



**Bakrie &
Brothers**

MANAGEMENT PRESENTATION

SEPTEMBER 2015

Agenda



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

The Largest Portfolio of Publicly Traded Shares and Privately Held Companies



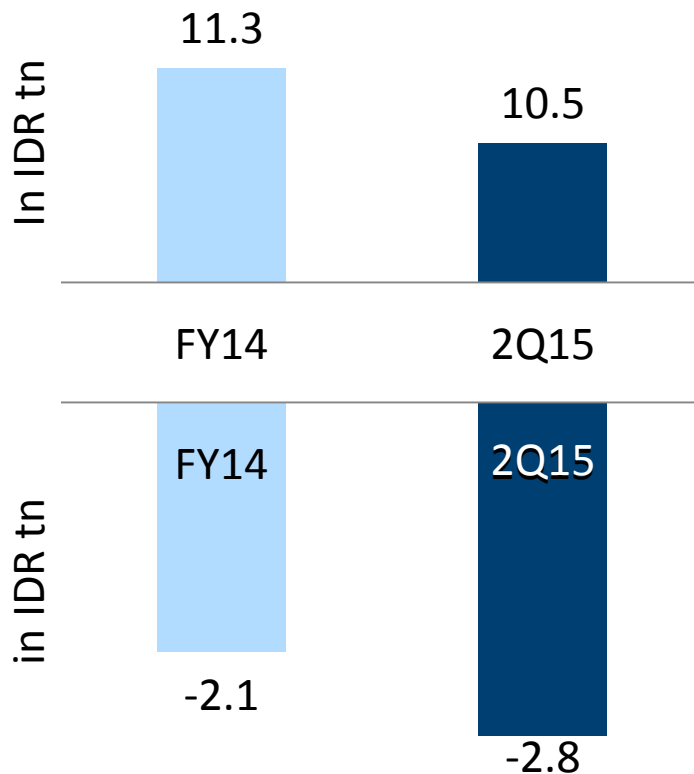
PT Bakrie & Brothers Tbk

	Metal	Automotive Parts	Building Materials	Energy Trading	Infrastructure	Mining & Natural Resources	Agri-business	Telecom	Oil & Gas	Property Development
Industry/ Sector										
Company	Bakrie Metal Industries	Bakrie Autoparts	Bakrie Building Industries	Bakrie Energy Int'l	Bakrie Indo Infrastructure	Bumi Resources	Bakrie Sumatera Plantation	Bakrie Telecom	Energi Mega Persada	Bakrieland Development
Holdings	99.99%	99.99%	99.99%	100%	99.96%	1.50%	8.76%	2.58%	6.28%	0.43%
	FULLY CONTROLLED AND CONSOLIDATED					INVESTMENT				

**as of June 30, 2015*

Financial Performance – B/S

(consolidated – in IDR trillion)

