Senior Management – TBS

Justarina Naiborhu ("Nana")
President Director

Pandu P. Syahrir
Director of Finance

Arthur M. Simatupang
Director

Catherine Warouw
Director of Marketing

Sudharmono Saragih
Director
Overview of TBS

TBS comprises three coal companies, Adimitra Baratama Nusantara (ABN), Indomining (IM) and Trisensa Mineral Utama (TMU), which hold adjacent concession areas located in East Kalimantan, Indonesia

- **Strong growth profile**
  - Produced 5.2 MM tonnes of coal in 2011 and is forecasted to produce 7.6, 10.8 and 12.1 MM tonnes of coal in 2012, 2013 and 2014 respectively

- **Reputable multinational customers**
  - Including Vitol, Flame, Glencore and Peabody

### 2011 Revenue

- **Total: US$ 481 MM**
  - ABN 66.8%
  - IM 33.2%

### 2011 Net Income

- **Total: US$ 114 MM**
  - ABN 62.8%
  - IM 37.2%

### Reserves

- **Total: 147 MM Tonnes**
  - ABN 79.6%
  - IM 15.0%
  - TMU 5.4%

### Resources

- **Total: 236 MM Tonnes**
  - ABN 66.1%
  - IM 33.2%
  - TMU 18.2%

Note:
1. Includes net income attributable to minority interest. The split between ABN and IM excludes net loss from TMU and income/expenses at TBS holding company.
Group Structure

**License**
- 20-year Production Operation Mining Permit (“IUPOP”) expiring in December 2029
  - IUPOP was converted from a Kuasa Pertambangan (“KP”) in 2009
- IUPOP expiring in June 2013
  - IUPOP was converted from a KP in 2010
- In the process of renewing its IUPOP
  - Expects to receive renewal of 10-year IUPOP by end 2012
- 13-year IUPOP expiring in December 2023
  - IUPOP was converted from a KP in 2010

**Area**
- 2,990 ha
- 683 ha
- 3,414 ha

**Notes:**
1. Son of TS founder, Luhut B. Pandjaitan
2. Figures are rounded
Strong Sponsorship from Established Major Shareholder

TBS believes it benefits from Toba Sejahtra’s experience in the Indonesian coal sector as well as its leadership and experience

Controlling Shareholder with Established Track Record...

- A privately owned group founded in 2004 with interests in energy and plantations
- Its business segments are as follow:
  - **Energy:** Owns 5 coal mining concessions through TBS and PT Kutai Energi. All of TS’ mines are characterized by low production costs and favorable proximity to ports
  - **Oil & Gas:** In the exploration phase of the 4,567 sq miles South East Madura Block through subsidiary E&P company PT Energi Mineral Langgeng
  - **Power Plant:** Operates a 30 MW coal-fired power plant in Palu, Central Sulawesi and is developing a 120 MW greenfield power plant in Senipah, East Kalimantan
  - **Agribusiness:** A 25% stake in a 12,000 ha palm oil plantation in East Kalimantan

... Helmed by an Experienced Leader

- General (Ret.) Luhut B. Pandjaitan is the key shareholder and founder of Toba Sejahtra group. He is currently the chairman of TS
- Mr. Luhut had a long and illustrious career in the civic service before turning to the commercial sector. Over the course of thirty years in the Army Special Forces, Mr. Luhut rose to become a four-star general
  - In 1999, Mr. Luhut retired from the military service to serve as Ambassador for the Republic of Indonesia to Singapore
  - In 2000, he was appointed Minister of Industry and Trade of the Republic of Indonesia
- Thereafter, Mr. Luhut applied his knowledge and leadership skills to establish TS in 2004, building it from the ground up into a major business group with interests in energy oil and gas, power and agribusiness
Key Milestones

Strong track record of acquisitions, development of greenfield mines and rapid production ramp-up

- **2004**
  - Incorporation of ABN and TMU

- **2006**
  - ABN and IM were granted KPs for exploration
  - Establishment of TBE and acquisition of 99.99% of IM by TBE
  - TS acquired 51.0% of TMU and 52.5% of TBE

- **2008**
  - ABN commenced production
  - TMU was granted a KP for exploration

- **2010**
  - IM and TMU converted their KPs to IUPOPs
  - TBS acquired 51.0% of ABN, 52.5% of TBE (IM’s shareholding company) and 51.0% of TMU

