



# ARCHIPELAGO UPAYAS MINERBA

A company profile of PT Archipelago Upayas Minerba



# Company Background

PT. Archipelago Upayas Minerba (PTAUM) established based on a notarial deed – Akta No. No.47 dated 21st January 2016, Notaris Joko Purnomo, SH., M,Kn., as per Decree of Menteri Hukum dan Hak Asasi Manusia with Surat Keputusan No. AHU-289.AH.02.01.01 – dated 5th May 2016 and official office address at Ruko Frasser Park FR-03/26, Citra Grand CBD Cibubur, Kodya Bekasi, Jawa Barat 17434, Indonesia

PT. Archipelago Upayas Minerba started its business as a Consultant in Energy Trade & Mining Acquisition, and now is endeavoring to become a physical trading company in energy & commodity sectors

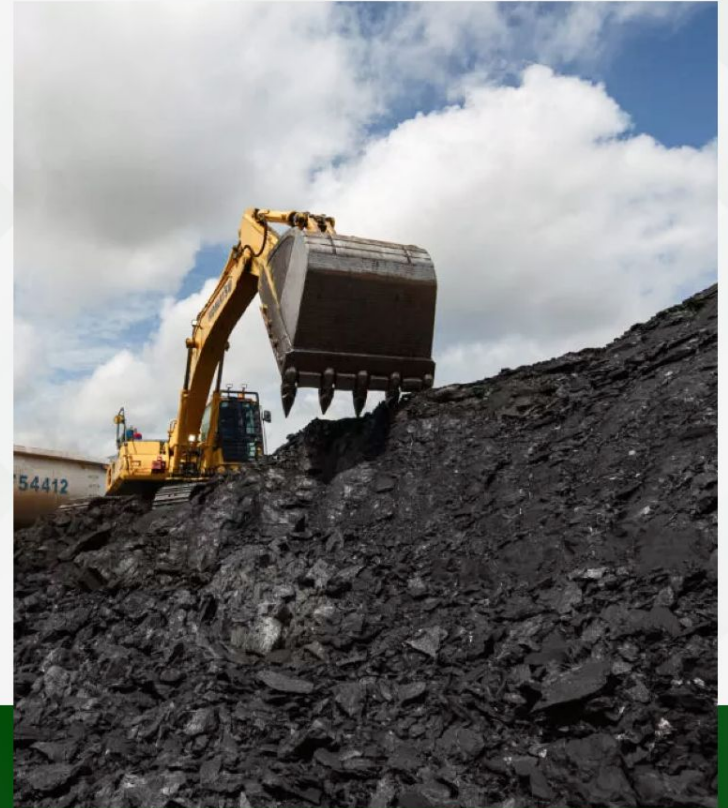


# Company Vision & Mission

**Vision**      Becoming a reliable partner in providing solution, generating sustainable business growth and pursuing a manageable risk in energy and commodity trade

**Mission**

- Focus on sustainable and profitable business
- Leveraging company's expertise & innovation, experience and networking to nurture business opportunity into solid outcome
- Exploring potential partnership and alliance through acquisition, joint operation or joint venture



## Network & Expertise

- Strong hold with key person in the industries and government institution

- Sound resources of partners and alliances: senior geologist, mining engineer, supply chain specialist, commodity traders, and financial professionals

## Business

- Commodity trading in energy sector (oil, coal, biofuel) and nickel smelting products (FeNi, nickel matte), alumina, silica sand
- Consultant in mining acquisition, joint operation or joint venture, energi logistic and supply chain management
- Providing Business Solutions in Logistics, Supply Chain, and Technolgy and Creative Industries.

