



**PUBLIC EXPOSE 2023  
PT RMK ENERGY TBK  
[RMKE]**

**Sustainable Operations to Support Global Energy Security  
Operasi Berkelanjutan untuk Menopang Ketahanan Energi Global**

# 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 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



RMKE IJ becomes the member of several indices in 2023

IDX 80

Kompas 100

IDX ESG Leaders

Source: Indonesia Stock Exchange

## SHARES OWNERSHIP

Investor	%
RMK Investama	76.8
RMKE Management	3.2
Local Institution	2.3
Foreign Institution	1.6
Local Retail	15.7
Foreign Retail	0.4
<b>Total</b>	<b>100.00</b>

## FREE FLOAT

Investor	%
Local Institution	11.4
Foreign Institution	7.9
Local Retail	78.6
Foreign Retail	2.1
<b>Total</b>	<b>100.00</b>

September 2023

# 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

Providing efficient and effective coal services solutions

04

## STRONG OPERATIONS

~18% CAGR from services logistic volume\*

05

## STRONG REVENUE GROWTH

~20% CAGR from services logistic revenue\*

06

## SUSTAINABLE PROFITABILITY

Gross profit margin 41.7% from coal services\*\*

07

## SOLID BALANCE SHEET

DER 0.38 time\*\*

08

## HIGH SAFETY STANDARD

Railway is the safest mode of land transportation

09

## LONG TRACK RECORD

Professional and experienced management team

10

## GOOD CORPORATE GOVERNANCE

The implementation of GCG in all business lines

\* CAGR 2019-2022

\*\* Base on 9M 2023 Performance

# MANAGEMENT TEAM



**VINCENT SAPUTRA**  
*Finance Director*

**TONY SAPUTRA**  
*President Director*

**WILLIAM SAPUTRA**  
*Operational Director*

# CHAPTER 2

# STRATEGY & TARGET



# CORPORATE OUTLOOK & STRATEGY

STRATEGY	INDICATOR	2022*	2023**	2024**	2025**	2026**	2027**
Improving Service & Capacity	Operational	in million MT <b>Coal services</b> Loading barge 7.8 <b>Coal sales</b> 2.5 <b>Coal production</b> 1.3	in million MT <b>Coal services</b> Loading barge ~10.8 <b>Coal sales</b> ~2.8 <b>Coal production</b> ~2.1	in million MT <b>Coal services</b> Loading barge ~12.4 <b>Coal sales</b> ~3.6 <b>Coal production</b> ~3.2	in million MT <b>Coal services</b> Loading barge ~15.9 <b>Coal sales</b> ~4.3 <b>Coal production</b> ~3.9	in million MT <b>Coal services</b> Loading barge ~19.3 <b>Coal sales</b> ~7.6 <b>Coal production</b> ~5.0	in million MT <b>Coal services</b> Loading barge ~20.9 <b>Coal sales</b> ~8.6 <b>Coal production</b> ~8.0
	Financial	<b>Top line</b> IDR2.7 T <b>Net profit</b> IDR404.1 B DER 0.4 time***	<b>Top line</b> ~IDR3.2 T <b>Net profit</b> ~IDR558.6 B DER 0.3 time***	<b>Top line</b> ~IDR4.1 T <b>Net profit</b> ~IDR750.9 B DER 0.3 time***	<b>Top line</b> ~IDR5.3 T <b>Net profit</b> ~IDR1.0 T DER 0.2time***	<b>Top line</b> ~IDR6.3 T <b>Net profit</b> ~IDR1.2 T DER 0.2 time***	<b>Top line</b> ~IDR8.5 T <b>Net profit</b> ~IDR1.6 T DER 0.2 time***
	Capital Expenditure	<b>Capex ~IDR70.2 B</b> Investment 1. Simpang Station 2. Container Yard (CY3) 3. Gunung Megang station	<b>Capex ~IDR350 B</b> Investment 1. Hauling road to Enim & Lahat 2. Loading facilities 3. Conveyor	<b>Capex ~IDR291 B</b> Investment 1. Hauling road to Enim & Lahat 2. Loading facilities 3. Conveyor	<b>Capex ~IDR172 B</b> Investment 1. Hauling road to Enim & Lahat 2. Loading facilities 3. Conveyor	-	-

