



PT ADI SARANA ARMADA TBK ("ASSA:IJ")

1Q23 EARNINGS PRESENTATION

Updated as of May 02, 2023

**Integrated Mobility
Ecosystem
Powered by Technology**



integrated Mobility Ecosystem powered by Technology



Corporate Car Rental: Car rental platform for corporations.

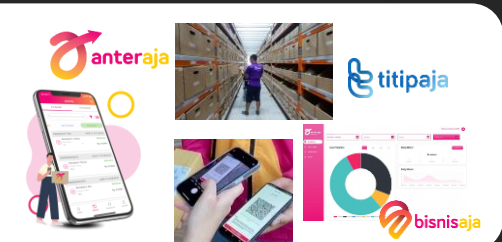
Driver Services: Driver rental services as a complement to the rental business.

Online Car Sharing: Keyless car rental application for various needs.



Wholesale Business (JBA Bidwin Auction): Auction service platform, available online and offline.

Retail Business (Caroline): O2O used car dealer.

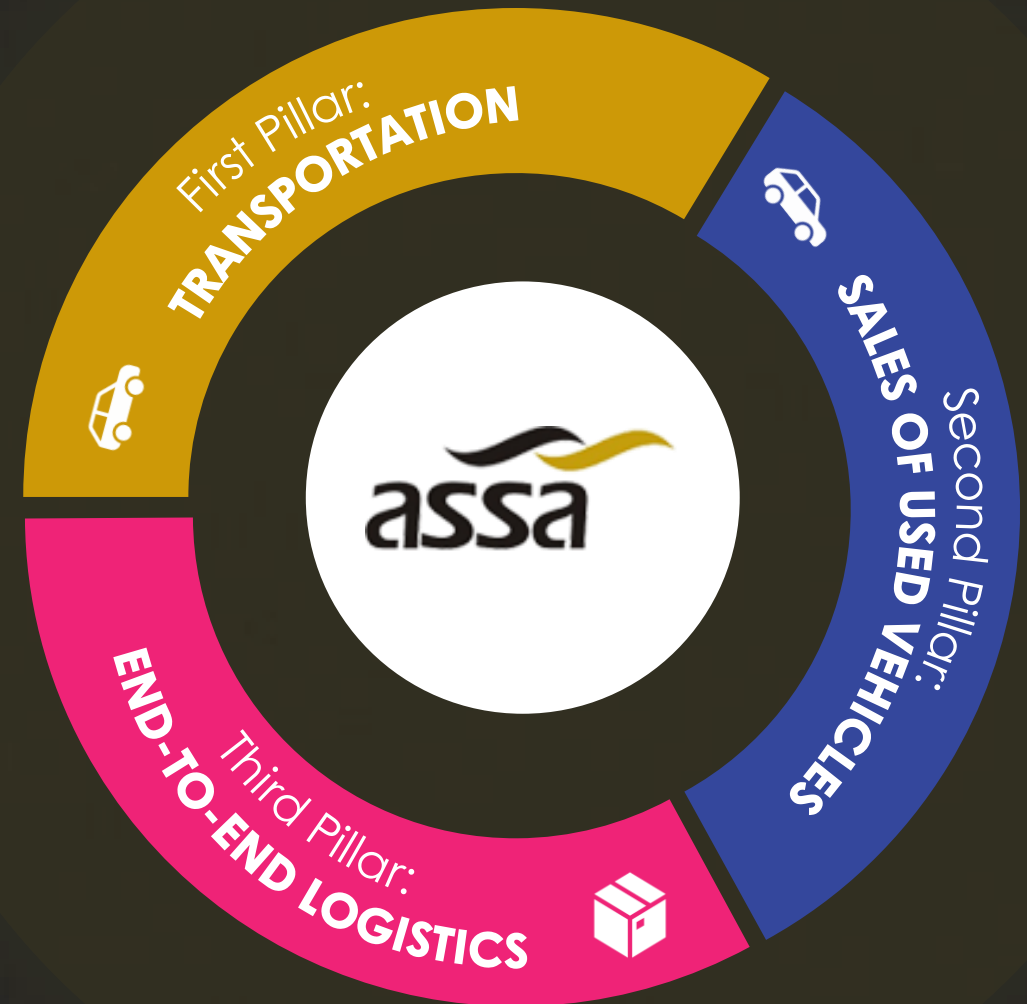


ASSA Logistics: Serving corporate customers

Anteraja: Technology and application-based express delivery.

