

30 October 2014

Share Price Data (as of 30 October 2014)

Ticker @IDX	DOID
Last Price (Rp)	218
Outstanding Shares (mn)	8,245
Market Capitalization (Rp bn)	1,797
Market Capitalization (USD mn) ¹	148

¹ based on Rp12,165/USD exchange rate

Shareholder Structure

Northstar Tambang Persada Ltd	40%
Public	60%

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Jakarta – PT Delta Dunia Makmur Tbk. (“**DOID**” or the “**Company**”) is pleased to present its 9M 2014 newsletter with consolidated financial and operating results that include its primary and wholly-owned subsidiary, PT Bukit Makmur Mandiri Utama (“**BUMA**”).

The Company recorded a **net profit of US\$17mn** in 9M 2014, which translates into earnings per share of **Rp 24** compared to a net loss of US\$13mn in 9M 2013. Despite prolonged weakness in coal market, the Company is able to generate ten consecutive quarters of positive free cash flows and deleveraged its balance sheets.

PERFORMANCE HIGHLIGHTS			
<i>(in US\$M unless otherwise stated)</i>			
Profitability	9M 14	9M 13	YoY
EBITDA	140	150	-7%
EBITDA Margin	31.9%	30.7%	n.m
Operating Profit	60	56	7%
Operating Margin	13.6%	11.4%	n.m
Net Profit	17	(13)	n.m
EPS (in Rp)	Rp 24	Rp (16)	n.m
Cash Flows	9M 14	9M 13	YoY
Cash Capex	10	17	-43%
Free Cash Flows	137	210 ¹⁾	-35%
Financial Position	Sep-14	Dec-13	YoY
Cash Position	155	215	-28%
Net Debt	585	674	-13%

¹⁾ FCF in 2013 was exceptionally high as BUMA successfully collected its long-outstanding receivables

9M 2014 CONSOLIDATED FINANCIAL HIGHLIGHTS

- ◆ EBITDA reached US\$140mn in 9M 2014, translating into an EBITDA margin of 31.9% vs. 30.7% in 9M 2013. The improvement in EBITDA margin is attributed to cost efficiencies, improved productivity and better customer mix.
- ◆ The Company also generated significant free cash flows resulting from strict discipline in capex spending and better working capital management.
- ◆ Capital structure improved further with net debt declining to US\$585mn as the Company utilized its strong free cash flows to repay US\$149mn of loan principals.
- ◆ BUMA amended its loan facilities in August 2014, providing extended maturity, longer average life, back-ended amortization schedule with prepayment opportunity from excess cash, and more flexible covenants. The new terms allow BUMA to focus on its operations and selectively pursue growth opportunities while maintaining debt sustainability in the challenging coal market. See “Facilities Amendments”.

9M 2014 OPERATIONAL HIGHLIGHTS

- ◆ During 9M 2014, overburden removal production was at 210mn bcm while coal production was at 23mn tons. The aggregate production volume declined by 7% YoY in 9M 2014 as several contracts were not extended for commercial reasons. However, overall production volume within the existing customers increased by 7% YoY. The Company is on track to achieve its 2014 target.
- ◆ BUMA signed a contract amendment with Berau Coal in September 2014 and a new contract with MUTU of Indika Group in June 2014. See “Contract Updates.”

Exhibit 1: Quarterly Production

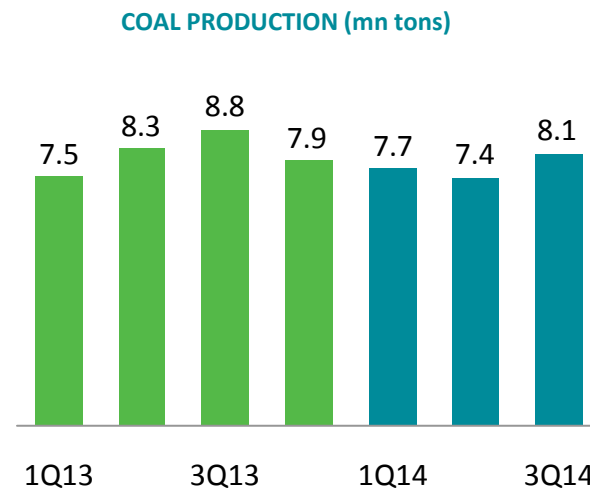
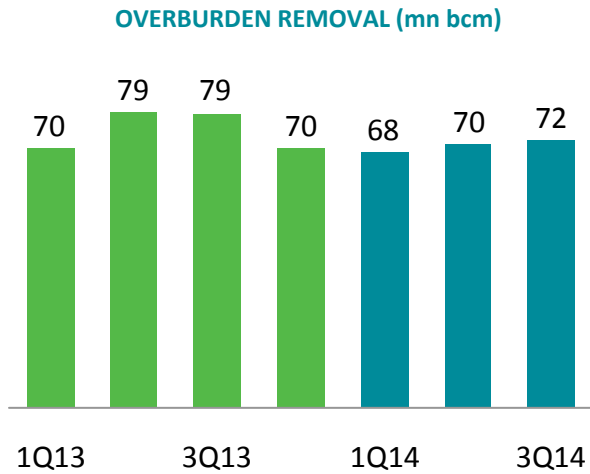


