

# Corporate Presentation Q1' 2018



Achieving Excellence For Sustainable Growth

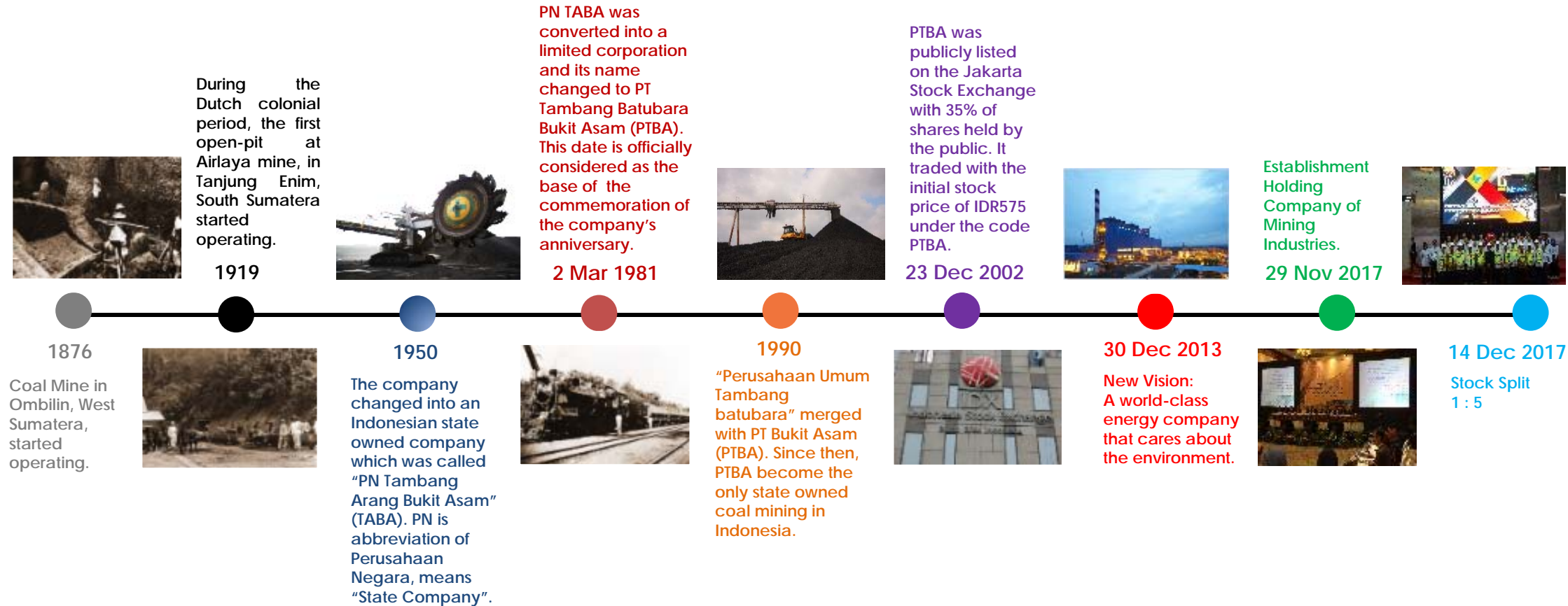


- 1. Introduction**
- 2. Operating Overview**
- 3. Commercial Overview**
- 4. Performance Results**
- 5. Development Projects**
- 6. Appendices**





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



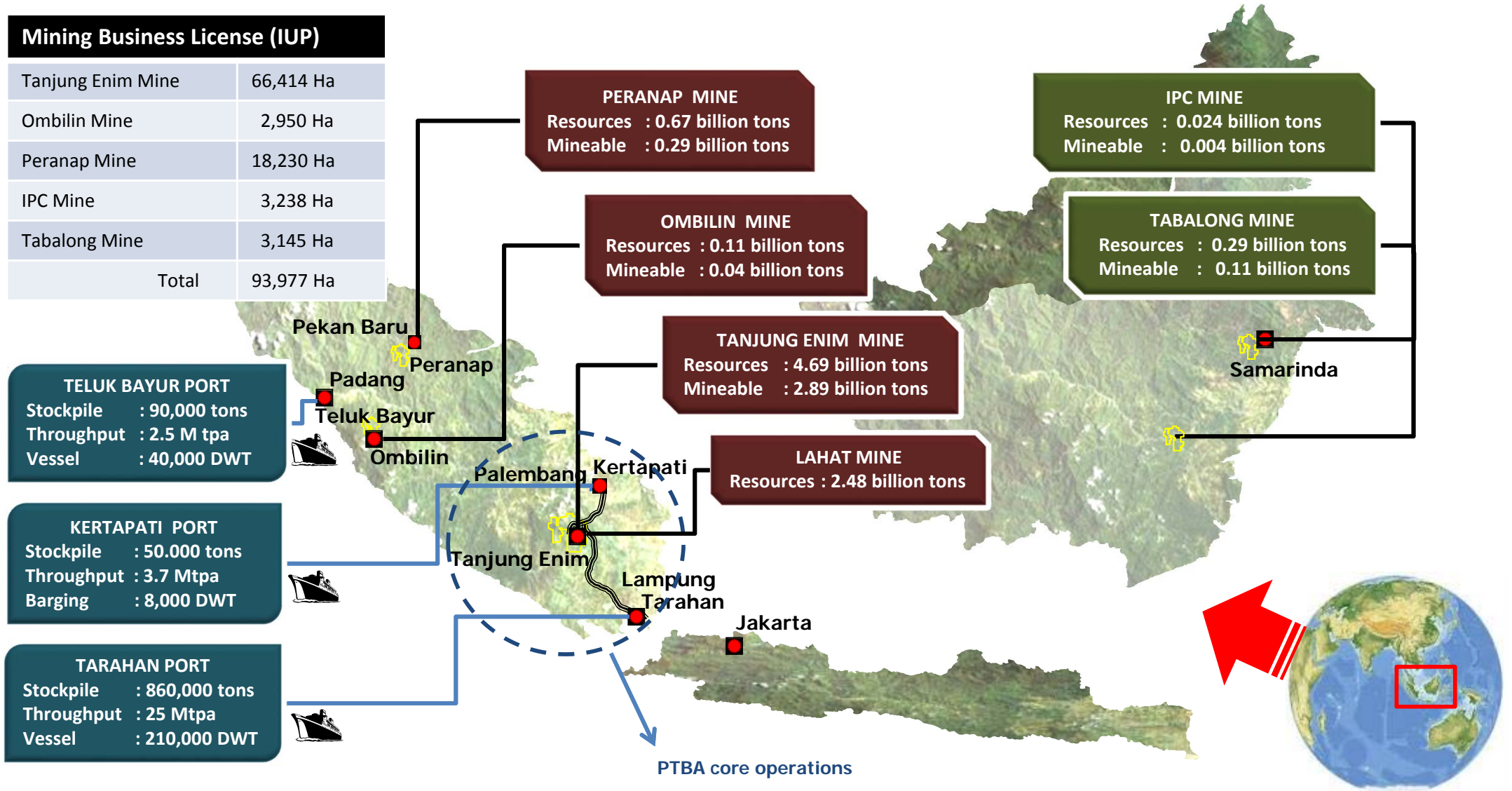
**Subsidiaries:**



## Current Operations

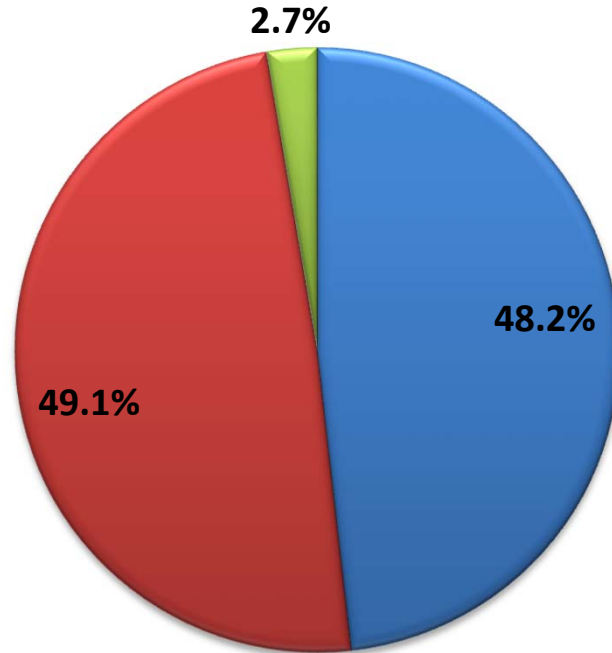
### Mining Business License (IUP)

