



# PRESS CONFERENCE

2024 FULL YEAR PERFORMANCE

**PT RMK ENERGY TBK [RMKE]**

Integrated Logistics and Commodity Company

Expanding  
South Sumatra  
to  
Power Indonesia  
Responsibly



# OUR AGENDA

**01**

**COMPANY  
OVERVIEW**

**04**

**OPERATIONAL  
PERFORMANCE**

**02**

**BUSINESS & OPERATIONAL  
HIGHLIGHT**

**05**

**FINANCIAL  
PERFORMANCE**

**03**

**STRATEGY AND  
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.

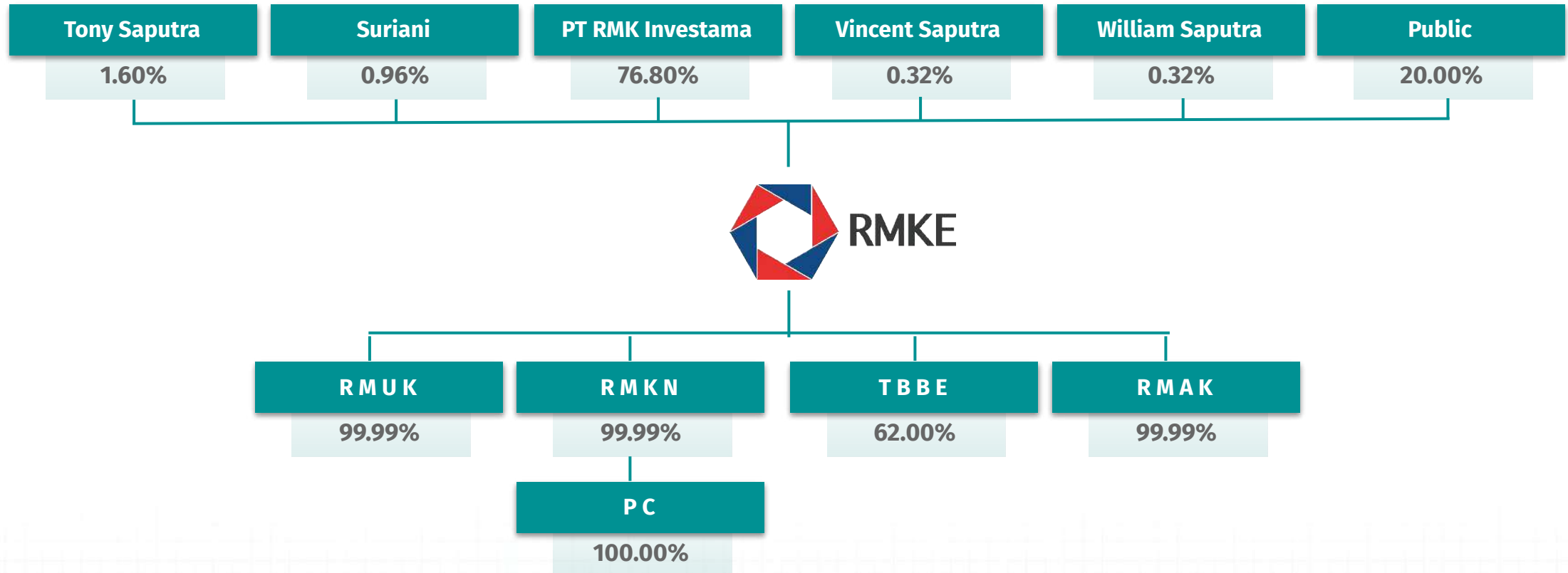
## Product & Services

- ▶ 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

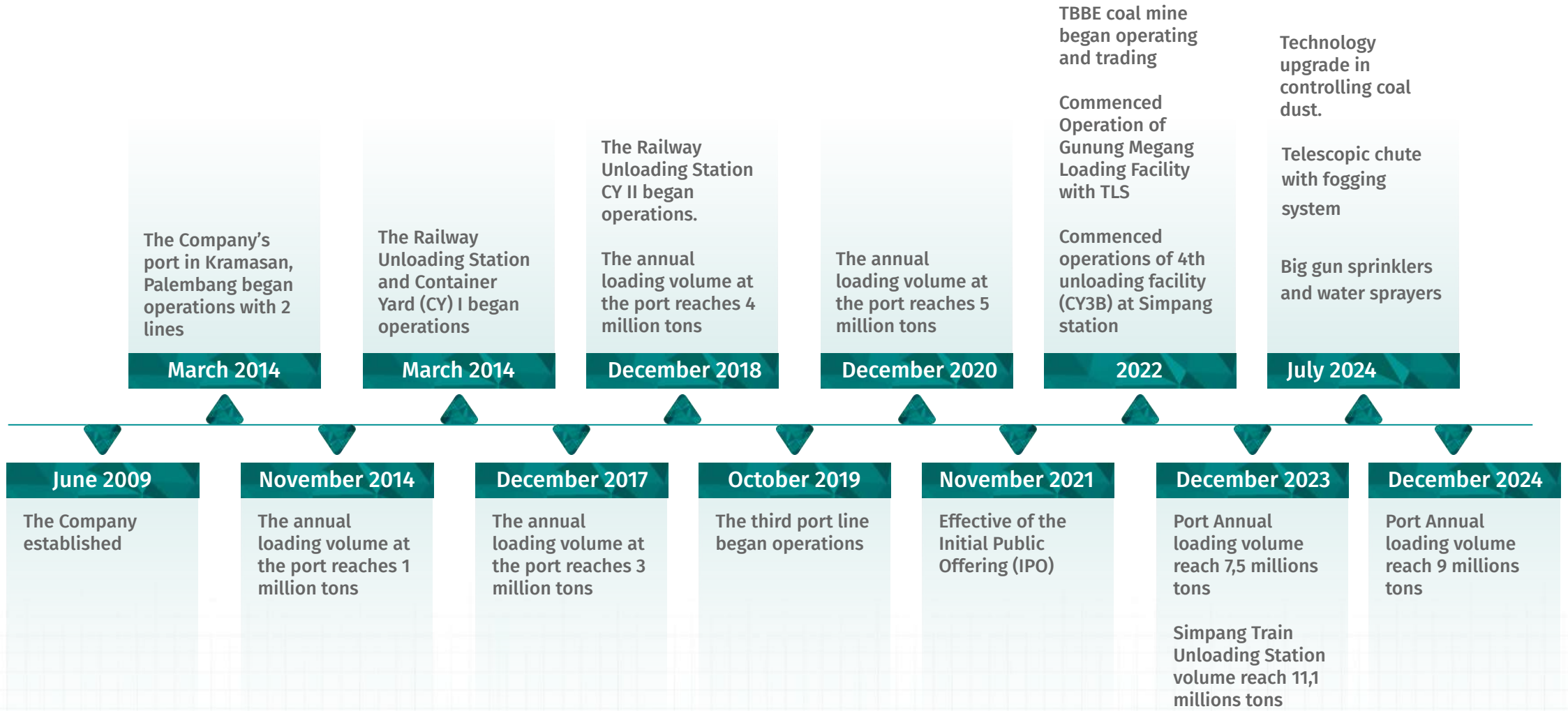
The Company runs the coal trading business segment, with the following operational flow, the Company purchases coal at the mine stockpile and transports the coal using a fleet of trucks that have become the company's partners to the train loading station. After arriving at the Company's train unloading 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.

# 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



2 1 3

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

## Board of Director



2 1 3 4

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

# 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



# 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 62.39%\*
- Coal service volume CAGR 17.21%\*

05

## STRONG REVENUE GROWTH

Operating revenues CAGR 35.4%\*

06

## SUSTAINABLE PROFITABILITY

Net profit CAGR 46.2%\*

07

## SOLID BALANCE SHEET

DER 0.26 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 2019-2024

\*\* Based on 4Q 2024 performance



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



Railway



**Competitiveness:**  
Safest transportation mode

## Tariff



Rp806-922/  
ton/km



**Competitiveness:**  
Low tariff

