



Reviving Komatsu Sales this Year

Driven by the sales of its newly introduced excavator PC200-7, sales of Komatsu heavy equipment has marveled for this year. In just nine months, the current sales of 700 units have surpassed the total number of units sold for the whole year 2001 of 627 units. Compared to the same period last year, the current sales number represents an increase of over 30%. As the results, Komatsu is still the reigning leader in market share by taking in 54.3%.

Respectable revenue of IDR 5.36 trio.

For the first nine months of 2002, the Company booked consolidated revenue of IDR 5.36 trillion, or 2% below last year's revenue of IDR 5.48 trillion. Lower revenue this year is due to lower average exchange rate (IDR 9,332/US\$ this year as compared to IDR 10,214/US\$ in 2001) and lower revenue from the Construction Machinery which will be explained later. Overall, the Mining Contracting division is still the biggest contributor to the total revenue by chipping in 44%, followed by the Construction machinery with 38% and Mining with 18%.

Better net profit of IDR 382 bio.

Moving forward, the gross profit and operating profit margin have dropped this year largely in part due to more competitive market. The margins of gross profit and operating profit decreased from 20.0% and 13.6%, respectively, as of Q3 2001 to currently 17.0% and 10.8%. In effect, the EBITDA is pushed down to IDR 875.4 billion from IDR 1,037.4 billion as of September 2001. Even so, the Company ability to cover the interest charge has increased to 5.7 times, up from 4.2 a year before. In the end, the consolidated net profit grows to IDR 382.3 billion, 26% higher than last year's profit of IDR 302.4 billion.

Highlights of the quarter's result

In Rp. bn.	9M 2002	9M 2001	% Increase
Sales	5,365	5,478	(2.1)
<i>Construction Machinery</i>	2,031	2,238	(9.3)
<i>Mining Contracting</i>	2,369	2,292	3.3
<i>Mining</i>	965	948	1.8
Gross Profit	912	1,061	(14.0)
<i>Gross Profit Margin (%)</i>	17.0	19.4	(12.2)
Operating Profit	578	745	(22.4)
<i>Operating Profit Margin (%)</i>	10.8	13.6	(20.7)
EBITDA	875	1,037	(14.6)
<i>EBITDA Margin (%)</i>	16.1	18.5	(12.8)
Net Income	382	302	26.4
Earnings (Losses) Per Share (Rp.)	247	196	26.4



PERFORMANCE OVERVIEW: CONSTRUCTION MACHINERY

Revenue dropped by 9%

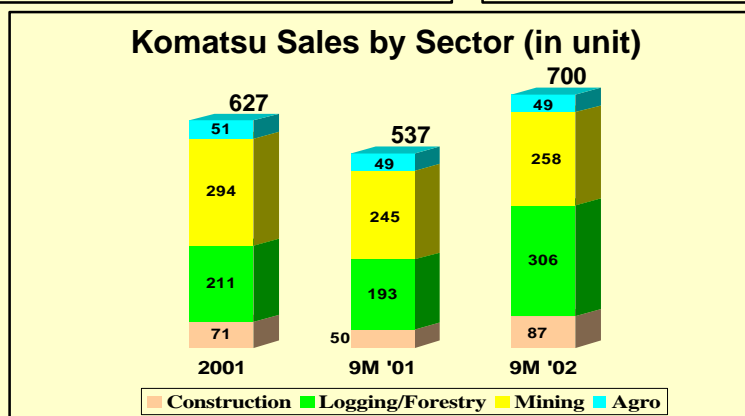
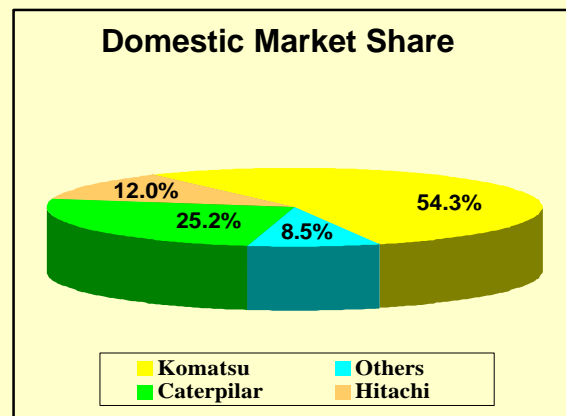
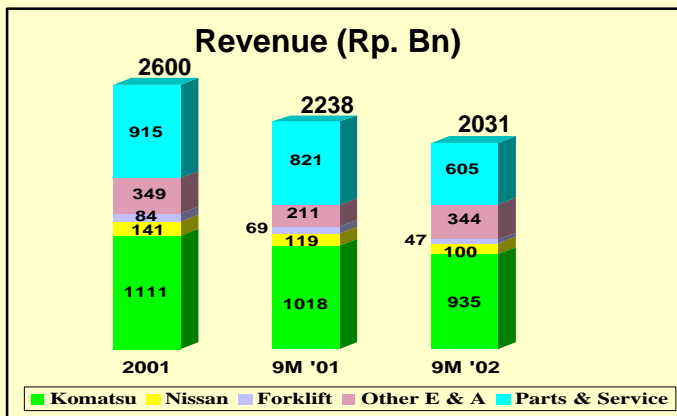
In the first nine months of 2002, Construction Machinery division recorded revenue of IDR 2.03 trillion, or 9% below last year's revenue of IDR 2.24 trillion. Aside from the effect of lower exchange rate, the revenue was also affected by smaller-size and thus lower-priced Komatsu sold during the year. Tougher competition this year also affects the sales of parts.

