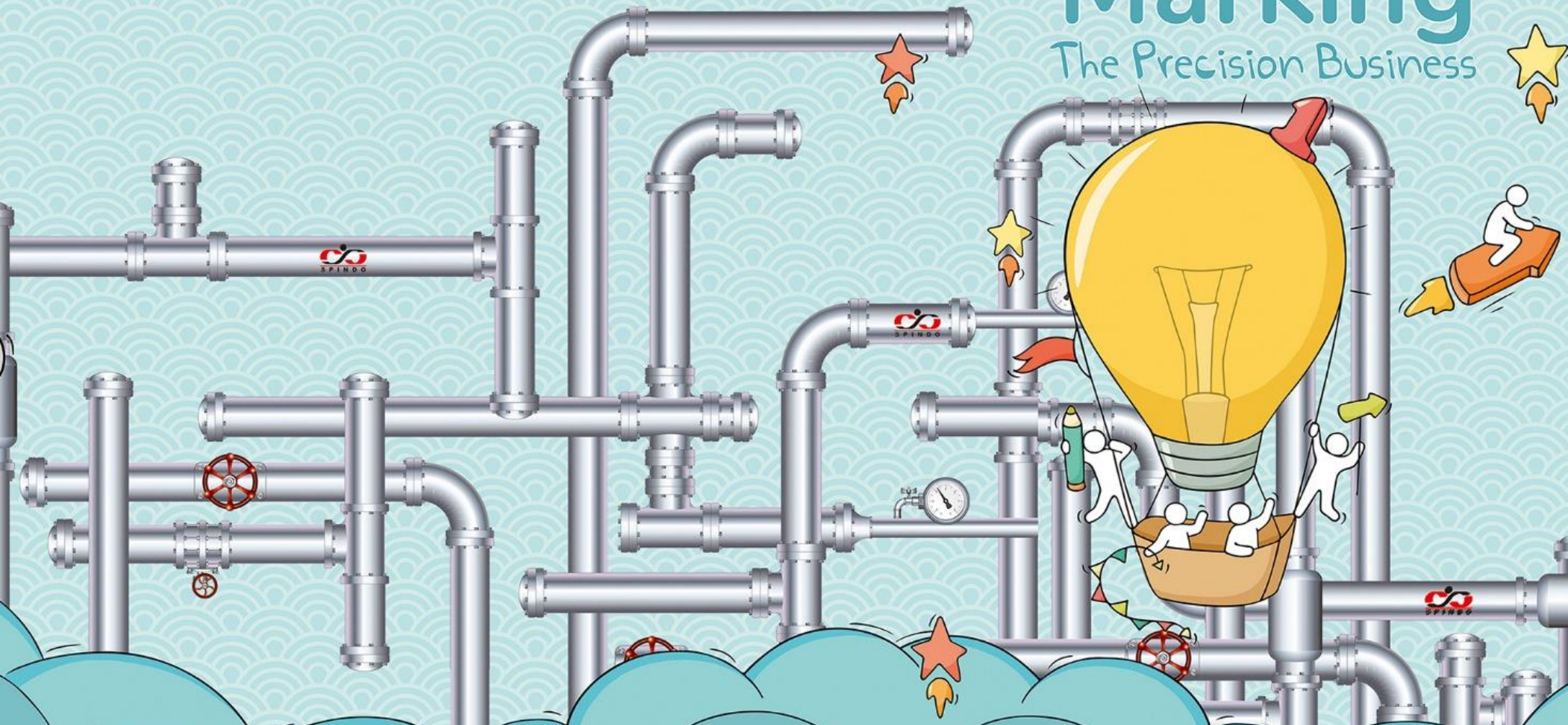


# RAPAT UMUM PEMEGANG SAHAM LUAR BIASA 2018

PT. Steel Pipe Industry of Indonesia, Tbk

## Marking

The Precision Business



# Sales Performance (For the Year 2015 –As of September 2018)



| Sales in Quantity (Ton)   | Asof 30 Sep    |                | Asof 31 December |                |                | Average/month |               |               |               |
|---|----------------|----------------|------------------|----------------|----------------|---------------|---------------|---------------|---------------|
|   | 2018           | 2017           | 2017             | 2016           | 2015           | 2018          | 2017          | 2016          | 2015          |
|   | (unaudited)    |                | (audited)        |                |                | (unaudited)   | (audited)     |               |               |
| Strips and Plate  | 47.445         | 25.991         | 40.322           | 102.625        | 85.326         | 5.272         | 3.360         | 8.552         | 7.110         |
| Spiral Pipe Non API   | 44.003         | 55.408         | 67.907           | 50.858         | 78.028         | 4.889         | 5.659         | 4.238         | 6.502         |
| Spiral Pipe API   | 209            | 79             | 79               | 550            | 11.208         | 23            | 7             | 46            | 934           |
| Water Pipe  | 41.400         | 39.697         | 53.010           | 56.503         | 47.950         | 4.600         | 4.417         | 4.709         | 3.996         |
| Black Pipe non API  | 59.344         | 52.618         | 69.589           | 55.571         | 50.367         | 6.594         | 5.799         | 4.631         | 4.197         |
| Black Pipe API  | 4              | -              | -                | 65             | 6.878          | 0             | -             | 5             | 573           |
| Mechanical Pipe   | 40.161         | 37.936         | 51.034           | 46.587         | 39.493         | 4.462         | 4.253         | 3.882         | 3.291         |
