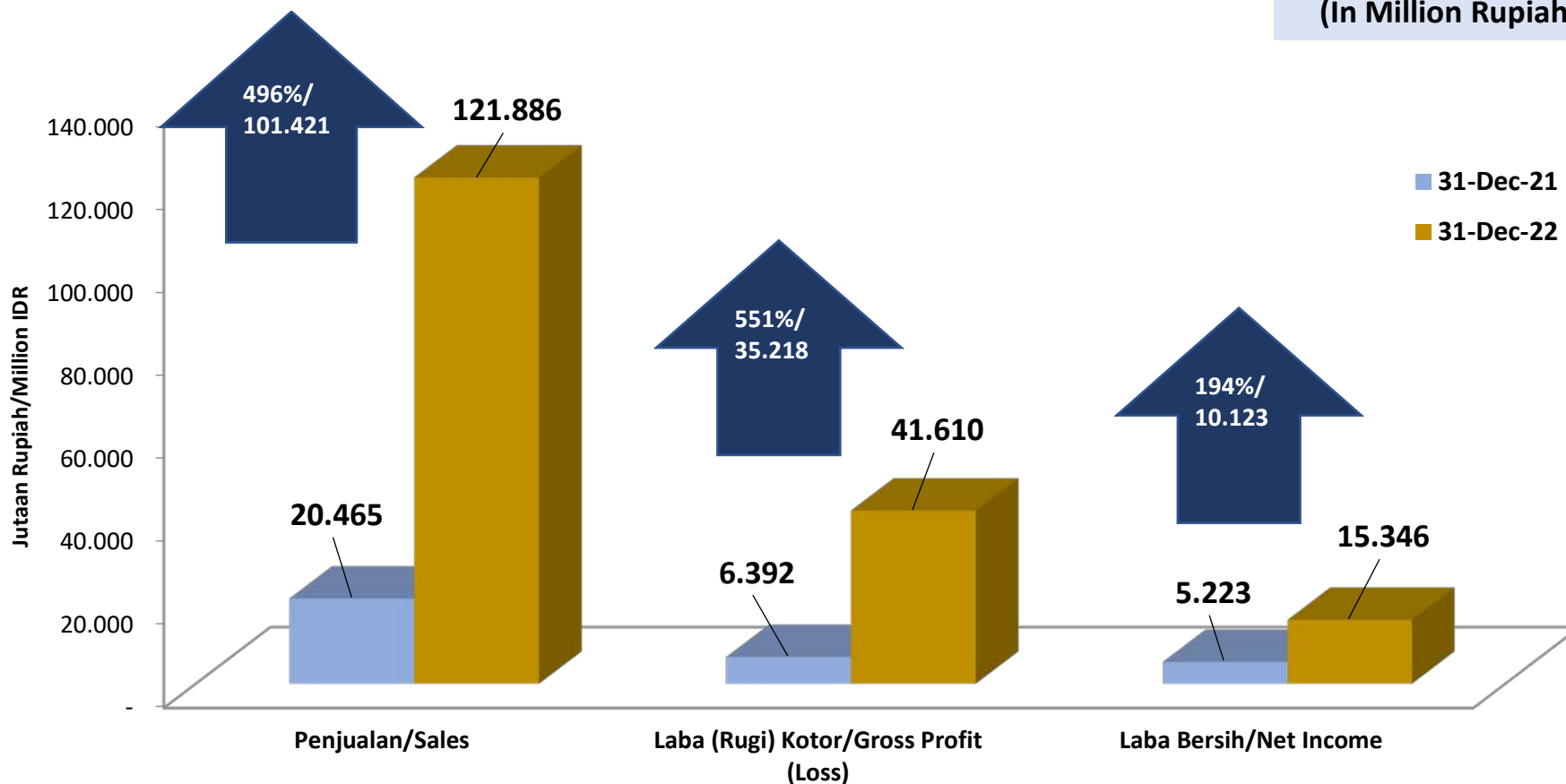
KINERJA KEUANGAN

Financial Performance 2022

PENDAPATAN & LABA BERSIH

Sales, Gross Profit & Net Income

(In Million Rupiah)



