

# Company Presentation

PT ABM Investama Tbk

September 2019



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



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/// **Company  
Profile**



/// **Industry  
Overview**



/// **Operational  
Results**



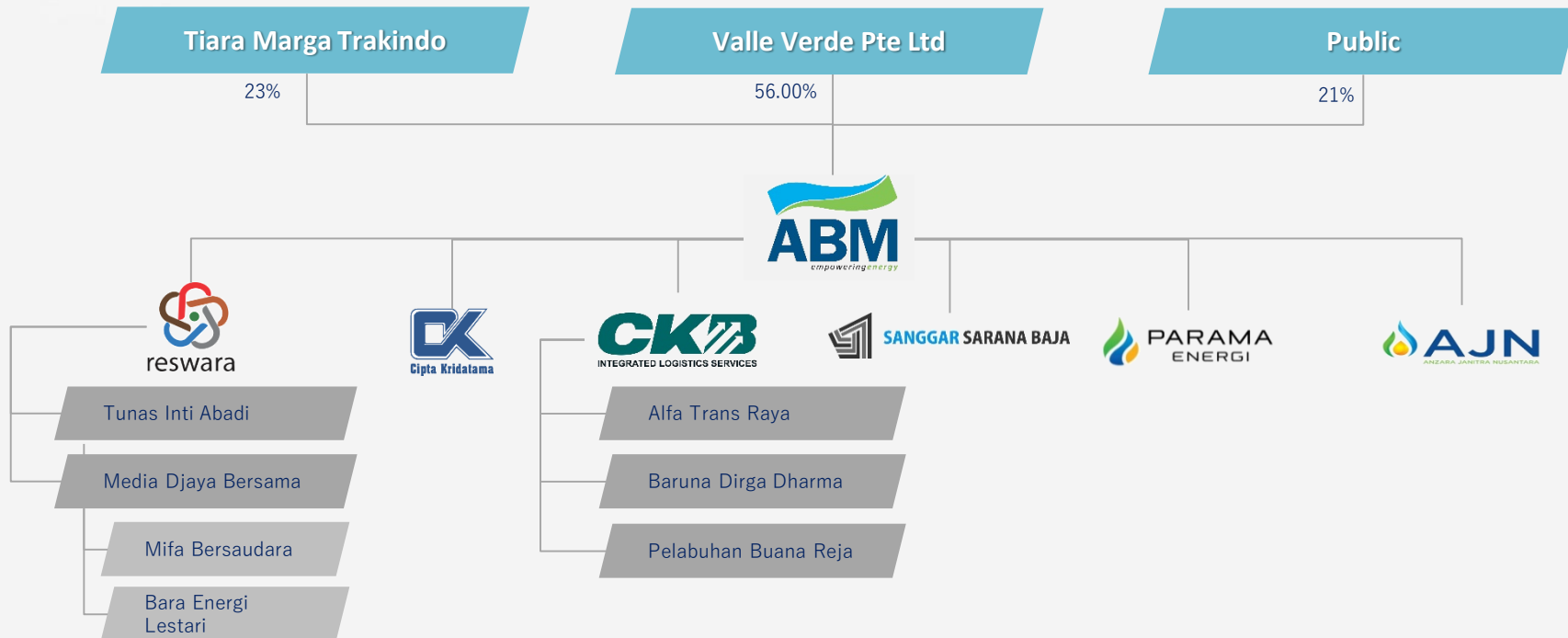
/// **Financial  
Results**



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# Organization Structure





# The Ecosystem - from Pit to Transshipment

ABM is an integrated energy company which focuses on **Mining**.  
The Group Structure is established to strengthen Mining Business which consisted of **Mining Operation, Mining Contractor, Barging and Fuel Supply**



