



2021 PUBLIC EXPOSE
PT Darma Henwa Tbk

Jakarta, November 19, 2021



AGENDA:

**Profil Singkat Perseroan /
*Brief Company Profile***

**Kilas Peristiwa &
Perkembangan Kinerja /
*Recent Events & Performances
Updates***

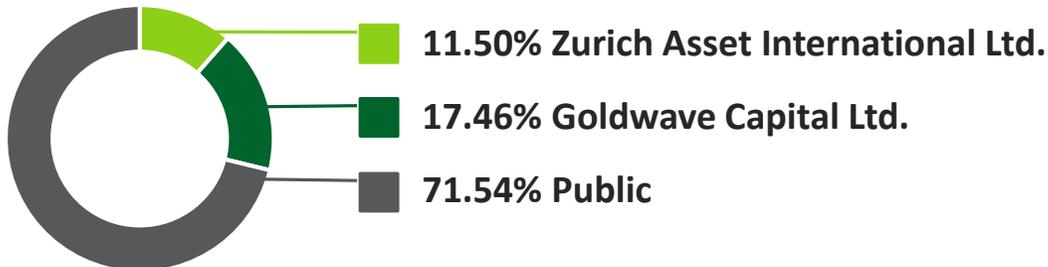
**Penghargaan, Sertifikasi dan
Tanggung Jawab Sosial
Perseroan /
*Awards, Certifications and
Corporate Social Responsibility***

➤ Tentang Kami / About Us

PT Darma Henwa Tbk (“Perseroan”) didirikan pada tahun 1991 sebagai perusahaan jasa pertambangan umum yang menyediakan jasa pertambangan terintegrasi, Jasa Pengelolaan Pelabuhan, Konstruksi Infrastruktur Pertambangan dan Jasa Rekayasa. Dengan pengalaman proyek yang beragam di berbagai area operasional dari klien terkemuka menjadikan kami sebagai salah satu kontraktor pertambangan utama di Indonesia.

PT Darma Henwa Tbk (“Company”) was established in 1991 as a general mining services Company providing an integrated mining services, Port Management Services, Mining infrastructure Construction and Engineering Services. With our diverse project experience throughout multiple operational areas from reputable companies bring us as one of the major mining contractors in Indonesia.

➤ Pemegang Saham / Shareholders



➤ Visi, Misi & Nilai-Nilai / Vision, Mission & Values

◦ **Visi / Vision**

- Menjadi Perusahaan regional pilihan dalam penyedia layanan pertambangan yang terintegrasi / *To be the preferred regional integrated mining services Company*

◦ **Misi / Mission**

- Menciptakan pengetahuan manajemen yang baik dan biaya operasional yang efektif / *Establish a sound management knowledge and cost effective operations*
- Memberikan nilai maksimum ke seluruh *stakeholders* dan terus tumbuh secara berkesinambungan / *To provide stakeholders with maximum value and deliver sustainable financial growth*
- Menyediakan pelayanan berkualitas tinggi kepada para *stakeholders* melalui *best practices* dengan komitmen tinggi dalam HSE serta CSR / *To provide high quality services to our stakeholders with full commitment in best practices of HSE as well as CSR*

◦ **Nilai-Nilai Perusahaan / Corporate Values**



Layanan Kami / Our Services



Land Clearing



Top Soil



Drilling



Blasting



Overburden Removal



Coal/Mineral Getting



Hauling



Barging



Revegetation & Rehabilitation



Port Operations



Infrastructure Construction

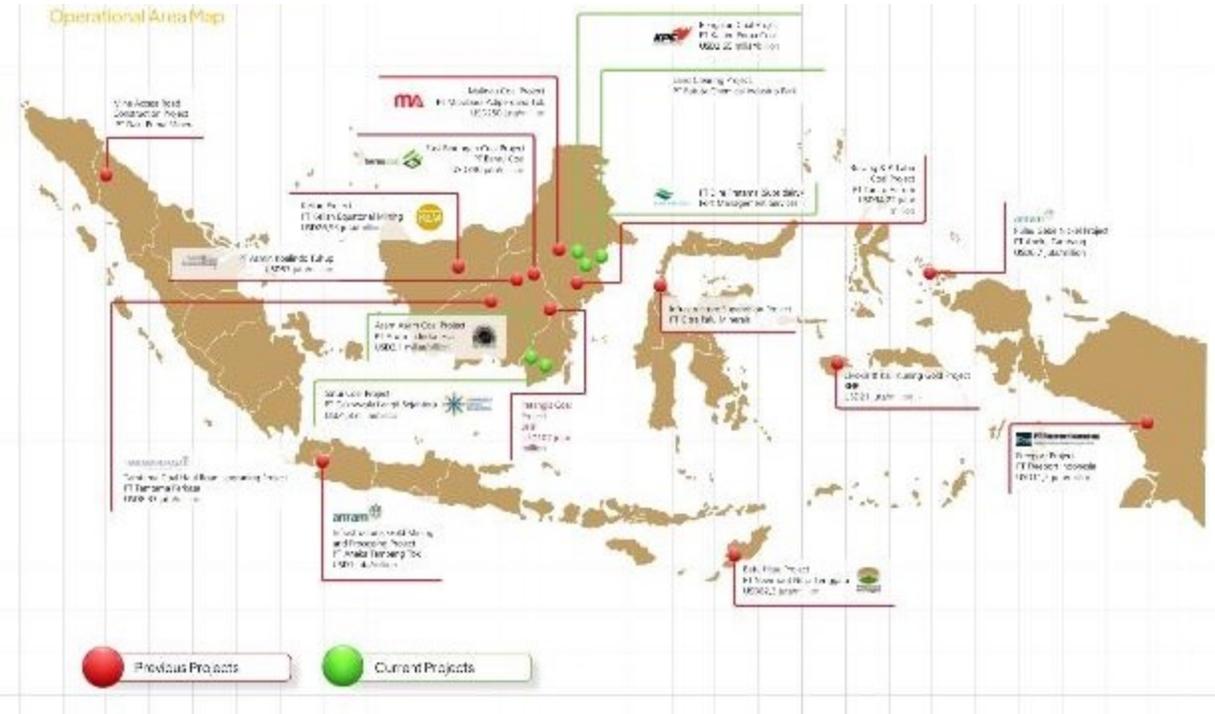


Engineering Services

Kami menyediakan jasa pertambangan terintegrasi, Jasa Pengelolaan Pelabuhan, Konstruksi Infrastruktur Pertambangan dan Jasa Rekayasa Teknik /

We provide an integrated mining services, Port Management Services, Mining infrastructure Construction and Engineering Services.

Area Proyek Operasi / Operational Project Areas



1. **KPC Project**
2. **Coal Hauling Construction Project**
3. **Port Management Services**
4. **Arutmin Project**
5. **CLS Project**

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Rapat Umum Pemegang Saham Tahunan 2021/ *2021 Annual General Meeting of Shareholders*

- RUPST 2021 secara resmi mengangkat bapak Rio Supin sebagai Presiden Direktur PT Darma Henwa Tbk.
- 2021 AGMS officially appointed Mr. Rio Supin as President Director of PT Darma Henwa Tbk.



