



Q1-2018 Presentation

Jakarta, May 2018

PT TIMAH Tbk

Vision & Mission



PT TIMAH Tbk is the second largest tin mining company in the world and is a member of Holding State-Owned Mining Company



VISION

To be a leading environmental friendly mining company in the world



MISSION

- Building strong, supreme and dignified human resources
- Implementing the proper & right good governance for mining
- Optimizing the value of the Company and contribution to the shareholders as well as social responsibility

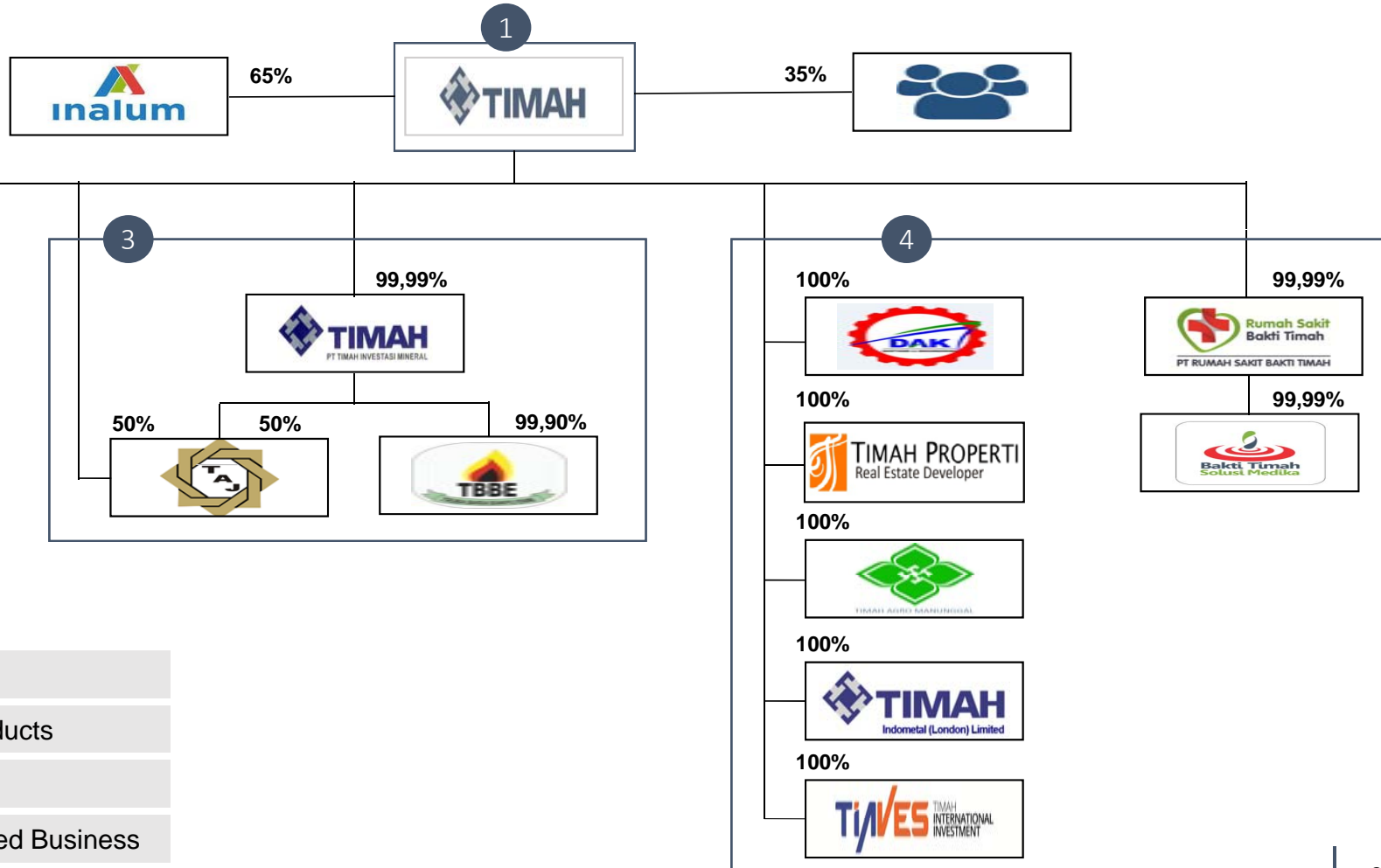


TIMAH BUMN
Hadir untuk negeri

Ownership Structure and Business Development

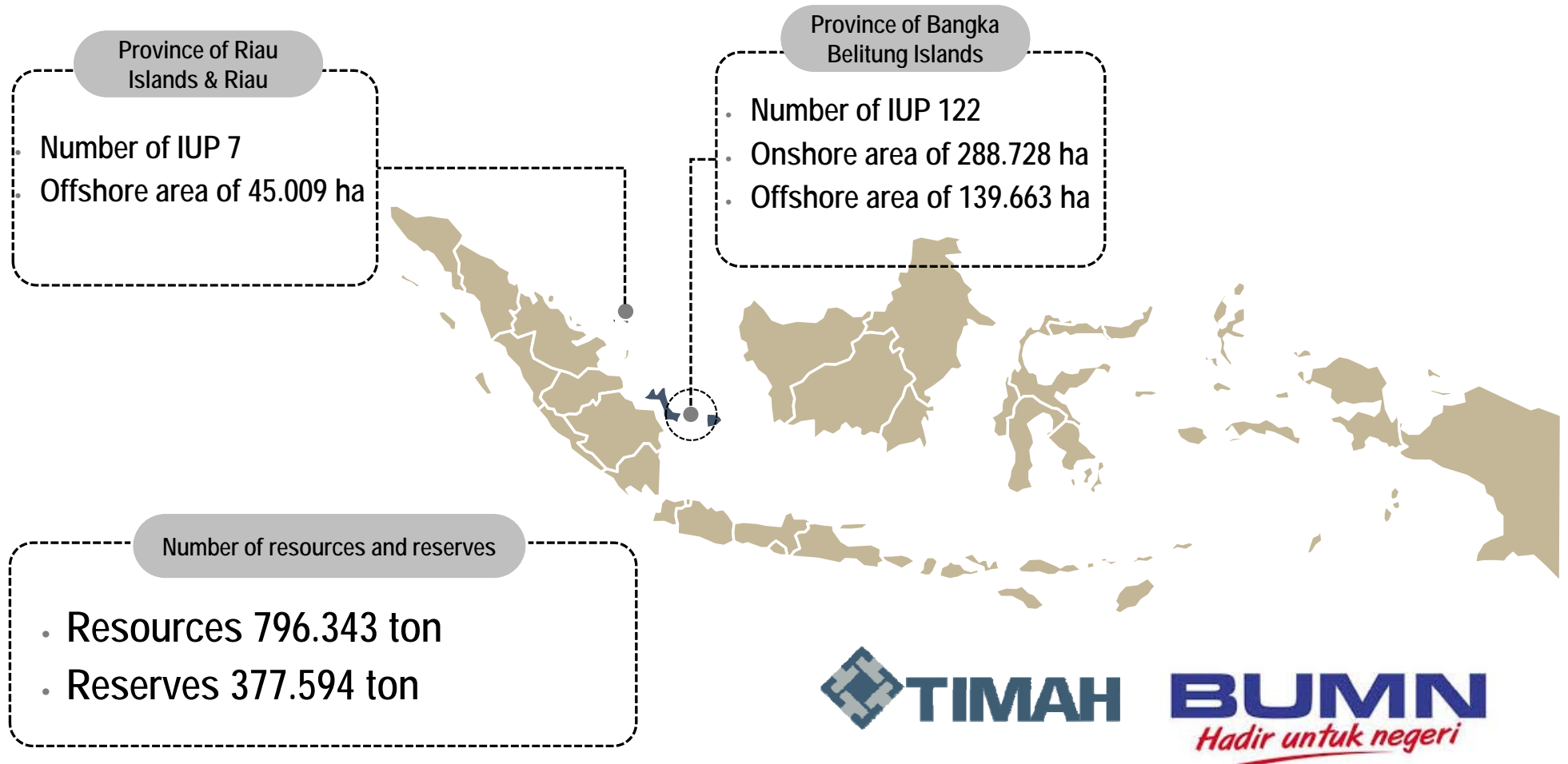


Republic of Indonesia
owns 1 share of
Series A (Dwiwarna)



- 1 Pilar 1 : Tin Mining
- 2 Pilar 2 : Downstream Products
- 3 Pilar 3 : Non-Tin Mining
- 4 Pilar 4 : Competency Based Business

Area of Mining License (IUP)



Industries Overview



	Q1-2017	Q2-2017	Q3-2017	Q4-2017	Q1-2018	YoY	QoQ
Refined tin production in kt							
Asia							
China	38.0	44.0	44.0	49.0	40.0	5%	-18%
Indonesia	19.0	18.0	21.0	22.0	20.0	5%	-9%
Malaysia	5.7	6.6	7.6	7.3	7.0	23%	-4%
Thailand	2.6	2.7	2.6	2.7	3.0	15%	11%
Others	2.3	2.3	2.4	2.4	2.4	4%	0%
Total asia	67.6	73.6	77.6	83.4	72.4	7%	-13%
America							
Bolivia	3.8	4.4	4	4.1	4.1	8%	0%
Brazil	2.8	3.5	3.2	3.2	3.2	14%	0%
Peru	3.6	4.7	5	4.7	4	11%	-15%
Total America	10.2	12.6	12.2	12	11.3	11%	-6%
Eropa							
Belgia	2.3	2.3	2.5	2.6	2.3	0%	-12%
Polandia	0.8	0.8	0.9	0.9	0.9	13%	0%
Total Eropa	3.1	3.1	3.4	3.5	3.2	3%	-9%
Others	0.1	0.1	0.1	0.1	0.1	0%	0%
Grand total	81.0	89.4	93.3	99.0	87.0		
