



**RADIANT UTAMA
INTERINSKO TBK**

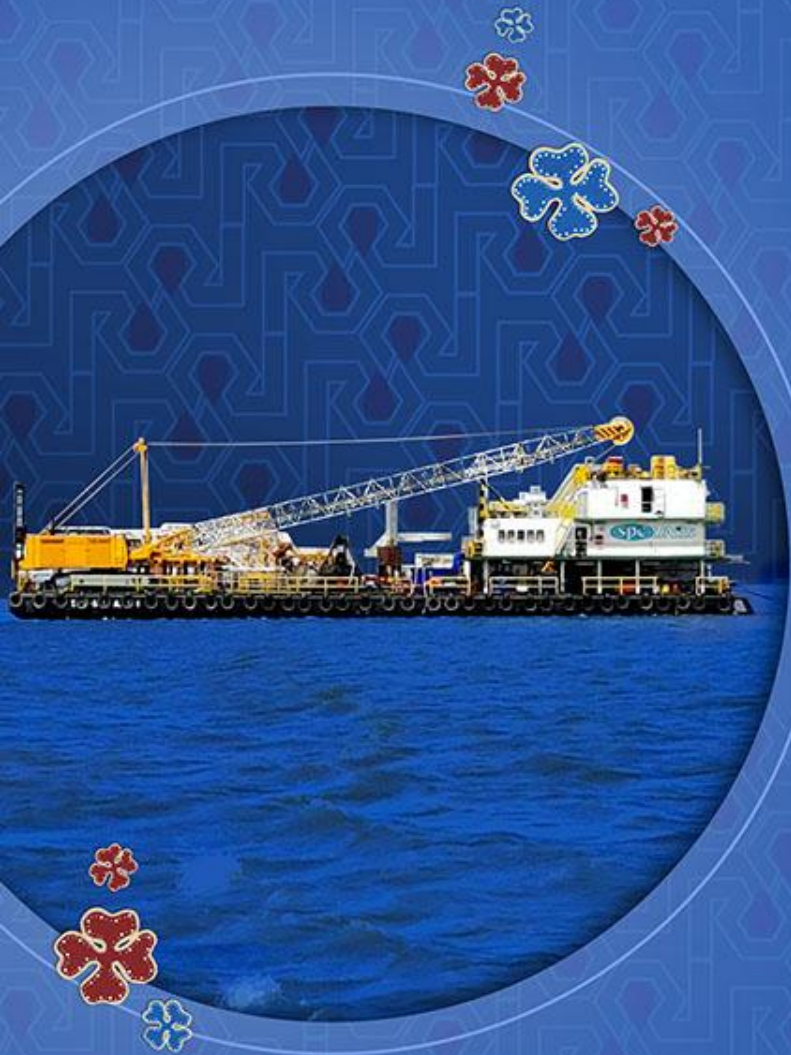
PUBLIC EXPOSE 2018

Maximizing Our Potential



Radiant Group Building, 28 June 2018

AGENDA



- **COMPANY IN BRIEF**
- CURRENT ECONOMIC CONDITIONS
- FINANCIAL HIGHLIGHTS
- 1Q18
- 2018 PLANS
- Q&A SESSION

ABOUT RUIS



Subsidiaries



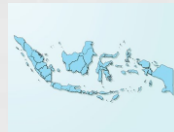
Local Company with Multinational Exposure



