

# 2022 Public Expose

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PT Darma Henwa Tbk  
Jakarta, December 15, 2022



# 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***

# Sekilas Darma Henwa / *Darma Henwa at a Glance*

## Tentang Kami

PT Darma Henwa Tbk adalah perusahaan jasa kontraktor pertambangan umum, yang berdiri pada tahun 1991, dengan bidang usaha meliputi jasa penambangan umum, pemeliharaan dan perawatan peralatan, kegiatan usaha penunjang, pembersihan permukaan tanah, pemindahan tanah pucuk, pemindahan lapisan penutup, penggalian batubara dan mineral lainnya, pengangkutan batubara, rehabilitasi lahan, pengoperasian jasa pelabuhan, dan aktivitas kantor pusat.

Perseroan terdaftar di Bursa Efek Indonesia pada tanggal 26 September 2007 dengan kode saham DEWA.

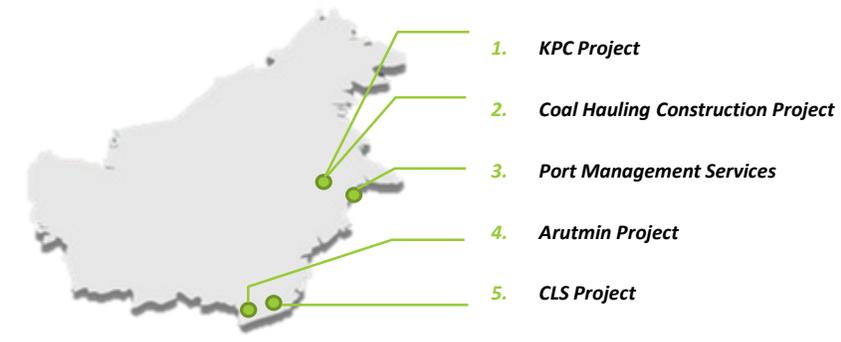
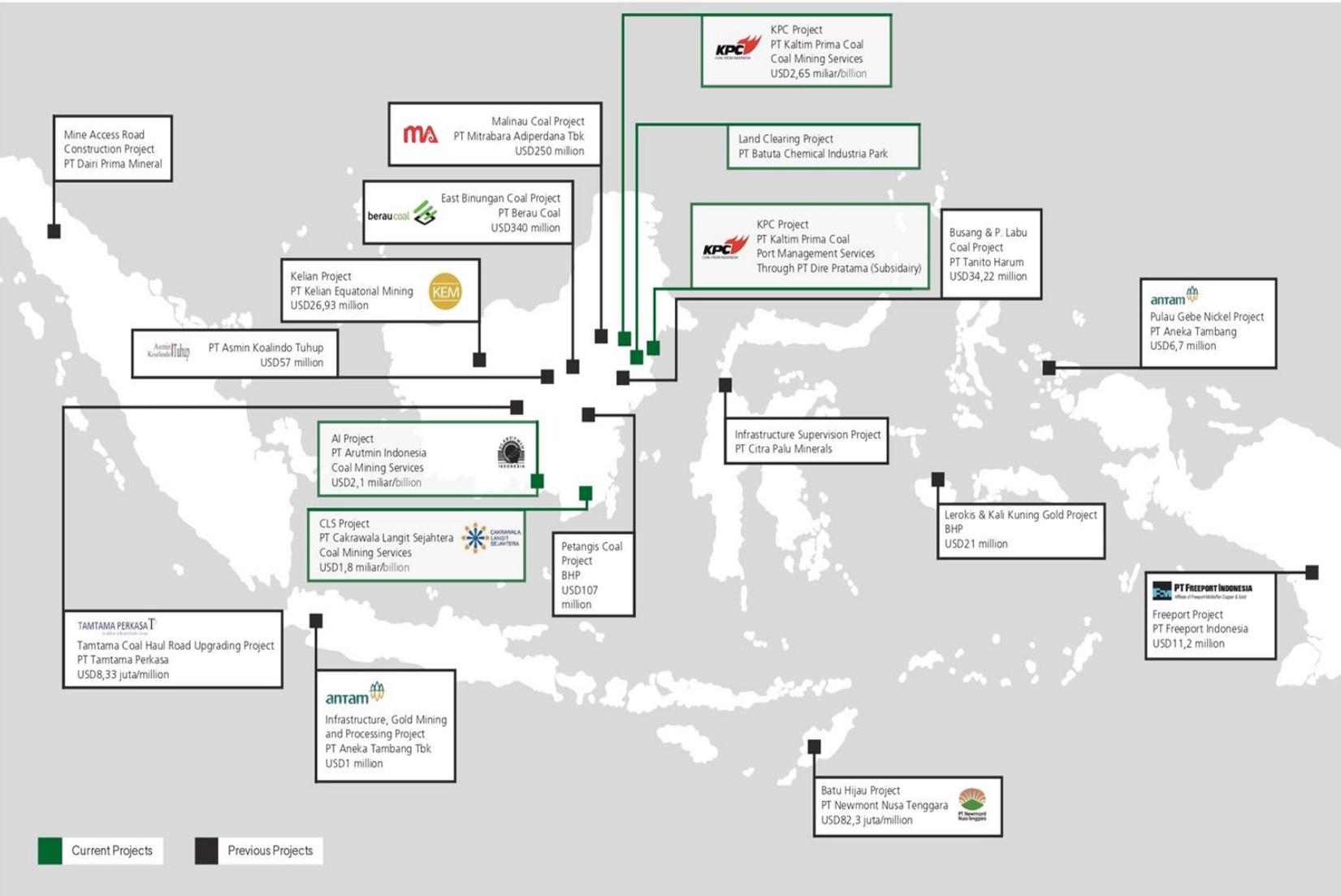
## About Us

