PT INDUSTRI DAN PERDAGANGAN BINTRACO DHARMA Tbk
Public Expose

Room Seminar 1
Bursa Efek Indonesia, Jakarta
7 May 2018
Disclaimer

This presentation has been prepared by PT Industri dan Perdagangan Bintraco Dharma Tbk, abbreviated as “Bintraco” or “Bintraco Dharma”, independently and is circulated for the purpose of general information only. It is not intended for the specific person who may receive this presentation. The information in this presentation has been obtained from sources which we deem reliable. No warranty (expressed or implied) is made as to the accuracy or completeness of the information. All opinions and estimations included in this presentation constitute our judgment as of this date and are subject to change without prior notice.

We disclaim any responsibility or liability whatsoever arising which may be brought or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this presentation and neither PT Industri dan Perdagangan Bintraco Dharma Tbk and/or its affiliated companies and/or their respective employees and/or agents accepts liability for any errors, omissions, negligent or otherwise, in this presentation and any inaccuracy herein or omission here from which might otherwise arise.

Cautionary note on forward-looking statements: This presentation may contain statements regarding the business of PT Industri dan Perdagangan Bintraco Dharma Tbk and its subsidiaries that are of a forward-looking nature and are therefore based on management’s assumptions about future developments. Forward-looking statements involve certain risks and uncertainties because they relate to future events. Actual results may vary materially from those targeted, expected or projected due to several factors. Potential risks and uncertainties includes such factors as general economic conditions, foreign exchange fluctuations, interest rate changes, commodity price fluctuations and regulatory developments. The reader and/or listener is cautioned to not unduly rely on these forward-looking statements. We do not undertake any duty to publish any update or revision of any forward-looking statements.
# Table of Contents

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Disclaimer</td>
<td>2</td>
</tr>
<tr>
<td>1. Bintraco Dharma Highlights</td>
<td>4</td>
</tr>
<tr>
<td>2. Business Segments</td>
<td>10</td>
</tr>
<tr>
<td>3. Financial Updates</td>
<td>22</td>
</tr>
</tbody>
</table>
Section 1
Bintraco Dharma Highlights
Overview of Bintraco Dharma

Leading Brands

About Bintraco

✓ PT Bintraco Dharma Tbk ("Bintraco" or the "Company") is a leading automotive dealer in Indonesia especially in Central Java and Daerah Istimewa Yogyakarta (except Kudus and Jepara) and has been established since 1969

✓ PT New Ratna Motor (NRM) as subsidiary of Bintraco is the pioneer Toyota dealers in Central Java & Daerah Istimewa Yogyakarta providing the best ownership experience. The brand name for automotive dealer under NRM be known as Nasmoco

✓ The Company via PT Andalan Finance Indonesia (AFI) provides financing services for new & used cars throughout Indonesia

✓ Strong relationship with Toyota
  As of 2017, Toyota renowned for Brand image with sales over 30% market share in Indonesia

✓ Integrated network
  - 24 Dealers in Central Java & Daerah Istimewa Yogyakarta (except Kudus and Jepara)
  - 42 Financing Branches & 2 outlets across the nation

✓ Strong Consumer Base
  in the last 3 years
  - Sold 80,000+ cars;
  - Repaired 1,000,000+ cars; &
  - Financed 90,000+ cars
## Milestones

### Bintraco Dharma
- **1969:** PT Bintraco Dharma was founded

### New Ratna Motor
- **1961:** NV Ratna Dewi Company was founded.
- **1972:** Appointed as Toyota Main Dealer in Central Java & Daerah Istimewa Yogyakarta (Nasmoco Pemuda).
- **1973:** Changed its name to PT New Ratna Motor.
- **1974:** Opened dealers in: - Slamet Riyadi Solo & - Mlati (Daerah Istimewa Yogyakarta).
- **1977:** Opened dealers in: - Kaligawe (Semarang), - Magelang, - Pekalongan & - Purwokerto.
- **1978:** Opened dealer in Cilacap.
- **1980:** Opened dealer in Salatiga.
- **2003:** Opened dealers in: - Janti (Daerah Istimewa Yogyakarta) & - Majapahit (Semarang)
- **2005:** Opened dealers in: - Gombel (Semarang) - Solo Baru.
- **2012:** Opened dealers in: - Bantul, - Tegal & - Wonosobo.
- **2013:** Opened dealer in Brebes.
- **2017:** Initial Public Offering of Share

