

Company Presentation

PT ABM Investama Tbk

March 2019



**STRENGTHENING SYNERGY,
ADVANCING CORE BUSINESS**
MEMPERKUAT SINERGI, MEMAJUKAN BISNIS INTI



Disclaimer

This presentation has been prepared by PT ABM Investama Tbk (“ABMM” or the “Company”) solely for general information. By attending the meeting where the presentation is made, or by reading the presentation slides, you acknowledge and agree to the limitations and notifications as stated herein. This presentation is for informational purposes only and does not constitute and should not be construed as, an offer to sell or issue, or invitation to purchase or subscribe for or the solicitation of an offer to buy, acquire or subscribe for, any securities of the Company or any of its subsidiaries, joint ventures or affiliates in any jurisdiction or an inducement to enter into investment activity. We disclaim any responsibility or liability whatsoever arising which may be brought or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither PT ABM Investama Tbk and/or its affiliated companies and/or their respective Management Boards and employees accepts liability for any errors, omissions, negligent or otherwise, in this presentation and any inaccuracy here in or omission here from which might otherwise arise. You will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the Company’s business.



**Company
Profile**



**Industry
Overview**



**Operational
Results**



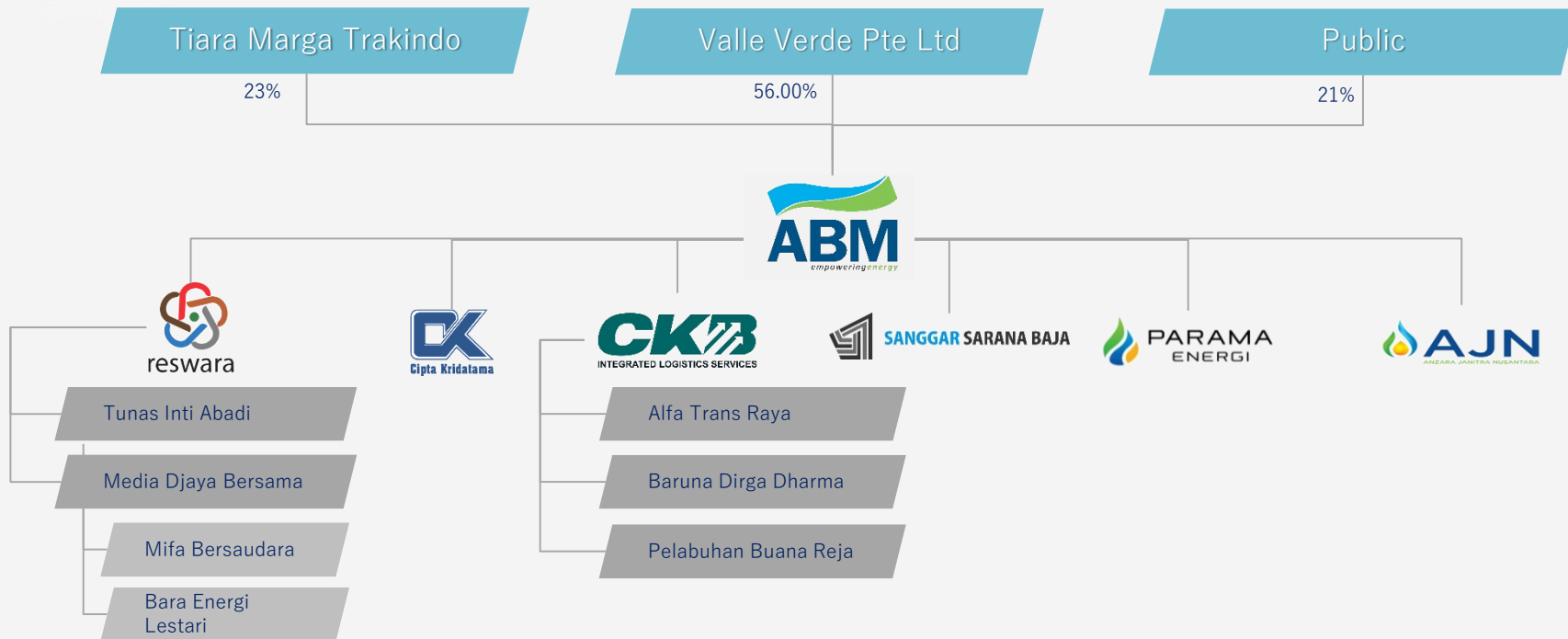
**Financial
Results**



STRENGTHENING SYNERGY, ADVANCING CORE BUSINESS
MEMPERKUAT SINERGI, MEMAJUKAN BISNIS INTI

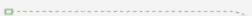


Organization Structure



The Ecosystem - from Pit to Transshipment

ABM is an **integrated energy** company with current **focus on Coal** and its group Structure is established around integrated coal value chain



Mining Contractor
Main implementer in mining activities from development stage to coal production and reclamation process

CORE



Fuel Management
Fuel supplier for mining process



Integrated Logistics Solution
Port Management, Stevedoring, Floating Crane, Harbor Tug, Tug Boat, Transshipment Logistics, warehousing solutions



Manufacturing
Support Engineered Product and Manufacturing Services for mining activities





