

The Adaro Group Presentation Nov 2023

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Snapshot of the Adaro Group





The Adaro Group: Three Business Pillars for a Bigger and Greener business

Pursuing sustainable growth driven by the green economy



Stock ticker: ADRO

Main operating pillar: pit-to-power integration to provide reliable and affordable energy

- Core thermal coal operations in Indonesia supported by the group's mining services and logistics contractors, and the Adaro Power business through PT Adaro Energy Indonesia Tbk (IDX: ADRO)
- Provides the cash flows that serve as the foundation to fund the Adaro Group's diversification strategy.



Stock ticker: ADMR

Growth pillar: metallurgical coal, and minerals and minerals processing for green economy

- Metallurgical coal operations in Indonesia through PT Adaro Minerals Indonesia Tbk (IDX: ADMR).
- Downstream processing of minerals for EV battery ecosystem in Indonesia through Aluminum facility at Kaltara
- Through this pillar, Adaro Group is committed to achieve growth in a more sustainable manner.

Growth pillar: renewable energy to support downstream processing and diversification of Indonesia's energy mix

- Developing green energy sources: hydro, solar, wind – and continue to actively participate in tender of renewable power plants.
- Supplies the renewable energy requirement for green downstream processing.



Through Adaro's 3 pillars of growth, we are well positioned

to capture these opportunities, now and in the future



Adaro has the necessary skillset		to capture these opportunities	
	Strong balance sheet and financial capabilities	Operating metallurgical coal mine in Indonesia & Australia	
	Proven track record in building and operating large-scale, complex projects	Plan to build a 1.5 million tons <u>aluminium</u> smelter with 500 k already under construction	
6-0	Deep experience and knowledge in Indonesia's mining and Electricity sector	Building one of the world's largest green industrial estates in North Kalimantan, including plans to build several GW of <u>hydro power &</u> <u>Solar PV plants.</u> 1.375 GW of hydro already started construction.	
	Strong ownership and management team with extensive connections	Continue developing renewable energy projects within the region, with a continuously growing pipeline of solar, wind, and hydro assets.	

Adaro will continue to explore opportunities to serve the green mineral and green energy needs of the new economy

Summary of PT Adaro Energy Indonesia Tbk



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Core Earnings



Adaro Group Coal Sales by Destination in 9M23



Capital Expenditure



Adaro Energy Indonesia's Performance

Continue to deliver consistent results and strong cash flows



OPERATIONAL	9M23	9M22	Change
Production (Mt)	50.73	45.37	12%
Sales (Mt)	49.12	44.17	11%
OB removal (Mbcm)	217.43	173.52	25%
FINANCIAL (\$ millions, unless indicated)	9M23	9M22	Change
Revenue	4,981	5,913	-16%
Core Earnings	1,481	2,331	-39%
Operational EBITDA	1,944	3,798	-49%
Cash	3,425	3,353	2%
Net Debt (Cash)	(1,835)	(1,843)	0%
Сарех	473	277	71%
Free Cash Flow	1,448	2,071	-30%
Operational EBITDA Margin	39%	64%	-25%
Net Debt (Cash) to Equity (x)	(0.25)	(0.29)	-14%
Net Debt (Cash) to Last 12 months Operational EBITDA (x)	(0.58)	(0.39)	-49%
Cash from Operations to Capex (x)	1.87	11.39	-84%

Summary of PT Adaro Minerals Indonesia Tbk



Adaro Minerals Key Financial Highlights

OPERATIONAL	9M23	9M22	Change
Production (Mt)	3.98	2.56	55%
Sales (Mt)	3.01	2.19	38%
Overburden removal (Mbcm)	13.81	6.05	128%
FINANCIAL (\$ million)	9M23	9M22	Change
Net Revenue	721	666	8%
Core Earnings	258	292	-11%
Operational EBITDA	359	411	-13%
Operational EBITDA Margin	50%	62%	-12%

Sales by Destination 9M23



Adaro Minerals Metcoal Production (Mt)



Adaro Minerals Strip Ratio Remains Very Low



The world's largest Green Industrial Park

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Strategically located in North Kalimantan

- Located in a very strategic location in terms of export & import, and potential supply of mineral sources and smelting industries
- Total area of 16,000 Ha, consists of 2 (two) large overlay area – 11,500 Ha and 4,700 Ha
- Potential development of a large-scale public port to support the industrial logistics
- Huge potential of Hydro Power Plants development to power the industrial estate



More than 10 GW power potential



Aluminum Smelter in Kaltara Industrial Park

Scope of project is 1.5mt of Aluminum production







Production capacity: **500,000 tpa aluminum**. Adaro plans to invest in the smelter's power generation. Additional production capacity of up to 500,000 tpa aluminum.

