



**Bakrie &
Brothers**

MANAGEMENT PRESENTATION

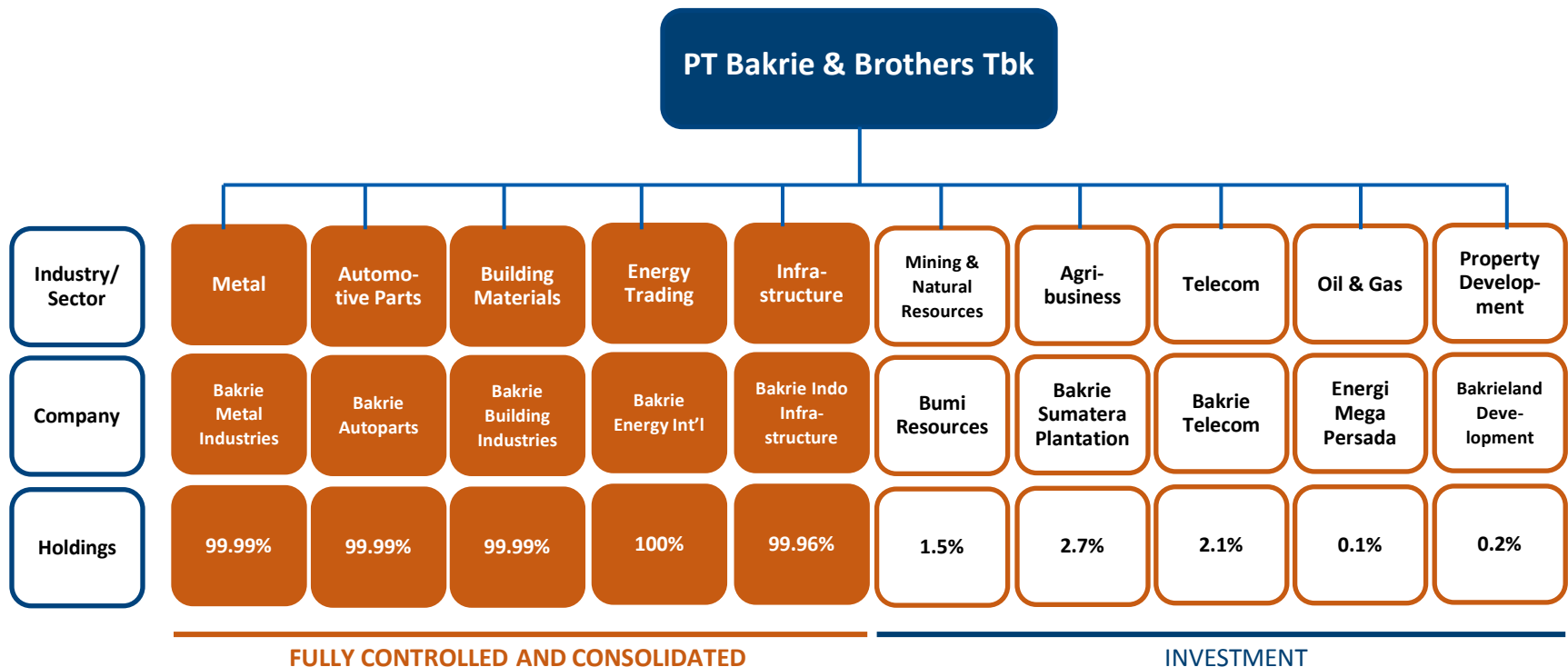
APRIL 2016

Agenda



- Financial Updates
- Business Updates
- Portfolio Performance
- Strategic Initiatives
- Appendix

