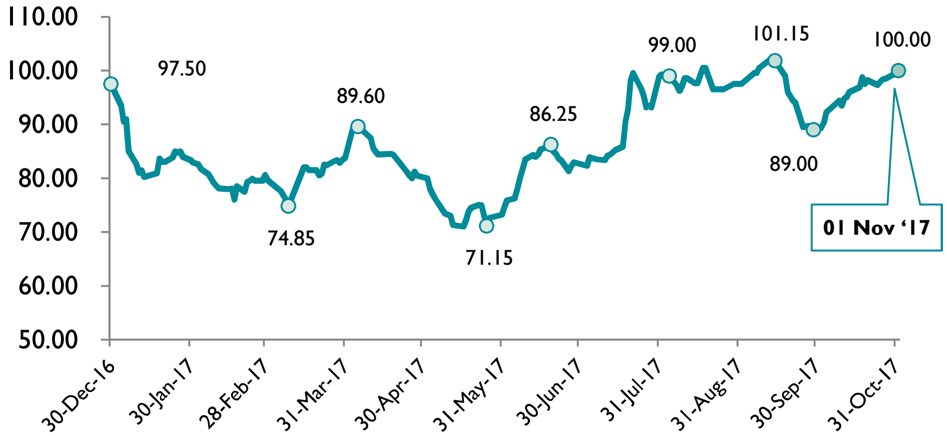
PT Delta Dunia Makmur Tbk.

Nine Months 2017 Results

November 2017

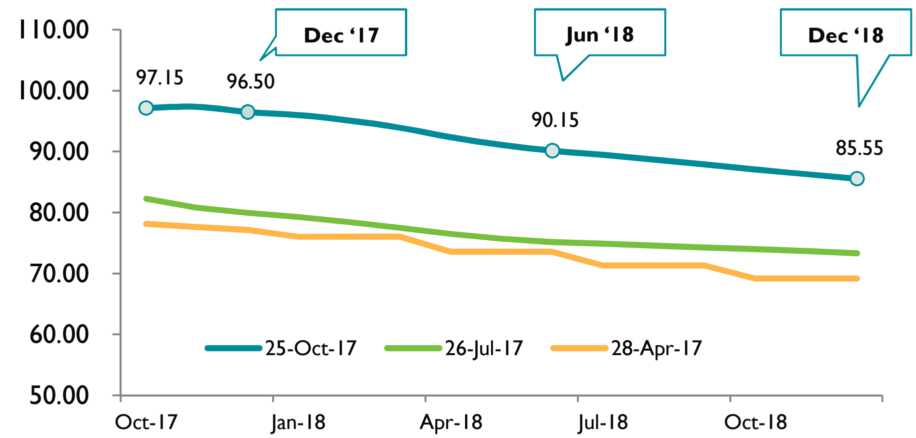
Industry update

Coal price trend in 2017



Source: Platts' FOB Newcastle 6,300 GAR

Coal futures



Source: www.barchart.com ICE Newcastle futures

Regional Supply and Demand

Indonesia

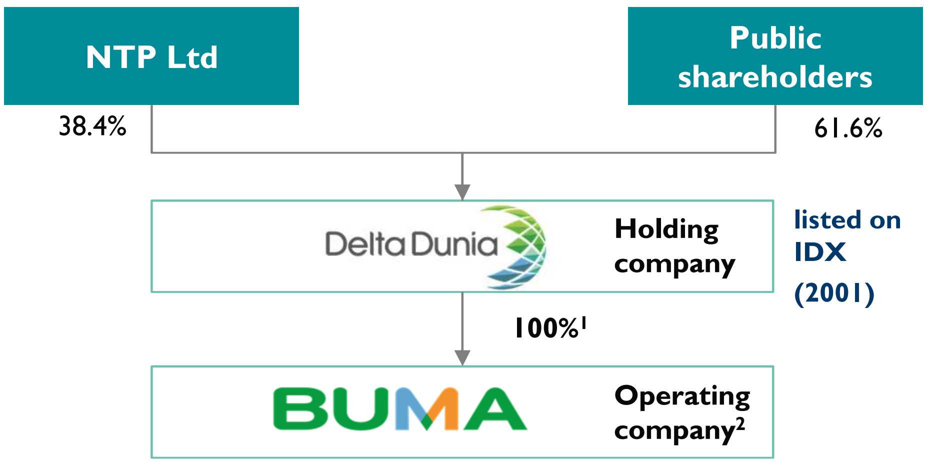
- Supply disruptions from Indonesia in 2017 due to heavy rainfall
- Indonesia increased its Domestic Market Obligation to approximately 26% for 2017.
- In July 2017, Indonesia's planned coal production was increased to 478MT.

China

- China cutting its 2017 coal production capacity benefited Indonesia as China's biggest source of coal imports
- Healthy power and steel demand has driven a strong coal demand in 2017
- Surge in domestic demand due to seasonal peak (i.e. high temperature summer and upcoming winter).
- China tries to maintain coal supply, demand, and prices, to balance the interest of both the miners and power producer.

General overview

Ownership structure



Financial metrics (US$M)

Financial year	2012	2013	2014	2015	2016	9M 16	9M 17
Revenue	843	695	607	566	611	418	558
Revenue ex. fuel	*740*	*635*	*583*	*551*	*584*	*401*	*534*
EBITDA	238	188	186	186	217	140	207
% margin[3]	*32.1%*	*29.7%*	*32.0%*	*33.8%*	*37.1%*	*34.8%*	*38.8%*
Net debt	885	674	633	568	497	445	495

Notes:

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

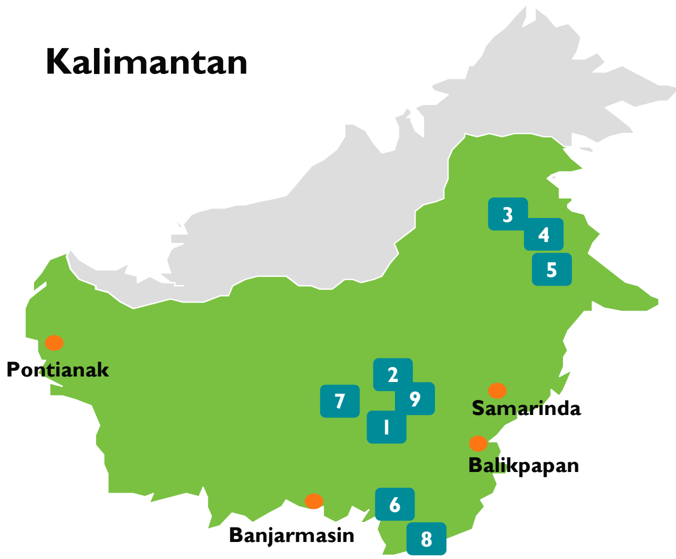
PT Delta Dunia Makmur Tbk.

- Established in 1990, listed in IDX as DOID in 2001.
- TPG, GIC, CIC and Northstar, together as Northstar Tambang Persada Ltd. own 38.4% 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 with average contract length of 5 years
- Secured long-term, life of mine contracted volume
- c.2,400 high quality equipment from Komatsu, Caterpillar, Hitachi, Volvo, Scania and Mercedes
- c.10,700 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 – Hauling (Suaran)	2003-2018
5	Berau Coal (Binungan)	2003-2020
6	Sungai Danau Jaya (SDJ) [1]	2015-2023[1]
7	Tadjahan Antang Mineral (TAM) [1]	2015-2024[1]
8	Angsana Jaya Energi (AJE)	2016-2018
9	Pada Idi	2017 - 2027

BUMA is deeply entrenched with its customers

	berau coal	adaro	KIDECO	GEO ENERGY GROUP SDJ	TAM Coal Mine	GEO ENERGY GROUP AJE	petro energy Pada Idi
Contribution to BUMA revenue (%) [2]	57%	12%	14%	11%	2%	Greenfield (ramp-up)	Preparation
Years of relationship	18 years	14 years	12 years	1 year	1 year	NEW	NEW

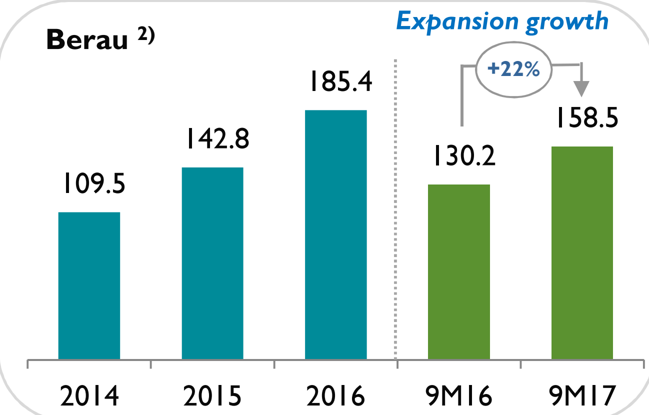
The contracts

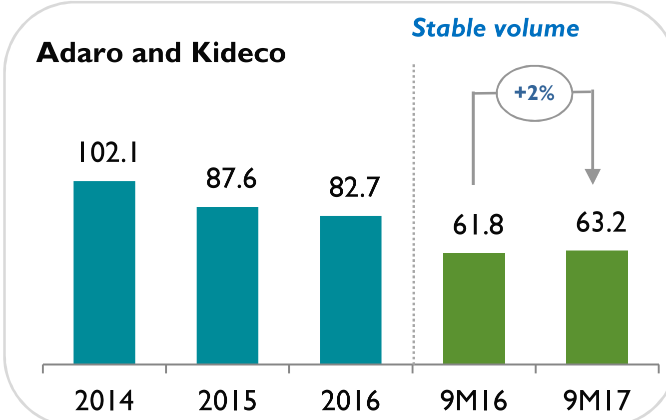
- Long-term contract
- Secured volume
- Market-linked tier pricing

