



# PT United Tractors Tbk

## Investor Bulletin, First Half 2015

### UT Recorded Consolidated Net Income of Rp 3.41 Trillion

**Operational:**  
**Y.o.y Komatsu sales volume fall 38%, coal production down 9% and overburden decreased 8%, while coal sales volume decreased 18%**

**Financial:**  
**Consolidated revenue was Rp 24.95 trillion, with net income of Rp 3.41 trillion**

For the first half of 2015, the Company's consolidated net revenue recorded a decrease by 9% to Rp24.95 trillion. However, the favourable US Dollar exchange rate had helped to slightly improve the Company's net profit, which was recorded at Rp3.41 trillion, a 4% increase compared to the corresponding period last year.

Construction Machinery segment recorded a decrease in Komatsu sales volume by 38% to 1,375 units from 2,207 units. On the other hand, revenue of spare parts and heavy equipment maintenance services rose by 8% to Rp3.10 trillion. Overall, the Construction Machinery segment recorded revenue of Rp7.29 trillion or down 14%. Mining Contracting business segment, through PT Pamapersada Nusantara (PAMA) recorded a 9% decrease in net revenue or down to Rp14.74 trillion, as coal production volume fall 9% to 51.6 million tons, with overburden removal down 8% to 372.3 million bcm. Mining business segment recorded 18% lower coal sales volume at 2.81 million tons which led to an 18% decrease in revenue to Rp2.37 trillion.

Overall contribution to the consolidated net revenue was mostly attributable to Mining Contracting, which was 59%, followed by 29% from Construction Machinery, 10% from Mining and 2% from Construction Contractor.

In Rupiah billion	6M 2015	6M 2014	Y/Y%
Exchange rate (Rp/US\$)	13,332	11,969	11%
<b>Revenue Breakdown</b>			
Construction Machinery	7,291	8,440	-14%
Mining Contracting	14,741	16,203	-9%
Mining	2,370	2,889	-18%
Construction Contractor	546	-	
<b>Total Revenue</b>	<b>24,949</b>	<b>27,533</b>	<b>-9%</b>
Gross Profit	5,658	5,736	-1%
<i>Gross Profit Margin</i>	22.7%	20.8%	9%
Profit for the year	3,397	3,261	4%
<b>Net Income</b>	<b>3,406</b>	<b>3,289</b>	<b>4%</b>
Earnings Per Share (Rp)	913	880	4%

