



# PAPARAN PUBLIK ("Public Expose")

**PT INDOMOBIL SUKSES INTERNASIONAL Tbk**

**Wisma Indomobil I, 27 Juni 2014**



- 1. Financial and Operational Performance of the Company**
- 2. Important Event in year 2013**
- 3. Important Event from Jan - May 2014**
- 4. Work Plan Year 2014**

# 1. Financial and Operational Performance of the Company

# 1.a. Financial Summary year 2013



Description	Expressed in Billion of Rupiah, unless otherwise Stated		
	2012	2013	Up / Down (%)
Net revenue	19,781	20,095	2%
Gross profit	2,452	2,490	2%
Operating profit	1,049	951	-9%
Profit before income tax expense	1,073	596	-45%
Profit for the year attributable to :			
Owners of the parent	802	532	-34%
Non-controlling interests	97	89	-9%
Total profit for the year	899	621	-31%
Total current assets	9,850	11,635	18%
Total non-current assets	7,728	10,680	38%
Total assets	17,578	22,315	27%
Total liabilities	11,869	15,655	32%
Equity attributable to owners of the parent	5,186	5,854	13%
Non-controlling interests	522	806	54%
Total equity	5,708	6,660	17%

# 1.b. Financial Summary of 1<sup>st</sup> quarter year 2014

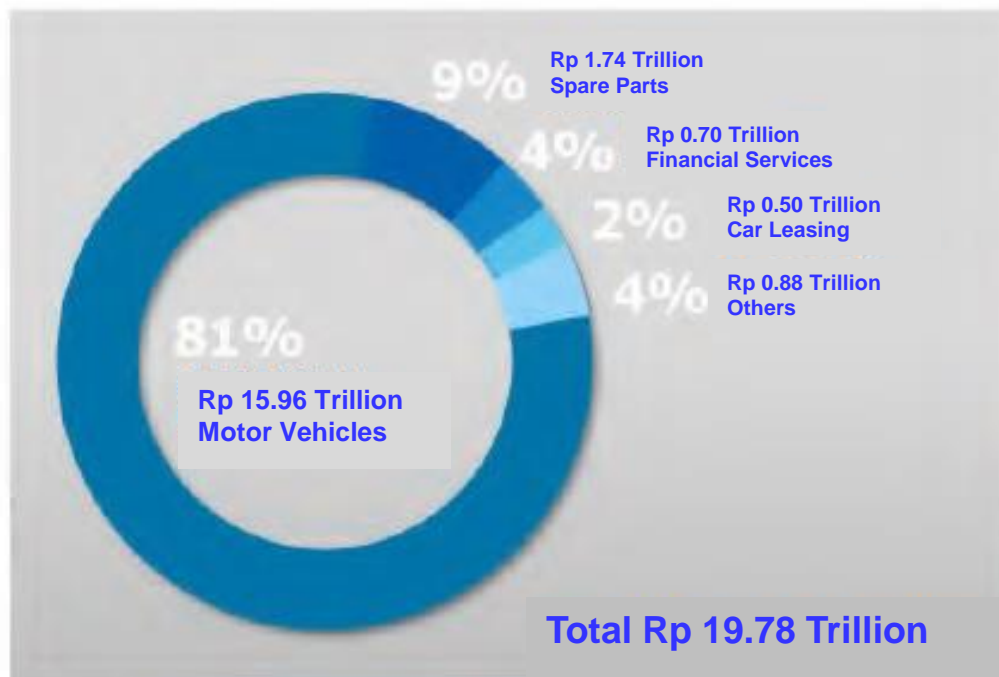


Description	Expressed in Billion of Rupiah, unless otherwise Stated		
	2013 1st Quarter Unaudited	2014 1st Quarter Unaudited	Up / Down (%)
Net revenue	4,900	4,588	-6%
Gross profit	582	597	2%
Operating profit	185	249	34%
Profit before income tax expense	150	93	-38%
Profit for the year attributable to :			
Owners of the parent	142	75	-47%
Non-controlling interests	14	4	-73%
Total profit for the year	156	79	-49%
Total current assets	9,636	12,365	28%
Total non-current assets	8,631	10,524	22%
Total assets	18,267	22,889	25%
Total liabilities	12,534	16,386	31%
Equity attributable to owners of the parent	5,200	5,713	10%
Non-controlling interests	533	789	48%
Total equity	5,733	6,503	13%

