

PT ABM Investama Tbk



PT ABM Investama Tbk.

A member of Tiara Marga Trakindo Group

www.abm-investama.com



**1Q 2014 Result
Company Presentation**

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About ABM

IDX Stock Code	ABMM
Listing Date / IPO Price	December 6, 2011 / IDR 3,750
Last Price (March 31, 2014)	IDR 3,350
Market Cap (March 31, 2014)	IDR 9,223 billion (US\$ 808.8 million)
Free Float	11.3%

PT ABM Investama Tbk (ABM) is an integrated energy company involved in strategic investment in the energy-related sector, including resources, services and infrastructure. ABM provides integrated energy solutions with business synergy centered in three key business units in coal production, mining contract services, and electrical power solutions. These primary business units are supported by important business components such as engineering services and integrated logistics services.

ABM's Five Strategic Business Units (SBUs)



Coal Mining

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

Mine Contractor

- Established 1997
- Fleet of 474 heavy equipment serving 11 customers
- Backlog Overburden 632 million bcm and 29 million tons
- Employees: 3,414

Power Solutions

- Established 1992
- 833 generators (over 1,100 MW capacity)
- Manages more than 90 diesel power generation projects in Indonesia
- Employees: 1,624

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: 2,497

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: 504

A photograph of an industrial facility, likely a power plant or refinery. In the foreground, several large pipes run parallel to each other, colored in shades of green, blue, and yellow. In the background, there are large industrial towers and structures under a cloudy sky. A blue arrow-shaped banner is overlaid on the image, containing text.

Recent Updates

6

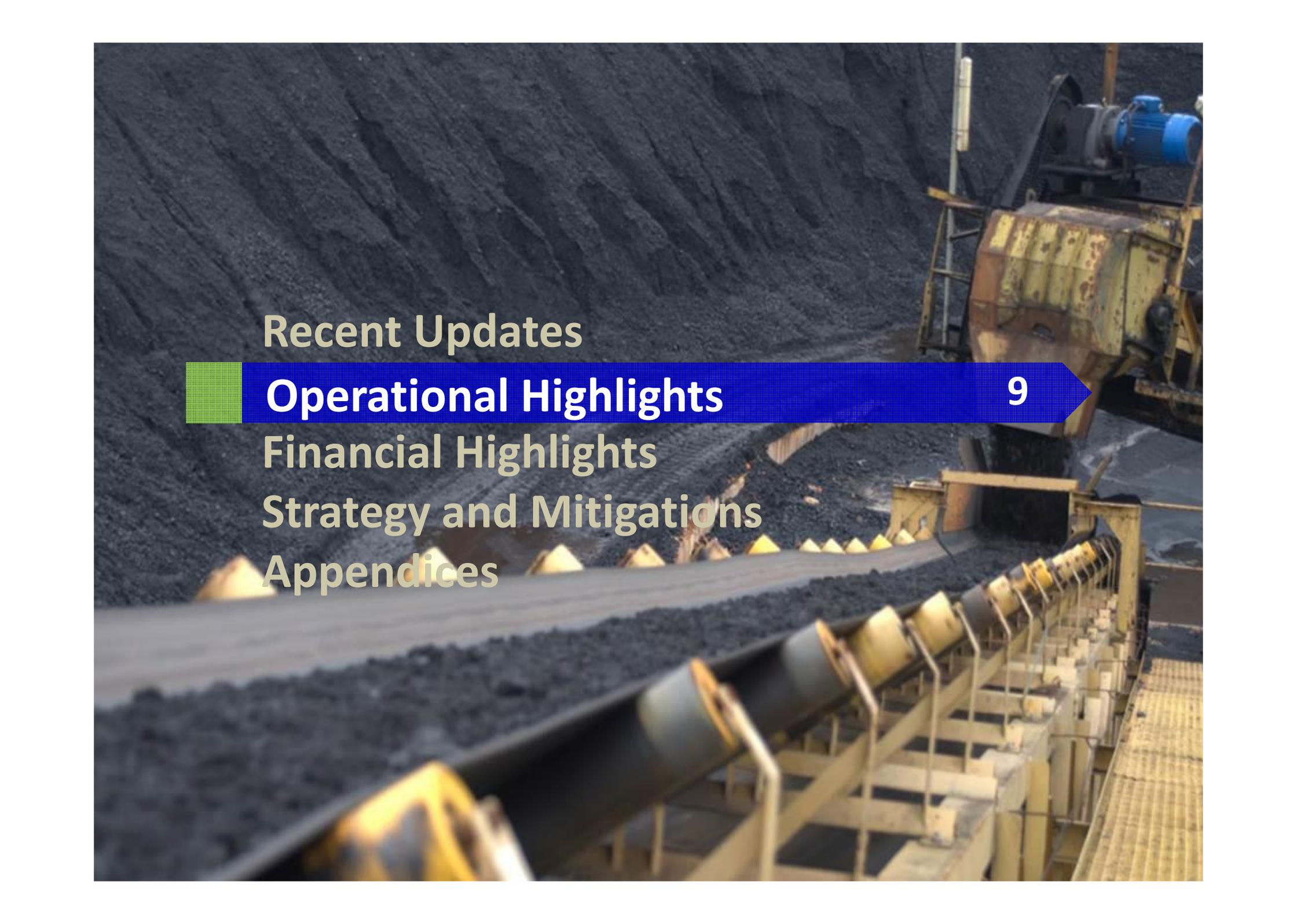
Operational Highlights
Financial Highlights
Strategy and Mitigations
Appendices

Recent Updates (1)

- January 20, 2014 – ABM made a loan drawdown from the Term Loan Facility (TLF) of US\$319 million as part of the Company's financing consolidation to repay the bank loans of its subsidiaries except Sumberdaya Sewatama
- February 18, 2014 – Alfa Trans Raya (ATR), the industrial vessel subsidiary of Cipta Krida Bahari (CKB), signed "Memorandum of Agreement" with the Maritime Company for Navigation on behalf of Al Blagha Holding Group to conduct the sales transaction for "Adinda Bella", "Adinda Gitta", and "Adinda Hira" with total sales price of approximately US\$15.7 million
- February 25, 2014 – Nagata Dinamika Hydro Energy Ma'dong (NDHE Ma'dong), a subsidiary of Nagata Bisma Shakti, the sub holding subsidiary for renewable energy of Sumberdaya Sewatama, officially commenced the construction of the 10MW mini hydro power plant in North Toraja, South Sulawesi with commencement targeted in the next 2 years

Recent Updates (2)

- February 28, 2014 – ATR executed the sales transaction for “Adinda Bella”, “Adinda Gitta”, and Adinda Hira” with the Maritime Company for Navigation on behalf of AI Blagha Holding Group
- February 28, 2014 – ABM made a loan drawdown from the Working Capital Facility (WCF) of US\$12 million, as part of the Company’s financing consolidation signed on December 18, 2013

A photograph of a coal processing plant. In the foreground, a large conveyor belt system is visible, with several yellow rollers and metal supports. The conveyor is transporting a large volume of dark coal. In the background, a large, dark, textured wall of coal is visible. To the right, there is a piece of heavy machinery, possibly a crusher or mill, with a blue motor and a yellow body. The overall scene is industrial and focused on coal processing.

Recent Updates

Operational Highlights

9

Financial Highlights

Strategy and Mitigations

Appendices

Operational Highlights



Page 10



COAL MINING

Rapid production growth from 3 mining companies with total coal production of nearly 5.0 million tons in 2013



Page 28



MINE CONTRACTOR

One of Indonesia's top 10 mine contractors with overburden removal of 89 million BCM and rental service to extract 12 million tons of coal in 2013



Page 35



POWER SOLUTIONS

Leading power engine rental with installed capacity of more than 1.1GW, currently developing IPP business and O&M services



Page 40



ENGINEERING SERVICES

Unique engineering services provider with exposure to oil & gas, mining, power generation transportation, and heavy equipment sectors



Page 44



INTEGRATED LOGISTICS

A growing logistics player offering customized services ranging from freight forwarding, project logistics, industrial / offshore and coal logistics shipping, warehouse and shorebase management services

Coal Production at TIA, South Kalimantan



Barge Conveyer at TIA, South Kalimantan

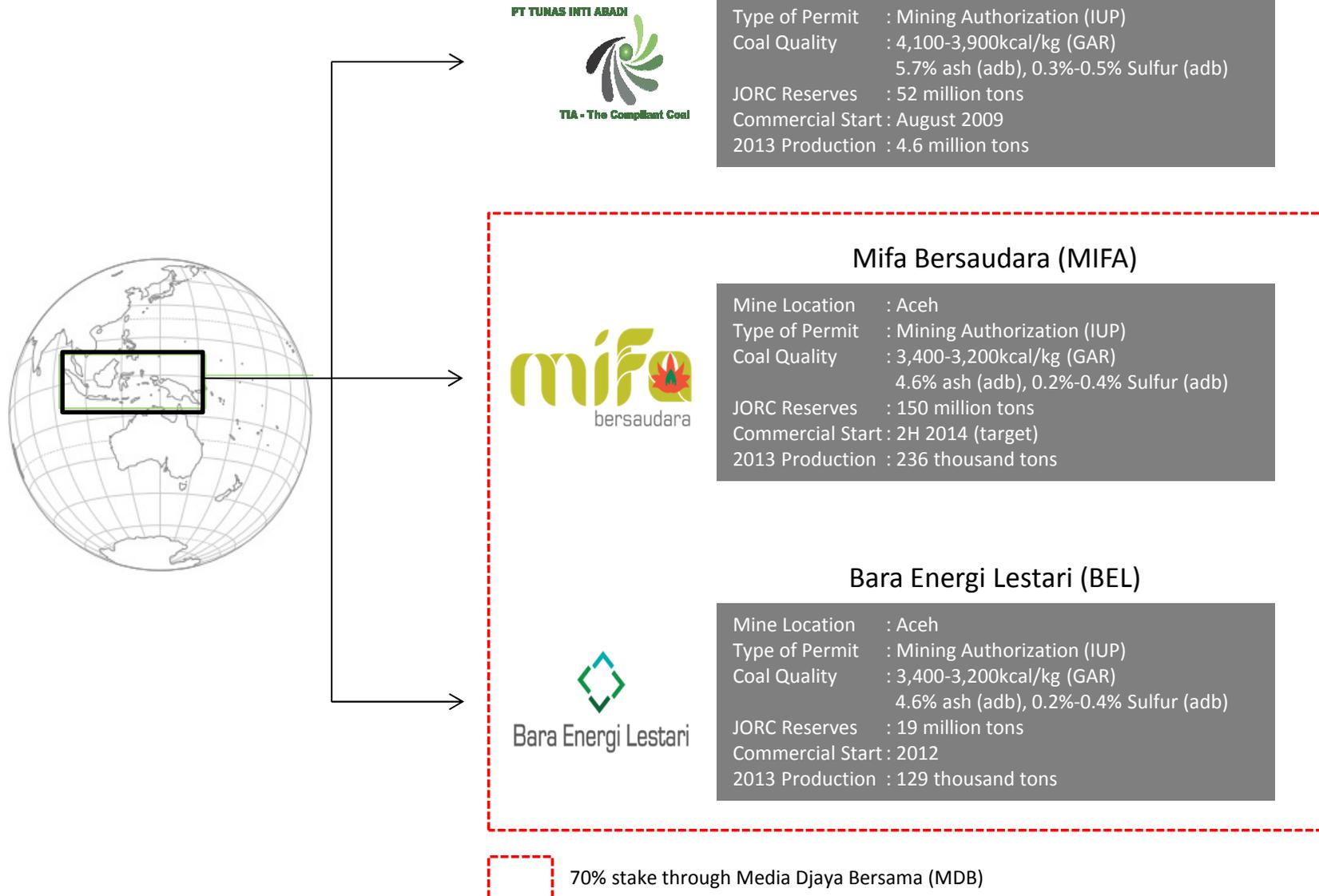


Capsize Maiden Shipment for TIA coal



Reswara Minergi Hartama (Reswara) – Coal Mining

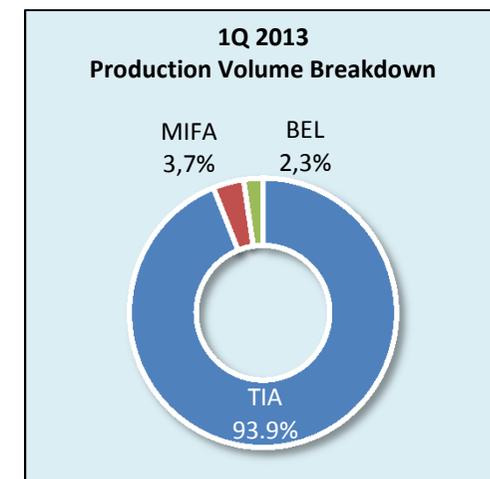
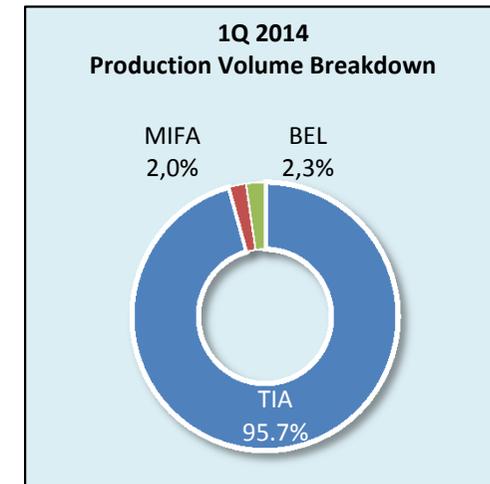
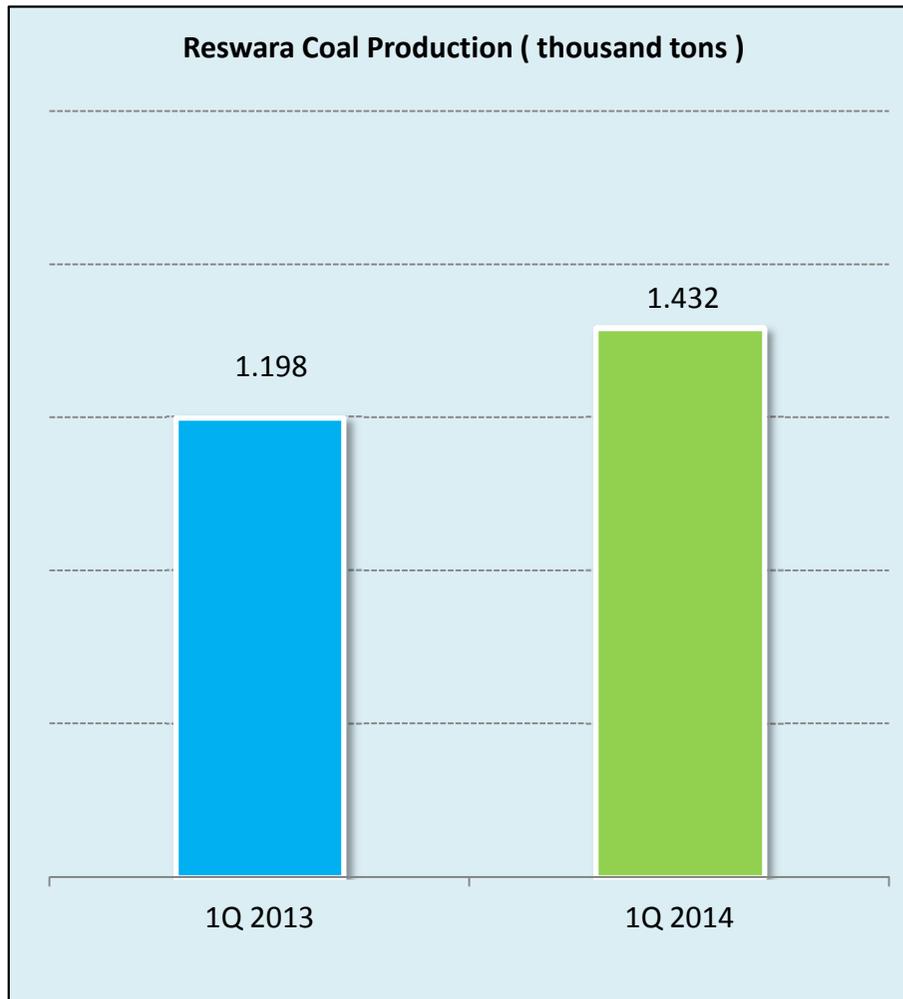
Snapshot:



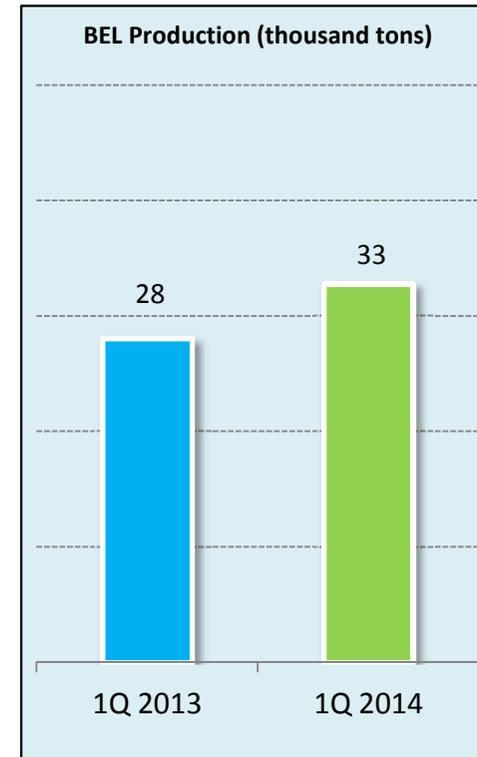
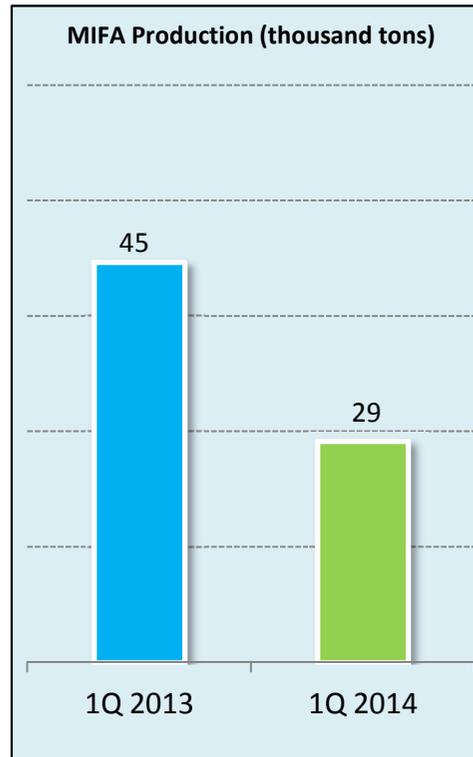
Recent Updates:

- Total production volume and sales volume of Reswara group in 1Q 2014 amounted 1.43 mn tons and 1.42 mn tons, respectively
- Tunas Inti Abadi (TIA), the biggest coal mine in Reswara group, reported total sales of 1.35 mn tons, accounted for 95% of total Reswara's group sales volume in 1Q 2014
- TIA had Capesize maiden shipment on March 2014, achieving faster loading time than schedule
- MIFA (Aceh project) targeted to commence its large-scale commercial production by 2H 2014

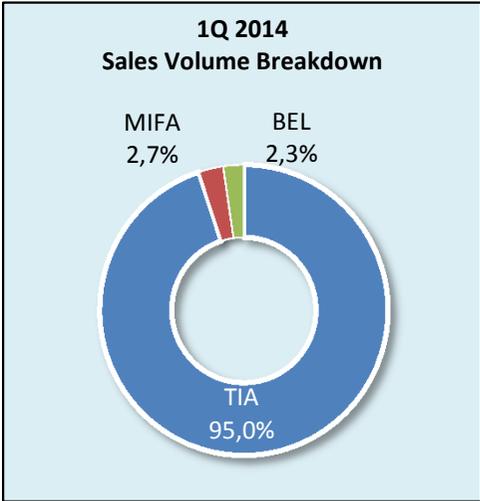
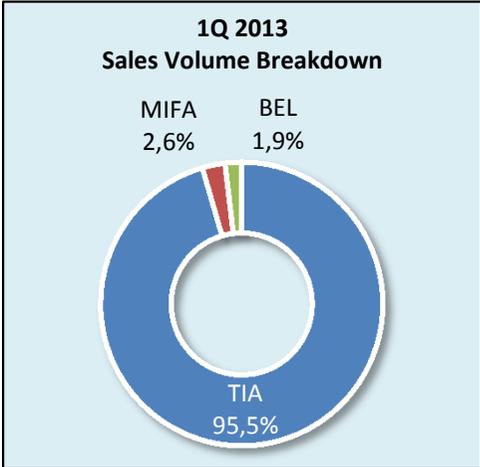
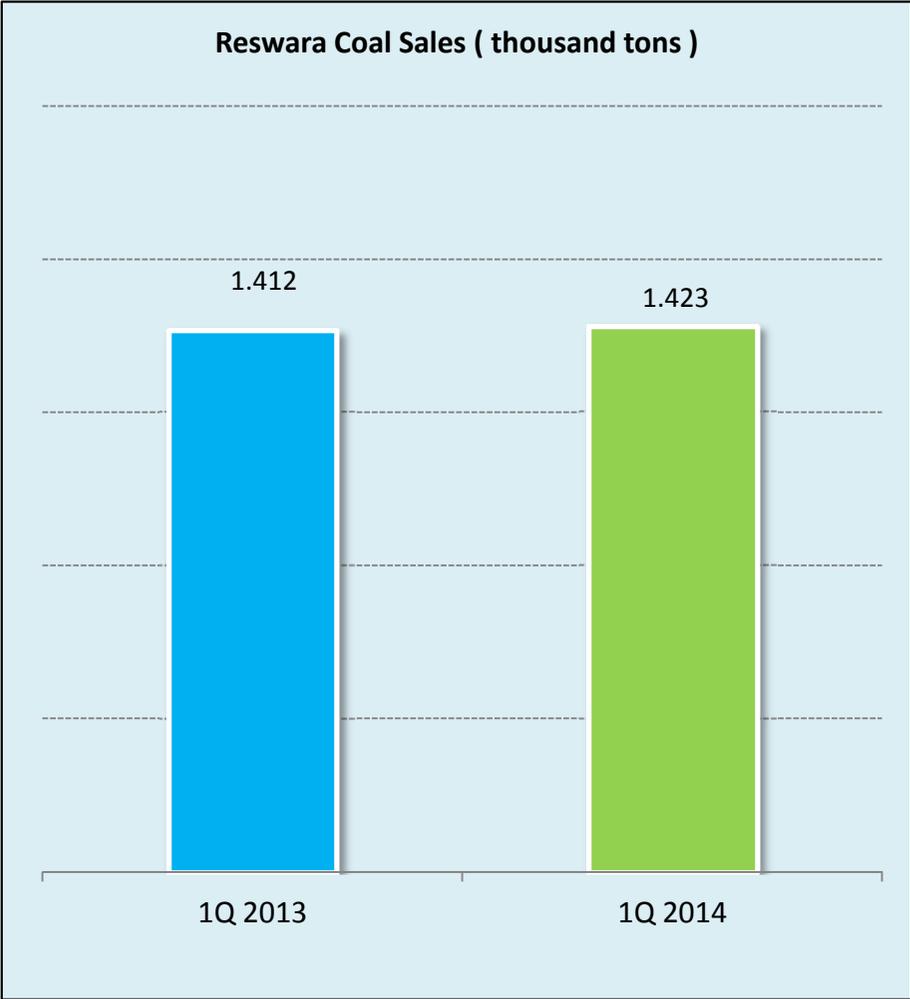
Reswara: Production Volume 1Q 2014 vs. 1Q 2013



