

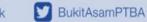


# **PT Bukit Asam Tbk**

**Corporate Presentation FY2020** 











# Company Overview

- FY2020 Update
- Business Strategy and Update on Key Projects

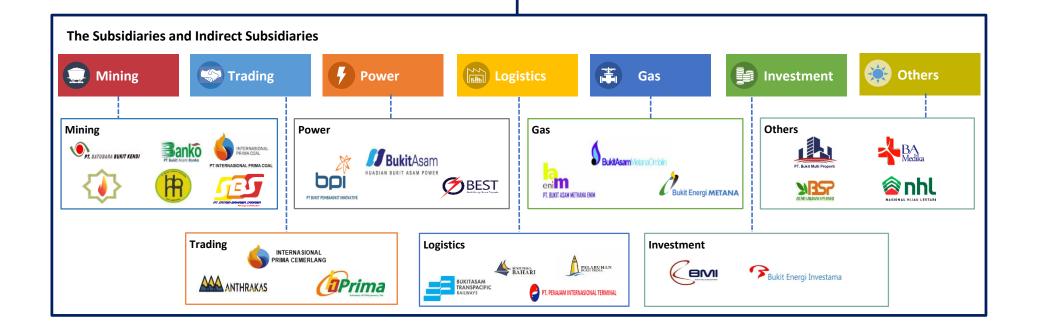


## **Corporate Structure and Group Overview**





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



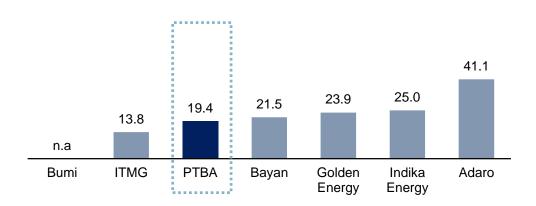
PTBA continues to diversify its source of revenues – The Company's core coal mining business is supported by the development of other businesses in power generation, logistic, coal beneficiation, investment and others.

# PTBA Among Peers 9M20

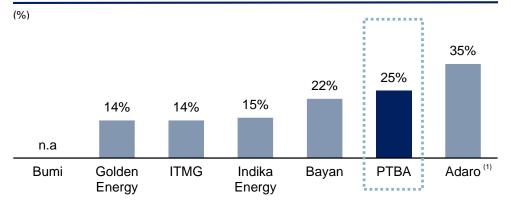


### **2020 Coal Production**

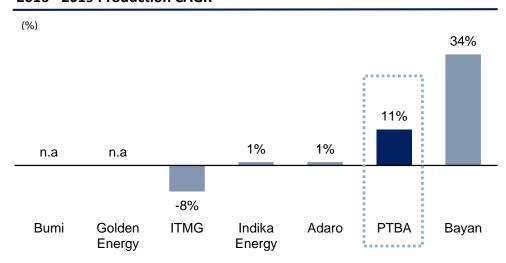
((million ton)



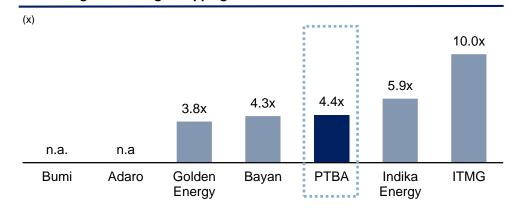
## 2020 EBITDA Margin







## **2020** Weighted Average Stripping Ratio



Source: Internal Analysis.