Komatsu sales were driven by Forestry sector

As mentioned in the beginning, Komatsu sales have improved nicely over last year. The driver behind improving sales of Komatsu is the forestry sector. Improving pulp price has brought in more orders from the clients in this sector. Coupled with the perfectly timed introduction of our new PC200-7, sales to the forestry sector increased to 306 units, much improved than the 193 units sold as of Q3 2001. Sales to the mining sector remains strong, with 258 units sold this year. There is also good sign from the construction sector, with many sales directed to the district governments. Meanwhile, sales of Nissan Diesel trucks increased to 163 units, better than 143 units sold in 2001. Sales of Komatsu-Patria forklift was stable with 308 units, just 2.5% below last year's sales of 316 units in the same time span.

Margins decreased due to competition

Overall, CM recorded lower gross profit margin and operating profit margin of 18.5% and 7.0%, respectively, as compared to 19.2% and 10.6% recorded in the previous year. The decreasing margins were due to tighter competition in the heavy equipment market and IDR strengthening.



September 30, 2002



PERFORMANCE OVERVIEW: MINING CONTRACTING

Pama's revenue is up by 3%

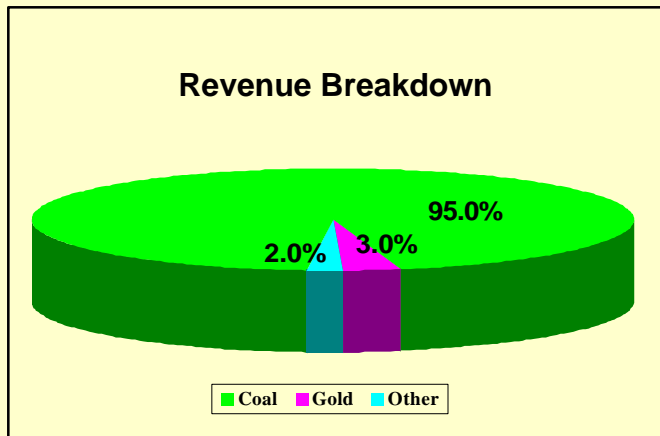
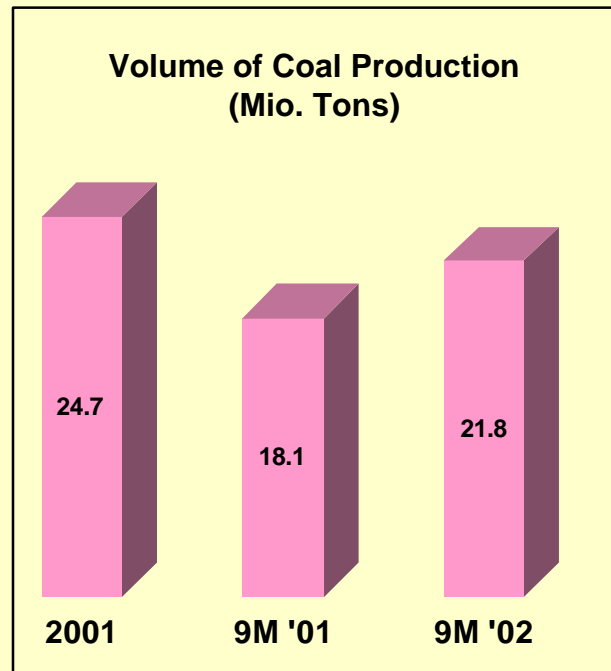
