

# **COMPANY MEDIA VISIT**

Performance 3Q 2022

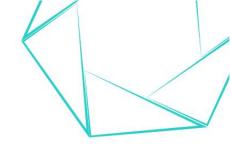
Jakarta, December 2022

## **PT RMK Energy Tbk**

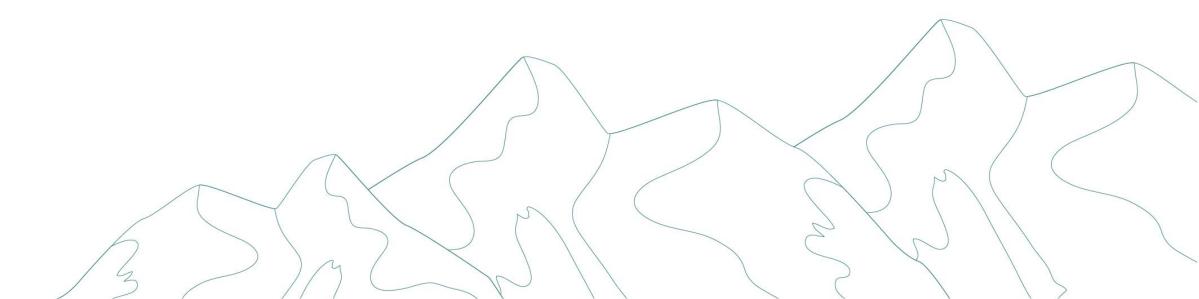
#### DISCLAIMER

This presentation material was prepared by PT RMK Energy Tbk. ("RMKE"/"Company") and has not been independently verified. No representation or warranty, express or implied, is made and no reliance is made on the accuracy or completeness of the information presented or contained in this presentation material. The Company and its affiliated companies, and or representatives of the Company are not responsible for any losses arising from the information presented or contained in this presentation material. The Company are not responsible for any losses arising from the information presented or contained in these presentation materials is subject to change without notice and its accuracy is not guaranteed. This presentation material contains statements which are forward-looking statements. These statements include a description of the Company's hopes and expectations in relation to the consolidated results of operations, the Company's future performance, and the potential assets to be acquired by the Company, except for historical matters. In this presentation material, there are words such as "plan", "will", "estimate", "project", "intend", or words with similar meaning. Such forward-looking statements do not guarantee future performance and involve risks and uncertainties, and differ from actual results. The Company has no obligation and does not revise any forward-looking statements to reflect future events/conditions.

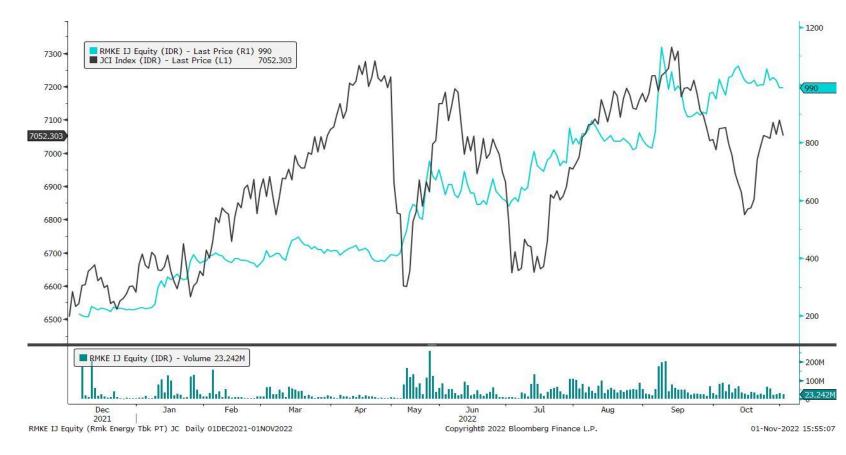
This presentation material is made for informational purposes only and does not constitute or form part of any solicitation, offer or invitation to purchase or subscribe to any securities of the Company in any jurisdiction or form the basis, commitments and contracts of any kind, or any investment decision. Any decision to purchase the Company's securities must be made by seeking appropriate professional advice.



