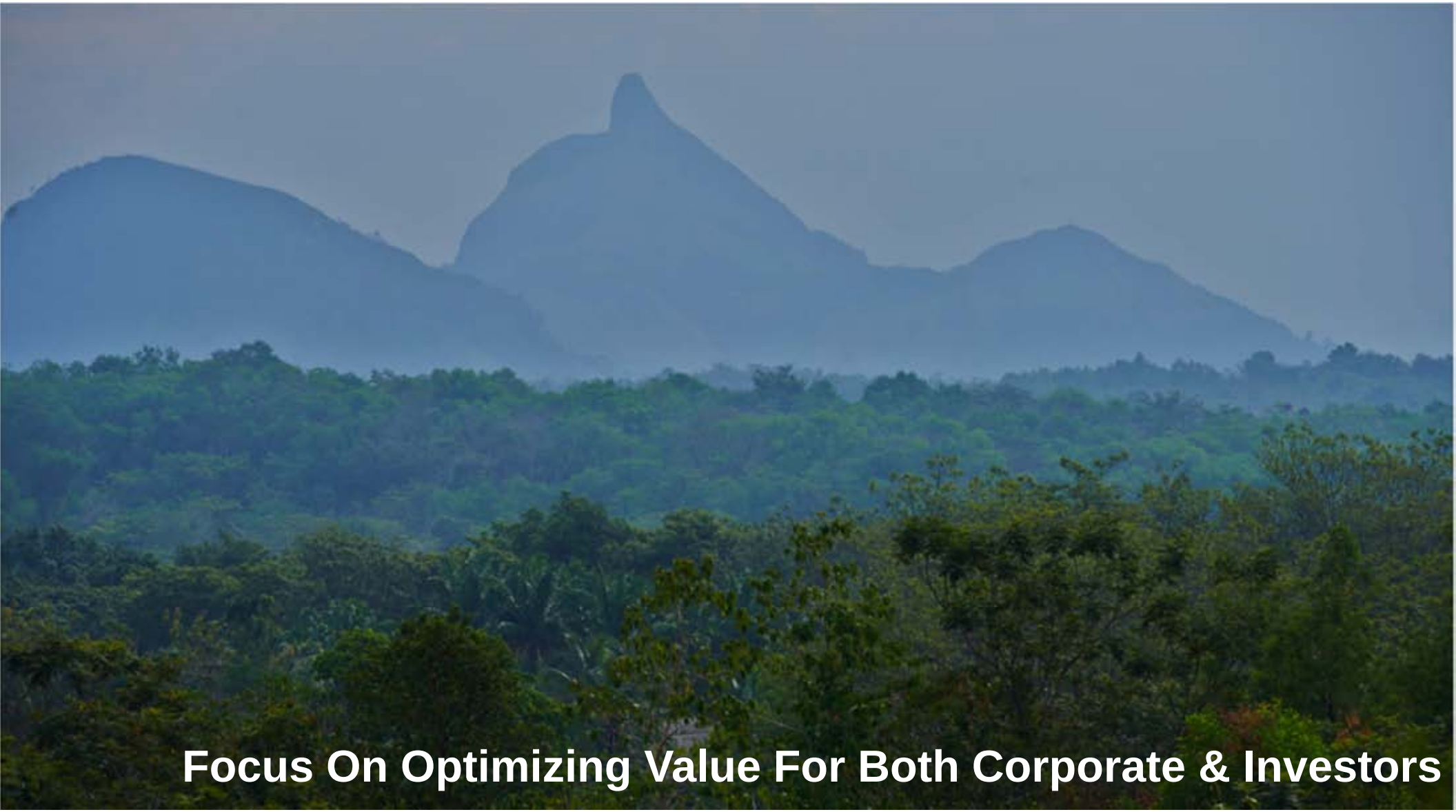


Focus On Optimizing Value For Both Corporate & Investors

Corporate Presentation December 2014

www.ptba.co.id

Reuters: PTBA.JK Bloomberg: PTBA IJ Exchange: JKT Ticker: PTBA

BukitAsam

Contents

1. Introduction
2. Commercial Review
3. Financial Review
4. Operational Review
5. Project Development
   Appendices

Introduction

Company's Key Milestones

Indonesia's Oldest and Most Experienced Coal Producer

1876

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

1919

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

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".

2 Mar 1981

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.

1990

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.

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).

23 Dec 2002

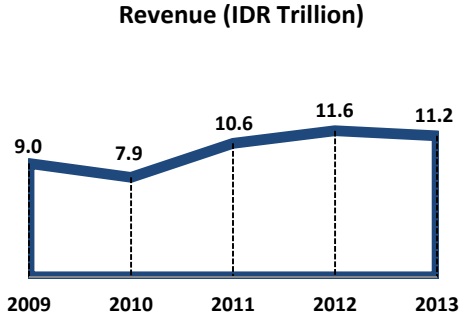
PTBA was publicly listed on the Jakarta Stock Exchange with 35% of shares held by the public. It traded with the initial stock price of IDR575 under the code PTBA.

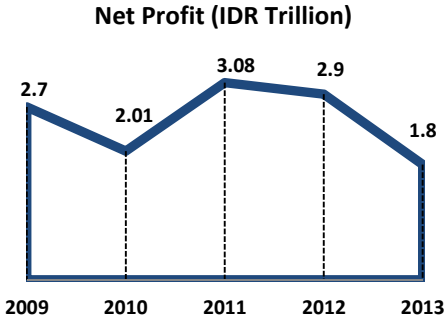
Subsidiaries:

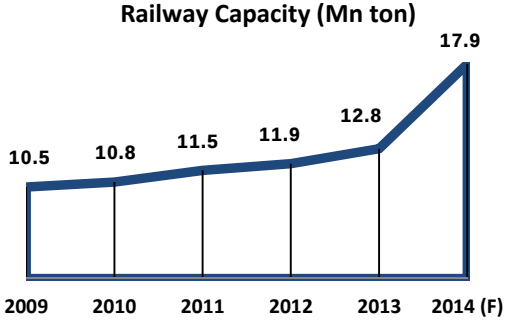
Coal Business	Coal Trading	Power Generation	Logistic	CBM Gas
PT. Batubara Bukit Kendi	aPrima	bpi	Bukitasam Transpacific Railways	enim
Internasional Prima Coal		Bukitasam		Bukitasam Metana Peranap
Banko				

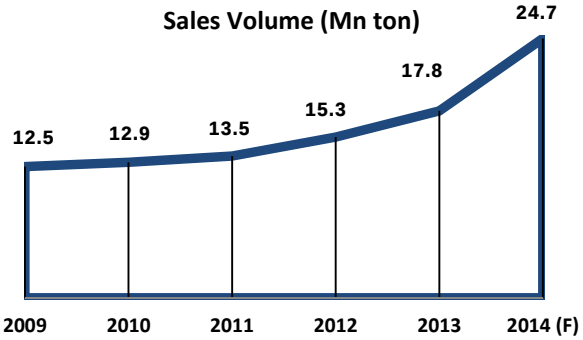
Operational Review

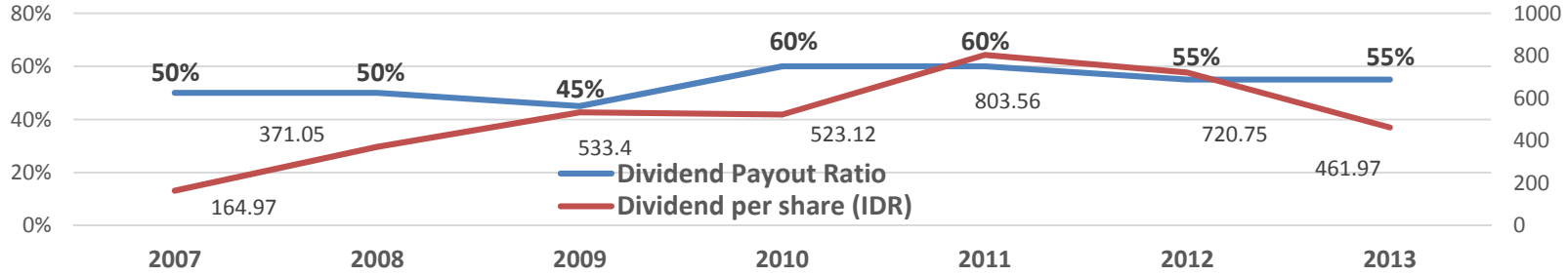
Operational Highlights











	FY13(A) a	FY14(F) b	% c=b/a	9M13 d	9M14 e	% f=e/d
▪ SALES VOLUME (MT)	17.8	24.7	139%	13.2	13.2	100%
▪ PRODUCTION (MT)	15.1	19.8	131%	10.9	12.5	115%
▪ COAL PURCHASE (MT)	2.7	3.9	144%	2.3	1.4	61%
▪ RAILWAY (MT)	12.8	17.9	140%	9.6	11.0	115%
▪ REVENUES (IDR TN)	11.2			8.1	9.6	119%
▪ NET PROFIT (IDR TN)	1.8			1.2	1.6	127%

