



## **GALLANT VENTURE LTD.**

Corporate Presentation
March 2014

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## Agenda

- 1. Company Overview
- 2. Key Credit Highlights
- 3. Financial Overview

Appendix







Section 1

**COMPANY OVERVIEW** 

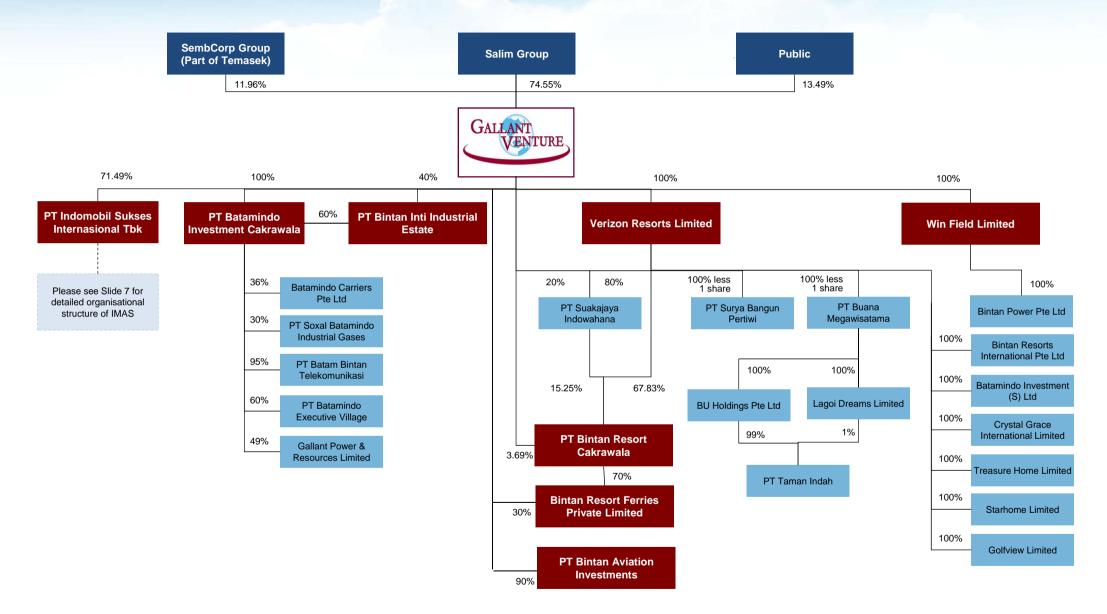
## **Company Highlights**

- Headquartered in Singapore, Gallant Venture Ltd. ("GV") is an investment holding company with five main business segments:
  - Automotive
  - Utilities
  - Industrial parks
  - Resort operations
  - Property development
- GV's businesses are located in Singapore, Indonesia and the People's Republic of China ("PRC")
- Key shareholders include the Salim Group and SembCorp Industries Ltd
- GV is listed on Main Board of the Singapore Exchange Securities Trading Limited (SGX-ST) with a market capitalisation of S\$1.399 billion as at 21 March 2014