## CHAPTER 1 COMPANY PROFILE



#### **SHARE PERFORMANCE**



#### SHARES OWNERSHIP

Investor	%
RMK Investama	76.80
RMKE Management	3.20
Local Institution	3.25
Foreign Institution	1.33
Local Retail	14.94
Foreign Retail	0.48
Total	100.00

#### **FREE FLOAT**

Investor	%
Local Institution	16.25
Foreign Institution	6.66
Local Retail	74.70
Foreign Retail	2.39
Total	100.00

FTSE Global Equity Index Series Asia Pacific (Ex Japan & China) in Micro & Total Cap

### **WHY INVEST in RMKE?**



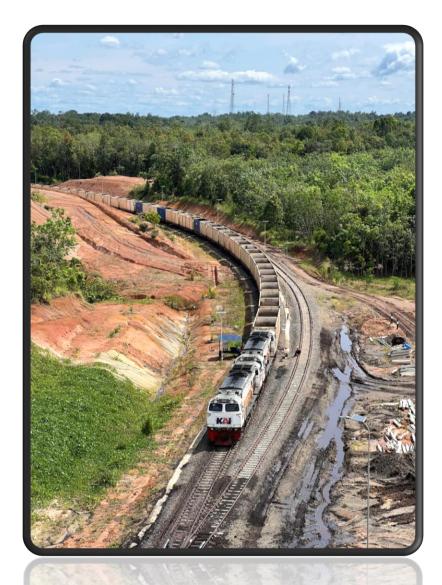
- 1. Located in a strategic area and the pioneer in South Sumatera
- 2. The only private coal logistic providers integrated with train in South Sumatra
- 3. Providing efficient and effective coal service solutions
- 4. ~20% CAGR from service logistic volume\*
- 5. ~19% CAGR from service logistic revenue\*

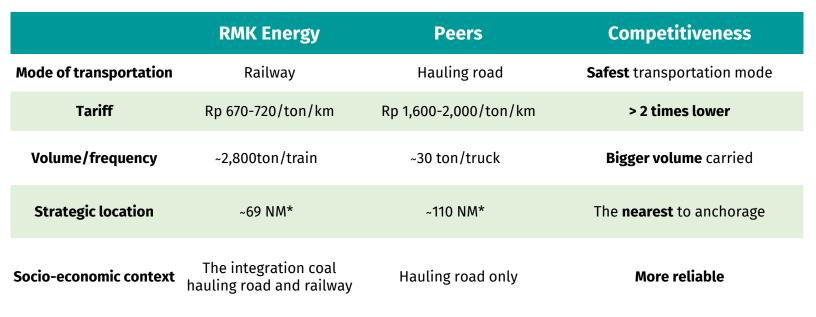
6. Gross profit margin 28.65% from service logistic\*\*

- 7. DER 0.26 time\*\*
- 8. Railway is the safest mode of land transportation
- 9. Professional and experienced management team
- 10. The implementation of GCG in all business lines

\* CAGR 2019-2021 \*\* Base on Sept 2022 Performance

#### **RMK ENERGY AMONG THE PEERS**





\*Nautical Mile

#### **VISION & MISSION**



#### **VISION:**

To Be A Leading Coal Logistic Providers In South Sumatera And Indonesia.



PT RMK Energy established in June 2009. Supported by over 15 years of experience, the Company's Management has built a solid reputation as a reliable provider of coal logistic services for coal companies across all size in South Sumatra. To date the Company is the largest coal-logistic provider in South Sumatra. Leveraging the infrastructure in place, the Company also undertakes coal-trading business to further increase its revenue and improve its bottom line.

#### MISSION

#### 1. Provide Exceptional Services to Its Partners

The Company that prides itself in its commitment to provide excellent services to its partners, the Company understands the importance of timeliness. Especially in the coal industry, on time delivery is crucial in ensuring the availability of coal in the designated location and at the appointed time.

#### 2. Conduct Business in Accordance to Sustainable Business Practices

The Company understands the importance of sustainable business practices to ensure the longevity of its business. This will lead to dematerialization of resources, which directly translates into numerous cost saving opportunities.

#### 3. Continually Engage in Ways for Improvements

Finding new ways to improve the Company's activities serve as main drivers of growth and innovation. By leveraging on the key areas where the Company has excelled throughout and improving on the areas that can be developed further, RMK Energy would be able to provide solutions to a lot of logistical challenges that coal miners are facing.

