

SAMPLE COMPANY INDONESIA, PT
Jakarta, Indonesia

D-U-N-S: 72-672-7741



PT. D&B Indonesia

Jl. Jend. Sudirman Kav. 33A

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www.dnb.co.id

Indonesia Business Information Report



D&B D-U-N-S : 72-672-7741
COMPANY NAME : SAMPLE COMPANY INDONESIA, PT
ACRONYM(S) : SAMPLE
SUBSIDIARY OF : SAMPLE CYCLE & CARRIAGE LTD Singapore
ADDRESS : 20 Jl. Sample Raya
7th Floor Sample International Building
Jakarta 14330
Indonesia
TELEPHONE : (62) (21) (1234567)
FAX : (62) (21) (1234567)
WEB PAGE : www.sample.co.id
EMAIL : sample@sample.co.id

D&B RATING : 5A2
Financial Strength Indicator : 5A
Credit Appraisal Indicator : 2 (Good)
CONDITION : Good

START DATE : 1950
CONTROL DATE : 1957
HISTORY : Clear
EMPLOYEES (Total) : 156,722 Est.
IMPORTS : Yes
SALES / INCOME (Consolidated) : IDR 201,701(in Billions)
NET WORTH (Tangible) : IDR 116,822(in Billions)
AUTHORIZED CAPITAL : IDR 3,000,000,000,000
ISSUED CAPITAL : IDR 2,024,177,657,000
PAID-UP CAPITAL : IDR 2,024,177,657,000
PUBLICLY LISTED : Indonesia Stock Exchange
Indonesia
DATED LISTED : 4/Apr/1990

CHIEF EXECUTIVE : John Sample
President Director

SIC 6719 -9901 5012 -0000
LOB Engaged as investment holding companies, except banks

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D&B's Rating consists of 2 parts, the Financial Strength and the Composite Appraisal/Condition. Financial Strength is an indication of the tangible net worth (that is, the shareholder's funds less any intangible assets). The Composite Appraisal/Condition is linked to the level of risk and is an overall evaluation of credit worthiness. It takes into account the financial condition and several factors such as trade reference history, legal structure, management experience and any adverse listings.

CURRENT INVESTIGATION

On 7/Jul/2015, Mrs Sample, Company Secretary, confirmed all information in this report .

PARTIAL ESTIMATES

	31/Mar/2015
	Consolidated
Figures in Indonesian Rupiah	Billions
Total Current Assets	103,360.00
Total Current Liabilities	73,066.00
Total Fixed Assets	41,445.00
Total Investments	35,057.00
Total Other Assets	60,374.00
Total Intangibles	3,905.00
Non-Current Liabilities	44,876.00
Total Assets	244,141.00
Total Liabilities	117,942.00
Tangible Net Worth	122,294.00

Financial performance

	31/Mar/2015
Figures in Indonesian Rupiah	Billions
No Of Months	3
Sales / Income	45,187.00
Gross Profit	8,561.00
Net Operating Profit (Loss) before Tax	3,719.00
Net Profit(Loss) before Tax	5,949.00
Net Profit(Loss) after Tax	4,808.00

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FINANCE

Comparative Figures (in Billions of Indonesian Rupiah)

Date	31/Dec/2012	31/Dec/2013	31/Dec/2014
	Fiscal Consolidated	Fiscal Consolidated	Fiscal Consolidated
Current:			
Assets	75,799	88,352	97,241
Liabilities	54,178	71,139	73,523
Working Cap.	21,621	17,213	23,718
Other :			
Tangible Assets	103,959	122,493	135,286
Liabilities	38,282	36,667	42,182
Net Worth	87,298	103,039	116,822
Annual Sales	188,053	193,880	201,701
Profit After Tax	22,742	22,297	22,125
Inventory	15,285	14,433	16,986
Cash & Bank	11,055	18,557	20,902
A/Cs Receivable	16,443	19,843	21,332
Fixed Assets	34,326	37,862	41,250
A/Cs Payable	12,685	17,275	18,839

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Indonesia Business Information Report



Fiscal Balance Sheet (Consolidated) as of 31/Dec/2014 (in Indonesian Rupiah Billions)

Cash & Bank	20,902	Accounts Payable	18,839
Inventory	16,986	Creditors & Borrowings	10,586
Accounts Receivable	21,332	Current Portion of	
Other Receivables/ Accruals	33,427	Long Term Debt	26,835
Prepayments	1,149	Other Payables / Accruals	5,450
Investments	277	Deferred Income	3,603
Prepaid Taxes	3,168	Provident & Pensions	430
	-----	Other Current	
TOTAL CURRENT ASSETS	97,241	Liabilities	5,648
	-----	Taxes Payable	2,132
		TOTAL CURRENT LIAB	73,523
Land & Buildings	13,424		-----
Plant & Equipment	11,062	Deferred Taxation	2,645
Transportation Vehicles	2,712	Provisions	192
Furniture Fixtures & Fitting	2,868	Provident & Pensions	3,210
Assets in Construction	5,042	Deferred Income/Liabilitie	2,537
Land Rights	7,585	Other Non-Current	
Less Acc. Depreciation	-33,645	Liabilities	947
Leased Assets	9,473	Long-Term Debt	32,651
Heavy Equipment	22,729		-----
TOTAL FIXED ASSETS	41,250	TOTAL NON-CURRENT LIAB	42,182
	-----		-----
Investment	21,997	Capital	2,024
Investment Properties	2,534	Share Premium	1,139
Other Investments	5,455	Retained Earnings (loss)	87,459
Investment In Affiliates	5,253	Minority Interest	24,713
	-----	Other Equity	4,989
TOTAL INVESTMENTS	35,239	TOTAL EQUITY	120,324
	-----		-----
Other Assets	49,899		
Deferred Taxes Assets	2,891		
Plantations	6,007		
TOTAL OTHER ASSETS	58,797		

