



# PT United Tractors Tbk

## Investor Bulletin, First Half 2014

### UT Recorded Consolidated Net Income of Rp 3.28 Trillion

**Operational:**  
Y.o.y Komatsu sales volume down 10%, coal production grew 20% and overburden decreased 3%, while coal sales volume up 51%

For the first half 2014, the Company's consolidated net revenue recorded an increase by 11% to Rp27.53 trillion from Rp24.90 trillion on the corresponding period last year. The weakening Rupiah exchange rate against US Dollar serves as one major factor that generates positive impact, thus increasing the Company's gross profit by 34%, while the Company's net income increased 42% to Rp3.28 trillion from Rp2.31 trillion.

Total Komatsu sales volume decreased by 10% to 2,207 units mainly due to reduced demand from mining and plantation sectors. Meanwhile, the Company's revenue of spare parts and maintenance increased by 15%. Added with the impact of US Dollar strengthening drove net revenue for Construction Machinery down only 1%, to Rp8.44 trillion.

**Financial:**  
Consolidated revenue was Rp 27.53 trillion, with net income of Rp 3.28 trillion

Mining Contracting business unit, through PT Pamapersada Nusantara (PAMA) recorded a 12% increase in net revenue to Rp16.20 trillion, with an increase of coal production to 59.9 million tons or up 20%, while overburden removal decreased by 3% to 401.3 million bcm. Increased production capacity in the Mining segment has also resulted in an increasing coal sales volume amounting 3.43 million tons, an increase of 51% and augmented the revenue of Mining segment by 46% to Rp2.89 trillion. However, the lower average coal selling price has negatively impacted gross profit margin.

Overall, the contribution of business segment to this total net revenue came mostly from Mining Contracting, that is 59%, followed by 31% from Construction Machinery, and 10% from Mining.

In Rupiah billion	6M 2014	6M 2013	Y/Y%
Exchange rate (Rp/US\$)	11,969	9,929	21%
<b>Revenue Breakdown</b>			
Construction Machinery	8,440	8,484	-1%
Mining Contracting	16,203	14,436	12%
Mining	2,889	1,981	46%
<b>Total Revenue</b>	<b>27,533</b>	<b>24,901</b>	<b>11%</b>
Gross Profit	5,736	4,296	34%
<i>Gross Profit Margin</i>	20.8%	17.3%	21%
Profit for the year	3,256	2,303	41%
<b>Net Income</b>	<b>3,284</b>	<b>2,310</b>	<b>42%</b>
Earnings Per Share (Rp)	880	619	42%

Note: The Company's 6M 2014 report was unaudited

July 24, 2014



# CONSTRUCTION MACHINERY Performance Overview

**Komatsu sales volume was 2,207 units, with 40% market share**

**Revenue was Rp 8.44 trillion, Decreased 1%**

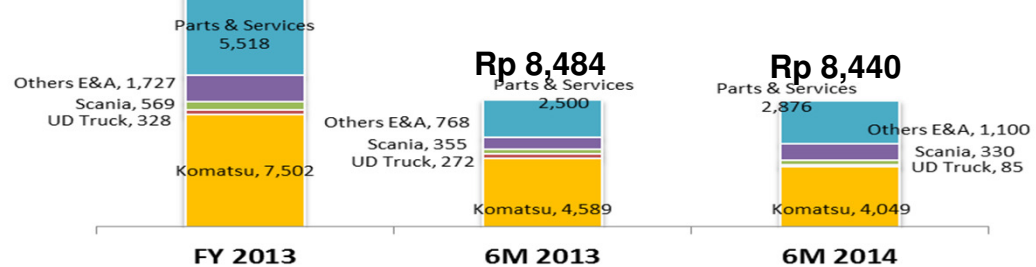
**Gross profit margin was 16.6% (before elimination)**

As of June 2014, Construction Machinery business segment recorded a decrease in Komatsu sales volume by 10% to 2,207 units, lower than the sales volume on the corresponding period last year of 2,452 units. Decreased sales volume was affected by the slowing down in mining sector which subsequently caused a decline in market volume of heavy equipment in Indonesia from 5,984 units in 2013 to 5,546 units in 2014 (source: internal research). In the midst of tight competition, Komatsu managed to maintain its position as market leader with a market share of 40% (source: internal market research). Among the complementary products, the Company sales volume of UD Trucks decreased from 287 units to 94 units, while Scania trucks also decreased from 263 units to 242 units.

