



PAPARAN PUBLIK

("Public Expose")

PT INDOMOBIL SUKSES INTERNASIONAL Tbk

Fiscal Year 2016

Jakarta, 16 June 2017



Summary

- 1. Financial and Operational Performance of the Company**
- 2. Important Event in 2016**
- 3. Important Event from Jan - May 2017**
- 4. Work Plan for 2017**

1. Financial and Operational Performance of the Company

1.a. Financial Highlights for 2016

Expressed in billion Rupiah, unless otherwise stated

Description	2015	2016	Up / Down (%)
Net Revenue	18,100	15,050	-17
Gross profit	2,748	2,666	-3
Operating profit	1,037	573	-45
Profit before income tax expense	183	(248)	-235
Profit/(loss) for the year	(22)	(313)	-1,291
Profit/(loss) for the year attributable to:			
Equity holders of the Company	(46)	(289)	533
Non-controlling interest	24	(24)	-201
Total	(22)	(313)	1,291
Total current assets	12,192	11,640	-5
Total non-current assets	12,669	13,993	11
Total assets	24,861	25,633	3
Total liabilities	18,164	18,924	4
Equity attributable to equity holders of the Company	5,623	5,633	0.2
Non-controlling interests	1,074	1,076	0.2
Total equity	6,697	6,709	0.2

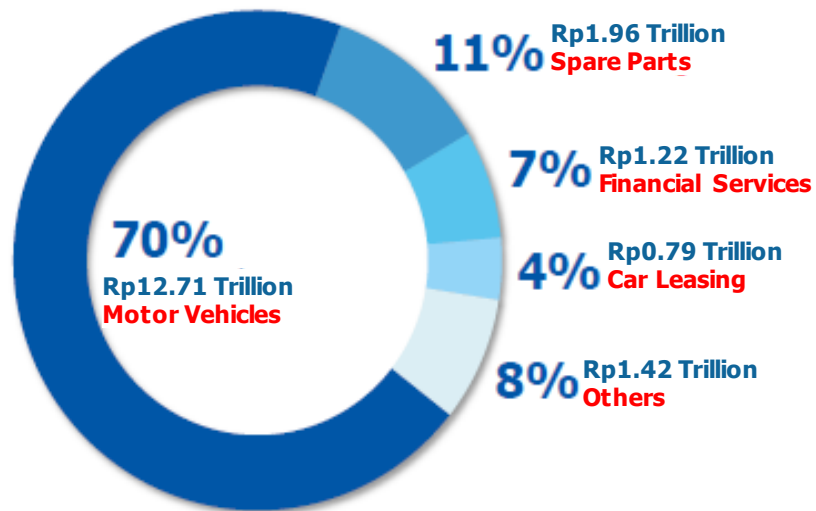
1.b. Financial Highlights for 1st quarter 2017

Expressed in billion Rupiah, unless otherwise stated

Description	2016 1 st quarter Unaudited	2017 1 st quarter Unaudited	Up / Down (%)
Net Revenue	4,186	3,745	-11
Gross profit	662	705	6
Operating profit	197	191	-3
Profit before income tax expense	42	(110)	-365
Profit/(loss) for the year	38	(145)	-482
Profit/(loss) for the year attributable to:			
Equity holders of the Company	22	(166)	-848
Non-controlling interest	16	21	34
Total	38	(145)	-482
Total current assets	13,768	12,667	-8
Total non-current assets	12,430	14,506	17
Total assets	26,198	27,173	4
Total liabilities	19,718	20,649	5
Equity attributable to equity holders of the Company	5,355	5,425	1
Non-controlling interests	1,125	1,099	-2
Total equity	6,480	6,524	1

