

PT. ABM INVESTAMA TBK



PT ABM Investama Tbk.

A member of Tiara Marga Trakindo Group

www.abm-investama.com

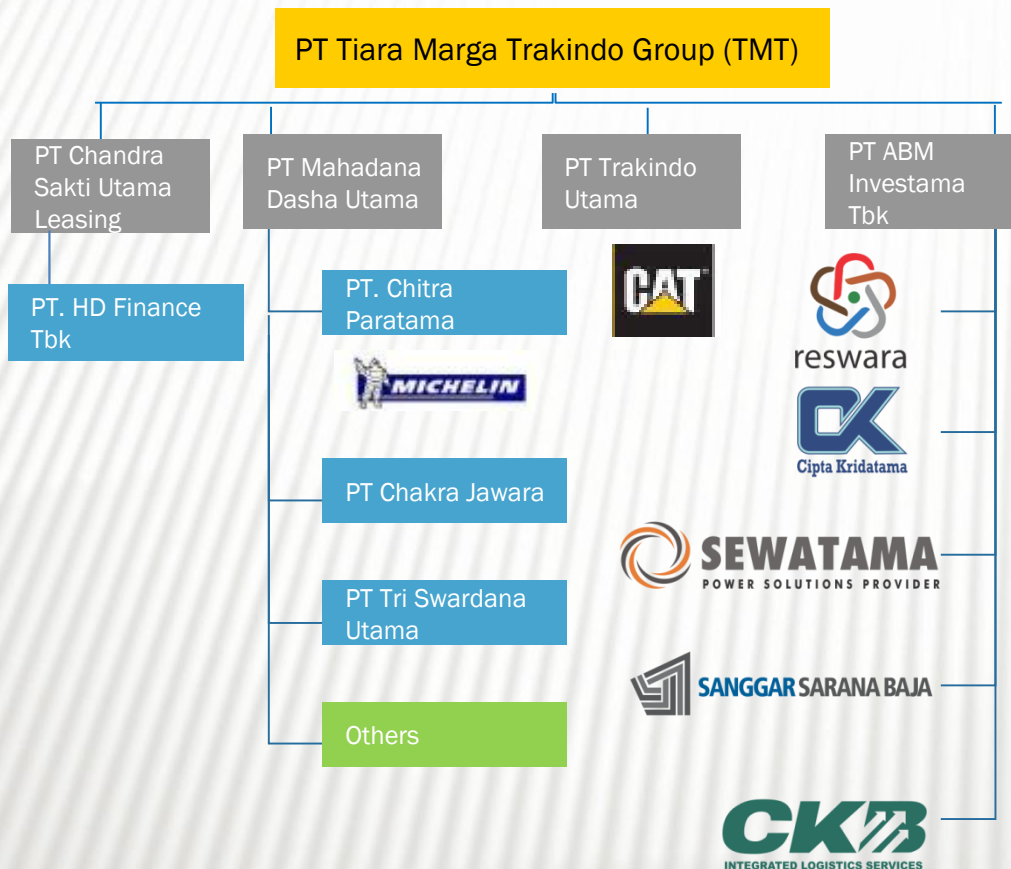


Q1 Result – Company Presentation

Jakarta, May 2013

ABM Investama A Member of Tiara Marga Trakindo Group

Tiara Marga Trakindo Group Structure



Overview of Tiara Marga Trakindo Group

- Established in 1970, Trakindo was founded by AHK Hamami
- Trakindo became the sole authorized dealer for Caterpillar in 1971 and now has more than 70 branches
- Over a 40 year period, Trakindo has developed into one of the largest national groups in Indonesia

Shareholder Value Addition

- Access to financial resources to support growth plans
- Timely market intelligence and access
- TMT refers customers and is itself and important customer to ABM

ABM's Five Strategic Business Units



Contract Mining Services

- Established 1997
- Fleet of 602 heavy equipment serving 9 customers as of Mar 31, 2013
- Backlog Overburden 660 million bcm and 36 million tons, as of Mar, 2013
- Employees: 3,324

Power Solutions

- Established 1992
- Approximately 833 gensets (1010 MW capacity) by Mar 31, 2013
- Manages more than 90 diesel power generation projects in Indonesia
- Employees: 1,624

Coal Production

- Established 2010
- 7,703 hectares concession area under 4 IUPs
- Estimated coal reserves and resources of 221 and 561 million tons, respectively
- Employees: 361

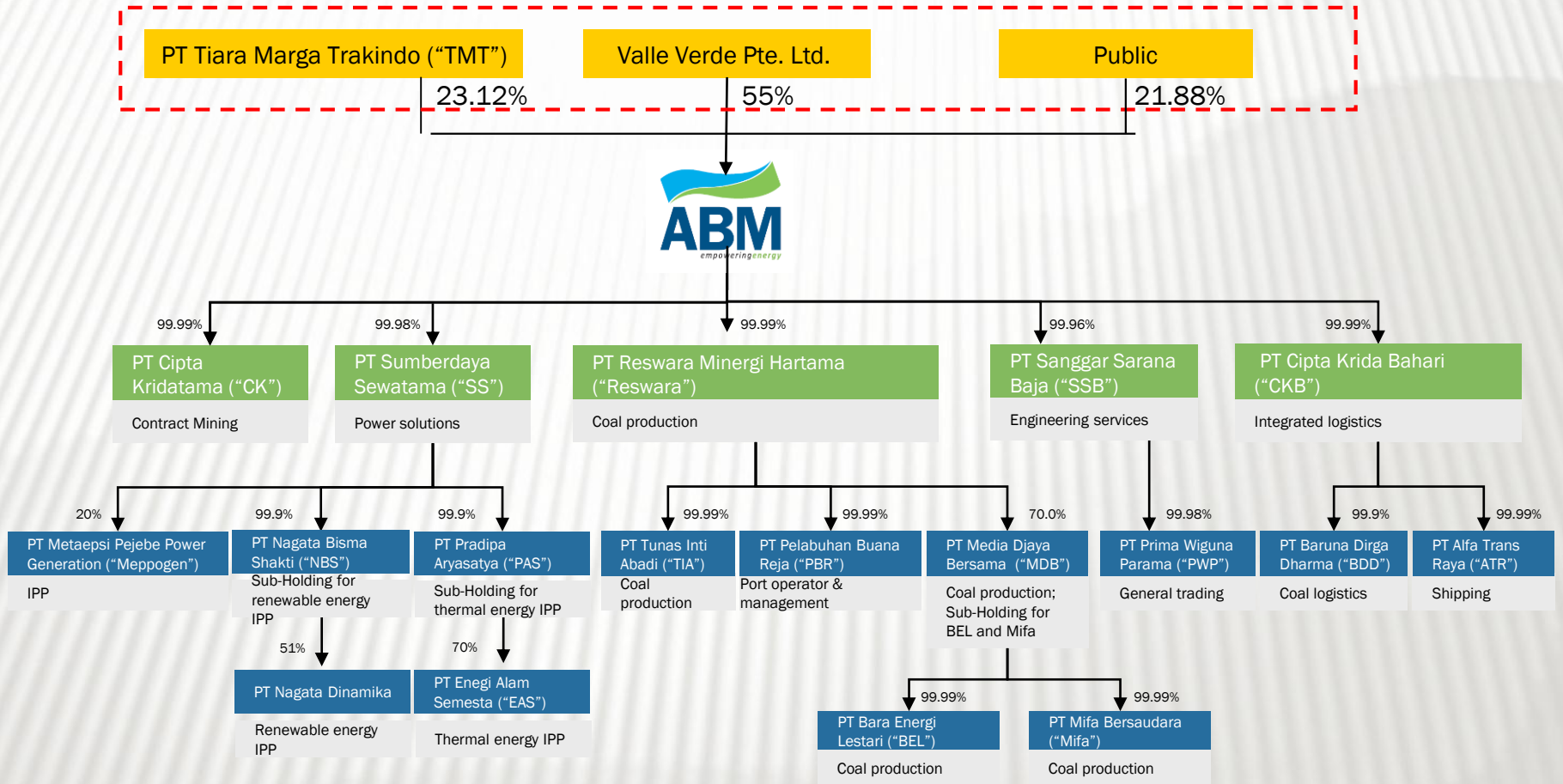
Engineering Services

- Established 1977
- 10 engineering services workshops providing fabrication, remanufacturing, transport equipment and site services
- Customers mainly in mining, oil and gas, petrochemical and power sectors
- Employees: 2,606

Integrated Logistics

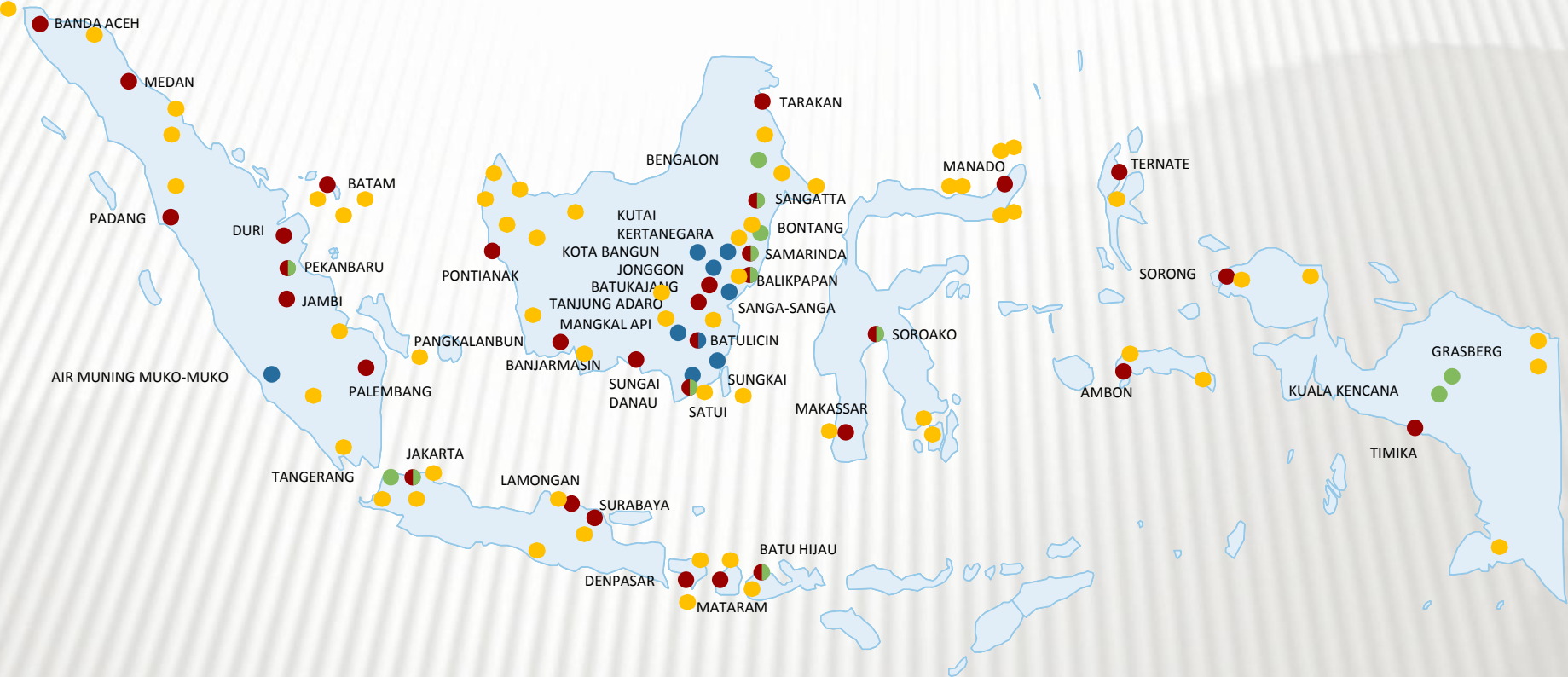
- Established 1997
- Operates fleet of vessels, trucks, loaders and dry containers
- Provides coal logistics, freight forwarding and project logistics
- 35 branches and offices located throughout Indonesia
- Employees: 713

ABM Group and Shareholding Structure



Comprehensive Footprint and Market Coverage in Indonesia

- Able to operate throughout the country; competitive advantage over competitors
- Difficult to replicate coverage strength and poses barriers to entry for new entrants



● CKB: Integrated Logistics Offices	● CK: Contract Mining Project Sites	● SSB: Engineering Services Main Operating Sites	● SS: Power Solutions Services
-------------------------------------	-------------------------------------	--	--------------------------------

ABMM Business Update and Overview

- August 29, 2012 Sewatama announced 70% acquisition of independent power plant company PT Energi Alamraya Semesta (EAS). PT Pradipa Aryasatya, a Sewatama subsidiary served as a vehicle for the acquisition worth of US\$7 million.
- November 22, 2012 – PT Tunas Inti Abadi (TIA) secured an additional 3 million metric tons under its coal sales contract with AVRA Commodities for the next five years; effectively upping the total deal to 18 million metric.
- December 18, 2012 – PT Cipta Kridatama (Cipta Kridatama) secured a US\$ 396 million contract for mining services with PT Tunas Muda Jaya (TMJ) for the next five years
- January 28, 2013 PT Media Djaya Bersama (MDB), has secured coal sales with PT Lafarge Cement Indonesia (Lafarge), amounting maximum of 255,000 metric tons in year 2013
- March 14, 2013 – PT Reswara Minergi Hartama receives loan as much as US\$150 million from Qatar National Bank (QNB), PT Bank QNB Kesawan Tbk (QNBK) and Indonesian Export Financing Institution (Indonesia Eximbank).
- Mar 18, 2013, PT Cipta Kridatama (CK), sign a five-year contract worth of US\$ 225 million with PT Realita Jaya Mandiri (RJM). The coal mining contract in Musi Banyuasin, South Sumatera

Q1 2013

ABM's Five SBU

Operational & Financial Performance



Coal Production at TIA, South Kalimantan



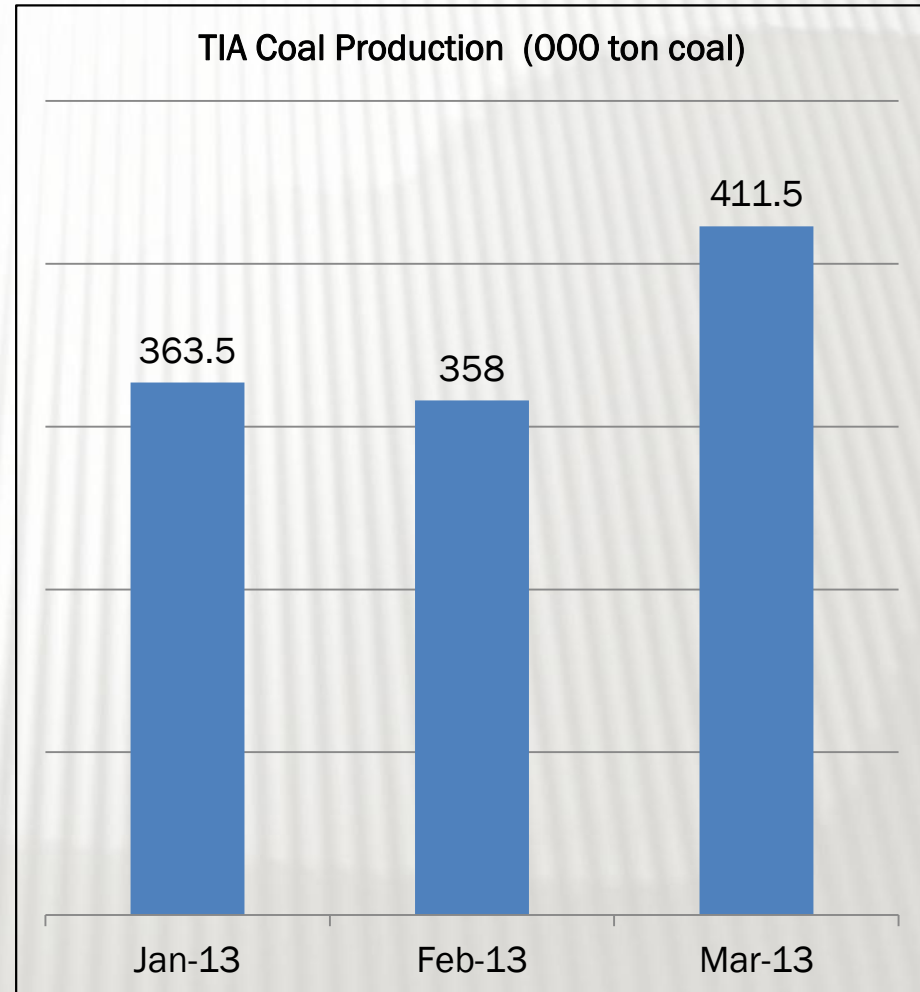
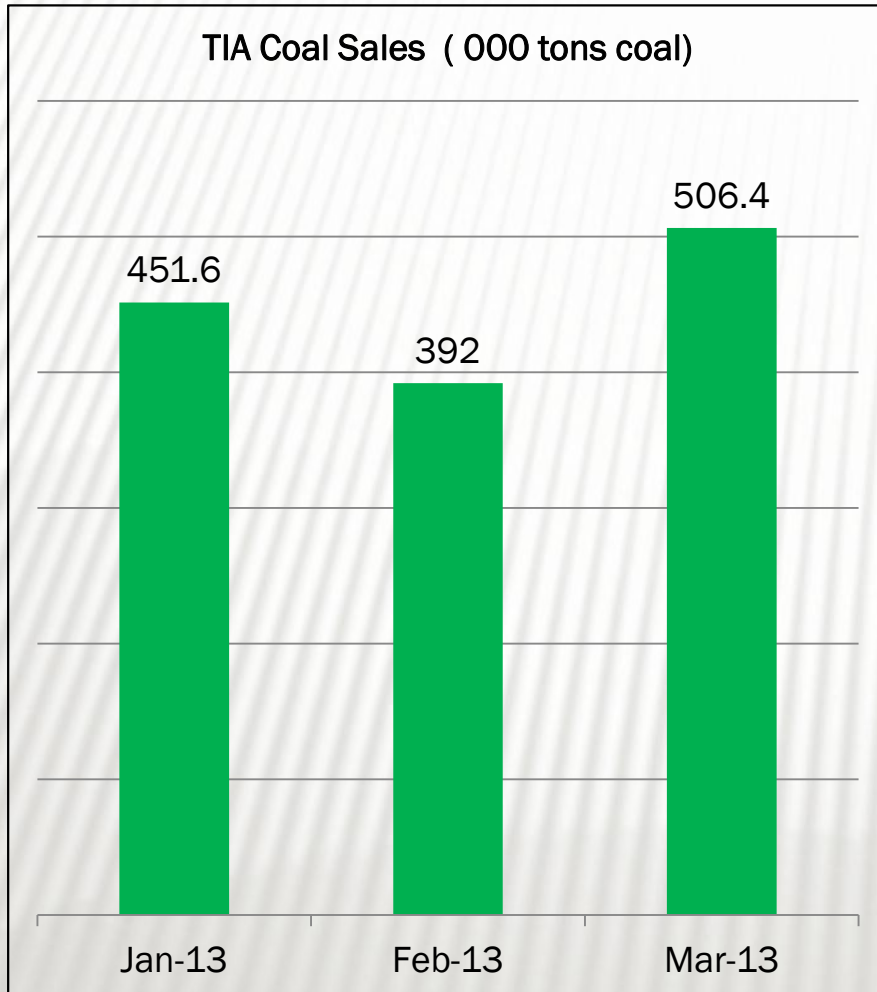
Barge Conveyer at TIA



