INDOPREMIER

United Tractors

HOLD *(unchanged)*

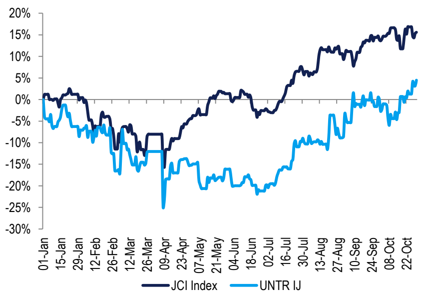
Company Update | Coal | UNTR IJ | 30 October 2025

Stock Data

Target price	**Rp27,000**
Prior TP	*Rp27,000*
Current price	Rp27,975
Upside/downside	*-3%*
Shares outstanding (mn)	3,730
Market cap (Rp bn)	104,351
Free float	38%
Avg. 6m daily T/O (Rp bn)	90

Price Performance

	3M	6M	12M
Absolute	14.8%	23.2%	5.9%
Relative to JCI	6.4%	2.3%	-2.2%
52w low/high (Rp)		20,100 – 28,500	



Major Shareholders

Astra International	59.5%

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3Q25 result: weak due to soft volumes and forex/impairment loss

- UNTR reported 9M25 NP of Rp11.5tr (-26% yoy) which came in-line with ours but below consensus at 73%/68% respectively.
- Robust Pama margin and volumes (+450bps/+6% qoq) was being offset by lower Komatsu/mining margin from lower volumes.
- We maintain our NP estimates for now; reiterate Hold at unchanged SOTP-based TP of Rp27,000/share.

3Q25 NP declined on soft volumes and forex/impairment loss

UNTR reported 9M25 NP of Rp11.5tr (-26% yoy), which came in-line with ours but below consensus FY25F forecast at 73/68% respectively. However, downside to share px appears limited post announcement of Rp2tr buyback program. On qoq basis, 3Q25 NP dropped to Rp3.3tr (-32% qoq) due to high base effect in 2Q25 from one-off forex/divestment gain of ~Rp450/500bn. On core basis, NP still declined to Rp3.7tr (-11% qoq), largely driven by a drop in Komatsu, coal, and gold sales volume (-31/-14/-21% qoq)\ which offsets higher Pama volume/margin (+6%/+450bps qoq). Below operating line, UNTR recorded forex/impairment loss (from non-mineable exploration in Martabe) of Rp350/150bn in 3Q25.

HE earnings declined due to lower volume and big machine sales

Construction machinery revenue declined to Rp8.5tr in 3Q25 (-15% qoq), driven by a combination of lower Komatsu sales volume of 925 units (-31% qoq) and lower big machine sales portion of 22% (2Q25: 24%), leading to lower ASP of Rp4bn/unit (-3% qoq). As a result, pre-tax margin declined to 8% (-244bps qoq) and pre-tax profit dropped to Rp915bn (-37% qoq).

Higher Pama volume and lower capex led to margin recovery

Pama 3Q25 revenue rose to Rp14.1tr in 3Q25 (+5% qoq) on higher coal production/OB volume of 41Mt/296mbcm (+11/+6% qoq) as rainfall eased, albeit ASP declined to Rp42k/t (-2% qoq). Hence, pre-tax margin recovered to 16% (+450bps qoq) and pre-tax profit surged to Rp2.8tr (+48% qoq).

Mining NP dropped due to soft volumes and high base 2Q25

Coal mining pre-tax profit plunged to Rp116bn in 3Q25 (-92% qoq) as pre-tax margin dropped to 2% (-1,769bps qoq) after high base in 2Q25, exacerbated by lower volumes (-14% qoq). While mineral mining pre-tax profit also declined to Rp836bn (-45% qoq) attributed to lower gold sales volume of 53koz (-21% qoq) and impairment loss of Rp150bn.

Reiterate Hold at unchanged SOTP-based TP of Rp27,000/sh

We maintain our NP estimates for now, pending on 3Q25 earnings call. Reiterate our Hold rating at unchanged SOTP-based TP of Rp27,000 as we see limited earnings upside vs. market's expectation. Key downside risk is weak coal price, which may pressure TTA's margins and Pama volumes.