Exhibit 2: Existing Customers Production

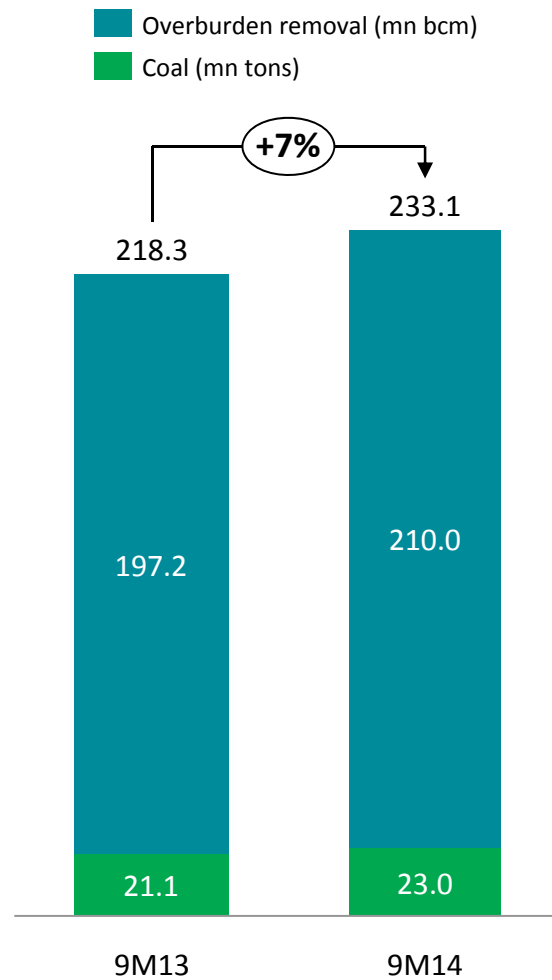
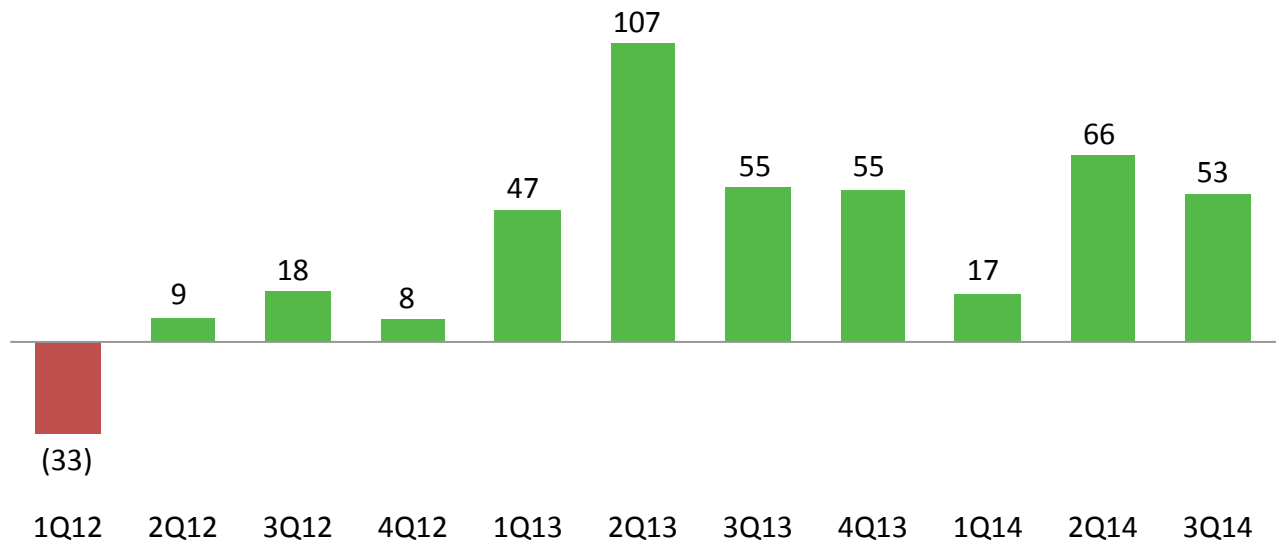


