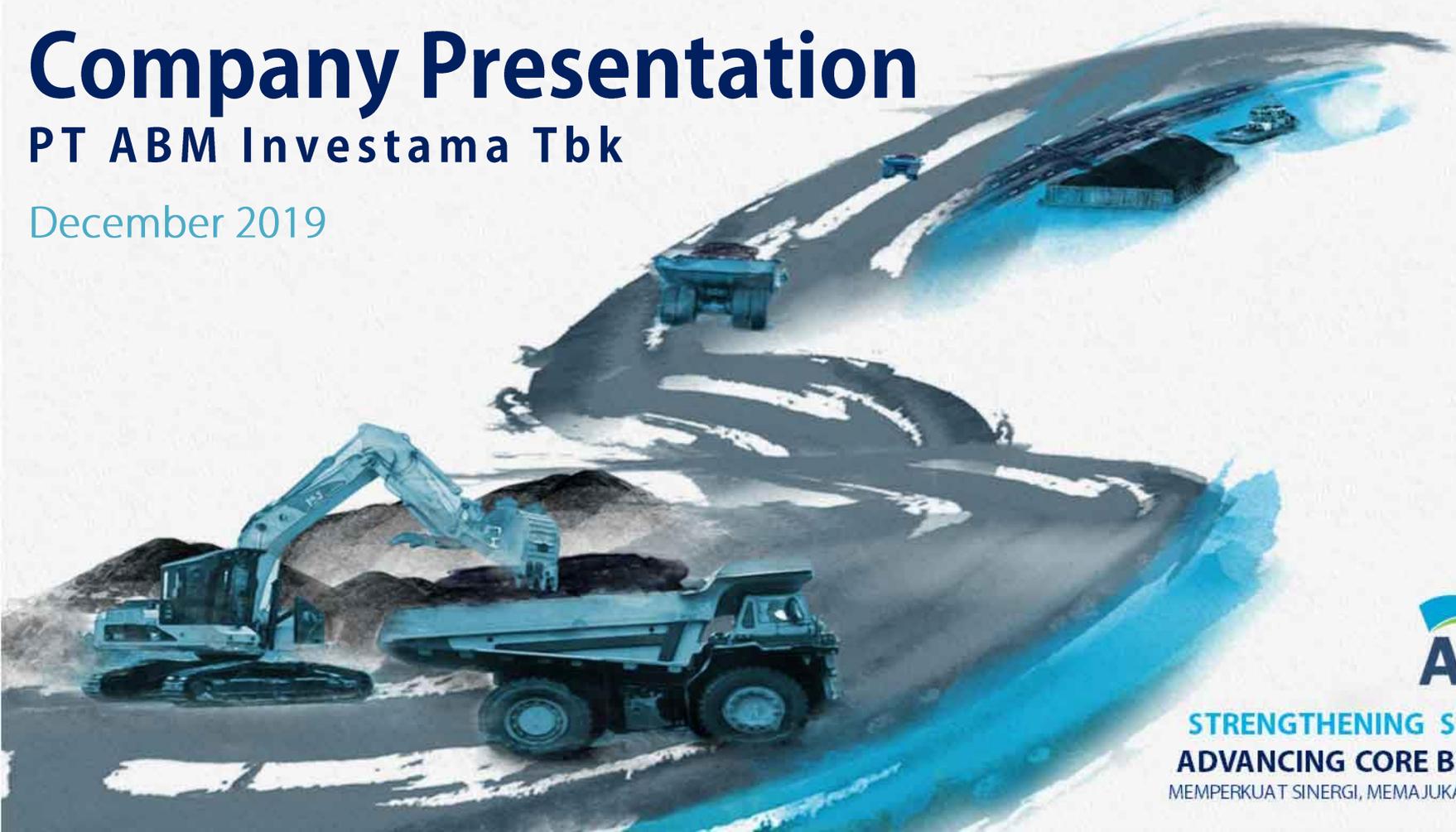


Company Presentation

PT ABM Investama Tbk

December 2019



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



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/// **Industry
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/// **2019
