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# 1. Company Overview

## Chandra Asri Petrochemical at a Glance



Market leadership in highly attractive Indonesia and SE Asia petrochemical market

– c. 35% market share of Indonesia's olefins and polymers production capacity

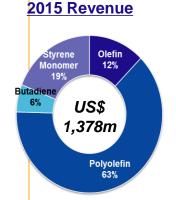


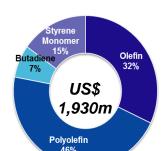
- No single customer accounts for more than 7% of consolidated revenue
- In 2016, 74% of products by revenue were sold to domestic market
- Integration from upstream cracker to downstream polyolefin products
  - Strategically located near key customers
- Low production cost base and operating efficiencies
  - Benefit from scale of feedstock sourcing and stable supplier relationships
  - Naphtha cracker utilization rate of 98% in 1H2017
- Transformed in 2016 following the **4Q2015 Naphtha Cracker expansion**, resulting in Adjusted EBITDA increase, reinforced balance sheet, and a more diversified product mix
  - 2015 2016 Adjusted EBITDA growth of +229%
  - Reduced debt and Debt / Adjusted EBITDA at 0.8x
- Captive distribution network provides significant cost efficiencies
  - Key customers integrated with CAP production facilities via CAP's pipelines
  - Provides significant cost efficiencies to key customers
- New projects fueling strategic growth

   Projects include partnership with Michelin to expand downstream products, new polyethylene plants, debottlenecking, and other efficiency improvements
  - Evaluation of a second petrochemical complex underway
- Strong and experienced management team
  - Support from Barito Pacific Group and Siam Cement Group
  - Vital National Object status



CAP's main integrated manufacturing complex



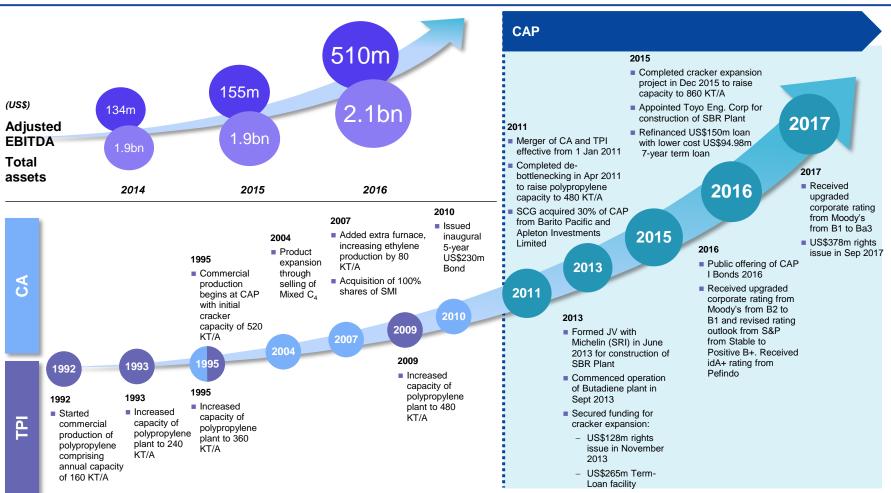


2016 Revenue

We are the largest integrated petrochemical producer in Indonesia, and own the only naphtha cracker, styrene monomer and butadiene plants in Indonesia

## 25 Year Track Record of Successful Growth





Track record of achieving operational and structured growth

# **Vision and Business Strategy**

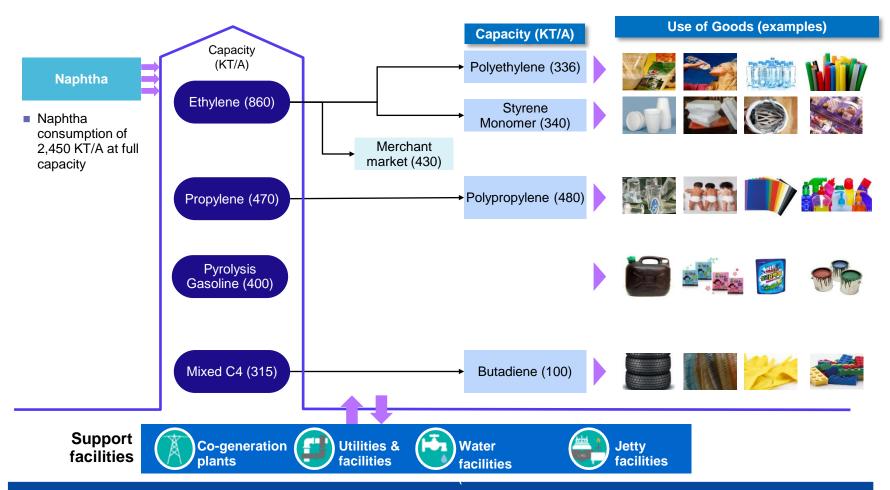


## Vision to be Indonesia's Leading and Preferred Petrochemical Company

- 1 Increase capacity and build on leading market position
- Expand product offerings and further optimize integration along the petrochemical value chain
- 3 Develop feedstock advantage to improve cost competitiveness
- 4 Develop and nurture human capital
- Continue to strengthen and leverage the Company's advantage to maintain premium relationship with stakeholders
- Maintain and further improve best-in-class operating standards, cost efficiency, and safety, health and environment

# **Integrated Production of Diverse Products**





CAP's products encompass a wide range across the consumer products value-chain, and its leading position and strategic location enhances its competitiveness



# 2. Key Credit Highlights

# **Key Credit Highlights**



- 1 Attractive industry outlook
  - Well-positioned to benefit from attractive Indonesian growth fundamentals
    - Indonesia's leading petrochemical producer with a diverse product portfolio

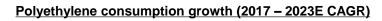


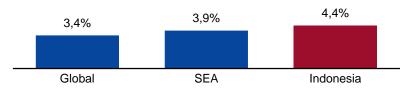
- 4 High degree of operational integration
- Diversified customer base and strategically located to supply key customers
- 6 Diverse and secured sources of feedstock and raw materials
- 7 Strong shareholder support
- Highly experienced management team with proven track record of managing and expanding operations