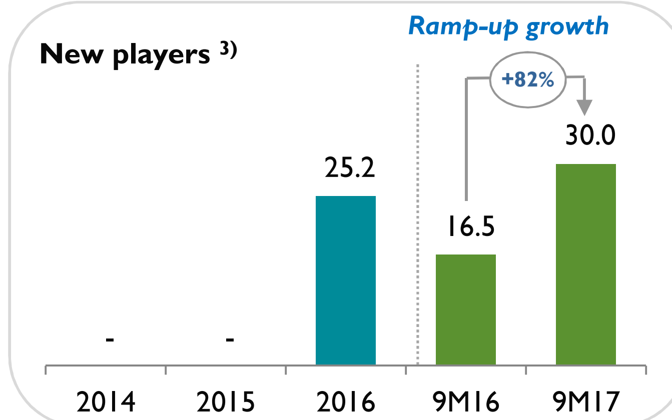
1) Life of mine contract
2) Based on FY2016 Revenues

Extensive expansion

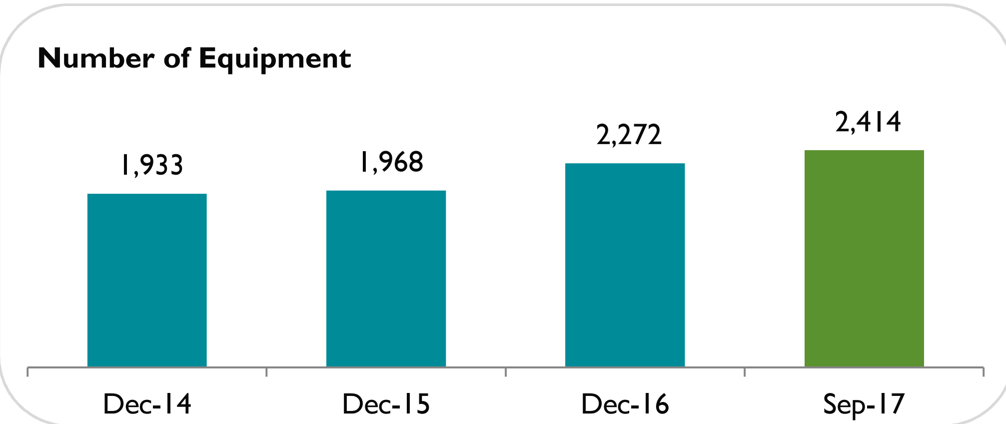
Volume expansion (MBCM) [1]

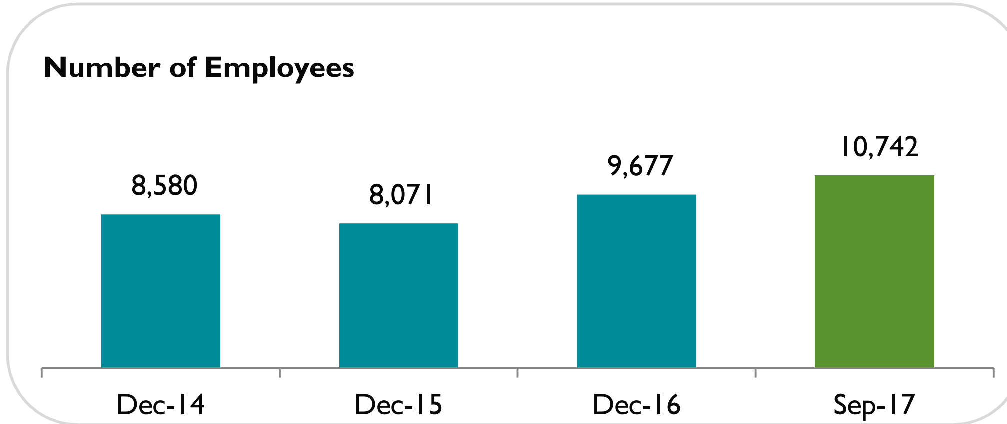






Resources expansion





- Significant expansion by contracts
- Timely fulfillment of resources needed to support expansion
- Limited availability of equipment and skilled workers in the current market
- Challenging ramp-up

Notes:
[1] *Presented in terms of million bcm of overburden removal volume*
[2] *Includes Lati and Binungan pits*
[3] *Includes Geo Energy group and TAM, and going forward, Petro Energy as well*

Key consolidated results

HIGHLIGHTS OF CONSOLIDATED RESULTS (in US$ mn unless otherwise stated)			
Volume	**9M17**	**9M16**	**YoY**
OB Removal (mbcm)	257.6	214.9	20%
Coal (mt)	30.6	24.8	23%
Profitability	**9M17**	**9M16**	**YoY**
Revenues	558	418	34%
EBITDA	**207**	**140**	**48%**
EBITDA Margin 4)	**38.8%**	**34.8%**	**4.0%**
Operating Profit	127	69	85%
Operating Margin 4)	23.8%	17.2%	6.7%
Net Profit	31	25	24%
Recurring profit	**64**	**23**	**183%**
EPS (in Rp)	*Rp 50*	*Rp 41*	22%
Cash Flows	**9M17**	**9M16**	**YoY**
Capital Expenditure 5)	116	34	243%
Operating Cash Flow	167	182	-8%
Free Cash Flow 3)	51	151	-66%
Balance Sheet	**Sep-17**	**Dec-16**	**Δ**
Cash Position 1)	97	96	2
Net Debt 2)	495	497	(2)

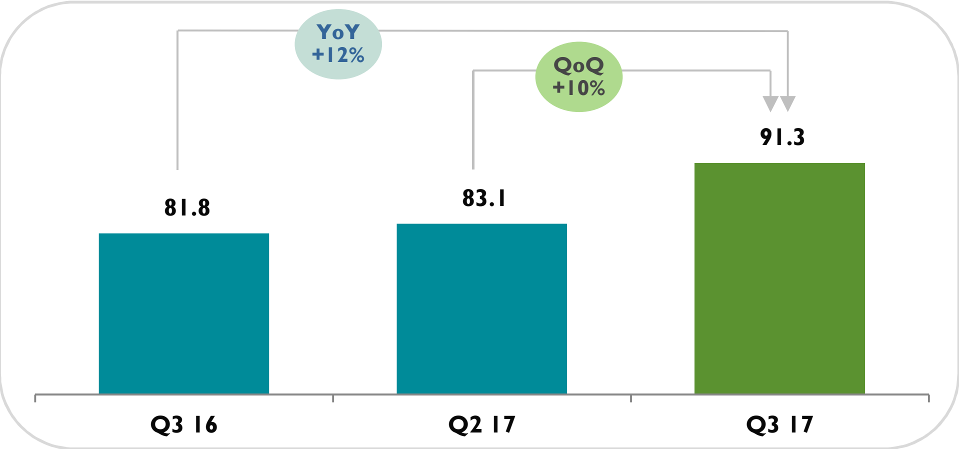
HIGHLIGHTS OF QUARTERLY RESULTS (in US$ mn unless otherwise stated)							
Volume	**Q1 16**	**Q2 16**	**Q3 16**	**Q4 16**	**Q1 17**	**Q2 17**	**Q3 17**
OB Removal (mbcm)	61.2	71.9	81.8	84.9	83.2	83.1	91.3
Coal (mt)	7.8	7.7	9.3	10.3	10.2	9.9	10.5
Financials	**Q1 16**	**Q2 16**	**Q3 16**	**Q4 16**	**Q1 17**	**Q2 17**	**Q3 17**
Revenues	127	132	159	193	181	180	198
EBITDA	39	43	58	77	70	61	76
EBITDA Margin 4)	31.6%	33.4%	38.5%	42.1%	40.3%	35.7%	40.2%
Operating Profit	15	19	35	53	44	35	47
Operating Margin 4)	11.9%	14.9%	23.3%	29.1%	25.8%	20.4%	25.2%
Net Profit (Loss)	3	5	17	12	24	(15)	23
Cash	**Q1 16**	**Q2 16**	**Q3 16**	**Q4 16**	**Q1 17**	**Q2 17**	**Q3 17**
Operating cash flows	78	(32)	136	46	41	86	40
Free cash flows	76	(33)	108	(44)	21	15	15

Notes:
1) *Includes restricted cash in bank.*
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.*

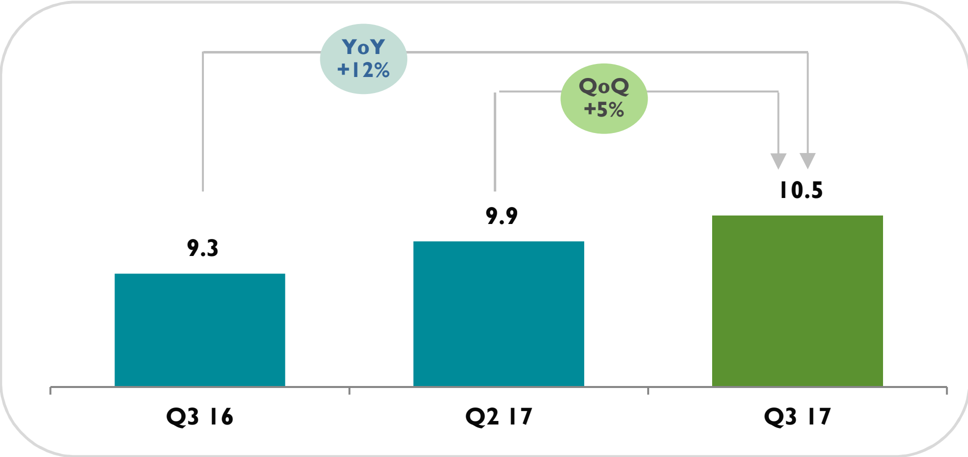
Focused on operating performance and cash flow generation

