



# CORPORATE PRESENTATION 2Q 2024 RESULT ANNOUNCEMENT

**PT RMK ENERGY TBK [RMKE]**  
Integrated Logistics and Commodity Company



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# CHAPTER 1

# COMPANY PROFILE



# WHY INVEST in RMKE

## 01 STRATEGIC ASSETS LOCATION

- Located in a **strategic area** and pioneer in South Sumatra
- **New strategic assets** in Jambi

## 02 INTEGRATED COAL LOGISTICS SERVICE

- **The only private coal logistics provider integrated with train in South Sumatra**
- Aim to have **an integrated coal logistics in Jambi** with 109 km hauling road, stockpiles, and new port

## 03 EFFICIENT & EFFECTIVE COAL SERVICE SOLUTIONS

**Competitive tariff** and **bigger volume**; unloading time 3 hours with volume 2,800 mt/train

## 04 STRONG OPERATIONS

- **Coal sales volume CAGR 38.9%\***
- **Coal service volume CAGR 18.0%\***

## 05 STRONG REVENUE GROWTH

**Operating revenues CAGR 35.4%\***

## 06 SUSTAINABLE PROFITABILITY

**Net profit CAGR 37.6%\***

## 07 SOLID BALANCE SHEET

**DER 0.48 time\*\***

## 08 HIGH SAFETY STANDARD

- **Railway is the safest mode** of land transportation
- **Dedicated coal hauling road**

## 09 LONG TRACK RECORD

**Professional and experienced** management team

## 10 GOOD CORPORATE GOVERNANCE

**The implementation of GCG** in all business lines

\* CAGR 2019-2023

\*\* Based on 2Q 2024 performance

# MANAGEMENT TEAM



**1. Vincent Saputra**  
*President Director*

**2. William Saputra**  
*Operations Director*

**3. Jennifer Angeline**  
*Finance Director*

**4. Sugiyanto Tjoa**  
*Director*

2

1

3

4

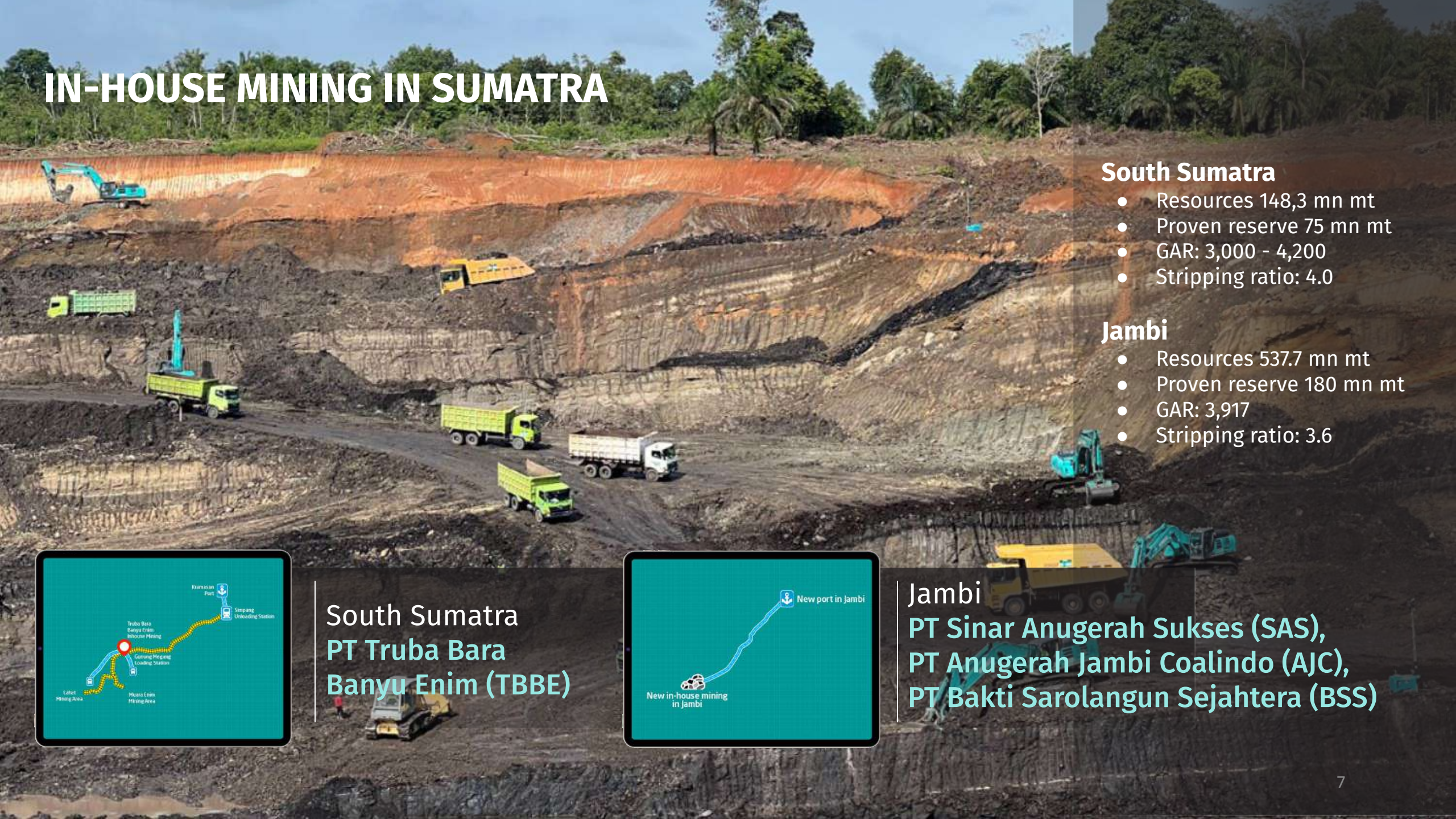


# RMK ENERGY PROVIDES AN INTEGRATED COAL LOGISTIC SOLUTIONS IN SUMATRA





# IN-HOUSE MINING IN SUMATRA



## South Sumatra

- Resources 148,3 mn mt
- Proven reserve 75 mn mt
- GAR: 3,000 - 4,200
- Stripping ratio: 4.0