Group Coverage



6,933
Employees

28
Provinces

reswara
3 IUP
2 Provinces

CKB
INTEGRATED LOGISTICS SERVICES
51 Branches
24 Provinces

CK
Cipta Kridatama
9 Projects
5 Provinces

SANGGAR SARANA BAJA
10 Branches
7 Provinces

PARAMA ENERGI
8 Locations
4 Provinces



*as of Dec 2018



/// **Company
Profile**



/// **Industry
Overview**



/// **Operational
Results**



/// **Financial
Results**

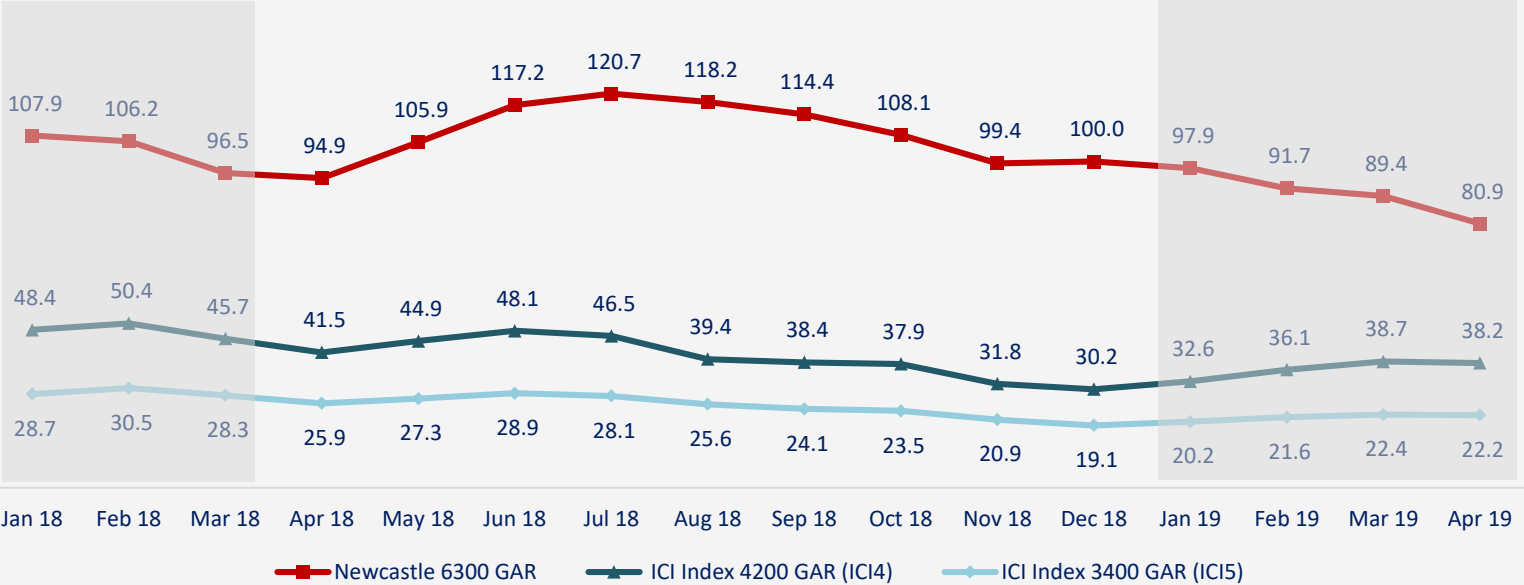


STRENGTHENING SYNERGY, ADVANCING CORE BUSINESS
