

# Financial Year 1H 2023 Results

October 9<sup>th</sup> , 2023



# Highlights of 1H 2023



On track with our FY 2023 guidance.



Revenue rose **19%** YoY at US\$857mn  
EBITDA up **7%** YoY at US\$175mn



Indonesian & Australian **revenue grew** strong and steady by 11.1% YoY and 43.0% YoY respectively



**CAPEX 47% lower** YoY

**Free Cash Flow improved significantly** to US\$105mn with cash position at US\$218mn

**Net Debt/EBITDA is at 1.99x**, lowest for the past 5 years in a capital-intensive business model



Contribution from **Metallurgical coal and Infrastructure business** was **18%** of Revenue



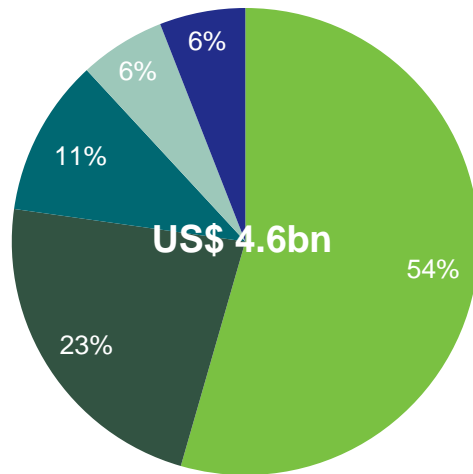
**OB Volume increased 10%** YoY at 286 MBCM in 1H (152MBCM in 2Q was a record quarter)

# Increasingly Diversified and High Quality Orderbooks

As the Company's orderbook increases, the business has further diversified with contribution from met coal and infrastructure increasing to 18% of revenue

## Indonesia Business

1H 2023 Orderbook

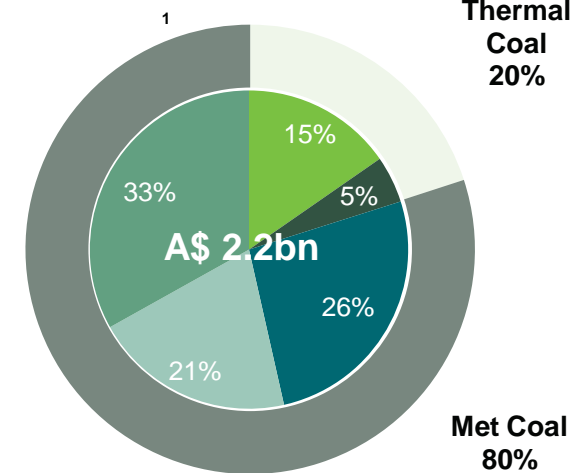


■ Bayan ■ Berau ■ Adaro ■ Geo ■ Kideco ■ Others

- The Company has been actively moving its coal exposure to projects with lower cost, lower strip ratio or where we can use more efficient equipment
- The next step for our Indonesian business will be to focus on diversifying commodities and sources of revenue
- Contract replacement / extension discussions commence 12-24 months prior to expiry
- Indonesia and Australia team has a strong track record of winning and extending contracts

## Australia Business

1H 2023 Orderbook



■ Meandu ■ Commodore ■ BHP Mitsubishi Alliance (BMA) Goonyella ■ BHP Mitsubishi Alliance (BMA) Blackwater ■ Bowen

- Orderbook has grown almost 4 times, since we acquired the business in Dec 2021
- Met coal grown from 14% in 2021 to 80% in 1H 2023
- Growth is focused on met coal (met coal expected to grow 1.5x through 2050 in the 1.5°C scenario<sup>2</sup>) with world-class clients including BHP Billiton Mitsubishi Alliance
- Recent US\$43mn contract from BHP and Mitsubishi Alliance related to Saraji mine increases met coal exposure to nearly 80%

Source: 'The Energy Transition Dilemma' by LGIM & BHP (2022)

Note: Australian Orderbook as at 4Q 2021 and 1H 2023. Indonesian Orderbook as at 4Q 2018 and 1H 2023

1. The Commodore and Meandu contracts include progressive rehabilitation obligations. Currently the contracts are not split between thermal coal mining, and rehabilitation, so the revenue is included in thermal coal