## Jambi

- Resources 537.7 mn mt
- Proven reserve 180 mn mt
- GAR: 3,917
- Stripping ratio: 3.6



South Sumatra  
PT Truba Bara  
Banyu Enim (TBBE)



Jambi  
PT Sinar Anugerah Sukses (SAS),  
PT Anugerah Jambi Coalindo (AJC),  
PT Bakti Sarolangun Sejahtera (BSS)



# GUNUNG MEGANG LOADING STATION



Loading station with **Train Loading System (TLS)**

The first private loading station in **Muara Enim**

Daily capacity **5 train set or 14,000 ton**



# DEDICATED COAL HAULING ROADS IN SUMATRA



8 km to Kramasan port in South Sumatra

Aim to have 40 km to Enim and 40 km to Lahat in South Sumatra (on progress)



Aim to have 109 km in Jambi (on progress)



# UNLOADING STATION IN SIMPANG



4 container yards

Capacity 16 trainset/day (2023)

Shifting technology to bottom dump / side dump unloading process



# MUSI 2 KRAMASAN PORT



Integrated  
with 8 km  
hauling road

3 line barge loading  
conveyor, The capacity are  
6 barges/day equivalent  
15K ton/line/day

50 ha stockpile  
with capacity  
600K ton

Aim to have  
new port in  
Jambi



# COAL LOGISTICS BUSINESS PROCESS



Carrying coal from in-house and third parties mining



Gunung Megang Loading Station with Train Loading System (TLS) and Others Loading Station in Lahat



Coal logistic by train



Simpang Unloading Station with 5 Tracks Container Yard and Gantry Crane



Kramasan Port with 3 lines barge loading conveyors



# THE COMPETITIVENESS OF RMKE'S LOGISTICS SERVICES



Mode of transportation	Tariff	Volume/frequency	Strategic location	Socio-economic context
				
<p><b>Railway</b></p>	<p><b>Rp775-900/ ton/km</b></p>	<p><b>~2,800 ton/ train</b></p>	<p><b>~69 Nautical Mile</b></p>	<p><b>The integration of hauling road and railway</b></p>
<p>▼</p> <p><b>Competitiveness:</b> Safest transportation mode</p>	<p>▼</p> <p><b>Competitiveness:</b> Low tariff</p>	<p>▼</p> <p><b>Competitiveness:</b> Bigger volume</p>	<p>▼</p> <p><b>Competitiveness:</b> The nearest to anchorage</p>	<p>▼</p> <p><b>Competitiveness:</b> More reliable</p>



# CHAPTER 2

# STRATEGY & TARGET





# STRATEGY 2024

01

Continuing the construction of hauling roads to open access towards coal production integrated with RMKE facilities

- Aims to have 40 km to Enim **(on progress)**
- Aims to have 40 km to Lahat **(early stage)**
- Aims to have 109 km in Jambi **(early stage)**

02

Establishing cooperation with potential mines to increase coal sales volume and services

- Collaboration with PT Bukit Asam tbk **(done)**
- Collaboration with PT Duta Bara Utama **(done)**
- Collaboration with PT Gorby Putra Utama **(done)**

03

Optimizing collaboration within the RMK Grup Indonesia to improve group performance

- RMKE & RMK collaboration to acquire 3 mines in Jambi **(done)**
- RMKE, RMK, and RMKO collaboration to build PT Gorby Putra Utama's coal facilities and coal trading **(done)**

04

Looking for opportunities outside South Sumatera

Owning 3 mining subsidiaries: PT Sinar Anugerah Sukses (SAS), PT Anugerah Jambi Coalindo (AJC), and PT Bakti Sarolangun Sejahtera (BSS) **(done)**

# UNLOCKING COAL POTENTIAL IN JAMBI

## Why expand to Jambi?

- ▶ The coal reserve remains substantial
  - Coal resources 3.4 bn mt
  - Coal reserves 1.5 bn mt
- ▶ Low stripping ratio and low production volume

## Logistic challenge:

- ▶ Social friction due to hauling public congestion, traffic accidents, and damaged roads.
- ▶ High logistics cost due to shallow river conditions that can only accommodate small-capacity barges.

