



Member of Indika Energy Group

## COMPANY PROFILE



# Indonesia's Foremost Integrated Coal Trading Company



**BARONG**

*In Balinese folklore, barong is the king of spirits and portrays good energy.*



THE ENERGY

Energy is a vital requirement for economic development.

We look forward to supporting this by supplying premium quality coal.



## INDIKA ENERGY TRADING IN BRIEF

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Indika Energy Trading is a business unit of Indika Energy Group, Indonesia's leading integrated energy company.

We began operations in 2014 with a focus on sourcing, supplying and selling both local and seaborne coal products to diverse industries ranging from power generation to manufacturing.

Partnering with national leading coal producers, we are able to consistently and reliably deliver on a wide range of Indonesian coal products specifications, from low to high calorific value.

Backed by Indika Energy Group's strong industry networks and a competitive pricing structure, Indika Energy Trading delivers excellence to customers, supported by proven expertise and logistics solutions for customer satisfaction.

## GAJAH MADA

*A warlord and a legendary figure in the Majapahit kingdom era, Gajah Mada is well known for his consistency in his own vow to unite kingdoms under his sovereignty.*



## OUR COMMITMENT

In every company, there are quintessential elements that become the foundation of its operations. These are the promises; the commitments which differentiate Indika Energy Trading from other trading companies.

## CORE VALUES

**Integrity:** Honest with oneself, others and one's work at every moment by upholding prevailing ethical standards and legal norms.

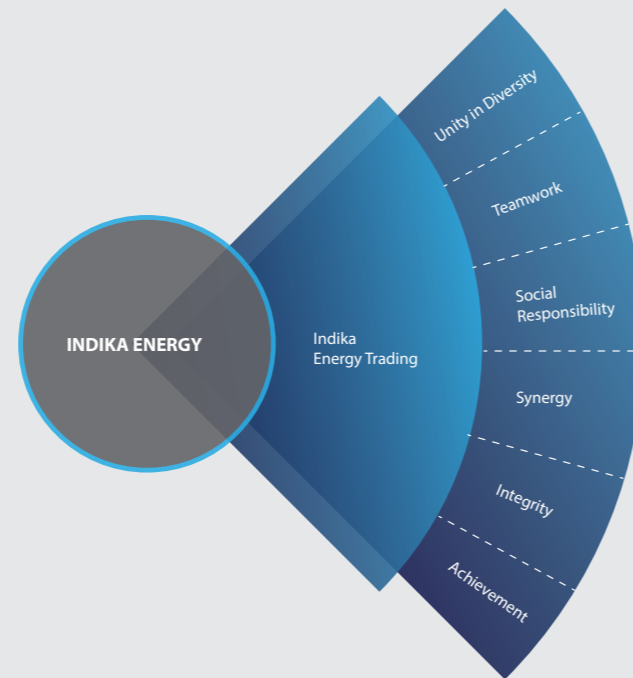
**Teamwork:** Actively contribute and collaborate based on trust and shared interests rather than personal interest.

**Unity in diversity:** Viewing diversity as an asset to the company and accepting, valuing, completing and strengthening one another as a solidly unified entity.

**Synergy:** Connecting in procreative atmosphere with other business pillars of Indika Energy in order to yield something bigger than we are.

**Social Responsibility:** Highly concerned for the environment and community, and contributing added value as well as contributing to the prosperity of the society.

**Achievement:** Achievement as the measure of success and motivation to do what is best for the company.



Our operations are based upon **integrity, teamwork, synergy, unity-in-diversity, social responsibility** and **achievement**.



**Azis Armand**  
*President Commissioner*

## MANAGEMENT TEAM

Indika Energy Trading is led by industry professionals with proven track records in the coal sector and extensive experiences in the field. The Board of Directors consists of President Director Hanny Kuncoro together with Directors Wahyu Gatot, Anton Kristianto and Andrew C. Tanjung. The Board of Commissioners supervises the work of the Directors under the guidance of President Commissioner Azis Armand. Together, this experienced team has put together an efficient and capable organization and reached out to customers to put Indika Energy Trading on the map as a coal supplier of choice.