**reswara**  
Coal Mining  
Owner of coal mining concessions



**PARAMA ENERGI**  
Fuel Management  
Fuel supplier for mining process



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



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

**CORE**

**ENABLER**



**SANGGAR SARANA BAJA**  
Manufacturing  
Support Engineered Product and Manufacturing Services for mining activities





# ABM Resources and Capabilities

**reswara**  
3 IUP  
2 Provinces



**6,933**  
Employees

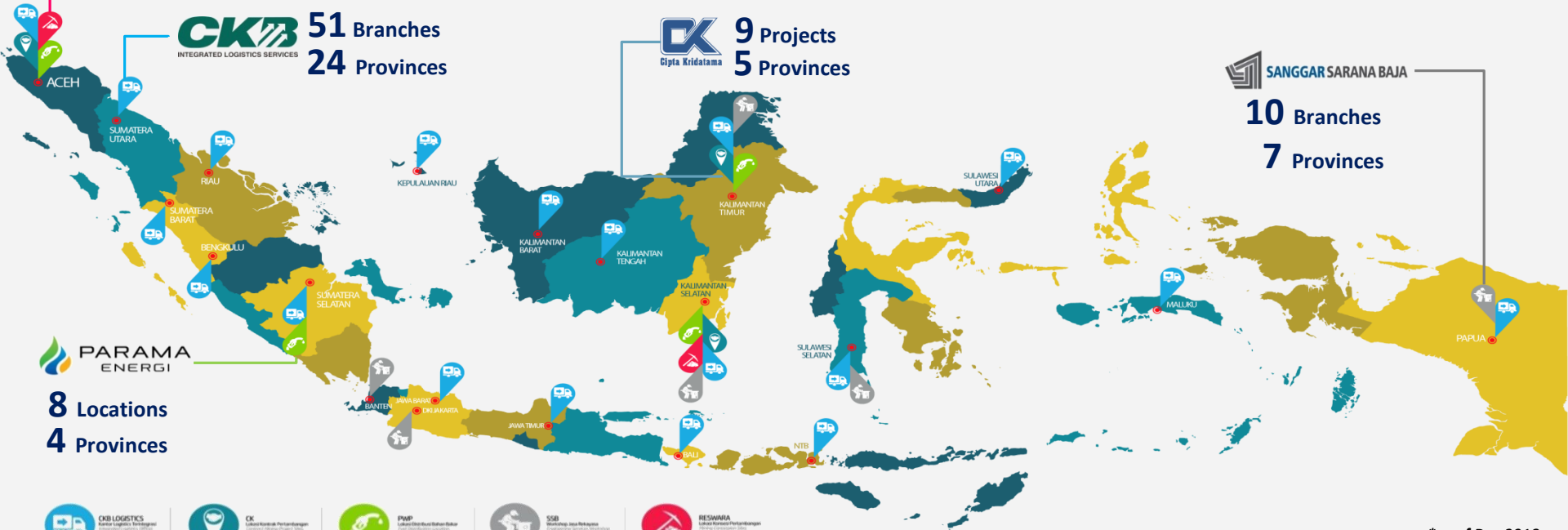
**28**  
Provinces

