



PT Adaro Energy Tbk

December 2021

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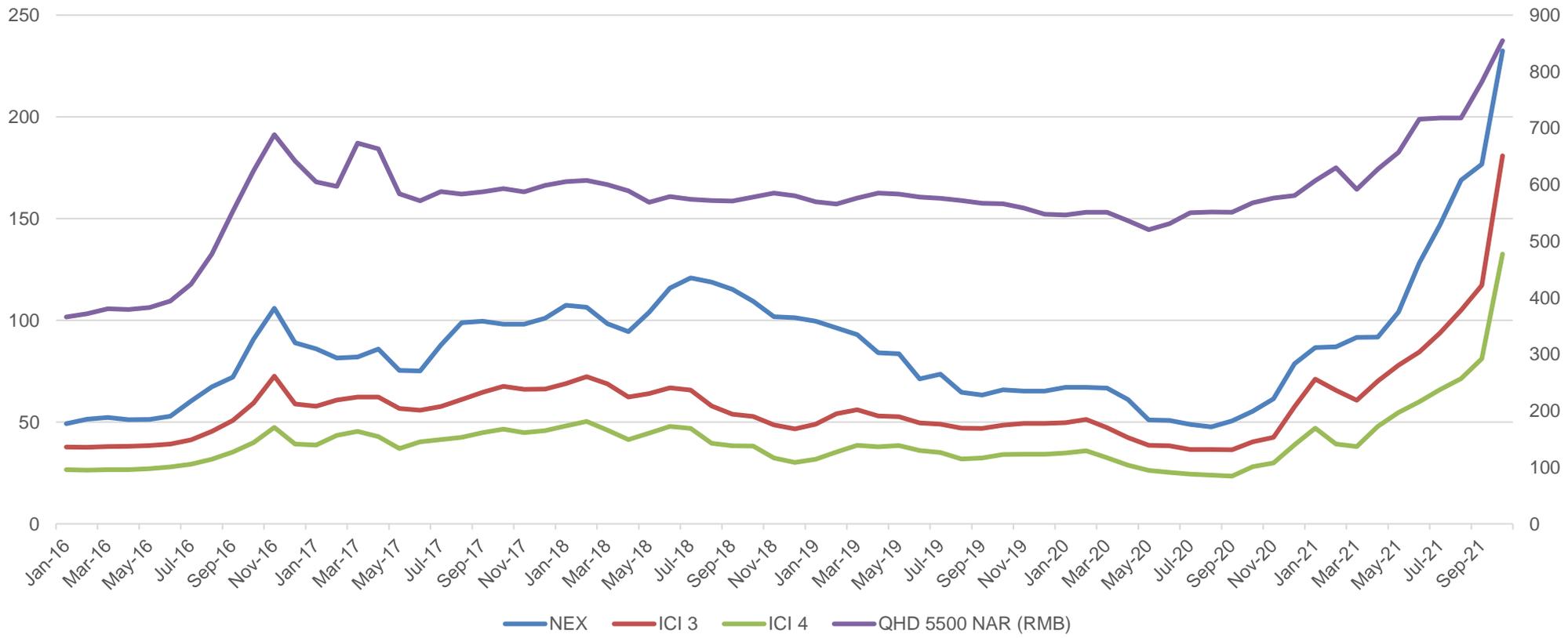
Frequently Asked Questions



- Recent trends in coal market and coal price
- Industry and price outlook
- Progress of Adaro's projects
- Adaro's strategy and approach on ESG issues



Strong Price Maintained due to Tight Market

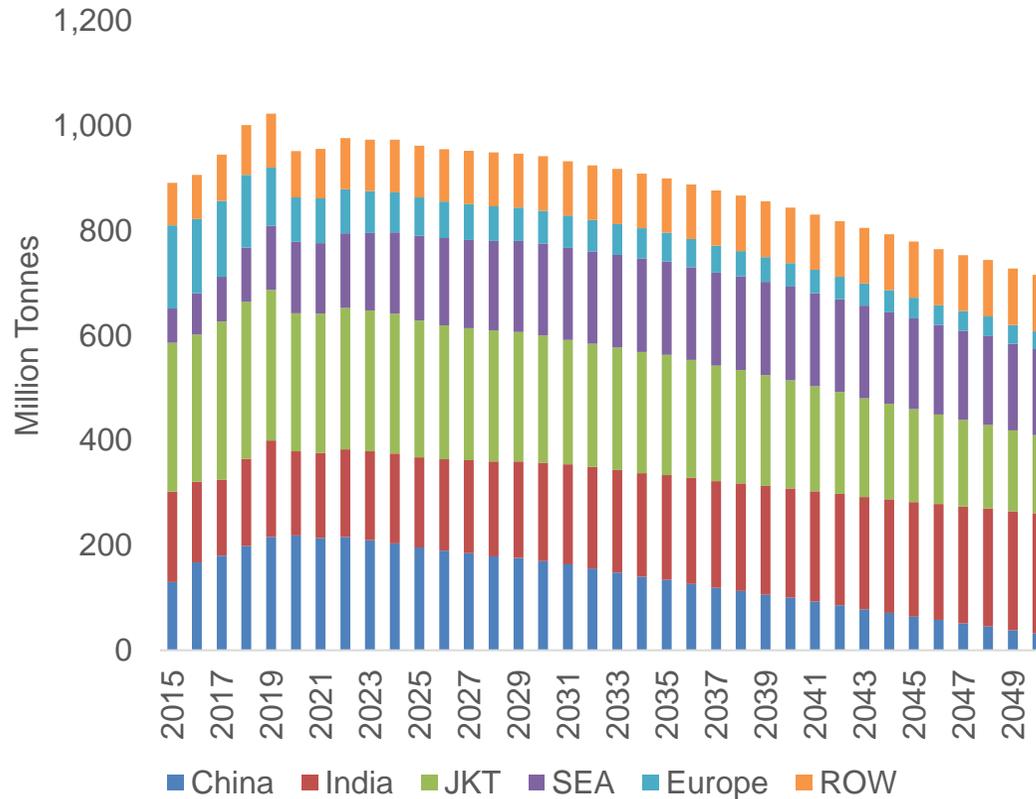


- ❑ Tight domestic supply in China and the seaborne market has supported coal prices amid increasing demand on the back of economic recovery and summer restocking.
- ❑ Prices for benchmark Australian coal and Harga Batu Bara Acuan (HBA) have reached historical highs.



