



Jardine Cycle & Carriage

Annual Results

2014

Presentation to Analysts

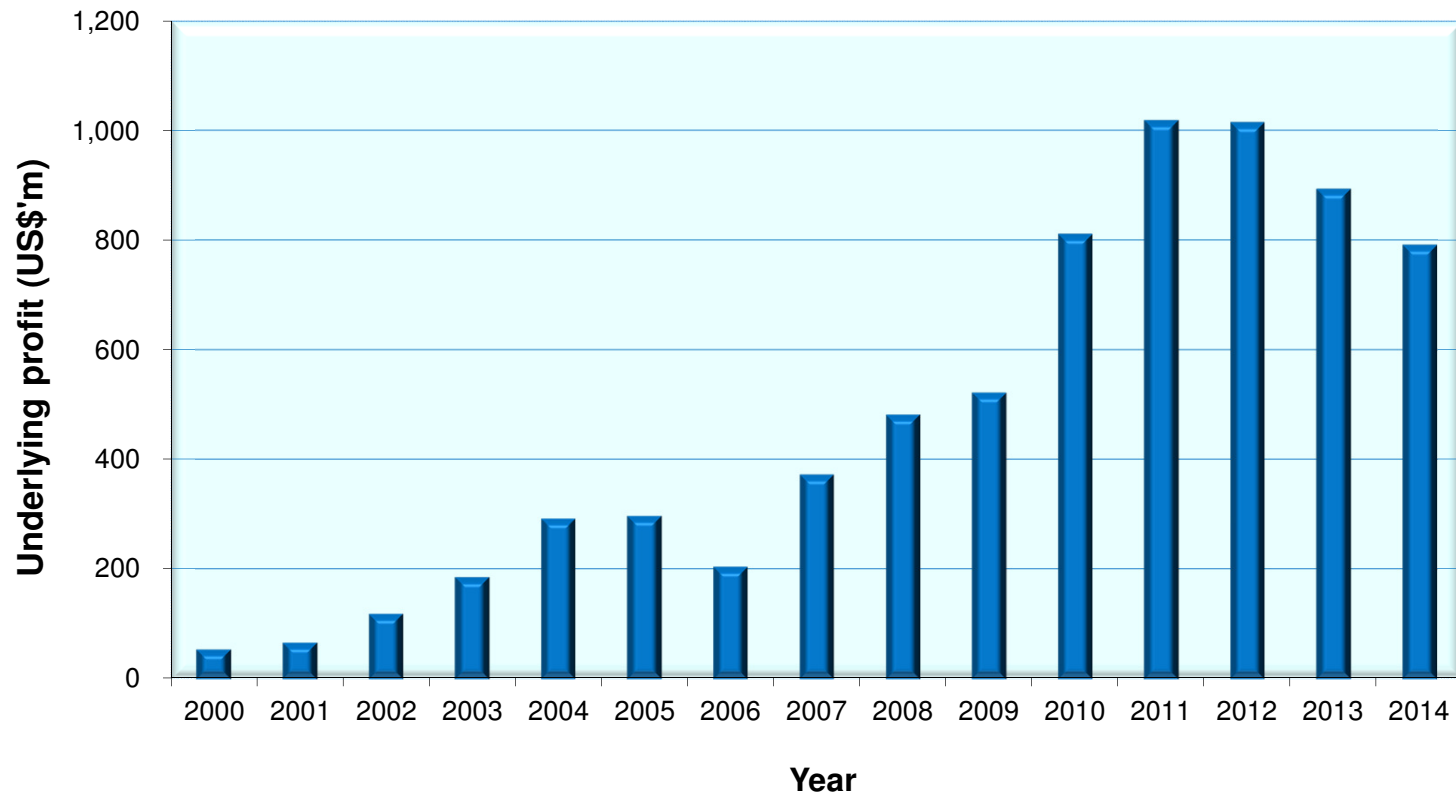
27th Feb 2015

Highlights

- **Underlying earnings per share 11% down**
- **Astra's contribution reduced by weaker rupiah**
- **Improved earnings from the Group's other interests**

Financial Highlights

Underlying profit from 2000 to present



Financial Highlights – Profit & Loss Account

<u>2013</u>	<u>2014</u>		<u>2014</u>	<u>2013</u>	
S\$m	S\$m		US\$m	US\$m	<i>Change</i>
<u>24,811</u>	<u>23,708</u>	Revenue	<u>18,675</u>	<u>19,788</u>	-6%
1,121	1,007	Underlying profit	793	894	-11%
26	34	Non-trading items	27	21	29%
<u>1,147</u>	<u>1,041</u>	Attributable profit	<u>820</u>	<u>915</u>	-10%

