

27 April 2017

#### Share Price Data (as of 27 April 2017)

Ticker @IDX	DOID
Last Price (Rp)	1,110
Outstanding Shares (mn)	8,325
Market Capitalization (Rp bn)	9,241
Market Capitalization (USD mn)*	695

\*based on exchange rate of Rp13,299

#### Shareholder Structure

Northstar Tambang Persada Ltd	39.2%
Public	60.8%

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Jakarta – PT Delta Dunia Makmur Tbk. (“DOID” or the “Company”) presents its 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\$24 million in the first quarter of 2017, the highest quarterly net profit recorded in the history of the Company and BUMA.

HIGHLIGHTS OF CONSOLIDATED RESULTS (in US\$M unless otherwise stated)				QUARTERLY RESULTS (in US\$M unless otherwise stated)					
Profitability	1Q17	1Q16	YoY	Volume	1Q16	2Q16	3Q16	4Q16	1Q17
EBITDA	70	39	81%	OB Removal (mbcm)	61.2	71.9	81.8	84.9	83.2
EBITDA Margin <sup>3)</sup>	40.3%	31.6%	8.7%	Coal (mt)	7.8	7.7	9.3	10.3	10.2
Operating Profit	44	15	205%	<b>Financials</b>					
Operating Margin <sup>3)</sup>	25.8%	11.9%	13.8%	Revenue	127	132	159	193	181
Net Profit (Loss)	24	3	676%	EBITDA	39	43	58	77	70
EPS (in Rp)	Rp 38	Rp 5	660%	EBITDA Margin <sup>4)</sup>	31.6%	33.4%	38.5%	42.1%	40.3%
<b>Cash Flows</b>				Operating Profit	15	19	35	53	44
Capex	20	3	545%	Operating Margin <sup>4)</sup>	11.9%	14.9%	23.3%	29.1%	25.8%
Free Cash Flow <sup>4)</sup>	22	76	-71%	Net Profit (Loss) <sup>6)</sup>	3	5	17	12	24
<b>Balance Sheet</b>									
Cash Position <sup>1)</sup>	76	96	(19)						
Net Debt <sup>2)</sup>	504	497	6						

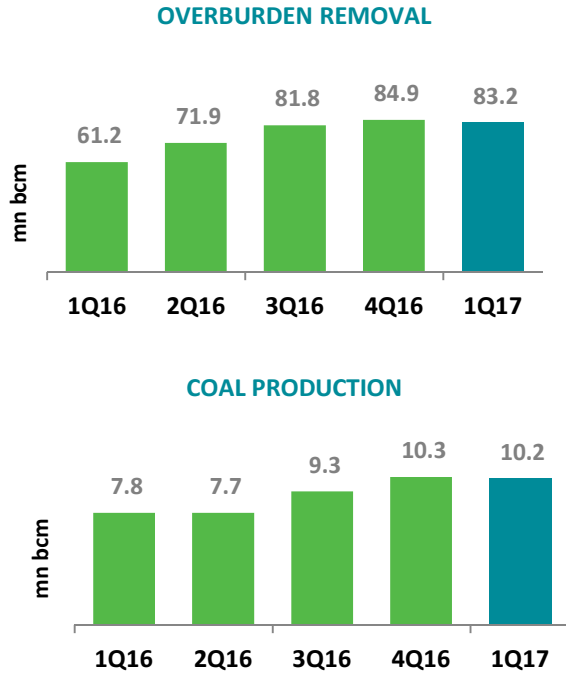
#### 1Q 2017 HIGHLIGHTS

- Overburden removal volume increased by 36% YoY from 61.2 million bcm to 83.2 million bcm in 1Q 2017. Whereas coal production increased by 31% YoY from 7.8 million tons to 10.2 million tons. The significant volume increase was primarily the result of contracts signed in 2016.
- Net revenue increased by 43% in 1Q 2017 to US\$181 million vs. US\$127 million for 1Q 2016, mainly from higher volume and upward rate adjustments on coal index linked contracts, on the back of coal price recovery.
- EBITDA was US\$70 million for 1Q 2017 vs. US\$39 million for 1Q 2016, resulting from higher revenue as well as improved productivity and cost efficiencies.
- Capital expenditures for 1Q 2017 was US\$20 million vs. US\$3 million for 1Q 2016, primarily on heavy equipment that were due for replacement.
- Cash flows generation remained strong at US\$22 million after financing capital expenditures with internal cash, completing debt refinancing and reducing outstanding debt by US\$13 million. On March 31, 2017, net debt was US\$504 million with net debt to EBITDA ratio of 2.0x.
- With robust contracts on hand and the recovery of coal price, the Company will focus on executing production ramp-up with operational excellence. Management believes that the Company is on track to deliver profitable growth and solid performance in 2017.

