



# PT United Tractors Tbk

## Investor Bulletin, First Half 2012

### UT Generated Rp 3.09 Trillion Net Income

**Operational:**  
Y.o.y Komatsu sales volume down 2%, coal production grew 12% and overburden increased 13%, while coal sales volume up 38%

As of June 2012 Indonesia heavy equipment market grew 14%, from 8,448 units to 9,618 units (based on internal market research). All sectors showed positive growth except for the mining sector. The slowdown in mining sector was the result of downward trend of coal price and implementation of mineral (non-coal) export taxes. The condition is further exacerbated by increasing competition as the impact of slowdown demand in China that drove reallocation of heavy equipment supply to other countries, including Indonesia market. This is reflected in Komatsu sales volume which was down to 4,231 units or 2% below the volume in first half 2011.

On the Mining Contracting business, commitment to precise execution of mining contracting services drove Pama to deliver 12% increase in coal production and 13% growth in overburden removal. On coal mining business, the Company increased the coal sales volume by 38% from 2.21 million tons to 3.05 million tons.

**Financial:**  
Consolidated revenue was Rp 30.61 trillion, with net income of Rp 3.09 trillion

The Company's performance during first semester 2012 recorded 19% increase in consolidated revenue, from Rp 25.62 trillion in the first half of 2011 to Rp 30.61 trillion. To this total net revenue, Construction Machinery contributed 46.6%, Mining Contracting contributed 41.9%, whereas the remaining 11.5% contribution was from Mining business unit.

The growth of net revenue was accompanied by growth of consolidated gross profit of 25%, reaching Rp 5.53 trillion from Rp 4.44 trillion. This rise is primarily obtained from increased gross profit contribution from Construction Machinery and Mining Contracting segment, while gross profit from Mining business was decreased due to lowered average selling price of coal. Overall, combined with some additional other expenses and income tax, caused the Company's net profit to reach Rp 3.09 trillion, or 22% above first half 2011's profit of Rp 2.54 trillion.

In Rupiah billion	6M 2012	6M 2011	Y/Y%
Exchange rate (Rp/US\$)	9,480	8,597	10%
<b>Revenue Breakdown</b>			
Construction Machinery	14,258	13,073	9%
Mining Contracting	12,833	9,824	31%
Mining	3,519	2,722	29%
<b>Total Revenue</b>	<b>30,610</b>	<b>25,619</b>	<b>19%</b>
Gross Profit	5,534	4,440	25%
Gross Profit Margin	18.1%	17.3%	4%
Operating Profit	4,083	3,343	22%
Operating Profit Margin	13.3%	13.0%	2%
<b>EBITDA</b>	<b>6,165</b>	<b>4,881</b>	<b>26%</b>
EBITDA Margin	20.1%	19.1%	6%
<b>Net Income</b>	<b>3,087</b>	<b>2,540</b>	<b>22%</b>
Earnings (Losses) Per Share (Rp)	828	748	11%

Note: The Company's 6M 2012 report was unaudited

July 25, 2012



# CONSTRUCTION MACHINERY Performance Overview

**Komatsu sales volume was 4,231 units, with 44% market share**

Until June 2012, Komatsu sales volume reached 4,231 units or down 2% compared to the same period last year. This was due to slowdown demand for heavy equipment in the mining sector which was affected by the decline in coal price and the implementation of mineral export taxes that caused demand in nickel sector to drop. Decrease in mining sector activities was also reflected on complementary products such as UD Trucks which fell from 689 units to 310 units, and Scania which dropped from 327 units to 258 units.

