



**PT BUMI ResourceS Tbk.**

**PT BUMI RESOURCES Tbk**  
WORLD CLASS ENERGY OPERATOR

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**Nomura Asian High Yield Corporate Day 2020**  
Virtual, 30 October 2020



# Disclaimer

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*This communication contains forward-looking financial projections and estimates with respect to the future operations and performance of PT Bumi Resources 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 Bumi Resources 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 Bumi Resources 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.*

# Agenda

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1. **Overview**
  - Ownership Structure, Production, Reserves & Resources
  - Top Awards & Achievements
  - Safety Record – Best in Class
2. **1H'2020 Operational Highlights & Performances**
3. **Marketing**
4. **DMO**
5. **Valuation**
  - TERP – Rights Issue - August 2017
7. **BUMI Reborn - Transformation**
  - Restructuring Status
  - Cash Control – KPMG Monitoring Accountant
  - Strong Governance
  - Strengthened Management – New Boards & Commissioner
8. **Corporate Social Responsibility (“CSR”)**

## OVERVIEW

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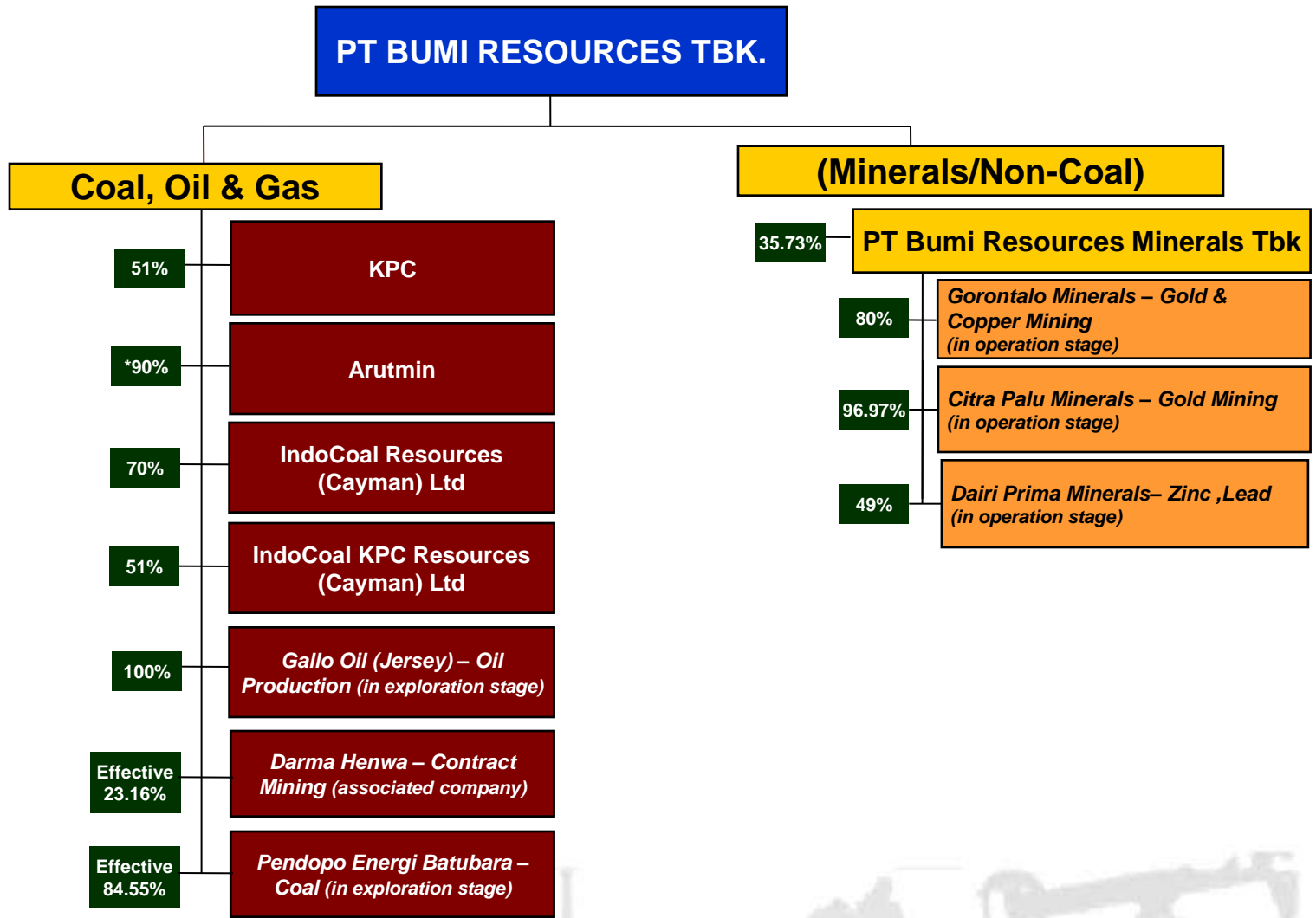
# Overview

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- One of the largest coal exporters globally
  - KPC is the largest export coal mine in the world
- Leading natural resources group and the largest thermal coal producer in Indonesia (KPC and Arutmin) together commanding a dominant share of ca 20% of Indonesia coal production
  - Coal production reached 86.3 million metric tonnes in 2019
- 2.69 billion metric tonnes of marketable coal reserves and 11.03 billion metric tonnes of coal resources (excluding reserves) – this is likely to increase as we explore additional areas.
  - High potential for reserves expansion; KPC only partially explored
- Ideally located to serve important markets throughout Asia and Europe
- Open cut mining with captive coal processing facilities
- Dedicated infrastructure including coal loading terminals, port facilities, captive power plants and coal gives unmatched competitive advantage
- Segmented coal and non-coal businesses
  - BUMI will concentrate on increasing thermal coal dominance
  - BRMS is a listed entity with an exclusive focus on metals industry

# Bumi Ownership Structure

## Becoming a Diversified Mining Resources Company

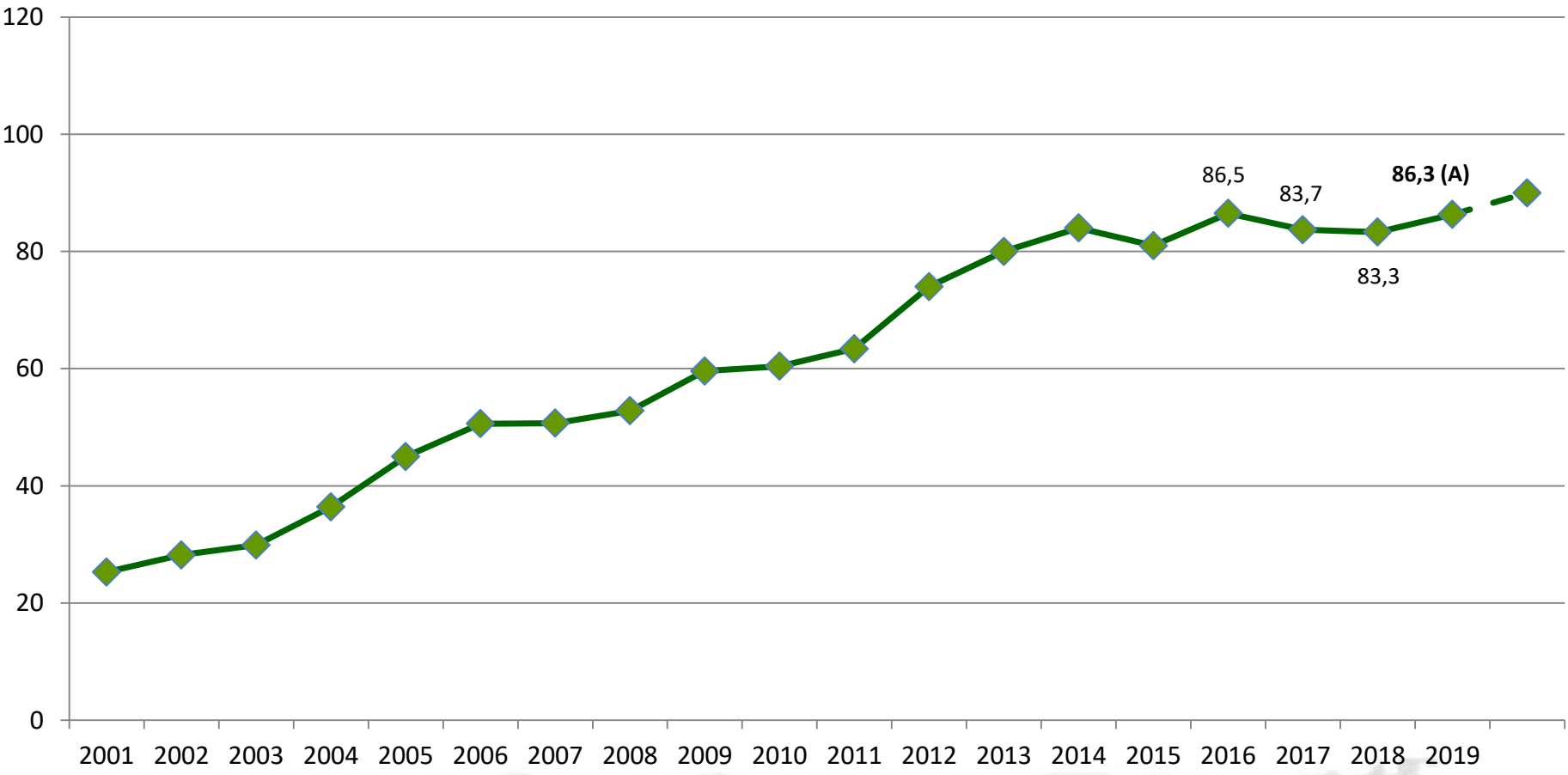


\*- BUMI (70%)

- PT Green Resources (20%) : subject to approval from the relevant institutions, including but not limited to ESDM, BKPM and GMS

# Coal Produced / Mined 2001 – beyond

(in Million Tonnes)



\*Exclude Pendopo

# Coal Reserves & Resources – The Largest in Indonesia

- Reserves are now 2.69 billion metric tonnes

in million tonnes	Coal Reserve	Coal Resource
<b>KPC:</b>	1.178	7.055
<b>Arutmin*:</b>		
Bituminous Coal	44	528
Sub-Bituminuos Coal	169	1.138
	<u>213</u>	<u>1.666</u>
<b>Pendopo:</b>	<u>1.306</u>	<u>2.311</u>
<b>TOTAL</b>	<b>2.697</b>	<b>11.032</b>

\*JORC report as at end of March 2018



# Top Awards & Achievements



PT Bumi Resources Tbk. (“BUMI” or “Company”) has been conferred the Top Leader Award on CSR Commitment 2020 and the 4 Stars for the Company from National Committee of Governance Policy (KNKG), the Indonesian CSR Society, and Top Business Magazine.



# Top Awards & Achievements

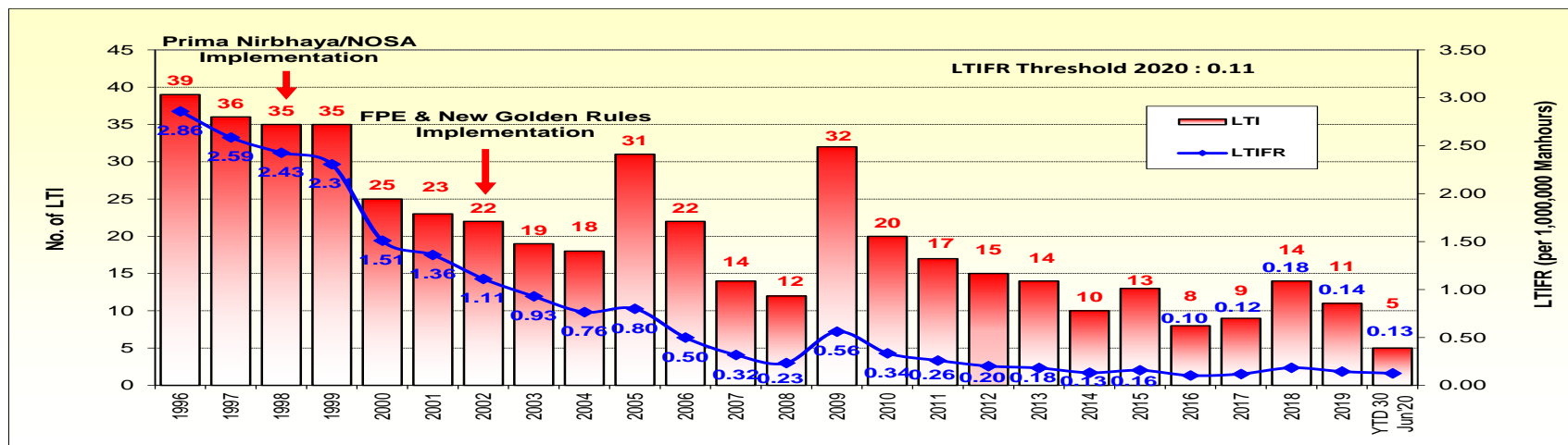


BUMI's business unit, KPC obtained Gold certificate for the Environmental Performance Rating Program (PROPER) from East Kalimantan Governor in September 2020

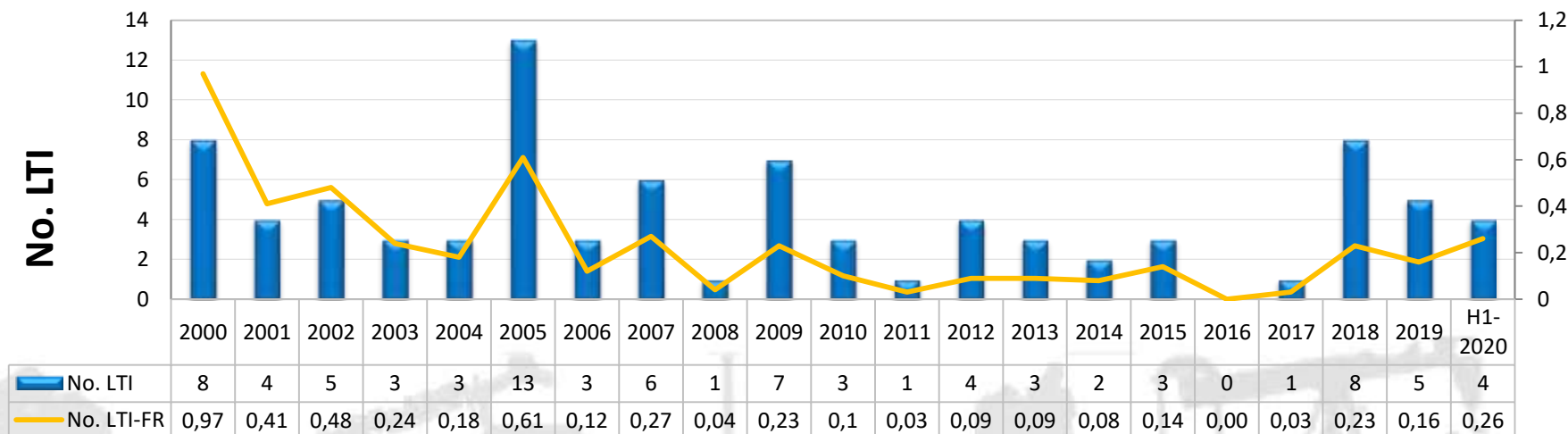
# Safety Record – Best in Class

1996 – June 2020

## KPC



## Arutmin



LTIFR : Lost Time Injury Frequency Rate

# Guidance 2020

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**Production : 85MT-89MT<sup>1</sup>**

- KPC : 60MT-62MT
- Arutmin : 25MT-27MT

**Prices : \$46/t - \$49/t**

- KPC : \$50/t - \$51/t
- Arutmin : \$37/t - \$39/t

**Costs : \$32/t - \$34/t<sup>2</sup>**

- KPC : \$34/t
- Arutmin : \$30/t

<sup>1</sup> Subject to extension of mining license and quota revision.

<sup>2</sup> Royalty and commission not included.

## 1H 2020 Performance

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# First Half 2020 Update

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## Coal Markets:

- Although Coal Market continued the low prices in June, forward curves and sentiment hinted at a recovery by September to round US 55/ton. July prices rise slightly to US\$ 51.83 MTD with GCNEWC Q4-20 SWAP's trading at US\$ 58.40/ton. Global uncertainty still weighs heavily on spot thermal coal prices, with a sharp fall experienced in August.

## CCOW status:

- BUMI expects formal confirmation from the Ministry of Energy and Mineral Resources on conversion of PT Arutmin's mining lease from CCoW to IUPK (*Izin Usaha Pertambangan Khusus*) soon.