Quarterly comparatives

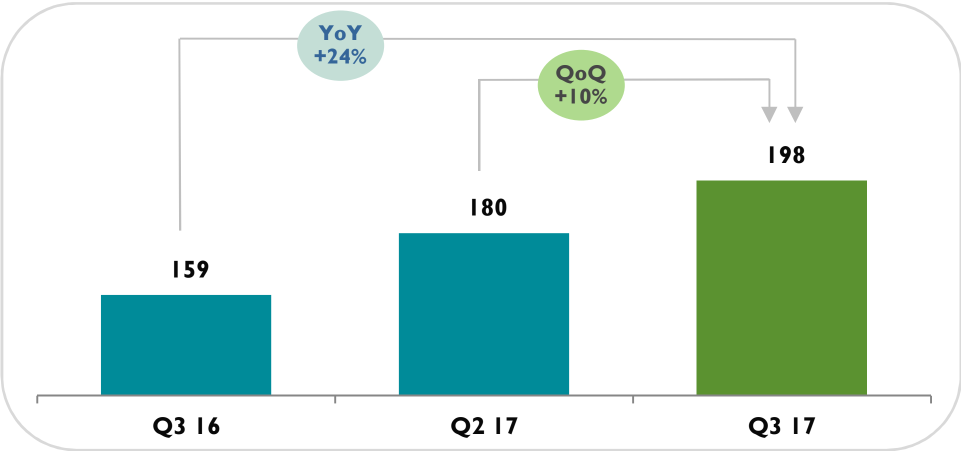
Overburden removal (MBCM)



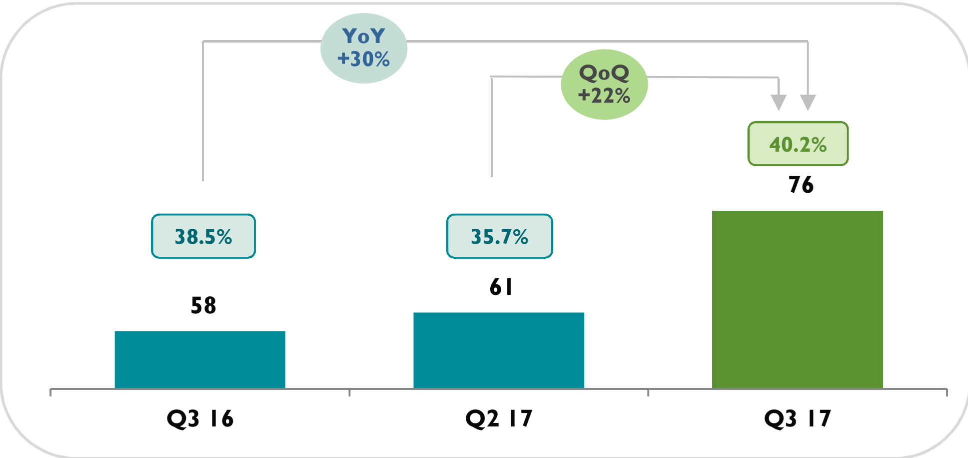
Coal (MT)



Revenues (US$M)



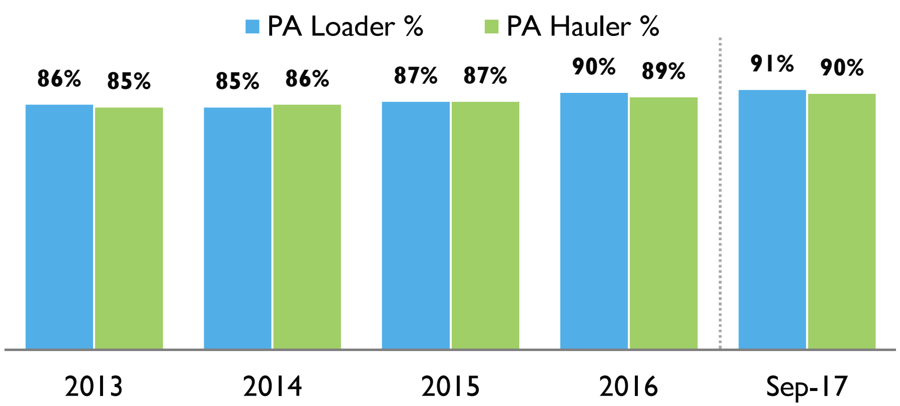
EBITDA & EBITDA Margin (US$M, %)



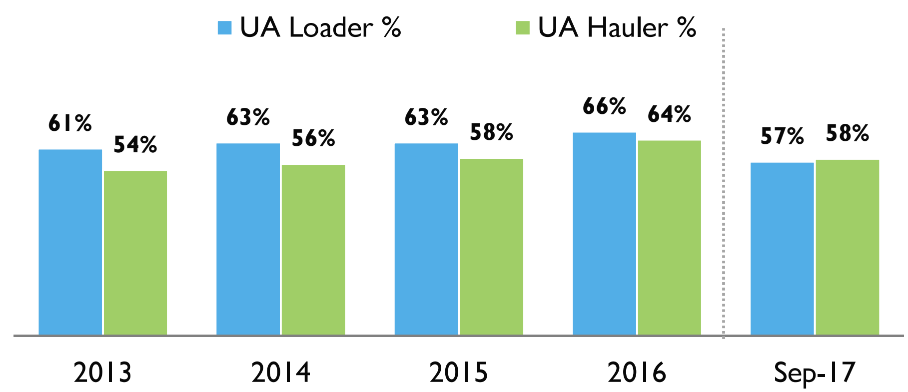
Operational metrics

Delta Dunia

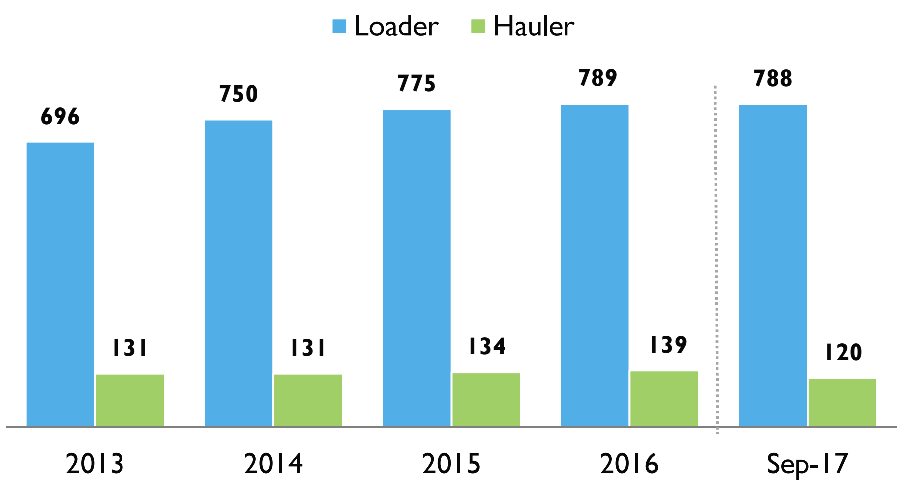
Availability[1] (%)



Utilization[2,3] (%)



Productivity (BCM/Hour)



Prolonged weather challenges

Extensive ramp-up challenges

Operational measurements

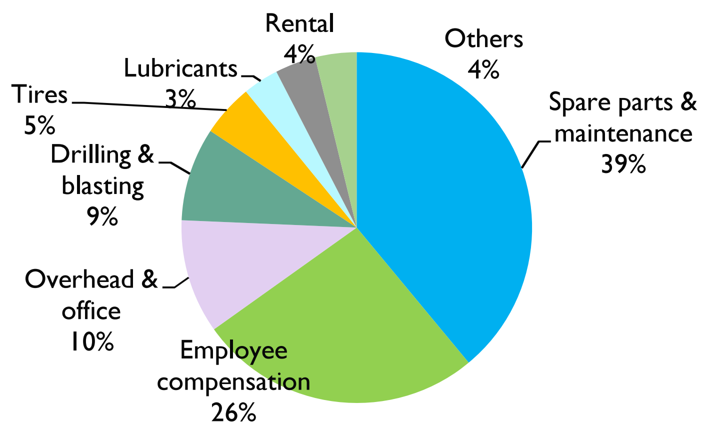
- Delayed productivity improvement
- Lower utilization rate

Equipment optimization and solid operational excellence to deliver profitable growth