| Furniture Pipe  | 26.869         | 24.955         | 32.353           | 42.946         | 30.875         | 2.985         | 2.696         | 3.579         | 2.573         |
| Stainless Pipe  | 1.967          | 2.249          | 2.778            | 2.310          | 3.392          | 219           | 231           | 193           | 283           |
| Pole  | 1.515          | 2.421          | 2.616            | 4.430          | 3.628          | 168           | 218           | 369           | 302           |
| Services & Others <sup>(1)</sup>  | 4.617          | 1.335          | 1.899            | 428            | 15.645         | 513           | 158           | 36            | 1.304         |
| <b>Total sales volume exclude afval</b>                                     | <b>267.534</b> | <b>242.688</b> | <b>321.586</b>   | <b>362.874</b> | <b>372.790</b> | <b>29.726</b> | <b>26.799</b> | <b>30.239</b> | <b>31.066</b> |
| <i>Increasing sales tonage</i>  | <b>10,24%</b>  |                | <b>-11,38%</b>   | <b>-2,66%</b>  | <b>20,06%</b>  |               |               |               |               |
| <i>Total Sales volume (exclude strips, plate and services &amp; others)</i> | <b>215.472</b> | <b>215.362</b> | <b>279.365</b>   | <b>259.820</b> | <b>271.819</b> | <b>23.941</b> | <b>23.280</b> | <b>21.652</b> | <b>22.652</b> |
| <i>%Increasing sales tonage (exc. Strips plates services and others)</i>    | <b>0,05%</b>   |                | <b>7,52%</b>     | <b>-4,41%</b>  | <b>21,64%</b>  |               |               |               |               |
| Sales of Afval  | 12.087         | 12.520         | 16.418           | 18.304         | 13.855         |               |               |               |               |
| <b>Total sales include afval</b>  | <b>279.621</b> | <b>255.208</b> | <b>338.005</b>   | <b>381.178</b> | <b>386.645</b> |               |               |               |               |