MEMPERKUAT SINERGI, MEMAJUKAN BISNIS INTI



Q1 2019 Coal Price

Low CV show signs of STRENGTHENING further



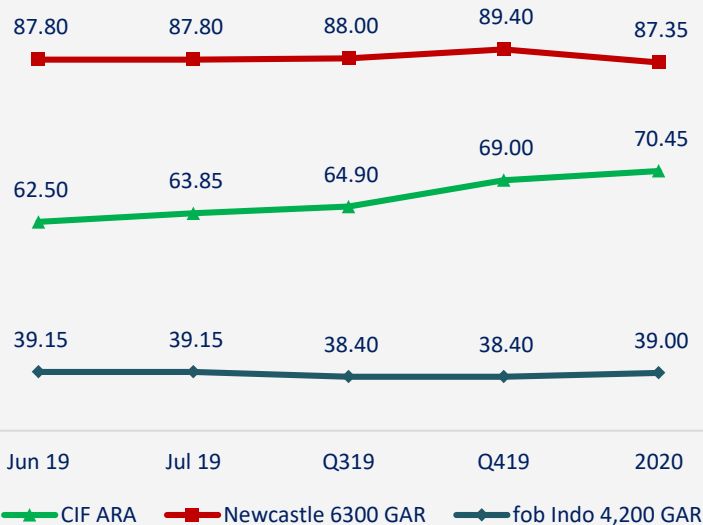
Newcastle 6300 GAR start to decline since Dec 2018, different situation in low CV

The low CV already back to stabilize in Q1 2019 compared to Q4 2018



Coal Market Projection

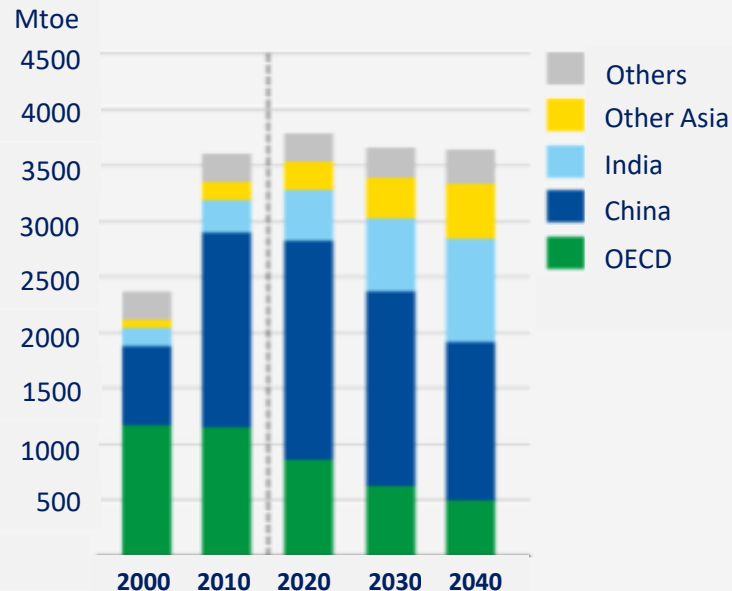
Forward Price (Jun 19 – FY 2020)



Source :

- CIF ARA & Newcastle 6300 GAR from Platts as of May 7th 2019
- Fob Indo 4,200 GAR from Argus as of May 7th 2019

