



COMPANY PRESENTATION

Q1 2012 Result
Jakarta, April 2012

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



Table of Contents

Structure and Business Strategy

p.3

Financial Overview

p.8

Operational Highlights

Sub: PT Reswara Minergi Hartama (Reswara) – Coal Production

p.18

Sub: PT. Cipta Kridatama (CK) – Contract Mining Services

p.25

Sub: PT. Sumberdaya Sewatama (SS) – Power Solutions

p.30

Sub: PT.Sanggara Sarana Baja (SSB) – Engineering Services

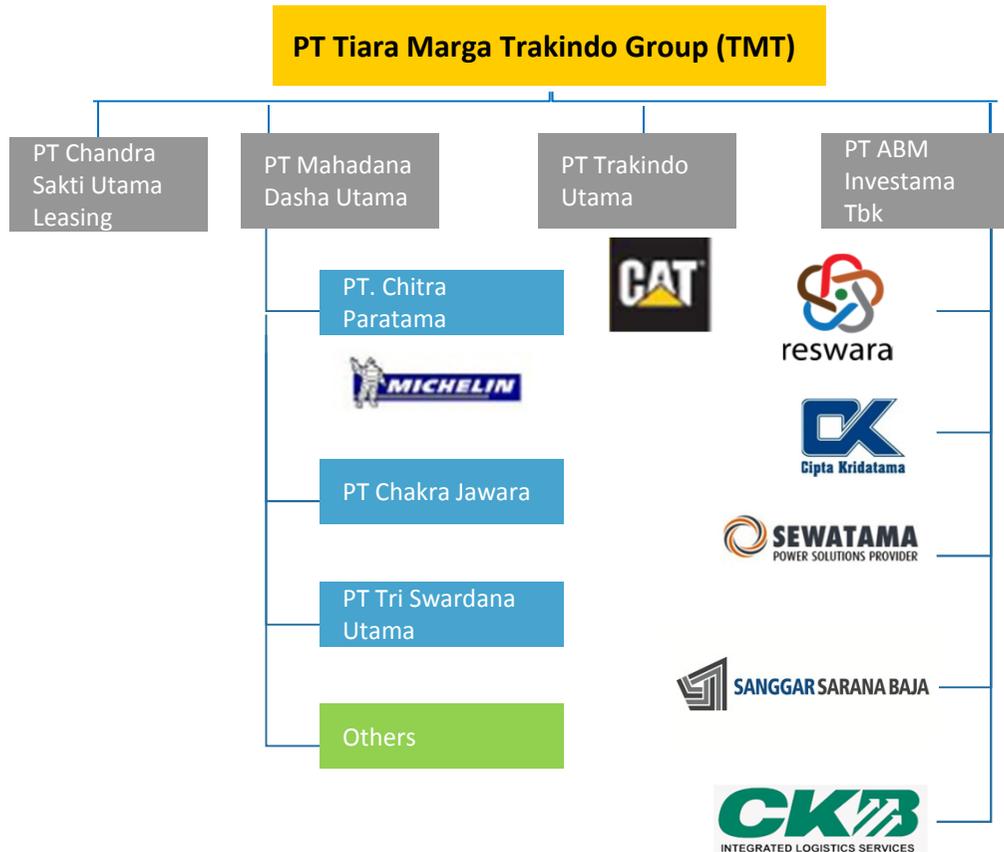
p.34

Sub: PT. Cipta Krida Bahari (CKB)- Integrated Logistic

p.37

ABM Investama A Member of Tiara Marga Trakindo Group

Tiara Marga Trakindo Group Structure



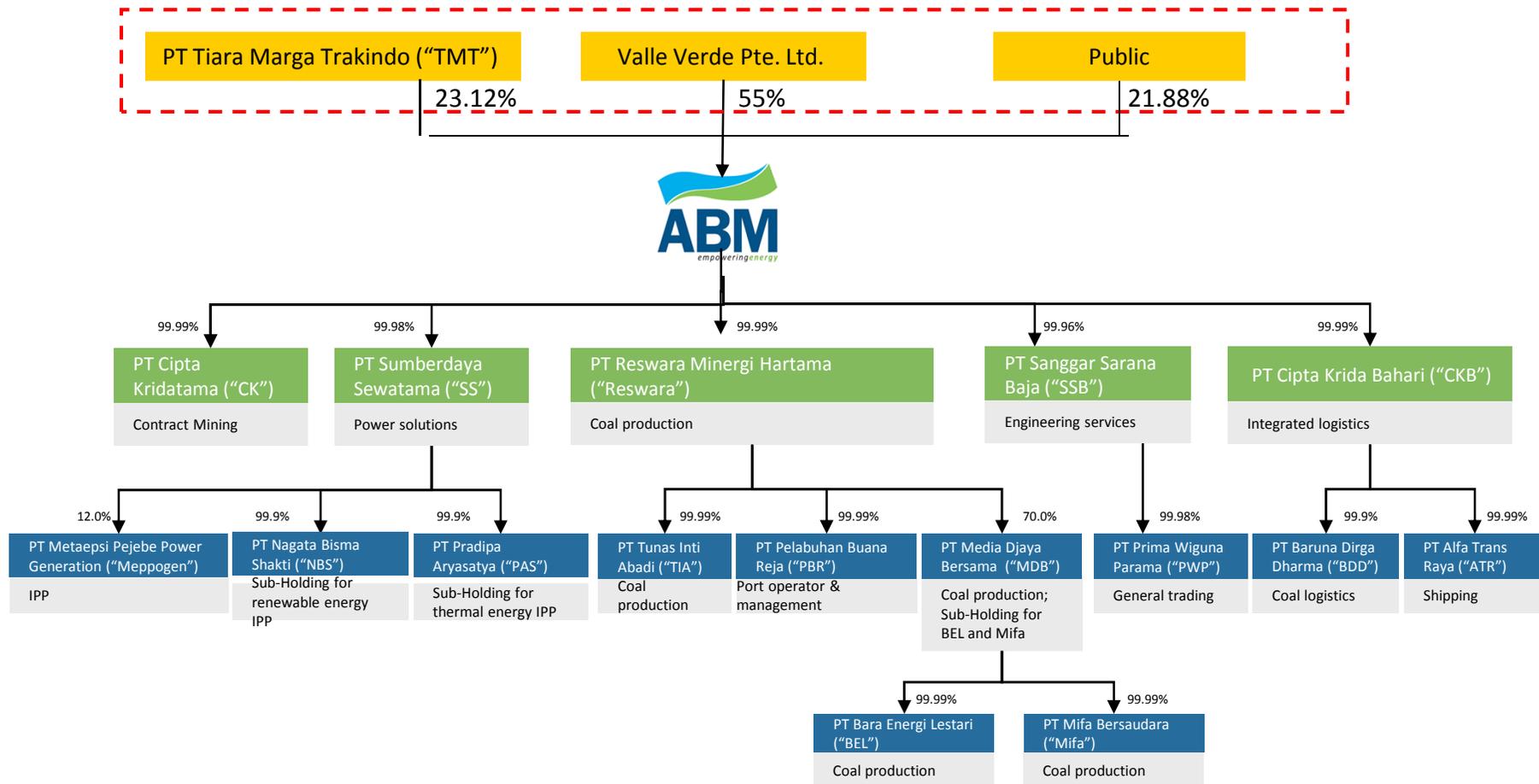
Overview of Tiara Marga Trakindo Group

- 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 Group and Shareholding Structure



ABM's Five Strategic Business Units



Contract Mining Services

- Established 1997
- Fleet of 575 heavy equipment serving 8 customers as of Mar 31, 2012
- Backlog Overburden 601 million bcm and 46 million tons, as of Mar 31, 2011
- Employee: 3,392



Power Solutions

- Established 1992
- Approximately 824 gensets (945MW capacity)
- Manages more than 70 diesel power generation projects in Indonesia
- Employee: 1,430



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: 268 (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: 2,667



Integrated Logistics

- Established 2006
- Operates fleet of vessels, trucks, loaders and dry containers
- Provides coal logistics, freight forwarding and project logistics
- 35 branches and offices located throughout Indonesia
- Employee: 449 (All)



Business Strategies

ABM is an integrated energy company with three key business units in contract mining services, coal production, and power solutions, supported by two crucial components of engineering services and integrated logistics



- Among the top mining contractors in Indonesia.
- Provides full end-to-end “pit to port” contract mining services



- Leading temporary power provider, with 42% market share in Indonesia
- Electricity generation capacity of 945MW
- 12.% of Meppogen, an IPP with an installed capacity of 80MW



reswara

- Estimated 221 million tons of coal reserves and 561 million tons of coal resources
- Ability to leverage services offered by the ABM Group



- SSB and CKB to provide engineering services and integrated logistics support to the ABM and TMT groups
- The Group subsidiaries provide substantial intragroup services, thereby reducing costs and increasing business support



