

PT United Tractors Tbk

Public Expose

9 August 2017



Construction Machinery ◦ Mining Contracting ◦ Coal Concession ◦ Construction Industry ◦ Energy

United Tractors in Brief



Establish in:
13 October 1972



Network:
**20 branches, 22 site support,
10 rep. offices, and 14 mine offices**



No. of employee
(as of June 2017)
27,953 people

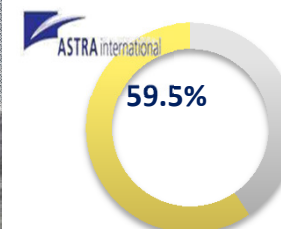
Main Business:



**Construction
Machinery**



**Mining
Contracting**



3,730,135,136 share as
Of 30 June 2017



Go Public:
**19 September
1989**



Market cap . (as of
June 2017)
Rp 102.4 trillion



Mining



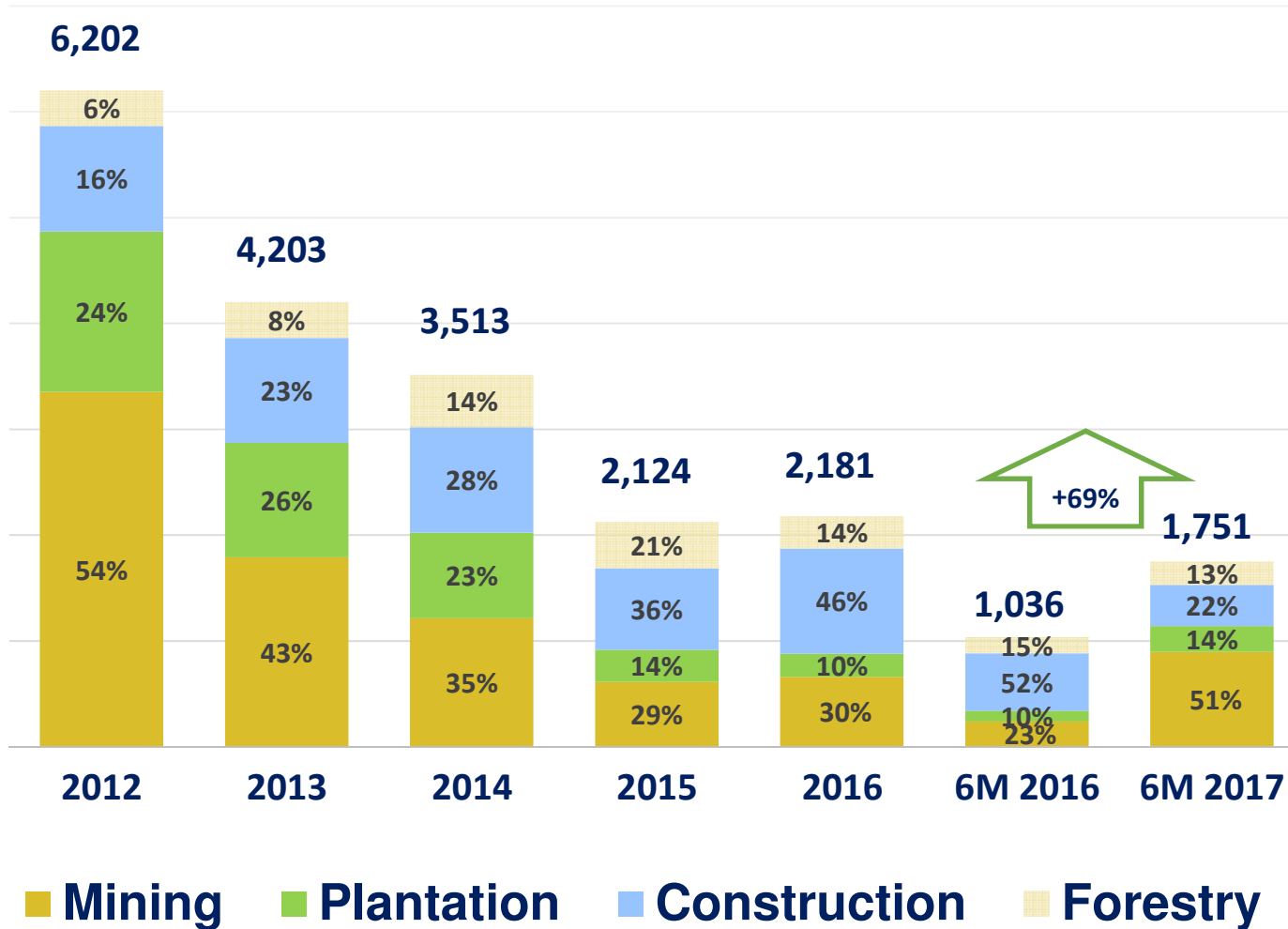
**Construction
Industry**



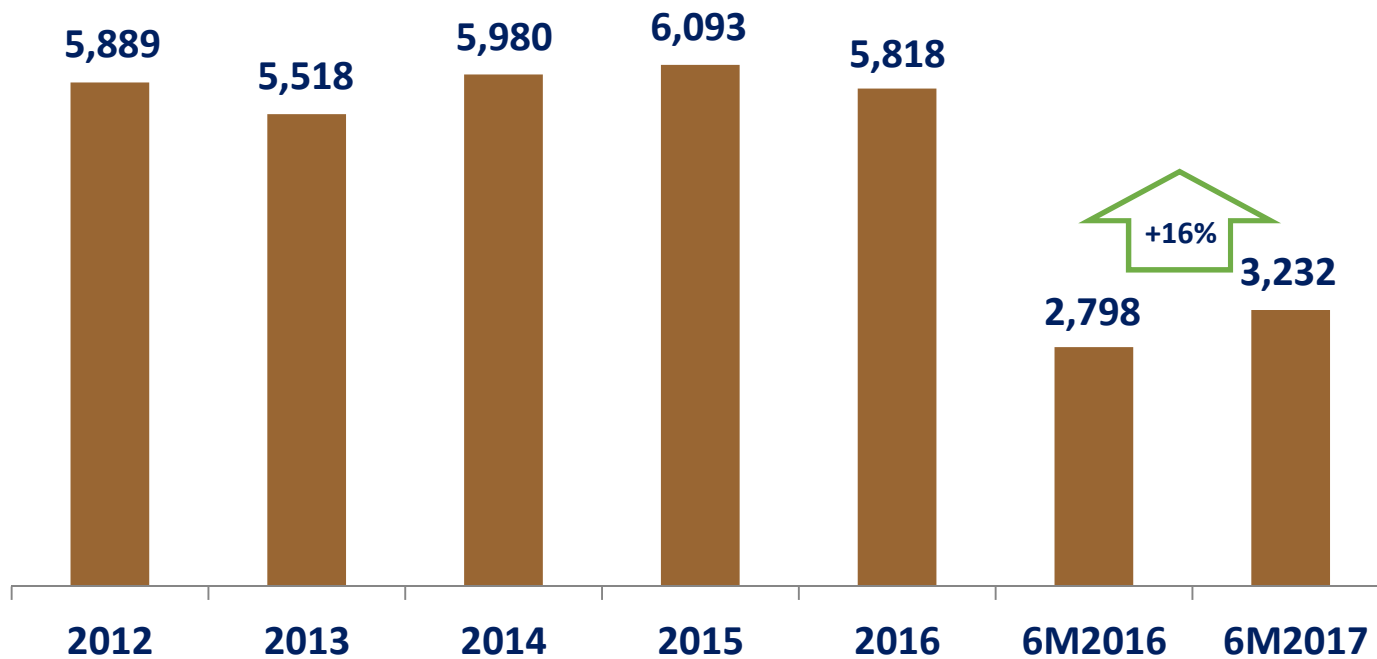
Energy

CONSTRUCTION MACHINERY

Komatsu Sales (in unit)

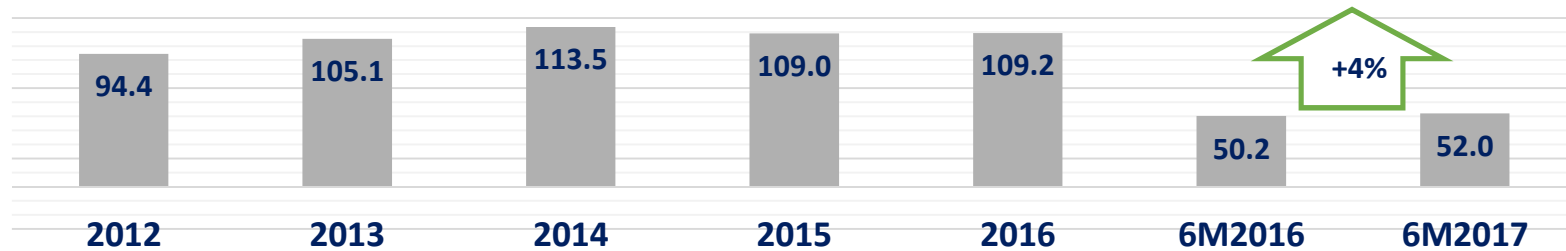


Parts & Service Revenue (after elimination in billion Rupiah)