- (1) Operational EBITDA
- (2) Production CAGR between 9M16-9M20

PTBA is one of the fastest growing and lowest cost coal producers in Indonesia

# **Actions Taken by PTBA to Mitigate The Covid-19 Outbreak**





#### PPE

- Face mask provision
- Hand Washing facilities
- Hand sanitizer
- Disinfectant spraying



#### **TRANSPORTATION**

- Use of private vehicle
- Provision of vehicle facilities (shuttle bus/car) with implementation of Covid-19 protocol



#### **MEDIC**

- Body temperature check
- Extra food & vitamin
- Representative hospital



#### ΙT

- 'Peduli Lindungi' Apps
- Utilization of the CISEA
- Meeting Apps (Cloudx, Zoom, MS Team)
- Ekowa, Ekoline, Ekotel



#### **ACTIVITIES**

- Social distancing
- Partial work from home policies for Jakarta Office
- Covid prevention campaign by Covid Rangers

















# **PTBA Supports The Community**





763 Handsanitizer 400 ml & 60 ml



303,695
Mask



112
Unit Tedmond & Portable Wastafel



Spraying of Disinfectants in the Company's Ring 1 Area



**26 Ton** 



10 box



**700**Protection Clothes dan Protective Goggles



107,720 Groceries Packages



3,750
Rosela for Health
Workers

IDR 23.8 Billion

Total Fund Realization on Covid up to December 2020



Company Overview

# • FY2020 Update

Business Strategy and Update on Key Projects





# **Key Performance Highlights**

	FY 2021 E	FY 2020	FY 2019	YoY (% change)
Sales Volume (Mt)	30.7	26.1	27.8	-6.1
Production Volume (Mt)	29.5	24.8	29.1	-14.8
Railway Volume (Mt)	28.2	23.8	24.2	-1.7
Revenue (IDR TN)	N.A	17.3	21.8	-20.6
Net Profit (IDR TN)*	N.A	2.4	4.1	-41.5
Weighted Average Selling Price (IDR/t)	N.A	653,507	769,670	-15.1
Stripping Ratio (x)	5.1	4.4	4.6	-4.3

Note: \*net profit after minority interest

# **Key Operation Highlights**



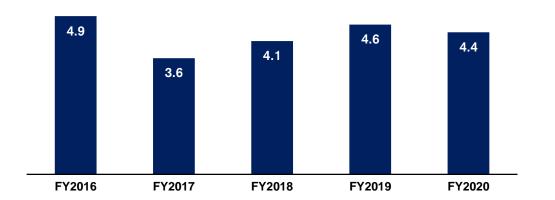
## **Coal Production**

(million ton) ■ Production ■ Sales



## **Weighted Average Stripping Ratio**

(x)



- (1) Breakdown based on sales distribution per ton.
- (2) Others include Philippines, Japan, Australia, Cambodia, Pakistan, Brunei Darussalam.
- (3) Others include Bukit Asam-67 dan IPC (GAR 4600, GAR 4700 dan GAR 4800)

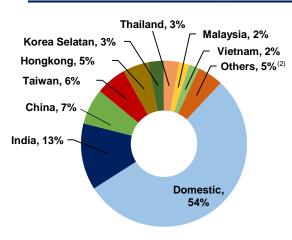
## Railways Capacity

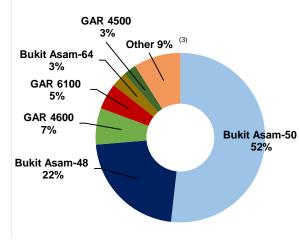




# Sales Breakdown by Country (1) (%)

Sales Breakdown by Quality (1) (%)



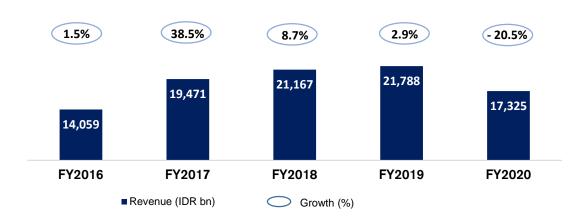


# **Key Financial Highlights**



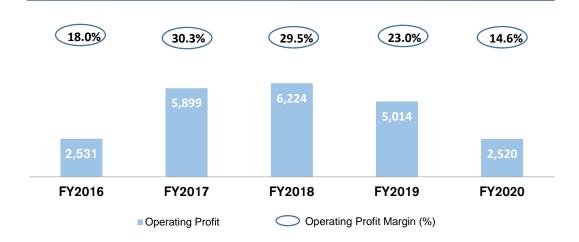
## **Revenue and Growth**

(IDR billion)