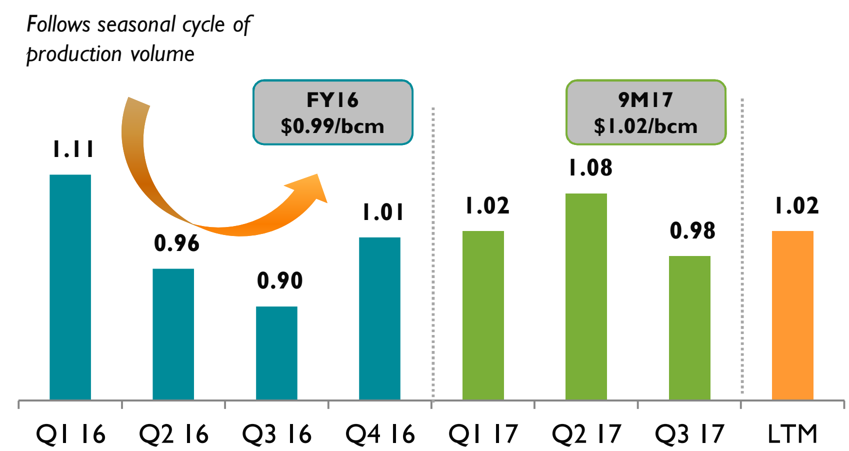
Notes:
[1] Availability refers to % of available time equipment was operating based on production schedule
[2] Utilization refers to % of physical available time equipment was operating
[3] Total utilization includes rain, halts due to slippery ground, prayer and meals

Cash costs

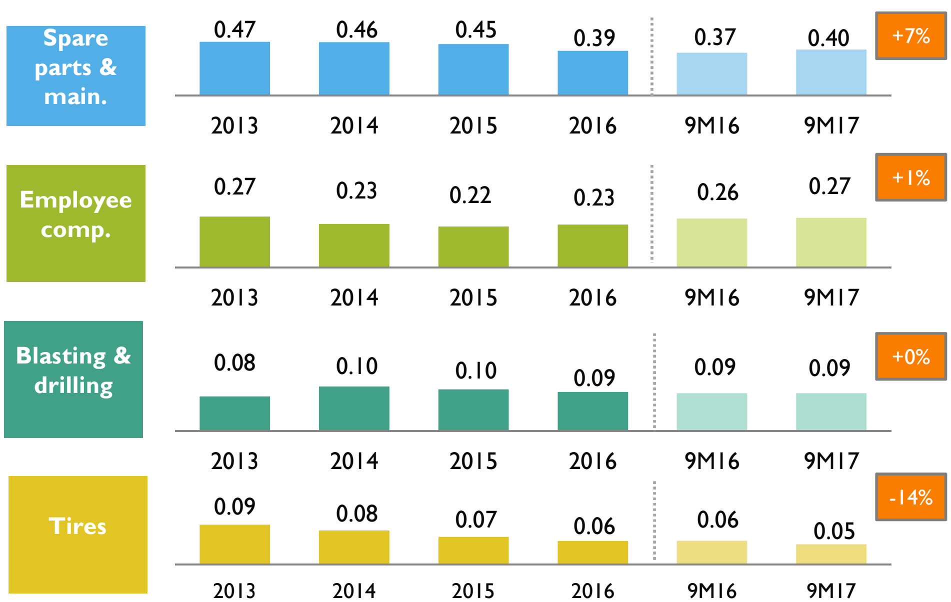
Breakdown of BUMA's cash cost (9M 2017)



Cash cost ex fuel (US$/unit)



Per unit trend of major cost items (US$/unit)



Key cost reduction initiatives

- **In-house equipment maintenance instead of third party contracts**
- **Extend component life**

- **Right size employee headcounts**
- **Equipment optimization that leads to reduced employee costs**

- **Optimize drilling & blasting process to reduce explosives usage and deliver quality blasting**

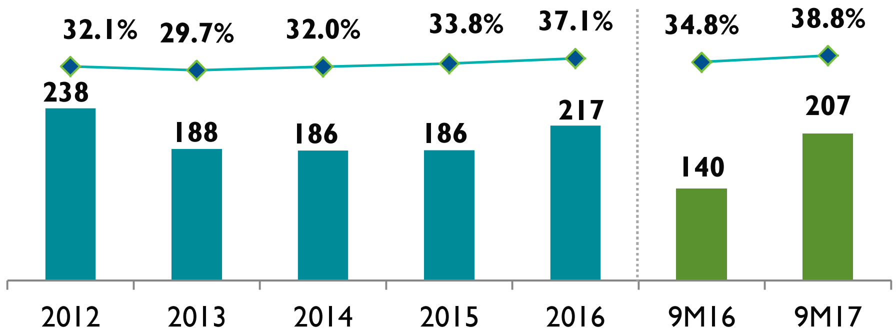
- **Deliver efficient and consistent tire monitoring process**

BUMA's initiatives have led to improved efficiency and sustainable lower costs

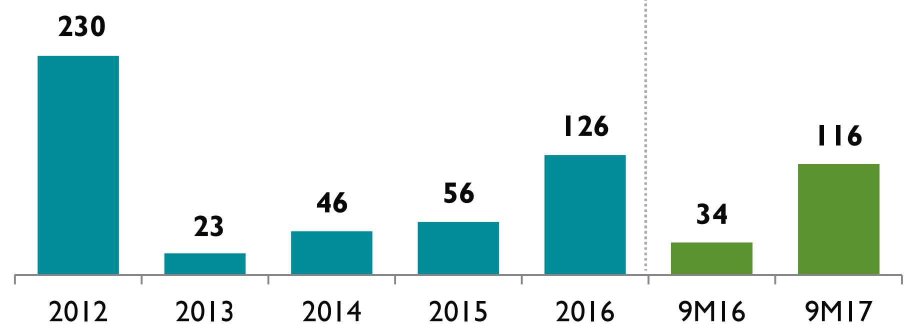
Liquidity and capital structure

Liquidity management – EBITDA improvement and strict capex monitoring

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

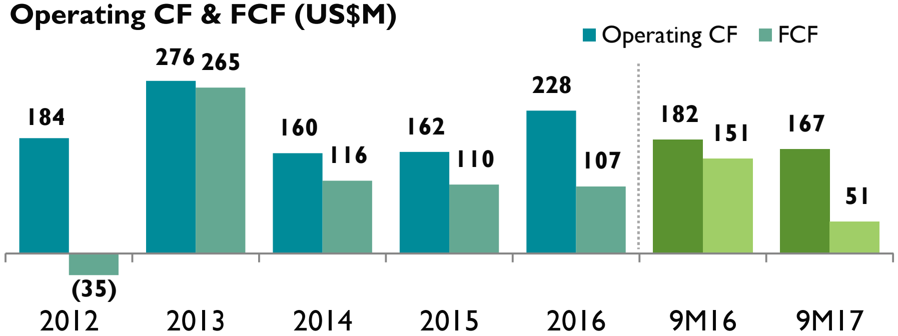


Capex (US$M)



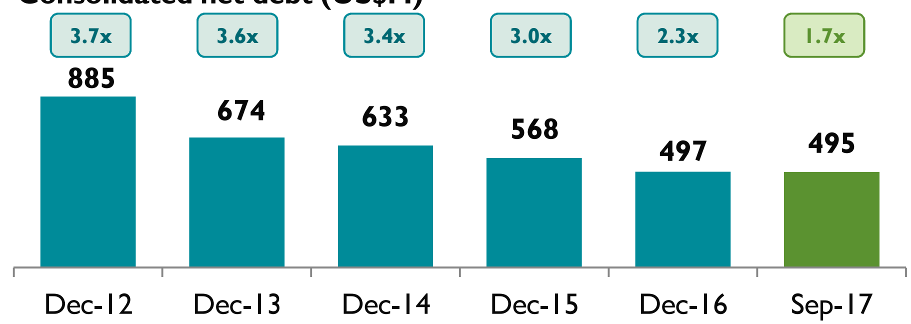
Generating cash flows and deleverage

Operating CF & FCF (US$M)



Consolidated net debt (US$M)