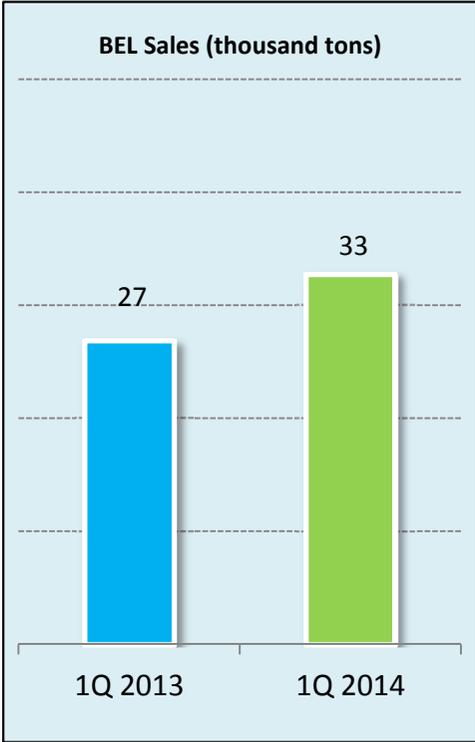
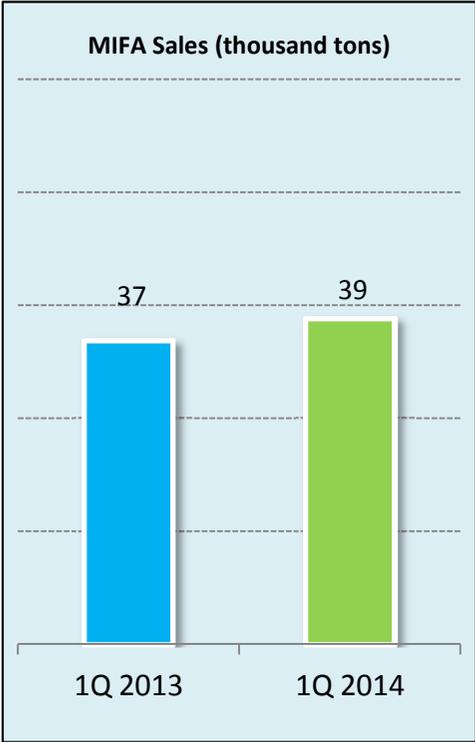
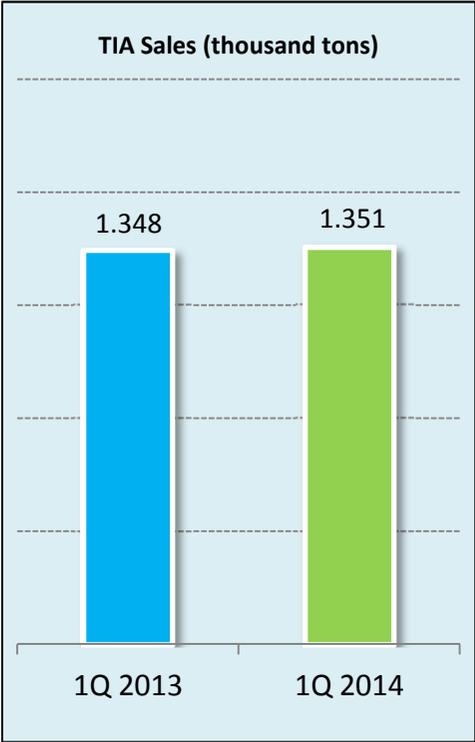
Reswara: Production Volume 1Q 2014 vs. 1Q 2013



Reswara: Sales Volume 1Q 2014 vs. 1Q 2013

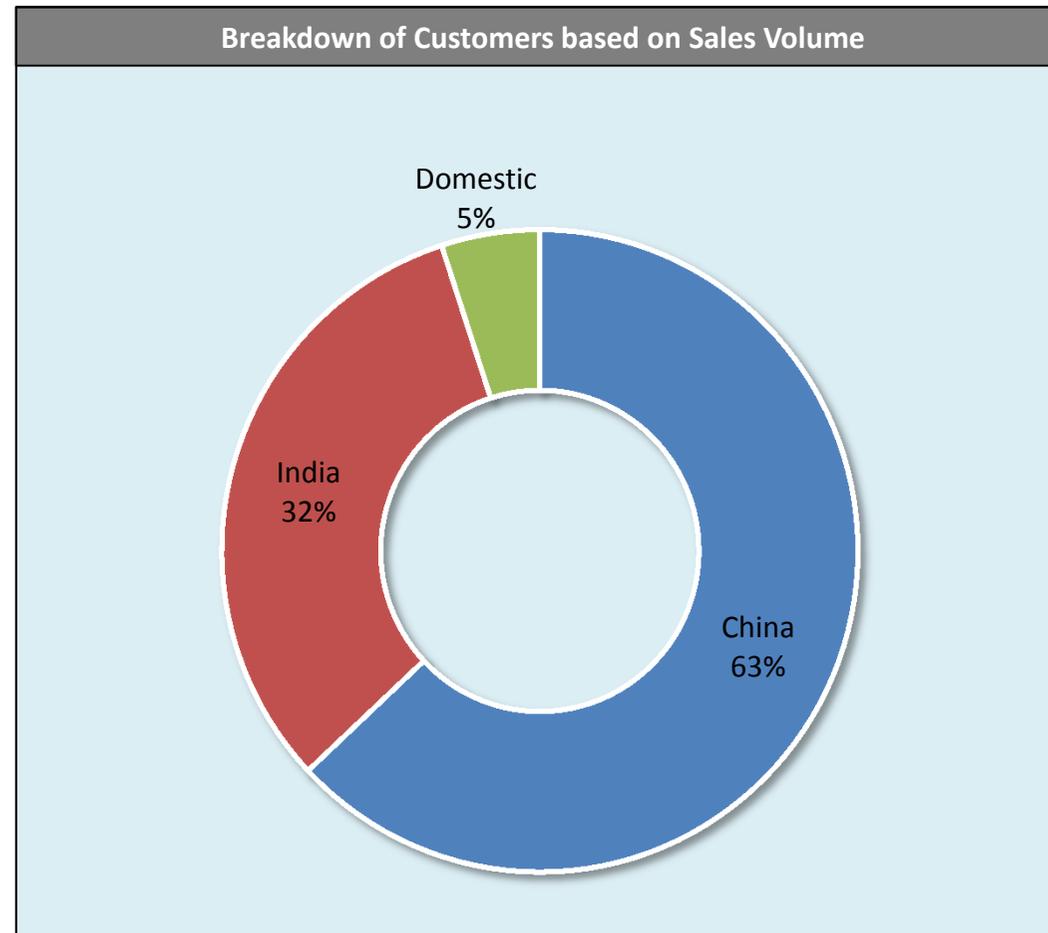


Reswara: Sales Volume 1Q 2014 vs. 1Q 2013

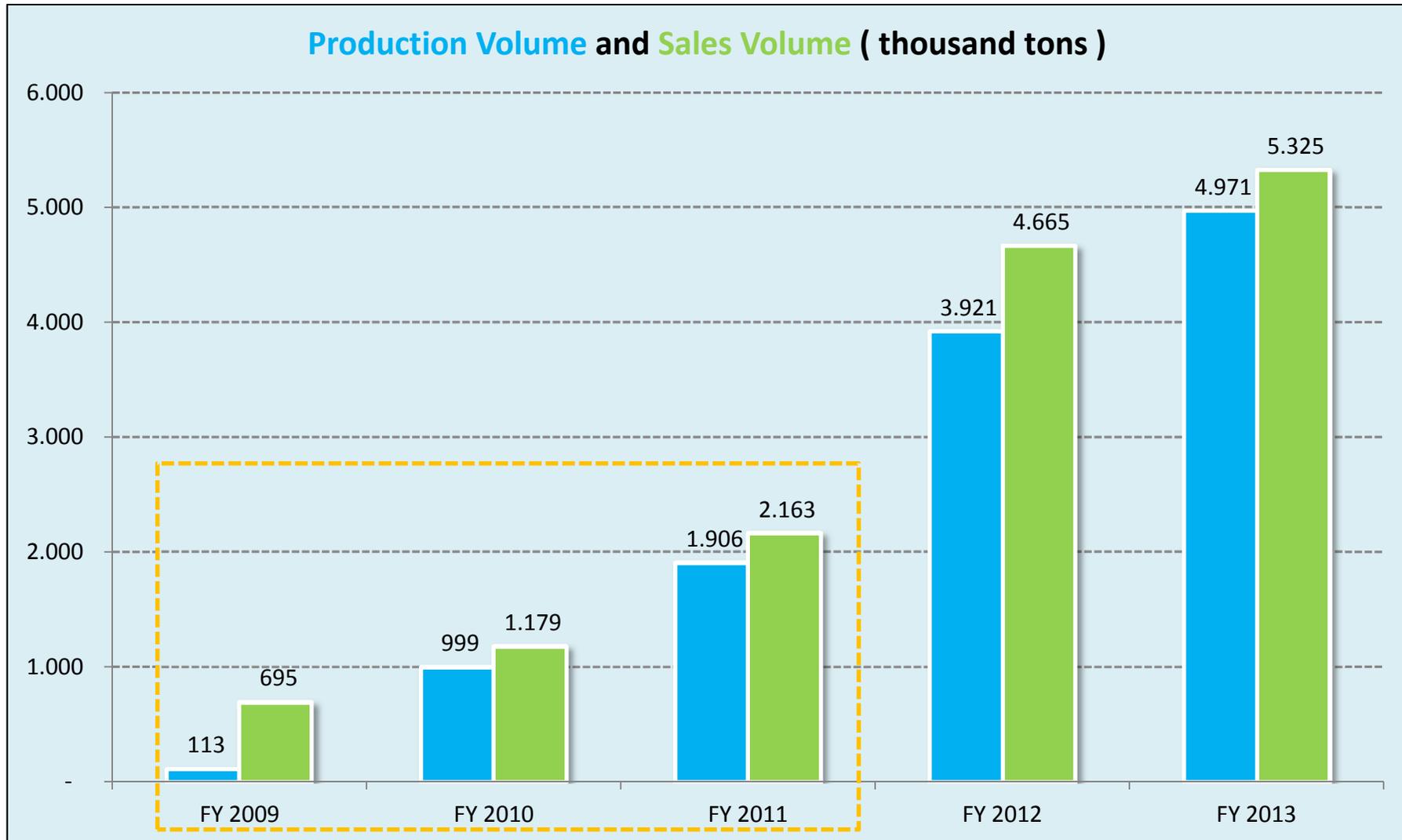


Reswara: Market Destination 1Q 2014

- All of MIFA and BEL coal sold to the domestic buyers
- Most of TIA coal exported to China and India



Reswara: Coal Sales and Production 2009 - 2013

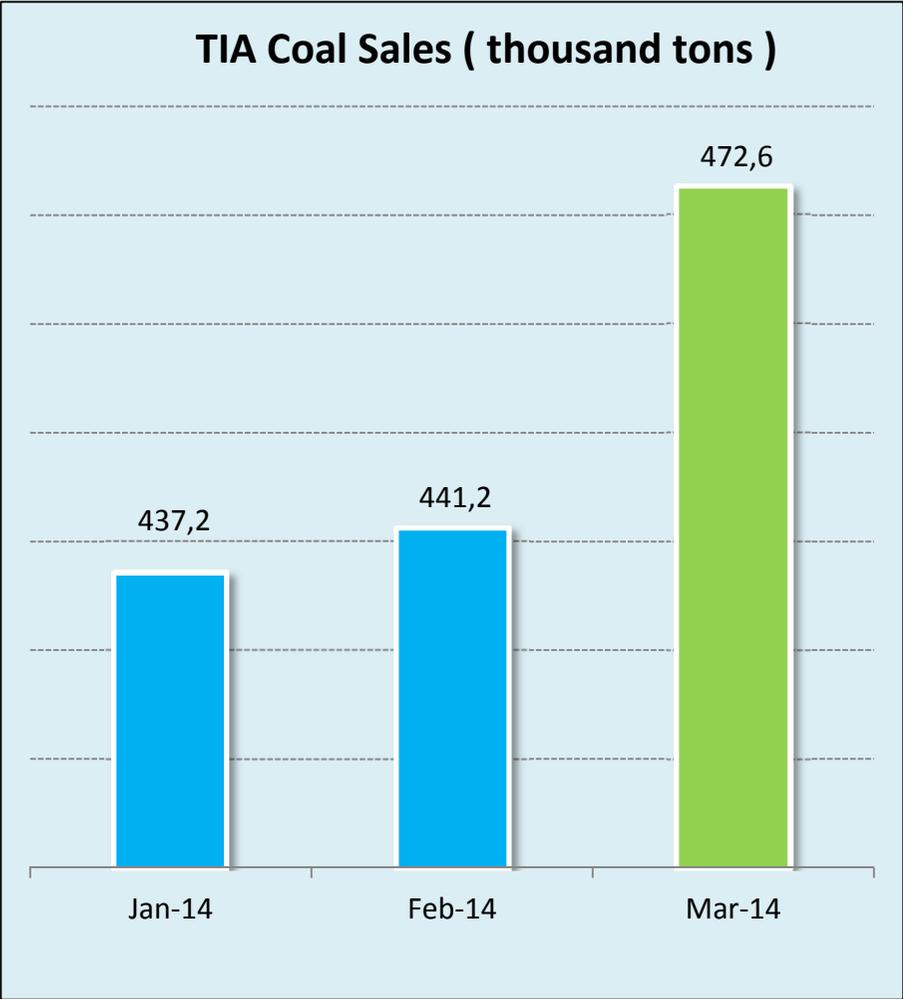


 Entire coal production volume and sales volume contributed by TIA

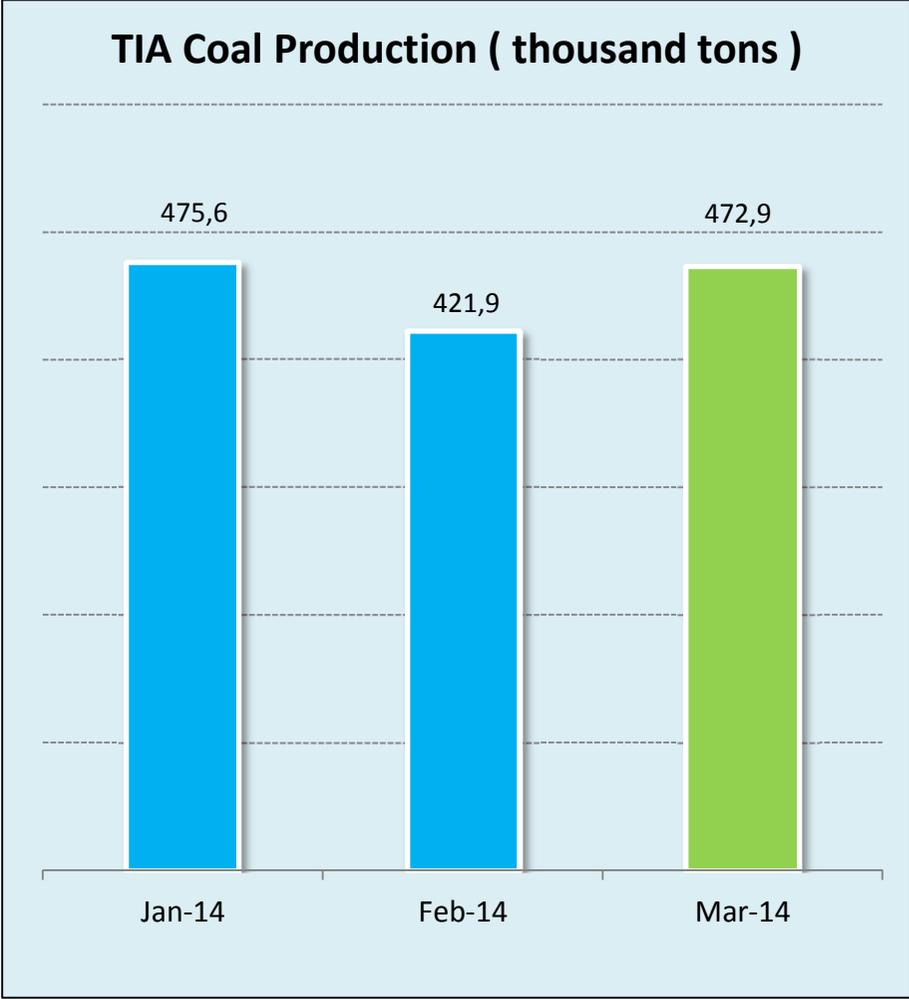
TIA: Monthly Sales Volume and Production Volume



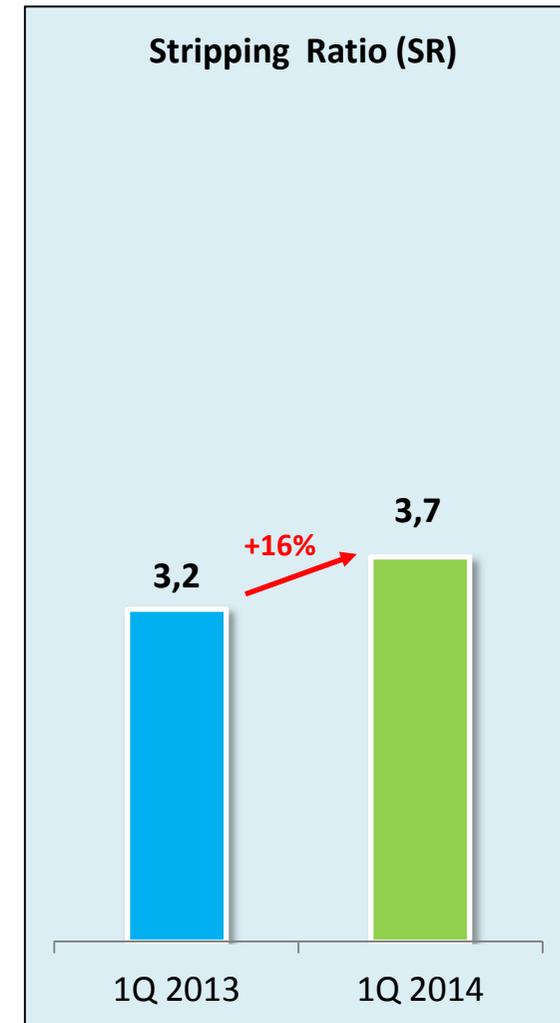
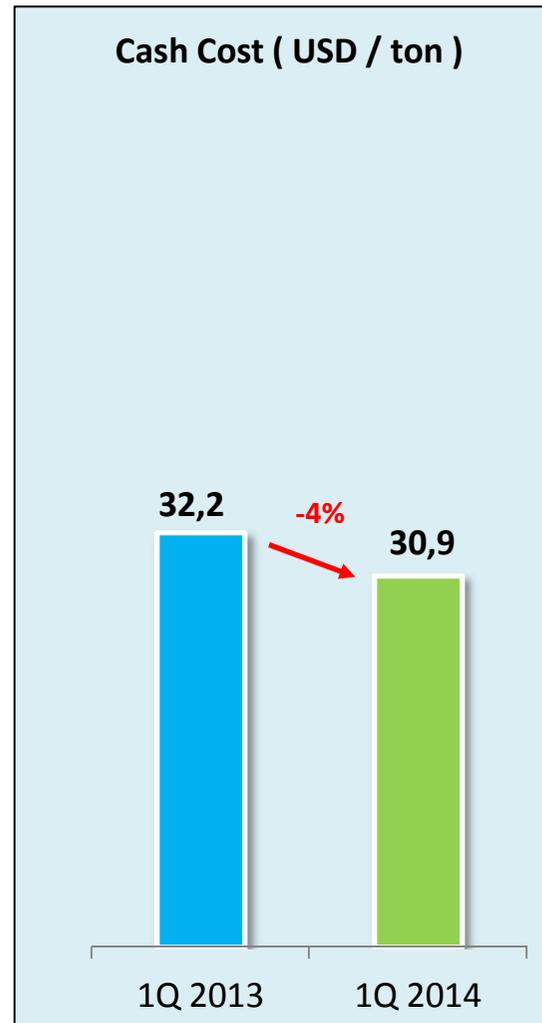
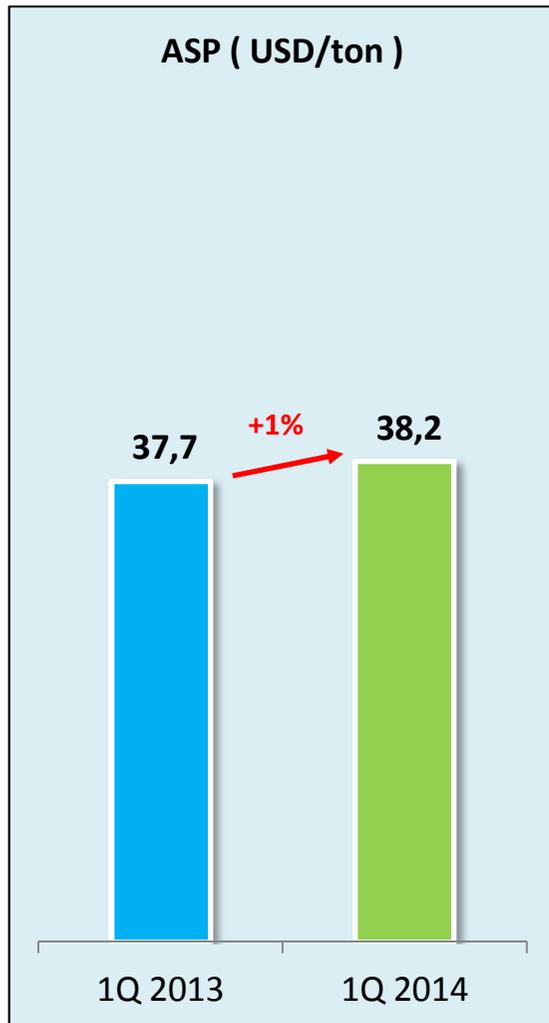
1Q 2014 Coal Sales : 1.35 mn tons, +0% y-o-y



