



Public Expose

Jakarta, 4 August 2016

United Tractors in Brief



Establish in
**13 October
1972**



Network:
20 branches, 22 site support, 10 rep, offices, and 14 mine offices

Main Business



No. of employee
(as of June 2016)
26,942 people



**Construction
Machinery**



**Mining
Contracting**



Coal Mining



**Construction
Industry**

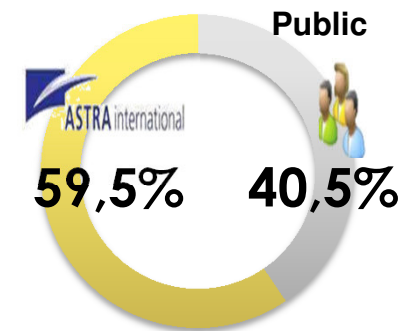


Went public in
**19 September
1989**



Market cap, (as
of June 2016)
Rp55.2 trillion

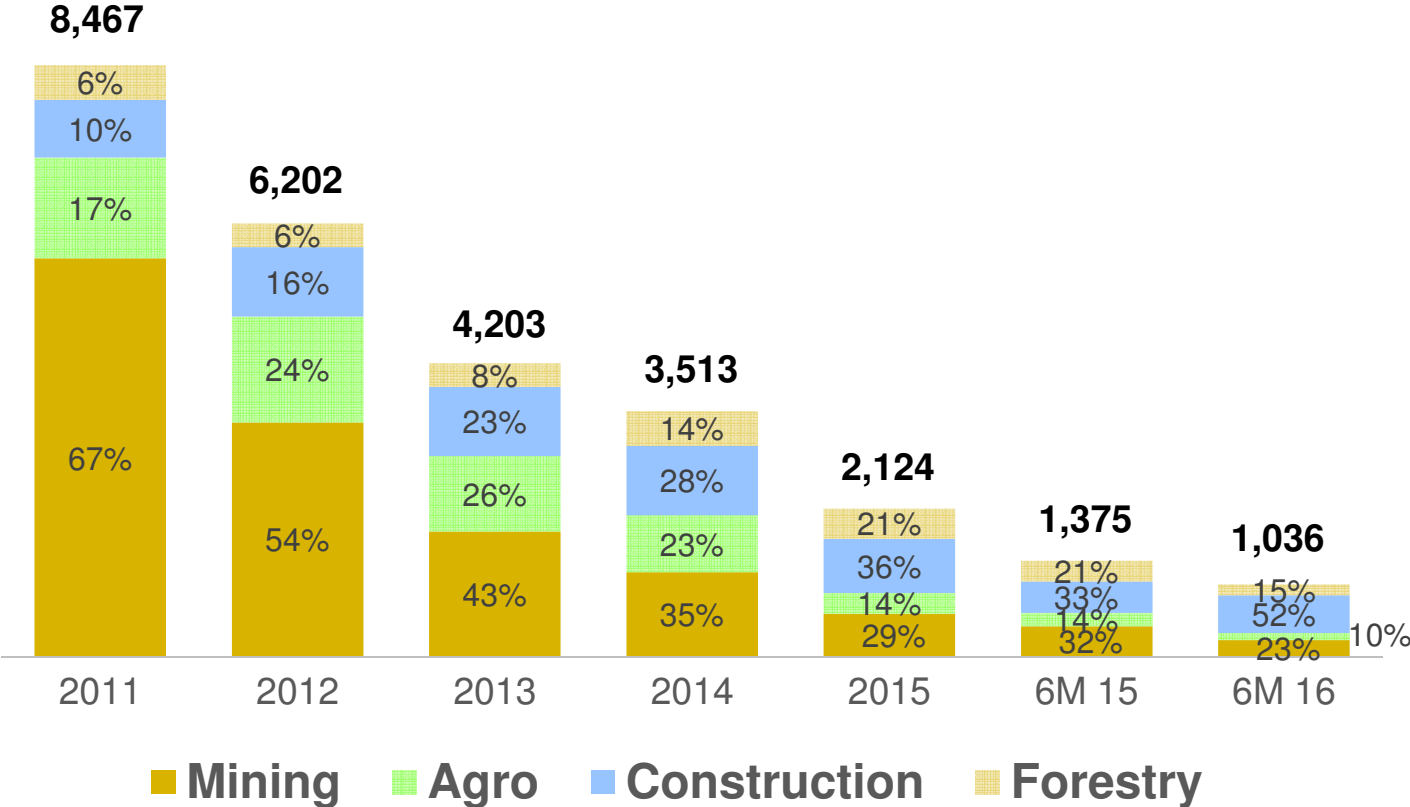
Shareholder Composition



3,730,135,136 shares as
of 30 June 2016

Construction Machinery

Komatsu Sales (in unit)



