



PT Samindo Resources Tbk

# Company Visit

2015 3<sup>rd</sup> Quarter Operational & Financial Performance



## Operational Highlights



In term of operational performance, positive result delivered by overburden business and coal getting business, by increased 4.8% and 27.7%. The overburden reach the level of 42.5 million bcm, while the coal getting volume reach the level of 8.6 million ton

On contrary, the coal hauling business recorded a slightly declining by 2.1%, the coal volume hauling volume amounted 23.3 million ton

## Financial Highlights



The consolidated revenue recorded negative result due to the declining in fuel compensation and depreciation in exchange rate

In the line with the declining in revenue, the Company manage the cost of revenue growth lower than the revenue growth

On contrary, the Company profitability segment consistently increase due to the cost efficiency



## Summary of Operational Performance



### Overburden Removal *Million bcm*



### Coal Getting *Million ton*



### Coal Hauling *Million ton*



## Overburden Removal and Coal Getting

The stable performance from overburden removal business was driven by the reduction distance in dumping area, which impact in delivery time from pit to stock pile.

## Coal Hauling

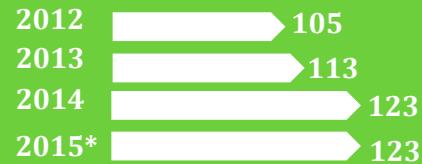
Coal hauling business failed to delivered positive result at the end of 3rd quarter of 2015 due to the uncontrollable external condition.



# Rejuvenation of Heavy Equipment



## Dump Truck



## Excavator



## Tractor Head



## Trailer



\*Up to September 2015



## Fuel Consumption/Dump Truck *(thousand liter)*



## Fuel Consumption/Hauling Truck *(thousand liter)*



## Energy Management System

The implementation of Energy Management System based on ISO 50001 had been proven able to manage the consumption level of fuel



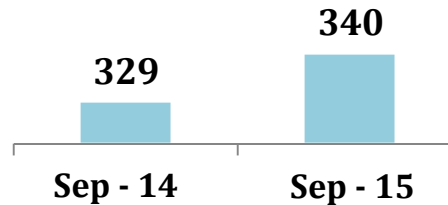


## Production Volume/Equipment *(thousand)*

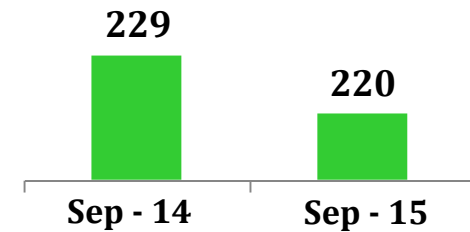
Company had been perform several activity to improve the project management:

1. Reallocation of dumping are
2. Improvement of driving behavior by utilization of driving simulator

### Overburden Removal *(bcm/dump truck)*



### Coal Hauling *(ton/hauling truck)*



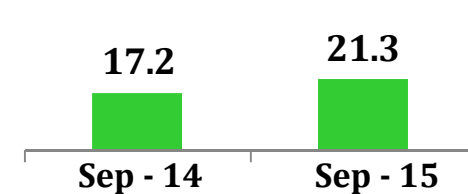
## Activity Indicators *(times)*

The Management Maintenance System had been proven able to manage the consumption level of material (tire and spare parts). The improvement was reflected in days inventory hand ratio for tire and spare parts.

