

PT Astra International Tbk

1Q 2014 Results Presentation



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Highlights

- Indonesia economic growth slowed moderately to 5.8% in 1Q 2014 (1Q 2013: 6%), driven by slowdown in investment while consumption remained strong
- Improved results from the Group's agribusiness and contract mining operations were partially offset by a decline in earnings from the Group's automotive and financial services businesses.
- While automotive demand remained favourable, discounting in the car market continues to have a negative impact on earnings.

	Period ended 31 st March		
	2014	2013	Change
Net Revenue (Rp bn)	49,821	46,678	7%
Net Income (Rp bn)*	4,727	4,310	10%
Net earnings per share (Rp)	117	106	10%
	As at 31 st March 2014	As at 31 st December 2013	Change
Shareholders' Funds (Rp bn)**	88,937	83,938	6%
Net asset value per share (Rp)**	2,197	2,073	6%

* Net income is profit attributable to owners of the parent.

** Shareholders' funds and Net asset value per share are based on equity attributable to owners of the parent.

Business structure

Automotive

Financial Services

Heavy Equipment & Mining

Agribusiness

Infrastructure, Logistics & Others

Information Technology

Automobile

- Toyota
- Daihatsu
- Isuzu
- BMW
- Peugeot
- UD Trucks

Motorcycle

Honda

Component

Astra Otoparts

Others

Astraworld

Automobile

- Astra Credit Companies
- Toyota Astra Finance

Motorcycle

Federal Intl. Finance

Heavy Equipment

- SAN Finance
- Komatsu Astra Finance

Banking

Bank Permata

Insurance

Asuransi Astra Buana

Construction Machinery

- United Tractors
- Traktor Nusantara

Mining Contractor

PAMA Persada Nusantara

Coal Mining

- PMM
- TTA
- ABP
- BEE
- ABB / ABJ
- DS / DN
- PJU

Palm Oil

Astra Agro Lestari

Toll Road

- MMS : 72km
- MTN : 11km
- MHI : 41km

Logistics

- SERA / TRAC
- Mobil 88 (used)
- SELOG
- TFLI

Water Utility

Palyja

Fuel Logistic

Gresik Terminal

Sea Port

Eastkal

Property

- Menara Astra
- Anandamaya Apartment

Document Solution

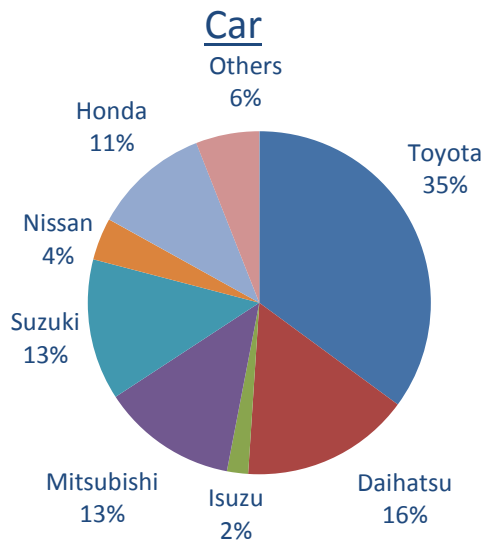
Astra Graphia

IT Solution

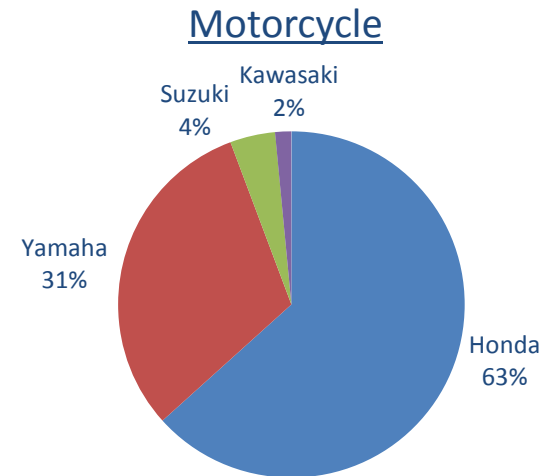
Astra Graphia Information Technology

Market position at 31 March 2014

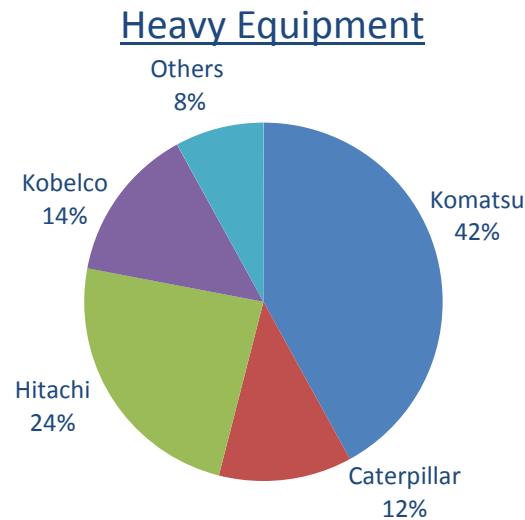
- Astra's car market share increasing from 52% to 53%, and Astra's motorcycle market share increasing from 62% to 63%.
- Komatsu continue to maintain leading market position with 42% market share, despite tight competition and weaker demand for heavy equipment due to lower commodity prices.



