

Analyst Call 9M23

Company Presentation 9M23

December 2023



From Obi, for Indonesia

tbpnickel.com

From Obi for Indonesia.

1





Table of Contents

Operation Overview	04
Financial Highlight	12
CSR, ESG & Sustainability	17
Special Announcements	27







Operation Overview



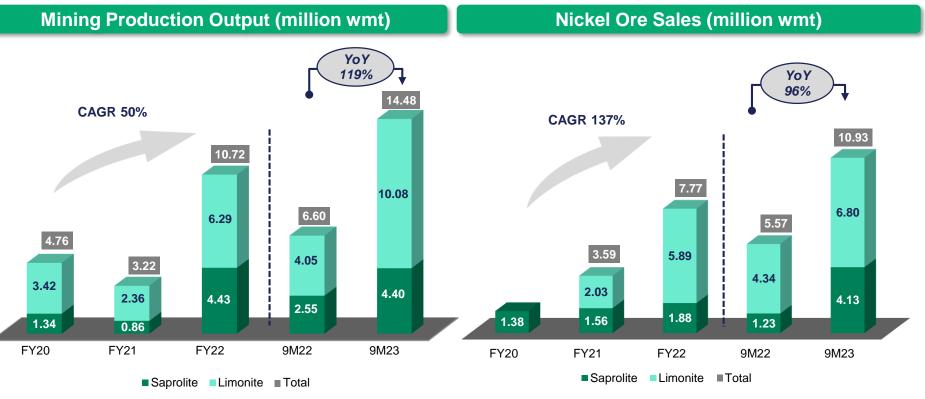
MYLY MA







Mining Operations

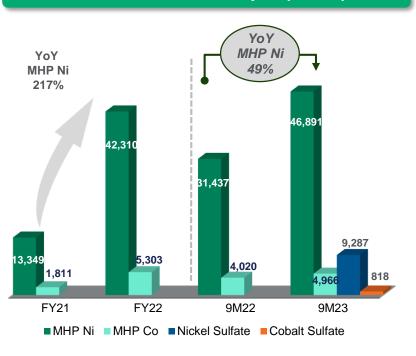


- Ore production comes from 2 operating mines (TBP & GPS); while JMP and OAM are not in operation yet.
- Strong growth in mining production was in line with the increase in smelter and refinery production capacity.
- In 9M22, TBP only had 1 operating smelter RKEF (PT MSP) with 4 production lines and production capacity 25,000 tons contained Ni/year. In HPAL capacity, TBP had 2 production lines of HPAL (PT HPL) with capacity of 37,000 tons contained Ni/year.
- Higher demand of nickel ore in 9M23 was coming from commissioning of the 3rd line of HPAL (PT HPL) and also completion of 8 production lines of RKEF (PT HJF). Therefore, TBP has a total 12 production lines with 120,000 tons contained Ni/year of RKEF capacity and 3 production lines of HPAL with total capacity 55,000 tons contained Ni/year by end of 9M23.



HPAL Operations

HPAL Production Output (In ton)



YoY ΥοΥ MHP Ni MHP Ni 233% 18% 42.251 34.897 29.563 7,534 2,67 5,371 3,811 1,721 271 .655

 1
 FY22
 9M22
 9M23

 ■ MHP Ni
 ■ MHP Co
 ■ Nickel Sulfate
 ■ Cobalt Sulfate

Notes: YoY represent growth percentage from year on year.

 At the end of 2021, 2 production lines of HPAL (PT HPL) have commenced its operation with designed capacity of 37,000 tons contained Ni/year. The 3rd line with designed capacity of 18,000 tons contained Ni/year commissioned in January 2023 and ramped up to full capacity within 2 months.

FY21

- PT HPL started to produce Nickel Sulfate in April 2023 and did the initial export in May 2023. furthermore, in July 2023 PT HPL started to produce and initial export of Cobalt Sulfate.
- In production output, Nickel Sulfate output is part of MHP output, because Nickel Sulfate is product conversion from MHP. While in sales volume, total sales will be MHP + Nickel Sulfate volume.









HPAL Sales Volume (In ton)

HPAL Ongoing Project (ONC)



65,000

Tons contained Ni/year MHP

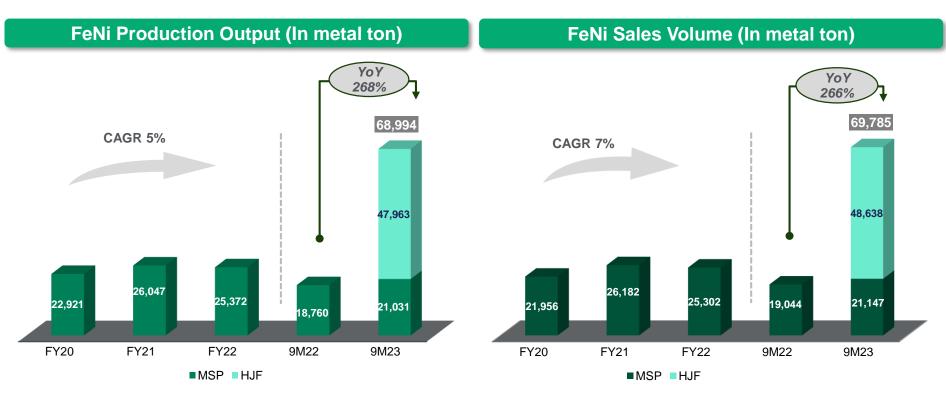
• PT. ONC will have 3 production lines of HPAL.

