

# CORPORATE PRESENTATIONS

PT BUKIT ASAM TBK  
1Q2023



01

Performance Highlight

02

Commitment to ESG

03

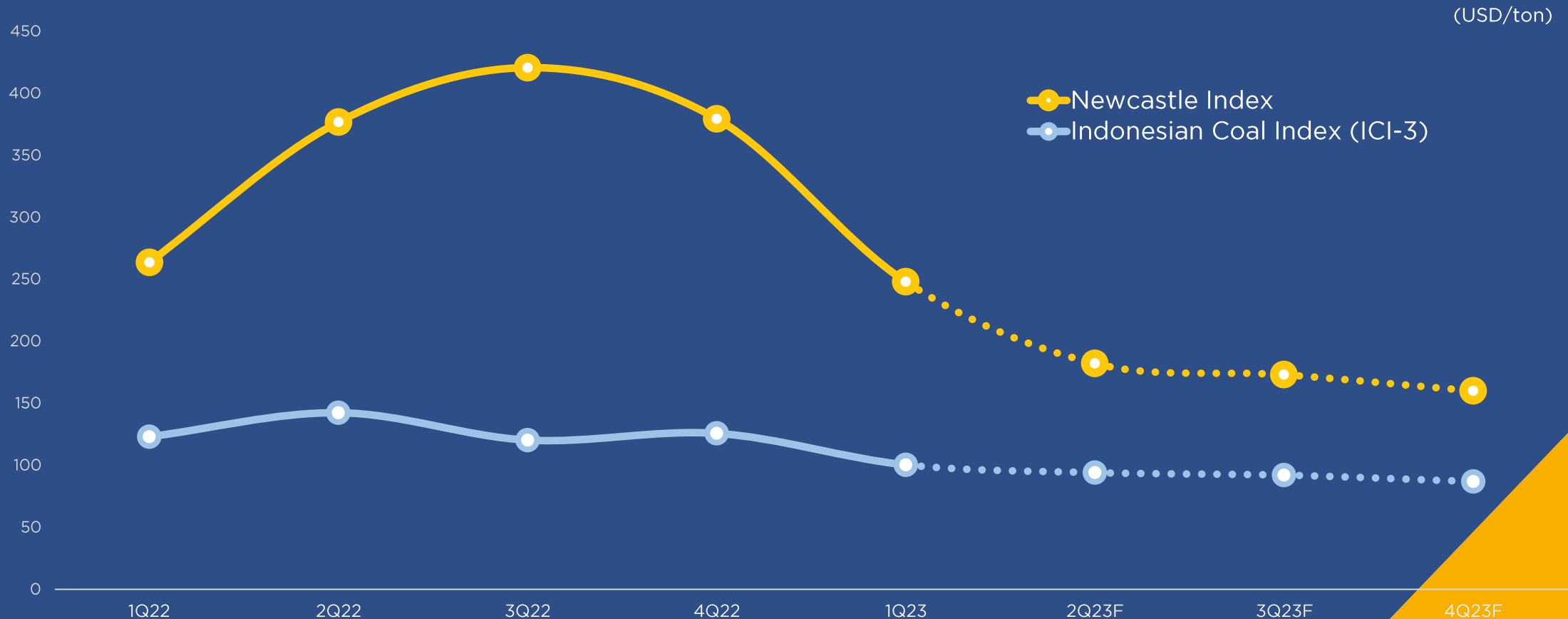
Development Project Updates



RAISE BEYOND THE LIMITS

# Coal Price Outlook

Coal price in 1Q23 still resuming last year downward trend, predicted to remain stable until the end of this year



“Price are projected to be lower than 2022, but still in the range of USD160-185/ton for Newcastle Index and around USD100/ton for Indonesian Coal Index-3”



# Corporate Snapshot

Positive accomplishment amid challenges

Production

**6.8<sub>mt</sub>**

1Q22 6.3mt  
7% yoy

Railway  
Volume

**7.7<sub>mt</sub>**

1Q22 6.2mt  
26% yoy

Sales

**8.8<sub>mt</sub>**

1Q22 7.0mt  
26% yoy

Average  
Selling Price

**Rp1,1<sub>million/ton</sub>**

1Q22 Rp1,2  
million/ton  
-4% yoy

CSR Funding Distribution  
Rp**27.3** billion and has affected  
more than **15,581** people