\* Actual

\*\* Latest outlook

\*\*\*\* Total liability / equity



# 9M 2023 PERFORMANCE HIGHLIGHT

## SUSTAINABLE PROFITABILITY



**Revenue from coal services segment** increased by **59.1% YoY** and supported Company to reach top line **IDR1.8 billion**

**Revenue segment**  
Coal sales **66.3%**  
Coal services **33.7%**

**Gross profit from coal services segment** increased by **131.5% YoY** to IDR258.6 billion  
**Gross profit segment**  
Coal sales **40.5%**  
Coal services **59.5%**

**Gross profit margin**  
Coal sales **14.4%**  
Coal services **41.7%**

Recorded net **income IDR285.2 billion**

## SOLID BALANCE SHEET



**Equity** increased by **21.1% YoY** to **IDR1.4T**

**Financial debt** increased by **26.9% YoY** to be **IDR275.5 billion**

**Financial ratio** met the requirements of credit covenants  
EBITDA ratio **27.17 time**  
DER **0.38 time**  
Current ratio **2.12 time**

## IMPROVING CASH FLOW



**Operating cash flow** increased by **147.2% YoY** to **IDR162.2 billion**

**Cash flow from investing** increased by **317.3% YoY**

**Cash flow from financing** decreased by **(83.5%) YoY**

## STRONG OPERATIONS



**Coal services Unloading train** volume increased by **9.7% YoY** to **9.2 million MT** of coal.

**Loading barge** volume increased by **14.5% YoY** to **6.2 million MT** of coal.

**Coal sales**  
Coal sales volume decreased by **7.2% YoY** to **1.7 million MT** of coal.

**In-house mining, TBBE**, produced **900.8K MT** of coal getting, increased by **11.3% YoY**

# OUR TARGETS ACHIEVEMENT IN 9M 2023

No	Indicator		Unit	2023 a	9M 2023 b	Achievement b/a	
				Target	Actual	%	
1	Operational	Service	Unloading train	mio MT	12.4	9.2	74.2
			Loading barge	mio MT	10.8	6.2	57.9
		Coal Sales	In-house & third parties	mio MT	2.8	1.7	59.8
		In-house TBBE	Overburden removal	mio Bcm	3.0	2.0	66.4
			Coal getting	mio MT	2.1	0.9	42.9
2	Financial	Profitability	Operating revenue	trillion IDR	3.2	1.8	57.5
			Gross profit	bio IDR	761.3	434.3	57.1
			Net profit	bio IDR	558.6	285.2	51.0
		Capital Expenditure	Capex	bio IDR	350.0	155.7	44.5

On average, the Company has achieved **61.1% of this year target**.