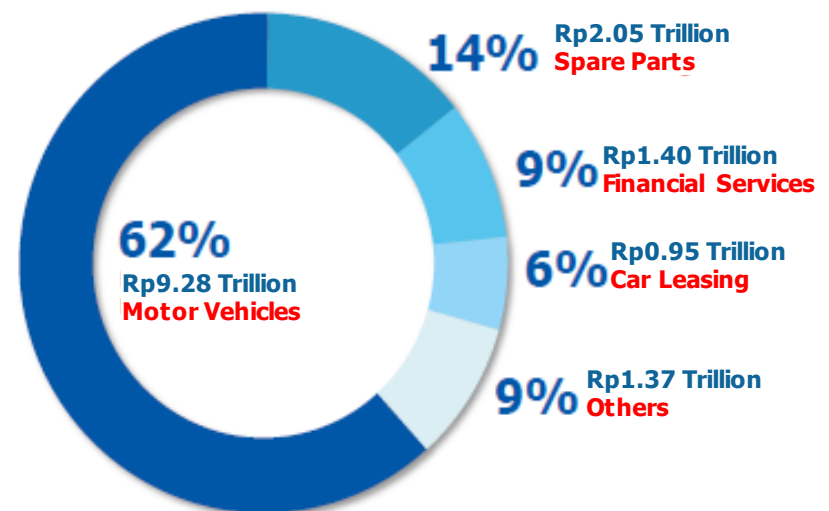
1.c. Net Revenue for Year 2016

2015



TOTAL Rp18.10 Trillion

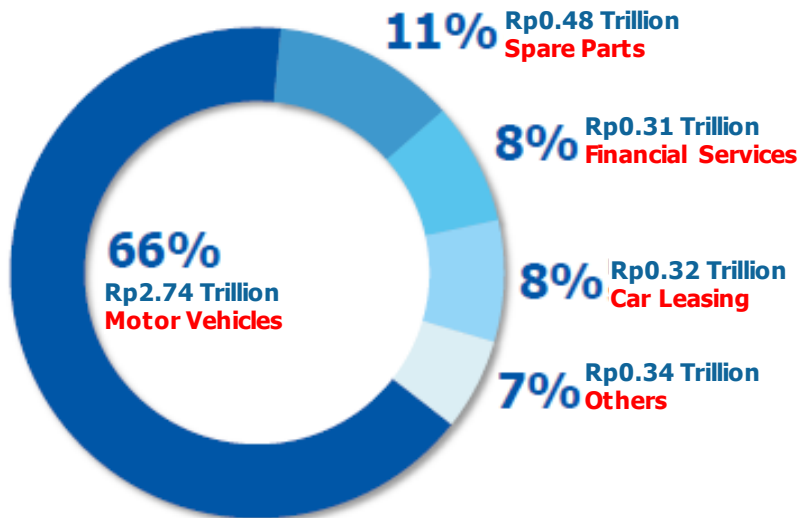
2016



TOTAL Rp15.05 Trillion

