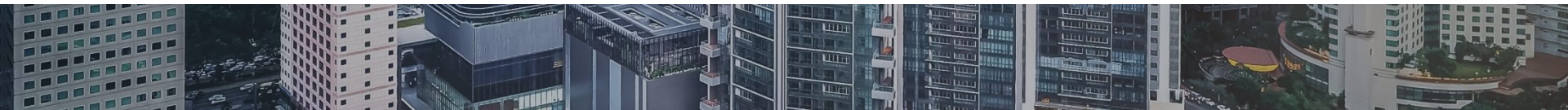




PT ASTRA INTERNATIONAL TBK

First Quarter of 2025
Results Presentation



The materials in this presentation have been prepared by PT Astra International Tbk (Astra) and show general background information about Astra group (the Group) business performances are current as at the date of this presentation and are subject to change without prior notice.

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Consolidated Financial Information





























The financial results for the three months ended 31st March 2025 and 2024 and the financial position as at 31st March 2025 have been prepared in accordance with Indonesian Financial Accounting Standards and are unaudited.



Astra Business Portfolio

Astra Business Portfolio

Well-diversified portfolio with resilient core pillars, clear transition strategy, consistent efforts to strengthen and create new synergies through expansion into related areas and new businesses for long-term growth.

Business Pillars	Core Portfolio	Transition Portfolio	Adjacencies
 Automotive & Mobility	     		
 Financial Services			
 Heavy Equipment, Mining, Construction & Energy		<div style="border: 1px solid green; padding: 5px;"> <p>Non-Coal Mining Renewable Energy Investments in Hydro, Geothermal, Solar PV</p>    </div>	
 Agribusiness			
 Infrastructure			
 Information Technology			
 Property			
<p><i>New Business Initiative:</i> Healthcare</p>	  		

Financial Performance

Financial Highlights

- Earnings per share down 9% to Rp182 (excluding fair value adjustments)
- Coal mining impacted by lower coal prices, while mining services affected by heavy rainfall
- Market share in both car and motorcycle segments resilient, in a weaker national market; Automotive performance impacted by lower car sales, partly offset by improved motorcycle performance
- Higher contribution from financial services, infrastructure and agribusiness

For the period ended 31st March 2025

Net Revenue
Rp83,361bn



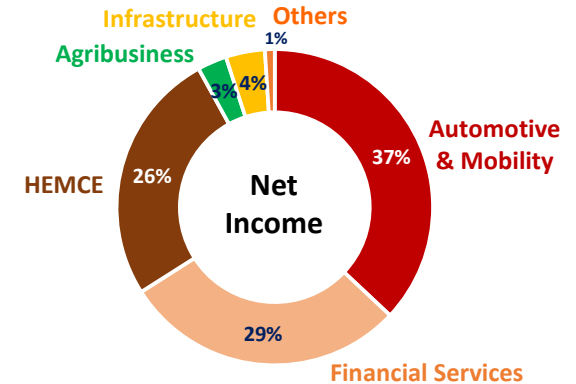
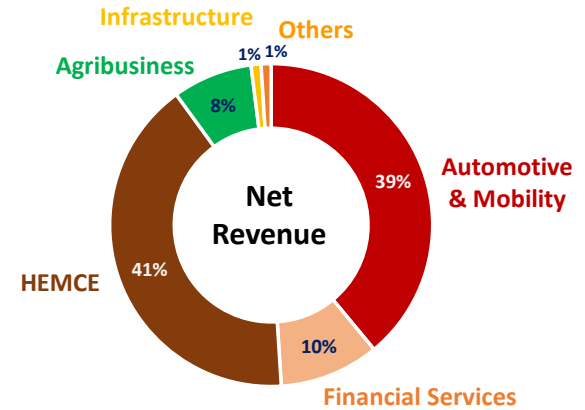
3%

Net Income
Rp7,388bn*



9%

* Before fair value adjustments on investments in GoTo and Hermina



Automotive & Mobility: Mobility includes SERA and OLXmobbi, and is now classified under the automotive & mobility division
HEMCE: Heavy equipment, mining, construction & energy
Others: IT and property