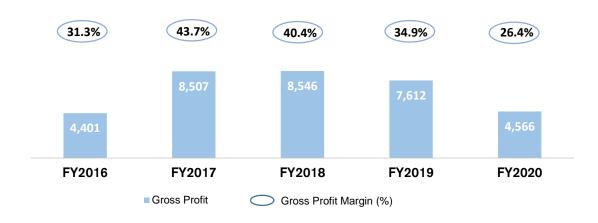
## **Operating Profit and Margins**

(IDR billion)



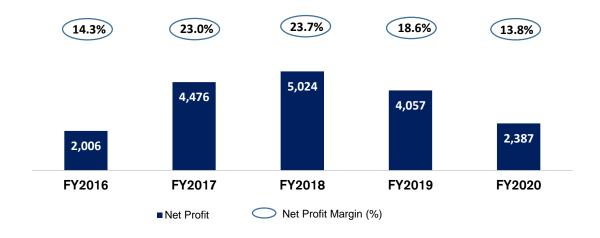
## **Gross Profit and Margins**

(IDR billion)



## **Net Profit and Margins**

(IDR billion)

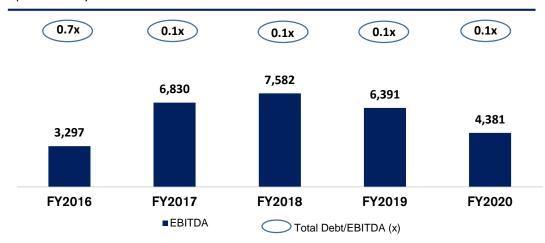


# **Key Financial Highlights (cont.)**

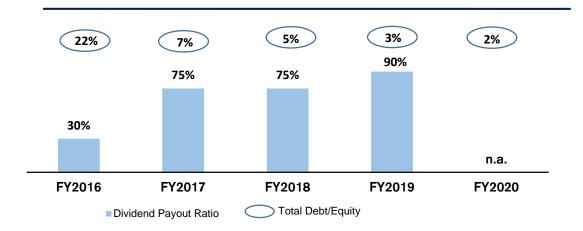


## EBITDA and Total Debt (1)/ EBITDA Ratio

(IDR billion)

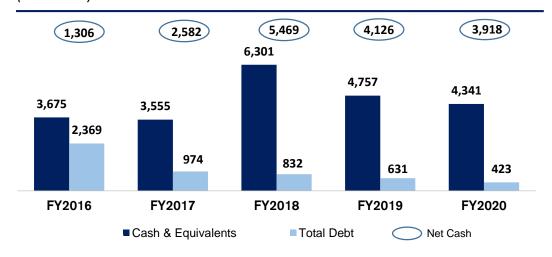


## Low Leverage<sup>(1)</sup> Min. 30% Dividen Payout Ratio Over The Last Few Years



#### (1) Total debt includes bank borrowings and lease obligations, except lease obligations of PSAK 73.

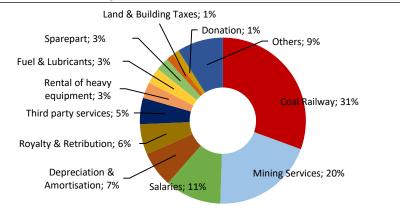
# Minimal Debt <sup>(1)</sup> with Overall Net Cash Position <sup>(2)</sup> (IDR billion)



#### Cost Breakdown

(%)

Cash cost <sup>(3)</sup> (IDR '000/t)	FY20	FY19	% Peningkatan (Penurunan)
Total	535	581	(8.0)



<sup>(2)</sup> Net cash not included deposits more than 3 (three) months.

