

FY18

**MPM Company Highlights
and Financial Results**

(Ticker: MPMX)



WE ARE SMART MOBILITY

OUR VISION

To positively **impact lives** through **smart mobility** and social integration.

OUR MISSION

To create ecosystems of the **best ideas** (game changing innovation) delivered through the **most relevant** products and services (understanding people better) in the most effective ways (optimized business models & cross selling), by the **most talented** people (high performance culture) in our industry.

OUR CREDO



**Progressive
Thinking**



**Active
Ownership**



Collaboration



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[MPM: Company Highlights](#)

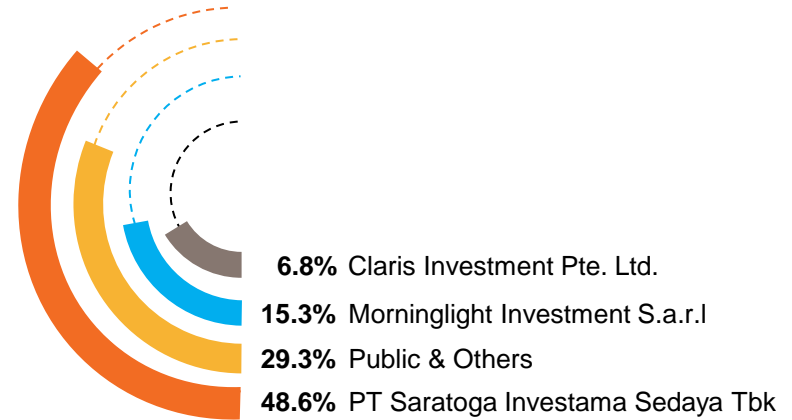
02

Consolidated Financial Results

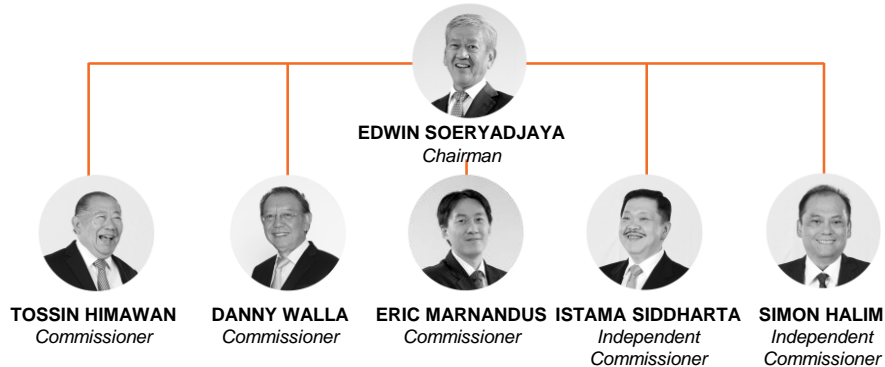
COMPANY HIGHLIGHTS

- Founded **1987** by Mr **William Soeryadjaya** as 2W distribution company
- Listed on Indonesian stock exchange in 2013 (ticker **MPMX**)
- Indonesia's Leading **Smart Mobility** Company with businesses: 2W & 4W Distribution & Retail, Aftermarket, Transportation, and Others
- Total Employees: 2,419 as of 31 Dec 2018