## Volume/frequency



~2,800 ton/  
train



**Competitiveness:**  
Bigger volume

## Strategic location



~69  
Nautical Mile



**Competitiveness:**  
The nearest to anchorage

## Socio-economic context



The integration of hauling road and railway



**Competitiveness:**  
More reliable

# 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

# QUICK WINS IN 2025

NO	INDICATOR	NOTES	2025
1	OPERATIONAL	<b>Integrating multiple coal mines with our dedicated coal hauling road</b>	<b>PT Wiraduta Sejahtera Langgeng (WSL) PT Duta Bara Utama (DBU)</b>
		Loading station capacity enhancement	The construction of new Container Yard (CY) at loading station. New capacity from 4 mn mt/year <b>to be 8 mn mt/year</b>
		<b>Unloading station capacity enhancement via bottom dump technology</b>	<b>Bottom dump container yard Installation &amp; initial implementation</b>
		Port capacity enhancement	The construction of line 1 capacity expansion. New capacity from 20 mn mt/year to be <b>24 mn mt/year</b>
		<b>Energy transition to electric power sources</b>	<b>1st phase: 50% electric conversion in our port</b>
2	FINANCIAL	<b>Funding diversification</b>	<b>Securing alternative financing to support working capital needs in addition to Government policy</b>

# CORPORATE OUTLOOK

No	INDICATOR		UNIT	2024 a	2025 b	Change b/a	
				Actual	Target	%	
1	Operational	Coal Services	<b>Loading barge</b>	mn mt	9.0	11.2	24.1
		Coal Sales	<b>In-house &amp; third parties</b>	mn mt	2.8	3.8	35.4
2	Financial		<b>Operating revenue</b>	tn Rp	2.5	3.9	58.5
		Profitability	Gross profit	bn Rp	460.5	659.7	43.3
			<b>Net profit</b>	<b>bn Rp</b>	<b>274.7</b>	<b>446.5</b>	<b>62.5</b>
		Financial Debt	DER	time	0.3	0.26	-13.3%
		Capital Expenditure	Capex	bn Rp	247.8	330.0	33.2