Coal Demand by Region

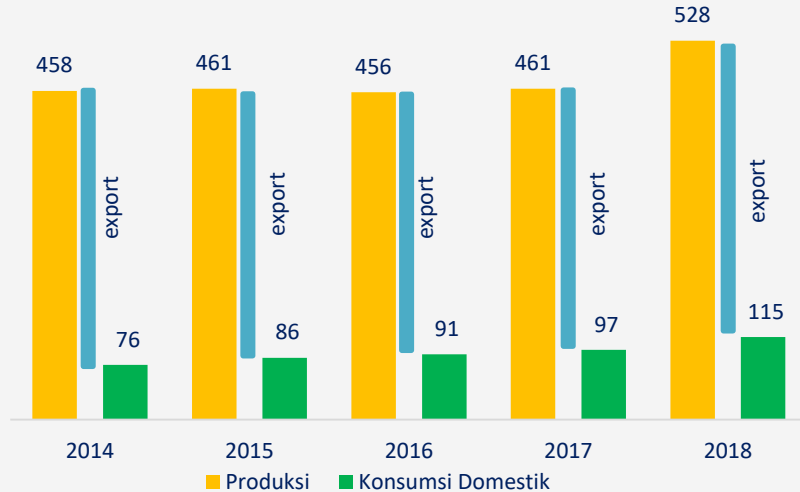


Source : BP Energy Outlook: 2019 edition



Domestic Coal Market

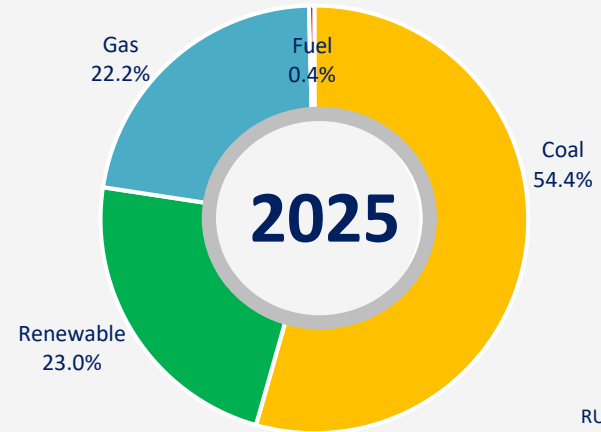
Production and Domestic Consumption



Source : Kementerian ESDM RI

- Coal production continue to increase in line with domestic consumption and export
- The DMO target in 2018 reaches 121 million tons, but the realization is only 115 million tons. However, the realization of the DMO in 2018 has increased compared to previous years.

Indonesia Energy Mix of Power Plant



RUPTL 2018 - 2027
Source : Kementerian ESDM RI

- The biggest coal market in Indonesia is power plant
- In 2025, based on the RUPTL 2018 – 2027, coal still the largest contributor to the power plant



