

Lampiran 1
Pembelian Dari Pihak Yang Berelasi

		PEMBELIAN REIAS
ASII	2007	26.721.000.000.000
	2008	38.920.000.000.000
	2009	38.466.000.000.000
	2010	54.611.000.000.000
	2011	63.505.000.000.000
AUTO	2007	1.129.625.000.000
	2008	1.090.503.000.000
	2009	1.362.376.000.000
	2010	1.394.795.000.000
	2011	1.517.067.000.000
BRAM	2007	672.264.000
	2008	8.249.398.000
	2009	86.790.221.000
	2010	111.186.732.000
	2011	88.169.163.000
GDYR	2007	99.265.534.000
	2008	116.353.818.000
	2009	68.927.998.000
	2010	81.534.582.000
	2011	157.597.029.000
GJTL	2007	577.861.000.000
	2008	743.824.000.000
	2009	636.258.000.000
	2010	809.323.000.000
	2011	824.940.000.000
IMAS	2007	3.579.897.145.895
	2008	6.118.043.176.554
	2009	4.719.726.710.031
	2010	6.988.587.014.769
	2011	9.247.112.864.837
INDS	2007	170.201.134.684
	2008	267.951.482.577
	2009	6.501.775.929
	2010	9.948.430.996
	2011	20.662.885.853
SMSM	2007	122.484.329.738
	2008	147.897.939.030
	2009	174.258.439.309
	2010	197.838.401.182
	2011	206.426.384.220
AVERAGE		6.627.646.421.365
MAX		63.505.000.000.000
MIN		672.264.000
STDEV		15.346.455.991.740

Lampiran 2
Pembelian Dari Pihak Yang Tidak Berelasi

PERUSAHAAN	TAHUN	PURCHASES FROM UNRELATED PARTIES
ASII	2007	26.967.969.258.590
	2008	36.404.172.634.024
	2009	47.261.657.677.736
	2010	60.699.388.513.514
	2011	81.219.247.948.952
AUTO	2007	1.655.446.499.014
	2008	2.586.176.028.995
	2009	2.954.404.735.108
	2010	3.706.869.228.237
	2011	4.610.021.045.234
BRAM	2007	1.119.767.736.000
	2008	1.187.315.529.536
	2009	702.211.788.091
	2010	1.000.680.588.000
	2011	1.013.945.374.500
GDYR	2007	893.389.806.000
	2008	1.047.184.362.000
	2009	1.079.871.968.667
	2010	1.549.157.058.000
	2011	1.593.481.068.000
GJTL	2007	4.143.225.601.307
	2008	6.067.751.091.575
	2009	4.319.022.373.832
	2010	5.474.240.664.596
	2011	9.114.096.144.578
IMAS	2007	803.471.466.686
	2008	997.615.321.415
	2009	1.309.561.371.255
	2010	2.541.737.565.579
	2011	4.540.143.531.223
INDS	2007	302.711.159.520
	2008	594.183.274.749
	2009	326.922.630.686
	2010	792.344.391.262
	2011	812.517.995.316
SMSM	2007	526.267.416.756
	2008	657.646.391.199
	2009	576.855.523.230
	2010	732.727.926.109
	2011	809.951.676.932
	AVERAGE	8.117.383.809.150
	MAX	81.219.247.948.952
	MIN	302.711.159.520
	STDEV	17.699.787.720.454

Lampiran 3

Penjualan Ke Pihak Yang Berelasi

PERUSAHAAN	Tahun	Penjualan (Rp)
ASII	2007	1.460.000.000.000
	2008	2.438.000.000.000
	2009	2.374.000.000.000
	2010	3.044.000.000.000
	2011	8.963.000.000.000
AUTO	2007	1.273.214.000.000
	2008	1.760.873.000.000
	2009	1.655.508.000.000
	2010	2.136.205.000.000
	2011	2.764.681.000.000
BRAM	2007	51.794.040.000
	2008	12.804.708.000
	2009	68.354.738.000
	2010	132.446.579.000
	2011	145.416.646.000
GDYR	2007	555.821.091.000
	2008	531.285.166.000
	2009	573.459.452.000
	2010	916.614.666.000
	2011	980.407.530.000
GJTL	2007	454.844.000.000
	2008	259.205.000.000
	2009	154.075.000.000
	2010	330.589.000.000
	2011	604.185.000.000
IMAS	2007	134.219.107.442
	2008	91.807.912.616
	2009	71.477.567.876
	2010	1.184.296.738.971
	2011	534.813.527.229
INDS	2007	256.553.930
	2008	98.921.954
	2009	734.338.450
	2010	1.733.985.319
	2011	5.074.521.381
SMSM	2007	101.599.864.318
	2008	135.586.044.772
	2009	162.097.622.690
	2010	180.723.644.960
	2011	202.868.100.274
	AVERAGE	911.204.301.705
	MAX	8.963.000.000.000
	MIN	98.921.954
	STDEV	1.562.041.141.543

Lampiran 4
Penjualan Ke Pihak Yang Tidak Berelasi

		PENJUALAN KE PIHAK YANG TIDAK BERELASI
ASII	2007	68.723.000.000.000
	2008	94.626.000.000.000
	2009	96.152.000.000.000
	2010	126.947.000.000.000
	2011	153.601.000.000.000
AUTO	2007	2.932.061.000.000
	2008	3.576.847.000.000
	2009	3.610.290.000.000
	2010	4.118.904.000.000
	2011	4.598.978.000.000
BRAM	2007	1.495.317.912.000
	2008	1.625.081.507.000
	2009	1.432.284.572.000
	2010	1.672.913.033.000
	2011	1.754.795.410.000
GDYR	2007	533.040.965.000
	2008	713.234.161.000
	2009	719.359.979.000
	2010	823.727.448.000
	2011	885.384.810.000
GJTL	2007	6.205.010.000.000
	2008	7.704.268.000.000
	2009	7.782.357.000.000
	2010	9.523.315.000.000
	2011	11.237.211.000.000
IMAS	2007	4.949.837.992.634
	2008	8.105.327.142.380
	2009	6.868.092.128.854
	2010	9.751.037.877.564
	2011	15.241.766.759.430
INDS	2007	564.184.292.114
	2008	963.099.260.879
	2009	719.494.460.471
	2010	1.025.386.402.791
	2011	1.229.911.770.039
SMSM	2007	962.455.230.293
	2008	1.218.000.040.971
	2009	1.212.553.982.971
	2010	1.381.063.311.709
	2011	1.605.022.679.964
	AVERAGE	16.719.765.353.252
	MAX	153.601.000.000.000
	MIN	533.040.965.000
	STDEV	36.651.472.940.623

Lampiran 5

Laba Bersih (*Earning After Tax*)

