

PT. DANASUPRA ERAPACIFIC Tbk
A Multifinance Company

Bidang Usaha
Main Bussiness

Anjak Piutang, Pembiayaan Konsumen, Sewa Guna Usaha
Factoring, Consumen Financing, Leasing

Kantor Pusat
Head Office

Equity Tower Lt. 35
Jl. Jend. Sudirman Kav. 52-53
Jakarta 12190

Telepon (Phone) (021) 29277916

Fax. (021) 29277915

E-mail : danasupra@cbn.net.id

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VISI

“ menjadi lembaga pembiayaan terbaik “

VISION

“ become the best multifinance company “

MISI

**“ membantu meningkatkan perekonomian
dalam bentuk penyediaan dana
untuk penambahan modal kerja,
investasi dan pembiayaan konsumen “**

MISSION

**“ to support increasing economic
by providing fund for working capital,
investment and consumer financing “**

SEKILAS PERSEROAN
Company's Background

PT Danasupra Erapacific Tbk. Didirikan berdasarkan Akte Notaris Elliza, SH No. 65 tanggal 11 Nopember 1994 dan telah disahkan oleh Menteri Kehakiman Republik Indonesia melalui Surat Keputusan No. C2-1.101.HT.01.01 Th.95 tanggal 25 Januari 1995. Akte Perseroan telah mengalami beberapa kali perubahan, terakhir dengan Akte Notaris Marina Soewana, SH No. 53 tanggal 19 Juni 2008.

PT Danasupra Erapacific,Tbk was established based on the Notarial Deed No. 65 of Public Notary Elliza, SH dated November 11st, 1994 and has been approved by the Minister of Justice of the Republic of Indonesia in Decision Letter No. C2-1.101.HT.01.01 Th.95 dated January 25th, 1995. The Company Article of Association have been amended several times, the latest by Notarial Deed No. 53 of Public Notary Marina Soewana, SH dated June 19th, 2008.

Perseroan berkedudukan dan berkantor pusat di Jakarta telah memperoleh ijin usaha pembiayaan dari Menteri Keuangan Republik Indonesia melalui Surat Keputusan No. 439/KMK.017/1995 tanggal 14 September 1995. Perseroan mulai beroperasi secara komersial pada tahun 1995. Ruang lingkup Perseroan meliputi:

The Company's domicile is in Jakarta, it has obtained its multifinance lisencc from the Minister of Finance of the Republic Indonesia in Decision Letter No. 439/KMK.017/1995 dated September 14th 1995. The Company started its commercial operations in 1995. The Company financing activities includes :

- Sewa Guna Usaha
- Anjak Piutang dan
- Pembiayaan Konsumen
- Leasing
- Factoring and
- Consumer Financing

Pada kurun waktu tersebut Perseroan lebih banyak melakukan kegiatan pembiayaan anjak piutang dan sewa guna usaha sampai dengan masa krisis ekonomi pada tahun 1997 – 1998. Menjalani masa krisis tersebut, Perseroan lebih berkonsentrasi pada konsolidasi dan restrukturisasi sampai dengan tahun 1999. Pada tahun 2000 Perseroan baru melakukan kembali kegiatannya pada pembiayaan konsumen. Pada tahun 2010 sampai dengan tahun 2012 ini perseroan masih mengutamakan pada kegiatan anjak piutang.

In that period of time until the economic crisis in 1997 – 1998 the Company activities were giving more financing on factoring and leasing. Passing the economic crisis, the Company more concentration on consolidation and restructurization until 1999. Since 2000 the Company had started its activities again in consumer financing. In 2010 to 2012 the company still put on factoring activities as priority.

Pada tahun 2000 Perseroan juga menyampaikan Pendaftaran Emisi Efek kepada Ketua Badan Pengawas Pasar Modal (BAPEPAM) sehubungan dengan penawaran umum 5.000.000 saham kepada masyarakat dengan nilai nominal Rp. 500 per saham.

Pernyataan ini telah menjadi efektif berdasarkan surat Ketua Badan Pengawas Pasar Modal (BAPEPAM) No. S-768/PM/2000 tanggal 8 April 2000.

Berdasarkan Akte Notaris Refizal, SH No. 12 tanggal 18 Januari 2000 mengenai antara lain, perubahan status Perseroan dari Perseroan Tertutup menjadi Perseroan terbuka, peningkatan modal dasar, perubahan nilai nominal saham dan penawaran umum kepada masyarakat melalui pasar modal yang telah disahkan oleh Menteri Hukum dan Perundang-undangan Republik Indonesia melalui surat Keputusan No. C-1248.HT.01.04 Th. 2000 tanggal 3 Pebruari 2000, maka perubahannya adalah sebagai berikut :

The Company submitted a Statement the Stock Issuance Registration to the Chief of the Capital Market Supervisory Agency (BAPEPAM) in relation to the Initial Public Offering of its 5,000,000 shares at nominal Rp. 500 per share.

The pronouncement became effective on the date the Chief of BAPEPAM issued his letter No. S-768/PM/2000 dated April 18th 2000.

Based on Notarial Deed No. 12, of Public Notary Refizal SH, dated January 18th, 2000, pertaining to the Company statue from Private Company become Public Company, an increase authorized capital, changed in share nominal price and initial public offering of its shares through capital market. This has been legalized by the Minister of Law and Legislation of the Republic of Indonesia in Decision Letter No. C-1248.HT.01.04.Th.2000 dated February 3rd, 2000, It changes as follow:

Dalam Jutaan Rupiah

In Million Rupiahs

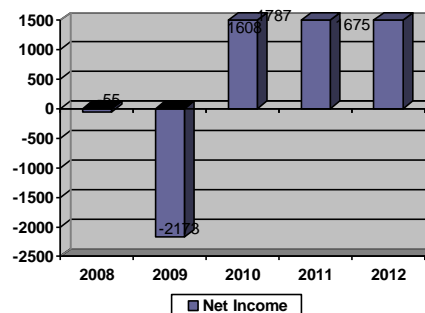
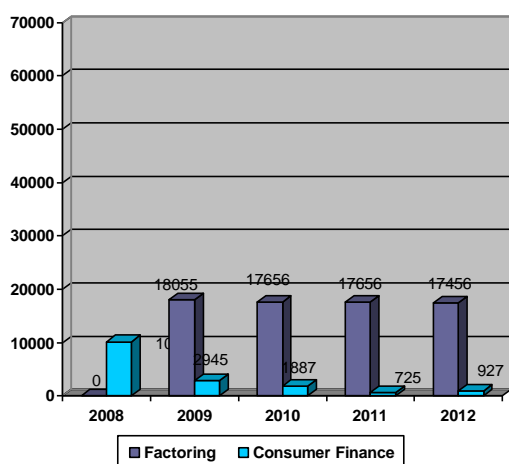
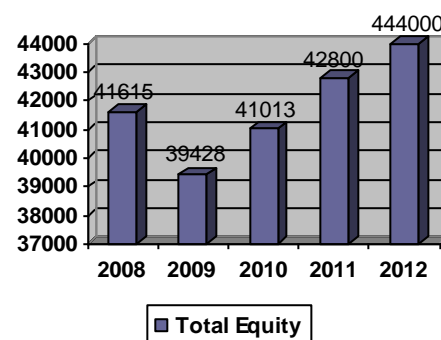
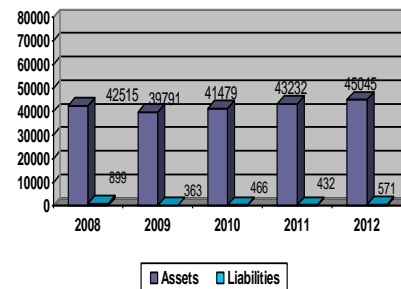
| Keterangan <i>Description</i> | Sebelum Penawaran Umum <i>Before Public Offering</i> | | | Sesudah Penawaran Umum <i>After Public Offering</i> | | |
|---|---|---|---------|--|---|---------|
| | Jumlah Saham <i>Total Shares</i> | Nilai Nominal <i>Nominal Value</i> (Rp.000) | % | Jumlah Saham <i>Total Shares</i> | Nilai Nominal <i>Nominal Value</i> (Rp.000) | % |
| | Modal Dasar <i>Authorized Capital</i> | 200,000 | 100,000 | | 200,000 | 100,000 |
| Modal Ditempatkan dan Disetor penuh : <i>The subscribed and fully Paid Capital</i> | | | | | | |
| 1. PT.Pentamuda Grahasarana | 20,000 | 10,000 | 33.33 | 20,000 | 10,000 | 30.77 |
| 2. PT.Citrabina Pratamajaya | 20,000 | 10,000 | 33.33 | 20,000 | 10,000 | 30.77 |
| 3. PT.Intan Sakti Wiratama | 7,000 | 3,500 | 11.67 | 7,000 | 3,500 | 10.77 |
| 4. PT.Jesivindo Juvatama | 6,000 | 3,000 | 10.00 | 6,000 | 3,000 | 9.23 |
| 5. PT.Teguhmulia Karyagemilang | 7,000 | 3,500 | 11.67 | 7,000 | 3,500 | 10.77 |
| 6. Masyarakat <i>Public</i> | - | - | - | 5,000 | 2,500 | 7.69 |
| Jumlah Modal Ditempatkan dan Disetor Penuh <i>Total of The subscribed and fully Paid Capital</i> | 60,000 | 30,000 | 100.00 | 65,000 | 32,500 | 100.00 |
| Jumlah Saham dalam Portepel <i>Total of Portofolio</i> | 140,000 | 70,000 | | 135,000 | 67,500 | |

IKHTISAR DATA KEUANGAN PENTING**Financial Statement**

| Keterangan | 2012 | 2011 | 2010 | 2009 | 2008 | Description |
|--|----------------|----------------|----------------|----------------|----------------|--------------------------------|
| Pendapatan | 4,613,630,104 | 4,408,278,609 | 4,650,978,369 | 3,018,645,020 | 4,883,483,288 | Revenue |
| Laba(Rugi) Sebelum Manfaat (Beban) Penghasilan | 1,872,818,174 | 1,705,750,591 | 2,153,697,435 | -3,557,445,136 | -645,930,926 | Profit (Loss) Before Tax |
| Laba(Rugi) Tahun Berjalan | 1,674,563,193 | 1,786,586,847 | 1,607,809,453 | -2,173,306,225 | -55,444,537 | Net Profit (Loss) |
| Jumlah Saham Beredar | 67,600,000 | 67,600,000 | 67,600,000 | 67,600,000 | 67,600,000 | Outstanding Shares |
| Laba(Rugi) per Saham Dasar | 24.77 | 26.43 | 23.78 | -32.15 | -0.82 | Earnings per Share |
| Jumlah Aset | 45,045,425,410 | 43,231,798,602 | 41,478,578,031 | 39,791,406,855 | 42,514,788,012 | Total Assets |
| Jumlah Liabilitas | 571,324,731 | 432,261,117 | 465,627,393 | 363,153,357 | 899,336,596 | Total Liabilities |
| Jumlah Ekuitas | 44,474,100,679 | 42,799,537,485 | 41,012,950,638 | 39,428,253,499 | 41,615,451,416 | Total Equity |
| Rasio Usaha | | | | | | Operating Ratios |
| | | | | | | Profit Before Tax/Revenues |
| Laba Sebelum Pajak/Pendapatan | 40.59% | 38.69% | 46.30% | -117.85% | -13.23% | |
| L/R Thn Berjalan/Pendapatan | 36.30% | 40.53% | 34.57% | -71.99% | -1.13% | Net Income/Revenues |
| L/R Thn Berjalan/Jumlah Aset | 3.72% | 4.14% | 3.88% | -5.46% | -0.13% | Net Profit (Loss)/Total Assets |
| L/R Thn Berjalan/Jumlah Ekuitas | 3.77% | 4.17% | 3.92% | -5.51% | -0.13% | Net Profit (Loss)/Total Equity |
| Pendapatan/Jumlah Aset | 10.24% | 10.20% | 11.21% | 7.59% | 11.49% | Revenue/Total Assets |
| Rasio Keuangan | | | | | | Financial Ratios |
| Jumlah Liabilitas/Ekuitas | 1.28% | 1.01% | 1.14% | 0.92% | 2.16% | Total Liabilities/Equity |
| Jumlah Liabilitas/Jumlah Aset | 1.27% | 1.00% | 1.12% | 0.91% | 2.12% | Total Liabilities/Total Assets |
| Rasio Pertumbuhan | | | | | | Growth Ratios |
| Pertumbuhan Pendapatan | 4.66% | -5.22% | 54.08% | -38.19% | -50.89% | Revenues Growth |
| Pertumbuhan Laba(Rugi) Tahun Berjalan | -6.27% | 11.12% | -173.98% | -3819.78% | -117.54% | Net Profit (Loss) Growth |
| Pertumbuhan Aset | 4.19% | 4.23% | 4.24% | -6.41% | -8.66% | Assets Growth |
| Pertumbuhan Ekuitas | 3.91% | 4.36% | 4.02% | -5.26% | -0.81% | Equity Growth |