**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  
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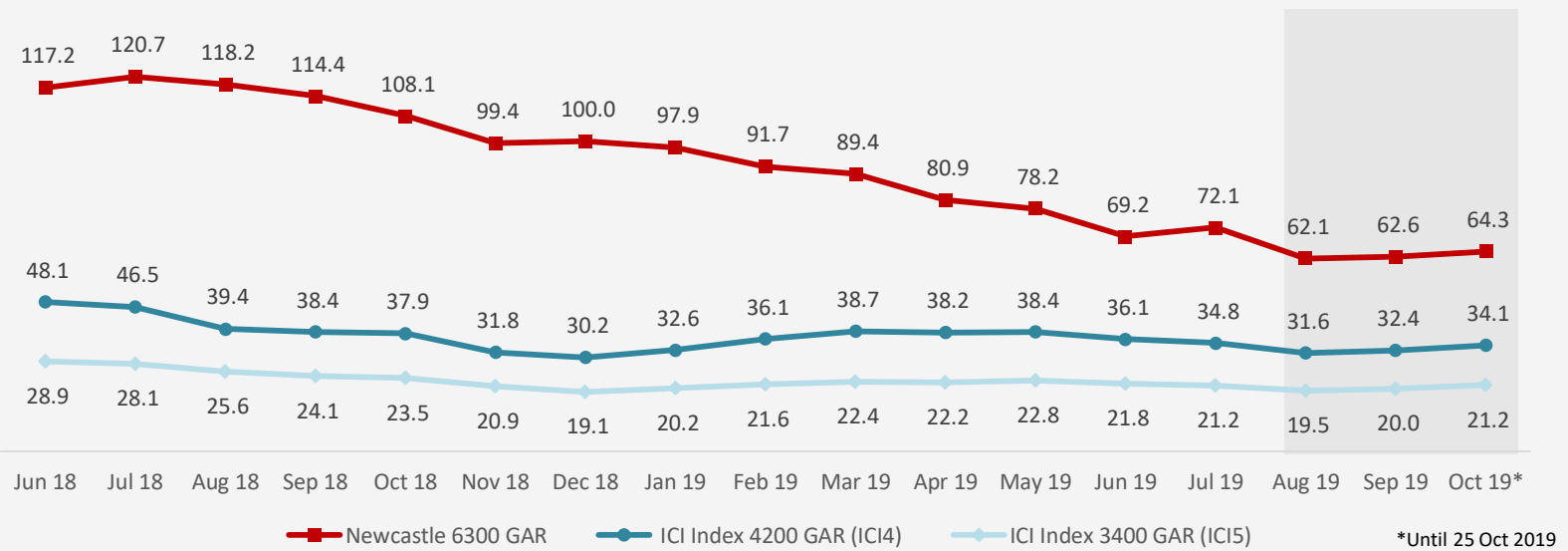
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# Coal Price

## Low-CV Indonesian Coal Prices Edge Higher



Newcastle thermal coal gains traction amid easing concerns over Chinese import restrictions

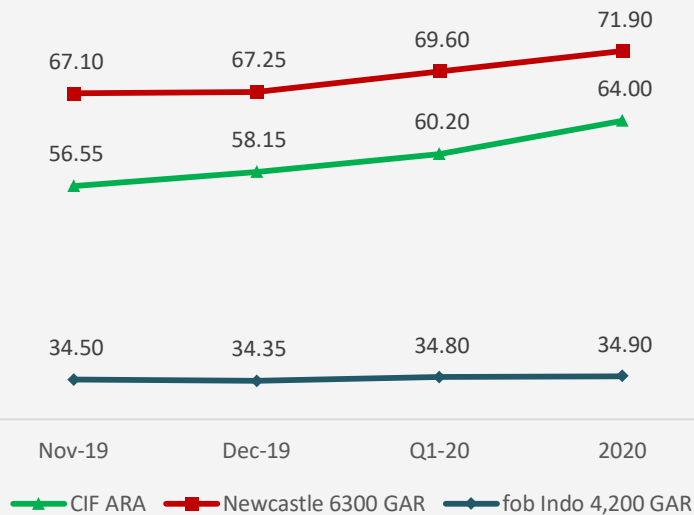
Start in mid August, low CV Indonesian coal derivatives prices edge higher and the market was strengthening





# Coal Market Projection

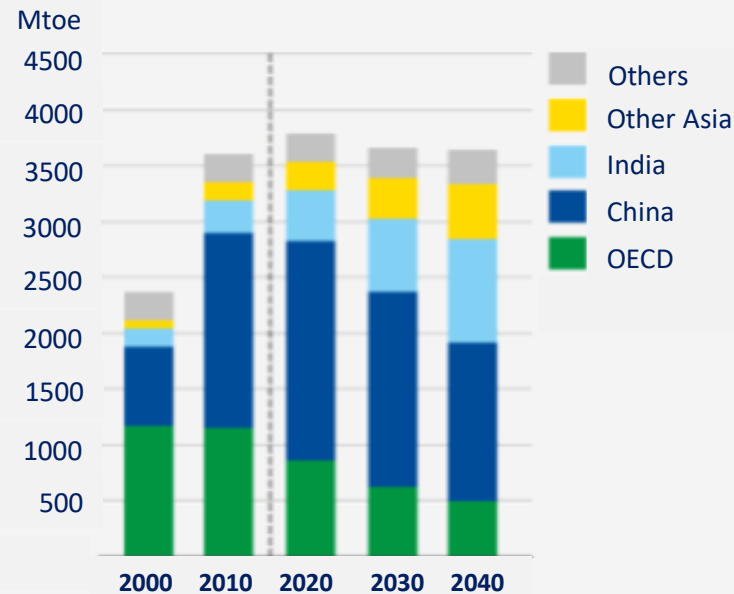
## Forward Price (Nov 19 – FY 2020)