Goodwill	1,534		
Other Intangibles	1,968		
TOTAL INTANGIBLES	3,502		

TOTAL ASSETS	236,029	TOTAL LIAB & EQUITY	236,029
	-----		-----

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Profit & Loss Account

Figures in Billions of Indonesian Rupiah

Date	31/Dec/2012	31/Dec/2013	31/Dec/2014
No. of Months	12	12	12
	Fiscal Consolidated	Fiscal Consolidated	Fiscal Consolidated
Sales / Income	188,053	193,880	201,701
Less: Cost of Sales	-151,853	-158,569	-162,892
Gross Profit	36,200	35,311	38,809
Total General Expenditure	-16,330	-16,708	-18,646
Net Operating Profit (Loss) before Taxation	19,870	18,603	20,163
Other Non-operating Income	8,028	8,920	7,189
Profit Before Extraordinary Items and Tax	27,898	27,523	27,352
Net Operating Profit before Tax and after Extraordinary Items	27,898	27,523	27,352
Income Tax / Other Taxes	-5,156	-5,226	-5,227
Net Profit(Loss) after Tax	22,742	22,297	22,125
Net Profit After Tax and Extraordinary Items	22,742	22,297	22,125
Minority Interest	-3,407	-2,880	-2,944
Less: Dividends	-8,259	-8,664	-8,744
Less: Transfer to Reserves	-415		
Prior Year Adjustments		34	-54
Plus (Minus) Retained Earnings (Loss) b/f	55,628	66,289	77,076
Retained Earnings (Loss) c/f	66,289	77,076	87,459

The Company via IDX website, submitted the above financial statement(s) Accounts are audited by Tanudiredja, Wibisana & Partner with unqualified opinion.

Indonesia Business Information Report



	2012 ----	2013 ----	2014 ----
GROWTH TREND -----			
Sales Growth (%)	15.67	3.09	4.03
Net Profit Growth (%)	7.90	-	-
SOLVENCY -----			
Current Ratio	1.39	1.24	1.32
Quick Ratio	0.50	0.53	0.57
Total Liabilities to Net Worth Ratio (%)	105.91	104.62	99.04
EFFICIENCY -----			
Collection Period (Days)	31	36	38
Sales to Inventory (Times)	12	13	11
PROFITABILITY -----			
Return on Sales (%)	12.09	11.50	10.96
Return on Net worth (%)	26.05	21.63	18.93

BANK

Information in this report may not represent the full extent of subject's bank relationships.

Banking relations are maintained principally with:-

NAME :BANK CIMB NIAGA, PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK ANZ INDONESIA, PT
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK TABUNGAN NEGARA (PERSERO), PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

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NAME :BANK TABUNGAN PENSIUNAN NASIONAL, PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK UOB INDONESIA, PT
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK CENTRAL ASIA, PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK MANDIRI (PERSERO), PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK DANAMON INDONESIA, PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK DBS INDONESIA, PT
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK QNB KESAWAN, PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

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NAME :DEUTSCHE BANK AG
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK NEGARA INDONESIA (PERSERO), PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :THE BANK OF TOKYO-MITSUBISHI UFJ LTD
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :STANDARD CHARTERED BANK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :CITIBANK NA
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK PANIN SYARIAH, PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK PEMBANGUNAN DAERAH JAWA BARAT DAN BANTEN, PT TBK
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

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NAME :BANK SUMITOMO MITSUI INDONESIA, PT
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK MIZUHO INDONESIA, PT
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :BANK DBS INDONESIA, PT
BRANCH :Jakarta Branch

ADDRESS :Jakarta
Indonesia

NAME :MIZUHO BANK LTD

NAME :OVERSEA-CHINESE BANKING CORPORATION LTD

No independent confirmations were obtainable from banker/(s).

PAYMENTS

Amounts may be rounded to nearest figure in prescribed ranges
Amounts are shown in THOUSANDS OF INDONESIAN RUPIAH

EXP. DATE	PAYING RECORD	HIGH CREDIT	NOW OWES	PAST DUE	TERM	LA SA
08-31-14	SLOW 90/90	150	50	50		06-01

Payment experiences reflect how bills are met in relation to the terms granted. In some instances, payment beyond terms can be the result of disputes over merchandise, lost invoices, etc.

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REGISTRATION DETAILS

LEGAL STRUCTURE :Public Limited Liability Company
 ESTABLISHED :20 Feb 1957
 TAX REGISTRATION NUMBER :NPWP: 01.123.456.7-089.000
 LEGALIZED BY :Ministry of Justice
 LEGALIZATION NO. :AHU-AH.01.10-16756 on 9/May/2012
 LAST FINANCIAL STATEMENT DATE :31/Dec/2014

Registry details provided by :annual report

CAPITAL DETAILS

AUTHORIZED CAPITAL :IDR 3,000,000,000,000.00
 ISSUED CAPITAL :IDR 2,024,177,657,000.00
 PAID-UP CAPITAL :IDR 2,024,177,657,000.00 as of 7/Jul/2015
 ORDINARY SHARES :IDR 2,024,177,657,000.00 at par value 50.00

STOCK EXCHANGE

The subject shares are publicly listed.