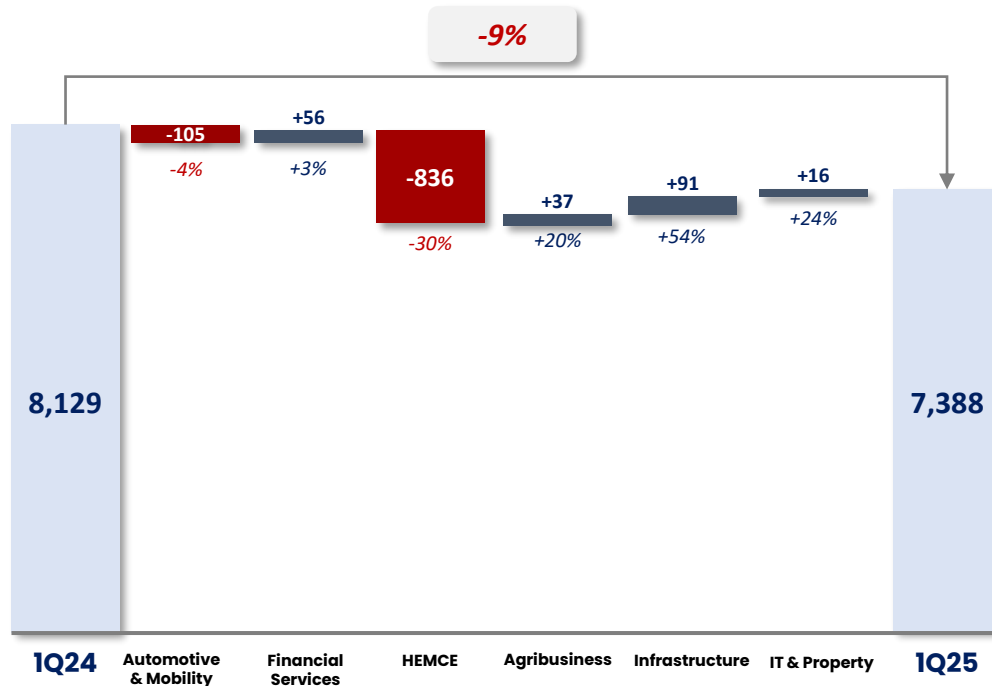
Consolidated Profit and Loss Account

(In Rupiah bn)

	1Q25	1Q24	Change %
Net Revenue	83,361	81,209	3
Gross profit	17,060	17,585	(3)
Operating profit	9,218	10,154	(9)
Share of results of joint ventures and associates	1,779	2,609	(32)
Net Income (before FV adjustments on investments in GoTo and Hermina)	7,388	8,129	(9)
FV adjustments on investments in GoTo and Hermina	(456)	(665)	31
Net Income	6,932	7,464	(7)

Segment Net Income

Consolidated Net Income (before FV adjustments in GoTo and Hermina)
(In Rupiah bn)



Automotive & Mobility

Lower sales volume in weaker market



Financial Services

Higher contribution from consumer finance on larger loan portfolios



HEMCE

Declines in coal-related businesses were partly offset by improved contribution from its gold mining and heavy equipment sales businesses



Agribusiness

Higher crude palm oil (CPO) prices and volumes



Infrastructure

Higher traffic volumes and tariffs

Consolidated Financial Position

(In Rupiah bn)

	31 Mar'25	31 Dec'24*	Change %
Total Assets	494,725	471,356	5
Total Liabilities	212,949	199,378	7
Total Equity	281,776	271,978	4

* Restated due to implementation of PSAK 117: Insurance Contracts

Net cash, excluding the Group's financial services subsidiaries, was Rp16.1tn at 31st March 2025, compared to Rp8.0tn at 31st December 2024. Net debt of the Group's financial services subsidiaries was Rp63.0tn at 31st March 2025, up from Rp60.2tn at 31st December 2024.

