



Analyst Meeting

Jakarta-March 28th,2011



ANALYST MEETING

Jakarta, March 28TH, 2011

The Company

Market & Business Model

Key Financial Figures

Outlook



Established: 1970

41 years of experience in the heavy equipment distribution and related services

Subsidiaries:

PT Intan Baruprana Finance (IBF)
PT Columbia Chrome Indonesia (CCI)
PT Terrafactor Indonesia (TFI)
PT Karya Lestari Sumberalam (KASUARI)

Stock Market Listing:

Since 1993
Market Cap as of March 25, 2011:
USD 168 mio

Office & Support network in Indonesia:

> 30 distribution networks and support offices, run by integrated SAP-ERP System

Employees:

Over 1,700 (including subsidiaries)

World Class Brands:

Volvo, Bobcat, Ingersoll-Rand, SDLG, Mahindra, Sinotruk

Finances:

Dec 31, 2010

Revenue:

IDR 1,83 T

55%

N.I.A.T:

IDR 83.08 bio

122%

EBITDA:

IDR 229.88 bio

42%

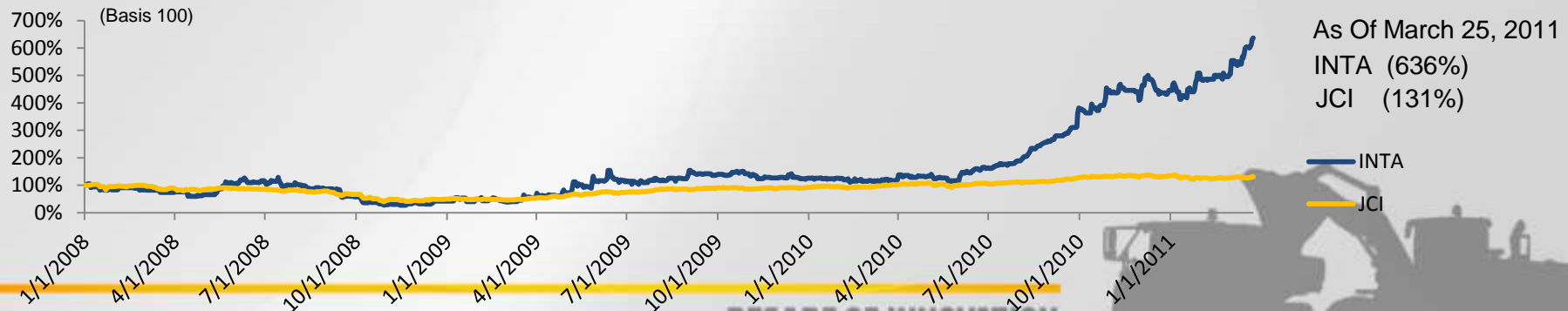
INTA is a construction equipment trading pioneer and solution provider in Indonesia

- UD Intraco was founded as a spare parts trading firm
- Appointed dealer of NV. PD Pamitran for Clark Equipment and P&H Crane
- Acquired NV.PD Pamitran and its franchises i.e VME, P&H/PPM, Bobcat
- Appointed as Ingersoll Rand sole distributor
- Acquired Intan Baruprana Finance (IBF)
- Appointed as SDLG and Mahindra Sole Distributor
- Appointed as Sinotruck Sole Distributor



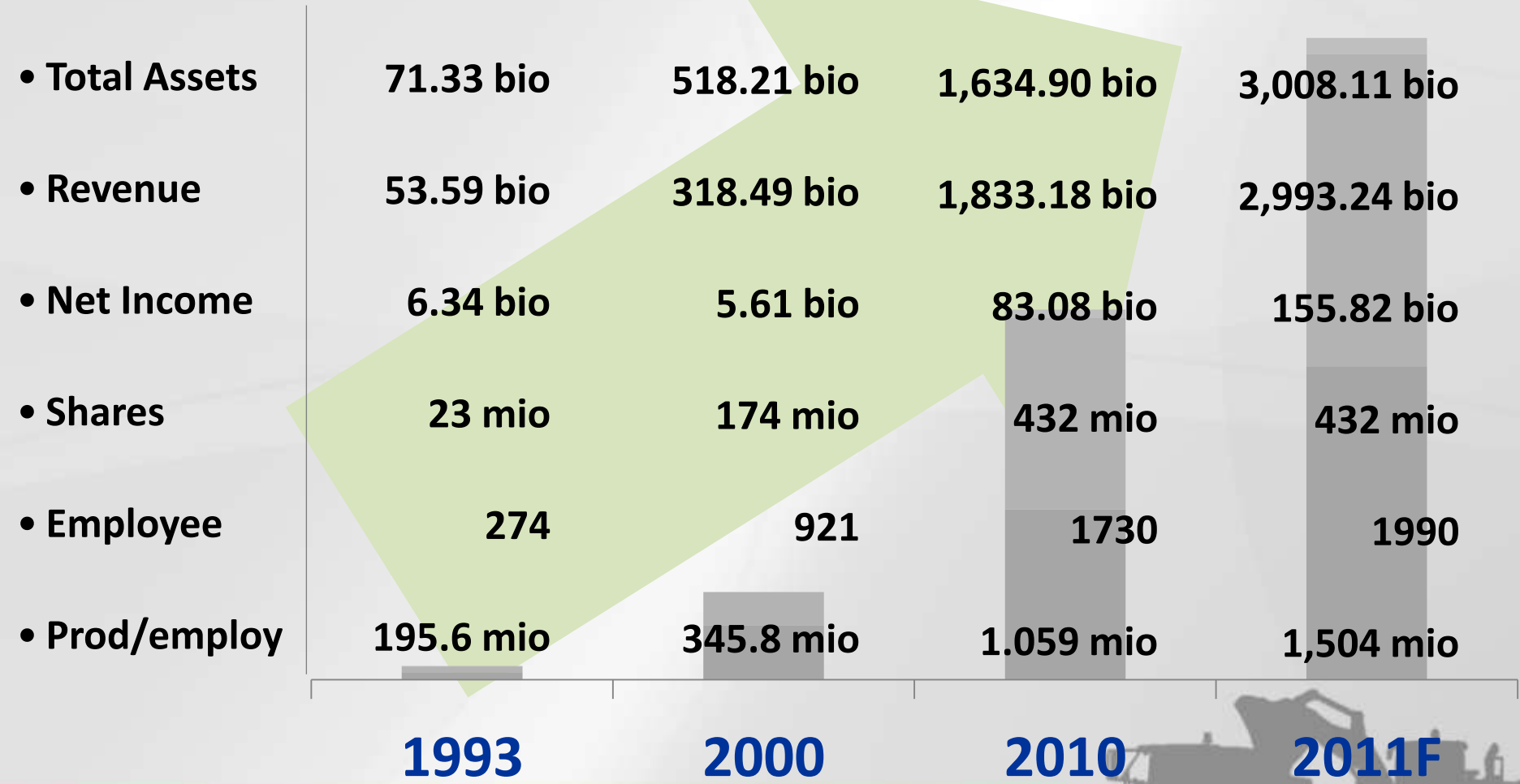
- Changed into Limited Entity, PT Intraco Penta
- Diversified heavy equipment products such as Renault Products, Lamborghini Farm Tractors (1991), Bell (1991)
- Listed at JSX (now IDX) on 30 June, for 29 million shares to raise Rp. 29 billion
- SAP – ERP integrated program implementation
- Intan Baruprana Finance (IBF) won the Best Multifinance Award from INFOBANK and INVESTOR magazine
- INTA acquired Terra Factor Indonesia (TFI) and Columbia Chrome Indonesia (CCI) with transaction value Rp 70 billion
- Formed IBF Syariah Business Unit

Consistent positive stock price movements shows positive market response toward INTA



41 YEARS OF EXCELLENT TRACK RECORD

18 Years in the Capital Market



INTA

United Tractors

Hexindo

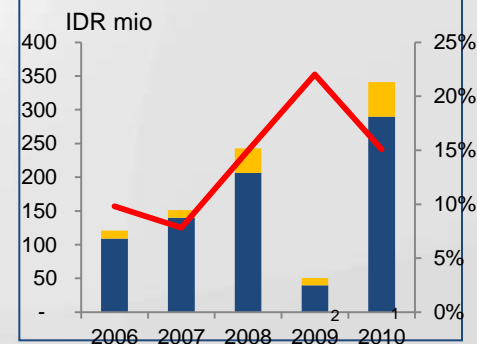
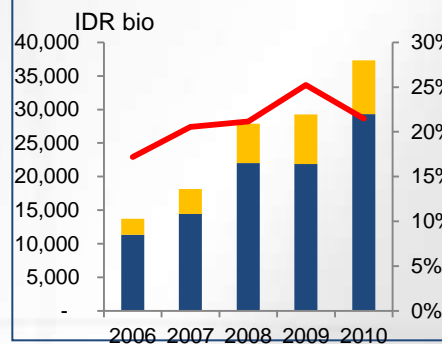
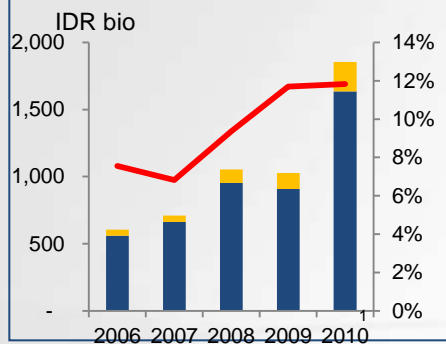
Revenue & EBITDA Growth

- CAGR Revenue 2006-2010 = 32 %
- CAGR EBITDA 2006-2010 = 50 %

- CAGR Revenue 2006-2010 = 28.4%
- CAGR EBITDA 2006-2010 = 35.8%

- CAGR Revenue 2006-2010 = 29.5%
- CAGR EBITDA 2006-2010 = 44.3%

■ Total Cost
■ EBITDA
■ EBITDA margin



Products

Volvo, SDLG, Bobcat, Ingersoll Rand, Mahindra and Sinotruk

Komatsu, Bomag, Nissan Diesel, Tadano, Scania, Valmet

Hitachi, John Deere, Robotec Grapples, Waratah

Number of Branch

33 Branch (5 new branches 2011)

40 Branch

34 Branch

Business Lines

- Equipment Sales
- Spare Parts Sales
- Service & Maintenance
- Leasing
- Rental
- Contracting
- Fabrication/engineering