		EARNING AFTER TAX
ASII	2007	6.519.273.000.000
	2008	9.191.000.000.000
	2009	10.040.000.000.000
	2010	14.366.000.000.000
	2011	21.077.000.000.000
AUTO	2007	454.907.000.000
	2008	566.025.000.000
	2009	768.265.000.000
	2010	1.141.179.000.000
	2011	1.101.583.000.000
BRAM	2007	39.148.712.000
	2008	94.775.520.000
	2009	72.105.574.000
	2010	134.160.199.000
	2011	71.039.628.000
GDYR	2007	42.399.174.000
	2008	812.053.000
	2009	121.085.749.000
	2010	66.742.812.000
	2011	19.408.176.000
GJTL	2007	90.841.000.000
	2008	(624.788.000.000)
	2009	905.330.000.000
	2010	830.624.000.000
	2011	683.629.000.000
IMAS	2007	1.382.852.849
	2008	23.046.929.947
	2009	117.593.451.463
	2010	448.671.163.584
	2011	970.891.331.743
INDS	2007	9.887.928.336
	2008	31.827.215.353
	2009	58.765.937.255
	2010	71.109.354.932
	2011	120.415.120.240
SMSM	2007	80.324.965.210
	2008	91.471.918.506
	2009	132.850.275.038
	2010	150.420.111.988
	2011	219.260.485.960
	AVERAGE	1.757.511.615.985
	MAX	21.077.000.000.000
	MIN	(624.788.000.000)
	STDEV	4.420.811.770.258

Lampiran 6
Format Data Panel

	26.721.000.000.000	26.967.969.258.590	1.460.000.000.000	68.723.000.000.000	6.519.273.000.000
	38.920.000.000.000	36.404.172.694.024	2.438.000.000.000	94.626.000.000.000	9.191.000.000.000
	38.466.000.000.000	47.261.657.677.736	2.374.000.000.000	96.152.000.000.000	10.040.000.000.000
	54.611.000.000.000	60.699.388.513.514	3.044.000.000.000	126.947.000.000.000	14.366.000.000.000
	63.505.000.000.000	81.219.247.948.952	8.963.000.000.000	153.601.000.000.000	21.077.000.000.000
	1.129.625.000.000	1.655.446.499.014	1.773.214.000.000	2.932.061.000.000	454.907.000.000
	1.090.509.000.000	2.586.176.028.995	1.760.873.000.000	3.576.847.000.000	566.025.000.000
	1.362.376.000.000	2.954.404.735.108	1.655.508.000.000	3.610.290.000.000	768.265.000.000
	1.394.795.000.000	3.706.869.228.237	2.136.205.000.000	4.118.904.000.000	1.141.179.000.000
	1.517.067.000.000	4.610.021.045.234	2.764.681.000.000	4.598.978.000.000	1.101.583.000.000
	672.264.000	1.119.767.736.000	51.794.040.000	1.495.317.912.000	39.148.712.000
	8.249.398.000	1.187.315.529.536	12.804.708.000	1.625.081.507.000	94.775.520.000
	86.790.221.000	702.211.788.091	68.354.738.000	1.432.284.572.000	72.105.574.000
	111.186.732.000	1.000.680.588.000	132.446.579.000	1.672.913.033.000	134.160.199.000
	88.169.163.000	1.013.945.374.500	145.416.646.000	1.754.795.410.000	71.039.628.000
	99.265.534.000	893.389.806.000	555.821.091.000	533.040.965.000	42.399.174.000
	116.353.818.000	1.047.184.362.000	531.285.166.000	713.234.161.000	812.053.000
	68.927.998.000	1.079.871.968.667	573.459.452.000	719.359.979.000	121.085.749.000
	81.534.582.000	1.549.157.058.000	916.614.666.000	823.727.448.000	66.742.812.000
	157.597.029.000	1.593.481.068.000	980.407.530.000	885.384.810.000	19.408.176.000
	577.861.000.000	4.143.225.601.307	454.844.000.000	6.205.010.000.000	90.841.000.000
	743.824.000.000	6.067.751.091.575	259.205.000.000	7.704.268.000.000	(624.788.000.000)
	636.258.000.000	4.319.022.373.832	154.075.000.000	7.782.357.000.000	905.330.000.000
	809.323.000.000	5.474.240.664.596	330.589.000.000	9.523.315.000.000	830.624.000.000
	824.940.000.000	9.114.096.144.578	604.185.000.000	11.237.211.000.000	683.629.000.000
	3.579.897.145.895	803.471.466.686	134.219.107.442	4.949.837.992.634	1.382.852.849
	6.118.043.176.554	997.615.321.415	91.807.912.616	8.105.327.142.380	23.046.929.947
	4.719.726.710.031	1.308.561.371.255	71.477.567.876	6.868.092.128.854	117.593.451.463
	6.988.587.014.769	2.541.737.565.579	1.184.296.738.971	9.751.037.877.564	448.671.163.584
	9.247.112.864.837	4.540.143.531.223	534.813.527.229	15.241.766.759.430	970.891.331.743
	170.201.134.684	302.711.159.520	256.553.930	564.184.292.114	9.887.928.336
	267.951.482.577	594.183.274.749	98.921.954	963.099.260.879	31.827.215.353
	6.501.775.929	326.922.630.686	734.338.450	719.494.460.471	58.765.937.255
	9.948.430.996	792.344.391.262	1.733.985.319	1.025.386.402.791	71.109.354.932
	20.662.885.853	812.517.995.316	5.074.521.381	1.229.911.770.039	120.415.120.240
	122.484.329.738	526.267.416.756	101.599.864.318	962.455.230.293	80.324.965.210
	147.897.939.030	657.646.391.199	135.586.044.772	1.218.000.040.971	91.471.918.506
	174.258.439.309	576.855.523.230	162.097.622.690	1.212.553.982.971	132.850.275.038
	197.838.401.182	732.727.926.109	180.723.644.960	1.381.063.311.709	150.420.111.988
	206.426.384.220	809.951.676.932	202.868.100.274	1.605.022.679.964	219.260.485.960
AVERAGE	6.627.646.421.365	8.117.383.808.150	911.204.301.705	16.719.765.353.252	1.757.511.615.985
MAX	63.505.000.000.000	81.219.247.948.952	8.963.000.000.000	153.601.000.000.000	21.077.000.000.000
MIN	672.264.000	302.711.159.520	98.921.954	533.040.965.000	(624.788.000.000)
STDEV	15.346.455.991.740	17.689.787.720.454	1.562.041.141.543	36.651.472.940.623	4.420.811.770.258
% AVG	27%	73%	14%	86%	

