

Astra Best Practices : Synergy



Shared by:
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 PT Astra International Tbk
 October 10th 2017



Automotive



Financial Services



Heavy Equipment, Mining & Energy



Agribusiness



Infrastructure & Logistics



Information Technology



Property

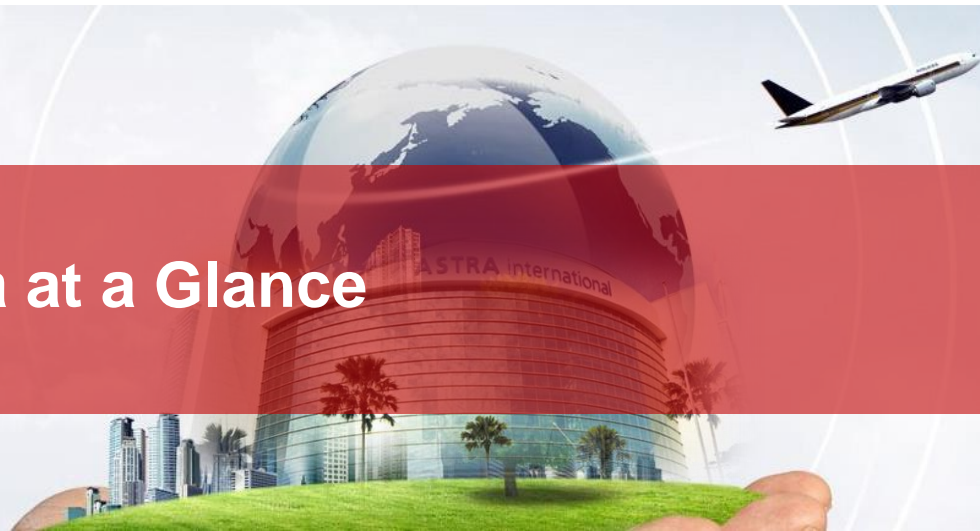


**IIA INDONESIA
 2017 NATIONAL CONFERENCE**
 INTERCONTINENTAL DAGDAG PRAJATI BANDUNG ■ 10-11 OCTOBER 2017



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Astra at a Glance





AUTOMOTIVE



FINANCIAL SERVICE



HEAVY EQUIPMENT MINING & ENERGY



AGRIBUSINESS



INFRASTRUCTURE & LOGISTICS



INFORMATION TECHNOLOGY



PROPERTY



Headcount

214.835 employees
In 208 companies

Source: Astra Annual report 2016

FOUNDATIONS





AIM	PROSPER WITH THE NATION
MOTTO	PER ASPERA AD ASTRA
VALUES	CATUR DHARMA <ul style="list-style-type: none">• To be an asset to the nation• To provide the best service to customers• To respect the individual and develop teamwork• To continually strive for excellence
Astra Mission	To prosper with the nation by providing the best value to our stakeholders
Astra Vision	<ol style="list-style-type: none">1. To be One of the Best Managed Corporations in Asia Pacific with an emphasis on sustainable growth by building competence through people development, solid financial structure, customer satisfaction and efficiency2. To be a socially responsible and environmentally conscious corporation .
Goal 2020	PRIDE OF THE NATION

Strategic Triple-P Roadmap

1 Portfolio Roadmap



2 People Roadmap



3 Public Contribution Roadmap

PHASE 3

2017-2019

BECOMING PRIDE OF THE NATION

2017
“BUILDING UP OUR NATURAL
CAPABILITIES”

2018
“BECOMING A WORLD CLASS
ORGANIZATION”

2019
“INSPIRING THE NATION”

PHASE 2

2014-2016

GOING TO THE NEXT LEVEL & NEXT LANDSCAPE (NEW PILLARS)

2014
“JOURNEY TO THE NEXT LEVEL”

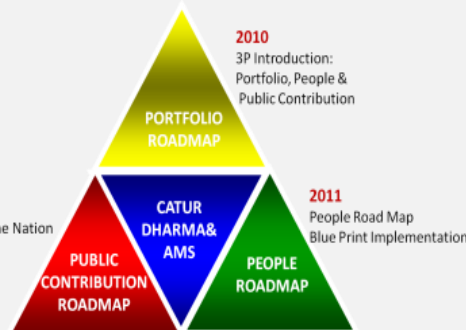
2015
“BUILDING UP THE NEXT LEVEL”

2016
“BRINGING UP THE NEXT
LANDSCAPE”

