



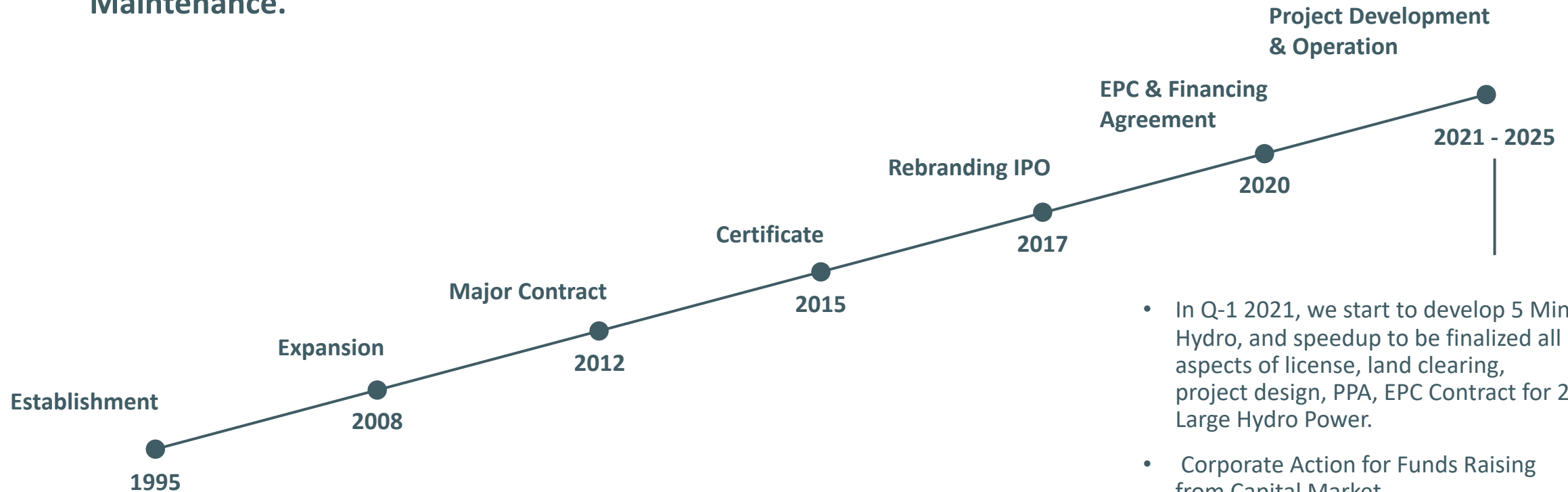
terregra

Power of Nature

PT TERREGRA ASIA ENERGY TBK
is an Indonesian Listed Company
that focuses on Renewable Energy.

HISTORY

30 Years years of experience in Power Plant Development & Maintenance.



Established as PT. Mitra Megatama Perkasa as M&E Contractor focusing on power generation sector, primarily working for PLN.

- In Q-1 2021, we start to develop 5 Mini Hydro, and speedup to be finalized all aspects of license, land clearing, project design, PPA, EPC Contract for 2 Large Hydro Power.
- Corporate Action for Funds Raising from Capital Market
- since March 2021 until July 2025.
- Target to be finalized all projects in 2025.

AGENDA PUBLIC EXPOSE

1 FINANCIAL AND OPERATING PERFORMANCE 2020

2 CHALLENGES

3 EFFORTS TO IMPROVE THE COMPANY'S PERFORMANCE



CORPORATE ACTIVITIES 2020-2021 :

1 CHANGE MANAGEMENT

2 PROJECT DIVESTING

3 FINANCE RESTRUCTURING PROGRAM

4 PROJECT DEVELOPMENT PROGRAM

5 REDESIGN AND RECALCULATING

6 PROJECT FINANCING PARTNERSHIP

Agenda-1 Financial Performance & Operation



Manajemen melakukan restrukturisasi keuangan, antara lain melalui pelunasan hutang bank oleh Pemegang Saham Pengendali pada subsidiary companies, efisiensi operasional, divestasi pada proyek yang kurang menguntungkan serta fokus pada alternatif pembiayaan pembangunan Hydro Power Plant yang dimiliki.