Supply and demand in kt							
World production	81.0	89.3	93.3	99.0	87.0	7%	-12%
World consumption	83.2	93.3	89.9	90.8	86.9	4%	-4%
World balance	- 2.2	- 4.0	3.4	8.2	0.1		

Industri overview

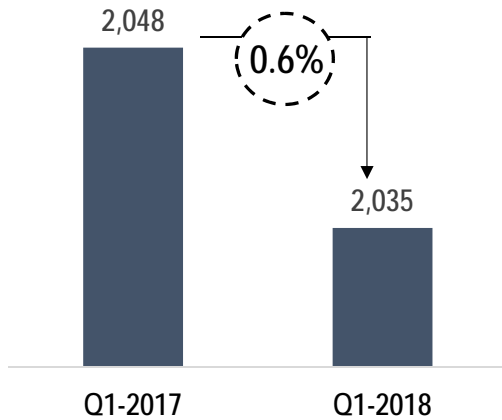
1. Termination of Export Approval license (PE) has boosted the price of refined tin. Release from the Ministry of Trade that in March 2018 the total export was only 5,469 tons or down 24% from the previous month, because there was a delay in export delivery of tin. Total export of tin in the first quarter of 2018 was 17,184 tons or decreased 4.6% (year-on-year) and decreased 24% compared to the previous quarter
2. US trade policy can weaken demand. Since February 2018 there has been an escalation of Trump's protectionism agenda in the form of US trade tariffs on steel imports, including tinsplate, followed by an import tariff proposal for 1,300 Chinese goods. List of Chinese goods that can be charged 25% when exported to China include solder-intensive consumer products such as air conditioners, refrigerators and washing machines, and other electronic products
3. Myanmar's tin ore exports to China are predicted to decline in 2018 due to depletion of tin reserves and rising production costs
4. Government policy in Africa could put pressure on tin exports by 2018. Tin producing countries in Africa seek to curb illegal mining through closer scrutiny of mining activities, including Democratic Republic of Congo (DRC) as Africa's largest tin producer, and Nigeria as Africa's second largest tin producer shifting Rwanda's position

