



PT. RESOURCE ALAM INDONESIA, Tbk. (KKGI)

Bumi Raya Utama Building
 Jl. Pembangunan I No. 3, Jakarta 10130
 Telp: (021) 633 3036 | Fax: (021) 6333802

NEWSLETTER

3rd 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, 3rd Generation Coal Contract of Work (CCOW) concession in East Kalimantan.

Share Price Data:
 (As of 30 September 2016)

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

Price:
Rp 975

52 Weeks Hi/Lo:
Rp. 370 / Rp. 1,100

Market Capitalization:
**Rp 980 billion/
 US\$ 75 million**

Rp/US\$ (30 Sep 2016):
Rp13,042

Board of Commissioners:

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

Board of Directors:

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

For information contact:
Agoes Soegiarto
 Director, Investor Relations

Email :
investor.relations@raintbk.com
 Phone : (6221) 633 3036
 Fax : (6221) 6333802

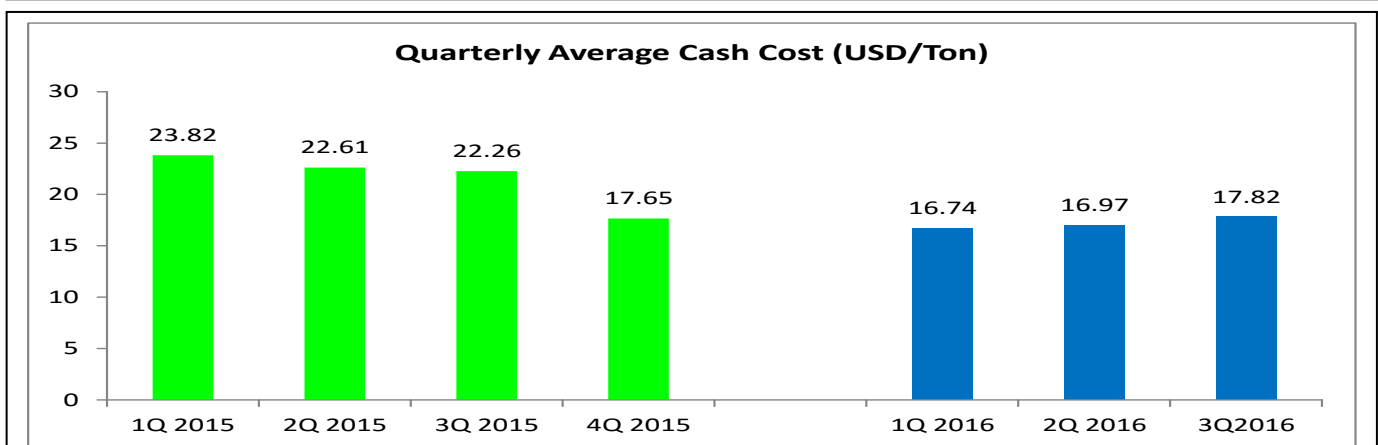
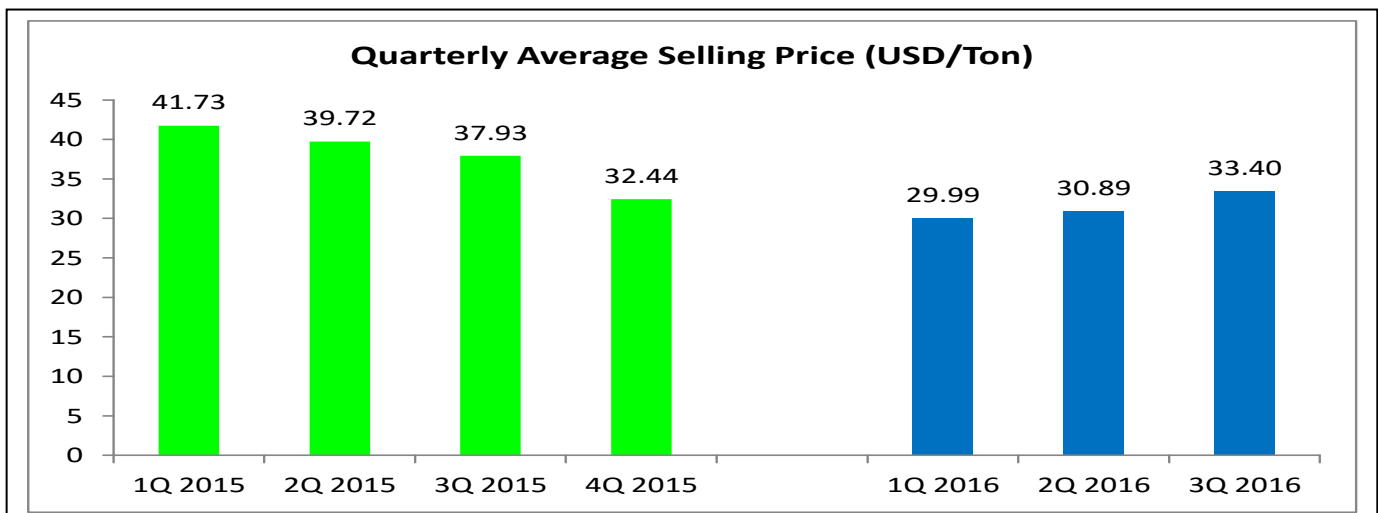
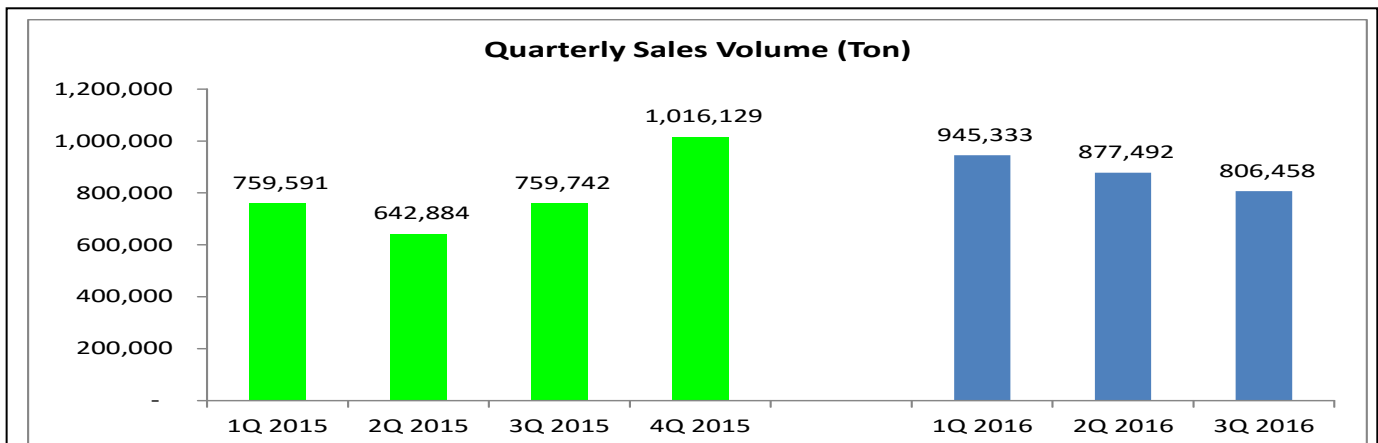
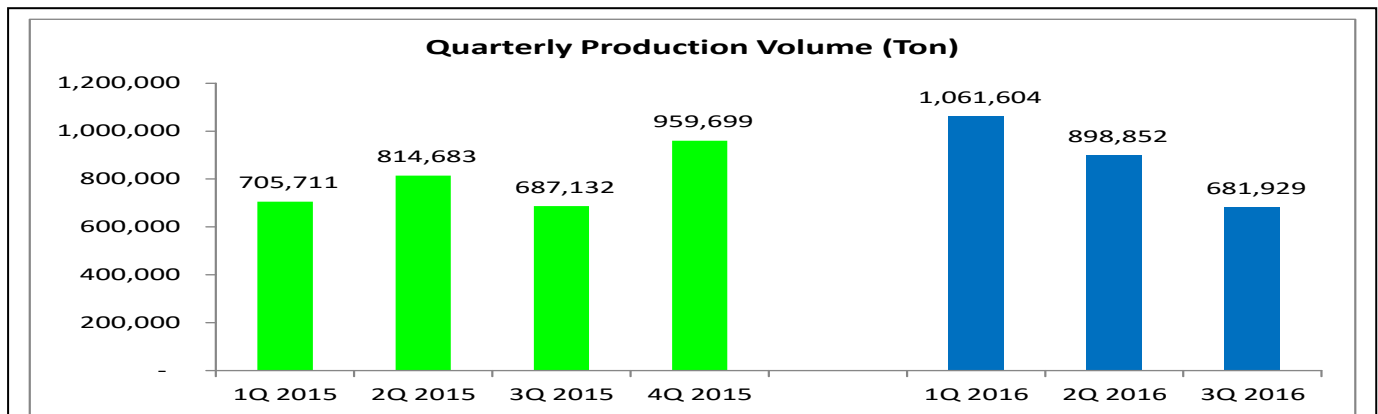
Visit us at: www.raintbk.com