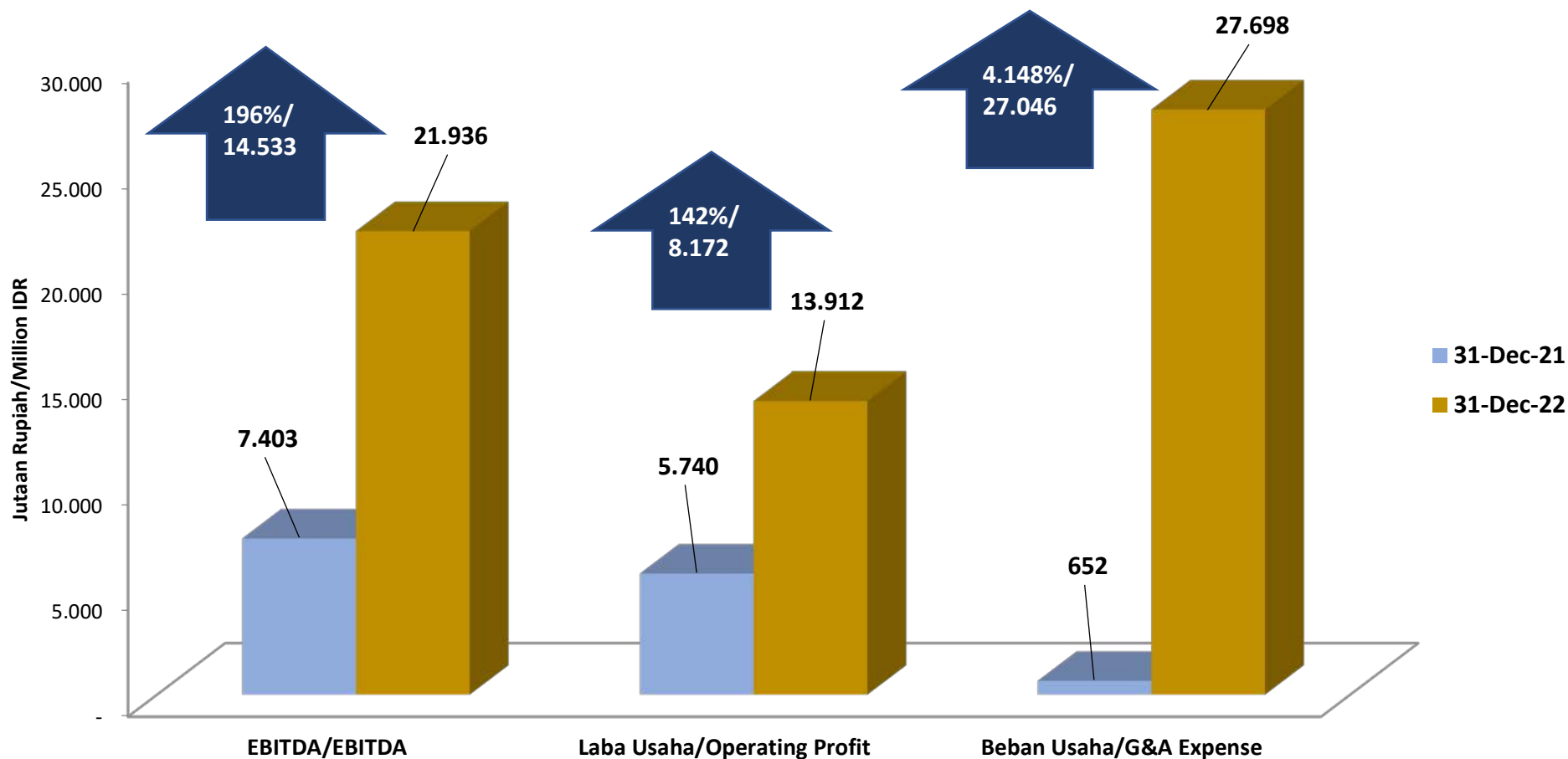
KINERJA KEUANGAN

Financial Performance 2022

EBITDA & LABA USAHA

EBITDA & Operating Income

(In Million Rupiah)