# 1 Attractive Industry Fundamentals Providing Tailwinds for Petrochemicals Demand Growth in SEA

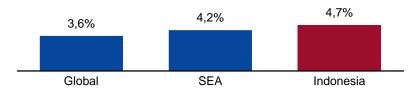


# Polyolefins Demand in SEA Expected to Outpace Global Market Growth...

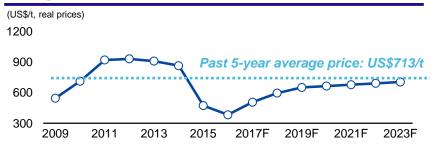




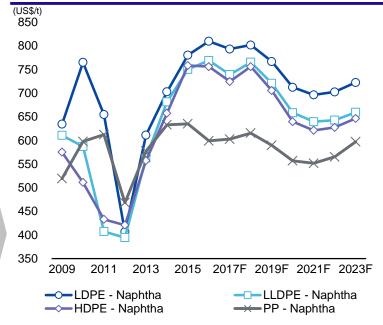
#### Polypropylene consumption growth (2017 - 2023E CAGR)



# ...while Asian Naphtha Prices Remain Below Historical Average



### **Polyolefin Spreads Expected to Remain Resilient**



(US\$/t)	Last 5 Years Average	Next 5 Years Average
LDPE - Naphtha	662	754
LLDPE - Naphtha	631	705
HDPE – Naphtha	630	689
PP – Naphtha	582	583

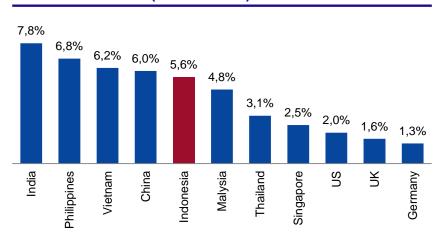
## Average spreads of key products will be continue to be resilient

Source: Nexant

# **2**Well-Positioned to Benefit from Attractive Indonesian Macroeconomic Growth and Consumption Trends

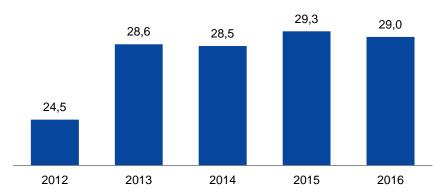


#### **GDP Growth CAGR (2017 – 2020F)**

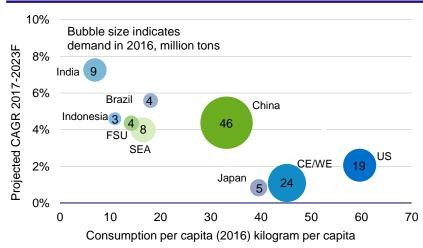


#### Foreign Direct Investment in Indonesia (2012 – 2016)

(US\$bn)



## Polyolefins Consumption per Capita<sup>(1)(2)(3)</sup>







<sup>(1)</sup> SEA excludes Indonesia

<sup>(2)</sup> Polyolefins include HDPE, LLDPE, LDPE and PP

<sup>(3)</sup> FSU means Former Soviet Union, CE means Central Europe, WE means Western Europe Source: Nexant. IMF. BKPM

# 2 Strong Demand Growth for Petrochemical Products in Indonesia



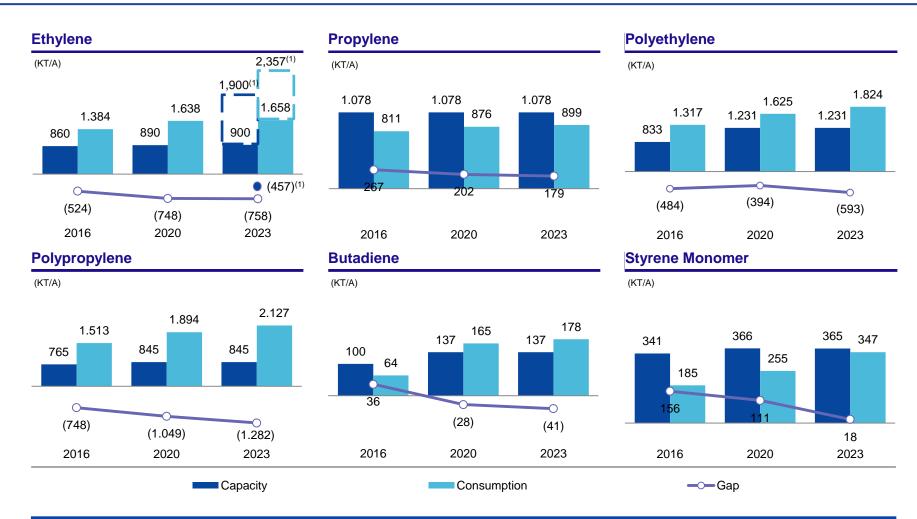


Petrochemical products are fundamental to the production of a wide variety of consumer and industrial products, such as packaging, containers, automotive and construction materials

(1) By volume Source: Nexant

# Petrochemical Market in Indonesia will Continue to See an Increasing Gap Between Supply and Demand





## Indonesia is expected to remain in deficit and dependent on imports

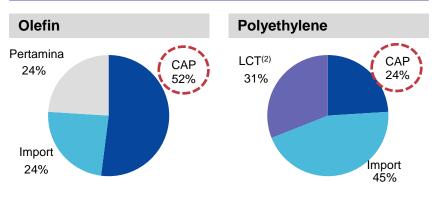
(1) Includes unsanctioned capacity of 1MT Source: Nexant

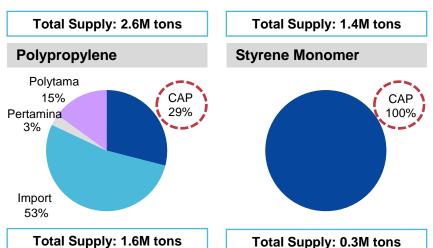
# **3** CAP is the Indonesian Market Leader