Management carried out financial restructuring, among others through repayment of bank loans by the Controlling Shareholder in subsidiary companies, operational efficiency, divestment of less profitable projects and focusing on alternative financing for the development of the Hydro Power Plant owned.

Agenda-1 Financial Performance & Operation

PT Terregra Asia Energy Tbk
Ikhtisar Neraca
(Dalam Juta Rp)

PT Terregra Asia Energy Tbk
Highlit of Balance Sheet Statement
(in million Rp)

Pos Perkiraan Neraca	2021-Q3	2020	2019	2018	BALANCE SHEET ACCOUNT
Aset Lancar	22.364	12.062	41.513	84.878	Current Assets
Aset Tidak Lancar	430.386	431.722	518.524	385.943	Non Current Asset
Jumlah Aset	452.750	443.784	560.037	470.821	Total Assets
Liabilitas Jangka Pendek	27.492	79.214	71.548	61.318	Current Liabilites
Liabilitas Jangka Panjang	67.792	6.992	135.583	47.174	Non Current Liabilites
Jumlah Liabilitas	95.284	86.206	207.131	108.492	Total Liabilites
Jumlah Ekuitas	357.466	357.578	352.904	362.329	Total Equity
Jumlah Liabilitas dan Ekuitas	452.750	443.784	560.035	470.821	Total Liabilites and Equity

Sumber : Laporan Keuangan Diaudit 2018-2020 & Unaudit Q3-2021.

Source: Audited Financial Statements 2018-2020 & Unaudited Q3-2021.

Agenda-1 Financial Performance & Operation

PT Terregra Asia Energy Tbk
Ikhtisar Laporan Penghasilan
(Dalam Juta Rp)

PT Terregra Asia Energy Tbk
Highlight of Income Statement
(in million Rp)

POS PERKIRAAN	2021-Q3	2020	2019	2018	INCOME STATEMENT ACCOUNT
Pendapatan	12.093	12.427	20.451	45.588	Revenues
Beban Pokok Penjualan	- 3.876	- 8.450	- 11.363	- 33.151	Cost of Sales
Laba Kotor	8.218	3.978	9.088	12.437	Gross Profit
Beban Usaha	- 6.084	- 24.266	- 7.999	- 10.413	Operating Expenses
Laba (Rugi) Usaha	2.133	20.288	1.089	2.024	Operating Profit (Loss)
Penghasilan (Beban) Lainnya (Net) *	- 1.409	27.548	- 4.546	472	Others Income (Expenses)
Laba (Rugi) Tahun Berjalan Sebelum Pajak	723	7.259	- 3.457	2.496	Operating Income before Tax
Pajak Penghasilan & Pendapatan Komprehensif Lainnya	- 1.102	- 2.583	647	145	Tax and Other Comprehensive Income (Expenses)
Laba (Rugi) Tahun Berjalan Setelah Pajak	- 378	4.676	- 2.810	2.351	Profit (Loss) after Tax

Sumber : Laporan Keuangan Diaudit 2018-2020 & Unaudit Q3-2021.

Source: Audited Financial Statements 2018-2020 & Unaudited Q3-2021.

Agenda-1 Financial Performance & Operation

PT Terregra Asia Energy Tbk					PT Terregra Asia Energy Tbk
Rasio Keuangan					Financial Ratios
RASIO-RASIO KEUANGAN	2021-Q3	2020	2019	2018	FINANCIAL RATIOS
Marjin Laba Kotor	67,95%	32%	44%	27%	Gross Profit Margin
Marjin Laba Usaha	18%	-163%	5%	4%	Operating Profit Margin
Marjin Laba (Rugi) Bersih	6%	38%	-14%	5%	Net Profit (Loss) Margin
Marjin Laba (Rugi) Bersih/Jumlah Aset	0,16%	1%	-1%	1%	Return on Assets
Marjin Laba (Rugi) Bersih/Jumlah Ekuitas	0,20%	1%	-1%	1%	Return on Equity
Jumlah Aset Lancar/Jumlah Liabilitas Lancar	81%	15%	58%	138%	Current Ratio
Jumlah Liabilitas/Jumlah Ekuitas	27%	24%	59%	30%	Total Liabilities/Total Equity
Jumlah Liabilitas/Jumlah Aset	21%	19%	37%	23%	Total Liabilities/Total Assets
Jumlah Aset/Jumlah Liabilitas	475%	515%	270%	434%	Total Assets/Total Liabilities

Sumber : Laporan Keuangan Diaudit 2018-2020 & Unaudit Q3-2021.

