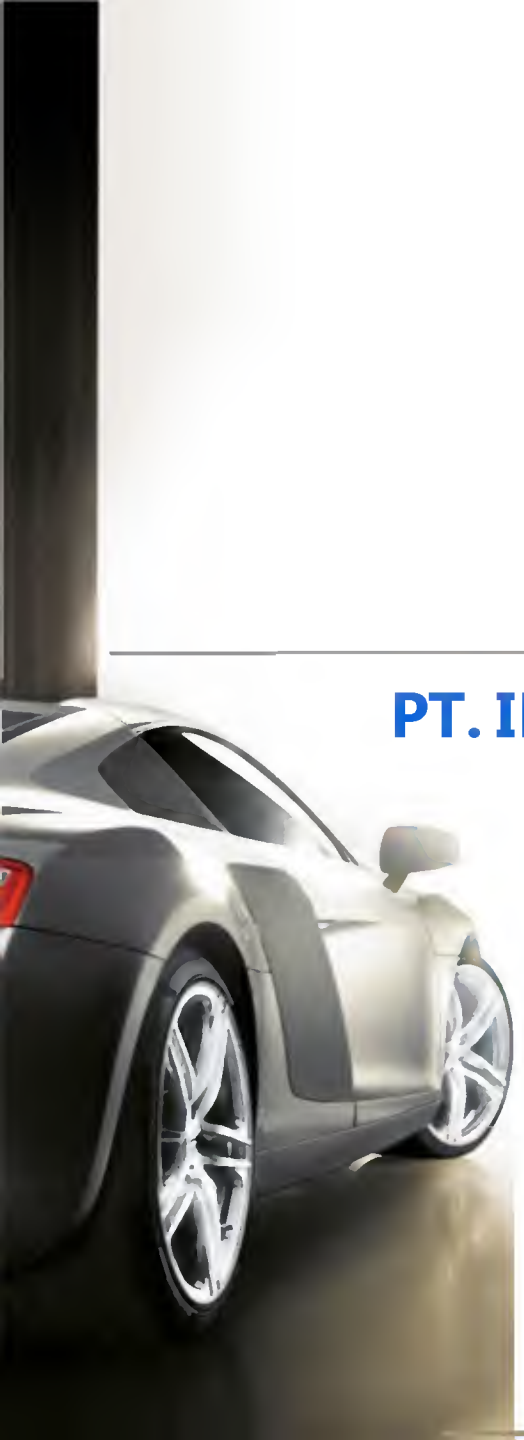


PAPARAN PUBLIK

("Public Expose")

PT. INDOMOBIL SUKSES INTERNASIONAL Tbk.

29 JUNI 2015 – Wisma Indomobil I

Summary

1. Financial and Operational Performance of the Company
2. Important Event in Year 2014
3. Important Event from Jan - May 2015
4. Work Plan Year 2015

1. Financial and Operational Performance of the Company

1.a. Financial Summary for 2014

Expressed in billion Rupiah, unless otherwise stated

Description	2013	2014	Up / Down (%)
Net Revenue	20,095	19,458	-3%
Gross profit	2,490	2,636	6%
Operating profit	951	1,010	6%
Profit before income tax expense	596	19	-97%
Profit/(loss) for the year	621	(67)	-111%
Profit/(loss) for the year attributable to :			
Equity holders of the Company	532	(128)	-124%
Non-controlling interest	89	61	-31%
Total	621	(67)	-111%
Total current assets	11,635	11,845	2%
Total non-current assets	10,680	11,626	9%
Total assets	22,315	23,471	5%
Total liabilities	15,655	16,744	7%
Equity attributable to equity holders of the Company	5,854	5,730	-2%
Non-controlling interests	806	997	24%
Total equity	6,660	6,727	1%

