



Corporate Presentation Q3 2017

Dedicated to Preserve Sustainable Growth

www.ptba.co.id



You Tube



021-5254014

Reuters: PTBA.JK

Bloomberg: PTBA IJ

Exchange: JKT

Ticker: PTBA

- 
1. Introduction
 2. Operating Review
 3. Commercial Review
 4. Financial Review
 5. Development Projects
- Appendices

Company's Key Milestones - Indonesia's Oldest and Most Experienced Coal Producer



During the Dutch colonial period, the first open-pit at Airlaya mine, in Tanjung Enim, South Sumatera started operating.

1919



PN TABA was converted into a limited corporation and its name changed to PT Tambang Batubara Bukit Asam (PTBA). This date is officially considered as the base of the commemoration of the company's anniversary.

2 Mar 1981



PTBA was publicly listed on the Jakarta Stock Exchange with 35% of shares held by the public. It traded with the initial stock price of IDR575 under the code PTBA.

23 Dec 2002



1876

Coal Mine in Ombilin, West Sumatera, started in operation.



1950

The company changed into an Indonesian state owned company which was called "PN Tambang Arang Bukit Asam" (TABA). PN is abbreviation of Perusahaan Negara, means "State Company".



Another state owned coal company, "Perusahaan Umum Tambang batubara" merged with PT Bukit Asam (PTBA). Since then, PTBA become the only state owned coal mining in Indonesia.

1990



30 Dec 2013

Vision:
A world-class energy company that cares about the environment

During the period 1991-1995, on the behalf of the Indonesian government, PTBA acted as the domestic coal regulator for Coal Contract of Works (CCoW).

2016

Subsidiaries:

Coal Business



Coal Trading



Power Generation



Logistic



CBM Gas



Investment



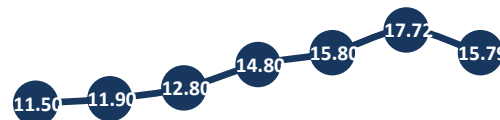
	FY17 (E) a	9M17 B	9M16 C	YoY % b/c
▪ SALES VOLUME (MT)	23.17	17.24	15.14	114%
▪ PRODUCTION (MT)	21.92	16.91	12.98	130%
▪ TRADING/PURCHASE (MT)	0.4	0.30	1.04	29%
▪ RAILWAY CAPACITY (MT)	20.48	15.79	12.68	125%
▪ REVENUES (IDR TN)	xx.x	13.22	10.04	132%
▪ NET PROFIT (IDR TN)	x.xx	2.63	1.05	250%
▪ STRIP RATIO	4.47	3.77	5.48	69%

Net Profit (IDR Trillion)



2011 2012 2013 2014 2015 2016 9M 2017

Railway Capacity (mn ton)



2011 2012 2013 2014 2015 2016 9M 2017

Revenue (IDR Trillion)



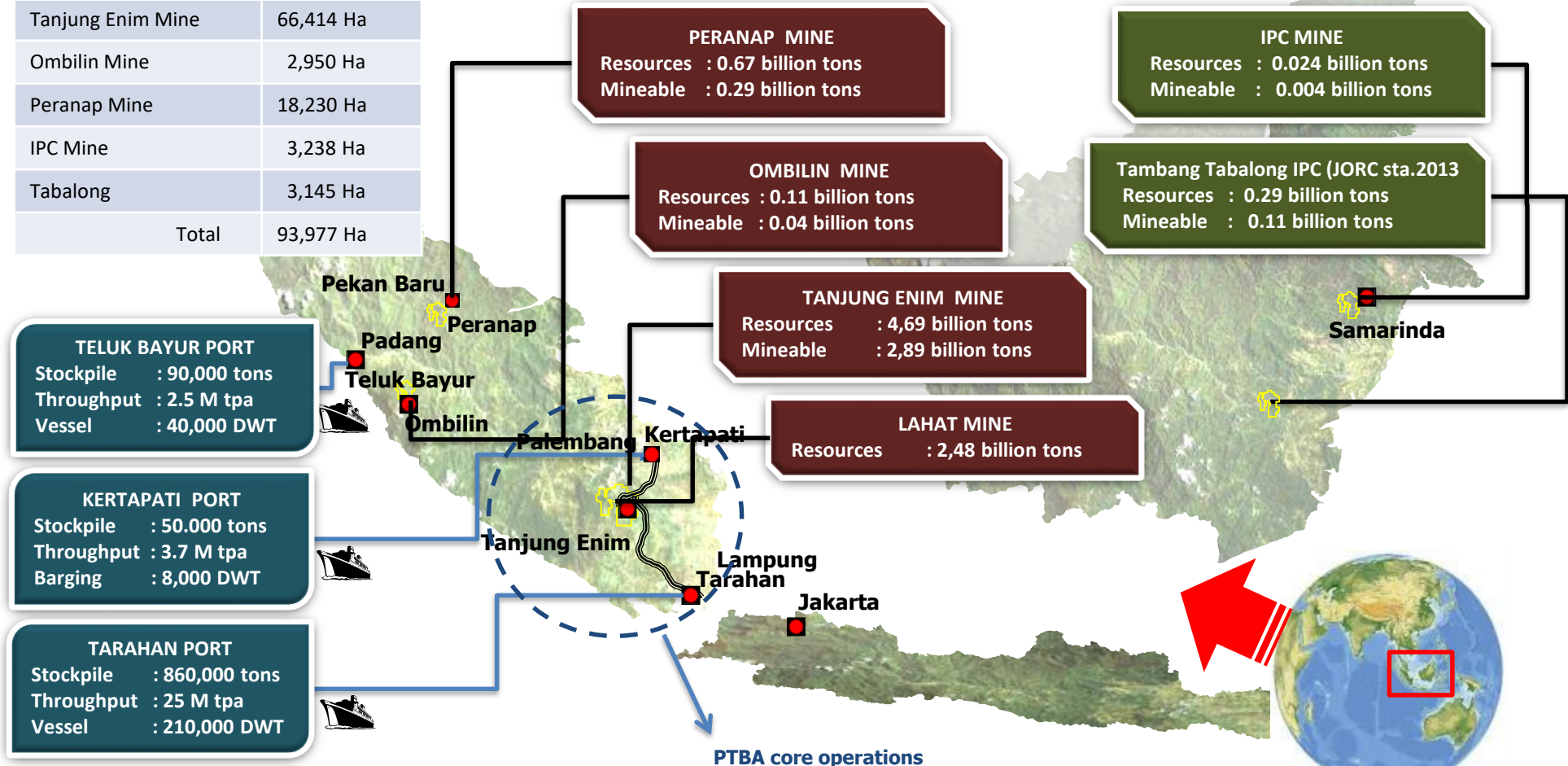
2011 2012 2013 2014 2015 2016 9M 2017

Current Operations

Mining Business License (IUP)

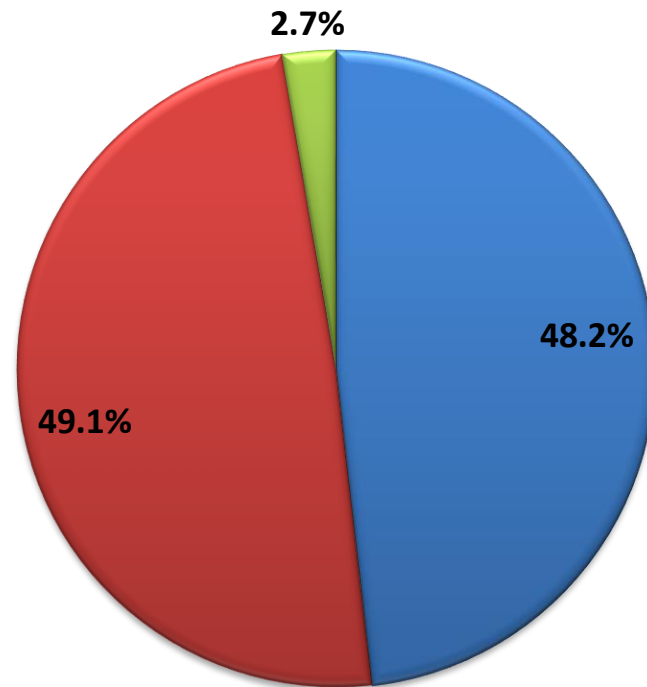
Tanjung Enim Mine	66,414 Ha
Ombilin Mine	2,950 Ha
Peranap Mine	18,230 Ha
IPC Mine	3,238 Ha
Tabalong	3,145 Ha
Total	93,977 Ha

