

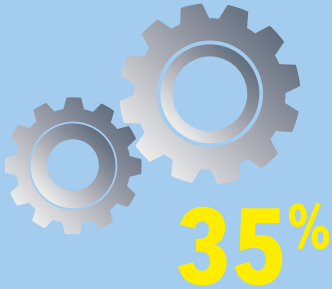
2018



TRANSFORMASI LAYANAN MENUJU PERTUMBUHAN BERKELANJUTAN

Services Transformation Towards
Sustainable Growth

Market Share penugasan hingga tahun 2018
Market Share of assignment until 2018



Melayani 176 Unit Layanan Pelanggan (ULP) PLN dengan dukungan 14.030 tenaga kerja (HP Group)

Serving 176 PLN Customer Service Units (ULP) supported by 14,030 workforce (HP Group)

Pemberi Kerja belum sepenuhnya mengakomodir komponen DPLK sesuai UU No. 13/2003

The employer is not completely accommodate DPLK components according to Law No. 13/2003



Berdampak pada Rasio Operasi, Rasio BPP, dan *Net Margin*

Impacted on Operating Ratio, BPP Ratio, and Net Margin

Rata-rata Penyesuaian Margin atas Permintaan Beberapa Unit PLN

Average Margin Adjustment as Expected by Several PLN Units



Berdampak pada Rasio Operasi, Rasio BPP, dan *Net Margin*

Impacted on Operating Ratio, BPP Ratio, and Net Margin

SLA 97,37%



1. Denda SLA 2,63%
2. Berdampak pada Rasio Operasi, Rasio BPP, dan *Net Margin*

1. SLA Penalty of 2.63%
2. Impacted on Operating Ratio, BPP Ratio, and Net Margin

Kecelakaan Kerja di Pekanbaru dan Bangka

Work Accidents Occurred in Pekanbaru and Bangka



Zero Accident tidak tercapai

Zero Accident was not achieved

IKHTISAR KINERJA UTAMA

Key Performance Highlights

IKHTISAR KEUANGAN

Financial Highlights

(dalam jutaan Rupiah kecuali disebutkan lain)

(in million Rupiah unless stated otherwise)

