



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

SAMUEL SEKURITAS  
WEBINAR

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As of April 16<sup>th</sup>, 2024

**Integrated Mobility  
Ecosystem  
Powered by Technology**





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**01**

# **COMPANY PROFILE**

# 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.



**Cargoshare (ASSA Logistics) :** Serving corporate customers logistic needs.

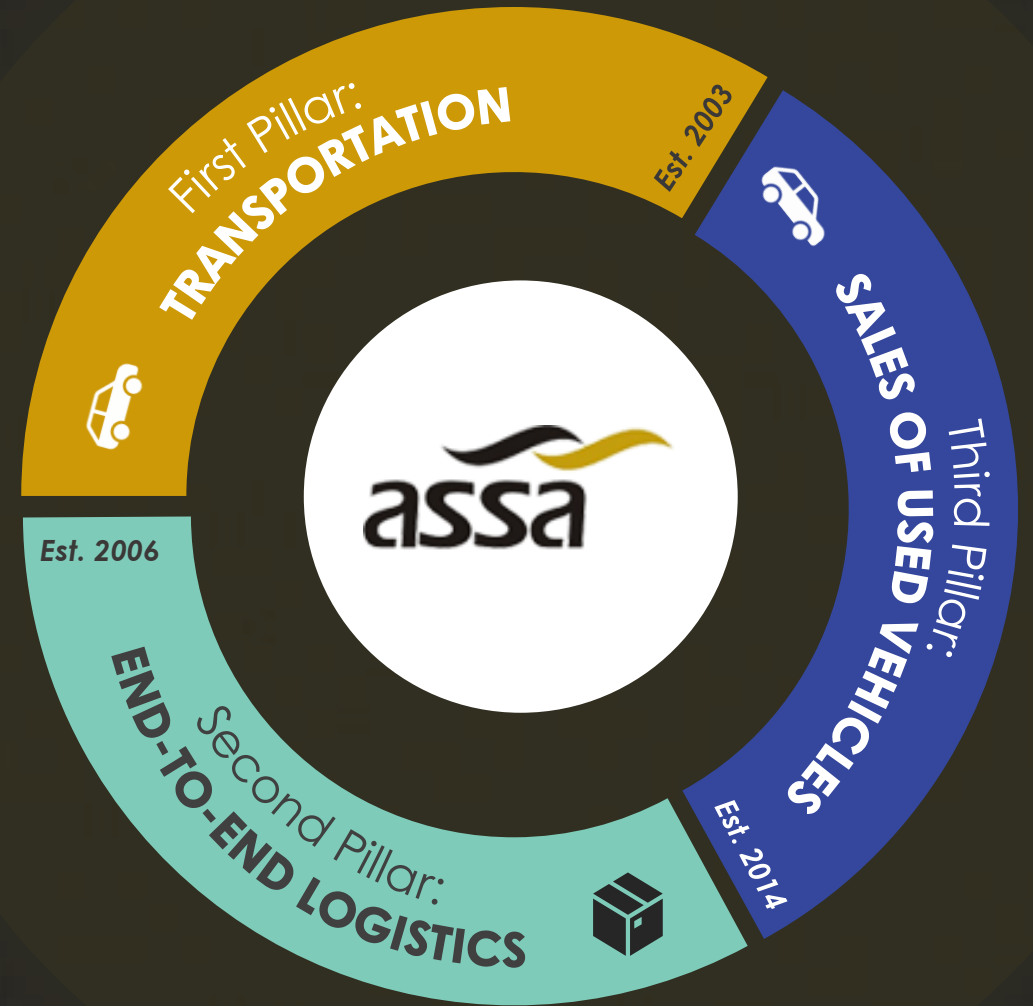
**Anteraja:** Technology and application-based express delivery.

**Titipaja:** Fulfillment service by Anteraja



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

**Retail Business (Caroline):** O2O used car dealer.



# 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

15 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

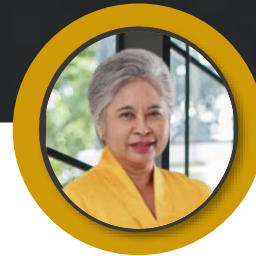
10 years experience as ASSA's operational director. Experienced in operational and business development positions in Astra International subsidiary.



**Lindawati Gani**

Independent Commissioner

Appointed on August 2020. Also served as an academican 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. Poesposoetjpto**

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.