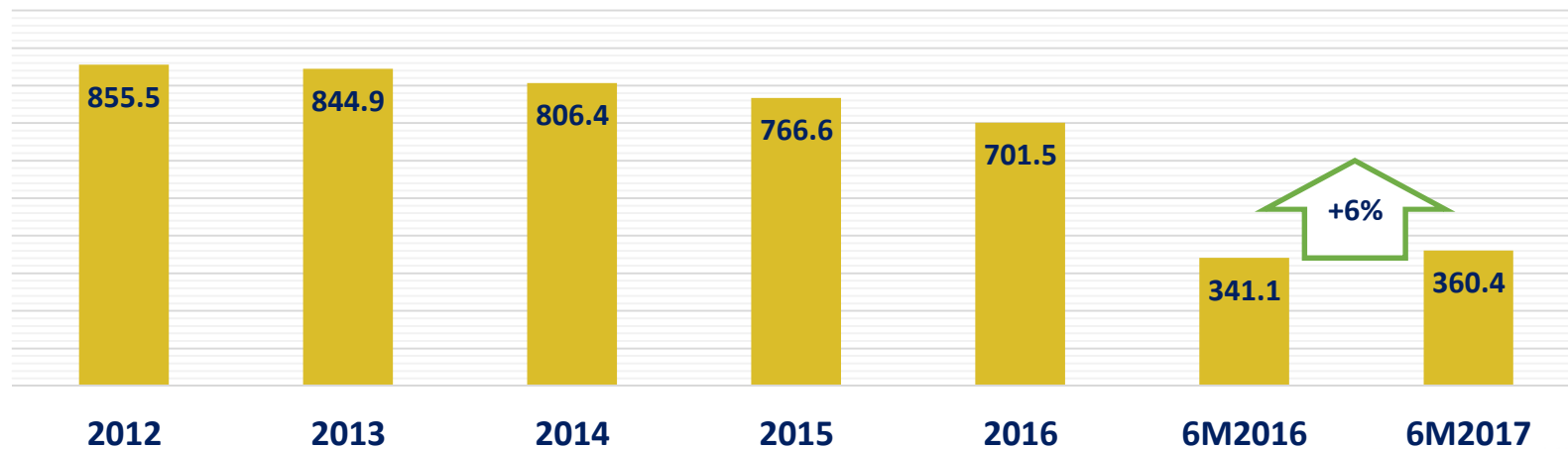


MINING CONTRACTING

Coal Production (in million ton)