## Operations 2020:

- Realized price dropped by 12% to \$ 46.9/ ton (from \$53.2/ ton in 1H19) and matched the fall in gross revenue. Sales volume was flat at 41.2 MT of which KPC sales at 29.5 MT were 2% lower compare to 1H 2019, and Arutmin at 11.6 MT or increased by 2% YOY.
- Overall production for 1H 2020 was slightly down compared to Q1 2020 at 20.2 MT and Sales were also slightly down at 19.7MT. KPC decreased production to 14.5 MT, and Arutmin produced 5.7 MT in 1H 2020. Sales were down with KPC selling 14.3 MT and Arutmin selling 5.3MT.
- Production Cash Costs overall in 1H 2020 were reduced further to US\$ 30.35/ton from US\$ 34.33/ton in Q1, due to low oil prices and positive negotiations with contractors and suppliers. Production Cash Costs decreased to US\$ 32.80/ton from US\$ 36.17 in Q1 2020 for KPC, and US\$ 24.14/ton from US\$ 29.70/ton for Arutmin.

# BUMI's Operational highlights (Unaudited)

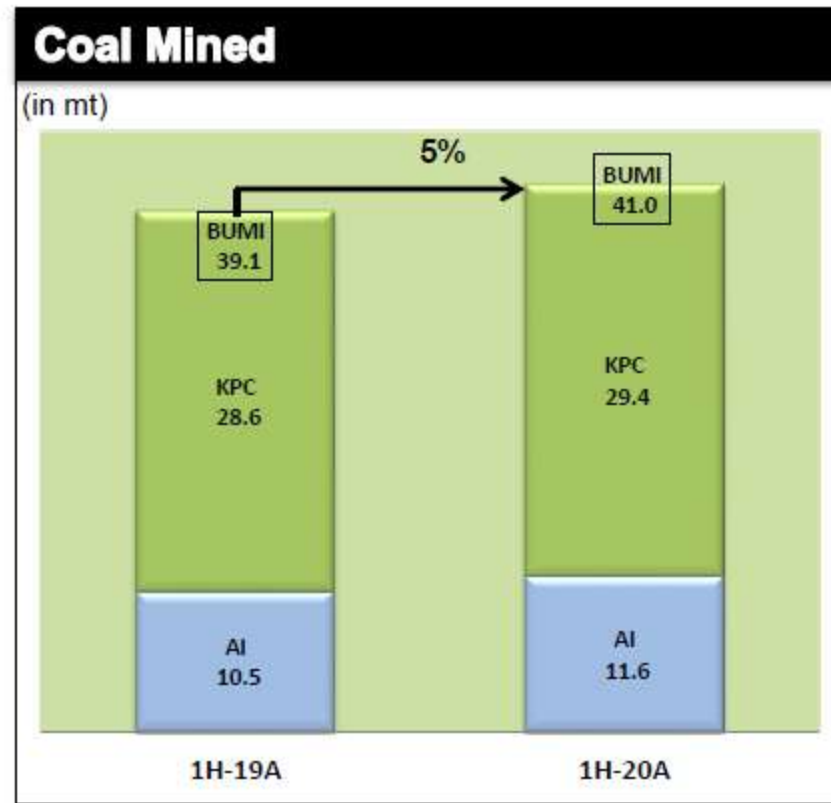
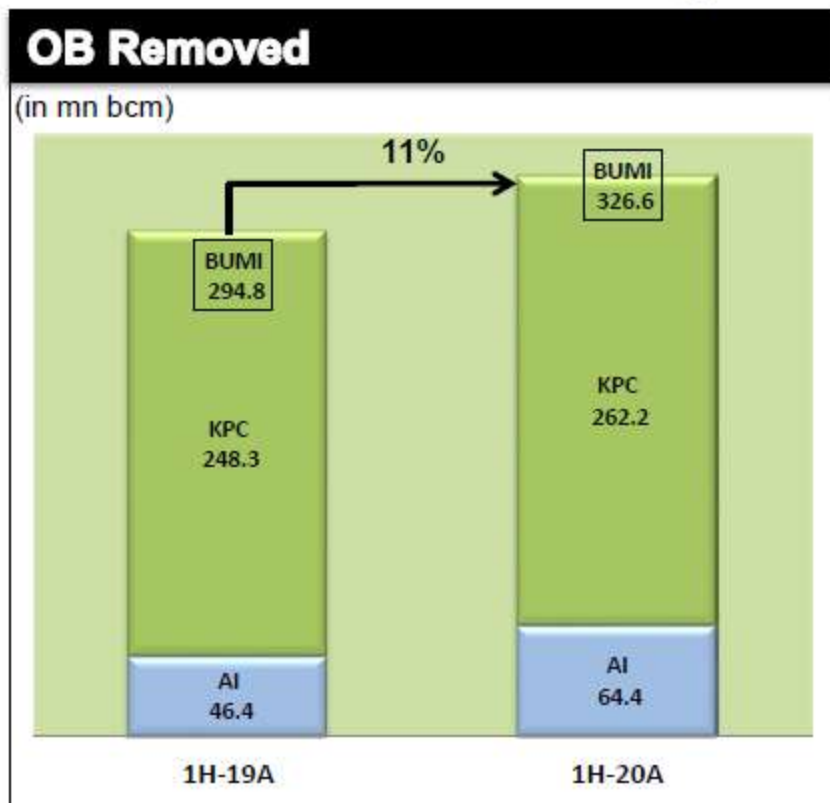
		Q1-20 Actual	Q2-20 Actual	1H-20 Actual	1H-19 Actual	Var
<b>KPC</b>						
Overburden	mbcm	135.1	127.2	262.2	248.3	6%
Strip ratio	bcm/tmined	9.1	8.8	8.9	8.7	3%
Coal Mined	mt	14.9	14.5	29.4	28.6	3%
Coal Sales	mt	15.2	14.3	29.5	30.1	-2%
FOB Prices <sup>1</sup>	\$/t	53.2	49.1	51.2	58.2	-12%
Inventory <sup>2</sup>	mt	1.8	1.9	1.9	1.8	4%
<b>ARUTMIN</b>						
Overburden	mbcm	33.7	30.7	64.4	46.4	39%
Strip ratio	bcm/tmined	5.7	5.4	5.5	4.4	25%
Coal Mined	mt	5.9	5.7	11.6	10.5	11%
Coal Sales	mt	6.3	5.3	11.6	11.4	2%
FOB Prices <sup>1</sup>	\$/t	39.1	32.6	36.1	40.1	-10%
Inventory <sup>2a</sup>	mt	0.5	0.8	0.8	0.8	9%
<b>COMBINED</b>						
Overburden	mbcm	168.8	157.8	326.6	294.8	11%
Strip ratio	bcm/tmined	8.1	7.8	8.0	7.5	5%
Coal Mined	mt	20.8	20.2	41.0	39.1	5%
Coal Sales	mt	21.5	19.7	41.2	41.5	-1%
FOB Prices <sup>1</sup>	\$/t	49.0	44.6	46.9	53.2	-12%
Inventory <sup>2</sup>	mt	2.3	2.7	2.7	2.6	5%

**(100% Consolidated)** 1. Subject to reconciliation process.  
2. Excluding inpit inventory.

2a. Loss due to washing at Senakin mine

# BUMI's Operational Performance (Unaudited)

OB Removal increase due to higher High Grade Coal Sales.

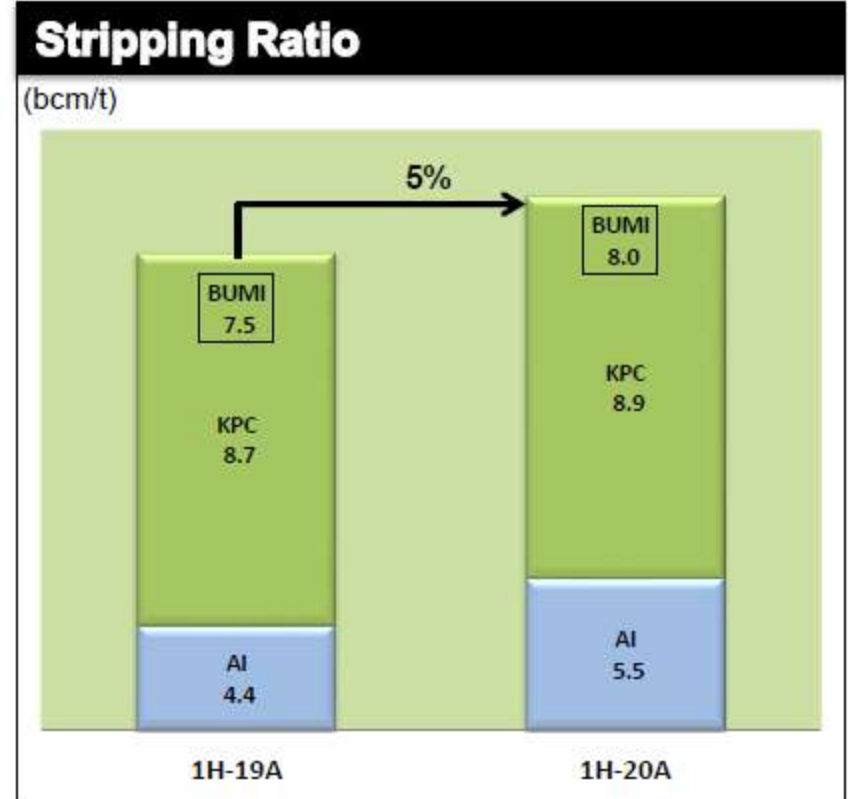
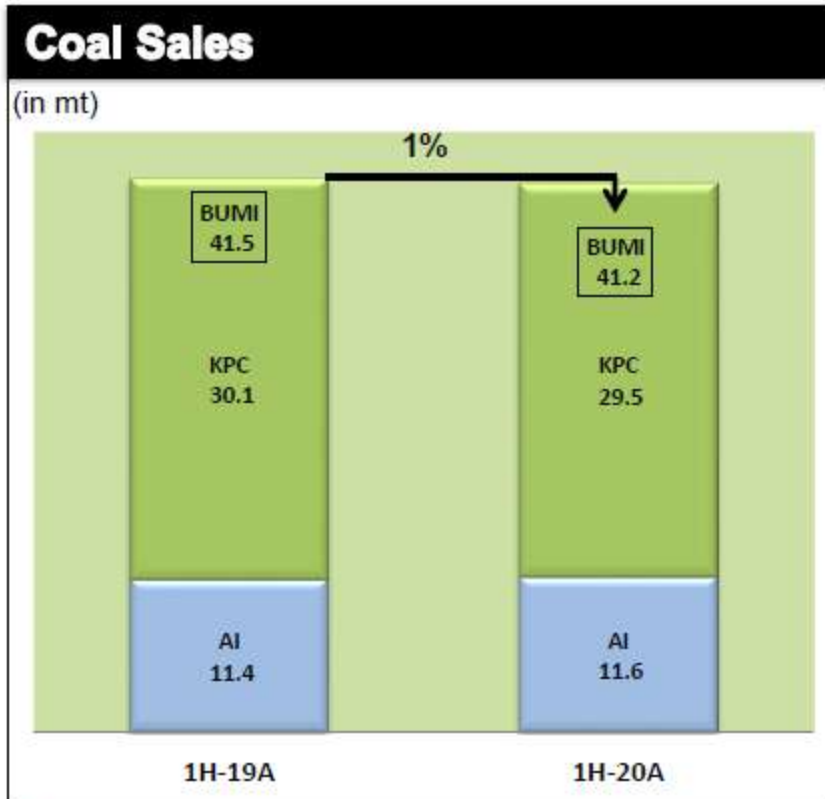


\* 100% Consolidated



# BUMI's Operational Performance (Unaudited)

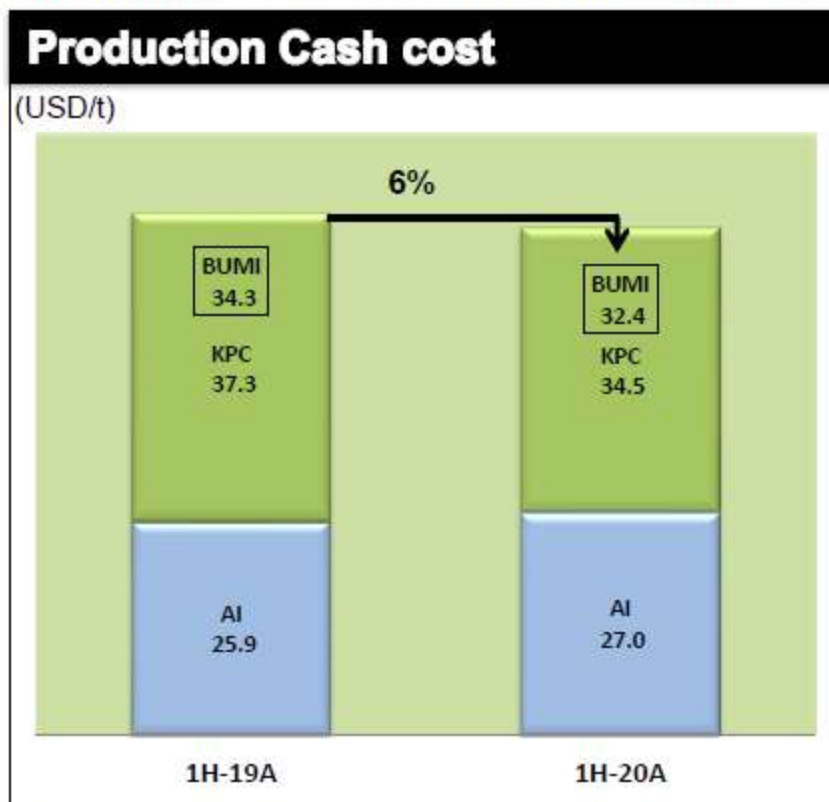
Lower coal demand reduced coal sales.



\* 100% Consolidated

# BUMI's Operational Performance (*Unaudited*)

Production cash cost was lower due to lower fuel price.



\* 100% Consolidated

# TOTAL PLN Receivables (Unaudited)



## COAL COMPANIES RECEIVABLES

AI	75.0	61.9	56.4	70.7	64.8	73.3
KPC	132.2	94.2	57.6	81.2	87.1	44.1
<b>TOTAL</b>	<b>207.2</b>	<b>156.1</b>	<b>114.0</b>	<b>151.9</b>	<b>151.9</b>	<b>117.4</b>

## Over 90 days

AI	13.8	25.3	-	0.4	6.6	12.9
KPC	15.2	6.4	0.8	4.6	1.0	3.7
<b>TOTAL</b>	<b>29.0</b>	<b>31.8</b>	<b>0.8</b>	<b>5.0</b>	<b>7.6</b>	<b>16.6</b>

### Notes:

1. Start from June 2020, Arutmin receivables including Antam & SMI.
2. KPC 1H-20 is balance of 28 June 20.
3. AI 1H-20 is balance of 30 June 20

# BUMI's Average Selling Prices (ASP) *(Unaudited)*

## Weighted Average Selling Prices

(in US\$ per ton)	2017	2018	2019	1H-2019	1H-2020
ASPs (exc. Ecocoal)	\$ 67.5	\$ 69.4	\$ 58.8	\$ 61.8	\$ 52.4
Ecocoal	\$ 33.5	\$ 33.4	\$ 33.4	\$ 33.2	\$ 29.0
<b>ASPs KPC+AI</b>	<b>\$ 58.0</b>	<b>\$ 59.2</b>	<b>\$ 51.7</b>	<b>\$ 53.2</b>	<b>\$ 46.9</b>

**Note:**

- Average Selling Prices is based on FOB price excluding government royalty.

# BUMI's Production Cash Cost (US\$/t) *(Unaudited)*

- Calculated by dividing the production cash costs with the companies' coal mined.
- Starting in 2016, KPC's cash cost was including handling fees.
- Royalty and Commission not included.

**Cash Cost remains under control.**

(in US\$ per ton)	2017	2018	2019	1H-2019	1H-2020
AI	\$ 26.5	\$ 30.3	\$ 29.6	\$ 25.9	\$ 27.0
KPC	\$ 33.5	\$ 37.3	\$ 36.9	\$ 37.3	\$ 34.5
<b>BUMI</b>	<b>\$ 31.4</b>	<b>\$ 35.1</b>	<b>\$ 34.7</b>	<b>\$ 34.3</b>	<b>\$ 32.4</b>

# Production Cash Costs - 100% Basis

## Cash cost of Goods Sold/Tonnage (*Unaudited*)

1H-20 production cash costs overall were down compare to 1H-19 due to low oil prices and positive negotiations with contractors and suppliers.