The Company was successful in increasing sales of spare parts and heavy equipment maintenance which grew 15% to Rp2.88 trillion. This increase and added with favourable exchange rate, partially compensated the decline in heavy equipment sales and resulted the Construction Machinery net revenue only experienced 1% decrease to Rp8.44 trillion from Rp8.48 trillion.

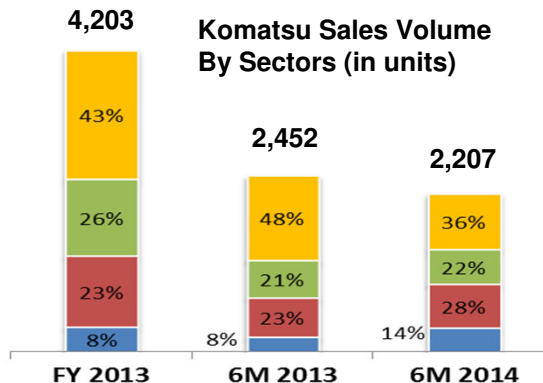
The rising cost of marketing incentives offered to customers in respect to the tight competition, has been compensated by increased portion of revenue from after sales service and favourable exchange rate that allowed the Company to maintain gross profit margin.

**CM Revenue Breakdown (in billion Rupiah)  
Rp 15,644**



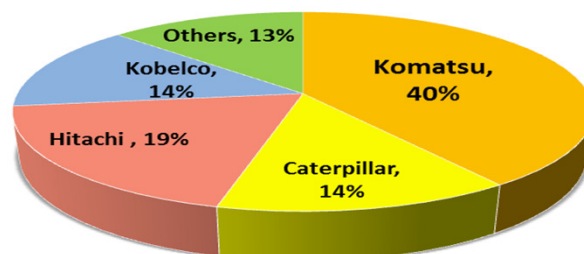
■ Komatsu ■ UD Truck ■ Scania ■ Others E&A ■ Parts & Services

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



■ Forestry ■ Construction ■ Agro ■ Mining

**Domestic Market Share 6M 2014**



Source: Internal Market Research

July 24, 2014



# MINING CONTRACTING Performance Overview

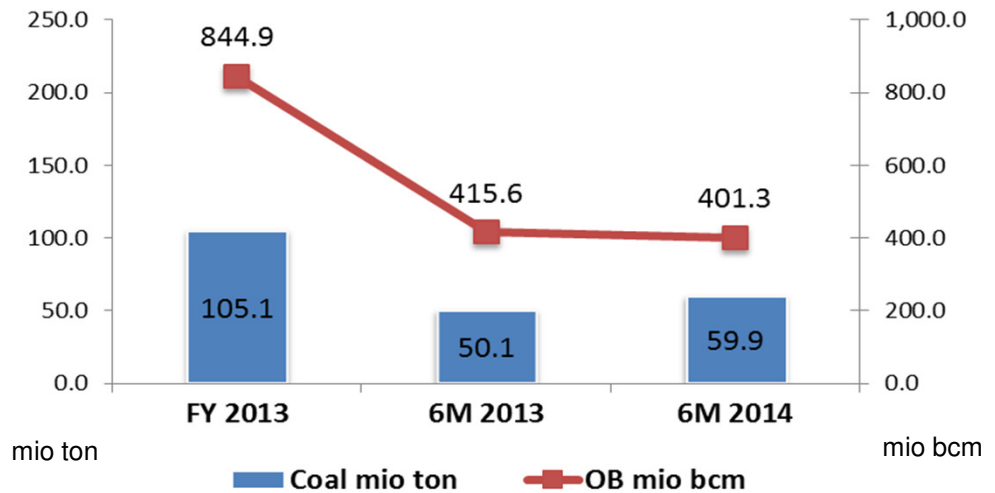
**Pama coal production was 59.9 mio tons, up 20%, with overburden removal of 401.3 mio bcm, or down 3%**