**Tarahan Port Building**

EDGE certificate by Green  
Building Council Indonesia



**Rp10.0<sub>trillion</sub>**

Revenue

1Q22 Rp8.2 trillion  
21% yoy

**Rp948.3<sub>thousand per ton</sub>**

Cash Cost

1Q22 Rp736.8  
per ton 29% yoy

**Rp1.2<sub>trillion</sub>**

Net Profit

1Q22 Rp2.3  
trillion -49%  
yoy

**Rp15.5<sub>trillion</sub>**

Cash and Cash  
Equivalent

FY22 Rp16.0 trillion  
-3% yoy

# Revenue

Outstanding growth in sales realization drives increased revenue

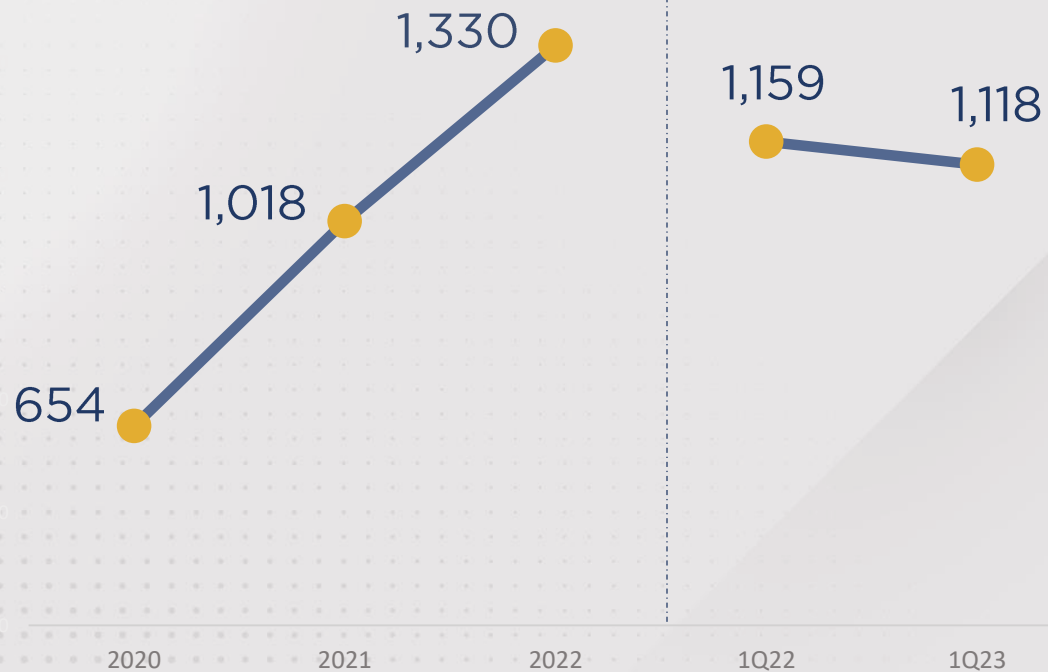
- The high volume of export sales kept the ASP level in 1Q23 Rp1.1 million/ton, relatively similar with the previous period.
- Revenue 1Q23 successfully booked Rp10,0 trillion or increase 21% yoy. Going forward with the enactment of MIP, revenue is expected to increase significantly

## Revenue of Export Sales

↑ 31% yoy

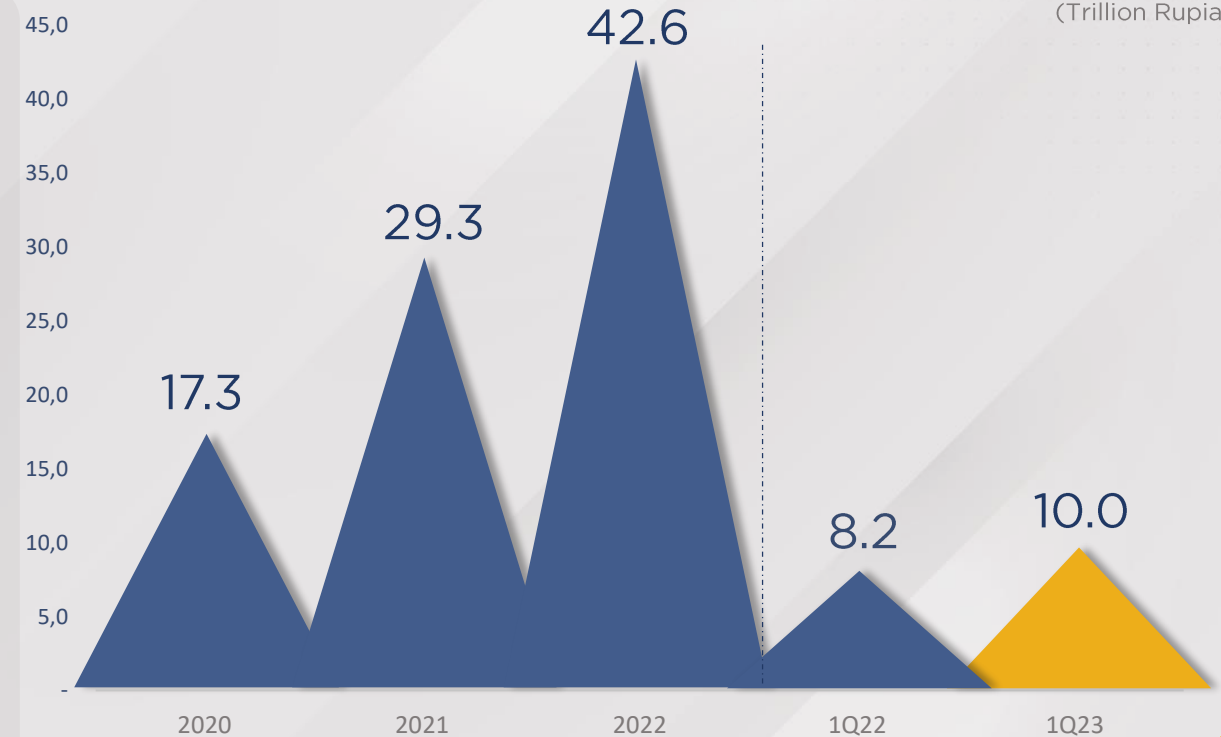
### Average Selling Price (ASP)