Adaro may invest in the smelter's power generation. Power generation will likely be a hybrid of coal and renewables. Additional capacity of up to 500,000 tpa of Green Aluminum. Adaro plans for this to be powered by hydro.

Progress of Aluminum Smelter

- Smelter: KAI started the piling works for the foundation of the aluminium smelter area. In 4Q23, KAI will continue to work on the soil improvement and land levelling.
- **Jetty:** finished coastal jetty breakwater, and will continue work on dredging, construction for heavy cargo, universal cargo and berthing trestle.
- **Power plant:** conducting piling works at power plant area.
- Supporting facilities
 - Completed the land clearing for the permanent dorms and construction of ancillary facilities such as outdoor laydown warehouse, heavy equipment workshop, and batching plant.
 - In parallel started the piling works for temporary camp, indoor warehouse, and brick factory.







ADMR is actively pursuing offtake agreements with producers of the below technologies.



Global Aluminum Demand Outlook



Industry	2018	2040	Remarks
Transportation	25MT	43MT	 Higher demand for electric vehicle, especially for battery packaging and heat sink. Penetration to reduce vehicle weight and use of gasoline.
Building and Construction	22MT	29MT	Urbanization and growing construction industry.Penetration for building materials.
Consumer and Industrial	15MT	21MT	 Increasing demand for consumer and industrial products.
Packaging	13MT	19MT	Increasing demand for tin packaging.Increasing demand for foil and plastic substitution.
Energy	11MT	16MT	 Increasing demand for energy sector application, such as solar panel structure. Copper substitute for transmission cable.

- Demand for aluminum is estimated to increase on the back of economic growth in Asia.
- Demand for aluminum will be supported by the increase in transportation sector, in line with the commitment of global citizen and the transportation industry to increase the production of new energy vehicle.



Adaro Green

Development of Renewable Energy for Green Business Transformation









Technology	Hydro Power Plant	Mini-Hydro Power Plant	Solar PV + Battery Energy Storage System (BESS)	Wind Turbine + Battery Energy Storage System (BESS)
 Pipeline potential (according to RUPTL 2021) 	11 GW targeted by PLN	1 GW targeted by PLN	4.8 GW targeted by PLN	~500 MW
Recent projects	1.375 GW Mentarang hydro power plant	4 MW captive power to PT Maruwai Coal (PTMC), a subsidiary of Adaro Minerals'	8 MWp/4MWh captive power to PT Adaro Indonesia	70 MW Tanah Laut with PLN as off taker
 Recent projects status 	Finalization of Offtake agreement	Selection process of EPC contractor	Development	PPA signed

Indonesia's Largest Hydro Power Plant









- Planned installed capacity of 1,375 MW, with the potential to generate approximately 9 Terawatt hours (TWh) per annum.
- Located in North Kalimantan, this power plant will provide affordable, reliable, and sustainable energy to support the Kaltara Industrial Park. COD is estimated in 2030.
- Will use the Concrete Faced Rockfill Dam (CFRD), designed with a dam crest height of 235m and crest length of 815m. This hydro power plant will have one of the world's tallest dams.

One of Indonesia's Largest Wind IPPs







- Planned installed capacity of 70 MW with battery energy storage system (BESS) of 10 MWh.
- Located in South Kalimantan, this power plant will provide affordable sustainable energy to support PLN's grid within South Kalimantan. COD is estimated in 2025.
- This is a consortium made up of Total Eren, PT Adaro Clean Energy Indonesia, and PT PJBI (PLN's subsidiary IPP).

Integrating the Value Chain for Solar PV and BESS





- Signed MoU to develop the industrialization of solar panel supply chain in Indonesia, which include solar photovoltaic and battery energy storage systems.
- Supporting the government's plan in development of domestic solar power industry and infrastructure.
- This is a consortium made up of PT Adaro Power, PT Medco Power Indonesia, and PT Energi Baru TBS.

Recently energized captive solar PV

~600 kWp to supply to our mining area







- We have installed 130 kWp PV Rooftop, and another 468 kWp PV Floating (one of the largest operational floating PV in Indonesia)
- The project is expected to generate 156,000 kWh/year and serves a captive market to support Adaro Group's mining operation.
- Environmental impact of this project includes replacing 33,000 liters of diesel per year, and avoiding emission of 98 ton CO2/year.