*PT Darma Henwa Tbk is a general mining contractor service company, which was founded in 1991, with the line of business covering general mining services, maintenance and maintenance equipment, supporting business activities, surface cleaning, top soil removal, overburden removal, excavation of coal and other minerals, coal transportation, land rehabilitation, operation of port services, and head office activities*

*The company was listed on the Indonesia Stock Exchange on September 26, 2007 with the stock code DEWA*

# Sekilas Darma Henwa / *Darma Henwa at a Glance*

## Operational Project Areas



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# Recent Events





### Rapat Umum Pemegang Saham Tahunan 2022/ *2022 Annual General Meeting of Shareholders*

- RUPST 2022 menyetujui laporan tahunan PT Darma Henwa Tbk 2021.
- *2022 AGMS approved the 2021 annual report of PT Darma Henwa Tbk.*



### Rapat Umum Pemegang Saham Luar Biasa / *Extraordinary General Meeting of Shareholders*

- RUPSLB menyetujui rencana Perseroan menambah modal melalui hak memesan efek terlebih dahulu (HMETD)
- *EGMS approved the Company's plan to increase capital through pre-emptive rights (HMETD)*

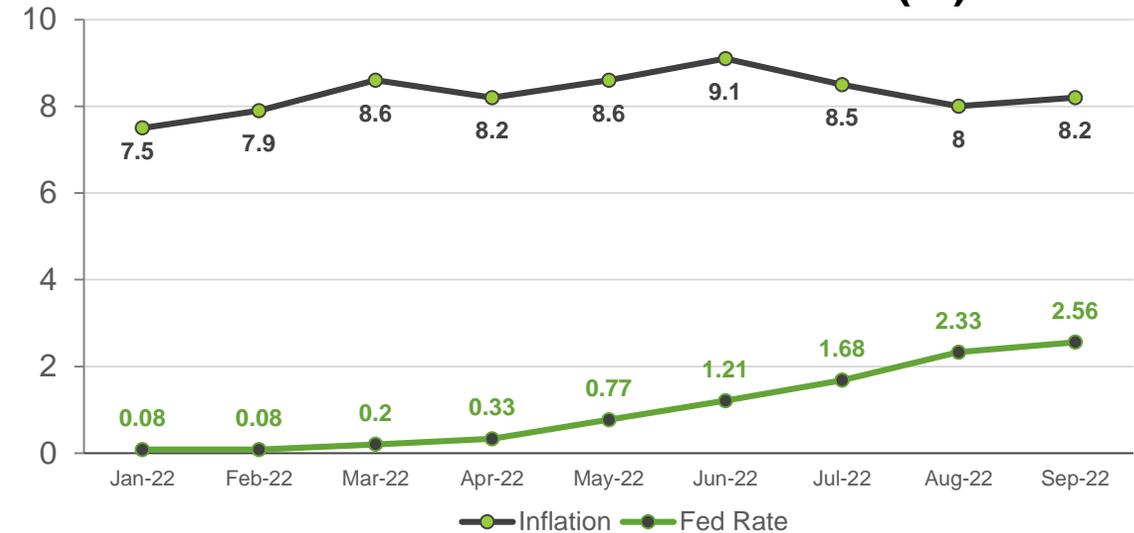
# Highlights Performance



## Coal Price (USD/ Ton)



## US Inflation Vs Fed Rate (%)



Source: Barchart

## Perkembangan Industri Batubara

- Perekonomian global di tahun 2022 diwarnai ketidakpastian akibat perang Rusia dengan Ukraina.
- Perang mengakibatkan gangguan pasokan global terhadap energi dan ketersediaan bahan pangan.
- Ketidakpastian juga terjadi akibat kebijakan moneter Bank Sentral Amerika Serikat, The Fed yang agresif menaikkan suku bunga untuk meredam inflasi yang tinggi hingga mencapai 9,1%.
- Pertumbuhan ekonomi Indonesia kuartal III – 2022 sebesar 5,72% naik dibandingkan dengan kuartal II-2022 sebesar 5,44%.

Source: Statista.com

## Coal Industry Update

- *The global economy in 2022 is colored by uncertainty as a result of Russia's war with Ukraine.*
- *The war resulted in disruption of the global supply of energy and availability of food.*
- *Uncertainty also occurs due to monetary policy of the United States Central Bank, the Fed that has been aggressive increasing interest rates to reduce high inflation up to reach 9.1%.*
- *Indonesia's economic growth quarter III – 2022 of 5.72% increased compared to quarter II-2022 of 5.44%.*

# Strategi Utama Perseroan / Main Corporate Strategy

## • Tiga Strategi Utama Perseroan / Three Main Corporate Strategies

Darma Henwa mengimplementasi tiga strategi utama Perseroan yaitu:  
/ Darma Henwa implemented three main corporate strategies which are:

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*

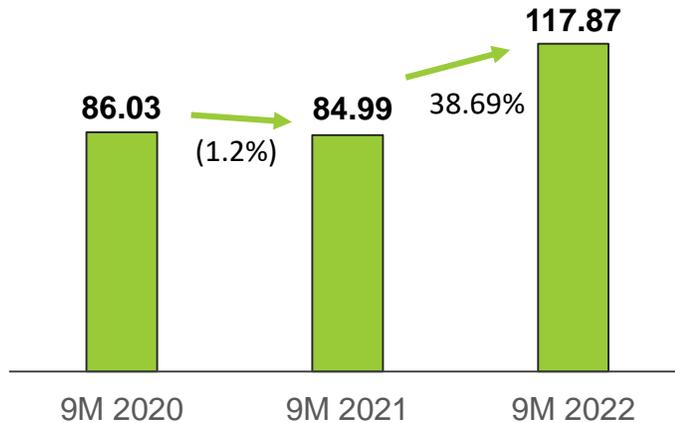
## Dampak Operasional / Operational Impact

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

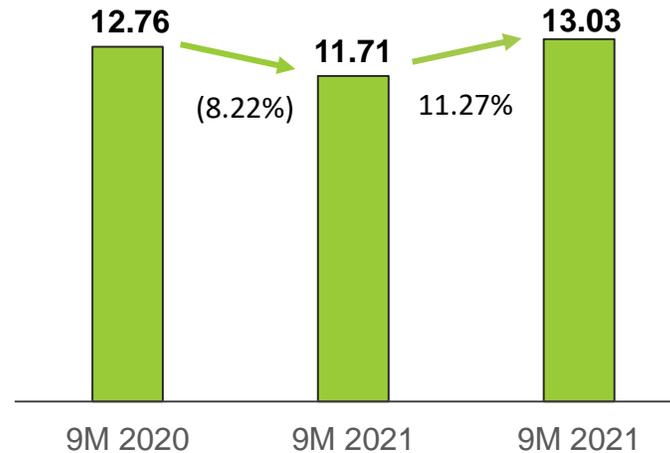
*The Company was successful in increasing material moved volume by using DEWA's own-fleet significantly*



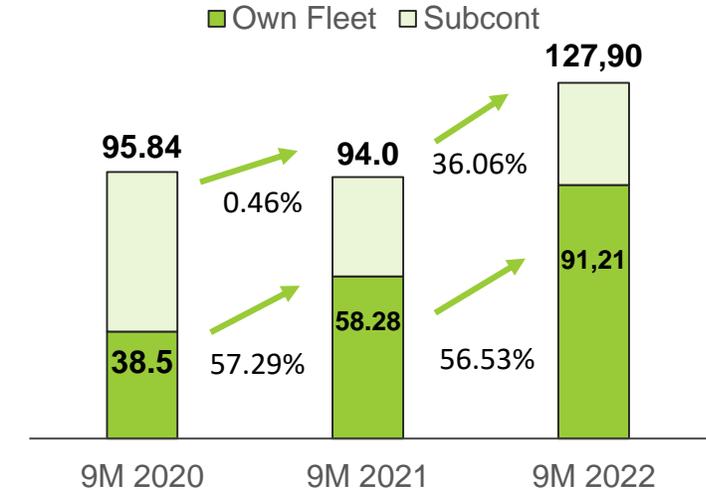
## Overburden Removal (Mbcm)



## Coal Mining (Mt)



## Total Material Moved (Mbcm)



### Kinerja Operasional Konsolidasi Jan – Sep 2022

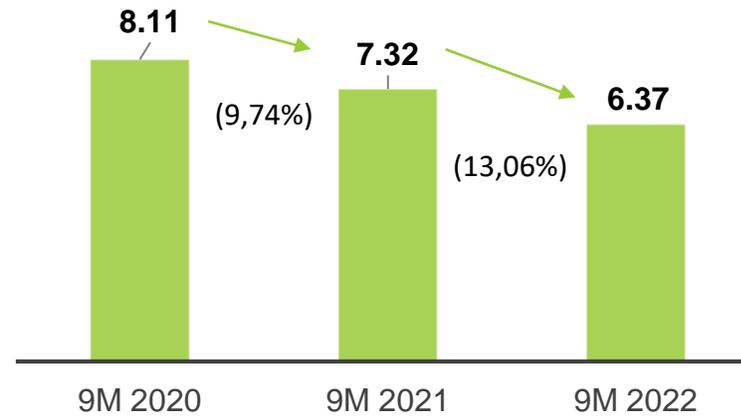
- Volume *overburden removal* mencapai 117,87 juta Bcm atau meningkat 38,69% dibanding periode yang sama tahun sebelumnya sebesar 84,99 juta Bcm.
- Volume produksi batubara Perseroan mencapai 13,03 juta ton, atau naik 11,27% dibanding periode yang sama tahun sebelumnya sebesar 11,71 juta ton.
- Total material dipindahkan meningkat 36,06% dari 94,0 juta Bcm menjadi 127,90 juta Bcm, dimana terjadi peningkatan kapasitas dengan alat produksi Perseroan sebesar 56,53% dari 58,28 juta Bcm menjadi 91,21 juta Bcm.
- Volume pemindahan material oleh subkontraktor naik tipis 2,69% dari 35,72 juta Bcm menjadi 36,67 juta Bcm.

### Consolidated Operating Performance Jan – Sep 2022

- *Overburden removal* reached 117.87 million Bcm, an increased of 38.69% compared to the same period the previous year of 84.99 million Bcm.
- *Coal production volume* reached 13.03 million tons, or an increased of 11.27% compared to the same period in the previous year of 11.71 million tons.
- *Total material moved* increased by 36.06% from 94.0 million Bcm to 127.90 million Bcm, where there was an increased in capacity with the Company's production equipment by 56.53% from 58.28 million Bcm to 91.21 million Bcm.
- *Material moved volume* by subcontractors slightly up by 2.69% from 35.72 million Bcm to 36.67 million Bcm.

