

OPERATIONAL PERFORMANCE

VOL. 04 APRIL 2023

RMKE Records Coal Service Growth 43.8% YoY During Ramadhan Season

Jakarta, May 2023, PT RMK Energy Tbk (RMKE IJ) managed to unload 1,541 train sets with a capacity of 4.1 million MT of coal until the period of April 2023, growing by 21.6% year-on-year (YoY) from the same period last year. The company also managed to load 372 barges with a capacity of 2.9 million MT of coal, a significant increase of 43.8% YoY. The rise in unloading and loading of coal was inseparable from the improved on-time performance (OTP) of train unloading process, which is 37 minutes faster to 03:21 hours per train set. Furthermore, the fuel usage increased by 24.6% YoY along with the increase in the volume of coal services, but the ratio of fuel usage per ton of coal became more efficient, improving from 0.99 liters/ton last year to 0.86 liters/ton this year.

From the coal sales segment, the Company managed to record coal sales of 827.4K MT of coal until the period of April 2023, with a growth of 47.2% YoY. While this year's average selling price of coal decreases by 20.2% YoY, the Company is still optimistic that the performance of this year's coal sales segment will still grow as the increase of coal sales volume beats the effect of price normalization. The performance of this coal sales segment was also supported by the growth in in-house production, PT Truba Bara Banyu Enim (TBBE) which produces 416.7K MT of coal, an increase of 64.4% YoY since it began operating in February last year. In-house coal production contributed to 50.4% of the total coal sales volume. The increase in the contribution of in-house coal sales also indicated the effective efficiency with lower production costs through the affiliation of in-house mining contractor.

The company's Chief Financial Officer (CFO), Vincent Saputra, said "we are still optimistic to achieve this year's target with an impressive growth until April 2023. Although the coal price has normalized, the performance of the coal sales segment is also still growing with a significant increase in volume beating the effect of coal prices normalization. In addition, the service segment also contributed to the excellent performance this year along with significant growth in service volume and effective & efficient operational activities."

On the same occasion, the Company's Chief Operating Officer (COO), William Saputra also said that the company aims to unload 12.4 million MT from its train and to load 10.8 million MT to its barges. As of April this year, the company has reached 32.7% and 26.7% respectively. From the coal sales segment, the company targets coal sales of 2.8 million MT and has achieved 29.7%. Of the total coal sales volume, the company targets in-house coal production of 2.1 million MT and has achieved 19.8%.



Appendix

INDICATOR	Apr 2022 a	Mar 2023 b	Chg (%) c/b	Apr 2023 c	Chg (%) a/c	YTD4M 2022 d	YTD4M 2023 e	Chg (%) e/d
COAL SERVICES								
Unloading train	907,279.0	1,023,419.0	(8.6)	935,250.0	3.1	3,331,906.0	4,051,831.0	21.6
Loading barge	558,345.0	796,011.0	(20.8)	630,637.7	12.9	2,008,872.0	2,888,276.9	43.8
Hauling	589,829.1	682,019.0	(7.1)	633,400.1	7.4	2,226,556.5	2,759,031.9	23.9
Man hours (hour)	191,873.0	255,519.0	(3.5)	246,694.0	28.6	840,917.0	972,661.0	15.7
Ship (number of ship)	74	103	(20.4)	82	10.8	268	372	38.8
Unloading train (train set)	354	389	(8.7)	355	0.3	1,320	1,541	16.7
Unloading train time (hour)	4:17	3:00	00:17	3:17	(01:00)	3:58	3:21	(00:37)
Trainset station standby time (hour)	8:30	6:34	00:01	6:35	(01:55)	7:27	6:59	(00:28)
Fuel usage (liter)	505,398	652,749	(17.1)	541,358	7.1	1,982,092	2,470,073	24.6
Fuel ratio (MT/liter)	0.91	0.82	4.7	0.86	(5.2)	0.99	0.86	(13.3)
Fatality rate	0	0	N.A.	0	N.A.	0	0	N.A.
COAL SALES								
Coal sales	240,360.3	273,116.3	(60.4)	108,143.8	(55.0)	562,034.0	827,428.4	47.2
COAL PRODUCTION								
OB removal (Bcm)	152,306.3	173,782.4	62.3	282,090.0	85.2	537,318.6	810,027.4	50.8
Coal getting	109,045.5	103,934.0	8.8	113,083.9	3.7	253,432.5	416,670.9	64.4

Disclaimer: This document has been prepared by Company for capital market community purposes. The Company has prepared this document based on information available to it that have not been independently verified. No representation or warranty, expressed or implied, is provided in relation to the fairness, accuracy, correctness, completeness or reliability of the information, opinions or conclusions expressed herein. The information included in this document is preliminary, and subject to revision upon completion of the Company's closing. In addition, this document is not intended to be relied upon as advice to investors or potential investors and does not take into account the investment objectives, financial situation or needs of any investor. All forward looking statements attributable to the Company apply only as of the date of this document. The Company undertakes no obligation to update or revise forward looking statements to reflect events or circumstances that arise after the date made or to reflect the occurrence of unanticipated events.