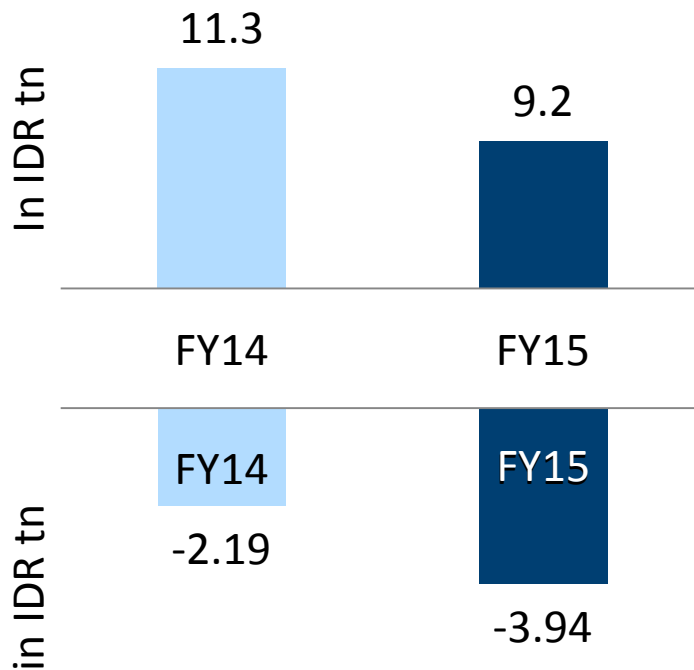
Large Portfolio of Publicly Traded Shares and Privately Held Companies



**as of December 31, 2015*

Financial Performance – B/S

(consolidated – in IDR trillion)

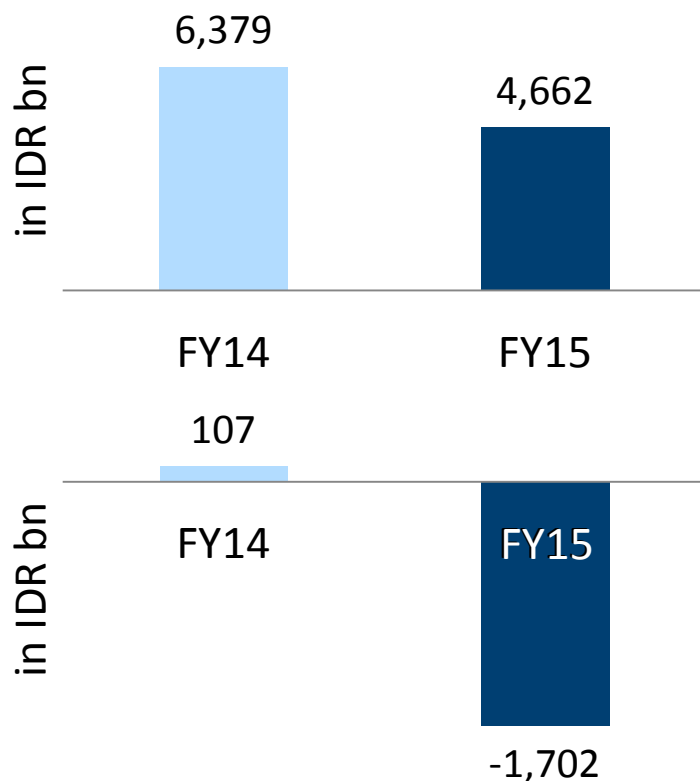


- **Assets** decreased in FY 2015 which was mostly attributed to decrease of short term investments.

- **Equity deficiency** was negatively impacted by loss on foreign exchange.

Financial Performance – P&L

(consolidated – in IDR billion)



- **Revenue** decreased by 27% in FY2015.
- This was mostly due to decline of demand in automotive, building materials and metal businesses.

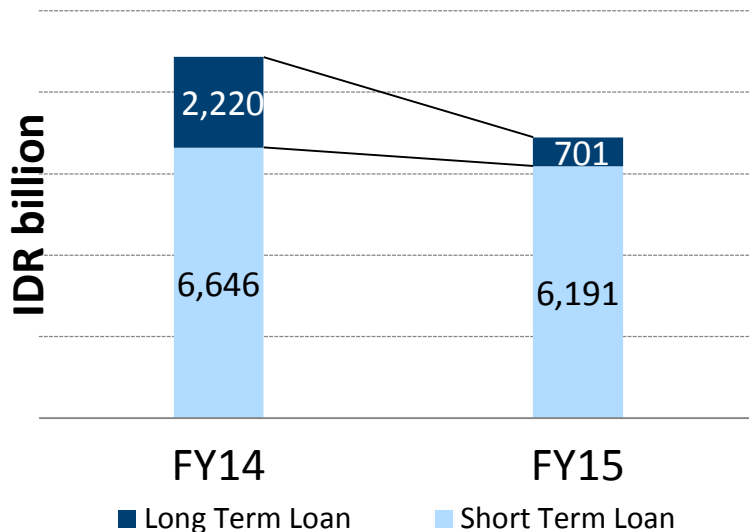
- **Total comprehensive income (loss) attributable to owners of parent** significantly decrease in FY2015.
- This was mainly attributed to loss on foreign exchange.

