



PRESS CONFERENCE

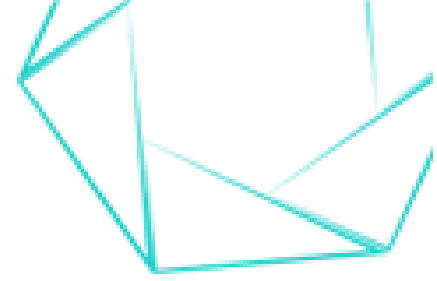
Performance 3Q 2022

Jakarta, 21 November 2022

PT RMK Energy Tbk



MANAGEMENT TEAM



BOARD OF DIRECTORS



TONY SAPUTRA
President Director



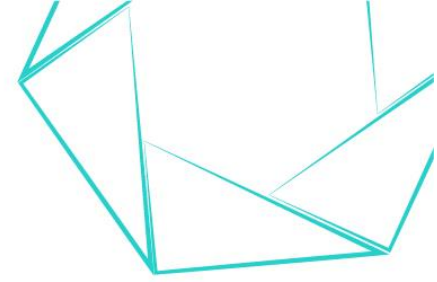
VINCENT SAPUTRA
Finance Director



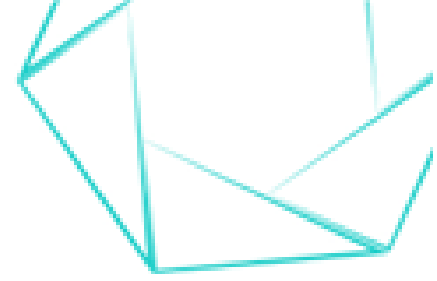
WILLIAM SAPUTRA
Operational Director

CHAPTER 1

COMPANY PROFILE



WHY INVEST in RMKE?



1. STRATEGIC ASSETS LOCATION

2. INTEGRATED COAL LOGISTICS SERVICE

3. EFFICIENT & EFFECTIVE COAL SERVICE SOLUTIONS

4. STRONG OPERATIONS

5. STRONG REVENUE GROWTH

6. SUSTAINABLE PROFITABILITY

7. SOLID BALANCE SHEET

8. HIGH SAFETY STANDARD

9. LONG TRACK RECORD

10. GOOD CORPORATE GOVERNANCE

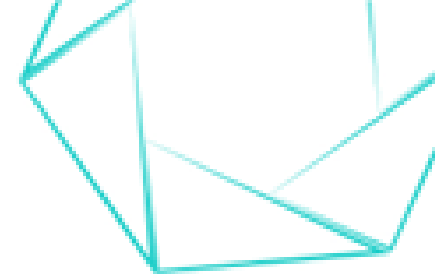
1. Located in a strategic area and the pioneer in South Sumatera
2. The only private coal logistic providers integrated with train in South Sumatera
3. Providing efficient and effective coal service solutions
4. ~20% CAGR from service logistic volume*
5. ~19% CAGR from service logistic revenue*