Co

- Designed capacity of 65,000 tons contained Ni/year.
- Expected commissioning in 2nd quarter of 2024 (1st line).



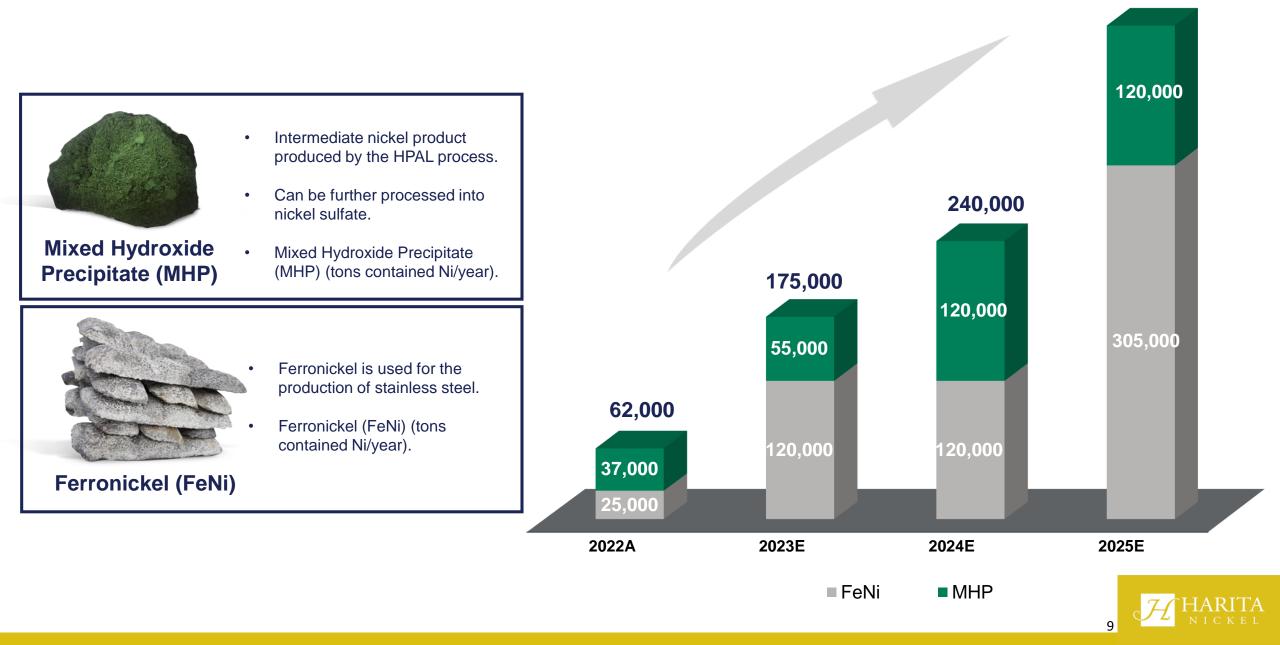
RKEF Operations



- From FY20 FY22, FeNi production came from PT MSP, which has been operating since 2017.
- PT HJF RKEF has commenced its operation at the end of FY22 with 2 production lines. The next 3 production lines, 3rd, 4th, and 5th lines were completed in January 2023, February 2023 and March 2023, respectively. The remaining 3 production lines completed by end of 1H23. PT HJF reach 100% production capacity in 3Q23. Thus, it drives the significant growth of FeNi sales YoY.
- Actual average production of PT HJF in August September already reach 8,390 tons contained Ni/month, above 6% from the name plate capacity.

