

BUMN UNTUK
INDONESIA

 **BukitAsam**
beyondcoal

CORPORATE PRESENTATION

PT BUKIT ASAM Tbk

9M 2021



01

**Company &
Industry Overview**

02

Performance Highlights

03

Commitment to ESG

04

Project Development Update



Bukit Asam's Business Segments

Mining and Mining's Service

Coal Trading

Logistic

Upstream & Supply Chain



PT Indonesia Asahan Aluminium (Persero) owns ~65,93% of total shares

Investment

Power

Gas

Others

Downstream & Other Businesses

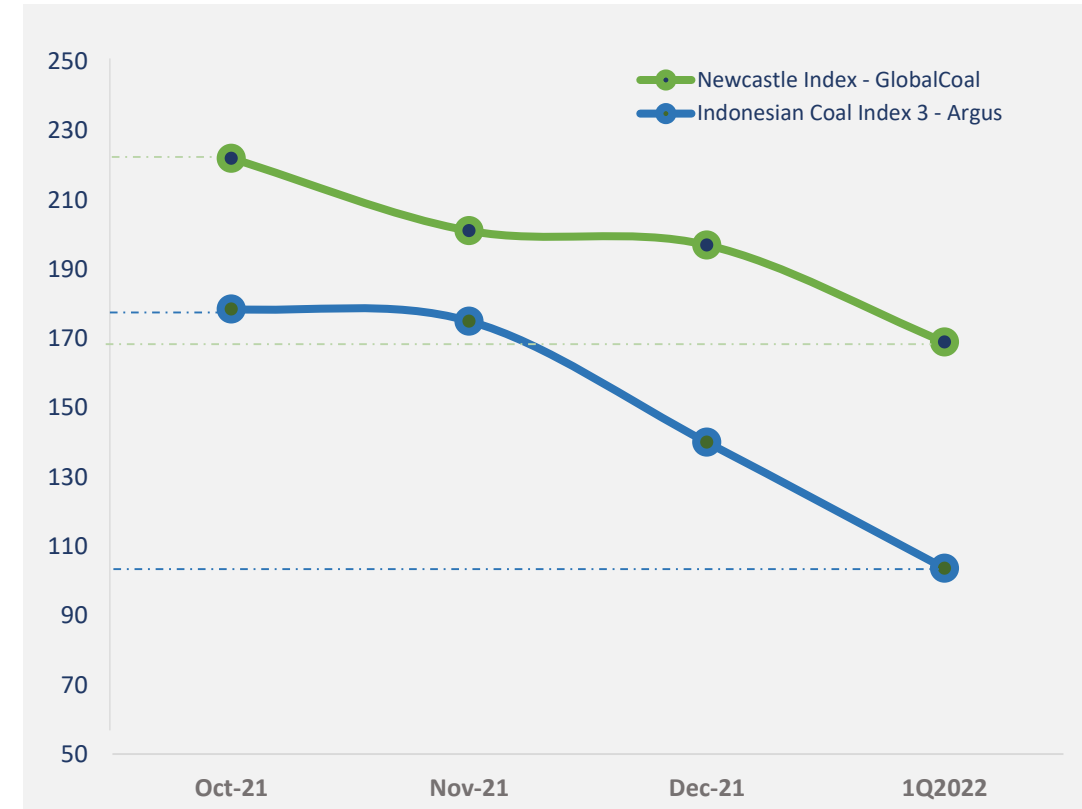
Note: PTBA has restructured its subsidiaries namely **Internasional Prima Cemerlang**, **Anthrakas** and **Bukit Energi Metana** with legality and public information disclosure on **February 5th**, **March 24th** and **May 4th** this year, respectively

Global commodity prices

Commodity	31/12/2020	30/06/2021	30/09/2021	% ytd	(↑/↓)
Crude Oil (barrel)	51.8	75.1	78.5	52	↑
Coal⁽¹⁾ (mt)	80.5	134.7	218.0	171	↑
Gold (troy ounce)	1,898.4	1,770.1	1,757.0	(7)	↓
Tin (mt)	20,540.0	33,460.0	36,600.0	78	↑
Nickel (mt)	16,613.0	18,214.0	17,936.0	8	↑
Copper (mt)	7,766.0	9,374.5	8,936.5	15	↑
CPO (mt)	955.0	975.0	1,253.8	31	↑

Source : Bloomberg as of September 2021
(1) Newcastle

Coal price forecast⁽²⁾



(2) As of October 22, 2021 (Global Coal) and September (Argus)

- ❑ Commodity prices mostly increased with the highest increase in coal commodities
- ❑ Coal prices are currently hitting record highs and expected to remain high through 1Q2022, with Newcastle (GAR 6322) and Indonesian Coal Index-3 or ICI-3 (GAR 5000) estimated to be in the range of USD169/ton to USD222/ton and USD103/ton to USD178/ton, respectively

01

**Company &
Industry Overview**

02

Performance Highlights

03

Commitment to ESG

04

Project Development Update



Sales 20.9_{mt}

9M2021 sales ▲ 13% yoy

Increase in sales and cost efficiency resulted robust net profit of Rp4.8 trillion or 2.8x yoy and immediately surpass the highest profit ever achieved in 2018 of Rp5.0 trillion