## Kinerja Outloading/Barging Jasa Pelabuhan

(Mton)



## *Port Services Outloading/Barging Performance of*

*(Mton)*

### Kinerja Jasa Pelabuhan PT Dire Pratama Januari - September 2022

- Pemuatan batubara sebesar 6,37 juta ton, turun 13,06% dibandingkan periode yang sama tahun sebelumnya sebesar 7,32 juta ton.

### *PT Dire Pratama Port Services January - September 2022 performance*

- *Coal barging reached 6.37 million tons, decreased 13,06% compared to the same period the previous year of 7.32 million tons.*

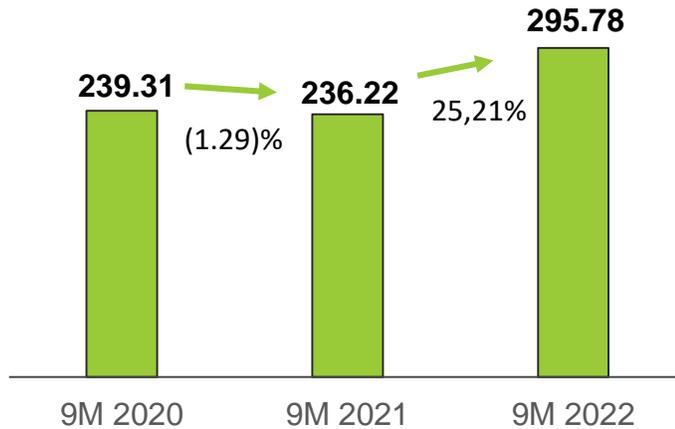
## **Kinerja Keuangan:**

- **Laporan Laba Rugi**
- **Posisi Neraca Keuangan**
- **Belanja Modal**

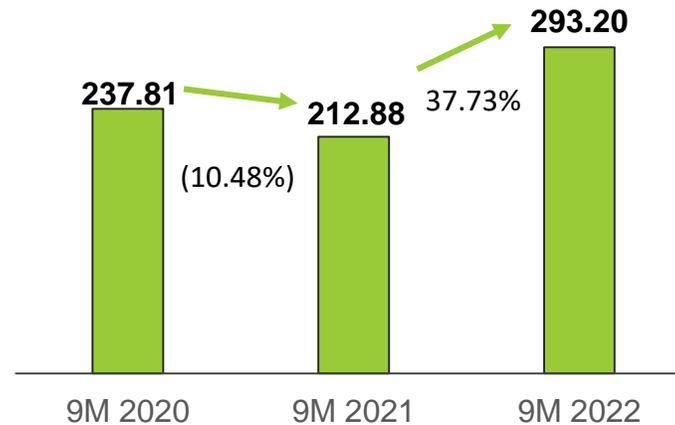
## ***Financial Performances:***

- ***Profit and Loss***
- ***Balance Sheet Position***
- ***Capital Expenditure***

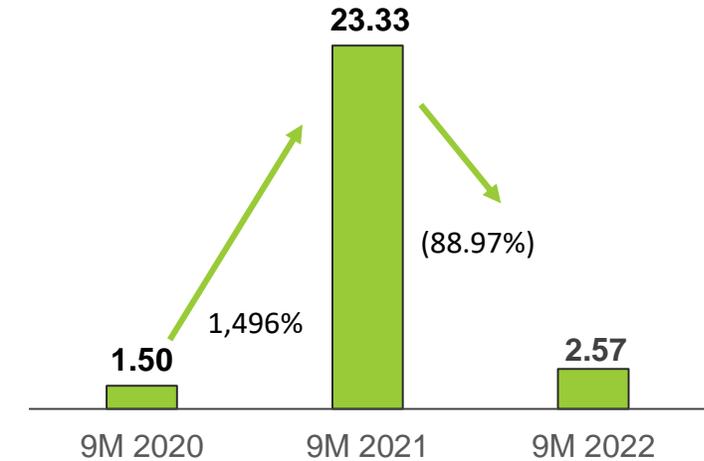
## Revenue (USD Mn)



## Cost of Revenue (USD Mn)



## Gross Profit (USD Mn)



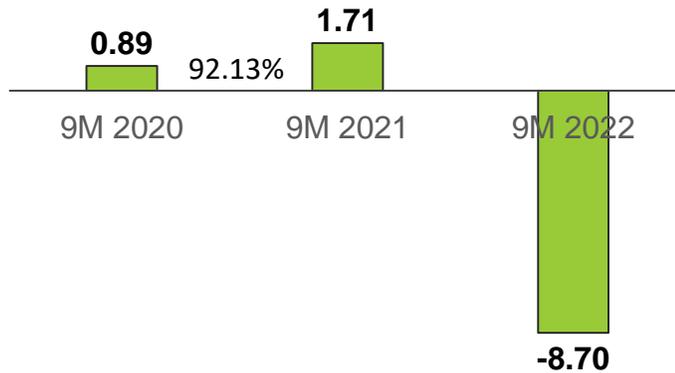
### Laporan Laba Rugi Per 30 September 2022

- Pendapatan tumbuh 25,21% menjadi USD 295,78 juta
- Beban pokok pendapatan naik 37,73% menjadi USD 293,20 juta
- Laba kotor turun 88,97% menjadi USD 2,57 juta
- Kenaikan pendapatan seiring dengan meningkatnya produksi di site milik KPC, AI, dan CLS.