Pembentukan Anak Usaha PT Darma Reka Teknik / *Subsidiary Incorporation of PT Darma Reka Teknik*

- Perseroan mendirikan anak Perusahaan baru untuk terjun kedalam bisnis reparasi mesin.
- The Company established new subsidiary to enter machinery reparation business.



Peresmian Pusat Rekondisi Alat Berat / *Heavy Equipment Recondition Center Innaguration*

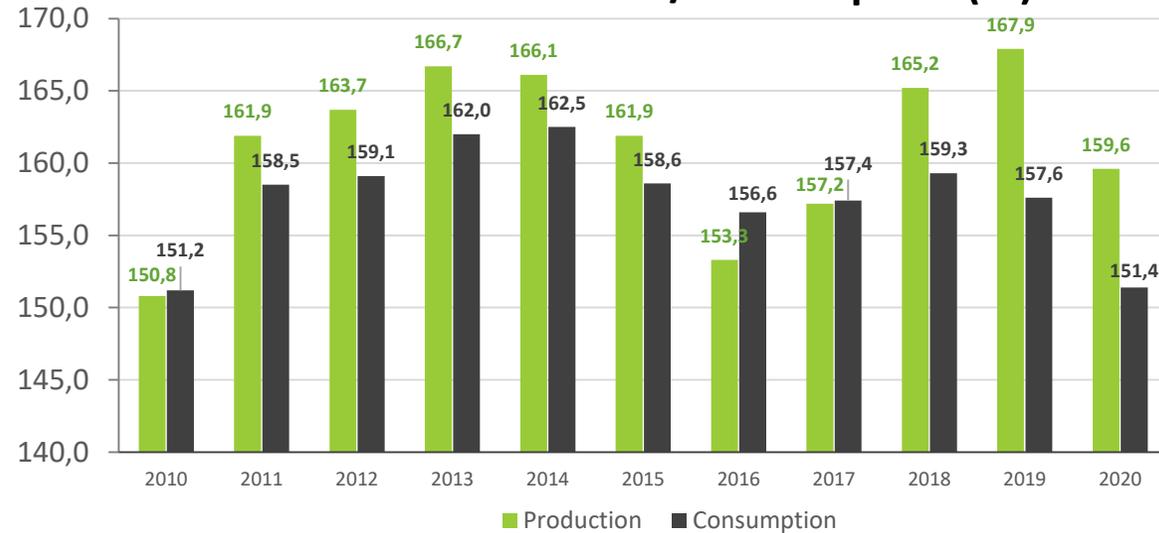
- Darma Henwa meresmikan pembangunan workshop sebagai pusat rekondisi alat berat dan komponen di Balikpapan.
- Darma Henwa inaugurated workshop establishment as heavy equipment and components rebuild center in Balikpapan.



Perolehan Kontrak Proyek Konstruksi Jalan Pengangkutan Batubara / *Awarded Coal Hauling Road Construction Project Contract*

- Perseroan mendapatkan kontrak konstruksi jalan pengangkutan batubara di Bengalon Utara dari PT KPC senilai IDR 52 Milyar.
- The Company was awarded a coal hauling road construction contract at Bengalon Utara from PT KPC worth IDR 52 Billion.

World's Coal Production/Consumption (EJ)

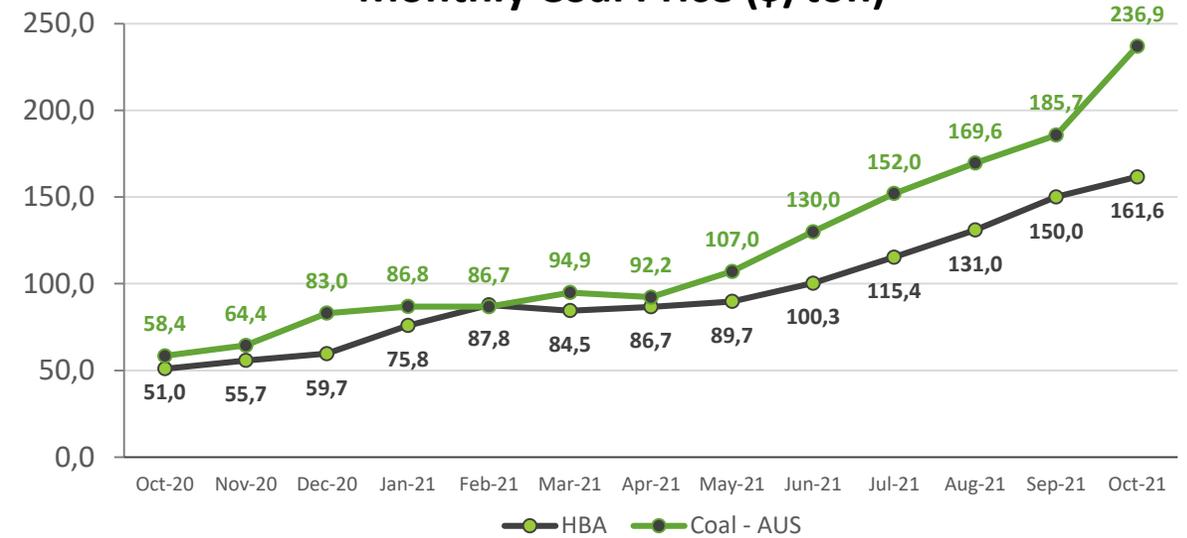


Source: BP Statistical Review of World Energy 2021, Processed.

Perkembangan Industri Batubara

- ✓ Permintaan batubara mulai bergerak pada awal tahun 2021 dan meningkat menjelang akhir tahun 2021 seiring dengan pemulihan ekonomi global dari pandemi dengan stimulus besar-besaran, meningkatnya permintaan listrik, dan dimulainya kembali aktivitas ekonomi.
- ✓ Sebaliknya, pasokan batu bara cenderung ketat dan lambat akibat cuaca, masalah rantai pasokan, dan protokol covid.
- ✓ Semua hal di atas menyebabkan harga batu bara mencapai rekor harga tertinggi sepanjang masa di atas USD 250/ton pada Oktober 2021.
- ✓ Normalisasi harga batubara diperkirakan terjadi pada akhir 2021 dengan adanya keseimbangan antara permintaan dan pasokan.

