



Paparan Publik

23 Juni 2011

Agenda

1. Profil Perusahaan
2. Kegiatan Usaha
3. Kinerja Keuangan
4. Rencana Usaha

Profil Perusahaan

Komposisi Pemegang Saham

| Pemegang Saham | Jumlah Saham | Kepemilikan |
|--|-----------------------|---------------|
| MLPFS S/A Demerara Limited | 915,753,000 | 25.05% |
| Morgan Stanley & CO INTL PLC – IPB CLIEN | 892,808,500 | 24.43% |
| United Investment Inc | 727,752,750 | 19.91% |
| The Northern Trust Company S/A SKAGEN KO | 350,000,000 | 9.58% |
| Masyarakat *) | 567,985,750 | 15.54% |
| Sub Total | 3,454,300 ,000 | 94.51% |
| PT Trimegah Securities Tbk (Treasury) | 200,700,000 | 5.49% |
| Total | 3,655,000 ,000 | 100% |

*) masing-masing kepemilikan dibawah 5%

Data per 31 Mei 2011

Dewan Komisaris



Christopher Teague
Komisaris Utama



Avi Dwipayana
Komisaris



Sofyan A. Djalil
Komisaris Independen

Direksi



Omar S. Anwar
Direktur Utama

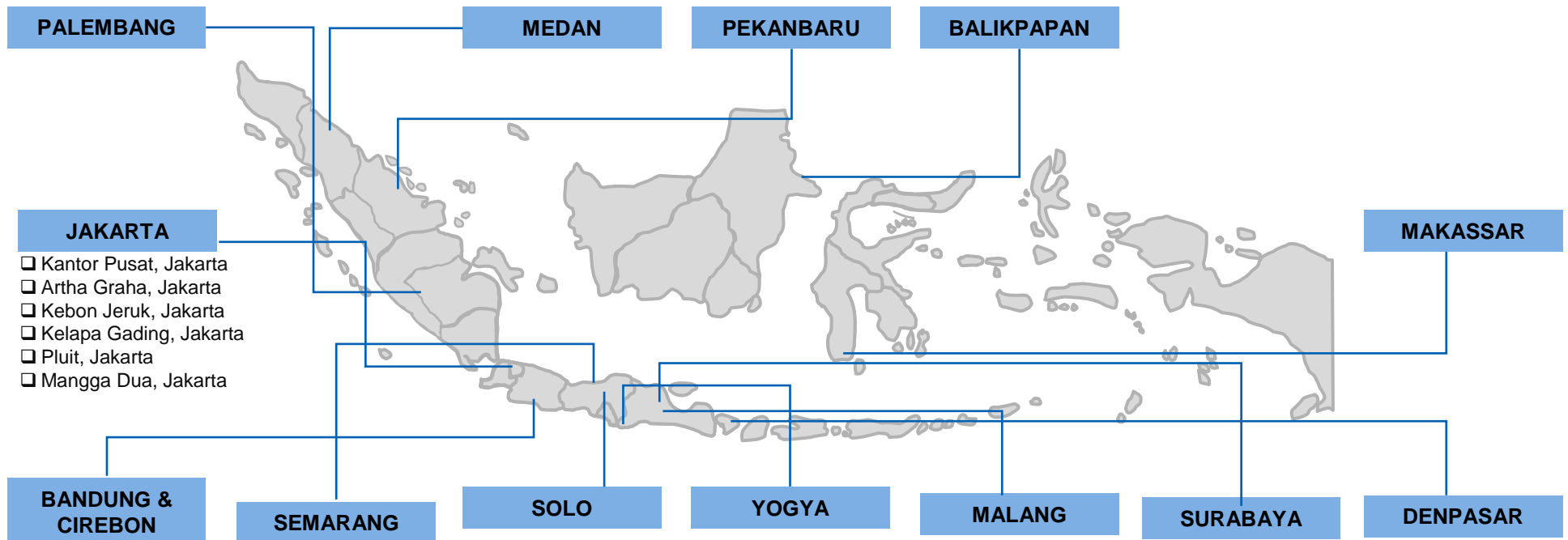


Ubaidillah Nugraha
Direktur



Karman Pamurahadrjo
Direktur

Seluruh produk dan layanan kami bisa di akses melalui 18 kantor cabang di 14 kota besar seluruh Indonesia.



