



FY 2017 Results

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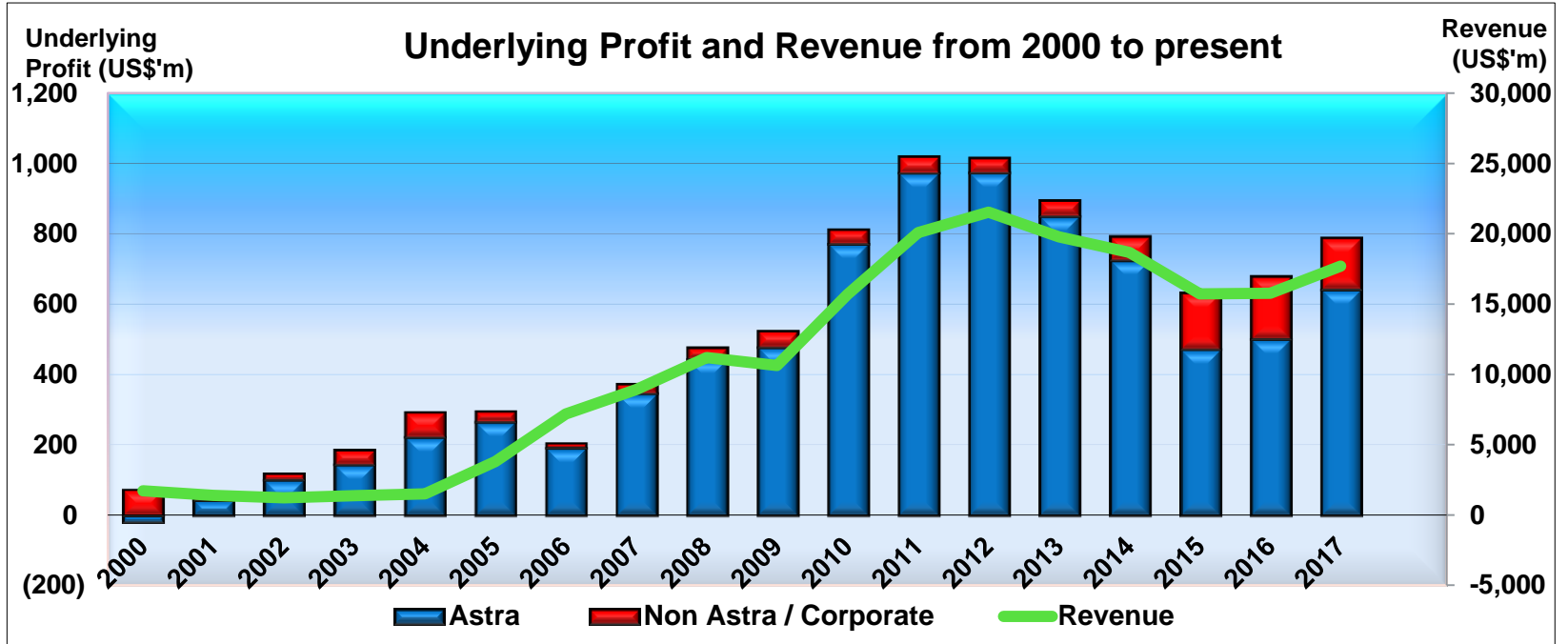


FINANCIAL HIGHLIGHTS

Financial Highlights

- Underlying earnings per share up 16%
- Improvements in most of Astra's businesses, up 28%
- Direct Motor Interests down 25%
- Other Strategic Interests up 3%
- Acquisition of a strategic stake in Vinamilk

Financial Highlights



	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Astra	-29%	55%	75%	74%	73%	84%	86%	89%	91%	89%	93%	94%	94%	94%	90%	73%	71%	80%
Non-Astra	129%	45%	25%	26%	27%	16%	14%	11%	9%	11%	7%	6%	6%	6%	10%	27%	29%	20%

Financial Highlights – Profit & Loss Account

	<u>2017</u>	<u>2016</u>	
	US\$m	US\$m	<i>Change</i>
Revenue	<u>17,701</u>	<u>15,764</u>	12%
Underlying profit	788	679	16%
Non-trading items	23	23	0%
Net profit	<u>811</u>	<u>702</u>	16%

Financial Highlights – Balance Sheet

	Dec-17	Dec-16	
	US\$m	US\$m	<i>Change</i>
Shareholders' funds	6,427	5,755	12%
Total equity	13,441	12,076	11%
Net debt	(4,219)	(2,845)	48%
Net cash/(debt) (excl. FS)	(819)	709	<i>nm</i>
Gearing	31%	24%	
Gearing (excl. FS)	6%	n.a.	
	US\$	US\$	
Net asset value per share	16.26	14.56	12%