## Alternative coal logistics



Dedicated coal hauling road  
Aims to have 109 km in Jambi



Integrated coal logistics

- Stockpile facilities
- Loading barge conveyor belt
- New coal port



# ACQUIRE 3 IN-HOUSE MINING IN JAMBI

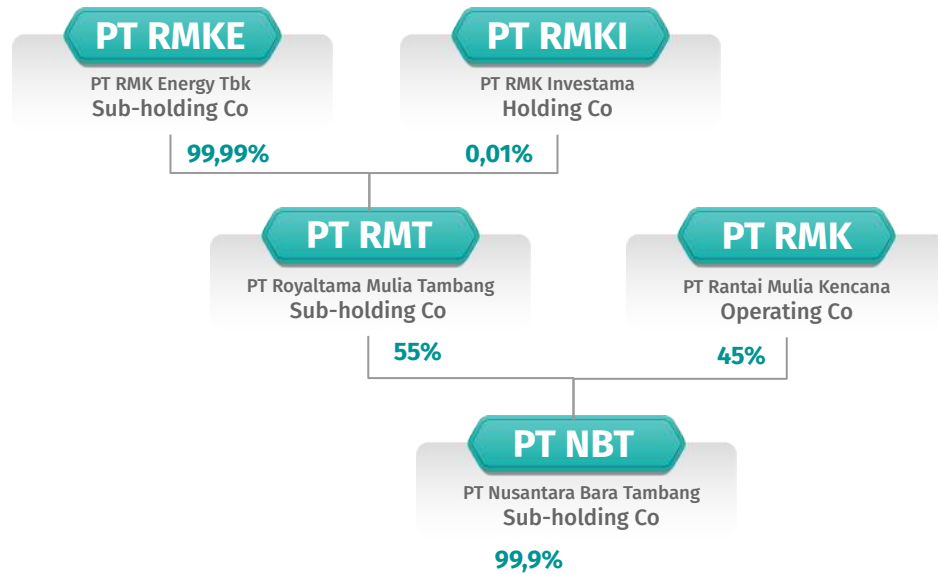


## In-house mining

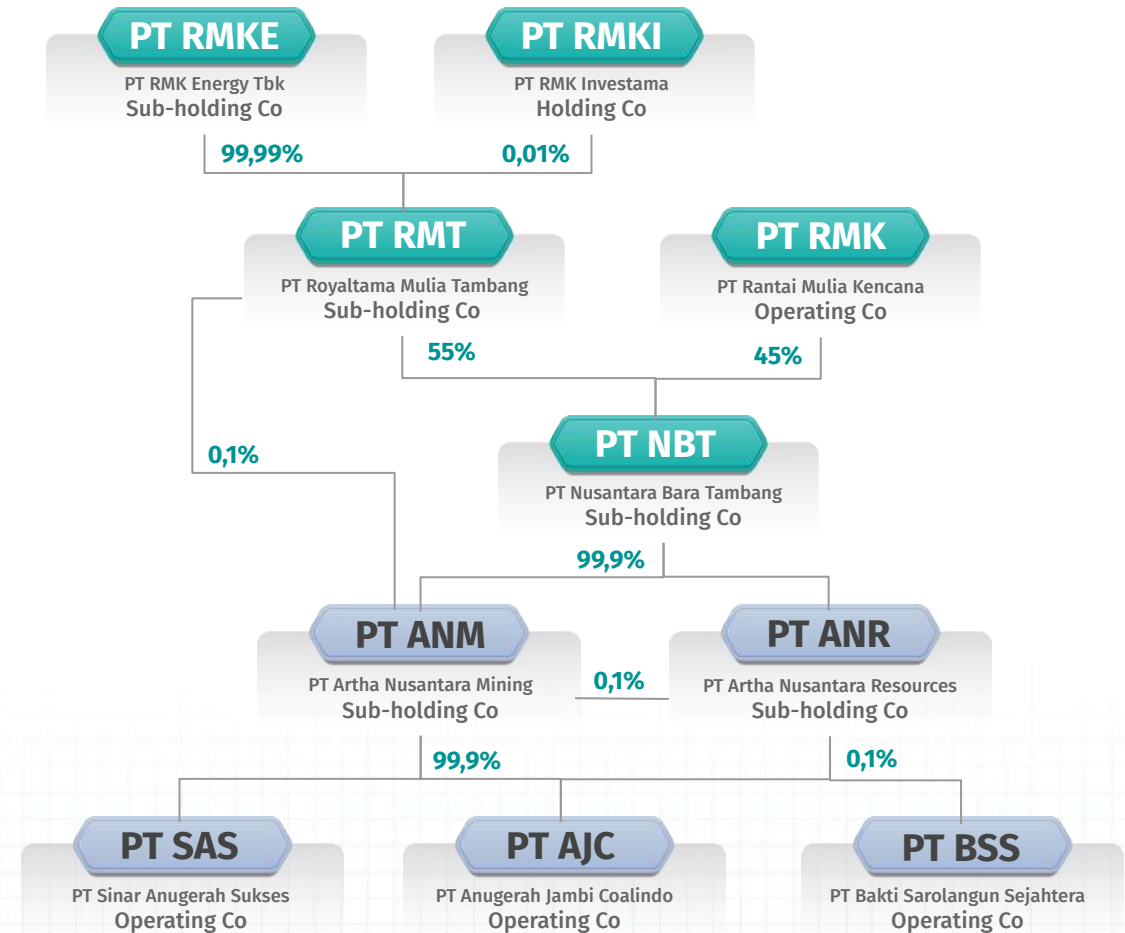
- PT Sinar Anugerah Sukses
- PT Anugerah Jambi Coalindo
- PT Bakti Sarolangun Sejahtera
- Resources 537.7 mn mt
- Proven reserve 180 mn mt
- GAR: 3,917
- Stripping ratio: 3.6