Net debt to EBITDA ratio



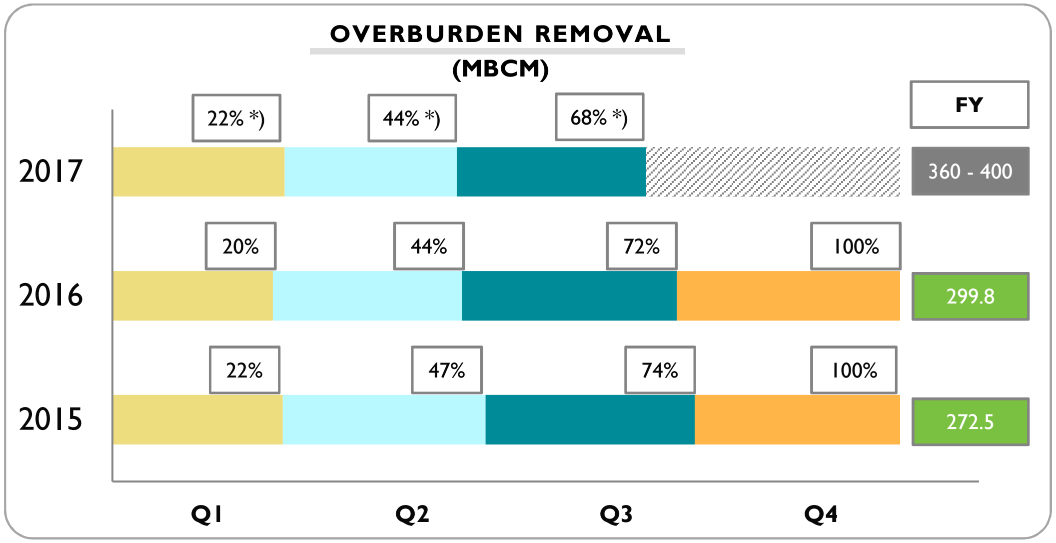
Stable EBITDA margins

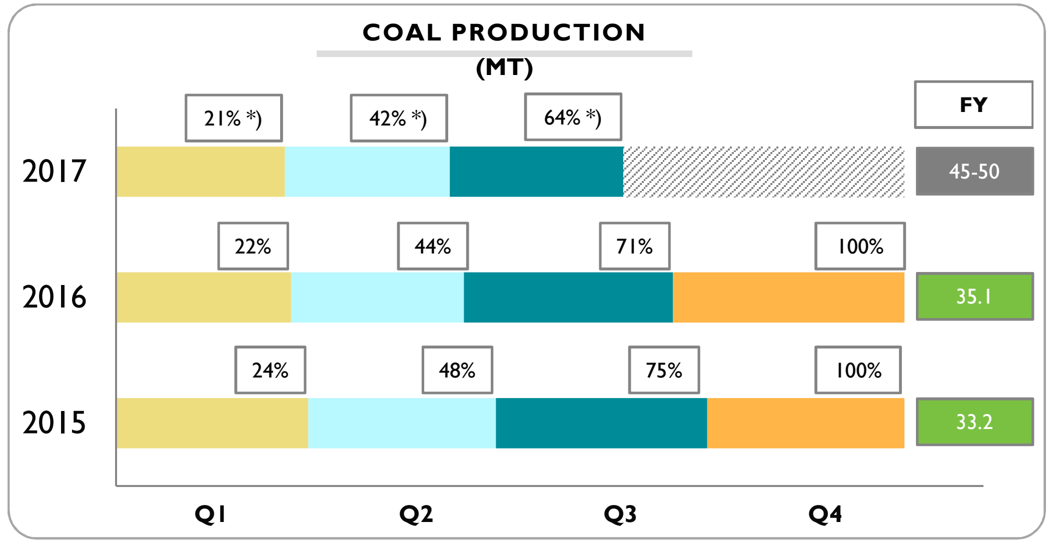
Liquidity management

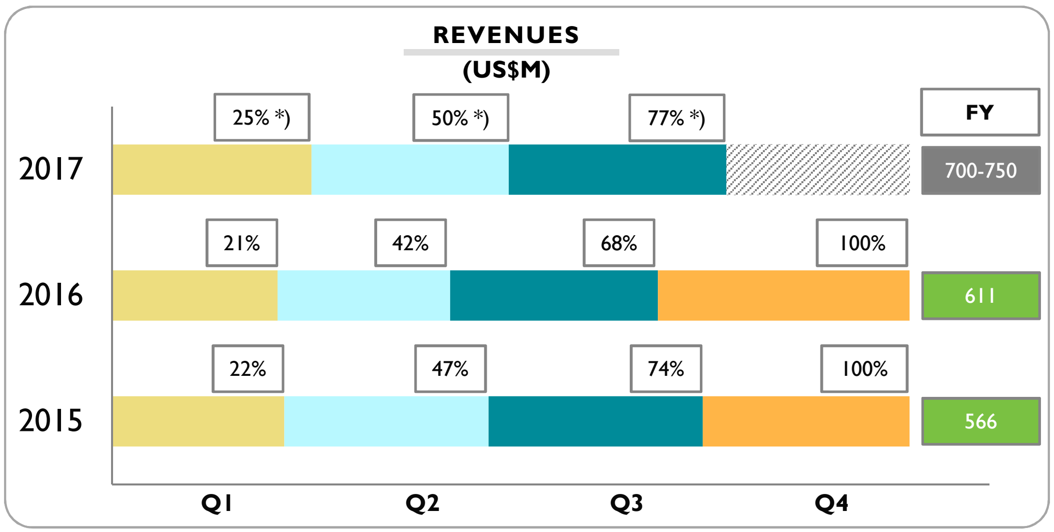
Positive FCF generation

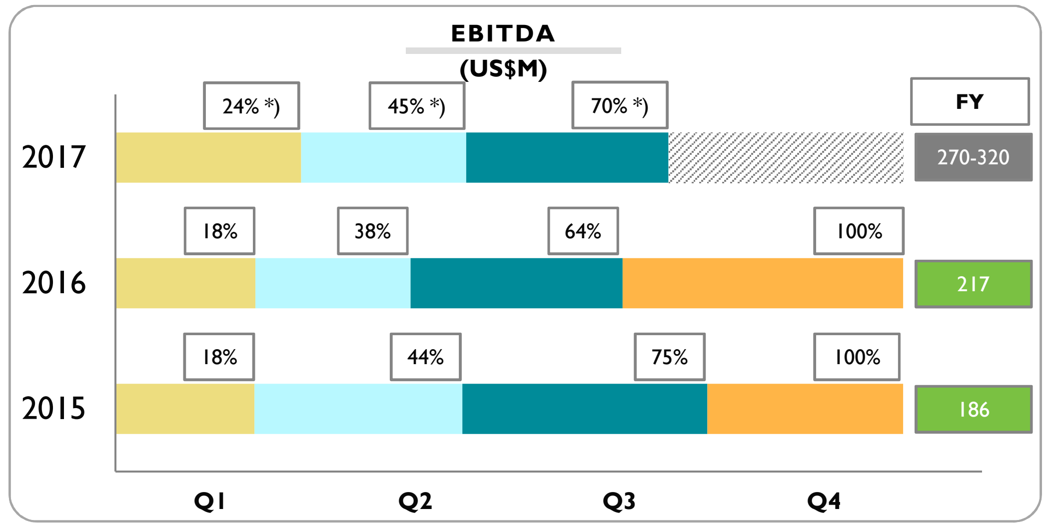
Significant deleveraging and investing for growth

Progress of 2017









) % calculated from median of the guidance

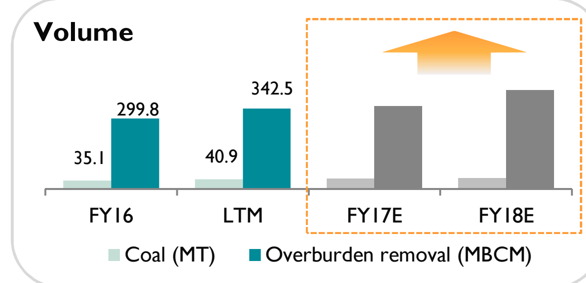
- Delay in volume ramp-up due to weather and operational challenges from significant expansion
- Ahead with the financial guidance from the use of higher-tier rates on tier-priced contracts and strict monitoring of costs
- Resources are deployed and optimized to achieve level of operational excellence needed to deliver expected growth

Directions for 2018

Delta Dunia

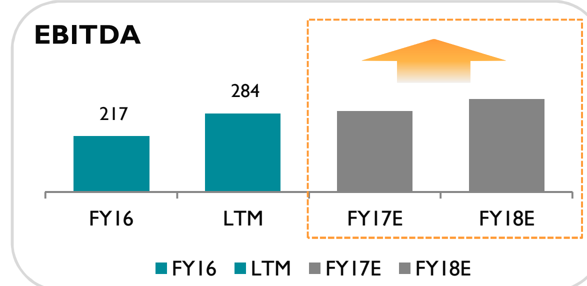
Volume

- Double-digit growth expected
  - Expansion of existing large pits of major customer
  - Volume step-up from the newer pits
- Potential new contracts



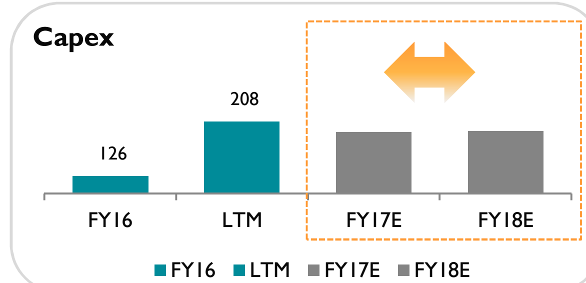
Profit-ability

- Improved profitability expected
  - Higher volume
  - Highest-tier rate based on coal price forecast
  - Stable cash costs per unit
  - 2017 was affected by non-recurring provision



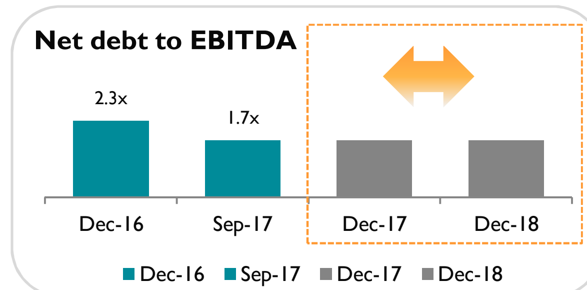
Capex & cash flows

- Replacement program and investment for growth is expected to continue, primarily funded by internal cash
- No change expected on working capital policy
- Cash flows to remain robust



Capital structure

- Net debt to EBITDA is expected to be stable
- Healthy capital structure with room for further expansion
- Retained earnings expected to turn positive, allowing for dividend payment 2019 onwards