Monthly Coal Price (\$/ton)



Source: Ministry of Energy & Mineral Resources; AUS FOB Newcastle 6000kcal/kg;

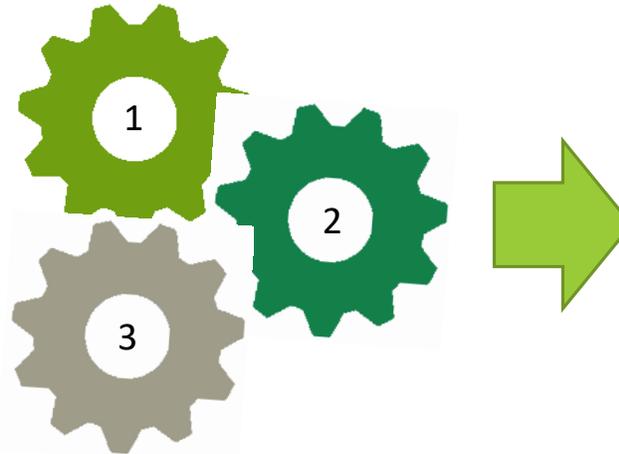
Coal Industry Update

- ✓ Coal demand started to pick-up in the beginning of 2021 and accelerate towards end of 2021 as global economic starts recovering from pandemic due to massive stimulus, rising demand for electricity, and resumption of trades.
- ✓ Contrarily, coal supply remains tight and slow to pick up curbed by weather, supply chain issues and covid protocols.
- ✓ All the above leads to coal price reaching its all time high record price above USD 250/ton in October 2021.
- ✓ Normalization of Coal price is expected to take place in the end of 2021 as demand & supply stabilize.

➤ Tiga Strategi Utama Perseroan

Darma Henwa mengimplementasi tiga strategi utama Perseroan yaitu:

1. Pengurangan biaya operasi melalui program pemeliharaan alat yang efisien.
Reducing operating cost through efficient maintenance program
2. Penerapan *Global Sourcing*
Global Sourcing Practice
3. Peningkatan kapasitas fleet produksi Perseroan.
Increasing DEWA's own-fleet production capacity



➤ Three Main Corporate Strategies

Darma Henwa implemented three main corporate strategies which are:

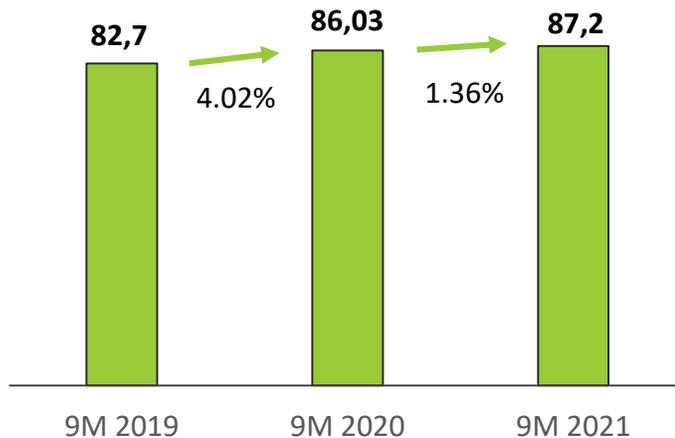
Dampak Operasional/

Operational Impact

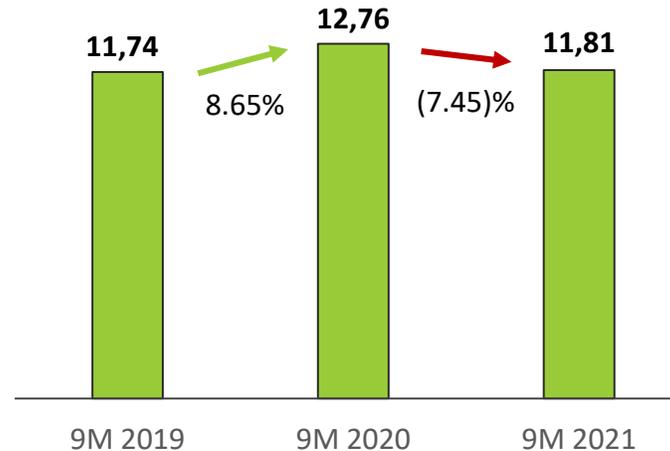
Perseroan berhasil meningkatkan volume pemindahan material dengan *fleet* produksi DEWA dengan signifikan

The Company was successful in increasing material moved volume by using DEWA's own-fleet significantly

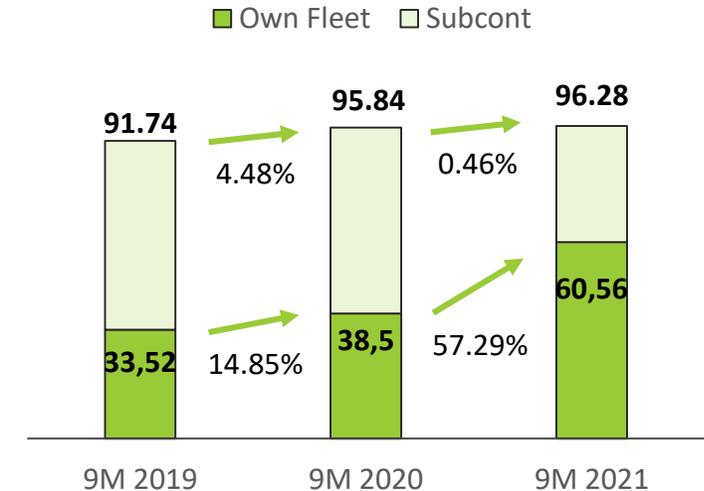
Overburden Removal (Mbcm)



Coal Mining (Mt)



Total Material Moved (Mbcm)



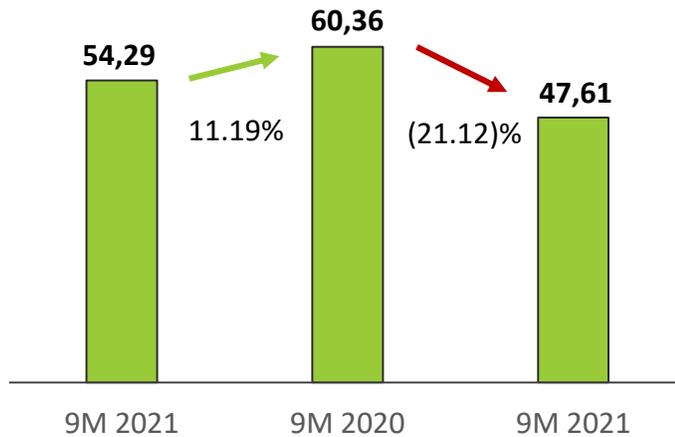
Kinerja Operasional Konsolidasi Jan – Sep 2021

- ✓ Volume *overburden removal* mencapai 87.20 juta bcm dan volume penambangan batubara mencapai 11.81 juta ton.
- ✓ Volume pemindahan material dengan *fleet DEWA* meningkat 57.29% ke 60.56 juta Bcm.
- ✓ Sebaliknya, Volume pemindahan material oleh subkontraktor turun 37.7% ke 35.72 juta Bcm.
- ✓ Total volume material dipindahkan meningkat 0.46% menjadi 96.28 juta bcm.