### Days Inventory Hand *(tire)*



### Days Inventory Hand *(spare parts)*

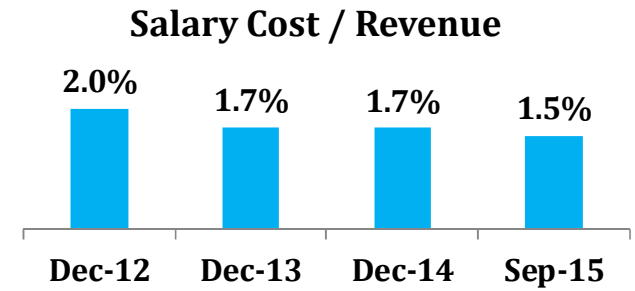
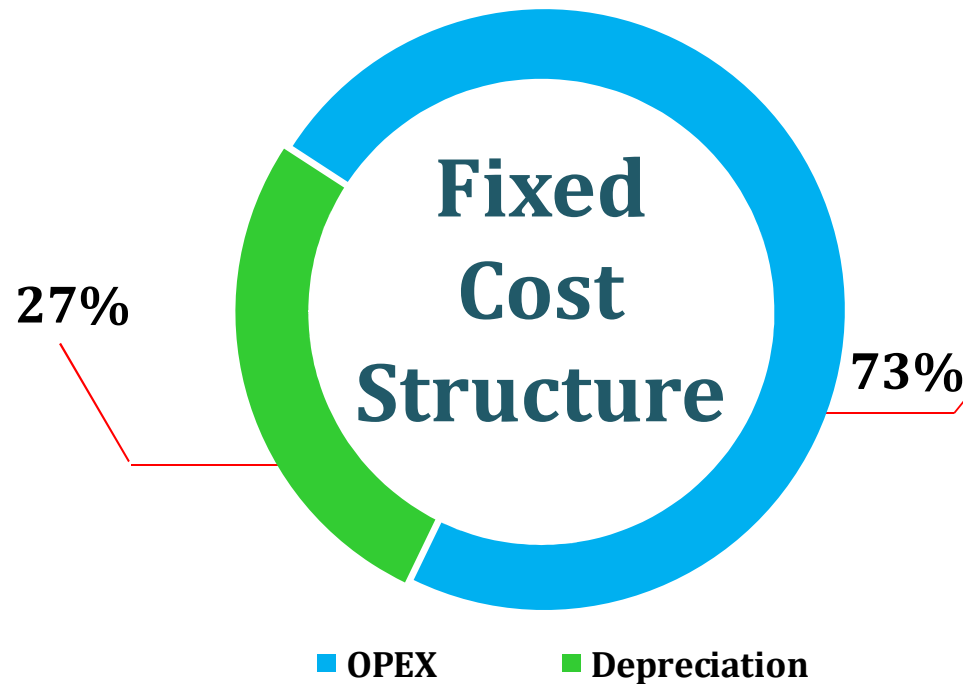




## Summary of Financial Statement



	Sep-14	Sep-15	Growth
Revenue	191,969,002	170,999,637	-10.9% ↓
Cost of Revenue	162,179,396	136,568,965	-15.8% ↓
Gross Profit	29,789,606	34,430,672	15.6% ↑
Operating Expense	4,783,128	4,925,110	3.0% ↑
Operating Profit	25,006,477	29,505,563	18.0% ↑
EBITDA	36,026,064	40,821,126	13.3% ↑
Net Profit	18,334,558	20,179,284	10.1% ↑
Current Asset	81,827,460	82,849,577	1.2% ↑
Non Current Asset	81,171,811	78,724,643	-3.0% ↓
Total Asset	162,999,271	161,574,220	-0.9% ↓
Current Liabilities	44,091,839	36,386,610	-17.5% ↓
Non Current Liabilities	38,527,717	38,456,481	-0.2% ↓
Total Liabilities	82,619,555	74,843,091	-9.4% ↓
Equity	80,651,916	86,731,129	7.5% ↑
Cash Flow from Operation	42,799,980	26,077,629	-39% ↓
Cash Flow for Investment	(18,447,306)	(5,158,328)	-72% ↓
Cash Flow from Financing	(14,021,144)	(4,898,124)	-65% ↓