Everything is possible;  
**aspiring to be the foremost**  
Indonesian coal trading  
company is no exception.



**Anton Kristianto**  
Director

**Hanny Kuncoro Hendarso**  
President Director

**Wahyu Gatot**  
Director

**Andrew C. Tanjung**  
Director

**Lembuswana**

*Mythical creature believed to be the spiritual conveyance of King Mulawarman that synergized wisdom of elephant, strength of Garuda and sturdiness of a rooster.*



THE SYNERGY

Synergy is what the whole world strive for. It is the ultimate sync of every living, breathing entity with everything that surrounds it. Luckily, synergy is what we have.



## INDONESIA'S FOREMOST INTEGRATED COAL TRADING COMPANY

Indika Energy Trading is distinguished by a track record of consistent and reliable delivery, strong industry networks, and its advantageous position as a part of Indika Energy Group's integrated end-to-end coal business value chain. Leveraging these strengths, we aim to be a major player on the international thermal coal market. By delivering integrated service, we can pass on cost efficiencies and improved service convenience to customers.

We supply coal from mining assets owned by our parent Group as well as other well-known reputable Indonesian coal producers to provide one-stop trading. We combine local presence and field experience with an international mindset and high standards of execution. Combining our local roots with global business practices, we are able to be rigorous yet flexible in our execution, working in partnership with various local stakeholders in order to deliver to customers on time and on specs.



We are committed  
to serving the interests  
of all stakeholders:  
**suppliers and buyers  
alike.**



# PART OF AN INTEGRATED ENERGY CHAIN

Indika Energy Trading is part of Indika Energy Group, Indonesia's leading integrated energy company with end-to-end value chain capabilities. From resource exploration to production, hauling-barging operation, shipment and transshipment to domestic and international customers, Indika Energy Group is well-experienced in each value chain segment.

Furthermore, Indika Energy Group has extensive relationships and networks both internationally and domestically. These relationships, in-house know how, as well as capital resources have advantageously positioned Indika Energy Trading to grow in the market.



# AFFILIATED MINING ASSETS

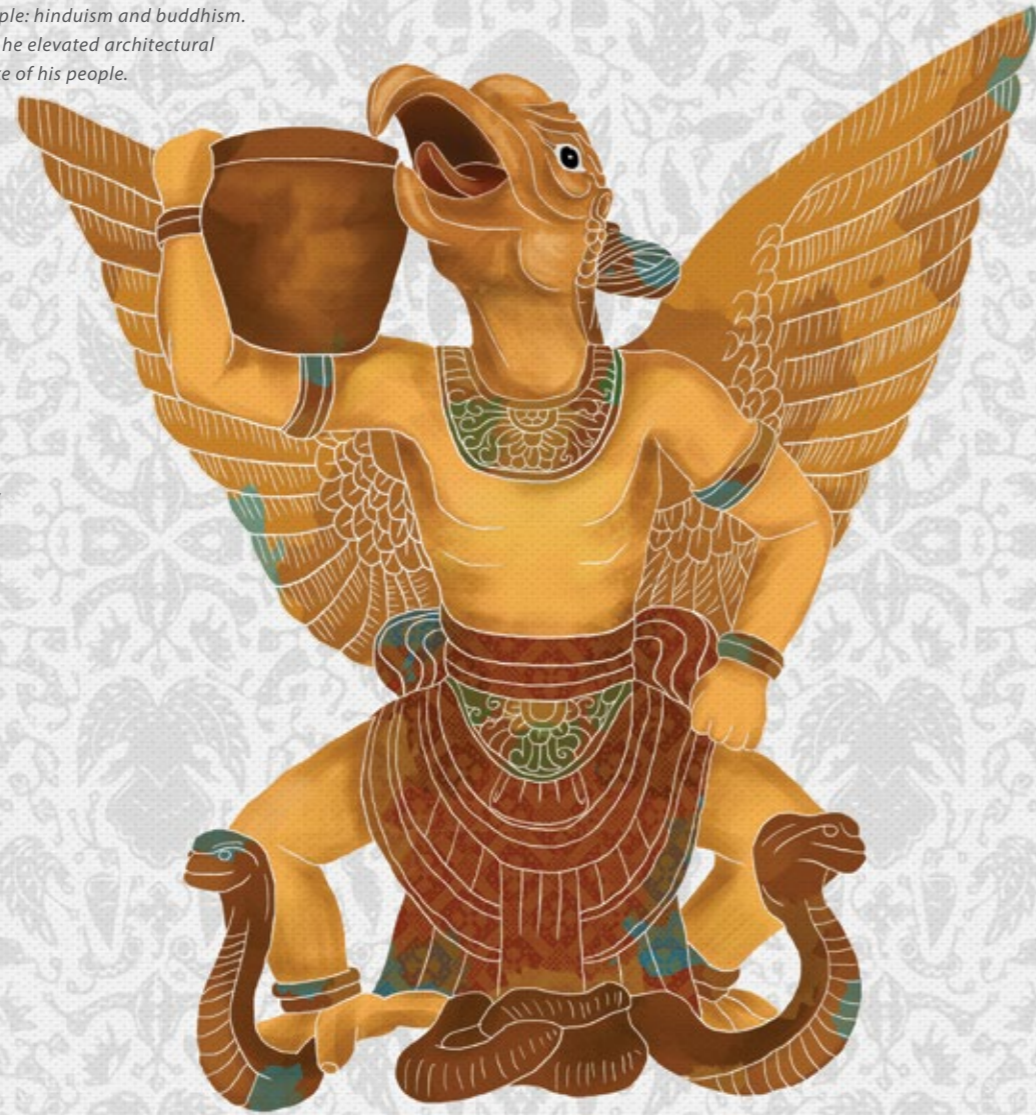
Among Indika Energy Trading's advantage is access to Indika Energy Group's owned coal mines, which include one of lowest cost producers in Indonesia, supported by established logistics support.

