



CORPORATE PRESENTATION

First Half Performance 2023

PT Royaltama Mulia Kontraktorindo Tbk



Service Excellence for the Mining Industry

DISCLAIMER

This presentation material was prepared by PT Royaltama Mulia Kontraktorindo Tbk. (“RMKO”/“Company”) and has not been independently verified. No representation or warranty, express or implied, is made and no reliance is made on the accuracy or completeness of the information presented or contained in this presentation material. The Company and its affiliated companies, and or representatives of the Company are not responsible for any losses arising from the information presented or contained in this presentation material. The information presented or contained in these presentation materials is subject to change without notice and its accuracy is not guaranteed. This presentation material contains statements which are forward-looking statements. These statements include a description of the Company's hopes and expectations in relation to the consolidated results of operations, the Company's future performance, and the potential assets to be acquired by the Company, except for historical matters. In this presentation material, there are words such as “plan”, “will”, “estimate”, “project”, “intend”, or words with similar meaning. Such forward-looking statements do not guarantee future performance and involve risks and uncertainties, and differ from actual results. The Company has no obligation and does not revise any forward-looking statements to reflect future events/conditions.

This presentation material is made for informational purposes only and does not constitute or form part of any solicitation, offer or invitation to purchase or subscribe to any securities of the Company in any jurisdiction or form the basis, commitments and contracts of any kind, or any investment decision. Any decision to purchase the Company's securities must be made by seeking appropriate professional advice.

| AGENDA



01	COMPANY PROFILE	02	STRATEGY & OUTLOOK
03	OPERATIONAL PERFORMANCE	04	FINANCIAL PERFORMANCE

Chapter 1

COMPANY PROFILE

VISION, MISSION, & CORE VALUE



VISION

To be an integrated, most comprehensive, and best mining service contractor in Indonesia



MISSION

1. Providing integrated and comprehensive mining services to customers
2. Apply the rules “good mining practices” in all operational activities
3. Ensuring all operational activities are safe, efficient, and effective



CORE VALUE

1. Competent Team
2. The Best Heavy Equipment Condition
3. Operational Excellence
4. Integrated Business

WHY INVEST in RMKO (1/2)



* based on 6M 2023 performance

WHY INVEST in RMKO (2/2)



Sustainable Profitability

Net income increased by 150.9% YoY*



Solid Balance Sheet

Current ratio 1.3 time*
DER 2.3 time*



High Safety Standard

Zero fatality



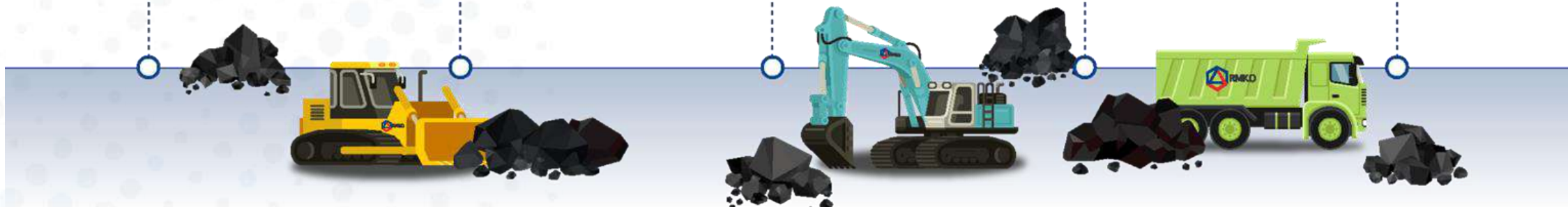
Long Track Record

Experienced & Professional Management



Good Corporate Governance

Implementing good mining practices



* based on 6M 2023 performance

COMPETITIVE ADVANTAGE



Affiliated with PT RMK Energy Tbk,
providing an integrated coal logistics solution