Titipaja: E-fulfillment service by Anteraja

Cargoshare: Transportation management system for logistic business



Shareholder's Composition



PARENT COMPANY

ASSA as Part of:



Agribusiness

1. Triputra Agro Persada (TAPG)
2. Kirana Megatara (KMTR)
3. Dharma Satya Nusantara (DSNG)
4. Sumber Energi Pangan

Manufacturing

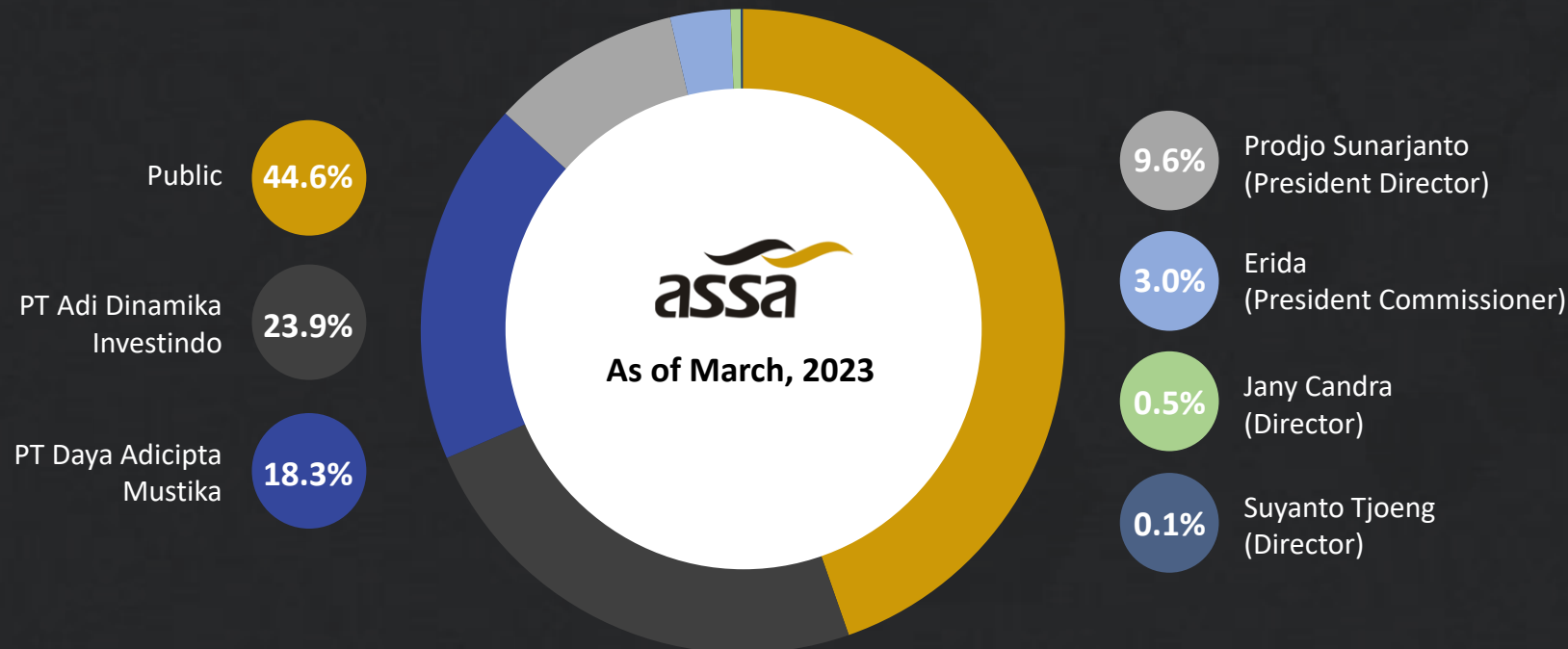
1. Pako Group
2. Dharma Polimetal (DRMA)
3. Binabusana Internusa
4. Lemindo Group

Mining

1. Padang Karunia
2. Surya Esa Perkasa (ESSA)
3. Adaro Energy (ADRO)

Trading & Services

1. Daya Group
2. Puninar Logistic
3. Adi Sarana Armada (ASSA)



ASSA is listed in several indexes:



ASSA as one of Forbes Indonesia's 50 Best Companies 2021

Number of Shares :
3,566,394,648
(As of March, 2023)

The Management



Erida

President Commissioner

Appointed as ASSA's president commissioner on June 2016. Currently also serves in several BoC and BoD position in several companies under Triputra Group.



