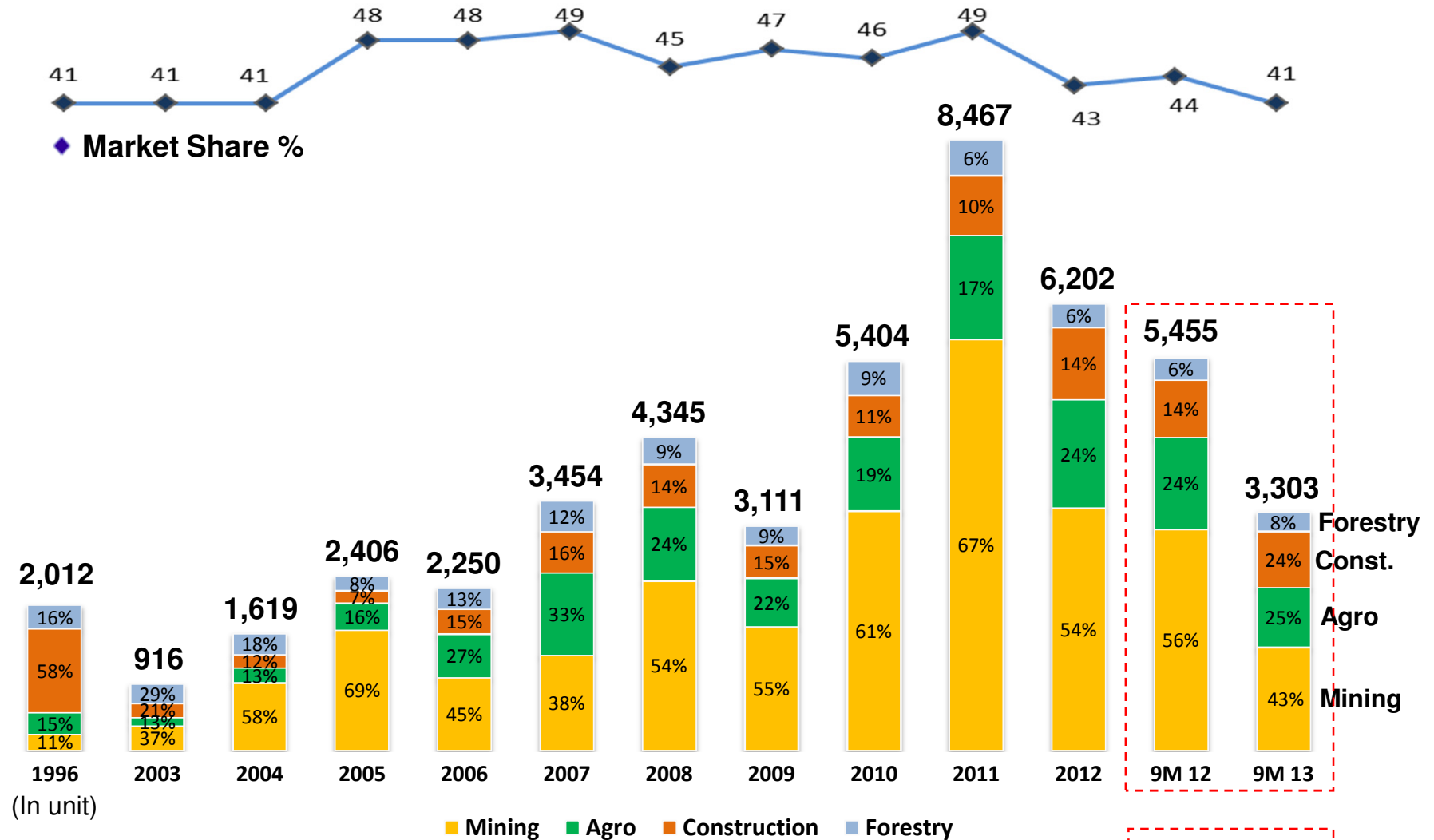




Analyst Gathering – 2013

Jakarta, 6 November 2013

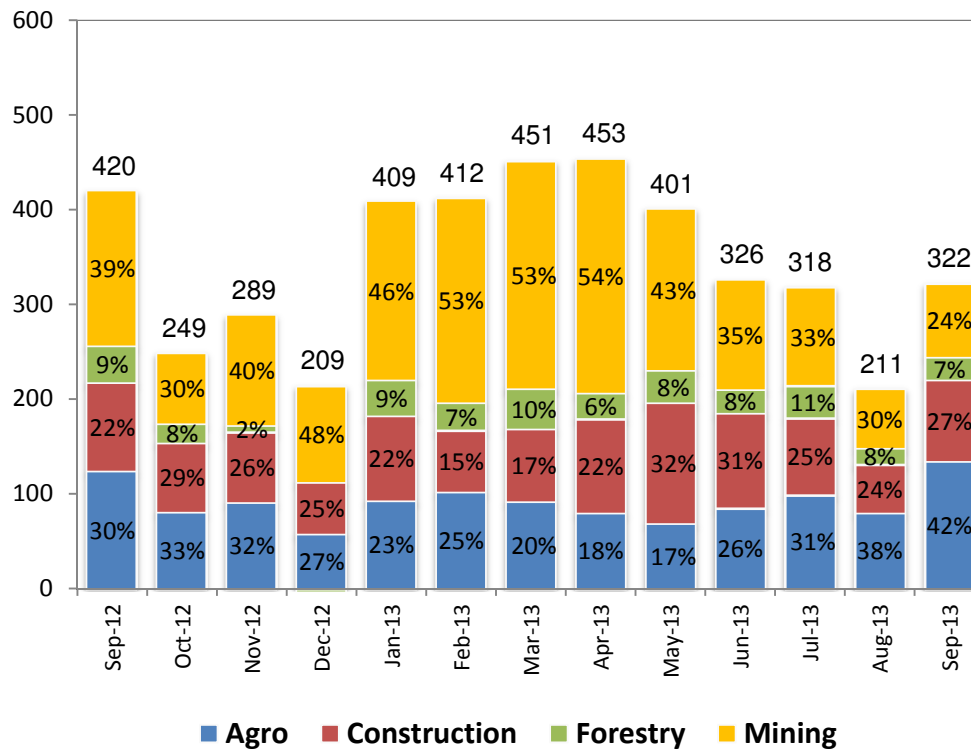
Komatsu Sales (in unit) & Market Share