Production 22.9_{mt}

Production volumes have remained high especially since 2Q this year and 9M2021 production ▲ 18% yoy



robust Net Profit

Rp**4.8 trillion**

2.8x yoy



Cash cost Rp594 thousand/ton

Cash costs equal with budget and only ▲ 6% yoy



Stripping ratio 4.5x

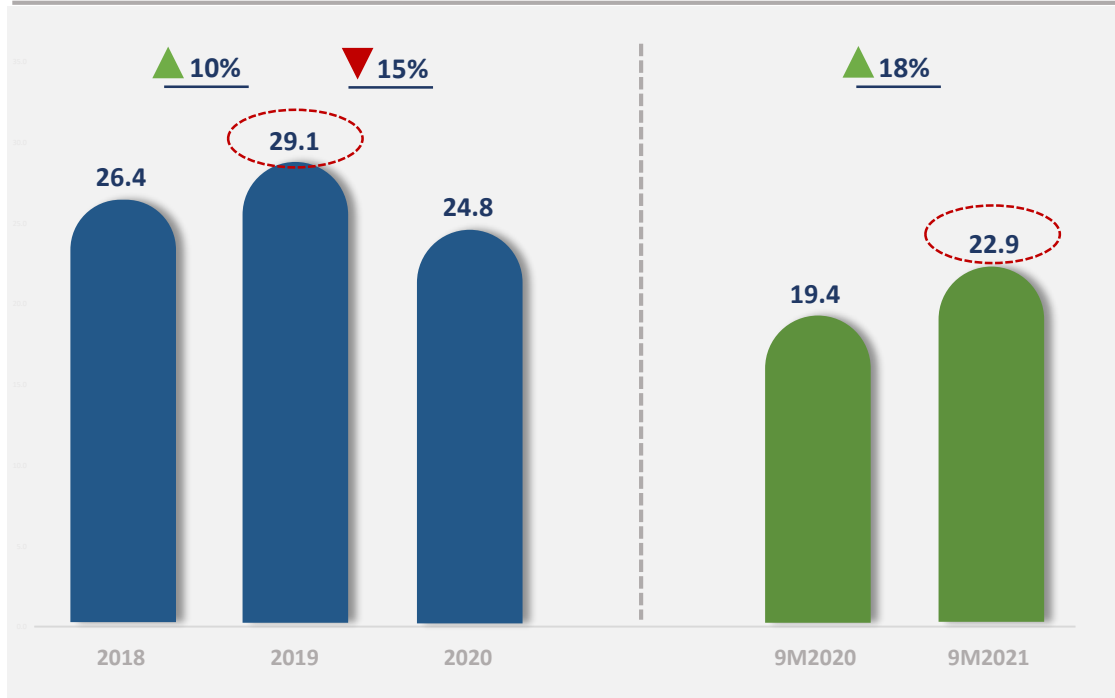
Stripping ratio is still below the target and managed to remain low



Production consistently high while stripping ratio remains low

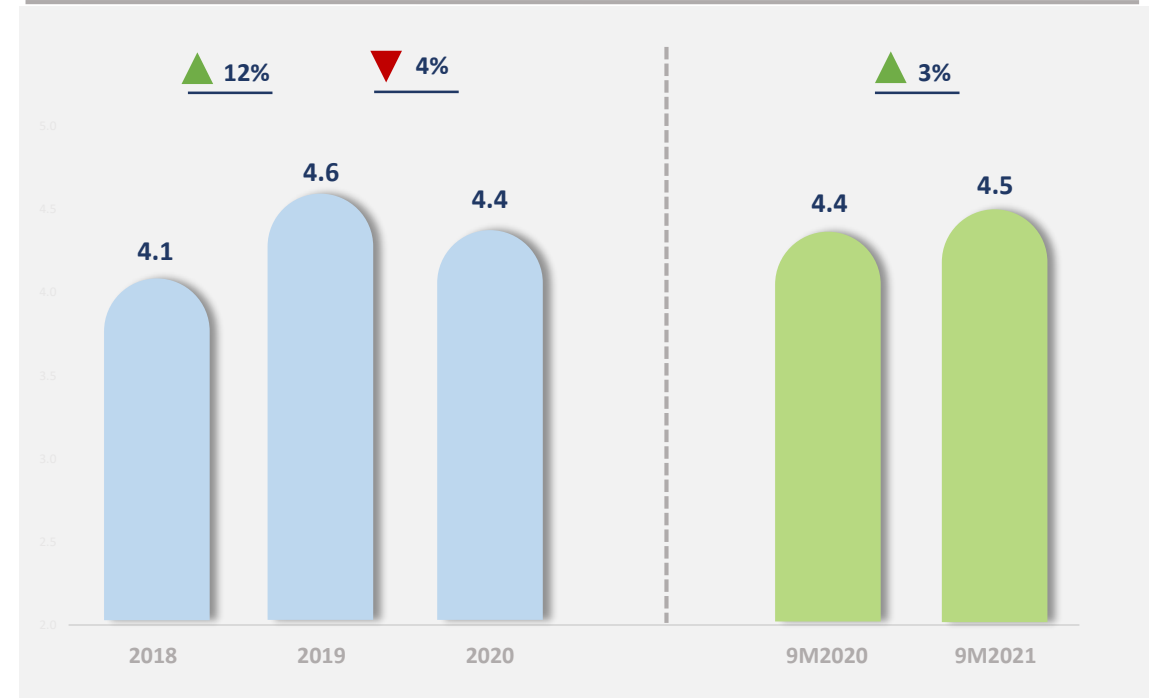
Production Volume

(million ton)

