PT Delta Dunia Makmur Tbk.

First Quarter 2018 Results

May 2018

Investment highlights

All key factors in place for stakeholders' value creation

- Currently undervalued with gaps against its peers

- Coal price expected to sustain and stable at above US$80/ton

- Solid, experienced management team from various relevant background, with long-term tenure at the Company

- Growing volume with operational excellence leading to growing profitability

- US$7 billion contracts, securing volume for the long-term

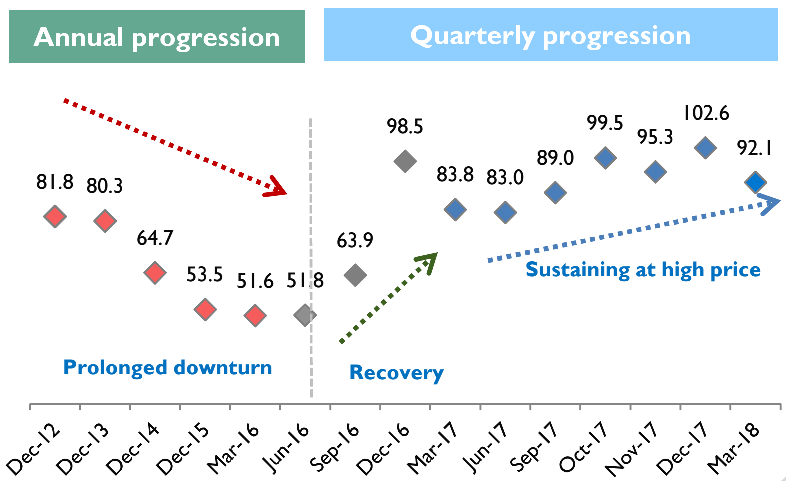
- Strong cash flow generation from growing EBITDA
- FCF after debt service 6-10% of market cap

- Investment for growth, supported by strategic partnerships with key vendors

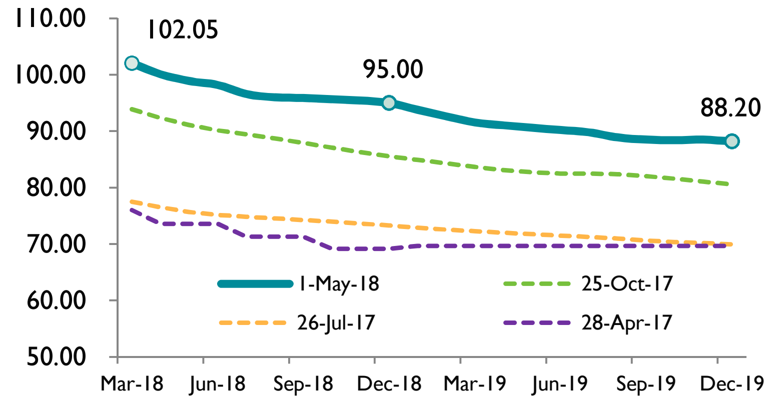
- Healthy debt level with sustainable structure, allowing room in the balance sheet to support further growth

Industry update

Newcastle coal price (US$)

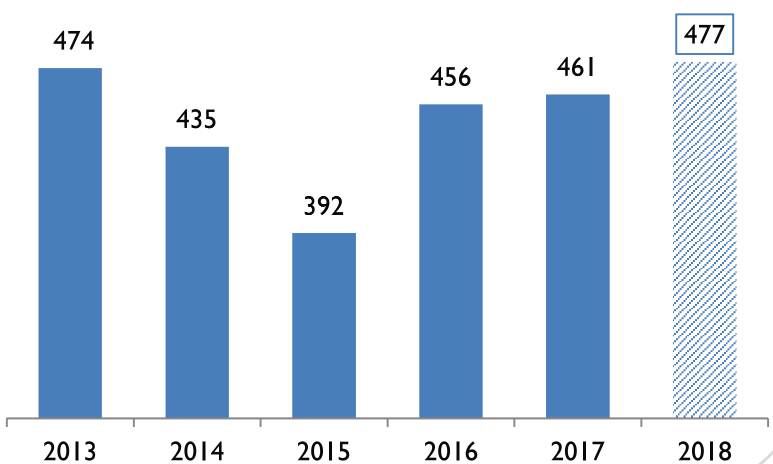


Coal futures

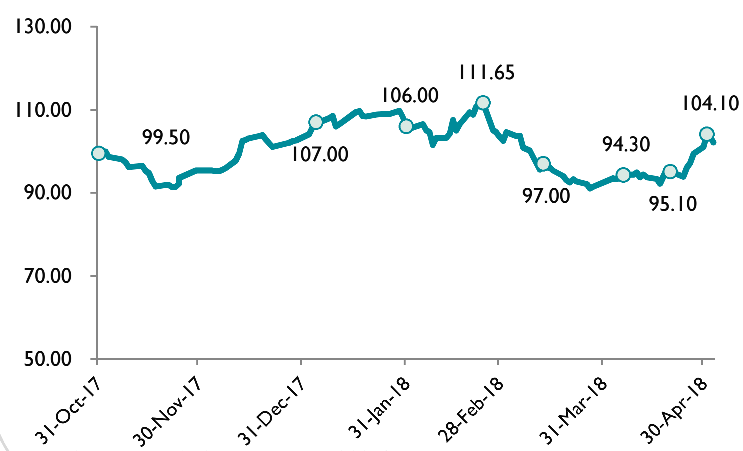


Source: www.barchart.com ICE Newcastle futures

Indonesia Coal Production (MT)



Coal price trend in last six months



Source: Platts' FOB Newcastle 6,300 GAR

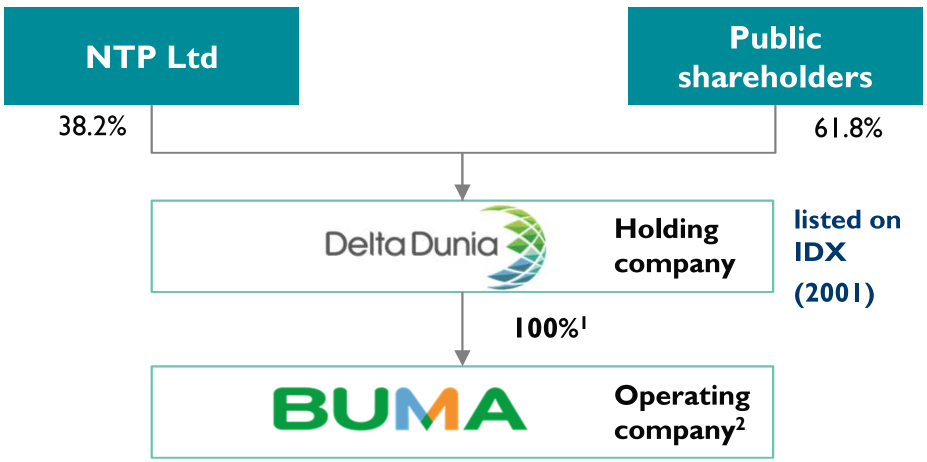
Market recovery

- Market confidence has improved over sustainability of coal price in 2017 running over to 2018 -2019
- Having coal price remained sustainably high over a lengthy period of time brought overall volume growth in Indonesia particularly from increased strip ratio
- China's supply control will continue to sustain global coal price

DMO Price Cap

- DMO selling price intended for domestic power plant of US$70 or HBA whichever is lower
- Compliance over DMO rules puts miners eligible for 10% additional production volume
- DMO applies to only 20-25% of BUMA's customers production
- Price cap will not impact BUMA while global coal price continue to sustain at current level

Ownership structure



Financial metrics (US$M)

Financial year	2012	2013	2014	2015	2016	2017	Q1 17	Q1 18
Revenue	843	695	607	566	611	765	181	182
Revenue ex. fuel	*740*	*635*	*583*	*551*	*584*	*727*	*173*	*169*
EBITDA	238	188	186	186	217	281	70	57
% margin[3]	*32.1%*	*29.7%*	*32.0%*	*33.8%*	*37.1%*	*38.6%*	*40.3%*	*34.0%*
Net debt	885	674	633	568	497	488	504	530

