## MEDCOENERGI

# **COMPANY INTRODUCTION** PT Medco Energi Internasional Tbk. (MEDC:IDX)

SUSTAINABLE GROWTH

## Medco at a Glance





## **Business Strategy**



## Building a Leading Southeast Asian Energy and Natural Resources Company

- Low cost Operator
- Extracting Synergies across the group
- Selective Acquisition & Portfolio rationalization
  Rigorous Governance & Sustainability

### Oil & Gas

- 110mboed gas focused annual production
- Low cost Operator at \$10/boe
- Monetization of oil & gas discovered resources

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- Project Management skills to develop complex projects on time and budget
- Low risk exploration focus with running room in producing licenses
- 10 2019 Oil & Gas contributed 85% of Revenue and 87% of EBITDA

#### **Clean Power**

- 645MW (1,000MW by 2021) medium sized joint venture gas, geothermal and hydro power generation plants
- Low cost Operator at IDR113/kwh
- Complementary project management and subsurface capabilities
- Power generation and LNG capabilities to enable monetization of stranded gas
- Expand third party operating and maintenance services
- 10 2019 Power contributed 15% of Revenue and 13% of EBITDA

#### **Copper Mining**

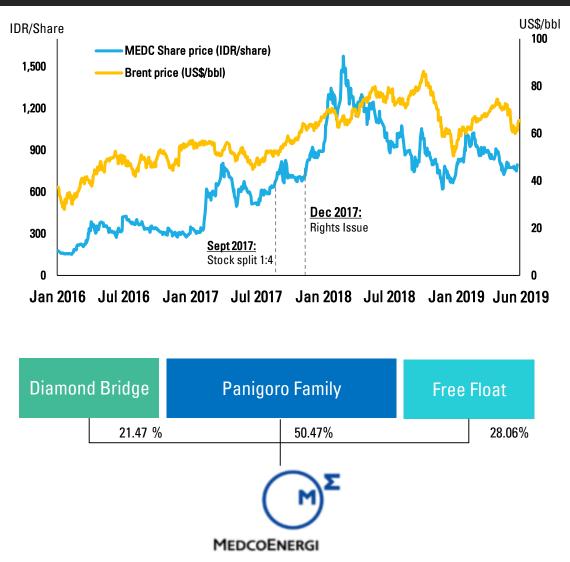
- World class integrated low cost copper mine
- Phase 7 redevelopment funded and in progress; first production 2020
- Multiple resources and prospects within business area, including the giant Elang resource
- Expanding electrification will drive long term demand growth for copper
- Copper Mining uses Equity Method accounting

