

### 2<sup>nd</sup> Quarter 2016

PT. Resource Alam Indonesia Tbk (“Resource Alam” or “the Company”) is an Indonesian coal mining company. Resource Alam focuses on the production and sales of thermal coal through its wholly owned subsidiary PT. Insani Bara Perkasa (“IBP”). IBP holds and operates a 24,477 hectare, 3<sup>rd</sup> Generation Coal Contract of Work (CCOW) concession in East Kalimantan.

Share Price Data:  
 (As of 30 June 2016)

IDX : **KKGI**  
 Bloomberg : **KKGI.IJ**  
 Reuters : **KKGI.JK**

Price:  
**Rp 740**

52 Weeks Hi/Lo:  
**Rp 880/Rp 370**

Market Capitalization:  
**Rp740billion /**  
**US\$ 56million**

Rp/US\$ (June 30<sup>th</sup>):  
**Rp13,180**

#### Board of Commissioners:

- **Hendro Martowardojo**  
President Commissioner
- **Swandono Adijanto**  
Commissioner
- **Ge Luiyanto Yamin**  
Commissioner
- **Andrew J. Wilson**  
Commissioner
- **Suria M. Tjahaja**  
Commissioner

#### Board of Directors:

- **Pintarso Adijanto**  
President Director
- **Bambang Prijonohadi**  
Director
- **Chamilus Salimbo**  
Director
- **AgoesSoegiarto**  
Director
- **Wimpy Salim**  
Director
- **Winanto**  
Director

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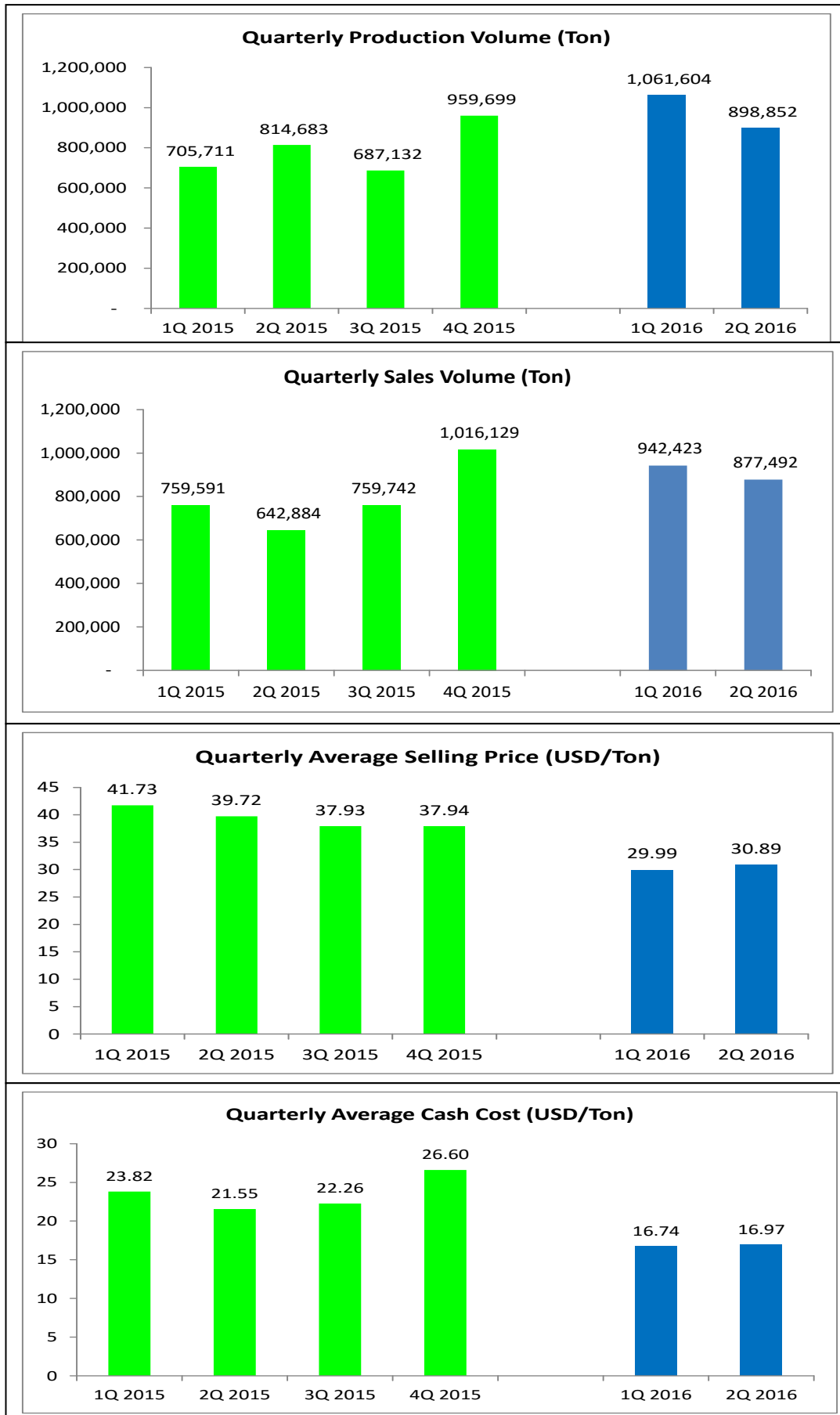
#### A. FINANCIAL HIGHLIGHTS