- Equipment Sales
- Spare Parts Sales
- Service
- Leasing
- Contracting
- Engineering

- Equipment Sales
- Spare Parts Sales
- Service

Note:

1) All 2010 figures are Audited except for Hexindo

2) In 2009, Hexindo changed their financial year from a period ended in December to a period ended in March, therefore, these values consisted only from January 2009 – March 2009 performance

Board of Commissioners



Tonny S. Kusnadi
Independent Commissioner



Halex Halim
President Commissioner



Leny Halim
Commissioner

Board of Directors



Fred L. Manibog
Finance Director



Jimmy Halim
Marketing Director



Petrus Halim
President Director

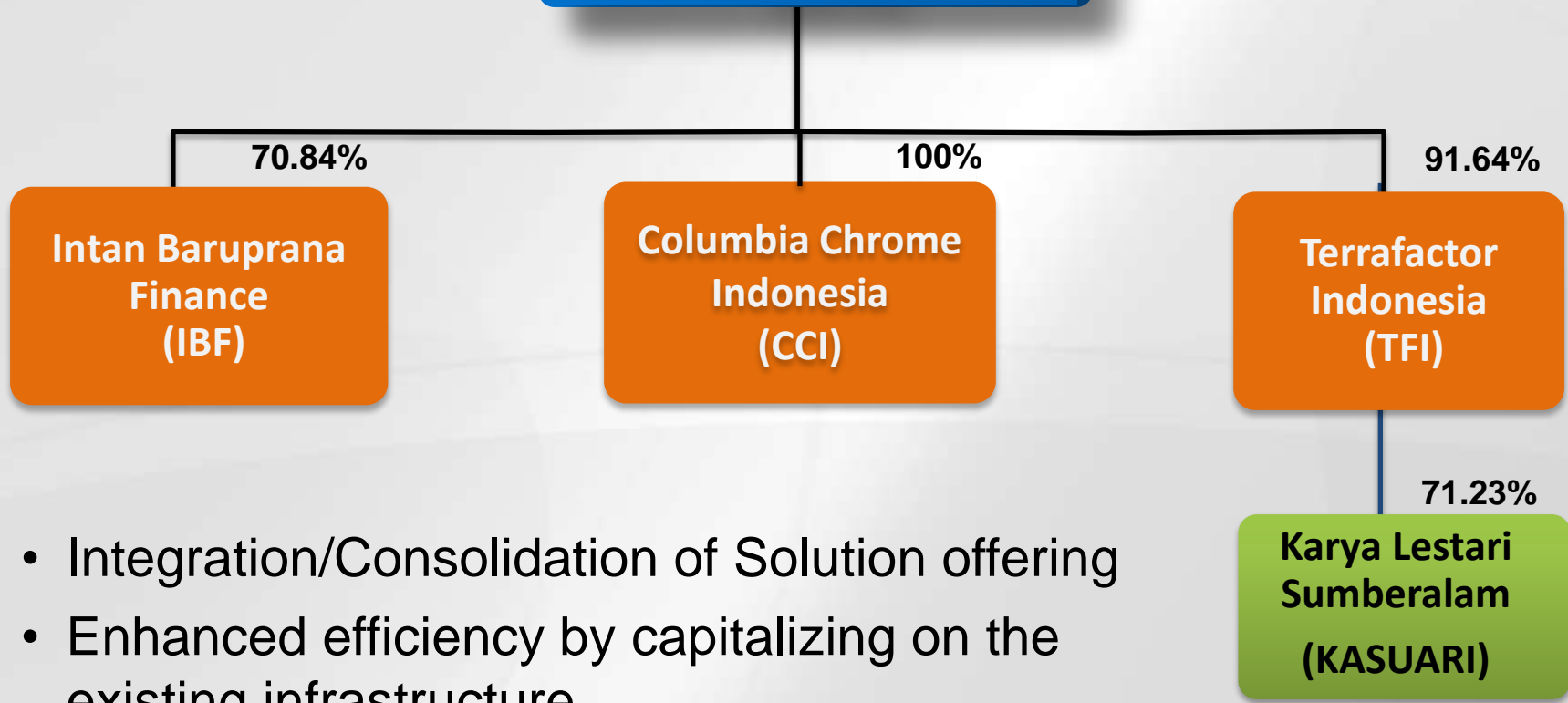


Paulus A. Widjonarko
Customer Support
Director



Willy Rumondor
Sales Director

**PT. Intraco Penta, Tbk
(INTA)**



- Integration/Consolidation of Solution offering
- Enhanced efficiency by capitalizing on the existing infrastructure
- Growth Multiplier



The Company

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Key Financial Figures

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THE BEST TOTAL SOLUTION PROVIDER IN CONSTRUCTION EQUIPMENT MARKET



























MISSION

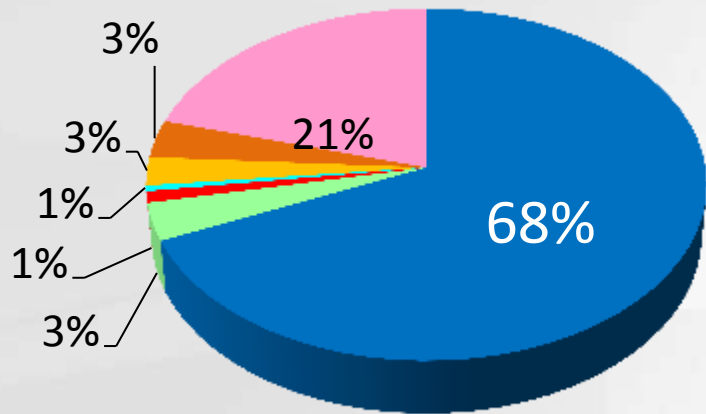
Work hard to achieve the highest efficiency in resources

Quality Driven and customer focused

Conduct our affairs with integrity

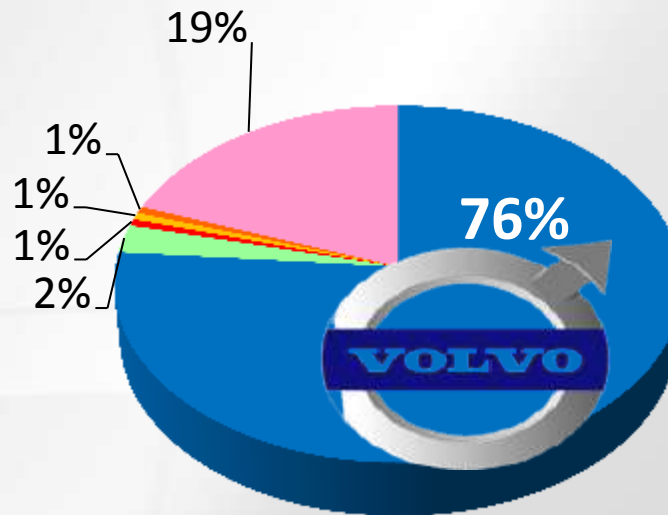
BRAND	Since	Key Quality	Product Pictures
 VOLVO Construction Equipment	1982	<ul style="list-style-type: none"> • Sales outlets at more than 100 countries • Proven with safety, environment friendly, and high quality products. 	  
 Bobcat ®	1992	<ul style="list-style-type: none"> • Key player in the world of compact equipment • Well-known for it's Compact Loader which was invented 50 years ago. 	  
 IR Ingersoll Rand	2000	<ul style="list-style-type: none"> • The world's first portable air compressor producer • The most reputable provider of Portable Light Tower 	  
 SDLG	2009	<ul style="list-style-type: none"> • Certified with ISO9011 quality management • Well known for it's stability, durability and efficiency 	  
 Mahindra Tractors	2009	<ul style="list-style-type: none"> • 3rd major farm tractor producer in the world • No. 1 in India, has 25% and 15% market share in Australia and US respectively 	  
 中国重汽 SINOTRUK	2011	<ul style="list-style-type: none"> • The biggest heavy truck manufacturer in China • The biggest exporter of heavy duty trucks from China 	  

2009



IDR 1,180.90 bio

2010



IDR 1,833.18 bio

- Volvo
- IR
- Bobcat
- SDLG
- Renault
- Others



VOLVO UNIT SALES

By Range of Product

In Billion IDR

PRODUCT	2008	2009	2010	2011F
VOLVO:				
- ADT	367.96	350.24	751.35	921.32
- LDR	29.09	11.52	25.97	69.17
- EXCA	164.79	169.94	293.67	608.41
- MGR	1.34	6.87	11.23	32.13
- COM	59.31	47.08	76.88	107.54
TOTAL	622.49	585.65	1,159.10	1,738.57
GROWTH RATE	96%	-6%	98%	50%

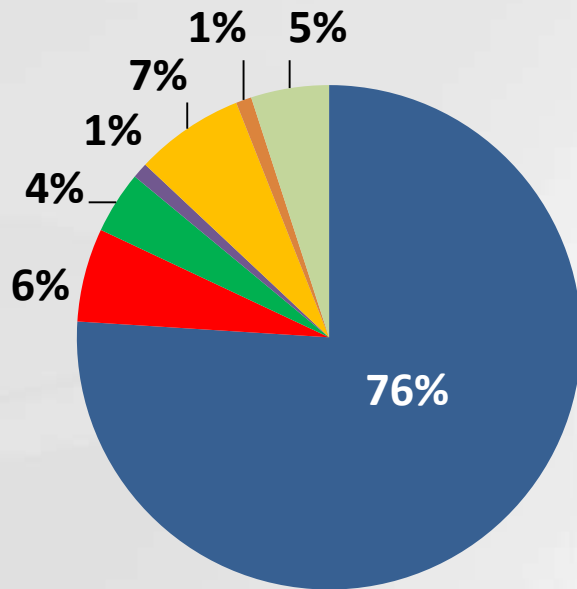
In Quantity (unit)