#### **MANAGEMENT TEAM**

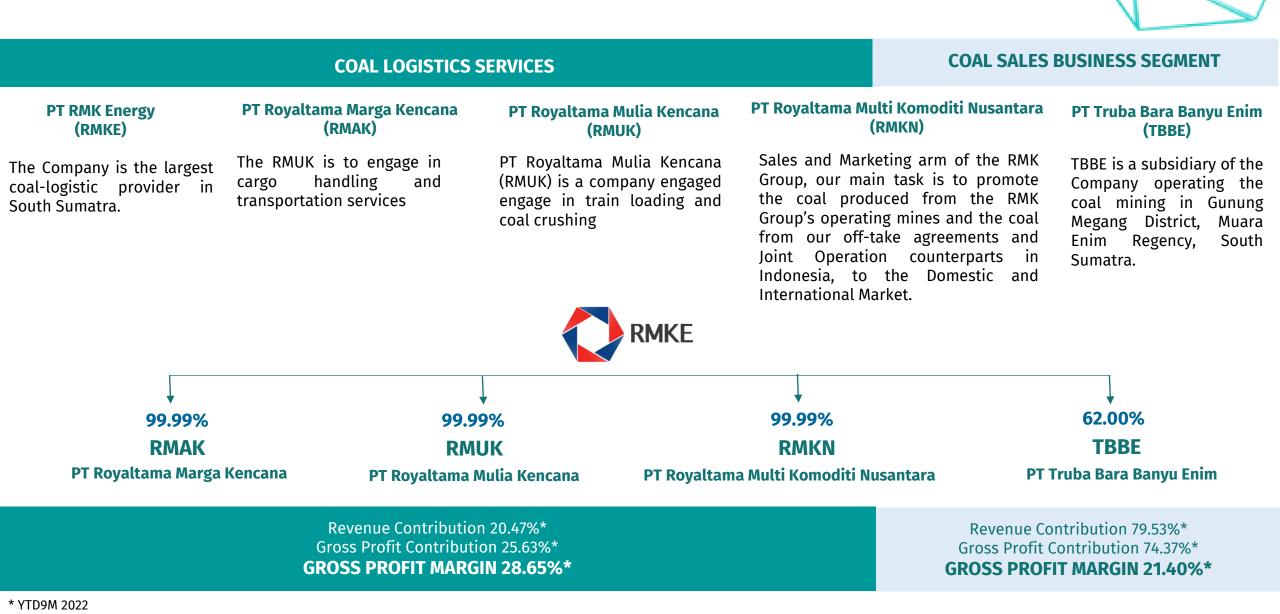
**BOARD OF DIRECTORS** 



**TONY SAPUTRA** President Director

VINCENT SAPUTRA Finance Director **WILLIAM SAPUTRA** Operational Director

#### **LINE OF BUSINESS**



#### **BUSINESS PROCESS**

#### Carrying coal from in-house and third parties mining

#### Coal logistic by train

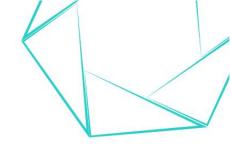
#### Kramasan Port with 3 lines barge loading conveyors



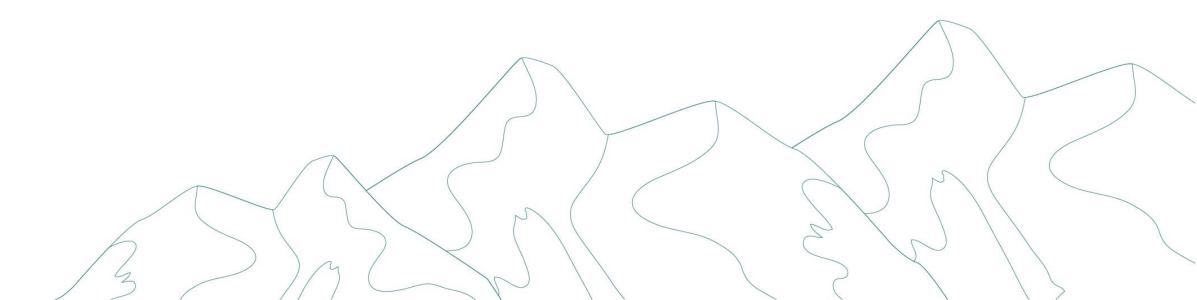
Gunung Megang Loading Station with Train Loading System (TLS) Simpang Unloading Station with 5 Tracks Container Yard and Gantry Crane

#### **OUR STRATEGIC LOCATION & STRONG OPERATIONS**





## CHAPTER 2 STRATEGY & TARGET



#### **CORPORATE STRATEGY**

STRATEGY	TARGET	PROGRESS
Improving Service & Capacity	<ul> <li>Become a coal port that can ship at least 25 million ton per year</li> <li>Develop unloading station with at least 17 million ton capacity per year</li> <li>Build upstream coal loading station close to coal mining site to boost the amount of coal loaded</li> <li>Develop supporting service business for coal industry such as hauling, mining contractor and other supporting services</li> <li>Acquire and integrate business groups in the energy sector</li> <li>Maximize potential asset</li> </ul>	<ul> <li>Gunung Megang loading station in Muara Enim has been operating in February 2022. (completed)</li> <li>Container Yard (CY) 3B has been officially operated In June 2022 (completed)</li> <li>Roads construction in potential mining area to provide hauling services to the Gunung Megang loading station (on progress)</li> </ul>