Debt Strategy

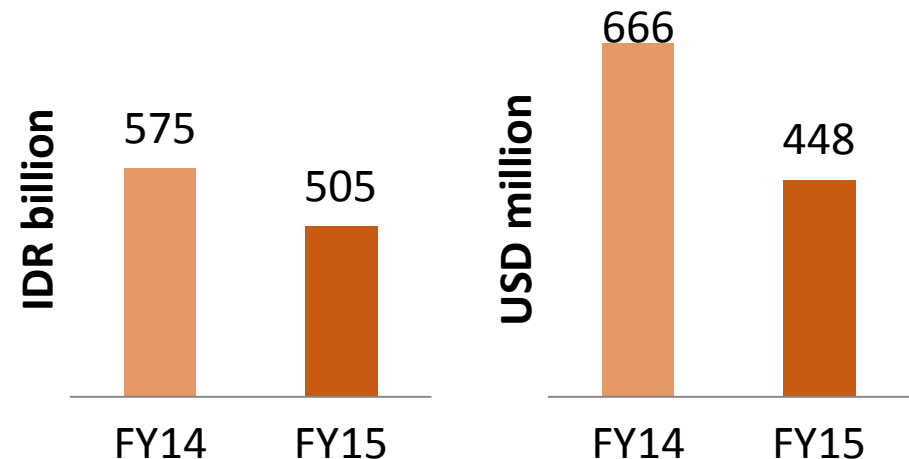
Debt Level, Refinancing and Retirement (Parent only)



Long Term vs. Short Term



Total Debt IDR and USD



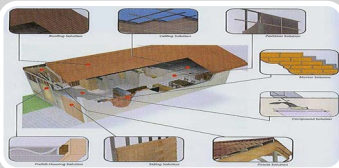
- **Total Loan** decreased by IDR 1.97 trillion or 22.3%
- **Total Loan** in IDR decreased by IDR 70 billion or 12.2%
- **Total Loan** in USD decreased by USD 218 million or 32.8%

Business updates on Privately Held Companies



Bakrie Autoparts

- The pioneer in grey & ductile casting iron products for OEM automotive components in Indonesia..
- Major supplier of components for domestic Mitsubishi and Hino commercial car with plan to expand its current replacement market.
- In the near future BA plans to tap into passenger vehicle to further expand its market.



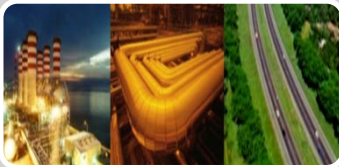
Bakrie Building Industries

- A producer of fiber-cement products for domestic and export market.
- Held approximately 21% market share in the domestic roof and ceiling market with 80 strong and loyal distributor network.
- Expanding its product portfolio to offer energy efficient building material.



Bakrie Metal Industries

- Specializing in steel fabrication and civil engineering services to diversified sectors.
- Extensive experience in handling major EPC projects for offshore and onshore facilities.
- Produces small to medium steel pipes for oil & gas distribution, construction and water pipe.
- Held approximately 60% of local pipe market share with major oil & gas customers



Bakrie Indo Infrastructure (BIIN)