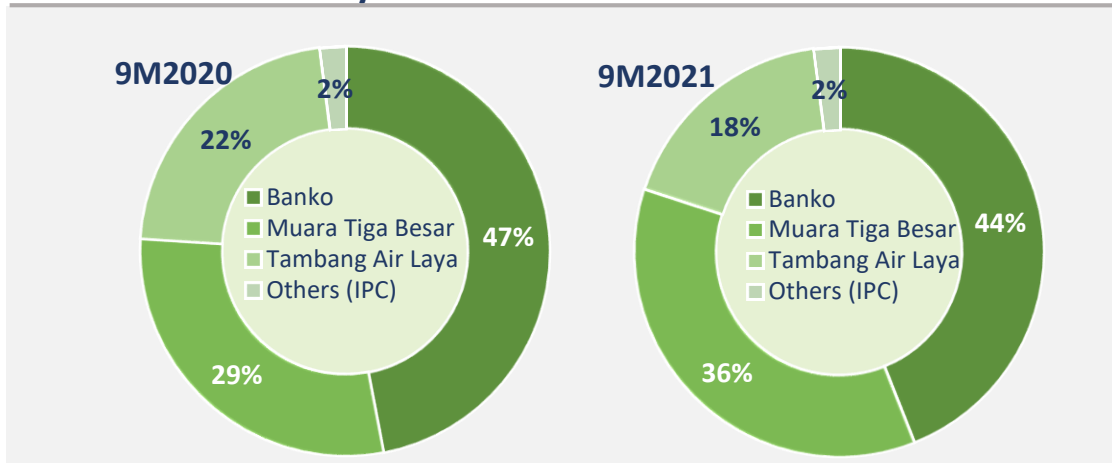


Weighted Average Stripping Ratio

(x)



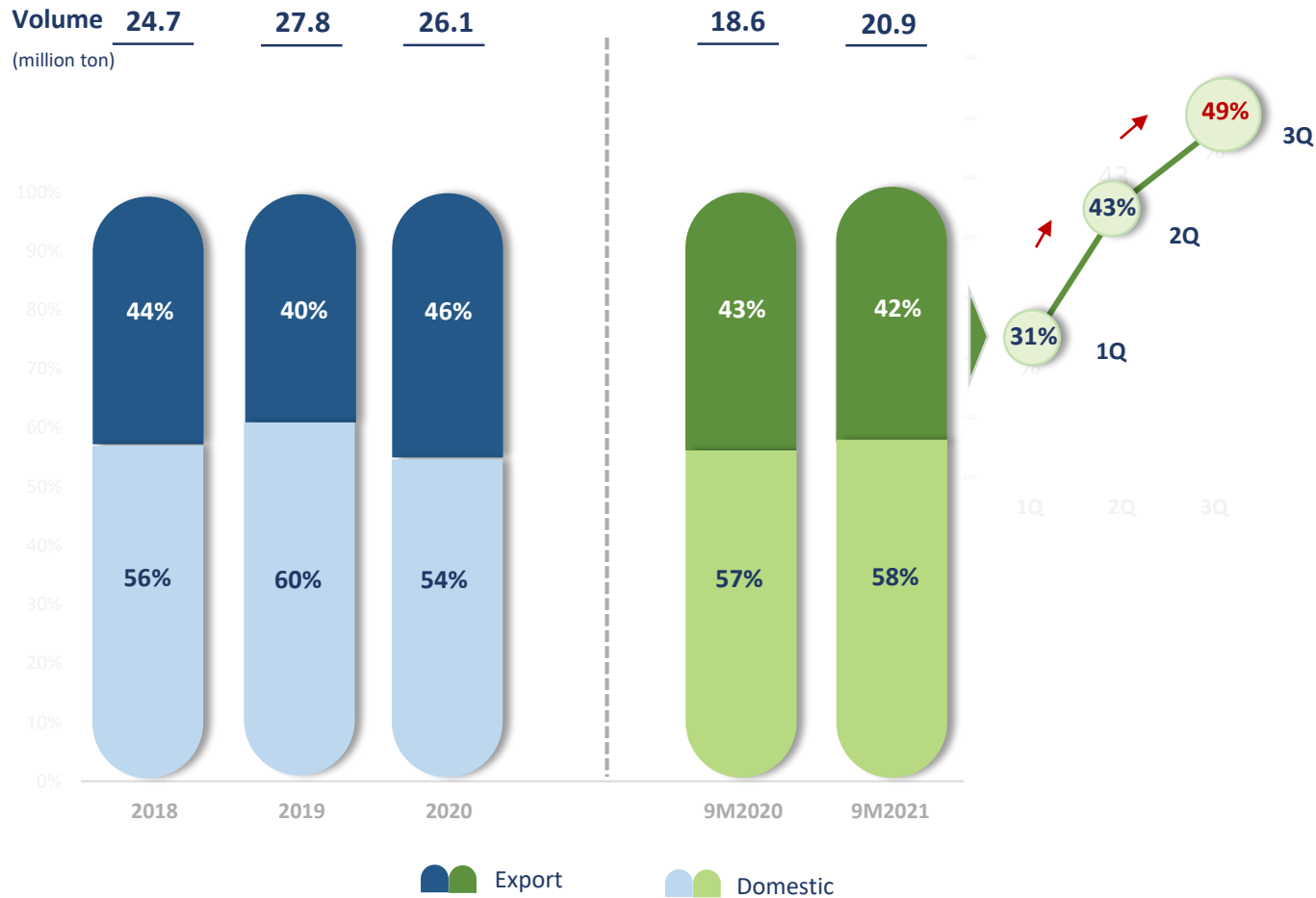
Production Volume by Area



- Production volume target of current year is the highest target compared to previous years and in 9M2021 successfully increased **▲18% yoy** and has reached **92% of FY2020 production**.
- The highest production occurred in 2019 at 29.1 million tons and production as of 9M2021 has reached **79%** of it.

