









PT DELTA DUNIA MAKMURTbk

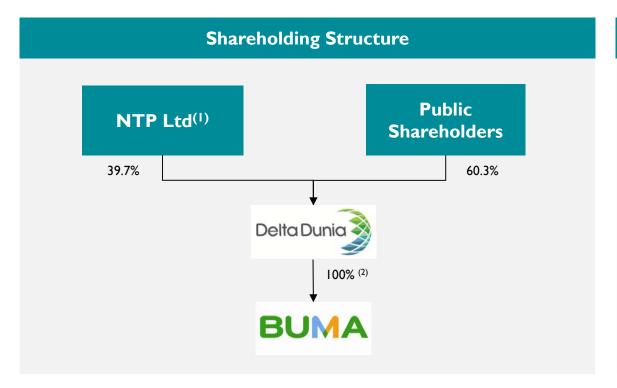
Investor Presentation | Q1 2014 Result, April 2014



Overview

Delta Overview





Bloomberg Ticker DOID.IJ Reuters Ticker DOID.JK Shares Outstanding 8,216,846,232 Free Float 60.04% Share Price (As of 2 May 2014) Rp185 Market Capitalization (3) US\$132 million

Notes:

I.Northstar Tambang Persada Ltd., a company owned by a consortium of investors consisting of affiliates/nominated investment vehicles of TPG Capital, Government of Singapore Investment Corporation, China Investment Corporation and Northstar Equity Partners

2.Less one share as required by Indonesian company regulations

3.Based on an exchange rate of Rp.11,532= US\$1.00

Source: Company data and Bloomberg

5 Management Key Focus Areas



I. Cash Flow and Capex

- Create and hold cash, to generate sustain and sizeable Free Cash Flow
- Focus on calling plan on every customers that has past due AR. All accounts are moving in the right direction and past due AR decreased.
- Cancel or reallocate most capex for 2013. Capex number will be reduce by 80%-90% against 2012.

2. Cost Structure

- Persistent focus on Cost Reduction opportunities, including rental, inventory.
- Work closely with suppliers and other stakeholders to deliver the Cost Reduction.
- Take difficult Human Resources Decisions through right sizing process.

3. Operational Improvement

- Increase Operational Performance (in Availability, Utilization and Productivity) through rigorous monitoring and various project improvements.
- Enhance Safety culture to support operational performance above.
- Restructure organization to focus on operational improvement with launch of Business Excellence (BE) and Business Unit (BU) organization.

4. People and Communication

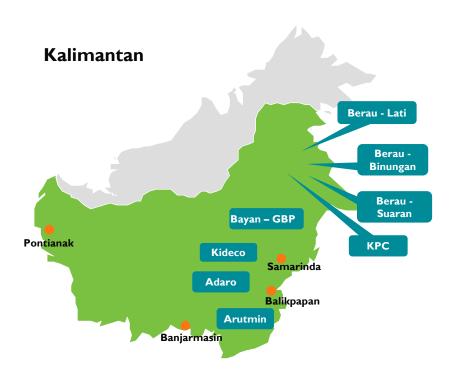
- Focus People on Performance with clear & transparent KPI that linked directly with their reward (annual bonus and share grant).
- Institutionalize operational excellence behavior through Welfare, Training and Development Program
- Deliver a strong Leadership Culture (B'One) that drives company performance and employee well being

5. Customer Relationship Management

- Build strong Performance-based Customer Relationship based on strong operational performance above and optimal value proposition.
- Deliver optimal Value for Money to capture new customers and expand relationship with existing customers.
- Review and monitor every Contracts to assure long-term mutually beneficial partnership.

BUMA's Existing Contracts





No	Customers	Period
ı	Adaro (Tutupan) (ext in Progress)	2009-2013
2	Adaro – Coal Hauling (ext in Progress)	2009-2013
3	Kideco (Extension)	2004-2019
4	Berau Coal (Lati)	2012-2017
5	Berau Coal (Suaran)	2003-2018
7	Berau Coal (Binungan)	2003-2018
8	Bayan - GBP	2007-2017
9	KPC (Bengalon)	2011-2016

Contract Underwriting Criteria

Coal Marketability

- Coal Quality must meet minimum requirements

Customer Requirements

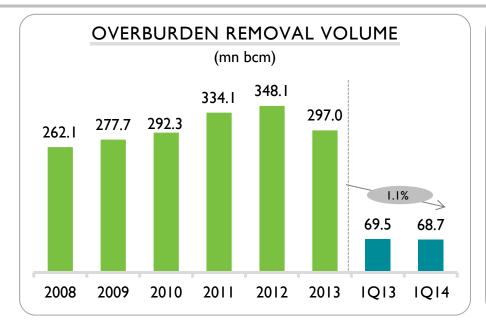
- Shareholder reliability / sufficient risk mitigates
- Significant reserves
- Low operating costs