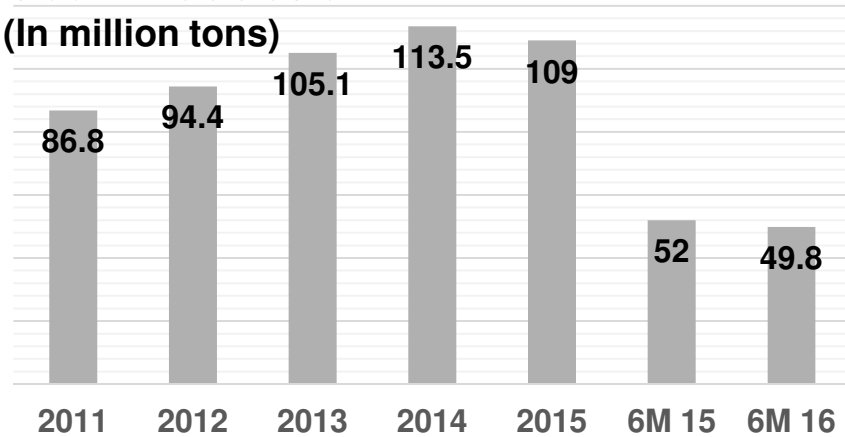
- As of June 2016, Komatsu sales volume dropped by 25% to 1,036 units

Mining Contracting

Pamapersada Nusantara

Coal Production

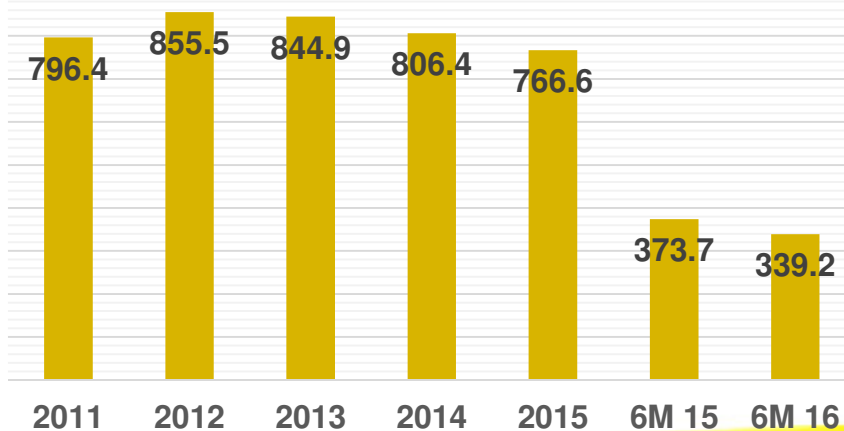
(In million tons)