# 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

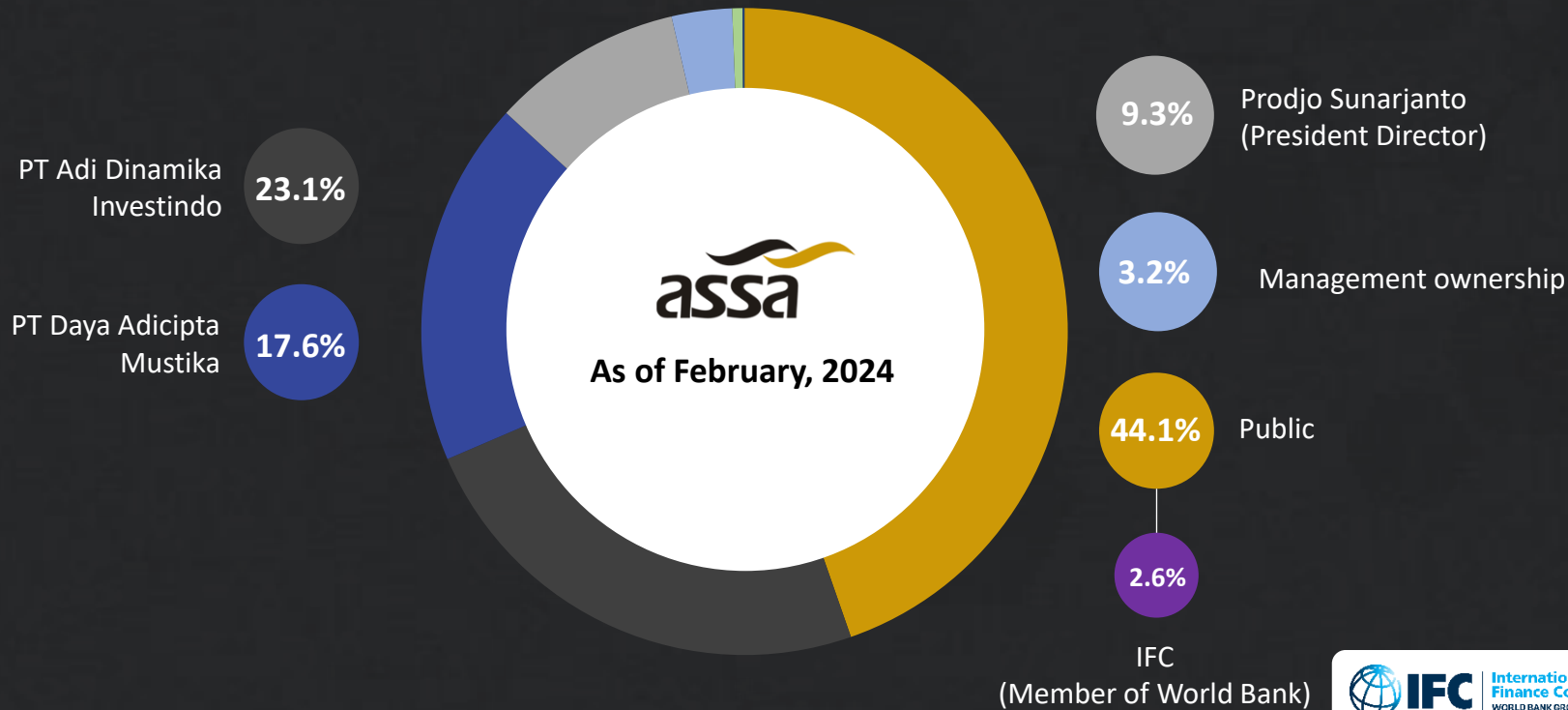
1. Pako Group
2. Dharma Polimetal (DRMA)
3. Binabusana Internusa
4. Lemindo Group

### Mining

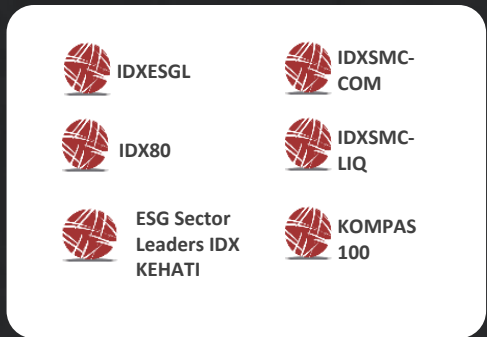
1. Padang Karunia
2. Adaro Energy (ADRO)