#### **MEDIUM TERM PLANNING**

INDICATOR	2022	2023	GOING FORWARD
OPERATIONAL PERFORMANCE	Coal volume (MT: million ton) Service ~8.0 MT Trading ~2.2 MT	Coal volume (MT: million ton) Service ~10.8 MT Trading ~3.0 MT	Coal volume (MT: million ton) Service ~20.0 MT* Trading ~5.0 MT* *End of 2026
FINANCIAL PERFORMANCE	Top line ~IDR2.5 T (75% Trading ; 25% Service) Bottom line ~IDR375.4 B (40% Trading ; 60% Service) Net margin ~20.0% DER 0.28 time	Top line ~IDR3.2 T (75% Trading ; 25% Service) Bottom line ~IDR558.6 B (60% Trading ; 40% Service) Net margin ~23.0% DER 0.08 time	Top line ~IDR6.3 T* (60% Trading ; 40% Service) Bottom line ~IDR1.3 T* (50% Trading ; 50% Service) Net margin ~27.5% *End of 2026
CAPEX INVESTMENT	Capex ~IDR174 B Investment 1. Simpang Station 2. Container Yard (CY3) 3. Gunung Megang station	<b>Capex ~IDR350 B</b> Investment 1. Hauling road 30 Km 2. Hauling road 40 Km	Capex ~IDR1 T** Investment Hauling road 155Km **2024-2026

### **ON TRACK TO MEET OUR TARGET**

(currency in billion IDR, except stated otherwise)

FINANCIAL INDICATOR	2021*	2022**	9M 2022(	Chg (%)***	Realization 9M 2022 (%)
Operating Revenue	1,864.54	2,476.56	1,904.96	32.82	76.92
Gross Profit	327.18	543.85	435.90	66.23	80.15
Net Profit	198.14	375.38	296.37	89.45	78.95
Equity	802.71	1121.75	1,099.08	39.75	97.98

OPERATIONAL INDICATOR	2021*	2022**	9M 2022	Chg (%)	Realization 9M 2022 (%)
Coal Sales (million ton)	1.64	2.26	1.62	37.86	71.78
Services (million ton)	5.96	7.82	5.46	31.10	69.80

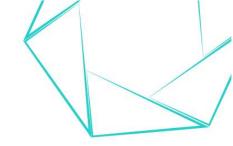
\* Actual 2021

\*\* Target 2022 \*\*\* Target 2022 vs actual 2021

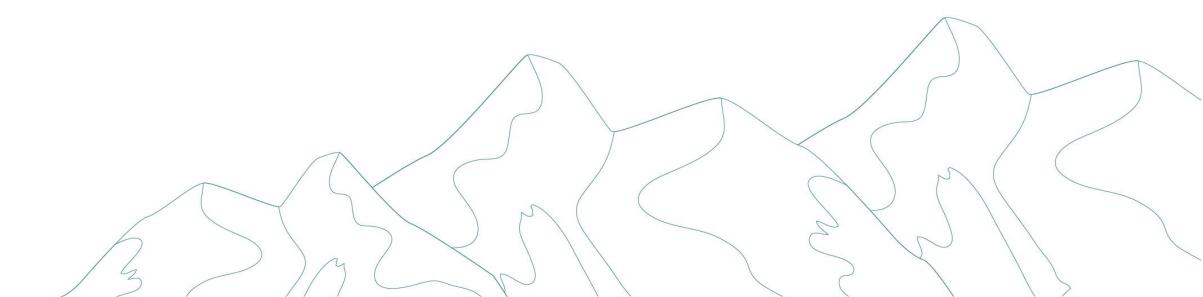


### YTD 9M 2022 PERFORMANCE HIGHLIGHT

SUSTAINABLE PROFITABILITY	SOLID BALANCE SHEET	IMPROVING CASH FLOW	STRONG OPERATIONS
<b>Operating revenue</b> increased by <b>+121.66%YoY</b> to be <b>IDR1.90T</b>	<b>Equity</b> increased by + <b>36.92%</b> <b>YoY</b> to be <b>IDR1.10T</b>	Maintaining investment and financing activities <ul> <li>Cash flow from investing</li> </ul>	Coal sales and services volume boosted financial performance.
<b>Revenue segment</b> Coal sales <b>79.53%</b> Coal services <b>20.47%</b>	Financial debt decreased by -32.59% YoY to be IDR289.06B	<ul> <li>Cash flow from financing decreased -162.66% YoY</li> </ul>	Coal sales volume increased by <b>+38.36% YoY</b> to be 1.62 million ton of coal.
<b>Gross profit</b> increased by + <b>126.67% YoY</b> to be <b>IDR435.90B</b>	<b>Financial ratio met</b> the minimum requirements of credit covenants		Coal services volume increased by <b>+21.08% YoY</b> to be 5.46 millon ton of coal
<b>Gross profit margin</b> Coal sales <b>21.40%</b> Coal services <b>28.65%</b>	EBITDA ratio <b>28.43 time</b> DER <b>0.26 time</b> Current ratio <b>2.30 time</b>		Newcastle coal price increased by <b>+138.67% YoY</b> in Sept 2022
<b>Net income</b> increased by + <b>153.62% YoY</b> to be <b>IDR296.37B</b>			



## CHAPTER 3 OPERATIONAL PERFORMANCE



#### **COAL CARRIED REACHES 5.46 M TON, INCREASING 21.08% YoY**



in million ton

RMK Energy carried **2.32 million** ton of coal in 3Q22, or significantly jumped by **44.54% YoY**.