Lampiran 7
 Hasil Uji Hausman

Correlated Random Effects - Hausman Test				
Pool: PROFIT				
Test cross-section random effects				
Test Summary		Chi-Sq. Statistic	Chi-Sq. d.f.	Prob.
Cross-section random		8.148.822	4	0.0863
Cross-section random effects test comparisons:				
Variable	Fixed	Random	Var(Diff.)	Prob.
PB_R?	-0.153797	0.074114	0.014563	0.0589
PB_NR?	0.029809	0.111805	0.000945	0.0076
PJ_R?	0.428396	0.527711	0.004949	0.1580
PJ_NR?	0.184402	0.018833	0.005636	0.0274
Cross-section random effects test equation:				
Dependent Variable: PROFIT?				
Method: Panel Least Squares				
Date: 01/13/13 Time: 07:49				
Sample: 2007 2011				
Included observations: 5				
Cross-sections included: 8				

Sumber : E-views 6.0

Lampiran 8
Model *Random Effect*

Dependent Variable: PROFIT?				
Method: Pooled EGLS (Cross-section random effects)				
Date: 01/13/13 Time: 07:48				
Sample: 2007 2011				
Included observations: 5				
Cross-sections included: 8				
Total pool (balanced) observations: 40				
Swamy and Arora estimator of component variances				
Variable	Coefficient	Std. Error	t-Statistic	Prob.
C	-4.369.855	1.427.856	-3.060.431	0.0042
PB_R?	0.074114	0.066134	1.120.673	0.2701
PB_NR?	0.111805	0.030967	3.610.460	0.0009
PJ_R?	0.527711	0.087645	6.020.990	0.0000
PJ_NR?	0.018833	0.033598	0.560520	0.5787
Random Effects (Cross)				
_ASII—C	-1.978.431			
_AUTO—C	-2.444.538			
_BRAM—C	2.843.518			
_GDYR—C	-4.131.539			
_GJTL—C	-2.077.374			
_IMAS—C	-2.721.659			
_INDS—C	3.519.171			
_SMSM—C	3.272.466			
Effects Specification				
			S.D.	Rho
Cross-section random			3.329.456	0.5596
Idiosyncratic random			2.953.394	0.4404
Weighted Statistics				
R-squared	0.984328	Mean dependent var		6.480.745
Adjusted R-squared	0.982537	S.D. dependent var		2.363.641
S.E. of regression	3.123.537	Sum squared resid		3414770.
F-statistic	5.495.584	Durbin-Watson stat		2.262.989
Prob(F-statistic)	0.000000			
Unweighted Statistics				
R-squared	0.991499	Mean dependent var		1.757.512
Sum squared resid	6479649.	Durbin-Watson stat		1.192.593

Sumber : E-views 6.0

Lampiran 9

Penjualan Industri Otomotif 2012 (Unit)



INDUSTRI OTOMOTIF MARKET & EXIM
 JANUARI-DESEMBER 2012

Kategori	Sub Kategori	Bulan												SALES 2012	SHARE %
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC		
1	CC+1.800-CC	682	1.317	1.405	1.073	1.057	2.148	1.823	1.824	2.228	1.854	1.921	1.483	18.888	1,7%
	1.500+CC-1.800 (CC)	270	1.041	769	1.088	1.012	1.883	1.486	1.486	1.583	1.074	1.145	1.348	14.754	1,3%
	CC+1.500 (CC)	28	28	28	28	28	28	28	28	28	28	28	28	489	0,0%
NEW STOCK		1.080	2.386	2.199	2.189	2.137	4.059	3.337	3.337	3.839	2.956	3.094	3.859	34.131	3,1%
2	CC+1.800-CC	28.525	48.444	48.927	45.985	49.971	58.423	62.728	61.983	54.828	62.228	54.378	48.748	593.147	52,2%
	1.500+CC-1.800 (CC)	18.875	11.822	22.884	13.222	13.118	14.388	13.686	14.428	13.628	13.248	12.588	12.528	152.282	13,0%
	CC+1.500 (CC)	221	182	221	221	221	221	221	221	221	221	221	221	2.621	0,2%
NEW STOCK		47.621	60.448	72.032	59.425	63.288	77.032	76.692	73.481	70.077	78.277	67.127	63.557	748.050	65,2%
3	CC+1.800-CC	-	-	-	-	-	-	-	-	-	-	-	-	-	0,0%
	1.500+CC-1.800 (CC)	211	484	688	481	528	686	528	488	688	387	424	232	5.683	0,5%
	CC+1.500 (CC)	8	87	85	87	88	84	288	188	182	178	214	43	1.743	0,2%
NEW STOCK		219	571	773	569	616	774	616	576	870	605	646	275	7.398	0,7%
4	GVW 1-3 Tn (GV)	18	228	18	227	248	247	281	123	128	112	137	38	2.191	0,2%
	GVW 3-5 Tn (GV)	8	143	85	248	241	143	148	117	188	221	287	373	2.283	0,2%
	GVW > 5 Tn (GV)	-	-	-	-	-	-	-	-	-	-	-	-	-	0,0%
NEW STOCK		26	379	263	473	489	424	332	348	321	388	384	471	4.474	0,4%
5	GVW < 1 Tn (GV)	11.881	13.615	13.824	12.741	12.388	13.883	14.388	14.488	14.684	17.428	17.144	12.614	148.254	13,1%
	GVW 1-10 Tn (GV)	6.148	6.417	6.888	6.887	6.787	7.288	7.287	7.317	9.118	9.281	10.528	9.981	99.733	8,8%
	GVW 10-20 Tn (GV)	1.288	782	528	528	428	1.288	1.288	688	1.288	1.414	1.118	308	12.788	1,1%
NEW STOCK		19.317	20.814	21.240	20.156	19.603	21.459	21.963	22.493	24.830	27.423	28.763	22.923	261.765	22,9%
6	DOUBLE CABIN 4/2/4/4	873	716	1.482	1.428	1.288	2.323	2.481	1.704	2.488	1.877	1.271	1.641	13.284	1,7%
	Pu/BCC	-	-	-	-	-	-	-	-	-	-	-	-	-	0,0%
NEW STOCK		873	716	1.482	1.428	1.288	2.323	2.481	1.704	2.488	1.877	1.641	13.284	1,7%	
TOTAL		682	2.374	2.718	2.183	2.185	5.031	4.309	4.309	4.841	3.877	4.271	4.853	53.364	4,7%
TOTAL		682	2.374	2.718	2.183	2.185	5.031	4.309	4.309	4.841	3.877	4.271	4.853	53.364	4,7%

Sumber : www.gaikindo.or.id

Lampiran 10

Laporan Laba Rugi PT. Astra International, Tbk Tahun 2011

PT ASTRA INTERNATIONAL Tbk
DAN ENTITAS ANAK/AND SUBSIDIARIES

LAPORAN LABA RUGI KONSOLIDASIAN
UNTUK TAHUN YANG BERAKHIR
31 DESEMBER 2011 DAN 2010
(Dinyatakan dalam miliaran Rupiah,
kecuali dinyatakan lain)