# MINES ACQUISITION TRANSACTION

## Pre Acquisition



## Post Acquisition





# 2Q 2024 PERFORMANCE HIGHLIGHT

## SUSTAINABLE PROFITABILITY



### Operating revenue

**2Q 2024 +25.3% YoY to IDR 652.3 bn**

6M 2024 -3.5% YoY to IDR 1.2 tn

### Gross profit

**2Q 2024 +6.5% YoY to IDR 120.9 bn**

6M 2024 -35.6% YoY to IDR 192.4 bn

### Net profit

**2Q 2024 +7.3% YoY to IDR 75.2 bn**

6M 2024 -43.0% YoY to IDR 113.5 bn

### EBITDA

**2Q 2024 +14.2% YoY to IDR 129.2 bn**

6M 2024 -33.8% YoY to IDR 198.6 bn

## SOLID BALANCE SHEET



### Equity

**+5.6% to IDR 1.6 tn**

### Financial debt

-11.3% to IDR 450.4 bn

### Financial ratio

DER 0.45 time

Current ratio 1.89 time

EBITDA/finance cost 11.61 time

## STRONG OPERATIONS



### Coal sales volume

**2Q 2024 +7.9% YoY to 434.2 k mt**

6M 2024 +6.5% YoY to 1.2 mn mt

### Barge loading volume

**2Q 2024 +10.7% YoY or**

6M 2024 -9.5% YoY to 3.9 mn mt

# OUR TARGET ACHIEVEMENT IN 2Q 2024

No	Indicator		Unit	2024 a	2Q 2024 b	Achievement b/a	
				Target	Actual	%	
1	Operational	Coal Services	Unloading train	mn MT	10.2	4.0	39.6
			<b>Loading barge</b>	<b>mn MT</b>	<b>9.2</b>	<b>3.9</b>	<b>41.9</b>
		Coal Sales	<b>In-house &amp; third parties</b>	<b>mn MT</b>	<b>3.3</b>	<b>1.2</b>	<b>36.2</b>
			Overburden removal	mn Bcm	7.2	1.4	18.7
		In-house TBBE	<b>Coal getting</b>	<b>mn MT</b>	<b>2.2</b>	<b>0.4</b>	<b>16.4</b>
2	Financial	Profitability	<b>Operating revenue</b>	<b>tn IDR</b>	<b>3.3</b>	<b>1.2</b>	<b>37.0</b>
			Gross profit	bn IDR	597.5	192.4	32.2
			<b>Net profit</b>	<b>bn IDR</b>	<b>404.5</b>	<b>113.5</b>	<b>28.1</b>
		Financial Debt	<b>DER</b>	<b>time</b>	<b>1.05</b>	<b>0.45</b>	<b>231.9</b>
		Capital Expenditure	Capex	bn IDR	286.4	49.2	17.2





# CHAPTER 3

# OPERATIONAL PERFORMANCE

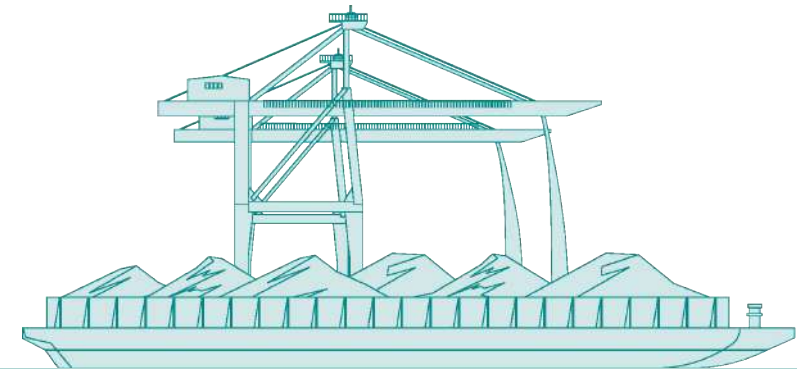
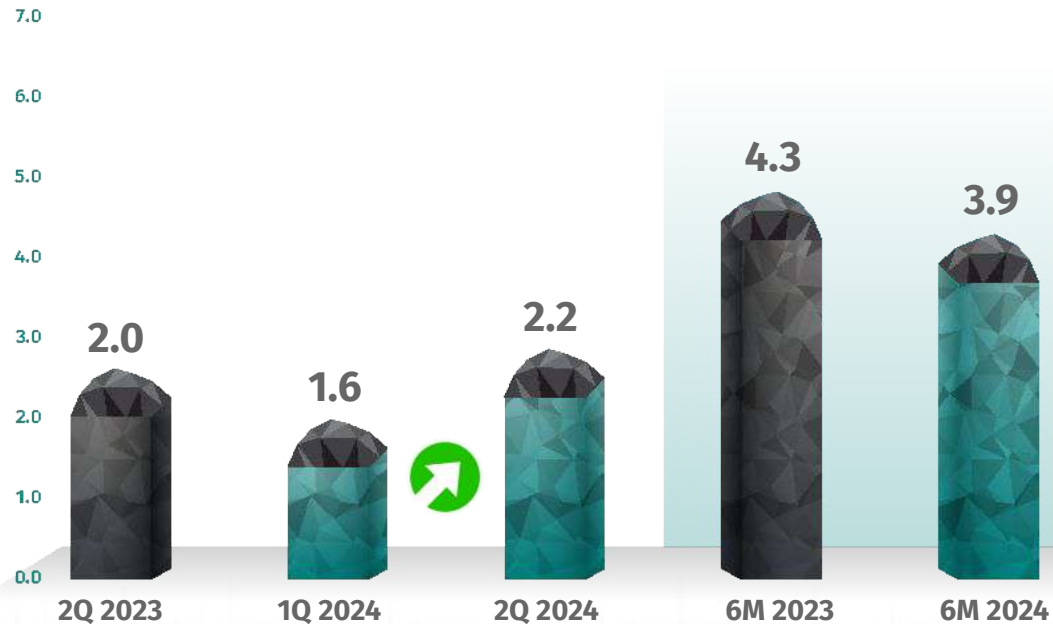


# RMKE REACHES THE HIGHEST SERVICE VOLUME IN JUNE 2024

## Barge Loading Volume

2Q 2024 +10.7% YoY or +35.5% QoQ to 2.2 mn mt

6M 2024 -9.5% YoY to 3.9 mn mt



■ Barge loading volume in million metric ton (mn mt)