PRODUCT	2008	2009	2010	2011 (F)
VOLVO:				
- ADT	107	89	211	270
- LDR	15	5	9	30
- EXCA	66	79	184	425
- MGR	1	3	5	17
- COM	97	72	123	187
TOTAL	286	248	532	929
Growth Rate	113%	-13%	115%	75%

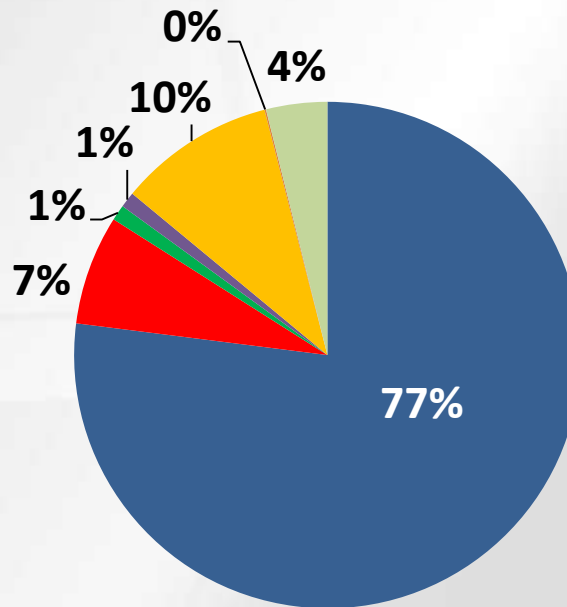
SALES CONTRIBUTION By Industry

2009

2010



IDR 1,180.90 bio



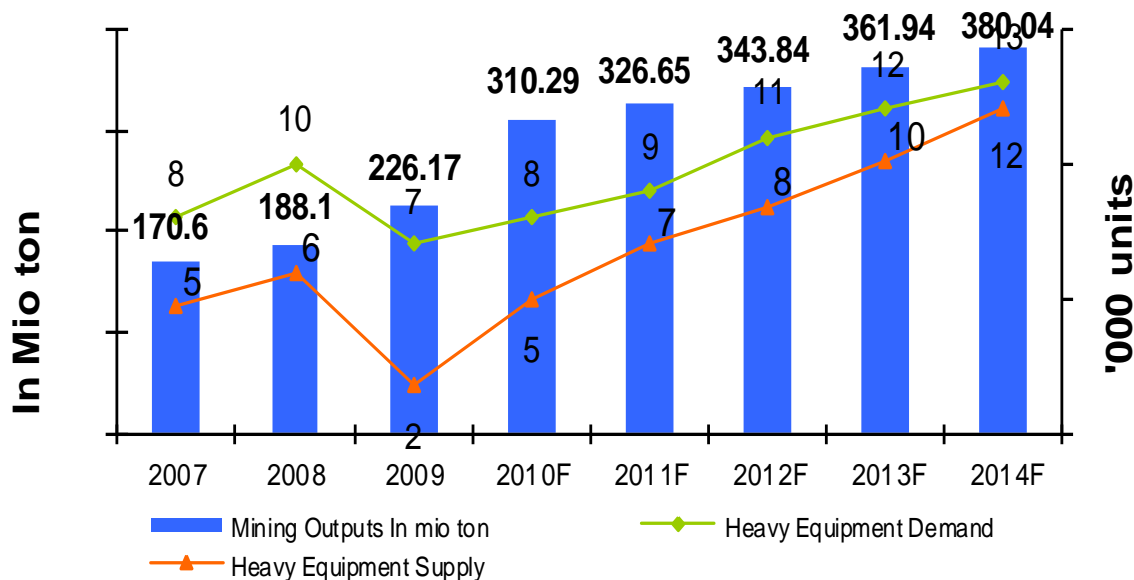
IDR 1,833.18 bio

- Mining
- Infrastructure
- Forestry
- Agro
- General industry
- Oil & Gas
- Others



Growing business supported by continuing strong demand of heavy equipments

- Increase mining activities in Indonesia, due to increasing commodity prices/demand
- Demand for heavy equipments will increase along with the increase in mining activities
- Heavy equipments demand is still expected to exceed its supply in the near future
- Indonesia is the 4th largest market of heavy equipment in Asia after China, Japan and India
- Above-mentioned conditions will further boost the company's revenue main drivers, heavy equipments and spare parts sales



Quarter (2011)	Price (Proj. USD/ton)
1	134.25
2	123.75
3	123.50
4	121.75

Note:

Source: BII Economic Research, BMI, Interviews with ABPI and analysts, Bisnis Indonesia Literature review



Recent world's events may bring a positive impact to company performance

- Flood in Australia as one of the world's largest coal exporter had pushed coal price to a record high of \$140/MT for thermal coal and \$250/MT for hard cooking coal due to the short supply.
- Conflicts in Libya and some North African states including some middle east countries may cut the oil supply and increase the world oil price, this trend was also led to a higher coal demand
- To fuel the infrastructure requirements of Japan resulting from the massive natural disaster may push the demand of coal product in that country.
- Coal plant is proven to be the cheapest energy producer which only can be competed by a nuclear energy plant. The recent concern from Japan nuclear plant meltdown may shift the favor to coal plant which in turn increase coal demand in the long run



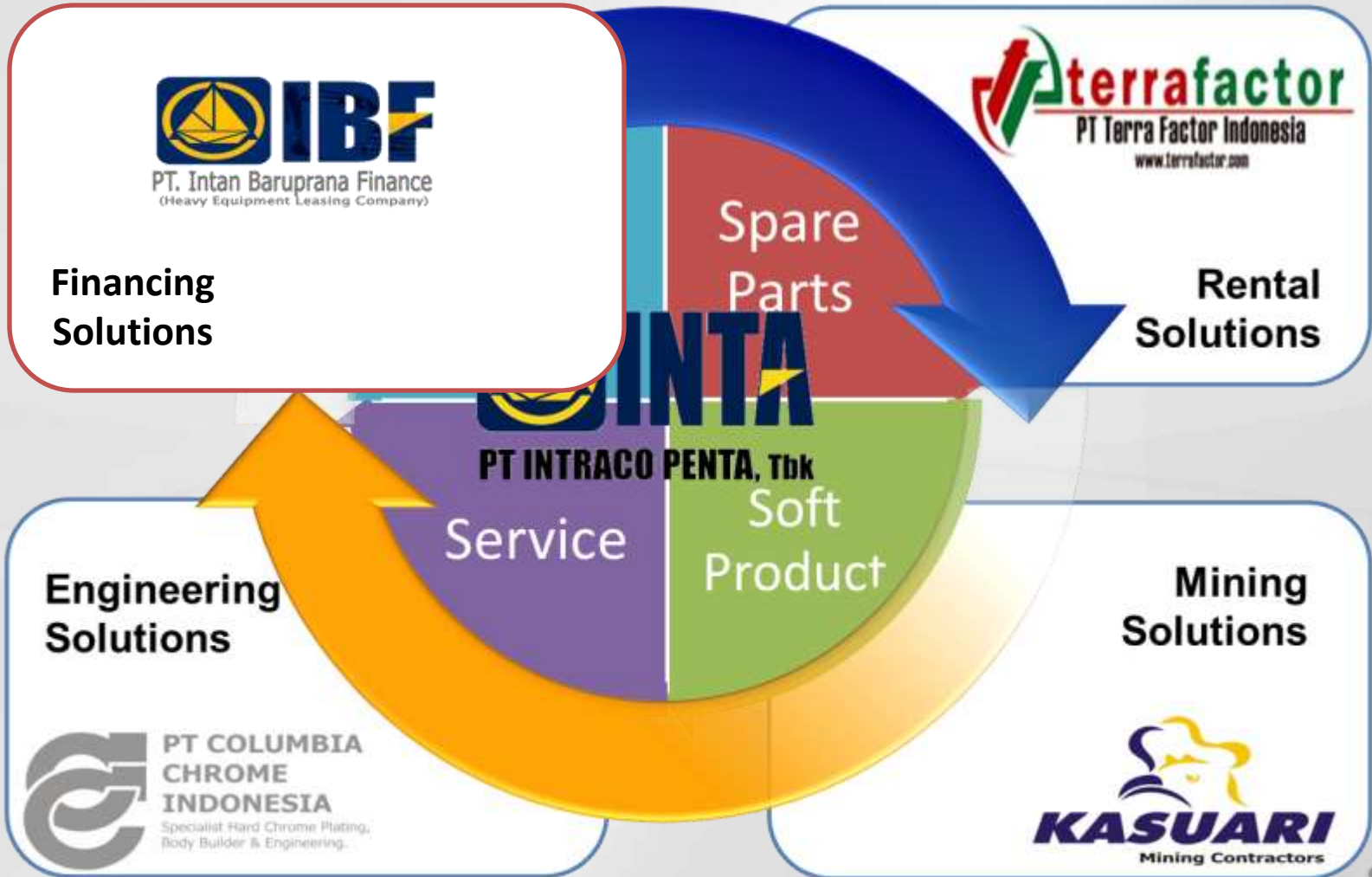
- Over 70% of INTA's 1100 workforces are in the Service related functions
- In 2010, After Sales Service contributes 5.4% to the total sales
- In 2010 spare parts sales contribute to 16% to the total sales of INTA
- Implementation of Manufacturing Management Inventory (MMI) system which will help the company to do cost and inventory efficiency by minimizing non-productive inventory rate
- Offer smart maintenance programs such as:
 - Component Rebuild Centers (CRC)
 - Full Maintenance Contract (FMC)
 - Component Exchange Sales Program (COMEX)
- After sales service such as full maintenance contracts ensure a strong position for Intraco among the customers, which lead into a stronger position in the overall market

Extensive Customer Support Offices



More than 30 support centers all over Indonesia are connected with an integrated SAP-ERP System.






- Acquired by INTA in 2003
- Support INTA's "Strategic Vision" to be "TOTAL SOLUTION" provider
- IBF aims to be the best in the Heavy Equipment Financing business.