Notes:
1. *Full ownership less one share*
2. *All current debt is at BUMA level*
3. *Calculated as EBITDA divided by revenue ex. fuel*

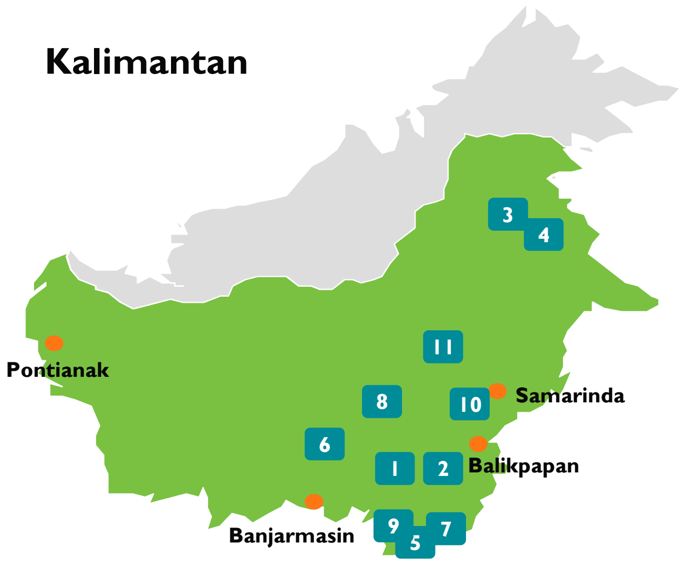
PT Delta Dunia Makmur Tbk.

- Established in 1990, listed in IDX as DOID in 2001.
- TPG, GIC, CIC and Northstar, together as Northstar Tambang Persada Ltd. own 38.2% with remainder owned by public shareholders
- Holding company of PT Bukit Makmur Mandiri Utama ("BUMA"), one of the leading coal mining services contractor in Indonesia
- BUMA, acquired in 2009, is the primary operating of DOID

PT Bukit Makmur Mandiri Utama

- Established in 1998, and wholly owned by PT Delta Dunia Makmur (DOID) since 2009
- Strong #2 mining contractor in Indonesia with c.20% market share
- Customers include largest and lowest cost coal producers in Indonesia and new players with high potential for future growth
- Secured long-term, life of mine contracted volume, with total order book of around US$7.0 billion
- Over 2,500 high quality equipment from Komatsu, Caterpillar, Hitachi, Volvo, Scania and Mercedes
- Over 11,800 employees

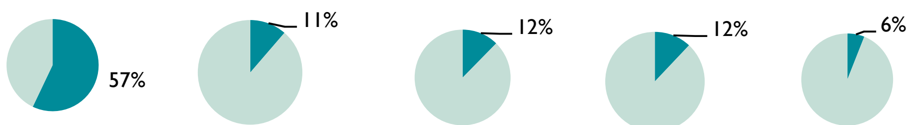
Existing contracts



No	Customers	Period
1	Adaro (Paringin) [1]	2009-2022[1]
2	Kideco	2004-2019
3	Berau Coal (Lati) [1]	2012-2025[1]
4	Berau Coal (Binungan)	2003-2020
5	Sungai Danau Jaya (SDJ) [1]	2015-2023[1]
6	Tadjahan Antang Mineral (TAM) [1]	2015-2024[1]
7	Angsana Jaya Energi (AJE)	2016-2020
8	Pada Idi (PDI)	2017-2027[1]
9	Tanah Bumbu Resources (TBR) [1]	2018-2024[1]
10	Insani Baraperkasa (IBP)	2018-2025
11	Indonesia Pratama (IPR)	2018-2025

BUMA is deeply entrenched with its customers

	berau coal	adaro	KIDECO	GEO ENERGY GROUP SDJ	GEO ENERGY GROUP AJE	TAM Coal Mine
Contribution to BUMA revenue (%) [2]	57%	11%	12%	12%	6%	On Hold
Years of relationship	19 years	15 years	13 years	3 years	2 years	3 years



NEW CUSTOMERS

- petro energy – PDI
- GEO ENERGY GROUP – TBR
- RAIN GROUP – PT. INSANI BARAPERKASA Coal Mining
- PT. BAYAN RESOURCES, Tbk – PT INDONESIA PRATAMA

The contracts

- Long-term contracts
- Secured volume
- Market-linked pricing

1) Life of mine contract
2) Based on FY2017 Revenues

2018 new contracts

Tanah Bumbu Resources

- A subsidiary of Geo Energy, located next to SDJ and AJE, allowing for efficient operations amongst the three concessions.
- Life of mine contract, estimated to run until 2024.
- Estimate total volume 169 million bcm of overburden and 47 million tonnes of coal, with annual volume of 25-30 million bcm of overburden removal and 7-9 million tonnes of coal.
- Estimated value of over US$500 million.
- Production started in Q2 2018.

Angsana Jaya Energi

- An extension contract from originally expiring in 2018 to 2020.
- Estimated total volume of 37 million bcm of overburden removal and 12 million tonnes of coal, with expected annual volume 11-13 million bcm of overburden removal and 3-5 million tonnes of coal.
- Estimated value of over US$143 million.

Insani Baraperkasa

- An 8-year contract until 2025, with potential extensions.
- Estimated total volume of 130 million bcm of overburden removal and 20 million tonnes of coal, with expected annual volume 17-19 million bcm of overburden removal and 2-3 million tonnes of coal.
- Estimated value of over US$340 million.
- Production started immediately after signing.

Indonesia Pratama

- An 8-year contract until 2025 of mining services, including coal hauling.
- Estimated total volume of 287 million bcm of overburden removal and 96 million tonnes of coal, with 95 million tonnes on the coal hauling, with expected annual volume of 38-42 million bcm of overburden removal, and 12-14 million tonnes of coal.
- Estimated value of over US$1 billion.
- Production to start in July 2018.

- Company brought **contract on hand** from US$5.0 billion **to US$7.0 billion** in the first few months of 2018
  - More extension contracts are under discussions
  - There are still potential new contracts under discussions

Key consolidated results – Q1 2018

HIGHLIGHTS OF CONSOLIDATED RESULTS (in US$ mn unless otherwise stated)			
Volume	**Q1 18**	**Q1 17**	**YoY**
OB Removal (mbcm)	79.8	83.2	-4%
Coal (mt)	9.7	10.2	-5%
Profitability	**Q1 18**	**Q1 17**	**YoY**
Revenues	182	181	0%
EBITDA	**57**	**70**	**-18%**
EBITDA Margin [4]	**34.0%**	**40.3%**	**-6.3%**
Operating Profit	26	44	-41%
Operating Margin [4]	15.6%	25.8%	-10.2%
Net Profit	10	24	-56%
Recurring profit	**11**	**21**	**-49%**
EPS (in Rp)	Rp 17	Rp 38	-56%
Cash Flows	**Q1 18**	**Q1 17**	**YoY**
Capital Expenditure [5]	73	20	265%
Operating Cash Flow	51	41	24%
Free Cash Flow [3]	(22)	21	-207%
Balance Sheet	**Mar-17**	**Dec-17**	**Δ**
Cash Position [1]	97	94	3
Net Debt [2]	530	488	42

HIGHLIGHTS OF QUARTERLY RESULTS (in US$ mn unless otherwise stated)					
Volume	**Q1 17**	**Q2 17**	**Q3 17**	**Q4 17**	**Q1 18**
OB Removal (mbcm)	83.2	83.1	91.3	82.6	79.8
Coal (mt)	10.2	9.9	10.5	9.6	9.7
Financials	**Q1 17**	**Q2 17**	**Q3 17**	**Q4 17**	**Q1 18**
Revenues	181	180	198	206	182
EBITDA	70	61	76	74	57
EBITDA Margin [4]	40.3%	35.7%	40.2%	38.2%	34.0%
Operating Profit	44	35	47	45	26
Operating Margin [4]	25.8%	20.4%	25.2%	23.0%	15.6%
Net Profit (Loss)	24	(15)	23	15	10
Cash	**Q1 17**	**Q2 17**	**Q3 17**	**Q4 17**	**Q1 18**
Operating cash flows	41	86	40	95	51
Free cash flows	21	15	15	26	(22)