TIA: Coal Sales and Production

Q1 2013 TIA coal Sales : 1.350,000 ton coal

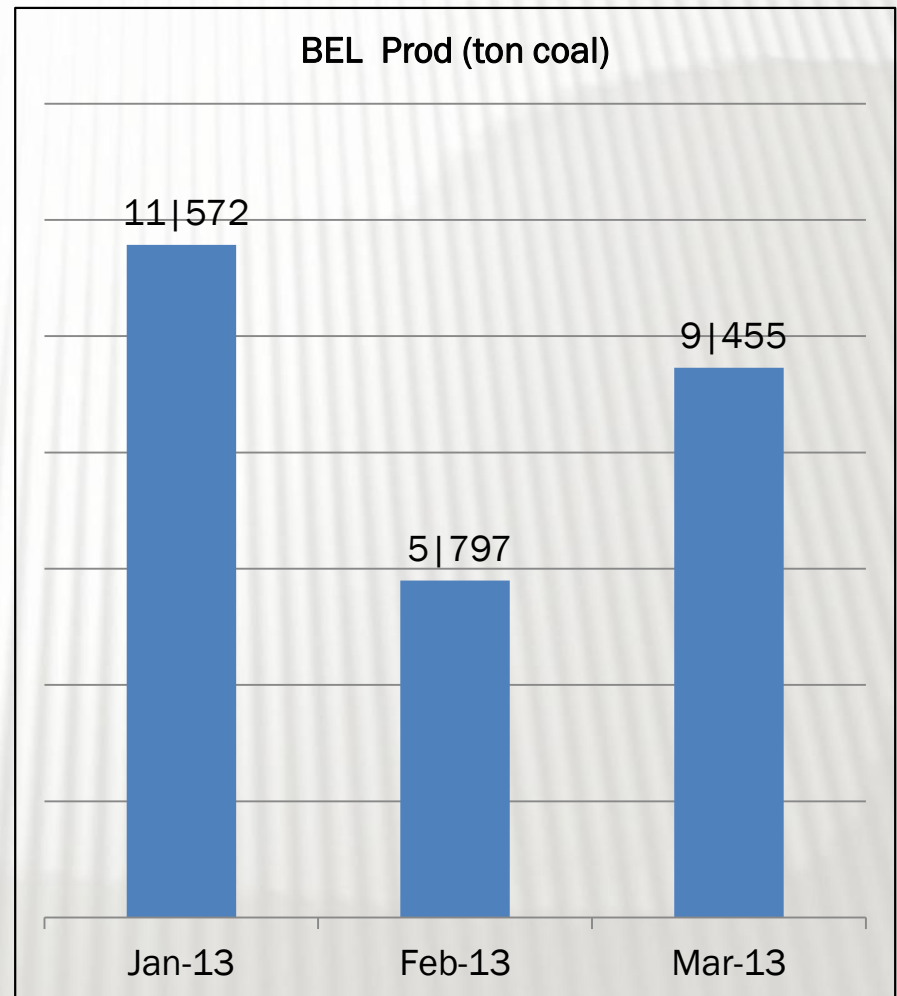
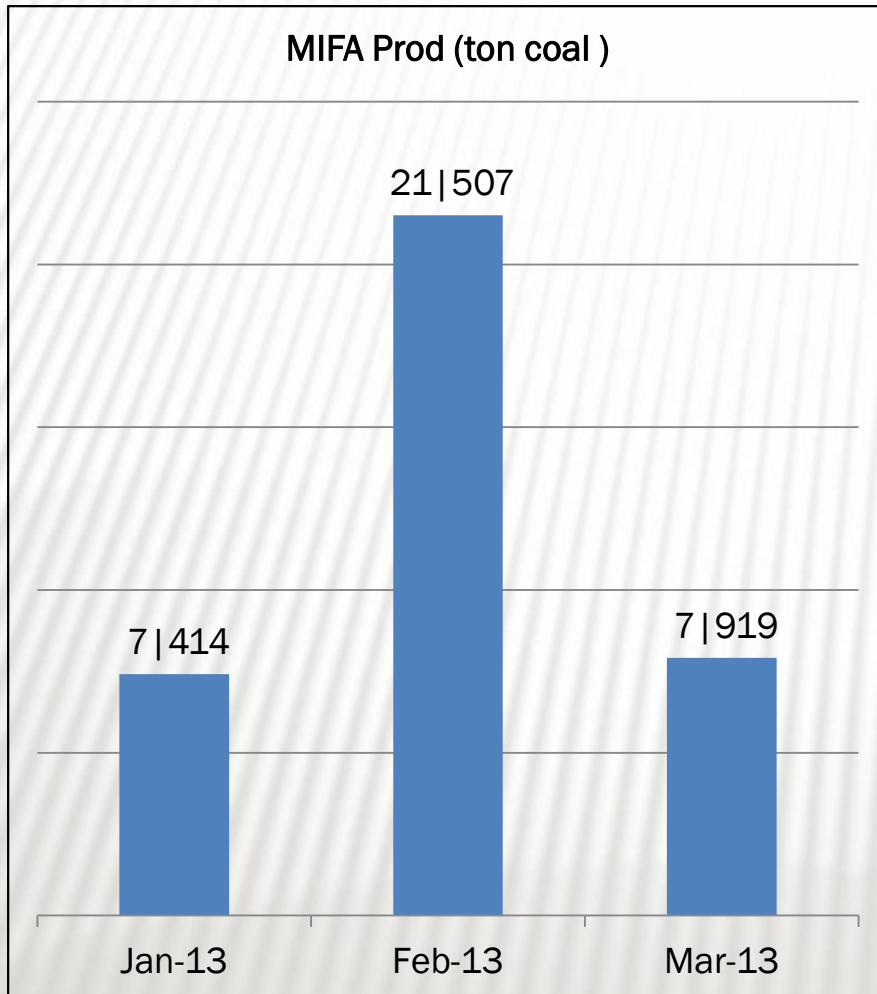
Q1 2013 TIA Coal Production : 1.133.000 ton coal



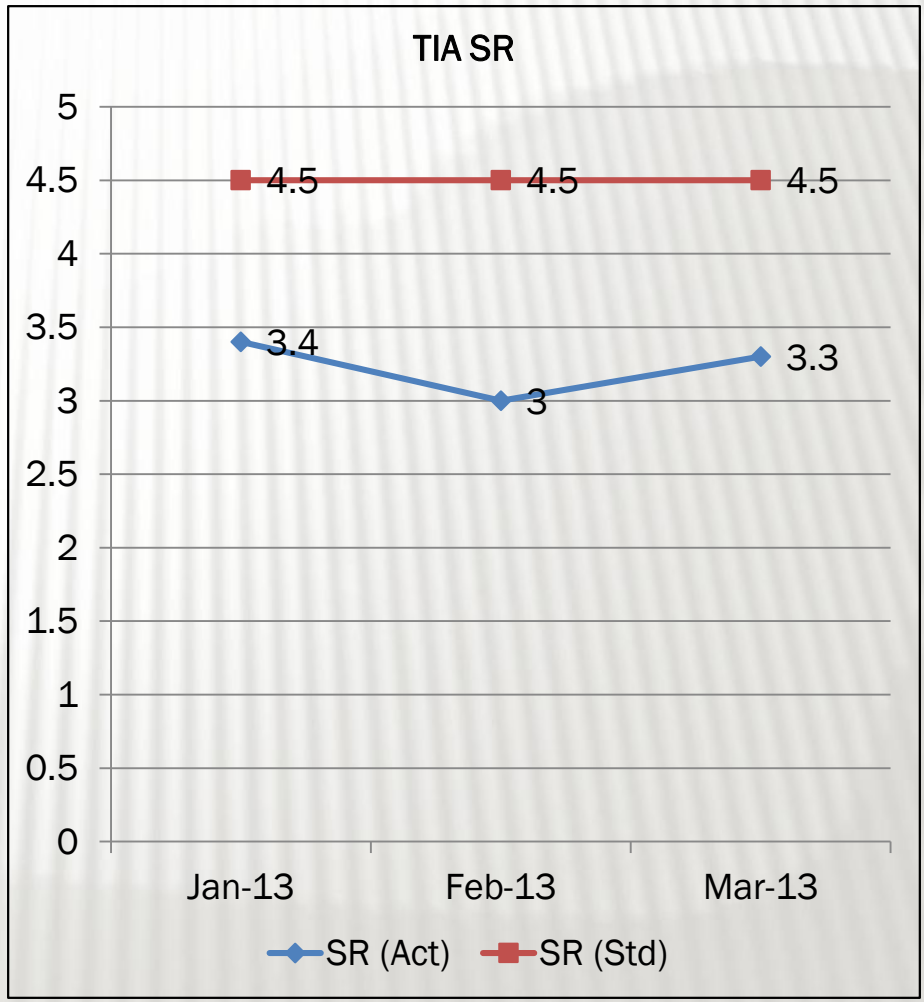
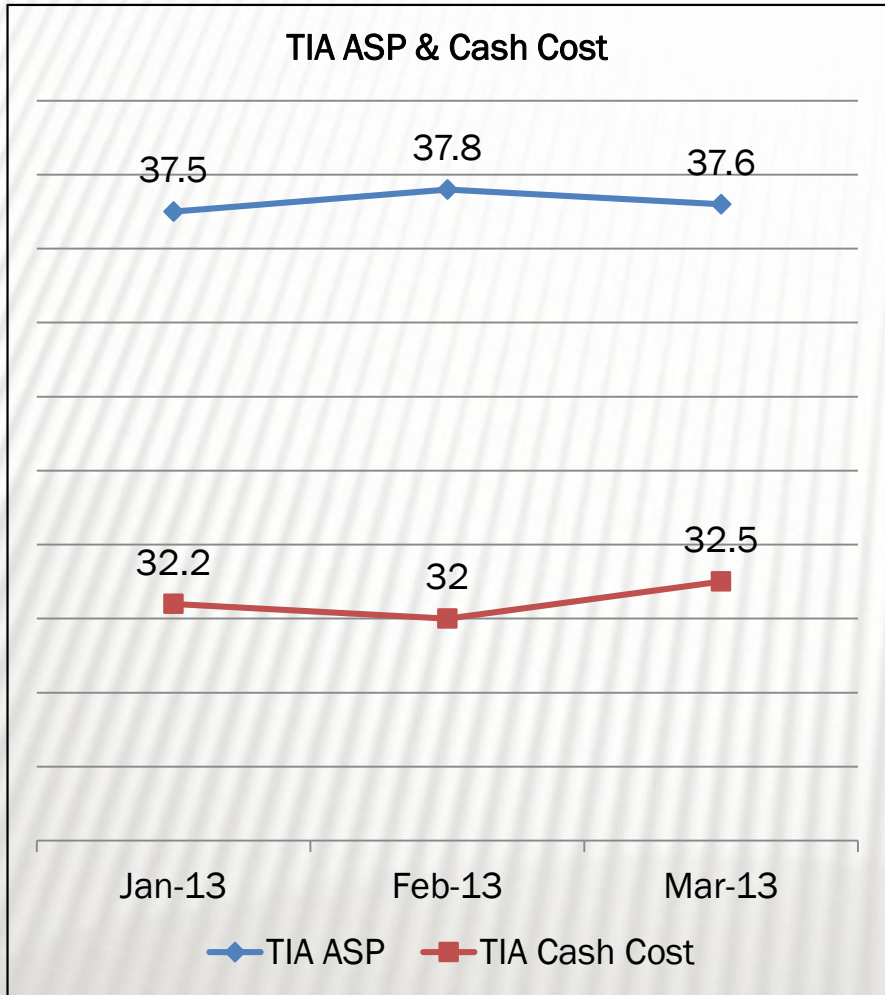
MDB: MIFA and BEL Production (Aceh)