2. Cumulative Demand to 2050, compared to prior 30 years, 1.5°C scenario as sourced from 'The Energy Transition Dilemma' by LGIM & BHP (2022)

# 1H 2023 Financial Performance : continuous growth and improved cashflow



Overburden Removal and Coal	Revenue	EBITDA	FY23 Guidance		
<b>286MBCM</b> Up 10% YoY <b>42 MT</b> Up 2% YoY	<b>US\$857M</b>  Up 19% YoY	<b>US\$175M</b>  Up 7% YoY <i>23.2% EBITDA Margin<sup>1</sup></i> <i>Down 3% YoY</i>	<b>FY23 Overburden Guidance</b> <b>560 - 630 MBCM</b>	<b>FY23 Coal Guidance</b> <b>75 - 80 MT</b>	<b>FY23 Revenue Guidance</b> <b>US\$1,525 – 1,675M</b>
<b>Operating Cash Flow</b> <b>US\$143 M</b>  Up YoY, supported by prudent capital management	<b>Net Profit/(Loss)</b> <b>US\$5 M</b>  Effect of increase in finance cost due to changes in LIBOR	<b>Net Debt</b> <b>US\$749 M</b>  Net Debt to EBITDA of 1.99x >60% of debt are due 2026 or later	<b>FY23 EBITDA Guidance</b> <b>US\$335 - 390M</b>	<b>FY23 Capital Expenditure Guidance</b> <b>US\$105 - 145M</b>	

1. Margins are based on revenue excluding fuel.

# 1H 2023 P&L: Strong growth in Australia boosting overall performance



US\$m, unless stated	1H22	1H23	Change
<b>Volumes</b>			
Overburden Removal (mbcm)	260	286	▲ 10%
Coal (mt)	41	42	▲ 2%
<b>Key Financials</b>			
Revenue	723	857	▲ 19%
EBITDA	164	175	▲ 7%
<i>EBITDA Margin</i>	<b>26.0%</b>	<b>23.2%</b>	▼ 3%
Operating Profit	51	47	▼ 7%
Net Profit/(Loss)	6	5	▼ 13%
EPS (in Rp)	Rp 10	Rp 10	▲ 1%
<b>Unit Financials (US\$)</b>			
Cash costs ex fuel per bcm	1.45	1.62	▲ 12%
Cash costs ex fuel per bcm/km	0.48	0.51	▲ 5%

## ▪ Overburden Removal increased by 10% from 1H 2022

- 1H 2023 reflects incremental volume predominantly from Australia and steady growth in Indonesia
- Strong growth in Australia includes volume ramp up from new contracts and as manning becomes more available to boost productivity

## ▪ Revenue rose by 19% from 1H 2022

- Both Indonesia and Australia posted strong revenue growth

## ▪ EBITDA up 7% from 1H 2022

- Driven by higher volume but overall margin slightly declined by 3%, primarily due to cost of inflation, which has been partially mitigated with cost efficiencies initiatives and will narrow down within the next quarters
- Australian margin has improved as manning becomes available to boost productivity.

## ▪ Net Profit down 13% from 1H 2022

- impacted by an increase in finance cost due to higher LIBOR rate

## ▪ Cash costs ex fuel per bcm increased by 12% from 1H 2022

- Ramp up cost in BUMA Australia for new contracts won this year
- Spare part and material for drill blasting cost increased inline with inflation, mitigated partially with technology and operational excellence-led cost efficiencies
- Inflation-driven salary cost increases and as well a new tax policy on Benefit-in-Kind

# Balance Sheet: strong free cash flow due to prudent capital management



US\$m, unless stated	FY22	1H23	Δ
<b>Key Balance Sheet Items</b>			
Cash Position <sup>1</sup>	181	218	37
Borrowings	962	966	4
Net Debt	781	749	(32)
Net Debt to EBITDA <sup>2</sup>	2.19x	1.99x	-
FCCR <sup>2</sup>	5.27x	4.70x	-

US\$m, unless stated	FY21	FY22	Change	1H22	1H23	Change
<b>Unit Financials (US\$)</b>						
Operating Cash Flow	267	197	▼ 26%	21	143	▲ 565%
Free Cash Flow	(188)	37	▲ N.M <sup>3</sup>	(69)	105	▲ 251%
Capital Expenditure	340	151	▼ 56%	85	44	▼ 47%