Note: The Company's 6M 2015 report was unaudited

July 30, 2015



# CONSTRUCTION MACHINERY Performance Overview

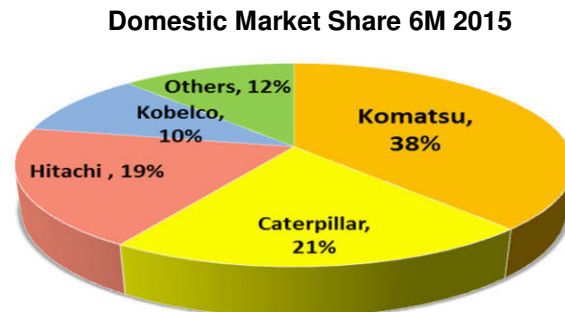
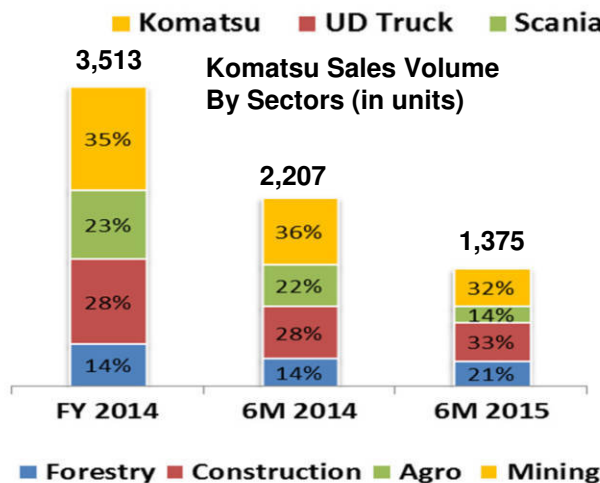
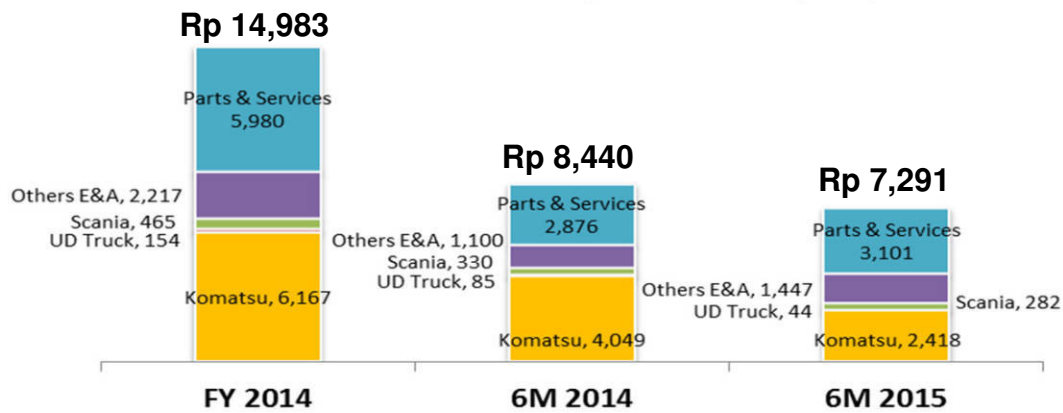
**Komatsu sales volume was 1,375 units, with 38% market share**

As of June 2015, Construction Machinery business segment recorded a decrease in Komatsu sales volume by 38% to 1,375 units, lower compared to the sales volume in 2014 of 2,207 units. The decrease remains due to the ongoing subdued market conditions and the delayed realization of most infrastructure projects. This condition was reflected in market volume of heavy equipment in Indonesia which was down from 5,546 units in 2014 to 3,659 units in 2015 (source: internal research). Until June 2015, Komatsu was able to maintain its market leader position in heavy equipment sector with the domestic market share of 38% (source: internal market research). Due to the sluggish mining activities, sales volume of other products were also dropped. UD Trucks fell from 94 units to 53 units, while Scania products declined from 242 units to 188 units.

**Revenue was Rp 7.29 trillion, Decreased 14%**

On the other hand, the amount of spare parts sales and heavy equipment maintenance services increased by 8% to Rp3.10 trillion, due to the need to maintain the life cycle of heavy equipment. Overall, total revenue of Construction Machinery business segment during first half 2015 recorded a decrease to Rp7.29 trillion, a fall of 14% compared to Rp8.44 trillion in the first half 2014.

**CM Revenue Breakdown (in billion Rupiah)**



Source: Internal Market Research

July 30, 2015



# MINING CONTRACTING Performance Overview

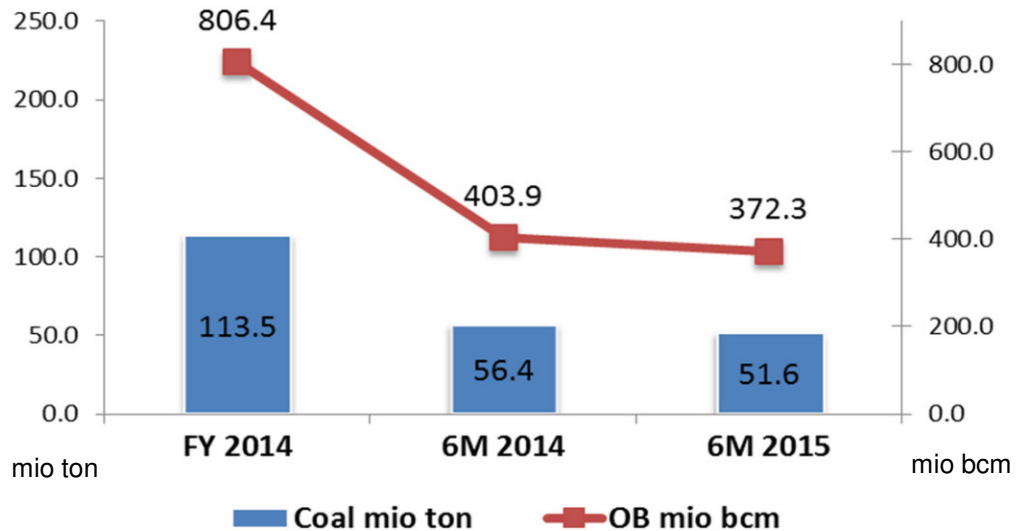
**Pama coal production was 51.6 mio tons, down 9%, with overburden removal of 372.3 mio bcm, or down 8%**

