



COMPANY PRESENTATION

1H – 2012 Result (Audited)
PT. ABM Investama Tbk

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



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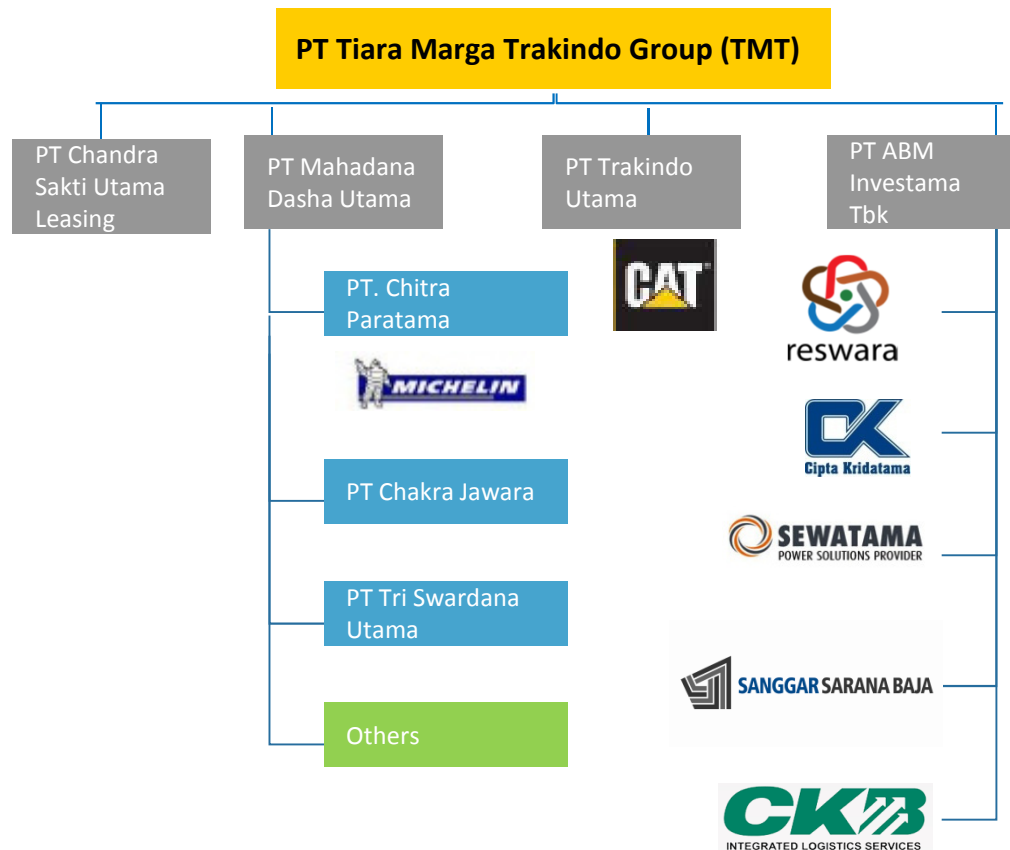
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ABM Investama A Member of Tiara Marga Trakindo Group

Tiara Marga Trakindo Group Structure



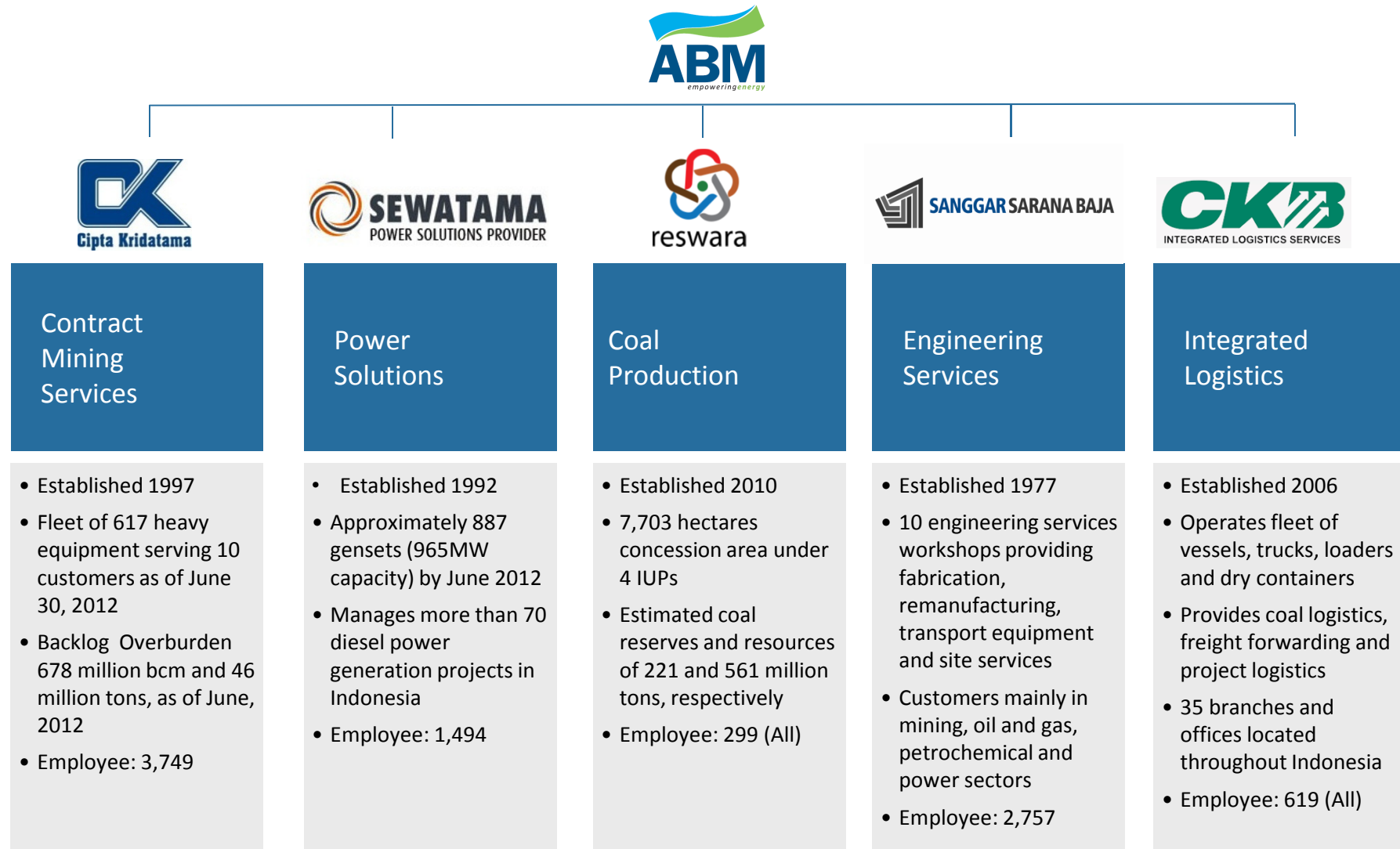
Overview of Tiara Marga Trakindo Group

- 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

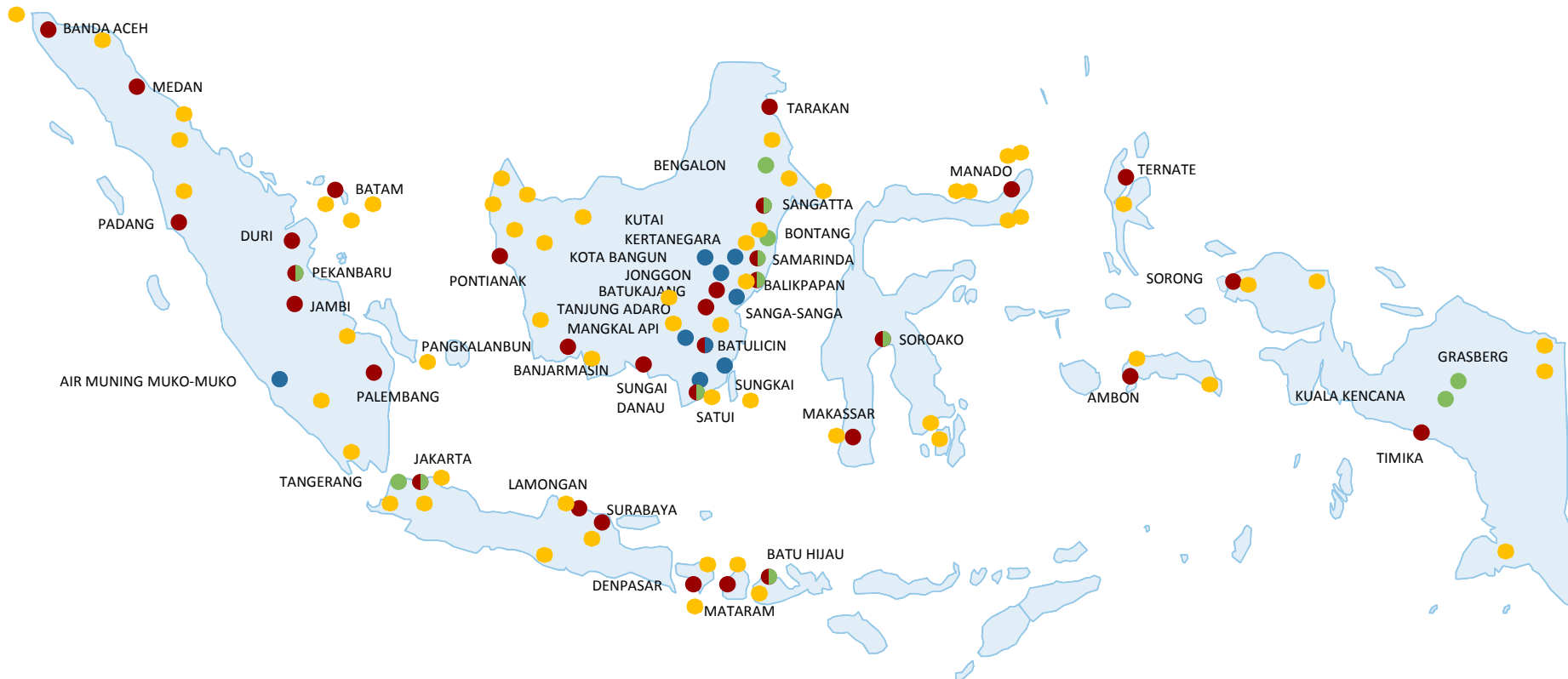
- Access to financial resources to support growth plans
- Timely market intelligence and access
- TMT refers customers and is itself and important customer to ABM