For the nine-month period of 2022, RMK Energy carried **5.46 million** ton of coal or rose by **21.08% YoY** and reached **69.80%** of this year target.

\*CAGR 2019-2021

#### **COAL SALES REACHES 1.62 MILLION TON, INCREASING 38.36% YOY**



in million ton

For the nine-month period of 2022, coal sales reached **1.62 million** ton of coal or rose by **38.36% YoY** and reached **71.78%** of this year target.

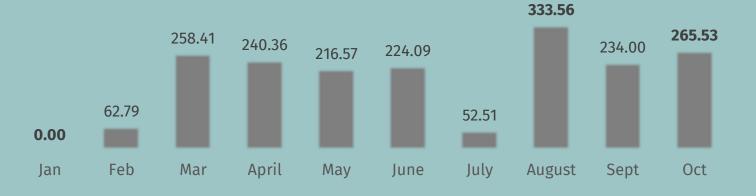
### **MONTHLY COAL SERVICES & SALES VOLUME**



RMK Energy carried **725.58K** ton of coal in October 2022, or significantly jumped by **57.84% YoY**.

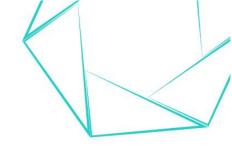
For the ten-month period of 2022, RMK Energy carried **6.19 million** ton of coal or rose by **24.51% YoY** and reached **79.14%** of this year target.

Coal Sales

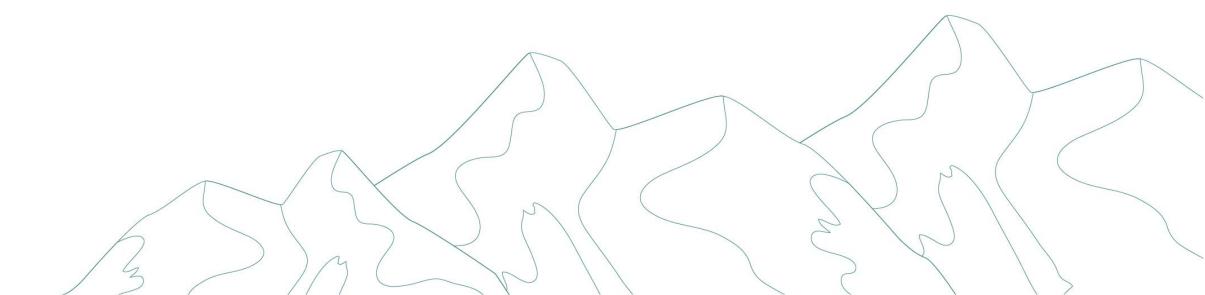


RMK Energy sold **265.53K** ton of coal in October 2022, or significantly jumped by **255.84% YoY**.

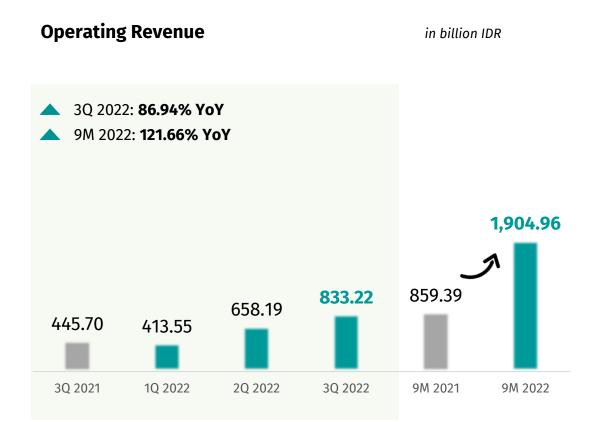
For the ten-month period of 2022, coal sales reached **1.89 million** ton of coal or rose by **51.38% YOY** and reached **83.41%** of this year target.