Hertanto Mangkusasono

Commissioner

Appointed as ASSA's commissioner on August 2020. Currently also serves in BoC position in several companies under Triputra Group.



Prodjo Sunarjanto

President Director

10 years experience as ASSA's president director. Previously served as BoC and BoD position in Astra International Group. He is also lecturer at the university.



Jany Candra

Operational Director

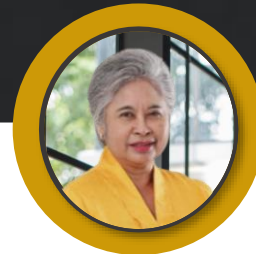
15 years experience as ASSA's operational director. Experienced in operational and business development positions in Astra International subsidiary.



Lindawati Gani

Independent Commissioner

Appointed on August 2020. Also served as an academician in the university and a member of several associations such as IAI. She also serves in BoC and Audit Committee in several companies.



Shanti L. Poesposoetjipto

Independent Commissioner

Appointed on July 2022. Currently also serves in BoC position in several companies such as Samudera Indonesia, etc.



Suyanto Tjoeng

Business Dev. Director

Appointed on April, 2018. Experienced in several IT operations and business development positions in Astra Graphia and Triputra Group.



Jerry Fandy

Finance Director

Appointed on July 2022. Experienced as an analyst and in several financial positions at Astra Group as well as in finance field at several other large companies.

01

OUR BUSINESS




FIRST PILLAR: ASSA RENT

CORPORATE CAR RENTAL & DRIVER SERVICES

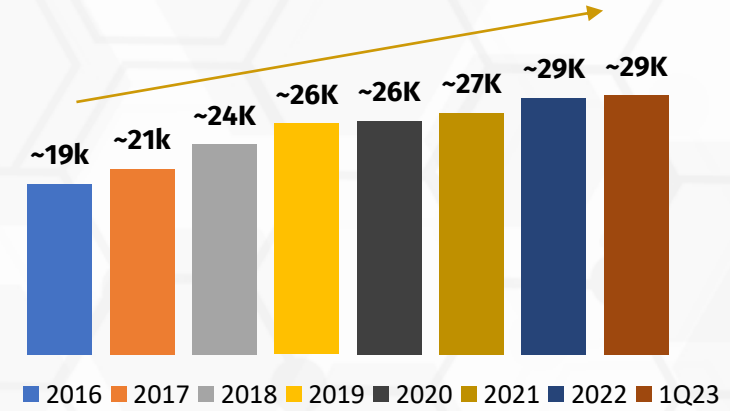


Provides transportation solution in the form of yearly vehicle rental to support the smooth corporate business.

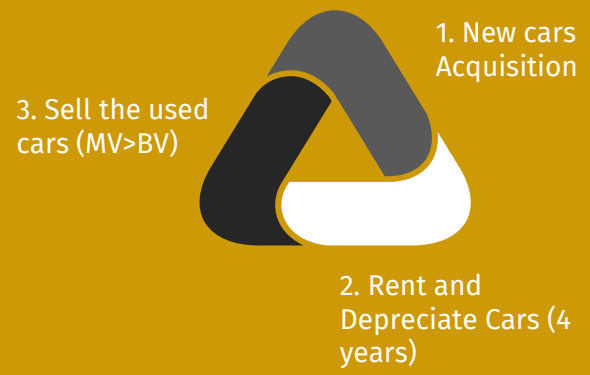


18 Branches & 22 Outlets
29k fleets (as of March 31, 2023)

Number of Fleets



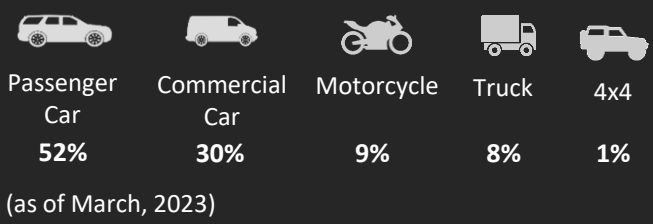
Business Model:



Brand Composition

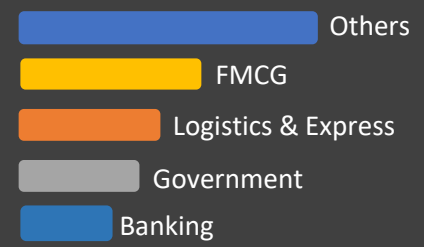


Classification



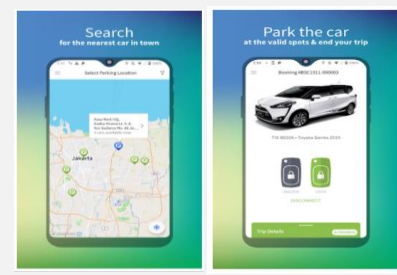
ASSA Rent Customers

(more than 1,500 companies in Indonesia)



(as of March, 2023)

Share car ONLINE CAR SHARING



Total **30,478** hours leased in 2023 with total 100 units.

SECOND PILLAR: SALES OF USED VEHICLES

PT AUTOPEDIA SUKSES LESTARI TBK (ASLC)

autopedia

INDUSTRIAL OUTLOOK



Massive Auto Market

\$ 95 Billion

4W & 2W automotive ecosystem transaction value 2020



FRAGMENTED

99.8 %

Traded by brick & mortar business (highly fragmented)

12 showrooms

Auction Points : #15

Hubs: #22

JBA Total: 37 Locations

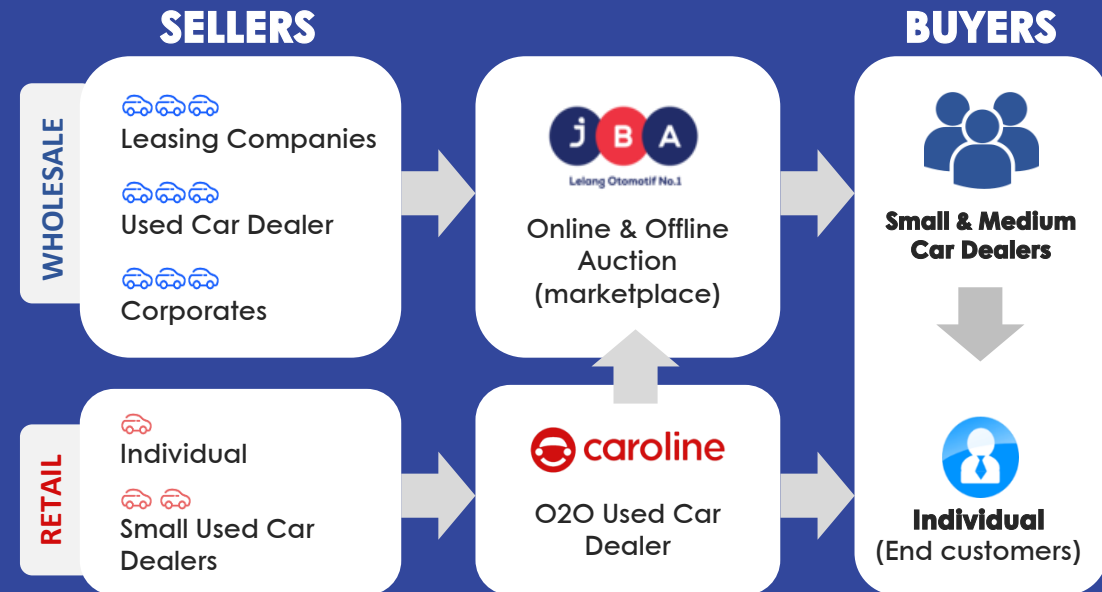
Total land managed: 22 Hectares



PT Adi Sarana Armada Tbk



Business Model:



JBA BIDWIN AUCTION

ONLINE AND OFFLINE AUTOMOTIVE MARKETPLACE

- JBA BidWin Auction (JBA) sells various types of vehicle regularly in major cities in Indonesia with online and offline auction system.



The largest wholesale automotive marketplace in Indonesia



Hold the largest market share



Nation wide distribution network



Real time dashboard

Real-time dashboard created for JBA's sellers, showing real auction results, stocks and statistics, anytime anywhere.



Vehicle handover with e-BASTK

Once sellers' vehicles are handed over to JBA, the sellers will get real-time updates on their vehicles' conditions via email.



STOKU (Stock management system)

A web-based stock management system for our sellers which is integrated real-time with JBA's stock management system.