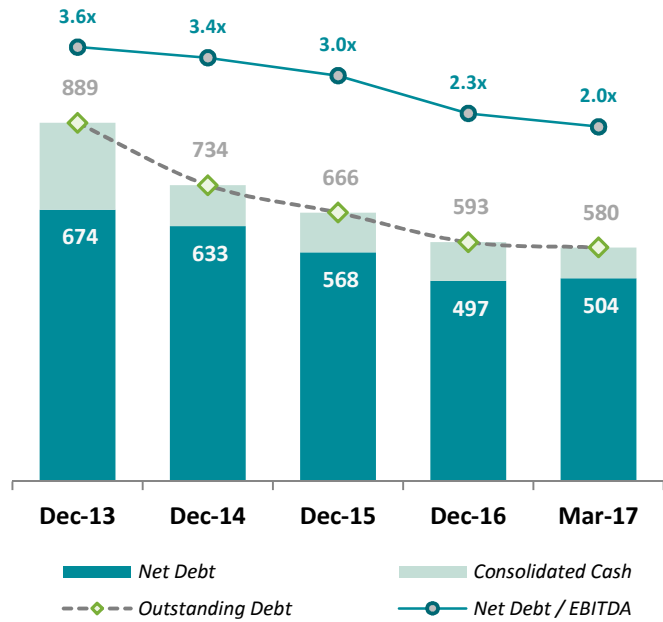
#### Notes:

- 1) Cash position includes restricted cash in bank.
- 2) Debt includes only the outstanding contractual liabilities.
- 3) Margins are based on net revenues excluding fuel.
- 4) Free cash flow is cash flow before debt service, excluding financing proceeds.