A. FINANCIAL HIGHLIGHTS

| Financial (YTD) | 3Q2015 USD Million | 3Q2016 USD Million | Change | 9M2015 USD Million | 9M2016 USD Million | Change |
|------------------------|-----------------------|-----------------------|---------|-----------------------|-----------------------|---------|
| Revenue | 24.22 | 23.95 | -1.11% | 78.41 | 72.45 | -7.60% |
| Gross Profit | 6.00 | 5.64 | -6.00% | 18.99 | 16.36 | -13.85% |
| Operating Profit | 1.93 | 3.64 | 88.60% | 7.15 | 9.23 | 29.09% |
| Net Profit After Tax | 0.79 | 2.63 | 232.91% | 4.06 | 7.19 | 77.09% |
| | | | | 31/12/15 | 30/09/16 | Change |
| Total Asset | | | | 98.54 | 98.32 | -0.22% |
| Total Liability | | | | 21.78 | 13.88 | -36.27% |
| Equity | | | | 76.76 | 84.44 | 10.01% |
| Debt ¹ | | | | 0.63 | 0.48 | -23.81% |
| RATIOS | 3Q2015 | 3Q2016 | | 9M2015 | 9M2016 | |
| Gross Margin | 24.77% | 23.55% | | 24.22% | 22.58% | |
| Operating Margin | 7.97% | 15.20% | | 9.12% | 12.74% | |
| NPAT Margin | 3.26% | 10.98% | | 5.18% | 9.92% | |
| Return On Asset (ROA) | | | | 5.81% | 9.75% | |
| Return On Equity (ROE) | | | | 7.45% | 11.36% | |
| Debt to Equity | | | | 0.87% | 0.57% | |

Exchange rate USD/IDR: 30 Sep 2016 = 12,998; 30 Sep 2015 = 14,657; ¹Interest bearing liabilities only (e.g: vehicle leasing, etc.)

