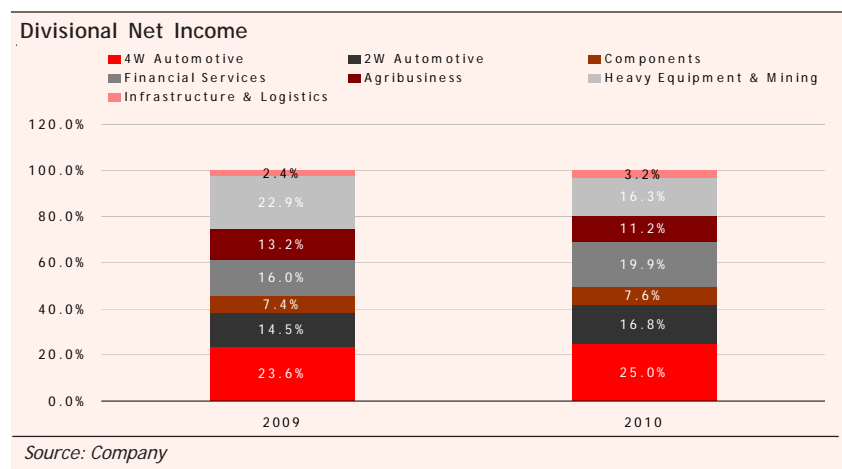


### TRIM Notes 2011 03 08: ASII Analyst Meeting

#### □ Highlights of ASII 2010 Result:

Revenue up 32% to Rp130tr; Net profit & EPS up to 43% to Rp3.549; Full Year dividend up 43% to Rp1.600, inline with bottom line. Strong performances are equally contributed from automotive, financial services and heavy equipment. 4W sales grew by 52% to 426.000 units; 2W sales grew by 26% to 3.4 million units; amount financed through FIF, ACC and TAFS grew by 39% to Rp44tr; Komatsu units sold by UT totaled 5.400 units, an increase of 74%.



#### □ Challenges in 2011:

##### Minister of Finance Regulation (PMK) 241

Through this regulation, imports of raw materials and capital goods are subject to import duty of 5%, up from 0% historically. This regulation will reduce company's regional competitiveness due to increasing input costs. Management already sent a letter to industry minister to reconsider the regulation.

##### BBN (Bea Balik Nama) tax and Progressive Taxation

Implementation of increase in BBN (Bea Balik Nama) tax and Progressive Taxation. Some areas that have implemented BBN tax increase such as Surabaya, Maluku Utara, and Kalimantan start to experience a decline in sales. But some areas which not implement this regulation still record an increase in sales.

##### Restrictions on Fuels Subsidies

Based on experience in 2005, where the price of petrol rose to 100%, company's sales decline 40% in the first 3 months, and eventually averaged 20%-30% full year. However, management believes that the decline would not that big this time around, due to an overall improved purchasing power in Indonesian. In 2005, Indonesia's per capita income was below USD2000, while current income per capita is about USD3000.

#### □ 2011 Capital Expenditure Plan:

Company plans to increase its capital expenditure from USD700mn to USD 1.1bn, which consist of USD200mn for parent company to expand its auto distribution & service network and increase capacity, USD160mn for AALI, USD120mn for Auto, USD500mn for UNTR, with the remaining USD120mn for other subsidiaries. ASII is also conducting feasibility studies to for a possible acquisition of companies in the mining sector.

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