Financial Summary (Rp bn)	2023A	2024A	2025F	2026F	2027F
Revenue	128,583	134,427	136,313	147,298	149,773
EBITDA	37,367	36,181	30,959	35,118	36,173
Net profit	20,612	19,531	15,659	17,206	17,352
EPS growth	-2%	-5%	-20%	10%	1%
ROE	25%	20%	15%	15%	14%
PER (x)	5.1	5.3	6.7	6.1	6.0
EV/EBITDA (x)	2.8	2.7	3.0	2.5	2.3
Dividend yield	25%	8%	7%	7%	7%
IPS vs. consensus			92%	100%	100%

Source: Company, Indo Premier *Share price closing as of: 30 October 2025*

Fig. 1: 9M25 results summary

UNTR 9M25 results	9M25	9M24	% yoy	3Q25	3Q24	% yoy	2Q25	% qoq	IPS FY25F	% of IPS	Cons FY25F	% of cons
Revenue	100,465	99,558	1%	31,940	35,043	-9%	34,265	-7%	136,313	74%	132,590	76%
COGS	(78,429)	(73,842)	6%	(24,731)	(26,196)	-6%	(26,509)	-7%	#######	72%	#######	77%
Gross profit	**22,037**	**25,716**	**-14%**	**7,209**	**8,847**	**-19%**	**7,755**	**-7%**	**27,887**	**79%**	**30,128**	**73%**
Gross profit margin (%)	22%	26%		23%	25%		23%		20%		23%	
Opex	(5,130)	(4,860)	6%	(1,890)	(1,701)	11%	(1,596)	18%	(6,816)	75%	(6,533)	79%
EBIT	**16,906**	**20,856**	**-19%**	**5,319**	**7,146**	**-26%**	**6,159**	**-14%**	**21,071**	**80%**	**23,595**	**72%**
EBIT margin (%)	17%	21%		17%	20%		18%		15%		18%	
Depreciation & amortization	7,304	6,676	9%	2,561	1,163	120%	2,413	6%	9,888	74%	10,670	68%
EBITDA	**24,211**	**27,532**	**-12%**	**7,880**	**8,309**	**-5%**	**8,572**	**-8%**	**30,959**	**78%**	**34,265**	**71%**
EBITDA margin (%)	24%	28%		25%	24%		25%		23%		26%	
Interest income	925	848	9%	312	310	1%	305	2%	1,204	77%		
Interest expense	(2,002)	(2,048)	-2%	(664)	(667)	0%	(696)	-5%	(2,622)	76%		
Income from associates	(637)	379	-268%	58	113	-49%	(193)	-130%	0	N/A		
Others	295	715	-59%	(542)	1,290	-142%	958	-157%	950	31%		
Profit before tax	**15,487**	**20,750**	**-25%**	**4,481**	**8,193**	**-45%**	**6,532**	**-31%**	**20,603**	**75%**	**22,395**	**69%**
Income tax	(3,739)	(4,516)	-17%	(1,103)	(1,851)	-40%	(1,461)	-25%	(4,327)	86%		
Tax rate (%)	24%	22%		25%	23%		22%		21%			
Minority interest	(273)	(643)	-58%	(34)	(282)	-88%	(129)	-74%	(618)	44%		
Net profit	**11,475**	**15,592**	**-26%**	**3,345**	**6,059**	**-45%**	**4,943**	**-32%**	**15,659**	**73%**	**16,944**	**68%**
Net margin (%)	11%	16%		10%	17%		14%		11%		13%	
Core profit	**11,252**	**15,032**	**-25%**	**3,754**	**5,061**	**-26%**	**4,199**	**-11%**	**14,908**	**75%**	**16,944**	**66%**

