

1H19

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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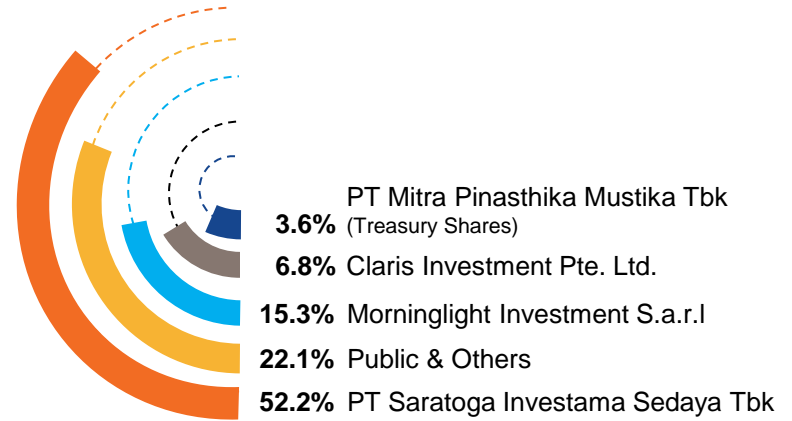
02

Consolidated Financial Results

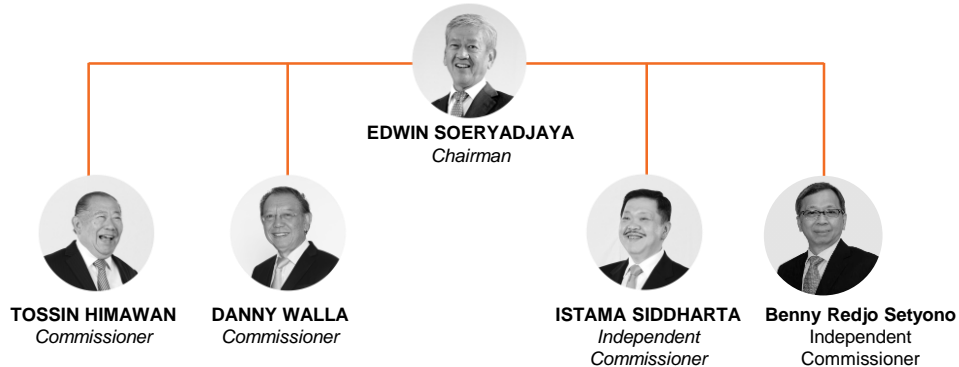
COMPANY HIGHLIGHTS

- 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: Distribution, retail and aftermarket, Transportation, and Others
- Total Employees: 1,898 as of June 2019

