



PT Trimegah Securities Tbk
2014 Annual Public Expose

Agenda



1. Company Profile
2. Business Activities
3. Subsidiary
4. Financial Performance

1. Company Profile



Established in May 1990, now Trimegah Securities is more than just one of the largest and integrated securities companies. It is admittedly one of the most trusted securities companies in Indonesia. Trimegah offers comprehensive capital market services.

Investment Banking Division provides bonds and equity underwriting service as well as financial advisory, including merger & acquisition, divestment, valuation, due diligence, corporate restructuring and financing. **Equity Capital Markets Division** provides equity brokerage service, including on-line trading, for retail and institutional clients, and margin lending facility. **Debt Capital Markets Division** facilitates government bond transactions, including Retail Government Bond, Retail Shariah Government Bond, *Saving Bonds Ritel*, and corporate bonds.

Our subsidiary, PT **Trimegah Asset Management**, which is established in January 2011, provides various investment products including mutual funds and discretionary funds for all asset class consisting of equity, fixed income and money market instrument, for individual, corporate clients, financial institutions and pension funds.

Company Profile

New Mission, Vision, and Tag Line

Mission

Educate and create wealth for the community through unique and professional Investment Experience

Vision

Be the most preferred destination for financial services in the region

Tag Line

Specialist Investment Partner

Company Profile

New Corporate Values

Forward Thinkers

- Visionary
- Anticipative to future trends
- Investment Education

Excellence or Nothing

- Competitive
- Talent Pool

People Focused

- Trustworthy
- Collaborative mindset

Informed Perspective

- Always updated
- Updating clients and community
- Continuous learning

Company Profile

Logo "Direction to Focus"



The new symbol is made of vibrant interlocking elements that come together to form a solid shape. The new symbol connotes precision, strength, unity and focus towards excellence.

Company Profile

Three business units and a subsidiary which conducts investment management activity

Equity Capital Markets

- Intermediary for equity transaction.
- Employee Stock Option Program ("ESOP").
- Institutional and private client services.

Debt Capital Markets

- Primary market.
- Secondary market.

Investment Banking

- Capital markets
- Corporate finance advisory.

Asset Management

- Investment product for all assets classes: equity, fixed income instrument, and money market through mutual fund.

Branch Offices

20 Branch Offices in 15 Cities in Indonesia



Milestones 2013 (1)



February 28, 2013

Awards:

1. "TRAM Equity Focus No. 1, Best Equity Fund, 1 year performance, Investor Magazine
2. TRIM Kombinasi 2 No. 1- Best Balanced Fund, 1 year performance, Investor Magazine
3. TRIM Kas 2 No. 1 – Best Money Market Fund, 1 year performance, Investor Magazine

March 28, 2013

EGMS: Right Issue and Appointment of Edy Sugito as Independent Commissioner.

May 1, 2014

The Launching of TRAM Alpha Mutual Funds

June 11, 2014

AGMS & Public Expose: Appointment of Syafriandi Armand Saleh as Director

July 3, 2013

Relocation of Kebon Jeruk Branch Office to BSD

Milestones 2013 (2)



July 15, 2013
Appointment of
Ariani Vidya Sofjan
as Commissioner
of Trimegah Asset
Management

August 26, 2013
Relocation of
Yogyakarta Branch
Office

September 9, 2013
Opening of Puri Indah
Branch Office

November 20, 2013
EGMS:
Appointment of Sofyan A.
Djalil as President
Commissioner and
Sunata Tjiterosampurno
as Commissioner

November 22-14 2014
Trimegah Employee
team Building and
Training in Bali

Milestones 2013 (3)



November 21, 2013
2nd Favorite Online Trading Platform Award for iTrimegah, Beritasatu.com



December 2, 2013
Appointment of Antony Dirga as Commissioner of Trimegah Asset Management

Relocation of Malang Branch Office



December 4, 2013
The Best Foreign Exchange Reporting Institution Non-bank Category Year 2013 Period – Bank Indonesia



December 30, 2013
Trimegah Asset Management received Certified for AS/NZS IS) 9001:2008 by Verification New Zealand limited



January 29, 2014
The Launching of Trimegah Securities and Trimegah Asset Management New Logo

Ownership Structure (1)

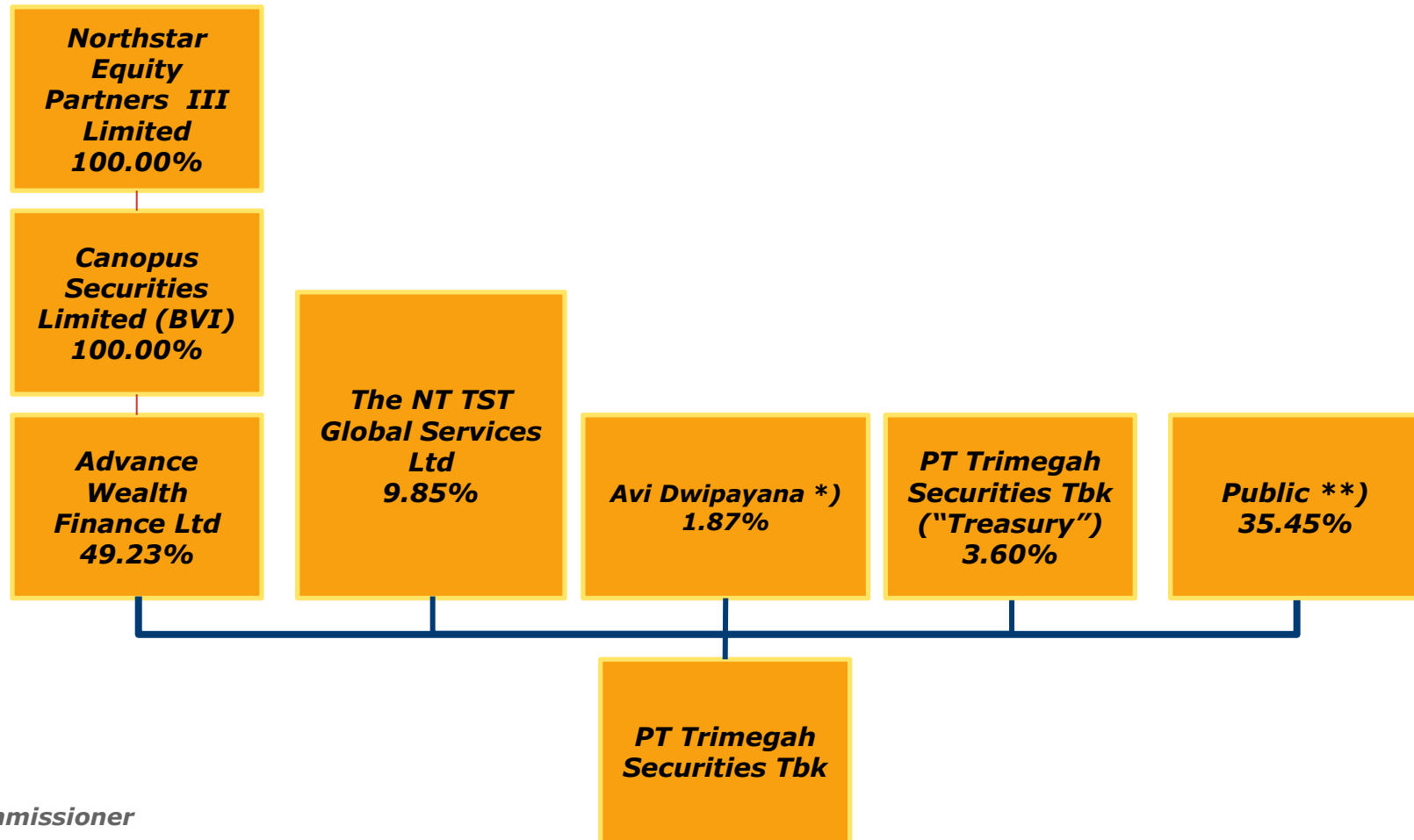
Name	No of Shares	Ownership
Advance Wealth Finance Ltd	3,500,000,000	49.23%
THE NT TST GLOBAL SERVICES LTD	700,000,000	9.85%
Avi Dwipayana *)	133,049,395	1.87%
<u>Public **)</u>	<u>2,520,177,905</u>	<u>35.45%</u>
Sub Total	6,853,227,300	96.40%
<u>Trimegah Securities (Treasury)</u>	<u>256,072,700</u>	<u>3.60%</u>
Total	7,109,300,000	100.00%