# Sales Performance (For the Year 2015 –As of September 2018)



| Sales in Value (Mio.IDR)   | Asof 30 Sep      |                  | Asof 31 December |                  |                  | Average/month  |                |                |                |
|--|------------------|------------------|------------------|------------------|------------------|----------------|----------------|----------------|----------------|
|  | 2018             | 2017             | 2017             | 2016             | 2015             | 2018           | 2017           | 2016           | 2015           |
|  | (unaudited)      |                  | (audited)        |                  |                  | (unaudited)    | (audited)      |                |                |
| Strips and Plate   | 476.499          | 223.465          | 356.574          | 670.442          | 587.630          | 52.944         | 29.714         | 55.870         | 48.969         |
| Spiral Pipe Non API  | 516.525          | 521.622          | 649.125          | 423.549          | 666.835          | 57.392         | 54.094         | 35.296         | 55.570         |
| Spiral Pipe API  | 3.780            | 1.131            | 1.131            | 12.938           | 191.323          | 420            | 94             | 1.078          | 15.944         |
| Water Pipe   | 697.657          | 555.131          | 763.032          | 660.956          | 577.558          | 77.517         | 63.586         | 55.080         | 48.130         |
| Black Pipe Non API   | 709.174          | 532.319          | 723.728          | 450.867          | 445.720          | 78.797         | 60.311         | 37.572         | 37.143         |
| Black Pipe API   | 64               | -                | -                | 667              | 156.070          | 7              | -              | 56             | 13.006         |
| Mechanical Pipe  | 527.115          | 438.189          | 603.365          | 481.980          | 419.551          | 58.568         | 50.280         | 40.165         | 34.963         |
| Furniture Pipe   | 321.583          | 258.339          | 344.943          | 383.119          | 301.065          | 35.731         | 28.745         | 31.927         | 25.089         |
| Stainless Pipe   | 83.838           | 80.985           | 102.063          | 72.181           | 111.494          | 9.315          | 8.505          | 6.015          | 9.291          |
| Pole   | 22.676           | 48.662           | 50.616           | 77.358           | 64.805           | 2.520          | 4.218          | 6.447          | 5.400          |
| Services & Others <sup>(1)</sup>                                       | 27.016           | 51.483           | 68.233           | 25.143           | 61.489           | 3.002          | 5.686          | 2.095          | 5.124          |
| <b>Total sales value exclude afval</b>                                 | <b>3.385.927</b> | <b>2.711.325</b> | <b>3.662.810</b> | <b>3.259.200</b> | <b>3.583.541</b> | <b>376.214</b> | <b>305.234</b> | <b>271.600</b> | <b>298.628</b> |
| <i>Increasing total sales value</i>                                    | <b>24,88%</b>    |                  | <b>12,38%</b>    | <b>-9,05%</b>    | <b>6,40%</b>     |                |                |                |                |
| <i>Total sales value (exclude Strip plates services and others)</i>    | <b>2.882.412</b> | <b>2.436.378</b> | <b>3.238.003</b> | <b>2.563.615</b> | <b>2.934.421</b> | <b>320.268</b> | <b>269.834</b> | <b>213.635</b> | <b>244.535</b> |
| <i>%Increasing sales value(exc. Strips plates services and others)</i> | <b>18,31%</b>    |                  | <b>26,31%</b>    | <b>-12,64%</b>   | <b>10,08%</b>    |                |                |                |                |
| Sales of Afval   | 68.656           | 49.414           | 68.853           | 60.836           | 55.314           |                |                |                |                |
| <b>Total sales include afval</b>                                       | <b>3.454.583</b> | <b>2.760.740</b> | <b>3.731.663</b> | <b>3.320.036</b> | <b>3.638.855</b> |                |                |                |                |
| <i>Notes 1: for services &amp; others are excluded scrap sales</i>     |                  |                  |                  |                  |                  |                |                |                |                |