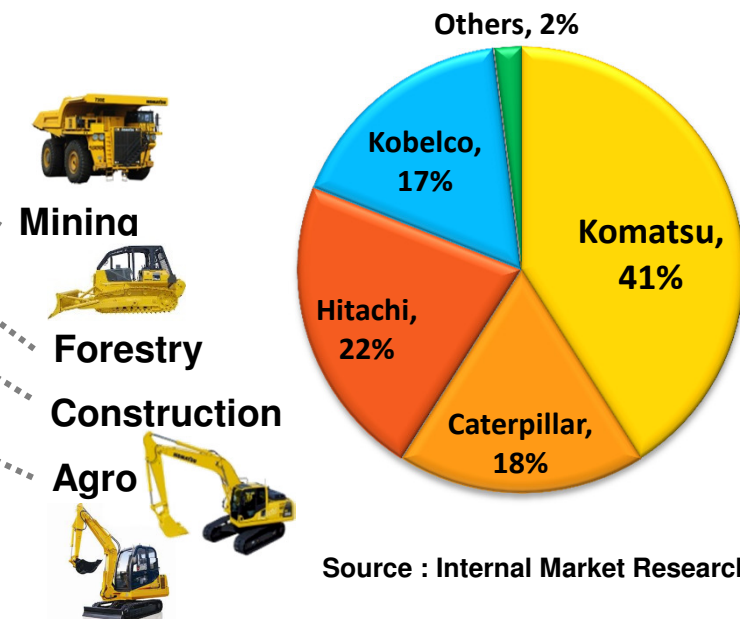
Total Indonesian Market for Heavy Equipment - Units												
4,908	2,247	3,964	4,993	4,687	7,038	9,684	6,644	11,781	17,360	14,421	12,400	8,050