Total Resources	8.27 billion tons
Total Mineable Reserves	3.33 billion tons



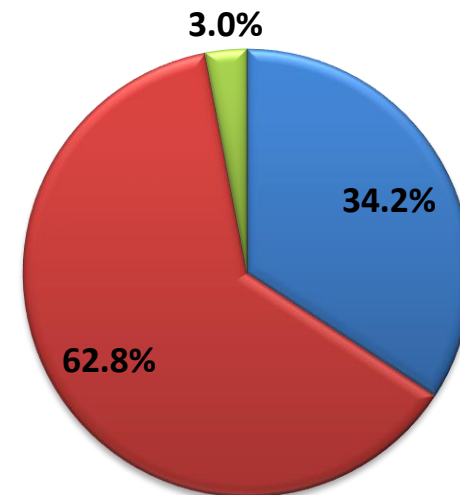
* Based on KCMI 2011

Coal Resources Total: 8.27 bn tons



■ Lignite ■ Sub-bituminous ■ Bituminous

Coal Mineable Reserves Total: 3.33 bn tons



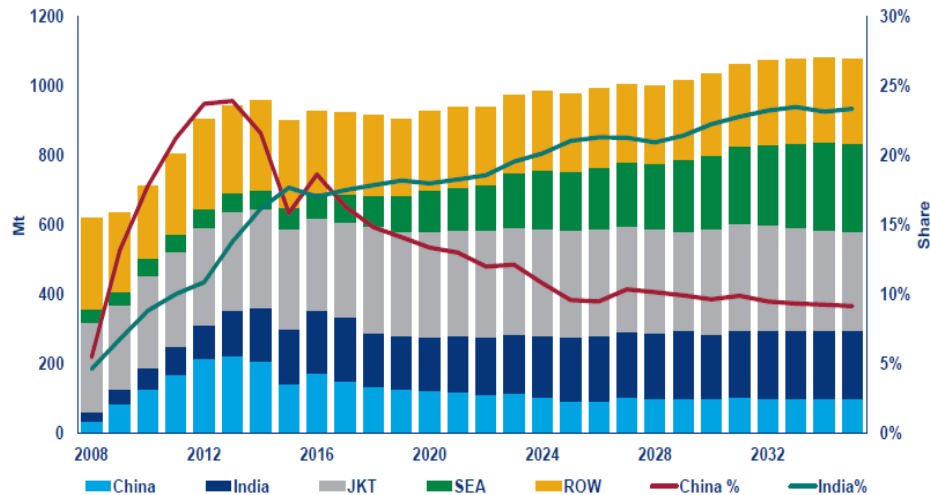
■ Lignite ■ Sub-bituminous ■ Bituminous

Parameter	BITUMINOUS	SUB BITUMINOUS	LIGNITE
TM (% ar)	< 18	18 -30	> 35
CV (KCal/Kg adb)	> 6,400	4,900 – 6,400	< 4,900
(KCal/Kg ar)	5,800 – 7,950	4,400 – 5,800	< 4,400

Demand Side

India emerges as #1 importer in 2017

Seaborne thermal trade forecast to 2035



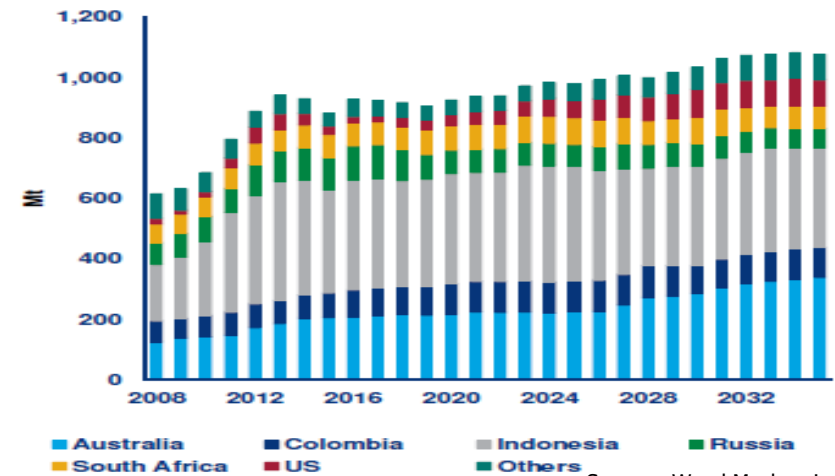
JKT : Japan, South Korea and Taiwan
SEA : Malaysia, Philippines, Thailand and Vietnam
ROW : Rest of World

Source : Wood Mackenzie, 2017

Supply Side

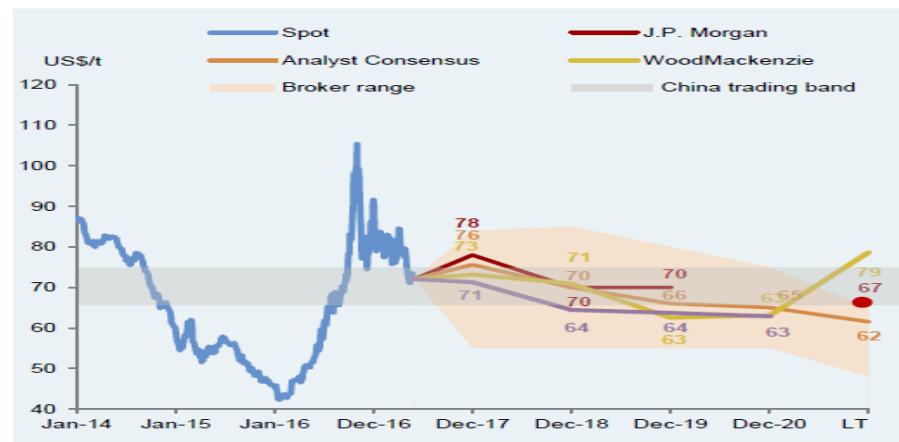
Indonesia still the largest coal exporter (349 Mt in 2017)

Seaborne supply by country (Mt)



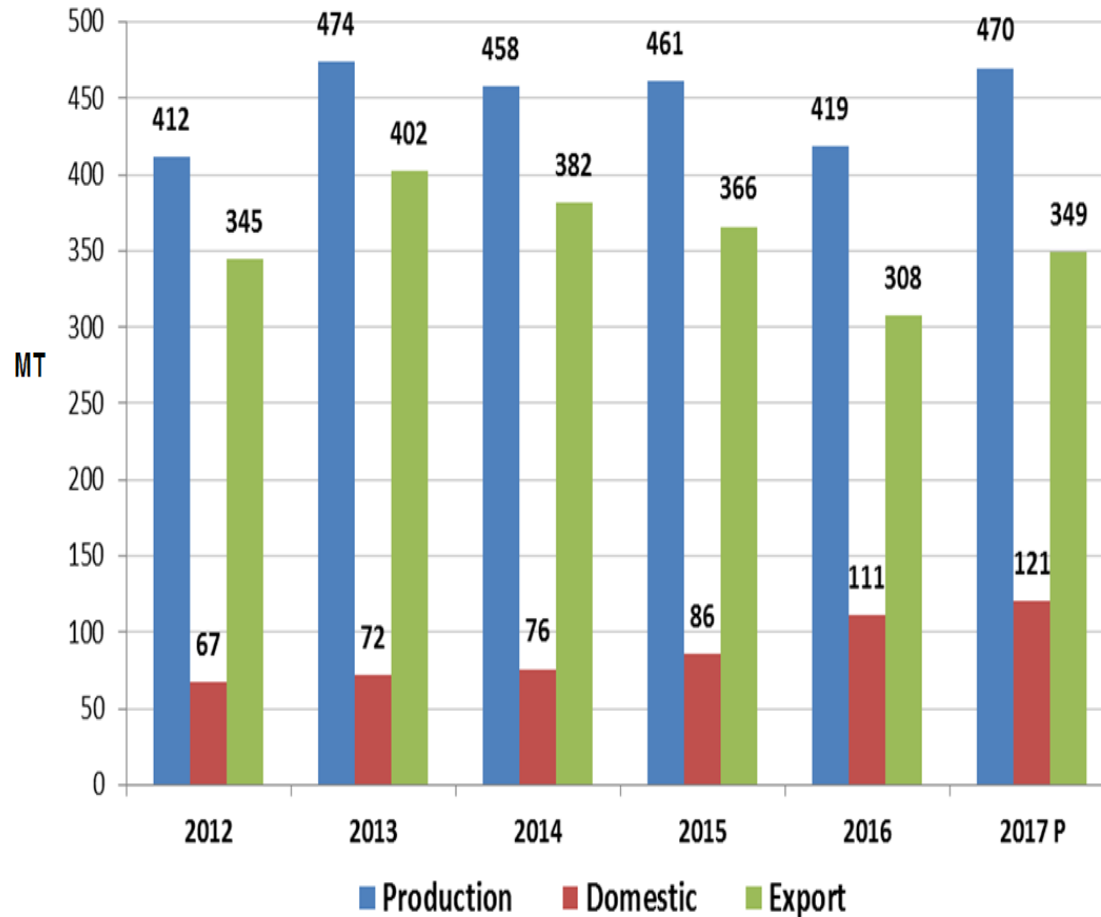
Source : Wood Mackenzie, 2017

Thermal coal price forecasts (nominal, US\$/t)



Newcastle thermal coal price
Source: Bloomberg, Wood Mackenzie, Broker reports, FactSet as of 30 May 2017
Note: ZCE Thermal Coal future used for December 2017