1.b. Financial Summary for 1st quarter 2015

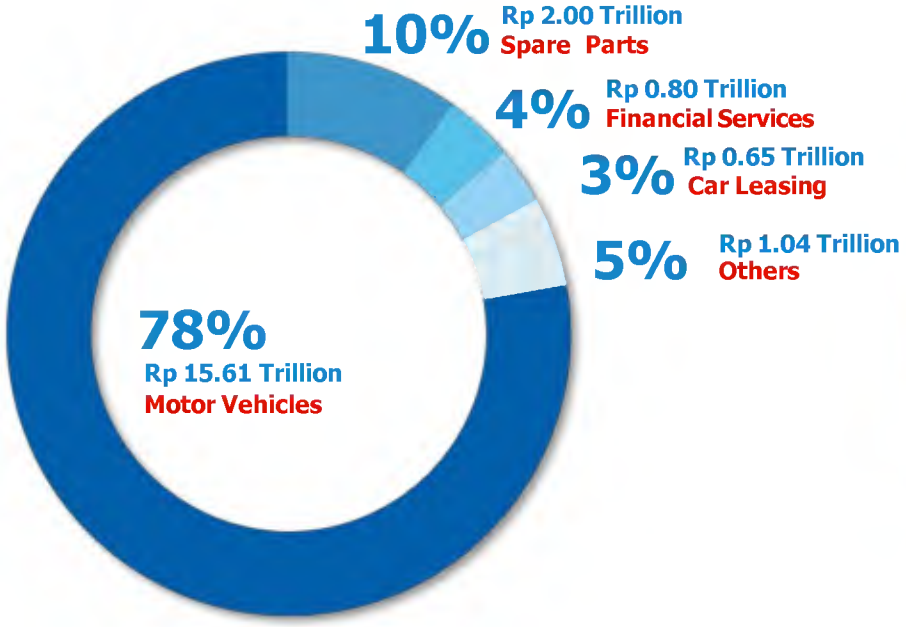
Expressed in billion of Rupiah, unless otherwise stated

Description	2014 1st Quarter Unaudited	2015 1st Quarter Unaudited	Up / Down (%)
Net Revenue	4,588	5,047	10%
Gross profit	597	653	9%
Operating profit	249	227	-9%
Profit before income tax expense	93	58	-38%
Profit for the year	79	30	-62%
Profit for the year attributable to :			
Equity holders of the Company	75	14	-81%
Non-controlling interest	4	16	300%
Total	79	30	-62%
Total current assets	12,365	13,011	5%
Total liabilities	10,524	11,880	13%
Total assets	22,889	24,891	9%
Total liabilities	16,386	18,152	11%
Equity attributable to equity holders of the Company	5,713	5,695	-0.3%
Non-controlling interests	789	1,044	32%
Total equity	6,503	6,739	4%

