No. 321/IMSI/CS-197/VII/13

3 July 2013

To:

**Indonesia Stock Exchange** Indonesia Stock Exchange Building Tower I Jl. Jend. Sudirman Kav. 52-53 Jakarta 12190

Attn: Real Sector Listing Division Head

Subject: the Report of Public Exposure

Dear Sir,

In relation to the Public Exposure by PT Indomobil Sukses Internasional Tbk which have been conducted on Friday, 28 June 2013 at Ballroom 3 & 5, Hotel The Ritz-Carlton Jakarta, Mega Kuningan 2<sup>nd</sup> Floor, Jl. DR. Ide Anak Agung Gde Agung Kav.E.1.1 No.1 Kawasan Mega Kuningan, Jakarta 12950, kindly find attached the report of the implementation of Public Exposure in the form of Minutes which also includes summary of questions from the participants and the management response.

Thank you for your attention.

Sincerely yours,

PT Indomobil Sukses Internasional Tbk

CR. Susilowasti

Corporate Secretary

Encls.

Cc: The BOD of Indonesia Stock Exchange

# MINUTES OF THE PUBLIC EXPOSURE PT INDOMOBIL SUKSES INTERNASIONAL Tbk ("The Company")

Venue:

Ballroom 3 & 5, Hotel The Ritz-Carlton Jakarta, Mega Kuningan It.

2 Jl. DR. Ide Anak Agung Gde Agung Kav. E.1.1. No. 1 Mega

Kuningan, Jakarta 12950

Time:

Friday, 28 June 2013 15:30 pm to 16:00 pm

To fulfil the obligations of the Company as a public company, according to the requirement under Indonesia Stock Exchange's Rule Number I-E item V on Public Exposure Obligation, the Company has conducted the Public Exposure, at the time and venue as mentioned above.

The agenda of the meeting for the Public Exposure was as follows:

- 1. Welcome followed by the presentation of information relating to the Company by Mr. Jusak Kertowidjojo, as a Director of the Company.
- 2. Question & Answers session.

Attendees of the Public Exposure consisted of several members of the Board of Directors and Board of Commissioners, representatives from the media, as well as securities houses, which in total add up to approximately 20 people (a copy of the attendance list was enclosed).

The event began at 15:30 pm with a welcome note and followed by the presentation on information relating to the Company, by Mr. Jusak Kertowidjojo, as indicated in the material that the company has submitted to the IDX through our letter No. 302/IMSI/CS-187/VI/13 dated 25 June 2013. This was followed by a question and answers session, which was divided into 2 sessions, and each session was opened to 2 questioners.

The summary of the question and answers by the management in the Public Exposure was as follows:

# A. <u>First Session</u>

1. Question by Mr. Hanum (IDN Financials)

How big is the impact of rising subsidized-fuel price on the Company's performance for this year? Is the trend for the first half of this year going to continue until the end of the year and how the Company faces this situation?

### 2. Question of Mr. Cipta (Nikkei, Japan's economic newspaper)

Related to the re-acquisition of Indomobil by the Salim Group which will be completed in June 2013, whether there will be an impact on the performance or perhaps will bring diversification to the company. Can this diversification be elaborated in more detail? Thank you.

# Answers by Mr Jusak Kertowidjojo:

# 1. To the question by Mr. Hanum

With the increase in fuel prices a week ago, it is too early to assess what is the impact, because until now still have no effect. Daily sales for the automotive, especially for Indomobil group remained the same. The strategy, of course, we would have to see what the effect will be. There is no effect now, because the market is still the same.

# 2. To the question by Mr. Cipta

Until now there is no change at all, as the board of directors remains the same, and I am still managing the Indomobil Group. We remain focused on the automotive sector and there is no change. Until now the direction is still the same, we will remain focused on the automotive sector.

#### B. The second session

#### 1. Question of Mr. Aceng Nursalim (Harian Kontan)

As mentioned, the joint venture with Kyokuto in truck body sector, is expected to start producing this July. The production capacity in July was it commercialised or still in a trial and error stage? Regarding the joint venture with VW which is to build a factory in Indonesia, how is the progress? Thank you.

#### 2. Questions of Ms. Eka (Daily Indonesia Finance Today)

I have further questions about the impact of fuel price hike, especially now there are a lot of challenges in the industrial field. In addition to the fuel price hike impact, there is also a rise in the down payments. Whether the Company will look at it as impact to the decline in purchasing power of automotive as one of the consumer goods, and what are the Company's projections on its performance until the end of this year compared to 2012? Would it be better or declining? What is the existing target? Will the second half of this year be revised looking at all the impact?