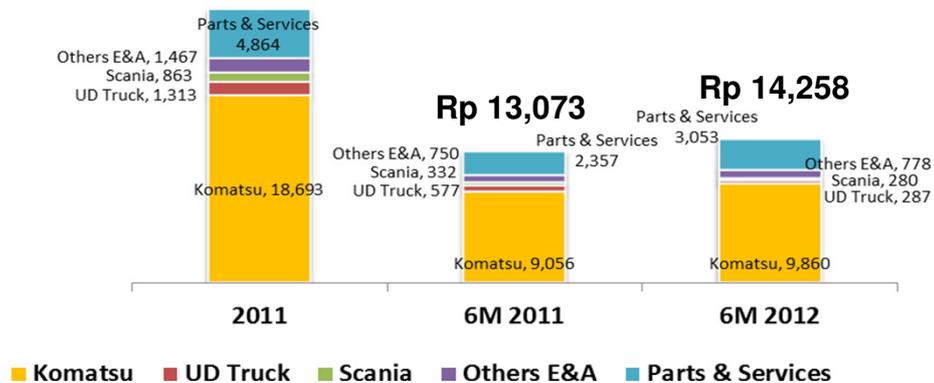
**Revenue was Rp 14.26 trillion, increased 9.1%**

Increasing competition particularly in small heavy equipment type which are most widely used and produced was causing Komatsu market share to decline to 44% (based on internal market research). Despite the down in Komatsu sales volume, net revenue for Construction Machinery rose 9% to Rp 14.26 trillion, due to the increase in average selling prices, product mix and increased revenue from spare parts sales and maintenance services which grew 30% to Rp 3.05 trillion from Rp 2.36 trillion.

**Gross profit margin was 17.5% (before elimination)**

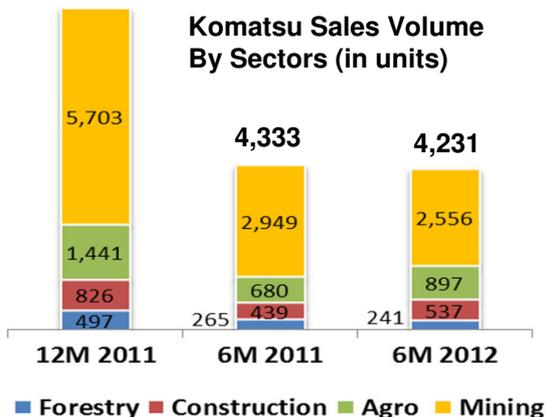
Increased portion of revenue from after sales service during this first half helped to push gross profit margin (before elimination) in this business unit to 17.5%.

**CM Revenue Breakdown (in billion Rupiah)  
Rp 27,200**

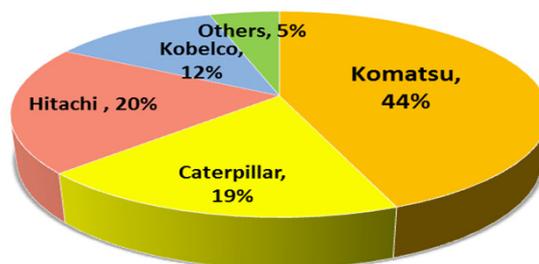


8,467

**Komatsu Sales Volume By Sectors (in units)**



**Domestic Market Share 6M 12**



Source: Internal Market Research (in units)

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## MINING CONTRACTING Performance Overview