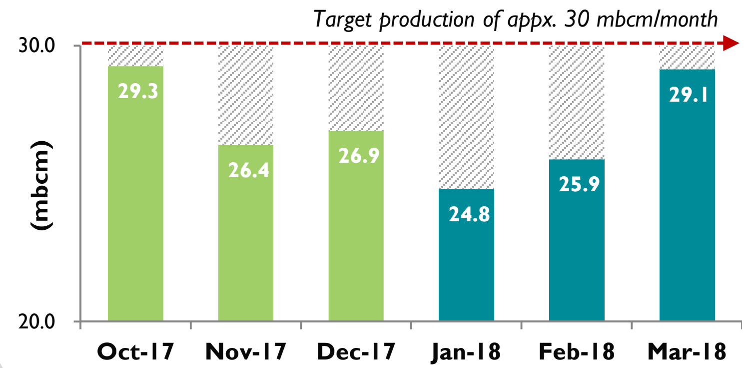
Notes:
1) *Includes restricted cash in bank and current investments.*
2) *Debt includes only the outstanding contractual liabilities.*
3) *Free cash flow is cash flow before debt service, excluding financing proceeds.*
4) *Margins are based on net revenues excluding fuel.*
5) *Capital expenditures as recognized per accounting standards.*

Focused on operating performance and cash flow generation

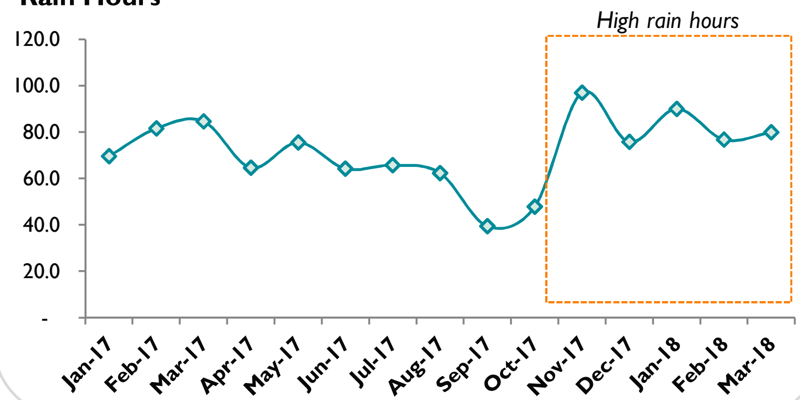
Results discussion

Delta Dunia

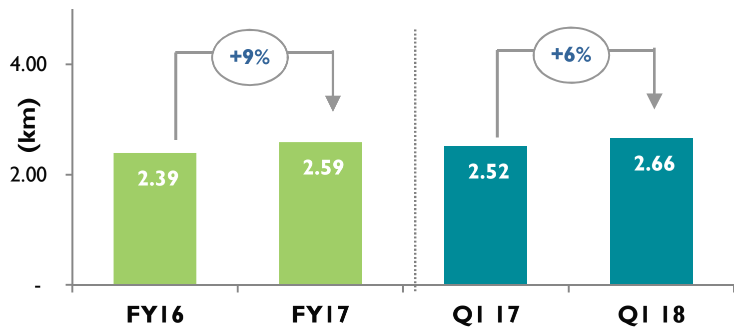
Volume vs. Capacity



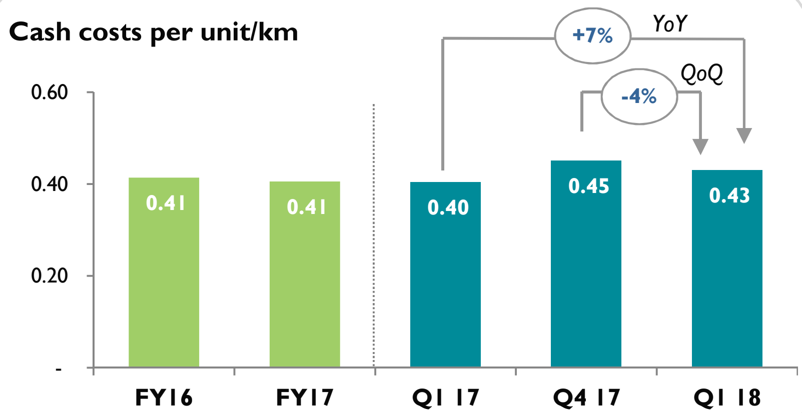
Rain Hours



Distance



Cash costs per unit/km



Weather disruptions

Lower volume

Lower revenue

Higher capacity to support growth

Additional resources for slippery management

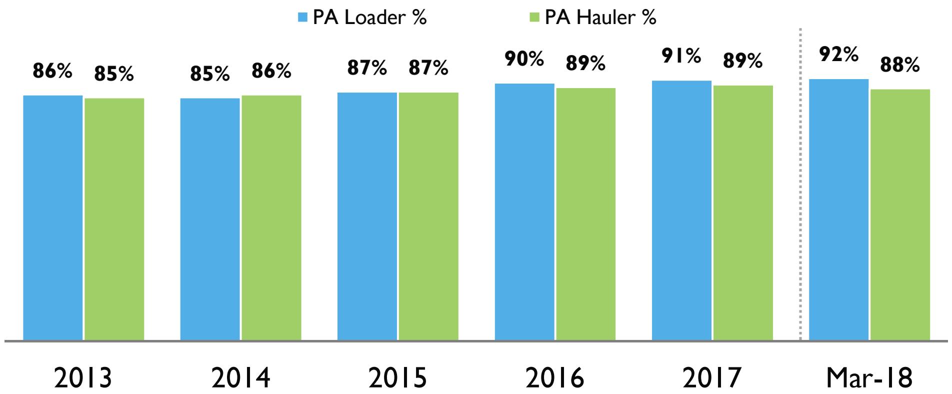
Longer distance

Higher costs

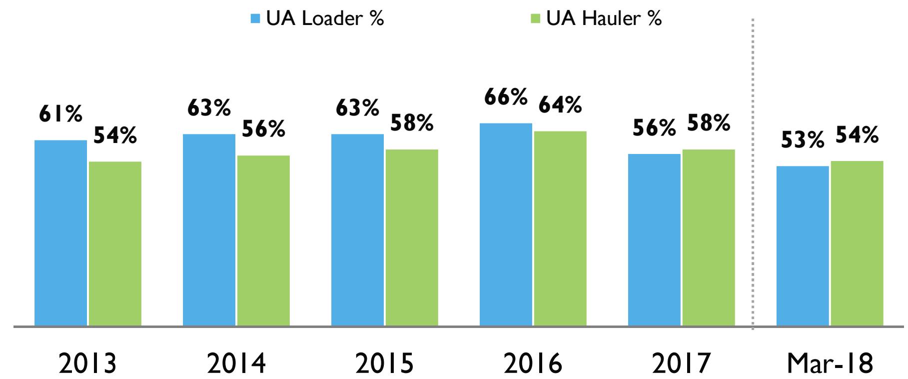
Delays on profitability

Delta Dunia

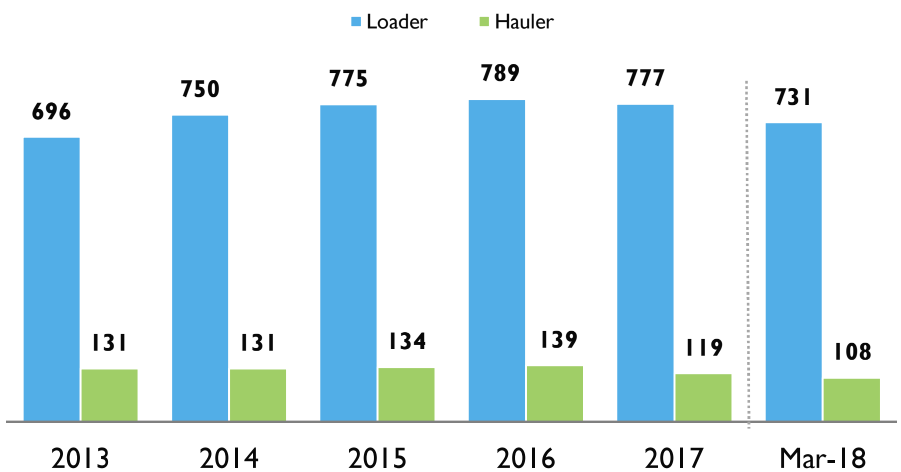
Availability[1] (%)