Presentation to National Islamic Sharia Council
(Dewan Syariah Nasional)
22 April 2010





DEWAN SYARIAH NASIONAL MUI
National Sharia Board - Indonesian Council of Ulama
Sekretariat : Gedung MUI Lt. 3 Jl. Proklamasi No. 51 Menteng - Jakarta 10320
Telp. (021) 392 4667 Fax. (021) 391 8917

Indonesia

Jakarta, 15 L. Akhir 1431 H
29 Mei 2010 M

Nomor : U-158/DSN-MUI/V/2010
Lamp. : -----
Hal : **Rekomendasi Dewan Pengawas Syariah**

Kepada Yth. :
Sdr. Fred L. Manibog
Direktur Utama PT Intan Baruprana Finance
di -
JAKARTA

Assalamu'alaikum Warahmatullah Wabarakatuh,

Puji syukur ke hadirat Allah Subhanahu wa Ta'ala, teriring doa semoga Saudara dalam keadaan sehat wal afiat dan mendapat lindungan dari Allah SWT dalam menjalankan tugas sehari-hari.

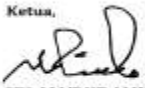
Selanjutnya, menunjuk surat Saudara No. 103/CLC/IBF/0410 tertanggal 21 April 2010 perihal *Permohonan Rekomendasi Dewan Pengawas Syariah*, dan setelah mendengar presentasi dari perusahaan yang Saudara pimpin, maka Dewan Syariah Nasional MUI ini memberi rekomendasi dan menetapkan nama-nama berikut sebagai DPS PT Intan Baruprana Finance, Jakarta. Mereka itu adalah:

1. Dr. H. Anwar Abbas, MM, M.Ag	(Ketua)
2. Prof. Drs. H.M. Nahar Nahrawi, SH	(Anggota)
3. H. Rahmat Hidayat, SE, MT, Ph.D	(Anggota)


Demikian rekomendasi ini dikeluarkan untuk dipergunakan sebagaimana mestinya.

Wassalamu'alaikum Warahmatullah Wabarakatuh

Ketua,



KH. MA'RUF AMIN



DRS. HM. ICHWAN SAM

Tembusan :
Yth. Dewan Pengawas Syariah PT Intan Baruprana Finance.

FINANCIAL HIGHLIGHTS

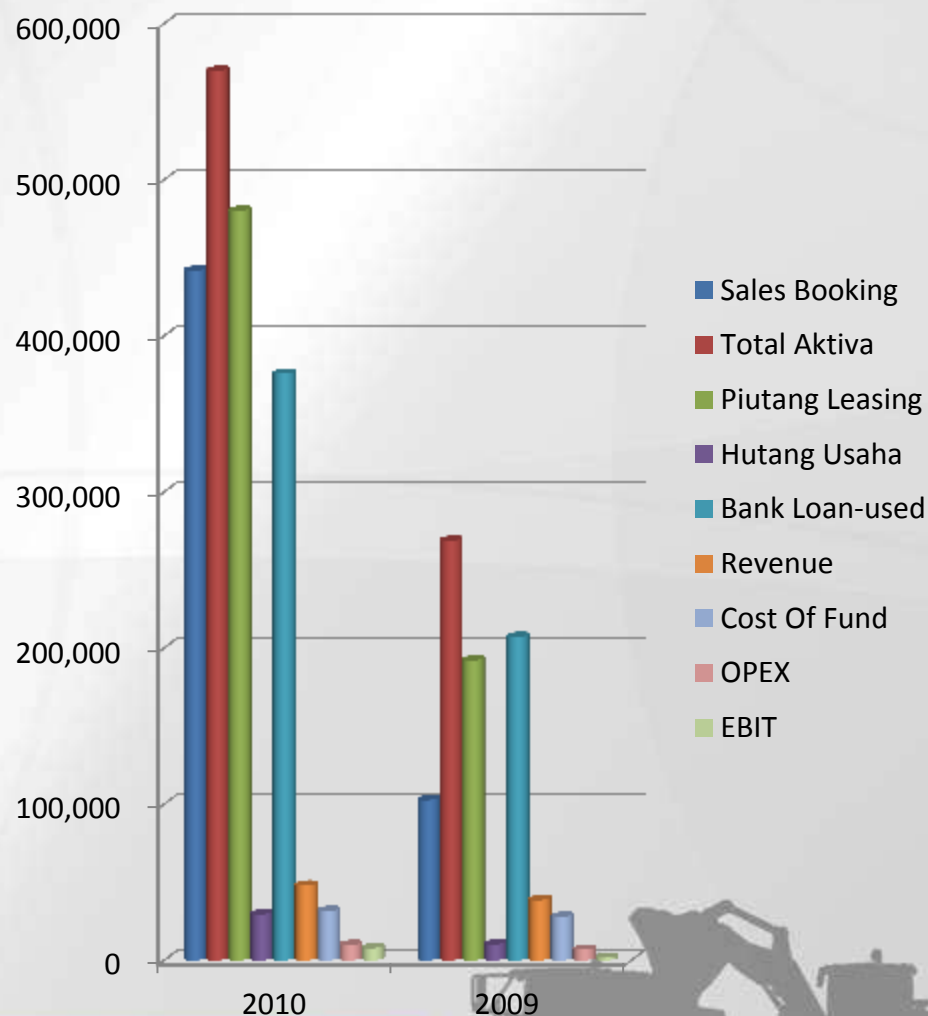
December 2010 and 2009
(in million rupiahs)

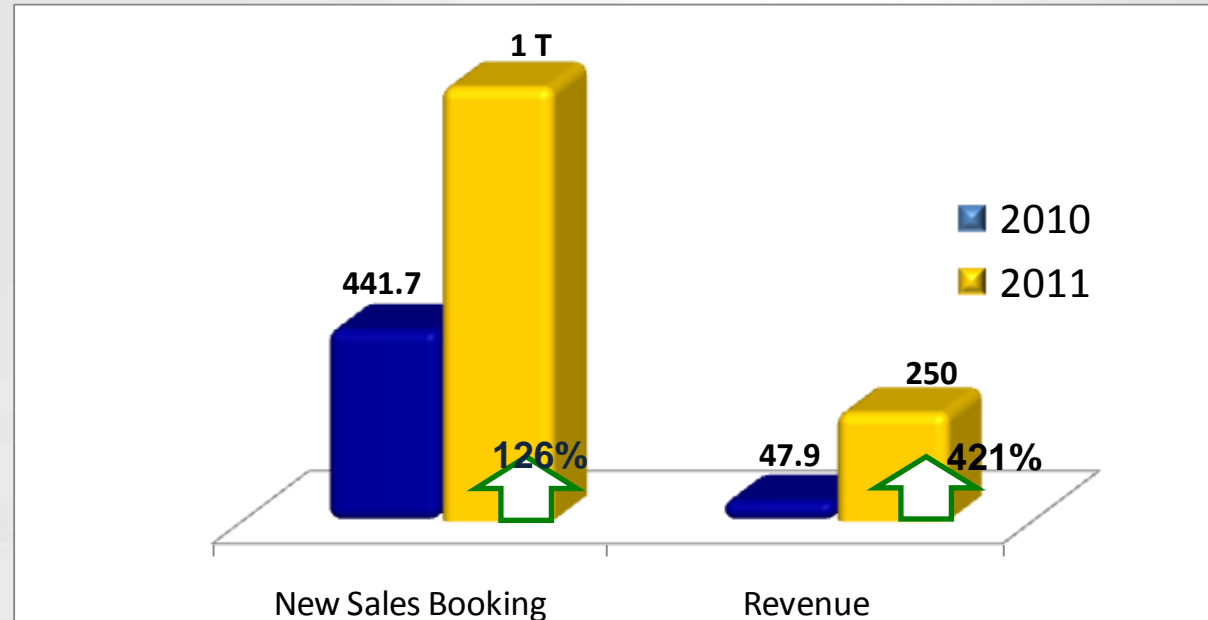
SUMMARY FINANCIAL INFORMATION

No	Description	2010	2009	Incr.(Dec.)
1	Sales Booking	441,707	102,700	330%
2	Total Aktiva	569,745	268,770	112%
3	Piutang Leasing	480,077	192,118	150%
4	Hutang Usaha	29,533	10,238	188%
5	Bank Loan-used	375,821	207,106	81%
6	Revenue	47,943	38,567	24%
7	Cost Of Fund	31,629	27,878	13%
8	OPEX	9,812	6,846	43%
9	EBIT	7,820	1,678	366%

Additional Info

No	Description	Amount	Explanation
1	Available Funding	116,026	at 31 December
2	Prospect Funding	645,000	in Year 2011
3	Capital Injection	71,242	Done in Dec 2010
		50,000	Plan in 2011
4	Hot Prospects	1,000,000	Year 2011

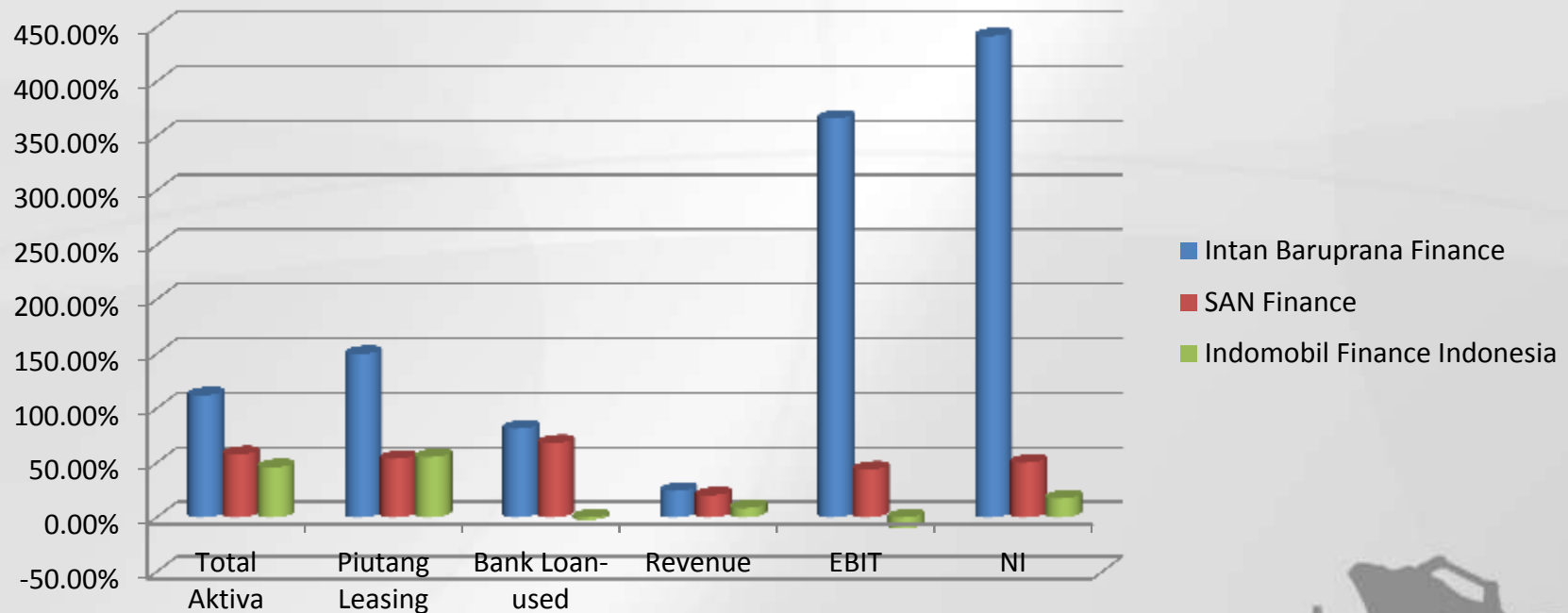




	2010	2011*	(%)
New Sales Booking	441.7	1,000	126%
Revenue	47.9	250	421%
Leasing Assets (A/R)	480	1,400	182%
Equity	100.6	150	49%
Net Income	5.9	32	441%