Markplusinsight



**Indonesia Brand Champion 2011
"Customer Brand Choice of
Brokerage House (Total
Trading Value 1Q2010 < IDR
10 Trillion)"**

Markplusinsight



**Indonesia Brand Champion 2011
"Most Popular Brand of
Brokerage House (Total
Trading Value 1Q2010 < IDR
10 Trillion)"**

Markplusinsight



**Indonesia Brand Champion 2011
"Most Recommended Brand
of Brokerage House (Total
Trading Value 1Q2010 < IDR
10 Trillion)"**

Menteri Keuangan R.I



**Menteri Keuangan Republik
Indonesia:
"Agen Penjual Obligasi
Negara Ritel Terbaik Seri
ORI007"**

***Kegiatan Usaha
Trimegah Securities***

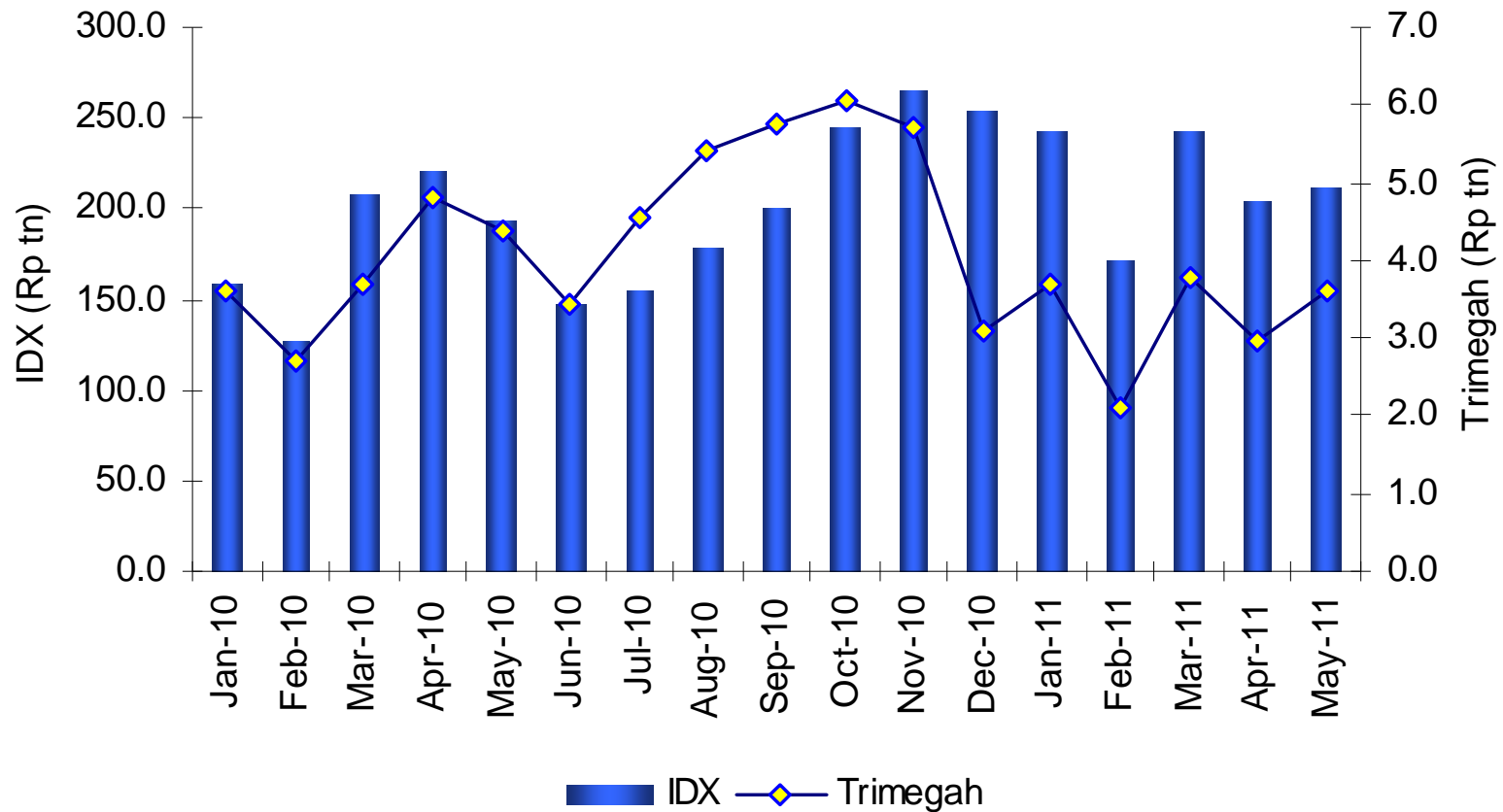
- ❑ Produk & layanan dapat diakses melalui 18 kantor cabang kami di 14 kota besar;
- ❑ Ditangani oleh Equity Sales berpengalaman;
- ❑ Menyediakan fasilitas pinjaman margin;
- ❑ Produk & layanan yang lengkap:
 1. Perantara transaksi saham
 - TRIM Reguler
 - TRIM Margin
 - Direct Market Access (DMA)
 2. Employee Stock Option Program (ESOP)
 3. Institutional & Private Clients Services