### Trading & Services

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



ASSA is listed in several indexes:



Number of Shares :  
**3,691,137,517**  
 (As of February, 2024)



As of July 2023, IFC become ASSA's shareholder upon convertible bond conversion

**02**

**OUR  
BUSINESS**

# FIRST PILLAR BUSINESS




# ASSA RENT

## CORPORATE CAR RENTAL & DRIVER SERVICES

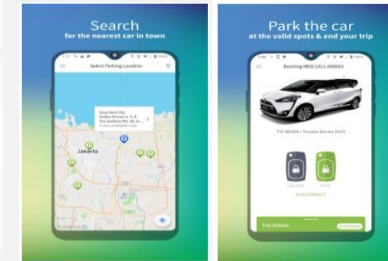


Provides transportation solution in the form of yearly vehicle rental to support the smooth corporate business.



**18 Branches & 22 Outlets**  
**30,030 fleets** (as of December, 2023)

### Share car ONLINE CAR SHARING



Total ~121,000 hours leased in FY23 with total ~90 units.

## Business Model:

3. Sell the used cars (MV>BV)  
~4,300 units sold in FY23.

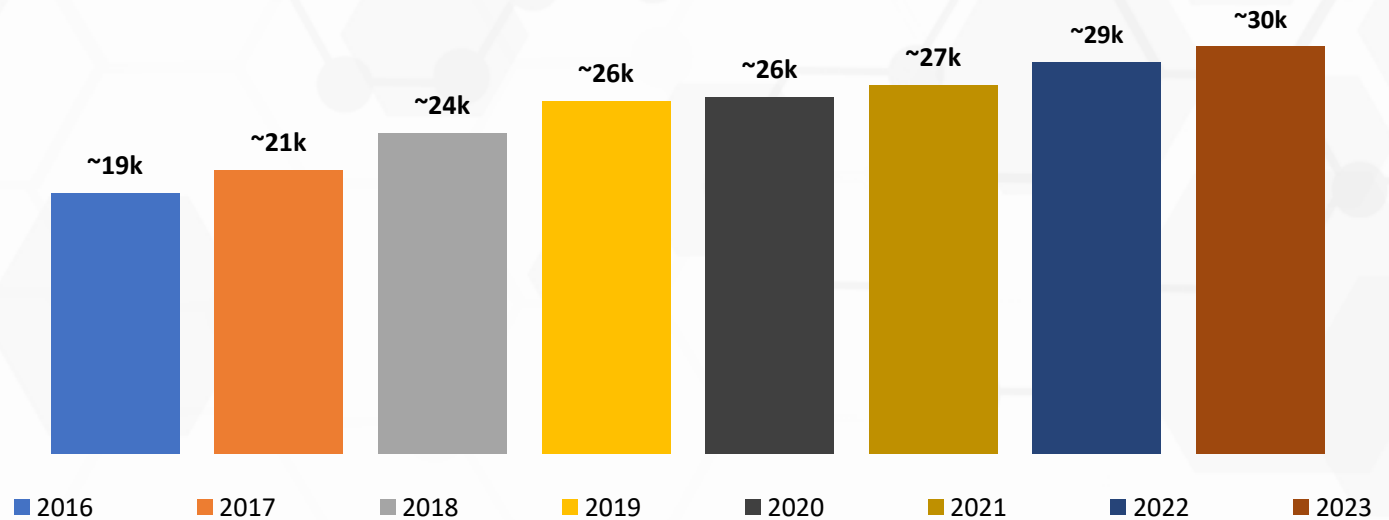
Utilization rate ~93%



2. Rent and Depreciate Cars (4 years)

1. New cars Acquisition

## Number of Fleets







# END-TO-END LOGISTIC BUSINESS SINCE 2006

**>15 YEARS  
EXPERIENCE**

PT Adi Sarana Transportasi (ASTA), with the Brand "CargoShare Logistics" is a logistics transporter with focus on B2B market segment, which is part of the ASSA Group Ecosystem. In-house Transportation Management System (TMS), live GPS, and also available in almost all parts of Indonesia.