Indonesia Coal Production and Sales

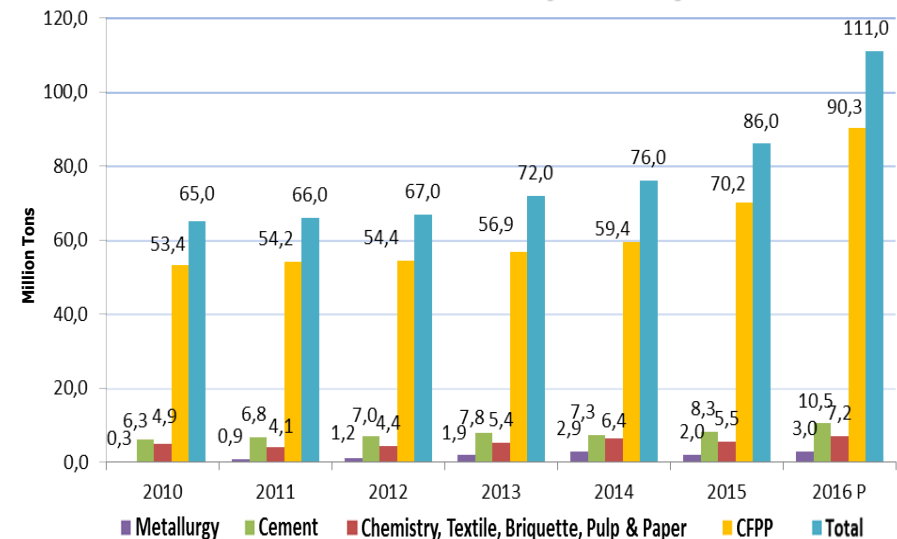


Source: Statistics Indonesia and Directorate General of MINERBA, 2016

National Energy Mix

Jenis Energi	2020	2025	2030	2035	2045	2050
Coal	30%	30%	30%	29%	26%	25%
Gas	23%	22%	23%	23%	25%	24%
Oil	29%	24%	22%	21%	20%	20%
Renewable Energy	19%	23%	25%	27%	29%	31%
Total	100%	100%	100%	100%	100%	100%

Domestic Coal Consumption by Sector

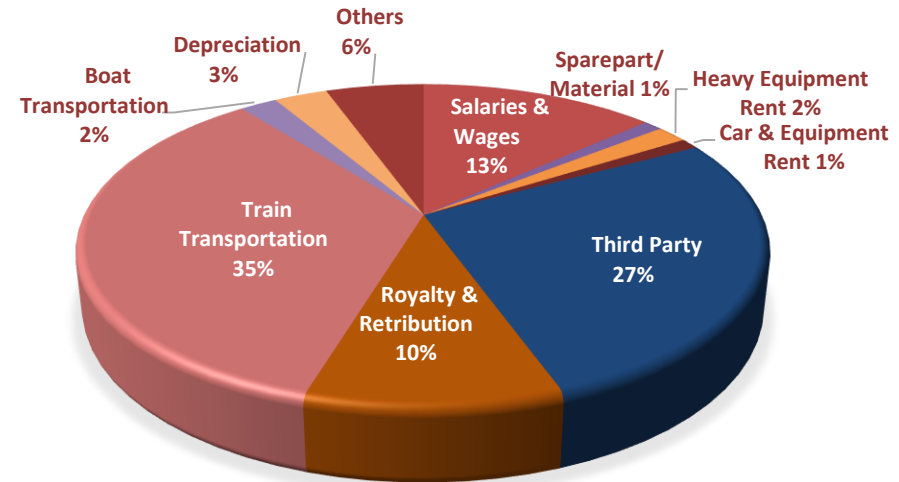


Total Cash Cost (FOB)

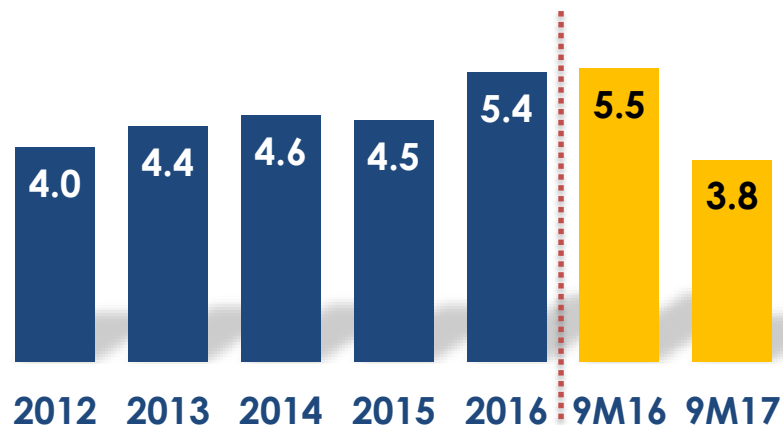
Tanjung Enim System *)	9M17	9M16	YoY
Ex Royalty (IDR)	511.078	614.145	-16,8%
Total (IDR)	565.730	652.039	-13,2%

*) Note: Total cash cost include COGS, G&A, Selling Expenses, Inventory

9M17 Total Cost Breakdown



Weighted Average Stripping Ratio (.x)



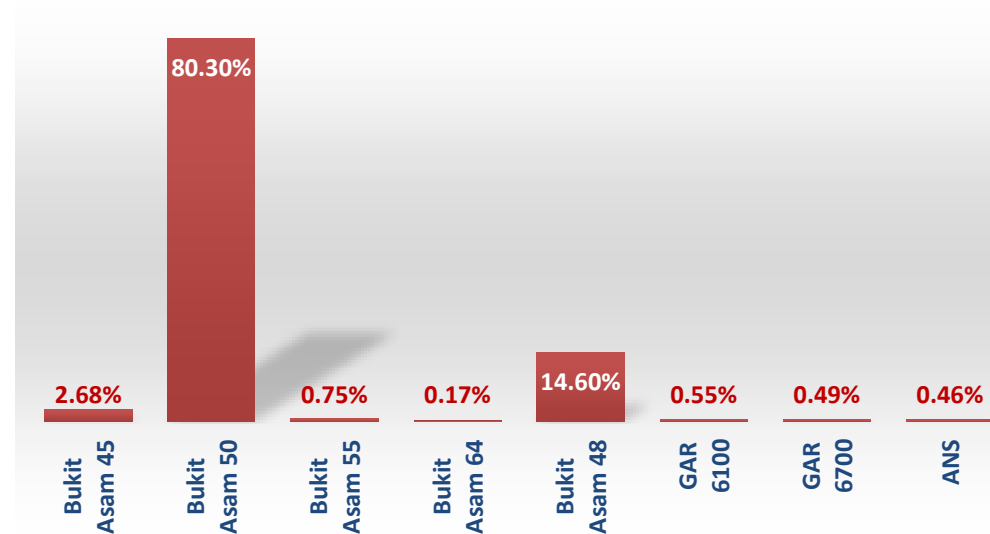
Average Selling Price (ASP)

	9M17	9M16	YoY
Weighted ASP (IDR/Ton)	745.726	648.638	+15,0%
Export (IDR/Ton)	813.694	647.069	+25,8%
Domestic (IDR/Ton)	707.280	649.658	+8,9%

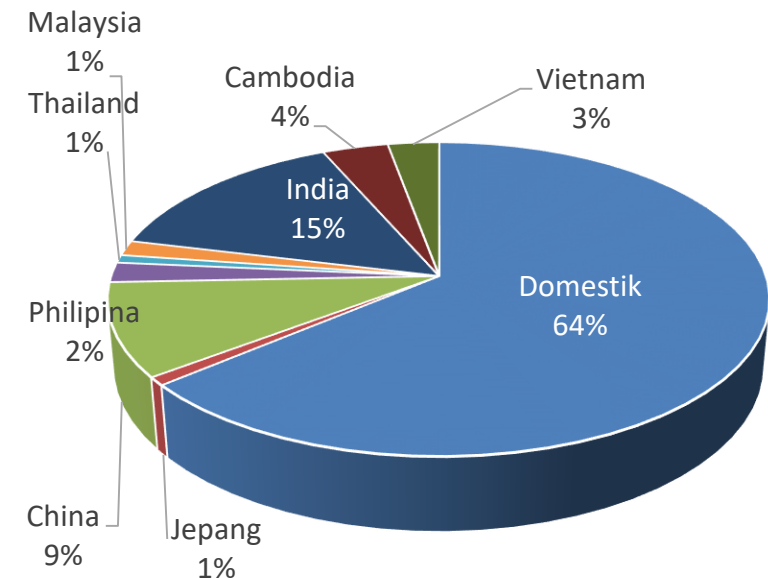
Coal Brand	CV		TM	IM	Ash	VM	FC	TS max	Ash Fusion Temperatures (°C)				HGI
	Kcal/Kg, adb	Kcal/Kg, ar	%,ar	%,adb	%,ar	%,ar	%,ar	%,adb	Deformation	Spherical	Hemi-sphere	Flow	
IPC 53	5,300	-	34	15	8	39	40	0.5	-	-	-	-	-
BUKITASAM – 45	5,464	4,500	30	15	6	35	29	1.0	1216	1246	1384	1413	52
BUKITASAM – 48	5,733	4,800	29	14	6	35	30	1.0	1216	1246	1384	1413	52
BUKITASAM – 50	6,111	5,000	28	12	6	35	31	1.0	1323	1379	1381	1398	55
BUKITASAM – 55	6,513	5,500	24	10	6	34	36	1.0	1308	1374	1388	1409	54
BUKITASAM – 64	7,070	6,400	14	5	6	34	46	1.2	1466	1488	1491	1493	60