## **CHAPTER 4 FINANCIAL PERFORMANCE**

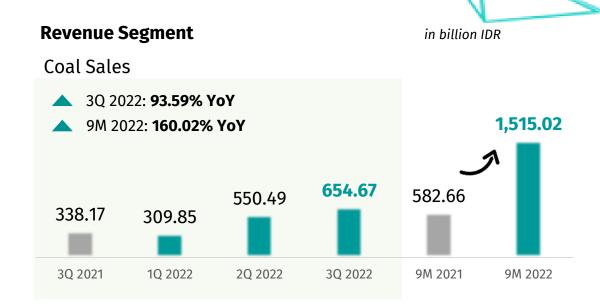


### **TOP LINE STANDS AT IDR1.90 T, JUMPING BY 121.66% YoY**



#### Operating revenue contribution YTD9M 2022

- Coal sales 79.53%
- Coal services 20.47%



#### Coal Services

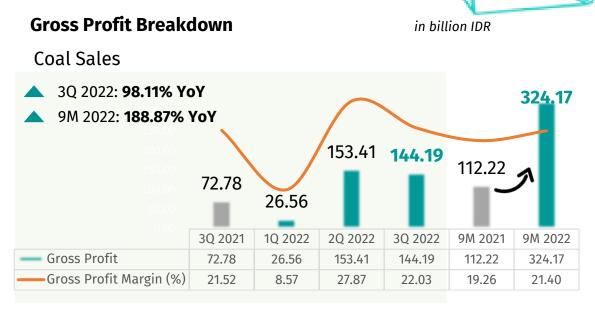


### BOOKING GROSS PROFIT AT IDR435.90 B, INCREASING BY 126.67% YoY



Gross profit contribution YTD9M 2022

- Coal sales 74.37%
- Coal services 25.63%

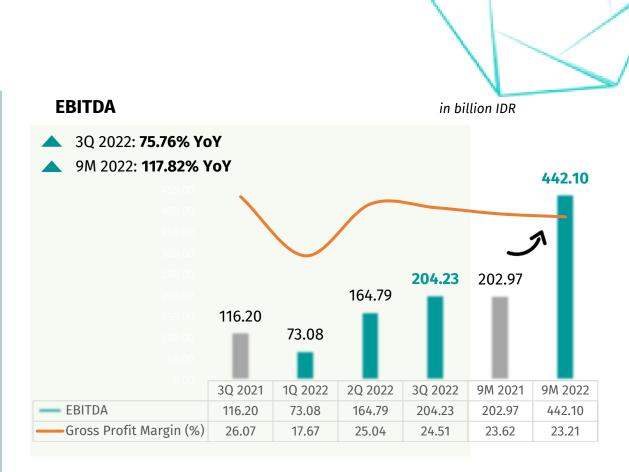




### **NET PROFIT & EBITDA STAY HIGH**



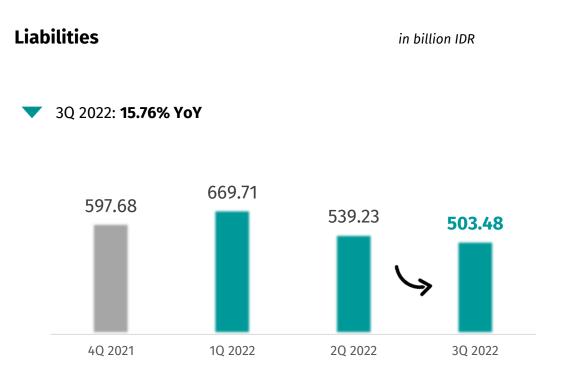
Sustainable growth over the quarters by booking net profit IDR296.37 B or increased by 153.62% YoY.



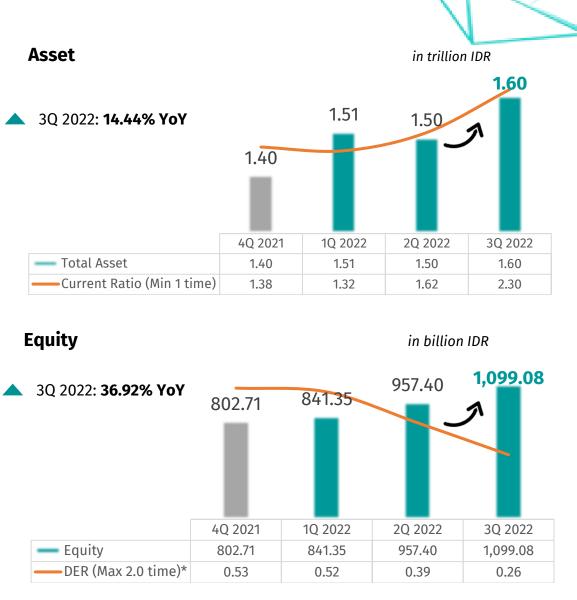
COVENANT CREDIT	3Q 2021	1Q 2022	2Q 2022	<b>3Q 2022</b>	9M 2021	9M 2022
EBITDA Ratio (≥ 1.0 time)*	16.59	8.14	26.18	28.43	10.46	19.68

Regarding to credit covenant, Company manages its financial ratio above minimum requirement for YTD September 2022.