Company Target 2023:

- Caroline sold 3,000-4,000 units
- JBA sold >38,000 units (4W)
- Consolidated ASLC targets to growth positively in 2023

PT JBA Indonesia

84.40% : PT Autopedia Sukses Lestari
7.80% : Mitsui & Co. Ltd
7.80% : PT Summit Auto Group

CAROLINE

ONLINE-TO-OFFLINE (O2O) USED CAR DEALER

- Changing the way of buying and selling used cars with transparent prices and reliable quality.
- 12 showrooms to provide easier access for customers to see and test-drive the units offered.



Introducing 7G+ warranty program for every car purchase to enhance customers trust and satisfaction with Caroline.id.

New Showrooms:



Gading Serpong Flagship Store



Bekasi - Sultan Agung (Relocate)



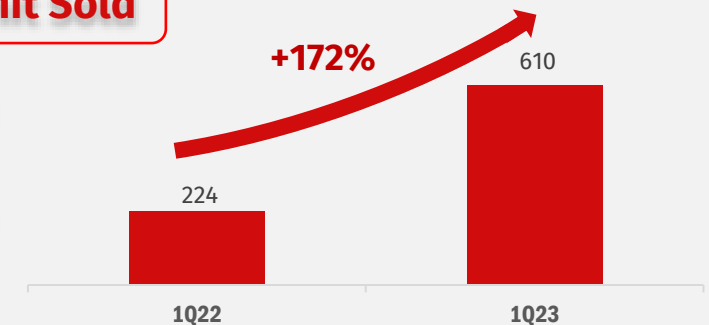
Bekasi - Tambun (Renovation)



Depok

FY22 : 2507 Unit Sold

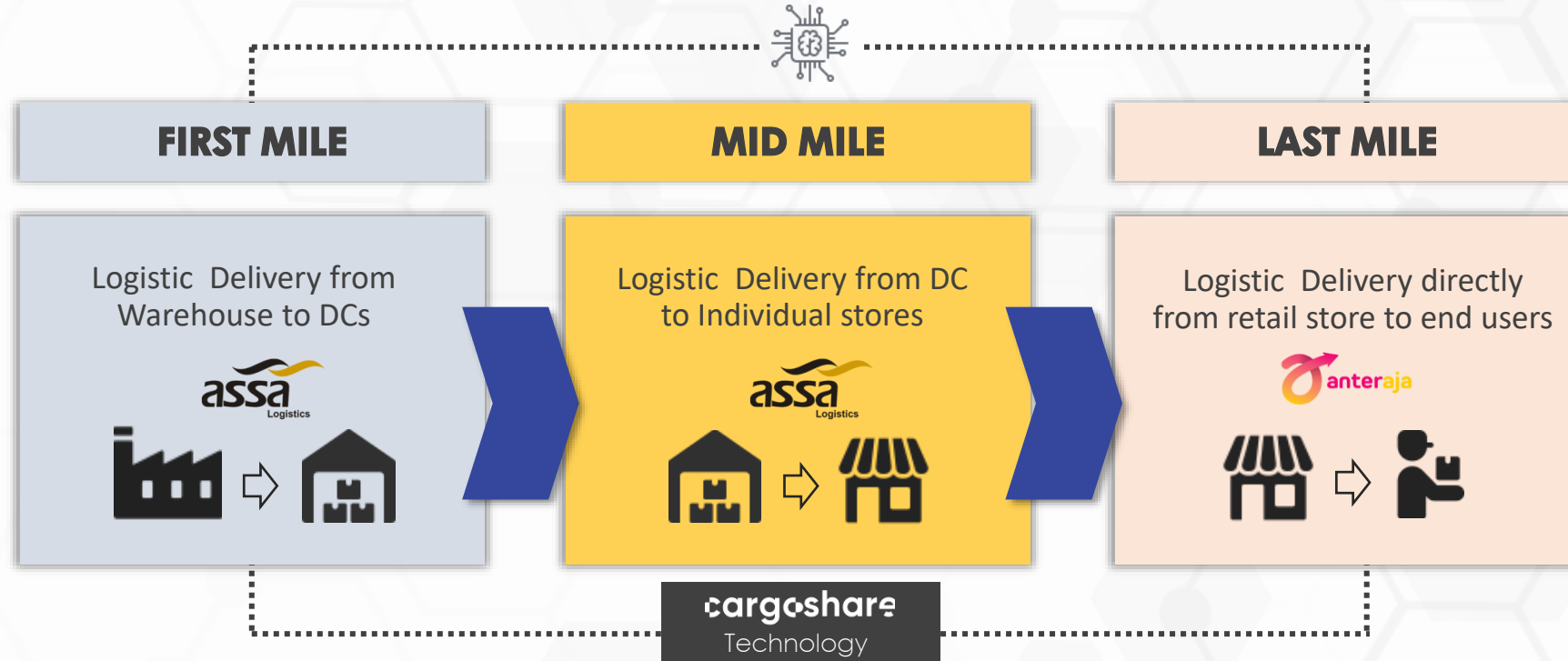
Caroline Used Car Sales (in unit)