### Andalan Finance Indonesia
- **1995:** Founded with the name of PT Nasmoco Finansia
- **1997:** Changed name to PT Nasmoco Andalan Multidana.
- **2003:** Changed name to PT Andalan Finance Indonesia.
- **2005:** Established new division Nasmoco Kredit.
- **2007:** Established new division Andalan Rental.
- **2014:** Owning 42 branches and 2 outlets in its network.
## Business Structure and Effective Ownership

### Bintraco Dharma

#### Automotive

- **Nasmoco**
  - PT New Ratna Motor (90.0%)
  - PT Nasmoco (88.7%)
  - PT Chandra Pratama Motor (89.9%)
  - PT Nasmoco Pratama Motor (89.9%)
  - PT Nasmoco Karangjati Motor (79.8%)
  - PT Nasmoco Bahtera Motor (59.8%)
  - PT Nasmoco Bahana Motor (53.8%)

#### Financing

- **Andalan**
  - PT Andalan Finance Indonesia (96.0%)

- **Meka**
  - PT Meka Adipratama (52.2%)
  - PT Meka Mekar Niaga (52.6%)
  - PT Global Carfix Indonesia (52.2%)

- **Ulticar**
  - PT Ulticar Oto Galeri (69.9%)
  - PT Mitra Oto Prima (84.9%)
Board of Commissioners and Board of Directors

**Board of Commissioners**

- **Simon Harto Budi**
  *President Commissioner*
  22 years with Bintraco Group

- **Jonathan Budi**
  *Commissioner*
  Starting career from Toyota up to now

- **Margeret Mutiara Tang**
  *Independent Commissioner*
  30 years in many industries, 1 year with Bintraco Group

**Board of Directors**

- **Sebastianus Harno Budi**
  *President Director*
  27 years with Bintraco Group

- **Benny Redjo Setyono**
  *Vice President Director*
  20 years in Senior Management position in Automotive Industry, 2 year with Bintraco Group

- **Fatrijanto**
  *Director*
  25 years with Bintraco Group

- **Joko Tri Sanyoto**
  *Director*
  42 years in Toyota, 4 years with Bintraco Group

- **David Iskandar**
  *Independent Director*
  24 years in Automotive and Finance Industry
Business Strategies

Expand distribution by opening new branch & acquisition

Focus on Existing Business

Automotive

Financial

Increase synergy in focused businesses

Implement prudent policy in loan approval process & inventory procurement

Solid financial planning by developing high-profit automotive-related business

Human Resources Quality

Boost revenue by expanding distribution

Online & integrated IT system
Section 2
Business Segments
Automotive Business

Key Highlight

PT New Ratna Motor (NRM) as subsidiary of Bintraco is the pioneer Toyota dealers providing the best ownership experience in Central Java & Daerah Istimewa Yogyakarta (except Kudus and Jepara). The Brand name of NRM is known as Nasmoco. NRM owns Meka aftersales business.

Competitive Advantages

- Integrated distribution networks & information technology
- Service excellence
- The Toyota Founder Dealer in Central Java & Daerah Istimewa Yogyakarta, except in Kudus & Jepara
- Effectively implemented Kaizen Principle
- Experienced management team
- Strong relationship with Toyota
- Sustainable human resource development system
- Strong customer base

Automotive Sales & Service Center Results

<table>
<thead>
<tr>
<th>Year</th>
<th>Unit Sales of Vehicle</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>29,958</td>
</tr>
<tr>
<td>2014</td>
<td>26,995</td>
</tr>
<tr>
<td>2015</td>
<td>23,000</td>
</tr>
<tr>
<td>2016</td>
<td>27,185</td>
</tr>
<tr>
<td>2017</td>
<td>28,480</td>
</tr>
</tbody>
</table>