CONSOLIDATED PROFIT AND LOSS ACCOUNT
FOR THE YEARS ENDED
31 DECEMBER 2011 AND 2010
(Expressed in billions of Rupiah,
unless otherwise stated)

	2011	Catatan/ Notes	2010	
Pendapatan bersih	162,564	29,40	129,038	Net revenue
Beban pokok pendapatan	<u>(130,530)</u>	30	<u>(103,117)</u>	Cost of revenue
Laba bruto	32,034		25,921	Gross profit
Beban penjualan	(6,603)	30,40	(5,277)	Selling expenses
Beban umum dan administrasi	(7,599)	30	(5,919)	General and administrative expenses
Penghasilan bunga	696		502	Interest income
Seban bunga	(710)		(484)	Interest expense
Keuntungan/(kerugian) selisih kurs, bersih	118		(26)	Foreign exchange gain/(loss), net
Penghasilan lain-lain	2,210	31	1,769	Other income
Beban lain-lain	(134)		(351)	Other expenses
Bagian atas hasil bersih entitas asosiasi dan pengendalian bersama entitas	<u>5,760</u>	11	<u>4,896</u>	Share of results of associates and jointly controlled entities
Laba sebelum pajak penghasilan	25,772		21,031	Profit before income tax
Beban pajak penghasilan	<u>(4,695)</u>	10c	<u>(4,027)</u>	Income tax expenses
Laba tahun berjalan	<u>21,077</u>		<u>17,004</u>	Profit for the year
Laba yang diatribusikan kepada:				Profit attributable to:
Pemilik entitas induk	17,785		14,368	Owners of the parent
Keperwakilan nonpengendali	<u>3,292</u>	28	<u>2,636</u>	Non-controlling interests
	<u>21,077</u>		<u>17,004</u>	
Laba per saham – dasar dan diusia (dalam satuan Rupiah)	<u>4,393</u>	34	<u>3,549</u>	Earnings per share – basic and diluted (full Rupiah)

Lampiran 11

Transaksi Dengan Pihak Berelasi PT. Astra International, Tbk Tahun 2011

PT ASTRA INTERNATIONAL Tbk
DAN ENTITAS ANAKI AND SUBSIDIARIES

CATATAN ATAS
LAPORAN KEUANGAN KONSOLIDASIAN
31 DESEMBER 2011 DAN 2010
(Dinyatakan dalam millaran Rupiah,
kecuali dinyatakan lain)

NOTES TO
THE CONSOLIDATED FINANCIAL STATEMENTS
31 DECEMBER 2011 AND 2010
(Expressed in billions of Rupiah,
unless otherwise stated)

33. INFORMASI MENGENAI PIHAK BERELASI (lanjutan) 33. RELATED PARTY INFORMATION (continued)

b. Pendapatan (lanjutan)

	2011		2010	
	% ^{a)}	Rp	% ^{a)}	Rp
PT Swadaya Harapan Nusantara	0.00	2	0.00	2
PT Komatsu Astra Finance	0.00	2	0.00	1
PT Hero Supermarket Tbk	0.00	2	0.00	4
PT Komatsu Patria Attachment ^{d)}	0.00	2	0.00	-
PT Astra Auto Finance	0.00	1	0.00	1
PT Tunas Mobilindo Parama	0.00	-	0.01	6
Lain-lain (masing-masing dibawah Rp 1 miliar/ Others (below Rp 1 billion each)	0.00	3	0.00	2
Jumlah/Total	5.52	8,963	5.78	7,460

a) % terhadap jumlah pendapatan bersih.
d) Entitas asosiasi sejak Januari 2011.

c. Pembelian barang dan jasa

Rincian pembelian barang dan jasa dari pihak-pihak berelasi adalah sebagai berikut:

	2011		2010	
	% ^{a)}	Rp	% ^{a)}	Rp
PT Toyota-Astra Motor	22.81	33,010	26.12	29,859
PT Astra Honda Motor	8.85	12,812	8.49	9,710
PT Astra Daihatsu Motor	7.96	11,516	8.83	9,870
PT Isuzu Astra Motor Indonesia	2.22	3,213	2.36	2,695
PT GS Battery	0.96	1,396	1.11	1,264
PT Komatsu Remanufacturing Asia	0.59	857	0.54	613
PT Denso Sales Indonesia	0.24	346	0.27	311
PT Toyofuji Logistics Indonesia	0.10	140	0.12	132
PT Kayaba Indonesia	0.07	96	0.07	77
PT Traktor Nusantara	0.03	46	0.01	16
PT Toyofuji Serasi Indonesia	0.03	39	0.02	26
PT DIC Astra Chemical	0.01	8	0.01	7
PT Akebono Brake Astra Indonesia	0.01	8	0.01	7
PT Astra Nippon Gasket Indonesia	0.00	6	0.01	12
PT Inti Ganda Perdana	0.00	5	0.00	5
PT Swadaya Harapan Nusantara	0.00	4	0.00	-
PT Denso Indonesia	0.00	2	0.00	5
PT Fuji Technica Indonesia ^{b)}	0.00	1	0.00	2
Jumlah/Total	43.88	63,505	47.77	54,611

a) % terhadap jumlah beban pokok pendapatan, beban penjualan, umum dan administratif.
b) Di konsolidasi sejak Juni 2011.

b. Revenue (continued)

	2011		2010	
	% ^{a)}	Rp	% ^{a)}	Rp
PT Swadaya Harapan Nusantara	0.00	2	0.00	2
PT Komatsu Astra Finance	0.00	2	0.00	1
PT Hero Supermarket Tbk	0.00	2	0.00	4
PT Komatsu Patria Attachment ^{d)}	0.00	2	0.00	-
PT Astra Auto Finance	0.00	1	0.00	1
PT Tunas Mobilindo Parama	0.00	-	0.01	6
Lain-lain (masing-masing dibawah Rp 1 miliar/ Others (below Rp 1 billion each)	0.00	3	0.00	2
Jumlah/Total	5.52	8,963	5.78	7,460

a) % of total net revenue.
d) An associate since January 2011.

c. Purchase of goods and services

Details of purchase of goods and services from related parties are as follows:

	2011		2010	
	% ^{a)}	Rp	% ^{a)}	Rp
PT Toyota-Astra Motor	22.81	33,010	26.12	29,859
PT Astra Honda Motor	8.85	12,812	8.49	9,710
PT Astra Daihatsu Motor	7.96	11,516	8.83	9,870
PT Isuzu Astra Motor Indonesia	2.22	3,213	2.36	2,695
PT GS Battery	0.96	1,396	1.11	1,264
PT Komatsu Remanufacturing Asia	0.59	857	0.54	613
PT Denso Sales Indonesia	0.24	346	0.27	311
PT Toyofuji Logistics Indonesia	0.10	140	0.12	132
PT Kayaba Indonesia	0.07	96	0.07	77
PT Traktor Nusantara	0.03	46	0.01	16
PT Toyofuji Serasi Indonesia	0.03	39	0.02	26
PT DIC Astra Chemical	0.01	8	0.01	7
PT Akebono Brake Astra Indonesia	0.01	8	0.01	7
PT Astra Nippon Gasket Indonesia	0.00	6	0.01	12
PT Inti Ganda Perdana	0.00	5	0.00	5
PT Swadaya Harapan Nusantara	0.00	4	0.00	-
PT Denso Indonesia	0.00	2	0.00	5
PT Fuji Technica Indonesia ^{b)}	0.00	1	0.00	2
Jumlah/Total	43.88	63,505	47.77	54,611

a) % of total cost of revenue, selling, general and administrative expenses.
b) Consolidated since June 2011.