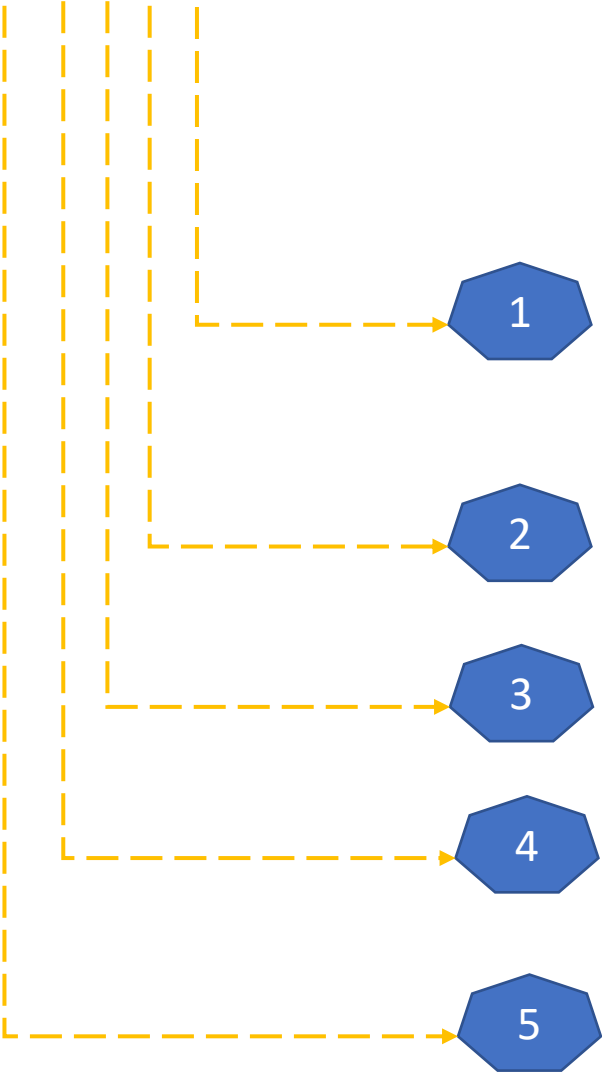
Source: Audited Financial Statements 2018-2020 & Unaudited Q3-2021.

OPERATION AND FINANCIAL

ISSUES	HOLDING COMPANY	1 st PRIORITY of 3 IPPs	2 nd PRIORITY PLTMH RAISAN-1 & 2, PLTA TEUNOM 2 & 3	
FEED-IN-TARIFF (in IDR / KWh) <ul style="list-style-type: none"> • PLTMH Sisira • PLTMH Batang Toru-3 • PLTMH Batang Toru-4 	TERREGRA ASIA ENERGY TBK	1,105.97 1,210 – 935 1,105.97	Notes: <ol style="list-style-type: none"> 1. Raisan-1 & 2 @ 2x3.5MW = 7MW FS completed, PPA Signed, related permit almost done. 2. Feasibility Study has been completed by Poyri, Finland. Conclusion on Teunom is technically feasible and financially viable. Location Permit has been obtained. 	
OPERATION PERFORMANCES <ul style="list-style-type: none"> • ANNUAL CAPACITY FACTOR • ANNUAL ENERGY OUTPUT – MWh 	TERREGRA ASIA ENERGY TBK	65% 169,681	<ol style="list-style-type: none"> 1. Capacity min for both of Raisan 80% & 70% for both of Teunom. 2. Annual Energy Output for both of Raisan 79,716 MW & both of Teunom 2,863,644 	
PROJECTED FINANCIAL RESULTS <ul style="list-style-type: none"> • REVENUE OVER IPP PERIOD (in USD) • NPV • IRR • PAYBACK PERIOD • TYPICAL NET PROFIT MARGIN 	TERREGRA ASIA ENERGY TBK	<ul style="list-style-type: none"> • USD 288,708,672 • USD 109,741,724 • 18% • 7 years • 40% 	TEUNOM 2&3: <ul style="list-style-type: none"> • USD 3,877,768,961 • USD 1,542,569,794 • 24% • 4 years • 48% 	RAISAN-1 & 2: <ul style="list-style-type: none"> • 88,368,642 • 33,620,290 • 18% • 7 years • 40%