ABM's Five Strategic Business Units



Appx: Comprehensive Footprint and Market Coverage in Indonesia

- Able to operate throughout the country; competitive advantage over competitors
- Difficult to replicate coverage strength and poses barriers to entry for new entrants



- CKB: Integrated Logistics Offices
 ● CK: Contract Mining Project Sites
 ● SSB: Engineering Services Main Operating Sites
 ● SS: Power Solutions Services

1H 2012 (Audited)

Financial Highlights and Review

1H-2012 Revenue Increased 33.93% YoY

Income Statement ABM Consol (in million USD)	1H -2012	1H-2011	FY 2011
Revenue	430.398	321.350	753.835
Gross Profit	89.592	67.152	158.944
GPM	20,8%	20,9%	21,1%
Income From Operations	37.704	32.957	82.416
OPM	8,7%	10,2%	10,9%
EBITDA	87.489	64.004	124.926
Ebitda Margin	20,33%	19,91%	16,6%
Profit Before Tax	19.422	27.645	60.673
	4,5%	8,6%	8,0%
Net Income (attribute to parent)	13.722	20.622	55.138
NPM	3,2%	6,4%	7,3%

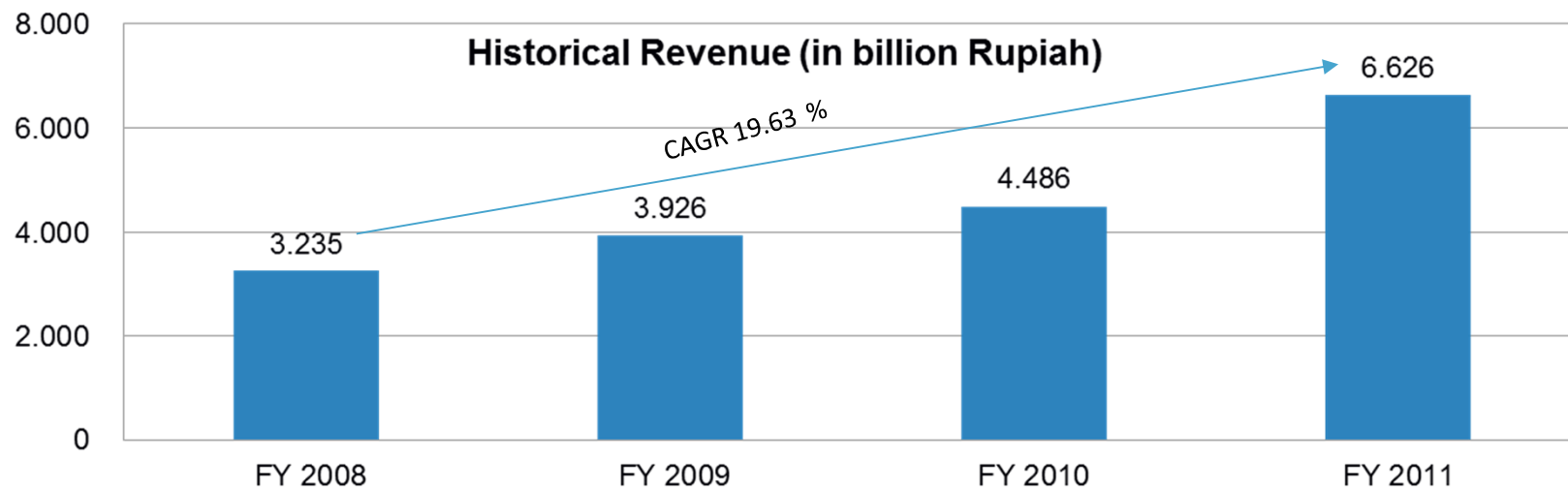
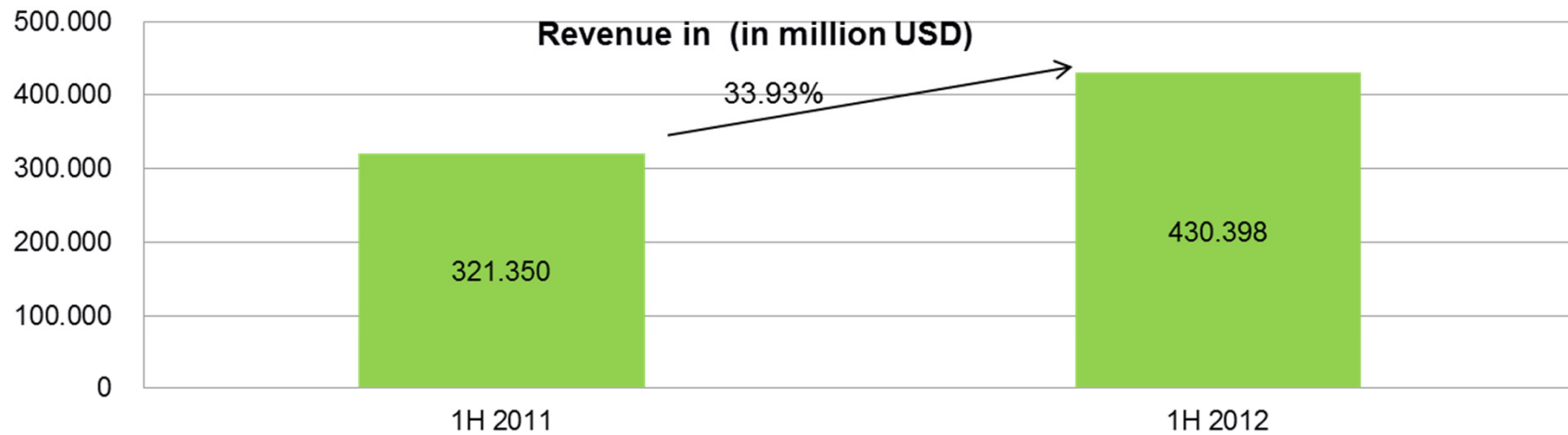
Business Update 1H 2012

- Our June 30, 2012 Revenue is USD 430.4 mn or increased 33.93% compared to six month period in 2011 of USD 321.4 mn. Although the revenue increase, gross profit and operating margin both slightly decrease of 0,1% and 1,6% compared to six month period in 2011. Despite all the decreases, our EBITDA net profit went up 21,46% to USD 92,22 mn compared to USD 62,68 mn.
- Our Profit before tax decreased USD 8.2 mn due to the increase of Financial Charges and Forex loss.
- Forex Loss and August 29, 2012 PT Sumberdaya Sewatama (Sewatama) announced 70 percent acquisition of independent power producer company PT Energi Alamraya Semesta (EAS) . PT Pradipa Aryasatya, a Sewatama subsidiary for the acquisition worth of US\$7 million. EAS was established in 2008 as a coal-fired power plant (CFPP) with steam turbine in Aceh (northern Sumatra) to supply electricity to state-owned PLN and provide mine-mouth power to PT Media Djaya Bersama (MDB)

ABM Revised FY 2012 Guideline

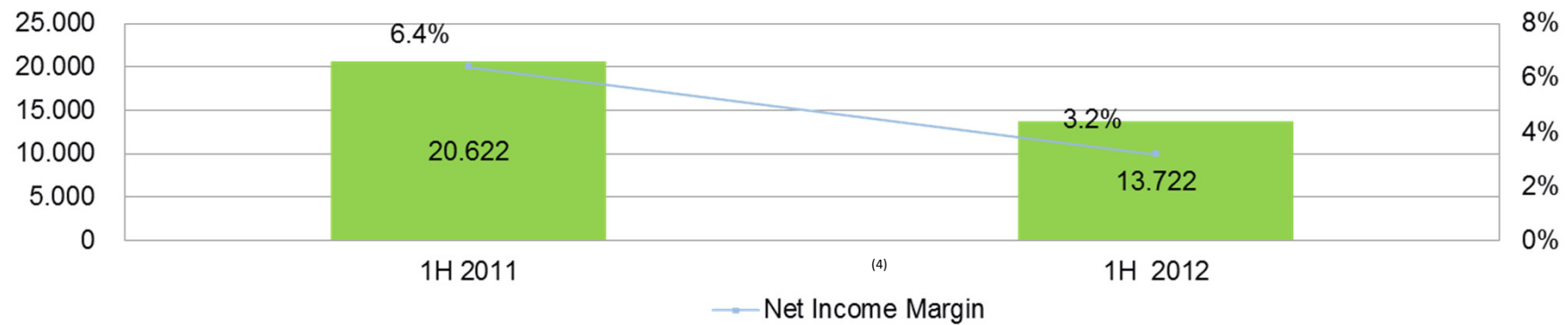
Subsidiaries Operation 's Indicator	Achievement FY 2011	Achievement 1H 2012	Previous Target FY 2012	Revised Target FY 2012
CK Overburden Removal	118mn bcm	64.68 mn bcm	144 mn bcm	120 mn bcm
CK Rental Business Services	10.6 mn tons Coal	5,4 mn tons Coal	18mn tons coal	11 mn tons coal
Reswara – Coal sales & Production	2.1 mn tons coal	1.88 mn tons coal	5.5mn tons coal	4 mn tons coal
SS – Installed Electricity	945MW	965 MW	1274 MW	1036 MW
Capex Spending	USD112 mn	USD 161.9mn	USD 335 mn	USD 252 mn