Construction Machinery

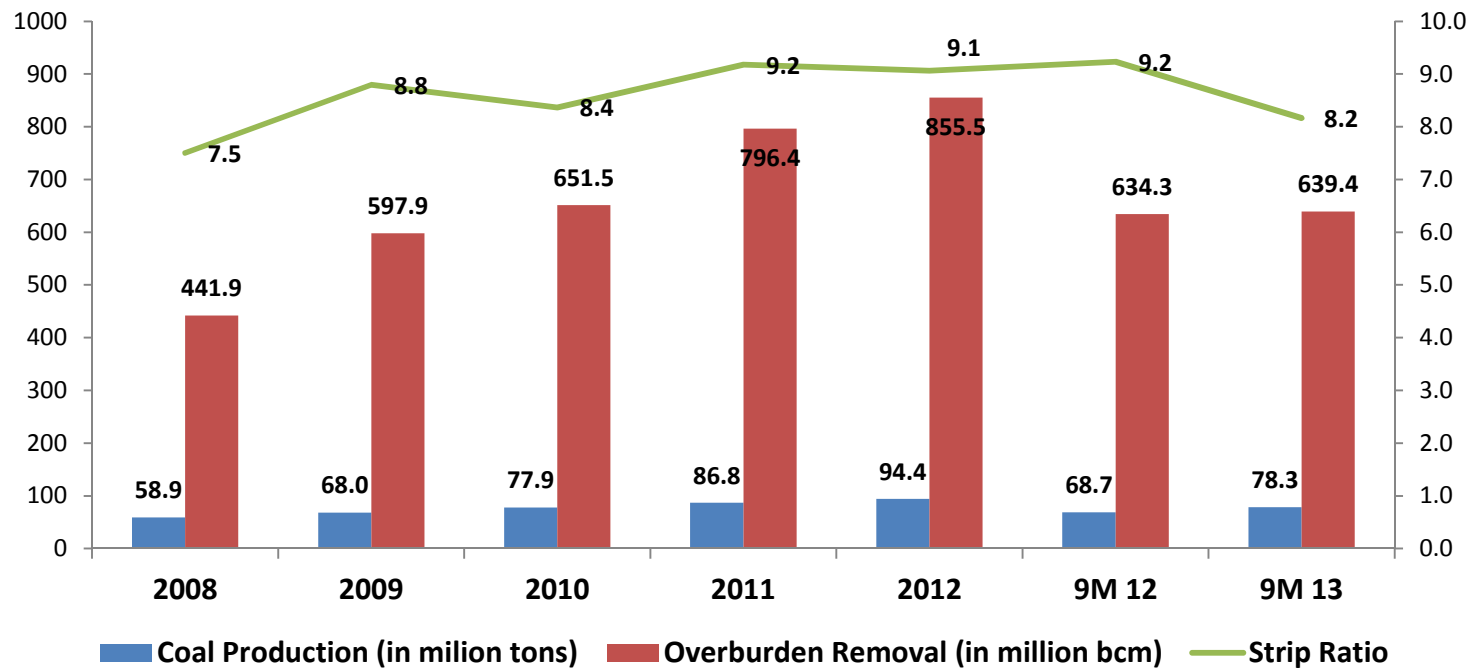
Komatsu Monthly Sales Volume (in unit)