ECM – Nilai, Volume & Frequency Perdagangan

| | 2010 | Jan-11 | Feb-11 | Mar-11 | Apr-11 | May-11 |
|--------------------------|-------------|-----------|-----------|-----------|-----------|-----------|
| Value (Rp bn) | | | | | | |
| Trimegah | 50,177.6 | 3,682.8 | 2,125.6 | 3,788.8 | 2,947.6 | 3,616.4 |
| IDX | 2,073,617.4 | 242,567.3 | 171,535.6 | 243,741.6 | 203,758.2 | 210,824.8 |
| Trimegah Market Share | 2.4% | 1.5% | 1.2% | 1.6% | 1.4% | 1.7% |
| Trimegah Rank | 17 | 19 | 22 | 18 | 20 | 19 |
| Volume (bn) | | | | | | |
| Trimegah | 69.6 | 3.5 | 2.0 | 3.1 | 2.9 | 6.1 |
| IDX | 2,418.1 | 167.9 | 111.2 | 174.7 | 202.6 | 282.6 |
| Trimegah Market Share | 2.9% | 2.1% | 1.8% | 1.8% | 1.4% | 2.1% |
| Trimegah Rank | 8 | 17 | 19 | 18 | 15 | 13 |
| Frequency (x1000) | | | | | | |
| Trimegah | 1,320.6 | 88.5 | 54.6 | 84.9 | 67.6 | 83.1 |
| IDX | 46,616.8 | 4,617.4 | 3,220.7 | 4,416.9 | 4,173.5 | 5,122.4 |
| Trimegah Market Share | 2.8% | 1.9% | 1.7% | 1.9% | 1.6% | 1.6% |
| Trimegah Rank | 9 | 16 | 19 | 17 | 19 | 21 |

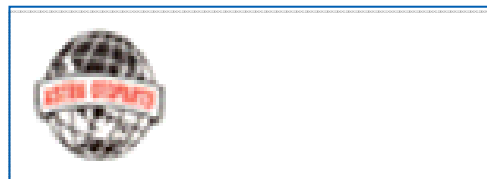
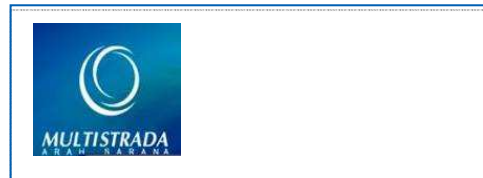
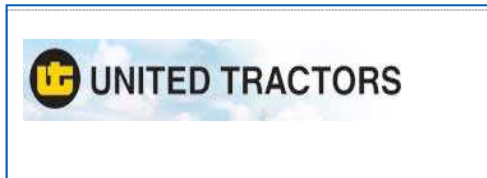
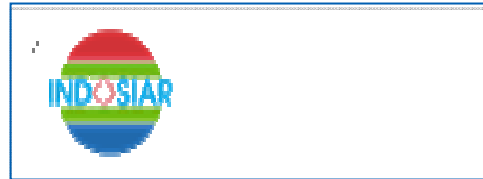
Source: BEI

ECM - Nilai Perdagangan Saham



Source: BEI

ECM – ESOP Administrative Service



Pasar Perdana

1. Peserta Lelang dalam Pelaksanaan Lelang Surat Utang Negara dan Lelang Surat Berharga Syariah Negara;
2. Agen Penjualan dalam Pelaksanaan Penawaran Umum Perdana Obligasi Negara Ritel (ORI) dan Sukuk Negara Ritel (SR);
3. Agen Penjual dalam Pelaksanaan Penawaran Umum Perdana Obligasi Korporasi dan Sukuk Korporasi.