Agenda-2 Challenges

Agenda-2 Challenges



BANKING FINANCING SCHEMES for adequate Green Energy are not easy to obtain, especially for Hydro Power Plants, considering that 65% of the components are construction and 35% are mechanical (collateral aspect), besides that the construction period is quite long, which is 2 – 3 years.

HIGH INVESTMENT: requires relatively large initial capital, not many investors are available, especially domestically.

LAND ACQUISITION: land prices are uncertain and require a long time to acquire.

PANDEMIC COVID-19: slowing down the process of financing and preparation of project development.

LICENSING: quite a lot of project permits at different agencies and at different levels.



Agenda-3

EFFORTS TO IMPROVE
THE COMPANY'S
PERFORMANCE

CORPORATE ACTIVITIES 2020-2021

1

CHANGE MANAGEMENT

2

PROJECT DIVESTING, abroad projects in Australia

3

FINANCE RESTRUCTURING PROGRAM, especially repayment Bank Loans in Projects Companies

4

PROJECT DEVELOPMENT PROGRAM, collaboration with the Big National Construction Company & The Famous Turbine Hydro Power Plant Manufacturer Company in the world

5

REDESIGN AND RECALCULATING, Project and Projects Cost

6

PROJECT FINANCING PARTNERSHIP

Aktifitas Perseroan di Tahun 2020 / Corporate Brief Activities in 2020

1

Pergantian Direksi pada 17 Juli 2020 melalui RUPSLB.
In July 17, 2020 the company has made change of management through Shareholders meeting.



Meet the New Team:

Above, left to right: Ngurah Adnyana (President Commissioner); Christin Suwito (Vice President Director); Supandi (Commissioner); Daniel Tagu Dedo (Finance Director);
 Below, left to right: Roy Petrus Chalim (Commissioner); Djani Sutedja (President Director);

The change of management was carried out on 17 July 2020 in Jakarta.

Subsequent information:
 Sejak 30 Juni 2021, Christine Suwito sebagai Wakil Direktur Utama dan Sekretaris Perseroan mengundurkan diri karena pertimbangan kesehatan.

 Since June 30, 2021, Christine Suwito as Deputy President Director and Corporate Secretary has resigned due to health considerations.

BOC & BOD before July 17th 2020

Ngurah Adnyana, President Commissioner
 Supandi W. S., Independent Commissioner
 Roy Petrus Chalim, Commissioner
 Djani Sutedja, President Director
 Lasman Citra, Vice President
 Kho Sawilek, Finance Director
 Paul Turney, Independent Director

CHANGE MANAGEMENT

Kepengurusan baru terdiri dari figure-figure yang memiliki pengalaman tiga dekade dalam bidang energi listrik, pasar modal dan perbankan / keuangan.

The new management consists of figures who have three decades of experience in the field of electrical, capital markets and banking / finance.