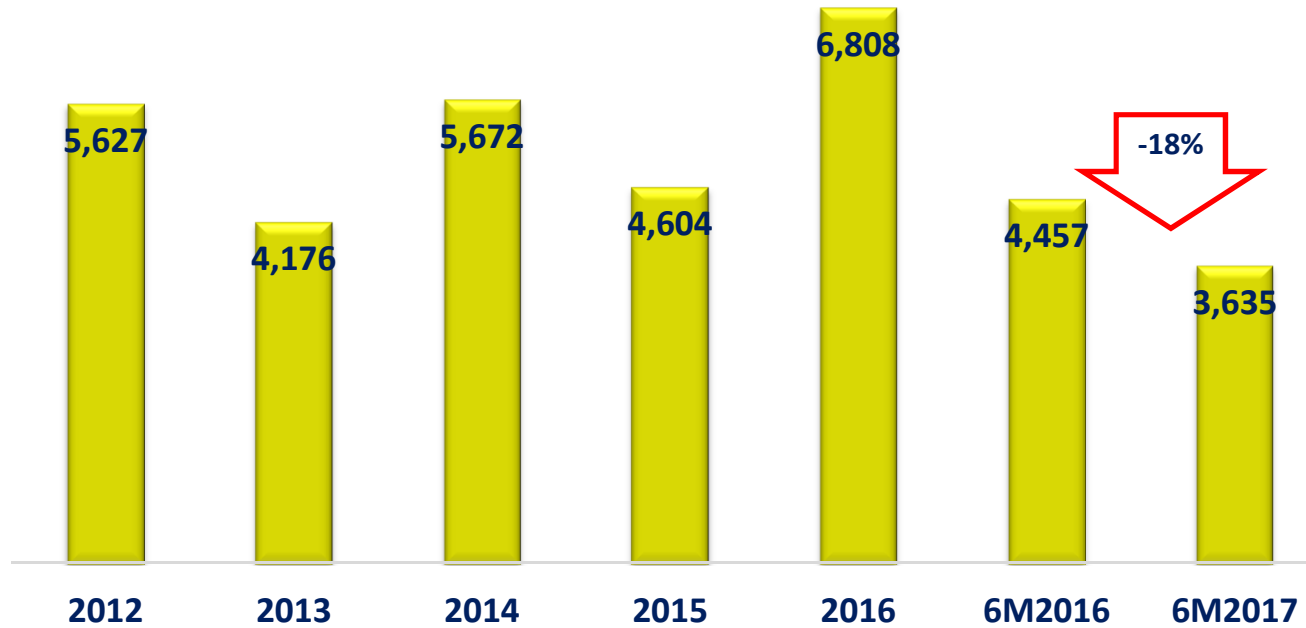


Overburden Removal (in million bcm (bank cubic metre))



MINING

Coal Sales Volume (in thousand tons)

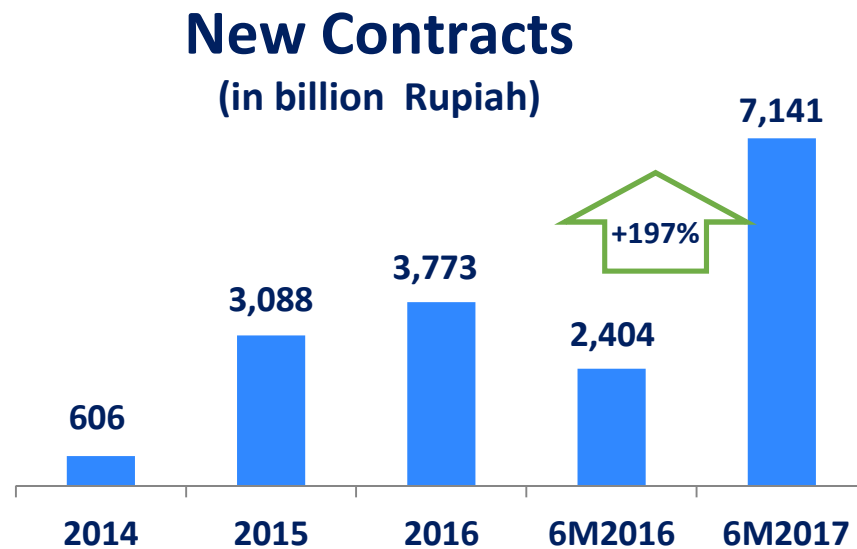


CONSTRUCTION INDUSTRY

Until June 2017, PT Acset Indonusa Tbk (ACSET) booked net revenue of Rp1.0 trillion and net profit of Rp64 billion, and obtained new contracts worth of Rp7.1 trillion compared Rp2.4 trillion in the same period 2016.

ACSET holds new contracts in 2017 for:

- Jakarta-Cikampek II elevated toll road
- Bakauheni-Sidomulyo toll road
- JORR II Kunciran-Serpong toll road



ENERGY

PLTU PAMA-1

LOCATION	BARUNANG, KALIMANTAN TENGAH
CAPACITY	2 x 15 MW
INVESTMENT	US\$ 60 million
OWNERSHIP	100% / PT ENERGIA PRIMA NUSANTARA
START	January 2015
PROGRESS	Civil : 90% ; Electrical, Mechanical & IC: 79%



Photo: PLTU PAMA-1, July 2017

PLTU Jawa-4 (Tanjung Jati 5 & 6)