Financial	2Q2015 USD MM	2Q2016 USD MM	Change (%)	6M2015 USD MM	6M2016 USD MM	Change (%)
Revenue	24.36	23.44	-3.78%	54.19	48.50	-10.50%
Gross Profit	6.25	4.99	-20.16%	12.99	10.72	-17.47%
Operating Profit	2.45	2.65	8.16%	5.22	5.60	7.28%
Net Profit After Tax	1.85	2.08	12.43%	3.27	4.56	39.45%
Total Asset				97.11	98.71	1.65%
Total Liability				22.40	17.41	-22.28%
Equity				74.71	81.30	8.82%
Debt <sup>1</sup>				0.78	0.24	-69.23%
<b>RATIOS</b>	<b>2Q2015 USD MM</b>	<b>2Q2016 USD MM</b>		<b>6M2015</b>	<b>6M2016</b>	
Gross Margin	25.7%	21.3%		24.0%	22.1%	
Operating Margin	10.1%	11.3%		9.6%	11.5%	
NPAT Margin	7.6%	8.9%		6.0%	9.4%	
Return On Asset (ROA)				6.7%	9.2%	
Return On Equity (ROE)				8.8%	11.2%	
Debt to Equity				1.0%	0.3%	

Exchange rate USD/IDR: 30/06/2015 = 13,332; 30/06/2016 = 13,180;

<sup>1</sup>Interest bearing liabilities only (e.g: vehicle leasing, etc.)

