

COMPANY PRESENTATION

3Q – 2012 Result
PT. ABM Investama Tbk

PT ABM Investama Tbk.
A member of Tiara Marga Trakindo Group
www.abm-investama.com



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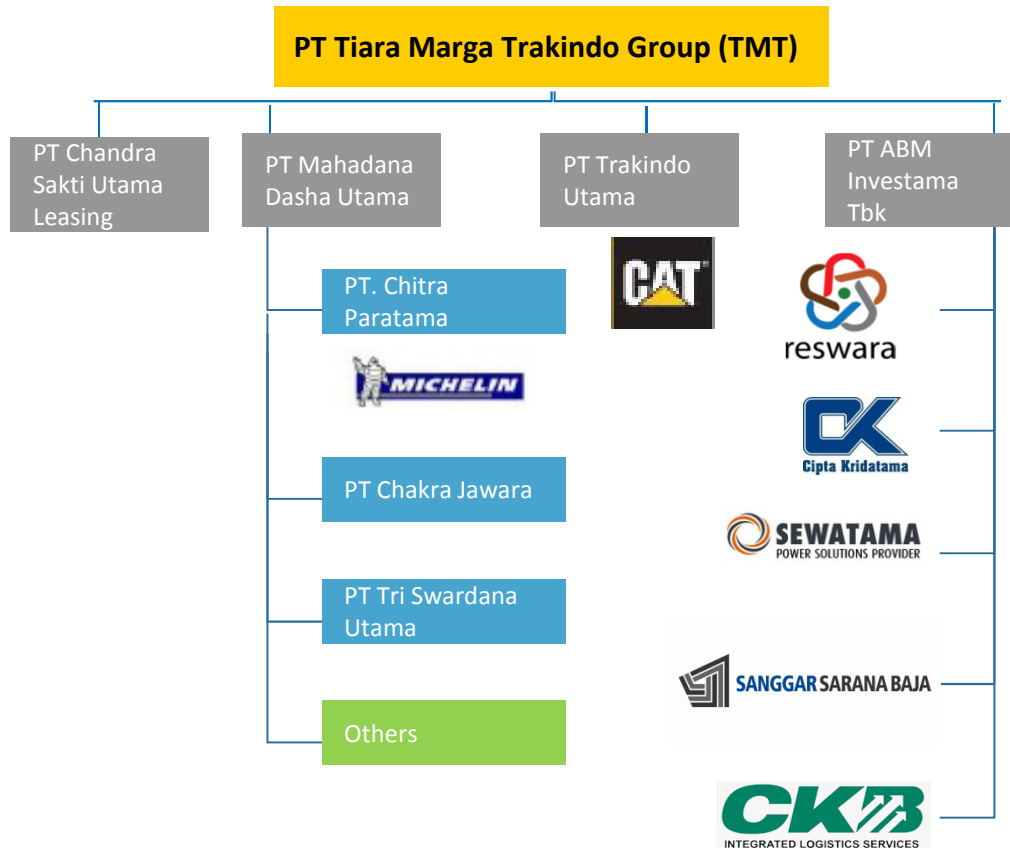
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ABM Investama A Member of Tiara Marga Trakindo Group

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 an important customer to ABM

ABM's Five Strategic Business Units



Contract Mining Services

- Established 1997
- Fleet of 624 heavy equipment serving 8 customers as of Sept 30, 2012
- Backlog Overburden 600 million bcm and 41 million tons, as of Sept, 2012
- Employee: 4,003



Power Solutions

- Established 1992
- Approximately 755 gensets (979MW capacity) by Sept 30, 2012
- Manages more than 70 diesel power generation projects in Indonesia
- Employee: 1,566



Coal Production

- Established 2010
- 7,703 hectares concession area under 4 IUPs
- Estimated coal reserves and resources of 221 and 561 million tons, respectively
- Employee: 355 (All)



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
- Employee: 2,811



Integrated Logistics

- Established 1997
- Operates fleet of vessels, trucks, loaders and dry containers
- Provides coal logistics, freight forwarding and project logistics
- 40 branches and offices located throughout Indonesia
- Employee: 633 (All)



9M 2012

Financial Highlights and Review

3Q-2012 Revenue Increased 27% YoY

ABM Console (in USD thousand)	9M 2012	9M 2011	Δ
Sales	655,342	515,899	27.0%
COGS	(514,081)	(406,795)	26.4%
Gross Profit	141,261	109,103	29.5%
Gross Profit Margin	21.6%	21.1%	
Operating Expenses	(84,041)	(61,053)	37.7%
Other operating	(5,135,)	3,712	-238.3%
Income from Operation	52,084	51,762	0.6%
Other income/expenses	(24,410)	(11,053)	120.8%
EBITDA	136,074	75,385	80.5%
EBIT	27,674	40,709	-32.0%
EAT	18,098	33,300	-45.7%
EAT Margin	2.8%	6.5%	
Income Attributable to parent	19,075	33,407	-42.9%

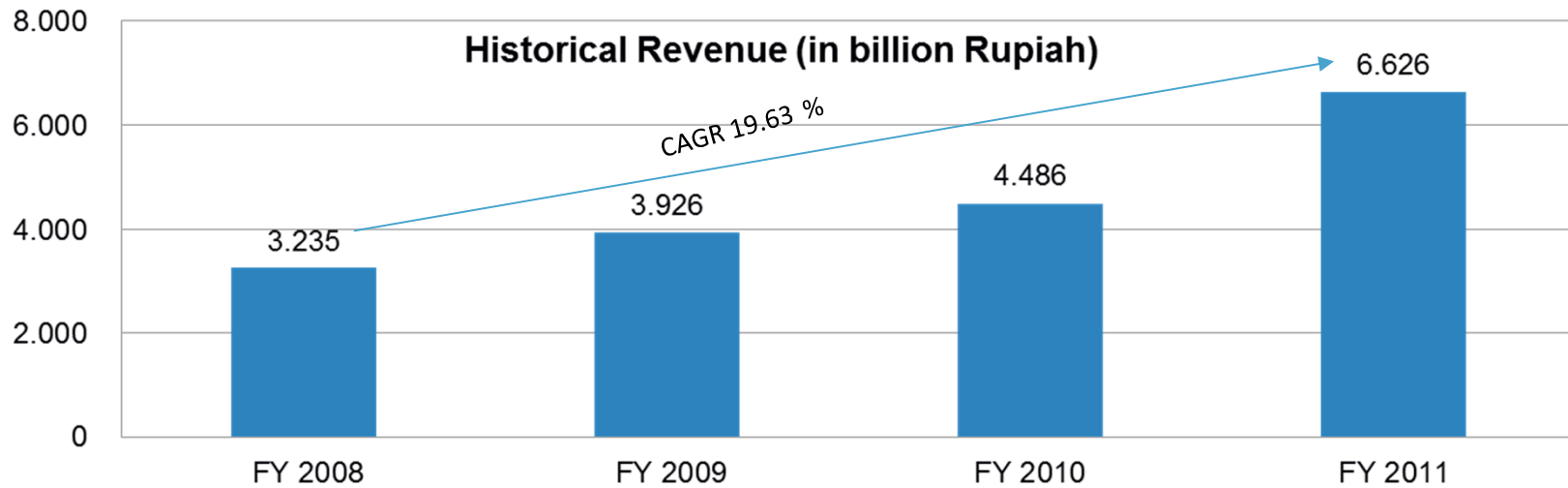
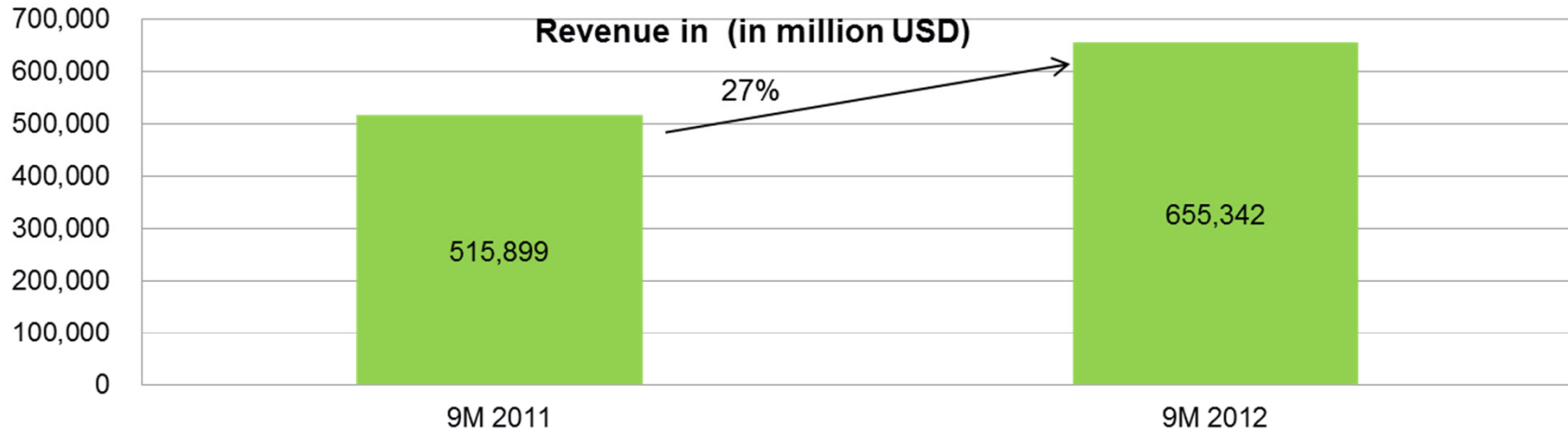
ABM Console Balance Sheet

