



# PUBLIC EXPOSE & ANALYST MEETING

3Q 2024 RESULT ANNOUNCEMENT

## PT RMK ENERGY TBK [RMKE]

Integrated Logistics and Commodity Company



# OUR AGENDA

**01**

**COMPANY  
OVERVIEW**

**04**

**OPERATIONAL  
PERFORMANCE**

**02**

**BUSINESS & OPERATIONAL  
HIGHLIGHT**

**05**

**FINANCIAL  
PERFORMANCE**

**03**

**STRATEGY & OUTLOOK**

**06**

**APPENDIX**



# CHAPTER 1

# COMPANY OVERVIEW



# COMPANY OVERVIEW



**PT RMK Energy Tbk (RMKE or the Company)** was established in June 2009. Leveraging over 15 years of experience, the Company's management has built a strong reputation as a reliable coal logistics service provider. To date, the Company is the largest private coal logistics provider in South Sumatra. By utilizing existing infrastructure, the Company also engages in coal trading to further enhance its revenue and profit.

The Company operates in the field of coal logistics services and coal trading, which include rail station loading and unloading, transportation to ports, loading onto barges, and coal trading activities.

## Product & Services

- ▶ Port Services
- ▶ Coal loading/loading services onto barges
- ▶ Coal container transportation services
- ▶ Coal container unloading services
- ▶ Coal loading services at Gunung Megang station
- ▶ Other services and heavy equipment rental

## Product & Services

The Company runs the coal trading business segment, with the following operational flow, the Company purchases coal at the mine stockpile and transports the coal using a fleet of trucks that have become the company's partners to the train loading station. After arriving at the Company's train unloading station with the Company's unloading facilities and trucks, the coal is transported to the port and sold to buyers on barges, heading to the users. Apart from that, the Company also trades coal from Jambi and other South Sumatra sources.

# WHY INVEST in RMKE

01

## STRATEGIC ASSETS LOCATION

Located in a **strategic area and the pioneer** in South Sumatera

02

## INTEGRATED COAL LOGISTICS SERVICE

The **only private coal logistics** providers **integrated with train** in South Sumatera