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

BUSINESS PROCESS



Carrying coal from in-house and third parties mining



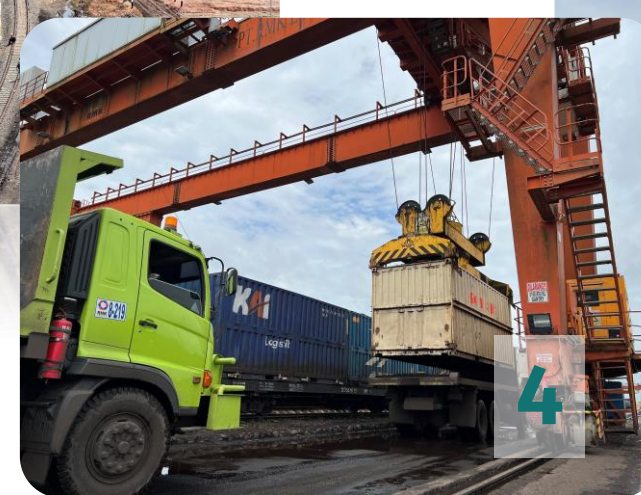
Coal logistic by train



Kramasan Port with 3 lines barge loading conveyors

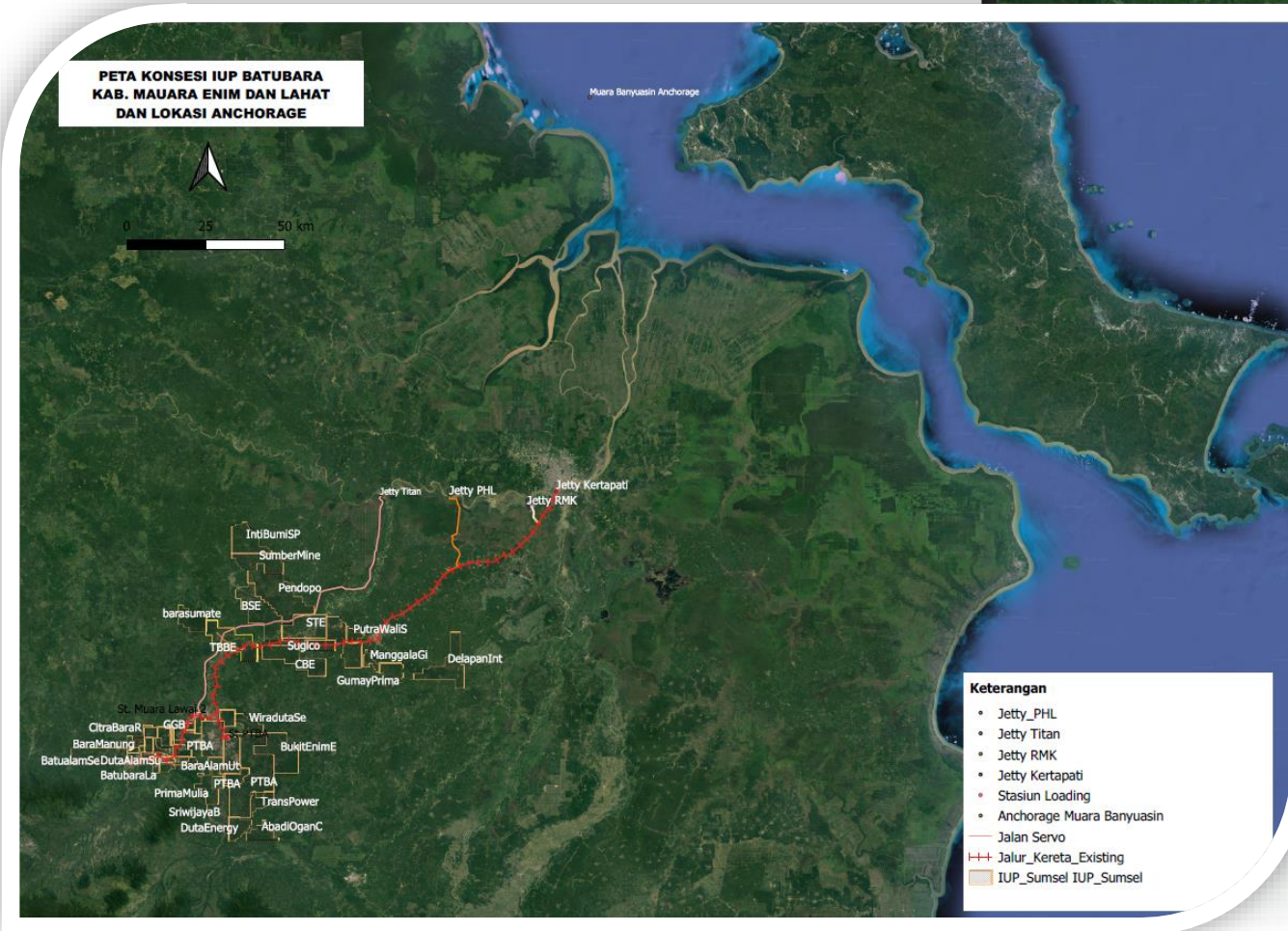


Gunung Megang Loading Station with Train Loading System (TLS)

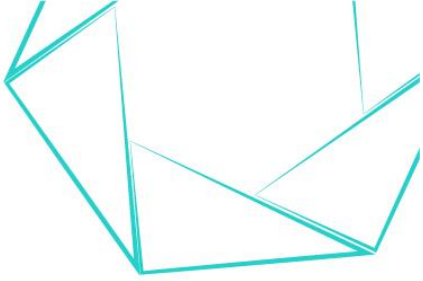


Simpang Unloading Station with 5 Tracks Container Yard and Gantry Crane

OUR STRATEGIC LOCATION & STRONG OPERATIONS



The only private coal logistics provider
integrated with train in South Sumatra.

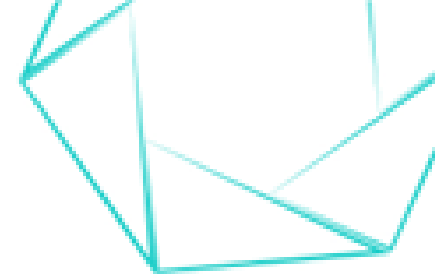


CHAPTER 2

STRATEGY & TARGET



CORPORATE STRATEGY



STRATEGY	TARGET	PROGRESS
<p>Improving Service & Capacity</p>	<ul style="list-style-type: none"> • Become a coal port that can ship at least 25 million ton per year • Develop unloading station with at least 17 million ton capacity per year • Build upstream coal loading station close to coal mining site to boost the amount of coal loaded • Develop supporting service business for coal industry such as hauling, mining contractor and other supporting services • Acquire and integrate business groups in the energy sector • Maximize potential asset 	<ul style="list-style-type: none"> • The in-house coal mining PT Truba Bara Banyu Enim (TBBE) has been operating in February 2022. (completed) • Gunung Megang loading station in Muara Enim has been operating in February 2022. (completed) • Container Yard (CY) 3B has been officially operated In June 2022 (completed) • Roads construction in potential mining area to provide hauling services to the Gunung Megang loading station (on progress) • Partnership with potential business in energy sector (on progress) • Underground conveyor development (on progress)

