

COMPANY PROFILE



PT KIWOOM SEKURITAS INDONESIA

www.kiwoom.co.id

KIWOOM SEKURITAS INDONESIA

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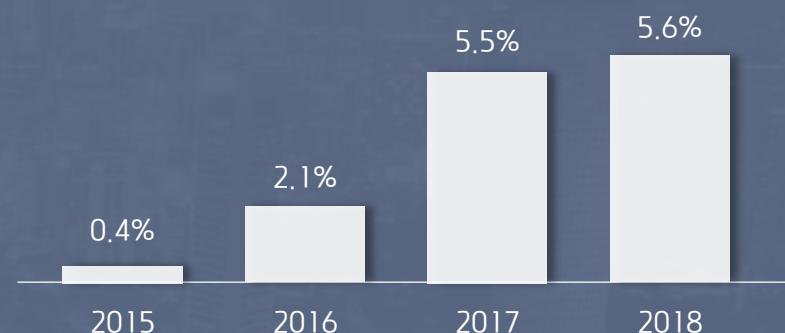
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Company Overview

Overview

- Established date October 12, 1995
- Number of employees 50
- Permit Perantara Pedagang Efek
- Profit for the year IDR 19.4 bn (base on FY2018)
- Total Equity IDR 353 bn (base on FY2018)
- Branches Mangga Dua, Surabaya
- Galleries Gading Serpong, Bandung, Cengkareng

Return on Equity



Board of Management

President Director	Chung Seop Bae
Marketing Director	Ratnawati Wibowo
Operational Director	Jongheum Baek
President Commissioner	Hyun Soon Hwang
Independent Commissioner	Hee Woo Park