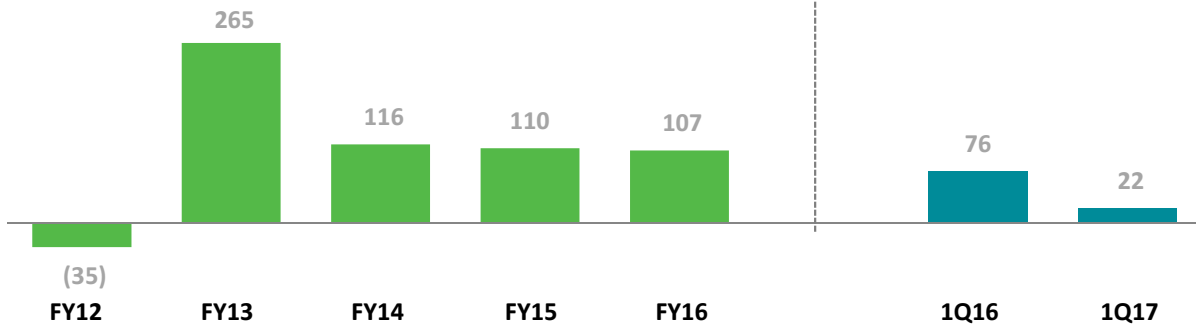
**Exhibit 1: Quarterly Production**



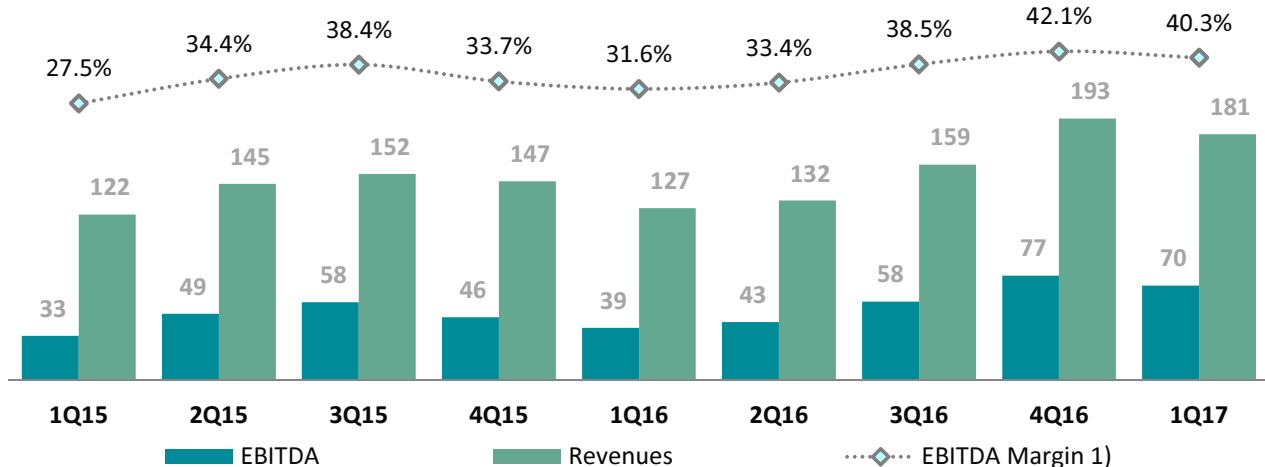
**Exhibit 2: Net Debt**



**Exhibit 3: Consolidated Free Cash Flows<sup>2)</sup>**



**Exhibit 4: Quarterly Profitability Trend**



**Notes:**

- 1) Margins are based on net revenues excluding fuel.
- 2) Defined as free cash flows before debt service, and excludes financing proceeds.

**DOID'S CONSOLIDATED STATEMENTS  
OF PROFIT OR LOSS AND  
OTHER COMPREHENSIVE INCOME**

<i>In US\$ mn (unless otherwise stated)</i>	<b>1Q17</b>	<b>1Q16</b>	<b>YoY</b>
Net revenues	181	127	43%
<i>Revenue excl. fuel</i>	173	122	41%
Cost of revenues	127	105	21%
<b>Gross profit</b>	<b>54</b>	<b>22</b>	<b>148%</b>
Operating expenses	(10)	(7)	33%
Finance cost	(16)	(12)	37%
Others - net	7	3	152%
<b>Pretax profit</b>	<b>36</b>	<b>6</b>	<b>515%</b>
Tax expense	12	3	334%
<b>Profit for the period</b>	<b>24</b>	<b>3</b>	<b>676%</b>
Other comprehensive income - net	(0)	2	-103%
<b>Comprehensive income</b>	<b>24</b>	<b>5</b>	<b>397%</b>
<b>EBITDA</b>	<b>70</b>	<b>39</b>	<b>81%</b>
<b>Basic EPS (in Rp) <sup>3)</sup></b>	<i>Rp</i> <b>38</b>	<i>Rp</i> <b>5</b>	<b>660%</b>

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

<i>In US\$ mn (unless otherwise stated)</i>	<b>Mar-17</b>	<b>Dec-16</b>	<b>YTD</b>
Cash and cash equivalents	74	67	11%
Restricted cash in bank - current	2	-	100%
Trade receivables - current	175	144	21%
Other current assets	105	88	19%
Restricted cash in bank	-	29	-100%
Fixed assets - net	401	406	-1%
Other non-current assets	107	148	-28%
<b>TOTAL ASSETS</b>	<b>864</b>	<b>882</b>	<b>-2%</b>
Trade payables	73	80	-8%
LT liabilities - current	69	106	-35%
Other current liabilities	38	34	11%
LT liabilities - non current	497	501	-1%
Other non-current liabilities	37	35	4%
<b>TOTAL LIABILITIES</b>	<b>713</b>	<b>756</b>	<b>-6%</b>
<b>TOTAL EQUITY</b>	<b>150</b>	<b>126</b>	<b>19%</b>

**DOID'S FINANCIAL RATIOS <sup>1)</sup>**

	<b>1Q17</b>	<b>1Q16</b>
Gross margin	31.4%	17.9%
Operating margin	25.8%	11.9%
EBITDA margin	40.3%	31.6%
Pretax margin	20.6%	4.7%
Net margin	13.7%	2.5%