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

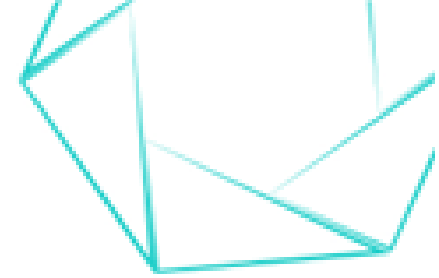
* Actual 2021

** Target 2022

*** Target 2022 vs actual 2021



YTD 9M 2022 PERFORMANCE HIGHLIGHT



SUSTAINABLE PROFITABILITY	SOLID BALANCE SHEET	IMPROVING CASH FLOW	STRONG OPERATIONS
<p>Operating revenue increased by +121.66%YoY to be IDR1.90T</p> <p>Revenue segment Coal sales 79.53% Coal services 20.47%</p> <p>Gross profit increased by +126.67% YoY to be IDR435.90B</p> <p>Gross profit margin Coal sales 21.40% Coal services 28.65%</p> <p>Net income increased by +153.62% YoY to be IDR296.37B</p>	<p>Equity increased by +36.92% YoY to be IDR1.10T</p> <p>Financial debt decreased by -32.59% YoY to be IDR289.06B</p> <p>Financial ratio met the minimum requirements of credit covenants</p> <p>EBITDA ratio 28.43 time DER 0.26 time Current ratio 2.30 time</p>	<p>Maintaining investment and financing activities</p> <ul style="list-style-type: none"> Cash flow from investing decreased -82.91% YoY Cash flow from financing decreased -162.66% YoY 	<p>Coal sales and services volume boosted financial performance.</p> <p>Coal sales volume increased by +38.36% YoY to be 1.62 million ton of coal.</p> <p>Coal services volume increased by +21.08% YoY to be 5.46 million ton of coal</p> <p>Newcastle coal price increased by +138.67% YoY in Sept 2022</p>

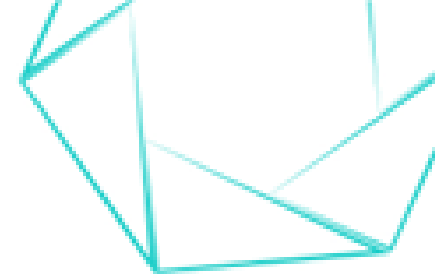
A teal-colored geometric shape, resembling a stylized cube or a complex polyhedron, is located in the top right corner of the slide.

CHAPTER 3

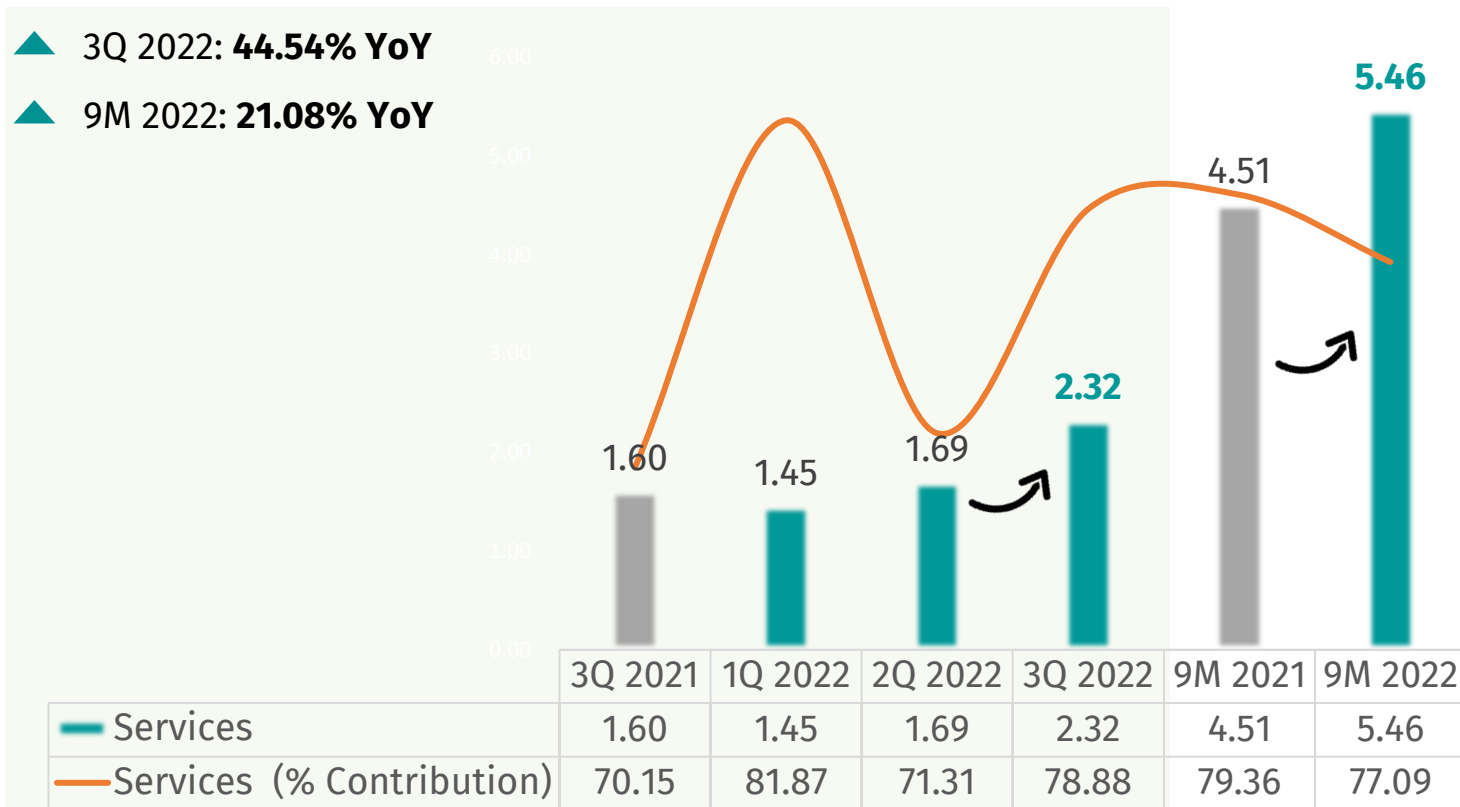
OPERATIONAL PERFORMANCE

A teal-colored line drawing of a mountain range is located at the bottom of the slide. The mountains are stylized with simple outlines and no shading.