Revenue: Historical and 1H 2012

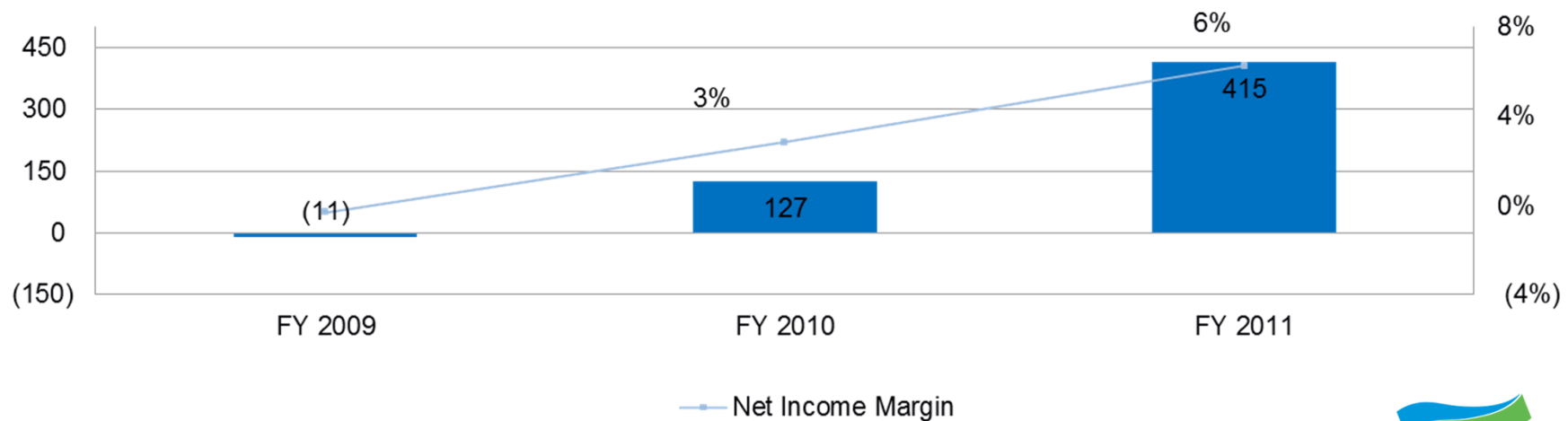


Net Income Margin

Net Income- 1H 2012 (in million USD)

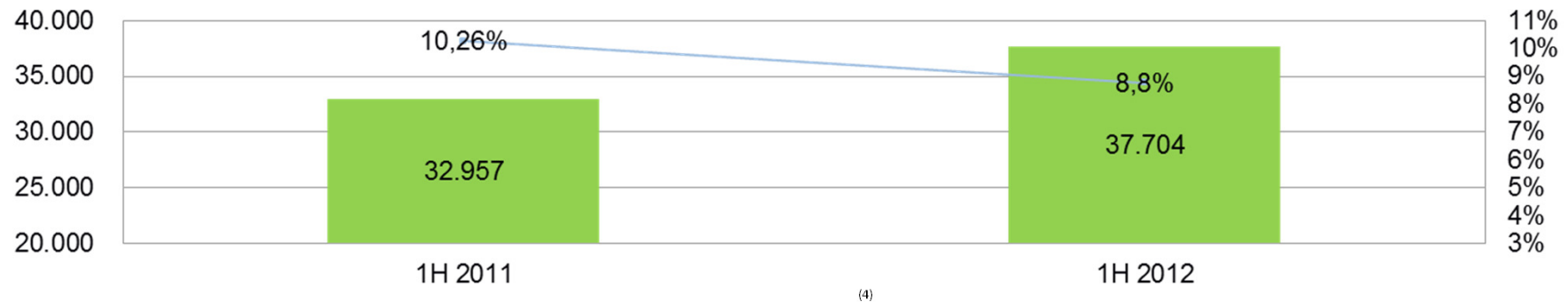


Historical Net Income- Year Ended Dec 31- IDR Bn

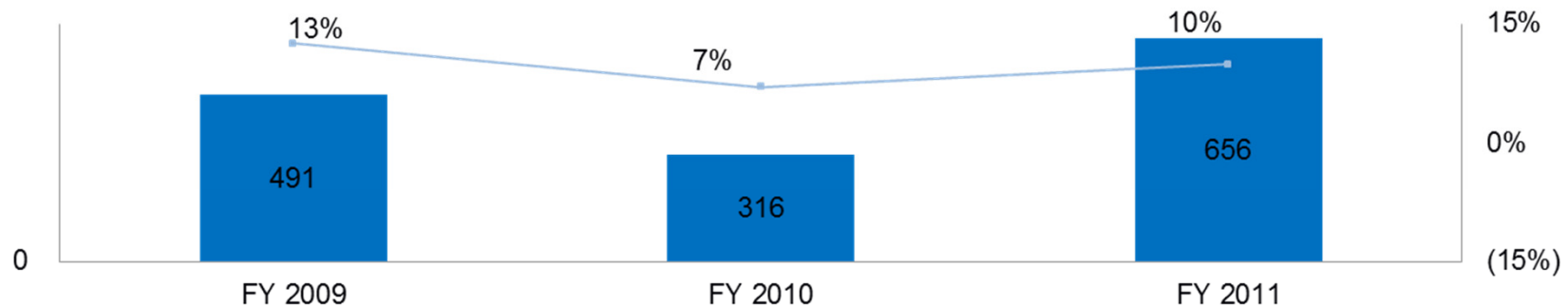


Income from Operations : Historical and 1H 2012

Income from Operations 1H 2012 (in million USD)



Historical Income from Operations (in Rp bn)

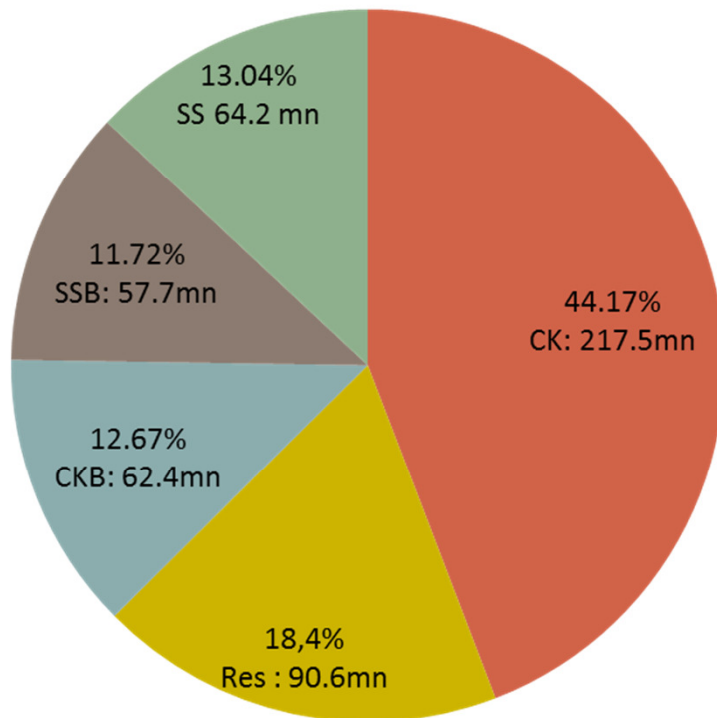


Balance Sheet & Key Ratios

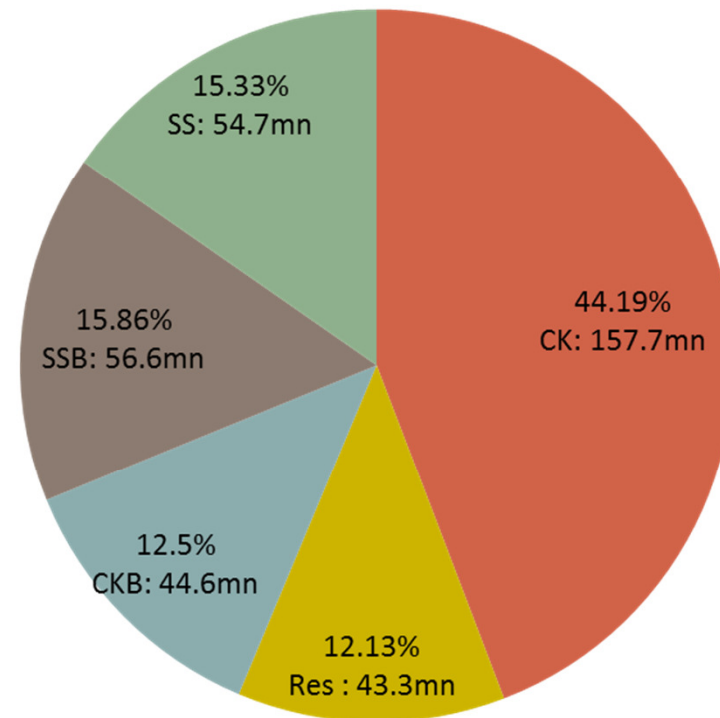
Balance Sheet ABM Consol- (In million USD)	June 30, 2012	June 30. 2011
Total Asset	1.236.863	860.743
Cash & Cash Equivalent	153.536	111.058
Total Equity	346.855	114.347
Gross Debt	663.104	445.683
Net Debt	510.610	335.679
DER	191%	309%
Current Ratios	1.25	1.02

Revenue Contribution from our Business Units (before elim)