Market Position as of 30 September 2013



Pamapersada Nusantara

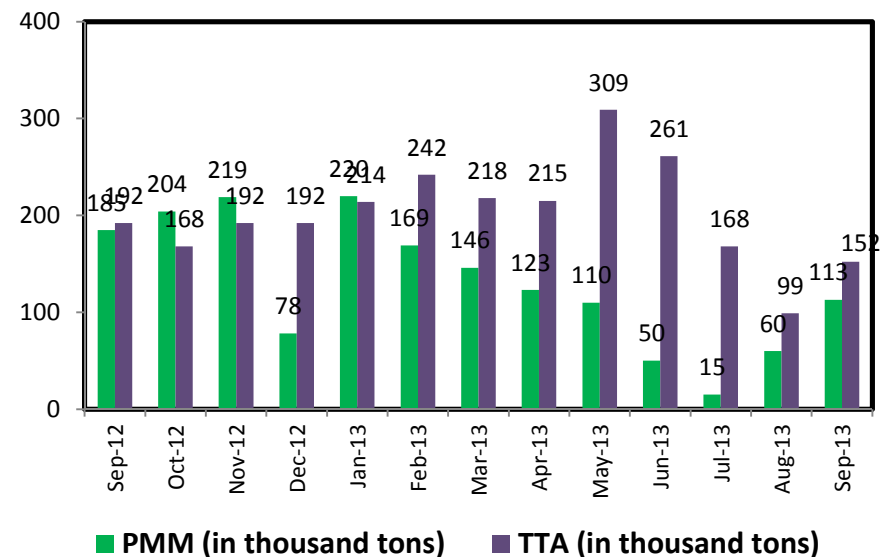
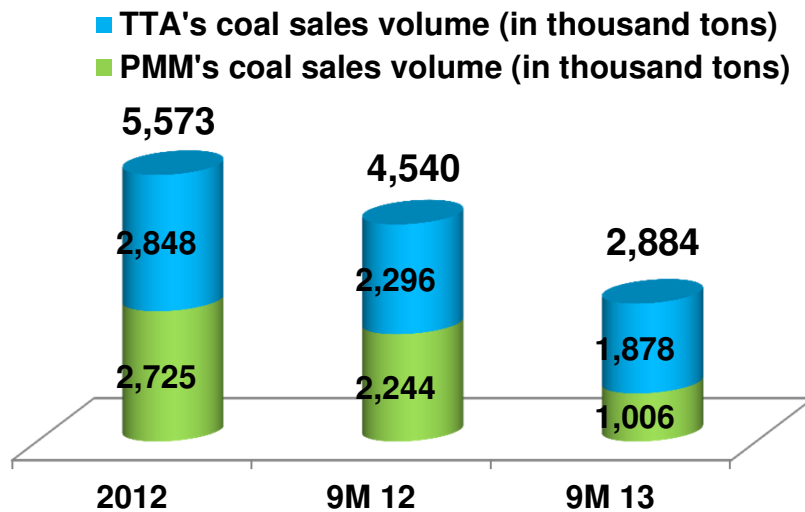


Coal by Customer	2010	2011	2012
Adaro	16.1	17.0	17.2
Indominco	10.2	12.3	13.9
KPC	10.4	11.9	12.7
Kideco	10.9	11.2	12.6
Jembayan	9.6	8.1	6.9
Trubaindo	4.1	5.3	4.8
Bukit Asam	4.7	4.9	6.4
Others	11.9	16.1	19.9
Total	77.9	86.8	94.4

OB by Customer	2010	2011	2012
Adaro	90.9	124.1	131.0
Indominco	139.3	159.9	188.4
KPC	96.8	113.4	117.2
Kideco	80.1	95.4	100.7
Jembayan	87.2	83.9	95.0
Trubaindo	50.0	64.3	58.0
Bukit Asam	21.5	25.1	26.8
Others	85.5	130.3	138.4
Total	651.5	796.4	855.5

Coal Mining

In 9M 2013, from PT Prima Multi Mineral and PT Tuah Turangga Agung recorded total coal sales volume of 2.88 million tons, or down 36%.