Utilization[2,3] (%)



Productivity (BCM/Hour)



Weather challenges

Ramp-up challenges

Operational measurements
- Delayed productivity improvement
- Lower utilization rate
- Lower productivity

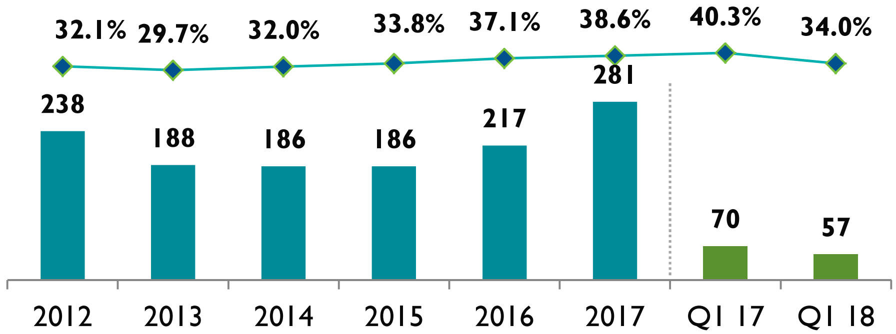
BUMA focuses on resources optimization and solid operational excellence to deliver profitable growth

Notes:
[1] Availability refers to % of available time equipment was operating based on production schedule
[2] Utilization refers to % of physical available time equipment was operating
[3] Total utilization includes rain, halts due to slippery ground, prayer and meals

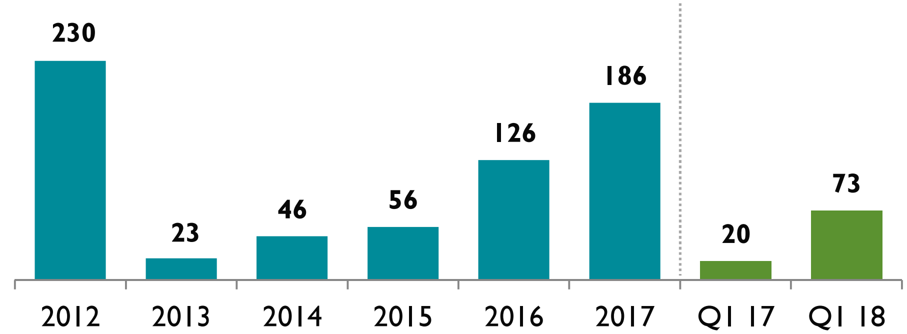
Liquidity and capital structure

Liquidity management – EBITDA improvement and strict capex monitoring

EBITDA (US$M) and EBITDA margin (%)

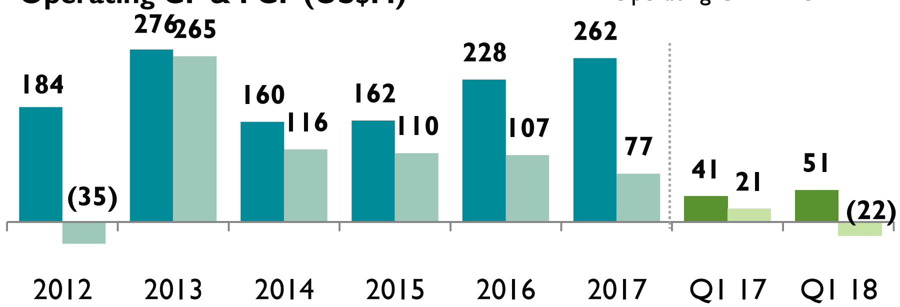


Capex (US$M)

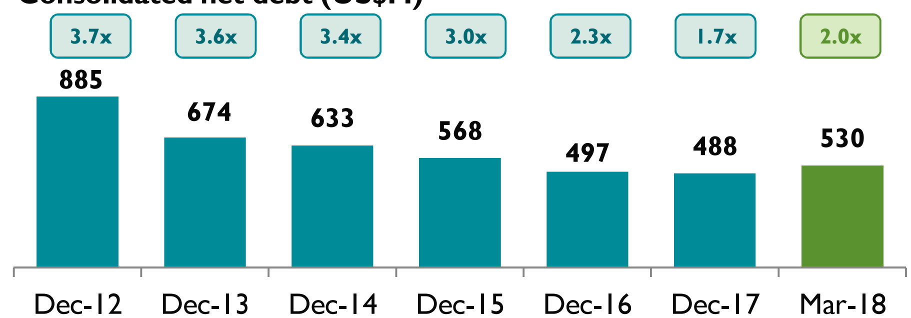


Generating cash flows and deleverage

Operating CF & FCF (US$M)



Consolidated net debt (US$M)



Stable EBITDA margins

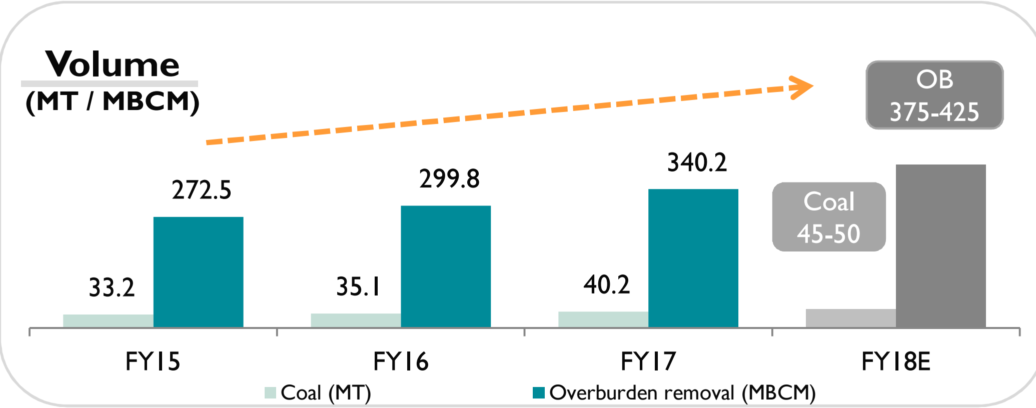
Liquidity management

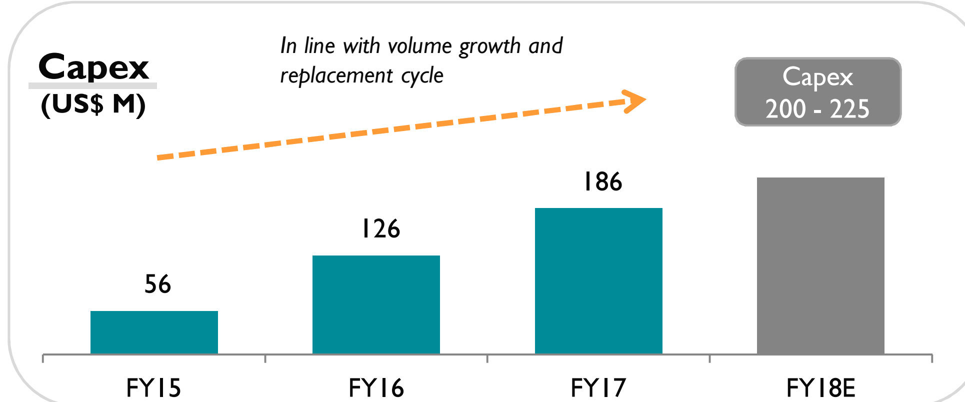
Positive FCF generation

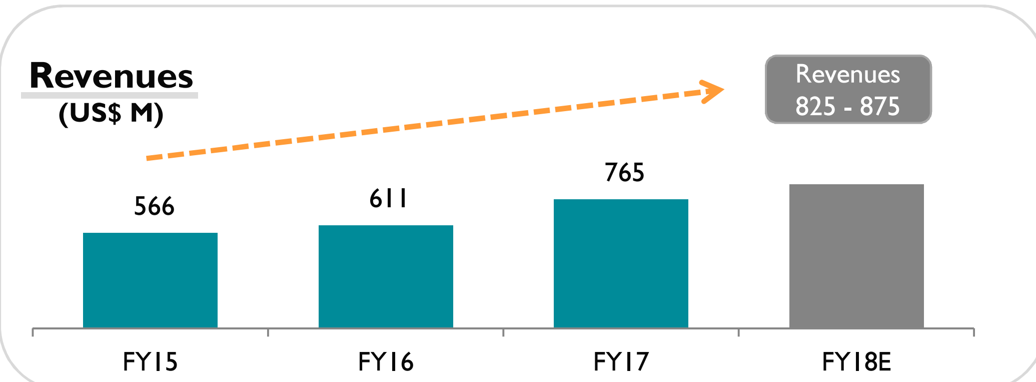
Significant deleveraging and investing for profitable growth

