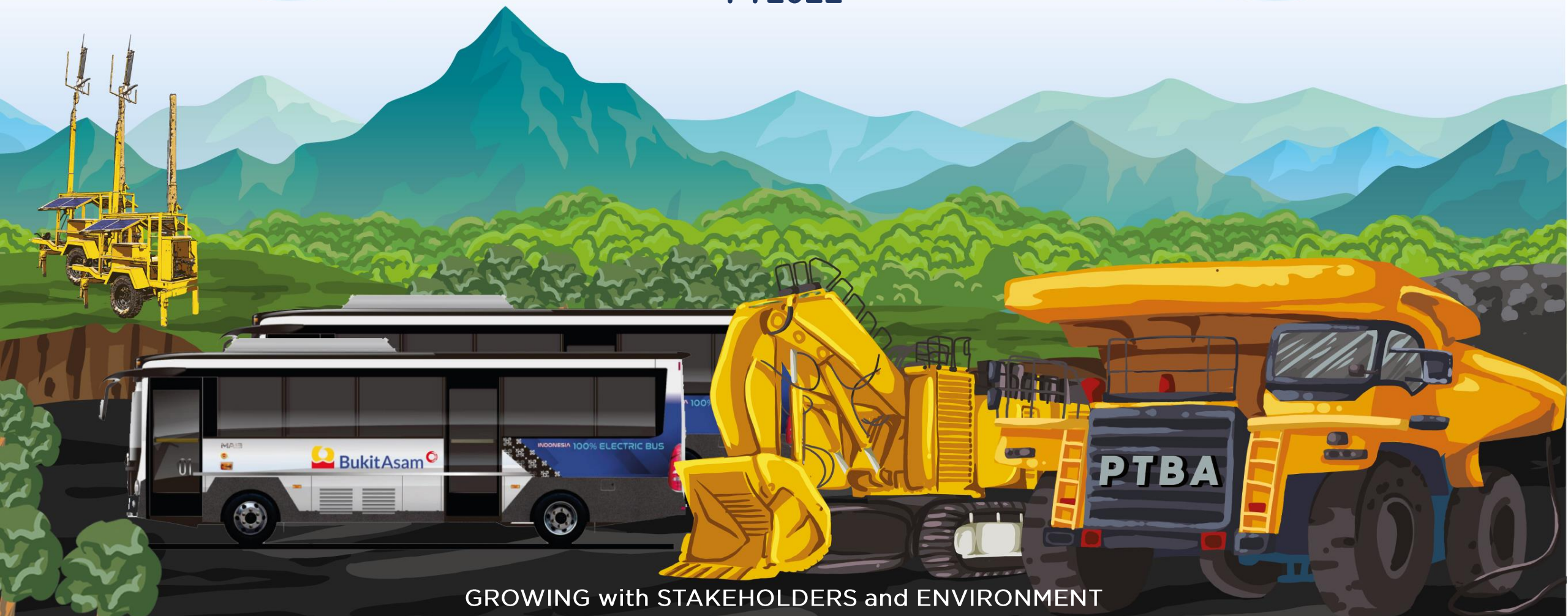


# CORPORATE PRESENTATION PT Bukit Asam Tbk

FY2022



GROWING with STAKEHOLDERS and ENVIRONMENT

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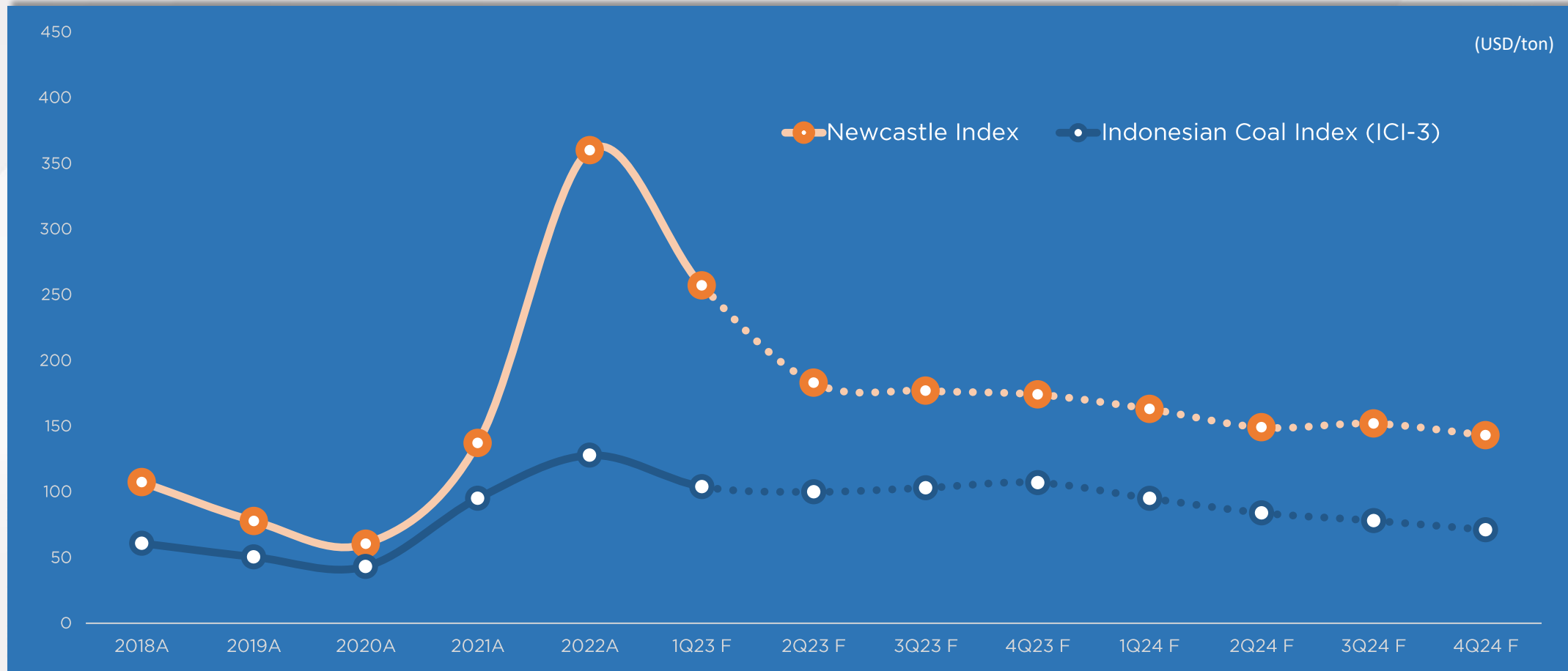
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# Coal Price Outlook<sup>(1)</sup>