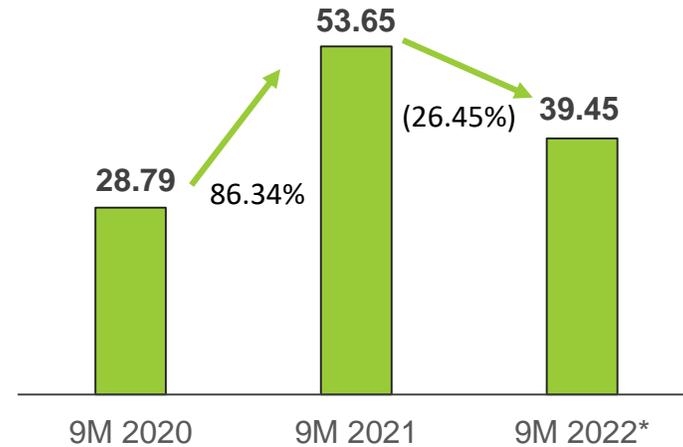
### Income Statement as of September 30, 2022

- Revenue increased by 25.20% to USD 290.77 Mn.
- Cost of revenue increased by 37.73% to USD 293.20 Mn.
- Gross profit decreased by 88.97% to USD 2.57 Mn.
- Revenue was increased in line with the increased in production at the KPC, AI, and CLS sites.

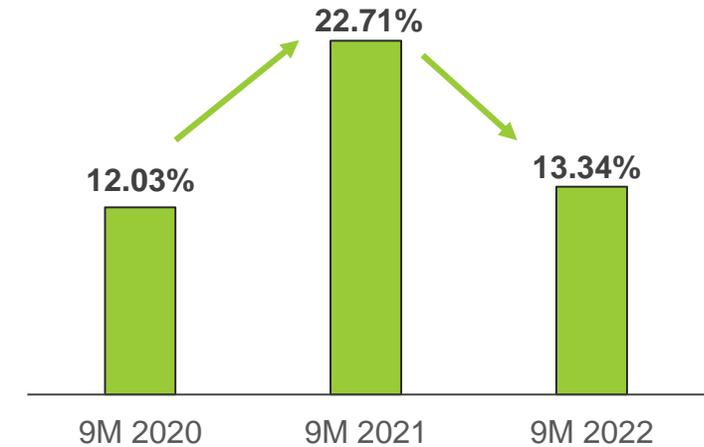
## Net Profit/Loss (USD Mn)



## Operating EBITDA (USD Mn)



## Operating EBITDA Margin (%)



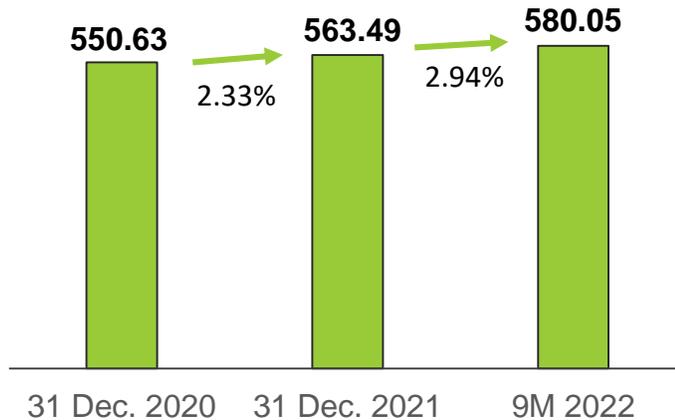
### Laporan Laba Rugi per 30 September 2022

- Mencatat rugi bersih USD 8,70 juta
- EBITDA operasional turun 26,45% menjadi USD 39,45 juta.
- Margin EBITDA operasional turun menjadi 13,34% dari September tahun 2021 sebesar 22,71%

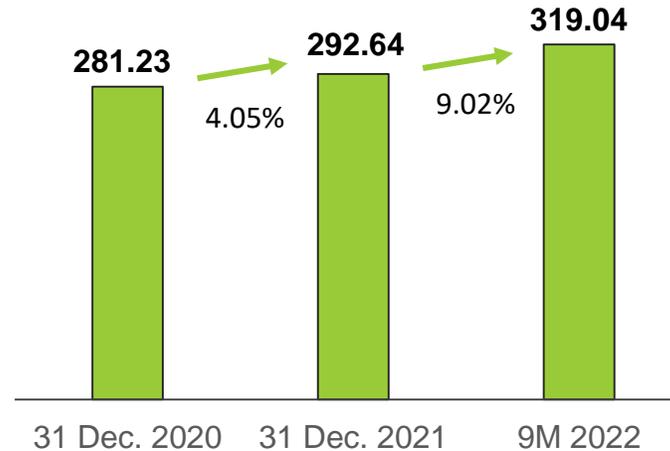
### Income Statement as of September 30, 2022

- *Net loss USD 8.70 Mn.*
- *Operating EBITDA decreased by 26.45% to USD 39.45 Mn.*
- *Operating EBITDA margin decreased to 13.34% from September 2021 of 22.71%*

