



# PAPARAN PUBLIK ("Public Expose")

**PT INDOMOBIL SUKSES INTERNASIONAL Tbk**

Jakarta, 24 Juni 2016



# Summary

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- 1. Financial and Operational Performance of the Company**
- 2. Important Event in 2015**
- 3. Important Event from Jan – May 2016**
- 4. Work Plan for 2016**



# **1. Financial and Operational Performance of the Company**

# 1.a. Financial Highlights for 2015

Expressed in billion Rupiah, unless otherwise stated

Description	2014	2015	Up / Down (%)
Net revenue	19,458	18,100	-7%
Gross Profit	2,636	2,748	4%
Operating profit	1,039	1,037	-0.2%
Profit before income tax expense	22	183	739%
Profit/(loss) for the year	(65)	(22)	-65%
Profit/(loss) for the year attributable to:			
Equity holders of the Company	(126)	(46)	-64%
Non-controlling interest	61	24	-62%
Total	(65)	(22)	-65%
Total current assets	11,845	12,192	3%
Total non-current assets	11,629	12,669	9%
Total assets	23,474	24,861	6%
Total liabilities	16,754	18,164	8%
Equity attributable to equity holders of the Company	5,725	5,623	-2%
Non-controlling interests	995	1,074	8%
Total equity	6,720	6,697	-0.3%

# 1.b. Financial Highlights for 1<sup>st</sup> quarter 2016

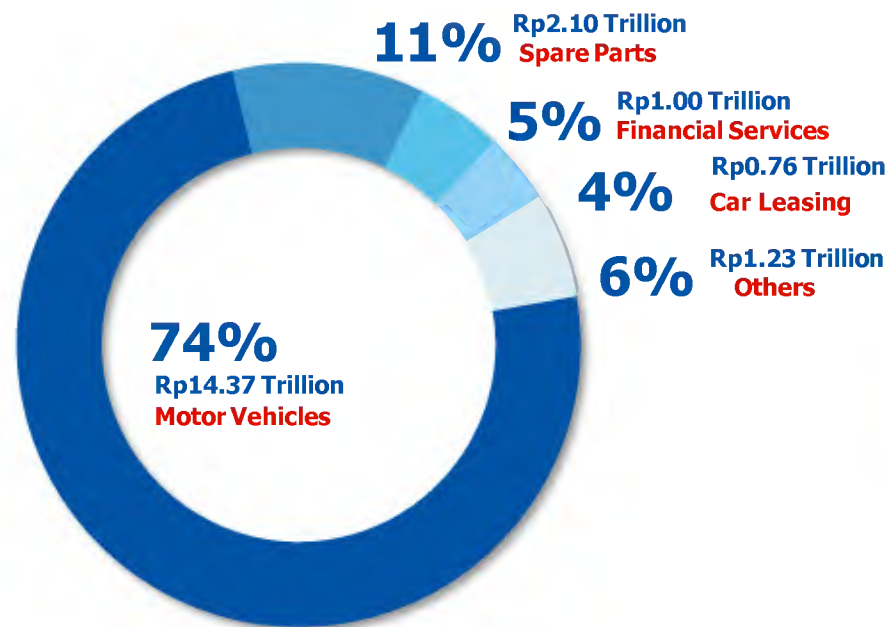
Expressed in billion Rupiah, unless otherwise stated

Description	2015 1 <sup>st</sup> Quarter Unaudited	2016 1 <sup>st</sup> Quarter Unaudited	Up / Down (%)
Net revenue	5,047	4,186	-17%
Gross profit	653	662	1%
Operating profit	229	197	-14%
Profit before income tax expenses	58	42	-28%
Profit for the period	30	38	26%
Profit for the period attributable to :			
Equity holders of the Company	14	22	53%
Non-controlling interest	16	16	1%
<b>Total</b>	<b>30</b>	<b>38</b>	<b>26%</b>
Total current assets	13,011	13,768	6%
Total non-current assets	11,880	12,430	5%
Total assets	24,891	26,198	5%
Total liabilities	18,152	19,718	9%
Equity attributable to equity holders of the Company	5,695	5,355	-6%
Non-controlling interests	1,044	1,125	8%
<b>Total equity</b>	<b>6,739</b>	<b>6,480</b>	<b>-4%</b>