*) *Commissioner*

***) *Each below 5% ownership*

As of April 2014

Ownership Structure (2)



**) Commissioner*

***) Each below 5% ownership*

As of April 2014

The Board of Commissioners



Sofyan A. Djalil
President Commissioner
(Independent)

More than 13 years of experience the capital markets.

Key positions before joining Trimegah are, among others, State Minister for State-Owned Enterprises, and Minister of Information and Communication Technology.



Avi Dwipayana
Commissioner

More than 24 years of experience in the capital markets.

Key positions before joining Trimegah are, among others, President Director of Trimegah Securities, Commissioner of the Surabaya Stock Exchange, and Commissioner of the Jakarta Stock Exchange.



Edi Sugito
Independent Commissioner

More than 19 years of experience in the capital markets.

Key positions before joining Trimegah are, among others, Listing Director of the Indonesia Stock Exchange, Director of KPEI, and Director of KSEI.



Sunata Tjiterosampurno
Commissioner

More than 18 years of experience in the capital markets.

Key positions before joining Trimegah are, among others, AVP Equity Research Lippo Securities-SBC Warburg, Consultant at BCG, AVP Investment Banking at Danareksa Sekuritas.

The Board of Directors



Stephanus Turangan
President Director

More than 21 years of experience in the capital markets.

Key positions before joining Trimegah are, among others, Commissioner of Equator Securities, Executive Director of Danareksa (Persero), Director of Deutsche Bank, Managing Director of Mandiri Sekuritas, Director of Bahana Securities.



Syariandi A. Saleh
Director

More than 15 years of experience in the capital market.

Key positions before joining Trimegah are, among others, Managing Director of Equator Securities, Head of Equity Capital Markets of Mandiri Sekuritas, Head of Business Development and Head of Operations of Bahana Securities, and Organization Development Head of Astra Credit Company.

2. Business Activities



Provides equity sales service in the primary market and serves equity brokerage in the secondary market.

- **Retail / Individual Trading**

Our Sales Traders who have vast experience will give you up-to-date investment insights to meet your investment objectives.

- **Segregated Accounts**

Trimegah opens securities accounts under each client's name to ensure client's asset security. We also provide regular reports.

- **Margin Trading Account**

We offer leverage financing to your investment at competitive interest rates to suit your investment objective.

We provide equity sales service in the primary market and serve equity brokerage in the secondary market to institutional investors, ranging from local to global institutions, covering asset managements, pension funds, and sub-broking clients. We are as well equipped to deliver equity financing solutions tailored to your particular needs, from origination to distribution to aftermarket support.

- **Experienced Sales Trader**

Our dedicated Sales Traders give you daily insight on market conditions, corporate news, and primary deals. Our long history of experience has positioned ourselves to be one of the strongest brokerage houses, which has strong relationship with local Corporates.

- **Brokerage Service**

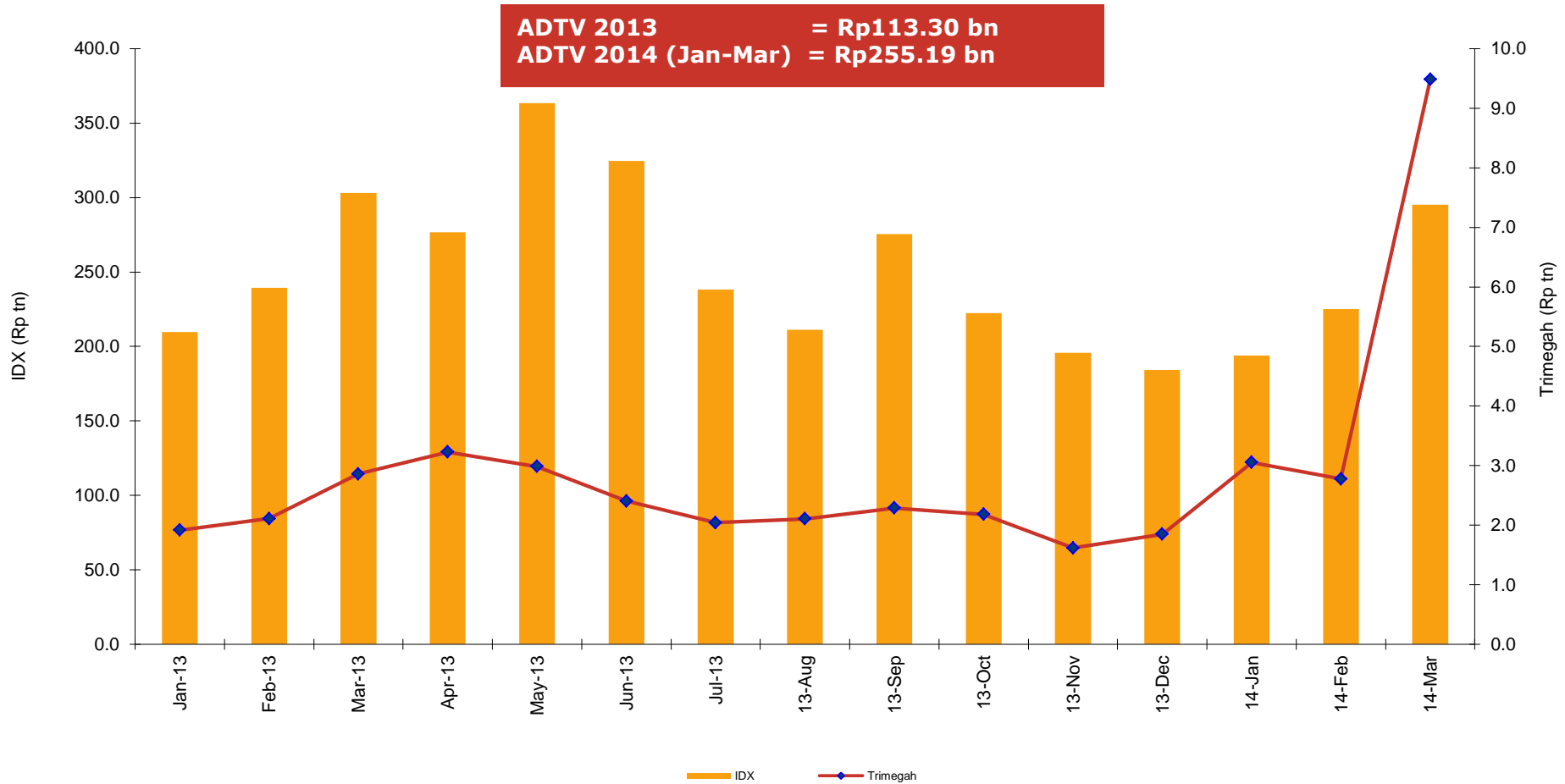
We offer a range of innovative brokerage services to companies and independent financial advisers. If you are looking for brokerage services for your clients, we can offer you a complete solution of products and services you need.