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

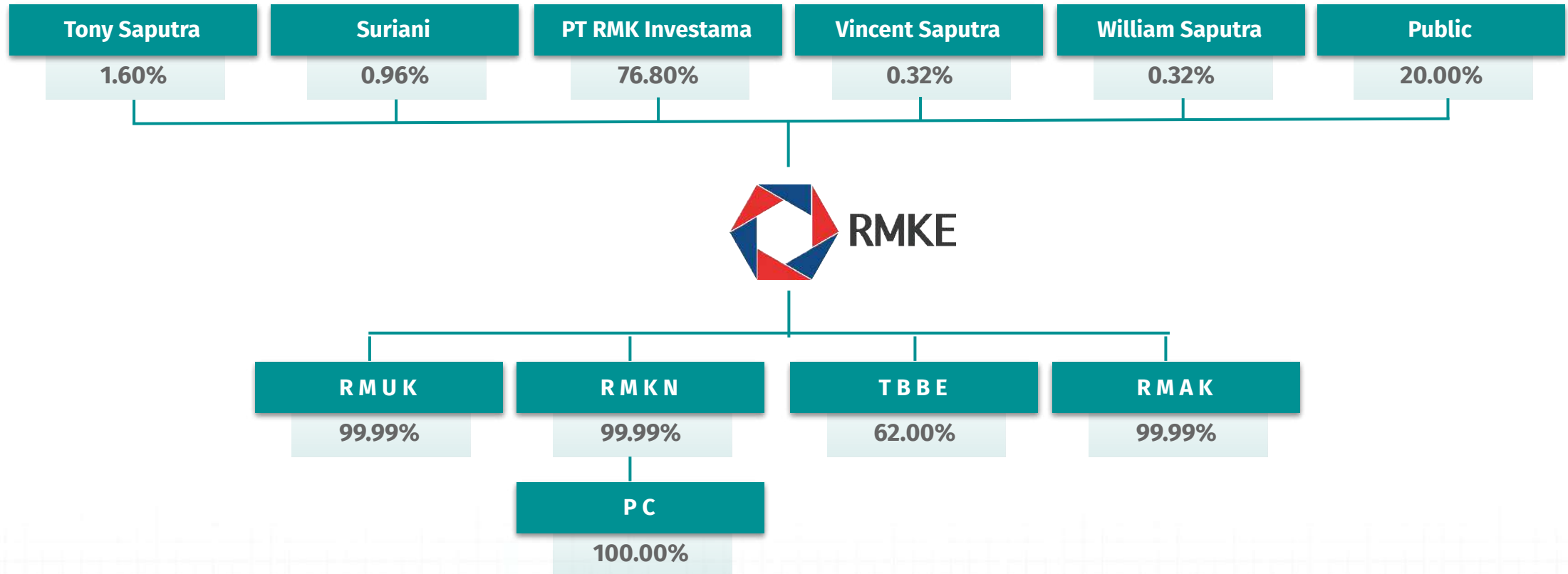
## GOOD CORPORATE GOVERNANCE

The implementation of GCG in all business lines

\* CAGR 2019-2023

\*\* Based on 2Q 2024 performance

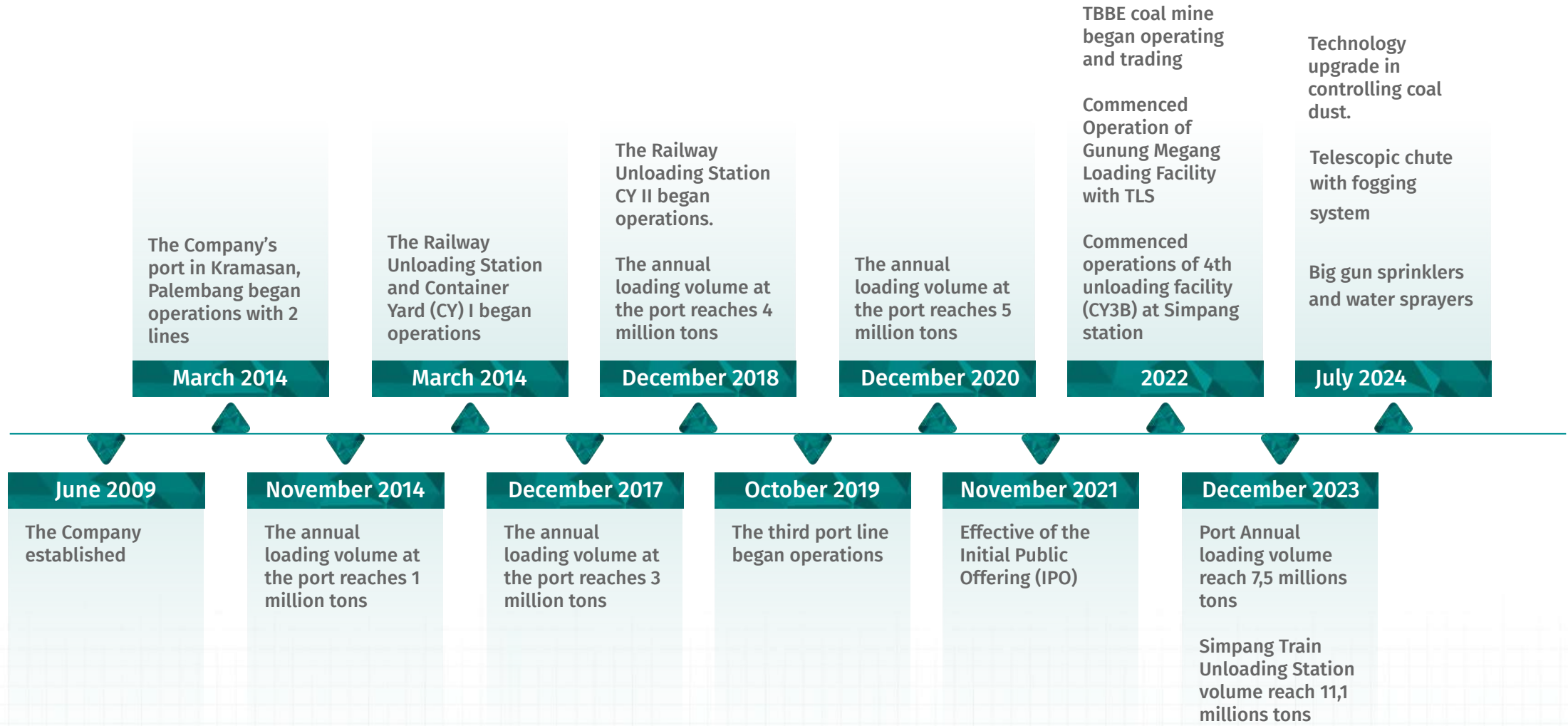
# COMPANY STRUCTURE OVERVIEW



RMUK: PT Royaltama Mulia Kencana, RMKN: PT Royaltama Multi Komoditi Nusantara, RMT: PT Royaltama Mulia Tambang, TBBE: PT Truba Bara Banyu Enim, RMAK: PT Royaltama Marga Kencana, PC: Pisteuo Commodities Pte. Ltd, NBT: Nusantara Bara Tambang