Operational Review

Operations Location

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
Total	90,832 Ha

Total Resources	7.29 billion tons
Total Mineable Reserves	1.99 billion tons

PERANAP MINE
Recources : 0.79 billion tons
Mineable : 0.37 billion tons

OMBILIN MINE
Resources : 0.10 billion tons
Mineable : 0.02 billion tons

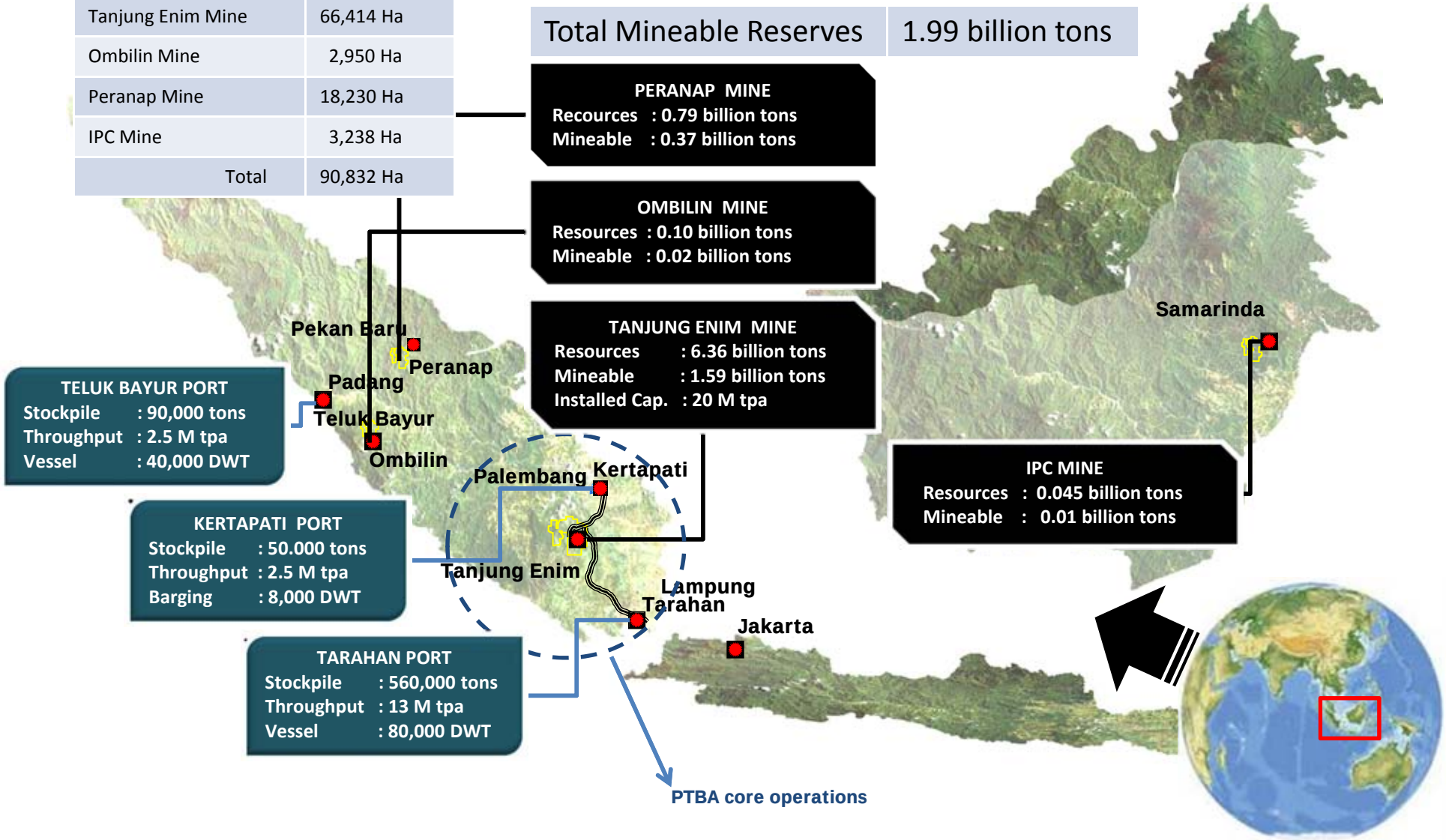
TANJUNG ENIM MINE
Resources : 6.36 billion tons
Mineable : 1.59 billion tons
Installed Cap. : 20 M tpa

TELUK BAYUR PORT
Stockpile : 90,000 tons
Throughput : 2.5 M tpa
Vessel : 40,000 DWT

KERTAPATI PORT
Stockpile : 50.000 tons
Throughput : 2.5 M tpa
Barging : 8,000 DWT

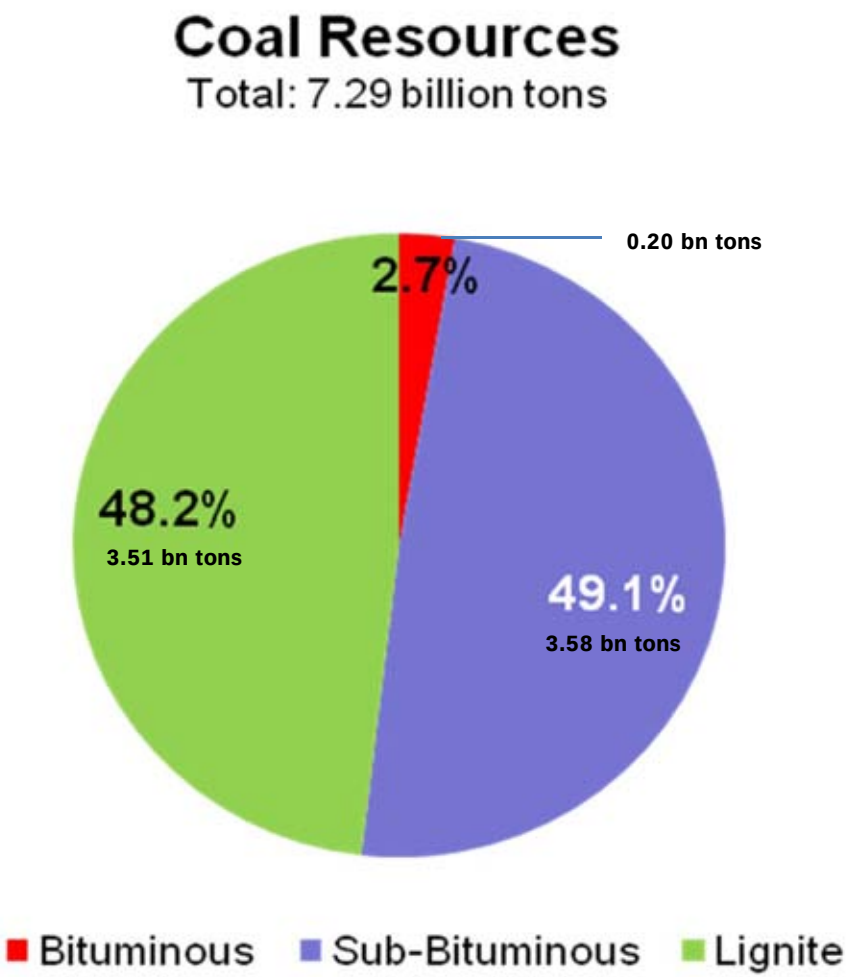
TARAHAN PORT
Stockpile : 560,000 tons
Throughput : 13 M tpa
Vessel : 80,000 DWT

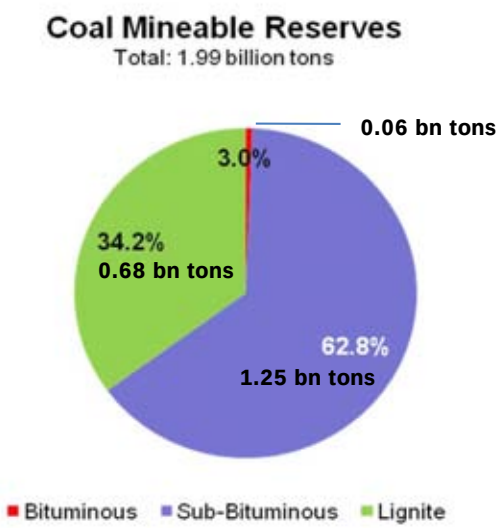
IPC MINE
Resources : 0.045 billion tons
Mineable : 0.01 billion tons



Operational Review

Resources & Reserves



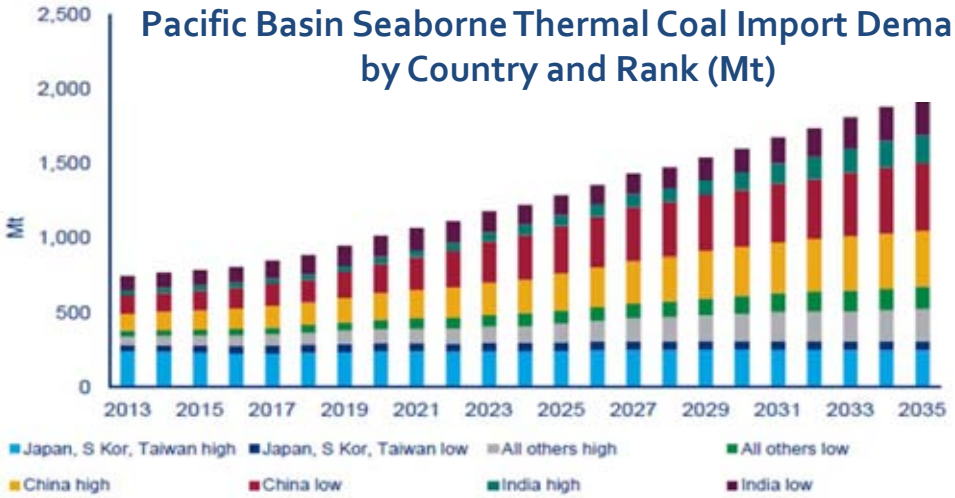


Parameter	BITUMINOUS	SUB BITUMINOUS	LIGNITE
TM (% ar)	< 18	18 -30	> 35
CV (KCal/Kg adb)	> 6,400	4,900 – 6,400	< 4,900
(KCal/Kg ar)	5,800 – 7,950	4,400 – 5,800	< 4,400

Commercial Review

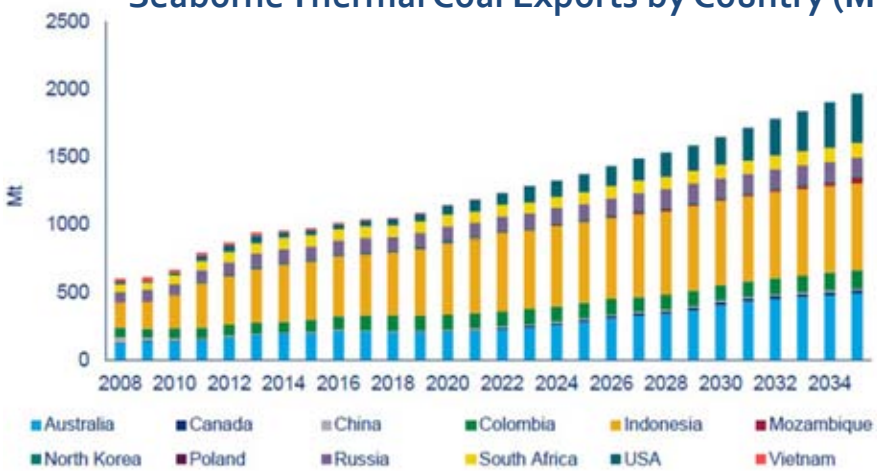
Global Coal Review

Pacific Basin Seaborne Thermal Coal Import Demand by Country and Rank (Mt)