B. OPERATIONAL HIGHLIGHTS

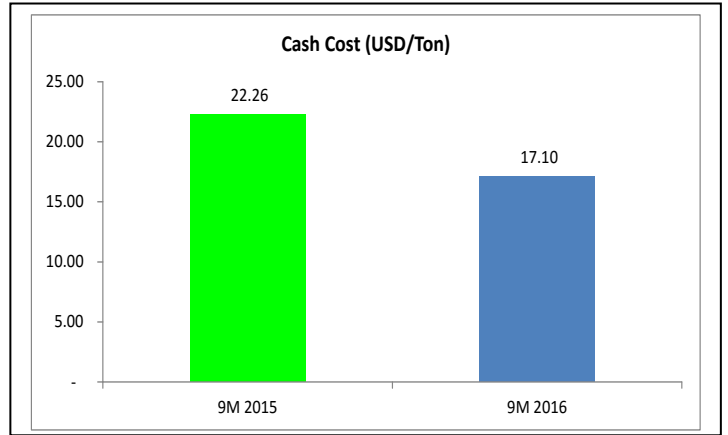
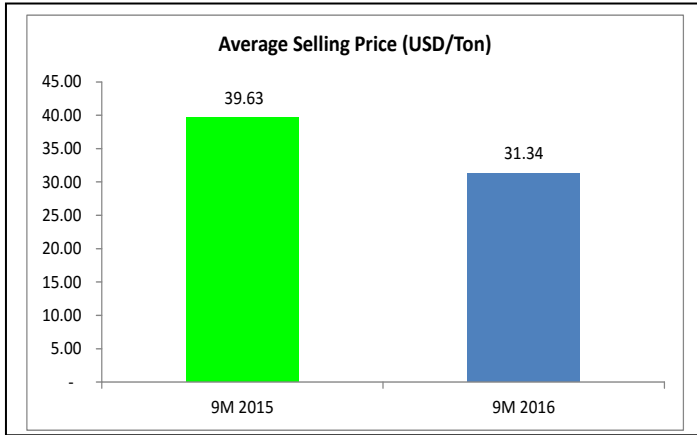
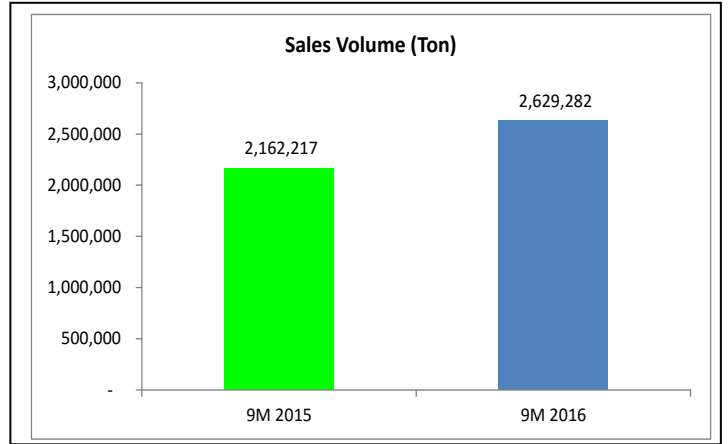
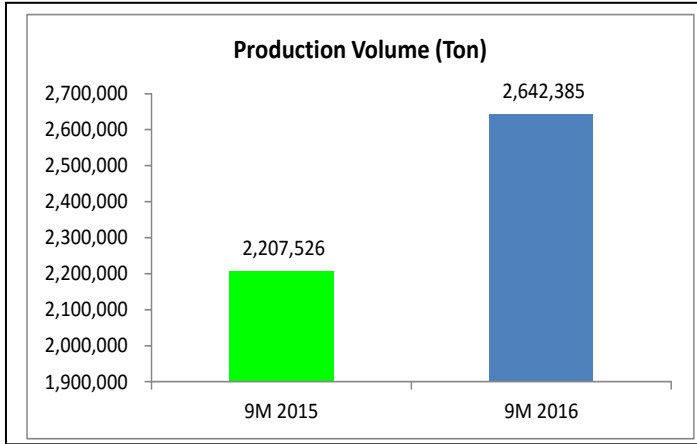




PT. RESOURCE ALAM INDONESIA, Tbk. (KKGI)

Bumi Raya Utama Building
Jl. Pembangunan I No. 3, Jakarta 10130
Telp: (021) 633 3036 | Fax: (021) 6333802