ABM Console (in USD thousand)	9M 2012	9M 2011	Δ
Current Asset	479,983	384,484	24.8%
Non Current Assets	771,085	500,733	54.0%
Total Assets	1,251,069	885,218	41.3%
Current Liabilities	393,209	311,608	26.2%
Non Current Liabilities	505,395	418,491	20.8%
Equity	352,463	155,118	127.2%
Total liabilities and Equity	1,251,069	885,218	41.3%

ABM Operational Result and Revise FY 2012 Guideline

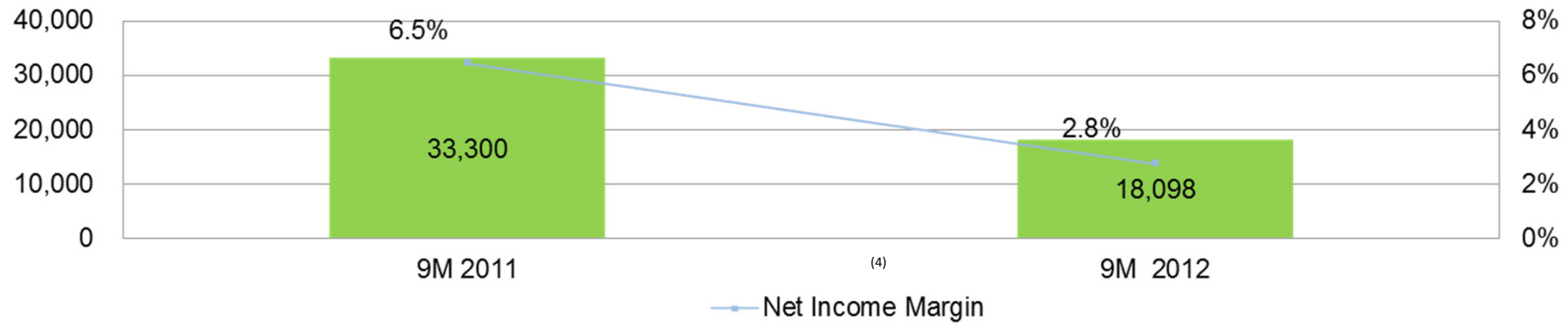
Subsidiaries Operation 's Indicator	FY 2011	9M 2011	9M 2012	Growth YoY	Revised Target FY 2012
CK Overburden Removal (mn bcm)	118	85.6	102.7	19.98%	120
CK Rental Business Services (mn ton coal)	10.6	7.7	8.7	12.99%	11
Reswara – Coal sales & Production(mn ton coal)	2.1	1.5	3.04	102.67%	4
SS – Installed Electricity (MW))	945	927	979	5.27%	1036
Capex Spending USD Mn	290	211	231	9.48%	252

Revenue: Historical and 9M 2012

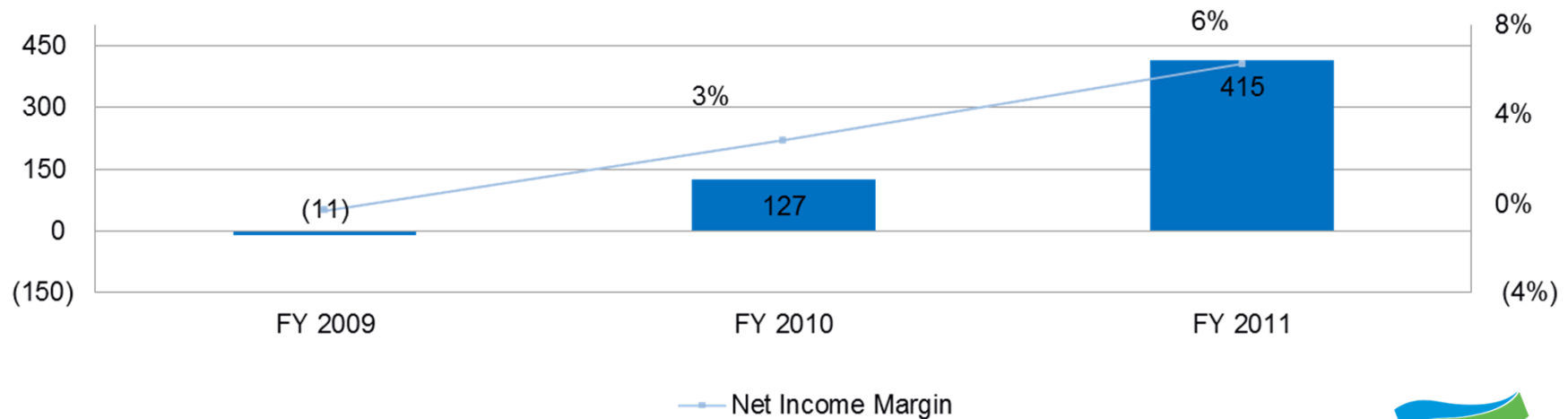


Net Income : Historical and 9M 2012

Net Income- 1H 2012 (in million USD)