- **2005**
  - Incorporation of IM
  - TS acquired 51.0% of ABN

- **2007**
  - ABN and IM were granted KPs for exploitation
  - IM commenced production

- **2009**
  - ABN converted its KP to an IUPOP

- **2011**
  - TMU commenced production

- **2012**
  - TBS acquired the minorities’ shares in TBE and TMU
  - IPO
Investment Highlights and Growth Strategies
Investment Highlights

1. Solid operating track record and visible earnings growth
2. Competitive cost producer of coal in Indonesia
3. Substantial reserves and resources to support significant production expansion
4. Well-positioned to capture growth opportunities in thermal coal markets
5. Wide range of coal quality grades to meet customers’ requirements
6. Strong relationships with multinational customers
7. Strong sponsorship from established major shareholder
1. The company’s historical sales have been very close to its production volume: 2009 - 1.9 MM tonnes, 2010 - 4.2 MM tonnes and 2011 - 5.3 MM tonnes
TBS has achieved significant revenue and earnings growth driven by strong growth in production and ASP combined with its competitive cost position.

### Revenue (1)

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>101</td>
</tr>
<tr>
<td>2010</td>
<td>274</td>
</tr>
<tr>
<td>2011</td>
<td>481</td>
</tr>
</tbody>
</table>

CAGR(3): 115%

### EBITDA (1)(2) and Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ MM</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>13</td>
<td>13%</td>
</tr>
<tr>
<td>2010</td>
<td>30</td>
<td>33%</td>
</tr>
<tr>
<td>2011</td>
<td>81</td>
<td>33%</td>
</tr>
</tbody>
</table>

CAGR(3): 247%

### Net Income (1)(4) and Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ MM</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>10</td>
<td>10%</td>
</tr>
<tr>
<td>2010</td>
<td>58</td>
<td>21%</td>
</tr>
<tr>
<td>2011</td>
<td>114</td>
<td>24%</td>
</tr>
</tbody>
</table>

CAGR(3): 235%

**Notes:**
1. USD/IDR exchange rate of 1:9,400, 8,991 and 9,068 as of December 31, 2009, 2010 and 2011, respectively (Source: Bank Indonesia)
2. EBITDA equals gross profit less general and administrative expenses and selling expenses plus depreciation and amortization
3. CAGRs calculated based on financials which are reported in IDR
4. Includes net income attributable to minority interest
Competitive Cost Producer of Coal in Indonesia

Favorable location of TBS mines to transshipment points and key end customer markets result in competitive cash costs for ABN and IM

**Adjacent Concessions in Close Proximity to Jetties and Transshipment Points**

- Adjacent concessions enable integrated mine management, sharing of resources and best practices
- Favorable location close to jetties and transshipment points results in lower costs for FOB sales

**Estimated Global Export Thermal Coal Cost Curve**

### 2011 CIF Qingdao, China

- **IM**: US$56.23
- **ABN**: US$63.98

### 2011 CIF Matsuyama, Japan

- **IM**: US$65.38
- **ABN**: US$57.58

*Source: AME*

**Note:**
1. Based on tonnage produced by companies in AME’s sample set
Expanding cash margins due to rise in ASP at a faster rate than cash costs

### Cash Margins (1)
US$ / Tonne

<table>
<thead>
<tr>
<th></th>
<th>TBS</th>
<th>ABN</th>
<th>Indomining</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>37.7</td>
<td>46.3</td>
<td>55.2</td>
</tr>
<tr>
<td>2010</td>
<td>40.3</td>
<td>35.8</td>
<td>30.6</td>
</tr>
<tr>
<td>2011</td>
<td>54.2</td>
<td>56.5</td>
<td>47.7</td>
</tr>
</tbody>
</table>

Note:
1. Cash margin equals ASP minus FOB cash cost including royalties

Expanding Cash Margins

Expanding cash margins due to rise in ASP at a faster rate than cash costs.
TBS’ high ASP and cash margin reflect its high coal quality and competitive cost position.