**>1700  
trucks**

**cargoshare**

**First Mile**

*Ex: Delivery from Warehouse to DCs*

**cargoshare**

**Mid Mile**

*Ex: Delivery between DCs or to stores*

FOCUS IN  
2023

**anteraja**

**Last Mile**

*Ex: Delivery directly to end users*

**>1700  
drivers**

**2006** **Logistics**  
Started logistic business to provide services for B2B market

**2019**   

- Started Anteraja to serve last mile deliveries
- Developed fulfillment services

**2022**   

- Introduced Anteraja robotic sorting facility

**2022**   

- Introduced Cargoshare technology
- Partnership Anteraja with K24

**2023**   

- Invested in cold chain services
- Collaborated with MOSTRANS & eFishery
- Rebranded to Cargoshare



# INTEGRATED LOGISTICS SOLUTION

## FIRST & MID MILE

## LAST MILE



**In-house TMS**



### Trucking Services

Provides fleet management, driver service, trip management, Transportation Management System (TMS), and other delivery needs.



### Customized Service

Special services for customer that needs customized operation. Ex: cold chain logistic needs refer trucks, cold storage, etc.



### Warehouse Management

Operates Warehouse Management System (WMS), also provides fulfilment services.



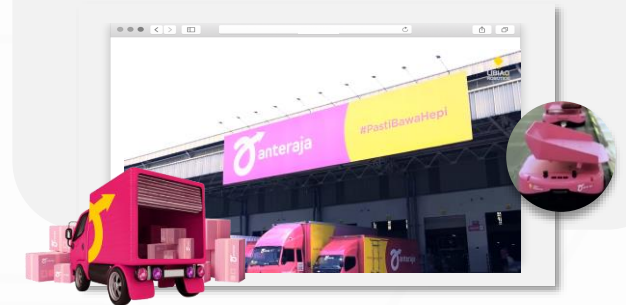
### End User Delivery



Utilizing Anteraja for the last leg of logistic services. Provides packing, robotic sorting, courier, delivery services.

**Shareholder:**

- 49.5% : ASSA
- 22.5% : GOTO\*
- 18.0% : SF Express\*
- 10.0% : Garibaldi Thohir



## RELATED PARTIES:



(Triputra group)



(shareholder)



(acquired by SF)

\*through subsidiary

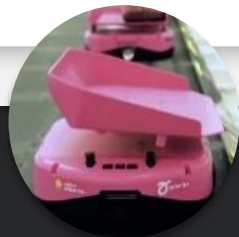
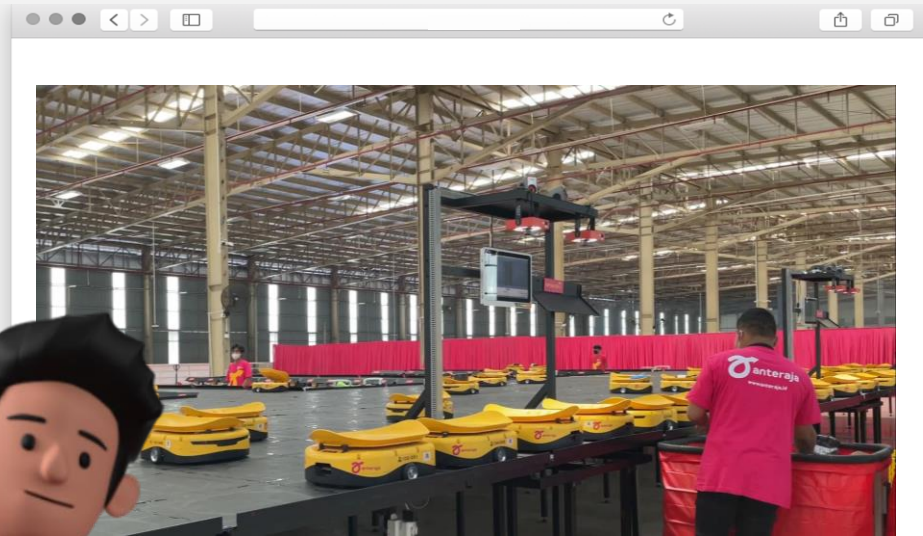
# Anteraja Sorting Hub

pioneer in using the technology

UP TO  
**200%**  
SORTER  
PRODUCTIVITY

**>99%**  
ACCURACY

**2X**  
FASTER







# ASSA END-TO-END LOGISTIC.







# USED VEHICLE ECOSYSTEM

PT Autopedia Sukes Lestari Tbk (ASLC: IJ)



**Autopedia** is an omnichannel automotive marketplace company with three business pillars namely Wholesale business (Auction), Retail business (O2O used car dealer), and Pawnshop business

