



PT Darma Henwa Tbk (IDX: DEWA) was established in 1991 as a general mining contractor company providing an integrated mining services from land clearing, overburden removal, coal mining to port operations. Our diverse contracting project experience throughout multiple operational areas from reputable companies bring us as one of the major mining contractors.

#### Share Price Data (as of Dec 2020)

Ticker @IDX	DEWA
Last Price (IDR)	50
Outstanding Shares	21.853 B
Market Capitalization (IDR)	1.093 T
Earnings per 1,000 Share (USD)	0.04

#### Shareholder Structure

Goldwave Capital Ltd.	17.46%
Zurich Assets International	11.50%
Public	71.04%

#### Contact Us

**Mukson Arif Rosyidi**  
 Chief Investor Relations & Corporate Secretary  
[corporate.secretary@ptdh.co.id](mailto:corporate.secretary@ptdh.co.id)

PT Darma Henwa Tbk  
 Bakrie Tower, 8<sup>th</sup> Floor  
 Rasuna Epicentrum Area  
 Jl. HR Rasuna Said, Kuningan  
 Phone : 62 21 2991 2350  
 Fax : 62 21 2991 2363/64/65  
[www.ptdh.co.id](http://www.ptdh.co.id)

#### Summary

In the course of striving through unprecedented challenges during FY20 DEWA successfully implement two strategies that proves to be the keystone in the Company's development. The strategies were reducing operating cost through efficient maintenance program with global sourcing and increasing production volume with DEWA's own-fleet. As the result, own-fleet overburden removal grew by 6.6% YoY to 54.82 million bcm and equipment maintenance fall considerably by 32.9% YoY to USD20.82 million which resulted in 2.1% of margin expansion in 2020.

In relation to these strategies, DEWA increased own-fleet capacity by 16% in 2020. With better own-fleet performance, DEWA's reliance on equipment rental lessen thus further reducing equipment rental cost.

Operationally, FY20 OB removal & coal production dip slightly from FY19 which led to lower FY20 revenue. This decline was due to DEWA released one of its subcontractor at Bengalon coal mine in mid-2020. However, this termination also helped lower subcontractor cost by 14.1% YoY.

The combination of continuous efficiency measures, higher own-fleet contribution, lower overall cost of revenue by 8.71% to USD295.73 million in 2020 from previously USD323.93 million in 2019. This in turns widen DEWA's FY20 operating EBITDA margin by 1.87% to 14.03% compared to 2019 margin of 12.15%. Further DEWA recorded USD42.53 million FY20 Operating EBITDA, increased by 1.5% from USD41.89 million in 2019 notwithstanding the lower volume and revenue.

In addition to maintain productivity and reduce costs, DEWA has also shown improvements in debt management. Last year, the Company's liabilities decreased by 10.79% from USD315.26 million to USD281.24 million. Components of long-term and short-term liabilities contributed to the decrease in these liabilities.

DEWA's debt to equity ratio also decline. At the end of 2020, the Company's debt to equity ratio was 41.92%, a decrease from the previous 49.59%. Meanwhile, DEWA's equity grew by 15% from USD234.26 million to USD269.40 million supported by the Company's profit and the revaluation of DEWA's asset in Pendopo Energi Batubara shares at fair market value.

During the fourth quarter 2020, DEWA progressed the construction of workshop and heavy equipment repair facility in Balikpapan as an effort to boost capital efficiency and provide more equipment and expand operating capacity allowing DEWA to meet higher volume target from its clients. DEWA also acquire gold mining concession asset in Aceh province with the purpose to diversify its portfolio towards other minerals.

In 2021, DEWA will continue its strategy of rebuilding more equipment which will help expand volume for the benefit of clients and also increase its profitability in the future.

#### Performance Highlights

Volume	4Q 20	4Q 19	YoY (%)	FY 20	FY 19	YoY (%)
Overburden removal (mbcm)	25.57	37.03	(30.93)	111.60	119.73	(6.79)
Coal production (mt)	3.72	5.50	(32.36)	16.49	16.94	(2.69)
<b>Profitability (million USD)</b>						
Revenue	63.88	106.72	(40.14)	303.19	344.65	(12.03)
EBITDA	12.78	13.16	(2.89)	54.98	41.91	31.19
Gross profit	5.96	3.39	75.81	7.46	20.72	(64.00)
Operating profit	1.79	4.00	(55.25)	10.50	11.17	(6.00)
Net profit (loss)	1.13	2.26	(50.00)	2.33	3.46	(32.66)
Capital expenditure	10.21	19.99	(48.92)	44.87	43.67	2.75
<b>Assets (million USD)</b>						
Total assets	As of Dec 20	As of Dec 19	Change (%)			
	550.64	549.52	0.20			
Current assets	220.66	199.33	10.70			
Non-current assets	329.98	350.19	(5.77)			