Thermal Coal Demand Remains Significant in the Long Run

Global thermal coal imports demand (Mt)



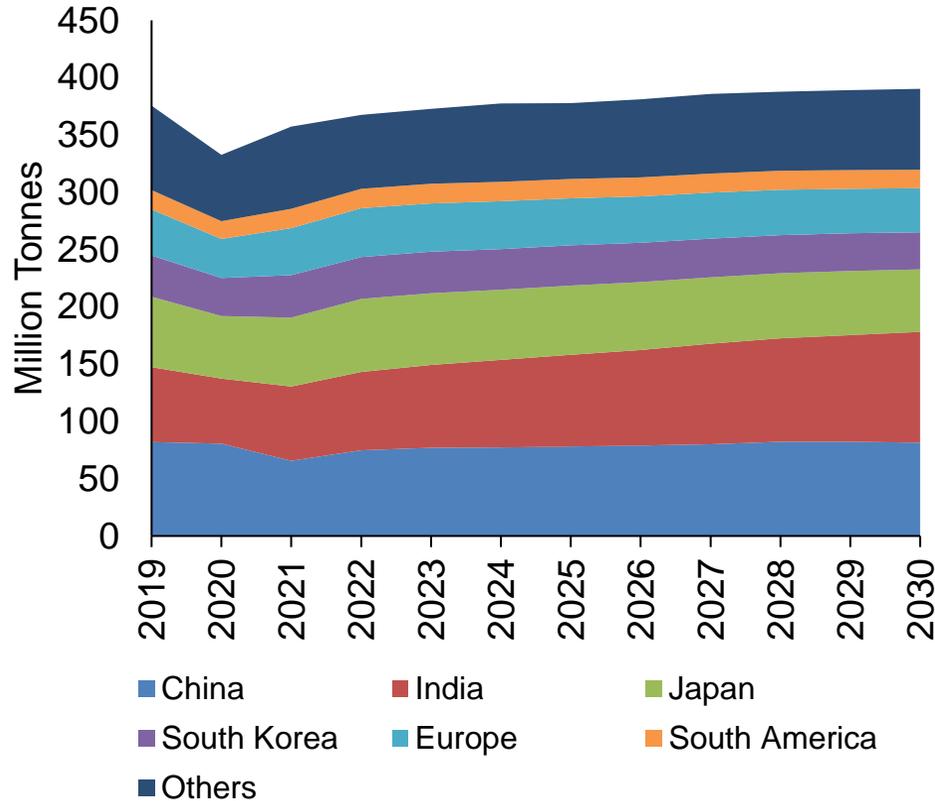
Source: IHS Markit

- Coal remains as significant part of energy mix in emerging economies in Asia
- Despite push towards renewable energy, emerging economies in Asia still rely on coal for electricity generation due to its availability and affordability.
- As the world aims to reduce carbon emission, demand for coal will be affected.

Robust Demand Outlook for Metallurgical Coal



Global metallurgical coal imports demand (Mt)



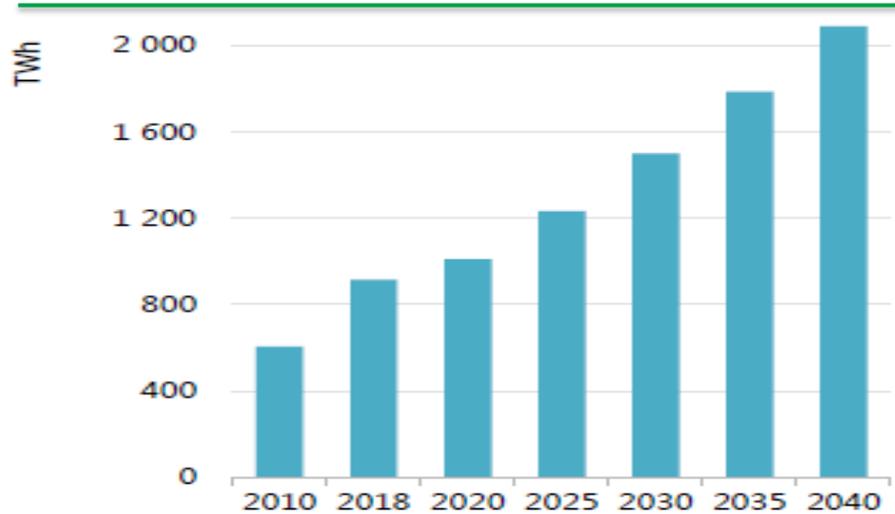
Source: IHS Markit

- The long-term demand fundamentals for metallurgical coal remain intact, underpinned by infrastructure growth. Steel production and consumption is forecasted to grow. Met coal demand is expected to reach nearly 400 Mt in 2030.
- India is expected to be the growth driver and China's demand is forecasted to remain stable in the next decade.



Southeast Asia is One of the Key Markets for Thermal and Met Coal

SEA electricity demand more than double to 2040



Source: Southeast Asia Energy Outlook 2019, International Energy Agency 2019

ASEAN (5) steel demand grows moderately in the short-term



ASEAN (5): Indonesia, Malaysia, Philippines, Thailand, Vietnam
Source: Worldsteel Association Short Range Outlook October 2020, April 2021

Overview of Southeast Asia

- ❑ The region is home to around 655 million people and 45 million people is still without access to electricity.
- ❑ Its growth in electricity demand, at 6% CAGR, has been among the fastest in the world as the region aims for universal access to electricity by 2030.
- ❑ Coal has been the fastest growing fuel in SEA's energy mix, nearly 20 GW of coal-fired power plant is under construction (IEA).
- ❑ Coal with low pollutant content will be more favoured in the market as many countries try to control emission and new power plants utilize advanced boiler system.

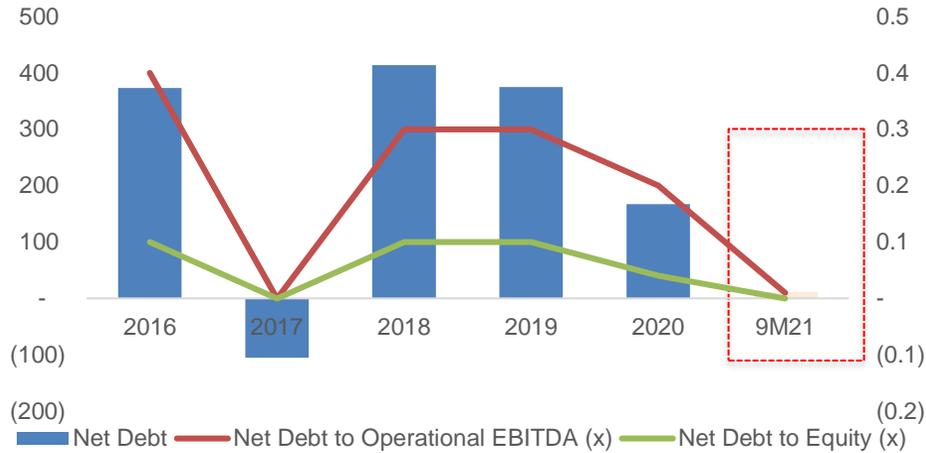
Performance of Adaro Energy



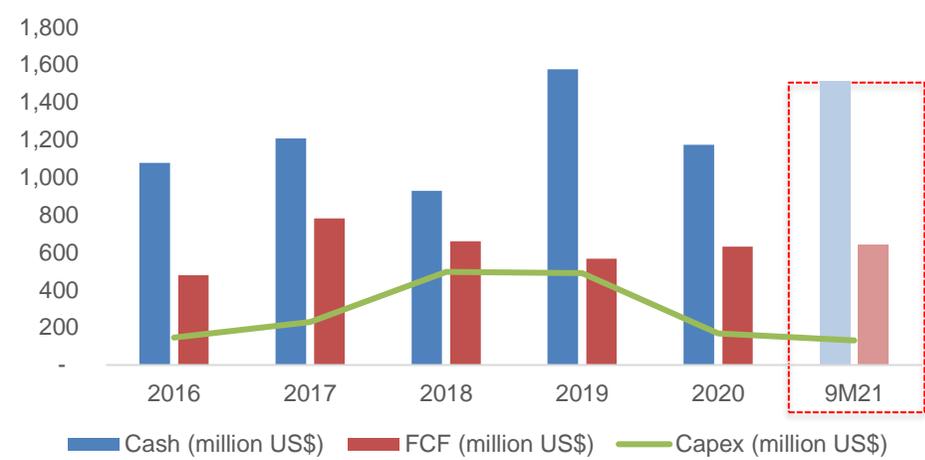
Solid Financials Backed by Strong Operations