# CHAPTER 3

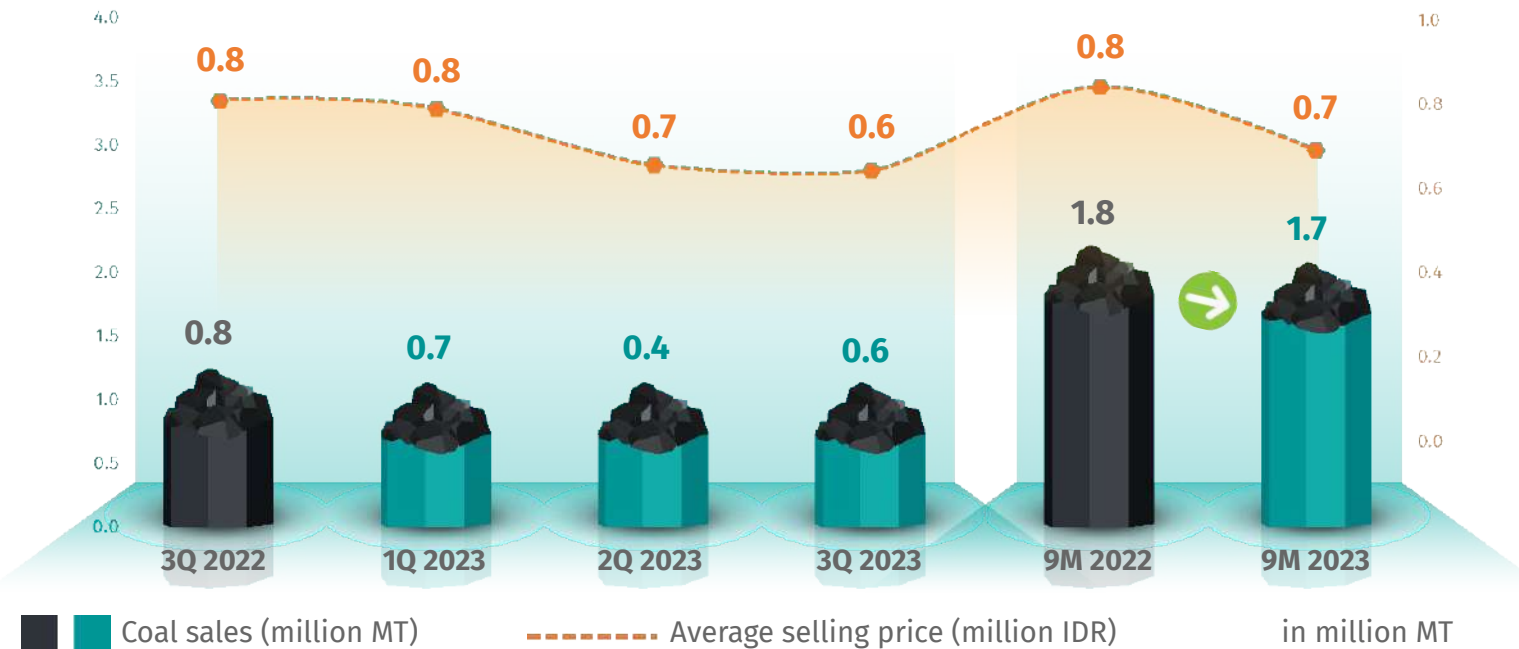
# OPERATIONAL PERFORMANCE



# COAL SALES SEGMENT

YTD9M 2023

Coal sales volume: **(7.2%) YoY** | Average selling price: **(16.9%) YoY**

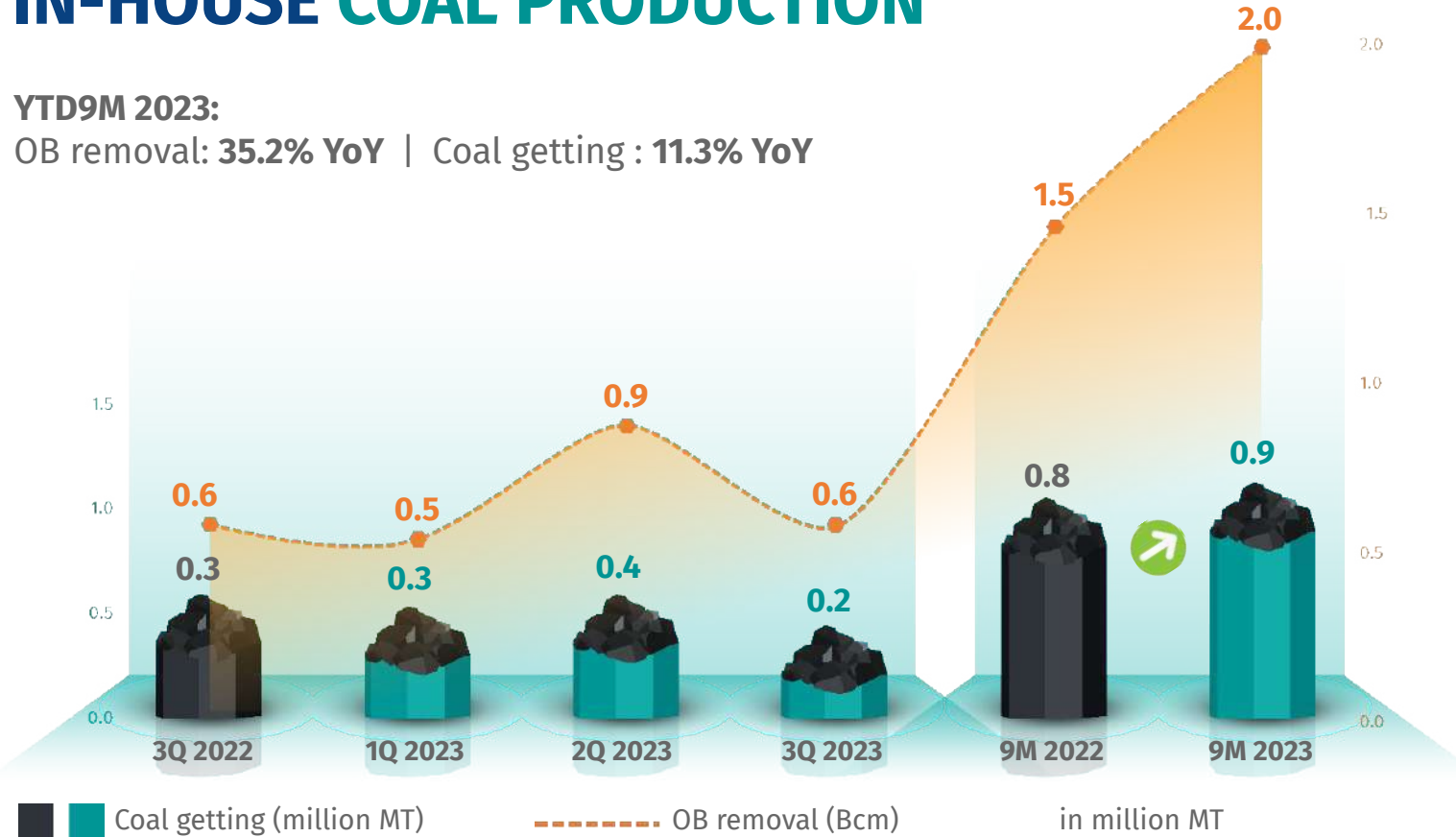


The operational performance from coal sales segment is decrease as the coal prices normalized by **(16.9%) YoY** until September 