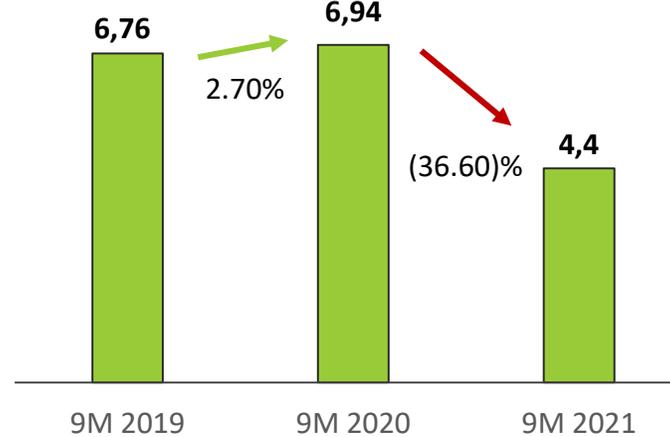
Consolidated Operating Performance Jan – Sep 2021

- ✓ *Overburden removal volume is 87.20 Mbcm and coal mining volume is 11.81 Mt.*
- ✓ *Material moved volume by DEWA's own fleet increase 57.29% to 60.56 Mbcm.*
- ✓ *Contrastingly, material moved volume done by subcontractor fell 37.7% to 35.72 Mbcm.*
- ✓ *Total material moved volume increased by 0.46% to 96.28 Mbcm.*

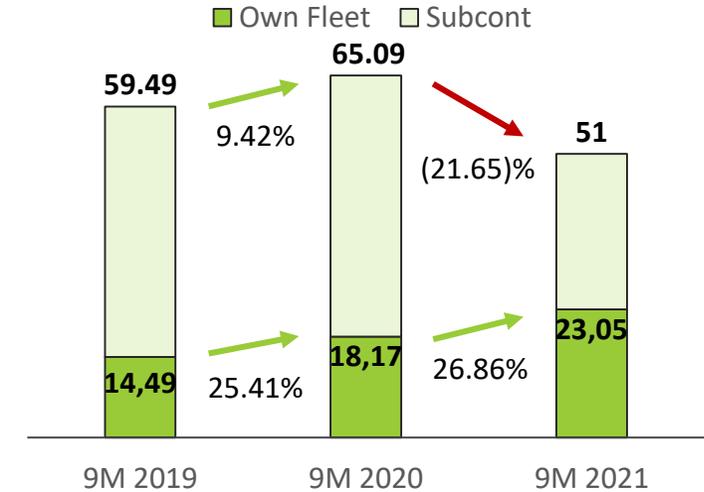
Overburden Removal (Mbcm)



Coal Mining (Mt)



Total Material Moved (Mbcm)



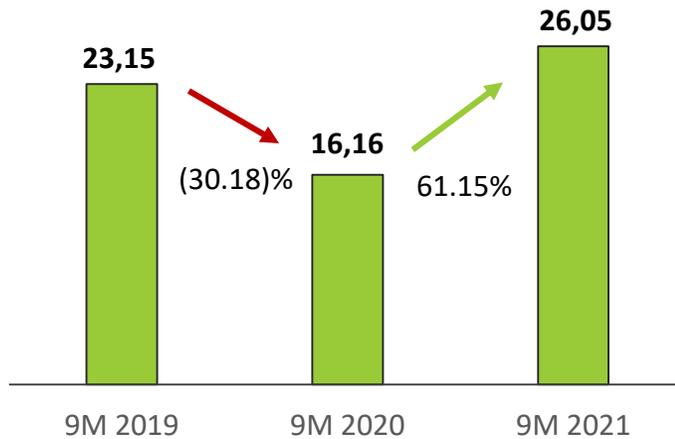
Kinerja Operasional Proyek KPC

- ✓ Volume *overburden removal* mencapai 47.61 juta bcm dan volume penambangan batubara mencapai 4.40 juta ton.
- ✓ Volume pemindahan material dengan *fleet DEWA* meningkat 26.86% ke 23.04 juta Bcm.
- ✓ Sebaliknya, Volume pemindahan material oleh subkontraktor turun 40.43% ke 27.95 juta Bcm.
- ✓ Total volume material dipindahkan turun 21.65% menjadi 51.00 juta bcm.

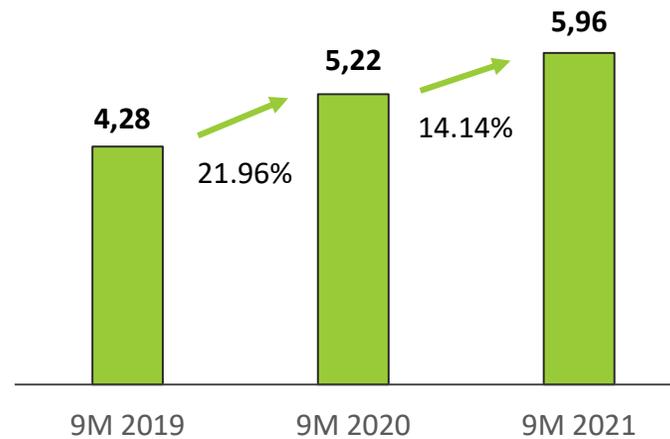
KPC Project Operating Performance

- ✓ *Overburden removal volume is 47.61 Mbcm and coal mining volume is 4.40 Mt.*
- ✓ *Material moved volume by DEWA's own fleet increase 26.86% to 23.04 Mbcm.*
- ✓ *Contrastingly, material moved volume done by subcontractor fell 40.43% to 27.95 Mbcm.*
- ✓ *Total material moved volume decreased by 21.65% to 51.00 Mbcm.*

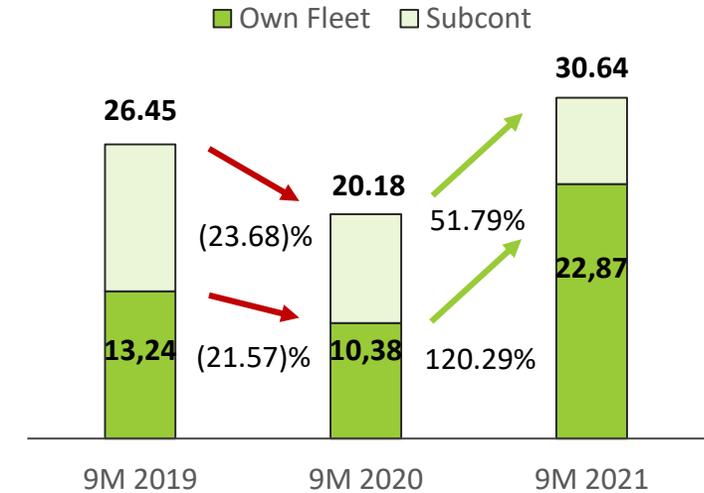
Overburden Removal (Mbcm)



Coal Mining (Mt)



Total Material Moved (Mbcm)