- **Direct Market Access (“DMA”)**

We provide our valued institutional clients a direct access to appointed exchanges throughout Asia-Pacific. The online trading is straight-through with seamless speed, confidentiality, and low latency with flexible architecture using fixed protocol. We tailor the package with very competitive brokerage rates.

Equity Capital Markets

Equity Trading Value of Trimegah vs IDX



Source: *IDX Statistics*

Equity Capital Markets

Online Trading - iTrimegah

iTrimegah Reguler

iTrimegah Online Trading is an online trading facility that provides real time access to Indonesia stock market which can be accessed easily via www.itrimegah.com.

To facilitate our clients who trade on the move, we provide iTrimegah Mobile Trader which can be installed in iPhone, iPad, Android and Blackberry.

We are also striving to promote better service to our clients with continuously improve the system itself, including introducing new feature like Program Trading.



www.itrimegah.com

iTrimegah Sharia

iTrimegah online Sharia is Islamic-based online trading facility that **has** obtained the Sharia Islamic Certification from Sharia Council of the National Council of Ulama Indonesia by virtue of Decree No. 005.16.02/DSN-MUI/XI/2012 dated 8 November 2012.

Sharia Stock category :

1. Business activities are categorized 100% "HALAL".
2. Total debt to equity ratio of not more than 82%.
3. Total interest income from non-halal no more than 10% of total net revenues.



www.itrimegahsyariah.com

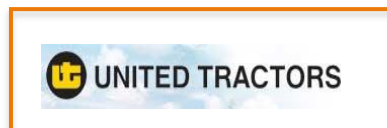
iTrimegah Regular vs iTrimegah Sharia

	iTrimegah Regular	iTrimegah Sharia
1.	Trading in all stocks	Trading in sharia stocks only
2.	Can use margin facilities	Without margin facilities
3.	Can do short sell transaction*)	Can not do short sell transaction
4.	Buying power facility available	No buying power facility
5.	Regular stock no expiration	Islamic stocks are reviewed every six months by the National Sharia Council - Council of Indonesian Ulama and the OJK.

*) According to the terms and conditions of regulator.

Equity Capital Markets

ESOP Administrative Service



Primary Market

1. Government Bonds & Sharia Bonds Auction Participant;
2. Selling Agent in Initial Public Offering of Retail Government Bonds ("ORI"), Retail Sharia Government Bonds ("SR"), and *Saving Bonds Ritel* ("SBR");
3. Selling Agent in Initial Public Offering of Corporate Conventional Bonds & Sharia Bonds.

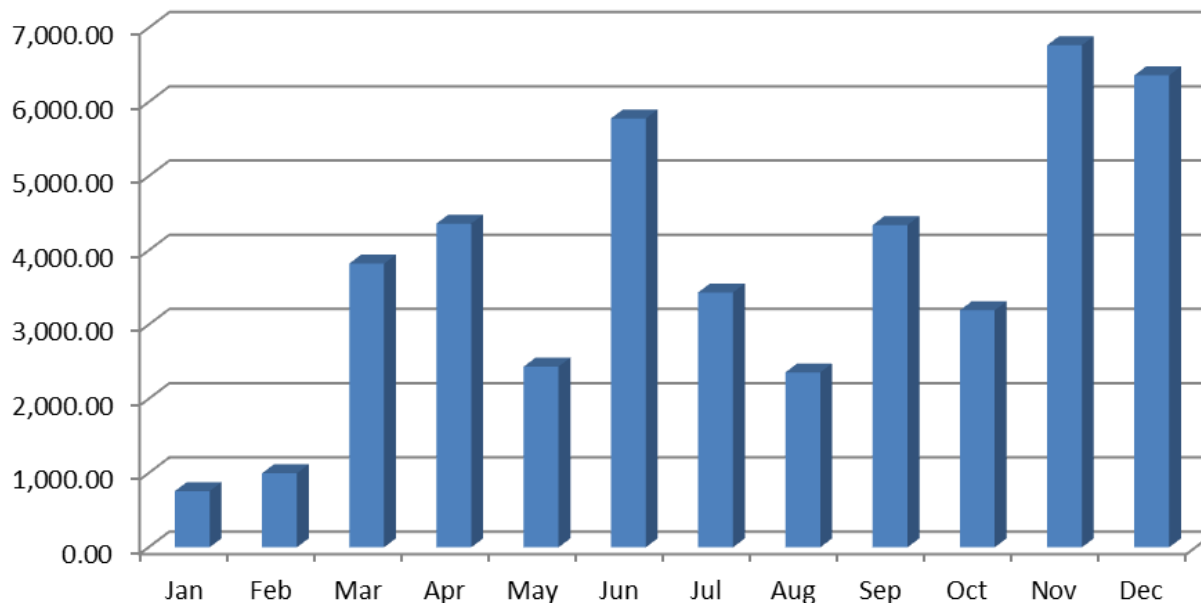
Secondary Market

1. Government Bonds & Sharia/Sukuk Broker Dealer in IDR and USD;
2. Retail Government Bonds and Sukuk Broker Dealer;
3. Corporate Bonds and Sukuk Broker Dealer in IDR and USD;
4. Government Bonds Buy Back & Debt Switching Auction Participant;
5. Retail Transaction Broker Dealer for Clients, and in Partnership with Other Banks.