Source :

- CIF ARA & Newcastle 6300 GAR from Platts as of October 31st 2019
- Fob Indo 4,200 GAR from Argus as of October 31st 2019

## Coal Demand by Region

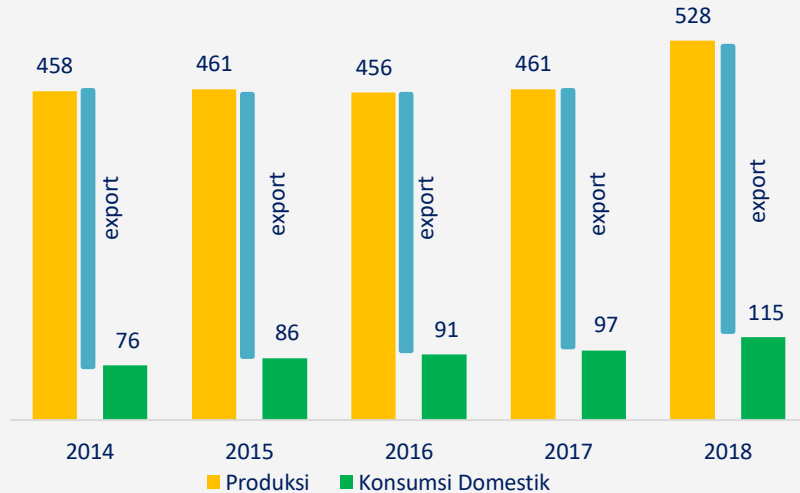


Source : BP Energy Outlook: 2019 edition



# Domestic Coal Market

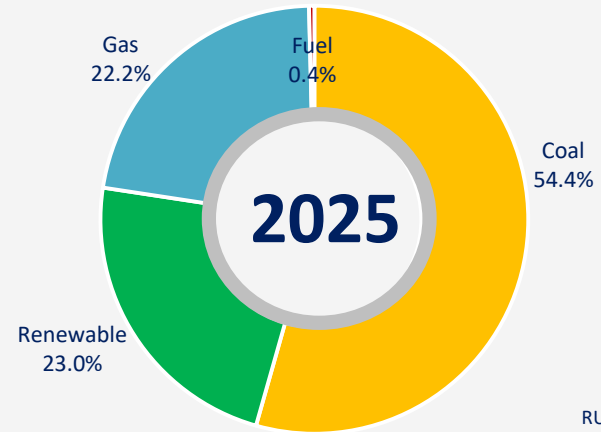
## Production and Domestic Consumption



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



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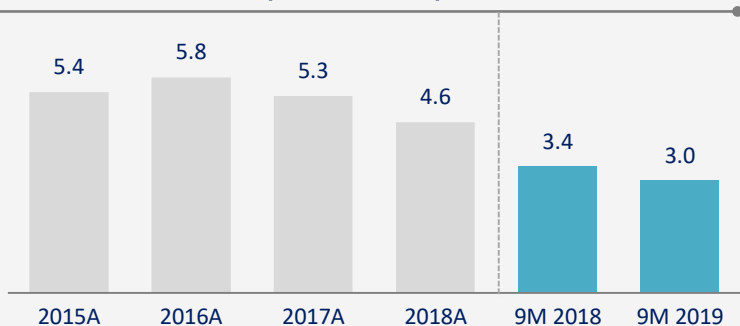