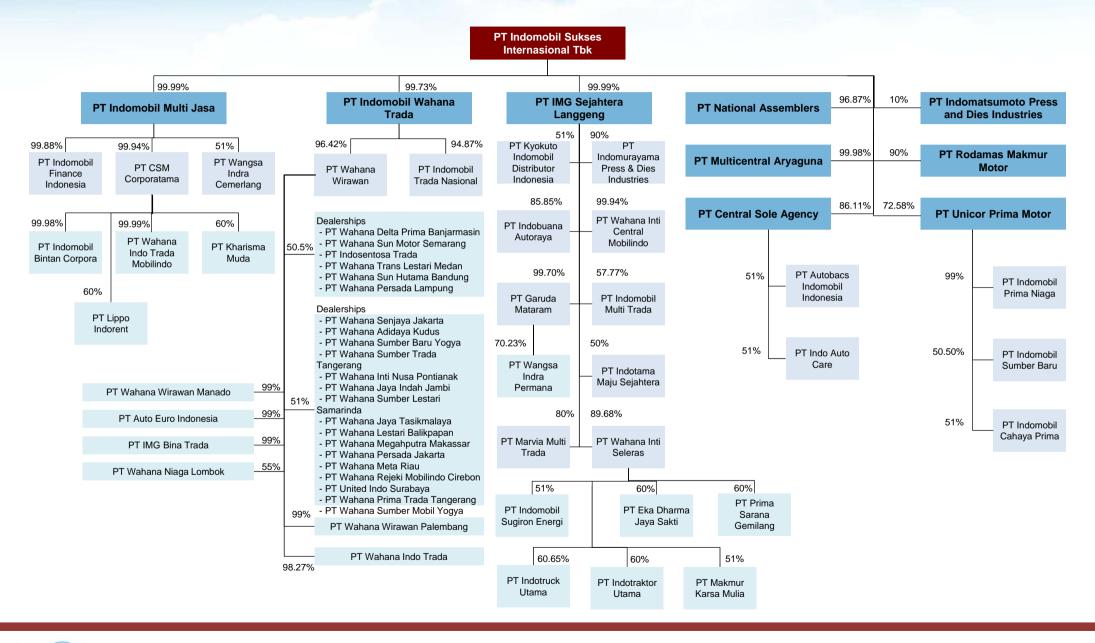


## **Organisational Structure – Gallant Venture Ltd.**





## Organisational Structure – PT Indomobil Sukses Internasional Tbk





## **Business Segments**



## Automotive FY2013

Revenue = S\$1,629.8m EBITDA = S\$103.1m

- Distribution & dealership
- Vehicle financing
- Vehicle rental
- Automotive spare parts
- Assembly

#### Utilities FY2013

Revenue = S\$108.1m EBITDA = S\$34.0m

- Electricity
- Telecommunications
- Water
- Waste Management

## Industrial Parks FY2013

Revenue = S\$40.5m EBITDA = S\$24.3m

- Rental
- Logistics services
- Accommodation & amenities
- Other services

## Resort Operations FY2013

Revenue = S\$20.8m EBITDA = S\$0.5m

- Ferry terminal operations & ferry services
- Marketing of Bintan Resorts
- Property rental
- Other services

## Property Development <u>FY2013</u>

Revenue = S\$55.5m EBITDA = S\$40.6m

- Development and sale of land and property for tourism and industrial use
- Development and operation of supporting infrastructure

## Aerospace In Development

- Development of regional airport in Bintan
- Development of Aircraft Maintenance Centre in Bintan

### **Group companies carrying out business**

PT Indomobil Sukses Internasional Tbk ("IMAS") PT Bintan Resort Cakrawala (PT BRC)

PT Batamindo Investment Cakrawala (PT BIC)

PT Bintan Inti Industrial Estate (PT BIIE)

PT Batam Bintan Telekomunikasi (PT BBT) PT Batamindo Investment Cakrawala (PT BIC)

PT Bintan Inti Industrial Estate (PT BIIE)

PT Batamindo Executive Village (PT BEV) PT Bintan Resort Cakrawala (PT BRC)

Bintan Resort Ferries
Private Limited (BRF)

PT Surya Bangunpertiwi (PT SBP)

PT Buana Megawisatama (PT BMW)

PT Bintan Resort Cakrawala (PT BRC)

PT Taman Indah (PT TI)

PT Bintan Aviation Investments (PT BAI) (Through strategic partnership with key joint venture partners



## **Corporate Strategy**

Use mature business' (utilities and industrial parks) strong recurrent cashflow to invest in high growth areas

Utilize unrealised gains in property portfolio on balance sheet to support leverage

Leverage strong shareholders' local knowledge to source attractive deals

Build diversified portfolio of Indonesian focused investments

International standard professional management team

International standard financial reporting and corporate governance

Strong operational experience in Indonesia to maximise competitive advantages



## **Business Strategy**

Build a diversified investment portfolio with primary focus in Indonesia

- Aim to maximise shareholder value
- Build and leverage upon core competencies, in-depth domain knowledge of Indonesia and strong shareholder support to broaden and strengthen market reach

Capitalise on growth opportunities in the Indonesian automotive market

- Focus on high-growth passenger car and heavy-duty truck segments
- Benefit from regulatory tax incentives for low-cost, fuel-efficient car segment
- Increase ancillary income from existing products and services

Enhance facilities and infrastructure in the Group's industrial parks and utilities businesses

- Continue to develop facilities and infrastructure to achieve better returns
- Explore alternative energy sources which allow for more competitive rates
- Offer strong, competitive platform to attract tenants
- Re-orientate the Industrial Park business to high growth segments such as Aerospace and related support activities

Develop Lagoi Bay to be an attractive vacation destination

- Designed to complete continuum of existing resort facilities on northern coast of Bintan
- Mixed development facilities to cater to commercial and leisure markets
- Provide an alternative to established markets such as Bali, Phuket and Singapore

Participate in the property business in the PRC

- Target high-end residential market with well-integrated mixed use development
- Achieve maximum yield
- Reinvest cash generated from the Shanghai Property Project in other ventures in the region







**Section 2** 

**KEY CREDIT HIGHLIGHTS** 

## **Key Credit Highlights**

Extensive automotive distribution and vehicle financing networks in Indonesia

Integrated automotive distribution platform with a wide range of products and services