| | 2014* | 2015 | 2016 | 2017 | 2018 | |
|---|-----------|-----------|------------|-------------|-------------|--|
| Laba (Rugi) dan Penghasilan Komprehensif Lain | | | | | | Profit or (Loss) and Other Comprehensive Income |
| Pendapatan | 882,532 | 1,047,093 | 1,343,560 | 1,696,226 | 2,073,318 | Revenues |
| Beban Pokok Pendapatan | (817,914) | (907,881) | 1,171,780) | (1,487,314) | (1,821,999) | Cost of Revenues |
| Beban Usaha | (33,550) | (34,718) | (46,180) | (49,566) | (56,618) | Operating Expenses |
| Laba sebelum Pajak | 31,068 | 104,494 | 125,600 | 159,346 | 194,701 | Income before Tax |
| Beban Pajak | (8,755) | (27,573) | (23,946) | (36,875) | (56,020) | Tax Expense |
| Laba Tahun Berjalan | 22,313 | 76,921 | 101,654 | 122,471 | 138,681 | Income for the Year |
| Laba Tahun Berjalan yang Dapat Diatribusikan Kepada: | | | | | | Profit for the Year Attributable to: |
| – Pemilik Entitas Induk | N/A | N/A | 93,683 | 117,145 | 135,254 | – Owners of the Parent |
| – Kepentingan Non-Pengendali | N/A | N/A | 7,971 | 5,326 | 3,427 | – Non-Controlling Interest |
| Jumlah Penghasilan Komprehensif Tahun Berjalan yang Dapat Diatribusikan Kepada: | | | | | | Total Comprehensive Income for the Year Attributable to: |
| – Pemilik Entitas Induk | N/A | N/A | 152,186 | 126,183 | 129,827 | – Owners of the Parent |
| – Kepentingan Non-Pengendali | N/A | N/A | 7,971 | 5,326 | 3,427 | – Non-Controlling Interest |
| Total Penghasilan Komprehensif Tahun Berjalan | N/A | N/A | 160,157 | 131,509 | 133,254 | Total Comprehensive Income for the Year |
| Posisi Keuangan | | | | | | Financial Position |
| Aset Lancar | 284,128 | 383,322 | 484,557 | 637,767 | 715,865 | Current Assets |
| Aset Tidak Lancar | 71,646 | 75,035 | 64,121 | 80,726 | 109,041 | Non-Current Assets |
| Total Aset | 355,774 | 458,357 | 548,678 | 718,493 | 824,906 | Total Assets |
| Liabilitas Jangka Pendek | 55,538 | 63,639 | 62,655 | 89,129 | 93,214 | Current Liabilities |
| Liabilitas Jangka Panjang | 135,309 | 147,646 | 78,479 | 90,735 | 118,382 | Non-Current Liabilities |
| Total Liabilitas | 190,847 | 211,285 | 141,134 | 179,864 | 211,596 | Total Liabilities |
| Total Ekuitas | 164,927 | 247,072 | 407,544 | 538,629 | 613,310 | Total Equity |
| Total Liabilitas dan Ekuitas | 355,774 | 458,357 | 548,678 | 718,493 | 824,906 | Total Liabilities and Equity |
| Investasi pada Entitas Asosiasi dan Ventura Bersama | N/A | N/A | 38,093 | 42,698 | 47,476 | Investment Associates and Joint Ventures |
| Rasio Keuangan | | | | | | Finance Ratio |
| Rasio Beban Pokok Pendapatan (%) | 92.68 | 86.70 | 87.21 | 87.68 | 87.88 | Cost of Revenues Ratio (%) |
| Rasio Operasi (%) | 96.48 | 90.02 | 87.68 | 90.61 | 90.61 | Operating Ratio (%) |
| Rasio Kas (Kali) | 2.92 | 3.07 | 4.25 | 3.44 | 4.11 | Cash Ratio (Times) |
| Rasio Lancar (Kali) | 5.12 | 6.02 | 7.73 | 7.16 | 7.68 | Current Ratio (Times) |
| Rasio Utang terhadap Aset (%) | 53.64 | 46.10 | 25.72 | 25.03 | 25.65 | Debt to Asset Ratio (DAR) (%) |
| Rasio Utang terhadap Modal (%) | 115.72 | 85.52 | 34.63 | 33.39 | 34.50 | Debt to Equity Ratio (DER) (%) |
| Margin EBITDA (%) | 3.82 | 9.54 | 8.92 | 9.19 | 9.42 | EBITDA Margin (%) |
| Margin Operasi (%) | 2.94 | 9.70 | 9.61 | 9.41 | 9.64 | Operation Margin (%) |
| Margin Bersih (%) | 2.53 | 7.35 | 7.57 | 7.22 | 6.69 | Net Margin (%) |
| Tingkat Pengembalian Aset (%) | 6.27 | 16.78 | 18.53 | 17.05 | 16.81 | Return on Assets (ROA) (%) |
| Tingkat Pengembalian Modal (%) | 13.53 | 31.13 | 24.94 | 22.74 | 24.94 | Return to Equity (ROE) (%) |
| Umur Piutang (Hari) | 44 | 36 | 32 | 38 | 40 | Collection Period (Day) |

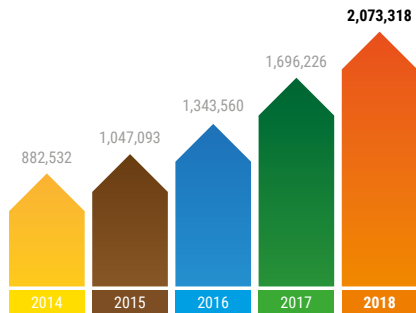
* Disajikan Kembali

* Restated

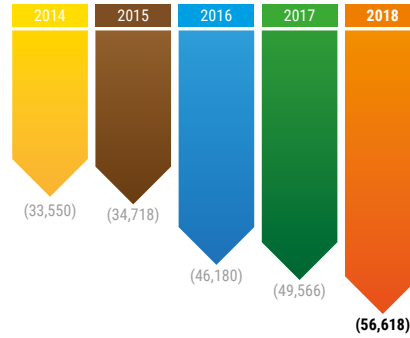
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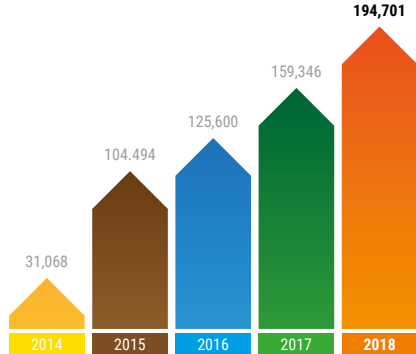
PENDAPATAN (Rp juta)
Revenues (Rp million)