# MILESTONE



# BOARD OF DIRECTOR AND BOARD OF COMMISSIONER

## Board of Commissioner



1. **Tony Saputra**  
President  
Commissioner
2. **Rokhmad Sunanto**  
Independent  
Commissioner
3. **F. Saud Tamba Tua**  
Independent  
Commissioners

## Board of Director



1. **Vincent Saputra**  
President Director
2. **William Saputra**  
Director
3. **Jennifer Angeline Djamin**  
Director
4. **Sugiyanto**  
Director





## CHAPTER 2

# BUSINESS & OPERATIONAL HIGHLIGHTS



# CHALLENGES IN SUMATRA

- ▶ Long hauling mines with expensive tariff
- ▶ Loading and unloading capacity constraints
- ▶ Social friction due to hauling public congestion, traffic accidents, and damaged roads



## Alternative coal logistics



Railway



Dedicated coal hauling road

# SUMATRA HAS ABUNDANT COAL RESERVES

The largest coal reserves in Indonesia

Strategic location that integrated with logistics railways

Low stripping ratio and low production volume





# THE COMPETITIVENESS OF RMKE'S LOGISTICS SERVICES



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

# 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



# RMK ENERGY PROVIDES AN INTEGRATED COAL LOGISTIC SOLUTIONS IN SOUTH SUMATRA



Lahat Mining Area

Truba Bara  
Banyu Enim  
Inhouse Mining

Gunung Megang  
Loading Station

Muara Enim  
Mining Area

Kramasan  
Port

Simpang  
Unloading Station





# IN-HOUSE MINING IN SUMATRA



## South Sumatra PT Truba Bara Banyu Enim (TBBE)

### South Sumatra

- Resources 148.3 mn mt
- Proven reserves 75 mn mt
- GAR: 3,000 - 4,200
- Stripping ratio: 4.0



# 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**



# COAL HAULING ROAD



40 km to  
Muara Enim\*

40 km to Lahat\*

\*Integrated with **Gunung Megang Station**

RMK Energy is building a dedicated coal hauling road to open access for coal miners in Lahat and Muara Enim (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



# THE IMPLEMENTATION OF GCG IN ALL BUSINESS LINES

## Technology upgrade in controlling coal dust



The addition of big gun sprinklers and water sprayers to spray coal dust suppressant chemicals.



Installation of telescopic chute to reduce dust pollution during coal loading onto barges.



Frequently spraying operational area with water trucks to reduce dust pollution.

## Blue rating\* in environmental management



\*Based on the Minister of Environment and Forestry of the Republic of Indonesia

## Zero Fatalities over the past 7 years







# CHAPTER 3

# STRATEGY & OUTLOOK



# CORPORATE STRATEGY

**01** Enhancing operational efficiency

**02** Acquiring and integrating business groups in the energy sector

**03** Developing integrated business activities

**04** Maintaining and enhancing quality, corporate governance, occupational health and safety, environmental stewardship, and social responsibility