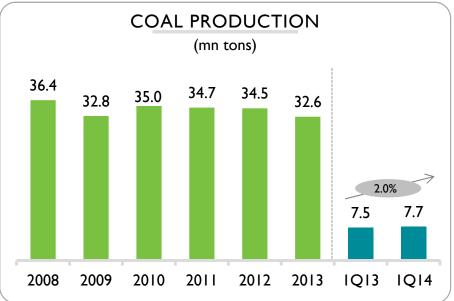
Profitability of Contract

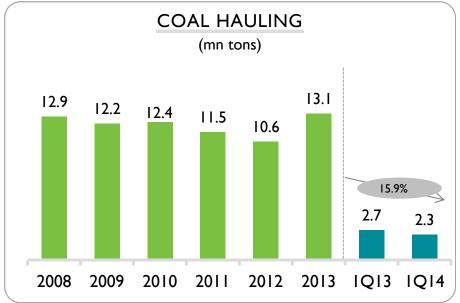
- Specified minimum return
- Contract duration

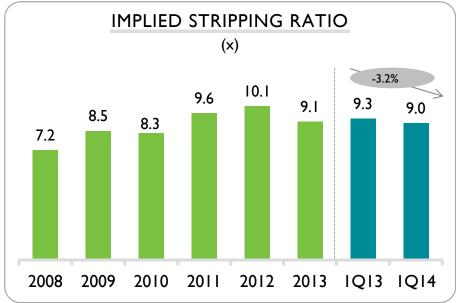
Production Track Record





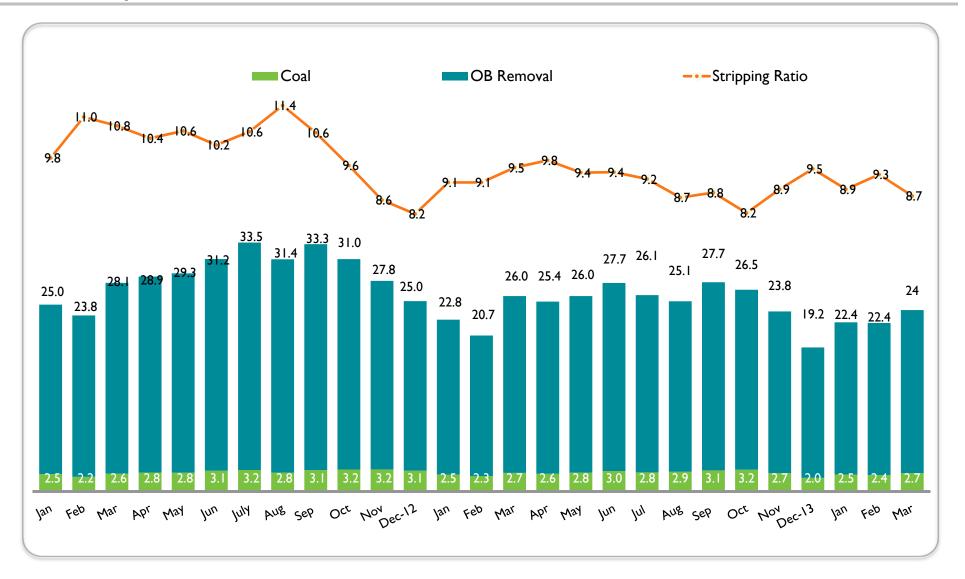






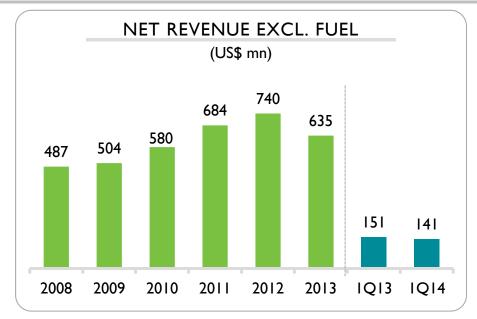
Monthly Production Trend

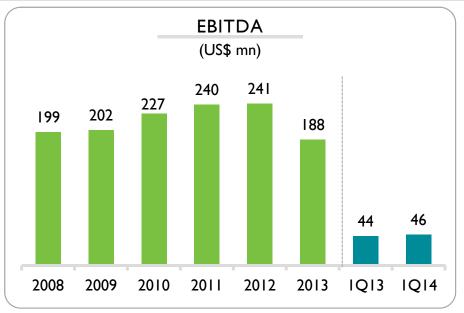


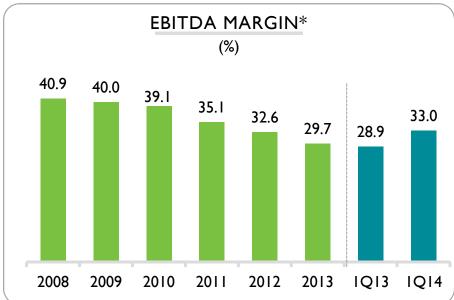


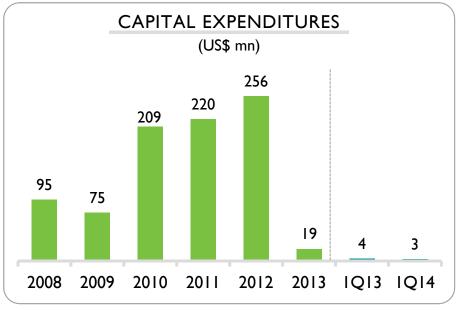
BUMA's Financial Highlights











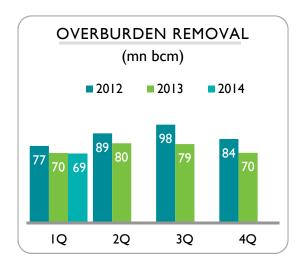
^{*} EBITDA to net revenue excl. fuel

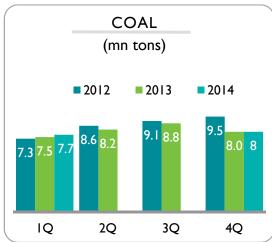


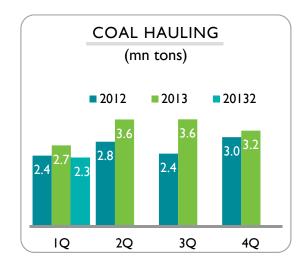
IQ 2014 Financial Results

Interim Production Results









- During IQ 2014, OB removal production remained relatively flat on a YoY and QoQ basis at 68.7mn bcm and coal production slightly increased by 2% YoY (-3% QoQ) to 7.7mn tons, translating into a strip ratio of 9.0x in IQ 2014 vs. 9.3x in IQ 2013.
- BUMA's top four customers (Berau Coal, Kideco, Adaro and Bayan Group) contributed 85% to overburden and coal production in IQ 2014 2013 vs. 80% in IQ 2013.

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Delta / BUMA – Key Financial Highlights (I)



BUMA Key Highlights:

- Net revenue (excl. fuel) declined by 7% YoY to US\$147 million in IQ 2014 on lower volume.
- In response to challenging industry and business environment, the management remained focus
 on cash flow generation to enhance the Company's financial position.