PLN targets 25GW of green energy needs by 2030 Excluding any captive projects, an area that Adaro is focusing on



102 GW of installed capacity by 2030



The increased demand for green minerals will drive further need for green energy

Source: RUPTL 2021-2030



Adaro Energy

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FY23 Guidance provides cash to invest in EV value chain and renewables





Sales volume (Mt)

Kestrel Saleable MetCoal Production (Mt)



Consolidated planned strip ratio (bcm/t)



Consolidated capital expenditure (\$m)



*)Exclude expenses related to Kaltara

Why Adaro



Solid Foundation	 Integrated energy company with strong footing in the energy industry.
Positioned for Sustainable Growth	 Integrated business model enables us to control cost and manage risks better, ensuring business sustainability.
Capturing Opportunities in Green Economy	 Well positioned to capture the opportunity through ADMR, which will focus on managing and developing our non-coal mineral assets.
Consistent Dividend Payment and Shareholder Return	• Cumulatively from 2008, we have paid approximately US\$2.9 billion in dividends with average payout ratio of 47% .
Industry Leading Cost Position	 Cost competitiveness resulted in one of the highest operational EBITDA margins in the sector, reaching 62% of operational EBITDA margin in 2022.
Experienced Management Team	 Management has been consistent with strategy execution while also being nimble in reacting to business developments
Commitment to ESG	 PT Adaro Indonesia received 5th PROPER Gold Award MSCI ESG rating of BBB.
Strong Cash Generation	 Adaro generated \$2.8 billion of free cash flow and net cash of \$2.6 billion in FY22 which will fund our business transformation.

Regulatory Updates



Conversion of CCOW to IUPK

- Continuation of Al's CCOW.
- Government Regulation (PP No 15 of 2022) stipulates the changes in the commercial terms: royalty rate, CIT rate, and additional profit sharing with the regional and central government.

		CCOW	IUPK
1	Royalty rate	13.5%	14% - 28%
2	CIT	45%	22%
3	Non-tax state revenue (government's portion – from net income)		
	- Central Gov't	-	4%
	- Regional Gov't	-	6%

• In line with conversion to IUPK, AI's concession size has been reduced, but does not affect our operation or our reserves.

Change in the royalty rate of IUP

This impacts MIP and Balangan Coal mines, representing approximately 17% of 2022 production. The royalty going forward will be based on HBA pricing and could increase to between 7% - 10.5% from 3% - 5%.

Regulatory Updates



Change in the formula of Harga Batubara Acuan (HBA)

- Indonesia has introduced the reformulation of HBA to better reflect the value of Indonesian coal. The new HBA has three coal categories: HBA (6,322 kcal GAR), HBA I (5,200 kcal GAR), and HBA II (4,200 kcal GAR).
- The HBA will be derived from an average of actual traded Indonesian prices 70% is based on the average price of the second and third weeks of the previous month and 30% is based on the average price of the first week of the previous month and the fourth week of the previous two months.

Large Reserves and Diverse Portfolio across Indonesia and Australia





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Solid Financials Backed by Strong Operations





Financial position continues to improve

Strong cash balance and free cash flow generation



Adaro Historical Production



Industry Leading Efficiency

One of the lowest cost operators in Indonesia



Adaro's estimated coal cash cost breakdown (9M23)



Electrification to reduce the usage of diesel gensets



Strong operational EBITDA generation and healthy operational EBITDA margin



70%

- Consistently delivers on operational EBITDA target and performed in-line with guidance.
- Healthy operational EBITDA margin on the back of 50% better cost control from integrated business model. 40%

Well Positioned Product and Strong Customer Base Focused on Asia





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

Thermal Coal Sales by Destination (9M23)



Customer type by volume (9M23)



Operates Mining Services and Logistics to Ensure 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	9M23	9M22	9M23 vs 9M22
SIS	Overburden Removal	Mbcm	166.84	137.72	21%
	Coal Transport to Port	Mt	46.86	42.89	9%
MBP	Coal barging	Mt	47.71	41.63	15%

One of Indonesia's largest IPPs

Adaro Power's 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	86.91% (Avg. 9M23)	
Adaro Mining Electrification	Current: 11.7 MW Plan: additional 17.9 MW	