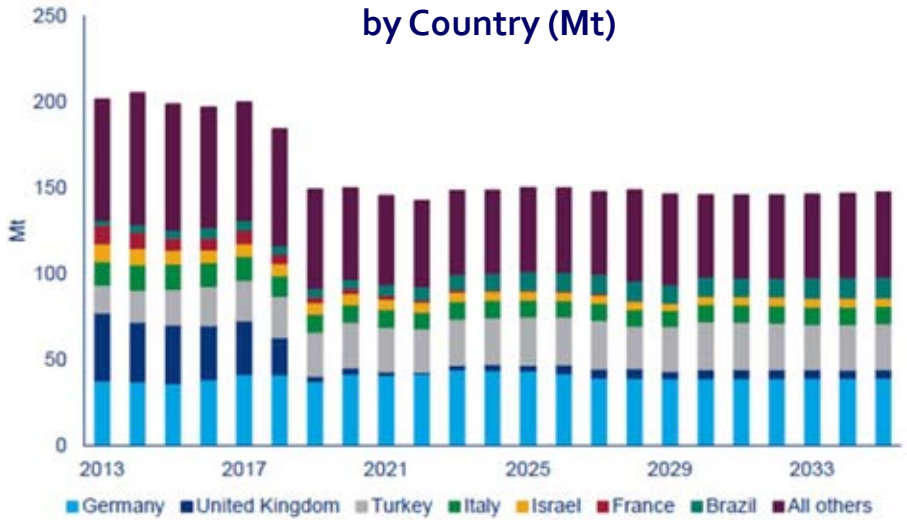
Source: Wood Mackenzie Coal Market Service, November 2013

Seaborne Thermal Coal Exports by Country (Mt)



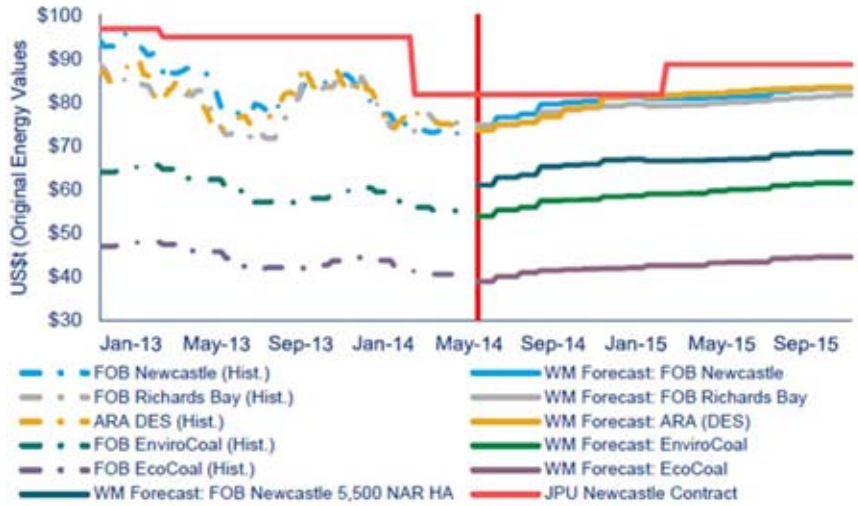
Source: Wood Mackenzie Coal Market Service, July 2014

Atlantic Basin Seaborne Thermal Coal Import Demand by Country (Mt)



Source: Wood Mackenzie Coal Market Service, November 2013

Thermal Coal FOB Price Forecast



Source: globalCOAL and Indonesian Govt (History), Wood Mackenzie Coal Market Service, June 2014

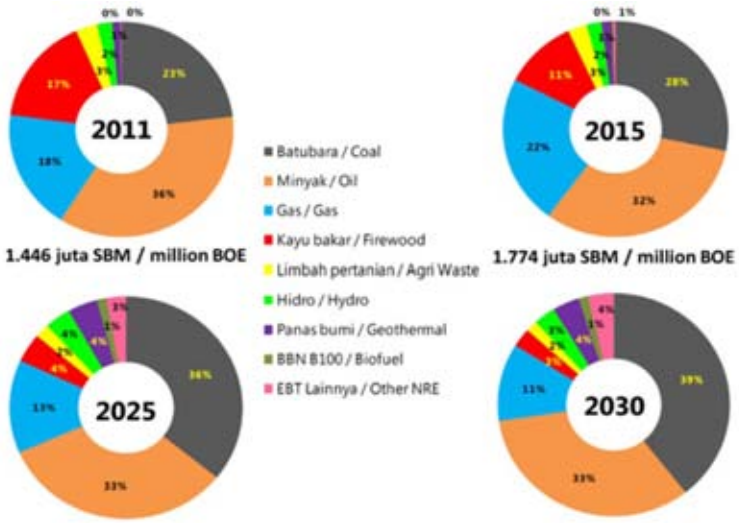
Commercial Review

National Coal Review

Indonesian Domestic Demand Vs Exports (Mt)

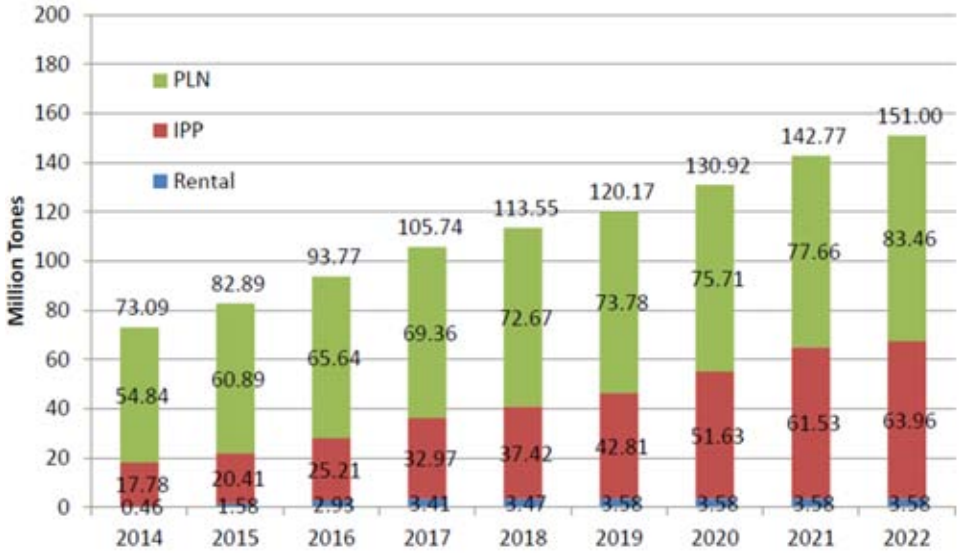
Source: Wood Mackenzie Coal Market Service, November 2013

Primary Energy Mix (%)



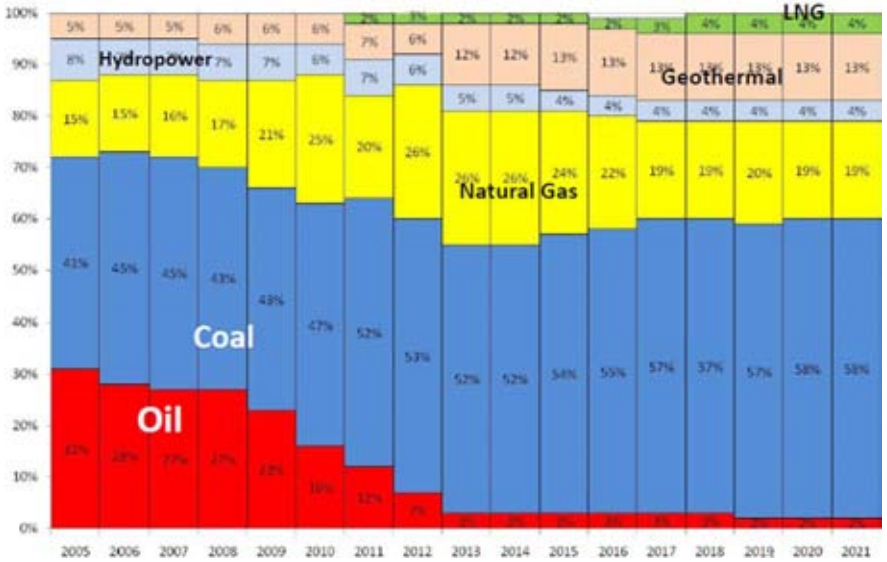
Source: Agency For The Assessment And Application Of Technology, Dec 2013

Coal Consumption Guidance for Electricity



Source : PLN, 2014

Fuel Mix 2005-2021 : For Power Generation



Source : PLN, 2014

Financial Review

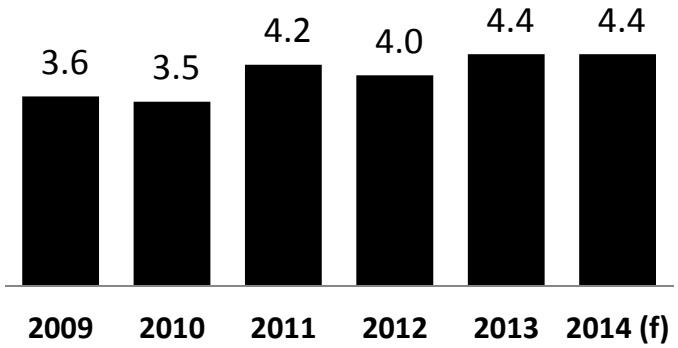
Costs & Prices

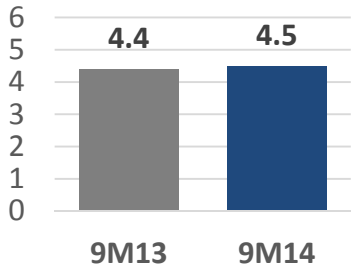
Total Cash Cost (FOB)

Tanjung Enim System *)	9M13	9M14	YoY
Ex Royalty (IDR)	556,121	584,281	+5%
Total (IDR)	598,033	630,544	+5%

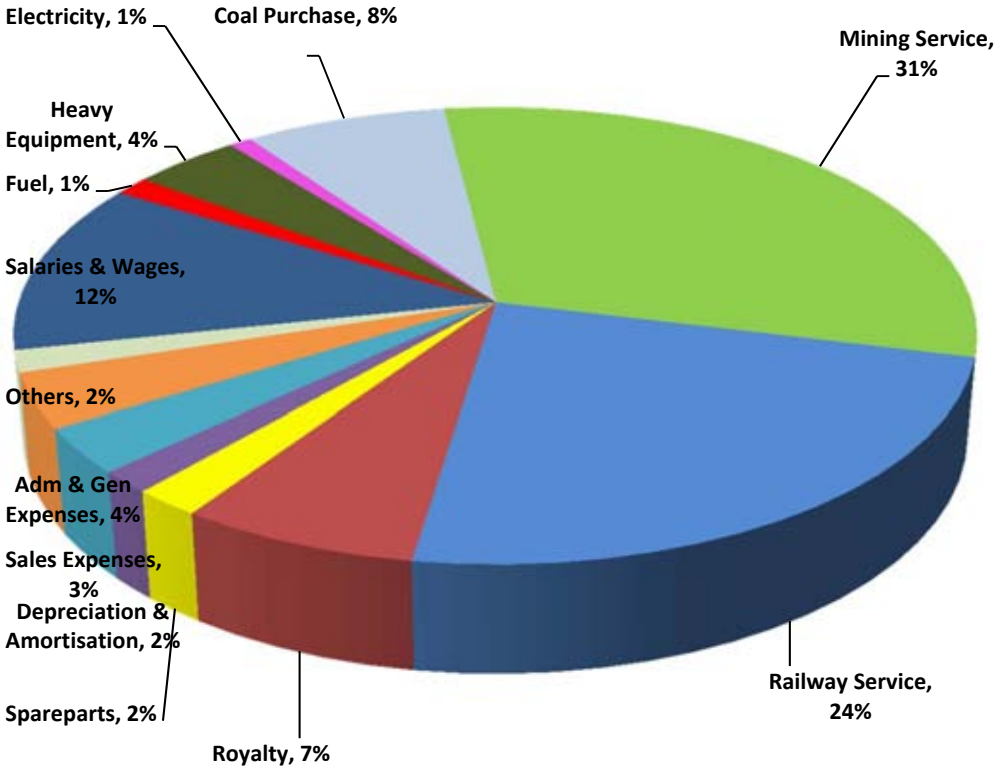
*) Note: Total cash cost include COGS,G&A, Selling Expenses, Inventory