### 2011 ASP
US$ / Tonne

<table>
<thead>
<tr>
<th>Company</th>
<th>ASP (US$ / Tonne)</th>
</tr>
</thead>
<tbody>
<tr>
<td>ITM</td>
<td>96.4</td>
</tr>
<tr>
<td>TBS</td>
<td>93.9</td>
</tr>
<tr>
<td>Harum</td>
<td>92.9</td>
</tr>
<tr>
<td>Bumi</td>
<td>90.2</td>
</tr>
<tr>
<td>Bukit Asam</td>
<td>89.9</td>
</tr>
<tr>
<td>Adaro</td>
<td>73.0</td>
</tr>
<tr>
<td>Kideco</td>
<td>71.5</td>
</tr>
</tbody>
</table>

### 2011 Cash Margin
US$ / Tonne

<table>
<thead>
<tr>
<th>Company</th>
<th>Cash Margin (US$ / Tonne)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bukit Asam</td>
<td>44.9</td>
</tr>
<tr>
<td>TBS</td>
<td>39.7</td>
</tr>
<tr>
<td>Bumi</td>
<td>38.4</td>
</tr>
<tr>
<td>Harum</td>
<td>37.5</td>
</tr>
<tr>
<td>ITM</td>
<td>35.6</td>
</tr>
<tr>
<td>Adaro</td>
<td>34.0</td>
</tr>
<tr>
<td>Kideco</td>
<td>26.6</td>
</tr>
</tbody>
</table>

Source: Company Filings
Substantial Reserves and Resources to Support Production Expansion

Reserves and resources upside from the conversion of resources to reserves and further exploration of concession areas

**Reserves (1)**

<table>
<thead>
<tr>
<th></th>
<th>ABN</th>
<th>IM</th>
<th>TMU</th>
<th>Total: 147 MM Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABN</td>
<td>79.6%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>IM</td>
<td>15.0%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>TMU</td>
<td>5.4%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100%</td>
<td>15.0%</td>
<td>5.4%</td>
<td>80.6%</td>
</tr>
</tbody>
</table>

**Coal Reserves and Resources (1)(2) (JORC)**

<table>
<thead>
<tr>
<th></th>
<th>ABN</th>
<th>IM</th>
<th>TMU</th>
<th>Total: 236 MM Tonnes</th>
</tr>
</thead>
<tbody>
<tr>
<td>ABN</td>
<td>70</td>
<td>11</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>IM</td>
<td>47</td>
<td>10</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>TMU</td>
<td>117</td>
<td>22</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>147</td>
<td>43</td>
<td>156</td>
<td></td>
</tr>
</tbody>
</table>

- Explored 3,704 of 7,087 hectares of its concession areas (52% of total concession area) and drilled 3,512 boreholes as of 31 December 2011
- Additional JORC coal reserves and resources expected to be discovered, especially at TMU where only 680 hectares out of 3,414 hectares of the concession (20% of TMU concession area) have been explored

Notes:
1. Differences in totals are due to rounding
2. The Runge Report for ABN is as of 31 December 2011, the PT SMG Consulting Report for IM is as of 1 January 2012 and the Marston Report for TMU is as of 31 October 2011
Robust Regional Demand for Thermal Coal

Thermal coal is expected to continue to be a key source of energy in Asia with strong import growth coming from China, India and North Asia. Indonesian domestic demand is also expected to experience significant growth.

Historical and Projected Global Thermal Coal Imports

- **MM Tonnes**
  - **2007**: 666
  - **2008**: 689
  - **2009**: 703
  - **2010**: 781
  - **2011**: 808
  - **2012E**: 843
  - **2013E**: 876

   **Global CAGR**: 4.7%
   **China CAGR**: 24.4%
   **India CAGR**: 12.4%

Existing Coal Capacity and Planned Ultra Mega Power Projects in India

- Coal Capacity by District (MW)
  - 1-100
  - 100-300
  - 300-1000
  - 1,000-2,000
  - 2,000-3,000
  - 3,000-4,000
  - 4,000-5,000
  - 5,000-7,000

- Planned Ultra Mega Power Projects (>4,000 MW)

Coal is Expected to Account for a Significant Portion of China’s Energy Consumption

- **Source**: IEA

...Driven by Strong Regional Demand...

...and Indonesian Demand

Coal’s Share of Indonesia’s Energy Mix is Expected to Grow Significantly...