Source: CRU Tin April 2018

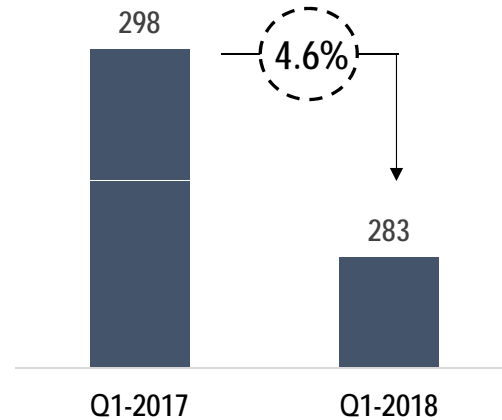
Financial Performance Quarterly (Yearly Basis)



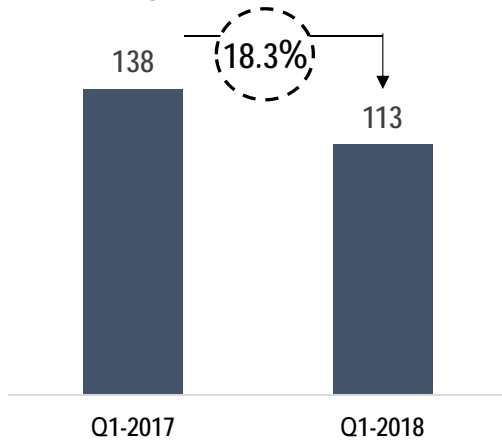
Revenue in billion Rp



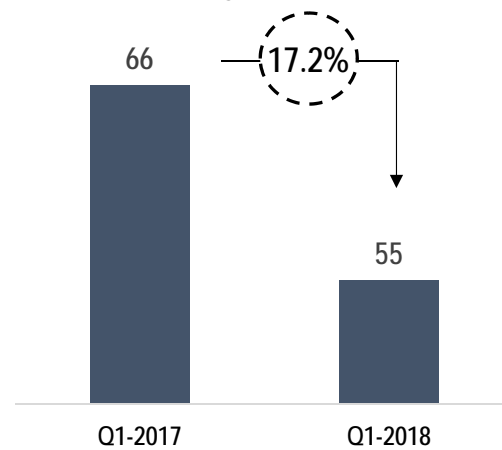
Gross profit in billion Rp



Operating income in billion Rp



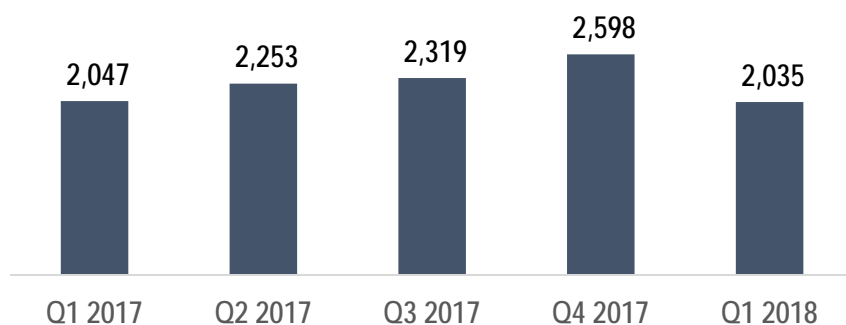
Profit for the year in billion Rp



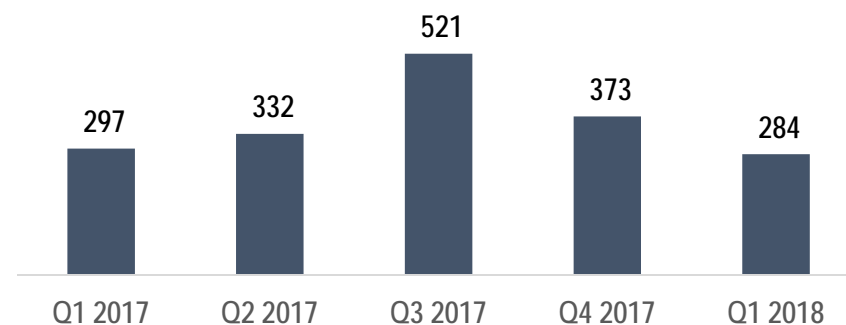
Financial Performance Quarterly



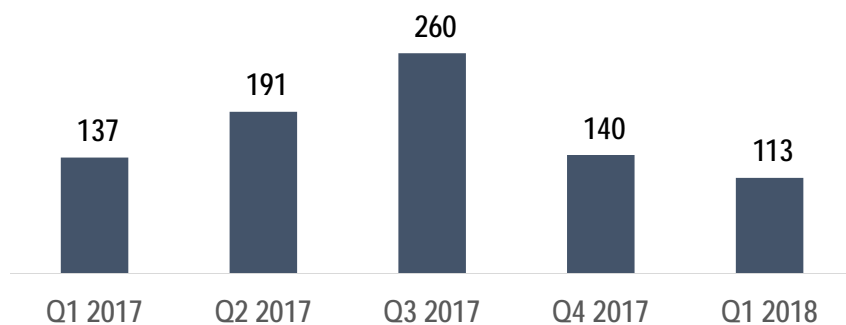
Revenue in billion Rp



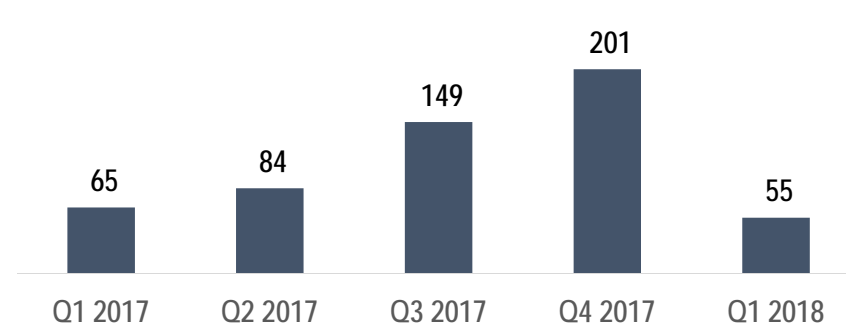
Gross profit in billion Rp



Operating income in billion Rp



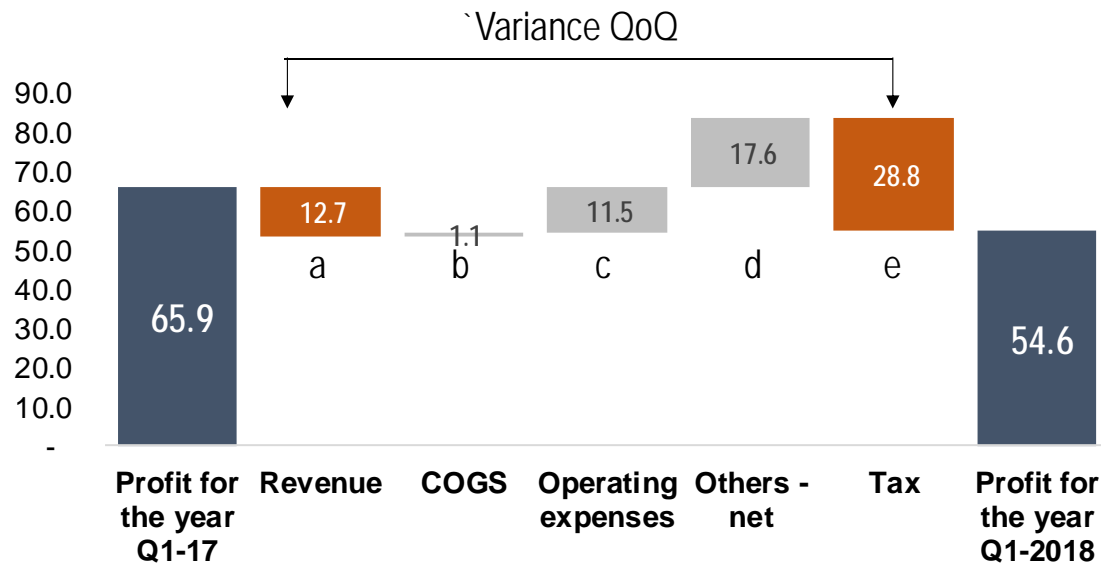