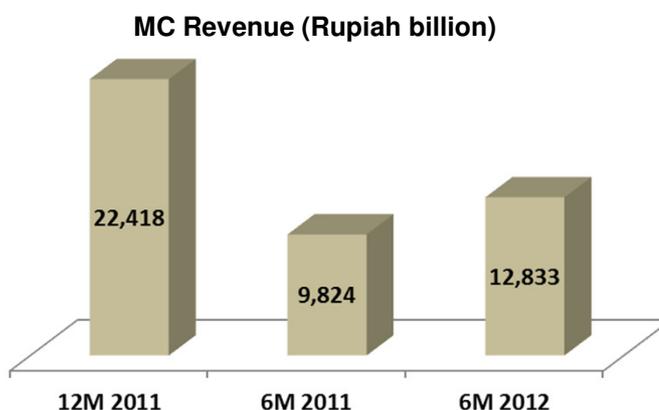
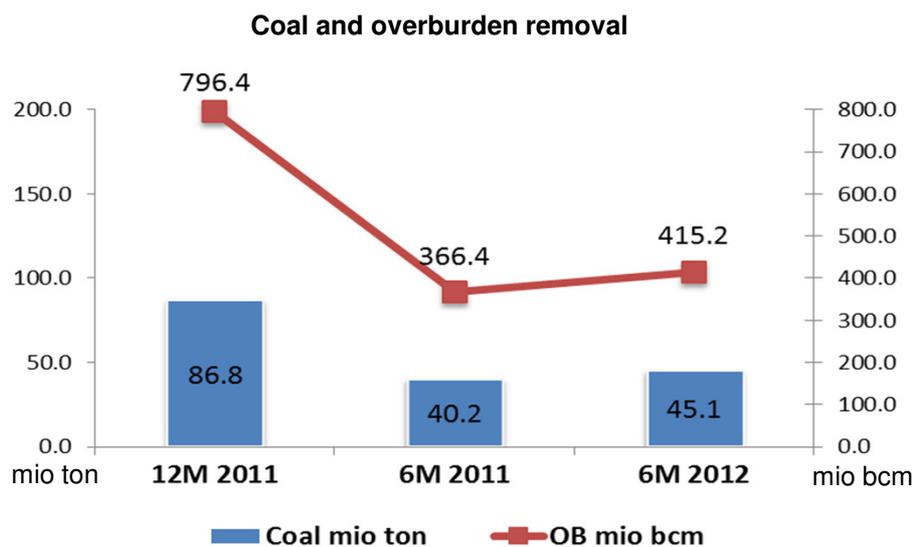
**Pama coal production was 45.1 mio tons, up 12%, with overburden removal of 415.2 mio bcm, or up 13%**

**Revenue was Rp 12.83 trillion, up 30.6%**

**Gross profit margin was 13.9% (before elimination)**

During first semester 2012, commitment to precise execution of mining contracting services drove PT Pamapersada Nusantara (Pama) to achieve 31% increase in net revenue reaching Rp 12.83 trillion, with an increase in total coal production volume of 12% at 45.1 million tons and 13% in overburden removal at 415.2 million bcm.

Favorable weather conditions particularly in the second quarter has encouraged Pama to meet the target with less production cost in comparison with the first quarter during heavy rainfall. As the result, Pama's gross profit margin in this semester was booked at 13.9% (before elimination).





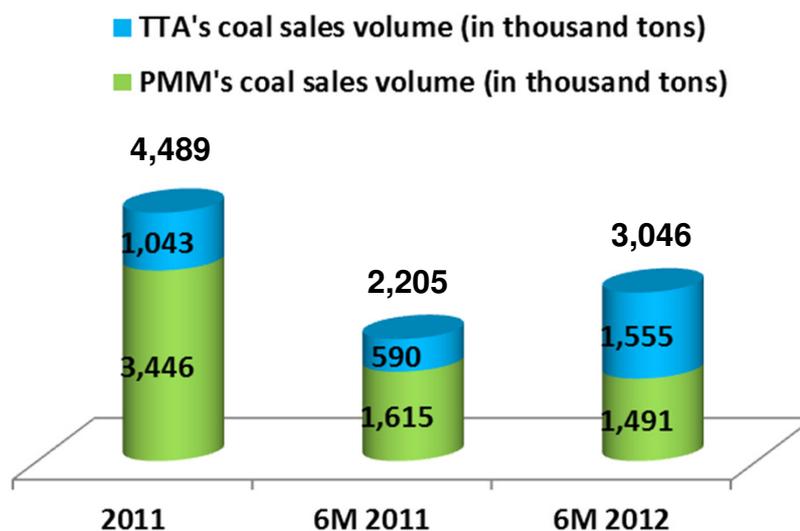
## COAL MINING Performance Overview

**Coal sales volume reached 3.05 million tons**

**Revenue was Rp 3.52 trillion, increased 29.3%**

Mining business segment, through PT Prima Multi Mineral (PMM) and PT Tuah Turangga Agung (TTA), booked an improved volume and sales value of coal. Coal sales volume totaled 3.05 million tons, an increase of 38% from 2.21 million tons in first semester last year, while the sales value rose 29.3% to Rp 3.52 trillion from Rp 2.72 trillion.