**DOID'S CONSOLIDATED STATEMENTS OF CASH FLOWS**

<i>In US\$ mn (unless otherwise stated)</i>	<b>1Q17</b>	<b>1Q16</b>
Net CF from Operating Activities	17	67
Net CF from Investing Activities	8	(1)
Net CF from Financing Activities	(18)	(14)
Net change in cash & cash equivalents	7	51
Beginning balance cash & cash equivalents	67	71
Effect of foreign exchange rate changes	0	0
<b>Ending balance cash &amp; cash equivalents<sup>2)</sup></b>	<b>74</b>	<b>122</b>

**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 Rp13,349 and Rp13,527 for 1Q17 and 1Q16, respectively.

**BUMA'S STATEMENTS  
OF PROFIT OR LOSS AND  
OTHER COMPREHENSIVE INCOME**

<i>In US\$ mn (unless otherwise stated)</i>	<b>1Q17</b>	<b>1Q16</b>	<b>YoY</b>
Net revenues	181	127	43%
<i>Revenue excl. fuel</i>	173	122	<b>41%</b>
Cost of revenues	127	105	<b>21%</b>
<b>Gross profit</b>	<b>54</b>	<b>22</b>	<b>148%</b>
Operating expenses	(9)	(7)	38%
Finance cost	(16)	(12)	<b>37%</b>
Others - net	7	6	<b>10%</b>
<b>Pretax profit</b>	<b>36</b>	<b>10</b>	<b>262%</b>
Tax expense	12	3	<b>332%</b>
<b>Profit for the period</b>	<b>24</b>	<b>7</b>	<b>236%</b>
Other comprehensive income - net	(0)	2	-103%
<b>Comprehensive income</b>	<b>24</b>	<b>9</b>	<b>171%</b>
<b>EBITDA</b>	<b>70</b>	<b>39</b>	<b>79%</b>

**BUMA'S STATEMENTS  
OF FINANCIAL POSITION**

<i>In US\$ mn (unless otherwise stated)</i>	<b>Mar-17</b>	<b>Dec-16</b>	<b>YTD</b>
Cash	55	49	12%
Restricted cash in bank - current	2	-	100%
Trade receivables - current	175	144	21%
Due from related party - current	182	182	0%
Other current assets	105	88	19%
Restricted cash in bank	-	29	-100%
Fixed assets - net	400	405	-1%
Other non-current assets	107	148	-28%
<b>TOTAL ASSETS</b>	<b>1,026</b>	<b>1,045</b>	<b>-2%</b>
Trade payables	73	80	-8%
LT liabilities - current	69	106	-35%
Other current liabilities	37	35	6%
LT liabilities - non-current	497	501	-1%
Other non-current liabilities	37	35	4%
<b>TOTAL LIABILITIES</b>	<b>713</b>	<b>757</b>	<b>-6%</b>
<b>TOTAL EQUITY</b>	<b>313</b>	<b>288</b>	<b>8%</b>

**BUMA'S STATEMENTS OF CASH FLOWS**

<i>In US\$ mn (unless otherwise stated)</i>	<b>1Q17</b>	<b>1Q16</b>
Net CF from Operating Activities	16	68
Net CF from Investing Activities	8	(1)
Net CF from Financing Activities	(18)	(15)
Net change in cash	6	52
Beginning balance cash	49	50
<b>Ending balance cash<sup>1)</sup></b>	<b>55</b>	<b>102</b>

**Notes:**

1) Excludes restricted cash in bank.

## OTHER UPDATES

### A. DEBT FINANCING

- ◆ On February 14, 2017, BUMA, the primary operating subsidiary, completed the refinancing of its bank loan facilities, consisting of USD603 million syndicated loan facilities, with SMBC as the Facility Agent (“SMBC Facility”), and USD15 million loan facility with PT CIMB Niaga Tbk (“CIMB Facility”) with (i) the proceeds from BUMA’s 5-year 7.75% USD350 million Senior Notes issuance (“Senior Notes”), (ii) USD100 million LIBOR+3% loan facility from The Bank of Tokyo Mitsubishi UFJ, Ltd. (“BTMU Facility”), and (iii) BUMA’s internal cash. The refinancing allows for operational and financial flexibility to support BUMA’s future growth.
- ◆ As of March 31, 2017, outstanding debt was US\$580 million, whereas net debt was US\$504 million, with net debt to EBITDA ratio of 2.0x, which is significantly lower than the 3.6x reported back in December 2013.