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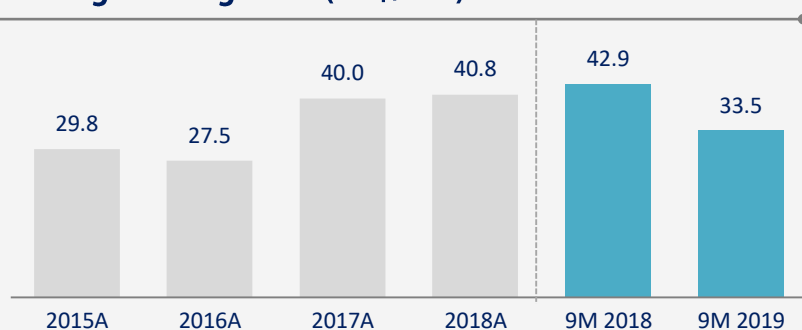


# 9M 2019 TIA Operational Performance

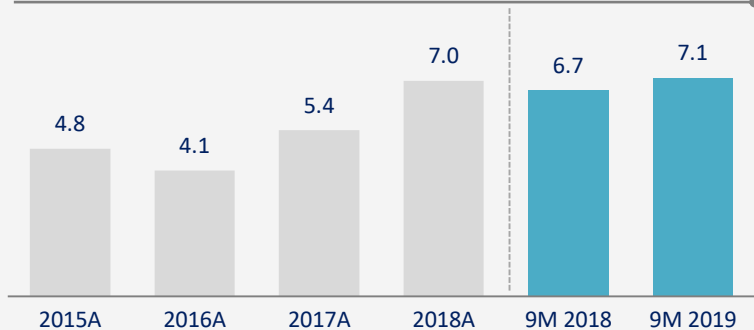
## Coal Production (million ton)



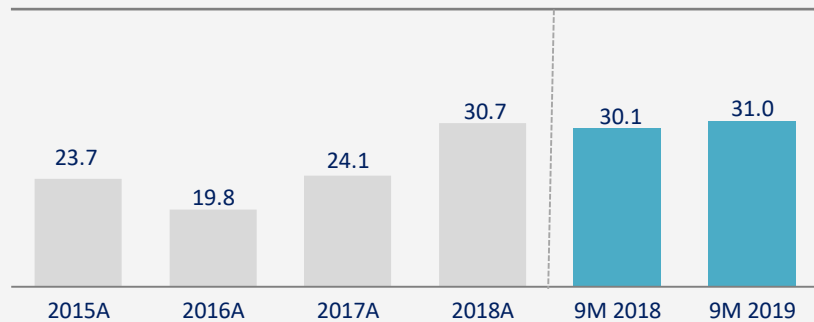
## Average Selling Price (US\$/ton)