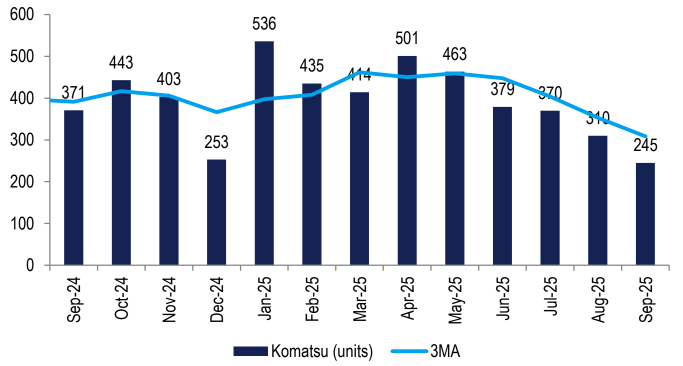
Source: Company, Indo Premier

Fig. 2: 9M25 operational summary

Operational summary	9M25	9M24	% yoy	3Q25	3Q24	% yoy	2Q25	% qoq	IPS FY25F	% of IPS	UNTR FY25F	% of cons
Komatsu												
Mining	2,287	2,165	6%	522	818	-36%	832	-37%		N/A		N/A
Forestry	374	301	24%	85	81	5%	151	-44%		N/A		N/A
Cons	476	453	5%	165	178	-7%	129	28%		N/A		N/A
Agro	516	402	28%	153	97	58%	232	-34%		N/A		N/A
Total units	**3,653**	**3,321**	**10%**	**925**	**1,174**	**-21%**	**1,343**	**-31%**	**4,600**	**79%**	**4,600**	**79%**
Komatsu ASP (Rp bn)	4.3	4.0	6%	4.0	5.1	-21%	4.1	-3%	4.0	107%		N/A
Komatsu revenue (Rp bn)	15,673	13,394	17%	3,714	6,001	-38%	5,561	-33%	18,400	85%		N/A
Mining contracting												
Coal (Mt)	109	112	-2%	41	42	-3%	37	11%	148	74%	152	72%
SR (x)	7.6	8.3	-8%	7.3	7.9	-8%	7.6	-5%	8.0	95%	8.2	92%
All-in mining fee (Rp k/t)	42.85	42.25	1%	41.97	41.93	0%	42.65	-2%	44.00	97%		N/A
Pama revenue (Rp bn)	40,194	43,623	-8%	14,106	15,693	-10%	13,477	5%	58,608	69%		N/A
Coal mining												
Thermal (Mt)	8.4	7.8	8%	2.7	1.9	43%	3.0	-11%	10.5	80%	10.6	79%
Coking (Mt)	2.8	2.4	18%	0.8	0.8	0%	1.0	-23%	3.5	81%	3.4	84%
Total volume (Mt)	**11.2**	**10.2**	**10%**	**3.4**	**2.6**	**31%**	**4.0**	**-14%**	**14.0**	**80%**	**14.0**	**80%**
Blended coal ASP (Rp k/t)	1,677	2,029	-17%	1,596	1,963	-19%	1,591	0%	1,656	101%		N/A
TTA revenue (Rp bn)	18,818	20,608	-9%	5,461	5,146	6%	6,309	-13%	23,187	81%		N/A
Gold mining												
Gold volume (k oz)	178	165	8%	53	56	-5%	67	-21%	240	74%	240	74%
Gold ASP (Rp mn/oz)	57.97	40.83	42%	62.86	42.21	49%	60.37	4%	53.71	108%		N/A
Gold revenue (Rp bn)	10,318	6,738		3,331	2,364	41%	4,045	-18%	12,890	80%		N/A
Nickel mining												
Limonite	547	N/A	N/A	367	N/A	N/A	180	104%	2,500	22%	1,700	32%
Saprolite	421	N/A	N/A	217	N/A	N/A	204	6%	500	84%	300	140%
Total volume (Mt)	**968**	**N/A**	**N/A**	**584**	**N/A**	**N/A**	**384**	**52%**	**3,000**	**32%**	**2,000**	**48%**