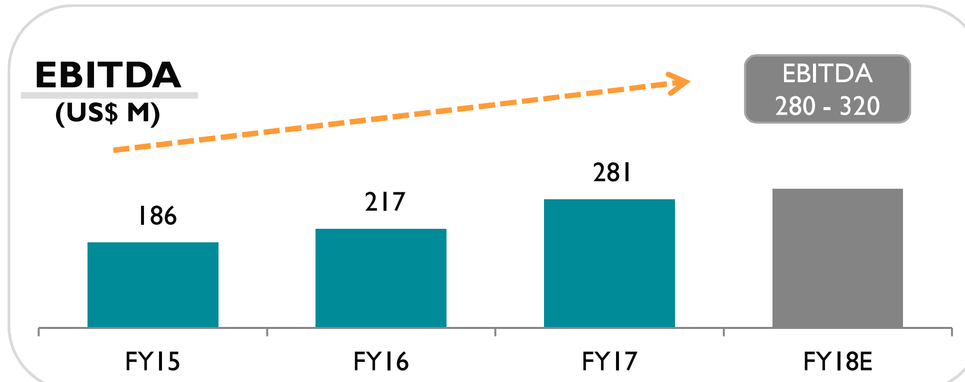
2018 Guidance – Continued growth

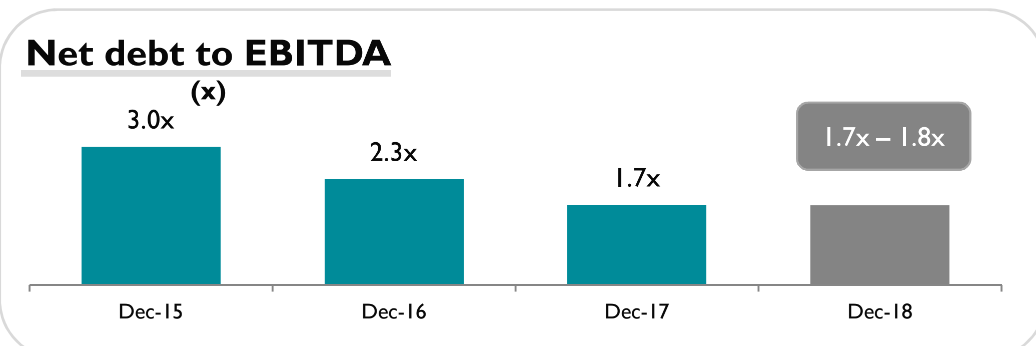
Delta Dunia





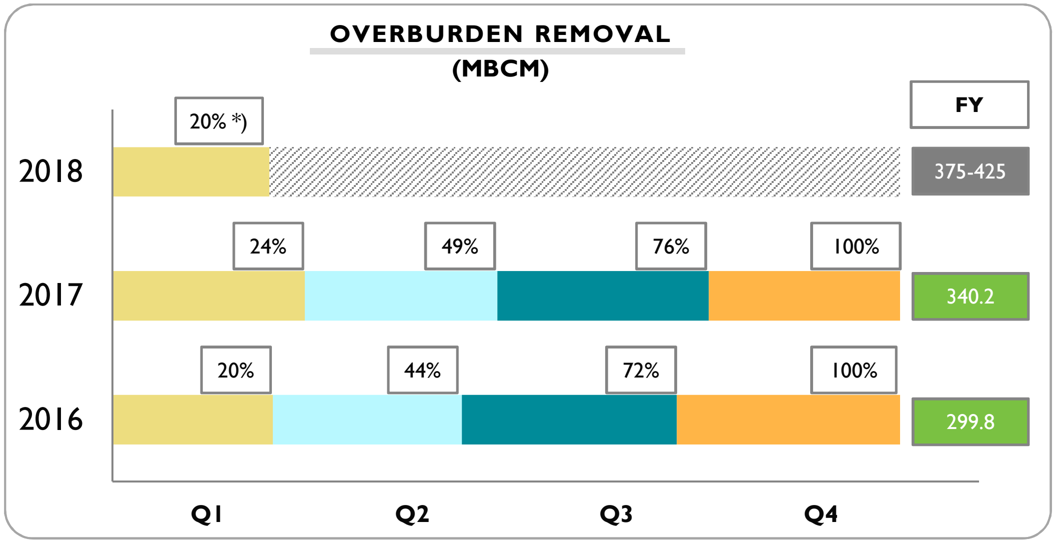


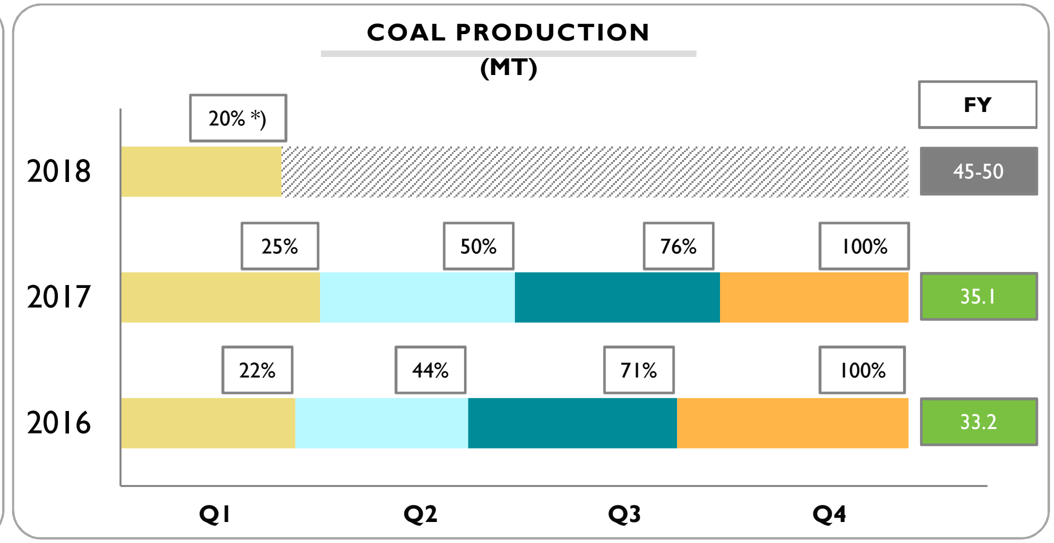


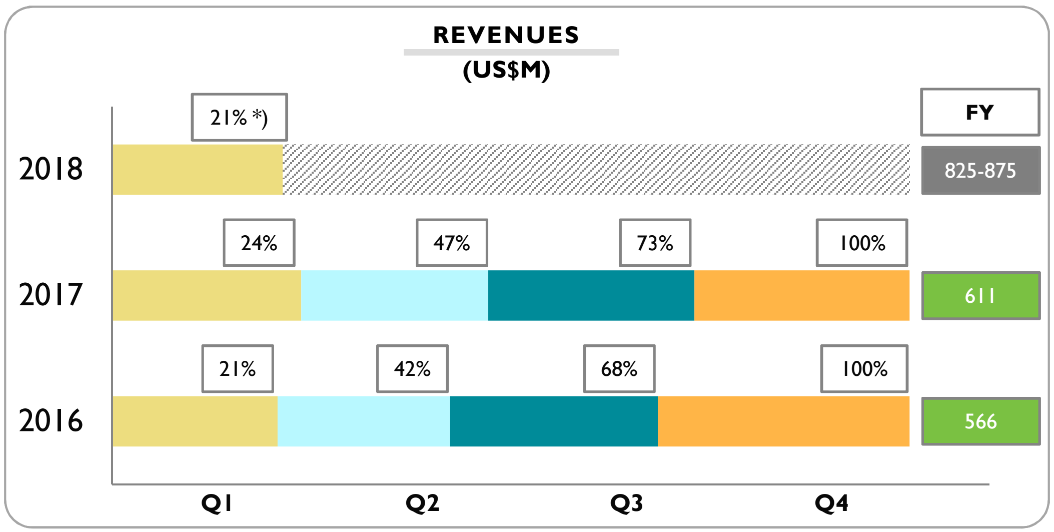


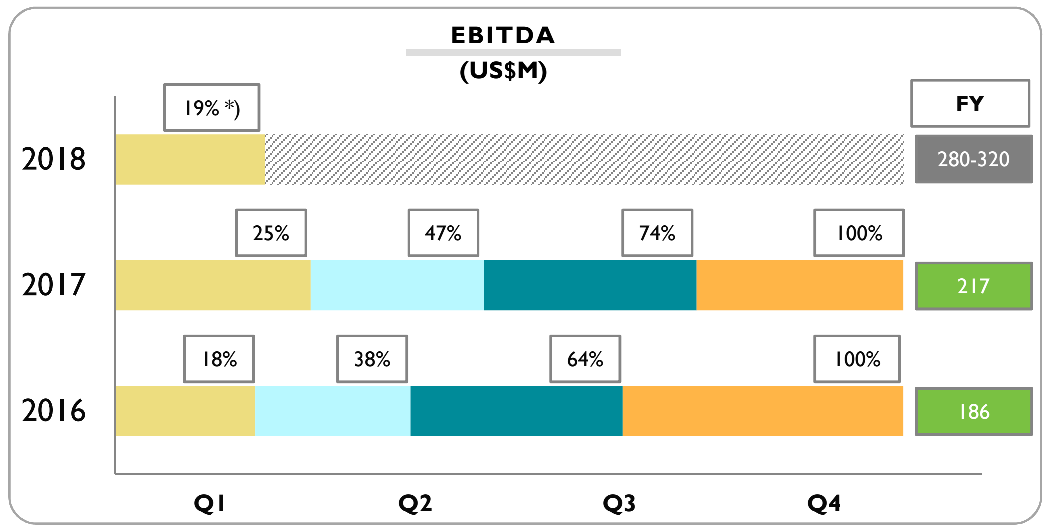
- Continuing trend of growth on key measures including profitability
- Maintaining healthy ratio of debt level in the midst of higher capex needs from growth and replacement cycle
