



Jakarta, 30 May 2024

No: 068/SMU-DIR/V/2024

To:
PT Bursa Efek Indonesia
Gedung Bursa Efek Indonesia Tower I Lt.6
Jl. Jend. Sudirman Kav. 52-53
Jakarta 12190

Up: Director of Listing

Subject: Submission of Public Exposure Results for Fiscal Year 2023 and First Quarter 2024 for PT Superkrane Mitra Utama Tbk.

Dear Sir or Madam,

Referring to the Indonesian Stock Exchange (“IDX”) Listing Regulation Number 1-E point V Attachment to the Decision of the IDX Board of Directors Number Kep-306/BEJ/07-2014, dated July 19, 2014 concerning Obligations for Public Disclosure, we hereby submit a report on the results of the implementation *The Company's Public Expose* as follows:

1. *The Company's Public Expose* has been held on:
Day/Date : Tuesday, 28 May 2024
Time : 11:15 am Western Indonesian Time
Location : Jalan Pemadam Kebakaran No 1, RT 017/RW 01, Semper Barat, Cilincing, Jakarta Utara and Online melalui Zoom Meeting
Material : According to the material sent to BEI through the Company's letter no 057/SMU-DIR/V/2024 dated tertanggal 21 May 2024
2. The Company's management attendance:
 - a. Mr. Yafin Tandiono Tan : President Director
 - b. Mr. Eddy Gunawin : Corporate Secretary
3. List of questions and answers in the *Public Expose* : Attached
4. Some photos from the *Public Expose* : Attached
5. List of attendees of the *Public Expose* : Attached

We are glad to report that the Public Expose went well and smoothly. There were 12 (twelve) Guests or invitees who attended as can be seen in the list of attendees (attached), which consisted of 8 on-site and 4 online of which were investors and journalists. Thank you for your attention.

Best regards,
PT Superkrane Mitra Utama Tbk.

Eddy Gunawin
Corporate Secretary



PUBLIC EXPOSE QUESTIONS and ANSWERS
PT SUPERKRANE MITRA UTAMA, TBK
JAKARTA, 28 May 2024

1. Mr. Putra Jaya (Journalist – Tempo Jakarta)

- A. For equipment rental activities, what is the tonnage capacity of the crane and the rental price
- B. Is there safety training or equipment training?
- C. Where are the markets & people interested in renting?

Answer:

- A. Superkrane has crane tonnage capacity from small to largest, but often the request is for renting crane with capacity of 250 tons for infrastructure lifting work such as toll roads, etc. The rental price itself depends on the tonnage capacity used with the minimum rental hours per month being 200 hours (8 working hours/day).
- B. Safety training is of course available because lifting is a high-risk job where the safety of people & equipment is very important and affects the company's reputation. We have a dedicated HSE (Health Safety Environment) team that continues to improve work safety standards.
- C. The domestic market still dominates rental demand, from Sumatra to Papua. Two years ago we received a rental from Vietnam but for now will continue to prioritize the large number of domestic rental requests.

2. Mr. Andi (Info Nusantara 62 Journalist)

- A. Is there a dividend distribution, how much is it?
- B. Are there any changes to the Board of Directors or Board of Commissioners?

Answer:

- A. At the GMS this morning, it was announced that dividend distribution would be IDR 10,-/share
- B. At the GMS it was also decided that there would be a replacement for the Board of Commissioners, in particular our Independent Commissioners, while there were no changes to the Board of Directors.

3. Mr. Pambudi (Individual Online)

How is the current share price affected by the company's financial performance?

Answer:

If you look at the current share price, it should be quite cheap with a dividend of around $\pm 5.5\%$ per year from the current price.

4. Ms. Siti Salamah (Journalist for Info Nusantara 62)

- A. What is the total allocation of funds for CAPEX spending in 2024 to purchase fixed assets?
- B. Are there any loans in foreign currency and how much?

Answer:

- A. CAPEX in 2024 will be around Ro 150-200 billion, depending on market demand.
- B. There are foreign currency loans, in the form of Japan Yen (JPY) and Euros for the purchase of cranes, the amounts can be seen in the financial report on the Indonesian Stock Exchange.