Debt Capital Markets

	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13
Volume (Rp bn)	756.39	997.40	3,823.57	4,362.97	2,453.37	5,778.53	3,434.83	2,357.57	4,343.02	3,193.30	6,766.09	6,360.71
Rank	10	> 10	3	1	4	2	3	3	5	9	2	1





















Volume Surat Berharga Negara 2013



- Selling Agent ORI010
- Underwriter IPO :
 - a. Toyota Astra Finance
 - b. Intiland
 - c. Astra Sedaya Finance
 - d. KIK – EBA BTN
- Medium Term Notes (MTN)
Sarana Multi Griya Finance

Debt Capital Markets

Selling Agent of Retail Government Bonds (“ORI”)

 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI001 SERIES YEAR 2006</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI002 SERIES YEAR 2007</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI003 SERIES YEAR 2007</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI004 SERIES YEAR 2008</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>SERI SERIES YEAR 2008</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI006 SERIES YEAR 2008</p> <p>Issuer: Government of the Republic of Indonesia</p> 																																
 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI007 SERIES YEAR 2009</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI008 SERIES YEAR 2011</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI009 SERIES YEAR 2012</p> <p>Issuer: Government of the Republic of Indonesia</p> 	 <p>RETAIL GOVERNMENT BONDS</p> <p>ORI010 SERIES YEAR 2013</p> <p>Issuer: Government of the Republic of Indonesia</p> 	<table border="1"> <thead> <tr> <th>Bonds</th> <th>Total of Issuance (Rp mn)</th> <th>Trimegah (Rp mn)</th> <th>Share (%)</th> </tr> </thead> <tbody> <tr> <td>ORI004</td> <td>12,455,765</td> <td>697,945</td> <td>5.19</td> </tr> <tr> <td>ORI005</td> <td>2,714,875</td> <td>158,535</td> <td>5.84</td> </tr> <tr> <td>ORI006</td> <td>8,536,730</td> <td>358,610</td> <td>4.20</td> </tr> <tr> <td>ORI007</td> <td>8,000,000</td> <td>360,540</td> <td>4.51</td> </tr> <tr> <td>ORI008</td> <td>11,000,000</td> <td>502,500</td> <td>4.57</td> </tr> <tr> <td>ORI009</td> <td>12,676,745</td> <td>338,000</td> <td>2.67</td> </tr> <tr> <td>ORI010</td> <td>20,205,255</td> <td>438,038</td> <td>2.17</td> </tr> </tbody> </table>		Bonds	Total of Issuance (Rp mn)	Trimegah (Rp mn)	Share (%)	ORI004	12,455,765	697,945	5.19	ORI005	2,714,875	158,535	5.84	ORI006	8,536,730	358,610	4.20	ORI007	8,000,000	360,540	4.51	ORI008	11,000,000	502,500	4.57	ORI009	12,676,745	338,000	2.67	ORI010	20,205,255	438,038	2.17
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Debt Capital Markets

Selling Agent of Retail Sharia Government Bonds ("SR")



**RETAIL SHARIA
GOVERNMENT BONDS**

**SR-001 SERIES
YEAR 2009**

**Issuer:
Government of the
Republic of Indonesia**




**RETAIL SHARIA
GOVERNMENT BONDS**

**SR-002 SERIES
YEAR 2010**

**Issuer:
Government of the
Republic of Indonesia**




**RETAIL SHARIA
GOVERNMENT BONDS**

**SR-003 SERIES
YEAR 2011**

**Issuer:
Government of the
Republic of Indonesia**




**RETAIL SHARIA
GOVERNMENT BONDS**

**SR-004 SERIES
YEAR 2012**

**Issuer:
Government of the
Republic of Indonesia**




**RETAIL SHARIA
GOVERNMENT BONDS**

**SR-006 SERIES
YEAR 2014**

**Issuer:
Government of the
Republic of Indonesia**



Bonds	Total of Issuance		Share (%)
	(Rp mn)	Trimegah (Rp mn)	
SR001	556,290	761,455	13.70
SR002	8,033,860	475,000	5.91
SR003	7,341,410	400,000	5.45
SR004	13,613,805	500,000	3.67

Debt Capital Markets

Selling Agent of ORI011 and Retail Saving Bonds ("SBR") SBR001



RETAIL GOVERNMENT BONDS

**ORI011 SERIES
YEAR 2014**

**Issuer:
Government of the
Republic of Indonesia**



RETAIL SAVING BONDS

**SBR001 SERIES
YEAR 2014**

**Issuer:
Government of the
Republic of Indonesia**



With over 24 years experience in handling various transactions in the capital market. Investment Banking provides financial services such as equity and bond underwriting as well as financial advisory services for corporate actions. Supported by professional and experienced team, Investment Banking becomes one of the many advantages and added value of Trimegah than other securities company.

Capital Markets

















1. Initial Public Offering ("IPO");
2. Right Issue;
3. Bond Issuance;
4. Medium-Term Note ("MTN").

Corporate Finance Advisory

1. Privatization & Divestments;
2. Strategic & Financial Partner;
3. Asset Disposals & Placement;
4. Merger & Acquisition;
5. Tender Offer;
6. Restructuring;
7. Other Advisory Services.

Investment Banking

IPO Credential

 <p>PT Capitol Nusantara Indonesia Tbk</p> <p>IPO Lead Underwriter January 2014</p> 	 <p>PT Martina Berto Tbk</p> <p>IPO Lead Underwriter January 2011</p> 	 <p>PT Bayan Resources Tbk</p> <p>IPO Lead Underwriter August 2008</p> 	 <p>PT Sat Nusa Persada Tbk</p> <p>IPO Lead Underwriter November 2007</p> 	 <p>PT Multistrada Arah Sarana Tbk</p> <p>Right issue I Arranger June 2007</p> 	 <p>PT Bank Niaga Tbk</p> <p>Right Issue IV Standby Buyer September 2005</p> 	 <p>PT Ricky Putra Globalindo Tbk</p> <p>Right Issue II Arranger July 2004</p> 	 <p>PT Adira Dinamika Multi Finance Tbk</p> <p>IPO Joint Lead Underwriter March 2004</p> 
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 <p>PT Bank Danamon Indonesia</p> <p>Disposal of 7,85% IBRA Shares Placement Agent February 2004</p> 	 <p>PT Bank Internasional Indonesia</p> <p>Disposal IBRA Shares Placement Agent February 2004</p> 	 <p>PT Bank Niaga Tbk</p> <p>Disposal of 18,9% IBRA Shares Broker September 2003</p> 	 <p>PT Indosiar Visual Mandiri Tbk</p> <p>Disposal of 8,62% IBRA Shares Arranger August 2003</p> 	 <p>PT Indosiar Visual Mandiri Tbk</p> <p>Right Issue of Bond Arranger July 2003</p> 	 <p>PT Bank Niaga Tbk</p> <p>Disposal of 51% IBRA Shares Arranger September 2002</p> 	 <p>PT Infoasia Teknologi Tbk</p> <p>IPO Joint Lead Underwriter November 2001</p> 
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Investment Banking