Weighted Average Strip Ratio





9M14 Total Cost Breakdown



Average Selling Price (ASP)

	FY13	9M13	9M14	YoY
Weighted ASP (IDR/Ton)	631,145	612,046	728,079	+19%
Export (USD/Ton)	74.33	76.25	71.11	-7%
Domestic (IDR/Ton)	582,581	585,800	671,426	+15%

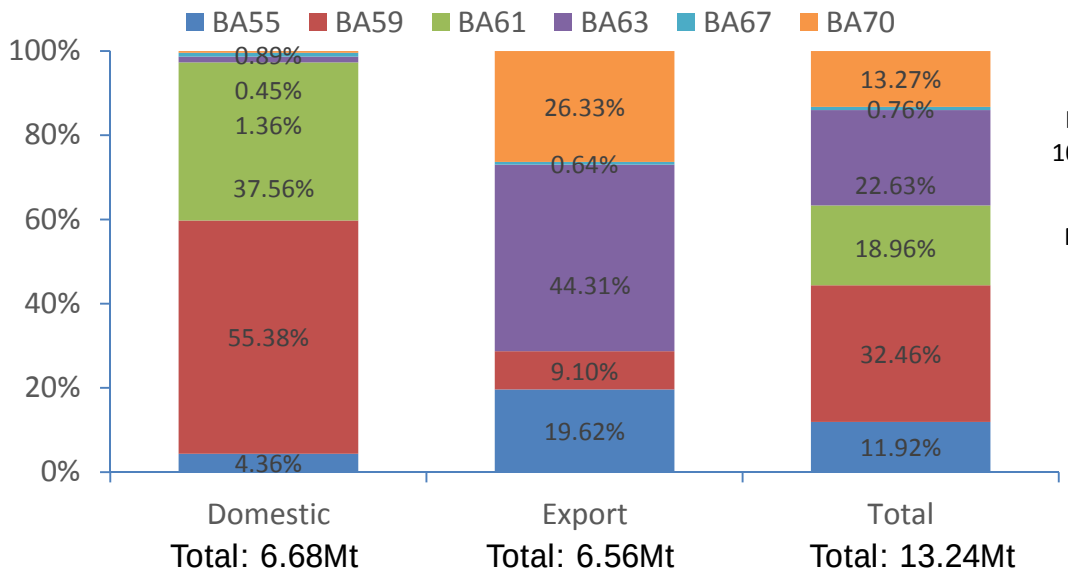
Financial Review

Coal Brand & Sales Breakdown

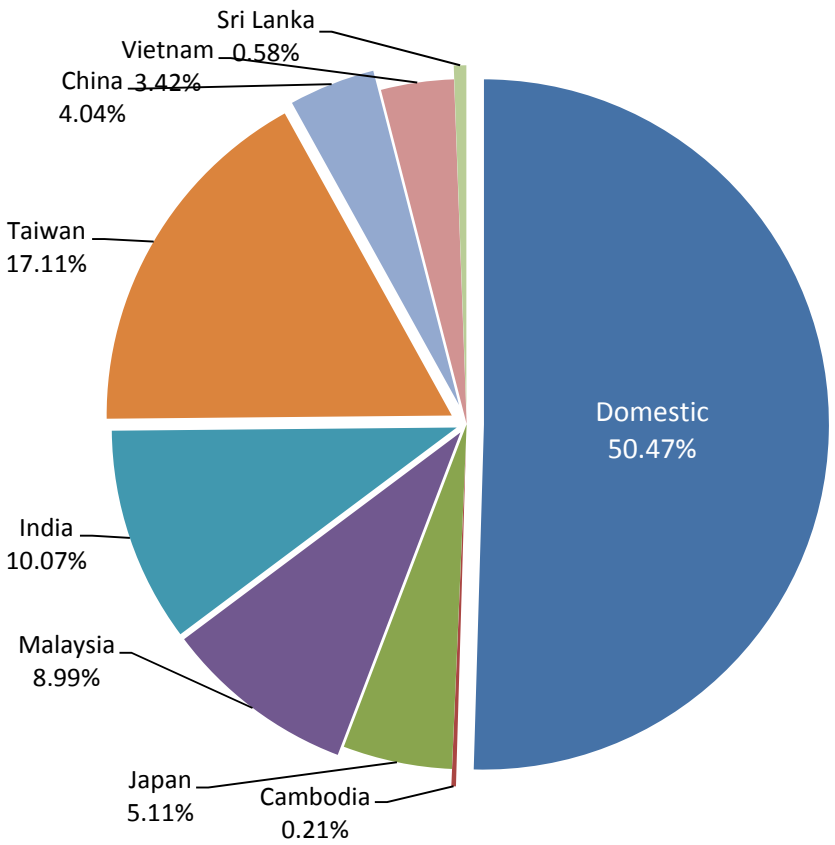
Type Of Coal by Quality

Coal Brand	CV		TM	IM	Ash	VM	FC	TS max	HGI
	Kcal/Kg,adb	Kcal/Kg,ar	%,ar	%,adb	%,adb	%,adb	%,adb	%,adb	
IPC 53	5,300	-	34	15	8	39	40	0.5	-
BA 55	5,500	4,550	30	15	8	39	38	0.8	50
BA 59	5,900	5,000	28	14	6	39	40	0.6	50
BA 61	6,100	5,000	28	12	7	41	40	0.8	50
BA 63	6,300	5,550	21	10	6	41	43	0.8	55
BA 67	6,700	6,100	16	8	6	42	44	0.8	55
BA 70 LS	7,000	6,450	14	7	4	42	47	0.7	55
BA 70 HS	7,000	6,450	14	7	4	42	47	1.2	55
BA 76	7,600	7,400	5	2	8	14	76	1.2	-

9M14 Sales Breakdown by Quality



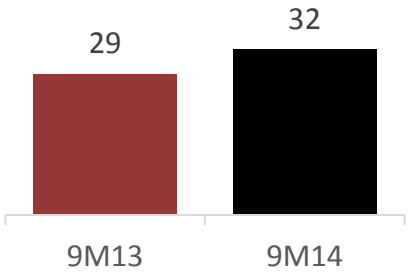
9M14 Sales Breakdown by country



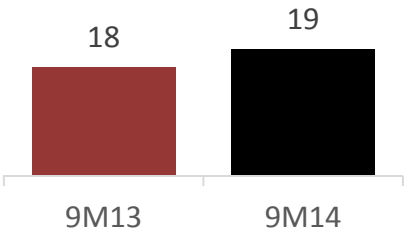
Financial Review

Financial Ratios

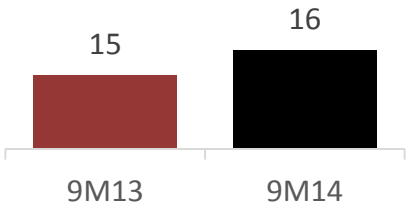
GROSS PROFIT MARGIN (%)

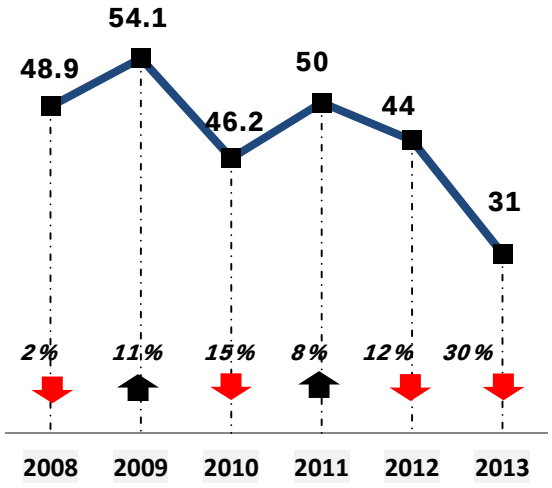


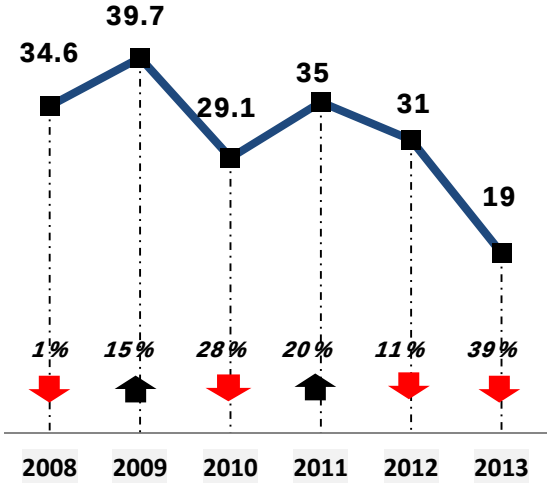
OPERATING PROFIT MARGIN (%)

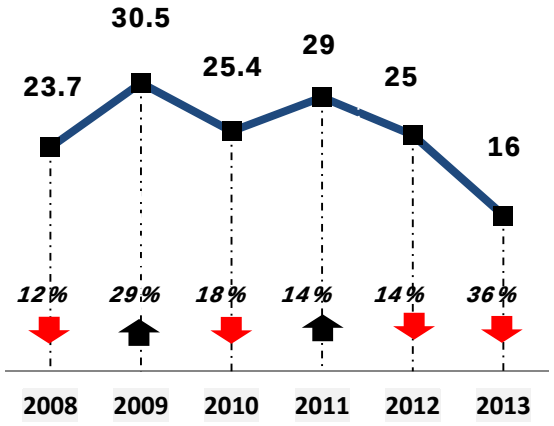


NET PROFIT MARGIN (%)