COAL CARRIED REACHES 5.46 M TON, INCREASING 21.08% YoY



in million ton

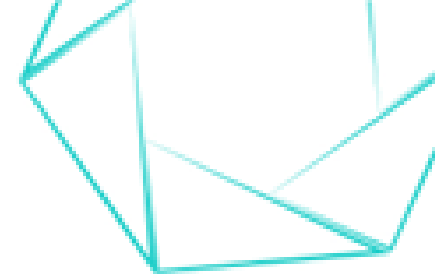


RMK Energy carried **2.32 million** ton of coal in 3Q22, or significantly jumped by **44.54% YoY**.

For the nine-month period of 2022, RMK Energy carried **5.46 million** ton of coal or rose by **21.08% YoY** and reached **69.78%** of this year target.

*CAGR 2019-2021

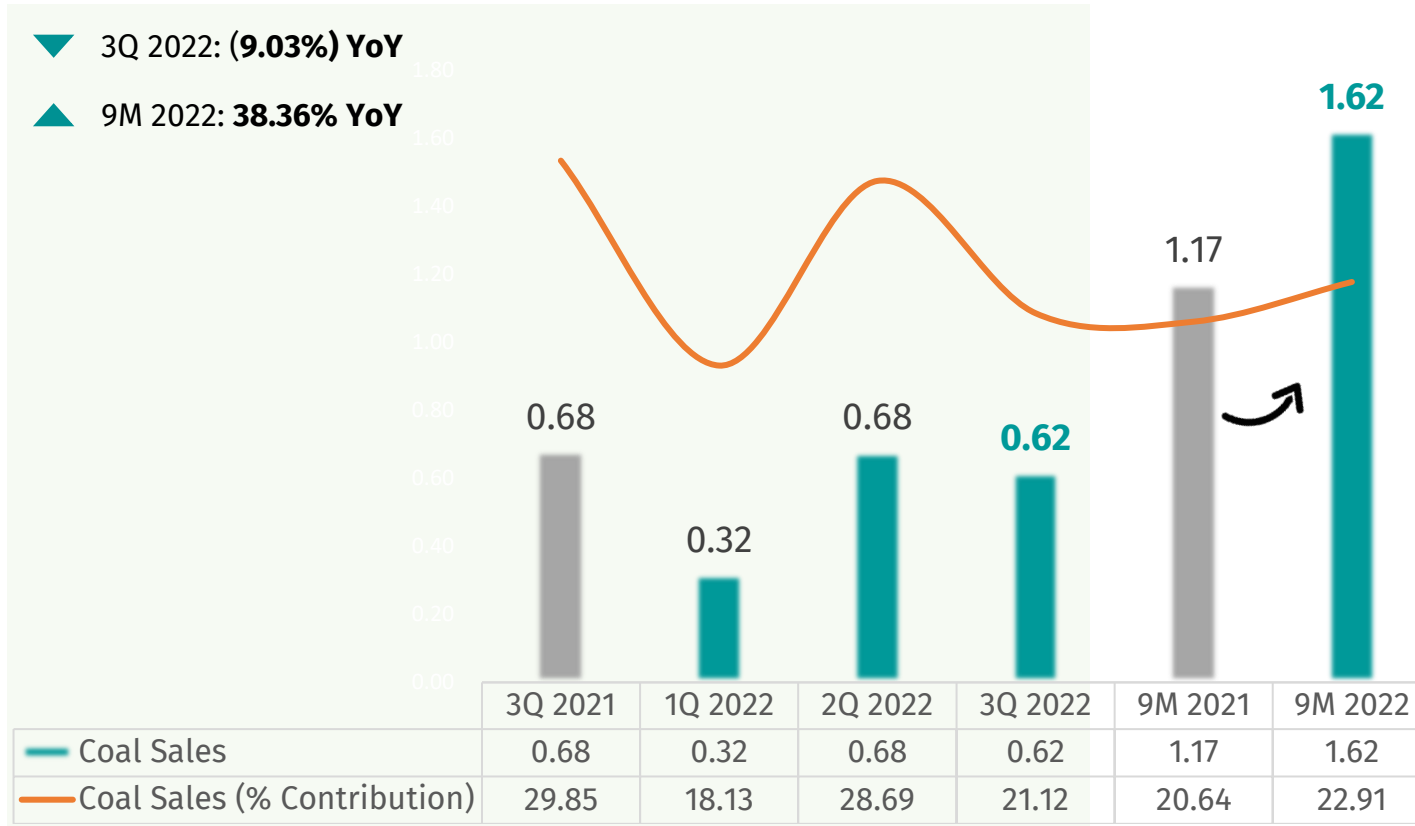
COAL SALES REACHES 1.62 MILLION TON, INCREASING 38.36% YoY



in million ton

▼ 3Q 2022: (9.03%) YoY

▲ 9M 2022: 38.36% YoY



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.