**05** Establishing a sustainable long-term production profile for the company



- **3Q 2024 PERFORMANCE HIGHLIGHT**
- **OUR TARGET ACHIEVEMENT IN 3Q 2024**
- **CORPORATE OUTLOOK**



# CHAPTER 4

# OPERATIONAL PERFORMANCE

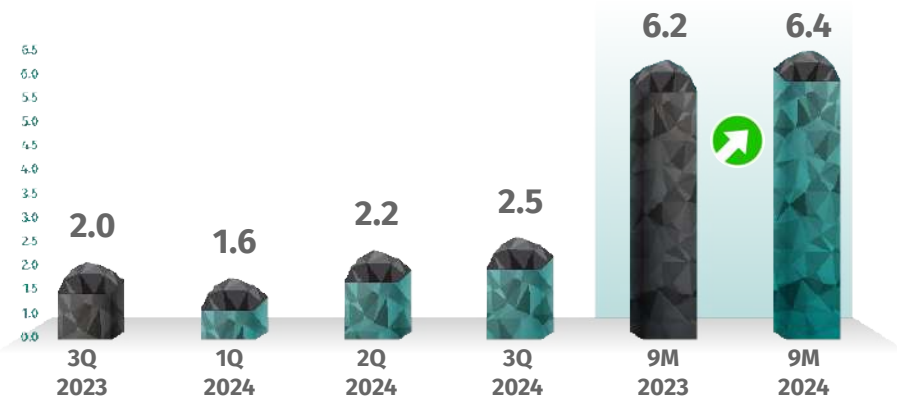


# RECORDS THE ALL TIME HIGH VOLUME IN SEPTEMBER 2024

## Service Segment Indicator: Barge Loading Volume

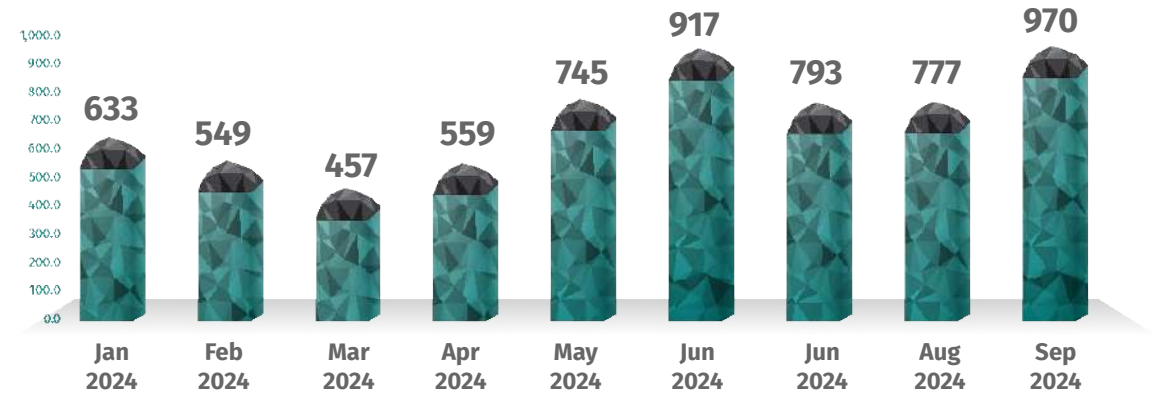
### Quartely Performance (million ton)

3Q 2024 +27.9% YoY to 2.5 mn mt  
9M 2024 +2.4% YoY to 6.4 mn mt



### Monthly Performance (thousand ton)

September 2024 +148.9% YoY to 970.2 thousand ton  
The all time high volume



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

# PRICES REMAIN STABLE, BUT VOLUME INCREASES

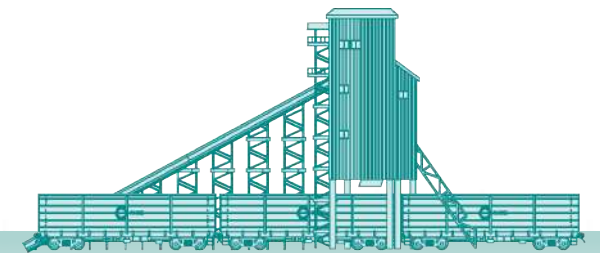
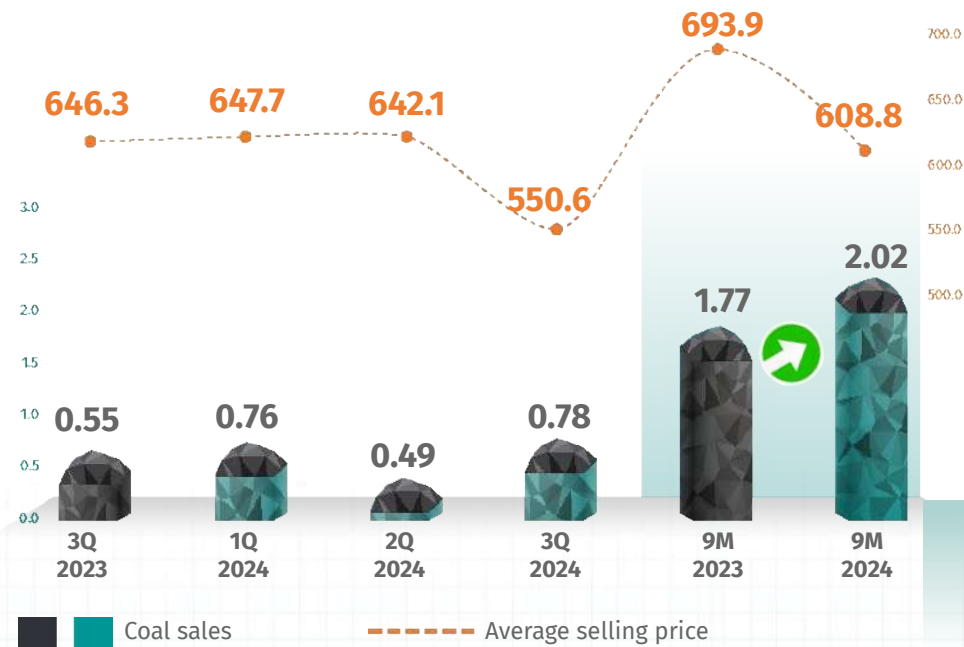
## Coal Sales Volume & Average Selling Price (ASP)