**NEW SERVICE**



**Pawnshop Business** through PT Autopedia Sukses Gadai which was started in June 2023.

10 showrooms

Auction Points : #15

Hubs: #22

**JBA Total: 37 Locations**  
Total land managed: 22 Hectares



## Business Model:



Choice of platforms for buyer & sellers

# 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.

**PT JBA Indonesia**  
 92.20% : PT Autopedia Sukses Lestari  
 7.80% : PT Summit Auto Group

**#1**  
 The largest wholesale automotive marketplace in Indonesia

**40%**  
 Hold the largest market share

**37**  
 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

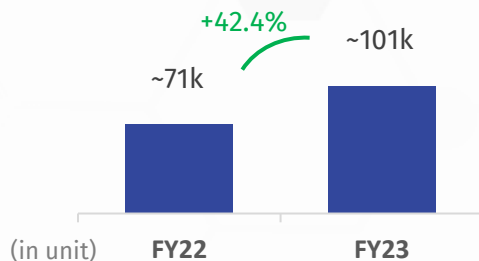
Once sellers' vehicles are handed over to JBA, the sellers will get real-time updates on their vehicles' conditions via email.



### STOKU (Stock management system)

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

2W and 4W Auction Sales Volume



# CAROLINE.id

ONLINE-TO-OFFLINE (O2O) USED CAR DEALER

- Changing the way of buying and selling used cars with transparent price and reliable quality.
- Focus development and optimization of showrooms in Jabodetabek area. As of December 2023, Caroline.id has 10 showrooms.



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

### New Showrooms:



Sultan Agung - Bekasi (Relocate)



Tajur - Bogor

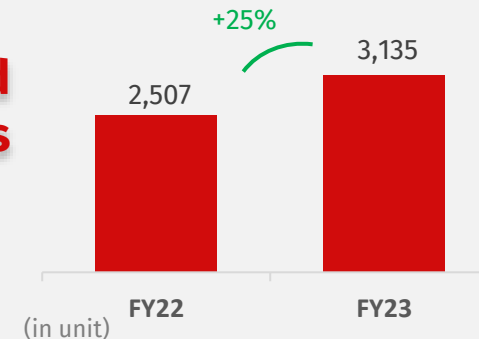


Cinere - Depok



Cimahi - Bandung

### Caroline Used Car Sales



**03**

# **FINANCIAL PERFORMANCE**

# Financial Highlights

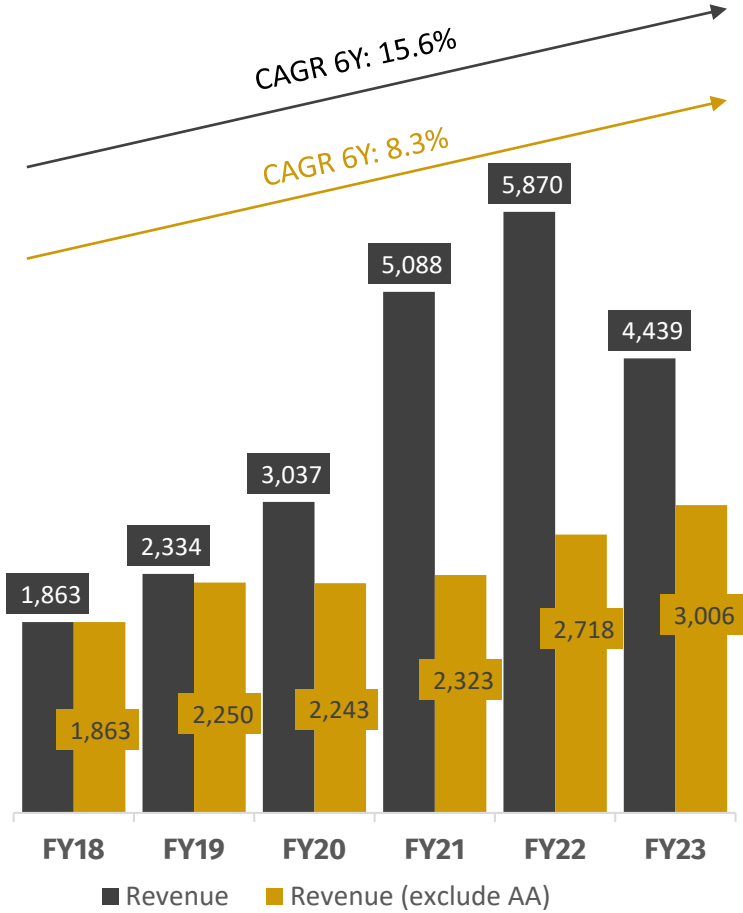


## TOTAL REVENUE

(in billion IDR)