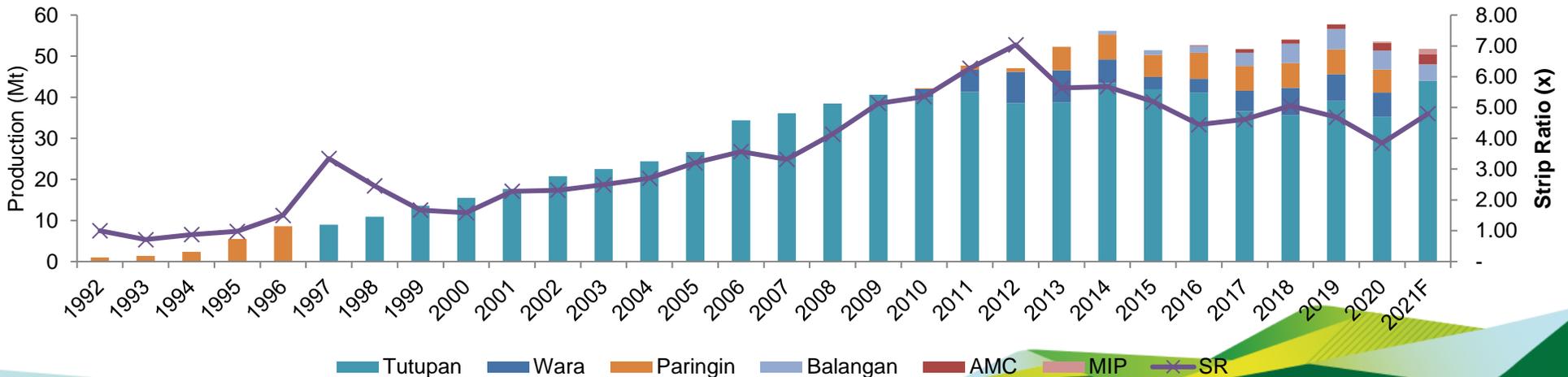
Financial position continues to improve



Strong cash balance and free cash flow generation

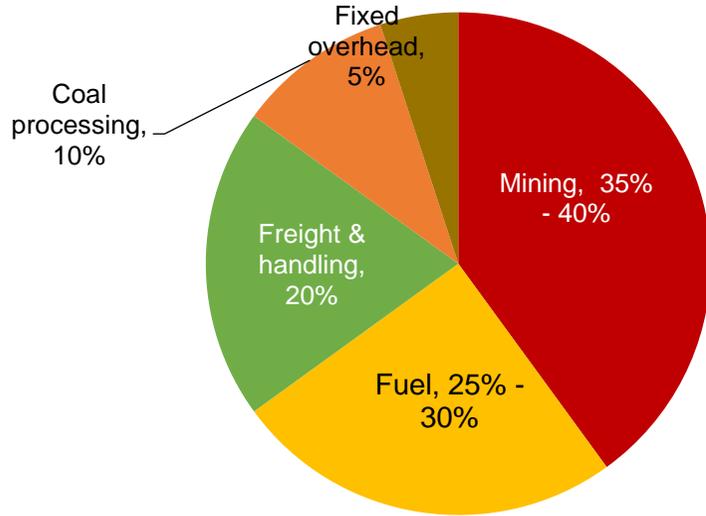


Almost three decades of production experience through various coal cycles



Cost Control – Key for Strong Performance

Adaro's estimated coal cash cost breakdown (9M21)



Electrification to reduce the usage of diesel gensets



Strong operational EBITDA generation and healthy operational EBITDA margin



- ❑ Consistently delivers on operational EBITDA target and performed in-line with guidance.
- ❑ Healthy operational EBITDA margin on the back of better cost control from integrated business model.

Operational Excellence and Efficiency



Continue to deliver solid results and operational excellence

OPERATIONAL	9M21	9M20	% Change
Production (Mt)	39.64	41.10	-4%
Sales (Mt)	38.86	40.76	-5%
OB removal (Mbcm)	173.03	160.41	8%
FINANCIAL (US\$ millions, unless indicated)	9M21	9M20	% Change
Net Revenue	2,569	1,955	31%
Core Earnings	644	326	98%
Operational EBITDA	1,149	676	70%
Cash	1,511	1,186	27%
Net Debt	10	264	-96%
Capex	131	133	-2%
Free Cash Flow	641	482	33%
Operational EBITDA Margin	44.7%	34.6%	10%
Net Debt to Equity (x)	0	0.07	0.07
Net Debt to Last 12 months Operational EBITDA (x)	0.01	0.27	0.28
Cash from Operations to Capex (x)	6.48	4.51	197%

Snapshot of Adaro Energy



Who We Are



IDX-listed integrated mining and energy company with eight business pillars built to create value and achieve sustainable growth

Integrated pit-to-power business model with control over each part of the coal supply chain



Eight business pillars to support future growth



Our strategy to create maximum value

- ❑ Organic growth from current reserves base.
- ❑ Focus on improving efficiency of coal supply chain and cost control.
- ❑ Product diversification, increase reserves and diversify location.
- ❑ Continue to deepen integration and improve contribution from non-coal mining businesses.

Integrated Business Model

with control over each part of the supply chain

ADAROMINING

THERMAL COAL

Adaro Indonesia (AI) Coal mining, S. Kalimantan	88.5%
Balangan Coal Coal Mining, S. Kalimantan	75%
Mustika Indah Permai (MIP) Coal Mining, S. Sumatra	75%
Bukit Enim Energi (BEE) Coal Mining, S. Sumatra	61%
Bhakti Energi Persada (BEP) Coal mining, E. Kalimantan	10.2%

METALLURGICAL COAL

Adaro MetCoal (AMC) Coal mining, C. Kalimantan, E. Kalimantan	100%
Kestrel Coal Resources¹ Queensland, Australia	48%

¹ Kestrel Coal Resources has 80% ownership on Kestrel Coal Mine



ADAROSERVICES

MINING SERVICES

Saptaindra Sejati (SIS) Coal mining and hauling contractor	100%
Jasapower Indonesia (JPI) Operator of overburden crusher and conveyor	100%
Adaro Jasabara Indonesia (AJI) Mining services	100%
Adaro Mining Technologies (AMT) Coal research & development	100%

COAL TRADING

Coaltrade Services International Pte. Ltd (CTI) Coal Trader	90%
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ADAROLOGISTICS