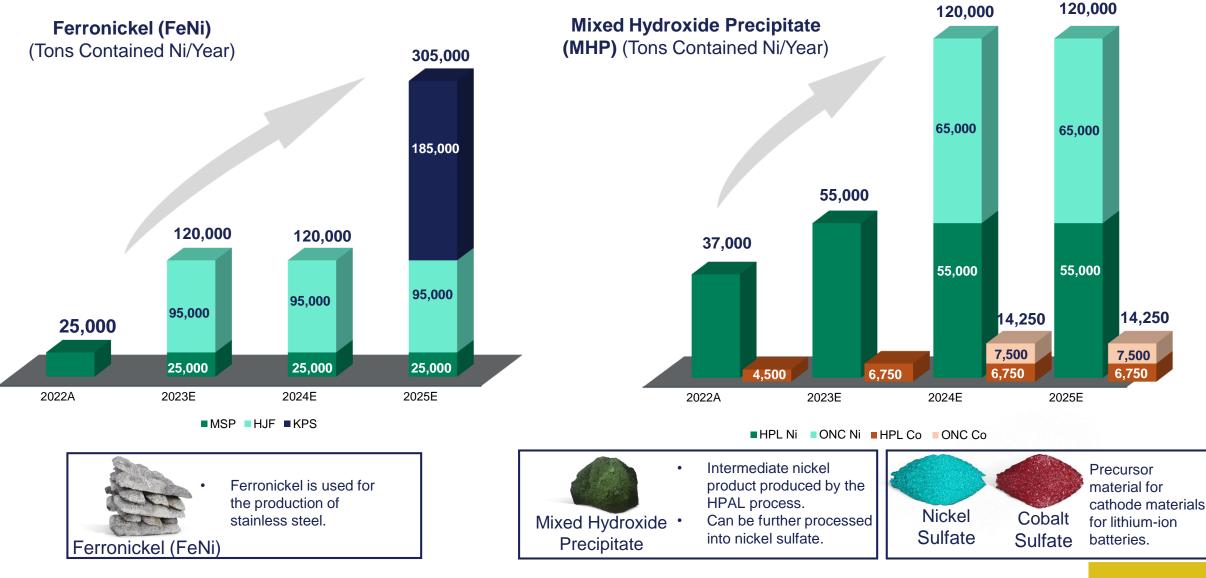


Production Capacity Growth Plans (Total Tons Contained Ni/Year)



425,000

Production Capacity Growth Plans (by Product)



HARITA

10

Financial Highlight

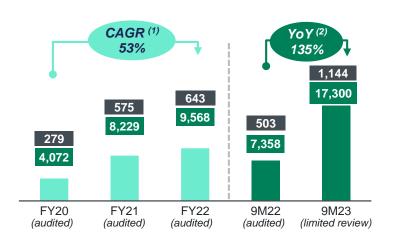


Profit & Loss Statements Highlights

- 9M22 to 9M23

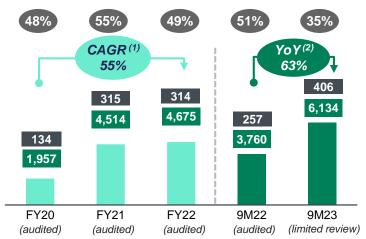
- Strong track record of revenue growth driven by production ramp up in mining and nickel processing facilities (smelter).
- Healthy profitability margin with double digit gross profit, EBITDA and profit attributable to owners of the parent company.
- Slower growth of performance's EBITDA and and profit attributable to owners of the parent company in 9M23 was due to lower nickel and cobalt prices and share in net profit associates coming from PT HPL.

Revenue

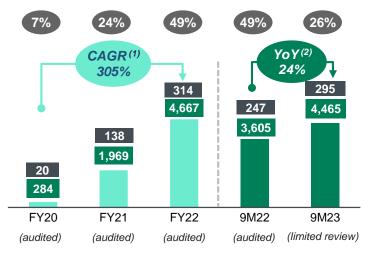


EBITDA⁽³⁾ and Margin 45% 42% 60% 78% CAGR⁽¹⁾ YoY⁽²⁾ 110% 29% 517 500 415 7,816 7,442 345 6,067 4,941 116 1,693 FY20 FY21 FY22 9M22 9M23 (audited) (audited) (audited) (audited) (limited review)

Gross Profit and Margin



Profit Attributable to Owners of the Parent Company and Margin



Margin USD⁽⁴⁾ (in million) IDR (in billion)

Notes: (1) CAGR is Compound Annual Growth Rate. (2) YoY represent growth percentage from year on year. (3) EBITDA is calculated using the sum of our profit from operations, share in profit of associates, finance income and depreciation and amortization. (4) Assumed exchange rate of USD/IDR 14,572 for FY2020, 14,312 for FY2021, 14,876 for FY2022, 14,621 for 9M22, and 15,121 for 9M23.



Profit & Loss Statements 9M23

- Strong growth in revenue (135%) was due to higher sales volume from mining business and new running smelter PT HJF. Higher sales in nickel ore due to additional 18k capacity of MHP in PT HPL and 95k new capacity of RKEF in PT HJF. Mining sales volume grows 96% from 5.6 Mn ore to 10.9 Mn ore in 9M23.
- Due to challenging market condition globally, nickel price drop YoY and impact our gross profit margin. GPM drop from 51% to 35% YoY, however gross profit is grows 63% YoY from IDR 3.8 Tn to IDR 6.1 Tn. Profit for owners of the parent company grows 24% from IDR 3.6 Tn to IDR 4.5 Tn.
- Merging entities' adjustments represents the impact of business combination of PT GPS and PT MSP which affect retrospectively to TBP consolidated financial information.

		For The Nine-Months		
	Per	iod Ended, September 30		
Exchange rate USD/IDR	14,621	15,121		
In IDR billion	Audited	Limited review		
	9M22	9M23	Increase/ (Decrease)	Variance (%)
Revenue	7,358	17,300	9,942	135%
Cost of good sold	(3,598)	(11,166)	(7,568)	210%
Gross profit	3,760	6,134	2,374	63%
Selling, general and administrative expenses	(623)	(1,053)	(430)	69%
Other income (expenses), net	271	343	72	27%
Profit from operations	3,408	5,424	2,016	59%
Financing charges, net	(209)	(278)	(69)	33%
Changes in fair value of hedging instrument	22	9	(13)	-59%
Share in profit of associates*)	2,273	1,376	(897)	-39%
Profit before income tax	5,494	6,532	1,038	19%
Income tax expense	(713)	(866)	(153)	21%
Merging entities' adjustments	(1,248)	-	1,248	-100%
Profit for the year	3,533	5,666	2,133	60%
Profit/(loss) for the period attributable to:				
Owners of the parent company	3,605	4,465	860	24%
Non-controlling interests	(72)	1,201	1,273	-1,769%
Other comprehensive income (loss)	686	(187)	(873)	-127%
Total comprehensive income	4,219	5,479	1,260	30%
Gross profit margin	51%	35%		
Operating profit margin	46%	31%		
Net profit margin	48%	33%		

Notes: *) Share in profit associates mostly represents HPL profit on TBP's ownership.