01



Partnership with PT
Kereta Api Indonesia (KAI)
in South Sumatera

02



Owning 39 km of coal
hauling road

03



Having *Train Loading
System (TLS)*

04



Holding mining permits

05



Competent team

06



New & big fleets



OUR SERVICES



1. Infrastructure Preparation



- Mining infrastructure
- Emplacement infrastructure

2. Mining



- Survey and exploration
- Mine modelling and design
- Overburden removal
- Coal getting

3. Hauling



- Hauling road construction
- Coal hauling

4. Emplacement Services



- Stockpile management
- Coal crushing
- Train Loading System (TLS)

5. Reclamation Ex-Mining Area



- Top soil spreading
- Revegetation

6. Rental



- Heavy equipment rental
- Workshop
- Warehouse

MANAGEMENT TEAM



- 1 TONY SAPUTRA
President Commissioner
- 2 ROKHMAD SUNANTO
Independent Commissioner
- 3 NATHANIA PRICILLA SAPUTRA
Director
- 4 VINCENT SAPUTRA
President Director
- 5 WILLIAM SAPUTRA
Director

1

2

3

4

5



Chapter 2

STRATEGY & OUTLOOK

CORPORATE STRATEGY



STRATEGY >

01

Optimizing the potential of coal mining services

02

The completion of dedicated coal hauling road

03

Optimizing coal loading capacity

04

Good mining practices

05

People development



6M 2023 PERFORMANCE HIGHLIGHT



SUSTAINABLE PROFITABILITY



Operating revenue increased by +113.9% YoY to IDR134.4 billion

Revenue segment
Mining services 76.0%
Rental 24.0%

Gross profit increased by +124.3% YoY to IDR29.7 billion
Gross profit segment
Mining services 75.5%
Rental 24.5%

Gross profit margin
Mining services 22.0%
Rental 22.6%

Net income increased by +150.9% YoY to IDR16.2 billion

SOLID BALANCE SHEET



Equity increased by +13.9% YoY to IDR132.7 billion

Financial debt increased by +136.3% YoY to be IDR159.9 billion

Financial ratio met the credit covenants
DER 2.3 time
Current ratio 1.3 time

STRONG OPERATIONS



OB removal increased by 56.6% YoY to 1.4 million Bcm.

TBBE in-house mining produced 671.8K MT of coal getting, increased by +45.7% YoY

Coal services
Hauling volume increased by +45.7% YoY to 671.8K MT of coal.

Crushing & loading TLS volume increased by +40.2% YoY to 637.0K MT of coal.



TARGET ACHIEVEMENT 6M 2023



Operational

Coal Production

OB Removal		
Target 2023	Actual 6M 2023	Achievement
3.8	1.4	37.1%
mio BCM		

Coal Getting		
Target 2023	Actual 6M 2023	Achievement
1.6	0.7	42.5%
mio MT		

Coal Services

Hauling 4km		
Target 2023	Actual 6M 2023	Achievement
1.6	0.7	42.5%
mio MT		

Crushing & Loading TLS		
Target 2023	Actual 6M 2023	Achievement
1.6	0.6	40.3%
mio MT		

The achievement could have been more optimized and met Company's expectations if the weather had been in our favor.

On average, the Company has achieved $\pm 40\%$ of the operational targets for the year 2023 in the first half of this year.

Nevertheless, we remain optimistic that with much better weather conditions in the coming semester, the Company can ramp up coal production, complete the hauling road project, and reach this year's target

TARGET ACHIEVEMENT 6M 2023



Financial

Profitability

Operating revenue		
Target 2023	Actual 6M 2023	Achievement
363.1	134.4	37.0%

bio IDR

Gross profit		
Target 2023	Actual 6M 2023	Achievement
75.5	29.7	39.3%

bio IDR

Net profit		
Target 2023	Actual 6M 2023	Achievement
41.6	16.2	38.9%

bio IDR

Financial Debt

Current ratio		
Target 2023	Actual 6M 2023	Achievement
2.5	1.3	52.8%

time

DER		
Target 2023	Actual 6M 2023	Achievement
0.7	2.3	32.4%

time

- Meet Credit covenant:
1. Current ratio min 1
 2. DER 2.5 time max

Capital Expenditure

Capital expenditure		
Target 2023	Actual 6M 2023	Achievement
156.9	109.7	69.9%

bio IDR

In purpose to ensure the business stability with sound governance, the Company consistently strives to maintain financial ratios in accordance with credit requirements.