Pasar Sekunder

1. Pedagang Perantara Transaksi Obligasi Negara dan Surat Berharga Syariah Negara;
2. Pedagang Perantara Transaksi Obligasi Negara Ritel dan Surat Berharga Syariah Negara Ritel;
3. Pedagang Perantara Transaksi Obligasi dan Sukuk Korporasi;
4. Peserta Lelang dalam Pelaksanaan Lelang Buy Back dan Debt Switching

Investment Banking (“IB”) - Layanan

Penjamin Emisi

1. Initial Public Offering (IPO)
2. Bond Issuance

Arranger

1. Medium – Term Note
2. Bank Financing

Penasihat Keuangan

1. Merger & acquisitions
2. Tender offer
3. Restructuring
4. Rights Issue
5. Privatization & Divestments
6. Asset Disposals & Placement
7. Strategic & Financial Partner

Initial Public Offering

| No | Issuer | Date | Total Issued (Shares) | Total Value | Role |
|----|----------------------|----------|-----------------------|-------------------|------------------|
| 1 | PT Martina Berto Tbk | Jan 2011 | 355,000,000 | Rp262,700,000,000 | Lead Underwriter |

Bond Issuance

| No | Issuer | Listing Date | Total Value | Role |
|----|---|------------------|---------------------|------------|
| 1 | Indonesia Eximbank I Tahun 2010 | 9 Juli 2010 | Rp3,000,000,000,000 | Joint Lead |
| 2 | PLN XII Tahun 2010 | 9 Juli 2010 | Rp2,500,000,000,000 | Joint Lead |
| 3 | Sukuk Ijarah PLN V Tahun 2010 | 9 Juli 2010 | Rp500,000,000,000 | Joint Lead |
| 4 | KIK EBA Bank Tabungan Negara Tahun 2010 | 23 Desember 2010 | RP477,000,000,000 | Joint Lead |

Bond Issuance

| No | Issuer | Listing Date | Total Value | Role |
|----|---|------------------|---------------------|------------|
| 5 | Danareksa V Tahun 2010 | 12 Januari 2011 | Rp500,000,000,000 | Joint Lead |
| 6 | Bank Nagari V Tahun 2010 | 14 Januari 2011 | Rp500,000,000,000 | Joint Lead |
| 7 | Sukuk Mudharabah I bank Nagari Tahun 2010 | 14 Januari 2011 | Rp100,000,000,000 | Joint Lead |
| 8 | Subornidasi I Bank Nagari Tahun 2010 | 14 Januari 2011 | Rp81,000,000,000 | Joint Lead |
| 9 | Bank BJB VII Tahun 2011 | 10 Februari 2011 | Rp2,000,000,000,000 | Joint Lead |

Indonesia  Eximbank

Bond I
Rp 3.000.000.000.000,-

Joint Lead Underwriter
2010




Bond XII
Rp 2.500.000.000.000

Joint Lead Underwriter
2010




Syariah Bond (Sukuk)
Ijarah PLN V
Rp 500.000.000.000

Joint Lead Underwriter
2010




KIK EBA
Rp 447.000.000.000

Joint Lead Underwriter
2010




Bond V
Rp 500.000.000.000

Joint Lead Underwriter
2010




Bond V
Rp 500.000.000.000

Joint Lead Underwriter
2010




Sukuk Mudharabah I
Rp 100.000.000.000

Joint Lead Underwriter
2010




Subordinasi I
Rp 81.000.000.000

Joint Lead Underwriter
2010




IPO
Rp 262.700.000.000

Lead Underwriter
2011




BOND
Rp 2.000.000.000.000

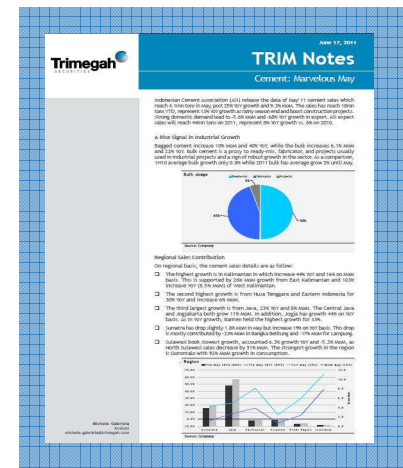
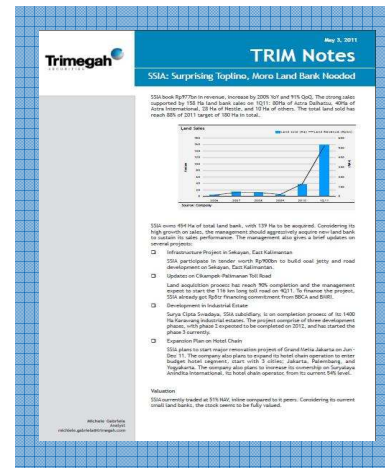
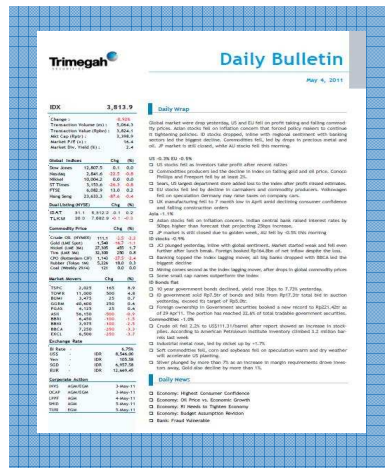
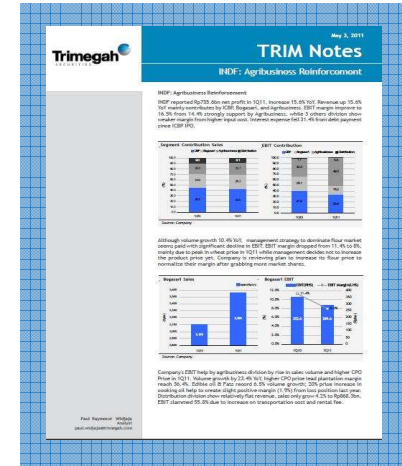
Joint Lead Underwriter
2011