1. Includes cash, cash equivalents and other current financial assets
2. Status of BUMA's in lieu of its Senior Notes and bank loan covenants
3. N.M = Not Meaningful

## ▪ Liquidity

- Free cash flow increased due to lower capital expenditure
- Reduction in Net Debt to EBITDA ratio to 1.99x due to strong cashflow momentum
- Major debt drawdown for expansion has been concluded

## ▪ Borrowings

- Bank Loan US\$322mn (paid US\$ 28mn of US\$ 350mn)
- Senior Notes US\$400mn
- Other financing outstanding of US\$244mn

## ▪ Operating Cash Flow increased by 565% from 1H22

- The increase of US\$122mn, mainly due to increase in EBITDA and improved working capital management
- Tax refund was received amounted US\$35mn
- Results in positive FCF and higher cash level to US\$218M in 1H23

# ESG Update: Significant progress on our ESG initiatives



**82%**

revenue from thermal coal in 1H 2023 (target <50% of total revenue by 2028)



**>112,000**

People impacted directly through BUMA's sites CSR programs (as of 1H2023)



**100%**

of BUMA's sites in Indonesia have completed carbon footprint assessment (Scope 1 and Scope 2)



**>2,100**

students and 23 vocational high school joined BISA Ruang Vokasi program (as of 1H2023)