Strong and long-standing relationship with automotive manufacturer principals

Close proximity to Singapore's air and sea transportation hubs

Quality industrial parks with available skilled, low-cost labour and which benefit from the close economic cooperation between Indonesia and Singapore

**Experienced and stable management team** 



## Extensive automotive distribution and vehicle financing networks in Indonesia

- IMAS is the one of the two largest automotive groups in Indonesia
- A well-distributed sales and after-sales branch network allows IMAS to capture higher sales penetration across Indonesia

















































Indorent network



#### Indomobil Finance network West Java Central Java East Java Jabodetabek 16 networks 17 networks 11 networks 25 networks Bali & NTT North Sumatera Jambi and Lampung West Sumatera 13 networks 12 networks 23 networks 10 networks Kalimantan Kep. Riau Timur Sulawesi Kalimantan Tengah Tengah Sulawesi Utara Papua Barat Sulawesi Sumatera Barat Tenggara Kep. Bangka Belitung Sumatera Selatan ampung Ball Kalimantan Sulawesi Selatan Selatan Jabodetabek Jawa Barat INDOMOBIL Jawa Timur finance Jawa Tengah D.I. Yogyakarta Riau Islands & Bangka Belitung South and Southeast Sulawesi Riau South Sumatera Islands 16 networks 1 networks 14 networks 10 networks South, Central & East West Kalimantan North & Central Sulawesi Papua & West Papua Kalimantan 2 networks 14 networks 11 networks 18 networks

#### Manado 49 Pontanak KALIMANTAN Sam SULAWES 16 Branches 1. Jakarta 2. Bandung Semarang 4. Surabaya 9. Bintan 5. Bali 10. Palembang 6. Aceh 11. Banjarmasin 14. Padang 7. Medan 12. Balikpapan 15.Pekanbaru 8. Batam 13. Makassar 16. Lampung



# Integrated automotive distribution platform with a wide range of products and services

- IMAS has comprehensive expertise across automotive supply management, marketing, servicing, financing, rental and transportation for logistic services
- Integrated business model enables IMAS to enhance earnings across the distribution chain

						Indomobil Multi Jasa	
		Automotive			Financing Car Rental		Auto Parts
	NISSAN RENAULT	W Audi	HIMO	HD Trucks & Equipment	INDOMOBIL finance	INDORENT	INDOPARTS KYOKUTO  KAUTOBACS PURUKAWA BATTERY
Product					<ul> <li>Consumer finance, leasing and factoring</li> </ul>	B except	
Product Portfolio Target Market	Mass market retail	<ul> <li>90% retail (top executive, business owners)</li> <li>10% institutional (MNCs, embassy, financial institutions)</li> </ul>	<ul> <li>Institutional customers across mining, plantation, cargo and construction sectors</li> </ul>	<ul> <li>Institutional customers across mining, forestry, construction, port and oil &amp; gas sectors</li> </ul>	<ul> <li>Retail and corporate customers</li> </ul>	<ul> <li>Corporate customers across banking &amp; finance, consumer goods, logistic &amp; distribution, manufacturing, mining &amp; oil, telecoms and pharmaceutical sectors</li> </ul>	2W and 4W vehicle owners
P Market Share	Nissan 7.2% Other 92.8%		Hino 58.6% Other 41.4%	Other 58.0%	<ul><li>Captive market:</li><li>Nissan: 21.9%</li><li>Hino: 11.6%</li><li>(% of total credit sales)</li></ul>	<ul><li>Captive market:</li><li>Indomobil Group</li><li>Salim Group</li></ul>	
Branches/ Network	■ 95 dealers	■ 18 dealers	<ul> <li>135 dealers across Indonesia</li> </ul>	60 branches across Indonesia	<ul> <li>213 service points</li> <li>Collaboration with more than 2,000 dealers in Indonesia</li> </ul>	■ 16 service points	■ 7,165 parts shops

Source: Company Data as at 31 December 2013



## Low Cost Green Car to enhance car sales outlook in Indonesia

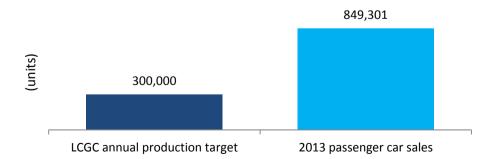
### **Key selling points of LCGC**

- Affordability
  - Priced at <US\$10,000 per unit
- ✓ Unique market segment
  - Household that currently buy used cars or own more than 2-3 motorcycles
- Fuel efficiency