Experienced Grow for More than 40 Years



Focus in Energy Sector



Operates through 4 Entities, 5 SBUs, 11 Branches

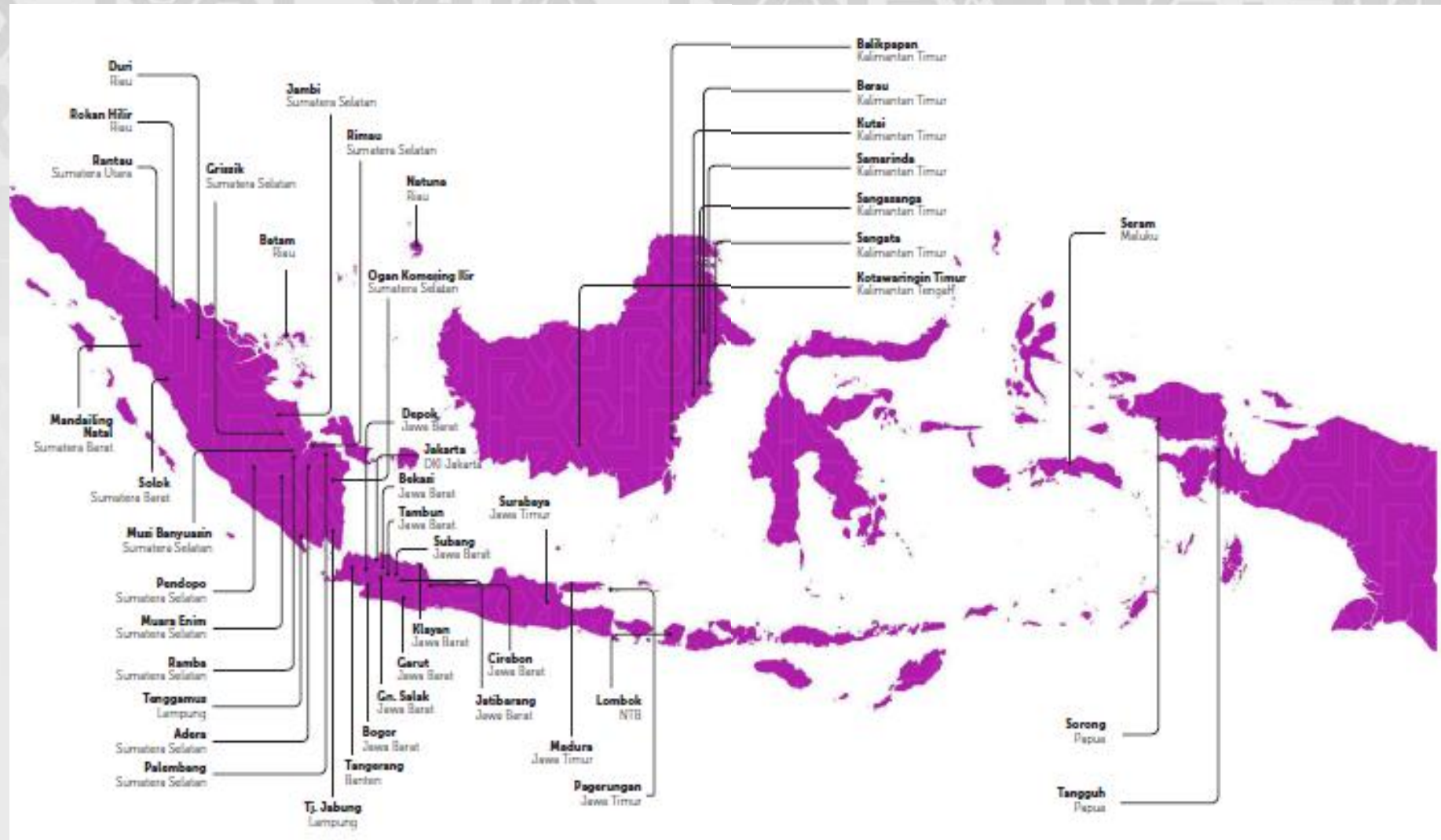


Thousands of Qualified Project's Professionals



Supported by Reputable Financial Institutions

OPERATIONAL MAPS



BUSINESS SEGMENTS

Warehouse & Camp Maintenance, Production Facility Maintenance, Well Intervention Services, Manpower Supply Services, Training Services

**TECHNICAL
SUPPORT
SERVICES**

**INSPECTION
SERVICES**

Non Destructive Testing (NDT), Oil Country Tubular Goods (OCTG), Statutory Inspection (SID), Voluntary Inspection (VID), Environmental Study (Amdal)

Design & Engineering, Housing and Building Renovation, Platform Maintenance

**CONSTRUCTION
SERVICES**



**AGENCY
&
TRADING**

Sparrows
Alert Disaster Control
Crandall Energy

**MARINE &
OFFSHORE
PRODUCTION
FACILITIES**

Dredging & Lifting, Ship Charter, Mobile Offshore Production Unit (MOPU) FSO Operation Maintenance

MAJOR CREDENTIAL - CLIENTS

Santos



MEDCOENERGI



PetroChina



Kangean Energy Indonesia

HCML
Husky-CNOOC
Madura Limited



PETRONAS

Exxon



PERTAMINA
HULU MAHAKAM



Sorik Marapi
GEOTHERMAL



EPI
EKSPAN
PETROGAS
INTRANUSA



pgn SAKA
power to discover



TALISMAN
ENERGY

DRESSER-RAND
A Siemens Business

SIEMENS

VOITH



MAJOR CREDENTIAL - PARTNERS



Cron dall energy



akuo energy



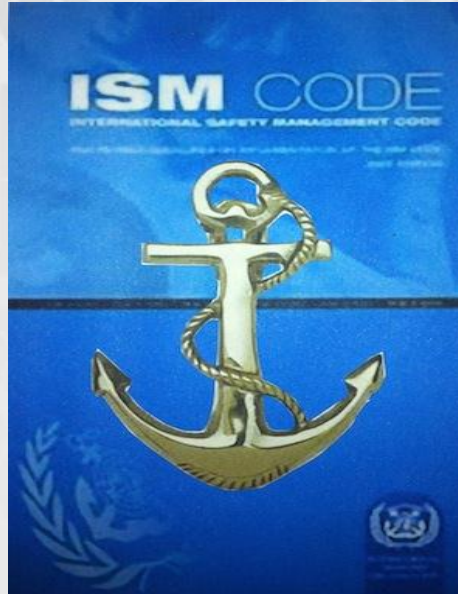
REC

juwi



VALUABLE CERTIFICATION

ISO SERIES



043

URS is a member of Registrar of Standards (Holdings) Ltd.

9001



043

URS is a member of Registrar of Standards (Holdings) Ltd.

14001



043

URS is a member of Registrar of Standards (Holdings) Ltd.

18001

FINANCING SUPPORT



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MACRO INDICATOR

1. Economic Growth

2018 is predicted at 5.3%; increase from 5.1% in 2017

2. Inflation Rate

Will be maintained below 4.0% in 2018; may slightly higher than 3.6% in 2017

3. USD/IDR Exchange Rate

May have a high volatility in 2018, predicted can reach USD1/IDR15,000; quite significant increase compared to 2017 in a range USD1/IDR 13,300 - 13,500

4. BI Rate

After reach the lowest of 4,25% in 2017, it may increase in 2018 following the volatility of USD/IDR exchange rate (latest update: 4,75% in May 2018)

5. ICP

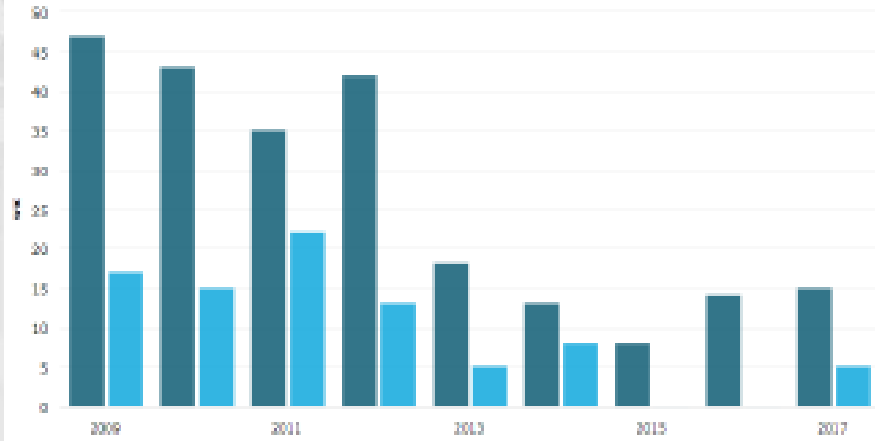
Estimated stable around USD 60/Bbl in 2018, after increased from USD 51,1/Bbl to USD 60,9/Bbl during 2017

6. Lifting Oil and Gas

In 2018, lifting oil and gas are estimated at 800 KBbl/day and 1,200 KBbl/day (2017: 815 KBbl/day and 1,115 KBbl/day)