Source : Gaikindo



Source : AISI



Source: United Tractors – Internal Market Research

Corporate actions

Jan '14

- Astra International and Aviva signed an agreement to establish Joint Venture “Astra Aviva Life” with ownership structure 50:50, to provide life insurance product in Indonesia.
- Bank Permata completed a Rp 1.5 trillion Right Issue VI at price of Rp 1,242 per share.

Mar '14

- Bank Permata acquired 25% share of PT Astra Sedaya Finance amounted to Rp 2.2 trillion.

Financial Performance

Consolidated income statement

“Discounting in the car market has continued to have a negative impact on earnings, despite stronger volumes. The improved result from agribusiness was primarily due to higher CPO prices, while the contract mining business benefited from improved coal volumes. It is expected that there will continue to be heightened competition in the car market and a subdued outlook for coal prices for the remainder of the year.”

- Prijono Sugiarto, President Director

In Billion Rupiah	1Q14	1Q13	Change
USD / IDR, average	11,755	9,695	21%
Revenue	49,821	46,678	7%
Gross Profit	9,395	8,106	16%
Operating Expenses	(4,521)	(4,254)	6%
Other Income	670	677	(1%)
Equity Income	1,502	1,462	3%
Income Tax Expense	(1,336)	(1,045)	28%
Non-controlling interest	(983)	(636)	55%
Net Income	4,727	4,310	10%

Astra portfolio as at 31 March 2014

	Ownership %	Share of NI %			
		1Q14		1Q13	
		Auto	Non-Auto	Auto	Non-Auto
4W Automotive					
SO – Toyota, Daihatsu, Isuzu	100				
Toyota Astra Motor	51	22%		27%	
Astra Daihatsu Motor	32				
Isuzu Astra Motor Indonesia	45				
2W Automotive					
Astra Honda Motor	50	17%		17%	
Honda SO	100				
Component					
Astra Otoparts	80	5%		6%	
Financial Services					
Astra Sedaya Finance	100				
Federal International Finance	100				
Toyota Astra Financial Services	50				
Komatsu Astra Finance	50	16%	5%	19%	5%
SAN Finance	60				
Asuransi Astra Buana	96				
Permata Bank	45				
Heavy Equipment & Mining					
United Tractors	60		20%		16%
Pamapersada Nusantara	60				
Agribusiness					
Astra Agro Lestari	80		13%		7%
Infrastructure, Logistics, IT					
SERA	100				
Palyja	49		2%		3%
Marga Mandalasakti	79				
Astra Graphia	77				

Increased Net Income contribution from Non-Auto segment, driven by Agribusiness and Heavy Equipment and Mining:

	2011	2012	2013	1Q14
Auto (Incl. auto related Financial Services)	89%	64%	68%	60%
Non-Auto	11%	36%	32%	40%

Consolidated balance sheet

- Astra's net asset value of Rp 2,197 per share at 31st March 2014 was 6% higher than at the end of 2013.
- Net debt at 31st March 2014, exclusive of the Group's financial services subsidiaries, was Rp 3 trillion, compared to net debt of Rp 3.7 trillion at the end of 2013, an 18% decrease.

In Billion Rupiah	31-Mar-14	31-Dec-13	Change
Cash and Cash Equivalents	18,579	18,557	0%
Trade Receivables	20,349	19,843	3%
Inventories	16,696	14,433	16%
Financing Receivables	55,777	54,677	2%
Investment in Associates and Jointly Controlled Entities	25,254	23,870	6%
Fixed Assets	38,141	37,862	1%
Other Assets	47,591	44,752	6%
Total Assets	222,387	213,994	4%
Short-term Borrowings	11,217	12,854	(13%)
Trade Payables	19,134	17,275	11%
Long-term Debt	50,923	51,669	(1%)
Other Liabilities	28,012	26,008	8%
Total Liabilities	109,286	107,806	1%
Equity Attributable to The Owners of The Parent	88,937	83,938	6%
Non – controlling Interest	24,164	22,250	9%
Total Equity	113,101	106,188	7%
Net Debt	(43,561)	(45,966)	(5%)
Net Debt (Excl. Financial Services)	(3,026)	(3,687)	(18%)

Consolidated cash flow

As at 31 March 2014, Astra ending cash balance was Rp 18.4 trillion.