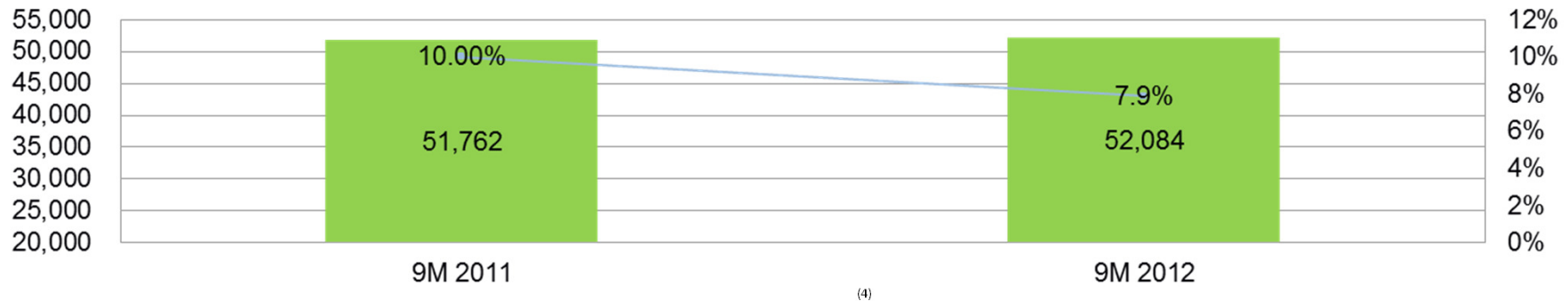


Historical Net Income- Year Ended Dec 31- IDR Bn



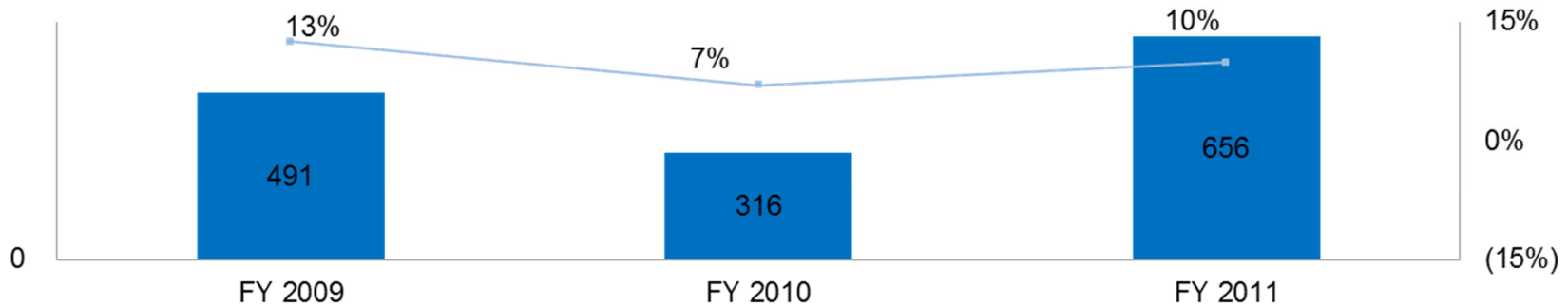
Income from Operations : Historical and 9M 2012

Income from Operations 1H 2012 (in million USD)



(4)

Historical Income from Operations (in Rp bn)



Capex 9M 2012

Capex	9 M 2012 USD	Allocation in %
SSB	3	1.30%
SS	53	22.90%
CK	93	40.02%
CKB	54	23.30%
Reswara	28	12.20%
Total	231	100.00%

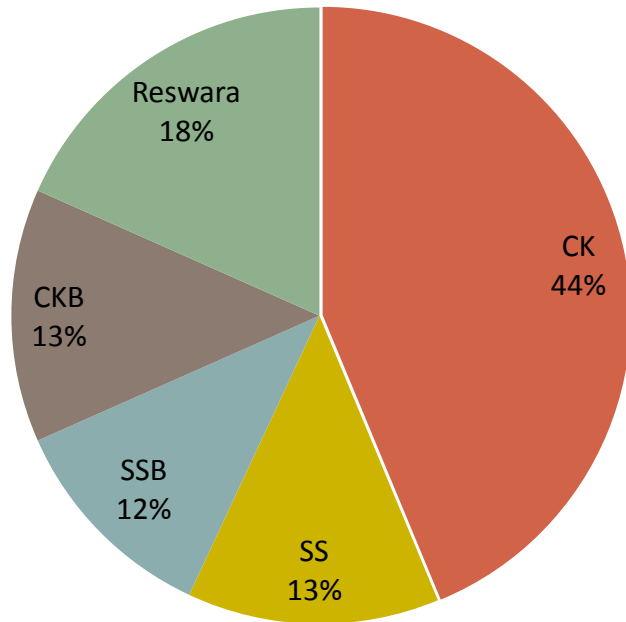
Capex 9M 2012	Allocation
Machinery & Equipments	71%
Construction in Progress	24%
others	5%