- Allocating excess cash not only to accommodate growth but also to return profits to shareholders

Progress of 2018







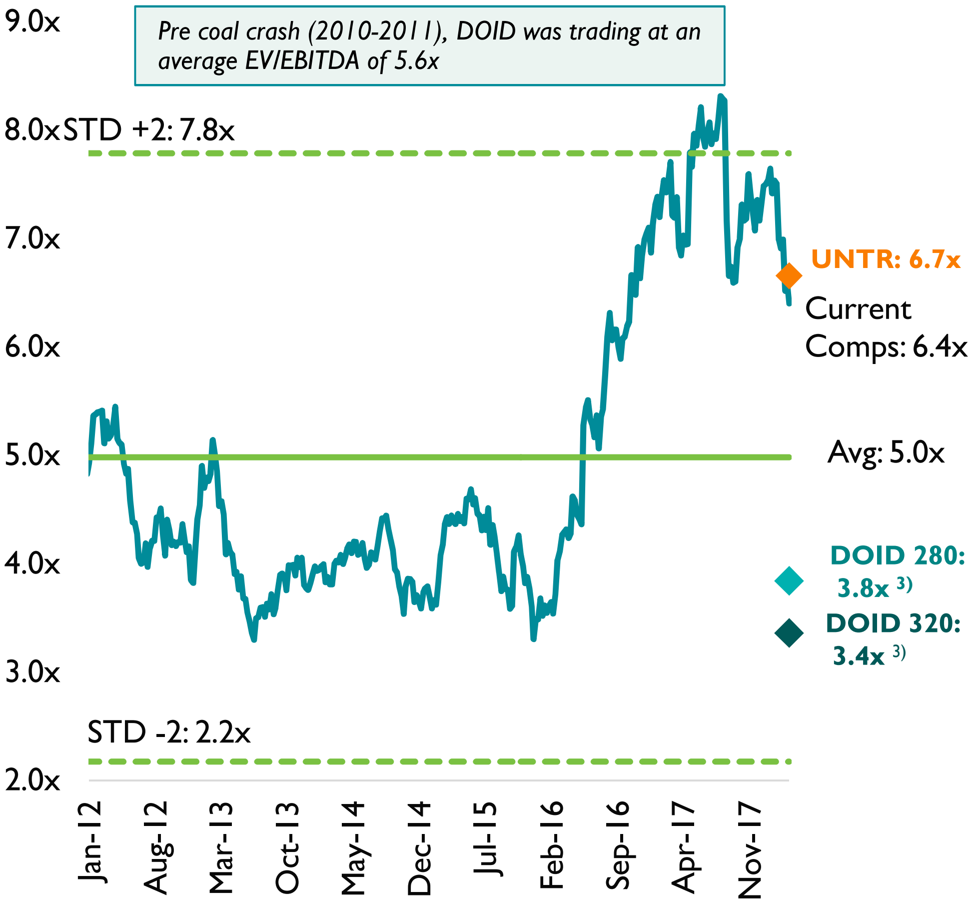


*) *% calculated from median of the guidance*

- Weather disruption has undermined the achievement of expected growth in Q1 2018
- Resources have been deployed to achieve the expected growth, and the Company is working to optimize the use of resources to achieve growth target

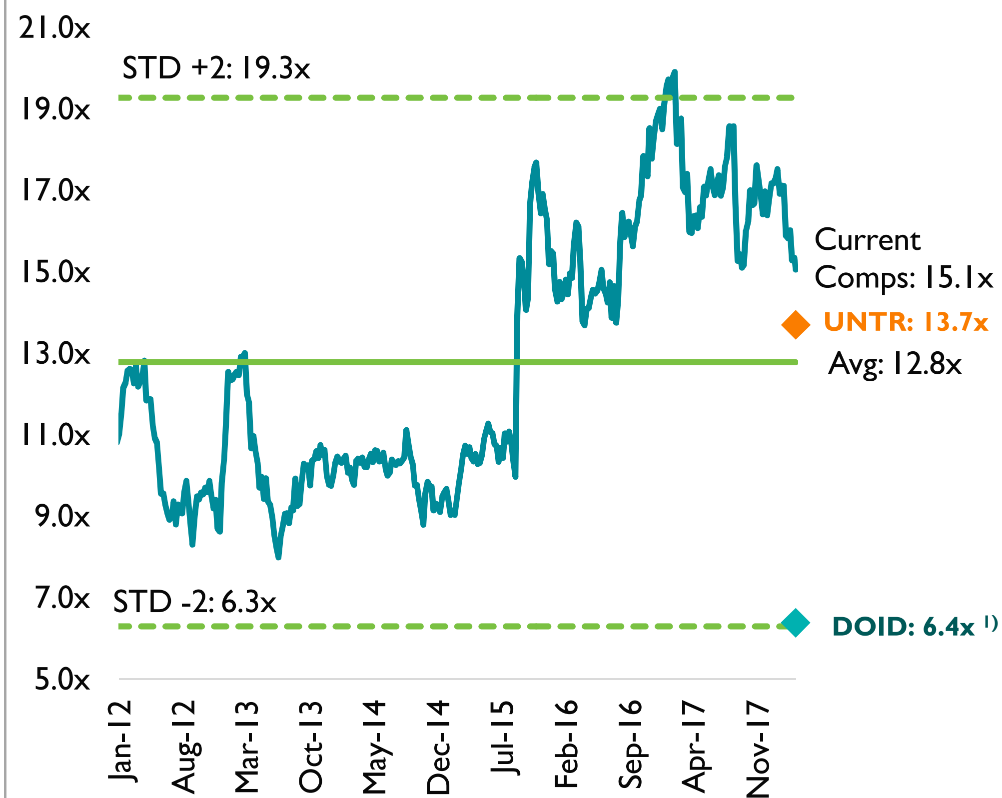
Valuation gap

EV/EBITDA OF COMPARABLE COMPANIES
(x)