COMPARATIVE GROWTH RATE

No	Description	Intan Baruprana Finance	SAN Finance	Indomobil Finance Indonesia
1	Total Assets	111.98%	57.74%	45.94%
2	AR Financial Lease	149.89%	53.76%	55.39%
3	Bank Loan-used	81.46%	68.10%	-2.51%
4	Revenue	24.31%	20.27%	8.56%
5	EBIT	366.14%	43.80%	-10.37%
6	NI	441.85%	50.23%	17.34%



Source: based on Company's FS publication in newspaper





Semi Wet Hire Rental

Dry Hire
OR Wet Hire
Rental

Rent to Purchase



TOTAL RENTAL SOLUTION

Long Term
Or
Short Term Rental

Rent with option to
purchase





Mining



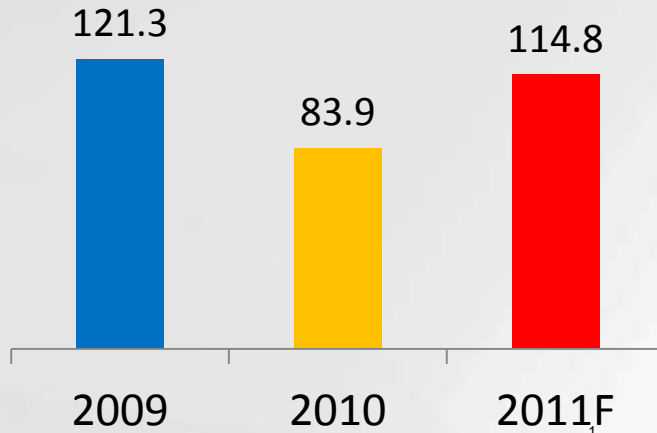
Construction



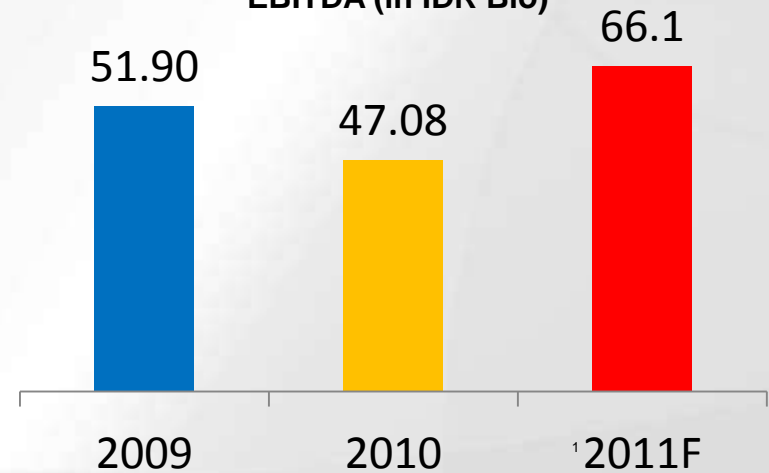
Oil & Gas



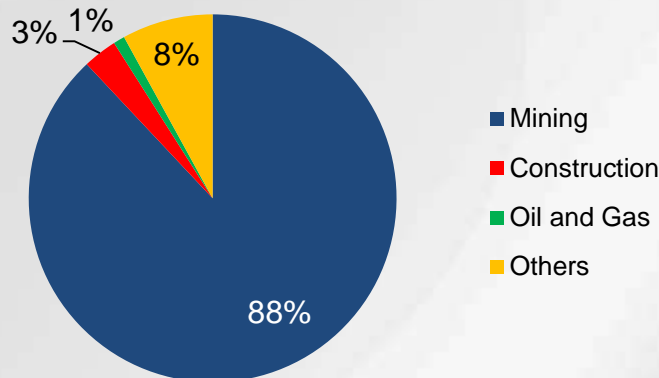
Revenue (in IDR bio)

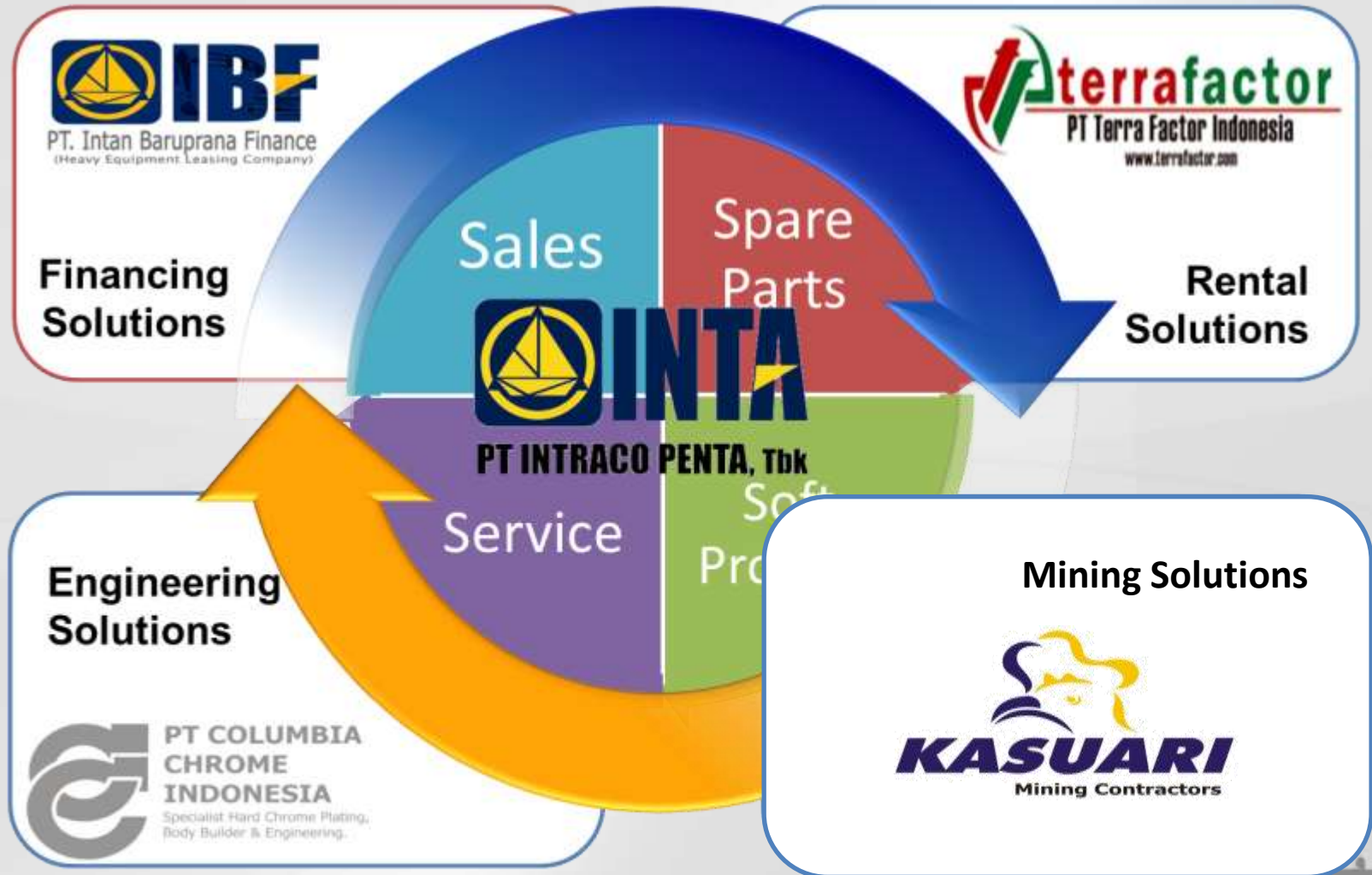


EBITDA (in IDR Bio)



Revenue by Industry (as of Dec 2010)