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



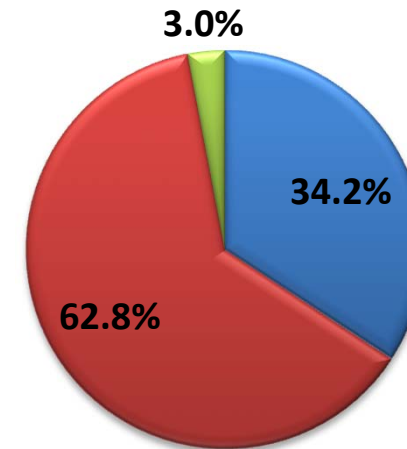
# Operating Overview

Coal Resources \*  
Total: 8.27 bn tons



■ Lignite ■ Sub-bituminous ■ Bituminous

Coal Mineable Reserves \*  
Total: 3.33 bn tons



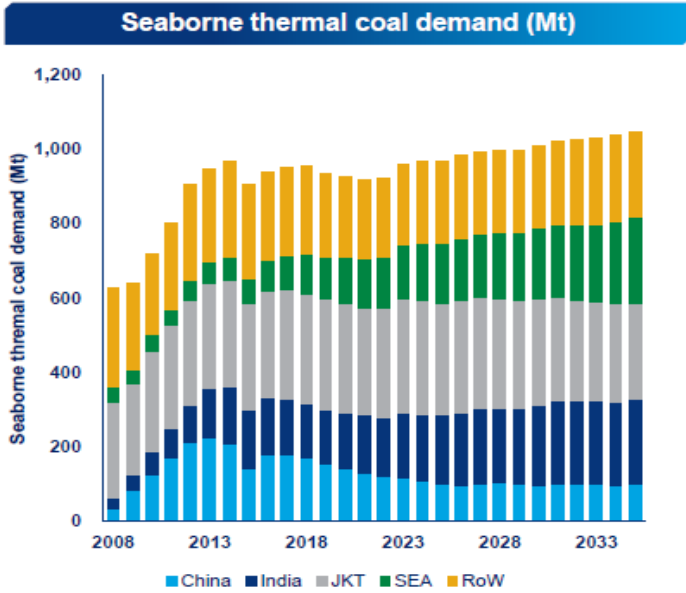
■ Lignite ■ Sub-bituminous ■ Bituminous

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

\* Based on KCMi Standard by PT. Britminindo, 2015

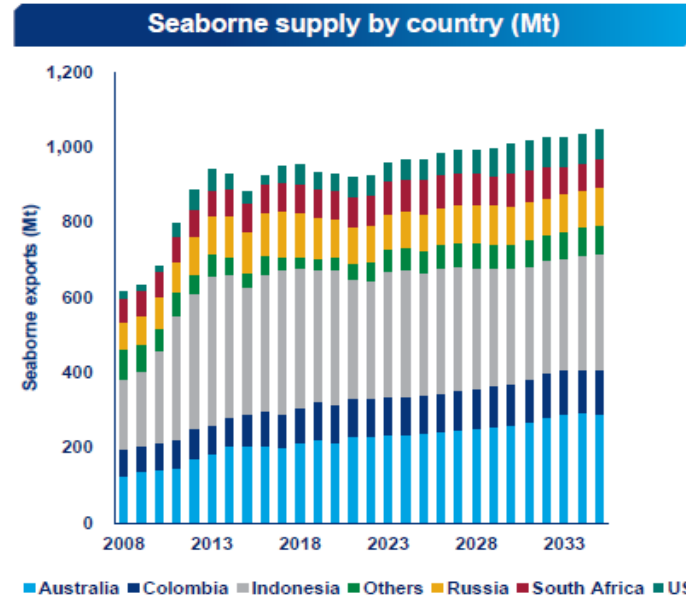
## Demand Side

*South East Asia will drive future coal demand*

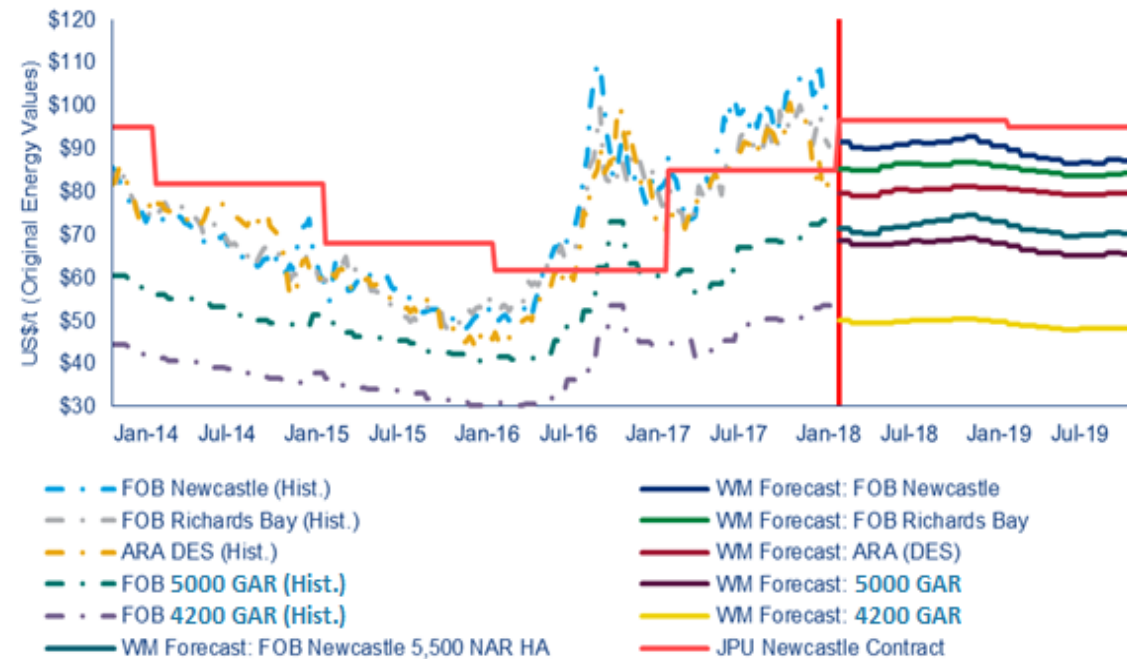


## Supply Side

*Indonesia is still the largest coal exporter (371 Mt in 2018)*



**Average Price of Newcastle Coal for Apr – Dec 2018 : \$90/ton FOB Vessel**



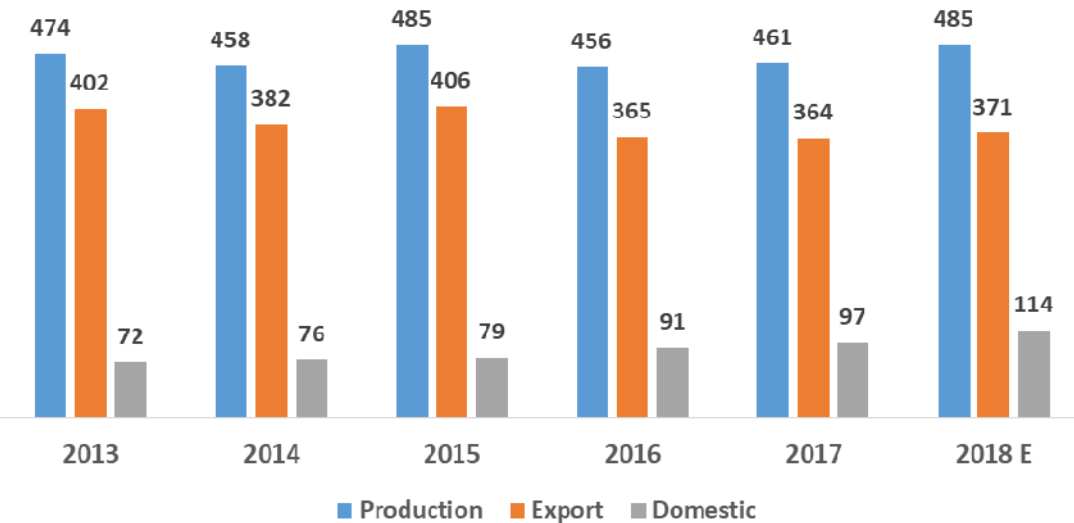
**NOTE**

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

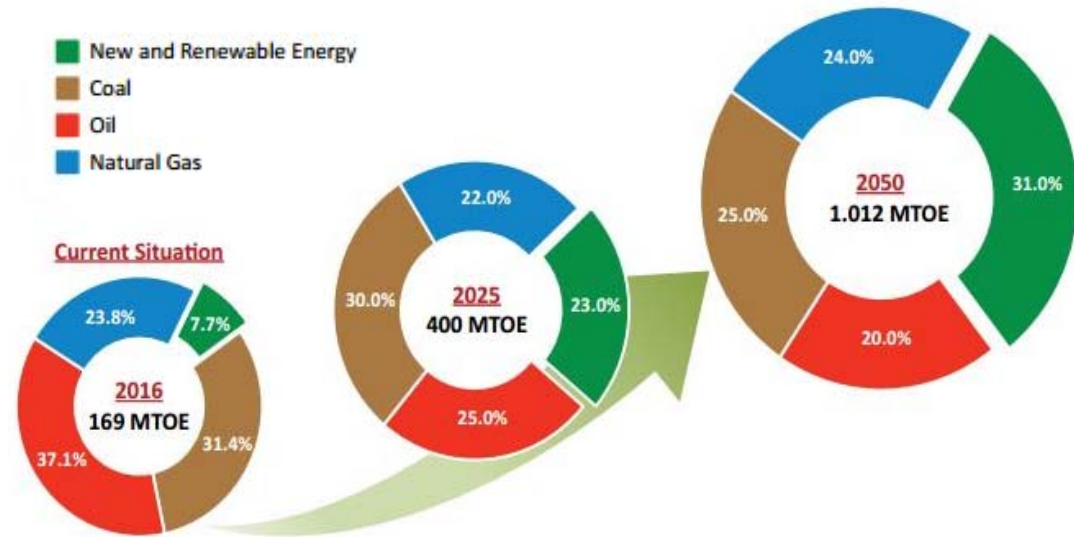
Source : Wood Mackenzie & PTBA Research, Mar 2018