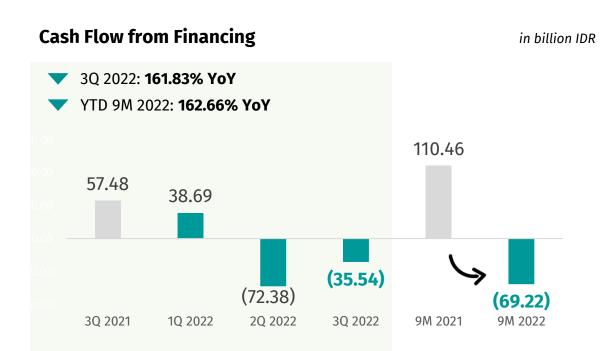
#### **SOLID BALANCE SHEET**



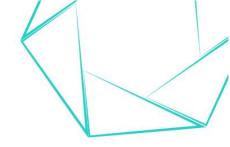
Regarding to credit covenant, RMKE manages its financial ratio above minimum requirement for YTD September 2022.



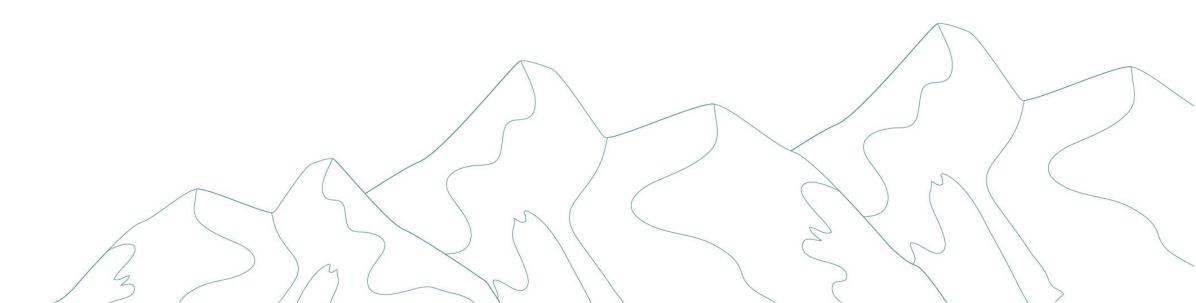
### **CASH FLOW REMAINS HEALTHY**



#### **Cash Flow from Investing** in billion IDR 3Q 2022: 96.23% YoY YTD 9M 2022: 82.91% YoY (2.52) (7.55) (18.31) (28.38) (66.82)Л (166.04)3Q 2021 1Q 2022 2Q 2022 3Q 2022 9M 2021 9M 2022 **Cash Flow from Operating** in billion IDR 3Q 2022: 69.60% YoY YTD 9M 2022: 39.73% YoY 114.21 108.89 98.19 65.63 29.86 (78.44) 10 2022 3Q 2021 2Q 2022 3Q 2022 9M 2021 9M 2022



## **CHAPTER 5 APPENDIX**



### **CONSOLIDATED OPERATIONAL PERFORMANCE**

(in metric ton unit, except stated otherwise)

INDICATOR	3Q 2021	1Q 2022	2Q 2022	3Q 2022	Chg (%)	9M 2021	9M 2022	Chg (%)
OPERATIONAL								
Coal sales	681,619.85	321,204.76	681,022.74	620,072.09	(9.03)	1,172,500.55	1,622,299.59	<b>38.36</b>
Coal services	1,601,852.31	1,450,527.28	1,692,727.40	2,315,261.33	44.54	4,508,235.60	5,458,516.01	<b>21.08</b>
Total	2,283,472.17	1,771,732.04	2,373,750.14	2,935,333.42	<b>28.55</b>	5,680,736.14	7,080,815.60	<b>4</b> 24.65
OPERATIONAL SEGMENT								
Coal sales	29.85	18.13	28.69	21.12		20.64	22.91	
Coal services	70.15	81.87	71.31	78.88		79.36	77.09	
Total	100.00	100.00	100.00	100.00		100.00	100.00	

### **CONSOLIDATED STATEMENTS OF PROFIT (LOSS)**

(currency in billion IDR, except stated otherwise)

