SAMPLE COMPANY INDONESIA, PT
Jakarta, Indonesia

D-U-N-S: 72-672-7741
**Indonesia Business Information Report**

<table>
<thead>
<tr>
<th>D&amp;B D-U-N-S</th>
<th>72-672-7741</th>
</tr>
</thead>
<tbody>
<tr>
<td>COMPANY NAME</td>
<td>SAMPLE COMPANY INDONESIA, PT</td>
</tr>
<tr>
<td>ACRONYM(S)</td>
<td>SAMPLE</td>
</tr>
<tr>
<td>SUBSIDIARY OF</td>
<td>SAMPLE CYCLE &amp; CARRIAGE LTD Singapore</td>
</tr>
</tbody>
</table>
| 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 |
Indonesia Business Information Report

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

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

Financial performance

<table>
<thead>
<tr>
<th>31/Mar/2015</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Figures in</td>
<td>Indonesian Rupiah</td>
</tr>
<tr>
<td>No Of Months</td>
<td>3</td>
</tr>
<tr>
<td>Sales / Income</td>
<td>45,187.00</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>8,561.00</td>
</tr>
<tr>
<td>Net Operating Profit (Loss) before Tax</td>
<td>3,719.00</td>
</tr>
<tr>
<td>Net Profit(Loss) before Tax</td>
<td>5,949.00</td>
</tr>
<tr>
<td>Net Profit(Loss) after Tax</td>
<td>4,808.00</td>
</tr>
</tbody>
</table>
FINANCE

Comparative Figures (in Billions of Indonesian Rupiah)

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

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Bank</td>
<td>20,902</td>
</tr>
<tr>
<td>Inventory</td>
<td>16,986</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>21,332</td>
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<tr>
<td>Other Receivables/Accruals</td>
<td>33,427</td>
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<tr>
<td>Prepayments</td>
<td>1,149</td>
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<tr>
<td>Investments</td>
<td>277</td>
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<tr>
<td>Prepaid Taxes</td>
<td>3,168</td>
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<tr>
<td>----------- Liabilities</td>
<td>5,648</td>
</tr>
<tr>
<td>TOTAL CURRENT ASSETS</td>
<td>97,241</td>
</tr>
<tr>
<td>Land &amp; Buildings</td>
<td>13,424</td>
</tr>
<tr>
<td>Plant &amp; Equipment</td>
<td>11,062</td>
</tr>
<tr>
<td>Transportation Vehicles</td>
<td>2,712</td>
</tr>
<tr>
<td>Furniture Fixtures &amp; Fitting</td>
<td>2,868</td>
</tr>
<tr>
<td>Assets in Construction</td>
<td>5,042</td>
</tr>
<tr>
<td>Land Rights</td>
<td>7,585</td>
</tr>
<tr>
<td>Less Acc. Depreciation</td>
<td>-33,645</td>
</tr>
<tr>
<td>Leased Assets</td>
<td>9,473</td>
</tr>
<tr>
<td>Heavy Equipment</td>
<td>22,729</td>
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<tr>
<td>----------- TOTAL FIXED ASSETS</td>
<td>41,250</td>
</tr>
<tr>
<td>Investment Properties</td>
<td>2,534</td>
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<tr>
<td>Other Investments</td>
<td>5,455</td>
</tr>
<tr>
<td>Investment In Affiliates</td>
<td>5,253</td>
</tr>
<tr>
<td>----------- TOTAL INVESTMENTS</td>
<td>35,239</td>
</tr>
<tr>
<td>Other Assets</td>
<td>49,899</td>
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<tr>
<td>Deferred Taxes Assets</td>
<td>2,891</td>
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<tr>
<td>Plantations</td>
<td>6,007</td>
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<tr>
<td>----------- TOTAL OTHER ASSETS</td>
<td>58,797</td>
</tr>
<tr>
<td>Goodwill</td>
<td>1,534</td>
</tr>
<tr>
<td>Other Intangibles</td>
<td>1,968</td>
</tr>
<tr>
<td>----------- TOTAL INTANGIBLES</td>
<td>3,502</td>
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<tr>
<td>TOTAL ASSETS</td>
<td>236,029</td>
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<tr>
<td>TOTAL CURRENT LIAB</td>
<td>73,523</td>
</tr>
<tr>
<td>TOTAL NON-CURRENT LIAB</td>
<td>42,182</td>
</tr>
<tr>
<td>TOTAL EQUITY</td>
<td>120,324</td>
</tr>
<tr>
<td>TOTAL LIAB &amp; EQUITY</td>
<td>236,029</td>
</tr>
</tbody>
</table>
**Profit & Loss Account**