The second question is about the launch of LCGC by the government although the price has not been released, some ATPM companies under Indomobil expressed interest. Roughly what is the impact to Indomobil this year? Or maybe next year when they have committed to realize its investment, although LCGC car sales are expected to support higher sales volume, but it is smaller in value. What is the impact to the performance of the Company? Is it profitable with small margins but high car sales volume? Thank you.

# Answers by Mr Jusak Kertowidjojo:

#### 1. To the question by Mr. Aceng Nursalim

The first question, Kyokuto indeed produces truck body. Obviously we will start with a capacity that is not too high, initially about two hundred units per month, and we will increase continually. The factory location is just adjacent to HINO's factory.

Regarding VW, VW itself has announced that they will do production in South East Asia, including in Indonesia. Currently is still in the feasibility study stage.

# 2. To the question by Ms. Eka

About the down payments, in my opinion it was over, it was already announced and enacted last year, and indeed there was no impact. Apparently consumers in Indonesia could save first, pay the down payment to buy a car. For the fuel issue, as I mentioned earlier it is still too early to know the extent of the impact, and too early for us to plan for a strategy against the fuel price hike. We will have to continue to monitor the daily sales. During last week's daily turnover it has not decreased.

The second question, the LCGC has been announced that NISSAN also participate with the product name DATSUN, and NISSAN has

also announced to the world that it will produce DATSUN particularly to Indonesia and India market. What the shape looks like I've seen it but can not take a picture because of the confidentiality, but it is expected to be launched by this year in Indonesia. Value of LCGC's will not have so much influence because it is expected that there will be a new segment called the first-time buyer or a first car buyer. So it is expected that this will create a new market, especially for the former buyer of a motorcycle pillion carrying three children, who can now buy a car. If it really creates a new market, it will definitely improve the company's performance.

Subsequently the Public Exposure was closed at 16.00 pm with the unveiling of thanks by the MC.

Thus we submit the Company's Public Exposure.

*	Sågnature	The state of the s			The state of the s				the state of the s	C.			4'	77	des.	8t-	
- rublic Expose Fit mag	Address	The Jakarta Post	Harian Kontan	FURAN SINDO	Vibiznews	Indohesia finance Today	10N Finencials	Bris ludo neria	VIbizrews.com	harka ehonomi	- A Pra TV Jackonewa	downson (	blezdne. com	या मान	NISP Beenidas	COB	
R PE & 29 Juni agis.	Name	Tassia Sipahutar	Aceng Nursalim	1 *****	Riaki	Ekarina	Hanum	Maple	Herwartoro	Annis	Putri	Risky	Rley	beddy	Davis	Stefanus P	
T. Comments	MC	<u> </u>	2.	m	4	in	ف	4	69	9	ė	Ė	12.	~	4	\ <u>\</u>	

Sometiments are an extra property of the second sec	Signuture	Jan S	4/2	1	A Company of the Comp	<b>5</b>								
	Tuliress		Phillip Stariffer	0	Reublice recurités									
	Name	- I	Adilya Perduna	Fedin S.	JOSE APPLI MULTE									
AND ALL VIEW COURTS AND ALL CHIEF	Mo	<u>3</u>	(8)	Ď	8	7 7	25	7	\$ 78'	27	28	. SE	30.	

# LIST OF ATTENDANCE OF DIRECTORS AND COMMISSIONERS PT INDOMOBIL SUKSES INTERNASIONAL Tbk IN THE PUBLIC EXPOSURE

Ballroom 3 & 5, Hotel The Ritz-Carlton Jakarta, Mega Kuningan It. 2 JI. DR Ide Anak Agung Gde Agung Kav. E. 1.1 no. 1 Kawasan Mega Kuningan, Jakarta 12950

Friday, 28 June 2013

No.	Name	Designation	Signature
_	Jusak Kertowidjojo	President Director	
2	Josef Utamin	Director	
က	Santiago Soriano Navarro	Director	Original signature as
4	Alex Sutisna	Director	per Bahasa version
5	Bambang Subijanto	Director	dated 4 July 2013
9	Jacobus Irawan	Director	
7	Djendratna Budimuljia T.	Director	

8	Soebronto Laras	President Commissioner	
6	Pranata Hajadi	Vice President Commissioner	
10	10 DrIng. Gunadi Sindhuwinata	Commissioner	Original signature as
11	Eugene Cho Park	Commissioner	per Bahasa version
12	Soegeng Sarjadi	Independent Commissioner	dated 4 July 2013
13	Drs. Hanadi Rahardja	Independent Commissioner	
14	Mohamad Jusuf Hamka	Independent Commissioner	