# Average Sales Price (For the Year 2015 –As of September 2018)

| Sales Price (IDR/kg)   | As of 30 Sep  |               | 31 December   |              |               |
|--|---------------|---------------|---------------|--------------|---------------|
|  | 2018          | 2017          | 2017          | 2016         | 2015          |
|  | (unaudited)   |               | (audited)     |              |               |
| <b>Strips and Plate</b>  | 10.043        | 8.598         | 8.843         | 6.533        | 6.887         |
| <b>Spiral Pipe Non API</b>   | 11.738        | 9.414         | 9.559         | 8.328        | 8.546         |
| <b>Spiral Pipe API</b>   | 18.073        | 14.367        | 14.367        | 23.524       | 17.070        |
| <b>Water Pipe</b>  | 16.851        | 13.984        | 14.394        | 11.698       | 12.045        |
| <b>Black Pipe Non API</b>  | 11.950        | 10.117        | 10.400        | 8.113        | 8.849         |
| <b>Black Pipe API</b>  | 16.110        | -             | -             | 10.262       | 22.692        |
| <b>Mechanical Pipe</b>   | 13.125        | 11.551        | 11.823        | 10.346       | 10.623        |
| <b>Furniture Pipe</b>  | 11.968        | 10.352        | 10.662        | 8.921        | 9.751         |
| <b>Stainless Pipe</b>  | 42.621        | 36.016        | 36.740        | 31.247       | 32.871        |
| <b>Pole</b>  | 14.970        | 20.100        | 19.348        | 17.462       | 17.863        |
| <b>Services &amp; Others <sup>(2)</sup></b>                        | 5.852         | 38.560        | 35.936        | 58.713       | 3.930         |
| <b>Average Sales Price (IDR/kg)</b>                                | <b>12.656</b> | <b>11.172</b> | <b>11.390</b> | <b>8.982</b> | <b>9.613</b>  |
| <i>% increase of average sales price</i>                           | 13,28%        |               | 26,81%        | -6,57%       | -11,38%       |
| <i>Average Sales Price only pipe (IDR/kg)</i>                      | <i>13.377</i> | <i>11.313</i> | <i>11.591</i> | <i>9.867</i> | <i>10.795</i> |
| <i>% increase of avg sales price (only pipe)</i>                   | 18,25%        |               | 17,47%        | -8,60%       | -9,50%        |
| <i>Notes 2: for services &amp; others are excluded scrap sales</i> |               |               |               |              |               |

# Key End Markets and Uses of Steel Pipe Products



| Key End Markets                                   | Main Uses  | %of 2016 Pipe Sales | %of 2017 Pipe Sales | %of Sep18 |
|---|--|---------------------|---------------------|-----------|
| <b>Construction, Infrastructure and Utilities</b> | <ul style="list-style-type: none"> <li>Piling pipes</li> <li>Structural pipes</li> <li>Fire hydrant (sprinklers)</li> <li>Scaffolding</li> <li>Electrical poles and conduits</li> <li>Power and water treatment plants</li> <li>Water Pipes</li> </ul> |                     |                     |           |
| <b>Oil &amp; Gas</b>                              | <ul style="list-style-type: none"> <li>Transmission and distribution of oil and gas pipelines</li> </ul>   |                     |                     |           |
| <b>Automotive</b>                                 | <ul style="list-style-type: none"> <li>Motorcycle and car parts including car seat frames, motorcycle frames, shock absorbers, cylinders and mufflers</li> </ul>   |                     |                     |           |
| <b>Furniture</b>                                  | <ul style="list-style-type: none"> <li>Kettles, stoves, broomsticks, desks, chairs (including wheelchairs), hospital beds, towel racks, trolleys, bicycles, clothes hangers and baby walkers</li> </ul>  |                     |                     |           |