## Share Ownership and Listing



## Listed on the Indonesia Stock Exchange, US\$ 1bn market capitalisation

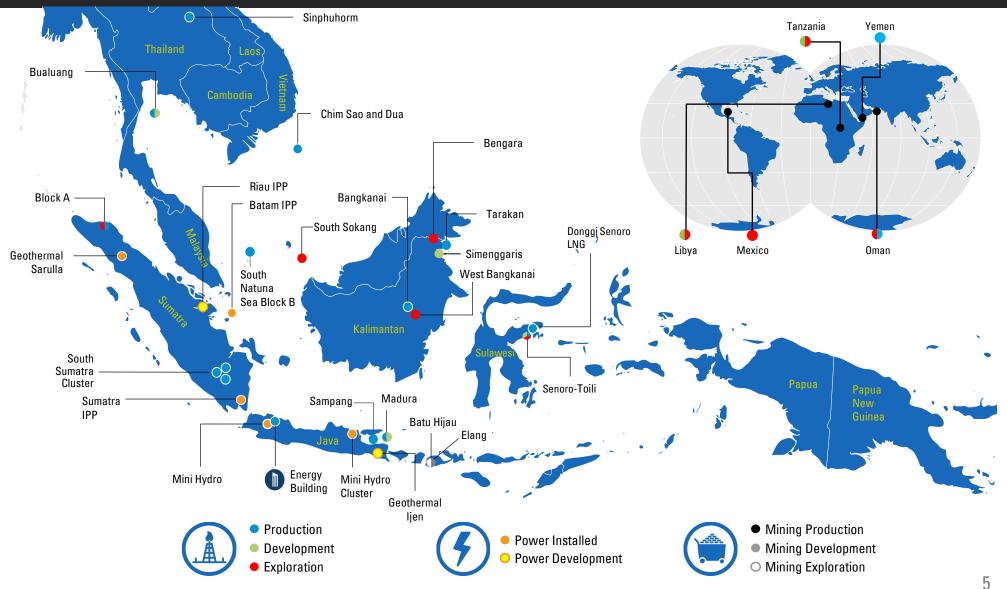
- MEDC is included in the LQ45 and MSCI small cap indices
- 124% Total Shareholder Return since January 2016; Outperforming IDX (40%) and LQ45 (28%) performance
- Listed warrants provide Indonesian shareholders with tax efficient value; strike price IDR 650 until January 2020 will lapse 31<sup>st</sup> December 2020. US\$200million proceeds outstanding
- Approval for 10% private placement expires November 2020. US\$100million maximum issue size



## **Asset Portfolio**



## MedcoEnergi is a Leading Southeast Asian Energy and Natural Resources Company



## **Executing and Integrating Acquisitions**

# MEDCOENERGI

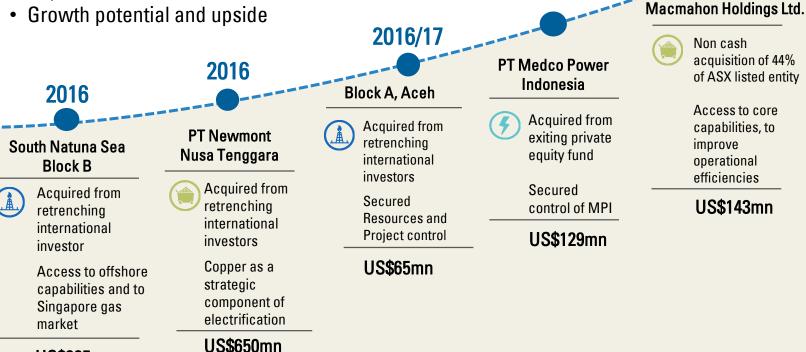
## Successive improvements in Shareholder value and credit metrics

Acquisitions have added value through enhanced scale, control and organizational competence resulting in improved efficiency, diversification and access to growth opportunities.

Acquisition targets are screened to ensure:

- Improved MedcoEnergi credit status and profitability
- Risks are manageable (knowledge of asset, organization capabilities, subsurface, markets)
- Growth potential and upside

US\$225mn



## **Ophir Energy plc**

2017

2017

2019

Cash acquisition of **UK** listed entity

**Expanded Southeast** Asian presence

Production +29% Reserves and Resource base +86%

£408mn

## **Ophir Energy plc Acquisition**

## Creates a Leading E&P Player in Southeast Asia

Enhanced Scale and Diversification	<ul> <li>Increased MedcoEnergi production by 29% to 110Mboepd, combined 2P Reserves<sup>1</sup> and 2C Resources<sup>2</sup> 86% to 1,439 Mboe</li> <li>Operating across Southeast Asia</li> <li>Combined asset base supports development projects with material future production and exploration upside</li> <li>Expected to add US\$300million EBITDA full year 2020</li> </ul>
Complementary Asset Base, Balanced Portfolio	<ul> <li>MedcoEnergi Indonesian portfolio is a strong fit with Ophir Southeast Asia assets</li> <li>22% of MedcoEnergi production is now outside Indonesia and 57% gas sold at fixed prices, and 100% through contracts with 'Take or Pay' support</li> <li>Ophir EBITDA contribution from fixed gas price alone is 1.6x expected financed cost<sup>3</sup></li> </ul>
Value Creation for MedcoEnergi Shareholders	<ul> <li>Immediately accretive to EBITDA, Free Cash Flow and Net Income</li> <li>Reduced pro-forma Gross Debt/EBITDA</li> <li>Strong free cash flow generation for further deleveraging</li> </ul>
Combination to bring Efficiencies & New Opportunities	<ul> <li>Significant synergy of ~US\$30million p.a. available by 2020</li> <li>Unlocks new growth opportunities across region</li> </ul>