CHAPTER 4

FINANCIAL PERFORMANCE

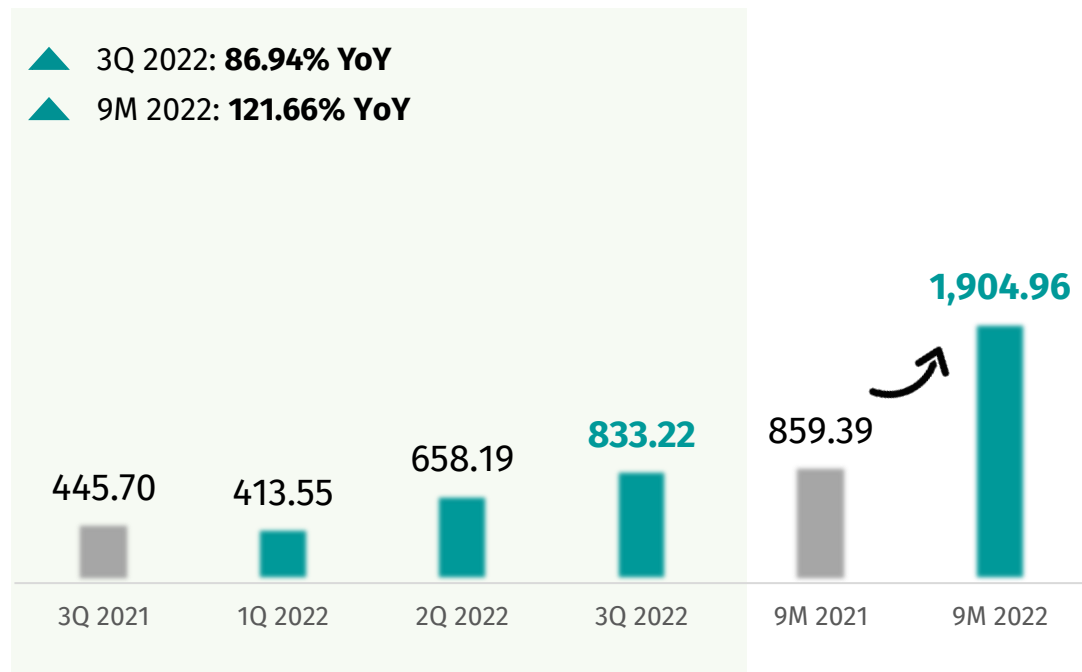


TOP LINE STANDS AT IDR1.90 T, INCREASING 121.66% YoY

Operating Revenue

in billion IDR

- ▲ 3Q 2022: **86.94% YoY**
- ▲ 9M 2022: **121.66% YoY**



Operating revenue contribution YTD9M 2022

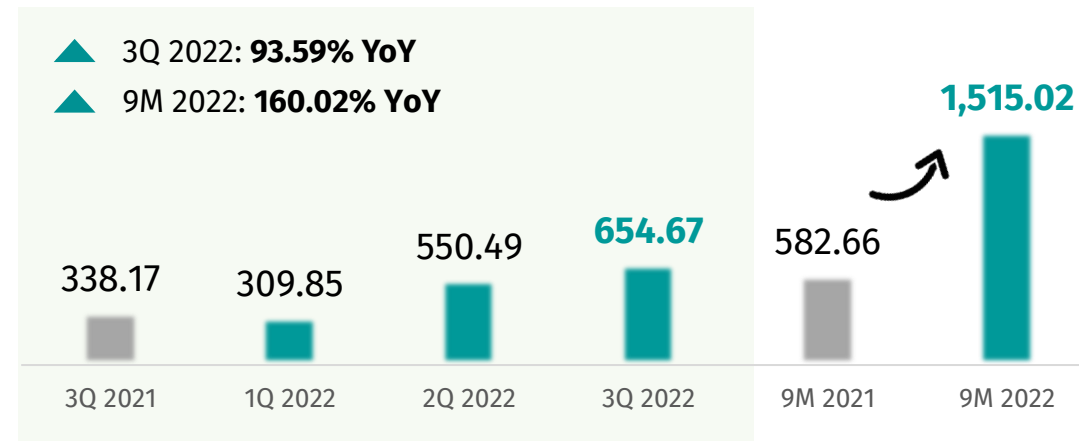
- Coal sales 79.53%
- Coal services 20.47%