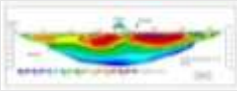
Mining Exploration

Mining Exploration

Geology Mapping

Drilling

Topografy



Mining Exploitation

Land Clearing

Overburden Removal

Coal Cleaning Extraction

Coal Hauling

Coal Processing Plant

Loading Port

Rehabilitation



Mining Exploitation



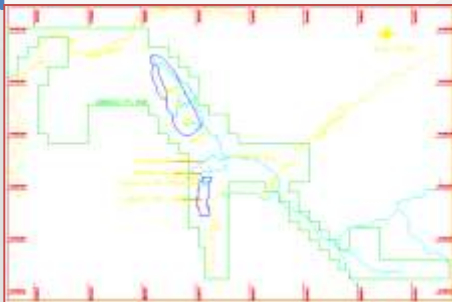
Expand New Projects

Hot Prospects

- Coal Mining – Kalimantan Timur
- Coal Mining – Sumatera

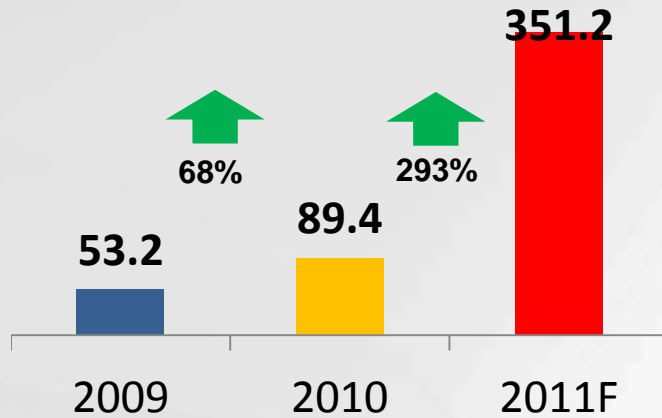
Existing Project

- Coal Mining Project – Riau
- Mining Contract Sign with Harsco Mineral

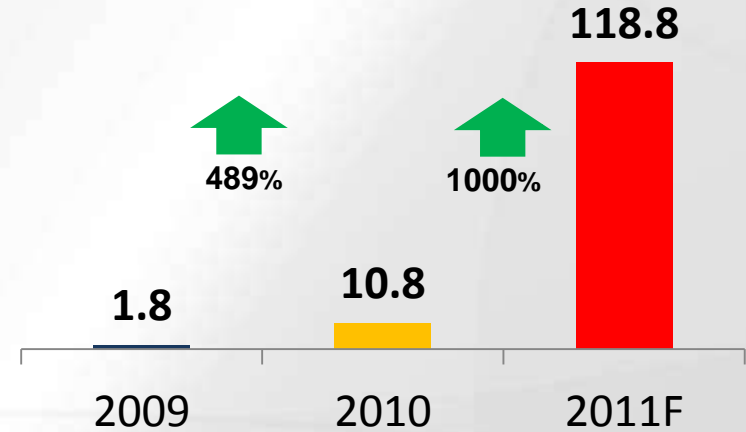


...there's more to expand

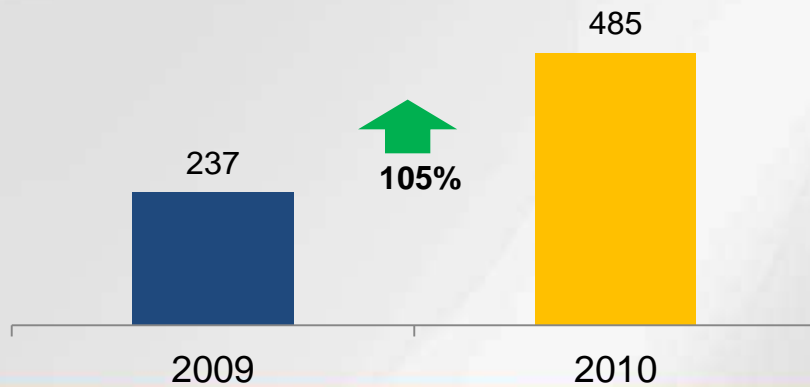
Revenue in (IDR bio)



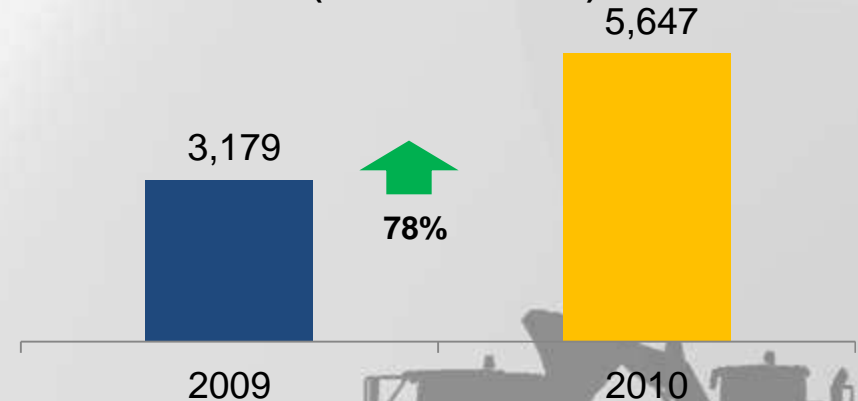
EBITDA (in IDR bio)



Coal Production (in thousand ton)



OB Removal (in thousand BCM)





CHROMPLATE

SURFACE PLATING PRODUCTS

CHROMTACH

CONSTRUCTION EQUIPMENT ATTACHMENT PRODUCTS

CHROMTRAIL

TRUCK ATTACHMENT PRODUCTS

CHROMLITE

LIGHT PORTABLE EQUIPMENTS



PRODUCTS

CHROMPLATE
SURFACE PLATING PRODUCTS



CHROMTRAIL
TRUCK ATTACHMENT PRODUCTS



CHROMTACH
CONSTRUCTION EQUIPMENT ATTACHMENT PRODUCTS

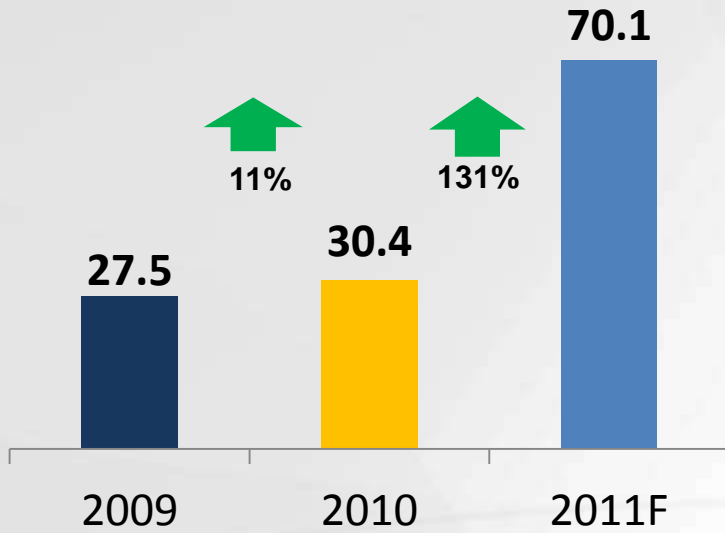


CHROMLITE
LIGHT PORTABLE EQUIPMENTS

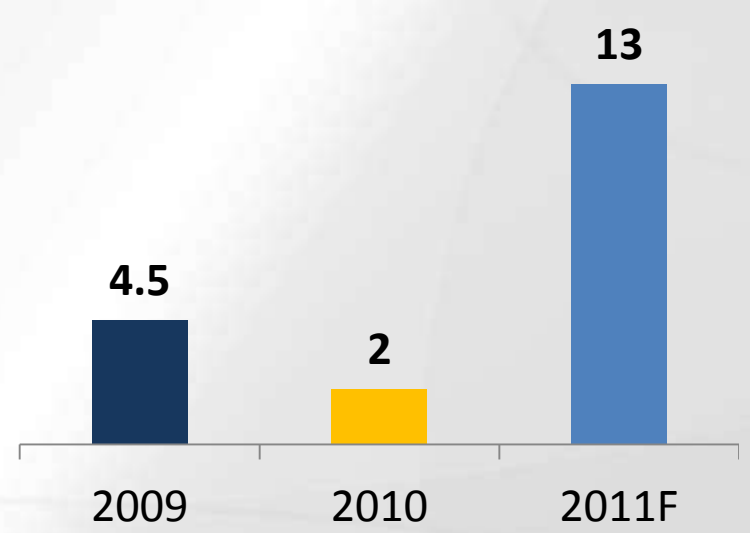


FINANCIAL OVERVIEW

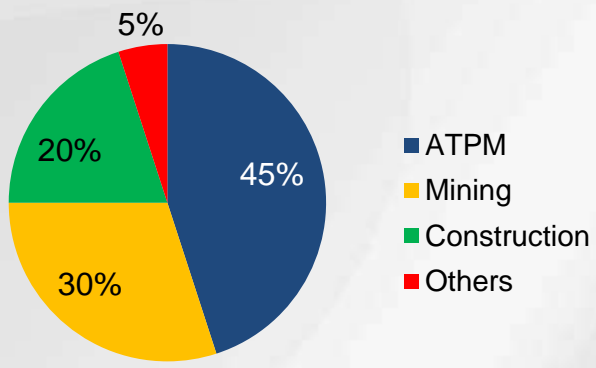
Revenue in (IDR bio)



EBITDA in (IDR bio)



Revenue by Market Segment (as of Dec 2010)



Major Customer

PT UNITED TRACTORS, Tbk	PT INTRACO PENTA, Tbk	PT RICOBANA ABADI
PT HEXINDO ADIPERRASA, Tbk	PT INDO TRUCK UTAMA	Mercedes-Benz PT TRI SWARDANA UTAMA
KPC PT KALTIM PABRIK COAL	BUMA PT BUKIT MAKMUR MANDIRI UTAMA	THIESS PT. THIESS INDONESIA



The Company

Market & Business Model

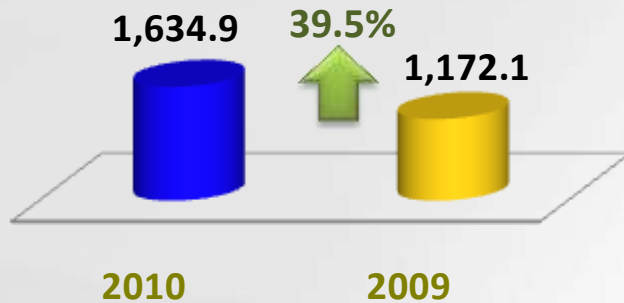
Key Financial Figures

Outlook



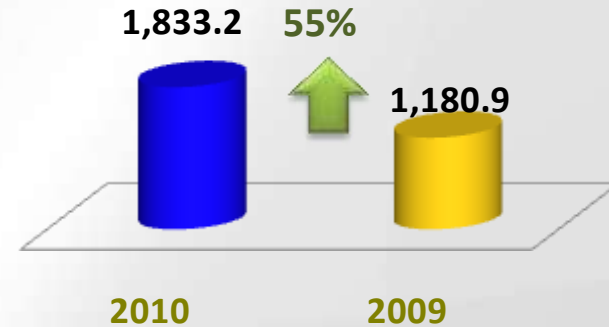
Asset

(*in billion Rupiah)