# Commercial Overview

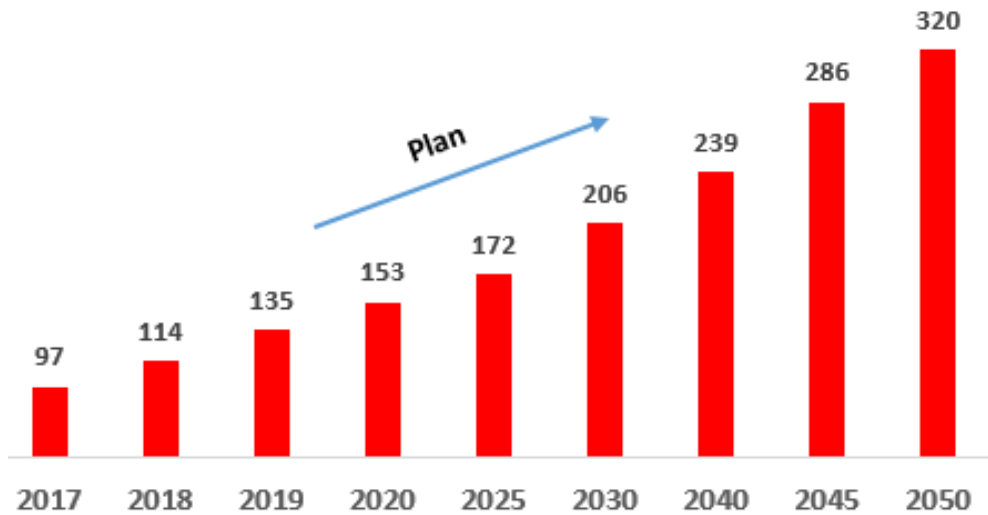
## Indonesia Coal Production and Sales (Mt)



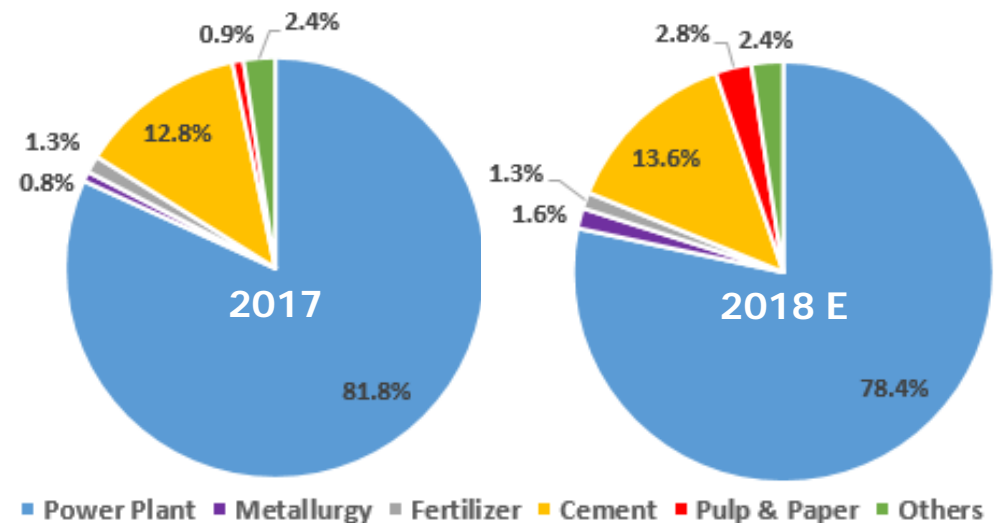
## National Energi Mix (%)



## Indonesia Domestic Demand (Mt)



## Domestic Consumption by Sector (%)

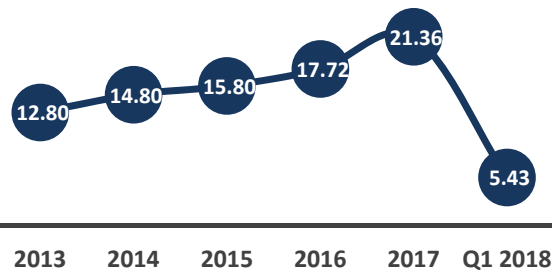


Source : MEMR, National Energy Council & PTBA Research, 2017

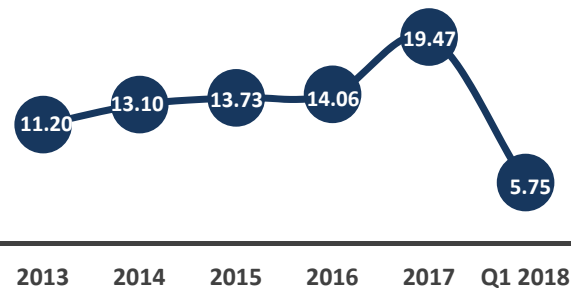


	FY18 (E) a	Q1'18 b	Q1'17 c	YoY % b/c
▪ SALES VOLUME (MT)	25.88	6.30	5.43	115.9%
▪ PRODUCTION (MT)	25.54	5.28	4.48	118.1%
▪ RAILWAY CAPACITY (MT)	23.10	5.43	4.99	108.7%
▪ REVENUES (IDR TN)	XX.XX	5.75	4.55	126.4%
▪ NET PROFIT (IDR TN)	X.XX	1.45	0.87	166.6%
▪ STRIP RATIO	4.37	4.16	4.18	99.6%

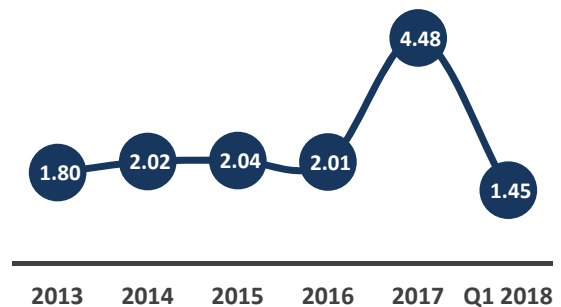
Railway Capacity (MT)



Revenue (IDR Trillion)



Net Profit (IDR Trillion)

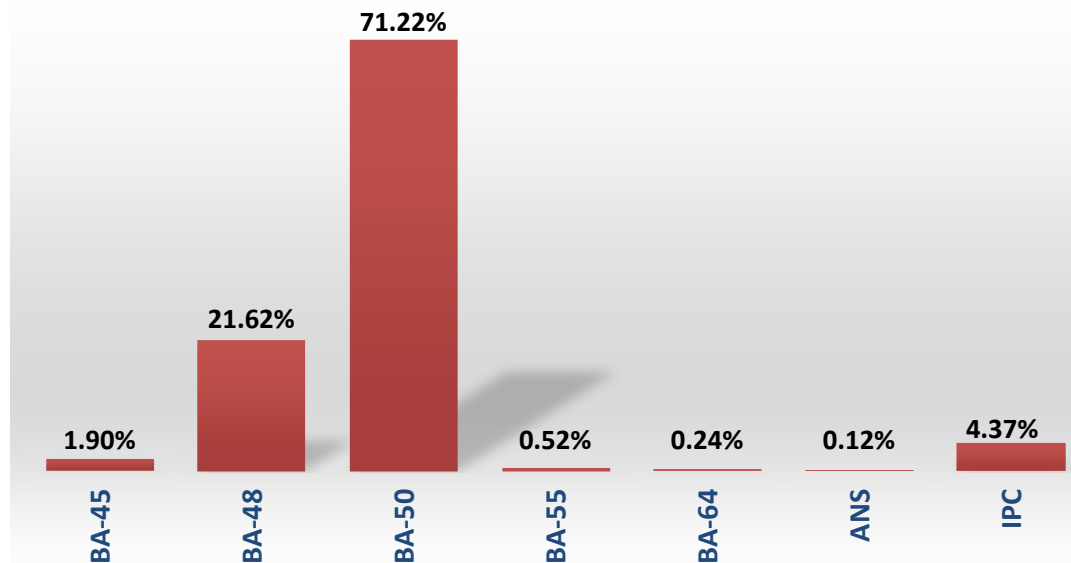




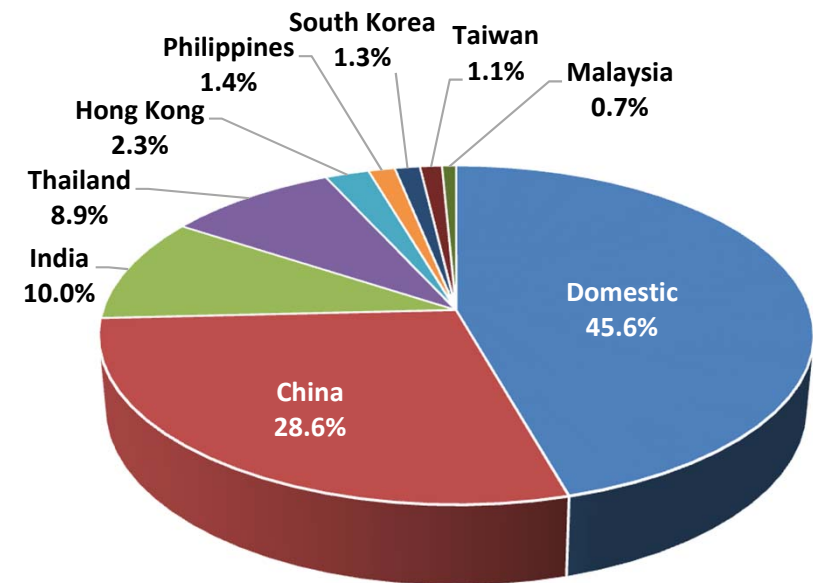
Coal Brand	CV		TM	IM	Ash	VM	FC	TS max	Ash Fusion Temperatures (°C)				HGI
	Kcal/Kg, adb	Kcal/Kg, ar	%, ar	%, adb	%, ar	%, ar	%, ar	%, adb	Deformation	Spherical	Hemisphere	Flow	
IPC 53	5,300	-	34	15	8	39	40	0.5	-	-	-	-	-
BUKITASAM – 45	5,464	4,500	30	15	6	35	29	1.0	1216	1246	1384	1413	52
BUKITASAM – 48	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