FINANCIAL STATEMENT

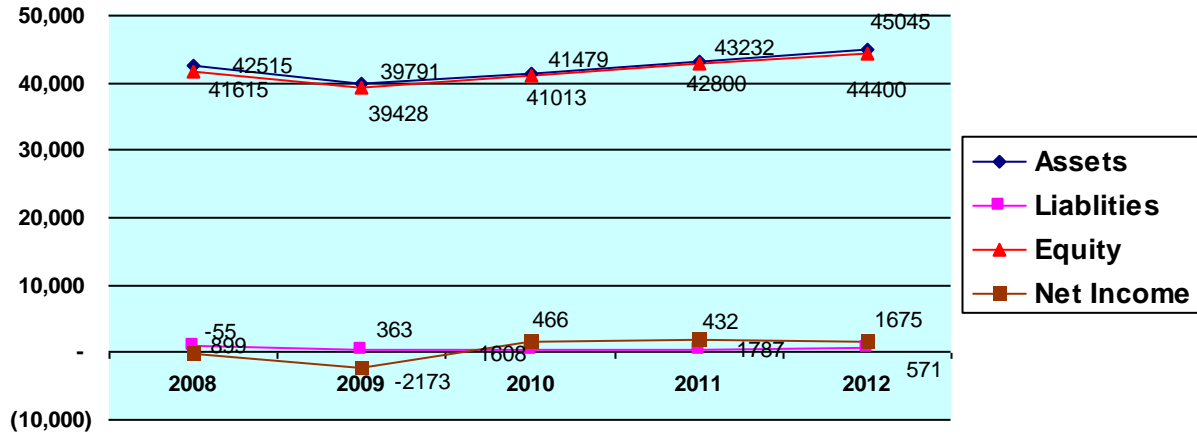
| STATEMENT OF FINANCIAL | Dec-08 | Dec-09 | Dec-10 | Dec-11 | Dec-12 |
|-----------------------------------|----------|-----------|----------|---------|---------|
| Cash&Cash Equivalent | 27.401 | 3.719 | 2.505 | 5.080 | 7.302 |
| Investment | - | 10.650 | 15.667 | 15.667 | 15.667 |
| Other Receivables | 2.924 | 1.367 | 1.455 | 1.463 | 1.220 |
| Factoring Receivables | - | 18.055 | 17.656 | 17.656 | 17.456 |
| Consumer Finance Recv | 10.185 | 2.945 | 1.887 | 725 | 927 |
| Prepaid Expense and De | 243 | 38 | 11 | 49 | 54 |
| Fixed Assets | 129 | 7 | 1 | 186 | 209 |
| Deferred Tax Asset-Net | 1.431 | 2.815 | 2.270 | 2.351 | 2.152 |
| Other Assets | 202 | 195 | 27 | 55 | 58 |
| Total Assets | 42.515 | 39.791 | 41.479 | 43.232 | 45.045 |
| Growth (%) | -8.65% | -6.41% | 4.24% | 4.23% | 4.19% |
| Fund Borrowings | 0 | 0 | 0 | 0 | 0 |
| Taxes Payable | 34 | 13 | 48 | 11 | 58 |
| Total Liabilities | 899 | 363 | 466 | 432 | 571 |
| Growth (%) | -80.40% | -59.62% | 28.37% | -7.30% | 32.18% |
| Minority Interest | 200 | 200 | 200 | 200 | 200 |
| Authorized Capital | 100.000 | 100.000 | 100.000 | 100.000 | 100.000 |
| Paid Up capital | 33.800 | 33.800 | 33.800 | 33.800 | 33.800 |
| Paid Up capital (Shares) | 68 | 68 | 68 | 68 | 68 |
| Per Value | 500 | 500 | 500 | 500 | 500 |
| Retained Earnings | 8.018 | 5.831 | 7.416 | 9.202 | 10.877 |
| Total Equity | 41.615 | 39.428 | 41.013 | 42.800 | 44.474 |
| Growth (%) | -0.82% | -5.26% | 4.02% | 4.36% | 3.91% |
| STATEMENT OF COMPREHENSIVE INCOME | | | | | |
| Total Revenues | 2.926 | 1.032 | 2.654 | 2.550 | 2.368 |
| Growth (%) | -66.68% | -64.73% | 157.17% | -3.92% | -7.14% |
| Expenses | 5.529 | 6.576 | 2.497 | 2.703 | 2.741 |
| Other Income | 1.957 | 1.987 | 1.997 | 1.858 | 2.245 |
| Earning Before Tax | -646 | -3.557 | 2.154 | 1.706 | 1.873 |
| Growth (%) | -447.31% | 450.62% | -160.56% | -20.80% | 9.79% |
| Net Tax | 590 | 1.384 | -546 | 81 | -198 |
| Net Profit (Loss) | -55 | -2.173 | 1.608 | 1.787 | 1.675 |
| Growth (%) | -117.41% | -3850.91% | -174.00% | 11.13% | -6.27% |



GRAFIK PERTUMBUHAN
Growth Graph

Rincian pemegang saham Perseroan
Per 31 Desember 2012 sebagai berikut:

The detail of the Company's
Stockholder as of December 31st, 2012
Are as follows :



Dalam Ribuan Rupiah

In Thousand Rupiahs

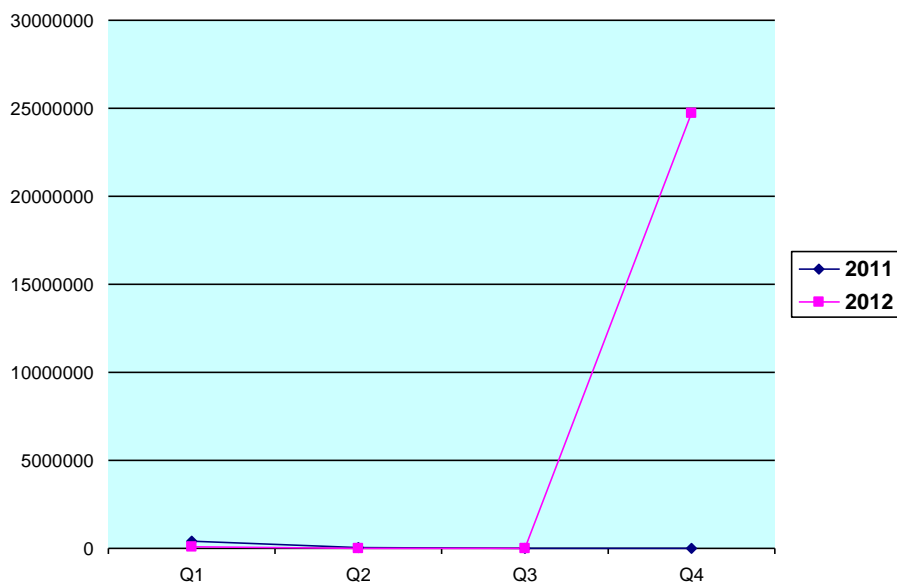
| Keterangan | Jumlah Saham <i>Total Shares</i> | Nilai Nominal <i>Nominal Value</i> (Rp.000) | % | Description |
|--|-------------------------------------|---|--------|---|
| Modal Dasar | 200,000 | 100,000 | | <i>Authorized Capital</i> |
| Modal ditempatkan dan Disetor penuh : | | | | <i>The subscribed and fully Paid Capital</i> |
| PT.Intan Sakti Wiratama | 14,400 | 7,200 | 21.30 | <i>PT.Intan Sakti Wiratama</i> |
| PT.Jesivindo Juvatama | 13,640 | 6,820 | 20.18 | <i>PT.Jesivindo Juvatama</i> |
| PT.Kresna Graha Sekurindo | 13,206 | 6,603 | 19.54 | <i>PT.Kresna Graha Sekurindo</i> |
| Masyarakat | 26,354 | 13,177 | 38.98 | <i>Public</i> |
| Jumlah Modal Ditempatkan dan Disetor penuh | 67,600 | 33,800 | 100.00 | <i>Total of The subscribed and fully Paid Capital</i> |

INFORMASI HARGA SAHAM PER KWARTAL

SHARE'S PRICE INFORMATION BY QUARTER

| Kwartal <i>Quarter</i> | Volume <i>Volume</i> (Unit) | Harga Tertinggi <i>Highest Price</i> (Rp.) | Harga Terendah <i>Lowest Price</i> (Rp.) |
|---------------------------|-----------------------------------|--|--|
| 2011 | | | |
| I | 410,000 | 630 | 630 |
| II | 33,000 | 680 | 550 |
| III | 6,000 | 570 | 570 |
| IV | 0 | 570 | 570 |
| 2012 | | | |
| I | 84,000 | 600 | 560 |
| II | 500 | 590 | 590 |
| III | 2,000 | 630 | 630 |
| IV | 24,739,000 | 1000 | 630 |

GRAFIK VOLUME PERDAGANGAN SAHAM
Shares trading Volume Graph



SAMBUTAN DEWAN KOMISARIS

Welcoming Speech of The Board of Commissioners

Untuk dan atas nama Dewan Komisaris Perseroan kami sampaikan salam kepada rekan-rekan bisnis, utamanya kepada seluruh yang terhormat Pemegang Saham. Di tengah persaingan usaha yang cukup kondusif bagi industri pembiayaan, Dewan Komisaris secara intens konsisten berusaha untuk selalu membawa Perseroan bertumbuh secara dinamis meningkatkan kinerja.

Dalam tahun 2012, capaian pertumbuhan ekonomi nasional sedikit meleset dari target pemerintah 6,3 persen, yaitu sebesar 6,23 persen. Namun demikian capaian tersebut mencatat pertumbuhan kedua terbesar dunia, sesudah China yang mencapai 7,4 persen.

Dalam tahun itu, diketahui bahwa produk bruto Indonesia atas dasar harga berlaku tercatat Rp. 8.241,9 triliun, sedangkan atas dasar harga konstan (tahun 2000) mencapai Rp. 2.618,1 triliun. Atas pertumbuhan tersebut kita juga mencatat bahwa tiga sektor dengan pertumbuhan tertinggi adalah pengangkutan dan komunikasi masing-masing sebesar 9,98 persen, perdagangan hotel dan restoran 8,11 persen, dan konstruksi 7,50 persen.

Menarik juga diamati bahwa struktur PDB menurut penggunaannya adalah konsumsi rumah tangga yaitu 5,28 persen, konsumsi pemerintah sebesar 1,25 persen, pembentukan modal tetap bruto 9,81 persen, ekspor 2,01 persen, dan impor 6,65 persen. Penurunan konsumsi pemerintah dari 3,20 persen pada tahun 2011 menjadi 1,25 persen disebabkan oleh belanja barang dan belanja pegawai turun.

On behalf of the Board of Commissioners and we give greetings to business partners, especially to all the honourable shareholders. In the mist of competition conducive for the multifinance industry, Board of Commissioner intensely consistently strive to always bring the Company to grow dynamically improve performance.

In the year 2012, the achievement of national economic growth slightly missed the government target which 6.3 percent, is 6.23 percent. However, these achievements recorded the second largest growth in the world, after China which reached 7.4 percent.

In that year, it is known that Indonesia's gross product at current prices recorded Rp. 8.241, 9 trillion, while at constant prices (in 2000) to reach Rp. 2.618,1 trillion. On the growth we also noted that the three sectors with the highest growth is the transport and communications are respectively 9.98 percent, trade, hotels and restaurants 8.11 percent, 7.50 percent and construction.