Profit for the year in billion Rp



Profit for The Year Analysis



Profit for the year analysis in billion Rp



Legend:

- Decreased (-)
- Increased (+)

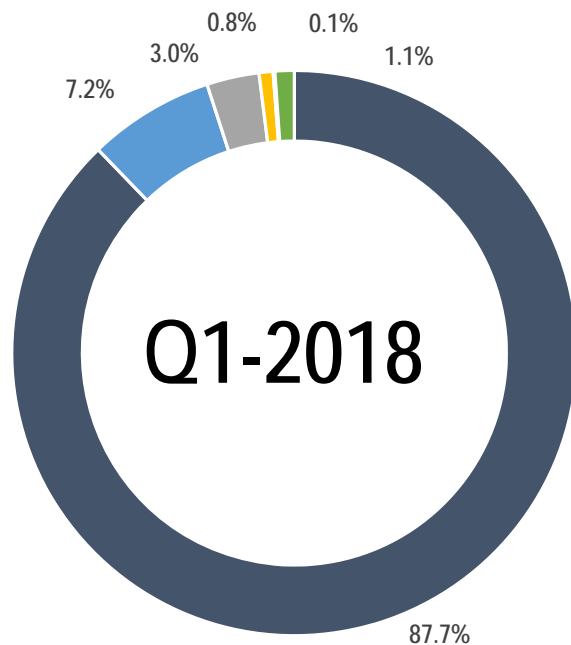
Remarks

- a. Mainly due to decreased in refined tin sales volume in relation to adapt the changes to the ESDM Ministerial.
- b. COGS is relatively stable due to decreased tin ore production.
- c. Operating expenses had increased, especially in General & Administration Expense for employee development.
- d. Other expenses has also increased, particularly financial costs.
- e. Tax is approximately Rp28.8 billion, decreased due to lower profit before tax in Q1-2018.