**Figures in Billions of Indonesian Rupiah**

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

The Company via IDX Website, submitted the above financial statement(s) Accounts are audited by Tanudiredja, Wibisana & Partner with unqualified opinion.
<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>GROWTH TREND</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Sales Growth (%)</td>
<td>15.67</td>
<td>3.09</td>
<td>4.03</td>
</tr>
<tr>
<td>Net Profit Growth (%)</td>
<td>7.90</td>
<td>-</td>
<td>-</td>
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<tr>
<td><strong>SOLVENCY</strong></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Current Ratio</td>
<td>1.39</td>
<td>1.24</td>
<td>1.32</td>
</tr>
<tr>
<td>Quick Ratio</td>
<td>0.50</td>
<td>0.53</td>
<td>0.57</td>
</tr>
<tr>
<td>Total Liabilities to Net Worth Ratio (%)</td>
<td>105.91</td>
<td>104.62</td>
<td>99.04</td>
</tr>
<tr>
<td><strong>EFFICIENCY</strong></td>
<td></td>
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</tr>
<tr>
<td>Collection Period (Days)</td>
<td>31</td>
<td>36</td>
<td>38</td>
</tr>
<tr>
<td>Sales to Inventory (Times)</td>
<td>12</td>
<td>13</td>
<td>11</td>
</tr>
<tr>
<td><strong>PROFITABILITY</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Return on Sales (%)</td>
<td>12.09</td>
<td>11.50</td>
<td>10.96</td>
</tr>
<tr>
<td>Return on Net worth (%)</td>
<td>26.05</td>
<td>21.63</td>
<td>18.93</td>
</tr>
</tbody>
</table>

**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
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
Indonesia Business Information Report

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
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

<table>
<thead>
<tr>
<th>EXP. DATE</th>
<th>PAYING RECORD</th>
<th>HIGH CREDIT</th>
<th>NOW OWES</th>
<th>PAST DUE</th>
<th>TERM</th>
<th>LA SA</th>
</tr>
</thead>
<tbody>
<tr>
<td>08-31-14</td>
<td>SLOW 90/90</td>
<td>150</td>
<td>50</td>
<td>50</td>
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<td>06-01</td>
</tr>
</tbody>
</table>

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.
Indonesia Business Information Report

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
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

<table>
<thead>
<tr>
<th>Name of Shareholder</th>
<th>Location</th>
<th>Amount</th>
<th>% Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAMPLE LTD</td>
<td>Singapore</td>
<td>1,014,412,752,000</td>
<td>50.11</td>
</tr>
<tr>
<td>Budi Sample</td>
<td>Indonesia</td>
<td>422,000,000</td>
<td>0.02</td>
</tr>
<tr>
<td>John Sample</td>
<td>England</td>
<td>305,000,000</td>
<td>0.02</td>
</tr>
<tr>
<td>Suparno Sample</td>
<td>Indonesia</td>
<td>18,750,000</td>
<td>0.00</td>
</tr>
<tr>
<td>Public &amp; Others</td>
<td></td>
<td>1,009,019,155,000</td>
<td>49.85</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Nationality</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Sample</td>
<td>Jl. Lombok No. 12345 RT. 003 Rw. 005</td>
<td>Indonesia</td>
</tr>
<tr>
<td></td>
<td>Menteng</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Central Jakarta</td>
<td></td>
</tr>
<tr>
<td></td>
<td>DKI Jakarta</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Indonesia</td>
<td></td>
</tr>
<tr>
<td>Gunawan Sample</td>
<td></td>
<td>Indonesia</td>
</tr>
</tbody>
</table>
Indonesia Business Information Report