Interesting to observe according to the structure of GDP is consumption of household use are 5.28 percent, 1.25 percent for government consumption, gross fixed capital formation 9.81 per cent, 2.01 per cent of exports and imports of 6.65 percent. Government consumption reduction of 3.20 percent in 2011 to 1.25 percent due to spending on goods and personnel expenses decrease.

Inflasi kurun Januari sampai dengan Desember 2012 dilaporkan sebesar 4,30 persen, jauh lebih rendah dari target asumsi makro dalam APBN yaitu 6,8%. Komponen pengeluaran inflasi secara umum terjadi pada bahan makanan, perumahan, air listrik dan makanan jadi. (BPS-Selasa,5 Februari 2013).

Dengan demikian maka saat memasuki tahun 2013, kita melangkah berbekalkan kinerja ekonomi yang cukup baik, dengan stabilitas ekonomi relatif terjaga yang tercermin dari laju inflasi dan kurs rupiah yang terkendali, serta perbaikan kinerja sektor riil. Namun demikian, di tengah optimisme sebagaimana gambaran dimuka, pemerintah melihat ekonomi global masih diwarnai tekanan dan ketidakpastian, sehingga untuk menangkalnya dipersiapkanlah sejumlah instrumen proteksi krisis agar stabilitas pertumbuhan dan ekonomi tetap terjaga, yaitu dengan akan tetap memaksimalkan konsumsi masyarakat dan investasi.

Kami menilai bahwa capaian kinerja Perseroan dalam tahun 2012, menunjukkan perkembangan positif baik dan dikelola secara hati-hati dan profesional.

Aset tumbuh 4,20% dari Rp. 43.231.798.602,- menjadi Rp. 45.045.425.410,- yang di ikuti dengan kenaikan pendapatan 4,65% di banding tahun sebelumnya 2011, sehingga dapat mencatat laba usaha sebelum manfaat (beban) pajak penghasilan naik 9,79% dari Rp. 1.705.750.541,- di tahun 2011 menjadi Rp. 1.872.818.174,-.

Inflation period of January to December 2012 reported at 4.30 percent, far lower than the target macro assumptions in the state budget was 6.8%. Expenditure component of inflation generally occurs on groceries, housing, water, electricity and food so. (BPS-Tuesday, February 5, 2013).

Thus, when entering the year 2013, we stepped base on quite good economic performance , with relatively preserved economic stability, reflected in the rate of inflation and the exchange rate is controlled, and the real sector performance improvement. Nevertheless, in the optimism as picture upfront, the government sees the global economy is still tinged pressure and uncertainty, so to prevent it that prepare a crisis in order to protect the instrument stability and economic growth will be maintained, which will remain with maximizing consumption and investment.

We have evaluated the performance of the Company's achievements in 2012, showed a positive development both professionally and prudently managed.

Assets grewed 4.20% from Rp. 43.231.798.602,- to Rp. 45.045.425.410,- and followed with 4.65% of increasing income compare 2011, thus profit before tax increased 9.79% from Rp. 1.705.750.541, - in 2011 became Rp. 1.872.818.174,-.

Dengan hasil usaha di atas kami optimis dan berkeyakinan bahwa perseroan akan dapat tumbuh dan memberikan hasil usaha yang lebih baik dalam memasuki tahun 2013 dan di tahun-tahun mendatang.

With this result we are optimistic and confident that the company will be able to grow and provide better business results in entering in 2013 and in the years to come.

LAPORAN DEWAN DIREKSI
Board of Director's Report

Yang terhormat Dewan Komisaris, pemegang saham, mitra bisnis dan, rekan di Bursa Efek Indonesia serta Bapepam LK/OJK. Dalam kesempatan baik ini dihaturkan terima kasih atas kepercayaan dan kerjasama pemegang saham, dengan tujuan meningkatkan mutu dan nilai Perseroan agar bermanfaat seluas mungkin bagi masyarakat. Dalam kesempatan ini kami Dewan Direksi melaporkan mengenai Gambaran Umum Operasi perseroan selama tahun 2012 dan Rencana Kerja sebagai berikut:

Kinerja Perseroan

Di tengah pertumbuhan ekonomi nasional yang kondusif dalam kurun waktu tahun 2012, yang ditopang oleh pertumbuhan Produk Domestik Bruto, laju inflasi dan kurs rupiah yang terkendali serta perbaikan kinerja sektor riil, capaian kinerja Perseroan mencatat pertumbuhan usaha positif.

Secara garis besar perseroan mencatat pertumbuhan laba sebelum manfaat (Beban) Pajak Penghasilan Rp. 1.872.818.174,- pada tahun 2012 dibandingkan tahun 2011 sebesar Rp. 1.705.750.591,- atau mengalami kenaikan 9,79%. sementara itu laba bersih mengalami pertumbuhan negatif 6,27% sebagai akibat beban pajak tangguhan. Sedangkan aset mengalami kenaikan sebesar 4,19% dibandingkan tahun 2011.

Dear Board of Commissioners, shareholders, and business partners, colleagues at the Indonesian Stock Exchange as well as government officials and Bapepam LK / FSA. In this good opportunity we give thank to shareholders for their trust and cooperation, with the goal of improving the quality and value of the Company for the community's benefit as possible. On this occasion we reported on the Board of Directors of the company during Operation Overview in 2012 and Work Plan as follows:

The Company's Performance

Amid the national economic growth conducive to both the period of 2012, supported by growth in Gross Domestic Product, inflation and the exchange rate under control and improving the performance of the real sector, the performance of the Company's achievement of positive business growth.

In outline of the company's record the profit before tax growth is Rp. 1.872.818.174,- in 2012 otherwise Rp. 1.705.750.591,- in 2011 increased by 9.79%, while net income decrease 6.27% as a result of deferred tax expense. While assets increased by 4.19% compared to 2011.

Beban usaha tahun 2012 sedikit mengalami kenaikan dari Rp. 2.702.528.018,- di tahun 2011, menjadi Rp. 2.740.811.930,- di tahun 2012 atau naik 1,42%. Sebagian besar kenaikan disebabkan oleh biaya umum dan administrasi.

Sementara itu untuk kemampuan penagihan cukup efektif (90%) dan pembayaran kewajiban selama tahun 2012, Perseroan mampu memenuhi seluruh kewajiban jangka pendek maupun jangka panjang. Kewajiban jangka pendek mengalami kenaikan 37,4% dari Rp. 424.505.355,- pada tahun 2012, yang disebabkan oleh kenaikan:

- a. Beban yang masih harus dibayar (biaya Audit),
- b. Utang PPh 21 naik 448,51% dan telah dilunasi pada bulan Januari 2013, serta
- c. Utang lain-lain yang naik 14.98% akibat penangguhan pendapatan AP dan PK ditangguhkan dan sebagian yang akan diselesaikan di tahun 2013.

Hutang jangka panjang mengalami kenaikan 19,06% dari Rp. 123.312.495,- di tahun 2011 menjadi Rp. 146.819.376,- di tahun 2012 yang disebabkan oleh kenaikan pencadangan Liabilitas Imbal Pasca kerja 2012.

Di tahun 2013 optimisme tersebut akan lebih baik lagi, mengingat kebijakan pemerintah yang akan lebih intensif untuk tetap memaksimalkan konsumsi masyarakat dan investasi serta pemberlakuan pengendalian dan pengawasan oleh Otoritas Jasa Keuangan.

With performance upfront operating expenses for the year slightly increase Rp. 2.702.528.018, - in 2011, became Rp. 2.740.811.930, - in 2012, increase 1.42%. Largely due to the increase in general and administrative expenses.

Meanwhile, collectibility is effective (90%) and ability to pay the liability along 2012, the Company able to fulfill all the obligations of short term and long term. Current liabilities increased 37.4% from Rp. 424.505.355, - in 2012, due to increases of:

- a. Accrued Expenses (Audit Fee) and settled in athun 2013.
- b. Tax article 21 increase 448.51 21% and was settled in January, 2013, and
- c. Other payables were increase 14.98% due to no AP and PK deferred revenue and most of which will be completed in 2013

Long-term debt increased 19.06% from Rp. 123.312.495,- in 2011 to Rp. 146.819.376,- in 2012 due to higher provisioning first post-retirement liabilities 2012.

The optimism in the year 2013 will be even better, given that government policy will be more intensive to keep maximizing consumption and investment as well as the implementation of control and supervision by the Financial Services Authority.

Prospek Usaha

Laba bersih seluruh perusahaan pembiayaan per Desember 2012 tercatat sebesar Rp. 12,159 triliun, dengan ekuitas sebesar Rp. 66,715 triliun, dan aset sebesar Rp. 341,774 triliun. Dalam tahun 2013 diprediksi pertumbuhan pembiayaan berkisar 10% hingga 15%, utamanya ditopang oleh peningkatan daya beli kelas menengah. Pertumbuhan ekonomi masih di kisaran 6,5% hingga 6,7%. BI rate diprediksi akan bertahan di level 5,75% hingga 6%, sementara pertumbuhan kredit di kisaran 20 % sampai dengan 25 %.

Perkembangan faktor-faktor perekonomian makro demikian itu, diharapkan akan mendorong pertumbuhan perusahaan pembiayaan tetap terjaga tumbuh baik secara berkualitas. Diperkirakan bahwa kredit perusahaan pembiayaan masih akan didominasi oleh pembiayaan consumer, dengan pembiayaan sepeda motor dan mobil merupakan penggerak, walaupun penjualan di kedua sektor tersebut diprediksi akan mengalami distorsi atau bahkan menurun.

Perseroan tetap mempertahankan bidang usaha pada anjak piutang dengan seleksi resiko dan tingkat return seoptimal mungkin serta memulai kembali usaha di bidang pembiayaan kendaraan roda empat.

Perseroan akan melanjutkan kebijakan tahun lalu, yaitu dengan penghematan yang berfokus kepada orientasi hasil, disemua lini serta didukung oleh Good Corporate Governance.

Bussiness Outlook

Net profit of all Multifinance Company per December 2012 amounted to Rp. 2,159 trillion, with equity amounting to Rp. 66,715 trillion, and assets amounting to Rp. 341,774 trillion. In 2013 financing growth is predicted to range from 10% to 15%, primarily driven by an increase in the purchasing power of the middle class. Growth in gross domestic product (GDP) is still in the range of 6.5% to 6.7%. BI rate expected to persist at 5.75% to 6%, while credit growth in the range of 20 % to 25 %.

Development of macro economic factors such it is hoped will encourage the growth of finance companies grow both maintain quality. It is estimated that the funding will still be dominated by finance companies consumer financing, the financing of motorcycles and cars are driving, although sales in the two sectors are expected to experience distortion or even decreased.

The company is still maintaining the factoring business areas with risk selection and rate of return as optimally as possible and start financing consumer for four wheel vehicle.

Besides, the company will continue last year policy, with savings-focused results orientation, and supported by all lines of Good Corporate Governance.

Dengan strategi dan fokus usaha perseroan sebagaimana disebutkan diatas, secara spesifik manajemen berkeyakinan dan merencanakan untuk mencapai sasaran Perseroan, yaitu peningkatan laba, peningkatan aset berkualitas dengan pengelolaan manajemen risiko optimal.

Kendala dan Tantangan

Sejumlah regulasi yang dirilis pemerintah seperti kebijakan yang terkait dengan kenaikan uang muka/DP pembelian barang konsumsi yang mulai diberlakukan sejak akhir 2011, secara relatif tidak berdampak pada perusahaan. Secara keseluruhan, regulasi dimaksud memperbaiki kualitas pertumbuhan industri pembiayaan. Jenis pembiayaan lain, seperti anjak piutang dan sewa guna usaha menunjukkan pertumbuhan yang cukup baik.