Exhibit 3: Consolidated Free Cash Flows



**) FCF in Q2 2013 was exceptionally high as BUMA successfully collected its long-outstanding receivables*

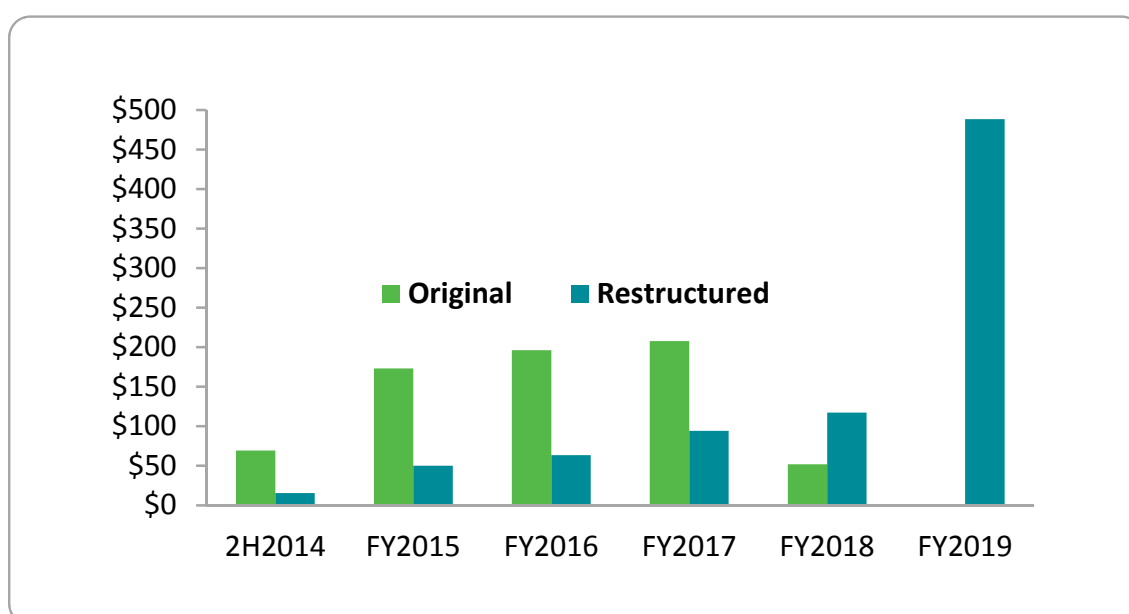
ADDITIONAL UPDATES

FACILITIES AMENDMENTS

- ◆ BUMA signed an amendment and restatement agreement to its US\$800mn Syndicated Loan Facility (“**Syndicate Facility**”) and an amendment agreement to its US\$25mn PT CIMB Niaga Tbk Credit Agreement (“**CIMB Niaga Facility**”) (together the “**Facilities**”).
- ◆ The new terms provide extended maturity with longer average life, back-ended amortization schedule with prepayment opportunity as BUMA incurs excess cash and more flexible covenants.
- ◆ BUMA restructured the terms of the Facilities to enhance its debt arrangement sustainability, operational funding, ability to pursue growth opportunities, and volatility absorption.

Exhibit 5: Debt Payment Profile

ORIGINAL VS RESTRUCTURED



CONTRACT UPDATES

- ◆ In June 2014, BUMA signed new contracts with PT Multi Tambangjaya Utama, a subsidiary of Indika Energy, for site infrastructure preparation, overburden removal and equipment rental. The projects are located in Central Kalimantan.
- ◆ In September 2014, BUMA signed a contract amendment with PT Berau Coal (“**Berau**”) for overburden removal, coal hauling, and equipment rental in the area of Lati and Binungan. The contract volume on average will increase by 26% per annum from BUMA’s current production at Berau, totaling 647mn bcm of overburden and 67.9mn tons of coal for the next 5 years.
- ◆ Both contracts provide BUMA with higher volume and more sustainable profitability.