Revenue Contribution 1H 2012



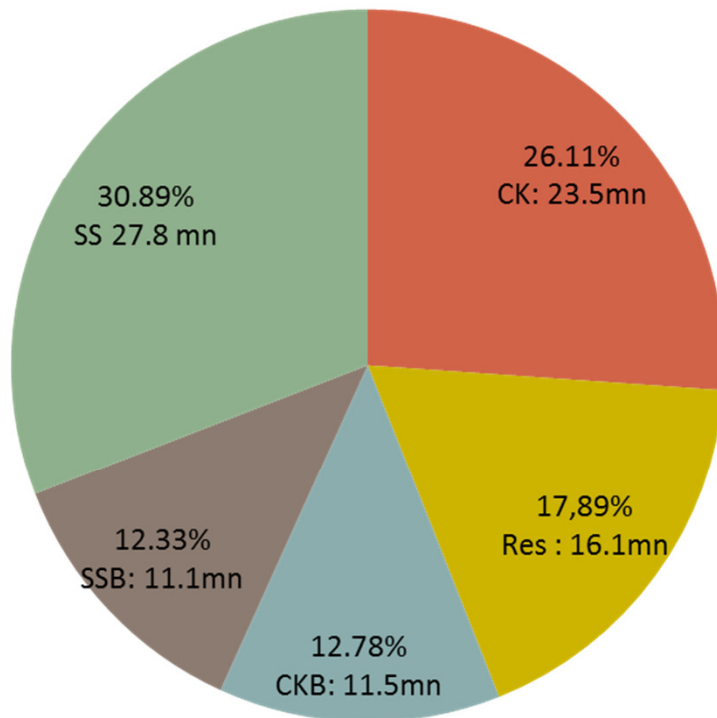
Revenue Contribution 1H 2011



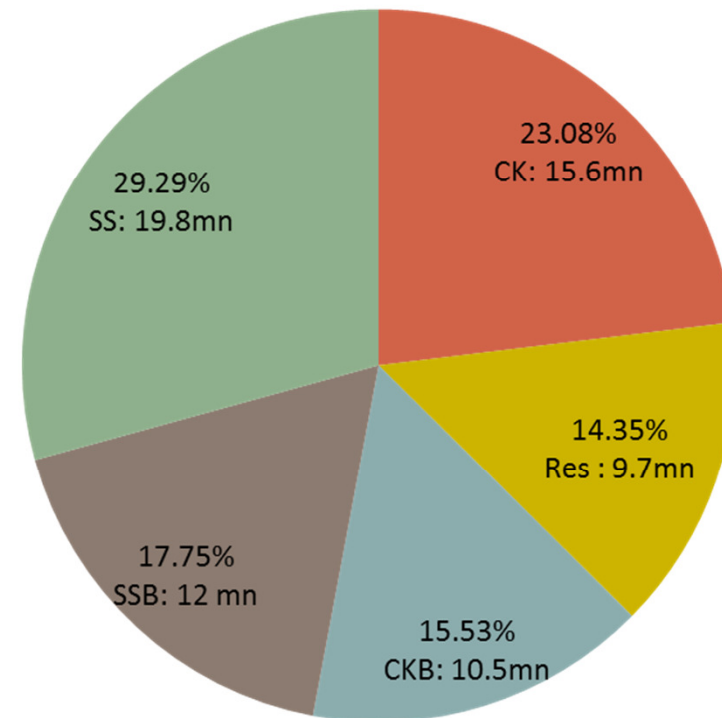
CK: Contract Mining SS: Power solution, Res: Coal Production, CKB: Integrated Logistic
SSB: Engineering Services

Gross Margin Contribution from our Business Units (before elim)

Gross Margin Contribution 1H 2012

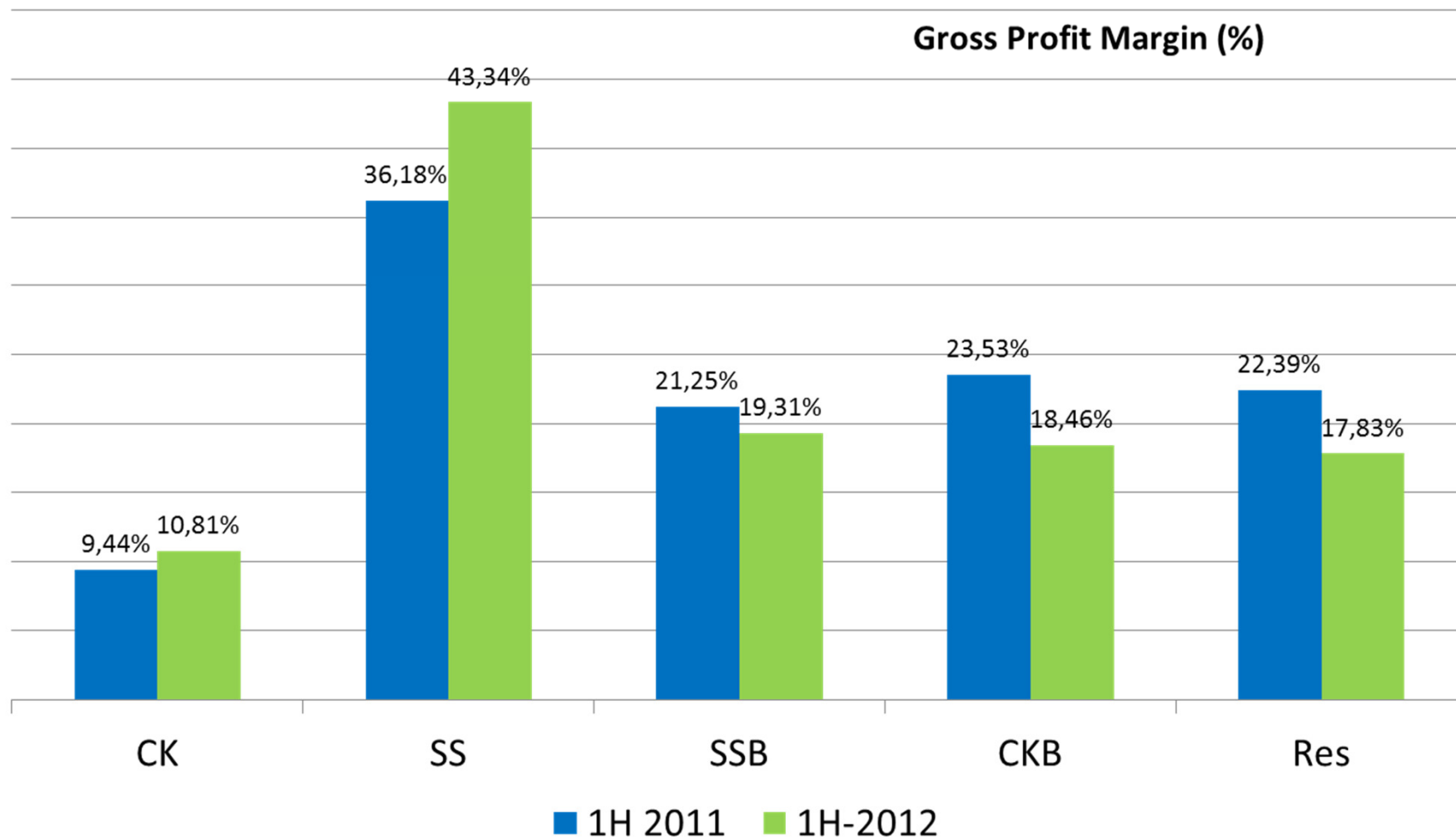


Gross Margin Contribution 1H 2011

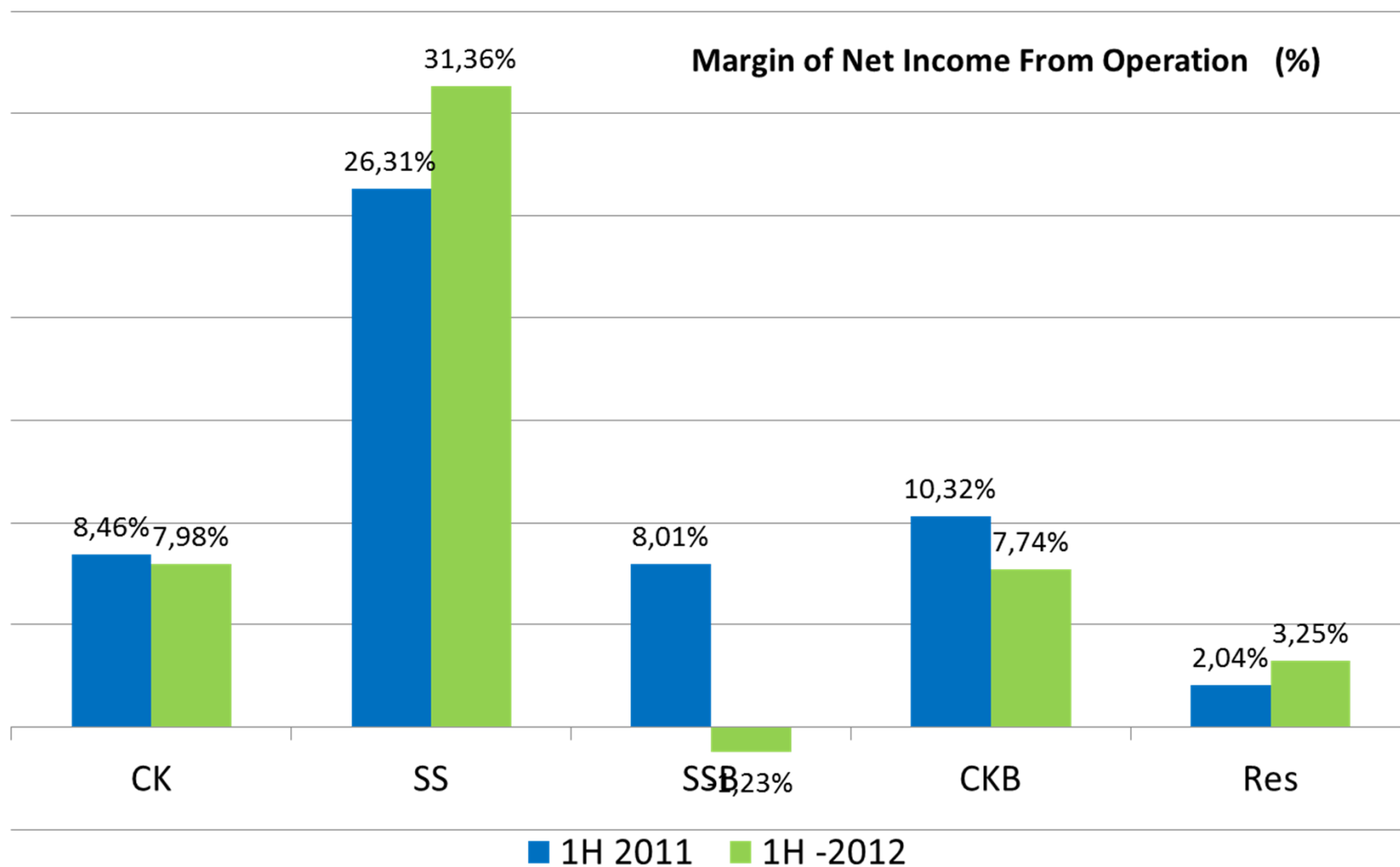


CK: Contract Mining SS: Power solution, Res: Coal Production, CKB: Integrated Logistic
SSB: Engineering Services