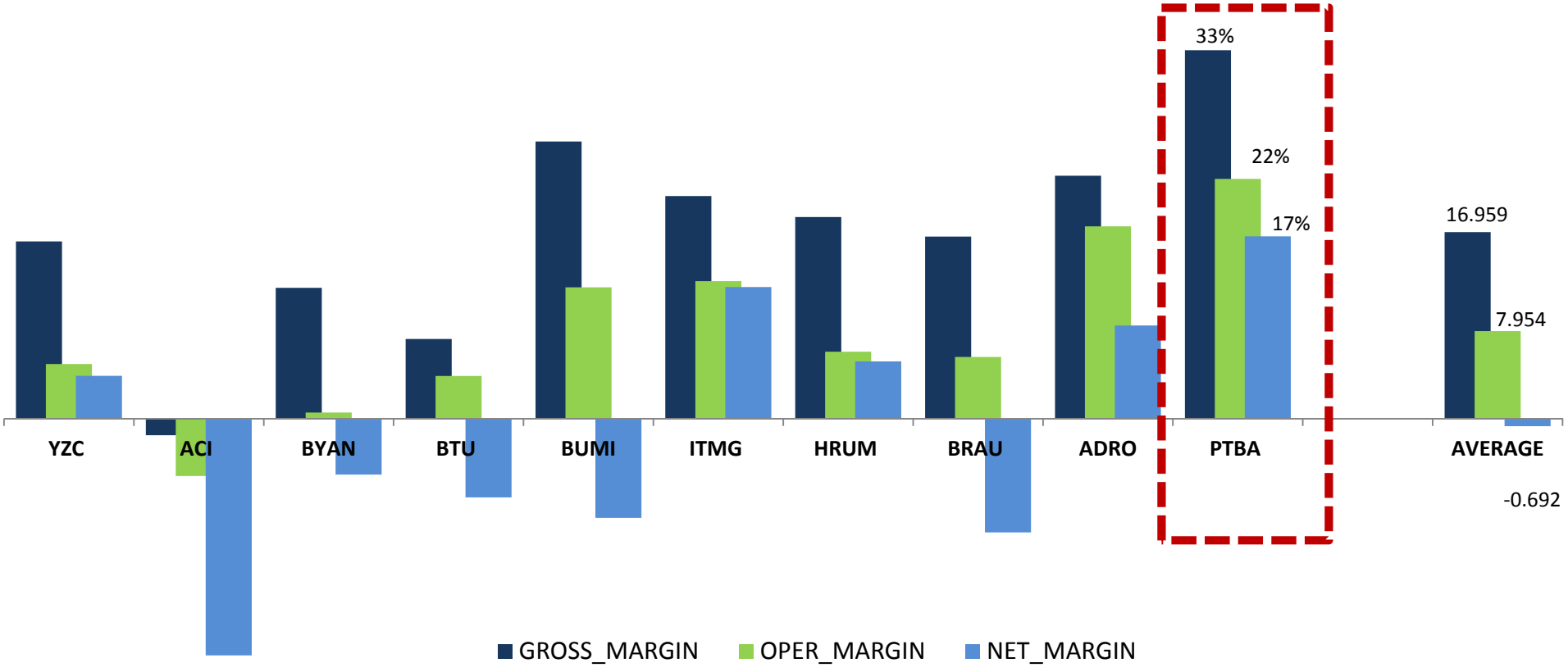






Financial Review

PTBA Versus Global & Local Peers



Source: Bloomberg, 14 October 2014

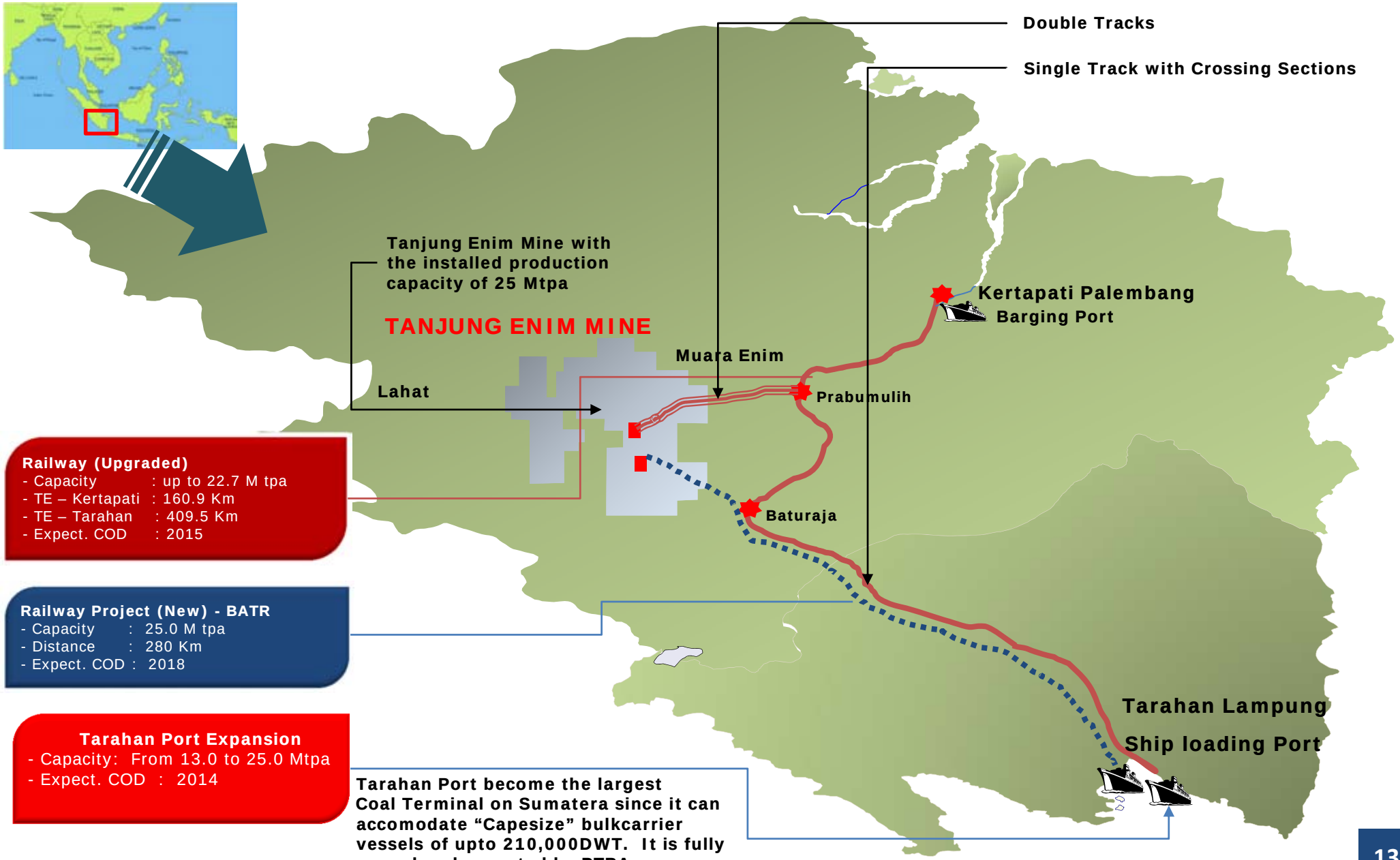
YZC :Yanzhou Coal Mining
ACI : Arch Coal Inc. – USA (NYSE)
ADRO : PT Adaro Energi – IDX
BRAU : PT Berau coal – IDX
BTU : Peabody Energy Corp. – USA (NYSE)
BUMI : PT Bumi Resources – IDX
BYAN : PT Bayan Resources – IDX
HRUM : PT Harum Energi – IDX
ITMG : PT Indo Tambangraya Megah – IDX
PTBA : PT Bukit Asam – IDX

Financial Review

Summary Financial Performance

(IDR Tn)	FY13	9M13	9M14	YoY
Sales	11.209	8.104	9.638	119%
COGS	7.745	5.738	6.589	115%
EBITDA	2.530	1.746	2.241	128%
Net Income	1.826	1.243	1.582	127%
Assets	11.677	11.372	14.049	124%
Cash	3.343	3.266	4.436	136%
Net Margin	16%	15%	16%	107%
Return On Asset	16%	11%	11%	100%
Return On Equity	24%	19%	19%	100%
Return On Investment	21%	18%	18%	100%

Infrastructures Expansion



Railway (Upgraded)
- Capacity : up to 22.7 M tpa
- TE – Kertapati : 160.9 Km
- TE – Tarahan : 409.5 Km
- Expect. COD : 2015

Railway Project (New) - BATR
- Capacity : 25.0 M tpa
- Distance : 280 Km
- Expect. COD : 2018

Tarahan Port Expansion
- Capacity: From 13.0 to 25.0 Mtpa
- Expect. COD : 2014

Tarahan Port become the largest Coal Terminal on Sumatera since it can accomodate "Capesize" bulkcarrier vessels of upto 210,000DWT. It is fully owned and operated by PTBA

Power Plants Projects

800-1200MW Power Plant
- Location : Peranap Riau
- Coal Cons. : 8.4 M tpa
- COD : 2018

3x600MW Sumsel 9&10 PP
- Location : Muara Enim
- Coal Cons. : 8.4 M tpa
- COD : 2018

