

PT Pos Indonesia (Persero)

Company rating *irA*-/Stable

Rated Issues

Proposed Obligasi PT Pos Indonesia
(Persero) Tahun 2022
Amounting to IDR500 Bn

irA-

Rating Period

August 12, 2022 – August 1, 2023

“Debt securities with *irA* rating has a high level of certainty to honor its financial obligations, but it can be affected by adverse changes in business and economic conditions, relative to debt securities with a higher rating.

The minus sign (-) indicates that the rating is still higher than the rating category below, although it is closer to the lower rating than it is to the higher rating category

Rating History

Kredit Rating Indonesia assigns '*irA*-' rating to Proposed Obligasi PT Pos Indonesia (Persero) Tahun 2022

Kredit Rating Indonesia (KRI) assigns a Company Rating of '*irA*-' with 'Stable' outlook for PT Pos Indonesia (Persero) ("POST" or "the Company"). At the same time, KRI assigns '*irA*-' for POST's proposed Obligasi PT Pos Indonesia (Persero) Tahun 2022. The Company plans to use the bond proceeds for business expansion. The ratings reflect the Company's large delivery area covered, and good quality of service. However, the ratings are constrained by the declining trend of revenue from postal mail and parcel service due to the tight competition in the industry.

POST has offices located in all provinces and regencies in Indonesia. Given this, the Company has the capacity to deliver goods to every area in Indonesia. We also view that the Company has a good quality of service, as POST manages to keep its successful delivery rate at a level of more than 98% and committed delivery time of 99%. However, we see that currently, the Company is facing a strong headwind due to a large number of competitors in the industry. This has caused its revenue from the postal mail and parcel service to shrink. Going forward, the management has taken steps to increase the revenue from this service by way of establishing new mobile applications to cater to the customers' need, particularly related to pick-up and delivery of post and parcel service.

POST is an Indonesian company, fully owned by the Government. POST provides not only postal mail and package service but also financial services, property, retail, and also logistics to its customers.

POST Financial Results Highlights (Consolidated)

As of/For the year ended	June 2022 (Audited)	Dec 2021 (Audited)	Dec 2020 (Audited)	Dec 2019 (Audited)
Total Assets (IDR, Bn)	11,508.2	9,639.0	9,078.5	9,386.4
Total Adjusted Debt (IDR, Bn)	1,761.4	1,773.5	1,441.2	2,643.3
Total Adjusted Equity (IDR, Bn)	6,839.8	5,547.6	4,601.5	4,004.2
Total Sales (IDR, Bn)	2,216.6	4,418.9	5,455.5	4,971.5
EBIT (IDR, Bn)	106.0	(22.4)	30.9	(502.4)
EBIT Margin (%)	4.8	(0.5)	0.6	(10.1)
Return of Permanent Capital (%)	2.7	(0.3)	0.5	(8.1)
EBITDA/Total Adjusted Debt (x)	0.3	0.3	0.3	0.7
Adjusted Debt /Adj. Equity (x)	0.2	0.1	0.2	(0.1)
EBITDA/IFCCI (x)	1.7	0.9	1.1	(2.3)
FFO/Total Adjusted Debt (x)	33.9	43.1	39.6	9.2
USD Exchange Rate (IDR/USD)	14,848	14,054	14,104	13,901

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