

RMKE Reaches the Mid-Year Target with a 6.3 Million MT of Coal Unloading

Jakarta, July 2023, PT RMK Energy Tbk (RMKE IJ) managed to unload 2,413 train sets with a capacity of 6.3 million MT of coal and ship 4.3 million MT of coal as of June 2023. The volume of train unloading and barge loading has grown by 23.0% YoY and 35.6% YoY respectively. The volume of train unloading has reached 51.1% of this year's target, or in other words, **the company has achieved its mid-year's target**. The operational performance improvement of the coal services segment is inseparable from the **improved on-time performance (OTP) of train unloading process, which is 42 minutes faster** to 03:23 hours per train set, compared to the train unloading process in the first half of last year, which was 4:05 hours. The fuel usage increased by 24.9% along with the increase in coal loading volume, but the fuel usage ratio per ton of coal became more efficient, improving from 0.96 liters/MT last year to 0.88 liters/MT or **7.9% more efficient**.

From the coal sales segment, the Company managed to record coal sales of 1,12 million MT of coal until June 2023, with a growth of 11.9% YoY compared to the same period last year. The increase in coal sales volume was supported by the growth in in-house production, PT Truba Bara Banyu Enim (TBBE), which produces 671.83 thousand MT of coal, an increase of 45.7% since it began operating in February 2022. The in-house mining production volume and coal sales have reached 32.0% and 40.3% of their respective 2023 target.

The Company's Chief Operating Officer (COO), William Saputra, said **"the company's operational performance is still growing well, particularly for the coal services segment**. This year, the operational performance of the coal sales segment is below the management's expectations. However, we will deliver a much better performance for the remainder of the second half of this year as the rainfall is much lower and the coal prices are relatively better compared to the previous semester."

"In parallel, the Company is also trying to increase profit by **improving cost-efficiency in its operations, both in terms of time, fuel usage, and in-house contractors usage**," said William.

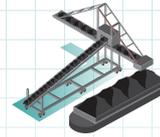
The Company's Chief Financial Officer (CFO), Vincent Saputra, also said that amid the unstable economic conditions where coal prices are still volatile, the Company is still optimistic that **the performance of the coal services segment will support the growth of sustainable financial performance**. This is indicated by the contribution of the service segment and the coal sales to the Company's gross profit, which is 50% respectively, in the first quarter of this year since the coal price normalization. Additionally, the Company is still implementing cost efficiency in its operations, both in terms of time, fuel usage, and the in-house contractors usage to improve financial performance.

"In the future, RMKE, **along with the group, will also provide integrated coal services from the upstream process to downstream process to increase the volume of coal loading and unloading**. The potential of coal in South Sumatra is enormous. If the upstream and downstream infrastructures are well-connected, we are optimistic that we can increase the production capacity in South Sumatra," added Vincent.

Unloading Train



Loading Barge



Coal Getting



Coal Sales



** Latest medium term outlook

Appendix

INDICATOR	June 2022 a	May 2023 b	Chg (%) c/b	June 2023 c	Chg (%) c/a	YTD6M 2022 d	YTD6M 2023 e	Chg (%) e/d
COAL SERVICES								
Unloading train	950,209	1,132,216	1.4	1,148,465	20.9	5,148,071	6,332,512	23.0
Loading barge	451,792	776,212	(22.8)	599,171	32.6	3,143,255	4,263,659	35.6
Hauling	676,109	819,126	(1.8)	804,239	19.0	3,425,772	4,382,397	27.9
Man hours (hour)	190,998	273,297	(13.5)	236,488	23.8	1,223,760	1,482,446	21.1
Ship (number of ship)	60	101	(23.8)	77	28.3	419	550	31.3
Unloading train (train set)	359	429	3.3	443	23.4	2,005	2,413	20.3
Unloading train time (hour)	4:33	3:24	0:09	3:33	(1:00)	4:05	3:23	(0:42)
Trainset station standby time (hour)	10:10	6:27	0:20	6:47	(3:23)	7:58	6:51	(1:07)
Fuel usage (liter)	530,005	682,567	(10.0)	614,646	16.0	3,016,138	3,767,286	24.9
Fuel ratio (MT/liter)	1.17	0.88	16.7	1.03	(12.6)	0.96	0.88	(7.9)
Fatality rate	0	0	N.A.	0	N.A.	0	0	N.A.
COAL SALES								
Coal sales	224,097	172,700	(29.6)	121,607.4	(45.7)	1,002,703	1,121,736	11.9
COAL PRODUCTION								
OB removal (Bcm)	170,722	361,770	(35.4)	233,550	36.8	897,682	1,405,347	56.6
Coal getting	94,401	95,114	68.3	160,044	69.5	461,165	671,829	45.7

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