- **2010**: Other 76%, Coal 24%
- **2025**: Coal 33%
- **CAGR**: 7%

...With Annual Domestic Demand Expected to Grow by 81Mt During 2010-2020

- **Source**: Ministry of Mineral Resources Indonesia, Global Insight, Broker Reports

**Note:**
1. UBC: Upgraded Brown Coal, which is mined brown coal that has been upgraded to remove moisture and transform the calorific performance to a cleaner burning status relatively equivalent to high calorific value black coal.
TBS is Well-Positioned to Benefit from Growth in Thermal Coal Markets

TBS, with its strong production growth profile, is strategically positioned to supply Asia’s growing demand for coal and expects to benefit from the favorable industry outlook.

Indonesia is the #1 Supplier to the Seaborne Market

Historical and Projected Thermal Coal Exports by Region

<table>
<thead>
<tr>
<th>Year</th>
<th>Indonesia</th>
<th>Australia</th>
<th>CIS (1)</th>
<th>RoW (1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2007</td>
<td>666</td>
<td>259</td>
<td>117</td>
<td>175</td>
</tr>
<tr>
<td>2008</td>
<td>689</td>
<td>250</td>
<td>120</td>
<td>195</td>
</tr>
<tr>
<td>2009</td>
<td>703</td>
<td>224</td>
<td>126</td>
<td>214</td>
</tr>
<tr>
<td>2010</td>
<td>781</td>
<td>223</td>
<td>133</td>
<td>284</td>
</tr>
<tr>
<td>2011</td>
<td>808</td>
<td>237</td>
<td>130</td>
<td>304</td>
</tr>
<tr>
<td>2012E</td>
<td>843</td>
<td>244</td>
<td>133</td>
<td>312</td>
</tr>
<tr>
<td>2013E</td>
<td>876</td>
<td>256</td>
<td>140</td>
<td>322</td>
</tr>
</tbody>
</table>

Global CAGR: 4.1%
Indonesia CAGR: 10.7%

Coal Prices Expected to Remain Robust

Newcastle Benchmark

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Price</td>
<td>$56</td>
<td>$70</td>
<td>$98</td>
<td>$115</td>
<td>$130</td>
<td>$133</td>
<td>$140</td>
</tr>
</tbody>
</table>

Source: AME, Bloomberg

Note:
1. CIS: Commonwealth of Independent States; RoW: Rest of World

Strategic Location of Indonesia

Source: AME

Note:
1. 4,698km
2. 7,969km
3. 3,628km
4. 7,469km

China

Australia

India
TBS markets its coal under 4 coal brands with a range of coal quality grades, enabling the company to market to customers in different countries and manage demand cyclicality across countries.

### Coal Products \(^{(1)(2)}\)

<table>
<thead>
<tr>
<th>Concession Area</th>
<th>Total Moisture (%) GAR</th>
<th>Ash (%) GAD</th>
<th>Sulphur (%) GAD</th>
<th>Calorific Value (kcal/kg) GAR</th>
<th>Calorific Value (kcal/kg) GAD</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ABN</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ABN 52</td>
<td>25</td>
<td>7</td>
<td>0.8</td>
<td>5,200</td>
<td>5,800</td>
</tr>
<tr>
<td>ABN 58</td>
<td>19</td>
<td>6</td>
<td>0.8</td>
<td>5,800</td>
<td>6,250</td>
</tr>
<tr>
<td><strong>Indomining</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indomining</td>
<td>19</td>
<td>8</td>
<td>0.9</td>
<td>5,700</td>
<td>6,200</td>
</tr>
<tr>
<td><strong>TMU</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trisensa-47</td>
<td>28</td>
<td>5</td>
<td>0.4</td>
<td>4,700</td>
<td>5,400</td>
</tr>
</tbody>
</table>

**Notes:**

1. Differences in totals are due to rounding.
2. Refers to quality of products currently marketed by the respective mines.
Strong brand recognition, stable customer base and increase in coal offtake from key customers have resulted in improved pricing and commencement of coal sales to end-users.
## TBS’ Business Strategies