**Company
Profile**



**Industry
Overview**



**Operational
Results**



**Financial
Results**

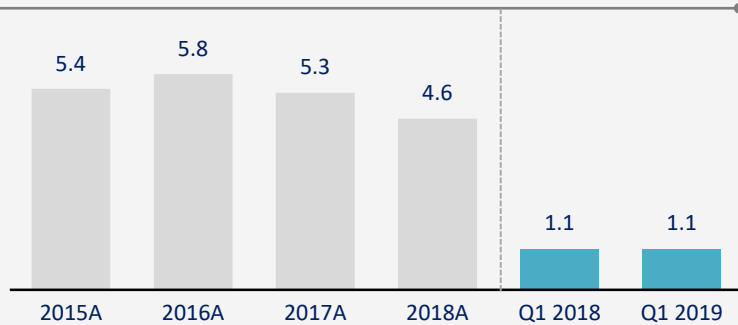


STRENGTHENING SYNERGY, ADVANCING CORE BUSINESS
MEMPERKUAT SINERGI, MEMAJUKAN BISNIS INTI

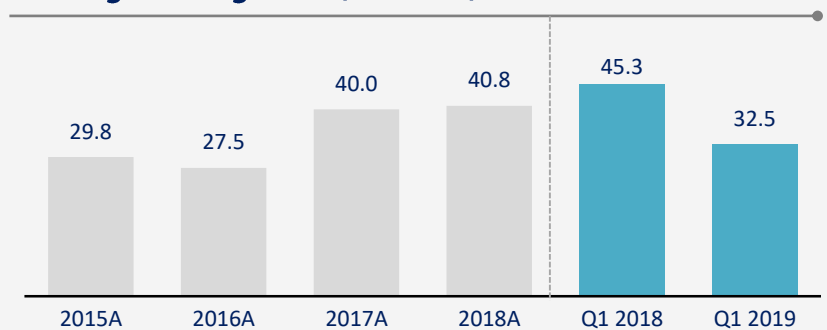


Q1 2019 TIA Operational Performance

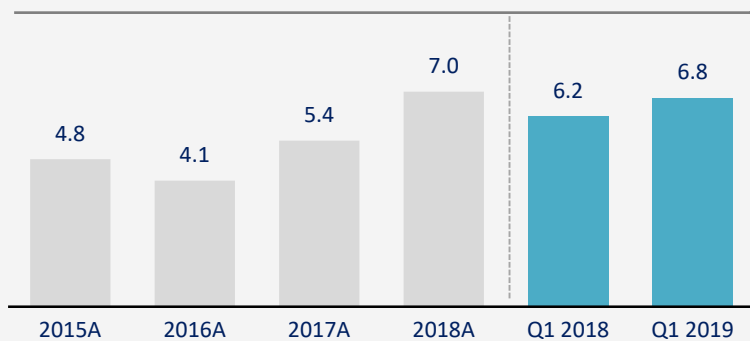
Coal Production (million ton)



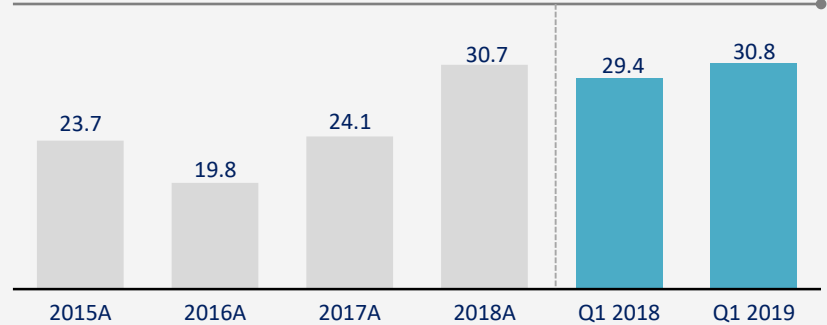
Average Selling Price (US\$/ton)



Average Stripping Ratio (x)



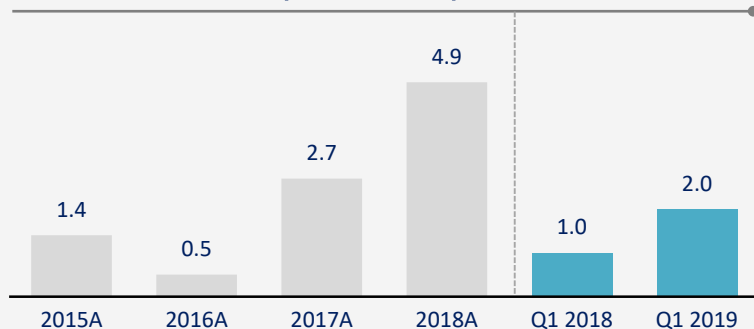
Average Cash Cost (US\$/ton)