(Thousand Rupiah/ton)



### Revenue

(Trillion Rupiah)



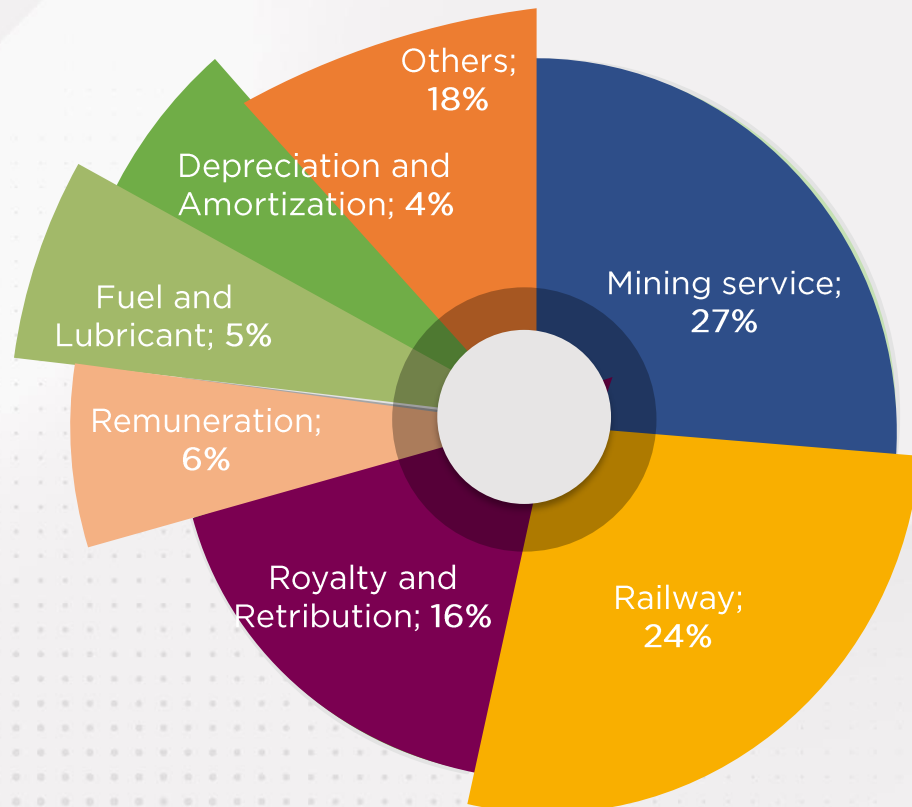
# Cost

## Cost growth accompanying productive capacity

- The increase in cash costs was more due to the increase in royalties in line with the new rate of royalty and the rising of coal reference price (HBA). However, with the implementation of regulation on the HBA formula based on selling price, royalties will be fairer.

- The increase in mining costs is in accordance with the increase in SR which will potentially decrease along with a decrease in SR.
- Meanwhile, the cost of rail transportation has increased caused by higher volume and fuel costs, plus tariff adjustment. This new tariff is intended to improve the quality of KAI's facilities and infrastructure in order to fulfill future target.

Cost Breakdown<sup>(1)</sup>



Cash Cost<sup>(2)</sup>

Rp  
**948.3**  
thousand per ton  
Increase 29% yoy

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

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

# PTBA's Operational Area

Benefited from abundance and proved mineable



| Location Unit             | Mining License    | Calories  | Resources<br>(million tons) | Reserves<br>(million tons) |
|---------------------------|-------------------|-----------|-----------------------------|----------------------------|
| Tanjung Enim              | Tambang Air Laya  | 4900-7000 | 695                         | 387                        |
|                           | Muara Tiga Besar  | 4400-5000 | 324                         | 178                        |
|                           | Banko             | 4000-5400 | 4.035                       | 2.170                      |
| Ombilin <sup>1)</sup>     | Ombilin           | 5800      | 102                         | 0                          |
| Peranap                   | Peranap           | 3000      | 671                         | 279                        |
| IPC Bantuas               | Bantuas Samarinda | 4300-4800 | 21                          | 3                          |
| Bukit Kendi <sup>1)</sup> | Bukit Kendi       | -         | 3                           | 1                          |
| TOTAL                     |                   |           | 5.851                       | 3.018                      |