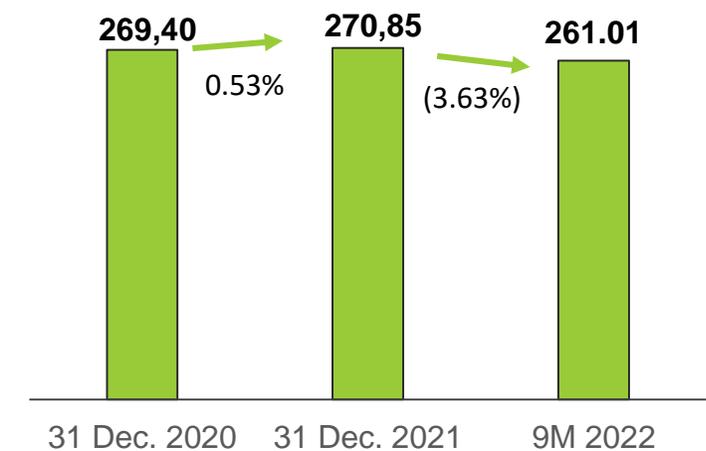
## Asset (USD Mn)



## Liability (USD Mn)



## Equity (USD Mn)



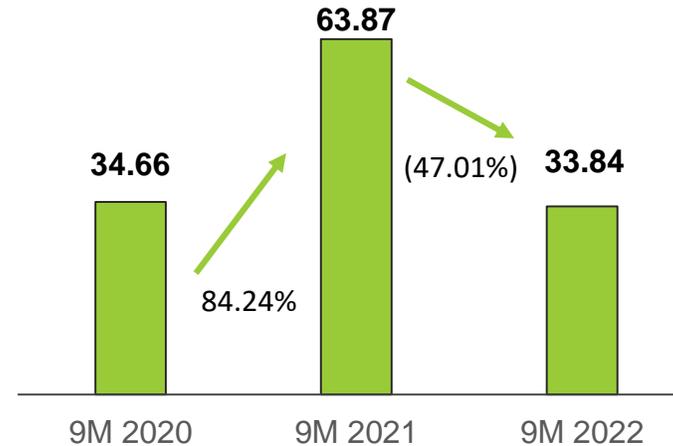
### Neraca per 30 September 2022

- Aset meningkat 2,94% menjadi USD 580,05 juta
- Liabilitas naik 9,02% menjadi USD 319,04 juta
- Ekuitas Perseroan turun 3,63% menjadi USD 261,01 juta
- Kenaikan aset disebabkan adanya kenaikan kas dan setara kas sebesar USD 17,5 juta, akibat meningkatnya pendapatan dan pembayaran piutang dari klien, termasuk pembayaran piutang PPN serta kenaikan persediaan sebesar USD 10,9 juta yang disebabkan peningkatan jumlah pembelian suku cadang dan ban serta perbaikan alat di workshop.

### Balance Sheet as of September 30, 2022

- Total asset increased by 2.94% to USD 580.05 Mn.
- Total liability increased by 9.02% to USD 319.04 Mn.
- Total equity decreased by 3.63% to USD 261.01 Mn.
- The increase in assets was due to an increase in cash and cash equivalents of USD 17.5 million, due to an increase in revenue and payment of receivables from clients, including payment of VAT receivables and an increase in inventories of USD 10.9 million due to an increase in the number of purchases of spare parts and tires as well as repairs to equipment in workshops.

## Capital Expenditure (USD Mn)



### Belanja Modal Per 30 September 2022

- Belanja modal turun 47,01% mejadi USD 33,84 juta
- Sebagian besar belanja modal digunakan untuk pembelian peralatan baru, suku cadang dan komponen untuk meningkatkan kapasitas fleet produksi Perseroan.

### Capital Expenditure as of September 30 2022

- *Capital expenditure decreased by 34.82% to USD 33.84 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.*

