



PRESS RELEASE

For immediate release

MPMX Recorded 27% Net Profit Growth to Rp 361 Billion in 2016

Combination of the Company's focus on cost leadership initiatives and strengthening business fundamentals, combined with establishing collaborative economy and new growth initiatives across the network produced positive growth throughout full year 2016.

JAKARTA, 30 March 2017 – PT Mitra Pinasthika Mustika Tbk (IDX Ticker: MPMX, “Company”), Indonesia’s smart mobility company, delivered positive consolidated net profit (NPATMI) of Rp 361 billion, or up 27% compared to last year. The Company also booked Rp 17.7 trillion of revenue during 2016, or a 7% increase from 2015.

The accomplishment was the result of numbers of important initiatives the Company undertook to strengthen the operation of its business units during the year. The focus on cost leadership has increased the operational efficiency and overall productivity while collaborative economy approach started to generate positive results in optimizing network across business units.

“The year 2016 marked the beginning of a transformational journey MPM choose to take in order to be more relevant to the competition curve. We are driven by the spirit of improvements, focus and absolute discipline in this journey. The growth in 2016 was an indication that MPMX has abundant headroom to keep its operation solid and build a sustainable future off the strong foundation of 30 years experiences in the industry”, Group CEO MPMX Rudy Halim says.

Business Units’ Positive Performances

In terms of the **two-wheeler distribution and retail business**, MPMX through its subsidiary *MPM^{Mulia}*, booked 912,000 of unit sales or a slight hike of 1% compared to last year. Furthermore, MPMX’s profit growth in the sector has also risen 7%. The increase was achieved by *MPM^{Mulia}* despite the slowdown of national motorcycle sales to 8% decrease compared to 2015 (According to the Indonesian Automotive Industry Association Data).

Meanwhile in the **four-wheeler distribution and retail** sector, *MPMAuto* successfully sold 4,755 units of Nissan and Datsun cars through its 11 dealers throughout Indonesia, or an increase of 29% compared to last year. The business unit’s revenue also climbed 20% to Rp 773 billion

from 2015, as the result of MPMAuto's focus on sales productivity, after-service quality development, as well as operational efficiency along 2016.

For the **auto consumer part** segment, MPMX through PT Federal Karyatama (FKT) recorded the sales volume of 63.3 million liters of Federal Oil and Federal Mobil lubricants, or 7% higher than last year. Along with it, FKT's revenue in 2016 also experienced a 6% increase to Rp 1,675 trillion in the wake of growing market demand and effective marketing strategy implementation.

As in the **auto services business**, MPMRent reached a positive profitability level compared to last year. The number of MPMRent's fleet also went from 13,935 units up to 14,137 units as part of the company's initiative to grow its corporate client portfolio. MPMRent will also maintain its focus on service quality improvement and emphasize on operational efficiency to achieve sustainable positive results.

In the **financing business**, MPMFinance posted an increase in new bookings to Rp 4 trillion or up 37% compared to last year. In terms of profitability, NPAT also grew significantly to Rp 82 billion, representing 198% rise from last year. Additionally, in line with MPMX's strategic initiative of cost leadership, MPMFinance had taken strategic decisions to diversify and lower their overall cost of funding through the issue of Medium Terms Notes worth Rp 300 billion as well as Syndicated loan totalling USD\$131 million during 2016.

Another positive performance was delivered by MPMX's **insurance business**, MPMInsurance, which successfully achieved gross premium growth to Rp 385 billion, or a 49% rise compared to 2015. MPMInsurance has also increased its profit to Rp 41 billion or 30% higher than last year.

"Looking forward, to stay ahead in such a competitive environment, we must prepare ourselves to be future-ready. We have achieved a great deal in 2016 through undivided focus and determination and we plan to do the same in 2017 and for the years to come." Rudy says.

About PT Mitra Pinasthika Mustika Tbk

MPM is a leading Indonesian company with a vision to positively impact lives through smart mobility and social integration. By collective power, we aim to deliver the most relevant products and services to the people in our ecosystems through innovation. Our businesses offer a broad spectrum of mobility solutions, from retailing and distributing motorcycles and cars, after-market parts and services, transportation and logistic services, and financial services. MPM is Indonesia's mobility ecosystem and we will continue to create smarter mobility solutions to help Indonesia integrate better than ever before.

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