9M 2012 Contribution from SBU

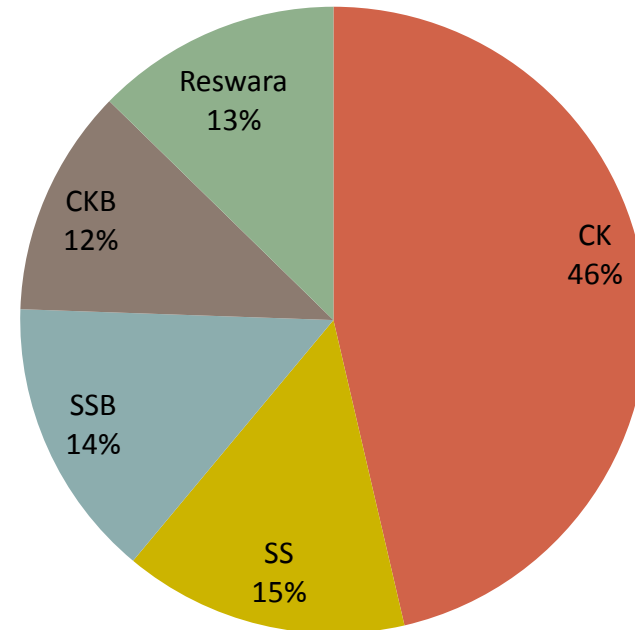
Contribution from Subsidiaries

Revenue

Revenue Contribution 2012



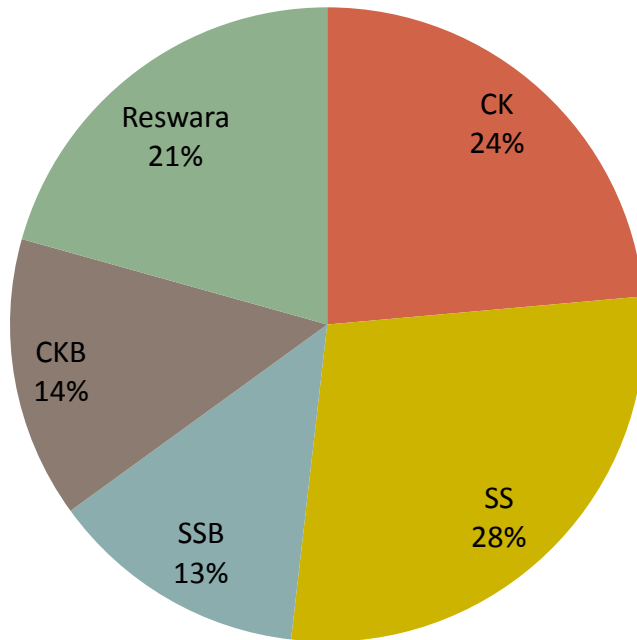
Revenue Contribution 2011



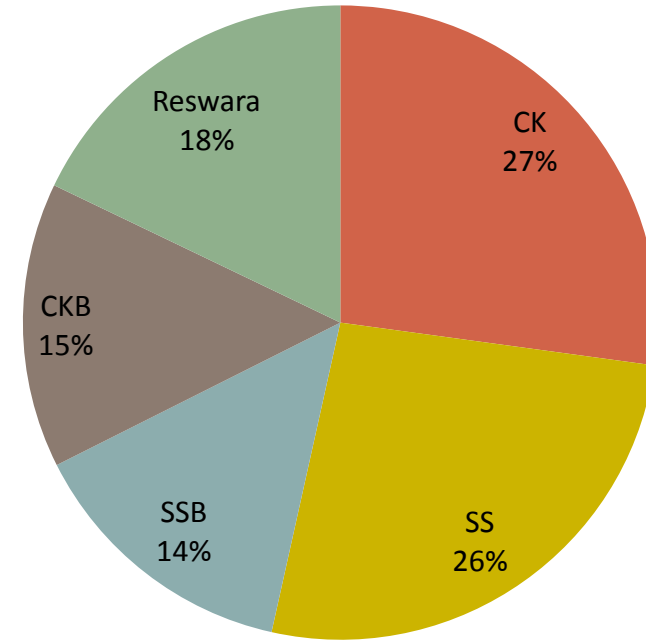
Contribution from Subsidiaries

Gross Profit

Gross Profit Contribution 2012



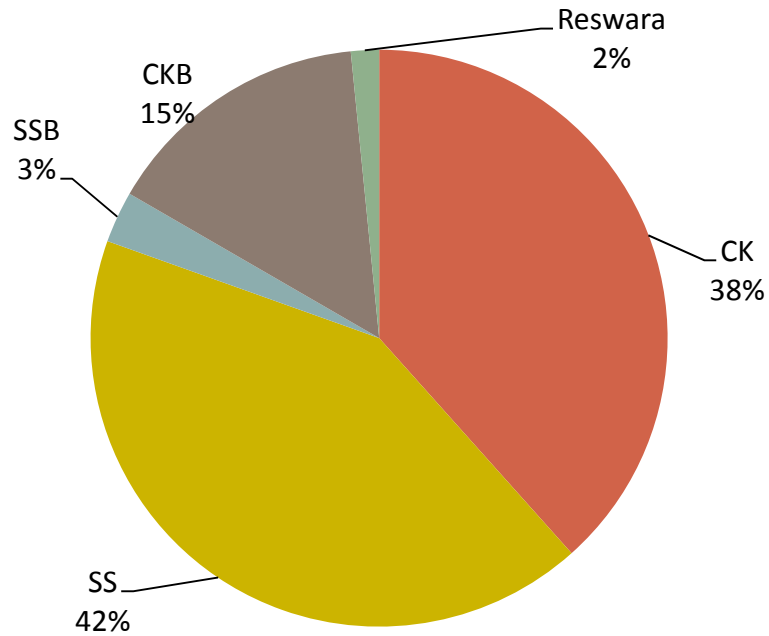
Gross Profit Contribution 2011



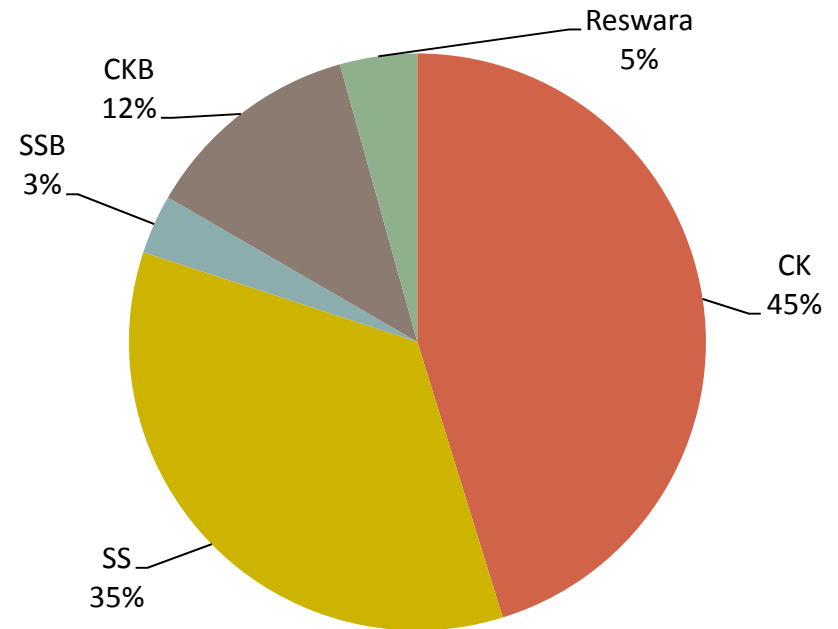
Contribution from Subsidiaries

Income From Operations

Income from Operation Contribution 2012



Income from Operation Contribution 2011



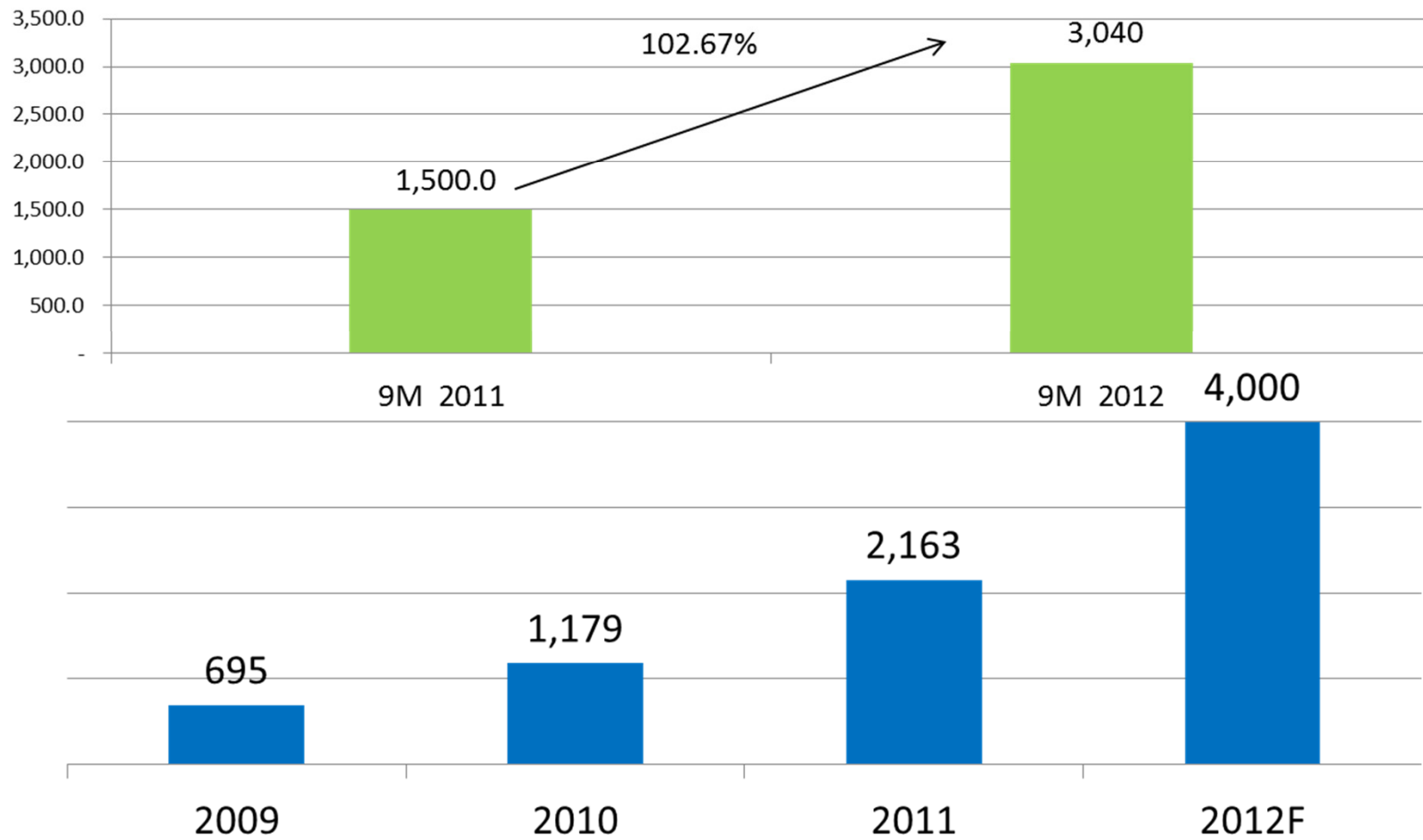
3Q 2012 ABM's Five SBU

Reswara, Our Coal Production Unit



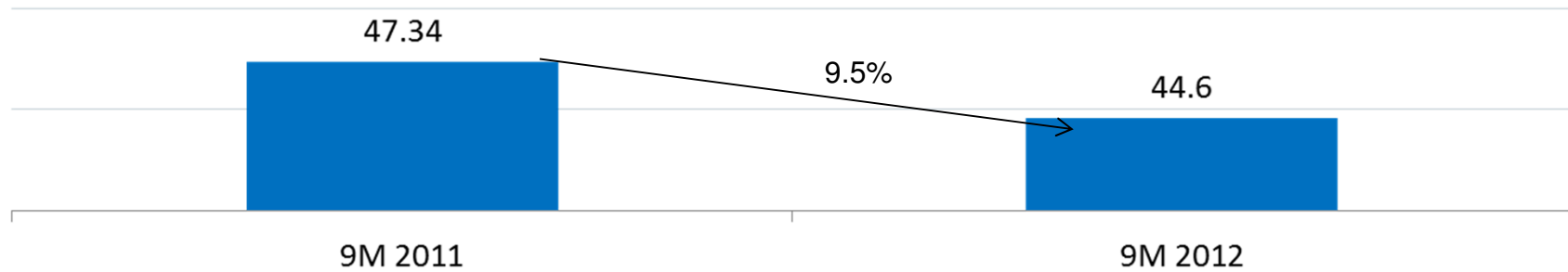
Sales and Production 1H 2012

Reswara Sales & Production (in thousand tons)