Intense coal price fluctuation in the last 5 years and projection for next 2 years



Source : Wood Mackenzie as of Januari 2023, Globalcoal, Argus Media

“Price are projected to be lower than 2022, but still in the range of USD150-200/ton for Newcastle Index and around USD100/ton for Indonesian Coal Index-3”



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# Acknowledgement from External Parties

51 Awards obtained throughout 2022

**May 24** - Ministry of Manpower, Gold Certificate and Golden Flag on Occupational Safety and Health Award for Tanjung Enim Mining, Tarahan Port, and Kertapati Barging Port



**August 11** - BUMN Track, Five Star Economy Pillar & Five Star Environment Pillar at Socio-Environment Responsibility and CSR Awards



**September 6** - Top GRC Awards, Top Award #5Stars, The Most Committed GRC Leader, The High Performing Board of Commissioners on GRC



**November 24** - National Center for Corporate Reporting, Asia Sustainability Reporting Rating Gold Trophy



**December 29** - Ministry of Environment and Forestry, Gold PROPER Trophy



2022



**June 24** - Global Youth Parliament, The Global Emerging Leader Award at Mining Industry Environment Preservation Category



**August 25** - IDX Channel, Top Award at Indonesia Innovation Award



**September 29** - Ministry of Energy and Mineral Resources, ADITAMA Award on Implementation of Good Mineral and Coal Mining Principle



**October 4** - Ministry of Energy and Mineral Resources, Subroto Award at Highest Non-Tax State Revenue of Mineral and Coal Company of State-Owned Company



**December 20** - IICG, CGPI Award Indonesia The Most Trusted Company

# Performance Highlights

Highest achievement of Operational and Financial Performance

## Revenue

Rp **42.6** trillion

↑ 46% yoy  
(FY21 Rp 29.3 trillion)



## Net Profit<sup>(1)</sup>

Rp **12.6** trillion

↑ 59% yoy  
(FY21 Rp 7.9 trillion)



## Average Selling Price

Rp **1,330.0**  
thousand/ton

↑ 31% yoy  
(FY21 Rp1,017.8  
thousand/ton)

## Cash Cost

Rp **851.1** thousand  
per ton

↑ 31% yoy  
(FY21 Rp649.3  
thousand per ton)

## Cash and Cash Equivalent<sup>(2)</sup>

Rp **15,959.5** trillion

↑ 19% yoy  
(FY21 Rp 13,405.2 trillion)



## Production

**37.1** mt

↑ 24% yoy  
(FY21 30.0 mt)



## Stripping Ratio

**5.7** x



## Railway Volume

**28.8** mt

↑ 13% yoy  
(FY21 25.4 mt)

## Sales

**31.7** mt

↑ 12% yoy  
(FY21 28.4 mt)

## Earning per Share<sup>(3)</sup>

Rp **1,094.0**

↑ 56% yoy  
(FY21 Rp 702.0)



(1) Net profit attributable to Owners of the parent entity

(2) Cash and cash equivalents include deposits more than 3 (three) month

(3) EPS basic and diluted (full amount)



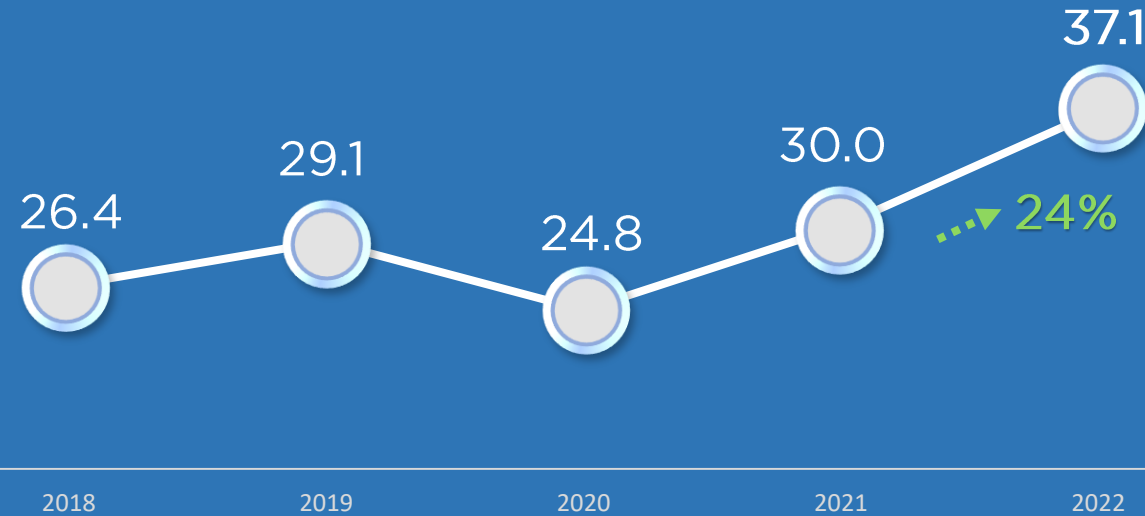
## Production and Railway Volume

Production hit all time production record

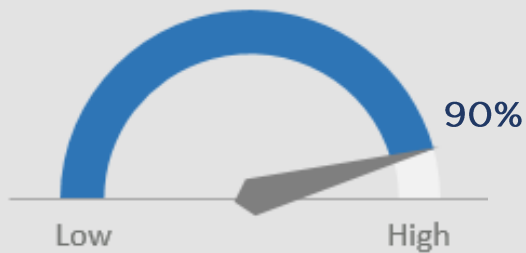
“Application of mining digitalization on mining site to ports and supported by additional production equipment has successfully optimize production and railway volume”

### Production Volume

(million ton)