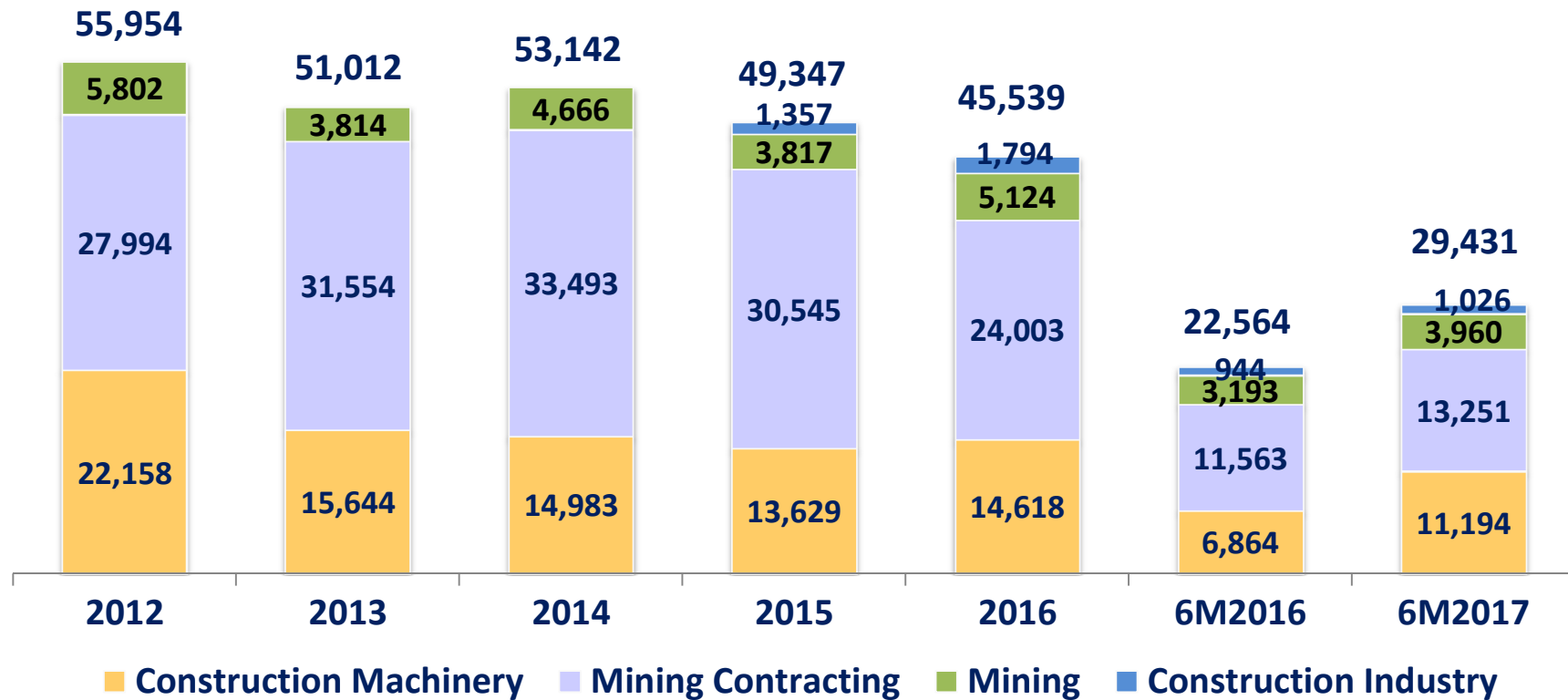
LOCATION	JEPARA, JAWA TENGAH
CAPACITY	2 x 1,000 MW
INVESTMENT	US\$ 4.2 billion
OWNERSHIP	25% / PT UNITRA PERSADA ENERGIA
START	April 2017
PROGRESS	Construction work, operational target in 2021



Photo: PLTU Jawa-4 (Tanjung Jati 5&6), August 2017

Consolidated Revenue

(in billion Rupiah)



Financial Highlights

(in billion Rupiah)

Expressed in billion Rupiah							
Year	2012	2013	2014	2015	2016	6M2016	6M2017
Exchange rate (Rp/US\$)	9,670	12,189	12,440	13,795	13,436	13,180	13,319
Net Revenue	55,954	51,012	53,142	49,347	45,539	22,564	29,431
Gross Profit	10,521	9,517	12,070	11,702	9,661	4,151	6,249
Gross Profit Margin	18.8%	18.7%	22.7%	23.7%	21.2%	18.4%	21.2%
Net Income*	5,780	4,834	5,370	3,853	5,002	1,854	3,423
Earning per Share (in full Rp)	1,549	1,296	1,437	1,033	1,341	497	918
Cash	3,995	7,936	10,060	15,413	19,461	14,609	22,112
Total Assets	50,301	57,362	60,307	61,715	63,991	58,990	78,259
Total Liabilities	18,000	21,713	21,777	22,465	21,369	19,378	33,494
Debt/Equity (gearing) ratio	6.00%	net surplus	net surplus	net surplus	net surplus	net surplus	net surplus

(*): Profit after tax attributable to owners of the parent. Excluding the impairment test's results, the Company recorded net income of Rp 6,9 trillion in 2014 and Rp 6,4 trillion in 2015 .

Events Highlight in 2017

- ✓ 23 March 2017, the Company through its subsidiary Tuah Turangga Agung has completed the acquisition of 80.1% ownership in PT Suprabari Mapanindo Mineral, a coking coal concession in Central Kalimantan.
- ✓ 31 March 2017, 25%-owned PT Bhumi Jati Power (BJP) has completed its project financing agreement with lenders (*financial close*). BJP will develop and operate 2x1,000 MW thermal power plant in Jebara, Central Java.
- ✓ 11 April 2017, launch of Komatsu Excavator PC195LC-8 (19.5 ton class for construction sector).



Thank You