Delta Dunia

End of Presentation

Appendix

Value creation pillars

Value Creation

1 Volume	2 Cash Costs/ EBITDA Margin	3 Capital Expenditure	4 Working Capital	5 Debt
▪ Secured and contracted volume valued c.$5.0bn. ▪ Certain contract negotiation are still ongoing ▪ High coal price may bring additional volume	▪ Sustainable cash cost reduction through the use of technology and operational excellence ▪ Mining service rate linked to coal price index	▪ Strategic partnership with supplier – commitment in fix price of equipment, technology support, service & maintenance, and funding	▪ Timely AR collection ▪ Average AR collection days for last twelve months is c.75 days, whereas AP payment days is c.85 days. ▪ AR and AP cycle are matched to optimize effectiveness of Company's cash flows and liquidity.	▪ Accelerated debt repayments for the past few years ▪ Consolidated net debt to EBITDA of appx. 1.7x as of Sep-17 ▪ Expected to reduce further with improved EBITDA ▪ Debt refinancing with bond and loan unlocked covenants and allow dividends

Consolidated performance

Delta Dunia

Consolidated Statements of Financial Position

In US$ mn (unless otherwise stated)	**Sep-17**	**Dec-16**	**YTD**
Cash and cash equivalents	93	67	*39%*
Restricted cash in bank - current	5	-	*100%*
Trade receivables - current	176	144	*22%*
Other current assets	81	88	*-8%*
Restricted cash in bank	-	29	*-100%*
Fixed assets - net	443	406	*9%*
Other non-current assets	102	148	*-32%*
TOTAL ASSETS	**899**	**882**	***2%***
Trade payables	75	80	*-6%*
LT liabilities - current	75	106	*-29%*
Other current liabilities	41	34	*20%*
LT liabilities - non current	505	501	*1%*
Other non-current liabilities	39	35	*12%*
TOTAL LIABILITIES	**735**	**756**	***-3%***
TOTAL EQUITY	**164**	**126**	***29%***

Consolidated Statements of Profit or Loss and OCI

In US$ mn (unless otherwise stated)	**9M17**	**9M16**	**YoY**
Net revenues	558	418	*34%*
Revenue excl. fuel	*534*	*401*	*33%*
Cost of revenues	394	319	*24%*
Gross profit	**164**	**99**	***66%***
Operating expenses	(37)	(30)	*23%*
Finance cost	(39)	(34)	***15%***
Others - net	*(26)*	*4*	*-725%*
Pretax profit	**61**	**39**	***58%***
Tax expense	30	13	***123%***
Profit for the period	**31**	**25**	***24%***
Other comprehensive income - net	(0)	2	*-109%*
Comprehensive income	**31**	**27**	***16%***

EBITDA	**207**	**140**	***48%***
Basic EPS (in Rp) [3)]	*50*	*41*	***22%***

Consolidated Statements of Cash Flows

In US$ mn (unless otherwise stated)	**9M17**	**9M16**
Net CF from Operating Activities	117	152
Net CF from Investing Activities	(41)	(5)
Net CF from Financing Activities	(51)	(84)
Net change in cash & cash equivalents	26	62
Beginning balance cash & cash equivalents	67	71
Effect of foreign exchange rate changes	0	1
Ending balance cash & cash equivalents[2)]	**93**	**134**

Financial Ratios [1)]

	9M17	**9M16**
Gross margin	30.7%	24.7%
Operating margin	23.8%	17.2%
EBITDA margin	38.8%	34.8%
Pretax margin	11.5%	9.7%
Net margin	5.9%	6.3%

Notes:
1) Margins are based on net revenues excluding fuel.
2) Excludes restricted cash in bank.
3) Reported EPS are translated into Rp using average exchange rate of Rp13,331 and Rp13,328 for 9M17 and 9M16, respectively.

BUMA performance

Consolidated Statements of Financial Position

In US$ mn (unless otherwise stated)	**Sep-17**	**Dec-16**	***YTD***
Cash	51	49	*5%*
Restricted cash in bank - current	5	-	*100%*
Trade receivables - current	176	144	*22%*
Due from related party - current	150	182	*-18%*
Other current assets	81	88	*-8%*
Restricted cash in bank	-	29	*-100%*
Fixed assets - net	442	405	*9%*
Other non-current assets	101	148	*-32%*
TOTAL ASSETS	**1,006**	**1,045**	***-4%***
Trade payables	75	80	*-6%*
LT liabilities - current	75	106	*-29%*
Other current liabilities	42	35	*18%*
LT liabilities - non-current	505	501	*1%*
Other non-current liabilities	39	35	*12%*
TOTAL LIABILITIES	**736**	**757**	***-3%***
TOTAL EQUITY	**270**	**288**	***-6%***

Consolidated Statements of Profit or Loss and OCI

In US$ mn (unless otherwise stated)	**9M17**	**9M16**	***YoY***
Net revenues	558	418	*34%*
Revenue excl. fuel	*534*	*401*	***33%***
Cost of revenues	394	319	***24%***
Gross profit	**164**	**99**	***66%***
Operating expenses	(34)	(28)	*24%*
Finance cost	*(39)*	*(34)*	***15%***
Others - net	*(27)*	*11*	***-343%***
Pretax profit	**64**	**48**	***33%***
Tax expense	30	13	***123%***
Profit for the period	**34**	**35**	***-2%***
Other comprehensive income - net	(0)	2	*-109%*
Comprehensive income	**34**	**36**	***-7%***
EBITDA	**210**	**142**	***48%***

Consolidated Statements of Cash Flows

In US$ mn (unless otherwise stated)	**9M17**	**9M16**
Net CF from Operating Activities	118	156
Net CF from Investing Activities	(41)	(5)
Net CF from Financing Activities	(74)	(84)
Net change in cash	2	66
Beginning balance cash	49	50
Ending balance cash [2)]	**51**	**116**

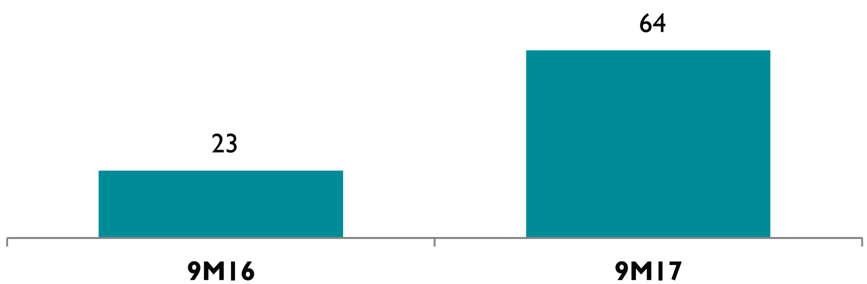
Financial Ratios [1)]

	9M17	**9M16**
Gross margin	30.8%	24.7%
Operating margin	24.3%	17.8%
EBITDA margin	39.3%	35.4%
Pretax margin	12.0%	11.9%
Net margin	6.4%	8.6%

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

Profit discussion

Recurring profit



Adjusted for the impact of:

- Foreign exchange gains or losses
- Impairment losses
- Provisions
- Any other one-off income or charges

Net profit to recurring profit

Net profit

US$31

million

Recurring profit

US$64

million

Primary adjustments:

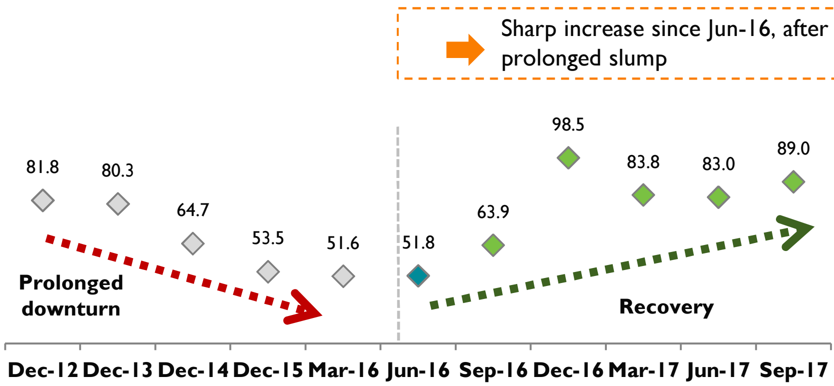
- US$33 million provision related to tax receivables
- Extraordinary, accounting-based provision
- Offset by US$6 million income from tax cases won

Tax receivables

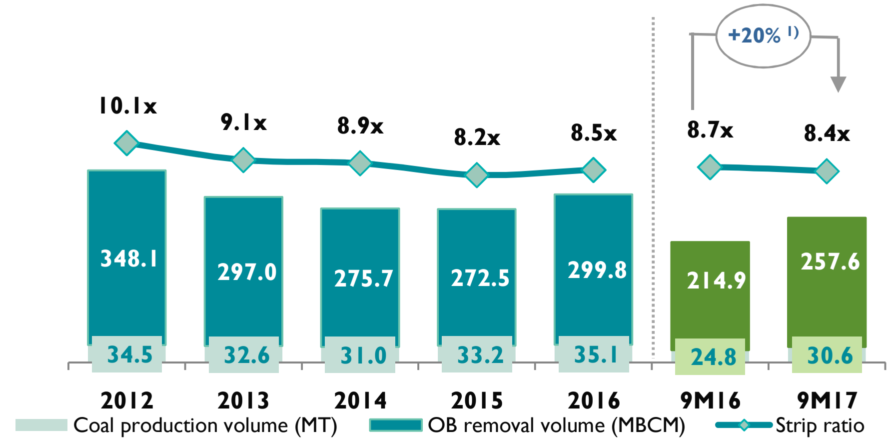
- Tax policies related to coal mining have historically resulted in tax overpayment for BUMA; Thus, the high tax receivables asset.
- BUMA diligently exerts every possible effort in accordance with the prevailing tax law to recover all of its tax receivables.
- Generally, in recent years, BUMA has obtained at least 70% of its tax receivables within 2 years of each respective fiscal year, except for certain extraordinary cases.
- In June-July 2017, BUMA received unfavorable decisions from Supreme Court related to certain old, long-outstanding extraordinary cases, originated under previous ownership. Such decision does not affect BUMA's cash flows considering BUMA has previously settled the tax liabilities. While BUMA is considering its next course of legal action related to the decision, US$33 million has been provisioned in compliance to accounting standard. As of September 30, 2017, BUMA has filed Second Motion for Reconsideration to Supreme Court.
- BUMA's remaining tax receivables are pending under various proceedings. Management believes they are recoverable.