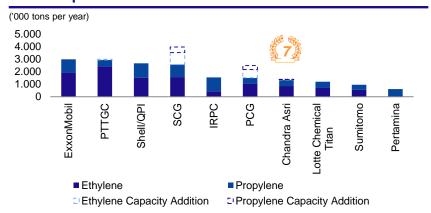


### Largest Petrochemical Company in Indonesia(1)

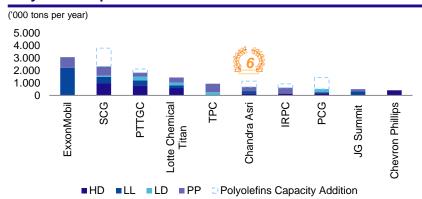




### Olefin Top 10 South East Asia Producers(3)



#### Polyolefin Top 10 South East Asia Producers(3)



CAP is a market leader in Indonesia across all of its products, and a leading player in the region

<sup>(1)</sup> By production excluding fertilizer producers

<sup>(2)</sup> Refers to Lotte Chemical Titan

<sup>(3)</sup> Chandra Asri capacity is inclusive of SCG's equity in Chandra Asri Source: Nexant

# 3 CAP is Indonesia's Largest Petrochemical Producer



### **Capacities of Petrochemical Producers in Indonesia (March 2017)**

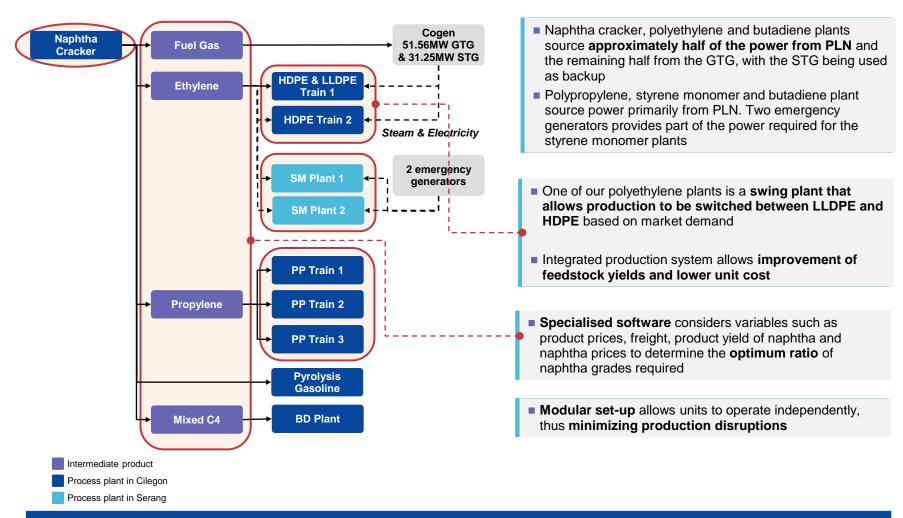
Capacity	Chandra Asru Petrochemical	I LOTTE CHEMICAL	PERTAMINA	Polytama	ASC AGC Group	PT SULFINDO ADIUSAMA	6	Others	Total
('000 tons per year)	I redoctionical	I TITAN		,	AGC Group		TPPI		
Ethylene	860	I							860
Propylene	470	1	608						1,078
LLDPE	200	200							400
HDPE	136	250							386
Polypropylene	480		45	240					765
Ethylene Dichloride					644	370			1,014
Vinyl Chloride Monomer					734	130			864
Polyvinyl Chloride					507	95		202	804
Ethylene Oxide	i							240	240
Ethylene Glycol	i	i						220	220
Acrylic Acid		i						140	140
Butanol	i I	i						20	20
Ethylhexanol	I I	1						140	140
Py-Gas	400	1							400
Crude C4	315								315
Butadiene	100								100
Benzene			125				400		525
Para-Xylene			298				540		838
Styrene	340								340
Total	3,301	450	1,076	240	1,885	595	940	962	9,449

CAP offers the most diverse product range and is a dominant producer with c. 35% market share of Indonesia's olefins and polymers production capacities

Source: Nexant

# 4 Highly Integrated Production Process with Operational Flexibility



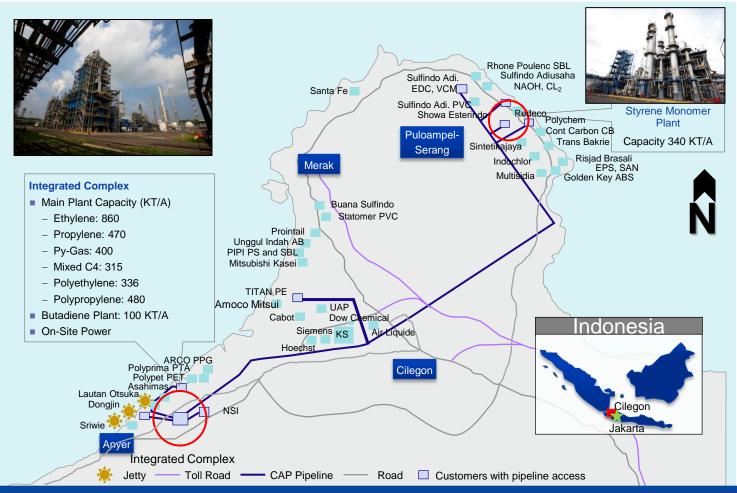


Integration allows us to take advantage of operational savings and synergies, and provides flexibility to respond to changes of key products

# **5** Strategically Located to Supply Key Customers



### **CAP's Integrated Petrochemical Complexes**



Location proximity to key customers and reliability of supply leading to premium pricing, with integration of facilities creating high barriers to entry