<table>
<thead>
<tr>
<th>Step</th>
<th>Strategy</th>
<th>Details</th>
</tr>
</thead>
</table>
| 1    | Further integrate ABN, Indomining and TMU to maximize efficiency and cost competitiveness | - Recent restructuring will align IM and TMU shareholders’ interests and facilitate further integration of operations across the three concessions  
- Benchmarking and sharing of best practices between departments and functions  
- Optimize and coordinate mine planning and logistics  
- Centrally coordinate and streamline corporate finance, legal, human resource and CSR functions |
| 2    | Organically increase coal production levels | - Expand coal production through increased production and mine development activities  
- Strengthen relationships with third party mining contractors and work closely with them to improve their productivity |
| 3    | Increase coal reserve and resource base through additional exploration and potential acquisitions | - Continue exploration activities to increase proven and probable reserves as only 52% of total concession area of 7,087 hectares has been explored to JORC standard  
- Consider opportunities to acquire coal concessions with significant reserves |
| 4    | Strengthen existing and develop new customer relationships | - Supply a higher proportion of sales volume to end users, while maintaining relationships with existing coal traders  
- Target customers in Japan, Taiwan, South Korea, China and Hong Kong, South East Asia and India |
| 5    | Continue to focus on health and safety, environmental track record and commitment to CSR | - Maintain and enhance high international operating standards, utilize automated mining methods to minimize accidents and enhance safety  
- Foster community ties through development programs as well as job creation |
3 Coal Logistics Chain
ABN: Coal Mining and Transportation Logistics

1. Mining contractors - overburden removal
   - Strip away top soil and overburden to reach underlying coal using excavators

<table>
<thead>
<tr>
<th>Contractors</th>
<th>Contract Expiry</th>
</tr>
</thead>
<tbody>
<tr>
<td>PT Petrosea Tbk</td>
<td>2018</td>
</tr>
<tr>
<td>PT Arkananta Apta Pratista</td>
<td>2016</td>
</tr>
<tr>
<td>PT Bangun Karya Pratama Lestari</td>
<td>2013</td>
</tr>
</tbody>
</table>

2. In-pit coal hauling
   - Mined coal is transported by dump trucks 4 km to the ROM stockpile (holds up to 200,000 tonnes of coal)
   - Same contractors are used for coal hauling as overburden removal

3. Coal handling & processing
   - Coal is fed into a crusher hopper by wheel loaders
   - Crusher has a capacity of 10 MM tonnes p.a. and can process up to 1,800 tonnes per hour

4. Overland conveyor
   - Crushed coal is blended to produce ABN 52 and ABN 58 coal products and transported from the ROM stockpile to ABN's jetty via an overland conveyor
   - 5 km owned hauling road between crusher and barge-loading facility which can be used by a third party contractor to transport coal as a back-up

5. Barge loading jetty
   - Overland conveyor loads coal directly onto 300 foot barges (each of which can hold 8,000 tonnes of coal) at a rate of 1,800 tonnes per hour or 10 MM tonnes p.a.
   - Supplemental backup stockpile and jetty can hold up to 300,000 and 100,000 tonnes of coal respectively

6. Barging
   - Coal is barged along Mahakam River to vessel loading ports at Muara Jawa or Muara Berau where it is loaded onto seagoing vessels for transport to customers

<table>
<thead>
<tr>
<th>Contractors</th>
<th>Contract Expiry</th>
</tr>
</thead>
<tbody>
<tr>
<td>PT Pelita Samudera Shipping (2)</td>
<td>2012</td>
</tr>
<tr>
<td>PT Pelayaran Kartika Samudra Adijaya</td>
<td>2015</td>
</tr>
</tbody>
</table>

Notes:
1. The transshipment point at Muara Jawa is used from January to June and the transshipment point at Muara Berau is used from July to December due to weather conditions
2. Also provides transshipment services to ABN which will end on 2013
1. Mining contractors overburden removal
   - Stripping away top soil and overburden to reach underlying coal using excavators
   
   **Contractors** | **Contract Expiry**
   --- | ---
   PT Saptaindra Sejati | 2012(1)

2. In-pit coal hauling
   - Mined coal is transported by dump trucks 4 km to the ROM stockpile which can hold up to 150,000 tonnes of coal
   - Contractor used for coal hauling is the same as that for overburden removal

3. Coal handling & processing
   - Coal is fed into a crusher hopper by wheel loaders
   - Crusher has a capacity of 3.0 MM tonnes p.a. and can process up to 460 tonnes per hour
   - Crushed coal is stored in a stockpile which can hold up to 100,000 tonnes of coal

4. Overland conveyor
   - Crushed coal is transported from the stockpile to IM’s jetty via a 4.4 km overland conveyor

5. Barge loading jetty
   - Overland conveyor loads the coal directly onto 300 foot barges, each of which can hold up to 8,000 tonnes of coal, at a rate of 900 tonnes per hour or 4.5 MM tonnes p.a.