Increase sales exports to optimize price momentum

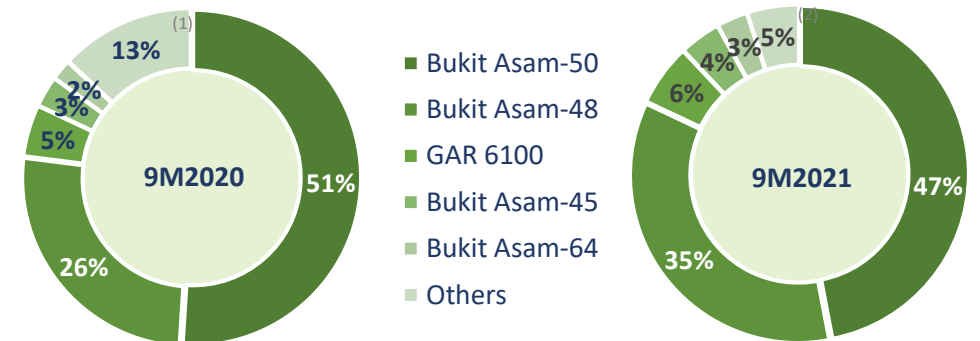
Sales



Sales Volume by Destination



Sales Volume by Quality



- Export sales portion each quarter continues to increase significantly and reached **49% in 3Q**

- HCV Export sales in 9M2021 ▲ **17% yoy**

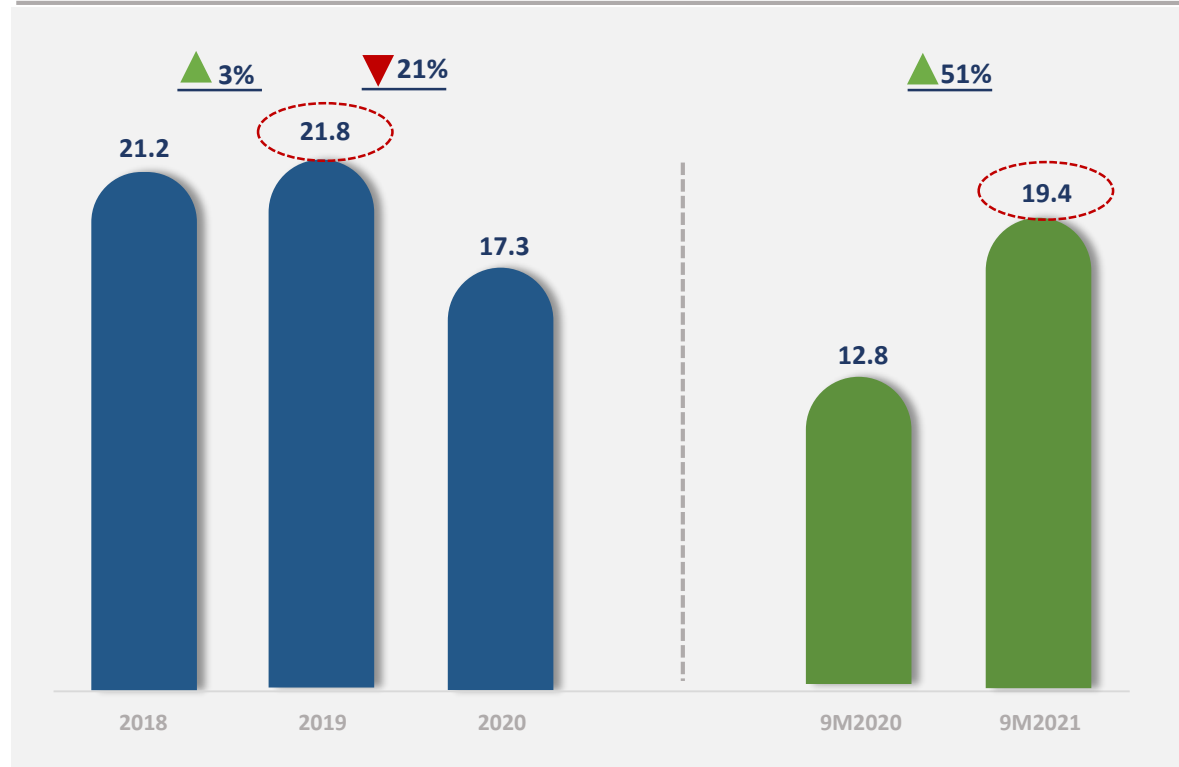
(1) Bukit Asam-46, Bukit Asam-47, Bukit Asam-67, GAR 6700 and IPC