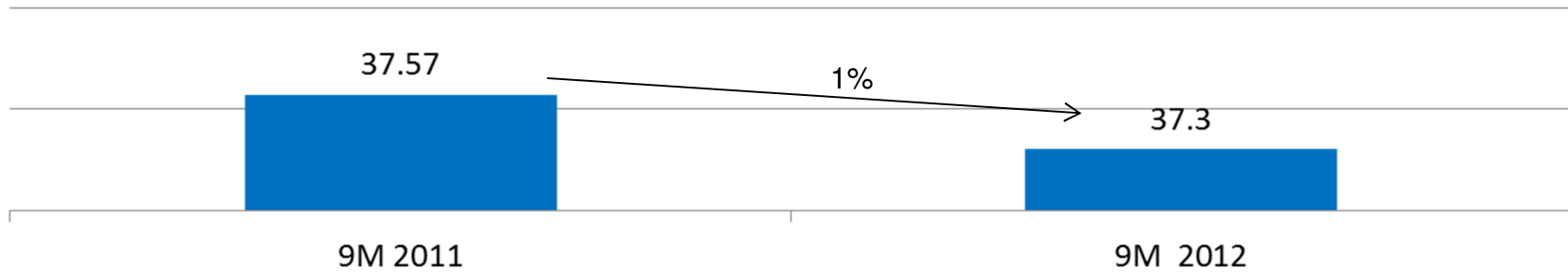


Average Selling Price (ASP), Cash Cost and Stripping Ratio

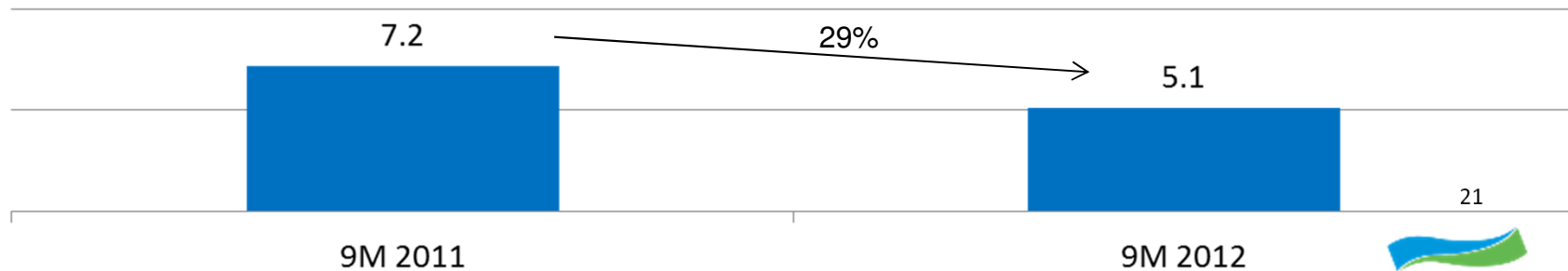
Average Selling Price (ASP) USD/ton



Cash Cost per Ton (USD/ton) – FOB Vessels

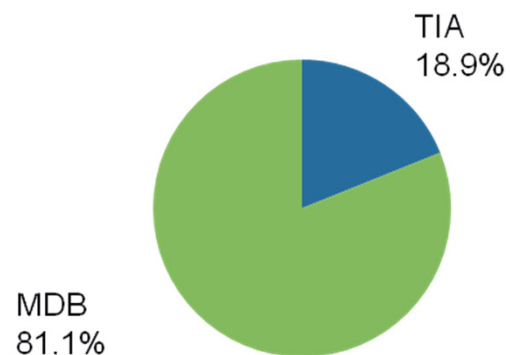


Stripping Ratio

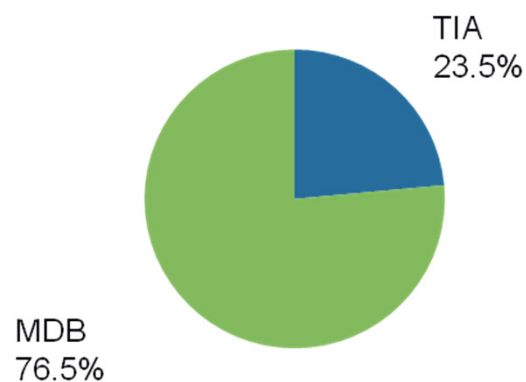


Coal Resources, Reserves and Concession

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

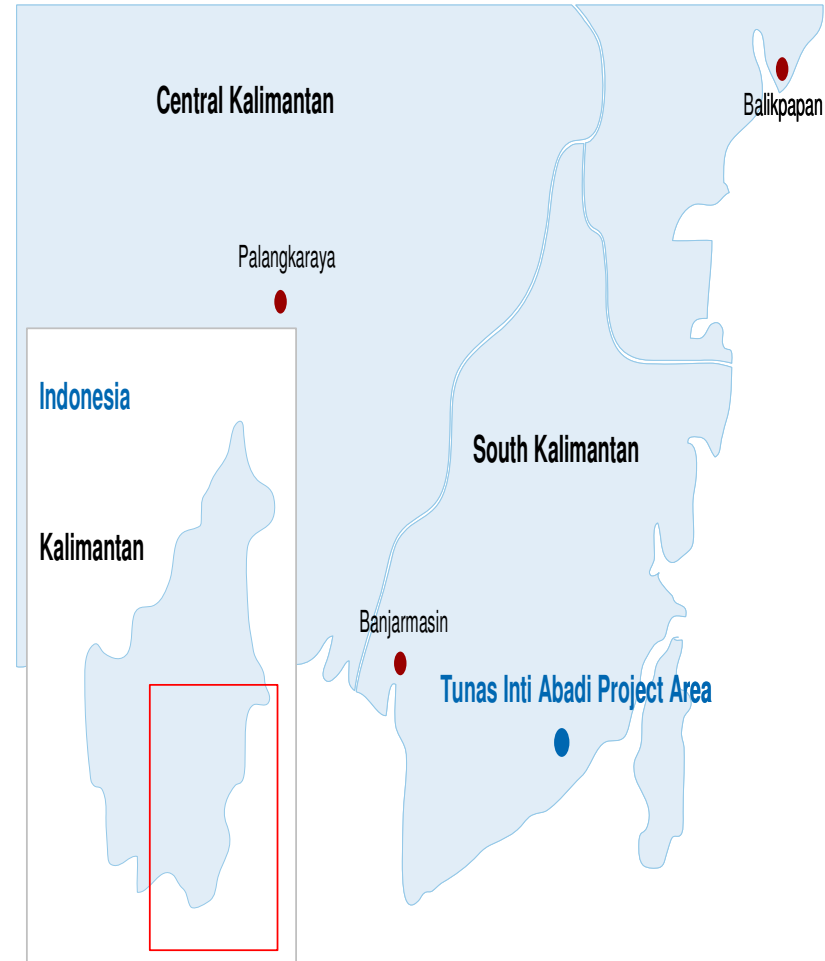
* Based on Joint Ore Report Committee JORC Report