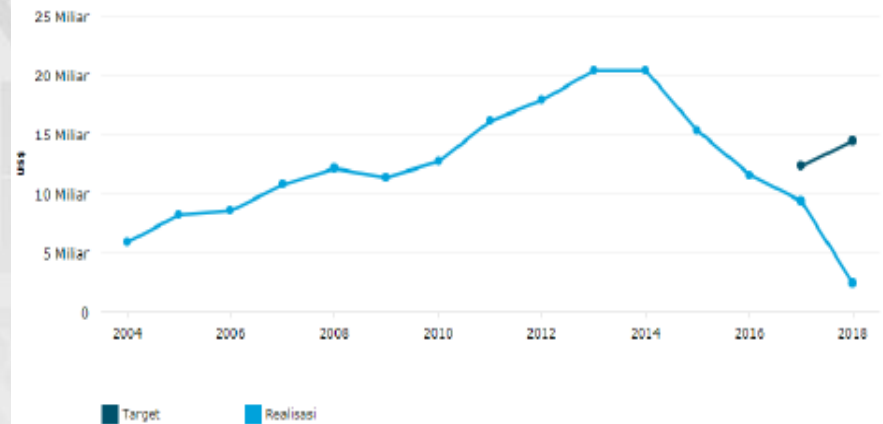
OIL & GAS CHALLENGES

Penawaran dan Peminat Lelang Blok Migas 2009-2017



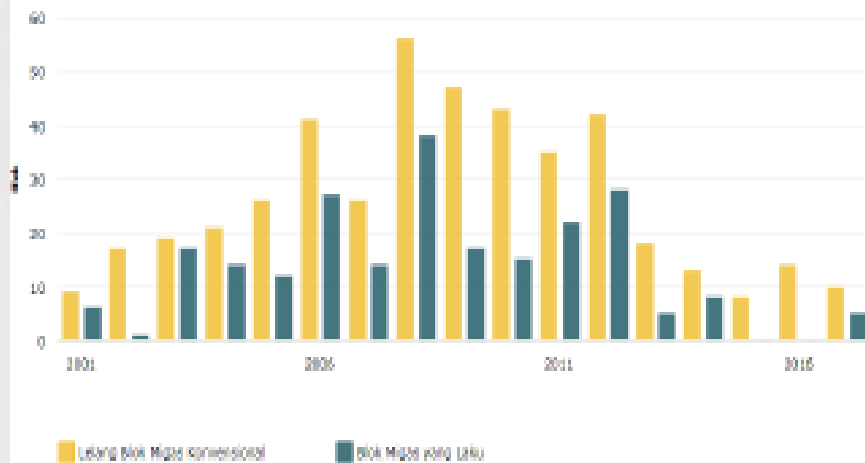
Penawaran dan Peminat Lelang Blok Migas

Realisasi dan Target Investasi Hulu Migas (2004-2018E)



Realisasi dan Target Investasi Hulu Migas

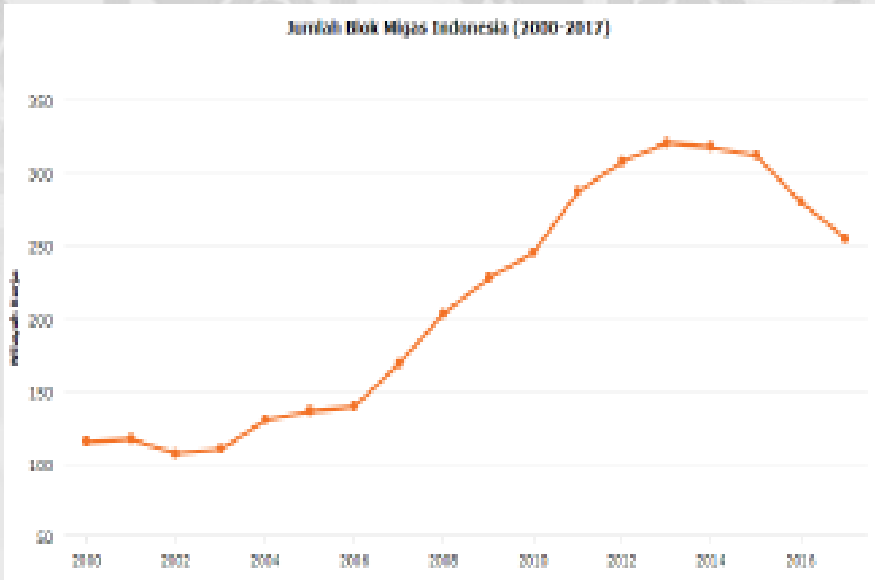
Blok Migas Konvensional yang Ditawarkan dan yang Laku (2001-2017)



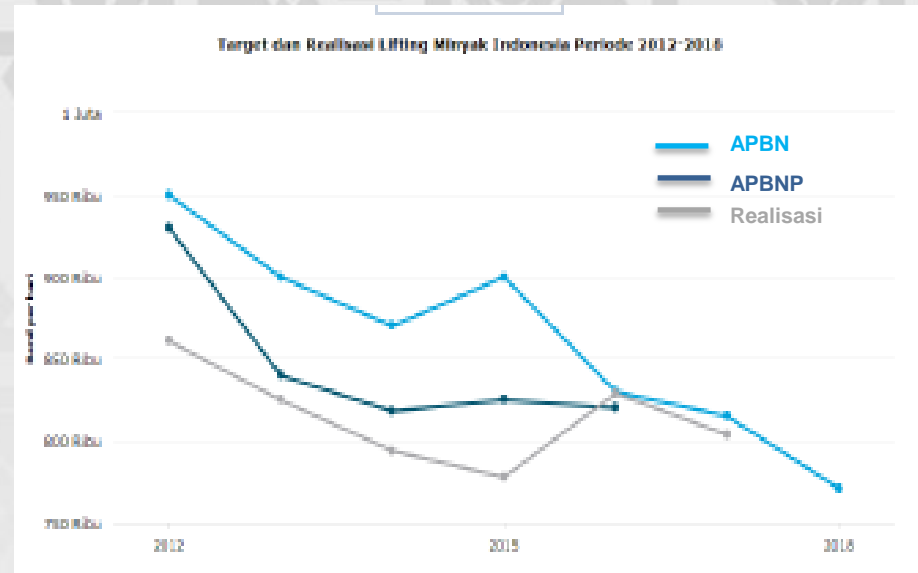
Penawaran dan Blok Migas yang laku

“The lack of interest in the auction of oil and gas blocks offered resulted in the low achievement of targets of investment’s realization of national’s upstream oil and gas sector”