Notes:

1) 2018YE 2P reserves: 281.7 MMboe (MedcoEnergi) + 70.1 MMboe (Ophir) = 351.8 MMboe (Combined)

2) 2018YE 2C resources: 490.6 MMboe (MedcoEnergi) + 596.6 MMboe (Ophir) = 1,087.2 MMboe (Combined)

3) Bond issuance of US\$550million with a coupon of 7.375%

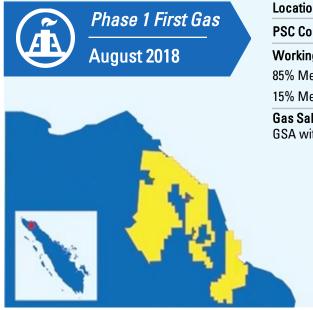


## Track Record of Executing Complex Projects



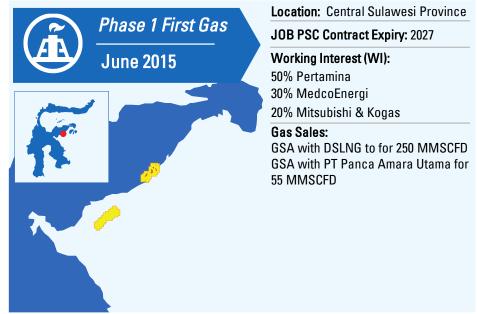
## MedcoEnergi has the project skills to monetize our resource base

#### **Block A Aceh**



Location: Aceh Province PSC Contract Expiry: 2031 Working Interest (WI): 85% Medco E&P Malaka 15% Medco Daya Energi Nusantara Gas Sales: GSA with Pertamina for 198 TBTU

#### Senoro-Toili Block



- Complex gas development in a remote location, High Pressure High
   Temperature drilling and Central Processing Plant ("CPP") with CO2 and H2S removal
- Project Financed by 13 International banks
- Phase 2 and 3 expected to access > 5 TCF resources for power generation and local industrial use
- Phase 2 appraisal drilling expected to begin in 2020

- Integrated upstream and LNG development together with Japanese and Korean partners
- Project Financed by 13 International banks
- Reserves certification of up to 2.7 TCF to be developed in Phase 2 for power generation and petrochemicals
- Phase 2 development drilling expected to begin in 2020

## History of Successful Reserve Replacement

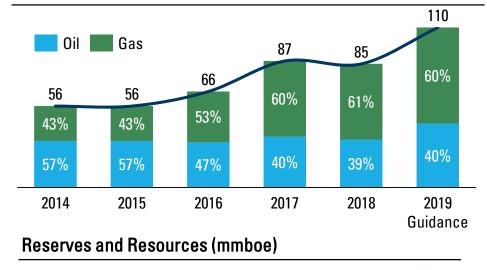
# MEDCOENERGI

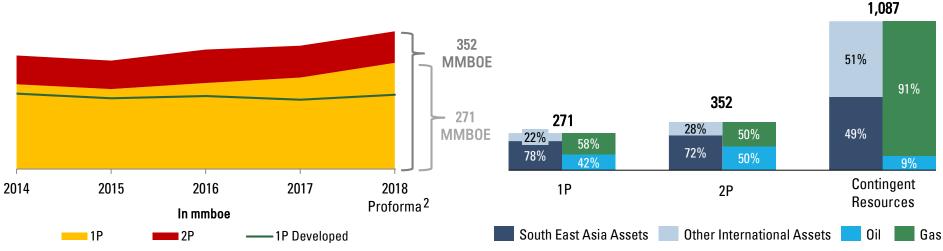
## Doubling production and replacing reserves

