



Share Price Data :
(as of 30 Dec 2010)

JSX : RUIS
Bloomberg : RUIS IJ
Reuters : RUIS.JK

Price:
Rp 200

52 weeks hi/lo:
Rp 310/ 160

Market Capitalization:
Rp 154 billion / US\$ 17 million

Rp/US\$:
Rp 8.991

Shareholder:

- Radiant Nusa Investama (61.60%)
- Value Monetization (15.58%)
- Public (22.82%)

Board of Commissioners:

- Ahmad Ganis, *Pres Commissioner*
- Riza Jaya, *Commissioner*
- Winarno Zain, *Independent Commissioner*

Board of Directors:

- Sofwan Farisyi, *Pres Director*
- Muhammad Hamid, *Director*
- Ramzy S. Amier, *Director*
- M.A. Coki Lubis, *Director*

Consolidated Subsidiaries:

- Radiant Tunas Interinsco
- Supraco Indonesia
- Supraco Lines
- Supraco Deep Water

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PRESS RELEASE

RADIANT UTAMA INTERINSCO TBK BOOKED NET PROFIT OF RP 12.8 BILLION IN 2010

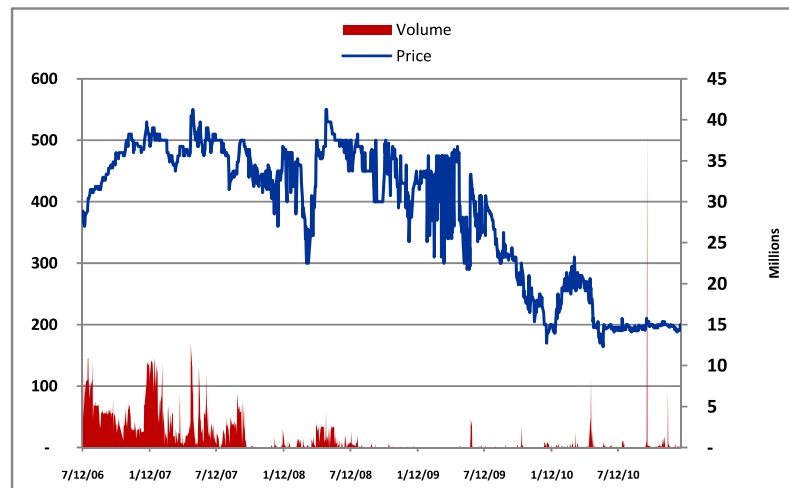
A. RESULT SUMMARY

Year end	2010	2009	Change (%)
31-Dec	Rp billion	Rp billion	
Revenue	1,048.2	1,037.6	1.0
COGS	(926.6)	(912.3)	1.6
Gross profit	121.6	125.3	(3.0)
Op. expenses	(77.0)	(70.4)	9.3
Op. profit	44.6	54.9	(18.7)
Net profit	12.8	18.6	(31.1)
EPS (Rp)	16.7	24.2	(31.1)
Gross margin (%)	11.6	12.1	(0.5)
Operating margin (%)	4.3	5.3	(1.0)
Net margin (%)	1.2	1.8	(0.6)

Mr. Sofwan Farisyi, President Director PT. Radiant Utama Interinsco Tbk announced its 2010 financial results. The company reported consolidated net profit of Rp 12.8 billion in 2010 or 31.1% declined from Rp 18.6 billion in 2009. Although, the total revenue was slightly increased by 1% yoy to Rp 1,048.2 billion in 2010, the decline of net profit was mainly due to higher direct costs and lower contract utilization by most of our clients. The strengthening Rupiah also negatively affect company's performance, as most of our revenue is in US dollar.

Meanwhile, the company's total assets increased to Rp 595 billion in 2010 from Rp 564 billion in 2009. The increase was mainly due to higher account receivable (A/R) which increased to Rp 235 billion in 2010 from Rp 195.6 billion in 2009. At the same time, the outstanding loan also increased to Rp 226.6 billion in 2010 from to Rp 214.8 billion in 2009. However, the company believes its balance sheet remained healthy, since its net gearing ratio was only 55.8% while EBITDA coverage ratio also improved to 3.2x in 2010 from 3.9x in 2009.

RUIS PRICE CHART





B. REVENUE

Year end 31 Dec	2010	2009	% Change
Rp billion			
Operation support	615.1	653.0	(5.8)
Offshore	311.7	264.9	17.7
Inspection	103.8	94.9	9.4
Others	17.5	24.8	(29.4)
(%)			
Operation support	58.7	62.9	(4.3)
Offshore	29.7	25.5	4.2
Inspection	10.0	9.1	0.9
Others	1.7	2.4	(0.7)

The company reported that the total revenue slightly increased by 1% yoy to Rp 1,048.2 billion in 2010. The increase mainly due to higher revenue from the inspection and offshore divisions. Meanwhile, the Operation support and Others division booked lower revenue compare to 2009.