# PRICE AND VOLUME DRIVES SALES SEGMENT GROWTH

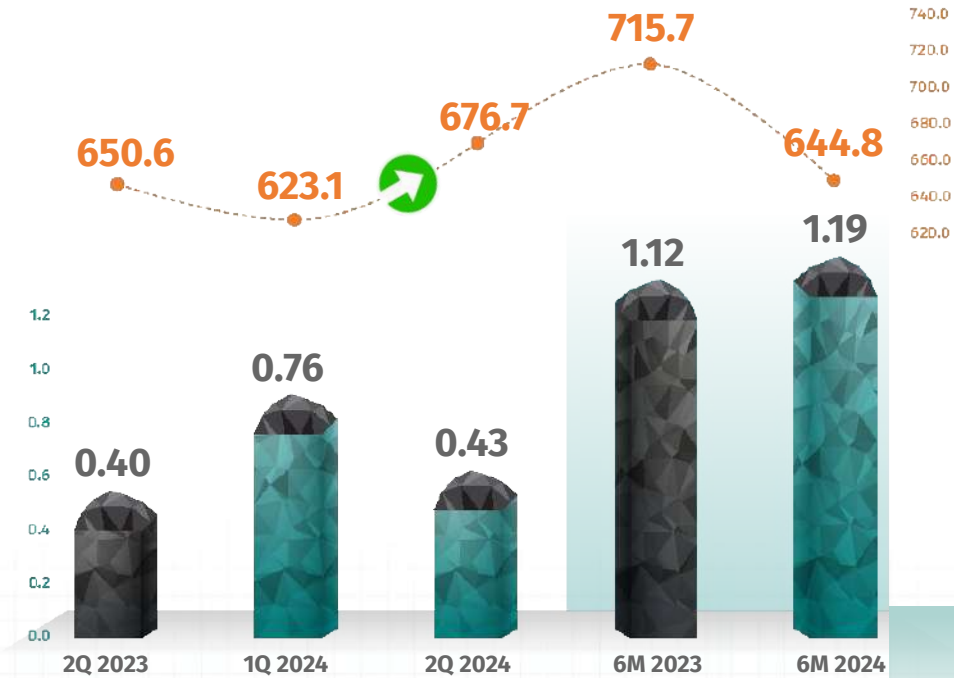
## Coal Sales Volume & ASP

### Coal sales volume

2Q 2024 +7.9% YoY to 434.2k mt  
 6M 2024 +6.5% YoY to 1.2mn mt

### Average selling price

2Q 2024 +4.0% YoY to IDR 676.7k  
 6M 2024 -9.9% YoY to IDR 644.8k



■ Coal sales    - - - - Average selling price (thousand IDR)