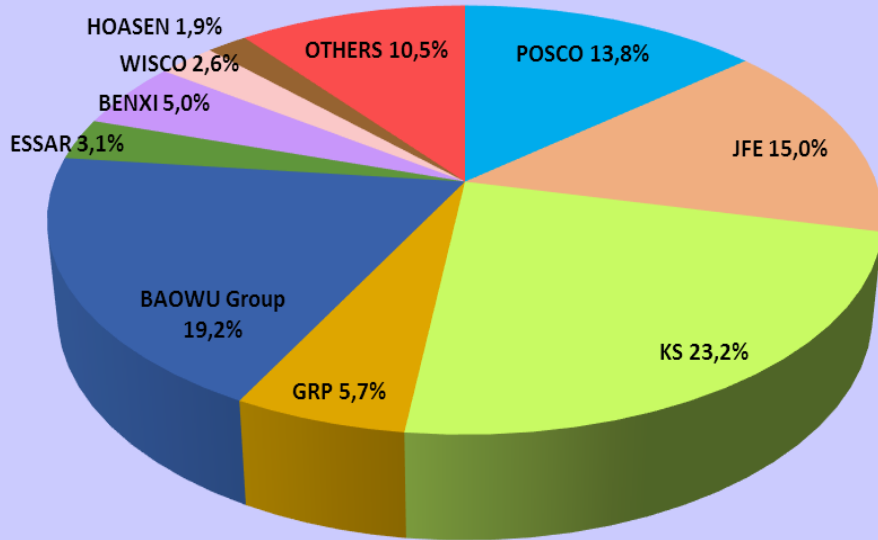
Source: Company filings

Note: %may not add up to 100% due to rounding

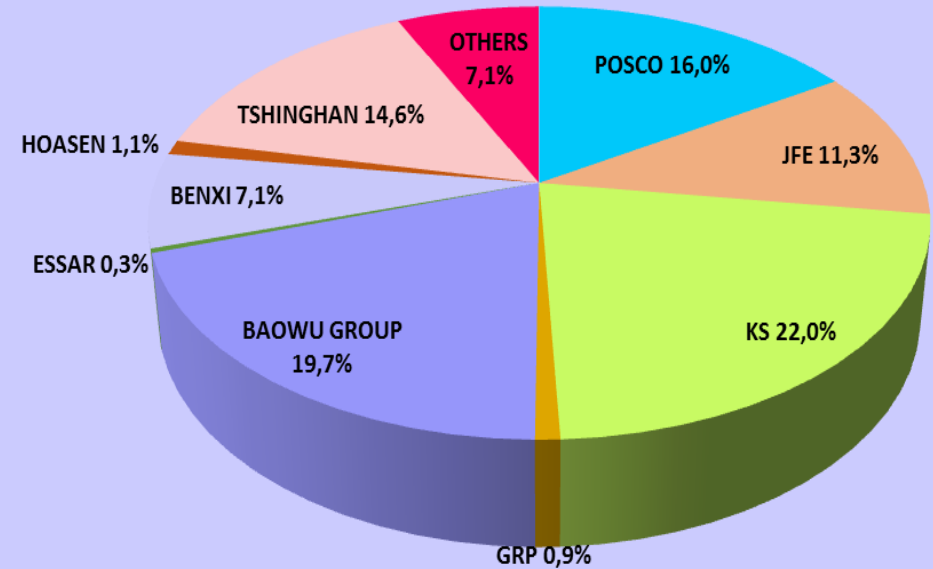
# Raw Material and Suppliers

## As of December 2017 and As of September 2018

Top Supplier as of December 2017



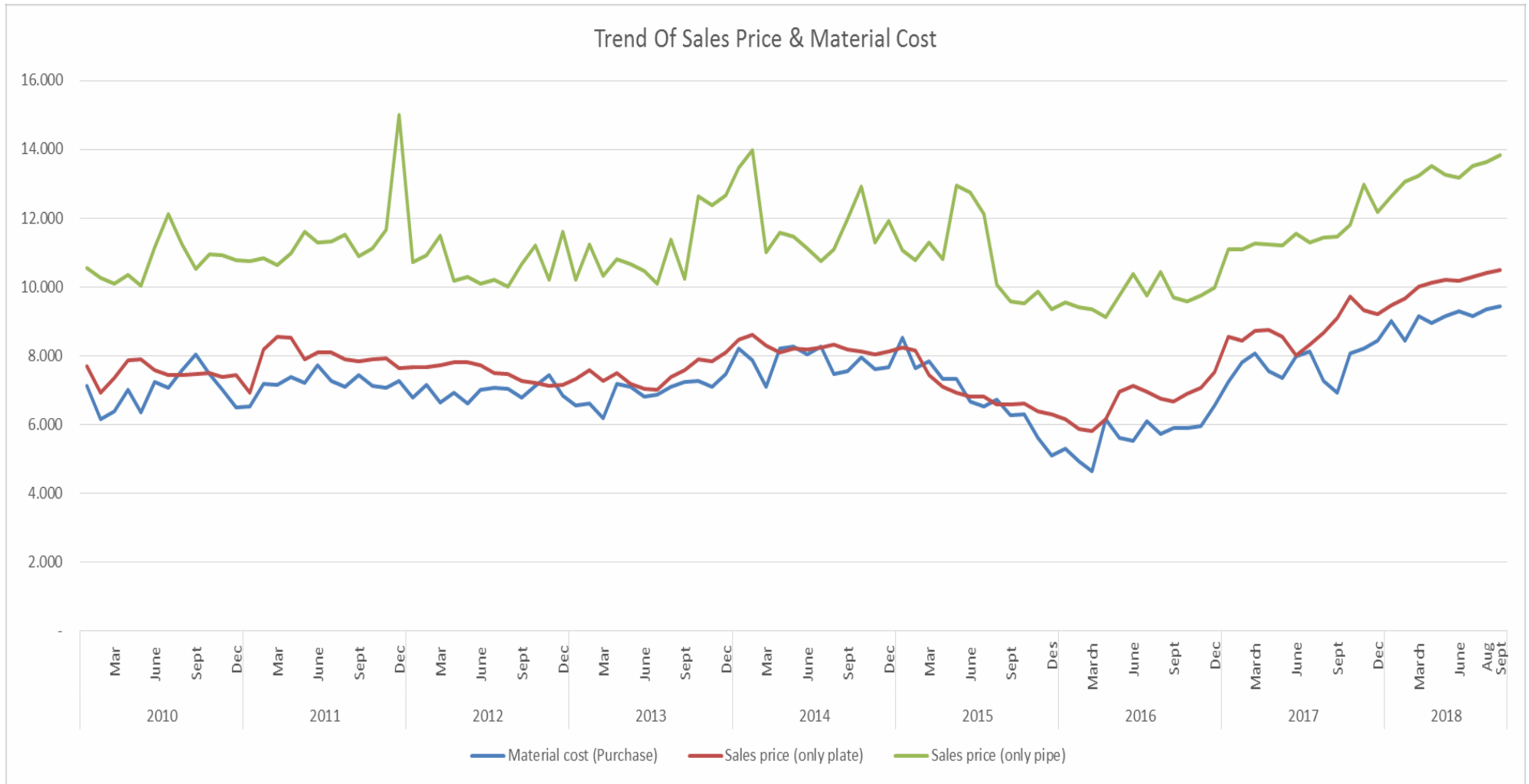
Top Supplier As of September 2018



| Purchase of Material | 2017    |           |        | As of September 18 |           |        |
|----------------------|---------|-----------|--------|--------------------|-----------|--------|
|                      | Ton     | IDR mio.  | %      | Ton                | IDR mio.  | %      |
| Local                | 95.442  | 754.042   | 33,2%  | 122.044            | 1.091.537 | 39,6%  |
| Impor                | 198.092 | 1.518.721 | 66,8%  | 178.106            | 1.663.096 | 60,4%  |
| Total                | 293.534 | 2.272.763 | 100,0% | 300.150            | 2.754.633 | 100,0% |



# Trend sales price and material cost (Year 2010 up to Sept 2018)



# Profile Singkat Calon Direktur Independen





Nama : The Hanny Purnomo

Tempat/Tanggal Lahir : Surabaya, 20 Juni 1966

Pendidikan :

- Diploma III Statistika – Institute Teknologi Sepuluh November Surabaya
- Sarjana Teknik dan Manajemen Industri – Univ. 17 Agustus 1945 Surabaya

## **Pengalaman kerja**

1992 – 1999 MIS Manager PT. Pelayaran Nusantara Meratus

1999 – 2001 MIS Manager PT. Steel Pipe Industry of Indonesia, Tbk

2001 – 2008 Sr. Manager MIS PT. Steel Pipe Industry of Indonesia, Tbk

2009 – 2016 Sr. Manager SAP PT. Steel Pipe Industry of Indonesia, Tbk

2016 – Sekarang Deputy General Manager SAP PT. Steel Pipe Industry of Indonesia, Tbk

**TERIMA KASIH**