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/// **Operational
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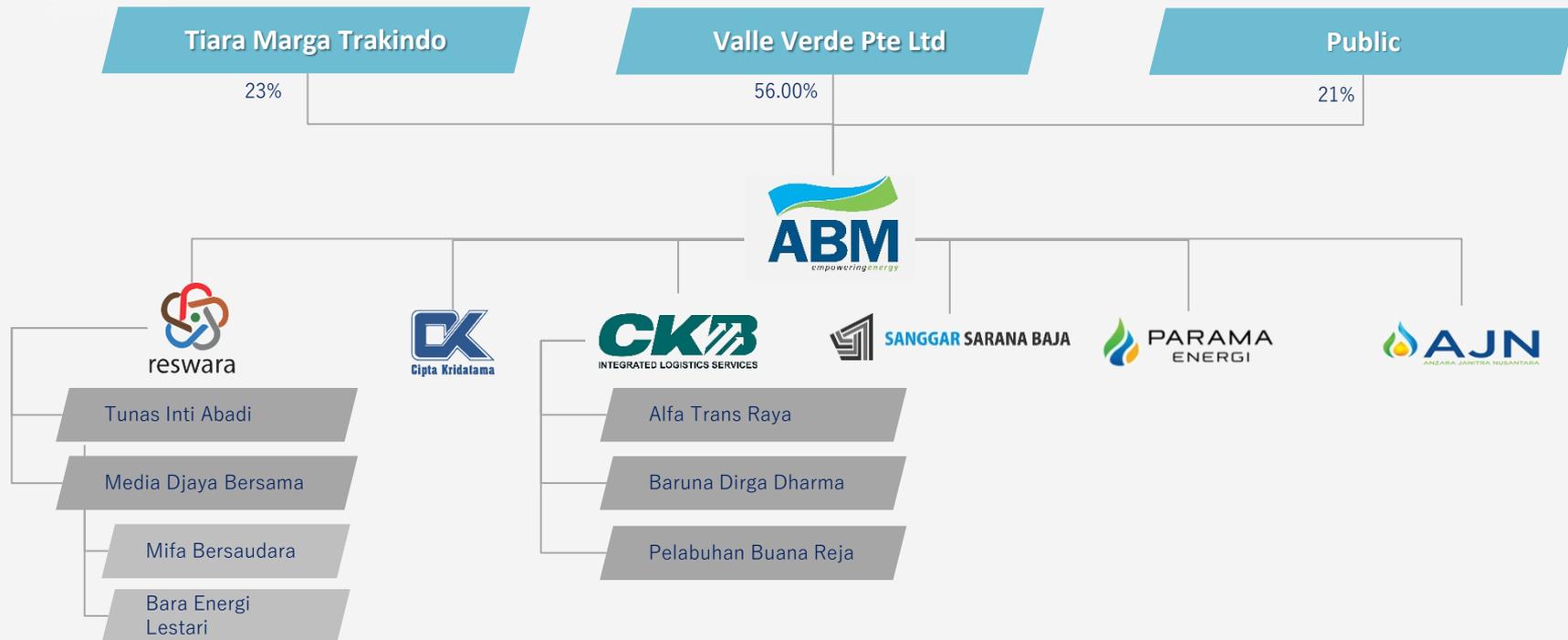
/// **Financial
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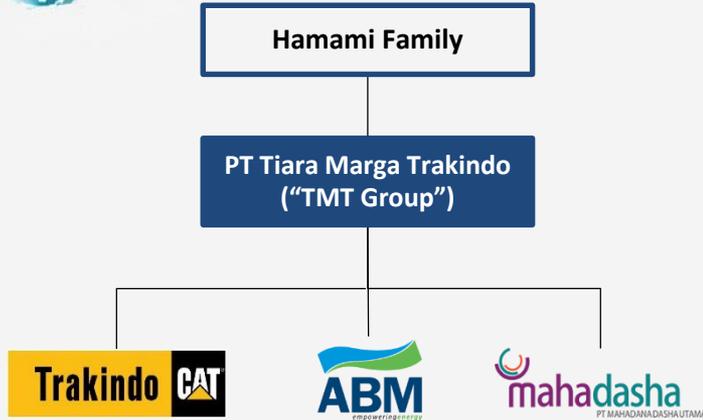