(2) Bukit Asam-46, Bukit Asam-47, Bukit Asam-67, GAR 6700, IPC dan Peranap

Succeed to boost revenue

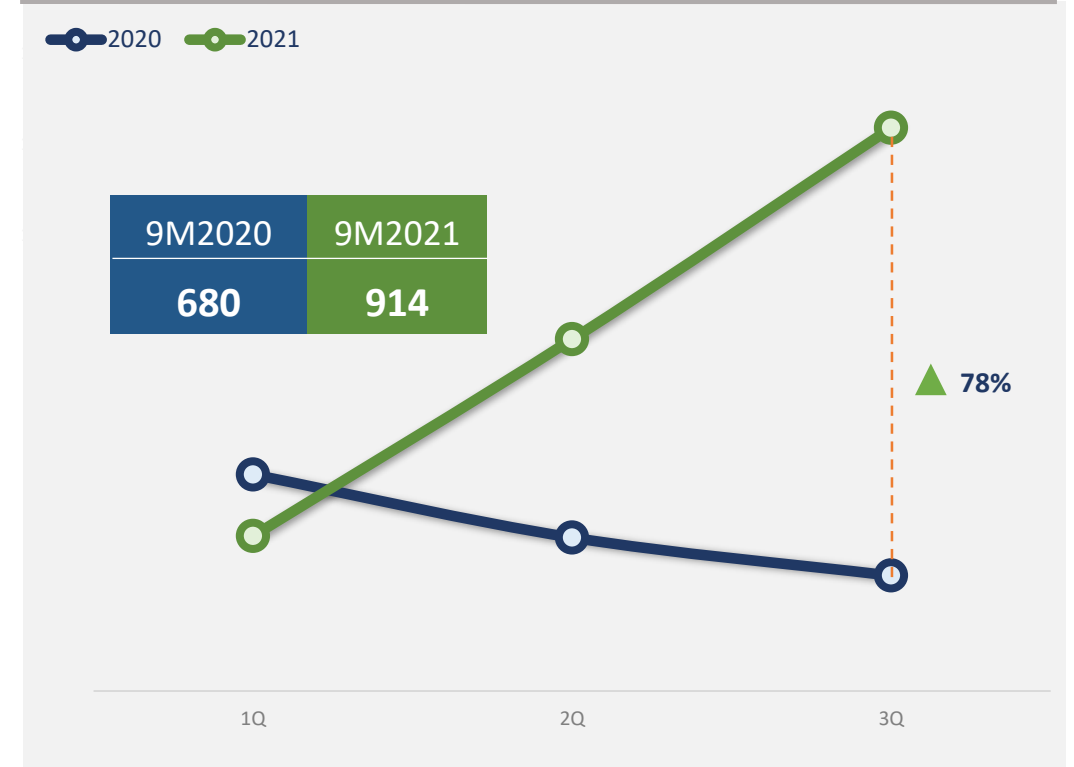
Revenue

(IDR trillion)



Average Selling Price

(IDR thousand)



Revenue in 9M2021 amounting to Rp19.4 trillion managed to reach **51% yoy** or **more than 1.5x** and the highest revenue ever achieved in 2019 amounting to Rp21.8 trillion will soon be exceeded

Getting closer towards highest net profit in history

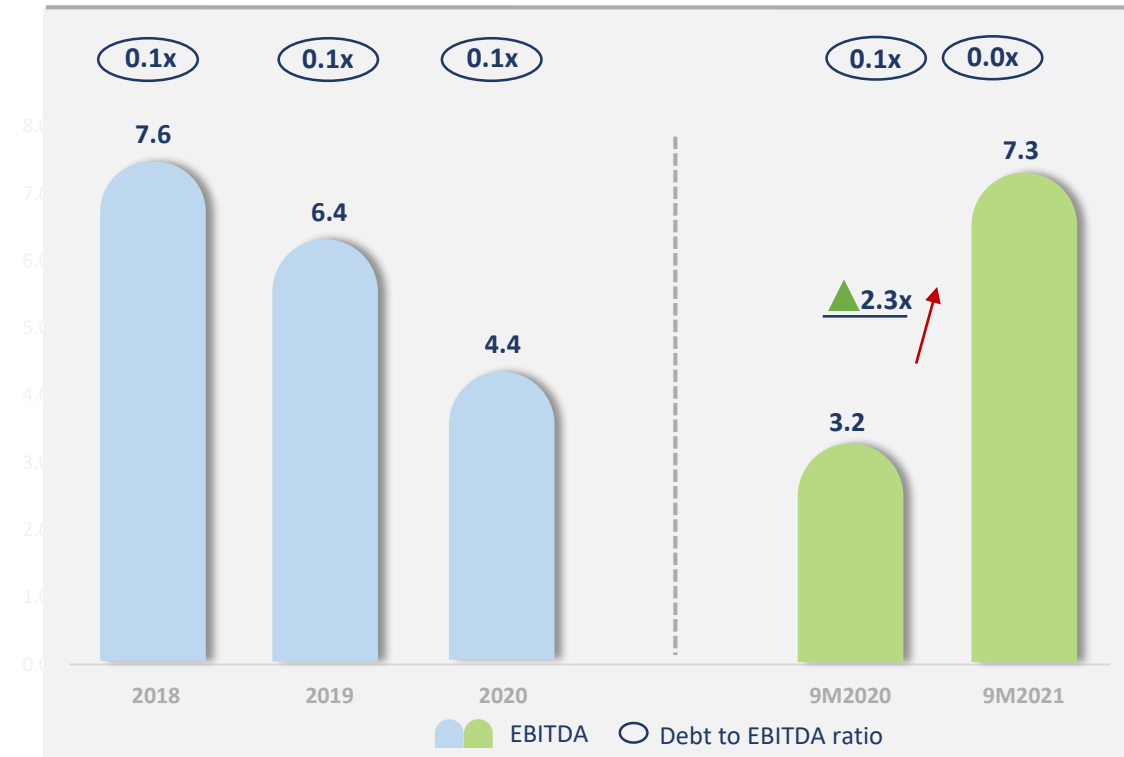
Net Profit and Net Profit Margin

(IDR trillion)

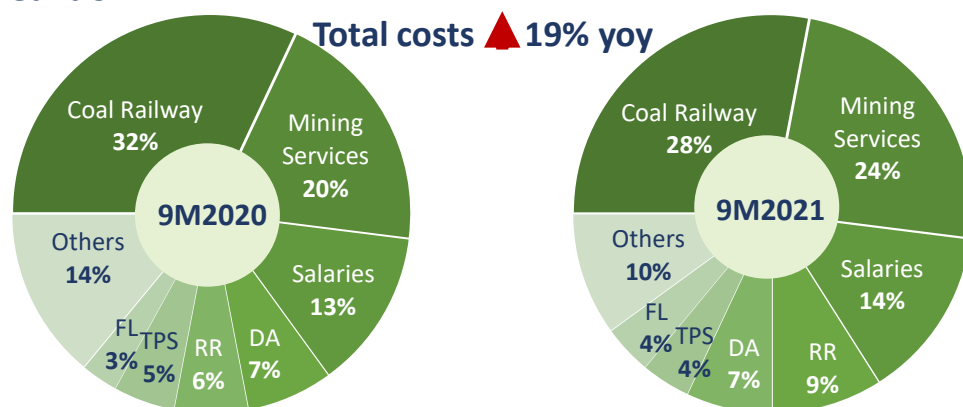


EBITDA and Debt⁽¹⁾ to EBITDA⁽²⁾ ratio

(IDR trillion)



Cost breakdown⁽³⁾



Total cash costs ▲ 6% yoy

(IDR thousand / ton)

9M2020	9M2021
558	594

(1) Debt consist of bank borrowings and lease obligations, excluding lease obligations of PSAK 73