Revenue Analysis



Revenue contribution



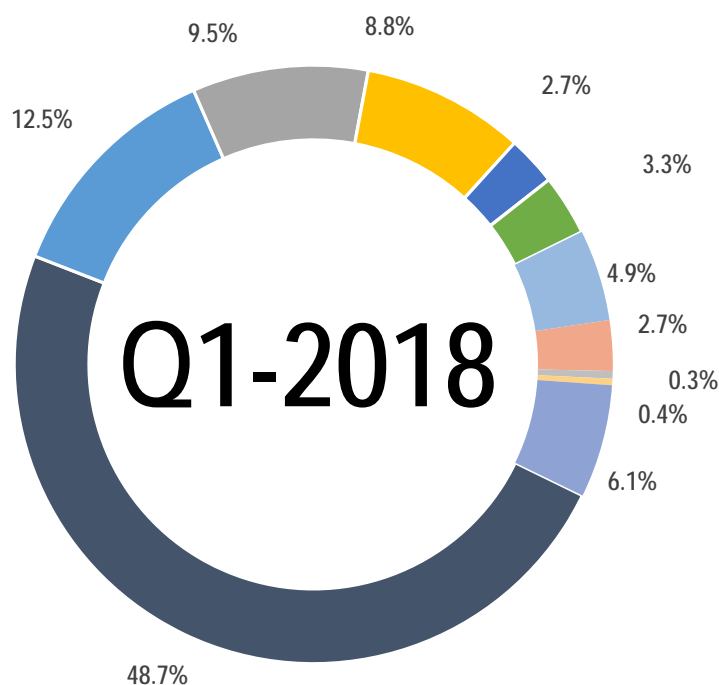
■ Refined tin & tin chemical ■ Tin chemical ■ Hospital ■ Real estate ■ Dockyard ■ Nikel

Revenue details

	Q1-2017	Q1-2018	Variance	
			+/-	%
Refined tin and tin solder	1,919.1	1,784.8	- 134.30	-7.0%
Tin chemical	76.3	147.5	71.20	93.3%
Hospital	50.0	61.5	11.50	23.0%
Real estate	-	16.8	16.80	100.0%
Shipping dockyard	2.3	2.2	- 0.10	-4.3%
Nikel	-	21.7	21.70	100.0%
Total	2,047.7	2,034.5	- 13.20	-0.6%

- Mainly due to decreased in refined tin sales volume in relation to adapt the changes to the ESDM Ministerial.
- Sales and average selling price tin chemical are increased by 64% and 19%.
- Real estate revenue Rp16.8 billion, meanwhile in Q1-2017 real-estate is still progress development

COGS contribution



- Raw materials of tin ore
- Salaries and allowances
- Fuel
- Depreciation and amortization
- Royalty
- Spareparts used
- Third party services
- Raw materials of tin chemical
- Transportation
- Direct materials used
- Others

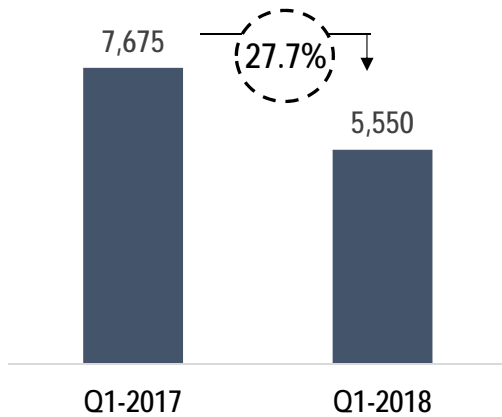
COGS details

	Q1-2017	Q1-2018	Variance	
			+/-	%
Raw materials of tin ore	1,245.2	709.2	- 536.0	-43.0%
Salaries and allowances	140.4	182.7	42.3	30.2%
Fuel	102.5	138.5	35.9	35.0%
Depreciation and amortization	111.1	128.1	17.0	15.3%
Royalty	55.0	39.1	- 15.9	-28.9%
Spareparts used	46.4	47.8	1.5	3.2%
Third party services	39.5	71.9	32.4	81.9%
Raw materials of tin chemical	18.7	39.7	21.0	112.2%
Transportation	6.8	6.0	- 0.8	-11.7%
Direct materials used	4.7	5.1	0.4	7.5%
Others	124.5	89.1	- 35.4	-28.5%
Inventory - net	- 144.6	294.1	438.8	-303.4%
Total	1,750.1	1,751.1	1.1	0.1%

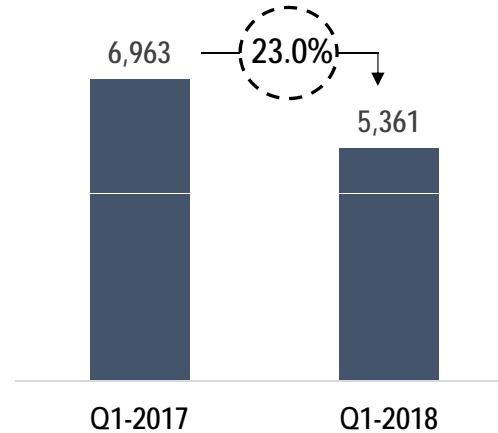
Operational Performance Quarterly (Yearly Basis)



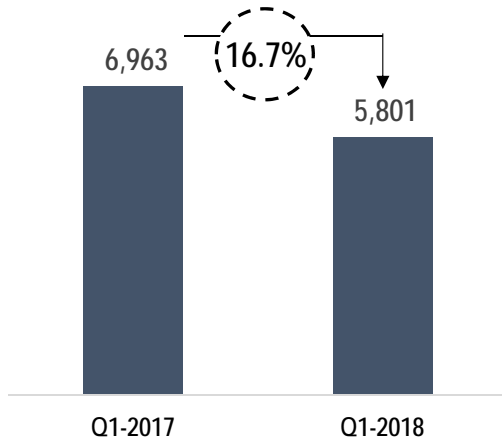
Tin ore production (ton)