Financial Highlights – Other

<u>2016</u>	<u>2017</u>		<u>2017</u>	<u>2016</u>	
S¢	S¢		US¢	US¢	<i>Change</i>
238	274	Underlying EPS	199	172	16%
246	282	EPS	205	178	15%
106	118	Dividend per share	86	74	16%



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Underlying Profit

Group Structure



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**ASTRA
INTERNATIONAL
50.1%**



**DIRECT MOTOR
INTERESTS**



**OTHER
STRATEGIC
INTERESTS**

INDONESIA



Automotive



Financial Services



Heavy Equipment, Mining, Construction & Energy



Agribusiness



Infrastructure & Logistics



Information Technology



Property

SINGAPORE
100%

Cycle & Carriage Singapore

MALAYSIA
59.1%

Cycle & Carriage Bintang

MYANMAR
60%

Cycle & Carriage Myanmar

INDONESIA
44.4%

Tunas Ridean

VIETNAM
25.1%

Truong Hai Auto Corporation

THAILAND
25.5%
Siam City Cement

VIETNAM
23.9%
Refrigeration Electrical Engineering (REE) Corp

VIETNAM
10%
Vietnam Dairy Products Joint Stock Company (Vinamilk)

*As at Dec 2017



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Underlying Profit – By Activity

	<u>2017</u> US\$m	<u>2016</u> US\$m	<i>Change</i>
Astra	640.7	499.8	28%
Direct motor interests	124.6	166.7	-25%
Other strategic interests	34.3	33.2	3%
Corporate costs	(11.7)	(20.6)	-43%
Underlying profit	<u>787.9</u>	<u>679.1</u>	16%

Underlying Profit – Astra

	2017	2016	
	US\$m	US\$m	<i>Change</i>
Automotive	283.7	312.8	-9%
Financial services	139.4	29.7	369%
Heavy equipment, mining, construction and energy	171.3	114.0	50%
Agribusiness	59.9	60.1	0%
Infrastructure and logistics	4.2	9.8	-57%
Information technology	7.4	7.4	0%
Property	0.2	(7.6)	-103%
Withholding tax on dividend	(25.4)	(26.4)	-4%
	640.7	499.8	28%



Astra International

Astra – FY2017 Review

- Reported net profit equivalent to US\$1,409m under Indonesian accounting standards, 25% increase in local currency terms
- US\$641m contribution to the Group's underlying profit, up 28%
- Wholesale 4W market little changed at 1.1m units. Astra's sales were 2% lower at 579,000 units (market share down from 55% to 54%)
- Wholesale 2W market down 1% to 5.9m units. Astra Honda Motor's sales maintained at 4.4m units (market share up from 74% to 75%)
- Astra Otoparts' net income up 32% to US\$41m, due mainly to increased revenues arising from higher replacement market sales and improved contributions from its joint ventures and associated companies
- Amount financed through automotive-focused consumer finance operations increased 3% to US\$6.1bn. However, Toyota Astra Financial Services recorded a 95% decrease in net income to US\$1m as a result of increased loan loss provisions, mainly in the low cost car segment

Astra – FY2017 Review

- Amount financed through the heavy equipment-focused finance operations increased 25% to US\$437m. There was, however, a significant increase in loan loss provisions relating to small and medium sized borrowers
- Permata Bank's net income of US\$56m (2016: net loss of US\$486m) was mainly driven by an improvement in asset quality, good underlying credit growth in the second half of the year and recoveries from non-performing loans ("NPL"). Gross NPL ratio improved to 4.6% compared with 8.8% at the end of 2016, while net NPL ratio improved to 1.7% from 2.2%
- Asuransi Astra Buana's net income 9% higher at US\$75m, primarily due to increased investment income
- United Tractors' net income 48% higher at US\$553m mainly due to significantly stronger coal prices that led to improved performances in its construction machinery, mining contracting and mining operations
 - Komatsu heavy equipment sales up 74% at 3,788 units
 - Contract coal production up 3% to 113m tonnes
 - Overburden removal up 14% to 801m bcm
 - Coal sales 8% lower at 6.3m tonnes due to lower volumes in coal trading business
 - Acset Indonusa's net income up 126% at US\$11m