Maritim Barito Perkasa (MBP) Barging & Shipping	100%
Sarana Daya Mandiri (SDM) Dredging & maintenance in Barito River mouth	51.2%
Indonesia Multi Purpose Terminal (IMPT) Port management & terminal operator	100%
Indonesia Bulk Terminal (IBT) Coal terminal & fuel storage	100%
Puradika Bongkar Muat Makmur (PBMM) Cargo loading & unloading	100%
Harapan Bahtera Internusa (HBI) Shipping administration	100%
Barito Galangan Nusantara (BGN) Maintenance services	100%



ADAROPOWER

Makmur Sejahtera Wisesa (MSW) Operator of 2x30MW mine-mouth power plant in S. Kalimantan	100%
Operator of Solar PV at AI's mine site in S. Kalimantan	
Tanjung Power Indonesia (TPI) Partner in 2x100MW power plant project in S. Kalimantan	65%
Bhimasena Power Indonesia (BPI) Partner in 2x1000MW power generation project in Central Java	34%

Note : Simplified Corporate Structure





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MINING

Adaro Mining



Large Coal Reserves and Diverse Portfolio across Indonesia and Australia

1

Adaro Indonesia: 88.5% Existing, S Kalimantan sub-bituminous **Reserves: 774 Mt** Resources: 3.3 Bt

2

Balangan Coal Companies: S Kalimantan sub-bituminous **Reserves 120Mt** Resources 243 Mt

3

Adaro MetCoal Companies Central and East Kalimantan Metallurgical coal **Reserves: 89.2 Mt** Resources: 864 Mt

4

MIP: 75% stake S Sumatra sub-bituminous **Reserves 214 Mt** Resources 307 Mt

5

BEE: 61.04% stake S Sumatra sub-bituminous Geological study phase

6

BEP: 10.22% stake with option to acquire 90% E Kalimantan sub-bituminous Resources 3.3 Bt

7

Kestrel Coal Mine 48% of 80% Queensland, Australia Premium HCC **Reserves: 170.5 Mt** Resources: 443.9Mt



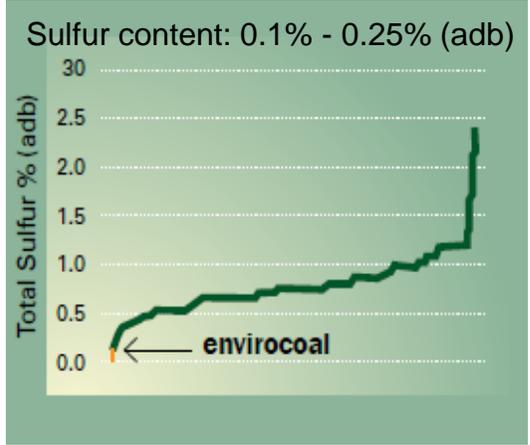
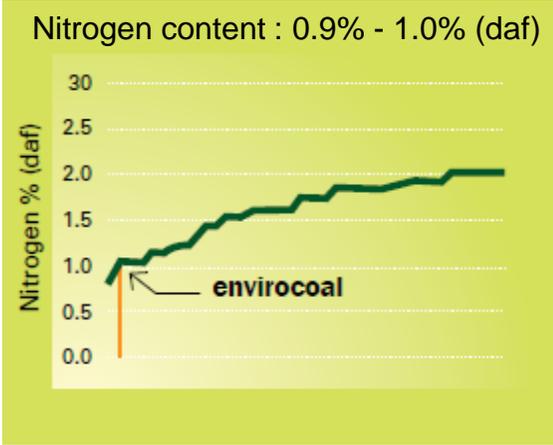
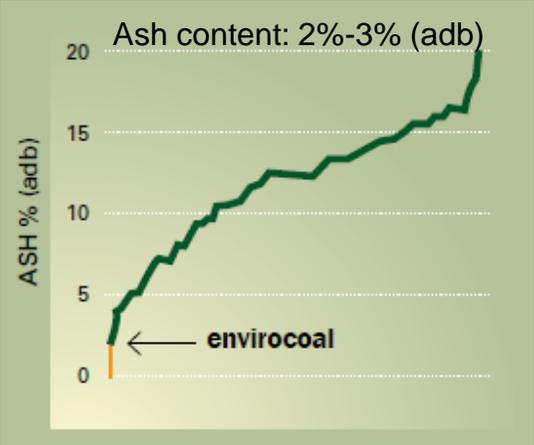
Adaro Energy has more than 8.4 billion tonnes (Bt) of coal resources and **1.3 Bt of coal reserves** across thermal and metallurgical coal – providing us with flexibility in the coal market.

Note: Reserves and Resources numbers above are before taking into account AE's equity ownership

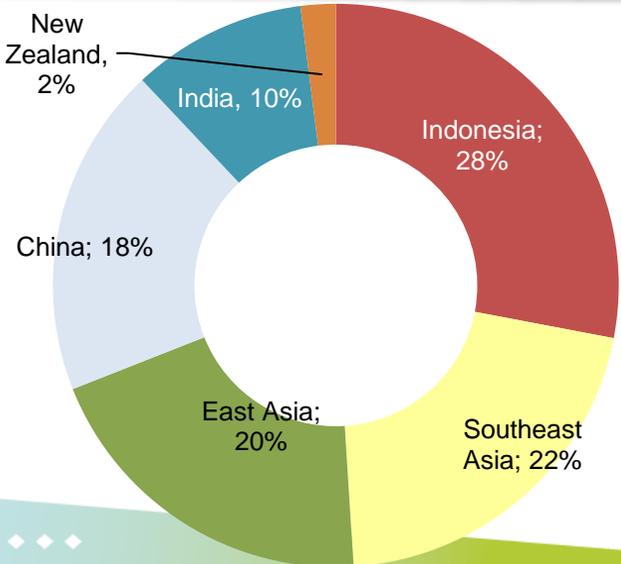
Unique Coal Product and Strong Customer Base Focused on Asia



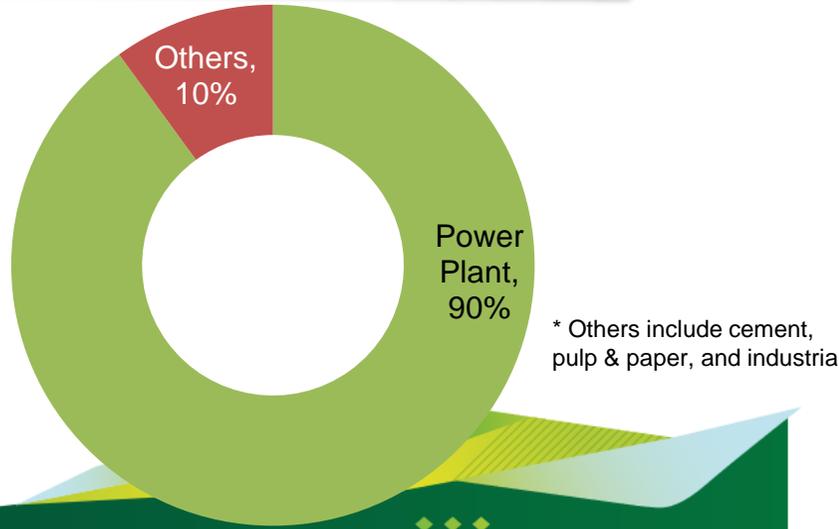
Envirocoal is among the lowest pollutant content coal in the seaborne market



Customer geographical breakdown (9M21)



Customer type by volume (9M21)





Adaro Services and Adaro Logistics



Ensuring Operational Excellence



- Key part of our vertical integration.
- Ensures operational excellence, productivity improvement and timely reliable delivery to customers.
- Stable earnings profile buffers against the volatility in coal price.
- Focus on providing services for companies in the Adaro Group.