Menyediakan analisis yang akurat dan tepat waktu mengenai ekonomi, pasar ekuitas dan surat utang untuk memenuhi kebutuhan nasabah ritel dan institusi.

Memberikan perspektif yang unik dengan menggabungkan aspek fundamental dan sentimen pasar.

Diterbitkan baik secara berkala maupun tematis.



***Kegiatan Usaha: Anak Perusahaan
Trimegah Asset Management (“TRAM”)***

TRAM: Dewan Komisaris & Direksi

Dewan Komisaris



Antoni Tris
Komisaris



N. Wahyudi Salasa
Komisaris Independen

Direksi



Denny R. Thaher
Direktur Utama



Fajar R. Hidajat
Direktur



2006

TRIM Kapital # 1 Best Equity Fund – Investor Magazine

2007

TRIM Dana Tetap # 1 Best Fixed Income Fund – Investor Magazine

TRIM Kapital # 1 Best Equity Fund – Investor Magazine

2008

TRIM Dana Stabil # 1 Best Fixed Income Fund – Investor Magazine

TRIM Syariah Berimbang # 1 Best Mutual Fund – Balance, Karim Consulting

2009

TRIM Dana Stabil # 1 Best Fixed Income Fund, 1 Year – Investor Magazine

TRIM Dana Tetap 2 # 2 Best Fixed Income Fund, 1 Year – Investor Magazine

TRIM Kapital Plus # 2 Best Equity Fund, 1 Year – Investor Magazine

TRIM Kas 2 # 3 Best Money Market Fund, 1 Year – Investor Magazine

TRIM Kapital # 9 Best Equity Fund, 3 Year – Investor Magazine

2010

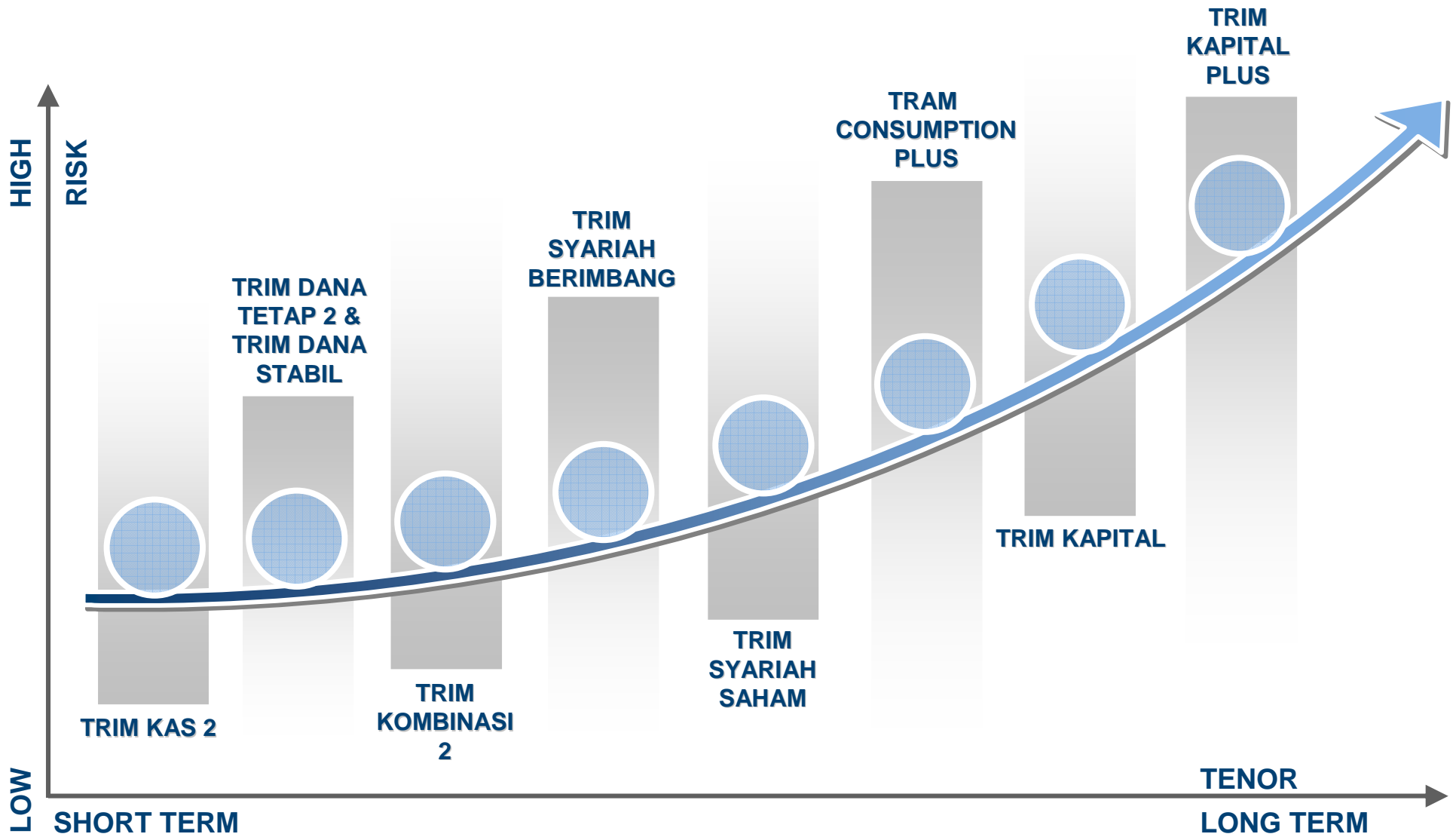
TRIM Kapital Plus Rank 5 in 2010 performance

TRIM Kapital Rank 8 in 2010 performance

TRIM Syariah Saham Rank 3 in 2010 performance

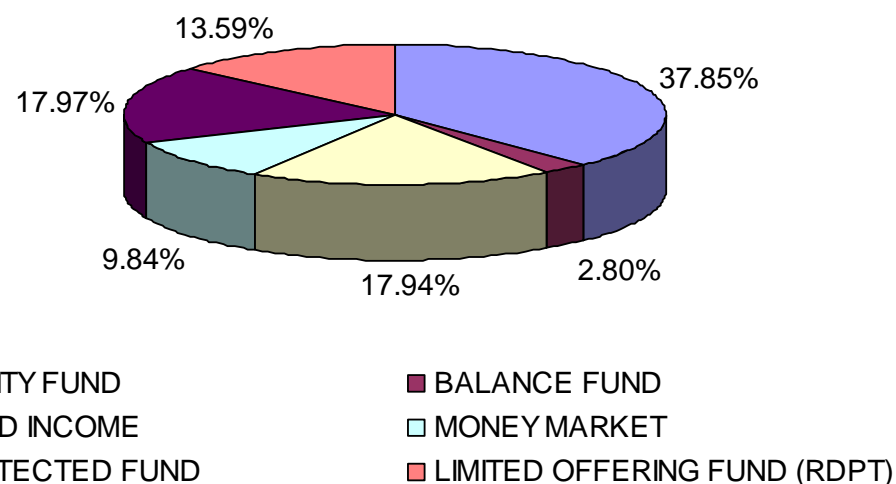
TRIM Syariah Berimbang Rank 1 in 2010 performance