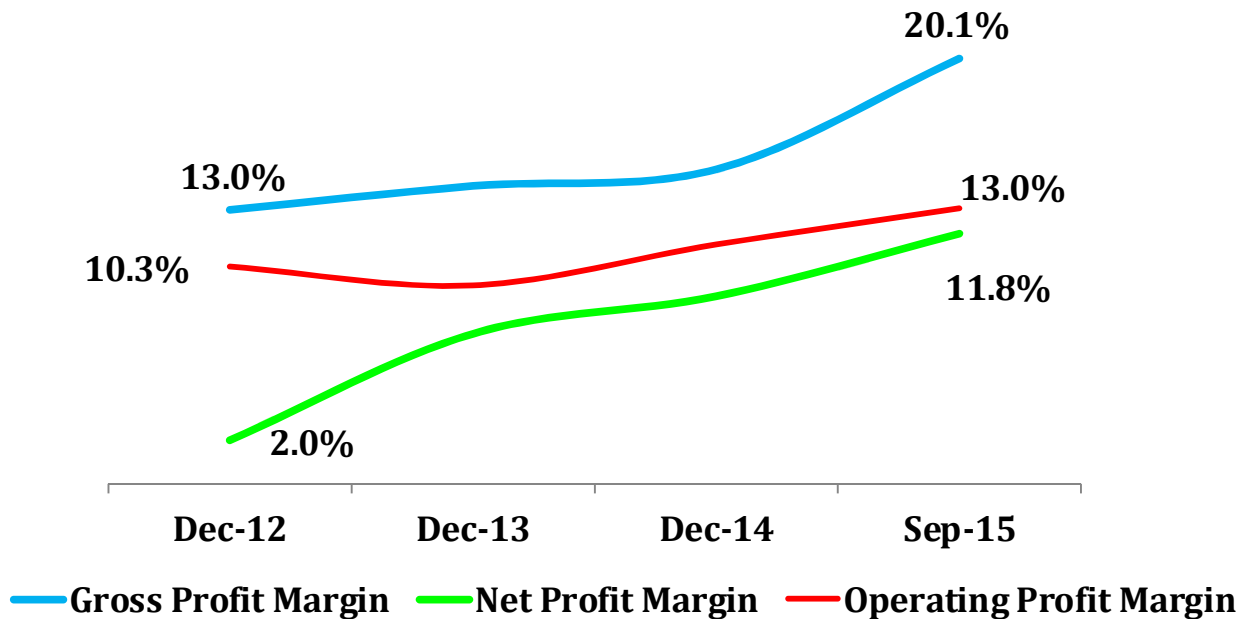
## Fixed Cost Management 25%

From total Company cost was fixed cost and mostly contributed by operating expense The salary expense as the major component in OPEX had been successfully manage due to the improvement in competencies.





## Reduce the Gap Among Profitability Margin



The cost efficiency had been proven able to reduce the gap among profitability segment and improve the bottom line performance. Over the past three years the profitability margin had been significantly increased