(2) Annualized EBITDA

(3) Cost breakdown consists of Cost of Revenue, General and Administrative expenses, Selling and Marketing expenses

(4) Cash Cost consist of Cost of Revenue, General and Administrative expenses, Selling and Marketing expense, excluding Depreciation and Amortisation

RR : Royalty and Retribution DA : Depreciation and Amortization TPS : Third Party Services FL : Fuel and Lubricants

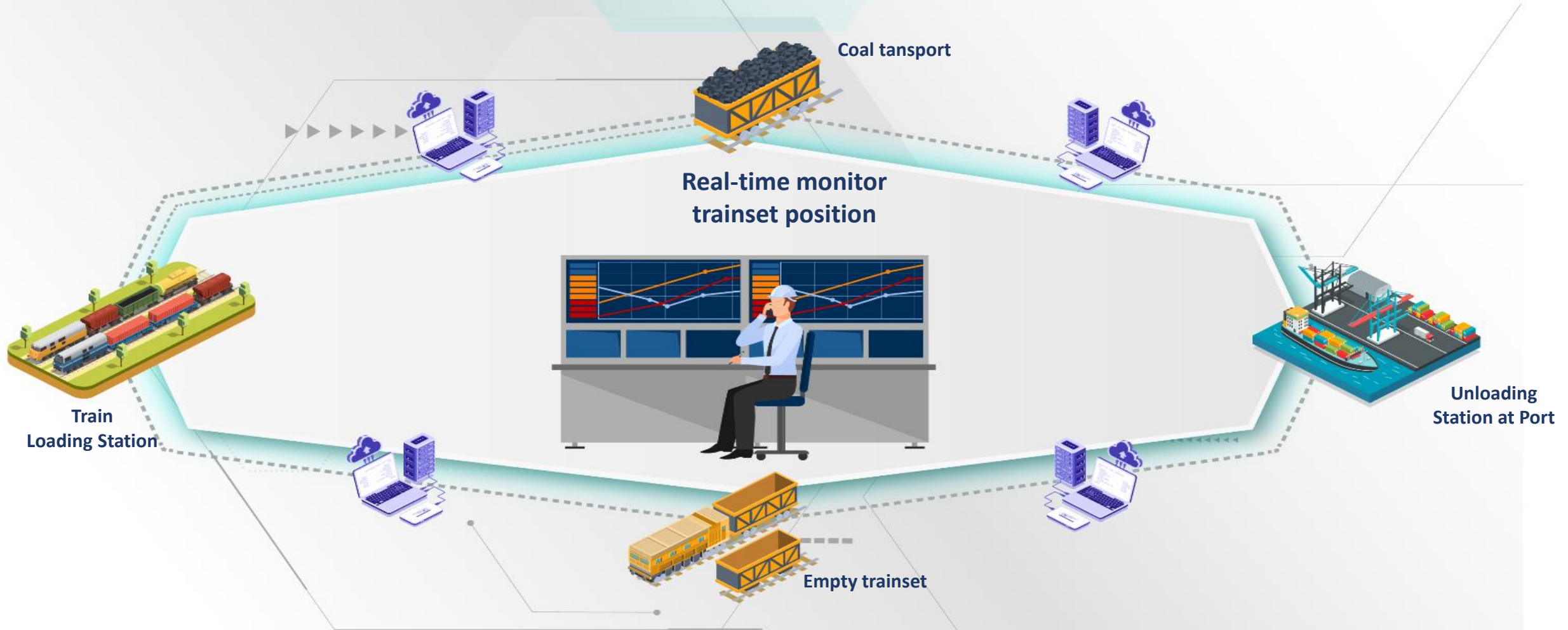
Initiative Digital mining transformation

heading for Industry 4.0 with current position at 3.6



All the applications controlled under MCC (Mine Control Center)





BENEFITS

- Real time logistics management from loading station, transport and unloading
- Provides sufficient maintenance time for Coal Handling Facility unit and trainset
- Optimization of Train Loading Stations and Unloading Stations to reduce cargo delays
 - Helps achieve railway volume target

01

Company &
Industry Overview

02

Performance Highlights

03

Commitment to ESG

04

Project Development Update





CSR Fund Distribution Rp110.1 Billion

encompass the community by focusing to social, health, education, environment, etc



Engage and update to Carbon Disclosure Project

An ambitious target to Net Zero Carbon by 2060

Environmental-friendly mining operation

Reduce carbon emission from mining operations

CCUS (carbon capture, utilization & storage)

Explore carbon capture as value-adding business

Reforestation of ex-mining land

Assist in carbon removal via reforestation



Production by Electrification

▲ 16% yoy



Reclamation 2,127 Hectare



Conservation 2,823 Bamboos trees



Electric pumps and buses

▼ carbon 13 thousand p.a



Revegetation 1,321,336 trees

01

**Company &
Industry Overview**

02

Performance Highlights

03

Commitment to ESG

04

Project Development Update





Coal Transportation Expansion

- Expansion of existing Coal Railway capacity
- Development of alternative coal transportation options

Power Plant

- Minemouth Coal Power Plant
- Coal Power Plant to support Mining Industry
- Renewable Energy