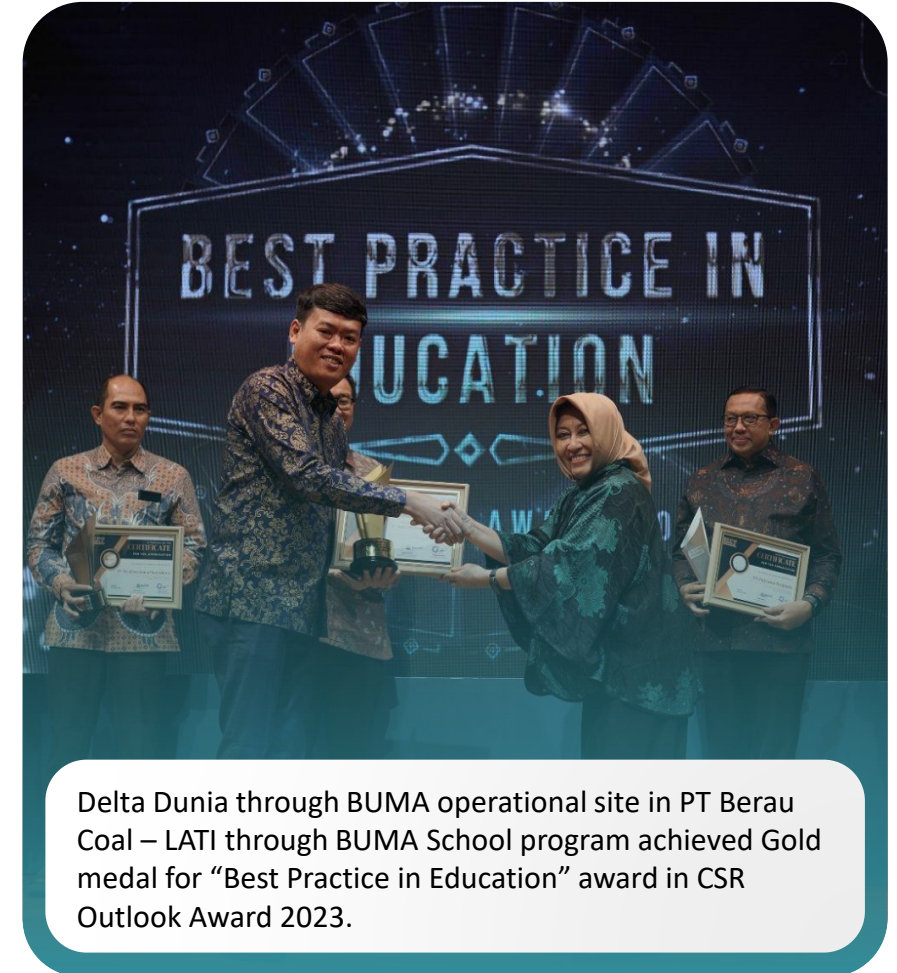
**35.2 ha.**

progressive rehabilitation conducted by BUMA Australia YTD2023



**45%**

Director-level position in DOID Group is held by women as of 1H 2023



# Sustainalytics ESG Risk Rating Score Update (July 2023)



## PT Delta Dunia Makmur Tbk

Industry Group: **Oil & Gas Producers**

Country/Region: **Indonesia**

Identifier: **JKT:DOID**

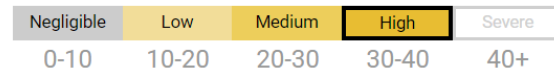
PT Delta Dunia Makmur Tbk is an Indonesia-based company engaged in the mining industry. The company's operating segment includes coal mining and mining services and investment. It generates maximum revenue from the coal mining and mining services segment. All revenues of the group are derived in Indonesia.

Full time employees: **16,806**

### ESG Risk Rating

COMPREHENSIVE ?

**32.7** High Risk



Last Full Update: **Jul 19, 2023** ?

Last Update: **Jul 21, 2023** ?

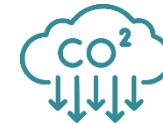
### Ranking

Industry Group (1st = lowest risk)

**Oil & Gas Producers** **41** out of 300

Universe

**Global Universe** **11906** out of 15439



Delta Dunia achieved significant improvement from 42.4 (severe risk) in 2022 to 32.7 (high risk) in July 2023.

This result places Delta Dunia as second ranked in the Sustainalytics' coal sub-industry and within the 15% best performers in the Sustainalytics' oil and gas industry.

Improving our Carbon Intensity Trend score through a sustained decline of carbon intensity per million dollars revenue in the past three years.

Delta Dunia achieved top rank in coal sub-industry for most of the issues, including Carbon – Products & Services, Carbon – Own Operation, Governance, Community Relation, Occupational Health & Safety, as well as Emission, Effluent and Waste



For more information visit our website  
[deltadunia.com](http://deltadunia.com)



<https://www.linkedin.com/company/pt-delta-dunia-makmur-tbk>



<https://www.linkedin.com/company/pt-bukit-makmur-mandiri-utama>



<https://www.linkedin.com/company/buma-australia/>

# Appendix 1 – Financial Summary

# Consolidated Performance 1H23



## Consolidated Statements of Financial Position

<i>In US\$ mn (unless otherwise stated)</i>	IH23	FY22	YTD
Cash and cash equivalents	189	148	28%
Other financial assets - current	28	33	-14%
Trade receivables - current	362	323	12%
Other current assets	139	148	-6%
Fixed assets - net	750	790	-5%
Other non-current assets	111	129	-15%
<b>TOTAL ASSETS</b>	<b>1,579</b>	<b>1,571</b>	<b>0%</b>
Trade payables	194	188	3%
LT liabilities - current	151	114	32%
Other current liabilities	111	118	-5%
LT liabilities - non current	804	833	-4%
Other non-current liabilities	69	62	11%
<b>TOTAL LIABILITIES</b>	<b>1,329</b>	<b>1,315</b>	<b>1%</b>
<b>TOTAL EQUITY</b>	<b>250</b>	<b>256</b>	<b>-2%</b>

## Financial Ratios <sup>1)</sup>

	IH23	IH22
Gross margin	12.8%	13.8%
Operating margin	6.3%	8.1%
EBITDA margin	23.2%	26.0%
Pretax margin	1.6%	1.4%
Net margin	0.7%	0.9%

## Consolidated Statements of Profit or Loss and OCI

<i>In US\$ mn (unless otherwise stated)</i>	IH23	IH22	YoY
Net revenues	857	723	19%
Revenue excl. fuel	753	631	19%
Cost of revenues	(760)	(636)	20%
<b>Gross profit</b>	<b>97</b>	<b>87</b>	<b>11%</b>
Operating expenses	(49)	(36)	37%
Finance cost	(43)	(32)	36%
Others - net	7	(10)	-170%
<b>Pretax profit</b>	<b>12</b>	<b>9</b>	<b>37%</b>
Tax expense	(7)	(3)	130%
<b>Profit (loss) for the period</b>	<b>5</b>	<b>6</b>	<b>-13%</b>
Other comprehensive income (loss) - net	(0)	(8)	-96%
<b>Comprehensive income (loss)</b>	<b>5</b>	<b>(2)</b>	<b>-306%</b>
<b>EBITDA</b>	<b>175</b>	<b>164</b>	<b>7%</b>
<b>Basic EPS (in Rp) <sup>2)</sup></b>	<b>10</b>	<b>10</b>	<b>1%</b>