## Average Stripping Ratio (x)



## Average Cash Cost (US\$/ton)

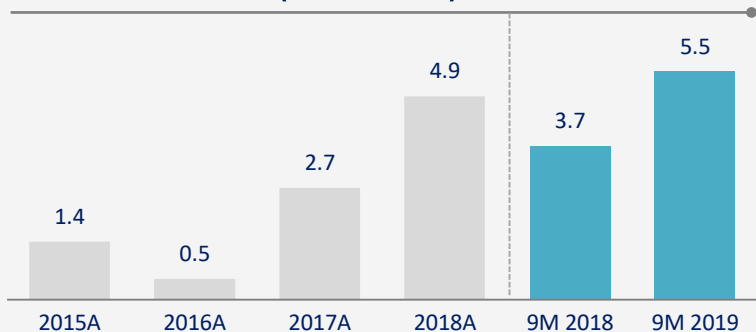




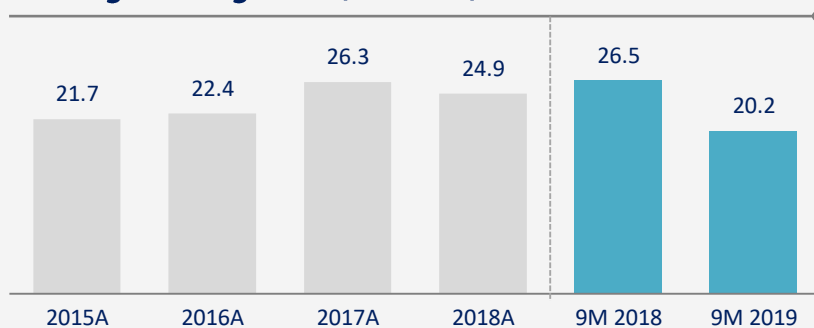


# 9M 2019 Mifa Operational Performance

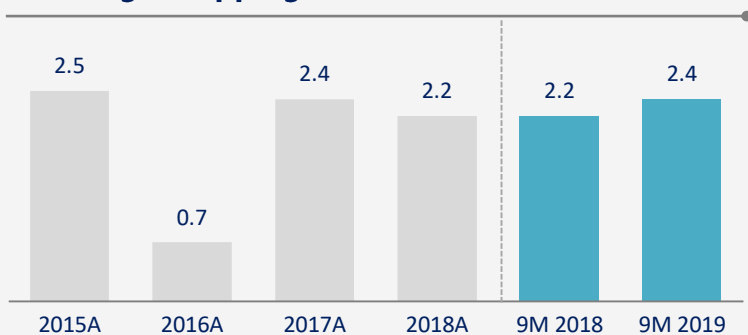
## Coal Production (million ton)



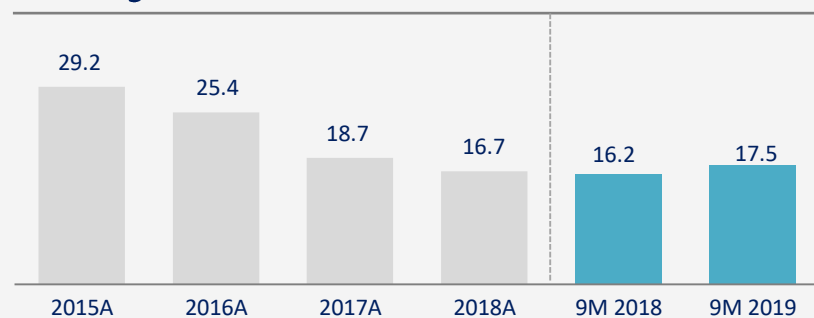
## Average Selling Price (US\$/ton)



## Average Stripping Ratio (x)



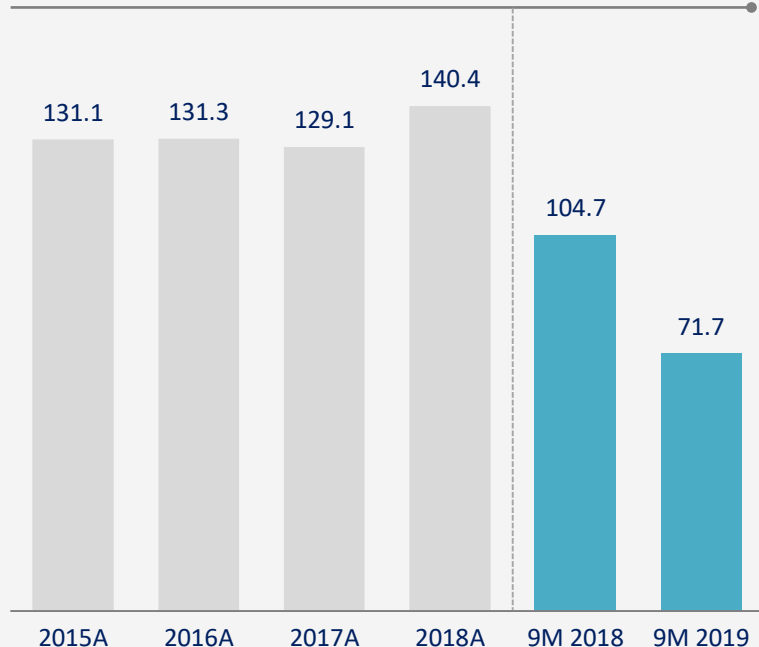
## Average Cash Cost (US\$/ton)