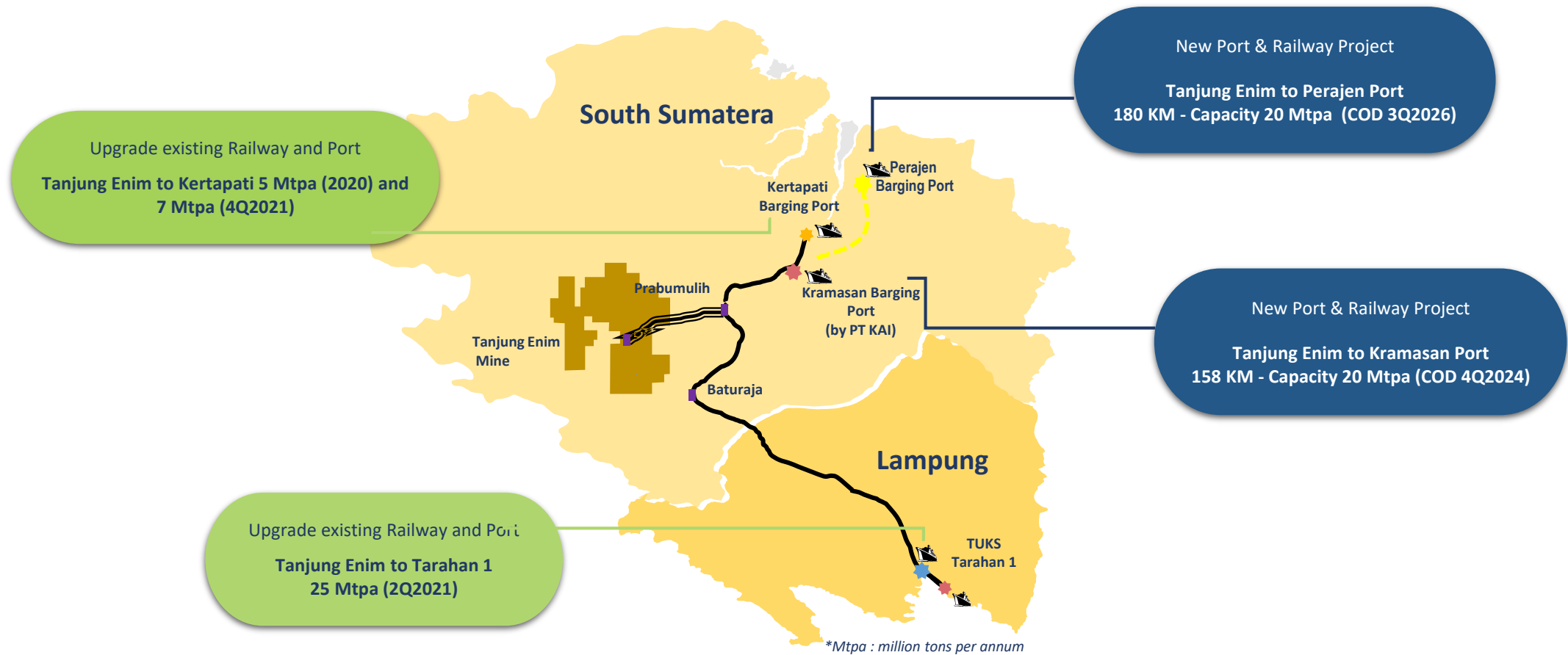
Coal to Downstream Industries

- Coal to Chemicals (DME, etc)
- Other coal downstream products

Carbon Management

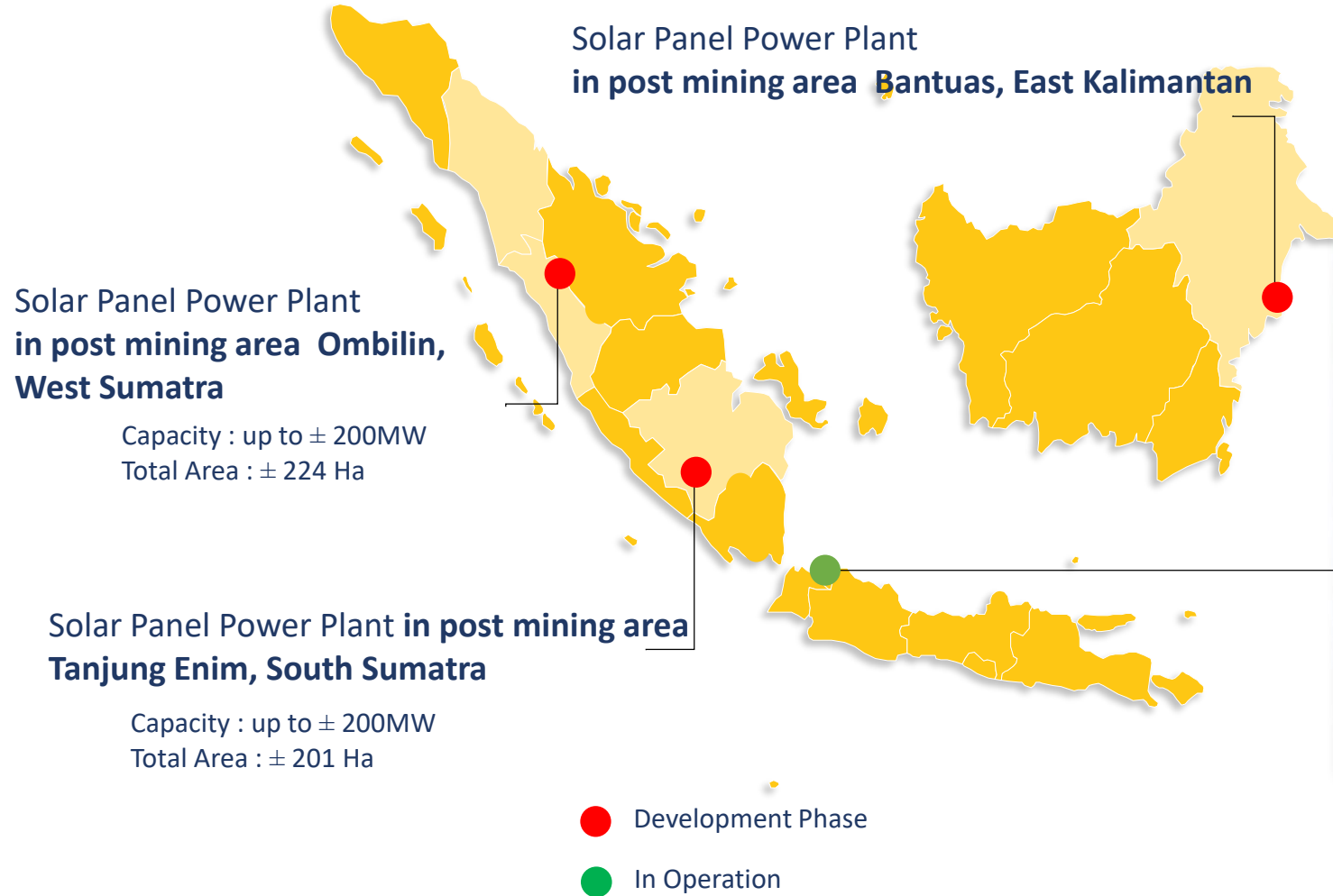
Expansion of coal railway capacity and new port