Organization Structure





ABM and Trakindo Utama-CAT are Part of TMT Group



- TMT Group is 100% owned by the Hamami Family.
- **Trakindo CAT** was founded by AHK Hamami in 1970 and has developed into one of the largest domestic conglomerates in Indonesia over a 45 year period
- **Trakindo CAT** became the sole authorized dealer for **Caterpillar** in 1971 and now has over 70 branches serving many industries such as mining, forestry, agriculture, construction, oil and gas, marine, power, industrial and automotive
- **TMT, through Trakindo CAT offers ABM strong partnership and technical support**
 - Ability to conduct large-scale and efficient mining using world class equipment from Caterpillar
 - Benefits from distributor service and support across Indonesia, in the form of customer training and fast equipment servicing
 - Receive timely market intelligence, reduced risk in supply timing and certainty and enhanced prioritization in equipment delivery and quality after sales service
 - Leverage extensive network of customers to identify new business and customer opportunities, as well as Trakindo's brand and reputation
 - Attractive credit terms

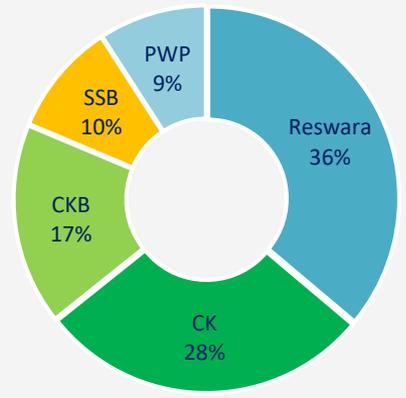
ABM Core Operations : Mining Value Chain (MVC)