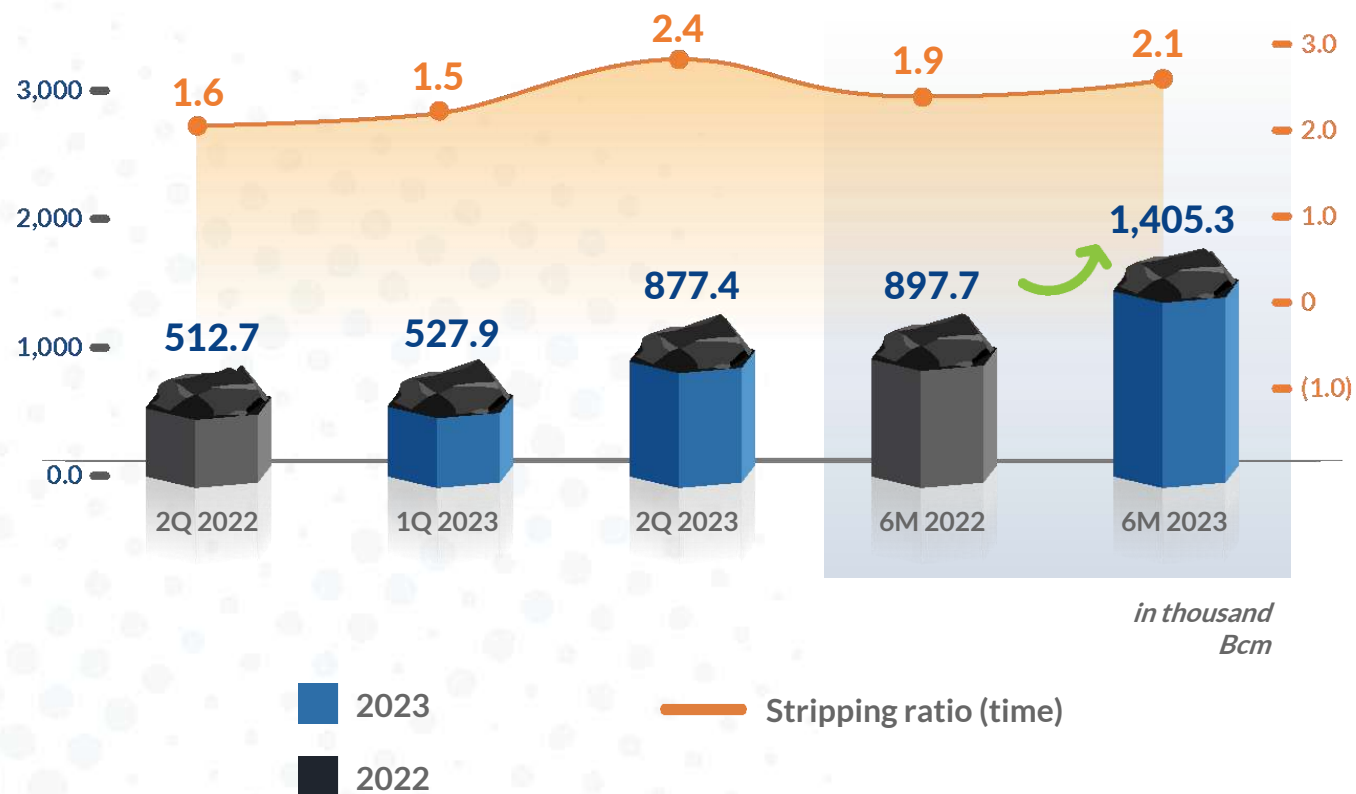
The total utilization of capex in 6M 2023 reached $\pm 70\%$ of this year's allocated capex. With this capex utilization, the Company is poised to significantly boost coal volume and enhance the revenue.

