# 9M2019 CORPORATE UPDATES



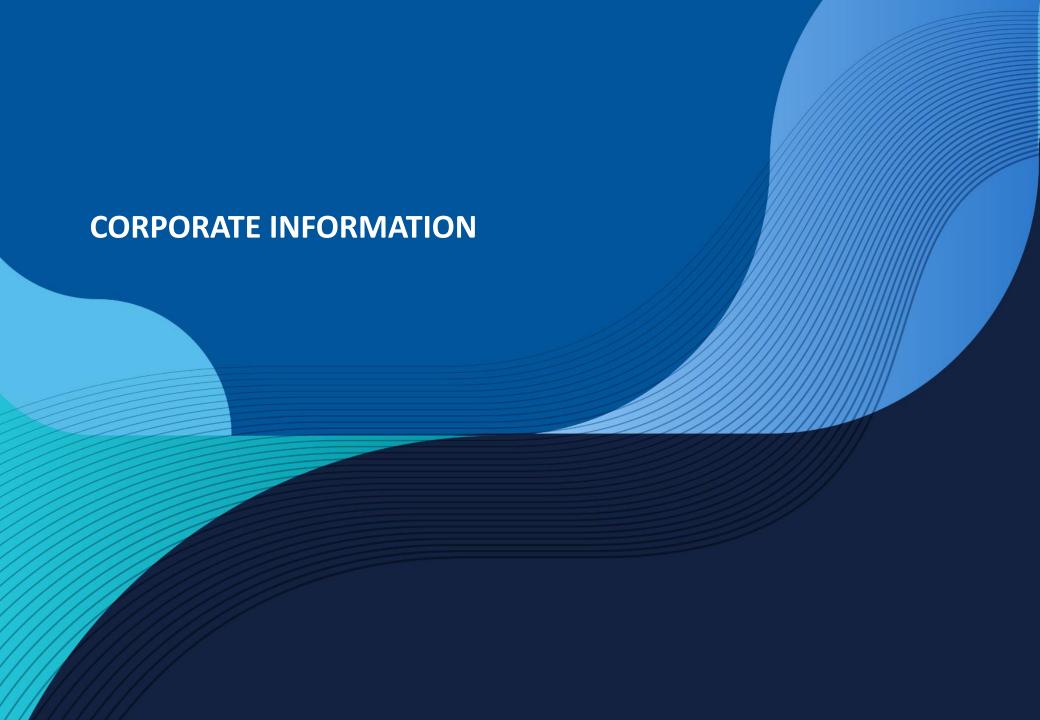
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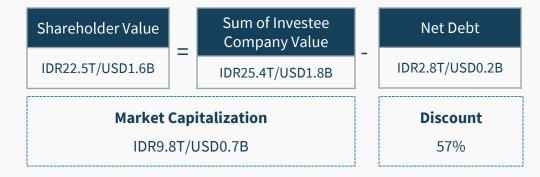
# **Saratoga - A Leading Active Investment Company**

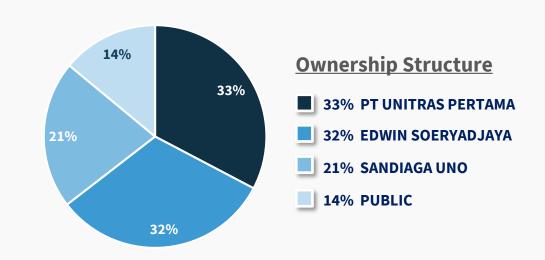


### **Company Profile**

- **1 Founded** in 1997
- 2 Listed on IDX in 2013, ticker
  SRTG
- **3 58 Employees**, of which **half are Investment Professionals**
- Focused on early-stage, growthstage, and special situation opportunities
- Invested in key sectors of the
  Indonesian economy: Consumer,
  Infrastructure and Natural
  Resources

### **SRTG Shareholder Value**





### **Investment Approach**



# **Strategy**

Focus on early-stage, growth-stage, Special situation opportunities



Natural Resources, Infrastructure and Consumer sectors

Geography

Indonesia, South East Asia and opportunistic on other markets

# **Why Saratoga?**

- ✓ Proven Divestment track record
- ✓ Partner of choice of international renowned co-investors
- ✓ Extensive Network of Indonesian industries
- ✓ Deep knowledge about the local investment requirement

Target annual capital deployment

100M – 200M USD with one to two new deals

Target IRR

Target IRR 20% +

Investment Horizon

Medium to long-term

# **Investment Opportunity Selection Process**



### Number of Deals (\* data from 2015- 9M2019)

555\*

239

145

29

9

# Deal Sourcing

Screening of industries/companies. Initiate and cultivate relationships with entrepreneurs/manage ment team regularly. Sell Side advisors. Banks.