Gross Profit Margin Each Business Units



Margin of Net Income from Operation



Capital Expenditure in June 2012

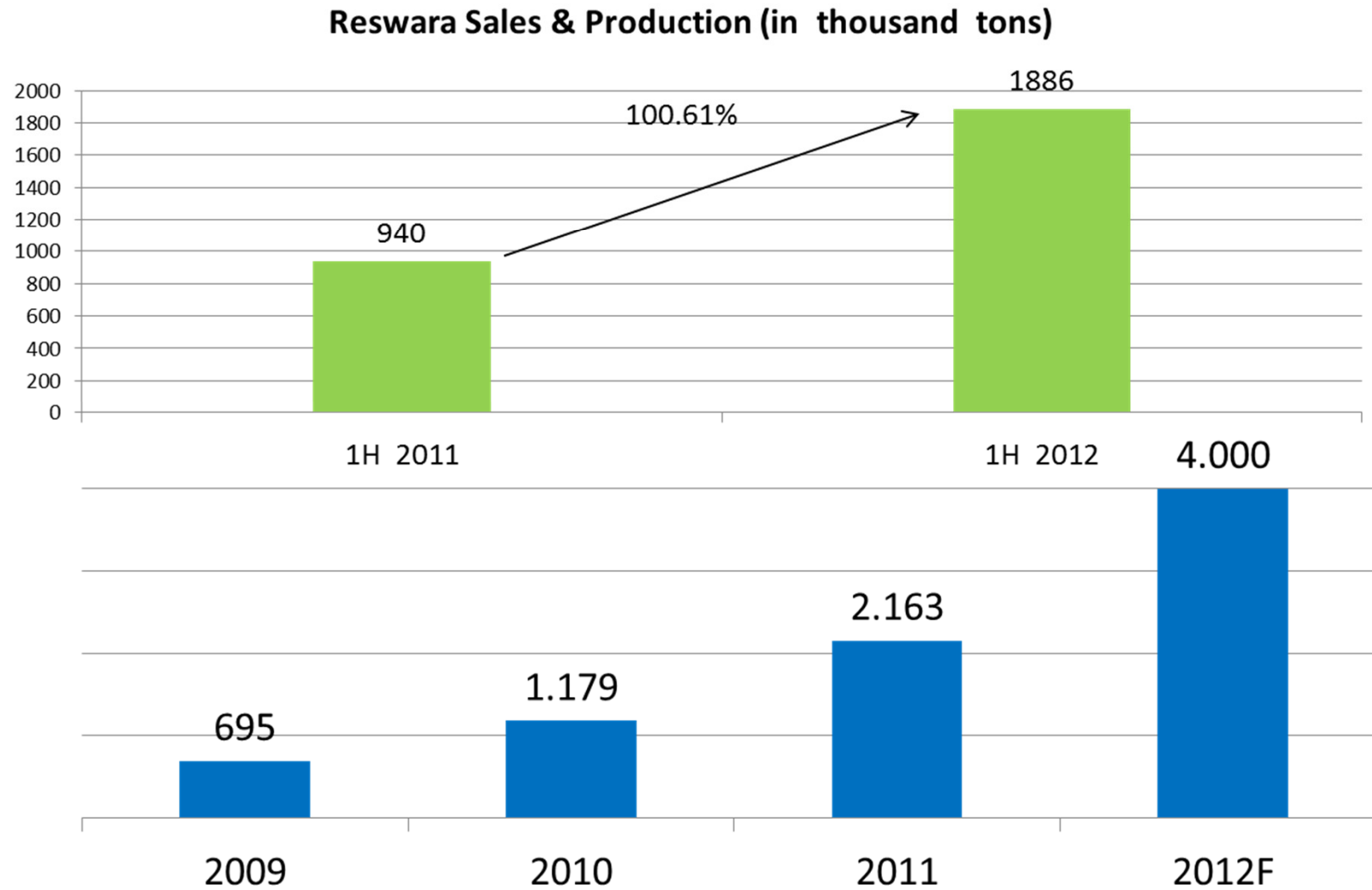
Capital Expenditure (in million USD)	June 30, 2012
Machinery and Equipment	153,9
Building and Maintenance	0.5
Land	1.8
Infrastructure	3
Others	2.7
Total	161.9

Capital Expenditure per SBU (in million USD)	June 30, 2012
Reswara	12.3
CK	78.5
SS	41.5
CKB	24.3
SSB	5.3
TOTAL	161.9