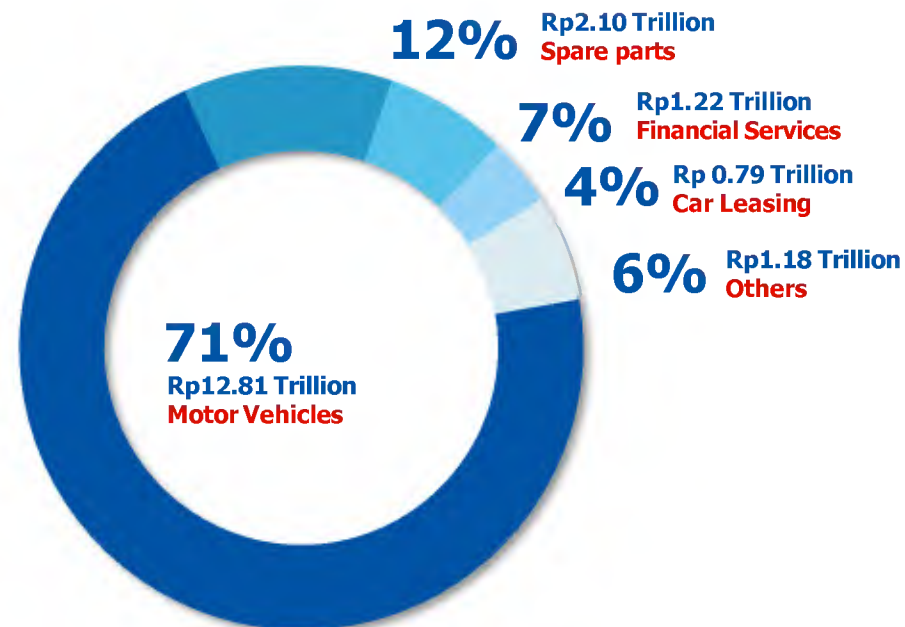
# 1.c. Net Revenue for Year 2015

## 2014



TOTAL Rp19.46 Trillion

## 2015

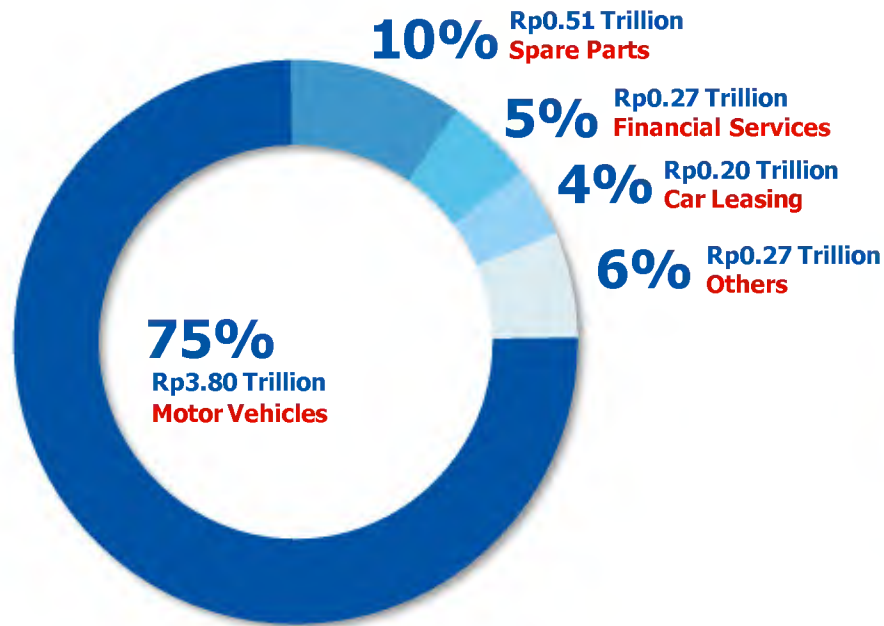


TOTAL Rp18.10 Trillion



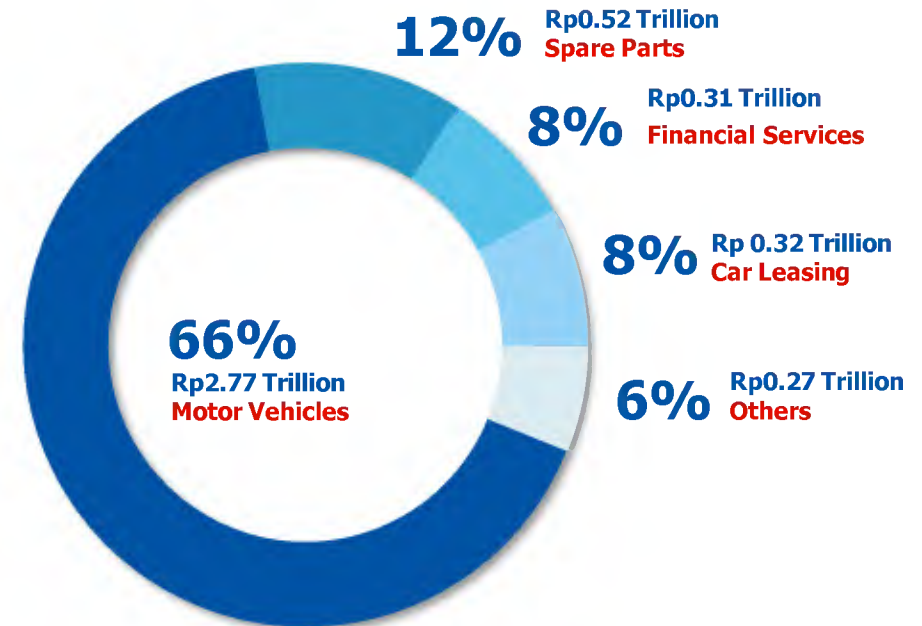
# 1.d. Net Revenue – 1<sup>st</sup> Quarter