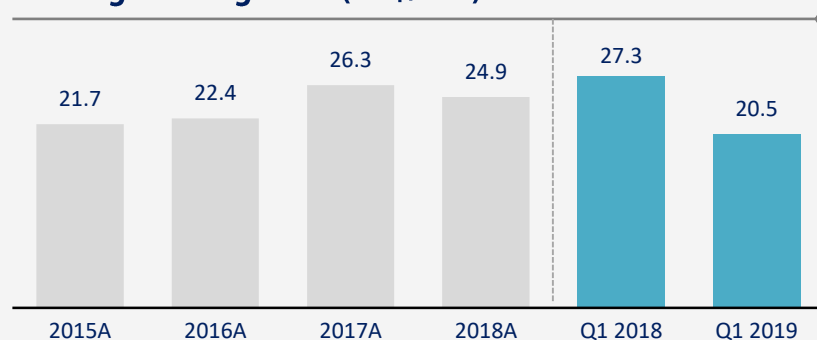


Q1 2019 Mifa Operational Performance

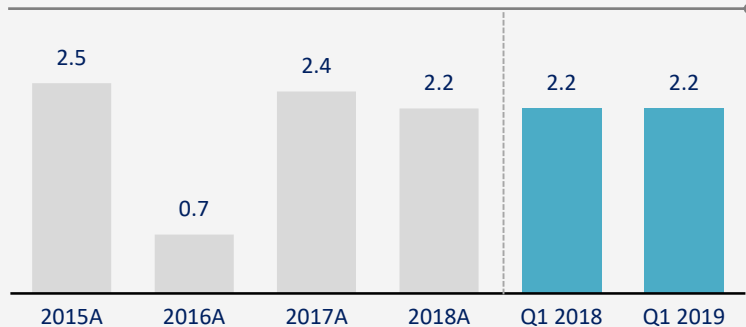
Coal Production (million ton)



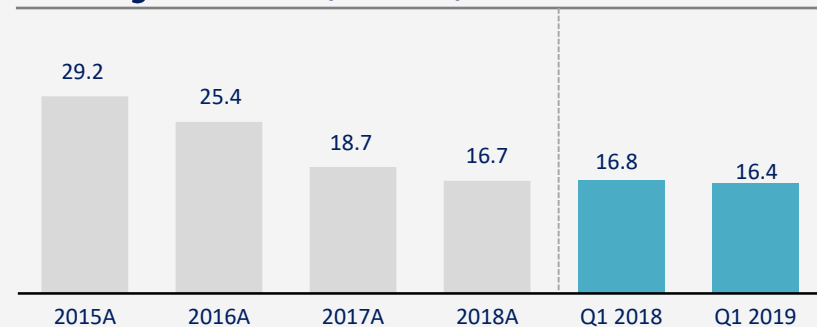
Average Selling Price (US\$/ton)



Average Stripping Ratio (x)



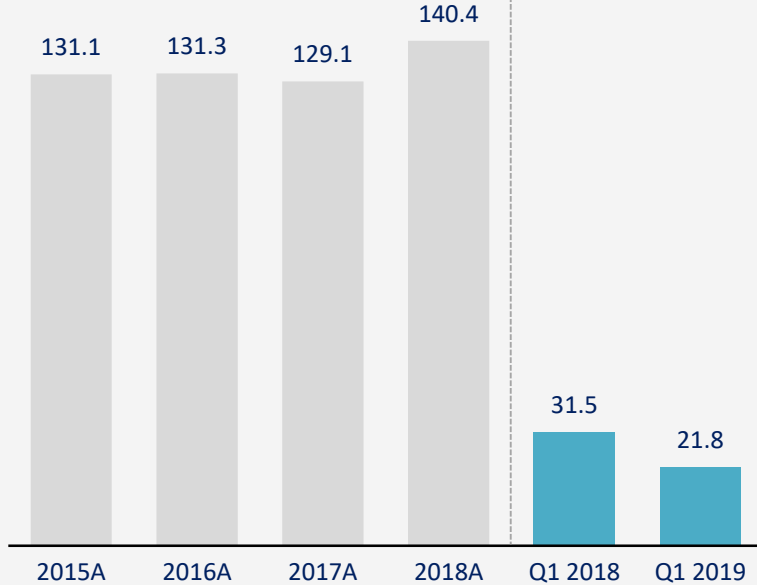
Average Cash Cost (US\$/ton)