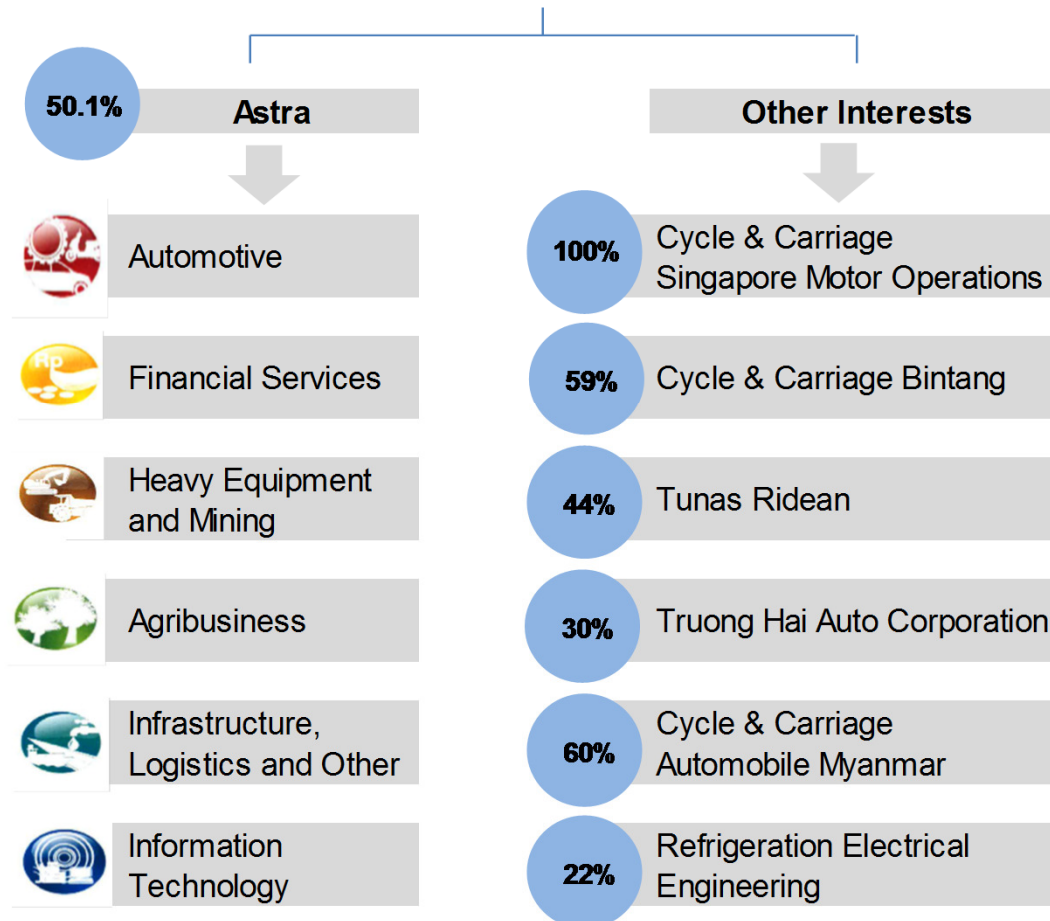
Financial Highlights – Balance Sheet

<u>2013</u>	<u>2014</u>		<u>2014</u>	<u>2013</u>	
S\$m	S\$m		US\$m	US\$m	<i>Change</i>
5,393	6,105	Shareholders' funds	4,623	4,261	8%
12,508	14,260	Total equity	10,799	9,883	9%
(4,774)	(5,183)	Net debt	(3,925)	(3,772)	4%
(383)	(316)	Net debt (excl. FS)	(239)	(303)	-21%
38%	36%	Gearing	36%	38%	
3%	2%	Gearing (excl. FS)	2%	3%	

Financial Highlights – Other

<u>2013</u>	<u>2014</u>		<u>2014</u>	<u>2013</u>	
S¢	S¢		US¢	US¢	<i>Change</i>
315.2	283.0	Underlying EPS	222.9	251.4	-11%
322.6	292.7	EPS	230.6	257.2	-10%
136.9	110.9	Dividend per share	85.0	108.0	-21%
\$15.16	\$17.16	Net asset value per share	\$13.00	\$11.98	8%

Group Structure



Underlying Profit



Underlying Profit – By Activity

<u>2013</u>	<u>2014</u>		<u>2014</u>	<u>2013</u>	
S\$m	S\$m		US\$m	US\$m	<i>Change</i>
1,064.5	919.1	Astra	724.0	849.0	-15%
73.5	104.5	Other interests	82.3	58.6	40%
(16.9)	(17.1)	Corporate costs	(13.5)	(13.5)	-
<u>1,121.1</u>	<u>1,006.5</u>	Underlying profit	<u>792.8</u>	<u>894.1</u>	-11%

Underlying Profit – Astra

<u>2013</u>	<u>2014</u>		<u>2014</u>	<u>2013</u>	
S\$m	S\$m		US\$m	US\$m	<i>Change</i>
555.9	422.2	Automotive	332.6	443.4	-25%
253.8	230.5	Financial services	181.6	202.4	-10%
176.8	174.9	Heavy equipment and mining	137.8	141.0	-2%
85.4	106.8	Agribusiness	84.1	68.1	23%
29.1	23.0	Infrastructure, logistics and other	18.1	23.2	-22%
9.5	9.1	Information technology	7.2	7.6	-5%
(46.0)	(47.4)	Withholding tax on dividend	(37.4)	(36.7)	2%
<u>1,064.5</u>	<u>919.1</u>		<u>724.0</u>	<u>849.0</u>	-15%