(As of March, 2023)

THIRD PILLAR: **END-TO-END LOGISTIC**

BRINGING MORE LOGISTIC SOLUTIONS WITHIN THE GROUP SYNERGIES



Evolving towards end-to-end logistic solution...



TOWARDS END-TO-END LOGISTIC

SERVING B2B MARKET – FIRST & MID MILE

Since 2006, ASSA Logistics provides fleet management, trip management and delivery systems for corporate customers (B2B).

Newly develop

Cold Chain Logistic



Storage



Delivery



Technology

Cargoshare (TMS)

Transportation Management System



Digital platforms for optimal logistic solution as the in-house TMS.



Customer Base

B2B

B2C

C2C

EARLY STAGE DEVELOPMENT



International cross-border logistic

Utilizing SF Express & Kerry Logistic Network providing air & sea freight



Anteraja Main Focus:

- 1 Operational Excellence
- 2 Improve Profitability
- 3 Increase non e-commerce segment contribution



Seller



Courier



Buyer

Couriers only move within 3km-5km radius

Partner with



ENTERING LAST-MILE BUSINESS

SERVING ECOMMERCE & MSMEs - LAST MILE

In 2019, ASSA enter the last mile express delivery business, under Anteraja brand. Working together with one of the most profitable express logistic companies in China, SF Express.