OIL & GAS CHALLENGES



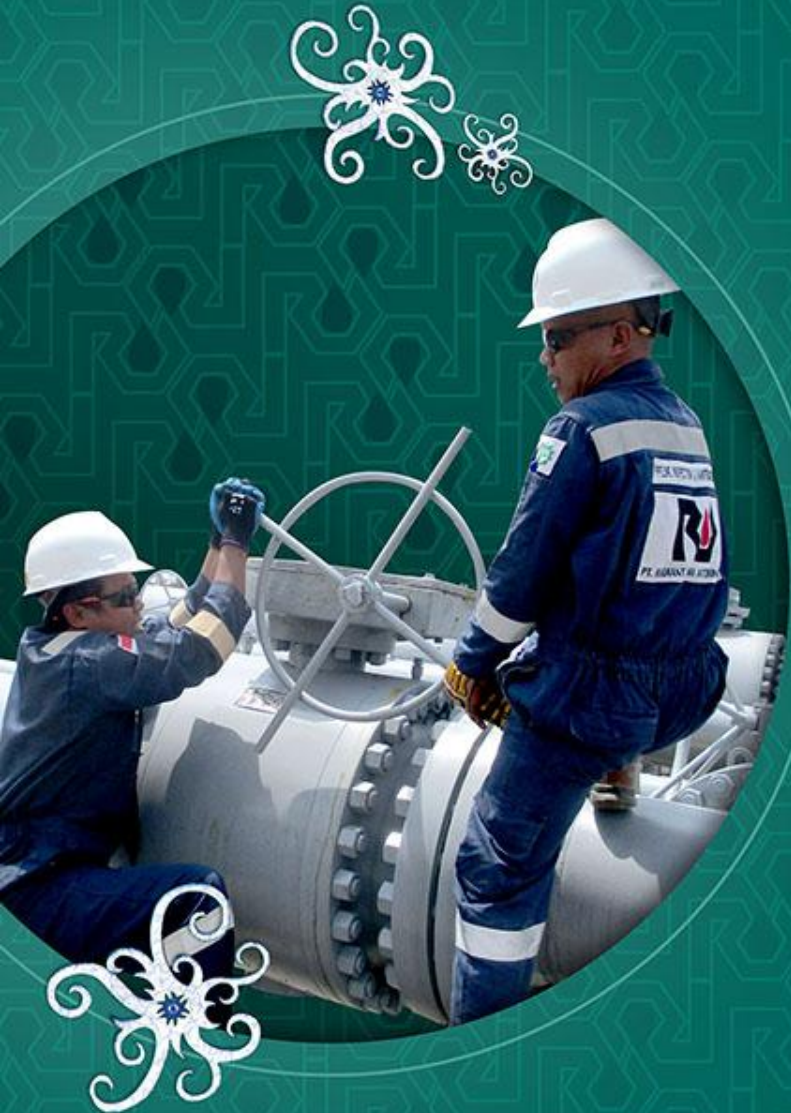
Jumlah Blok Migas di Indonesia



Target dan Realisasi Lifting Minyak Indonesia

“Decreased in number of oil and gas blocks, especially in the last three years, resulting in a decrease in national’s oil lifting during the periods”