### Coal sales volume

3Q 2024 +40.2% YoY to 776.6 thousand ton  
9M 2024 +14.1% YoY to 2.0 million ton

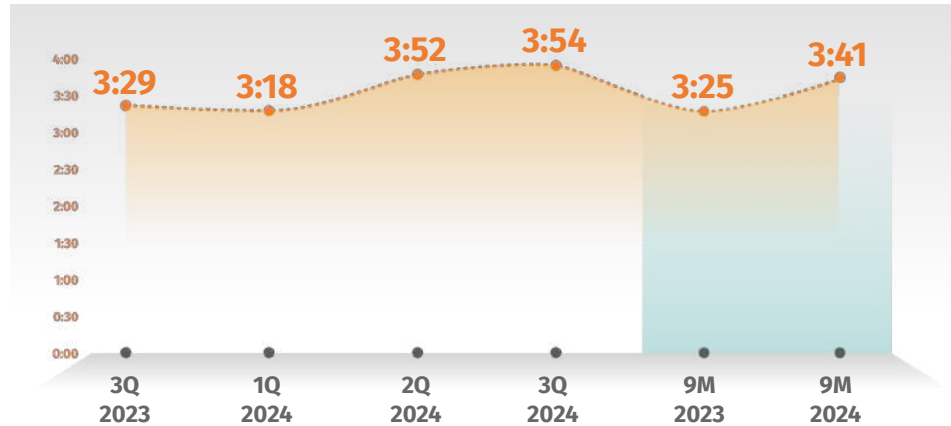
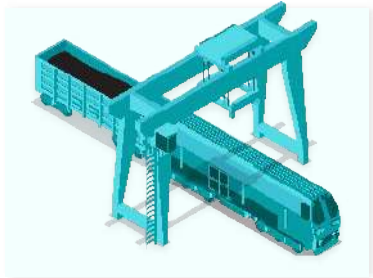
### ASP

3Q 2024 -14.8% YoY to IDR550.6 thousand  
9M 2024 -12.3% YoY to IDR608.8 thousand



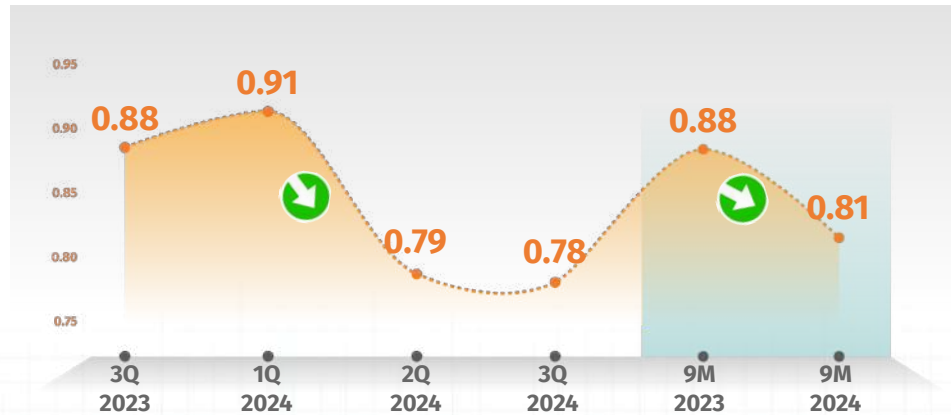
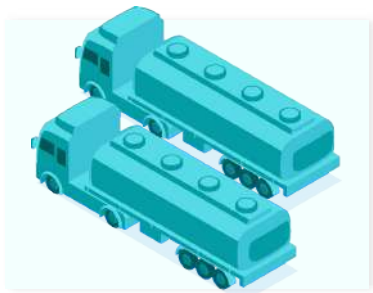


# FUEL EFFICIENCY AND MANAGE OUR ON-TIME PERFORMANCE



Ensuring the train unloading time is completed faster than PT KAI's specified time limit (**max 7 hours**) to avoid late fines

----- Unloading time (hour)



Maintaining a fuel usage ratio of **<1 ton/liter**



# CHAPTER 5

# FINANCIAL PERFORMANCE





- **CONSOLIDATED STATEMENT OF PROFIT AND LOSS**
- **CONSOLIDATED STATEMENT OF FINANCIAL POSITION**
- **CONSOLIDATED STATEMENT OF CASH FLOW**



# CHAPTER 6 APPENDIX





# Thank You



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PT RMK Energy Tbk

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