Profit & Loss Statements of QoQ

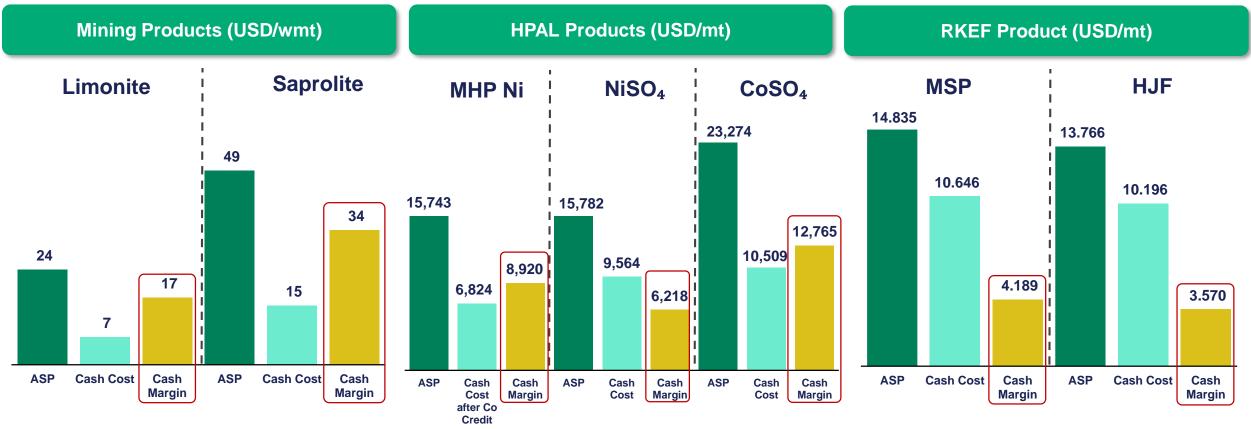
- Growth in gross profit in Q3 2023 from Q2 2023 was mainly due to the higher efficiency of HJF production. HJF cash cost was reduced from USD 10,429/metal tons in Q2 2023 to USD 9,231 / metal tons in Q3 2023.
- Net profit attributable to owners of the parent company experienced a healthy growth of 25% in Q3 2023 compare to Q2 2023.

	h	n IDR Billion		In	Thousand USD	
Exchange rate USD/IDR	14,866	15,214		14,866	15,214	
	Unaudited	Unaudited		Unaudited	Unaudited	
	2Q23	3Q23	Variance (%)	2Q23	3Q23	Variance (%)
Revenue	5,456	7,057	29%	367,019	463,869	26%
Cost of good sold	(3,524)	(4,422)	25%	(237,049)	(290,659)	23%
Gross profit	1,932	2,635	36%	129,970	173,210	33%
Selling, general and administrative expenses	(358)	(301)	-16%	(24,071)	(19,771)	-18%
Other income (expenses), net	77	116	50%	5,127	7,621	49%
Profit from operations	1,651	2,450	48%	111,026	161,061	45%
Financing charges, net	(80)	(157)	96%	(5,390)	(10,339)	92%
Changes in fair value of hedging instrument	-	9	100%	-	593	100%
Share in profit of associates *)	417	437	5%	28,046	28,747	2%
Profit before income tax	1,988	2,738	38%	133,681	180,062	35%
Income tax expense	(279)	(281)	1%	(18,735)	(18,470)	-1%
Merging entities' adjustments	-	-	-	-	-	-
Profit for the year	1,709	2,457	44%	114,946	161,592	41%
Profit/(loss) for the period attributable to:						
Owners of the parent company	1,377	1,719	25%	92,614	113,018	22%
Non-controlling interests	332	738	122%	22,332	48,573	118%
Gross profit margin	35%	37%		35%	37%	
Operating profit margin	30%	35%		30%	35%	
Net profit margin	31%	35%		31%	35%	

Notes: *) Share in profit associates mostly represents HPL profit on TBP's ownership.



9M23 ASP, Cash Cost and Cash Margin (Mining & Processing Business)



- Healthy cash margin in mining business: 71% margin for Limonite and 69% margin for Saprolite.
- In 3Q23, PT HJF average cash cost already reach USD 9,231, compare to USD 11,185 in 1H23, while PT MSP average cash cost is USD 9,334 in 3Q23.
- Cash margin of MHP is around USD 8,920, while cash margin for FeNi is around USD 3,800.
- TBP is one of the lowest cash cost integrated nickel player due to its strategic location and efficient operation in Obi Island.