Q1 2013 MIFA coal Prod: 36,840 ton coal

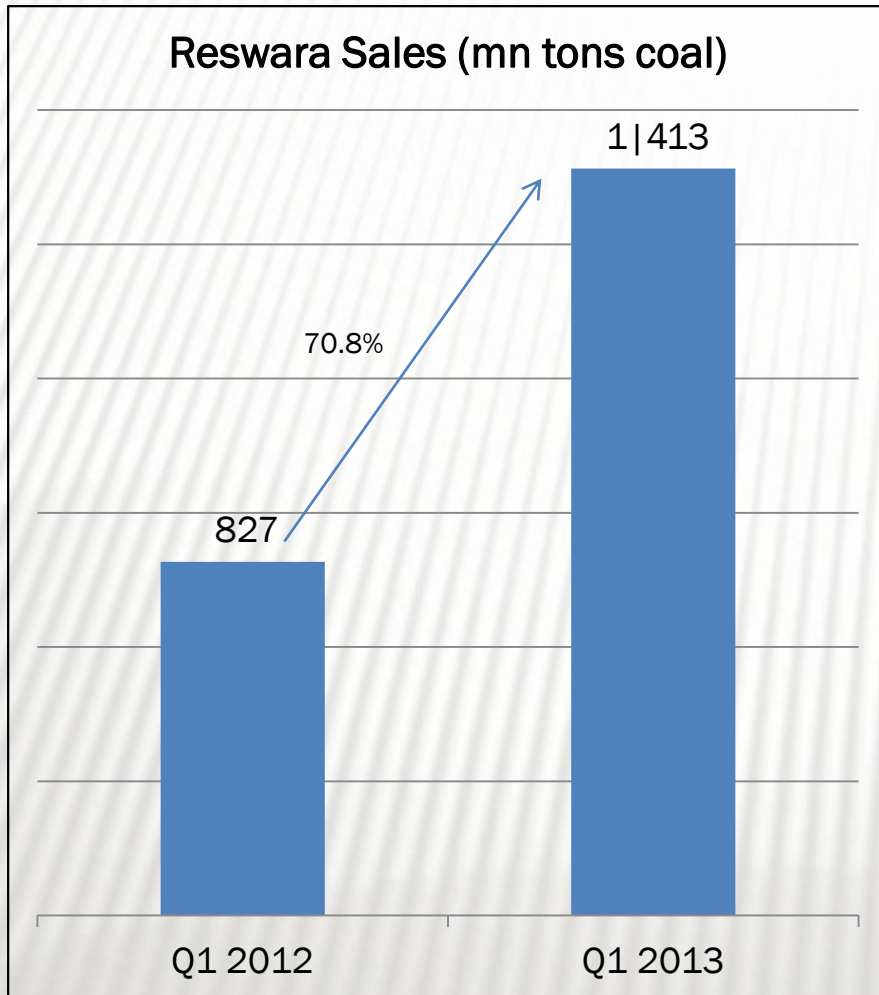
Q1 2013 BEL Coal Prod : 26,824 ton coal



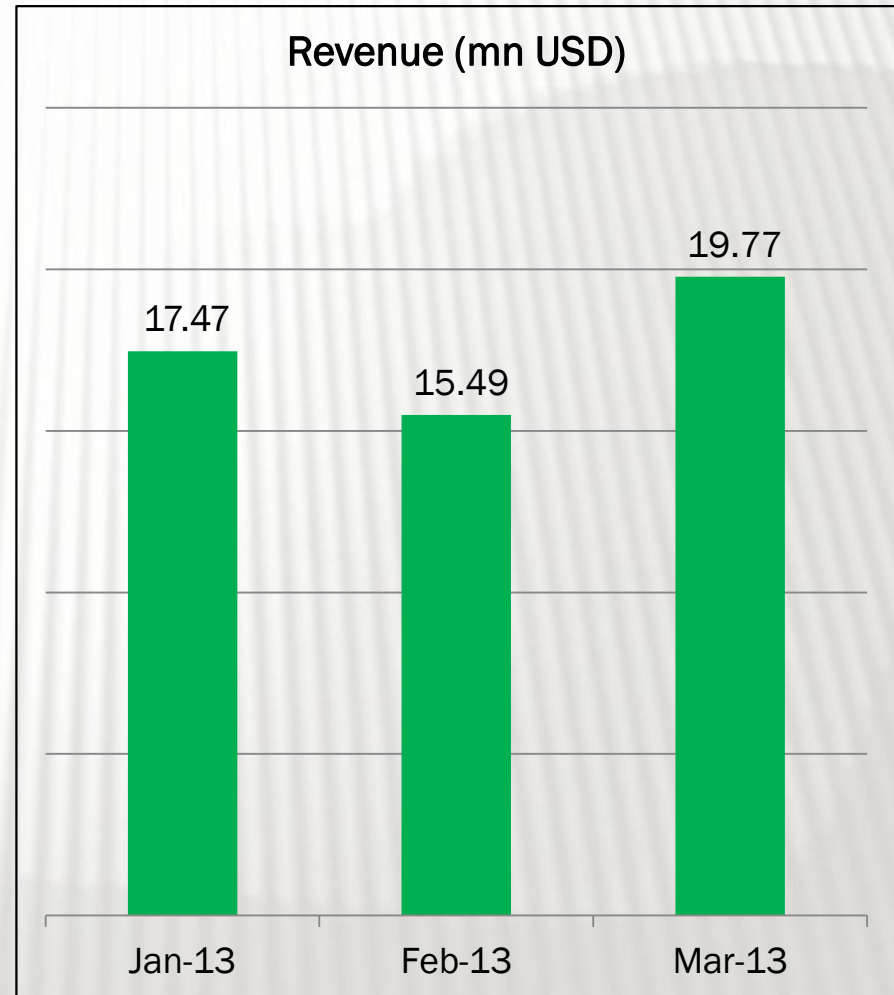
TIA: OB and SR



TIA: ASP and Cash Cost

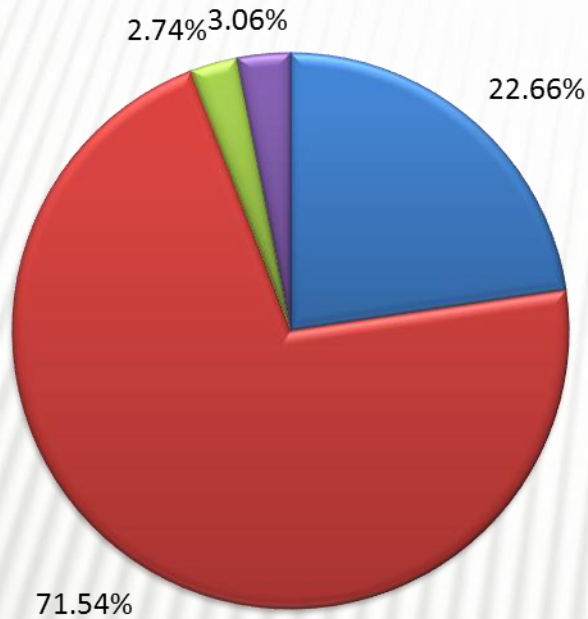


Reswara Revenue Q1 2013 : USD 52.7 mn



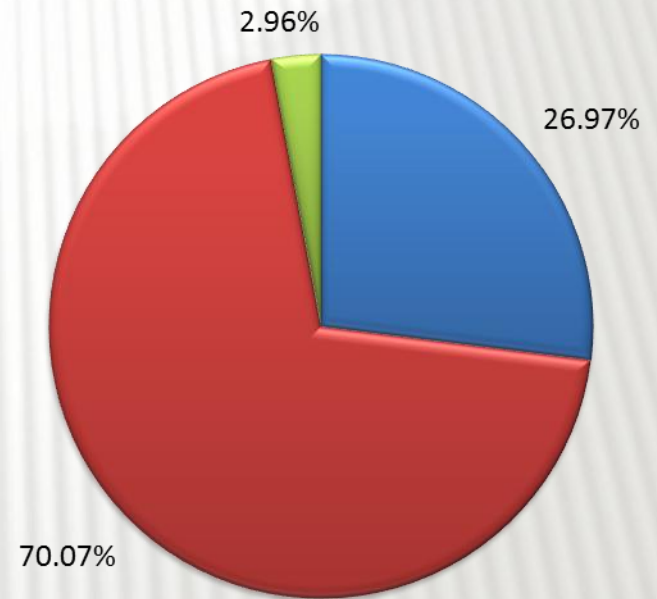
TIA: Sales Distribution 2012-2013

TIA 2012 Coal Sales Destination



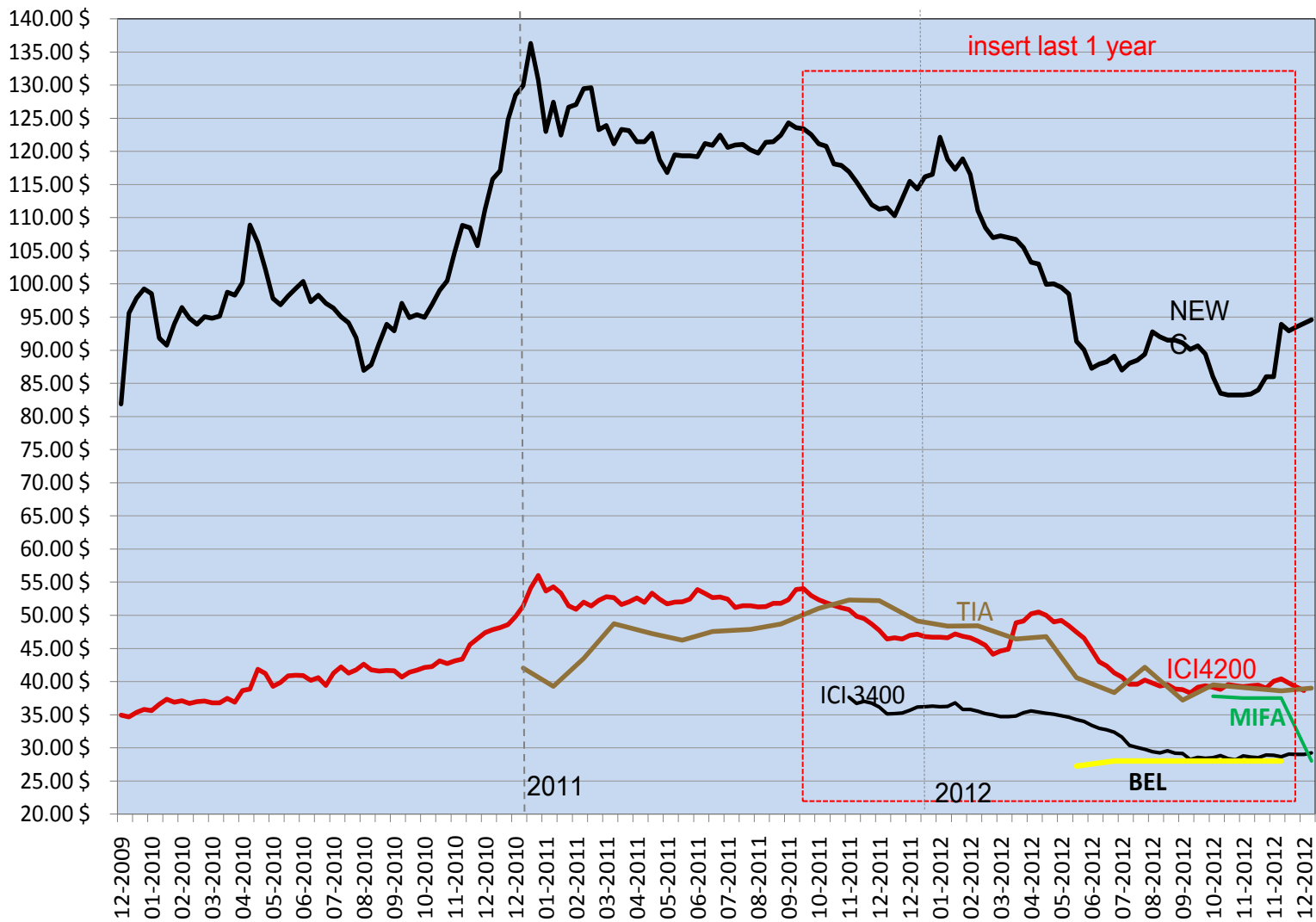
■ INDIA
 ■ CHINA
 ■ DOMESTIC
 ■ PHILIPPINE

TIA 2013 Plan Sales Destination



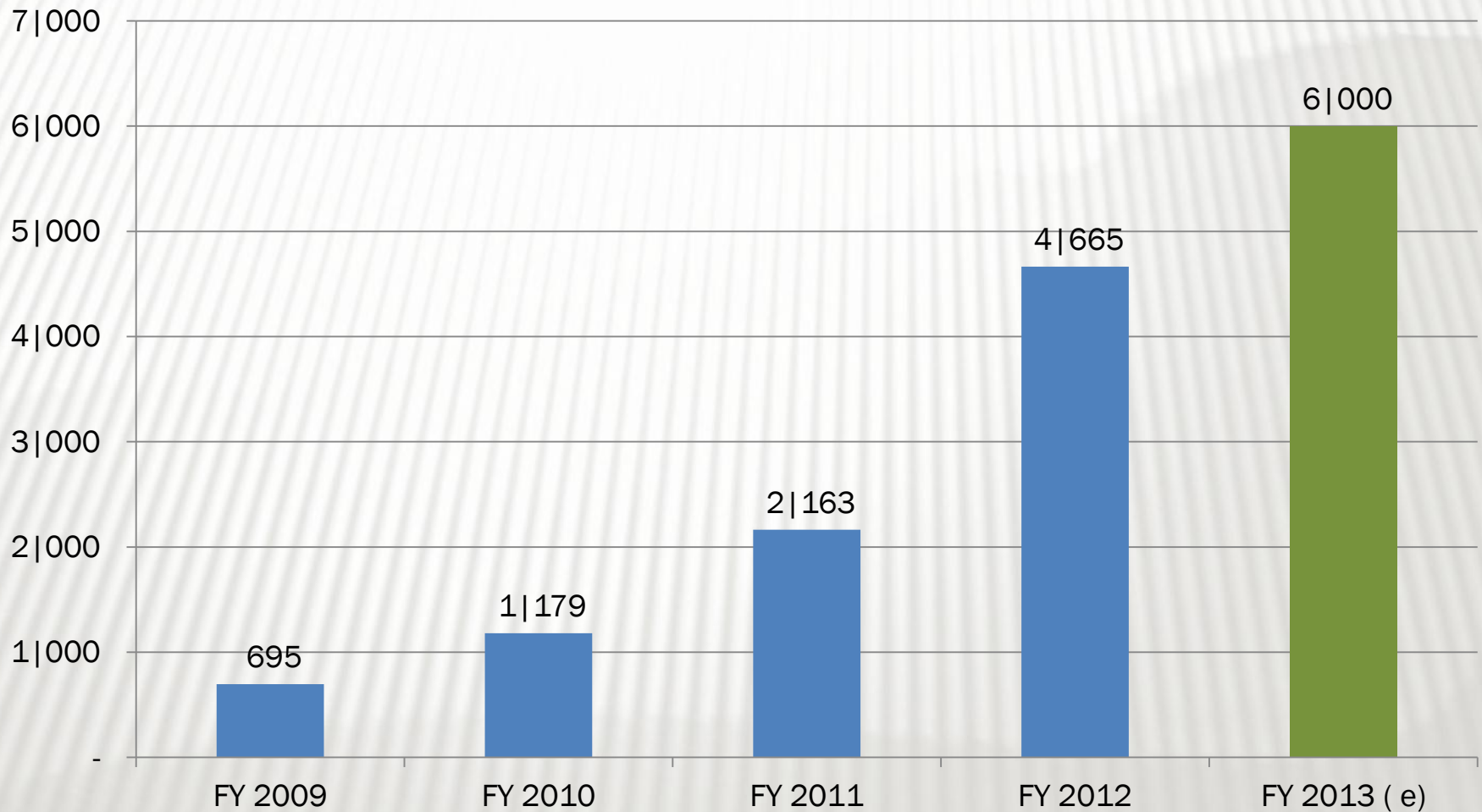
■ INDIA
 ■ CHINA
 ■ DOMESTIC

Coal Price: Index vs Reswara

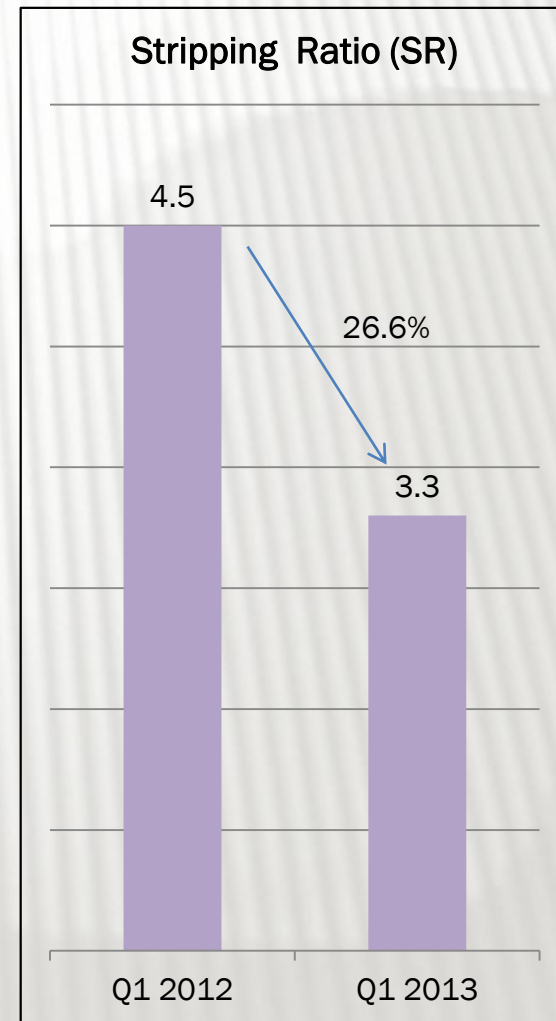
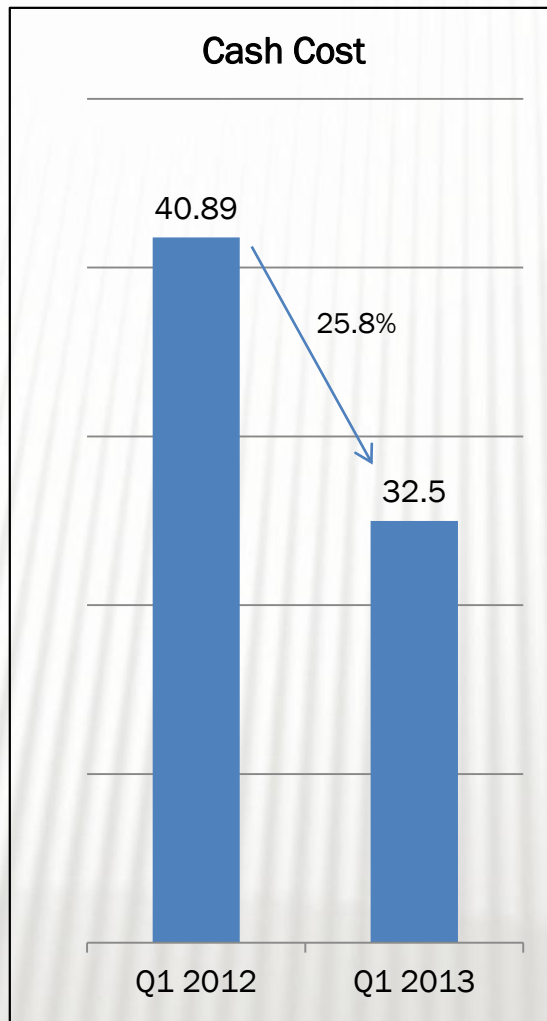
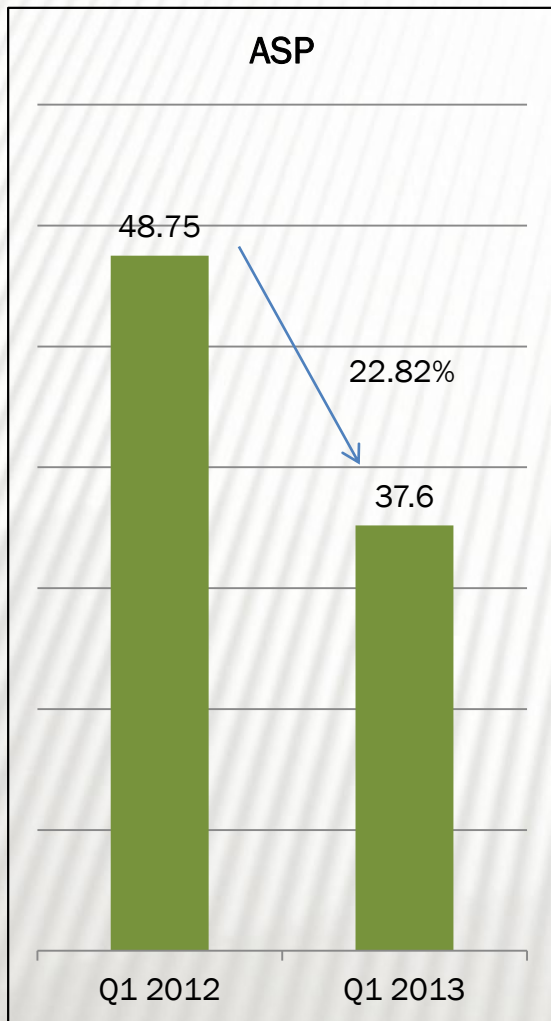


Reswara: Historical Sales and Plan 2013

Reswara Sales



TIA: ASP - Cash Cost - SR



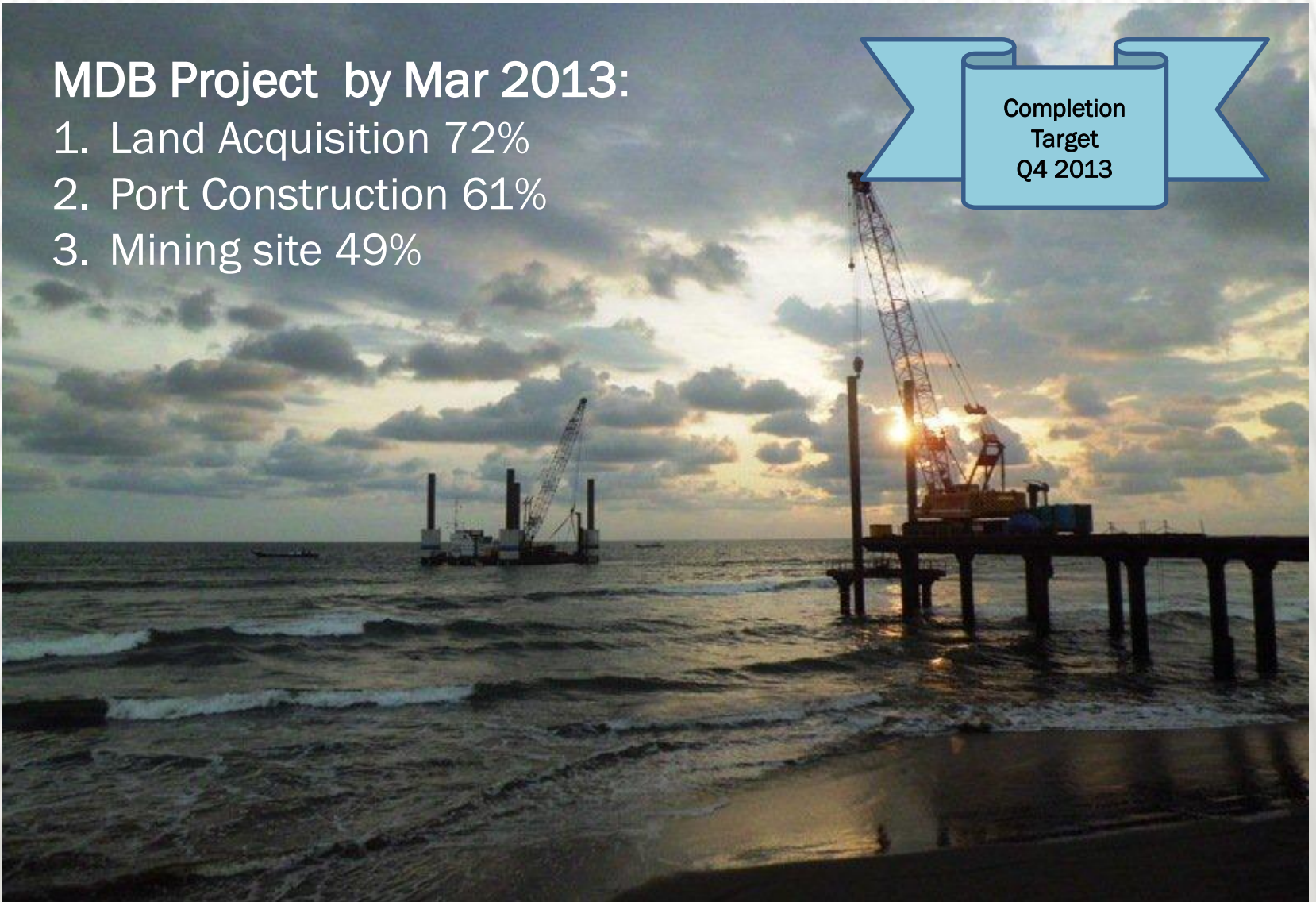
MDB Project Update

MDB Project by Mar 2013:

1. Land Acquisition 72%
2. Port Construction 61%
3. Mining site 49%

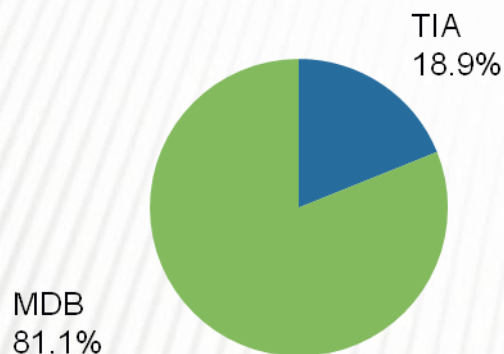


Completion
Target
Q4 2013

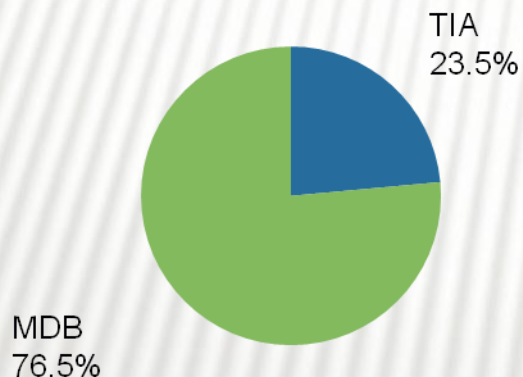


ABM Coal Reserve, Resources and Concession

Total Resources: 561 Million Tons



Total Reserves: 221 Million Tons



	TIA	MDB	Total
Coal Reserves (MT)			
Proved Reserves	13	7	20
Probable Reserves	39	162	201
Total Reserves	52	169	221
Coal Resources			
Measured	32	18	50
Indicated	39	289	328
Inferred	35	148	183
Total	106	455	561
Concession (Ha)	3,074	4,629	7,703

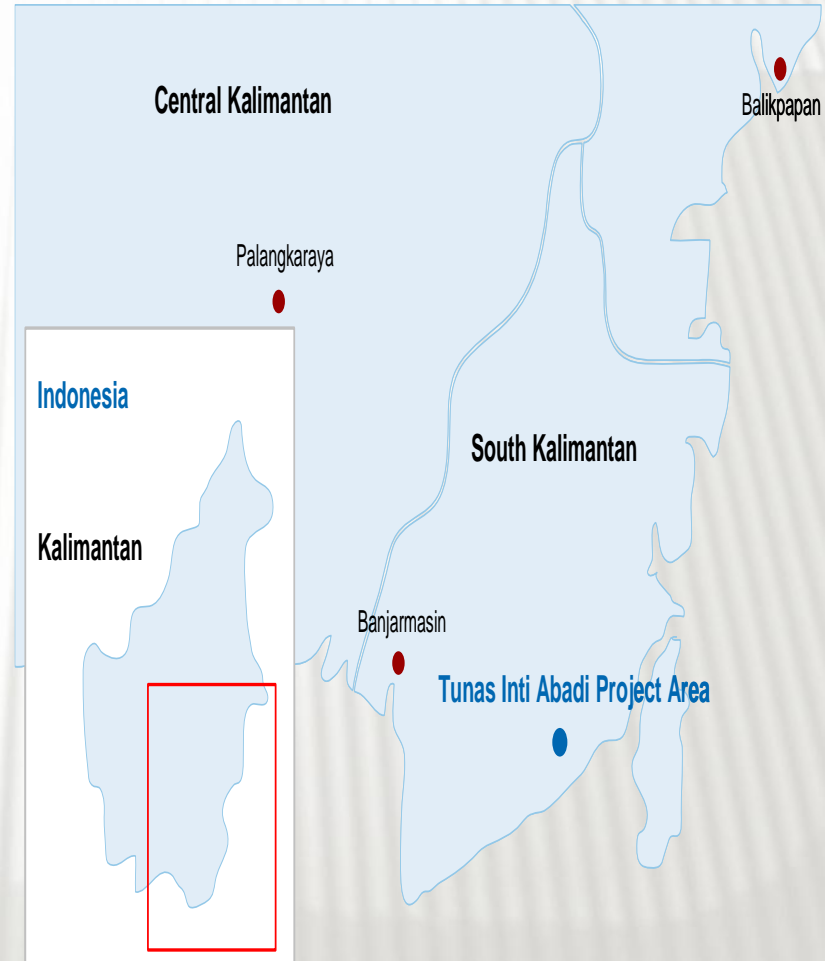
* Based on Joint Ore Report Committee JORC Report

TIA: Demographic and Layout

PT Tunas Inti Abadi

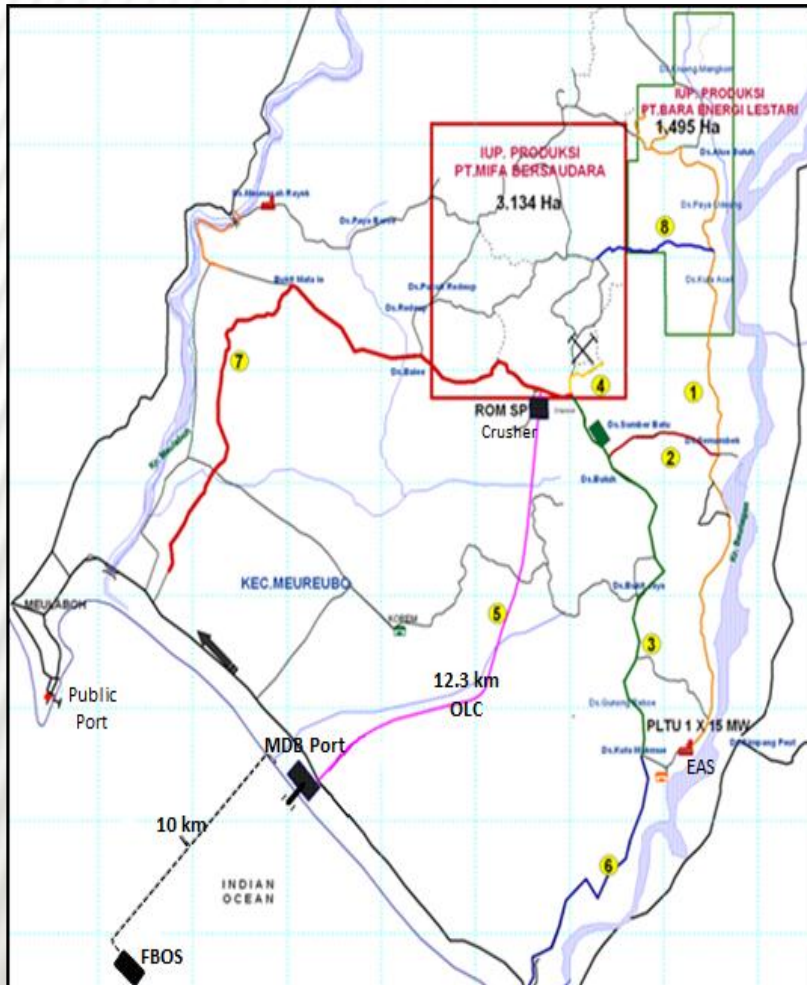
- TIA was acquired in Dec 2007, commenced commercial production in Aug 2009 and coal sales in Oct 2009
- Coal mining is contracted to ABM subsidiary, CK
 - 25 km from pit to port at Bunati
 - 9-12 km from port to anchorage point at Bunati
 - 8,000 ton barge loading capacity at jetty
 - 120,000 tons temporary pile facility at the mining pit
 - Logistic advantages: Close to the Ocean

TIA Site (South Kalimantan Province)



MDB: Demographic and Layout

MDB Site (Aceh Province)




PT Media Djaya Bersama

- 70% ownership in MDB
- To begin coal production in 2012 by using existing infrastructure and begin construction of own infrastructure in 2012
- Intends to sell coal to Indian power plants for blending
- Logistic advantages: Close to the Ocean – 12.3 km pit to port
- Plan to build land conveyer belt for logistic

Reswara: Coal Char and Concession

Coal Characteristics

		TIA	MDB
Calorific Value (Adb)		55-53k kcal/kg	53-51k kcal/kg
Caloric Value (GAR)		3,960 kcal/kg	3,440 kcal/kg
Total Moisture (AR)		37.4%	43.8%
Ash Content (Adb)		5.7%	4.6%
Sulfur (Adb)		0.15%	0.16%

Concession Breakdown

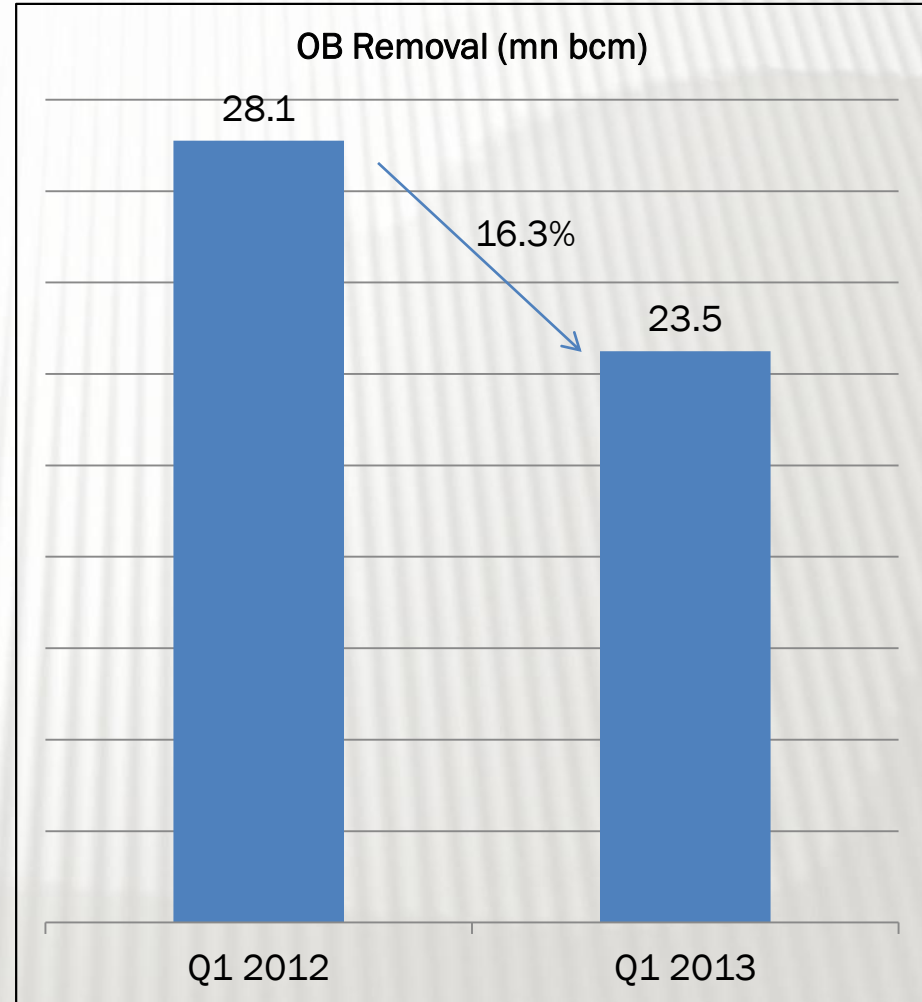
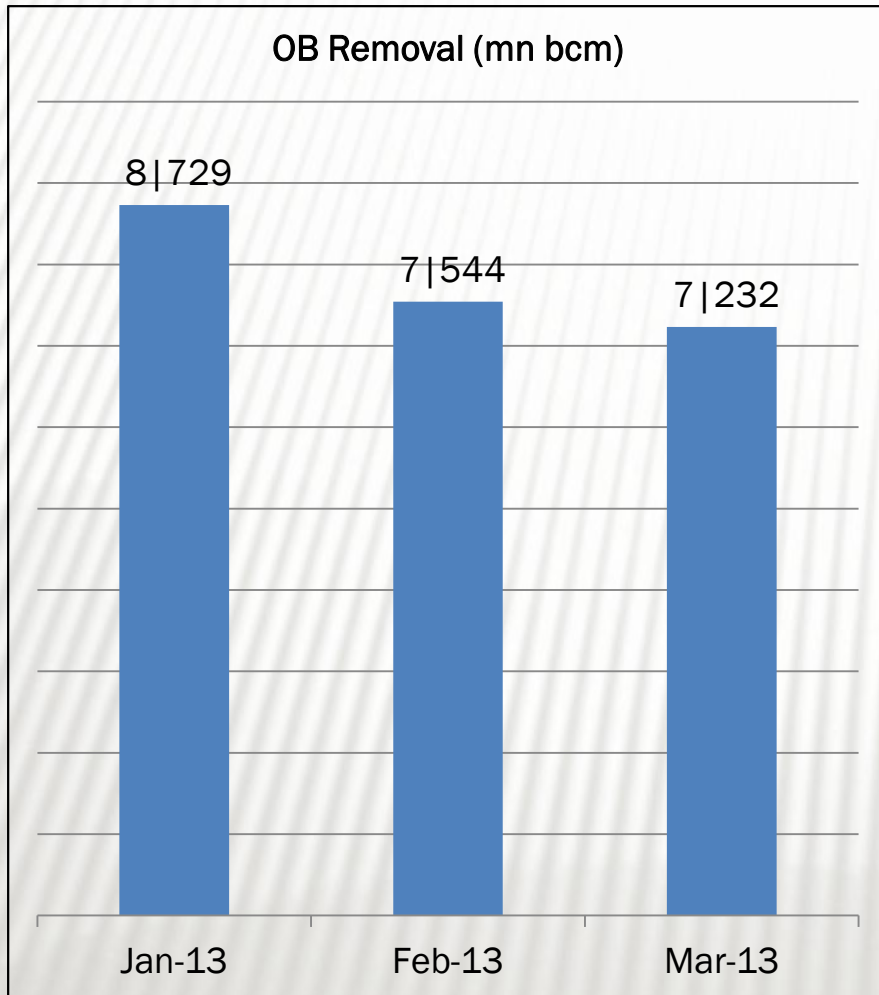
Entity	Concession Holding Company	Type of Concession	Location	Current Concession Area (ha)	Expiry Date of Current Phase
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	2,355	Mar 16, 2021
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	719	Mar 5, 2021
BEL	BEL	IUP ⁽¹⁾	Aceh	1,495	Sep 26, 2017
Mifa	Mifa	IUP ⁽¹⁾	Aceh	3,134	Apr 13, 2025

CK, The Contractor Mining



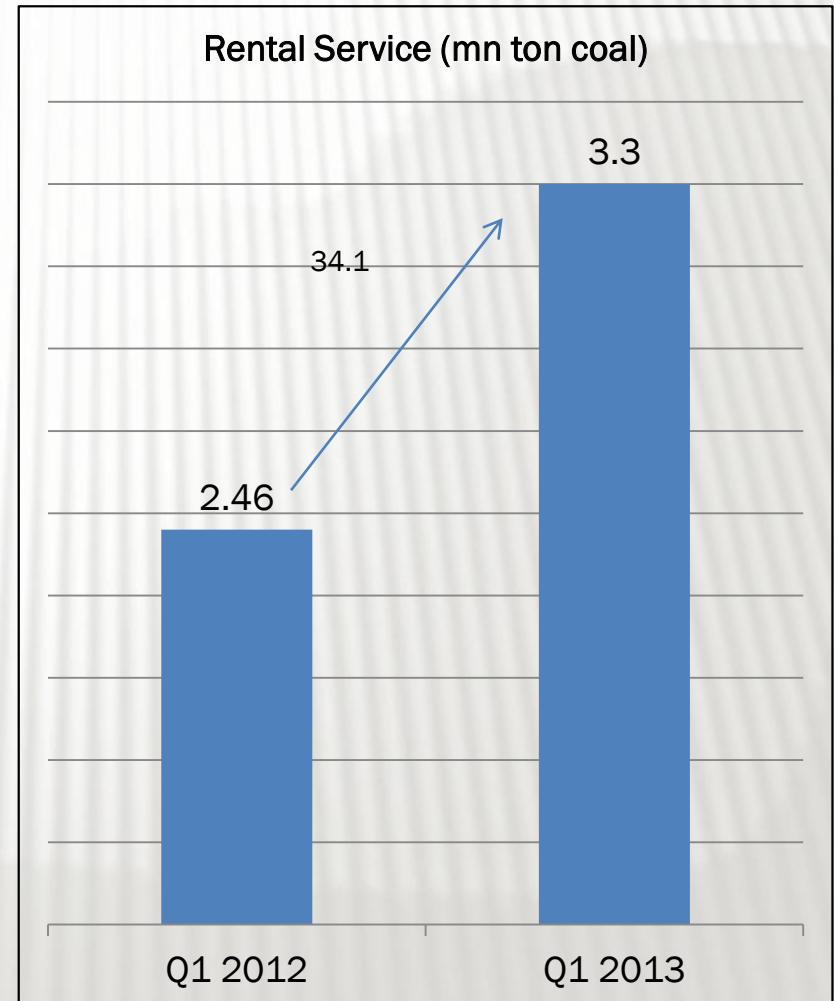
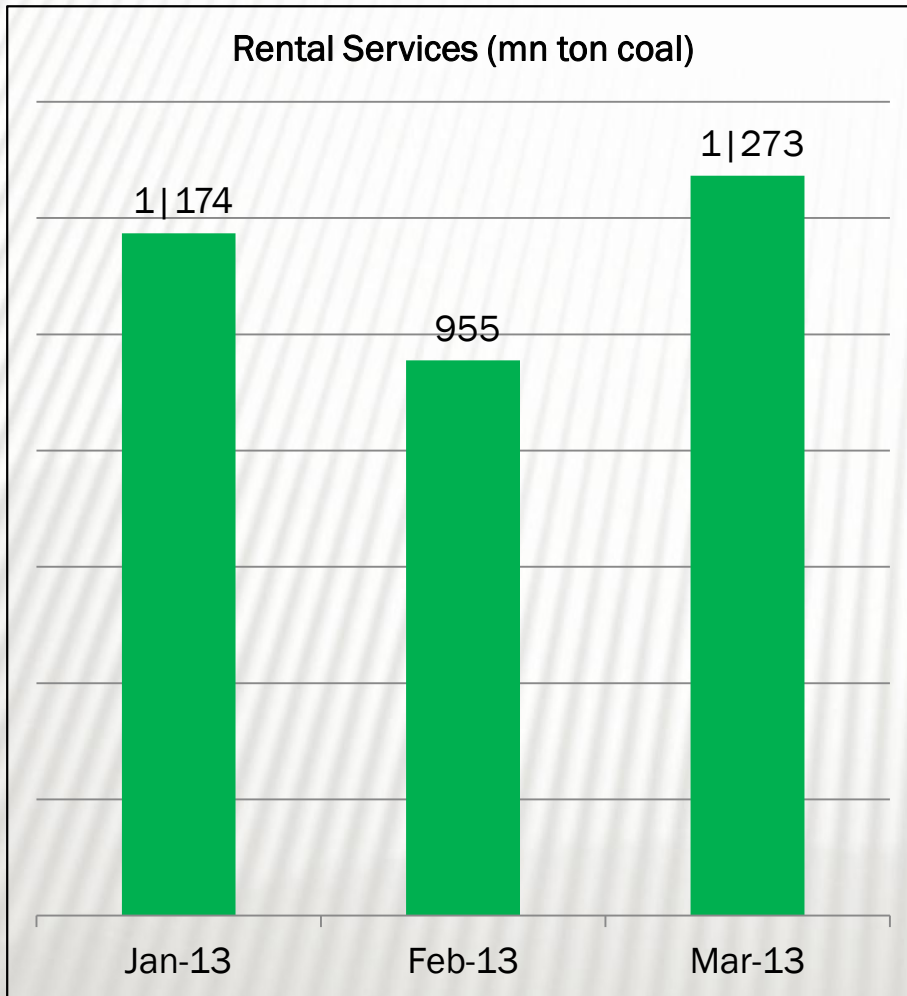
OB Removal Q1 2013 vs Q1 2012