Rising fuel costs and downward trend of coal sales price for the first semester 2012 generated a gross profit margin of 13.0%.



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# PT UNITED TRACTORS Tbk and SUBSIDIARIES

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Rate Rp/US\$: 30/06/2012 = 9,480 and 31/12/2011 = 9,068

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT JUNE 30, 2012 (in million Rupiah)			CONSOLIDATED STATEMENTS OF INCOME FOR THE PERIOD ENDED JUNE 30, 2012 (in million Rupiah, except net earning per share)	
ASSETS	6/30/2012	12/31/2011	LIABILITIES AND STOCKHOLDERS' EQUITY	
			6/30/2010	12/31/2011
<b>CURRENT ASSETS</b>			<b>CURRENT LIABILITIES</b>	
Cash and cash equivalents	4,970,542	7,135,386	Short-term bank loans	62,411      3,782
Trade receivables:			Trade payables	
- Third parties (net of allowance for doubtful accounts of 30/06/2012: Rp 90,814; 31/12/2011: Rp 84,283)	11,865,265	9,766,339	- Third parties	9,277,355      9,977,320
- Related parties	139,025	66,338	- Related parties	315,342      326,141
Other receivables			Other payables	
- Third parties	100,446	104,335	- Third parties	115,819      131,949
- Related parties	48,158	32,702	- Related parties	86,347      113,068
Inventories (net of allowance for inventory obsolescence and write down of 30/06/2012: Rp 118,293; 31/12/2011: Rp 112,213)	7,437,611	7,129,459	Taxes payable	312,407      459,438
Prepaid taxes	808,428	505,369	Accruals	1,334,623      768,211
Advances and prepayments	483,982	885,650	Customer deposit	343,799      315,154
			Deferred revenue	263,285      190,762
			Provision	58,453      60,644
			Current portion of long-term debt:	
			- Bank loans	3,386,241      1,839,492
			- Finance leases	498,892      426,491
			- Other borrowings	266,330      317,617
<b>Total Current Assets</b>	<b>25,853,457</b>	<b>25,625,578</b>	<b>Total Current Liabilities</b>	<b>16,321,304      14,930,069</b>
<b>NON-CURRENT ASSETS</b>			<b>NON-CURRENT LIABILITIES</b>	
Restricted cash and time deposits	16,176	17,367	Other liabilities	12,915      14,512
Other receivable - related parties	94,184	78,164	Deferred tax liabilities	1,532,302      1,289,142
Derivative financial instruments	9,000	19,291	Provision	1,005,570      586,368
Investments in associates and jointly controlled entities	363,440	358,274	Long-term debt, net of current portion:	
Other Investments	233,462	257,762	- Bank loans	1,715,621      1,294,684
Deferred tax assets	457,385	279,614	- Finance leases	756,647      540,427
Fixed assets (net of accumulated depreciation of 30/06/2012: Rp13,885,799; 31/12/2011: Rp12,290,310)	15,713,723	13,670,208	- Other borrowings	193,052      280,912
Mining Properties (net of accumulated depreciation of 30/06/2012: Rp 855,998 31/12/2011: Rp 665,304)	7,151,585	5,725,649	<b>Total Non-Current Liabilities</b>	<b>5,216,107      4,006,045</b>
Investment property	39,736	39,736	<b>TOTAL LIABILITIES</b>	<b>21,537,411      18,936,114</b>
Deferred exploration and development expenditures	1,032,144	230,158	<b>EQUITY</b>	
Deferred charges	197,947	138,261	Share capital:	
			Authorized - 6,000,000,000 ordinary shares with a par value of Rp 250 per share, issued and fully paid 3,370,135,136 shares	932,534      932,534
			Additional paid-in capital	9,703,937      9,703,937
			Retained earnings :	
			- Appropriated	186,507      166,344
			- Unappropriated	16,564,834      15,176,362
			Hedging reserve	(20,810)      (14,197)
			Fair value reserve	418,741      216,666
			Exchange difference on translating financial statements in foreign currencies	149,290      138,803
			Actuarial loss on pension plans	(243,230)      -
			<b>Equity Attributable to The Owners of Parent</b>	<b>27,691,803      26,320,449</b>
			<b>Non-controlling Interest</b>	<b>1,933,025      1,183,499</b>
			<b>TOTAL EQUITY</b>	<b>29,624,828      27,503,948</b>
<b>TOTAL ASSETS</b>	<b>51,162,239</b>	<b>46,440,062</b>	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>51,162,239      46,440,062</b>