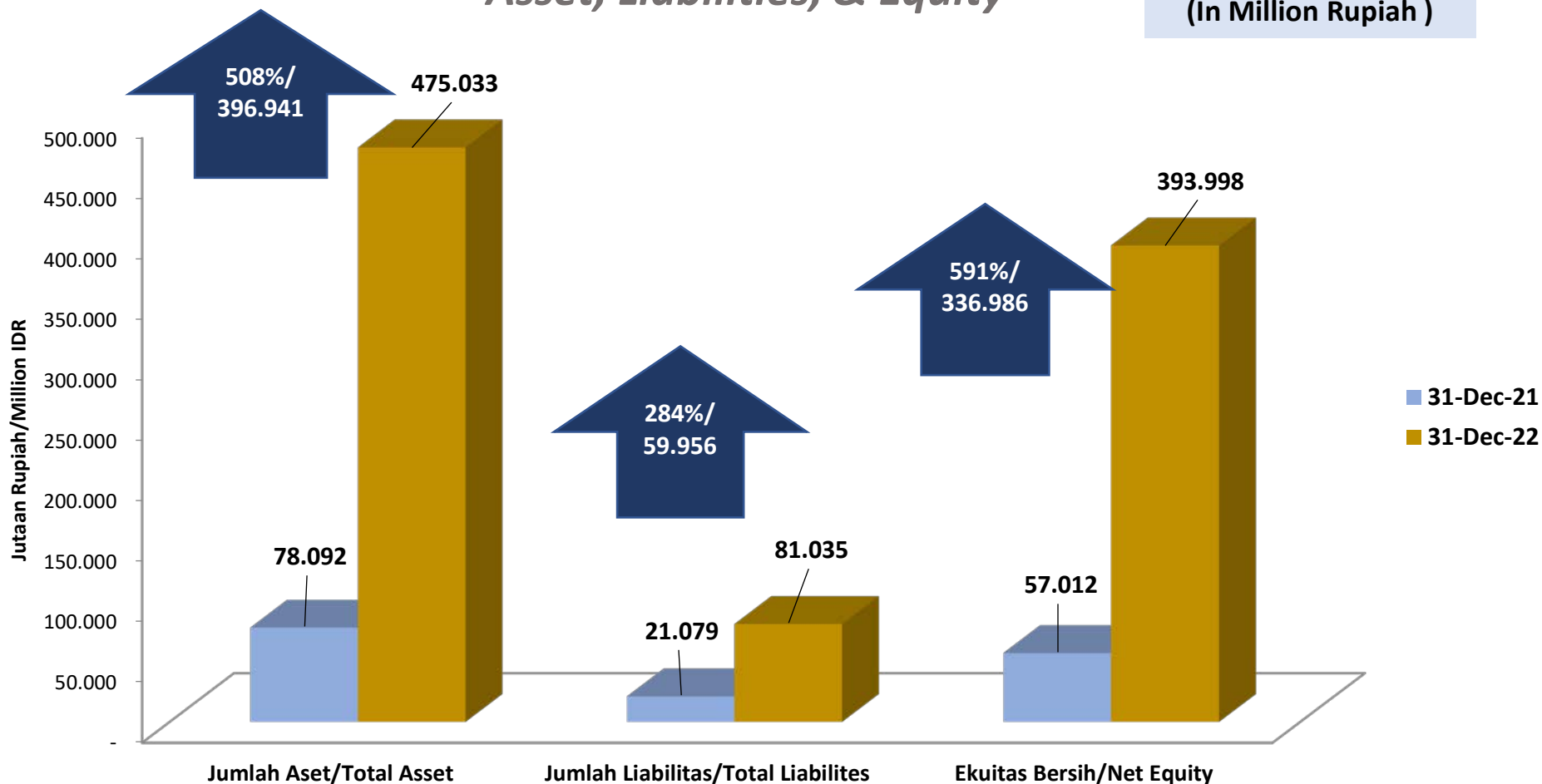
KINERJA KEUANGAN

Financial Performance 2022

ASET, LIABILITAS & EKUITAS

Asset, Liabilities, & Equity

(In Million Rupiah)