*HGI : Hardgrove Grindability Index

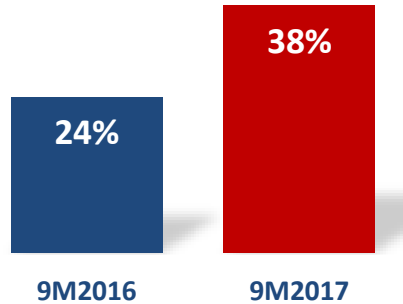
9M17 Sales Breakdown by Quality



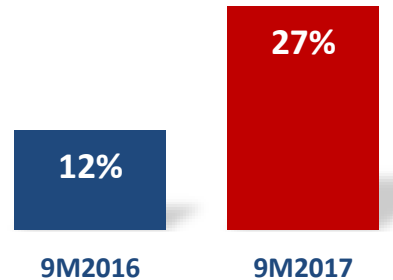
9M17 Sales Breakdown by Country



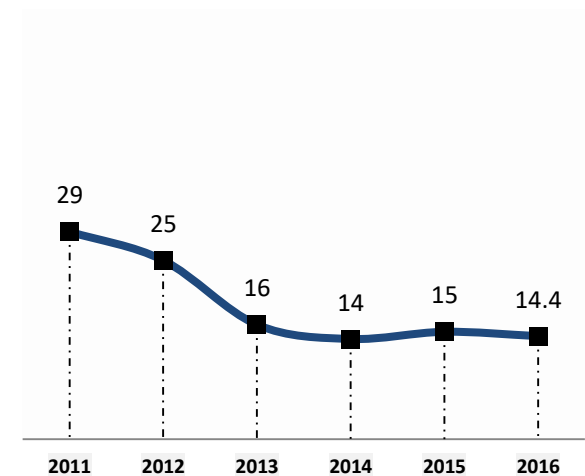
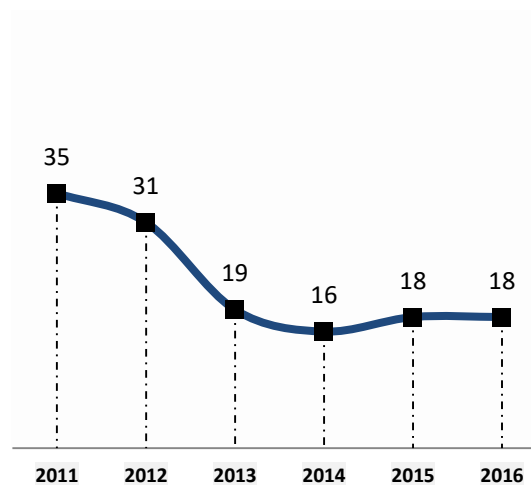
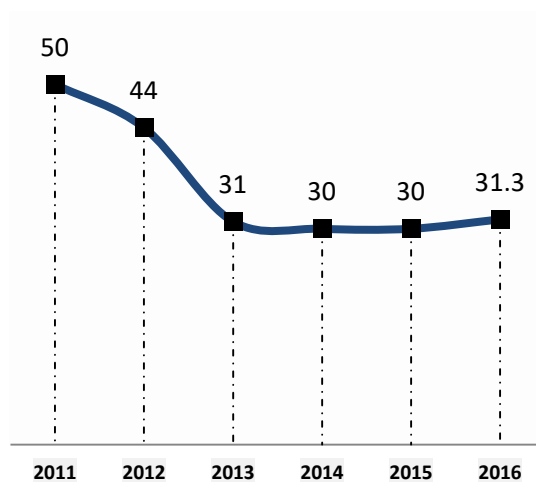
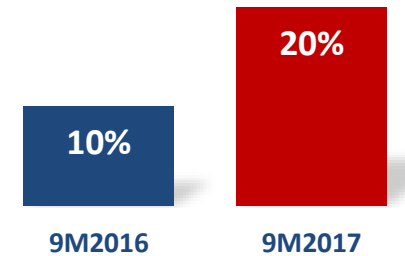
Gross Profit Margin



