President Message

In Indonesia SUZUKI began producing motorcycle in 1970, automobile in 1976 and started selling outboard motor in 1971. Not only providing vehicles for domestic market in Indonesia, we also export made-in-Indonesia products to 84 countries around the world. Thanks to warm support from people in Indonesia, we have been able to continue our business for almost 50 years. On behalf of SUZUKI, I would like to express my sincere respect and heartfelt gratitude to all of people in Indonesia.

SUZUKI is committed to delivering beneficial and attractive products for the nation's development by contributing to their life and business. We believe we prove it through the start of operation of Cikarang Plant, which was completed in 2015 at an investment of close to USD 1 billion. SUZUKI has installed facilities and equipments with the most advanced and international standard mass production technology so as to enable us to manufacture high quality product for our customers in Indonesia and abroad.

We will constantly keep in mind the first of SUZUKI Group's mission statements, which is "Develop products of superior value by focusing on the customer" in order to deliver valuable products to not only Indonesian, but also foreign customers all over the world. SUZUKI also believes that mutual trust and respect with each other are the most valuable principles, which are established among stakeholders of SUZUKI, such as employees, suppliers, and dealers throughout Indonesia.

Seiji Itayama
President Director
About Us
Suzuki Indonesia is a business group engaged in the automotive industry that produces, markets and sells motorcycles, automobiles and outboard motors. It is also supported by after sales spare parts and repair / maintenance services throughout Indonesia which is solid and integrated in serving Suzuki’s customers. Suzuki Indonesia also exports motorcycles and automobiles to 84 countries around the world.

Mission Statement of Suzuki
1. Develop products of superior value by focusing on the customer.
2. Establish a refreshing and innovative company through teamwork.
3. Strive for Individual excellence through continuous improvement.

Number of Employee
6,434 (as of March 2019)

Head Office
Administration, Sales, Marketing & Service
Jl. Raya Bekasi Km. 19 Rt. 009/Rw. 001
Kel. Rawa Terate, Kec. Cakung, Jakarta Timur 13920
T. (+6221) 29554800 (Hunting)
Website : www.suzuki.co.id

Social Media
Automobile
facebook: Suzuki Indonesia
instagram: @suzuki_id
instagram: @suzukiindonesia
Suzuki Indonesia

Motorcycle
facebook: Suzuki Motorcycles Indonesia
instagram: @suzukiindonesiamotor
instagram: @suzukiMotorID
Suzuki Motorcycles Indonesia
Suzuki Network (as of March 2019)

<table>
<thead>
<tr>
<th>Type</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Force</td>
<td>6,620</td>
<td>6,005</td>
<td>5,662</td>
<td>5,838</td>
<td>6,434</td>
</tr>
<tr>
<td>Main Dealer</td>
<td>53</td>
<td>40</td>
<td>332</td>
<td>3,759</td>
<td></td>
</tr>
<tr>
<td>Showroom</td>
<td>10</td>
<td>10</td>
<td>362</td>
<td>1,340</td>
<td></td>
</tr>
<tr>
<td>Outboard Motor</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td></td>
</tr>
</tbody>
</table>

Domestic Sales Performance
AUTOMOBILE (January-December Period)

<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Unit</td>
<td>154,923</td>
<td>121,805</td>
<td>92,950</td>
<td>111,660</td>
<td>118,014</td>
</tr>
<tr>
<td>Total Market</td>
<td>1,208,019</td>
<td>1,013,291</td>
<td>1,062,716</td>
<td>1,079,634</td>
<td>1,151,291</td>
</tr>
<tr>
<td>Market Share</td>
<td>12.8%</td>
<td>12.0%</td>
<td>8.7%</td>
<td>10.3%</td>
<td>10.3%</td>
</tr>
</tbody>
</table>

MOTORCYCLE (January-December Period)

<table>
<thead>
<tr>
<th>Year</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales Unit</td>
<td>275,067</td>
<td>109,882</td>
<td>56,824</td>
<td>72,191</td>
<td>89,508</td>
</tr>
<tr>
<td>Total Market</td>
<td>7,867,195</td>
<td>6,480,155</td>
<td>5,931,285</td>
<td>5,886,103</td>
<td>6,383,108</td>
</tr>
<tr>
<td>Market Share</td>
<td>3.5%</td>
<td>1.7%</td>
<td>1.0%</td>
<td>1.2%</td>
<td>1.4%</td>
</tr>
</tbody>
</table>