Data Bank Indonesia, menginformasikan bahwa total pembiayaan yang disalurkan perusahaan pembiayaan sepanjang 2012 tumbuh dikisaran 23,14 persen atau sebesar Rp. 302,05 triliun. Pencapaian tersebut melampaui target pertumbuhan industri multifinance di kisaran 20 persen, walaupun jauh di bawah pertumbuhan 2011. Pertumbuhan sewa guna usaha melambat dari 44,06% pada akhir 2011 menjadi 37,19% pada akhir 2012 dengan membukukan angka Rp.105,08 triliun. Demikian pula dengan anjak piutang yang pada 2012 hanya tumbuh 31,49% atau senilai Rp.5,15 triliun. Padahal, pada 2011 pertumbuhan anjak piutang menyentuh 70,51%, meski nilainya hanya Rp.3,91 triliun.

With the company's strategy and focus, as mentioned above, specifically management believes and plans to achieve the objectives of the Company, namely an increase in earnings, asset quality improved with optimal risk management.

Constraints and Challenges

Released a number of government regulations such as policies related to the increase in down payment / DP for consumer product since 2011, are relatively low impact on the company. Although overall, the regulation is intended to improve quality the growth of consumer finance industry. Other finance business like factoring and leasing remains prospektif growth.

Bank Indonesia data, informs that the total financing provided multifinance throughout 2012 grew 23.14 percent or Rp. 302,05 trillion. The achievement of targets beyond the industry's growth in the range of 20 percent, although well below the 2011 growth. Lease growth slowed from 44.06% in 2011 to 37.19% at the end of 2012 with a record number Rp.105, 08 trillion. Similarly, factoring that in 2012 only grew 31.49% or equivalent to Rp 5, 15 trillion. In fact, in 2011 the growth of factoring touched 70.51%, although worth only Rp 3, 91 trillion.

ANALISIS DAN PEMBAHASAN MANAJEMEN
Management Discussion And Analysis

OPERASI PERSEROAN

Tahun 2012 merupakan saat yang tepat untuk melanjutkan konsolidasi dengan fokus pada efisiensi terarah mencapai hasil optimal, sambil secara intensif meraih setiap peluang yang ada. Usaha tersebut memperoleh momentum di tengah tumbuhnya industri perusahaan pembiayaan dan perkembangan ekonomi nasional.

Seluruh perusahaan pembiayaan mencatat laba bersih naik dari Rp. 10,8 triliun tahun 2011, menjadi sebesar Rp. 12,159 triliun, sedangkan ekuitas dari Rp. 56,1 triliun, mencapai Rp. 66,715 triliun, serta aset dari Rp. 291,38 triliun diakhir tahun 2011 menjadi sebesar Rp. 341,774 triliun, per Desember 2012.

Selama tahun 2012 Perseroan masih mempertahankan bisnis anjak piutang dengan modal sendiri yang masih dimiliki hati-hati. Dengan kebijakan demikian dan kerja keras serta berbekalkan kerja team-work yang solid, Perseroan dapat mencapai hasil optimal yaitu mencatat peningkatan laba maupun aset secara berkualitas.

COMPANY'S OPERATION

The year 2012 is the right time to proceed with a focus on saving consolidation directed achieve optimal results, while intensively to reach every opportunity. The effort has gained momentum amid growing finance company industry and national economic development.

The entire finance company posted a net profit rise of Rp. 10,8 trillion in 2011, amounting to Rp. 12,159 billion, while equity of Rp. 56.1 trillion, reaches Rp. 66,715 billion, and assets of Rp. 291.38 billion at year-end 2011 amounted to Rp. 341,774 billion, as of December 2012.

During 2012 the Company still maintains factoring business with their own capital owned carefully. With other such policies and hard work as well team-work, the company's can achieve the optimal results that recorded an increase in profit or quality of the asset.

Anjak Piutang

Anjak Piutang adalah pembiayaan dalam bentuk pembelian dan atau pengalihan serta pengurusan piutang atau tagihan jangka pendek suatu perusahaan dari transaksi perdagangan dalam dan luar negeri. Usaha ini ditujukan untuk memperoleh sumber pembiayaan alternatif diluar sektor perbankan.

Sebagian besar modal kegiatan usaha Perseroan digunakan untuk Anjak Piutang yaitu per 31 Desember 2012 sebesar Rp. 17.456.250.000,- atau 38.75% dari total aset.

Mengingat kegiatan ini merupakan pembiayaan dalam bentuk pembelian dan atau pengalihan piutang suatu perusahaan dari transaksi perdagangan, maka manajemen melaksanakan anjak piutang secara selektif dengan memperhatikan jenis, ukuran/proporsi dan sumber tagihan vendor/nasabah serta analisis proses bisnis yang bersangkutan.

Factoring

Factoring is the purchase and financing in the form or the transfer and management of short-term bills receivable or an enterprise of transactions and foreign trade. This effort is intended to obtain alternative sources of financing outside the banking sector.

Most of the business activities of the company capital is used for factoring as of December 31st, 2012 is Rp. 17.456.250.000,- or 38.75% of the total asset.

According this activity is in the form of financing the purchase and or diversion and management of short-term bills receivable or a company from trading transactions, then factoring implement management selectively with respect to the type, size of production/propotion and source billing vendor/customer and business process analysis is concerned.

Tagihan anjak piutang**Factoring receivable**

Rincian per 31 Desember 2012 dan 2011 adalah sebagai berikut :

The detail as of December 31, 2012 and 2011 are as follow :

Tagihan Anjak Piutang

| | | 2012 | | | |
|------------------------------------|--|---------------------------|------------------|------------------|---------------------------------|
| | | Pihak-pihak yang berelasi | Pihak ketiga | Jumlah | |
| | | Related parties | Third parties | Total | |
| | | Rp | Rp | Rp | |
| Tagihan anjak piutang | | - | 61.593.539.544 | 61.593.539.544 | Factoring receivables |
| Pendapatan bunga yang belum diakui | | - | - | - | Unearned interest income |
| Retensi | | - | (44.093.539.544) | (44.093.539.544) | Retention |
| | | - | 17.500.000.000 | 17.500.000.000 | |
| Cadangan Kerugian Penurunan Nilai | | - | (43.750.000) | (43.750.000) | Allowance for doubtful accounts |
| Jumlah Bersih | | - | 17.456.250.000 | 17.456.250.000 | Total, net |
| | | 2011 | | | |
| | | Pihak-pihak yang berelasi | Pihak ketiga | Jumlah | |
| | | Related parties | Third parties | Total | |
| | | Rp | Rp | Rp | |
| Tagihan anjak piutang | | - | 30.656.864.040 | 30.656.864.040 | Factoring receivables |
| Pendapatan bunga yang belum diakui | | - | - | - | Unearned interest income |
| Retensi | | - | (12.956.864.040) | (12.956.864.040) | Retention |
| | | - | 17.700.000.000 | 17.700.000.000 | |
| Cadangan Kerugian Penurunan Nilai | | - | (44.250.000) | (44.250.000) | Allowance for doubtful accounts |
| Jumlah Bersih | | - | 17.655.750.000 | 17.655.750.000 | Total, net |

Pembiayaan Konsumen

Pada tahun 2012 perseroan mulai melakukan kegiatan pembiayaan konsumen khususnya kendaraan roda empat dan tetap melakukan penagihan terhadap konsumen yang sudah ada.

Consumer Financing

In 2012 the company started the activities in particular consumer financing and maintain collection for existing customers.

| Tagihan pembiayaan konsumen | | | | |
|---|---|--------------------------------------|---------------------------|---|
| 2012 | | | | |
| | Pihak-pihak yang berelasi <i>Related parties</i> | Pihak ketiga <i>Third parties</i> | Jumlah Total | |
| | Rp | Rp | Rp | |
| Piutang Pembiayaan Konsumen bruto | - | 1.117.428.681 | 1.117.428.681 | Consumer financing receivables, gross |
| Pendapatan Pembiayaan Konsumen Yang Belum diakui | - | <u>(87.029.616)</u> | <u>(87.029.616)</u> | Unearned income on consumer financing |
| | | 1.030.399.065 | 1.030.399.065 | |
| Cadangan Kerugian Penurunan Nilai | - | (103.039.907) | (103.039.907) | Allowance for impairment losses |
| Piutang pembiayaan konsumen-neto | - | <u>927.359.158</u> | <u>927.359.158</u> | Consumer financing receivables-net |
| 2011 | | | | |
| | Pihak-pihak yang berelasi <i>Related parties</i> | Pihak ketiga <i>Third parties</i> | Jumlah Total | |
| | Rp | Rp | Rp | |
| Piutang Pembiayaan Konsumen bruto | - | 1.044.184.000 | 1.044.184.000 | Consumer financing receivables, gross |
| Pendapatan Pembiayaan Konsumen Yang Belum diakui | - | <u>(239.097.391)</u> | <u>(239.097.391)</u> | Unearned income on consumer financing |
| | | 805.086.609 | 805.086.609 | |
| Cadangan Kerugian Penurunan Nilai | - | (80.508.661) | (80.508.661) | Allowance for impairment losses |
| Piutang pembiayaan konsumen-neto | - | <u>724.577.948</u> | <u>724.577.948</u> | Consumer financing receivables-net |

Rincian pembiayaan konsumen menurut umur piutang:

The details of consumer financing as aging schedule:

| | 2012 | | | |
|---|---|--------------------------------------|----------------------|--|
| | Pihak-pihak yang berelasi <i>Related parties</i> | Pihak ketiga <i>Third parties</i> | Jumlah Total | |
| Telah Jatuh Tempo | | | | Overdue |
| 1 - 30 hari | - | 53,087,496 | 53,087,496 | 1 - 30 days |
| 31 - 60 hari | - | - | - | 31 - 60 days |
| > 60 hari | - | 113,255,000 | 113,255,000 | > 60 days |
| Belum jatuh tempo | | | | Current |
| 2012 | - | 644,834,072 | 644,834,072 | |
| 2013 | - | 167,046,607 | 167,046,607 | 2011 |
| 2014 | - | 139,205,506 | 139,205,506 | 2012 |
| 2015 dan sesudahnya | - | - | - | 2013 and after |
| Jumlah piutang pembiayaan konsumen | - | 1,117,428,681 | 1,117,428,681 | Total Consumer Financing receivable |

| | 2011 | | | |
|---|---|--------------------------------------|----------------------|--|
| | Pihak-pihak yang berelasi <i>Related parties</i> | Pihak ketiga <i>Third parties</i> | Jumlah Total | |
| Telah Jatuh Tempo | | | | Overdue |
| 1 - 30 hari | - | - | - | 1 - 30 days |
| 31 - 60 hari | - | - | - | 31 - 60 days |
| > 60 hari | - | 1,044,184,000 | 1,044,184,000 | > 60 days |
| Belum jatuh tempo | | | | Current |
| 2012 | - | - | - | 2010 |
| 2013 | - | - | - | 2011 |
| 2014 dan sesudahnya | - | - | - | 2012 and after |
| Jumlah piutang pembiayaan konsumen | - | 1,044,184,000 | 1,044,184,000 | Total Consumer Financing receivable |

Perseroan tidak melakukan bisnis pembiayaan sewa guna usaha.

The Company is not engaged to other financial business unit such as leasing.

ANALISIS KINERJA KEUANGAN

Dari tinjauan neraca secara keseluruhan dapat dilihat bahwa terjadi peningkatan kinerja perseroan.

Jumlah Asset

Total asset Perseroan pada tahun 2012 mengalami kenaikan sebesar 4,19% menjadi sebesar Rp. 45.045 miliar dibandingkan dengan tahun 2011.

Jumlah Liabilitas

Jumlah liabilitas perusahaan meningkat sebesar 32,18% dari sebesar Rp. 432 juta pada tahun 2011 menjadi sebesar Rp. 571 juta pada tahun 2012.

Ekuitas

Jumlah ekuitas perusahaan terjadi kenaikan sebesar 3,74% dari Rp. 42,80 miliar pada tahun 2011 menjadi Rp. 44,40 miliar pada tahun 2012.

Deviden

Dalam tahun buku 2012, perseroan akan membagikan deviden.

FINANCIAL ANALYSIS

From the balance sheet outlook overall it shows that The Company performance was increased.

Total Assets

Compare with the year 2011, the Company's total assets in 2012 also increase 4,19% become Rp. 45.045 billion.

Total Liabilities

The number of company's liabilities increase 32,18% from Rp. 432 million in 2011 become Rp. 571 million in year 2012.