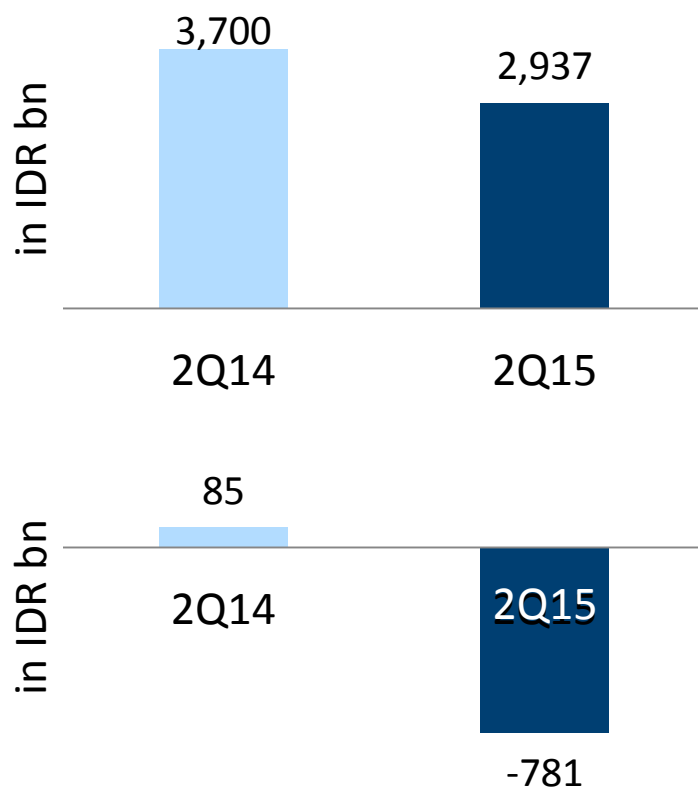


- **Assets** decreased in 2Q2015 which was mostly attributed to decrease of short term investments.

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

Financial Performance – P&L

(consolidated – in IDR billion)



- **Revenue** decreased by 21% in 2Q2015.
- This was mostly due to decline of demand in automotive, building materials and metal businesses.

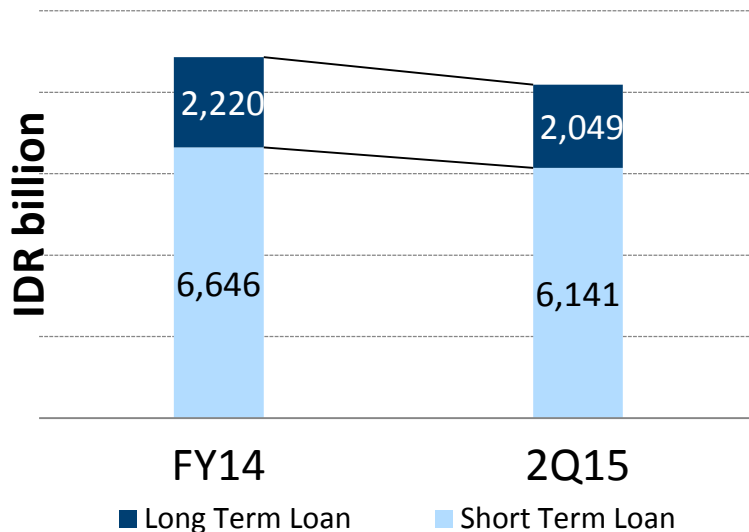
- **Total comprehensive income attributable to owners of parent** significantly decrease in 2Q2015.
- This was mainly attributed to loss on foreign exchange.

Debt Strategy

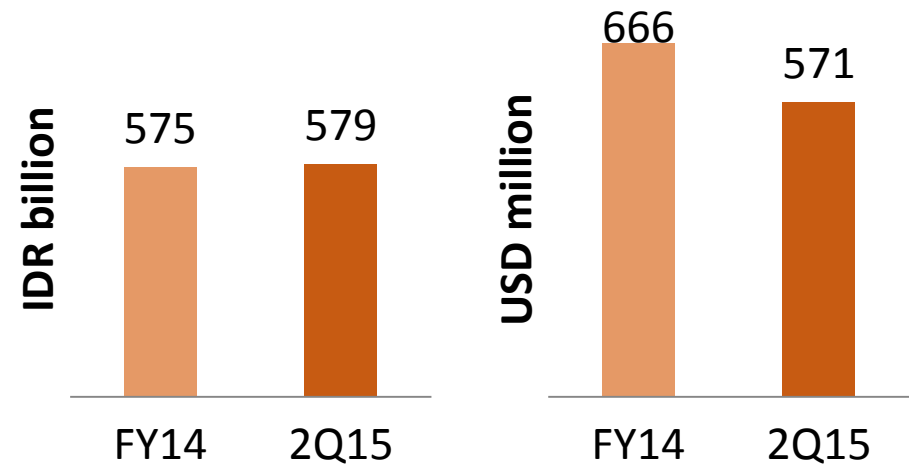


Debt Level, Refinancing and Retirement (Parent only)