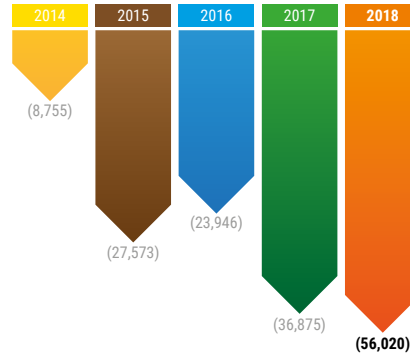
BEBAN USAHA (Rp juta)
Operating Expenses (Rp million)



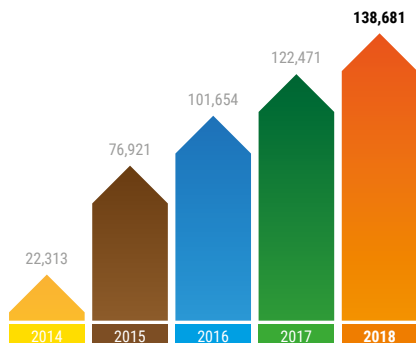
LABA SEBELUM PAJAK (Rp juta)
Income before Tax (Rp million)



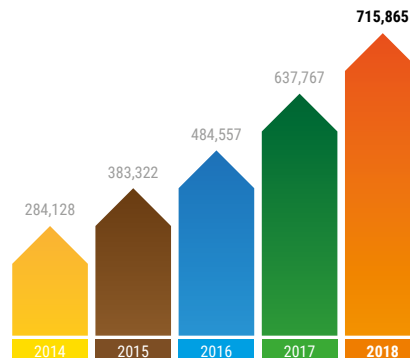
BEBAN PAJAK (Rp juta)
Tax Expenses (Rp million)

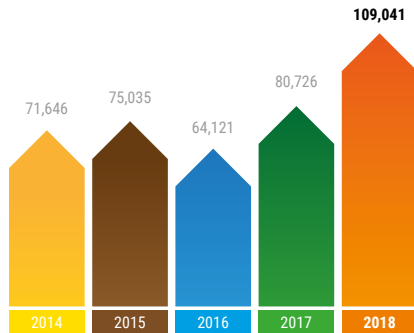
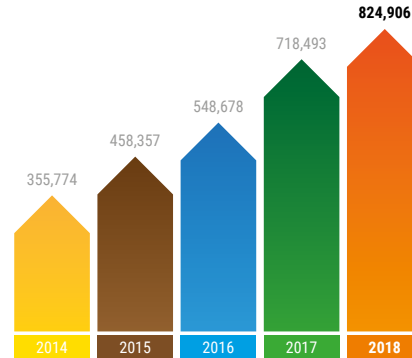
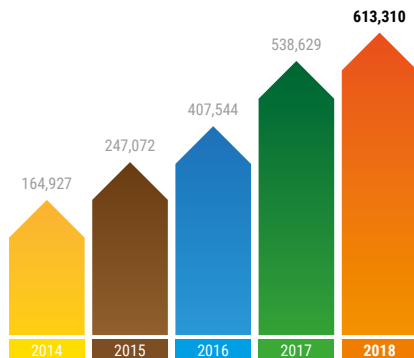
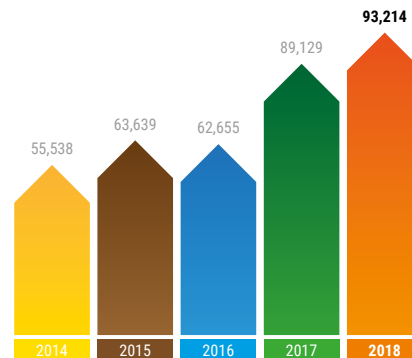
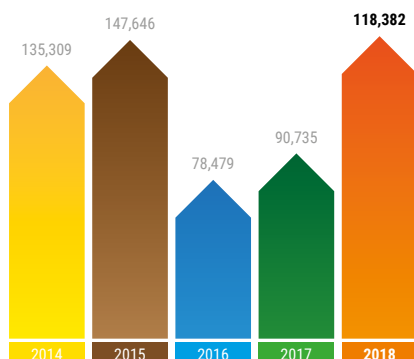
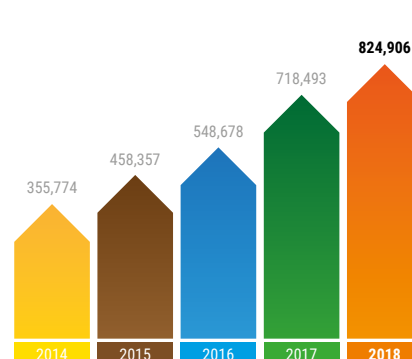