I.c. Net Revenue for Year 2014

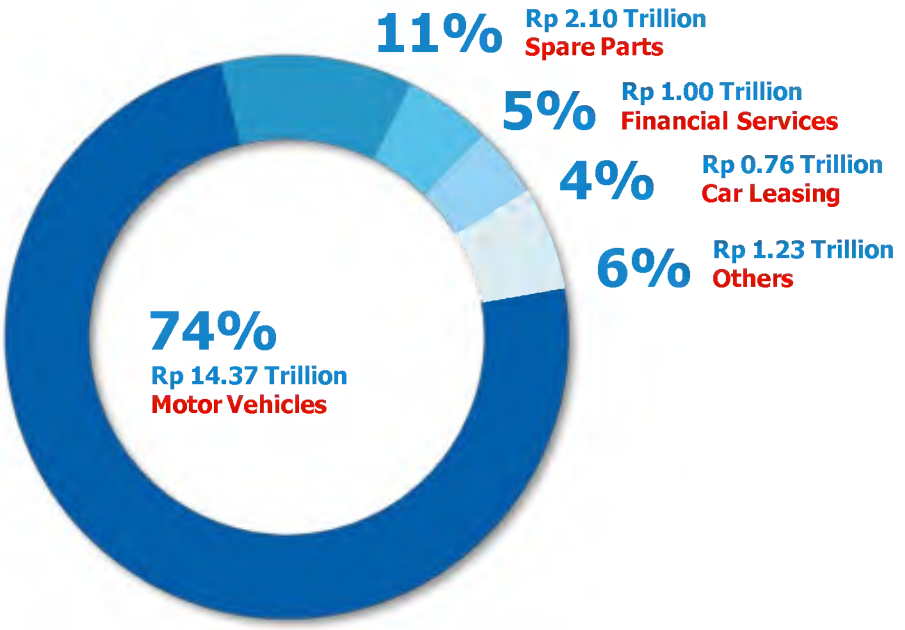
2013

TOTAL Rp 20.10 Trillion



2014

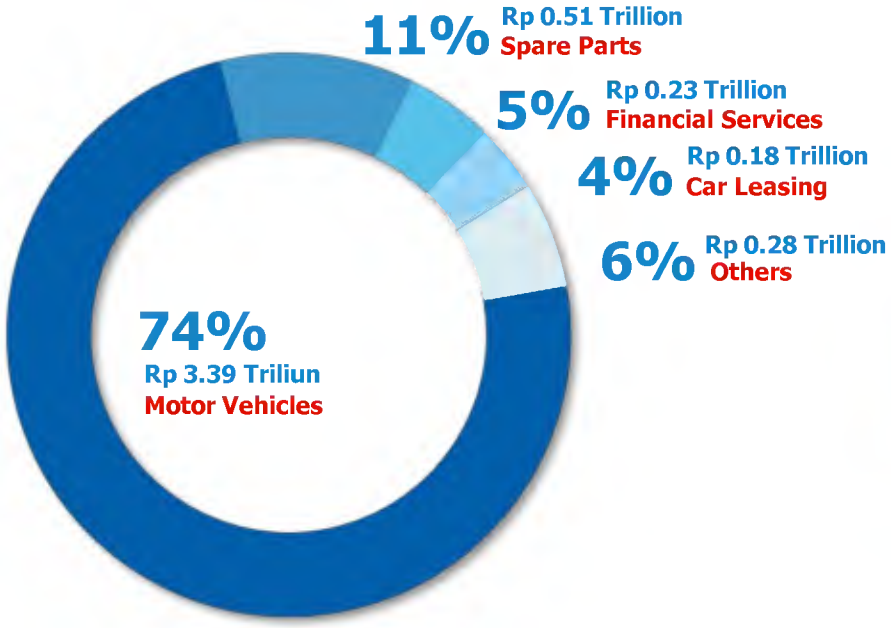
TOTAL Rp 19.46 Trillion



I.d. Net Revenue – 1st Quarter

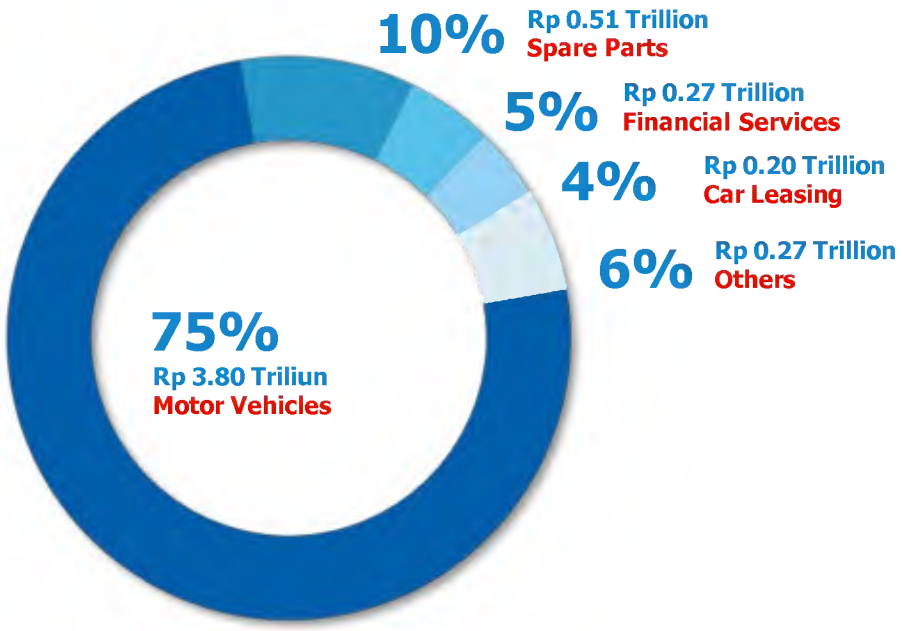
3M14

TOTAL Rp 4.59 Trillion



3M15

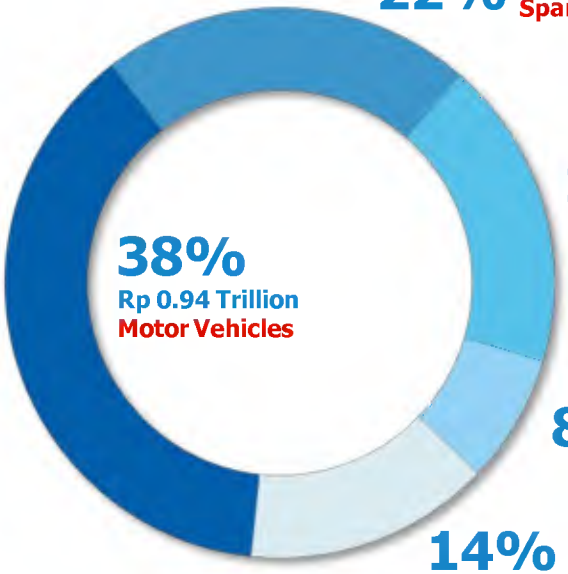
TOTAL Rp 5.05 Trillion



I.e. Gross Profit Contribution for 2014

2013

TOTAL Rp 2.49 Trillion