Market Share

- 2013: 33.7%
- 2014: 32.4%
- 2015: 29.1%
- 2016: 31.9%
- 2017: 31.9%

After Sales Revenue (IDR Bio)

<table>
<thead>
<tr>
<th>Year</th>
<th>After Sales Revenue (IDR Bio)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013</td>
<td>553</td>
</tr>
<tr>
<td>2014</td>
<td>667</td>
</tr>
<tr>
<td>2015</td>
<td>775</td>
</tr>
<tr>
<td>2016</td>
<td>879</td>
</tr>
<tr>
<td>2017</td>
<td>1,005</td>
</tr>
</tbody>
</table>
Automotive Distribution network

✓ Highly extensive distribution of Automotive Business in Central Java & Daerah Istimewa Yogyakarta
✓ Market share +30% in the primary marketing area
Automotive Business: New Products Launched

- Jan 2016: All New Fortuner
- Apr 2016: All New Sienta
- Nov 2016: Yaris Heykers
- Aug 2017: All New Voxy Fortuner TRD
- Jan 2018: New Yaris
- Apr 2016: New Rush Sportivo Ultimo
- Aug 2016: All New Calya
- Apr 2017: New Agya
- Nov 2017: All New Rush
### Selected National Awards – Vehicle Sales & After Sales

#### 2015
- **Nasmoco Kaligawe**
  - Best Branch Manager (*1st* winner)
  - Skill Contest Body (*1st* winner)
  - GR Marketing Kaizen Contest (Best Innovation)
  - Best Outlet After sales Performance Body & Paint (Group 1)

- **Nasmoco Ringroad Solo**
  Body Repair Kaizen Contest (*1st* winner)

- **Nasmoco Slamet Riyadi**
  GR Marketing Kaizen Contest (*1st* winner)

- **Nasmoco Pemuda**
  - Best Service Manager (*3rd* winner)
  - Best Outlet Aftersales Performance General Repair (Group 1)
  - Best Technical Handling (*1st* winner)

- **Nasmoco**
  JD Power Sales Satisfaction Index & Customer Service Index Area The Best CRC Person (*1st* winner)

#### 2016
- **Nasmoco Pemuda**
  Best Outlet Sales Performance
  Best Outlet for Beating Honda

- **Nasmoco Mlati**
  Best Outlet After Sales Performance GR
  Best of the Best After Sales Performance GR

- **Nasmoco Brebes**
  Best Outlet After Sales Performance BP
  Best of the Best After Sales Performance BP

- **Nasmoco Bantul**
  Best Branch Manager (*1st* winner)
  Best Service Manager (*1st* winner)
  Best Supervisor (*1st* winner)

- **Nasmoco Kaligawe**
  Body Technician (*1st* winner)
  GR Technician (*1st* winner)

#### 2017
- **Nasmoco Mlati**
  - Outlet of The Year
  - Best Outlet Sales Performance
  - Best Kaizen Leader (Service)

- **Nasmoco Pati**
  - Best of the Best After Sales GR Performance
  - Best Service Manager (*2nd* winner)

- **Nasmoco Majapahit**
  Best Foreman (*1st* winner)

- **Nasmoco Pemuda**
  - Best Sales Person (*1st* winner)
  - Best Sales Supervisor (*1st* winner)

- **Nasmoco Bantul**
  - Best Innovation National at National Kaizen Innovation Marathon
  - Outstanding Kaizen Award (*1st* winner) at CS Kaizen Evolution: Dealer Operation BP

- **Nasmoco**
  - Best Partman (*2nd* winner)
  - Best Car Dealer in Solo Area
Financing Business

Key Highlight

PT Andalan Finance Indonesia ("AFI") is one of the key players of auto financing in Indonesia due to management excellence & rapid growth of automotive.