- Targeted acquisitions add running room
- Extend field and reserves life through cost reduction, infrastructure led exploration, monetization of discovered resources and PSC extensions
- Certified reserve base cost effectively maintained for 5 years.
  - 5-year 2P F&D cost US\$11/boe
  - 2P reserve life 9x
  - 77% of 2P reserves ready for production
- 1 billion resource base for future monetization

#### Reserve Replacement >100% over 5 years

#### Production Growth (mboepd)<sup>1</sup>





Notes:

1. Production profile includes Oman service contract, 2019 guidance proforma with Ophir acquisition as per Ophir's guidance

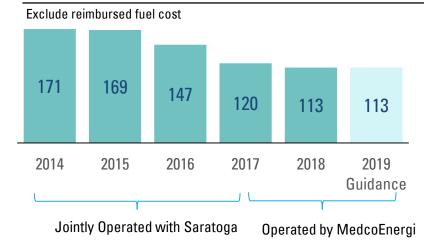
2. 2018 proforma reserves include Ophir acquisition

Sources: Ophir Annual Report 2018, MedcoEnergi 2018 Investor Presentation

## **Cost Leader across Core Businesses**

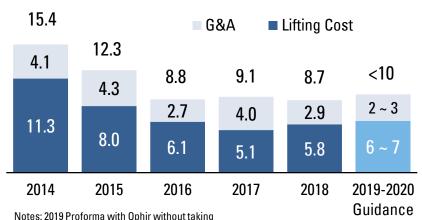
## EBITDA margin significantly improved

- Low cost structure with diversified economies of scale
- Consistent strategy to overhaul acquired asset operating practices and supply chain management
- Lower cost new production and disposition of marginal assets
- EBITDA margin 48%, 52% in Oil and Gas, 32% in Power Generation.



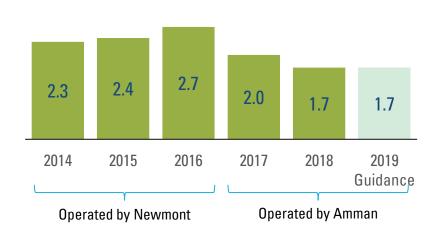
#### Power Generation Cost (IDR/kwh)

Oil and Gas Production Cost (\$/boe)



Notes: 2019 Proforma with Ophir without taking into account any synergies post acquisition

#### Mining Cost (\$/t mined)

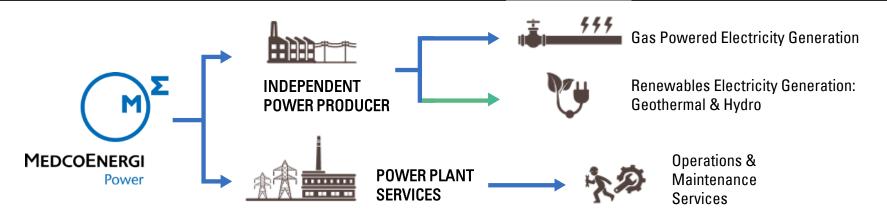




# Medco Power Indonesia: Business Overview



## Independent Clean Power Producer with 9 operated assets across Indonesia



638 MW Operating Asset + 1,005 MW project in the pipeline 2,150 MW 0&M business + 925 MW pipeline 0&M business



## Amman Mineral Nusa Tenggara: Phased Mining Developments



## World-class Copper and Gold Mining operations with long term upside



- Copper and gold mine in Sumbawa, Nusa Tenggara
- Full development of Phase 7 began in 2018, production expected in 2020
- Developing on-site smelter
- Elang has the potential for annual production to exceed 300~430 M lbs copper and 350~600 K oz gold