2023, but the performance of this segment was still supported by the growth in coal sales volume of 3Q 2023 so that the YTD9M 2023 slightly decreased by 7.2% YoY. The Company has achieved **59.8% of of this year target**.

# IN-HOUSE COAL PRODUCTION

YTD9M 2023:

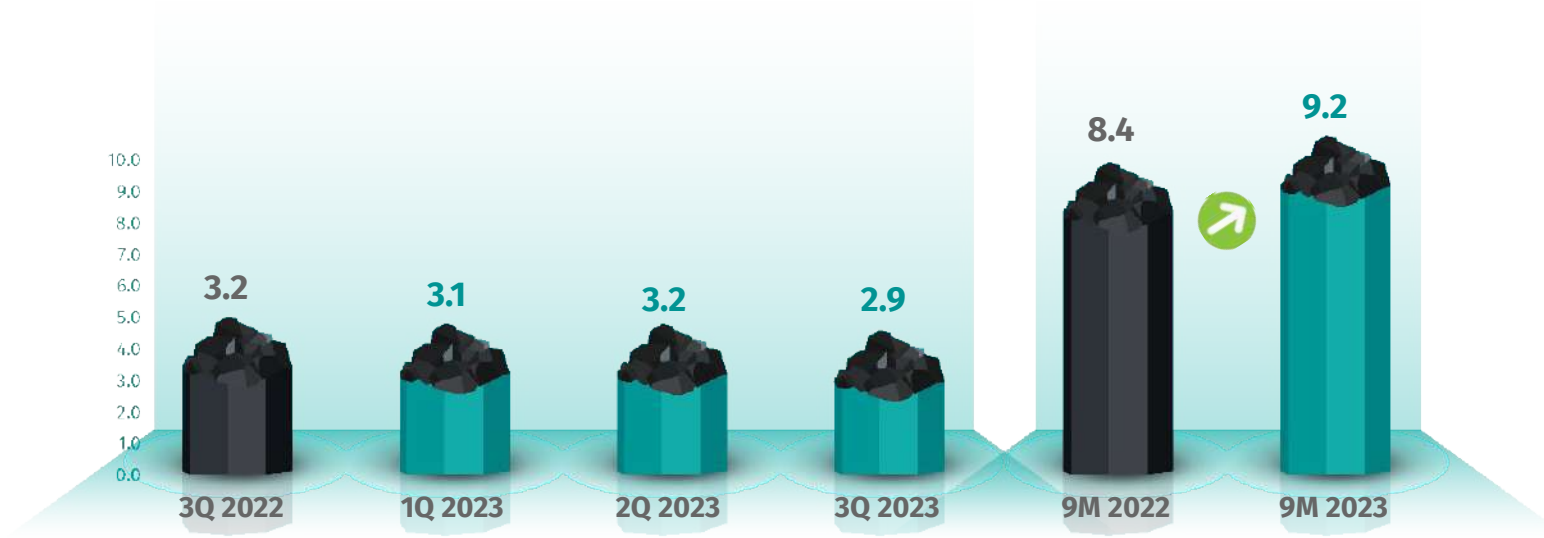
OB removal: 35.2% YoY | Coal getting : 11.3% YoY