		Units	9M21	9M20	9M21 vs 9M20
SIS	Overburden Removal	Mbcm	122.59	123.66	-1%
	Coal Production	Mt	30.78	31.67	-3%
MBP	Coal barging	Mt	36.93	34.58	7%



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Adaro Power & Adaro Water



Adaro Power is One of Indonesia's Largest IPPs



Gross Power Generation Capacity stands at 2,260 MW



Makmur Sejahtera Wisesa – CFPP	
Size / Tech.	2 x 30 MW CFB technology
Shareholders	100% Adaro Power
COD	#1 Jun 2013, #2 Feb 2014
Availability Factor	84.4% (Avg. as of end of 3Q21)
Adaro Mining Electrification	Current: 11.7 MW Plan: additional 17.9 MW



Tanjung Power Indonesia – CFPP	
Size / Tech.	2 x 100 MW CFB technology
Shareholders	65% AP, 35% Korea EWP
Project cost	USD 545 million
COD	2019
Availability Factor	90.6% (Avg. as of end of 3Q21)



Bhimasena Power Indonesia – CFPP	
Size / Tech.	2 x 1,000 MW Ultra Super Critical
Shareholders	34% AP, 34% JPower, 32% Itochu
Project cost	USD 4.2 billion
Progress	97.3% as of end of 3Q21



Makmur Sejahtera Wisesa – Solar PV	
Size	130 kWp + 467 kWp
Shareholder	100% Adaro Power
COD	Q3 2018 (for 130 kWp) & 467 kWp to complete end of 2021
Project cost	USD 800,000 (approx.)

Apart from improving the performance of its already-operated power plants and completing the construction, Adaro Power continues to study renewable power projects such as biomass, wind power, and solar PV to support PLN through unsolicited proposal and tenders. Adaro Power is also in the process of developing captive use power generation projects for the Group's other business units such as IBT (Genset & Solar PV) and AMC (Mini-hydro)

Adaro Water Currently Owns & Operates 1,670 Ips of Water Treatment Plants



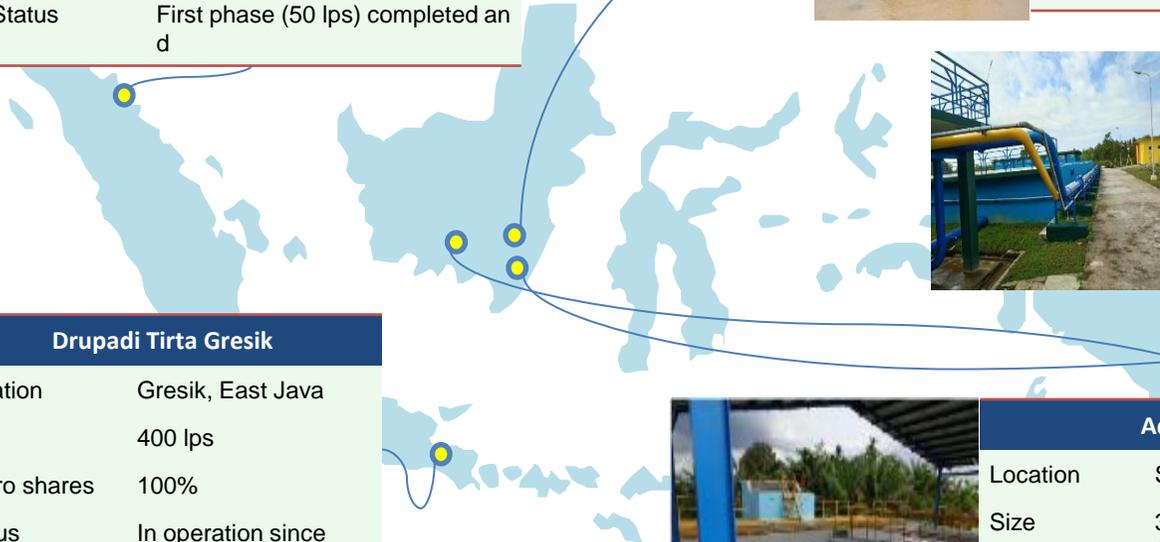
Also Supports Mining Operations through Slurry Management Business Unit



Dumai Tirta Persada	
Location	Dumai, Riau
Size	450 Ips
Adaro shares	49%
Status	First phase (50 Ips) completed and



Adaro Wamco Prima	
Location	Tanjung, South Kalimantan
Business	Mining pumps services
Adaro shares	60%
Status	Operation



Drupadi Tirta Intan	
Location	Banjar, South Kalimantan
Size	500 Ips
Adaro shares	100%
Status	In operation since 2012



Drupadi Tirta Gresik	
Location	Gresik, East Java
Size	400 Ips
Adaro shares	100%
Status	In operation since 2012



Adaro Tirta Mentaya	
Location	Sampit, Central Kalimantan
Size	320 Ips (contract) 400 Ips (capacity)
Adaro shares	90%
Status	In operation up to 250Ips

Adaro Water is currently in the process to achieve operational excellence through continuous improvement in its operating subsidiaries, including WTPs operations and slurry pumps operations. Meanwhile, on the construction side, Adaro Water continues to ensure that the project can achieve its goals in terms of schedule, budget & quality. From business development perspective, Adaro Water continues to actively seeking for new projects through PPP, non PPP and acquisition.

Sustainability and Green Initiatives



Balance of People, Planet and Profit



- We strive to balance our responsibilities among the generation of profit, the utilization of planet and employment of people.
- Our corporate social responsibility programs focus on five main areas: education, economic development, health, environmental enhancement, and socio-cultural enrichment.
- Our environmental programs cover four main areas: land, air, water, and biodiversity.
- Adaro Energy is rated BB on MSCI ESG ratings.