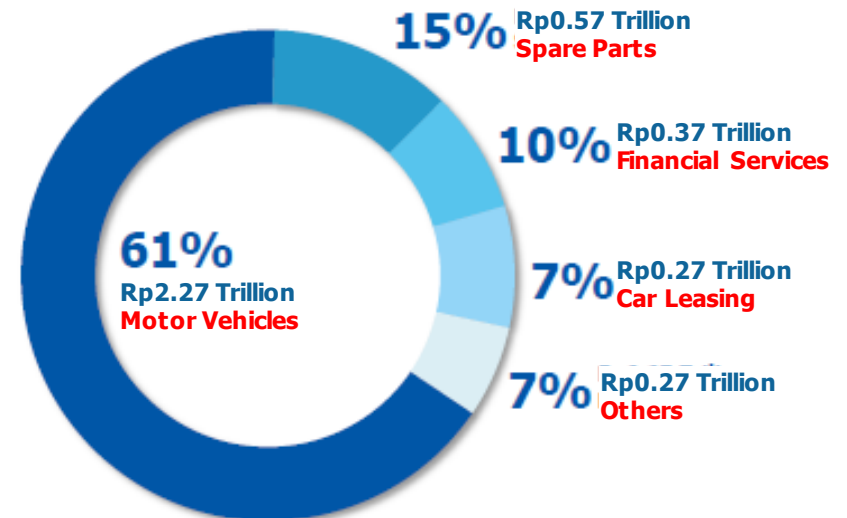
1.d. Net Revenue – 1st Quarter

3M16



TOTAL Rp4.19 Trillion

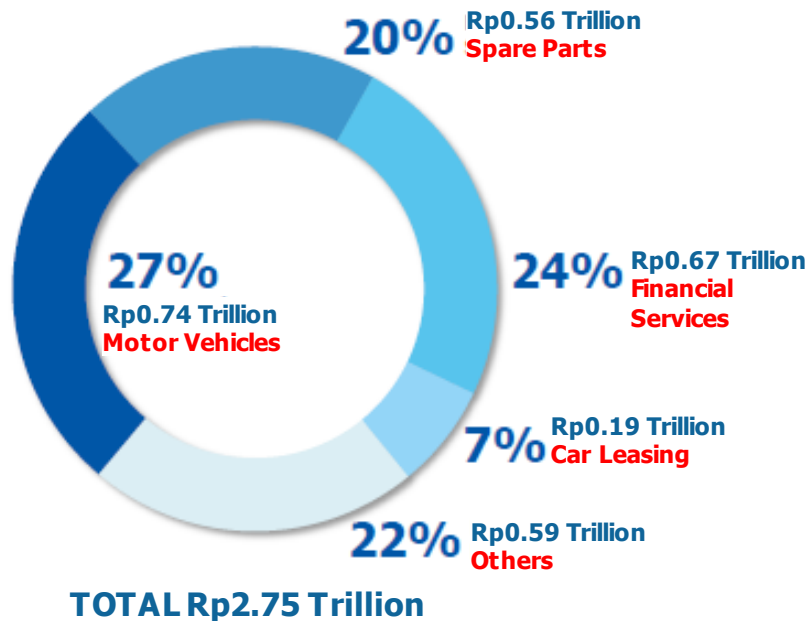
3M17



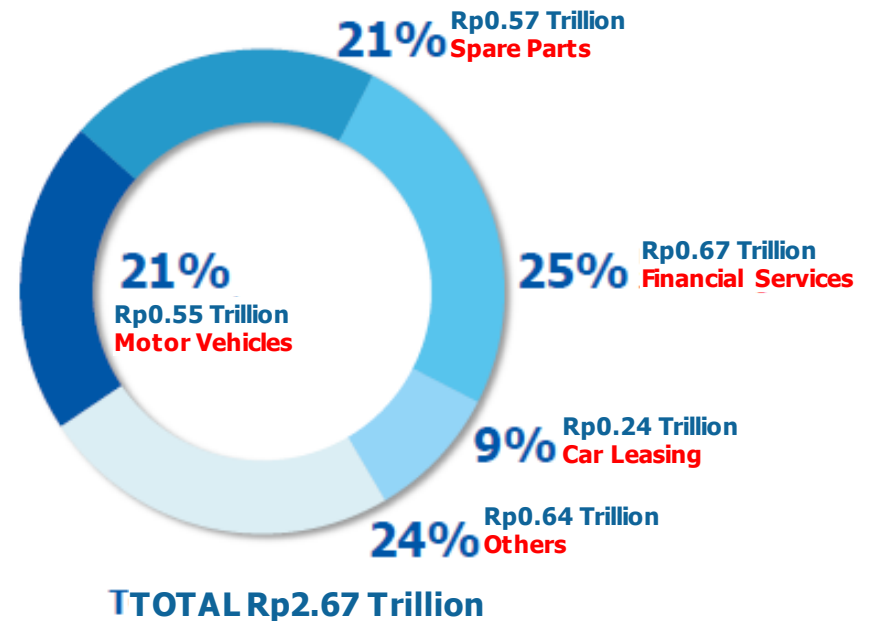
TOTAL Rp3.75 Trillion