LABA TAHUN BERJALAN (Rp juta)
Income for the Year (Rp million)



ASET LANCAR (Rp juta)
Current Assets (Rp million)



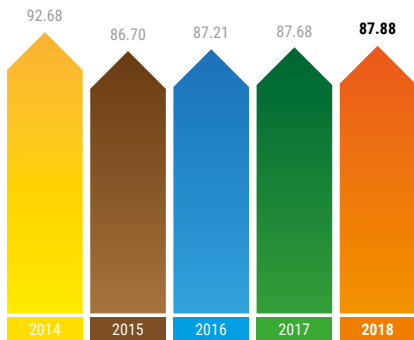
IKHTISAR KEUANGAN
Financial Highlights**ASET TIDAK LANCAR** (Rp juta)
Non-Current Assets (Rp million)**TOTAL ASET** (Rp juta)
Total Assets (Rp million)**TOTAL EKUITAS** (Rp juta)
Total Equity (Rp million)**LIABILITAS JANGKA PENDEK** (Rp juta)
Current Liabilities (Rp million)**LIABILITAS JANGKA PANJANG** (Rp juta)
Non-Current Liabilities (Rp million)**TOTAL LIABILITAS DAN EKUITAS** (Rp juta)
Total Liabilities and Equity (Rp million)

INTRODUCTION

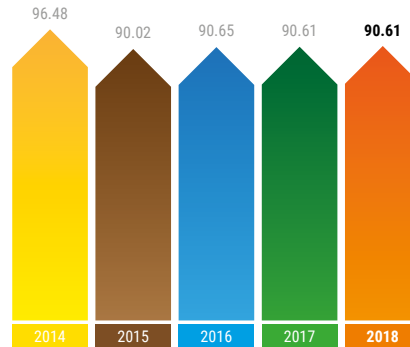
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IKHTISAR KEUANGAN
Financial Highlights

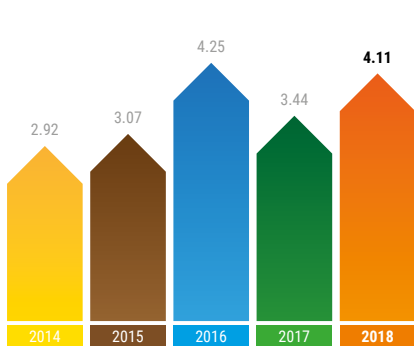
RASIO BEBAN POKOK PENDAPATAN (%)
Cost of Revenues Ratio (%)



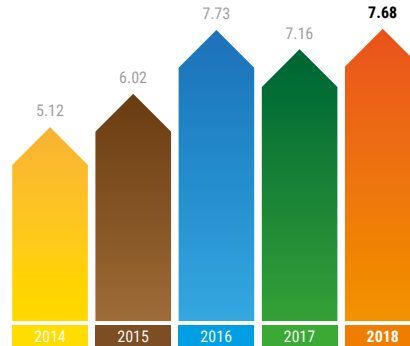
RASIO OPERASI (%)
Operating Ratio (%)