Source: Capital IQ

P/E OF COMPARABLE COMPANIES
(x)



Source: Capital IQ

1) *Based on consensus 2018 profit*
2) *Comps include United Tractors, CIMIC, Downer EDI and Macmahon*
3) *Company's stock price at Rp 945*

Delta Dunia

End of Presentation

Appendix

Consolidated performance – Q1 2018

Delta Dunia

Consolidated Statements of Financial Position

In US$ mn (unless otherwise stated)	Mar-18	Dec-17	YTD
Cash and cash equivalents	79	68	17%
Other financial assets - current	18	26	-31%
Trade receivables - current	184	175	5%
Other current assets	83	84	-2%
Trade receivables - non-current	2	4	-58%
Fixed assets - net	527	484	9%
Other non-current assets	116	104	12%
TOTAL ASSETS	**1,009**	**945**	**7%**
Trade payables	118	102	17%
LT liabilities - current	99	67	47%
Other current liabilities	39	49	-23%
LT liabilities - non current	516	502	3%
Other non-current liabilities	49	48	3%
TOTAL LIABILITIES	**821**	**768**	**7%**
TOTAL EQUITY	**188**	**177**	**6%**

Consolidated Statements of Profit or Loss and OCI

In US$ mn (unless otherwise stated)	1Q18	1Q17	YoY
Net revenues	182	181	0%
Revenue excl. fuel	169	173	-2%
Cost of revenues	144	127	14%
Gross profit	**38**	**54**	**-31%**
Operating expenses	(11)	(10)	15%
Finance cost	(12)	(16)	-25%
Others - net	1	8	-83%
Pretax profit	**16**	**36**	**-56%**
Tax expense	6	12	-56%
Profit for the year	**10**	**24**	**-58%**
Other comprehensive income - net	(0)	(0)	101%
Comprehensive income	**10**	**24**	**-56%**
EBITDA	**57**	**70**	**-18%**
Basic EPS (in Rp) [3)]	17	38	**-56%**

Consolidated Statements of Cash Flows

In US$ mn (unless otherwise stated)	1Q18	1Q17
Net CF from Operating Activities	13	17
Net CF from Investing Activities	(28)	8
Net CF from Financing Activities	27	(18)
Net change in cash & cash equivalents	12	7
Beginning balance cash & cash equivalents	68	67
Effect of foreign exchange rate changes	(1)	0
Ending balance cash & cash equivalents[2)]	**79**	**74**

Financial Ratios [1)]

	1Q18	1Q17
Gross margin	22.2%	31.4%
Operating margin	15.6%	25.8%
EBITDA margin	34.0%	40.3%
Pretax margin	9.3%	20.6%
Net margin	6.2%	13.7%

Notes:

1) Margins are based on net revenues excluding fuel.

2) Excludes other financial assets which consists of restricted cash in bank and current investments.

3) Reported EPS are translated into Rp using average exchange rate of Rp13,573 and Rp13,349 for 1Q18 and 1Q17, respectively.

BUMA performance – Q1 2018

Delta Dunia

Consolidated Statements of Financial Position

In US$ mn (unless otherwise stated)	**Mar-18**	**Dec-17**	***YTD***
Cash	51	40	*26%*
Restricted cash in bank - current	3	11	*-73%*
Trade receivables - current	184	175	*5%*
Due from related party - current	150	150	*0%*
Other current assets	83	84	*-2%*
Trade receivables - non-current	2	4	*-58%*
Fixed assets - net	526	484	*9%*
Other non-current assets	115	104	*12%*
TOTAL ASSETS	**1,114**	**1,052**	***6%***
Trade payables	118	102	*17%*
LT liabilities - current	99	67	*47%*
Other current liabilities	38	50	*-26%*
LT liabilities - non-current	516	502	*3%*
Other non-current liabilities	49	48	*3%*
TOTAL LIABILITIES	**820**	**769**	***7%***
TOTAL EQUITY	**294**	**283**	***4%***

Consolidated Statements of Profit or Loss and OCI

In US$ mn (unless otherwise stated)	**1Q18**	**1Q17**	***YoY***
Net revenues	182	181	*0%*
Revenue excl. fuel	*169*	*173*	***-2%***
Cost of revenues	144	127	***14%***
Gross profit	**38**	**54**	***-31%***
Operating expenses	(11)	(9)	*18%*
Finance cost	*(12)*	*(16)*	***-25%***
Others - net	*1*	*7*	***-81%***
Pretax profit	**16**	**36**	***-55%***
Tax expense	5	12	***-55%***
Profit for the year	**11**	**24**	***-55%***
Other comprehensive income - net	-	-	*123%*
Comprehensive income	**11**	**24**	***-55%***
EBITDA	**58**	**70**	***-18%***

Consolidated Statements of Cash Flows

In US$ mn (unless otherwise stated)	**1Q18**	**1Q17**
Net CF from Operating Activities	12	2
Net CF from Investing Activities	(28)	21
Net CF from Financing Activities	27	(11)
Net change in cash	11	12
Beginning balance cash	40	49
Effect of foreign exchange rate changes	-	-
Ending balance cash*[1)]*	**51**	**61**

Financial Ratios [1)]

	1Q18	**1Q17**
Gross margin	22.2%	31.4%
Operating margin	15.9%	26.1%
EBITDA margin	34.3%	40.7%
Pretax margin	9.7%	20.9%
Net margin	6.5%	14.1%

Notes:
1) Margins are based on net revenues excluding fuel.
2) Excludes restricted cash in bank.

Strategic partnership

Fleet type	Strategic partner	Strategy
Large fleet[1]	N/A	■ Fully deploy existing fleet to match LATI Life of Mine ■ Full utilization without incremental capex
Medium fleet[2]	CAT	■ Continue to invest to service contracts on hand ■ Most flexible fleet easily redeployed if required ■ Sign strategic partners to lock in long term benefits
Support equipment[3]	KOMATSU	
Coal hauler	SCANIA	

Investment strategy with supply partners

- Lock in partnership in down cycle to gain maximum benefits
- Ensure back-to-back investment and customer contracts esp. volume
- No annual "must" spend and flexibility to delay spending, if necessary

Partnership benefits with supply partners

Guaranteed or cost cap for equipment lifecycle cost

No price escalation or rise & fall scheme linked with certain coal index

Longer & robust warranty scheme and promise to improve performance annually

Guaranteed second life at lower price

Provide more value add, such as training, improve technology & equipment buyback schemes

Secured leasing facility for new equipment

[1] Large: Loader > 300 ton; Hauler > 150 ton; [2] Medium: Loader > 100 ton; Hauler > 60ton; [3] Support equipment = Excavator > 20 ton

Strategic and flexible capex support plan to support contracted production volumes

Capital structure

BUMA Refinanced of its tightly-restricted syndicated bank facilities in February 2017

Current Debt Structure

US$350 million
Senior Notes

- Coupon of 7.75% p.a.
- Tenor of 5NC3 – ending 2022
- Settlement at maturity (no amortization)
- Secured by DSRA

US$150 million
BTMU Loan Facility

- US$50m term loan + US$100m revolver
- Interest of LIBOR+3% p.a.
- Tenor of 4 years
- Straight-line amortization
- Same security package as previous loan

Various Finance Leases

- Average cost of LIBOR + 3.5%
- Tenor 4 – 5 years, some extendable to 7 years
- Straight-line installments
- Outstanding at Dec 2017 appx. US$180m