Reswara's Operational Highlights

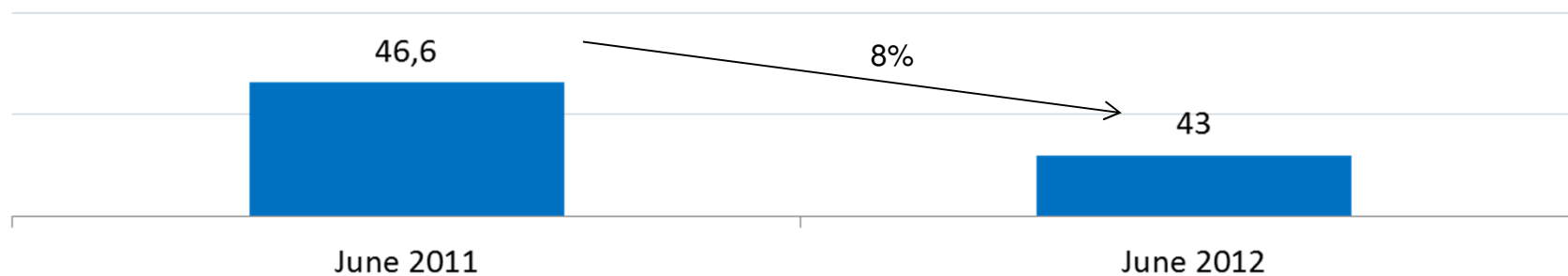


Sales and Production 1H 2012

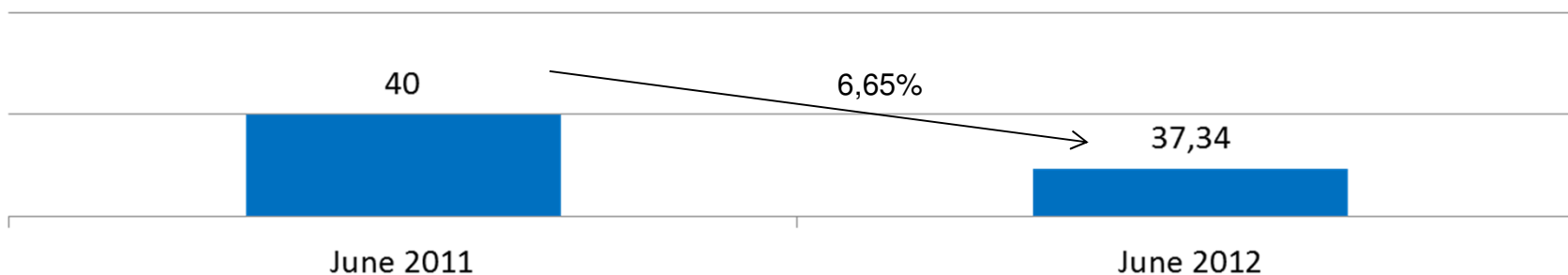


Average Selling Price (ASP), Cash Cost and Stripping Ratio

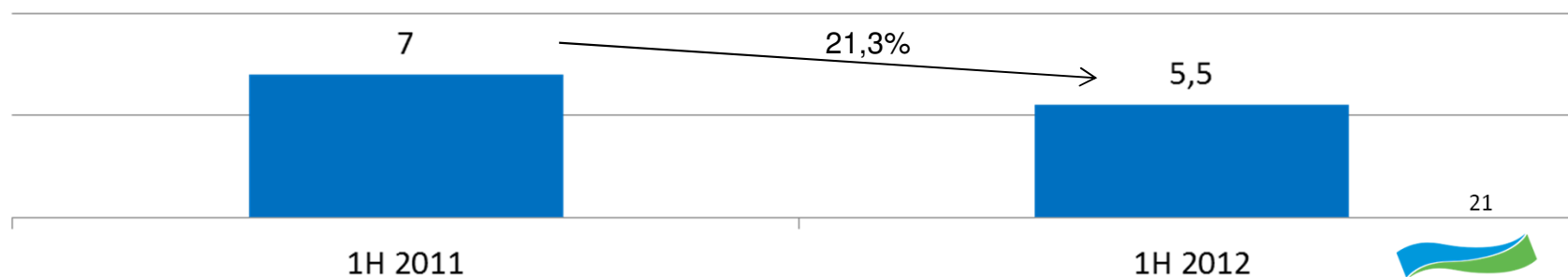
Average Selling Price (ASP) USD/ton



Cash Cost per Ton (USD/ton) – FOB Vessels

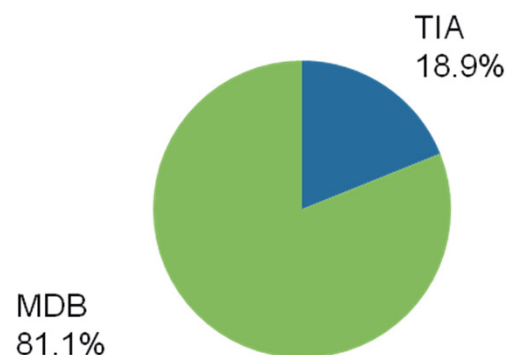


Stripping Ratio

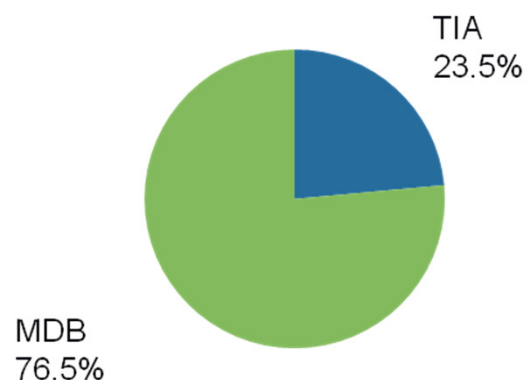


Coal Resources, Reserves and Concession

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

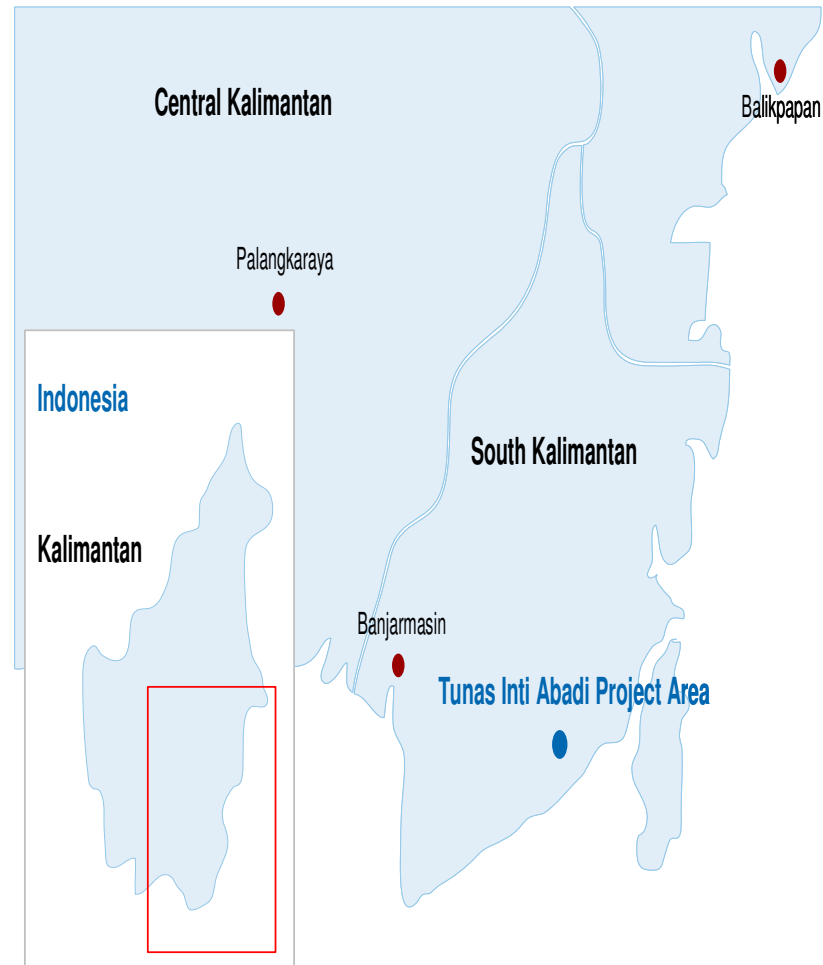
* Based on Joint Ore Report Committee JORC Report

TIA Site Layout – Concession Area

PT Tunas Inti Abadi

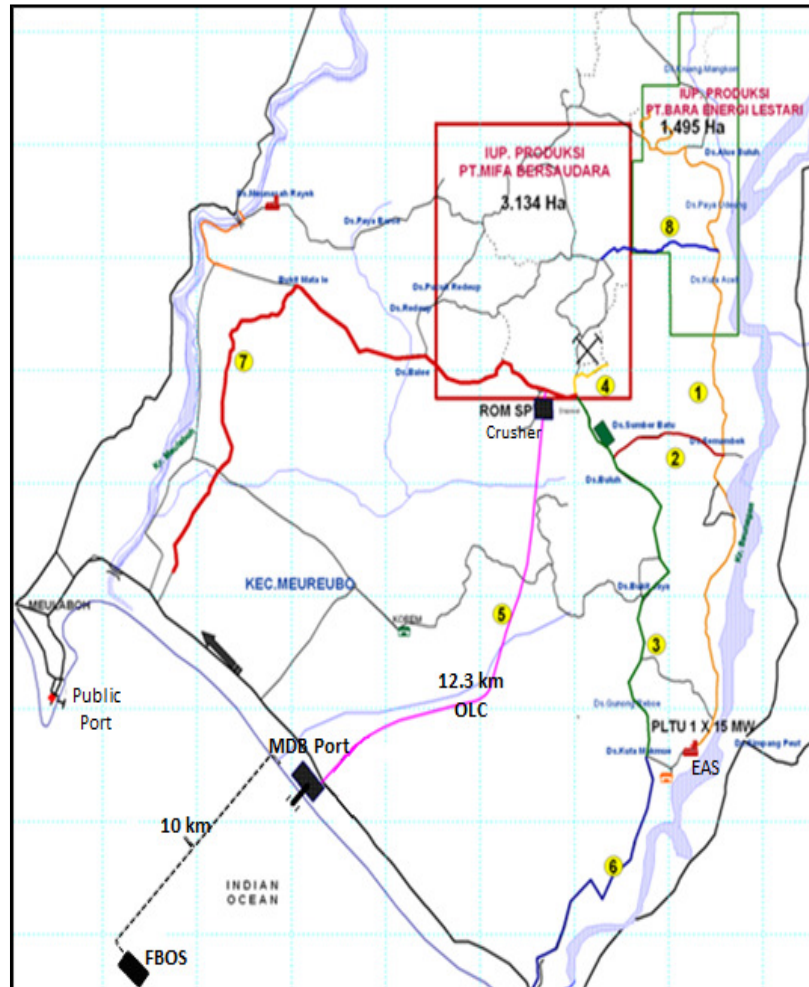
- TIA was acquired in Dec 2007, commenced commercial production in Aug 2009 and coal sales in Oct 2009
- Coal mining is contracted to ABM subsidiary, CK
 - 25 km from pit to port at Bunati
 - 26 km from port to anchorage point at Muara Satui
 - 8,000 ton barge loading capacity at jetty
 - 120,000 tons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

TIA Site (South Kalimantan Province)



MDB Site Layout – Concession Area

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

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

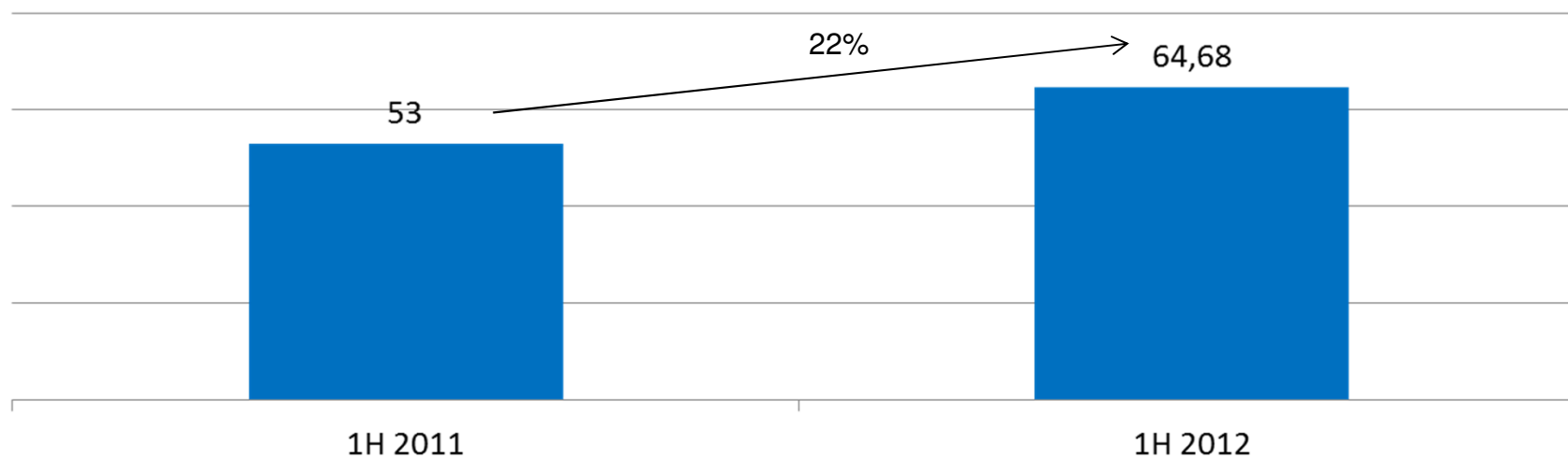
Entity	Concession Holding Company	Type of Concession	Location	Current Concession Area (ha)	Expiry Date of Current Phase
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	2,355	Mar 16, 2021
TIA	TIA	IUP ⁽¹⁾	South Kalimantan	719	Mar 5, 2021
BEL	BEL	IUP ⁽¹⁾	Aceh	1,495	Sep 26, 2017
Mifa	Mifa	IUP ⁽¹⁾	Aceh	3,134	Apr 13, 2025