**Operational Highlights**

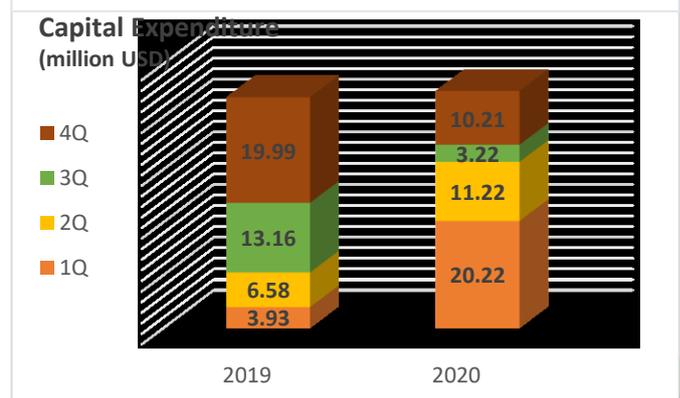
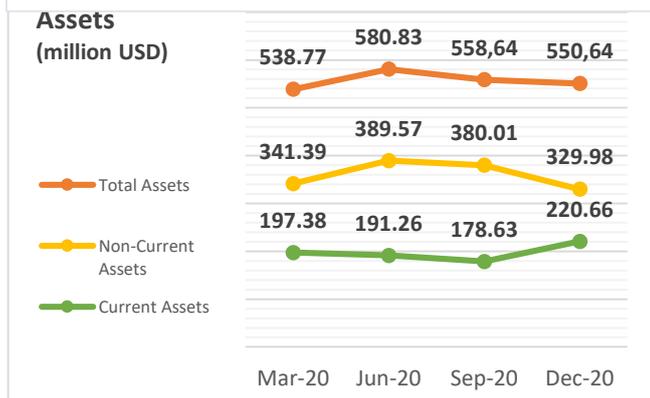
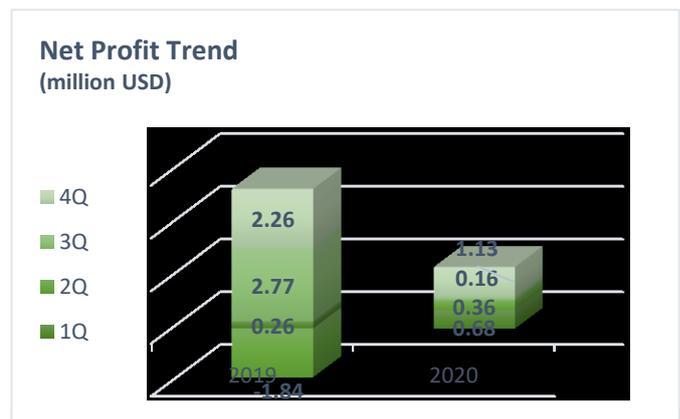
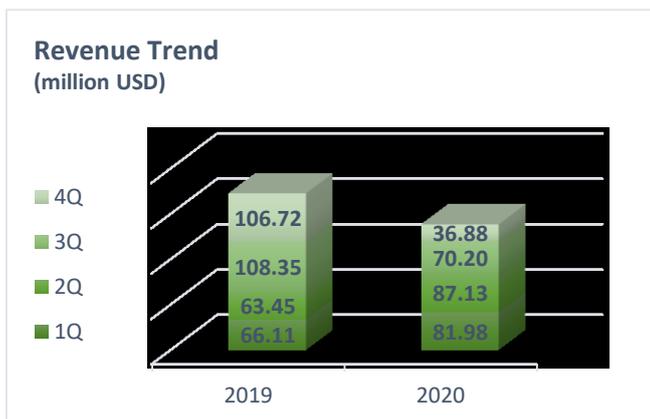
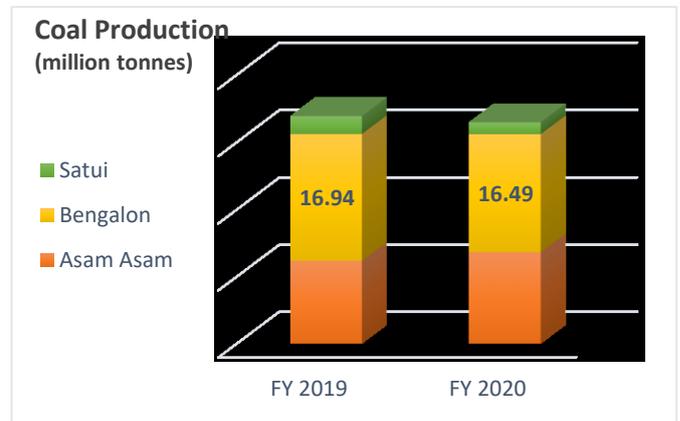
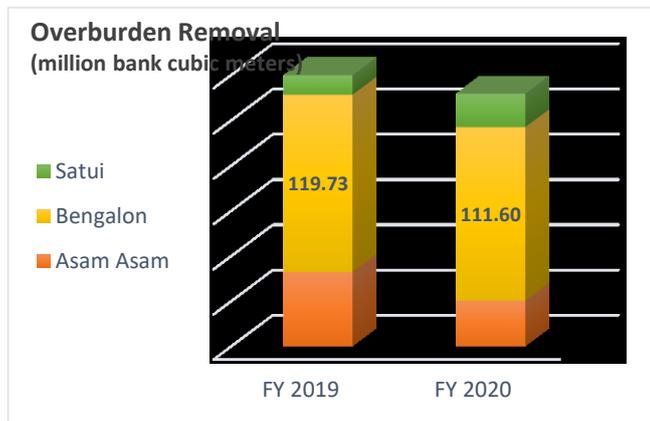
- DEWA’s operational performance dip slightly due to the release of subcontractor. However, DEWA’s own-fleet overburden removal volume increased by 6.6% in 2020 to 54.82 million bcm in 2020.
- Total overburden removal decrease by 6.79% from 119.73 million bcm in 2019 to 111.60 million bcm in 2020. Meanwhile, coal production was 16.49 million tonnes in 2020, a mere 2.69% lower than 16.94 million tonnes in 2019.