to 32mt in 2021 and 72mt in 2026





Construction
progress
91.03%
as of September 2021



PTBA synergy with Angkasa Pura II

As a commitment and capability to develop solar panel power plant and also supporting the eco-airport program



In AOCC (AirPort Control Operation Center) building Soekarno Hatta Airport
COD October 2020

Overview Project



Total Investment
~ **US\$ 2.1 Billion**



Employment
~ **1.000 workers**
(during plant operational)



Land Area
± 164 Ha

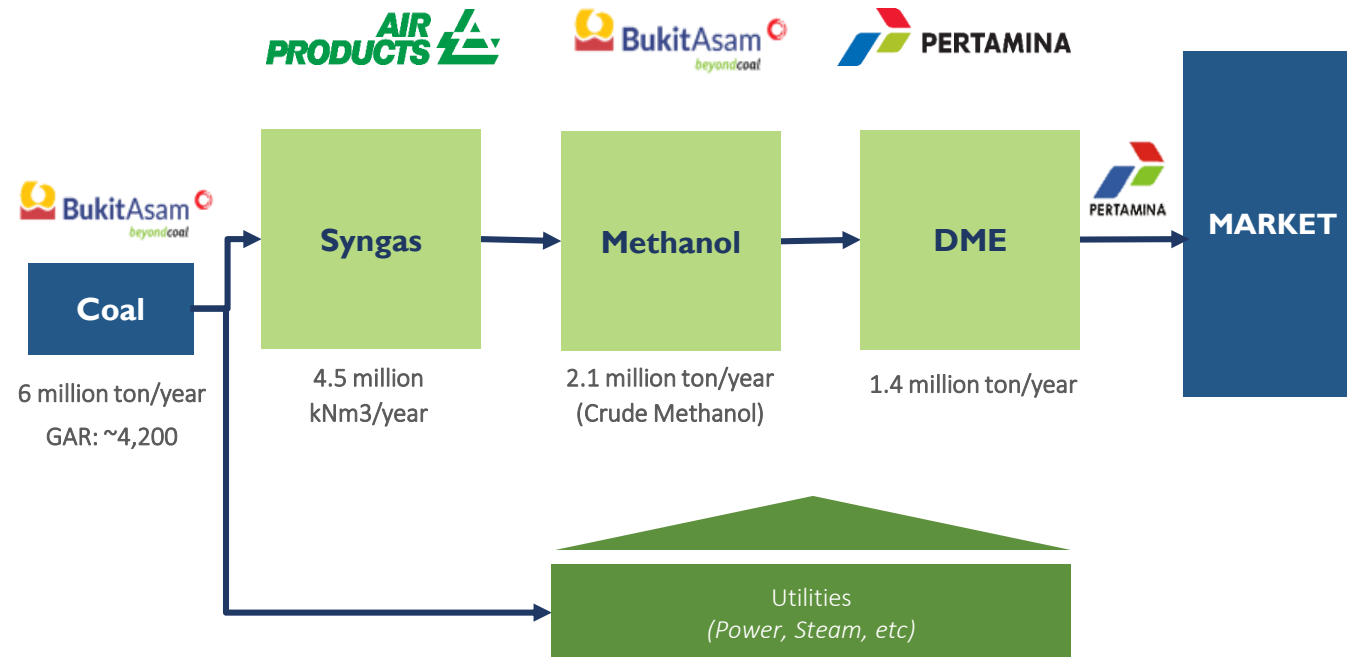


Location
Tanjung Enim, Provinsi
Sumatera Selatan

Objective

The development of the Coal to DME Project aims to increase national energy security by substituting portion of imported LPG.

Coal to DME Production Chain – Tanjung Enim



Total Capex: \$ 2.1 Bn

For More Information :

Contact : Finoriska Citraning

Position : Investor Relations Manager

Address : PT Bukit Asam Tbk Menara Kadin, 15th
Floor, Jl. Rasuna Said, Blok X-5 Kav. 2 & 3, Jakarta 12950

Telephone : +62 21 5254014

Facsimile : +62 21 5254002

E-mail : fcitraning@bukitasam.co.id

Website : www.ptba.co.id

Disclaimer:

This presentation contains forward-looking statements based on assumptions and forecasts made by PT Bukit Asam Tbk management. Statements that are not historical facts, including statements about our beliefs and expectations, are forward-looking statements. These statements are based on current plans, estimates and projections, and speak only as of the date they are made. We undertake no obligation to update any of them in light of new information or future events.

These forward-looking statements involve inherent risks and are subject to a number of uncertainties, including trends in demand and prices for coal' generally and for our products in particular, the success of our mining activities, both alone and with our partners, the changes in coal industry regulation, the availability of funds for planned expansion efforts, as well as other factors. We caution you that these and a number of other known and unknown risks, uncertainties and other factors could cause actual future results or outcomes to differ materially from those expressed in any forward-looking statement.