The increase in coal sales volume came from the growth in in-house production, PT Truba Bara Banyu Enim (TBBE), which **produces 900.8K MT of coal**, increased by **11.3% YoY** and contributed **53.8% to the total coal sales volume**. The Company has achieved **42.9% of of this year target**.

# COAL SERVICES SEGMENT – UNLOADING TRAIN

↑ YTD9M 2023: 9.7% YoY

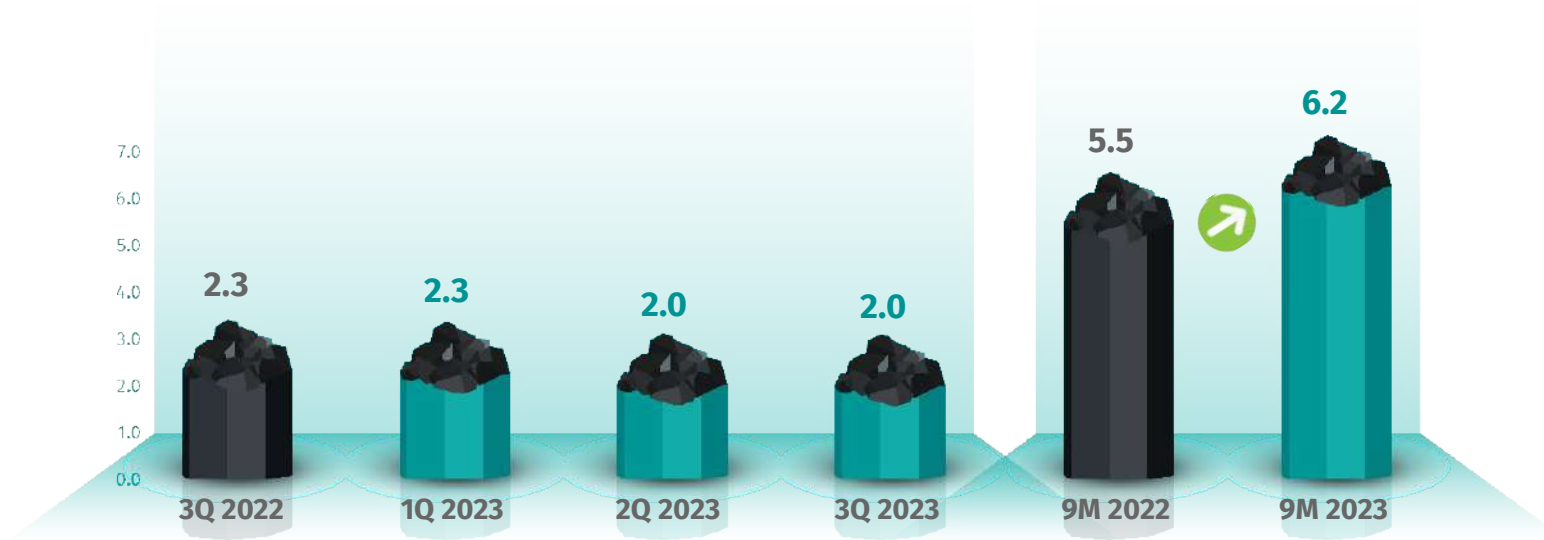


in million MT

The Company has achieved **74.2%** of of this year target.

# COAL SERVICES SEGMENT – LOADING BARGE

↑ YTD9M 2023: 14.5% YoY

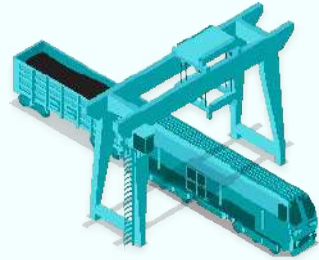


in million MT

The Company has achieved **59.8%** of of this year target.