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
OTHER DIRECTORSHIPS

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

<table>
<thead>
<tr>
<th>D-U-N-S</th>
<th>Company Employed</th>
<th>Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>728811234</td>
<td>SAMPLE GRAPHIA, PT TBK</td>
<td>Commissioner</td>
</tr>
<tr>
<td>728701234</td>
<td>SAMPLE MULTI FINANCE, PT</td>
<td>Commissioner</td>
</tr>
<tr>
<td>728871234</td>
<td>SAMPLE INTERNATIONAL FINANCE, PT</td>
<td>Commissioner</td>
</tr>
<tr>
<td>728851234</td>
<td>SAMPLE CMG LIFE, PT</td>
<td>Commissioner</td>
</tr>
<tr>
<td>726411234</td>
<td>SAMPLE AGRO LESTARI, PT TBK</td>
<td>Commissioner</td>
</tr>
<tr>
<td>726821234</td>
<td>BANK SAMPLE, PT TBK</td>
<td>Vice Chairman</td>
</tr>
</tbody>
</table>

EMPLOYMENT HISTORY

<table>
<thead>
<tr>
<th>Period</th>
<th>Company Employed</th>
<th>Last Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>1997 - 2006</td>
<td>SAMPLE SEDAYA FINANCE, PT</td>
<td>President Director</td>
</tr>
<tr>
<td>1990 - 1997</td>
<td>SAMPLE INTERNATIONAL, PT TBK</td>
<td>Director</td>
</tr>
</tbody>
</table>

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

OTHER DIRECTORSHIPS

<table>
<thead>
<tr>
<th>D-U-N-S</th>
<th>Company Employed</th>
<th>Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>728651234</td>
<td>SAMPLE TRACTORS, PT TBK</td>
<td>CEO</td>
</tr>
<tr>
<td>595541234</td>
<td>SAMPLE HEAVY INDUSTRY (S) PTE LTD</td>
<td>Director</td>
</tr>
<tr>
<td>728721234</td>
<td>SAMPLE NUSANTARA, PT</td>
<td>Chairman</td>
</tr>
</tbody>
</table>

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

OTHER DIRECTORSHIPS

<table>
<thead>
<tr>
<th>D-U-N-S</th>
<th>Company Employed</th>
<th>Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>726411234</td>
<td>SAMPLE AGRO LESTARI, PT TBK</td>
<td>CEO</td>
</tr>
</tbody>
</table>

EMPLOYMENT HISTORY

<table>
<thead>
<tr>
<th>Period</th>
<th>Company Employed</th>
<th>Last Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000 - 2005</td>
<td>SAMPLE OTOPARTS, PT TBK</td>
<td>Director</td>
</tr>
</tbody>
</table>
Indonesia Business Information Report

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  

<table>
<thead>
<tr>
<th>D-U-N-S</th>
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<th>Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>728771234</td>
<td>SAMPLE PANTJA PRESS INDUSTRI, PT</td>
<td>Chairman</td>
</tr>
</tbody>
</table>

EMPLOYMENT HISTORY

<table>
<thead>
<tr>
<th>Period</th>
<th>Company Employed</th>
<th>Last Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006 - 2011</td>
<td>SAMPLE DAIHATSU MOTOR, PT</td>
<td>Chief Executive Officer</td>
</tr>
</tbody>
</table>

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  

<table>
<thead>
<tr>
<th>D-U-N-S</th>
<th>Company Employed</th>
<th>Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>728651234</td>
<td>SAMPLE TRACTORS, PT TBK</td>
<td>Commissioner</td>
</tr>
<tr>
<td>726411234</td>
<td>SAMPLE AGRO LESTARI, PT TBK</td>
<td>Commissioner</td>
</tr>
<tr>
<td>728721234</td>
<td>SAMPLE OTOPARTS, PT TBK</td>
<td>Commissioner</td>
</tr>
</tbody>
</table>