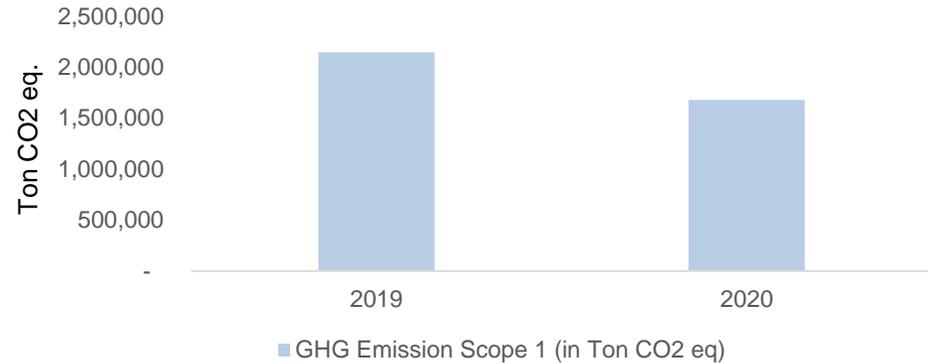
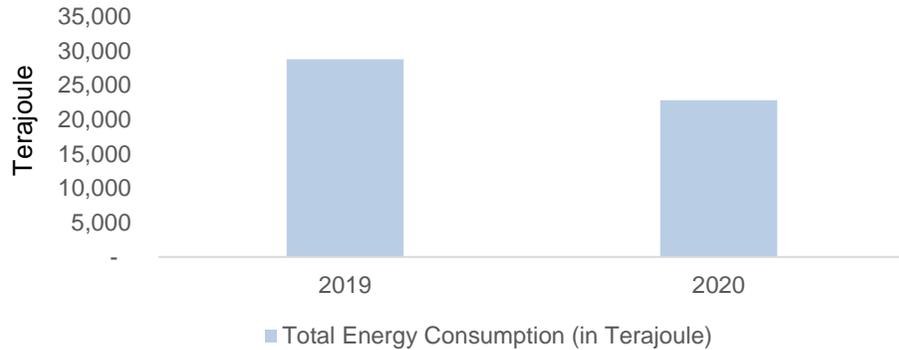


Improving Environmental Performance



Reduced total energy consumption by 21% y-o-y

...and reduced GHG emission (scope 1) by 22% y-o-y



Innovative projects to improve efficiency and environmental performance



Fleet Management System reduces queueing time and energy used



Kelanis Smart Inverter Solar Cell reduces diesel usage and CO2 emission

Ecosystem Restoration and Carbon Capture



- Through Adaro Land Pillar, we have subsidiaries which own forest management permits for ecosystem restoration and forest management permits for carbon absorption.
- PT Alam Sukses Lestari holds license to use timber product – ecosystem restoration in natural forest which allows restoration of forest ecosystem to achieve balanced biodiversity.
- PT Hutan Amanah Lestari holds license for utilization of carbon absorption and is one of the largest holders of such license in Indonesia. We expect that once operational, carbon trading will be the main business of this company.



Awards and Recognitions

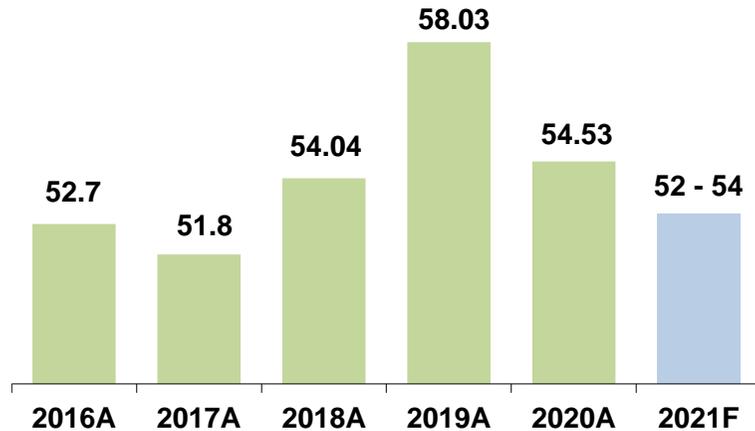


2011	2012	2013	2014	2015
<p>PROPER green award Ministry of Environment & Forestry</p> <p>Indonesia CSR award, two platinum <i>For free cataract eradication & clean water programs</i> Ministry of Social Affairs</p> <p>Aditama gold award <i>For environment excellence in the coal sector</i> Ministry of Energy & mineral resources</p>	<p>PROPER gold award Ministry of Environment & Forestry</p> <p>Aditama gold award <i>For environment excellence in the coal sector</i> Ministry of Energy & mineral resources</p> <p>Social empowerment award <i>Won nine awards honoring companies that run CSR programs</i> Ministry of Human Dev</p>	<p>PROPER green award Ministry of Environment & Forestry</p> <p>Aditama gold award <i>For environmental excellence in the coal sector</i> Ministry of Energy & mineral resources</p> <p>Global CSR bronze award <i>For sustainable clean water program</i> Pinnacle Group Global CSR</p>	<p>PROPER green award Ministry of Environment & Forestry</p> <p>Aditama gold award <i>For environmental excellence in the coal sector</i> Ministry of Energy & mineral resources</p> <p>Bronze sustainability award <i>For sustainable investment</i> RobecoSAM</p>	<p>PROPER green award Ministry of Environment & Forestry</p> <p>Cultural based community empowerment award <i>Awards in several categories</i> Corporate Forum for Community Development & Ministry of Human Dev</p> <p>Bakti Husada award <i>For community health development</i> Ministry of Health</p>
2016	2017	2018	2019	2020
<p>PROPER green award Ministry of Environment & Forestry</p> <p>Global CSR bronze award <i>For community-led sanitation</i> Annual Global CSR & Summit</p> <p>Padmamitra award <i>For poverty alleviation</i> Ministry of Social Affairs</p>	<p>PROPER green award Ministry of Environment & Forestry</p> <p>Aditama gold award <i>For environment excellence in the coal sector</i> Ministry of Energy & mineral resources</p> <p>Best of environmental management & safety award Ministry of Energy & mineral resources</p>	<p>PROPER green award Ministry of Environment & Forestry</p> <p>Aditama gold award <i>For environment excellence in the coal sector</i> Ministry of Energy & mineral resources</p> <p>Best of coal mining service business management & safety award Ministry of Energy & mineral resources</p>	<p>PROPER gold award Ministry of Environment & Forestry</p> <p>Global CSR award, one gold and two silver <i>For early childhood education program, CSR Leadership and environmental excellence in leader program.</i> Annual Global CSR & Summit</p>	<p>PROPER gold award Ministry of Environment & Forestry</p> <p>MSCI ESG Ratings upgraded to BB MSCI</p> <p>Charity and Community Impact Coaltrans Asia</p> <p>Best Implementation of Good Mining Practices MoEMR</p>

Adaro Energy 2021 Guidance



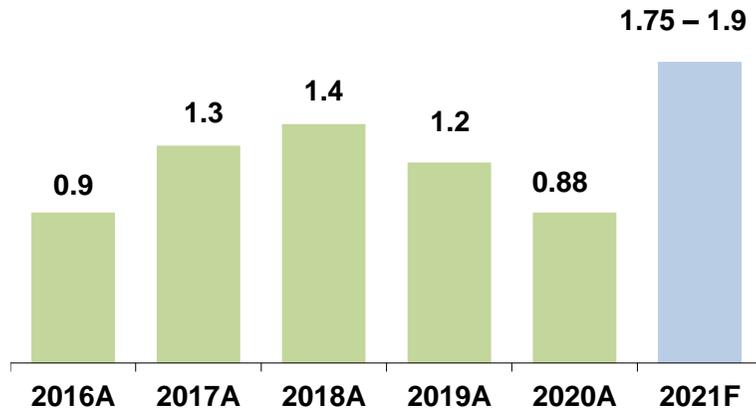
Coal production (Mt)