OB Removal Q1 2013 : 23.5 mn bcm



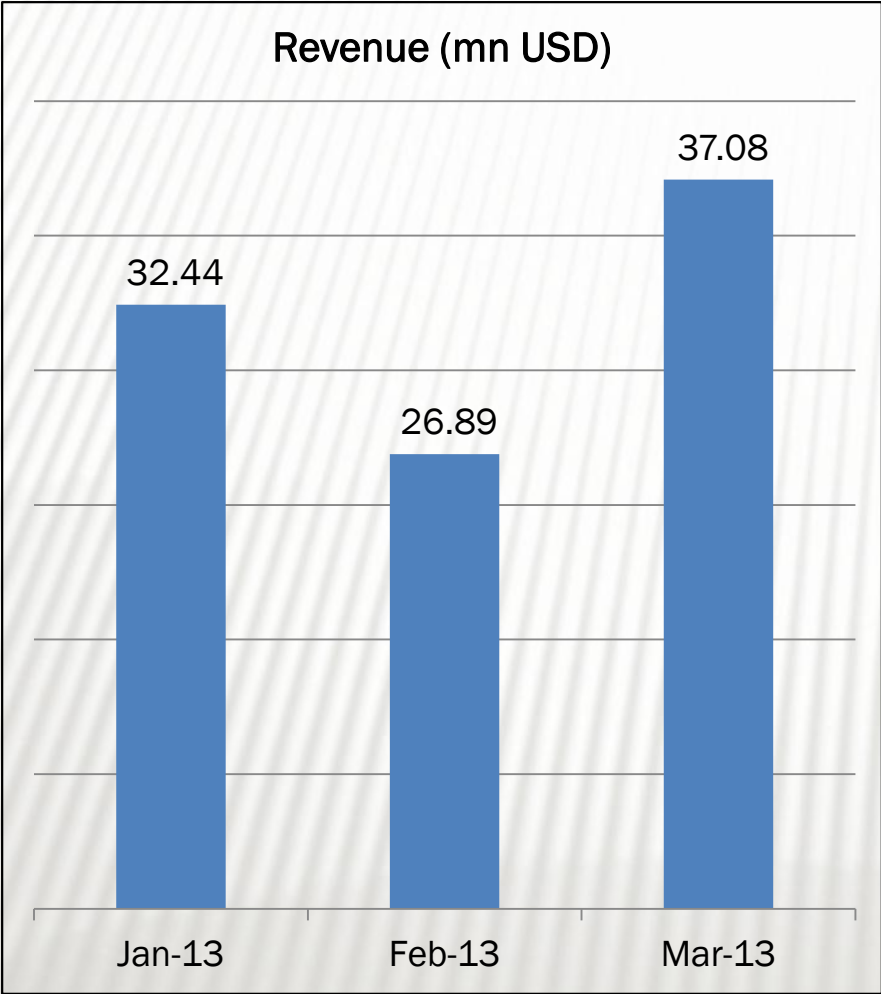
Rental Service

Rental Services Q1 2013 : 3.3 mn coal



CK Q1 2013 Revenue

CK Revenue Q1 2013 : USD 96.4 mn

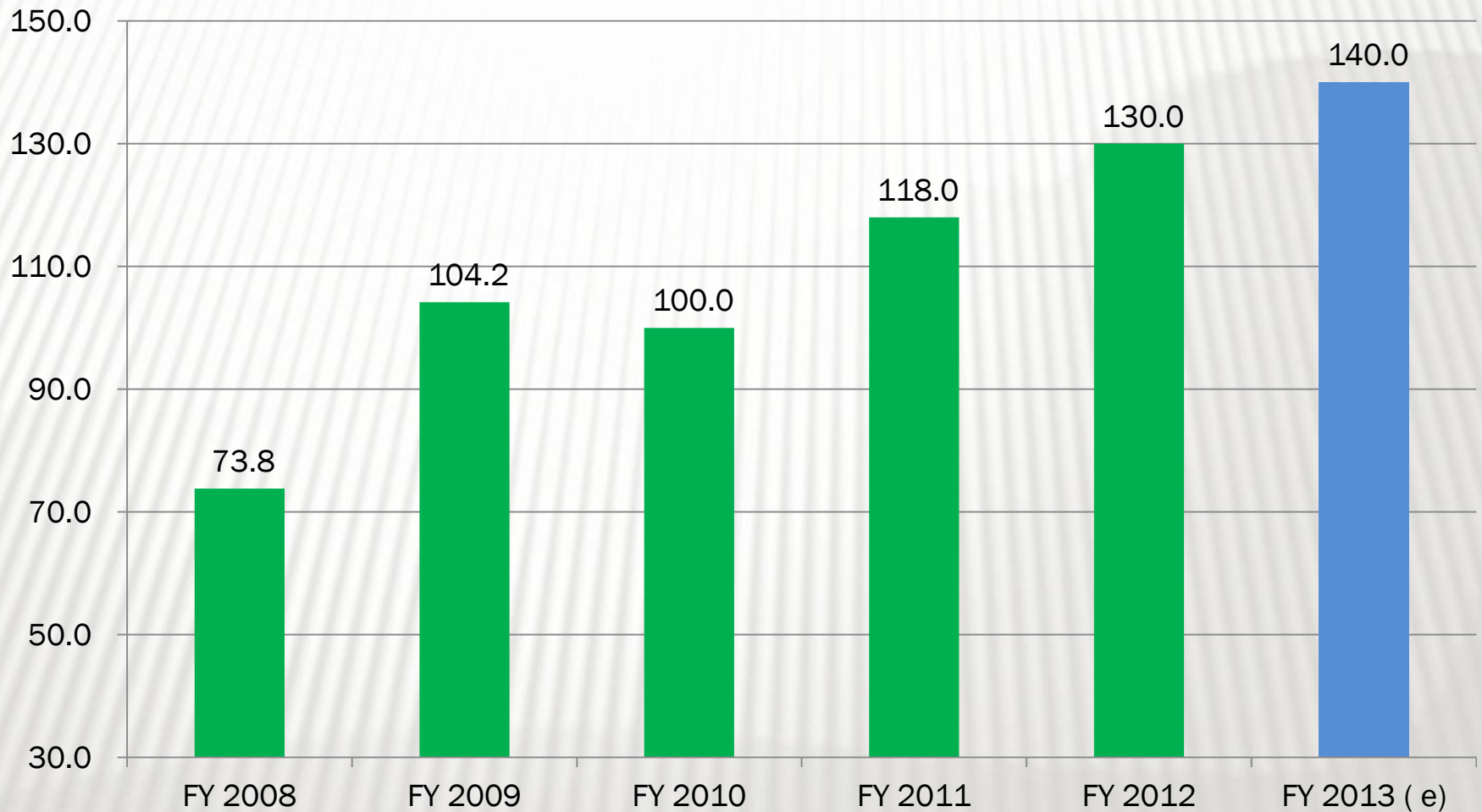


Existing 2011 vs 2012 Client of CK

Client	FY 2012	FY 2011	Δ
Old Client			
A	29.7	25.5	
B	1.6	13.6	
C	7.3	14.8	
D	10.6	23.66	
E	27.3	25.3	
F	17.3	14.2	
G	11.4	1	
	105.2	118.06	-12.86
New Client			
H	16.8	0	
I	7.7	0	
J	1.3	0	
	25.8	0	
Total (mn bcm)	131	118.06	25.8

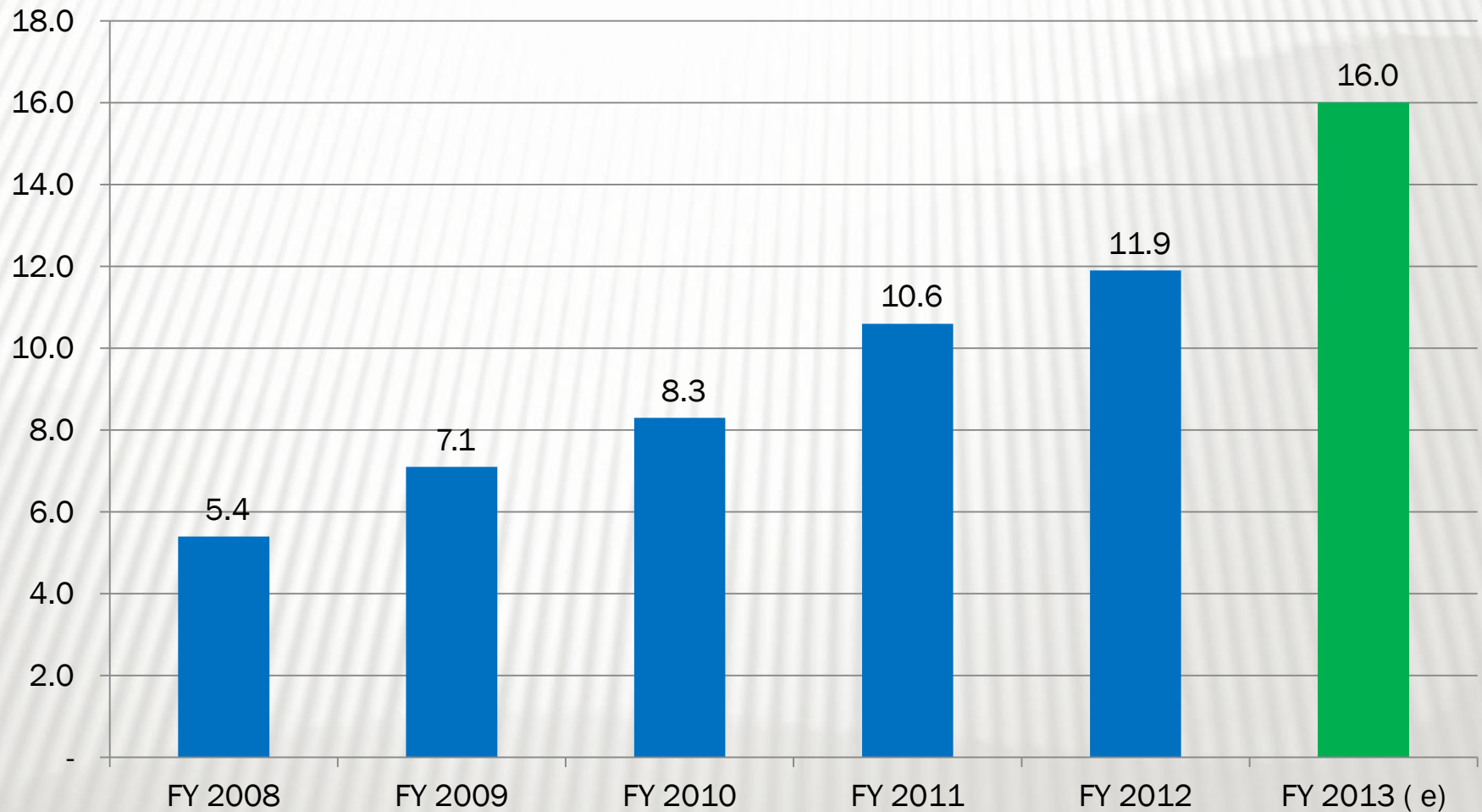
OB Removal Historical and Plan 2013

OB Removal (mn bcm)



Rental Service Historical and Plan 2013

Rental Service (mn ton coal)

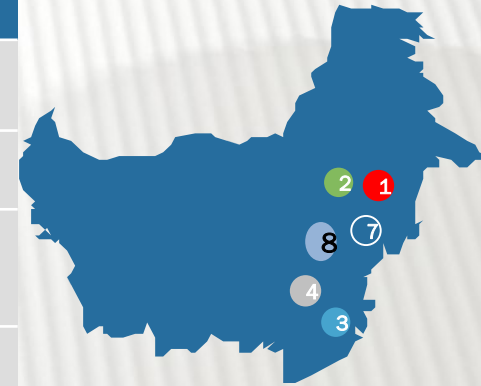


Current Customers and Backlog

Operating Agreements as of Mar 31, 2013

Client	Mining Project Sites	Expected Contract Duration	Backlog (bcm/ton)
1	Separi, East Kalimantan	Jun 2004 – Sep 2015.	72.5 / 7.5
2	Jongon East Kalimantan	Nov, 2007 – Oct 2015	69.2 / 5
3	Sebambam, Tanah Bumbu, South Kalimantan	April, 2009 – Jul 2020	125 / 21
4	Batulicin, South Kalimantan	2003- life mine.	12/ 2
5	Ketaun Village, Bengkulu	Mar 11- Mar 2017ti	84 / -
6	Siambul, Riau	Feb 2012-Feb 2012	92 / -
7	Loan Janan, East Kalimantan	Jun 2012-Jun 2017	69/-
8	Batu Sopag East Kalimantan	Nov 2012-Nov 2017	135
Total			660 / 36.2

Kalimantan



Sumatra



Heavy Equipment and Machinery

Type of equipment Mar 31, 2013	Capacity	Number of units	Average age (in years)
Excavator	250 - 350 tons	15	5.07
	20 - 100 tons	104	2.03
Truck	30 - 100 tons	334	3.1
Dozer		85	1.74
Grader	14 - 16 feet	46	2.27
Wheel loader		5	2.1
Compactor		12	2.16
Drill machine		1	2.7
Total		602	

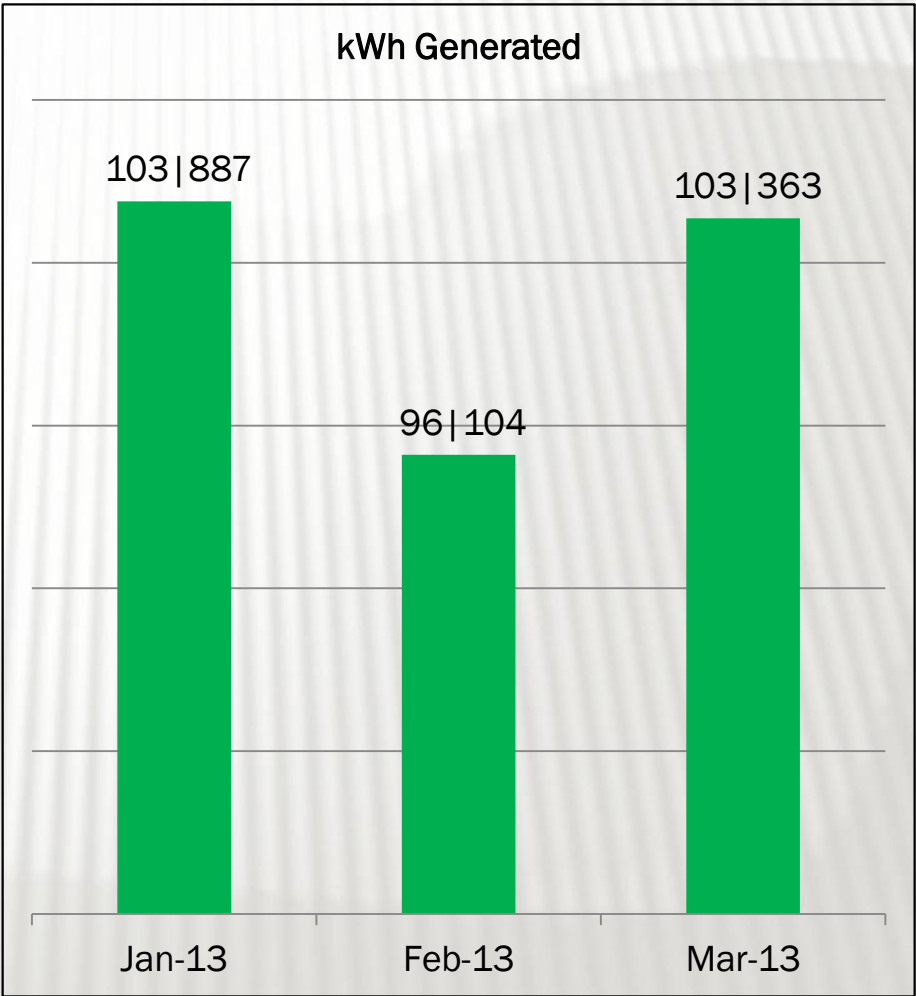
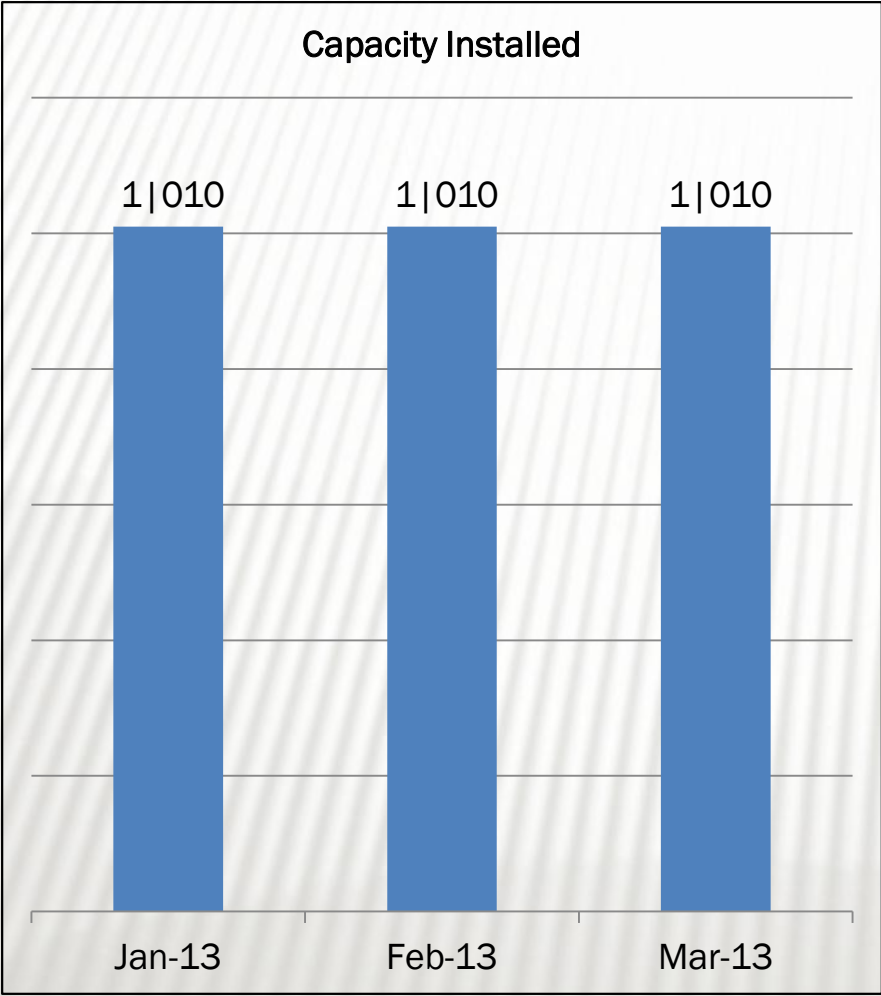
PT Sumber Daya Sewatama (SS) – Power Solutions