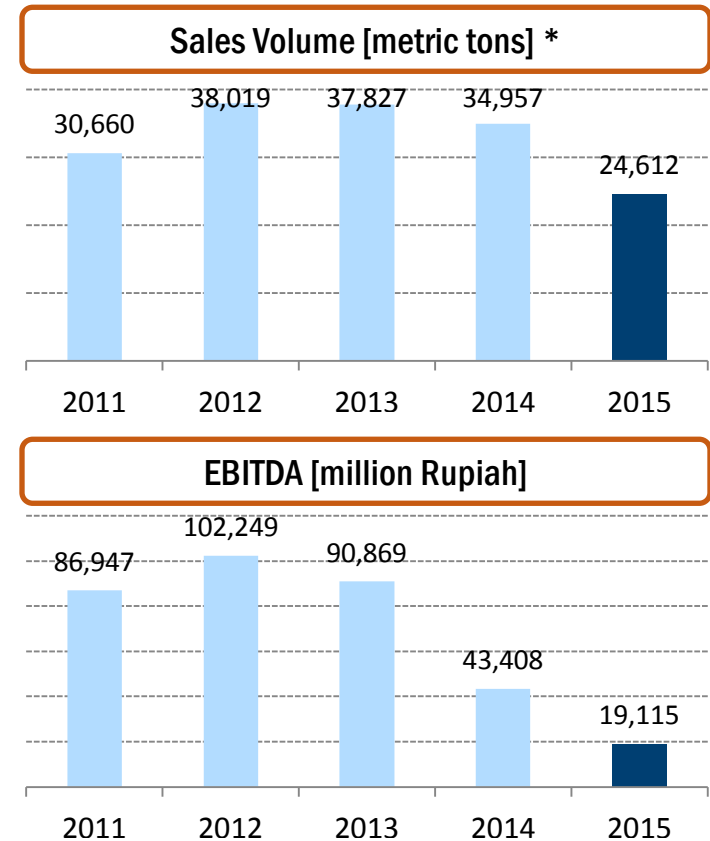
- Bakrie Power specializing in power plant development, currently constructing 3x18 MW and power plant 2x660 MW power plant
- Bakrie Oil & Gas Infrastructure; specializing in gas pipeline infrastructure, currently operating 200km offshore gas pipeline
- Bakrie Toll Indonesia; specializing in developing toll road, currently constructing 26km urban toll road

Bakrie Autoparts



Products	<ul style="list-style-type: none"> OEM supplier for automotive components such as: brake drums, fly wheels, disc brakes, hubs, clutch housing, etc. Customer includes Mitsubishi and Hino.
Performance	<ul style="list-style-type: none"> Sales revenue moderately grew by CAGR 4% during period of 2011 to 2015. EBITDA margin approximately 3.3% for 2015
Prospect	<ul style="list-style-type: none"> Automotive potential growth inline with income per capita growth. To further improve its performance, BA plans to tap into passenger vehicle market as commercial vehicle only comprises of 26% domestic market share in 2015. ⁽¹⁾ In 2015, sales of motor vehicle only reached 1 million unit annually, a significant drop from last year's sales of over 1.2 million unit ⁽¹⁾.

(1) GAIKINDO



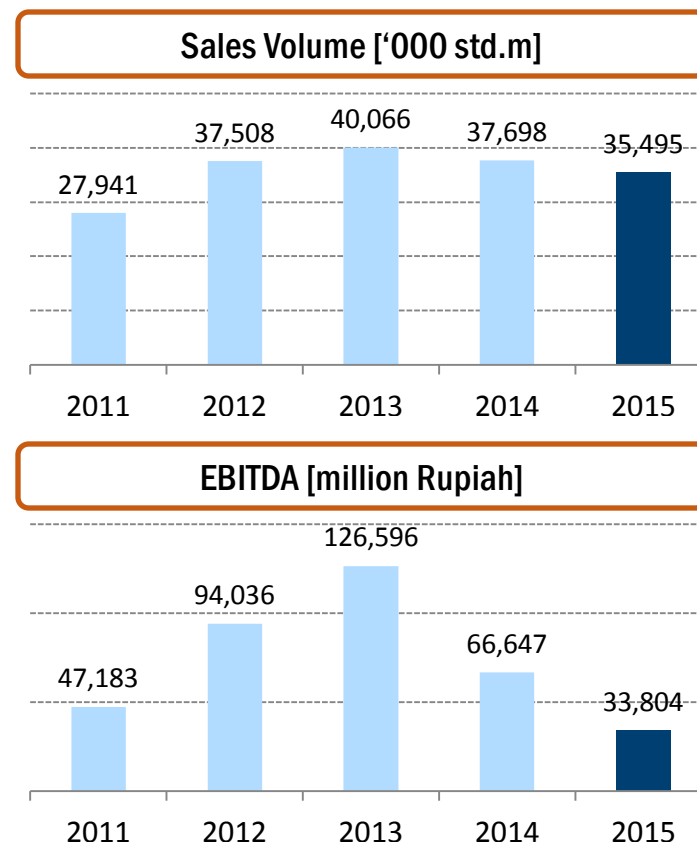
*not including sales from BMC which is counted per piece