## 3M15



TOTAL Rp 5.05 Trillion

## 3M16

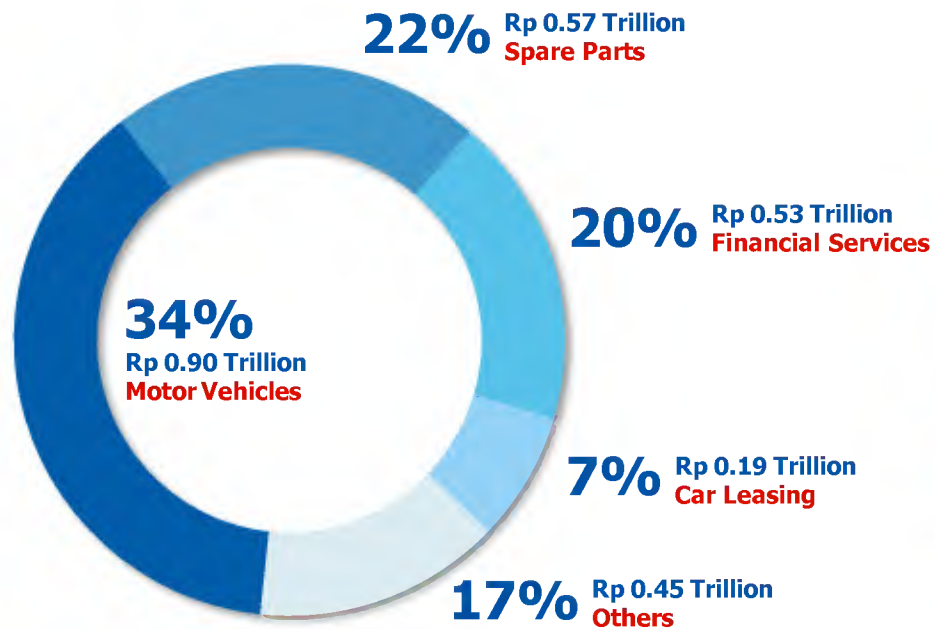


TOTAL Rp 4.19 Trillion



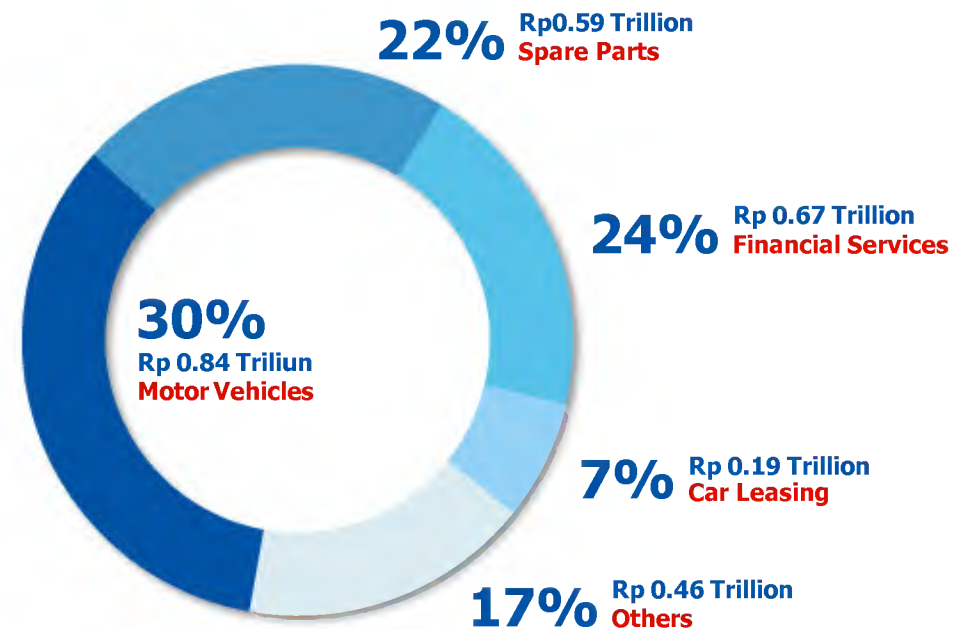
# 1.e. Gross Profit Contribution for 2015