Shareholding



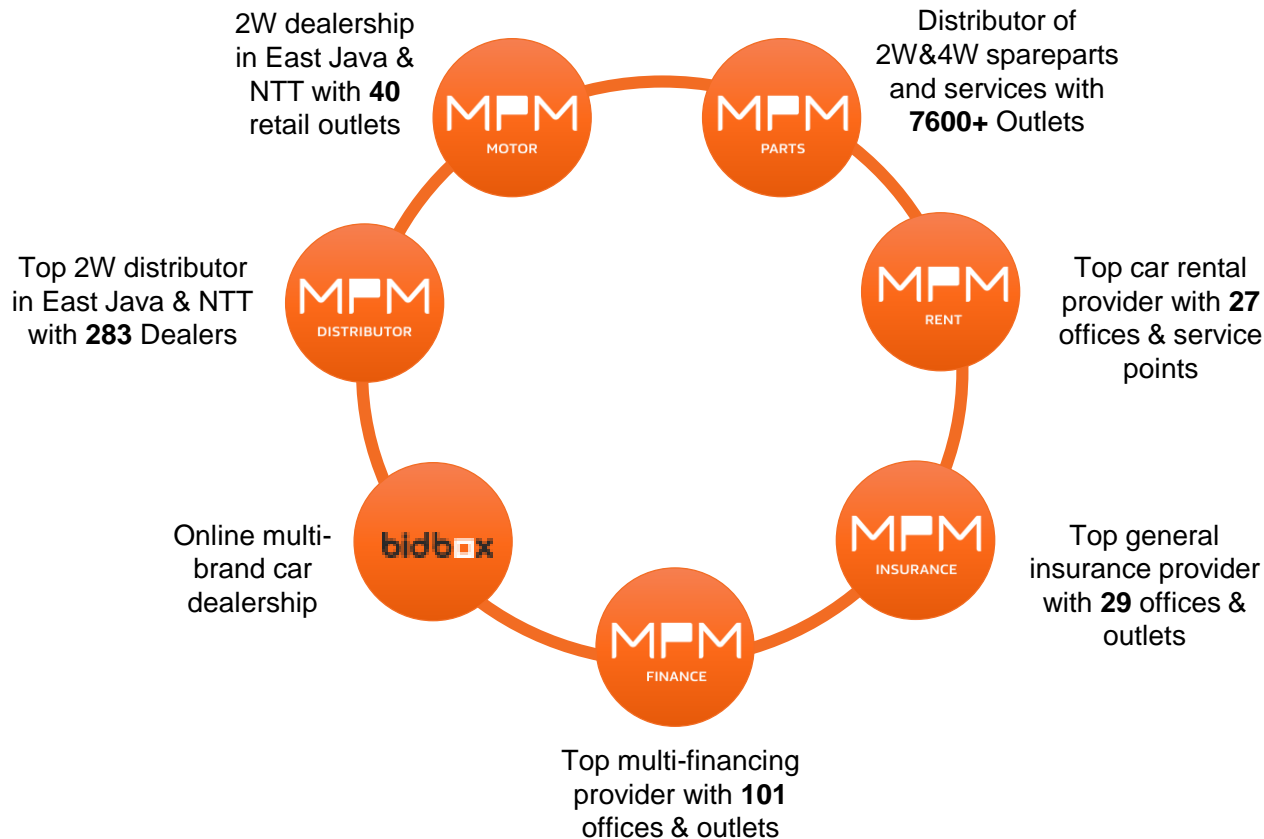
Board of Commissioners



Board of Directors



MPM GROUP NETWORK



Recent Key Events



Oct'18

MPMulia won 2nd place in *The 19th Safety Japan Instructors Competition* in Japan.



Nov'18

MPMParts officially appointed as ExxonMobil's partner to sell Mobil One lubricants.



Nov'18

MPMInsurance awarded *Top 20 Financial Institutions 2018* for category *General Insurance* from *The Finance*



Nov'18

MPMFinance awarded *Top 20 Financial Institutions 2018* for category *Multifinance* from *The Finance*



Dec'18

MPM listed in *Top 50 Mid Capitalization Public Listed Company* by the *Indonesian Institute for Corporate Directorship (IICD)*.



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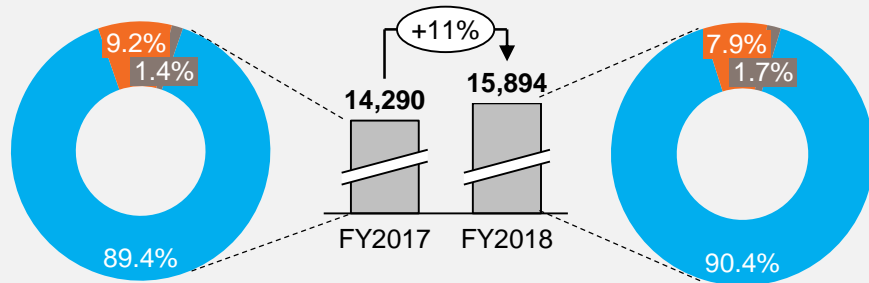
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[Consolidated Financial Results](#)

MPM BUSINESSES: COLLECTIVE POWER

Positive revenue growth contributed by the strong sales growth of 2W Distribution and Retail businesses and Insurance business

Revenue (IDR Bn)

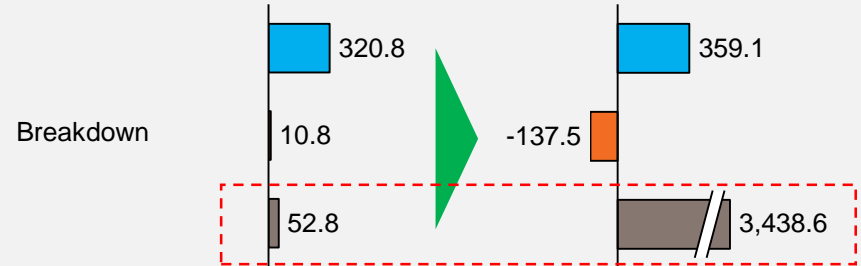


Segment	Distribution & Retail	Transportation	Others*
Company	MPM Distribution MPM Motor MPM Parts	MPM Rent	MPM Insurance MPM Finance Bidbox Headquarter

