



CORPORATE PRESENTATION

1Q 2025 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.

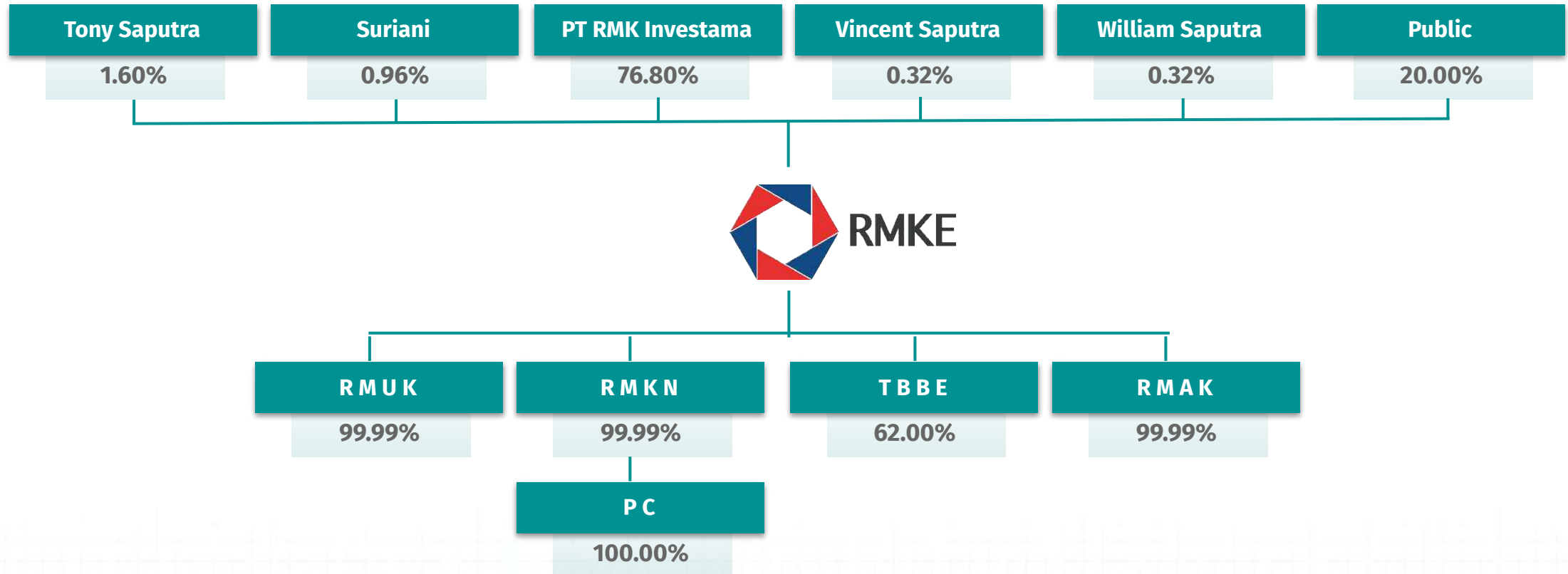
Product & Services

- ▶ 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

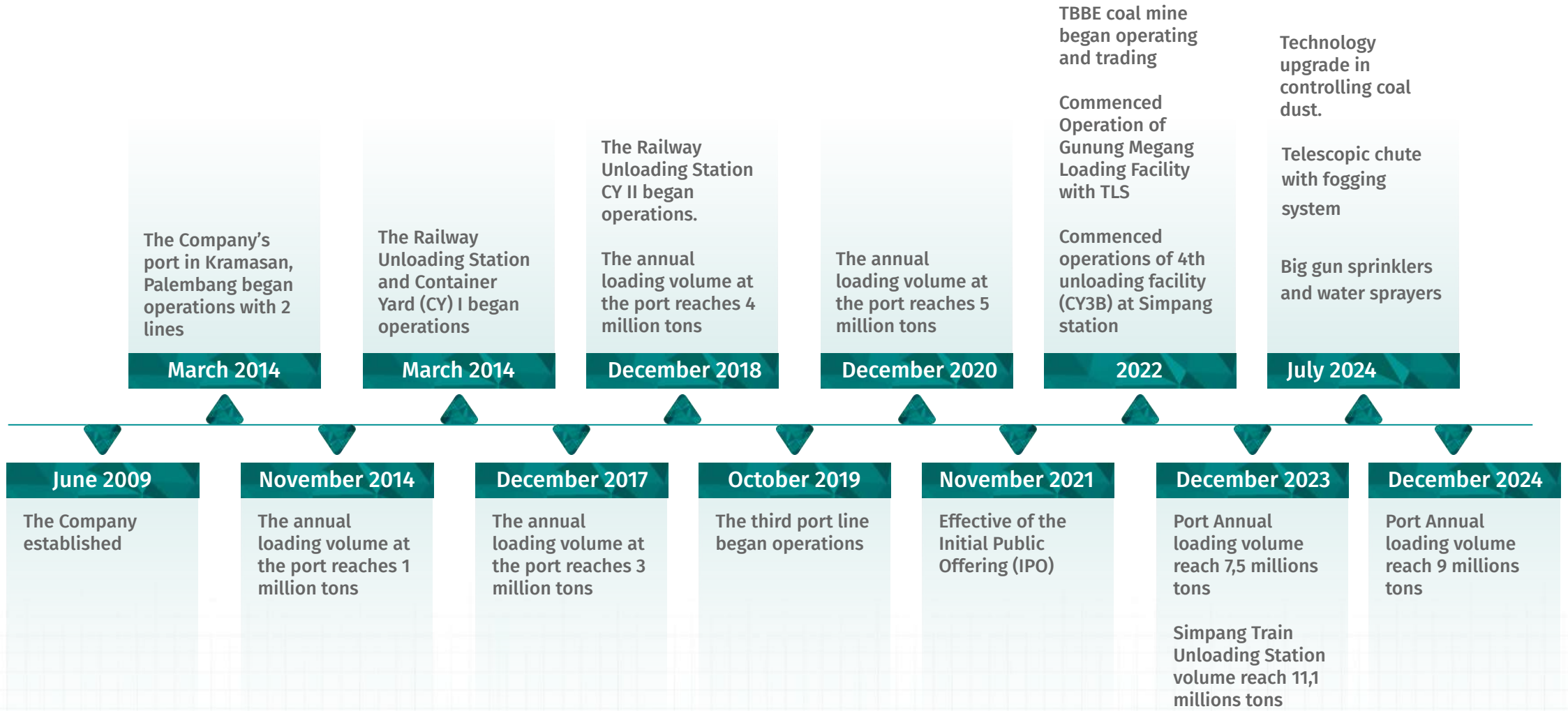
The Company runs the coal trading business segment, with the following operational flow, the Company purchases coal at the mine stockpile and transports the coal using a fleet of trucks that have become the company's partners to the train loading station. After arriving at the Company's train unloading 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 0.17 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 1Q 2025 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



38 km finished & will be operating soon*

40 km (future development)

*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.

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	Checklist
1	OPERATIONAL	New hauling road facility	The completion and trial of the newly constructed hauling road in Enim Regency, South Sumatra	completed
		Integrating multiple coal mines with our dedicated coal hauling road	<ul style="list-style-type: none"> PT Wiraduta Sejahtera Langgeng (WSL) PT Duta Bara Utama (DBU) 	completed
		Loading station capacity enhancement	The construction of new Container Yard (CY) at loading station. New capacity from 4 mn mt/year to be 8 mn mt/year	
		Port capacity enhancement	The construction of line 1 capacity expansion. New capacity from 20 mn mt/year to be 24 mn mt/year	
		Energy transition to electric power sources	1st phase: 50% electric conversion in our port	Ongoing
2	FINANCIAL	Funding diversification	Securing alternative financing to support working capital needs in addition to Government policy	Ongoing