Bakrie Building Industries



Products	<ul style="list-style-type: none"> Fiber Cement products under well known 'HARFLEX' brand for roofing and "Versaboard" for ceiling and partition. Expanding capacities and product portfolio.
Performance	<ul style="list-style-type: none"> Sales volume grew with CAGR 6% during period of 2011 to 2015. EBITDA margin approximately 5.2% in 2015.
Prospect	<ul style="list-style-type: none"> Promising growth potential, particularly in the low income segment of the market. Construction sector was the sixth biggest contributor of Indonesian GDP in 2014⁽¹⁾. In 2015 residential and hotel construction sector grew at 33% and 57% respectively⁽²⁾; these two building construction sectors directly relate to BBI business. Consumer demand shifted from wood-base panel to cement-based panel.

(1) BPS
(2) BCI Economics



*not including sales from Bangun Bantala Indonesia

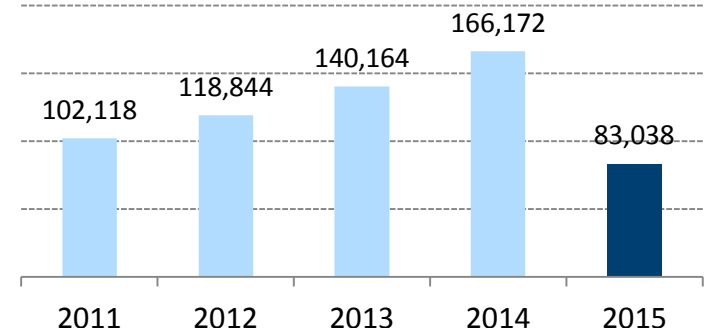
Bakrie Metal Industries



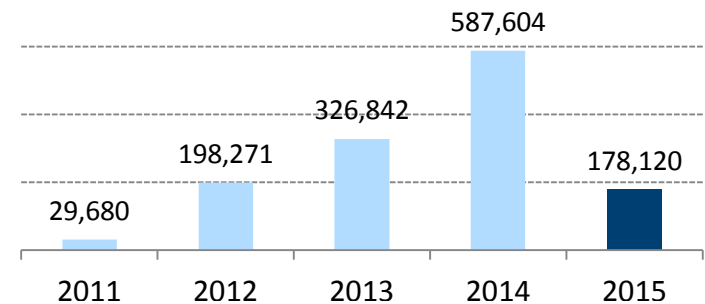
Products	<ul style="list-style-type: none"> Engineering, Fabrication & Construction Services of upstream and downstream facilities for Oil and Gas Industry. Small to medium diameter steel pipes: ERW 0.5in-24in, ISO9002 & API certified. Annual capacity of 20.000 tons of steel structures or 1,500,000 man-hours and 200,000 metric tons of pipe.
Performance	<ul style="list-style-type: none"> Sales revenue grew with CAGR 6% during period of 2011 to 2015. EBITDA margin improved for the last three years. Backed with ongoing pipeline infrastructure project.
Prospect	<ul style="list-style-type: none"> Potential from oil & gas (OG) distribution is declining in line with the national oil lifting statistics. Penetrate further to non-OG market given booming infra sector, as well as broadening captive OG market. Currently gas consumption per capita for Indonesia is 147cu meter per capita, far below Thailand (748) and Malaysia (1024)⁽¹⁾.