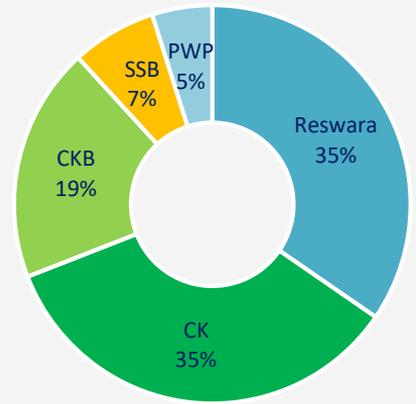


2019 Contribution by Subsidiaries

Revenue Contribution

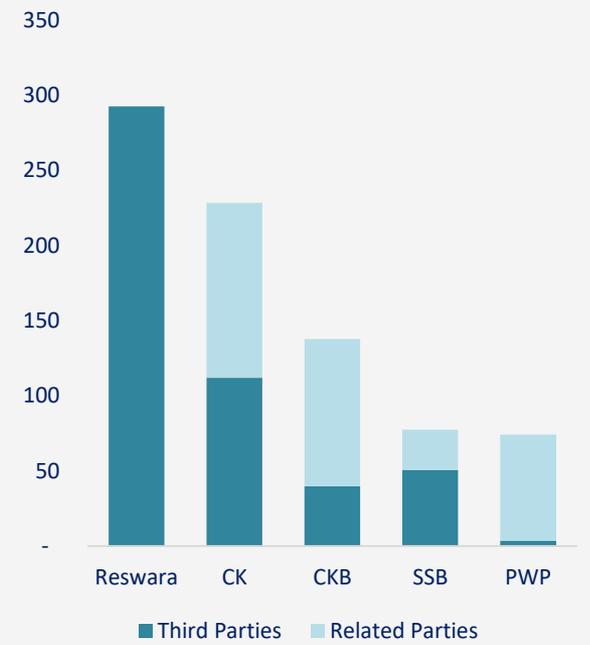


EBITDA Contribution



More than 70% contributed by MVC

Revenue Contribution from Third Parties and Related Parties





ABM Resources and Capabilities



7,111
Employees

28
Provinces

reswara
3 IUP
2 Provinces

CKB
INTEGRATED LOGISTICS SERVICES
51 Branches
24 Provinces

CK
Cipta Kridatama
9 Projects
4 Provinces

SANGGAR SARANA BAJA
10 Branches
7 Provinces

PARAMA ENERGI
18 Locations
7 Provinces



*Data as of Dec 2019



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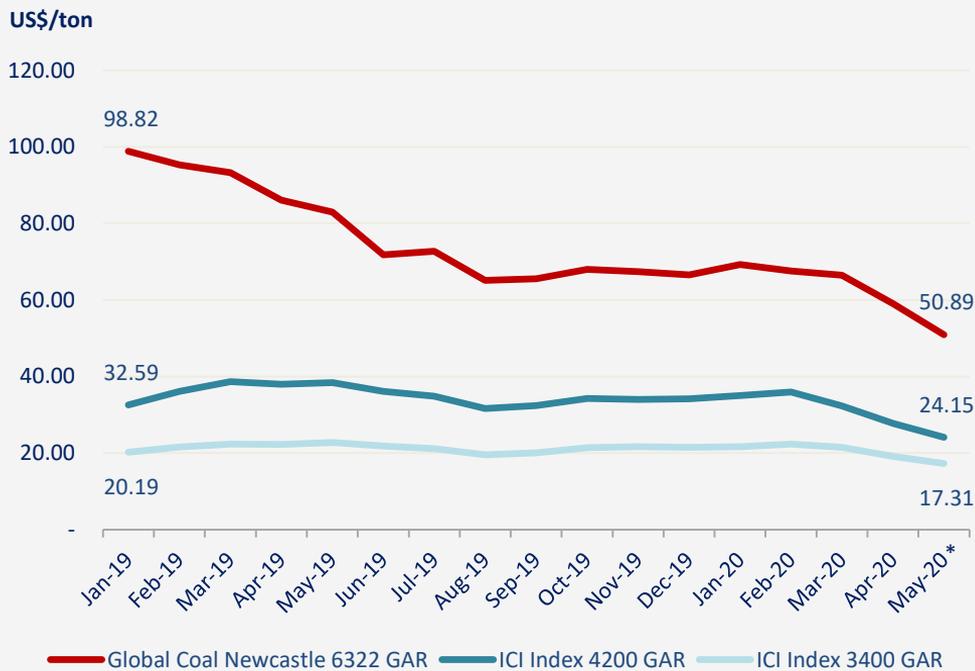


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2019 Coal Industry : Global Uncertainty

Market struggles with uncertainty over coronavirus pandemic



*Until May 8th 2020

What Happened in 2019 and Recently?

Indonesia's economic growth is 5.02% in 2019, the weakest since 2015

China import restrictions

US – China trade war continues

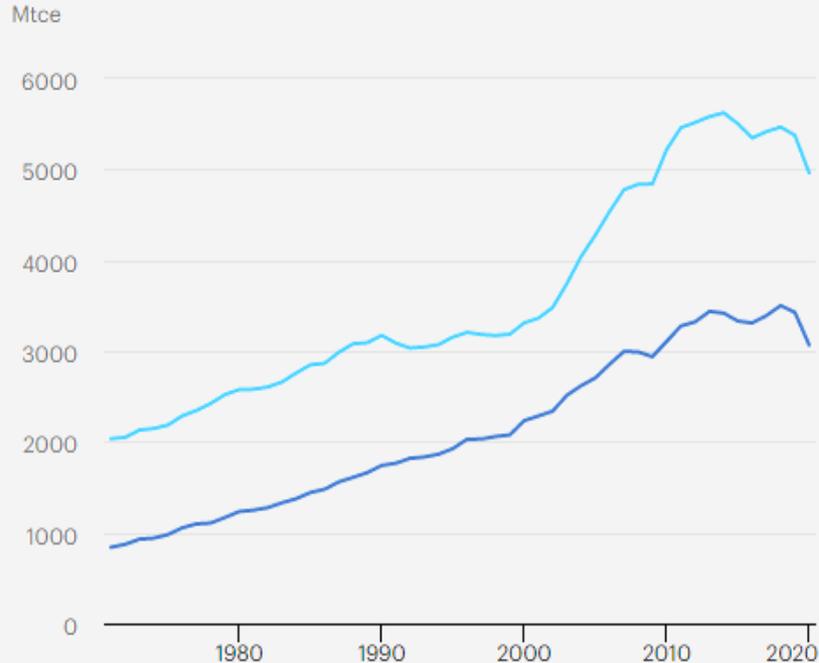
Russia – Saudi Arabia oil price war

Coronavirus (COVID-19) pandemic

Coal Demand Market Projection - Impact of Covid-19



Global total coal demand, 1971-2020



Source : IEA

- **Global** coal demand to fall by about 8% in 2020, the largest drop since World War II, with coal use declining in virtually every sector of every region in the world
- **China**, coal demand will decline in 2020 by around 5%, despite the gradual recovery since February lockdown
- **India**, a greater decline in coal demand, where economic growth and power production are slowing significantly
- **Southeast Asia**, coal demand will decline steeply in 2020, where coal power generation is curtailed by lower electricity demand, especially in **Malaysia** and **Thailand**.
- **Advanced economies**, coal demand to fall by 25% in the United States, around 20% in the European Union, and 5% to 10% in Korea and Japan.