### Mining Equipment Productivity



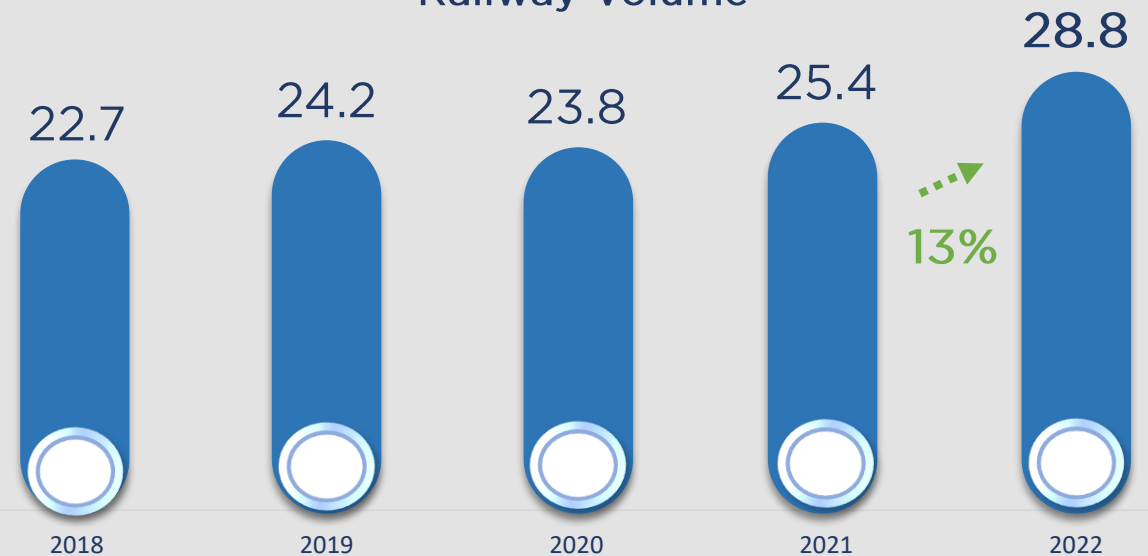
not less than 90% utility level,  
optimized by digitalization

### Average Effective Working Hour FY2022



### Railway Volume

(million ton)



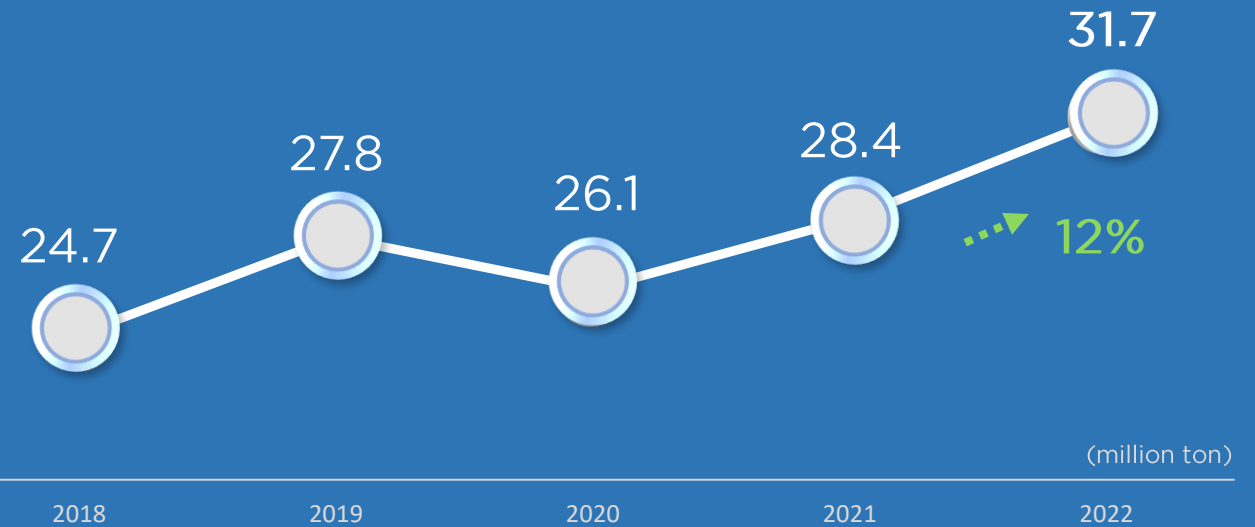
# Sales

Optimizing sales in the middle of soaring price

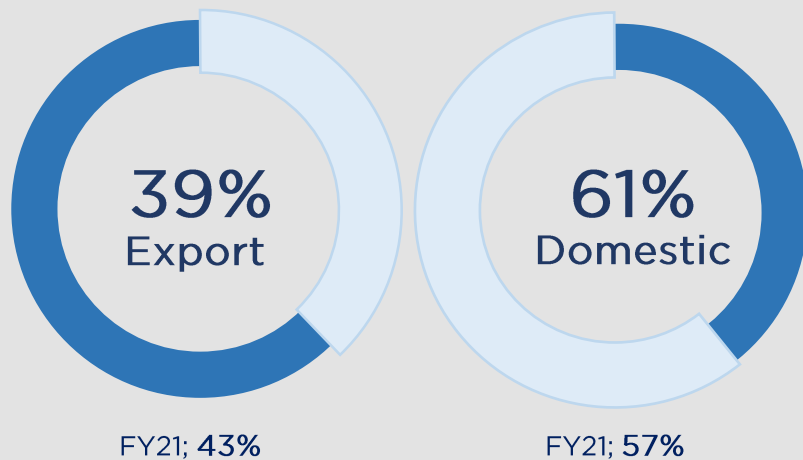
“New market penetration to European countries was successfully achieved proven by high sales to Italy during 2022, even higher than sales to Japan, Cambodia and several other Asian countries”

“Significant increase in sales volume to India and South Korea reaching 4x yoy”