Revenue Segment

in billion IDR

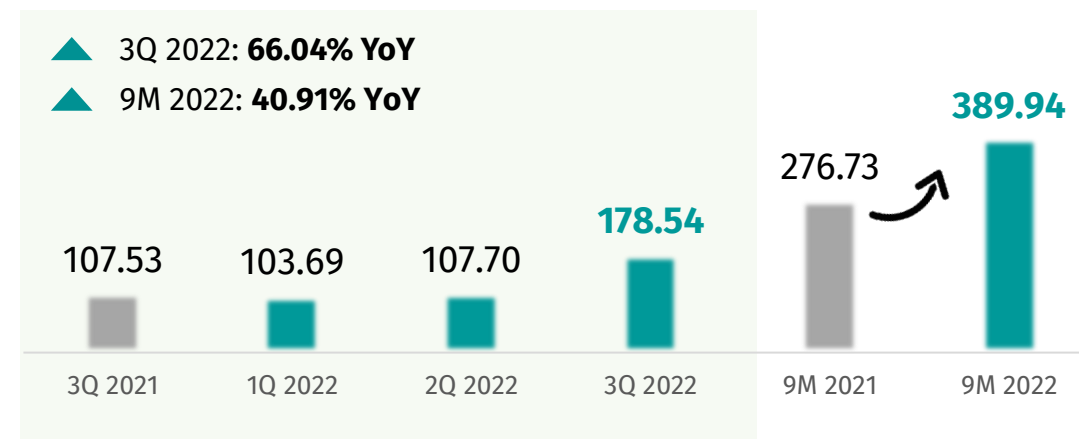
Coal Sales

- ▲ 3Q 2022: **93.59% YoY**
- ▲ 9M 2022: **160.02% YoY**



Coal Services

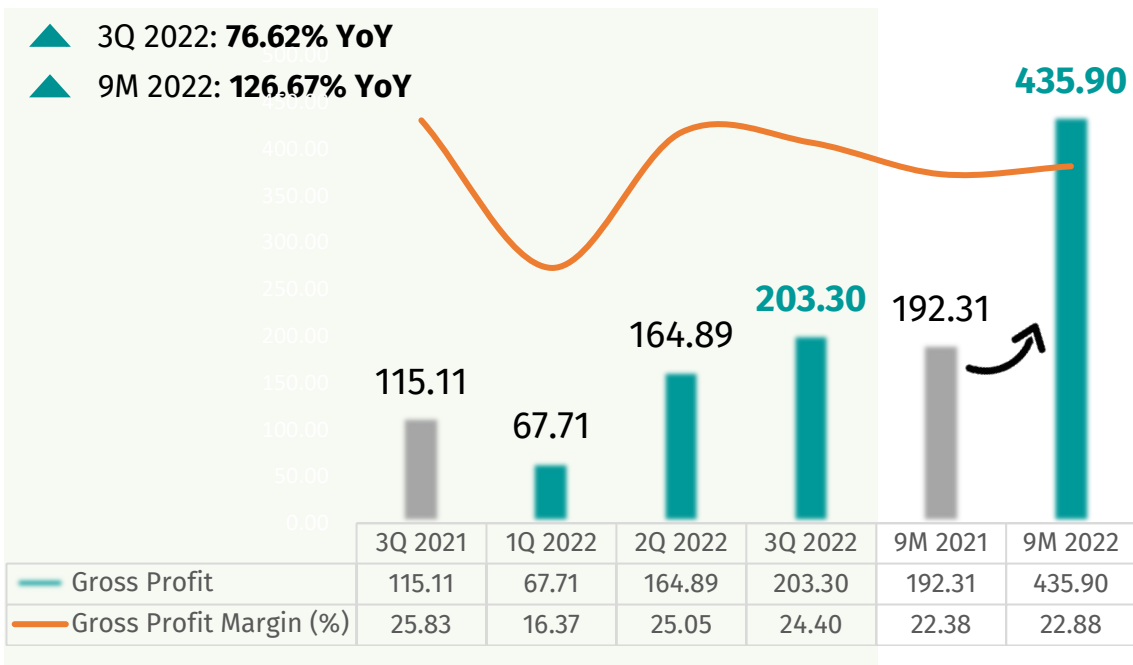
- ▲ 3Q 2022: **66.04% YoY**
- ▲ 9M 2022: **40.91% YoY**



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

Gross Profit

in billion IDR



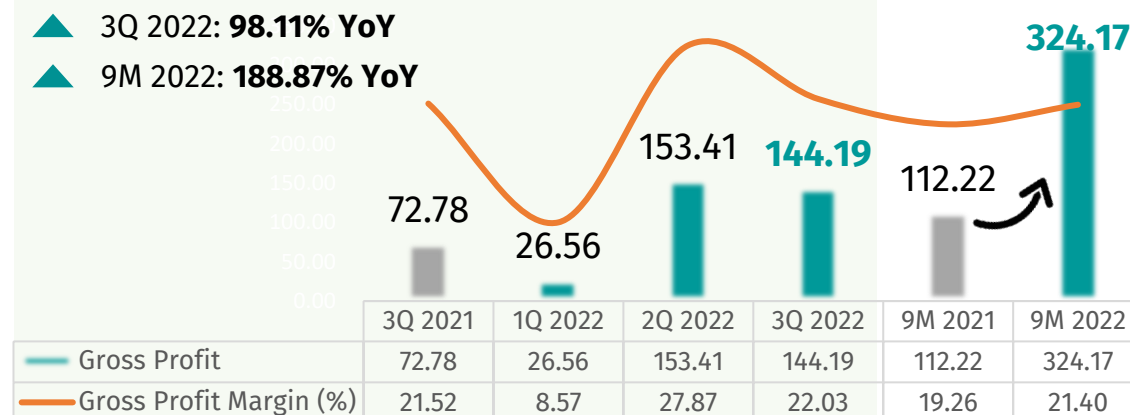
Operating revenue contribution YTD9M 2022