STOCK EXCHANGE :Indonesia Stock Exchange
 Indonesia
 DATE LISTED :4/Apr/1990

AUTHORISED SIGNATORIES

President Director or Director which must be approved by Chairman or Commissioner.

CHANGES IN LEGAL NAME

ORIGINAL NAME :SAMPLE INCORPORATED, PT
 CHANGED TO :Present Name
 DATE OF CHANGE :22/Jan/1990

REASON FOR CHANGES IN LEGAL STRUCTURE

DATE : 20/Feb/1957
 CHANGE : Succession of operations of the partnership as named below

COMPANY : SAMPLE, CV
 STARTED : 1950

DATE : 4/Apr/1990
 CHANGE : Conversion from a private to a public limited company

SHAREHOLDER(S)

The following details represents the Major shareholders.

ORDINARY SHARES

Name of Shareholder	Location	Amount	% Held
SAMPLE LTD	Singapore	1,014,412,752,000	50.11
Budi Sample	Indonesia	422,000,000	0.02
John Sample	England	305,000,000	0.02
Suparno Sample	Indonesia	18,750,000	0.00
Public & Others		1,009,019,155,000	49.85

Shareholdings as at : 7 Jul 2015
 Shareholdings at : Indonesian Rupiah 2,024,177,657,000

AUDITORS

Tanudiredja, Wibisana & Partner (Member of PWC)
 Jl. H.R Rasuna Said Kav. X-7/16, Plaza 89, Jakarta, 12940, Indonesia

CORPORATE DIRECTORS

Name : John Sample
 ADDRESS : Jl. Lombok No. 12345 RT. 003 RW. 005
 Menteng
 Central Jakarta
 DKI Jakarta
 Indonesia

NATIONALITY : Indonesia

Name : Gunawan Sample
 NATIONALITY : Indonesia

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Name : Pranoto Sample
NATIONALITY : Indonesia

Name : Widya Sample
NATIONALITY : Indonesia

Name : Sudirman Sample
NATIONALITY : Indonesia

Name : Simon Sample
ADDRESS : Jl. Mulawarman No. 12345
Kebayoran Baru
South Jakarta
DKI Jakarta
Indonesia
NATIONALITY : Australia

EXECUTIVES

Name : John Sample
Current Title : President Director
Appointed to Present Position: 2010
Started with Subject : 1990
Education : Graduated from university in 1984
Diploma of Mechanical Engineering
Name of Institute : University of A. Sc. Konstanz
Germany
Type of Institute : University
Education : Graduated from university in 1986
Diploma of Business Administration
Name of Institute : University of A. Sc. Bochum
Germany
Active in daily operations : Yes

D-U-N-S	Company Employed	Position Held
728771234	SAMPLE TECHNICA INDONESIA, PT	Chairman
728721234	SAMPLE OTOPARTS, PT TBK	Chairman
726531234	SAMPLE AUTORAYA, PT	Commissioner
728651234	SAMPLE TRACTORS, PT TBK	Chairman
728771234	SAMPLE PANTJA PRESS INDUSTRI, PT	Chairman

Name : Gunawan Sample
Current Title : Director
Appointed to Present Position: 2001
Started with Subject : 1981
Education : Graduated from university in 1981
Name of Institute : Universitas Kristen Indonesia
Indonesia
Active in daily operations : Yes

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OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
728811234	SAMPLE GRAPHIA, PT TBK	Commissioner
728701234	SAMPLE MULTI FINANCE, PT	Commissioner
728871234	SAMPLE INTERNATIONAL FINANCE, PT	Commissioner
728851234	SAMPLE CMG LIFE, PT	Commissioner
726411234	SAMPLE AGRO LESTARI, PT TBK	Commissioner
726821234	BANK SAMPLE, PT TBK	Vice Chairman

EMPLOYMENT HISTORY

Period	Company Employed	Last Position Held
1997 -2006	SAMPLE SEDAYA FINANCE, PT	President Director
1990 -1997	SAMPLE INTERNATIONAL, PT TBK	Director

Name : Pranoto Sample
 Current Title : Director
 Appointed to Present Position: 2008
 Education : Graduated from university
 Bachelor of Mechanical Engineering
 Name of Institute : Universitas Trisakti
 Indonesia
 Active in daily operations : Yes

OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
728651234	SAMPLE TRACTORS, PT TBK	CEO
595541234	SAMPLE HEAVY INDUSTRY (S) PTE LTD	Director
728721234	SAMPLE NUSANTARA, PT	Chairman

Name : Widya Sample
 Current Title : Director
 Appointed to Present Position: 2008
 Started with Subject : 1994
 Education : Graduated from university
 Masters of Business Administration
 Name of Institute : University of Sydney
 Australia
 Education : Graduated from university
 Name of Institute : Institut Pertanian Bogor
 Indonesia
 Active in daily operations : Yes

OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
726411234	SAMPLE AGRO LESTARI, PT TBK	CEO

EMPLOYMENT HISTORY

Period	Company Employed	Last Position Held
2000 -2005	SAMPLE OTOPARTS, PT TBK	Director

Name : Sudirman Sample
 Current Title : Director
 Appointed to Present Position: 2010
 Started with Subject : 1978
 Education : Graduated from university
 Bachelor of Business Administration
 Name of Institute : Universitas Terbuka Jakarta
 Indonesia
 Active in daily operations : Yes
 OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
728771234	SAMPLE PANTJA PRESS INDUSTRI, PT	Chairman

EMPLOYMENT HISTORY

Period	Company Employed	Last Position Held
2006 -2011	SAMPLE DAIHATSU MOTOR, PT	Chief Executive Officer