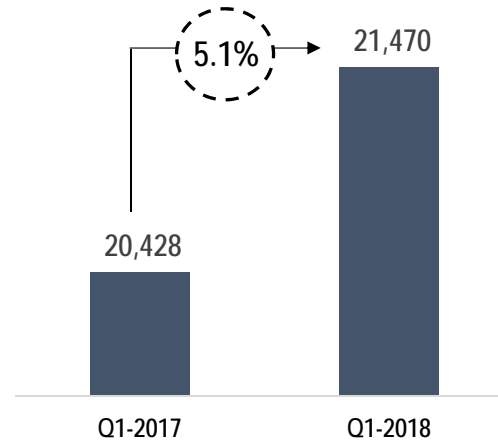
Refined tin production (Mton)



Sales (Mton)



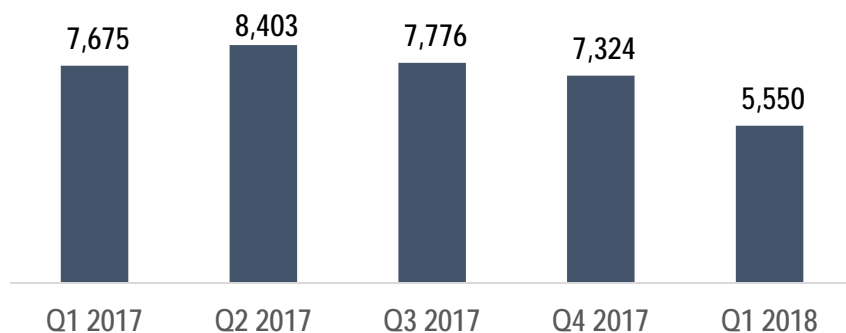
Average Selling Price (\$/t)



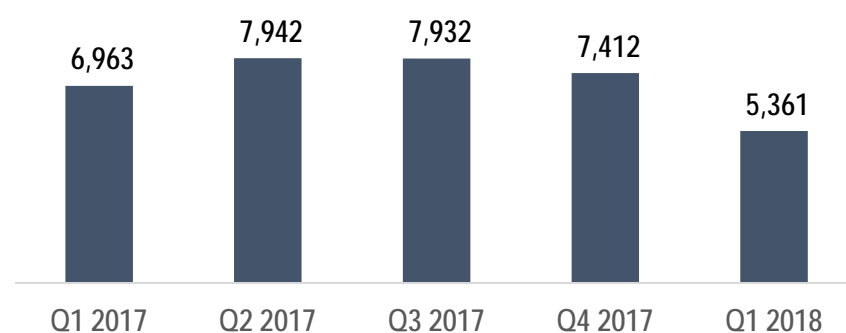
Operational Performance Quarterly



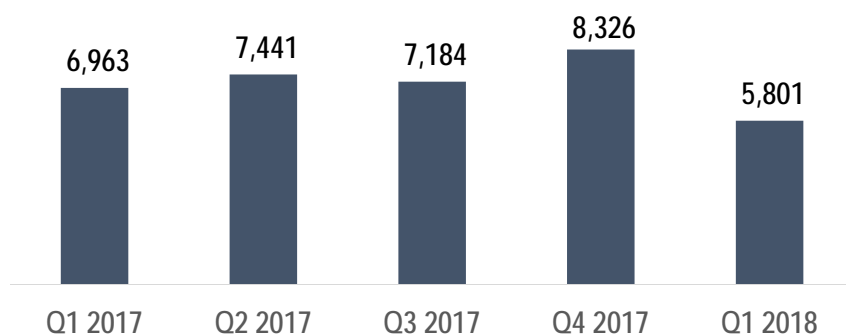
Tin ore production (ton)



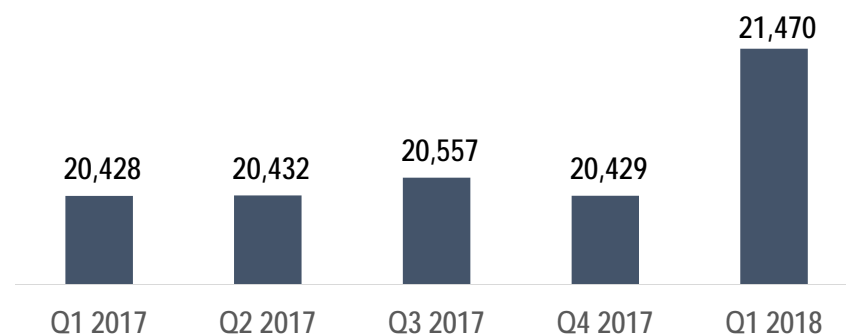
Refined tin production (Mton)



Sales (Mton)



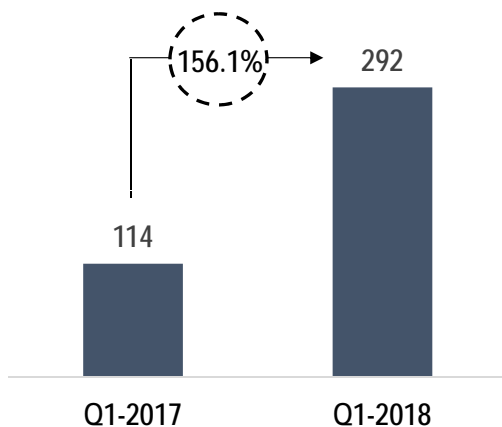
Average Selling Price (\$/t)



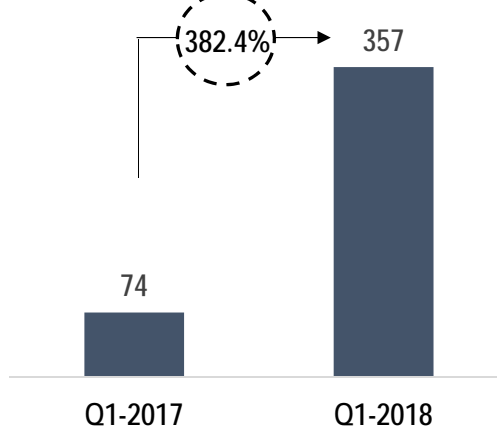
Downstream - Operational Performance Quarterly (Yearly Basis)