# 1.c. Net Revenue Year 2013



## 2012



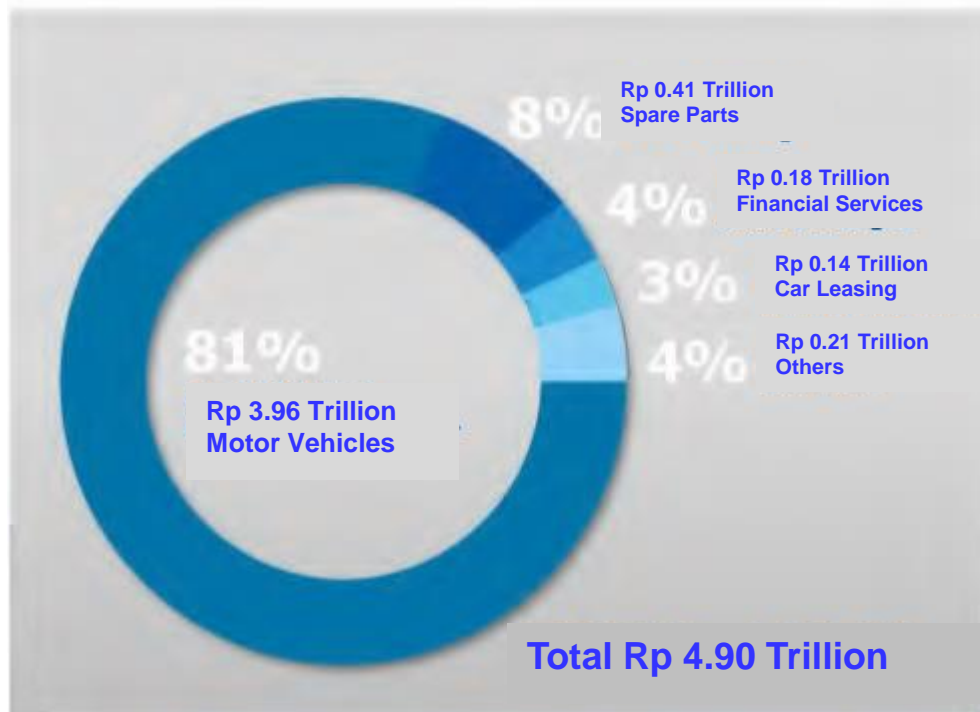
## 2013



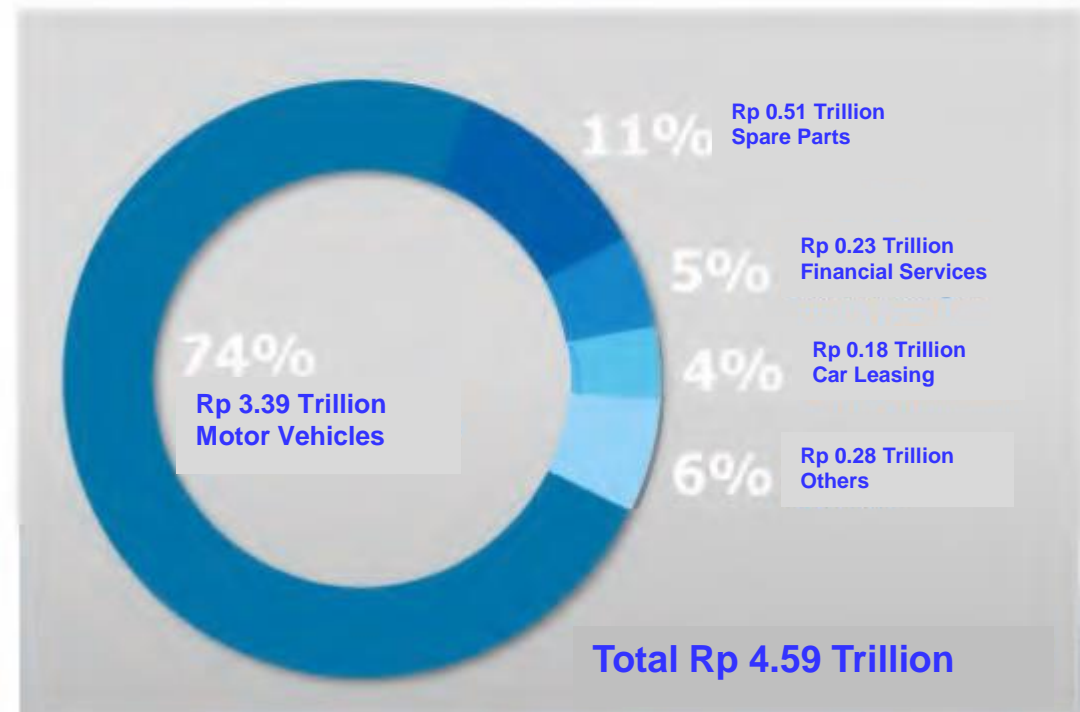
# 1.d. Net Revenue 1<sup>st</sup> Quarter