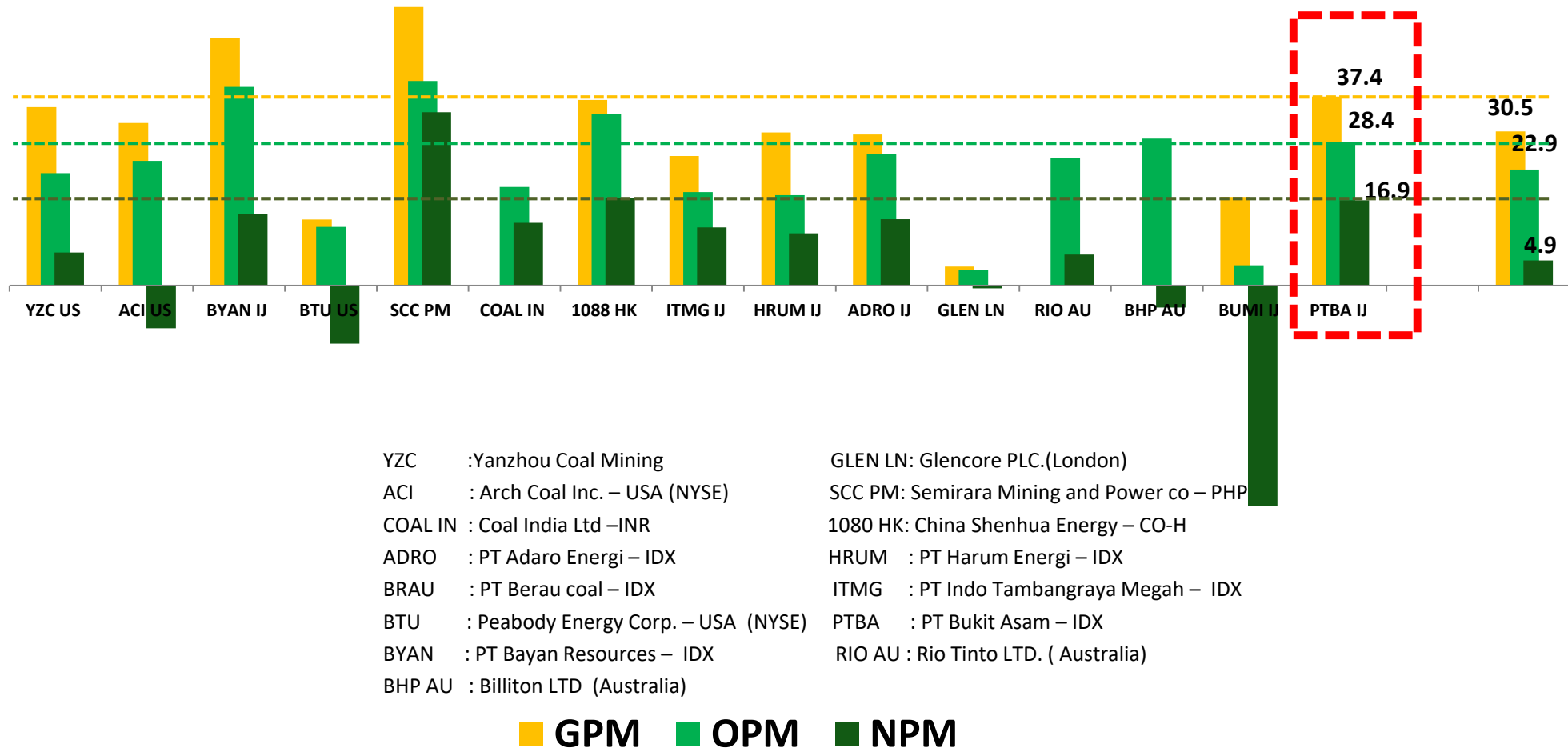
Operating Profit Margin



Net Profit Margin

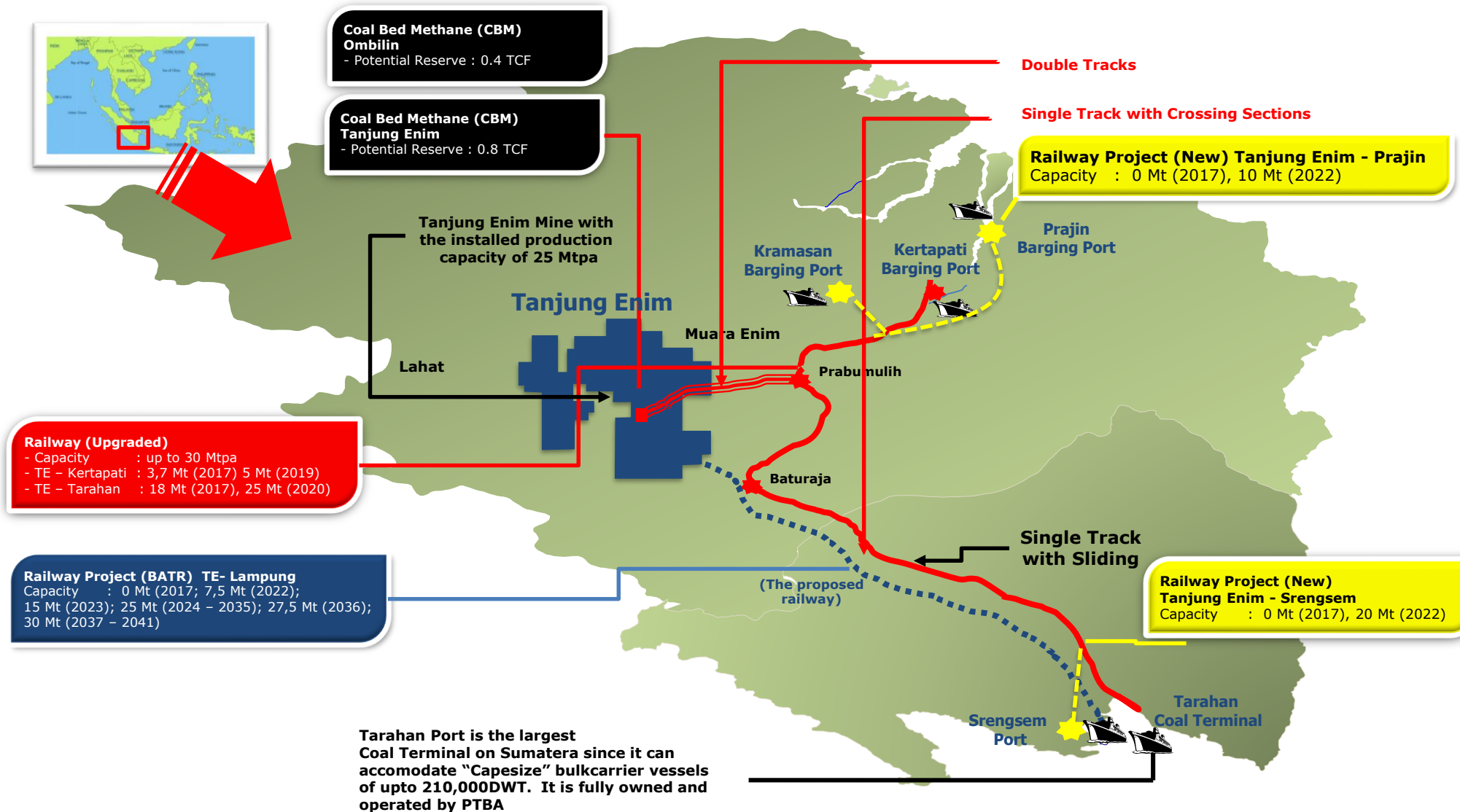


PTBA Vs Global & Local Peers

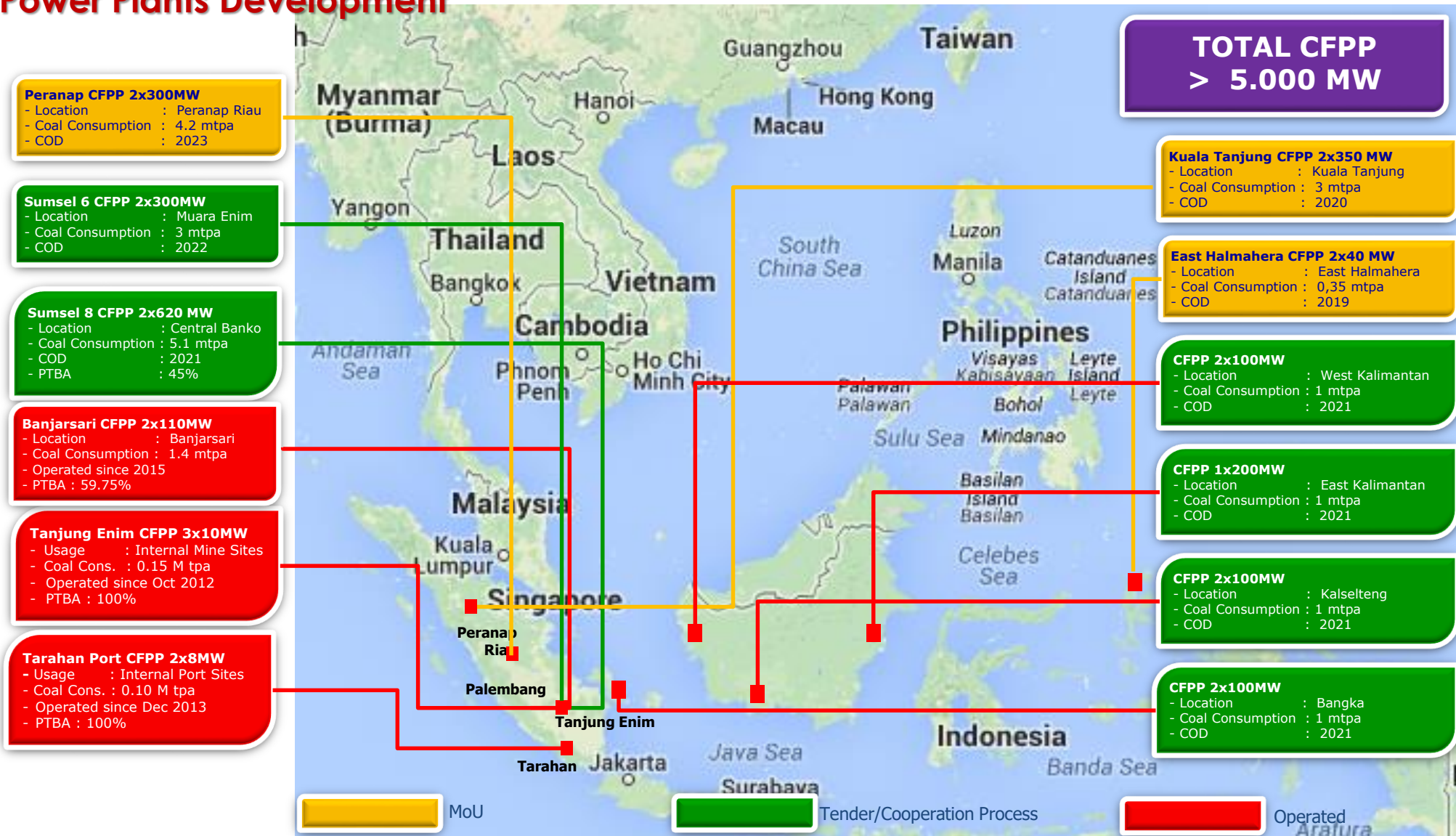


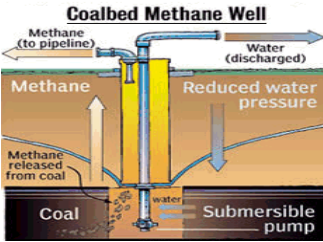
Source: Bloomberg, Oct 16th, 2017

Distribution Infrastructures Development & CBM



Power Plants Development



Project	Status
 	- Upgraded Existing Railway ✓ Tanjung Enim – Kertapati : 5 Mt (2019) ✓ Tanjung Enim – Tarahan : 25 Mt (2020) - New Developed Railway ✓ Tanjung Enim – Prajin : 10 Mt (2022) ✓ Tanjung Enim – Srengsem : 20 Mt (2022) ✓ Tanjung Enim – Lampung (BATR) : 7,5 juta ton (2022); 15 juta ton (2023); 25 juta ton (2024-2035); 27,5 juta ton (2036); 30 juta ton (2037-2041)
	Coal Bed Methane (CBM) - Located in Tanjung Enim Mine ±25 MMSCF (Million Standard Cubic Feet per Day or 100 MW of electricity, with potential reserve of 0.8 Trillion Cubic Feet (TCF) - Investment of USD14.48 Mn (for the first three years) - Commercial Operating Date scheduled in 2019
	Coal Gasification - Located in Tanjung Enim Mine - Investment of USD 1.6 Bn - Capacity of 2600 ton/day of Urea-based fertilizer - Coal consumption: 1.5 Mtpa - Currently in the process of the FS



The Plant
2x620 MW Banko Tengah
(Sumsel 8) Power Plant

Status

- PTBA (45%), China Huadian Hong Kong Company Ltd (55%)
- Investment of USD 1.7 Bn
- Coal Consumption 5.1 Mtpa
- Commercial Operating Date scheduled in 2021



2x300 MW Peranap Power Plant

- Located in Peranap
- Investment of USD 1.2 Bn
- Coal Consumption up to 4.2 Mtpa
- Commercial Operating Date 2023



2x300 MW Sumsel 6 Power Plant

- Located at Tanjung Enim Mine
- Investment of USD 900 M
- Coal consumption 3 Mtpa
- Commercial Operating Date 2022



2x350 MW Kuala Tanjung Power Plant

- PTBA and INALUM (PTBA minimum 25%)
- Investment USD 780 M
- Coal Consumption 3 Mtpa
- Commercial Operating Date 2020



2x40 MW Halmahera Timur Power Plant

- PTBA and ANTAM
- Investment of USD 150 M
- Commercial Operating Date 2019

Long Term Domestic Commitment

		<u>Committed Volume</u>
□ Having A Total Long Term Coal Supply with:	○ PLN (2010 – 2030)	: 262 Mt
	○ Indonesia Power (2013 – 2022)	: 52 Mt
	○ Huadian Bukit Asam Power (25 Years)	: 150 Mt
	○ Bukit Pembangkit Innovative (30 Years)	: 36 Mt
	○ Indonesia Fertilizer (30 Years)	: 69 Mt
	○ <u>Cilacap Power Plant (4 Years)</u>	: 5 Mt
	Total	: 574 Mt
		<u>Coal Consumption</u>
□ Supporting Power Plants Projects Development for:	○ 3x10MW Tanjung Enim Power Plant (In Operation)	: 0.15 Mtpa
	○ 2x8MW Tarahan Port Power Plant (In Operation)	: 0.10 Mtpa
	○ 2x110MW Banjarsari Power Plant (In Operation)	: 1.00 Mtpa
	○ 2x620MW Sumsel 8 Power Plant (In Progress)	: 5.40 Mtpa
	○ 2x300MW Peranap Power Plant (In Process)	: 4.20 Mtpa
	○ 2x300MW Sumsel 6 Power Plants (In Process)	: 3.00 Mtpa



Tarahan Coal Terminal



- Coverage: 43 Ha
- Throughput: 25 Mtpa
- Capacity of Berths:
 - ❖ Shiploader#2 210,000DWT
 - ❖ Shiploader#1 80,000DWT
 - ❖ Bargeloader 10,000DWT
- Supporting Facilities:
 - ❖ Total Stockpiles: 0.9 Million ton
 - ❖ 2x8MW Coal Fired Power Plant
 - ❖ Train Unloading System with 4 (Four) RCDs (Rotary Car Dumper)
 - ❖ 10,000DWT Barge Unloading
- Certified by ISPS Code