Better car affordability to unlock additional car demand



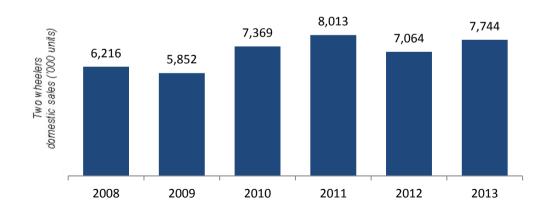
Source: Data Consult industry report, Gaikindo, AISI data

### Incentives for LCGC in Indonesia

- 1. Reduction of luxury tax (PPnBM) for eco cars
- Tax holiday for Complete-Build-Up (CBU) eco car unit and lower PPnBM in the first 18 months.
- 3. Tax holiday for raw materials, supporting materials and components that have not been produced domestically for 8 years

#### Potential shift from 2W to LCGC

#### Size of two wheeler market in Indonesia





## **IMAS' robust growth through DATSUN**

IMAS' strong track record of growth is expected to be further enhanced through the launching of Datsun products



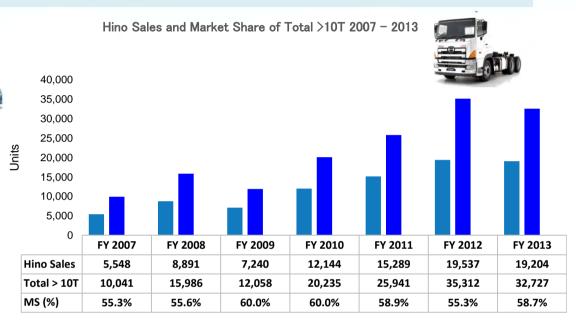




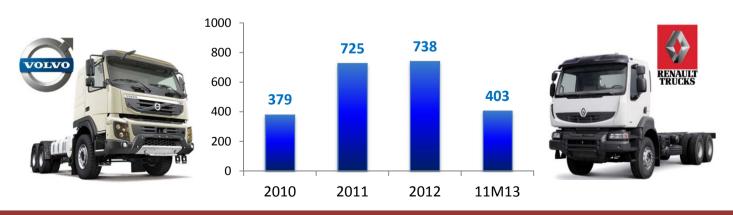
## Strong and long-standing relationship with automotive manufacturer principals

Several of the IMAS Group's relationships with automotive manufacturer principals date back at least two decades





Volvo & Renault Trucks Unit Sales 2010 - 11M13



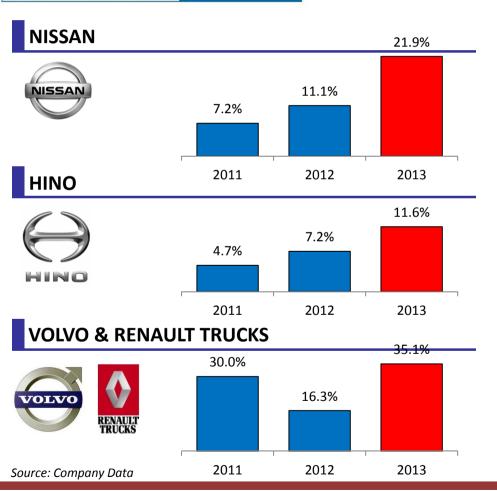


Source: Gaikindo (in Units)

## Capturing growth potential in higher margin business segments

- Expand vehicle financing business by increasing share of captive market.
- Expand vehicle rental business through new purchases backed by long term contracts with reputable customers.

# INDOMOBIL finance





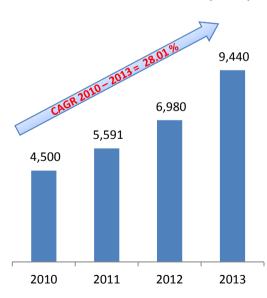


Established in 1987, Indorent has been active for 25 years in the car rental business to provide solutions for corporate transportation needs and add value to stakeholders

#### Scope of services:

Tailor made long term rental solutions

#### Number of cars 2010 - 2013 (units)



#### **Customer profile of Indorent**

INDUSTRIES	%
Banking & Finance	39 %
Consumer Goods	9 %
Logistic & Distribution	11 %
Manufacturing	8 %
Mining & Oil	6 %
Telecomunication	4 %
Pharmaceutical	2 %
Others	21%
TOTAL	100 %



## Close proximity to Singapore's air and sea transportation hubs

- Batam and Bintan have ready access to Singapore's Changi International Airport and well-developed sea port
- Improving integrated connectivity between islands supports tourism and industrial development growth