Our 7 Strengths as an Integrated Energy Company

1

Strategically positioned to capitalize on Asian and Indonesian energy markets

2

Leading energy market player in Indonesia

3

Exposure across the energy value chain with diverse product offering

4

Well-established and broad customer base

5

Comprehensive footprint and market coverage across Indonesia

6

Strong sponsorship and support from reputable shareholder

7

Experienced and highly qualified management team with a proven track record

Q1-2012 Revenue Increased 43.1% YoY

Income Statement ABM Consol (in million USD)	Q1 -2012	Q1-2011	FY 2011
Revenue	200.174	139.904	753.835
Gross Profit	41.617	29.074	158.944
GPM	20.79%	20.78%	21,1%
Income From Operations	12.322	12.997	82.416
OPM	6.2%	9.3%	10,9%
EBITDA	40.516	27.771	124.926
Ebitda Margin	20.2%	19.9%	16,6%
Profit Before Tax	7.180	9.949	60.673
	3.6%	7.1%	8,0%
Net Income	5.053	6.590	55.138
NPM	2.5%	4.7%	7,3%

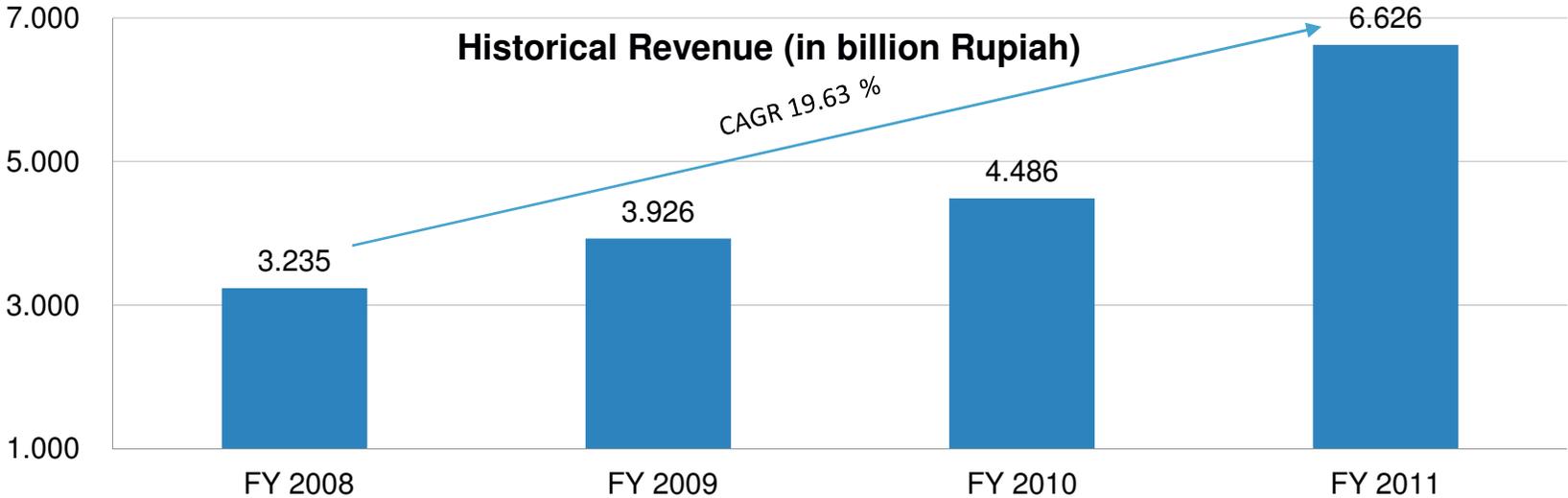
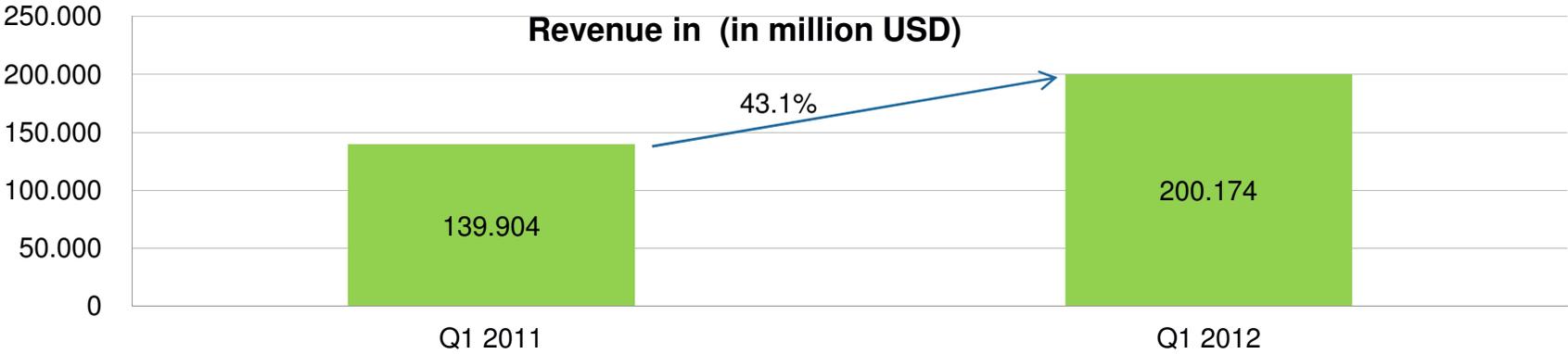
Business Update Q1 2012 to Current

- ✓ In February 2012, PT Cipta Kridatama, signed a new contract with PT Riau Bara Harum (RBH) with value of around US\$ 300 million secured for 5 years.
- ✓ In March , 2012 PT Cipta Krida Bahari built a Warehouse in Banjarmasin with investment of USD 4 Million.
- ✓ In March, 2012PT Cipta Krida Bahari ordered 7 tug and barges , the 2 set tug and barges have been delivered, the remaining will be delivered in 2012 with investment USD26 million.
- ✓ Reswara Minergi Hartama (Reswara) signed a sales contract of 935,000 metric tons of 5500 Cal ADB coal with Avra Commodities Pte Ltd. (Avra Commodities) on April 16, 2012

Business Update Q1 2012 to Current

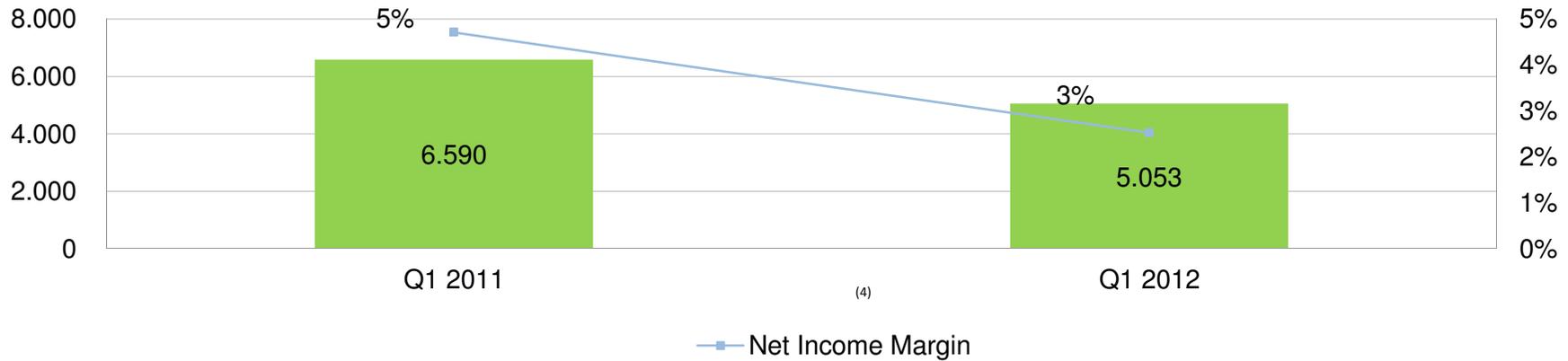
- ✓ May 6, 2011, CK signed contract USD 209 million with Rinjani for five years, the location is in Kutai Kertanegara, East Kalimantan
- ✓ Reswara Minergi Hartama (Reswara) secured a coal sales contract for 360,000 MT through a partnership with coal trading company Coeclerici Group (Coeclerici). The contract was signed on Friday (5/11) by Tunas Inti Abadi (TIA), a subsidiary of Reswara,
- ✓ Our SS, Power Solutions has 2 projects coming up in June 1x 15MW in Aceh and 2 X 55MW in Jambi, Sumatera
- ✓ We are looking for other acquisition and projects in 2012.