Name : Simon Sample
 Current Title : Director
 Appointed to Present Position: 2010
 Education : Graduated from university
 Bachelor of Economics
 Name of Institute : Flinders University
 Australia
 Active in daily operations : Yes
 OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
728651234	SAMPLE TRACTORS, PT TBK	Commissioner
726411234	SAMPLE AGRO LESTARI, PT TBK	Commissioner
728721234	SAMPLE OTOPARTS, PT TBK	Commissioner

Name : Budi Sample
 Current Title : Chairman
 Current Title : Shareholder
 Appointed to Present Position: 2005
 Started with Subject : 1970
 Education : Graduated from university in 1970
 Bachelor
 Name of Institute : Universitas Khatolik Parahyangan
 Indonesia
 Active in daily operations : No
 OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
728701234	SAMPLE HONDA MOTOR, PT	Commissioner
728661234	SAMPLE DAIHATSU MOTOR, PT	Commissioner

EMPLOYMENT HISTORY

Period	Company Employed	Last Position Held
1998 -2002	SAMPLE INTERNATIONAL, PT TBK	Vice President
1978 -2000	SAMPLE MOTOR	Vice President

Name : Anthony Sample
 Current Title : Commissioner
 Current Title : Shareholder
 Appointed to Present Position: 2000
 Education : Graduated from university
 Bachelor
 Name of Institute : Peterhouse Cambridge
 United States
 Active in daily operations : No

OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
875631234	SAMPLE MATHESON HOLDINGS LIMITED	Managing Director

Name : Benjamin Sample
 Current Title : Commissioner
 Appointed to Present Position: 2007
 Education : Graduated from university
 Bachelor
 Name of Institute : Newcastle University
 United Kingdom
 Education : Graduated from university
 Masters of Business Administration
 Name of Institute : INSEAD
 France
 Active in daily operations : No

OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
875631234	SAMPLE MATHESON HOLDINGS LIMITED	Chairman

Name : Mark Sample
 Current Title : Commissioner
 Appointed to Present Position: 2006
 Education : Graduated from university in 1990
 Bachelor
 Name of Institute : Oxford University
 United Kingdom
 Active in daily operations : No

OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
728671234	SAMPLE PERMATA, PT TBK	Commissioner

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Name : Chiew Sample
Current Title : Commissioner
Appointed to Present Position: 2007
Education : Graduated from university
Masters
Name of Institute : Imperial College of Science and Technology
England
Education : Graduated from university
Bachelor of Sciences
Name of Institute : London School of Economics and Political Sci
England
Active in daily operations : NO
OTHER DIRECTORSHIPS

D-U-N-S	Company Employed	Position Held
726411234	SAMPLE AGRO LESTARI, PT TBK	Vice Chairman
728721234	SAMPLE OTOPARTS, PT TBK	Commissioner

OPERATIONS

6719-9901
Engaged as investment holding companies, except banks
5012-0000
wholesales automobiles and other motor vehicles

AGENCIES HELD - BRAND NAME

Brand Names : TOYOTA
: LEXUS
: DAIHATSU

Brand Names : ISUZU
: PEUGEOT
: BMW

Brand Name : UD Trucks

PURCHASES

IMPORTS FROM: -
India
Thailand
The subject imports products.

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CUSTOMERS

MAJOR CUSTOMERS

Related Company(ies)

TUNAS RIDEAN, PT TBK
Indonesia

SAMPLE -KLK PTE LTD

SAMPLE HONDA MOTOR, PT
Indonesia

SAMPLE MOBILINDO PERKASA, PT
Indonesia

SAMPLE DAIHATSU MOTOR, PT
Indonesia

SAMPLE ASTRA MOTOR INDONESIA, PT
Indonesia

SAMPLE DWIPA MATRA, PT
Indonesia

SAMPLE GANDA PERDANA, PT
Indonesia

SAMPLE -ASTRA MOTOR, PT
Indonesia

BANK SAMPLE, PT TBK
Indonesia

OTHERS

SUPPLIERS

TOYOTA- SAMPLE MOTOR, PT
Indonesia

SAMPLE HONDA MOTOR, PT
Indonesia

SAMPLE DAIHATSU MOTOR, PT
Indonesia

SAMPLE BATTERY, PT
Indonesia

SAMPLE SALES INDONESIA, PT
Indonesia

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SAMPLE LOGISTICS INDONESIA, PT
Indonesia

SAMPLE INDONESIA, PT
Indonesia

SAMPLE DWIPA MATRA, PT
Indonesia

SAMPLE NUSANTARA, PT
Indonesia

SAMPLE CHAIN (HANGZHOU) CO LTD
China (People's Republic)

OTHERS

EMPLOYEE(S) - CURRENT

Total Employees : 156,722 Estimated as at 07/Jul/2015

EMPLOYEE(S) - PREVIOUS

YEAR:- : 2014
Total Employees : 156,097

YEAR:- : 2013
Total Employees : 132,570

YEAR:- : 2012
Total Employees : 123,003

YEAR:- : 2011
Total Employees : 112,003

YEAR:- : 2010
Total Employees : 93,544

ACRONYM(S)

SAMPLE

ISO CERTIFICATION

Subject was awarded ISO 14001:2004
ISO 9001:2008
ISO OHSAS18001:2007

LOCATION

TYPE OF OCCUPATION: Occupied
LOCATION : Commercial area
BUILDING FRAME : steel
BUILDING'S EXTERIO: glass
PREMISES USED AS : Administrative office
Operations office

GROUP OF COMPANIES

Subject is a member of ASTRA Group & JARDINE Group.