Operation Support division, the largest contributor to company revenue, only booked revenue of Rp 615.1 billion or decreased 5.8% yoy. The decrease was mainly due to lower project utilisation and most of our clients withhold their expansion plans which lead to decrease in new project tender. However, given the rise in oil price to above \$90/barel, we expect the tender will robust in the future. As the company has strong financial back up from the banks, we aggressively participate in tender of new projects and seeking other opportunities. The company has unused banks facilities more than \$10 million and has paid off its Rupiah Bond on 29 November 2010.

Offshore division reported increase in the revenue of 17.7% yoy to Rp 311.7 billion in 2010. The increase was due to growth in dredging services project. The division contribute 20.7% of total revenue.

Inspection division booked slightly higher revenue of Rp 103.8 billion in 2010 compared to Rp 94.9 billion in 2009, a 9.4% increase yoy. It showed that the company still have strong client base and proven track records despite the strong competition in inspection business. Moreover, the division are less affected by the oil price fluctuation, and we aggressively expand the business to manufacturing sector.

Meanwhile, the revenue from **Others Services** decrease to Rp 17.5 billion in 2010 compare to Rp 24.8 billion in 2009 due to completion of several huge contracts in the Environmental Study division. However, the contribution from this division is not significant.

C. GROSS & OPERATING PROFIT

In line with increasing of the revenue, the company reported the direct cost also increase 1.6% yoy to Rp 926.6 billion in 2010. But, the gross profit decreased 3% yoy to Rp 121.6 billion.

The **Operation Support** division reported the gross profit dropped 17% yoy to Rp 57.5 billion in 2010. The gross margin from this division was also decline to 9.3% in 2010 compared to 10.6% in 2009.

The **Offshore** division reported a significant growth in the gross profit of 20% increase to Rp 23.5 billion in 2010. Despite this division was mostly hit by continuously strengthening Rupiah, as all the revenue from this division is in US Dollar, the gross margin from this division slightly increased to 7.5% compared to 7.4% in 2009.

The gross profit from **Inspection** division slightly increased to Rp 36.1 billion in 2010 from Rp 32 billion in 2009. Meanwhile, the gross margin from this division slightly increased to 34.8% from 33.7% in 2009. This was due to more projects with better margin booked by this division in 2010 compared to in 2009.

The gross profit from **Others Services** division still in the same position on Rp 4.4 billion in 2010 compared to last year. The profit came from our Environmental Study services. However the gross margin from the division



improved to 25.1% in 2010 compared to 17.7% in 2009.

Gross profit & margin per division

Year end 31-Dec	2010 Rp billion	2009 Rp billion	Change (%)
Gross profit (Rp billion)			
Operation support	57.5	69.3	(17.0)
Offshore	23.5	19.6	20.0
Inspection	36.1	32.0	12.9
Others	4.4	4.4	0.1
Gross margin (%)			
Operation support	9.3	10.6	(1.3)
Offshore	7.5	7.4	0.1
Inspection	34.8	33.7	1.1
Others	25.1	17.7	7.4

The company was able to restrain its operating expenses which only increased 9.3% yoy to Rp 77 billion in 2010. However, the operating profit still decline to Rp 44.6 billion, or 18.7% yoy while the operating margin slightly dropped to 4.3% from 5.3% in 2009.

D. NET PROFIT

Despite slightly lower other expenses, the company still booked a 31% decrease in net profit which was due to stable revenue and higher operating expenses in 2010. The other expenses decrease to Rp 24.2 billion in 2010 from Rp 24.5 billion in 2009 due to lower loss of foreign exchange which dropped to Rp 1.2 billion in 2010 from Rp 6.2 billion in 2009.

E. BALANCE SHEET

Year end 31-Dec	2010 Rp billion	2009 Rp billion	Change (%)
Assets	595	564	5.6
Liabilities	381	352	8.1
Equities	214	211	1.4
Net debt (cash)	170.5	151.7	12.4
ROA (%)	2.2	3.3	(1.1)
ROE (%)	6.0	8.8	(2.8)

The company's total assets increased to Rp 595 billion in 2010 from Rp 564 billion in 2009. The increase was mainly due to higher account receivable (A/R) which increased to Rp 235 billion in 2010 from Rp 195.6 billion in 2009. At the same time, the outstanding loan also increased to Rp 226.6 billion in 2010 from to Rp 214.8 billion in 2009. However, the company believes its balance sheet remained healthy, since its net gearing ratio was only 55.8% while EBITDA coverage ratio also improved to 3.2x in 2010 from 3.9x in 2009.

However, due to lower net profit in 2010, the company reported lower ROA and ROE of 2.2% and 6.0% respectively in 2010.

F. IMPORTANT EVENTS

1. The Inspection division has secured various inspection and certification projects with total value of Rp 93.68 billion in 2011 ytd.



2. The company has signed loan agreement with DBS for total facility of Rp 150 billion. The loan will be used to strengthen company working capital.
3. The company has awarded a consortium with Origin Energy Ltd and Tata Power Company Ltd of Sorik Marapi-Roburan-Sampuraga Geothermal Mining Area (WKP).
4. The company had acquire the radiant utama building, which can be used to serve as collateral for bank loans.
5. We are attempt to buy MOPU (Mobile Offshore Production Unit).