6. Barging
   - Coal is barged along Mahakam River to vessel loading ports at Muara Jawa or Muara Berau where it is loaded onto seagoing vessels for transport to customers overseas
   
   **Contractors** | **Contract Expiry**
   --- | ---
   PT Pelayaran Kartika Samudra Adijaya | 2013

Notes:
1. Contract renewal discussions currently in progress
2. The transshipment point at Muara Jawa is used from January to June and the transshipment point at Muara Berau is used from July to December due to weather conditions
1. **Mining contractors overburden removal**
   - Stripping away top soil and overburden to reach underlying coal using excavators

2. **In-pit coal hauling**
   - Mined coal is transported by dump trucks 1 kilometer to the stockpile which can hold up to 60,000 tonnes of coal

3. **Coal handling & processing**
   - Coal is fed into a crusher hopper by an excavator
   - Crusher is owned and operated by PT Nusa Dua Makmur and has a capacity of 1.4 MM tonnes p.a.

4. **Coal Hauling**
   - The crushed coal is then transported approximately 17 km by dump trucks to NDM’s jetty
   - In 2H 2012, TMU is expected to begin using PT Kutai Energi’s road access facilities (next to ABN)
   - TMU intends to construct a haul road from its mine to ABN and IM area which is expected to be completed 1H 2013

5. **Barge loading jetty**
   - Coal is manually loaded directly onto 300 foot barges, each of which can hold 8,000 tonnes of coal
   - In 2H 2012, TMU is expected to begin using PT Kutai Energi’s barge-loading and port facilities with a capacity 1.6 MM tonnes p.a.
   - In 2013, TMU expects to begin using IM and KE jetty facilities once the haul road to ABN and IM is completed

6. **Barging**
   - Coal is barged along Mahakam River to vessel loading ports at Muara Jawa or Muara Berau where it is loaded onto seagoing vessels for transport to customers overseas
   - PT Pelayaran Kartika Samudra Adijaya – on a one-off basis

**Notes:**
1. TMU is currently discussing several arrangements with its contractors and expects to enter into agreements in the near future
2. The transshipment point at Muara Jawa is used from January to June and the transshipment point at Muara Berau is used from July to December due to weather conditions
TBS Financial Summary – Key Financials

The Company’s audited financial statements are presented in Indonesian Rupiah. The Company has not historically prepared U.S. dollar financial statements. The Company is currently considering and may transition to using the U.S. dollar as its reporting currency. Solely for the convenience of the reader, this presentation contains translations of certain Indonesian Rupiah amounts into U.S. dollars at the following rates as of and for the periods specified, being the middle exchange rate announced by Bank Indonesia of 1:9,400 with respect to financial information as of and for the year ended December 31, 2009; 1:8,991 with respect to financial information as of and for the year ended December 31, 2010; 1:9,068 with respect to financial information as of and for the year ended December 31, 2011; and 1:9,180 with respect to financial information as of and for the quarter ended March 31, 2012. Such translations should not be construed as representations that the Indonesian Rupiah or U.S. dollar amounts referred to could have been, or could be converted into Rupiah or U.S. dollars, as the case may be at that or any other rate or at all. The reader should not place undue reliance on these translated amounts, which are unaudited.

TBS has achieved significant revenue and earnings growth driven by strong growth in production and ASP combined with its competitive cost position

<table>
<thead>
<tr>
<th>Revenue(^{(1)})</th>
<th>EBITDA(^{(1)}(2)) and Margin</th>
<th>Net Income(^{(1)}(4)) and Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>US$ MM</td>
<td>US$ MM</td>
<td>US$ MM</td>
</tr>
<tr>
<td>2009</td>
<td>101</td>
<td>13%</td>
</tr>
<tr>
<td>2010</td>
<td>274</td>
<td>30%</td>
</tr>
<tr>
<td>2011</td>
<td>481</td>
<td>33%</td>
</tr>
</tbody>
</table>