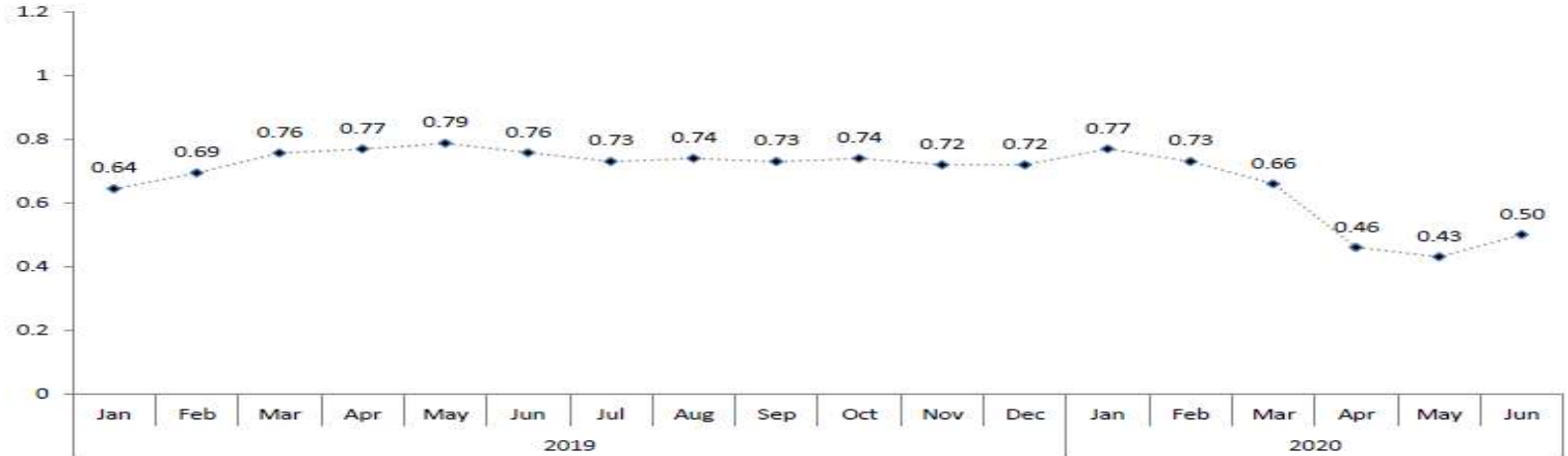
Descriptions	1H-19		1H-20		Var of		Q3-19		Q4-19		Q1-20		Q2-20	
	US\$/Coal mined	US\$/OB	US\$/Coal mined	US\$/OB	US\$/Coal mined	%	US\$/Coal mined	US\$/OB	US\$/Coal mined	US\$/OB	US\$/Coal mined	US\$/OB	US\$/Coal mined	US\$/OB
Arutmin	25.9	5.8	27.0	4.9	1.0	4%	28.9	5.1	35.0	7.2	29.7	5.2	24.1	4.5
KPC	37.3	4.3	34.5	3.9	(2.8)	-8%	36.1	4.1	36.8	4.2	36.2	4.0	32.8	3.7
<b>Grand Total (KPC &amp; AI)</b>	<b>34.3</b>	<b>4.5</b>	<b>32.4</b>	<b>4.1</b>	<b>(1.9)</b>	<b>-6%</b>	<b>34.0</b>	<b>4.3</b>	<b>36.2</b>	<b>4.9</b>	<b>34.3</b>	<b>4.2</b>	<b>30.3</b>	<b>3.9</b>

**Note:**

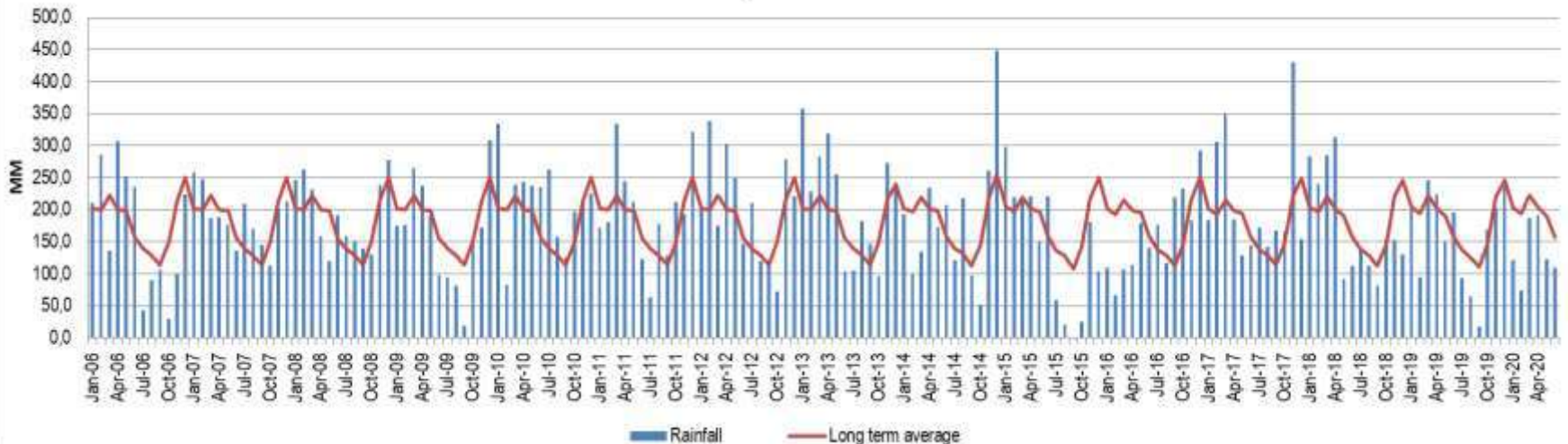
1. Arutmin's Production Cash Costs 1H-20 was up to \$27.0/t from \$25.9/t in 1H-19 due to deferred costs in 1H-19 amounted to \$24Mn or \$2.3/t.
2. Q4-19 Arutmin's Production Cash Costs up due to no extension of mining licence and full high grade coal production.
3. Royalty and Commission not included.

# Fuel Prices & Sangatta Rainfall

\$/Lt



Sangatta Rainfall



## 1H'20 Performance

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# Bumi's Financial Highlights *(Unaudited)*

## Current Reporting Standards

In million US\$

### STATEMENTS OF PROFIT OR LOSS

	1H-2020	1H-2019	%
Revenue	440.4	481.4	-9%
Cost of Revenue	(407.8)	(366.8)	11%
Gross Profit	32.6	114.5	-72%
Operating Income	2.4	82.4	-97%

### Net Income Attributable to:

*Owners of The Parent	(86.1)	80.7	-207%
Non-controlling Interest	0.7	9.2	-92%
<b>Net</b>	<b>(85.4)</b>	<b>89.9</b>	<b>-195%</b>

### STATEMENTS OF FINANCIAL POSITION

	Jun 2020	Dec 2019	%
Current Assets	370.4	454.0	-18%
Non-Current Assets	3,209.9	3,248.8	-1%
<b>Total Assets</b>	<b>3,580.3</b>	<b>3,702.8</b>	<b>-3%</b>
Current Liabilities	1,340.5	1,172.8	14%
Non-Current Liabilities	1,761.9	2,020.0	-13%
<b>Total Liabilities</b>	<b>3,102.4</b>	<b>3,192.9</b>	<b>-3%</b>
Equity - Net	477.9	509.9	-6%
<b>Total Liabilities &amp; Equity</b>	<b>3,580.3</b>	<b>3,702.8</b>	<b>-3%</b>

- Reported Net Profit of PT Bumi Resources, Tbk.
- On June 30, 2020, the Management has reclassified freight expenses for the six month period ended June 30, 2019.

# Bumi's Financial Highlights *(Unaudited)*

## Consolidated (100% KPC & Arutmin)

In million US\$

### STATEMENTS OF PROFIT OR LOSS

	1H-2020	1H-2019	%
Revenue	1,971.9	2,274.5	-13%
Cost of Revenue	(1,733.8)	(1,867.1)	-7%
Gross Profit	238.1	407.4	-42%
Operating Income	132.7	298.2	-55%

### Net Income Attributable to:

*Owners of The Parent	(86.1)	80.7	-207%
Non-controlling Interest	33.4	56.9	-41%
<b>Net</b>	<b>(52.7)</b>	<b>137.5</b>	<b>-138%</b>

### STATEMENTS OF FINANCIAL POSITION

	Jun 2020	Dec 2019	%
Current Assets	941.2	998.8	-6%
Non-Current Assets	3,662.4	3,472.0	5%
<b>Total Assets</b>	<b>4,603.7</b>	<b>4,470.8</b>	<b>3%</b>
Current Liabilities	2,185.7	1,818.7	20%
Non-Current Liabilities	1,763.5	1,928.2	-9%
<b>Total Liabilities</b>	<b>3,949.2</b>	<b>3,746.9</b>	<b>5%</b>
Equity - Net	654.5	723.8	-10%
<b>Total Liabilities &amp; Equity</b>	<b>4,603.7</b>	<b>4,470.8</b>	<b>3%</b>

- Reported Net Profit of PT Bumi Resources, Tbk.
- On June 30, 2020, the Management has reclassified freight expenses for the six month period ended June 30, 2019.

# Bumi's Financial Highlights *(Unaudited)*

## Consolidated (100% KPC & Arutmin)

In million US\$

### STATEMENTS OF PROFIT OR LOSS

	Q2-2020	Q2-2019	%
Revenue	894.9	1,154.0	-22%
Cost of Revenue	(784.6)	(943.2)	-17%
Gross Profit	110.3	210.9	-48%
Operating Income	60.4	156.5	-61%

### Net Income Attributable to:

*Owners of The Parent	(51.0)	32.2	-258%
Non-controlling Interest	15.5	26.5	-42%
Net	(35.5)	58.8	-160%

### STATEMENTS OF FINANCIAL POSITION

	Jun 2020	Dec 2019	%
Current Assets	941.2	998.8	-6%
Non-Current Assets	3,662.4	3,472.0	5%
<b>Total Assets</b>	<b>4,603.7</b>	<b>4,470.8</b>	<b>3%</b>
Current Liabilities	2,185.7	1,818.7	20%
Non-Current Liabilities	1,763.5	1,928.2	-9%
<b>Total Liabilities</b>	<b>3,949.2</b>	<b>3,746.9</b>	<b>5%</b>
Equity - Net	654.5	723.8	-10%
<b>Total Liabilities &amp; Equity</b>	<b>4,603.7</b>	<b>4,470.8</b>	<b>3%</b>

- Reported Net Profit of PT Bumi Resources, Tbk.
- On June 30, 2020, the Management has reclassified freight expenses for the six month period ended June 30, 2019.

# Bumi's Financial Highlights (*Unaudited*)

## Consolidated and Current Reporting Standards

In million US\$

STATEMENTS OF PROFIT OR LOSS	
1H-2020	
Consolidated	Current Reporting Standards

Revenue	1,971.9	440.4
Cost of Revenue	(1,733.8)	(407.8)
Gross Profit	238.1	32.6
Operating Income	132.7	2.4

### Net Income Attributable to:

*Owners of The Parent	(86.1)	(86.1)
Non-controlling Interest	33.4	0.7
<b>Net</b>	<b>(52.7)</b>	<b>(85.4)</b>

- Reported Net Profit of PT Bumi Resources, Tbk.

### Notes:

CRS: Arutmin is consolidated from 01 Jan 2018, KPC equity accounted.  
Consolidated: Includes 100% KPC & Arutmin.

STATEMENTS OF FINANCIAL POSITION	
Jun 2020	
Consolidated	Current Reporting Standards

Current Assets	941.2	370.4
Non-Current Assets	3,662.4	3,209.9
<b>Total Assets</b>	<b>4,603.7</b>	<b>3,580.3</b>
Current Liabilities	2,185.7	1,340.5
Non-Current Liabilities	1,763.5	1,761.9
<b>Total Liabilities</b>	<b>3,949.2</b>	<b>3,102.4</b>
Equity - Net	654.5	477.9
<b>Total Liabilities &amp; Equity</b>	<b>4,603.7</b>	<b>3,580.3</b>

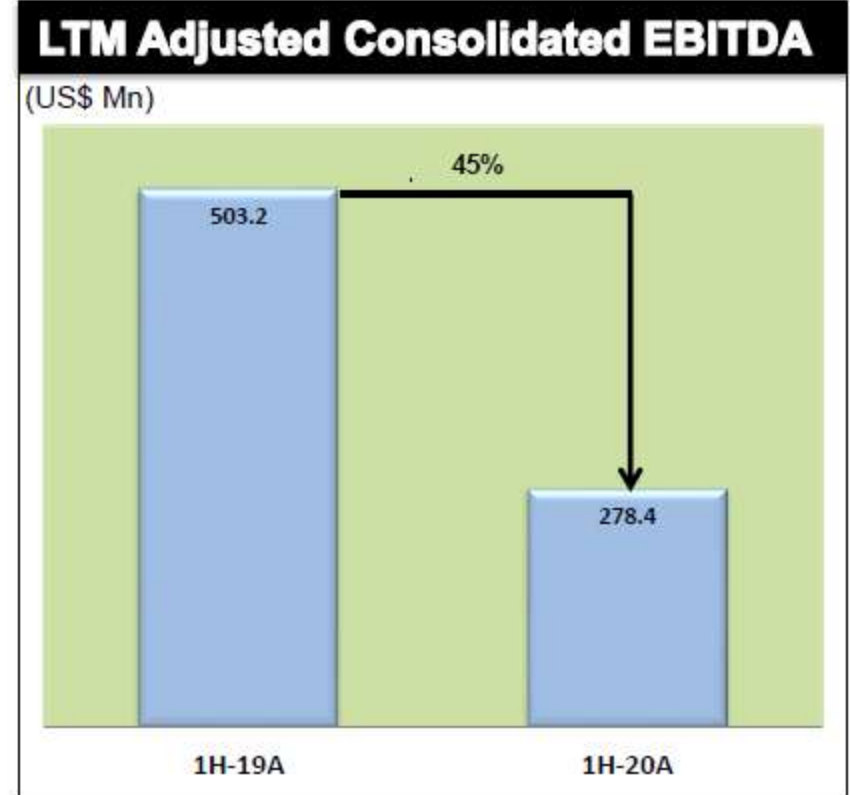
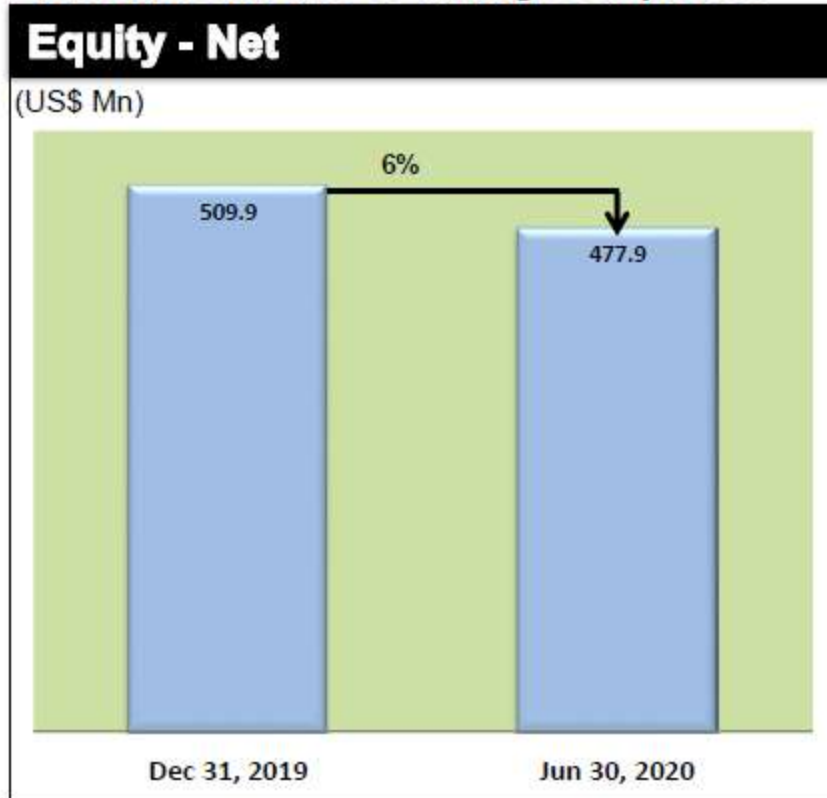
# Consolidated : Performance at a Glance

Revenue	USD 1,971.9 million vs USD 2,274.5 million or decreased by 13%
Cost of Revenue	USD 1,733.8 million vs USD 1,867.1 million or decreased by 7%
Gross Profit	USD 238.1 million vs USD 407.4 million or decreased by 42%
Operating Expenses	USD 105.4 million vs USD 109.2 million or decreased by 3%
Operating Income	USD 132.7 million vs USD 298.2 million or decreased by 55%
Operating Margin (% to revenue)	6.7% vs 13.1%
Income Before Tax	USD (2.9)million vs USD 230.4 million, decreased by 101%
Income For The Period	decreased by 138% to USD (52.7)million vs USD 137.5 million, or decreased by USD 190.3 million
Net Income Attributable to Owners of The Parent	decreased by 207% to USD (86.1)million compared with USD 80.7 million, or decreased by USD 166.8 million

- On June 30, 2020, the Management has reclassified freight expenses for the six month period ended June 30, 2019.