## 2014



TOTAL Rp2.64 Trillion

## 2015



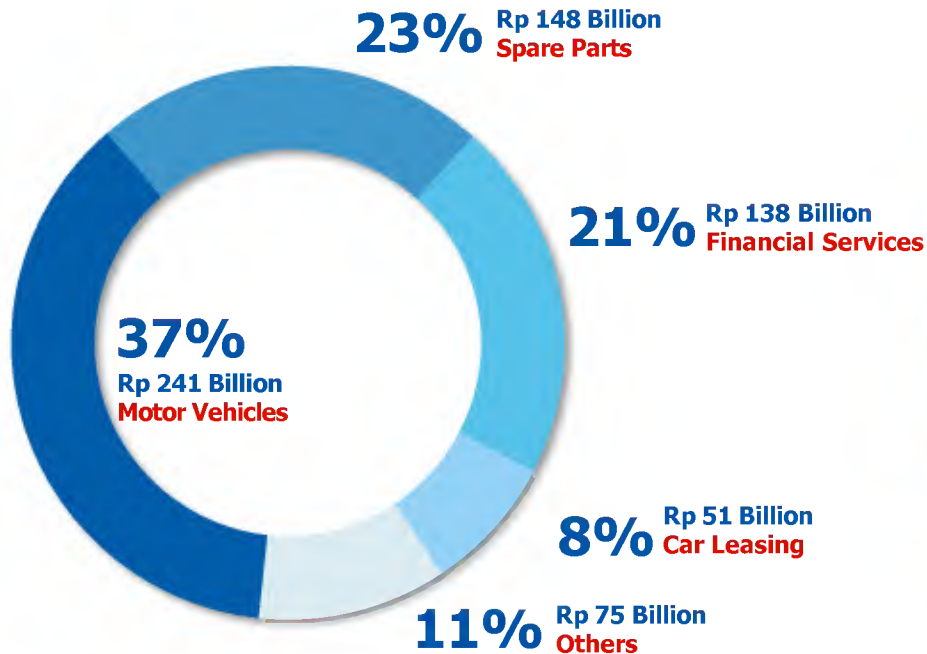
TOTAL Rp2.75 Trillion





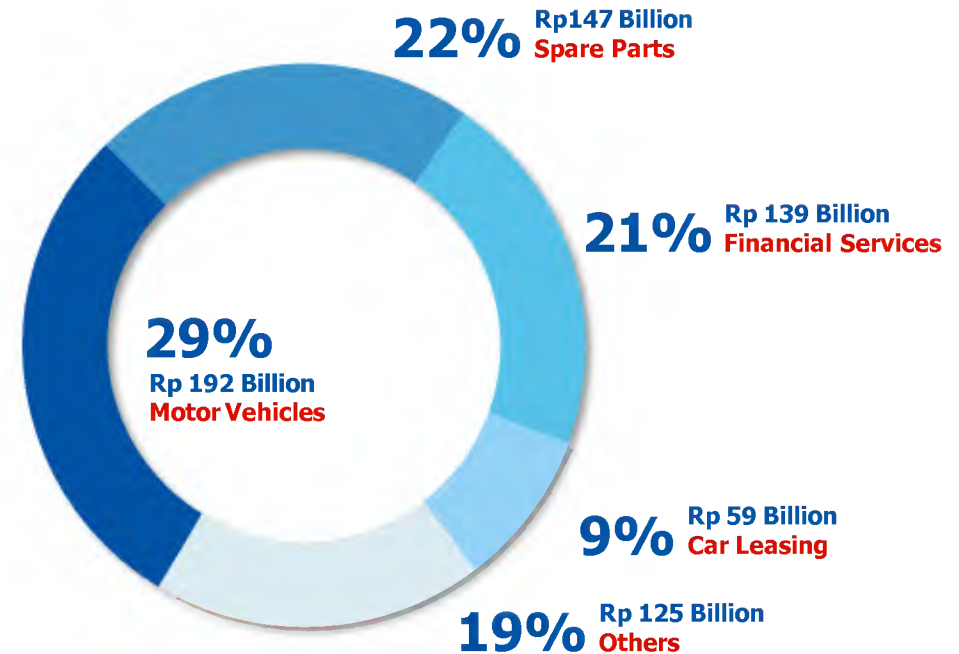
# 1.f. Gross Profit Contribution – 1<sup>st</sup> Quarter