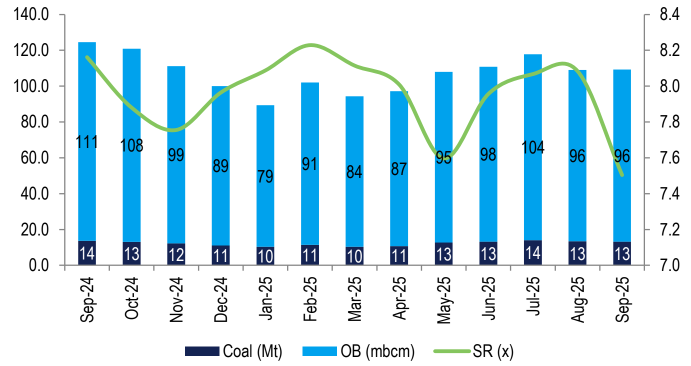
Source: Company, Indo Premier

Fig. 3: HE unit sales



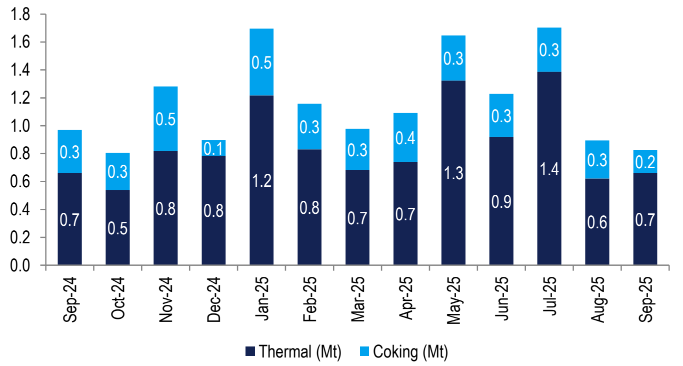
Source: Company, Indo Premier

Fig. 4: Pama's production



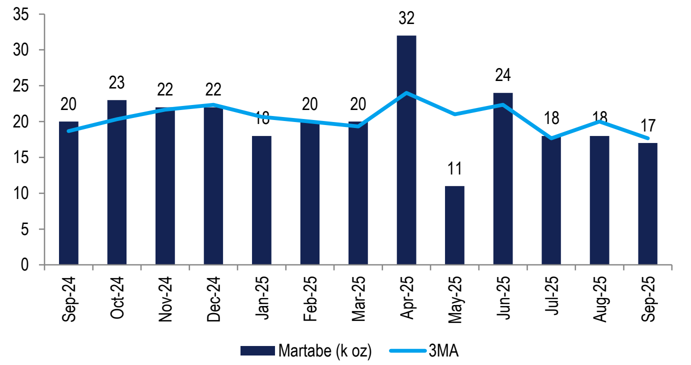
Source: Company, Indo Premier

Fig. 5: TTA coal sales



Source: Company, Indo Premier

Fig. 6: Gold sales volume



Source: Company, Indo Premier

Fig. 7: UNTR SOTP valuation summary

SOTP valuation summary	Rp bn	Remarks
Construction machinery	27,940	*Target multiple - 6x FY25F P/E*
Mining contracting	35,988	*Target multiple - 5x FY25F P/E*
Coal mining	9,988	*Target multiple - 4x FY25F P/E*
Gold mining	14,372	*Target multiple - 10x FY25F P/E*
NIC	3,050	*Target multiple - 11x FY25F P/E*
SPR	570	*Target multiple - 9x FY25F P/E*
Doup Project	8,802	*Acquisition cost*
Equity value (Rp bn)	**100,709**	
Outstanding shares	3.7	
Target price (Rp/sh)	**27,000**	
Current share price	*27,975*	
Upside/(downside)	*-3%*	
Implied FY25F P/E	*5.9*	

Source: Indo Premier

Fig. 8: Peers comparison table

Ticker	Company	Rating	Target price (Rp/share)	P/E			EV/EBITDA			Dividend yield (%)		
				25F	26F	27F	25F	26F	27F	25F	26F	27F
AADI IJ	Adaro Andalan Indonesia	Buy	8,000	5.0	4.7	4.7	3.2	2.5	2.2	9.1%	9.7%	4.8%
ITMG IJ	Indo Tambangraya Megah	Hold	21,000	8.5	16.0	16.6	2.8	5.0	4.9	13.6%	5.9%	4.0%
PTBA IJ	Bukit Asam	Sell	2,000	9.1	7.7	7.9	5.2	4.6	4.6	13.7%	8.2%	9.7%
UNTR IJ	United Tractors	Hold	24,000	6.7	6.1	6.0	3.0	2.5	2.3	7.4%	6.6%	7.0%

Source: Company, Indo Premier

Income Statement (Rp bn)	2023A	2024A	2025F	2026F	2027F
Net revenue	128,583	134,427	136,313	147,298	149,773
Cost of sales	(92,797)	(100,595)	(108,426)	(116,072)	(118,482)
Gross profit	**35,786**	**33,832**	**27,887**	**31,226**	**31,291**
SG&A Expenses	(6,063)	(6,650)	(6,816)	(7,365)	(7,489)
Operating profit	**29,723**	**27,182**	**21,071**	**23,862**	**23,803**
Net interest	(752)	(1,500)	(1,418)	(1,222)	(971)
Forex gain (loss)	635	637	0	0	0
Others	(885)	(421)	950	0	0
Pre-tax income	**28,720**	**25,897**	**20,603**	**22,640**	**22,832**
Income tax	(6,590)	(5,779)	(4,327)	(4,754)	(4,795)
Minority interest	(1,518)	(587)	(618)	(679)	(685)
Net income	**20,612**	**19,531**	**15,659**	**17,206**	**17,352**

