



Jakarta, December 8<sup>th</sup> 2025

No: 143/SMU-DIR/XII/2025

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 2024 and Third Quarter 2025 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 : Friday, December 5<sup>th</sup>, 2025
  - Time : 02.00 p.m Western Indonesian Time
  - Location : Online - Zoom Meeting
  - Material : According to the material sent to BEI through the Company's letter no 142/SMU-DIR/XII/2025 dated December 2<sup>nd</sup>, 2025.
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) attendees who attended as can be seen in the list of attendees (attached), which consisted of 6 (six) of which were investors and journalists and 6 (six) members of Superkrane. Thank you for your attention.

Best regards,  
PT Superkrane Mitra Utama Tbk.

Eddy Gunawin  
Corporate Secretary



## **Q&A Session – Annual Public Expose**

### **PT Superkrane Mitra Utama Tbk**

### **December 5<sup>th</sup> , 2025**

#### **1. Daniel – Public Investor**

**Q: How aggressive is the revenue contribution target from the renewable energy sector in 2026? Does this step signal that SKRN is implementing a long-term hedging strategy to reduce dependency on the volatile mining commodity price cycle, and has any actual contract been secured for this new sector?**

A: Looking ahead, SKRN has indeed planned for green energy initiatives. One of the plans includes installing a wind farm in the Sunda Strait area. While the investor commitment has not yet materialized, we have started preparing for the future so that when the project begins, we are ready. Preparations include ensuring we have vessels equipped with cranes capable of installing wind farms, as previously mentioned.

**Q: Considering the scarcity of internationally certified crane operators for capacities of 500 tons and above, which is quite challenging, what is the retention strategy to prevent current operators from being poached by competitors and to ensure this does not become a major obstacle to achieving company targets?**

A: We have consistently invested in human resources year after year, which is a long-term process. Our operators must first operate our equipment with guaranteed safety standards. Second, to ensure continuity, we have implemented training programs within the company to maintain regeneration. Regarding preventing competitors from poaching, it is indeed a unique challenge since all employees have the freedom to work anywhere. However, we are fortunate that Superkrane is a leader in the lifting industry and, as a publicly listed company, offers prestige to both customers and employees. This intangible value helps us retain operators. Additionally, we maintain our leadership position by continuously investing in equipment and conducting comprehensive training programs for all employees.

#### **2. Mahendra – Public**

**Q: Will the Company add more fleet next year to support upcoming strategic projects?**

A: Superkrane adds lifting equipment (cranes) every year. We assess annual requirements, as tonnage needs vary. For example, this year we added two large cranes, including a 1,250-ton crane previously unavailable in our fleet. Therefore, we consistently add cranes annually, typically deciding at the beginning of the year.

**Q: With 35 active projects spread across 16 provinces, how does the Company maintain and control operational quality across these locations?**

A: For large-scale projects, we usually assign a dedicated supervisor to coordinate with customers and the head office to ensure service quality. We also have branch offices in Kalimantan and Sumatra to support projects outside Java. Additionally, our lifting operations team is available 24/7 for any urgent needs. Logistics for spare parts and other requirements are managed through long-standing partnerships with logistics companies, ensuring smooth operations.

#### **3. Joseph – Investor**

**Q: Are there any fundamental factors that the Company believes are not reflected in the current share price?**

A: Fundamentally, we focus on maintaining ongoing projects and securing new ones to support revenue and profitability. This automatically strengthens SKRN's sustainable fundamentals. We believe the current share price already reflects the Company's fundamental factors.



#### 4. Johan Fanggara – Investor

**Q: Does SKRN's share price growth heavily depend on the progress of CBRE and Hilong projects? Is there an alternative strategy if these projects face delays in 2026?**

A: The impact of CBRE on Superkrane should not be as significant as some may fear. Superkrane has recurring work that has been consistent year after year, including this year. For 2026, plans are already in place. If the wind farm project does not materialize in 2026, the impact on Superkrane will likely be minimal. However, if the project proceeds in late 2026 or 2027, then it may influence Superkrane's share price.

#### 5. Dhani – Tuntun Sekuritas

**Q: What is the competitive landscape for cranes in Indonesia? What is your view on heavy equipment that tends to be cheaper from Chinese suppliers who sell directly to customers?**

A: Regarding cranes from China, Superkrane already has cranes from China with their respective allocations. Customers who prefer to purchase their own cranes usually represent a smaller segment compared to those who rent from Superkrane. While buying cranes from China may seem cost-effective, maintenance and operations are not as simple as expected. Therefore, most customers still prefer renting, especially for large cranes, due to high maintenance costs and operational complexity.

**Q: Are work contracts generally long-term or short-term? And are these contracts awarded through tenders?**

A: Work contracts are generally medium-term, not too long nor too short. Customers typically rent for 6–9 months, sometimes up to a year, with possible extensions depending on the project. We also have long-term contracts with BP and Freeport, particularly in eastern Indonesia. Contracts can be awarded through tenders or direct agreements, as our reputation in the lifting industry is quite well known, whether the project manager who may have moved to a new company or joint venture but remember our good service, they tend to contact our marketing team directly to rent crane.

**Q: What are the key criteria for players when choosing a crane?**

A: One key criterion is the tonnage requirement. For smaller, frequently used equipment, owners may prefer to buy. However, for large-tonnage cranes, which require significant investment and are used less frequently, renting is more practical. Maintenance and operational support are also critical factors. Owning large cranes requires trained operators and a mechanical support team to avoid costly downtime during breakdowns.



**Photos from the event of Public Expose on December 5<sup>th</sup> 2025**



**Agenda 2**

Ringkasan Data Keuangan Q3 Tahun 2025  
(berakhir 30 September 2025)



**Strategi Perseroan**

1. Memperkuat Posisi Pasar SKRN melalui Penambahan dan Pembaruan Peralatan
2. Pengembangan Strategi Keberlanjutan serta peningkatan standar keselamatan operasional
3. Ekspansi Layanan dalam sektor pengangkatan dan konstruksi berat untuk menjangkau lebih banyak proyek strategis
4. Optimalisasi Efisiensi Operasional melalui perbaikan logistik, perawatan peralatan, hingga penerapan tata kelola perusahaan yang baik
5. Peningkatan Kompetensi Sumber Daya Manusia guna memberikan layanan berkualitas dan nilai tambah bagi pelanggan





## List of Attendees

The screenshot shows a Zoom meeting interface. The main window displays a presentation slide titled "Agenda 4" with the subtitle "Tanya Jawab". The slide features a background image of a construction site with cranes and a large crane in the foreground. The Zoom toolbar at the top shows the meeting title "PT SUPERKRANE MITRA UTAMA Tbk." and the current time "00:33:37". The participants list on the right side of the screen includes:

- Operator (Me)
- PT SUPERKRANE MITRA UTAMA TBK (Host)
- irine (Moderator) (Co-host)
- Operator 02 (Co-host)
- Yafin - Direktur Utama - Presenter (Co-host)
- chesa saputra
- Daniel
- Dhany
- Eddy G - Corporate Secretary SKRN
- Johan Fanggara
- Joseph - Investor
- Mahendra - Publik

The chat window at the bottom shows a message from "Everyone" with the text: "Terima kasih atas perhatian dan kerja samanya."