## 3M15



TOTAL Rp653 Billion

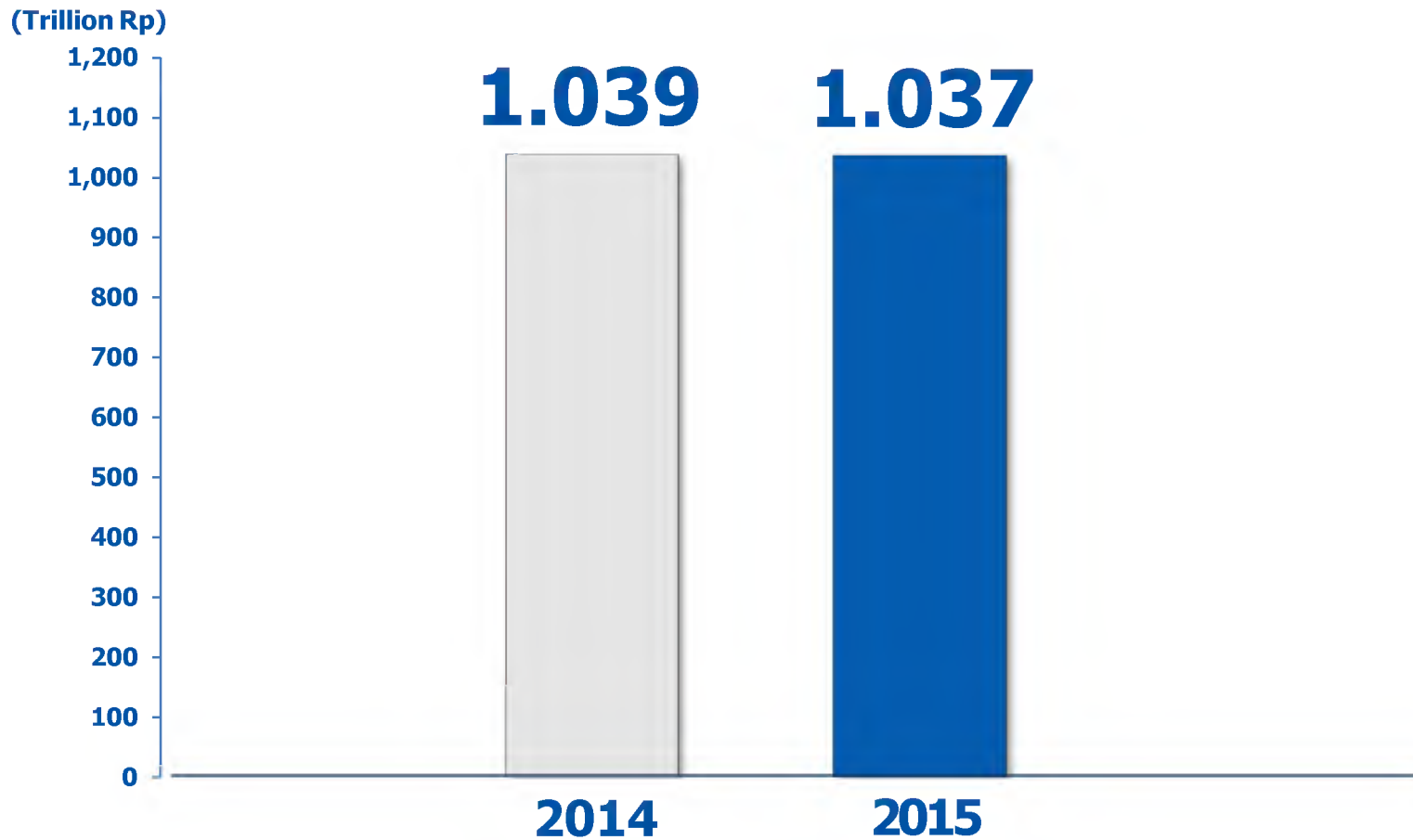
## 3M16



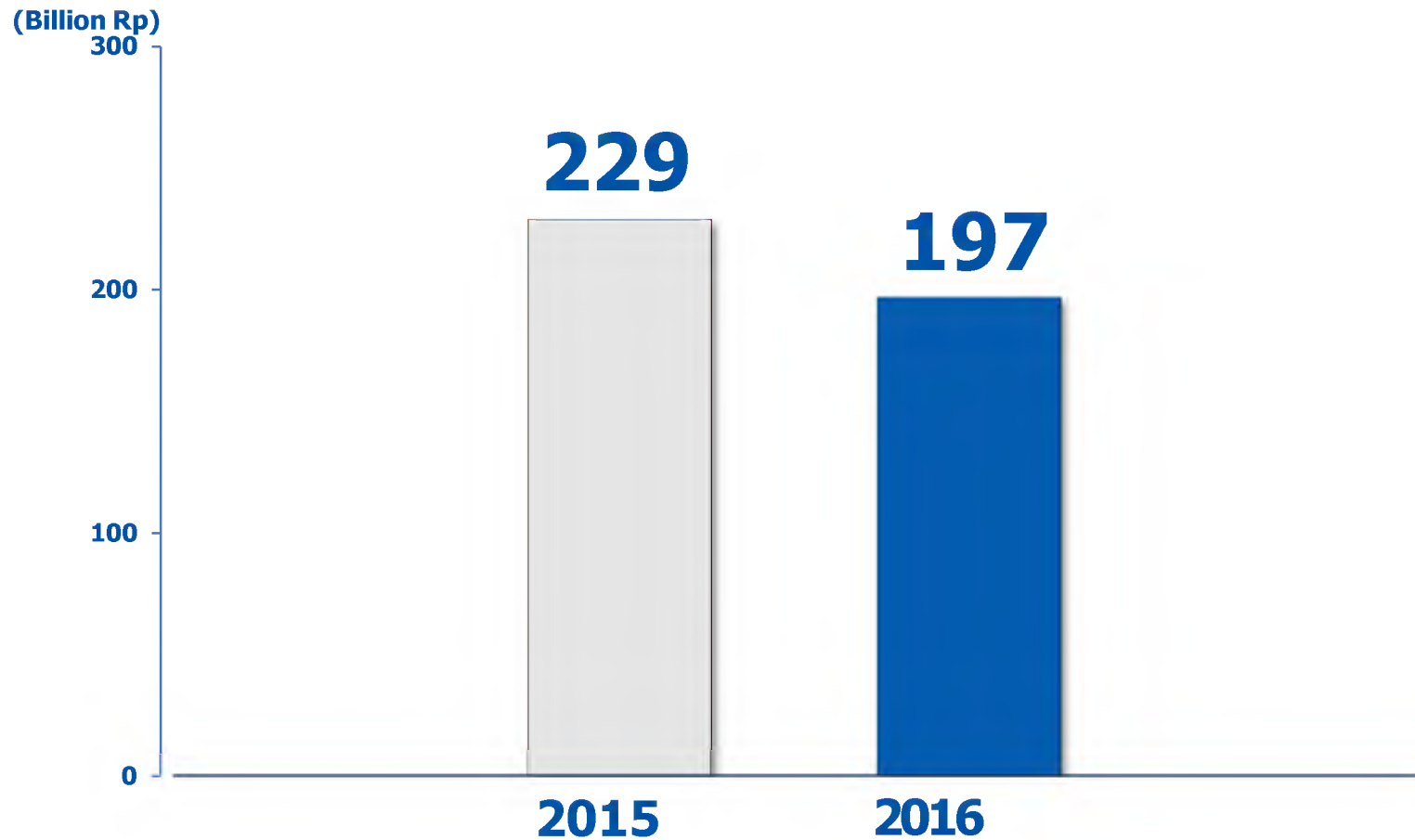
TOTAL Rp662 Billion



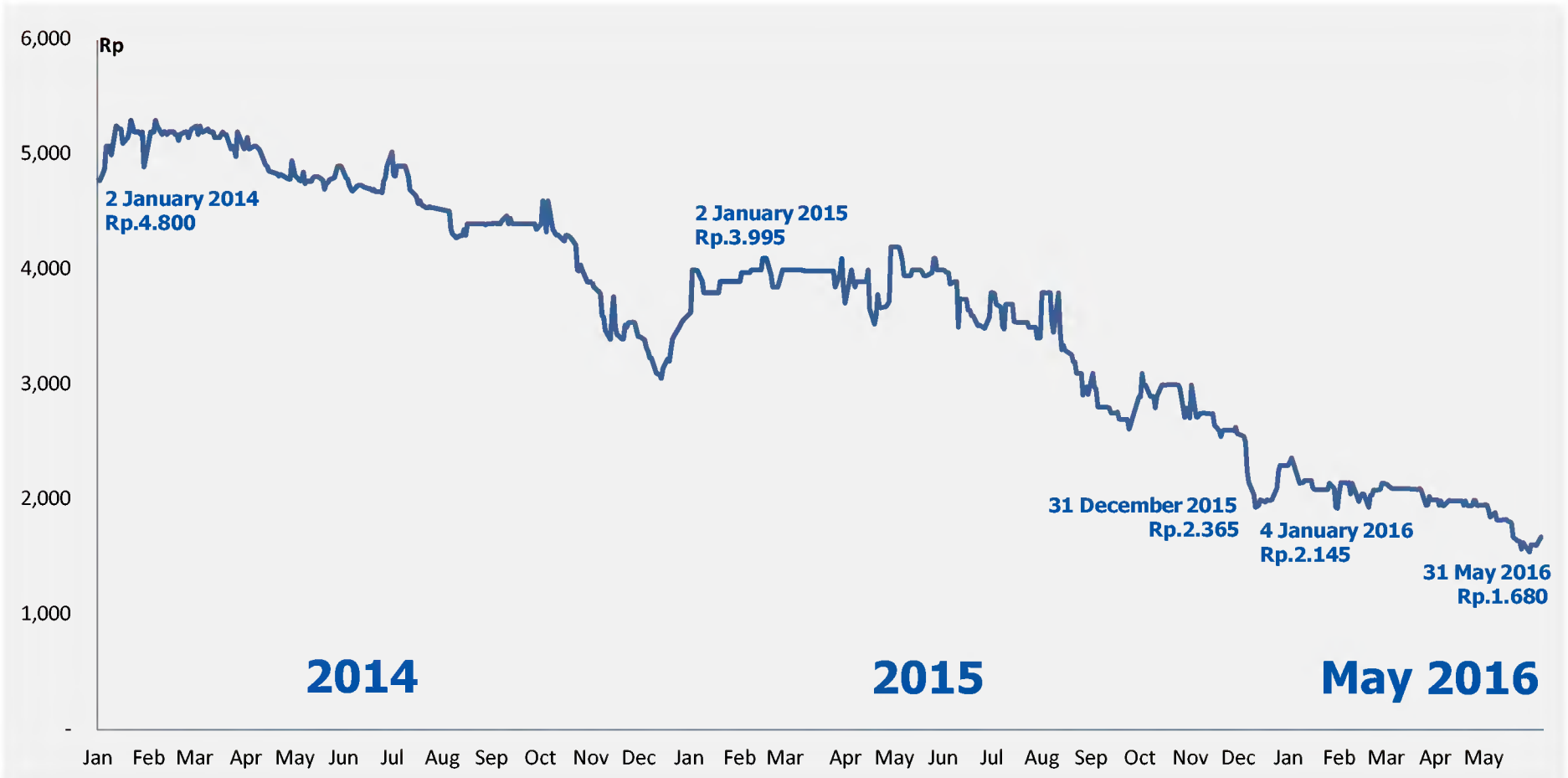
# 1.g. Operating Profit for 2015



# 1.h. Operating Profit – 1<sup>st</sup> Quarter



# 1.i. Share Performance



## **2. Important Event in Year 2015**



# 2.a. Opening of New Marketing Networks

**NISSAN**



## 2.a. Opening of New Marketing Networks



## 2.a. Opening of PDI Center





## 2.b. Launch of New Products



**SERENA**



**JUKE REVOLT**



**NAVARA**



**X-TRAIL  
HYBRID**



**DATSUN  
GO+ T-STYLE**



## 2.b. Launch of New Products



**DUSTER  
4X4**





## 2.b. Launch of New Products



**QX 80**



## 2.b. Launch of New Products



**Q 7**



**TT**



## 2.b. Launch of New Products

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Volkswagen