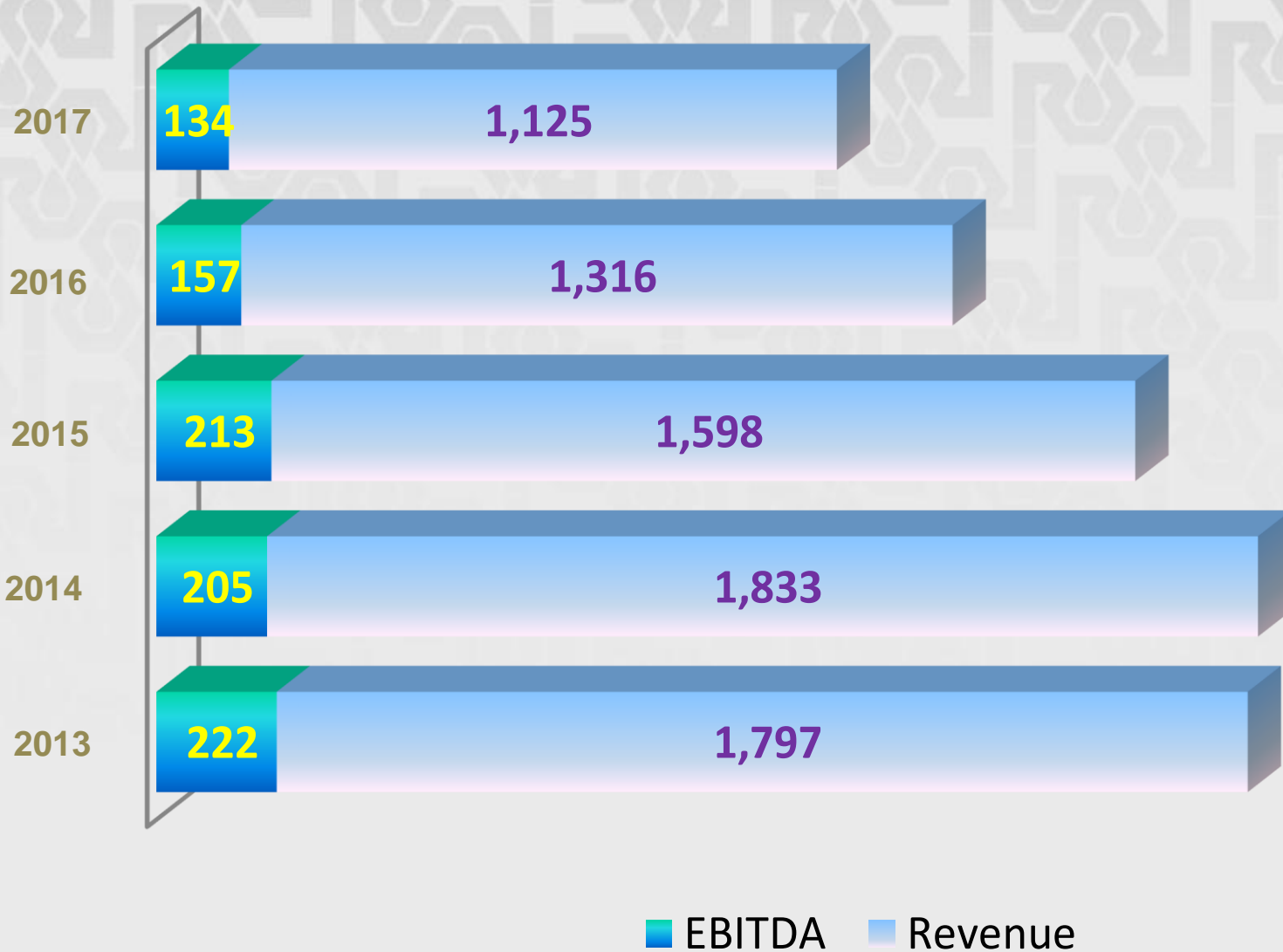
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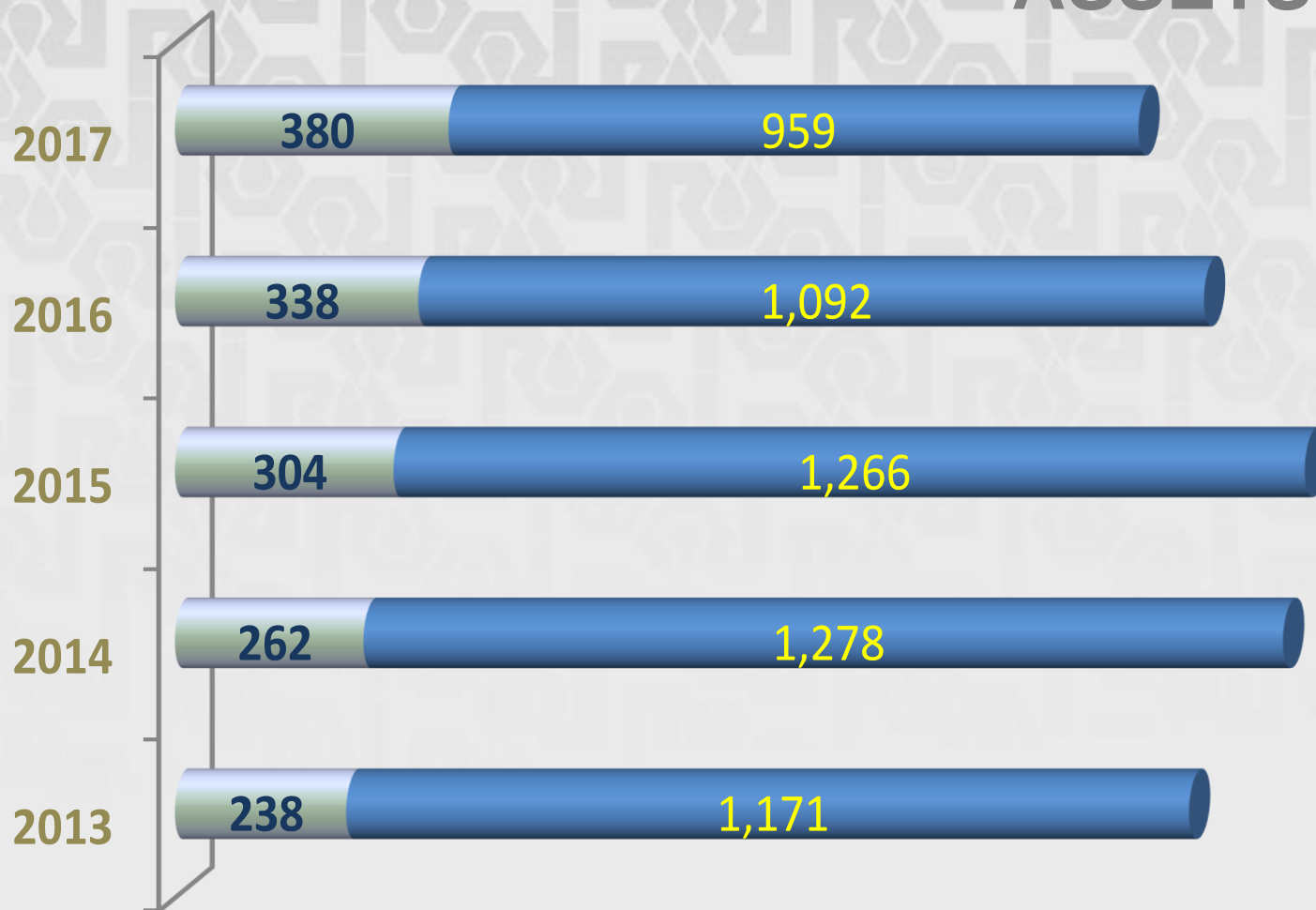
FINANCIAL HIGHLIGHTS

