

PAPARAN PUBLIK 2020

PUBLIC EXPOSE 2020

PT Island Concepts Indonesia TBK



Jakarta, 14 December 2020

AGENDA

1

Organization Structure

2

Corporate Highlights

3

Shares Update

4

Operational Highlights Q3-2020

5

Financial Highlights Q3-2020

6

Analysis & Financial Ratios Q3-2020

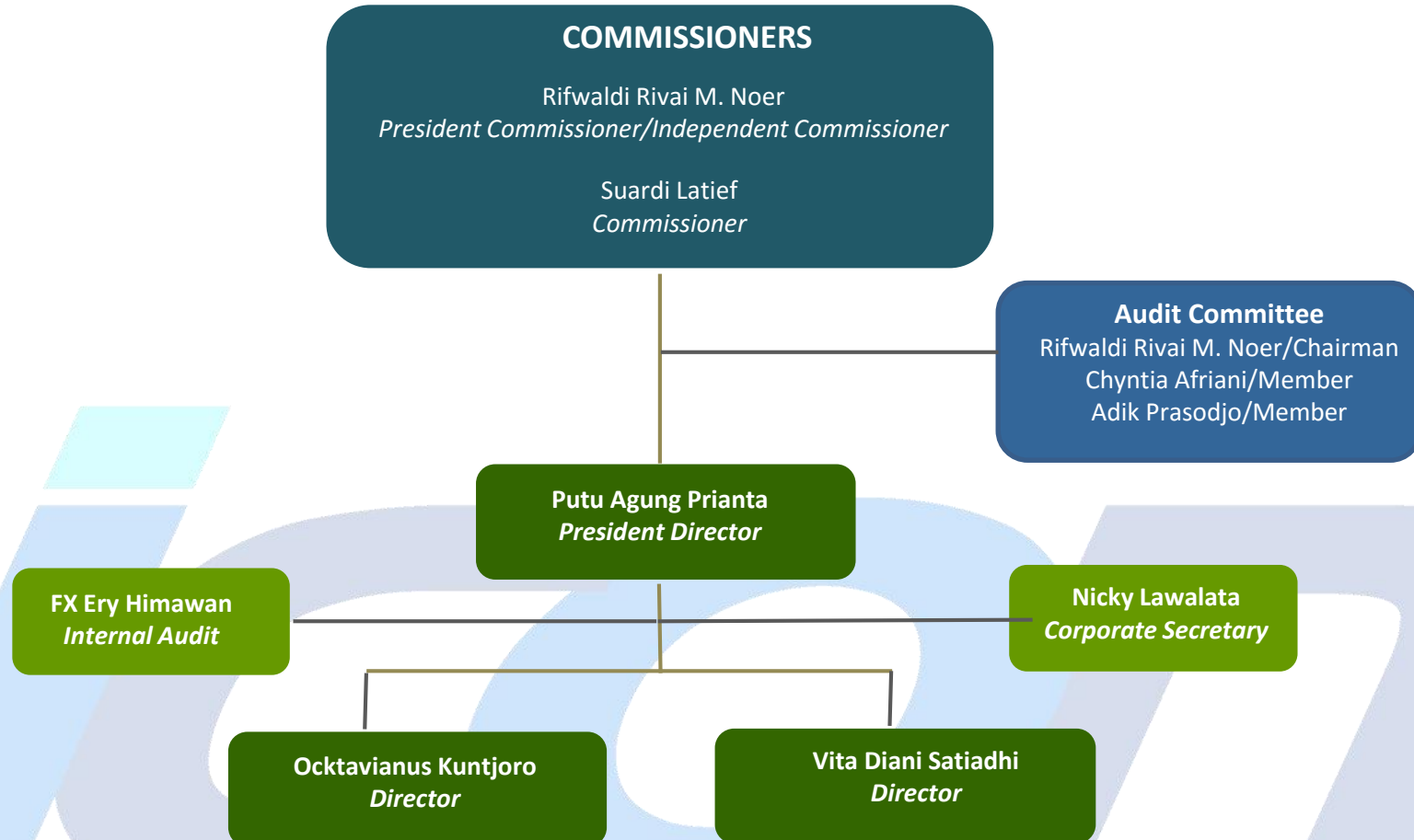
7

Segments Highlights 2020

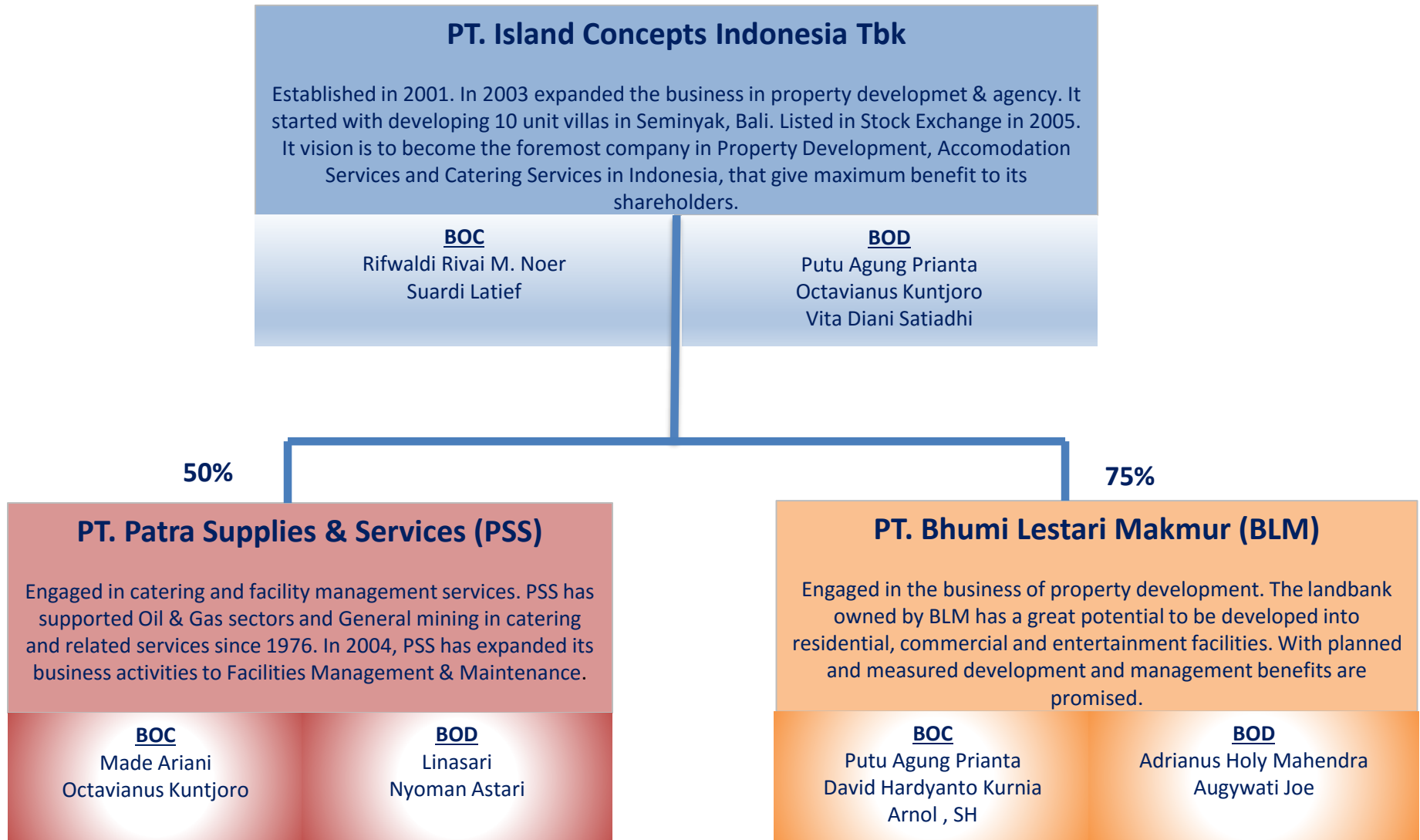
8

Business Plan Summary 2021

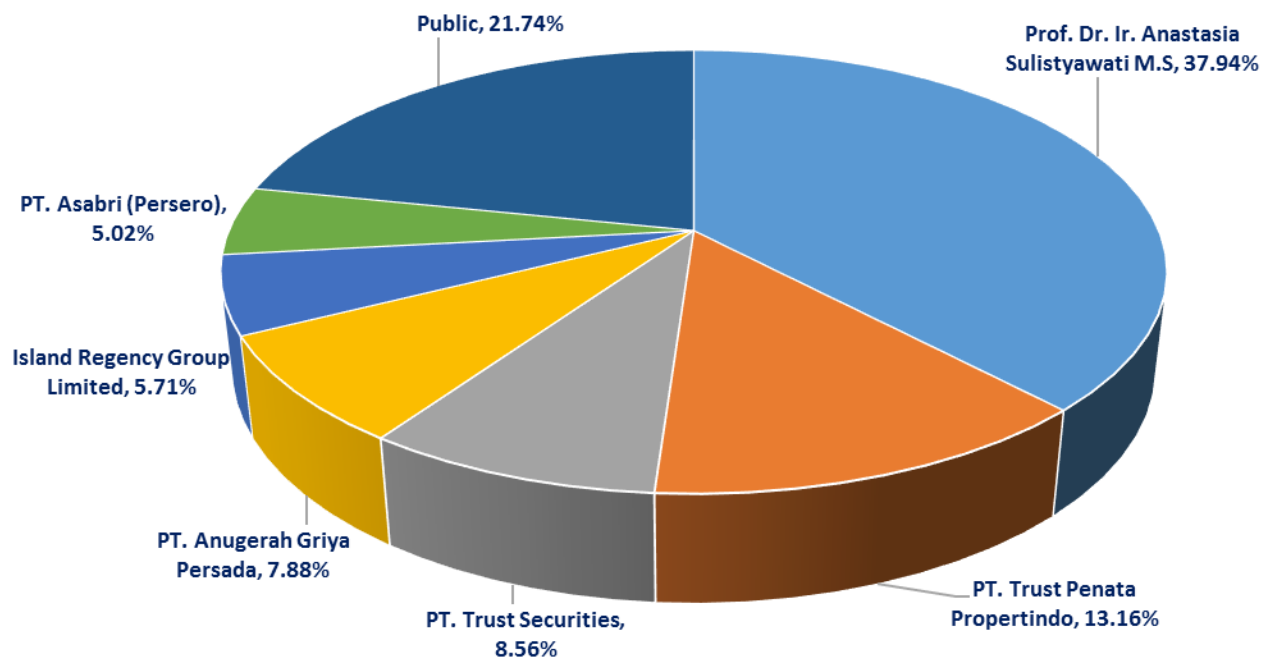
1. Organization Structure



2. Corporate Highlights



3. Shares Update – 30 September 2020



Number of Outstanding Shares	: 1.089.750.000 shares
Market Capitalization	: Rp 58,847 Bio
Highest Price (Jan - Sept 2020)	: Rp 91,-
Lowest Price (Jan sd Sept 2020)	: Rp 51,-
Closing Price as of 30 Sept 2020	: Rp 54,-
Average Price (Jan - Sept 2020)	: Rp 61,-

3. Shares Update (2)

Volatility of ICON Shares – December 2020



10 December 2020 – temporary suspended by IDX due to significant increased of cumulative price (cooling down)

11 December 2020 - Unsuspended

4. Operational Highlights

BLM

Property

- Villa sold 83 of 113 units
- Condotel sold 28 of 132 units
- No sales during 2020

PSS

Catering & Facility Management

- Large Scale Social Restriction (PSBB) reduces number of person on board
- MRT dropped by 30%
- Some contract are postponed
- Involved in 31 tender activities (until end of October 2020)
- Tender Amman Project