Lampiran 12

Laporan Laba Rugi PT. Astra Autoparts, Tbk Tahun 2011

PT ASTRA OTOPARTS Tbk
DAN ENTITAS ANAK/DAN SUBSIDIARIES

LAPORAN LABA RUGI KONSOLIDASIAN
UNTUK TAHUN YANG BERAKHIR
31 DESEMBER 2011 DAN 2010
(Dinyatakan dalam jutaan Rupiah,
kecuali dinyatakan lain)

CONSOLIDATED INCOME STATEMENTS
FOR THE YEARS ENDED
31 DECEMBER 2011 AND 2010
(Expressed in millions of Rupiah,
unless otherwise stated)

	2011	Catatan/ Notes	2010	
Pendapatan bersih	7,363,659	2x,22	6,255,109	Net revenue
Beban pokok pendapatan	<u>(6,126,058)</u>	2x,23	<u>(5,102,483)</u>	Cost of revenue
Laba bruto	1,237,601		1,152,626	Gross profit
Beban penjualan	(294,835)	2x,24	(215,941)	Selling expenses
Beban umum dan administrasi	(423,218)	2x,24	(363,570)	General and administrative expenses
Penghasilan bunga	41,056	25	47,548	Interest income
Beban bunga dan keuangan	(55,549)	26	(27,854)	Interest and financial charges
Penghasilan lain-lain	60,817	27	47,871	Other income
Beban lain-lain	(4,575)		(7,480)	Other expenses
Bagian laba bersih entitas asosiasi dan pengendalian bersama entitas	<u>693,786</u>	2b,7	<u>761,161</u>	Equity in net income of associates and jointly controlled entities
Laba sebelum pajak penghasilan	1,255,083		1,394,261	Profit before income tax
Beban pajak penghasilan	<u>(153,500)</u>	2y,6c	<u>(168,956)</u>	Income tax expenses
Laba tahun berjalan	<u>1,101,583</u>		<u>1,225,305</u>	Profit for the year
Laba yang dapat diatribusikan kepada:				Profit attributable to:
Pemilik entitas induk	1,006,716		1,141,179	Owners of the parent
Kepentingan nonpengendali	<u>94,867</u>	21	<u>84,126</u>	Non-controlling interests
	<u>1,101,583</u>		<u>1,225,305</u>	
Laba per saham - dasar dan dilusian (Rupiah per lembar)	<u>261</u>	2z,28	<u>296</u>	Earnings per share - basic and diluted (full Rupiah)

Lampiran 13

Transaksi Dengan Pihak Berelasi PT. Astra Autoparts, Tbk Tahun 2011

PT ASTRA OTOPARTS Tbk
DAN ENTITAS ANAK/AND SUBSIDIARIES

CATATAN ATAS
LAPORAN KEUANGAN KONSOLIDASIAN
31 DESEMBER 2011 DAN 2010
(Dinyatakan dalam jutaan Rupiah,
kecuali dinyatakan lain)

NOTES TO THE CONSOLIDATED
FINANCIAL STATEMENTS
31 DECEMBER 2011 AND 2010
(Expressed in millions of Rupiah,
unless otherwise stated)

29. INFORMASI MENGENAI PIHAK BERELASI (lanjutan)

29. RELATED PARTY INFORMATION (continued)

Transaksi dan saldo dengan pihak berelasi (lanjutan)

Transactions and balances with related parties
(continued)

a. Pendapatan

a. Revenue

	2011		2010	
	Rp	% ^a	Rp	% ^a
PT Astra Honda Motor	1,879,122	25.52	1,427,018	22.81
PT Inti Ganda Perdana	218,318	2.98	195,373	3.12
PT Astra Daihatsu Motor	188,321	2.58	150,291	2.40
PT AT Indonesia	118,644	1.58	102,788	1.64
PT Kayaba Indonesia	88,309	0.90	62,951	1.01
PT Denso Indonesia dan entitas anak/and subsidiary	54,181	0.74	60,568	0.97
PT Toyota Astra Motor	44,463	0.60	10,577	0.17
PT Showa Indonesia Manufacturing	38,457	0.52	86,233	1.06
PT Astra Multi Trucks Indonesia	33,572	0.48	30,385	0.49
PT GS Battery	28,742	0.39	18,738	0.30
PT TD Automotive Compressor Indonesia	25,447	0.35	-	-
PT Akebono Brake Astra Indonesia	17,886	0.24	15,308	0.24
PT Alsin Indonesia	15,115	0.20	13,480	0.22
PT Federal Nitran Industries	11,983	0.16	1,410	0.02
PT Isuzu Astra Motor Indonesia	11,531	0.16	9,720	0.15
PT Toyoda Gosei Safety Systems Indonesia	7,351	0.10	7,403	0.12
PT Asira Agro Lestari Tbk	2,134	0.03	-	-
PT Andalan Multi Kencana	1,778	0.02	2,684	0.04
AJMakes Asia Pacific Pte., Ltd.	1,559	0.02	-	-
PT Astra International Tbk	784	0.01	22,302	0.38
PT United Tractors Tbk	86	0.00	1,836	0.03
PT Suryaraya Lestari	-	-	1,627	0.03
PT Kimia Tiga Utama	-	-	1,800	0.03
Lain-lain (masing-masing di bawah Rp 1 miliar/ Others (below Rp 1 billion each)	1,138	0.02	1,739	0.03
	<u>2,784,881</u>	<u>37.54</u>	<u>2,204,014</u>	<u>35.24</u>

^a % terhadap total pendapatan bersih/total net revenue

b. Pembelian

b. Purchases

	2011		2010	
	Rp	% ^a	Rp	% ^a
PT GS Battery	1,393,843	22.75	1,281,164	24.72
PT Kayaba Indonesia	94,988	1.55	78,531	1.50
PT DIC Astra Chemicals	7,979	0.13	8,800	0.13
PT Akebono Brake Astra Indonesia	7,850	0.13	8,504	0.13
PT Asira Nippon Gasket Indonesia	5,324	0.09	11,598	0.23
PT Asira International Tbk	3,800	0.06	2,728	0.05
PT Denso Indonesia dan entitas anak/and subsidiary	3,105	0.05	-	-
Lain-lain (masing-masing di bawah Rp 1 miliar/ Others (below Rp 1 billion each)	380	0.00	1,484	0.03
	<u>1,517,062</u>	<u>24.78</u>	<u>1,388,807</u>	<u>26.79</u>

^a % terhadap total beban pokok pendapatan/total cost of revenue

Harga atas transaksi-transaksi penjualan dan pembelian dengan pihak-pihak berelasi pada umumnya ditentukan melalui negosiasi atau dengan menggunakan transactional net margin method.