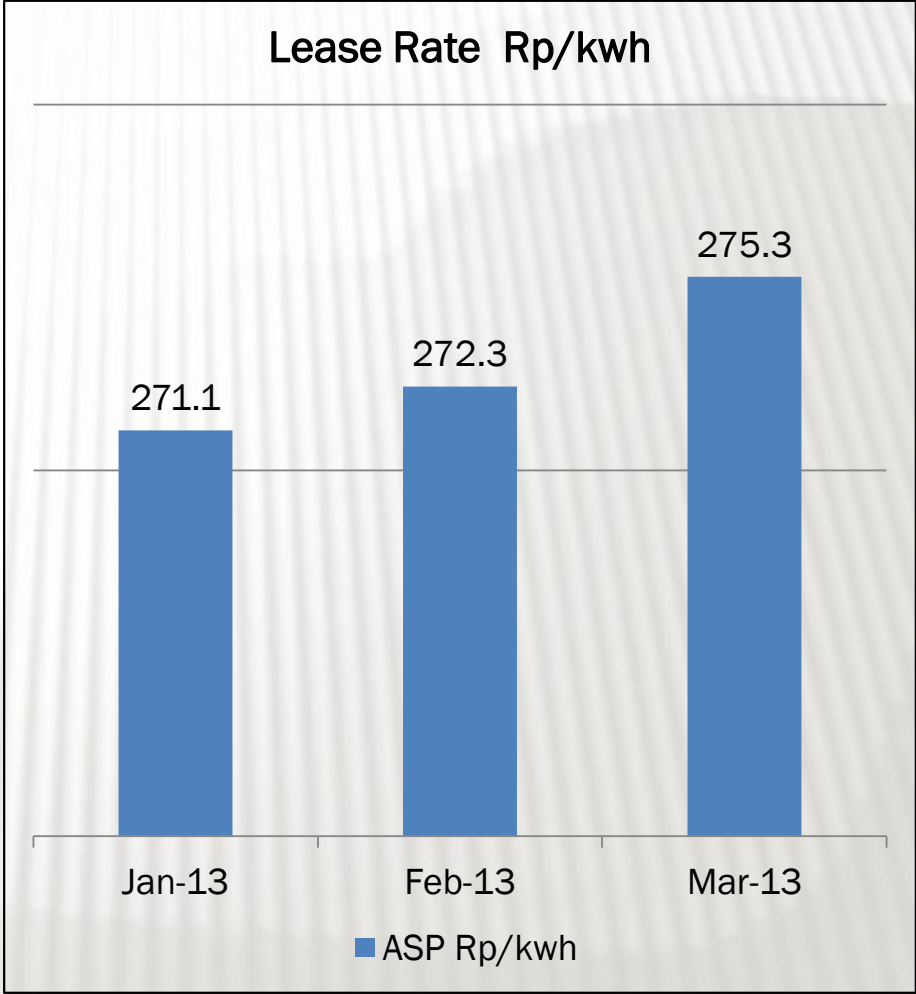
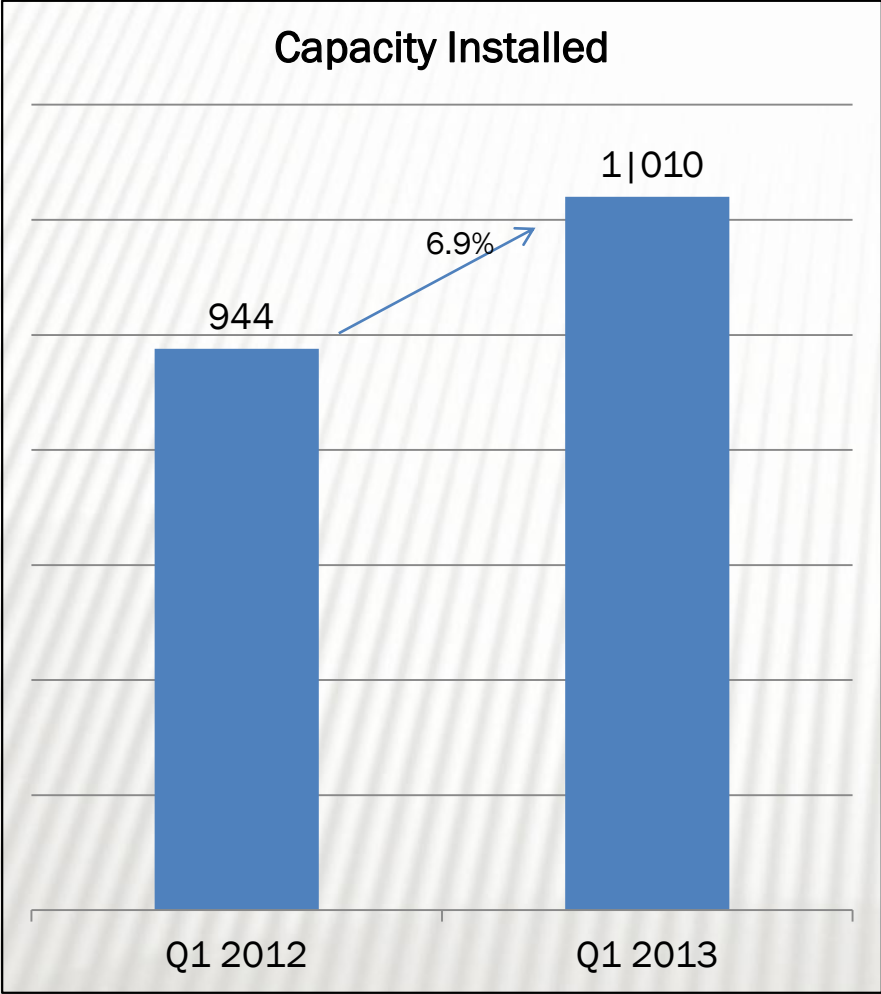
Capacity Installed and KWh Generated

Capacity Installed Q1 2013 : 1,010 MW

kWh generated Q1 2013 : 303,354 kWh

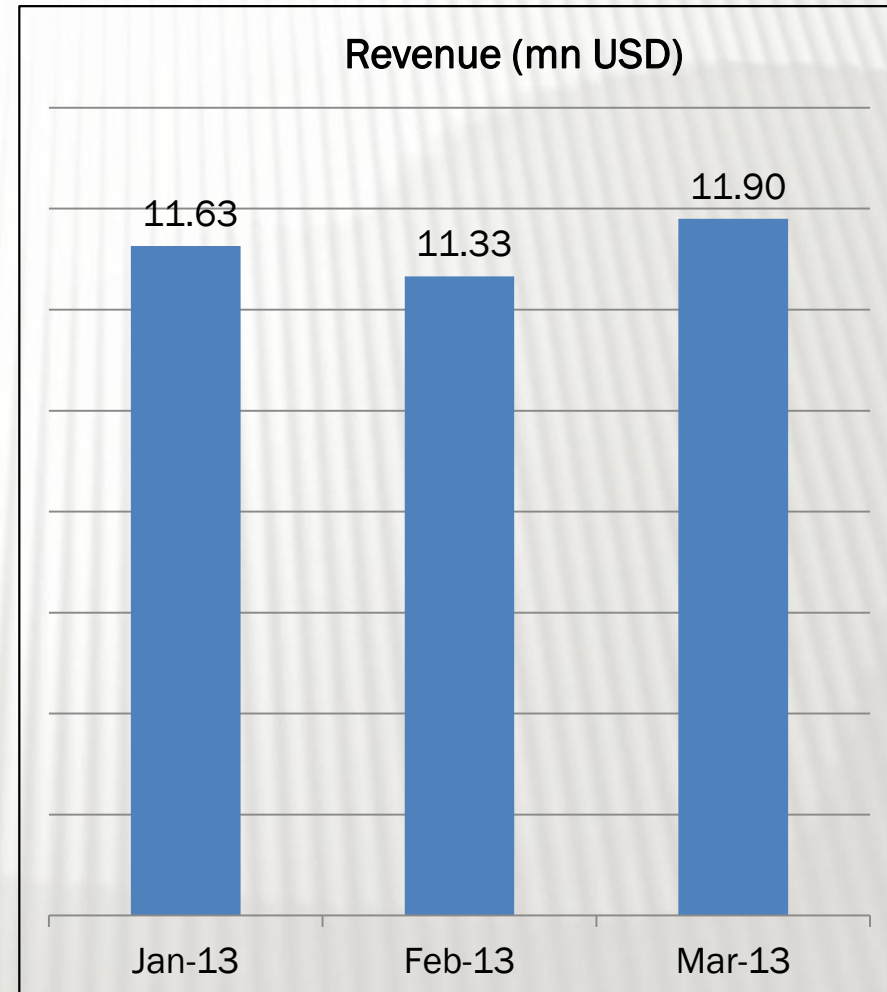
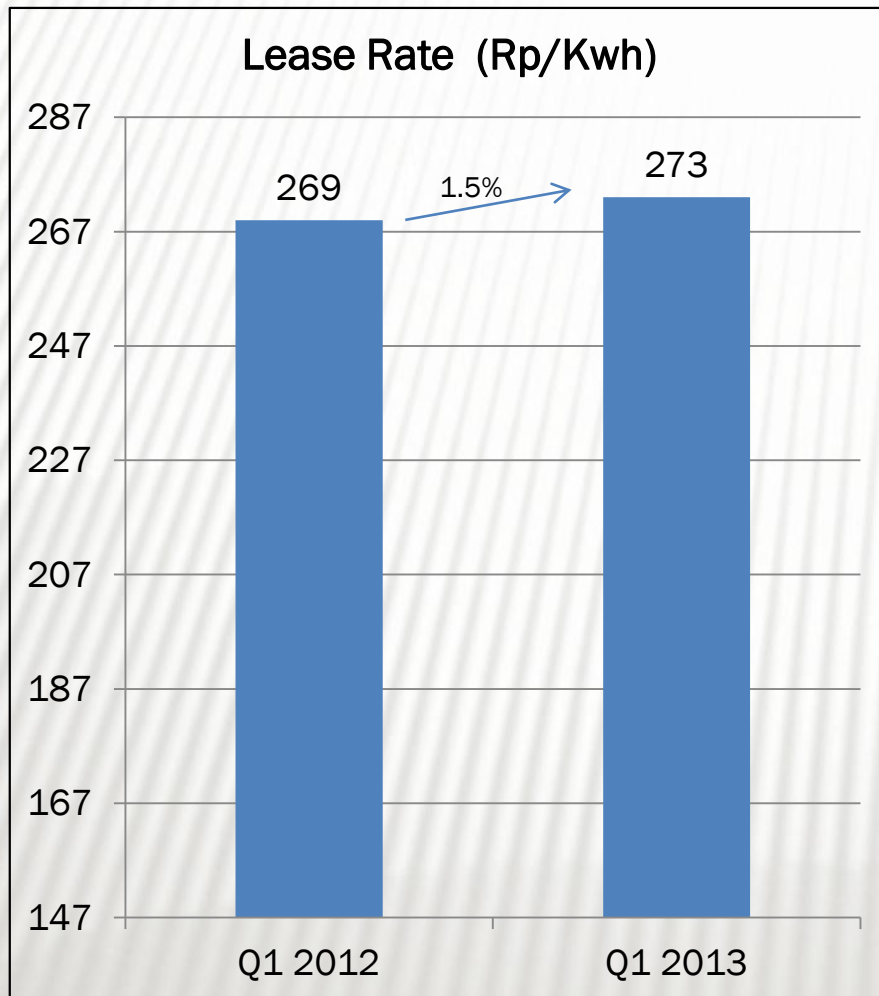


Capacity Installed and Lease Rate



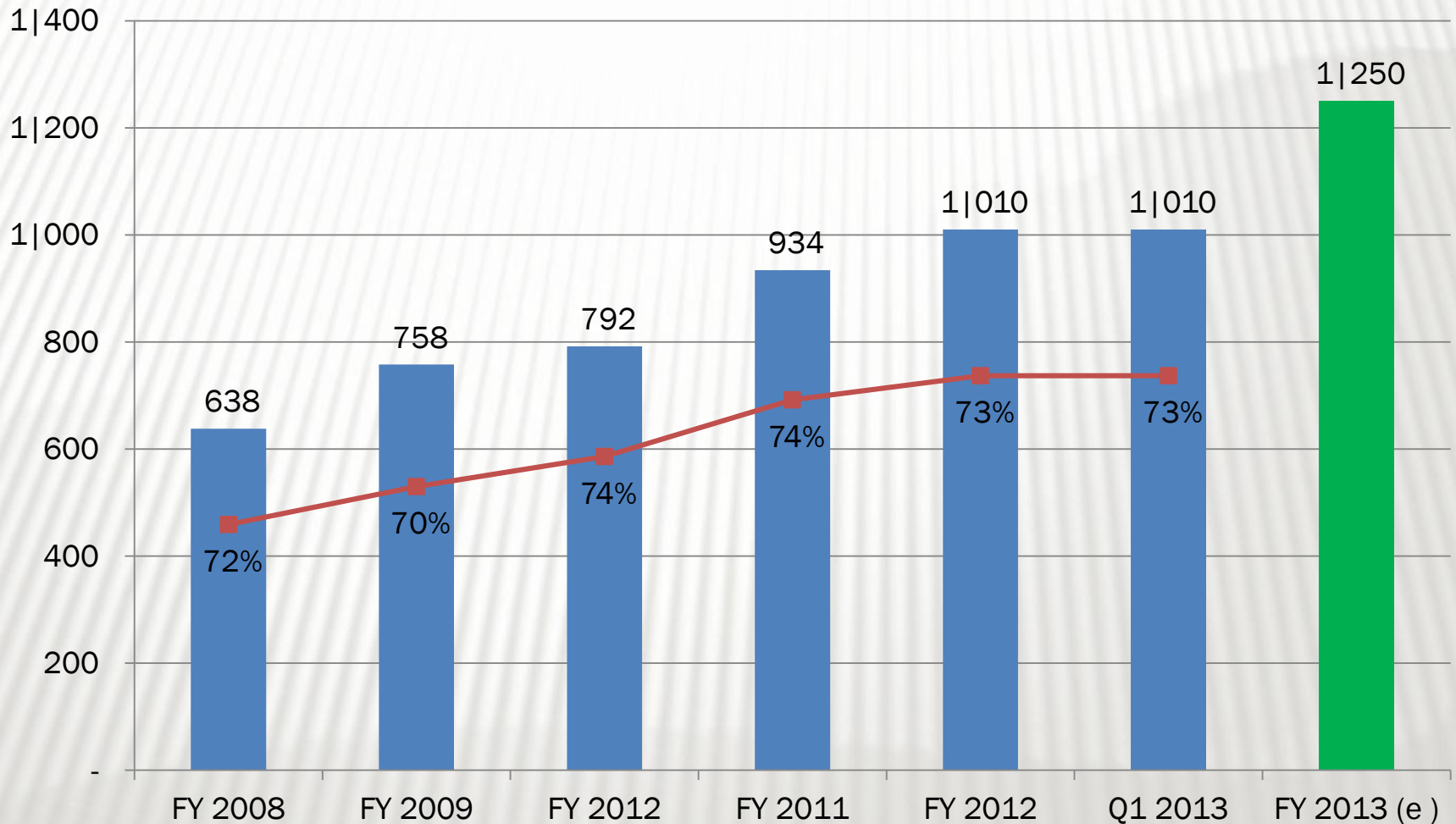
Lease Rate and Revenue

SS Revenue Q1 2013 : USD 34.87 mn



Capacity Historical and Plan Installed and Utilization Rate

Capacity Installed (MW)



Diesel Genset is the Majority of Generators

Model	Number of Units as of Mar 31, 2013	Capacity (kW)	Average Useful Life (Yrs)	Average Age as of Mar 31, 201 (Yrs)
Diesel Generator Sets	828	1,001,054	10	6
Gas Generator Sets	5	9,000	15	2
Total	833	1,010,054		

Business Overview

Transport
Equipment
Division

Designing, manufacturing and distributing products for transportation and material handling business

Site Services
Division

On-site repair, process plant maintenance and construction services

Fabrication
Division

Design and manufacture of process equipment, general fabrication, site construction and installation solutions