Consolidated Cash Flow

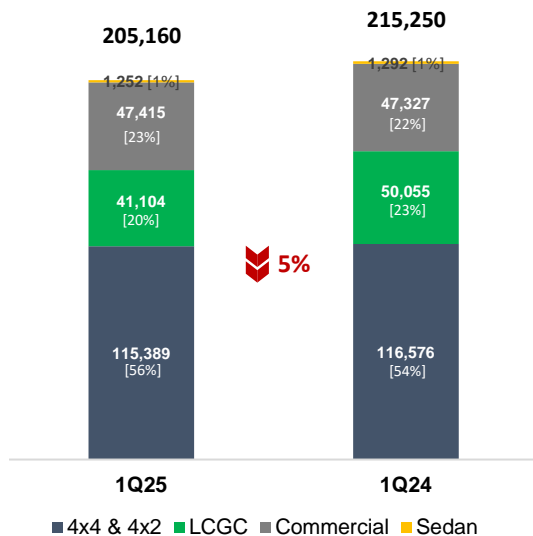
(In Rupiah bn)

	1Q25	1Q24	Change
Net cash flows from operating activities	13,381	13,193	188
Investing activities:			
Net capex	(4,077)	(4,123)	46
Net investment	(3,218)	(2,137)	(1,081)
Dividend received	11	311	(300)
Other investing	373	(379)	752
Net cash flows from investing activities	(6,911)	(6,328)	(583)
Net cash flows from financing activities	1,811	(550)	2,361
Net change in cash	8,281	6,315	1,966

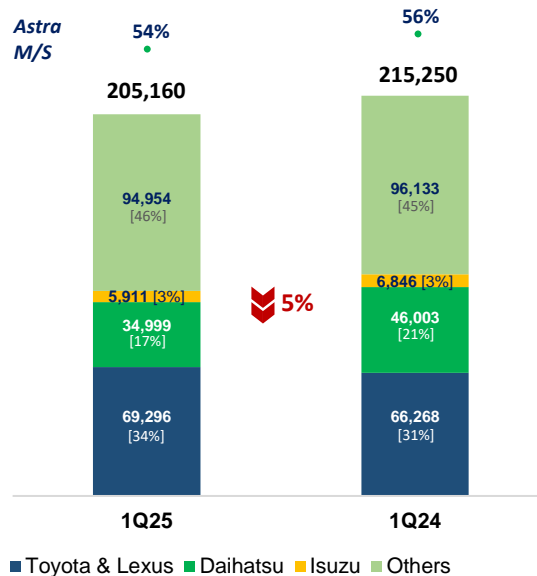
Business Update

- 4W wholesale market decreased by 5% to 205k units. Astra’s market share remained resilient at 54%.
- xEV market sales 31k units (15% of total 4W sales) with HEVs making up 46%, the majority from Toyota.

Market Segment, units [%]



Brand, units [%]



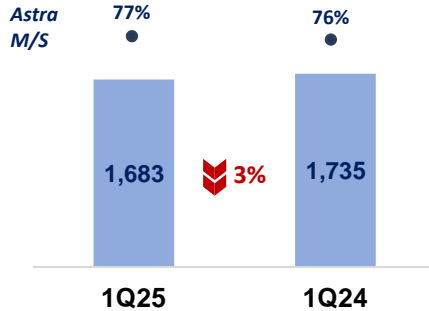
Top Astra HEV Models



Automotive & Mobility – 2W

- 2W wholesale market decreased 3% to 1.7m units.
- Astra Honda Motor’s market share remained resilient at 77%.

2W Market, k units



Top Honda Models







Automotive & Mobility – Components

- Net income contribution from the Group’s components business, represented by 80%-owned Astra Otoparts, increased by 7% to Rp405bn with higher contributions from all segments.



New Products Initiatives






EV Charging Products

<p>Basic Wall-Mount Charger 7 kW</p> 	 <p>Standing Home Charging 22 kW with 2 Connectors</p>
<p>Home Charging 7 kW</p> 	 <p>Ultra-Fast Charging Up to 240 kW</p>

- EV Charging can be used by all types of 4W EV.
- Manufactured and developed by AOP under brand “ALTRO”.

Medical Devices

Launched in 2024

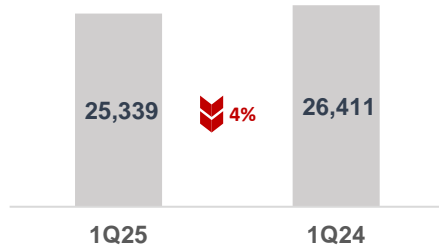
 <p>Baby Incubator</p>	 <p>Digital Column Scale</p>	 <p>Blood Pressure Monitor Lite</p>	 <p>Electrocardiography</p>	 <p>Infant Warmer</p>
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AOP is producing medical devices, including ultrasound devices, patient monitors, suction pumps, etc.