Makmu	r Sejahtera Wisesa – Solar PV
iize	130 kWp + 467 kWp
hareholder	100% Adaro Power
COD	Q3 2018 (for 130 kWp) & 467 kWp COD 27 December 2021
Project cost	USD 800,000 (approx.)
lectricity produced	602.94 MWh (9M23)



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	89.96% (Avg. 9M23)		

	Bhir	masena Power Indonesia – CFPP
	Size / Tech.	2 x 1,000 MW Ultra Super Critical
	Shareholders	34% AP, 34% JPower, 32% Itochu
1111111111	Project cost	USD 4.2 billion
	Availability Factor	81.50% (Avg. 9M23)

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 ADMR (Mini-hydro)

Owns & Operates 1,670 lps of Water Treatment Plants

Adaro Shares

Status

: 90%

: In operation upto 250 lps



Also Supports Mining Operations through Slurry Management Business Unit



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.



PT Adaro Minerals Indonesia Tbk (IDX:ADMR)

Adaro Minerals Indonesia at a Glance



Indonesia's leading metallurgical coal producer with low-cost, efficient operation supported by Adaro Group's integrated supply chain network



Five CCoW holders located in Central and East Kalimantan, Indonesia.



Large coal reserves and resources base which supports long-term sustainable growth. **Coal reserves: 165.4 Mt. Coal resources: 975 Mt.**



Coal production in 9M22 reached 2.56 Mt, and in 9M23 coal production reached 3.98 Mt (▲ 55% y-o-y). Aiming at 6 Mtpa in 2025.



Strong demand profile from blue-chip steel companies. Current customers are located in China, Japan and Indonesia.



Offers coal **supply diversification** for customers in a market dominated by Australia, Canada and the US.

Close proximity to key markets offers customers with more **competitive cost** and shorter transportation time.

Company Overview - ADMR



Established in 2007, Adaro Minerals carries out an integrated mining activities through its subsidiaries, which has one of the largest greenfields area in Central Kalimantan for metallurgical coal.



The Company's subsidiaries own 5 Coal Contract Of Work ("CCoW") located in East Kalimantan and Central Kalimantan with total area up to 146,579 ha.

The 5 CCoWs are in the operation and production operation development stages: Maruwai Coal is currently operating and selling metallurgical coal, Lahai Coal is conducting mining optimization, meanwhile Kalteng Coal, Sumber Barito Coal and Juloi Coal are in development phase.



Foto Udara Area Wara Coal Crusher PT. JPI



CCoW	STAGE	COALS			
Lahai	A- 5	Green Coal			
Maruwai	A.	Hard Coking Coal, Green Coal			
Kalteng	<u>Na</u>	Met-Coal			
Juloi	<u>Na</u>	Met-Coal			
Sumber Barito	<u>Na</u>	Met-Coal			
Notes : 💦 Operation					



Metallurgical Coal



Production Operation Development

Large Coal Resource and Reserves

Coal Resource

Company / Locality	Total Coal Resources (Mt)	Measured (Mt)	Indicated (Mt)	Inferred (Mt)	Compliance Standard
LC - Haju (Green Coal)	4.3	3.8	0.4	0.1	JORC
MC - Lampunut (Metallurgical and Green Coal)	100.3	93.5	6.7	0.1	JORC
JC - Juloi Northwest (Metallurgical)	629.9	-	269.6	360.3	JORC
JC - Bumbun (Metallurgical)	174.5	60.4	57.8	56.4	JORC
KC - Luon (Metallurgical)	50.9	24.7	19.3	6.9	JORC
SBC - Dahlia Arwana (Metallurgical)	15.0	6.5	6.5	2.0	JORC
TOTAL	975.0	188.9	360.3	425.8	

Coal Reserves

Company / Locality	Total Coal Reserves (Mt)	Proved (Mt)	Probable (Mt)	Compliance Standard
LC - Haju (Green Coal)	2.3	2.3	0.03	JORC
MC - Lampunut (Metallurgical and Green Coal)	84.3	79.6	4.7	JORC
JC - Bumbun (Metallurgical)	55.5	-	55.5	JORC
KC - Luon (Metallurgical)	17.7	-	17.7	JORC
SBC - Dahlia Arwana (Metallurgical)	5.6	-	5.6	JORC
TOTAL	165.4	81.9	83.5	



One of the **largest** undeveloped met coal reserves and resources globally

Premium quality hard coking coal with low ash, low phosporus, and high vitrinite content