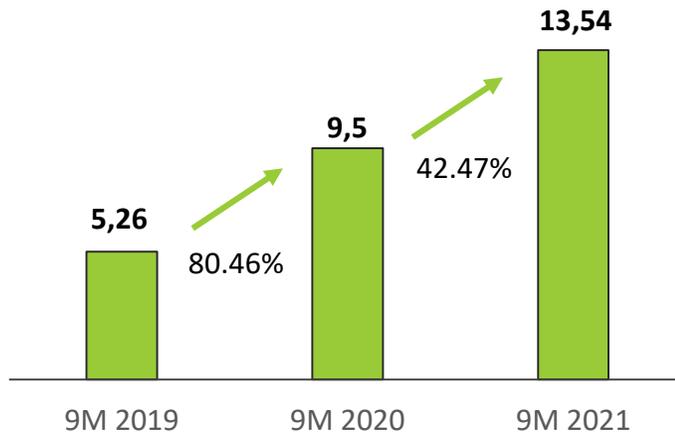
Kinerja Operasional Proyek AI

- ✓ Volume *overburden removal* mencapai 26.05 juta bcm dan volume penambangan batubara mencapai 5.96 juta ton.
- ✓ Volume pemindahan material dengan *fleet DEWA* meningkat 120.29% ke 22.87 juta Bcm.
- ✓ Sebaliknya, Volume pemindahan material oleh subkontraktor turun 20.76% ke 7.77 juta Bcm.
- ✓ Total volume material dipindahkan meningkat 51.79% menjadi 30.64 juta bcm.

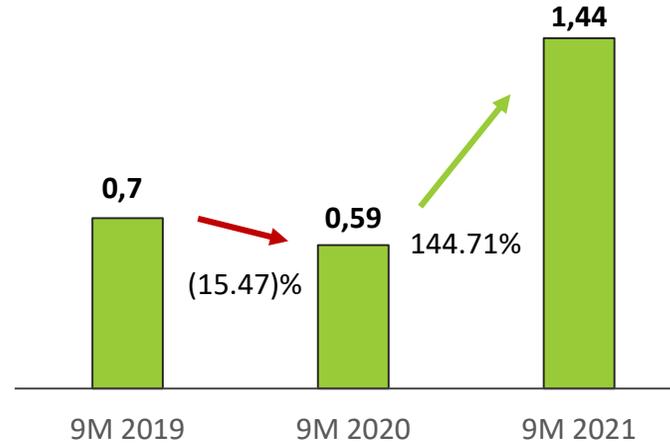
AI Project Operating Performance

- ✓ *Overburden removal volume is 26.14 Mbcm and coal mining volume is 5.96 Mt.*
- ✓ *Material moved volume by DEWA's own fleet increase 120.29% to 22.87 Mbcm.*
- ✓ *Contrastingly, material moved volume done by subcontractor fell 20.76% to 7.77 Mbcm.*
- ✓ *Total material moved volume increased by 51.79% to 30.64 Mbcm.*

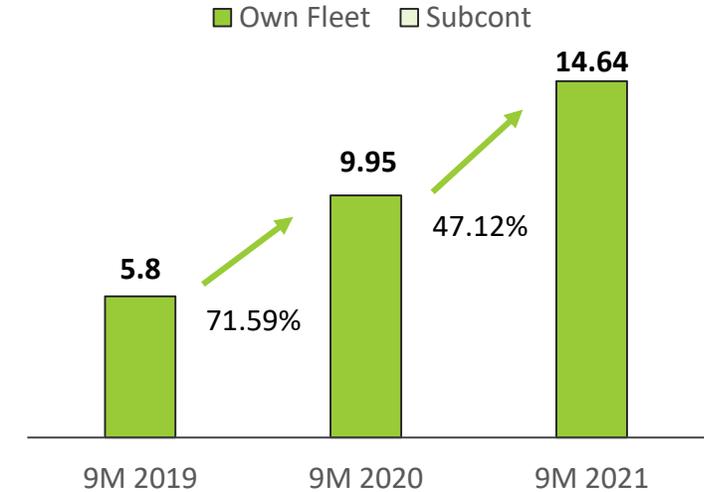
Overburden Removal (Mbcm)



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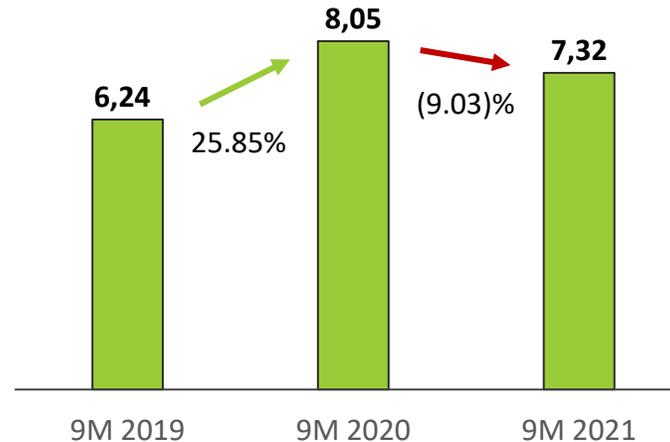
Kinerja Operasional Proyek CLS

- ✓ Volume *overburden removal* mencapai 13.54 juta bcm dan volume penambangan batubara mencapai 1.44 juta ton.
- ✓ Total volume material dipindahkan meningkat 47.12% menjadi 14.64 juta bcm
- ✓ **Seluruh pekerjaan dilakukan oleh fleet operasi Perseroan.**

CLS Project Operating Performance

- ✓ *Overburden removal volume is 13.54 Mbcm and coal mining volume is 1.44 Mt.*
- ✓ *Total material moved increased by 47.12% to 14.64 Mbcm*
- ✓ ***All works done with the Company's operating fleet.***

Coal Barging (Mt)



Kinerja Operasional Layanan Pelabuhan

- ✓ Volume *coal barging* mencapai 7.32 juta ton.
- ✓ Pelabuhan Batubara Lubuk Tutung dikelola oleh anak usaha Perseroan PT Dire Pratama.

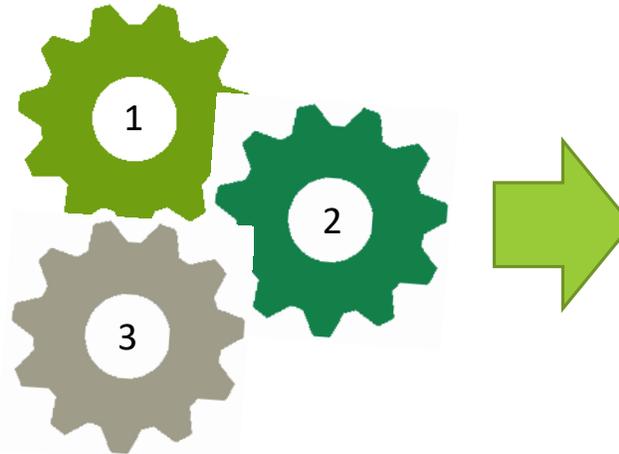
Port Services Operating Performance

- ✓ *Coal Barging* volume is 7.32 Mt.
- ✓ *Lubuk Tutung Coal Port Service* is operated by the Company's subsidiary PT Dire Pratama.