**POLO**



## 2.b. Launch of New Products

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**BUSFC 190**



**RANGER 500**



**RANGER GY 350 PU**



**DUTRO 130 HD 4X4**





## 2.b. Launch of New Products

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**COMPACTOR SD 110B**





# 2.c. Participation in GAIKINDO Indonesia International Auto Show 2015



Volkswagen



HINO



# 2.c. Participation in Indonesia International Motor Show 2015

— 2015 —  
INDONESIA INTERNATIONAL  
MOTOR SHOW  
20-30 AUGUST  
JIEXPO KEMAYORAN



Volkswagen





## 2.c. Participation in Mining & Construction Indonesia 2015



## 2.d. Opening of New Plant



**FB** FURUKAWA BATTERY

## 2.e. Issuance of Public Bond





## 2.e. Syndicated Loan Facility



## 2.e. Syndicated Loan Facility



## 2.f. Cooperation with DAC Asia Pte.,Ltd.

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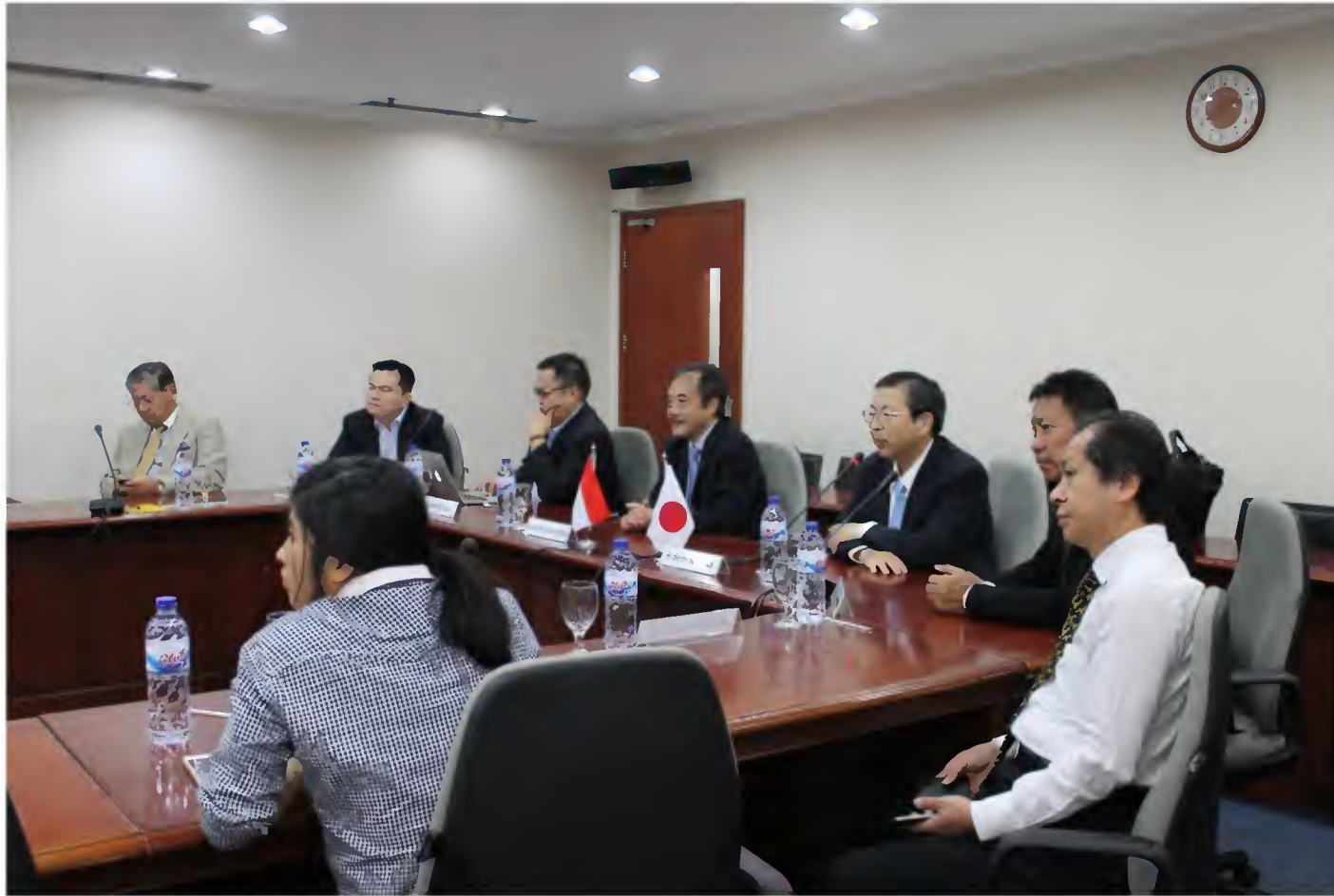