## 2013



## 2014



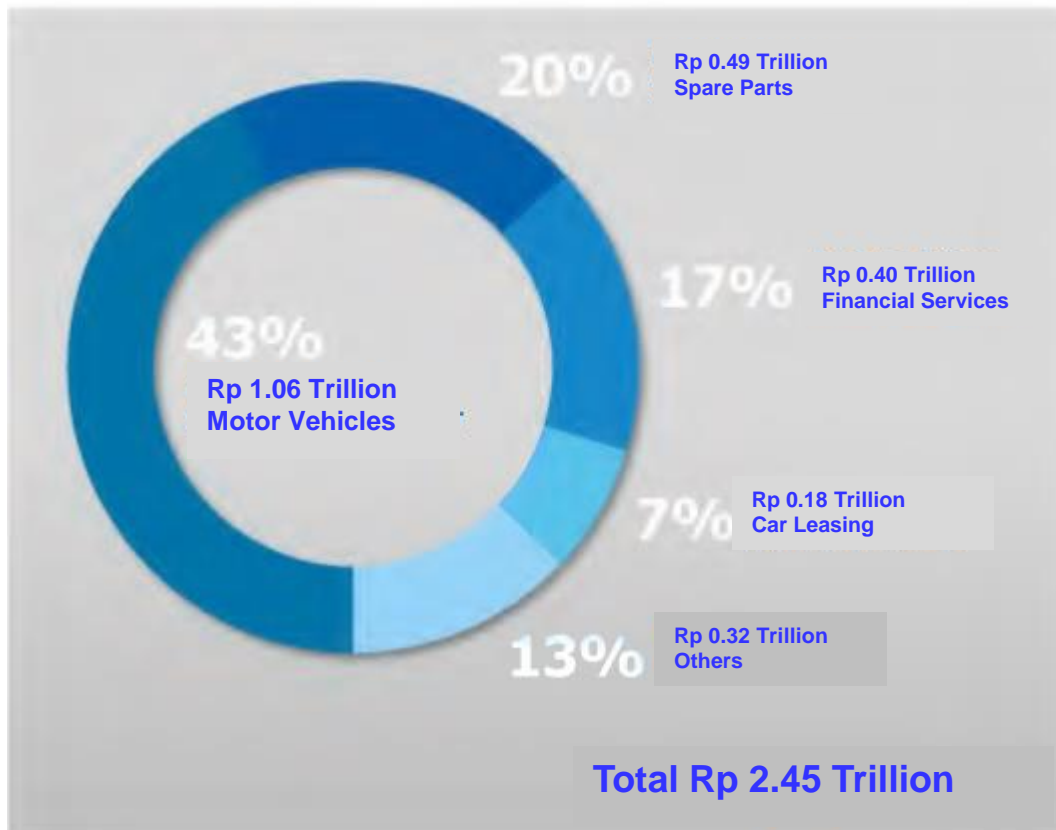


# 1.e. Gross Profits Contribution Year 2013



## 2012