TIA Site Layout – Concession Area

PT Tunas Inti Abadi

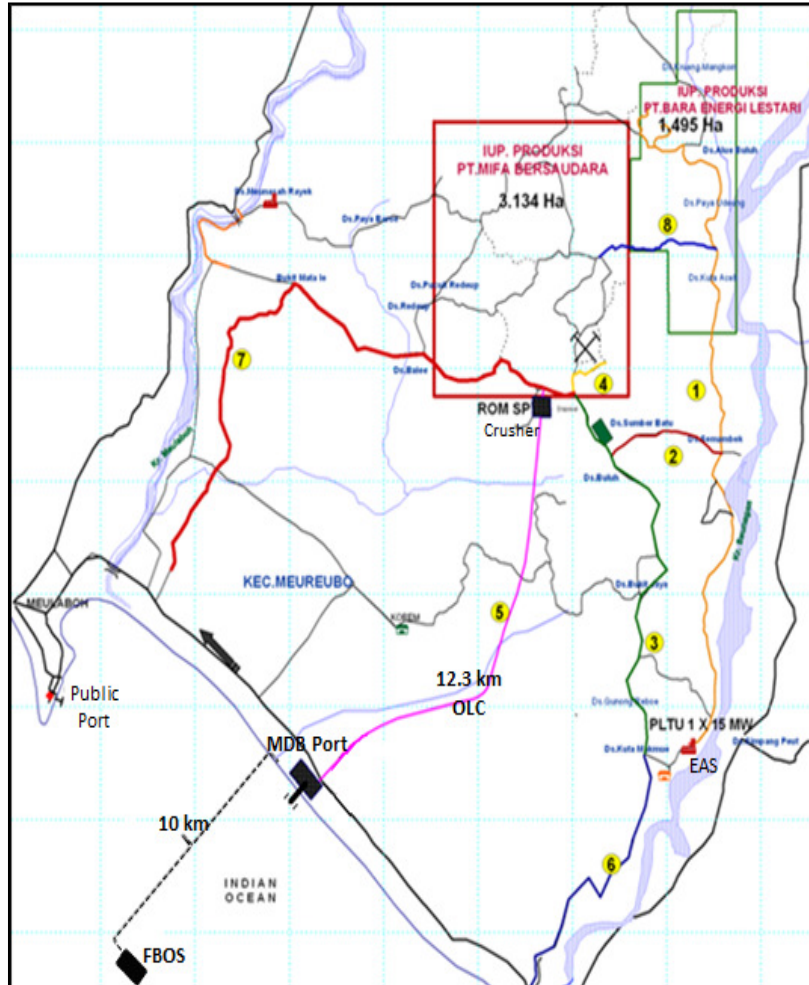
- TIA was acquired in Dec 2007, commenced commercial production in Aug 2009 and coal sales in Oct 2009
- Coal mining is contracted to ABM subsidiary, CK
 - 25 km from pit to port at Bunati
 - 9-12 km from port to anchorage point at Bunati
 - 8,000 ton barge loading capacity at jetty
 - 120,000 tons temporary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

TIA Site (South Kalimantan Province)



MDB Site Layout – Concession Area

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

Concession Breakdown and Coal Characteristic

Coal Characteristics

	TIA	MDB
Calorific Value (Adb)	5,370 kcal/kg	5,310 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

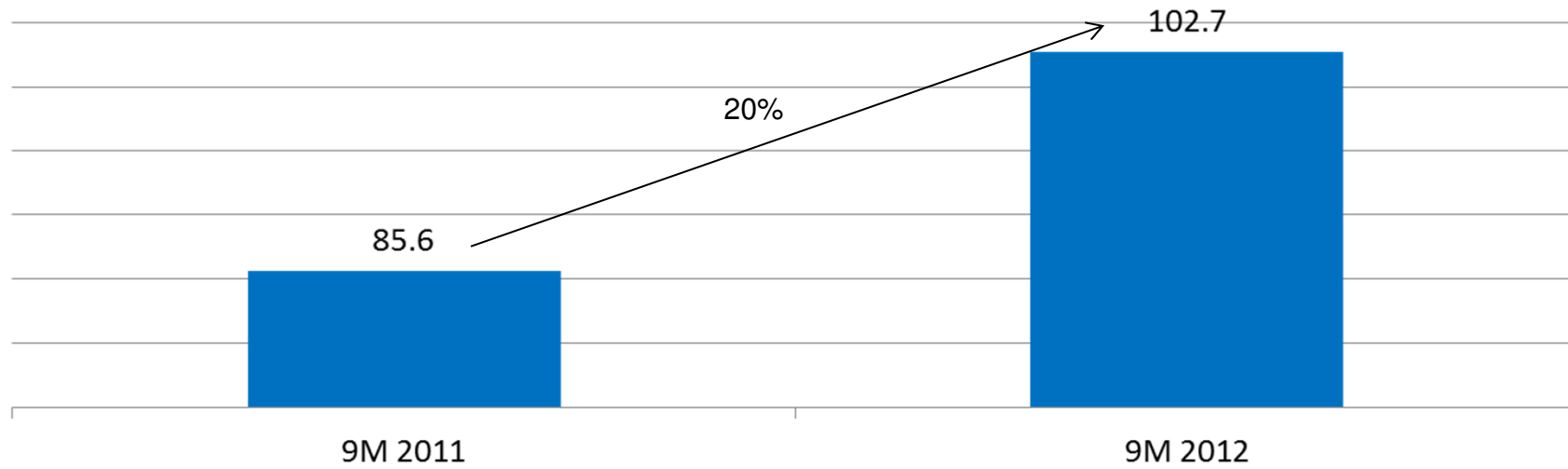
Entity	Concession Holding Company	Type of Concession	Location	Current Concession Area (ha)	Expiry Date of Current Phase
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	2,355	Mar 16, 2021
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	719	Mar 5, 2021
BEL	BEL	IUP ⁽¹⁾	Aceh	1,495	Sep 26, 2017
Mifa	Mifa	IUP ⁽¹⁾	Aceh	3,134	Apr 13, 2025