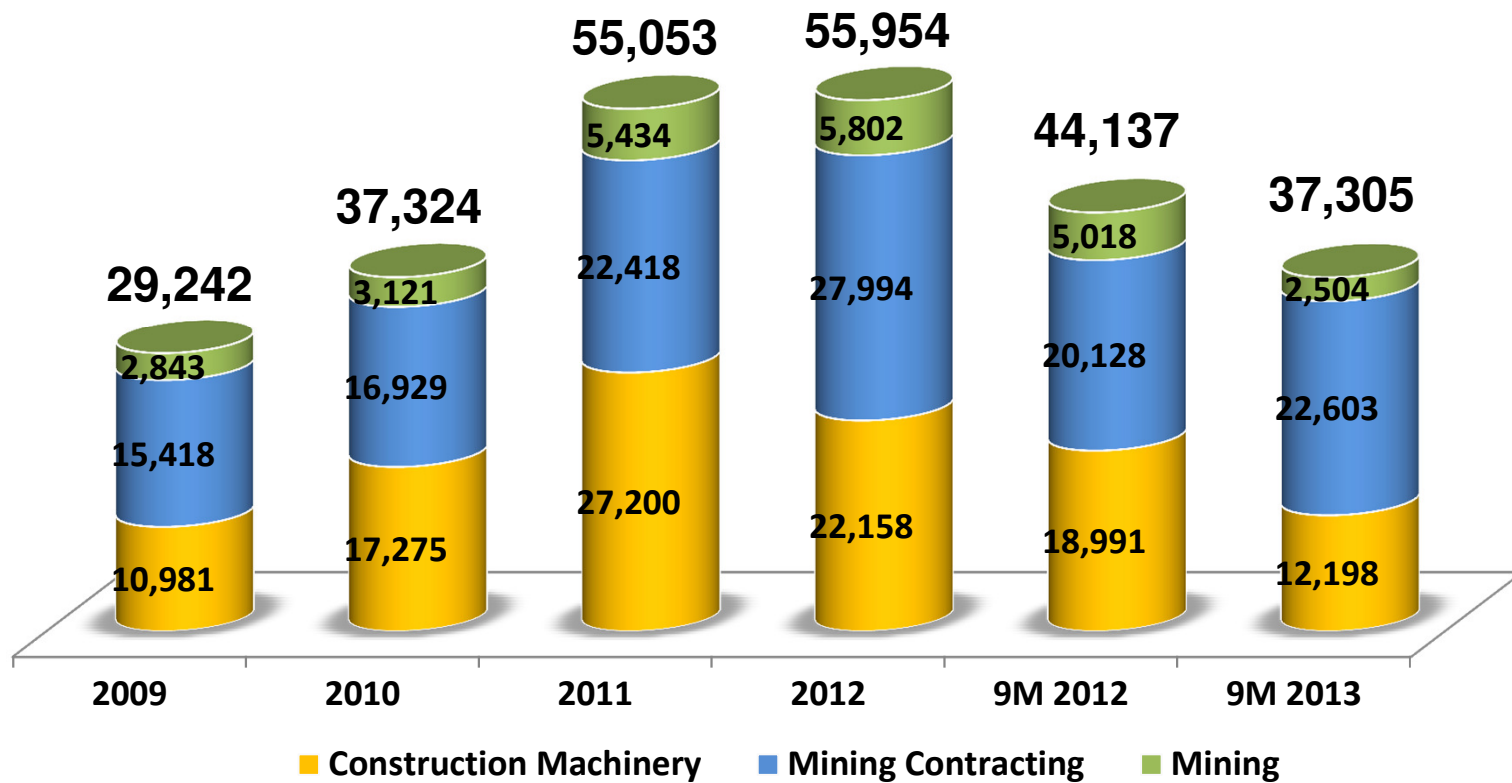
Parameter	PMM	TTA
	Typical Specification	Typical Specification
Ash	13%	10.5%
Sulphur	0.90%	0.47%
Calorific Value	6,700 kcal/kg	6,300 kcal/kg
Total Moisture	13%	13.7%
Inherent Moisture	5.0%	7.4%
Hardgrove Grindability Index	40	48