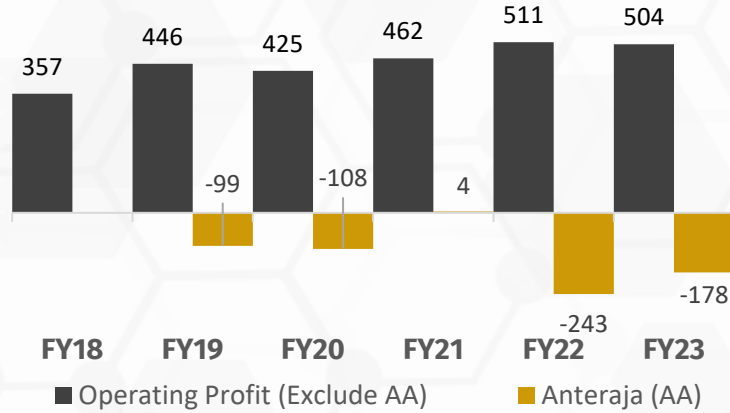
CAGR 6Y: 15.6%

CAGR 6Y: 8.3%



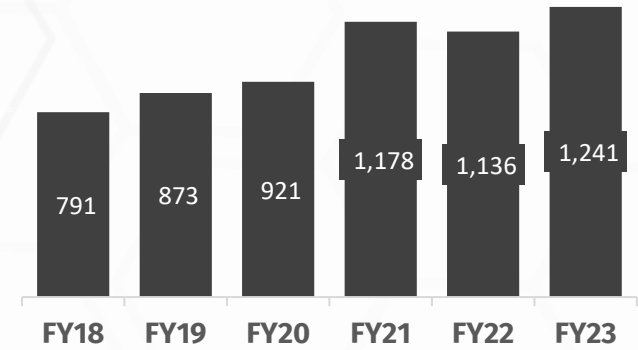
## OPERATING PROFIT

(in billion IDR)

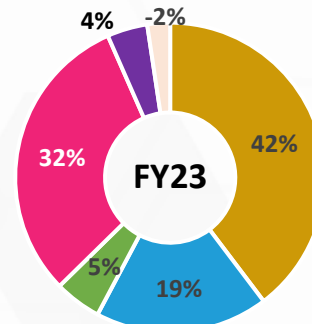
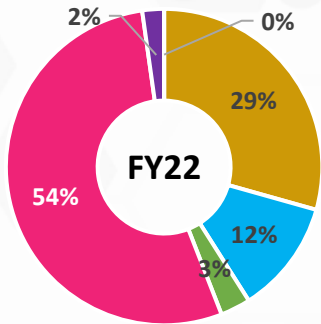


## EBITDA

(in billion IDR)



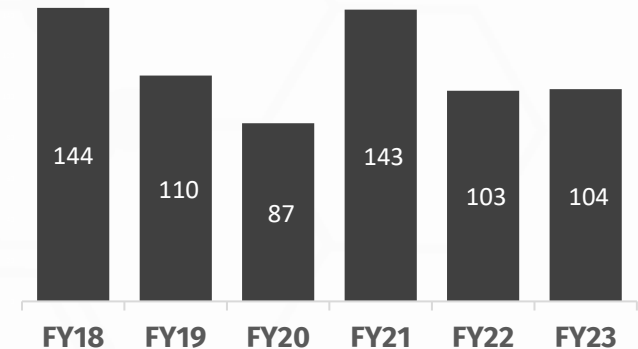
## REVENUE BREAKDOWN



- Express
- Auction
- Vehicle Autopool and Driver
- Sales of Used Vehicles
- Logistics
- Others

## NET PROFIT\*

(in billion IDR)

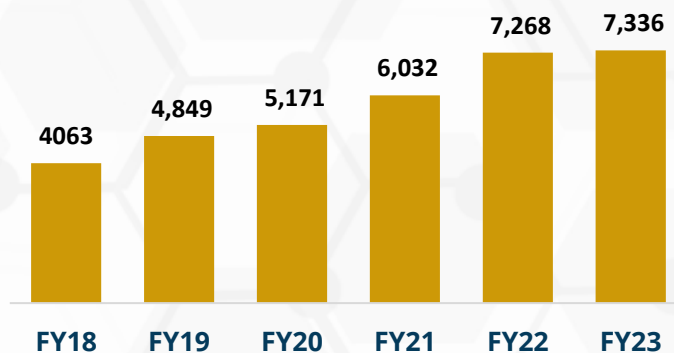


\*Net Income Attributable to the owners of the parent entity  
PT Adi Sarana Armada Tbk