PRESIDENT DIRECTOR DJANI SUTEDJA

FINANCE DIRECTOR DANIEL TAGU DEDO

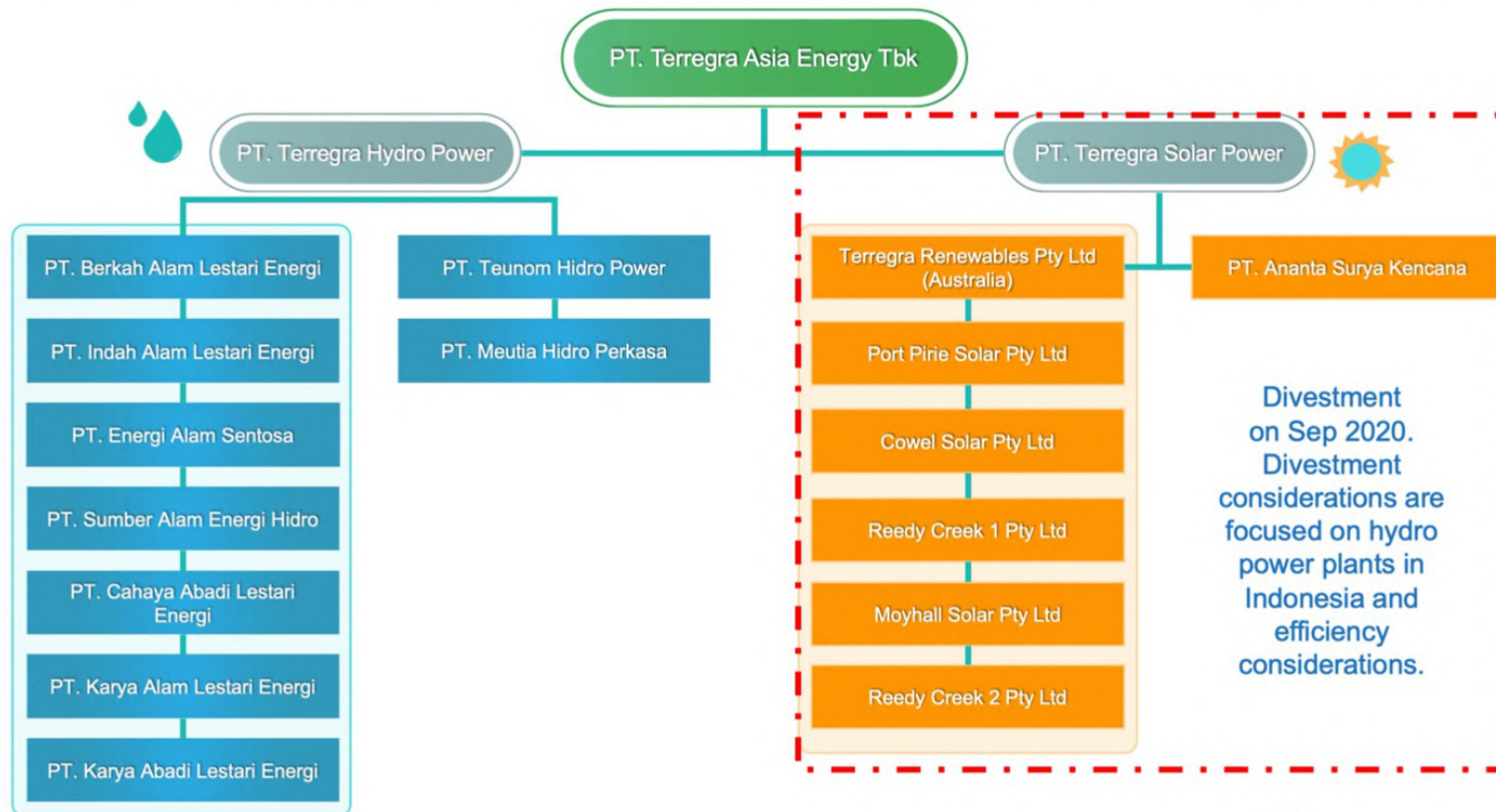
COMMISSIONER SUPANDI WIDI SISWANTO

PRESIDENT COMMISSIONER NGURAH ADNYANA

COMMISSIONER ROY PETRUS CHALIM

Aktifitas Perseroan di Tahun 2020 / Corporate Brief Activities in 2020

- 2 Divestasi pada Solar Power Plant di Bali dan Australia (PT Terregra Solar Power) pada semester II 2020.
Divest Solar Power Plant (PT Terregra Solar Power) in the 2nd semester of 2020.