- As of June 2016 coal production was down by 4% to 49.8 million tons

Overburden Removal

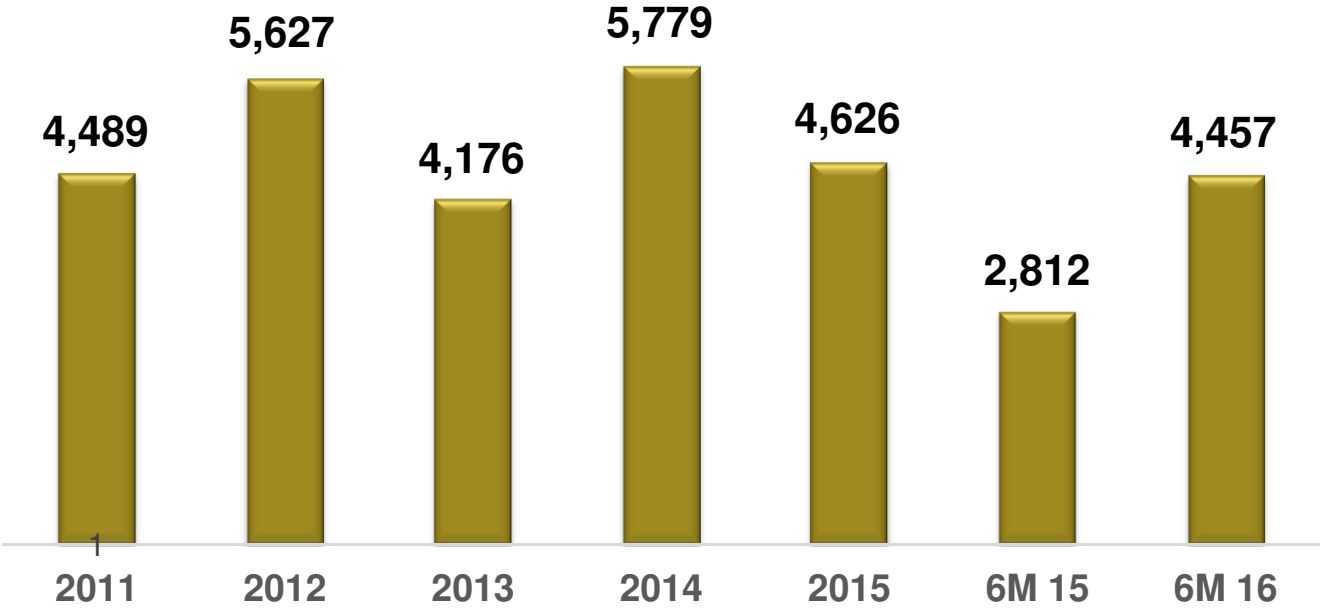
(In million bcm)



- Overburden removal was down by 9% to 339.2 million bcm

Mining

- As of June 2016, Tuah Turangga Agung (TTA) recorded total coal sales volume of 4,5 million tons or up 58%,



■ TTA's coal sales volume (in thousand tons)

Construction Industry

The Construction Industry was represented by PT Acset Indonusa Tbk (“ACST”).

As of June 2016, ACST booked net revenue of Rp944 billion and net profit of Rp33 billion. During first half of 2016, ACST succeeded in acquiring new contracts amounting to Rp2,4 triliun,