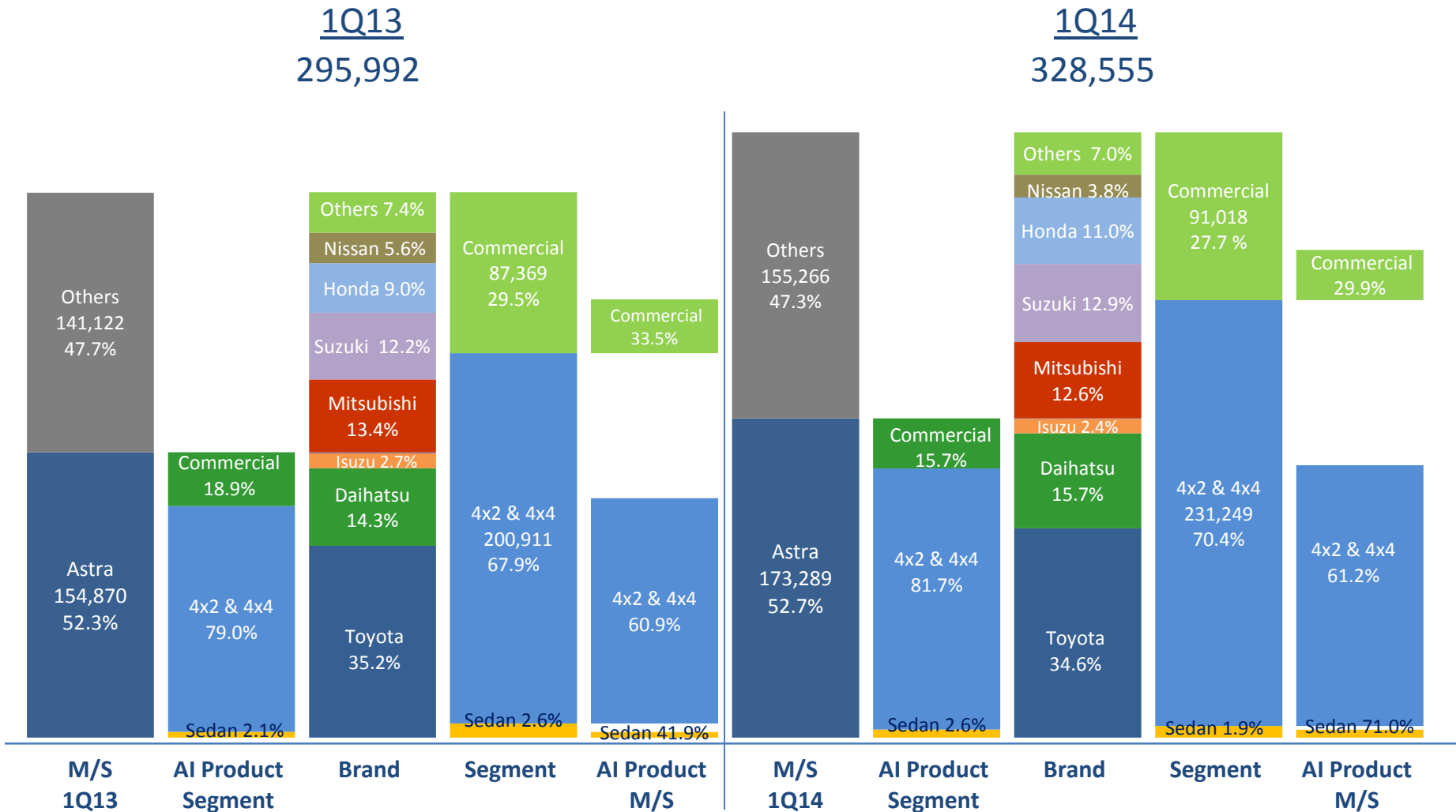
In Billion Rupiah	1Q14	1Q13	Change
Cash from operations	5,755	7,434	(1,679)
Tax Payments	(1,111)	(1,208)	97
Interest received	289	177	112
Dividends Received	-	82	(82)
Cash flow from Operating Activities + Dividends Received	4,933	6,485	(1,552)
Net Capex	(2,303)	(2,086)	(217)
Net Investment	(1,105)	(457)	(648)
Other Investing	(2,624)	(50)	(2,574)
Cash flow for Investing Activities	(6,032)	(2,593)	(3,439)
Net proceed of Debt	(331)	(2,330)	1,999
Interest Payment	(238)	(274)	36
Other Financing	1,633	(543)	2,176
Cash flow from Financing Activities	1,064	(3,147)	4,211
Increase/(Decrease) in Cash	(35)	745	(780)
Opening Cash Balance	18,555	10,815	7,740
Exchange Rate Adjustment	(151)	105	(256)
Closing Cash Balance (incl. Bank overdraft)	18,369	11,665	6,704

Business Updates



Automotive – wholesale car market

Astra's car sales rose by 12% with the market share increasing from 52% to 53%.



Automotive – car product launches

During first quarter 2014 , Astra launched 4 new models and 5 facelift models.



