



PAPARAN PUBLIK
(**"Public Expose"**)



PT INDOMOBIL SUKSES INTERNASIONAL Tbk

Rules for the Public Expose



1. **Kindly switch off all mobile phones**
2. **Public Expose will be conducted in Bahasa Indonesia and divided into 2 sessions**

- **First Session**

Welcome and presentation of operations of the Company for the period January 2012 to May 2013 which will be presented by **Mr. Jusak Kertowidjojo** , the President Director of the Company

- **Second Session**

Question and Answer session

Rules for the Public Expose



- 3. Questions and Answers will be divided into 2 sessions, each open to 2 questioners. Each questioner is given opportunity to ask 1 question only.**
- 4. Please use the available microphone. Please state your name, identity, the proxy you represent and the question.**
- 5. After the second questioner finish with the question in the first session, the Director of the Company will give answers to each question in sequence.**



Summary

- 1. Financial and Operational Performance of the Company**
- 2. Important Events in 2012**
- 3. Important Events from Jan – May 2013**
- 4. Work Plan for Fiscal Year 2013**



1. Financial and Operational Performance of the Company



1.a. Financial Summary

Expressed in Billion Rupiah, Unless Otherwise Stated

Description	2012 Quarter 1 Not audited	2013 Quarter 1 Not audited	Up / Down (%)
Net Revenue	4,913	4,900	-0.3
Gross Profit	614	582	-5.2
Operating Profit	275	185	-32.6
Profit before income tax expenses	326	150	-54.0
Profit for the year attributable to :			
Equity Holders of the Company	237	142	-39.8
Non-Controlling Interest	35	14	-60.8
Total Profit for the Year	272	156	-42.5
Total Current Assets	7,453	9,636	29.3
Total Non-Current Assets	6,940	8,631	24.4
Total Assets	14,393	18,267	26.9
Total Liabilities	8,837	12,534	41.8
Equity attributable to Equity Holders of the Company	5,104	5,200	1.9
Non-Controlling Interest	452	533	18.0
Total Equity	5,556	5,733	3.2