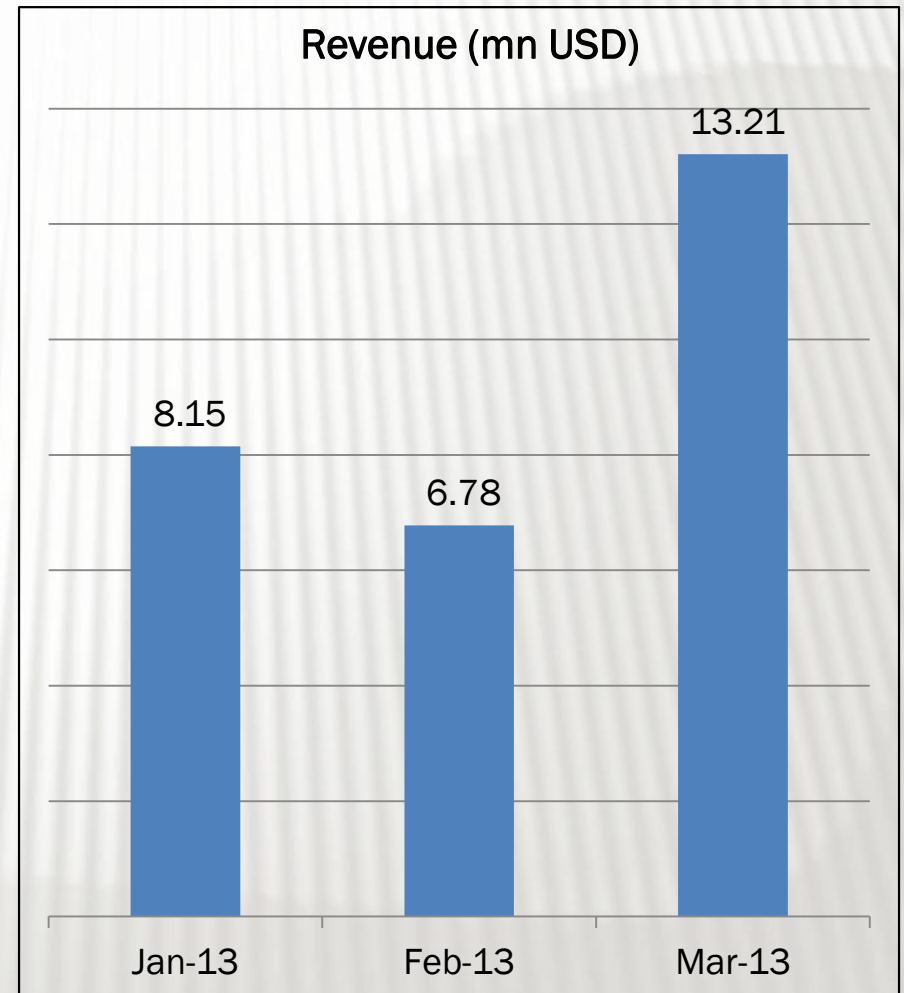
Re-Manufacturing
Division

Salvaging, remanufacturing and manufacturing of heavy equipment core components

Site Service work at SSB Client



SSB Revenue Q1 2013 : USD 28.1mn



Fabrication Division



PT. Cipta Krida Bahari (CKB) – Integrated Logistic

Business Overview

- Integrated logistics provider offering freight forwarding, project logistics, industrial / offshore and coal logistics shipping, warehouse and shorebase management services
 - **Freight forwarding services:** Integrated logistics services via owner and third party operated freight services
 - **Project logistics:** Transportation of over weight and over size cargo (heavy equipment, machines and engines)
 - **Energy related logistics:** Industrial, offshore and coal logistics shipping and warehouse and shorebase management services
 - PT Baruna Dirga Dharma (BDD) is our coal logistic.
 - Provides through CKB and a third-party sub-contractor, barging services to TIA as a part of its coal logistics chain
- ISO 9001: 2008 and OHSAS 18001: 2007

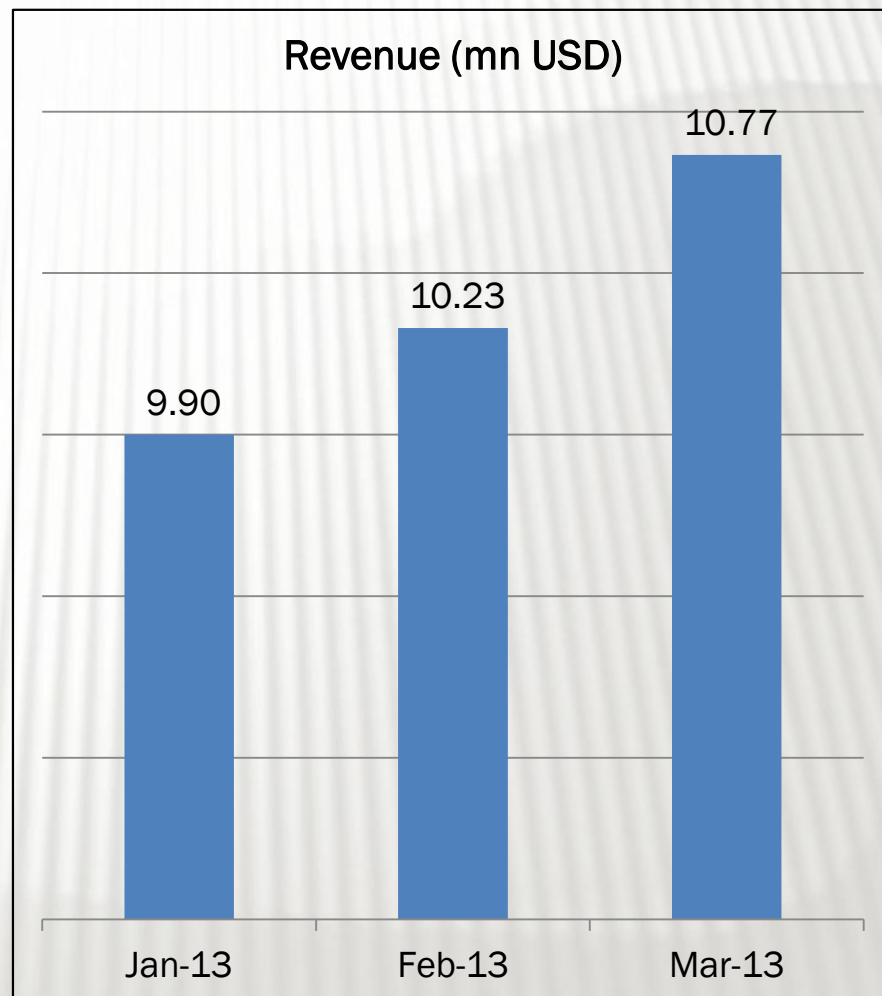
Project Logistic of Overweight and over Size Cargo



CKB Revenue



CK BRevenue Q1 2013 : USD 30.9 mn



ABMM 2013 Strategy & Mitigation

To anticipate the uncertainty Energy and Coal industry, our strategy is to maintain our growth and profitability, at the same time be cautious. We will focus on improving efficiency to reduce costs to keep its balance sheet healthy.

Capex plan is mainly to complete MDB Project, Aceh, couple with SS in increasing temporary power capacity to 1,250MW. At CK will be very minimum capex, we will utilize the available heavy equipment for 3 new projects in 2013 (1 signed end 2012)

Coal Production

- TIA producing at maximum capacity 5mn ton annually till life of mine.
- MDB is expected to complete in Oct 2013 MDB with target in 2014 and 2015 to produce 7 mn and 10 mn ton coal respectively.
- In total Reswara production in 2014 and 2015 is 12 mn tons and 15 mn .

At SS will expand its portfolio to IPP (Independent Power Plant) to maintain sustainable revenue stream in 10 years ahead. This year Temporary power is expecting still growth at the level of 10%.

Q1- 2013

Financial Highlights and Review

Q1 2013 Income Statement

ABM Consol	Q1 - 2013	Q1 - 2012	Δ
Sales	213,244	200,174	7%
COGS	(174,762)	(158,921)	10%
Gross Profit	38,482	41,253	-7%
Gross Profit Margin	18%	21%	
Operating Expenses	(31,310)	(27,165)	15%
Other operating	18,351	(822)	-2331%
Income from Operations	25,523	13,266	92%
Equity in net income of associated company	661	-	100%
Finance expenses - net	(10,381)	(6,086)	71%
EBT	15,803	7,180	120%
EBITDA	62,559	41,208	52%
Tax	(400)	(2,314)	-83%
EAT	15,403	4,866	217%
EAT Margin	7%	2%	
Income Attributable to parent	15,780	5,053	212%

Q1 Balance Sheet

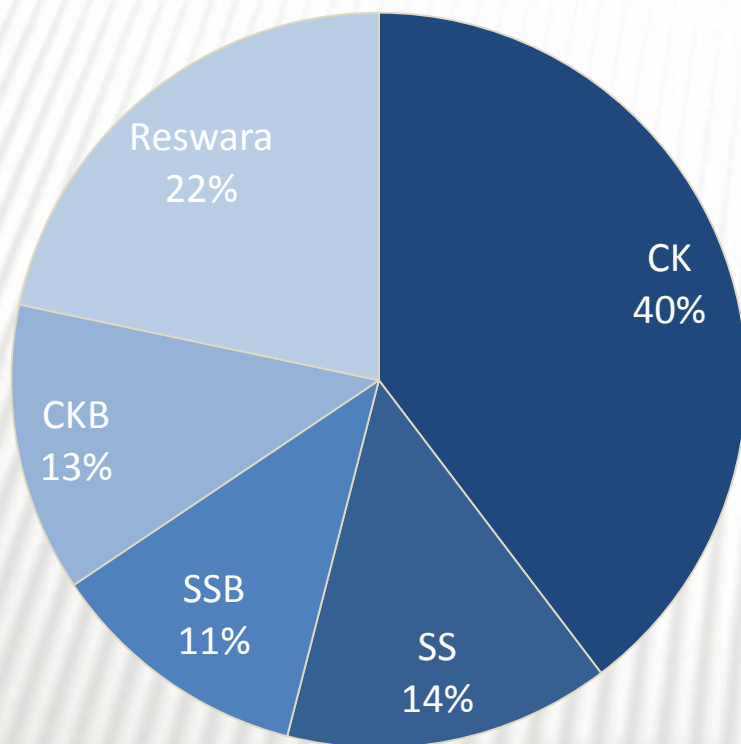
ABM Consol	31 Mar 2013	31 Dec 2012
Current Asset	501,915	461,744
Non Current Assets	798,204	801,654
Total Assets	1,300,119	1,263,398
Current Liabilities	381,556	376,625
Non Current Liabilities	558,057	540,713
Equity	360,506	346,060
Total Liabilities and Equity	1,300,119	1,263,398

Q1 2013 Capex

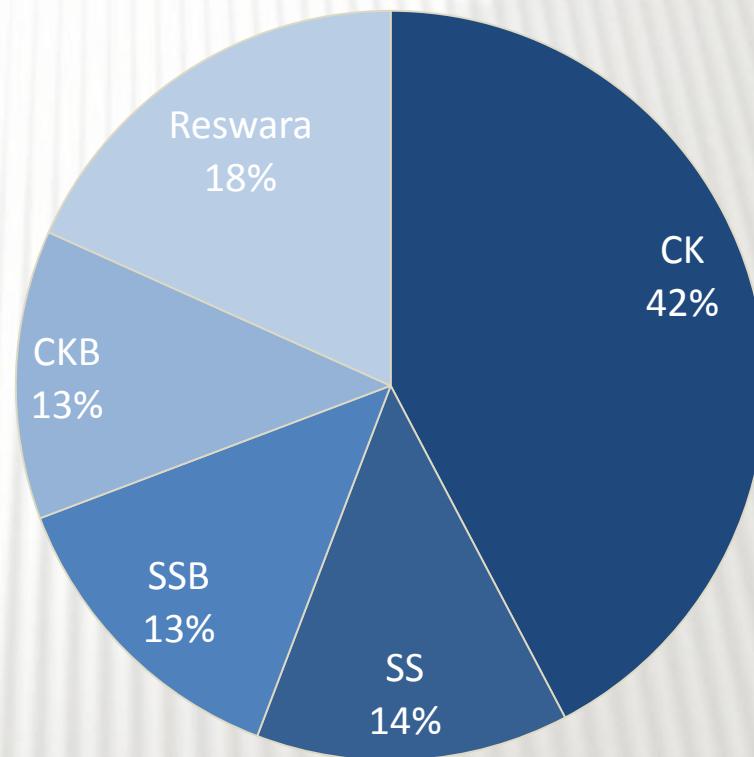
Capex	USD ('000)	Allocation in %
ABM	4	0.01%
CK	808	2.93%
SS	14,575	52.92%
SSB	260	0.94%
CKB	889	3.23%
Reswara	11,011	39.97%
Total	27,547	100.00%