CK's Operational Highlights

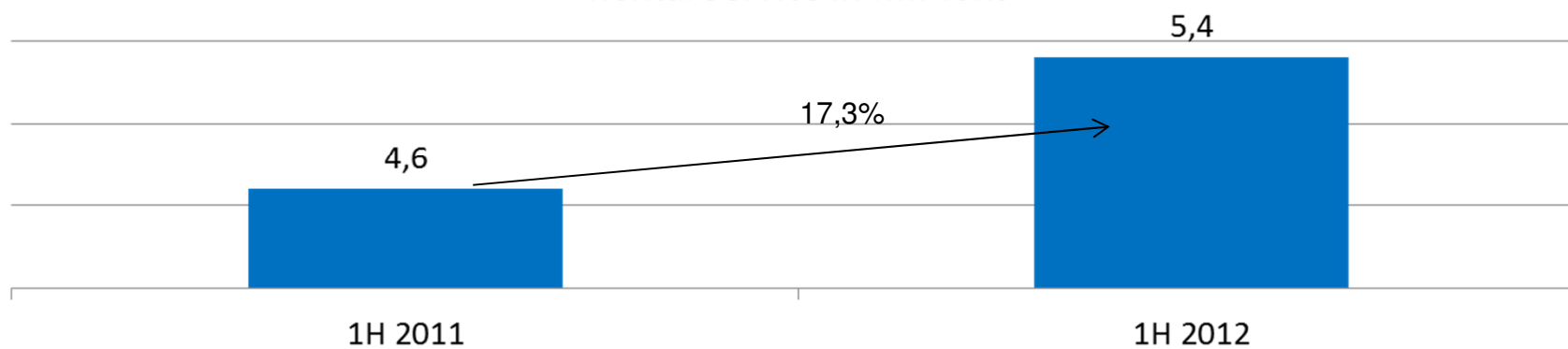


Overburden and Rental Services 1H 2012

Overburden Removal Mn Bcm

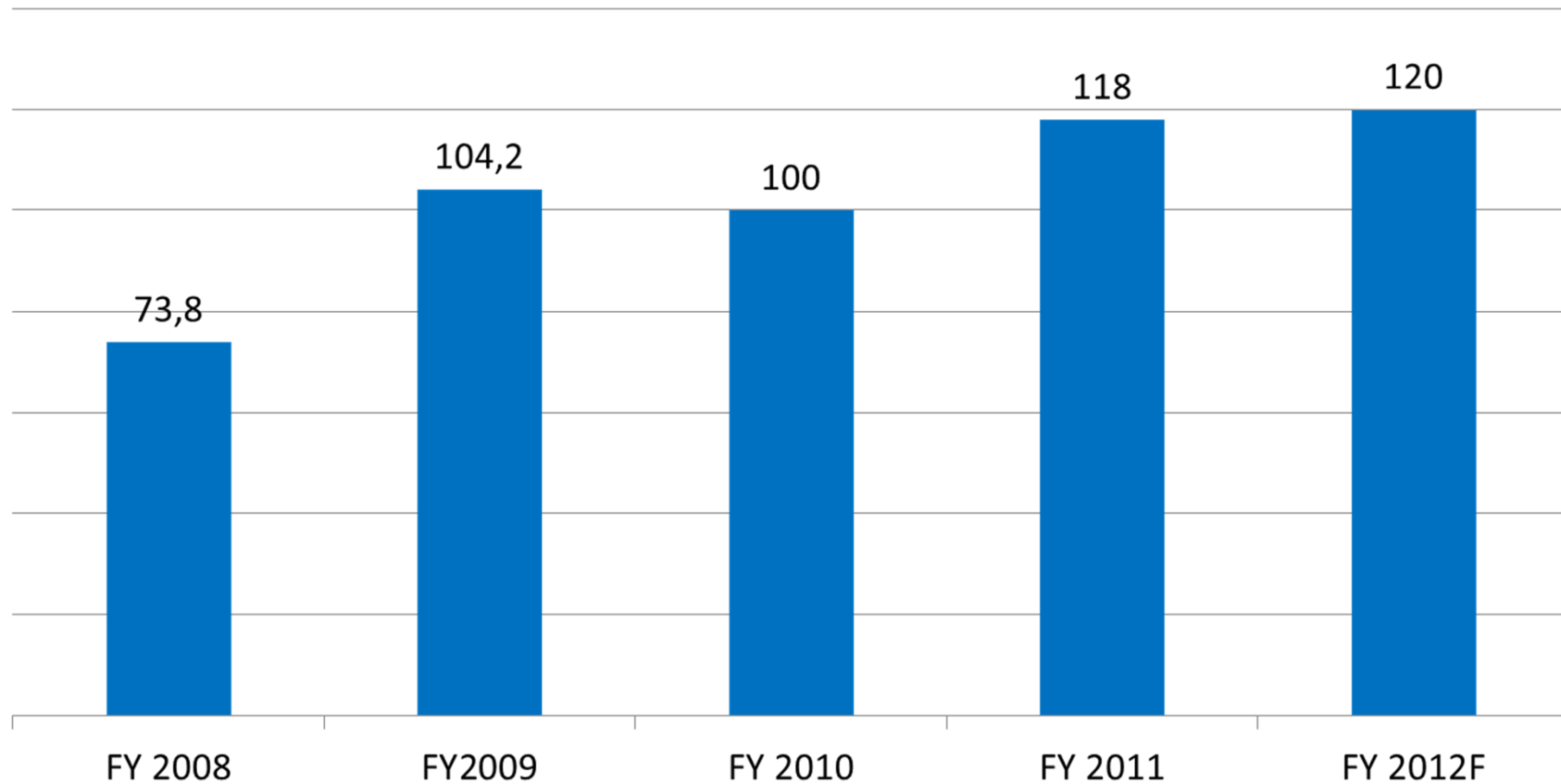


Rental Service in Mn Tons



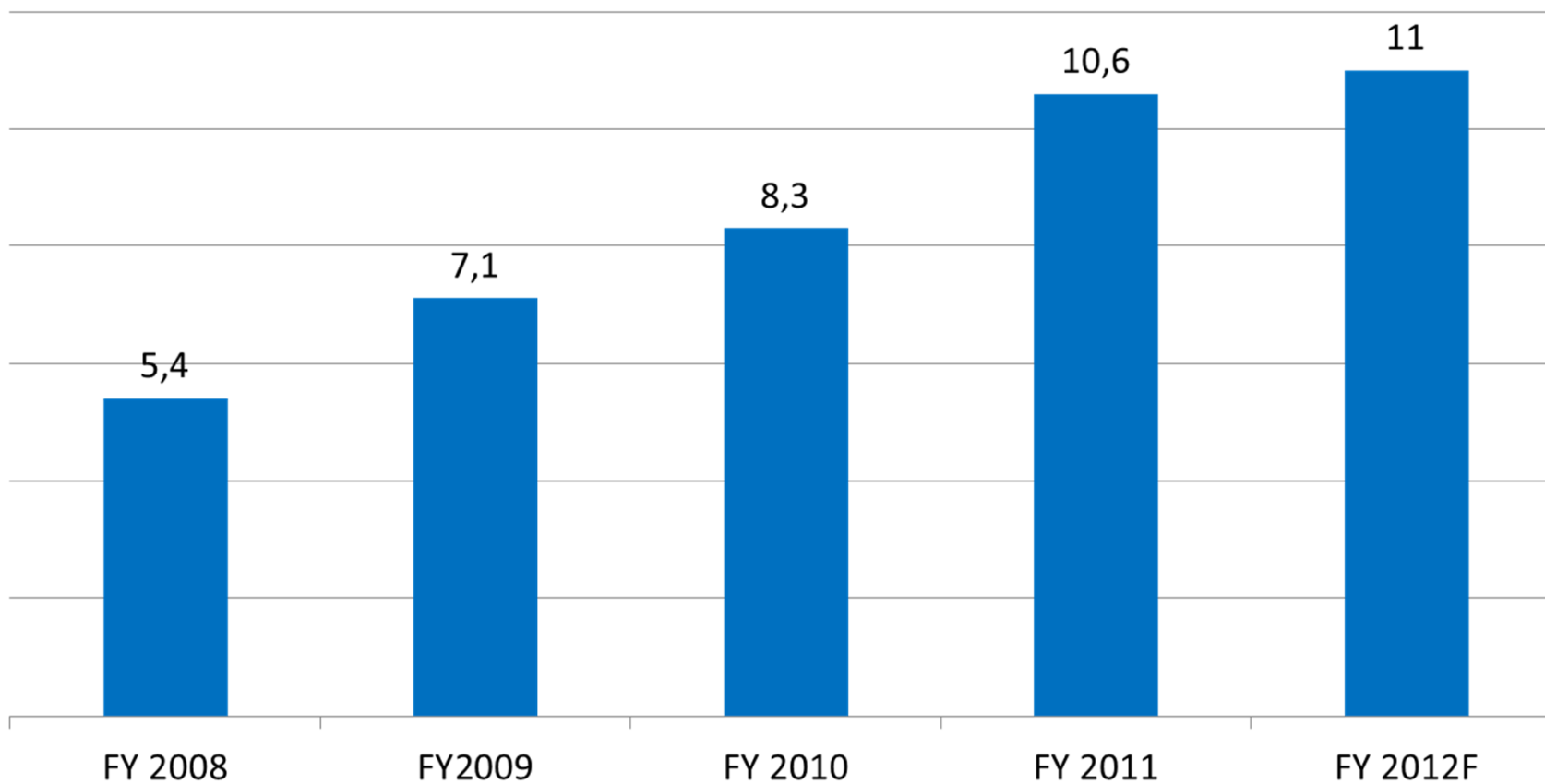
CK Overburden 2008-2011

CK Historical's Overburden Removal in mn tons



CK Rental Services' Historical 2008-2011

CK Historical's Rental Business



Current Customers & Backlog

Operating Agreements as of June 30, 2012

	Client	Mining Project Sites	Expected Contract Duration	Backlog (bcm/ton)
1	Mahakan Sumber Jaya	Separi, East Kalimantan	Jun 2004 – Sep 2015	102 / 10
2	Kaltim Batu Manunggal	Sanga-sanga East Kalimantan	Mar 2005 – Project Completed	2 / -
3	Multi Harapan Utama	Jonggong, East Kalimantan	Nov, 2007 – Oct v2015	97 / 7
4	Tunasi Inti Abadi (TIA)	Satui and Kusan Hulu, Tanah Bumbu, East Kalimantan	April, 2009 – Jul 2020	142 / 25
5	Arutmin Indonesia	Batulicin, South Kalimantan	2003- life mine	36 / 4
6	Titan Wijaya	Tanjung Dalam Village, Bengkulu Province	Mar 11- Mar 2017	106 / -
7	Riau Baraharum	Siambul, Riau	Feb 2012-Feb 2012	116 / -
8	Rinajani Ketanegara	Loan Janan, Eadt Kalimantan	Jun 2012-Jun 2017	77/-
	Total			678 / 46