## 2.f. Cooperation with Sompo Japan Nipponkoa Holdings, Inc.



## 2.f. Cooperation with Sinhan Holding Co., Ltd., (Japan)

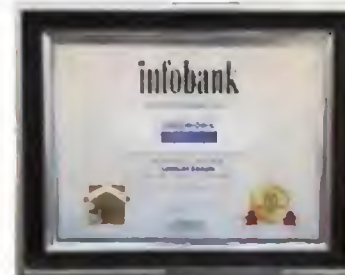


## 2.f. Cooperation with Seino Holding Co., Ltd., (Japan)





# 2.g. Awards Received



## 2.h. Corporate Social Responsibility



## 2.h. Corporate Social Responsibility



**Blood donation**



**Renovation of School**





## 2.h. Corporate Social Responsibility

### NISSAN



**Staff Training**



**Seminar**



## 2.h. Corporate Social Responsibility

**NISSAN**



**Community Works**



## 2.h. Corporate Social Responsibility



### Environmental Protection



### **3. Important Event from Jan – May 2016**

# 3.a. Opening of New Marketing Networks

**NISSAN**





# 3.a. Opening of New Marketing Networks



# 3.a. Opening of New Marketing Networks





# 3.a. Opening of Part Center



**NISSAN**



## 3.b. Cooperation with John Deere



## 3.c. Award Received

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# 3.d. Corporate Social Responsibility





## 3.d. Corporate Social Responsibility



**NISSAN**



# 3.e. Participation in Indonesia International Motor Show 2016



Volkswagen



# **4. Work Plan For Financial Year 2016**



# III. Work Plan for Financial Year 2016

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- 1. To develop new marketing networks and to optimize existing ones.**
- 2. To intensify efforts in operating more cost efficiently.**
- 3. To improve human resources capability and employees' motivation.**
- 4. To introduce and produce new products in accordance to customers' requirement.**
- 5. To innovate and develop new related automotive businesses.**







**THANK YOU**