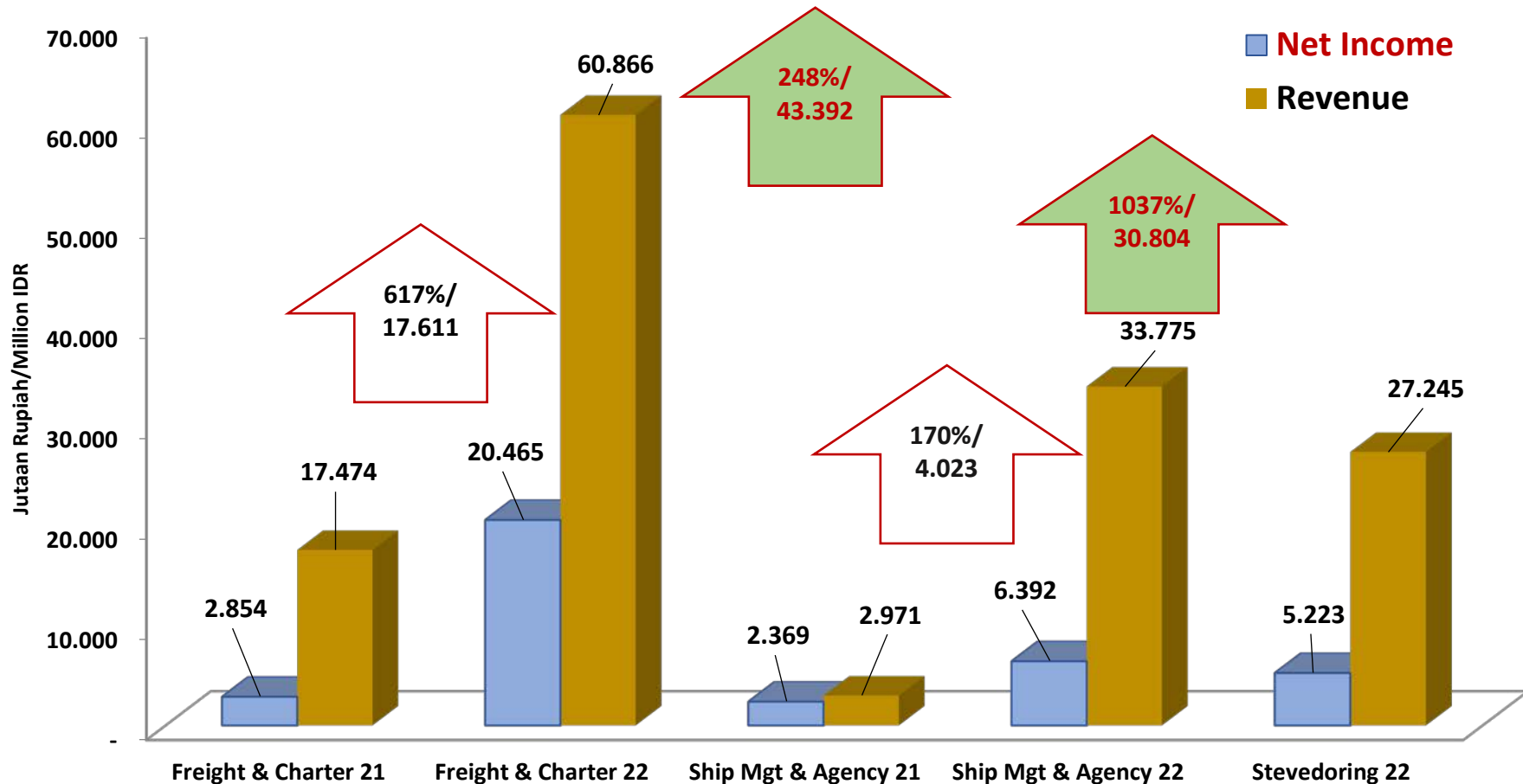
KINERJA KEUANGAN

Financial Performance 2022

INFORMASI SEGMENT

Business Segment Information

(In Million Rupiah)



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AKSI KORPORASI 2022

Corporate Action 2022



A. PENAMBAHAN MODAL DENGAN HAK MEMESAN EFEK TERLEBIH DAHULU III/ RIGHT ISSUE III

Jumlah Saham Ditawarkan <i>Nos of Shares Offered</i>	1.588.620.198	100 %
Jumlah Saham Diterbitkan <i>Nos of Shares Issued</i>	1.097.747.137	70,43%
<ul style="list-style-type: none"> ▪ Pelaksanaan HMETD oleh PT Inti Bina Utama/ <i>Right Issue Exercised by PT Inti Bina Utama</i> 	1.078.787.879	69,21%
<ul style="list-style-type: none"> ▪ Masyarakat / Public 	18.959.258	1,22%
Jumlah Saham yang Tidak Diambil Bagian <i>Unsubscribed shares</i>	460.879.441	29,57%
Dana Hasil PMHMETD III/Right Issue Proceeds (Rp)	Rp.181.128.277.605	

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AKSI KORPORASI 2022

Corporate Action 2022



PENGGUNAAN DANA/ *Use of Proceeds*

Dana Hasil PMHMETD III / <i>Proceeds</i>	Rp.181.128.277.605	100%
Biaya Emisi/ <i>Right Issue Cost</i>	Rp.2.493.722.166	1,38%
Hasil Bersih/ <i>Net proceeds</i>	Rp.178.634.555.439	100%
Akuisisi PKL dan KAL/ <i>Acquisition Cost</i>	Rp.178.000.000.000	99,64%
Modal Kerja/ <i>Working Capital</i>	Rp.634.555.439	0,36%

Seluruh dana hasil penawaran umum telah sepenuhnya digunakan sesuai dengan rencana penggunaan dana dan dilaporkan dalam RUPS Tahunan 2022 yang diselenggarakan pada 24 Mei 2023.

The total proceeds of the right issue (limited offering) had been utilized pursuant to the proposed uses of proceeds as stated on the prospectus and reported to the AGMS year 2022 held on May 24, 2023.

B. AKUISISI/Acquisition of
PT PELAYARAN KARANA LINE (PKL) & PT KARYA ABDI LUHUR (KAL)**9 Desember Efektif Akuisisi – Effective Acquisition**

MITI memiliki 99% saham pada PKL dan 70% saham pada KAL, dan efektif konsolidasi ke dalam MITI terhitung sejak pembayaran akuisisi sebesar Rp.178 Miliar pada 9 Desember 2022.

MITI owns 99% of shares in PKL and 70% shares in KAL, and effectively consolidated into MITI by December 7, 2022

C. PENAMBAHAN KEGIATAN USAHA – Additional Business/Services

Menambah kegiatan usaha penanganan kargo bongkar muat (stevedoring) sehubungan dengan akuisisi KAL. Paska akuisisi MITI memiliki 3 segmen usaha yakni pelayaran (kapal milik) dan brokering (kapal non milik); keagenan kapal dan ship management; serta stevedoring.