CSR, ESG & Sustainability





















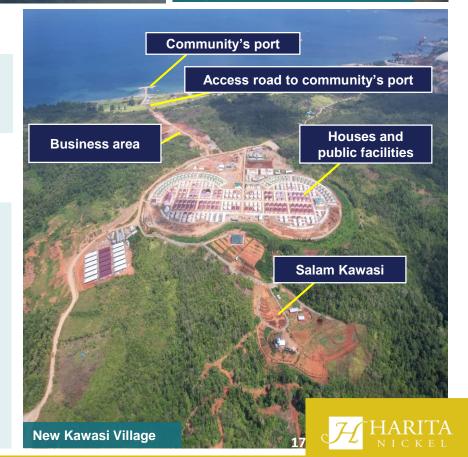




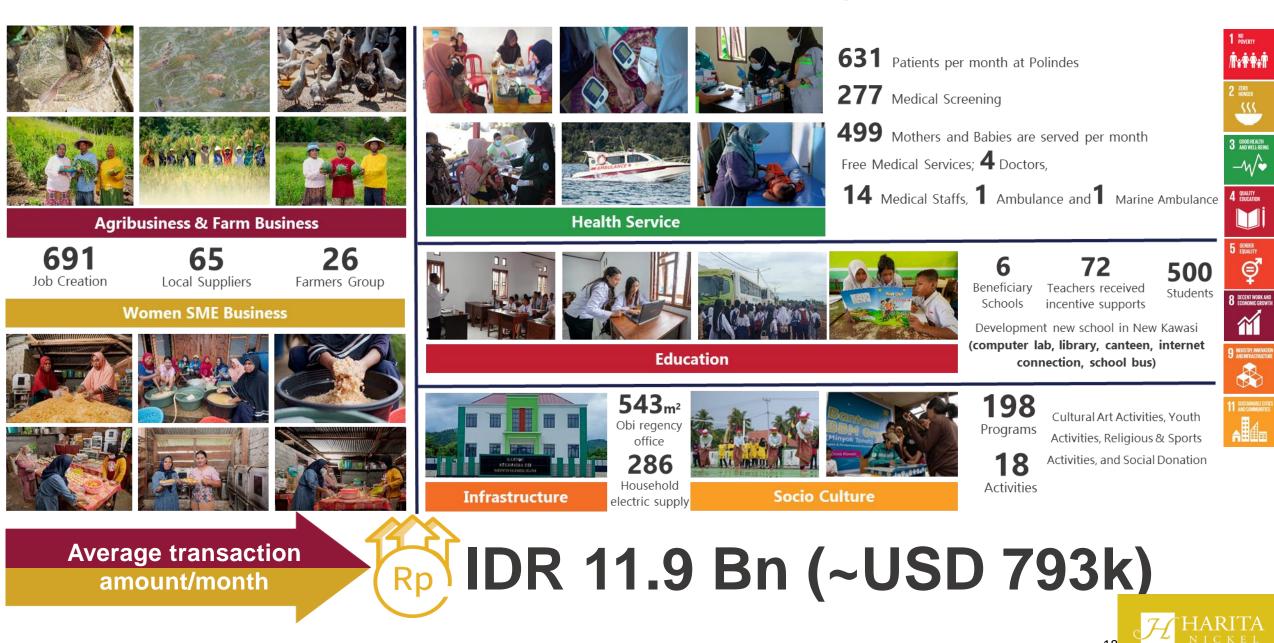
CSR – New Kawasi Village Progress 95.75% (as of September 2023)

Update information:

- **259 houses and the public facilities** such as; Mosque, Church, Electricity, Health Center, Village office are **completed**.
- Access Road to community's port is under construction.
- 209 stores in the commercial area still on progress, where as permanent stores also are on progress (36.61%).



Community Development & Empowerment Program as of 9M23



Recognized & CSR Awards



Sustainable Village Development February, 2023

From Minister of Villages, Development of Disadvantaged Regions, & Transmigration of Indonesia

 3 Golds and 1 Excellent Award in Corporate Social Responsibility (CSR) and Sustainable Village Development.



TOP CSR Awards June, 2023

From Top Business



CSR Detik.com Awards September, 2023

From Detik.com

- Top CSR Awards 2023 (4 stars) awarded to Harita Nickel through the Community Development and Empowerment Program.
- **Top leader in CSR commitment** awarded to Stevi Thomas as External Relations Director of Harita Nickel.
- As an integrated nickel Company with excellent corporate social responsibility (CSR).



Decarbonization



Cooking Oil

Background	Opportunity
 Used cooking oil usage for global biofuel production is predicted to increase from 8.3 billion liters in 2021 to 13.6 billion liters/year in 2027 (source: International Energy Agency) 	 Cooking oil from approximately 30,000 workers on Harita Nickel's Obi Island site Large quantities of available cooking oil Significant energy reduction potential
 Large potential due to 30,000+ workers on Obi site 	
	رے

MSP RKEF plant reduced 795 GJ energy consumption through the use of used cooking oil as coal replacement in 2022