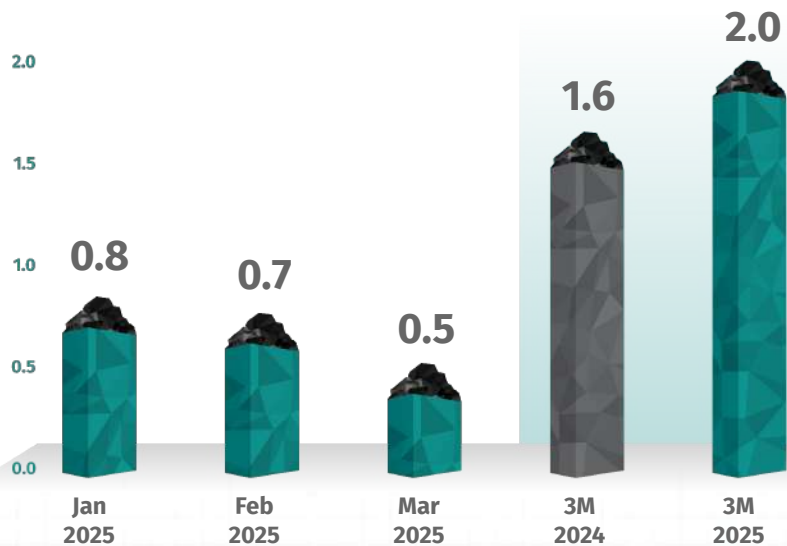


CHAPTER 4 OPERATIONAL PERFORMANCE

STRONG PERFORMANCE SUPPORTED BY COAL SERVICES SEGMENT DURING UNCERTAIN TIMES

Service Segment Indicator: Barge Loading Volume Quarterly Performance (million ton)

↑ 1Q 2025 +23.7% YoY to 2.0 mn ton



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



COAL SALES AFFECTED BY WEATHER, WHILE SERVICE SEGMENT SUPPORTS OVERALL PERFORMANCE GROWTH

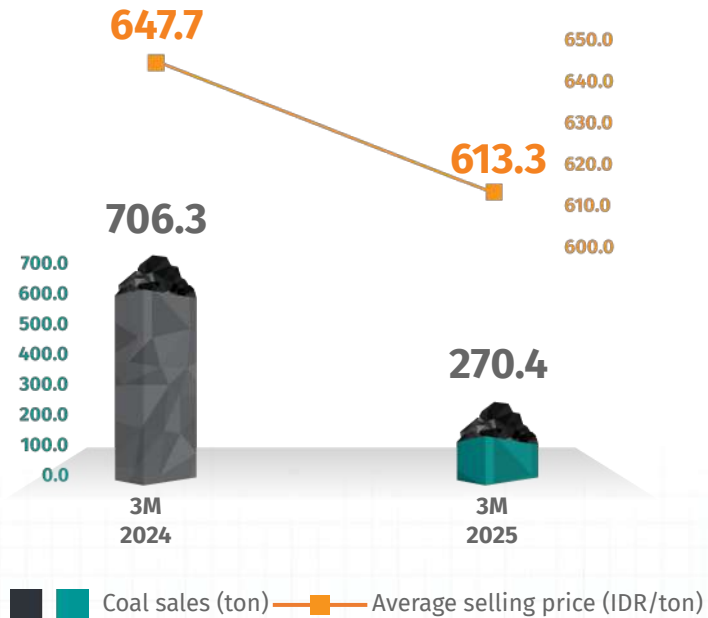
Coal Sales Volume & Average Selling Price (ASP)

Coal sales volume

↑ 1Q 2025 -61.7% YoY to 270.4 thousand ton

ASP

↓ 1Q 2025 -5.3% YoY to IDR613.3 thousand



MANAGE OUR ON-TIME PERFORMANCE (OTP)