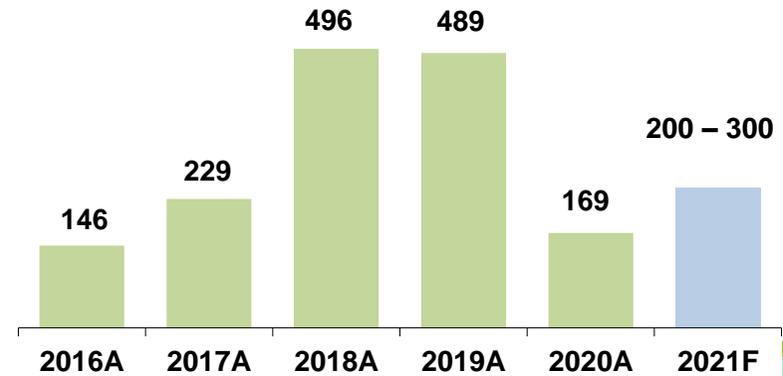
Consolidated planned strip ratio (bcm/t)



Operational EBITDA (US\$ billions)



Capital expenditure (US\$ millions)



Conclusions and takeaways



- Despite alternative energy push, coal will remain as an important part of the global energy mix, especially in Asia where coal continues to dominate the energy mix of most countries in years to come due to its availability and affordability.
- Advanced technologies used in new coal fired power plants enable the use of coal with lower heat value and prefer the use of coal with low pollutant content, which will benefit Indonesian coal producers.
- Long term fundamentals for coal remains promising.
 - ✓ Indonesia, Southeast Asia and South Asia will be the main demand drivers.
- Adaro's integrated business model has been proven to be resilient during difficult market condition as it enables us to better control our costs and risks.
- Adaro offers a complete portfolio of coal products from low CV thermal coal to premium hard coking coal, providing us with flexibility in the coal market.
- Adaro pays regular dividend with average payout ratio of ~46% since IPO in 2008. In total we have paid more than US\$1.7 billion in dividend.

Thank You

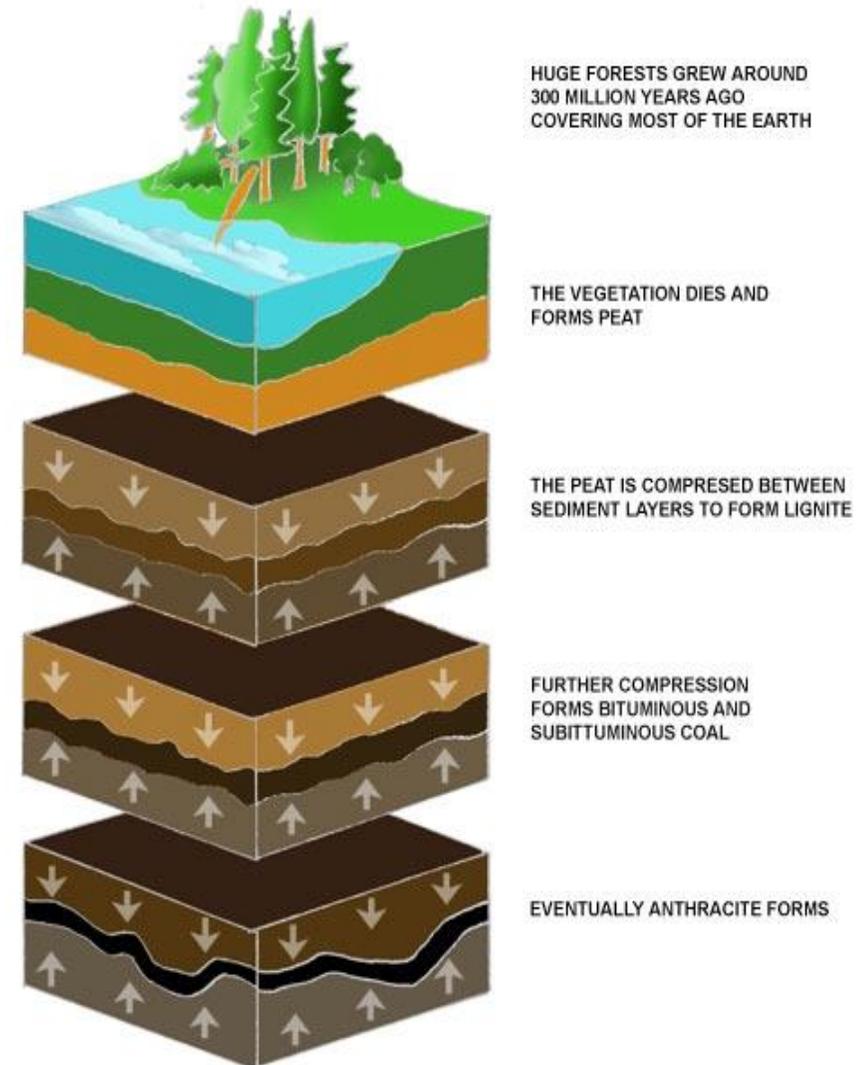


Appendix: Coal 101



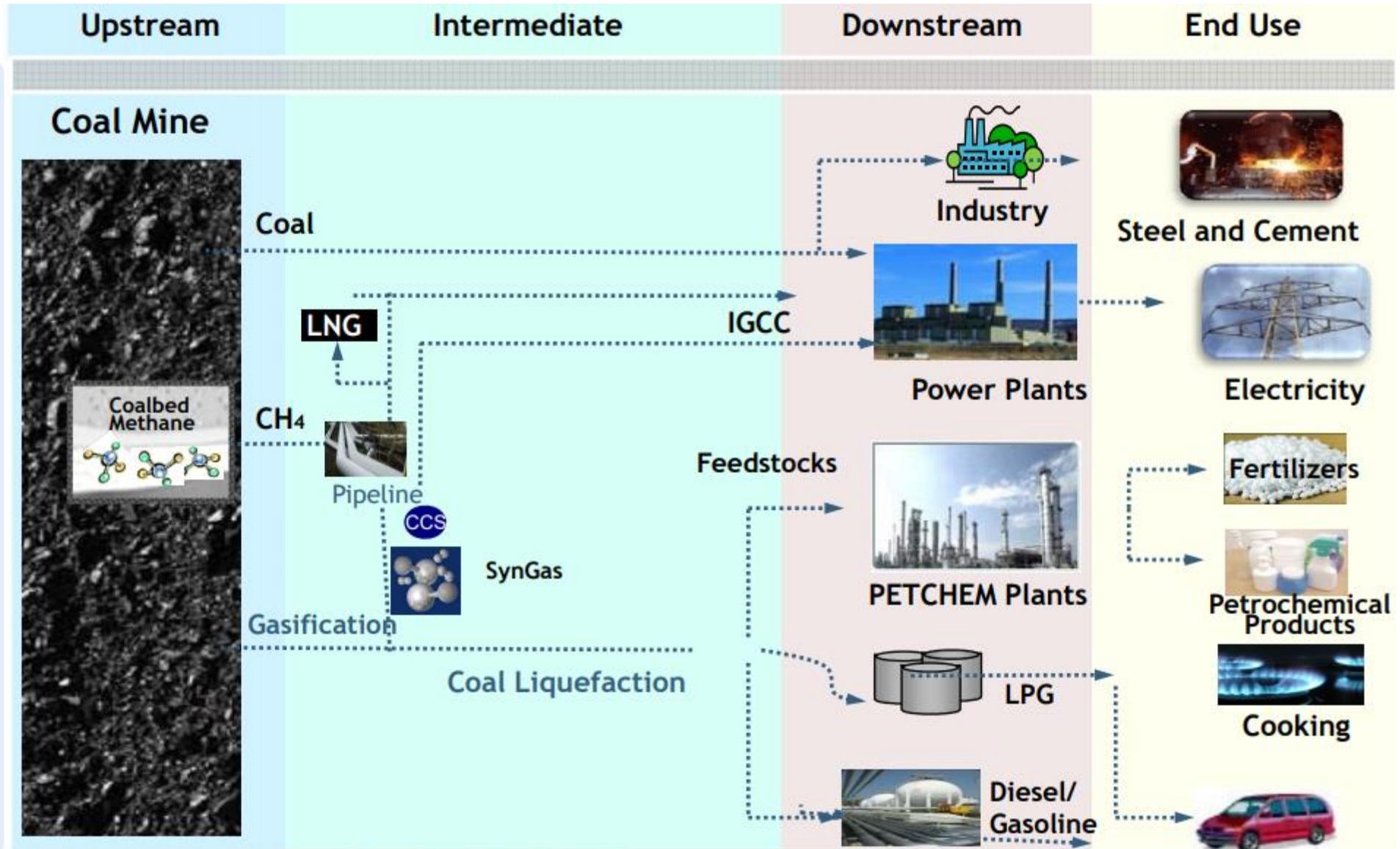
What is Coal?