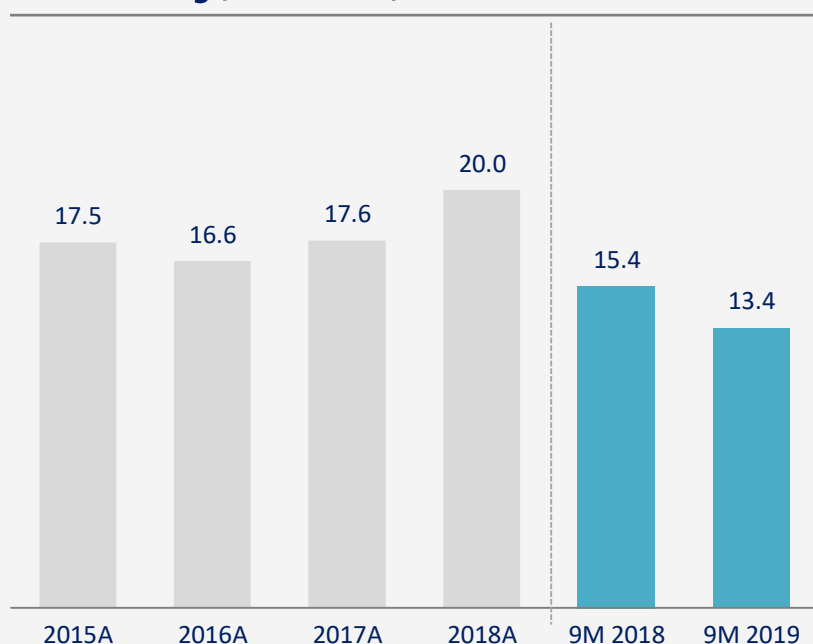


# 9M 2019 CK Operational Performance

Overburden Removal (million bcm)



Coal Getting (million ton)





**Company  
Profile**



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**Financial  
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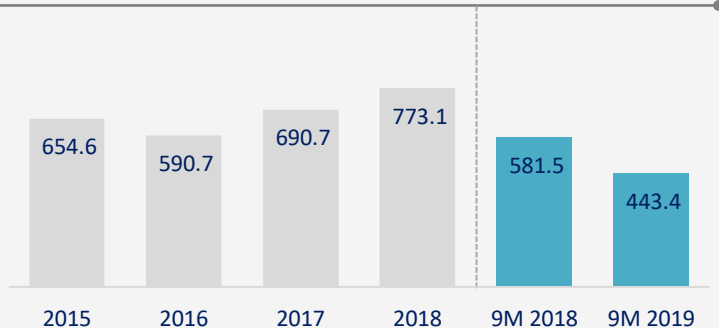


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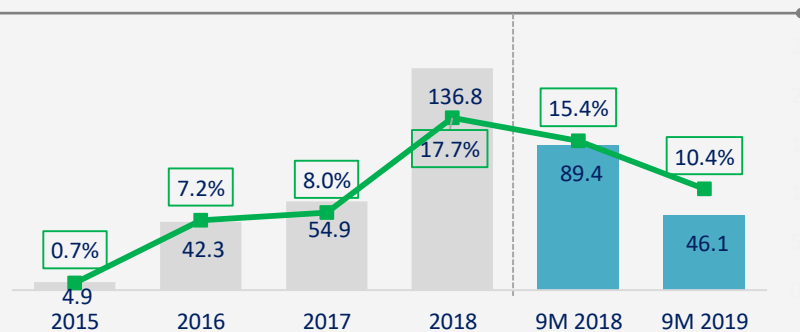


# 9M 2019 Financial Results

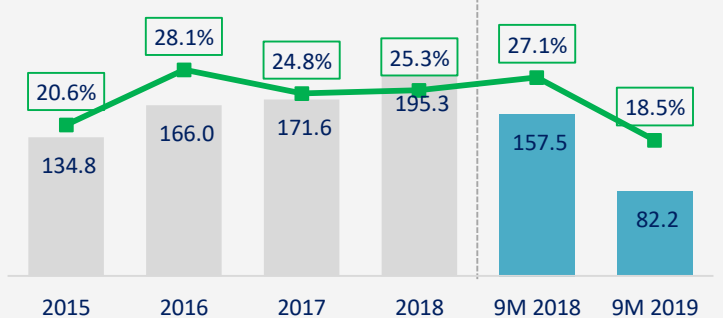
## Revenue (US\$ mn)