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 3M 2025

03:05 hours



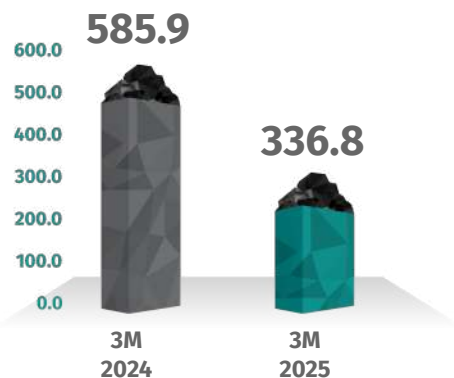


CHAPTER 5 FINANCIAL PERFORMANCE

RESILIENCE IN UNCERTAINTY BY STRENGTHENING OUR CORE BUSINESS

Operating Revenue

↓ 1Q 2025 -42.5% YoY to IDR336.8 bn



■ Operating revenue

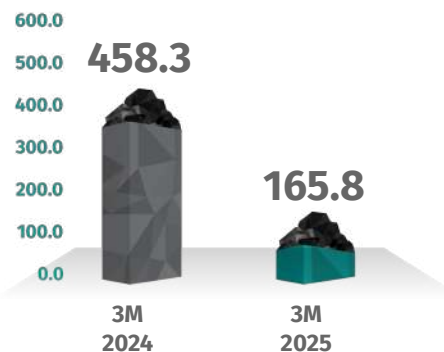
Operating revenues contribution:

Coal sales segment 49.2%

Coal services segment 50.8%

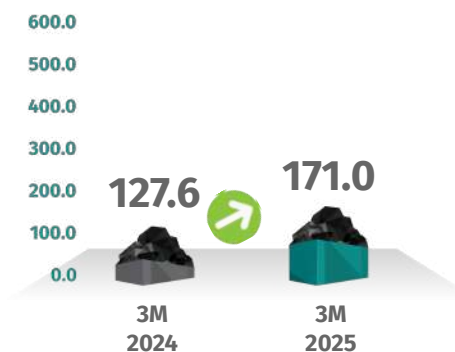
Coal Sales Segment

↓ 1Q 2025 -63.8% YoY to IDR165.8 bn



Coal Services Segment

↑ 1Q 2025 +34.0% YoY to IDR171.0 bn

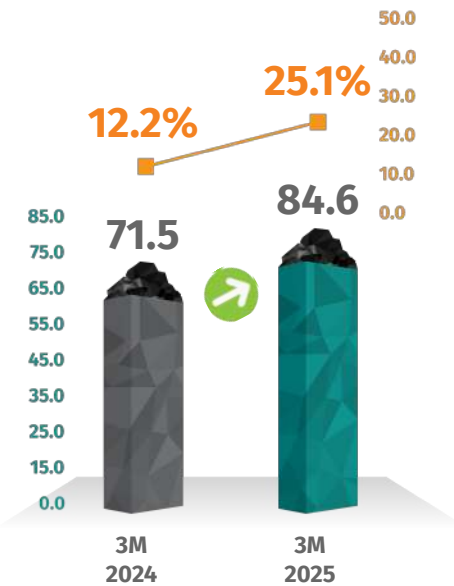


in billion IDR

DRIVING PERFORMANCE THROUGH EXPANDING SERVICE MARGINS

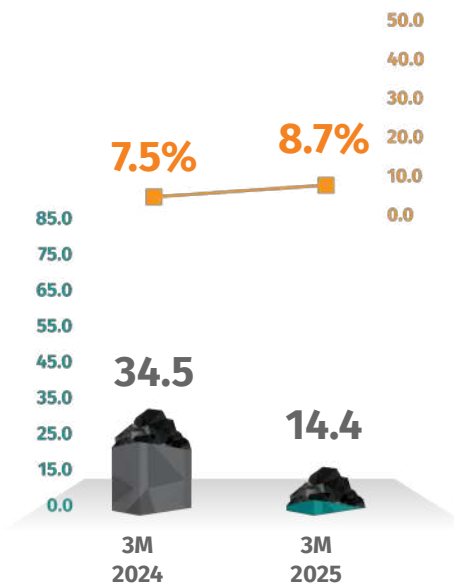
Gross Profit

↑ 1Q 2025 +18.3% YoY to IDR84.6 bn



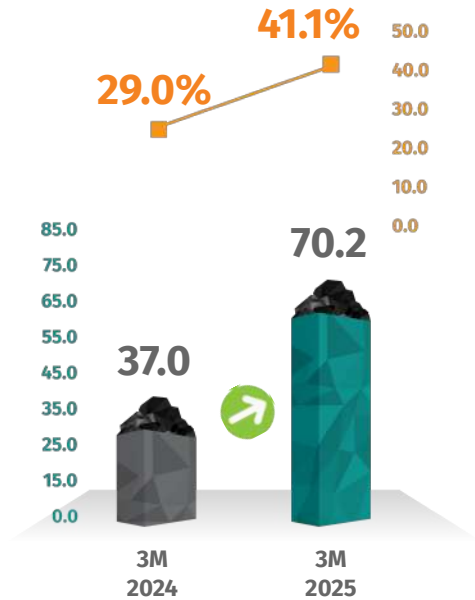
Coal Sales Segment

↓ 1Q 2025 -58.3% YoY to IDR14.4 bn



Coal Services Segment

↑ 1Q 2025 +89.8% YoY to IDR70.2 bn



■ Gross profit — Gross profit margin (%)

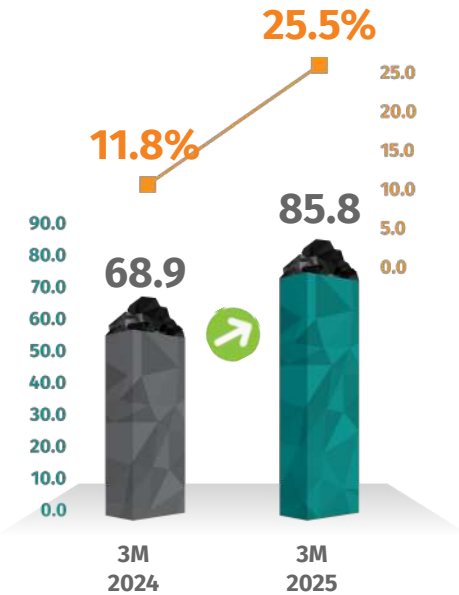
in billion IDR

Gross profit contribution:
 Coal sales segment 17.0%
 Coal services segment 83.0%