# CHAPTER 4

# FINANCIAL PERFORMANCE





# BRIGHTER WEATHER, BRIGHTER PERFORMANCE

## Operating Revenue

▲ 2Q 2024 +25.3% YoY to IDR 652.3 bn  
6M 2024 -3.5% YoY to IDR 1.2 tn



## Coal Sales Segment

▲ 2Q 2024 +51.7% YoY to IDR 477.3 bn  
6M 2024 +8.7% YoY to IDR 935.6 bn



## Coal Services Segment

▼ 2Q 2024 -15.1% YoY to IDR 175.0 bn  
6M 2024 -28.3% YoY to IDR 302.6 bn



in billion IDR

### Operating revenues contribution:

Coal sales segment 75.6%

Coal services segment 24.4%

# GROSS PROFIT GROWINGLY IMPROVES IN 2Q 2024

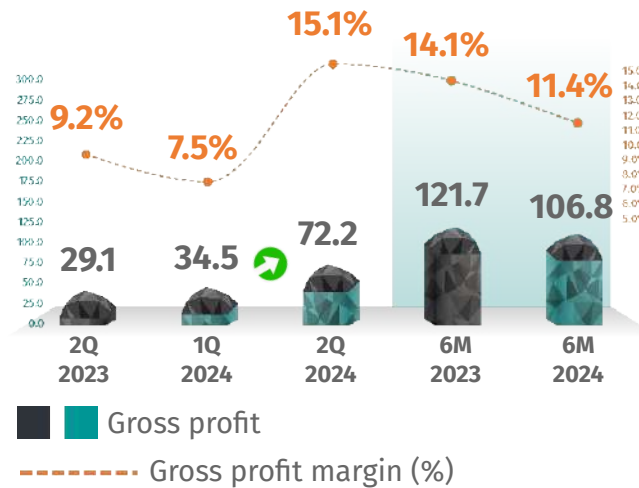
## Gross Profit

▲ 2Q 2024 +6.5% YoY to IDR 120.9 bn  
6M 2024 -35.6% YoY to IDR 192.4 bn



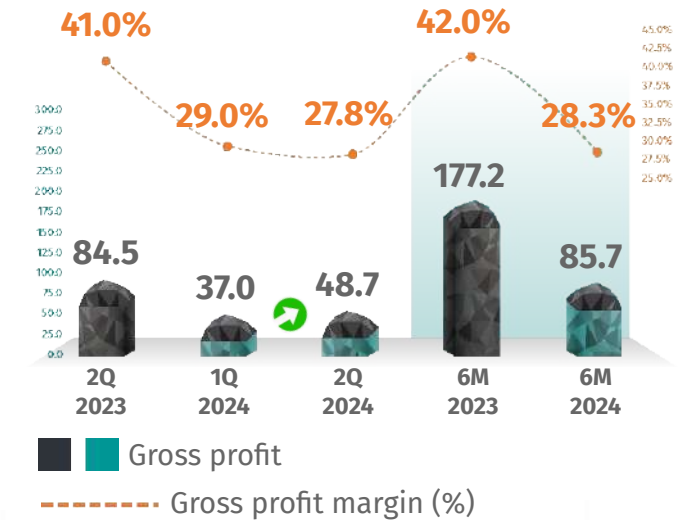
## Coal Sales Segment

▲ 2Q 2024 +148.5% YoY to IDR 72.2 bn  
6M 2024 -12.3% YoY to IDR 106.8 bn



## Coal Services Segment

▼ 2Q 2024 -42.4% YoY to IDR 48.7 bn  
6M 2024 -51.7% YoY to IDR 85.7 bn



**Gross profit contribution:**  
Coal sales segment 55.5%  
Coal services segment 44.5%

in billion IDR



# RMKE BOOKS BIGGER NET PROFIT IN 2Q 2024

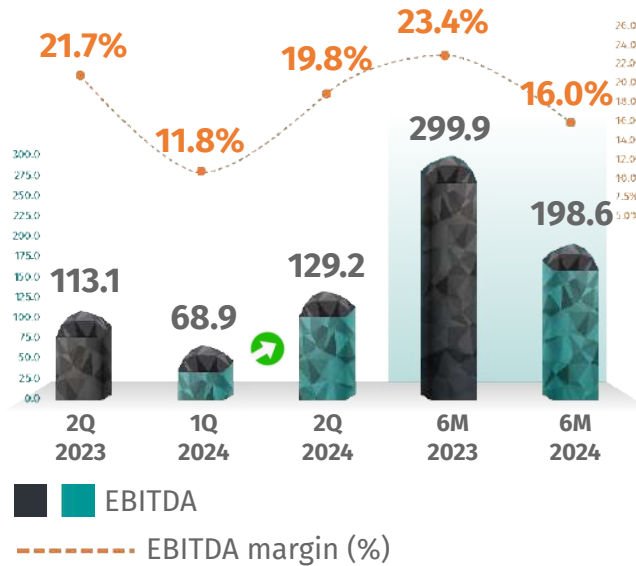
## EBIT

▼ 2Q 2024 +7.2% YoY to IDR 105.0 bn  
6M 2024 -41.9% YoY to IDR 156.5 bn



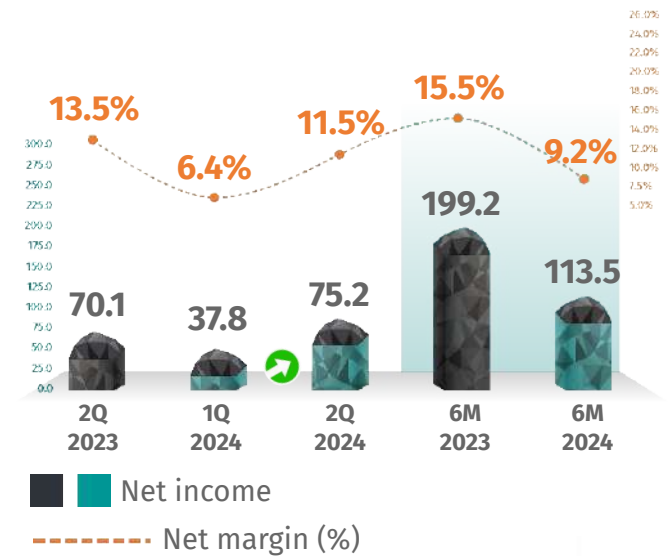
## EBITDA

▲ 2Q 2024 +14.2% YoY to IDR 129.2 bn  
6M 2024 -33.8% YoY to IDR 198.6 bn



## Net Profit

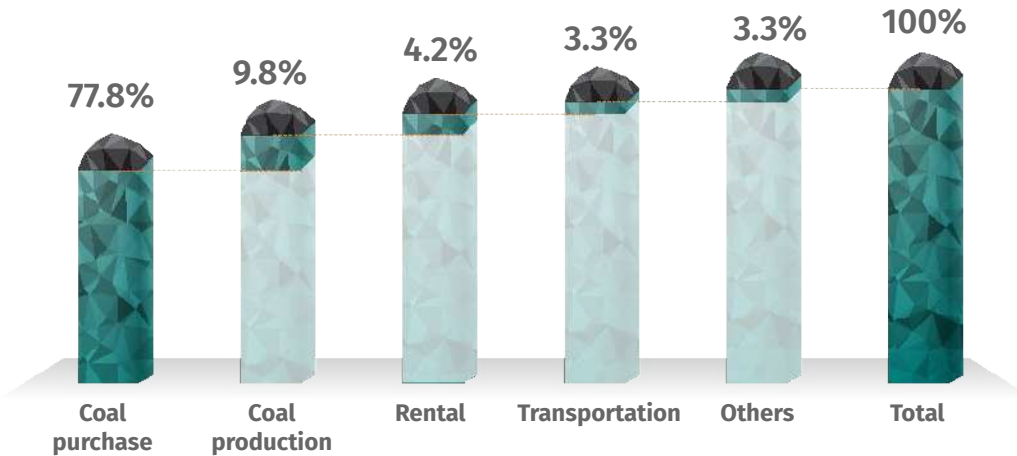
▲ 2Q 2024 +7.3% YoY to IDR 75.2 bn  
6M 2024 -43.0% YoY to IDR 113.5 bn



in billion IDR

# COST OF REVENUE CONTRIBUTION

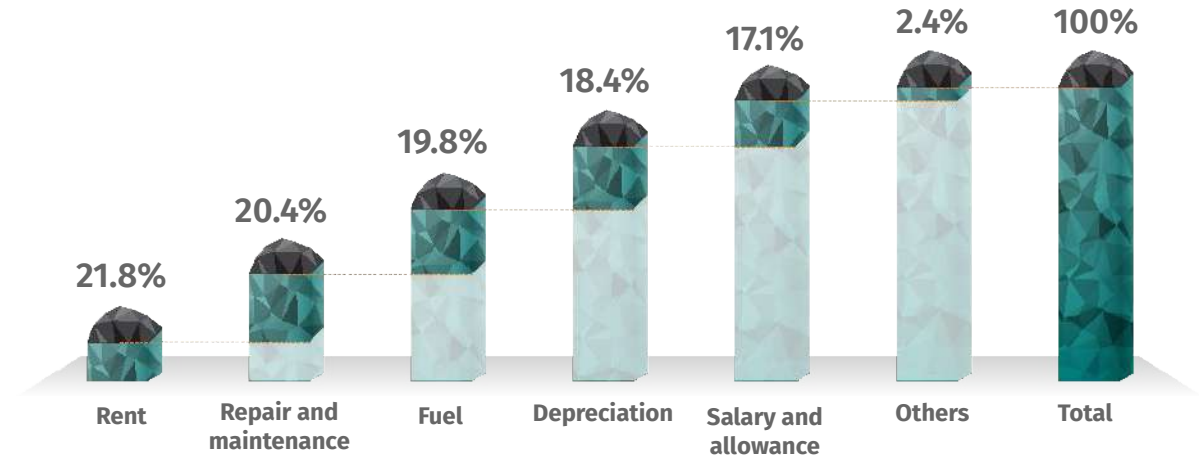
## Coal Sales Segment



The cost of revenues from coal sales segment, mostly contributed by:

- Coal purchase
- Coal production
- Rental

## Coal Services Segment



The cost of revenues from coal services segment, mostly contributed by:

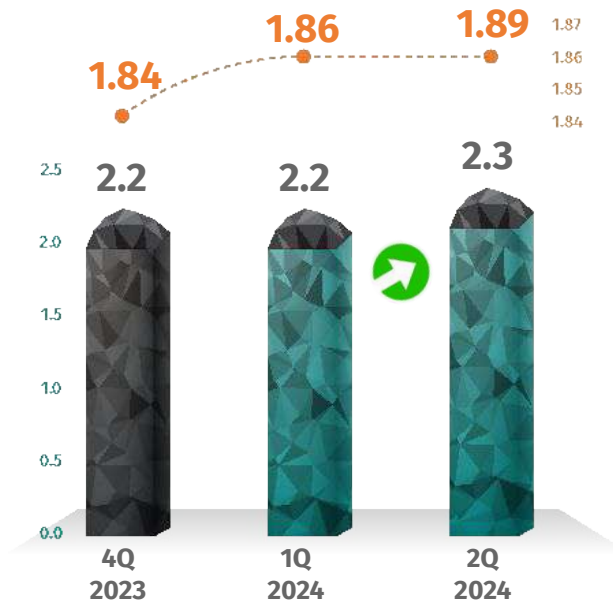
- Rent
- Repair & maintenance
- Fuel



# SOLID BALANCE SHEET MEETS CREDIT COVENANTS

## Asset

▲ +1.3% to IDR 2.3 tn

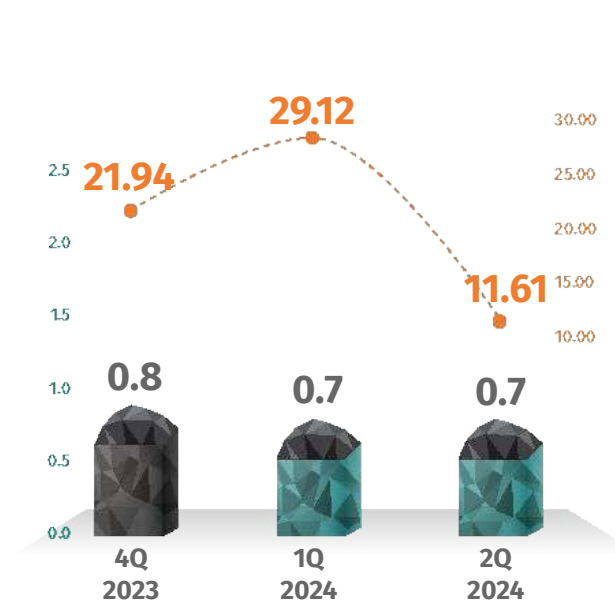


■ Asset

----- Current ratio (min 1 time)

## Liability

▼ -7.1% to IDR 708.3 bn

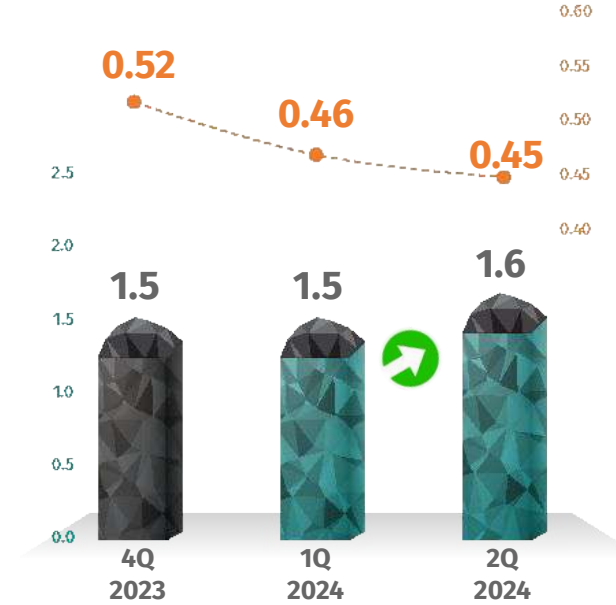


■ Liability

----- EBITDA ratio (min 1 time)

## Equity

▲ +5.6% to IDR 1.6 tn



■ Equity

----- DER (max 1.2 time)

in trillion IDR

# RMKE MEETS THE MINIMUM REQUIREMENTS OF CREDIT COVENANT

(currency in billion IDR, unless stated otherwise)

INDICATOR	4Q 2023	1Q 2024	2Q 2024	Chg (%)
<b>FINANCIAL DEBT</b>				
Short Term Bank Loans	343.5	316.0	319.2	(7.1)
Current Maturity Long Term Liabilities				
Bank Loan	64.2	65.7	52.9	(17.5)
Consumer Financing Payables	3.4	4.6	4.6	35.4
Lease Liabilities	0.6	0.6	0.6	0.0
Long Term Liabilities Net Of Current Maturities				
Bank Loan	92.5	64.2	66.0	(28.6)
Consumer Financing Payables	1.1	4.8	4.7	318.6
Lease Liabilities	2.4	1.6	2.4	0.0
<b>Total Financial Debt</b>	<b>507.8</b>	<b>457.6</b>	<b>450.4</b>	<b>(11.3)</b>
<b>INDICATOR</b>				
<b>FINANCIAL DEBT SEGMENT</b>				
Short Term Debt	411.8	386.9	377.3	(8.4)
Long Term Debt	96.0	70.6	73.1	(23.8)
<b>Total Financial Debt</b>	<b>507.8</b>	<b>457.6</b>	<b>450.4</b>	<b>(11.3)</b>
<b>COVENANT</b>				
EBITDA ratio (min 1 time)	21.94	29.12	11.61	
DER (max 1.2 time)	0.52	0.46	0.45	
Current ratio (min 1 time)	1.84	1.86	1.89	

Short Term Debt

**83.8%**

Long Term Debt

**16.2%**





# CHAPTER 5 APPENDIX



# CONSOLIDATED OPERATIONAL PERFORMANCE

(in metric ton, unless stated otherwise)