Financial Highlights

In Rp billion	2009	2010	2011	2012	9M 2012	9M 2013
Exchange rate (Rp/US\$)	9,400	8,991	9,068	9,670	9,588	11,613
Revenue	29,242	37,324	55,053	55,954	44,137	37,305
Gross Profit	6,671	6,796	10,194	10,520	8,218	6,791
<i>Gross Profit Margin</i>	<i>22.8%</i>	<i>18.2%</i>	<i>18.5%</i>	<i>18.8%</i>	<i>18.6%</i>	<i>18.2%</i>
Operating Profit	5,266	5,162	7,615	7,566	5,923	4,702
<i>Operating Profit Margin</i>	<i>18.0%</i>	<i>13.8%</i>	<i>13.8%</i>	<i>13.5%</i>	<i>13.4%</i>	<i>12.6%</i>
Net Income	3,818	3,873	5,901	5,780	4,469	3,379
Earning per Share (Rp)	1,147	1,164	1,657	1,549	1,198	906
Cash	2,769	1,343	7,135	3,995	3,798	7,593
Total Assets	24,405	29,701	46,440	50,301	50,301	56,619
Total Liabilities	10,454	13,536	18,936	18,000	19,974	22,769
Net DER	0.07	0.27	-0.09	0.06	0.09	-0.10

Consolidated Revenue
(In Rp billions)



Product Launches



Komatsu Excavator PC200-8
New Generation
January 2013



UD Trucks – Quester
Agustus 2013



Thank You

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United Tractors in Brief

Appendix



Established in
13 October 1972



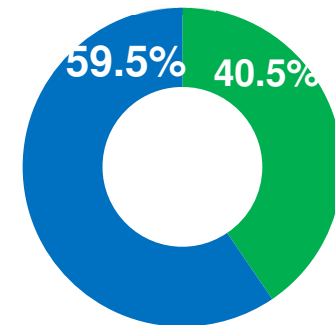
No. of employee :
27,875 people
(as of 30 September 2013)



Went Public in
19 September 1989

Market Cap. :
Rp 60.8 trillion (as of 30
September 2013)

Shareholder Composition:



Network :

19 branches, 22 site support,
11 rep. offices, and
14 mine offices



Main business :



Construction
Machinery



Mining
Contracting



Coal Mining

3,730,135,136 shares as
of 30 September 2013

Subsidiaries & Associated Companies

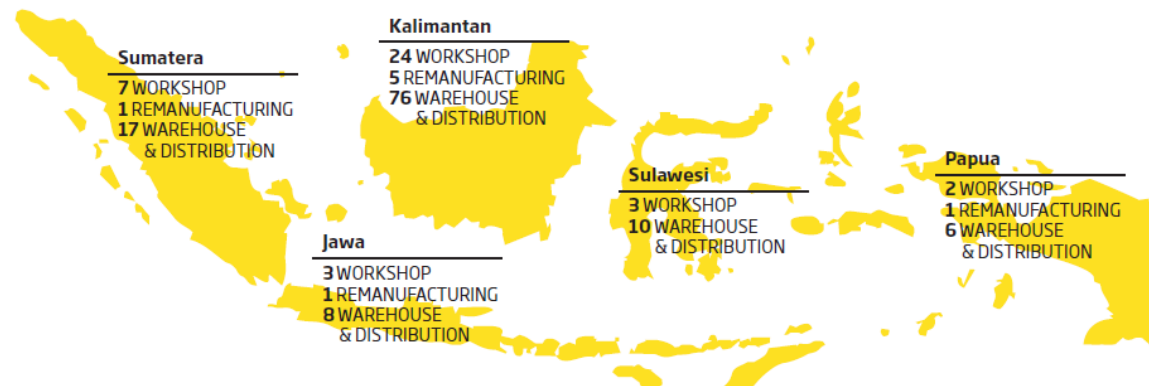
No	Company	Year	Business Activities	Ownership
1	PT Bina Pertiwi	1976	Farm Tractors	100%
2	PT Komatsu Indonesia	1982	Komatsu Heavy Equipment Manufacturer	5%
3	PT United Tractors Pandu Engineering	1983	Component and Fabrication	100%
4	PT Pamapersada Nusantara	1988	Mining Contracting	100%
5	PT United Tractors Semen Gresik	1992	Limestone Quarry Contracting	45%
6	UT Heavy Industry (S) Pte Ltd	1994	Distribution Arm in Singapore	100%
7	PT Komatsu Remanufacturing Asia	1997	Engine and Component Recondition	49%
8	PT Multi Prima Universal	2008	Used Equipment and Rental	100%
9	PT Tuah Turangga Agung	2008	Coal Mining	100%
10	PT Harmoni Mitra Utama	2008	Logistics and Distribution	35%
11	PT Andalan Multi Kencana	2010	Commodity/ generic parts	100%
12	PT Universal Tekno Reksajaya	2011	Engine and Component Recondition	100%