Prices for sales and purchase transactions with related parties are generally determined by negotiation or the transactional net margin method.

Lampiran 14

Laporan Laba Rugi PT. Indo Kordsa, Tbk Tahun 2011

PT. INDO KORDSA Tbk DAN ENTITAS ANAK
LAPORAN LABA RUGI KOMPREHENSIF KONSOLIDASIAN
UNTUK TAHUN-TAHUN YANG BERAKHIR 31 DESEMBER 2011 DAN 2010

PT. INDO KORDSA Tbk AND ITS SUBSIDIARIES
CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME
FOR THE YEARS ENDED DECEMBER 31, 2011 AND 2010

	2011 Rp '000	Catatan/ Notes	2010 Rp '000	
PENJUALAN BERSIH	1.900.212.056	20,32	1.805.359.812	NET SALES
BEBAN POKOK PENJUALAN	<u>(1.616.094.815)</u>	21,32	<u>(1.497.478.944)</u>	COST OF GOODS SOLD
LABA KOTOR	<u>284.117.141</u>		<u>307.880.868</u>	GROSS PROFIT
Beban penjualan	(40.857.399)	22	(45.055.996)	Selling expenses
Beban umum dan administratif	(53.299.788)	23	(48.384.688)	General and administrative expenses
Kaumangan (kerugian) kurs mata uang asing - bersih	2.437.058		(2.343.604)	Gain (loss) on foreign exchange - net
Penghasilan bunga	1.054.115	24	3.019.284	Interest income
Klaim asuransi	268.315	26	-	Insurance claims
Beban keuangan	(5.177.115)	25	(422.114)	Finance costs
Kerugian penurunan nilai properti investasi	(63.673.518)	12	-	Loss on decline in value of investment property
Kaumangan dan kerugian lain-lain	<u>(1.458.488)</u>	27	<u>(786.347)</u>	Other gains and losses
LABA SEBELUM PAJAK	<u>123.007.372</u>		<u>213.897.301</u>	INCOME BEFORE TAX
BEBAN PAJAK - BERSIH	<u>(51.967.744)</u>	28	<u>(69.122.655)</u>	TAX EXPENSES - NET
LABA BERSIH TAHUN BERJALAN	<u>71.039.628</u>		<u>144.774.646</u>	NET INCOME FOR THE YEAR
PENDAPATAN KOMPREHENSIF LAIN:				OTHER COMPREHENSIVE INCOME:
Seliah kurs karena penjabaran laporan keuangan	(18.475.012)		20.765.478	Transition adjustment
Cedangan lindung nilai	414.420		(213.464)	Hedging reserve
Realisasi laba atau efek tersedia untuk dijual	-		(457.406)	Realized gain on available-for-sale securities
Jumlah pendapatan komprehensif lain	<u>(18.060.592)</u>		<u>20.094.608</u>	Total other comprehensive income
JUMLAH PENDAPATAN KOMPREHENSIF	<u>54.979.036</u>		<u>164.869.254</u>	TOTAL COMPREHENSIVE INCOME
LABA BERSIH YANG DAPAT DIATRIBUSIKAN KEPADA				Net income attributable to:
Pemilik Entitas Induk	67.483.275		134.180.199	Owners of the Company
Kepentingan Nonpengendali	<u>3.556.353</u>	19	<u>10.614.447</u>	Noncontrolling interests
Laba bersih tahun berjalan	<u>71.039.628</u>		<u>144.774.646</u>	Net income for the year
JUMLAH LABA RUGI KOMPREHENSIF YANG DAPAT DIATRIBUSIKAN KEPADA:				TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:
Pemilik Entitas Induk	57.328.364		148.818.689	Owners of the Company
Kepentingan Nonpengendali	<u>(2.349.328)</u>	19	<u>18.050.595</u>	Noncontrolling interests
Jumlah laba rugi komprehensif	<u>54.979.036</u>		<u>164.869.254</u>	Total comprehensive income
LABA PER SAHAM DASAR (dalam Rupiah penuh)	150	29	298	BASIC EARNINGS PER SHARE (in full Rupiah)

Lihat catatan atas laporan keuangan konsolidasian yang merupakan bagian yang tidak terpisahkan dari laporan keuangan konsolidasian.

See accompanying notes to consolidated financial statements which are an integral part of the consolidated financial statements.

Lampiran 15

Transaksi Dengan Pihak Berelasi PT. Indo Kordsa, Tbk Tahun 2011

PT. INDO KORDSA Tbk DAN ENTITAS ANAK
CATATAN ATAS LAPORAN KEUANGAN KONSOLIDASIAN
UNTUK TAHUN-TAHUN YANG BERAKHIR
PADA TANGGAL 31 DESEMBER 2011 DAN 2010
(Lanjutan)

PT. INDO KORDSA Tbk AND ITS SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED
DECEMBER 31, 2011 AND 2010
(Continued)

- b. Perusahaan yang pemegang sahamnya sama dengan pemegang saham utama Perusahaan dan anak perusahaan:
- Kordsa Qingdao Nylon Enterprise Ltd, China
 - Kordsa Inc, Amerika Serikat
 - Interkordsa GmbH, Jerman
 - Nile Kordsa for Industrial Fabric, Mesir
 - Kordsa Brazil, Brasil

- b. Related parties with the same majority stockholder as the Company and its subsidiaries:
- Kordsa Qingdao Nylon Enterprise Ltd, China
 - Kordsa Inc, USA
 - Interkordsa GmbH, Germany
 - Nile Kordsa for Industrial Fabric, Egypt
 - Kordsa Brazil, Brazil

Transaksi-transaksi Pihak Berelasi

Transactions with Related Parties

Dalam kegiatan usahanya, Perusahaan dan entitas anak melakukan transaksi tertentu dengan pihak berelasi, yang meliputi antara lain:

In the normal course of business, the Company and its subsidiaries entered into certain transactions with related parties, including the following:

- a. Perusahaan dan entitas anak menyediakan manfaat imbalan kerja jangka pendek pada Komisaris dan Direktur sebesar Rp 7.483.632 ribu tahun 2011 dan Rp 6.496.528 ribu tahun 2010.
- b. 7,65% dan 7,34% dari jumlah penjualan masing-masing pada tahun 2011 dan 2010, merupakan penjualan kepada pihak berelasi dan ditentukan dengan metode *cost-plus*. Pada tanggal pelaporan, piutang atas penjualan tersebut dicatat sebagai bagian dari piutang usaha, yang meliputi 1,94% dan 2,33% dari jumlah aset masing-masing pada tanggal 31 Desember 2011 dan 2010.