# Bumi's Financial Highlights *(Unaudited)*

EBITDA down due to falling coal prices.



\* 12 months period

# Bumi's Consolidated EBITDA *(Unaudited)*

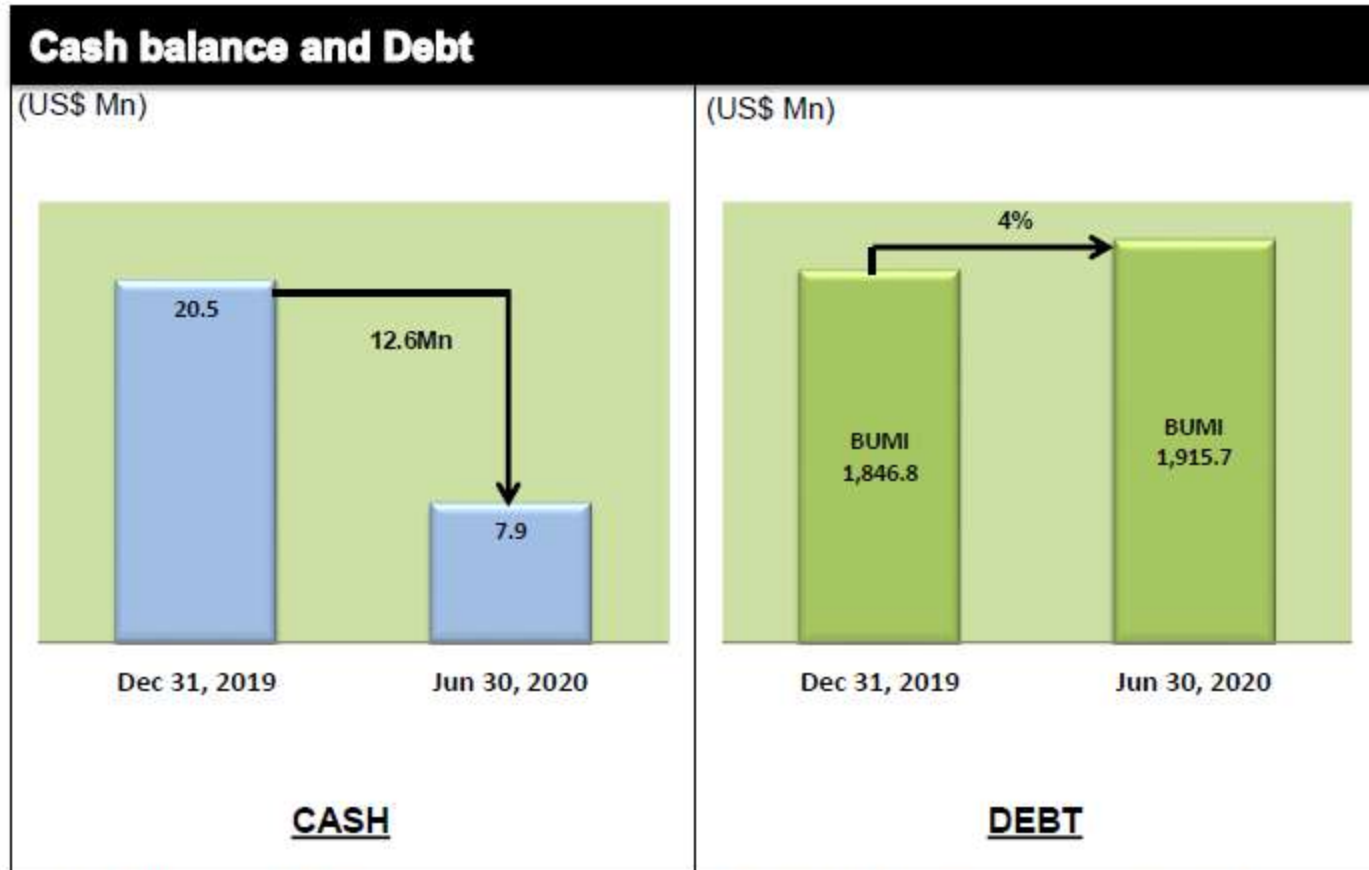
Over \$570 mn in LTM EBITDA generated by coal companies on 100% basis.

(US\$ Mn)

Description	100% Basis				Proportionate			
	Q3-19	Q4-19	Q1-20*	Q2-20*	Q3-19	Q4-19	Q1-20*	Q2-20*
KPC (51%)	139.6	107.7	154.4	144.4	71.2	54.9	78.7	73.6
AI (90%)	33.7	(34.9)	15.8	9.4	30.3	(31.4)	14.2	8.4
BUMI	(4.2)	(8.6)	(5.1)	(3.7)	(4.2)	(8.6)	(5.1)	(3.7)
<b>Consolidated</b>	<b>169.1</b>	<b>64.2</b>	<b>165.0</b>	<b>150.0</b>	<b>97.3</b>	<b>14.9</b>	<b>87.8</b>	<b>78.3</b>

\*Start 2020 EBITDA calculation already adopted PSAK 73 under new accounting standard.

# BUMI Stand Alone Cash Balance and Debt (Unaudited)



- Excluding Gallo's deposit.

- Including deemed interest and capitalized interest Tranche A, B, C and OWK.



# BUMI Indebtedness

## As of 31 March 2020 (Unaudited)

Expressed in US\$ Mn

	Effective date 11 Dec 17	Capitalized interest	Principal payment/ OWK's conversion and Amortization	Balance at 30 Jun 20
<b>LIABILITIES</b>				
Tranche A	595.5	-	(195.8)	399.7
Tranche B	637.9	129.3	-	767.2
Tranche C	440.0	89.5	-	529.4
	1,673.4	218.8	(195.8)	1,696.4
CVR	100.0	-	-	100.0
OWK's Deemed & Capitalized Interest	19.6	99.7	-	119.3
	1,793.0	318.5	(195.8)	1,915.7
<hr/>				
OWK Principal	639.0	-	(26.2)	612.8

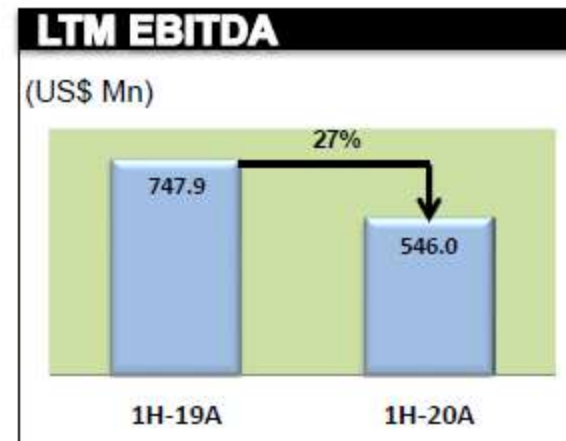
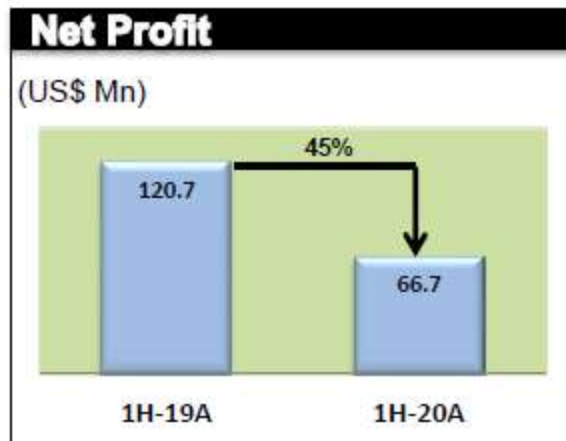
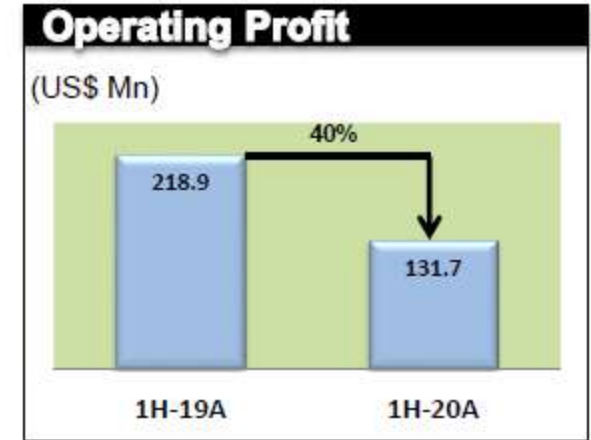
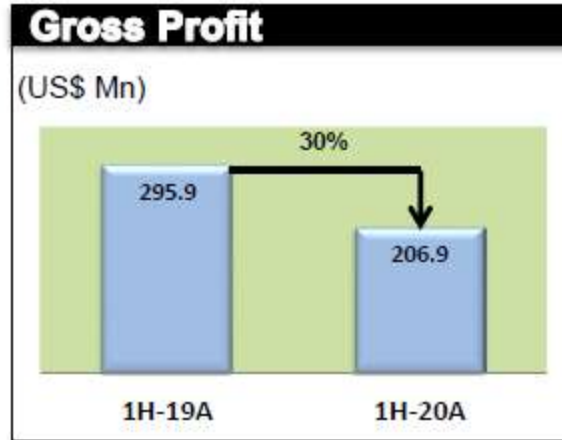
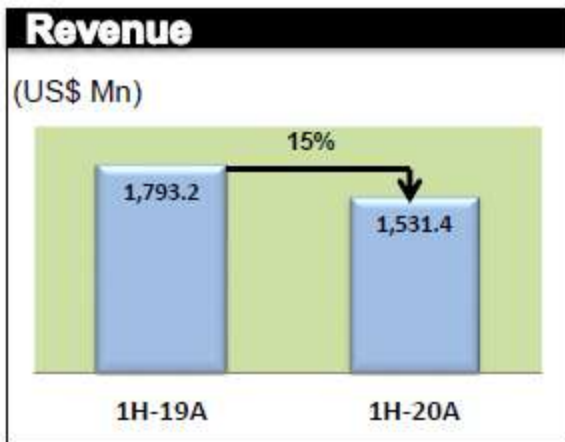
**Notes:**

1. On July 29, 2020, USD 2.6 million OWK/MCB was effectively converted to shares.
2. Innovate's MCB balance at 8 Jul 2020 was USD716 Mn.
3. Repayment profile dependent on COVID 19 economic effect.

# PT KALTIM PRIMA COAL

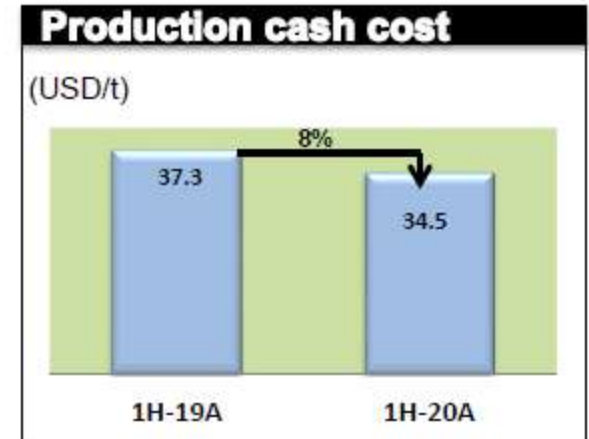
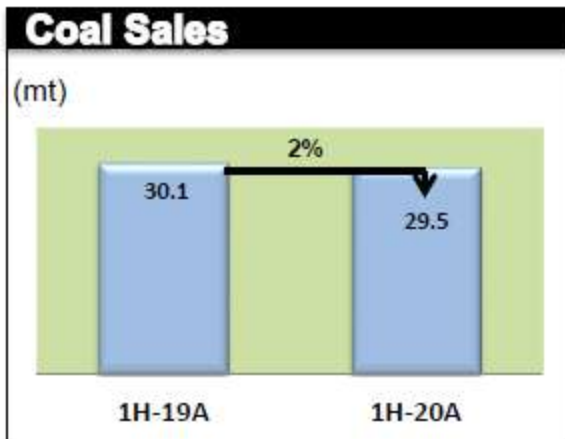
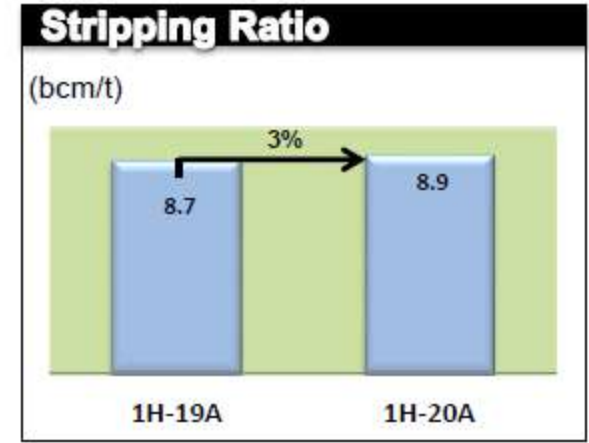
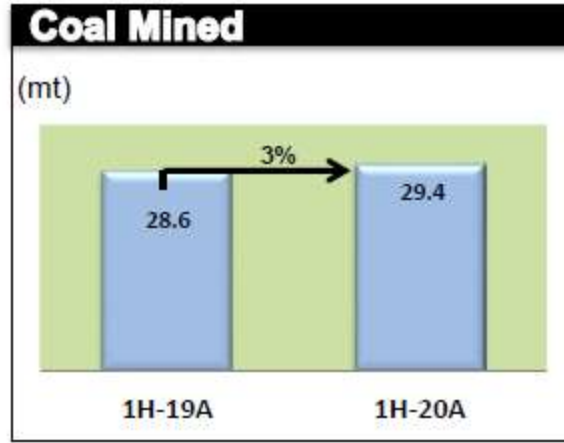
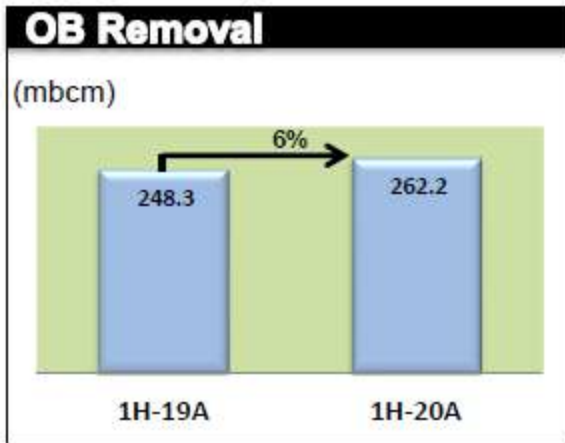