Gross Profit Margin  
**55%**

Opr Profit Margin  
**27%**

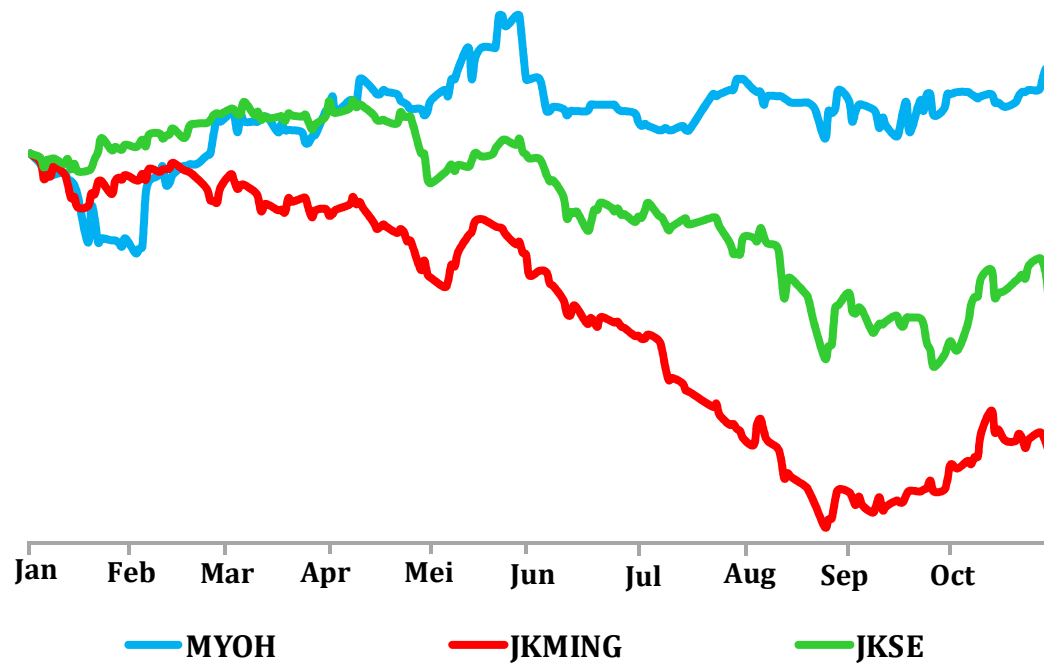
Net Profit Margin  
**487%**



## Solid Share Performance



### Maintain the Positive Trend



In contrary with market movement, Company share consistently increased. Until October 2015, the Company share had been increased by 9%.

Price Earning Ratio

**3.8X**

Price to Book Value Ratio

**0.89X**

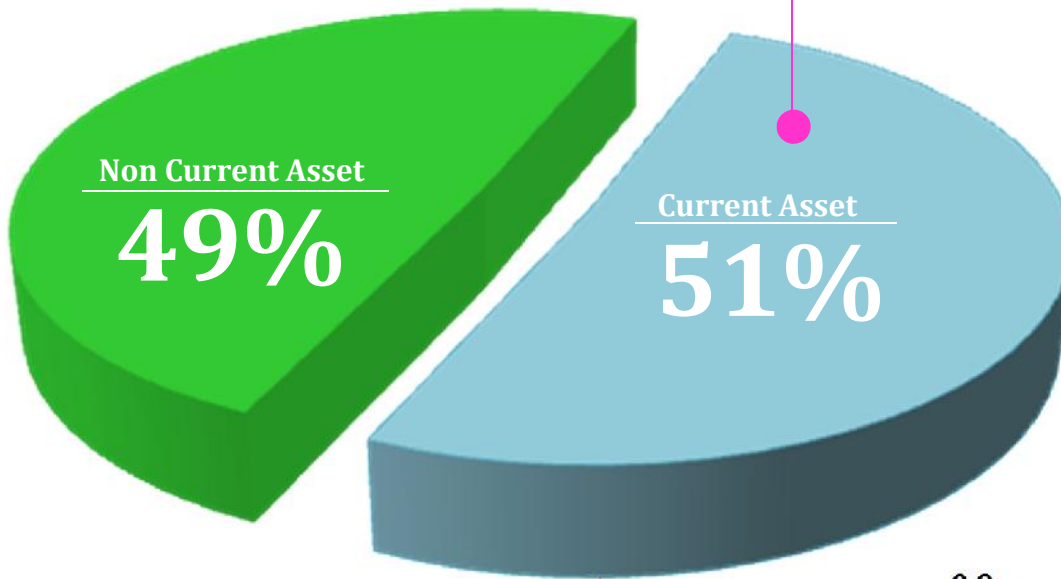
Dividend Yield Ratio

**6.0%**

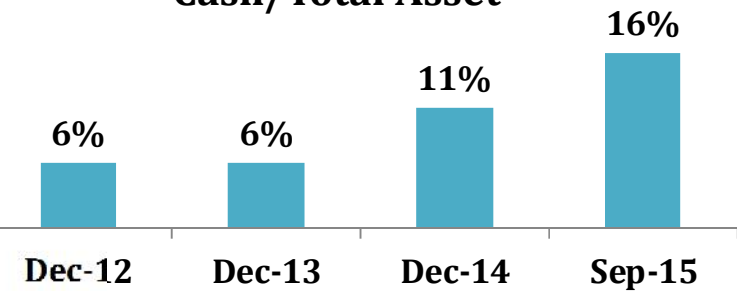


## Reduce the Default Risk

The significant increase in cash change the structure in asset. The significant increasing in cash amount, have a significant impact toward Company ability to cover it's liabilities. it's means that all Company short term liabilities had been covered .