- Coal sales 74.37%
- Coal services 25.63%

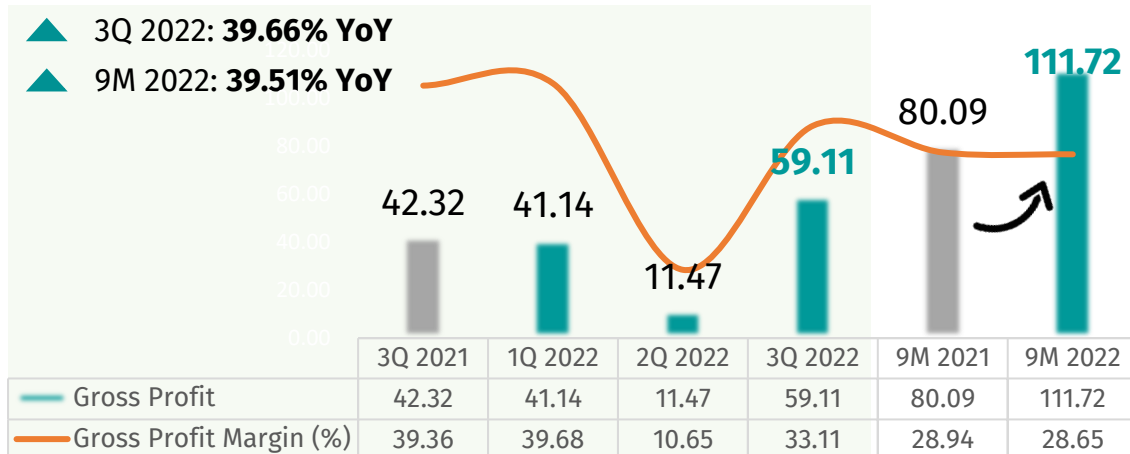
Gross Profit Breakdown

in billion IDR

Coal Sales



Coal Services

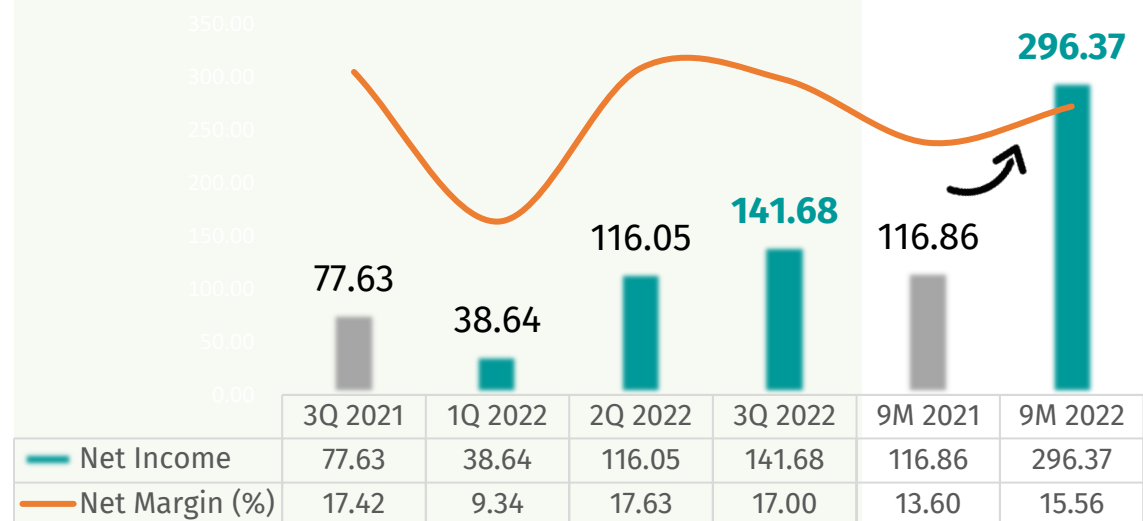


NET PROFIT & EBITDA STAY HIGH

Net Profit

in billion IDR

- ▲ 3Q 2022: **82.50% YoY**
- ▲ 9M 2022: **153.62% YoY**

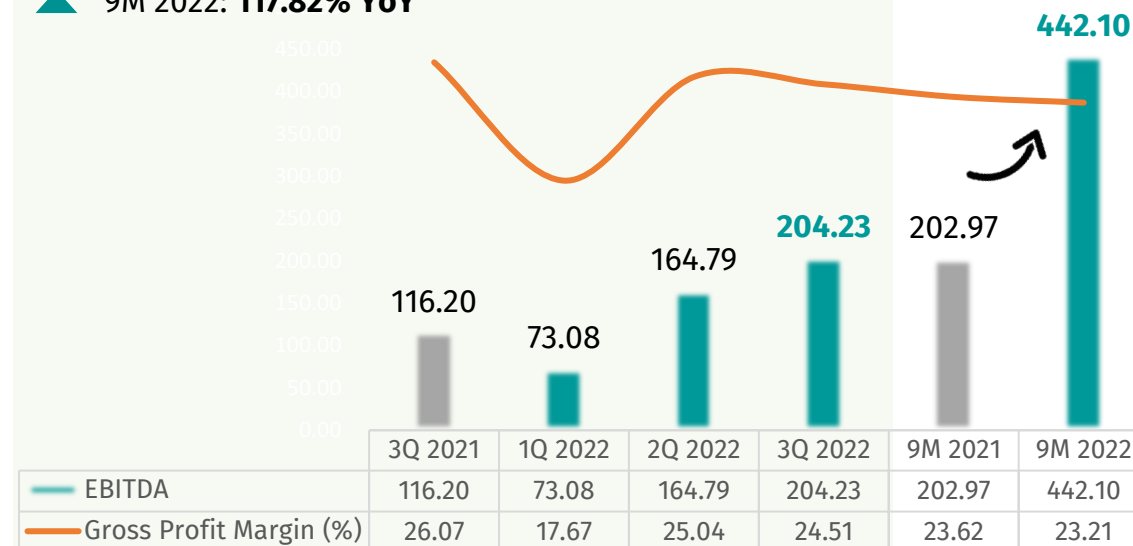


Sustainable growth over the quarters by booking net profit IDR296.37 B or increased by 153.62% YoY.