Added new business in cargo handling (stevedoring) as a result of KAL acquisition. Upon acquisition, MITI has 3 business segment, namely Shipping services and ship brokering: ship agency and ship management; and stevedoring (cargo handling)

D. PERUBAHAN PENGENDALI / *Change of the Controlling Shareholder*

- ✓ **PT Inti Bina Utama (IBU) menjadi Pengendali Baru dengan kepemilikan 1.078.787.879 saham kelas B atau sebesar 30,47% dari total modal disetor Perseroan efektif per 8 Desember 2022**

As of December 8, 2022, PT Inti Bina Utama (IBU) became the new controlling shareholder holding 1,078,787,879 B shares or 30.47% of the total issued shares of the Company

- ✓ **IBU telah menyelesaikan kewajiban Penawaran Tender Wajib sesuai POJK 9/2008 pada Maret 2023, dan saat ini memiliki 31,91% saham Perseroan.**

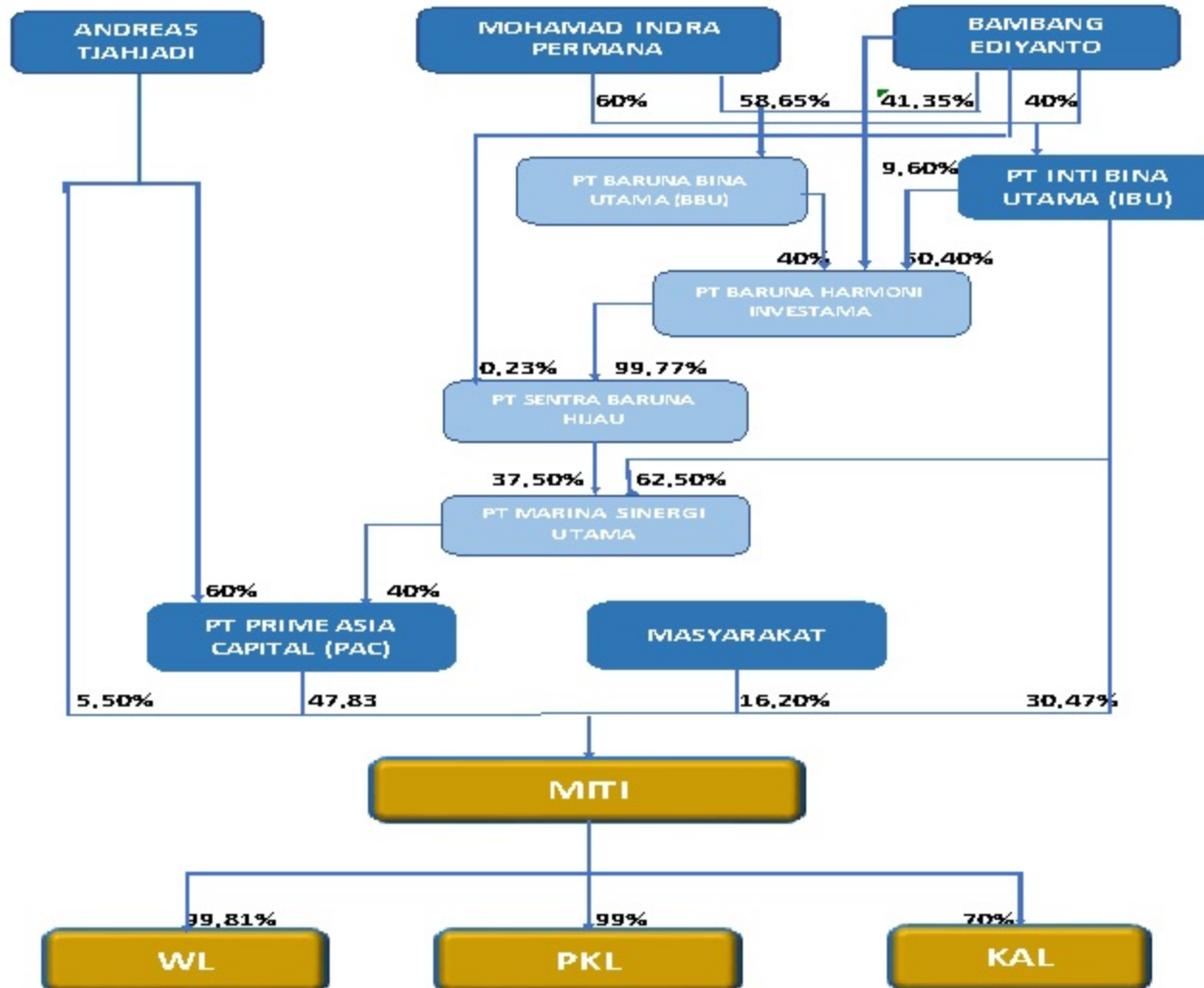
IBU has conducted the Mandatory Tender Offer in compliance with the OJK Rule No.9/2008, and currently holds 31.91% of the Company's stake.