Long Term vs. Short Term



Total Debt IDR and USD



- **Total Loan** decreased by IDR 676 billion or 7.6%
- **Total Loan** in IDR increased by IDR 4 billion or 0.7%
- **Total Loan** in USD decreased by USD 95 million or 14.0%

Business updates on Privately Held Companies

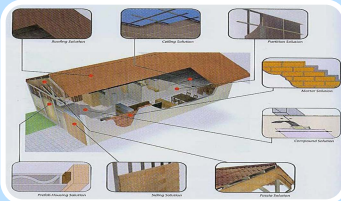


Bakrie Autoparts



- 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

Bakrie Building Industries



- A producer of fiber-cement products for domestic and export market
- Held approximately 25% market share in the domestic roof and ceiling market with 80 strong and loyal distributor network

Bakrie Metal Industries



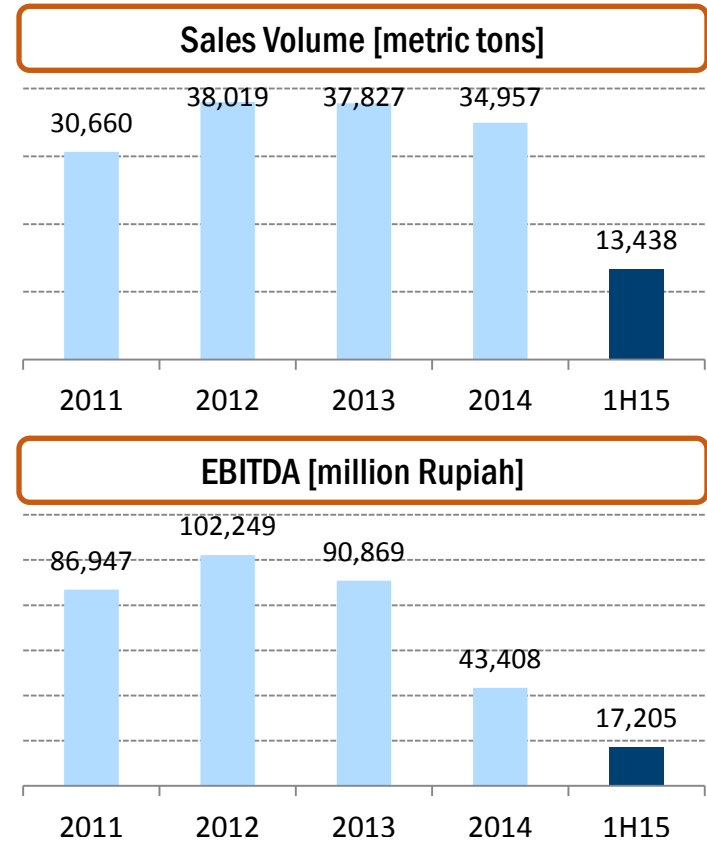
- Specializing in steel fabrication and civil engineering services to diversified sectors.
- Produces small to medium steel pipes for oil & gas distribution, construction and water pipe.
- Held approximately 60% of local pipe market share with major oil & gas customers

Bakrie 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 volume moderately grew by CAGR 4% during period of 2010 to 2014. • EBITDA margin approximately 6% for 2014
Prospect	<ul style="list-style-type: none"> • Commercial vehicles potential growth was slightly affected as a result of economic decline in 2013, however it remains intact in mining, plantation and infrastructure sectors. • In 2015, demand of motor vehicle is predicted to reach 950,000 unit annually ⁽¹⁾.