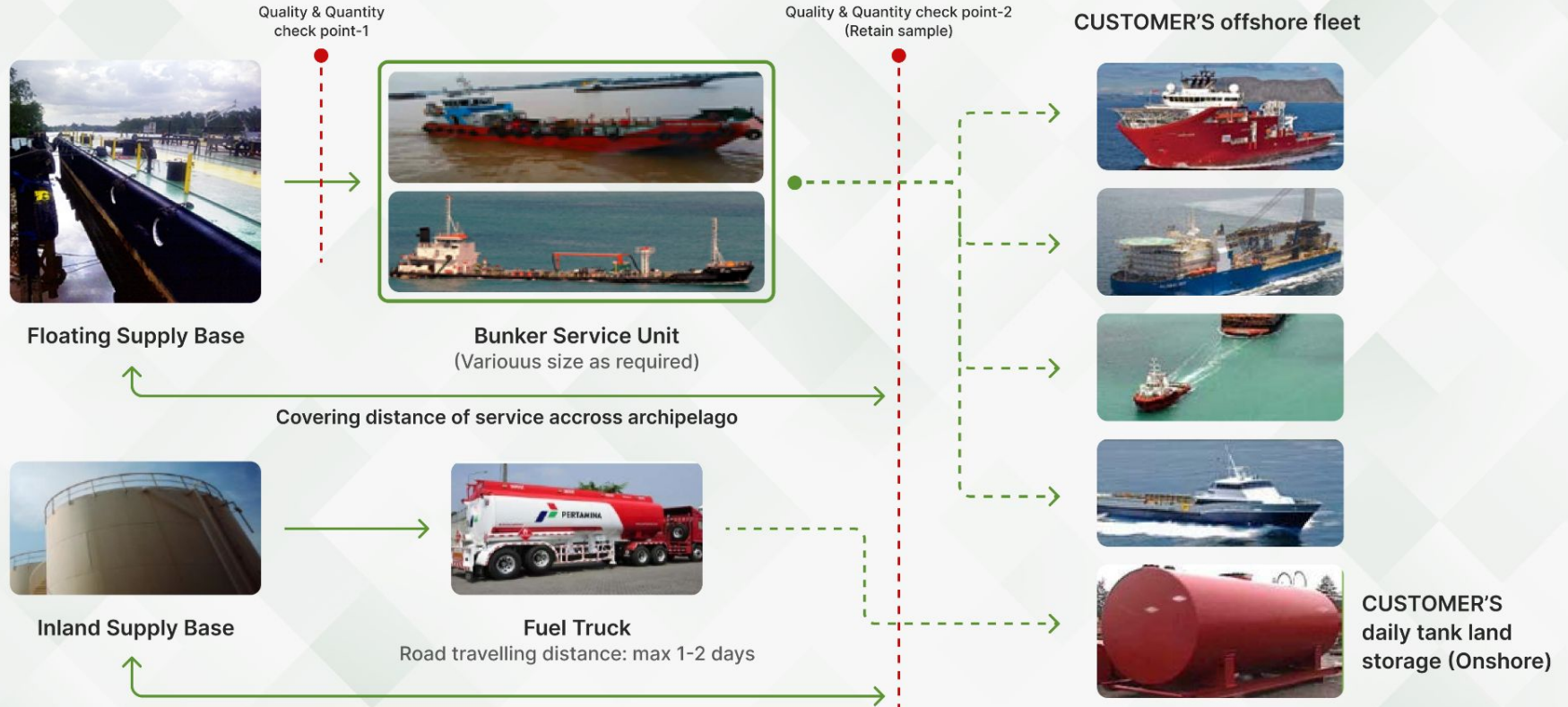
# Our Business, *Network & Expertise*



# Company Legality

Company Name	<b>PT Archipelago Upayas Minerba</b>
Working Address	<b>Ruko Frasser Park FR-03/26, Citra Grand CBD Cibubur, Kodya Bekasi, Jawa Barat 17434, Indonesia</b>
Telephone/Fax	<b>+62-21-28679256</b>
SIUP No	<b>52/24.1PB/31.75/-1.824.27/e/2016</b>
TDP No.	<b>310/24.3PT/31.75/-1.824.27/e/2016</b>
NPWP No.	<b>75.745.173.7-001.000</b>