Construction Machinery

Appendix

- The Construction Machinery business offers a full range of heavy equipment solution to customers in a diverse range of industries, i.e. mining, plantations, construction, forestry, material handling, and transportation.
- It accounted for 40.0% of Total Consolidated Revenue in 2012.
- It has acted as the exclusive distributors of Komatsu in Indonesia since 1973.
- Has one of the largest distribution network in Indonesia comprised of 19 branch offices, 22 site-support offices and 11 representative offices spread across Indonesia.

A COMPANY WITH **NATIONWIDE COVERAGE**



39 WORKSHOP
8 REMANUFACTURING
117 WAREHOUSE & DISTRIBUTION

KOMATSU



SCANIA



TADANO



Valmet

Komatsu Forest



BOMAG



UD TRUCKS



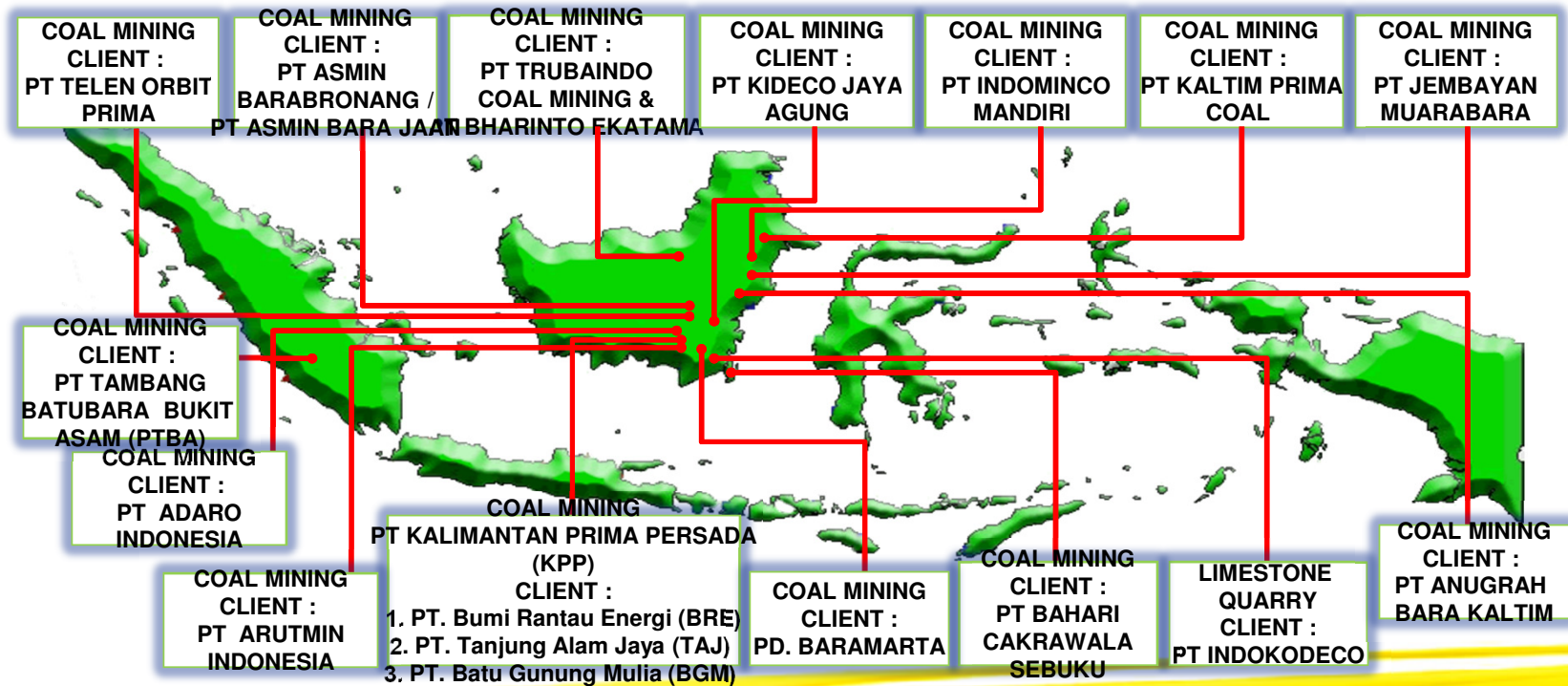
UNITED TRACTORS

Mining Contracting

Appendix

- The Mining Contracting Business, operated through PT Pamapersada Nusantara (“Pama”), providing a range of world class mining services that extends from mine design, exploration, extracting, hauling, barging and loading.
- Established in 1988, nowadays Pama is the largest coal mining contractor in Indonesia in terms of net revenue, capturing 41% of the market (based on internal market research).
- Pama has been working together with some of the largest and most respected coal operators in Indonesia as client such as Adaro, Indominco, Kideco, KPC, Jembaran and Bukit Asam.