(1) GAIKINDO

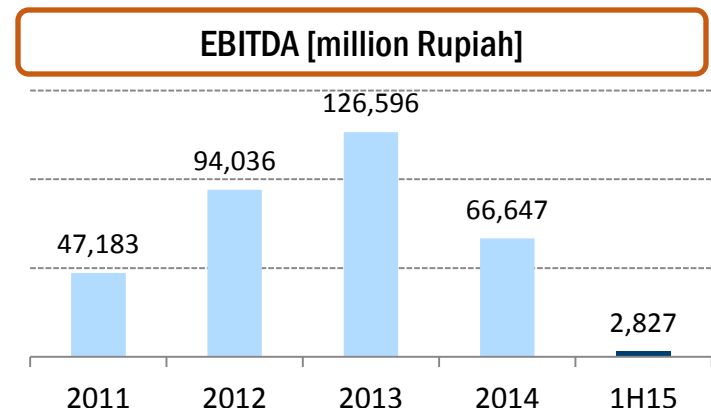
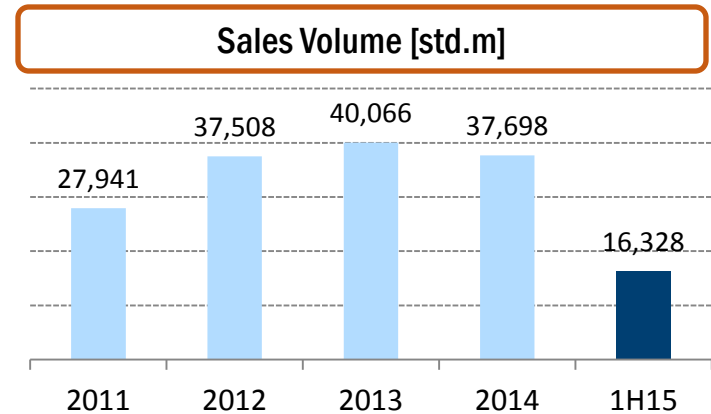


Bakrie Building Industries



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 10% in 2010-2014. EBITDA margin approximately 10% in 2014.
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.

(1) BPS
(2) BCI Economics



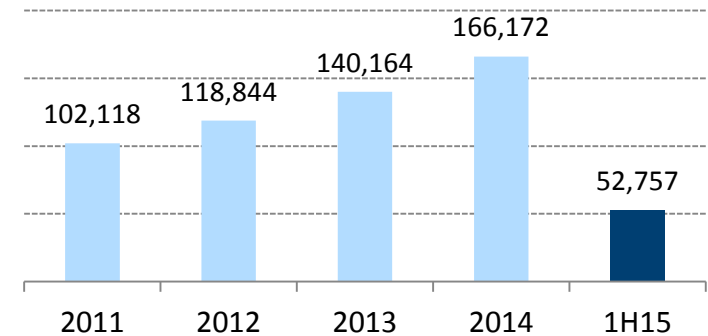
Bakrie Metal Industries



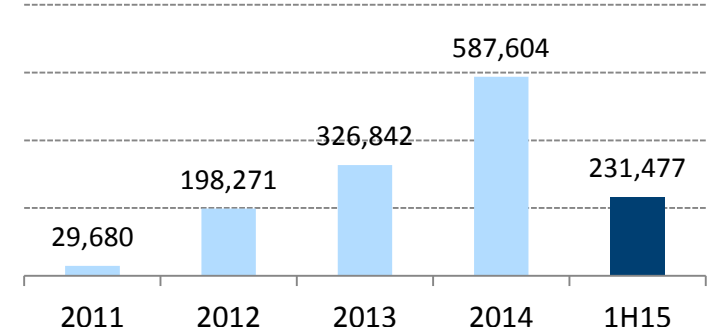
Products	<ul style="list-style-type: none"> • Engineering, Fabrication & Construction Services of upstream and downstream facilities for Oil and Gas Industry. • Small to medium diameter steel pipes: ERW 0.5in-24in, ISO9002 & API certified. Annual capacity of 20.000 tons of steel structures or 1,500,000 man-hours and 200,000 metric tons of pipe.
Performance	<ul style="list-style-type: none"> • Sales volume increased by CAGR 20% in 2010-2014. • EBITDA margin improved for the last three years. • Backed with ongoing pipeline project in Java and Sumatera.
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]



Growth Strategy



Manufacturing Sector

- Expanding products portfolio
- Increasing production capacity



Total Building Solution– BBI provides various high quality building materials and currently develops new products with environmentally friendly basis.