Economic Outlook Growth Projections

The Covid-19 pandemic will severely impact growth across all regions

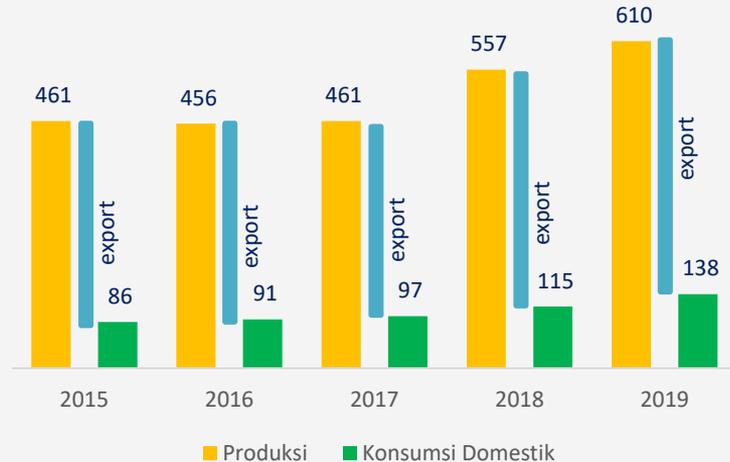
	2019	2020 Projection	2021 Projection
World Output	2.9	-3.0	5.8
Advanced Economies	1.7	-6.1	4.5
United States	2.3	-5.9	4.7
Euro Area	1.2	-7.5	4.7
Japan	0.7	-5.2	3.0
United Kingdom	1.4	-6.5	4.0
Canada	1.6	-6.2	4.2
Other Advanced Economics	1.7	-4.6	4.5
Emerging Markets and Developing Economies	1.7	-6.1	4.5
Emerging and Developing Asia	5.5	1.0	8.5
China	6.1	1.2	9.2
India	4.2	1.9	7.4
ASEAN - 5	4.8	-0.6	7.8
Emerging and Developing Europe	2.1	-5.2	4.2
Russia	1.3	-5.5	3.5
Latin America and the Caribbean	0.1	-5.2	3.4
Middle East and Central Asia	1.2	-2.8	4.0
Saudi Arabia	0.3	-2.3	2.9

- The COVID-19 pandemic is inflicting high and rising human costs worldwide, and the necessary protection measures are severely impacting economic activity
- As a result of the pandemic, the global economy is projected to contract sharply by – 3 percent in 2020, much worse than during the 2008–09 financial crisis
- **The global economy is projected to grow by 5.8 percent in 2021 as economic activity normalizes, helped by policy support**



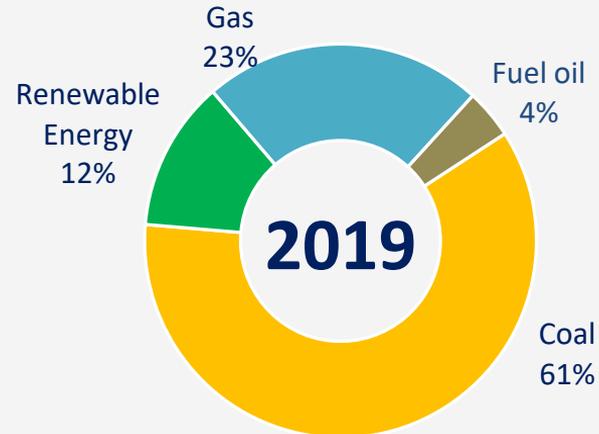
Domestic Coal Market

Production and Domestic Consumption



- Coal production continue to increase in line with domestic consumption and export
- The DMO target in 2019 was 129 million tons, and the realization is higher than target, 138 million tons

Indonesia Energy Mix of Power Plant



- The biggest coal market in Indonesia is power plant
- Coal still the largest contributor to the power plant



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2019 Achievement

Coal Production Volume



11.8
million ton

Total coal production volume of Reswara contributed from TIA, Mifa and BEL mine sites

Life of Mine Contracts



2 LoM
(Life of Mine Contracts)

CK won 2 Life of Mine contracts from MHU and BMB

Credit Facility Agreement



US\$ 50
million

ABM has signed a credit facility agreement in Dec 2019 from OCBC NISP



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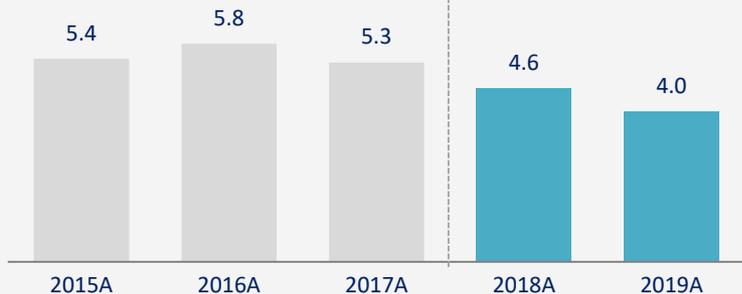