Pama Mining Operations



Coal Mining

Appendix

- The mining business is operated through the PMM Mines and PT Tuah Turangga Agung (“TTA”).
- As of December 2012, total coal sales volume of 5.6 million tones.
- Currently Company holding nine mining concessions with estimated coal reserves totalling 424 million tons, ranging from medium to high quality coal.



No	Concession	Percentage of Ownership	Location	Mineable Reserves (in million tons)	Quality (Kcal/kg) adb	Production Capacity per Annum (in million tons)	Production in 2011 (in million tons)	Production in 2012 (in million tons)
1	PMM Mines	100%/ Pama	Rantau, South Kalimantan	8	6,700	3.0	3.5	2.7
2	Tuah Turangga Agung (TTA) Mine	100%	Kapuas, Central Kalimantan	32.8	6,300	2.5	1.0	2.8
3	Agung Bara Prima (ABP) Mine	100%/ TTA	Kapuas, Central Kalimantan	9.2	6,300	0.5 - 1	0	0
4	Bukit Enim Energi (BEE) Mine	20%/ Pama	Muara Enim, South Sumatera	200	4,500 - 6,000	5	0	0
5-6	Asmin Bara Bronang (ABB) and Asmin Bara Jaan (ABJ)	75.4%/ Pama	Kapuas and Murung Raya, Central Kalimantan	84	5,800 – 7,100	7	0	0
7-8	Duta Sejahtera Mine (DS) and Duta Nurcahya (DN) mine	60%/ TTA	Barito Utara, Central Kalimantan	45	6,000 – 6,300	2	0	0
9	Piranti Jaya Utama	60%/TTA	Kapuas, Central Kalimantan	45	5,400		0	0
	Combined Reserves			424			4.5	5.6