## Cost of Revenue

	IH23	IH22	YoY
Depreciation	125	111	13%
R&M Costs	190	139	36%
Employee costs	171	145	18%

### Notes:

1) Margins are based on revenues excluding fuel

2) Reported Basic EPS translated into Rp using average exchange rate of Rp15,071 and Rp14,439 for 1H23 and 1H22 respectively

3) N.M. means not meaningful

# Quarterly Performance



US\$m, unless stated	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
<b>Volumes</b>								
Overburden Removal (m bcm)	90.4	94.0	123.5	136.6	150.6	136.3	134.4	151.9
Coal (mt)	13.9	14.9	18.3	22.8	22.5	23.1	21.5	20.2
<b>Key Financials</b>								
Revenue	248	314	332	391	426	405	409	448
EBITDA	77	84	70	94	109	93	74	101
<i>EBITDA Margin</i>	33.3%	29.8%	23.9%	27.7%	29.3%	26.8%	20.8%	25.4%
Operating Profit	35	40	13	38	50	31	14	34
Net Profit/(Loss)	17	16	(0)	6	15	8	(1)	6
<b>Unit Financials (US\$)</b>								
Cash costs ex fuel per bcm	1.35	1.70	1.46	1.44	1.43	1.48	1.67	1.58
Cash costs ex fuel per bcm/km	0.42	0.58	0.48	0.49	0.48	0.47	0.52	0.49

# Indonesian and Australian Operations



## BUMA Consolidated Performance YTD

US\$m, unless stated	1H22			1H23		
	BUMA ID <sup>1</sup>	BUMA AU	BUMA Consol	BUMA ID	BUMA AU	BUMA Consol
<b>Volumes</b>						
O.B. Removal (mbcm)	203	57	<b>260</b>	219	67	<b>286</b>
Coal (mt)	36	5	<b>41</b>	35	6	<b>42</b>
<b>Key Financials</b>						
Revenue	555	168	<b>723</b>	617	240	<b>857</b>
EBITDA	141	24	<b>165</b>	142	38	<b>180</b>
<i>EBITDA Margin</i>	30.1%	15.0%	<b>26.2%</b>	27.0%	16.6%	<b>23.9%</b>

1. Includes Infrastructure

## BUMA ID<sup>1</sup> Quarterly Progression

US\$m, unless stated	3Q22	4Q22	1Q23	2Q23
<b>Volumes</b>				
O.B. Removal (mbcm)	121	107	106	114
Coal (mt)	20	20	18	17
<b>Key Financials</b>				
Revenue	329	313	299	318
EBITDA	95	80	62	80
<i>EBITDA Margin</i>	34.0%	30.8%	24.6%	29.2%

## BUMA AU Quarterly Progression

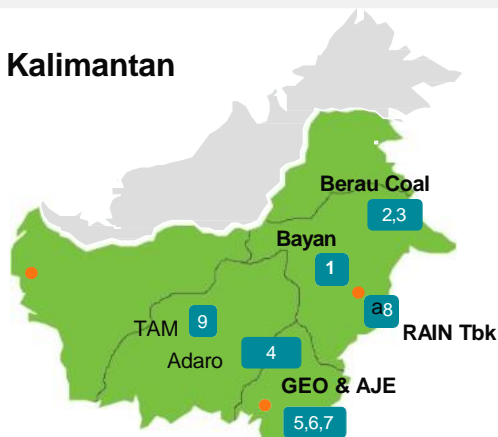
US\$m, unless stated	3Q22	4Q22	1Q23	2Q23
<b>Volumes</b>				
O.B. Removal (mbcm)	30	30	29	38
Coal (mt)	3	3	4	3
<b>Key Financials</b>				
Revenue	97	92	111	129
EBITDA	14	14	14	24
<i>EBITDA Margin</i>	15.5%	16.1%	13.5%	19.3%