# Fuel Sales and Supply Chain Business Model



# Proposed Supply Agreement for Oil related trade



## Main terms and conditions

In the early stage of supply, PT. AUM will supply with a spot basis transaction: single fix price for each cargo with a certain delivery time (after PO) & delivery point (FOB or CFR)

- Term of payment for spot supply: cash basis (COD) to be mutually agreed

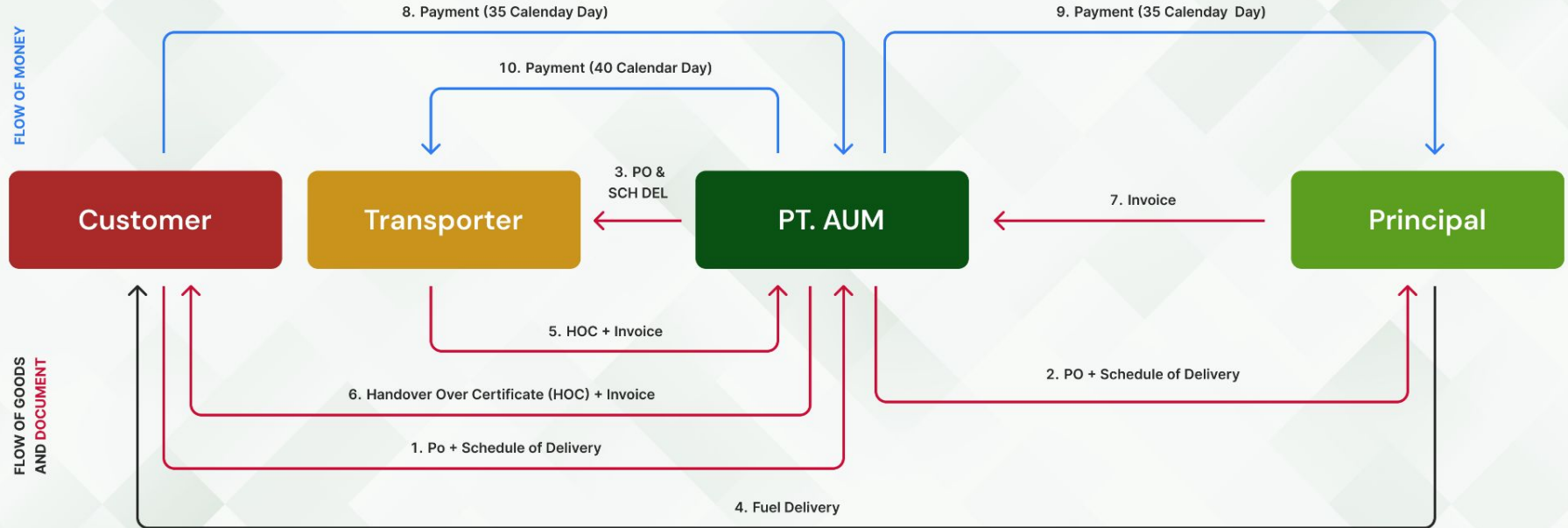
After agreed period of well performed service, then

- PT.AUM and Buyer are open to discuss a long term contract (minimum volume/month is applied)

For long term contract (minimum 1 year), suggested annual contract volume and price formulation linked to Pertamina bi-weekly Publish Price or MOPS with a certain discount/premium

- Term of payment for long term contract: SKBDN or open credit is considered and to be mutually agreed

# Flow of Goods and Money Fuel Business



**Note**

- Customer : End User
- Transporter : PT. AUM's logistic partner & alliance
- Principal : Fuel Supplier & Financing (Investor)
- Payment term : To be agreed