## Q1'18 Sales Breakdown by Quality



## Q1'18 Sales Breakdown by Country



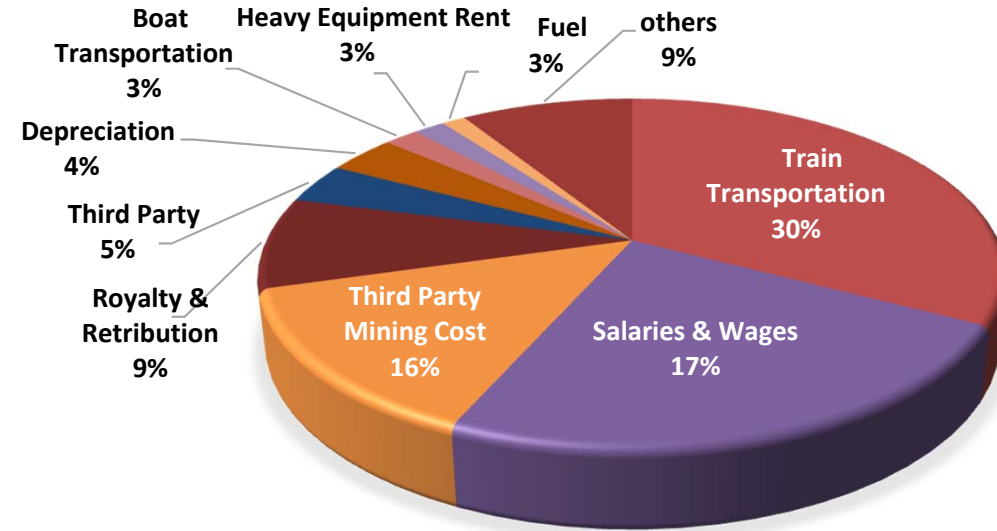
# Performance Results

## Total Cash Cost (FOB)

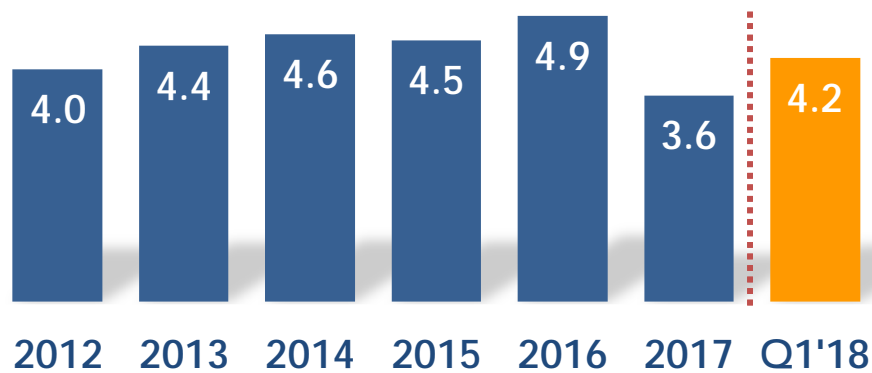
Tanjung Enim System *)	Q1'18 a	Q1'17 b	YoY % a/b
Total (IDR)	672,287	730,986	92.0

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

## Q1'18 Total Cost Breakdown



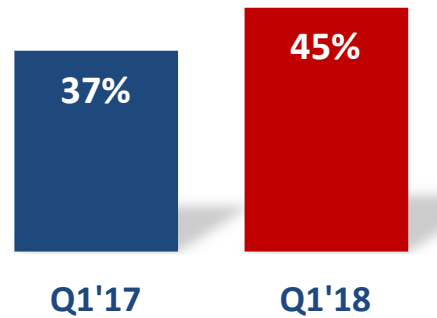
## Weighted Average Stripping Ratio



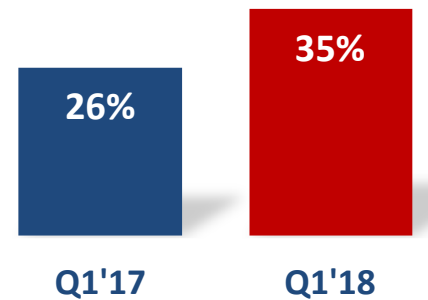
## Average Selling Price (ASP)

	Q1'18 a	Q1'17 b	YoY % a/b
Weighted ASP (IDR/Ton)	892,243	813,073	109.7

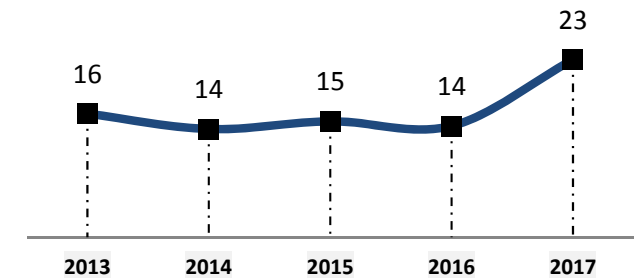
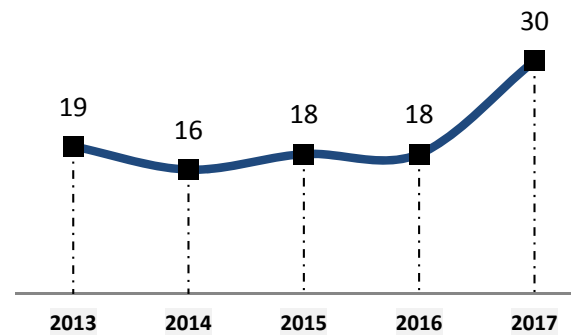
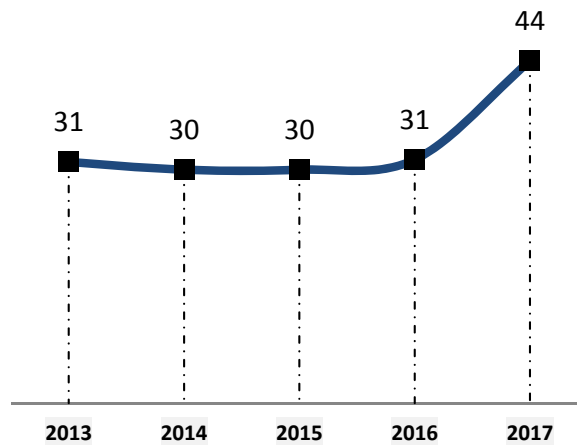
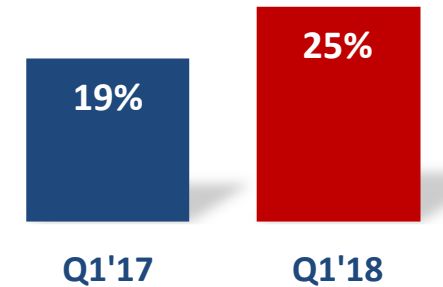
## Gross Profit Margin