Equity

The amount of company's equity increase 3,74% from Rp. 42.80 billion in 2011 to Rp. 44,40 billion in 2012.

Dividend

In 2012 financial year, the company will distribute dividends.

FINANCIAL HIGHLIGHT

LAPORAN POSISI KEUANGAN

STATEMENTS OF FINANCIAL POSITION

| Keterangan | 2012 | 2011 | 2010 | 2009 | 2008 | Description |
|-----------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--------------------------------|
| Aset | | | | | | ASSETS |
| Kas & Setara Kas | 7,302,019,589 | 5,079,941,028 | 2,504,649,554 | 3,719,156,087 | 27,401,635,278 | Cash & Cash Equivalent |
| Investasi | 15,667,000,000 | 15,667,000,000 | 15,667,000,000 | 10,650,000,000 | 0 | Investment |
| Piutang Pembiayaan Konsumen | 927,359,158 | 724,577,948 | 1,886,665,479 | 2,944,509,975 | 10,184,720,353 | Consumer Financing Receivables |
| Tagihan Anjak Piutang | 17,456,250,000 | 17,655,750,000 | 17,655,750,000 | 18,054,750,000 | 0 | Factoring Receivables |
| Aset Pajak Tangguhan | 2,152,612,389 | 2,350,867,369 | 2,270,031,113 | 2,815,919,096 | 1,431,780,185 | Deferred tax assets |
| Piutang Lain-lain | 1,219,808,985 | 1,463,197,178 | 1,455,318,179 | 1,367,455,274 | 2,923,367,654 | Other receivables |
| Beban Dibayar Dimuka | 53,782,483 | 48,716,502 | 10,854,433 | 37,804,161 | 242,534,051 | Advances And Prepayments |
| Aset Tetap - Bersih | 208,634,868 | 186,418,689 | 1,029,687 | 6,542,011 | 128,711,286 | Fixed Assets-Net |
| Aset Lain-lain | 57,957,938 | 55,329,887 | 27,279,586 | 195,270,251 | 202,039,206 | Other Assets |
| Jumlah Aset | 45,045,425,410 | 43,231,798,602 | 41,478,578,031 | 39,791,406,855 | 42,514,788,013 | Total Assets |

LIABILITAS DAN EKUITAS

LIABILITIES AND STOCKHOLDERS

| | | | | | | EQUITY |
|--------------------------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|--|
| LIABILITAS | | | | | | LIABILITIES |
| Hutang Pajak | 57,704,357 | 10,520,068 | 48,313,103 | 12,665,331 | 33,683,562 | Taxes Payable |
| Hutang Lain-lain | 309,546,309 | 269,215,152 | 269,198,714 | 229,327,714 | 230,353,458 | Other Payables |
| Beban Masih Harus Dibayar | 57,254,689 | 29,213,402 | 41,189,172 | 20,000,000 | 70,831,290 | Accrued Expenses |
| Liabilitas Imbalan Pasca Kerja | | | | | | Defined Benefit - Post Employment |
| Karyawan | 146,819,376 | 123,312,495 | 106,926,404 | 101,160,312 | 564,468,286 | Liability |
| Jumlah Liabilitas | 571,324,731 | 432,261,117 | 465,627,393 | 363,153,357 | 899,336,596 | Total Liabilities |
| Ekuitas | 44,474,100,679 | 42,799,537,485 | 41,012,950,638 | 39,428,253,499 | 41,615,451,416 | Equity |
| Jumlah Liabilitas Dan Ekuitas | 45,045,425,410 | 43,231,798,602 | 41,478,578,031 | 39,791,406,855 | 42,514,788,012 | Total Liabilities And Stockholders Equity |

Laba (Rugi) Bersih

Laba bersih Perseroan pada tahun 2012 menurun sebesar 6,27% menjadi Rp. 1.675 miliar. Penurunan laba bersih ini dipengaruhi oleh besarnya pajak tangguhan dari Rp. 80,8 juta menjadi - Rp. 198 juta, tidak ada pendapatan dari sewa guna usaha karena Perseroan tidak menjalankan bisnis ini.

Total Pendapatan

Demikian pula dengan total pendapatan Perseroan mengalami penurunan sebesar 7,14% dari Rp. 2.550 miliar pada tahun 2011 menjadi Rp. 2.368 miliar pada tahun 2012, total beban Perseroan meningkat sebesar 1,40% dari sebesar Rp. 2.702 miliar pada tahun 2011 menjadi Rp. 2.741 miliar pada tahun 2012.

Perseroan telah menyisihkan dana sebesar Rp. 250 juta yang diambil dari laba bersih tahun 2011 untuk dana cadangan.

Net Income

The Company's net profit in 2012 decreased by 6.27% to Rp. 1.675 billion. decrease in net income was affected by the amount of deferred tax Rp. 80.8 million to - Rp. 198 million, no revenue from the lease because the Company did not run this business.

Total Income

Total revenue of the Company showing a decrease of 7,14% from Rp. 2.550 billion in 2011 become Rp. 2.368 billion in 2012, total liability of the Company also recorded a increase of 1,40% from Rp. 2.702 billion in 2011 to Rp. 2.741 billion in 2012.

The Company has allocated amounting to Rp. 250 milion of net income in year 2011 to the appropriated retained earnings.

FINANCIAL HIGHLIGHT

LABA RUGI KOMPREHENSIF

STATEMENT OF COMPREHENSIVE INCOME

| Keterangan | 2012 | 2011 | 2010 | 2009 | 2008 | Description |
|--------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|------------------------------|
| PENDAPATAN | | | | | | REVENUES |
| Pembiayaan Konsumen | 20,641,686 | 37,813,459 | 136,507,776 | 441,156,480 | 2,694,725,454 | Consumer Financing |
| Anjak Piutang | 2,347,862,067 | 2,512,416,664 | 2,517,783,331 | 590,617,562 | 231,333,125 | Factoring |
| Pendapatan Lain2 | 2,245,126,351 | 1,858,048,486 | 1,996,687,262 | 1,986,870,978 | 1,957,424,709 | Other Income (expense) - Net |
| Jumlah Pendapatan | 4,613,630,104 | 4,408,278,609 | 4,650,978,369 | 3,018,645,020 | 4,883,483,288 | Total Revenues |

| | | | | | | |
|--|----------------------|----------------------|----------------------|------------------------|----------------------|---|
| BEBAN USAHA | | | | | | OPERATING EXPENSES |
| Pembiayaan | 0 | 0 | 0 | 0 | 230,131,695 | Financing |
| Umum dan Administrasi | 2,012,994,596 | 1,552,732,928 | 2,051,311,881 | 4,242,601,273 | 4,945,688,532 | General and Administrative |
| Pembentukan Cad Kerugian Penurunan Nilai | 727,817,334 | 1,149,795,090 | 445,969,053 | 2,333,488,883 | 353,593,987 | Allowance for Doubtful Accounts |
| Jumlah Beban Usaha | 2,740,811,930 | 2,702,528,018 | 2,497,280,934 | 6,576,090,155 | 5,529,414,213 | Total Expenses |
| Laba (Rugi) Sebelum Manfaat (Beban) | | | | | | Profit Before Provision For (LOSS) |
| Pajak Penghasilan | 1,872,818,174 | 1,705,750,591 | 2,153,697,435 | (3,557,445,136) | (645,930,926) | Income Tax |

| | | | | | | |
|--|----------------------|----------------------|----------------------|------------------------|---------------------|------------------------------------|
| Manfaat (Beban) Pajak Penghasilan | | | | | | Provision For Income Tax |
| Periode Berjalan | 0 | 0 | 0 | 0 | 0 | Current Period |
| Ditangguhkan | (198,254,981) | 80,836,256 | (545,887,983) | 1,384,138,911 | 590,486,389 | Deferred |
| Laba (Rugi) Tahun Berjalan | 1,674,563,193 | 1,786,586,847 | 1,607,809,453 | (2,173,306,225) | (55,444,537) | Net Profit (LOSS) |
| Laba (Rugi) per Saham Dasar | 24.77 | 26.43 | 23.78 | (32.15) | (0.82) | Net Profit per Share (LOSS) |

| | | | | | | |
|--|--------|--------|----------|-----------|----------|-----------------------------------|
| RASIO-RASIO | | | | | | RATIOS |
| Rasio Usaha | | | | | | Operating Ratios |
| Laba (Rugi) Sebelum Pajak / Pendapatan | 40.59% | 38.69% | 46.30% | -117.85% | -13.23% | Profit Before Tax (LOSS)/Revenues |
| Laba (Rugi) Tahun Berjalan/Pendapatan | 36.30% | 40.53% | 34.57% | -71.99% | -1.13% | Net Profit (LOSS)/ Revenues |
| Laba (Rugi) Tahun Berjalan/Jumlah Aset | 3.72% | 4.14% | 3.88% | -5.46% | -0.13% | Net Profit (LOSS)/ Total Assets |
| Pendapatan / Jumlah Aset | 10.24% | 10.20% | 11.21% | 7.59% | 11.49% | Revenues/Total Assets |
| Rasio Keuangan | | | | | | Financial Ratios |
| Jumlah Liabilitas / Ekuitas | 1.28% | 1.01% | 1.14% | 0.92% | 2.16% | Total Liabilities/Equity |
| Jumlah Liabilitas / Jumlah Aset | 1.27% | 1.00% | 1.12% | 0.91% | 2.12% | Total Liabilities/Total Assets |
| Rasio Pertumbuhan | | | | | | Growth Ratios |
| Pertumbuhan Pendapatan | 4.66% | -5.22% | 54.08% | -38.19% | -50.89% | Revenues Growth |
| Pertumbuhan Laba (Rugi) Tahun Berjalan | -6.27% | 11.12% | -173.98% | -3819.78% | -117.54% | Net Profit (loss) Growth |
| Pertumbuhan Aset | 4.19% | 4.23% | 4.24% | -6.41% | -8.66% | Assets Growth |
| Pertumbuhan Ekuitas | 3.91% | 4.36% | 4.02% | -5.26% | -0.81% | Equity Growth |

Kebijakan Pengelolaan Resiko

Manajemen resiko mencakup menemukan kerugian potensial dan mengevaluasi kerugian potensial. Langkah-langkah proses pengelolaan resiko yaitu mengidentifikasi tujuan yang ingin dicapai, mengidentifikasi kemungkinan yang akan terjadi, mengukur besarnya resiko, mencari penganggulangan resiko, mengkoordinir dan mengimplementasikan keputusan yang akan diambil dan mengadministrasikan resiko yang mungkin terjadi pada masa yang akan datang.

Perseroan menerapkan standar pengelolaan resiko yang mengacu pada standar lembaga keuangan bukan bank, seperti pembuatan SOP, sehingga dapat mengidentifikasi tindakan pelanggaran dan penyalahgunaan wewenang dari seluruh tingkatan karyawan.

Secara umum untuk menekan resiko usaha, perseroan menerapkan prinsip kehati-hatian, yaitu dengan diversifikasi profil nasabah berdasarkan sector ekonomi, jenis piutang dan bonafiditas perusahaan.

Sebagian besar pendapatan Perseroan diperoleh dari pembayaran tagihan debitur, dan sebagian kecil dari fasilitas pembiayaan yang diberikan. Untuk mencegah resiko kelalaian pembayaran perseroan menggunakan system penagihan langsung ke klien dan konsumen agar pembayaran dapat dilakukan tepat waktu.

Risk Management Policies

Risk management includes finding and evaluating potential loss of potential losses. Step-by-step risk management process that identifies goals, identify possible that will happen, measuring the magnitude of the risk, for risk reduction, coordinate and implement decisions to be taken and administer risks that may occur in the future

Company implement standards risk management refers to the standard non-bank financial institutions, such as creating standard operating procedures, so as to identify the act of violation and abuse of authority of all levels of employees.

In general, to reduce the risk of the business, the company applying the precautionary principle, with the diversification of customer profiles based on the economic sector, type of accounts and company reliability.

Most of the Company's revenue earned from the client payment, and a small portion of the financing facility provided. To prevent the risk of negligence liability payments using current billing system directly to clients and customers for payments to be made on time.