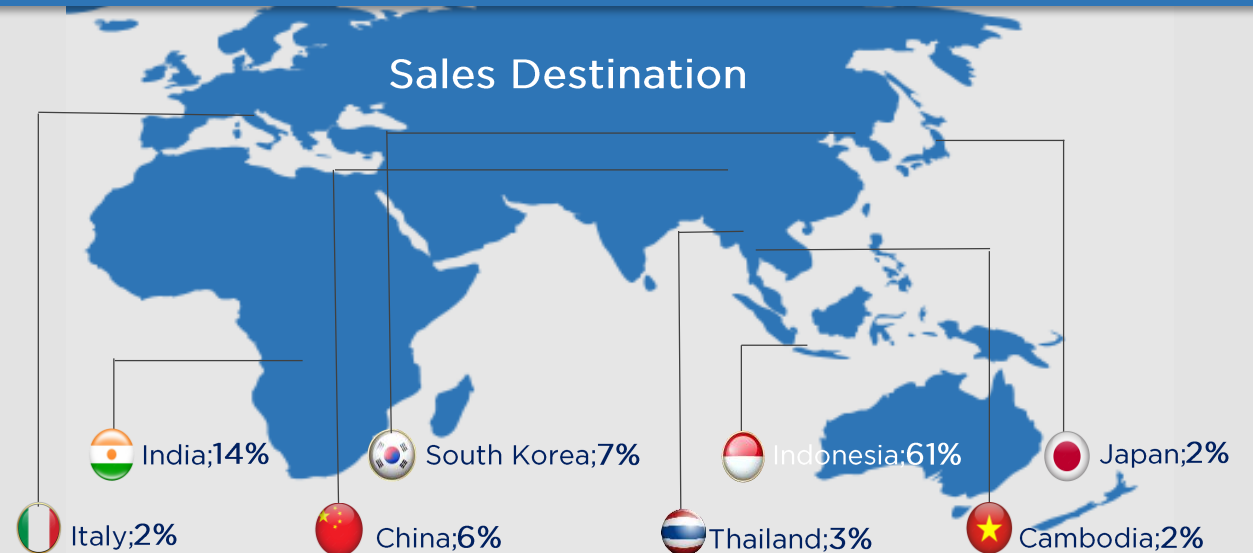
## Sales Volume



## Sales Portion



## Sales Destination

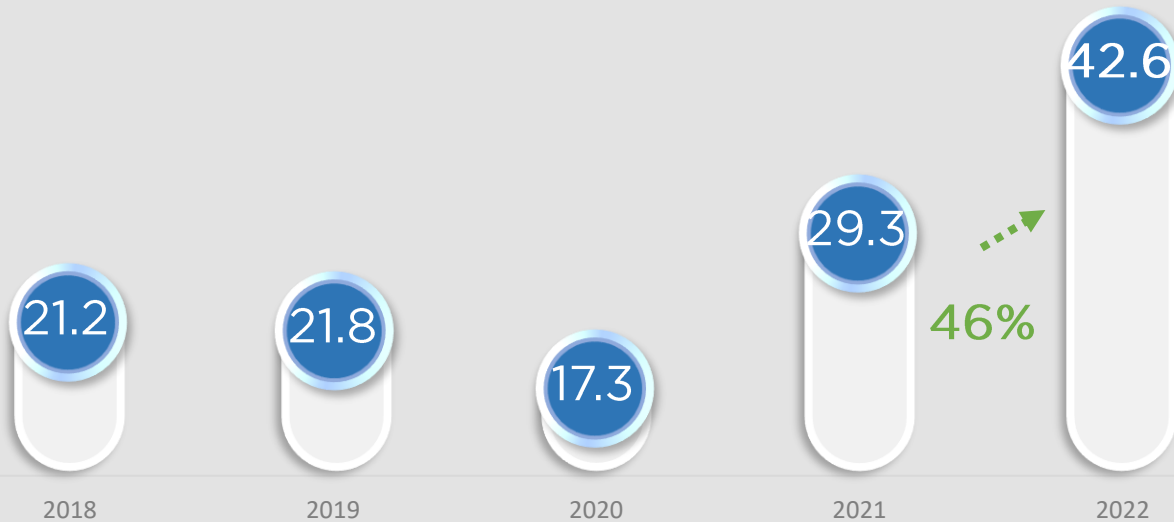


Others;3% consist of Taiwan, Malaysia, Philippines, Pakistan and Vietnam



## Revenue

(Trillion Rupiah)



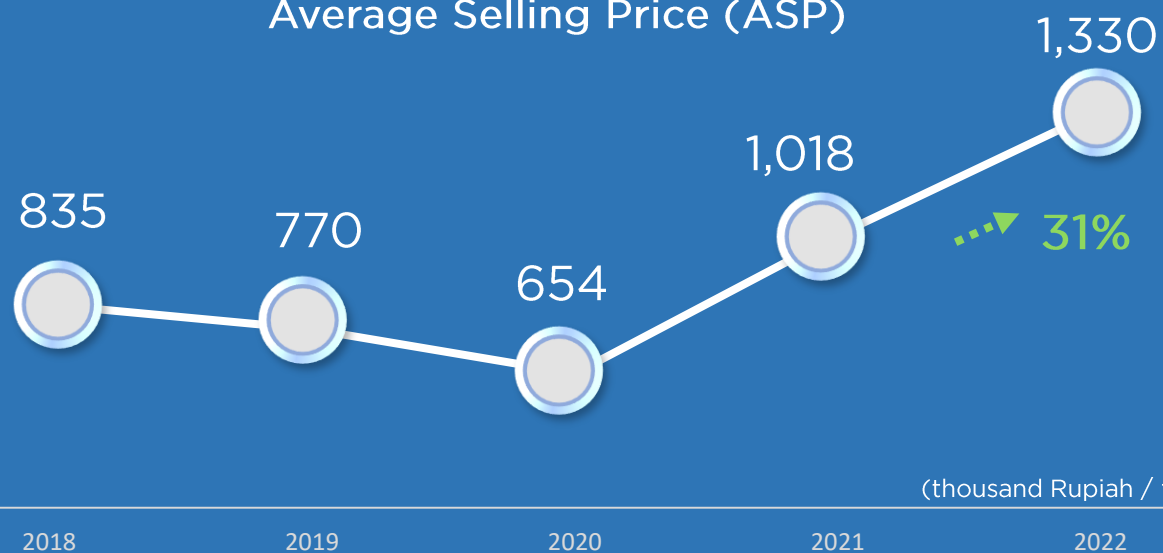
## Revenue

Better ASP and higher sales lift up the revenue

“Higher revenue was driven by sales improvement and good selling price. ASP increase 31% yoy or from Rp1,0 million/ton to Rp1,3 million/ton and successfully boosted revenue up to Rp 42.6 trillion, higher than previous year and surpass yearly guidance”

“This increase was also significantly affected by higher revenue from related parties, which was dominated by MIND ID Trading. It shows a successful mining holding synergy”

