



**3 August 2020**

### Share Price Data (as of July 30, 2020)

Ticker @IDX	DOID
Last Price (Rp)	260
Outstanding Shares (mn)	8,612
Market Capitalization (Rp bn)	2,239
Market Capitalization (USD mn) <sup>1</sup>	153

<sup>1</sup> based on 14,653 /USD exchange rate

### Shareholder Structure

Northstar Tambang Persada Ltd	37.9%
Public	62.1%

### Contact Us

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#### Notes:

- 1) Cash position includes restricted cash in bank and current investments.
- 2) Debt includes only the outstanding contractual liabilities.
- 3) Net profit (loss) without foreign exchange gain or loss, and impairment loss
- 4) Capital expenditures as recognized per accounting standards.
- 5) Amount of outstanding debt per 30 June 2020 includes capitalized operating leases as a result of new PSAK 73, implemented prospectively effective 1 January 2020.

Jakarta – PT Delta Dunia Makmur Tbk. (“DOID” or the “Company”) presents its newsletter with consolidated financial and operating results that include its primary and wholly-owned subsidiary, PT Bukit Makmur Mandiri Utama (“BUMA”).

The Company recorded an improved EBITDA margin YoY of 31.3% for 1H 2020, despite 8% decline of EBITDA YoY of US\$102 million. Coal market remains weak and uncertain amidst COVID-19 pandemic, thereby affecting Company’s performance and profitability.

HIGHLIGHTS OF CONSOLIDATED RESULTS (in US\$M unless otherwise stated)			
Profitability	1H20	1H19	YoY
EBITDA	102	111	-8%
<b>EBITDA Margin <sup>3)</sup></b>	<b>31.3%</b>	<b>27.9%</b>	<b>3.4%</b>
Operating Profit	26	37	-30%
Operating Margin <sup>3)</sup>	8.0%	9.3%	-1.3%
Net Profit (Loss)	(8)	4	n.m.
EPS (in Rp)	(13)	7	n.m.
Cash Flows			
	1H20	1H19	YoY
Capex <sup>4)</sup>	13	43	-69%
Operating Cash Flow	160	74	120%
Free Cash Flow	148	32	379%
Balance Sheet			
	Jun-20	Dec-19	Δ
Cash Position <sup>1)</sup>	195	133	62
Net Debt <sup>2) 5)</sup>	473	577	(104)

QUARTERLY RESULTS (in US\$M unless otherwise stated)						
Volume	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
OB Removal (mbcm)	97.0	94.1	110.0	79.0	87.3	81.1
Coal (mt)	12.2	12.0	13.6	12.2	12.0	10.3
Financials						
	1Q19	2Q19	3Q19	4Q19	1Q20	2Q20
Revenue	214	221	255	191	194	158
EBITDA	54	57	86	39	63	39
EBITDA Margin <sup>3)</sup>	27.3%	28.4%	35.0%	21.7%	35.9%	26.0%
Operating Profit	17	20	49	3	24	2
Operating Margin <sup>3)</sup>	8.5%	10.0%	20.0%	1.5%	13.9%	1.1%
Net Profit (Loss)	1	3	24	(8)	(23)	15