Oil and Gas Pipe - BMI through its steel pipe business unit (BPI) produces oil and gas pipe utilized in Arun-Belawan pipeline project.



Knuckle – a product of BA for Passenger Car segment which has been exported to Japan, Philippine, Brazil and Venezuela.



Mooring Tower – fabricated by BMI for Mobil CEPU, installed at Java Sea (36km North of Tuban).

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; awaiting official announcement by Government
- **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

Bakrie & Brothers' Edge



Market cap. of Bakrie group companies is about US\$2.8bn and comprise a dominant percentage of IDX trading volume.

Aim to create value via disciplined and rigorous investment approach toward managing core holdings and targeted new investments.

Compelling and unrivalled local market knowledge and operating experiences of over 70 years.

Assets under management of US\$377mn* across diversified sectors; well positioned with market leadership in their industries; potential to enter other sectors targeting similar leadership position.

Our strong position in the manufacturing and infrastructure space will enable us to remain very focused and capture the exponential growth in both sectors

*Marked-to-market value of listed companies and book value of non-listed companies as of June 30th, 2015 and USD/IDR=13,330

Seven Decades of Business Ventures



1942-1962

Established as a general merchant & commissioner agent

Pioneered Indonesia's Steel Manufacturing Industry

1986-1989

BNBR acquired PT Bakrie Sumatera Plantations ("UNSP")

BNBR's IPO

1990-1996

UNSP's IPO

Licensed to operate fixed wireless services

PT Bakrieland Development ("ELTY") was established

1997 - 2001

PT Energi Mega Persada ("ENRG") was established

PT Bumi Resources ("BUMI") acquired 80% of PT Arutmin Indonesia

PT Bakrie Capital Indonesia acquired 58.1% of BUMI

2003

BUMI acquired additional 20% of PT Arutmin Indonesia

BUMI acquired 100% of PT Kaltim Prima Coal ("KPC"), value US\$500mn

2004

PT Bakrie Telecom's ("BTEL") IPO and awarded nationwide license

BTEL launched CDMA based telecommunication service

ENRG acquired as 100% interest from BP

2007

UNSP's area expansion 107,000 Ha, value US\$110mn

BTEL nationwide expansion, value US\$72mn

2008

BNBR acquired ELTY, ENRG & BUMI value ~ US\$4.4bn

BUMI acquired Herald Resources, value US\$547mn

ELTY purchased 75.04% shares in Alberta Utilities, value US\$2mn

BUMI acquired 44% PT Darma Henwa ("DEWA") value US\$218mn

2009

BUMI acquired 84% of Pendopo Energi Batubara, value US\$117mn

ENRG signed agreement to purchase 10% stake in Masela Block, value US\$90mn

BUMI acquired 76.8% of PT Fajar Bumi Sakti, value US\$222mn

2010

SPA signing with Vallar, UK – value US\$844mn

Establishment of Bakrie Connectivity Services

ELTY acquired PT Bukit Jonggol, \$111mn value for 51% stake and a 20% of Bukit Sentul, value \$17mn

UNSP acquired PT Domba Mas Inti Agro Perkasa, value US\$400mn

BUMI acquired 24% PT Newmont Nusa Tenggara value US\$225mn

ELTY acquired Lido Lake Resort (99.99% ownership), value US\$39mn

2011

BNBR completed the revitalization including quasi reorganisation

ENRG acquired Offshore North West Java oil block, valued at US\$212mn

Bakrie group formed strategic partnership with BORN and reduced debt by US\$ 1bn

2012

BNBR completed transaction of divestment upon some ownership in Bumi plc

Gas Transportation Agreement (GTA) Segment Kepodang-tambak Lorok was signed

The Signing of Assets Purchase of KG-Technology by Bakrie Tosanjaya (BTJ)

2013-2014

BPI awarded with significant pipe supply contract by Pertamina and Pertamina EP

BTJ changed its name to Bakrie Autoparts (BA)

First part of Kalija infrastructure project started

Cimanggis-Cibitung toll road project started

Preparation stage of Tanjung Jati A power plant project is approaching completion

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