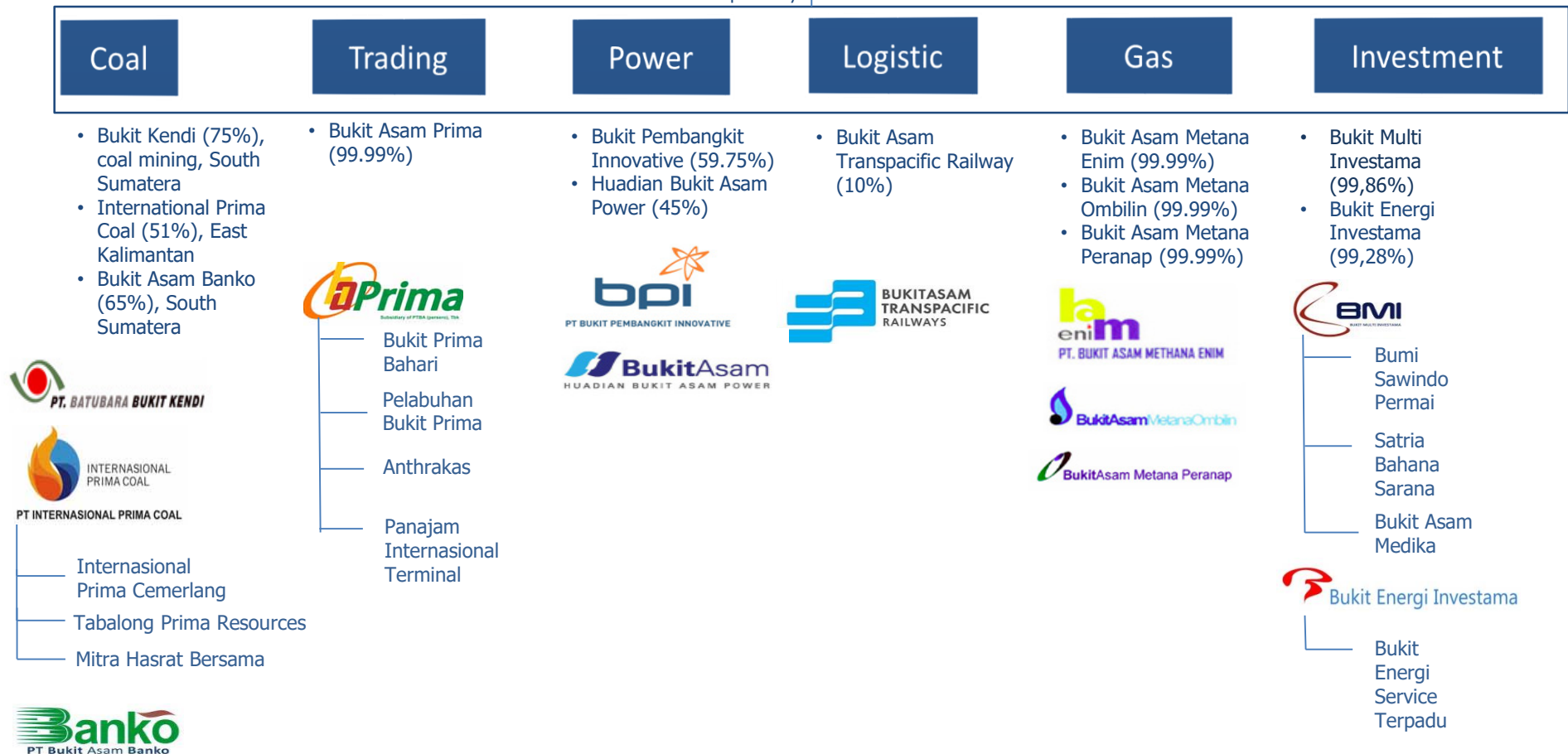




PTBA operates a fully integrated large coal mining in Tanjung Enim (South Sumatera), Ombilin (West Sumatera), Peranap (Riau), and East Kalimantan with Total Resources & Reserves are 8.27 billion tons and 3.33 billion tons respectively

The Indonesian Government owns 65% of Total Shares

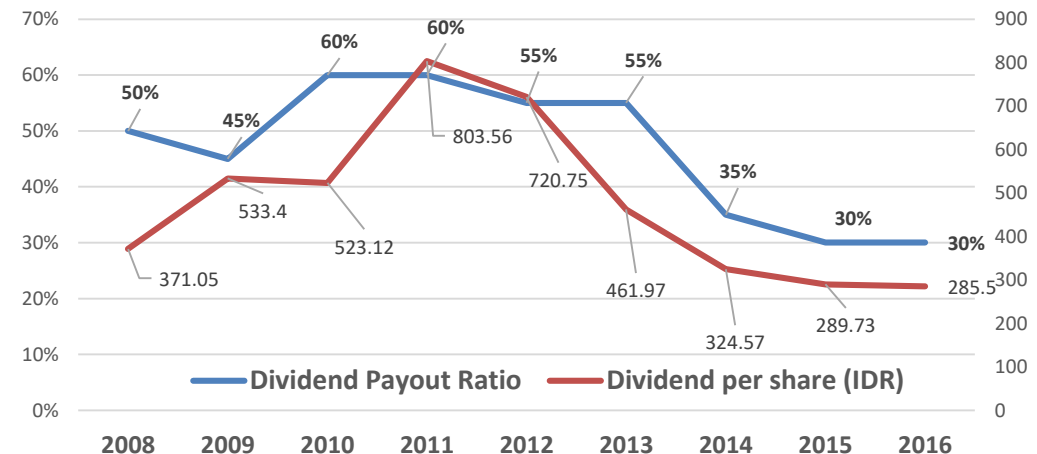
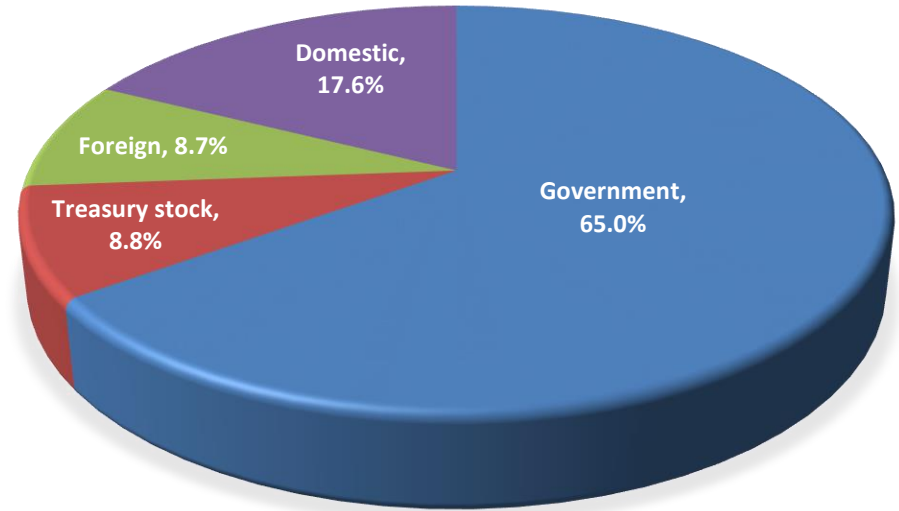
The Subsidiaries:



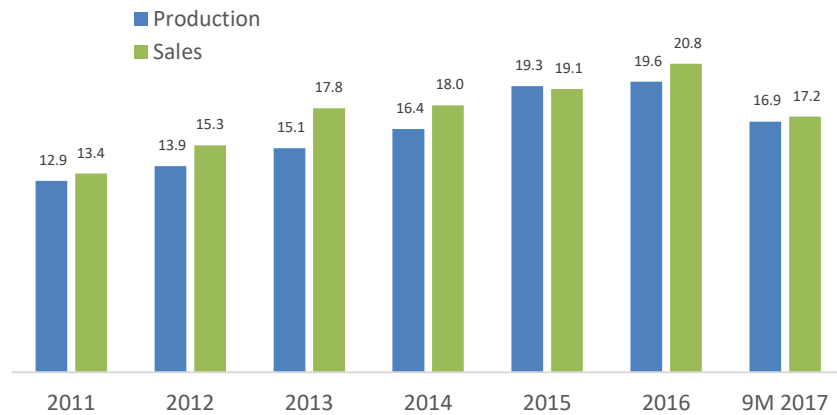
The Top Thirty Shareholders as of September 30th, 2017