Indika Energy Trading is able to strategically utilize these existing mining assets to ensure coal supply to our valued customers.

Indika Energy Trading is part of Indika Energy Group, Indonesia's leading integrated energy company with end-to-end value chain capabilities.

### **Airlangga**

*Meaning "The Jumping Water", Airlangga is exuded in tall-tales, legends, and history as a ruler that is just, brilliant, and wise—proven by his successful endeavor to meld the two contrasting religion of his people: hinduism and buddhism. From Java to Bali, he elevated architectural effigies for the sake of his people.*



## CAPABILITY

Capability is the result of commitment. Through great minds and whole-hearted spirit to serve, Indika Energy Trading is here to give you the best integrated service in energy trading.



# PARTNERSHIP APPROACH

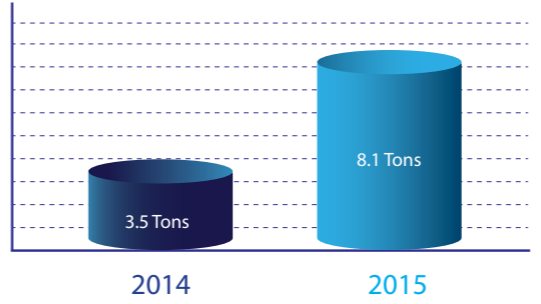
In our quest to deliver customer satisfaction through reliable supply, Indika Energy Trading proactively partners with other Indonesian prominent coal producers outside Indika Energy Group for mutual benefits, ensuring a steady source of coal from a diverse array of sources.



We partner up with Indonesian prominent coal producers for mutual benefits.

# OUR OPERATIONS IN STATISTIC

## Coal Sales



In the first year, **3,5 Million tons** of coal were traded to our customers

In 2015, our sales reached **8,1 million tons** of coal

## Export Destinations



### Industries Served:

- Power Plants
- Cement Industries
- Etc.

- 01 INDIA
- 02 BANGLADESH
- 03 CHINA
- 04 SOUTH KOREA
- 05 THAILAND
- 06 VIETNAM
- 07 TAIWAN

### Anchorage Points:

- 01 Tanjung Pemancingan
- 02 Muara Satui
- 03 Muara Asam Asam
- 04 Taboneo
- 05 Samarinda

Indika Energy Trading  
**is a reliable partner**  
providing ultimate solutions  
**for your energy needs.**

## **INDIKA ENERGY TRADING**

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