- 22% Rp 0.54 Trillion Spare Parts
- 18% Rp 0.46 Trillion Financial Services
- 38% Rp 0.94 Trillion Motor Vehicles
- 8% Rp 0.19 Trillion Car Leasing
- 14% Rp 0.36 Trillion Others

2014

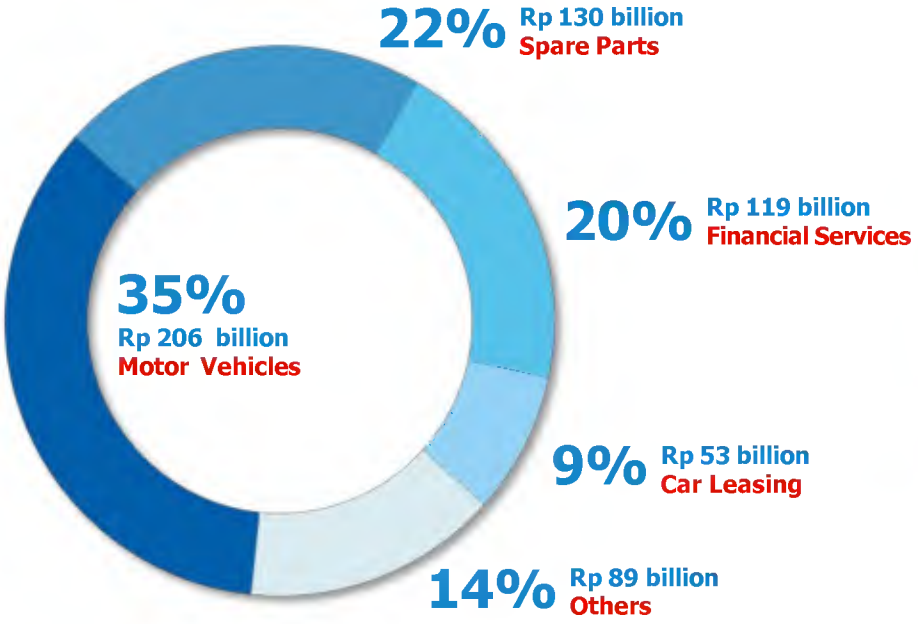
TOTAL Rp 2.64 Trillion

- 21% Rp 0.57 Trillion Spare Parts
- 20% Rp 0.53 Trillion Financial Services
- 34% Rp 0.90 Trillion Motor Vehicles
- 7% Rp 0.19 Trillion Car Leasing
- 17% Rp 0.45 Trillion Others