TATA KELOLA PERUSAHAAN *Corporate Governance*

Tata Kelola perusahaan merupakan suatu aspek penting dalam pengelolaan kegiatan operasional Perseroan sehari-hari untuk mendukung pengembangan informasi yang lebih baik, transparan dan bertanggung jawab kepada Pemegang Saham dan menerapkan praktek terbaik terhadap manajemen yang dapat dipercaya dan professional.

TUJUAN TATA KELOLA PERUSAHAAN YANG BAIK

Tanggung jawab perusahaan keuangan terhadap tata Kelola Perusahaan yang Baik (CGC) merupakan bagian integral terhadap kelangsungan usaha. Perseroan senantiasa berusaha menerapkan prinsip-prinsip dan kebijakan CGC dalam hubungannya dengan pihak-pihak yang bekerjasama, baik itu sebagai mitra bisnis maupun sebagai konsumen. Setiap stakeholder perseroan percaya bahwa aturan-aturan global tersebut telah dipatuhi. CGC menetapkan parameter transparansi, akuntabilitas, tanggung jawab dan kewajaran dalam kegiatan bisnis.

Perseroan beroperasi sesuai dengan peraturan yang ditetapkan oleh Bapepam/LK atau Otoritas Jasa Keuangan (OJK) dalam mengoptimalkan CGC, manajemen resiko dan kepatuhan. Dengan demikian Perseroan meningkatkan nilai dan efisiensi operasi serta memberikan manfaat bagi stakeholder. Perseroan telah menerapkan Manajemen yang bersih dan transparan sejak didirikan tahun 1994, sesuai dengan prinsip-prinsip yang ditetapkan oleh para pendiri Perseroan.

Corporate Governance become an important aspect in running the Company's operation in supporting the better information development, transparent, responsible to the Shareholders and apply the best practice for the professional and trusted management.

OBJECTIVES OF GOOD CORPORATE GORVERNANCE

The responsibility of financial company toward Good Corporate Governance (CGC) is integral to its survival. The Company is consistent in implementing the principles and policies of CGC on a daily basis, in its relationship with parties cooperate, either as a consumer or as a business partner. Every Stakeholder can count on his or her conterpart's adherence to these global-accepted protocols. CGC defines the parameters of transparency, accountability, responsibility and fairness in business activities.

The company acts within the guidelines established by Bapepam and LK in optimizing GCG, risk management and corporate compliance. By doing so we are confident this will add value and efficiency to the company's operations, and benefit all stakeholders. Clean and transparent management has guided the company since it was established in 1999, in line with the principles set by the founders.

PRINSIP TATA KELOLA PERUSAHAAN YANG BAIK

1. Transparansi

Perseroan berkomitmen untuk menyediakan akses ke informasi yang akurat, dan tepat waktu kepada setiap stakeholder secara otentik mengenai kegiatan operasinya, termasuk status keuangan, eksekutif dan kepemilikan, kepada setiap pemangku kepentingan.

2. Akuntabilitas

Perseroan menerapkan aturan professional standar dalam setiap kegiatannya dan dalam menetapkan serta melaksanakan kebijakan atas kegiatan Perseroan.

3. Tanggung Jawab

Perseroan bertanggung jawab penuh atas setiap keputusan yang diambil oleh para eksekutif dan stafnya. Perseroan bertanggung jawab untuk memberikan klarifikasi dan menjelaskan secara komprehensif atas tindakan yang diambil untuk mencapai tujuan perseroan. Demikian juga dengan semua karyawan.

4. Kewajaran

Merupakan kebijakan Perseroan untuk memastikan bahwa setiap rencana, keputusan dan implementasi kebijakan dilakukan demi kepentingan semua stakeholder sejauh dimungkinkan, termasuk mitra bisnis dan konsumen.

PRINCIPLES OF CGC

1. Transparency

The Company is committed to providing access to accurate, timely and authentic information about its operations, including its financial status, executives and ownership to every stakeholder.

2. Accountability

The Company adheres to a standard professional protocol in every aspect of its business, and in establishing and implementing policies governing all corporate activities.

3. Responsibility

The company stands behind each and every decision of its executives and staff, and accepts full responsibility for such decisions. It accepts full responsibility of clarifying and explaining comprehensively each action taken in pursuing corporate objectives. All employees are imbued with this behavior as well.

4. Fairness

It is company policy to ensure that every plan, decision and policy implementation is carried out in the best interest of all stakeholders, to the best possible extent. This covers partner of business, consumer and the general public.

Manajemen senior, Dewan direksi dan Komisaris melakukan tugas-tugasnya secara profesional di setiap tingkat tanpa konflik kepentingan.

Dalam menentukan jumlah Komisaris dan Direksi Independen yang proposional, Perseroan menerapkan prinsip-prinsip CGC. Keberadaan Direktur dan Komisaris Independen dalam susunan pengurus perseroan membuktikan bahwa Perseroan berkomitmen untuk melindungi kepentingan baik pemegang saham mayoritas dan minoritas.

Untuk mengantisipasi perkembangan yang tidak terduga, Manajemen Perseroan telah memutuskan untuk meningkatkan penerapan CGC dengan mengacu pada praktik-praktik terbaik dalam mengelola dan mengevaluasi kinerjanya.

Dewan Komisaris

Komisaris adalah badan non-eksekutif yang mewakili Pemegang Saham bertugas untuk mengawasi kinerja Direksi dan ikut bertanggung jawab terhadap resiko Perseroan, perencanaan strategis dan memastikan bahwa Perseroan melakukan perlakuan adil terhadap semua stakeholders.

Tugas utama Dewan Komisaris adalah mengawasi dan memeriksa setiap keputusan dan kebijakan yang diambil Direksi sereta memberikan saran dan arahan bagi Direksi.

Sehubungan dengan perannya dalam tata kelola perusahaan, Komisaris melakukan kontrol atas penerapan prinsip-prinsip tata kelola perusahaan dan mengadakan Rapat Komisaris.

Senior management, the BOD dan the BOC perform their duties in a professional manner, at every level with no conflict of interest.

To deal with all foreseeable contingencies, the Management has decided to upgrade its CGC implementation, benchmarking ourselves to "the best practice" standards in managing and evaluating performance

To anticipate the unexpected, the Management Company has decided to increase the application of CGC with reference to best practices in managing and evaluating its performance.

The Board Of Commissioners

Commissioner is a non-executive board representing Shareholders duty to supervise the performance of the Board of Directors and take responsibility for the risks of the Company, strategic planning and ensure that the Company made a fair treatment of all stakeholders.

The main task of the Board of Commissioners is to oversee and inspect each and policy decisions taken by the Board of Directors sereta provide advice and guidance to the Board of Directors.

In connection with his role in corporate governance, the Commissioner control the application of the principles of CGC and held meeting of BOC.

Dewan Komisaris dipimpin oleh Komisaris Utama yang menjadwalkan dan mengatur setiap tugas dan pertemuan, serta mengawasi jalur komunikasi antara anggota Dewan Komisaris, direksi dan Komite serta fungsi eksternal.

Board of Commissioners chaired by the Chairman of the schedule and manage every task and meetings, as well as overseeing the lines of communication between the members of the Board of Commissioners, Board of Directors and Committees and external functions.

Anggota Komisaris Perseroan saat ini terdiri dari 2 (dua) orang. Seorang anggota Komisaris menjabat sebagai Komisaris Independen dimana tidak mempunyai hubungan afiliasi dengan Pemegang Saham utama serta Direksi.

BOC members of the Company currently consists of 2 (two) people. A member of the BOC serves as Independent Commissioner which does not have an affiliate relationship with major shareholders and Directors.

Anggota Komisaris

The Board of Commissioners

Presiden Komisaris
Komisaris Independen

Eko Hartono
Yugi Prayanto

President Commissioner
Independent Commissioner

Dalam menjalankan tugas dan tanggungjawabnya tercatat Dewan Komisaris Perseroan telah melakukan rapat sebanyak 7 kali guna membahas Laporan Keuangan Triwulan, Rapat Khusus tentang Audit Laporan Keuangan Tahunan, Rapat khusus tentang RUPS, Rapat Khusus tentang Laporan Tahunan.

In performing their duties and responsibilities listed Board of Commissioners has conducted meetings to discuss as much as 7 times the Quarterly Financial Report, the Special Meeting of the Annual Financial Statement Audit, Special Meeting of the General Meeting of Shareholders, the Special Meeting of the Annual Report.

Dewan Komisaris dan Direksi membentuk suatu sinergi ideal yang efektif dengan komunikasi yang akurat bagi kepentingan perseroan untuk tahun 2012 dan ke depannya. Komunikasi dan koordinasi tersebut adalah hasil rapat antara Dewan Komisaris dan Direksi selama tahun 2012 yang berjumlah 7 kali rapat dengan kehadiran 100 persen.

BOC and BOD formed an effective ideal synergy with accurate communication for the benefit of the company for 2012 and beyond. Communication and coordination is the result of a meeting between the Board of Commissioners and Board of Directors during the year 2012, amounting to 7 meetings with 100 percent attendance.

Rapat-rapat tersebut bertujuan untuk mengawasi, mengevaluasi dan memberikan rekomendasi terkait dengan rencana strategis Perseroan, dalam upaya mencapai keuntungan dan manfaat yang lebih besar bagi Perseroan.

Meetings are intended to monitor, evaluate and provide recommendations related to the Company's strategic plan, in an effort to achieve profitability and greater benefits for the Company.

Besarnya remunerasi yang diberikan kepada Dewan Komisaris dan Direksi ditetapkan melalui Rapat Umum Pemegang Saham.

Komite yang berada di bawah pengawasan dewan komisaris adalah Komite Audit.

Dewan Direksi

Perseroan dipimpin dan dikelola oleh Direksi yang terdiri dua orang anggota Direksi seorang dari antaranya diangkat sebagai Presiden Direktur. Direksi bertanggung jawab sepenuhnya untuk kepentingan Perseroan dalam mencapai tujuan Perseroan, mewakili perseroan secara sah dan secara langsung baik diluar maupun di dalam pengadilan tentang segala hal dan dalam segala kejadian, mengikat perseroan dengan pihak lain, menjalankan segala tindakan baik mengenai kepengurusan maupun kepemilikan dengan pembatasan-pembatasan tertentu sesuai dengan anggaran dasar perseroan, serta menyelenggarakan Rapat Umum Pemegang Saham Tahunan.

Besarnya gaji dan kesejahteraan Direksi ditetapkan oleh Komisaris.

Para anggota Direksi diangkat dan diberhentikan oleh Rapat Umum Pemegang Saham, dan bertanggung jawab kepada Pemegang Saham atas usaha dan tindakannya melalui Rapat Umum Pemegang Saham.

Anggota Direksi

Presiden Direktur
Direktur

Odang Muchtar
Euodia Dewajanti

The amount of remuneration to the Board of Commissioners and Board of Directors are set by the General Meeting of Shareholders

Committee under the supervision of the BOC is Audit Committee.

Board of Directors

The Company was led and managed by a Board of Directors comprising two members of the Board of Directors appointed one of them as president. Directors are solely responsible for the interest of the Company in achieving the Company's objectives, represent the company legally and directly both outside and inside the court on all matters and in any event, bind the company with others, carry out all the action both on the management and ownership of the restriction-certain restrictions in accordance with the basic anggran company, as well as organizing the Annual General Meeting of Shareholders.

The salary and welfare of Directors designated by the Commissioner.

The members of the BOD are appointed and dismissed by the General Meeting of Shareholders, and responsible to the shareholders for the efforts and actions by the General Meeting of Shareholders.

The Board of Director

President Director
Director

Direksi telah melakukan 12 kali rapat pada tahun 2012.

Dalam rangka meningkatkan kompetensi direksi maka direksi menghadiri undangan seminar yang dilakukan oleh BEI, Bapepam, APPI, dan instansi terkait.