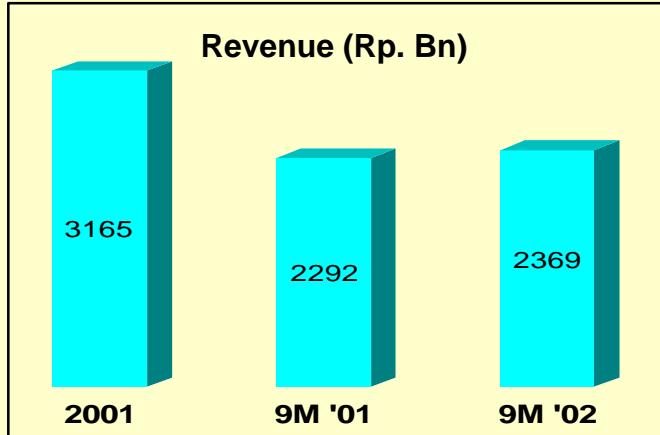
In the nine month of 2002, PT Pamapersada Nusantara (Pama), grew by 3.3% in term of revenue from IDR 2.29 trillion in 2001 to IDR 2.37 trillion this year. However, with over 86% of its revenue in foreign currency, this growth number does not justify Pama's real expansion. In terms of USD, Pama actually grew by around 15%.

Coal production increased

With the closure of its gold mine project in May 2002, Pama's revenue is now derived from the coal mining and other mining/construction jobs. As of September 2002, Pama has produced 21.8 million tons of coal with 106.9 million bcm overburden. The production is an increase from 18.1 million tons of coal and 88.0 million bcm overburden as of September 2001. The revenue from the coal production now contributes 95% to the total production with 3% from the gold mine and another 2% from other mining/construction jobs. PT Adaro Indonesia is still Pama's biggest customer, followed with PT Indominco Mandiri and PT Kaltim Prima Coal.

EBITDA reached IDR 593 bio.

Under stronger exchange rate and increasing competition, Pama's gross profit margin and operating profit margin were down to 17.9% and 15.1%, respectively, below last year's numbers of 22.3% and 18.7%. Overall, Pama's EBITDA was still respectable at IDR 592.6 billion, representing a healthy 25% of revenue.