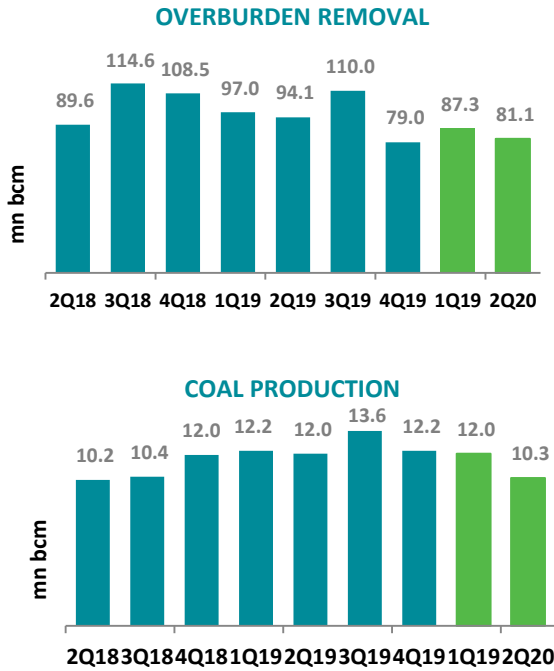
### PERFORMANCE HIGHLIGHTS

- Overburden removal volume for 2Q 2020 was 81.1 million bcm, 14% lower from 94.1 million bcm recorded in 2Q 2019. Coal production was 10.3 million tonnes in 2Q 2020, 14% lower compared to 12.0 million tonnes in 2Q 2019. Volume and coal price was lower in the midst of COVID-19 situation. One particular customer had a 1.5 months production stoppage.
- Net revenues for 2Q 2020 was US\$158 million, 29% lower YoY than US\$221 million recorded in 2Q 2019 due to the lower rates. EBITDA was US\$39 million for 2Q 2020, a 32% decrease compared to Net profit US\$57 million in 2Q 2019 due to higher cost on the back COVID-19 situation, whereby right-sizing, prolonged rosters and health protocol effort escalated in 2Q 2020; and timing of repair & maintenance.
- of US\$15 million was recorded for 2Q 2020 5x higher compared to the US\$3 million in 2Q 2019 due to reversal of foreign exchange loss booked in 1Q 2020, as Rupiah strengthened against USD by almost 15% in the quarter.
- Free cash flows and operating cash flows were at US\$148 million and US\$160 million, respectively in 1H 2020 as a result of low capital expenditure and prudent working capital management. Total capital expenditure spent was US\$13 million for 1H 2020, 69% lower compared to the same period last year. The results are in line with our strategy for 2020 to minimize capital expenditure and optimize existing capacity; leading to cash preservation.
- With net debt<sup>6)</sup> of US\$473 million as of June 30, 2020, the Company remains at a healthy consolidated net debt to EBITDA ratio of 2.1x.
- COVID-19 situation continues to cause uncertainty in the global economy, including coal market. Given such situation, the Company shall remain focused on improving capacity optimization and cost efficiencies to maintain and further improve profitability. Cash flow is managed in a highly prudent manner, as liquidity preservation shall remain key strategy to address potential prolonged impact of current situation.

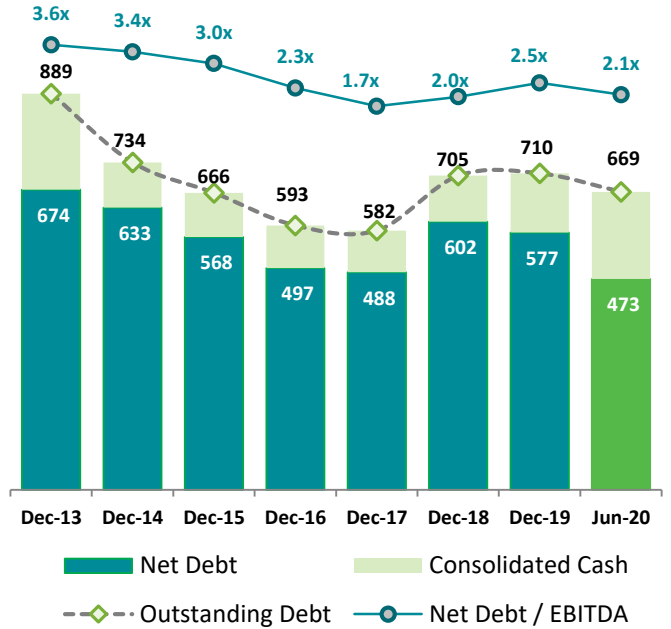
### OTHER UPDATES

- Won an infrastructure 2 year project with Bayan group with an estimated value of US\$24 million.