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2019 TIA Operational Performance

Coal Production (million ton)



Average Selling Price (US\$/ton)



Average Stripping Ratio (x)



Average Cash Cost (US\$/ton)





2019 Mifa Operational Performance

Coal Production (million ton)



Average Selling Price (US\$/ton)



Average Stripping Ratio (x)



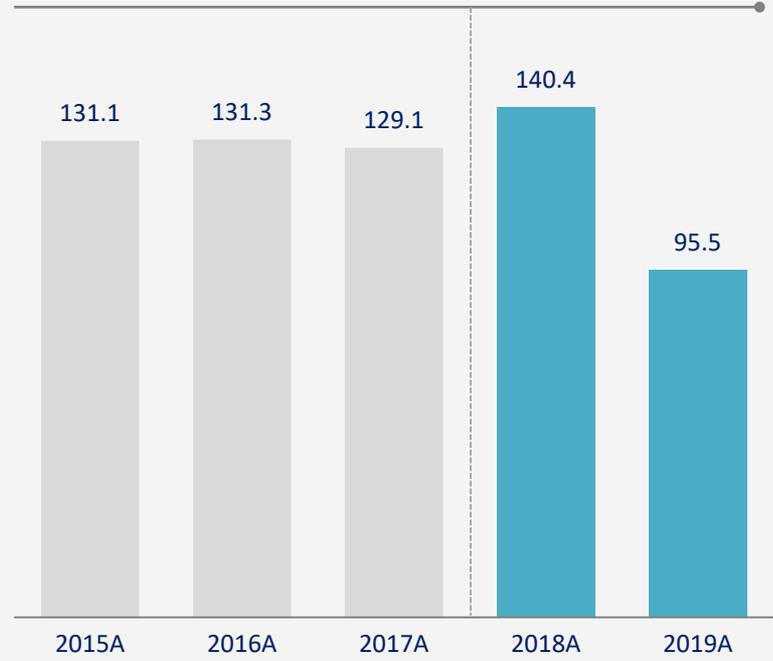
Average Cash Cost (US\$/ton)



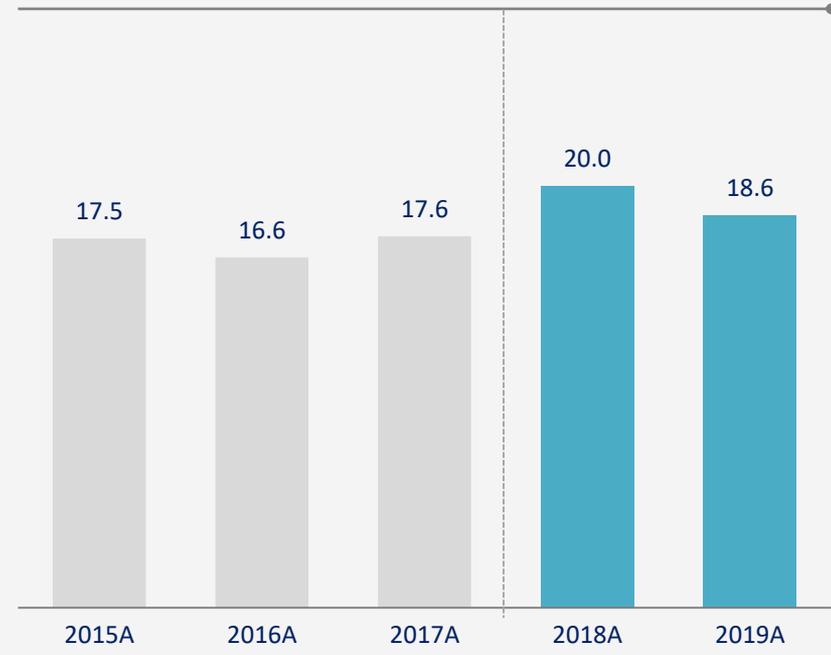


2019 CK Operational Performance

Overburden Removal (million bcm)