ULTIMATE PARENT

D-U-N-S 87-563-1234
SAMPLE MATHESON HOLDINGS LIMITED
Hamilton
BERMUDA HM12

PARENT

D-U-N-S 59-512-1234
SAMPLE CYCLE & CARRIAGE LTD
Singapore
Shares held in subject: 50.11%

SUBSIDIARY

TOTAL NUMBER OF SUBSIDIARIES : 33

D-U-N-S 72-650-1234
ARYA SAMPLE, PT
Jl. Gaya Motor I No. 10
Jakarta
Indonesia
Year started : 1988
% OF SHARES OWNED : 100 %

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Indonesia Business Information Report



D-U-N-S 72-883-1234
SAMPLE INDONESIA, PT
Jl. Danau Sunter Selatan Blok O No. 5
Sunter Podomoro II
North Jakarta DKI Jakarta
Indonesia
Year started : 1984
% OF SHARES OWNED : 75 %

D-U-N-S 72-872-1234
SAMPLE OTOPARTS, PT TBK
Jl. Raya Pegangsaan Dua Km. 2,2
Kelapa Gading
North Jakarta Jakarta
14250 Indonesia
Year started : 1991
% OF SHARES OWNED : 80 %

D-U-N-S 72-865-1234
GAYA SAMPLE, PT
Jl. Gaya Motor Raya I
Sunter II
North Jakarta DKI Jakarta
Indonesia
Year started : 1970
% OF SHARES OWNED : 100 %

D-U-N-S 72-877-1234
SAMPLE INDUSTRI, PT
Jl. Kali Abang No. 1
Medan Satria, Pondok Ungu
Bekasi West Java
Indonesia
Year started : 1990
% OF SHARES OWNED : 89.36 %

D-U-N-S 72-886-1234
SAMPLE LAKSANA, PT
Jl. Gaya Motor II No. 1
Sunter II
North Jakarta DKI Jakarta
Indonesia
Year started : 1980
% OF SHARES OWNED : 100 %

D-U-N-S 72-883-1234
SAMPLE MOTOR, PT
Jl. Gaya Motor II
Sunter II
North Jakarta DKI Jakarta
Indonesia
Year started : 1962
% OF SHARES OWNED : 100 %

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D-U-N-S 72-877-1234
 SAMPLE TECHINICA INDONESIA, PT
 Jl. Tol Jakarta-Cikampek Km. 47
 Karawang International Industrial City (KIIC) Lot A-7
 Karawang West Java
 41361 Indonesia
 Year started : 1996
 % OF SHARES OWNED : 59.63 %

D-U-N-S 72-759-1234
 SAMPLE AUTOPRIMA, PT
 Jl. Gaya Motor Selatan No. 1
 Sunter II
 North Jakarta DKI Jakarta
 14330 Indonesia
 Year started : 2013
 % OF SHARES OWNED : 100 %
 Operates as BMW Dealer

D-U-N-S 72-642-1234
 SAMPLE MITRA VENTURA, PT
 Jl. Gaya Motor I No. 10
 Sunter II
 North Jakarta DKI Jakarta
 Indonesia
 Year started : 1992
 % OF SHARES OWNED : 99.85 %

D-U-N-S 72-887-1234
 SAMPLE FINANCE, PT
 Jl. TB. Simatupang Kav. 15
 Cilandak Barat
 South Jakarta DKI Jakarta
 12340 Indonesia
 Year started : 1989
 % OF SHARES OWNED : 100 %

D-U-N-S 72-914-1234
 SAMPLE INVESTAMA, PT
 Jl. HR. Rasuna Said
 Jakarta
 Indonesia
 Year started : 1989
 % OF SHARES OWNED : 100 %

D-U-N-S 72-870-1234
 SAMPLE FINANCE, PT
 Jl. TB. Simatupang Kav. 15
 Cilandak Barat
 South Jakarta DKI Jakarta
 12340 Indonesia
 Year started : 1991
 % OF SHARES OWNED : 100 %

D-U-N-S 72-917-4651
 ASTRA SEDAYA FINANCE, PT
 Jl. TB. Simatupang No. 90
 ACC Building
 South Jakarta DKI Jakarta
 12530 Indonesia

Year started : 1983
 % OF SHARES OWNED : 86.14 %

D-U-N-S 72-914-4204
 SEDAYA PRATAMA, PT
 Jl. TB. Simatupang No. 90
 ACC Building
 South Jakarta DKI Jakarta
 12530 Indonesia

Year started : 1993
 % OF SHARES OWNED : 100 %

D-U-N-S 72-660-4783
 STACO ESTIKA SEDAYA FINANCE, PT
 Jl. TB. Simatupang No. 90
 ACC Building
 South Jakarta DKI Jakarta
 12530 Indonesia

Year started : 1990
 % OF SHARES OWNED : 93.75 %

D-U-N-S 72-917-4656
 SWADHARMA BHAKTI SEDAYA FINANCE, PT
 Jl. Boulevard Artha Gading Kav. A1 Center Business
 5th Floor, Graha Rekso
 North Jakarta DKI Jakarta
 14240 Indonesia

Year started : 1986
 % OF SHARES OWNED : 93.75 %

D-U-N-S 72-884-2279
 ASURANSI ASTRA BUANA, PT
 Jl. TB. Simatupang Kav. 15
 Cilandak Barat
 Graha Asuransi Astra
 South Jakarta DKI Jakarta
 12430 Indonesia