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  

<table>
<thead>
<tr>
<th>D-U-N-S</th>
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<th>Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>728701234</td>
<td>SAMPLE HONDA MOTOR, PT</td>
<td>Commissioner</td>
</tr>
<tr>
<td>728661234</td>
<td>SAMPLE DAIHATSU MOTOR, PT</td>
<td>Commissioner</td>
</tr>
</tbody>
</table>
EMPLEYMENT HISTORY

<table>
<thead>
<tr>
<th>Period</th>
<th>Company Employed</th>
<th>Last Position Held</th>
</tr>
</thead>
<tbody>
<tr>
<td>1998 –2002</td>
<td>SAMPLE INTERNATIONAL, PT TBK</td>
<td>Vice President</td>
</tr>
<tr>
<td>1978 –2000</td>
<td>SAMPLE MOTOR</td>
<td>Vice President</td>
</tr>
</tbody>
</table>

Name: Anthony Sample  
Current Title: Commissioner  
Appointed to Present Position: 2000  
Education: Graduated from university  
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  
Name of Institute: Newcastle University  
United Kingdom  
Education: 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  
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
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 Sciences 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.
CUSTOMERS
---------

MAJOR CUSTOMERS

Related Company(ies)

TUNAS RIDEAN, PT TBK
Indonesia

SAMPLE -KLK PTE LTD

SAMPLE HONDA MOTOR, PT
Indonesia

SAMPLE MOBILIINDO 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
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 EXTERIOR: 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 %
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 %
D-U-N-S 72-877-1234
SAMPLE TECHNICA 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 %
<table>
<thead>
<tr>
<th>Company Name</th>
<th>Address</th>
<th>Year Started</th>
<th>% of Shares Owned</th>
</tr>
</thead>
<tbody>
<tr>
<td>ASTRA SEDAYA FINANCE, PT</td>
<td>Jl. TB. Simatupang No. 90 ACC Building, South Jakarta DKI Jakarta 12530 Indonesia</td>
<td>1983</td>
<td>86.14 %</td>
</tr>
<tr>
<td>SEDAYA PRATAMA, PT</td>
<td>Jl. TB. Simatupang No. 90 ACC Building, South Jakarta DKI Jakarta 12530 Indonesia</td>
<td>1993</td>
<td>100 %</td>
</tr>
<tr>
<td>STACO ESTIKA SEDAYA FINANCE, PT</td>
<td>Jl. TB. Simatupang No. 90 ACC Building, South Jakarta DKI Jakarta 12530 Indonesia</td>
<td>1990</td>
<td>93.75 %</td>
</tr>
<tr>
<td>SWADHARMA BHAKTI SEDAYA FINANCE, PT</td>
<td>Jl. Boulevard Artha Gading Kav. A1 Center Business 5th Floor, Graha Rekso North Jakarta DKI Jakarta 14240 Indonesia</td>
<td>1986</td>
<td>93.75 %</td>
</tr>
<tr>
<td>ASURANSI ASTRA BUANA, PT</td>
<td>Jl. TB. Simatupang Kav. 15 Cilandak Barat Graha Asuransi Astra South Jakarta DKI Jakarta 12430 Indonesia</td>
<td>1981</td>
<td>95.70 %</td>
</tr>
<tr>
<td>GARDA ERA SEDAYA, PT</td>
<td>Indonesia</td>
<td>1998</td>
<td>100 %</td>
</tr>
<tr>
<td>MATRA GRAHA SARANA, PT</td>
<td>Indonesia</td>
<td>2013</td>
<td>100 %</td>
</tr>
</tbody>
</table>
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
ASTRATEL NUSANTARA, PT
Jl. H.R. Rasuna Said
Kuningan
Jakarta
Indonesia
Year started : 1996
% OF SHARES OWNED : 100 %
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
SAMADI STA 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 %
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 I
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 O-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.
Indonesia Business Information Report

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
EVOLOZIONE 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 O3 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.
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 Hadiantoro 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: 10/16/14  
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 automobiles 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 automobiles. 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

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

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<tr>
<th>Financial Strength Indicator</th>
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<th>Based on Capital</th>
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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
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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