Coal Getting (million ton)





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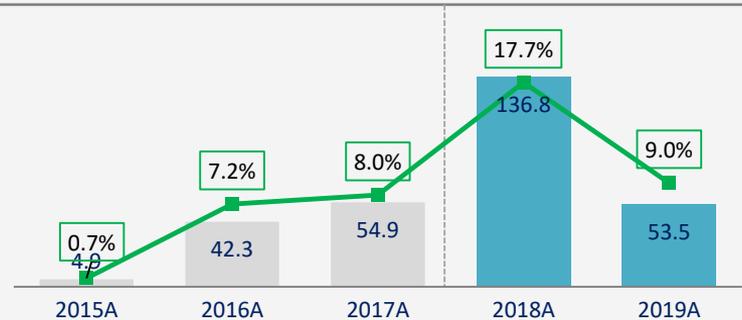


2019 Financial Results

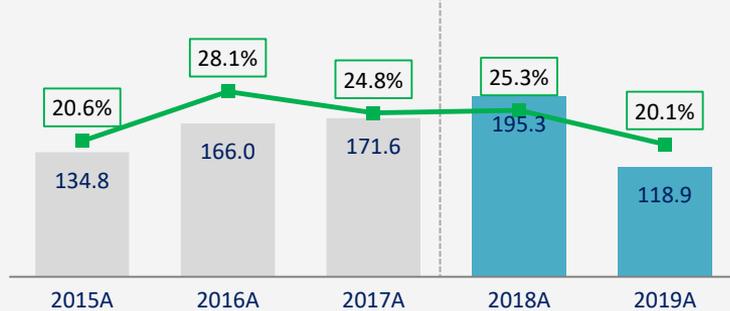
Revenue (US\$ mn)



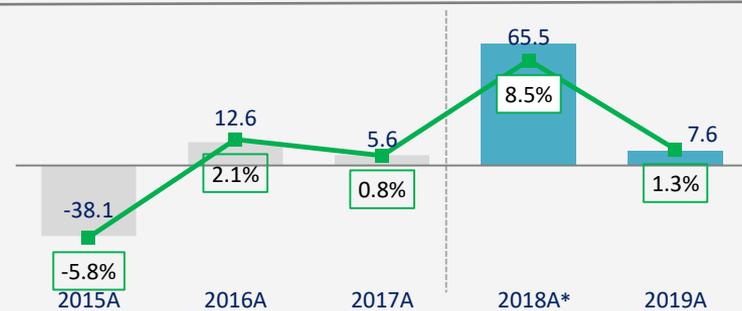
Operating Profit (US\$ mn) and OP Margin



EBITDA (US\$ mn) dan EBITDA Margin



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

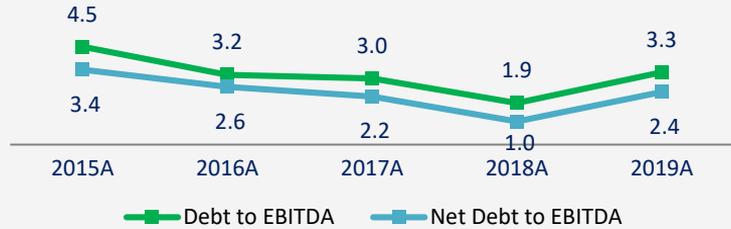


* Incl. Reversal of of impairment losses on mining properties US\$45.4 mn

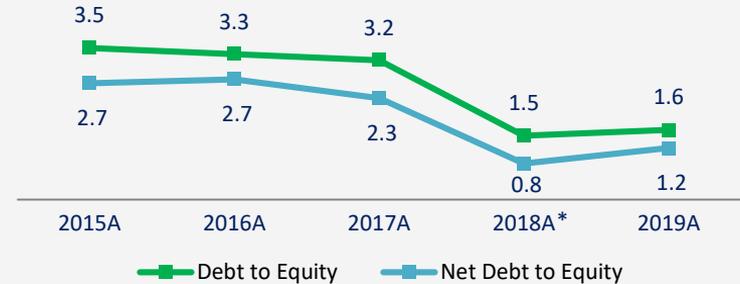


2019 Financial Ratios

Debt and Net Debt to EBITDA (x)



Debt and Net Debt to Equity (x)



Return on Capital Employed (%)



ROE (x)



* Incl. Reversal of of impairment losses on mining properties US\$45.4 mn



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