# Coal Sales and Supply Chain Business Model



Coal getting at mine site



Coal loading at ROM Stockpile



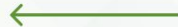
Coal Hauling



Jetty Stock Pile



Coal loading w/ conveyor at load port/jetty



Coal in transit



Custody Point  
CIF at Delivery Port

Custody Point  
FOB MV aat Anchorage Point



Customer's MV



Customer's coal jetty

# Proposed Supply Agreement for Coal and related dry bulk commodity trade



## Main terms and conditions

- In the early stage of supply, PT. AUM will supply with a spot basis transaction: single fix price for each cargo with a certain delivery time (after PO) & delivery point (FOB MV or CFR for Domestic delivery)
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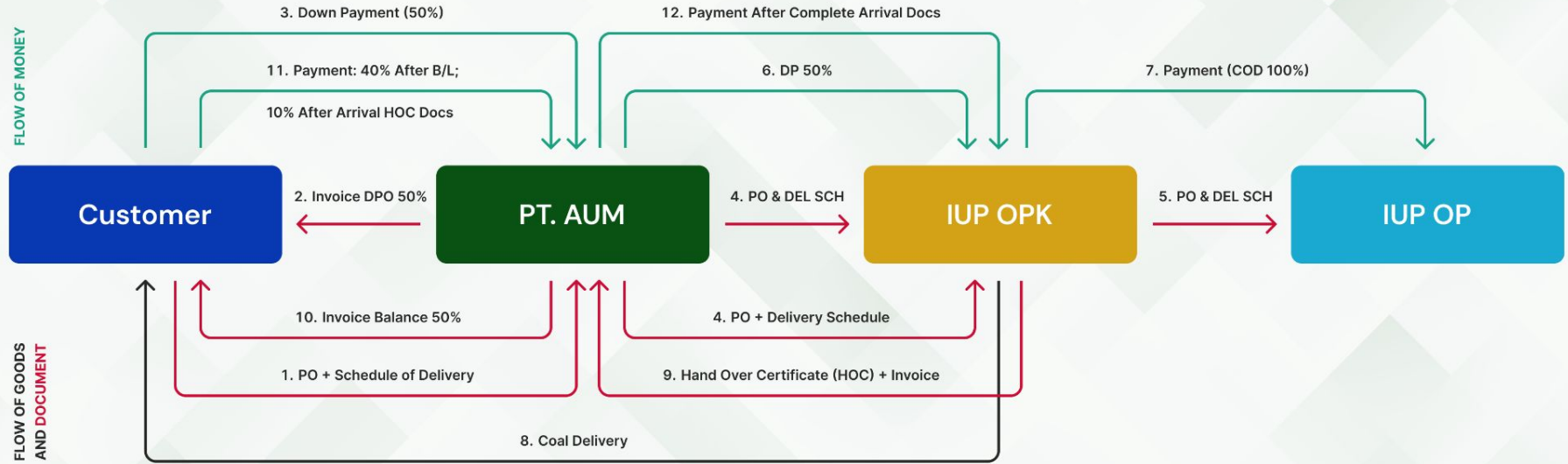
- 
- Term of payment for spot supply: cash basis (COD) to be mutually agreed
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- After agreed period of well performed service, then
- PT.AUM and Buyer are open to discuss a long term contract (minimum volume/month is applied)

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- For long term contract (minimum 1 year), suggested annual contract volume and price formulation linked to Coal Indeks with a certain discount/premium (in US\$/MT)
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- Term of payment for long term contract: SKBDN or
- Letter of Credit is considered and to be mutually agreed

# Flow of Goods and Money Coal Business



**Note**

- Customer : End User (Ultimate Buyer)
- IUP OPK : TBA, as Tranporter, Handling Agent, Finance (Funder)
- PT AUM : Appointed Supplier by Customer
- IUP OP : Coal Mine

# Thank You

For further inquiry, please email to [dody@aumtrade.com](mailto:dody@aumtrade.com) or call +62-8551073337