Penandatanganan EPC Batang Toru 3.
Signing agreement EPC Batang Toru 3.



4

PROJECT DEVELOPMENT PROGRAM,
collaboration with the Big National
Construction Company & The Famous
Turbine Hydro Power Plant Manufacturer
Company in the world (April – June 2021).



Penandatanganan kontrak pembelian 4 turbine hydro dengan Global Hydro Austria.
Signing purchase contract of 4 hydro turbines with Global Hydro Austria for Sisira and Batang Toru-3 projects.





5

PROJECTS DESIGN & RECALCULATING PROJECTS COST

7

HYDRO POWER

PLANT

WITH TOTAL CAPACITY

510.8 MEGAWATT

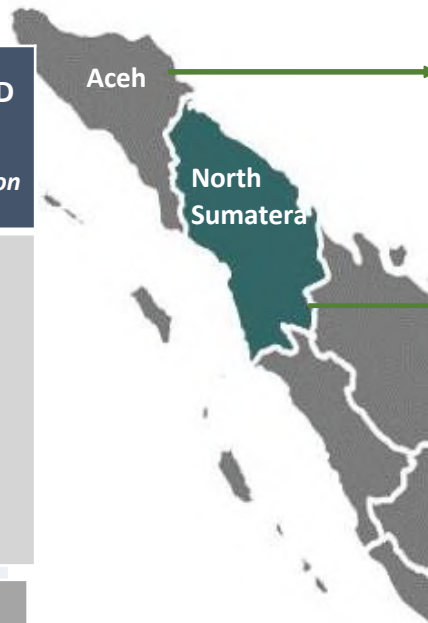
PROJECTS COST CALCULATING RESULT

LOCATION, CURRENT STATUS & CAPEX PROJECTED

PRIORITY PROJECTS	CURRENT STATUS	PROJECTED CAPEX <i>in USD. Million</i>
<ul style="list-style-type: none"> • SISIRA • BATANG TORU-3 • BATANG TORU-4 	<ul style="list-style-type: none"> • Total of 29.8 MW at Ready to Construction 	69
<ul style="list-style-type: none"> • TEUNOM 2 & 3 	<ul style="list-style-type: none"> • FS, Location Permit Permit, EPC Contractor 	770.55

POWER GENERATION MANUFACTURER	GLOBAL HYDRO, AUSTRIA
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EPC CONTRACTOR	PT WASKITA KARYA TBK (Indonesia Government Construction Company)
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ACEH PROVINCE	CAPACITY MW	STATUS	PROJECTED CAPEX <i>in US\$ Million</i>
LARGE HYDRO POWER PLANT TEUNOM 2	332	Feasibility Study, Location Permit	547,80
LARGE HYDRO POWER PLANT TEUNOM 3	135	Feasibility Study, Location Permit	222,75
SUBTOTAL	467		770,55