Shareholding



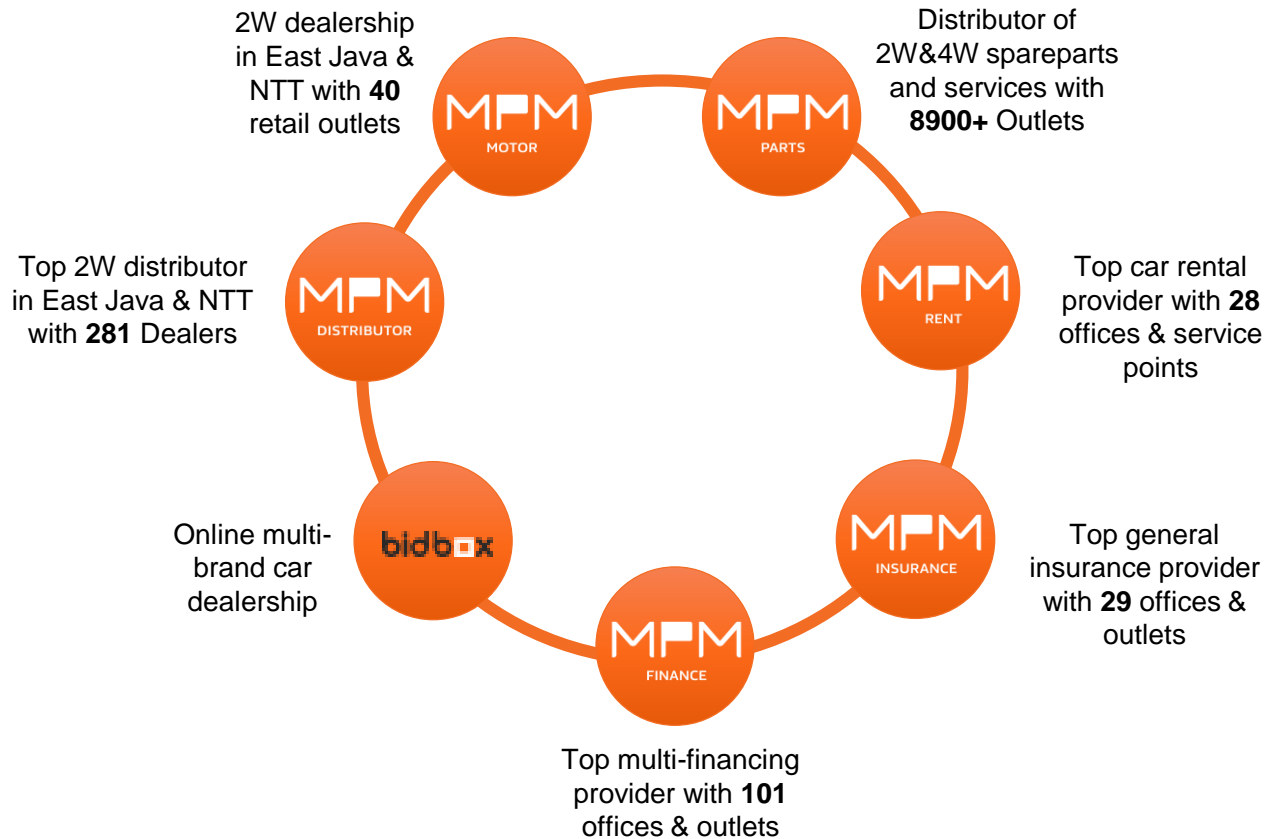
Board of Commissioners



Board of Directors



MPM GROUP NETWORK



Recent Key Events



Jan'19

MPM Group awarded Living Legend Company for category Integrated Smart Mobility Company in Indonesia from Warta Ekonomi.



Feb'19

MPMFinance awarded as Innovative Company in Providing Digital Services for category multifinance company with total asset of IDR 5 – 10 from Warta Ekonomi.



Feb'19

MPM^{Mulia} awarded 4 Best of the Best Honda Customer Care Center (HC3) from AHM for category CRM Growth & Result, Best CS Survey Performance, Best Blogger Development, Best People Development



Mar'19

MPMFinance' CEO, Bp. Johny Kandano, awarded as Best Leader Market Expansion Category IDR 5-10 Trillion from Warta Ekonomi.



Apr'19

MPMRent received Zero Accident award from Minister of Manpower and Transmigration of the Republic of Indonesia.



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1H19 Financial Highlights

P&L Highlights	1H18	1H19	YoY%	%Rev
Net Revenues	7,498	8,013	7%	N/A
Gross Profit	614	697	14%	8.7%
NPAT Cont.	119	277	133%	3.5%
NPAT Discont.	3,812	(11)	(100%)	N/A
EBITDA	5,699	449	(92%)	5.6%
CAPEX	499	231	(54%)	2.9%

(In Rp Billion)

B/S Highlights	FY18	1H19	YoY%
Cash and Equiv.	4,032	1,590	(61%)
Total Asset	11,943	9,625	(19%)
Bank Funding	347	356	3%
BV of Equity	8,769	7,074	(19%)

Key Ratios	1H18	1H19
Net Debt/EBITDA	Net Cash	Net Cash
Net Debt/Equity	Net Cash	Net Cash
ROE	44%	3.8%
ROA	25%	2.8%

Summary

- Healthy balance sheet with strong cash position and low leverage.
- The strong result of NPAT continuing operations was contributed by most of the businesses.