Rapat Dewan Komisaris dan Dewan Direksi

Dewan Komisaris dan Dewan Direksi melakukan rapat secara rutin sekurang-kurangnya dua bulan sekali untuk membahas hal-hal yang terkait dengan perkembangan perusahaan

Komisaris Independen

Sesuai dengan Peraturan Bapepam Nomor IX.I.5 tentang Pembentukan dan Pedoman Pelaksanaan Kerja Komite Audit dan berdasarkan putusan Dewan Komisaris Perseroan menunjuk Yugi Prayanto sebagai Komisaris Independen. Sehingga didalam struktur keanggotaan Komisaris Perseroan saat ini, terdapat 1 (satu) anggota komisaris Independen yang tidak mempunyai hubungan afiliasi dengan Pemegang saham pengendali, direktur dan komisaris serta tidak menjabat sebagai direktur di perusahaan lainnya yang terafiliasi dengan perseroan.

Komite Audit

Perseroan telah membentuk Komite Audit sejak 20 Mei 2001. Agar Komite Audit berfungsi sepenuhnya, diperlukan pengetahuan dibidang keuangan dan akuntansi yang cukup bagi anggota Komisaris Independen yang menjabat sebagai Ketua Komite Audit.

Board of Directors has conducted 12 meetings in 2012.

In order to improve the competence of the board of directors attending seminars conducted by IDX, Bapepam, APPI, and related agencies.

The Board of Commissioners and Board of Directors Meeting

Every two months at least The Board of Commissioners and The Board of Directors have set a meeting to discuss the matters related to the development of the Company.

Independent Commissioners

Based on The Capital Market Supervisory Agency (BAPEPAM) Regulation Number IX.I.5 about formation and orientation of implementation's work of The Audit Committee, In the current Company's Committee Structure, there is 1 (one) members of Independent Committee who doesn't have any affiliation with the leader stockholders, Director and Commissioner also doesn't occupy as Director at other affiliation companies.

Audit Committee

The Company has had Audit Committee since May 20th, 2001. To have a good functional Audit Committee, they have to competence in financial and accounting skills.

Tugas utama Komite Audit adalah membantu Komisaris dalam memberikan pendapat profesional yang independent kepada komisaris atas laporan yang disampaikan Direksi. Seperti informasi keuangan, obyektifitas akuntan public, efektifitas pengendalian internal, tingkat kepatuhan terhadap peraturan, dugaan adanya kesalahan keputusan atau penyimpangan pelaksanaan keputusan Direksi, dan memeriksa kecukupan penilaian yang dilakukan oleh akuntan public Perseroan bahwa semua resiko penting telah dipertimbangkan.

Komite Audit hadir dalam rapat gabungan antara Dewan Komisaris dan Direksi untuk berperan dan berpartisipasi aktif dalam memberikan arahan dan mengevaluasi kinerja direksi dalam mengelola Perseroan. Komite Audit juga memberikan saran profesional untuk meningkatkan kinerja perseroan dan untuk memastikan dilaksanakannya system kendali mutu yang ketat. Hal ini wajib diterapkan secara konsisten untuk mencegah kesalahan atau kesalahpahaman dan menyediakan rekomendasi terhadap berbagai aspek yang memerlukan Dewan Komisaris.

Komite Audit hadir dalam rapat Dewan Komisaris dan Direksi, dengan kehadiran 100 persen.

Komite Audit berperan aktif dalam rapat Dewan Komisaris – Direksi dengan memberikan arahan dan mengevaluasi kinerja anggota direksi dalam mengelola Perseroan. Komite Audit juga memberikan saran yang membangun untuk meningkatkan kualitas laporan keuangan.

The main responsibility of Audit Committee is to assist the Commissioners to provide an Independent professional opinion on any report coming from the Directors such as financial statement, the objectivity of Public Accountant, the effectiveness of internal control, regulation compliance level, wrong decision or violation in the implementation of Directors resolution, and examine appropriate judgement from the Company's Public Accountant on every material risks has been considered.

Audit Committee attended the joint meeting of the Board of Commissioners and Board of Directors to contribute and participate actively in providing direction and evaluate the performance of the managing directors of the Company. The Audit Committee also provides advice profesional to improve the company's performance and to ensure implementation of strict quality control system. It shall be applied consistently to prevent mistakes or misunderstandings and provide recommendations on various aspect which requires the Board of Commissioners.

Audit Committee attended the meeting of the Board of Commissioners and Board of Directors, with 100 per cent attendance.

Audit committees play an active role in the meeting of the Board of Commissioners - Board of Directors to provide direction and evaluate the performance of the managing directors of the Company. The Audit Committee also provides advice to build to improve the quality of financial reporting.

Sehubungan dengan ketentuan bahwa satu anggota Komisararis Independen menjabat sebagai ketua Komite Audit.

One of The Independent Committee must to take hold of Audit Committee Head.

Anggota Komite Audit

Audit Committee Member

Ketua
Anggota
Anggota

Yugi Prayanto
Hendy Fabryando
Dian Sandrawaty Tjachjadi

Head
Member
Member

Hendy Fabryando

Warga Negara Indonesia lahir di Jakarta tahun 1987, lulus Sarjana Akuntansi, Universitas Pelita Harapan Jakarta.

Pernah menjabat sebagai tutor dari prinsip-prinsip akuntansi, akuntansi biaya dan matematika bisnis di Universitas Pelita Harapan (July – Desember 2007), Magang sebagai asisten auditor di Ernst and Young (Agustus – Oktober 2008); sebagai junior konsultan akuntansi informasi system di Pro-INT Dinamika, ERP konsultan (January – April 2009), Senior Internal Audit di Astel Group (Oktober – Maret 2010), Senior staf accounting departemen di Kresna Life Insurance (February 2010 – sekarang)

Dian Sandrawaty Tjachjadi

Warga Negara Indonesia lahir di Banjar tahun 1949, lulus Sarjana Akuntansi, Universitas Tarumanegara Jakarta.

Menjabat sebagai koordinator konsultan KAP Drs. Johan, Malonda & rekan (1983 – 1989); sebagai asisten manager QA dan internal audit, bagian pembelian (1995 – 1998), kordinator gudang (1998 – 2003), asisten manager dan GA (2003 – 2006) di PT. Cikarang Listrindo.

Hendy Fabryando

Indonesian citizen, born in Jakarta in 1987, graduated from Pelita Harapan University Jakarta.

Previously served as a tutor of the principles of accounting, cost accounting and business math at the University of Pelita Harapan (July – December 2007), Apprenticeship as an assistant auditor at Ernst and Young (August-October 2008); as junior accounting information system consultant in Pro-INT Dynamics, ERP consultant (January – April 2009), Senior Internal Audit in Astel Group (October-March 2010), Senior staff in the accounting department Kresna Life Insurance (February 2010 – present)

Dian Sandrawaty Tjachjadi

Indonesian citizen born in Banjar in 1949, graduated from Tarumanegara University Jakarta.

As a Consultant Coordinator of KAP Drs, Johan, Malonda & Partners (1983 – 1989); Served as assistant manager of QA and internal audit, the purchasing department (1995 – 1998), warehouse coordinator (1998 – 2003), assistant manager and GA (2003 – 2006) at PT. Cikarang Listrindo.

Sekretaris Perusahaan

Perseroan telah menunjuk saudara Euodia Dewajanti, yang juga merupakan Direktur Perseroan, untuk melakukan fungsi sebagai Sekretaris Perusahaan.

Sekretaris perusahaan berperan untuk menyediakan informasi mengenai Perseroan kepada public (Pemerintah Indonesia, investor dan masyarakat) mengenai kondisi Perseroan, menyediakan informasi mengenai peraturan-peraturan terkait dengan direksi dan rekomendasi kepada Manajemen dalam upaya mematuhi dan memenuhi peraturan pasar modal yang berlaku.

Adapun fungsi dari Sekretaris Perusahaan antara lain adalah yang berhubungan dengan Corporate Governance, Komisaris dan Pemegang Saham serta kepatuhan terhadap peraturan yang berlaku.

Komite Kredit

Mengevaluasi terhadap aplikasi permohonan kredit sesuai dengan kewenangan yang diberikan oleh Komisaris.

Internal Audit Control

Melakukan monitoring dan menginvestigasi resiko melalui pemeriksaan yang berkaitan dengan operasional cabang dan kantor pusat. Hasil dari monitoring dan investigasi tersebut akan dilaporkan kepada Presiden Direktur.

Corporate Secretary

The Company has charged Mrs. Euodia Dewajanti as The Corporate Secretary who occupies as The Company's Director.

Secretary of the company's role is to provide information regarding the Company to the public (Government of Indonesia, investors and the public) about the condition of the Company, provide information on regulations related to the directors and recommendations to the Management in order to comply with and meet the prevailing capital market regulation.

The functions of the Secretary of the Company, among others, relating to Corporate Governance, Shareholder and Board of Commissioners and compliance with applicable regulations.

Credit Committee

Evaluate the credit application referring with the authority from The Commissioner.

Internal Audit Control

Monitoring and investigating risk by checking the operation of branches and head office. They should to report the result of monitoring and investigating to The President Director.

Perseroan telah membentuk Unit Audit Internal mengacu pada Peraturan Nomor IX.I.7 Pembentukan dan Pedoman Penyusunan Piagam Unit Audit Internal.

The Company has established an Internal Audit Unit refer to Rule Number IX.I.7 Formation and Guidance Unit of the Internal Audit Charter.

Perseroan selama tahun 2012 tidak mengeluarkan biaya yang berkaitan dengan tanggung jawab sosial perusahaan terhadap masyarakat dan lingkungan.

Company during the year 2012 does not remove the costs associated with corporate social responsibility towards society and the environment.

Perusahaan tidak memiliki Komite-komite lain.

The Company has no other committees

PROFIL PERSEROAN

COMPANY PROFIL

DEWAN KOMISARIS

Anggota Komisaris Perseroan adalah :

Eko Hartono
Presoden Komisaris

Warga Negara Indonesia lahir di Jakarta, pada tahun 1960. Lulus Master Human Resource Managemen dari IBM Jayakarta, Jakarta (1994); mengambil program S3 dari Teknologi Edukasi IKIP Rawamangun Jakarta (1988); Master Educational Management dari Simon Fraser University Vancouver Kanada (1987), Sarjana Keguruan Bahasa Inggris IKIP Rawamangun Jakarta (1984)

Bekerja di Universitas Terbuka Indonesia, jabatan terakhir sebagai Wakil Direktur Divisi Gudang dan Distribusi (1984 – 1994). Menjabat HR dan GA Manager di PT. Cikarang Listrindo (1994 – 1996), HR dan GA Manager di PT. Sony Indonesia (1996), Direktur Human Resource di Hotel Borobudur Inter-Continental Jakarta (1992 – 2000), Senior Manager Human Resource di PT. Fokugawa Indonesia (Japanese Multinational Company), Mei 2001 – Juli 2004.

Yugi Prayanto
Komisaris Independen

Warga Negara Indonesia lahir di Palembang pada tahun 1967. Lulus dari Houston University, Texas (Bachelor of Science Business & Commerce).

BOARD OF COMMISSIONERS

The Company Board of Commissioners are :

Eko Hartono
President Commissioner

Indonesian citizen, born in Jakarta in 1960. Graduated from Master of Human Resource Managemen of IBM Jayakarta, Jakarta (1994); take Educational Technology (doctoral programme) from IKIP Rawamangun Jakarta (1988); Master of Educational Management from Simon Fraser University Vancouver Kanada (1987), Bachelor degree of English Teaching IKIP Rawamangun Jakarta (1984).

Work for The Indonesia Open University. Last position is as Vice Director of Warehouse and Distribution Division (1984 – 1994). As HR and GA Manager of PT. Cikarang Listrindo (1994 – 1996), as HR and GA Manager of PT. Sony Indonesia (1996), as Human Resource Director of Borobudur Inter-Continental Hotel, Jakarta (1992 – 2000), as Human Resources Senior Manager of PT. Fokugawa Indonesia (Japanese Multinational Company, May 2001 – July 2004)

Yugi Prayanto
Independent Commissioner

An Indonesian citizen born in Palembang in 1967. He graduated from the University of Houston, Texas (Bachelor of Science Business & Commerce).

Menjabat sebagai Vice President PT. Equity Development Securities – Stock Broker, Fund Manager and underwriter (1999 – 2001), Direktur marketing di PT. Asuransi Dayin Mitra Tbk (2001 – 2005), vice chairman PT. Asuransi Dayin Mitra Tbk (2005 – sekarang), sebagai Presiden Direktur PT. Sinar Mitra Karsa (2005 – sekarang).