AKSI KORPORASI

Corporate Action 2022

STRUKTUR GRUP PASCA PMHMETD III & AKUISISI

Group Structure After the Right Issue III & Acquisition



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UPDATE KINERJA Q1 2023

Updated Q1-2023 Performance



(In Million Rupiah)

Description	Profit (Loss)		Up/Down	
	Maret 2023	Maret 2022	Rp	(%)
Revenues	84.246	21.274	62.972	296%
Direct Cost	-55.842	-13.197	- 42.645	323%
Gross Profit	28.404	8.077	20.327	252%
Operating Expenses	-10.903	-3.024	- 7.879	261%
Operating Profit	17.501	5.053	12.448	246%
Other Income (expenses) net	472	-47	519	1104%
Income Before Tax	17.973	5.006	12.967	259%
Tax - Final	-192	-172	- 20	12%
Tax - Current	-3.469	-802	- 2.667	333%
Net Income	14.312	4.032	10.280	255%

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UPDATE KINERJA Q1 2023

Updated Q1-2023 Performance



(In Million Rupiah)

ASSET AS OF 31 MARET 2023			Up/Down	
Accounts	MARET 2023	DES 2022	Rp.	(%)
Cash	142.730	131.037	11.693	9%
Accounts Receivables	53.496	50.171	3.325	7%
Others current assets	21.085	18.992	2.093	11%
Current Assets	217.311	200.200	17.111	9%
Goodwill	116.817	116.817	0	0%
Fixed Assets	143.912	145.611	-1.699	-1%
Others Fixed Assets	11.746	12.405	-659	-5%
Net Fixed Assets	272.475	274.833	-2.358	-1%
Total Assets	489.786	475.033	14.753	3%

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UPDATE KINERJA Q1 2023

Updated Q1-2023 Performance



(In Million Rupiah)

LIABILITIES & EQUITY AS OF 31 MARET 2023			Up/Down	
Accounts	Maret 2023	Des 2022	Rp.	(%)
Hutang Bank	12.500	12.500	0	0%
Accounts Payable	9.804	6.860	2.944	43%
Others Current Payable	46.710	48.884	-2.174	-4%
Current Liabilities	69.014	68.244	770	1%
Total Non Current Liabilities	12.462	12.791	-329	-3%
Total Liabilities	81.476	81.035	441	1%
Parent Entity	279.191	268.031	11.160	4%
Non Controlling Interests	129.119	125.967	3.152	3%
Total Equity	408.310	393.998	14.312	4%
Total Liabilities & Equity	489.786	475.033	14.753	3%