## Average Selling Price (ASP)



### Revenue of export sales

increase

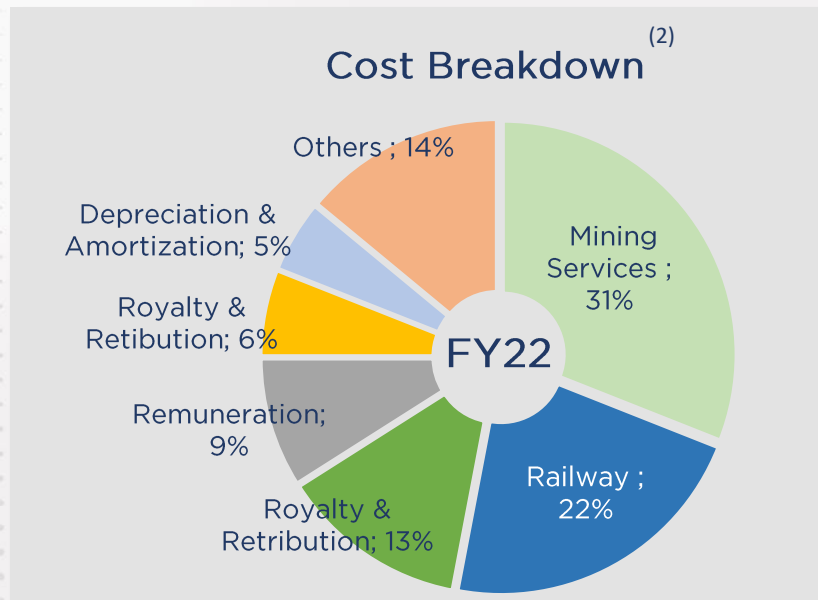
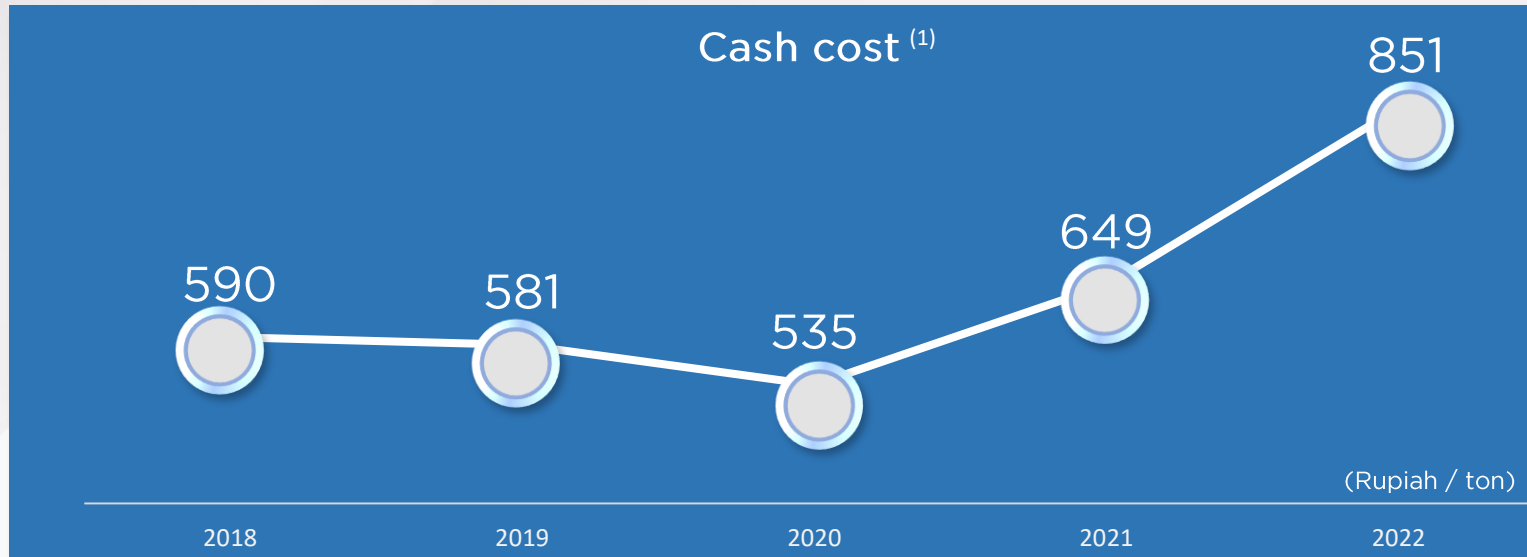
**56%**  
yoy



### Revenue from Related Parties

Rp **20.7** trillion  
Increase 60% yoy





#### Average Fuel Price

increase

**72%**  
yoy

from Rp9,205 to  
Rp15,804 per litre

#### Royalty

increase

**129%**  
yoy

## Cost

“Cost leadership is always carried out in every line, especially for controllable costs”

“The surge in cash costs was mainly due to an increase in mining costs which was exceptionally affected by significant movement in fuel price throughout 2022. Royalties also increased significantly in line with the rising of coal price reference and government regulation”

(1) Cash Cost consist of Cost of Revenue, General and Administrative expenses, Selling and Marketing expense (excluding Depreciation and Amortisation) and divided by sales volume