Chapter 3

OPERATIONAL PERFORMANCE

OB-REMOVAL PERFORMANCE

YTD 6M 2023 ▲ 56.6% YoY
Achieved 37.1% target



COAL GETTING & HAULING 4KM PERFORMANCE



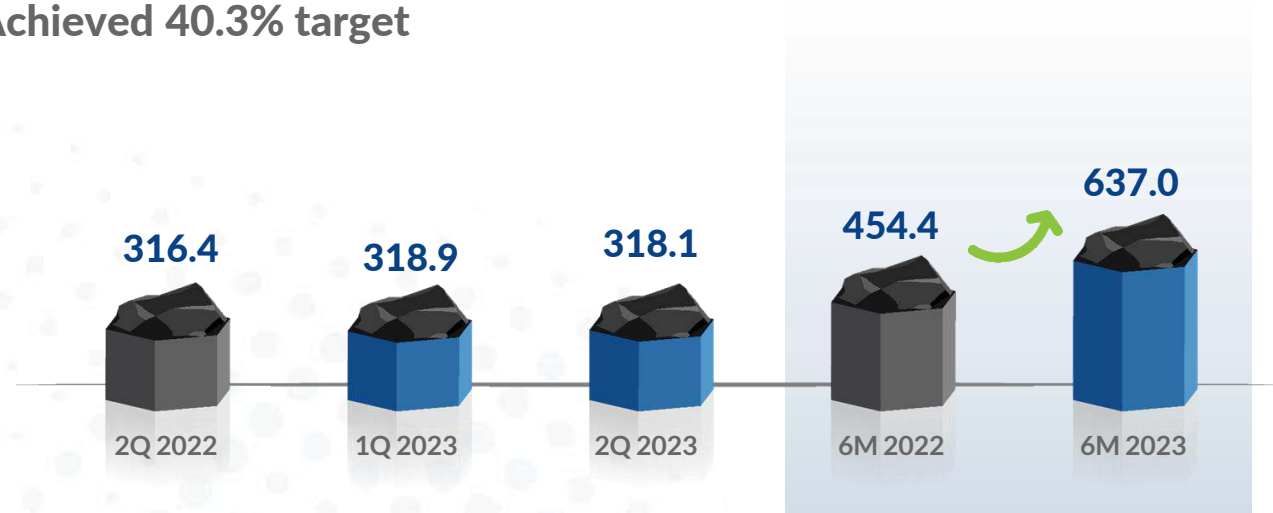
YTD 6M 2023 ▲ 45.7%
Achieved 42.5% target



CRUSHING & LOADING TLS PERFORMANCE



YTD 6M 2023 ▲ 40.2%
Achieved 40.3% target



in thousand MT



OPERATIONAL EFFICIENCY INDICATOR



**Fuel ratio
(MT/liter)***

**per MT loading TLS*

6M 2022

1.18

6M 2023

0.98

Efficiency
(0.20)

The Company managed to reduce the fuel consumption ratio per MT of loaded coal with TLS from 1.18 liters/MT from last year to 0.98 liters/MT this year, achieving an efficiency improvement of 16.6% YoY.