TURNING OUR CORE BUSINESS INTO OUR GREATEST STRENGTH

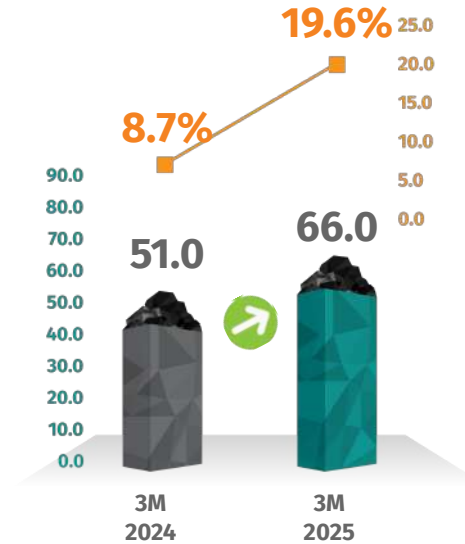
EBITDA

↑ 1Q 2025 +24.5% YoY to IDR85.8 bn



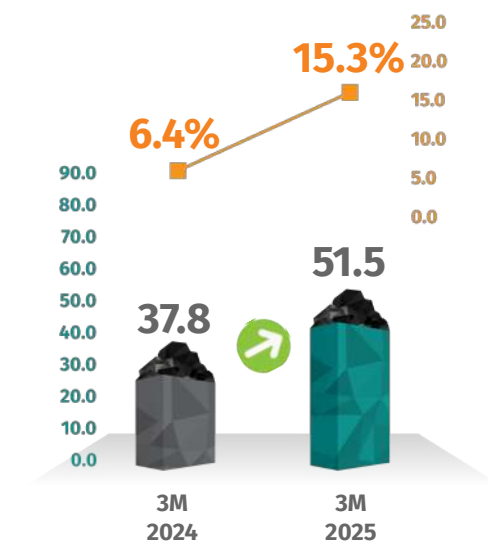
EBIT

↑ 1Q 2025 +29.3% YoY to IDR66.0 bn



Net Profit

↑ 1Q 2025 +36.4% YoY to IDR51.5 bn



in billion IDR

■ EBITDA
■ EBITDA margin (%)

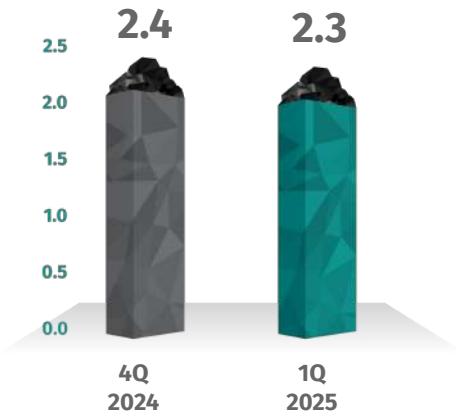
■ EBIT
■ EBIT margin (%)

■ Net income
■ Net margin (%)

STRENGTHENING OUR FINANCIAL POSITION: GROWING EQUITY IN 1Q 2025

Asset

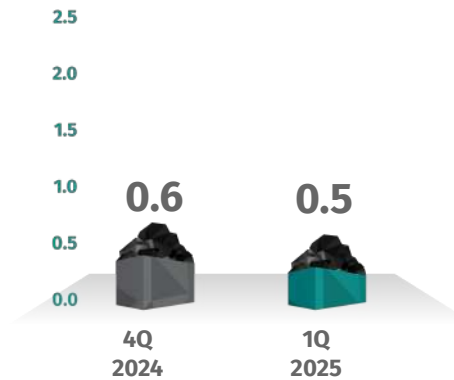
↓ -4.6% to IDR 2.3 tn



■ Asset

Liability

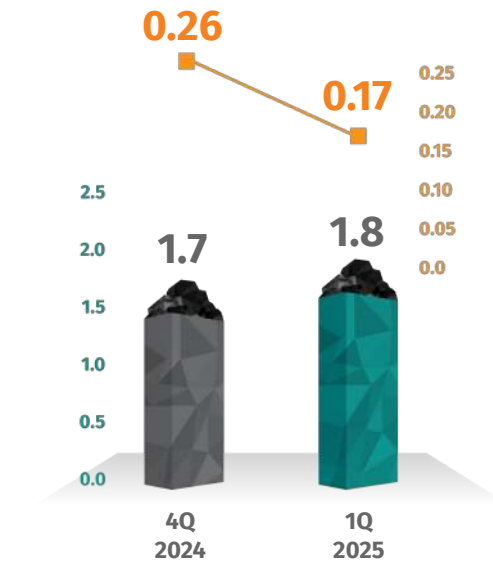
↓ -24.9% to IDR 482.2 bn



■ Liability

Equity

↑ +3.0% to IDR 1.8 tn



■ Equity

—■ DER (max 1.2 time)

in trillion IDR



CHAPTER 6 APPENDIX

CONSOLIDATED OPERATIONAL PERFORMANCE

(in metric ton, unless stated otherwise)