## Strong Liquidity with access to Multiple Sources of Funding



## Trusted Partnerships with International Financial Institutions



- Low cost producer
- Gas and power sales under long term contracts with TOP support and high quality customers. Fixed price gas and power sales provide cash flow certainty
- Indexed linked gas sales and oil sales provide access to upside
- Operating income margin 42% for Gas and Oil, 30% for Power generation
- Corporate policy to hedge up to 25% of total liquids production and 50% of index-linked gas production



- Significant undrawn banking facilities
- Long standing relationships with multiple international and national banks.
- Last banking syndication was 1.6x oversubscribed
- Additional liquidity via prepayment optionality and committed bank lines





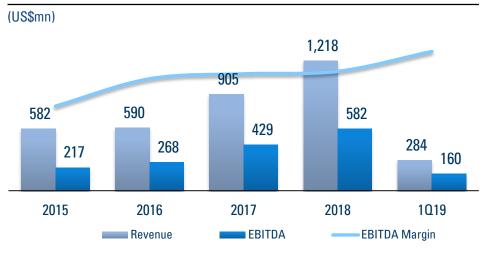
- Listed entity with ~US\$1Bn market capitalization
- Warrants US\$200million potentially exercised up to end 2020
- Approval to raise up to US\$100million without pre-emptive rights
- Established bond issuer with access to US\$ and IDR bond markets
- Recently issued 7-year US\$650 million bond 4x oversubscribed
- Progressive International rating improvements B+ Fitch, B (Positive outlook) from S&P and B2 Moody's (Positive outlook)

## **Key Financial Parameters**

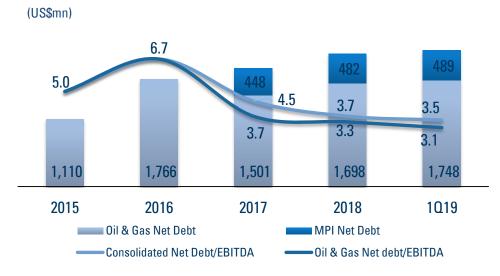


#### **Delivering on our Commitments**

#### **Consolidated Revenues, EBITDA & Margins**

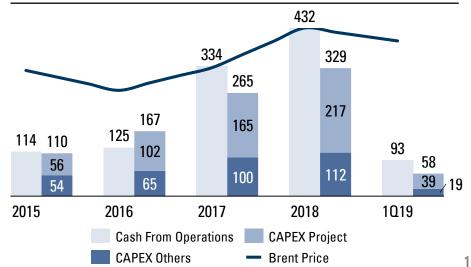


#### Net Debt & EBITDA ratios



- Three-year Revenue and EBITDA CAGR of 24% and 38% respectively was driven by volume growth and improved margins
- Improved credit metrics from deleveraging, non-core asset sales and portfolio upgrades. Future Oil and Gas Net debt /EBITDA target < 3x</li>
- Improved free cash flow with disciplined capex, despite price volatility
- Ophir consolidation expected to add US\$300million EBITDA full year 2020

#### **Cash From Operations & CAPEX**



## **Corporate Responsibility**



#### **Rigorous Governance and Sustainable Business Practices**

- 4,400 employees and 10,000 contractors committed to the highest International Standards
- Board of Directors report to a supervisory Board of Commissioners with two independent Commissioners
- Three whistle blower hotlines, a Risk Management Committee and an Audit Committee with two further independent members
- Recently certified for ISO 37001:2016 Anti Bribery Management System (ABMS)
- The only Indonesian member of Business for Sustainability (BSR). Issued an Ernst & Young GRI compliant sustainability report for 2015 – 2017
- Implementing a 5 year sustainability road map with auditable GRI compliant short, medium and long term KPIs

#### MedcoEnergi Sustainability Road Map



Our sustainability strategy supports the achievement of the UN Sustainable Development Goals