Toyota All New Corolla Altis
January 2014



BMW 535i M Sport
January 2014



Daihatsu Luxio
February 2014



Isuzu Giga FVZ Low Wheel Base
February 2014



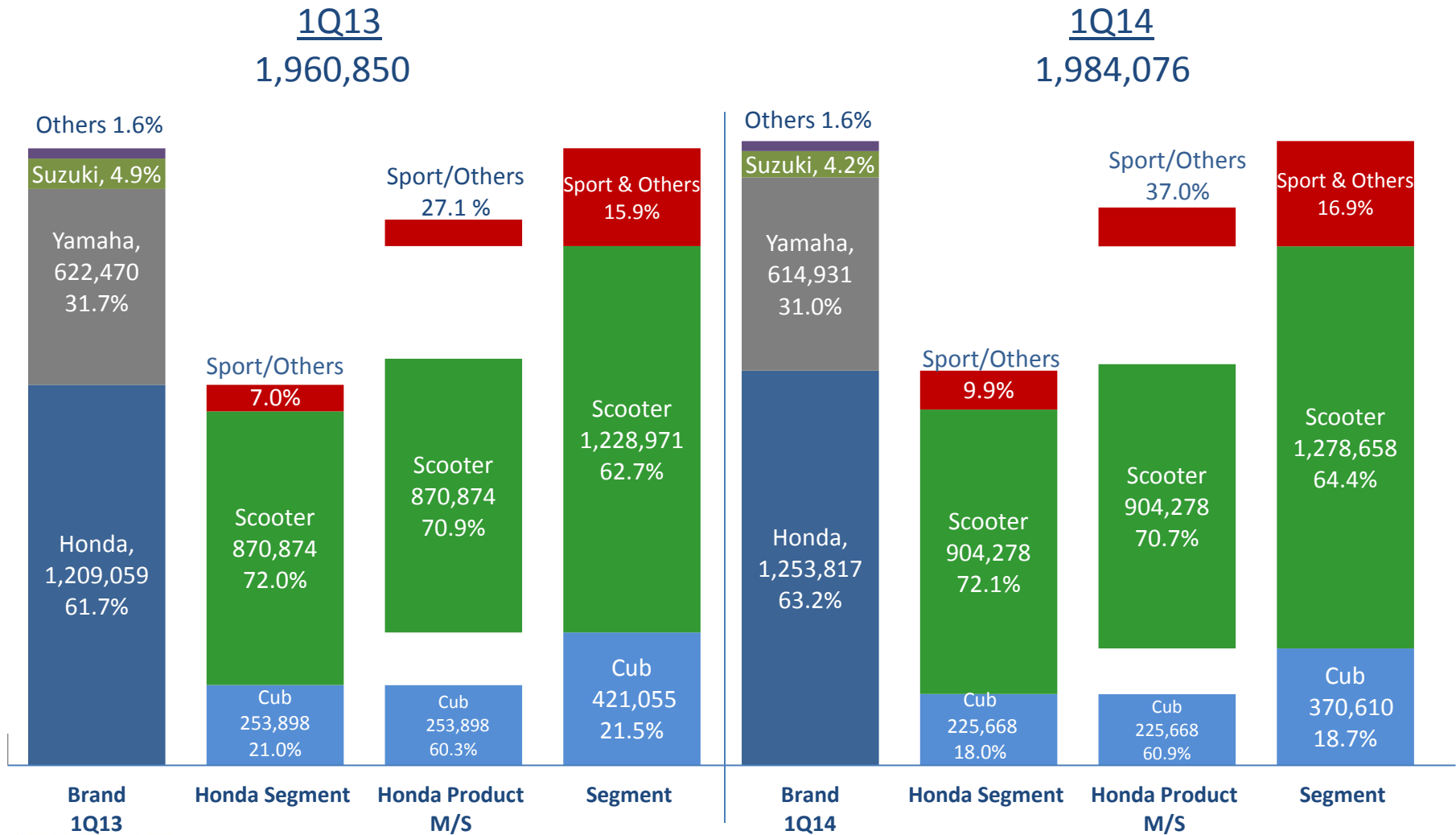
Toyota All New Yaris
March 2014



BMW M235i Coupe
March 2014

Automotive – wholesale motorcycle market

Astra Honda Motor's sales increased by 4%, with its market share increasing from 62% to 63%



Automotive – motorcycle product launches

During first quarter 2014, Astra Honda Motor launched 7 revamped models.