Shareholder Structure

Major Shareholder	Stake
Kiwoom Securities Co., Ltd	99%
PT Sumber Masanda Jaya	1%

Vision

- The most trusted investment partner in Indonesia

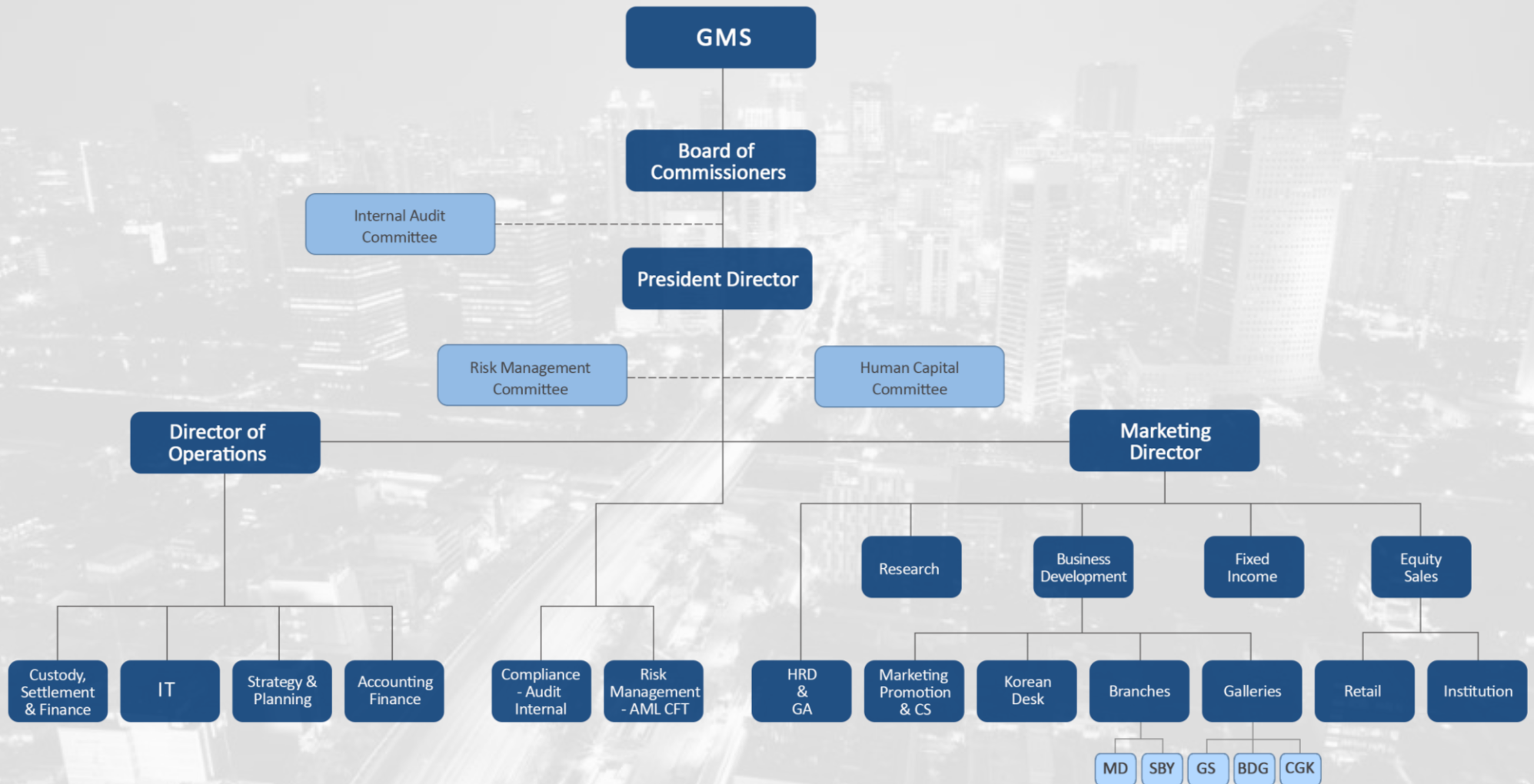
Mission

- To increase customer base through developing various financial products
- To expand brokerage business capacity by providing stable and sustainable systems
- To deliver the best experience that exceeds our customers' expectations

Core Value

- Customer-centric
Prioritizing customer in our decision making
- Professional
Constantly striving to improve our competencies
- Trust & Integrity
Adhere to the highest standards of ethical conduct, acting in good faith and with integrity
- Mutual Growth
Contribute to the development of society by growing together with Indonesia capital market