						(currency in bittion ibit, except		, stated otherwis
INDICATOR	3Q 2021	1Q 2022	2Q 2022	3Q 2022	Chg (%)	9M 2021	9M 2022	Chg (%)
REVENUES								
Coal sales	338.17	309.85	550.49	654.67	93.59	582.66	1,515.02	160.02
Coal Services	107.53	103.69	107.70	178.54	66.04	276.73	389.94	40.91
Total Operating Revenues	445.70	413.55	658.19	833.22	▲ 86.94	859.39	1,904.96 🖌	121.66
EXPENSES								
COGS coal sales	(265.39)	(283.29)	(397.08)	(510.48)	92.35	(470.44)	(1,190.85)	153.13
COGS coal services	(65.21)	(62.55)	(96.23)	(119.43)	83.17	(196.64)	(278.22)	41.48
Total COGS	(330.60)	(345.84)	(493.31)	(629.91)	90.54	(667.09)	(1,469.06)	120.22
G&A	(9.70)	(9.93)	(15.36)	(14.25)	46.90	(22.40)	(39.54)	76.53
Finance cost	(7.01)	(8.98)	(6.30)	(7.18)	2.56	(19.40)	(22.46)	15.79
Income tax expenses	(23.17)	(11.00)	(30.05)	(42.48)	83.36	(35.36)	(83.53)	136.26
PROFITABILITY								
Gross profit	115.11	67.71	164.89	203.30	<b>76.62</b>	192.31	435.90	126.67
EBIT	105.41	57.77	149.52	189.06	79.36	169.90	396.35	133.28
EBT	100.80	49.64	146.10	184.16	82.70	152.21	379.90	149.59
Net income	77.63	38.64	116.05	141.68	<b>A</b> 82.50	116.86	296.37 🖌	153.62
Comprehensive income/loss	77.97	38.64	116.05	141.68	81.72	117.19	296.37	152.90
EBITDA	116.20	73.08	164.79	204.23	<b>75.76</b>	202.97	442.10	117.82
Gross profit margin (%)	25.83	16.37	25.05	24.40	-1.43 pp	22.38	22.88	0.51 pp
Net margin (%)	17.42	9.34	17.63	17.00	-0.41 pp	13.60	15.56	1.96 pp

### **CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

(currency in billion IDR, except stated otherwise)

INDICATOR	4Q 2021	1Q 2022	2Q 2022	3Q 2022	Chg (%)
ASSETS					
Current assets	527.05	619.44	614.86	731.10	38.71
Non current assets	873.33	891.62	881.77	871.46	(0.21)
Total asset	1,400.38	1,511.06	1,496.63	1,602.56	14.44
LIABILITIES					
Current liabilities	380.91	467.72	380.33	317.36	(16.68)
Non current liabilities	216.77	201.99	158.91	186.13	(14.13)
Total liabilities	597.68	669.71	539.23	503.48	(15.76)
EQUITY					
Equity	802.71	841.35	957.40	1,099.08	36.92
Total Liabilities & Equity	1,400.38	1,511.06	1,496.63	1,602.56	14.44

### **RMKE MEETS THE MINIMUM REQUIREMENTS OF CREDIT COVENANT**

(currency in billion IDR, except stated otherwise)

INDICATOR	4Q 2021	1Q 2022	2Q 2022	3Q 2022	Chg (%)
FINANCIAL DEBT SEGMENT					
Short term debt	214.90	237.14	220.07	105.77	(50.78)
Long term debt	213.93	199.15	156.07	183.29	(14.32)
Total financial debt	428.82	436.29	376.14	289.06	(32.59)

CREDIT COVENANT	4Q 2021	1Q 2022	2Q 2022	3Q 2022
DER (Max 2.0 time)	0.53	0.52	0.39	0.26
Current Ratio (Min 1 time)	1.38	1.32	1.62	2.30





### **CONSOLIDATED STATEMENTS OF CASH FLOW**

(currency in billion IDR, except stated otherwise)

INDICATOR	3Q 2021	1Q 2022	2Q 2022	3Q 2022	Chg (%)	9M 2021	9M 2022	Chg (%)
CASH FLOW								
Cash flows from operating	98.19	(78.44)	114.21	29.86 🔻	(69.60)	108.89	65.63 🔻	(39.73)
Cash flows from investing activities	(66.82)	(18.31)	(7.55)	(2.52) 🔻	(96.23)	(166.04)	(28.38) 🥆	(82.91)
Cash flows from financing activities	57.48	38.69	(72.38)	(35.54) 🔻	(161.83)	110.46	(69.22) 🔻	(162.66)
Net increase in cash and cash equivalents	88.85	(58.05)	34.28	(8.20)	(109.23)	53.31	(31.97)	(159.97)
Cash and cash equivalents at beginning of year	(57.32)	25.58	(32.48)	1.81	103.15	(21.78)	25.58	217.43
Cash and cash equvalents at end of period	31.53	(32.48)	1.81	(6.39)	(120.27)	31.53	(6.39)	(120.27)
Cash on hand and in banks	77.27	4.86	9.67	14.32	(81.47)	77.27	14.32	(81.47)
Overdraft	(45.74)	(37.33)	(7.86)	(20.71)	54.73	(45.74)	(20.71)	54.73

RMKE Investor Relations PT RMK Energy Tbk

Wisma RMK Lantai 2 Jalan Puri Kencana Blok M4/1 Jakarta Barat, DKI Jakarta 11610 (021) 582 2555

investor.relations@rmkenergy.com www.rmkenergy.com



Thank You