INDICATOR	Jan 25	Feb 25	March 25	3M 2024	3M 2025	YoY (%)
	a	b	c	d	e	e/d
COAL SALES						
Coal sales	99,319	80,219	129,664	706,295	270,383	(61.7)
Average selling price	458,773	490,964	762,672	647,693	613,307	(5.3)
COAL SERVICES						
Train unloading	788,314	628,350	484,022	1,875,383	1,900,687	1.3
Barge loading	795,544	710,162	521,588	1,638,512	2,027,294	23.7
Hauling	788,314	628,350	484,022	1,587,633	1,900,687	19.7
Man hours (hour)	261,546	219,866	235,030	641,851	716,442	11.6
Ship (number of ship)	102	89	68	215	259	20.5
Train unloading (train set)	292	245	184	768	721	(6.1)
Train unloading time (hour)	2:58	2:57	3:22	3:18	3:05	00:10
Train unloading station standby time (hour)	5:50	5:52	7:01	5:59	6:14	00:00
Fuel usage (liter)	607,333	513,571	425,561	1,485,402	1,546,465	4.1
Fuel ratio (mt/liter)	0.76	0.72	0.82	0.91	0.76	(15.9)

CONSOLIDATED STATEMENTS OF PROFIT (LOSS)

(currency in billion IDR, unless stated otherwise)

INDICATOR	3M 2024	3M 2025	Chg (%)
REVENUES			
Coal Sales	458.3	165.8	(63.8)
Services	127.6	171.0	34.0
Total Operating Revenues	585.9	336.8	(42.5)
EXPENSES			
COGS Coal Sales	(423.7)	(151.4)	(64.3)
COGS Services	(90.6)	(100.8)	11.2
Total COGS	(514.3)	(252.2)	(51.0)
G&A	(20.5)	(18.6)	(9.2)
Finance cost	(9.8)	(6.5)	(33.7)
Income Tax Expenses	(10.9)	(14.0)	28.8
PROFITABILITY			
Gross Profit	71.5	84.6	18.3
EBIT	51.0	66.0	29.3
EBT	48.7	65.5	34.7
Net Income	37.8	51.5	36.4
Comprehensive Income/Loss	37.8	51.4	35.8
EBITDA	68.9	85.8	24.5
Gross Profit Margin (%)	12.2	25.1	12.9
Net Margin (%)	6.4	15.3	8.8

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(currency in billion IDR, unless stated otherwise)

INDICATOR	4Q 2024	1Q 2025	Chg (%)
ASSETS			
Current Assets	1,211.5	1,057.4	(12.7)
Non Current Assets	1,159.9	1,205.3	3.9
Total Asset	2,371.4	2,262.7	(4.6)
LIABILITIES			
Current Liabilities	578.8	416.9	(28.0)
Non Current Liabilities	63.5	65.3	2.9
Total Liabilities	642.2	482.2	(24.9)
EQUITY			
Equity	1,729.2	1,780.5	3.0
Total Liabilities & Equity	2,371.4	2,262.7	(4.6)

RMKE MEETS THE MINIMUM REQUIREMENTS OF CREDIT COVENANT

(currency in billion IDR, unless stated otherwise)

INDICATOR	4Q 2024	1Q 2025	Chg (%)
FINANCIAL DEBT			
Short Term Bank Loans	331.0	189.2	(42.8)
Current Maturity Long Term Liabilities			
Bank Loan	56.4	46.7	(17.3)
Consumer Financing Payables	8.5	8.4	(1.7)
Lease Liabilities	0.7	0.7	0.0
Long Term Liabilities Net Of Current Maturities			
Bank Loan	36.0	32.5	(9.7)
Consumer Financing Payables	13.2	19.3	46.0
Finance payable	0.0	0.0	N.A.
Lease Liabilities	1.7	0.9	(43.9)
Total Financial Debt	447.6	297.8	(33.5)
FINANCIAL DEBT SEGMENT			
Short Term Debt	396.7	245.0	(38.2)
Long Term Debt	50.9	52.8	3.6
Total Financial Debt	447.6	297.8	(33.5)
COVENANT			
DER (max 1.2 time)	0.26	0.17	

Short Term Debt

82.3%

Long Term Debt

17.7%



THANK YOU



RMKE Investor & Public Relations
PT RMK Energy Tbk

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