Revenue: Historical and Q1 2012

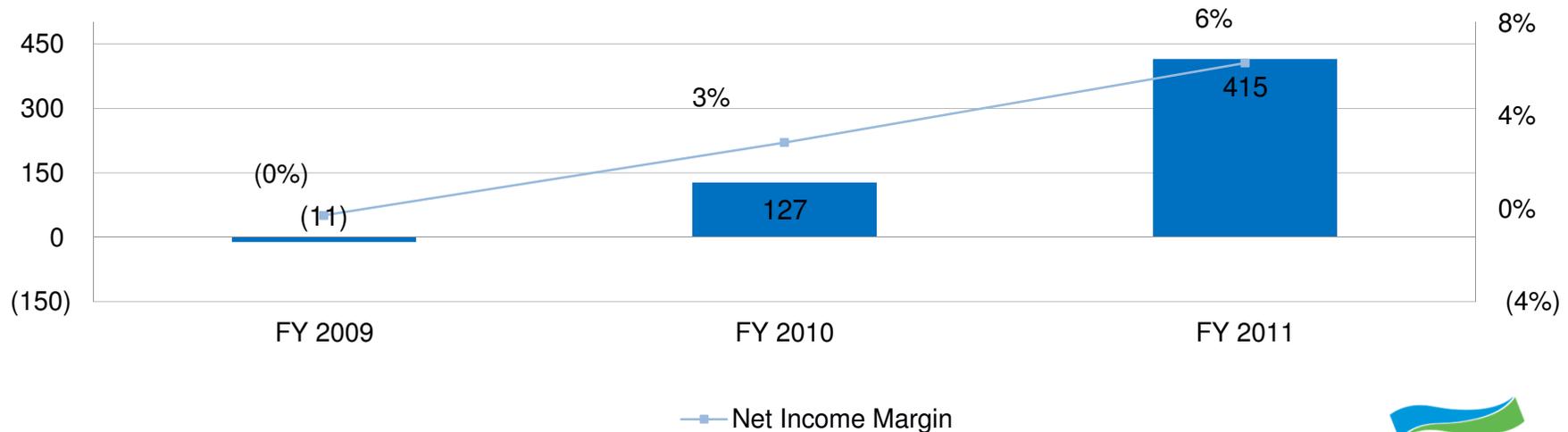


Net Income: Historical and Q1 2012

Net Income- Q1 2012 (in million USD)

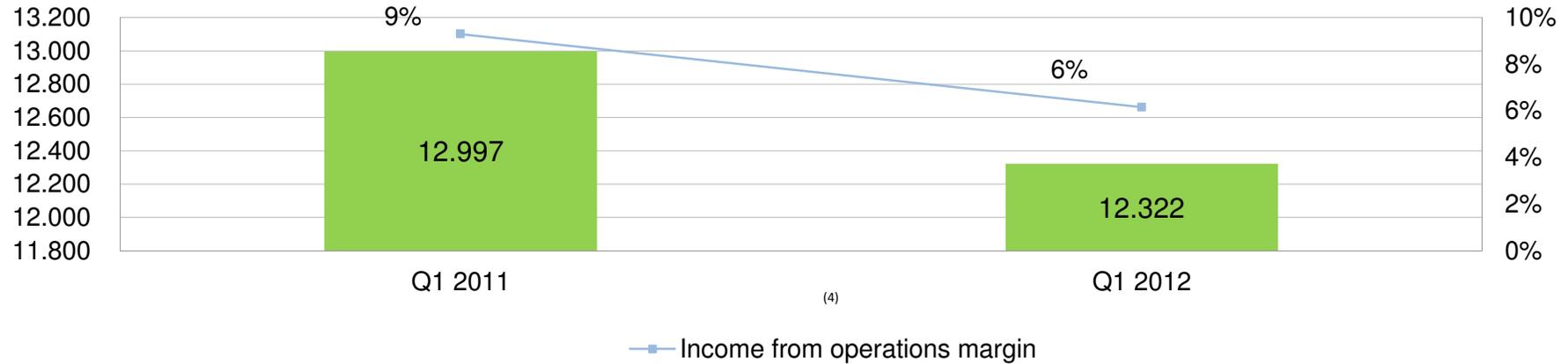


Historical Net Income- Year Ended Dec 31- IDR Bn

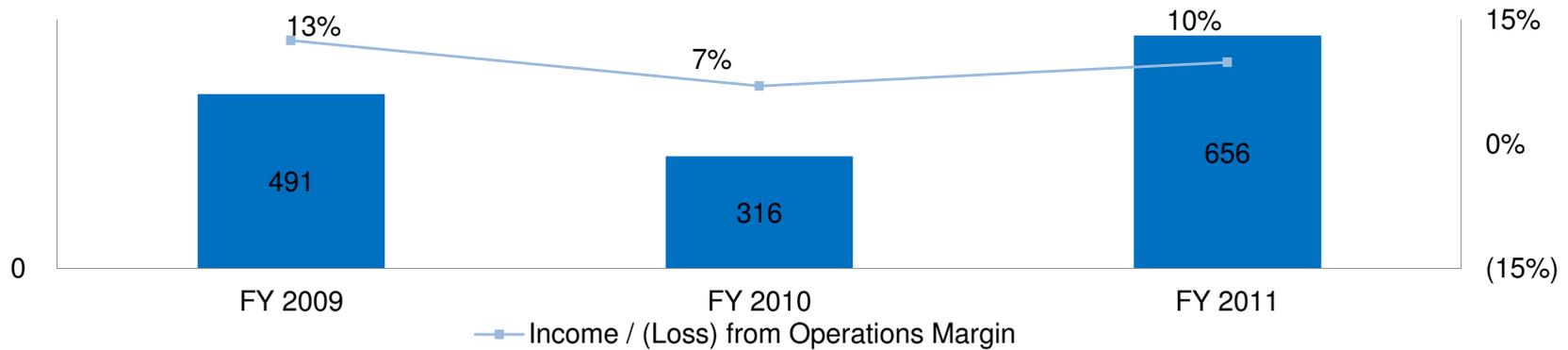


Income from Operations : Historical and Q1 2012

Income from Operations Q1 2012 (in million USD)



Historical Income from Operations (in Rp bn)



Balance Sheet & Key Ratios

Balance Sheet ABM Consol- (In million USD)	Mar 2012	Dec 2011
Total Asset	1.103.449	1.094.389
Cash & Cash Equivalent	152.725	184.017
Total Equity	341.751	337.731
Gross Debt	551.106	543.488
Net Debt	398.381	359.471

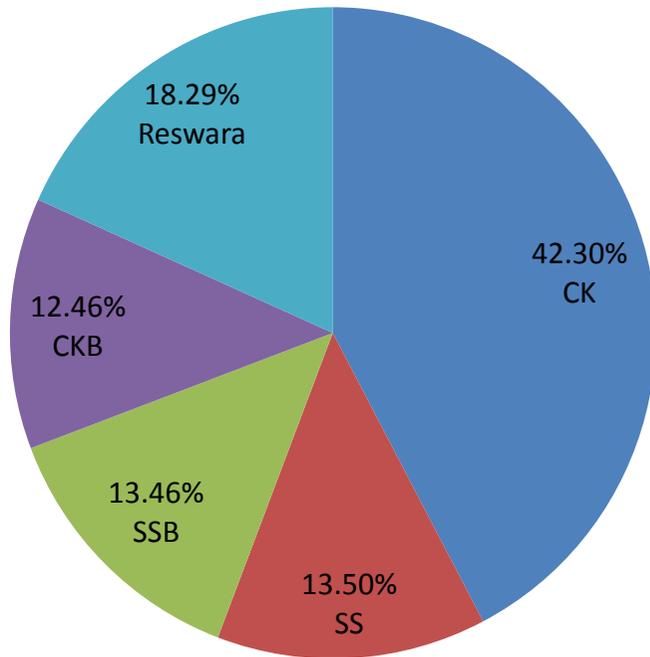
Capital Expenditure in 2012-2013

Capital Expenditure (in million USD)	2012 F
Machinery and Equipment	317
Building and Maintenance	16
Land	
Infrastructure	0.5
Others	1.1
Total	335

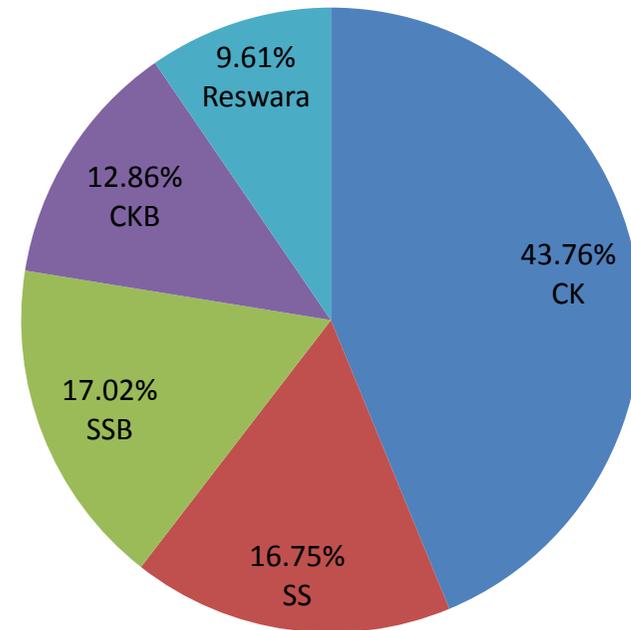
Capital Expenditure per SBU (in million USD)	2012 F
Reswara	62
CK	119
SS	62
CKB	73
SSB	19