1Q 2014 Coal Production : 1.37 mn tons, +25% y-o-y



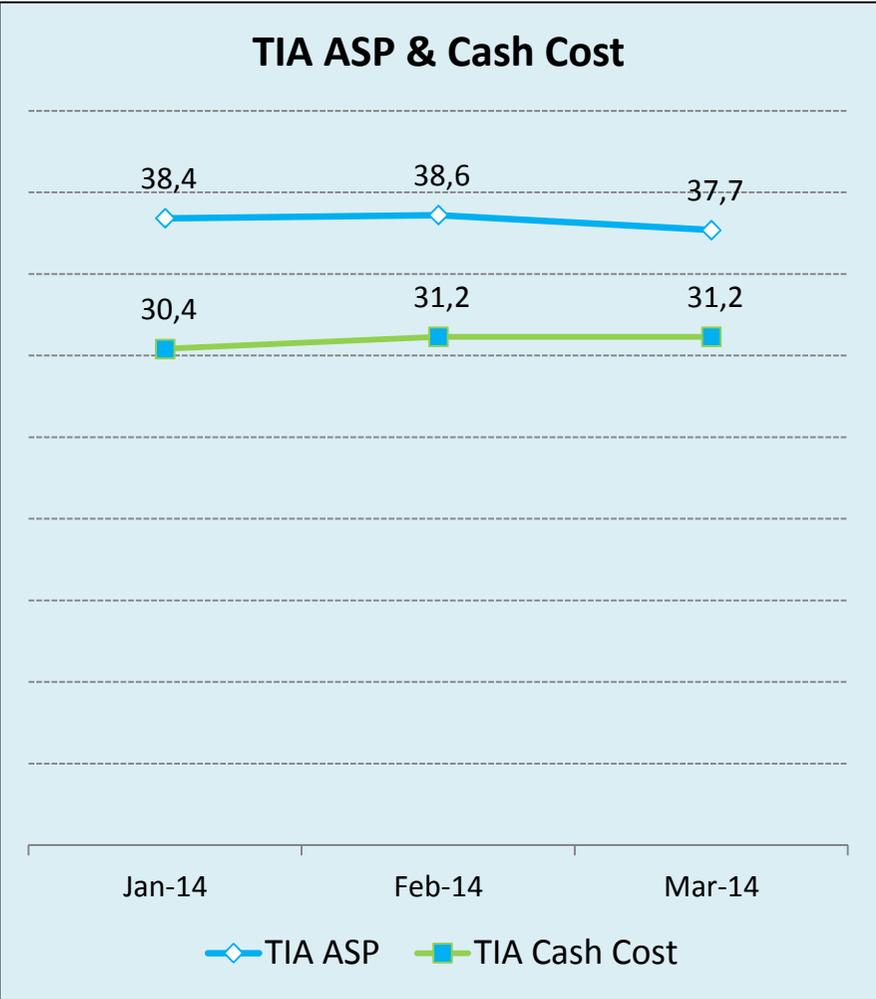
TIA: ASP, Cash Cost, Stripping Ratio (SR)



TIA: Monthly ASP, Cash Cost, and Stripping Ratio (SR)



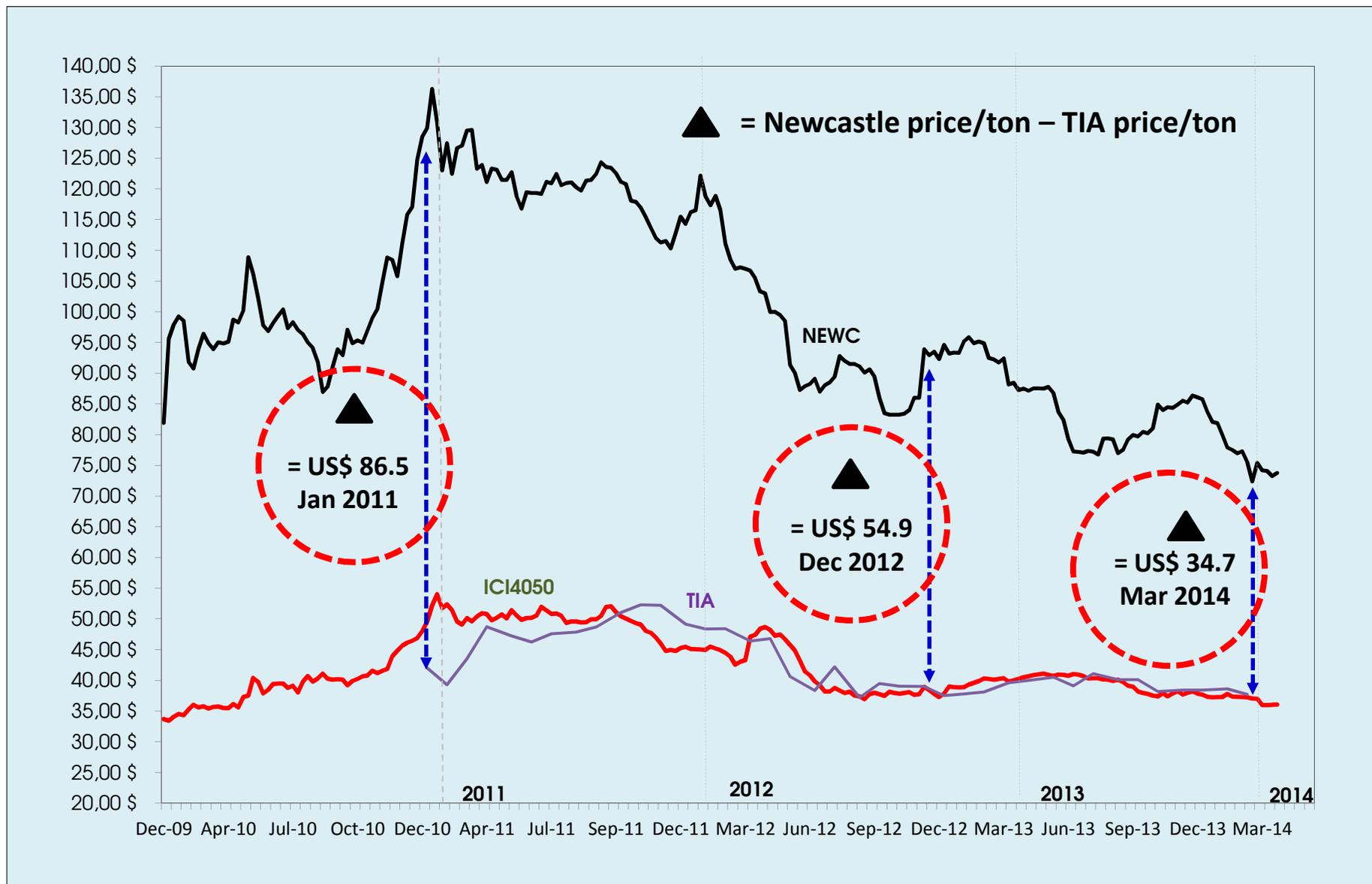
1Q 2014 ASP: USD38.2/ton, Cash Cost: USD30.9/ton



1Q 2014 average SR: 3.7x



Newcastle Coal Price Index vs. TIA ASP



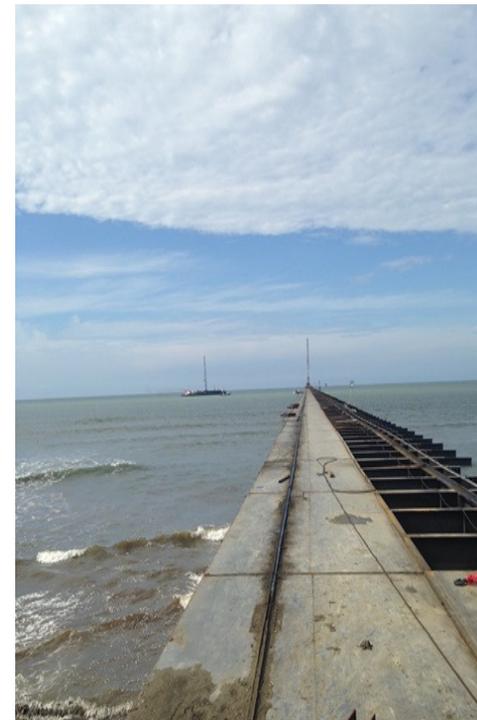
MDB Project Update: 1Q 2014



MDB Project Progress (1)

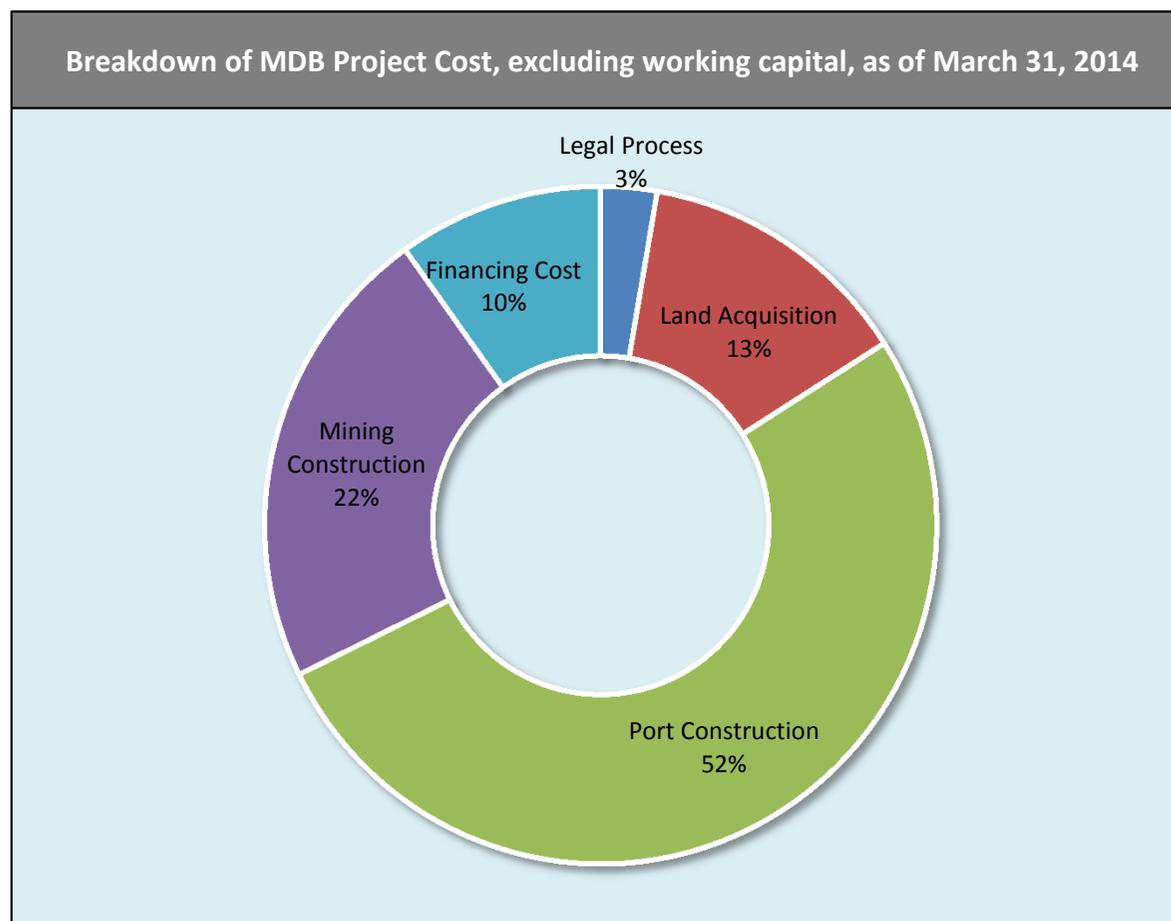
Progress by March 31, 2014 (December 31, 2013):

1. Land Acquisition 84% (84%)
2. Port Construction 82% (77%)
3. Mining Site 80% (72%)



MDB Project Progress (2)

- Total project cost up to March 31, 2014 = US\$122.8 million*
(*) including working capital of US\$22.6 million





Cipta Kridatama: Mine Contractor

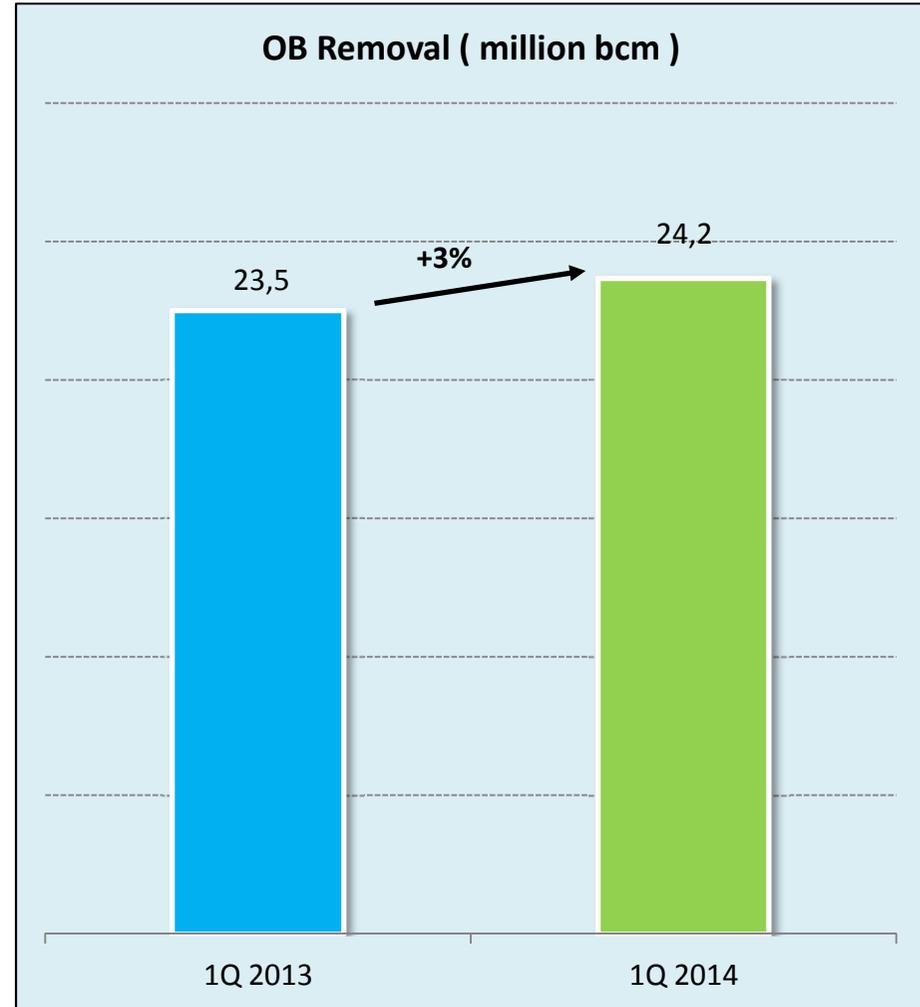
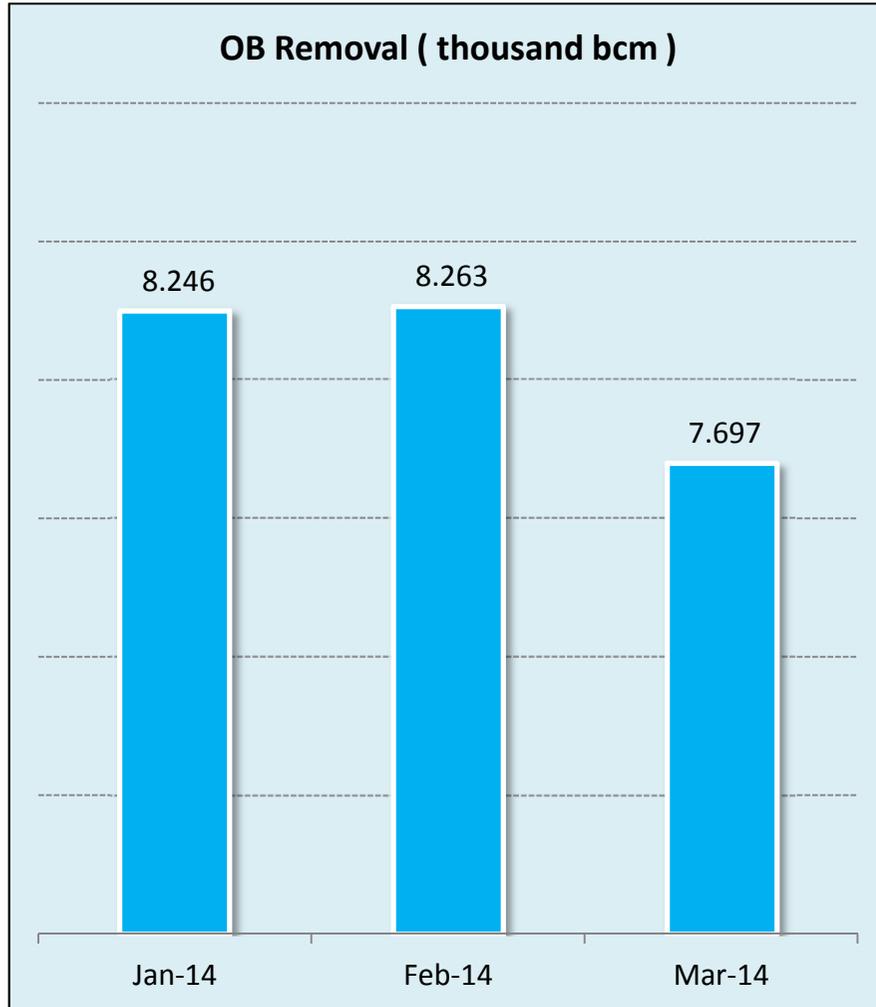
Snapshot:

- CK began providing mining contractors services in 2002
- Up to Dec 31, 2013, CK served 9 coal mining companies
- Mobile fleet and equipment amounted 516 units

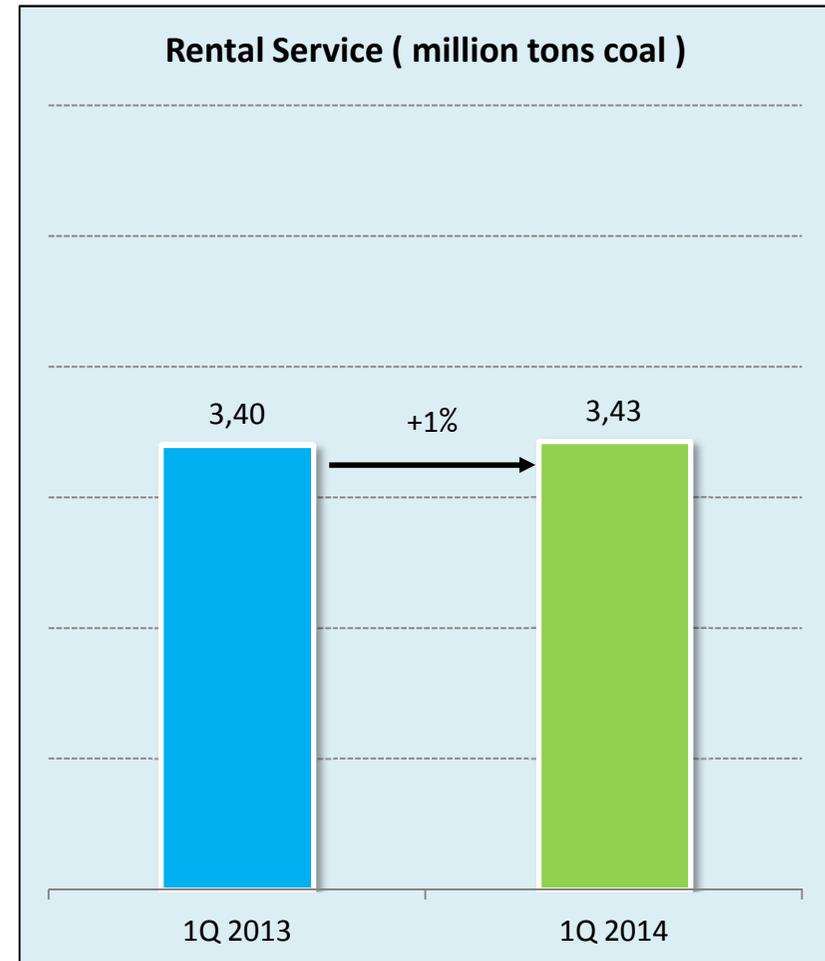
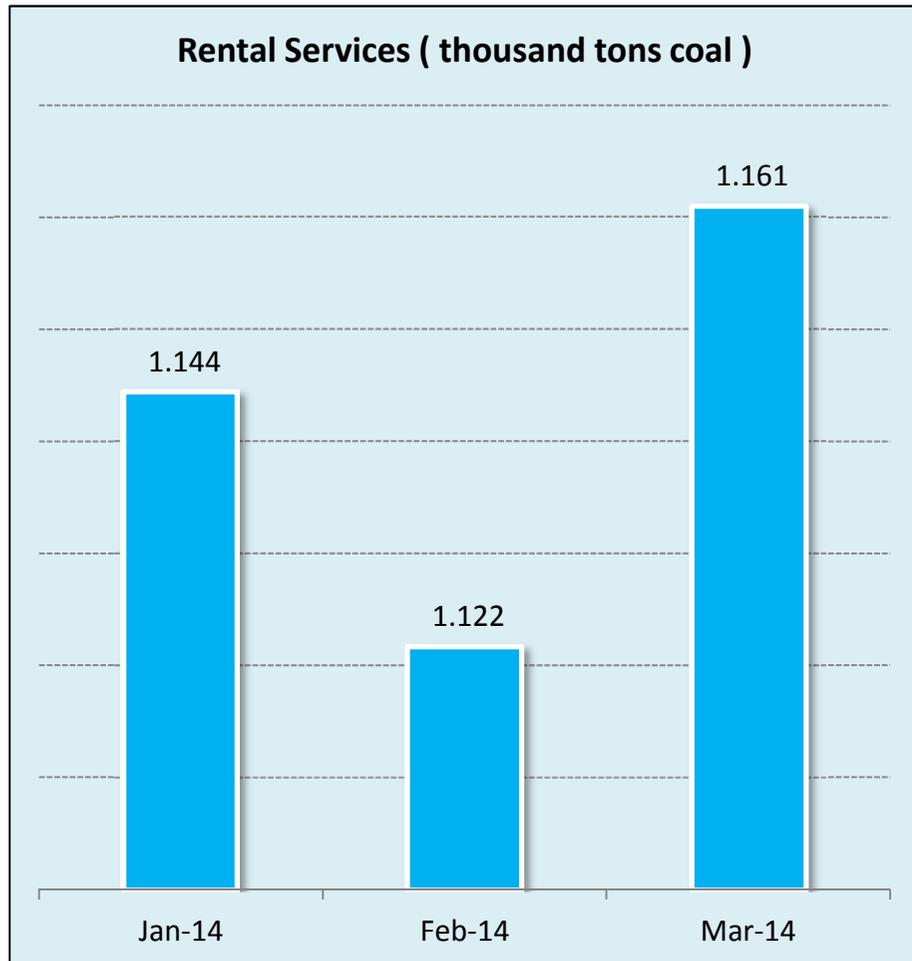
Recent Updates:

- CK reported total 1Q 2014 overburden removal of 24.2 million BCM, 3% higher than 23.5 million BCM reported in 1Q 2013
- Total rental services in 1Q 2014 reached 3.43 million tons of coal, relatively flat compared to 3.40 million tons of coal in 1Q 2013
- CK had commenced mining-related infrastructure works such as road construction and road maintenance

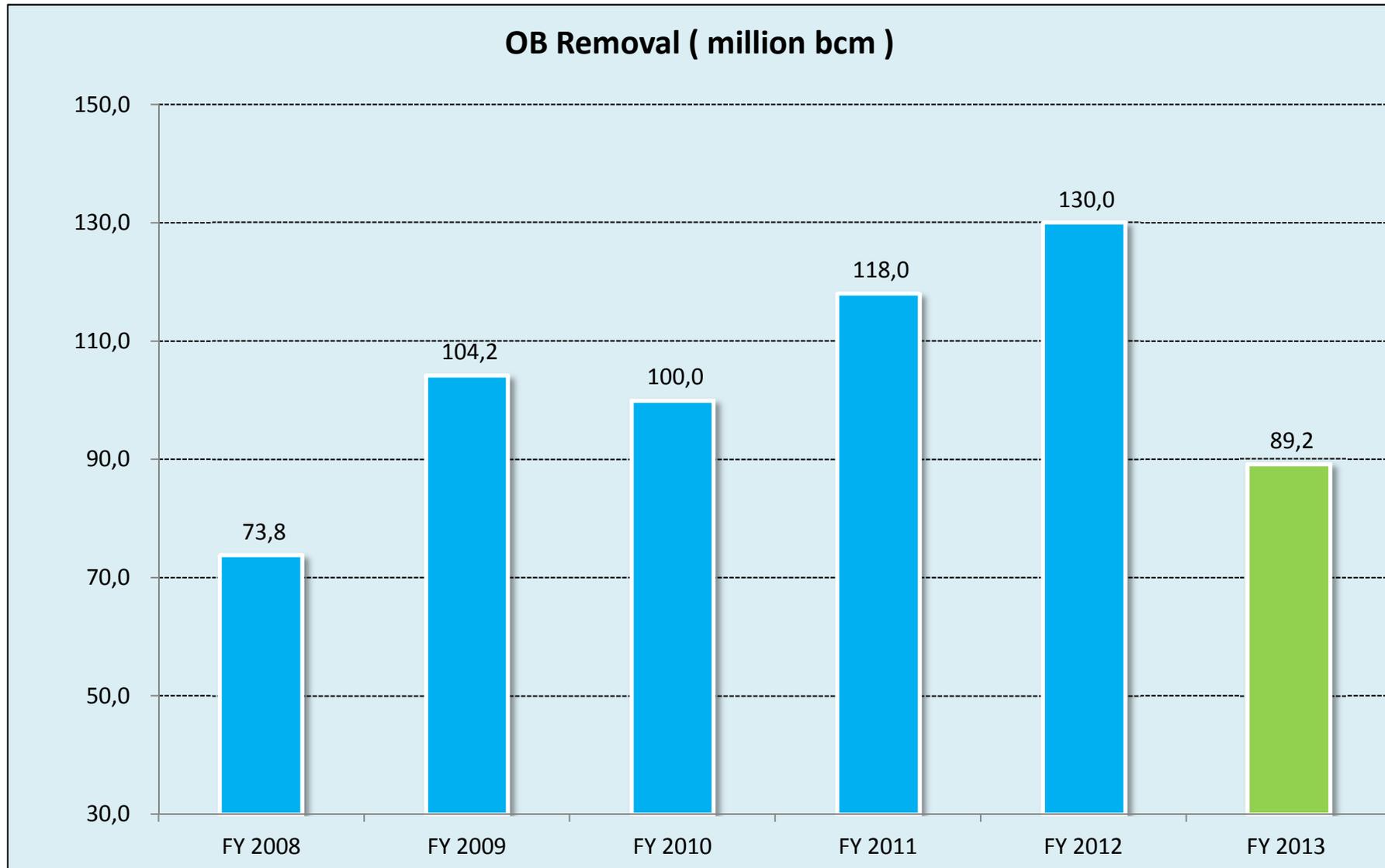
Overburden Removal Volume: 1Q 2014 vs. 1Q 2013



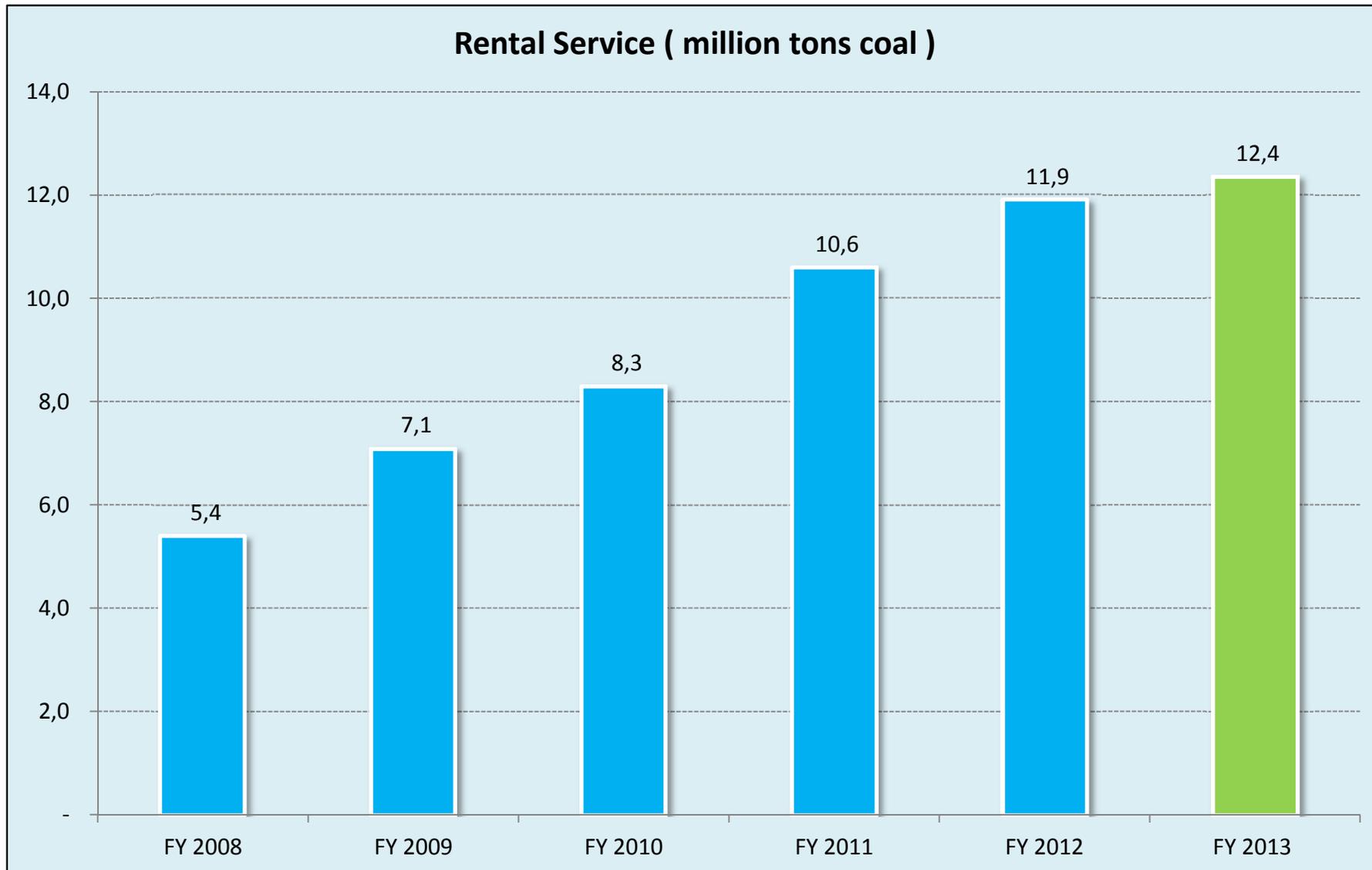
Rental Services Volume: 1Q 2014 vs. 1Q 2013



Overburden Removal Volume 2008 - 2013



Rental Services Volume 2008 - 2013



CK Customers and Backlog Order



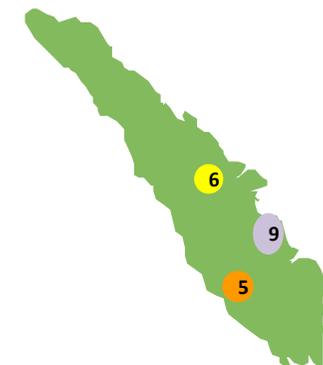
Operating Agreements as of Sep 30, 2013

Client	Mining Project Sites	Expected Contract Duration	Backlog (bcm/ton)
MSJ 1	Separi, East Kalimantan	Jun 2004 - Sep 2015	72.5 / 7.5
MHU 2	Jongon, East Kalimantan	Nov 2007 - Oct 2015	69.2 / 5
TIA 3	Sebambam, Tanah Bumbu, South Kalimantan	Apr 2009 - Jul 2020	125 / 21
AI 4	Batulicin, South Kalimantan	2003 - life mine	12/ 2
TW 5	Ketaun, Bengkulu	Mar 2011 - Mar 2017	84 / -
RBH 6	Siambul, Riau	Feb 2012 - Feb 2017	92 / -
RK 7	Loan Janan, East Kalimantan	Jun 2012 - Jun 2017	69/-
TMJ 8	Batu Sopag, East Kalimantan	Nov 2012 - Nov 2017	135
RJM 9	Musi Banyuasin, South Sumatra	Mar 2013 - Mar 2018	90
Total			750 / 36.2

Kalimantan



Sumatra

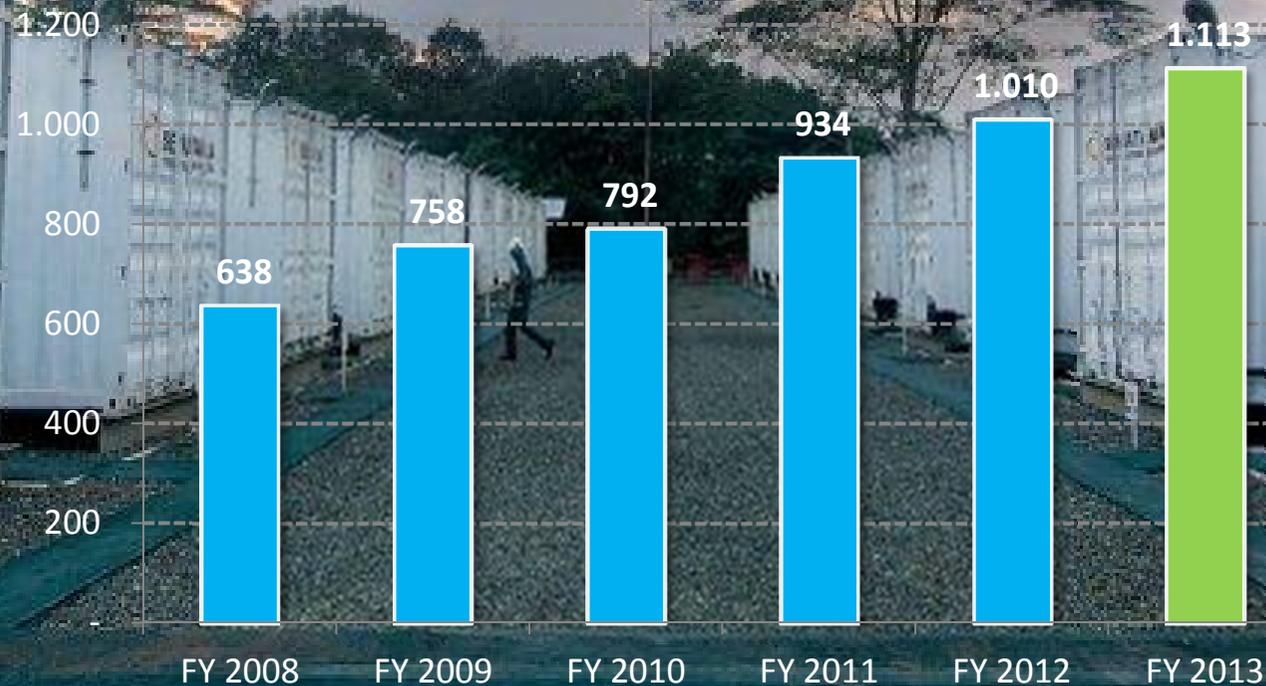


Sumberdaya Sewatama: Power Solution

Snapshot:

- Indonesia's leading power engine rental with installed capacity of over 1 GW
- Expanding into IPP business since 2012
- Starting to construct mini-hydro power plant in February 2014

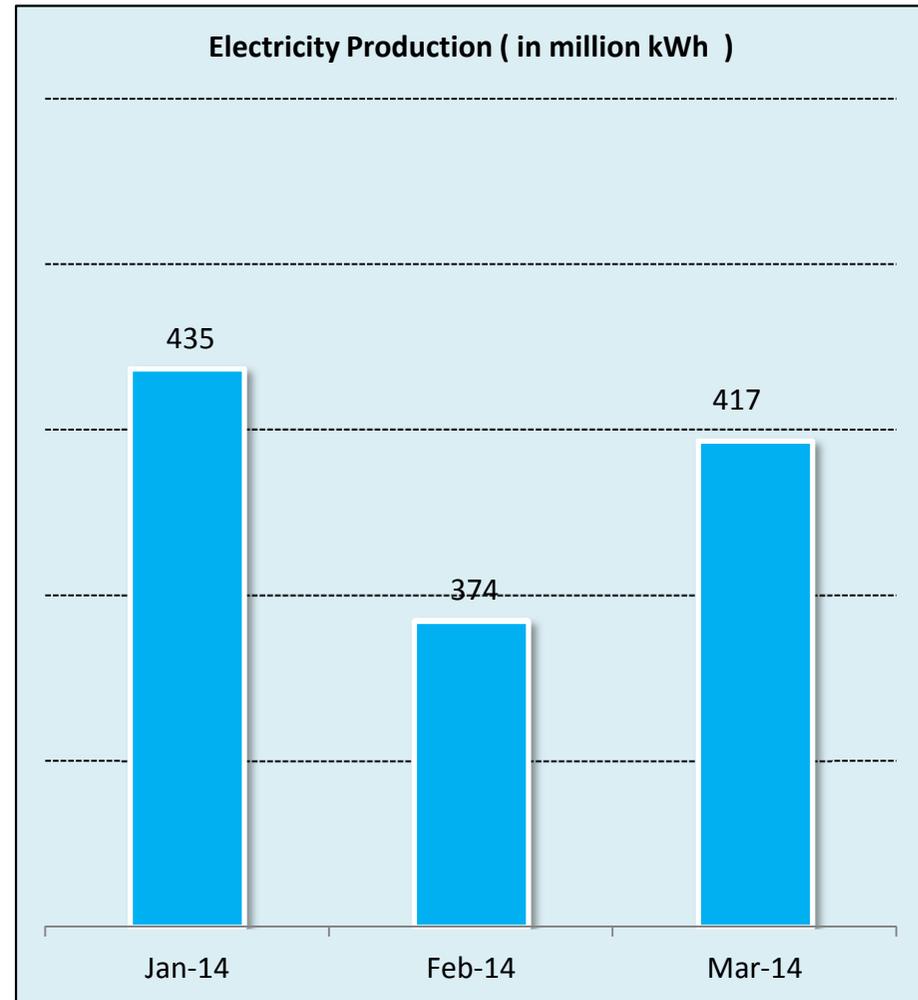
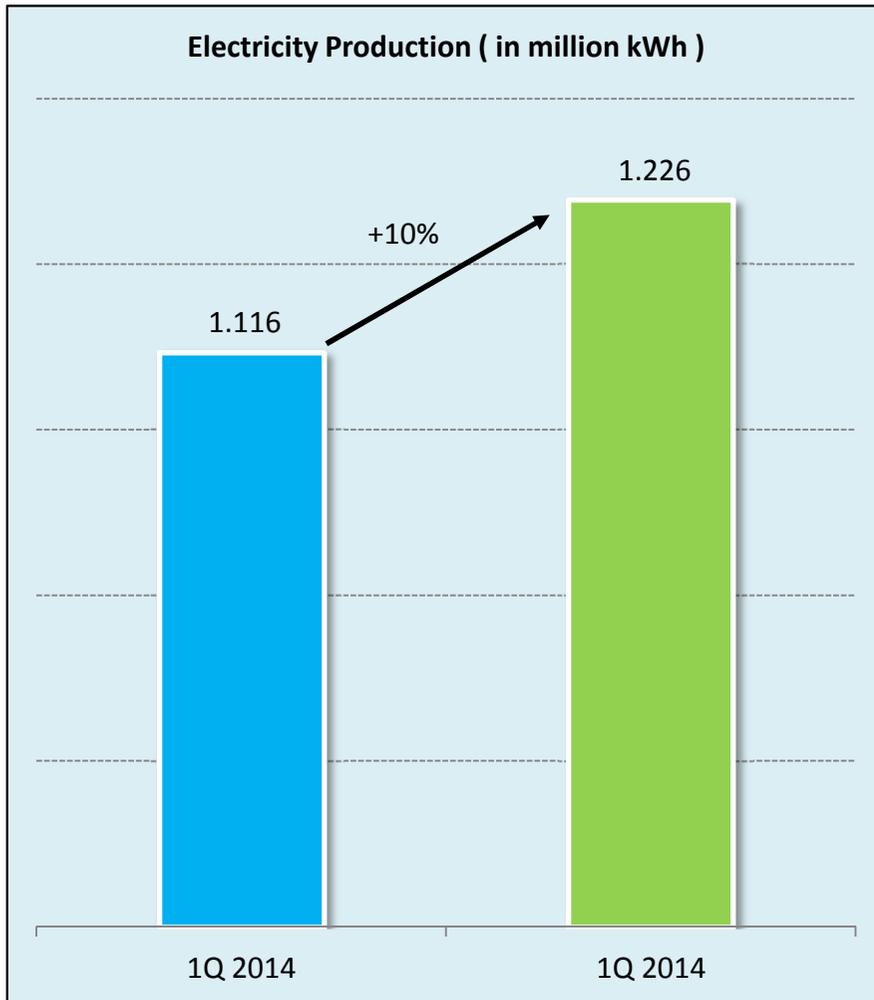
Temporary Power Installed Capacity (MW)



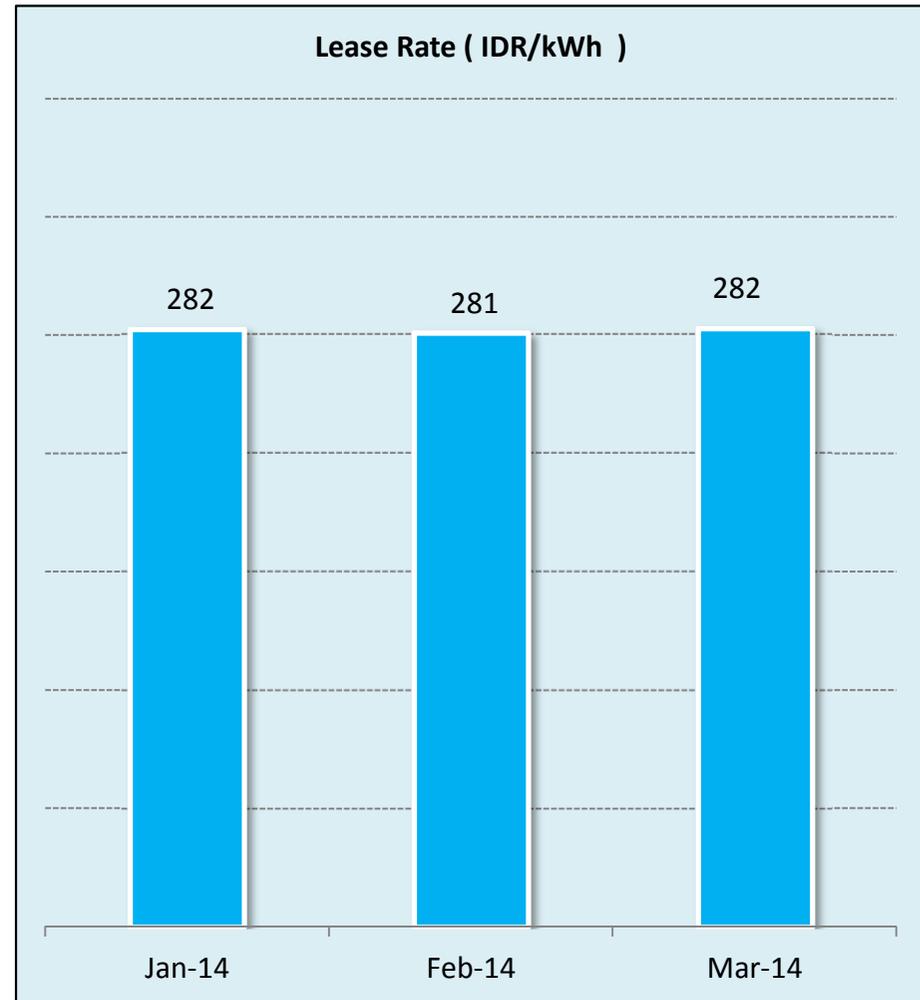
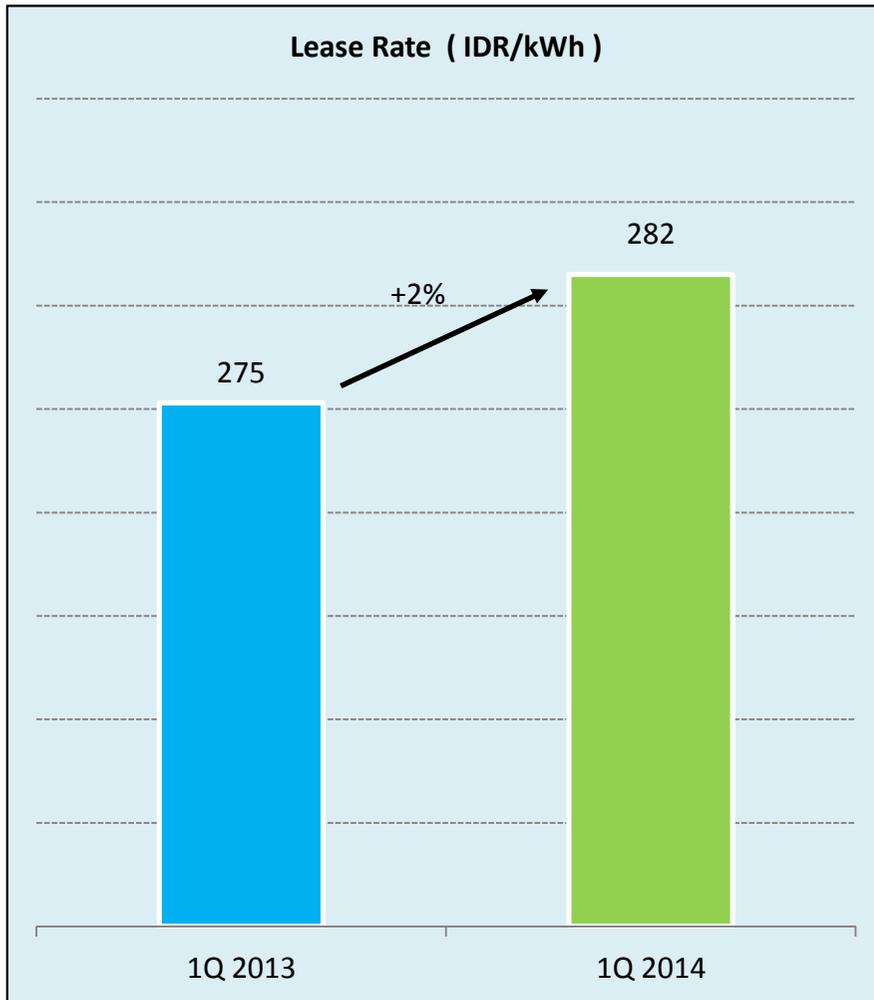
Recent Updates:

- Electricity production from temporary power reached 1,226 million kWh, a 10% Y-o-Y increase
- Leased rate slightly improved by 2% Y-o-Y to IDR 282 per kWh in 1Q 2014
- Construction of mini-hydro plant had started on February with commencement target in 2 years

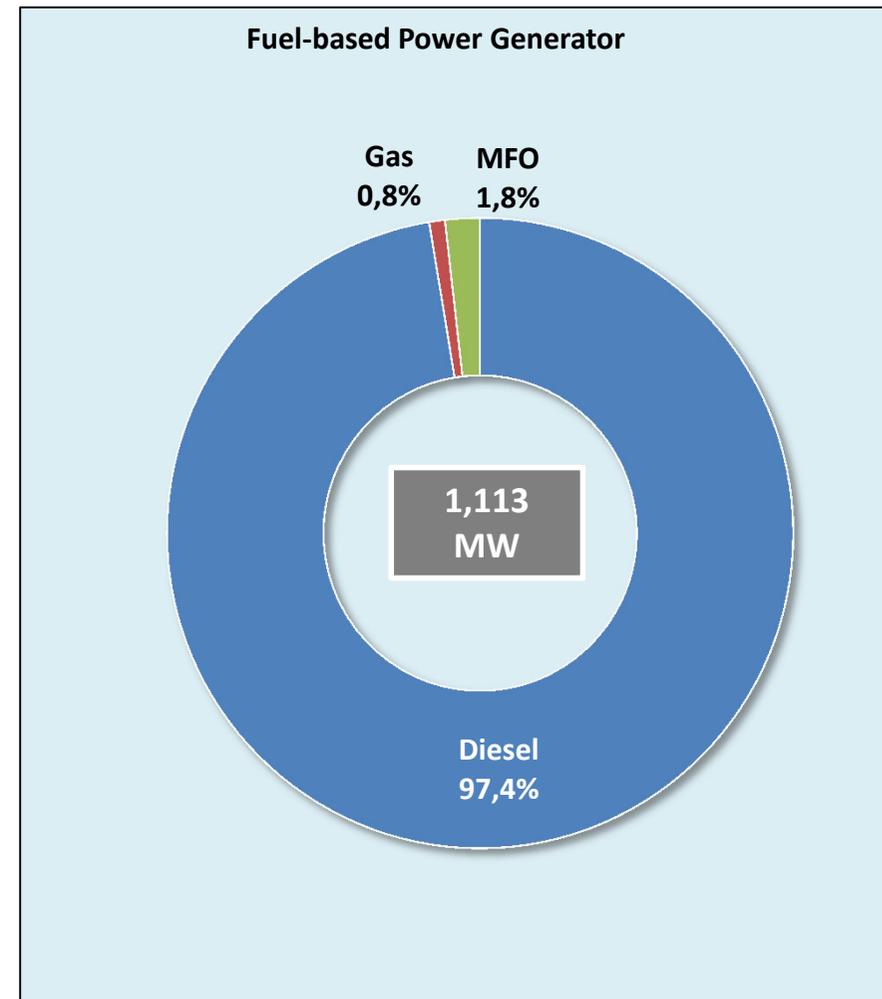
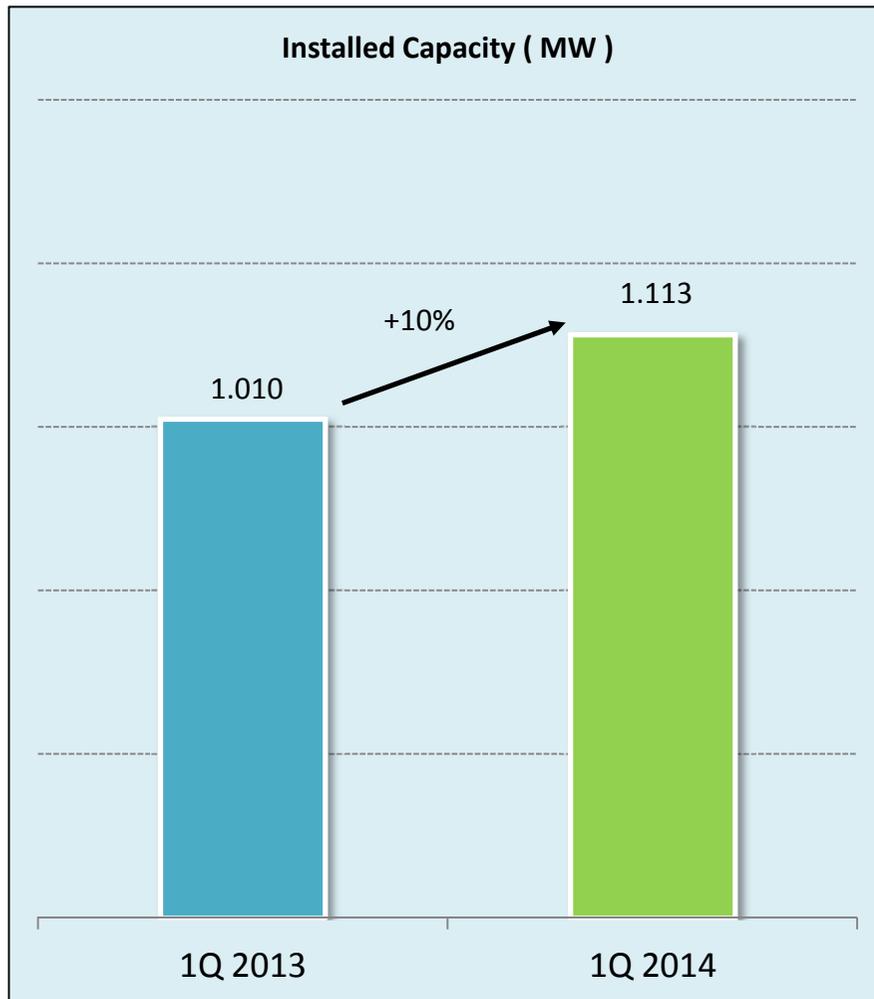
Temporary Power: Electricity Production



Temporary Power: Lease Rate



Temporary Power: Installed Capacity & Generator



Sanggar Sarana Baja: Engineering Services

Snapshot:

- Established in 1977, one of Indonesia's pioneer in modern engineering services
- Operating in 15 locations serving Indonesia's largest coal and mineral mining sites
- Currently SSB provides four different engineering services as below

FABRICATION

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

REMANUFACTURING

Salvaging, remanufacturing and manufacturing of heavy equipment core components

SITE SERVICES

On-site repair, process plant maintenance and construction services

TRANSPORT EQUIPMENT

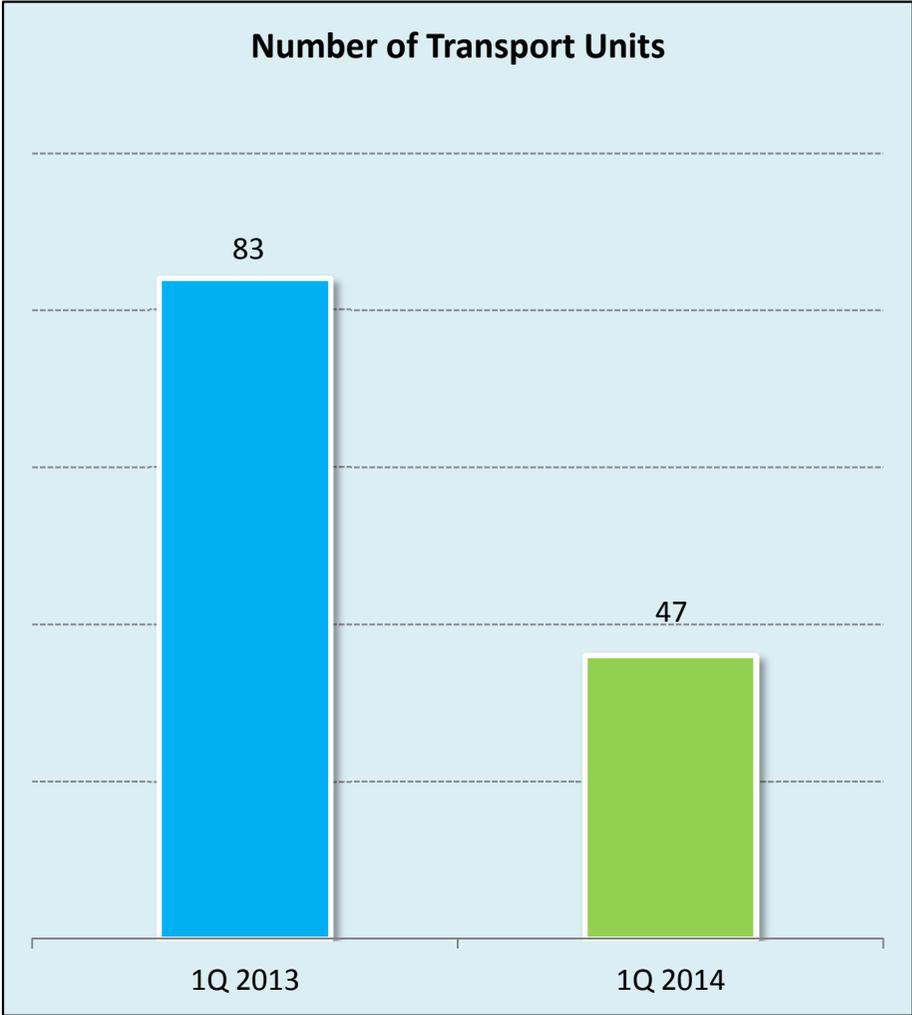
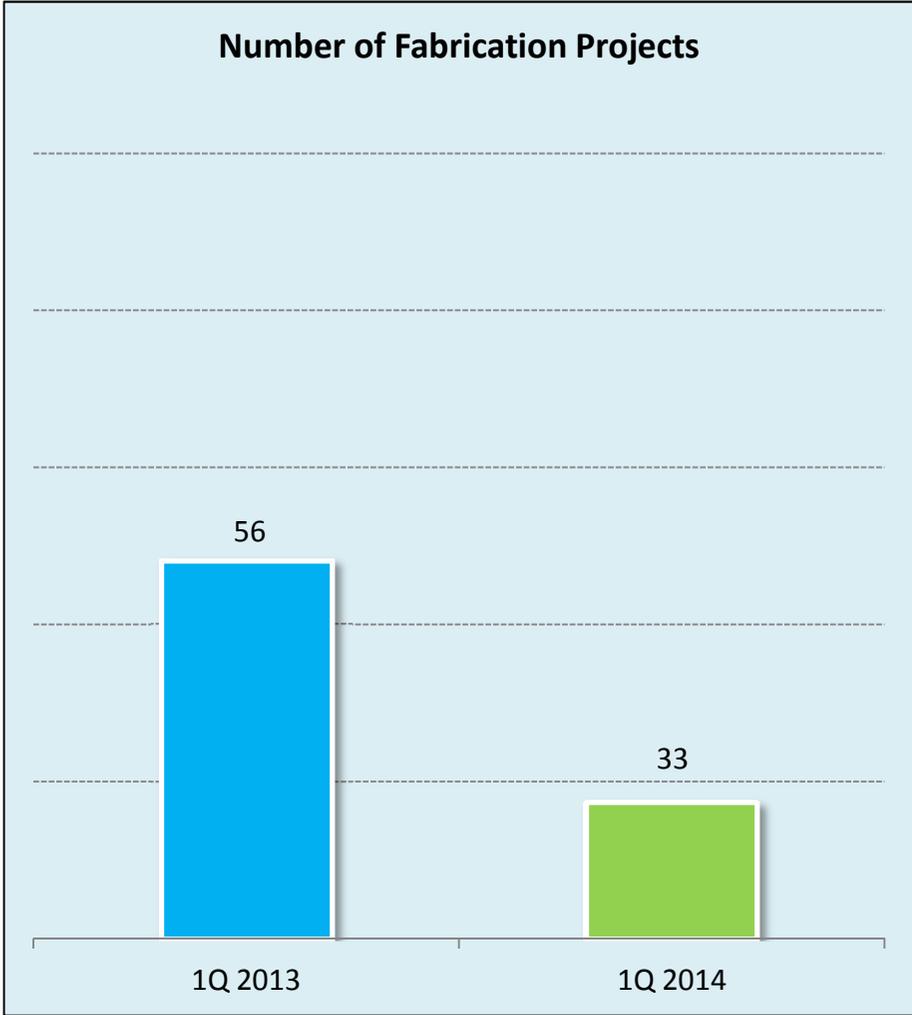
Designing, manufacturing and distributing products for transportation and material handling business



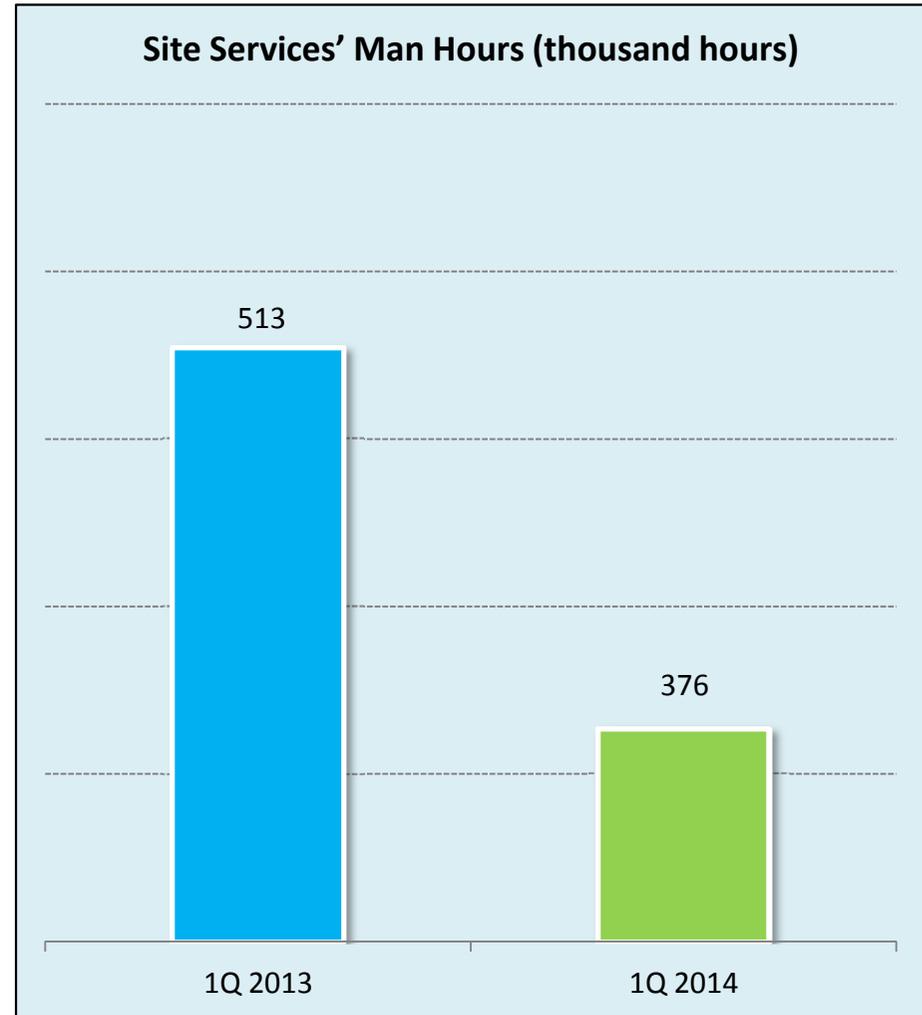
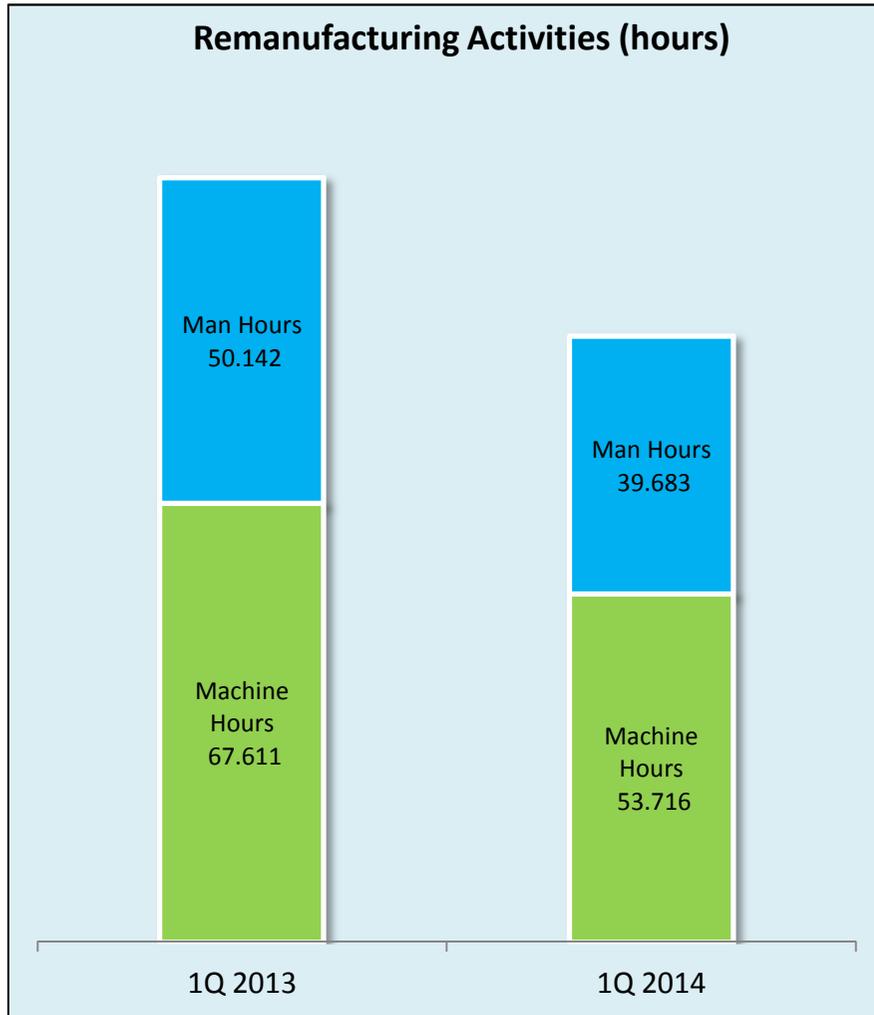
Recent Updates:

- Fabrication currently handled 33 projects with total on hand of about US\$11 million as of 1Q 2014
- Transport Equipment achieved 47 units in 1Q 2014
- Remanufacturing reported machine hours and man hours of 53,716 and 39,683 in 1Q 2014, respectively
- Site Services posted 375,917 of man hours in 1Q 2014

Fabrication and Transportation



Remanufacturing and Site Services



Cipta Krida Bahari: Integrated Logistics

Snapshot:

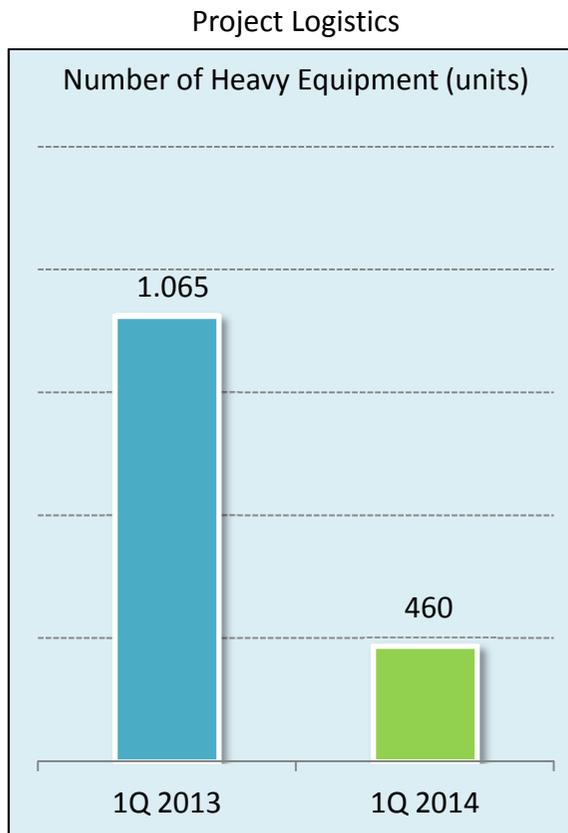
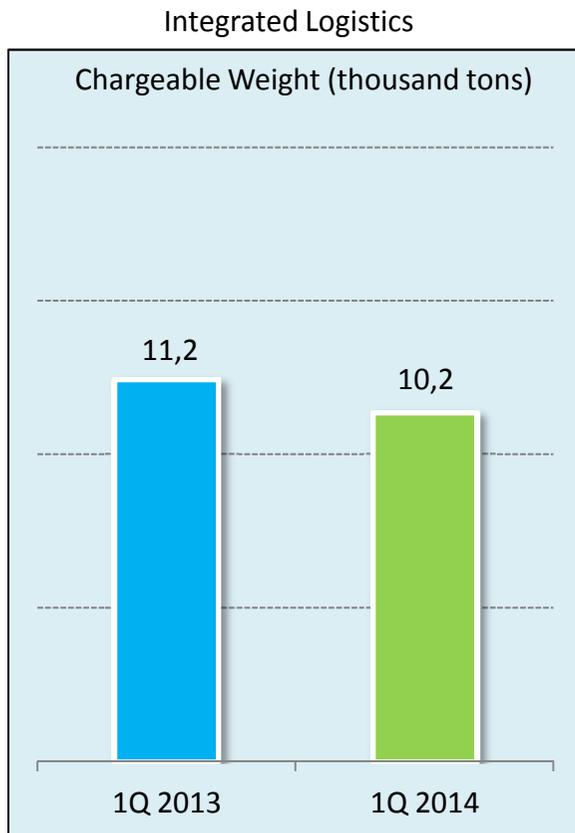
CKB expanded to be an integrated logistics provider offering various services such as:

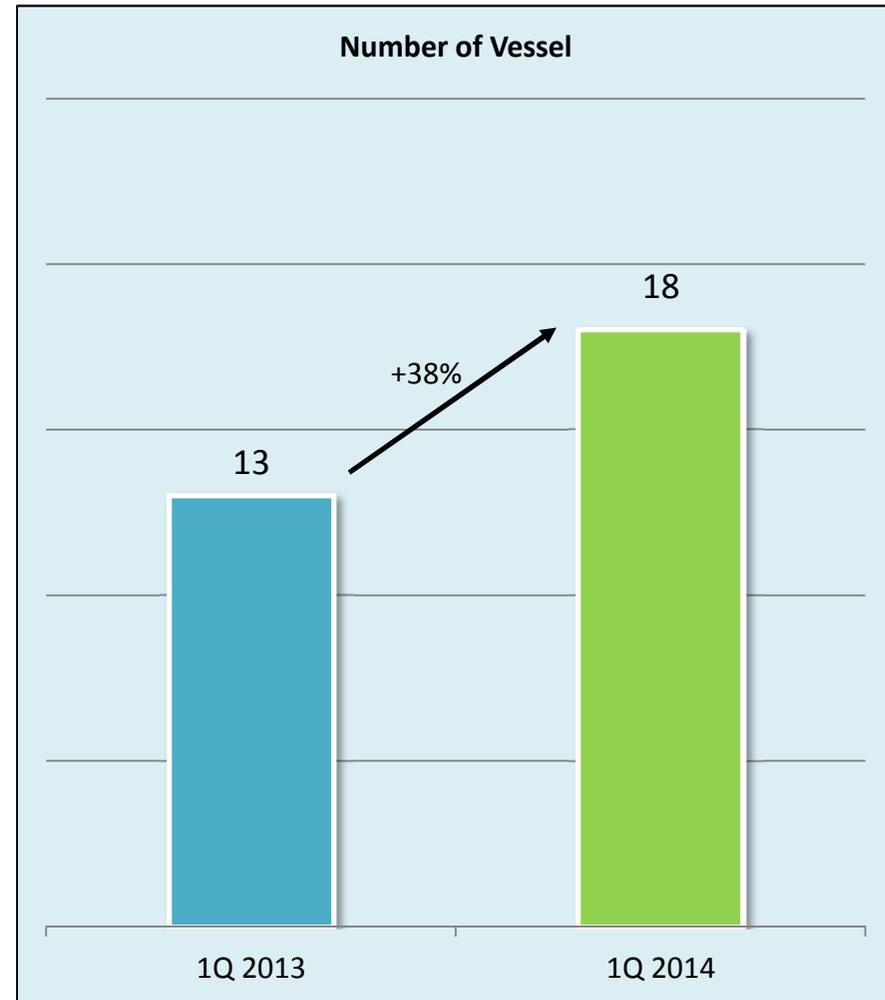
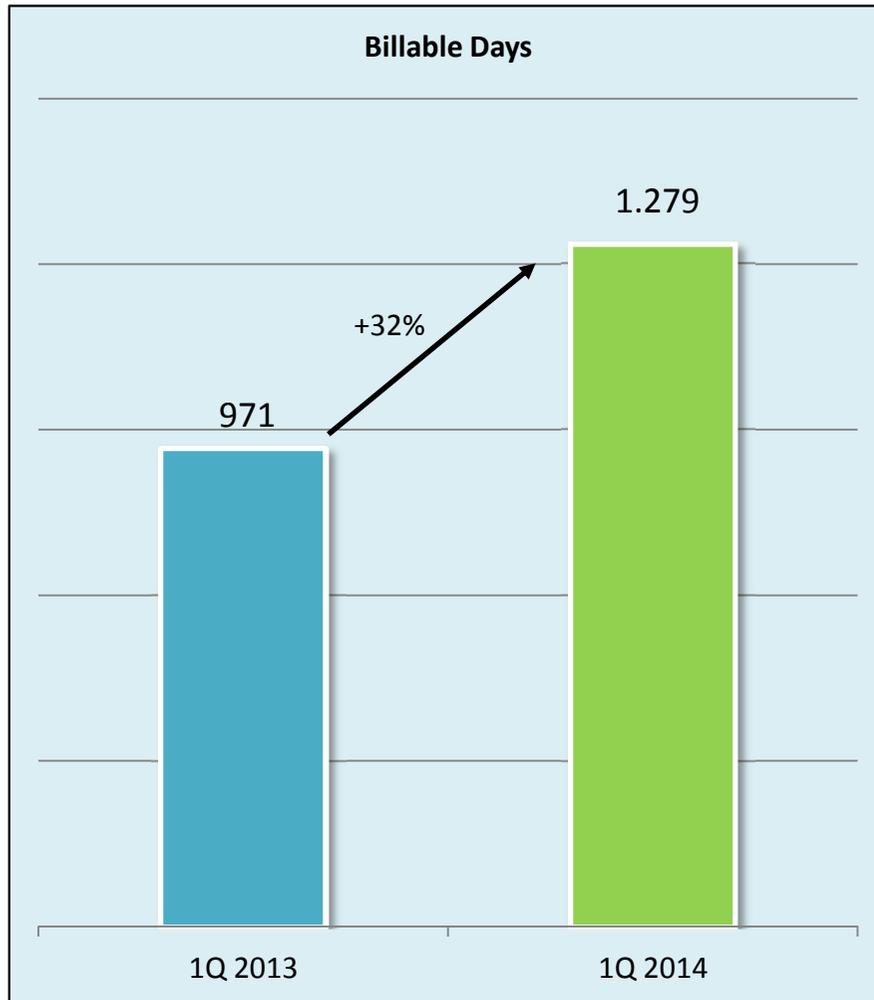
- Freight Forwarding
- Project Logistics
- Warehouse Management
- Shore Base Management
- Industrial / Offshore and Coal Logistics Shipping



Recent Updates:

- Chargeable weight of Integrated Logistics achieved 10.2 thousand tons, number of heavy equipment moved amounted 460 units, and floor space rented was 261 thousand square meters (SQM) as of 1Q 2014
- ATR had total billable days of 1,279 from total fleet of 18 vessels in 1Q 2014
- BDD handled more than 1.4mn tons of coal in 1Q 2014

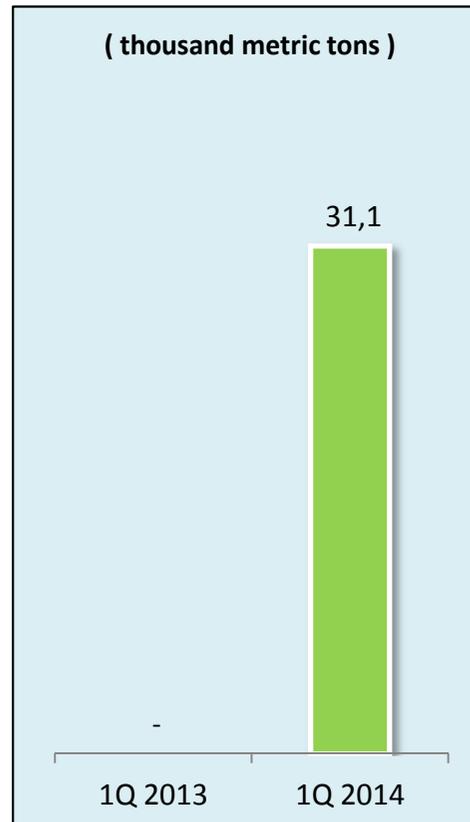




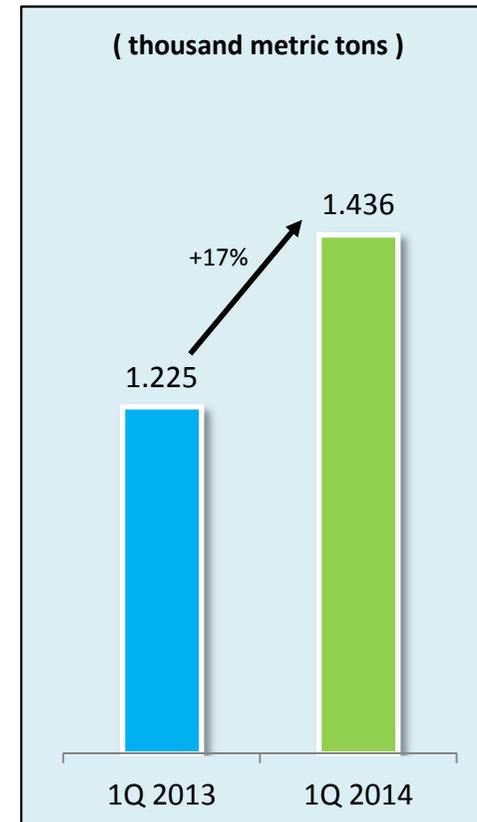
Coal Logistics: TIA



Coal Logistics: MIFA



Total Coal Logistics





Recent Updates
Operational Highlights

Financial Highlights

50

Strategy and Mitigations
Appendices

Key Selected Consolidated Financial Figures

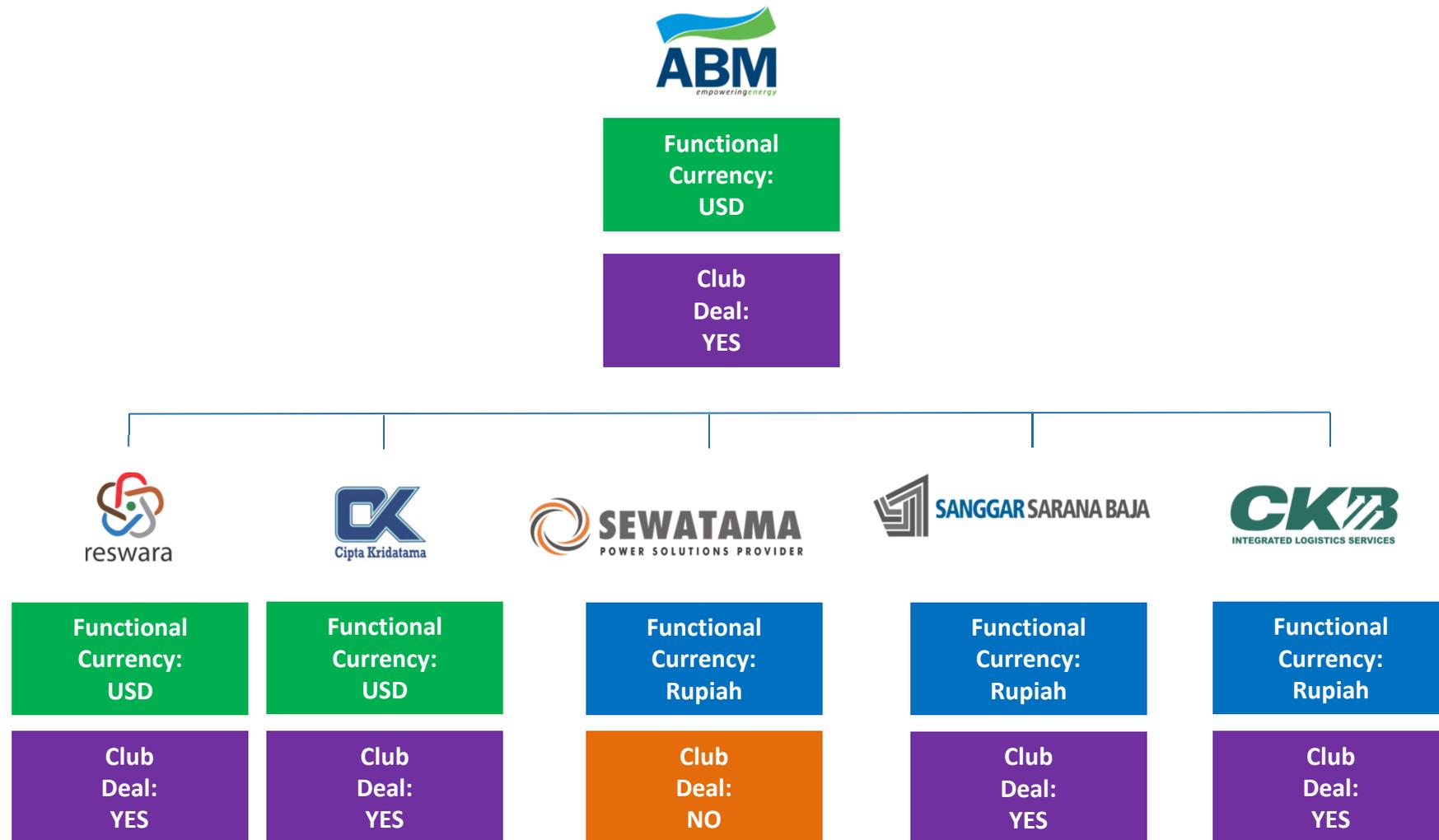


(in USD million)			
	1Q 2014	1Q 2013	YoY
Net Revenues	172.6	213.2	(19%)
EBITDA	36.0	44.3	(19%)
Net Profit ¹	5.9	15.8	(63%)
	As at Mar 31, 2014	As at Dec 31, 2013	Change
Rupiah per USD	11,404	12,189	(785)
Cash and Near Cash ²	83.3	104.3	(21.0)
Total Interest Bearing Debt ³	626.1	615.4	10.7
Net Debt	542.8	511.1	31.7
Total Assets	1,209.7	1,213.1	(3.5)
Shareholders Equity ⁴	335.2	323.4	11.8

Notes:

- 1) Including gain on the sales of fixed assets of US\$2.3mn (1Q 2014) and US\$17.0mn (1Q 2013)
- 2) Including other current financial assets of US\$6.3mn (March 31, 2014) and US\$14.2mn (December 31, 2013)
- 3) including financial leases of US\$132.2mn (March 31, 2014) and US\$143.4mn (December 31, 2013)
- 4) excluding non-controlling interests

ABM and Subsidiaries' Financial Reporting & Loans



NOTES:

Functional Currency defined as the Reporting Currency

Club Deal defined as ABM financing consolidation signed on December 2013

Consolidated Income Statements



(in USD million)			
	1Q 2014	1Q 2013	YoY
Net Revenues	172.6	213.2	-19%
Gross Profit	42.3	38.5	10%
Selling, G&A, Expenses	(29.5)	(31.3)	-6%
EBIT	12.8	7.2	79%
EBITDA	36.0	44.3	-19%
Other Operating Income (Expenses)	3.8	18.4	-79%
Profit from Operation	16.6	25.5	-35%
Pre-tax Profit	8.2	15.8	-48%
Income Tax Expense	(3.0)	(0.4)	659%
Non-Controlling Interest	0.8	0.4	102%
Net Profit	5.9	15.8	-63%

NOTES:

EBIT defined as Profit from Operations deducted by other operating income (expenses)

EBITDA calculation refers to page 53

Consolidated EBITDA



(in USD million)		
	1Q 2014	1Q 2013
Pre-tax Profit	8.2	15.8
Less: Finance Income	(1.4)	(1.1)
Add: Finance Charges	9.9	11.4
Less: Equity in Net Income of Associated Company	(0.1)	(0.7)
Less: Other Operating Income	(8.0)	(19.4)
Add: Other Operating Expense	4.2	1.1
Add: Depreciation	22.8	36.7
Add: Amortization	0.4	0.4
EBITDA	36.0	44.3

Consolidated Balance Sheet



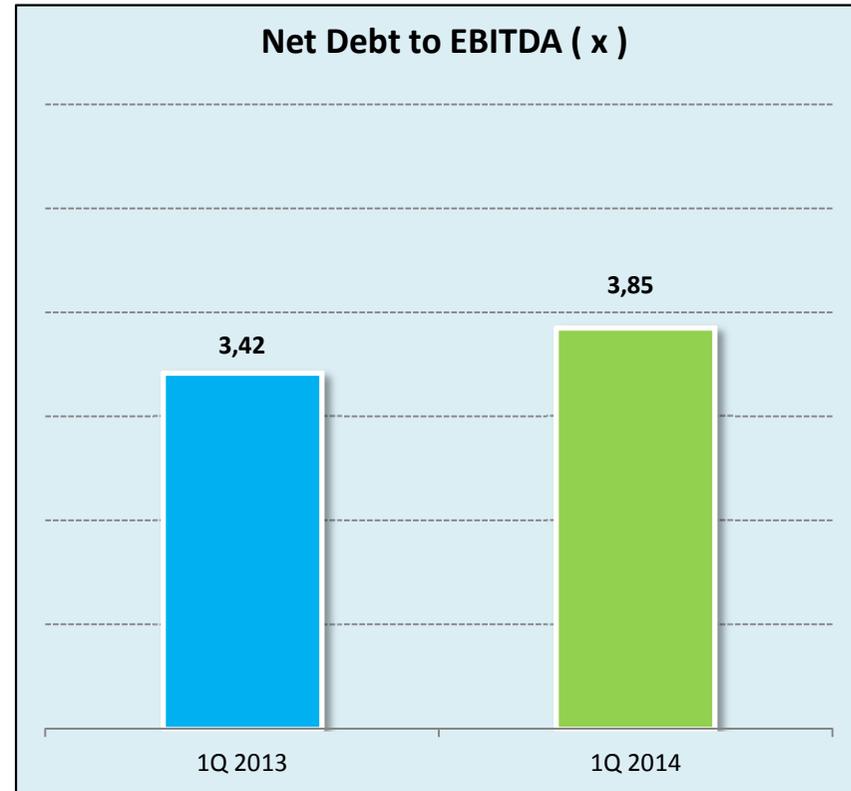
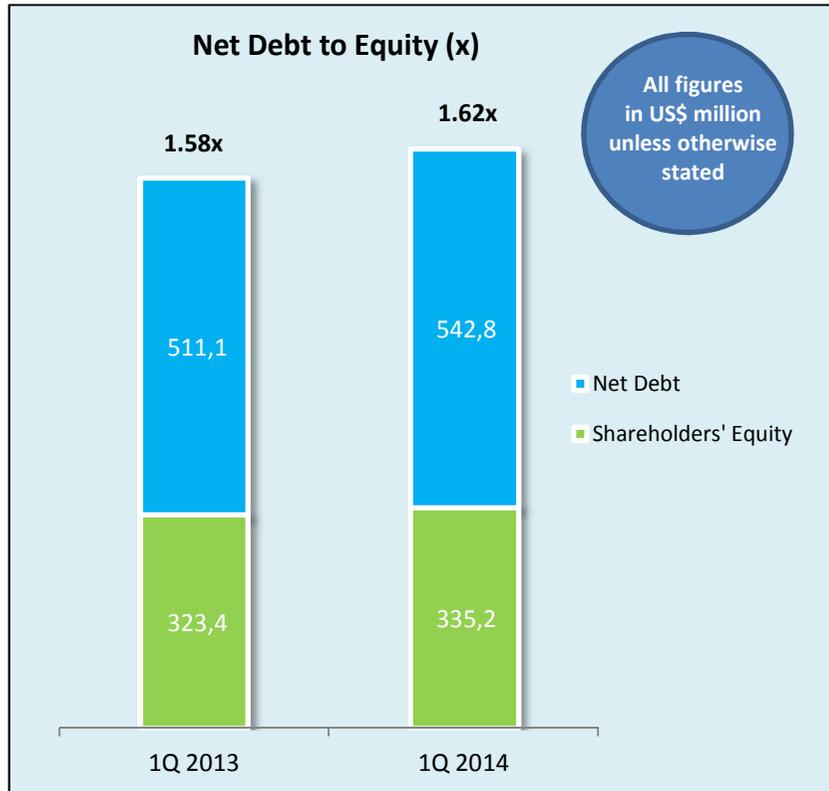
(in USD million)			
	1Q 2014	1Q 2013	Change
Cash & Near Cash	83.3	104.3	(21.0)
Trade Receivables, net	185.9	174.8	11.1
Fixed Assets, net	625.3	613.6	11.7
Mining Properties, net	106.6	107.1	(0.5)
Other Assets	208.6	213.4	(4.8)
Total Assets	1,209.7	1,213.1	(3.5)
Trade Payables, net	82.6	161.1	(78.5)
Short-term Borrowings	157.9	181.9	(24.0)
Long-term Borrowings	543.5	454.3	89.2
Other Liabilities	92.6	93.8	(1.2)
Total Liabilities	876.6	891.1	(14.5)
Non-controlling Interests	(2.2)	(1.4)	(0.8)
Shareholders' Equity	335.2	323.4	11.8

Consolidated Cash Flow



(in USD million)			
	1Q 2014	1Q 2013	YoY
Receipt from Customers	164.8	193.5	(28.7)
Payment for Suppliers & Employees	(124.6)	(164.8)	40.2
Payment for Interest & Tax, net	(11.2)	(13.7)	2.6
Net Cash from Operating Activities	29.0	14.9	14.1
Acquisition of Assets	(65.4)	(13.0)	(52.4)
Proceeds from Sales of Assets	16.1	19.7	(3.7)
Net Cash for Investing Activities	(49.3)	6.8	(56.1)
Proceeds from (Payment for) Loans	5.1	4.6	0.6
Payment for Dividend	-	-	-
Net Cash for Financing Activities	5.1	4.6	0.6
Net Effect from Exchange Rate	2.1	0.3	1.8
Cash at Beginning Period	90.1	108.5	(18.4)
Cash at Ending Period	77.0	134.9	(57.9)