**Revenue was Rp 14.74 trillion, down 9%**

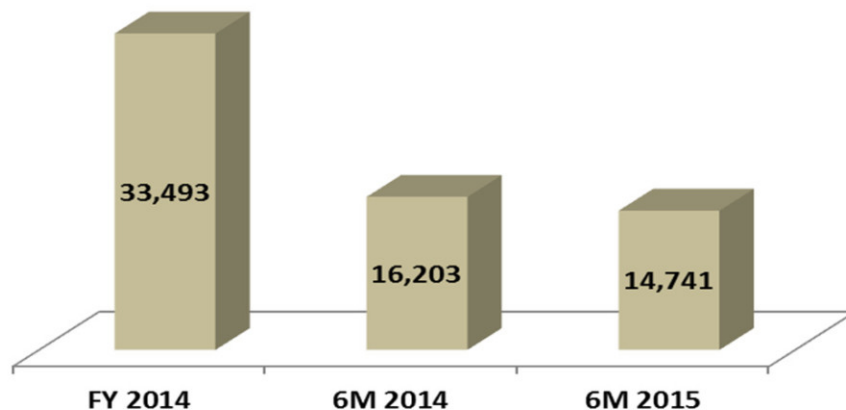
The Company operates its Mining Contracting business through its subsidiary PT Pamapersada Nusantara (PAMA). As of June 2015, PAMA captured 47% of local market share based on net revenue (source: internal market research).

Until June 2015, PAMA recorded a 9% decrease in coal production from 56.4 million tons to 51.6 million tons mainly due to higher rainfall during first quarter 2015, and overburden removal down by 8% from 403.9 million bcm to 372.3 million bcm. As a result, revenue for the Mining Contracting segment declined by 9% to Rp14.74 trillion from Rp16.20 trillion in 2014.

### Coal and Overburden Removal



### MC Revenue (Rupiah billion)





# COAL MINING Performance Overview

**Coal sales volume reached 2.81 million tons, down 18%**

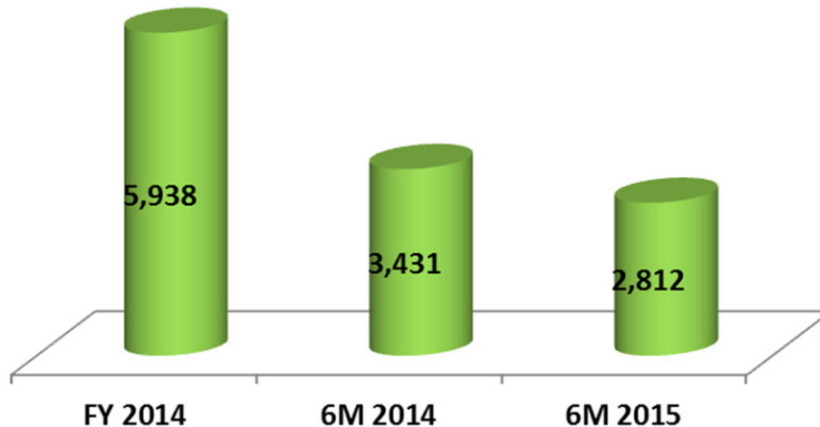
**Revenue was Rp 2.37 trillion, decreased 18%**

The Company's Mining business segment was operated by PT Tuah Turangga Agung (TTA).