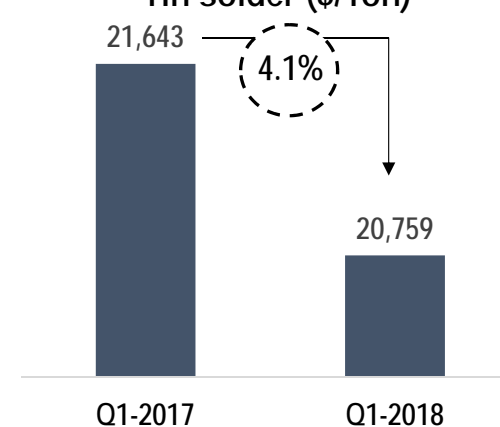
Tin solder production (Ton)



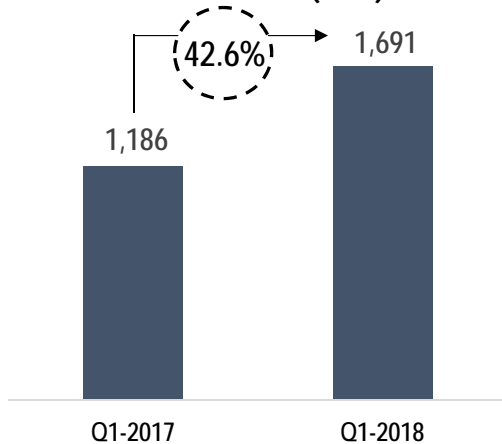
Tin solder sales (Ton)



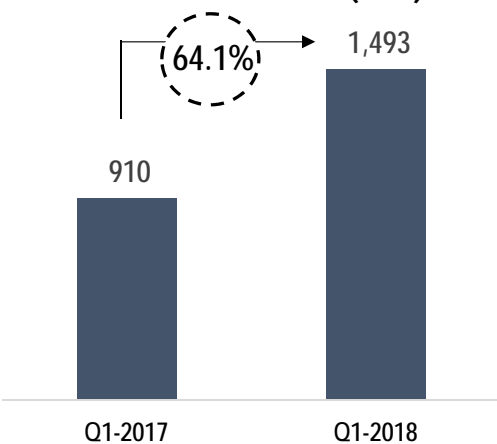
Average Selling Price
Tin solder (\$/Ton)



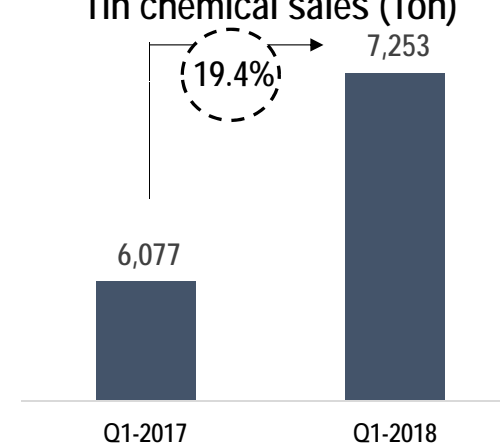
Tin chemical (Ton)



Tin chemical sales (Ton)



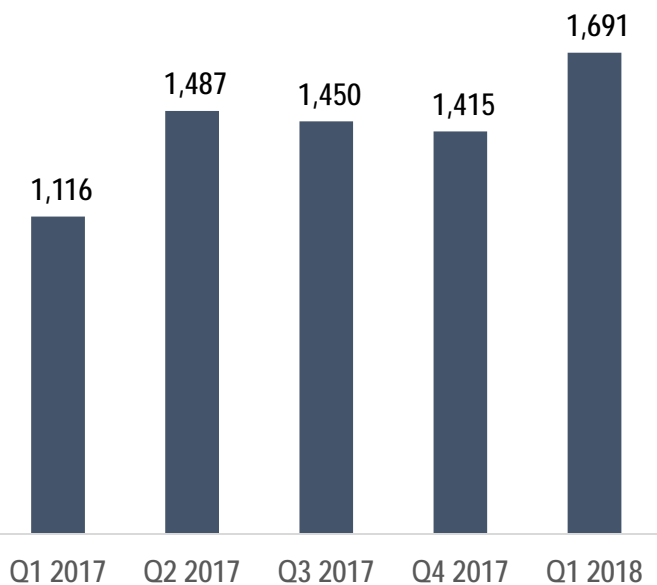
Average Selling Price
Tin chemical sales (Ton)



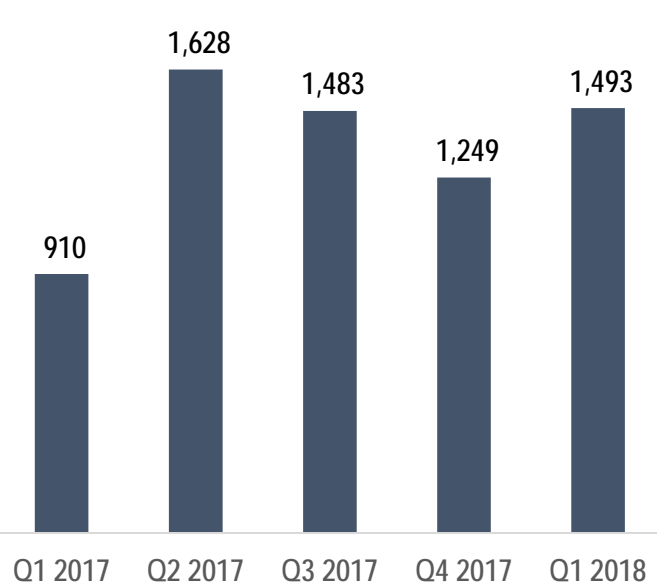
Tin Chemical - Operational Performance Quarterly