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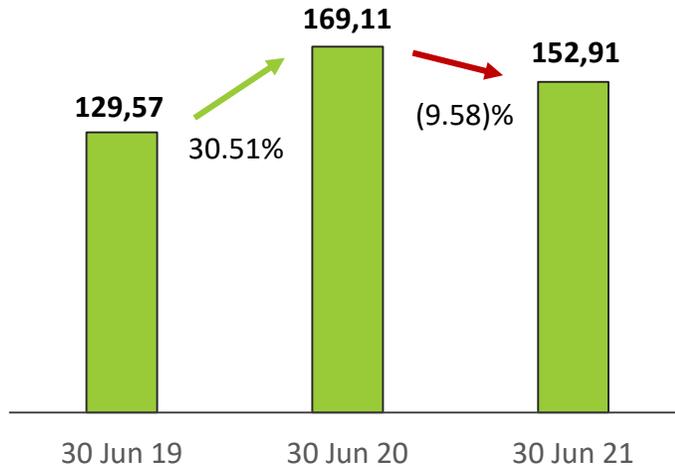
Dampak Keuangan/

Financial Impact

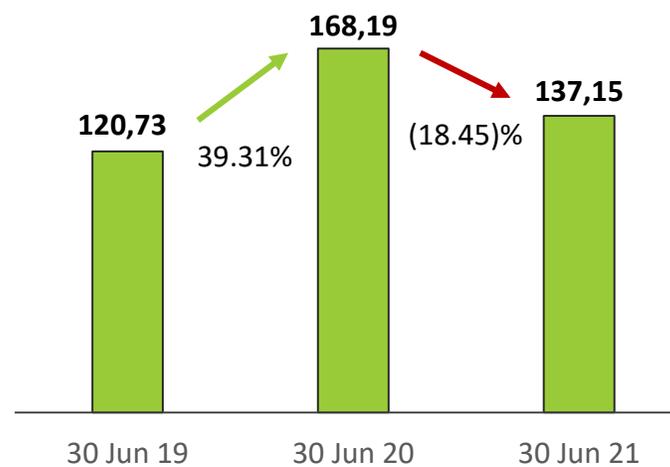
Perseroan berhasil menekan beban pokok pendapatan sehingga meningkatkan margin dan profitabilitas.

The Company was successful in reducing cost of revenue thus improving margin and profitability.

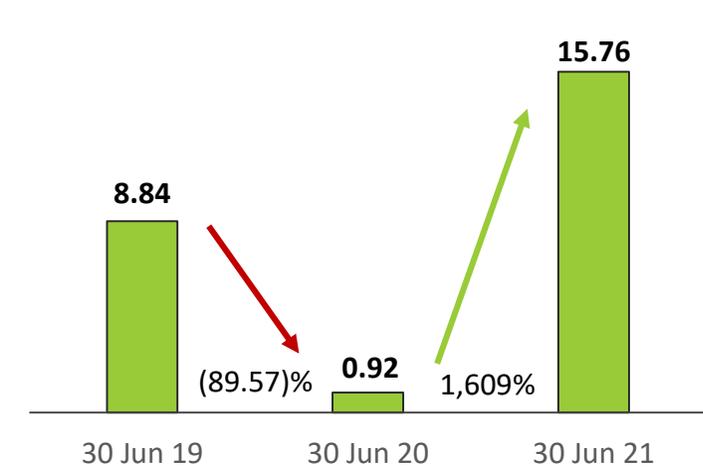
Revenue (USD Mn)



Cost of Revenue (USD Mn)



Gross Profit (USD Mn)



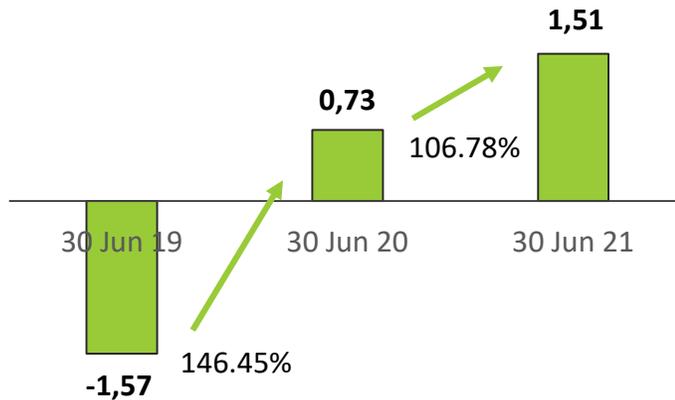
Laporan Laba Rugi Semester 1 2021

- ✓ Pendapatan turun 9.58% menjadi 152.91 juta USD
- ✓ Beban Pokok Pendapatan turun 18.45% menjadi 137.15 juta USD
- ✓ Laba Kotor tumbuh 1,609% menjadi 15.76 juta USD
- ✓ Penurunan beban pokok pendapatan dikarenakan adanya penurunan biaya subkontraktor sebesar 39.9% dan efisiensi biaya perawatan sebesar 24.1%.

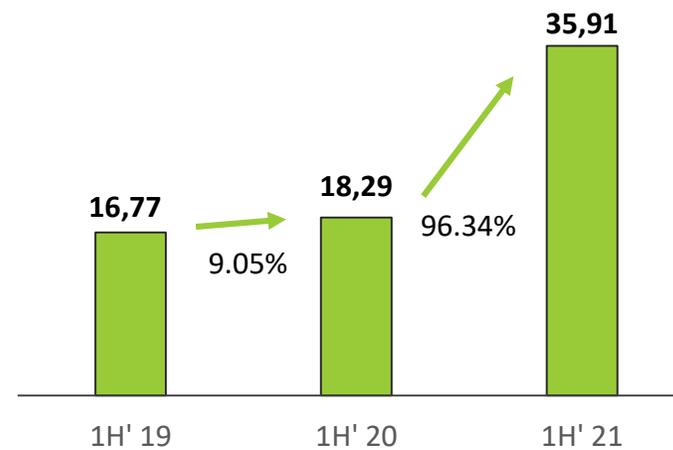
Income Statement First Half 2021

- ✓ Revenue decrease by 9.58% to 152.91 USD Mn.
- ✓ Cost of Revenue decrease by 18.45% to 137.15 USD Mn.
- ✓ Gross Profit jumped 1,609% to 15.76 USD Mn.
- ✓ Cost of Revenue reduction was caused by 39.9% drop in subcontractor cost and 24.1% better efficiency in maintenance cost.