## **Experienced Board and Management Team**





Hilmi Panigoro President Director



**Roberto Lorato** Director & Chief Executive Officer

A team with strong operational, technical, and commercial experience and capabilities



**Ronald Gunawan** Director / Chief Operating Officer



Anthony R. Mathias Director & Chief Financial Officer

Amri Siahaan Director / Chief Human Capital & Business Support Officer



**Craig D. Stewart** Senior Vice President International E&P

Extensive international experience in managing energy assets and moving discovered resources to production



**Eka Satria** President Director PT Medco Power Indonesia



**Rachmat Makkasau** President Director PT Amman Mineral Nusa Tenggara

Strong track record of raising capital and closing large and complex transactions, integrating acquired assets and ultimately creating value for all stakeholders



# Key Assets





## World-class offshore operational capabilities

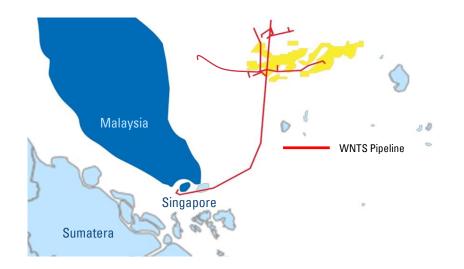




Working InterestMedcoEnergi (Operator)40%Medco Daya Abadi Lestari35%Prime Energy25%

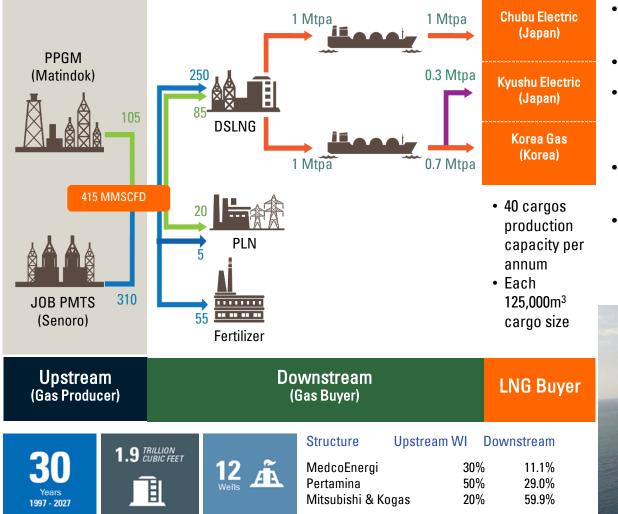


- MedcoEnergi operated offshore PSC in the South Natuna Sea, world class facilities, large hydrocarbon base
- MedcoEnergi also operates the West Natuna Transportation System (WNTS), a 500 km 28" gas trunk line with access to Singapore and Malaysia
- License expires in October 2028, 2018 daily gross maximum rate gas production 235 BBTUPD.
- Strong net cash flow linked to commodity linked and fixed priced gas sales into Singapore and Malaysia
- Future near field exploration, subsea developments and production optimization will extend field life and mitigate asset decline rate
- Three well exploration program in 2019





### Integrated – Midstream phased gas development



Joint Operated onshore license, first production Q3 2015. Contract expires in 2027

MEDCOENERGI

- Daily maximum production 310 MMSCFD
- Gross proved reserves of 1.1 TCF with additional 2.7 TCF Gross Contingent Resources
- Phase 2 will increase production above 450 MMSCFD
- Progressing Senoro Phase 2. Drilling expected 2020







## Phase I will monetize 237 TBTU of gas and 5.17 MMBO of condensate for the domestic market



Working Interest MedcoEnergi (Operator) 85% 15% Medco Daya Energi Nusantara **CPP** area site

- Operated onshore license, complex HPHT drilling and ٠ development
- **Over \$600M Development, Project Financed by** 13 International banks
- First gas August 1, 2018. PSC expires in 2031. GSA with Pertamina, total volume of 198 TBTU over 13 years
- Remote location. Successful CSR engagement with local community
- Phase 2 and 3 development of gas discoveries with gross Contingent Resources of > 5 TCF, to generate up to 1 GW to support Sumatra electricity demand growth