Honda Revo Series PGM-FI
January 2014



Honda Mega Pro PGM-FI
January 2014



Honda Supra-X 125 PGM-FI
February 2014



Honda Verza
February 2014



Honda Blade 125 PGM-FI
March 2014

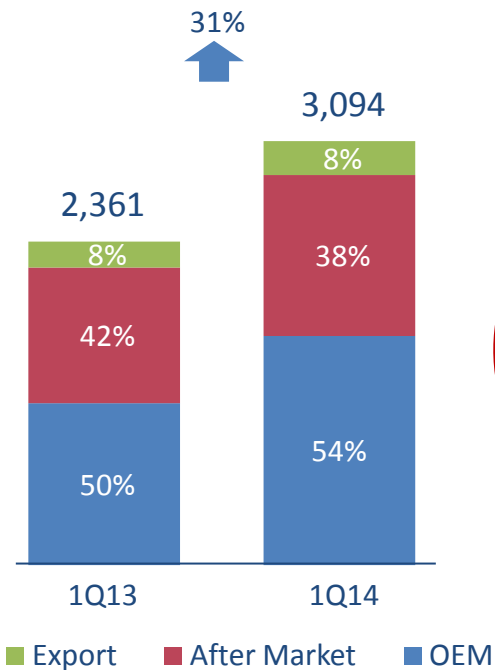


Honda Vario PGM-FI
March 2013

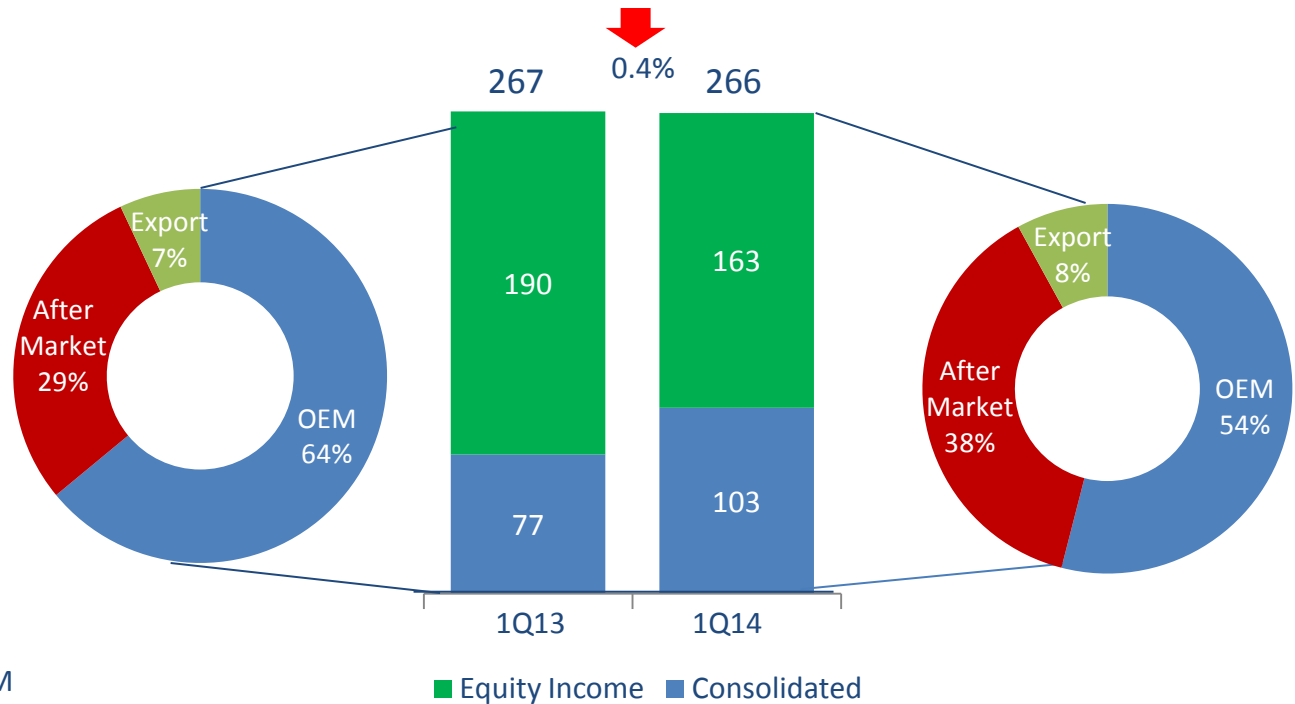
Automotive - components

Astra Otoparts, the Group's component manufacturing business, saw higher sales volumes although net income fell slightly to Rp 266 billion, caused by reduced manufacturing margins.

Revenue (IDR billion)



Net Income (IDR billion)



Financial services

Net income from the Group's financial services businesses declined by 5% to Rp 981 billion. Strong growth across most of the financial services portfolio, was offset by a decline in contribution from Asuransi Astra Buana.

Unit Financed		1Q14	1Q13	%
Auto	ACC (new & used cars)	55,099	44,859	23
	TAFS	15,191	14,872	2
	Total 4W	70,290	59,731	18
	FIF (Incl.Electronics)	641K	582K	10
HE	SANF	469	647	(28)
	KAF	52	109	(52)
	Total HE	521	756	(31)

Amount Financed (Rp bio)		1Q14	1Q13	%
Auto	ACC	7,184	6,230	15
	TAFS	2,265	2,289	(1)
	Total 4W	9,449	8,519	11
	FIF	5,271	4,709	12
	Total Auto	14,720	13,228	11
HE	SANF	693	777	(11)
	KAF	245	541	(55)
	Total HE	939	1,318	(29)

* Incl. Joint Financing

Asuransi Astra Buana

- 1Q14 Gross Written Premium up by 9% year on year to Rp 1 trillion
- RBC : 163%, requirement 120%