No	Name of Shareholder	L/A	Total of Share	%
1	NEGARA REPUBLIK INDONESIA	L	1.498.087.500	65,02
2	TAMBANG BATU BARA BUKIT ASAM (PERSERO),	L	196.056.700	8,51
3	BPJS KETENAGAKERJAAN - JHT	L	53.376.000	2,32
4	PT TASPEN (PERSERO) - THT	L	35.516.000	1,54
5	PT. PRUDENTIAL LIFE ASSURANCE - REF	L	22.469.100	0,98
6	PEMERINTAH PROPINSI SUMATERA SELATAN	L	21.315.000	0,93
7	PT AIA FINL - UL EQUITY	L	18.228.300	0,79
8	BBH BOSTON S/A VANGRD EMG MKTS STK INFD	A	15.175.348	0,66
9	UBS AG LDN BRANCH A/C CLIENT-2157234000	A	11.239.000	0,49
10	BPJS KETENAGAKERJAAN - JKK	L	10.888.000	0,47
11	JPMCB NA RE-VANGUARD TOTAL INTERNATIONAL	A	10.392.869	0,45
12	BBH LUXEMBOURG S/A FIDELITY FD, SICAV-IN	A	9.033.100	0,39
13	PAMAPERSADA NUSANTARA, PT	L	9.000.000	0,39
14	BPJS KETENAGAKERJAAN - BPJS	L	8.529.900	0,37
15	CITIBANK NEW YORK S/A EMERGING MARKETS C	A	7.633.900	0,33
16	ASURANSI JIWA MANULIFE INDONESIA, PT-494	L	7.482.700	0,32
17	PEMERINTAH DAERAH KABUPATEN MUARA ENIM	L	6.946.000	0,30
18	DZ PRIVATBANK S.A	A	6.890.814	0,30
19	SSB 2Q27 S/A ISHARES CORE MSCI EMERGING	A	5.962.800	0,26
20	PT. PRUDENTIAL LIFE ASSURANCE - REP	L	5.866.100	0,25
21	PT AXA MANDIRI FINANCIAL SERVICES S/A MA	L	5.610.800	0,24
22	PT AIA FINL - SYARIAH EQ	L	5.577.300	0,24
23	CITIBANK NEW YORK S/A THE EMERGING MARKE	A	5.334.000	0,23
24	PT. PRUDENTIAL LIFE ASSURANCE - SEF	L	4.671.400	0,20
25	HSBC BANK PLC S/A SAUDI ARABIAN MONETARY	A	4.584.500	0,20
26	REKSA DANA ASHMORE DANA EKUITAS NUSANTAR	L	3.895.900	0,17
27	PT PANIN SEKURITAS TBK	L	3.817.800	0,17
28	REKSA DANA MANDIRI SAHAM ATRAKTIF	L	3.786.300	0,16
29	RD PREMIER ETF INDO STATE- OWNED COMPANI	L	3.698.400	0,16
30	AVRIST - LINK AGGRESSIVE (EQ) IDR FUND	L	3.434.400	0,15

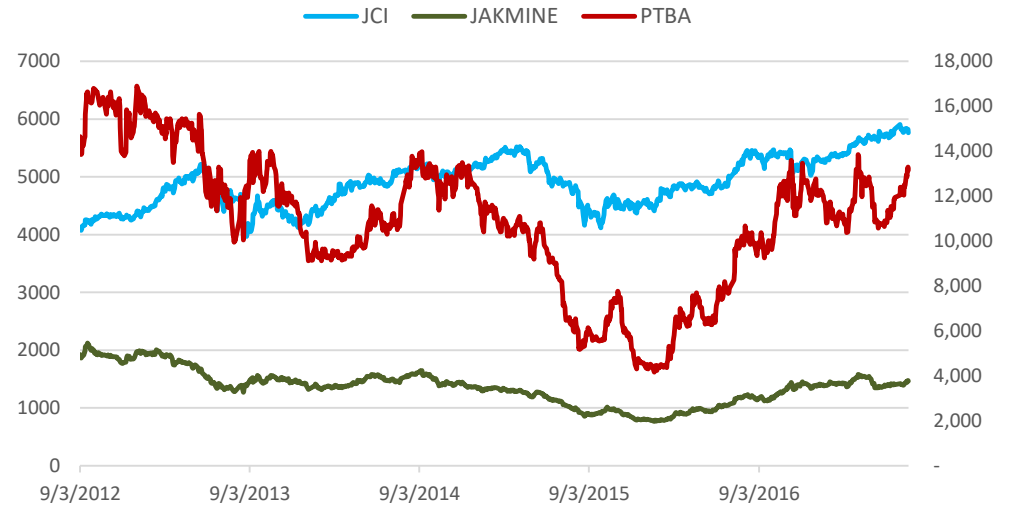
Shareholders Information



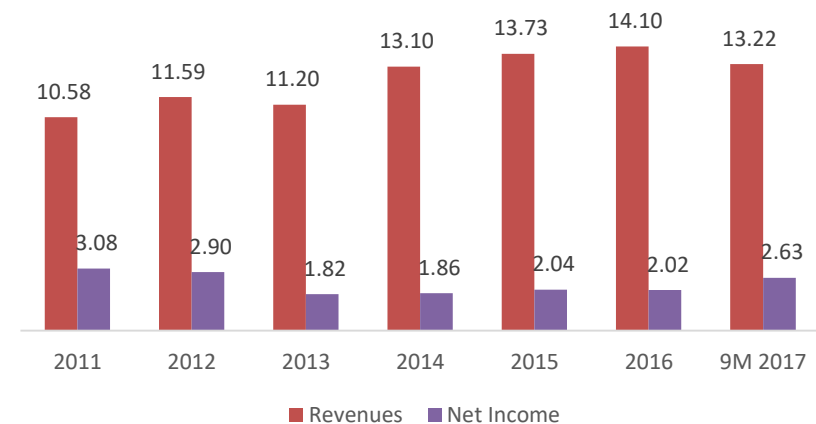
Production Vs Sales 2011 – 9M 2017



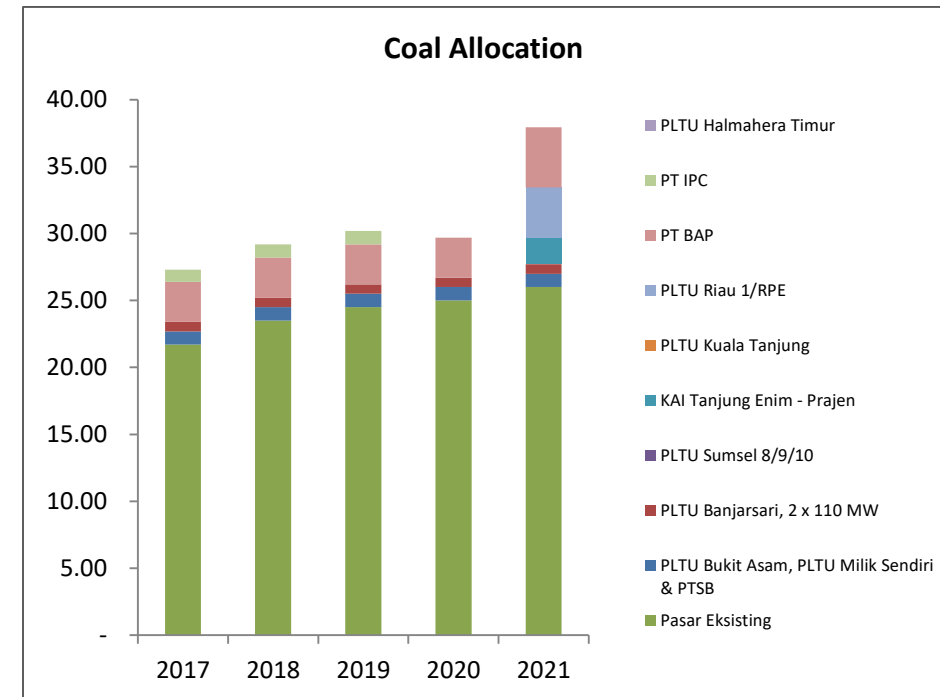
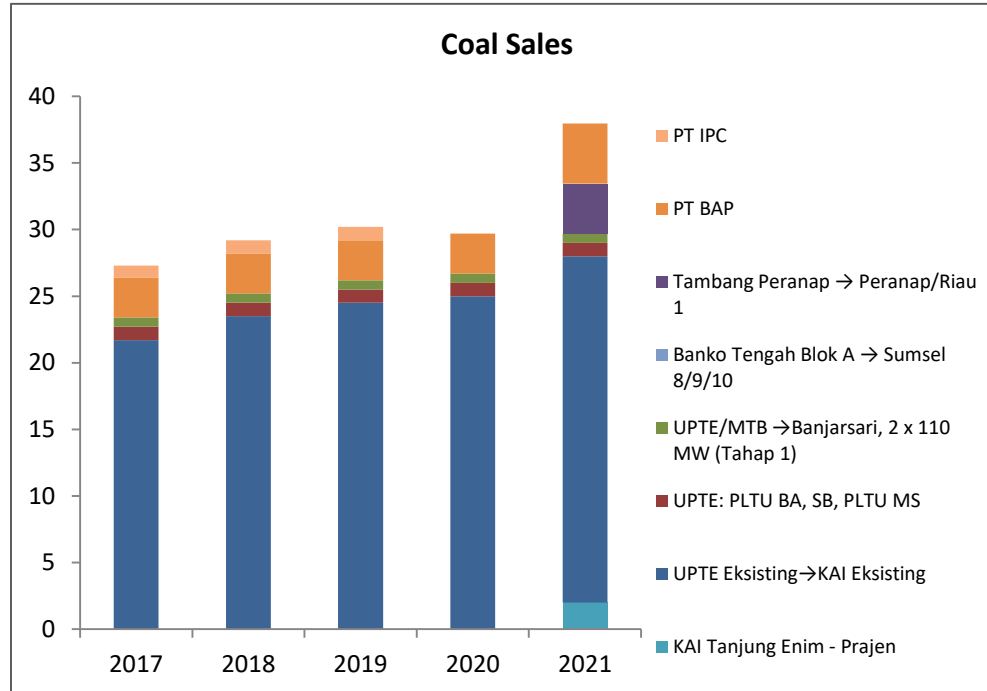
Index Movement September 2012 - 2017