# OPERATIONAL EFFICIENCY INDICATOR IN 9M 2023

**Train unloading time  
(hour)**



9M 2022

**04:06**

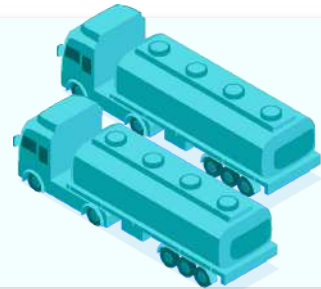
9M 2023

**03:25**

Efficiency

**(00:41)**

**Fuel ratio  
(MT/liter)\***



9M 2022

**0.91**

9M 2023

**0.88**

Efficiency

**(0.03)**

*\* per MT loading barge*



# CHAPTER 4

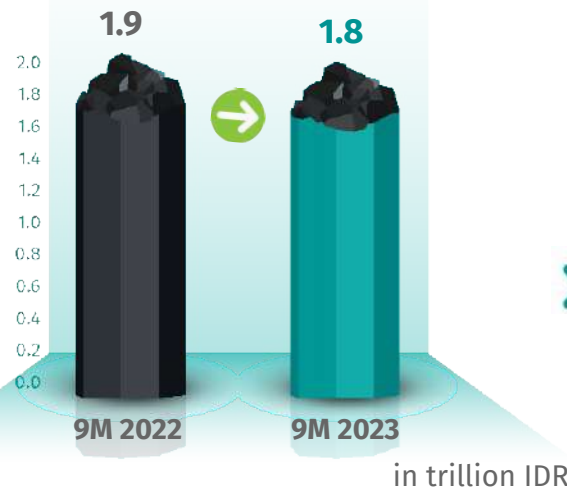
# FINANCIAL PERFORMANCE



# OPERATING REVENUE IS SUPPORTED BY SERVICES SEGMENT

## Operating Revenue

→ YTD9M 2023:  
(3.4%) YoY



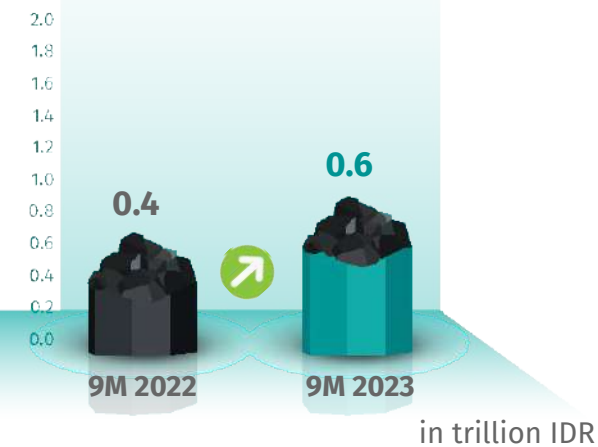
## Coal Sales Segment

→ YTD9M 2023:  
(19.5%) YoY



## Coal Services Segment

↑ YTD9M 2023:  
59.1% YoY



Operating revenues contribution: **66,3% coal sales** and **20.5% coal services**.