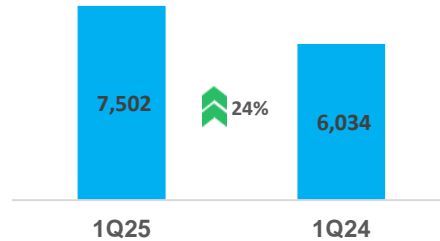
Automotive & Mobility – Mobility*

- Serasi Autoraya, which was previously reported as part of the Group’s infrastructure & logistics division, recorded 4% lower vehicles under contract at 25k units.
- OLXmobbi booked a 24% increase in used car sales to 7.5k units.

SERA Units in Contract, units



OLXmobbi Used Car Sales, units



* Mobility includes SERA and OLXmobbi, and is now classified under the automotive & mobility division



Financial Services











- Net income from the Group’s financial services division increased by 3% to Rp2.1tn.
- The improvement in profit was due to higher contribution from consumer financing on larger loan portfolios, with relatively stable loss ratios.
- Strong growth in multipurpose financing.



1Q25 vs 1Q24

Excluding Dealer Financing

* Includes electronics

4W		2W		Heavy Equipment	
Units Financed					
ACC	53,375  5%	FIFGROUP*		SANF	1,049  11%
TAF	32,687  1%		922,326  6%	KAF	190  9%
Amount Financed (Rp bn)					
ACC	10,456  7%	FIFGROUP*		SANF	2,501  15%
TAF	7,131  1%		12,679  12%	KAF	1,512  37%
Insurance					

Asuransi Astra

- Net income of Rp396bn (+3%)
- GWP of Rp3.0tn (+16%)

Asuransi Jiwa Astra

- GWP of Rp1.5tn (+1%)

Heavy Equipment, Mining, Construction & Energy

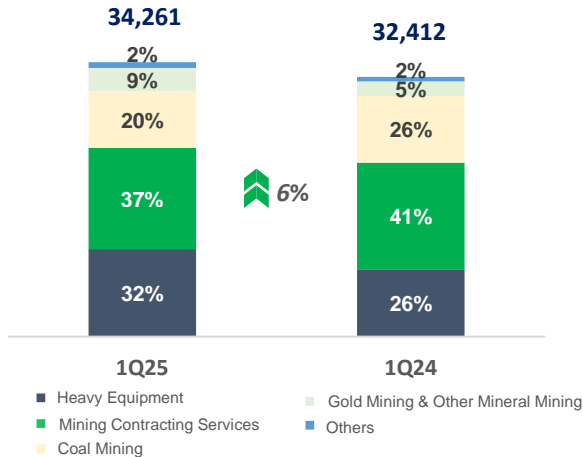
- Net income from the Group's heavy equipment, mining, construction & energy division, represented by 59.5%-owned United Tractors (UT), decreased by 30% to Rp2.0tn.
- UT's profit decrease was mainly due to declines in its coal-related businesses, partly offset by improved contribution from its gold mining and heavy equipment sales businesses.



Heavy Equipment, Mining, Construction & Energy

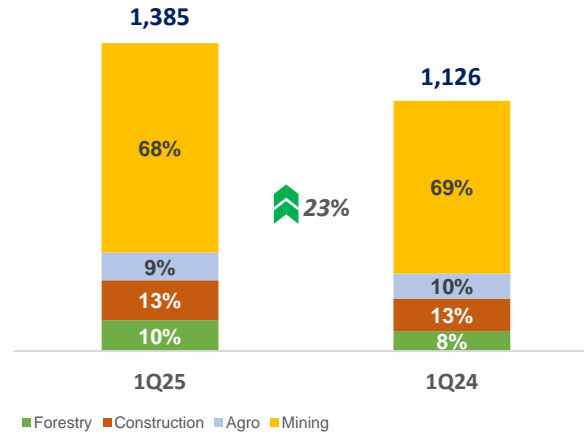
United Tractors

Revenue by Segment (Rp bn)