NPATMI increased mainly due to the divestment of the lubricant business

NPATMI (IDR Bn)

Period	FY2017	FY2018
Total NPATMI	384	3,660

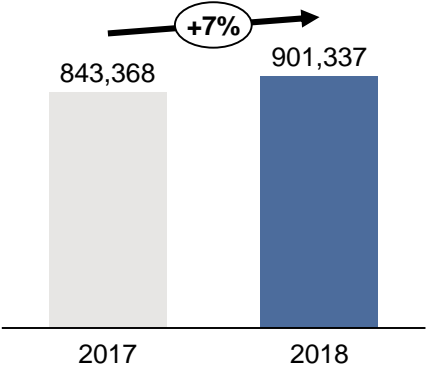


Significant incremental NPATMI due to divestment of lubricant business

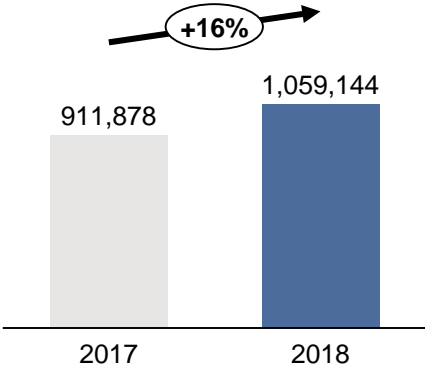
* NPATMI Others includes Headquarters figures, MPMInsurance, MPMFinance and digital initiatives

Operational Performance FY18

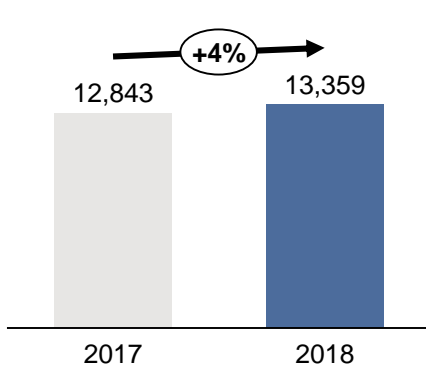
2W distribution (# of 2w Units)



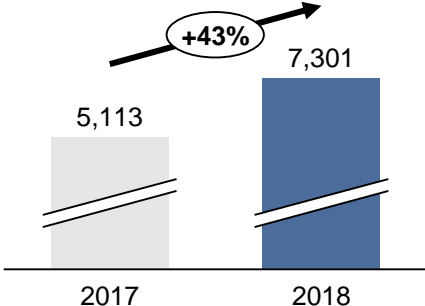
Spareparts Distribution (# of Parts Units)



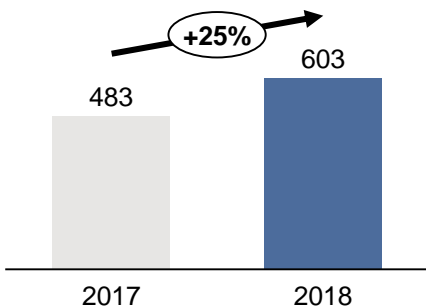
Rental Fleet Size (# of Vehicle Units)



Financing Number of Booking (IDR Billion)



Insurance Gross Premium (IDR Billion)



FY18 Financial Highlights

P&L Highlights	FY17	FY18	YoY%	%Rev
Net Revenues	14,290	15,894	11%	N/A
Gross Profit	1,218	1,152	-5%	7%
NPAT Cont.	127	47	-63%	0.3%
NPAT Discont.	286	3,655	1180%	23%
EBITDA	1,370	5,871	329%	37%
CAPEX	671	880	31%	

B/S Highlights	FY17	FY18	YoY%
Cash and Equiv.	1,241	4,032	225%
Total Asset	9,741	11,943	23%
Bank Funding	3,132	347	-89%
BV of Equity	4,625	8,769	90%