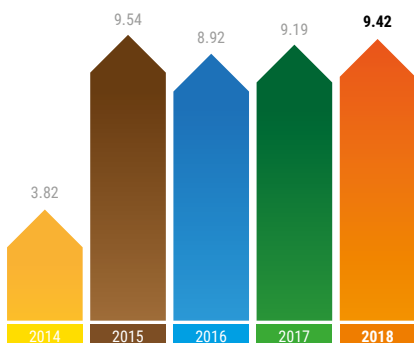
RASIO KAS (Kali)
Cash Ratio (Times)



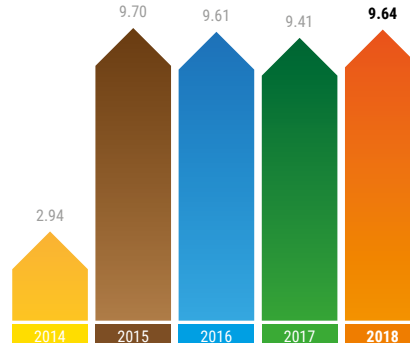
RASIO LANCAR (Kali)
Current Ratio (Times)



MARJIN EBITDA (%)
EBITDA Margin (%)

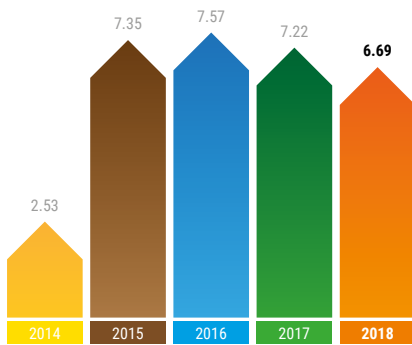


MARJIN OPERASI (%)
Operating Margin (%)

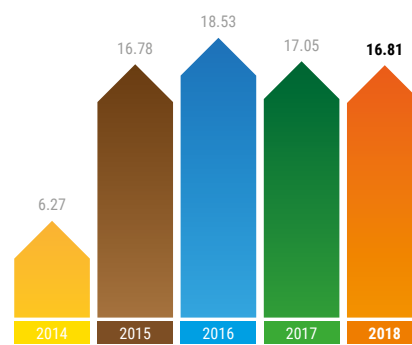


IKHTISAR KEUANGAN
 Financial Highlights

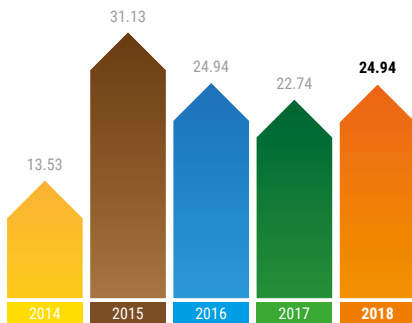
MARJIN LABA BERSIH (%)
 Net Profit Margin (%)



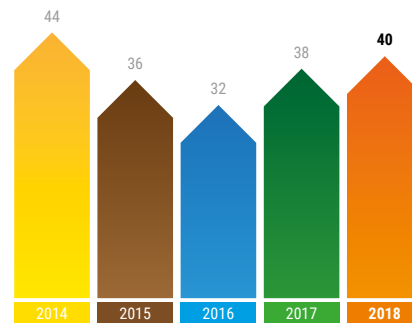
TINGKAT PENGEMBALIAN ASET (%)
 Return on Assets (ROA) (%)



TINGKAT PENGEMBALIAN MODAL (%)
 Return on Equity (ROE) (%)



UMUR PIUTANG (Hari)
 Collection Period (Day)



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IKHTISAR PENCATATAN SAHAM

Shares Listing Highlights

Hingga tahun 2018, Perusahaan tidak menerbitkan dan memperdagangkan sahamnya kepada publik dan tidak terdaftar di bursa efek.

Up to 2018, the Company did not issued or publicly trade its shares and is not listed on the stock exchange.

IKHTISAR EFEK LAINNYA

Other Shares Highlights

Hingga tahun 2018, Perusahaan tidak menerbitkan dan/atau mencatatkan efek lainnya di bursa manapun.

Up to 2018, the Company did not issued or listed other securities on any stock exchange.