



ASCON

PT ASCON  
INDONESIA INTERNASIONAL



# Welcome



Since its foundation, our company’s business has grown exponentially. Projections for the next few years suggest the expansion is set to continue. The back-story to our success is the growth of Indonesia’s industrial sector and the associated demand for energy, which is reflected in increased coal supply.

It is our endeavor to narrow the energy demand and supply gap by being a reliable and loyal supplier of coal as well as to operate mines across Indonesia with environmental concerns addressed most optimally.

We are therefore committed to developing a world class operation through our scale of ambition, speed of execution and quality of operation. We believe in inclusive growth and sustainable development of the communities in which we operate.

Coal is the mainstay of Indonesia’s energy needs. A majority of the primary energy supply and of power generation in the country is coal based. Our team of committed professionals, with an innovative approach has always believed that we should not measure ourselves by what we have accomplished, but by what we can still achieve together and how we can further improve our performance. Our integrated business model gives us the leverage to plan our business the way we want it to be.

Looking at what we have accomplished so far, we are optimistic that PT ASCON is on the right trajectory to become one of the fastest growing companies in energy in and from Indonesia and your trusted partner in excellence.

Thank you.

Alexander Awanata  
*President Director*

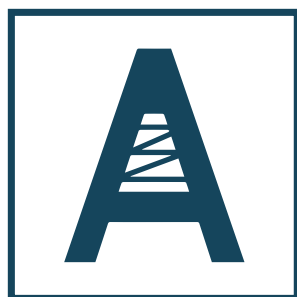
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## Who we are

**PT Ascon Indonesia Internasional (“PTAIL”)** is a Jakarta based company with affiliated trading arms in Singapore (Ascon Asia Pte. Ltd.) and Hong Kong (Ascon Energy Ltd.). It is mainly focused on the energy business with a particular interest and experience in Indonesian coal trading. PTAIL is operating under its own local Indonesian export trade licenses issued by the Indonesian Investment Coordinating Board, an official Governmental entity.



**PTAIL** was founded in the end of 2015 to consolidate the already existing group coal and oil business and to serve the local markets as well as to supply to the international industrial markets (including the power, steel, cement and paper industries etc.) beyond and including SE Asia. While owning various mining assets, our company has also entered into term supply agreements with third-party coal mines to fulfil our clients’ needs.

Since 2015 the trading volumes of our domestic customer base of coal have therefore sharply increased and with the access to greater supply origination and an interest in demand from beyond SE Asia, we have grown into an international coal trading group company with dedicated and experienced management.

On a daily basis we have numerous coal-laden barges on the water which are shipped to our buyer’s designated discharge locations: Either local ports, export ports, stockpiles or mother-vessels, always meeting the requirements of our clients in time while ensuring the quality and quantity which we have previously agreed upon.

**PTAIL** is a young dynamic company who continues to extend the supply base to meet local and international demand for Indonesian coal and fuel products.

## Our Strengths

100% Contract fulfillment

20+ Regular coal supply sources

100+ Years combined experience

> 200% Growth from last year

100% Privately owned



“Coming together is a beginning  
Keeping together is progress.  
Working together is success.”

Henry Ford

**VISION**

To be the one stop source for coal from Indonesia to fuel power plants and industrial clients in Asia.

**MISSION**

To produce and trade our planned quantity of coal efficiently and economically in an eco-friendly manner with due regard to safety, reliability and quality.

**VALUES**

Loyalty – Integrity – Opportunity –  
Challenge – Performance





# Our organization

PTAI is led by an Indonesian and German management team with a combined experience in coal trading and mining of more than 100 years.

Supported by back office staff and a dedicated employee team of Field Managers, PTAI works with internationally recognized laboratories (including Inspectorate and CCIC) and surveyors to ensure the highest standards of coal quality are met and contract performance is maintained.

We believe in a flat hierarchy, fast decision making processes and efficiency to always guarantee high performances to our various stakeholders.

While we are a legally independent entity, our management and employees share the same fundamental ethics, values and corporate protocols as our German Group head office, following the ideology of our Founder to conduct business transparently, credibly and trustworthy.