Chapter 4

FINANCIAL PERFORMANCE

OPERATING REVENUE GROWS DUE TO INCREASING VOLUME



Operating Revenue

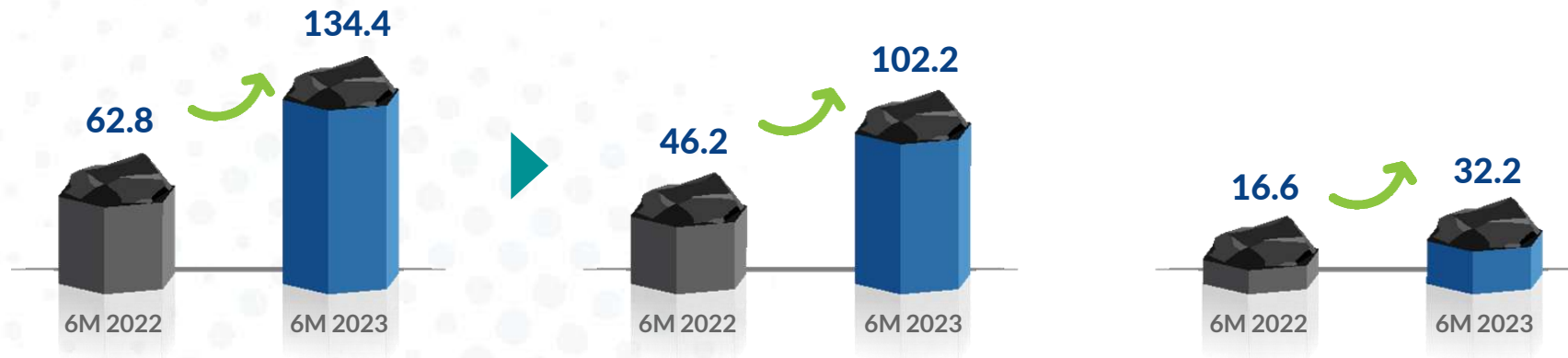
▲ +113.9% YoY

Mining Service Segment

▲ +121.1% YoY

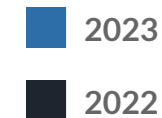
Rental Segment

▲ +94.1% YoY



in billion IDR

Operating revenues contribution: 76.0% mining and 24.0% rental services.