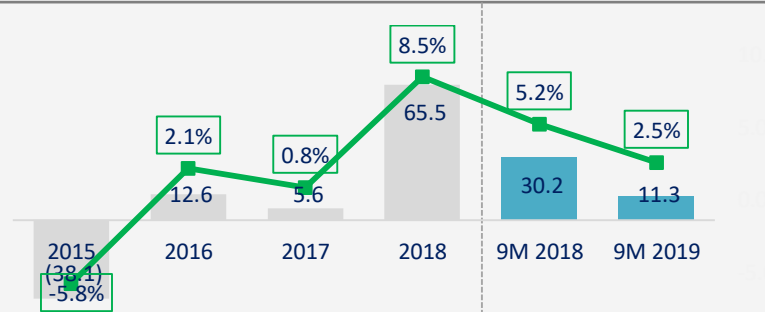
## Operating Profit (US\$ mn) and OP Margin



## EBITDA (US\$ mn) dan EBITDA Margin



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

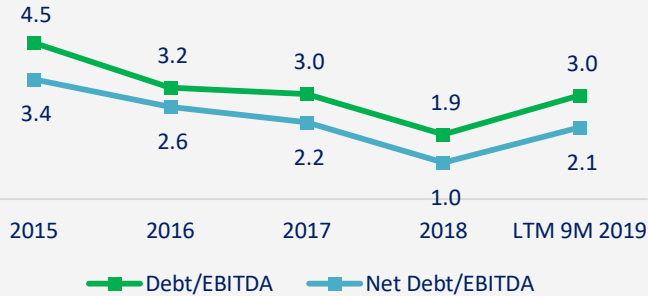




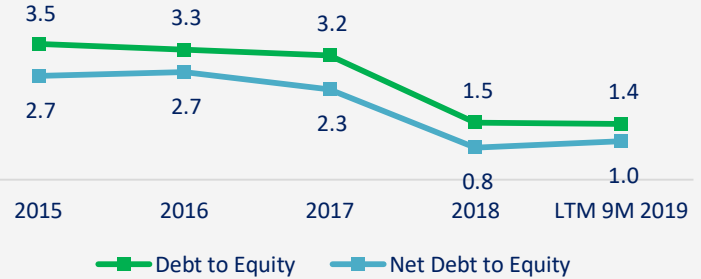


# 9M 2019 Financial Ratios

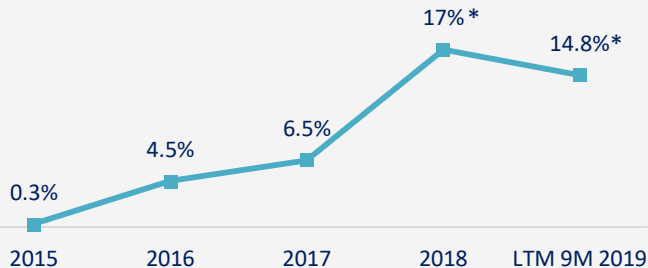
## Debt and Net Debt to EBITDA (x)



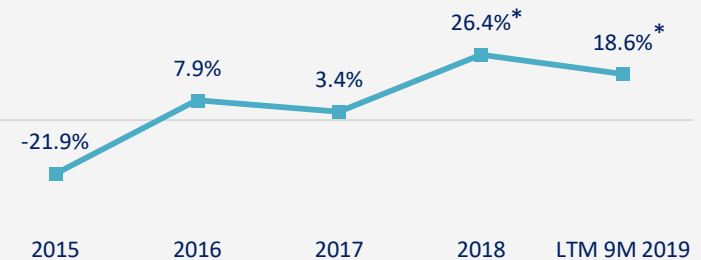
## Debt and Net Debt to Equity (x)



## Return on Capital Employed (%)



## ROE (x)



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



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