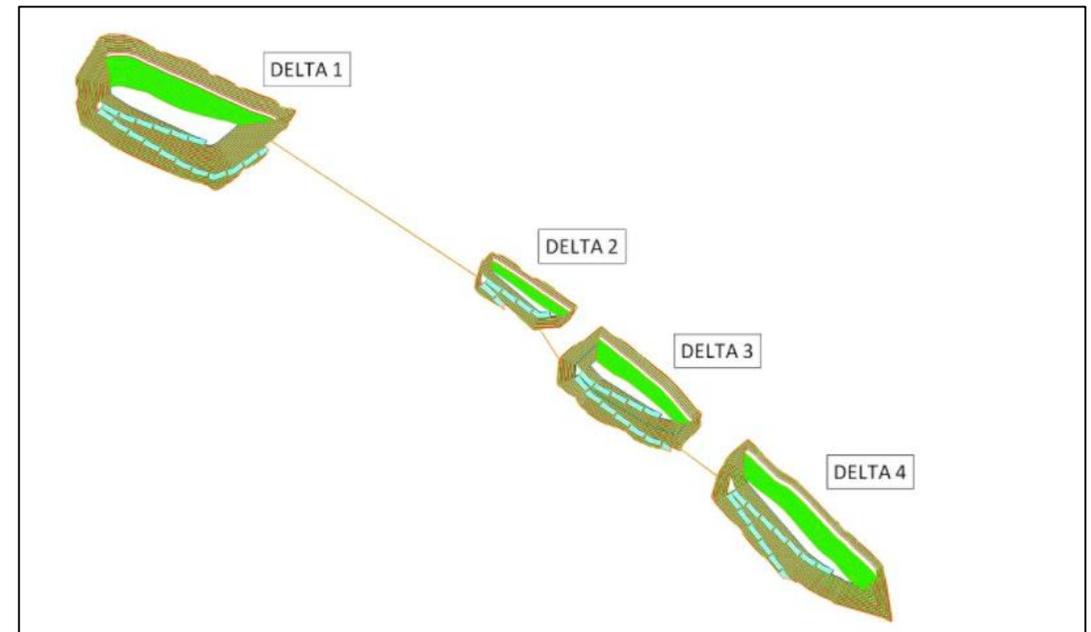
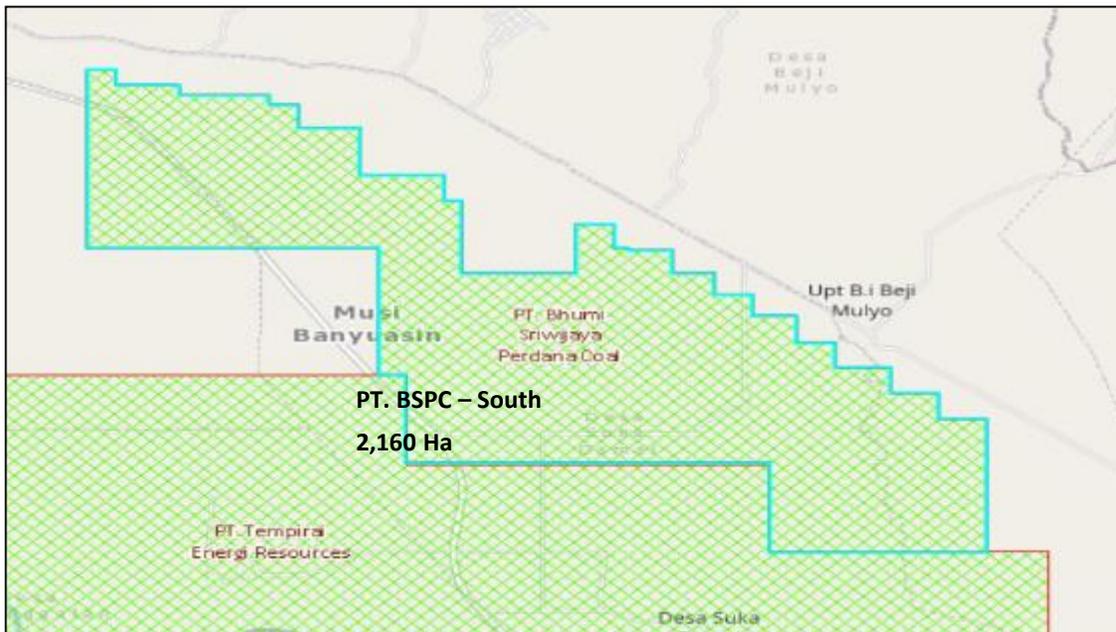
# Business Development



# Potential Project – Proyek MNC Group

## Project Brief

- **Klien / Clients :** PT MNC Energi dan PT MNC Infrastruktur Utama
- **Lokasi / Location:** Kabupaten Musi Banyuasin, Sumatra Selatan / Musi Banyuasin Regency, South Sumatra.
- **Periode operasi / Operational Period:** Estimasi tahun 2023 / *Estimation in 2023.*
- **Produksi / Production:** Perkiraan 5 juta ton batubara per tahun / *Estimation 5 million tons of coal per year*



# Potential Project - Gorontalo Minerals Copper and Gold Project

## Project Brief

- **Klien / Client** : PT Adiprotek Envirodunia.
- **Location / Location** : Kabupaten Bone Bolango, Provinsi Gorontalo / *Bone Bolango Regency, Gorontalo Province.*
- **Pekerjaan/ Scope of work** : infrastruktur, eksplorasi, dan penambangan / *Infrastructure, exploration and mining.*
- **Progress / Progress** : *Pioneer road construction dan haul road construction pada awal tahun 2023 / Pioneer road construction and haul road construction in early 2023.*



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1. *Penghargaan Nihil Kecelakaan untuk Proyek Asam Asam dari Menteri Ketenagakerjaan Republik Indonesia / Zero Accident Award for Asam Asam Project from the Ministry of Manpower of the Republic of Indonesia.*



2. *Penghargaan Nihil Kecelakaan untuk Proyek Bengalon dari Menteri Ketenagakerjaan Republik Indonesia / Zero Accident Award for Bengalon Project from the Minister of Manpower of the Republic of Indonesia*



3. *Penghargaan Nihil Kecelakaan untuk Proyek Asam Asam dari Pemerintah Provinsi Kalimantan Selatan / Zero Accident Award for Asam - Asam Project from the South Kalimantan Provincial Government*



4. *Penghargaan Platinum untuk Pengelolaan dan Pencegahan HIV AIDS di Tempat Kerja untuk Proyek Satui dari Pemerintah Provinsi Kalimantan Selatan. / Platinum Award for HIV and AIDS Prevention and Control in the Workplace for the Satui Project from the Provincial Government of South Kalimantan.*



5. *Penghargaan Platinum untuk Pengelolaan dan Pencegahan HIV AIDS di Tempat Kerja untuk Proyek Satui dari Pemerintah Provinsi Kalimantan Selatan;*



6. *Penghargaan Platinum untuk Pengelolaan dan Pencegahan HIV AIDS di Tempat Kerja untuk Proyek Asam Asam dari Pemerintah Provinsi Kalimantan Selatan. / Platinum Award for HIV and AIDS Prevention and Control in the Workplace for the Asam Asam Project from the Provincial Government of South Kalimantan.*



7. Penghargaan Emas untuk Pengelolaan dan Pencegahan HIV AIDS di Tempat Kerja untuk Proyek Asam Asam dari Menteri Tenaga Kerja dan Transmigrasi. / Gold Award for HIV and AIDS Prevention and Control in the Workplace for the Asam Asam Project from the Ministry of Manpower and Transmigration.