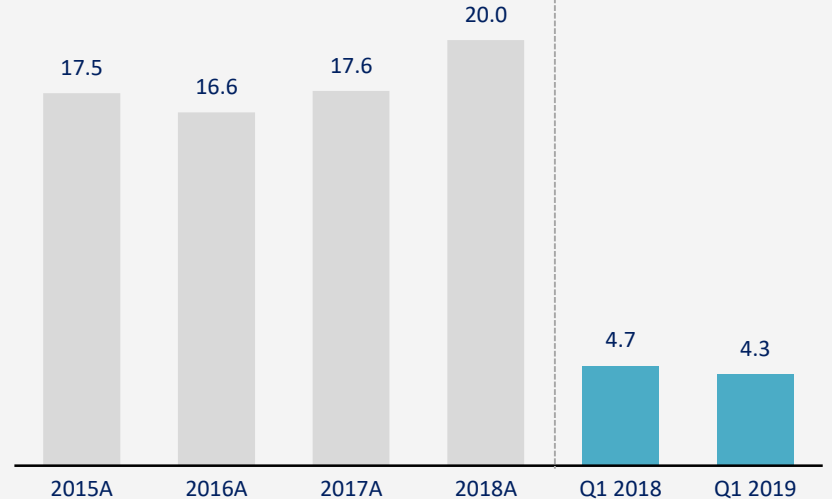
Q1 2019 CK Operational Performance



Overburden Removal (million bcm)



Coal Getting (million ton)





**Company
Profile**



**Industry
Overview**



**Operational
Results**



**Financial
Results**

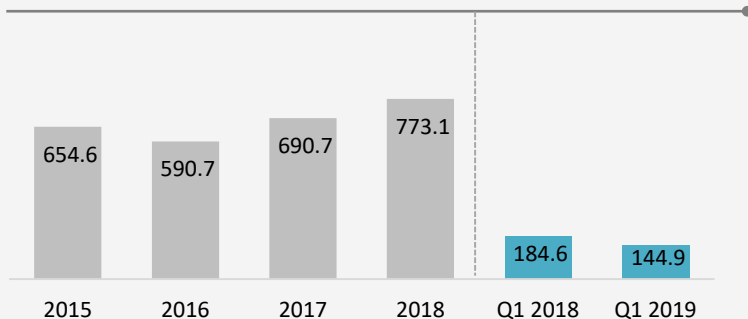


STRENGTHENING SYNERGY, ADVANCING CORE BUSINESS
MEMPERKUAT SINERGI, MEMAJUKAN BISNIS INTI

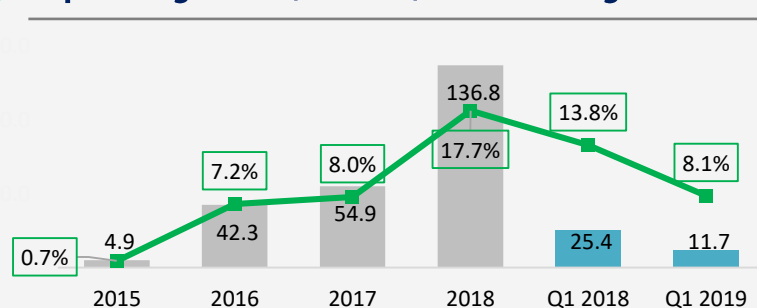


Q1 2019 Financial Results

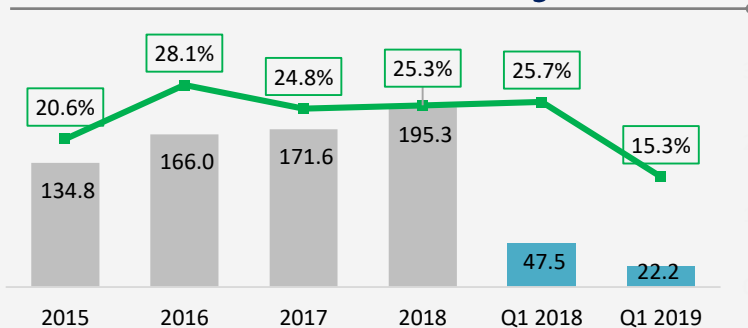
Revenue (US\$ mn)