Year started : 1981
 % OF SHARES OWNED : 95.70 %

D-U-N-S 72-656-7139
 GARDA ERA SEDAYA, PT
 Indonesia

Year started : 1998
 % OF SHARES OWNED : 100 %

D-U-N-S 72-759-8711
 MATRA GRAHA SARANA, PT
 Indonesia

Year started : 2013
 % OF SHARES OWNED : 100 %

Indonesia Business Information Report



D-U-N-S 72-641-1833
ASTRA AGRO LESTARI, PT TBK
Jl. Puloayang Raya Blok OR-I
Kawasan Industri Pulogadung
Jakarta
Indonesia
Year started : 1995
% OF SHARES OWNED : 79.68 %

D-U-N-S 72-881-4476
ASTRA GRAPHIA, PT TBK
Jl. Kramat Raya No. 43
Central Jakarta DKI Jakarta
10220 Indonesia
Year started : 1975
% OF SHARES OWNED : 76.87 %

D-U-N-S 72-865-5796
UNITED TRACTORS, PT TBK
Jl. Raya Bekasi Km. 22
Cakung
East Jakarta DKI Jakarta
Indonesia
Year started : 1973
% OF SHARES OWNED : 59.5 %

D-U-N-S 72-872-7330
PAMAPERSADA NUSANTARA, PT
Jl. Rawa Gelam 1 No. 9
Kawasan Industri Pulogadung
East Jakarta DKI Jakarta
13930 Indonesia
Year started : 1993
% OF SHARES OWNED : 59.50 %

D-U-N-S 72-913-9829
SERASI AUTORAYA, PT
Jl. Mitra Sunter Boulevard Kav. 90 / C2
TRAC Building - Graha Sera
North Jakarta DKI Jakarta
Indonesia
Year started : 1990
% OF SHARES OWNED : 100 %

D-U-N-S 72-872-9344
ASTRATTEL NUSANTARA, PT
Jl. H.R. Rasuna Said
Kuningan
Jakarta
Indonesia
Year started : 1996
% OF SHARES OWNED : 100 %

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Indonesia Business Information Report



D-U-N-S 72-648-3774
INTERTEL NUSAPERDANA, PT
Jl. HR. Rasuna Said Kav. 62
Jakarta
Indonesia
Year started : 1989
% OF SHARES OWNED : 100 %

D-U-N-S 72-905-0604
MARGA MANDALASAKTI, PT
Indonesia
Year started : 1990
% OF SHARES OWNED : 79.31 %

D-U-N-S 72-755-5620
MENARA ASTRA, PT
Jl. Jend. Sudirman Kav. 7-8
Mezzanine Floor, Wisma Nugra Santana
South Jakarta DKI Jakarta
10220 Indonesia
Year started : 2014
% OF SHARES OWNED : 100 %

D-U-N-S 72-685-6920
SAMADISTA KARYA, PT
Jl. TB. Simatupang Kav. 15
Lebak Bulus, Cilandak
South Jakarta DKI Jakarta
12440 Indonesia
Year started : 2008
% OF SHARES OWNED : 100 %

D-U-N-S 72-891-7089
BRAHMAYASA BAHTERA, PT
Jl. Jend. Sudirman Kav. 7-8
17th Floor, Wisma Nugra Santana
South Jakarta DKI Jakarta
10220 Indonesia
% OF SHARES OWNED : 100 %

D-U-N-S 72-707-7815
TOYOTA-ASTRA MOTOR, PT
Jl. Yos Sudarso
Sunter II
North Jakarta DKI Jakarta
Indonesia
% OF SHARES OWNED : 51 %

D-U-N-S 72-696-0441
ASTRA AUTO FINANCE, PT
Jl. TB. Simatupang No. 90
ACC Building
South Jakarta DKI Jakarta
12530 Indonesia
% OF SHARES OWNED : 53.75 %

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AFFILIATE(S)

TOTAL NUMBER OF AFFILIATES : 18 Approx.

D-U-N-S 72-867-7766
BANK PERMATA, PT TBK
Jl. Jend. Sudirman Kav. 27
Permata Tower 1
Central Jakarta DKI Jakarta
12920 Indonesia
Subject holds 44.56 % of shares / interest in affiliate.

D-U-N-S 72-870-7357
ASTRA HONDA MOTOR, PT
Jl. Laksda Yos Sudarso
Sunter I
North Jakarta DKI Jakarta
14350 Indonesia
Subject holds 50 % of shares / interest in affiliate.

D-U-N-S 72-871-9428
ISUZU ASTRA MOTOR INDONESIA, PT
Jl. Danau Sunter Utara Blok 0-3 Kav. 30
Sunter II
North Jakarta DKI Jakarta
Indonesia
Subject holds 44.94 % of shares / interest in affiliate.

D-U-N-S 72-656-6867
TOYOTA ASTRA FINANCIAL SERVICES, PT
Jl. Rasuna Said Kav. C3
8th Floor, Mega Plaza Building
Central Jakarta DKI Jakarta
Indonesia
Subject holds 50 % of shares / interest in affiliate.

D-U-N-S 72-868-3327
GS BATTERY, PT
Jl. Laksamana Muda Yos Sudarso
Sunter I
North Jakarta DKI Jakarta
14330 Indonesia
Subject holds 40 % of shares / interest in affiliate.

D-U-N-S 72-873-5721
KAYABA INDONESIA, PT
Jl. Jawa Blok II No. 4
Kawasan Industri MM2100
Cibitung West Java
17520 Indonesia
Subject holds 40 % of shares / interest in affiliate.