**B. OPERATIONAL HIGHLIGHTS**



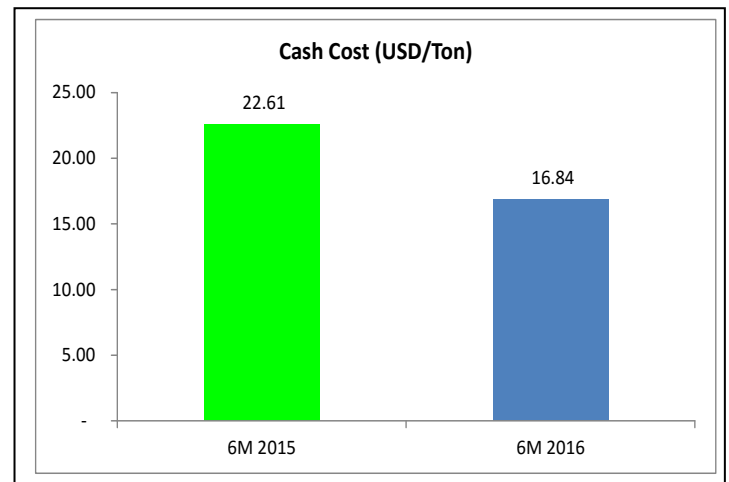
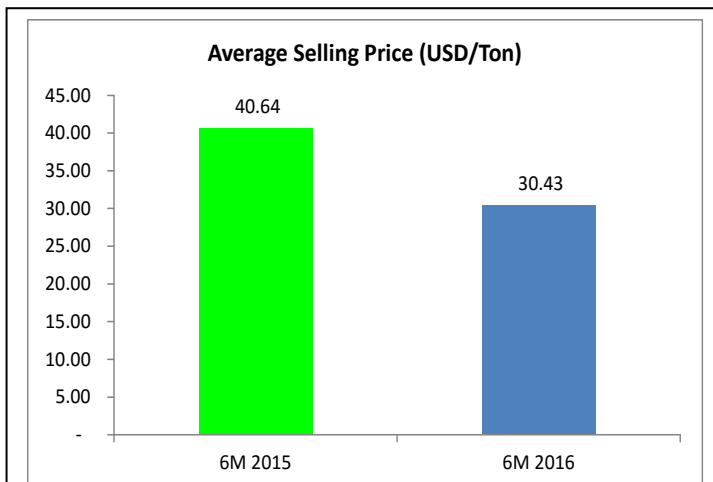
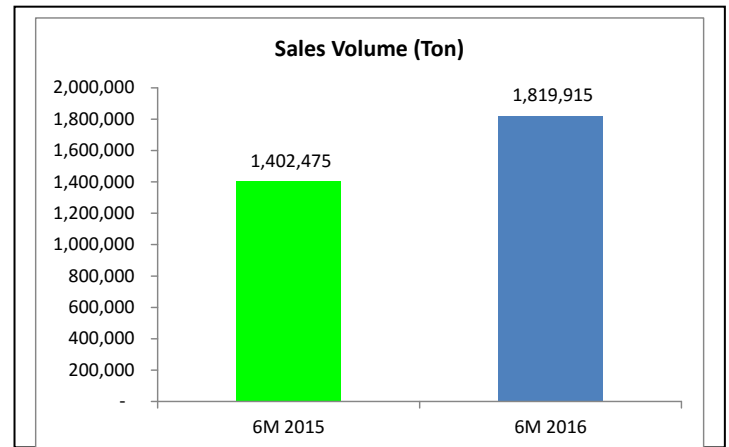
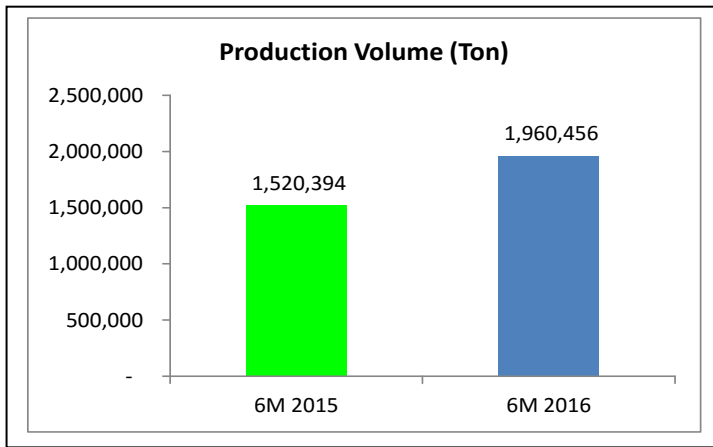