CK, Our Contract Mining

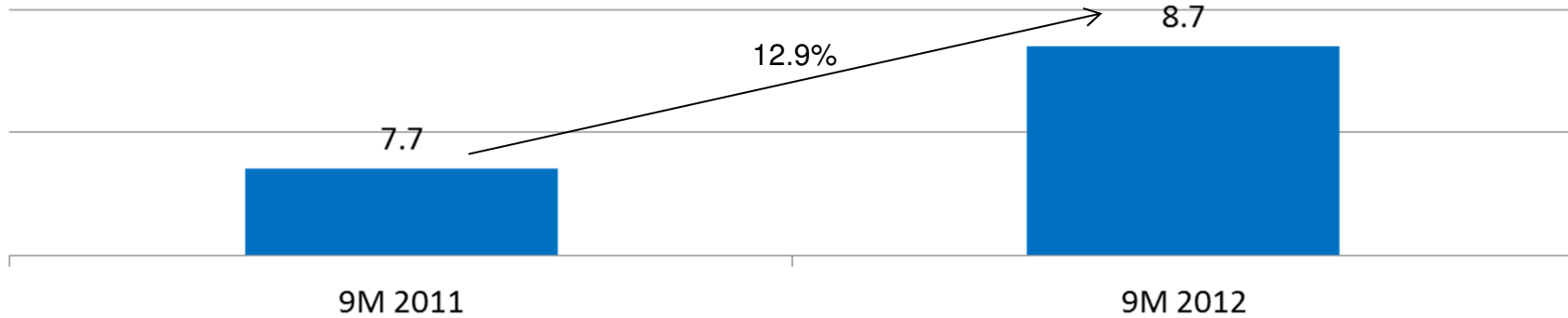


Overburden and Rental Services 9M 2012

Overburden Removal Mn Bcm

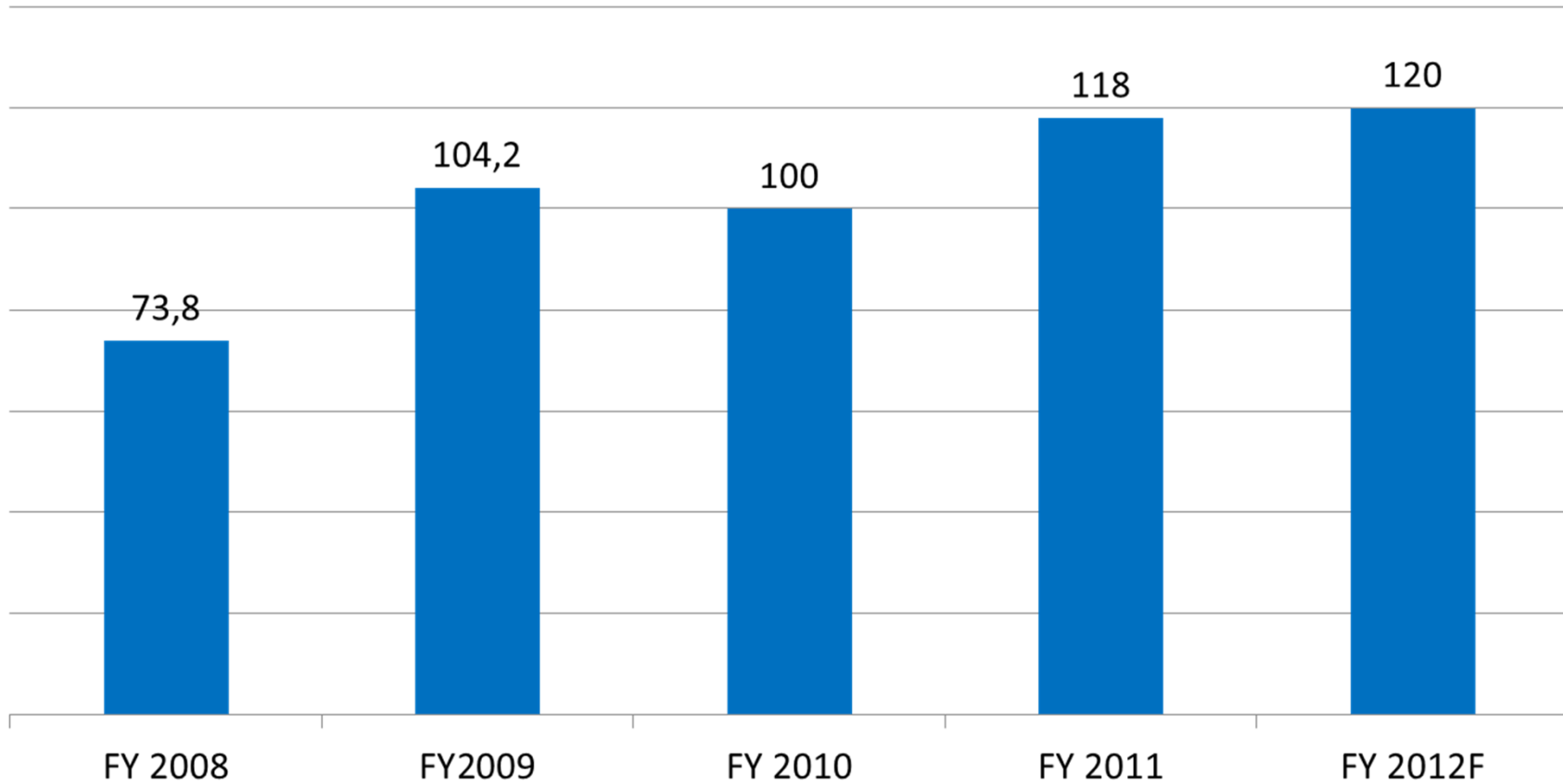


Rental Service in Mn Tons



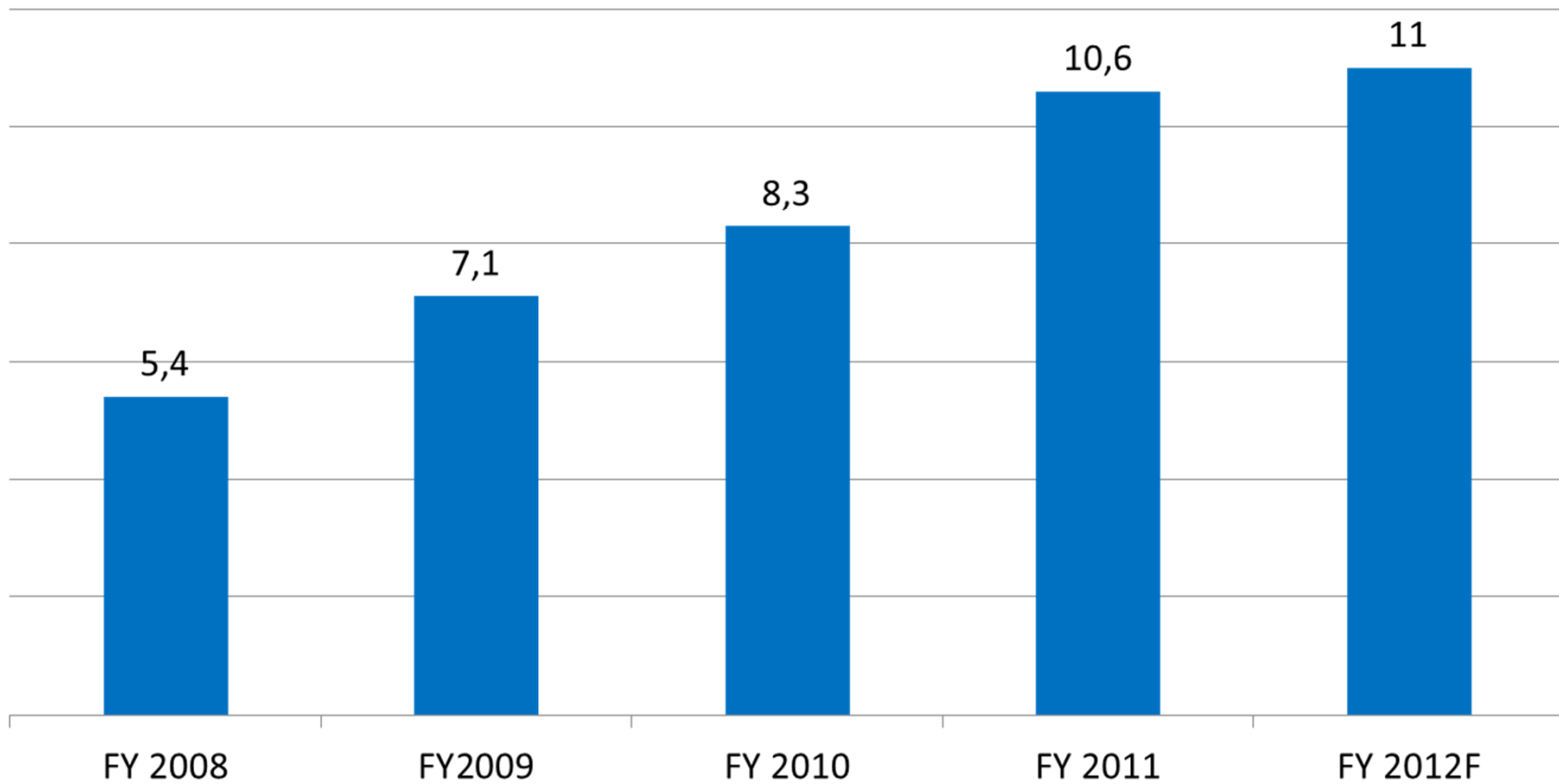
CK Overburden 2008-2011

CK Historical's Overburden Removal in mn tons



CK Rental Services' Historical 2008-2011

CK Historical's Rental Business



Current Customers & Backlog

Operating Agreements as of Sept 30, 2012

Client	Mining Project Sites	Expected Contract Duration	Backlog (bcm/ton)
1	Separi, East Kalimantan	Jun 2004 – Sep 2015	88 / 8.8
2	Sanga-sanga East Kalimantan	Mar 2005 – Project Completed	2 / -
3	Jonggong, East Kalimantan	Nov, 2007 – Oct v2015	83 / 6
4	Satui and Kusan Hulu, Tanah Bumbu, East Kalimantan	April, 2009 – Jul 2020	133 / 23
5	Batulicin, South Kalimantan	2003- life mine	22 / 3
6	Tanjung Dalam Village, Bengkulu Province	Mar 11- Mar 2017	95 / -
7	Siambul, Riau	Feb 2012-Feb 2012	104 / -
8	Loan Janan, East Kalimantan	Jun 2012-Jun 2017	74/-
Total			600 / 41