TRAM: Products by Risk Profile



AUM Breakdown

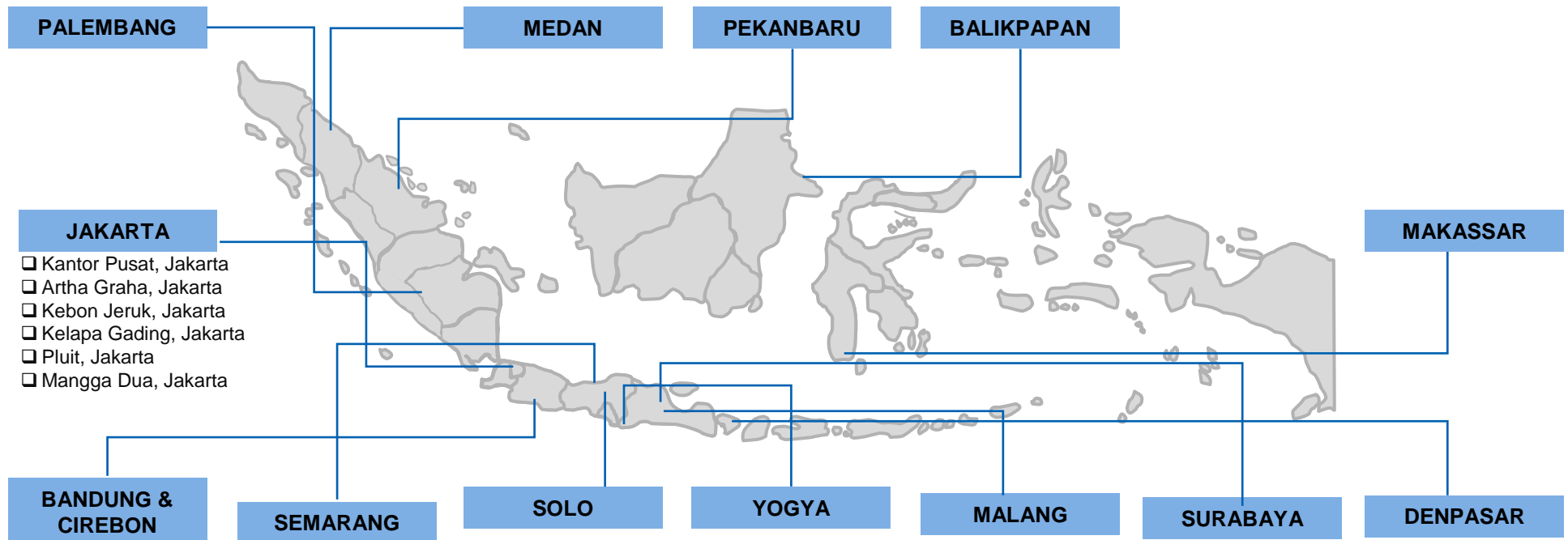
| | Jenis Reksadana | AuM (Rp bn) | Share % |
|-------------------------------------|------------------------|-----------------|----------------|
| EQUITY FUND | | 1,230.28 | 37.85% |
| 1 | TRIM KAPITAL | 502.68 | 15.46% |
| 2 | TRIM KAPITAL PLUS | 431.12 | 13.26% |
| 3 | TRIM SYARIAH SAHAM | 145.34 | 4.47% |
| 4 | TRAM CONSUMPTION PLUS | 151.14 | 4.65% |
| BALANCE FUND | | 91.16 | 2.80% |
| 5 | TRIM KOMBINASI 2 | 38.78 | 1.19% |
| 6 | TRIM SYARIAH BERIMBANG | 52.38 | 1.61% |
| FIXED INCOME | | 583.30 | 17.94% |
| 7 | TRIM DANA TETAP 2 | 380.61 | 11.71% |
| 8 | TRIM DANA STABIL | 202.69 | 6.24% |
| MONEY MARKET | | 319.90 | 9.84% |
| 9 | TRIM KAS 2 | 319.90 | 9.84% |
| PROTECTED FUND | | 583.99 | 17.97% |
| LIMITED OFFERING FUND (RDPT) | | 441.86 | 13.59% |
| TOTAL AUM | | 3,250.47 | 100.00% |



Data per 31 Mei 2011

TRAM – Direct Distribution

Produk dan layanan TRAM bisa di akses melalui 18 kantor cabang di 14 kota besar seluruh Indonesia yang didukung oleh 50 sales professional.



TRAM – Indirect Distribution - Aliansi

Bekerjasama dengan berbagai bank terkemuka sebagai distribution channel.