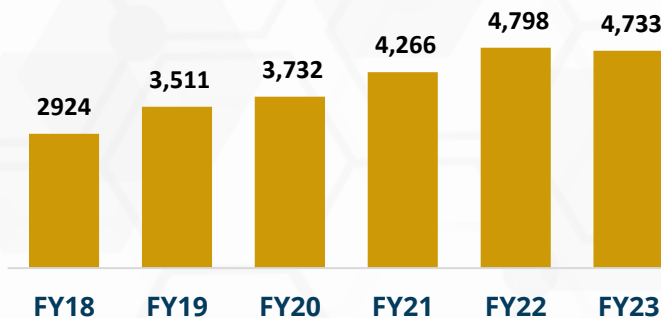
# Balance Sheet and Key Financial Ratios



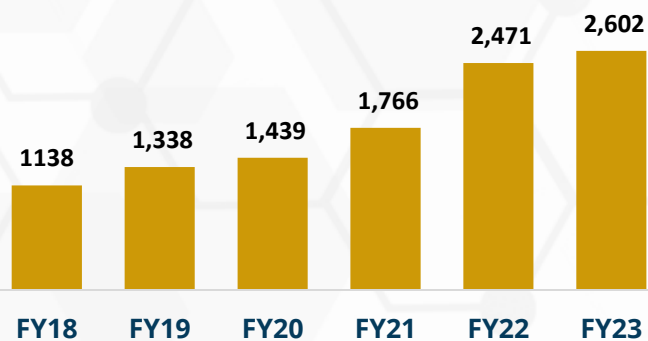
### TOTAL ASSET



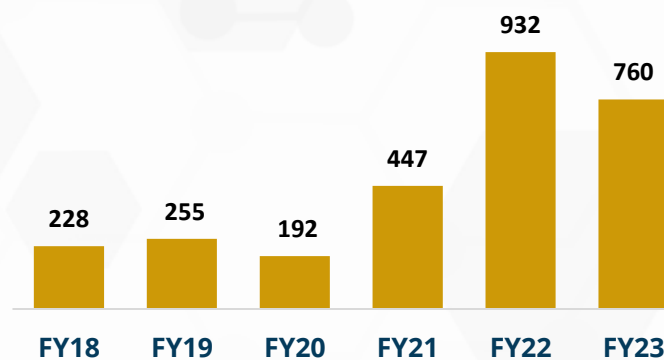
### TOTAL LIABILITIES



### TOTAL EQUITY



### CASH & CASH EQUIVALENTS



Key Financial Ratios	FY22	FY23
Gross Margin (%)	18.4%	25.1%
Operating Margin (%)	4.6%	7.3%
EBITDA margin (%)	19.4%	28.0%
Net Margin (%)	0.1%	0.4%
ROA (%)	0.1%	0.3%
ROE (%)	0.1%	0.7%
DER (x)	1.9x	1.8x



**04**

**ENVIRONMENTAL,  
SOCIAL,  
GOVERNANCE (ESG)**

# ESG INITIATIVES



## ENVIRONMENTAL

- Implemented QSHE based on ISO 9001:2015, ISO 14001:2015 & ISO 45001:2018.
- Implemented 6 solar electricity installation in 5 branches Jakarta, Surabaya, Medan and Palembang.
- Solar electricity produced 145,029 kWh in 2022, using basic electricity tariff (TDL) in 2022.
- Periodically conducts emission tests on all its cars.



## SOCIAL

- Education & training to improve the quality of employees.
- Zero work accident rate.
- Allocated IDR 1.06 billion for employee competency development in 2022.
- Carried out CSR in 3 main areas: environment, social & health, and education
- Provided scholarships to driver's children



SATRIA's vaccination



## GOVERNANCE

- Applies principles of Openness (transparency), Accountability, Responsibility and Independence. And Fairness.
- Carries out GCG socialization to all of its employees.
- Dedicated to highest level of ethical and legal conduct in all business activities.
- Has a communication policy with Shareholders or Investor.
- Take into account the diversity of expertise, knowledge, and experience of the Board members.