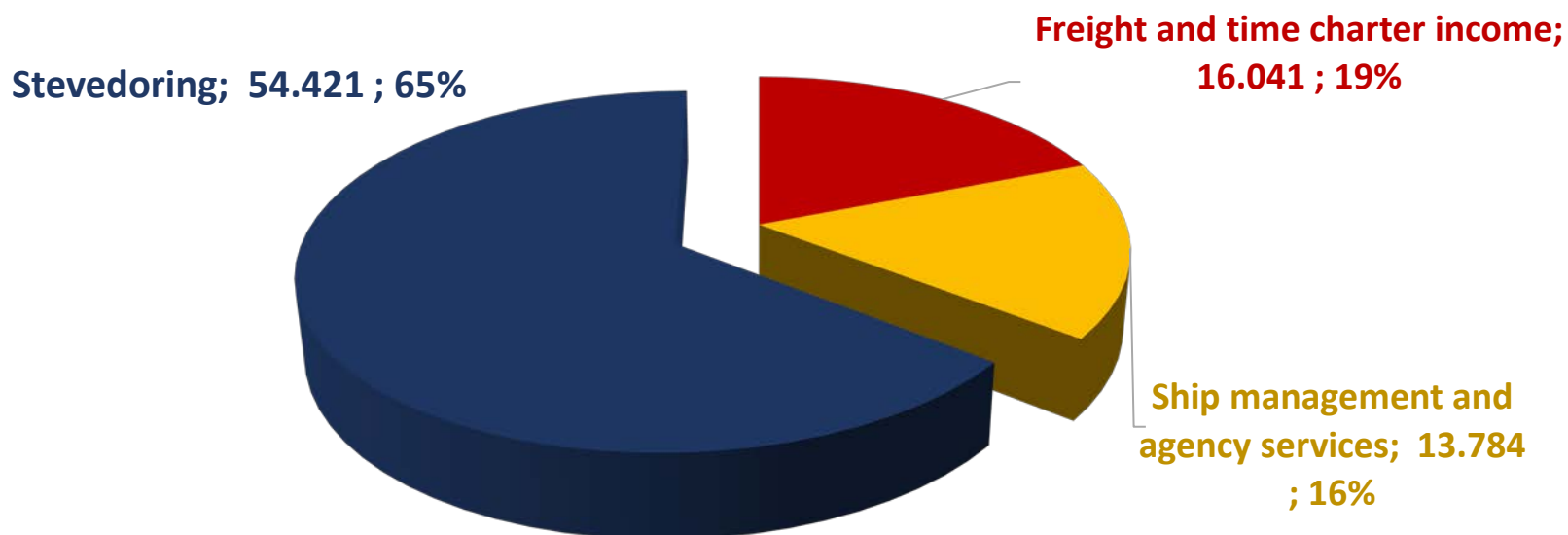
PROYEKSI 2023

Projection 2023

PENDAPATAN & LABA KOTOR BERDASARKAN SEGMENT

Sales & Gross Profit 2023 Based on Segment

REVENUE 2023

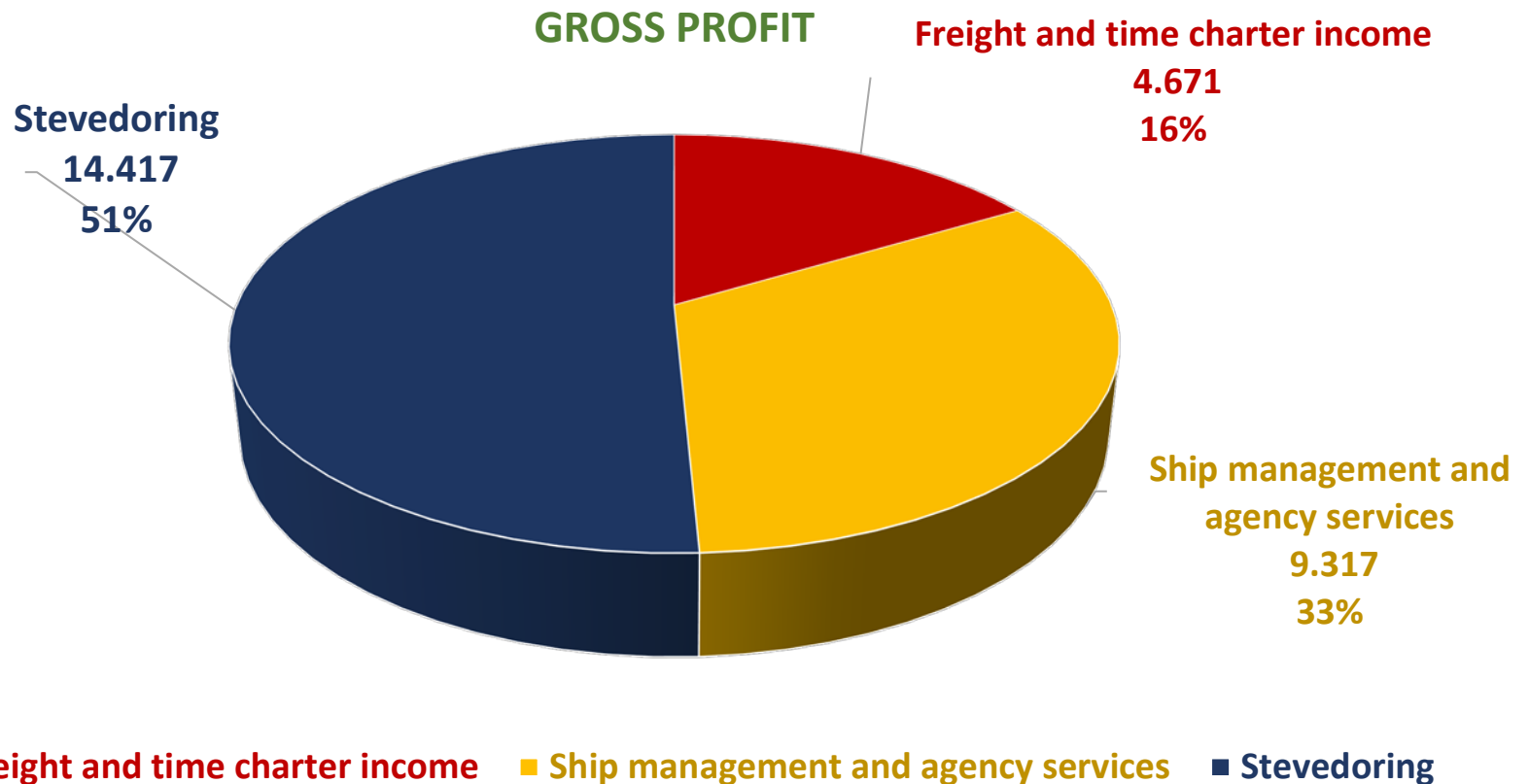


■ Freight and time charter income ■ Ship management and agency services ■ Stevedoring

(In Million Rupiah)

PENDAPATAN & LABA KOTOR BERDASARKAN SEGMENT

Sales & Gross Profit 2023 Based on Segment



(In Million Rupiah)