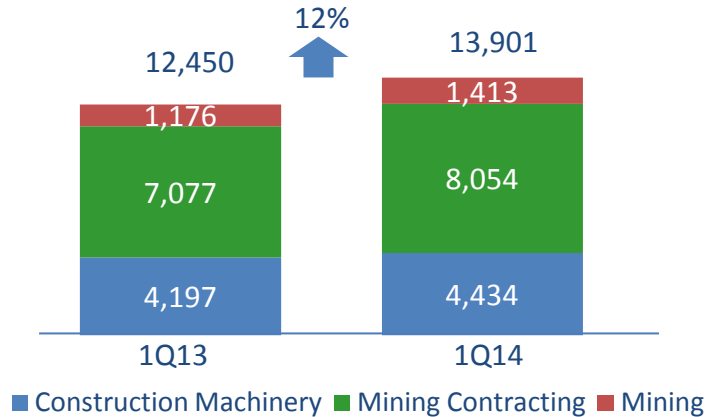
Bank Permata

- 1Q14 consolidated net income increased by 3% to Rp 367 billion
- Loan book grew by 21% to Rp 122 trillion
- LDR 94% & CAR 15%
- Gross-NPL ratio were down from 1.3% to 1.0%

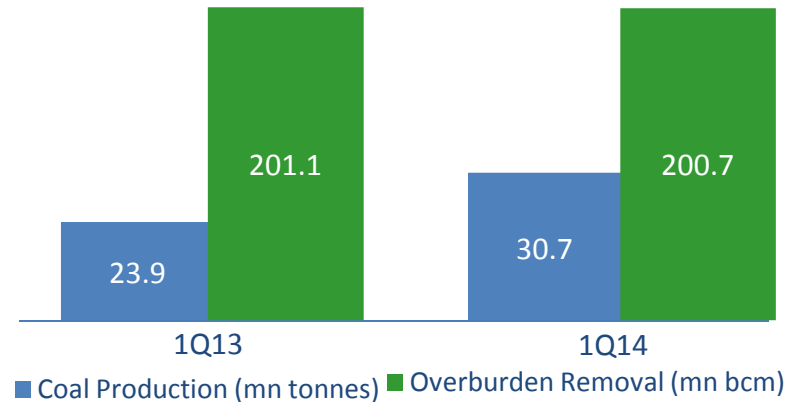
Heavy equipment & mining

United Tractors, 59.5%-owned, reported a 40% improvement in net income to Rp 1.6 trillion, driven by strong performance from its mining contracting business.

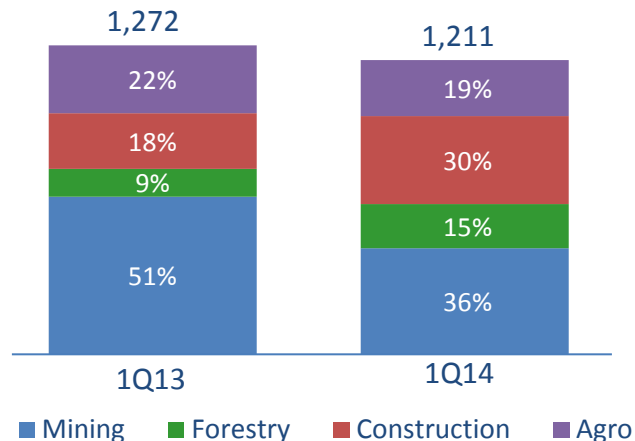
Revenue (Rp bio)