KEY FOCUS: COST LEADERSHIP

Financial Highlights *(In Rp Billion)*

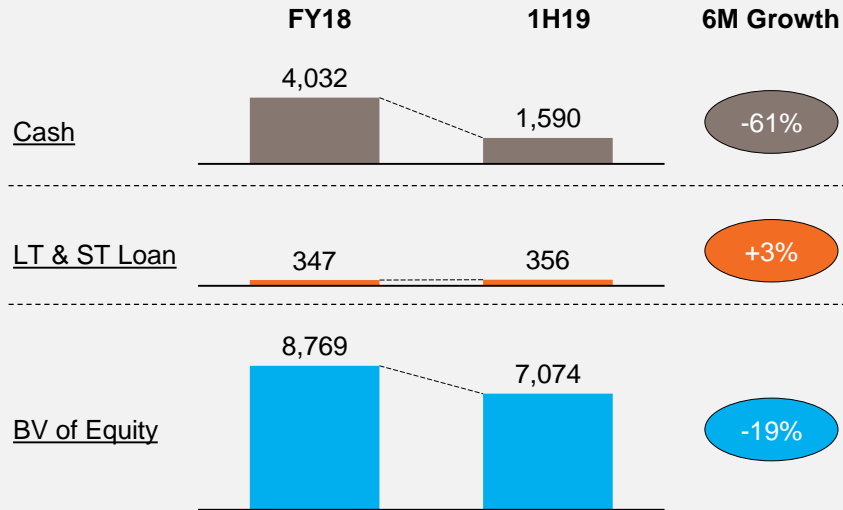
	1H18	1H19	YoY%	%Rev
Total Opex	427	465	9%	5.8%
• Compensation & Benefit	192	209	9%	2.6%
• Advertising & Promotion	50	56	13%	0.7%
• Transportation & Storage	26	29	13%	0.4%
• Provision	6	8	28%	0.1%
Average COF	10.8%	10.2%		

Summary

- Overall Opex increased due to increased headcount, salary and marketing activities across different businesses.
- Average COF is in line with the budget.

Capital Structure

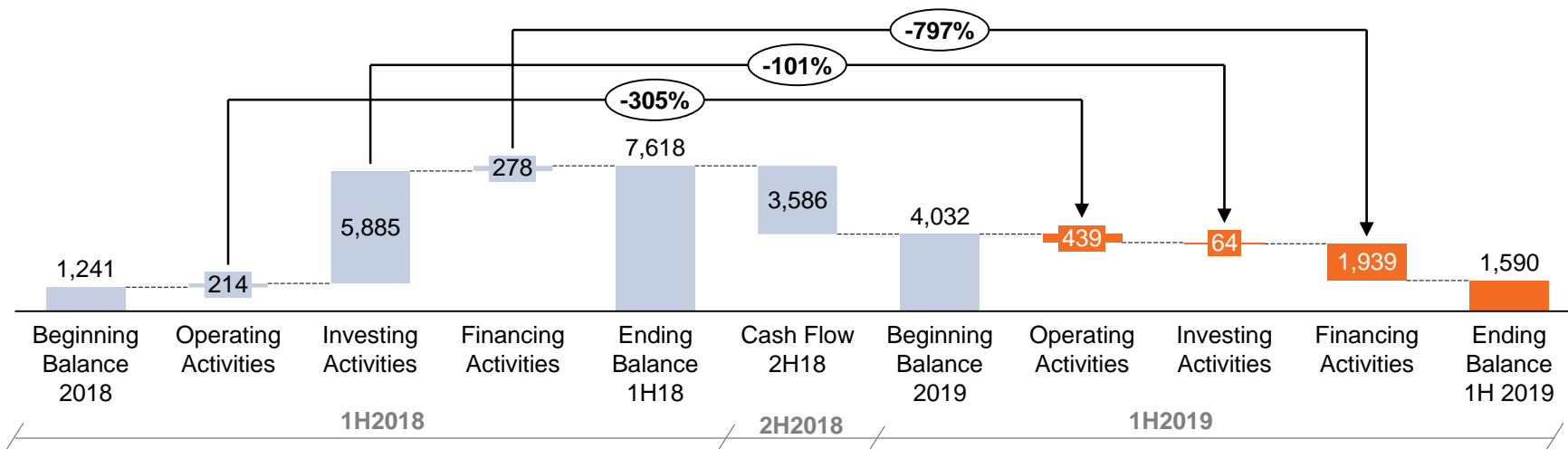
(In Rp Billion)



- Cash position and BV of Equity decreased mainly due to dividend distribution in June
- Minimum debt level, net cash position
- Current funding sources:
 - Bilateral loans
- Alternative funding sources:
 - Syndication loans
 - Bond issuance
 - Medium term notes

KEY FOCUS: OPERATING CASH FLOW

Cash Flow (In Rp Billion)



Cash Flow	YoY%	Summary
1. Operating Activities	-305%	Large Cash Outflow during 1H19 due to tax prepayment from divestment of lubricant business
2. Investing Activities	-101%	Large Cash Inflow from lubricant business divestment during 1H18
3. Financing Activities	-797%	Large Cash Outflow in 1H19 due to dividend distribution payment

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