Sales Export (January-December Period)

<table>
<thead>
<tr>
<th>Type</th>
<th>2014</th>
<th>2015</th>
<th>2016</th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Automobile</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CBU</td>
<td>15,288</td>
<td>17,762</td>
<td>22,861</td>
<td>28,504</td>
<td>24,924</td>
</tr>
<tr>
<td>CKD</td>
<td>9,960</td>
<td>8,376</td>
<td>21,264</td>
<td>35,064</td>
<td>38,944</td>
</tr>
<tr>
<td>Total</td>
<td>25,248</td>
<td>26,138</td>
<td>44,125</td>
<td>63,568</td>
<td>63,868</td>
</tr>
<tr>
<td><strong>Motorcycle</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CBU</td>
<td>117</td>
<td>25,558</td>
<td>28,484</td>
<td>25,586</td>
<td>52,631</td>
</tr>
<tr>
<td>CKD</td>
<td>96,864</td>
<td>78,120</td>
<td>78,120</td>
<td>87,600</td>
<td>130,800</td>
</tr>
<tr>
<td>Total</td>
<td>96,981</td>
<td>103,678</td>
<td>106,604</td>
<td>113,186</td>
<td>183,431</td>
</tr>
</tbody>
</table>

* CBU: Completely Built Up
  CKD: Completely Knocked Down
## Suzuki History in Indonesia

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1970</td>
<td>PT Indohero Steel &amp; Engineering Company, Cakung, as sole agent for Suzuki motorcycle started selling motorcycle, A110 &amp; FR70</td>
</tr>
<tr>
<td>1974</td>
<td>PT Suzuki Indonesia Manufacturing, Cakung, as company to produce component for Suzuki motorcycle and automobile started operation</td>
</tr>
<tr>
<td>1976</td>
<td>PT Indomobil Utama, Pulogadung, as sole agent for Suzuki automobile started selling automobile, Pick Up ST10</td>
</tr>
<tr>
<td>1981</td>
<td>A new motorcycle assembly plant in Tambun began to operate</td>
</tr>
<tr>
<td>1984</td>
<td>PT Suzuki Engine Industry, Cakung, as company to produce engine for motorcycle and automobile started operation</td>
</tr>
<tr>
<td>1986</td>
<td>Market share of Suzuki automobile reached first position</td>
</tr>
</tbody>
</table>
| 1990 | - Merger of all Suzuki companies into PT Indomobil Suzuki International  
  - Share holder: Indomobil 51% & Suzuki Motor Corporation 49% |
| 1991 | Opened new automobile factory at Tambun |
| 1993 | Started export Futura to Malaysia |
| 1994 | - Suzuki Marine introduced 2-stroke model Outboard Motor, DT15  
  - Export RC100/110 motorcycle to Vietnam |
| 1995 | Total automobile production reached 500,000 units |
| 1997 | Opened new Part Center Warehouse at Tambun |
| 2002 | - Change in stock composition of PT Indomobil Suzuki International  
  - Share holder: Suzuki Motor Corporation 90% & Indomobil 10% |
| 2004 | - Total automobile production reached 1,000,000 units  
  - Introduced new line up of automobile, APV |
| 2005 | - Total motorcycle production reached 5,000,000 units  
  - Started export APV |
| 2009 | Company changed its name to PT Suzuki Indomobil Motor |
| 2012 | Introduced new line up in MPV category, Ertiga |
| 2013 | - Introduced new line up in Low Cost Green Car category, Karimun Wagon R  
  - Total motorcycle production reached 10,000,000 units |
| 2014 | - Started export Karimun Wagon R to Pakistan  
  - Total automobile production reached 2,000,000 units |
| 2015 | - Opened new factory with advanced technology for automobile at Cikarang  
  - Started export Address to Europe, Japan, ASEAN and Oceania |
| 2016 | - Introduced new line up of automobile, SX4 S-Cross  
  - Introduced new line up of motorcycle, All New Satria F150 |
| 2017 | - Introduced new line up of automobile, Ignis and Baleno  
  - Introduced new line up of motorcycle, GSX-R150 and GSX-S150 |
| 2018 | - Introduced new line up of automobile, All New Ertiga  
  - Introduced new line up of motorcycle, Nex II and GSX150 Bandit  
  - Started export All New Ertiga and Nex II |
ISO Certificate