ASTRA international



Astra – 2014 Review

- Reported net profit equivalent to US\$1,614m, 1% down in rupiah terms
- Excluding non-trading gains, underlying profit was 3% down. Improved results from agribusiness and contract mining operations were offset by lower 4W margins, alongside an impairment charge for its coal assets
- Underlying profit contribution to JC&C was US\$724m, as the 3% decrease in Astra's rupiah result was translated into a 15% decline in US dollars due to the rupiah which was an average 11% weaker
- Wholesale 4W market decreased by 2% to 1.2m units. Astra's sales fell by 6% to 614,000 units (market share down from 53% to 51%):
 - launch of 19 new models and 9 revamped models during 2014
- Wholesale 2W market increased by 2% to 7.9m units. Astra Honda Motor's sales rose by 8% to 5.1m units (market share up from 61% to 64%):
 - launch of 2 new models and 15 revamped models during 2014
- Astra Otoparts saw 15% higher sales, although net income fell to US\$73m on lower manufacturing margins, due to the weakening of the rupiah and higher labour costs
- Amount financed through automotive-focused consumer finance operations grew by 13% to US\$5.4bn, but the amount financed through the heavy equipment-focused finance operations declined by 30% to US\$295m

Astra – 2014 Review

- Permata Bank reported net income of US\$134m, a decrease of 8%, due to an increase in funding costs and non-performing loans
- Asuransi Astra Buana recorded 16% higher net income of US\$85m, due to growth in gross written premiums and higher investment earnings
- United Tractors reported 11% improvement in net income to US\$449m. Excluding US\$130m impairment charge, net income would be 43% higher
 - revenue in the construction machinery business fell 4%, reflecting a 16% decline in Komatsu heavy equipment sales to 3,513 units, partly offset by higher parts and service revenue
 - PAMA's revenue increased by 6%, as contract coal production increased 14% to 119m tonnes, while contract overburden removed was 5% down at 806m bcm
 - revenue from mining subsidiaries was 22% higher, with coal sales 42% higher at 6m tonnes, although average coal sale prices fell by 10%
- Astra Agro Lestari reported net income up 39% to US\$210m. CPO sales decreased by 13% to 1.4m tonnes, while 255,000 tonnes of olein were sold. Average CPO prices achieved were 14% higher at Rp8,282/kg
- Net income from infrastructure, logistics and other businesses fell by 34% to US\$41m, mainly due to lower margins in Serasi Autoraya
- Astra Graphia reported net income of US\$22m, up 24%

Other Interests



Underlying Profit – Other Interests

<u>2013</u>	<u>2014</u>		<u>2014</u>	<u>2013</u>	
S\$m	S\$m		US\$m	US\$m	<i>Change</i>
39.2	42.7	Singapore Motors	33.6	31.2	8%
1.0	2.4	Malaysia (Cycle & Carriage Bintang)	1.9	0.8	138%
15.4	11.3	Indonesia (Tunas Ridean)	8.9	12.3	-28%
19.2	49.0	Vietnam (Truong Hai Auto Corporation)	38.6	15.3	152%
(1.3)	(0.9)	Myanmar (Cycle and Carriage Automobile Myanmar)	(0.7)	(1.0)	-30%
<u>73.5</u>	<u>104.5</u>		<u>82.3</u>	<u>58.6</u>	40%

Singapore Motors – 2014 Review

- Profit contribution of US\$34m, 8% higher
- 29% growth in the PC market to 28,900 units
- PC sales of 5,300 units was 31% higher, with stable market share at 18%
 - Mercedes-Benz unit sales grew by 18%
 - Kia unit sales grew by 187%
 - Mitsubishi unit sales grew by 148%
 - Citroen unit sales grew by 40%



Cycle & Carriage Bintang – 2014 Review

- Profit contribution of US\$2m was significantly higher, albeit from a low base
- Mercedes-Benz PC sales were up 28% with good demand from new models, although supply remained constrained. Margin pressure continued to be experienced, particularly on older models



Tunas Ridean – 2014 Review

- Profit contribution of US\$9m, 28% lower, due mainly to 4W margin pressure and lower gains from disposal of ex-rental vehicles
- 4W sales were 2% down at 53,700 units. 2W sales were 18% higher at 209,200 units
- Contribution of Mandiri Tunas Finance up 27% mainly due to a larger loan portfolio



Truong Hai Auto Corporation (“Thaco”) – 2014 Review

- Profit contribution of US\$39m, 2.5 times the previous year, following strong vehicle sales, good margins and lower financing costs
- Motor vehicle market grew by 38% to 178,000 units, while Thaco’s overall sales rose by 49% to 42,000 units, with market share increasing from 22% to 24%



THACO
TRUONG HAI AUTO

Outlook

“The Group’s markets are expected to remain uncertain in the year ahead. Astra is anticipating continued competition in the car market in Indonesia and relatively low coal prices, while the weaker rupiah exchange rate will continue to impact its contribution to the Group.”

Ben Keswick, Chairman
26th February 2015