- The achievement of services segment was supported by the rise in the volume of unloading train and loading barge which grew significantly by **9.7% YoY** and **14.5% YoY**, respectively. The unloading train and loading barge have reached **9.2 million MT** and **6.2 million MT** until September 2023, respectively. These operational performance boosted operating revenues from services segment **59.1% YoY**
- Revenue from the coal sales segment is decreased due to the construction of coal volume and price (7.2%) YoY and (16.9%) YoY, respectively.

The Company has achieved **57.5% of the total target 2023**

# HIGHER GROSS PROFIT MARGIN

## Gross Profit

→ YTD9M 2023:  
(0.4%) YoY



## Coal Sales Segment

→ YTD9M 2023:  
(45.8%) YoY



## Coal Services Segment

↑ YTD9M 2023:  
131.5% YoY



■ Gross profit

--- Gross profit margin (%)

in billion IDR

## Gross profit margin by segment

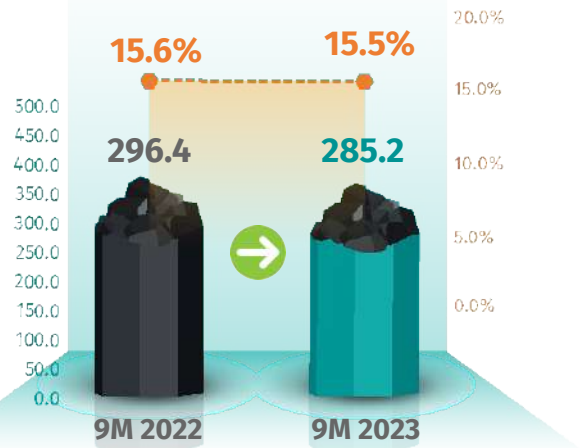
- Coal sales **14.4%**
- Coal services **41.7%**

RMKE's gross profit is slightly decreased by 0.4% YoY but booked **higher gross profit margin 23.6%** due to improving services segment which had **grown by 1.3 times** until September 2023. Based on contribution, coal sales & services contributed **40.5% & 59.5%** respectively, to total gross profit. The Company has achieved **57.1% of the total target 2023**.

# OPTIMIZING COSTS TO BOOST PROFITABILITY

## Net Profit

↓ YTD9M 2023:  
(3.8%) YoY



in billion IDR

### Net profit has improved due to:

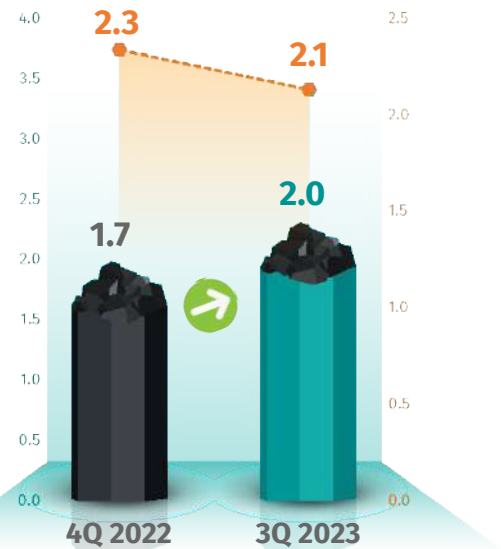
The bigger profit margin from the services segment improved the Company's financial performance by posting a consolidated net profit of **IDR 285.2 billion** or **slightly decreased by 3.8% YoY** for 9M 2023.

Based on contribution, coal sales & services contributed **15% & 85%** respectively, to total net profit. The Company has achieved **51.0% of the total target 2023**.