Certified from 1999
ISO 9001:2015 (Upgraded in 2017)
Quality Management System for Manufacturing, Assembling, and After Sales Service of Motorcycles and Automobiles

Certified from 2009
ISO 14001:2015 (Upgraded in 2018)
Environment Management System for Manufacturing, Assembling of Automobiles and Manufacturing Polyurethane Seat for Automobiles Tambun II Plant

Certified from 2006
ISO 14001:2015 (Upgraded in 2018)
Environment Management System for Manufacture and Assembly of Engine 2W & 4W and Transmission 4W Cakung Plant

Certified from 2012
General Requirements for the Competence of Testing and Calibration Laboratories for Emission Testing Laboratory

Certified from 2008
ISO 14001:2015 (Upgraded in 2018)
Environment Management System for Manufacture and Assembly of Motorcycle 2W Tambun I Plant

Certified from 2018
ISO 14001:2015
Environment Management System for Manufacture and Assembly of Engine, Transmission and 4 Wheel Cikarang Plant
Suzuki Plants

Cakung Plant

Manufacturing & Assembly of Engine & Transmission for Motorcycles
Site area : 82,000 m²
Products : Engine & Transmission of Motorcycle
Address : Jl. Raya Penggilingan, Kel. Penggilingan, Kec. Cakung Jakarta Timur, DKI Jakarta 13940
Telp. (+6221) 4602960

Cikarang Plant

- Manufacturing of Body Components & Assembly of Automobiles
- Manufacturing & Assembly of Engines & Transmission for Automobiles
Site area : 1,307,000 m²
Products : All New Ertiga, Engine K10B (1000cc) & K15B (1400cc), Transmission MF60 & MF70
Address : Kawasan Industri Greenland International Industrial Center (GIIC) Blok AC, No.1 Kota Deltamas, Sukamahi, Cikarang Pusat, Bekasi, Jawa Barat 17530
telp. (+6221) 29601900

Tambun I & II Plant

Manufacturing & Assembly of Body Components & Assembly of Motorcycles
Site area : 142,000 m²
Products : GSX-R150, GSX-S150, Satria F150, Address,
Nex II, Smash, GSX150 Bandit
Address : Jl. Raya Diponegoro Km 38.2 Kel. Jatimulya
Kec. Tambun Selatan, Kab. Bekasi, Jawa Barat 17510
Telp. (+6221) 8801251, 8801235

Tambun I
- Administration Office
- Manufacturing of Body Components & Assembly of Motorcycles
Site area : 420,000 m²
Products : New Carry Pick Up, APV, Karimun Wagon R
Address : Jl. Raya Diponegoro Km 38.2 Kel. Jatimulya
Kec. Tambun Selatan, Kab. Bekasi, Jawa Barat 17510
Telp. (+6221) 8801251, 8801235

Tambun II
Manufacturing of Body Components & Assembly of Automobiles
Site area : 420,000 m²
Products : New Carry Pick Up, APV, Karimun Wagon R
Address : Jl. Raya Diponegoro Km 38.2 Kel. Jatimulya
Kec. Tambun Selatan, Kab. Bekasi, Jawa Barat 17510
Telp. (+6221) 8801251, 8801235

Parts Centre
Management Spare Part & Distributor
Address : Jl. Toyogiri, Tambun, Bekasi, Jawa Barat
Telp. (+6221) 8809940
Penetrating Global Market

PT Suzuki indomobil Motor is an automotive manufacturer who serves domestic and international customers. Our plants produce high quality automobile and motorcycle which meet the international standard.