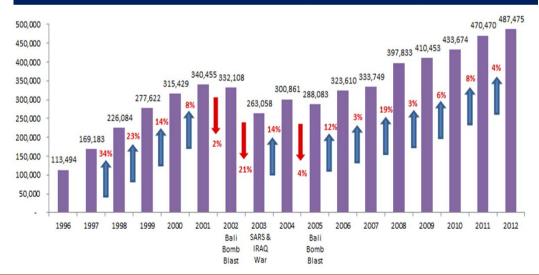


#### **Improving Accessibility**

2009	Ferries cut time to 45 minutes
2011	Implemented express immigration card system
2014	Air connectivity from Singapore
2015	Ferries cut time to 30 minutes Operate from second terminal in Singapore
2016	Operate new regional airport in Bintan



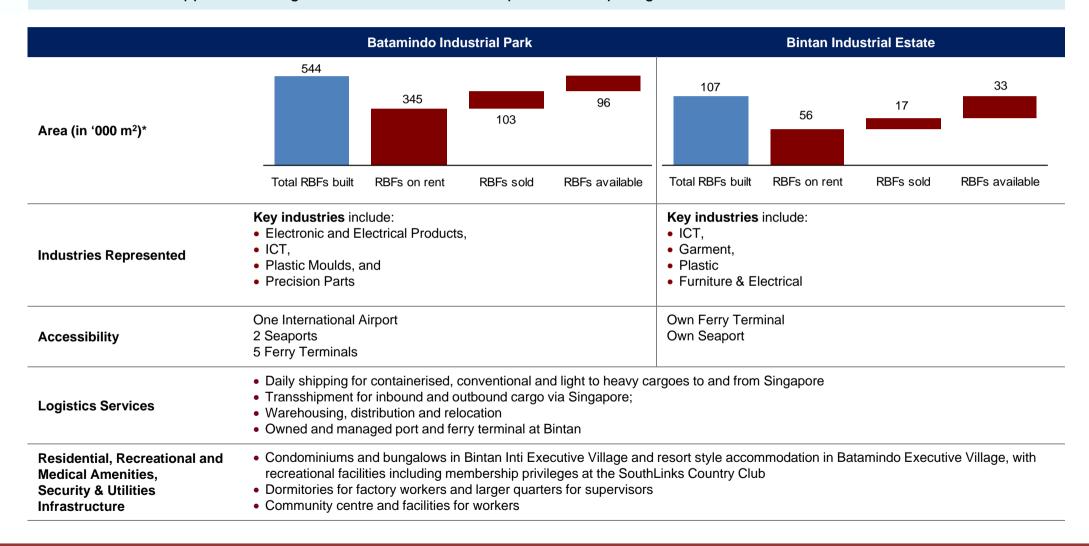
#### **Resilient Tourist Arrivals (Bintan Resorts)**





# Quality industrial parks with available skilled, low-cost labour and which benefit from the close economic cooperation between Indonesia and Singapore

- Self-contained environments benefitting from strong logistical network, uninterrupted power supply and clean water
- Government support for immigration of low-cost labour capable of competing on similar scale with China





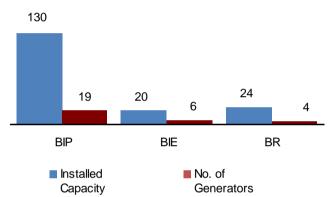
# Quality industrial parks with available skilled, low-cost labour and which benefit from the close economic cooperation between Indonesia and Singapore

 GV has the capability to supply its own power, water, telecommunications and waste management services to Batamindo Industrial Park, Bintan Industrial Estate and Bintan Resorts

#### **Power**

- 24-hour uninterrupted power supply to customers in BIP, BIE and BR for both low & high tension load
- Standby generating capacity amounting to 30% of installed capacity
- Maintain an adequate reserve supply of fuel, sufficient to support un-interrupted supply of electricity
- 24-hour security and regular inspections

#### **Power Generation capacity (MW)**



#### **Power Plant in Bintan**



#### **Telecommunications**

- Provide fixed-line, broadband, IDD, fax, local and dedicated lease lines
- 100m high microwave tower that supplements local authority's optical fiber networks
- Provide additional fixed-line connection to PT Bintan Inti Industrial Estate and PT Bintan Resort Cakrawala (within Bintan Island)

#### Water

- GV provides treated water from third parties and from own facilities to industrial parks and Bintan Resorts
- Water sourced from two govt. owned reservoirs in Batam, as well as GV's own reservoir in Bintan

### Waste Management

- Comprises of sewage treatment plants and waste-water treatment facilities
- Designated sanitary landfills for the disposal of solid wastes and dedicated ponds at industrial parks for the discharge of treated sewage
- Treatment of sewage and wastewater adheres to the local authority's environmental standards