8. Sertifikat Sistem Manajemen Keselamatan dan Kesehatan Kerja untuk Proyek Bengalon dari Menteri Ketenagakerjaan Republik Indonesia / Certificate of Occupational Safety and Health Management System for Bengalon Project from the Minister of Manpower of the Republic of Indonesia

## ISO 14001:2015



## ISO 45001:2018



## ISO 9001:2015



## SMK3 Bengalon Coal Project



## SMK3 Asam Asam Coal Project



## Pencapaian Realisasi Investasi Terbesar Tahun 2021 di Kalimantan Selatan





# Corporate Social Responsibility



# Darma Mandiri



Program Darma Mandiri dengan melakukan kegiatan antara lain:

- a. Peternakan kambing Galam Rabah, perkebunan jeruk Pontianak di Kelompok Petani Mekarsari, dan usaha bordir di Asam Asam, Kalimantan Selatan;
- b. Budidaya tanaman buah nanas, kelompok tani Desa Sejahtera Mulia di Satui, Kalimantan Selatan;
- c. Memberikan penyuluhan dan pembinaan serta bantuan kepada kelompok tani sayur di desa Sepaso Barat, Kutai Timur.

*Darma Mandiri Program by carrying out activities including:*

- a. Galam Rabah goat farm, Pontianak orange plantation in Mekarsari Farmer Group, and embroidery business in Asam Asam, South Kalimantan;*
- b. Cultivation of pineapple fruit plants, a farmer group of sejahtera mulia village in Satui, South Kalimantan.*
- c. Providing counseling and guidance as well as assistance to vegetable farmer groups in West Sepaso village, East Kutai.*

# Darma Cerdas



- a. Program Darma Cerdas dengan membantu meningkatkan kualitas pendidikan dan kesempatan belajar bagi masyarakat, antara lain pemberian beasiswa untuk SMKN 1 dan SMPN 1 Kintap, Kalimantan Selatan.
- b. Dewa goes to school (Knowledge and Experience Sharing) bersama sekolah Lingkar Tambang SDN Asam-Asam, SMPN 2 Jorong dan SMAN 2 Jorong.
- c. Program Darma Cerdas dengan memberikan beasiswa kepada siswa / siswi berprestasi dan program guru tamu di SMKN 1 Kintap

- a. *Darma Cerdas program by helping to improve the quality of education and learning opportunities for the community, including the provision of scholarships for SMKN 1 and SMPN 1 Kintap, South Kalimantan;*
- b. *Dewa goes to school (Knowledge and Experience Sharing) with the Lingkar Tambang school of SDN Asam-Asam, SMPN 2 Jorong and SMAN 2 Jorong.*
- c. *Darma Cerdas Program by providing scholarships to outstanding students and guest teacher programs at SMKN 1 Kintap*

## Darma Sehat



Program Darma Sehat dengan mendukung program kesehatan masyarakat antara lain:

- a. Pemberian ribuan vaksinasi dan vaksinasi booster bekerjasama dengan Puskesmas Asam Asam, Kalimantan Selatan dan Kantor Desa Makmur Mulia, Satui, Kalimantan Selatan;
- b. Pemeriksaan Kesehatan dan pemberian santunan sembako untuk lansia di Desa Ring 1 lingkaran tambang Satui, Kalimantan Selatan.
- c. Melakukan khitanan massal kepada 92 anak yang ada di wilayah 8 desa Lingkar Tambang, Bengalon.

*Darma Sehat program by supporting public health programs include:*

- a. Giving thousands of vaccinations and booster vaccinations in collaboration with the Asam Asam Health Center, South Kalimantan and the Makmur Mulia Village Office, Satui, South Kalimantan;*
- b. Health checks and provision of basic food compensation for the elderly in Ring 1 Lingkar tambang Village Satui, South Kalimantan.*
- c. Conducted mass circumcision to 92 children in the area of 8 villages of Lingkar Tambang, Bengalon.*

## Darma Sosial



Program Darma Sosial dengan melakukan aktivitas bersama masyarakat yang mengedepankan kemajuan sosial, antara lain:

- PPM Jumat Berkah berupa pemberian makan pagi gratis di Desa Makmur Mulia dan pembagian sembako kepada warga desa Lingkar Tambang Satui, Kalimantan Selatan;
- Bantuan sembako untuk korban banjir di RT 01 Simpang Empat Asam Asam;
- Bantuan water truck, pakaian layak pakai, sembako dan uang tunai kepada korban kebakaran rumah masyarakat di Desa Sungai Cuka, Kintap;
- Bantuan kepada korban kebakaran yang terjadi di Simpang Empat desa Sepaso Barat, Bengalon.
- Bantuan obat-obatan, posko layanan Kesehatan, dan trauma healing untuk korban gempa Cianjur bekerjasama dengan Kementerian ESDM.

*Darma Sosial program by carrying out activities with the community that prioritize social progress, including:*

- PPM Friday Blessings in the form of free breakfast in Makmur Mulia Village, and distribution of basic necessities to the villagers of Lingkar Tambang Satui, South Kalimantan;*
- Basic food assistance for flood victims in RT 01 Simpang Empat Asam Asam.*
- Donation of water trucks, clothes suitable for use, groceries and cash to victims of community house fires in Sungai Cuka village, Kintap;*
- Providing assistance to victims of a fire that occurred in Simpang Empat of West Sopaso village, Bengalon.*
- Donation of medicines, health service posts, and trauma healing for Cianjur earthquake victims in collaboration with the Ministry of Energy and Mineral Resources.*

**Thank you**

