



Media Information

September 21, 2011

Strategic partnership between BMW Indonesia and Bank OCBC NISP.

Total financial solutions for BMW and MINI customers.

Jakarta. BMW and MINI customers in Indonesia will soon have access to a full range of innovative financial products and services when purchasing or leasing their automobile. An agreement signed between PT BMW Indonesia and Bank OCBC NISP today, will result in both companies cooperating to create value for BMW Group customers in Indonesia.

The cooperation will be branded as **BMW or MINI Financial Services powered by Bank OCBC NISP**. The financial services will be offered to BMW Group customers for car financing in showrooms, thus providing a one-stop shopping solution. Customers can select their ideal BMW model and arrange for an innovative financing solution in a premium surrounding without leaving the facility.

The cooperation agreement was signed by Mr Rudy Hamdani, Managing Director of Bank OCBC NISP and Mr Ramesh Divyanathan, President Director of BMW Group Indonesia, witnessed by Mr Pramukti Surjaudaja, Chairman of Bank OCBC NISP and Mr Clarence Chua Finance Director of BMW Group Indonesia. The signing ceremony was held at The Ritz Carlton Hotel Jakarta on 21 September 2011.

“BMW Indonesia Financial Services aims to create value and provide a premium level of service for our customers in Indonesia, especially by offering customer-orientated financial solutions to encourage long-term relationships and build customer loyalty.” said Ramesh Divyanathan, President Director of BMW Indonesia. Both companies have developed a common understanding to provide the best products and services of what we want to do in Indonesia together. “Furthermore, Bank OCBC NISP’s financial

strength and stability in these uncertain times is a significant consideration for us”, Mr Divyanathan added on the choice of Bank OCBC NISP as BMW's partner.

Rudy Hamdani, Managing Director of Bank OCBC NISP, explained: “ Bank OCBC NISP aims to be the best partner in every stage of our customers' lives by providing suitable and excellent total financial solutions. Through this strategic partnership we will provide affordable and attractive programs to support the purchasing process, e.g. by structuring payments to help customers match their choice of car with their financial capacity.”, he said.

Rudy added, “In line with our continued efforts to actively conduct car financing , we are proud to be partner with BMW Indonesia. Given the wealth of choices available to the premium market consumer, we are confident they will recognise and appreciate the high standards of servicing that we will offer to BMW and MINI customers. Professional finance staff, flexible finance products, prompt loan decisions and efficient service. This is what customers can expect from this strategic partnership between Bank OCBC NISP and BMW Indonesia Financial Services”, said Rudy Hamdani.

Bank OCBC NISP is the fourth oldest bank in Indonesia, established on April 4, 1941 in Bandung under the name of NV Nederlandsch Indische Spaar En Deposito Bank. Bank OCBC NISP currently employs more than 6,000 employees in 408 offices throughout 88 cities in Indonesia. OCBC Bank Singapore currently owns an 85.06% stake in Bank OCBC NISP.

PT BMW Indonesia is a wholly-owned subsidiary of Munich-based Bayerische Motoren Werke (BMW) AG in Germany. BMW Indonesia's activities cover the wholesale of BMW cars, spare parts and accessories, as well as the overall planning of sales, marketing, after-sales, and related activities in Indonesia. Its dealership network covers 11 new car dealers and 1 used-car dealer spread out in various cities in Indonesia.

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The BMW Group

The BMW Group is one of the most successful manufacturers of automobiles and motorcycles in the world with its BMW, MINI and Rolls-Royce brands. As a global company, the BMW Group operates 24 production facilities in 13 countries and has a global sales network in more than 140 countries.

The BMW Group achieved a global sales volume of approximately 1.29 million automobiles and over 87,000 motorcycles for the 2009 financial year. Total revenue was euro 50.68 billion. At 31 December 2009, the company employed a global workforce of approximately 96,000 associates.

The success of the BMW Group has always been built on long-term thinking and responsible action. The company has therefore established ecological and social sustainability throughout the value chain, comprehensive product responsibility and a clear commitment to conserving resources as an integral part of its strategy. As a result of its efforts, the BMW Group has been ranked industry leader in the Dow Jones Sustainability Indexes for the last six years.

BMW in Indonesia

PT. BMW Indonesia is a wholly-owned subsidiary of Munich-based Bayerische Motoren Werke (BMW) AG in Germany. The establishment of this subsidiary in April 2001 reflects the BMW Group's confidence in the long-term future of Indonesia. PT. BMW Indonesia's activities cover the wholesale of BMW and MINI cars, spare parts and accessories, as well as the overall planning of sales, marketing, after-sales, and related activities in Indonesia. Its dealership network covers 11 new car dealers and 1 used-car dealer spread out in various cities in Indonesia. Selected models of the 3 and 5 Series sedans are also assembled in Indonesia by a local partner. More information about BMW Indonesia may be found online at www.bmw.co.id.

Profile of Bank OCBC NISP

Bank OCBC NISP was established in Bandung, on April 4th, 1941. As of June 30th, 2011 Bank OCBC NISP has total assets of Rp 52.9 trillion and serves the customers through a network of 408 offices in 88 cities throughout Indonesia with 635 ATMs and facilitates transactions in more than 37,500 ATMs (including ATM Bersama, BCA, OCBC Bank in Singapore and BankCard in Malaysia) with the support of 6,087 dedicated employees. In running its business, Bank OCBC NISP focused in Small and Medium Enterprise and Consumer. The strong supports from the controlling shareholder, OCBC Bank Singapore (85.1%), which is ranked as the **World's Strongest Bank** by Bloomberg Market 2011, kept Bank OCBC NISP even more extensive to keep provide a variety of quality products and services in order to facilitate transactions and give financial solutions for its customers.

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