# Appendix 2 – Contract Summary

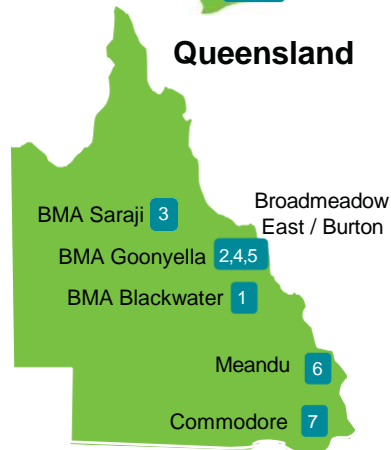
# Long Term Contracts with Successful Renewal History

## Decades of relationships with key customers

### Kalimantan



### Queensland



No	Indonesia Customers	Years of Relationship
1	Bayan - Indonesia Pratama (IPR) <sup>1</sup>	15 years
2	Berau Coal (Lati) <sup>2</sup>	24 years
3	Berau Coal (Binungan) <sup>2</sup>	24 Years
4	Adaro (Tutupan)	21 years
5	Geo - Tanah Bumbu Resources (TBR) <sup>3</sup>	7 years
6	Geo - Sungai Danau Jaya (SDJ) <sup>3</sup>	7 years
7	Angsana Jaya Energi (AJE)	6 years
8	RAIN - Insani Baraperkasa (IBP)	5 years
9	Tadjahan Antang Mineral (TAM)	7 years

No	Australia Customers	Years of Relationship
1	BHP Mitsubishi Alliance (BMA-Blackwater)	10 years
2	BHP Mitsubishi Alliance (BMA-Goonyella)	14 years
3	BHP Mitsubishi Alliance (BMA-Saraji)	New
4	Bowen Coking Coal (Broadmeadow East)	1 year
5	Bowen Coking Coal (Burton)	1 year
6	Stanwell Corp (Meandu)	9 years
7	Millmerran Power Management (Commodore)	21 years

### Contract Wins

- Apr 2023 - US\$ 43mn<sup>4</sup> contract with BHP and Mitsubishi Alliance to provide waste and coal mining services at the Saraji mine in central Queensland, Australia
- Feb 2023 – 3 year, US\$ 325mn<sup>4</sup> contract with Bowen Coking Coal for their Burton project
- Sep 2022 - 3 year, c.US\$ 290mn<sup>4</sup> contract extension with the BHP and Mitsubishi Alliance for their Goonyella metallurgical coal project
- May 2022 - 3 year, US\$ 220mn<sup>4</sup> contract with Bowen Coking Coal for their Broadmeadow East metallurgical coal project
- Feb 2022 - US\$ 400mn<sup>4</sup> contract extension at BMA's Blackwater mine

- ✓ Proven track record of winning and renewing contracts in both Indonesia and Australia
- ✓ Focus on quality customers and highly profitable contracts
- ✓ Strong ability to attract business as demonstrated by world class, reputable clients such as BHP, Adaro and Bayan, awarding contracts to BUMA
- ✓ Contract replacement/extension discussions commence 12 – 24 months prior to expiry
- ✓ Enhanced customer diversification provides higher resilience of order book

1. In 1Q21, signed an extension and expansion contract with Bayan to 2031. Bayan relationship started in 2007 but the Group did not work continuously at the Bayan mine sites  
 2. CCoW licensed  
 3. Life of mine contract  
 4. Converted at AUDUS\$ of 0.72

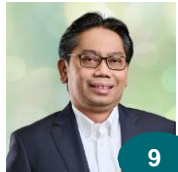
# Appendix 3 – BUMA Management



# Highly Experienced and Reputable Management with Strong Track Record

Attracted best-in-class talent to help deliver on the long term strategy

## BUMA Key Management



**Indra Dammen Kanoena**  
President Director

- 25+ years of experience in management function
- Previously Human Resources manager at Vale and Freeport Indonesia



**Silfanny Bahar**  
Chief Financial Officer

- 22+ years in Finance in various sectors such as Financial Institutions and Energy
- Previously, Finance Director at Shell Indonesia



**Nanang Rizal Achyar**  
Director

- Director of People & Culture unit since 2021
- Started at BUMA as Human Resources manager in 2004