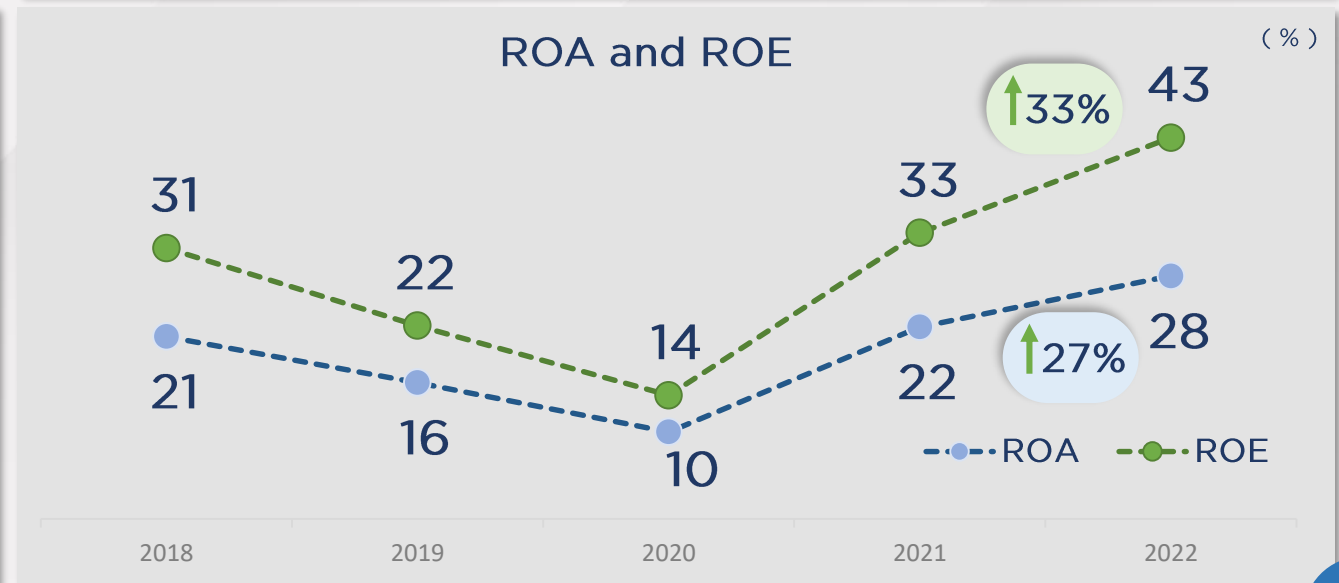
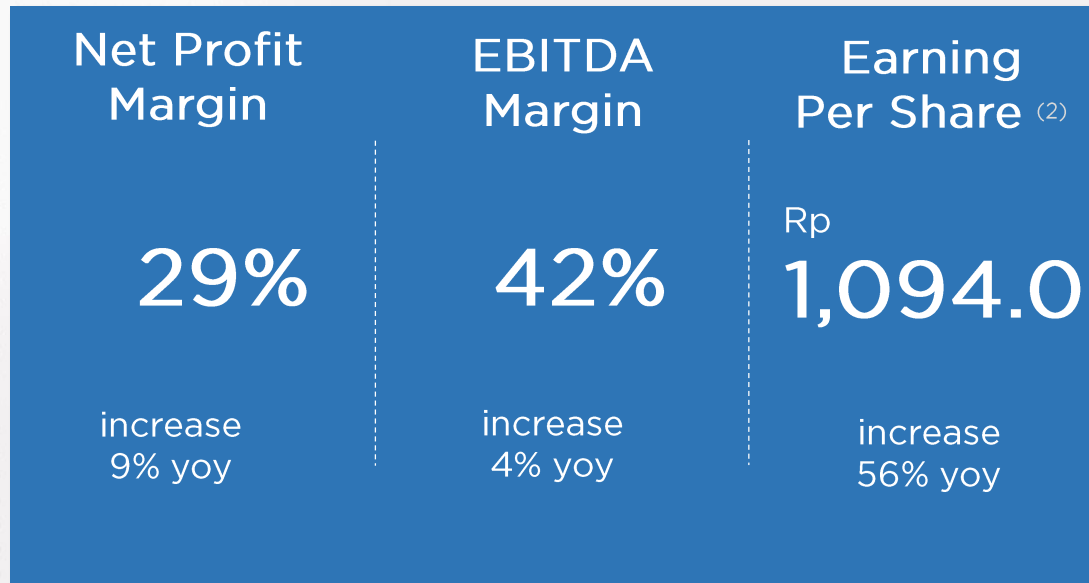
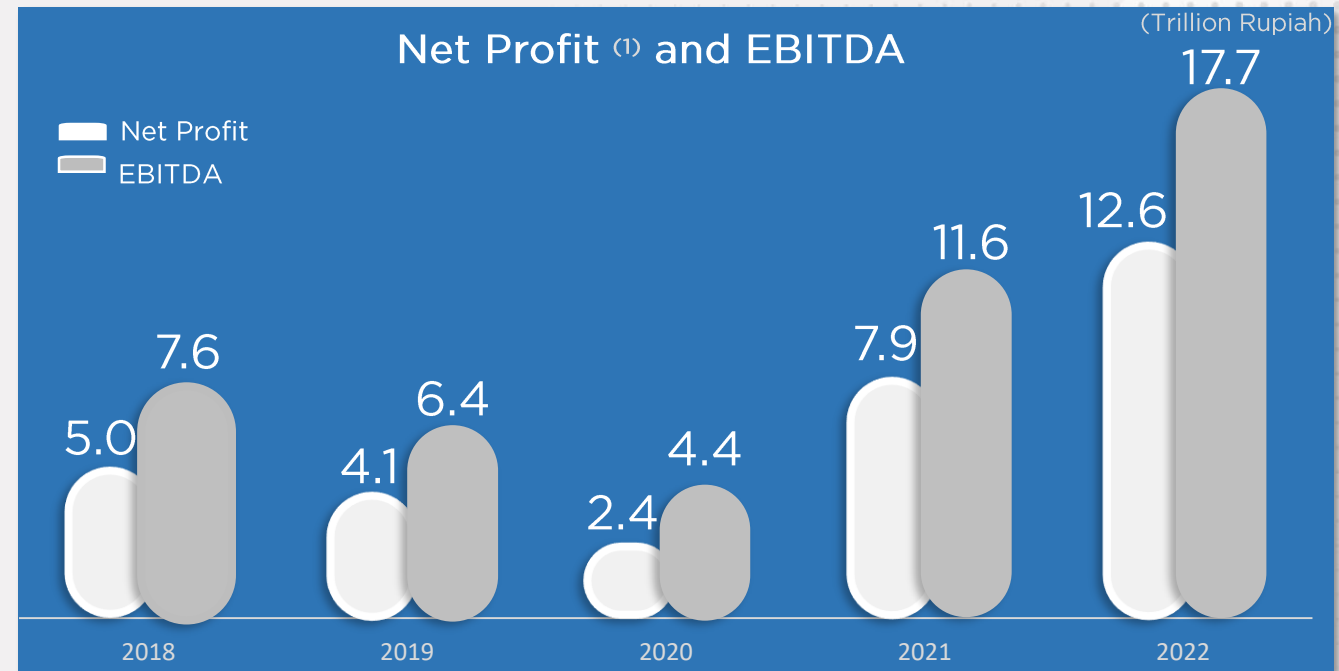
(2) Cost breakdown consists of Cost of Revenue, General and Administrative expenses, Selling and Marketing expenses

# Net Profit and EBITDA

notch up the best profit record of all time

“Successfully booked net profit of Rp12,6 trillion, climb significantly from previous year”