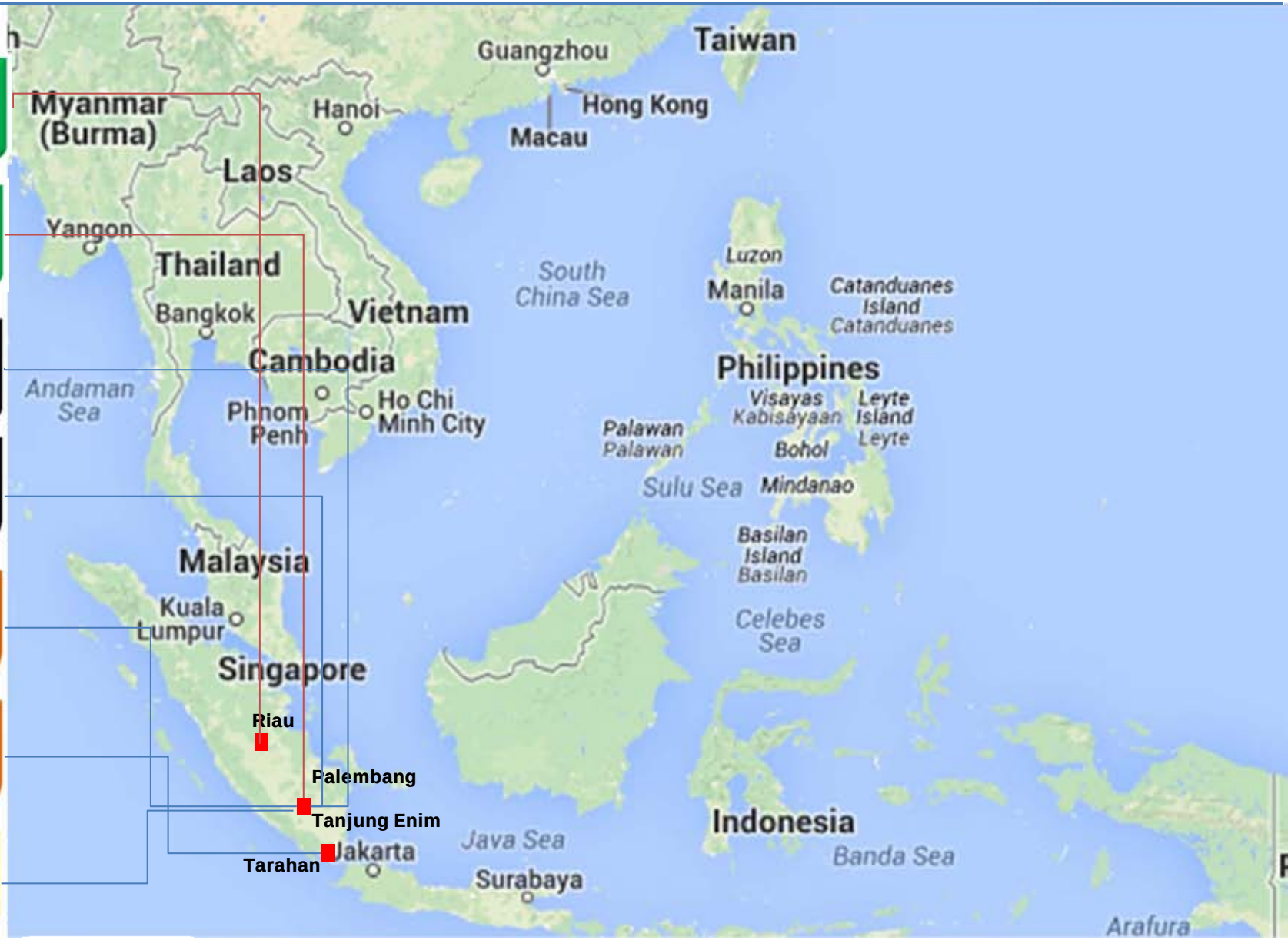
2x110MW Power Plant
- Location : Banjarsari
- Coal Cons. : 1.4 M tpa
- COD : 2014

2x620MW Power Plant
- Location : Central Banko
- Coal Cons. : 5.4 M tpa
- COD : 2017

3x10MW Power Plant
- Usage : Internal Mine Sites
- Coal Cons. : 0.15 M tpa
- In Operation since Oct 2012

2x8MW Power Plant
- Usage : Internal Port Sites
- Coal Cons. : 0.10 M tpa
- In Operation since Dec 2013

4x65MW Power Plant
- Location : Tanjung Enim
- Coal Cons. : 1.4 M tpa
- In Operation since 1987



Tender / Cooperation Process

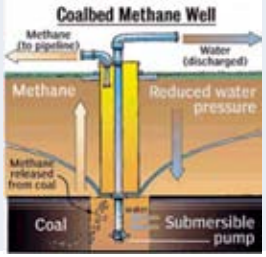
Existing Projects

Project Development

Production Infrastructure & CBM Projects

	Project	Status
	Upgraded Existing Railway Line	• Tanjung Enim – Tarahan Port (410km), TE – Kertapati Port (161km) • 100% owned by State Railway Company, PT KAI • Capacity of 22.7Mtpa (2015 – 2029) • Currently, it has a total of 3,071 wagons, included 600 new wagons that arrived in April 2014.

	BATR – Newly Developed Railway (Bukit Asam Transpacific Railway)	• Tanjung Enim – New Coal Terminal in Lampung (280km)
		• PTBA (10%), Rajawali Asia Resources (80%), China Railway EC (10%)
		• Investment of USD2 Bn, EPC Contract of USD1.3 Bn
		• 18 Nov 2011, Frame Work Agreement funding with China Bank Consortium was signed.
		• Currently in finalization for mining JV Restructuring
		• Project will reach its peak capacity of 25 Mtpa by
		  • Year 1 7.5 Mt
		  • Year 2 15.0 Mt
		  • Year 3 20.0 Mt
		  • Year 4 25.0 Mt

	Tarahan Port Expansion	• Located at the southern tip of Sumatera Island • Newly developed infrastructures for RCD3 & RCD4, Jetty #2 & Shiploader, Additional stockpile of 2x150,000Mt, and Office. • By 4Q14, will be in operation with the new Jetty #2 is able to accomodate the giant 'Capesize' bulkcarrier vessels of upto 210,000DWT. • Will be the largest coal terminal on Sumatera
	Coal Bed Methane (CBM)	• Located in Tanjung Enim Mine • PTBA (27.5%), Pertamina (27.5%), Dart Energy Australia (45%) • ±40 MMSCF (Million Standard Cubic Feet per Day, with potential reserve of 0.8 Trillion Cubic Feet (TCF) • Investment of USD14.48 Mn (for the first three years)

Project Development

Power Generation Projects

	The Plant	Status
	2x110MW Banjarsari Power Plant	• PTBA (59.75%), PJB (29.15%), NII (11.10) • Investment of USD320 Mn • Coal Consumption: 1.4 M tpa • Estimated Commercial Date: 4Q14
	2x620MW Banko Tengah Plant	• PTBA (45%), China Huadian Hong Kong Company Ltd (55%) • Investment of USD1.6 Bn • Coal Consumption: 5.4 M tpa • PPA signed in September 2012 • Currently in the process of Financial Closure • Estimated Commercial Date: 2018
	800-1200MW Peranap Power Plant	• PTBA (Majority in Mining), PLN (Majority in Power Plant), TNB (Majority in Transmission) • Investment of USD1.8 Bn • Coal Consumption: up to 8.4 M tpa • Currently in the process of preparation for the FS of power plant & transmission • Estimated Commercial Date: 2018
	3x10MW Power Plant for internal use	• Located at Tanjung Enim Mine • Investment of USD42 Mn • Coal consumption: 0.15 Mtpa • In operation since October 2012
	2x8MW Power Plant for internal use	• Located at Tarahan Port • Investment of USD29.12 Mn • Coal consumption: 0.10 Mtpa • In operation since December 2013

Long Term Domestic Committment

Supporting National Energy Policy

- **Having A Total Long Term Coal Supply with:**

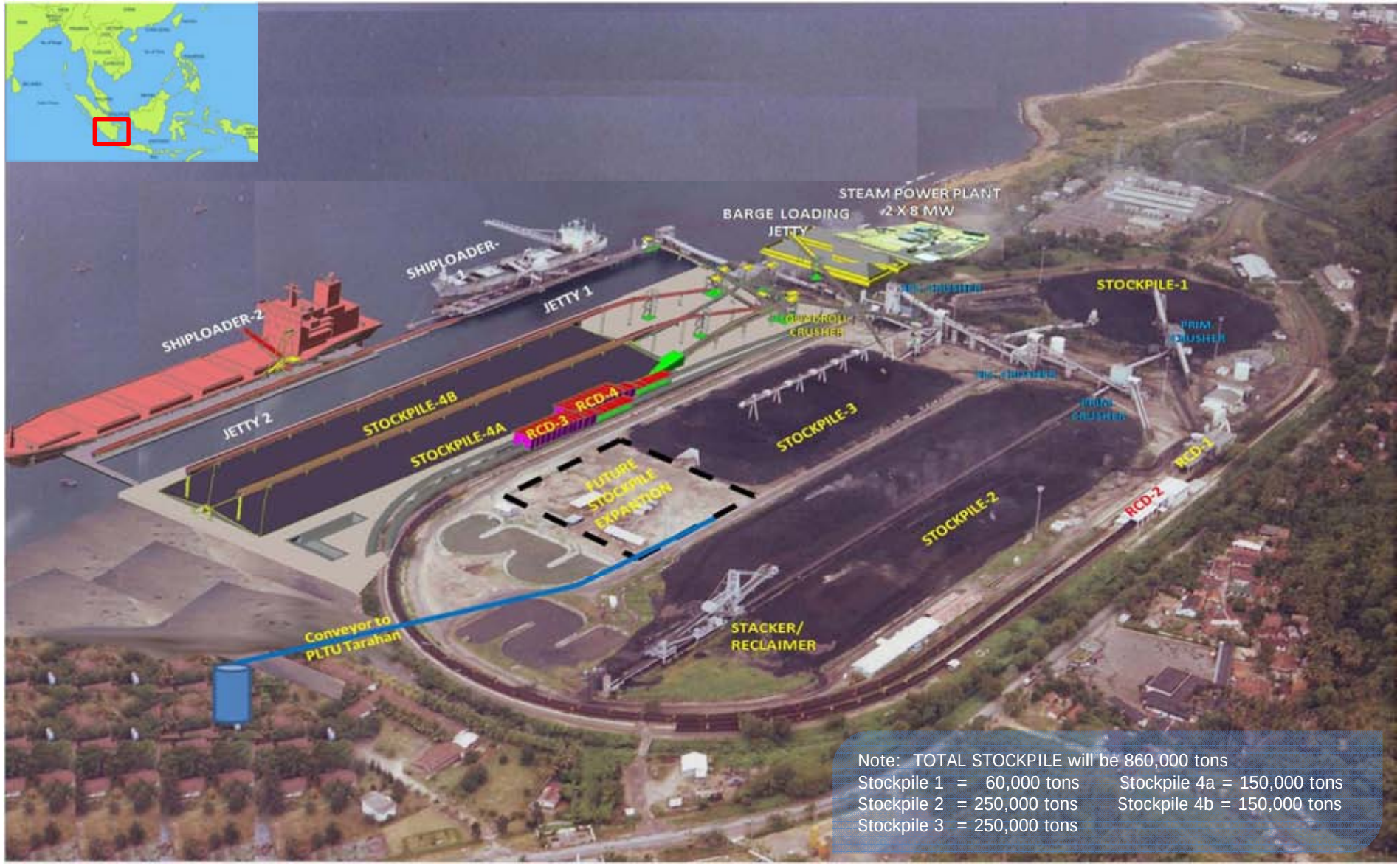
		Committed Volume
National Power Company\PLN (2010 – 2030)	:	262 Mt
Indonesia Power (2013 – 2022)	:	52 Mt
Huadian Bukit Asam Power\Power Plant (25 Years)	:	150 Mt
Bukit Pembangkit Innovative\Power Plant (30 Years)	:	36 Mt
Indonesia Fertilizer (30 Years)	:	69 Mt
Cilacap Power Plant (4 Years)	:	5 Mt
Total	:	574 Mt