Competitive Advantages

➢ 43 branches and 1 outlet spread across Indonesia
➢ Providing fair & transparent service to customers
➢ Gaining customer’s trust by keeping customer’s confidentiality
➢ Fast loan approval & credit disbursement process with prudence
➢ Strong source of financing & wide range of alternatives
➢ Strong customer base

New Cars vs. Used Cars

Total New Car vs Used Car Financing (IDR Bio)

Number of New Financing Facility (Unit)

Source: Company Information
Financing Distribution Network

- Nationwide presence as platform to reach out to existing and potential customers
- Proven expansion track record
- Hub-and-spoke strategy for expansion outside Java (Medan, Pontianak, Makassar and Denpasar)
Awards: Financing Business

Golden Trophy
PT Andalan Finance Indonesia for 9 years with predicate “SANGAT BAGUS”
Automotive After Sales Business

Meka Adipratama

PT Meka Adi Pratama (MAP) is a distribution company of various service parts and consumables with over 30 years of experience.

Global Carfix Indonesia

PT Global Carfix Indonesia (GCI) is a subsidiary of MAP owning notable workshops network in Central Java & Daerah Istimewa Yogyakarta.

Competitive Advantages

- Experience & resilience as distributor with experience more than 30 years
- Excellent distributor way
- Utilizing reliable information & communication technology
- Strong supply chain in aftersales business as MAP guaranteeing availability of GCI parts supply

After Sales Results

Total Revenue (IDR Bio)

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>232</td>
<td>261</td>
<td>306</td>
<td>331</td>
<td>385</td>
</tr>
</tbody>
</table>

Unit Entry CARfix

<table>
<thead>
<tr>
<th>Year</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17,854</td>
<td>21,234</td>
<td>24,429</td>
<td>29,588</td>
<td>35,372</td>
</tr>
</tbody>
</table>

Source: Company Information
Automotive After Sales Distribution Network

- Well established distribution network in Central Java & Daerah Istimewa Yogyakarta
- High potential expansion growth of CARfix outlets in Central Java & Daerah Istimewa Yogyakarta, also across Indonesia

Total Trading Outlets Meka are above 7000 outlets.

Trading Outlet by Geographical Area

- Jawa Tengah, 72%
- Yogyakarta, 11%
- Kalimantan, 16%
- Others, 1%

Trading Outlet with Workshops

- Jawa Tengah 70%
- Yogyakarta 7%
- Kalimantan 23%

714 CARfix network
# Automotive Aftersales Distribution Products

<table>
<thead>
<tr>
<th>PRODUCT</th>
<th>BRAND</th>
<th>REMARKS</th>
<th>LOGO</th>
<th>CONTRIBUTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>BATTERY</td>
<td>INCOE BATTERY</td>
<td>4W</td>
<td><img src="logo_incoe.png" alt="INCOE Logo" /></td>
<td>27%</td>
</tr>
<tr>
<td></td>
<td>GS BATTERY</td>
<td>2W &amp; 4W</td>
<td><img src="logo_gs.png" alt="GS Battery Logo" /></td>
<td>15% 42%</td>
</tr>
<tr>
<td>LUBRICANT</td>
<td>SHELL</td>
<td>2W &amp; 4W</td>
<td><img src="logo_shell.png" alt="Shell Logo" /></td>
<td>26% 33%</td>
</tr>
<tr>
<td></td>
<td>EVALUBE</td>
<td>2W &amp; 4W</td>
<td><img src="logo_evalube.png" alt="Evalube Logo" /></td>
<td>5% 33%</td>
</tr>
<tr>
<td></td>
<td>AGIP</td>
<td>4W</td>
<td><img src="logo_agip.png" alt="Agip Logo" /></td>
<td>2%</td>
</tr>
<tr>
<td>TYRE</td>
<td>MICHELIN PC &amp; TB</td>
<td>4W</td>
<td><img src="logo_michelin.png" alt="Michelin Logo" /></td>
<td>7% 9%</td>
</tr>
<tr>
<td></td>
<td>KINGLAND</td>
<td>2W</td>
<td><img src="logo_kingland.png" alt="Kingland Logo" /></td>
<td>2% 9%</td>
</tr>
<tr>
<td>SPAREPARTS</td>
<td>DENSO PARTS</td>
<td>2W &amp; 4W</td>
<td><img src="logo_denso.png" alt="Denso Logo" /></td>
<td>8%</td>
</tr>
<tr>
<td></td>
<td>OSRAM HALOGEN</td>
<td>2W &amp; 4W</td>
<td><img src="logo_osram.png" alt="Osram Logo" /></td>
<td>3%</td>
</tr>
<tr>
<td></td>
<td>AISIN PARTS</td>
<td>4W</td>
<td><img src="logo_aisin.png" alt="Aisin Logo" /></td>
<td>1.6%</td>
</tr>
<tr>
<td></td>
<td>EXEDY CLUTCH</td>
<td>4W</td>
<td><img src="logo_exedy.png" alt="Exedy Logo" /></td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>KYB SHOCK ABSORBER</td>
<td>2W &amp; 4W</td>
<td><img src="logo_kyb.png" alt="Kyb Logo" /></td>
<td>1% 15%</td>
</tr>
<tr>
<td></td>
<td>ASPIRA PARTS</td>
<td>4W</td>
<td><img src="logo_aspira.png" alt="Aspira Logo" /></td>
<td>0.4%</td>
</tr>
<tr>
<td></td>
<td>FORTAG PART</td>
<td>4W</td>
<td><img src="logo_fortag.png" alt="Fortag Logo" /></td>
<td>0.3%</td>
</tr>
<tr>
<td></td>
<td>KX CAR CARE</td>
<td>4W</td>
<td><img src="logo_kx.png" alt="Kx Car Care Logo" /></td>
<td>0.2%</td>
</tr>
<tr>
<td></td>
<td>CADIC IGNITION COIL</td>
<td>4W</td>
<td><img src="logo_cadic.png" alt="Cadic Logo" /></td>
<td>0.03%</td>
</tr>
<tr>
<td></td>
<td>AKEBONO BRAKE</td>
<td>4W</td>
<td><img src="logo_akebono.png" alt="Akebono Logo" /></td>
<td>0.01%</td>
</tr>
</tbody>
</table>
Other Businesses