1.e. Gross Profit Contribution for 2016

2015

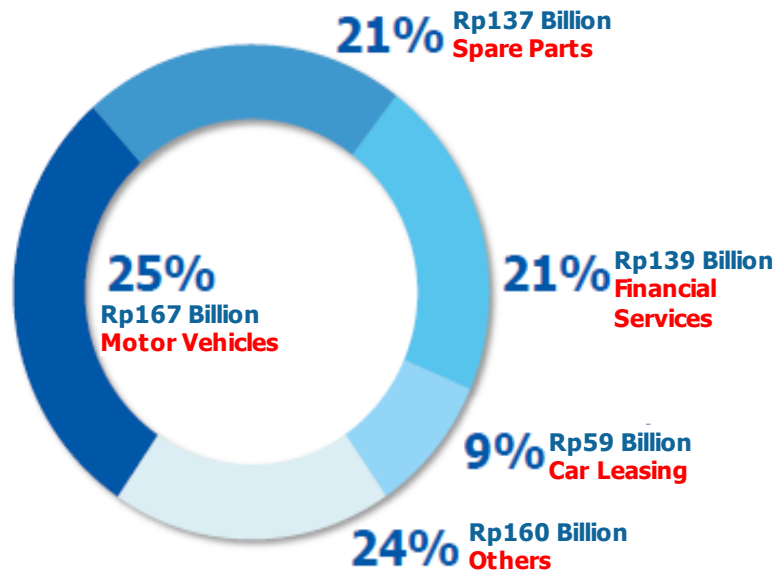


2016



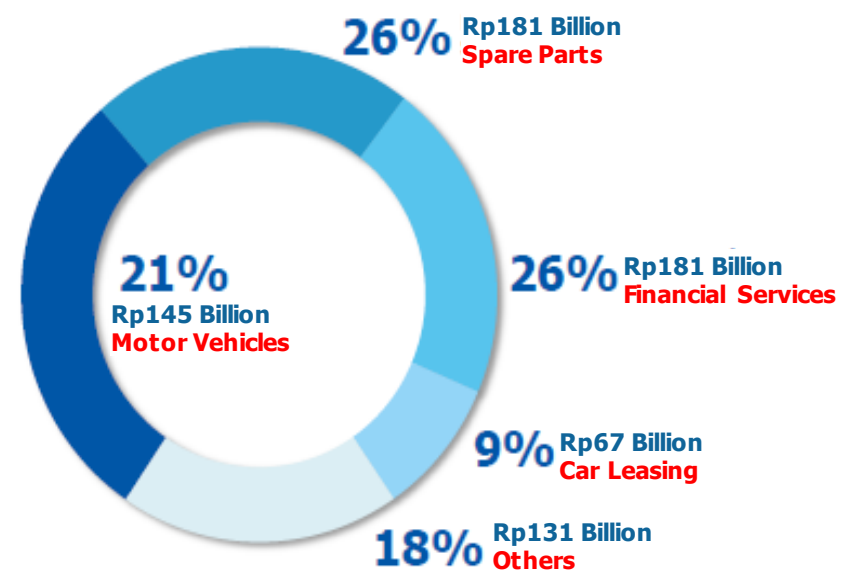
1.f. Gross Profit Contribution – 1st Quarter