EBITDA

in billion IDR

- ▲ 3Q 2022: **75.76% YoY**
- ▲ 9M 2022: **117.82% YoY**



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

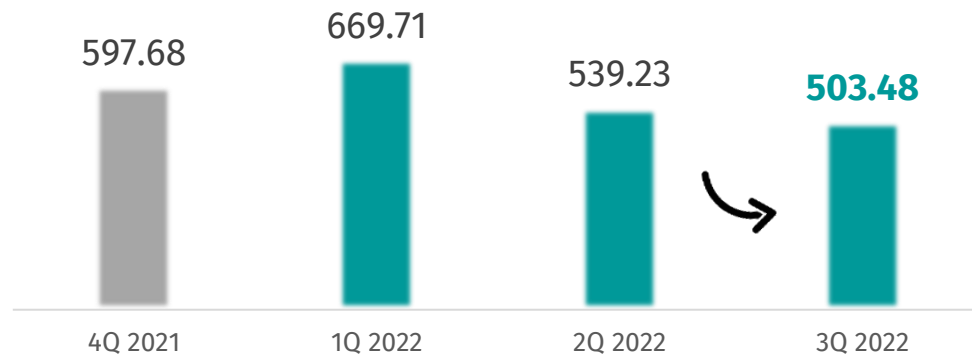
Regarding to credit covenant, Company manages its financial ratio above minimum requirement for YTD September 2022.

SOLID BALANCE SHEET

Liabilities

in billion IDR

▼ 3Q 2022: **15.76% YoY**

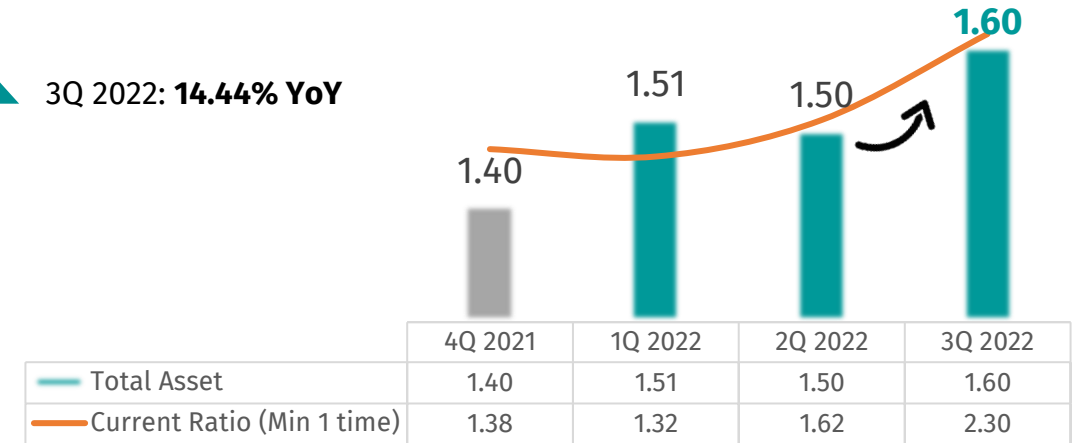


Regarding to credit covenant, RMKE manages its financial ratio above minimum requirement for YTD September 2022.

Asset

in trillion IDR

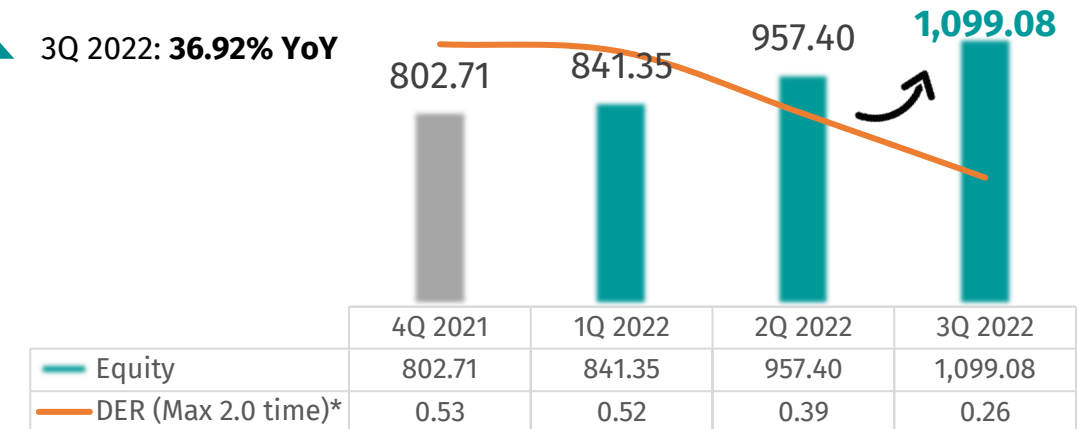
▲ 3Q 2022: **14.44% YoY**



Equity

in billion IDR

▲ 3Q 2022: **36.92% YoY**





Thank You

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