5. Mr. Luther (Bhayangkara Media Journalist)

Please explain the strategy for expanding crane rental.

Answer:

The expansion strategy mainly focuses domestically, especially in IKN and throughout Indonesia. Meanwhile, expansion to overseas projects will not continue.

6. Mr. Herlambang (Individual Online)

A. Can you help explain the heavy equipment rental contracts in 2024?

B. And what is the target for 2024 that we are optimistic about achieving?

Answer:

A. Contracts until the end of March 2024 amount to IDR 300 billion and those already held in hand are also IDR 300 billion.

B. The revenue target in 2024 is IDR 900 billion to IDR 1.1 trillion.

7. Mr. Putra Jaya (Journalist – Tempo Jakarta)

What is the Company's motto in facing business competition?

Answer:

Our company has a vision to provide "ONE STOP SOLUTION" service to our clients.

8. Ms. Mariana (Individual Online)

Why do SKRN shares continue to fall by $\pm 35\%$, even though net profit continues to rise? What's wrong?

Answer:

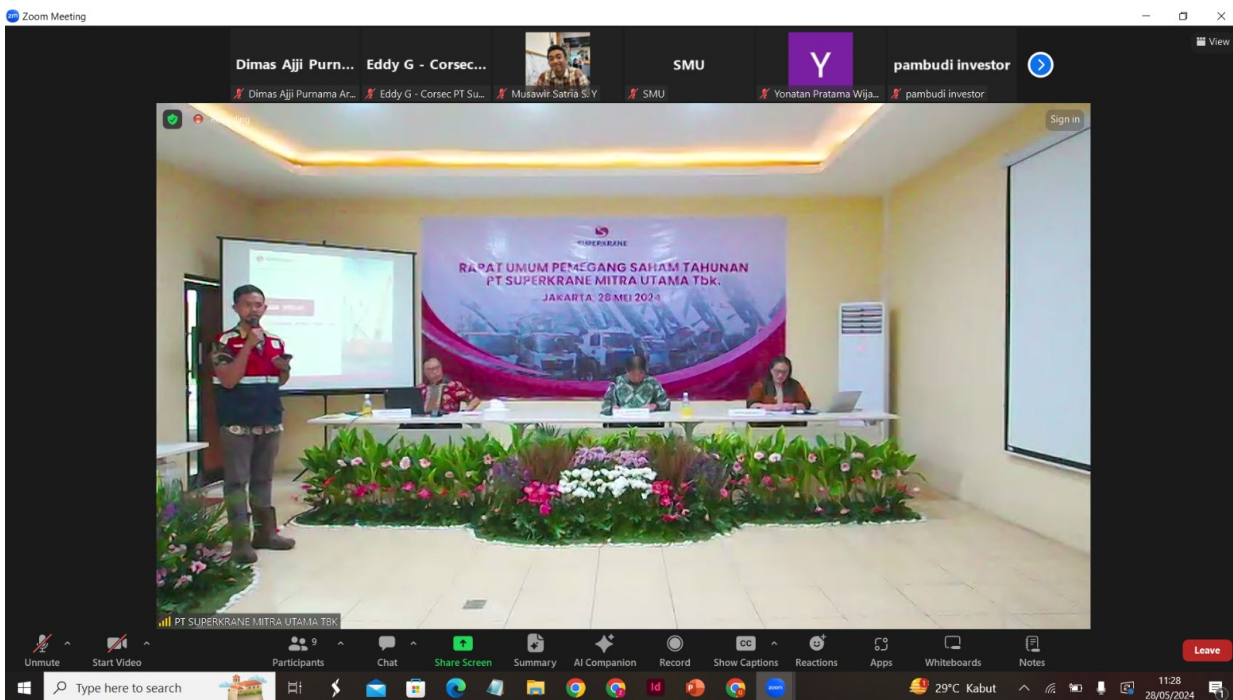
Currently, it is not only SKRN shares that is experiencing a decline but this is also happening to the shares of other large companies. Hopefully, the GMS and distribution of dividends can help increase the value of SKRN shares.