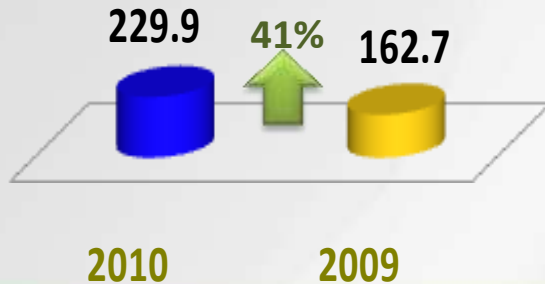
Revenue

(*in billion Rupiah)



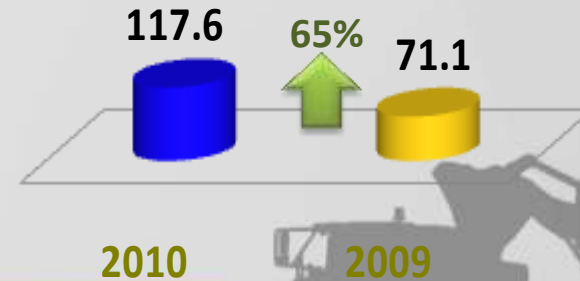
EBITDA

(*in billion Rupiah)



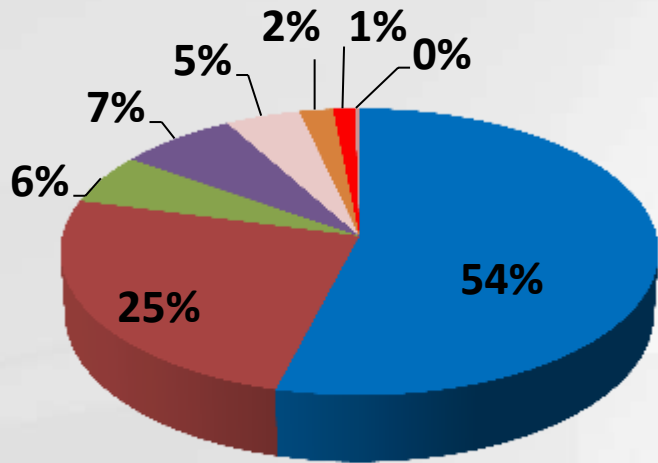
Net Income Before Tax

(*in billion Rupiah)



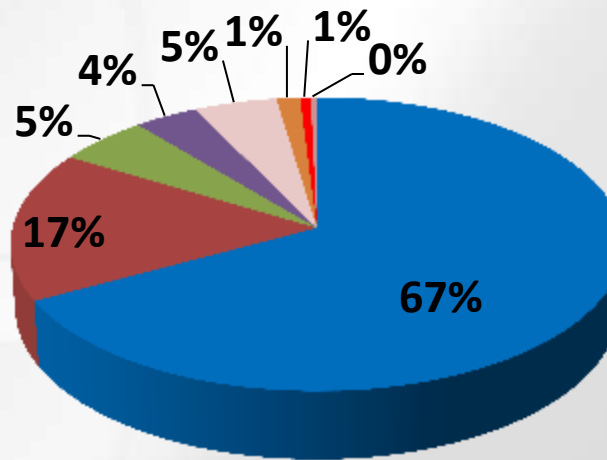
SALES CONTRIBUTION By Business Segment

2009



IDR 1,180.9 bio

2010



IDR 1,833.2 bio

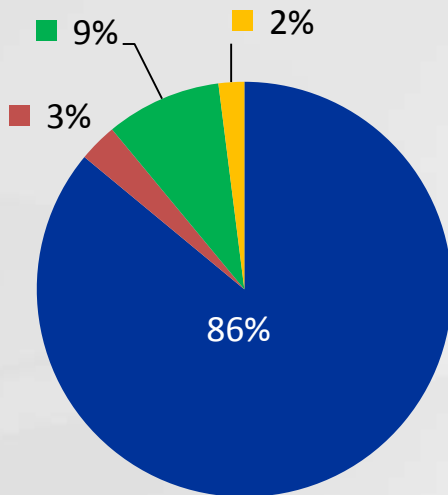
- Equipment
- Spare parts
- Service
- Rental
- Mining
- Leasing
- Manufacture
- Others



CONTRIBUTION BY COMPANY

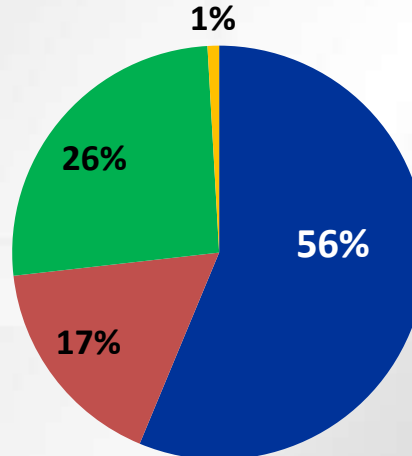
As Of December 31, 2010

Revenue contribution (%)



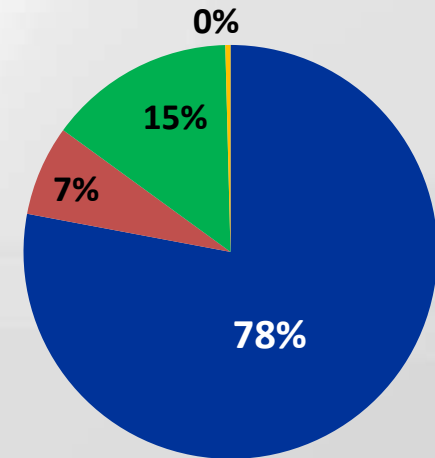
Rp 1,833.18 Bio

EBITDA contribution (%)



Rp 229.88 Bio

NET INCOME contribution (%)

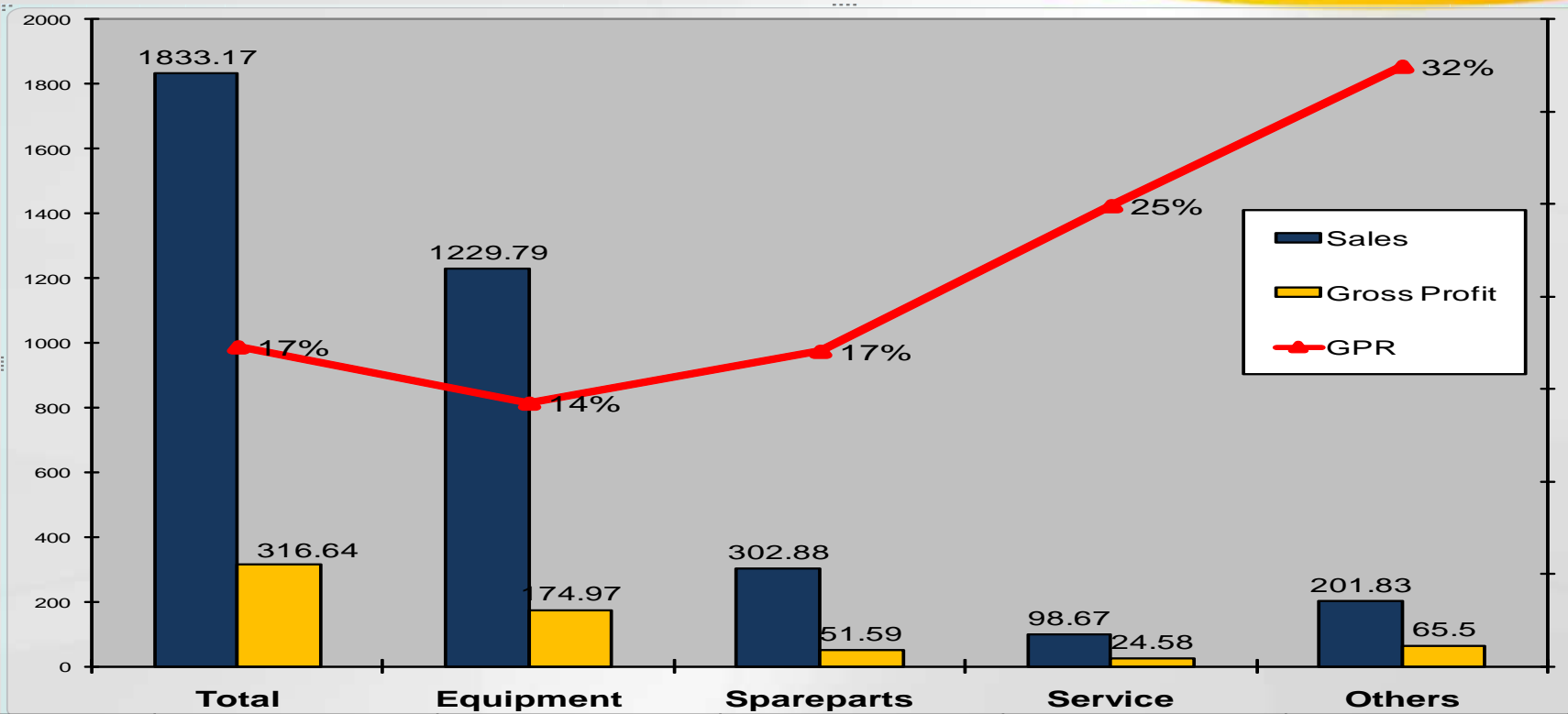


Rp 83.08 Bio

■ INTA ■ IBF ■ TFI CONSOL ■ CCI



2010 Gross Profit Analysis (in bio IDR)



Sales Mix	100%	67%	16%	5%	12%
GP Contribution	100%	55%	16%	8%	21%

Avg. IDR Appreciation **13%**



Consolidated Profit and Loss Report

December 31, 2010 and 2009
(In Billion Rupiah)