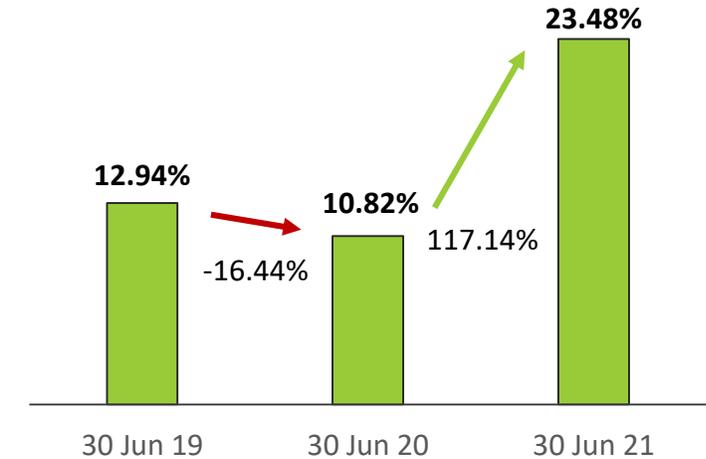
Net Profit (USD Mn)



Operating EBITDA (USD Mn)



Operating EBITDA Margin (%)



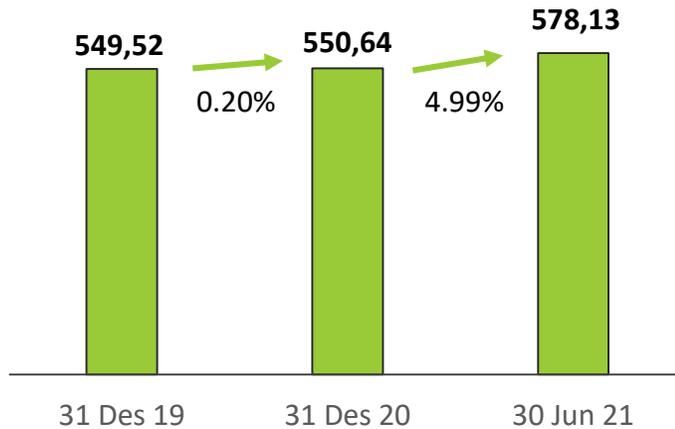
Laporan Laba Rugi Semester 1 2021

- ✓ Laba Bersih tumbuh 106.78% menjadi 1.51 juta USD
- ✓ EBITDA Operasional tumbuh 96.34% menjadi 35.91 juta USD
- ✓ Marjin EBITDA Operasional tumbuh 117.14% menjadi 23.48%
- ✓ Perseroan mampu meningkatkan laba meskipun mengalami rugi selisih kurs sebesar USD 1.4 juta.

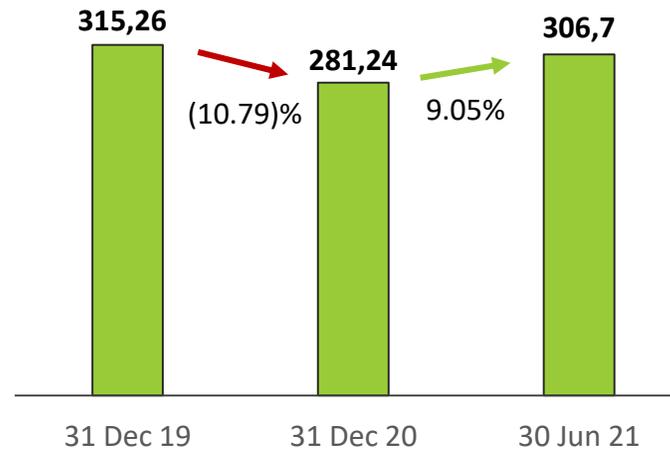
Income Statement First Half 2021

- ✓ *Net Profit grew by 106.78% to 1.51 USD Mn*
- ✓ *Operating EBITDA grew by 96.34% to 35.91 USD Mn*
- ✓ *Operating EBITDA Margin grew by 117.14% to 23.48%*
- ✓ *The Company was able to improve its profit despite USD 1.4 Mn foreign exchange loss.*

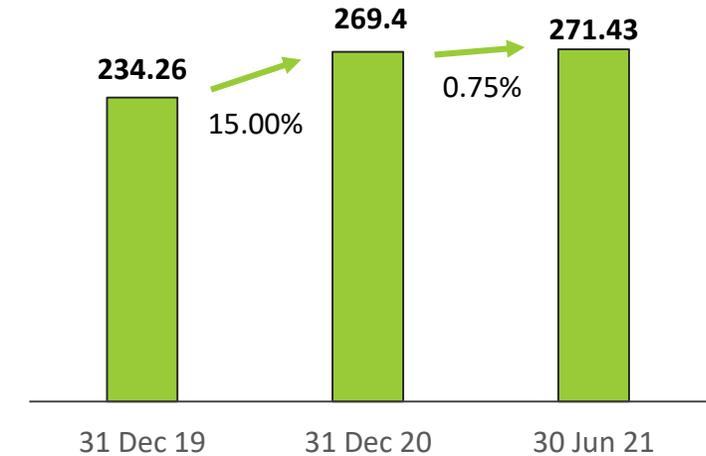
Asset (USD Mn)



Liability (USD Mn)



Equity (USD Mn)



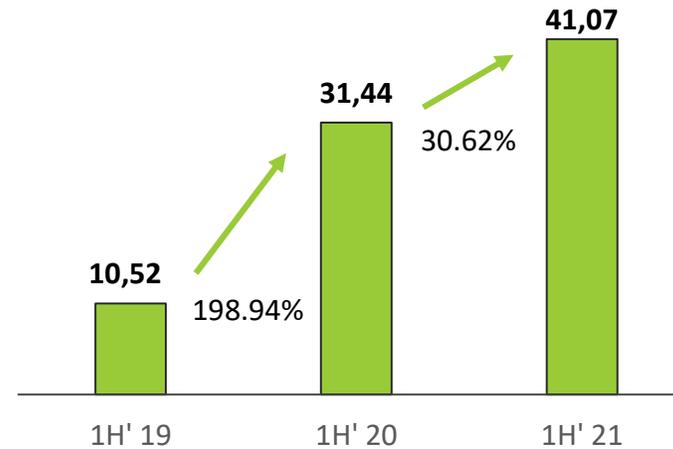
Neraca per 30 Juni 2021

- ✓ Aset tumbuh 4.99% menjadi 578.13 juta USD
- ✓ Liabilitas tumbuh 9.05% menjadi 306.70 juta USD
- ✓ Ekuitas tumbuh 0.75% menjadi 271.43 juta USD
- ✓ Peningkatan Aset dikontribusikan oleh aset tetap, sejalan dengan penambahan kapasitas alat berat untuk melakukan lebih banyak pekerjaan menggunakan peralatan sendiri.

Balance Sheet as of June 30th 2021

- ✓ Asset grew by 4.99% to 578.13 USD Mn.
- ✓ Liabilities grew by 9.05% to 306.70 USD Mn.
- ✓ Equity grew by 0.75% to 271.43 USD Mn.
- ✓ Increase in Asset contributed by fixed asset, in line with addition of heavy equipment capacity to do more work in-house using own equipment.

Capital Expenditure (USD Mn)



Belanja Modal Semester 1 2021

- ✓ Belanja Modal semester I 2021 meningkat 30.62% menjadi 41.07 juta USD.
- ✓ Sebagian besar belanja modal digunakan untuk pembelian peralatan baru, suku cadang dan komponen untuk meningkatkan kapasitas fleet produksi Perseroan.