- a. The Company and its subsidiaries provide short-term employee benefits to their Commissioners and Directors amounting to Rp 7,483,632 thousand in 2011 and Rp 6,496,528 thousand in 2010.
- b. Sales to related parties constituted 7.65% in 2011 and 7.34% in 2010 of the total sales, and are based on cost-plus. At reporting date, the receivables from these sales were presented as trade accounts receivable, which constituted 1.94% and 2.33%, respectively, of the total assets as of December 31, 2011 and 2010.

Rincian penjualan kepada pihak berelasi adalah sebagai berikut:

The details of sales to related parties are as follows:

	2011 Rp '000	2010 Rp '000	
Kordsa Qingdao Nylon Enterprise Ltd, China	114.764.951	128.692.156	Kordsa Qingdao Nylon Enterprise Ltd, China
Kordsa Global, Turki	25.223.407	32.309	Kordsa Global, Turkey
Nile Kordsa, Mesir	4.158.168	-	Nile Kordsa, Egypt
Kordsa Brazil	204.335	-	Kordsa Brazil
Kordsa Inc, Amerika Serikat	65.788	3.722.114	Kordsa Inc, USA
Jumlah	<u>145.418.648</u>	<u>132.448.579</u>	Total

- c. 8% dan 10% dari jumlah pembelian masing-masing pada tahun 2011 dan 2010, merupakan pembelian dari pihak berelasi dan ditentukan berdasarkan harga negosiasi. Pada tanggal pelaporan, utang atas pembelian tersebut dicatat sebagai bagian dari utang usaha, yang meliputi 9,93% dan 9,32% dari jumlah liabilitas masing-masing pada tanggal 31 Desember 2011 dan 2010.

- c. Purchases from related parties constituted 8% in 2011 and 10% in 2010 of the total purchases, and are based on negotiated price. At reporting date, the liabilities for these purchases were presented as trade accounts payable which constituted 9.93% and 9.32%, respectively, of the total liabilities as of December 31, 2011 and 2010.

Lampiran 17

Transaksi Dengan Pihak Berelasi PT. Goodyear Indonesia, Tbk Tahun 2011

PT GOODYEAR INDONESIA Tbk

Halaman - 5/34 - Schedule

CATATAN ATAS LAPORAN KEUANGAN
31 DESEMBER 2011 DAN 2010
(Dinyatakan dalam Dolar AS, kecuali dinyatakan lain)

NOTES TO THE FINANCIAL STATEMENTS
31 DECEMBER 2011 AND 2010
(Expressed in US Dollars, unless otherwise stated)

19. PENJUALAN BERSIH

19. NET SALES

	2011	2010	
Ban	208,380,132	192,746,008	Tyres
Ban dalam	718,432	383,486	Tubes
Bahan perbaikan dan lain-lain	211,896	241,872	Repair materials and others
	<u>207,310,260</u>	<u>193,371,346</u>	
Klasifikasi penjualan berdasarkan geografi dan pelanggan adalah sebagai berikut:			
	2011	2010	
Penjualan dalam negeri	98,378,090	91,525,272	Domestic sales
Penjualan ekspor	108,934,170	101,846,074	Export sales
	<u>207,310,260</u>	<u>193,371,346</u>	
Pihak ketiga	98,378,090	91,525,272	Third parties
Pihak berelasi	108,934,170	101,846,074	Related parties
	<u>207,310,260</u>	<u>193,371,346</u>	

Tidak ada pelanggan pihak ketiga dengan transaksi penjualan melebihi 10% dari total penjualan bersih.

There are no third party customers with transactions of more than 10% of total net sales.

Lihat Catatan 6 untuk rincian transaksi dan saldo-saldo pihak berelasi.

Refer to Note 6 for details of related party transactions and balances.

20. BEBAN POKOK PENJUALAN

20. COST OF GOODS SOLD

	2011	2010	
Bahan baku			Raw materials
- Pada awal tahun	5,876,096	3,957,501	At the beginning of the year -
- Pembelian	142,988,882	128,837,009	Purchases -
- Pada akhir tahun	(9,570,244)	(5,878,086)	At the end of the year -
Pemakaian bahan baku	<u>139,294,734</u>	<u>128,918,504</u>	Raw materials used
Upah buruh langsung	<u>10,428,350</u>	<u>8,969,478</u>	Direct labour cost
Penyusutan (Catatan 8)	11,878,344	11,312,038	Depreciation (Note 8)
Listrik dan bahan bakar	8,428,421	8,139,071	Electricity and energy
Bantuan teknis	8,385,902	8,861,896	Technical assistance fees
Pemeliharaan dan perbaikan	3,996,195	4,187,074	Repairs and maintenance
Beban regional	3,248,407	3,501,068	Regional charges
Beban pensiun	858,580	538,037	Pension cost
Lain-lain	4,438,872	3,013,177	Others
Beban produksi	<u>188,933,785</u>	<u>175,440,343</u>	Production cost
Barang dalam proses			Work in process
- Pada awal tahun	2,394,313	2,022,179	At the beginning of the year -
- Pada akhir tahun	(2,158,811)	(2,394,313)	At the end of the year -
Beban pokok produksi (saldo pindahan)	<u>189,169,487</u>	<u>175,068,209</u>	Cost of goods manufactured (carried forward balance)