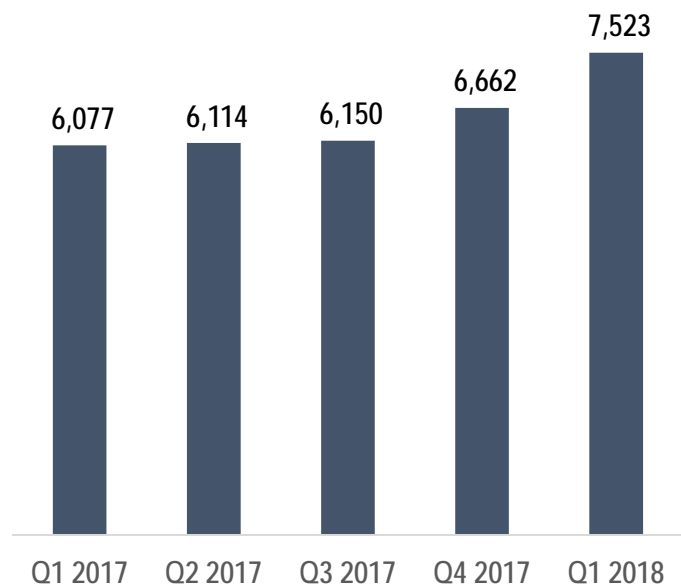
Tin chemical production (ton)



Tin chemical sales (ton)



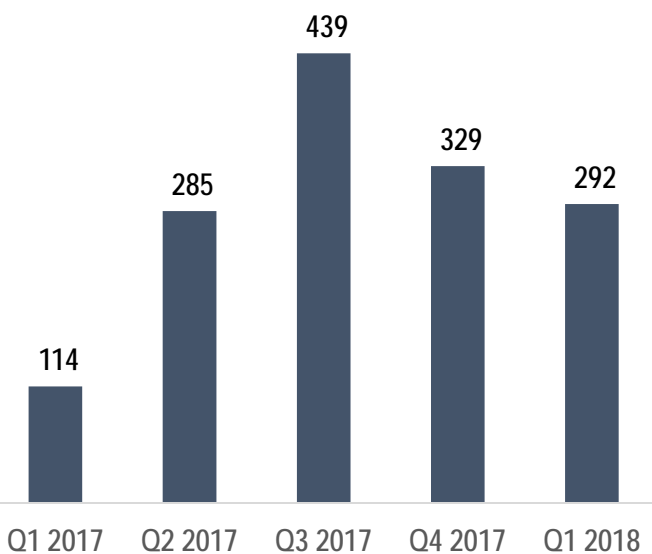
Average Selling Price (\$/t)



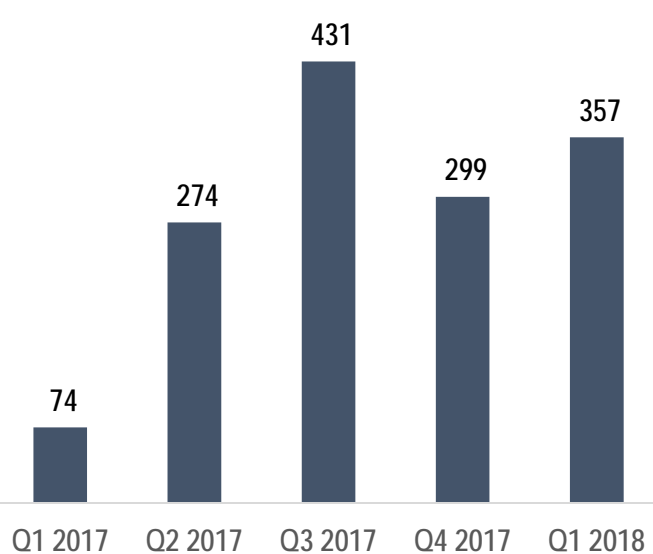
Tin Solder - Operational Performance Quarterly



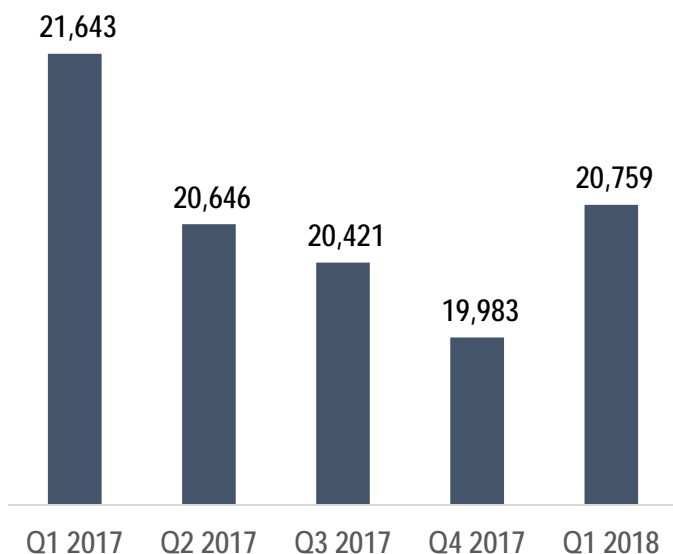
Tin solder production (ton)



Tin solder sales (ton)



Average Selling Price (\$/t)





End of Report