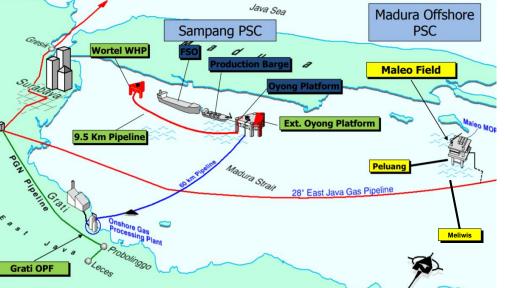


# Madura and Sampang, Indonesia



## Stable production with upside in Sampang and Meliwis development





## Madura Offshore

- Meliwis will add new production and extend economic life of the block
- Gas from Maleo & Peluang fields also Meliwis field in the future are processed on Maleo Production Platform (MPP) and sold to East Java gas buyers at upstream meters via East Java Gas Pipeline (EJGP)

## Sampang

- Following a successful gas exploration well at Paus Biru-1 (27 km East of Oyong), working towards with reserves certification, POD, GSA and FID after Penentuan Status Eksplorasi (PSE) from SKK Migas
- Gas from Oyong and Wortel fields are delivered via upstream pipeline to Grati Onshore Processing Facility and sold to PT Indonesia Power at upstream meters

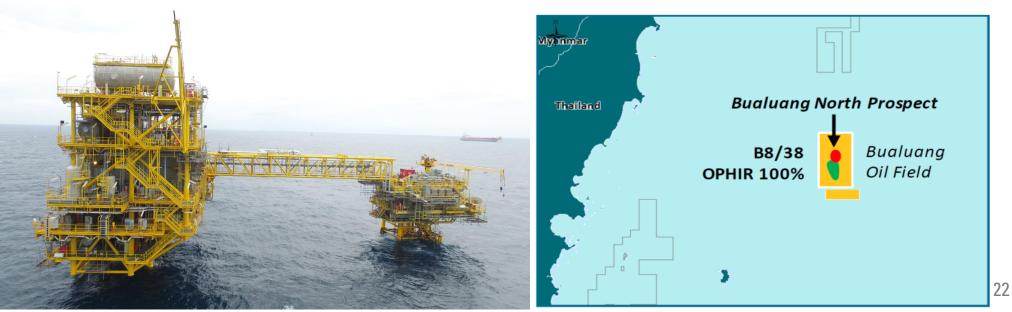
# Bualuang Field, B8/38 Concession, Thailand



## Phase 4B development first oil October 2019



- Development includes 2 bridge-linked Well Head Platforms connected via export pipeline to FSO Suksan Salamander; recently completed 2018 drilling campaign (3 new wells, 3 workovers).
- Phase 4B: includes installation of 12 slot conductor-supported platform and 12 new wells



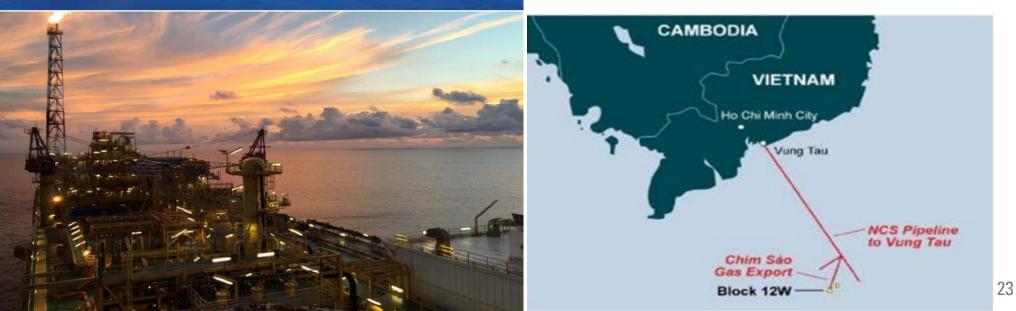
## ( Chim Sao/Dua Fields, 12W PSC, Vietnam