Decarbonization



Commissioned projects



Sustainable Energy types

300 MWp solar panel facility to be commissioned in 2025



3







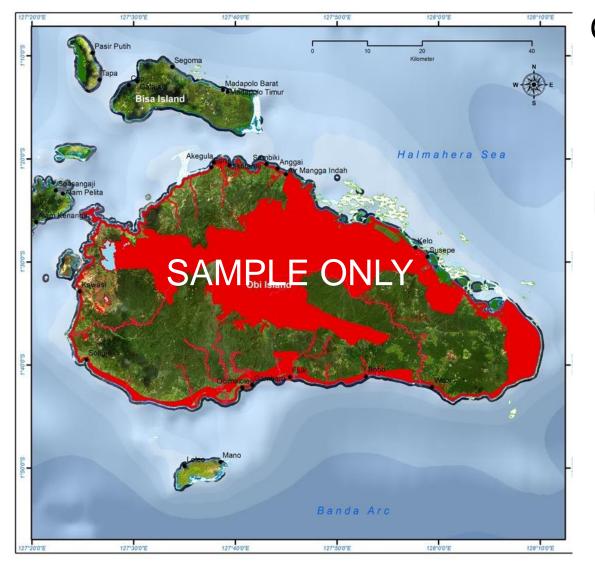


No	Project Name			
1	Waste Heat Recovery for HPAL Plant.			
2	Biodiesel (B35) Implementation.			
3	Conveyor Coal Transport (Jetty to Coal Dome).			
4	Street lighting-Solar PV (HPL - 30pcs @120Wp + 90pcs @60Wp), (TBP - 149pcs @60Wp), and (HJF - 17pcs @60Wp).			
5	6 units of electric forklift.			
6	6 units of electric towing.			
7	Local community 1kWp Micro Wind Turbine + 2x200Wp Solar PV.			
8	Cooking oil reuse as coal replacement for energy generation at RKEF.			

21



Biodiversity



Commitments

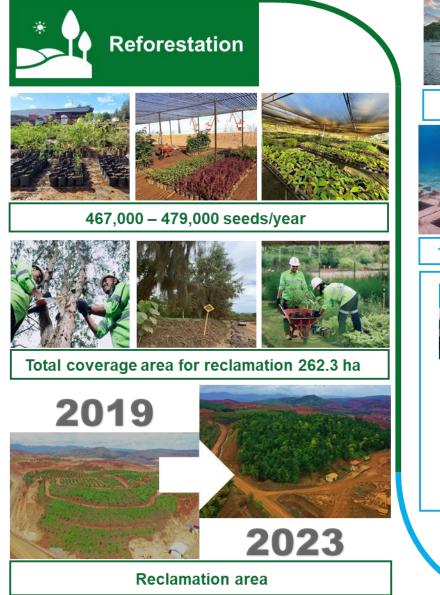
- Net Terrestrial Conservation Gain within 20 years
- Landscape-level Nature Risk Assessment
- Detailed Environmental And Social Impact Assessments

Landscape-level Nature Risk Assessment

	Background		Opportunity
•	Only 1% of Obi Island's land is used for mining	•	Create a holistic risk map for mining land usage
•	Future mining activities (Harita and other) need to be	•	Reduce and predict risk of biodiversity damage
	planned carefully	•	Create required
•	Sensitive biodiversity as part of coral triangle, Wallacea and home to several Key		compensation plans for mining land usage
	Biodiversity Areas		



Ecosystem and Environment





>47,000 seeds, 23.08 ha, 4 locations



1,466 Artificial reef, 350 m²



Watershed rehabilitation



Sampling seawater

Sampling



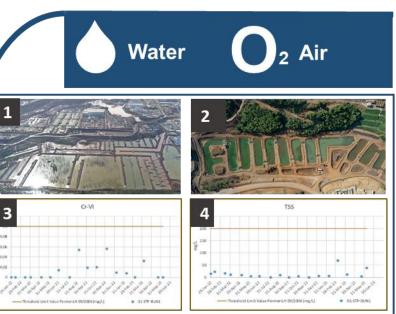


Seawater Column Profiling (CTD)



Fish and coral monitoringMonitoring water temperature using a thermistor





(1) Tugurachi, and (2) Bunaken Sediment Pond. (3) CR Test

and (4) TSS Test. Size >500 olympic-sized swimming pools.







Air Pollution Prevention: Coal Dome - indoor coal storage (600 x 140 mtr ~ 300,000 MT).

23



quality









Alignment With Best Practice Governance Standards





A comprehensive standard for responsible mining and mineral processing that is supported by a wide range of stakeholders (Government, NGOs, etc.)

	Background		Benefits
•	3 rd party certification requirements of EV battery material buyers.	•	Realize growing EU & global market opportunities.
•	IRMA is seen as the strongest certification, and has broad support Strong recommendation from various stakeholders (incl. Indonesian	•	Become preferred supplier by providing assurance of compliance with strong responsible sourcing standards.
-	Government, NGOs, buyers)	•	Risk reduction through alignment with broadly accepted IRMA standard.
		•	Reduce need for future buyer audits.

Standards & Certifications



Creating Markets, Creating Opportunities

Regular compliance assessments against IFC Sustainability Performance Standards



GHG Emissions Scope 1-3 calculated according to Greenhouse Gas Protocol



95 GRI Indicators disclosed, and third-party assured for 2022 Sustainability Report



GHG Emissions Scope 1-3 calculated according to ISO 14064-1:2018

ISO 45001 and ISO 14011 certification for mining operations & in progress for processing operations



IFRS Sustainability Disclosure Standards indicator measurement progress

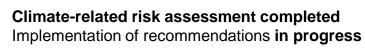
(% indicators measured/calculated):

Standard 1: 87%

Standard 2: 64%

Standard 2 Industry-Based Indicators: 100%

SASB Metals & Mining Indicators: 81%





Recognized as ESG Leadership by Industry Thought Leaders

As of August 2023



Steven Brown • Following Responsible mining and metals 1w • 🕓

It's great to see the progress of some of Indonesia's emerging producers. Among them, PT Trimegah Bangun Persada (Harita Nickel) (TBP), which has recently listed on the IDX, stands out for its leading role in Indonesian battery-grade nickel production. Their latest report sheds light on their pioneering investments and commitment to responsible production.