# KPC's Financial Highlights (Unaudited)



\* 12 months period

# KPC's Operational Highlights (Unaudited)



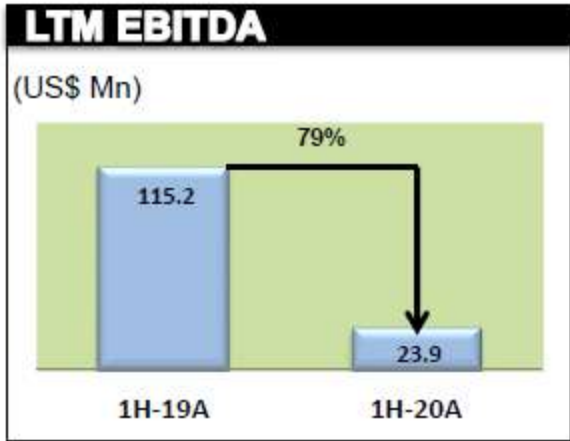
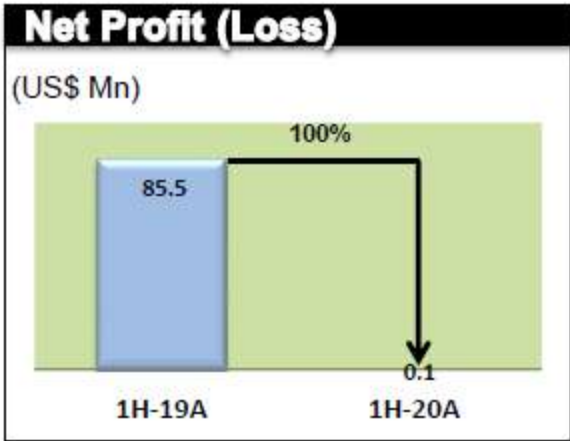
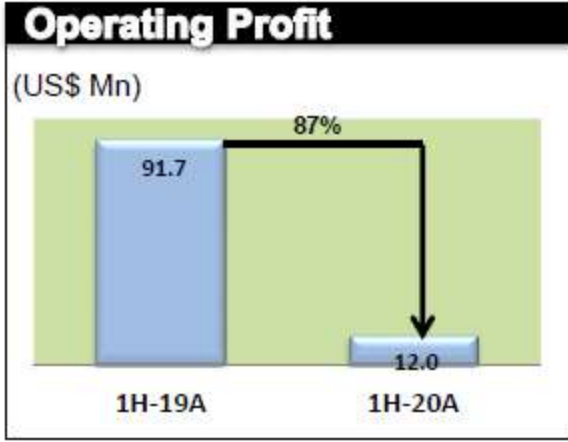
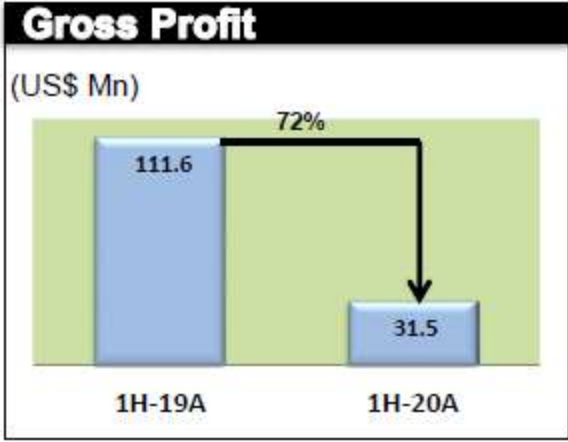
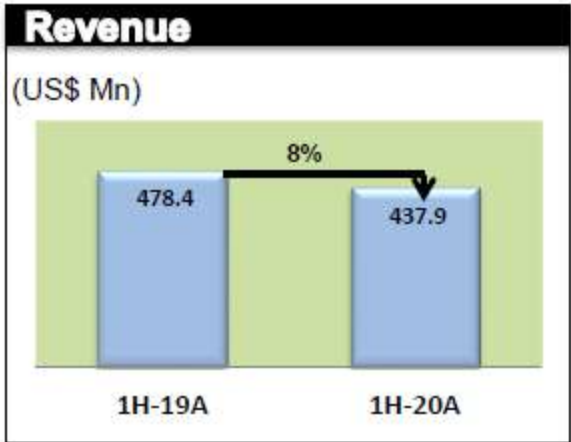
# KPC's PLN Receivables (Unaudited)



# PT ARUTMIN INDONESIA

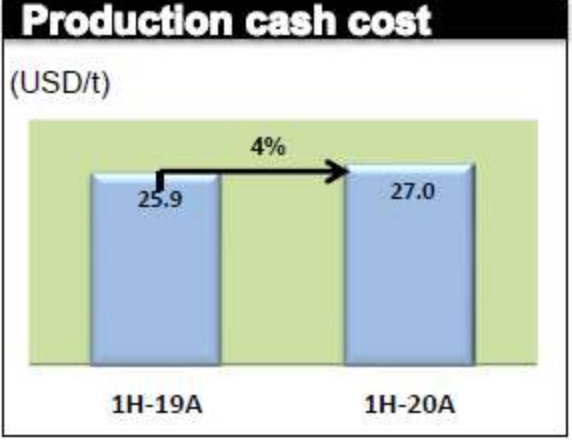
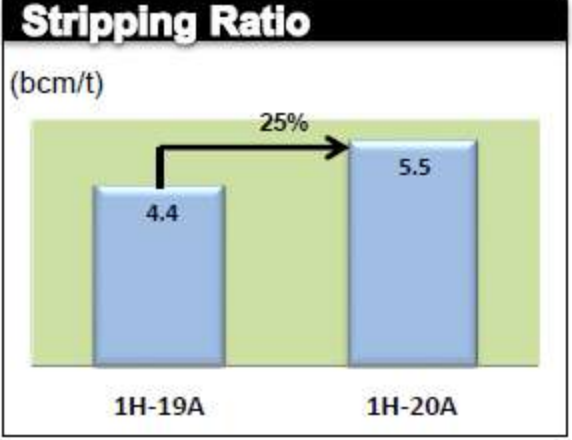
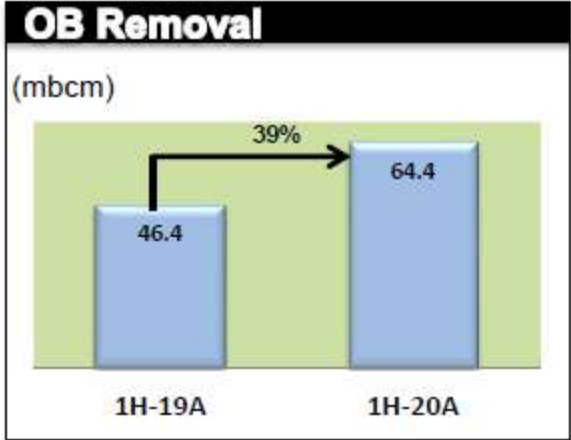


# Arutmin's Financial Highlights (Unaudited)



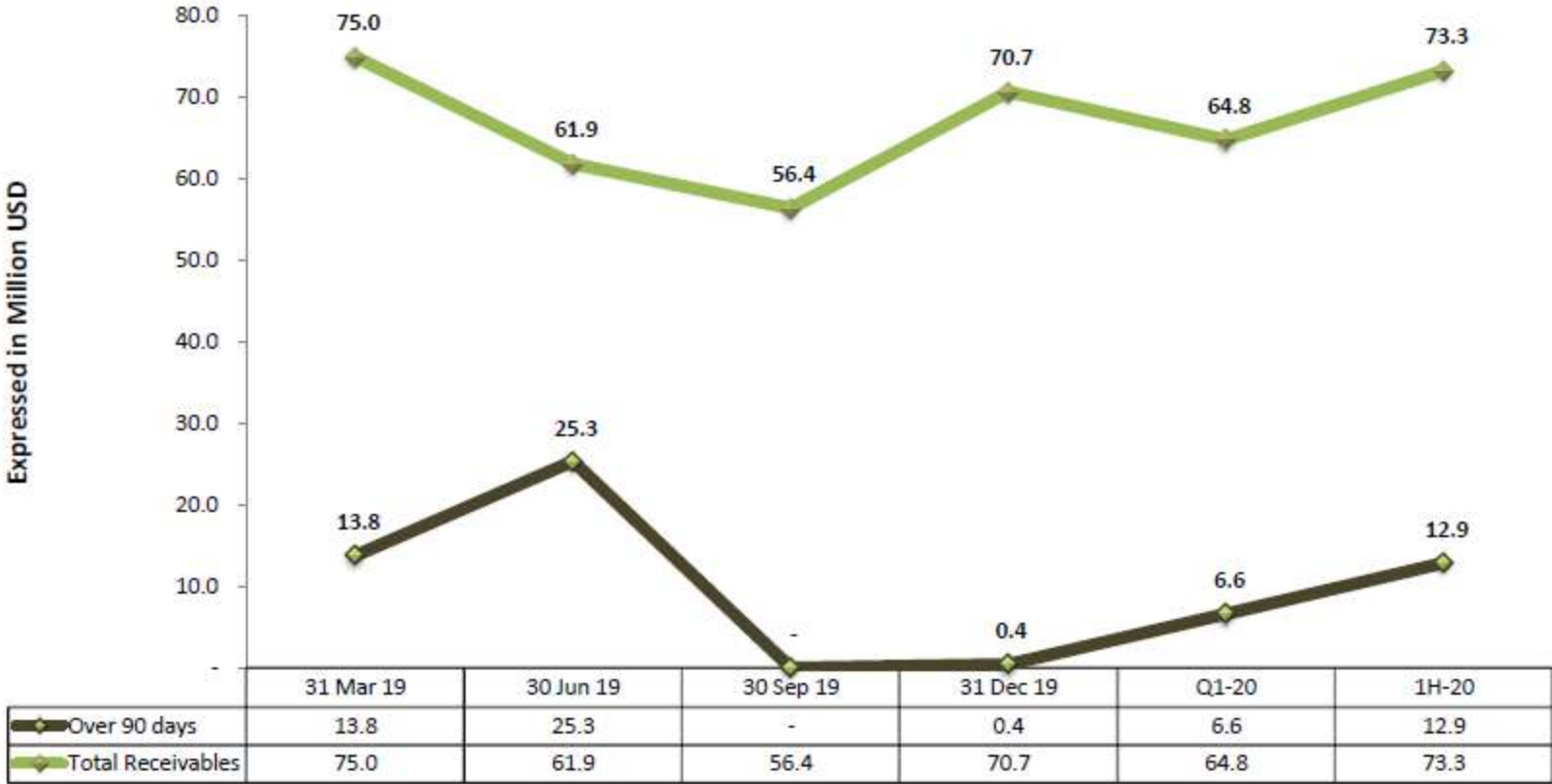
\* 12 months period

# Arutmin's Operational Highlights (Unaudited)





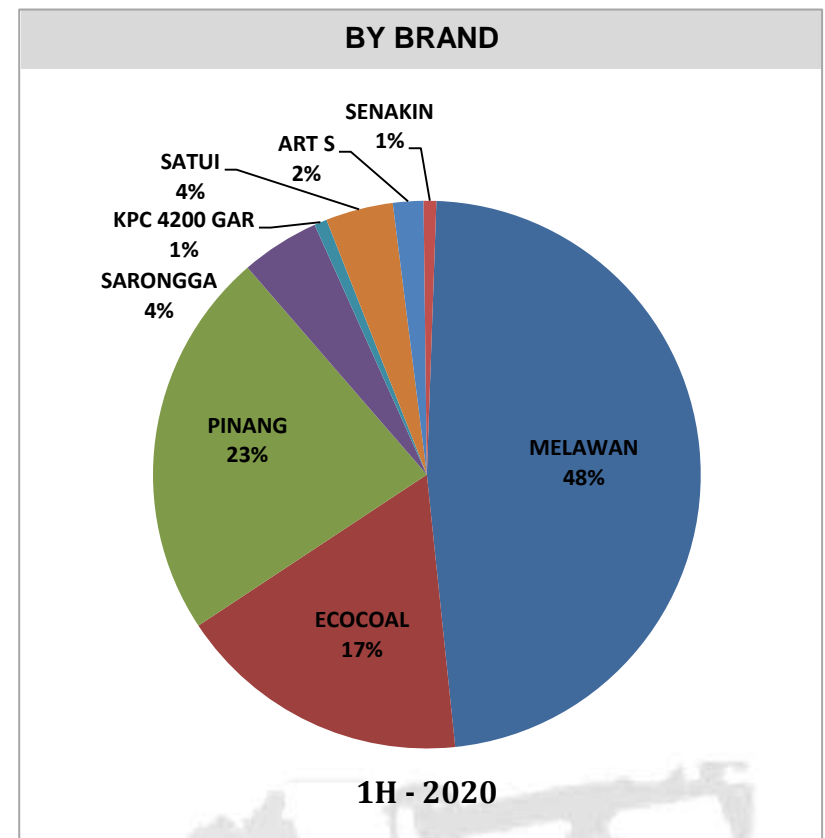
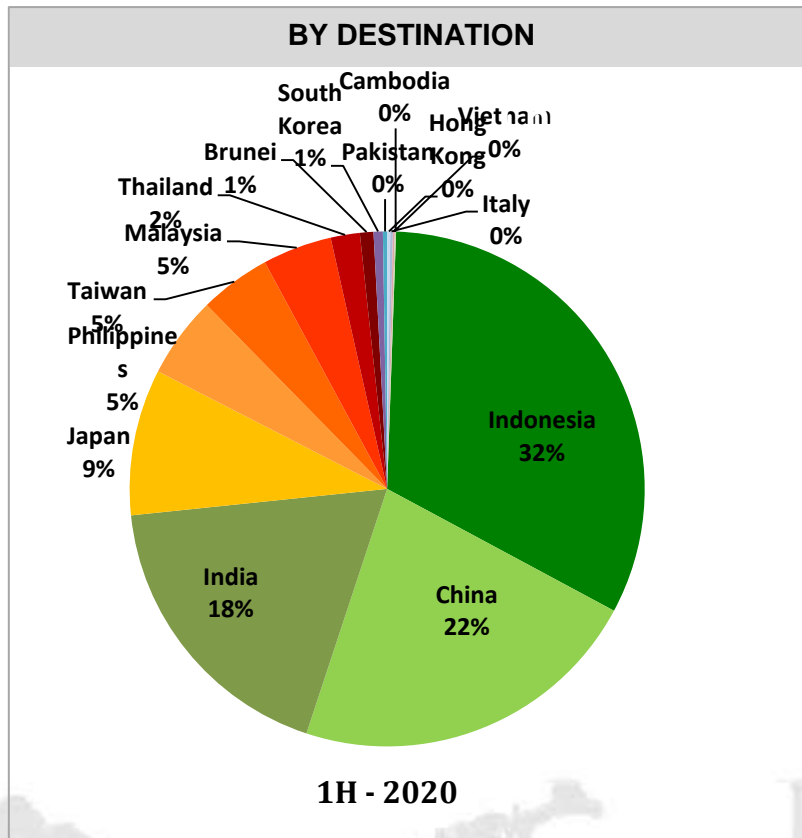
# Arutmin's PLN Receivables (Unaudited)



\*Start from June 2020, Arutmin receivables including Antam & SMI.