Andalan Rental

Andalan Rental is car rental services that is part of NRM. By the end of 2016, rental volume was 550 units and already 820 by the end of 2017. Andalan Rental plans to extend business by providing rental of forklifts.

Toyota Tsusho Logistic Center & Toyota Tsusho Logistic Center Nasmoco Transport

PT Toyota Tsusho Logistic Center (TTLC) is a logistic company providing vendor to vendor business, import-export service, bonded warehouse and general warehouse.
PT Toyota Tsusho Logistic Center Nasmoco Transport (TTNT) is a joint venture between NRM and affiliates with Toyota Tsusho Co. Ltd. TTNT mainly supports delivery of vehicle units and parts from PT Toyota-Astra Motor (TAM) to NRM.

Bayauc Nasmoco Investindo

PT Bayauc Nasmoco Investindo (BNII), established in end of 2016 and fully operating in 2017, is a joint venture company between Bayauc Co. Ltd and NRM. BNII provides auction place for used cars. Total revenue in 2017 was Rp11.7billion. The 2017 revenue was based on 3908 units transactions, with transaction value Rp352.5billion.

Aisan Nasmoco Industri

PT Aisan Nasmoco Industri (ANI) is a joint venture of NRM with Toyota Tsusho Co. Ltd and Aisan Co. Ltd. ANI manufactures original parts components (OEM / Original Equipment Manufacturer) for cars (Toyota, Daihatsu, Nissan, Suzuki & Mazda) and motorcycles (Yamaha).
Section 3
Financial Updates
## Executive Summary

### 3M18 Results
- In first quarter 2018, revenue grew 14%, contributed by growth in auto 13% and financing 15%.
- Gross Profit reached 298bn with margin 15.9% higher than last year thanks to new Rush distributed.
- Net Profit grew 35% due to efficiency in automotive segment and higher other income in automotive segment.