# 5 Diversified Client Base of Industry Leaders



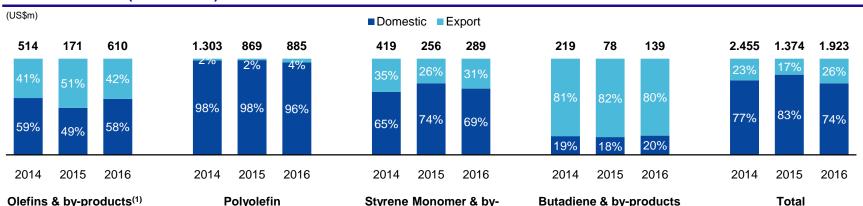
#### Sales & Marketing Strategy

- Long term relationships with key customers
- Connected to production facilities via CAP's pipeline (ethylene and propylene customers)
- Network of 300+ customers, with diversified clientele
- Top 10 customers account for only 43.6% of revenues in 2016
- Majority of top 10 customers have been with CAP for >10 years
- Trademarked brand names
  - "Asrene" for polyethylene products, "Trilene" for polypropylene products, "Grene" for environmental friendly PE resin products
- Strong marketing and distribution platform with nation-wide network
  - Short delivery times result in premium pricing over benchmarks
  - Onground technical support

#### Top 10 Customers (2016)

Customer	Products	% of Revenue	Customer Since	Location
Customer 1	Polyethylene, polypropylene	7.4%	1995	Indonesia
Customer 2	Ethylene, propylene and styrene monomer	5.1%	2002	Japan
Customer 3	Styrene monomer and butadiene	5.1%	2004	Indonesia
Customer 4	Polyethylene, polypropylene	4.6%	1995	Indonesia
Customer 5	Ethylene	4.5%	1995	Indonesia
Customer 6	Ethylene	4.1%	2007	Indonesia
Customer 7	Butadiene, raffinate, styrene monomer, C <sub>4</sub>	3.9%	2002	Singapore
Customer 8	Pygas	3.7%	2011	Thailand
Customer 9	Propylene	2.8%	2011	Indonesia
Customer 10	Ethylene	2.5%	2006	Indonesia
Top 10 Custo	43.6%			

### **Sales Breakdown (2014 – 2016)**



products

- (1) Includes ethylene, propylene, and by-products such as pygas and mixed C4
  - Propylene: Majority used as feedstock for polypropylene production internally
  - Mixed C4: Majority used as feedstock for butadiene production internally
  - Pygas: Primarily sold to SCG

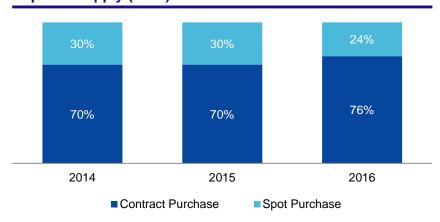
# **6** Stable and Flexible Feedstock Supply



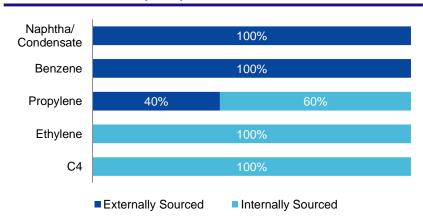
#### **Feedstock Procurement Overview**

- Long-standing stable supplier relationships
- No material feedstock supply disruption historically
- Flexibility in feedstock purchasing (spot vs. contract)
  - Avoids single supplier dependence
  - 76% of naphtha under contract with major oil trading companies in 2016
- Procurement synergies with SCG
- Substantial naphtha storage capacity to support 27 days of operations

#### Naphtha Supply (2016)



#### Main Raw Materials (2016)



### **Suppliers of Naphtha (2016)**

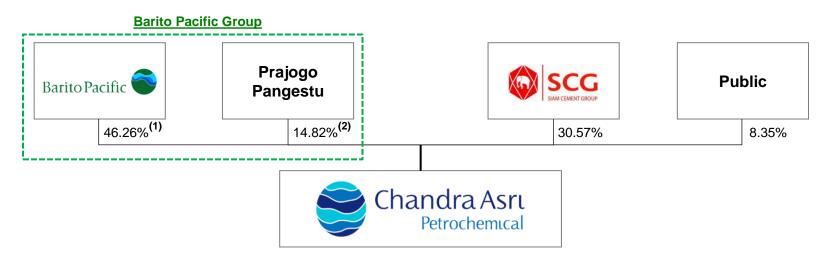
Supplier	US\$m	%
Vitol Asia Pte Ltd	304.2	35.6%
Marubeni Petroleum C Ltd	237.5	27.8%
SCG Chemicals Co. Ltd	81.8	9.6%
Chevron U.S.A. Inc	78.4	9.2%
Shell International Eastern Trading	69.4	8.1%
Shell MDS (Malaysia) Sendirian	26.2	3.1%
Konsorsium PT. Titis Sampurna	22.0	2.6%
PT Surya Mandala SaKTi	3.2	0.4%
PT Sadikun Chemical Indonesia	0.5	0.1%
Others	31.6	3.7%
Total	854.9	100.0%

Customer-centric approach has resulted in long-standing relationships

# **77**Strong Commitment from Shareholders



#### **Shareholder Structure**



#### **Barito Pacific**

 Indonesia based conglomerate with business interests in property, timber, plantation, power generation and petrochemicals

#### **Siam Cement Group**

- Thailand's largest industrial conglomerate and Asia's leading chemicals producer
- Invested 30% in CAP in 2011
- Second largest olefins and polyolefins producer in South East Asia

### Key benefits of partnership

- Barito Pacific is committed to the growth and development of CAP
  - Available land for expansion
  - Financial commitment (e.g. full subscription to 2013 rights offering)

#### Key benefits of partnership

- Production know-how and sharing of best operational practices
- Raw material procurement savings
- Sales and marketing collaboration
- Access to Thai financial institutions
- Accelerate CAP's expansion plans

Strong backing from long term marquee strategic regional investors committed to the development of the business

- (1) Including 4.75% shares of Marigold Resources Pte. Ltd.
- (2) Owns 69.23% of PT Barito Pacific Tbk