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D-U-N-S 72-865-5994
AKEBONO BRAKE ASTRA INDONESIA, PT
Jl. Raya Pegangsaan II Km. 1,6 Bok A4
Kelapa Gading
North Jakarta DKI Jakarta
14250 Indonesia
Subject holds 40 % of shares / interest in affiliate.

D-U-N-S 72-866-7205
AISIN INDONESIA, PT
East Jakarta Industrial Park (EJIP) Plot 5 J
Cikarang
Bekasi West Java
17550 Indonesia
Subject holds 27.20 % of shares / interest in affiliate.

D-U-N-S 72-886-7565
AT INDONESIA, PT
Jl. Maligi III, Blok H1-5
Kawasan Industri KIIC
Karawang West Java
14361 Indonesia
Subject holds 32 % of shares / interest in affiliate.

D-U-N-S 72-883-7220
FEDERAL NITTAN INDUSTRIES, PT
Jl. Halmahera Blok DD-9
Kawasan Industri MM2100
Cibitung West Java
17520 Indonesia
Subject holds 32 % of shares / interest in affiliate.

D-U-N-S 72-866-9136
INTI GANDA PERDANA, PT
Jl. Pegangsaan Dua Km. 1,6 Blok A1
Kelapa Gading
North Jakarta DKI Jakarta
14250 Indonesia
Subject holds 34 % of shares / interest in affiliate.

D-U-N-S 72-660-4791
KOMATSU ASTRA FINANCE, PT
Jl. TB. Simatupang Kav. 15
Cilandak Barat
South Jakarta DKI Jakarta
12340 Indonesia
Subject holds 50 % of shares / interest in affiliate.

D-U-N-S 72-866-4491
TRAKTOR NUSANTARA, PT
Jl. Pulogadung No. 32
Kawasan Industri Pulogadung
East Jakarta DKI Jakarta
13930 Indonesia
Subject holds 50 % of shares / interest in affiliate.

D-U-N-S 72-884-5678
PAM LYONNAISE JAYA, PT
Jl. Asia Afrika No. 8
7th Floor, Sentral Senayan I Office Tower
Central Jakarta DKI Jakarta
10270 Indonesia
Subject holds 49 % of shares / interest in affiliate.

D-U-N-S 72-867-3997
WAHANA EKA PARAMITA, PT
Jl. Raya Pegangsaan Dua Km. 1.6 Blok A4
Kelapa Gading
North Jakarta DKI Jakarta
14250 Indonesia
Subject holds 34.80 % of shares / interest in affiliate.

D-U-N-S 72-732-1619
EVOLUZIONE TYRES, PT
Jl. Raya Purwadadi - Kalijati
Dusun Kaliangbawang, Wanakerta, Purwadadi
Subang West Java
41261 Indonesia
Subject holds 32 % of shares / interest in affiliate.

D-U-N-S 72-724-5826
TOPY PALINGDA MANUFACTURING INDONESIA, PT
Jl. Surya Utama Kav. 1-65A1
Kawasan Industri Suryacipta
Karawang West Java
41361 Indonesia
Subject holds 12.24 % of shares / interest in affiliate.

D-U-N-S 72-873-8360
ASTRA AVIVA LIFE, PT
Jl. Sultan Iskandar Muda Kav. V-TA
Pondok Indah
Pondok Indah Office Tower
South Jakarta DKI Jakarta
12310 Indonesia
Subject holds 50 % of shares / interest in affiliate.

BRANCH(es)

Subject maintains 1 branch(es) locally.

Jl. P. Jayakarta No. 9-11

West Jakarta

DKI Jakarta

Indonesia

Location Type : Marketing office

Phone : (62) (21) (6262000)

DIVISIONS

D-U-N-S 72-652-1234

SAMPLE INTERNATIONAL, PT TBK - SAMPLE DIVISIONS

Jl. Mitra Sunter Boulevard

Jakarta

Indonesia

D-U-N-S 72-660-1234

SAMPLE INTERNATIONAL TBK, PT - SAMPLE OPERATION

Jl. Danau Sunter Utara Blok 03 Kav 30

Jakarta

Indonesia

CURRENCY: All amounts in this report are in local currency unless otherwise stated.

MEDIA RELEASE

Date: 12/08/14

Source: Indonesia Daily News

Detail:

PT SAMPLE Finance, financing company and subsidiary of PT SAMPLE International Tbk, plans to issue bonds in the first quarter of 2015. Head Corporate Communication of FIF stated the bond issuance aims to finance next year capital expenditure (capex).

Date: 12/02/14

Source: Jakarta Post

Detail:

PT United SAMPLE Tbk is looking to indulge in the construction business to generate additional income as it is facing challenges from weak coal mining activities as coal prices drop. United Tractors, which is owned by diversified conglomerate PT SAMPLE International Tbk, will acquire a construction firm and boost heavy equipment sales to builders, director Edhi Sarwono said. Next year, we hope to see construction contribute around 30 to 35 percent to our total sales volume, Edhi said.

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Date: 12/01/14

Source: Jakarta Post

Detail:

PT SAMPLE International Tbk has allocated up to Rp 750 billion (US\$611.45 million) to set up 15 new dealers next year amid pressure on car sales from tightening competition and fuel-price hikes. Strengthening sales distribution would be the company's strategy in maintaining its market share, which had been dropping with entries from new players in the country's four-wheeler market, SAMPLE chief group treasury and investor relations Iwan Hadianoro said. Iwan said the conglomerate planned to establish 10 to 15 new outlets next year, with investments for a dealer estimated to hit Rp 50 billion each, meaning the company had to earmark up to Rp 750 billion to establish the distributors sites.