- **Supporting Power Plants Projects Development for:**

		Coal Consumption
3x10MW Power Plant, Muara Enim (In Operation)	:	0.15 Mtpa
2x8MW Power Plant, Lampung (In Operation)	:	0.10 Mtpa
2x110MW Banjarsari Power Plant (In Completion Process)	:	1.40 Mtpa
2x610MW Banko Tengah Power Plant (In Progress)	:	5.40 Mtpa
800 – 1200MW Peranap (In the Process)	:	8.40 Mtpa
1800MW Sumsel 9-10 Power Plant (In Bidding Process)	:	8.10 Mtpa

Appendix

The New Look of Tarahan Port in 2015



Note: TOTAL STOCKPILE will be 860,000 tons
Stockpile 1 = 60,000 tons Stockpile 4a = 150,000 tons
Stockpile 2 = 250,000 tons Stockpile 4b = 150,000 tons
Stockpile 3 = 250,000 tons

Appendix

PTBA Structure

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 7.29 billion tons and 1.99 billion tons respectively

BukitAsam

The Indonesian Government owns 65% of Total Shares

The Subsidiaries:

Coal	Trading	Power	Logistic	Gas
• Bukit Kendi (75%), coal mining, South Sumatera • International Prima Coal (51%), East Kalimantan • Bukit Asam Banko (65%), South Sumatera	• Bukit Asam Prima (99.99%)	• 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 Asam Metana Peranap (99.99%)

PT. BATUBARA BUKIT KENDI

INTERNASIONAL PRIMA COAL

PT INTERNASIONAL PRIMA COAL

Banko

PT Bukit Asam Banko

aPrima

bpi

PT BUKIT PEMBANGKIT INNOVATIVE

BukitAsam

HUADIAN BUKIT ASAM POWER

BUKITASAM TRANSPACIFIC RAILWAYS

enim

PT. BUKIT ASAM METHANA ENIM

BukitAsamMetanaOmbilin

BukitAsam Metana Peranap

Appendix

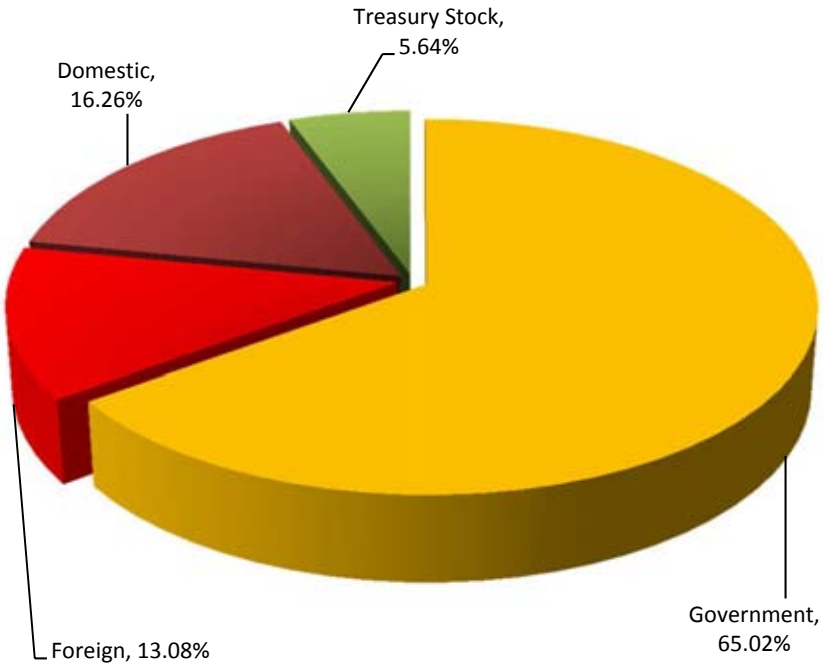
Shareholders Information

The Top Thirty Five Shareholders of PTBA ended 30 Nopember 2014

NO	Shareholders	Number	%
1	NEGARA REPUBLIK INDONESIA	1,498,087,500	65.02
2	TAMBANG BATU BARA BUKIT ASAM (PERSERO),	129,997,500	5.64
3	BPJS KETENAGAKERJAAN-JHT	53,376,000	2.32
4	PT TASPEN (PERSERO) - THT	35,516,000	1.54
5	PEMERINTAH PROPINSI SUMATERA SELATAN	21,315,000	0.93
6	BBH BOSTON S/A VANGRD EMG MKTS STK INFD	16,558,825	0.72
7	PT AIA FINL - UL EQUITY	16,495,200	0.72
8	BBH LUXEMBOURG S/A FIDELITY FD SICAV-FID	16,259,000	0.71
9	BPJS KETENAGAKERJAAN - JKK	10,888,000	0.47
10	PAMAPERSADA NUSANTARA, PT	9,000,000	0.39
11	BPJS KETENAGAKERJAAN - BPJS	8,529,900	0.37
12	SSB TRLD SSL C/O SSB, BOSTON TRILOGY INV	8,086,444	0.35
13	SSB C021 ACF COLLEGE RETIREMENT EQUITIES	7,493,927	0.33
14	REKSA DANA BNP PARIBAS INFRASTRUKTUR PLU	7,046,300	0.31
15	PEMERINTAH DAERAH KABUPATEN MUARA ENIM	6,946,000	0.30
16	SSB 1BA9 ACF MSCI EQUITY INDEX FUND B-IN	6,049,300	0.26
17	SSB OBIH S/A ISHARES MSCI EMERGING MARKE	6,014,100	0.26
18	ASURANSI JIWA MANULIFE INDONESIA, PT-494	5,775,800	0.25
19	REKSA DANA SCHRODER DANA PRESTASI DINAMI	5,682,300	0.25
20	CITIBANK NEW YORK S/A EMERGING MARKETS C	5,453,900	0.24
21	JPMCB-VANGUARD TOTAL INTERNTNL STOCK IND	5,073,700	0.22
22	HSBC BK PLC RE AGUS FUND MANAGER S/A ABU	4,747,434	0.21
23	REKSA DANA ASHMORE DANA PROGRESIF NUSANT	4,681,500	0.20
24	JPMCB-STICHTING DEPOSITARY APG EME MRKT	4,467,000	0.19
25	HSBC BK PLC RE TRANG FUND MANAGER S/A AB	4,081,895	0.18
26	SSB 0BGF S/A ISHARES MSCI INDONESIA ETF-	4,055,950	0.18
27	BNYM SA/EASTSPRING INVESTMENTS-204008408	3,823,800	0.17
28	THE NT TST CO S/A DRIEHAUS EMERGING MKTS	3,778,100	0.16
29	SSLUX G56K S/A GOLDMAN SACHS FD - 214461	3,617,000	0.16
30	BNYM S/A FLORIDA RETIREMENT SYSTEM-20399	3,574,114	0.16
31	REKSA DANA MANULIFE GREATER INDONESIA FU	3,556,800	0.15
32	RD MANDIRI INVESTA EKUITAS DINAMIS - 831	3,546,900	0.15
33	GIC S/A GOVERNMENT OF SINGAPORE	3,399,821	0.15
34	BPJS KETENAGAKERJAAN - JK	3,372,100	0.15
35	JPMORGAN CHASE BANK NA RE NON-TREATY CLI	3,356,182	0.15

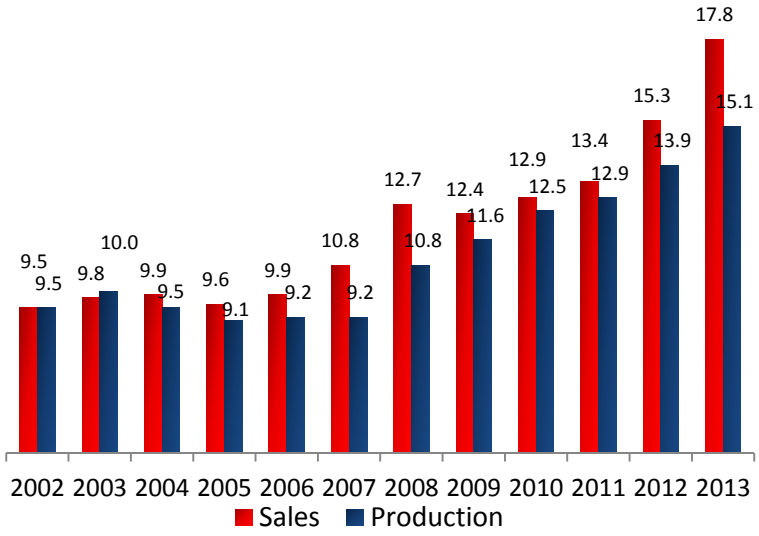
Source: Datindo, 03 December 2014
Note: Total outstanding shares of 2,304,131,850