Lampiran 18

Laporan Laba Rugi PT. Gajah Tunggal, Tbk Tahun 2011

PT. GAJAH TUNGGAL Tbk DAN ENTITAS ANAK LAPORAN LABA RUGI KOMPREHENSIF KONSOLIDASIAN UNTUK TAHUN-TAHUN YANG BERAKHIR 31 DESEMBER 2011 DAN 2010	PT. GAJAH TUNGGAL Tbk AND ITS SUBSIDIARIES CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME FOR THE YEARS ENDED DECEMBER 31, 2011 AND 2010			
	2011 Rp/Juta/ Rp/Million	Catatan/ Notes	2010 Rp/Juta/ Rp/Million	
PENJUALAN BERSIH	11.841.396	27,35	9.853.904	NET SALES
BEBAN POKOK PENJUALAN	10.172.171	28,35	7.915.174	COST OF SALES
LABA KOTOR	1.669.225		1.938.730	GROSS PROFIT
Beban penjualan	(407.653)	29	(438.497)	Selling expense
Beban umum dan administratif	(252.001)	30	(215.806)	General and administrative expense
Beban keuangan	(348.810)	31	(379.423)	Finance cost
Bagian laba bersih entitas asosiasi	80.848	11	48.968	Equity in net income of associate
Perhasilan bunga	54.134		56.831	Interest income
Keuntungan dan kerugian lain-lain	57.938	32	106.637	Other gains and losses
LABA SEBELUM PAJAK	855.681		1.120.440	INCOME BEFORE TAX
MANFAAT (BEBAN) PAJAK - BERSIH		33		TAX BENEFIT (EXPENSE) - NET
Pajak kini	(189.340)		(287.068)	Current tax
Pajak langgahan	17.286		(22.748)	Deferred tax
Beban Pajak - Bersih	(172.052)		(289.816)	Tax Expense - Net
LABA BERSIH TAHUN BERJALAN	683.629		830.624	NET INCOME FOR THE YEAR
Pendapatan komprehensif lain				Other comprehensive income
Perubahan ekuitas entitas asosiasi	262.773	11	-	Change in equity of associate
Perubahan nilai efek yang belum direalisasi	(356)		77.585	Unrealized changes in value of securities
JUMLAH LABA KOMPREHENSIF	946.046		908.209	TOTAL COMPREHENSIVE INCOME
LABA BERSIH YANG DAPAT DIATRIBUSIKAN KEPADA				NET INCOME ATTRIBUTABLE TO
Pemilik Entitas Induk	683.629		830.624	Owners of the Company
Kepentingan Nonpengendali	-		-	Non-controlling interest
Laba Bersih Tahun Berjalan	683.629		830.624	Net income for the Year
JUMLAH LABA KOMPREHENSIF YANG DAPAT DIATRIBUSIKAN KEPADA				TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO
Pemilik Entitas Induk	946.046		908.209	Owners of the Company
Kepentingan Nonpengendali	-		-	Non-controlling interest
Jumlah Laba Komprehensif	946.046		908.209	Total Comprehensive Income
LABA PER SAHAM DASAR (dalam Rupiah penuh)	196	34	236	EARNINGS PER SHARE (in full Rupiah)

Lihat catatan atas laporan keuangan konsolidasian yang merupakan bagian yang tidak terpisahkan dari laporan keuangan konsolidasian.

See accompanying notes to consolidated financial statements which are an integral part of the consolidated financial statements.

Lampiran 19

Transaksi Dengan Pihak Berelasi PT. Gajah Tunggal, Tbk Tahun 2011

PT. GAJAH TUNGGAL Tbk DAN ENTITAS ANAK
CATATAN ATAS LAPORAN KEUANGAN KONSOLIDASIAN
UNTUK TAHUN-TAHUN YANG BERAKHIR PADA TANGGAL
31 DESEMBER 2011 DAN 2010 (Lanjutan)

PT. GAJAH TUNGGAL Tbk AND ITS SUBSIDIARIES
NOTES TO CONSOLIDATED FINANCIAL STATEMENTS
FOR THE YEARS ENDED
DECEMBER 31, 2011 AND 2010 (Continued)

h. Pihak berelasi yang berada di bawah pengendalian bersama dari manajemen kunci Perusahaan adalah sebagai berikut:

h. Related parties which are under joint control of a key management of the Company are as follows:

- Seyen Machinery (Hong Kong) Co., Ltd.
- Seyen Machinery (Shanghai) Co, Ltd.

Transaksi-transaksi Pihak Berelasi

Transactions with Related Parties

Dalam kegiatan usahanya, Perusahaan dan entitas anak melakukan transaksi tertentu dengan pihak berelasi, yang meliputi antara lain:

In the normal course of business, the Company and its subsidiaries entered into certain transactions with related parties, including the following:

a. Perusahaan dan entitas anak menyediakan manfaat pada Komisaris dan Direktur Perusahaan dan entitas anak sebagai berikut:

a. The Company and its subsidiaries provide benefits to the Commissioners and Directors of the Company and its subsidiaries as follows:

	2011 Rp'Juta/ Rp'Million	2010 Rp'Juta/ Rp'Million	
Imbalan kerja jangka pendek	62.431	60.339	Short-term employee benefits
Imbalan pasca kerja	7.574	5.986	Post-employee benefits
Jumlah	70.005	66.325	Total

b. Jumlah penjualan bersih pada tahun 2011 dan 2010 masing-masing sebesar 5,10% dan 3,35% (Catatan 27), merupakan penjualan kepada pihak berelasi. Pada tanggal pelaporan, piutang atas penjualan tersebut dicatat sebagai bagian dari piutang usaha yang meliputi 1,28% dan 0,80% dari jumlah aset masing-masing pada tanggal 31 Desember 2011 dan 2010.

b. Net sales to related parties accounted for 5.10% in 2011 and 3.35% in 2010 of the net sales (Note 27). At reporting date, the receivables from these sales were presented as trade accounts receivable, which constituted 1.28% and 0.80%, respectively, of the total assets as of December 31, 2011 and 2010.

Rincian penjualan kepada pihak berelasi sebagai berikut:

The details of net sales to related parties are as follows:

	2011 Rp'Juta/ Rp'Million	2010 Rp'Juta/ Rp'Million	
GITI Tire (USA) Ltd.	295.837	163.182	GITI Tire (USA) Ltd.
Globaltraco Internasional Pte. Ltd.	162.439	122.604	Globaltraco Internasional Pte. Ltd.
GITI Tire Global Trading Pte. Ltd.	62.666	-	GITI Tire Global Trading Pte. Ltd.
PT Bando Indonesia	36.415	34.377	PT Bando Indonesia
GITI Tire (Fujian) Co., Ltd.	31.828	-	GITI Tire (Fujian) Co., Ltd.
GITI Tire (Canada) Ltd.	10.823	-	GITI Tire (Canada) Ltd.
Seyen Machinery (Shanghai) Co, Ltd.	3.200	9.538	Seyen Machinery (Shanghai) Co, Ltd.
Lain-lain (masing-masing di bawah Rp 900 juta)	977	888	Others (below Rp 900 million each)
Jumlah	604.185	330.589	Total

c. Saldo uang muka dari GITI Tire Global Trading Pte. Ltd. sebesar Rp 165.915 juta dan Rp 215.870 juta masing-masing pada tahun 2011 dan 2010, yang dicatat sebagai uang muka penjualan.

c. Balance of advance payment from GITI Tire Global Trading Pte. Ltd. amounted to Rp 165,915 million and Rp 215,870 million in 2011 and 2010, respectively, and recorded as sales advance.