<sup>(3)</sup> Total Cash Cost include COGS, G&A, Selling Expenses, Inventory and Royalty, exclude Depreciation and Amortisation



- Company Overview
- FY2020 Update
- Business Strategy and Update on Key Projects



# **PTBA's Strategic Guidelines**



#### Vision:

A world-class energy company that cares about environment

#### Mission:

Manage energy resources by developing corporate competencies and human excellence to provide maximum value for the stakeholders and environment

- Aggressive Exploration &
  Production Growth Focused on
  Economic Value
  - Acquire coal reserves
  - Increase logistics capacity

- Cost Leadership
  - Tech-enabled Operations via Digital Mining
  - Operational Excellence
    Across Value Chain

3

## Beyond Coal –

- Build world-scale downstream assets
- Coal to power
- Power Plants to support other MIND ID projects

4

## Beyond Coal -

- Strategic alliances for new downstream expansion
- Coal to chemicals
- Activated carbon
- Renewable energy

E

## Enabler – Capability Building and Portfolio Optimisation

Organization Rejuvenation & Transformation Unit

**BACBIE** 

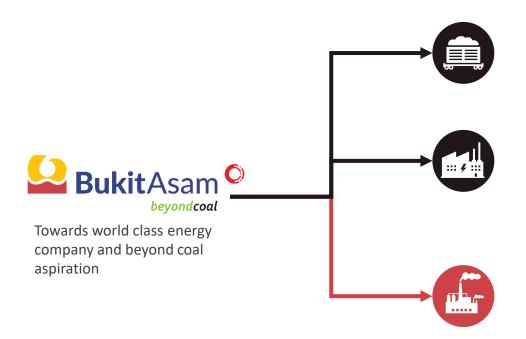
Financing & Cash Management HSE Management

Subsidiary Restructuring

CSR Improvement Integrated Marketing

# **PTBA's Strategic Focus**





## **Coal Transportation Expansion**

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

## **Power Plant**

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

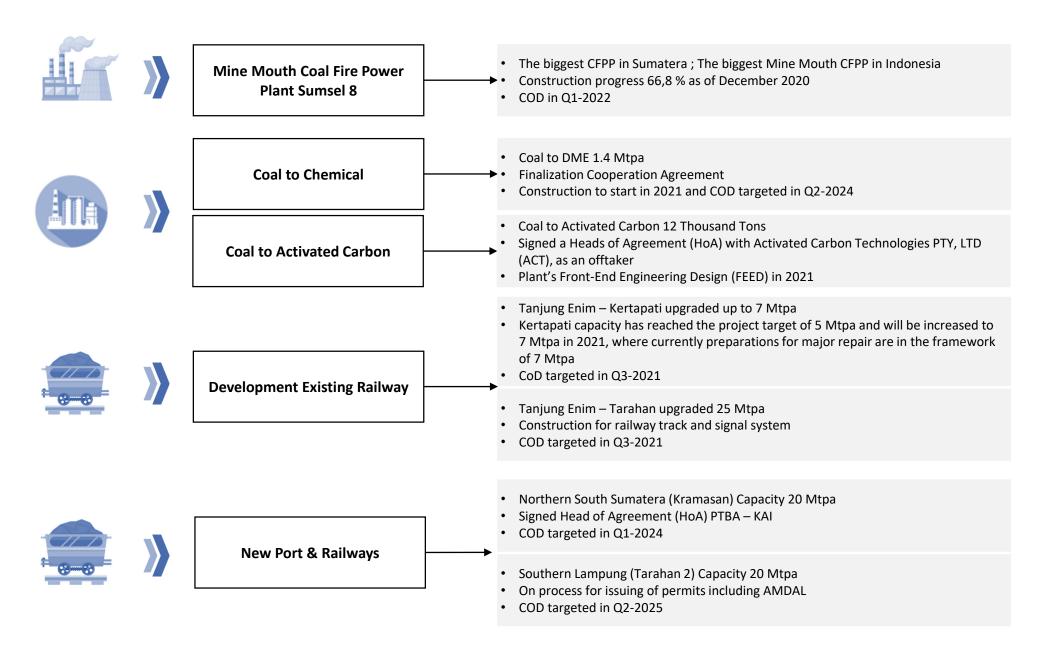
## Coal to Downstream Industries

- Coal to Chemicals (DME, etc)
- Coal to Activated Carbon



# **Update On Key Projects**









# Thankyou