- Strict discipline in cost management, capital allocation and receivables collection as well as improvement in operational efficiency continued to be implemented.
- Despite a 7% decline in net revenue excluding fuel, EBITDA margins expanded from 28.5% in IQ 2013 to 32.8% in IQ 2014.
- Total debt was reduced to US\$812mn as at the end of March 2014 following a total of US\$77mn principal repayment to banks and lease providers.

Delta Key Highlights:

- Delta IQ 2014 consolidated EBITDA was at US\$46 million
- ◆ Total consolidated net debt as of the end of IQ 2014 was US\$668 million
- We posted a net profit of US\$12 million in 1Q 2014

BUMA – Key Financial Highlights (2)



BUMA's Statements of Financial Position			
In US\$ mn	Dec-13	Mar-14	YTD
Cash	168	95	-43%
Trade receivable	145	133	-8%
Other current assets	61	91	48%
Receivables related party	262	265	1%
Fixed assets - net	485	459	-5%
Other non-current assets	141	142	1%
TOTAL ASSETS	1,262	1,185	-6%
ST Loan	50	-	-100%
Trade payable	66	47	-28%
LT debt - current	144	155	8%
Derivative liabilities-current	11	11	0%
Other current liabilities	29	31	6%
LT debt	684	647	-5%
Derivative liabilities	10	8	-22%
Other non-current liabilities	15	18	18%
TOTAL LIABILITIES	1,010	917	-9%
TOTAL EQUITY	253	268	6%

RUIN	ο'ΔΝ	Statem	nents of	Cash	Flow
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In US\$ mn	3M13	3M14
Net CF from Operating Activities	37	4
Net CF from Investing Activities	(3)	(1)
Net CF from Financing Activities	(23)	(77)
Net change in cash	11	(73)
Beginning balance cash	4	168
Ending balance cash	15	95

