

Surging Coal Sales Volume Against the Coal Price Normalization

Jakarta, May 2023, PT RMK Energy Tbk (RMKE IJ) successfully recorded coal sales of 792K MT (+146.2% YoY) in Q1 2023. The growth in sales volume became the backbone of the Company's financial performance during the normalization of coal prices. The average selling price decreased by 20.8% YoY. However, the Company remains optimistic that its performance this year will continue to grow robustly with the increasing demand for coal to support economic recovery. The coal sales segment performance rode on the back of the in-house production growth by PT Truba Bara Banyu Enim (TBBE), which produced 303.6K MT of coal, surging by 110.3% YoY since it began operating in February last year.

From the coal services segment, the Company has successfully unloaded 3.1 million MT of coal from trains (+28.5% YoY), and loaded 2.3 million MT of coal onto barges (+55.6% YoY). The increase in coal unloading and loading is attributed to the faster unloading time of 30 minutes, which has now improved to 03:22 hours per train in

the first quarter of this year. Fuel consumption has increased by 30.6% YoY in line with the increase in volume, but the fuel consumption ratio per ton of coal has become more efficient from 1.02 liters/ton last year to 0.85 liters/ton this year.

The Management is optimistic about achieving this year's target with solid growth in Q1 this year. In spite of coal price normalization, the services segment is able to support the performance this year. The Company aims to sell 2.8 million MT of coal and has achieved 28.5% of that target in the Q1 2023. Out of the total coal sales volume, the company aims to produce 2.1 million MT of in-house coal and has achieved 14.5%. The production target of in-house coal was affected by unfavorable weather conditions. In terms of the coal services segment, the Company aims to unload trains with 12.4 million MT coal and load barges with 10.8 million MT coal and has achieved 25.1% and 20.9%, respectively.

Coal Sales



Loading Barge



Unloading Train



Coal Getting



Appendix

(in MT unit, except stated otherwise)

INDICATOR	Mar 2022 a	Feb 2023 b	Chg (%) c/b	Mar 2023 c	Chg (%) a/c	YTD3M 2022 d	YTD3M 2023 e	Chg (%) e/d
COAL SALES								
Coal sales	258,880.3	311,069.0	11.2	345,833.0	33.6	321,673.6	792,001.3	146.2
COAL SERVICES								
Unloading train	883,549.0	997,501.0	2.6	1,023,419.0	15.8	2,424,627.0	3,116,581.0	28.5
Loading barge	551,799.0	837,634.9	(5.0)	796,011.0	44.3	1,450,527.0	2,257,639.2	55.6
Hauling	619,699.5	680,101.4	0.3	682,019.0	10.1	1,636,727.4	2,125,631.8	29.9
Man hours (hour)	220,868.0	226,981.0	12.6	255,519.0	15.7	649,044.0	725,967.0	11.9
Ship (number of ship)	73.0	104.0	(1.0)	103.0	41.1	194.0	290.0	49.5
Unloading train (train set)	352.0	379.0	2.6	389.0	10.5	966.0	1,186.0	22.8
Trainset station standby time (hour)	7:25	7:10	(0:36)	6:34	(0:51)	7:06	7:07	0:00
Unloading train time (hour)	3:47	3:22	(0:22)	3:00	(0:47)	3:52	3:22	(0:30)
Fuel (liter)	554,404	630,381	3.5	652,749	17.7	1,476,694	1,928,715	30.6
COAL PRODUCTION								
OB removal (Bcm)	182,374.6	183,684.0	(5.2)	174,069.0	(4.6)	385,012.3	528,224.0	37.2
Coal getting	53,375.3	83,937.0	23.8	103,934.0	94.7	144,387.0	303,587.0	110.3

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