# **Preliminary Assessment**

Qualitative and quantitative data screening - sector, partners, regulatory environment, management team, investment size, exit potentials and etc.

### Desktop Diligence

In-depth financial and business data analysis.
On-site visit. IRR calculation. Viability of business plan/growth strategy and management restructure. Exit plan.

### **Term Sheet**

Full version due diligence. Investment structure. Valuation negotiation. Funding plan.

# New Investment

Investment committee approval. Capital deployment.

# **Investment Portfolio Highlights**



	Growth Foc	used	Established		
Natural Resources	Merdeka Copper Gold	Copper & Gold	Adaro Energy	Coal & Energy	
	Provident Argo	Palm Plantation			
	Interra Resources	Oil & Gas			
	Aneka Gas Industri	Industrial Gas	Tower Bersama	Telecommunication Tower	
Infrastructure	Mulia Bosco Logistik	Cold-Chain Logistics		. 6.00	
	Seroja Investment	Shipping			
	Nusa Raya Cipta	Construction			
	Awal Bros Hospital	Healthcare	Mitra Pinasthika Mustika	Automotive	
Consumer	Deltomed	Herbal Medicine			
	Gilang Agung Persada	Lifestyle			
	Provident Growth Fund	Technology			
	SC Technology Investment II	Technology			
Past Investment	Paiton Energy (Power Plant) Lintas Marga Sedaya (Toll Road Project) Medco Power (Power Plant)				

# **Recent Investment Activities Summary**



### **Investment and Divestment**

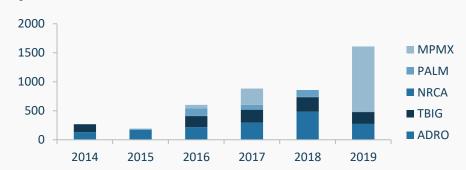


### **Summary**

- Investment activities in line with planning
- Strong dividend income in 2019, led by MPMX, ADRO and TBIG

### **Dividend Income Breakdown**

Figures in IDR billion



IDR billion	2016	2017	2018	9M19
ADRO	219	295	483	274
TBIG	190	222	251	206
NRCA	3	5	7	5
PALM	132	79	117	8
МРМХ	59	282	-	1,118
TWU	19	-	-	61
ВНР	-	-	40	-
Deltomed	-	-	2	1
AGII				1
Total dividends	622	883	900	1,674
# of investees	6	5	6	8

### **Investment Team**





Edwin **Soeryadjaya** Founding partner

Chairman of Investment Committee. More than 40 years of experiences in investing in Indonesia.



Michael **Soeryadjaya President Director** 

Investment Committee member. Specialist in Merger and Acquisition.



Lany **Wong Finance Director** 

Investment Committee member. More than 20 years experiences in Finance.



Andi **Esfandiari Portfolio Director** 

Investment Committee member. A cross between investment professional and corporate executive.



Devin **Wirawan**Investment Director

Investment Committee Specialist in Merger and Acquisition.