ICON

Accommodation Service

- 10 Villas on +/- 3.300 sqm land (@250 sqm)
- Most guests postponed their stay to 2021
- Occupancy Rate: 13.7%

5. Financial Highlights 3Q 2020

Description <i>(Million Rp)</i>	Growth %	3Q 2020 Un-Audited	3Q 2019 Un-Audited	2019 FY Audited
Revenues	-35.5%	98,750	153,172	203,245
COGS	-23.4%	(81,151)	(105,960)	(136,182)
Gross Profit	-62.7%	17,599	47,212	67,064
Operating Profit	-92.8%	2,019	27,974	39,313
Profit for the Year	-86.9%	3,360	25,591	36,306
Net Income for the Year	-86.9%	3,360	25,591	34,281
Total Assets	-5.8%	364,454	386,911	369,072
Current Assets	-10.4%	309,176	344,955	326,604
Fixed Assets	31.8%	55,278	41,956	42,468
Total Liabilities	-21.9%	122,500	156,843	129,954
Short term Liabilities	-23.8%	114,915	150,728	123,244
Long term Liabilities	31.8%	7,585	5,755	6,710
Total Equity	5.0%	241,954	230,428	239,118

6. Analysis & Financial Ratios Q3-2020

Financial Ratios	3Q 2020	3Q 2019	2019 FY
Gross Profit Margin	17.8%	30.8%	33.0%
Operating Profit Margin	2.0 %	18.3%	19.3%
Net Profit Mrgin	3.4%	16.7%	16.9%
Return on Assets	0.9%	6.6%	9.3%
Return on Equity	1.4%	11.1%	14.3%
Debt to Assets	0.34	0.40	0.35
Debt to Equity	0.51	0.68	0.54

Revenue Q3-20 decreased by 35.5% compare to Q3-19, from total Rp 153.17 bio in 2019 to Rp 98.75 billion in 2020. Rev Catering decreased by 14.2 % from Rp 101.38 bio in Q3-19 to Rp 86.95 bio in Q3-20; Property business decreased by 78.15% from Rp 48.1 bio in Q3-19 to Rp 10.51 bio in Q3-20; and Villa business decreased by 65.13% from Rp 3.69 bio Q3-19 to Rp 1.29 bio in Q3-20. Net Profit for the Year decrease 87% from Rp 25.59 bio in Q3-2019 to Rp 3.36 bio in Q3-2020

Total Assets decreased by 5.8% from Rp 386.91 bio in Q3-2019 to Rp 364.35 bio in Q3-2020. Total Equity increased by 5% from Rp 230,42 bio in Q3-2019 to Rp 241.85 bio in 2020.

7. Segment Highlights Q3-2020

Q3 2020 (million Rp)

Description	PSS	Villa	BLM	Consolidated
Revenues	86,953	1,289	10,508	98,750
COGS	(75,599)	(1,880)	(3,673)	(81,151)
Gross Profit	11,354	(591)	6,835	17,599
Operating Profit	(790)	(1,519)	5,525	2,019
Comprehensive Profit for the year	(127)	(1,516)	5,003	3,360

Q3 2019 (million Rp)

Description	PSS	Villa	BLM	Consolidated
Revenues	101,377	3,697	48,097	153,172
COGS	(81,181)	(3,207)	(21,571)	(105,960)
Gross Profit	20,196	490	26,526	47,212
Operating Profit	6,911	(1,943)	24,056	29,023
Comprehensive Profit for the year	5,868	(1,928)	21,651	25,591

8. Business Plan Summary 2021

- Tourism and property industry are the sectors hardest hit by the Covid 19 outbreak, especially in Bali.
- It is assumed that the condition remain unchanged until the 1st semester of 2021
- ICON will focus more in boosting revenue from its subsidiary , PSS, by providing services to some pipeline projects engaged in oil, gas and mining industry.



THANK YOU

icoin