*Source: Consolidated Financial Statements PT Bintraco Dharma Tbk as of Mar 2018*  
*Net Profit is Profit Attributable to Shareholders*
Acquisition 30% PT Bahtera Multi Niaga (BMN) Shares

**Structure (before)**

```
  PT Ahabe Niaga Selaras
    ↓
  PT Bintraco Dharma Tbk
```

```
  PT Andalan Finance Indonesia
  +-----------------+-----------------+
  | 39.8%           | 70.0%           |
  +-----------------+-----------------+
  | 60.2%           |                |
  +-----------------+-----------------+
  ↓
  PT New Ratna Motor
```

```
  PT Bahtera Multi Niaga
```

```
  30.0%           
  +-----------------+
  |                  |
  +-----------------+
  36.7%           
```

**Structure (after)**

```
  PT Ahabe Niaga Selaras
    ↓
  PT Bintraco Dharma Tbk
```

```
  PT Andalan Finance Indonesia
  +-----------------+-----------------+
  | 39.8%           | 70.0%           |
  +-----------------+-----------------+
  | 60.2%           |                |
  +-----------------+-----------------+
  ↓
  PT New Ratna Motor
```

```
  PT Bahtera Multi Niaga
  66.7%           
```

**Transaction Value**


**Profitability Effect**

Before transaction, effective ownership of Bintraco on PT New Ratna Motor was 81% and on PT Andalan Finance Indonesia was 92%.

After Transaction, effective ownership of Bintraco on PT New Ratna Motor is 90% and on PT Andalan Finance Indonesia was 96%.
Automotive Market Central Java & Yogyakarta

Sales Volume Growth (in thousands unit)

<table>
<thead>
<tr>
<th>Segment</th>
<th>2017</th>
<th>3M17</th>
<th>3M18</th>
</tr>
</thead>
<tbody>
<tr>
<td>LCGC</td>
<td>28,404</td>
<td>6,251</td>
<td>6,995</td>
</tr>
<tr>
<td>Low &amp; Med MPV</td>
<td>8,389</td>
<td>1,615</td>
<td>1,723</td>
</tr>
<tr>
<td>Med SUV</td>
<td>7,585</td>
<td>1,503</td>
<td>1,600</td>
</tr>
<tr>
<td>Low &amp; Med Hatchback</td>
<td>7,383</td>
<td>1,505</td>
<td>1,606</td>
</tr>
<tr>
<td>Sedan + High SUV &amp; Luxury Car</td>
<td>3,925</td>
<td>836</td>
<td>930</td>
</tr>
<tr>
<td>Commercial</td>
<td>672</td>
<td>128</td>
<td>132</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>45,643</td>
<td>10,526</td>
<td>12,753</td>
</tr>
</tbody>
</table>

Market Share per Segments

<table>
<thead>
<tr>
<th>Segment</th>
<th>2017</th>
<th>3M17</th>
<th>3M18</th>
</tr>
</thead>
<tbody>
<tr>
<td>LCGC</td>
<td>51.6%</td>
<td>51.0%</td>
<td>45.0%</td>
</tr>
<tr>
<td>Low &amp; Med MPV</td>
<td>33.4%</td>
<td>30.8%</td>
<td>45.0%</td>
</tr>
<tr>
<td>Med SUV</td>
<td>8.4%</td>
<td>5.6%</td>
<td>5.9%</td>
</tr>
<tr>
<td>Low &amp; Med Hatchback</td>
<td>0.8%</td>
<td>4.6%</td>
<td>2.1%</td>
</tr>
<tr>
<td>Sedan + High SUV &amp; Luxury Car</td>
<td>3.3%</td>
<td>5.9%</td>
<td>5.6%</td>
</tr>
<tr>
<td>Commercial</td>
<td>2.3%</td>
<td>2.1%</td>
<td>1.8%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

Market Share by Brands

<table>
<thead>
<tr>
<th>Competition</th>
<th>2017</th>
<th>3M17</th>
<th>3M18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Toyota</td>
<td>33.4%</td>
<td>30.8%</td>
<td>34.8%</td>
</tr>
<tr>
<td>Honda</td>
<td>31.9%</td>
<td>31.6%</td>
<td>32.3%</td>
</tr>
<tr>
<td>Daihatsu</td>
<td>18.2%</td>
<td>17.8%</td>
<td>18.2%</td>
</tr>
<tr>
<td>Mitsubishi</td>
<td>11.9%</td>
<td>12.0%</td>
<td>10.9%</td>
</tr>
<tr>
<td>Suzuki</td>
<td>9.9%</td>
<td>10.0%</td>
<td>9.7%</td>
</tr>
<tr>
<td>Others</td>
<td>9.2%</td>
<td>9.8%</td>
<td>7.2%</td>
</tr>
</tbody>
</table>

In first quarter 2018, retail sales increased 15% with market shares still dominated in the market.