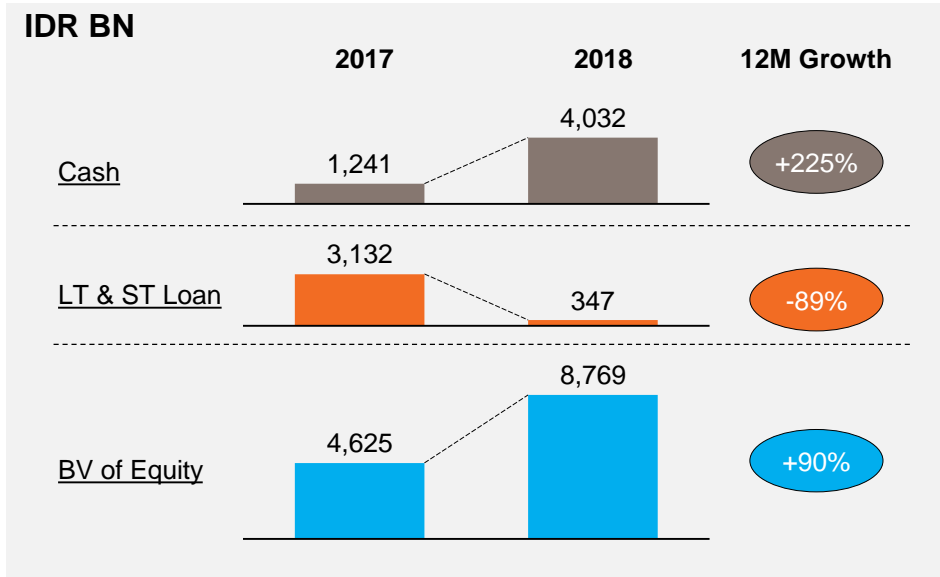
Key Ratios	FY17	FY18
Net Debt/EBITDA	1.4x	Net Cash
Net Debt/Equity	0.4x	Net Cash
ROE	8.3%	41.7%
ROA	3.9%	30.6%

(In Rp Billion)

Summary

- Healthy balance sheet with strong cash position and low leverage.
- Strong earnings result driven by the divestment of lubricant business and strong 2W sales performance.

Capital Structure



- Strong capital structure post divestment
- Minimum debt level, net cash position
- Current funding sources:
 - Bilateral loans
- Alternative funding sources:
 - Syndication loans
 - Bond issuance
 - Medium term notes

KEY FOCUS: COST LEADERSHIP

Financial Highlights (in Rp billion)

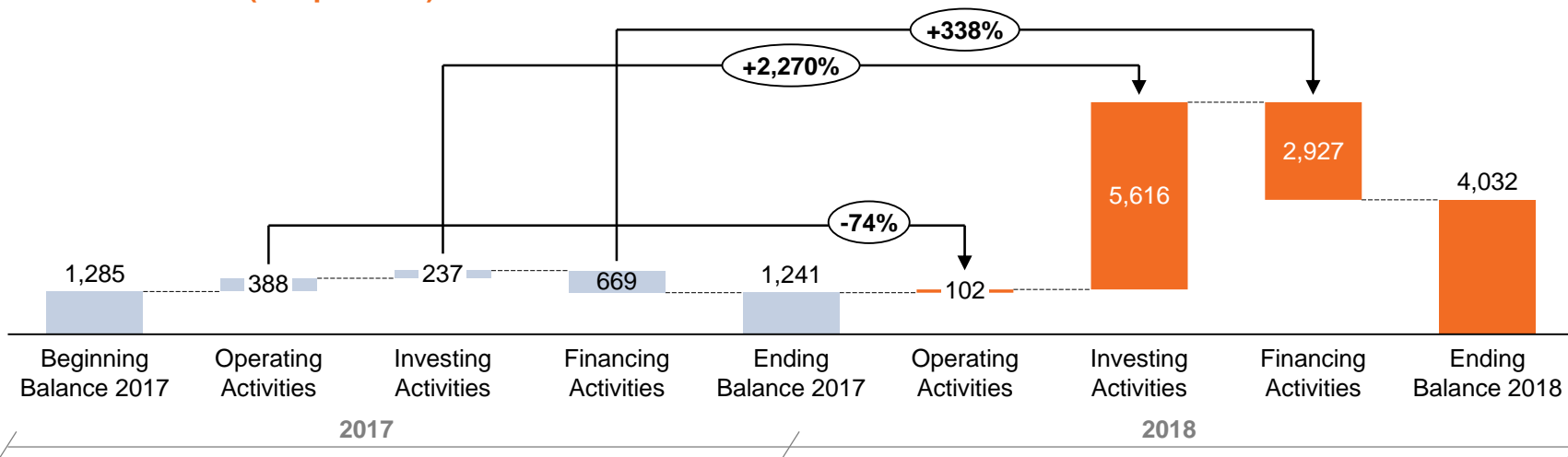
	FY17	FY18	YoY%	%Rev
Total Opex	788	944	20%	6%
• Compensation & Benefit	331	393	19%	2%
• Advertising & Promotion	88	120	37%	1%
• Transportation & Storage	54	48	-9%	0.3%
• Provision	30	28	-6%	0.2%
Average COF	8.4%	8.5%		

Summary

- Overall Opex increased due to increased headcount, salary and marketing activities across different businesses.
- Average COF is similar to last year.

KEY FOCUS: OPERATING CASH FLOW

FY18 Cash Flow (in Rp billion)



Cash Flow	YoY%	Summary
1. Operating Activities	-74%	Negative cash flow driven by capital gain tax prepayment from divestment of lubricant business
2. Investing Activities	+2,270%	Large Cash Inflow from lubricant business divestment
3. Financing Activities	+338%	Cash outflow due to the repayment of the borrowing

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