# 8 Strong Management Team with Substantial Industry Experience



#### **Board of Commissioners**



DJOKO SUYANTO
President Commissioner
Independent
Commissioner

2 years in Industry 2 year with CAP



TAN EK KIA
VP Commissioner
Independent
Commissioner

44 years in Industry 6 years with CAP



HO HON CHEONG
Commissioner,
Independent
Commissioner

2 years in Industry 2 years with CAP



AGUS SALIM PANGESTU Commissioner

11 years in Industry 11 years with CAP



LOEKI SUNDJAJA PUTERA Commissioner

15 years in Industry 15 years with CAP



CHAOVALIT EKABUT<sup>(1)</sup> Commissioner

11 years in Industry 5 years with CAP



CHOLANAT YANARANOP<sup>(1)</sup> Commissioner

30 years in Industry 5 years with CAP

#### **Board of Directors**



ERWIN CIPUTRA
President Director

13 years in Industry 13 years with CAP



KULACHET
DHARACHANDRA<sup>(1)</sup>
VP Director of Operations

23 years in Industry 1 year with CAP



BARITONO
PRAJOGO
PANGESTU
VP Director of Polymer
Commercial

12 years in Industry 12 years with CAP



LIM CHONG THIAN Director of Finance

37 years in Industry 12 years with CAP



SURYANDI
Director of Human
Resource and Corp.
Administration,
Independent Director

27 years in Industry 27 years with CAP



PIBOON SIRINANTANAKUL<sup>(1)</sup> Director of Manufacturing

24 years in Industry 1 year with CAP



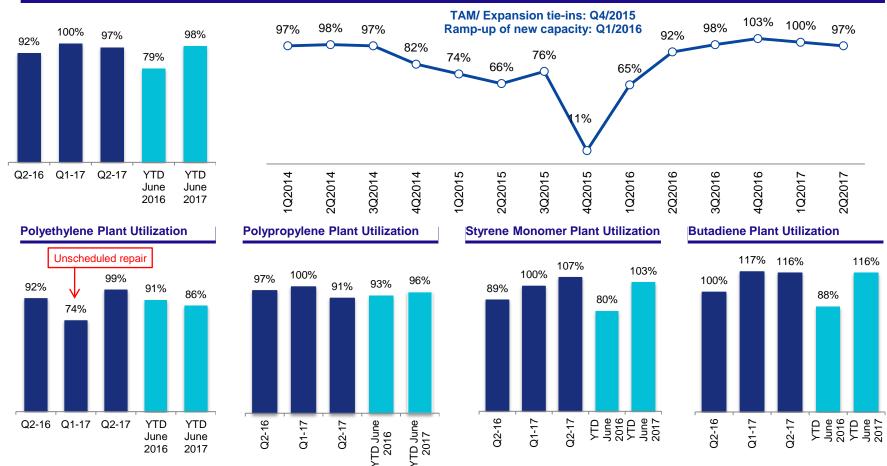
FRANSISKUS RULY
ARYAWAN
Director of Monomer
Commercial

15 years in Industry 15 years with CAP

# 8 Strong Track Record of Delivering Operational Excellence and Performance





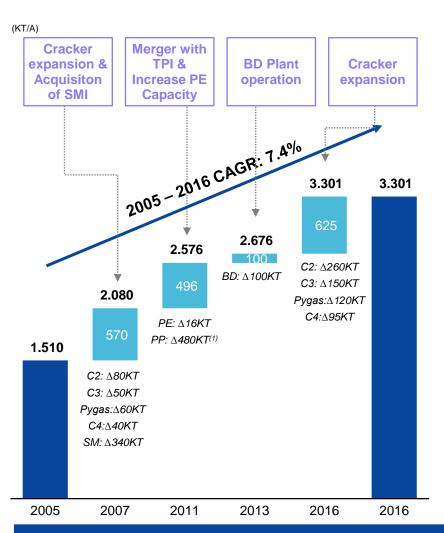


## Plant utilization has remained high due to our operational process optimization initiatives

(1) In September to December 2015, we conducted a scheduled TAM and expansion tie-in-works in conjunction with our cracker expansion project, which resulted in the shutdown of our cracker facility for 85 days and limited our production capacity for 2015. 2016 utilisation was reduced due to ramp-up in 1Q 2016

# 8 Strong Success of Both Vertical and Horizontal Expansion





- Successfully acquired and integrated SMI and TPI
- Expanded naphtha cracker in 2015 to achieve economies of scale and take advantage of significant ethylene shortage in Indonesia
  - Mechanical completion on 9 Dec 2015, on time and within budget (c. US\$380m)
  - Total actual project cost in line with budget (c. U\$\$380m)
  - Achieved high utilization rates
- Currently undertaking next stage of expansions and growth

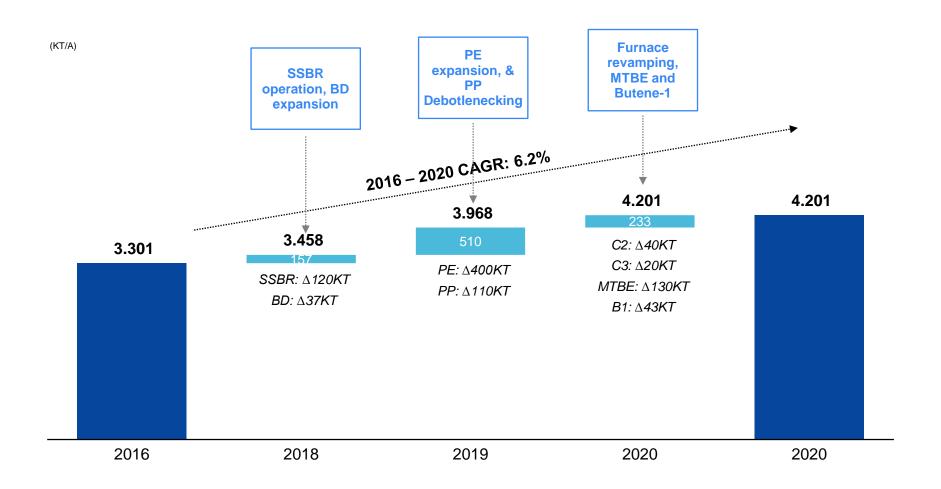
Expansion of production capacity and product range has enabled us to maintain our market leading position