## Operating Profit Margin

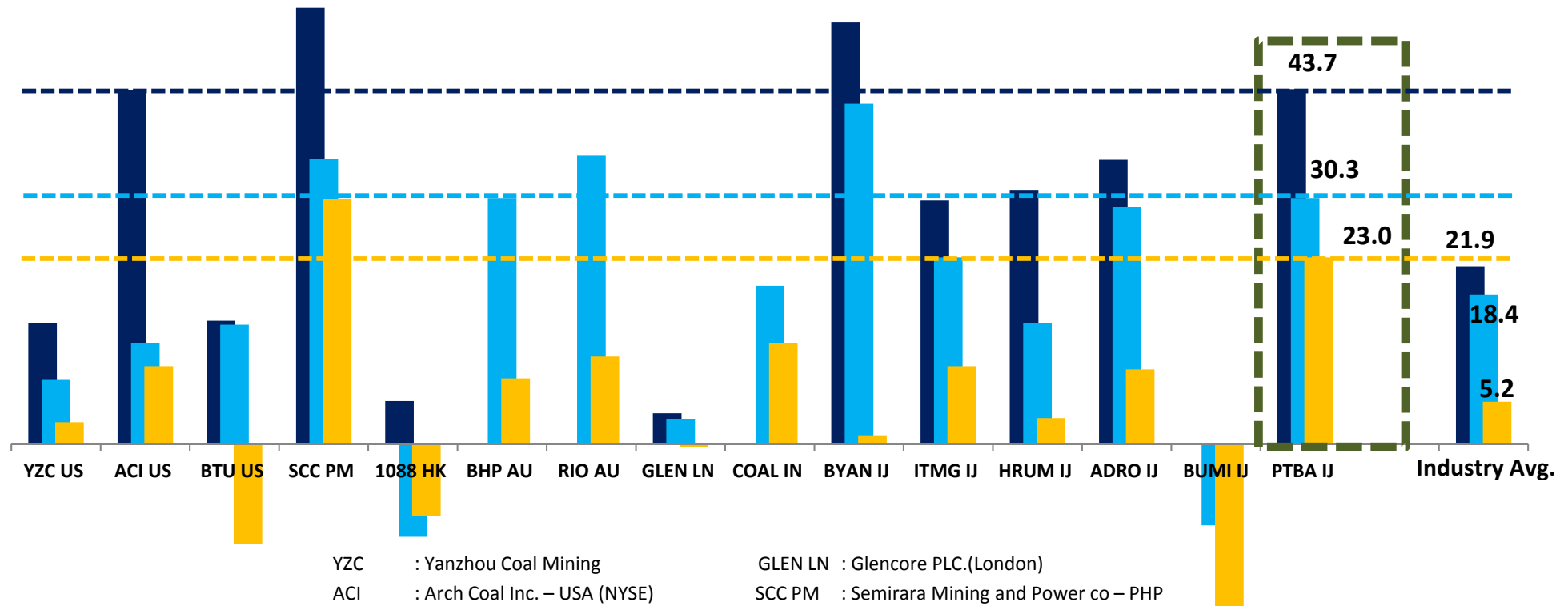


## Net Profit Margin





## PTBA Vs Global & Local Peers

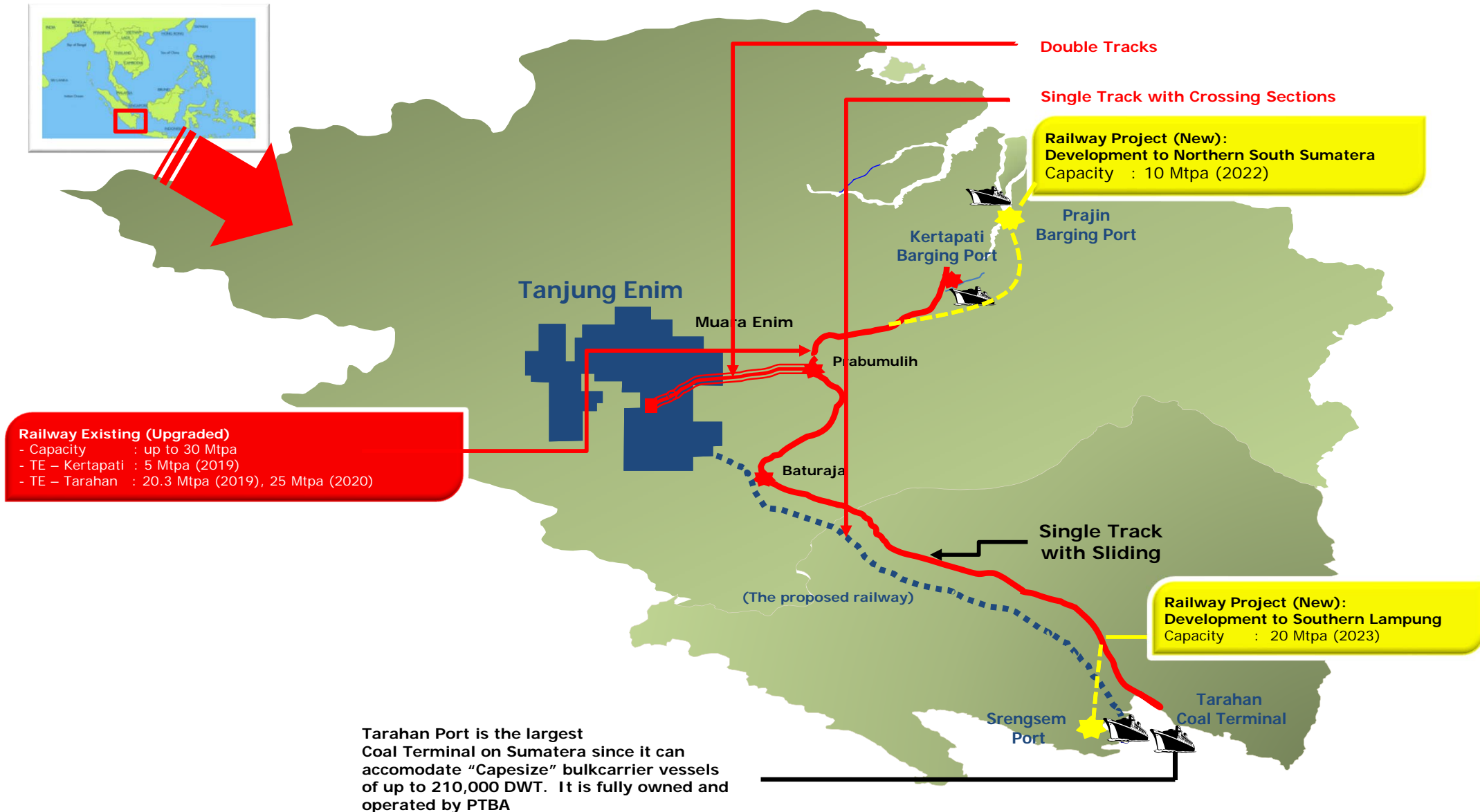


YZC : Yanzhou Coal Mining	GLEN LN : Glencore PLC.(London)
ACI : Arch Coal Inc. – USA (NYSE)	SCC PM : Semirara Mining and Power co – PHP
COAL IN : Coal India Ltd –INR	1080 HK : China Shenhua Energy – CO-H
ADRO : PT Adaro Energi – IDX	HRUM : PT Harum Energi – IDX
BRAU : PT Berau coal – IDX	ITMG : PT Indo Tambangraya Megah – IDX
BTU : Peabody Energy Corp. – USA (NYSE)	PTBA : PT Bukit Asam – IDX
BYAN : PT Bayan Resources – IDX	RIO AU : Rio Tinto LTD. ( Australia)
BHP AU : Billiton LTD (Australia)	