## **Recent Developments**

- On 11 February 2014, GV signed a Memorandum of Understanding with GMF AeroAsia ("GMF"), a subsidiary of Indonesian flag carrier PT Garuda Indonesia (Persero) Tbk. ("Garuda"), to develop Bintan Island into a tourism and aviation hub
- GV is developing a regional airport in Bintan, adjacent to the proposed Maintenance, Repairs and Overhauls ("MRO") facilities, and will provide a dedicated terminal for Garuda to operate as their regional hub. GMF and GV will jointly develop the MRO business
- Garuda and its partners will promote Bintan Island as an international tourism destination, and will support to develop its outbound and inbound connectivity

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- Development of one runway and one terminal, which will be connected to a ferry terminal servicing
   Singapore and Batam
- Develop Aircraft Maintenance Centre as part of 177-ha Bintan Aerospace Industry Park to be located near to the existing Bintan Industrial Estate
- Set up Joint Venture Company for aircraft MRO
- Develop dedicated township to cater to management and staff of Bintan Aerospace Industry Park

#### Phase 2

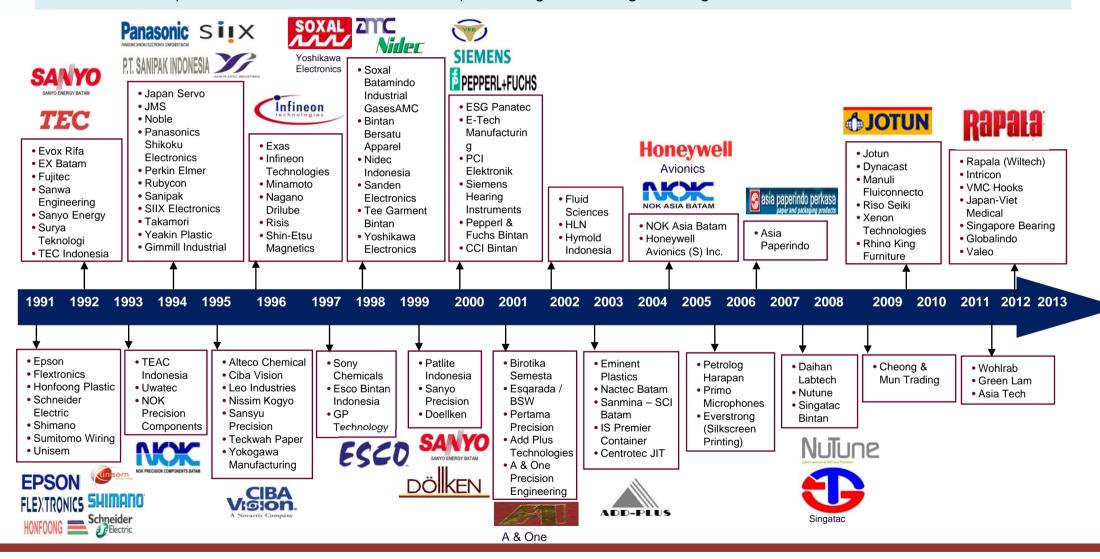
Develop multi-terminal airport with two runways





# Quality industrial parks with available skilled, low-cost labour and which benefit from the close economic cooperation between Indonesia and Singapore

- Strong relationships with renowned tenants provide credibility to GV's industrial park operations
- Diversified exposure to broad mix of tenants underpins strong cash-flow generating business





## **Experienced and stable management team**

Many of the Group's executive officers have been with the GV Group for over a decade, and have successfully led the Group
through various corporate milestones such as the IPO and the recent acquisition of a majority stake in IMAS

### **Senior Management**



#### Mr. Eugene Cho Park

**Executive Director and Chief Executive Officer** 

Responsible for the overall management of the Company, Mr Park is a co-founder of Parallax Capital Management Group. He has also spent more than 15 years as an investment banker with Credit Suisse First Boston in London, Chase Manhattan Asia Ltd in Hong Kong and Banque Paribas in Singapore. He received a Bachelor of Arts (Chemistry) from Princeton University in the United State of America and a Master of Business Administration from INSEAD in France.



#### Mr. Gianto Gunara

**Executive Director** 

Mr Gunara is currently Director of Business Operations at Bintan Resorts International Pte Ltd and Vice-President of PT Batamindo Executive Village. He also holds directorships in PT Bintan Resort Cakrawala, Bintan Resorts Ferries Pte Ltd, PT Bintan Inti Industrial Estate and in some other subsidiaries. Mr Gunara has over 24 years of industry experience having worked with Haagtechno BV - Den Bosch in Holland, Hagemeyer NV, PT Indomarco Nusatrada, Indomarco International and Kangaroo Industries in Los Angeles as well as PT Indoleather



Mr. Jusak Kertowidjojo

President Director/CEO, IMAS

Mr Kertowidjojo is the President Director of IMAS. Mr Kertowidjojo was first appointed as the Vice President Director II of IMAS in June 2005 and as the President Director and Chief Executive Officer in June 2011. Currently he also serves as a director in a number of IMAS' subsidiaries. He started his professional career with the IMAS Group in 1982. Mr. Kertowidjojo obtained a Bachelor's Degree in Economics and Accounting from the Parahyangan University in Bandung in 1982.