**Revenue was Rp 16.20 trillion, up 12%**

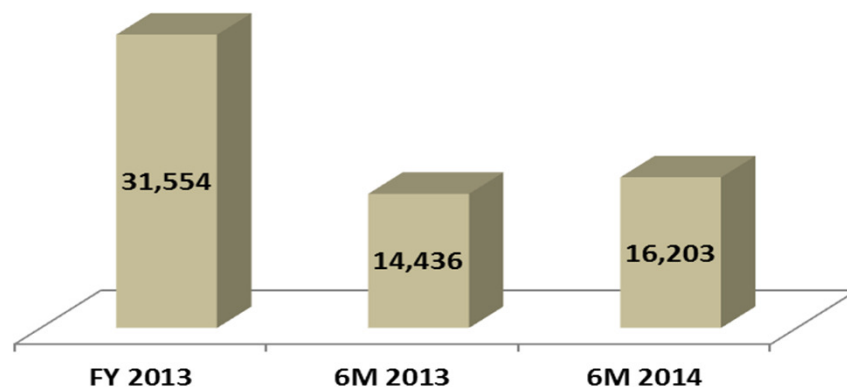
The Company operates its Mining Contracting business through its subsidiary PT Pamapersada Nusantara (PAMA) with revenue market share of 45% as of June 2014 (based on internal market research).

Until June 2014, PAMA reported 20% coal production increase from 50.1 million tons to 59.9 million tons and overburden removal down 3% from 415.6 million bcm to 401.3 million bcm. As a result, revenue for the Mining Contracting segment rose 12% to Rp16.20 trillion from Rp14.44 trillion in the corresponding period last year.

### Coal and Overburden Removal



### MC Revenue (Rupiah billion)





# COAL MINING

## Performance Overview

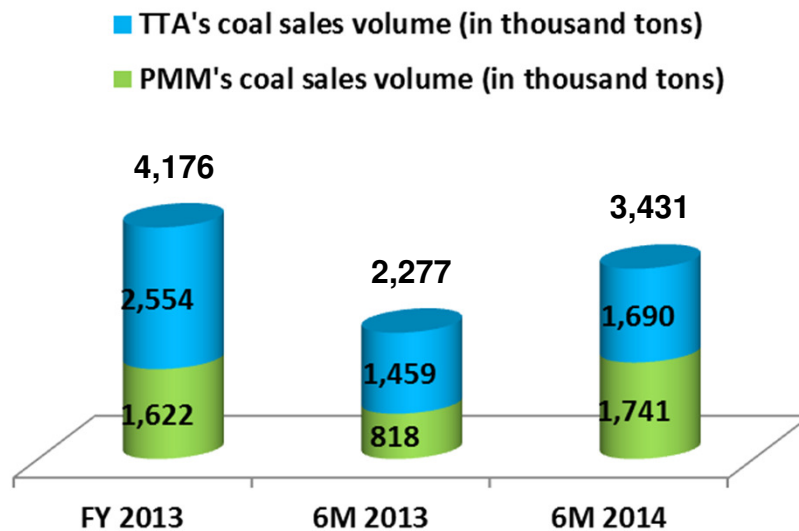
**Coal sales volume reached 3.43 million tons**

The Company's Mining business segment was operated by PT Prima Multi Mineral, PT Tuah Turangga Agung, as well as two new mining concessions PT Asmin Bara Bronang and PT Duta Nurcahya.