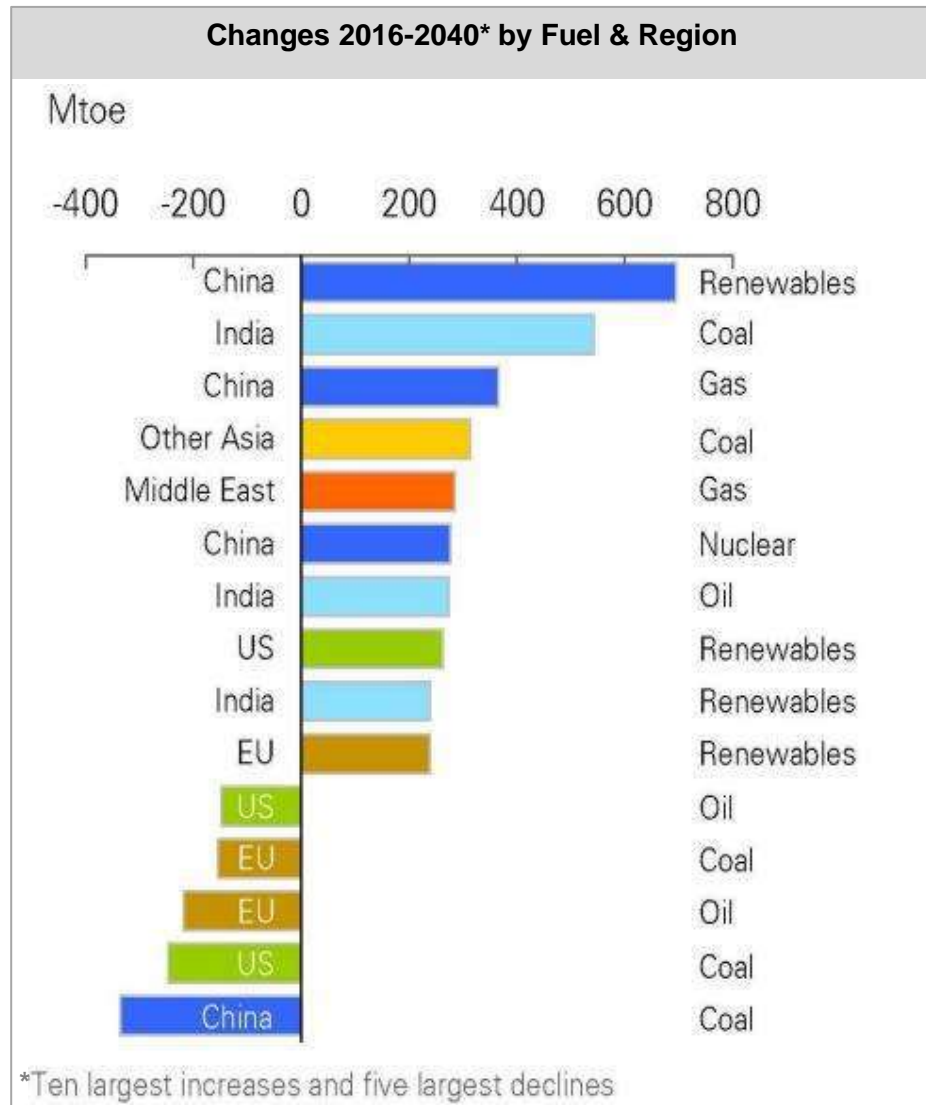
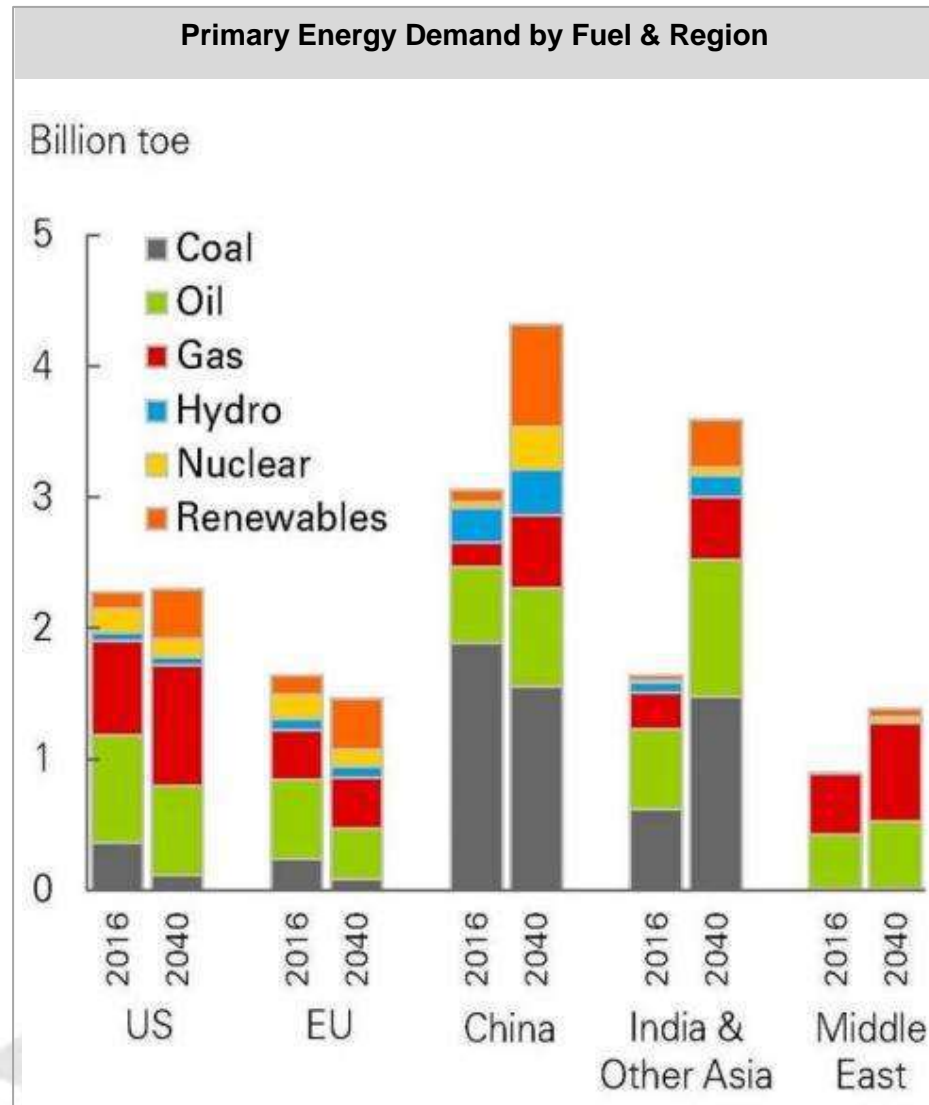
# Combined Coal Sales 1H - 2020

- Our Coal major consumption is Domestic (Indonesia), around 13 million tonnes. It is expected that there will be a continuing increase of demand for coal.
- Indonesia is one of the world's largest thermal coal producers supported by quality and significant reserves to meet the world coal demand
- Particularly China and India are our major export customers.



# Long Term Coal Demand – a view

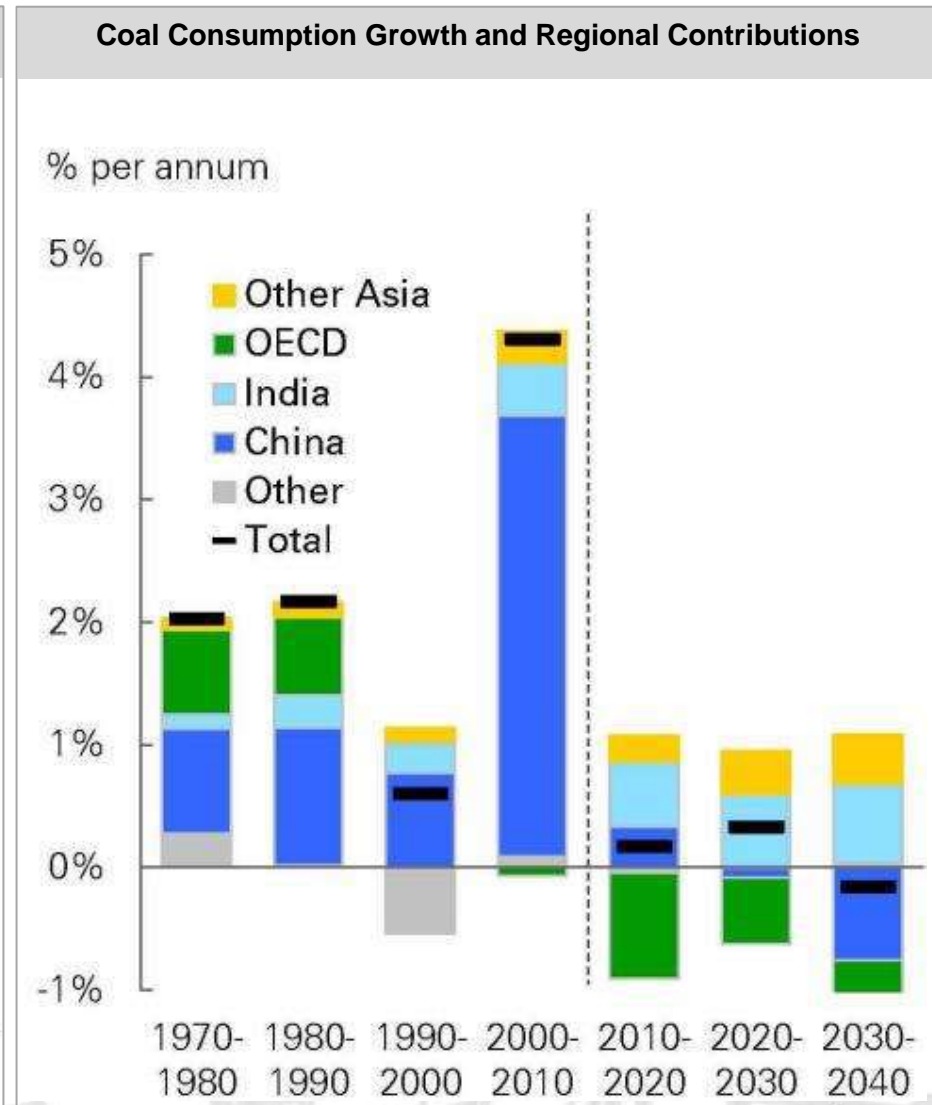
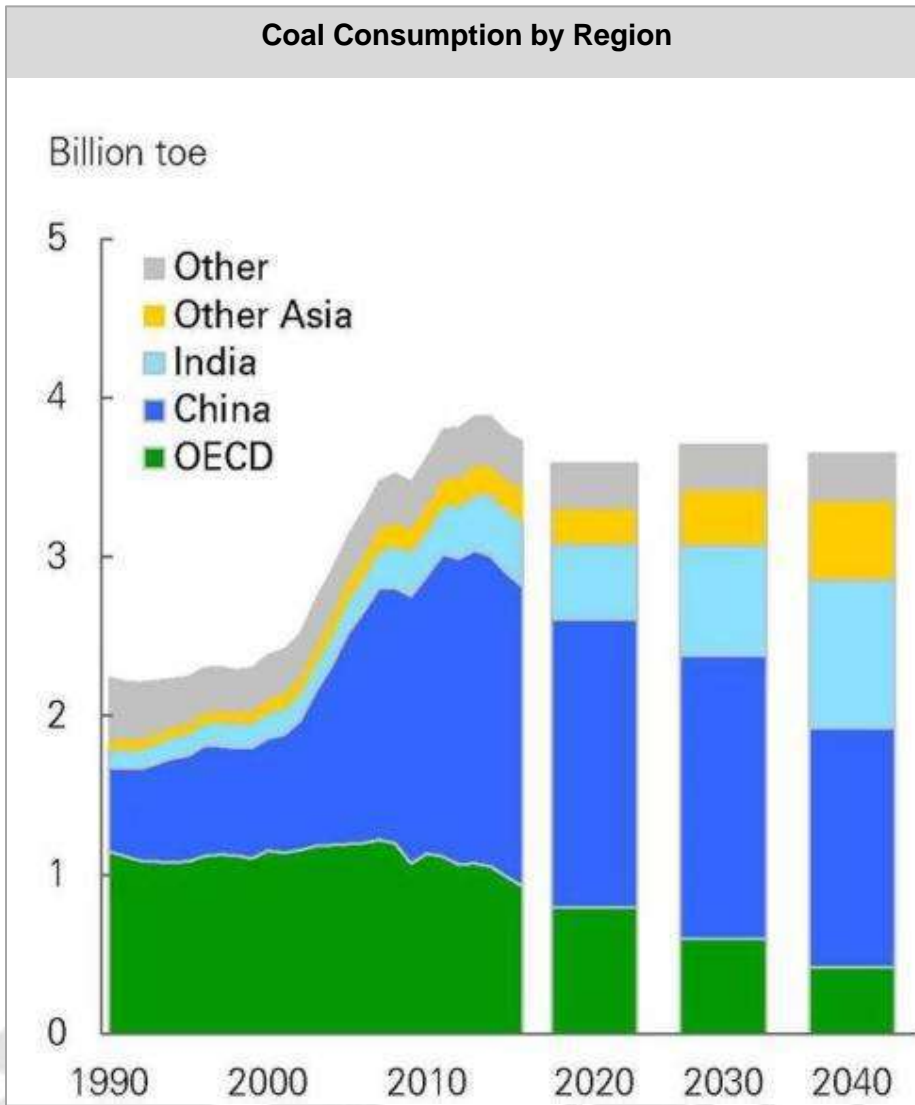
## DIFFERENCES IN THE FUEL MIX ACROSS REGIONS



Source : BP Energy Outlook 2018

# Long Term Coal Demand – a view

GLOBAL COAL DEMAND FLATLINES, WITH FALLS IN CHINA AND OECD



Source : BP Energy Outlook 2018

# Long Term Coal Demand – an independent view

## China Slowing

1. The regions accounting for the majority of the growth in global energy demand: China, and India & other emerging Asia –all start with relatively coal-intensive fuel mixes.
2. In contrast, the share of coal within India and other emerging Asia is largely unchanged, such that coal demand increases along with overall energy demand.
3. In the ET scenario, China's energy demand is projected to grow by just 1.5% p.a., less than a quarter of its growth rate over the past 20 years. China's energy mix also changes significantly, driven by its shifting economic structure and its commitment to move to cleaner, lower carbon fuels.
4. In contrast, renewable energy, together with nuclear and hydro, account for over 80% of the increase in China's energy demand out to 2040. Renewables overtake oil to become the second largest energy source in China.

## Offset by increases in India and other Asia

1. Growth in global coal consumption slows sharply relatively to the past, with falls in China and OECD offset to a greater or lesser extent by increasing demand in India and other emerging Asia.
2. Much of that slowing is driven by China, where coal consumption is broadly flat over the next 10 years or so, before declining thereafter. Even so, China remains the world's largest market for coal, accounting for 40% of global coal demand in 2040.
3. In contrast, coal demand within India and other emerging Asian economies increases, as these economies continue to industrialize and electrify their economies. India is the largest growth market for coal, with its share of global coal demand more than doubling from a little over 10% in 2016 to around a quarter by 2040.

Source : BP Energy Outlook 2018

**Comment :** Banks increasingly reluctant to fund coal related projects → hence supply can be challenging over medium-term and coal price could continue to be buoyant.

: Trend as of June 2018 → a) 19 Banks have stopped direct financing to new coal mines projects worldwide

b) 16 Banks have stopped direct financing to new coal plants projects worldwide

# International Coal Prices

## International Coal Price 1 Jan '09 - 21 Aug '20



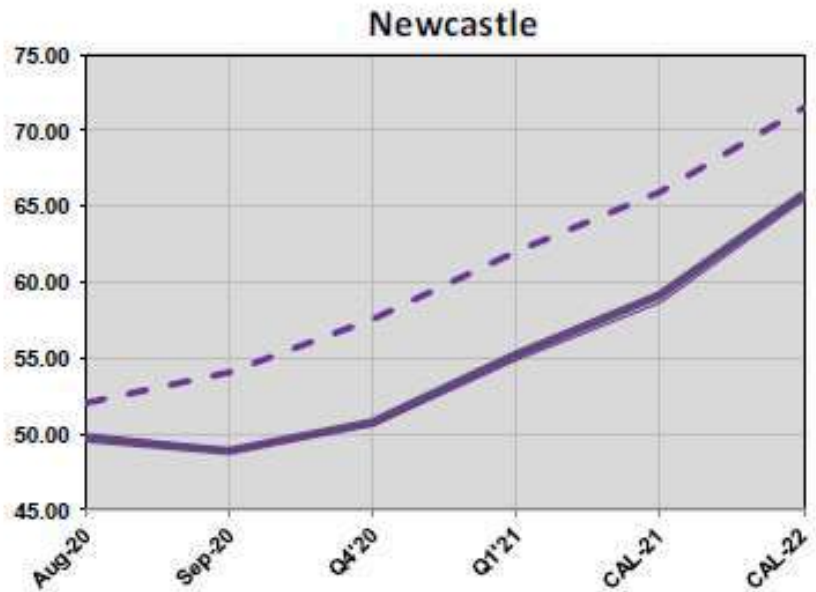
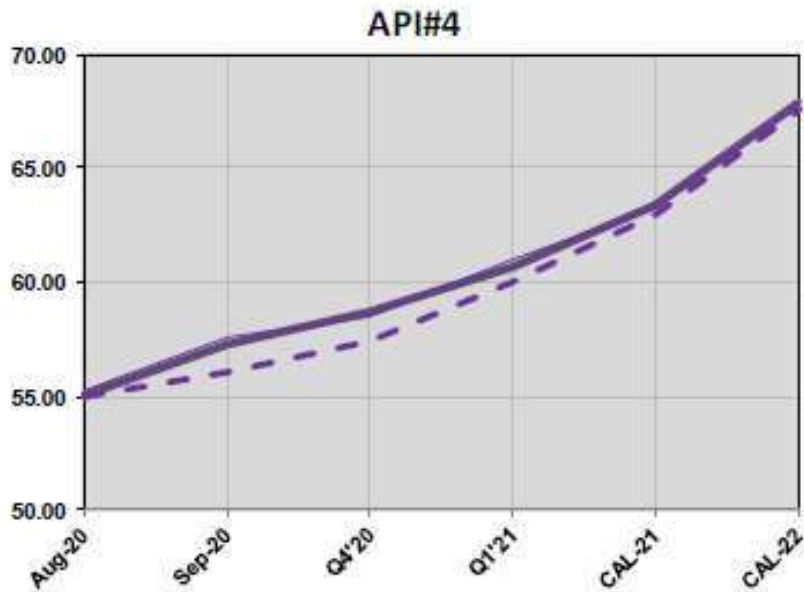
# Forward Coal Price → 2020 : Strong

## Macquarie Coal Forward Price as 25 Aug 2020

Green mid = move up from prev day. Red = move down from prev day.