**Sumardi**  
Director

- 26+ years of mining contractor service experience
- Previously at Adaro Energy and Pama



**Elsahmul Asyur**  
Director

- Over 25 years of mine engineering / planning experience
- Previously Mine planning manager at Leighton Contractors

## BUMA Australia Key Management



**Colin Giligan**  
CEO  
BUMA Australia

- 25+ years of global mining leadership experience
- Previously CEO of Downer Mining



**Barry Mckeown**  
GM HSE

- 30 years of experience in the resources sector in Australia and Africa



**Kate Van Kempen**  
GM People & Culture

- 16 years of experience dealing with people and culture
- Previously General Manager of Human Resources at Thiess



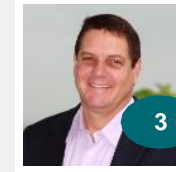
**Ian Briggs**  
General Counsel

- 30 years of experience in both private practice and corporate legal
- Held position of Chief Legal Counsel at Downer



**Ryan Kirkwood**  
GM Plan

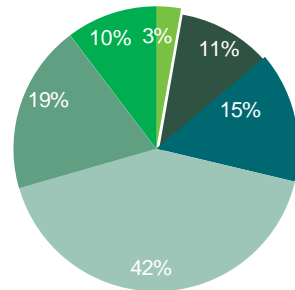
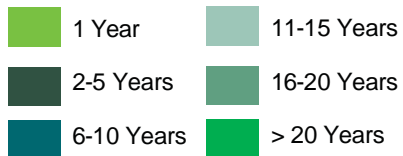
- 15+ years of experience in operations management
- Previously General Manager at Downer and Group Plant Manager at Ventia



**Russell Taylor**  
GM Operations

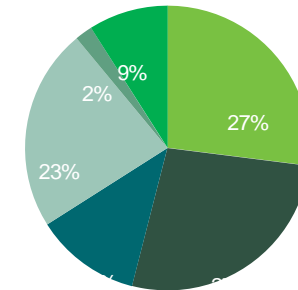
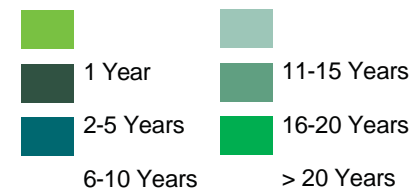
- 25+ years of experience in resources industry
- Previously General Manager at Downer Mining

### Managers' Years of Service



Tenure with Company<sup>1</sup>

### Managers' Years of Service



Tenure with Company<sup>1</sup>

1. Refers to BUMA with respect to Indonesian operations and Downer Mining East with respect to Australian operations

**Thank You**



**BUKIT**  
TECHNOLOGY



A member of  
PT Delta Dunia Makmur Tbk

PT. Bukit Technology Digital (“BTech”) is established in 2021, as a member of PT. Delta Dunia Makmur. Delta believes that technology will have a big role in the organization and success in the future.

BTech currently operates in Indonesia and Australia, supporting PT. Bukit Makmur Mandiri Utama (BUMA) in BUMA Indonesia & Australia.

With proven solutions ranging from **Asset Management, SHE, and People Management to Mine Engineering**. We offer an end-to-end mining technologies solution that empowers companies in the mining industry to achieve operational and financial efficiency, scalability, and sustainability through machine learning capabilities and cutting-edge solutions.

## Services

- SaaS (Software as a Service)
- Assessment & Business Process Re-Engineering
- Change Management
- Consultancy/Advisory

## Solutions



### Asset Management

“Robust & Accurate Asset Analysis to Achieve Your Maintenance Efficiency”



### BSafe – Digital Enterprise SHE Intelligence

“Empowering your Safety, Building Resilience”



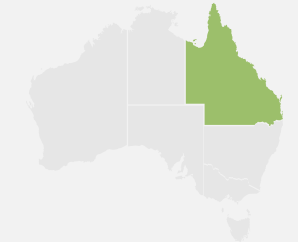
### Mine Operation People Analytics

“Excellent & Reliable Mining Practice”