Revenue Contribution in Q1 2012 vs Q1 2011

Revenue Contribution Q1 2012

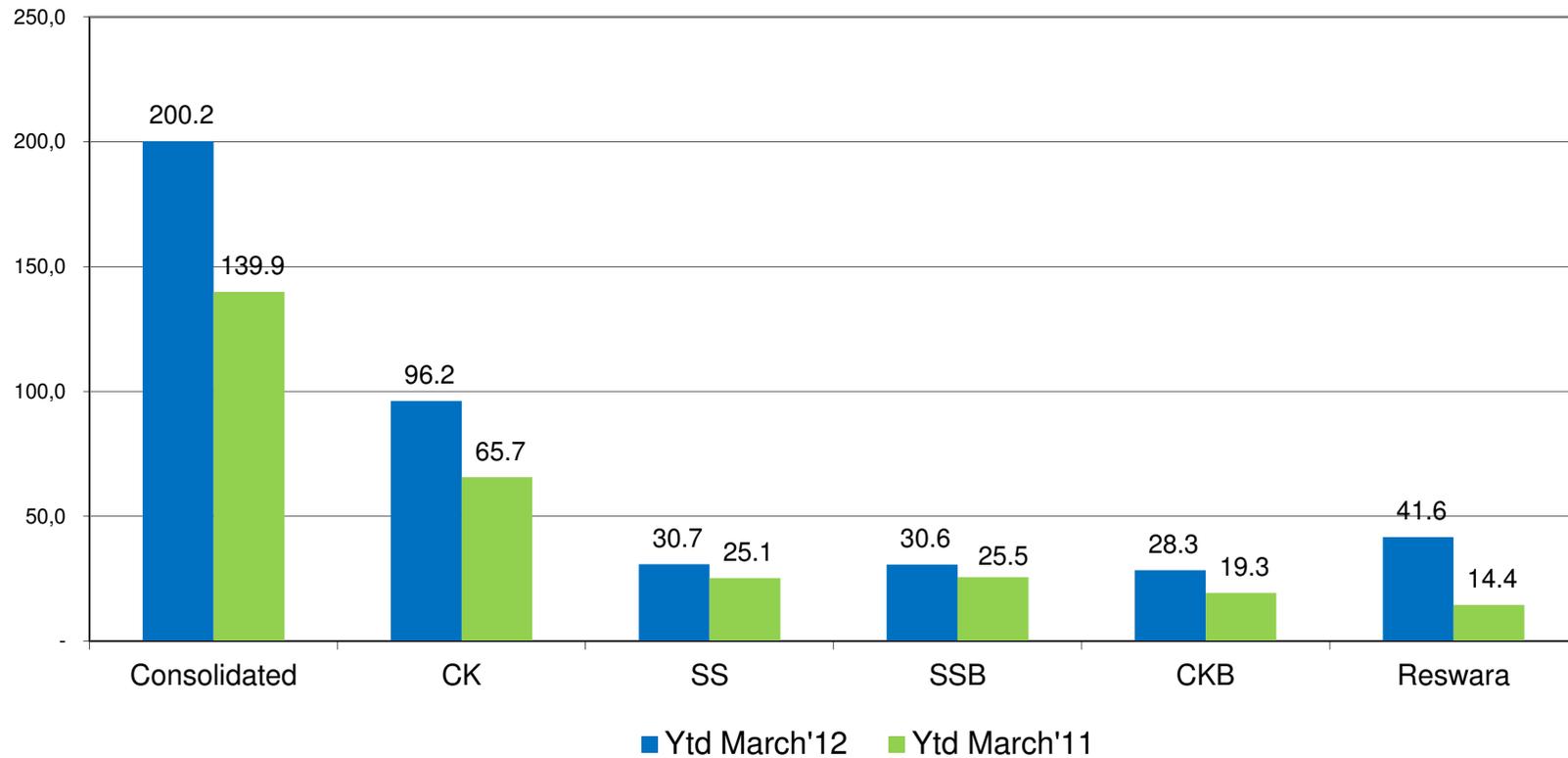


Revenue Contribution Q1 2011

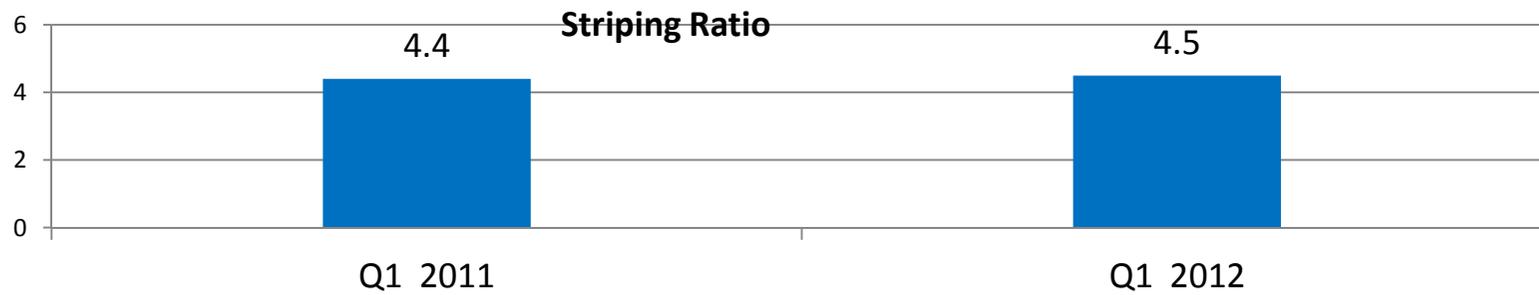


Sales & Revenue our Sub (before elimination)