BUMA's Statements of Comprehensive Income			
In US\$ mn	1Q13	1Q14	YoY
Net revenue	170	147	-14%
Revenue excl. fuel	151	141	- 7 %
Cost of revenue	151	116	-23%
Gross profit	19	31	62%
Operating expenses	9	11	32%
Operating profit	11	20	85%
EBITDA	44	46	6%
Interest expense	(12)	(10)	-15%
Foreign exchange income			
(loss)	(1)	7	893%
Derivative losses	(3)	(3)	3%
Others	4	4	-9%
Other charges - net	(11)	(2)	-84%
Pretax profit (loss)	(0)	18	n.m
Tax expense	0	5	n.m
Net profit (loss)	(1)	13	n.m
Hedging reserve - net of tax			
effect	2	2	-17%
Total comprehensive income	1	15	n.m

BUMA's Financial Ratio In US\$ mn 1Q13 1Q14 Gross margin 12.9% 22.2% Operating margin 7.2% 14.2% EBITDA margin 28.9% 33.0%

-0.3%

-0.5%

Pretax margin

Net margin

13.0%

9.5%

Delta – Key Financial Highlights (3)



Delta's Consolidated Statement of Financial Position

Dec-13	Mar-14	YTD
215	144	-33%
145	133	-8%
62	91	48%
488	462	-5%
172	173	1%
1,082	1,003	-7%
50	-	-100%
66	47	-28%
144	155	8%
11	11	0%
29	31	7%
684	647	-5%
10	8	-22%
19	22	14%
1,013	921	-9%
68	82	20%
	145 62 488 172 1,082 50 66 144 11 29 684 10 19	145 133 62 91 488 462 172 173 1,082 1,003 50 - 66 47 144 155 11 11 29 31 684 647 10 8 19 22 1,013 921

Delta's Consolidated Statements of Cash Flow

In US\$ mn	1Q13	1Q14
Net CF from Operating Activities	37	6
Net CF from Investing Activities	(3)	(1)
Net CF from Financing Activities	(23)	(77)
Net change in cash & cash equivalents	11	(72)
Beginning balance cash & cash equivalents	57	215
Ending balance cash & cash equivalents	68	144

Delta's Consolidated Statements of Comprehensive Income

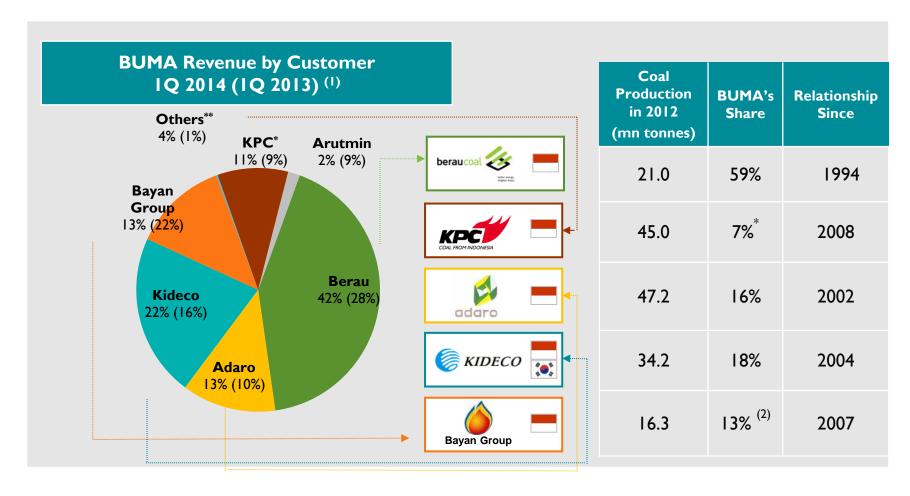
Revenue excl. fuel 151 141 -7% Cost of revenue 151 116 -23% Gross profit 19 31 62% Operating expenses 9 11 32% Operating profit 11 20 85% EBITDA 44 46 6% Interest expense (12) (10) -15% Foreign exchange income (1) 7 893% Derivative losses (3) (3) 3% Others 4 4 -9% Other charges - net (11) (2) -84% Pretax profit (loss) (0) 18 n.m Net profit (loss) (1) 13 n.m Hedging reserve - net of tax effect 2 2 -17%	•	ileonne		
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	Hedging reserve - net of tax			
Total comprehensive income 1 15 <i>n.m.</i>	effect	2	2	-17%
	Total comprehensive income	1	15	n.m