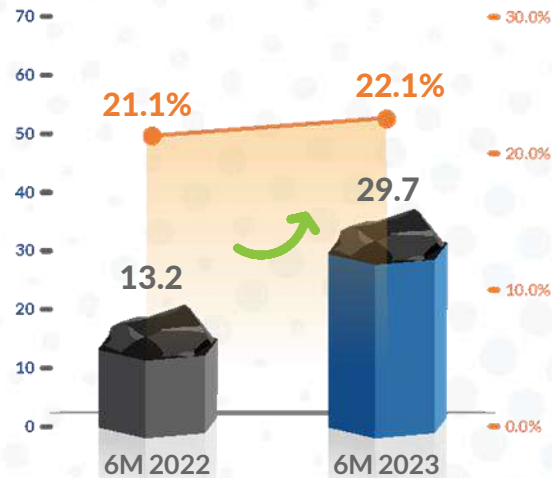


ALL SEGMENTS CONTRIBUTE TO HIGHER GROSS PROFIT



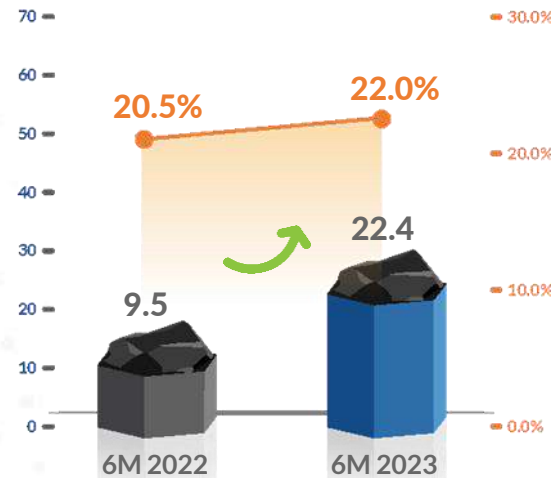
Gross Profit

▲ +124.3% YoY



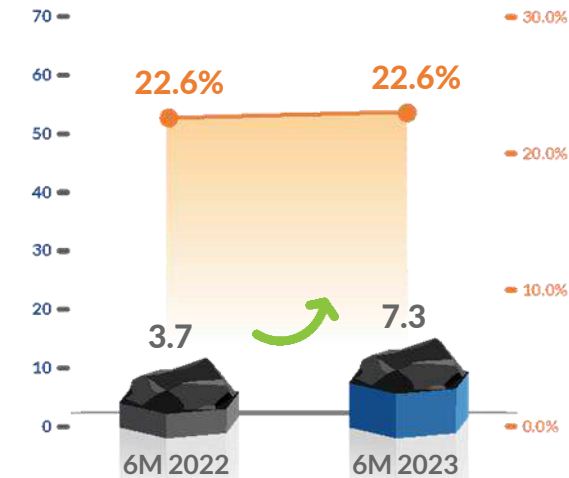
Mining Services Segment

▲ +136.2% YoY



Rental Segment

▲ +94.2% YoY



in billion IDR

— Gross profit margin

■ Gross Profit 2023

■ Gross Profit 2022

Gross profit contribution in 1Q 2023

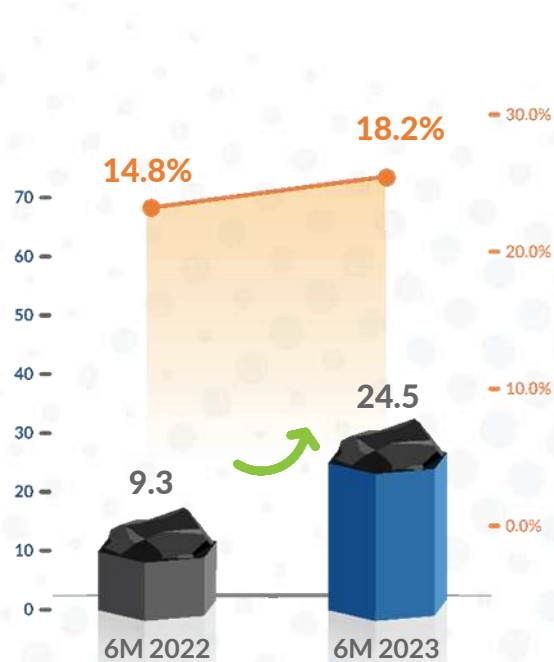
- Mining services 75.5%
- Rental services 24.5%