CONSOLIDATED STATEMENTS OF INCOME FOR THE PERIOD ENDED JUNE 30, 2012 (in million Rupiah, except net earning per share)	6/30/2012	6/30/2011
<b>NET REVENUE</b>	30,610,414	25,618,695
<b>COST OF REVENUE</b>	(25,076,355)	(21,178,755)
<b>GROSS PROFIT</b>	<b>5,534,059</b>	<b>4,439,940</b>
<b>OPERATING EXPENSE</b>		
Selling expenses	(441,779)	(268,444)
General and administrative expenses	(1,009,507)	(828,430)
<b>Total operating expense</b>	<b>(1,451,286)</b>	<b>(1,096,874)</b>
Foreign exchange (loss)/gain, net	(169,018)	112,113
Interest and finance charges	(144,755)	(124,830)
Interest income	145,668	51,645
Gain on disposal of fixed assets	59,548	29,664
Other expense, net	(7,597)	53,154
<b>Total other (expenses)/income, net</b>	<b>(116,154)</b>	<b>121,746</b>
Shares of results of associates	7,691	7,303
<b>PROFIT BEFORE INCOME TAX</b>	<b>3,974,310</b>	<b>3,472,115</b>
<b>INCOME TAX EXPENSE</b>	(893,550)	(933,506)
<b>PROFIT AFTER INCOME TAX</b>	<b>3,080,760</b>	<b>2,538,609</b>
<b>OTHER COMPREHENSIVE EXPENSES</b>		
Exchange difference on translating financial statements in foreign currencies	100,650	(17,536)
Hedging reserves	(6,613)	(7,091)
Available for sales financial asset	202,075	(12,518)
Actuarial loss on pension plan	(242,630)	-
<b>Total Others Comprehensive Income/(Expense)</b>	<b>53,482</b>	<b>(37,145)</b>
<b>TOTAL OTHER COMPREHENSIVE INCOME CURRENT PERIOD, NET OF TAX</b>	<b>3,134,242</b>	<b>2,501,464</b>
<b>PROFIT ATTRIBUTABLE TO:</b>		
- The owners of the parent	3,087,196	2,540,404
- Non-controlling interest	(6,436)	(1,795)
	<b>3,080,760</b>	<b>2,538,609</b>
<b>COMPREHENSIVE INCOME ATTRIBUTABLE TO:</b>		
- The owners of the parent	3,052,870	2,503,259
- Non-controlling interest	81,372	(1,795)
	<b>3,134,242</b>	<b>2,501,464</b>
<b>NET BASIC EARNINGS PER SHARE (in full Rp)</b>	<b>828</b>	<b>748</b>

Jakarta, July 25, 2012  
**PT UNITED TRACTORS Tbk**  
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THE BOARD OF DIRECTORS