PT Bank CIMB Niaga Tbk



PT Bank Central Asia Tbk



PT Bank Bukopin Tbk



PT Bank Negara Indonesia (Persero) Tbk



PT Bank Jabar Banten Tbk



PT Bank Rakyat Indonesia (Persero) Tbk



PT Bank International Indonesia Tbk



PT Bank ICB Bumiputera Tbk

***Kinerja Keuangan
FY2010 & 1Q2011***

FY2010 – Pendapatan Usaha & Laba

| | FY09 | Share | FY10 | Share | %YoY |
|--|------------------------|---------------|------------------------|---------------|--------------|
| PENDAPATAN USAHA | | | | | |
| KOMISI PERANTARA PEDAGANG EFEK | 87,098,656,096 | 46.2% | 73,720,362,463 | 43.0% | -15.4% |
| JASA MANAJEMEN INVESTASI | 45,995,721,635 | 24.4% | 52,450,264,336 | 30.6% | 14.0% |
| KEUNTUNGAN PERDAGANGAN EFEK, BERSIH | 5,721,699,081 | 3.0% | 8,446,058,229 | 4.9% | 47.6% |
| JASA PENJAMINAN EMISI DAN PENJUALAN EFEK | 14,082,331,478 | 7.5% | 5,664,233,183 | 3.3% | -59.8% |
| PENDAPATAN BUNGA, BERSIH | 33,389,720,853 | 17.7% | 28,979,801,237 | 16.9% | -13.2% |
| JASA PENASEHAT INVESTASI | 1,950,000,000 | 1.0% | 2,090,000,000 | 1.2% | 7.2% |
| LAINNYA | 273,089,455 | 0.1% | 301,884,964 | 0.2% | 10.5% |
| TOTAL PENDAPATAN USAHA | 188,511,218,598 | 100.0% | 171,652,604,412 | 100.0% | -8.9% |

| | FY09 | FY10 | %YoY |
|--------------------------------|------------------|-----------------|---------|
| JUMLAH BEBAN USAHA | 150,609,367,998 | 152,669,296,981 | 1.4% |
| LABA USAHA | 37,901,850,600 | 18,983,307,431 | -49.9% |
| PENGHASILAN (BEBAN LAIN-LAIN) | (11,651,549,916) | 1,600,765,351 | -113.7% |
| LABA SEBELUM PAJAK PENGHASILAN | 26,250,390,685 | 20,584,072,782 | -21.6% |
| LABA BERSIH | 21,186,992,790 | 16,007,032,762 | -24.5% |

1Q11 – Pendapatan Usaha & Laba

| | 1Q10 | Share | 1Q11 | Share | %YoY |
|--|-----------------------|---------------|-----------------------|---------------|-------------|
| PENDAPATAN USAHA | | | | | |
| KOMISI PERANTARA PEDAGANG EFEK | 16,487,289,464 | 37.3% | 16,100,157,820 | 33.2% | -2.3% |
| JASA PENASEHAT INVESTASI | 750,000,000 | 1.7% | 712,220,000 | 1.5% | -5.0% |
| KEUNTUNGAN (KERUGIAN) PERDAGANGAN EFEK, BERSIH | 2,380,816,764 | 5.4% | (279,357,205) | -0.6% | -111.7% |
| JASA PENJAMINAN EMISI DAN PENJUALAN EFEK | 2,002,964,159 | 4.5% | 8,263,062,726 | 17.0% | 312.5% |
| PENDAPATAN BUNGA, BERSIH | 8,345,322,180 | 18.9% | 11,274,489,603 | 23.2% | 35.1% |
| JASA MANAJEMEN INVESTASI | 14,138,965,830 | 32.0% | 11,995,437,360 | 24.7% | -15.2% |
| LAINNYA | 38,808,248 | 0.1% | 449,865,420 | 0.9% | 1059.2% |
| TOTAL PENDAPATAN USAHA | 44,144,166,645 | 100.0% | 48,515,875,724 | 100.0% | 9.9% |

| | 1Q10 | 1Q11 | %YoY |
|--------------------------------|-----------------|----------------|--------|
| JUMLAH BEBAN USAHA | 36,056,783,956 | 39,341,299,143 | 9.1% |
| LABA USAHA | 8,087,382,689 | 9,174,576,581 | 13.4% |
| PENGHASILAN (BEBAN LAIN-LAIN) | (2,820,244,976) | (53,734,921) | -98.1% |
| LABA SEBELUM PAJAK PENGHASILAN | 5,267,137,713 | 9,120,841,659 | 73.2% |
| LABA BERSIH | 4,191,649,868 | 7,040,100,009 | 68.0% |

Rencana Usaha

1 Peluncuran Internet Trading

2 Kantor Cabang Baru

3 Trimegah Academy



PT Trimegah Securities Tbk
Investor Relations - Corporate Secretary

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Jl. Jend. Sudirman Kav. 52-53
Jakarta 12190 - Indonesia
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