# PT. RESOURCE ALAM INDONESIA, Tbk. (KKGI)

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## NEWSLETTER

### Year To Date:



Note: Cash Cost excludes depreciation, royalty, barging, and trans-shipment

### **C. PERFORMANCE SUMMARY**

- During the first 6 months of 2016, Sales Volume went up to 1.82 million tons, 29,8% higher from 1.4 million tons of the previous year. Likewise Production Volume also increased to 1.96 million tons, compared to 1.52 million tons of the previous year.
- On the quarterly basis, Sales Volume was 877 thousand, slightly lower from 942 thousand QoQ. Production Volume QoQ was 899 thousand on Q2 of 2016, lower compared to 1.06 million on the previous quarter.
- Despite the higher Sales Volume, Revenue during the first half of 2016 was US\$ 48.5 million, a 10.5% decrease compared to the previous year. This reduction was largely due to the lower Average Selling Price of US\$ 30.43 per metric ton, versus US\$ 40.64 YoY. Consequently, Gross Profits also declined to US\$ 10.72 million compared to US\$ 12.99 million.
- On Q2 2016, Revenue was US\$ 23.44 million, relatively flat compared to US\$ 24.36 million QoQ.
- Stemming from the lower Cash Cost of US\$ 16.84/MT versus US\$ 22.61/MT YoY, Operating Profit increased to US\$ 5.60 million, 7.28% higher from previously US\$ 5.22 million on the previous year.
- In tandem, Operating Profit QoQ went up to US\$2.65 million in 2<sup>nd</sup> Q 2016, compared to previously US\$ 2.45 million.
- As a result of the improved Operating Profit, the Net Profit for the first 6 months also improved to US\$ 4.56 million from US\$ 3.27 million YoY.
- Net Profit QoQ was recorded at US\$ 2.08 million, 12.43% higher from US\$ 1.85 million.

### **C. RINGKASAN KINERJA**

- Selama 6 bulan pertama 2016, Volume Penjualan naik menjadi 1,82 juta ton, 29,8% lebih tinggi dibandingkan 1,4 juta ton pada tahun sebelumnya. Demikian, Volume produksi juga meningkat menjadi 1,96 juta ton, dibandingkan dengan 1,52 juta ton pada tahun sebelumnya.
- Secara kwartal, Volume Penjualan adalah 877 ribu, sedikit lebih rendah dari 942 ribu QoQ. Volume produksi QoQ adalah 899 ribu pada Q2 2016, lebih rendah dibandingkan dengan 1,06 juta pada kwartal sebelumnya.
- Meskipun Volume Penjualan lebih tinggi, Pendapatan selama paruh pertama 2016 adalah US\$ 48,5 juta, turun 10,5% dibandingkan dengan tahun sebelumnya. Penurunan terutama disebabkan oleh ASP yang lebih rendah US\$ 30,43 per metrik ton, dibandingkan dengan sebelumnya US\$ 40,64 YoY. Akibatnya, Gross Profit juga turun menjadi US\$ 10.72 juta dari sebelumnya US\$ 12,99 juta.
- Pada Q2 2016, Pendapatan tercatat US\$ 23,44 juta, relatif datar dibandingkan dengan US\$ 24,36 juta QoQ.
- Terutama karena Cash Cost yang lebih rendah, US\$ 16,84/MT dibandingkan sebelumnya US\$ 22,61/MT YoY. Laba Operasi meningkat menjadi US\$ 5,60 juta, 7,28% lebih tinggi dari US\$ 5,22 juta tahun sebelumnya.
- Bersamaan, Laba Operasi QoQ naik ke US\$ 2,65 juta di Q2 2016, dibandingkan dengan sebelumnya US\$ 2,45 juta.
- Beriringan, Laba Bersih untuk 6 bulan pertama juga meningkat menjadi US\$ 4,56 juta dari US\$ 3,27 juta YoY.
- Laba Bersih QoQ tercatat US\$ 2,08 juta, naik 12.43% disbanding US\$ 1,85 juta.