Sales & Revenue in million USD

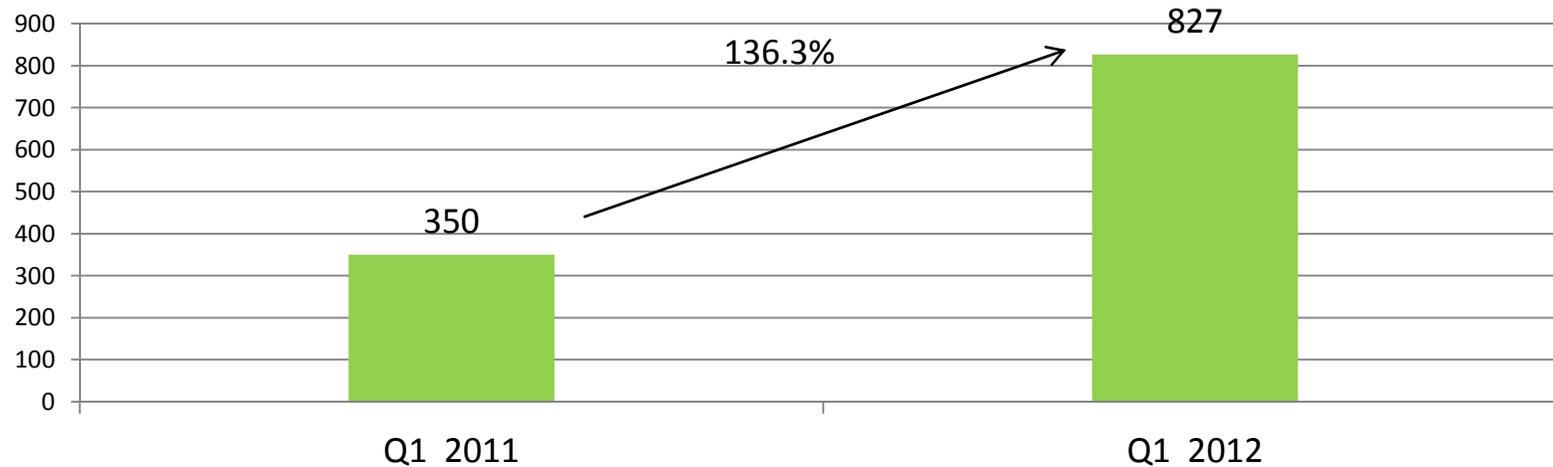


Reswara's Operational Highlights

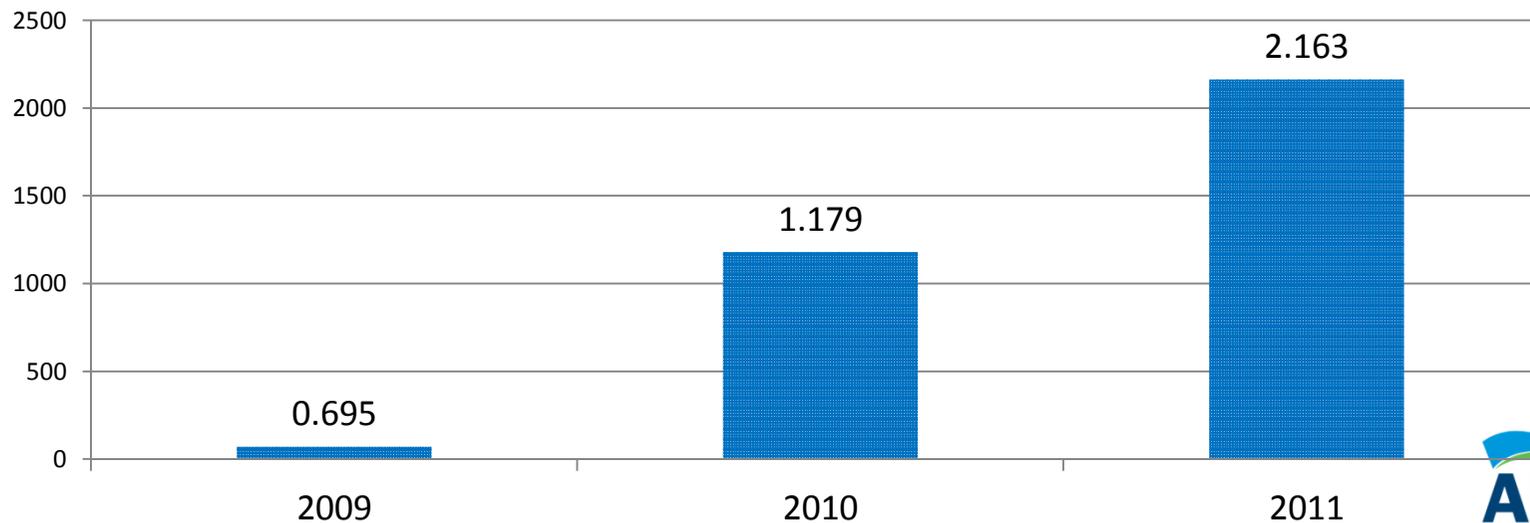


Sales and Production Q1 2012

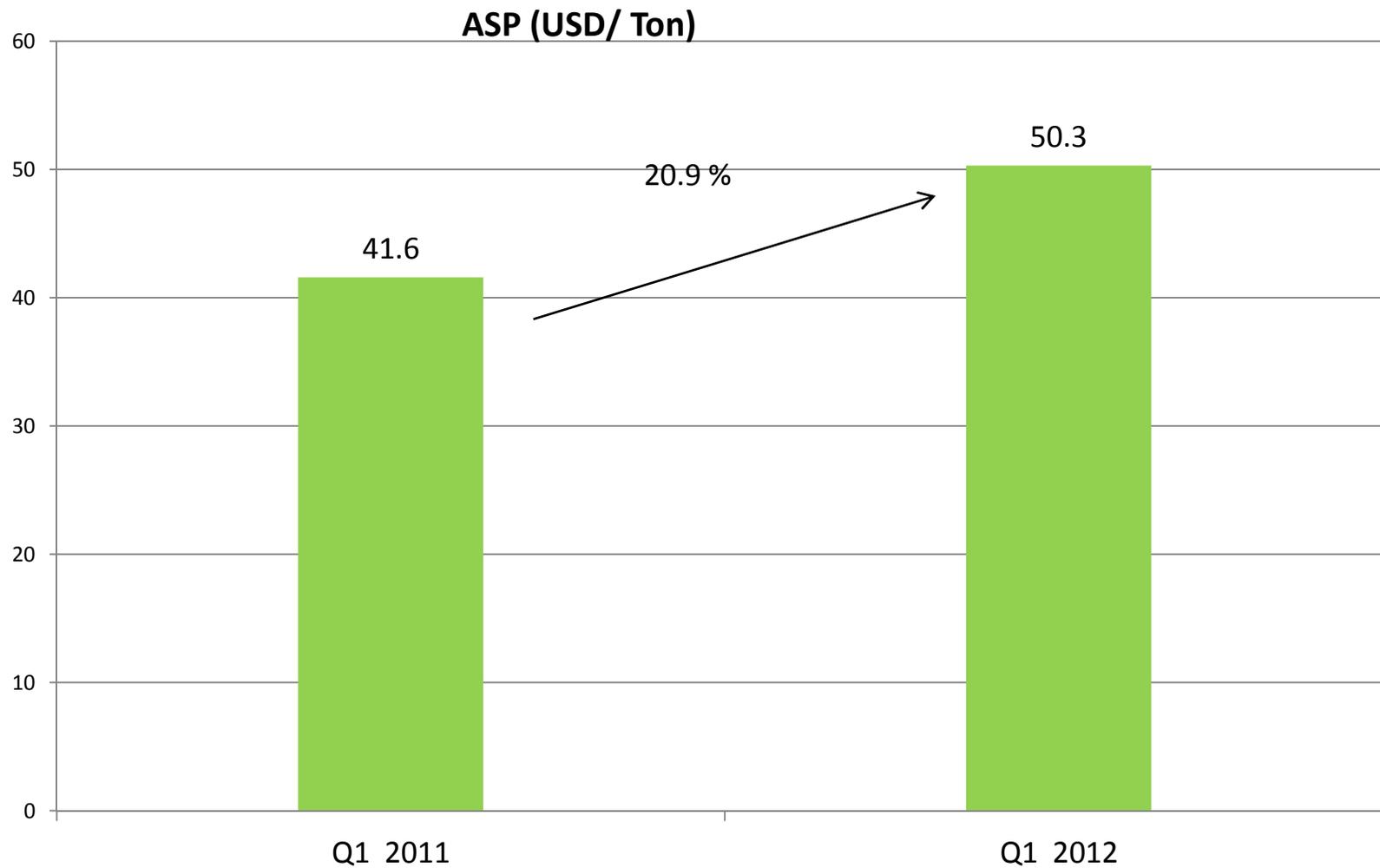
Reswara Sales & Production in QoQ (in thousand tons)



Reswara Historical Production (in million tons)

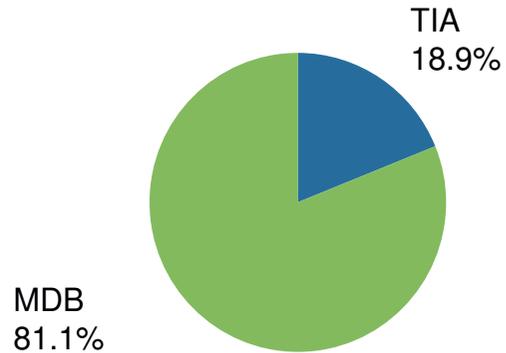


Reswara's Average Selling Price (ASP) and Cash Cost

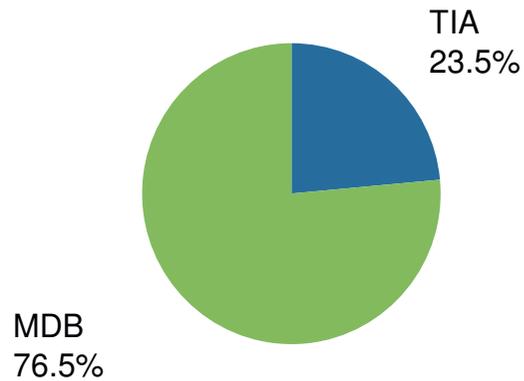


Coal Resources, Reserves and Concession

Total Resources: 561 Million Tons



Total Reserves: 221 Million Tons

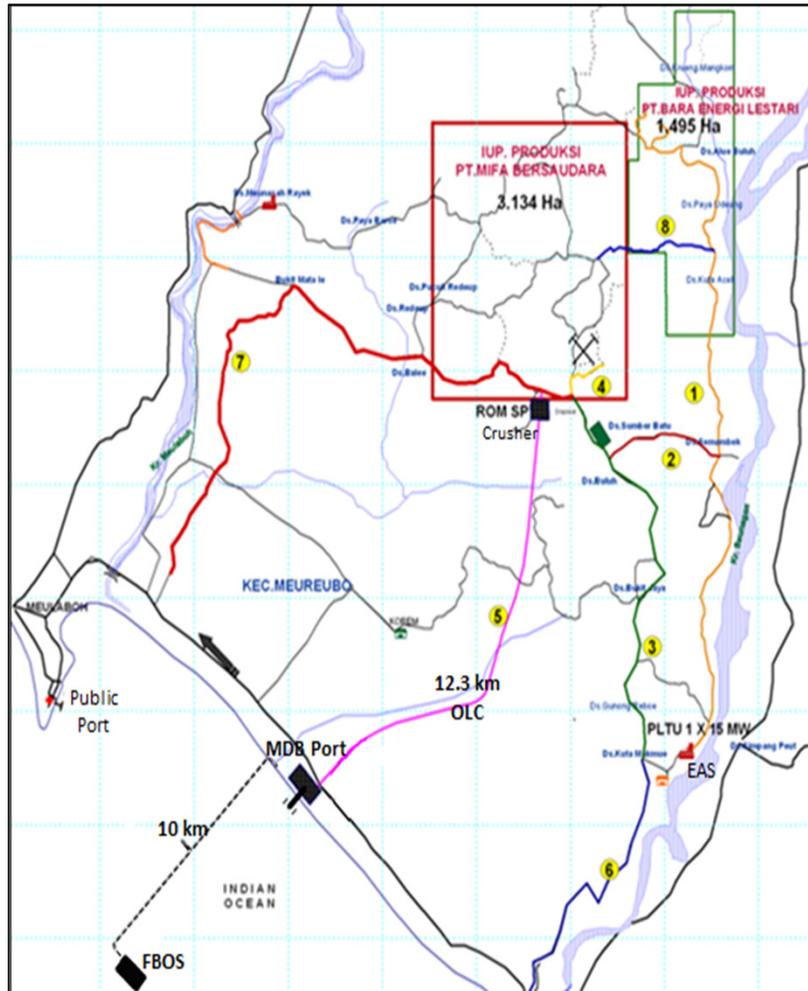


	TIA	MDB	Total
Coal Reserves (MT)			
Proved Reserves	13	7	20
Probable Reserves	39	162	201
Total Reserves	52	169	221
Coal Resources			
Measured	32	18	50
Indicated	39	289	328
Inferred	35	148	183
Total	106	455	561
Concession (Ha)	3,074	4,629	7,703