Notes:
1. USD/IDR exchange rate of 1:9,400, 8,991 and 9,068 as of December 31, 2009, 2010 and 2011, respectively (Source: Bank Indonesia)
2. EBITDA equals gross profit less general and administrative expenses and selling expenses plus depreciation and amortization
3. CAGRs calculated based on financials which are reported in IDR
4. Includes net income attributable to minority interest
Financial Summary – ABN and Indomining

### Revenue

<table>
<thead>
<tr>
<th>Year</th>
<th>ABN</th>
<th>US$ MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>53</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>201</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td>322</td>
<td></td>
</tr>
</tbody>
</table>

### Operating Profit and Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>ABN</th>
<th>US$ MM</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>6</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>57</td>
<td>28%</td>
<td>300%</td>
</tr>
<tr>
<td>2011</td>
<td>101</td>
<td>31%</td>
<td></td>
</tr>
</tbody>
</table>

### Net Income and Margin

<table>
<thead>
<tr>
<th>Year</th>
<th>ABN</th>
<th>US$ MM</th>
<th>Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>4</td>
<td>8%</td>
<td></td>
</tr>
<tr>
<td>2010</td>
<td>43</td>
<td>21%</td>
<td>309%</td>
</tr>
<tr>
<td>2011</td>
<td>76</td>
<td>24%</td>
<td></td>
</tr>
</tbody>
</table>

### Indomining

<table>
<thead>
<tr>
<th>Year</th>
<th>US$ MM</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>49</td>
</tr>
<tr>
<td>2010</td>
<td>73</td>
</tr>
<tr>
<td>2011</td>
<td>160</td>
</tr>
</tbody>
</table>

### Notes:

1. CAGRs calculated based on financials which are reported in IDR
2. USD/IDR exchange rate of 1:9,400, 8,991 and 9,068 as of December 31, 2009, 2010 and 2011, respectively (Source: Bank Indonesia)
Revenue Drivers

Coal Production
MM Tonnes

Historical ASPs
US$ / Tonne

TBS
2009: 50.1
2010: 65.5
2011: 93.9

ABN and Indomining
2009: 46.3
2010: 63.6
2011: 90.2

ABN and Indomining
2012E: 55.2
2013E: 71.3
2014E: 102.2

ASP Drivers

Pricing Mechanism:
Index-linked vs. Spot

Contract Type:
Long-term vs. Short-term vs. Spot

Coal Quality

Export vs. Domestic Mix

Premium vs. High-growth Markets

Customer Type:
End-users vs. Coal-traders

Historical ASPs
US$ / Tonne

2009: ABN 0.9, IM 3.1, TMU 0.9
2010: ABN 3.9, IM 5.2, TMU 3.8
2011: ABN 7.6, IM 8.0, TMU 9.1
2012E: ABN 1.4, IM 5.7, TMU 8.0
2013E: ABN 2.0, IM 9.1, TMU 7.6
2014E: ABN 3.9, IM 12.1, TMU 10.8

Revenue Drivers

Coal Production
MM Tonnes

CAGR: 32.5%
CAGR: 62.6%

TBS

ABN
IM
TMU

2009: ABN 0.9, IM 3.8, TMU 1.1
2010: ABN 3.9, IM 5.7, TMU 3.1
2011: ABN 7.6, IM 8.0, TMU 5.2
2012E: ABN 1.4, IM 8.0, TMU 5.7
2013E: ABN 2.0, IM 9.1, TMU 7.6
2014E: ABN 3.9, IM 12.1, TMU 10.8

ABN and Indomining

2009: ABN 46.3, IM 0.5
2010: ABN 55.2, IM 1.0
2011: ABN 63.6, IM 1.0
2012E: ABN 71.3, IM 1.0
2013E: ABN 90.2, IM 1.2
2014E: ABN 102.2, IM 1.4

Revenue Drivers

Coal Production
MM Tonnes

CAGR: 32.5%
CAGR: 62.6%

TBS

ABN
IM
TMU

2009: ABN 0.9, IM 3.8, TMU 1.1
2010: ABN 3.9, IM 5.7, TMU 3.1
2011: ABN 7.6, IM 8.0, TMU 5.2
2012E: ABN 1.4, IM 8.0, TMU 5.7
2013E: ABN 2.0, IM 9.1, TMU 7.6
2014E: ABN 3.9, IM 12.1, TMU 10.8