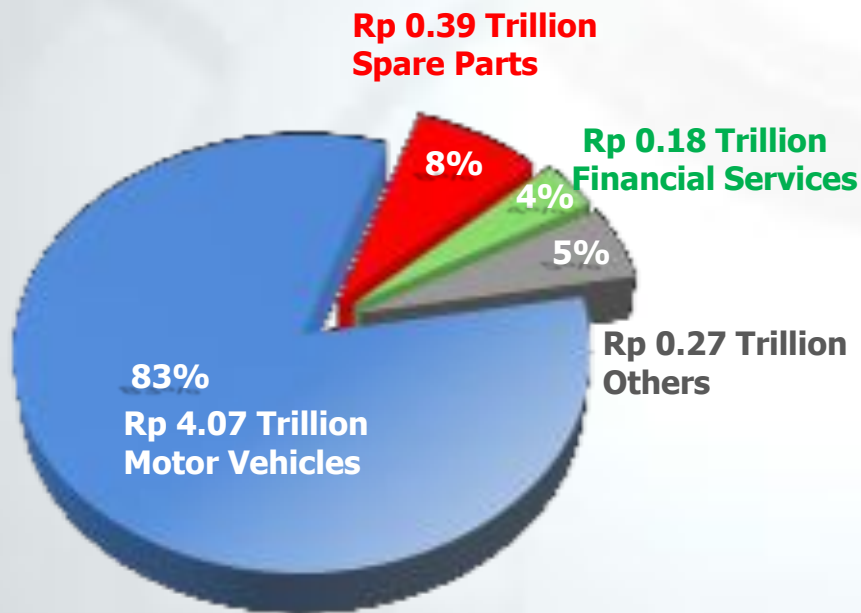


1.b. Net Revenue

Quarter 1

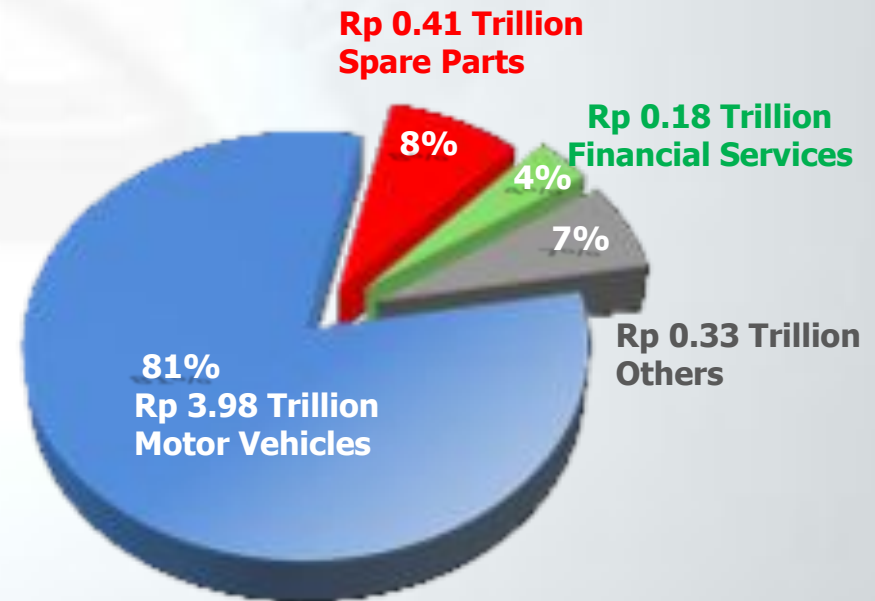
Year **2012**

TOTAL Rp 4.91 Trillion



Year **2013**

TOTAL Rp 4.90 Trillion





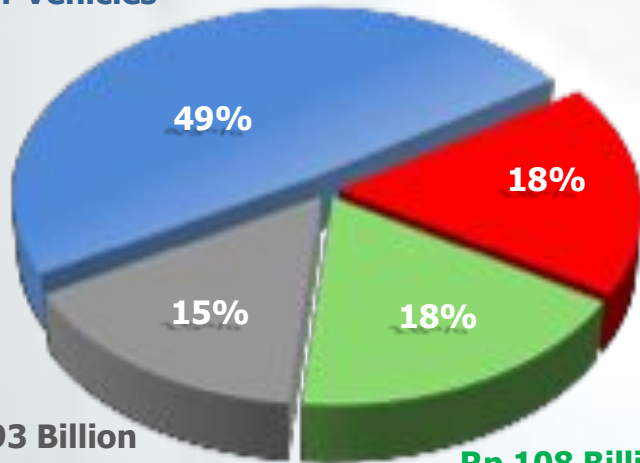
1.c. Gross Profit Contribution

Quarter 1

Year **2012**

TOTAL Rp 614 Billion

Rp 301 Billion
Motor Vehicles



Rp 112 Billion
Spare Parts

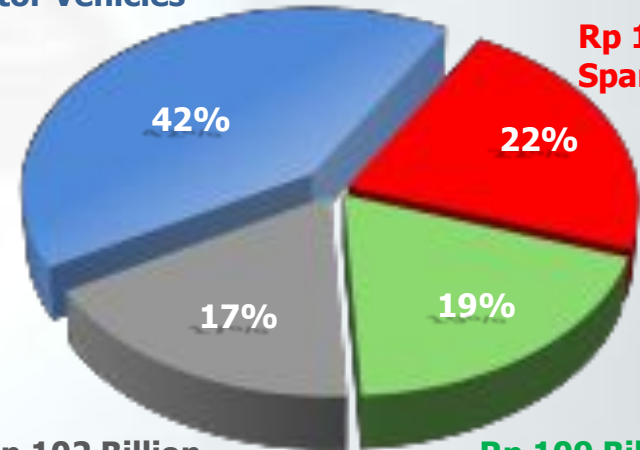
Rp 93 Billion
Others

Rp 108 Billion
Financial Services

Year **2013**

TOTAL Rp 582 Billion

Rp 242 Billion
Motor Vehicles



Rp 129 Billion
Spare Parts

Rp 102 Billion
Others

Rp 109 Billion
Financial Services

1.d. Stock Performance



IMAS Price 2012 - 2013

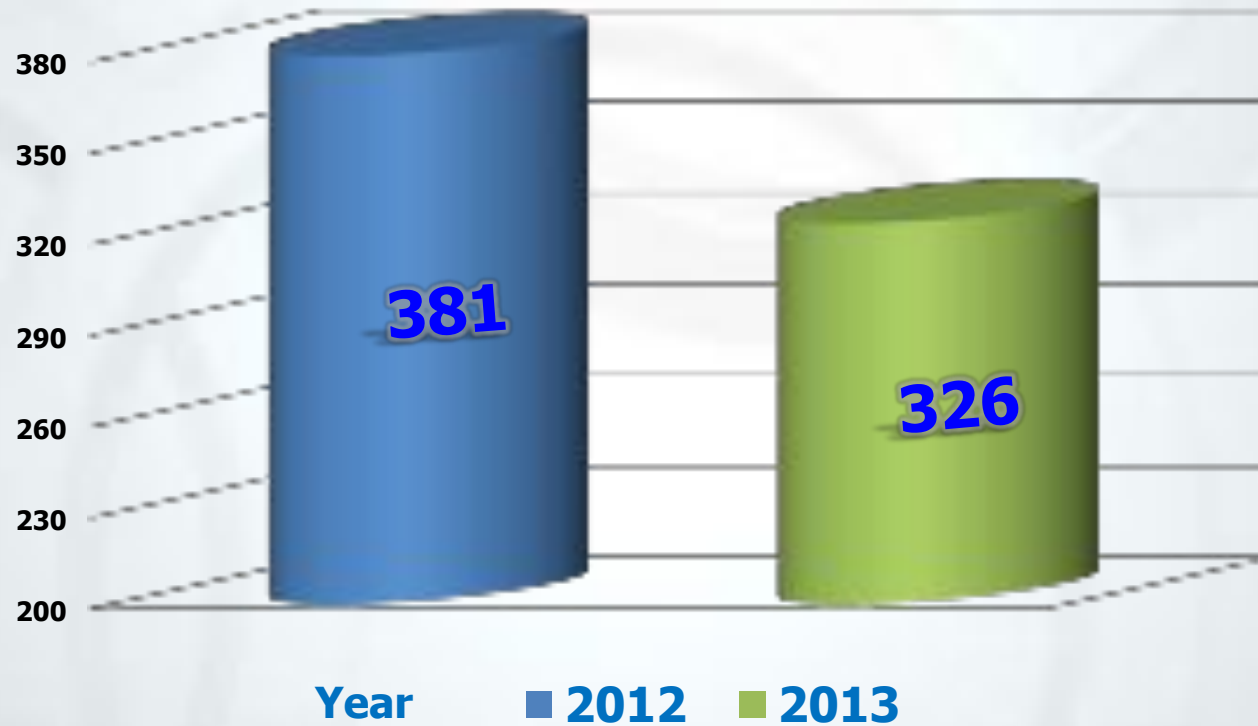




1.e. Capital Expenditures

Quarter 1

(Billion Rp)





2. Important Events in Year 2012

2.a. Opening of New Network Marketing



NISSAN



2.b. New Product Launch



Nissan All New X-Trail April 2012



Nissan Navara April 2012



Nissan Teana April 2012



Nissan Evalia Juni 2012

PT BANK NIPPON DAI-ICHI KANGIN INDONESIA
Jalan Jenderal Sudirman No. 100, Jakarta 10110

2.b. New Product Launch



AUDI Q3 **Maret 2012**



AUDI A5 Coupe **Mei 2012**



Audi A6 **September 2012**

2.b. New Product Launch



VW New Caravelle **Maret 2012**



VW New Touareg **Maret 2012**



VW Tiguan **September 2012**



VW Scirocco **September 2012**

2.b. New Product Launch



HINO FM 285 JD Desember 2012

HINO Dutro X Power 130 HD Desember 2012

PT. HINO (INDONESIA) Tbk. (Perseroan Terbatas)
Jl. Raya Cempaka Putih No. 1, Jakarta Pusat 10270