REVENUE & EBITDA



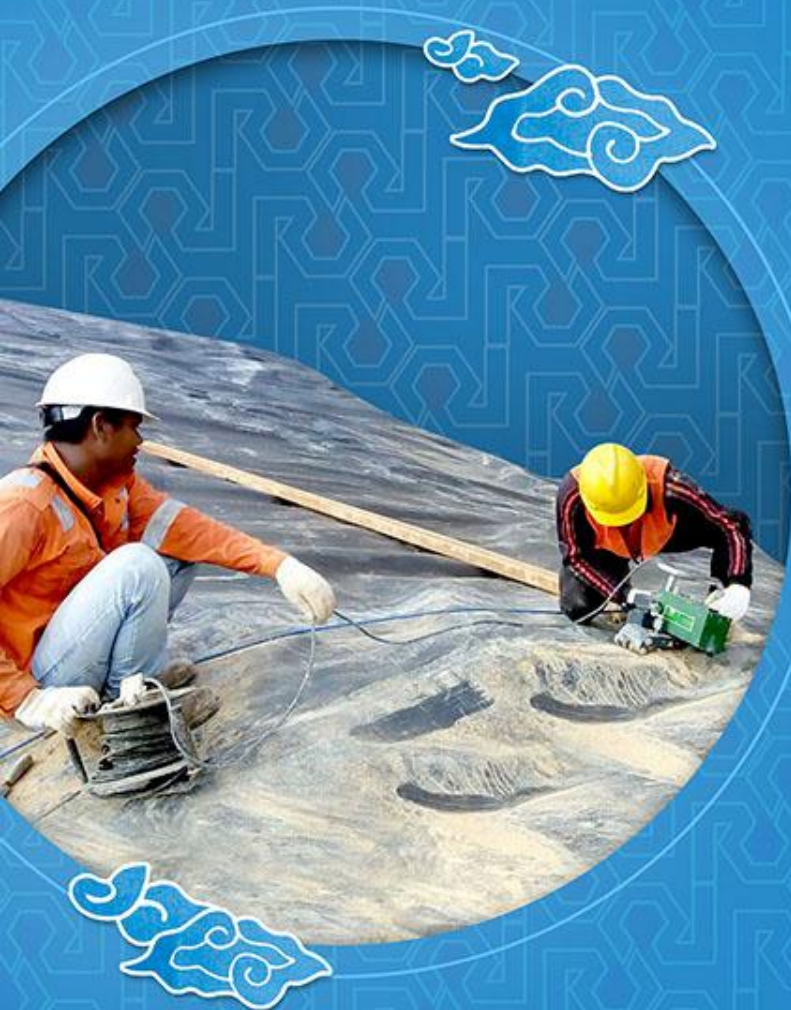
FINANCIAL HIGHLIGHTS

ASSETS & EQUITY



■ Equity ■ Assets

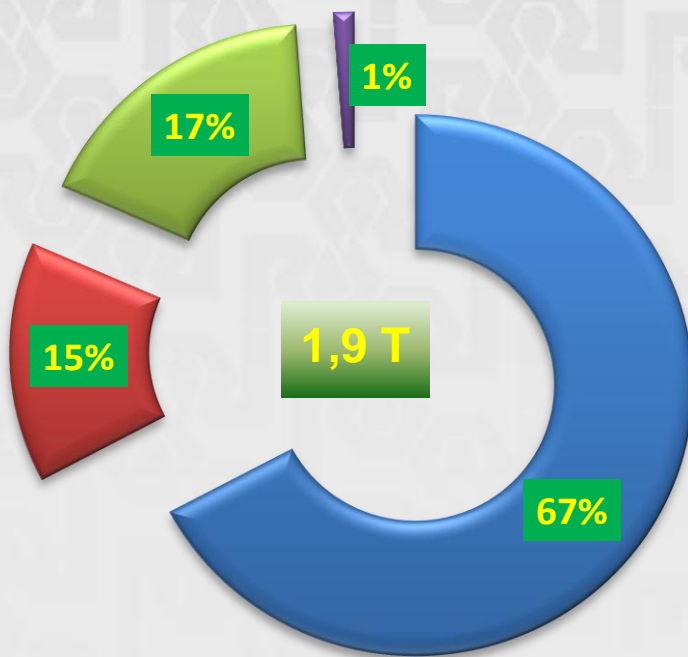
AGENDA



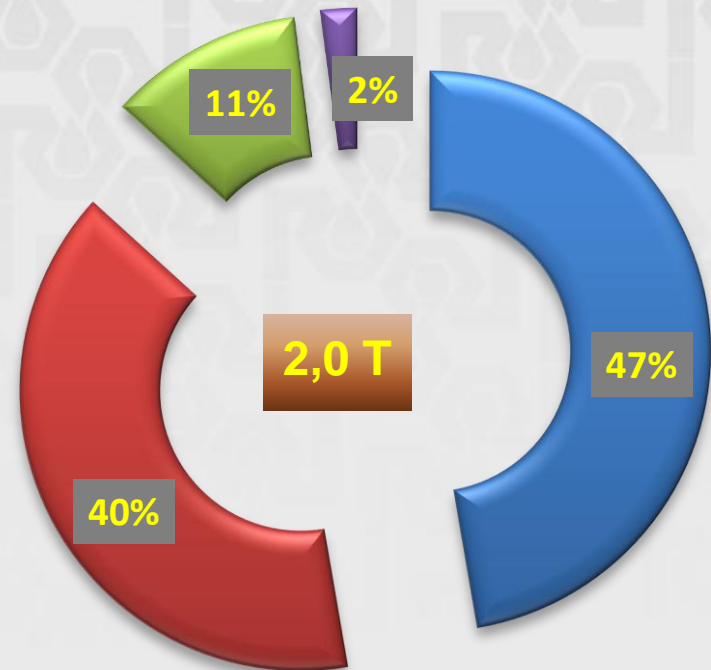
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ON-HAND CONTRACTS