## 2013





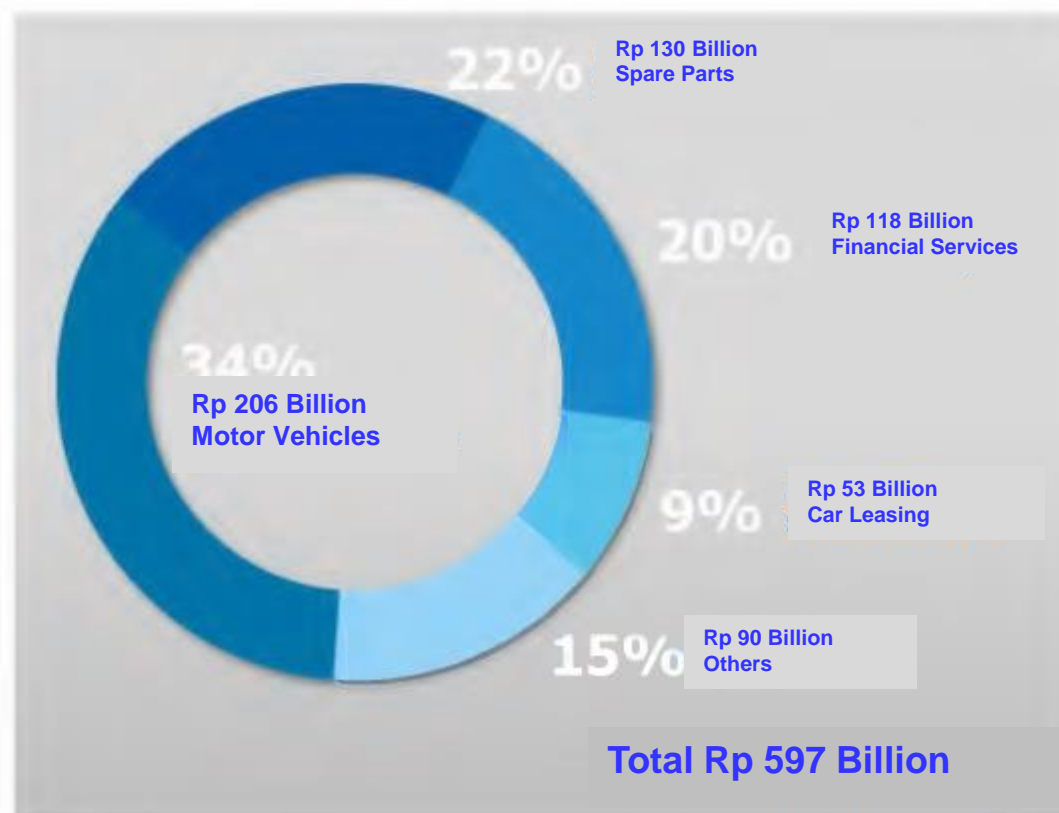
# 1.f. Gross Profits Contribution 1<sup>st</sup> Quarter 2014