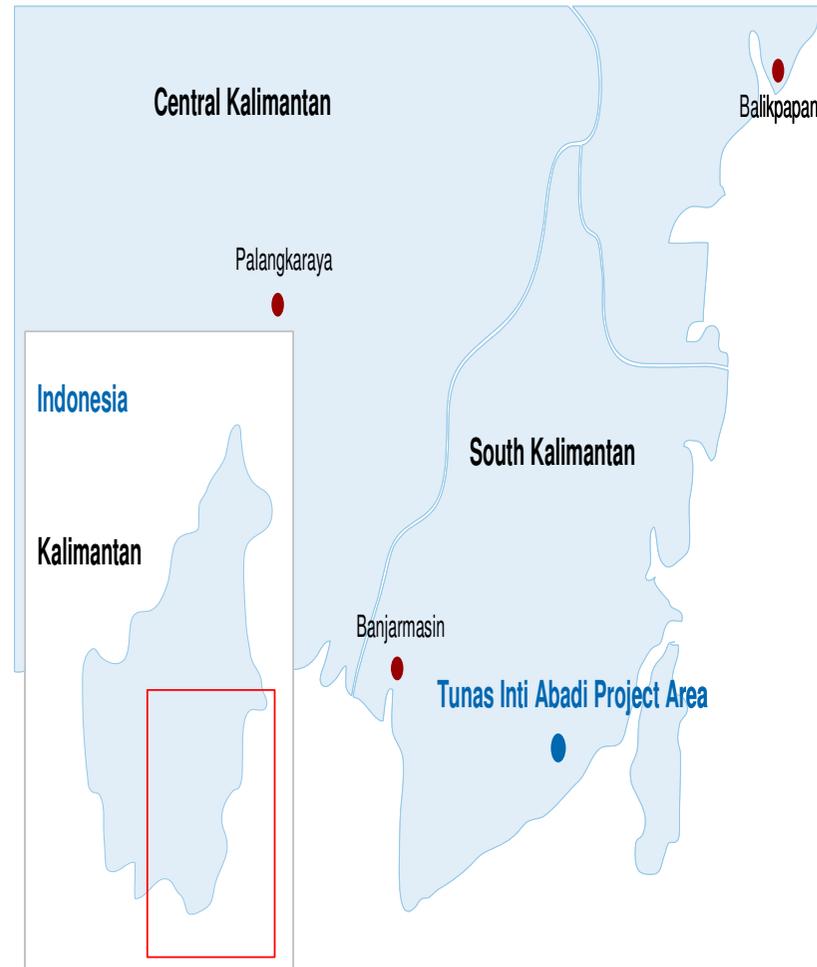
* JORC Report

Location: Aceh and South Kalimantan

MDB Site (Aceh Province)



TIA Site (South Kalimantan Province)



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
 - 26 km from port to anchorage point at Muara Satui
 - 8,000 ton barge loading capacity at jetty
 - 120,000 tons temporary pile facility at the mining pit
 - Logistic advantages: Close to the Ocean
 - Port with capacity of 5mn ton p.a

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

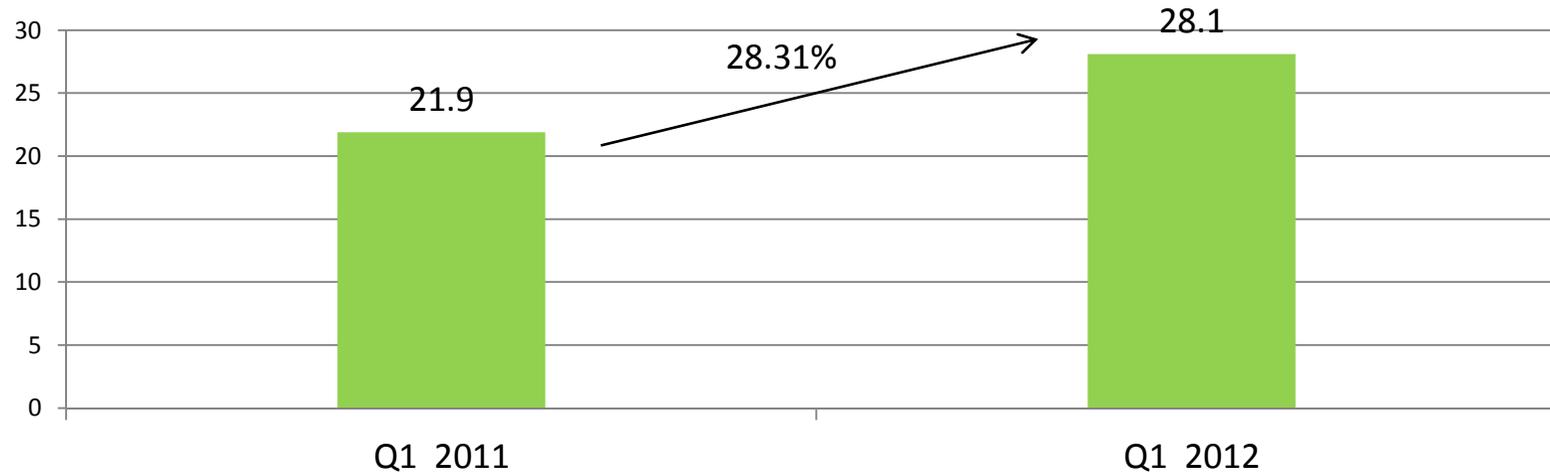
Entity	Concession Holding Company	Type of Concession	Location	Current Concession Area (ha)	Expiry Date of Current Phase
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	2,355	Mar 16, 2021
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	719	Mar 5, 2021
BEL	BEL	IUP ⁽¹⁾	Aceh	1,495	Sep 26, 2017
Mifa	Mifa	IUP ⁽¹⁾	Aceh	3,134	Apr 13, 2025