Bond Credentials

2013

<p>PT Toyota Astra Financial Services (TAFS)</p> <p>Obbligasi Toyota Astra Financial Services III Rp 1.200.000.000.000</p> <p>Mei 2013</p> <p>Joint Lead Underwriter</p>	<p>Intiland Development</p> <p>Obbligasi PT Intiland Development Tahun 2013 Rp 500.000.000.000</p> <p>Juni 2013</p> <p>Joint Lead Underwriter</p>	<p>Astra Sedaya Finance</p> <p>PUB II Tahap II Tahun 2013 Rp 1.800.000.000.000</p> <p>November 2013</p> <p>Joint Lead Underwriter</p>	<p>PT Bank Tabungan Negara (Persero)</p> <p>KIK EBA BTN VI Rp 1.000.000.000.000</p> <p>Desember 2013</p> <p>Joint Lead Underwriter</p>
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Pipeline 2014

<p>PT Toyota Astra Financial Services (TAFS)</p> <p>PUB Toyota Astra Financial Services I Tahap I Rp 600.000.000.000</p> <p>Joint Lead Underwriter</p>	<p>PUB II Tahap I Tahun 2014 Rp 500.000.000.000</p> <p>Joint Lead Underwriter</p>	<p>PT Bank UOB Indonesia</p> <p>Obbligasi Subordinasi I Tahun 2014 Rp 1.000.000.000.000</p> <p>Joint Lead Underwriter</p>
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2012

<p>PT Toyota Astra Financial Services (TAFS)</p> <p>Obbligasi Toyota Astra Financial Services II Rp 1.300.000.000.000</p> <p>Juni 2012</p> <p>Joint Lead Underwriter</p>	<p>PT Bank Pembangunan Daerah Sumatera Barat (Bank Nagari)</p> <p>Obbligasi Subordinasi II Rp 225.000.000.000</p> <p>Juni 2012</p> <p>Lead Underwriter</p>	<p>Lembaga Pembiayaan Ekspor Indonesia (Indonesia Eximbank)</p> <p>PUB Obligasi I Indonesia Eximbank Tahap II Rp 2.100.000.000.000</p> <p>Nopember 2012</p> <p>Joint Lead Underwriter</p>	<p>PT Bank Tabungan Negara (Persero)</p> <p>KIK EBA BTN V Rp 915.000.000.000</p> <p>Desember 2012</p> <p>Joint Lead Underwriter</p>
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<p>Consumer Company</p> <p>Obbligasi VII Tahun 2014 Rp 2.000.000.000.000</p> <p>Joint Lead Underwriter</p>	<p>Bank Company</p> <p>PUB II Obligasi Tahun 2014 Rp 2.000.000.000.000</p> <p>Joint Lead Underwriter</p>
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2011

<p>PT Bank Pembangunan Daerah Jawa Barat dan Banten Tbk</p> <p>Obbligasi VII Bank bjb Rp 2.000.000.000.000</p> <p>Februari 2011</p> <p>Joint Lead Underwriter</p>	<p>PT Danareksa (Persero)</p> <p>Obbligasi V Danareksa Rp 500.000.000.000</p> <p>Januari 2011</p> <p>Joint Lead Underwriter</p>	<p>PT Bank Pembangunan Daerah Sumatera Barat (Bank Nagari)</p> <p>Obbligasi VI Rp 500.000.000.000</p> <p>Januari 2011</p> <p>Joint Lead Underwriter</p>	<p>PT Bank Pembangunan Daerah Sumatera Barat (Bank Nagari)</p> <p>Obbligasi Subordinasi I Rp 81.000.000.000</p> <p>Januari 2011</p> <p>Joint Lead Underwriter</p>	<p>PT Bank Pembangunan Daerah Sumatera Barat (Bank Nagari)</p> <p>Sukuk Mudharabah I Rp 100.000.000.000</p> <p>Januari 2011</p> <p>Joint Lead Underwriter</p>	<p>PT Toyota Astra Financial Services (TAFS)</p> <p>Obbligasi Toyota Astra Financial Services I Rp 1.200.000.000.000</p> <p>Juli 2011</p> <p>Joint Lead Underwriter</p>	<p>Lembaga Pembiayaan Ekspor Indonesia (Indonesia Eximbank)</p> <p>PUB Obligasi I Indonesia Eximbank Tahap I Rp 3.250.000.000.000</p> <p>Desember 2011</p> <p>Joint Lead Underwriter</p>
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Investment Banking

Financial Advisory

2013



PT Nipress Tbk

Arranger and Standby Buyer for Right Issue
December 2013



PT Tiara Marga Trakindo

Financial Advisor for Tender Offer
May 2013



PT Sarana Multigriya Finansial

Financial Advisor for MTN
September 2010



Pipeline – 2014

Manufacture Company

Financial Advisor for Business Plan & Valuation



Logistic Company

Financial Advisor for Business Plan & Valuation



Port Company

Financial Advisor for Valuation



Plantation Company

Financial Advisor for Valuation & Financial Feasibility



Air Charter Company

Financial Advisor for Corporate Finance



Manufacture Company

Arranger for Right Issue



2011 - 2012



PT Amstelco Indonesia Tbk

Financial Advisor for Right Issue
March 2011



PT Elektrindo Perkasa Utama

Financial Advisor for Fund Raising
May 2011



PT Batam Indah Samudera

Financial Advisor for Fund Raising
November 2011



PT PUSRI Palembang

Financial Advisor for Funding Suitable Financing Scheme
January 2012



PT Travira Air

Financial Advisor for Valuation
January 2012



PT Finansia Multi Finance

Financial Advisor for MTN
February 2012



- Providing accurate analysis and timely about the economy, and equity markets to meet the needs of retail and institutional clients.



- Provides a unique perspective by combining aspects of fundamental and market sentiment.
- **Trimegah Investor Forum** is our regular event to provide investment outlook.



3. Subsidiary



- ❑ **Successful Track Record in Managing Assets** – Trimegah AM was founded with an already established successful historical track record of managing assets through PT Trimegah Securities Tbk since the Company initially introduced the asset management business in 1997.
- ❑ **Key Personnel Team members with a long track record in the Asset Management industry.** Trimegah AM is filled with people who have a long experience both in the capital market industry and asset management industry.
- ❑ **Top-11 Largest Asset Management in Indonesia.** Total Asset Under Management (AUM) of Trimegah AM as of April 30, 2014 is in the amount of Rp4.55 trillion.
- ❑ **The total AUM of asset management industry in Indonesia as of April 30, 2014: Rp167.7 trillion.** 84.3% of the total AUM generated by the top-15 Largest Asset Management (72 Asset Management Companies listed in OJK).

The Board of Commissioners



Ariani Vidya Sofjan
Commissioner

More than 20 years of experience in the capital markets.

Key positions before joining Trimegah are, among other, Vice President PT Bahana Securities, Director of PT Delta Dunia Makmur Tbk, and Executive Director PT Northstar Pasific Capital.



N. Wahyudi Salasa
Independent Commissioner

More than 21 years of experience in the capital markets.

Key positions before are, among others, President Commissioner of PT Bangtelindo, President Commissioner PT Telekomindo Primakarya.