#### Mr. Choo Kok Kiong

**Group Chief Financial Officer** 

Mr Choo is the Group Chief Financial Officer overseeing Corporate Services. Mr Choo joined the Group in 2005 after holding various management positions in the SembCorp Group. He has over 20 years of finance experience, having held the positions of Vice-President of Finance at SembPark and Sembcorp Parks Holdings Ltd, (now known as Sembcorp Development Ltd) Assistant Vice-President of Finance at Sembcorp Industries and Accounts Manager with Singapore Precision Industries Pte Ltd.



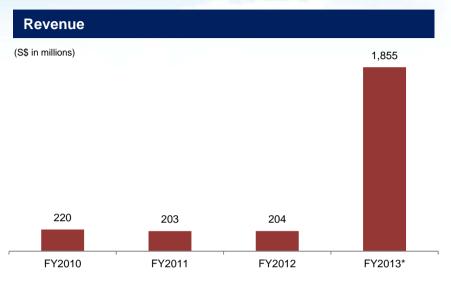


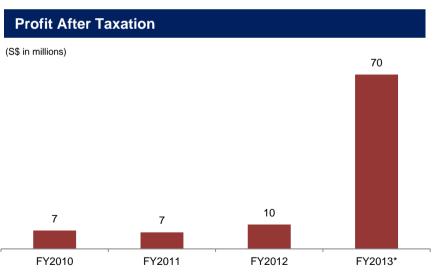


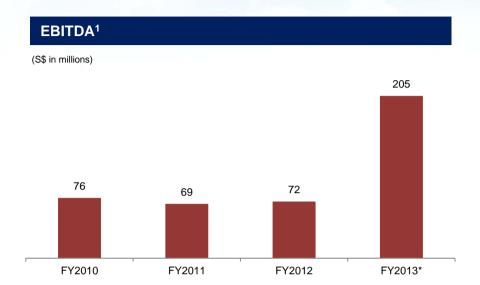
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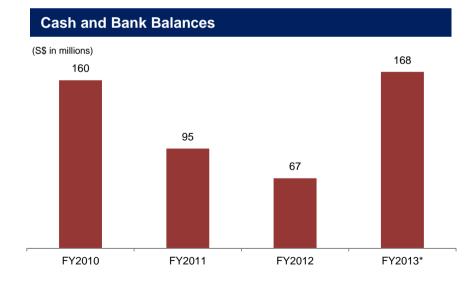
**FINANCIAL OVERVIEW** 

## **Key Financial Performance**







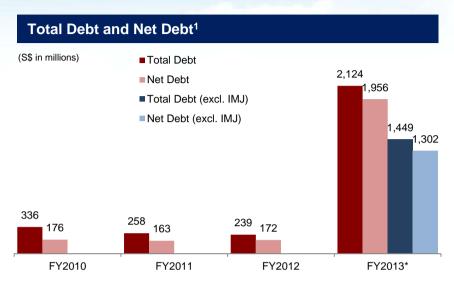


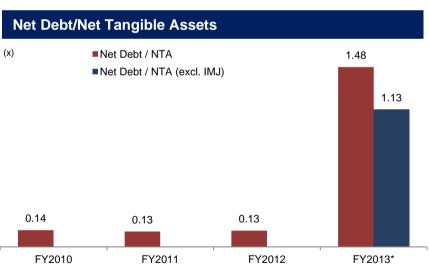
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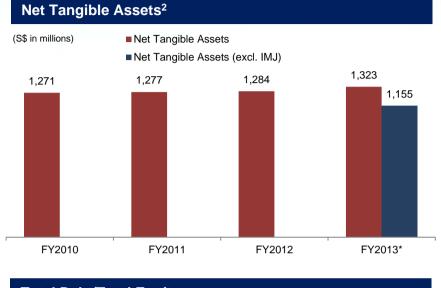
- \* Includes financial results of IMAS Group from May 2013
- 1) EBITDA is calculated as earnings before interest expenses, taxes, depreciation and amortisation