Komatsu Sales Volume

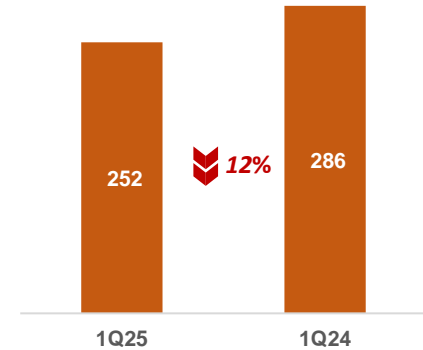
(in units)



Komatsu market share: 24%
(source: UT internal market research)

Mining Services

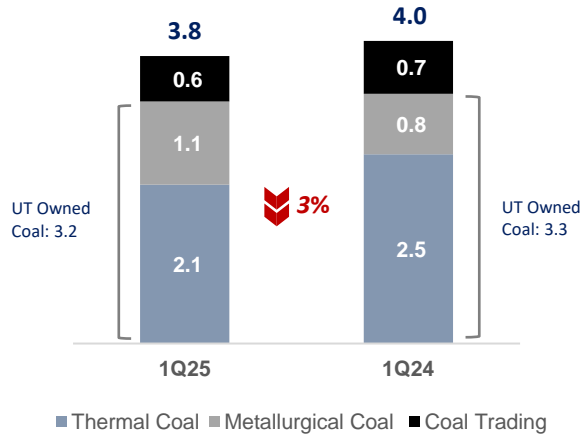
Overburden Removal (million bcm)



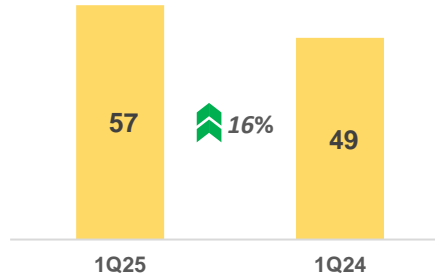
Over 70% of Pamapersada Nusantara revenue is driven by overburden removal.

Heavy Equipment, Mining, Construction & Energy

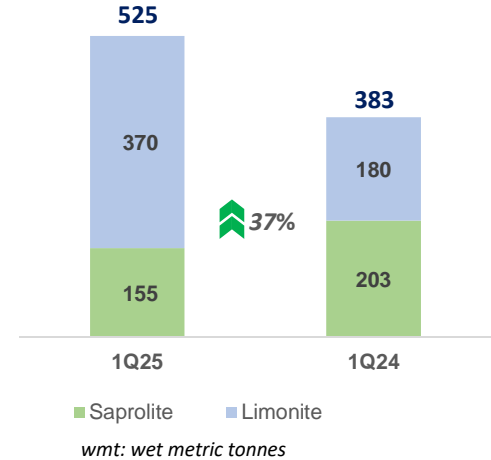
Coal Sales Volume (million tonnes)



Gold Mining (k Oz)



Nickel Mining (Stargate) Nickel Ore Sales (k wmt)

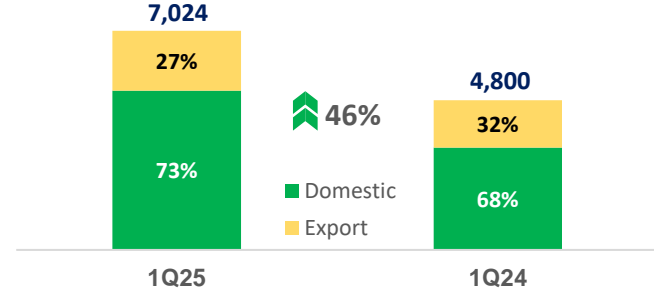


Agribusiness

- Net income from the Group’s agribusiness division, represented by 79.7%-owned Astra Agro Lestari, increased 20% to Rp221bn.
- The improvement in profit was due to higher average CPO selling prices, as well as increase in CPO and derivative product sales.




Astra Agro Lestari Revenue (Rp bn)



CPO & Derivative Sales

430k tonnes  14%

CPO Production

270k tonnes  13%

Average CPO Price

Rp14,534/kg  22%

Infrastructure

- The business comprises 8 toll roads, spanning 396km on the Trans-Java network and the Jakarta Outer Ring Road.
- The Group’s infrastructure division reported a 54% increase in net income to Rp260bn, due to higher traffic volumes and tariffs.