2017



2018



 Pendukung Operasi  Agensi dan Kegiatan Lepas Pantai  Inspeksi  Lain-Lain

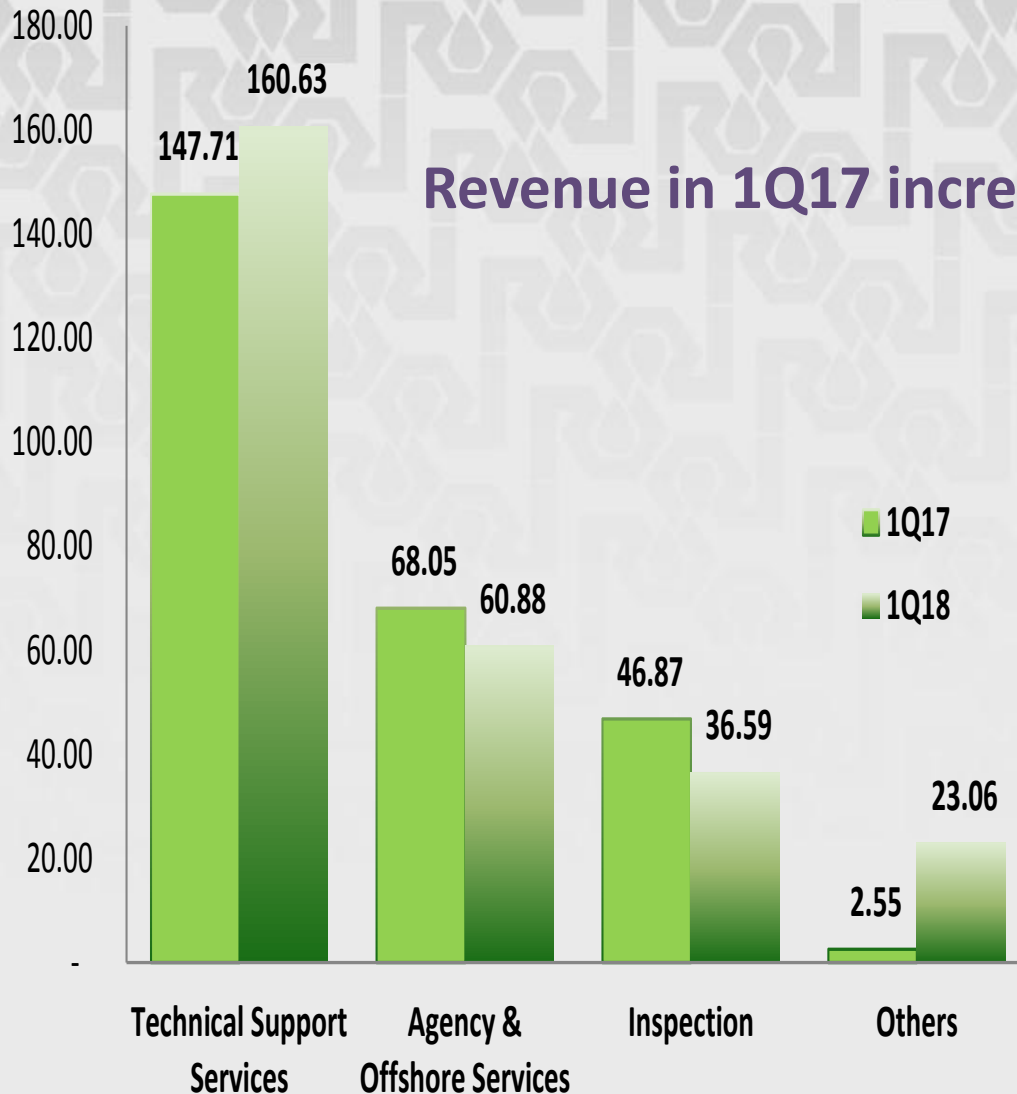
1Q18 FINANCIAL SUMMARY

Description	1Q18	1Q17	Change
Revenue	281.17	265.19	6.03%
Direct Cost	235.56	221.21	6.49%
Gross profit	45.61	43.98	3.71%
Opr. expenses	27.52	26.35	4.44%
Operating profit	18.09	17.63	2.61%
Net profit	5.07	4.54	11.67%
EPS (Rp)	6.59	5.90	11.69%
Gross margin (%)	16.22	16.58	
Operating margin (%)	6.43	6.65	
Net margin (%)	1.80	1.71	

- ✓ Revenue increased by 6.03% to Rp 281.17 billion
- ✓ Gross profit increased by 3.71% to Rp 45.61 billion
- ✓ Operating profit increased by 2.61% to Rp 18.09 billion
- ✓ Net profit increased by 11.67% to Rp 5.07 billion

REVENUES

Revenue in 1Q17 increased by 6.03% to 281.17 BIDR



- ✓ Operation Support increased by 8.75% to Rp 160.63 billion
- ✓ Agency & Offshore decreased by 10.54% to Rp 60.88 billion
- ✓ Inspection decreased by 21.93% to Rp 36.59 billion
- ✓ Other Services increased by 904.31% to Rp 23.06 billion

GROSS PROFIT AND MARGIN

Description	1Q18	1Q17	Change
Gross Profit (In billion IDR)			
Technical Support	6.29	7.16	-12.15%
Agency & Offshore	23.28	27.05	-13.94%
Inspection	11.32	8.97	26.20%
Other	4.72	0.81	582.72%
Total	45.61	43.99	3.68%
Gross Margin			
Technical Support	3.92%	4.85%	
Agency & Offshore	38.25%	39.75%	
Inspection	30.93%	19.13%	
Other	20.43%	31.73%	
Total	16.22%	16.61%	

- ✓ Gross profit increased by 3.68% to Rp 45.61 billion in 1Q18 from Rp 43.99 billion in 1Q17
- ✓ Gross margin decreased to 16.22% in 1Q18 from 16.61% in 1Q17

FINANCIAL POSITION

Description	1Q18	4Q17	Change
Assets	1,001.85	959.35	4.43%
Liabilities	616.49	579.06	6.46%
Equity	385.36	380.29	1.33%
ROA (%) - extrapolated	2.14	2.18	
ROE (%) - extrapolated	5.54	5.50	

- ✓ Total assets increased by 4.43% to Rp 1,001.85 billion in 1Q18 compared to Rp 959.35 billion in 4Q17
- ✓ ROA and ROE slightly changed to 2.18% and 5.54% respectively in 1Q18

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2018 PLANS

FOCUS IN ENERGY SECTORS

OIL & GAS





RENEWABLE ENERGY

- ✓ Maintain 2.2 TIDR on-hand contracts at end of the year
- ✓ Expand projects in renewable energy related with national's 35 MW electricity supply
- ✓ Explore more in geothermal via SMGP's projects and solar panel system
- ✓ Established a good strategic partnership with other players
- ✓ Ensure availability of financing to support additional capex in assets based project (MOPU, vessel) and new projects in renewable energy
- ✓ Improve average contract's utilization
- ✓ Further improvement in invoicing days for significant contracts

RENEWABLE ENERGY: CURRENT & ROADMAP

Current Situation



-  New and Renewable Energy
-  Coal
-  Oil
-  Gas

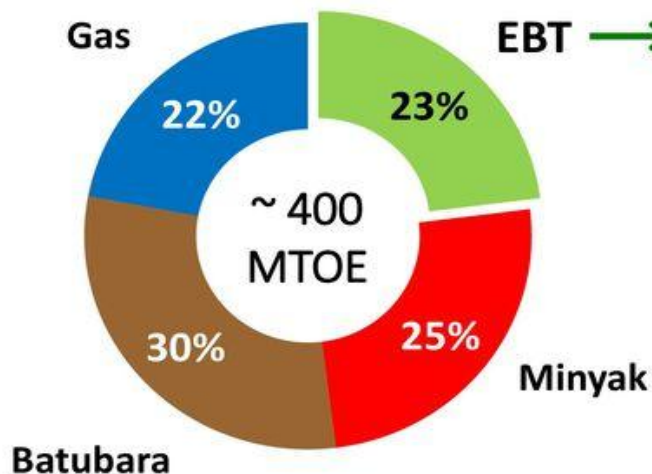
RENEWABLE ENERGY – ROADMAP 2025

Target Penyediaan Energi Primer EBT Tahun 2025 sesuai RUEN

Kapasitas Pembangkit Listrik Nasional	135 GW
Kapasitas Pembangkit Listrik EBT	45 GW

**Listrik
EBT 45
GW**

1. PLT Panas Bumi, 7,2 GW
2. PLT Hidro, 17,9 GW
3. PLT Mikrohidro, 3 GW
4. PLT Bioenergi, 5,5 GW
5. PLT Surya, 6,5 GW
6. PLT Angin, 1,8 GW
7. PLT EBT lainnya, 3 GW



92,2
MTOE

23,0
MTOE

69,2
MTOE

Biofuel	13,69*) juta kilo liter
Biomassa	8,4 juta ton
Biogas	489,8 juta m3
CBM	46,0 mmscfd

*) tidak termasuk biofuel untuk pembangkit listrik sebesar 0,7 juta kL tahun 2025