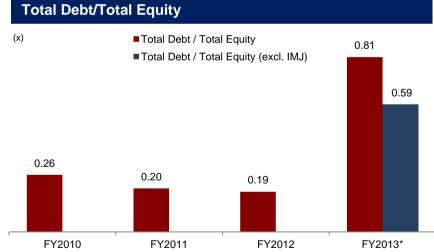


## **Key Credit Metrics**







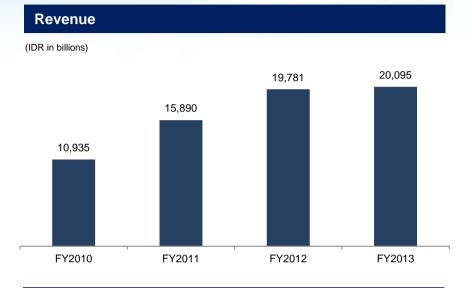


#### Notes:

- Includes financial results of IMAS Group from May 2013
- 1) Net Debt is calculated as Total Debt less cash, cash equivalents and deposits
- 2) Net Tangible Assets is calculated as Total Equity less intangible assets

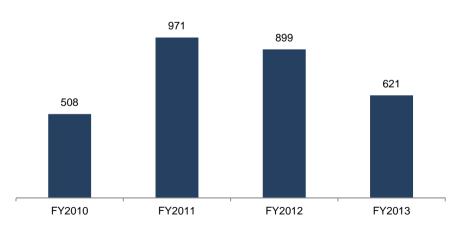


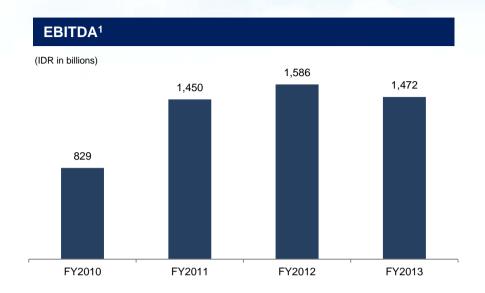
## **Key Financial Performance – IMAS**



#### Profit After Taxation

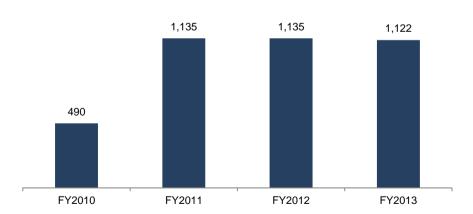
(IDR in billions)







(IDR in billions)

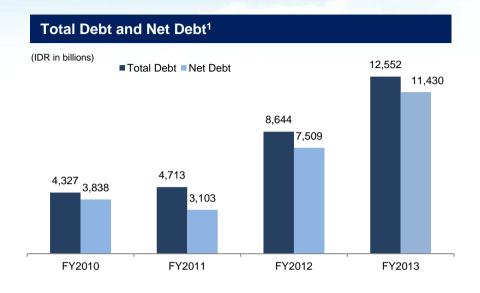


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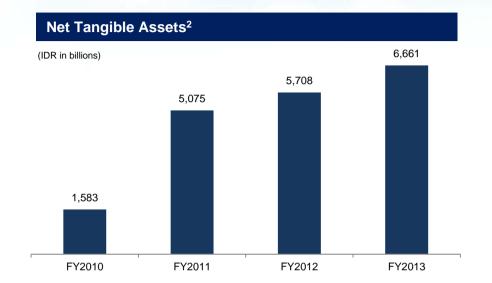
1) EBITDA is calculated as earnings before interest expenses, taxes, depreciation and amortisation



## **Key Credit Metrics**









#### Notes:

- 1) Net Debt is calculated as Total Debt less cash, cash equivalents and deposits
- 2) Net Tangible Assets is calculated as Total Equity less intangible assets







## **Financial Overview**

Description	2010 Audited	2011 Audited	2012 Audited	2013 Unaudited
In S\$'000 unless otherwise stated				
Revenue	220,103	203,367	204,229	1,854,748
Gross Profit	52,083	42,173	43,405	270,696
EBITDA	76,101	68,637	71,569	204,536
Interest	(14,198)	(15,744)	(18,531)	(75,208)
Profit After Taxation	7,354	6,604	9,772	70,197
Cash and cash equivalents	160,365	95,084	66,769	168,363
Total Debt	336,389	257,705	239,026	2,124,201
Net Debt	176,024	162,621	172,257	1,955,838
Net Tangible Assets	1,270,766	1,276,772	1,283,679	1,323,082
Total Assets	1,724,868	1,646,094	1,626,016	5,217,162
Total Equity	1,272,169	1,278,116	1,286,954	2,624,918
of which: Minority Interests	26,759	24,975	23,441	622,865
EBITDA Margin	34.6%	33.8%	35.0%	11.03%
Net Debt/Net Tangible Assets	0.14x	0.13x	0.13x	1.44x
Total Debt/Total Equity	26%	20%	19%	81%