## Our Customer

**BUMA**

**BUMA**  
Australia



Presence in **2 countries**



Asset management optimization for

**350+ units**

**15+ equip. models**

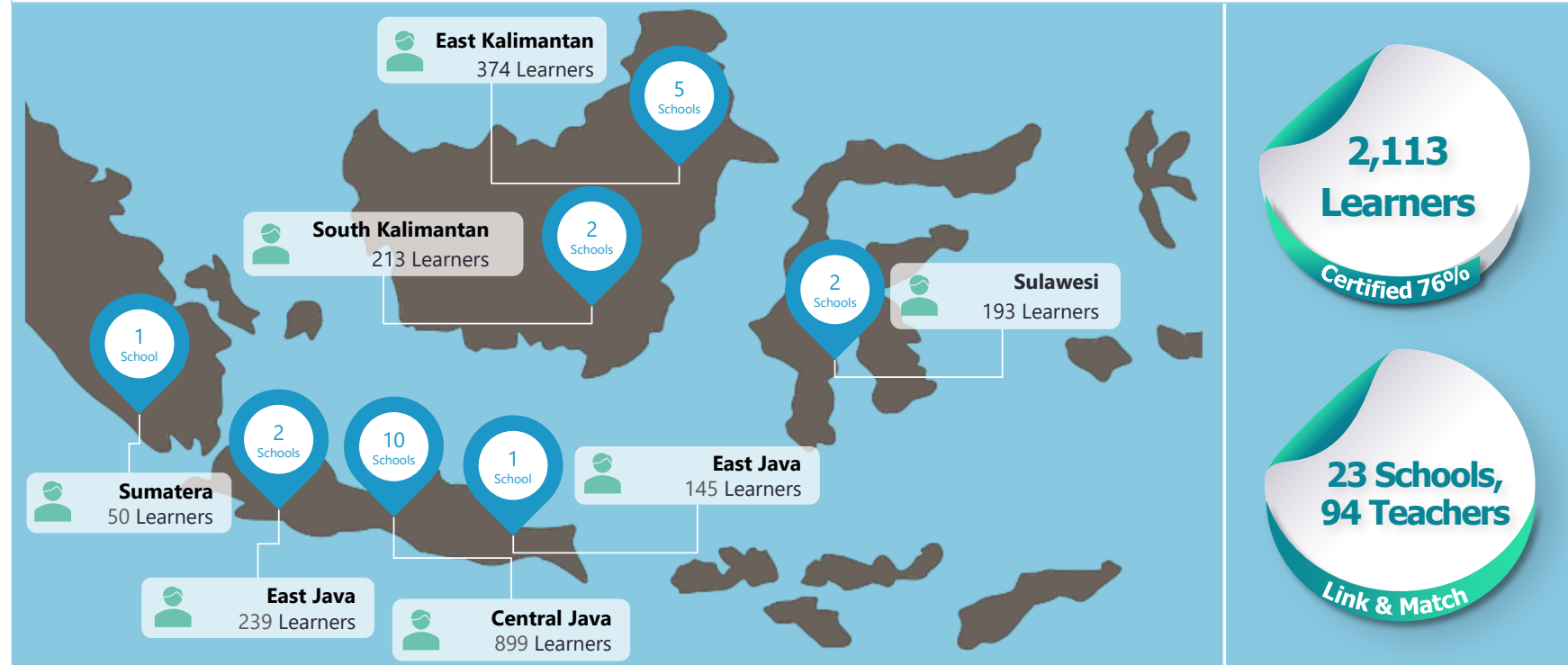


Covering

**9 mining sites**

w/ additional 6 sites on progress

## OUR IMPACTS



**2,113 Learners**  
Certified 76%

**23 Schools, 94 Teachers**  
Link & Match



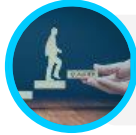
A member of Delta Dunia group



**Linking and matching Industry-Education competencies**



**Industrial-based education and learning with interactive methods**

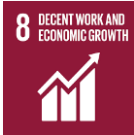


**Competency recognition and certification**



**Availability of skilled and industry-ready workforce**

Alignment with the UN Sustainable Development Goals



## Potential Collaboration and Product Offerings



**BRV expansion into the Hospitality Sector**



**BRV expansion for Community in collaboration with Regional Government**



**BRV expansion on Lubricants Technician in collaboration with industry leader**



**Global Recognition of BRV's Mechanic Program**