Survival and turnaround

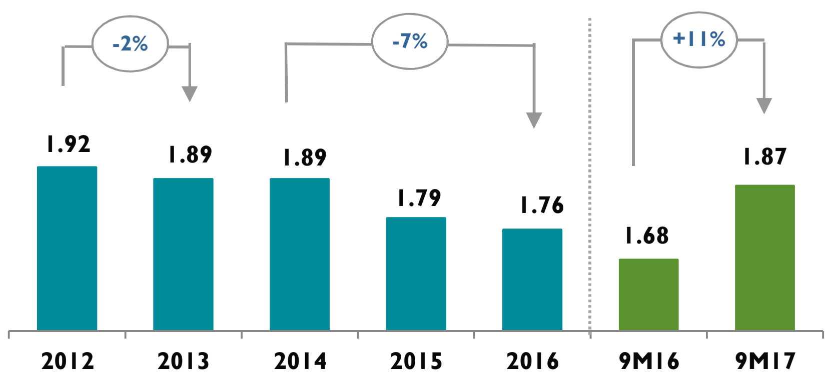
Newcastle coal price (US$)



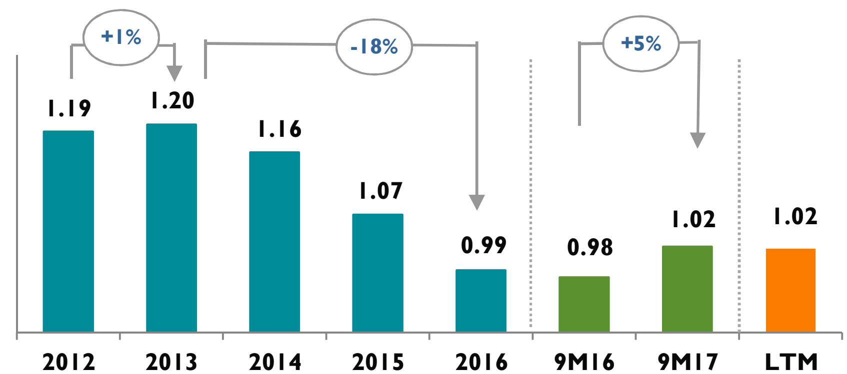
Historical volume



Revenue ex fuel (US$/unit)



Cash cost ex fuel (US$/unit)



Production ramp-up | **Operational excellence** | **Cost efficiencies**

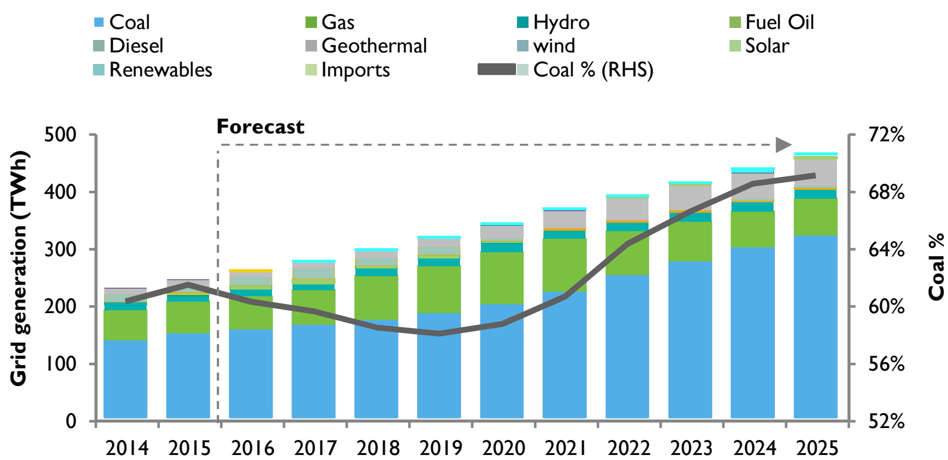
Resilience during downturn, sustainable growth at recovery

1) Based on total unit volume, converted to bcm

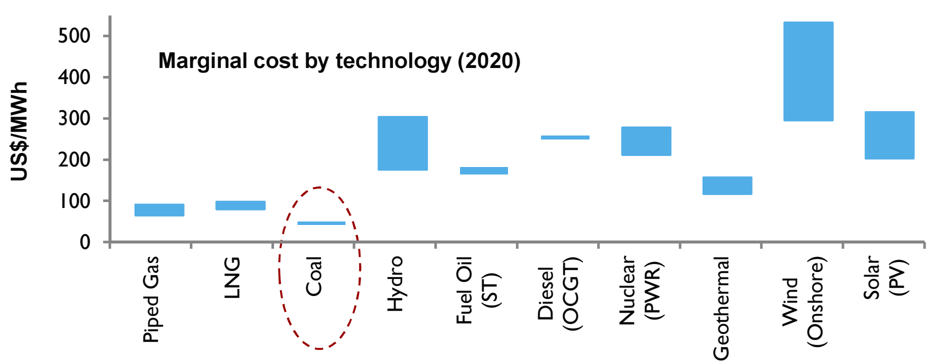
Indonesian coal market

Domestic

Coal will continue to dominate Indonesia's fuel mix demand

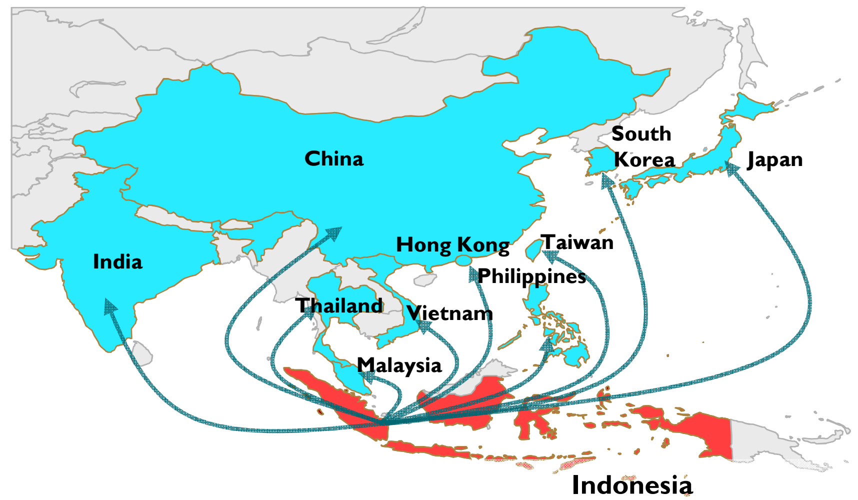


Coal continues to be the preferred fuel for power generation in Indonesia

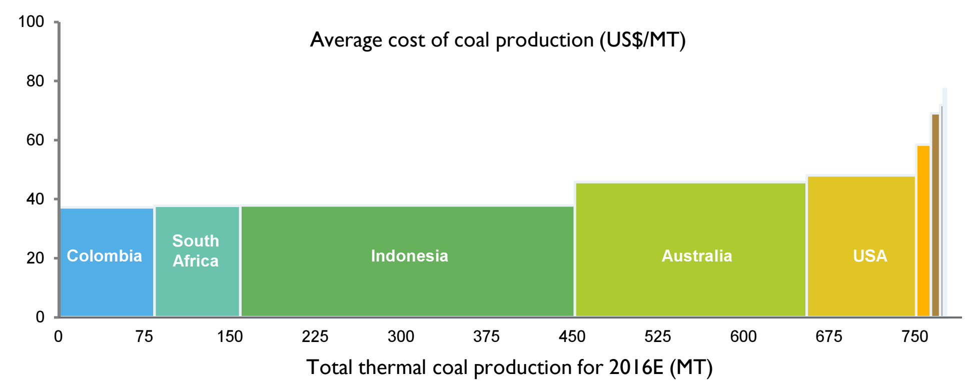


Foreign

Indonesia has proximity to key export markets



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**

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

2017 debt refinancing

Delta Dunia

BUMA Refinanced of its Syndicated (SMBC) and CIMB bank facility on February 14, 2017

Settlement of US$454 million

US$603 million
Syndicated Loan Facility

- Outstanding of USD442m
- Interest at LIBOR 3M + 450/475bps
- Back-end fee to be settled at 3%

US$15 million
CIMB Loan Facility

- Outstanding of USD12m
- Interest at LIBOR 3M + 450/475bps
- Back-end fee to be settled at 3%

