

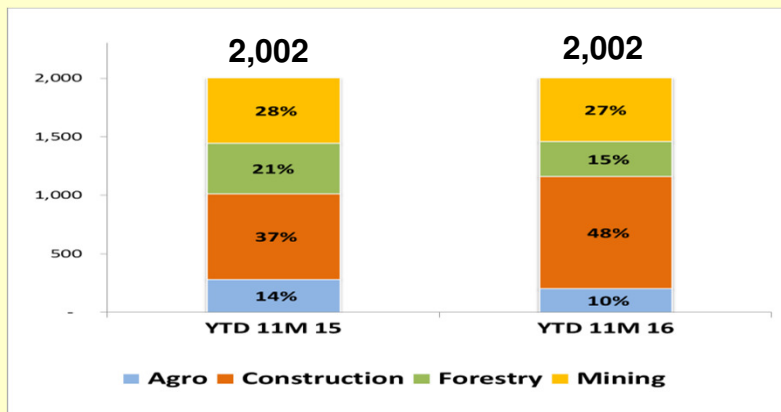


# UNITED TRACTORS

## Operational Updates as of November 2016

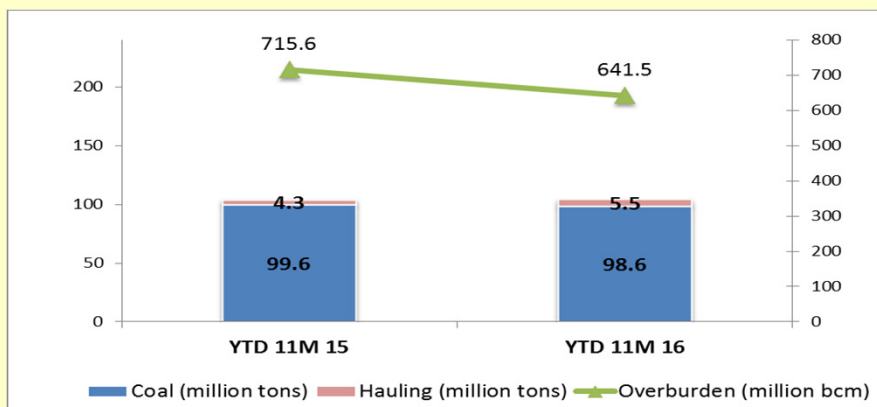
**Construction Machinery**  
United Tractors

### Komatsu YTD Sales Volume (in unit)



Komatsu monthly sales volume for November 2016 was 196 units. Market share for YTD 11M 16 was 32%.

### Coal Production & Hauling and Overburden Removal

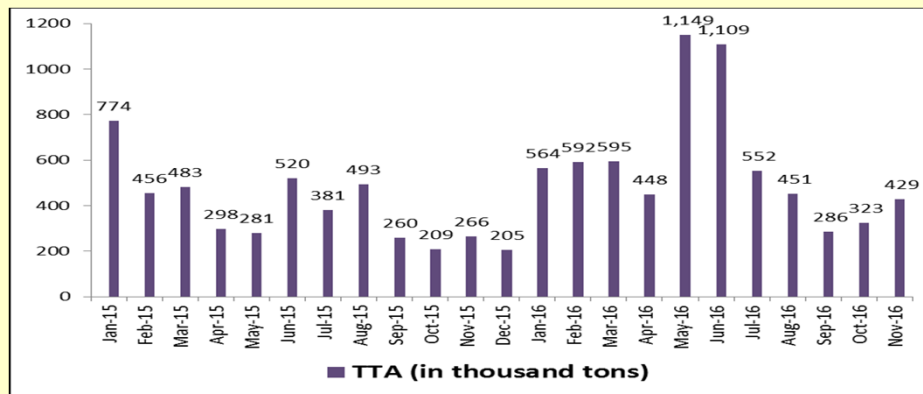


Note: Hauling refers to coal transported by PAMA from mine to stockpile/ jetty, produced by other contractor.