A few pictures from the event of *Public Expose* on 28 May 2024



Setting of Public Expose on site



Screen shot of Online Zoom Meeting – during safety induction



Screen shot of Slide presentation of Zoom Meeting



Question and Answer sessions – question from one on-site participant



On-Site Attendance Record



**DAFTAR HADIR
PUBLIC EXPOSE (PAPARAN PUBLIK)**

28 Mei 2024

Kantor PT Superkrane Mitra Utama, Pool #3

No	Nama	Nama Institusi / Media	Email & HP	Paraf
1	Agus B	PETA J&R	0852185871704	AB
2	ZHA PURA	JURNALSEMBIKAN.ID	081289091260	ZP
3	WITHER P	MEANT BANYANSHAWA	081213050755	WP
4	SUCAIMAN	ROBONENW.COM	08995336183701	SP
5	Audi	Intra G. Com	082249268947	AL
6	Siti Soland	Jurnal Nusantara G	081293044453	SL
7	Dessi Natalia T	RCM.COM	081376395519	DT
8	Triwahyudi	Peta Jurnalis	081315394448	TP

Online Attendance Record:

1. Pambudi investor
2. Herlambang Bagus Budi Wibawa – Individu
3. Jhon Patria Individu
4. Mariana-individu



Chatbox Notes from Online Zoom Meeting:

00:24:01 Eddy G / PT Superkrane Mitra Utama Tbk: Wait, there are system problems

00:24:33 Herlambang: Ready

00:24:37 Musawir Satria S. Y: Good Afternoon Ladies and Gentlemen Please introduce yourself Name:
Institution: Thank you

00:25:32 Eddy G / PT Superkrane Mitra Utama Tbk: Pak Yonatan and Herlambang can write from which
institution or if it is an individual, please write too

00:26:13 Herlambang: Name : Herlambang Institution : Individual

00:27:10 Eddy G - Corsec PT Superkrane Mitra Utama Tbk.: Thank you Mr Herlambang.

00:27:21 Eddy G - Corsec PT Superkrane Mitra Utama Tbk.: Mr Yonatan do you need assistance?

00:27:32 Jhon Patria: Name: Jhon Patria

00:27:51 Jhon Patria: Institution: Individual

00:28:41 Dimas Ajji Purnama Ardi_Compliance Superkrane: Dear ladies and gentlemen attending the
zoom room are requested to change their username using the format: Full Name-Institution. For
individuals, you can change the username to the format: Full Name-Individual. Thank You

00:33:12 Musawir Satria S. Y: Welcome Ms. / Mr. Mariana Please state the Name and
Institution/Institution

00:33:24 pambudi investor: Pambudi - Individual How is the current share price affected by financial
performance?

00:35:04 Dimas Ajji Purnama Ardi_Compliance Superkrane: Welcome, respected ladies and gentlemen.
Ladies and gentlemen who attend the zoom room are requested to change their username using the
format: Full Name-Institution. For individuals, you can change the username to the format: Full Name-
Individual. Thank You

00:41:37 Herlambang - individual: Ladies and gentlemen other attendees, can you hear the audio?

00:42:12 Musawir Satria S. Y: We use the zoom link, the sound is working

00:42:22 Musawir Satria S. Y: Are there any problems with Mr Herlambang?

00:44:33 Musawir Satria S. Y: Welcome, ladies and gentlemen. Ladies and gentlemen who attend the
zoom room are requested to change their username using the format: Full Name-Institution. For
individuals, you can change the username to the format: Full Name-Individual. Thank You

00:55:06 Dimas Ajji Purnama Ardi_Compliance Superkrane: Dear Ladies and Gentlemen, If there is
anything you want to ask, please state the question in the following format: Name of
institution/institution (Question Contents) Thank you for your attention 🙏



00:56:47 Mariana-individual: Afternoon Mr Director, why do shares continue to fall +- 35%, while net profit increases? What's wrong?

01:03:47 Herlambang Bagus Budi Wibawa - Individual: Can you help explain the heavy equipment rental contracts in 2024?

01:05:43 Herlambang Bagus Budi Wibawa - Individual: And what is the target for 2024, are you optimistic that you will achieve the specified target?

01:14:39 Jhon Patria Individual: Thank you

This concludes the attachment of Question and Answers and Photo and List of Attendance during Public Expose.