Description	Consol w/o IBF 2010	IBF Only 2010	Consol 2010	Consol 2009	Incr/ Decr
Revenue	1,798.2	47.9	1,833.2	1,180.9	55%
Gross Profit	279.1	16.3	316.6	236.3	34%
Operating Expense	155.1	9.8	164.8	147.8	12%
Operating Profit	124.0	6.5	151.8	88.5	72%
Net Profit	78.6	5.9	83.1	37.5	122%
EBITDA	190.3	37.9	229.9	162.7	42%



Consolidated Balance Sheet

December 30, 2010 and 2009
(In Billion Rupiah)

Asset	Consol w/o IBF 2010	IBF Only 2010	Consol 2010	Consol 2009	Incr/ Decr
Current Asset	804.2	552.9	1,065.9	768.9	39%
Non Current Asset	514.9	16,7	569.0	403.2	41%
Liabilities and Equity	Consol w/o IBF 2010	IBF Only 2010	Consol 2010	Consol 2009	Incr/ DecR
Current Liab.	685.2	450.2	869.7	538.6	61%
Non Current Liab.	202.9	0	328.4	257.2	28%
Minority Rights	24.8		24.8	12.9	92%
Equity	406.2	119,5	412.0	363.4	13%
Total	1,319.1	569,7	1,634.9	1,172.1	39%

Note:

LC = IDR 119 bio / Cash = IDR 65 bio



Financial Ratio	Consol w/o IBF (Dec 2010)	IBF Only (Dec 2010)	Consol Audited Dec 2010	Consol Audited Dec 2009
Return On Assets	6%	1%	5%	3.2%
Return On Equity	19%	5%	20%	10%
Net Margin	4.2%	12%	4.5%	3.2%
Current Ratio	1.2X	1.2X	1.3X	1.4X
D/E Ratio	2.2X	3.7X	2.9X	2.2X
Net D/E Ratio	1.7X			1.9 X

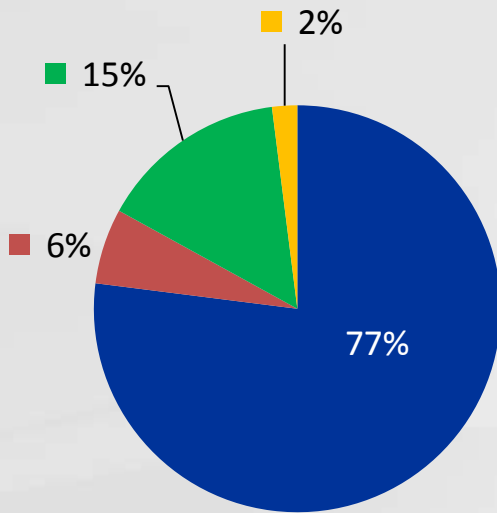


Consolidated Projected P/L Statements

December 31, 2010 and Projected 2011
(In Billion Rupiah)

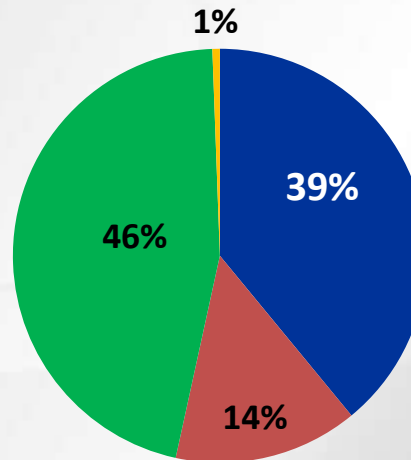
Description	Audited 2010	Projected 2011	Increase/Decrease
No. Of Unit	835 unit	1,293 unit	55%
Revenue	1,833.18	2,993.24	63%
C.O.G.S	1,516.54	2,384.41	57%
Gross Profit	316.64	608.83	92%
Operating Expense	164.84	278.10	69%
Operating Profit	151.80	330.73	118%
Other Expenses	34.20	116.11	240%
Profit Before Tax	117.59	214.62	100%
Tax Expense	33.06	55.65	68%
Minority Interest & Subsidiary Profit	1.45	3.15	117%
Net Profit	83.08	155.82	88%
EBITDA	229.88	461.29	101%

Revenue contribution (%)



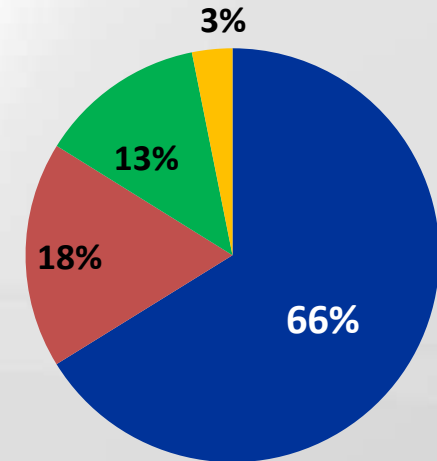
Rp 2,993.24 Bio

EBITDA contribution (%)



Rp 461.29 Bio

NET INCOME contribution (%)

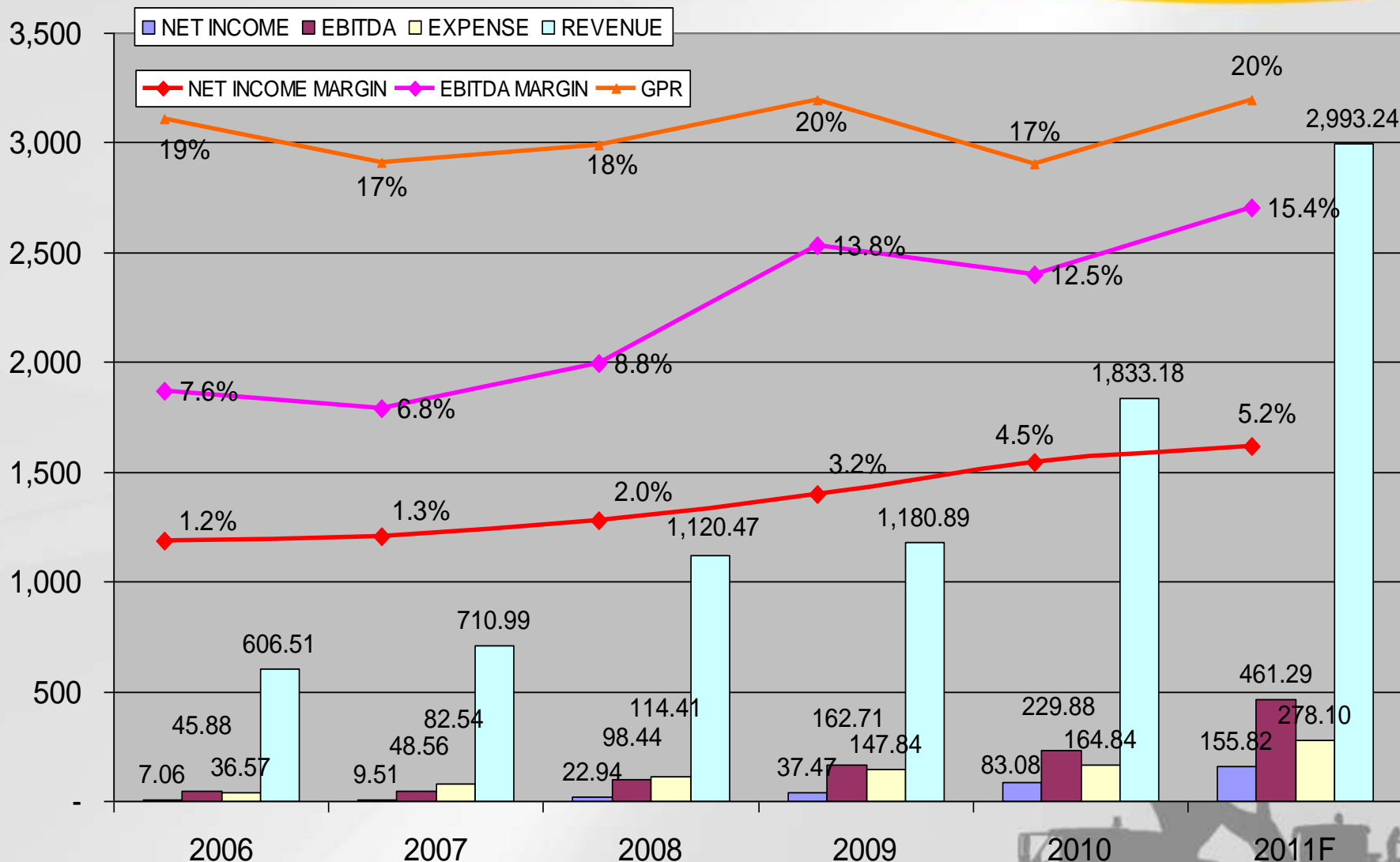


Rp 155.82 Bio

■ INTA ■ IBF ■ TFI CONSOL ■ CCI



Achievement of Economics of Scale (IDR bio)



Product	Quantity (unit)		
	Jan-Feb Sales	Order On Hand As of Mar 28, 2010	TOTAL
EXCAVATOR	47	191	238
MOTOR GRADER	1	11	12
ARTICULATED DUMP TRUCK	49	211	260
LOADER	3	12	15
COMPACTOR	29	166	195
OTHERS	55	122	177
TOTAL	184	713	897

Total Sales & On Hand
Estimated Total Value

= 897 units or 70% from total target
= USD 167 million



COMPETITIVE ADVANTAGE

- Strong Financial Position
- Strong After Sales Service
- Strong Customer Base
- Tested and Competent Product
- Competent Information Technology
- Wide Market Network
- Experience With Long Existence in Indonesia
- Solid and Proven Support From Brand Owner

TOTAL SOLUTION PROVIDER

The Company

Market & Business
Model

Key Financial Figures

Outlook



- Revenue → Rp 2.99 Trillion, 63% growth rate
- NIBT → Rp 214.62 bio, 100% growth rate
- EBITDA → Rp. 461.29 bio, 101% growth rate
- Raising LC Line to support sales – USD 150 mio
- Boost IBF growth through conventional and Syariah Financing
- Non organic growth:
 - KSL signed coal mining contract with Harsco Mineral amounting USD 125 Million
 - Acquisition: Coal Mine
- Bonds Issuance
- Right Issue Execution



Thank You