There is a need for the rest of Indonesia's nickel sector to follow leaders such as TBP. Indonesia accounts for over half of global nickel supply, and all of that production is concentrated in one special type of environment called tropical ultramafic rainforests. This environment is highly unique and poorly understood. The cumulative impacts of the sudden surge in nickel production in such a small area have not been assessed.

Fortunately, there are some bright spots, showing that things can be done responsibly. The question remains, will others follow, and how long will it take to get there?

Dry tails

Tailings management is a key issue in the mining industry. TBP has pioneered the use of dry stacking of its HPAL waste, becoming Indonesia's first company to use this method. This is widely considered to be the safest form of tailings storage due to the stability of the structure. This is especially important in the high rainfall and seismically active region in which TBP operates.

TBP's dried stack is located in a mined out area that is backfilled with dry tails. All water from the tails area is collected and treated to meet regulatory limits. When full, the stack will be capped and revegetated back to its original forest cover to reduce risks to the environment.

Considering land availability and the complexity of tailings handling over larger distances, for the next phase, TBP will develop a tailings storage facility (TSF). This option was chosen after careful consideration of various factors, including the safe delivery of tailings over longer distances, and to reduce the operational risks of tailings management This was done in consultation with relevant stakeholders, including local communities and government authorities.

The new tailings dam is designed to meet international standards, including the Australian National Committee on Large Dams (ANCOLD) and International Committee on large Dams (ICOLD), to ensure the highest level of safety design. The design is subject to a thorough review by the Indonesian Dam Safety Commission, which includes an international review. To provide for dam safety, as well as environment and infrastructure protection, TBP is also evaluating the new Global Industry Standard on Tailings Management (GISTM), and where appropriate will adopt these principles in the design and operation of the TSF.

TBP's drv stack is an industryleading method for safely storing tailings

Low emissions

technology

TBP's technological advances have led to significant reductions in carbon emissions.

...

TBP's initial RKEF investment, which commenced operations in 2018, provided an appropriate entry to the nickel supply sector, taking into account available technology and market conditions at that time. The carbon emission intensity of that investment was around 75 tonnes of carbon dioxide equivalent per tonne of nickel in ferronickel produced (t CO2e per t Ni).

Since that time, TBP has made critical investments to reduce carbon emissions. TBP's second RKEF development, which was commissioned in 2022, uses a range of energy efficiency improvements, such as the use of gasified coal. It is expected that this will reduce the carbon emission intensity of the new RKEF. Quantifiable reductions will be available by early 2024, once the plant has reached steady operations.

Human rights

especting human rights is important to e sustainable operation of TBP's usiness. TBP understands its potential to rectly impact, contribute to or be linked to uman rights impacts on people through its perations and relationships with business artners stakeholders.

BP respects internationally recognised uman rights as set out in the Universal eclaration on Human Rights, TBP also sures full compliance with the applicable ws and regulations of Indonesia, and perates in a manner consistent with the nited Nations (UN) Guiding Principles on usiness and Human Rights and the 10 N Global Compact Principles

s a significant producer of cobalt, TBP is vare of the importance of respecting uman rights, including the use of child bor, which has been found in other cobalt ining regions around the world. While ese problems are not present in the gulated Indonesian mining sector, TBP aintains strong policies to prevent human this issues within its business entities nd contractors.

TBP's HPAL development uses a low energy and low emissions technology, making it Indonesia's lowestemission nickel, alongside the other HPAL plants that have been built after TBP's breakthrough investment. The carbon emission intensity from the HPAL plant is just 10 t CO2e per t Ni, significantly lower than all previously built nickel plants in Indonesia.

TBP's HPAL plant produces low carbon nickel

TBP strictly prohibits, and is committed to taking strict and measurable action against any form of human rights violations.

- gender, and language, as well as disabilities
 - harassment/harassment, bullving, or intimidation between workers, work partners, stakeholders, and parties related to the TBP's operations.
- TBP follows the following principles in recruitment:
- No recruitment of underage children. Each applicant must be at least 18 (eighteen) years of age.
- · Recruitment is free of charge. · The company does not cooperate with
- any travel agency · Announcements regarding job vacancy information are only through the TBP's official information channel.

Independent reviews

Steven Brown Responsible mining and metals expert

Eric Wakker

ST.MM

PT Inovasi Digital

Fachruddin Tukuboya

Ir. Irwan Iskandar, S.T.

Institute Teknologi

Dr. Ir. Irdika Mansur

Head of Advanced

at IPB University

TBP has strict

policies and

human rights

Research Laboratory Unit

procedures to respect

M.T, Ph.D.

Bandung

M.For

Head of Environment

Office (DLH) North

Maluku Province

TBP demonstrates its position as a leader in responsible nickel production in Indonesia. The company is leading the Indonesian industry in low emissions technologies and value-adding production. It has the systems in place to continuously improve its performance, in line with growing stakeholder expectations.

This report provides a crystal-clear description of TBP's operations that are well-managed. It offers essential baseline information, and it thereby addresses various misconceptions about the company's operations. As such, this report offers an excellent starting point for stakeholder engagement.