**Mining Contracting**  
Pamapersada Nusantara

**Coal Mining**  
TTTA Mines

### Coal Sales Volume (in 000 ton)



YTD 11M 15: 4,421,000 tons

YTD 11M 16: 6,497,000 tons

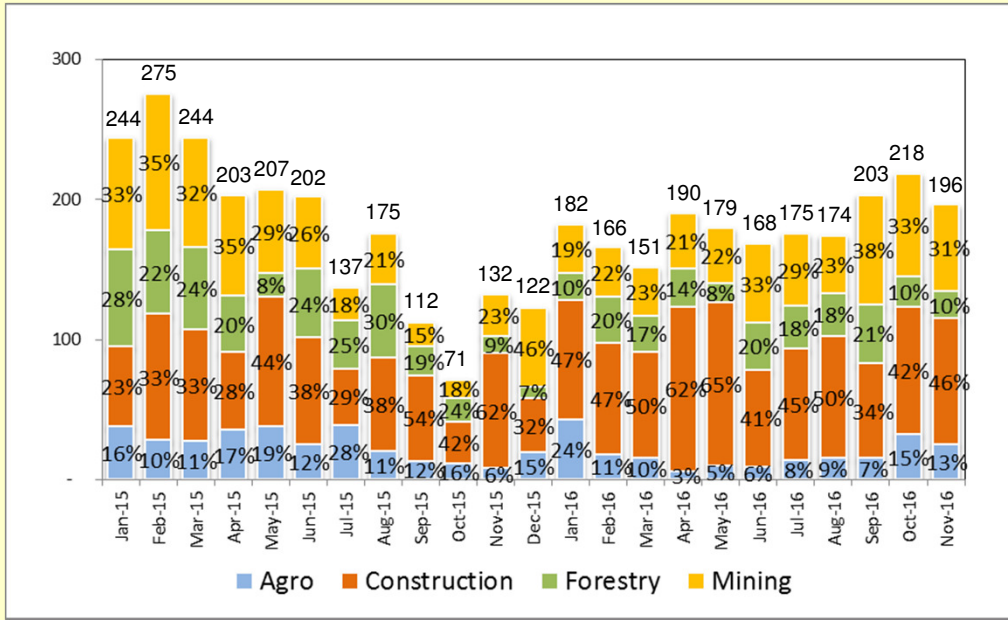


# Historical Performance

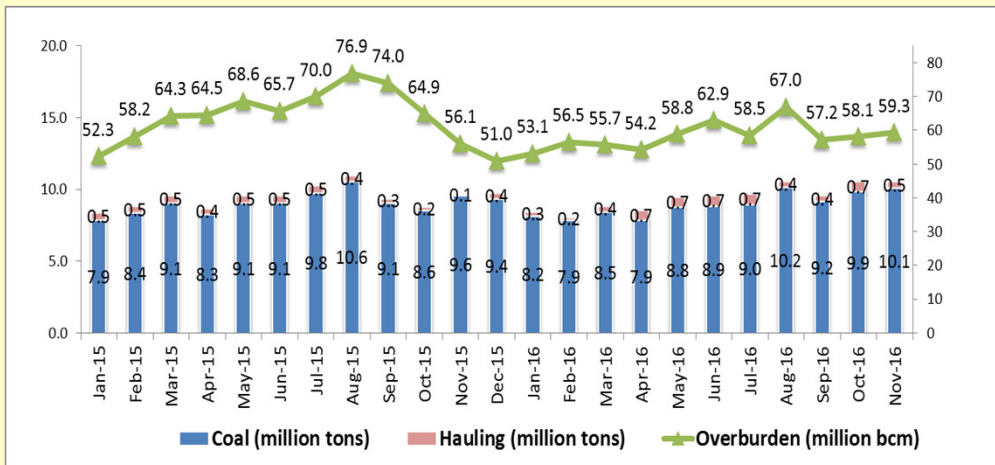


## Construction Machinery United Tractors

### Historical Komatsu Monthly Sales Volume (in unit)



### Historical Coal Production & Hauling and Overburden Removal



Note: Hauling refers to coal transported by PAMA from mine to stockpile/ jetty, produced by other contractor



## Mining Contracting Pamapersada Nusantara