**DOID'S CONSOLIDATED STATEMENTS
OF COMPREHENSIVE INCOME**

<i>In US\$ mn (unless otherwise stated)</i>	9M 14	9M 13	YoY
Net revenues	459	541	-15%
Revenue excl. fuel	438	489	-10%
Cost of revenues	368	452	-19%
Gross profit	91	88	4%
Operating expenses	32	32	-2%
Operating income	60	56	7%
EBITDA	140	150	-7%
Interest expense	(30)	(34)	-12%
Others	(3)	(35)	-91%
Other charges - net	(33)	(69)	-52%
Pretax profit (loss)	27	(13)	n.m.
Tax expense	10	0	n.m.
Net profit (loss)	17	(13)	n.m.
Translation adjustment	0	0	n.m.
Hedging reserves – net of tax effect	6	6	13%
Total comprehensive income	22	(7)	n.m.

EPS (in Rp) ¹	Rp 24	Rp (16)	n.m.
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¹ Reported EPS are translated into Rp using 9-month average exchange rate of Rp11,748 and 10,045 for 9M14 and 9M13, respectively.

**DOID'S CONSOLIDATED STATEMENTS
OF FINANCIAL POSITIONS**

<i>In USD mn (unless otherwise stated)</i>	Sep-14	Dec-13	YTD
Cash and cash equivalent	155	215	-28%
Trade receivable - current	132	145	-9%
Other current assets	96	62	55%
Trade receivable – non-current	1	-	n.m.
Fixed assets - net	416	488	-15%
Other non-current assets	135	172	-21%
TOTAL ASSETS	935	1,082	-14%
ST loan	-	50	n.m.
Trade payable	61	66	-7%
LT debt - current	50	144	-65%
Derivative liabilities-current	11	11	1%
Other current liabilities	25	29	-15%
LT debt - non current	640	684	-6%
Derivative liabilities	3	10	-71%
Other non-current liabilities	55	19	187%
TOTAL LIABILITIES	844	1,013	-17%
TOTAL EQUITY	91	68	34%

DOID'S FINANCIAL RATIOS ⁽¹⁾

	9M 14	9M 13
Gross margin	20.9%	18.0%
Operating margin	13.6%	11.4%
EBITDA margin	31.9%	30.7%
Pretax margin	6.0%	-2.7%
Net margin	3.8%	-2.7%

(1) margins are based on net revenue excluding fuel

DOID'S CONSOLIDATED STATEMENTS OF CASH FLOWS

<i>In US\$ mn (unless otherwise stated)</i>	9M 14	9M 13
Net CF from Operating Activities	89	179
Net CF from Investing Activities	(1)	(10)
Net CF from Financing Activities	(149)	(27)
Net change in cash & cash equivalents	(60)	143
Beginning balance cash & cash equivalents	215	57
Ending balance cash & cash equivalents	155	200

BUMA'S STATEMENTS OF COMPREHENSIVE INCOME

<i>In US\$ mn (unless otherwise stated)</i>	9M 14	9M 13	YoY
Net revenue	459	541	-15%
Revenue excl. fuel	438	489	-10%
Cost of revenue	366	451	-19%
Gross profit	93	90	4%
Operating expenses	30	31	-2%
Operating profit	63	59	7%
EBITDA	141	151	-7%
Interest expense	(30)	(34)	-12%
Others	2	(23)	-110%
Other charges - net	(28)	(58)	-52%
Pretax profit	35	1	2610%
Tax expense	10	1	681%
Net profit	26	0	n.m.
Hedging reserve - net of tax effect	6	6	-13%
Total comprehensive income	31	6	388%

BUMA'S STATEMENTS OF FINANCIAL POSITIONS

<i>In USD mn (unless otherwise stated)</i>	Sep-14	Dec-13	YTD
Cash	133	168	-21%
Trade receivable - current	132	145	-9%
Other current assets	96	61	56%
Trade receivable - non current	1	-	n.m.
Receivables related party	239	262	-9%
Fixed assets - net	415	485	-15%
Other non-current assets	109	141	-22%
TOTAL ASSETS	1,125	1,262	-11%
ST Loan	-	50	n.m.
Trade payable	61	66	-7%
LT debt - current	50	144	-65%
Derivative liabilities-current	11	11	1%
Other current liabilities	25	29	-14%
LT debt	640	684	-6%
Derivative liabilities	3	10	-71%
Other non-current liabilities	51	15	235%
TOTAL LIABILITIES	841	1,010	-17%
TOTAL EQUITY	284	253	12%

BUMA'S STATEMENTS OF CASH FLOWS

<i>In US\$ mn (unless otherwise stated)</i>	9M 14	9M 13
Net CF from Operating Activities	89	183
Net CF from Investing Activities	(6)	(10)
Net CF from Financing Activities	(119)	(26)
Net change in cash	(35)	148
Beginning balance cash	168	4
Ending balance cash	133	152