

29 December 2014

5TH PRIMANIYARTA AWARD FOR PT TOYOTA MOTOR MANUFACTURING INDONESIA

5th Primaniyarta Award for PT Toyota Motor Manufacturing Indonesia
Biggest automotive exporter with 70 percent of all vehicle export

Jakarta - PT Toyota Motor Manufacturing Indonesia (TMMIN) once again awarded Primaniyarta Award, a prestigious award from the Ministry of Trade of the Republic of Indonesia, as best performance exporter. The award was given by Minister of Trade of the Republic of Indonesia, Muhammad Lutfi, to TMMIN President Commissioner, Hiroyuki Fukui, during Opening Ceremony of the 2014 Trade Expo Indonesia, today in Jakarta International Expo Kemayoran.

"We are very happy and proud as well as very grateful for the Indonesian government for the acknowledgement of our export activity. This is the fifth time for us to received Primaniyarta Award and we hope this Award will spur us to further increase our export activity," said Masahiro Nonami, TMMIN President Director. Previously TMMIN was awarded Primaniyarta Award in 2008, 2010, 2011, and 2013.

TMMIN is the only car manufacturers to ever received Primaniyarta Award. This award is a result of TMMIN continuous export growth, from export volume increase in vehicle and components, to export destination expansion which now covers more than 70 countries across the world, and a steady rise in export value.

TMMIN has exported 97,111 vehicles from January to August this year or a 24.5 percent increase compare to the same period last year which saw a 12 months export volume of 118,438 vehicles. This year also saw 3 new export products, the Yaris, the Vios, and the Agya, to add last year's product line up of the Innova, the Fortuner, the Avanza, the Rush, and the Town/LiteAce.

"Our target is to expand our export volume to 30 percent compares to last year," said Warih Andang Tjahjono, TMMIN Vice President Director. The target and the January to August result placed TMMIN as the biggest car exporter in Indonesia. Based on Gaikindo (Indonesian Automotive Association) data, vehicle export up to August reach 127,115 units with Toyota models contribute to 76.3 percent of that number.

On top of vehicle export, TMMIN has also exported 27,800 CKD (Completely Knock Down) vehicles in January to August this year, a 15.4 percent increase compare to the same period last year. TMMIN's component exports increased 4.1 percent to 41,551 million units, while Engine Assembly and Engine Components exports reached 33,988 units and 63,216 units respectively.

These achievements contribute to Toyota's cumulative export value of USD 12 billion since the first export shipment commenced. In 2013, Toyota export amounted to USD 2.1 billion.

Toyota is optimistic that automotive industry will have big opportunity to give more support to the Indonesian government in facing economic challenges, by surpresing trade balance deficit and by contributing to economic growth and employment. "Contribution from automotive industry, especially from export expansion, to Indonesia economy is expected to grow in these coming years. For TMMIN, our biggest challenge is how to further increase export volume which will enable us to participate even

more in the development of Indonesia automotive industry in particular and Indonesia economy in general," said I Made Dana Tangkas, TMMIN Corporate and External Affairs TMMIN.

Currently, the average vehicle shipment from TMMIN production facilities to export market reach 7,400 units per month. In the near future, TMMIN is targeting an average shipment of 10,000 vehicles per month.

The 2015 ASEAN Economic Community

One of the biggest challenge facing Indonesia is the looming ASEAN Economic Community. When implemented, Indonesia market will be wide open to import products, especially in automotive sector. "It would requires strong steps to reduce the growth rate of imported product in order to ease continues pressure of trade deficit on Indonesia's macro economic fundamentals. The most effective way is by strengthening domestic industry, and for automotive industry in particular is by localizing products to substitutes those imported and by increasing export," said Warih.

According to Warih, a number of measures taken by the government in recent years were quite conducive to the development of national industries, including the automotive sector. The growth in investment and its impact are increasingly felt, especially in production capability. "After the increase of capacity from 120,000 units to 250,000 units, TMMIN ability to supply the domestic market and exports increased rapidly. The use of local components and employment also rose sharply, "said Warih.