As per June 2015, total coal production of Mining business segment was decreased, causing the Company to reduce coal sales volume by 18% to a total of 2.81 million tons. This has caused a decrease in revenue of Mining business segment by 18%, from Rp2.89 trillion to Rp2.37 trillion.

Considering the ongoing subdued coal market conditions, the Company has reviewed its coal production plans. The Company has reduced coal production for 2015 from Telen Orbit Prima and Duta Nurcahya mines which have higher cost structure, and increases the coal production from Asmin Bara Bronang mine which has higher coal calorific value and lower cost of production. By changing the mixed composition of coal production, the Company is expected to be able to maintain coal sales volume target in 2015.

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



For further information:

Investor Relations

Attn. : Ari Setiyawan

Ph. : 62 21 2457 9999 Ext.18048

Fax : 62 21 460-0655

E-Mail : [ir@unitedtractors.com](mailto:ir@unitedtractors.com)

<http://www.unitedtractors.com>

July 30, 2015

# PT UNITED TRACTORS Tbk and SUBSIDIARIES

Jl. Raya Bekasi Km. 22 - JAKARTA 13910

Phone (021) 24579999

Rate Rp/US\$: 30/06/2015 = 13,332 and 31/12/2014 = 12,440

CONSOLIDATED STATEMENT OF FINANCIAL POSITION AS AT 30 JUNE 2015 AND 31 DECEMBER 2014 (expressed in million of Rupiah, unless otherwise stated)					CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE PERIODS ENDED 30 JUNE 2015 AND 2014 (expressed in million of Rupiah, unless otherwise stated)			
ASSETS		LIABILITIES AND STOCKHOLDERS' EQUITY						
	30/06/2015	31/12/2014	30/06/2015	31/12/2014		2015	2014	
<b>CURRENT ASSETS</b>			<b>CURRENT LIABILITIES</b>		<b>NET REVENUE</b>	24.949.226	27.532.600	
Cash and cash equivalents	11.014.800	10.059.803	Trade payables:		<b>COST OF REVENUE</b>	(19.291.042)	(21.796.144)	
Trade receivables:			- Third parties	12.057.405	11.822.385			
- Third parties	12.421.152	13.032.934	- Related parties	189.747	143.020			
- Related parties	76.304	79.655	Non-trade payables:		<b>GROSS PROFIT</b>	<b>5.658.184</b>	<b>5.736.456</b>	
Non-trade receivables:			- Third parties	757.129	560.529			
- Third parties	512.991	404.785	- Related parties	25.179	98.503	Selling expenses	(249.748)	(328.146)
- Related parties	225.308	69.301	Taxes payable:		471.884	General and administrative expenses	(1.208.364)	(1.116.866)
Inventories	7.647.606	7.770.086	- Corporate income taxes	473.662	471.884	Other expenses	(117.737)	(177.429)
Retention receivables	152.351	-	- Other taxes	290.737	285.620	Other income	372.117	129.008
Due from customers	379.150	-	Accruals	1.515.438	1.008.030	Finance income	206.121	208.898
Prepaid taxes:			Customer deposits	418.232	125.498	Finance costs	(153.861)	(140.524)
- Corporate income taxes	552.578	509.860	Deferred revenue	283.904	278.611	Share of net profit of associates and jointly controlled entities	35.046	25.898
- Other taxes	756.384	851.089	Employee benefit obligations	491.037	180.549			
Advances and prepayments	476.346	252.286	Short-term bank loans	65.047	23.209	<b>PROFIT BEFORE INCOME TAX</b>	<b>4.541.758</b>	<b>4.337.295</b>
Project under construction	365.942	-	Current portion of long-term debt:			Income tax expense	(1.145.169)	(1.076.026)
Other investments	800.000	550.000	- Bank loans	733.649	744.729	<b>PROFIT FOR THE PERIOD</b>	<b>3.396.589</b>	<b>3.261.269</b>