**Profitability Highlights**

- DEWA reported higher Operating EBITDA Margin of 14.03% in 2020, an increase of 1.87% from 12.15% in 2019. Whereas Operating EBITDA was reported at USD 42.53 million in 2020, an increase of 1.5% from USD41.89 million in 2019. While FY20 EBITDA is USD54.98 million, 31.2% higher compared to FY19.
- DEWA reduce its cost of revenue by 8.71% to USD295.73 million, where maintenance expenses fell by 33% to USD20.82 million from USD31.05 million.
- Comprehensive net profit until the end of Dec 2020 recorded at USD2.33 million.

**Asset Highlights**

- Capital expenditure (capex) that increased by 2.75% to USD44.87 million, mostly used for acquisition cost of machinery, equipment and component.
- By the end of 2020, DEWA's total assets grew 0.20% to USD550.64 million from USD549.52 million in 2019. Fixed assets expanded with the rebuild and refurbishment program, which is going to support in DEWA strategy of doing more work in-house using its own equipment



In million USD	FY 2020	FY 2019	YoY (%)
Revenues	303.19	344.65	(12.03)
Cost of revenues	295.73	323.93	(8.71)
Gross Profit	7.46	20.72	(64.00)
Total other income (expenses) – net	3.03	(9.55)	131.73
Operating profit	10.50	11.17	(6.00)
Income before tax expense	230.28	4.00	5,657
Income tax benefit (expense)	1.42	(0.23)	717.40
Income for the current year	1.65	3.77	(56.23)
Gain for current year attributable to owners of the parent entity	1.64	3.76	(56.38)
Total comprehensive profit	2.33	3.46	(32.66)
Basic & diluted earnings per share	0.08	0.17	(52.94)

In million USD	Dec 2020	Dec 2019	YTD (%)
Cash and cash equivalent	18.79	26.51	(29.12)
Other current assets	75.51	40.39	86.95
Total current assets	220.66	199.33	10.70
Other non-current assets	15.57	73.17	(78.72)
Total non-current assets	329.98	350.19	(5.77)
TOTAL ASSETS	550.64	549.52	0.20
Total current liabilities	197.85	197.04	0.41
Total non-current liabilities	83.39	118.22	(29.46)
TOTAL LIABILITIES	281.24	315.26	(10.79)
TOTAL EQUITY	269.40	234.26	15.00
TOTAL LIABILITIES AND EQUITY	550.64	549.52	0.20

Financial Ratios (%)	FY 2020	FY 2019
EBITDA Margin	18.14	12.16
Return on Assets	0.003	0.69
Net Income (Loss) Margin	0.54	1.10
Return on Equity	0.006	1.61
Current Ratio	112	103.96
Debt to Assets	34.02	46.76
Debt to Equity	41.92	49.59