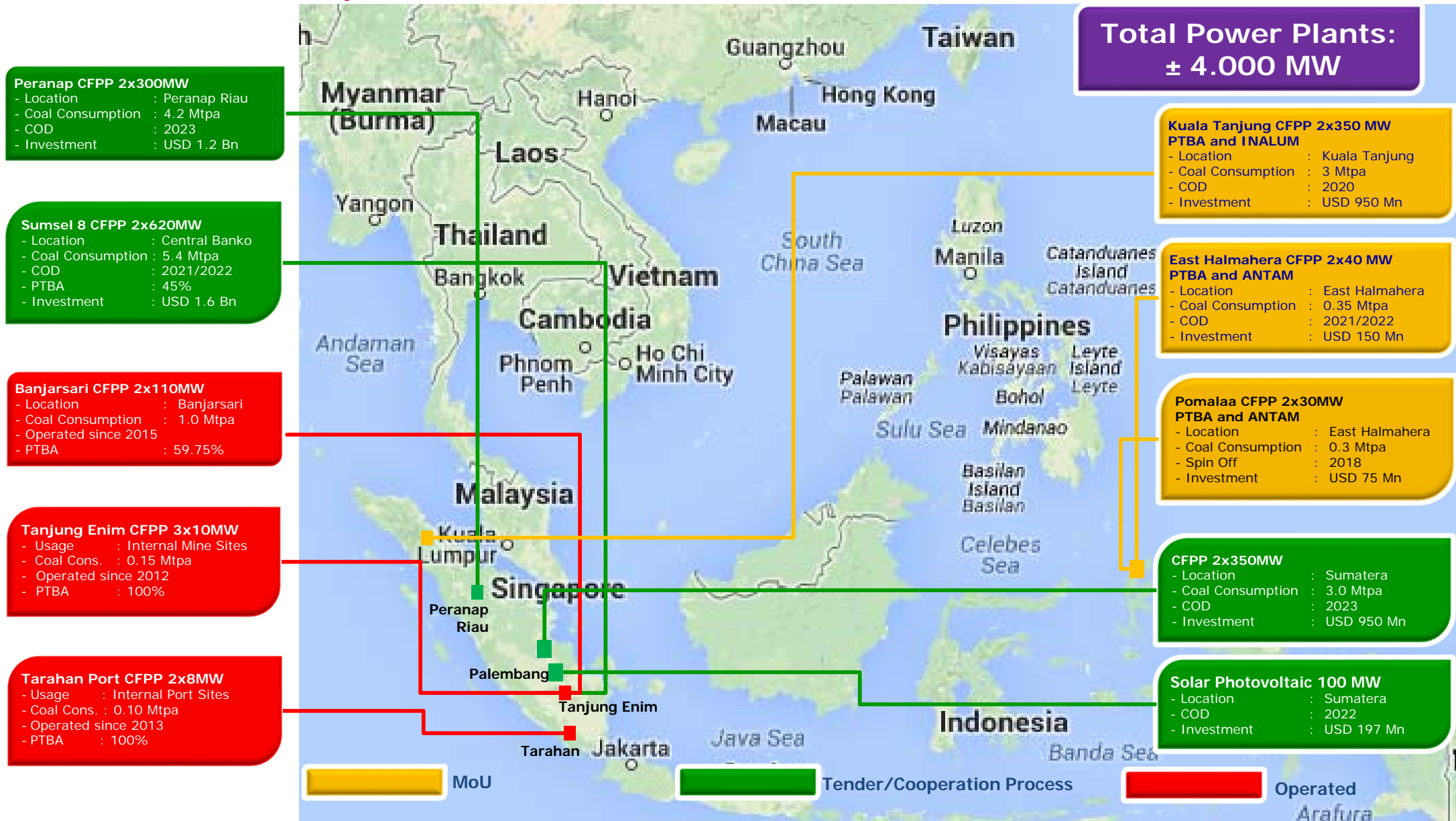
■ GPM ■ OPM ■ NPM

Source: Bloomberg, Mar 29<sup>th</sup> 2018

## Distribution Infrastructures Development

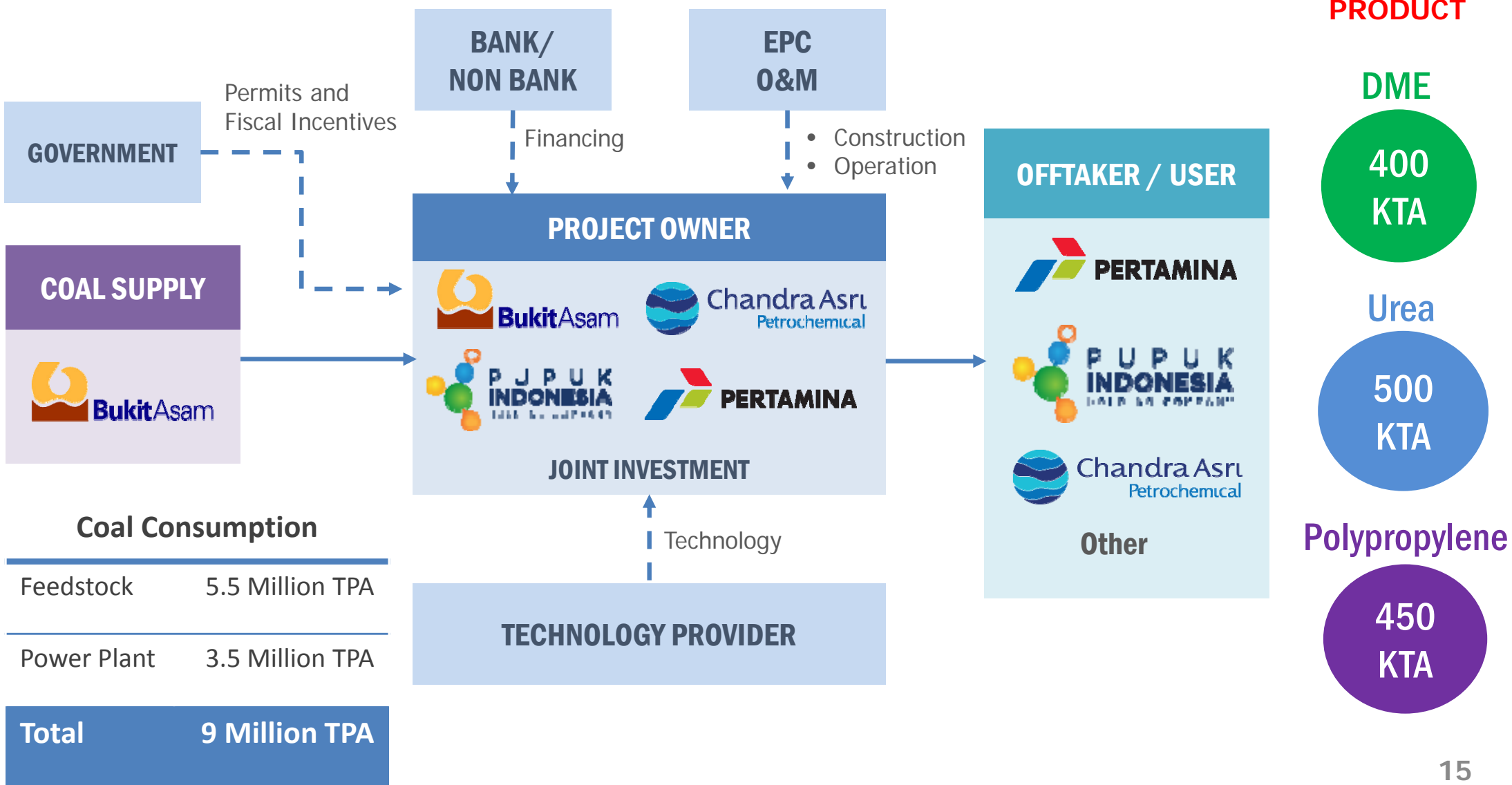


## Power Plants Development





## COAL TO CHEMICAL PLANT





## 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



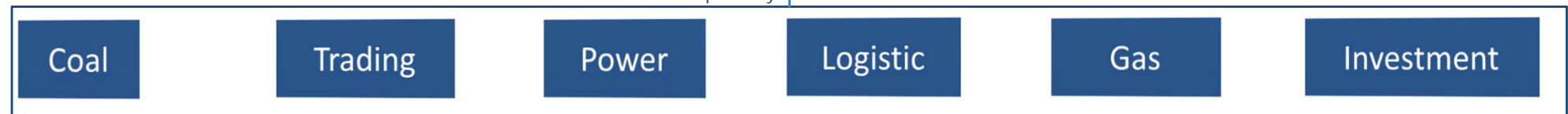




PTBA operates a fully integrated large coal mining in Tanjung Enim (South Sumatera), Ombilin (West Sumatera), Peranap (Riau) and East Kalimantan with Total Resources & Reserves are 8.27 billion tons and 3.33 billion tons respectively

PT. Indonesia Asahan Alumunium (Persero) owns 65% of Total Shares

**The Subsidiaries:**



- Bukit Kendi (75%), coal mining, South Sumatera
- International Prima Coal (51%), East Kalimantan
- Bukit Asam Banko (65%), South Sumatera



- PT INTERNASIONAL PRIMA COAL
- Internasional Prima Cemerlang
- Tabalong Prima Resources
- Mitra Hasrat Bersama



- Bukit Asam Prima (99.99%)



- Bukit Prima Bahari
- Pelabuhan Bukit Prima
- Anthrakas
- Panajam Internasional Terminal

- Bukit Pembangkit Innovative (59.75%)
- Huadian Bukit Asam Power (45%)



- Bukit Asam Transpacific Railway (10%)



- Bukit Asam Metana Enim (99.99%)
- Bukit Asam Metana Ombilin (99.99%)
- Bukit Energi Metana (99.99%)

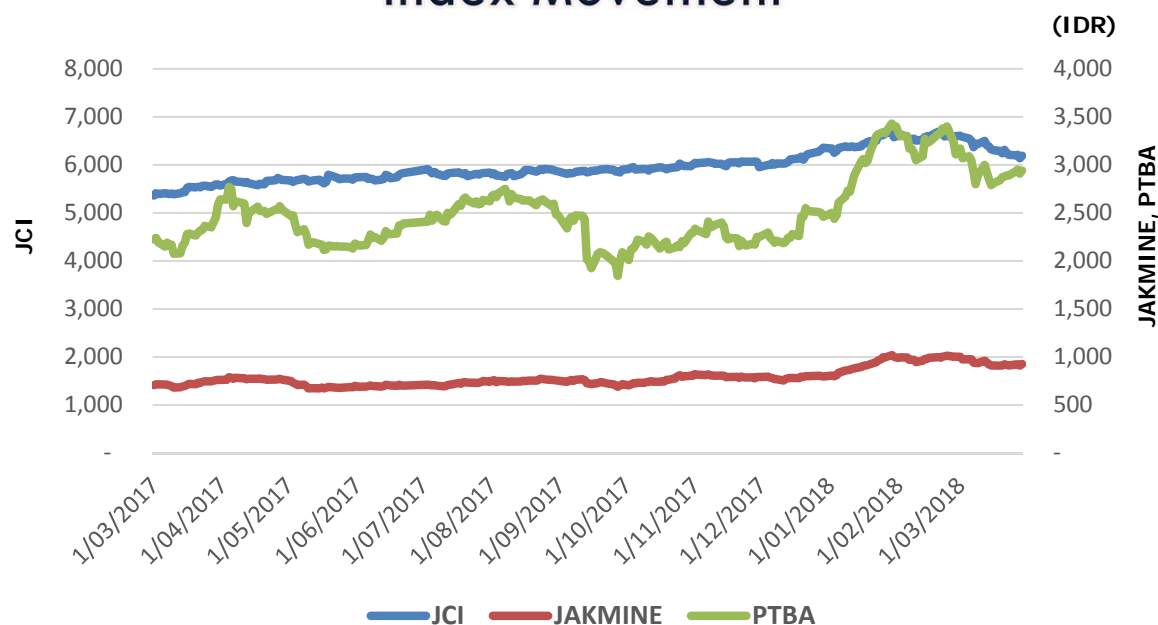


- Bukit Multi Investama (99.86%)
- Bukit Energi Investama (99.28%)