I.f. Gross Profit Contribution – 1st Quarter

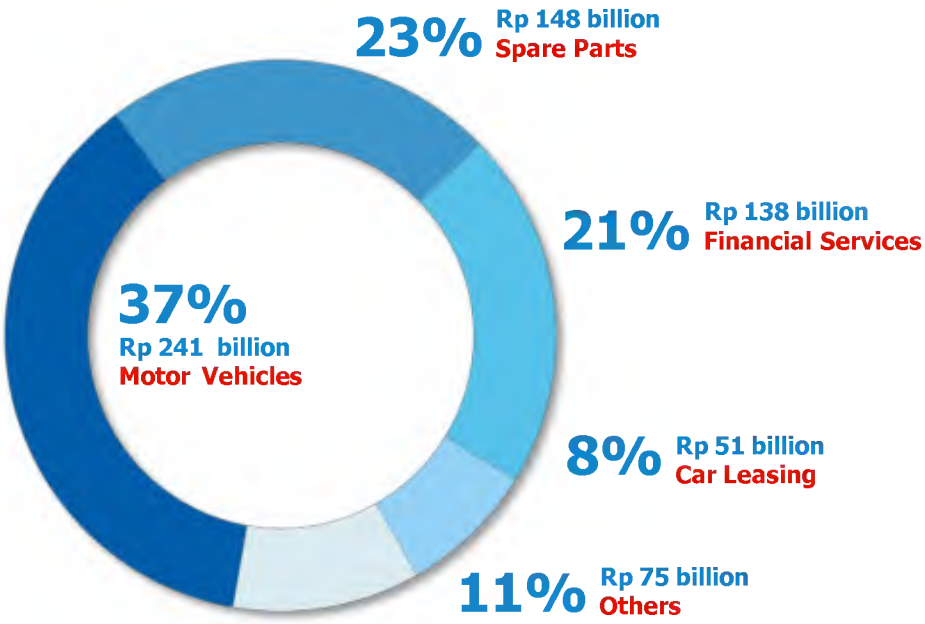
3M2014

TOTAL Rp 597 billion



3M2015

TOTAL Rp 653 billion



I.g. Stock Performance

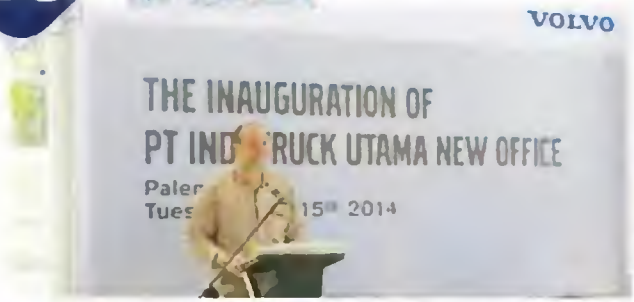
2. Important Events for Year 2014

2.a. Opening of New Marketing Networks

2.a. Opening of New Marketing Networks

2.a. Opening of New Marketing Networks

2.a. Opening of New Marketing Networks



2.b. Launch of New Products

NISSAN

EVALIA

TEANA

GRAND LIVINA

ALL NEW X-TRAIL

2.b. Launch of New Products

GO+ PANCA

GO PANCA

2.b. Launch of New Products

RENAULT

DUSTER

2.b. Launch of New Products

INFINITI

Q 50

2.b. Launch of New Products

Audi

A8 L PI

Q 3

S 3

2.b. Launch of New Products

Volkswagen

SCIROCCO GTS

GOLF Gti MK7

2.b. Launch of New Products

HINO

300 Series
Dutro 110 SDLR

FC 190J

500 Series
Ranger FM 320

700 Series
Profia SV

2.c. Participation in the 22nd Indonesia International Motor Show

NISSAN

DATSUN

RENAULT

INFINITI

Audi

Volkswagen

HINO

2.d. Opening of New Plant

KYOKUTO

2.d. Opening of New Plant

2.e. Launch of New Product

FURUKAWA BATTERY

2.f. Awards Received

2.g. Corporate Social Responsibility

PT INDOMOBIL SUKSES INTERNASIONAL Tbk

2.g. Corporate Social Responsibility

2.g. Corporate Social Responsibility

3.Important Events in Jan – May 2015

3.a. Opening of New Marketing Networks

3.a. Opening of New Marketing Networks

3.b. Opening of New Plant

3.c. Public Offering of Bonds

3.d. Cooperation with DAC Asia Pte., Ltd

3.e. Launch of New Products

3.e. Launch of New Products

3.e. Launch of New Products

3.e. Launch of New Products

3.f. Awards Received

3.g. Corporate Social Responsibility

DATSUN RISING HOPE

with 1001buku Foundation

Habitat for Humanity

3.g. Corporate Social Responsibility

4.Work Plan for Financial Year 2015

4. Work Plan for Financial Year 2015

1. To develop new marketing networks and to optimize the current marketing networks.
2. To do intensive efforts so that the company can operate more cost efficiently.
3. To improve human resources capability and increase employees motivation.
4. To introduce and produce new products in accordance to customers' needs.
5. To do selective innovations for development of new business relating to automotive business.

Thank You