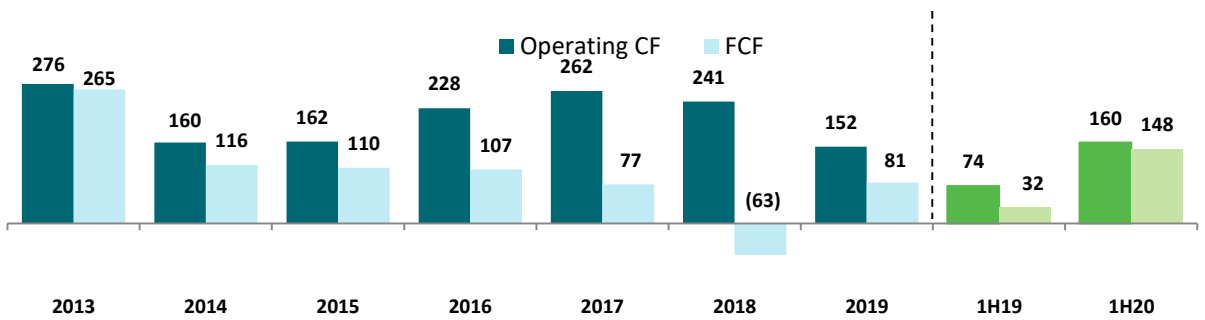
**Exhibit 1: Quarterly Production**



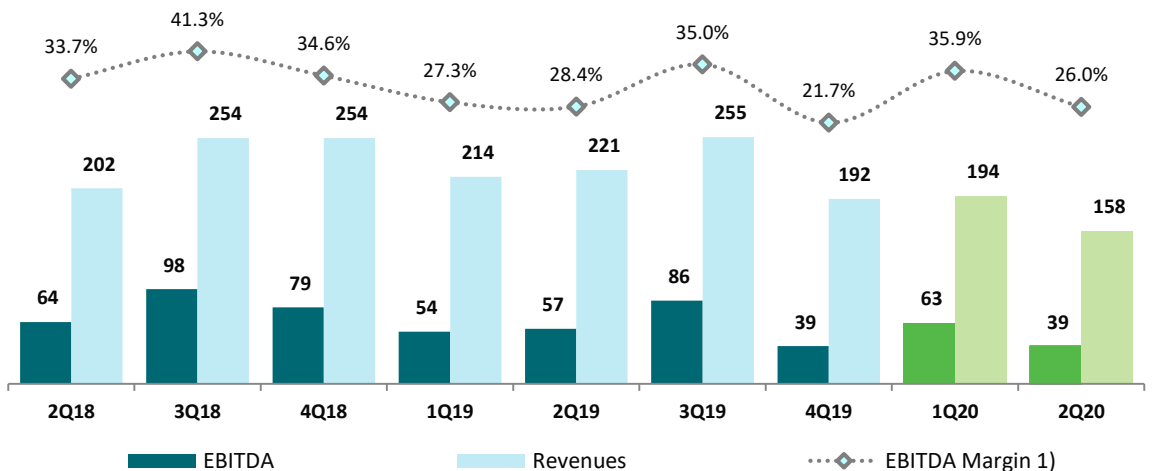
**Exhibit 2: Debt Status**



**Exhibit 3: Consolidated Cash Flows<sup>2)</sup>**



**Exhibit 4: Quarterly Profitability Trend**



**Notes:**

- 1) Margins are based on net revenues excluding fuel.
- 2) Free cash flows is defined before debt service, and excludes financing proceeds. Operational cash flows is free cash flows, before capital expenditures.
- 3) Amount of outstanding debt per 30 June 2020 includes capitalized operating leases as a result of new PSAK 73, implemented prospectively effective 1 January 2020.

**DOID'S CONSOLIDATED STATEMENTS  
OF PROFIT OR LOSS AND  
OTHER COMPREHENSIVE INCOME**

<i>In US\$ mn (unless otherwise stated)</i>	<b>1H20</b>	<b>1H19</b>	<b>YoY</b>
Net revenues	352	435	-19%
Revenue excl. fuel	326	399	-18%
Cost of revenues	(309)	(374)	-17%
<b>Gross profit</b>	<b>43</b>	<b>61</b>	<b>-30%</b>
Operating expenses	(17)	(25)	-30%
Finance cost	(27)	(30)	-12%
Others - net	(2)	3	-165%
<b>Pretax profit</b>	<b>(3)</b>	<b>9</b>	<b>-129%</b>
Tax expense	(5)	(5)	-6%
<b>Profit (loss) for the period</b>	<b>(8)</b>	<b>4</b>	<b>n.m.</b>
Other comprehensive income - net	3	1	115%
<b>Comprehensive income (loss)</b>	<b>(5)</b>	<b>5</b>	<b>n.m.</b>
<b>EBITDA</b>	<b>102</b>	<b>111</b>	<b>-8%</b>
<b>Basic EPS (in Rp) <sup>2)</sup></b>	<b>(13)</b>	<b>7</b>	<b>n.m.</b>