## Notes :

Based on the Code of the Indonesian Mineral Reserves Committee (KCMR)

<sup>1)</sup> Based on the United States Geological Survey (USGS)

<sup>1)</sup> Inactive

## Optimizing coal reserves by cultivating production

### Muara Tiga Besar

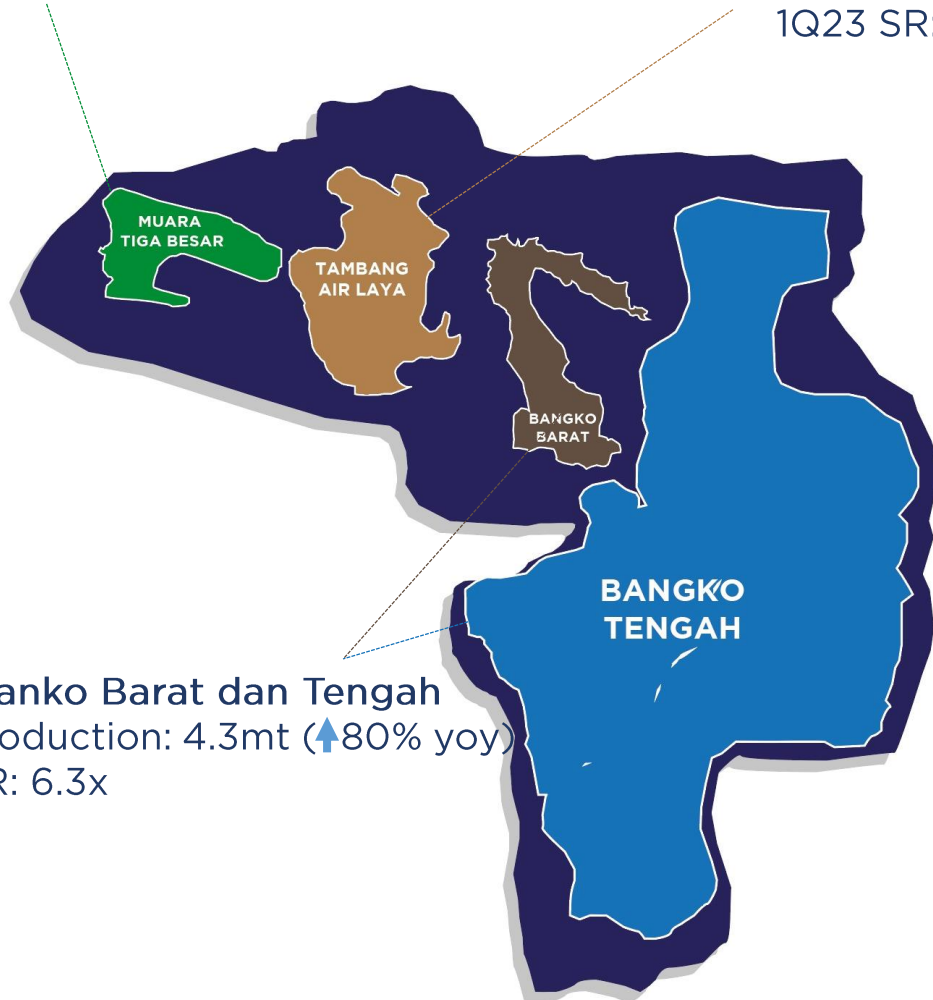
1Q23 Production: 1.3 mt (↓49% yoy)

1Q23 SR: 5.5x

### Tambang Air Laya

1Q23 Production: 0.10 mt (↓18% yoy)

1Q23 SR: 11.5x



### Banko Barat dan Tengah

1Q23 Production: 4.3mt (↑80% yoy)

1Q23 SR: 6.3x

- Production optimization were mainly carried out from Banko area as the highest amount of coal reserves and targeted to achieve more than 50% from full year production.
- Historically, the SR trend will be high at the beginning of the year but continue to decline throughout the year, so that the annual SR target will be reached, with a significant decrease also in Banko Area.