Source: Company Information
## Automotive Business: Performance Highlights

**Table: Performance Highlights**

<table>
<thead>
<tr>
<th></th>
<th>2017 Audited</th>
<th>3M17 Unaudited</th>
<th>3M18 Unaudited</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales Volume (thou. units)</strong></td>
<td>28.4</td>
<td>6.3</td>
<td>7.0</td>
<td>12%</td>
</tr>
<tr>
<td><strong>Net Revenue</strong></td>
<td>6,128</td>
<td>1,400</td>
<td>1,586</td>
<td>+13%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>724</td>
<td>170</td>
<td>203</td>
<td>19%</td>
</tr>
<tr>
<td><strong>%Gross Profit Margin</strong></td>
<td>11.8%</td>
<td>12.2%</td>
<td>12.8%</td>
<td></td>
</tr>
<tr>
<td><strong>Net Profit</strong>*</td>
<td>168</td>
<td>31</td>
<td>57</td>
<td>81%</td>
</tr>
<tr>
<td><strong>%Net Profit Margin</strong></td>
<td>2.7%</td>
<td>2.2%</td>
<td>3.6%</td>
<td></td>
</tr>
</tbody>
</table>

- Revenue 3M18 grew driven by sales growth which of Calya and new Rush.
- Gross Profit 3M18 was better from last year due to new product distributed, Rush.
- Net Profit also increased especially due to efficiency in logistic operation which was started in March 2017 and higher income from commission and sales achievement.

*Net Profit is Profit Attributable to Shareholders*
Financing Business: Performance Highlights

- Revenue 3M18 grew because of growth in financing contracts.
- Non-performing financing was successfully managed at 2% level.

### Performance Highlights

<table>
<thead>
<tr>
<th></th>
<th>2016 Audited</th>
<th>3M17 Unaudited</th>
<th>3M18 Unaudited</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td><em><em>Financed Units</em> (thou. units)</em>*</td>
<td>84.2</td>
<td>80.1</td>
<td>86.5</td>
<td>8%</td>
</tr>
<tr>
<td><strong>Net Revenue</strong></td>
<td>1,070</td>
<td>248</td>
<td>286</td>
<td>15%</td>
</tr>
<tr>
<td><strong>Expenses</strong></td>
<td>947</td>
<td>213</td>
<td>264</td>
<td>24%</td>
</tr>
<tr>
<td><strong>%Cost-to-Income Ratio</strong></td>
<td>88.5%</td>
<td>85.7%</td>
<td>92.4%</td>
<td></td>
</tr>
<tr>
<td><strong>Net Profit</strong></td>
<td>92</td>
<td>25</td>
<td>15</td>
<td>-41%</td>
</tr>
<tr>
<td><strong>%Net Profit Margin</strong></td>
<td>8.6%</td>
<td>10.2%</td>
<td>5.2%</td>
<td></td>
</tr>
<tr>
<td><strong>Non-Performing Financing</strong></td>
<td>2.0%</td>
<td>2.0%</td>
<td>2.0%</td>
<td></td>
</tr>
</tbody>
</table>

*Financed units is based on the outstanding financed units

Source: Company Information
Bintraco’s Profitability

Profitability Contribution as of Mar 2018\(^{(a)}\)

<table>
<thead>
<tr>
<th>Revenue</th>
<th>15.2%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Profit</td>
<td>84.8%</td>
</tr>
<tr>
<td>Net Profit*</td>
<td>20.7%</td>
</tr>
<tr>
<td>Automotive</td>
<td>31.8%</td>
</tr>
<tr>
<td>Financing</td>
<td>68.2%</td>
</tr>
<tr>
<td>Rp1,873 bn</td>
<td>68.2%</td>
</tr>
<tr>
<td>Rp298 bn</td>
<td>68.2%</td>
</tr>
<tr>
<td>Rp61 bn</td>
<td>68.2%</td>
</tr>
</tbody>
</table>