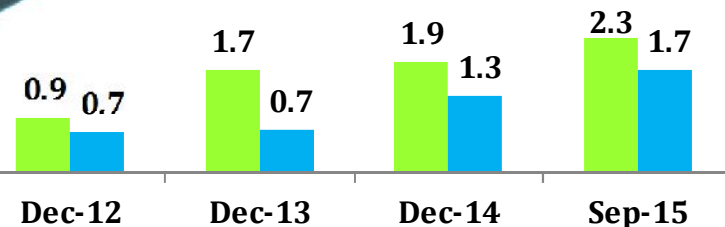
### Cash/Total Asset



# 166%

Increasing in cash contribution to total asset

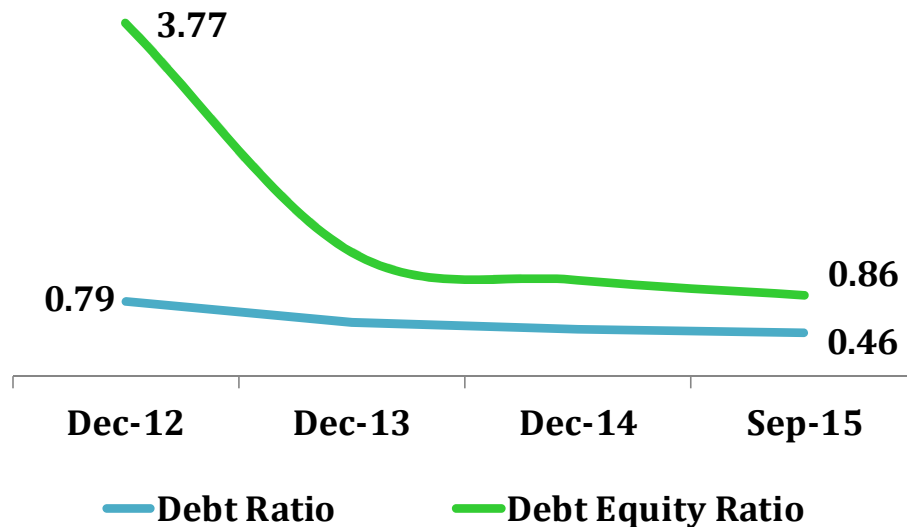
### Liquidity Ratio



■ Current Ratio   ■ Quick Ratio



### Retained Long Term Bank Loan



The composition of debt was relatively stable from time to time. In fact, it's slightly decrease due to the early payment of long term debt.

**US\$ 2.5 Million**  
bank loan paid in  
**2014**

**US\$ 6.0 Million**  
bank loan paid in  
**2015**



# Thank You

## **DISCLAIMER :**

*The information in this document has not been independently verified. No representation or warranty expressed or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of PT Samindo Resources Tbk (the "Company"), nor any of its affiliates, advisers or representatives shall have any liability whatsoever (in negligence or otherwise) for any loss whatsoever arising from the use of this document or its contents or otherwise arising in connection with this document.*

*This document is being furnished to you solely for your information on a confidential basis and may not be reproduced, redistributed or passed on, in whole or in part, to any other person. Any failure to comply with these restrictions may constitute a violation of the laws of any such other jurisdiction. By accepting this document you agree to be bound by the foregoing limitations.*

*This document does not constitute or form part of an offer or invitation to purchase any shares in the Company and neither shall any part of it form the basis of nor be relied upon in connection with any contract or commitment whatsoever. Any decision to purchase shares should be made solely on the basis of information contained in the prospectus.*

### **PT Samindo Resources Tbk.**

Menara Mulia

Jl. Jend Gatot Subroto Kav 9-11

Jakarta 12930, Indonesia

Tel: +62 21-5257481

Fax: +62 21-5257508

[www.samindoresources.com](http://www.samindoresources.com)

### **Corporate Secretary**

Hananto Wibowo

Tel : +62 21-5257481

Email : [hananto@samindoresources.com](mailto:hananto@samindoresources.com)

### **Investor Relations**

Ahmad Zaki Natsir

Tel : +62 21-5257481 (114)

Email : [zaki@samindoresources.com](mailto:zaki@samindoresources.com)