Date: 10/31/14

Source: Jakarta Post

Detail:

PT SAMPLE International Tbk's (SAMPLE) automotive business has experienced pressure this year, but significant growth in its agribusiness and contract mining operations have lifted the company out of a slump. The publicly listed conglomerate saw a 6 percent increase in its consolidated net revenue to Rp 150.6 trillion (US\$12.4 billion) in the January-September period this year, from Rp 141.8 trillion during the same period last year.

Date: 10/31/14

Source: Jakarta Post

Detail:

PT SAMPLE International Tbk's (SAMPLE) automotive business has experienced pressure this year, but significant growth in its agribusiness and contract mining operations have lifted the company out of a slump. The publicly listed conglomerate saw a 6 percent increase in its consolidated net revenue to Rp 150.6 trillion (US\$12.4 billion) in the January-September period this year, from Rp 141.8 trillion during the same period last year.

Date: 10/16/14

Source: Indonesia Daily News

Detail:

Market share of PT Astra International Tbk in September 2014 dropped 645 basis points to 46.34% from the same period of last year amounted to 52.79%. The market share decrease is attributed to the rise in market competition that causes several automotive brands outside the group's management to obtain higher growth.

Date: 10/14/14

Source: Jakarta Post

Detail:

PT SAMPLE Finance (ASF), part of PT SAMPLE International Tbk, is looking to raise Rp 2.5 trillion (US\$204.88 million) from a bond issuance to fund its expansion. ASF plans to issue two series of debt papers. The A series, expected to generate Rp 1 trillion in funds, will mature after 370 days and offer a 9.6 percent coupon, while the B series is expected to generate the remaining Rp 1.5 trillion with a maturity period of 36 months with a 10.5 percent coupon.

Date: 10/16/14

Source: Indonesia Daily News

Detail:

Market share of PT SAMPLE International Tbk in September 2014 dropped 645 basis points to 46.34% from the same period of last year amounted to 52.79%. The market share decrease is attributed to the rise in market competition that causes several automotive brands outside the group's management to obtain higher growth.

Date: 10/14/14

Source: Jakarta Post

Detail:

PT SAMPLE Finance (SF), part of PT Astra International Tbk, is looking to raise Rp 2.5 trillion (US\$204.88 million) from a bond issuance to fund its expansion. ASF plans to issue two series of debt papers. The A series, expected to generate Rp 1 trillion in funds, will mature after 370 days and offer a 9.6 percent coupon, while the B series is expected to generate the remaining Rp 1.5 trillion with a maturity period of 36 months with a 10.5 percent coupon.

Date: 09/19/14

Source: Jakarta Post

Detail:

PT SAMPLE International Tbk is looking for new opportunities in infrastructure, mining and automotives to spur its growth in the coming years, top executives have said. Astra president director Prijono Sugiarto said the company was eyeing projects in sectors run by its subsidiaries, such as infrastructure, mining and automotives. We hope to build more toll roads, just like the one we have developed. United Tractors is also participating in several tender processes to work on mine-mouth power plants in South Sumatra, he said.

Date: 09/18/14

Source: Indonesia Daily News

Detail:

PT SAMPLE International Tbk will improve its capital expenditure (capex) budget in 2015 by 15%-20% or totaled IDR19.5 trillion-IDR 20.4 trillion from this year capex valued IDR17 trillion. Most of this year's capex is sourced from SAMPLE International's internal cash. The company's cash and cash equivalent as of December of 2013 stood at IDR18.5 trillion.

APPENDICES

D&B Risk Indicators

Risk Indicator	Level of Risk	Guide to Interpretation
4	Significant level of risk	Take suitable assurances before extending credit
3	Slightly higher than average risk	Proceed with transaction but monitor closely
2	Low risk	Proceed with transaction
1	Minimal risk	Proceed with transaction – offer terms required
-	Insufficient information to assign a risk indicator	No public information or D&B proprietary information available to indicate trading activity

D&B Financial Strength Indicators

The **Financial Strength Indicator** is based on either Net Worth or Issued Capital. The table below contains the possible values.

Financial Strength Indicator		Range	
Based on Net Worth	Based on Capital	FROM	TO
5A	5AA	IDR 85,000,000,000	And above
4A	4AA	IDR 18,000,000,000	IDR 84,999,999,999
3A	3AA	IDR 3,600,000,000	IDR 17,999,999,999
2A	2AA	IDR 1,800,000,000	IDR 3,599,999,999
1A	1AA	IDR 1,000,000,000	IDR 1,799,999,999
A	AA	IDR 900,000,000	IDR 999,999,999
B	BB	IDR 815,000,000	IDR 899,999,999
C	CC	IDR 725,000,000	IDR 814,999,999
D	DD	IDR 550,000,000	IDR 724,999,999
E	EE	IDR 450,000,000	IDR 549,999,999
F	FF	IDR 280,000,000	IDR 449,999,999
G	GG	IDR 100,000,000	IDR 279,999,999
H	HH	0	IDR 99,999,999

Alternate Ratings Used

N	Financial Strength is negative (Negative Net Worth)
O	Financial Strength is undisclosed; or Assigned to Companies that do not request credit in their normal activities (Banks, Brokerages, Insurance Co., Schools, Associations, Government, etc.); or Companies that is Unable To be located
BR	Local Branch
NB	New Business: Less than 24 months
NQ	Out of Business: Business has ceased to trade or dormant
DS	Assigned to records that require investigation before a rating can be assigned

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If both the Net Worth and the Issued Capital Figures are available then the Net Worth is always used to calculate the Financial Strength.

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