(1) CIA World Factbook

Sales Volume [metric tons]

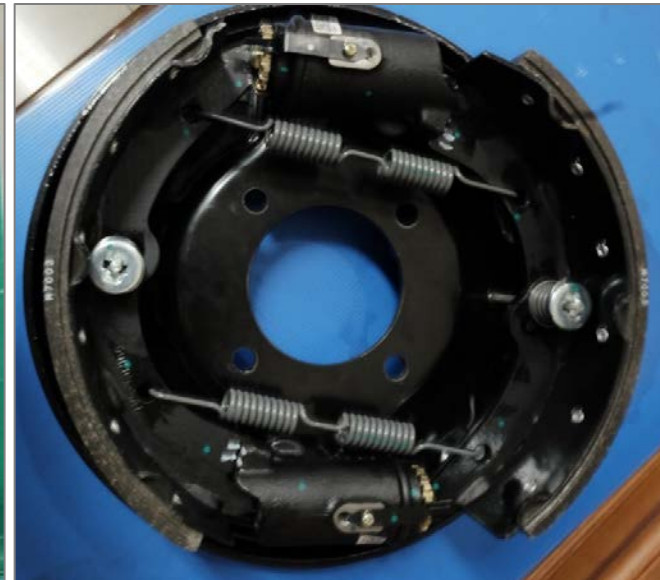


EBITDA [million Rupiah]



Bakrie Autoparts

- Portfolio expansion with higher margin products – Assembly Line
- Production capacity increase



Growth Strategy



Bakrie Building Industries

- Portfolio expansion with high value added products – Versa Board and Versa Wood
- Distribution network expansion to reach closer proximity with customers



Growth Strategy



Bakrie Metal Industries

- Portfolio expansion with higher margin pipe products – establishment of Coating Plant
- Non oil & gas market expansion



Infrastructure Projects

- **PLTU Tanjung Jati A 2x660MW**– preparation process for PPA and financial close
- **Kaliya Pipeline phase 1** – construction phase is completed and gas has been flowed to Tambaklorok
- **Cimanggis-Cibitung Toll Way** – land clearance stage has started and construction process in Cimanggis has started; awaiting groundbreaking by Government