Astra – FY2017 Review

- Astra Agro Lestari's net income little changed at US\$150m despite improved revenue, as 2016 benefited from significant foreign exchange translation gains. Average CPO prices 6% higher at Rp8,271/kg, while sales of CPO and its derivatives were 12% higher at 1.7m tonnes
- Net loss of US\$17m from infrastructure and logistics, mainly due to initial losses on the newly opened Cikopo-Palimanan toll road and the loss on disposal of PAM Lyonnaise Jaya, a water concession
- Astra Graphia's net income modestly higher at US\$19m, mainly due to increased revenue from its office services business
- Net income from property division up 101% at US\$17m, mainly due to higher property development earnings recognised on its Anandamaya Residences project under Indonesian accounting standards. Both Anandamaya Residences and Menara Astra are scheduled for completion in 2018



Direct Motor Interests

Underlying Profit – Direct Motor Interests

	<u>2017</u> US\$m	<u>2016</u> US\$m	<i>Change</i>
Singapore (Cycle & Carriage Singapore)	57.0	49.4	14%
Malaysia (Cycle & Carriage Bintang)	(1.3)	5.6	-123%
Myanmar (Cycle & Carriage Myanmar)	(2.5)	(0.1)	<i>n.m.</i>
Indonesia (Tunas Ridean)	14.9	18.2	-18%
Vietnam (Truong Hai Auto Corporation)			
- auto	48.8	89.4	-45%
- real estate	7.7	4.2	83%
	56.5	93.6	-40%
	124.6	166.7	-25%

Cycle & Carriage Singapore – FY2017 Review

- Cycle & Carriage Singapore's contribution of US\$57m up 15%, on higher PC sales and increased contribution from parts and used cars
- PC market grew 5% to 91,900 units
- PC sales were up 14% to 14,300 units, with market share up from 14% to 16%
 - Mercedes-Benz unit sales up 8%
 - Kia unit sales grew 57%
 - Mitsubishi unit sales down 2%
 - Citroen unit sales down 11%



Cycle & Carriage Bintang – FY2017 Review

- Cycle & Carriage Bintang had a particularly challenging year in 2017, contributing a loss of US\$1m due to poor retail performance and higher financing charges
- Unit sales were 10% lower, although after-sales division continued to perform well as it benefited from increased throughput
- New dealership in KL



Cycle & Carriage Myanmar – FY2017 Review

- Cycle & Carriage Myanmar contributed a loss of US\$3m due mainly to the write-off of project costs and weaker margins. Vehicle sales at 506 units were 1% up on the previous year
- New Autohaus in Yangon



Tunas Ridean – FY2017 Review

- Tunas Ridean's contribution of US\$15m down 18%, mainly due to weaker 4W margins, partly offset by stronger contributions from the rental, 2W and consumer finance operations
- 4W sales up 1% to 51,500 units, but margins were impacted by increased discounting pressure. 2W sales were 8% higher at 223,300 units
- MTF's new lending volume up 19% to US\$1,657m



Truong Hai Auto Corporation (“Thaco”) – FY2017 Review

- Thaco’s contribution of US\$57m down 40%, with automotive profit down 45% due to market uncertainties ahead of removal of tariffs on imported cars under the ASEAN Free Trade Area which came into effect on 1st January 2018. The decrease in automotive profit, was however, partly offset by higher profits recognised from its 85%-owned real estate subsidiary
- Vehicle market down 6% from record of 351,000 units in 2016, while Thaco’s overall sales down 21% to 87,600 units
- Thaco’s PC sales down 25% to 47,400 units and its CV sales down 15% to 40,200 units



THACO
TRUONG HAI AUTO



Other Strategic Interests



Underlying Profit – Other Strategic Interests

	2017	2016	
	US\$m	US\$m	<i>Change</i>
Siam City Cement	11.3	22.3	-49%
Refrigeration Electrical Engineering	13.7	10.9	26%
Vinamilk	9.3	-	100%
Other Strategic Interests	34.3	33.2	3%

- Siam City Cement reported a profit equivalent to US\$54m for the year, a reduction of 54% in local currency terms, due mainly to one-off restructuring expenses and lower domestic volume and selling prices, coupled with higher energy costs
- REE announced a profit equivalent to US\$61m, 26% higher in local currency terms, due to higher contributions from all its businesses
- Vinamilk, which is accounted for as an investment by the Group, produced its first contribution of US\$9m with the declaration of an interim dividend in December 2017

Outlook

“After a satisfactory overall result in 2017, Astra should continue to benefit in 2018 from improving economic conditions and stable commodity prices, although the competition seen in the car market is expected to intensify. The Group’s Direct Motor Interests will continue to face challenges, while its Other Strategic Interests are expected to produce growth.”

Ben Keswick, Chairman

1st March 2018



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THANK YOU