Antony Dirga, CFA
Commissioner

More than 16 years of experience in the capital markets.

Key positions before joining Trimegah are, among other, Corporate Bond Quantitative Analyst of J.P Morgan Investment Management Inc., New York, Asian Macro Analyst/Trader of PMA Investment Advisor Ltd., Hong Kong, Senior Portfolio Manager of Fullerton Fund Management / Temasek Holdings, Singapore.

The Board of Directors



Denny R. Thaher
President Director

More than 13 years of experience in the capital market

Key positions before joining Trimegah are, among other, Vice President PT Mandiri Manajemen Investasi, Managing Director of PT Mandiri Manajemen Investasi, Director of UBS - AG Zurich and Singapore, President Director of PT Manulife Asset Manajemen Indonesia.



Sjane Like Kaawoan
Director

More than 25 years of experience in the capital market

Key positions before joining Trimegah are, among other, Assistant Director of PT Manulife Asset Manajemen Indonesia, Chief Operating Officer of PT Manulife Asset Manajemen Indonesia

Trimegah Asset Management

Awards and Recognition

2012

- TRIM Kapital Plus # 1** Best Equity Fund, 1 & 3 Years – Investor Magazine
- TRIM Kapital Plus # 4** Top 50 Best Fund – Investor Magazine
- TRIM Kapital # 5** Top 50 Best Fund – Investor Magazine
- TRIM Kapital** Top 10 Best Equity Fund, 1, 5 & 7 Years – Investor Magazine
- TRIM Dana Stabil # 2** Best Fixed Income Fund, 1 & 3 Years – Investor Magazine
- TRIM Dana Tetap 2** Top 10 Best Fixed Income Fund, 1 & 3 Years – Investor Magazine
- TRIM Kas 2** Top 5 Best Money Market Fund, 1 & 3 Years – Investor Magazine



2013

- TRAM Equity Focus # 1** Best Equity Fund, 1 Year – Investor Magazine
- TRAM Equity Focus # 5** Top 50 Best Fund – Investor Magazine
- TRIM Kapital** Top 10 Best Equity Fund, 3 & 5 Years – Investor Magazine
- TRIM Kapital Plus** Top 5 Best Equity Fund, 1 & 3 Years – Investor Magazine
- TRAM Consumption Plus** Top 10 Best Equity Fund, 1 Year – Investor Magazine
- TRIM Kombinasi 2** Top 3 Best Balanced Fund B, 1 & 3 Years – Investor Magazine
- TRIM Kas 2 # 1** Best Money Market Fund, 1 Year – Investor Magazine



2014

- Trimegah Asset Management certified for **ISO 9001:2008**
- TRIM Dana Tetap 2 # 1** Best Fixed Income Fund, 5 Years – Investor Magazine
- TRIM Kas 2, #2** Best Money Market Fund, 3 & 5 Years – Investor Magazine
- TRIM Kapital & TRIM Kapital Plus,** Top 10 Best Equity Fund, 3 & 5 Years – Investor Magazine
- TRIM Kombinasi 2, # 6** Best Balanced Fund , 3 Years – Investor Magazine
- TRIM Dana Stabil # 3** Best Fixed Income Fund, 5 Years – Investor Magazine
- TRAM Pendapatan Tetap USD, # 6** Best USD Fixed Income Fund , 1 Year – Investor Magazine

Nama Reksa Dana	Rating Morningstar**
TRIM Kapital	★★★
TRIM Kapital Plus	★★★★
TRIM Dana Stabil	★★★
TRIM Dana Tetap 2	★★★
TRIM Kombinasi 2	★★★
TRIM Kas 2	★

****)** Morningstar Rating as of Mar 31, 2014 based on Risk Adjusted Return Morningstar

Our Products

Less Sensitive to Market Volatility

TRAM Pendapatan USD		
Portfolio	Min	Max
Debt Inst (local)	85%	100%
Debt Inst (foreign)	0%	15%
Money Market	0%	15%

TRIM DANA TETAP 2		
Portfolio	Min	Max
Debt Inst.	80%	100%
Money Market Inst. < 1 yr	0%	20%

PROTECTED FUND		
Portfolio	Min	Max
Debt Inst.	80%	90%
Money market	10%	90%

TRIM KAS 2		
Portfolio	Min	Max
Money Market Instrument < 1 yr	0%	100%

TRIM DANA STABIL		
Portfolio	Min	Max
Debt Inst.	70%	90%
Money Market Inst. < 1 Yr	10%	30%

TRIM KOMBINASI 2		
Portfolio	Min	Max
Equity	30%	75%
Debt & Money Market Inst.	20%	50%

TRAM ALPHA		
Portfolio	Min	Max
Equity	1%	79%
Debt Inst.	1%	79%
Money Market Inst.	0%	79%

TRIM – SYARIAH BERIMBANG		
Portfolio	Min	Max
Equity	5%	75%
Debt Inst.	5%	75%
Money Market Inst.	5%	75%

TRIM – SYARIAH SAHAM		
Portfolio	Min	Max
Equity	80%	100%
Debt Inst.	5%	20%
Money Market Inst.	0%	20%

Relatively Highly Sensitive to Market Volatility

TRIM - KAPITAL		
Portfolio	Min	Max
Equity	80%	90%
Debt Inst. & Money market Inst.	10%	20%