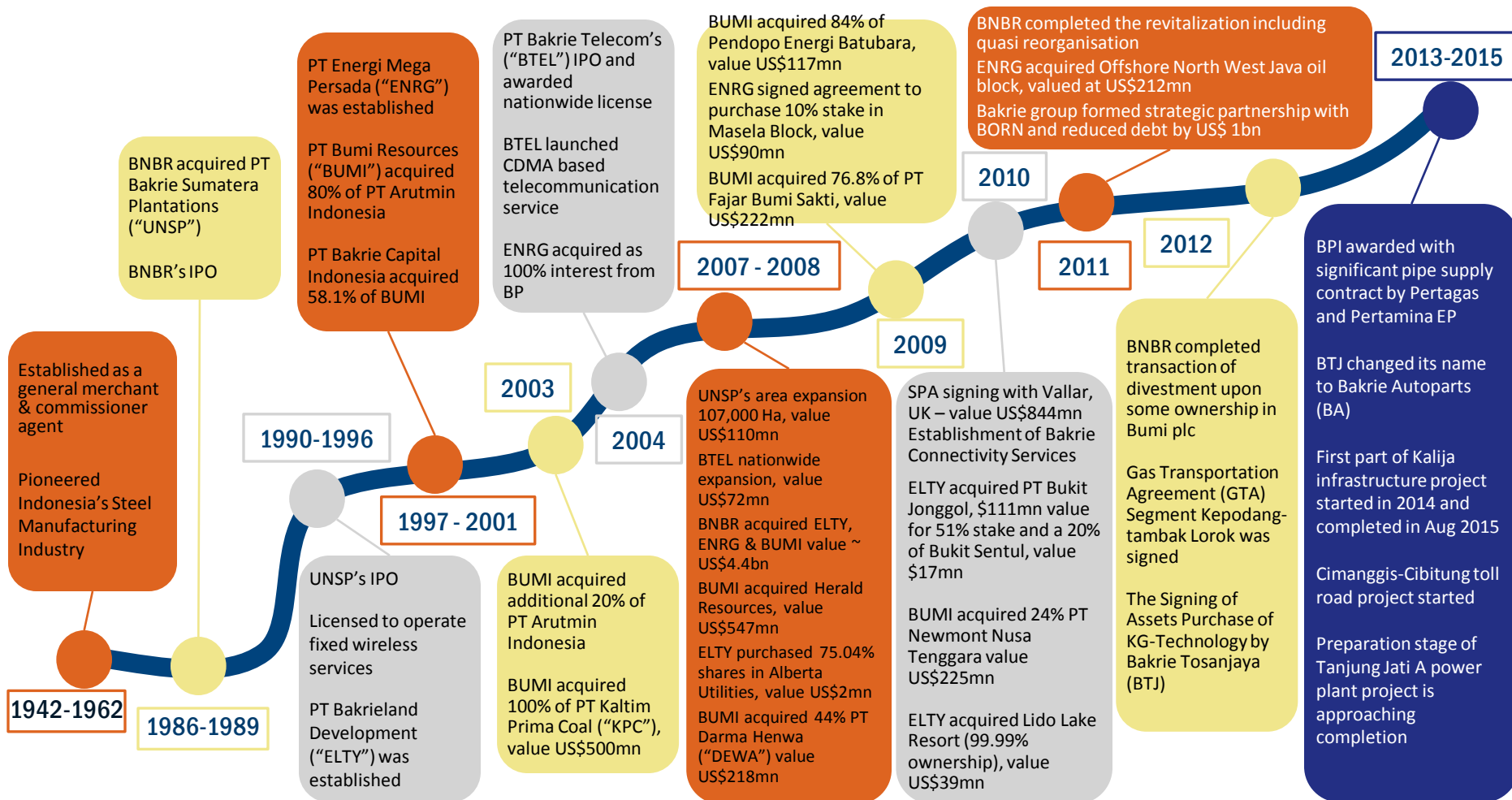
Financing Options



- Monetizing investment in privately held companies;
- Operating cash flow from subsidiaries;
- Divesting listed shares, switch it to the new investment.

APPENDIX

Seven Decades of Business Ventures



Notification and Disclaimer



Disclaimer: This presentation has been prepared by PT Bakrie & Brothers Tbk (the "Company") and is only for the information of its investors. None of the information appearing in this presentation may be distributed to the press or other media or reproduced or redistributed in whole or in part in any form at any time.

This presentation is not intended as or forms part of any offer to sell or subscription of or solicitation or invitation of any offer to buy or subscribe for any securities, and neither this presentation nor anything contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever.

Forward-Looking Statements:

This presentation may contain forward-looking statements and estimates with respect to the future operations and performance of the Company and its affiliates.

Investors and security holders are cautioned that forward-looking statements are subject to various assumptions, risks and uncertainties, many of which are difficult to predict and are generally beyond the control of the Company. Such assumptions, risks and uncertainties could cause actual results and developments to differ materially from those expressed in or implied by the forward-looking statements.

Accordingly, no representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained in this presentation, nor is it intended to be a complete statement or summary of the resources markets or developments referred to in this presentation. It should not be regarded by recipients as a substitute for the exercise of their own judgement.

Neither the Company or any other person assumes responsibility for the accuracy, reliability and completeness of the forward-looking statements contained in this presentation. The forward-looking statements are made only as of the date of this presentation. The Company is under no duty to update any of the forward-looking statements after this date to conform such statements to actual results or developments or to reflect the occurrence of anticipated results or otherwise.

Any opinions expressed in this presentation are subject to change without notice and may differ or be contrary to opinions expressed by other business areas or groups of the Company as a result of using different assumptions and criterion.

For further information please contact:

Investor Relations Department

Indra Ginting – Chief Investor Relations Officer (indra.ginting@bakrie.co.id)

Andini Aritonang – Investor Relations Manager (andini.aritonang@bakrie.co.id)