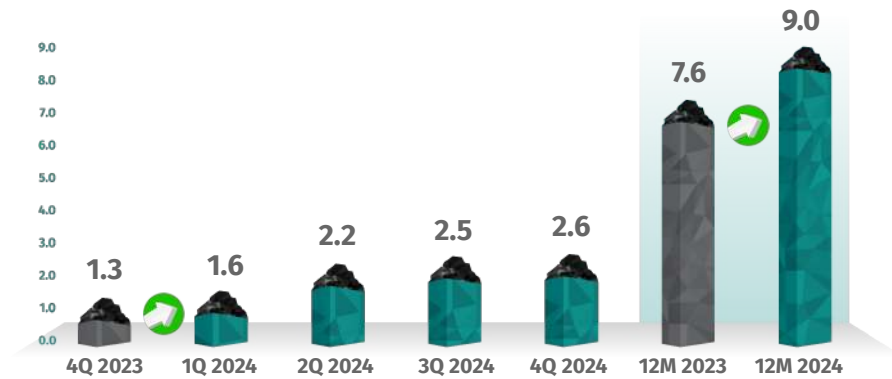
# CHAPTER 4 OPERATIONAL PERFORMANCE

# RECORDS THE ALL TIME HIGH MONTHLY VOLUME IN OCTOBER 2024

## Service Segment Indicator: Barge Loading Volume

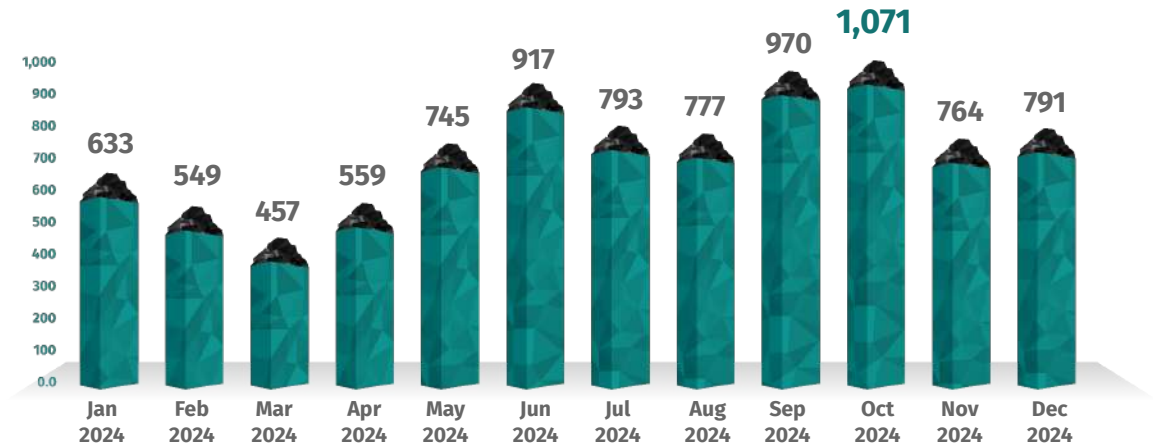
### Quarterly Performance (million ton)

↑ 4Q 2024 +100% YoY to 2.6 mn ton  
12M 2024 +19.3% YoY to 9.0 mn ton



### Monthly Performance

October 2024, the all time high volume 1 mn ton



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

# PRICES REMAIN LOWER, BUT VOLUME INCREASES

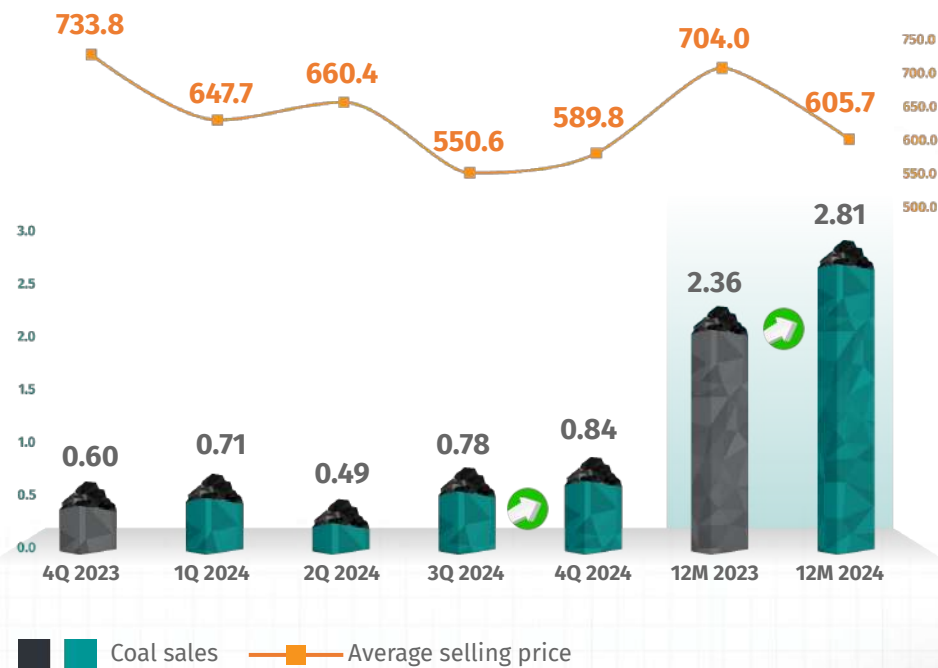
## Coal Sales Volume & Average Selling Price (ASP)