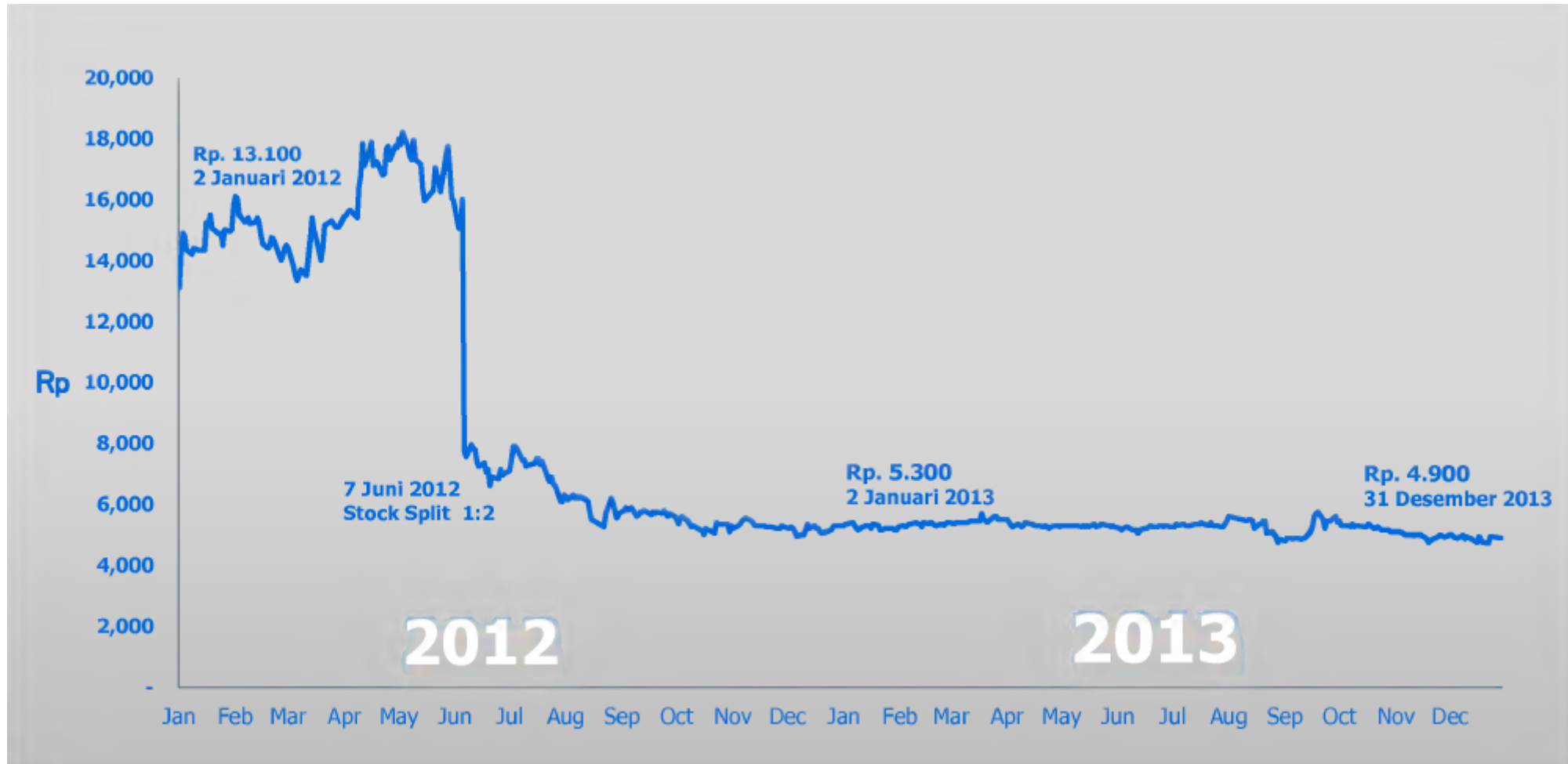
## 2013



## 2014



# 1.g. Stock Performance



# 1.h. Stock Performance



## 2. Important Events Year 2013

## 2.a. Opening of New Marketing Network





## 2.a. Opening of New Marketing Network



## 2.a. Opening of New Marketing Network





## 2.b. Launch of New Products



## 2.b. Launch of New Products





## 2.b. Launch of New Products



**RENAULT**



## 2.b. Launch of New Products



## 2.b. Launch of New Products





## 2.b. Launch of New Products



## 2.c. Participation in the 21<sup>st</sup> Indonesia International Motor Show





## 2.c. Participation in the 21<sup>st</sup> Indonesia International Motor Show



## 2.c. Participation in the 21<sup>st</sup> Indonesia International Motor Show





## 2.c. Participation in the 21<sup>st</sup> Indonesia International Motor Show





## 2.d. Participation in the Indonesia Mining Expo 2013



## 2.e. Syndicated Loan



**INDOMOBIL** *finance*





## 2.f. New Company



## 2.f. New Company





## 2.f. New Company



## 2.g. Share Initial Public Offering



**IMJ**  
INDOMOBIL MULTI JASA



## 2.h. 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**





## 2.h. Awards Received



**BEST LUXURIOUS VAN**



**BEST SMALL VAN**



**BEST MID VAN  
BEST OF THE BEST VAN**



**BEST SMALL SUV**



## 2.h. Awards Received



**THE BEST HATCHBACK**



**THE BEST SPECIAL MEDIUM  
MPV**



**THE BEST COMPACT  
CROSSOVER**



## 2.h. Awards Received



**EXECUTIVE SALOON**



**MEDIUM LUXURY MPV**



**COMPACT CROSSOVER**



## 2.h. Awards Received



**BEST LUXURY MPV**



**BEST COMPACT MPV**



**BEST LOW MPV**



**BEST HIGH MPV**



**BEST MEDIUM LUXURY  
SEDAN**