We export these products to 84 countries in the world.
Awards

"Primaniyarta Award 2018"
PT SUZUKI INDOMOBIL MOTOR
Highest Award for Export Performance from Ministry of Trade

Suzuki Automobile Awards

New Carry Pick Up
"Best World Premiere" at IIMS 2019

All New Ertiga
"Car of The Year" at Otomotif Award 2019
"Best Low MPV" at Otomotif Award 2019
"Breakthrough Product of the Year" at Marketeers Editor’s Choice Award 2018
"Best Cabin Insulation" at Mobil Motor ICOTY 2018
"Best Five Choice" at FORWOT Award 2018
"Best MPV" at IIMS Award 2018

Ignis
"Best of The Best Hatchback" at Otomotif Award 2018
"Best of City Hatchback" at Otomotif Award 2018
"Best Fuel Consumption" at Gridoto Award 2018

New SX4 S-Cross
"Best of Low Crossover" at Otomotif Award 2019
"Best of The Best Crossover" at Otomotif Award 2018
"Best of Crossover" at Otomotif Award 2018

Suzuki Motorcycle Awards

GSX-R150
"Best Sport Bike" at IIMS 2018

All New Satria F150
"Best Bebek Sport 150CC" at Motor Plus Award 2018
"Best of The Best Bebek" at Motor Plus Award 2018
"Best of The Best Cub" at Otomotif Award 2018
"Best of Cub 110-150CC" at Gridoto.com Award 2018
"Best of Hyper Cub" at Otomotif Award 2018

NEX II
"Best Influencer Marketing Implementation in Private Sector" at Indonesia Content Marketing Award (ICMA) 2019
"Best Value 2018" at Gridoto Award 2018
"Best Five Choice Suzuki NEX II" at FORWOT Motorcycle 2018
Corporate Social Responsibility

Arm Roll Unit Donation
As contribution in making clean environment, Suzuki donated APV arm roll to several regencies, such as Indramayu, Cirebon, Kuningan, and Majalengka.

Ambulance Donation for the Winner of Primary Health Care Facilities Competition
Suzuki participated in improving health services for Indonesian people by giving APV ambulance for the winner of Primary Health Care Facilities Competition held by Ministry of Health. Suzuki has participated in this program since 2015.

Donation for Earthquake Victims
To accelerate the rehabilitation of earthquake victims in Lombok and Palu, Suzuki donated 2 units of ambulance, repaired school buildings affected by the disasters, and provided free service program for customers whose vehicles were affected.

Road Safety Campaign for Junior High School Students
In order to promote road safety to Indonesia’s young generation, Suzuki holds a road safety campaign named GESIT (Gerakan Suzuki Peduli Keselamatan) for junior high school students. The program has been carried out since 2017 with total around 2,500 students participating until 2018.

Student Plant Visit
Suzuki invites primary school to university students from all over Indonesia to visit our plants at Cikarang and Tambun to learn the manufacture of automotive products. In 2018, more than 16,000 students from 187 schools have visited our plants.
Suzuki Highlights

Global Premiere New Carry Pick Up
Suzuki launched the latest generation of Indonesia’s king of pick up, Suzuki New Carry Pick Up at the 2019 Indonesia International Motor Show on April 25th, 2019.

All New Ertiga Suzuki Sport Launch
PT Suzuki Indomobil Sales (SIS) announced All New Ertiga Suzuki Sport as the newest variant of its flagship model.

Export Ceremony of All New Ertiga and Nex II
PT Suzuki Indomobil Motor inaugurated the export of the Suzuki All New Ertiga and Suzuki Nex II at the Cikarang Plant on October 22, 2018. This is a form of Suzuki’s commitment in optimizing its production capacity to meet domestic and international market demands.

Primaniyarta Award
PT Suzuki Indomobil Motor received Primaniyarta Award from Ministry of Trade on October 24, 2018. This award is the highest appreciation given by the Government of the Republic of Indonesia to exporters who give significant contribution to Indonesian export.

GSX150 Bandit Product Introduction
PT Suzuki Indomobil Sales introduced new motorcycle product, GSX150 Bandit at Gaikindo Indonesia International Auto Show (GIIAS) 2018.

Grand Opening of Outboard Motor Dealer
PT Suzuki Indomobil Sales inaugurated the 10th Outboard Motor dealer with 3S (Sales, Service, Spare Parts) facilities in Ambon on March 15, 2019.
All New Ertiga
New SX4 S-Cross
Baleno
Ignis
APV New Luxury
APV Arena
Jimny
Karimun Wagon R
Karimun Wagon R GS
New Carry Pick Up