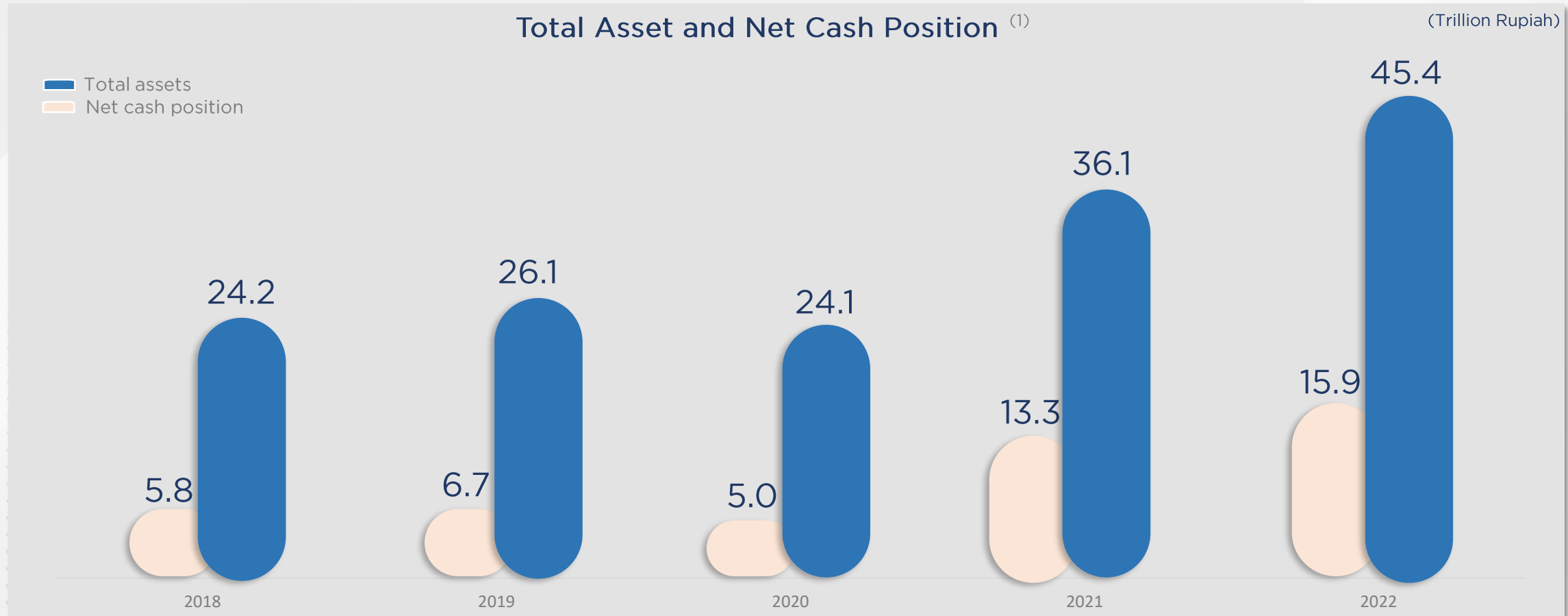
“Outstanding performance pushed EBITDA margin reaching 42%, while ROA and ROE also rose to 28% and 43%, respectively”





## Net Cash Position

“Net cash balance equals to Rp15.9 trillion or 47% above yearly guidance”



(1) Include time deposits more than 3 months less debt (Debt consists of bank borrowings and lease obligations, excluding lease obligations of PSAK 73)

# Digitalization

Implementation of digitalization deliver significant impact on business development, including increasing productivity, reducing fuel consumption and maintenance cost.





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# Guidance FY2023



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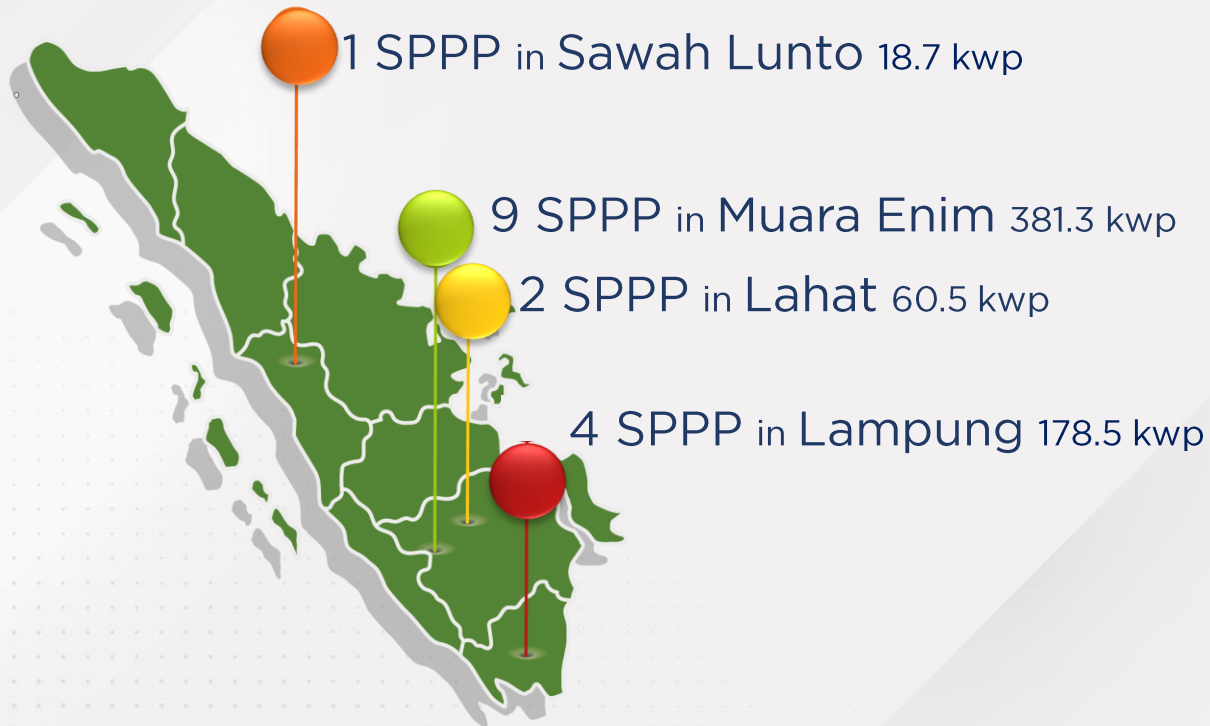
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## 16 Solar Panel Power Plant (SPPP) for support Agriculture 639 kwp



*Currently 6 SPPP have been operating, doubled than previous year*



## CSR Distribution Rp217.4 billion

(FY2021 Rp171.7billion) encompass the community by focusing on social, health, education, environment and etc



**17,570 people** (FY2021 910people)  
Have received free medical treatment



**3,892 children** (FY2021 4,160 children)

scholarships and education for elementary to high school for underprivileged families

## CSR Priority Program 2022



### Bahtera Bamboo

Social innovation for community empowerment

- Increasing the welfare of 1,105 elderly
- Potential carbon emissions absorption up to 1,877 tcO2e