Mining Contracting

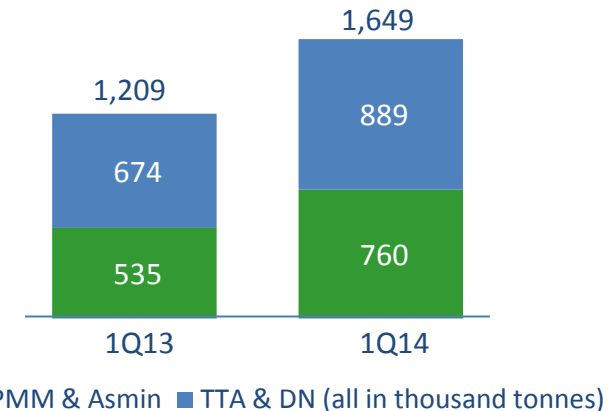


Komatsu Unit Sales



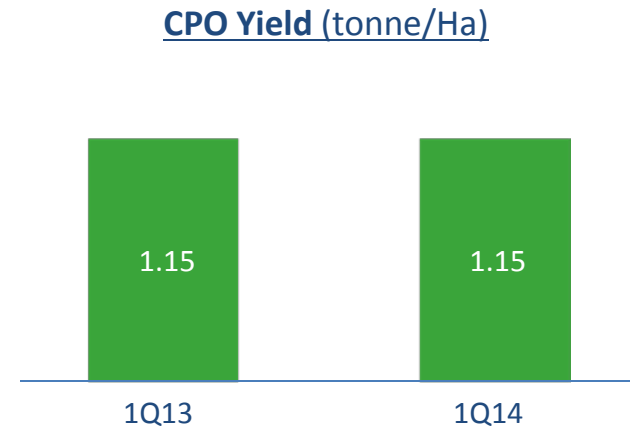
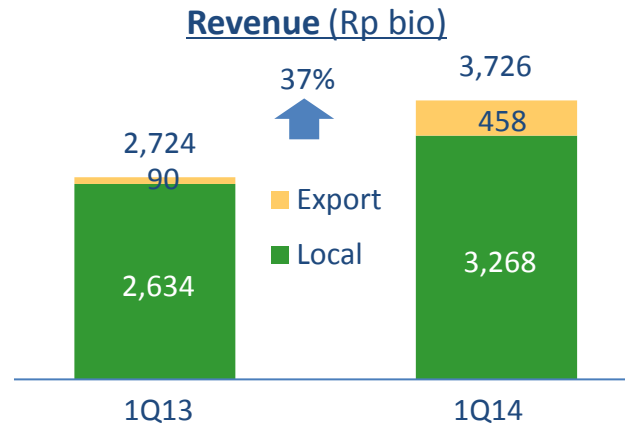
Coal Mines: Reserves and Sales

Est. Combined Coal Reserves (Mio Tons)	
TTA	30
PMM	3
ABP	9
ABB/ABJ	100
DS/DN	45
BEE	177
PJU	45
Total	409

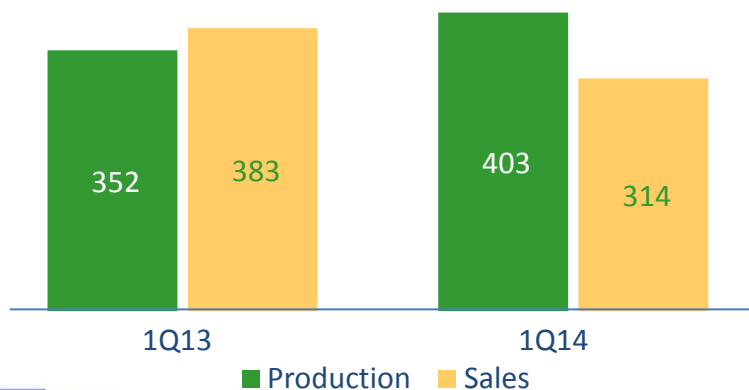


Agribusiness

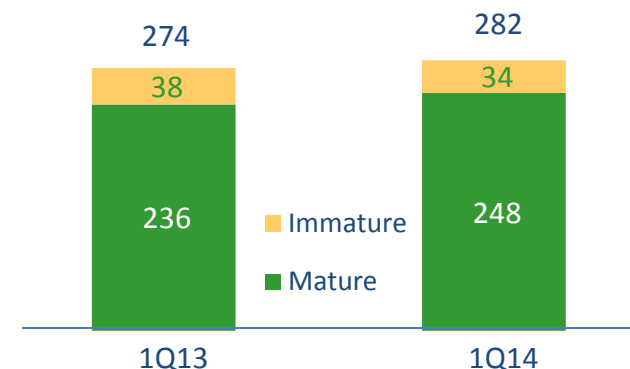
Astra Agro Lestari, 79.7%-owned, reported net income of Rp 785 billion, up 120% mainly due to higher average CPO price by 38%. CPO sales decreased by 18% to 314 thousand tonnes, primarily due to the commencement of operations of it's refinery in West Sulawesi.



CPO Production & Sales ('K tonnes)



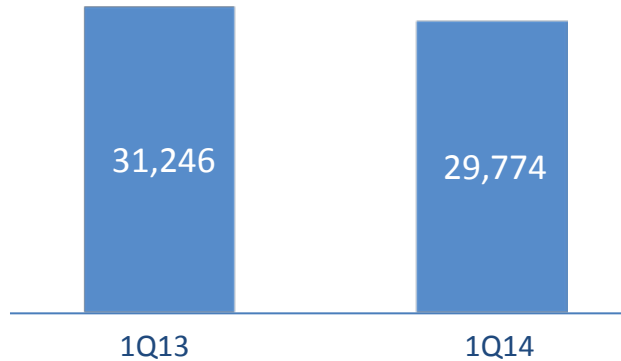
Area Maturity ('K Ha) *



* Incl. plasma plantation

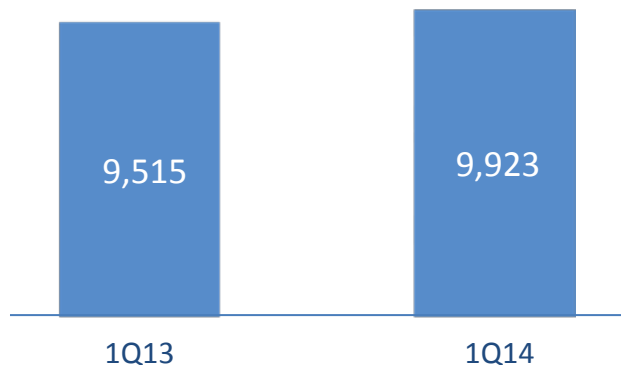
Infrastructure, logistics and others

TRAC Rental Car (unit)



- Serasi Autoraya's revenue improved, despite the number of vehicles under contract at its TRAC car rental business being lower by 5% to 30,000.