\(\text{Revenue} = \text{Rp1,873 bn} \times 15.2\% \text{ (Automotive)} \times 84.8\% \text{ (Gross Profit)} \times 20.7\% \text{ (Net Profit)}\)

### in billions Rp (unless otherwise stated)

<table>
<thead>
<tr>
<th></th>
<th>2017 Audited</th>
<th>3M17 Unaudited</th>
<th>3M18 Unaudited</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Revenue</td>
<td>7,202</td>
<td>1,637</td>
<td>1,873</td>
<td>14%</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>1,101</td>
<td>255</td>
<td>298</td>
<td>17%</td>
</tr>
<tr>
<td>%Gross Profit Margin</td>
<td>15.3%</td>
<td>15.6%</td>
<td>15.9%</td>
<td></td>
</tr>
<tr>
<td>Net Profit*</td>
<td>202</td>
<td>45</td>
<td>61</td>
<td>35%</td>
</tr>
<tr>
<td>%Net Profit Margin</td>
<td>2.8%</td>
<td>2.7%</td>
<td>3.2%</td>
<td></td>
</tr>
</tbody>
</table>

- In 3M18, contribution from Automotive segment jumped as improving margin from sales, along with efficiency in logistic and other incomes.

- Net Profit 3M18 grew mainly due to:
  1. Growth in automotive volume
  2. Efficiency in automotive logistic operation
  3. Higher other income from commission in automotive segment

Source: Consolidated Financial Statements PT Bintraco Dharma Tbk

Amount is based on Consolidated Financial Statement PT Bintraco Dharma Tbk;
% Contribution is calculated as % of sum of business segments before elimination.
Bintraco’s Financial Position

<table>
<thead>
<tr>
<th></th>
<th>31 Dec 2017 Audited</th>
<th>31 Mar 2018 Unaudited</th>
<th>%Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>6,886</td>
<td>7,255</td>
<td>5.4%</td>
</tr>
<tr>
<td>Non-Current Assets</td>
<td>1,331</td>
<td>1,428</td>
<td>7.3%</td>
</tr>
<tr>
<td><strong>TOTAL ASSETS</strong></td>
<td><strong>8,217</strong></td>
<td><strong>8,684</strong></td>
<td><strong>5.7%</strong></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>3,122</td>
<td>3,474</td>
<td>11.3%</td>
</tr>
<tr>
<td>Non-Current Liabilities</td>
<td>3,397</td>
<td>3,444</td>
<td>1.4%</td>
</tr>
<tr>
<td><strong>TOTAL LIABILITIES</strong></td>
<td><strong>6,519</strong></td>
<td><strong>6,918</strong></td>
<td><strong>6.1%</strong></td>
</tr>
<tr>
<td><strong>TOTAL EQUITY</strong></td>
<td><strong>1,698</strong></td>
<td><strong>1,765</strong></td>
<td><strong>4.0%</strong></td>
</tr>
</tbody>
</table>

- Current Ratio: 2.2 → 2.1
- Liabilities-to-Equity: 3.8 → 3.9
- Return on Equity: 11.9% → 13.7%
- Return on Assets: 2.5% → 2.8%

• Total Assets per 31 Mar 2018 was 6% higher than end of 2017 due to growth in financing volume growth.

• New bank loans also increased to support growth in financing, so did the IPO proceeds which was distributed as a working capital support to Automotive segment.

Source: Consolidated Financial Statements PT Bintraco Dharma Tbk
Amount is based on Consolidated Financial Statement PT Bintraco Dharma Tbk; % Contribution is calculated as % of sum of business segments before elimination
PT Industri dan Perdagangan Bintraco Dharma Tbk

Jl. Sunburst CBD Lot II No. 3
BSD City, Lengkong Gudang
Serpong, Tangerang Selatan, Banten, 15321

investor.relation@bintracodharma.com

www.bintracodharma.com