**Total SR PTBA Consolidated <sup>(1)</sup> 1Q23 : 7.1x**  
**SR FY23 guidance : 6.3x**



## Transportation optimization to support the achievement of sales targets

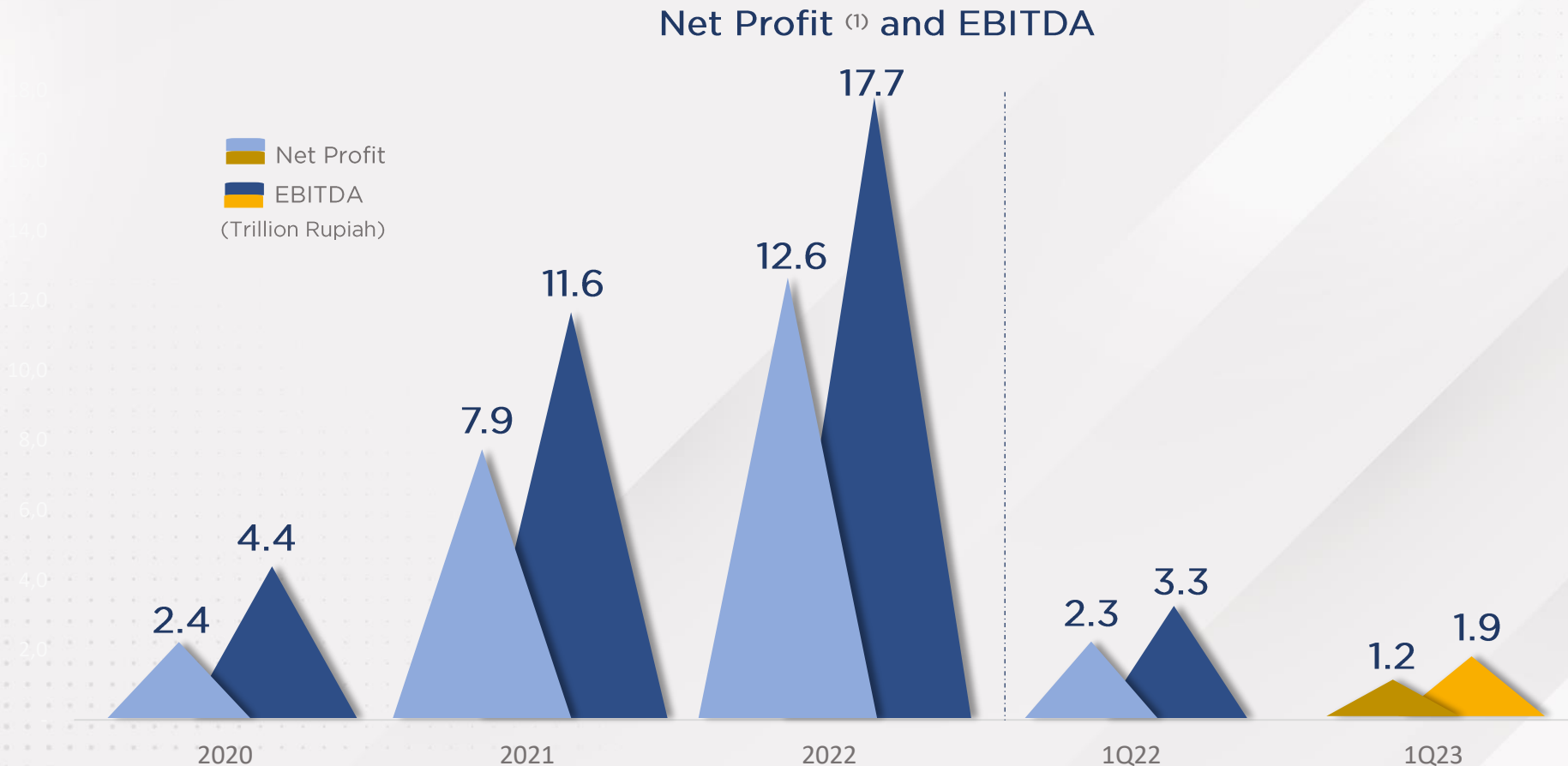
Tanjung Enim to Kertapati and Tanjung Enim to Tarahan lines, have fully operated with the capacity of 32 million tons by the end of 2021. In order to achieve full capacity in 2023, efforts will be made, such as infrastructure development, which will achieve transport performance in 1Q23 of 7.7mt or 115% of the target.