3M16



TOTAL Rp662 Billion

3M17

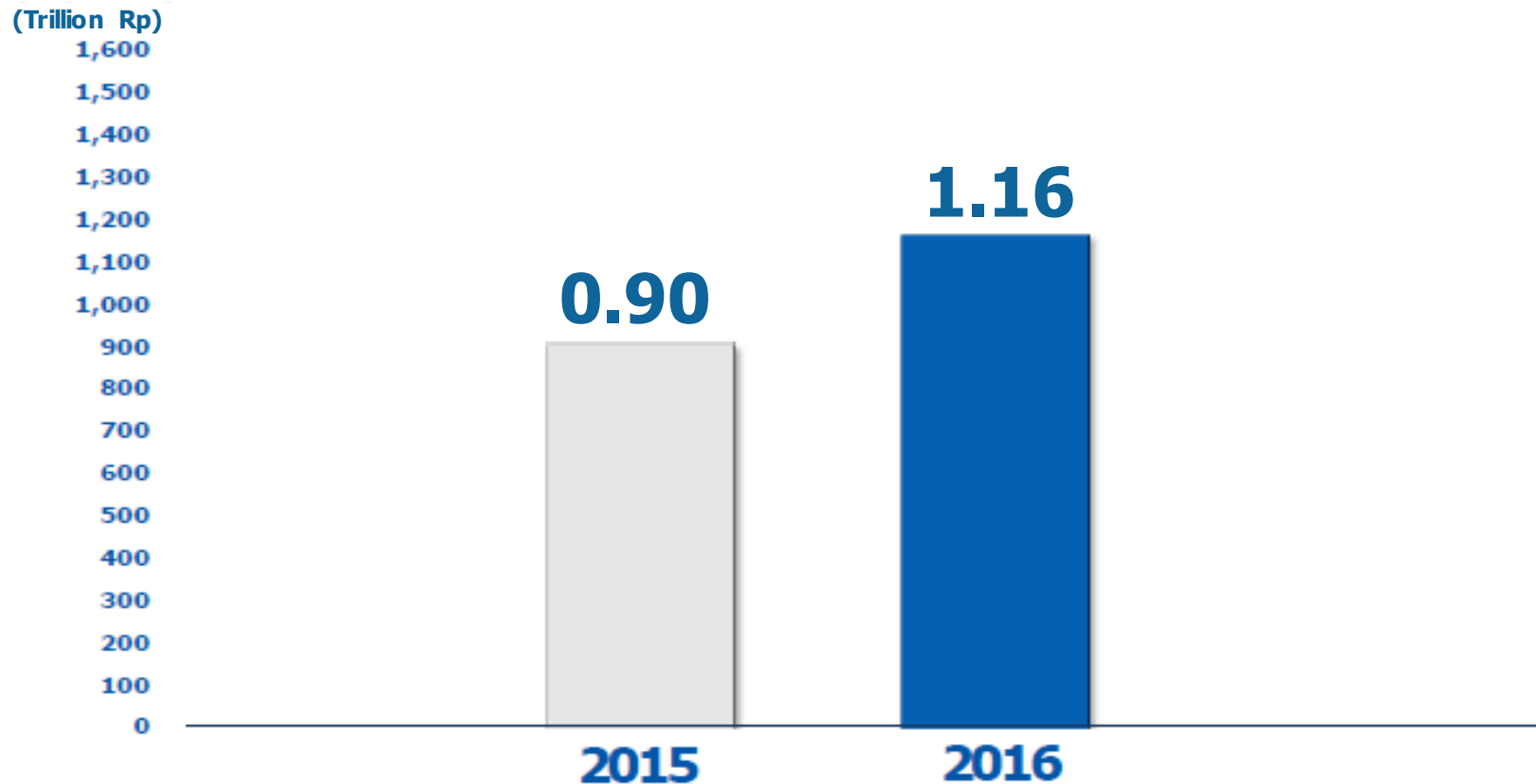


TOTAL Rp705 Billion

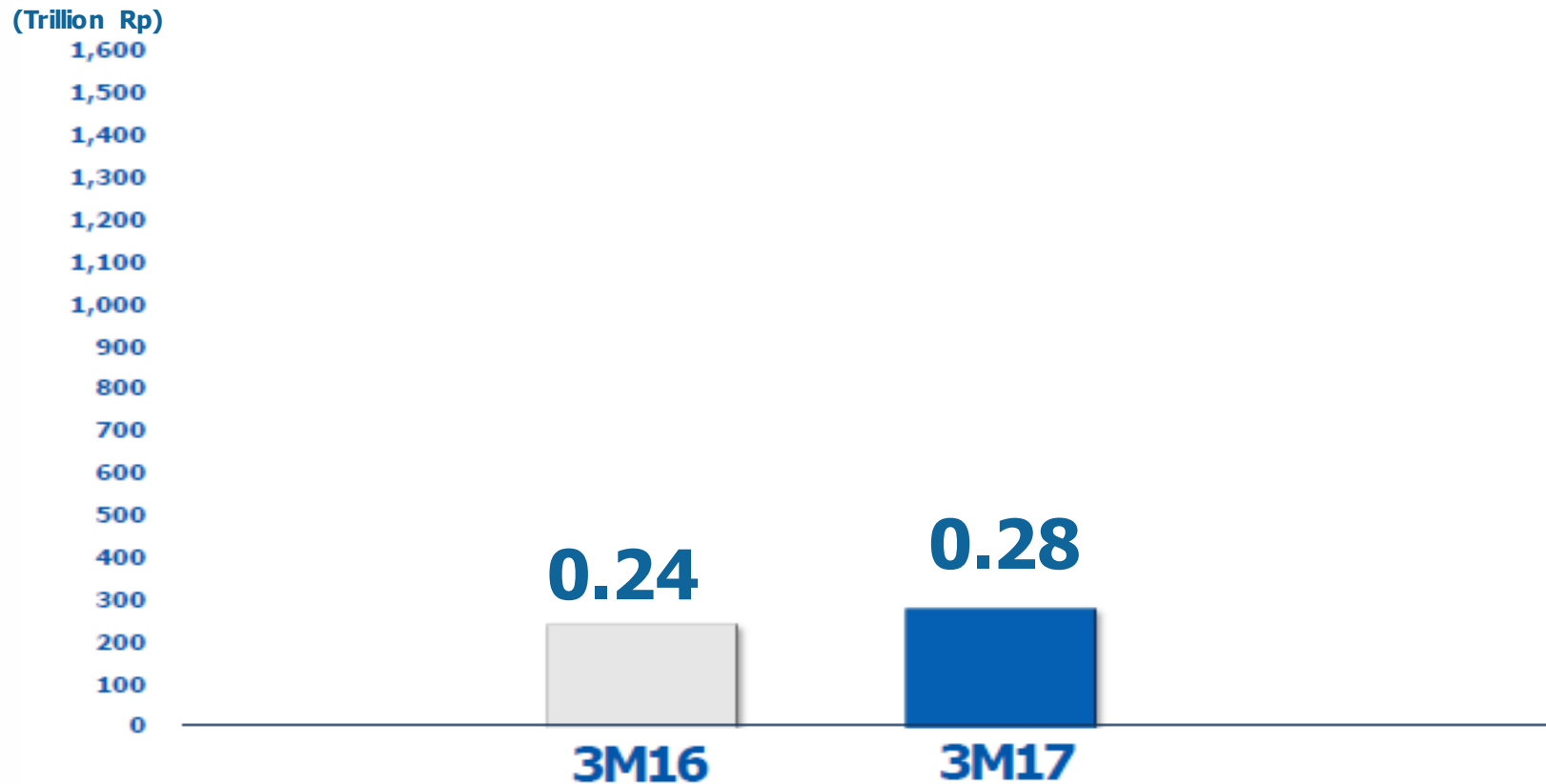
1.g. Share Performance



1.h. Capital Expenditure



1.h. Capital Expenditure



2. Important Event in Year 2016

2.a. Opening of New Marketing Networks

NISSAN 



2.a. Opening of New Marketing Networks



2.a. Opening of New Marketing Networks



2.a. Opening of New Marketing Networks

 **AUTOBACS**



2.a. Opening of Parts Center

NISSAN



2.a. New Office Facilities EDJS

EKA
DHARMA



2.b. Launch of New Products

NISSAN



2.b. Launch of New Products



2.b. Launch of New Products



2.c. Participation in Indonesia International Motor Show 2016



Volkswagen



2.c. Participation in GAIKINDO Indonesia International Auto Show 2016



Volkswagen



2.d. Cooperation with John Deere



2.e. VCE - Trans-Sumatra toll road project



2.f. Awards Received



2.g. Corporate Social Responsibility



2.g. Corporate Social Responsibility



2.g. Corporate Social Responsibility



2.g. Corporate Social Responsibility



2.g. Corporate Social Responsibility



2.g. Corporate Social Responsibility



2.g. Corporate Social Responsibility



2.g. Corporate Social Responsibility



3. Important Event

Jan - May 2017

3.a. Opening of New Marketing Networks



3.b. Launch of New Products



3.b. Launch of New Products



3.c. Syndicated Loan Facility



3.d. Awards Received



3.e. Corporate Social Responsibility



3.e. Corporate Social Responsibility



3.e. Corporate Social Responsibility



3.f. Participation in Indonesia International Motor Show 2017



Volkswagen



**4. Work Plan
for Fiscal Year 2017**

IV. Work Plan for Fiscal Year 2017

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



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THANK YOU