Delta's Financial Ratio

	1Q13	1Q14
Gross margin	12.4%	21.8%
Operating margin	6.3%	13.6%
EBITDA margin	28.5%	32.8%
Pretax margin	-1.9%	12.0%
Net margin	-2.2%	8.4%

BUMA: High Quality and Diversified Customers





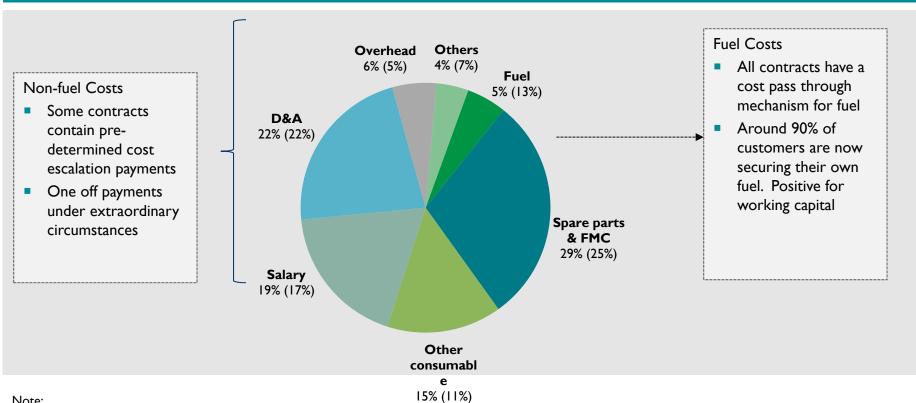
Gross Revenue, based on USD Coal mining at PIK only Include DEWA

Source: BUMA, Companies websites

Cost Structure



BUMA's Cost Structure for IQ 2014 (IQ 2013)



Note:

Other consumable: tires, blasting, drilling and oil

- Salary includes labor supply
- Others: mobilization, rental, subcontractor and travelling expenses

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Appendix

BUMA's US\$ 800MM 2011 Bank Facility



- Facility Size: US\$800MM (US\$750MM term and US\$50MM revolver)
- Tenor: 7 year term (5 year average life) and 3 year revolver
- Pricing: 3M LIBOR + 3.75% stepping down to 3.25% over time based on BUMA's debt to EBITDA ratio (0.25% extra margin for WHT neutral lenders)
- Use of proceeds:
 - Refinancing US\$585MM of existing 2010 SMBC syndicated facility
 - Repay existing bi-lateral bank facilities
 - Finance BUMA's capital expenditure of approx. US\$ 80-90MM
- Rationale: platform to support medium to long term growth of BUMA
 - Extend tenor, with average life increasing from 2.6 years (with cash sweep) to 5.0 years
 - Remove restrictive covenants from LBO transaction in 2009
 - Reduce pricing
 - Restructure security and covenants to allow future capex and debt
 - Remove preferential treatment for specific lenders
- Lenders: a club of 10 banks (both International and Local banks)
- Facility signed on 13 May 2011

BUMA Financing Transformation 2009–2011



Key Milestones

Leverage Buyout Financing — November 2009

- US\$600MM total financing
- Sources
 - US\$285MM Four Year Syndicated Loan
 - US\$315MM 144A / Reg S High Yield Bond due 2014
- Uses
 - US\$260MM leverage recap of BUMA balance sheet
 - US\$310MM refinancing of existing debt
 - US\$30MM of fees and general corporate purposes
- Syndicated Loan / High Yield Bond were structured with a security sharing deed, making them fully pari-passu
- Cash and Account Management Agreement ("CAMA") structure in place for lenders to control cash – Debt service is first ranking
- Typical tight LBO covenants, preferential to Senior Lenders

Bond/Bank Refinancing Call — December 2010

- US\$600MM single-tranche five year bank loan raised to take out 2009 bank loan and high yield bond
- US\$315MM Tender Offer, Consent Solicitation and Tax Call due to changes in WHT regime
- Tender and Consent were priced at 106%.
 Positively received by bondholders, 97%
 participation. 3% were redeemed through tax call
- Structure was substantially similar (tight covenants, CAMA) but with substantially cheaper rates
- Deal was completed prior to shareholder changes

Shareholder Change — December 2010

- In December 2010, a consortium consisting of TPG Capital ("TPG"), Government of Singapore Investment Corporation ("GIC") and China Investment Corporation ("CIC"), collectively acquired non-voting interests in NTP, the Northstar-led entity that owns 40% of Delta
 - TPG is a leading private equity firm based in the U.S.
 - GIC manages the Singapore government's longterm foreign reserves
 - CIC manages China's sovereign wealth fund