INDICATOR	2Q 2023	1Q 2024	2Q 2024	YoY (%)	QoQ (%)	6M 2023	6M 2024	YoY (%)
	a	b	c	c/a	c/b	d	e	e/d
<b>COAL SALES</b>								
Coal sales	402,451.3	760,389.6	434,172.7	7.9	(42.9)	1,121,735.9	1,194,562.3	6.5
Average selling price	650,621.8	623,102.3	676,682.8	4.0	8.6	715,686.4	644,805.3	(9.9)
<b>COAL PRODUCTION</b>								
OB removal (Bcm)	877,409.7	527,385.2	828,646.2	(5.6)	57.1	1,405,346.7	1,356,031.3	(3.5)
Coal getting	368,241.6	141,461.8	212,068.9	(42.4)	49.9	671,828.9	353,530.7	(47.4)
<b>COAL SERVICES</b>								
Train unloading	3,215,931.0	1,875,382.5	2,162,970.1	(32.7)	15.3	6,332,512.0	4,038,352.6	(36.2)
<b>Barge loading</b>	<b>2,006,020.0</b>	<b>1,638,511.7</b>	<b>2,220,749.9</b>	<b>10.7</b>	<b>35.5</b>	<b>4,263,659.2</b>	<b>3,859,261.6</b>	<b>(9.5)</b>
Hauling	2,256,765.4	1,587,632.5	2,162,970.1	(4.2)	36.2	4,382,397.1	3,750,602.6	(14.4)
Man hours (hour)	756,479	641,851	385,560	(49.0)	(39.9)	1,482,446	1,027,411	(30.7)
Ship (number of ship)	260	215	280	7.7	30.2	550	495	(10.0)
Train unloading (train set)	1,227	768	861	(29.8)	12.1	2,413	1,629	(32.5)
Train unloading time (hour)	3:24	3:18	3:52	00:27	00:34	3:23	3:35	00:11
Train unloading station standby time (hour)	6:36	5:59	7:03	00:26	01:04	6:51	6:31	(00:20)
Fuel usage (liter)	1,838,571	1,485,402	1,754,276	(4.6)	18.1	3,767,286	3,239,678	(14.0)
Fuel ratio (mt/liter)	0.92	0.91	0.79	(13.8)	(12.9)	0.88	0.84	(5.0)



# CONSOLIDATED STATEMENTS OF PROFIT (LOSS)

(currency in billion IDR, unless stated otherwise)

INDICATOR	2Q 2023	1Q 2024	2Q 2024	Chg (%)	6M 2023	6M 2024	Chg (%)
<b>REVENUES</b>							
Coal Sales	314.7	458.3	477.3	51.7	860.4	935.6	8.7
Services	206.0	127.6	175.0	(15.1)	422.2	302.6	(28.3)
<b>Total Operating Revenues</b>	<b>520.7</b>	<b>585.9</b>	<b>652.3</b>	<b>25.3</b>	<b>1,282.6</b>	<b>1,238.2</b>	<b>(3.5)</b>
<b>EXPENSES</b>							
COGS Coal Sales	(285.7)	(423.7)	(405.1)	41.8	(738.7)	(828.8)	12.2
COGS Services	(121.5)	(90.6)	(126.3)	3.9	(245.0)	(216.9)	(11.5)
<b>Total COGS</b>	<b>(407.2)</b>	<b>(514.3)</b>	<b>(531.4)</b>	<b>30.5</b>	<b>(983.7)</b>	<b>(1,045.7)</b>	<b>6.3</b>
G&A	(15.7)	(18.5)	(17.9)	14.3	(29.4)	(35.9)	22.0
<b>Finance cost</b>	<b>(5.2)</b>	<b>(9.8)</b>	<b>(7.3)</b>	<b>39.3</b>	<b>(10.3)</b>	<b>(17.1)</b>	<b>66.2</b>
Income Tax Expenses	(21.3)	(10.9)	(22.0)	3.1	(57.7)	(32.9)	(43.1)
<b>PROFITABILITY</b>							
<b>Gross Profit</b>	<b>113.6</b>	<b>71.5</b>	<b>120.9</b>	<b>6.5</b>	<b>298.9</b>	<b>192.4</b>	<b>(35.6)</b>
EBIT	97.9	51.0	105.0	7.2	269.5	156.5	(41.9)
EBT	91.4	48.7	97.1	6.3	256.9	146.4	(43.0)
<b>Net Income</b>	<b>70.1</b>	<b>37.8</b>	<b>75.2</b>	<b>7.3</b>	<b>199.2</b>	<b>113.5</b>	<b>(43.0)</b>
Comprehensive Income/Loss	70.1	37.8	75.2	7.3	199.2	113.6	(42.9)
<b>EBITDA</b>	<b>113.1</b>	<b>68.9</b>	<b>129.2</b>	<b>14.2</b>	<b>299.9</b>	<b>198.6</b>	<b>(33.8)</b>
Gross Profit Margin (%)	21.8	12.2	18.5	(3.3)	23.3	15.5	(7.8)
Net Margin (%)	13.5	6.4	11.5	(1.9)	15.5	9.2	(6.4)

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(currency in billion IDR, unless stated otherwise)

INDICATOR	4Q 2023	1Q 2024	2Q 2024	Chg (%)
<b>ASSETS</b>				
Current Assets	1,208.7	1,127.3	1,183.7	(2.1)
Non Current Assets	1,038.9	1,082.5	1,092.5	5.2
<b>Total Asset</b>	<b>2,247.7</b>	<b>2,209.8</b>	<b>2,276.2</b>	<b>1.3</b>
<b>LIABILITIES</b>				
Current Liabilities	655.9	606.1	624.8	(4.7)
Non Current Liabilities	107.0	81.0	83.5	(21.9)
<b>Total Liabilities</b>	<b>762.9</b>	<b>687.1</b>	<b>708.3</b>	<b>(7.1)</b>
<b>EQUITY</b>		<b>0.0</b>		
<b>Equity</b>	<b>1,484.8</b>	<b>1,522.7</b>	<b>1,567.8</b>	<b>5.6</b>
<b>Total Liabilities &amp; Equity</b>	<b>2,247.7</b>	<b>2,209.8</b>	<b>2,276.2</b>	<b>1.3</b>





# Thank You



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