### Coal sales volume

↑ 4Q 2024 +39.5% YoY to 837.8 thousand ton  
12M 2024 +18.8% YoY to 2.8 million ton

### ASP

↓ 4Q 2024 -19.6% YoY to IDR589.8 thousand  
12M 2024 -14.3% YoY to IDR605.7 thousand



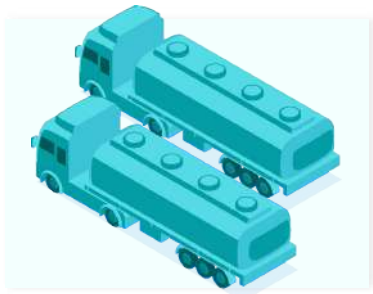
# FUEL EFFICIENCY AND MANAGE OUR ON-TIME PERFORMANCE



Ensuring the train unloading time is completed faster than PT KAI's specified time limit (**max 6 hours**) to avoid late fines.

Unloading train hour 12M 2024

**03:34 hours**



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

Fuel ratio 12M 2024

**0.80 liter/ton**

**or decreased 9.5% YoY**

Fuel ratio 12M 2023: 0.88 liter/ton




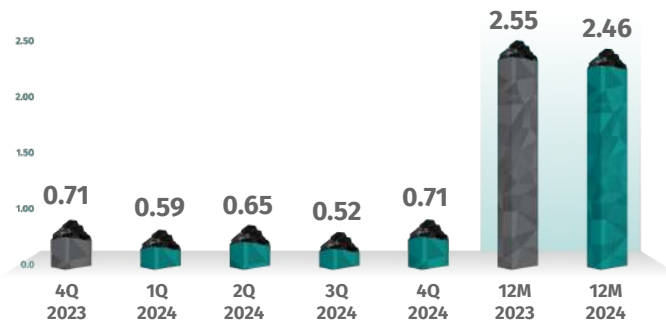


# CHAPTER 5 FINANCIAL PERFORMANCE

# SERVICE SEGMENT GROWTH MITIGATES THE IMPACT OF COAL PRICE NORMALIZATION

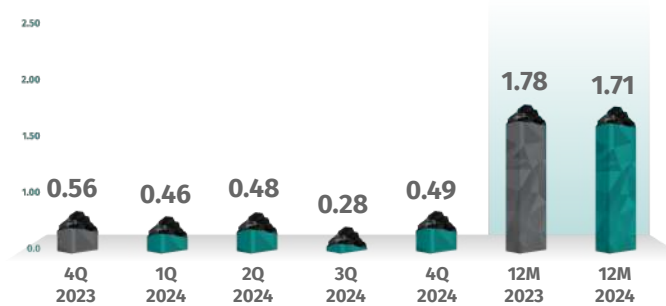
## Operating Revenue

 4Q 2024 -1.0% YoY to IDR705.5 bn  
 12M 2024 -3.6% YoY to IDR2.5 tn



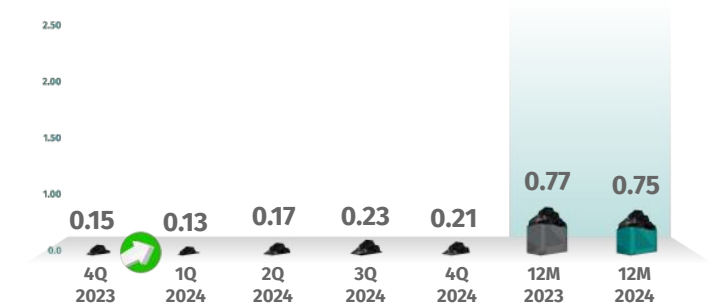