Daily Toll Revenue (Rp bn)

19.3 12%

Daily Traffic Volume (k vehicles)

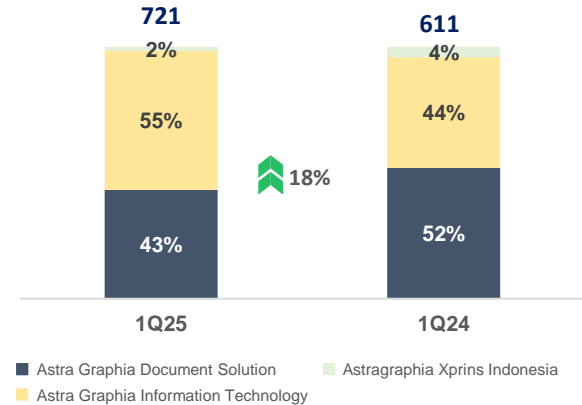
516 4%

Information Technology

- Net income contribution from 76.9%-owned Astra Graphia was 64% higher at Rp36bn, primarily due to higher revenue from its information technology solutions business and improved operating margin.



Astra Graphia Revenue (Rp bn)



Property

- Net income from the Group's property division increased by 4% to Rp47bn.
- The higher net income was due to improved occupancy at Menara Astra.

Menara Astra



Asya



Appendices

4W & 2W Product Launches 2025

4W Models Launched	Launching Period	Prices (Rp m) - on the road Jakarta
Toyota New Corolla Cross HEV	Feb'25	603.5 – 648.0
Toyota New Camry HEV	Feb'25	973.3 – 976.4
Toyota Agya Stylix GR	Feb'25	200.6
BMW 320i M Sport	Mar'25	1,205

2W Models Launched	Launching Period	Prices (Rp m) - on the road Jakarta
Honda Monkey	Feb'25	87.8

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3	BofA Securities	Paul Dewberry	+65 6678 0423	paul.dewberry@bofa.com
4	BRI Danareksa	Richard Jerry	+62 21 5091 4100	richard.jerry@brids.co.id
5	CGS International	Handy Noverdanius	+62 21 3006 1727	handy.noverdanius@cgsi.com
6	Ciptadana Sekuritas Asia	Arief Budiman	+62 21 2557 4800	budimanarief@ciptadana.com
7	Citigroup Sekuritas Indonesia	Ferry Wong	+62 21 2924 9213	ferry.wong@citi.com
8	CLSA Sekuritas Indonesia	Sarina Lesmina	+62 21 5088 7888	sarina.lesmina@clsa.com
9	DBS Vickers Sekuritas	Nashrullah Putra	+62 21 3003 4900	nashrullah@dbs.com
10	Henan Putihrai Sekuritas	Alroy Soeparto	+62 21 2525 888	alroy.soeparto@henanputihrai.com
11	HSBC Global Research	Rahul Bhatia	+65 6658 0623	rahul1.bhatia@hsbc.com.sg
12	Indopremier Sekuritas	Anthony	+62 21 5088 7168	anthony@ipc.co.id
13	J.P. Morgan Sekuritas Indonesia	Benny Kurniawan	+62 21 5291 8024	benny.kurniawan@jpmorgan.com
14	KB Valbury Sekuritas	Akhmad Nurcahyadi	+62 21 2945 1577	akhmad.nurcahyadi@kbvalbury.com
15	Macquarie Sekuritas Indonesia	Ari Jahja	+62 21 25988366	ari.jahja@macquarie.com
16	Mandiri Sekuritas	Ariyanto Kurniawan	+62 21 5296 9682	ariyanto.kurniawan@mandirisek.co.id
17	MNC Sekuritas	Rudy Setiawan	+62 21 2980 3111	muhammad.setiawan@mncgroup.com
18	Morgan Stanley	Divya Gangahar Kothiyal	+65 6834 6438	divya.Gangahar@morganstanley.com
19	Maybank Sekuritas	Paulina Margaretha	+62 21 8066 8690	paulina.tjoa@maybank.com
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23	RHB Sekuritas Indonesia	Andrey Wijaya	+62 21 2598 6888	andrey.wijaya@id.oskgroup.com
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26	Verdhana Sekuritas Indonesia	Jupriadi Tan	+62 21 5098 5799	jupriadi.tan@verdhana.id
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