**Revenue was Rp 2.89 trillion, increased 46%**

Increased production capacity in the Mining segment has resulted in an increasing coal sales volume amounting 3.43 million tons, an increase of 51% compared to the first semester 2013 at 2.28 million tons. This increased sales volume augmented the revenue the Mining business segment by 46%, amounting to Rp2.89 trillion and accounted for 10% of total consolidated revenue. The lower percentage increase on revenue compared to sales volume was caused by the lower average price per ton of coal in first half 2014.

The reduced coal sales price has negatively impacted gross profit margin to minus 3.5%.



For further information:  
Investor Relations  
Attn. : Ari Setiyawan  
Ph. : 62 21 460-5982  
Fax : 62 21 460-0655  
E-Mail : [ir@unitedtractors.com](mailto:ir@unitedtractors.com)  
<http://www.unitedtractors.com>

# PT UNITED TRACTORS Tbk and SUBSIDIARIES

Jl. Raya Bekasi Km. 22 - JAKARTA 13910  
Phone (021) 24579999

Rate Rp/US\$: 30/06/2014 = 11,969 and 31/12/2013 = 12,189

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2014 AND 31 DECEMBER 2013 (expressed in million of Rupiah, unless otherwise stated)

ASSETS	6/30/2014	12/31/2013	LIABILITIES AND STOCKHOLDERS' EQUITY	6/30/2014	12/31/2013
<b>CURRENT ASSETS</b>			<b>CURRENT LIABILITIES</b>		
Cash and cash equivalents	8,313,303	7,935,870	Trade payables:		
Trade receivables:			- Third parties	11,758,541	10,431,334
- Third parties	14,383,063	11,788,501	- Related parties	145,166	150,233
- Related parties	49,796	26,436	Non-trade payables:		
Non-trade receivables:			- Third parties	773,201	244,754
- Third parties	401,527	271,809	- Related parties	66,340	61,157
- Related parties	94,212	53,997	Taxes payables:		
Inventories	6,520,974	6,176,470	- Corporate income taxes	450,482	134,874
Prepaid taxes:			- Other taxes	104,377	188,620
- Corporate income taxes	441,896	556,942	Accruals	1,746,920	1,132,218
- Other taxes	494,916	425,187	Customer deposits	152,930	199,268
Advances and prepayments	332,205	278,914	Deferred revenue	284,003	216,242
Other investments	550,000	300,000	Employee benefit obligations	551,003	151,656
			Short-term bank loans	40,785	32,749
<b>Total Current Assets</b>	<b>31,581,892</b>	<b>27,814,126</b>	Current portion of long-term debt:		
			- Bank loans	860,088	1,005,954
<b>NON-CURRENT ASSETS</b>			- Finance leases	431,905	492,197
Non-trade receivables - related parties	111,553	81,191	- Other borrowings	131,240	110,079
Restricted cash and time deposits	81,991	70,491	Derivative financial instruments	5,747	9,329
Advances	54,889	32,207			
Investments in associates and jointly controlled entities	415,038	432,574	<b>Total Current Liabilities</b>	<b>17,502,728</b>	<b>14,560,664</b>
Other investments	1,302,754	656,272	<b>NON-CURRENT LIABILITIES</b>		
Fixed assets	14,229,935	14,574,384	Deferred tax liabilities	2,498,575	2,618,797
Mining properties	11,774,040	12,027,128	Provision	75,922	55,762
Investment properties	50,899	50,899	Employee benefit obligations	1,277,709	1,189,302
Deferred exploration and development expenditures	282,919	227,975	Long-term debt, net of current portion:		
Production mining assets	373,269	404,950	- Bank loans	1,017,365	1,449,615
Deferred charges	276,667	227,113	- Finance leases	738,732	961,550
Deferred tax assets	855,815	762,934	- Other borrowings	-	78,613
			Other long-term financial liabilities	784,450	799,043
<b>Total Non-current Assets</b>	<b>29,809,769</b>	<b>29,548,118</b>	<b>Total Non-current Liabilities</b>	<b>6,392,753</b>	<b>7,152,682</b>
			<b>TOTAL LIABILITIES</b>	<b>23,895,481</b>	<b>21,713,346</b>
<b>TOTAL ASSETS</b>	<b>61,391,661</b>	<b>57,362,244</b>	<b>EQUITY</b>		
			<b>Equity attributable to owners of the parent</b>		
			Share capital:		
			Authorized capital 6,000,000,000 ordinary shares, issued and fully paid capital 3,730,135,136 ordinary shares, with par value of Rp 250 per share	932,534	932,534
			Additional paid-in capital	9,703,937	9,703,937
			Retained earnings :		
			- Appropriated	186,507	186,507
			- Unappropriated	22,901,829	20,875,652
			Hedging reserve	(4,230)	(5,968)
			Investment fair value revaluation reserve	157,041	152,316
			Exchange difference on translating financial statements in foreign currencies	1,583,052	1,723,100
			Difference due to acquisition of non-controlling interest in subsidiaries	(348,123)	(348,123)
				<b>35,112,547</b>	<b>33,219,955</b>
			<b>Non-controlling interest</b>	<b>2,383,633</b>	<b>2,428,943</b>
			<b>TOTAL EQUITY</b>	<b>37,496,180</b>	<b>35,648,898</b>
			<b>TOTAL LIABILITIES AND EQUITY</b>	<b>61,391,661</b>	<b>57,362,244</b>