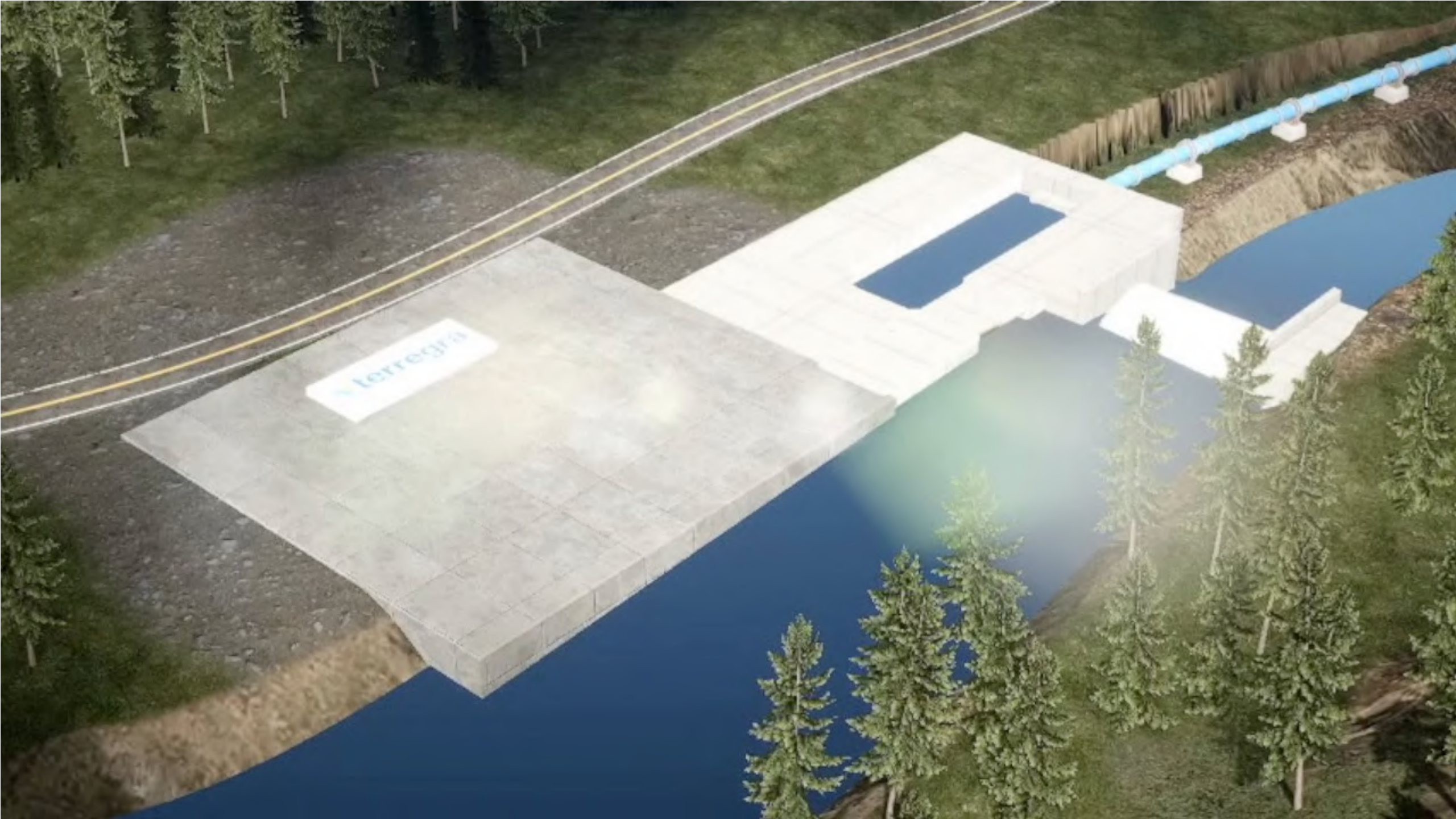
NORTH SUMATERA PROVINCE	CAPACITY MW	STATUS	PROJECTED CAPEX in US\$ Million
MINIHYDRO POWER PLANT SISIRA	9.8	25-Years Signed PPA w/ PT. PLN	22
MINIHYDRO POWER PLANT BATANG TORU 3	10	20-Years Signed PPA w/ PT. PLN	27
MINIHYDRO POWER PLANT BATANG TORU 4	10	25-Years Signed PPA w/ PT. PLN	20
MINIHYDRO POWER PLANT RAISAN NAGA TIMBUL	7	20-Years Signed PPA w/ PT. PLN	16,10
MINIHYDRO POWER PLANT RAISAN HUTA DOLOK	7	20-Years Signed PPA w/ PT. PLN	16,10
SUBTOTAL	43,8		101,20

TOTAL	510,8		871,75
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BATANG TORU 3