After the realization of manufacturing facilities completed in 2013, TMMIN product line up also increasingly diverse, no longer limited to vehicles such as the Kijang MPV or SUV like Fortuner. Since last year, TMMIN began producing hatchback cars like the Etios Valco and the Yaris and sedan car, the Vios. At the same time, export opportunities also increased. "Now, more than 90 percent of Toyota cars sold in Indonesia is already locally produce. At the same time, export performance also improved with our export products having local content of 60 percent to 80 percent," said Warih. According to Warih, judging from the development of existing data, the automotive industry is relatively better equipped to face the challenges ahead.

Toyota is committed to continually grow with the community by enhancing production, export, distribution, and customer service activities in Indonesia. Toyota also committed to always develop products fulfills the need of customer in line with the spirit to contribute significantly in the development of Indonesia's automotive industry.

Overview of PT. Toyota Motor Manufacturing Indonesia

Location	North Jakarta, Indonesia
Establishment	April 1971 (founded as PT. Toyota-Astra Motor
President	Masahiro Nonami
Equity participation	Toyota Motor Corporation (95%), PT. Astra International (5%)
Employees	8.800 (as of July 2014)

Overview of Plants Operated by PT. Toyota Motor Manufacturing Indonesia

Plant	Plant 1 Karawang	Plant 2 Karawang	Karawang Engine Plant	Plant 1 Sunter	Plant 2 Sunter
Location	Karawang, Indonesia			North Jakarta, Indonesia	
Start of production	1998	2013	First Half of 2016	1973	1977
Production lineup	Kijang Innova; Fortuner	Etios Valco; Vios; Limo; Yaris	Passenger vehicle engines	IMV engines	Stamping parts/dies; iron casting

Annual production capacity	130,000 units	120,000 units	216,000 units	Engine: 195,000 units	Iron castings: 12,000 units
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Toyota Indonesia's Export Destination - More than 70 export destination countries

PRODUCT		COUNTRY OF DESTINATION
CBU	Kijang Innova	Thailand, Brunei Darussalam, Saudi Arabia, United Arab Emirates, Oman, Kuwait, Bahrain, Qatar, South Africa, Latin America, Carribean
	Fortuner	Qatar, United Arab Emirates, Saudi Arabia, Jordan, Lebanon, Syria, Oman, Kuwait, Bahrain, Yemen, Philippine, Nigeria, Ghana, Latin America, Carribean
	Vios	United Arab Emirates, Jordan, Bahrain, Lebanon, Qatar, Yemen, Saudi Arabia, Kuwait, Oman
	Yaris	Malaysia, Brunei Darussalam, Singapore
	Avanza	Thailand, Brunei, South Africa, Mexico, Philippine, Syria, Egypt, Saudi Arabia, Oman, Kuwait, United Arab Emirates, Qatar, Bahrain, Yemen, Sri Lanka, Bangladesh, Nepal, Jordan, Lebanon, Tahiti, Nigeria, Mozambique, Kenya, Angola, Madagascar, Mauritius, West Africa, Pakistan, Fiji, Zimbabwe, Malawi, Zambia, Seychelles
	Rush	Malaysia
	Town Ace/ Lite Ace	Japan
CKD		Philippine, Malaysia, Vietnam, Venezuela, Egypt, Kazakhstan
Component		Philippine, Malaysia, Vietnam, Thailand, Japan, Taiwan, China, India, Pakistan, Kazakhstan, Australia, South Africa, Egypt, Brazil, Venezuela, Argentina
Engine	Complete	Argentina, Egypt, India, Malaysia, Pakistan, Philippine, South Africa, Thailand, Taiwan, Venezuela, Vietnam, Kazakhstan
	Cyl. Head	Thailand
Die		Turkey, Thailand, Japan, Taiwan, Vietnam, India, Philippine, Malaysia, Australia, France, South Africa, Brazil
Jig		Vietnam, Malaysia, Philippine, India, Pakistan, Australia

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