CK Operational Highlights

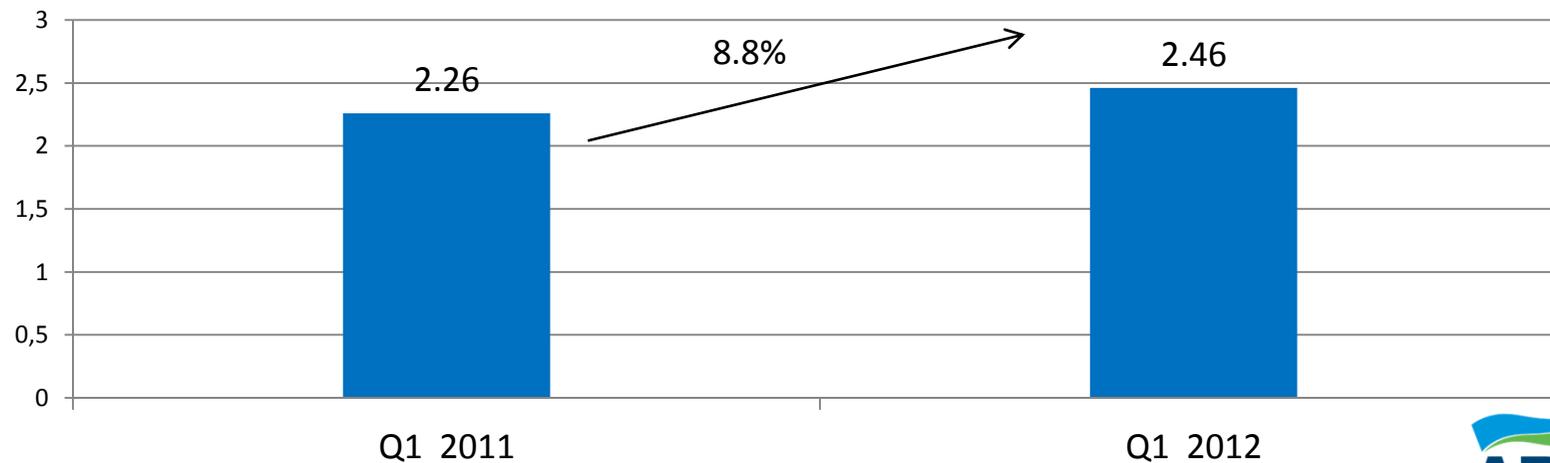


Overburden and Coal Extraction Q1 2012

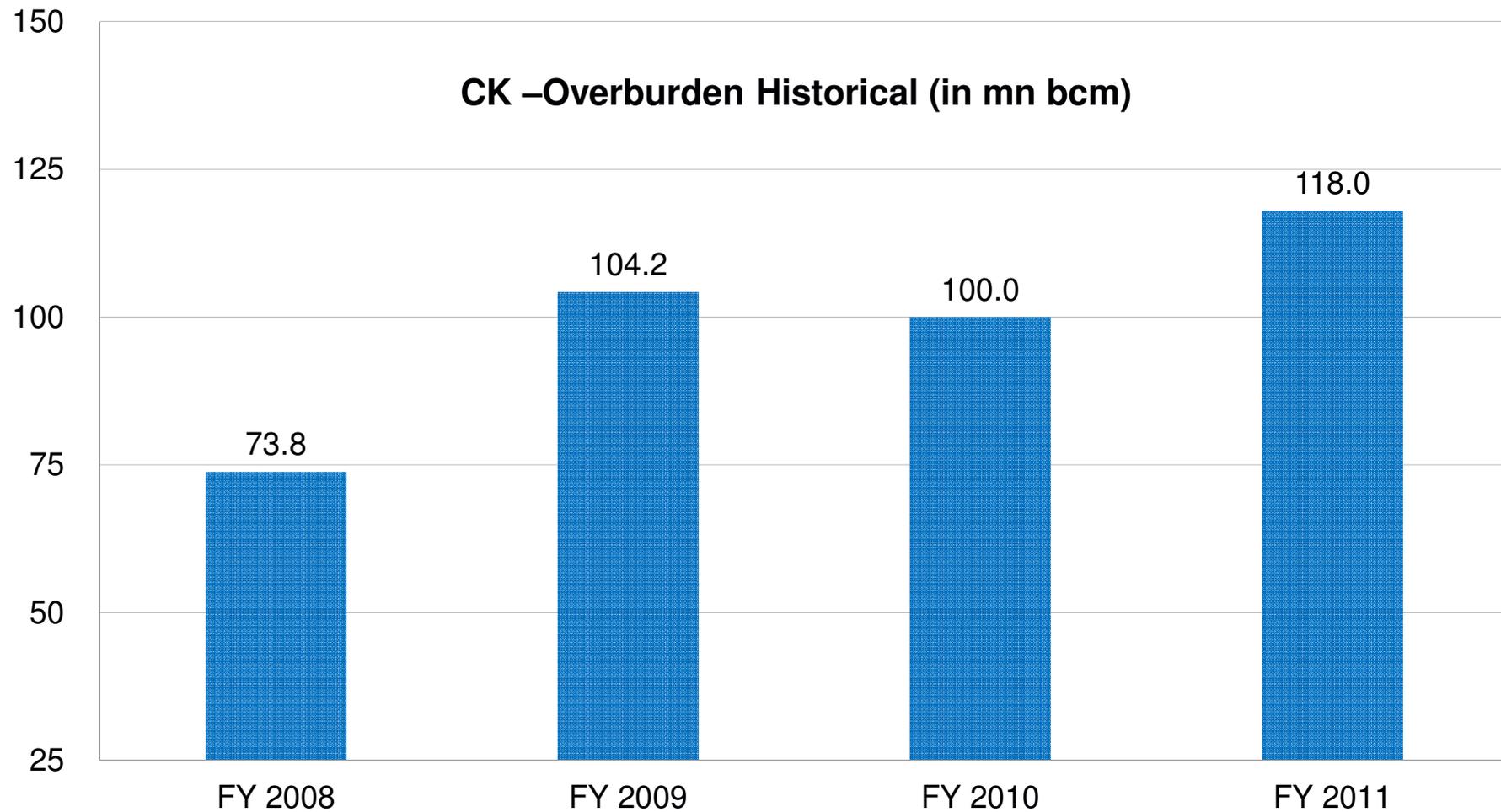
CK-Overburden Removal (in bcm mn ton)



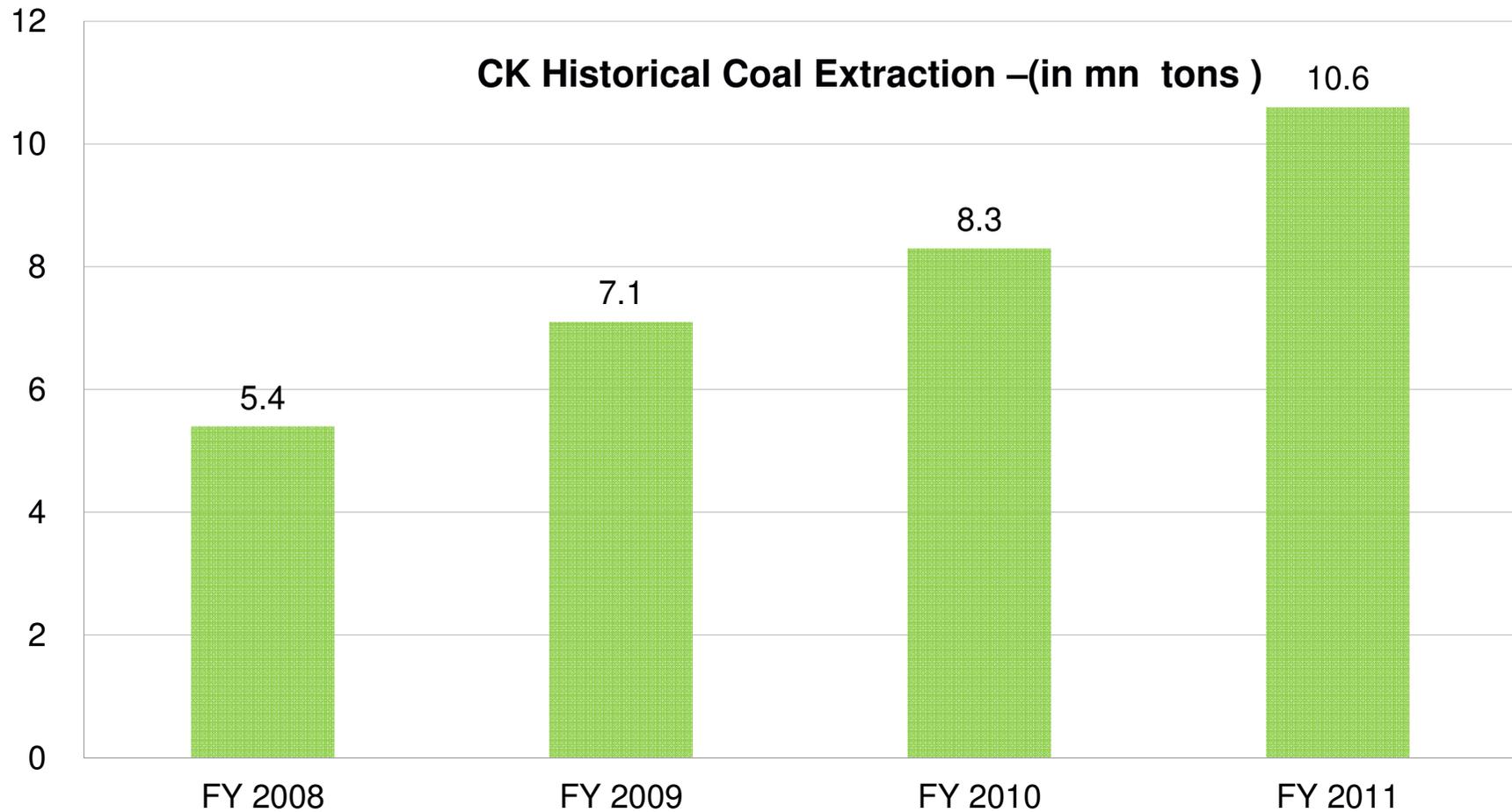
CK- Coal Extraction (in mn ton)



Overburden : Historical and Projections 2012-2015



Coal Extraction : Historical and Projections 2012-2015



Current Customers & Backlog

Operating Agreements as of March 31, 2012

Concession Holder	Mining Project Sites	Expected Contract Duration	Backlog (bcm/ton)
1	Separi, East Kalimantan	Jun 2004 – Sep 2015	102 / 10
2	Kotabangun, Kutai Kertanegara, East Kalimantan	Dec 2007 – life of mine	- / -
3	Sanga-sanga East Kalimantan	Mar 2005 – Project Completed	2 / -
4	Jonggong,, East Kalimantan	Nov, 2007 – Oct v2015	97 / 7
5	Satui and Kusan Hulu, Tanah Bumbu, East Kalimantan	April, 2009 – Jul 2020	142 / 25
6	Batulicin, South Kalimantan	2003- life mine	36 / 4
7	Tanjung Dalam Village, Bengkulu Province	Mar 11- Mar 2017	106 / -
8	Siambul, Riau	Feb 2012-Feb 2012	116 / -
Total			601 / 46