Balance Sheet (Rp bn)	2023A	2024A	2025F	2026F	2027F
Cash & equivalent	18,597	25,093	30,093	34,998	41,265
Receivable	20,275	19,989	22,719	24,550	24,962
Inventory	17,184	16,994	18,071	19,345	19,747
Other current assets	6,612	7,904	7,904	7,904	7,904
Total current assets	**62,667**	**69,979**	**78,787**	**86,796**	**93,878**
Fixed assets	35,977	40,952	48,773	55,173	60,409
Mining properties	16,547	15,712	14,797	13,935	13,123
Other non-current assets	55,109	58,549	57,634	56,772	55,960
Total non-current assets	**91,087**	**99,501**	**106,408**	**111,945**	**116,369**
Total assets	**153,754**	**169,481**	**185,194**	**198,741**	**210,247**
ST loans	1,294	4,203	4,203	4,203	4,203
Payable	29,766	28,985	36,142	38,691	39,494
Other payables	11,978	12,114	12,114	12,114	12,114
Total current liab.	**43,038**	**45,303**	**52,459**	**55,008**	**55,811**
Long term loans	17,580	15,963	15,963	15,963	15,963
Other LT liab.	9,094	10,040	10,040	10,040	10,040
Total non-current liab.	**26,674**	**26,003**	**26,003**	**26,003**	**26,003**
Total liabilities	**69,712**	**71,305**	**78,462**	**81,011**	**81,814**
Equity	10,636	10,636	10,636	10,636	10,636
Retained earnings	66,871	78,163	86,102	96,421	106,438
Minority interest	6,534	9,376	9,994	10,673	11,358
Total SHE + minority int.	**84,042**	**98,175**	**106,732**	**117,730**	**128,433**
Total liabilities & equity	**153,754**	**169,481**	**185,194**	**198,741**	**210,247**

Source: Company, Indo Premier

Cash Flow Statement (Rp bn)	2023A	2024A	2025F	2026F	2027F
Net income	20,612	19,531	15,659	17,206	17,352
Depr. & amortization	7,644	8,999	9,888	11,257	12,370
Changes in working capital	1,914	(305)	3,350	(557)	(11)
Others	(3,823)	1,820	618	679	685
Cash flow from operating	**26,347**	**30,045**	**29,515**	**28,585**	**30,396**
Capital expenditure	(19,797)	(13,983)	(16,794)	(16,794)	(16,794)
Others	(13,643)	(219)	0	0	0
Cash flow from investing	**(33,440)**	**(14,203)**	**(16,794)**	**(16,794)**	**(16,794)**
Loans	16,872	1,292	0	0	0
Equity	(995)	2,405	0	0	0
Dividends	(25,686)	(8,341)	(7,720)	(6,887)	(7,335)
Others	(2,421)	(4,824)	0	0	0
Cash flow from financing	**(12,230)**	**(9,468)**	**(7,720)**	**(6,887)**	**(7,335)**
FX effect	(362)	122	0	0	0
Changes in cash	**(19,685)**	**6,496**	**5,001**	**4,904**	**6,268**

Key Ratios	2023A	2024A	2025F	2026F	2027F
Gross margin	28%	25%	20%	21%	21%
Operating margin	23%	20%	15%	16%	16%
Pre-tax margin	22%	19%	15%	15%	15%
Net margin	16%	15%	11%	12%	12%
ROA	13%	12%	8%	9%	8%
ROE	25%	20%	15%	15%	14%
Acct. receivables TO (days)	6.3	6.7	6.0	6.0	6.0
Inventory TO (days)	5.4	5.9	6.0	6.0	6.0
Payable TO (days)	3.1	3.5	3.0	3.0	3.0
Debt to equity	0.2	0.2	0.2	0.2	0.2
Interest coverage ratio (x)	19.9	13.7	11.8	13.4	13.8
Net gearing	0.0	(0.1)	(0.1)	(0.1)	(0.2)

Source: Company, Indo Premier

INVESTMENT RATINGS

BUY	:	Expected total return of 10% or more within a 12-month period
HOLD	:	Expected total return between -10% and 10% within a 12-month period
SELL	:	Expected total return of -10% or worse within a 12-month period

ANALYSTS CERTIFICATION

The views expressed in this research report accurately reflect the analyst's personal views about any and all of the subject securities or issuers; and no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.