OPTIMIZING COSTS TO BOOST PROFITABILITY



EBIT

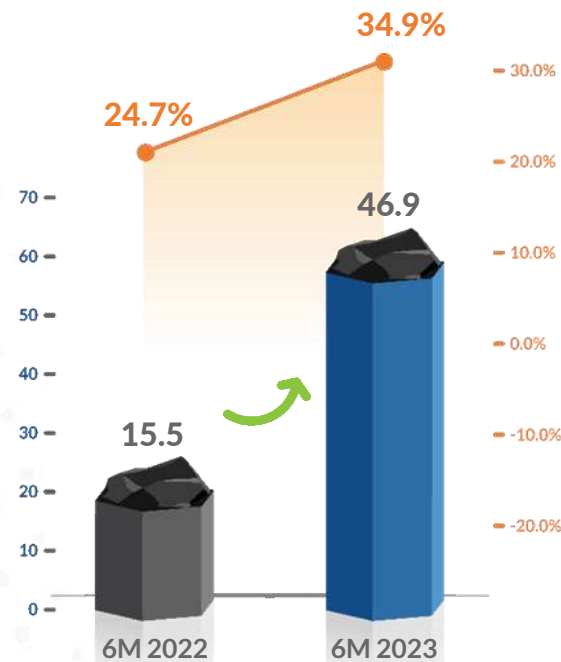
▲ +163.2% YoY



— EBIT margin (%)
■ EBIT 2023
■ EBIT 2022

EBITDA

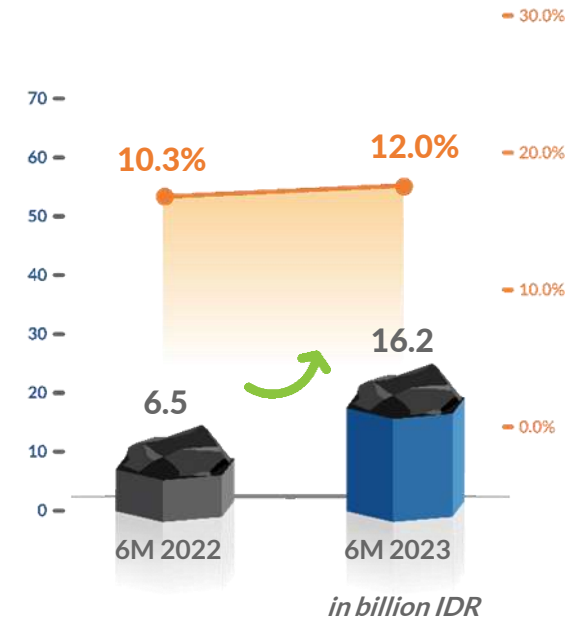
▲ +202.6% YoY



— EBITDA margin (%)
■ EBITDA 2023
■ EBITDA 2022

Net Profit

▲ +150.9% YoY



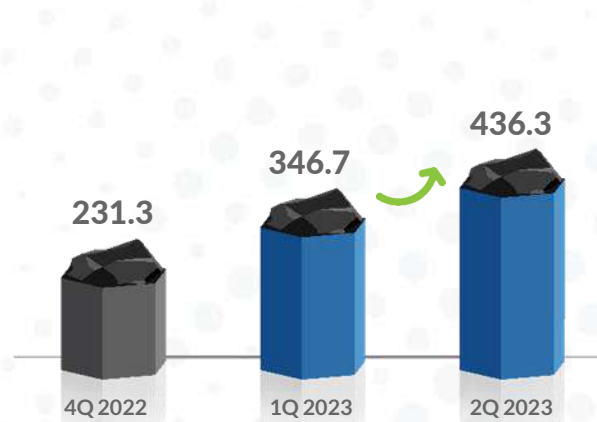
— Net margin (%)
■ Net Profit 2023
■ Net Profit 2022

SOLID BALANCE SHEET MEETS CREDIT COVENANTS



Asset

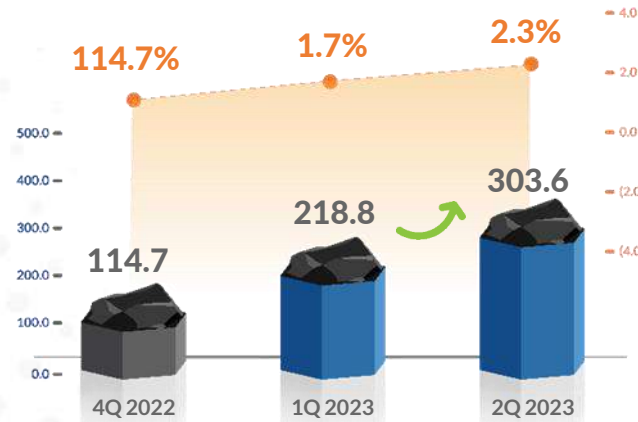
▲ +88.7% YoY



■ Asset 2023
■ Asset 2022

Liability

▲ +164.6% YoY

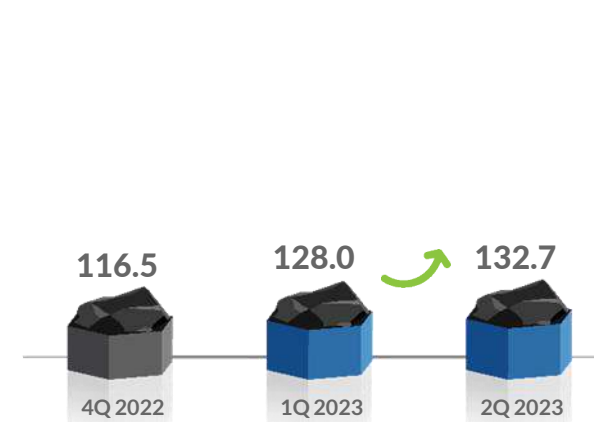


*DER max 2.5 times

■ Liability 2023
■ Liability 2022

Equity

▲ +13.9% YoY



■ Equity 2023
■ Equity 2022

in billion IDR



Thank You

📍 Wisma RMK 3rd Floor
Jalan Puri Kencana Blok M4 No.1
Kembangan, Jakarta Barat,
Jakarta 11610
E:rmk@ptrmk.com
T:+62 21-5822-555

🌐 rmko.co.id

in PT Royaltama Mulia Kontraktorindo