Cash flow and operational flexibility to support future growth

Lower cost of funding to accommodate ongoing growth

Currently healthy debt ratio at net debt to EBITDA 1.7x

Ample headroom from debt covenant

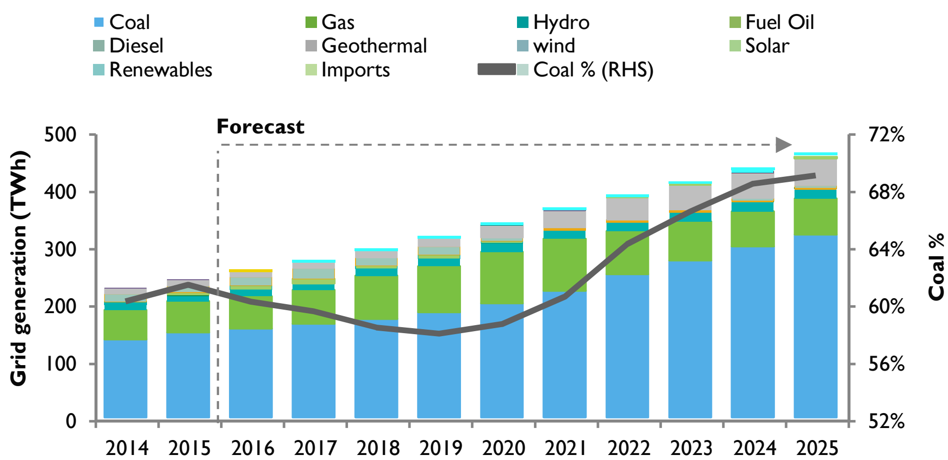
Wide access to capital funding needed for the growth

Indonesian coal market

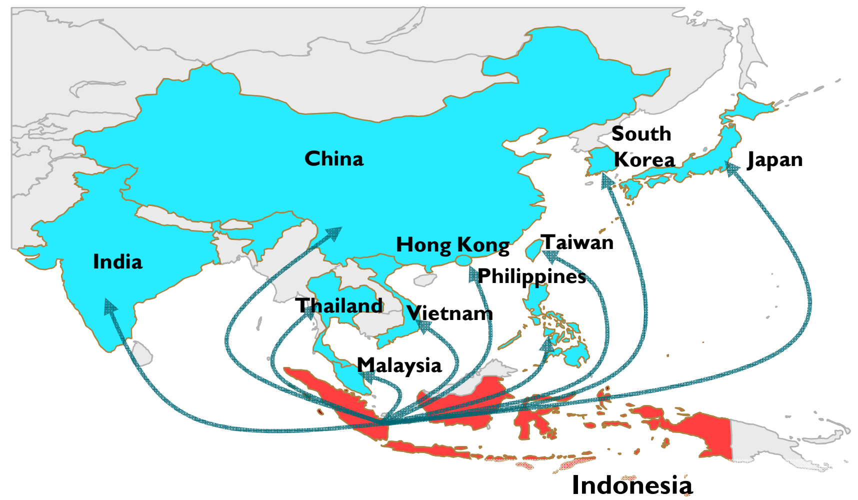
Domestic

Foreign

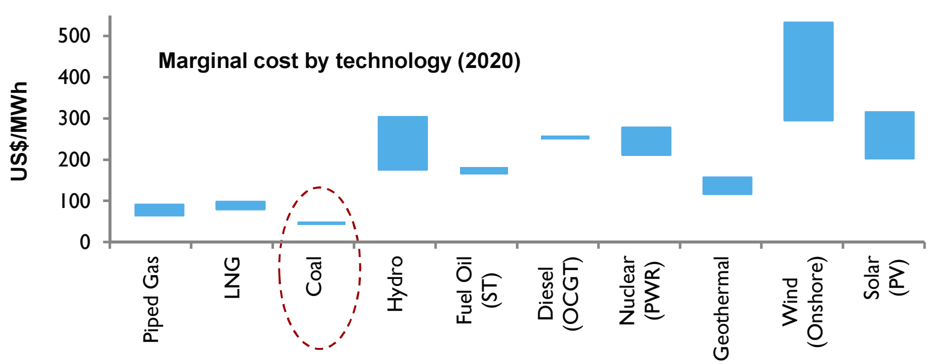
Coal will continue to dominate Indonesia's fuel mix demand



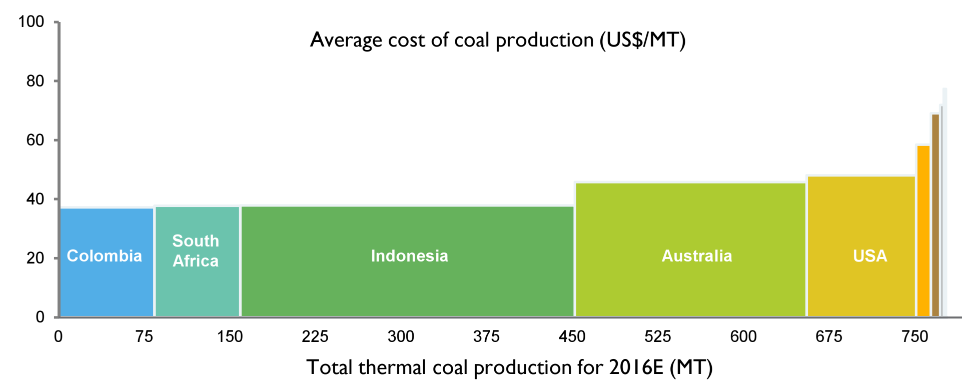
Indonesia has proximity to key export markets



Coal continues to be the preferred fuel for power generation in Indonesia



Indonesia is one of the lowest relative cost producing markets globally (US$/MT)



☑ **Strong foreign market demand due to proximity to key markets and the low cost**

☑ **Strong domestic market demand due to policy initiatives, electrification agenda**

Strong management team

Delta Dunia senior management

Hagianto Kumala, *President Director* — *31+ years*

- Has served as President Director of Delta Dunia since 2009
- Previously held various senior roles in Astra Group, including UNTR

Rani Sofjan, *Director* — *23+ years*

- Has served as Director of Delta Dunia since 2009
- Also serves as an Executive Director of PT Northstar Pacific Capital

Eddy Porwanto, *Finance Director* — *24+ years*

- Serves as Delta Dunia as Director and BUMA Commissioner since 2014
- Previously a Director at Archipelago Resources and Garuda Indonesia

BUMA senior management

Ronald Sutardja, *President Director* — *24+ years*

- Appointed VP Director in June 2012, President Director in March 2014
- Previously a Director at PT Trikomsel Oke Tbk.

Una Lindasari, *Finance Director* — *31+ years*

- Appointed as Director in August 2014
- Previously CFO of Noble Group from 2008

Jason Thompson, *Business Development Director* — *26+ years*

- Appointed as Director in August 2014
- Previously held various positions in surface mining operations

Indra Kanoena, *Plant Director / HR &GA* — *19+ years*

- Appointed as Director in January 2013
- Previously held various senior positions in Human Resources areas

Sorimuda Pulungan, *Operations Director* — *18+ years*

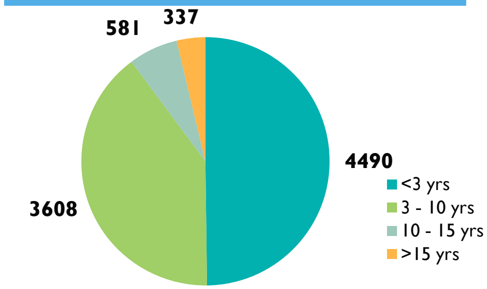
- Appointed as Director in January 2012
- Experienced in mining industry (gold/nickel/coal)

Experienced BUMA operational team [1]

General manager overview

- **16 people**
- **18 years average industry experience**
- **6 years average tenure with BUMA**

Years of service

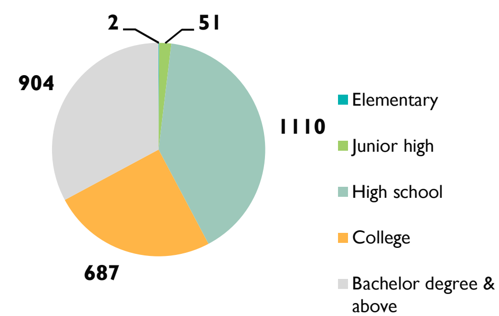


Skilled workers: 9,016 employees

Manager overview

- **54 people**
- **17 years average industry experience**
- **7 years average tenure with BUMA**

Employees education



Leadership positions: 2,754 employees

1) Data as per March 31, 2018

Management's vision and experienced BUMA operational team is key to the resilient performance of the Company

Thank You