NEW DEVELOPMENT



PAYMENT ON DELIVERY



FROZEN



INSURANCE



DROP OFF POINT



PHARMA DELIVERY



02

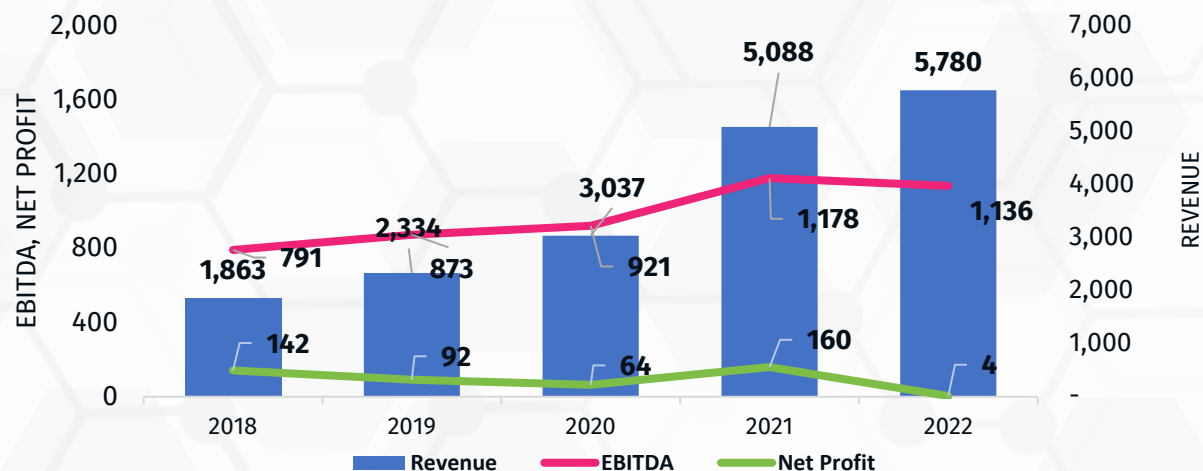
FINANCIAL PERFORMANCE

FINANCIAL HIGHLIGHTS



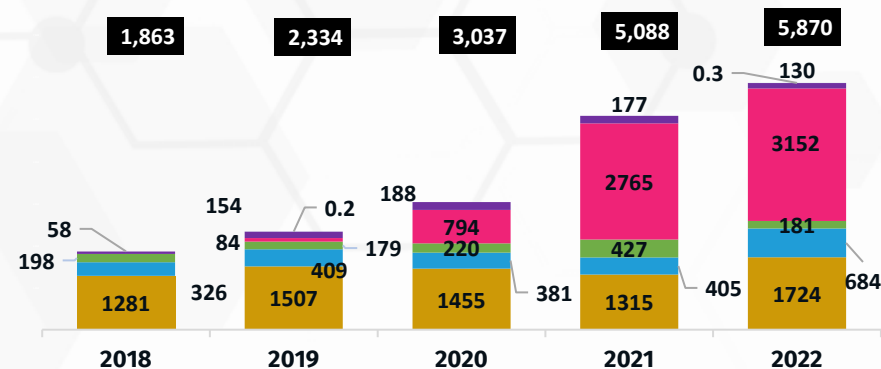
REVENUE, EBITDA, AND NET PROFIT TREND

(in billion IDR)



REVENUE BREAKDOWN TREND

(in billion IDR)



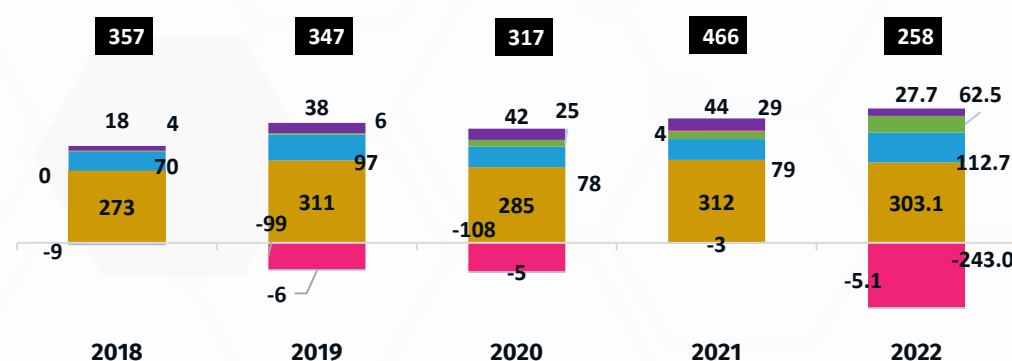
	1Q22	1Q23	Δ% YoY
ASSET	7,230.4	7,293.8	0.9%
LIABILITY	4,737.3	4,786.6	1%
EQUITY	2,493	2,507	0.6%
CASH AND CASH EQUIVALENTS*	1,126.5	811.3	-28%

* Prepare higher cash to anticipate business turbulence in 2023 and to maintain growth

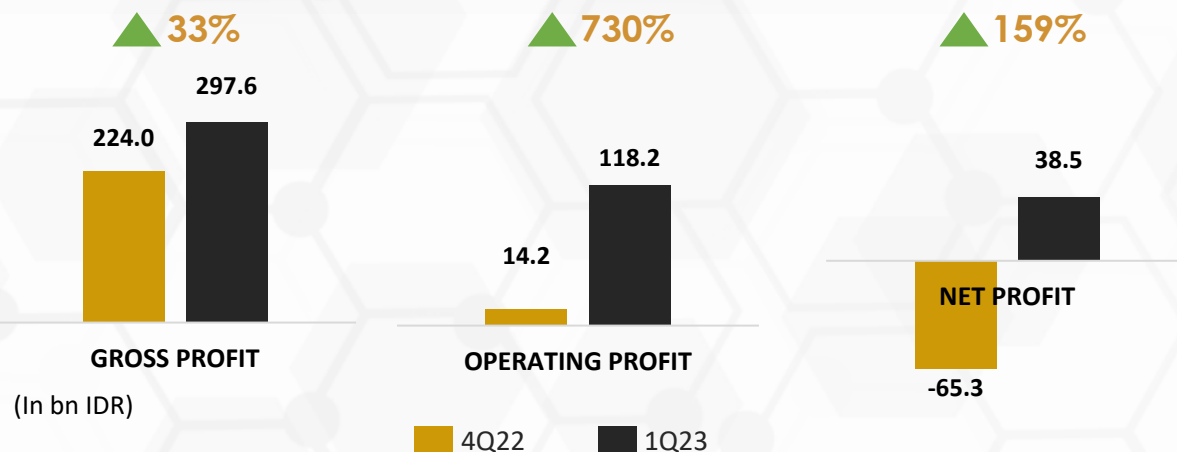
(In billion IDR)