Long reserves life, based on current production

*Coal Reserves and Resources data is as of August 2021 from independent consultant PT Quantus Consultants Indonesia
Established Infrastructure to Ensure Operational Excellence



Lampunut Coal Handling and Processing Plant



One of the largest CHPPs in Indonesia in terms of capacity

Reduces ash from 12% ad to 4.5% ad

Washing Plant : 525 tph (max: 550 tph)



WASHING – 3 Process Circuit





Hydrocyclone & Spiral n 0.25 – 1.4 mm

iral Floatation 0.25 mm

Supply Chain: from Coal Terminal to Vessel Loading Points







Barge-to-vessel





Competitive Advantages







Sustainability and Green Initiatives

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Balance of People, Planet and Purpose





Green Initiatives to Reduce Emission



MSCI ESG Rating History



Fifth PROPER Gold Award



Improving Environmental Performance





...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.

Reclamation and Rehabilitation





Awards and Recognitions



2013	2014	2015	2016	2017
PROPER green award Ministry of Environment & Forestry	PROPER green award Ministry of Environment & Forestry	PROPER green award Ministry of Environment & Forestry	PROPER green award Ministry of Environment & Forestry	PROPER green award Ministry of Environment & Forestry
Aditama gold award For environmental excellence in the coal sector Ministry of Energy & mineral resources Global CSR bronze award For sustainable clean water program Pinnacle Group Global CSR	Aditama gold award For environmental excellence in the coal sector Ministry of Energy & mineral resources Bronze sustainability award For sustainable investment RobecoSAM	Cultural based community empowerment award Awards in several categories Corporate Forum for Community Development & Ministry of Human Dev Bakti Husada award For community health development Ministry of Health	Global CSR bronze award For community-led sanitation Annual Global CSR & Summit Padmamitra award For poverty alleviation Ministry of Social Affairs	Aditama gold award For environment excellence if the coal sector Ministry of Energy & mineral resources Best of environmental management & safety awar Ministry of Energy & mineral resources
2018	2019	2020	2021	2022
Ainistry of Environment &	PROPER gold award Ministry of Environment & Forestry	PROPER gold award Ministry of Environment & Forestry	PROPER gold award Ministry of Environment & Forestry	PROPER gold award Ministry of Environment & Forestry
Ainistry of Environment & Forestry Aditama gold award For environment excellence in the coal sector Ainistry of Energy & mineral	Ministry of Environment & Forestry Global CSR award, one gold and two silver For early childhood education program, CSR Leadership and	Ministry of Environment & Forestry MSCI ESG Ratings upgraded to BB MSCI	Ministry of Environment & Forestry MSCI ESG Ratings upgraded to BBB MSCI	Ministry of Environment &
PROPER green award Ministry of Environment & Forestry Aditama gold award For environment excellence in the coal sector Ministry of Energy & mineral resources Best of coal mining service business management & safety award	Ministry of Environment & Forestry Global CSR award, one gold and two silver For early childhood education	Ministry of Environment & Forestry MSCI ESG Ratings upgraded to BB	Ministry of Environment & Forestry MSCI ESG Ratings upgraded to BBB	Ministry of Environment & Forestry Global CSR Gold Award For Excellence in Provision Literacy and Education



Industry Outlook

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Prices Remain Near Historical Highs





- Prices continue to fluctuate.
- Demand from China has supported Indonesian thermal coal imports.
- Indonesian coal demand is still expected to be high due to its competitiveness and unique characteristics.

Seaborne Thermal Coal Demand and Supply Outlook





Global thermal coal supply (Mt)

Coal remains as significant part of energy mix in emerging economies in Asia

Global thermal coal imports demand (Mt)

- 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.

Seaborne Metallurgical Coal Demand and Supply Outlook





Global metallurgical coal supply (Mt)

Underinvestment and Robust Demand expected to lead to Undersupplied market



- India to be the main driver of growth for the next decade, outpacing China and Japan. •
- Australia continues to be the main supplier in seaborne market, but supply growth will be constrained due to underinvestment in some supplying • countries.

Indonesian Long-Term Demand Remains Robust

Supported by growing downstream activities in Indonesia





- CFPP capacity continues to increase to support the transition in minerals processing and refinery in Indonesia.
- Indonesia coke capacities are expected to reach 21 Mt in 2024, which translates to 35 Mt of metallurgical coal consumption.



Thank you