# 3. Growth Plans

# Strategic Growth Plan (Excluding Second Petrochemical Complex)





# **Increase Production Capacity**



### **Butadiene Plant Expansion**

- Increase BD capacity by 100 KT/A to 137 KT/A
- Rationale:
  - Add value to incremental C4 post 2015 cracker expansion
  - Avoid opportunity loss of exporting excess C4
  - Enjoy BD domestic premium and fulfill SRI's BD requirement
- Estimated cost: US\$42m
- Funding structure: 100% internal cash
- Awarded EPC work to Toyo Engineering Korea Limited (January 2017); EPC start in January 2017
- Proposed start-up: 2Q2018



#### **New Polyethylene Plant**

- New facility of total 400 KT/A to produce LLDPE, HDPE and Metallocene LLDPE
- Further vertical integration
- Rationale:
  - Further vertical integration;
  - Protect and grow leading polymer market position in Indonesia
- License: UNIPOL Polyethylene Process from Univation Technologies, LLC
- Estimated cost US\$350m
- Funding structure: Debt and Equity
- Awarded Toyo Engineering for EPC work (Sept 17)
- Proposed start-up: 4Q2019

#### Furnace Revamp

- Increase cracker capacity by modifying heat internals to increase ethylene capacity from 860 KT/A to 900 KT/A and propylene capacity from 470 KT/A to 490 KT/A
- Estimated cost: US\$45m
- Funding structure: 100% internal cash
- Commenced revamp project in March 2017
- Proposed start-up: 1Q2020





# **Expand Product Offering by Moving Downstream**





### **Synthetic Rubber Project (through SRI Joint Venture)**

- Part of downstream integration strategy and efforts to produce higher-value added products
- Partnership with leading global player Michelin (ownership 55:45%)
- Production capacity: 120 KT/A
- Estimated total project cost: US\$570m
- Funding structure: US\$120m internal cash and the remaining in debt, with debt fully funded by Michelin
- Construction began in November 2015
- Proposed start-up: 1Q2018
- Completion progress 93.5% per Sept-2017









# **Additional Expansion and Product Offering Initiatives**



#### PP Debottlenecking

- Debottleneck PP plant to increase capacity by 110 KT/A from 480 KT/A to 590 KT/A
- Rationale:
  - Demand and supply gap for PP expected to widen in Indonesia
  - Opportunity to increase PP sales
- Estimated cost: US\$40m
- Funding structure: 100% internal cash
- Proposed start-up: 3Q2019

#### MTBE and Butene – 1 Plant

- Production of 130 KT/A and 43 KT/A of MTBE and Butene-1, respectively
- Rationale:
  - Secure supply of MTBE and Butene-1 which are used in the production of Polyethylene
  - Excess demand for MTBE in Indonesia
- Estimated cost: US\$87m
- Funding structure: 100% internal cash
- Proposed start-up: 3Q2020

#### **Second Petrochemical Complex**

- Expected to conduct feasibility study for the construction and operation of second integrated petrochemical complex
- Complex expected to comprise:
  - 1,000 KT/A ethylene cracker
  - Various downstream derivative products
- Project expected to cost US\$4 5bn
- Set up new company (PT Chandra Asri Perkasa) to undertake new project
- Shareholding structure yet to be finalized and CAP is in discussion with various third parties
- There is land available adjacent to main petrochemical complex which would be available for future acquisition as necessary





# 4. Financial Highlights & Projections

## **Prudent Financial Policies**



# Maintain natural economic hedge as underlying sales and majority of costs and borrowings are denominated in US\$ Treasury risk management on Rupiah currency risks: Foreign Exchange - Sales are hedged via pricing to customers and forward swaps with reputable banks Minimum Rupiah cash holdings of up to 10 – 15% of idle cash to meet operational needs Maximum total debt to capitalization of 40% on sustainable basis Leverage Maximum Net Debt / Adjusted EBITDA of 3.0x Minimum Interest Service cover of 1.75x Coverage Minimum Adjusted EBITDA / Interest cover of 3.0x Liquidity Seek to maintain minimum cash of US\$100m at all times **Return on Capital** Seek minimum 15% IRR for new investments ■ Payout in the amount of c. 40% of consolidated net profit subject to: Liquidity, leverage and reserves **Dividend Policy** - Financial performance / sustainability

- Projected operational and capital expenditure

# **Credit Ratings**









# Ba3 / Stable

B+ / Developing; BB- (SACP)

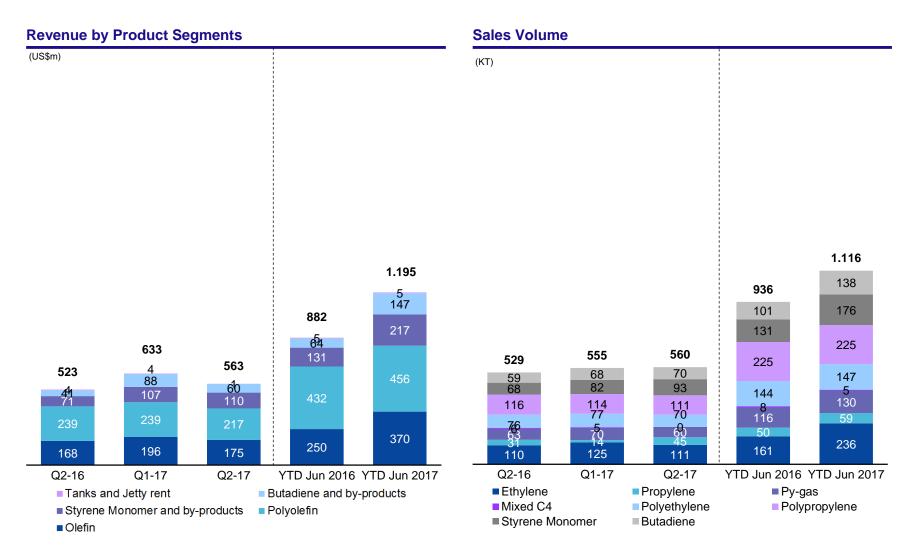
idA+

## **Outstanding Bonds:**

- CAP I 2016 Series A: IDR 361,4bn, coupon 10.8% pa., rating idA+, due date 22 Dec 2019
- CAP I 2016 Series B: IDR 138,6bn, coupon 11.3% pa., rating idA+, due date 22 Dec 2021

# Resilient Revenue Driven by Increase in Sales Volume





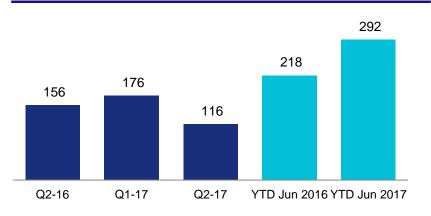
Note: TAM in 2015 and ramp-up in 2016.