ABN and Indomining

2009: ABN 46.3, IM 0.5
2010: ABN 55.2, IM 1.0
2011: ABN 63.6, IM 1.0
2012E: ABN 71.3, IM 1.0
2013E: ABN 90.2, IM 1.2
2014E: ABN 102.2, IM 1.4

ASP Drivers

Pricing Mechanism:
Index-linked vs. Spot

Contract Type:
Long-term vs. Short-term vs. Spot

Coal Quality

Export vs. Domestic Mix

Premium vs. High-growth Markets

Customer Type:
End-users vs. Coal-traders
Cash Cost Analysis and Drivers

**TBS FOB Vessel Cash Cost (1)**

<table>
<thead>
<tr>
<th>Item</th>
<th>2011</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>OB Removal</td>
<td>71</td>
<td></td>
</tr>
<tr>
<td>Royalty</td>
<td>11</td>
<td></td>
</tr>
<tr>
<td>Barging &amp; Floating Crane</td>
<td>10</td>
<td></td>
</tr>
<tr>
<td>Coal Extraction &amp; Hauling</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>Fuel (2)</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Other (3)</td>
<td>1</td>
<td></td>
</tr>
</tbody>
</table>

**Strip Ratio (bcm)**

<table>
<thead>
<tr>
<th>Company</th>
<th>TBS</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>ABN</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Indomining</td>
<td>8.8</td>
<td>9.5</td>
<td>8.9</td>
<td></td>
</tr>
</tbody>
</table>

**TBS FOB Vessel Cash Cost per Tonne (1)**

<table>
<thead>
<tr>
<th></th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2009-2011 Δ</th>
</tr>
</thead>
<tbody>
<tr>
<td>OB Removal (4)</td>
<td>23.2</td>
<td>25.7</td>
<td>38.6</td>
<td>+15.4</td>
</tr>
<tr>
<td>Barging &amp; Floating Crane</td>
<td>7.4</td>
<td>5.0</td>
<td>5.7</td>
<td>(1.7)</td>
</tr>
<tr>
<td>Royalty</td>
<td>3.2</td>
<td>4.0</td>
<td>6.0</td>
<td>+2.9</td>
</tr>
<tr>
<td>Coal Extraction &amp; Hauling</td>
<td>1.5</td>
<td>2.8</td>
<td>2.3</td>
<td>+0.7</td>
</tr>
<tr>
<td>Fuel (2)</td>
<td>0.3</td>
<td>0.4</td>
<td>1.1</td>
<td>+0.8</td>
</tr>
<tr>
<td>Other (3)</td>
<td>2.1</td>
<td>2.4</td>
<td>0.4</td>
<td>(1.6)</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>37.7</td>
<td>40.3</td>
<td>54.2</td>
<td>+16.4</td>
</tr>
</tbody>
</table>

**Notes:**
1. Total FOB vessel cash cost per tonne sold, including royalty and excluding purchases. USD/IDR exchange rate of 1:10,356, 9,078 and 8,773 for 2009, 2010 and 2011, respectively (Source: Bank Indonesia)
2. Fuel includes all fuel excluding fuel for overburden removal
3. “Other” includes heavy equipment rental, salaries, wages & allowances, repairs & maintenance, environmental & reclamation, field expenses, securities, and inventory
4. Overburden removal includes associated fuel costs
High Cash Conversion Profile
US$ MM(1)

Industry Leading Return on Assets
2011 Return on Assets (4)
Conservative Debt Profile and Ample Liquidity

Liquidity as of 31 December 2011

<table>
<thead>
<tr>
<th>Facility</th>
<th>Amount Drawn</th>
<th>Amount Undrawn</th>
<th>Term</th>
<th>Interest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bank Loan</td>
<td>$70</td>
<td>$35</td>
<td>3 years</td>
<td>LIBOR + 3.15 – 3.75%</td>
</tr>
<tr>
<td>Finance Leases</td>
<td>--</td>
<td>$1</td>
<td>--</td>
<td>6.47 – 17.43%</td>
</tr>
</tbody>
</table>

Overview of Facilities

This table shows the facilities and their details as of 31 December 2011.

Debt Maturity Profile

The Company expects to employ a dividend payout ratio of at least 30% from 2012 onward.

Note:
1. USD/IDR exchange rate of 1:9,400, 8,991 and 9,068 as of December 31, 2009, 2010 and 2011, respectively (Source: Bank Indonesia)