## Net Profit and EBITDA

Operational performance was well maintained, net profit recorded positively

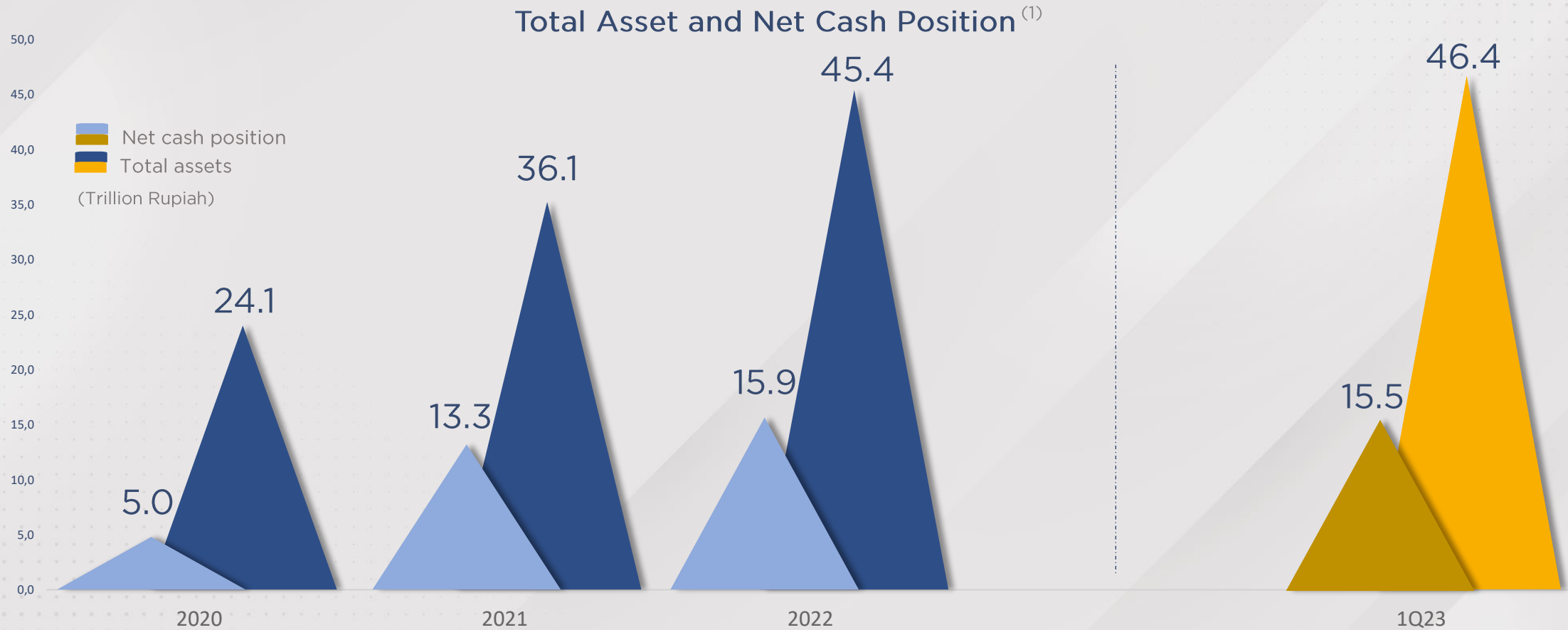
- The company always strives for new breakthroughs to monitor controllable costs to achieve targets
- Net profit was recorded at Rp1.2 T, equivalent to NPM of 12% due to an increase in several costs that were directly driven by operational performance



(1) Net profit attributable to owners of the parents entity (2) EPS basic and diluted (full amount)

## Net Cash Position

Healthy net cash balance equals to Rp15.5 trillion to support several development projects and dividen FY2022



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

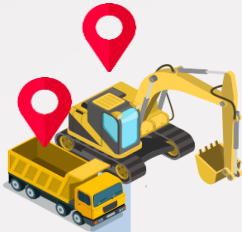
# Digitalization

Digital operational system as a sustainable development to support an effective work plan

## MINING

### Map Operational (MAPO)

Monitoring the position of mining equipment, conveyor and operator performance in real time.



### Slope Stability Radar

Detect any changes or movements in the slope surface over time to ensure the safety of the miners



### Mine Operation System

Tracking planning, processes and operations, including prognoses, fuel management, hauling distance, and train departure.



## TRANSPORT

### Supervisory Control & Data Acquisition (SCADA)

Controlling key equipment such as Belt Conveyors automatically



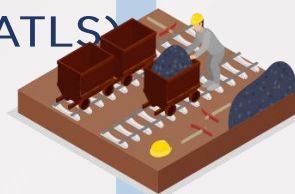
### Cargo Tracking System

Real-time monitoring and optimization of train scheduling, track maintenance and locomotive management



### Automatic Train Loading Station (ATLS)

Detect and load coal into the train car efficiently and safely.



## PORT

### Coal Handling Facility

Automation and real-time data analytics to optimize the handling, storage, and transportation of coal.



### Vessel track

Monitor the movement and location of coal-carrying vessels in real-time



### Customer Information System

Real-time updates on product availability, pricing, and other important information for customer





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# Environment, Social and Governance Focus

## ENVIRONMENT



### Green Building

EDGE certificate by Green Building Council Indonesia for Tarahan Port Building with achievement:

- 27% Energy Saving
- 24% Water Saving
- 43% Less Embodied Energy in Materials
- 108.91 tCO<sub>2</sub>/year Operational CO<sub>2</sub> Saving



### Water Consumption

water consumption can be suppressed to 461,628 m<sup>3</sup> or decrease 23% qoq



### Watershed Rehabilitation

watershed rehabilitation target of 19,660ha with realization 5,197ha.