Kalimantan



Sumatra

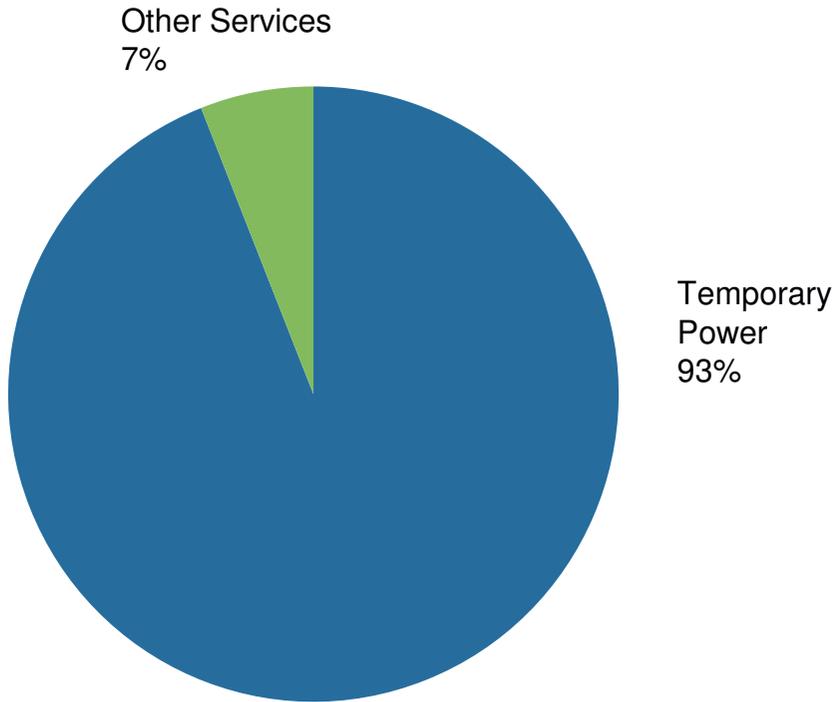


PT Sumber Daya Sewatama (SS) – Power Solutions

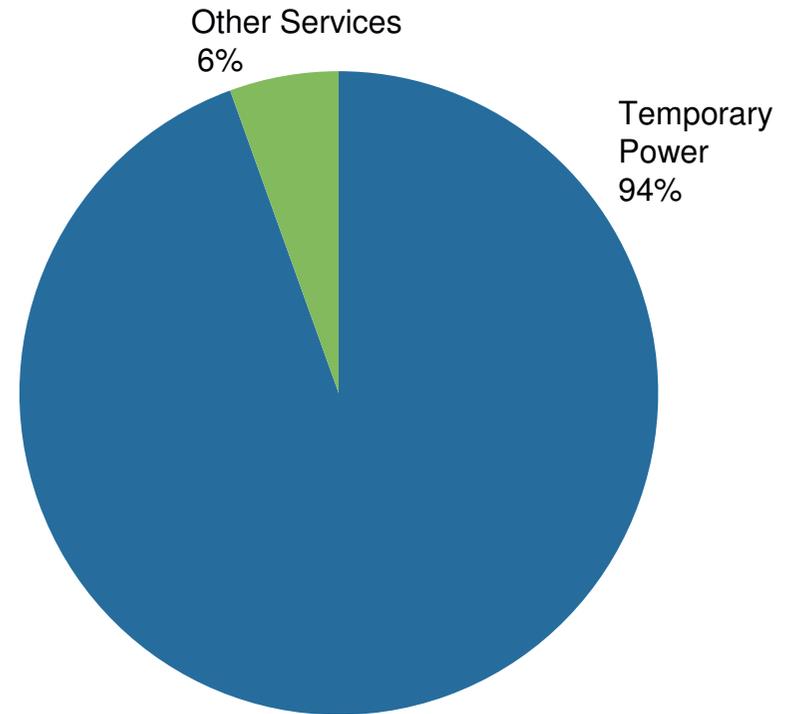


Revenue By Division and Key Customers

Q1 2011



Q1 - 2012

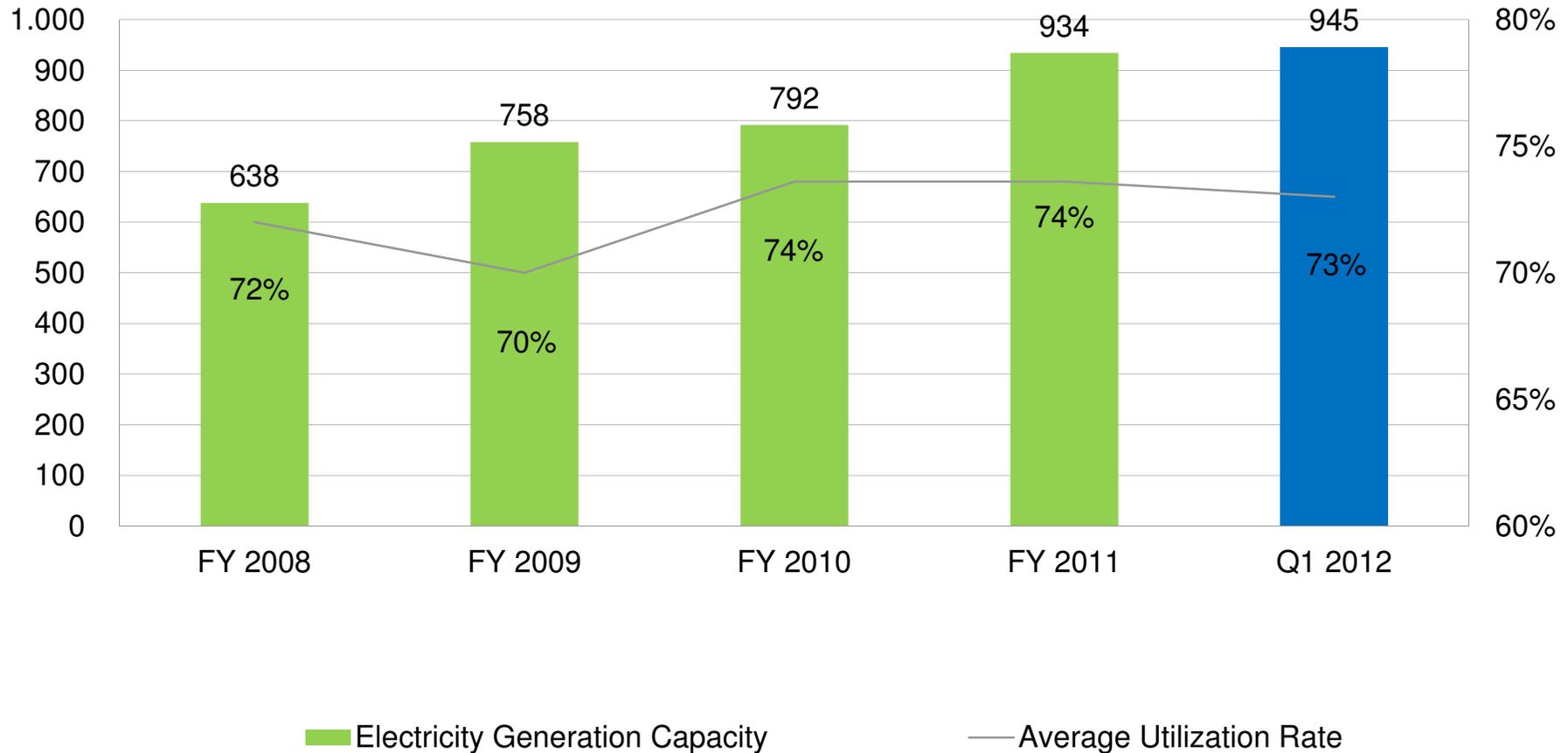


Diesel Genset is the majority of Generators

Model	Number of Units as of Mar 31, 2012	Capacity (kW)	Average Useful Life (Yrs) ⁽²⁾	Average Age as of Mar 31, 2012 (Yrs)
Diesel Generator Sets	819	936,097	10	6
Gas Generator Sets	5	8,662	15	2
Total	824	945,759		

Electricity Generations Capacity & Lease Rate

Electricity Generation Capacity and Average – Utilization Rate Utilization Rate in MW



PT. Sanggar Sarana Baja (SSB) – Engineering Services



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

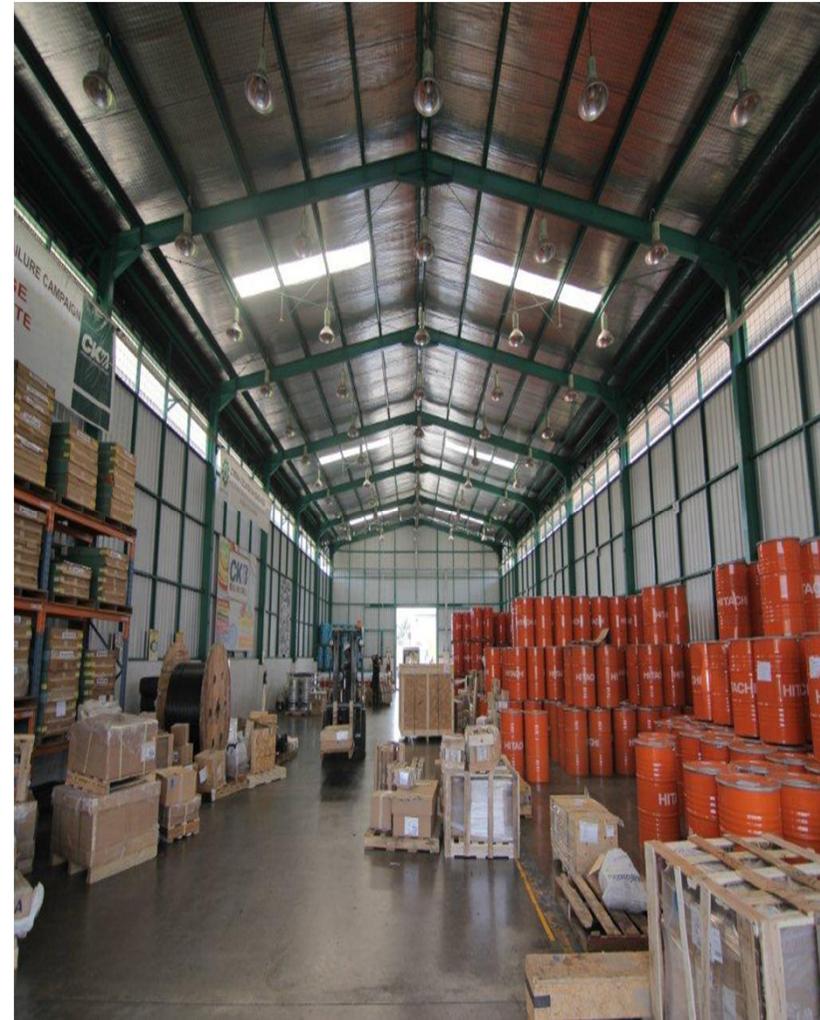
Transport Division Equipment



Remanufacturing



PT. Cipta Krida Bahari (CKB) – Integrated Logistic



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



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