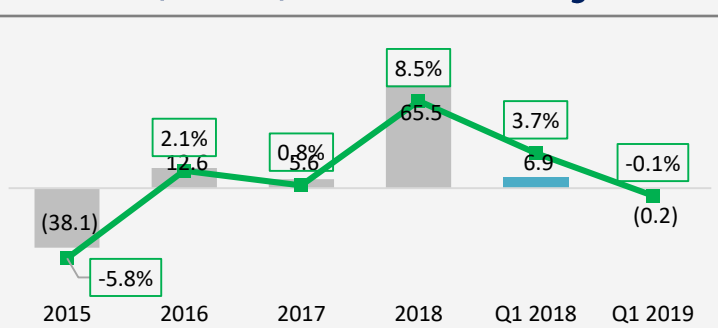
Operating Profit (US\$ mn) and OP Margin



EBITDA (US\$ mn) dan EBITDA Margin



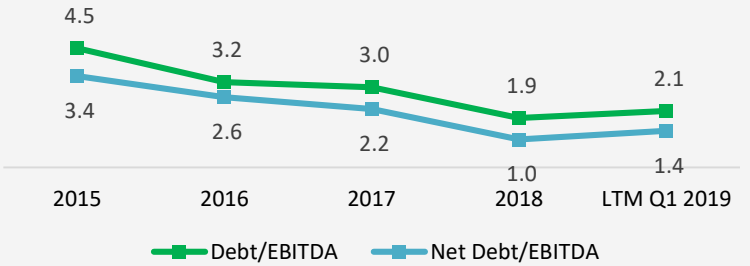
Net Profit (US\$ mn) and Net Profit Margin



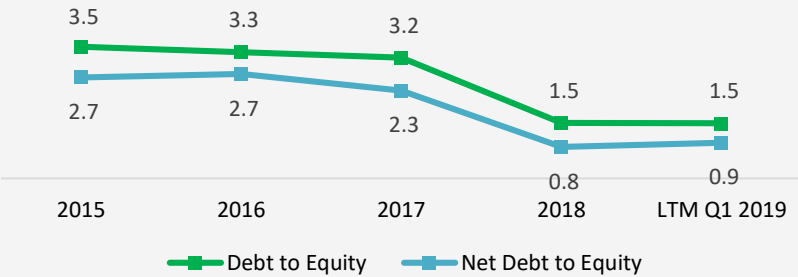


Q1 2019 Financial Ratios

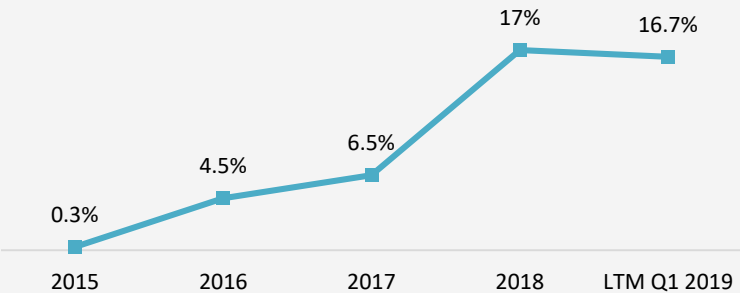
Debt and Net Debt to EBITDA (x)



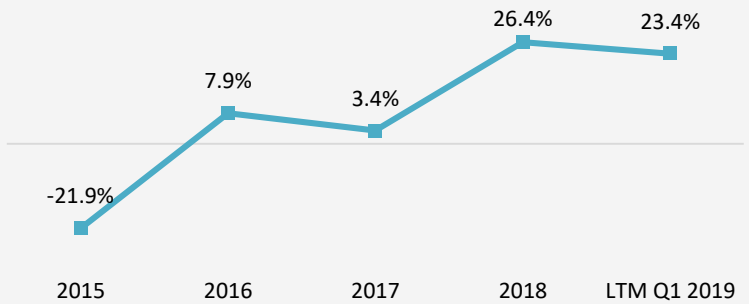
Debt and Net Debt to Equity (x)



Return on Capital Employed (%)



ROE (x)





STRENGTHENING SYNERGY, ADVANCING CORE BUSINESS
MEMPERKUAT SINERGI, MEMAJUKAN BISNIS INTI