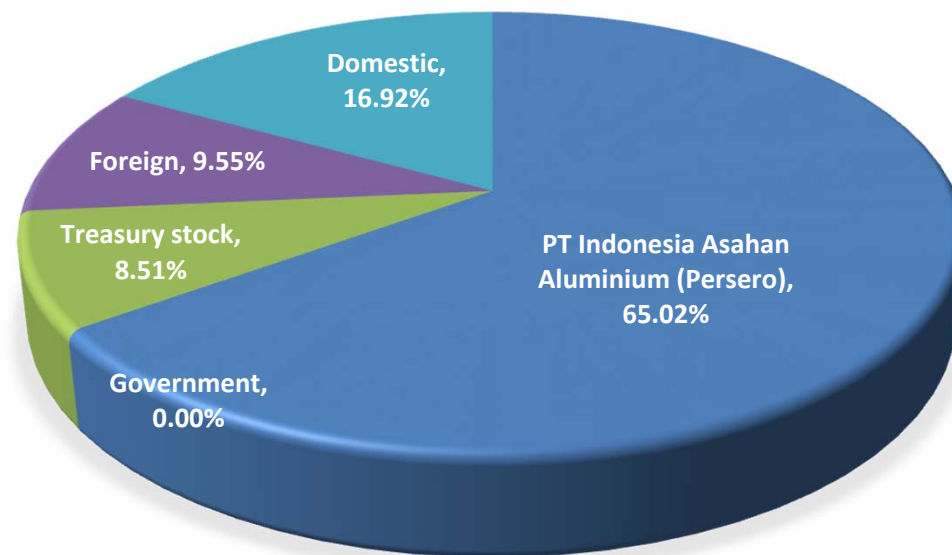




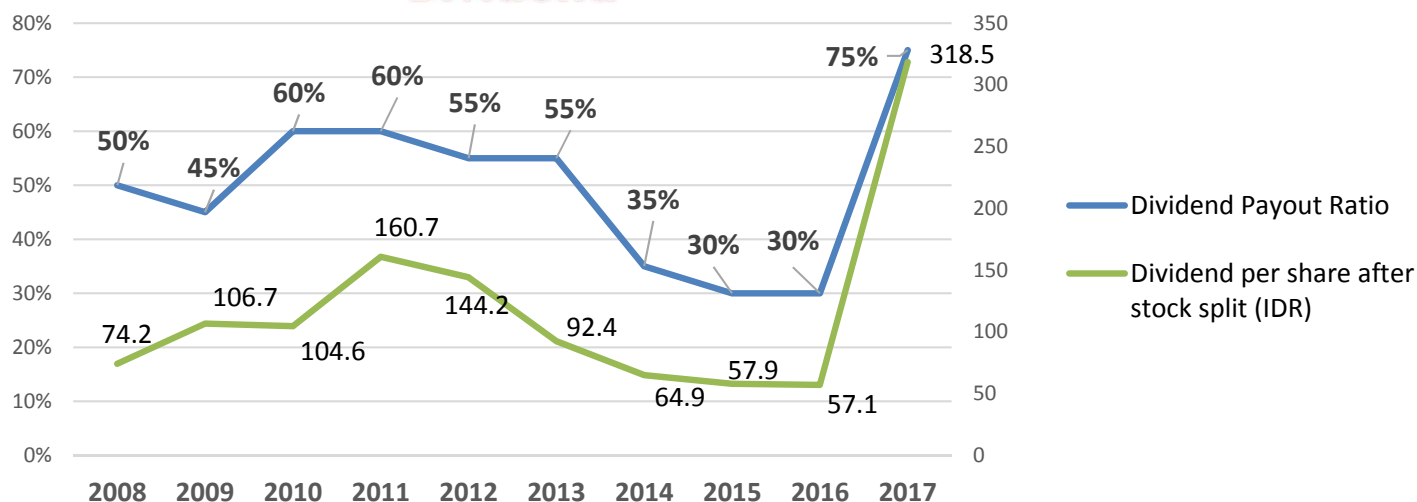
## Index Movement



## Shareholders Information \*

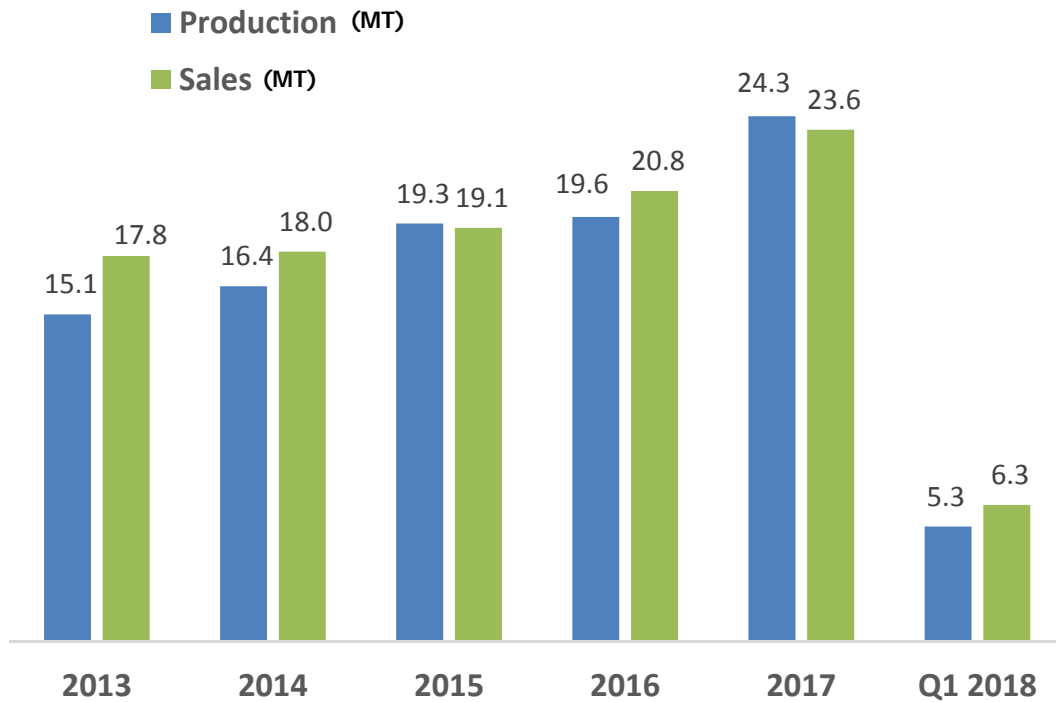


## Dividend

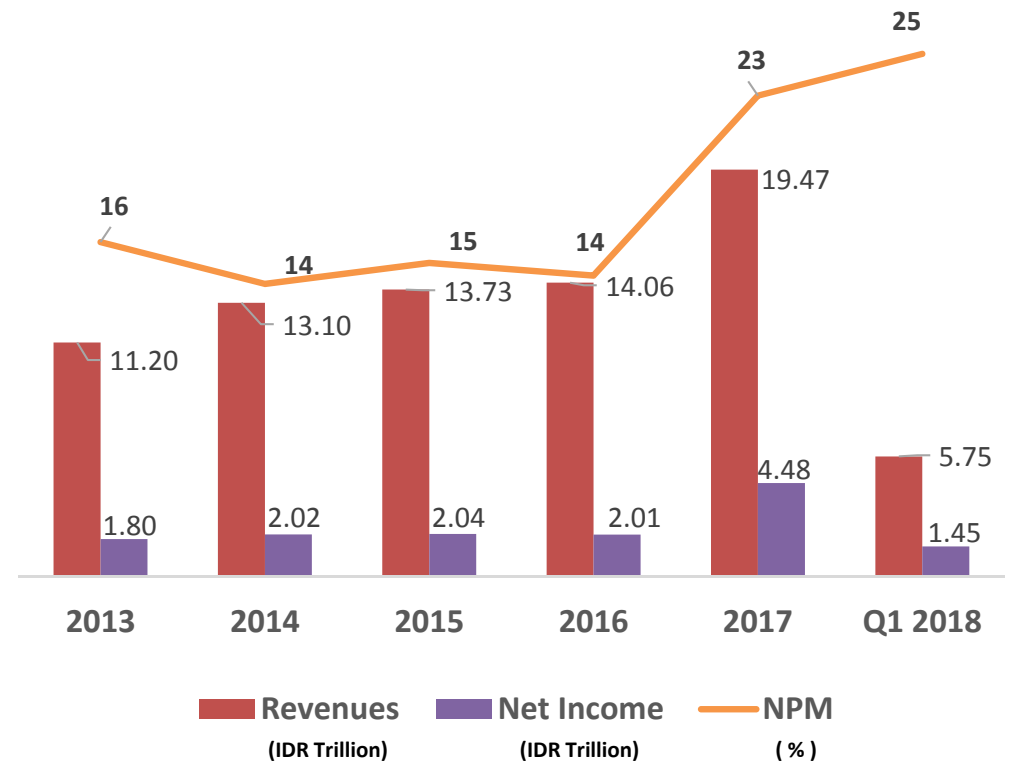


\* Based on Datindo, Mar 30<sup>th</sup>, 2018

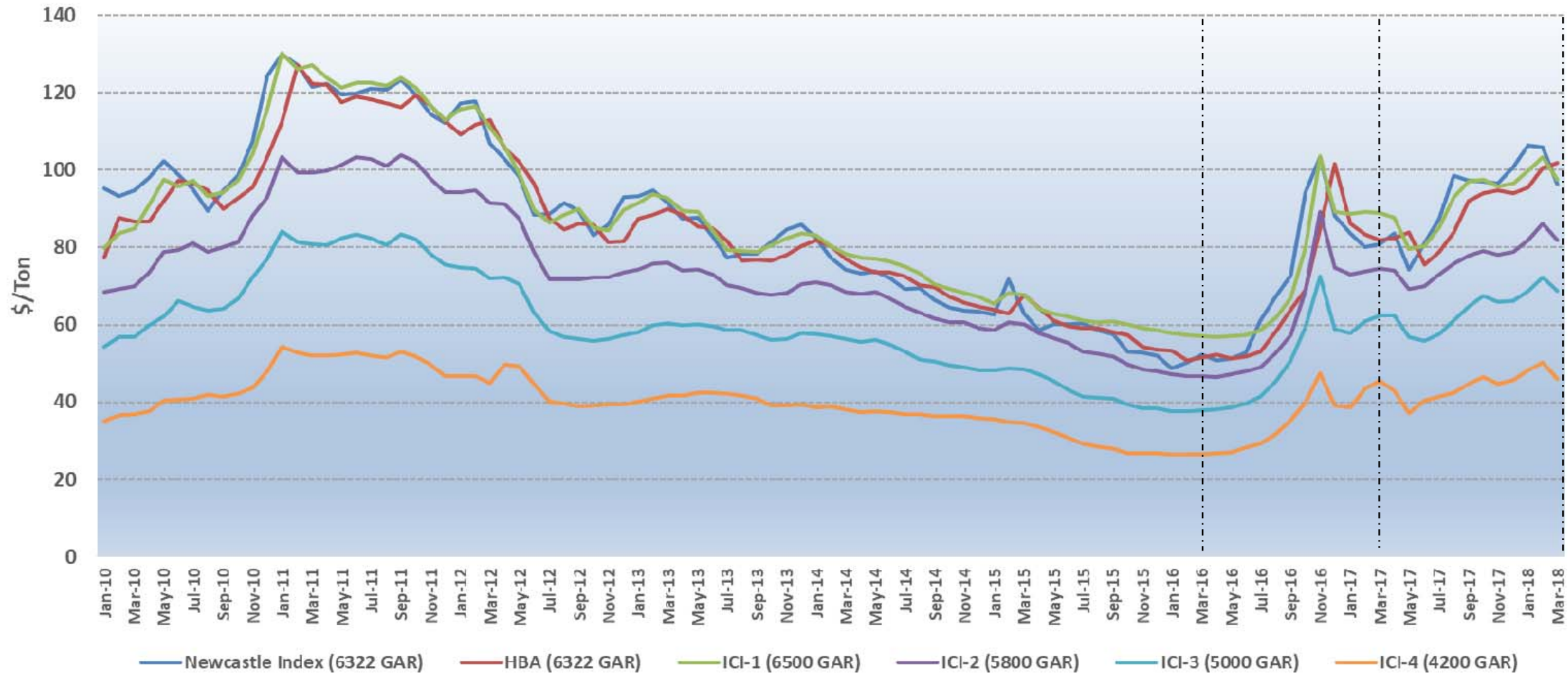
## Production Vs Sales 2013 – Q1 2018



## Revenues Vs Net Income 2013 – Q1 2018



## Coal Price Index Movement 2010 – Mar 2018



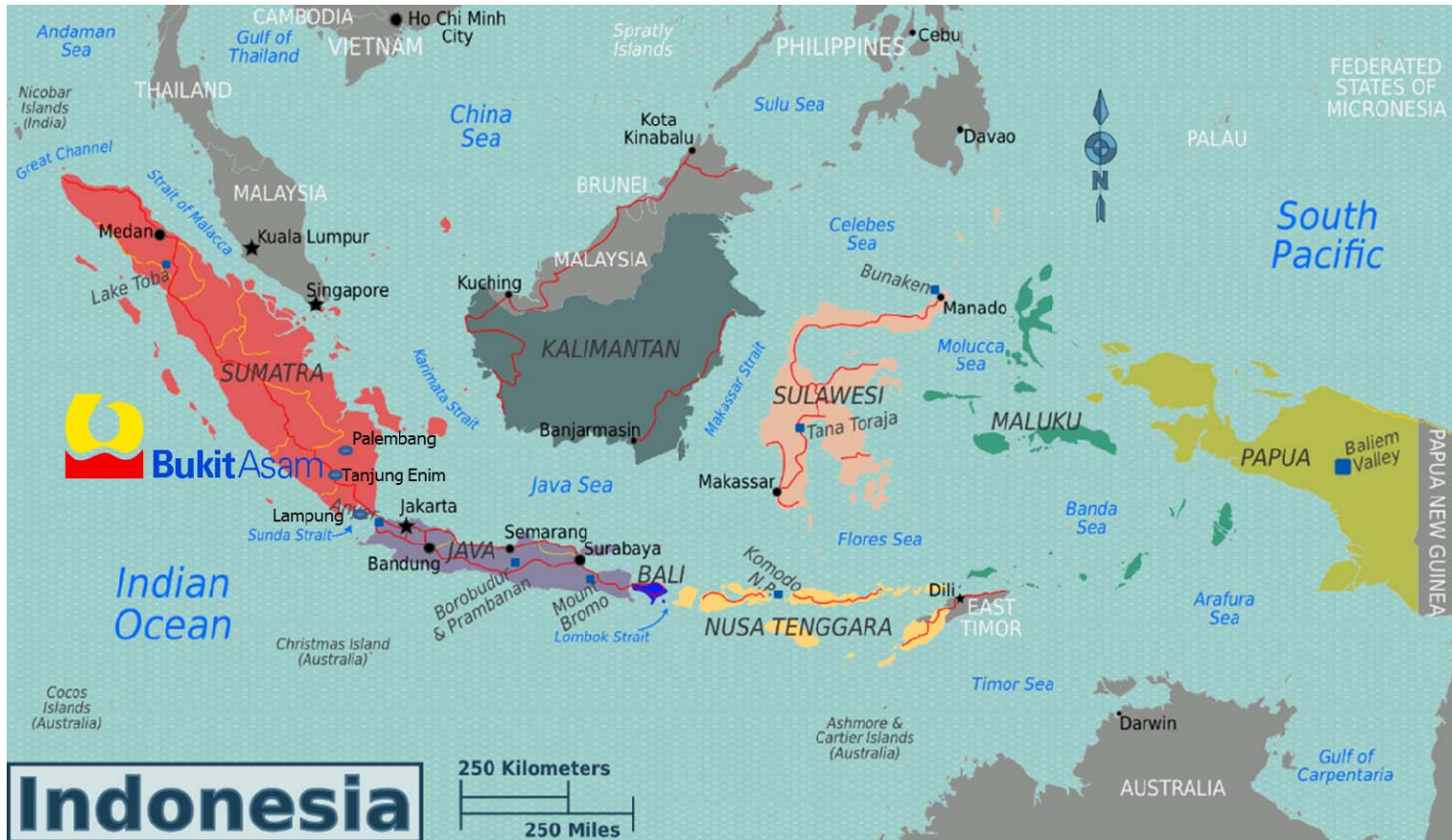
**Newc** on Mar 2016 = USD 52.21  
**HBA** on Mar 2016 = USD 51.62  
**ICI-1** on Mar 2016 = USD 57.21  
**ICI-2** on Mar 2016 = USD 46.77  
**ICI-3** on Mar 2016 = USD 38.00  
**ICI-4** on Mar 2016 = USD 26.64

**Newc** on Mar 2017 = USD 80.90  
**HBA** on Mar 2017 = USD 81.90  
**ICI-1** on Mar 2017 = USD 88.84  
**ICI-2** on Mar 2017 = USD 74.44  
**ICI-3** on Mar 2017 = USD 62.33  
**ICI-4** on Mar 2017 = USD 45.40

**Newc** on Mar 2018 = USD 96.38  
**HBA** on Mar 2018 = USD 101.86  
**ICI-1** on Mar 2018 = USD 97.45  
**ICI-2** on Mar 2018 = USD 81.97  
**ICI-3** on Mar 2018 = USD 68.82  
**ICI-4** on Mar 2018 = USD 46.06

Source : Argus Media, Global COAL, MEMR





### For More Information :

Contact : Niko Chandra  
 Position : Investor Relations Manager  
 Address : PT Bukit Asam Tbk  
 Menara Kadin, 15<sup>th</sup> Floor,  
 Jl. Rasuna Said, Blok X-5  
 Kav. 2 & 3, Jakarta 12950  
 Indonesia  
 Telephone : +62 21 5254014  
 Facsimile : +62 21 5254002  
 E-mail : [nchandra@bukitasam.co.id](mailto:nchandra@bukitasam.co.id)  
 Website : [www.ptba.co.id](http://www.ptba.co.id)

### Disclaimer:

This presentation contains forward-looking statements based on assumptions and forecasts made by PT Bukit Asam 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

*beyond*coal



# Notes

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---

---