This report shows TBP's commitment in maintaining its responsible operations. The company ensures the principles of health and safety as well as sustainability are well integrated into the entire business operations. This report is also developed to communicate with stakeholders, allowing them to understand and evaluate the performance on Environment, Social, and Governance (ESG) areas. Proactively engaging the stakeholders throughout the process and making sure there are measurable impacts we can monitor from the operation is also an

essential part of the company's sustainable-mining practices.

As a leading HPAL technology company in Indonesia, the company has implemented good mining practices, including managing tailings and water properly and can be a role model in this business. The important key in mining sustainability is environmental management that does not only comply with quality standard parameters, but also how mining management pays attention to local wisdom and post mine development in the future.

This report gives a clear yet comprehensive report on TBP's business activities and its continuous improvement on the mining operation to ore processing, environmental impact management, social responsibility, and governance. From this report, stakeholders would find a strong commitment of the company to regulation.

691

Jobs created

community

programs

through



including but not limited to: The use of underage workers · All forms of forced labor All forms of human trafficking All forms of discrimination based on differences in religion, ethnic group,

All forms of violence, sexual

Special Announcements



Total Nickel Ore as of 2023 (Mn WMT)

		June, 2022	2023
Surface		Nickel Reserves ⁽¹⁾	Nickel Reserves and Resources ⁽²⁾
Limonite	Find the second secon	113.8	225.0
Saprolite	Saprolite Ore	55.1	76.9
Bedrock	(Ni Content ≥ 1.4%)	168.9	301.9
		Notes: (1) It's estimated based on TBP, GPS, and JMP (2) It's estimated based on TBP, GPS, JMP and GTS	6

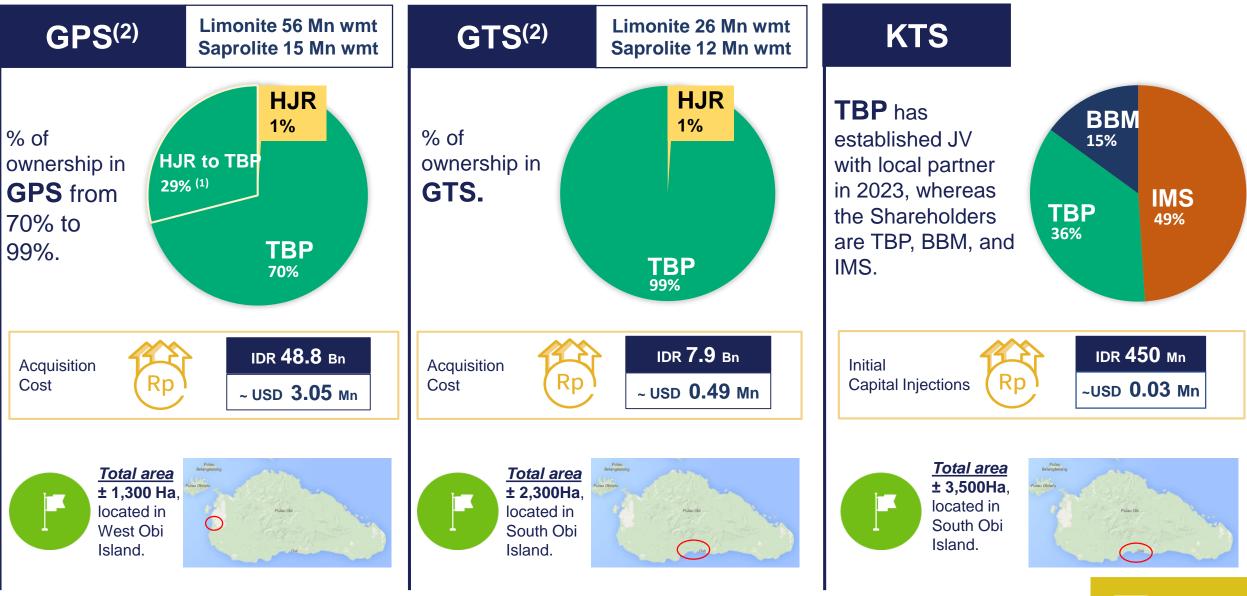


Reserves Replacement Strategy

Strategy	Description
Extensional drilling	Undrilled areas within the areas covered by our existing IUPs
Infill/development drilling	Confirm the continuity of mineralization in a deposit and define mineable (proven/probable) reserves for detailed mine plans for production
Drilling in old disposal / reclamation areas	Identify buried waste material (< 1.8%) disposed during previous mining operations that mined high grade nickel ore at a CoG above 1.8%
Beneficiation Studies	Conduct some tests on lower saprolite materials (< 1.4% Ni) that potential for upgrading optimum nickel grades
Lowering cut off grade (CoG)	to attain average grade of nickel limonite at minimum 1.0% and saprolite at 1.70% or lower and improve smelter capability in processing lower nickel grades
IUP Acquisition	 Acquiring new IUPs that have economic potential: Unexplored areas in existing IUPs or previous IUPs (which have been abandoned, expired, or revoked) New areas not delineated or registered as IUPs



Acquisition Updates



Notes: (1) 29% reserves of PT GPS = 16 Mn wmt Limonite & 4 Mn wmt Saprolite, (2) Saprolite and Limonite consist of reserves and resources.

29