LBO Structure

Nov 2009

Dec 2010

Apr 2011

May 2011

Corporate Borrower

Interest Rate Swap — March / April 2011

- US\$500MM Vanilla Interest-Rate Swap
- Interest-rate risk mitigant
- Together with the May 2011 refinancing fixed rate pricing dropped from 14.7% on 2009 high yield bonds to 6.33% for the swapped loan, including all WHT charges
- Underlying cash flows match the loan achieves 'hedge' accounting

US\$800MM Corporate Loan — May 2011

- US\$800MM refinancing, capex line and revolver
 - Conversion of LBO debt structure to 'corporate loan' structure
- Removal of all materially restrictive covenants (cash sweep, limits on indebtedness, restrictive financial covenants, etc.)
- Tenor extension, double average life
- Reduce balance sheet (funding) risk and interest expense

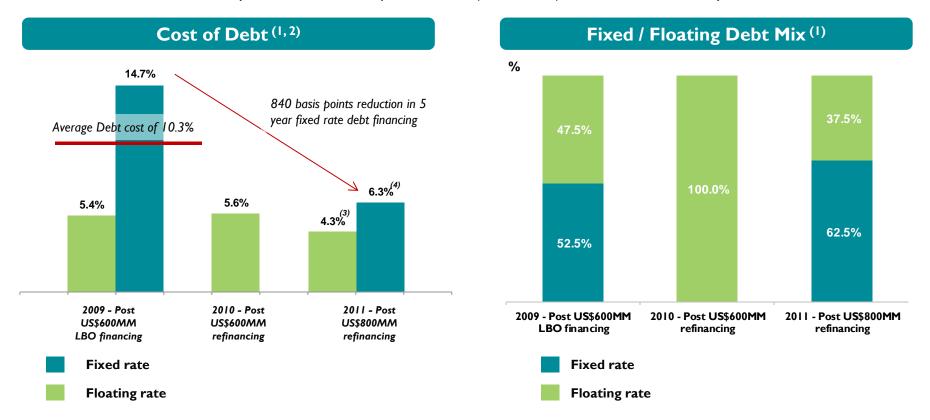
Capex Lines Going Forward

- Approx. US\$80 90MM available for capex under the 2011 Bank Facility
- Substantial committed capex financing available from vendor finance providers for future growth

Cost of Debt and Fixed vs Floating Composition



- BUMA has been able to lower its cost of debt through successful refinancings
 - 2009 Facility and High Yield Bond had a blended interest expense of 10.3% (includes WHT)
 - 2010 Facility had an interest expense of 5.6% (includes WHT)
 - 2011 Facility has an interest expense of 4.3% (includes WHT)
- BUMA has also entered into a 5-year interest rate swap to fix 62.5% (US\$500MM) of its US\$800MM facility

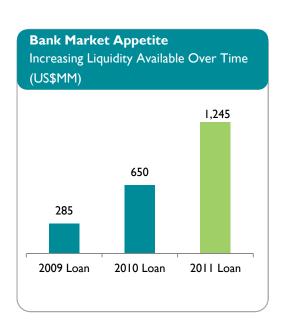


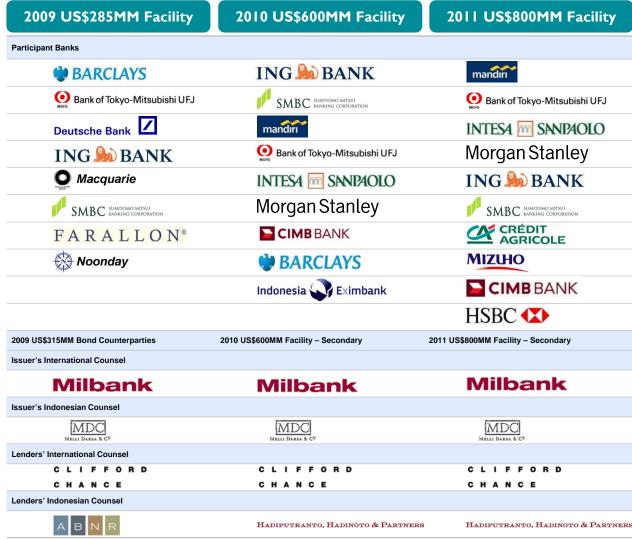
- (1) Only includes debt related to LBO and refinancing; excludes vendor financing and capex financing facilities; includes withholding taxes
- (2) All financing assumes 3M LIBOR rate of 0.4%
- (3) Assumes mid margin rate for US\$ 800mn Facility of 3.5%
- (4) Fixed rate (inclusive of hedging cost) based on interest rate swaps