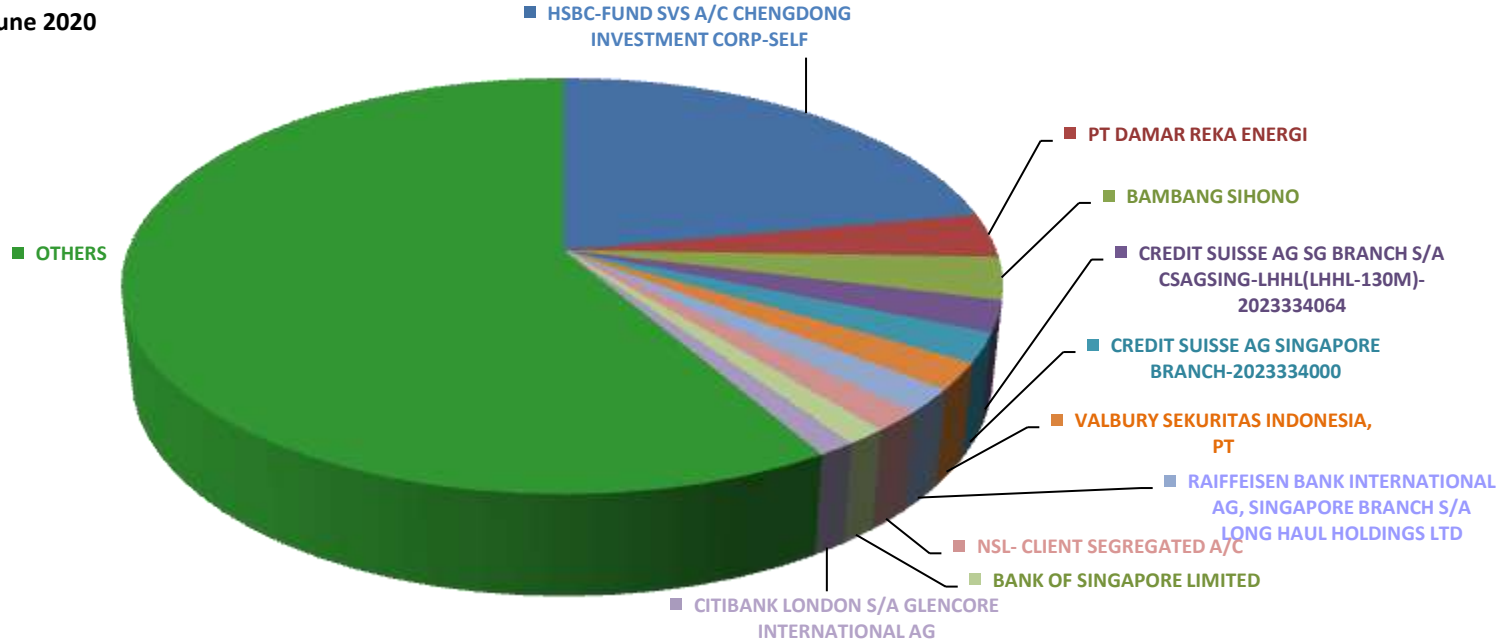
US\$/mt	API#4				NEWC			
	today	change	prev month	change	today	change	prev month	change
Aug-20	55.00	(0.25)	55.00	-	49.70	(0.30)	52.00	(2.30)
Sep-20	57.25	(0.30)	56.00	1.25	48.90	-	54.00	(5.10)
Q4'20	58.65	0.15	57.40	1.25	50.75	0.25	57.50	(6.75)
Q1'21	60.65	(0.35)	60.00	0.65	55.25	0.35	62.00	(6.75)
CAL-21	63.40	0.15	63.00	0.40	59.10	0.50	66.00	(6.90)
CAL-22	67.90	0.15	67.60	0.30	65.75	0.40	71.50	(5.75)

BOLD LINE = Today, THIN LINE = Previous Day, DOTTED LINE = Previous Month



# BUMI Shareholders

Data is as of 30 June 2020

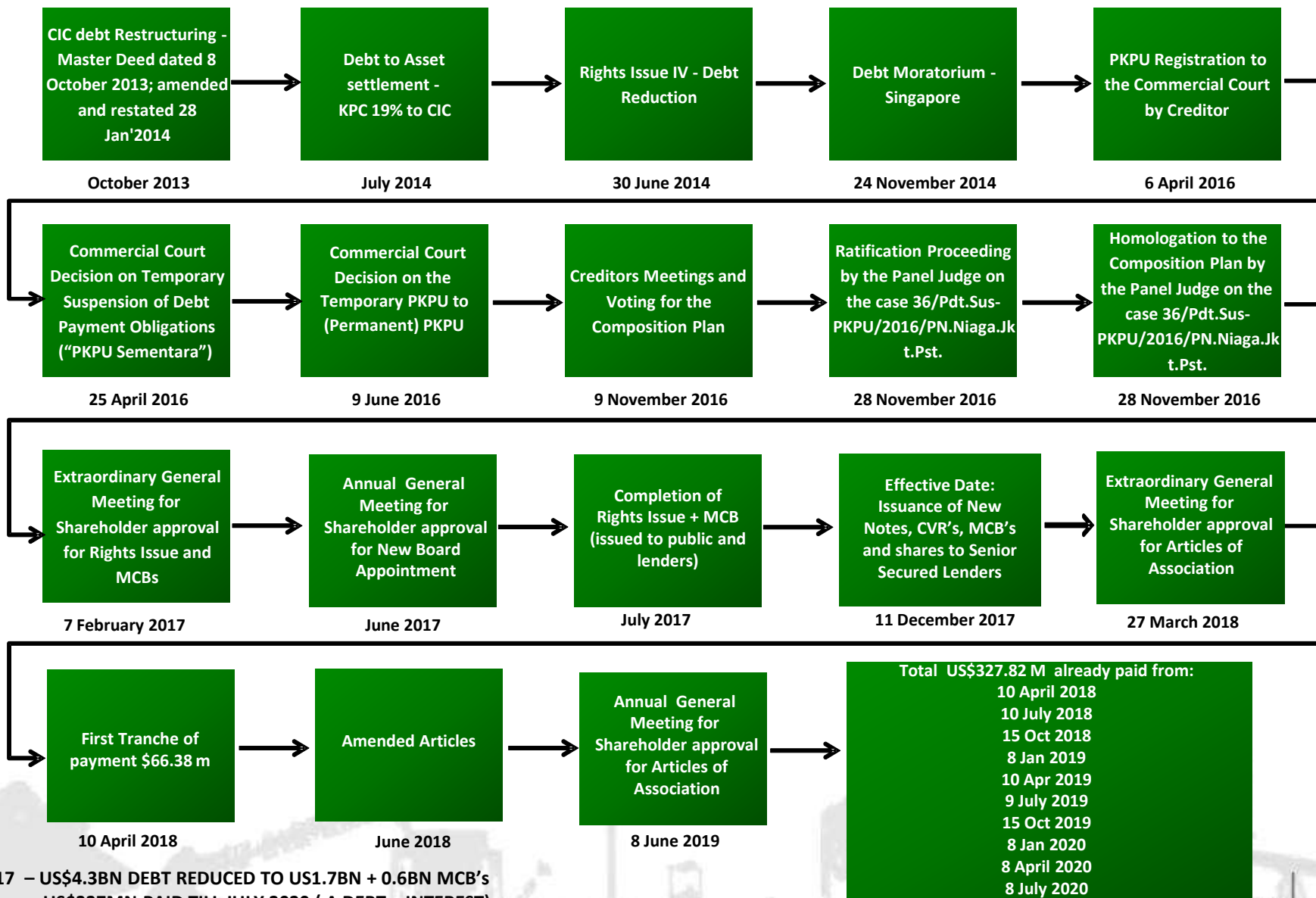


No	Investor Name	(%)
1	HSBC-FUND SVS A/C CHENG DONG INVESTMENT CORP-SELF	22.11%
2	PT DAMAR REKA ENERGI	3.42%
3	BAMBANG SIHONO	3.31%
4	CREDIT SUISSE AG SG BRANCH S/A CSAGSING-LHHL(LHHL-130M)-2023334064	2.43%
5	CREDIT SUISSE AG SINGAPORE BRANCH-2023334000	2.25%
6	VALBURY SEKURITAS INDONESIA, PT	2.08%
7	RAIFFEISEN BANK INTERNATIONAL AG, SINGAPORE BRANCH S/A LONG HAUL HOLDINGS LTD	1.88%
8	NSL- CLIENT SEGREGATED A/C	1.6%
9	BANK OF SINGAPORE LIMITED	1.27%
10	CITIBANK LONDON S/A GLENCORE INTERNATIONAL AG	1.2%
11	Others	58.45%



# DEBT RESTRUCTURING – START 2013 → END 2017 –

## FLOW CHART



2017 – US\$4.3BN DEBT REDUCED TO US1.7BN + 0.6BN MCB's  
 – US\$327MN PAID TILL JULY 2020 ( A DEBT + INTEREST)  
 – PRESENT DEBT:EQUITY 4:1 → TARGET 0.3:1 (IN STEPS)

# New Facilities

	<b>Tranche A</b>	<b>Tranche B</b>	<b>Tranche C</b>
	USD 600 million	USD 600 million	USD 406 million
<b>Interest</b>	<p>up to 7.5% p.a. total interest (cash and accrued) determined based on the benchmark price.</p> <p>Cash interest due and payable on each interest payment date.</p> <p>Accrued interest shall be capitalized and payable in full on Maturity to the extent not paid on each interest payment date.</p>	<p>8% p.a. (PIK Interest).</p> <p>Payable if cash is available under the Cash Waterfall.</p> <p>To the extent not paid, shall be capitalized and payable in full on Maturity</p>	<p>9% p.a. (PIK Interest).</p> <p>due and payable on each interest payment date.</p> <p>Interest to the extent not paid shall be capitalized and payable in full on Maturity of the Tranche C Facility.</p>
<b>Maturity</b>	5 years from Effective Date		
<b>Payments</b>	Per cash availability prioritized under the Cash Waterfall		
<b>Contingent Value Rights</b>	Amount: US\$ 50 million	Amount: US\$ 50 million	N/A
	Trigger for Settlement: In the event that the average Benchmark Price is higher than US\$70/mt for a period of 18 consecutive months after the Effective Date		

# (MANDATORY CONVERTIBLE BONDS - “OWK”)

## OBLIGASI WAJIB KONVERSI

- **Interest (Coupon):** 6,0% p.a., paid monthly in cash pursuant to the Cash Waterfall to the extent there are sufficient funds or deferred and payable on maturity.
- **Maturity:** 7 years from the OWK Effective Date
- **Conversion Price:**
  - 1<sup>st</sup> – 2<sup>nd</sup> yr: 30% premium to Reference Price
  - 3<sup>rd</sup> yr: Whichever lower of: (i) Reference Price; or (ii) 140% of Volume Weighted Average Price (“VWAP”) for the last 6 months of Year 2.
  - 4<sup>th</sup> yr : Whichever lower of: (i) Reference Price; or (ii) 140% of VWAP for the last 6 months of Year 3.
  - 5<sup>th</sup> yr: Whichever lower of: (i) Reference Price; or (ii) 125% of VWAP for the last 6 months of Year 4.
  - 6<sup>th</sup> yr : Whichever lower of: (i) Reference Price; or (ii) 125% of VWAP for the last 6 months of Year 5.
  - 7<sup>th</sup> yr : Whichever lower of: (i) Reference Price; or (ii) 125% of VWAP for the last 6 months of Year 6.
- **Maturity:** Mandatory conversion at the arithmetic mean of the daily IDR VWAP of BUMI shares for the period of 6 months ending on the Business Day before the OWK Maturity Date.
- **Subject to shareholders approval and government regulations**
- **Reference price:** Rp926.16 per share
- **OWK Holders are entitled to convert their OWK:**
  - 1<sup>st</sup> – 3<sup>rd</sup> yr : Maximum 25% of OWK outstanding value.
  - 4<sup>th</sup> – 7<sup>th</sup> yr : conversion of OWK may be done up to 100%.

Approximately 1.5bn shares converted from OWK so far.

# Improved Corporate Governance - Strengthened Management

Applicable Creditors	
Bumi Equity Creditors	The <b>trustee or nominee appointed to hold Bumi equity</b> on behalf of the Bumi Equity Creditors has the <b>right to nominate one director</b> to the board of directors of Bumi and <b>one commissioner</b> to the board of commissioners of Bumi. Such right <b>ceases on the earlier of (i) the Bumi Equity Trustee ceasing to hold or control at least 20%</b> of the ordinary shares in the capital of Bumi or (ii) the representatives of the Bumi Equity Trustee <b>failing to attend 2 consecutive EGMs of Bumi</b> , provided that the Bumi Equity Trustee is given requisite notice of the EGMs in accordance with Bumi's articles of association.
New Senior Secured Creditors	The <b>New Senior Secured Creditors have the right to nominate one director</b> to the board of directors of Bumi and <b>one commissioner</b> to the board of commissioners of Bumi. Such right ceases as and when the <b>New Senior Secured Debt is fully repaid</b>
CFL	CFL on behalf of the Bumi Equity Creditors has the <b>right to nominate one director</b> to the board of directors of Bumi and <b>one commissioner</b> to the board of commissioners of Bumi. Such right <b>ceases on the earlier of CFL ceasing to hold or control at least 10%</b> of the ordinary shares in the capital of Bumi (equity securities issued upon conversion of the Convertible Bonds, the MCBs or any other security convertible into equity securities of Bumi shall not be included in the calculation of such ordinary shares)

# Scope of Work of KPMG - Monitoring Accountant

## Scope of Work of the Monitoring Accountant\*

- Review and comment on **cash flow projections (quarterly basis)** prepared by Bumi for the relevant period and identify possible areas for improvement based on historical trend and data;
- **Compare the actual cash flow against management's projections** and identify key discrepancies and seek explanations from management, if necessary;
- **Review of source documents concerning receipts and payments of over US\$500,000** or equivalent in aggregate (including those related party transactions involving Bumi) to establish if these transactions appear to be bona fide transactions in the ordinary course of business and seek explanations from management, if necessary;
- Details of **intercompany and related party transactions** involving Bumi;
- **Review of the Cash Management Reports** and reconcile with the relevant bank statements as appropriate;
- **Review of banks accounts** (including the DSRA, USD Company Account, the Tranche C USD Company Account, and the Overhead Costs Account) and verify whether they are operating in accordance with the **cash waterfall mechanism** for the New Senior Secured Debt;
- **Review of financial facilities provided to Bumi**, including working capital funding;
- **Conduct bank reconciliation** of all major bank accounts of Bumi; and
- **Review of related party contracts** entered into by Bumi

# Strong Governance

The combination of improved financial position and improved governance put the Company in a position to benefit from improvement of coal industry in the future

## Improved Governance

- Shareholder Representatives in Coal Subsidiaries Since 2007
- Induction of 3 Directors from CIC & CDB since June 17
- Induction of 5 new commissioners since Jun'17 from CIC, new debt holders, and eminent local personalities
- Lenders have appointed KPMG as Cash Monitoring Accountant for:
  - Cash Waterfall
  - Cash flow forecast and actuals, disbursements & bank account
  - Controls over related party transactions & contracts
  - Control Over Disbursements > US\$500 million
  - Review working capital & funding facilities
- No capital related decision without Full Board Consensus
- BUMI amongst the “Best” on CSR, HSE, Community Development, Reclamation, Replanting, Conservation, & Social Initiative
- BUMI parent has its own proactive CSR Program
- KPC is recognized as the “Best” on Sustainability by The Indonesian Government
- Unmatched Safety Record
- Bumi website revamped
- BUMI Winner Award for Risk Technology at ASEAN Risk Awards 2019
- BUMI Winner for The Best Business & Human Rights 2019 in Mining, Metal, Oil and Gas Industry and Top Three on General ranking of 100 Public Listed Companies in Indonesia

## RSM advisory conduct Independent Review of GCG practices in BUMI, including:

- Compliance with Standard ASEAN Corporate Governance Scorecard
- Compliance with OJK rules and regulations
- International GCG standards (Global Better Practices)
- S&P is in process ranking BUMI on ESG (Environmental, Social and Governance)

## STRENGTHENED MANAGEMENT

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# Company Members – Board of Commissioners

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**Rosan Perkasa Roeslani**  
*President Commissioner*