**05**

# **OUTLOOK 2024**

# OUTLOOK 2024



## Financial Target

- positive top-line growth in 2024 with bottom-line growth of **5-10%**



## Business Pillars

- Rental business steady growth (at least equal to GDP growth)
- Cargoshare's logistic is expected to grow while Anteraja will continue to improve its bottom line in 2024
- ASLC aims to achieve double-digit growth in revenue and net profit

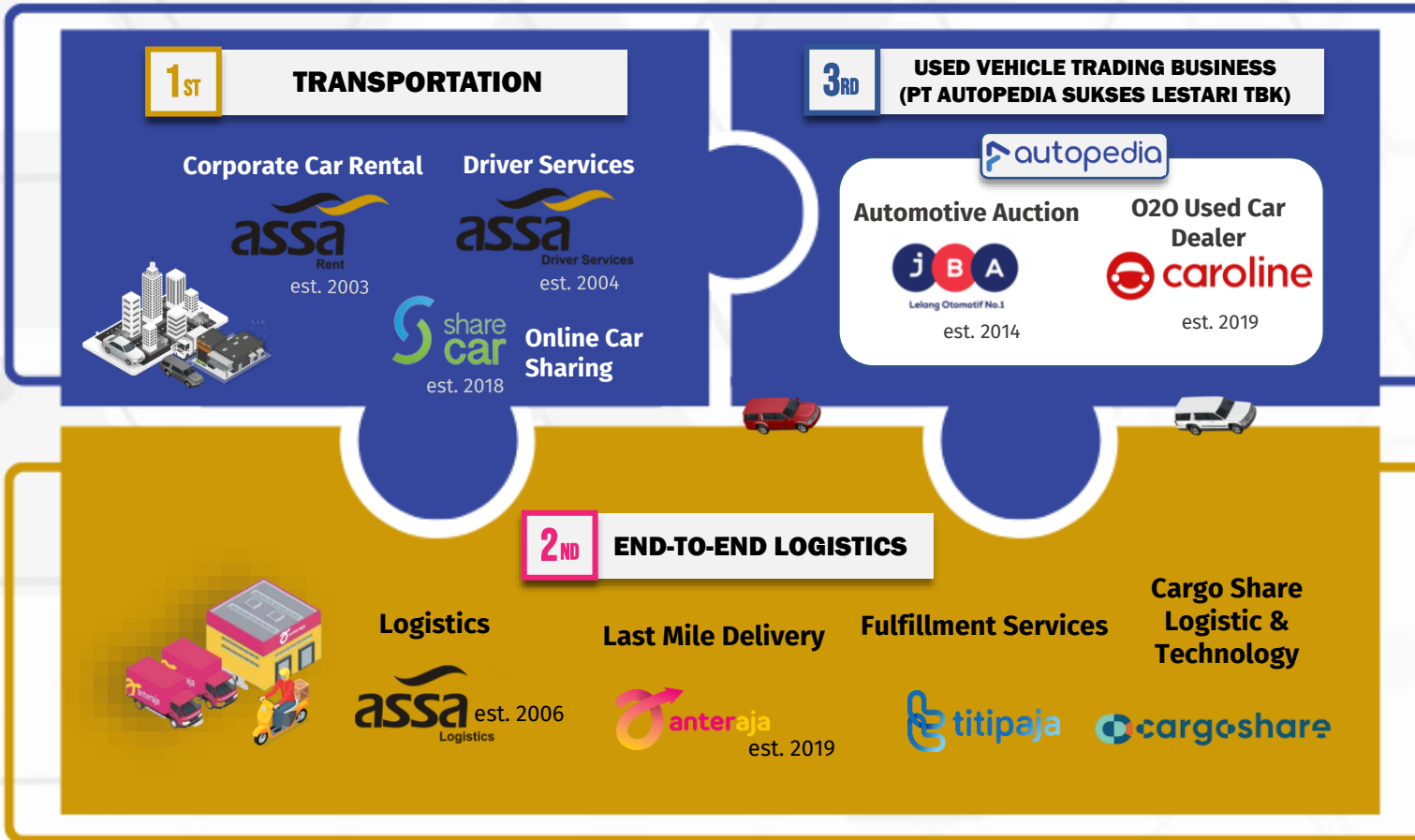


# Business Pillars

## Integrated Business Pillars in Mobility Ecosystem



### People Mobility



### Goods Mobility





# THANK YOU

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