**BEST COMPACT MPV**





## 2.h. Awards Received



## 2.h. Awards Received



**FORTUNE MOST  
ADMIRED  
COMPANIES 2013**

THE BEST 20 OF MOST ADMIRED COMPANIES IN INDONESIA



## 2.h. Awards Received





## 2.i. Corporate Social Responsibility Activities



**INDOMOBIL** *finance*



## 2.i. Corporate Social Responsibility Activities



**NISSAN**





## 2.i. Corporate Social Responsibility Activities





## 2.i. Corporate Social Responsibility Activities





## 2.i. Corporate Social Responsibility Activities



**INDORENT**  
CAR RENTAL EXPERT





## 2.i. Corporate Social Responsibility Activities





## 2.i. Corporate Social Responsibility Activities



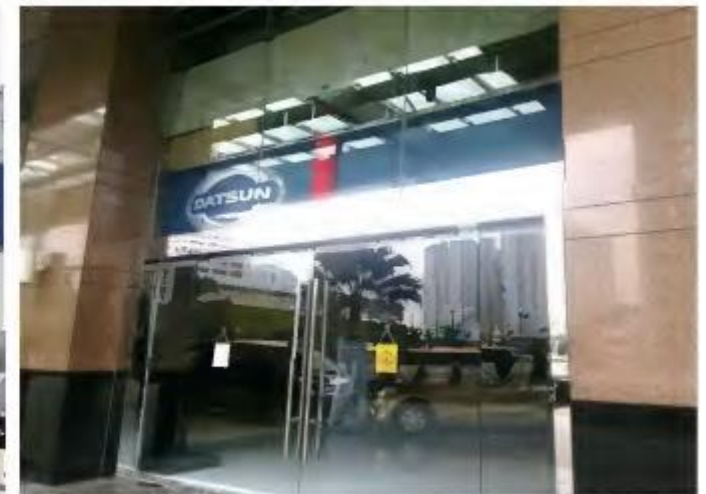
### NISSAN



### 3. Important Events in Jan – May 2014



# 3.a. Opening of New Marketing Network





## 3.a. Opening of New Marketing Network



## 3.b. Inauguration of New factory



**KYOKUTO**



## 3.c. Launch of New Product





## 3.d. Awards Received



**BEST SMALL VAN**



**BEST MID VAN**  
**BEST OF THE BEST VAN**



**BEST SMALL SUV**



## 3.d. Awards Received



**FAVORIT  
VAN MPV**



**FAVORIT  
STATION WAGON**



**FAVORIT  
COMPACT CROSSOVER**

**AUTOCAR**  
INDONESIA  
READER'S CHOICE  
AWARDS  
2014



## 4. Work Plan For Financial Year 2014



## 4. Work Plan for Financial Year 2014



- 1. To develop new marketing networks and to optimize the existing marketing networks.**
- 2. To do intensive efforts for efficiency cost of operational of the Company.**
- 3. To increase human resources capability and employees motivation.**
- 4. To import and produce new products in accordance of customers' needs.**
- 5. To do selective innovations for development of new business with focus related to automotive business.**

# Thank You