# **Financial Highlights**



Strong financials further enhanced by economies of scale (in US\$m)

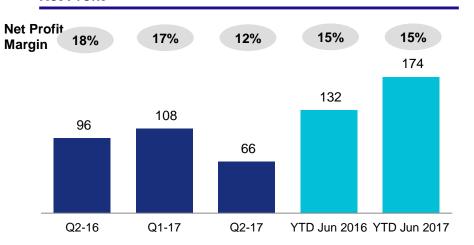


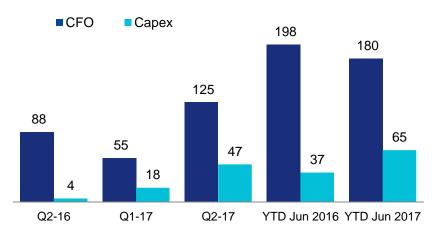




#### **Net Profit**

**Cash flow from Operations, Capex** 

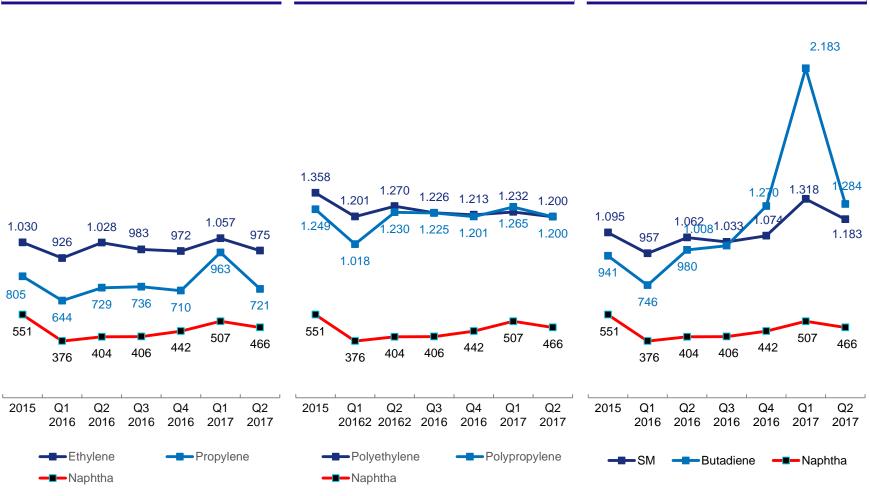




# **Average Realized Prices**



Olefins Polyolefins Others

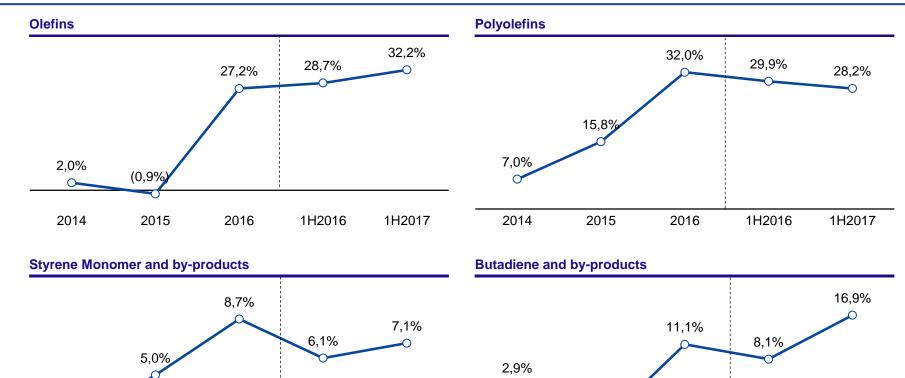


# **Gross Product Margins**

2014

2015





(5,1%)