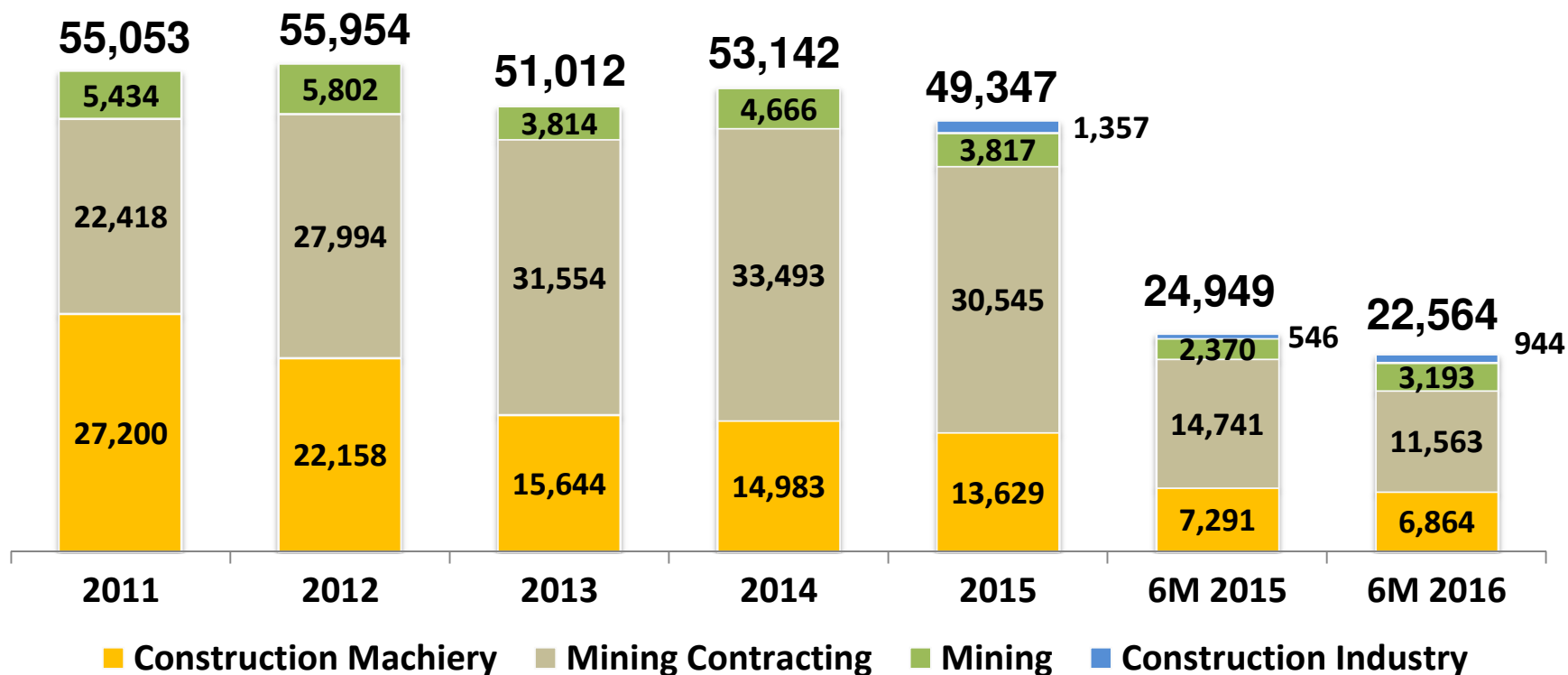
Recently, ACST hold contracts for:

- Indonesia 1
- Millenium Centennial Center
- Kino Office Tower
- Rajawali Royal Apartment
- Pesona Depok Square



Financial Highlights

(in Rp billion)



- As of June 2016, consolidated net revenue was decreased by 10% to Rp 22.6 trillion. The revenue contribution of each business unit was 31% from Construction Machinery, 51% from Mining Contracting, 14% from Mining, and 4% from Construction Industry.

Financial Highlights

In Rp billion	2011	2012	2013	2014	2015	6M 2015	6M 2016
Exchange rate (Rp/US\$)	9,068	9,670	12,189	12,440	13,795	13,332	13,180
Revenue	55,053	55,954	51,012	53,142	49,347	24,949	22,564
Gross Profit	10,194	10,521	9,517	12,070	11,702	5,658	4,151
<i>Gross Profit Margin</i>	<i>18.5%</i>	<i>18.8%</i>	<i>18.7%</i>	<i>22.7%</i>	<i>23.7%</i>	<i>22.7%</i>	<i>18.4%</i>
Operating Profit	7,615	7,566	6,741	8,866	8,586	4,200	2,833
<i>Operating Profit Margin</i>	<i>13.8%</i>	<i>13.5%</i>	<i>13.2%</i>	<i>16.7%</i>	<i>17.4%</i>	<i>16.8%</i>	<i>12.6%</i>
Net Income *)	5,901	5,780	4,834	5,362	3,853	3,406	1,854
Earning per Share (Rp)	1,657	1,549	1,296	1,437	1,033	913	497
Cash	7,135	3,995	7,936	10,060	15,413	11,014	14,609
Total Assets	46,440	50,301	57,362	60,307	61,715	63,820	58,990
Total Liabilities	18,936	18,000	21,713	21,777	22,465	23,123	19,378
Net DER	net surplus	6.0%	net surplus	net surplus	net surplus	net surplus	net surplus

(*): Profit after tax attributable to Owners of the Parent.

Corporate Action in 2016

- ✓ April 2016, handed over 56 units of Scania Euro 6 articulated bus to PT Mayasari Bakti as one of the operator of Transjakarta.
- ✓ June 2016, PT Acset Indonusa Tbk (ACST) has raised capital of Rp600 billion through rights issue. The proceeds will be used for working capital and capital expenditures.





Thank You