

TERM SHEET



SUPERKRANE

PT SUPERKRANE MITRA UTAMA TBK.

**INITIAL PUBLIC OFFERING OF UP TO 300.000.000
(THREE HUNDRED MILLION) NEW SHARES**

**DETAILED INFORMATION RELATED TO THE PUBLIC OFFERING
CONTAINED IN THE PROSPECTUS**

Issuer

PT Superkrane Mitra Utama Tbk. ("Perseroan")

Business

PT Superkrane Mitra Utama was established in March 27, 1996. The company focus on heavy equipment rental business. In line with business growth, the Company expanded its business coverage to heavy lifting & maintenance services related to rigging and erection activities to support construction projects, maintenance operations in mining, oil and gas (MIGAS) projects, infrastructure and manufacturing.

The main business activities of the Company are:

- a. Heavy equipment Rental, the rental service system applied by the Company referred as wet lease which is a heavy equipment rental based on the type and capacity needed by the customers that also include the operator responsible for operating the equipment.

Types of fleets that can be leased from the company are: Mobile Crane, Manlift, Scissor Lift, Forklift, and other supporting equipment such as Multi Axle, Telehandler and other heavy equipment. These tools are widely used to support construction projects for construction of plants, toll roads and others.

Based on its capacity, the crane category owned by the Company can be classified as follows:

- Basic Lifting Crane with a Capacity \leq 100 Tons
- Heavy Lifting Crane with a Capacity of 101 – 199 tons
- Critical Lifting Cranes with capacity \geq 200 tons.

Numbers of Fleets that the company has:

	Crane			Non-Crane		
	<100 Ton	100-199 Ton	200-750 Ton	Scissor lifts, Man Lifts	Telehandlers, Forklifts, Excavators, Reachstacker	Truck, Multi-axle
# of Fleets	90	31	28	85	14	19

- b. Heavy Lifting and maintenance, an integrated service that provides services ranging from planning, analysis and project calculation, usage of heavy duty equipment and work realization until installment is completed in the pre-determined location.

	c. Construction Services for work related to lifting using heavy equipment from the company such as construction of plant building, including other construction services.
Offering Shares	Up to 300,000,000 primary shares with par value IDR 100 each, or up to 20% of enlarged share capital post-listing
Employee Stock Allocation (ESA)	Up to 30,000,000 primary shares or up to 10% of the total shares offered
Listing Venue	Indonesia Stock Exchange ("IDX")
Price Range	IDR 900 – Rp1,260 per share
Implied Range EV/EBITDA 2019F	4.66x – 5.98x
Offer Size	IDR 270 billion – 390 billion
Market Cap Post-IPO	IDR 1,350 billion – 1,890 billion
Type of Offering	Indonesia Public Offering
Use of Proceed	<ul style="list-style-type: none"> • Approximately 50% for down payment purchase of new cranes • Approximately 25% for debt repayment • Approximately 25% for working capital
Dividend Policy	Up to 30% of net profits from 2018 onwards
Lead Underwriter	UOB Kay Hian Sekuritas
Indicative Timetable	<p>Bookbuilding open: Wed, 15 August 2018</p> <p>Bookbuilding close: Thu, 30 August 2018 at [3pm JKT time]</p> <p>Pricing date: Fri, 31 August 2018</p> <p>Retail offering period: Wed, 18 September – Fri, 21 September 2018</p> <p>Distribution date: Thu, 27 September 2018</p> <p>Listing date: Fri, 28 September 2018</p>