2016

1H2016

2015

## Improving product margins due to higher utilization rates

1H2016

1H2017

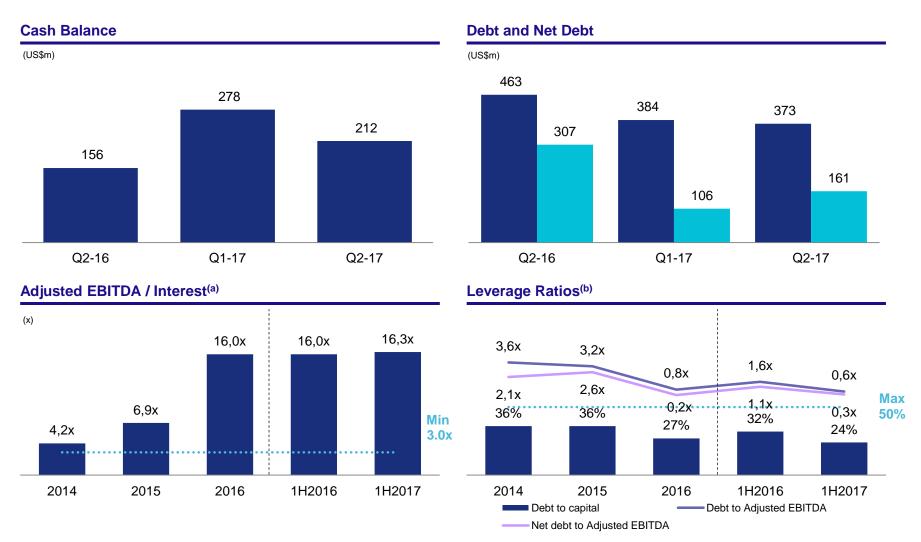
2014

2016

1H2017

# Strong Balance Sheet Supported by Recent Financial Profile Strengthening



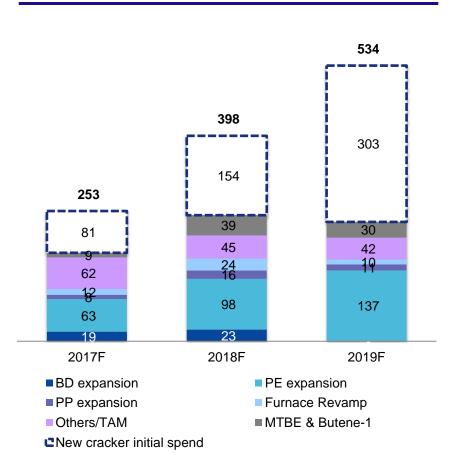


- (a) Adjusted EBITDA / Interest calculated as Adjusted EBITDA divided by finance costs. For 1H2017 calculated as LTM Adjusted EBITDA divided by LTM finance costs.
- (b) Debt to capital calculated as total debt divided by (total debt + equity). Debt to Adjusted EBITDA calculated as total debt divided by Adjusted EBITDA. Net Debt to Adjusted EBITDA and Net Debt to Adjusted EBITDA for 1H2017 calculated as total debt divided by LTM Adjusted EBITDA and Net Debt divided by LTM Adjusted EBITDA and

# **Capital Expenditure Plan to Pursue Value-Accretive Growth**







### **Sources of Funding**

- Internal generated cash flows
- Proceeds from Rights Issue
- Debt drawdown

Estimated US\$1.2b over next 3 years, mainly for Expansion and Debottlenecking



# 5. Petrochemical Industry Outlook

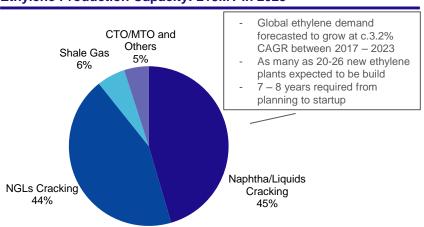
# **Ethylene World Supply Growth and Capacity**



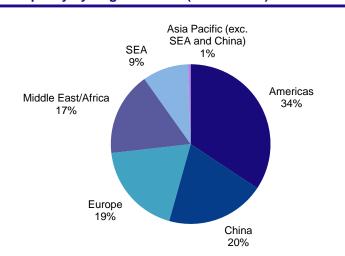
### **Ethylene World Supply Growth**



#### **Ethylene Production Capacity: 218MT in 2023**



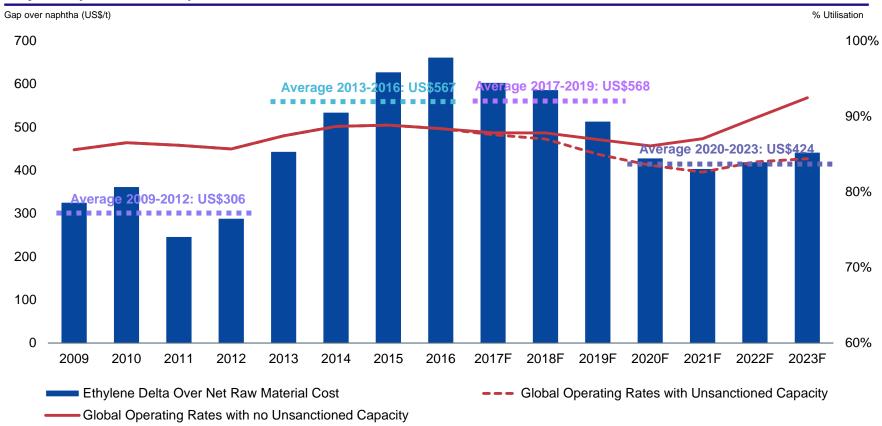
#### **New Capacity by Region: 25MT (2017 – 2023)**



# The Petrochemical Industry is in a Long Term Cyclical Phase



#### **Ethylene Spreads Over Naphtha**

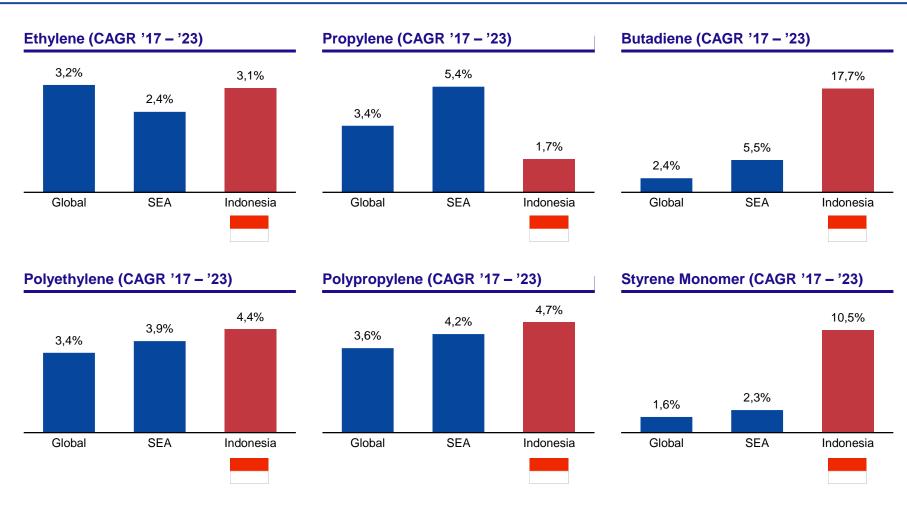


Petrochemical industry profitability to continue on path of sustainable recovery post 2012 as a result of improving demand and lower capacity addition

Note: Forecast price is based on Brent Crude at US\$55 (2017), US\$65 (2018), US\$70 (2019 – 2025) per barrel (constant 2016 dollars) Source: Nexant

# **Strong Demand Growth for Petrochemicals in Indonesia**





Petrochemical demand in Indonesia expected to outpace other regions

Source: Nexant



# Thank You

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# **Q & A**