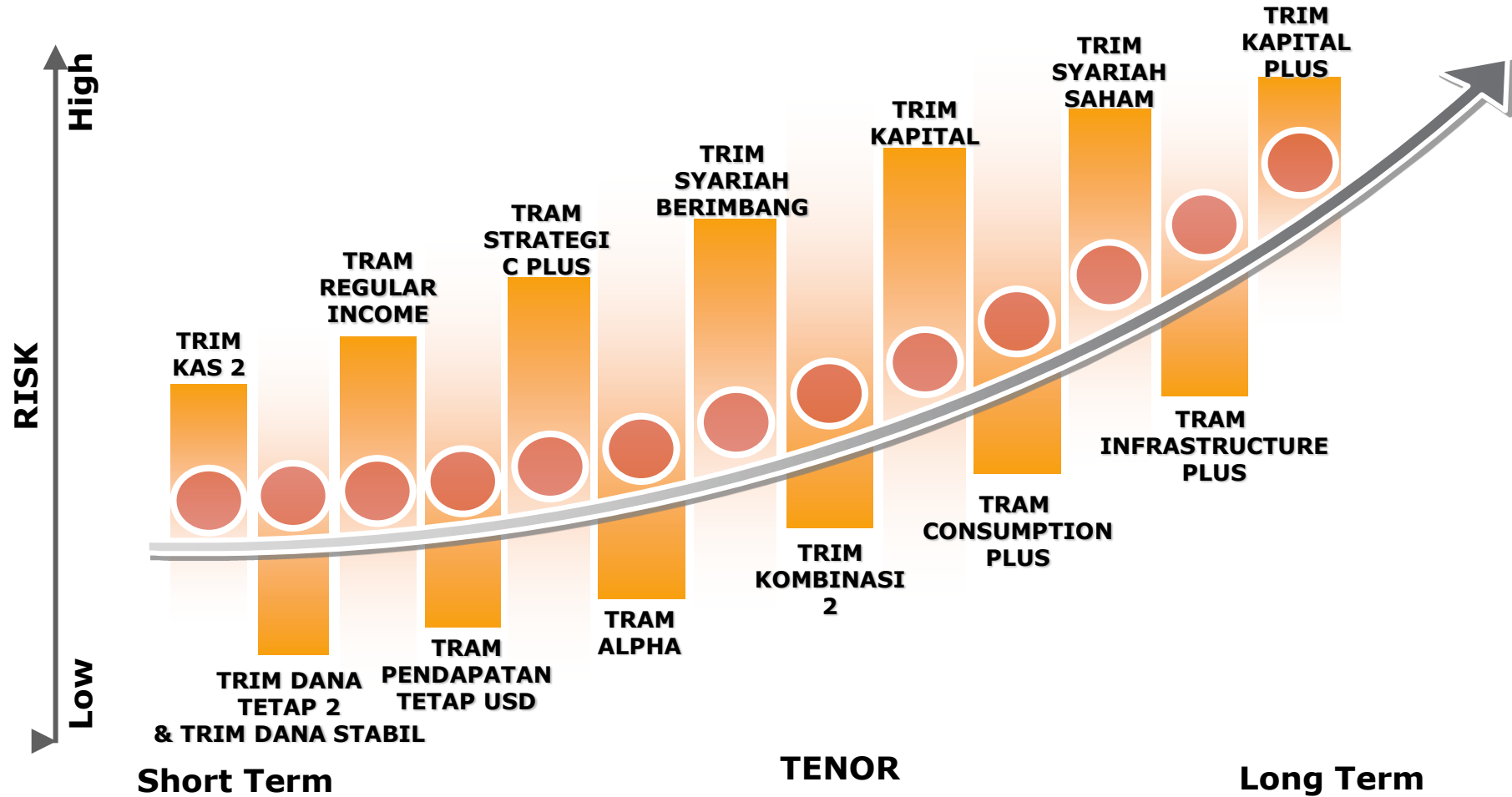
TRIM – KAPITAL PLUS		
Portfolio	Min	Max
Equity	80%	100%
Debt Inst. & Money Market Inst.	0%	20%

TRAM - CONSUMPTION PLUS		
Portfolio	Min	Max
Equity	80%	100%
Money Market Inst.	0%	20%

TRAM - INFRASTRUCTURE PLUS		
Portfolio	Min	Max
Equity	80%	100%
Debt/ Money Market Inst.	0%	20%

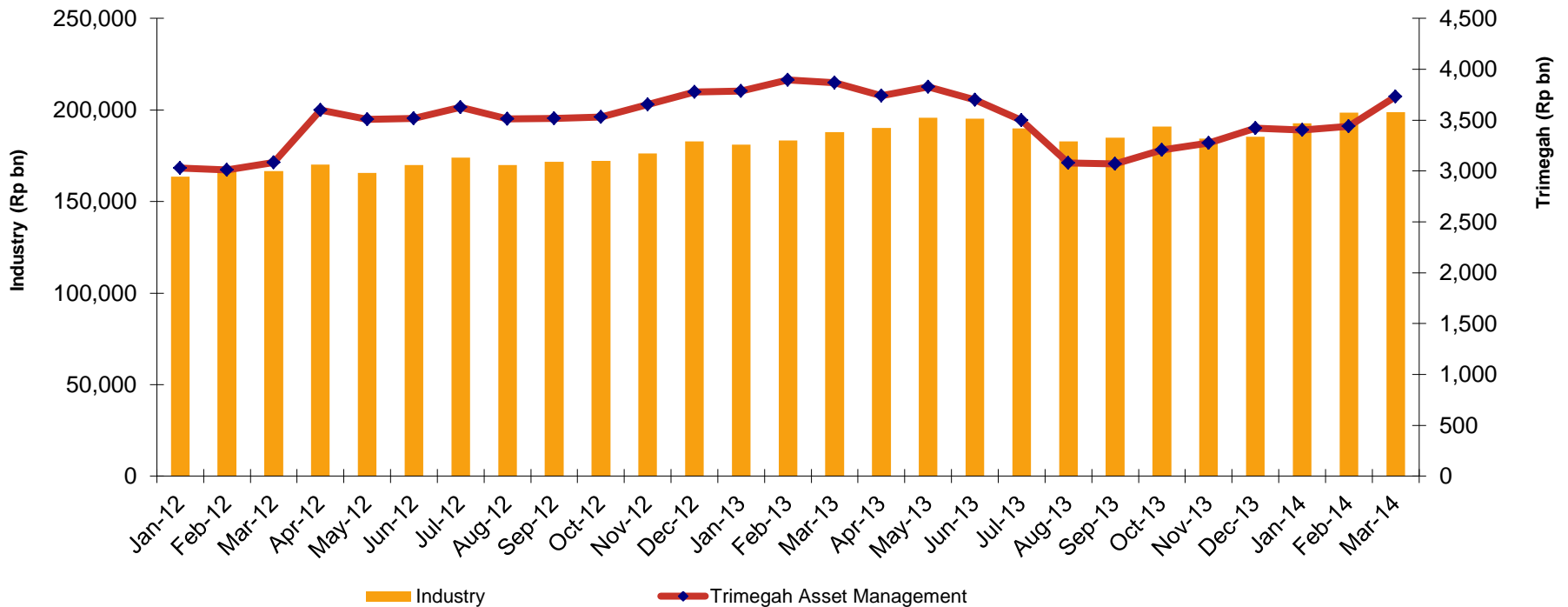
Trimegah Asset Management

Products by Risk Profile



Trimegah Asset Management

AUM Trimegah vs AUM Industry (Jan12 – Mar14)



Note: Mutual Funds Only

Spruce : Bapepam/OJK

Trimegah Asset Management

AUM Breakdown as of March 30, 2014

Fund Managers		In Value (Rpbn)	Share %
EQUITY FUND		1,842.63	41.24%
1	TRIM KAPITAL	449.69	10.06%
2	TRIM KAPITAL PLUS	467.35	10.46%
3	TRIM SYARIAH SAHAM	310.65	6.95%
4	TRAM CONSUMPTION PLUS	245.62	5.50%
5	TRAM EQUITY FOCUS	53.64	1.20%
6	TRAM INFRASTRUCTURE PLUS	285.43	6.39%
7	TRAM ASA EQUITY	30.26	0.68%
BALANCED FUND		377.45	8.45%
8	TRIM KOMBINASI 2	120.68	2.70%
9	TRIM SYARIAH BERIMBANG	104.09	2.33%
10	TRAM ALPHA	152.69	3.42%
FIXED INCOME/BOND		438.91	9.82%
11	TRIM DANA TETAP 2	325.63	7.29%
12	TRIM DANA STABIL	30.26	0.68%
13	TRAM PENDAPATAN TETAP USD	31.54	0.71%
14	TRAM STRATEGIC PLUS	51.48	1.15%
MONEY MARKET		139.23	3.12%
15	TRIM KAS 2	139.23	3.12%
PROTECTED FUND		1,098.54	24.59%
LIMITED OFFERING FUND (RDPT)		571.07	12.78%
TOTAL AUM		4,467.85	

Trimegah Asset Management

Why Trimegah?