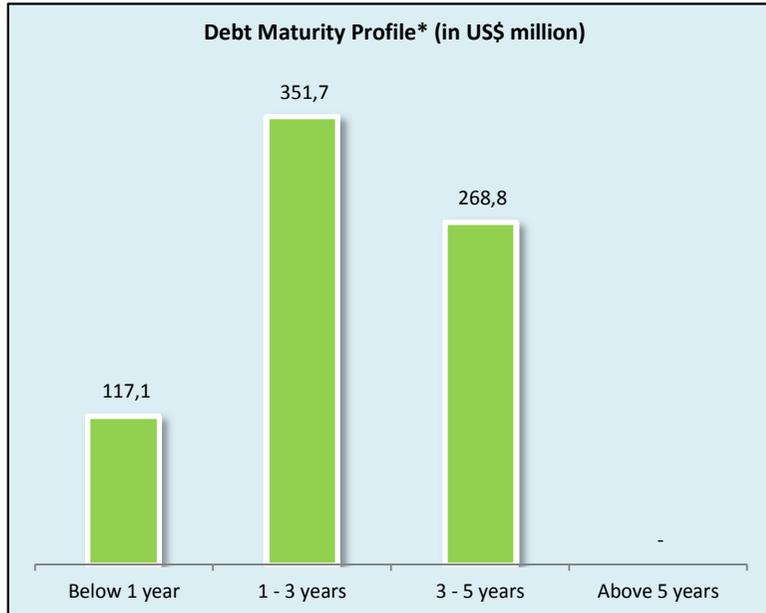
Leverage Ratios



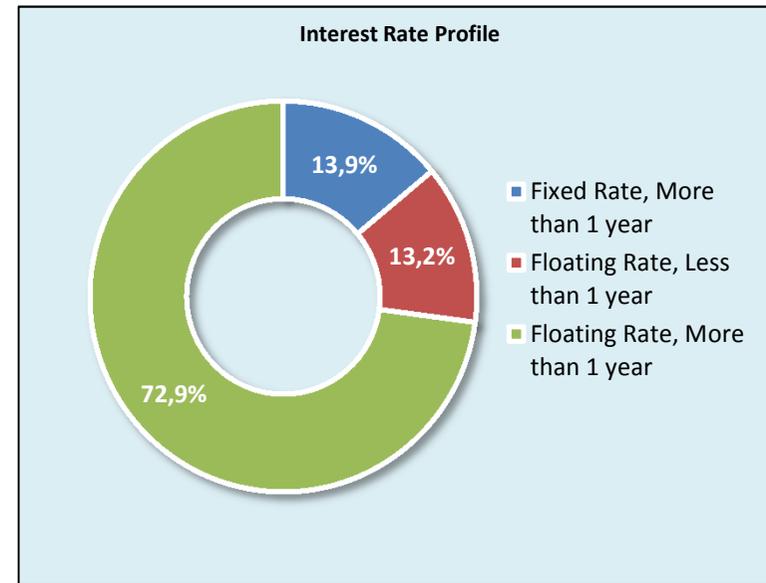
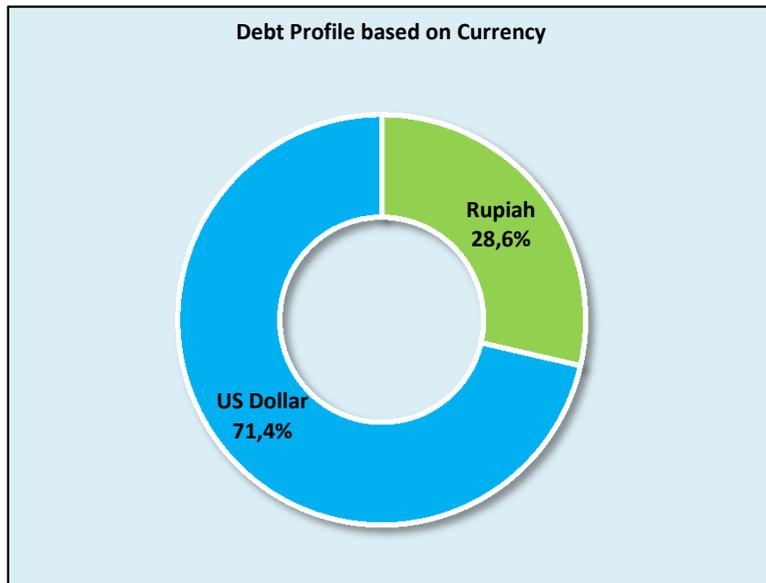
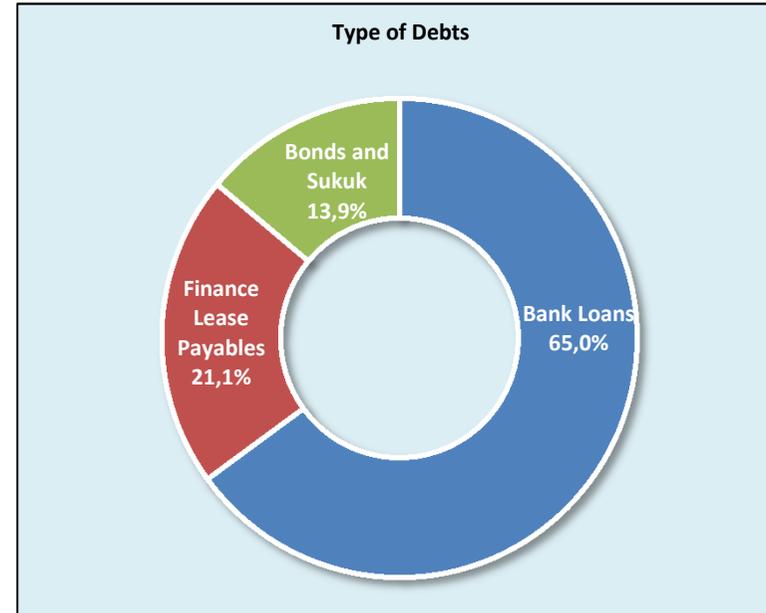
Outstanding Debts (US\$ million)

	As at Mar 31, 2014	As at Dec 31, 2013	Change
ABM excluding Sumberdaya Sewatama	447.7	451.5	(3.9)
ABM Consolidated	626.1	615.4	10.7

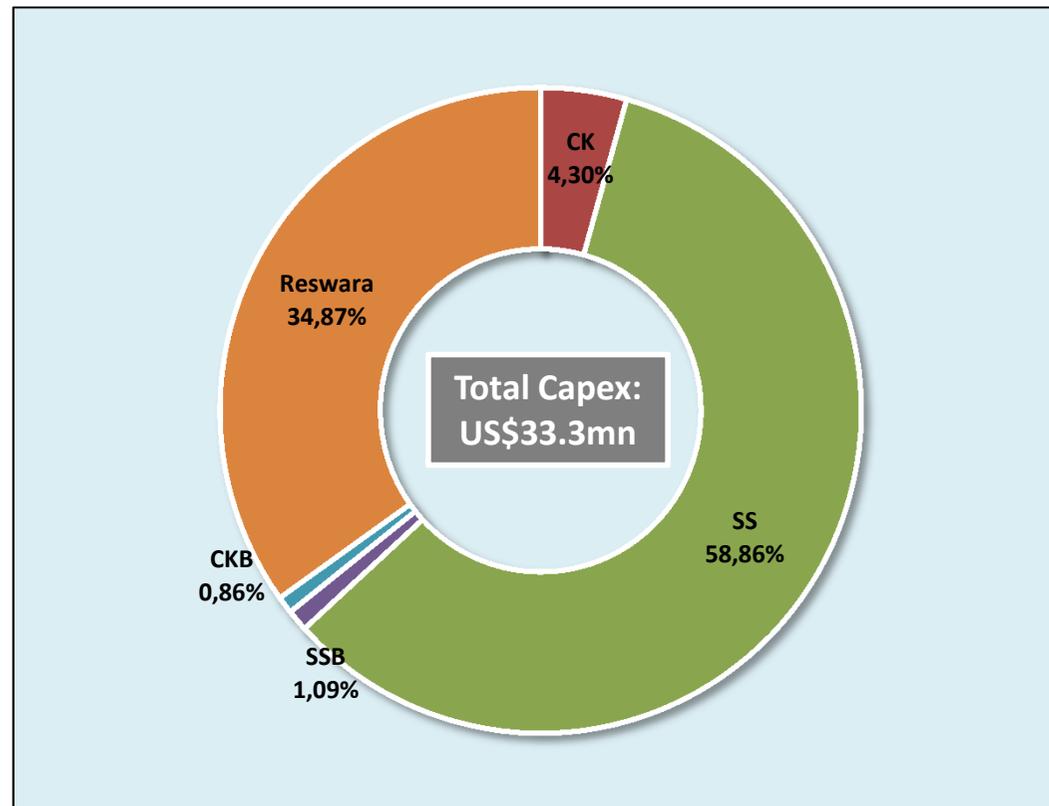
Debt Profile



NOTE: (*) Including payment of interests



1Q 2014 Capex Breakdown by SBU

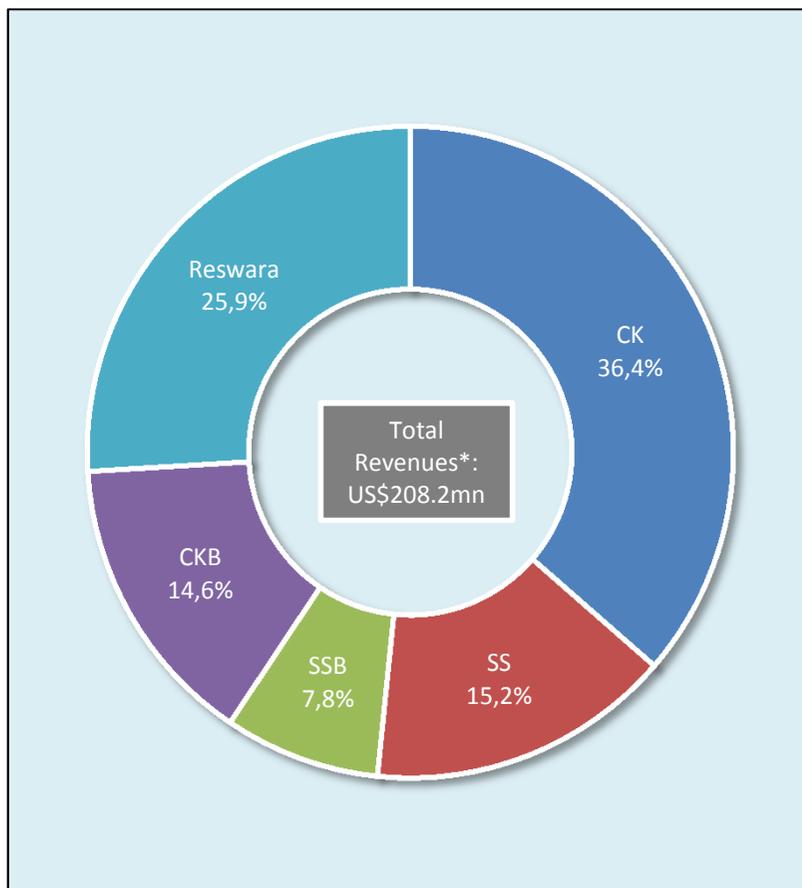


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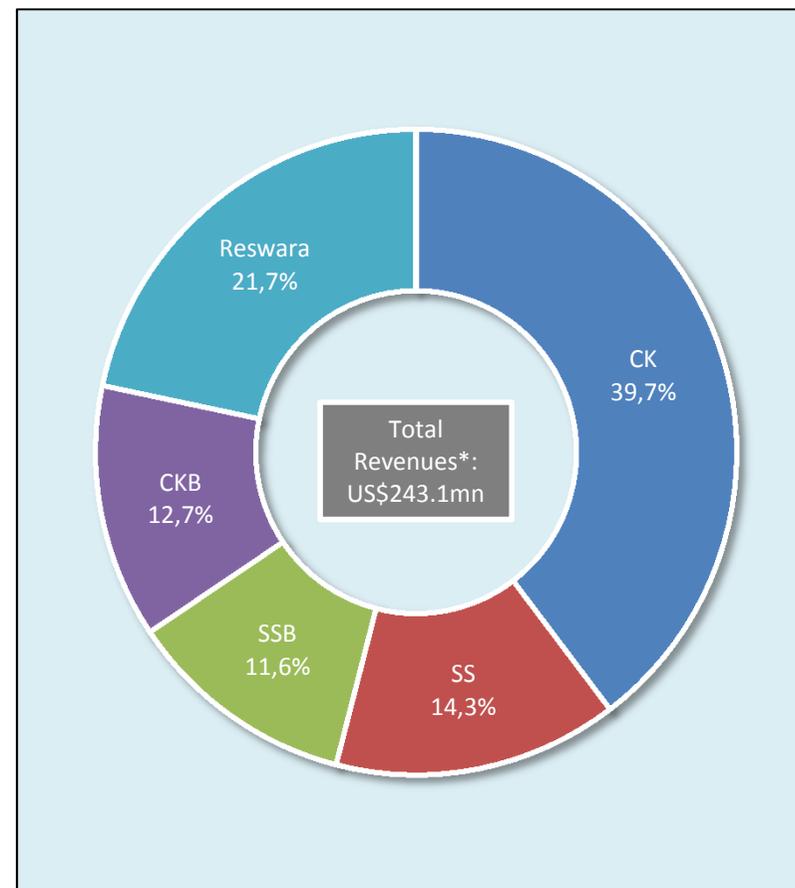
ABM parent capex amounted US\$7,879 or only about 0.02% of total 1Q 2014 total capex

Revenues Breakdown by SBU

1Q 2014



1Q 2013

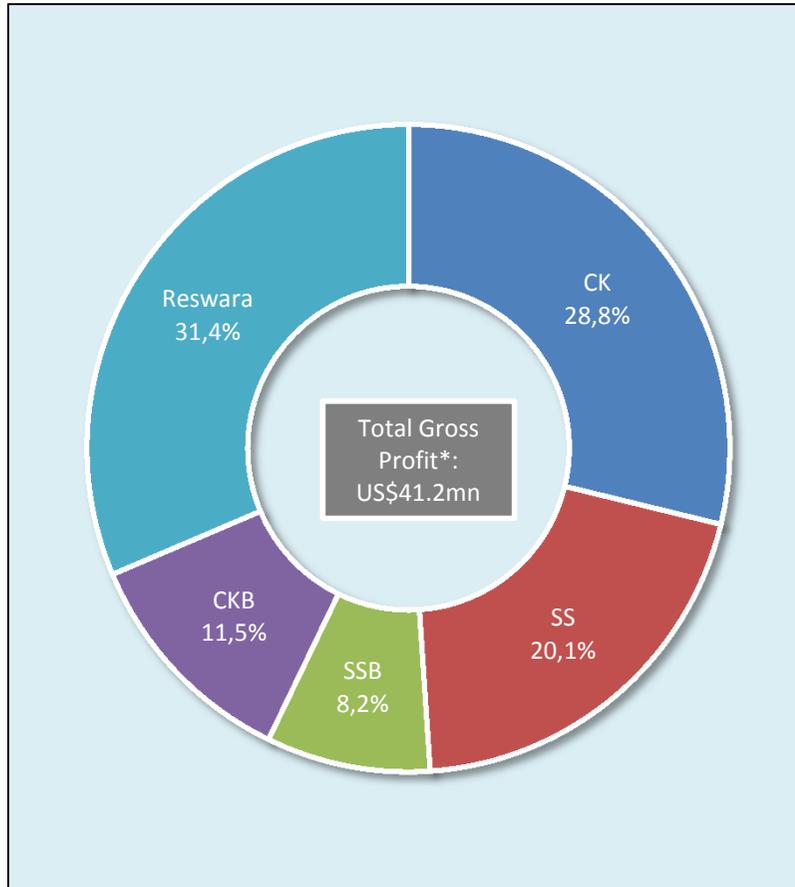


Note (*):

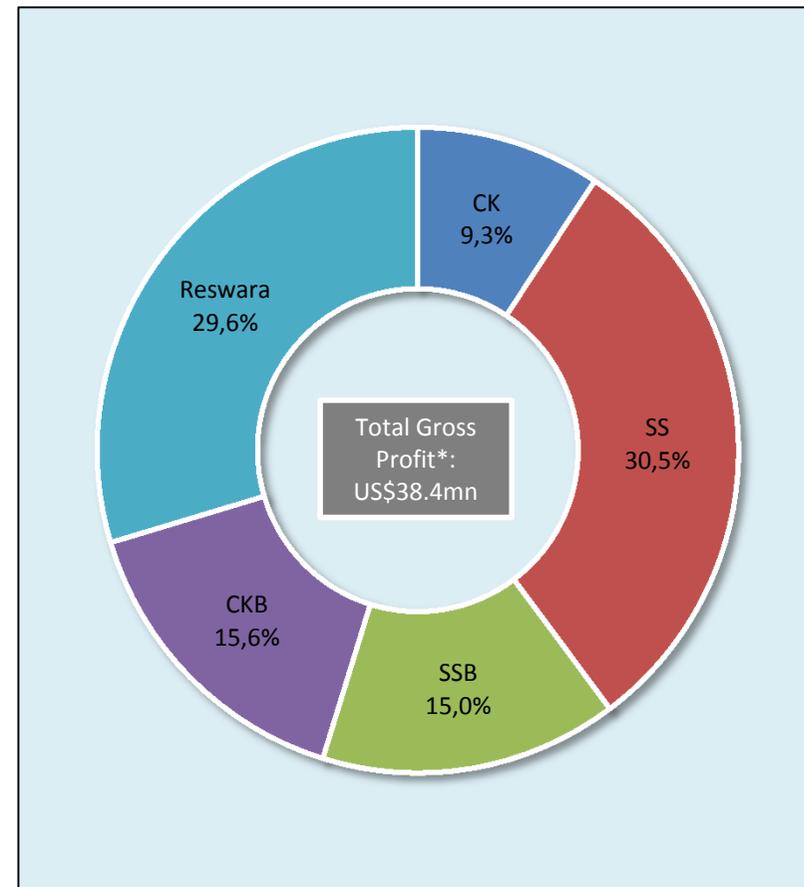
Revenues before elimination and excluded the gross revenues from ABM parent (“dewatering business”)

Gross Profit Breakdown by SBU

1Q 2014



1Q 2013

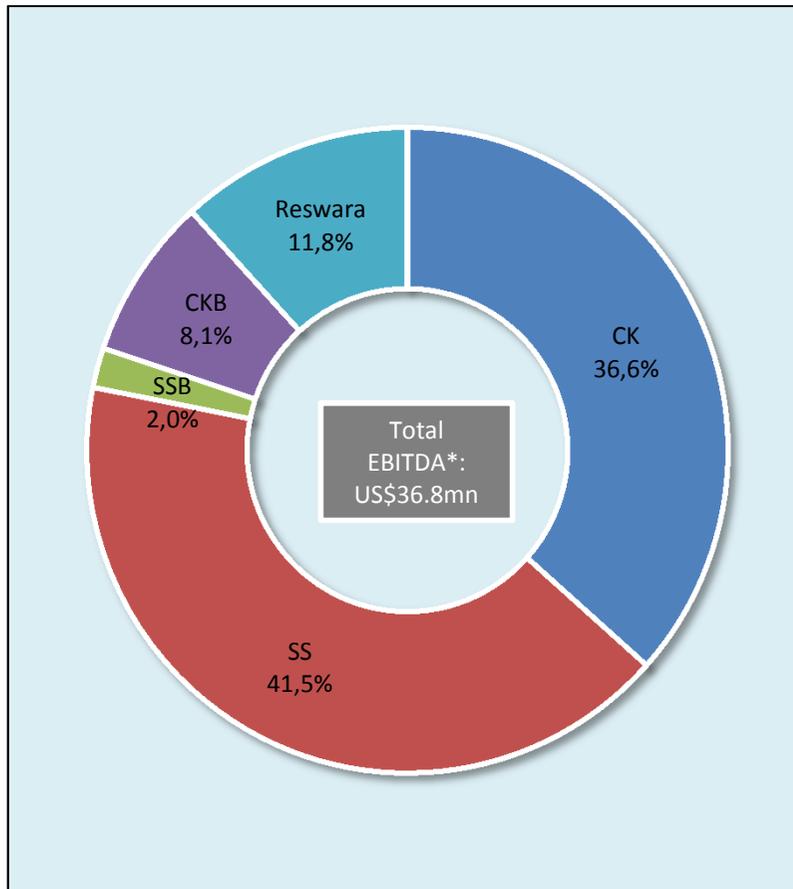


Note (*):

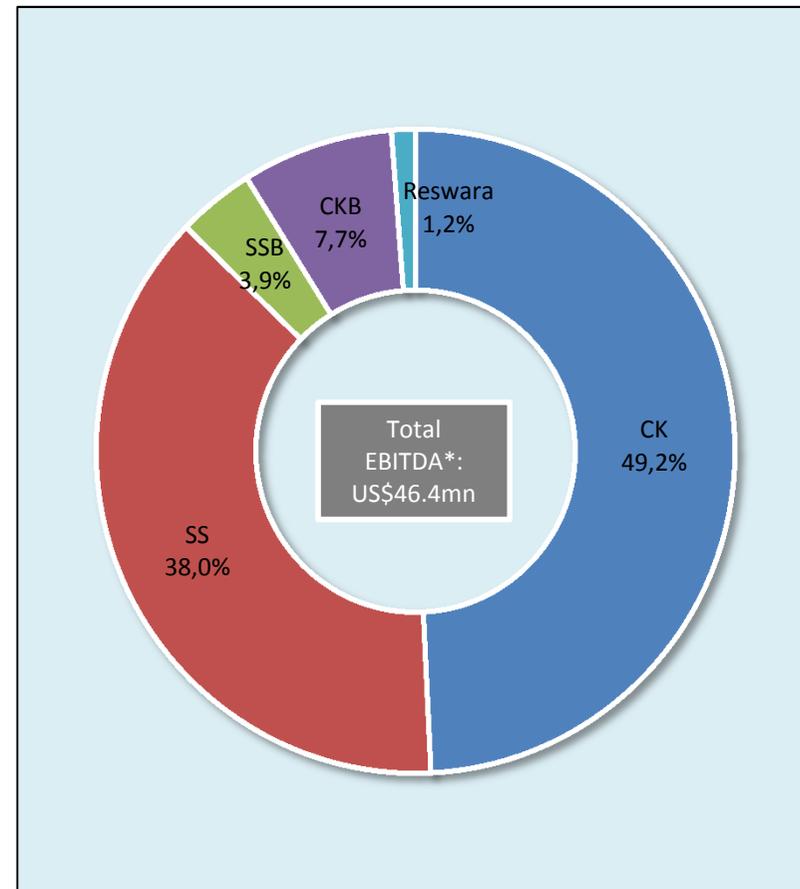
Gross Profit before elimination and excluded the gross profit from ABM parent operation (“dewatering business”)

EBITDA Breakdown by SBU

1Q 2014



1Q 2013



Note (*):

EBITDA before elimination and excluded the EBITDA from ABM parent operation ("dewatering business")

Net Profit Breakdown by SBU



Segment / Subsidiary	1Q 2014	1Q 2013
Coal Mine / Reswara	8.5%	-10.1%
Mine Contractor / CK	55.9%	-11.5%
Power Solution / Sewatama	25.2%	21.7%
Engineering Services / SSB	-2.7%	93.2%
Integrated Logistics / CKB	13.2%	6.7%
Total	100.0%	100.0%



Recent Updates
Operational Highlights
Financial Highlights

Strategy and Mitigations

63

Appendices

Slowdown in the U.S. and China economic growth may affect global business in 2014, as such ABM undertakes consolidation efforts with focus heavily on:

- Operational excellence
- Cost efficiency
- Prudent cash flow management

Capex for 2014 estimated at about USD 130-150 million

Focus on Capex:

- Power: IPP business
- Coal: Aceh Project (MIFA completion)

Strategy and Mitigations



Increase exposure to the domestic market
Completion of the MDB Project in Aceh



Start to enter into earthmoving construction works
Eyeing non-coal mining works



Accelerate development of the IPP projects
Seeks opportunity for non-organic growth



Amplify diversification to beyond mining,
including oil and gas sector



Amplify diversification to beyond mining,
including oil and gas sector

Our thesis for long-term remain solid

- Rising global population, higher energy needs
- Strategic investment business model
- Diversification to capture growth opportunity