## OUR MANAGEMENT



**Phillip Sack**  
Chairman



**Alexander Awanata**  
President Director



**Andreas Awanata**  
Vice President Director



**Michael Agus Triyono**  
Managing Director



**Andro Prihastowo**  
Chief Financial Officer



**Ibu Mariya**  
Operations Director



**Hardie Muljanto Ongko**  
Marketing Director



**Isranto Miraji**  
Corporate HR Director



## Services

The physical coal trading and its related services are our core business. We have supply agreements, offtake contracts and authorization to represent coal from way over twenty mines in East Kalimantan, Central Kalimantan, South Kalimantan, South Sumatera and Jambi, with a total coal supply access capacity in excess of 1 Million MT per month.

In order to meet our clients demand, we structure and execute the supply of coal from the mine site to our clients' factories or storage facilities. Hence, we store, ship and truck the coal, arrange the internal as well as independent inspection, blend the coal if needed and are capable to pre-finance the whole transaction until final receipt of the coal by our clients.

ASCON has several arrangements with Indonesian companies to provide the required logistics to move product to our dedicated berths for loading barges with up to 8.000 MT of coal for further transport and subsequent discharge into trucks, mother-vessels or storage facilities, following and according to the needs of our clients.

The supply chain is carefully monitored by ASCON Field Managers who coordinate movements and quality with the supply mines and oil terminals and Independent Laboratories.

Our clients are among the largest companies in their industries (Power Generation, Cement Factories, Textile and Paper Factories or international traders etc.)

We either supply to state-owned companies or private enterprises. Many of them have their own stockpiles and shipping ports or truck onloading facilities, others depend on our logistic solutions that we offer among our services.







## Coal

ASCON works alongside a variety of coal mines which are located all over Indonesia, however with a main focus on South and East Kalimantan and with a wide range of quality features, ranging from GAR 3.200 to GAR 6.200.

We either have a shareholding in the supplying coal mines, work on an exclusive basis with them or buy spot volumes from them, with the prime goal to always be able to deliver the coal to our clients on time and in the precise quantity and quality.

While always maintaining a good relationship with our existing miners, we are also permanently on the outlook for new suppliers and to purchase new mining assets to cater to the wide range of preferences and requirements from our buyers.

The main mines that we are officially working with and that are supplying us, have the following general features:

1. Central Kalimantan, GAR 4700
2. Batu Licin - South Kalimantan, GAR 3800
3. Palembang - South Sumatera, GAR 4700
4. Banjar - South Kalimantan, GAR 6200
5. Sebamban - South Kalimantan, GAR 4200
6. Aceh Barat, GAR 3400
7. East Kalimantan, GAR 3800
8. Barito Timur Kalteng, GAR 3900

For further enquiries on coal, including grades of coal not mentioned herewith, kindly contact our Jakarta based trading team and they would be happy to assist.



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## Our Approach

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It is a general approach of ASCON to permanently create and maintain projects with the highest possible standards. We believe in a business approach with a long-term outlook. We work to understand and manage the sensitivities of the environments in which we operate, and our responsibilities to them, from beginning to end of our operations.

Our operating management system lays out the steps and safeguards we believe are necessary to maintain responsible operations, helping our businesses to understand and minimize their impacts, whether to land, air, water, flora or wildlife. We also have specific group requirements and recommendations governing our identification and management of potential impacts of projects that carry particular environmental and social risks; these apply to major new projects, projects in new access locations, some acquisitions negotiations, and those that could affect an international protected area.

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**We strive to make our socio-economic impact a positive one by running our operations responsibly and by investing in communities in ways that benefit both local populations, the young generation and future of tomorrow as well as ASCON.**

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ASCON also adheres to the highest levels of integrity in fulfilling its contractual obligations, the result of which is reflected in some of the credit arrangements that we have secured with globally recognized companies and organizations.

Further, ASCON fully complies with all financial and energy regulations under which our business operates. Our company also complies with all regulations and financial codes of ethics: market manipulation, money laundering, duties of information and code of conduct.







Affordable energy is a catalyst for economic growth and prosperity. It is our responsibility to provide that energy reliably while protecting the environment and local communities that we operate in.



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