MMS Vehicle Traffic Volume ('K unit)



- Marga Mandalasakti, the Tangerang – Merak 72.5km toll road operator, reported a 4% increase in traffic volumes to 10 million vehicles.

Appendices

Divisional revenue and net income

Divisional Revenue

In Billion Rupiah	1Q14	1Q13	% Chg
Automotive	26,521	26,349	1%
Financial Services	3,648	3,268	12%
Heavy Equipment	13,857	12,431	11%
Agribusiness	3,726	2,724	37%
Infrastructure, Logistics & Others	1,676	1,540	9%
Information Technology	393	366	7%
Total	49,821	46,678	7%

Divisional Net Income

In Billion Rupiah	1Q14	1Q13	% Chg
Automotive	2,049	2,154	(5%)
Financial Services	981	1,038	(5%)
Heavy Equipment	959	690	39%
Agribusiness	625	284	120%
Infrastructure, Logistics & Others	87	124	(30%)
Information Technology	26	20	26%
Total	4,727	4,310	10%

Car products launched in 1Q14

Models Launched	Launching Time	Engine Capacity	Prices (IDR mn)
Car			
Toyota All New Altis	Jan'14	1,800cc	375 – 410
BMW 520d Modern	Jan'14	2,000cc	838*
BMW 520i Modern	Jan'14	2,000cc	858*
BMW 528i Luxury	Jan'14	2,000cc	998*
BMW 535i M Sport	Jan'14	3,000cc	1,298*
Isuzu Giga FVS Long Wheel Base	Feb'14	7,800cc	798
Daihatsu Luxio	Feb'14	1,500cc	157.4 – 182.6
Toyota All New Yaris	Mar'14	1,500cc	219.2 – 256.1
BMW M235i	Mar'14	3,000cc	928*
*Off the road			

Motorcycle products launched in 1Q14

Models Launched	Launching Time	Engine Capacity	Prices (IDR mn)
Motorcycle			
Honda Revo Series FI	Jan'14	110cc	12.7 – 14.1
Honda Mega Pro FI	Jan'14	150cc	20.5
Honda Supra – X 125 FI	Feb'14	125cc	15.4 – 16.4
Honda Verza	Feb'14	150cc	17.1 – 17.9
Honda Blade 125 FI	Mar'14	125cc	15.4 – 16.1
Honda Vario FI	Mar'14	110cc	15.2
Honda Vario Techno 125 FI	Mar'14	125cc	16.1 – 16.8

National market data (summary)

		1Q14		1Q13		Major Brands
		Wholesale	Astra	Wholesale	Astra	
Car	Sedan	6,288	71%	7,712	42%	Toyota - Vios/Limo, Altis, Camry; Honda - Civic, Accord; City; Mercedes - E Series, C Series
	4X2 & 4X4	231,249	61%	200,911	61%	Toyota - Avanza, Innova, Rush, Agya Daihatsu - Xenia, Terios, Ayla; Nissan - Grand Livina, March, Evalia; Suzuki - Ertiga, APV, Splash; Honda - Mobilio, Brio, Jazz, CR-V, Freed; Mitsubishi - Pajero Sport, Mirage, Outlander Sport
	Pick Up/ Trucks/ Bus	88,309	29%	83,449	33%	Mitsubishi - Canter, L-300, Strada; Daihatsu - Gran Max; Suzuki - Carry, APV; Isuzu - Elf, Panther, Giga; Toyota - Dyna, Hi-Lux, Hi-Ace
	Double Cabin	2,709	45%	3,920	40%	Toyota - Hilux; Mitsubishi - Strada; Ford - Ranger; Isuzu - D-Max
	Total	328,555	53%	295,992	52%	
Motorcycle	Cub	370,610	61%	421,055	60%	Honda - Supra X 125, Revo Series, Blade; Yamaha - Jupiter MX, Vega RR, Jupiter Z; Suzuki - Smash Titan, Shooter, Shogun Axello 125
	Scooter	1,278,658	71%	1,228,971	71%	Honda - BeAT, Vario, Scoopy; Yamaha - Mio, Xeon, X-Ride; Suzuki - Nex, Hayate, Let's
	Sport & Others	334,808	37%	310,824	27%	Yamaha - V-ixion, Byson, Scorpio Z; Honda - CB 150 R, Verza, New Mega Pro; Suzuki - Satria F 150, Thunder 125
	Total	1,984,076	63%	1,960,850	62%	

Source: Gaikindo & AISI

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