- Coal is a sedimentary rock composed predominately of organic material, with a greater or lesser amount of mineral matter
- Coal is derived from plant remains in a sedimentary basin and is altered to solid rock by heat and pressure applied during the basin's formation
- Different types of coals are produced depending on formation and tectonic histories.
- Two main coal types used in the market:
 - Thermal coal: electricity generation
 - Metallurgical coal: steel making



Use of Coal

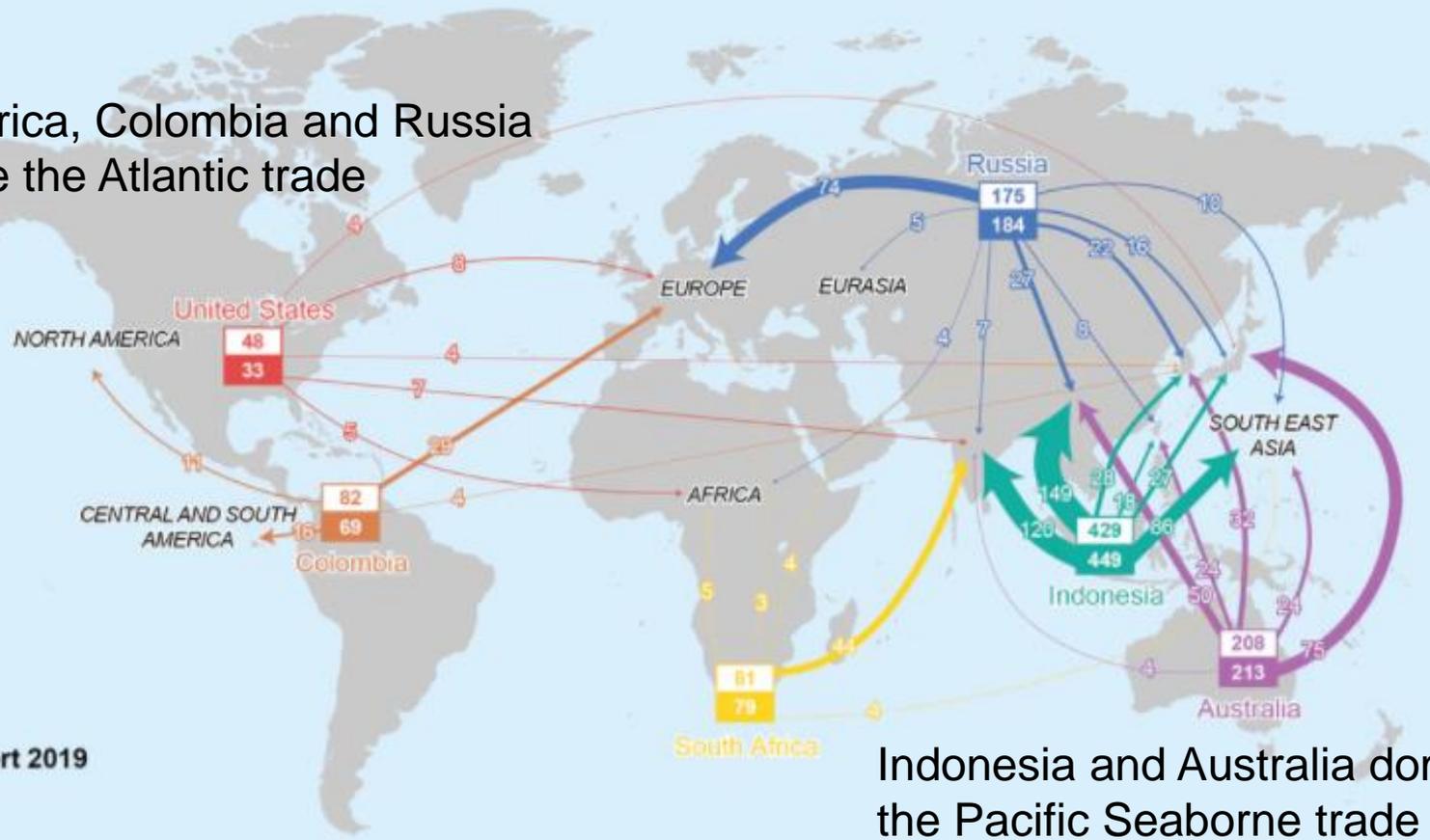
Integrated Coal Value Chain



Remark: IGCC = Integrated Gas Combined Cycle

Seaborne Thermal Coal Trade

South Africa, Colombia and Russia dominate the Atlantic trade



Indonesia and Australia dominate the Pacific Seaborne trade

This map is without prejudice to the status of or sovereignty over any territory, to the delimitation of international frontiers and boundaries, and to the name of any territory, city or area.

Source: IEA, 2020



How are coal priced?

- Different coal types from different regions have distinct quality.
- Indices are used to price different coal quality:
 - globalCOAL NEWC Index, the benchmark price for seaborne thermal coal in the Asia-Pacific region.
 - Indonesia's Harga Batubara Acuan (HBA) comprising of: Indonesian Coal Index (ICI), gCN, and Platts 5900.
 - QHD FOB (6,000 kc NAR) marker assess the price of Chinese coal that is being shipped into the domestic Chinese markets at the port of Qinhuangdao.
 - RB Index: a coal price benchmark high CV thermal coal delivered FOB Richards Bay Coal Terminal in South Africa.
 - DES ARA: coal price benchmark for high CV thermal coal delivered at the ports of Amsterdam / Rotterdam / Antwerp