

INDOMOBIL and FOTON Motor Signed a Strategic Cooperation Agreement to Jointly Develop the Electric Commercial Vehicle Market in Indonesia and ASEAN

On January 26th, 2024, the strategic cooperation signing ceremony between PT Indomobil Sukses Internasional Tbk (INDOMOBIL) and BEIQI FOTON MOTOR CO., LTD., (FOTON Motor) was held in Jakarta, Indonesia. Jusak Kertowidjojo, President Director of INDOMOBIL accompanied by Andrew Nasuri, Director of Business Development of INDOMOBIL; and Fu Jun, President of FOTON INTERNATIONAL accompanied by Wu Zongtian, Vice President of FOTON INTERNATIONAL, and other senior officials from both parties attended the ceremony. This signing ceremony is the realization of strategic cooperation project between INDOMOBIL and FOTON Motor after agreeing on the strategic intention last July.



The parties agree that INDOMOBIL shall be appointed as FOTON Motor's distributor and assembler, meaning distributing and assembling FOTON Motor electric commercial vehicles in Indonesia. As an initial step and to realize the aforementioned purpose, simultaneously in this occasion a vehicle distribution agreement was also been signed between FOTON Motor and PT Indomobil Global Transportasi as one of INDOMOBIL's subsidiary. In the near future, both parties will also establish a joint venture manufacturing company and sales company to deepen local operations and increasing the localization rate. INDOMOBIL and FOTON Motor have the ambition to become the pioneer and the leading electric commercial vehicle in Indonesia by providing high-quality electric commercial vehicle and best after-sales services, combining INDOMOBIL's local experience and expertise and FOTON Motor's know-how and technology. This strategic partnership will also open the possibility to make Indonesia as FOTON Motor's ASEAN electric vehicle manufacturing center.

As the country with the largest economy in Southeast Asia, transportation plays a big role in accelerating the growth of the country's economy. Good-quality equipment is needed to support an effective and efficient transportation. At the same time, Indonesia also targeted to reduce the carbon emissions by 31.89% in 2030 and becoming carbon neutral in 2060, supported with series of policies and supporting measures. INDOMOBIL, which has been the commercial vehicle market leader in Indonesia, sees this as a challenge and opportunity. Bringing FOTON Motor as its partner, FOTON Motor is the largest commercial vehicle manufacturer in China, having best electric commercial vehicle products and solutions.

Together, INDOMOBIL and FOTON Motor will provide high-quality electric commercial vehicle, supported by the network, after-sales service, and other supporting organs such as finance leasing, rental and logistics. In the future, FOTON Motor will leverage its advantages in commercial vehicle R&D and manufacturing, especially new energy products and technologies, together with INDOMOBIL in developing Indonesian commercial vehicle market and supporting Indonesia's carbon neutral strategy in 2060.

About INDOMOBIL:

INDOMOBIL is the holding company of an integrated automotive business group, with a number of subsidiaries at the forefront of the Indonesian automotive industry. Indomobil has the largest automotive distribution network in Indonesia, with more than 300 dealerships. Aside from automotive distribution, Indomobil also has more than 8,000 points of network on after-sales services, parts distribution, vehicle financing services, and other supporting services in the market.

As a fully integrated automotive company, a passenger vehicle trademark license holder, sales distributor and after-sales service provider, Indomobil is also a specialist vehicle assembler and parts/components manufacturer. Operations span passenger vehicles, motorcycles, commercial vehicles, heavy duty equipment and machinery. They also provide after-sales and other services to support the automotive industry such as logistics, vehicle financing, car rental services, fuel distribution, amongst others.

Indomobil aims to become not only the largest automotive conglomerate in Indonesia, but also to provide the best product and services for customers and create a positive impact to all stakeholders. Indomobil currently employs more than 13,500 employees across Indonesia, and is part of Salim Group.

About FOTON Motor:

Foton Motor is the most comprehensive and largest commercial vehicle manufacturer in China. Foton Motor has completed a series of core components strategic integration with world-renowned companies Daimler, Cummins, and ZF. At the same time, Foton Motor actively responds to the global trend of green and low-carbon development and regards new energy strategy as the company's first development strategy. Foton adheres to the "three lines" of pure electric, plug-in hybrid, and fuel cells, and masters the five core technologies of vehicle integration, electric drive, electronic control, power battery, and hydrogen fuel cell, continuous iteration of lightweight, intelligence and big data technology, to achieve both technology and market leadership. At present, Foton overseas new energy products have covered 45 countries and regions around the world, including Europe and Japan, and have achieved outstanding results in markets such as Chile, Thailand, Singapore, and Australia.