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE PERIODS ENDED 30 JUNE 2014 AND 2013 (in million Rupiah, except earning per share)

	2014	2013
<b>NET REVENUE</b>	27,532,600	24,901,298
<b>COST OF REVENUE</b>	(21,796,144)	(20,605,146)
<b>GROSS PROFIT</b>	<b>5,736,456</b>	<b>4,296,152</b>
Selling expenses	(328,146)	(316,887)
General and administrative expenses	(1,121,655)	(1,033,381)
Other expenses	(131,439)	(28,455)
Other income	129,008	142,554
Finance income	208,898	89,932
Finance costs	(140,524)	(133,469)
Share of net profit of associates and jointly controlled entities	25,898	35,503
<b>PROFIT BEFORE INCOME TAX</b>	<b>4,378,496</b>	<b>3,051,949</b>
Income tax expense	(1,122,016)	(748,732)
<b>PROFIT FOR THE YEAR</b>	<b>3,256,480</b>	<b>2,303,217</b>
<b>OTHER COMPREHENSIVE INCOME/(EXPENSE)</b>		
Exchange difference from financial statements translation	(189,980)	195,477
Hedging reserves	2,316	9,348
Change in fair value of available for sale financial asset	4,725	(16,200)
Actuarial gains/(losses) on pension plan	11,406	(14,281)
Share of other comprehensive (expenses)/income of associates and jointly controlled entities, net of tax	(105)	(4,924)
	<b>(171,638)</b>	<b>169,420</b>
Related income tax expense	30,686	(50,694)
<b>Other comprehensive (expense)/income for the period, net of tax</b>	<b>(140,952)</b>	<b>118,726</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>3,115,528</b>	<b>2,421,943</b>
<b>PROFIT/(LOSS) AFTER TAX ATTRIBUTABLE TO:</b>		
- Owners of the parent	3,283,968	2,309,700
- Non-controlling interest	(27,488)	(6,483)
	<b>3,256,480</b>	<b>2,303,217</b>
<b>TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:</b>		
- Owners of the parent	3,160,838	2,449,812
- Non-controlling interest	(45,310)	(27,869)
	<b>3,115,528</b>	<b>2,421,943</b>
<b>EARNINGS PER SHARE</b>	<b>880</b>	<b>619</b>

Jakarta, 24 Juli, 2014  
**PT UNITED TRACTORS Tbk**  
S.E. & O

THE BOARD OF DIRECTORS