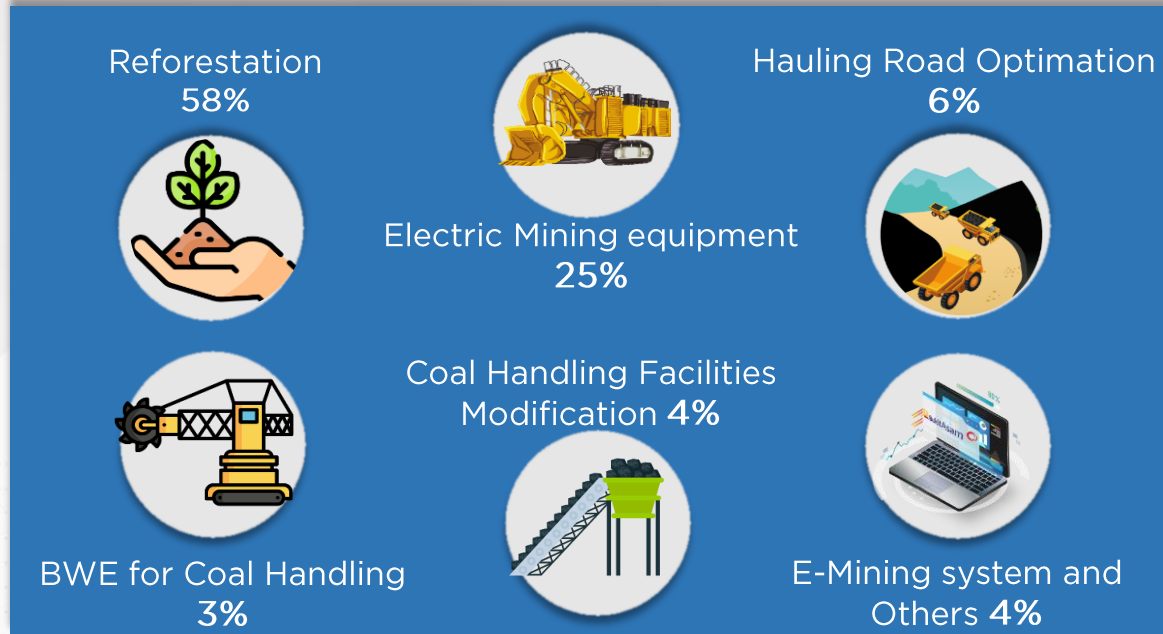
### KEBUN PLASMA

- Creating an independent and environmentally conscious society.
- Generating more than 40,000 seeds in a year and increase revenue of community.

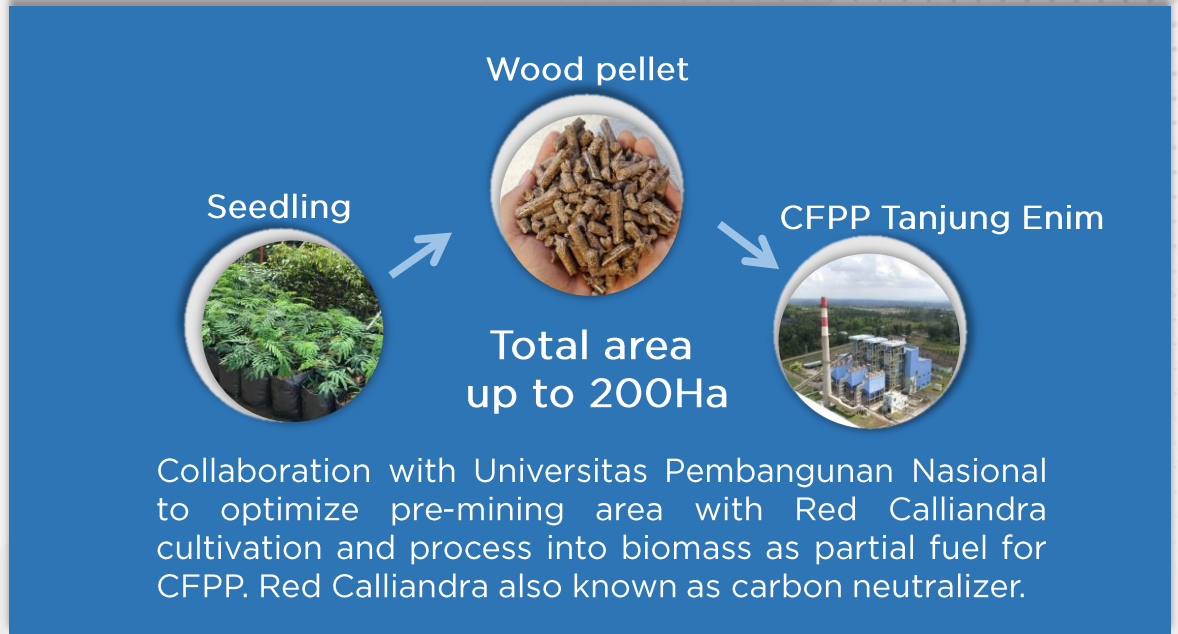


# Contribution to Environment Environmentally friendly mining operation

Emission reduction up to **182,792 tCO<sub>2</sub>e** per year



## Co-Firing for Coal Fired Power Plant (CFPP)



## Preservation of Biodiversity

**5,547** trees for conservation of Coral reef and mangrove in Lampung



Watershed Rehabilitation in South Sumatera and Yogyakarta  
**2,666 Ha**

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# Maximizing Coal Logistics Capacity



## Existing

A

**Tanjung Enim to Kertapati**  
Capacity 7 mt per year

B

**Tanjung Enim to Tarahan**  
Capacity 25 mt per year

## Development

C

**Tanjung Enim to Keramasan**

- Synergy with PT KAI
- Capacity 20 mt per year
- COD : 4Q2024

D

**Tanjung Enim to Perajen**

- Synergy with PT KAI and PT PLN
- Capacity 20 mt per year
- COD : 3Q2026



# Coal Fired Power Plant (CFPP)

Utilize of Coal Reserve by Developing CFPP

97,2%  
Construction progress  
as of December 2022



Capacity 2 x 620 MW

**CFPP Sumsel 8**

With flue gas desulfurization technology  
to support Net Zero Emission

On due diligence  
process



Capacity 3 x 350 MW

**CFPP Pelabuhan Ratu**

Supporting energy transition mechanism

# Renewable Energy

Solar Panel Power Plant (SPPP) for Commercial Use up to 647 MWp and wind power up to 2GW

## Under Development Phase :

1. SPPP synergy with PT Timah Tbk (6,4 MW)
2. SPPP synergy with PT Semen Indonesia (Persero) Tbk in Padang, West Sumatera (40 MWp)
3. SPPP synergy with PT. Jasa marga (Persero) Tbk (up to 2 MWp)
4. Wind Power Plant in cooperation with China Huadian Overseas Investment Co., Ltd., and Huadian Guangxi Energy Co., Ltd (2 GW)
5. SPPP Bantuas Post Mining Land (up to 200 MW)
6. SPPP Ombilin Post Mining Land (up to 200 MW)
7. SPPP Muara Enim Post Mining Land (up to 200 MW)

## Operate :

1. SPPP Airport Operation Control Center, Soekarno Hatta Airport (241 kwp)
2. SPPP Bali Mandara Toll Road (400 kwp)





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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.



Thank You