NEWSLETTER



ASP in FOB Vessel

Cash Cost: excludes depreciation, royalty, barging & transhipment

C. PERFORMANCE SUMMARY / RINGKASAN KINERJA

- We are happy to report that the coal market is recovering, the Company's Average Selling Prices ASP in 2016 have steadily improved Quarter to Quarter, from Q1 US\$ 29.99 to Q2 US\$ 30.89 and Q3 US\$ 33.40.
- However, ASP Quarter on Quarter remained lower at US\$ 33.40 per MT in 3Q 2016 compared to US\$ 37.93 previously.
- Despite the lower ASP, Revenue posted in 3Q 2016 was marginally lower at US\$ 23.95 million compared to US\$ 24.22 previously. This is largely due to the offsetting factor of the higher sales volume of 809, 367 MT compared to previously 759,742 MT.
- Quarterly production for 3Q 2016 and 2015 remained relatively flat at 681,929 MT and 687,132 MT respectively.
- Operating Profit improved to US\$ 3.64 million during the 3Q 2016 from previously US\$ 1.93 million. This is mainly due to the lower cost of production. Cash Cost was US\$ 17.82 in 3Q 2016, 20% lower if compared to previously US\$ 22.26 Q on Q.
- Net Profit After Tax in 3Q 2016 improved significantly to US\$ 2.63 million from previously US\$ 790,000.- Q on Q (an increment of 233%).
- In 9M2016, Production Volume was 2.6 million, 20% higher compared to the same period of the previous year.
- Simultaneously, Sales Volume also increased to 2.64 million MT from previously 2.16 million, 22% higher Y on Y. However, due to the still lower ASP, Revenue in 9M 2016 was US\$ 72.45 million, still 7.6% lower if we compare to US\$ 78.41 million of 9M 2015.
- As a result of the lower Cash Cost in 9M2016 of US\$17.10 per MT from previously US\$ 22.26, The Company booked a healthy Operating Profit of US\$ 9.23 million, 29% higher Year on Year.
- In tandem, Net Profit After Tax 9M2016 improved to US\$ 7.19 million a notable 77% increment from prior period Y on Y.

- Kami senang untuk dapat melaporkan bahwa pasar batu bara telah mulai membaik, terlihat dari peningkatan harga jual rata rata (ASP) kuartalan di tahun 2016 menjadi Q1 US\$ 29.99, Q2 US\$ 30.89 dan Q3 US\$ 33.40. Namun masih lebih rendah bila dibanding dengan ASP Q3 2015 sebelumnya, US\$ 37.93 per MT
- Namun demikian, terutama disebabkan oleh meningkatnya Jumlah Penjualan menjadi 806,458 MT dari sebelumnya 759,742 MT, nilai omzet Penjualan masih cukup stabil di US\$ 23.95 juta, dibanding US\$ 24.22 juta pada kuartal tahun sebelumnya.
- Jumlah Produksi di kuartal 3 2016 dan 2015 kurang lebih sama yaitu, 681,929 MT dan 687,132 MT.
- Laba Usaha meningkat menjadi US\$ 3.64 juta pada kuartal 3 2016, dari sebelumnya US\$ 1.93 juta. Hal ini lebih banyak dikarenakan rendahnya biaya produksi. Cash Cost menurun menjadi US\$17.82 per MT pada kuartal 3 2016, 20% lebih rendah bila dibandingkan kuartal tahun sebelumnya dari US\$ 22.26 per MT.
- Di kuartal 3 2016, Laba Bersih meningkat pesat menjadi US\$ 2.63 juta dari sebelumnya US\$ 790,000 (peningkatan 233%).
- Volume Produksi pada 9M2016 adalah 2.64 juta, peningkatan 20% dari periode yang sama tahun lalu.
- Dengan sendirinya, Volume Penjualan juga meningkat 21.6% menjadi 2.63 juta MT dari 2.16 juta MT. Namun demikian, akibat ASP yang lebih rendah, Omzet Penjualan di 9M 2016 tercatat US\$ 72.45 juta, 7.6% lebih rendah bila dibandingkan dengan US\$ 78.41 pada 9M 2015.
- Cash Cost di 9M2016 lebih rendah menjadi US 17.10 per MT dari sebelumnya US\$ 22.26. Perseroan membukukan 29% peningkatan Laba Usaha menjadi US\$ 9.23 juta.
- Seiringan, Laba Bersih 9M2016 meningkat pesat menjadi US\$ 7.19 juta, kenaikan 77% dari periode yang sama tahun lalu.