## SOCIAL



### Female Management

20% Female Directors from total of Board of Directors

303 Female Employee  
19% from total of employees, rise 2% than before



### CSR Funding Distribution

27.3 billion has been distributed for CSR activities and has affected more than 15,581 people



### Health and Safety

Implementing the golden rules in mining operations to achieve net zero fatality

## GOVERNANCE



### Risk Management

CFRMO as Risk Management Expertise and 74 employees certified as Qualified Risk Management Officer

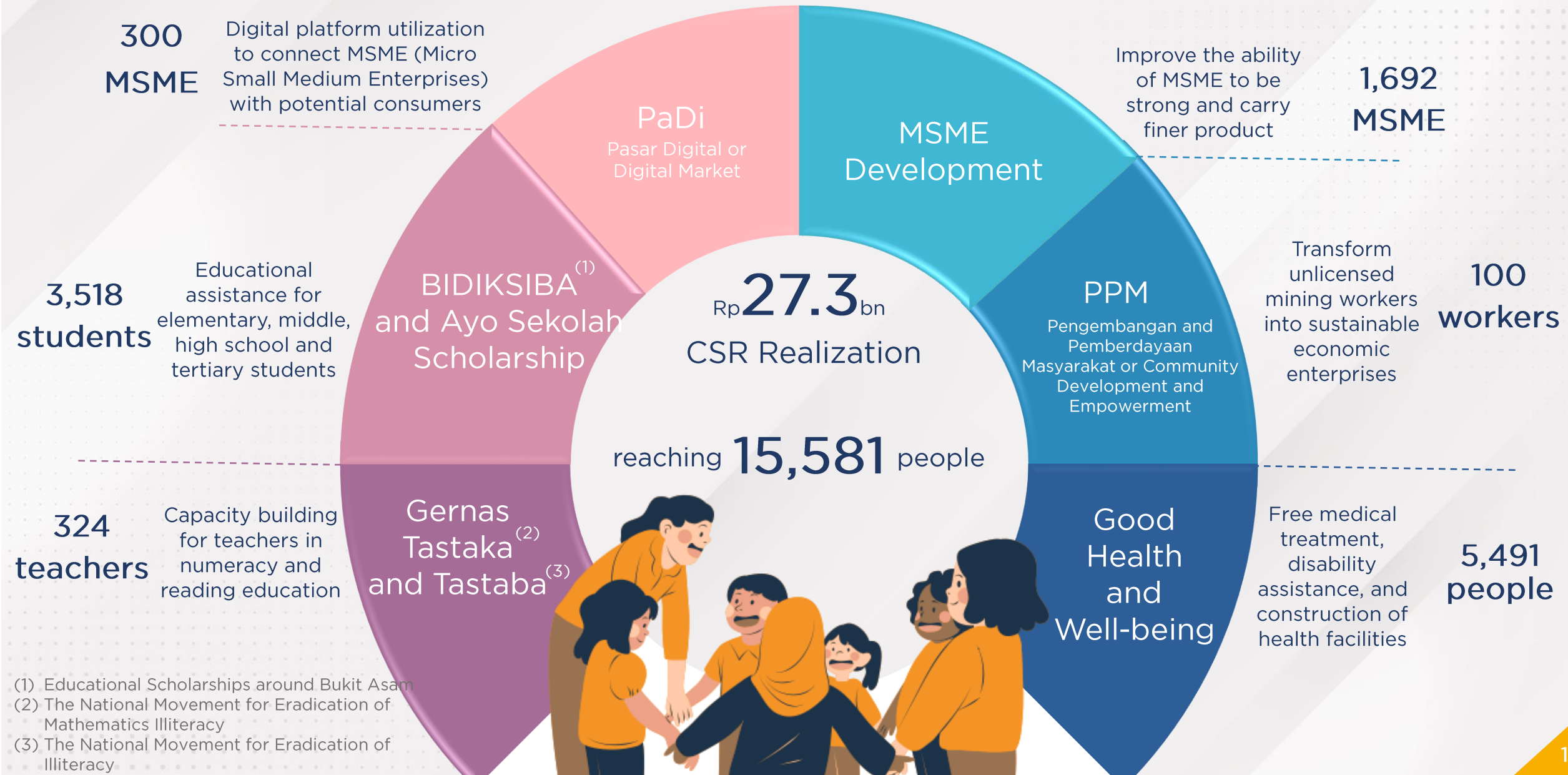


### Tax Compliance

Managed to get several awards from Ministry of Finance:

- Taxpayers with the Highest Tax Paying Growth
- Highest Taxpayers Contribution in 2022