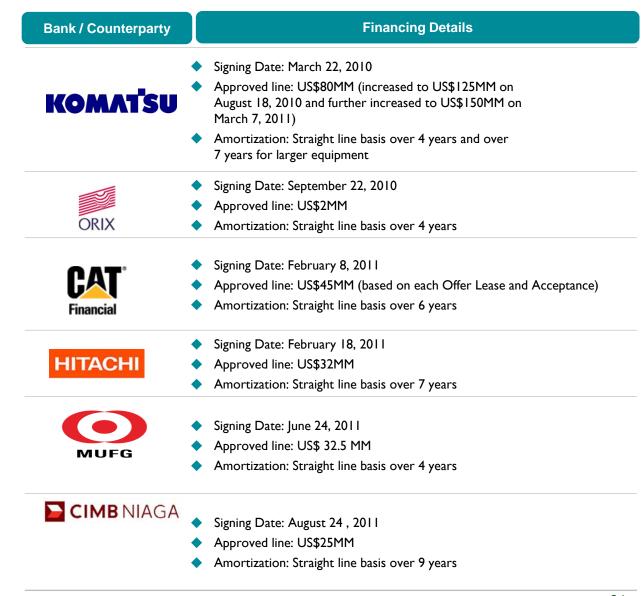
- The Company continues to expand its banking relationships
- Strong demand for the recent US\$800MM facility
- Looking to further enhance its access to liquidity and credit markets by tapping export credit agencies

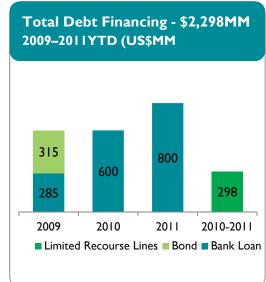




Counterparties in Bi-Lateral Capex Facility



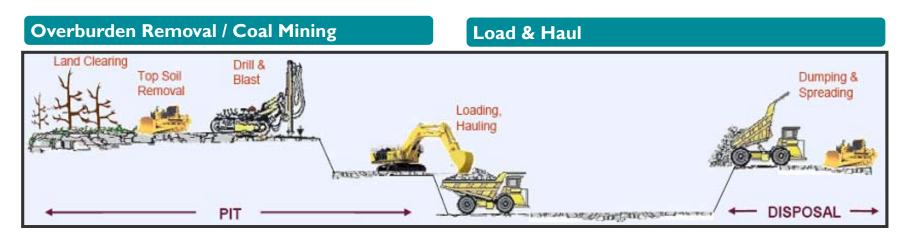




Coal Mining Contracting



- Coal mining contractors provide overburden removal, coal mining and coal transportation services
 - The contractors hire their own labor force and own and operate fleets of heavy equipment such as bulldozers, excavators, cranes, drilling machines, prime movers and dump trucks
- Contractors are responsible for the planning and scheduling of mining operations within parameters set by the mine owners
 - The mine owners advise contractors, in advance on a yearly basis, of the required coal and overburden production volumes according to the overall mine plan. The contractors then perform short-to-medium term planning and scheduling of mining operations
- Coal mining contractors play a critical role in the Indonesian coal industry, producing ~90% of coal output
- BUMA is the second largest mining contractor in Indonesia with scale advantages



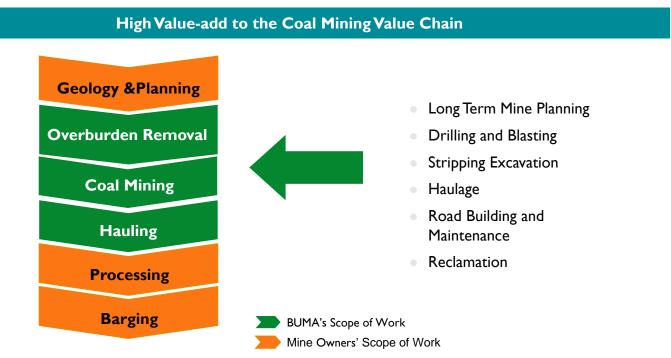
Overview of BUMA





PT Bukit Makmur Mandiri Utama

- BUMA provides open-cut mining services to the largest coal producers in the country
 - Its customers include key coal producers, such as Adaro, Arutmin, Bayan Group, Berau, Kideco and KPC
 - Its operations are located in Central, East and South Kalimantan
 - It operates under long-term mining contracts with coal mine owners for periods ranging from 3 to 10 years
- BUMA has more than 12,000 employees and operates more than 3,000 units of heavy equipment



Source: BUMA Company Data 23

Favorable Industry Dynamics



High Barriers to Entry

- Proven track record and strong reputation
- Term contracts
- High capital investment
- Strong ties with local communities