**DOID'S FINANCIAL RATIOS <sup>1)</sup>**

	<b>1H20</b>	<b>1H19</b>
Gross margin	13.3%	15.5%
Operating margin	8.0%	9.3%
EBITDA margin	31.3%	27.9%
Pretax margin	-0.9%	2.4%
Net margin	-2.4%	1.0%

**DOID'S CONSOLIDATED STATEMENTS  
OF FINANCIAL POSITION**

<i>In US\$ mn (unless otherwise stated)</i>	<b>Jun-20</b>	<b>Dec-19</b>	<b>YTD</b>
Cash and cash equivalents	160	87	82%
Other financial assets - current	36	46	-22%
Trade receivables - current	204	223	-8%
Other current assets	82	116	-29%
Fixed assets - net	557	590	-6%
Other non-current assets	72	120	-40%
<b>TOTAL ASSETS</b>	<b>1,111</b>	<b>1,182</b>	<b>-6%</b>
Trade payables	66	85	-22%
LT liabilities - current	121	122	-1%
Other current liabilities	48	50	-6%
LT liabilities - non current	542	581	-7%
Other non-current liabilities	59	63	-9%
<b>TOTAL LIABILITIES</b>	<b>836</b>	<b>901</b>	<b>-7%</b>
<b>TOTAL EQUITY</b>	<b>275</b>	<b>281</b>	<b>-2%</b>

**Notes:**

1) Margins are based on net revenues excluding fuel

2) Reported Basic EPS translated into Rp using average exchange rate of Rp14,600 and Rp14,197 for 1H20 and 1H19, respectively.

**BUMA'S STATEMENTS  
OF PROFIT OR LOSS AND  
OTHER COMPREHENSIVE INCOME**

<i>In US\$ mn (unless otherwise stated)</i>	<b>1H20</b>	<b>1H19</b>	<b>YoY</b>
Net revenues	352	435	-19%
<i>Revenue excl. fuel</i>	326	399	-18%
Cost of revenues	(309)	(374)	-17%
<b>Gross profit</b>	<b>43</b>	<b>61</b>	<b>-30%</b>
Operating expenses	(16)	(23)	-32%
Finance cost	(27)	(30)	-12%
Others - net	(1)	2	-180%
<b>Pretax profit</b>	<b>(1)</b>	<b>10</b>	<b>-113%</b>
Tax expense	(5)	(5)	-3%
<b>Profit (loss) for the period</b>	<b>(6)</b>	<b>5</b>	<b>-235%</b>
Other comprehensive income - net	2	1	113%
<b>Comprehensive income (loss)</b>	<b>(4)</b>	<b>6</b>	<b>-164%</b>
<b>EBITDA</b>	<b>103</b>	<b>112</b>	<b>-8%</b>

**BUMA'S STATEMENTS  
OF FINANCIAL POSITION**

<i>In US\$ mn (unless otherwise stated)</i>	<b>Jun-20</b>	<b>Dec-19</b>	<b>YTD</b>
Cash	150	69	118%
Restricted cash in bank - current	9	29	-68%
Trade receivables - current	204	223	-8%
Due from related party - current	94	94	0%
Other current assets	83	115	-29%
Fixed assets - net	555	589	-6%
Other non-current assets	72	120	-40%
<b>TOTAL ASSETS</b>	<b>1,167</b>	<b>1,239</b>	<b>-6%</b>
Trade payables	66	85	-22%
LT liabilities - current	121	122	-1%
Other current liabilities	48	52	-9%
LT liabilities - non-current	542	581	-7%
Other non-current liabilities	58	63	-9%
<b>TOTAL LIABILITIES</b>	<b>835</b>	<b>903</b>	<b>-8%</b>
<b>TOTAL EQUITY</b>	<b>332</b>	<b>336</b>	<b>-1%</b>