Contribution from Subsidiaries - Revenue

Q1 - 2013

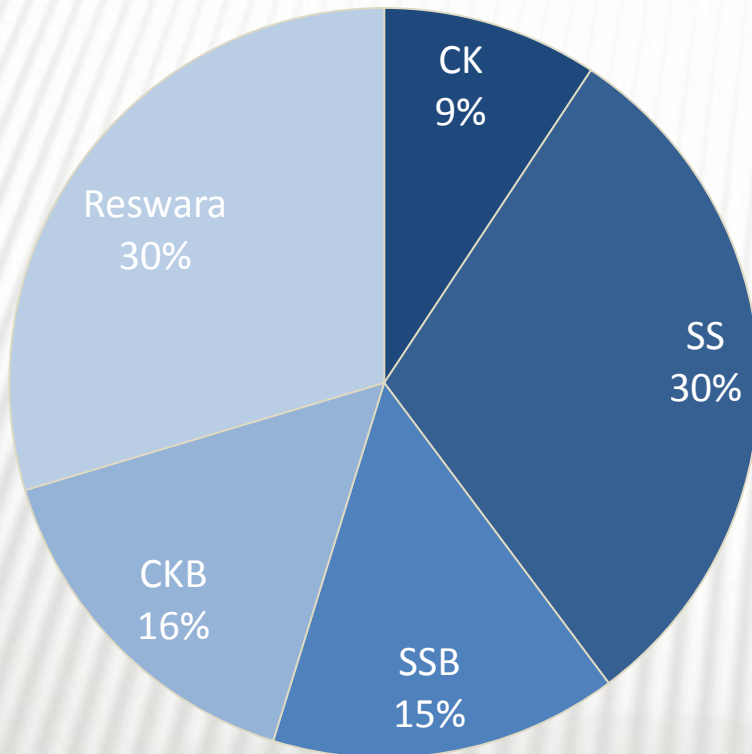


Q1 - 2012

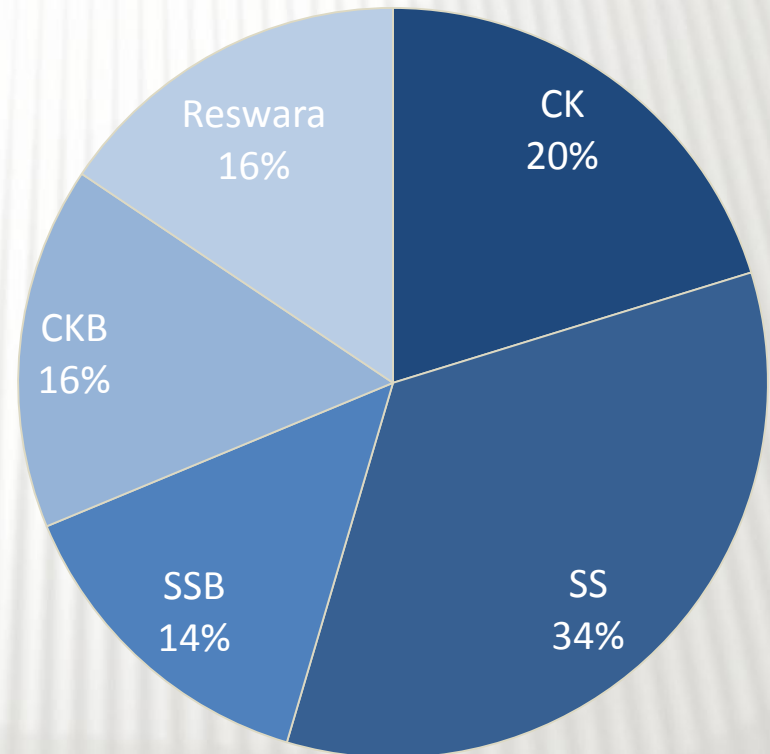


Contribution from Subsidiaries - Gross Profit

Q1 - 2013

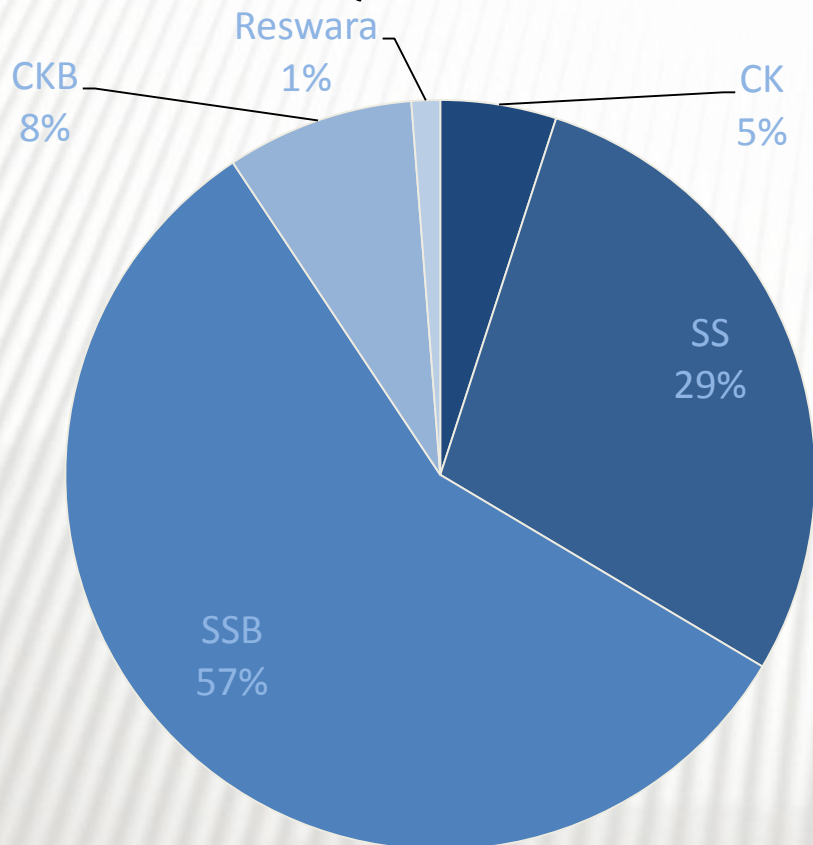


Q1 - 2012

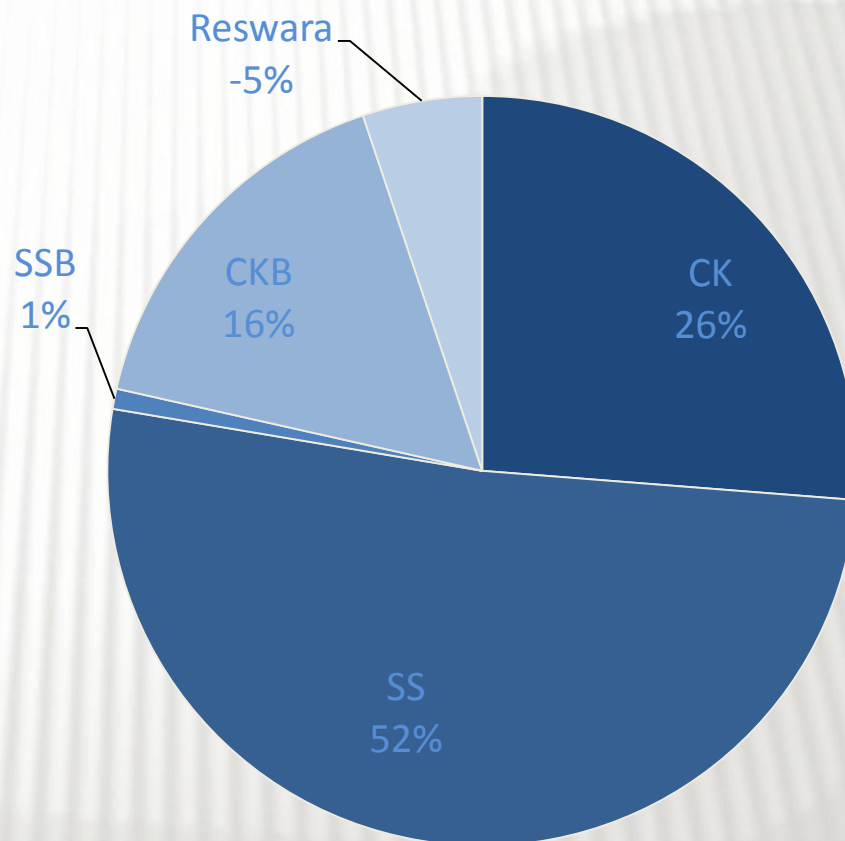


Contribution from Subsidiaries – Income From Operations

Q1 - 2013

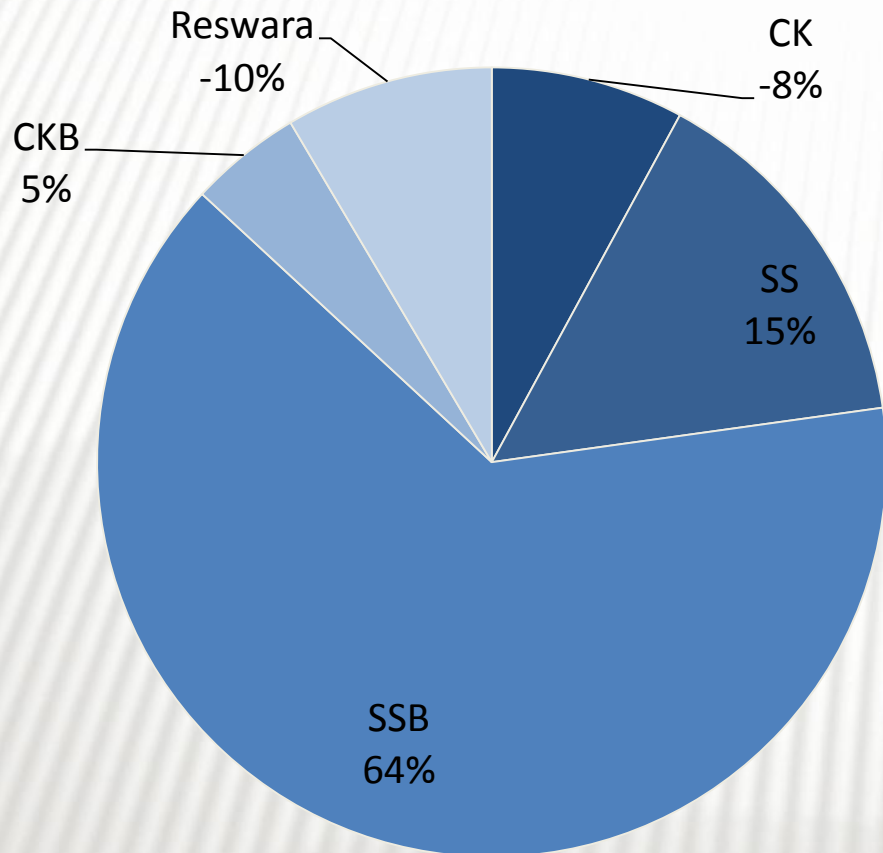


Q1 - 2012

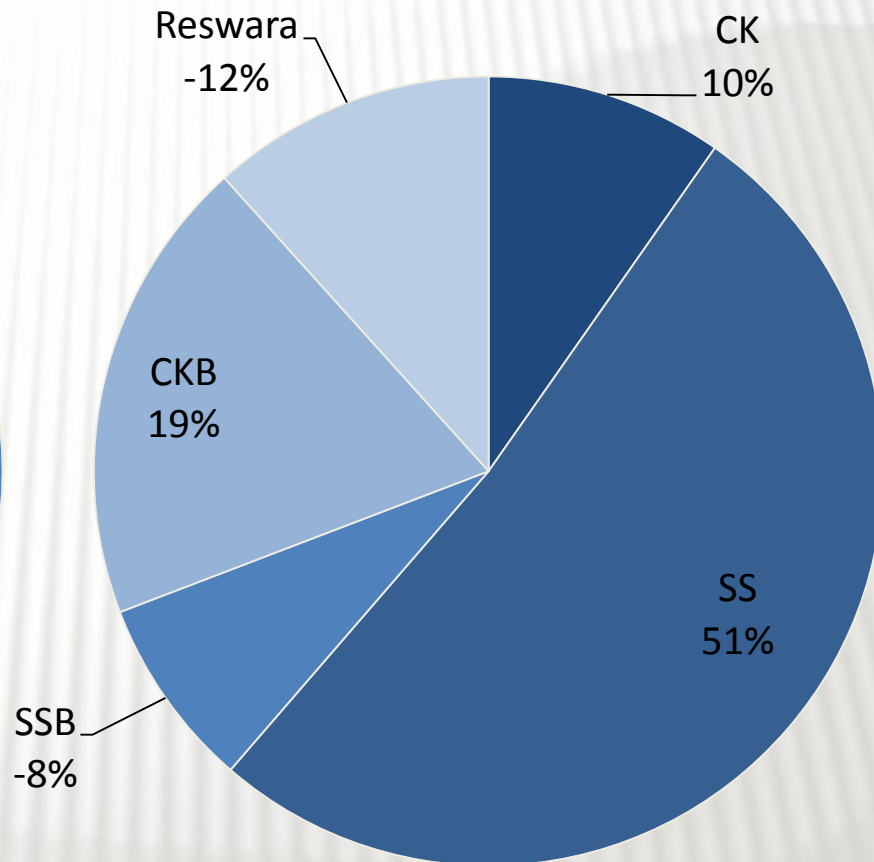


Contribution from Subsidiaries- Net Income

Q1 - 2013

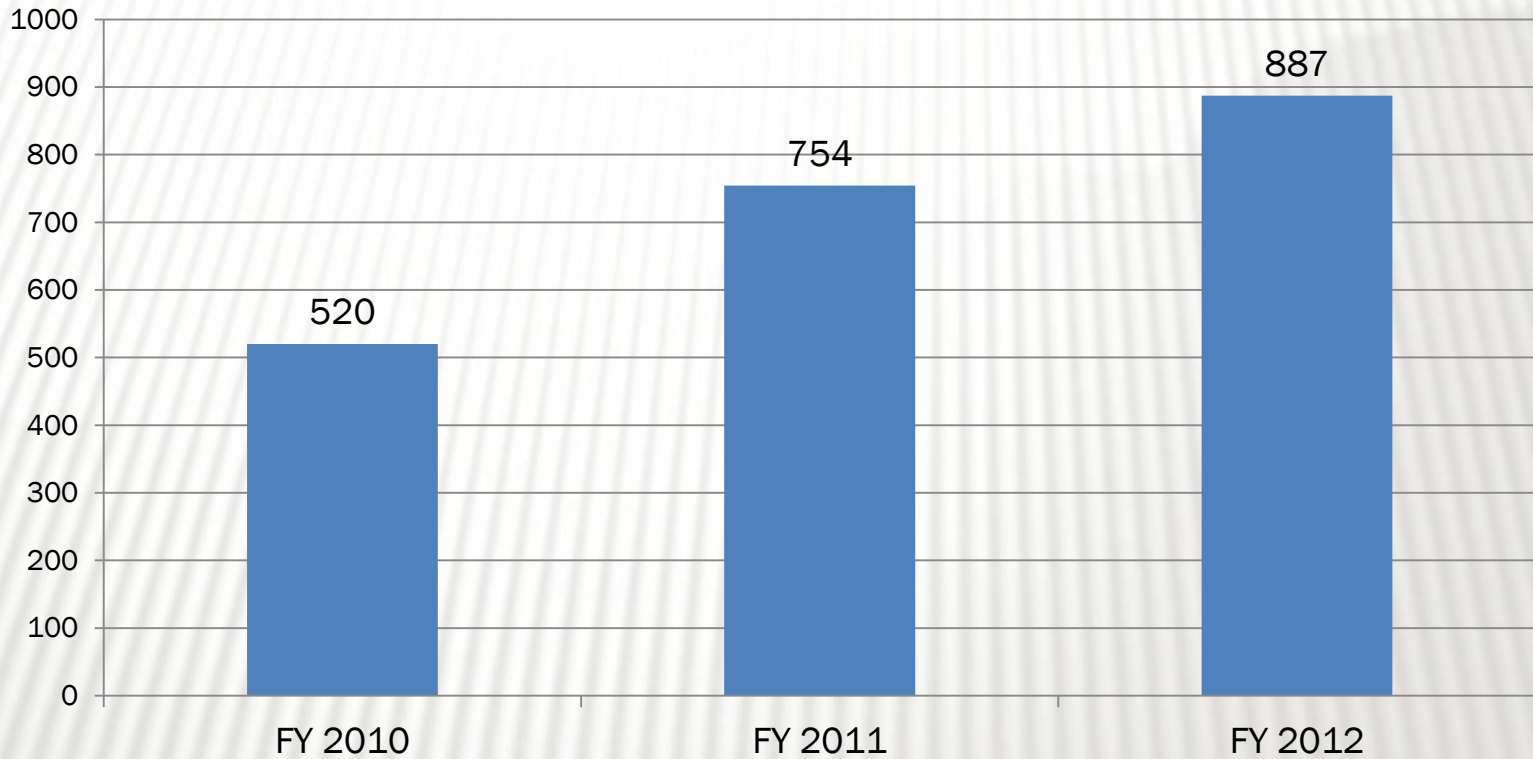


Q1 - 2012

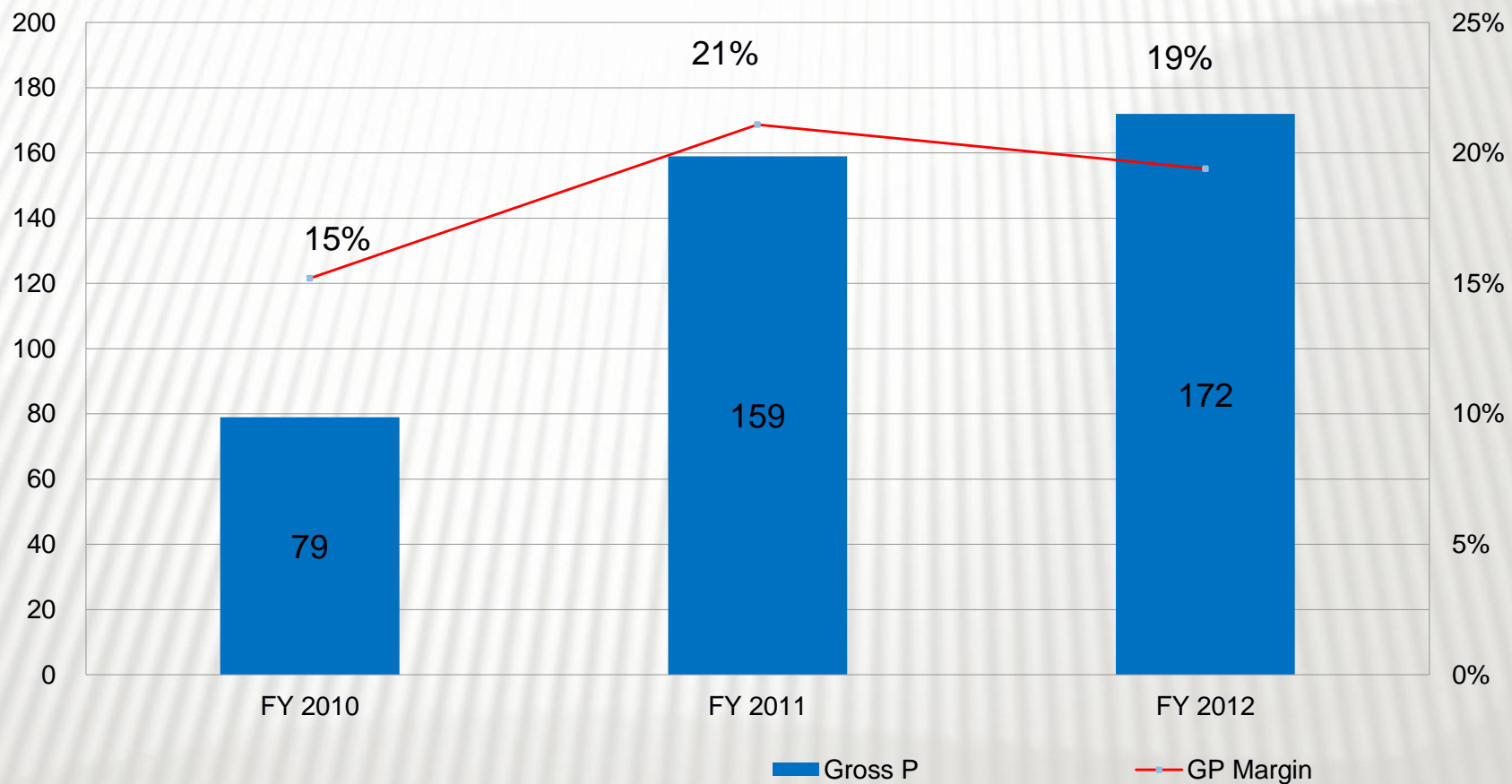


Historical Revenue

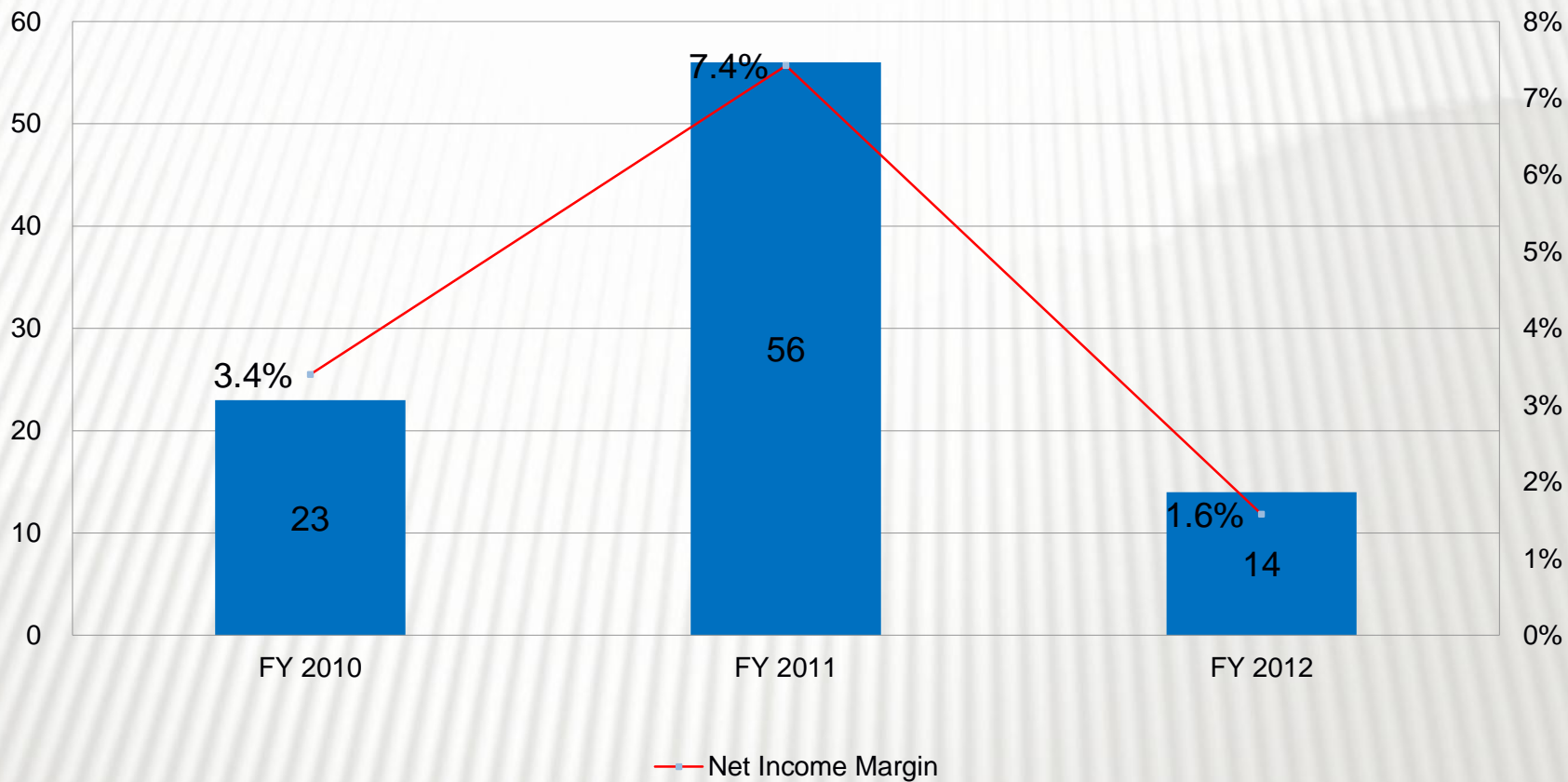
Revenue (mn USD)



Historical Gross Profit



Historical Net Income



Contact

Investor Relations

Errinto Pardede

Tel:6221-2997-6767 Ext.1874

Fax : 6221-2997-6768

Email : errinto.pardede@abm-investama.co.id

Email : ir@abm-investama.co.id

Website : www.abm-investama.com

A member of Tiara Marga Trakindo Group

Gedung TMT 1, 18th Fl, Suite 1802

Jl Cilandak KKO No.1

Jakarta 12560 - Indonesia

PT ABM Investama Tbk.

A member of Tiara Marga Trakindo Group

www.abm-investama.com