 **terregra**
Hydro



PROJECT DESIGN

Teunom 2



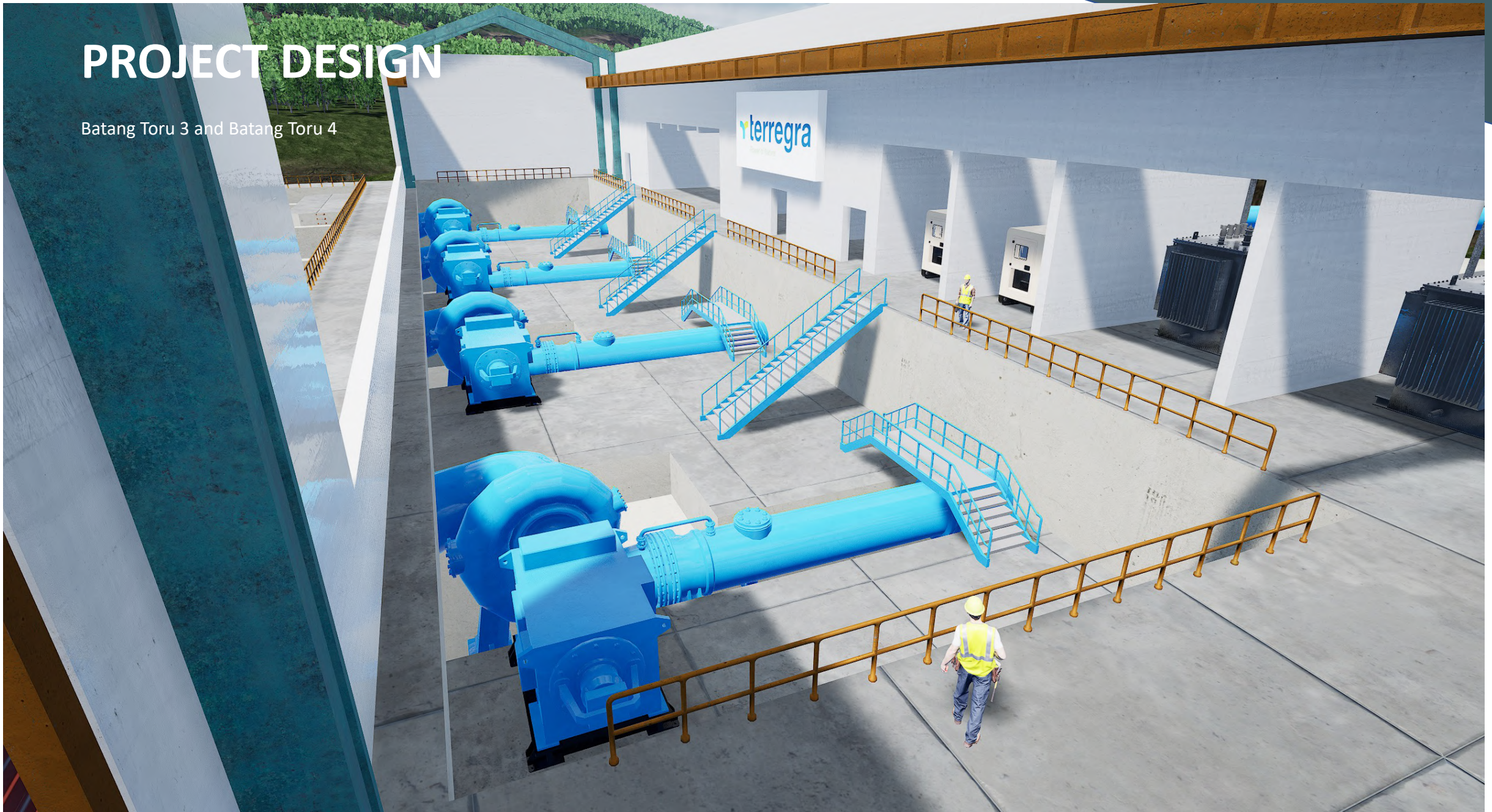
PROJECT DESIGN

Teunom 3



PROJECT DESIGN

Batang Toru 3 and Batang Toru 4



PROJECT DESIGN

Batang Toru 3 and Batang Toru 4



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SIGNING PROJECTS FINANCING



6

PROJECT FINANCING PARTNERSHIP



An aerial photograph of a large dam and river system under a bright blue sky with scattered white clouds. The sun is visible in the upper right, creating a shimmering reflection on the water. A semi-transparent white rectangular box is centered over the image, containing the text 'Thank You' and the Terrega logo.

Thank You