# **Financial Highlight**



Consolidated Statement of Profit and Loss (IDR billions)	9M19	9M18	% variance
Net gain (Loss) on investment in equity securities	5,855	(1,152)	608%
Dividend and Interest Income	1,662	759	119%
Interest cost	(255)	(197)	29%
Operating expenses	(125)	(125)	-
Profit (Loss) before tax	7,135	(895)	897%
Income tax	(119)	(22)	441%
Profit (loss) for the period attributable to owners of the Company	7,007	(964)	827%

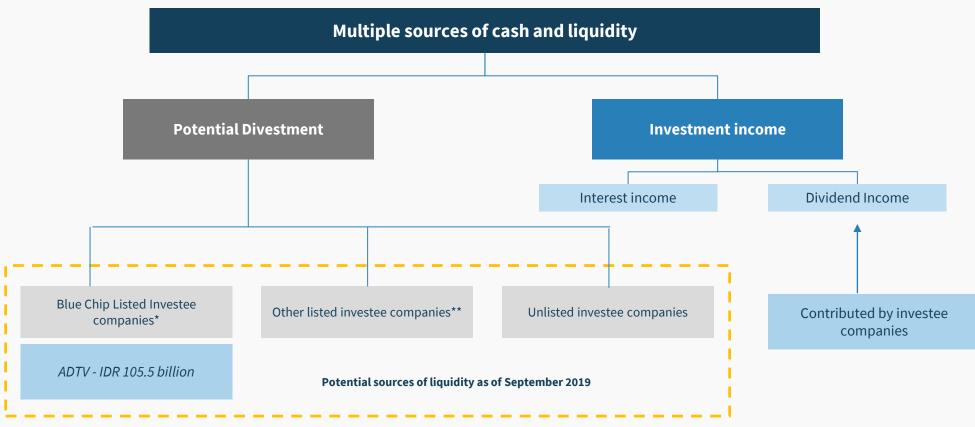
Key Balance Sheet Items (IDR billions)	9M19	FY18	% variance
Investment in equity securities	25,075	18,730	34%
Cash and cash equivalents	930	782	19%
Total assets	26,486	20,115	32%
Borrowings	3,766	3,938	(4%)
Total liabilities	4,051	4,151	(2%)
Equity attributable to owners of the Company	22,382	15,655	43%

### **Summary**

- Gain on investment in equity securities was IDR 5.8 trillion, mainly contributed by the increase of the market price of MDKA and TBIG shares.
- A record dividend amount of IDR 1.6 trillion in 9M19, led by MPMX, ADRO, TBIG and TWU.
- Profit after tax to IDR 7 trillion, which brings total assets to IDR 26 trillion and investment in equity securities to IDR 25 trillion.
- ❖ Debt level remain stable.
- \* Cash mainly increased due to dividend received from MPMX.

# **Diversified Sources of Cash and Liquidity**



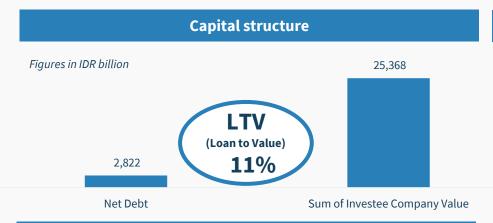


<sup>\*</sup> Consist of Adaro Energy and Tower Bersama

<sup>\*\*</sup> Consist of Provident Agro, Mitra Pinasthika Mustika, Seroja Investment Limited, Nusa Raya Cipta, Sihayo Gold, and Interra Resources, Merdeka Copper Gold and etc.

# **Strong Capital Structure**







Total Debts (gross) as of 9M 2019 stands at IDR 3.8T

### **Debt Funding sources**

Continue to diversify funding sources and manage cost effectively. Healthy leverage is a key part of the active investment operating model.

### **Current Debt Funding Structure**

- Bank Loans
  - Revolving credit facility
  - o Bilateral Loan
- Banking partners: ING, Natixis, DBS, MUFG and HSBC, SCB

# **Expense Coverage Ratios**



Cost ratio & Coverage ratio	Opex/NAV	Opex + Interest/NAV	Dividend/ Interest	Dividend/ Interest + Opex
2016	0.73%	2.19%	2.3x	1.5x
2017	0.95%	2.51%	2.5x	1.6x
2018	0.88%	2.67%	3.2x	2.1x
9M19*	0.74%	2.25%	4.92x	3.3x

### **Operating Expense (Opex)**

- Maintain low operating expense to below 1%.
- Expenses include salary, rental, professional fees, and other operating expenses.

# Thank you For further information, please contact: Investor Relations at <a href="mailto:Investor.relations@Saratoga-investama.com">Investor Relations at Investor.relations@Saratoga-investama.com</a>