Kalimantan



Sumatra



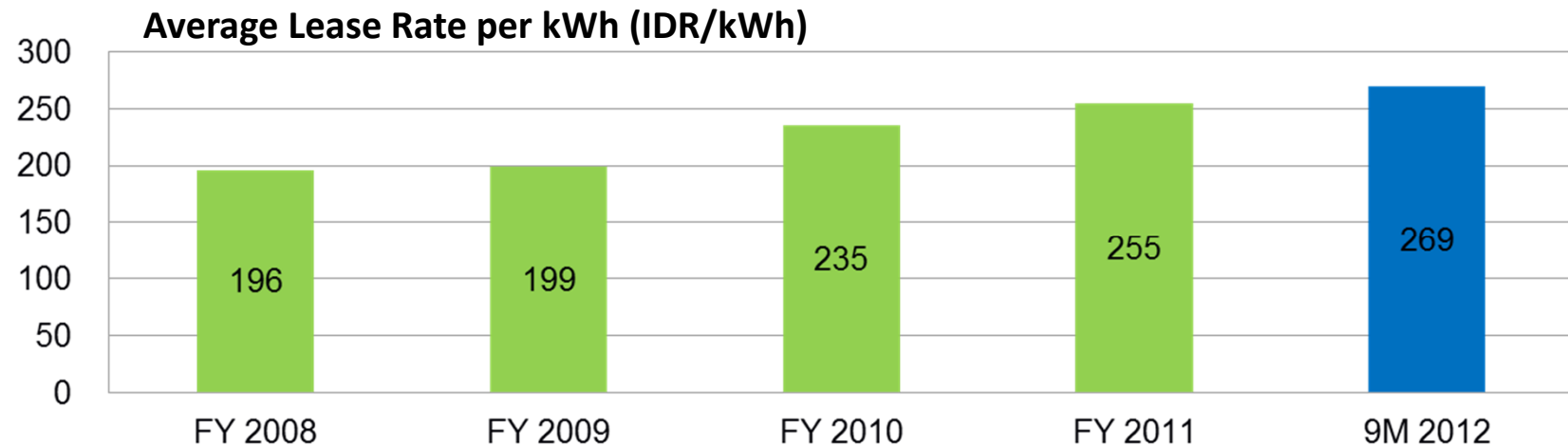
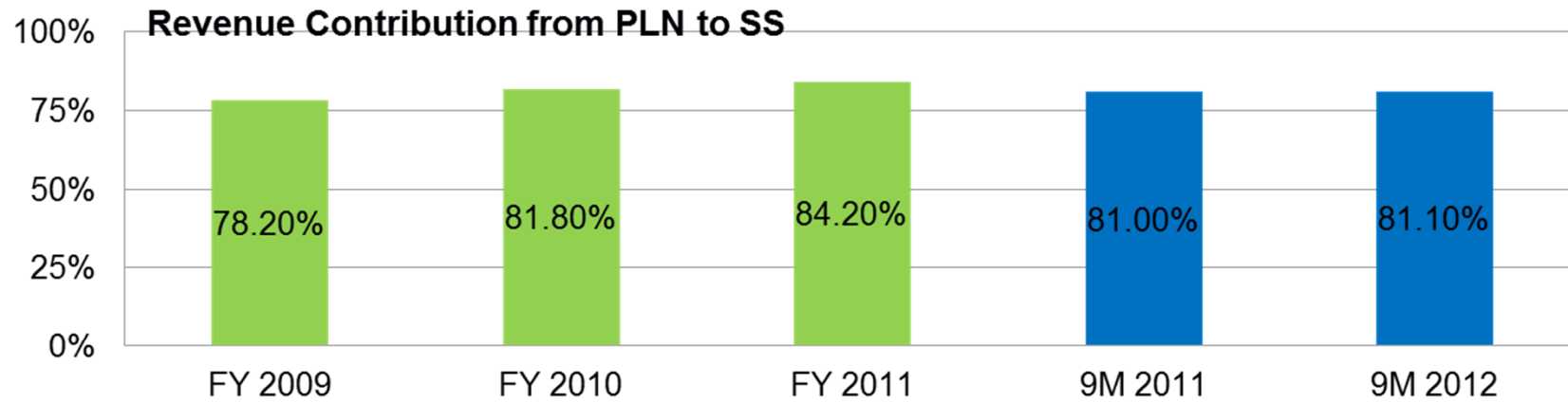
CK's Type of Heavy Equipment & Average Age

Type of equipment Sept 30, 2012	Capacity	Number of units	Average age (in years)
Excavator	250 - 350 tons	16	6
	20 - 100 tons	109	1.9
Truck	30 - 100 tons	339	3.7
Dozer		90	2.2
Grader	14 - 16 feet	48	2.5
Wheel loader		8	2.6
Compactor		13	6.5
Drill machine		1	7
Total		624	

PT Sumber Daya Sewatama (SS) – Power Solutions



Revenue By Division and Key Customers

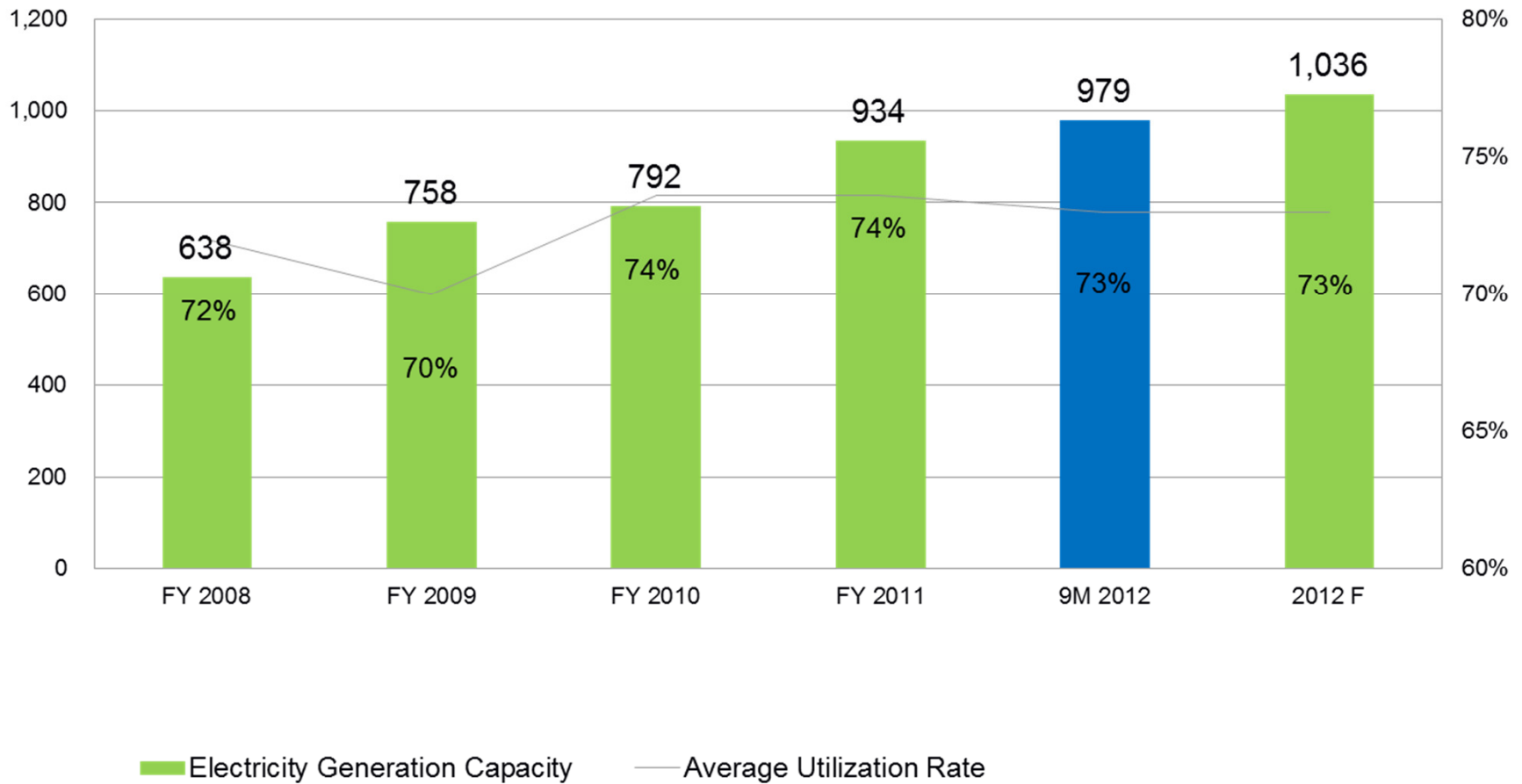


Diesel Genset is the majority of Generators

Model	Number of Units as of Sept 30, 2012	Capacity (kW)	Average Useful Life (Yrs) ⁽²⁾	Average Age as of Mar 31, 2012 (Yrs)
Diesel Generator Sets	750	970,192	10	6
Gas Generator Sets	5	8,662	15	2
Total	755	978,854		

Electricity Generations Capacity & Lease Rate

Electricity Generator Capacity and Average – Utilization Rate in MW



PT. Sanggar Sarana Baja (SSB) – Engineering Services

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

PT. Sanggar Sarana Baja (SSB) – Engineering Services



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

PT. Cipta Krida Bahari (CKB) – Integrated Logistic

Tug and Barges



Warehouse



THANK YOU

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