## Coal Sales Segment

 4Q 2024 -12.8% YoY to IDR491.5 bn  
 12M 2024 -4.1% YoY to IDR 1.7 tn



## Coal Services Segment

 4Q 2024 +43.7% YoY to IDR214.1 bn  
 12M 2024 -2.5% YoY to IDR750.2 bn



in trillion IDR

  Operating revenue

### Operating revenues contribution:

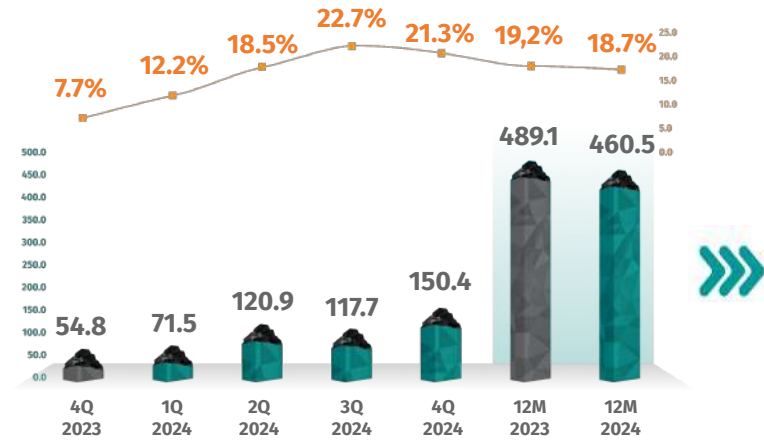
Coal sales segment 69.5%

Coal services segment 30.5%

# SERVICE SEGMENT SUPPORTS OUR BUSINESSES

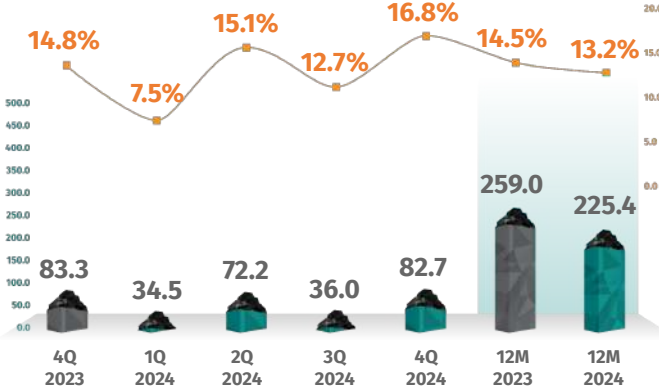
## Gross Profit

↑ **4Q 2024 +174.4% YoY to IDR150.4 bn**  
 12M 2024 -5.9% YoY to IDR460.5 bn



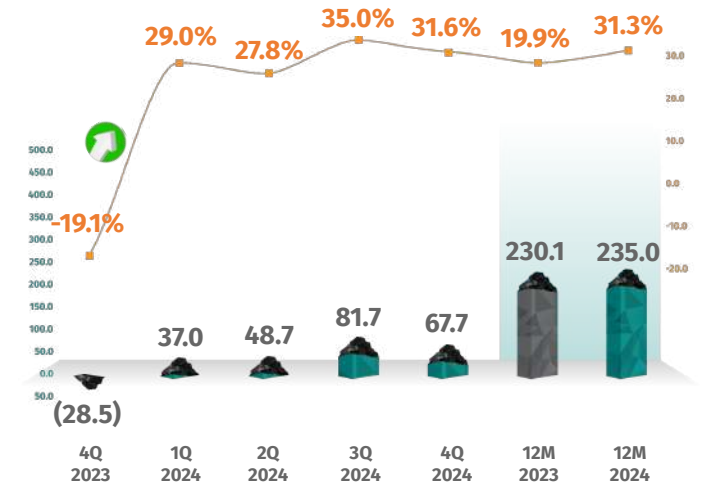
## Coal Sales Segment

↓ 4Q 2024 -0.7% YoY to IDR82.7 bn  
 12M 2024 -13.0% YoY to IDR225.4 bn



## Coal Services Segment

↑ **4Q 2024 +337.6% YoY to IDR67.7 bn**  
 12M 2024 +2.1% YoY to IDR235.0 bn



■ ■ Gross profit    —■— Gross profit margin (%)

in billion IDR

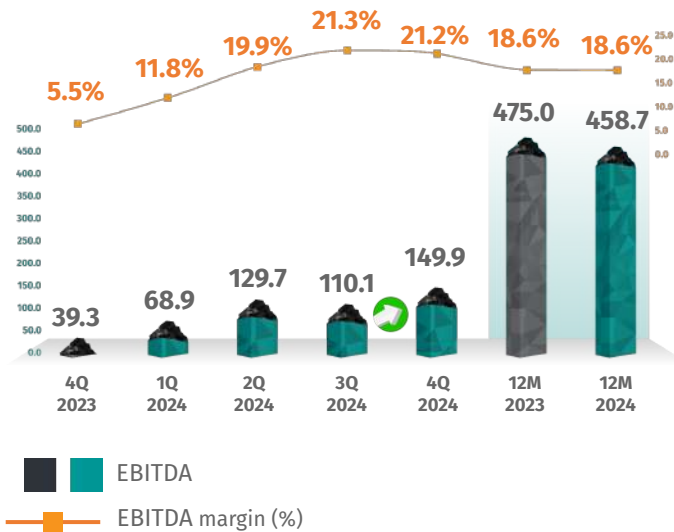
### Operating revenues contribution:

Coal sales segment 49.0%  
 Coal services segment 51.0%

# MANAGING ITS PERFORMANCE TO REMAIN POSITIVE

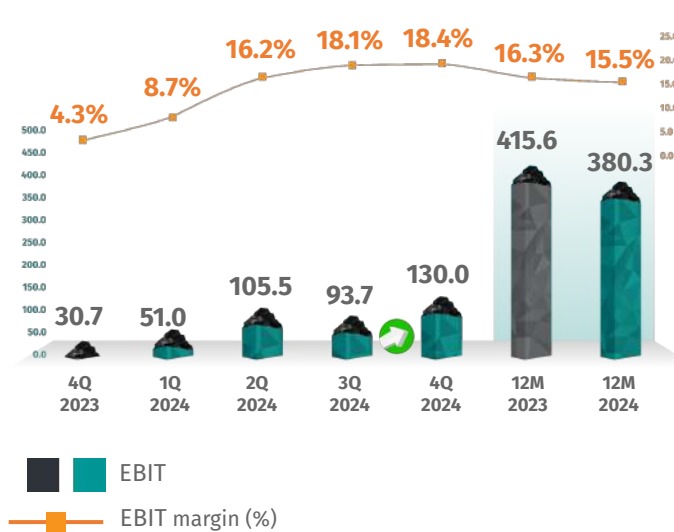
## EBITDA

↑ **4Q 2024 +281.6% YoY to IDR149.9 bn**  
 12M 2024 -3.4% YoY to IDR458.7 bn



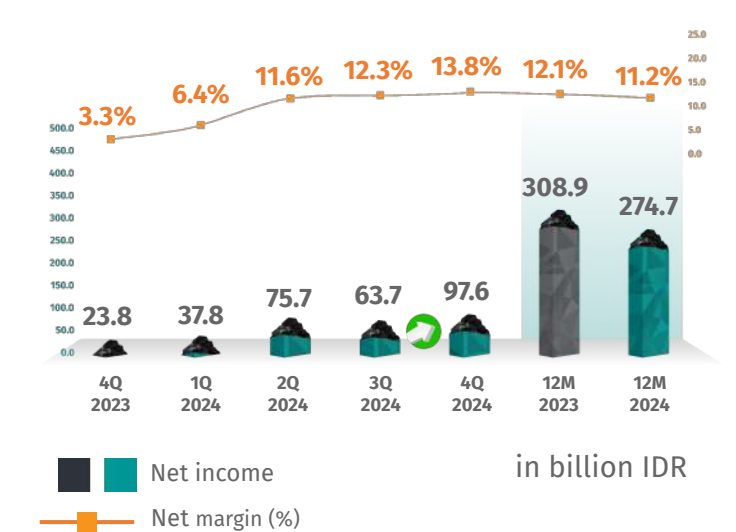
## EBIT

↑ **4Q 2024 +323.0% YoY to IDR130.0 bn**  
 12M 2024 -8.5% YoY to IDR 380.3 bn



## Net Profit

↑ **4Q 2024 +310.2% YoY to IDR97.6 bn**  
 12M 2024 -11.1% YoY to IDR274.7 bn



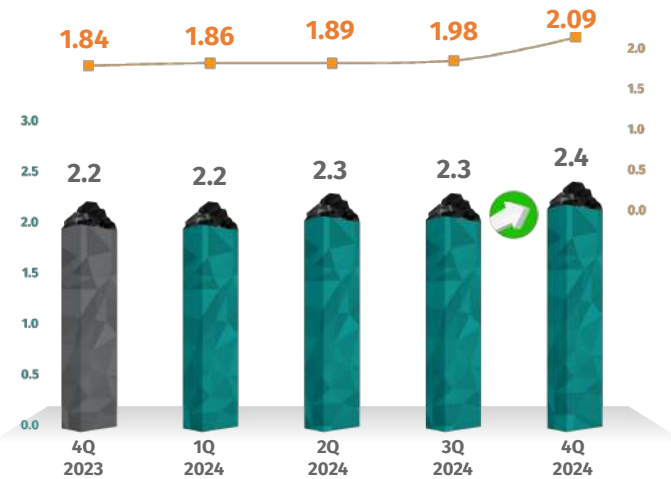
in billion IDR



# SOLID BALANCE SHEET MEETS CREDIT COVENANTS

## Asset

↑ +5.5% to IDR 2.4 tn

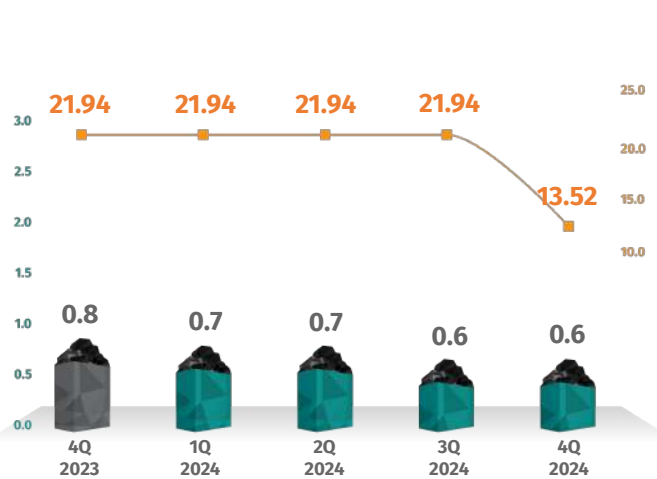


■ Asset

— Current ratio (min 1 time)