US$350 million
Senior Notes

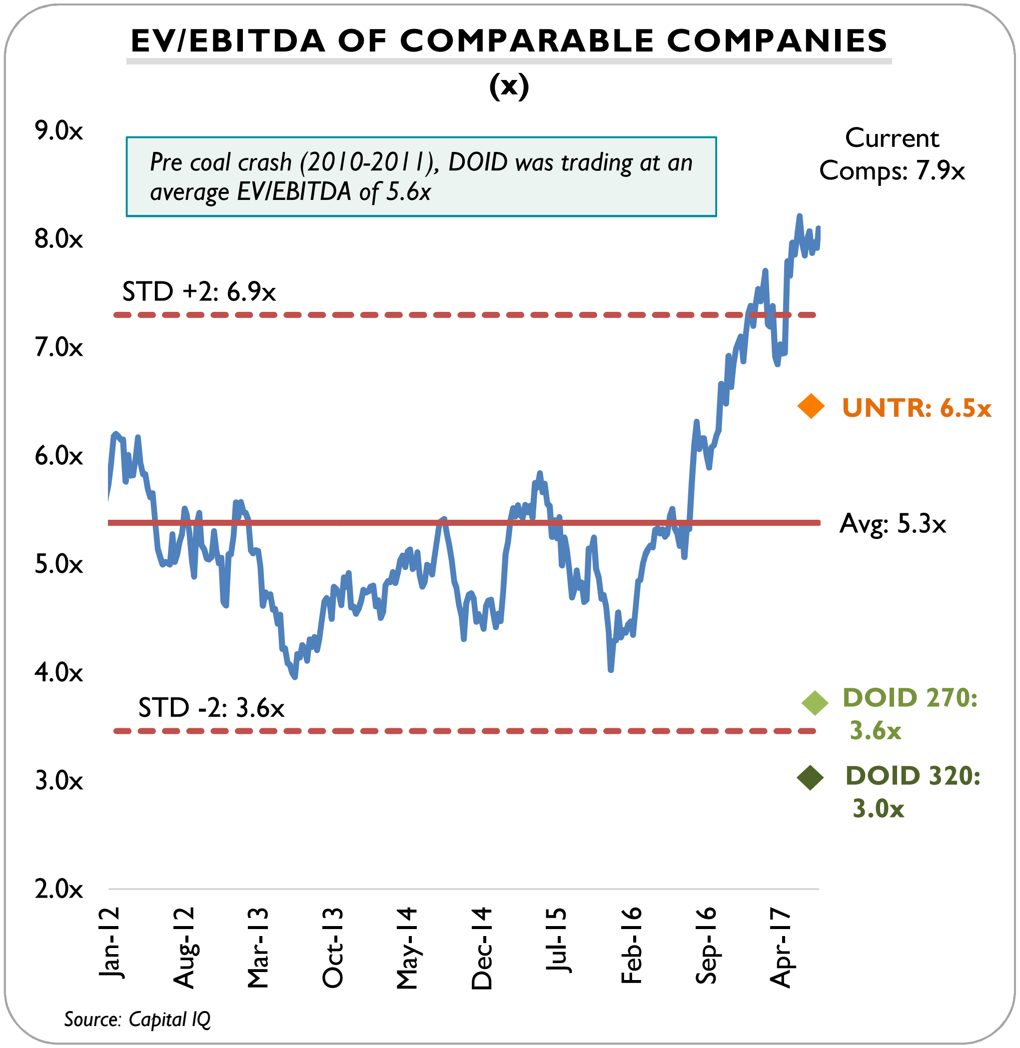
- Coupon of 7.75% p.a.
- Tenor of 5NC3
- Settlement at maturity (no amortization)
- Secured by DSRA

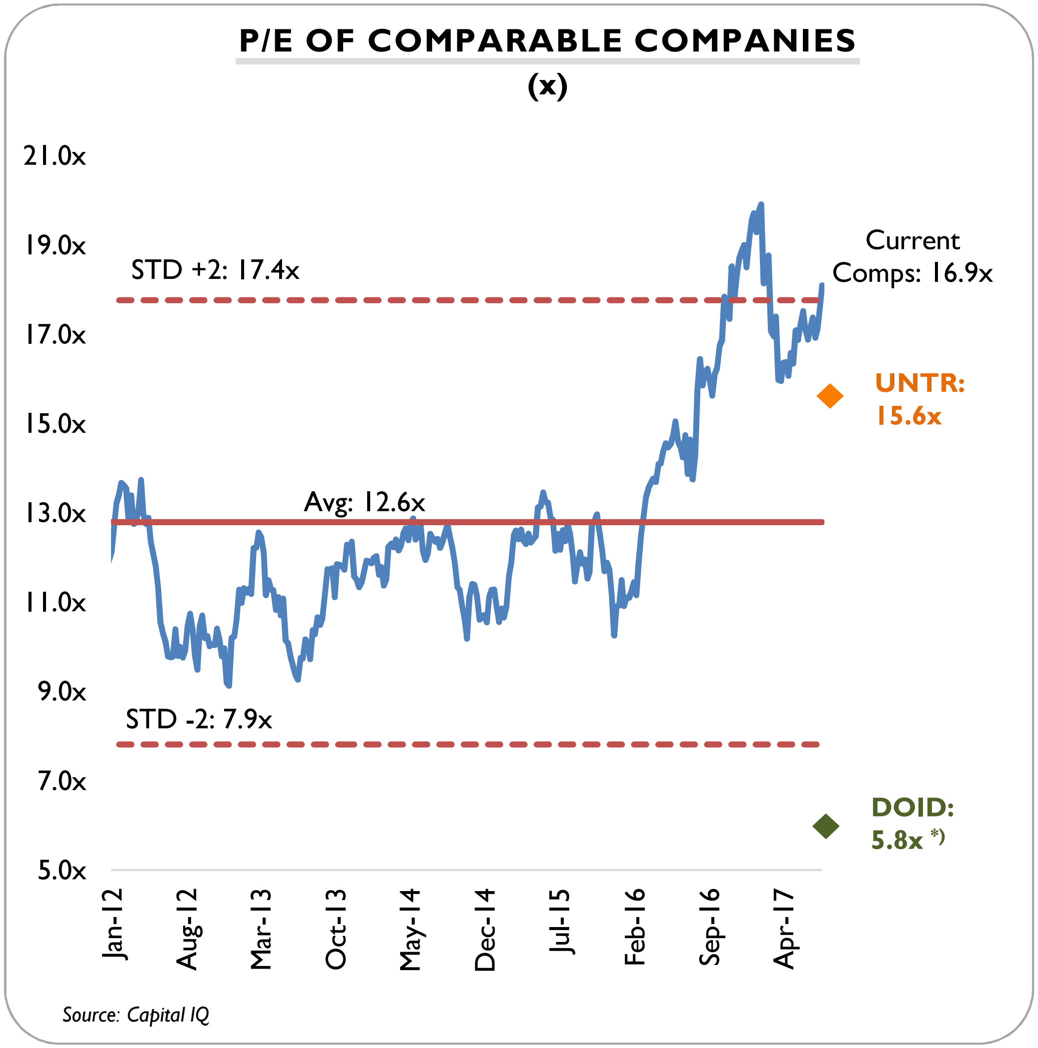
US$100 million
BTMU Loan Facility

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

- Extended debt maturity
- Reduced amortization will improve cash flow flexibility
- Improved operational flexibility will support BUMA's future growth

Comps trading multiples





*) Based on LTM recurring profit

Mining contractor sector has re-rated with DOID lagging its peers

Strong management team

Delta Dunia senior management

Hagianto Kumala, *President Director* *30+ years*
- Has served as President Director of Delta Dunia since 2009
- Previously held various senior roles in Astra Group, including UNTR

Rani Sofjan, *Director* *22+ 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* *23+ 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* *23+ years*
- Appointed VP Director in June 2012, President Director in March 2014
- Previously a Director at PT Trikomsel Oke Tbk.

Una Lindasari, *Finance Director* *30+ years*
- Appointed as Director in August 2014
- Previously CFO of Noble Group from 2008

Jason Thompson, *Business Development Director* *25+ years*
- Appointed as Director in August 2014
- Previously held various positions in surface mining operations

Indra Kanoena, *Plant Director / HR &GA* *18+ years*
- Appointed as Director in January 2013
- Previously held various senior positions in Human Resources areas

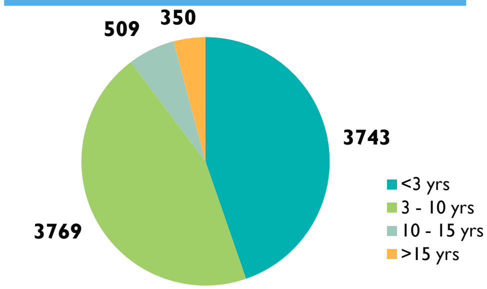
Sorimuda Pulungan, *Operations Director* *17+ years*
- Appointed as Director in January 2012
- Experienced in mining industry (gold/nickel/coal)

Experienced BUMA operational team [1)]

General manager overview

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

Years of service

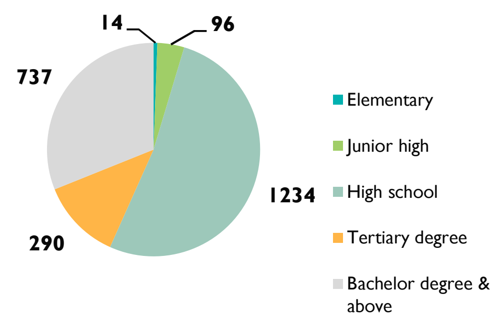


Skilled workers: 8,371 employees

Manager overview

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

Employees education



Leadership positions: 2,371 employees

1) Data as per December 31, 2016

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

Thank You