Kalimantan



Sumatra



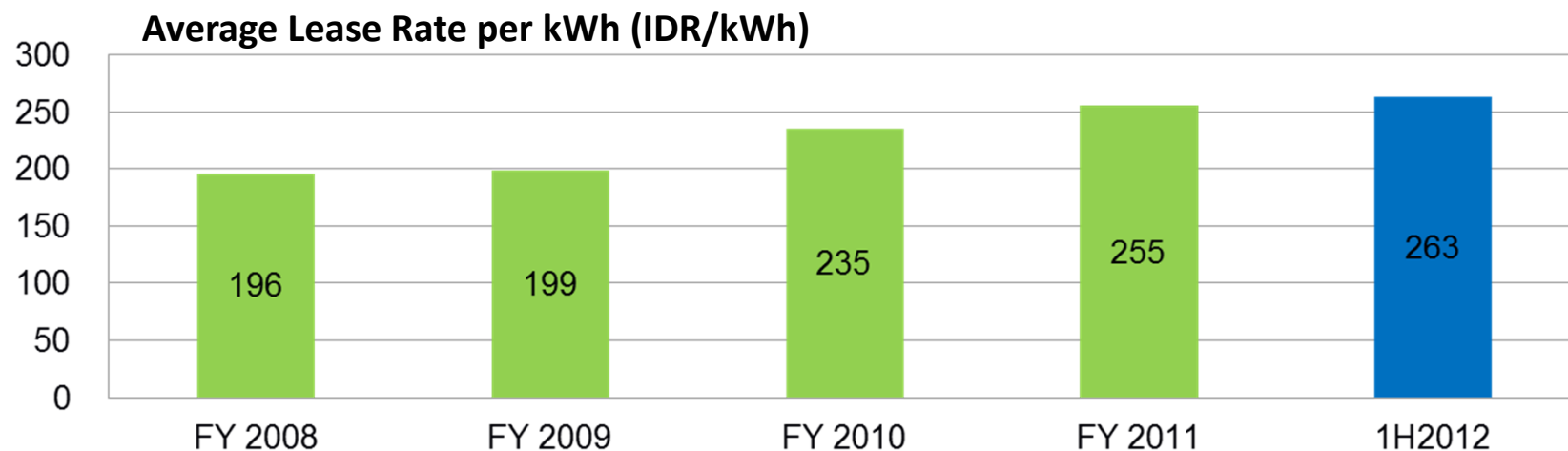
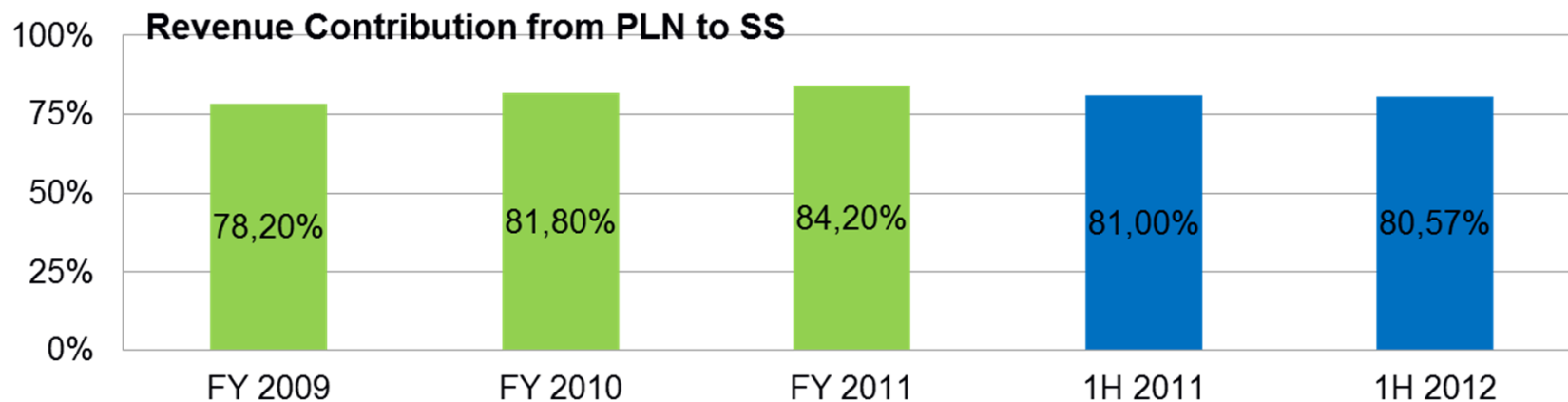
CK's Type of Heavy Equipment & Average Age

Type of equipment Jun 30, 2012	Capacity	Number of units	Average age (in years)
Excavator	250 - 350 tons	15	6
	20 - 100 tons	108	1.9
Truck	30 - 100 tons	336	3.7
Dozer		88	2.2
Grader	14 - 16 feet	48	2.5
Wheel loader		8	2.6
Compactor		13	6.5
Drill machine		1	7
Total		617	

PT Sumber Daya Sewatama (SS) – Power Solutions



Revenue By Division and Key Customers

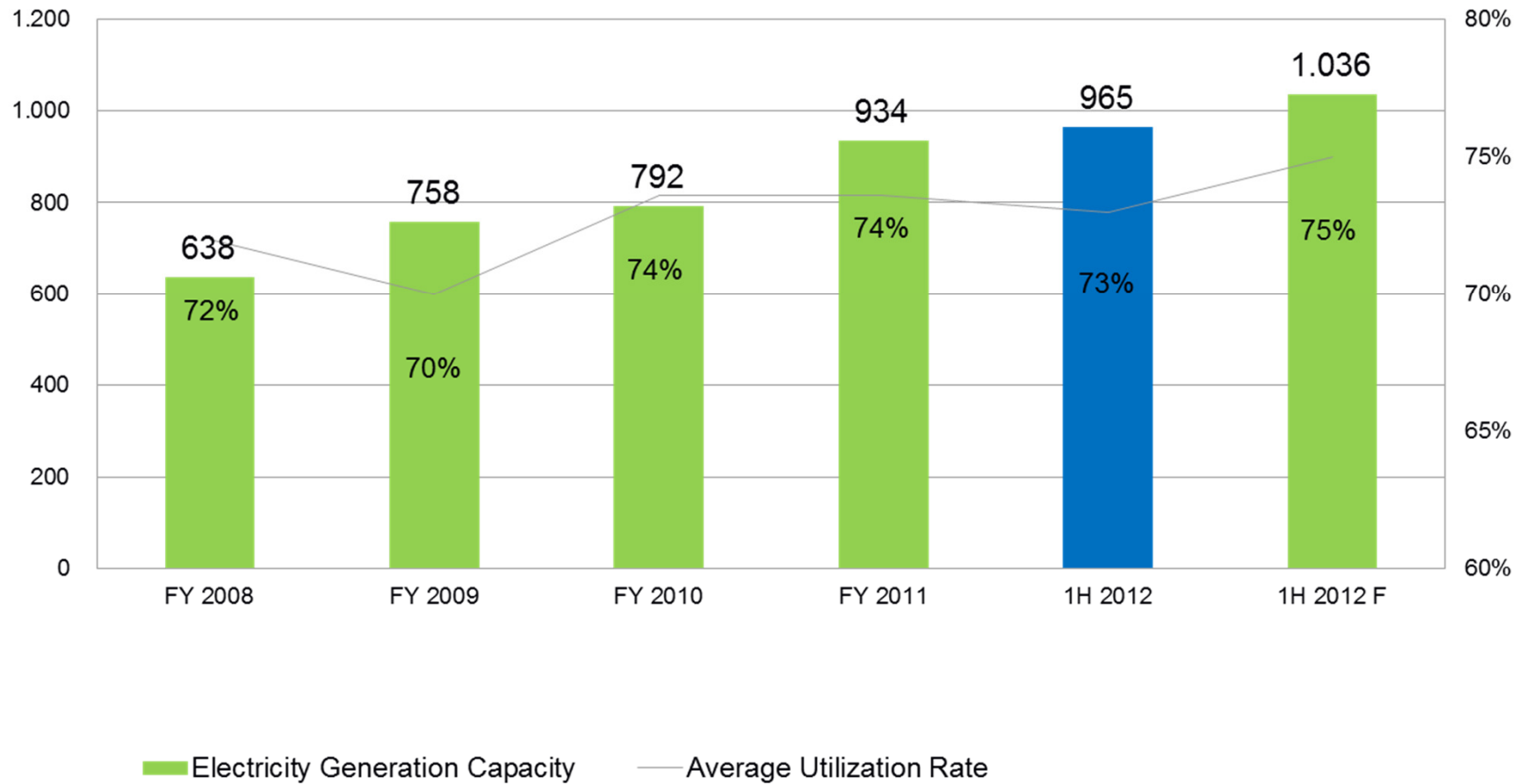


Diesel Genset is the majority of Generators

Model	Number of Units as of June 30, 2012	Capacity (kW)	Average Useful Life (Yrs) ⁽²⁾	Average Age as of Mar 31, 2012 (Yrs)
Diesel Generator Sets	832	956,338	10	6
Gas Generator Sets	5	8,662	15	2
Total	887	965,000		

Electricity Generations Capacity & Lease Rate

Electricity Generator Capacity and Average – Utilization Rate in MW



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



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

Tug and Barges



Wharehouse



THANK YOU



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