RENEWABLE ENERGY – OPPORTUNITIES

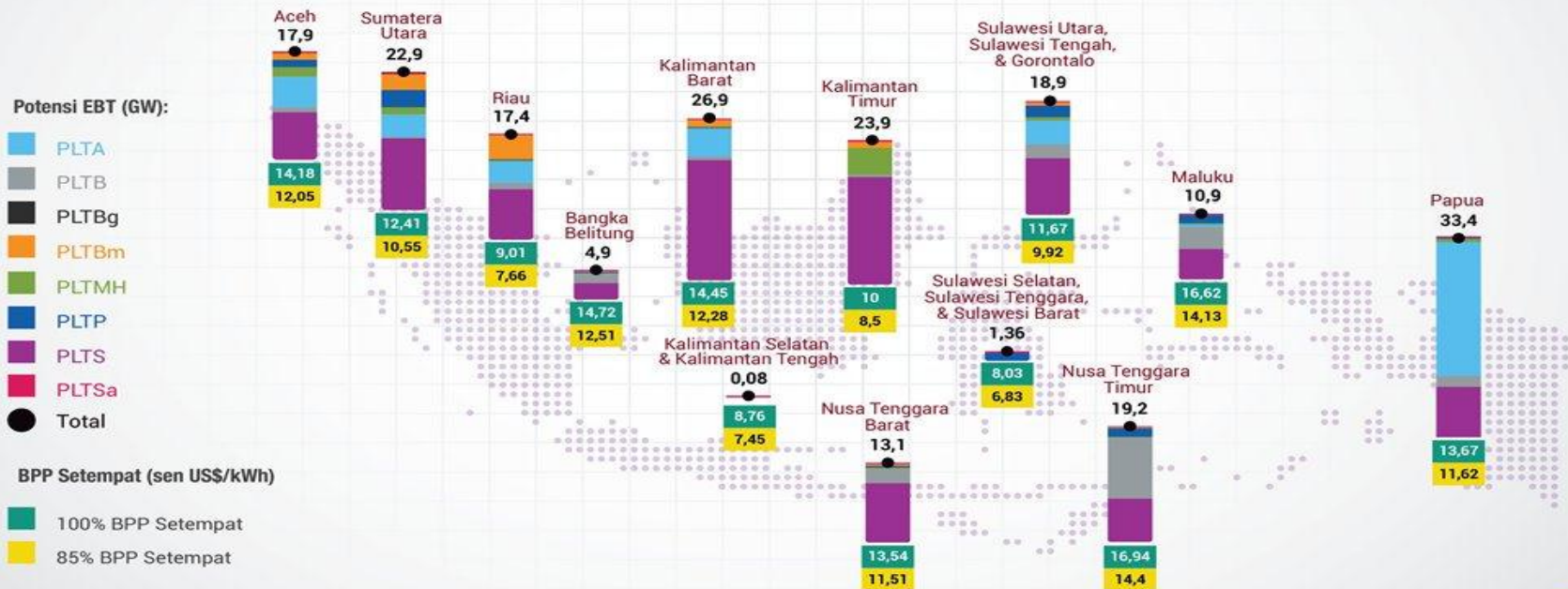


KEMENTERIAN ENERGI DAN SUMBER DAYA MINERAL
REPUBLIK INDONESIA

#EnergiTerbarukan
Terjangkau

Peluang Investasi Energi Baru dan Terbarukan Masih Terbuka dan Ekonomis

Potensi EBT (Energi Baru dan Terbarukan) masih sangat besar. Terdapat potensi EBT sekitar 210 GW pada 13 wilayah prioritas yang keekonomiannya menarik (BPP setempat lebih besar dari BPP nasional).



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Kementerian ESDM



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RENEWABLE ENERGY – SMGP's UPDATED



Sorik Marapi 240 MW is one of the largest green fields projects in Indonesia. Our consortium own the project since 2010 and now we accomplished 18 wells;

- ✓ 5 wells confirmed with resources equivalent to 50 MW
- ✓ 1 well for injection well
- ✓ 3 potential wells are on testing stages
- ✓ Other wells are on drilling stages

With all above activities, we are confidence to achieve additional 50 MW resources



RENEWABLE ENERGY – SMGP's UPDATED

With our Well Head Power Plant and ORC Engine, SMGP is committed to accelerate the development of the Sorik Marapi Geothermal Power Plant with the target development schedule as follows

2 MW from Pad A already delivered to Panyabungan, Capital Residence of Mandailing Natal on Mid of June 2018, total 20 MW will delivered by end of July.

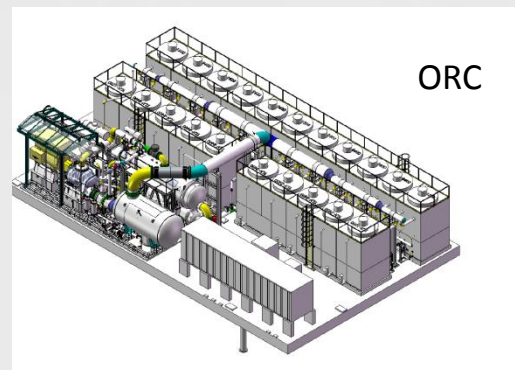
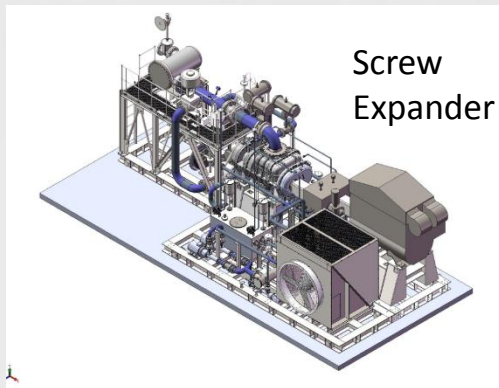
Aggregate total Capacity of 50 MW (Unit 1), Oct 2018

Unit 2 COD (50 MW): Mid 2019

Unit 3 COD (50 MW): Mid 2020

Unit 4 COD (50 MW): Mid 2021

Unit 5 COD (40 MW): Mid 2022



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CONTACT US

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Notes

This document and verbal discussion contains forward-looking statements, concerning, among other things, RUIS' prospects, expected revenues, expenses and profits, developments and business strategies for its operations all of which are subject to certain risks, uncertainties and assumptions. These forward-looking statements are identified by their use of terms and phrases such as "expect," "estimate," "project," "believe," "achievable" and similar terms and phrases. These statements are based on certain assumptions and analyses made by RUIS in light of its experience and its perception of historical trends, current conditions, expected future developments and other factors it believes are appropriate under the circumstances. Such statements are subject to general economic and business conditions, conditions in the oil and gas industry, weather conditions that affect conditions in the oil and gas industry, the business opportunities that may be presented to and pursued by RUIS, changes in law or regulations and other factors, many of which are beyond the control of RUIS. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those expected, estimated or projected.