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PROYEKSI 2023

Projection 2023



PERBANDINGAN PENDAPATAN & LABA USAHA Y2022 & FORECAST 2023

COMPARISON OF INCOME STATEMENT (Y-2022) & NET PROFIT (F2023)

(In Million Rupiah)

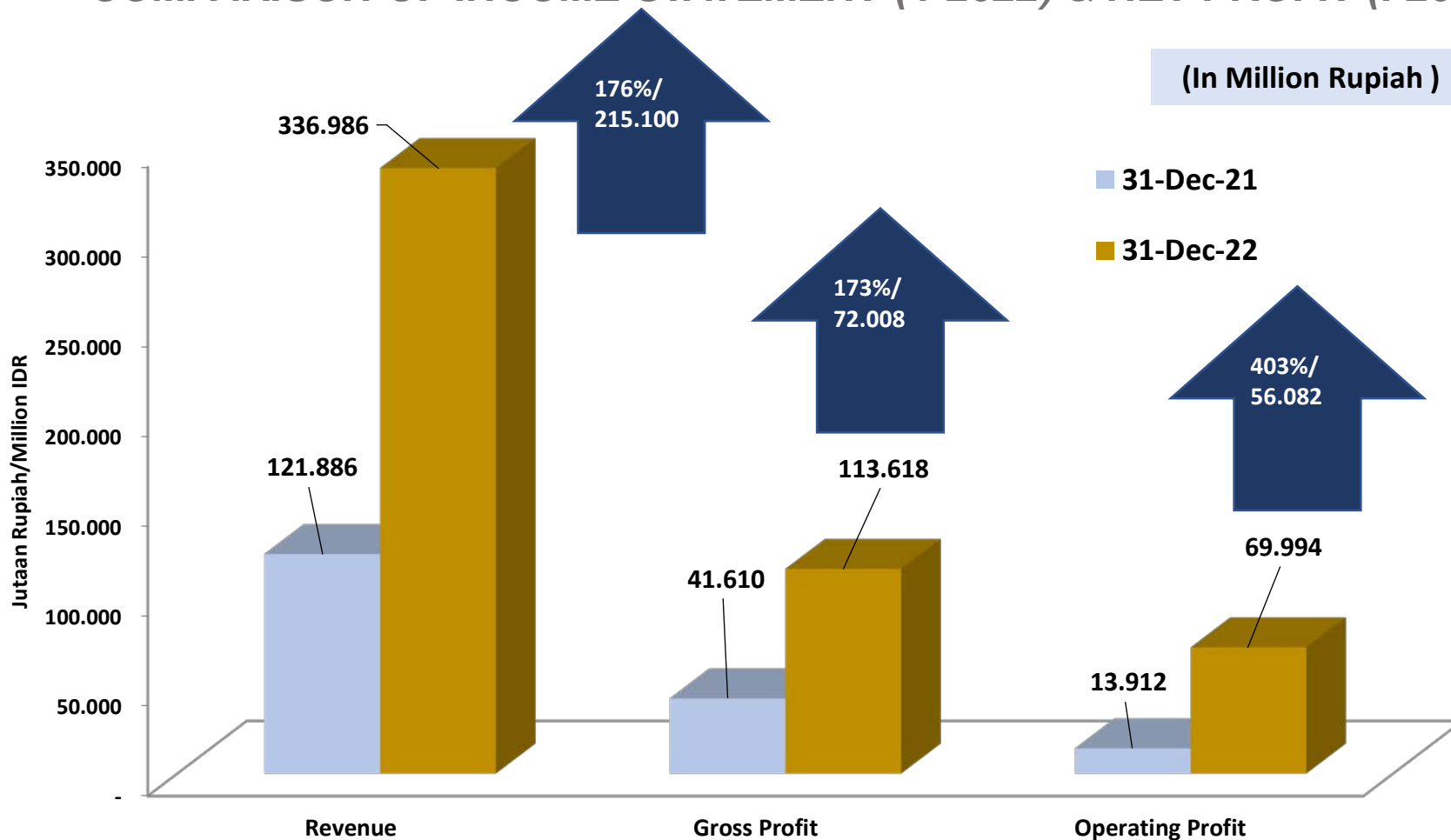
Description	Profit (Loss)		Up/Down	
	Des 2023**	Des 2022*	Rp.	(%)
Revenue	336.986	121.886	215.100	176%
Direct Cost	-223.368	-80.276	-143.092	178%
Gross Profit	113.618	41.610	72.008	173%
Operating Expenses	-43.624	-27.698		
Operating Profit	69.994	13.912	56.082	403%

* Actual

** Projection

PROYEKSI 2023 Projection 2023

PERBANDINGAN PENDAPATAN & LABA USAHA Y2022 & FORECAST 2023 COMPARISON OF INCOME STATEMENT (Y-2022) & NET PROFIT (F2023)



THANK YOU FOR COMING



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