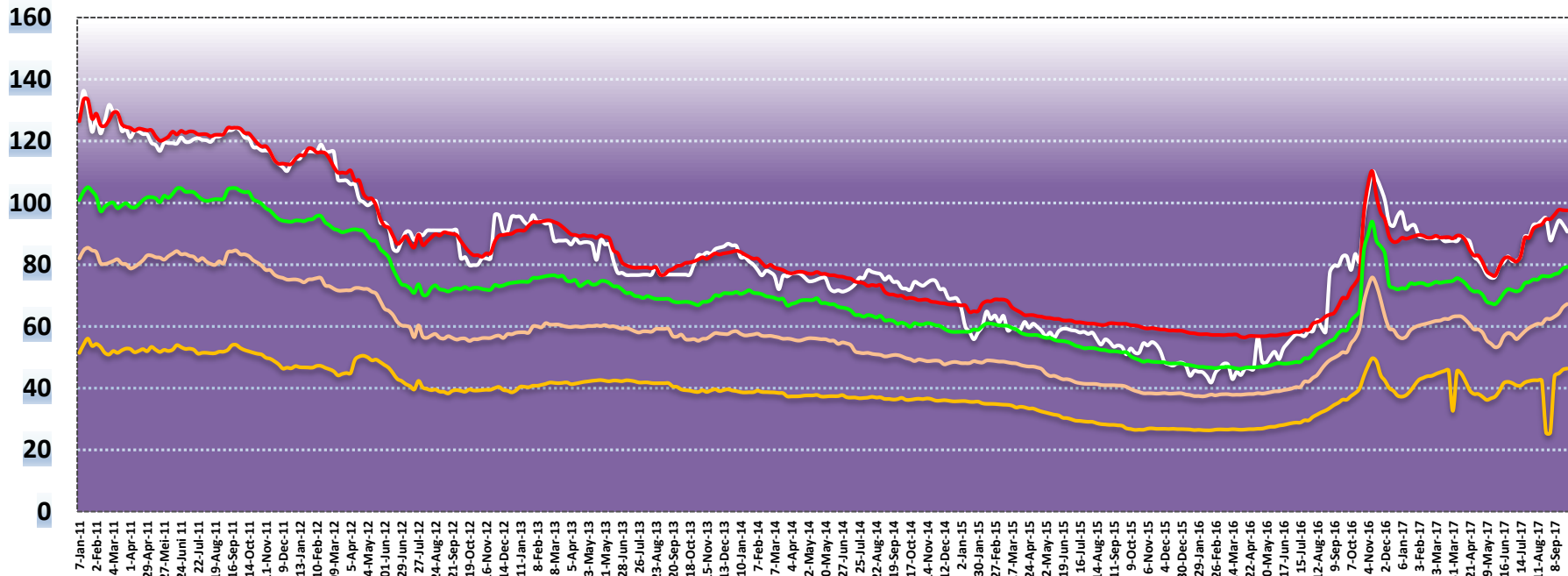


Revenues Vs Net Income 2011 – 9M 2017



Projected Coal Sales and Allocation 2017 – 2021 (Mt)





Sumber: www.argusmedia.com

■ Global Index on 25 Agustus 2015 = USD 55.78
 ■ ICI 6,500 GAR on 25 Agustus 2015 = USD 60.47
 ■ ICI 5,800 GAR on 25 Agustus 2015 = USD 52.33
 ■ ICI 5,000 GAR on 25 Agustus 2015 = USD 40.98
 ■ ICI 4,200 GAR on 25 Agustus 2015 = USD 28.25

■ Global Index on 25 Agustus 2016 = USD 58.21
 ■ ICI 6,500 GAR on 25 Agustus 2016 = USD 63.20
 ■ ICI 5,800 GAR on 25 Agustus 2016 = USD 54.34
 ■ ICI 5,000 GAR on 25 Agustus 2016 = USD 47.84
 ■ ICI 4,200 GAR on 25 Agustus 2016 = USD 32.77

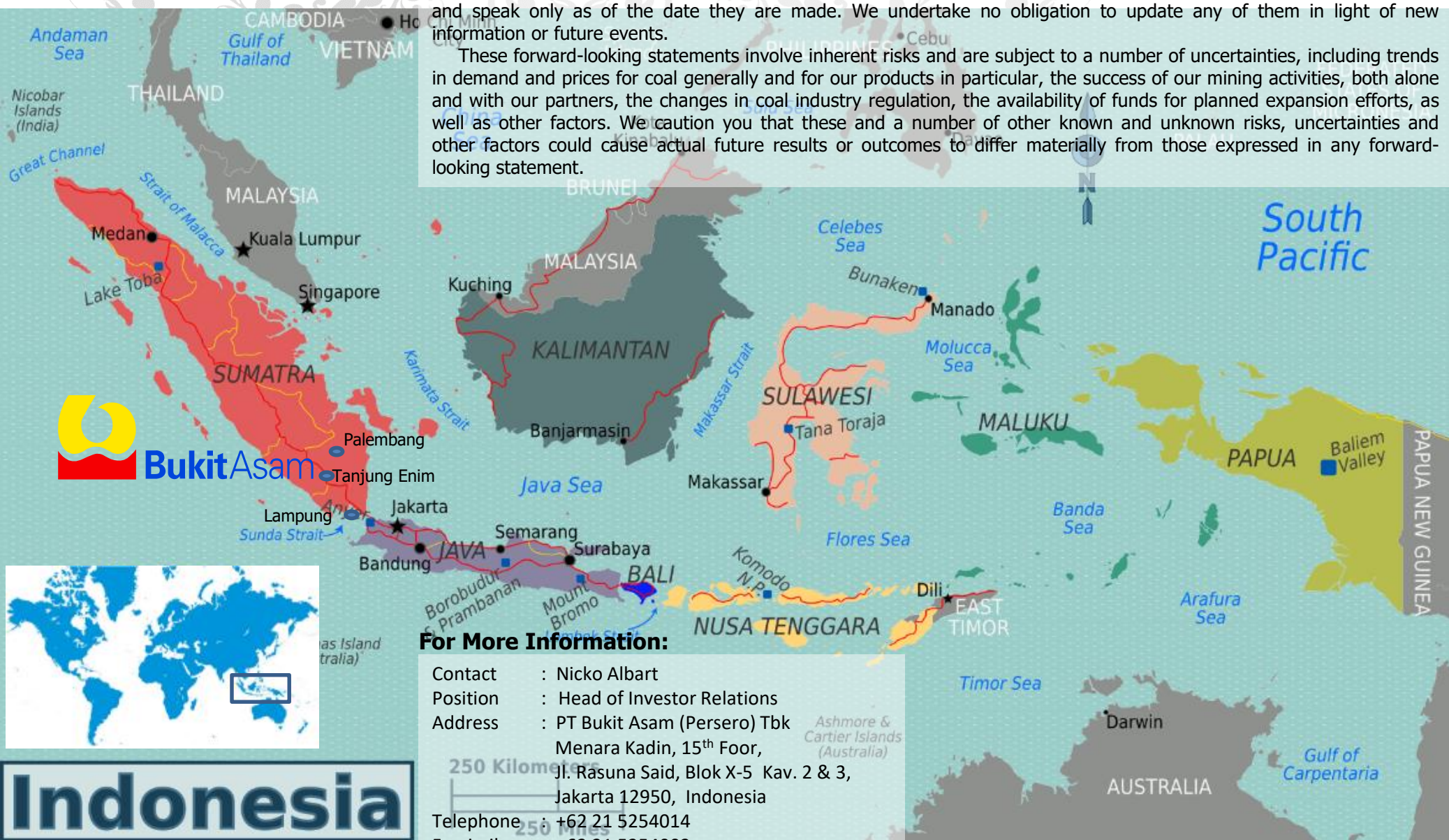
■ Global Index on 25 Agustus 2017 = USD 95.03
 ■ ICI 6,500 GAR on 25 Agustus 2017 = USD 94.71
 ■ ICI 5,800 GAR on 25 Agustus 2017 = USD 76.24
 ■ ICI 5,000 GAR on 25 Agustus 2017 = USD 62.41
 ■ ICI 4,200 GAR on 25 Agustus 2017 = USD 25.64

Kenaikan Global Index Jul 2016- Jul 2017= 61%

Disclaimer:

This presentation contains forward-looking statements based on assumptions and forecasts made by PT Bukit Asam (Persero) Tbk management. Statements that are not historical facts, including statements about our beliefs and expectations, are forward-looking statements. These statements are based on current plans, estimates and projections, and speak only as of the date they are made. We undertake no obligation to update any of them in light of new information or future events.

These forward-looking statements involve inherent risks and are subject to a number of uncertainties, including trends in demand and prices for coal generally and for our products in particular, the success of our mining activities, both alone and with our partners, the changes in coal industry regulation, the availability of funds for planned expansion efforts, as well as other factors. We caution you that these and a number of other known and unknown risks, uncertainties and other factors could cause actual future results or outcomes to differ materially from those expressed in any forward-looking statement.



Bukit Asam

For More Information:

Contact : Nicko Albart
Position : Head of Investor Relations
Address : PT Bukit Asam (Persero) Tbk
Menara Kadin, 15th Floor,
Jl. Rasuna Said, Blok X-5 Kav. 2 & 3,
Jakarta 12950, Indonesia
Telephone : +62 21 5254014
Facsimile : +62 21 5254002
E-mail : nalbart@bukitasam.co.id
Website : www.ptba.co.id

Indonesia