OPERATING PROFIT BREAKDOWN TREND

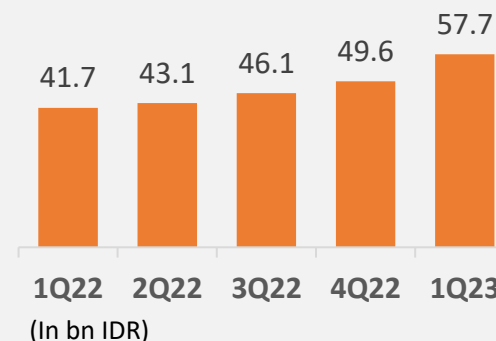
(in billion IDR)



QoQ FINANCIAL RESULT

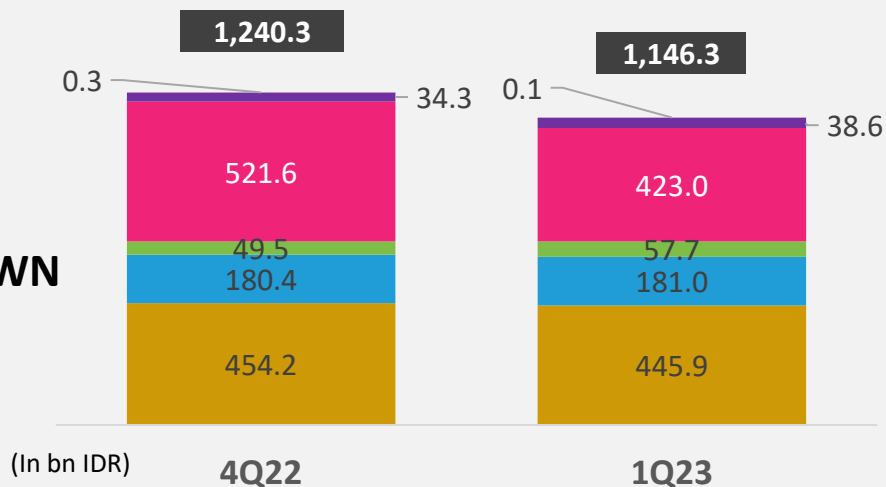


Continuous Growing Logistic Revenue from External Customers



Growing numbers in line with our efforts on developing the B2B market segment.

REVENUE BREAKDOWN



Express

Logistics

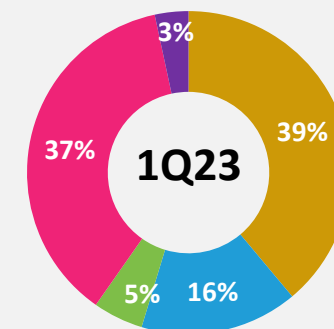
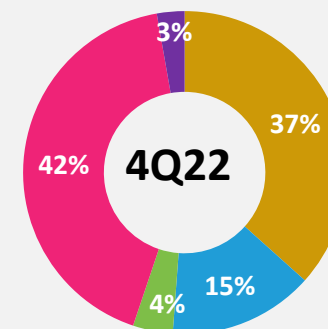
Vehicle Autopool and Driver

Auction

Sales of Used Vehicles

Others

REVENUE COMPOSITION



Business Pillars

Integrated Business Pillars in Mobility Ecosystem



People Mobility



1ST

TRANSPORTATION

Corporate Car Rental



est. 2003

Driver Services



est. 2004



est. 2018

Online Car Sharing

2ND

USED VEHICLE TRADING BUSINESS (PT AUTOPEDIA SUKSES LESTARI TBK)



Automotive Auction



Lelang Otomotif No.1
est. 2014

O2O Used Car Dealer



est. 2019



3RD

END-TO-END LOGISTICS



Logistics



est. 2006

Express Delivery



est. 2019

E-fulfillment Services



Cargo Share
Logistic & Technology

cargoshare



Goods Mobility



THANK YOU

Investor Relations Team ASSA

Kris Jonan/F. Dion/Michael Oktavianus
investor.relations@assarent.co.id
corporate.secretary@assarent.co.id

PT Adi Sarana Armada Tbk