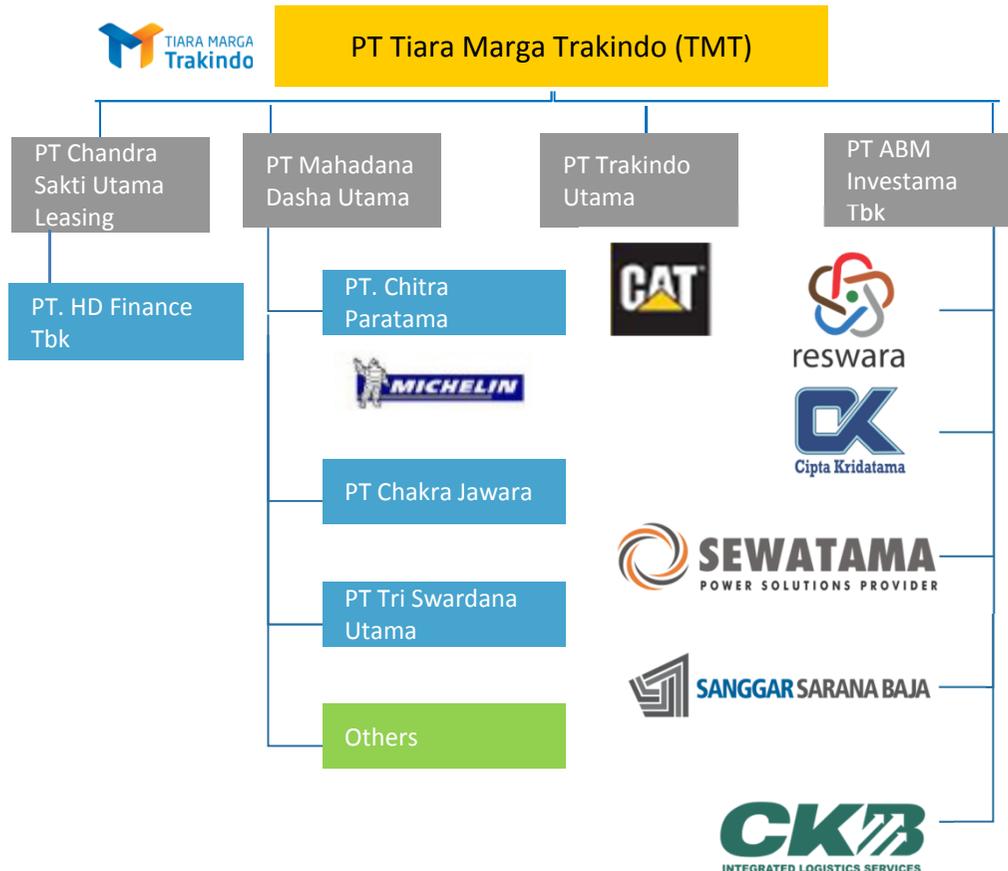
Recent Updates
Operational Highlights
Financial Highlights
Strategy and Mitigations

Appendices

65

Tiara Marga Trakindo Group Profile

Tiara Marga Trakindo Group Structure



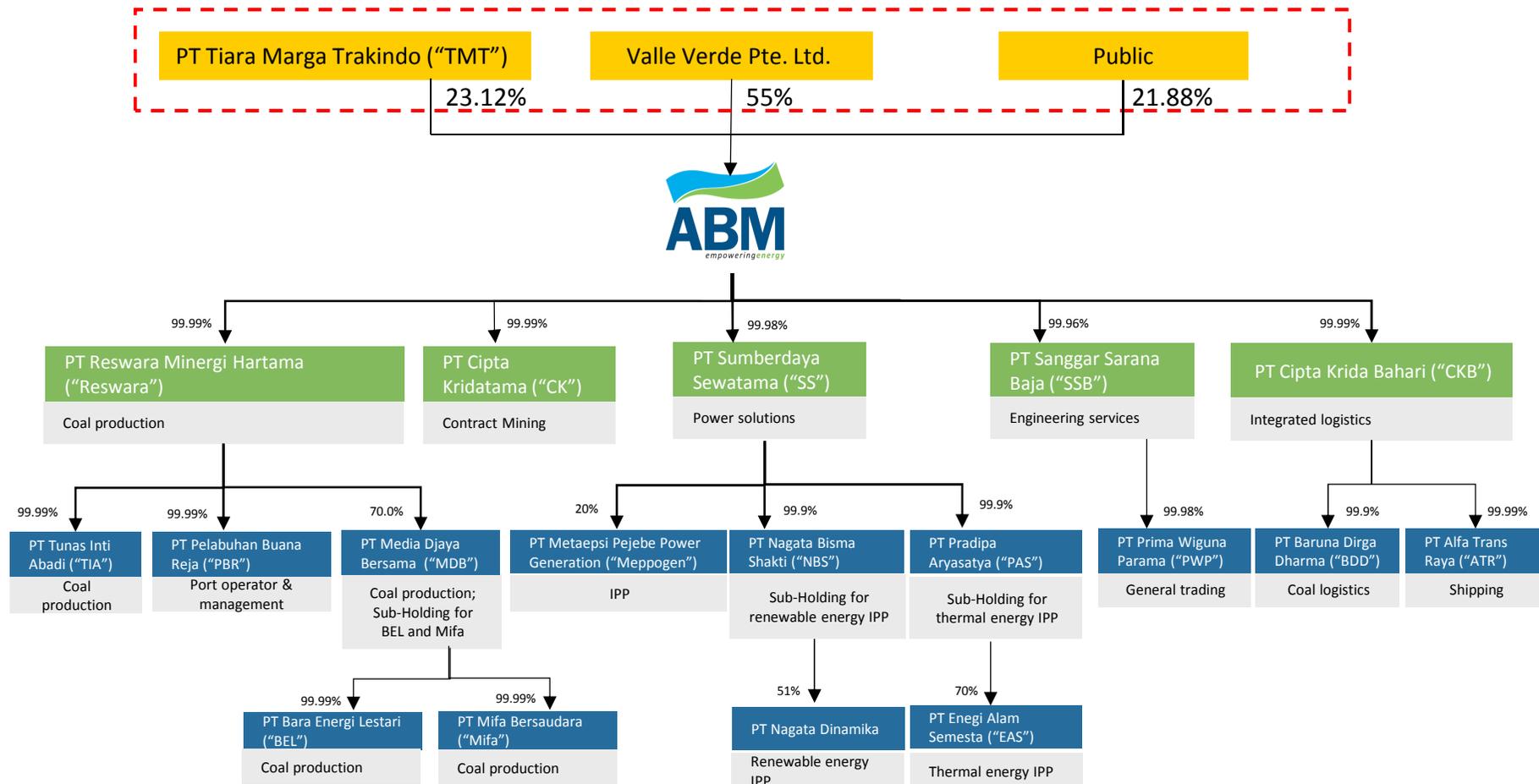
Overview of Tiara Marga Trakindo Group

- 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-Add to ABM

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

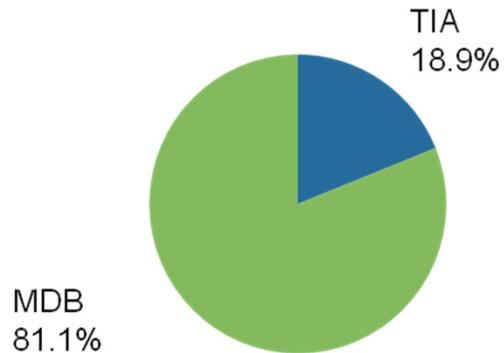
ABM Group and Shareholding Structure



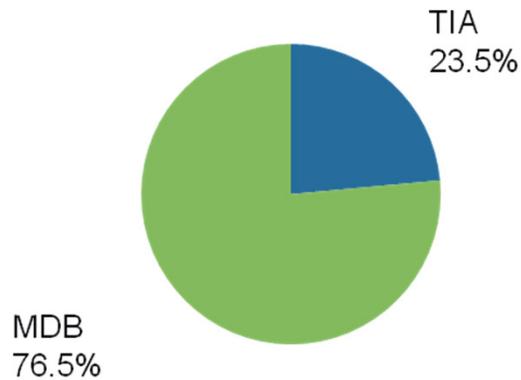
Reswara: Coal Reserves, Resources, and Concession



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 (JORC) per Jun 2011
- MDB as 100% basis

Reswara: Coal Quality Parameters, Mine Concession

Coal Characteristics

		TIA	MDB
Calorific Value (Adb)		5,500-5,300 kcal/kg	5,300-5,100 kcal/kg
Caloric Value (GAR)		4,100-3,900 kcal/kg	3,400-3,200 kcal/kg
Total Moisture (AR)		35-37%	43-45%
Ash Content (Adb)		5.7%	4.6%
Sulfur (Adb)		0.3-0.5%	0.2-0.4%

Concession Breakdown

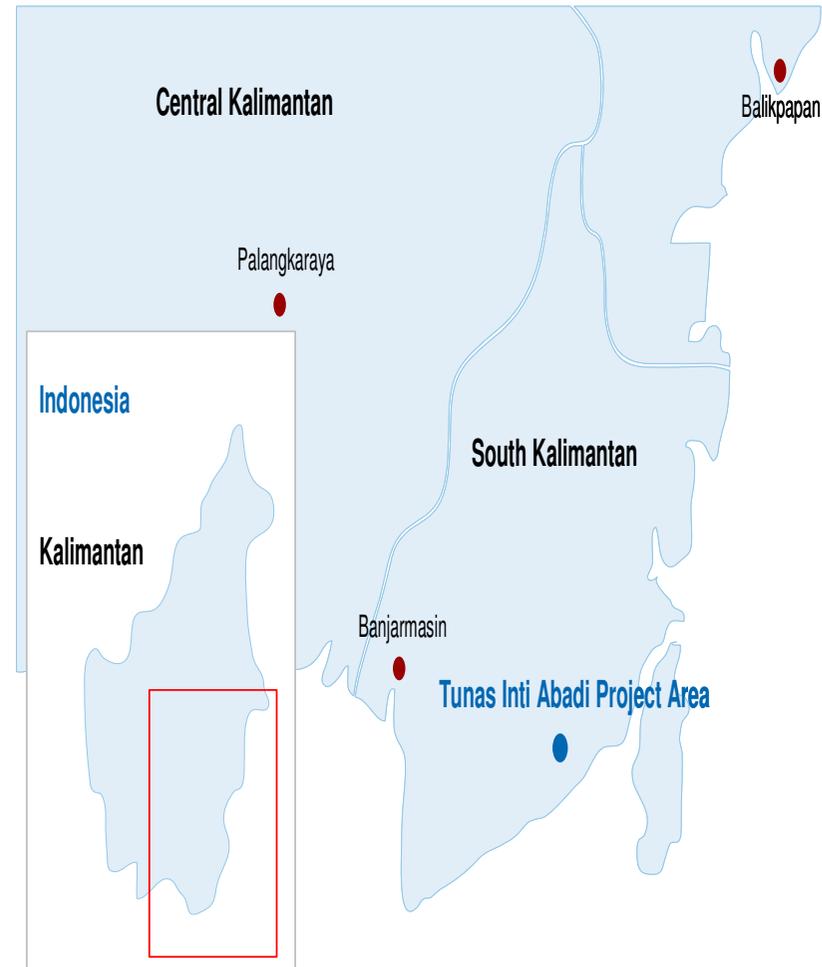
Entity	Concession Holding Company	Type of Concession	Location	Current Concession Area (ha)	Expiry Date of Current Phase
TIA	TIA	IUP	South Kalimantan	2,355	Mar 16, 2021
TIA	TIA	IUP	South Kalimantan	719	Mar 5, 2021
BEL	BEL	IUP	Aceh	1,495	Sep 26, 2017
Mifa	Mifa	IUP	Aceh	3,134	Apr 13, 2025

TIA: Mine and Infrastructure Profile

PT Tunas Inti Abadi

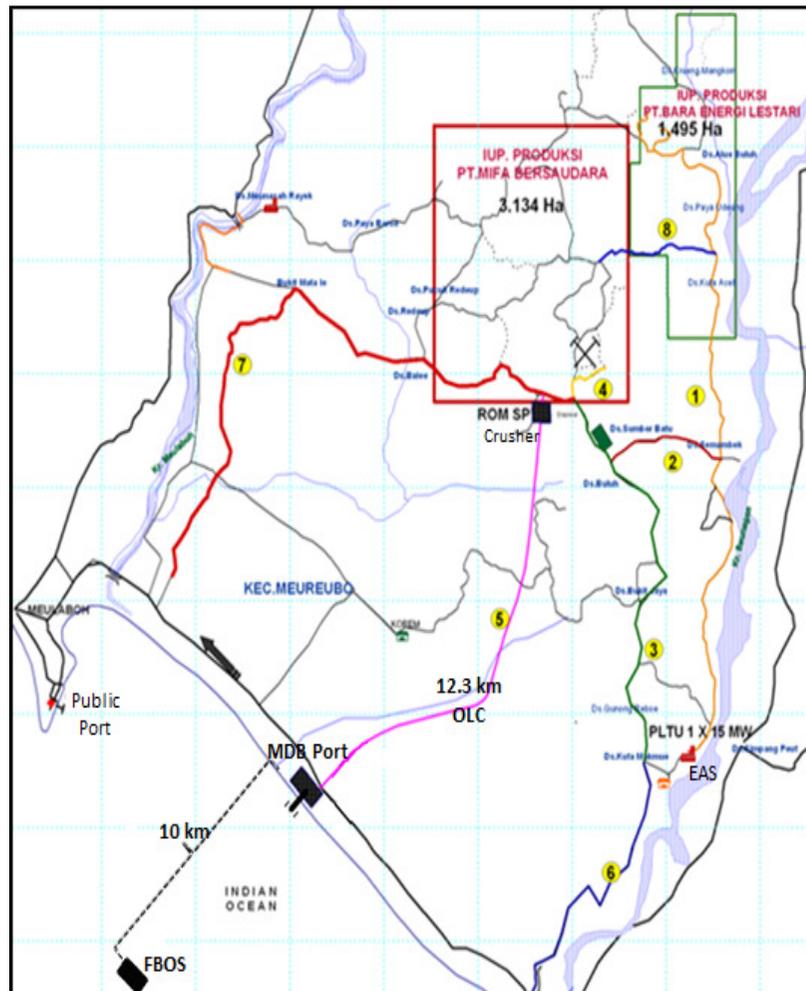
- TIA was acquired in Dec 2007, commenced commercial production in Aug 2009 and coal sales in Oct 2009
- Coal mining is contracted to ABM subsidiary, CK
 - 27 km from pit to port at Bunati
 - 9-12 km from port to anchorage point at Bunati
 - 8,000 tons barge loading capacity at jetty
 - 120,000 tons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

TIA Site (South Kalimantan Province)



MDB: Mine and Infrastructure Profile

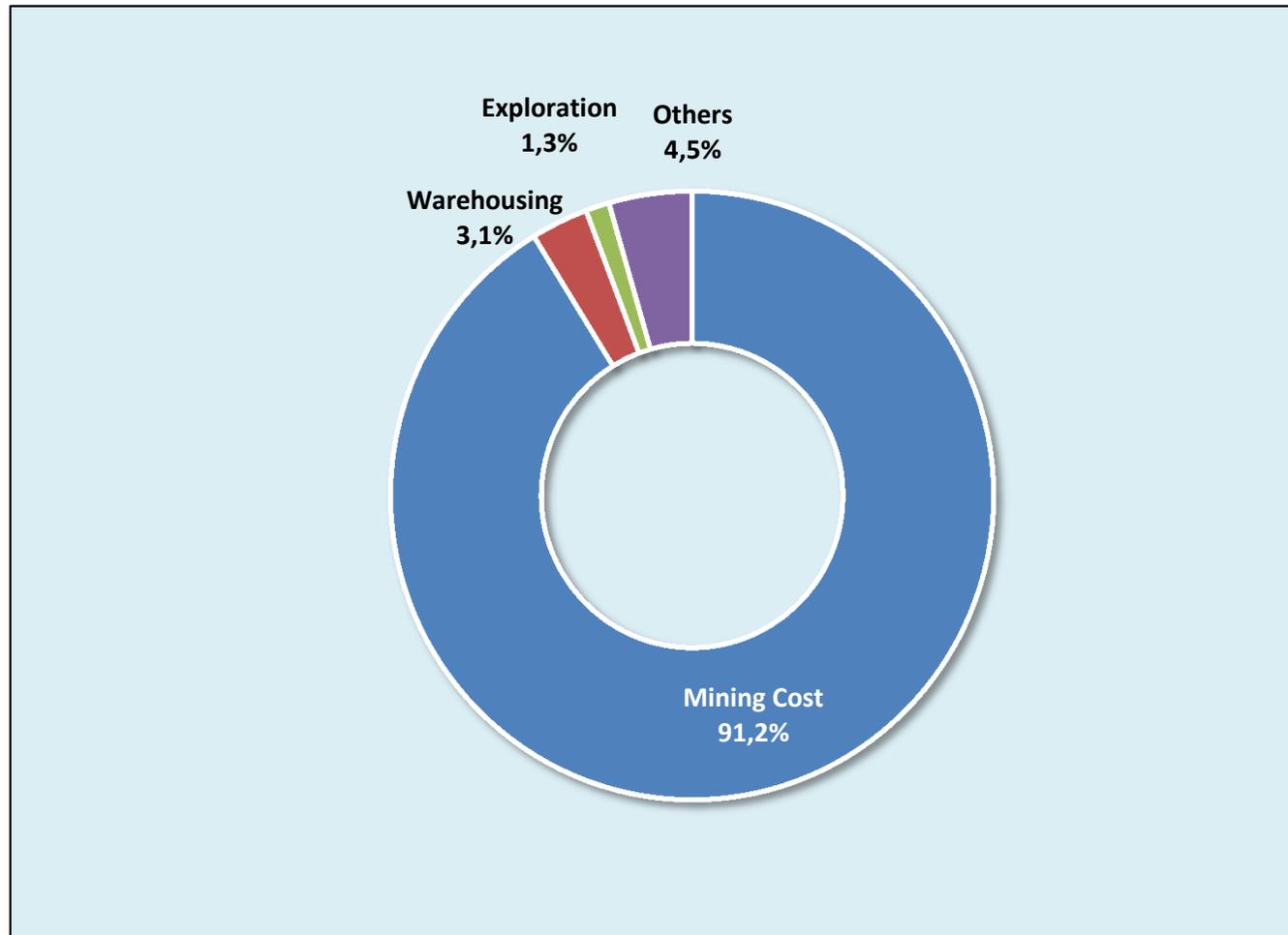
MDB Site (Aceh Province)



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

TIA: 1Q 2014 Production Cash Cost (Ex-Royalty) Structure

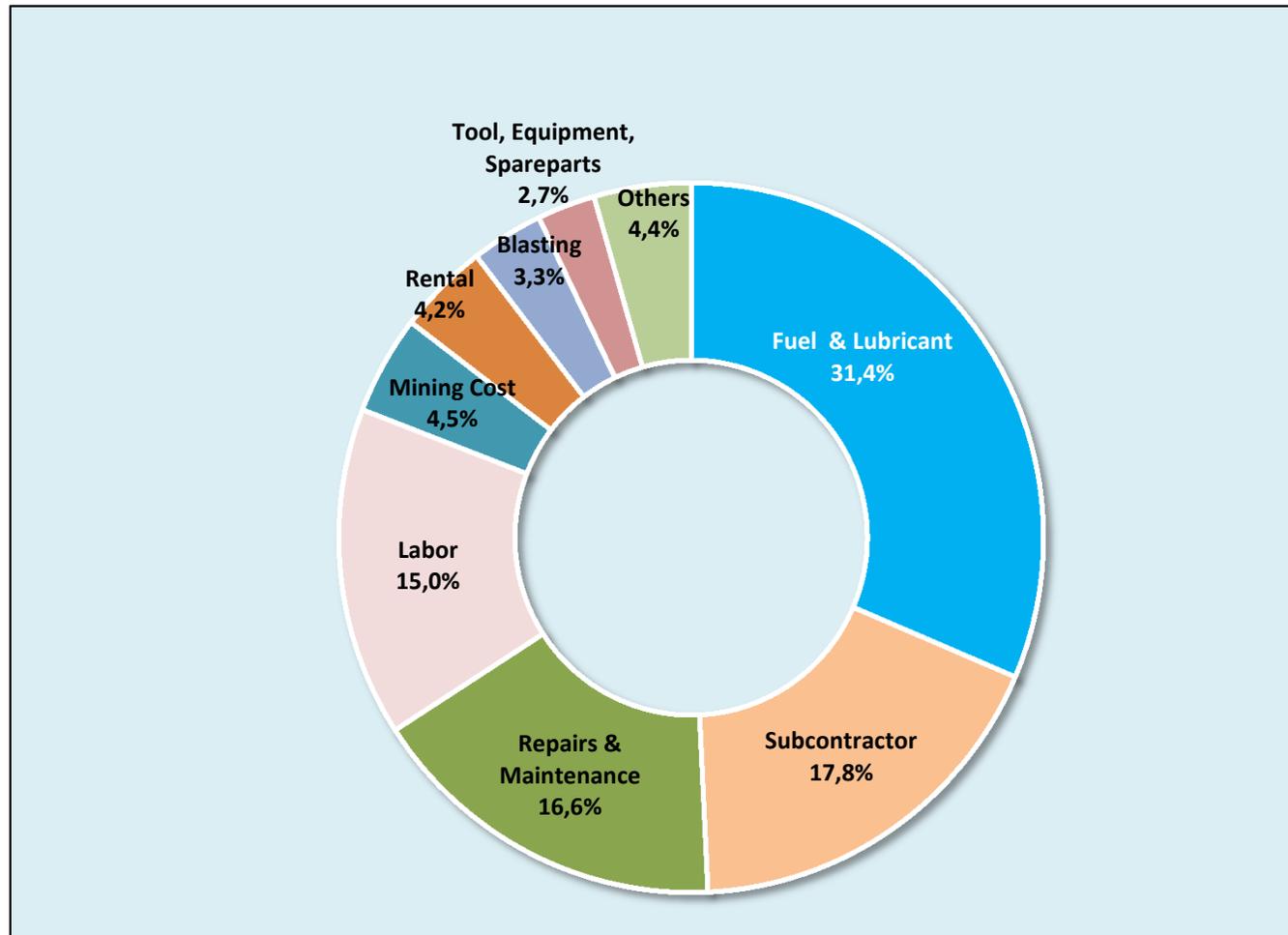


CK: Heavy Equipment and Machinery Fleet



Type of equipment Dec 31, 2013	Capacity	Number of units	Average age (in years)
Excavator	250 - 350 tons	17	6.3
	20 - 100 tons	99	2.5
Truck	30 - 100 tons	272	4.1
Dozer		73	2.4
Grader	14 - 16 feet	40	3.1
Wheel loader		4	2.8
Compactor		11	7.4
Total		516	

CK: 1Q 2014 Cash Cost Structure



SS: Generator Profile



Model	Number of Units as of Dec 31, 2013	Capacity (kW)	Average Useful Life (Years)	Average Age as of Dec 31, 2013 (Years)
Diesel Generator Sets	905	1,084,154	9	10
Gas Generator Sets	5	9,000	14	6
MFO Generator Sets	11	20,000	14	2
Total	921	1,113,154		

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