Served as Vice President of PT. Equity Development Securities – Stock Brokers, Fund Managers and underwriters (1999 – 2001), director of marketing at PT. Insurance Dayin Mitra Tbk (2001 – 2005), Vice chairman of PT. Insurance Dayin Mitra Tbk (2005 – present), as President Director of PT. Sinar Mitra Karsa (2005 – present).

DEWAN DIREKSI

Pada saat ini anggota Direksi terdiri atas:

Odang Muchtar
Presiden Direktur

Warga Negara Indonesia lahir di Ketapang pada tahun 1945. Lulus Sekolah Tinggi Administrasi Negara (LAN) Jakarta pada tahun 1975. Menjabat di beberapa perseroan yakni sebagai Kepala Perwakilan DJS di Pelabuhan Tanjung Priok Jakarta pada tahun 1974, sebagai Direktur Muda Perum Astek sampai dengan tahun 1994. Sampai dengan tahun 1999 menjabat sebagai Kakanwil Jamsostek Jawa Timur, Bali, NTB, NTT dan Timor Timur. Tahun 2008 sampai 2011 sebagai Presiden Direktur PT. Asuransi Jiwa Kresna.

Euodia Dewayanti
Direktur

Warga Negara Indonesia lahir di Semarang pada tahun 1964. Lulusan Fakultas Teknologi Pangan dan Gizi di Institut Pertanian Bogor tahun 1987. pernah belajar di Institut Bisnis Indonesia tahun 1989 -1990, mengikuti program pendidikan pasar modal tahun 2000.

Menjabat sebagai direktur keuangan di PT. Prima Cipta Graha Sentosa (1994 – 2005) dan sebagai komisaris (2005 – sekarang), sebagai Presiden Direktur PT. Pentamuda Grahasarana (1999 – 2009), dan saat ini menjabat sebagai direktur PT. Danasupra Erapacific Tbk (2010 – sekarang).

BOARD OF DIRECTORS

The Board of Directors are :

Odang Muchtar
President Director

Indonesian citizen born in Ketapang in 1945. Graduating High School State Administration (LAN) Jakarta in 1975. Served in some of the company as Head of HRD at the Port of Tanjung Priok Jakarta in 1974, as Assistant Director of Housing Astek until 1994. Up to 1999 served as regional head of Jamsostek at East Java, Bali, NTB, NTT and Timor Leste. As President Director of PT. Life Insurance Kresna since 2008 to 2011.

Euodia Dewayanti
Director

An Indonesian citizen born in Semarang in 1964. Graduated from the Faculty of Food Technology and Nutrition at Bogor Agricultural University in 1987. Had studied at the Institut Bisnis Indonesia the year 1989-1990, following the educational of capital market program in 2000.

Served as finance director at PT. Prima Cipta Graha Sentosa (1994 – 2005) and as commissioner (2005 – present), as President Director of PT. Pentamuda Grahasarana (1999 – 2009), and currently serves as director of PT. Danasupra Erapacific Page (2010 – present).

Sumber Daya Manusia

Sebagai salah satu perusahaan pembiayaan, Perseroan didukung oleh jajaran staf dan manajemen yang kompeten. Manajemen menyadari pentingnya karyawan yang profesional sebagai salah satu asset penting dalam usaha pembiayaan sepeda motor bagi kelangsungan operasi Perusahaan.

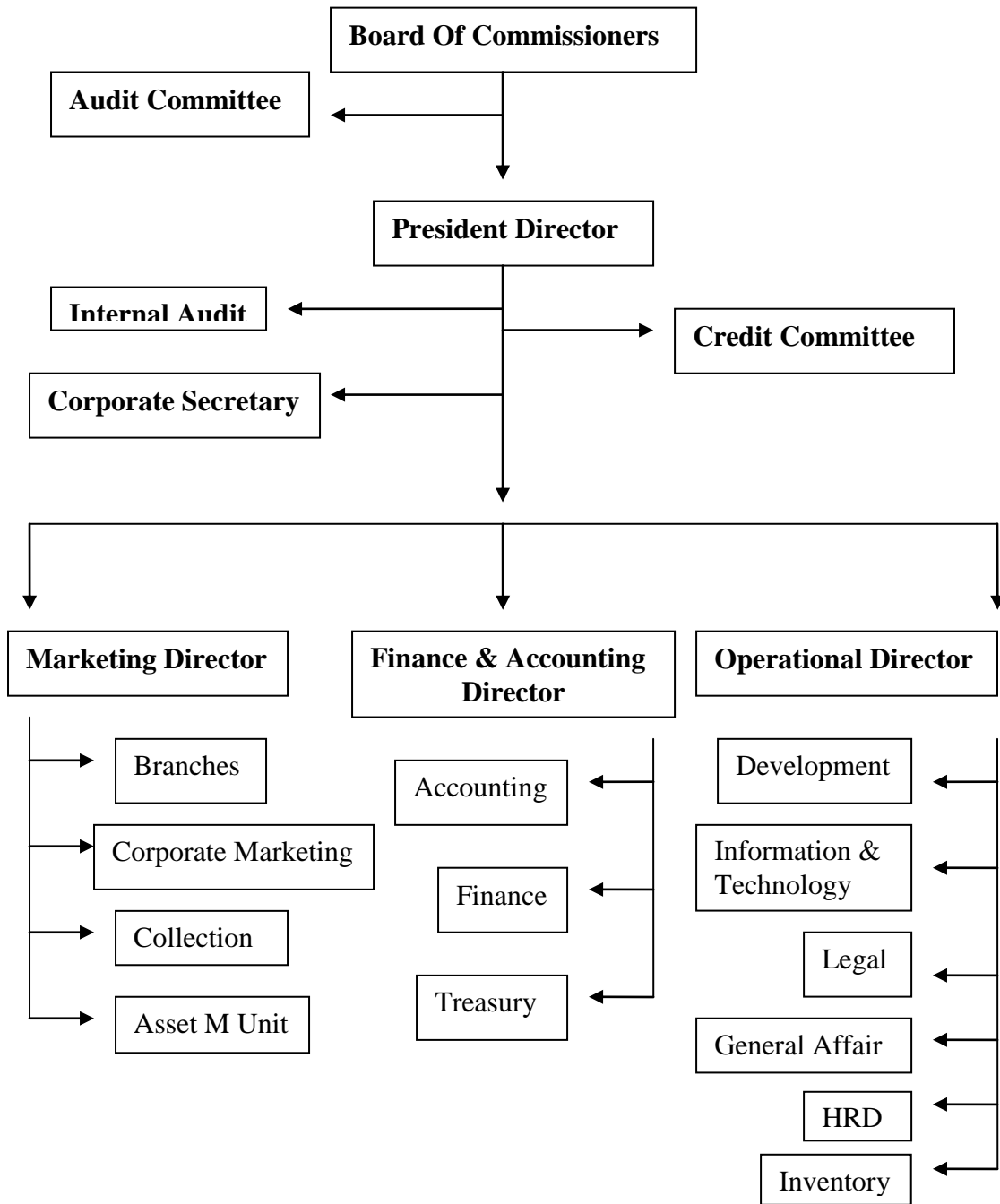
Jumlah karyawan perseroan per 31 Desember 2012 adalah 7 orang yang terdiri dari berbagai latar pendidikan sarjana S1, Sarjana Muda, SMA dan lainnya.

Human Resource Development

As the one of the finance company, The Company is supporting by the competent management and staff. The managements realize how importance is the professional staff as the one of an important asset in motorcycle's financing business to carried out The Company operation.

The numbers of the employee per December 31st, 2012 are 7 persons consist of many education background S1, Bachelor and Senior High School.

STRUKTUR ORGANISASI
Organisation Chart



TANGGUNG JAWAB LAPORAN TAHUNAN

The Responsibility of Annual Report

Laporan Tahunan dan informasi lain yang terkait PT Danasupra Erapacific Tbk. telah diketahui dan ditanda tangani oleh seluruh anggota Dewan Komisaris dan Dewan Direksi sebagai berikut :

Annual report and other information have already known and sign by all of Board of Commissioners and all of Board of Directors as follow :

Dewan Komisaris
The Board of Commissioners

Eko Hartono
Presiden Komisaris / *President Commissioner*

Yugi Prayanto
Komisaris Independent/Commissioner Independent

Dewan Direksi
The Board Of Directors

Odang Muchtar
Presiden Direktur / *President Director*

Euodia Dewajanti
Direktur / *Director*

INFORMASI PERSEROAN
The Company's Information

KANTOR PUSAT

Equity Tower , Lt.35 SCBD Lot. 9
Jl. Jend. Sudirman Kav. 52 - 53
Jakarta 12190
Telp. : (021) 29277916
Fax. : (021) 29277915
Email. : danasupra@cbn.net.id

HEAD OFFICE

Equity Tower , 3rd Fl SCBD Lot. 9
Jl. Jend. Sudirman Kav. 52 - 53
Jakarta 12190
Telp. : (021) 29277916
Fax. : (021) 29277915
Email. : danasupra@cbn.net.id

BIDANG USAHA

Pembiayaan

MAIN BUSSINESS

A Multifinance Company

TANGGAL PENDIRIAN

11 November 1994
Berdasarkan Akta Notaris Elliza SH CN
Pengganti Asmawel SH, Akta No. 65,
Keputusan Menteri Kehakiman Republik
Indonesia No. C2-01.101 HT.01.Th.95,
tanggal 25 Januari 1995 dan Berita
Negara Republik Indonesia No. 913
Tambahkan No. 15 tanggal
22 Februari 2000.

DATE OF ESTABLISHMENT

November 11st, 1994
Based on Notarial Deeds Eliza, SH No.
65 substitute of Asmawel SH, The
Minister of Justice approval letter
No. C2-01.101 HT.01.Th.95 Dated :
January 25, 1995 and Government
Announcement Letter No. 913
Amendment No. 15 dated
February 22, 2000.

IJIN USAHA

Keputusan Menteri Keuangan Republik
Indonesia No. 439 / KMK.017 / 1995
Tanggal 14 September 1995

OPERATING LICENSE

The Minister of Finance of The Republic
of Indonesia Decision Letter
No. 439 / KMK.017 / 1995, dated 14
September 1995

MODAL DASAR

Rp. 100.000.000.000,- (Seratus Miliar
rupiah)

AUTHORIZED CAPITAL

Rp. 100.000.000.000,- (A hundred
billion rupiahs)

KODE SAHAM

BEI : DEFI

SHARE'S CODE

IDX : DEFI

BIRO ADMINISTRASI EFEK

PT. Adimitra Transferindo
Nusa Langgeng Building Lt. 2
Jl. Perintis Kemerdekaan
Komplek Pertokoan Pulo Mas Blok VIII
No. 1
Jakarta Timur 13210
Telp. : (021) 47881515
Fax. : (021) 4709697

AKUNTAN PUBLIK

Griselda, Wisnu & Arum
Komplek Perkantoran Harmoni Mas
Jl. Garuda No. 80 N, Kemayoran
Jakarta Pusat 10620
Telp. : (021) 4206833, 4243851
Fax. : (021) 4206443

HUBUNGAN INVESTOR

Equity Tower , Lt.35 SCBD Lot. 9
Jl. Jend. Sudirman Kav. 52 - 53
Jakarta 12190
Telp. : (021) 29277916
Fax. : (021) 29277915
Email. : danasupra@cbn.net.id

SHARE ADMINISTRATION BUREAU

PT. Adimitra Transferindo
Nusa Langgeng Building 2nd Fl
Jl. Perintis Kemerdekaan
Komplek Pertokoan Pulo Mas Blok VIII
No. 1
Jakarta Timur 13210
Telp. : (021) 47881515
Fax. : (021) 4709697

PUBLIC ACCOUNTANT

Griselda, Wisnu & Arum
Komplek Perkantoran Harmoni Mas
Jl. Garuda No. 80 N, Kemayoran
Jakarta Pusat 10620
Telp. : (021) 4206833, 4243851
Fax. : (021) 4206443

INVESTOR RELATIONSHIP

Equity Tower , 3rd Fl SCBD Lot. 9
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