PERFORMANCE OVERVIEW: COAL MINING

Revenue of Berau in USD was up by 11%

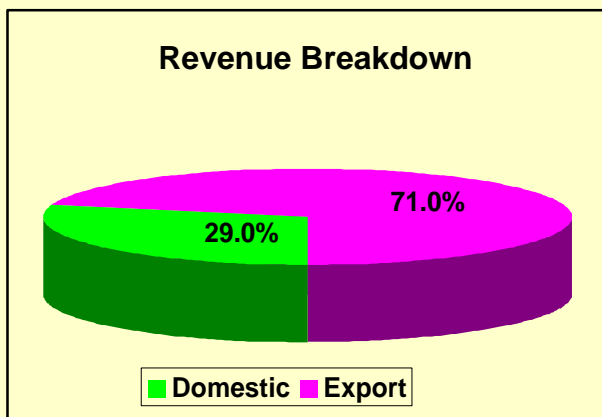
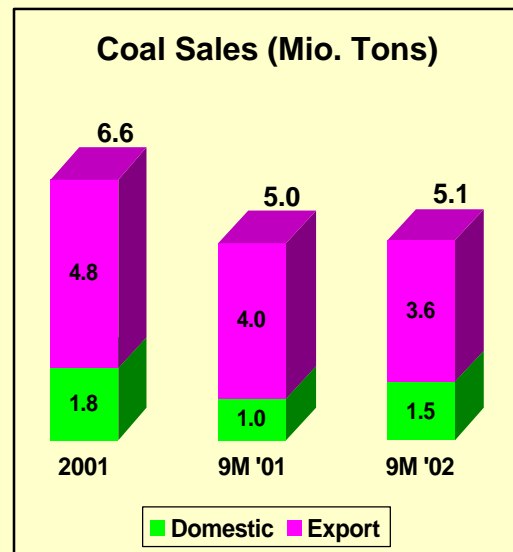
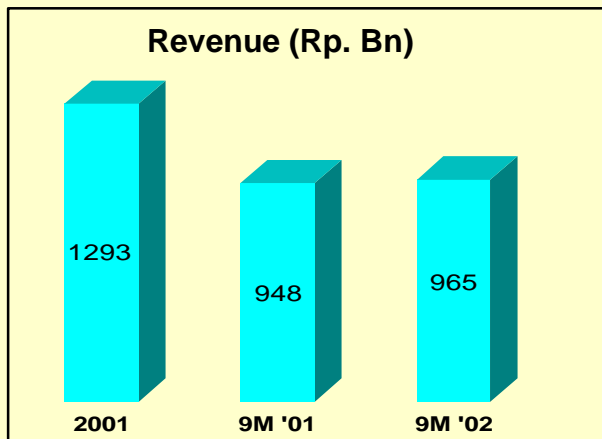
For the year, PT Berau Coal (Berau) booked better revenue, up to IDR 965.0 billion from previously IDR 947.7 billion in 2001. In terms of USD, actually Berau's revenue was up by 11%. The growth was driven more by the fact that this year coal's average selling price is better than last year's, even though lately the price has been decreasing. So far, Berau has sold over 5.0 million tons, more or less the same with last year's sales during the same time span. Berau sold 71% of its coal to the export market.

EBITDA increased to US\$ 12.2 mio.

On the gross profit side, its margin has dropped to 11.7%, or 1% below last year's margin of 12.7%. Higher cost this year is due to increase fuel price and higher stripping ratio while the coal price itself is on the way down. Even so, the operating profit margin was maintained at 8.0% this year, just a tad below last year's margin of 8.2%. Berau's EBITDA has increased to US\$ 12.2 million for the year, or 3% above last year's EBITDA.

Divestment process is still ongoing

In the divestment process, the Company has released statement in September 2002 with news that the preconditions as set forth in the Shares Sales & Purchase Agreement was not met by the buyer. As stated clearly in the Agreement, then UT could call off the deal due to the circumstances. As of today, the divestment process is still ongoing.



For further information:

Investor Relations of PT United Tractors Tbk
 Attn. : Tjandrawati Waas / Thomas H. Aslim
 Ph. : 62 21 460-5980/5982
 Fax : 62 21 460-0655
 E-Mail : ir@unitedtractors.com
<http://www.unitedtractors.com>

