

V O L V O

ENHANCING INDONESIA'S BUS MARKET



93+ Subsidiaries.
150,000+ employees.

Established in 1976 and changed to PT Indomobil Sukses International Tbk in 1997. A subsidiary of Salim Group.

Operating national wide :
7,200 independent dealers & part shops.





64+ branches & support offices
1,400+ employees.

Established in 1988. A subsidiary of
Indomobil Group.

Operating national wide : sales, spare
part & service support.



VOLVO BUSES

Global presence in 85+ countries.

7,400 + employees.

Established in 1968.

Has 13 manufacturing facilities globally.



VOLVO BUSES DEVELOPMENT IN INDONESIA

2

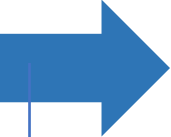
2008 : B12M 420 HP 4x2 started to be introduced in Indonesia (the first middle engine bus in Indonesia)

4

2019 : B8RLE 330 HP 4x2 started to be introduced in Indonesia

6

2022 : Volvo Buses chassis started to be assembled in Indonesia



2003 : B7R 290 HP 4x2 started to be introduced in Indonesia (the first air suspension bus in Indonesia)

2017 : B11R 370 HP 6x2 started to be introduced in Indonesia (119 units in TransJakarta as BRT city buses)

2019 : B11R 430 HP 6x2 started to be introduced in Indonesia (higher horsepower within current 6x2 chassis)

2022 : Introduction of Euro V bus chassis in Indonesia

1

3

5

7

AVAILABLE VOLVO BUSES PRODUCTS

B11R 370 HP 4x2 EUR 5

Air Suspension, with
I Shift transmission
Application : Tourism and
intercity (AKAP)



1

B11R 370 HP 6x2 EUR 5 B11R 450 HP 6x2 EUR 5

Air Suspension, with
I Shift transmission
Application : 370 HP for city
buses (BRT), 450 HP for
tourism and intercity (AKAP)



2

B8R 330 HP 4x2 EUR 5

Air Suspension, with
Automatic Transmission
Application : city bus,
tourism and intercity bus
(AKAP)



3

B8RLE 330 HP 4x2 EUR 5

Air Suspension, with
Automatic Transmission
Application : city bus



4



5

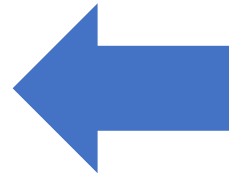
Alternative Fuel Buses

Introduction of low emission Euro 5 bus chassis

BUS MARKET QUICK BITES

1. The global bus market in 2023 is expected to increase in value terms by 7.55% when compared to 2022.
2. In the first half of 2023, the total bus retail sales in Indonesia reached 130% YOY growth when compared to the same period in 2022.
3. The positive trend of increasing bus sales in Indonesia is expected to continue in the second semester of 2023.

MARKET TREND



1. Body builder production capacity and its supporting components supply.
2. Availability of financing.
3. Possibility of policy shifting and budget allocation by the new government, that may affect city new bus procurement.
4. Saturation of certain routes which may result in price wars by bus companies.

AFFECTING FACTORS

Thank You