# Bukit Asam for Society





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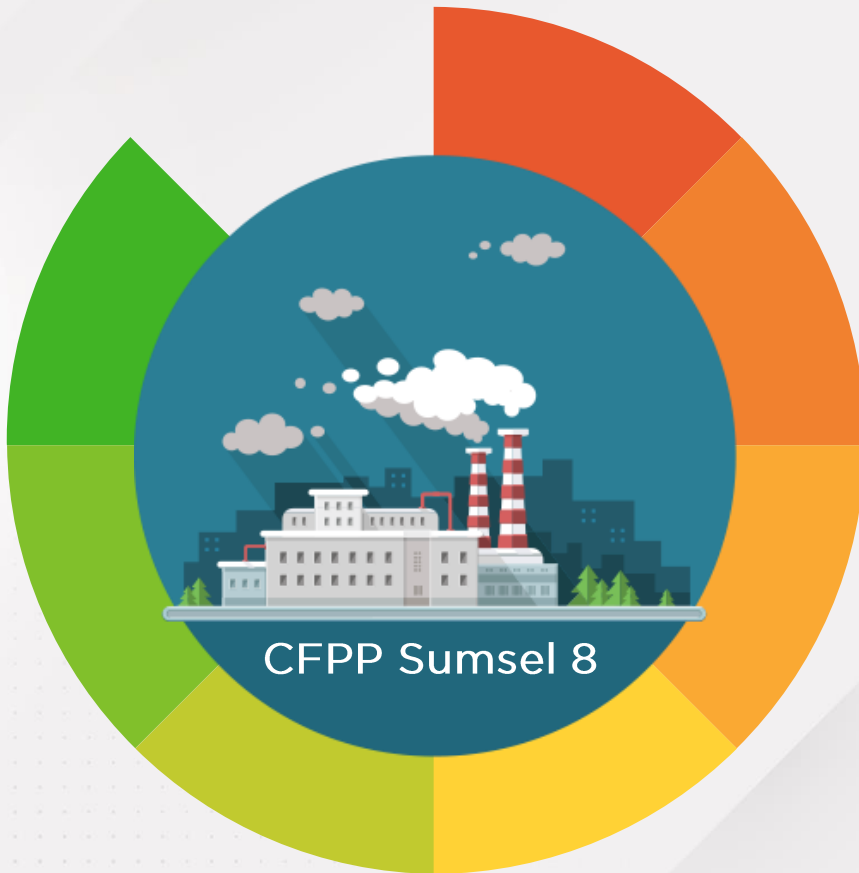
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# Coal Fired Power Plant (CFPP)



**97,3%**

Construction progress as of March 2023  
With flue gas desulfurization technology to support Net Zero Emission (Capacity 2 x 620 MW)



**On Due Diligence Process**

Supporting energy transition mechanism  
(Capacity 3 x 350 MW)

# Maximizing Coal Logistics Capacity

## Existing

### Tanjung Enim to Tarahan

 Capacity **25** mt/year  
 Railroad **409,52** km  
 COD **2Q2021**

### Tanjung Enim to Kertapati

 Capacity **7** mt/year  
 Railroad **160,94** km  
 COD **4Q2021**

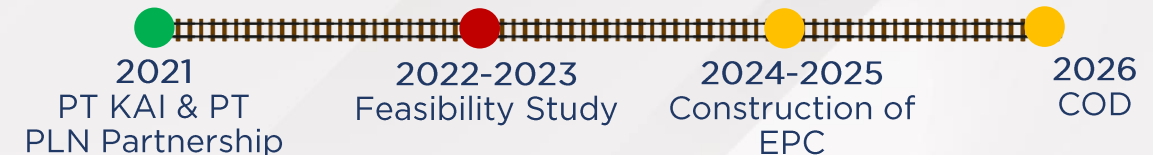
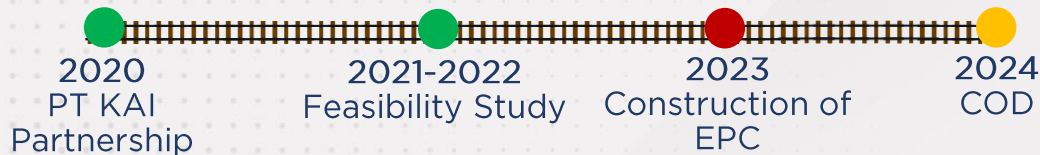
## Development

### Tanjung Enim to Keramasan

 Capacity **20** mt/year  
 Railroad **158** km  
 COD **4Q2024**

### Tanjung Enim to Perajen

 Capacity **20** mt/year  
 Railroad **180** km  
 COD **3Q2026**



# Renewable Energy

Solar Panel Power Plants & Wind Power Plants

PTBA is committed to using renewable energy by exploring various energy-related strategic projects, including Solar Panel Power Plants (SPPP) and Wind Power Plants.

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

Wind Power Plant in cooperation with China Huadian Overseas Investment Co., Ltd., and Huadian Guangxi Energy Co., Ltd (2 GW)

SPPP synergy with PT Timah Tbk (6,4 MW)

SPPP synergy with PT Semen Indonesia (Persero) Tbk (40 MWp)

SPPP synergy with PT. Jasa marga (Persero) Tbk (up to 2 MWp)

SPPP Bali Mandara Toll Road (400 kwp)



SPPP Airport Operation Control Center, Soekarno Hatta Airport (241 kwp)

SPPP Bantuas Post Mining Land (up to 200 MW)  
SPPP Ombilin Post Mining Land (up to 200 MW)  
SPPP Muara Enim Post Mining Land (up to 200 MW)

Operate

Development

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# THANK YOU

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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.