## Liability

↓ -15.8% to IDR642.2 bn

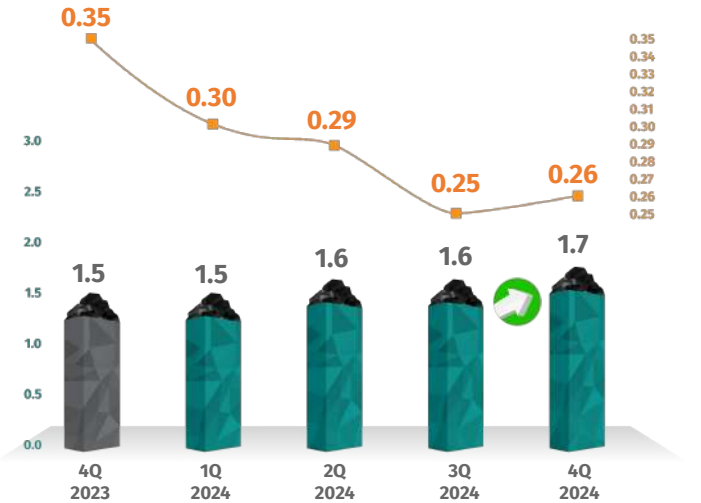


■ Liability

— EBITDA ratio (min 1 time)

## Equity

↑ +16.5% to IDR 1.7 tn



■ Equity

— DER (max 1.2 time)

in trillion IDR



# CHAPTER 6 APPENDIX

# CONSOLIDATED OPERATIONAL PERFORMANCE

(in metric ton, unless stated otherwise)

INDICATOR	4Q 2023	1Q 2024	2Q 2024	3Q 2024	4Q 2024	YoY (%)	12M 2023	12M 2024	YoY (%)
	a	b	c	d	e	d/e	f	g	g/f
<b>COAL SALES</b>									
Coal sales	600,629	706,295	485,471	776,623	837,837	39.5	2,362,874	2,806,226	18.8
Average selling price	733,828	647,693	660,363	550,603	589,752	(19.6)	704,022	605,716	(14.0)
<b>COAL PRODUCTION</b>									
OB removal (Bcm)	492,618	527,385	841,932	710,557	809,405	64.3	2,485,999	2,889,279	16.2
Coal getting	134,733	141,462	212,069	320,111	226,478	68.1	1,035,550	900,120	(13.1)
<b>COAL SERVICES</b>									
Train unloading	1,911,834	1,875,383	2,162,970	2,638,233	2,595,799	35.8	11,114,724	9,272,385	(16.6)
<b>Barge loading</b>	<b>1,313,915</b>	<b>1,638,512</b>	<b>2,220,750</b>	<b>2,539,585</b>	<b>2,626,773</b>	<b>99.9</b>	<b>7,563,431</b>	<b>9,025,620</b>	<b>19.3</b>
Hauling	1,176,702	1,587,633	2,162,970	2,638,233	2,595,799	120.6	7,598,537	8,984,635	18.2
Man hours (hour)	695,203	641,851	639,630	699,100	579,820	(16.6)	3,019,577	2,560,401	(15.2)
Ship (number of ship)	164	215	280	317	331	101.8	962	1,143	18.8
Train unloading (train set)	745	768	859	991	969	30.1	4,266	3,587	(15.9)
Train unloading time (hour)	3:20	3:18	3:52	3:54	3:13	(00:07)	3:24	3:34	00:10
Train unloading station standby time (hour)	6:30	5:59	7:03	7:21	6:51	00:20	6:48	6:48	00:00
Fuel usage (liter)	1,136,737	1,485,402	1,754,276	1,971,766	1,976,723	73.9	6,653,194	7,188,167	8.0
Fuel ratio (mt/liter)	0.87	0.91	0.79	0.78	0.75	(13.0)	0.88	0.80	(9.5)

# CONSOLIDATED STATEMENTS OF PROFIT (LOSS)

(currency in billion IDR, unless stated otherwise)

INDICATOR	4Q 2023	1Q 2024	2Q 2024	3Q 2024	4Q 2024	Chg (%)	12M 2023	12M 2024	Chg (%)
<b>REVENUES</b>									
Coal Sales	563.8	458.3	477.3	283.8	491.5	(12.8)	1,783.6	1,710.8	(4.1)
Services	149.0	127.6	175.0	233.6	214.1	43.7	769.5	750.2	(2.5)
<b>Total Operating Revenues</b>	<b>712.8</b>	<b>585.9</b>	<b>652.3</b>	<b>517.4</b>	<b>705.5</b>	<b>(1.0)</b>	<b>2,553.1</b>	<b>2,461.0</b>	<b>(3.6)</b>
<b>EXPENSES</b>									
COGS Coal Sales	(480.5)	(423.7)	(405.1)	(247.8)	(408.7)	(14.9)	(1,524.6)	(1,485.4)	(2.6)
COGS Services	(177.4)	(90.6)	(126.3)	(151.9)	(146.4)	(17.5)	(539.3)	(515.2)	(4.5)
<b>Total COGS</b>	<b>(658.0)</b>	<b>(514.3)</b>	<b>(531.4)</b>	<b>(399.7)</b>	<b>(555.2)</b>	<b>(15.6)</b>	<b>(2,064.0)</b>	<b>(2,000.6)</b>	<b>(3.1)</b>
G&A	(19.3)	(18.5)	(17.4)	(24.0)	(20.0)	3.7	(68.8)	(79.8)	16.1
<b>Finance cost</b>	<b>(5.6)</b>	<b>(9.8)</b>	<b>(7.3)</b>	<b>(9.2)</b>	<b>(7.6)</b>	<b>35.2</b>	<b>(21.7)</b>	<b>(33.9)</b>	<b>56.7</b>
Income Tax Expenses	(4.4)	(10.9)	(22.0)	(17.0)	(27.4)	514.7	(86.8)	(77.2)	(11.1)
<b>PROFITABILITY</b>									
<b>Gross Profit</b>	<b>54.8</b>	<b>71.5</b>	<b>120.9</b>	<b>117.7</b>	<b>150.4</b>	<b>174.4</b>	<b>489.1</b>	<b>460.5</b>	<b>(5.9)</b>
EBIT	30.7	51.0	105.5	93.7	130.0	323.0	415.6	380.3	(8.5)
EBT	28.2	48.7	97.7	80.7	124.9	342.4	395.8	352.0	(11.1)
<b>Net Income</b>	<b>23.8</b>	<b>37.8</b>	<b>75.7</b>	<b>63.7</b>	<b>97.6</b>	<b>310.2</b>	<b>308.9</b>	<b>274.7</b>	<b>(11.1)</b>
Comprehensive Income/Loss	23.6	37.8	75.8	63.7	98.1	315.1	308.8	275.0	(11.0)
<b>EBITDA</b>	<b>39.3</b>	<b>68.9</b>	<b>129.7</b>	<b>110.1</b>	<b>149.9</b>	<b>281.6</b>	<b>475.0</b>	<b>458.7</b>	<b>(3.4)</b>
Gross Profit Margin (%)	7.7	12.2	18.5	22.7	21.3	13.6	19.2	18.7	(0.4)
Net Margin (%)	3.3	6.4	11.6	12.3	13.8	10.5	12.1	11.2	(0.9)