2.b. New Product Launch



VOLVO
Construction Equipment



SD 110 Mei 2012



L 220 G Mei 2012



EC 140 B LC Mei 2012



EC 700 B Mei 2012



EC 700 C Mei 2012



2.c. Continuous Public Offering of Bonds I Indomobil Finance Indonesia Year 2012





2.d. Public Offering of Bonds Indomobil Wahana Trada I Year 2012

INDOMOBIL NISSAN



2.e. Joint Venture between Indomobil and Kyokuto



2.f. Participation in the 20th Indonesia International Motor Show



2.f. Participation in the 20th Indonesia International Motor Show



2.f. Participation in the 20th Indonesia International Motor Show



2.f. Participation in the 20th Indonesia International Motor Show



2.f. Participation in the 20th Indonesia International Motor Show



2.g. Awards Received



NISSAN March
FAVOURITE CITY CAR

NISSAN Juke
FAVOURITE CROSSOVER SUV
BEST NEW COMER

AUDI A6
FAVOURITE EXECUTIVE SALOON

VOLVO XC 60
SAFETY AWARD

VW Golf Tsi
FAVOURITE HATCHBACK

2.g. Awards Received



OTOMOTIF AWARD 2012



NISSAN March
BEST CITY HATCHBACK
BEST OF THE BEST CITY CAR



NISSAN Elgrand
BEST LUXURIOUS VAN
BEST OF THE BEST VAN



NISSAN Murano
BEST SUV PREMIUM



NISSAN Juke
BEST LOW SUV
ROOKIE OF THE YEAR



VW Golf Tsi
BEST MID HATCHBACK



AUDI A4
BEST SEDAN PREMIUM
BEST OF THE BEST SEDAN

2.g. Awards Received



NISSAN March
BEST CITY CAR



NISSAN Juke
BEST COMPACT CROSSOVER



NISSAN Navara
BEST DOUBLE CABIN



VW Touran
BEST MEDIUM LUXURY MPV



AUDI A6
BEST EXECUTIVE SALOON



VW Golf Tsi
BEST HATCHBACK

2.g. Awards Received



InfoBank Award 2012

Predicate: "VERY GOOD"
For financial performance of the year 2011
Category: Asset > 1 trillion

InfoBank Magazine 2012

2.g. Awards Received



2.g. Awards Received



2.g. Award Received



2.h. Corporate Social Responsibility



2.h. Corporate Social Responsibility



2.h. Corporate Social Responsibility



INDOMOBIL *finance*



2.h. Corporate Social Responsibility



2.h. Corporate Social Responsibility



2.h. Corporate Social Responsibility





3. Important Events from Jan – May 2013

3.a. Opening of New Network Marketing



3.b. New Product Launch



Nissan All New Serena **Januari 2013**



Nissan Evalia SV **Maret 2013**



Nissan All New Grand Livina & X-Gear **Mei 2013**

3.b. New Product Launch



3.b. New Product Launch



3.c. Awards Received



BEST SMALL MPV of THE YEAR
(Modern Streamline Design)



BEST SMALL MPV of THE YEAR
(Modern Boxy Design)



BEST MPV of THE YEAR



BEST CROSSOVER/LIGHT SUV
of THE YEAR

3.c. Awards Received



BEST SMALL VAN



BEST MID VAN

BEST OF THE BEST VAN



BEST LUXURIOUS VAN



BEST SMALL SUV

3.c. Awards Received



THE BEST HATCHBACK



THE BEST SPECIAL
MEDIUM MPV



THE BEST COMPACT
CROSSOVER

3.c. Awards Received



FORTUNE MOST
ADMIRED
COMPANIES 2013

3.d. Corporate Social Responsibility



3.d. Corporate Social Responsibility





4. Work Plan for Fiscal Year 2013

4. Work Plan for Fiscal Year 2013



- 1. To develop new marketing networks while optimising existing marketing networks.**
- 2. To do intensive efforts so that the Company can operate in a more efficient manner.**
- 3. To increase Human Resources capabilities and always maintain and improve employee's motivation.**
- 4. To bring and produce new products according to customer's requirement.**
- 5. To perform selective innovations to develop new business by staying focused on the business related to the automotive businesses.**



Question and Answer



THANK YOU