September 30, 2002

PT UNITED TRACTORS Tbk and SUBSIDIARIES

Jl. Raya Bekasi Km. 22 - JAKARTA 13910

Phone (021) 4605959 - 4605979

Rate Rp/US\$: 2002 = 9,015 and 2001 = 9,675

CONSOLIDATED BALANCE SHEETS AS OF SEPTEMBER 30, 2002 AND 2001 (in million Rupiah)					CONSOLIDATED STATEMENTS OF INCOME AND RETAINED EARNINGS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2002 AND 2001 (in million Rupiah)			
ASSETS		LIABILITIES AND STOCKHOLDERS' EQUITY						
	2002	2001		2002	2001		2002	2001
CURRENT ASSETS			CURRENT LIABILITIES			NET REVENUE	5,364,995	5,478,438
Cash and cash equivalents	367,128	401,418	Short - term loans	122,558	35,922	COST OF REVENUE	4,452,591	4,416,976
Trade accounts receivable - net			Trade payables			GROSS PROFIT	912,404	1,061,462
Third parties	1,554,722	1,385,412	Third parties	1,128,447	768,265	OPERATING EXPENSES		
Related parties	21,569	21,139	Related parties	237,328	307,239	General and administrative	276,512	264,518
Other receivables - net	147,471	58,591	Others	34,315	24,260	Selling	57,748	52,285
Inventories - net	958,517	1,105,771	Accrued expenses	211,786	193,631	Total Operating Expenses	334,260	316,803
Prepaid taxes	276,247	235,446	Taxes payable	112,466	75,051	INCOME FROM OPERATIONS	578,144	744,659
Prepaid expenses	15,255	5,872	Customers' deposits	35,666	40,898	OTHER CHARGES (INCOME)		
Advances and prepayments	212,515	112,497	Current maturities of long-term debt			Loss (gain) on foreign exchange - net	(335,211)	68,097
Total Current Assets	3,553,424	3,326,146	Bank loans	1,051,644	243,443	Interest and finance charges	154,681	249,120
NON-CURRENT ASSETS			Obligations under finance leases	86,334	123,546	Interest income	(23,010)	(16,952)
Restricted cash and time deposits	74,720	55,890	Total Current Liabilities	3,020,544	1,812,255	Gain on sale of property, plant & equipment	(13,658)	2,388
Due from related parties-net	1,329	28,574	NON-CURRENT LIABILITIES			Miscellaneous	(11,463)	(28,749)
Deferred tax assets - net	401,662	608,471	Due to related parties	101,790	109,108	Other Income - Net	(228,661)	273,904
Investments in bonds	5,815	6,416	Deferred tax liabilities	2,022	4,222	EQUITY IN NET INCOME (LOSSES) OF ASSOCIATES AND JOINT OPERATIONS	(1,381)	17,708
Investments in associates and joint operations	69,729	88,530	Deferred gain from sale-and-leaseback transactions	5,410	8,593	PROFIT BEFORE INCOME TAX	808,186	453,047
Property, plant and equipment - net	1,817,402	1,632,230	Long-term debts - net			INCOME TAX BENEFIT (EXPENSE)	(408,109)	(130,077)
Deferred exploration and development expenditure - net	315,912	344,148	Bank loans	1,868,784	3,228,459	INCOME BEFORE MINORITY INTEREST	400,077	322,970
Deferred stripping costs	119,238	88,738	Obligations under finance leases	119,418	151,636	MINORITY INTERESTS IN NET INCOME OF SUBSIDIARIES	(17,810)	(20,603)
Deferred charges	3,784	34,425	Provision for restorations and mine closure	10,929	-	NET INCOME	382,267	302,367
Other assets	34,844	40,442	Total Non-Current Liabilities	2,108,353	3,502,018	BASIC EARNINGS PER SHARE	247	196
Total Non-Current Assets	2,844,435	2,927,864	MINORITY INTERESTS IN NET ASSETS OF SUBSIDIARIES	89,947	70,050			
			STOCKHOLDERS' EQUITY					
			Share capital	386,400	386,400			
			Additional paid-in capital	30,521	30,521			
			Translation difference	120,268	131,092			
			Exchange difference due to financial statement translation	128,272	115,455			
			Capital transactions of affiliates	13,747	13,747			
			Unrealized gains (losses) on securities available for sale	(20,480)	(9,906)			
			Property, plant and equipment revaluation reserve	22,750	22,750			
			Retained earnings (accumulated losses)	497,537	179,628			
			Total Stockholders' Equity	1,179,015	869,687			
TOTAL ASSETS	6,397,859	6,254,010	TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	6,397,859	6,254,010			

Jakarta, October 30, 2002
PT UNITED TRACTORS Tbk
S.E. & O

THE BOARD OF DIRECTORS