Share Holders Breakdown

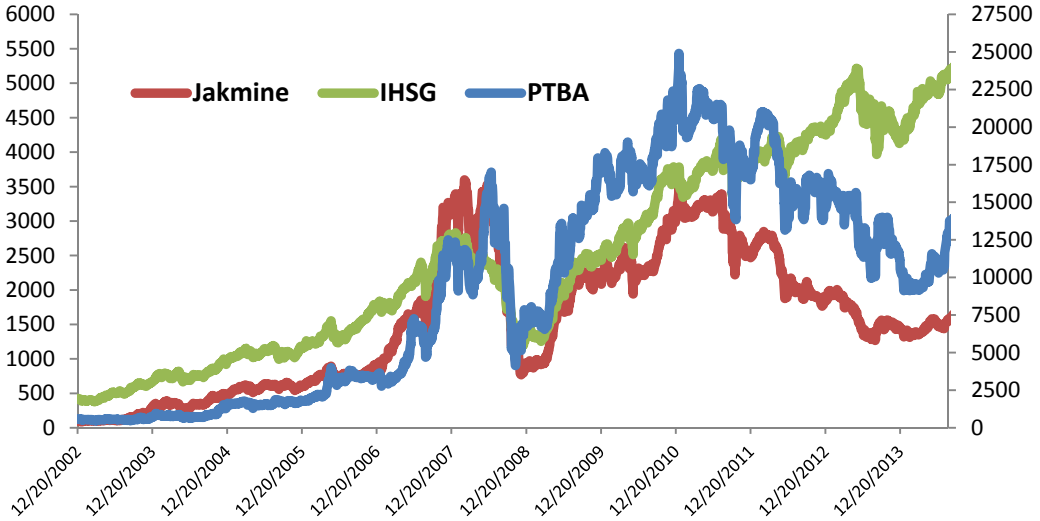


Appendix

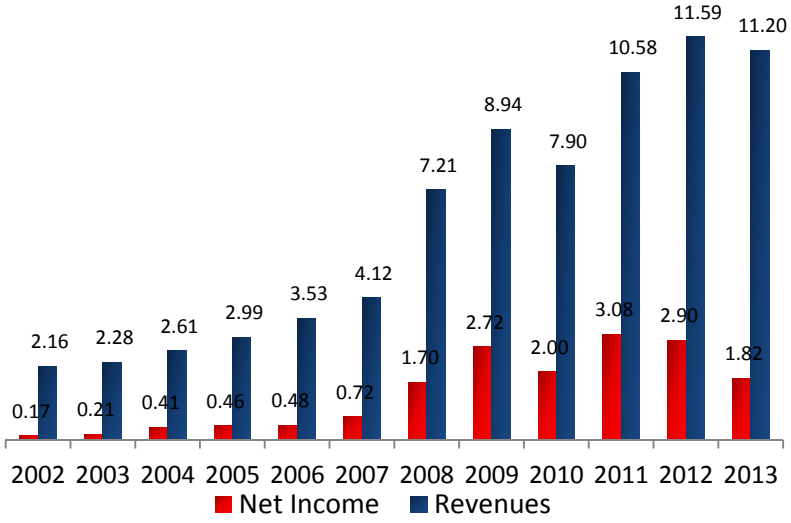
PTBA Production Vs Sales 2002 - 2013



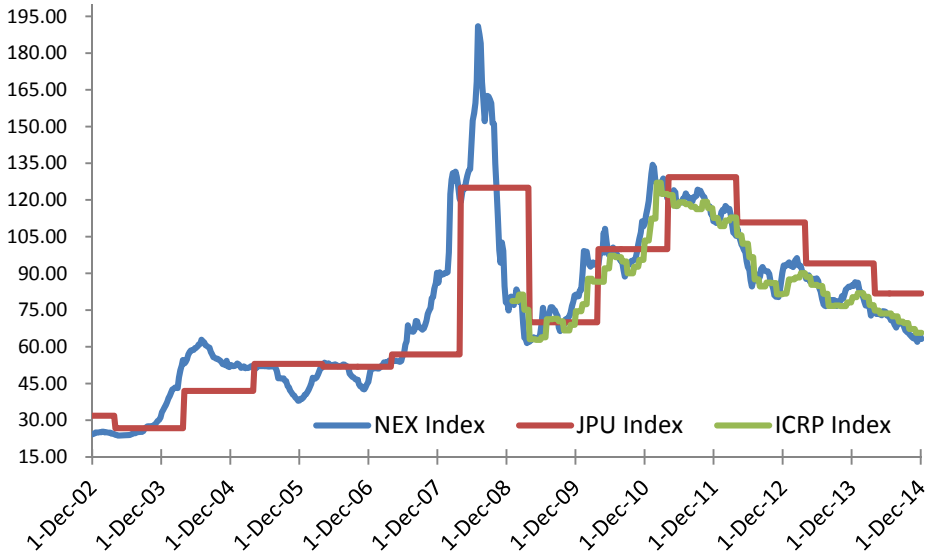
Index Movement Dec'02 – Dec'14



PTBA Revenues Vs Net Income 2002 - 2013

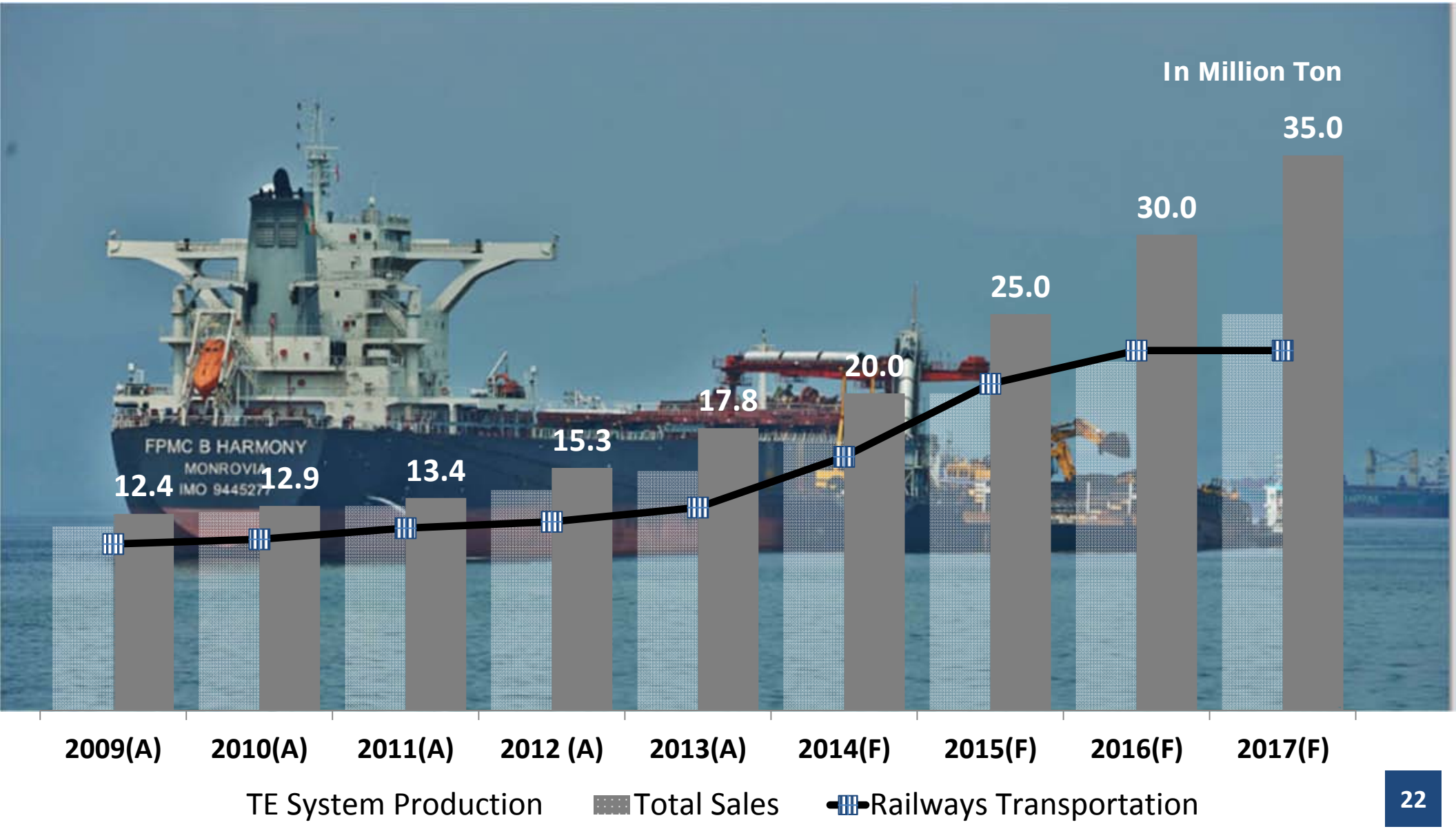


Coal Price Indexes Dec'02 – Dec'14 (USD/t)



Appendix

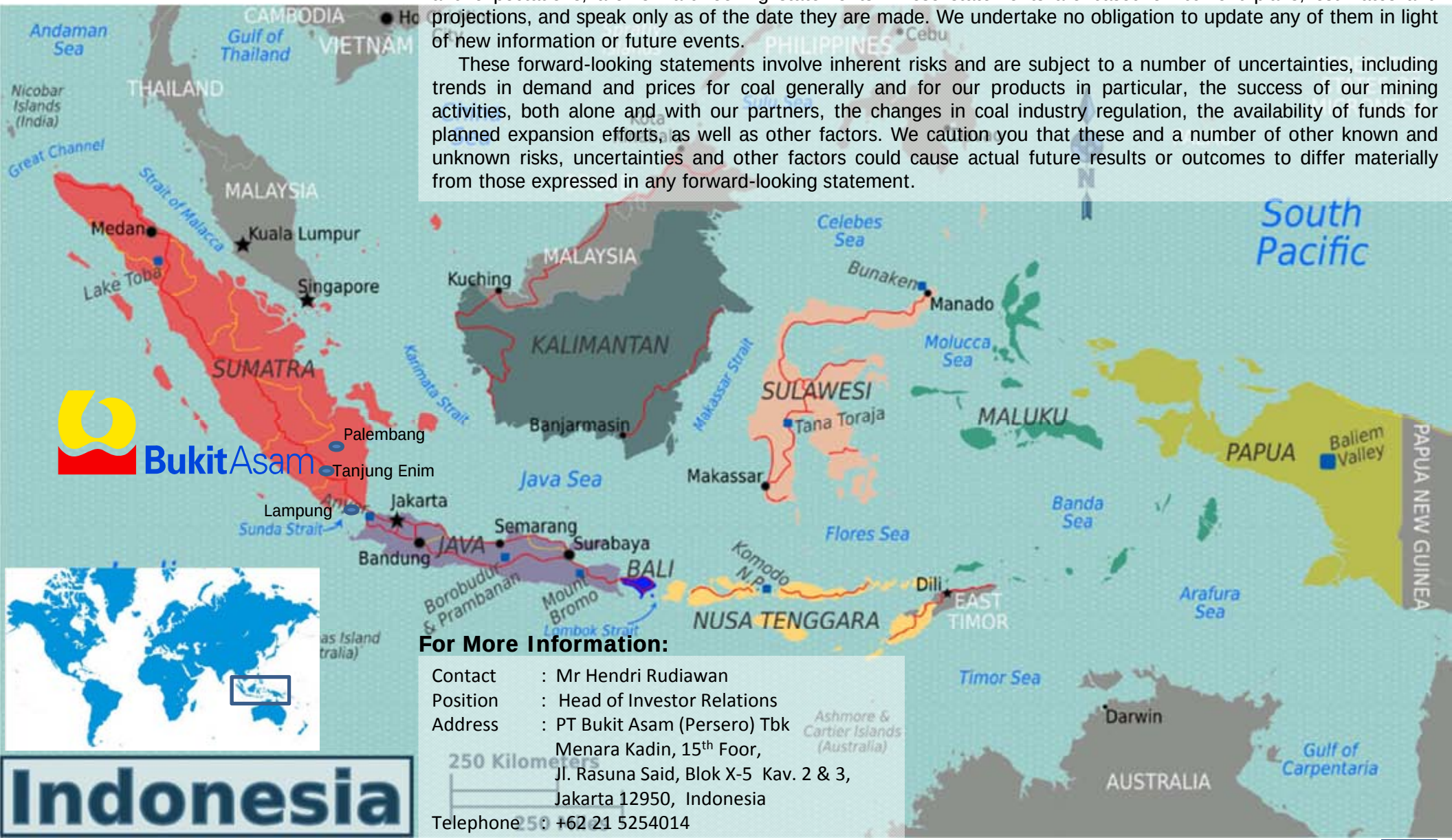
Projected Sales Volume to 2017



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.



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