✓ Besides retail and institutional channel distribution, we also sell our products through our **bank alliances**..



✓ We provide **auto-debit feature** for all open-end mutual funds for those who prefer regular investment. Valid with BCA and Mandiri accounts.



✓ Convenient way of mutual fund transactions anytime, anywhere with **iTram** at **www.itram.co.id**



✓ **Additional insurance features** in TRIM Kapital Plus, TRAM Consumption Plus & TRAM Infrastructure Plus provide by Avrist and Jiwassraya.



✓ Through **call center +62-21 2924 8030**, well-trained dedicated officers will serve our clients' needs.



Competitive Strength

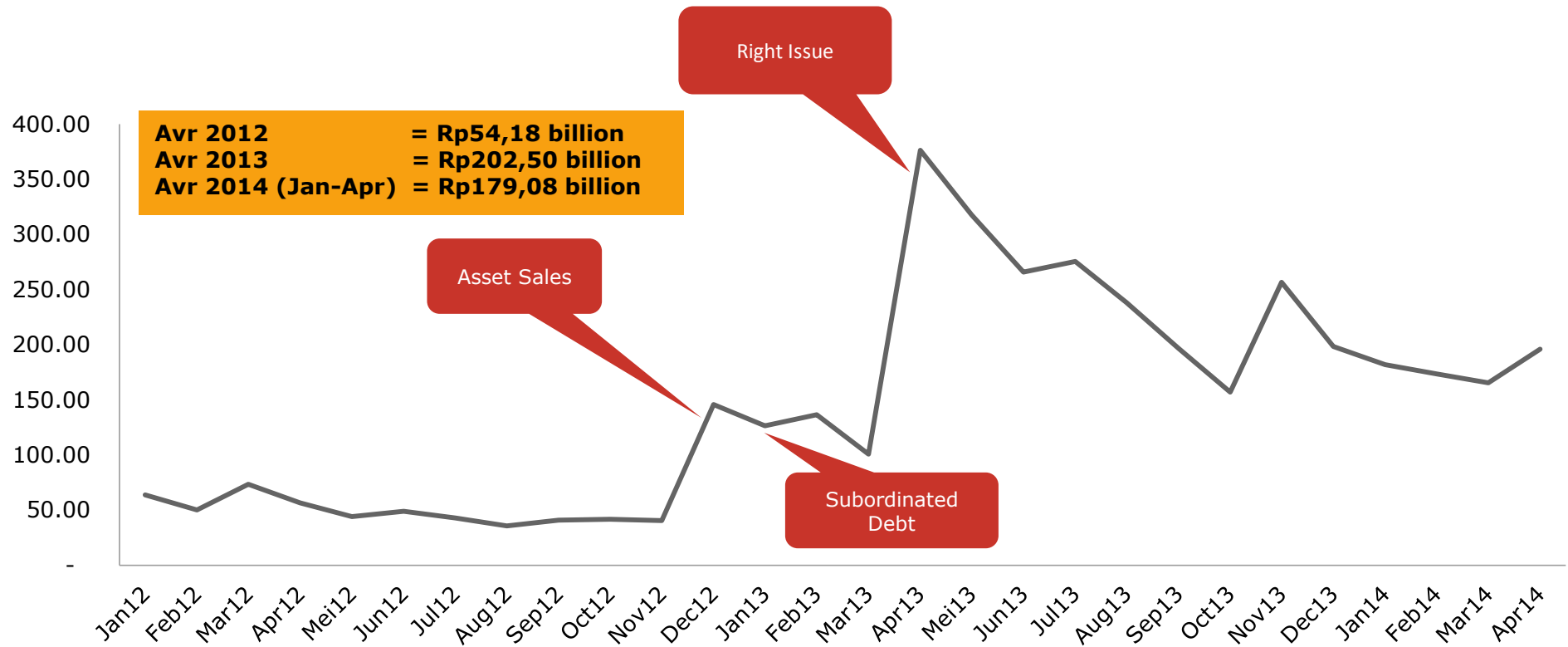


4. Financial Performance



Financial Performance

Adjusted Net Working Capital ("ANWC")



Financial Performance

Income Statement 2013 vs 2012

	FY13	Share	FY12	Share	%YoY
Revenues (Rp mn)					
Brokerage Commissions	42,183	22.4%	32,863	24.0%	28.4%
Investment manager activities service	93,503	49.6%	86,153	63.0%	8.5%
Gain (loss) on trading marketable securities	18,712	9.9%	(5,627)	-4.1%	-432.5%
Underwriting and selling fees	5,967	3.2%	5,860	4.3%	1.8%
Dividends and interest income - net	25,129	13.3%	16,368	12.0%	53.5%
Investment advisory fees	2,916	1.5%	817	0.6%	256.9%
Others	58	0.0%	216	0.2%	-73.1%
Total Revenues	188,468	100.0%	136,650	100.0%	37.9%

	FY13	FY12	%YoY
Total operating expense	(185,740)	(173,593)	7.0%
Profit (loss) from operation	2,729	(36,944)	-107.4%
Other income (expense)	4,106	(102,145)	-104.0%
Profit (loss) before tax	6,835	(139,089)	-104.9%
Profit (loss) for the year	3,708	(136,348)	-102.7%
Other comprehensive income	(440)	8,137	-105.4%
Total comprehensive income for the year	3,268	(128,211)	-102.5%

Financial Performance

Income Statement 1Q14 vs 1Q13

	1Q14	Share	1Q13	Share	%YoY
Revenues (Rp mn)					
Brokerage Commissions	15,471	25.7%	10,753	21.9%	43.9%
Investment manager activities service	20,492	34.0%	23,284	47.4%	-12.0%
Gain on trading marketable securities - net	4,908	8.1%	10,551	21.5%	-53.5%
Underwriting and selling fees	3,587	5.9%	-	0.0%	
Dividends and interest income - net	15,470	25.7%	4,077	8.3%	279.4%
Investment advisory fees	359	0.6%	445	0.9%	-19.3%
Others	2	0.0%	2	0.0%	0.0%
Total Revenues	60,289	100.0%	49,112	100.0%	22.8%

	1Q14	1Q13	%YoY
Total operating expense	(47,312)	(39,629)	19.4%
Profit from operation	12,978	9,483	36.9%
Other income (expense)	(957)	(2,903)	-67.0%
Profit before tax	12,022	6,580	82.7%
Profit for the year	9,271	6,185	49.9%
Other comprehensive income	-	(440)	-100.0%
Total comprehensive income for the year	9,271	5,745	61.4%



Thank You