Capital Expenditure First Half 2021

- ✓ *1H'21 Capital Expenditure increase by 30.62% to 41.07 USD Mn.*
- ✓ *Almost all capital expenditure was utilized on the purchase of new equipment, spare parts and component in order to increase own-fleet production capacity.*



Sektor Penambangan Batubara *Coal Mining Sector*

Potensi ekspansi proyek batubara Arutmin Indonesia (AI) dan Kaltim Prima Coal (KPC)
Potential expansion of Arutmin Indonesia (AI) and Kalim Prima Coal (KPC)

Inovasi dalam peningkatan dan pengadaan kapasitas fleet produksi Perseroan
Innovation in the Company's production fleet capacity ramp-up and procurement



Sektor Non-Batubara *Non-coal Mining Sector*

Diversifikasi usaha jasa teknik dan perawatan alat berat melalui anak usaha PT Darma Reka Teknik
Engineering services and fleet maintenance business diversification through subsidiary PT Darma Reka Teknik

Pengembangan dan studi kelayakan lanjutan aset tambang emas Gayo Mineral Resources
Development and advance feasibility study of Gayo Mineral Resources gold mining asset

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➤ Sertifikasi / Certification



ISO 9001:2015



ISO 14001:2015



ISO 45001:2018



**Sistem
Manajemen K3**

➤ Penghargaan / Awards



1. *Pratama Award for Asam Asam Project in standardization management and mineral and coal mining services business from the Ministry of Energy and Mineral Resources.*

2. *Primary Award for Satui Project in standardization management and mineral and coal mining services business from the Ministry of Energy and Mineral Resources*

3. *Platinum Award for HIV and AIDS Prevention and Control in the Workplace for the Satui Project from the Provincial Government of South Kalimantan.*

4. *Platinum Award for HIV and AIDS Prevention and Control in the Workplace for the Asam Asam Project from the Provincial Government of South Kalimantan.*

5. *Gold Award for HIV and AIDS Prevention and Control in the Workplace for the Asam Asam Project from the Ministry of Manpower and Transmigration.*

6. *Zero Accident Award for Asam Asam Project from the Ministry of Manpower of the Republic of Indonesia.*



Darma Mandiri / *Economic*



Darma Sehat / *Health*



Darma Cerdas / *Education*



Darma Sosial / *Social*

Darma Mandiri / *Economic Independence*

- Mendukung aktivitas ekonomi di desa binaan melalui kelompok usaha tani, kelompok ternak dan pembibitan tanaman keras, biji-bijian & sayuran guna memberdayakan masyarakat.
- *Supporting economic activities in developing villages through farming groups, livestock groups and nurseries of hardwood, grain & vegetable crops to empower the community.*

Darma Cerdas/ *Education*

- Perseroan turut mendorong kualitas pendidikan dan kesempatan belajar bagi masyarakat melalui dukungan kegiatan belajar mengajar dan pembangunan infrastruktur pendidikan pondok pesantren Ma'had Farisul Quran di Mattoriwali, Sepaso Timur
- *The Company encourages education quality and learning opportunities for the community through the support of learning activities and the construction of educational infrastructure for the Ma'had Farisul Quran Islamic boarding school in Mattoriwali, East Sepaso.*

Darma Sehat / *Health Well-being*

- Menunjang kesehatan masyarakat dengan memberikan pemeriksaan kesehatan gratis, pengadaan infrastruktur, pengadaan perlengkapan puskesmas serta berperan aktif menangani pandemi covid-19 bersama otoritas kesehatan daerah melalui pemberian ribuan dosis vaksin.
- *Promoting public health by providing free health checks, procurement of infrastructure, procurement of equipment for local health center and taking an active role in dealing with the COVID-19 pandemic together with local health authorities through thousands of vaccine doses.*

Darma Sosial/ *Social Development*

- Perseroan melakukan aktivitas bersama masyarakat yang mengedepankan kemajuan sosial seperti membangun infrastruktur air bersih, perbaikan jalan warga, pembangunan pengelolaan sampah dan bantuan bencana gempa bumi di Mamuju, Sulawesi Barat.
- *The Company carries out activities with the community that prioritizes social development such as building clean water infrastructure, repairing public roads, building waste management and providing disaster relief for the earthquake victims in Mamuju, West Sulawesi.*

Protokol Kesehatan Covid-19 / Covid-19 Health Protocols

Darma Henwa berkomitmen untuk secara aktif mendukung dalam pencegahan pandemi Covid-19 melalui implementasi protokol-protokol kesehatan di seluruh lokasi kerja Perseroan serta menjalin sinergi positif bersama dinas kesehatan setempat.

Darma Henwa is committed to actively supports Covid-19 pandemic prevention through the implementation of health protocols in all of the Company's work sites as well as establishing positive synergies with local health authorities.

Hal ini bertujuan untuk memastikan keamanan serta kesehatan dari seluruh pemangku kepentingan Perseroan terutama karyawan beserta keluarganya, klien, dan subkontraktor serta vendor.

This aims to ensure the safety and health of all stakeholders of the Company, especially employees and their families, clients and subcontractor as well as vendors.



Pemantauan & Antisipasi *Monitoring & Anticipation*

- Membentuk Gugus Tugas Covid
- *Establish Covid Response Team*
- Pemantauan aktivitas harian
- *Daily interaction tracking*
- Sterilisasi & sanitasi di area kerja
- *Work space sterilization & sanitation*

Identifikasi & Penanganan *Identification & Handling*

- Pemeriksaan test antigen & PCR berkala
- *Periodic antigen & PCR test examination*
- Menyiapkan evakuasi medis & perawatan
- *Med-Evac & treatment preparation*
- Penyediaan tempat isolasi mandiri khusus
- *Provide designated self-isolation space*

Vaksinasi & Pencegahan *Vaccination & Prevention*

- Mempercepat vaksinasi kepada karyawan
- *Accelerate employee vaccination*
- Koordinasi dengan dinas kesehatan
- *Coordination with health authority*
- Penerapan protokol kesehatan
- *Strict Health protocol implementation*

DISCLAIMER

This communication contains forward-looking financial projections and estimates with respect to the future operations and performance of PT Darma Henwa Tbk and its affiliates. Investors and security holders are cautioned that forward-looking statements are subject to various risks and uncertainties, many of which are difficult to predict and are generally beyond the control of the company. Such risks and uncertainties could cause actual results and developments to differ materially from those expressed in or implied by the forward-looking statements. Factors that could cause actual results to differ materially from those estimated by the forward-looking statements include, but are not limited to, fuel prices and international coal demand and supply position. Neither PT Darma Henwa Tbk. or any other person assumes responsibility for the accuracy and completeness of the forward-looking statement in this communication. The forward-looking statements speak only as of the date of this communication. PT Darma Henwa Tbk is under no duty to update any of the forward-looking statements after this date to conform such statements to actual results or to reflect the occurrence of anticipated results or otherwise.





Thank You!