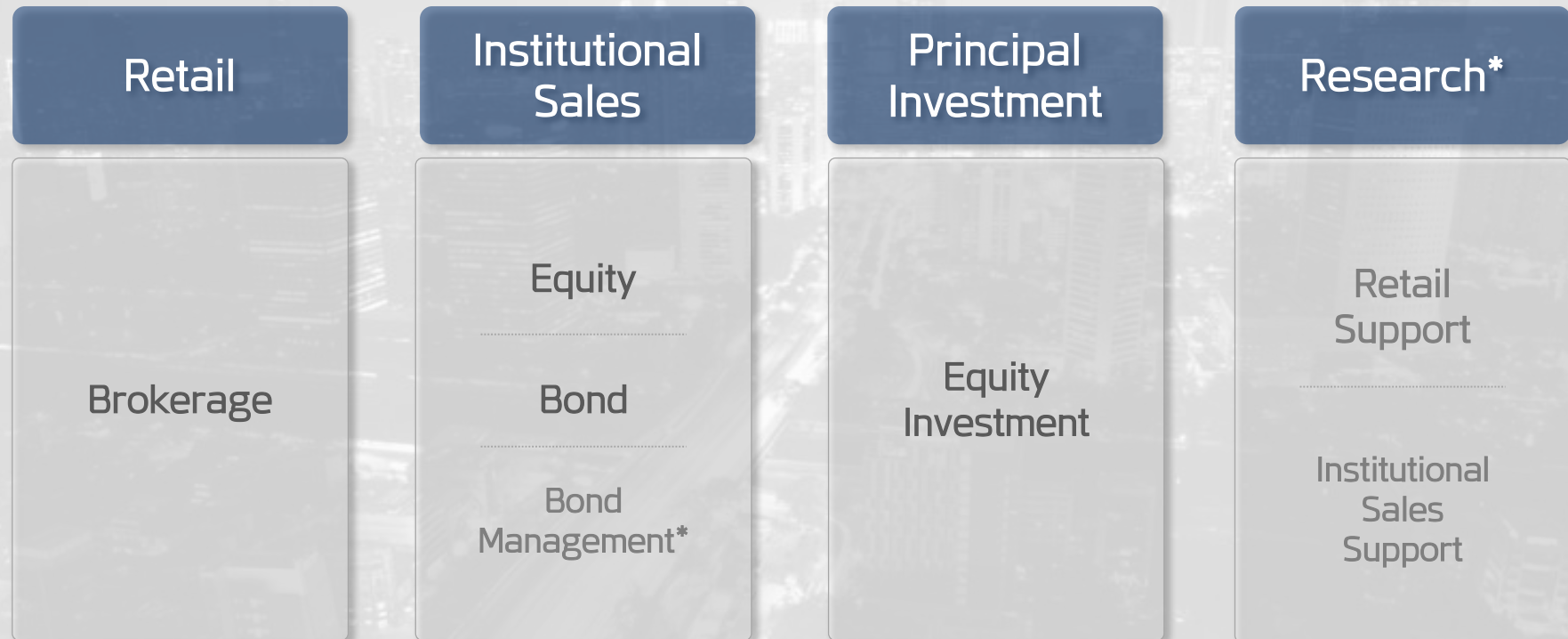
Organization Chart



History



Core Business



* In preparation

Kiwoom Retail Brokerage

Kiwoom has set a new standard for online trading. Our 'HERO' home trading system that boasts the best reliability, convenience, and speed has been promoting the culture of online investment

Strong Brokerage

All market and product choices are supported by distinct HTS and MTS

Equity

- Provides an easy, fast, and accurate online system especially for individual clients
- Secured transaction
- Supported by professional and experienced equity trader team
- Coaching clinic for beginner and advanced clients

Kiwoom Institutional Sales

Support institutional clients such as asset management, pension funds, insurance company, sub-broking client, and special institutional client for trading

Institutional Sales

Customize service to suit each customer to result in better investment opportunity

Equity

- Provides wide range equity brokerage services
- Experience and dedicated institutional sales team
- Fast and accurate order execution and settlement services with competitive fees

Fixed Income

- Provides fixed income brokerage services in the primary and secondary market
- Play an active role by providing direction to investors

Kiwoom Principal & Project Investment

Annual profit contribution with strict risk management

Profitability & Stability

Flexible and team-oriented decision-making process allows stable profit contribution

Equity

- Investing in IPO and Blue-Chip stocks to maximize company revenue

Reverse REPO

- Providing some fund which has been set or agreed by both parties and written in an agreement with stock collateral from the client.

Financial Data

(Unit : IDR 1 bil.)

Statement of Financial Position		FY2018	FY2017	FY2016
BS	Total Asset	499.8	455.2	204.1
	Total Liability	146.9	121.9	83.3
	Total Equity	353.0	333.3	120.8
PL	Operating Revenues	25.1	21.9	15.7
	Profit before Tax	20.7	13.0	3.5
	Profit for the Year	19.4	12.6	2.5
ROE		5.6%	5.5%	2.1%
EPS		68,746	43,179	24,249

Why Kiwoom Sekuritas Indonesia?

Strong financial backup and high expertise from Korea

- A subsidiary company of Kiwoom Securities Co., Ltd, Korea, listed in KOSPI
- No. 1 broker in terms of market share in South Korea for 15 years

Experienced and dedicated service team

- Supported by young professionals, experts in their field with high integrity to support client's investment in Indonesia and Korea

Fast and accurate

- We ensure fast and accurate order execution and settlement services with competitive fees

THANK YOU

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