# SOLID BALANCE SHEET MEETS CREDIT COVENANTS

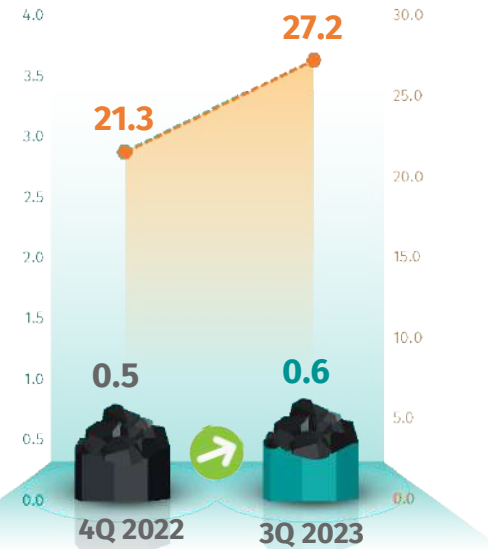
## Asset

↑ YTD9M 2023:  
20.3% YoY



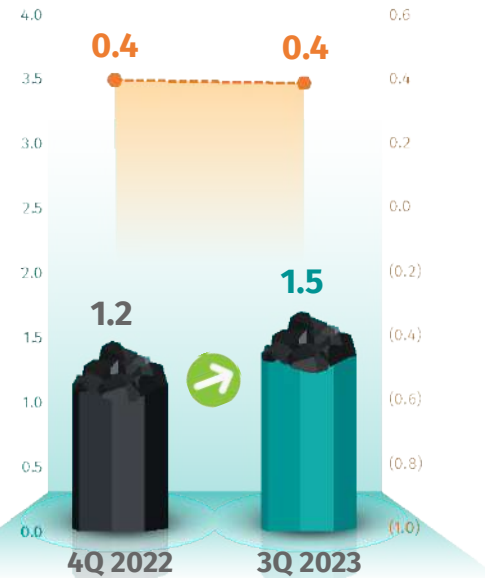
## Liability

↑ YTD9M 2023:  
18.4% YoY



## Equity

↑ YTD9M 2023:  
21.1% YoY



■ Total asset

--- Current ratio (min 1 time)  
in trillion IDR

■ Liability

--- EBITDA ratio (min 1 time)  
in trillion IDR

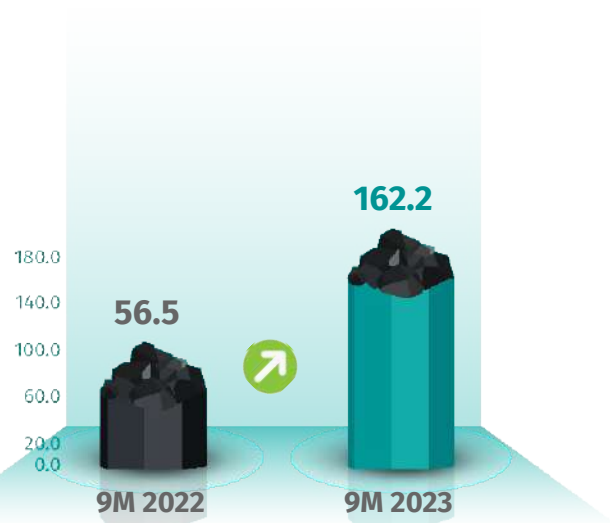
■ Equity

--- DER (max 1.2 time)  
in trillion IDR

# MANAGING HEALTHY CASH FLOW

## Cash Flow from Operating

↑ YTD9M 2023:  
147.2% YoY



Cash from operating activities increased by 147.2% YoY, in line with the increasing contribution of the service segment which has stable cash.

## Cash Flow from Investing

↑ YTD9M 2023:  
317.3% YoY



Cash from investing activities increased by 317.3% YoY mainly due to capital expenditure for conveyor & crusher, hauling road & bridge as well as land acquisition.

## Cash Flow from Financing

↓ YTD9M 2023:  
(83.2%) YoY



Cash from financing activities decreased by 83.5% YoY, mainly due to the payment of long term debt.

in billion IDR



# Thank You



RMKE Investor & Public Relations  
PT RMK Energy Tbk

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



[rmkenergy.com](http://rmkenergy.com)



[rmke.official](https://www.instagram.com/rmke.official)



[PT RMK Energy Tbk](https://www.linkedin.com/company/pt-rmk-energy-tbk)