## Managing natural decline through series of well interventions



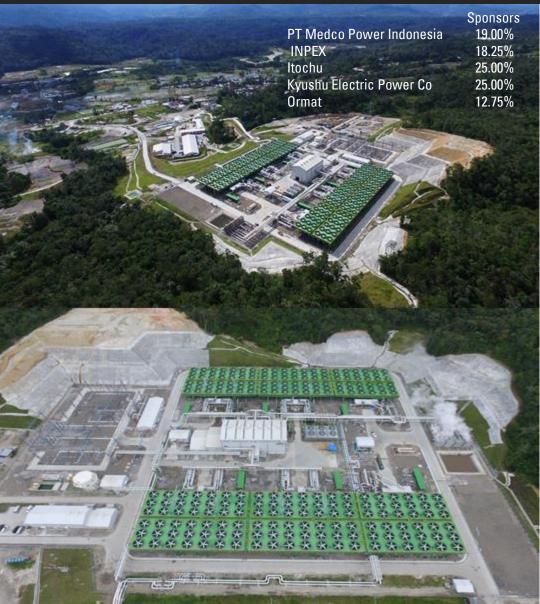
- Production through Lewek EMAS FPS0
- Chim Sao wells are tied back from a 20-slot Well Head Platform
- 3 Dua wells are subsea completions with subsea tie-back to the FPSO



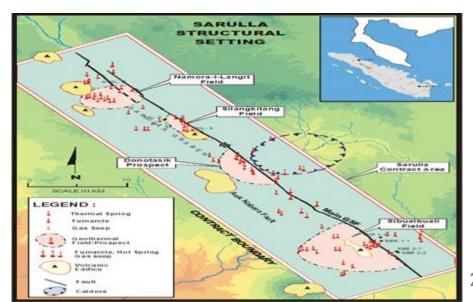
## Sarulla: Phased Geothermal Power Developments



## The largest single-contract geothermal power project in the world



- Phase I 110MW, commercial operation March 2017, Phase 2 and 3 CoD October 2017 and May 2018. Total contracted capacity of 330MW
- 30 years Energy Sales Contract with PLN with Take or Pay 90% capacity factor. MPI provides plant 0&M
- Investment cost of US\$1.7 billion, project financing with JBIC, ADB, and 6 commercial banks







## Construction started in November 2018, COD expected by 2021



- Located in Pekanbaru, Riau, South Sumatera
- Combined Cycle Gas Power Plant with a total capacity of 275MW (COD in 2021)
- Project Finance by a consortium of international banks
- 20 year PPA with PLN
- Investment cost US\$284 million



Notes







This presentation, including information included or incorporated by reference in this presentation, contains certain forward-looking statements with respect to the financial condition, results of operations and business and certain plans and objectives of MedcoEnergi with respect thereto. These statements are based on assumptions and assessments made by MedcoEnergi in light of their experience and their perception of historical trends, current conditions, future developments and other factors they believe appropriate. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that will occur in the future. The factors described in the context of such forward-looking statements. Although it is believed that the expectations reflected in such forward-looking statements are reasonable, no assurance can be given that such expectations will prove to have been correct and persons reading this announcement are therefore cautioned not to place undue reliance on these forward-looking statements which speak only as at the date of this announcement. Neither the MedcoEnergi Group any of its respective associates or directors, officers, employees, managers, agents, representatives, partners, members, consultants or advisers: (i) provide any representation, warranty, assurance or guarantee that the occurrence of the events expressed or implied in any forward-looking statements will actually occur; nor (ii) assume any obligation to, and do not intend to, revise or update these forward-looking statements (whether as a result of new information, future events or otherwise), except as required pursuant to applicable law.



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