<b>Total Current Assets</b>	<b>35.380.912</b>	<b>33.579.799</b>	- Finance leases	424.933	430.523	<b>ITEMS THAT WILL NOT BE RECLASSIFIED TO PROFIT OR LOSS</b>		
			- Other borrowings	-	80.232	Actuarial (losses)/gains	(1.994)	11.406
<b>NON-CURRENT ASSETS</b>			Current portion of other long-term financial liabilities	-	41.433	Related income tax expense	551	(558)
Non-trade receivables - related parties	111.522	101.533	Derivative financial instruments	1.810	3.061			
Restricted cash and time deposits	243.632	233.072	<b>Total Current Liabilities</b>	<b>17.727.909</b>	<b>16.297.816</b>			
Advances	24.814	17.546	<b>NON-CURRENT LIABILITIES</b>					
Investments in associates and jointly controlled entities	441.994	447.289	Deferred tax liabilities	2.008.741	1.945.110			
Goodwill	423.179	-	Provision	99.930	73.565			
Other investments	1.557.891	1.107.650	Employee benefit obligations	1.460.909	1.351.819			
Fixed assets	13.576.211	13.625.012	Long-term debt, net of current portion:					
Mining properties	9.607.779	9.148.551	- Bank loans	490.850	734.738	Exchange difference from financial statements translation	548.528	(189.980)
Investment properties	50.899	50.899	- Finance leases	457.035	583.874	Hedging reserves	514	2.316
Deferred exploration and development expenditures	491.827	364.229	- Other borrowings	-	-	Change in fair value of available for sale financial asset	(36.900)	4.725
Production mining assets	488.522	392.630	Other long-term financial liabilities	878.054	790.210	Share of other comprehensive income/(expenses) of associates and jointly controlled entities, net of tax	1.086	(105)
Deferred charges	272.677	208.750	<b>Total Non-current Liabilities</b>	<b>5.395.519</b>	<b>5.479.316</b>	Related income tax expense	(109.768)	31.244
Deferred tax assets	1.148.189	1.029.817	<b>TOTAL LIABILITIES</b>	<b>23.123.428</b>	<b>21.777.132</b>	<b>Other comprehensive (income)/expense for the period, net of tax</b>	<b>402.017</b>	<b>(140.952)</b>
<b>Total Non-current Assets</b>	<b>28.439.136</b>	<b>26.726.978</b>	<b>EQUITY</b>			<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>3.798.606</b>	<b>3.120.317</b>
			Equity attributable to owners of the parent			<b>PROFIT/(LOSS) AFTER TAX ATTRIBUTABLE TO:</b>		
			Share capital:			- Owners of the parent	3.406.086	3.288.757
			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	- Non-controlling interest	(9.497)	(27.488)
			Additional paid-in capital	9.703.937	9.703.937	<b>3.396.589</b>	<b>3.261.269</b>	
			Retained earnings :			<b>TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:</b>		
			- Appropriated	186.507	186.507	- Owners of the parent	3.744.439	3.165.627
			- Unappropriated	25.558.468	24.186.741	- Non-controlling interest	54.167	(45.310)
			Hedging reserve	(1.277)	(1.662)	<b>3.798.606</b>	<b>3.120.317</b>	
			Investment fair value revaluation reserve	136.116	173.016	<b>EARNINGS PER SHARE</b> (expressed in full Rupiah)	<b>913</b>	<b>880</b>
			Exchange difference on translating financial statements in foreign currencies	2.156.542	1.780.239			
			Difference due to acquisition of non-controlling interest in subsidiaries	(348.123)	(348.123)			
				<b>38.324.704</b>	<b>36.613.189</b>			
			<b>Non-controlling interest</b>	<b>2.371.916</b>	<b>1.916.456</b>			
			<b>TOTAL EQUITY</b>	<b>40.696.620</b>	<b>38.529.645</b>			

Jakarta, 30 July, 2015  
**PT UNITED TRACTORS Tbk**  
S.E. & O

THE BOARD OF DIRECTORS