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(currency in billion IDR, unless stated otherwise)

INDICATOR	4Q 2023	1Q 2024	2Q 2024	3Q 2024	4Q 2024	Chg (%)
<b>ASSETS</b>						
Current Assets	1,208.7	1,127.3	1,183.7	1,146.8	1,211.5	0.2
Non Current Assets	1,038.9	1,082.5	1,092.5	1,132.8	1,159.9	11.6
<b>Total Asset</b>	<b>2,247.7</b>	<b>2,209.8</b>	<b>2,276.2</b>	<b>2,279.5</b>	<b>2,371.4</b>	<b>5.5</b>
<b>LIABILITIES</b>						
Current Liabilities	655.9	606.1	624.8	579.2	578.8	(11.8)
Non Current Liabilities	107.0	81.0	83.5	69.3	63.5	(40.7)
<b>Total Liabilities</b>	<b>762.9</b>	<b>687.1</b>	<b>708.3</b>	<b>648.5</b>	<b>642.2</b>	<b>(15.8)</b>
<b>EQUITY</b>						
Equity	1,484.8	1,522.7	1,567.8	1,631.0	1,729.2	16.5
<b>Total Liabilities &amp; Equity</b>	<b>2,247.7</b>	<b>2,209.8</b>	<b>2,276.2</b>	<b>2,279.5</b>	<b>2,371.4</b>	<b>5.5</b>

# RMKE MEETS THE MINIMUM REQUIREMENTS OF CREDIT COVENANT

(currency in billion IDR, unless stated otherwise)

INDICATOR	4Q 2023	1Q 2024	2Q 2024	3Q 2024	4Q 2024	Chg (%)
<b>FINANCIAL DEBT</b>						
Short Term Bank Loans	343.5	316.0	319.2	290.9	331.0	(3.7)
Current Maturity Long Term Liabilities						
Bank Loan	64.2	65.7	52.9	54.6	56.4	(12.1)
Consumer Financing Payables	3.4	4.6	4.6	5.3	8.5	152.1
Lease Liabilities	0.6	0.6	0.6	0.7	0.7	8.5
Long Term Liabilities Net Of Current Maturities						
Bank Loan	92.5	64.2	66.0	51.1	36.0	(61.0)
Consumer Financing Payables	1.1	4.8	4.7	6.1	13.2	1,070.8
Finance payable	0.0	0.0	0.0	1.7	0.0	N.A.
Lease Liabilities	2.4	1.6	2.4	0.0	1.7	(28.8)
<b>Total Financial Debt</b>	<b>507.8</b>	<b>457.6</b>	<b>450.4</b>	<b>410.3</b>	<b>447.6</b>	<b>(11.8)</b>
<b>INDICATOR</b>						
<b>FINANCIAL DEBT SEGMENT</b>						
Short Term Debt	411.8	386.9	377.3	351.4	396.7	(3.7)
Long Term Debt	96.0	70.6	73.1	58.9	50.9	(46.9)
<b>Total Financial Debt</b>	<b>507.8</b>	<b>457.6</b>	<b>450.4</b>	<b>410.3</b>	<b>447.6</b>	<b>(11.8)</b>
<b>COVENANT</b>						
EBITDA ratio (min 1 time)	21.94	21.94	21.94	21.94	13.52	
<b>DER (max 1.2 time)</b>	<b>0.35</b>	<b>0.30</b>	<b>0.29</b>	<b>0.25</b>	<b>0.26</b>	
Current ratio (min 1 time)	1.84	1.86	1.89	1.98	2.00	

Short Term Debt

**88.6%**

Long Term Debt

**11.4%**



# THANK YOU



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