**Anton Setianto S.**  
*Independent Commissioner*



**Y.A Didik Cahyanto**  
*Independent Commissioner*



**Jinping Ma**  
*Commissioner*



**Jianmin Bao**  
*Commissioner*



**Thomas M. Kearney**  
*Commissioner*



**Kanaka Poeradiredja**  
*Independent Commissioner*





# Company Members – Board of Directors

**Saptari Hoedaja**  
*President Director*



**Adika Nuraga Bakrie**  
*Director*



**Nalinkant A. Rathod**  
*Director*



**Andrew C. Beckham**  
*Director*



**R.A. Sri Dharmayanti**  
*Director*



**Dileep Srivastava**  
*Independent Director &  
Corporate Secretary*



**Ashok Mitra**  
*Director*



**Maringan MIH Hutabarat**  
*Director*



# Company Members – Board of Directors (continue)

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**Xuefeng Ruan**  
*Director*



**Linjun Zhang**  
*Director*



**Ying Bin Ian He**  
*Director*



*Thank  
you!*



## APPENDIXES

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# Location

## Kaltim Prima Coal

100 miles north of Balikpapan in East Kalimantan



KPC Coal Agreement Area



# Location

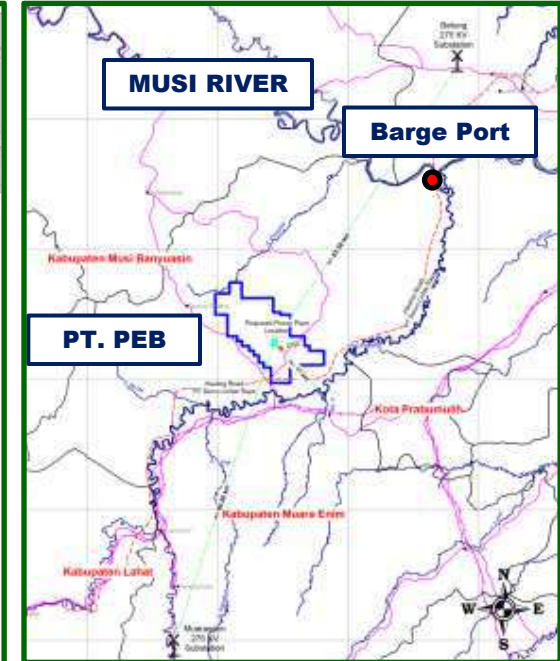
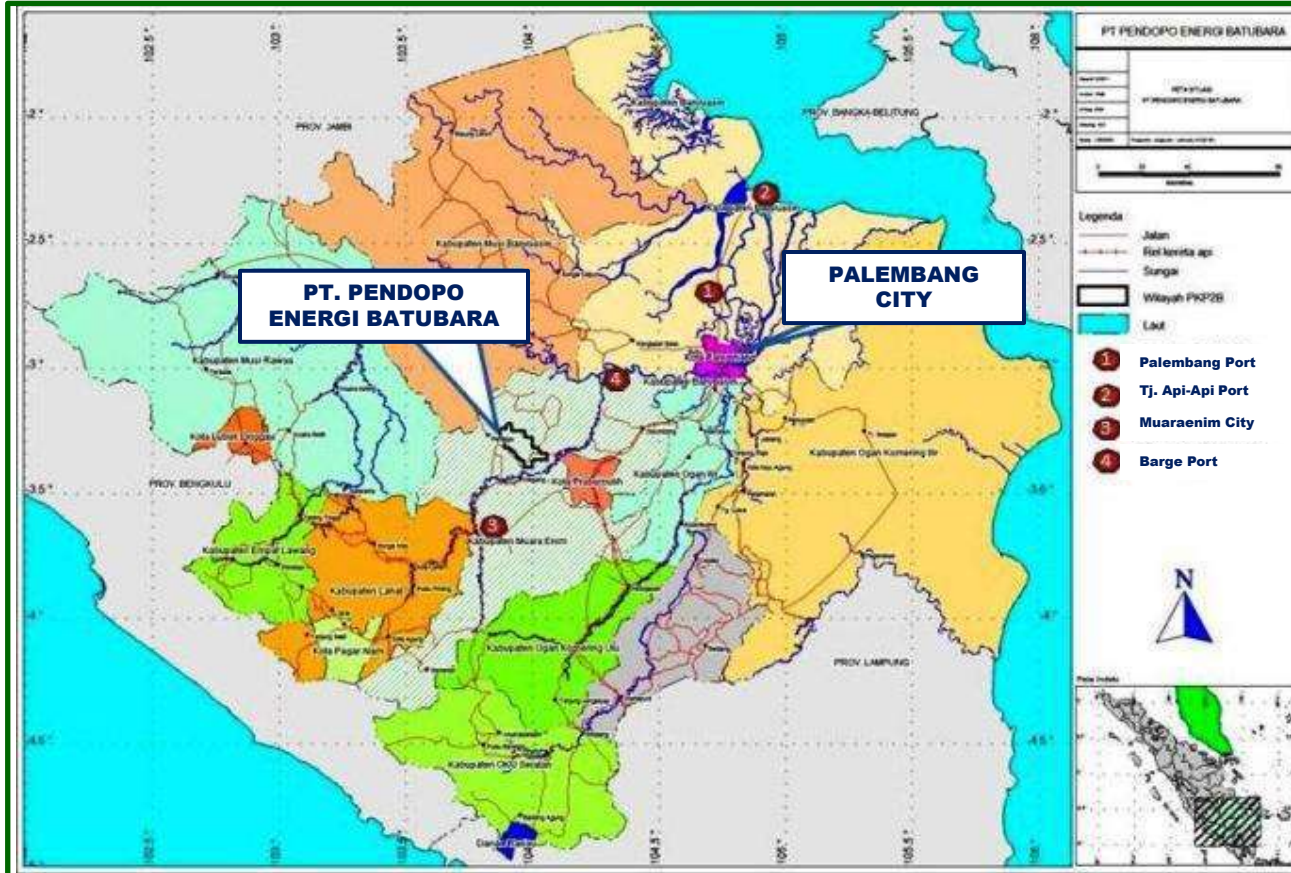
## Arutmin Indonesia





# Location

## Pendopo Energi Batubara





# Corporate Social Responsibility Update

As of 8 July 2020



# Update on BUMI CSR Programs

No	CSR Program	Information	Outstanding/Status
1.	100 Digital Library for Schools in Bekasi, Bogor and Tangerang.	<ul style="list-style-type: none"> <li>• First batch production of 24 (out of 44) digital libraries has been completed.</li> <li>• All product has passed quality control stage.</li> <li>• Delivery to schools has been started in Bekasi area, on 30 June and still on going.</li> <li>• 4 schools in Bekasi has received product utilization training.</li> </ul>	<ul style="list-style-type: none"> <li>• Delivery product of first batch will be completed in mid July 2020.</li> <li>• Product utilization training will be completed in August 2020.</li> <li>• Second batch production will be started in August 2020.</li> </ul>
2.	Mass Circumcision for Community in Bekasi for 100 Children.	The project is already done in March 2020.	Final report from our partner (Hermina Galaxy Hospital) has been submitted on end of June and currently being reviewed.
3.	Cataract Surgery for Community in Bekasi For 40 Patients.	The project is already done in June 2020.	Our partner (Hermina Bekasi Galaxy Hospital) is now preparing the documents for final report.

# Update on BUMI CSR Programs

No	CSR Program	Information	Outstanding/Status
4.	House Reconstruction in Sigi, Central Sulawesi for Disaster Victims (10 houses)	<ul style="list-style-type: none"> <li>• Procurement of reconstruction material has been completed in April 2020.</li> <li>• Based on monitoring report from CPM in May 2020, house reconstruction stage has been started - 1 house completed, 4 houses on-going construction, and 5 houses have received construction material.</li> </ul>	<ul style="list-style-type: none"> <li>• The project will be completed in August 2020.</li> <li>• CPM will monitor the completion of the project.</li> </ul>
5.	Waste Management Program in Bekasi	As Covid-19 barrier, activities carried out in April, May and June were more about strengthening community capacity through online discussions	<p>For Q3, the project will focus on:</p> <ul style="list-style-type: none"> <li>• Strengthening the role of the existing Waste Bank institutions in supporting waste management activities on a wider scale.</li> <li>• Arrangement of river bank cleaning program of Kali Bekasi.</li> <li>• Accelerating the making of demonstration plots of waste management and group processed products. Demonstration plot will be used to maggot cultivation compost processing, and biocyclofarming on each village.</li> </ul>

# Update on BUMI CSR Programs

No	CSR Program	Information	Outstanding/Status
6.	Cleft Lips and Palate Surgery Program	<ul style="list-style-type: none"> <li>The project has been started in June 2020</li> <li>To date, there are 16 patients (out of 50) who already received surgery treatment.</li> <li>The project will cover patients in Bekasi, Tangerang and Bogor area.</li> </ul>	<ul style="list-style-type: none"> <li>First payment will be made after 25 patients received the treatment.</li> <li>Project will be completed in September 2020.</li> </ul>
7.	Personal Protective Equipment (PPE) Donation in Bone Bolango Regency, Gorontalo Province	<ul style="list-style-type: none"> <li>Donation to handling Covid-19 at Bone Bolango Regency, Gorontalo Province.</li> <li>BUMI assisted by PT Gorontalo Minerals (PT GM) and the donation was handed over to two hospitals and Governor of Gorontalo in 28 May 2020.</li> </ul>	The project has been completed.

# Documentation



House reconstruction progress and monitoring from CPM representative



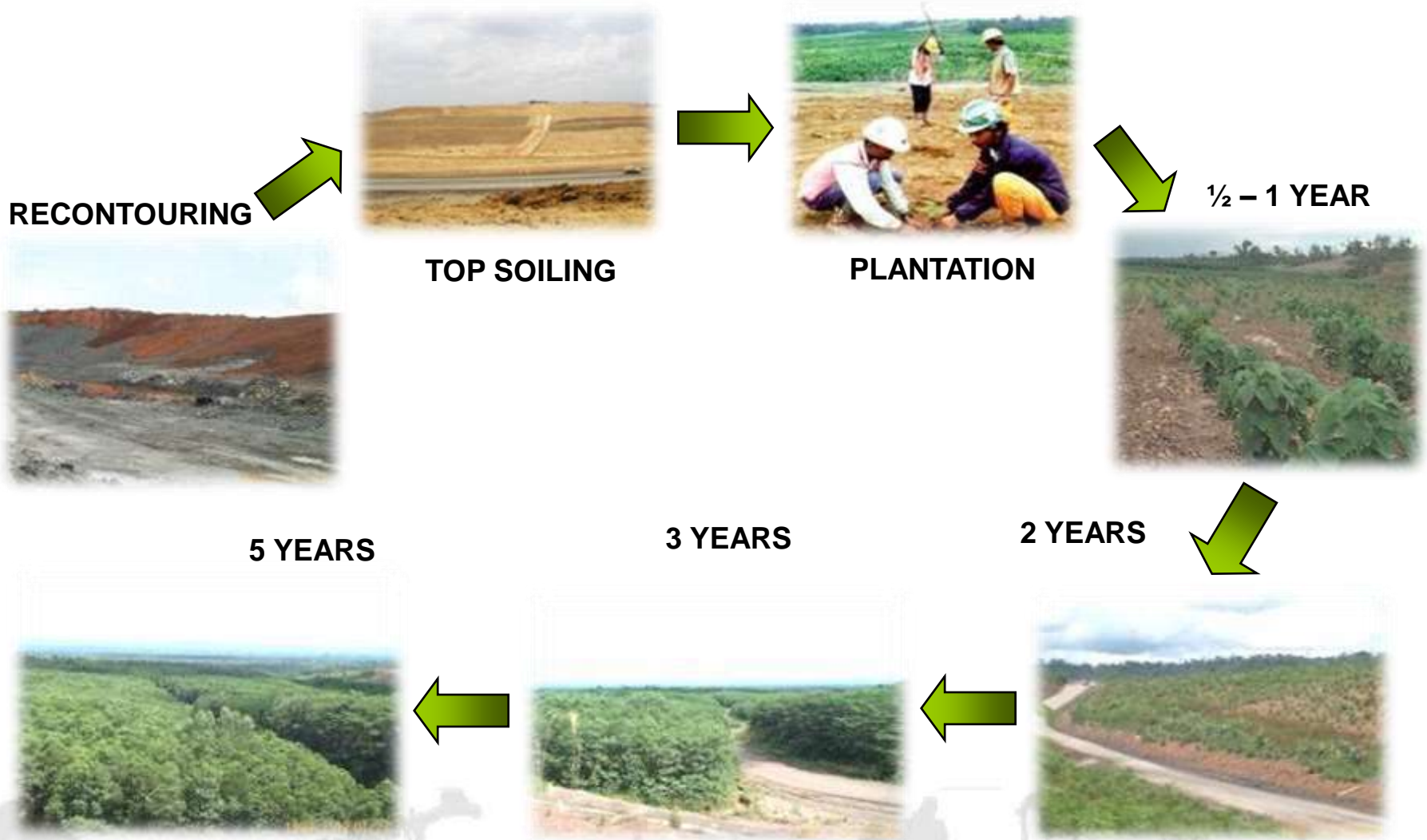
BUMI digital library production and handover

# Documentation



PPE donation to local referral hospitals and Governor of Gorontalo

# Reclamation Sequence



# Current Condition in Post-Mining KPC area



*Picture: SSE post-mining area for tourist attractions*

- PT KPC had decided to utilize Sangatta South East (SSE) pool as a pool for water tourism. Several activities that have been carried out are, among others: construction of look out and playground, construction of Camping Ground and futsal field, and water distribution design for sheep farming area in D2 Murung.
- PT KPC also gave contribution in support of "One Billion Indonesian Trees " (OBIT) program initiated by the Government in accordance with Regulation of Minister of Forestry of the Republic of Indonesia No. P.21./Menhut-II/2010.



*Courtesy from Wawan Setiawan - KPC*

## Orangutan Relocation Program

In relation to biodiversity management, KPC gives serious attention to Orangutan (*Pongo pygmaeus*) relocation program.

Orangutan is a special Kalimantan animal which is included in the IUCN Red List categorized as “endangered”, that sometimes found in the mining activity area. Considering the endemic nature of the animal, KPC is aimed to relocate them from the mining area to a safer place. The relocations are performed in collaboration with the local Office of Natural Resources Conservation and Borneo Orangutan Survival Foundation (BOSF), a foundation that saves Orangutan and is located in Samboja, Balikpapan.

To support the Orangutan relocation project, KPC has a temporary relocation site before the Orangutan is released to the wild in Kutai National Park.

Since 2010, KPC has also cooperated with Orangutan Conservation Service Program (OCSP) in composing the “Best Management Practices” to conduct conservation activities together with all stakeholders in the mining area.

All those activities conducted by KPC concerning environmental conservation are merely aimed to conduct business in responsible manner as our jargon “More Than Mining”. KPC has and will always conserve the environment with measurable and organized activities that have positive impacts to the environment and community.



# Current Condition in Arutmin

*Reclamation in post-mining area*





## Nursery

### Fast-growing Plants:

*Acacia mangium*, *Albazia falcatarienthes* dan Trambesi.

### Local plants:

Kapuk (*Ceiba petandra*), Mahang (*Macaranga hypoleuca*), Kelampaian (*Anthocephalus cadamba*) dan Pulantan (*Alstonia scholaris*) dan Meranti (*Shorea sp*).

### Fruit trees:

Kemiri (*Aleuritus moluccana*), Rambutan (*Nephelium spp*), Durian (*Durio zibethinus*), Cempedak (*Artocarpus integer*) dan Mangga (*Mangifera spp*).

- Mine rehabilitation
- Acid mine drainage control
- Water quality management
- Hydrocarbon and waste management
- Periodic Environmental Management Audit
- Certified to ISO 14001:2015 by SGS
- Adhitama award for mine environmental management by Directorate General for Mineral & Coal
- Environmental Management (Green Proper) by State Minister of Environment Indonesia



- Consistent implementation of environmental management system (SML) in line with ISO 14001 standard
- Revision of some Environmental Impact Assessment (EIA)/ AMDAL
- Water quality management
- Mine Reclamation
- Air quality management
- Hydrocarbon and (hazardous) waste management
- 4R programs
- Biodiversity conservation
- 3 Blue PROPER Award since 2014 from Environment Ministry for mine sites, no Red
- Green PROPER Award from South Kalimantan Govt. for coal terminal NPLCT
- Utama (silver) Award in Mining Environmental Management for Batulicin and Asamasam Mine from ESDM. Pratama (bronze) Award for Kintap and Senakin Mine



# KPC for Sustainable Development

- \* Education and Training
- \* Community Health and Sanitation
- \* Community Livelihood
- \* Small/Medium Enterprises Development
- \* Infrastructure Improvements

*The planning and implementation of the development programs have been carried out by the collaboration between the Local Community, Local Government and KPC.*

# Thank You