High Cost of Contractor Switching

- Long transition downtime
- High opportunity cost
- Loss of mine site knowledge

Unique Positioning

Strong Coal Demand



Lack of Well Capitalized, **Reputable and Technically Proficient Contractors**

New Contracts from Existing and New Customers

Rising Coal

Prices

Falling Coal **Prices**

Increase in Coal Price

- Mine owners may accelerate production to capitalize on high prices, subject to fleet constraints
- Marginal coal deposits become profitable

Indonesia as Lowest Marginal Cost Producer, Formula-Based Pricing and Term Contracts

- Continued strong coal demand
- Fixed coal volumes as specified in the long-term sales contracts
- Less impacted than other coal producing countries due to cost competitiveness

BUMA Organization Structure

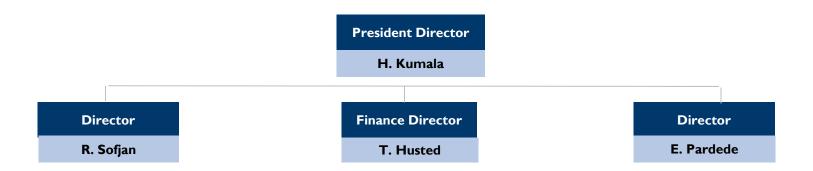




Management Background			
Name	Short CV Description		
Ronald Sutardja	Has been professionally associated with Northstar since 2010. During that time he held a Director position at PT Trikomsel Oke Tbk. Previous senior management experience includes positions with Infineum Singapore PTE LTD, Michelin Malaysia and Singapore. He started his professional career as a consultant at Booz, Allen & Hamilton.		
Sujoko Martin	Has 18+ years in the field of accounting in various companies within Astra Group. His last position was as PT Bina Pertiwi, a subsidiary of PT United Tractors Tbk, as a Finance and Accounting Director. He joined BUMA in October 2010 as Finance and Accounting Director		
Thomas Husted	Has served as a Delta Dunia Director since 2009 and as one of BUMA's Commissioners (2010-2012). Appointed as BUMA's Business Development Director in January 2013. Founded Pacific Ocean Capital, an investment firm based in Singapore in 2008). From 2004 to 2007, he was the Head of Corporate Finance at PT Bank Danamon Indonesia. He joined Citigroup in 1999 and held various positions within the Corporate and Investment Bank in Indonesia, Saudi Arabia and Hong Kong.		
Joseph Hurst	Has 24+ years of experience in mining and heavy equipment with various companies in Australia and Indonesia, including Leighton Contractors Indonesia, Thiess Contractors (Australia and Indonesia) and Roche Bros. & Roche Mining (Australia). Prior to joining BUMA in July 2010, he was the Plant Manager at Leighton Contractor Indonesia.		
Indra Kanoena	Appointed as Director at BUMA in January 2013. Has 18+ years of experience on various positions in Human Resources areas. Prior to joining BUMA, he was working at PT HM Sampoerna Tbk. as Head of Organization and Management Strategy and from 2007-2012 at PT Freeport Indonesia as VP of Human Resources. Spent 10 years at PT INCO on various leadership positions.		
Sorimuda Pulungan	Has 17+ years of experience in mining industry (gold/nickel/coal). Spent 9+ years at PT INCO Tbk. where his last position was General Manager Mine Engineering. He joined BUMA in January 2012		

Delta Organization Structure





Management Background			
Name	Short CV Description		
Hagianto Kumala	Has served as the President Director of Delta since December 2009 and as President Director ad Interim of BUMA since June 2012. He served in various senior roles in the Astra Group, including President Director of UT from 1999 to 2007.		
Thomas Husted	See BUMA Organization Structure Slide		
Rani Sofjan	Has served as a Delta Dunia Director since 2009. She previously served as an Executive Director of PT Northstar Pacific Capital. From 2003 to 2008 she was the Head of Research at Mandiri Sekuritas and from 1999 to 2003 she was a Senior Analyst at PT Bahana Securities. She began her career as an Equity Analyst with Deutsche Morgan Grenfell Asia in 1994. She holds a Bachelor of Science in Finance from Oklahoma State University, USA.		
Errinto Pardede	Joined Delta Dunia as a Director in June 2013. He previously served as Corporate Investor Relations of PT ABM Investama (Trakindo Utama Group) from 2011-2013. Prior to that, he was the Department Head of Investor Communication at PT Bank Mandiri (Persero) Tbk 2005-2011, a Senior Manager at IBRA/BPPN in 2002 and . He began his career in accounting and purchasing at Freeport McMoran in 1994. He holds a Bachelor Degree and MBA from Northeastern University, USA		



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