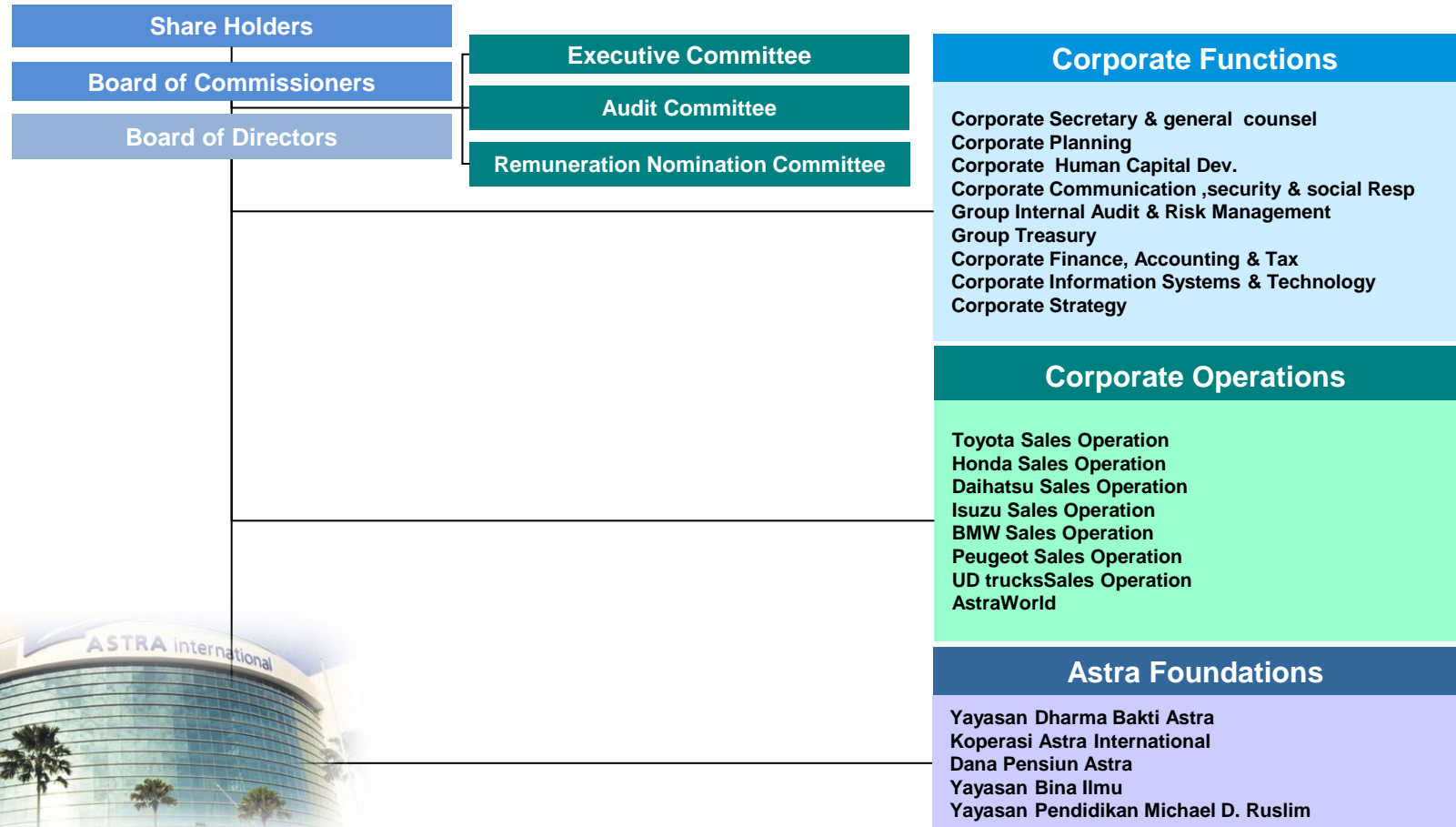
PHASE 1

2010-2013

STRENGTHENING THE FOUNDATION (3P)



PT Astra International – Organization Structure





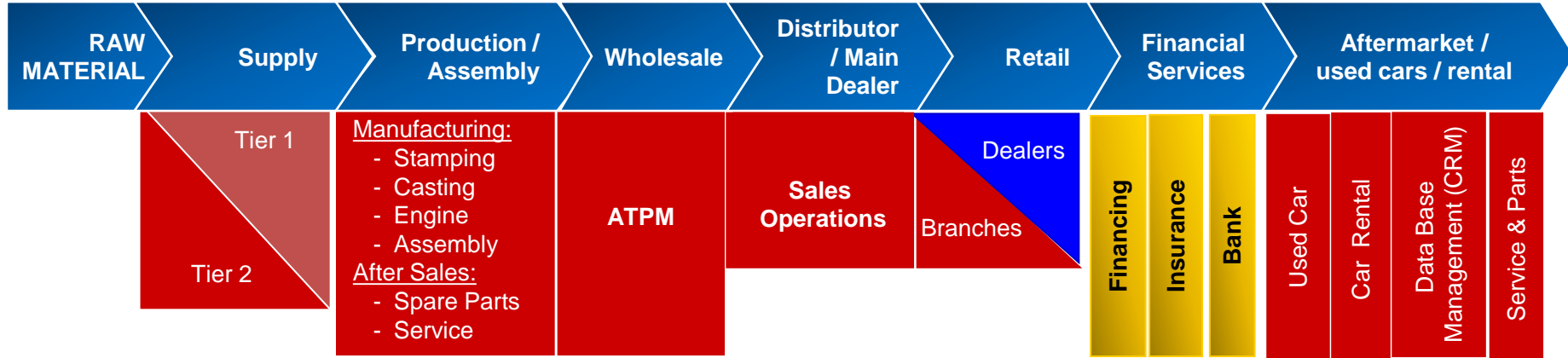
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Astra Synergy : Leverage Synergy



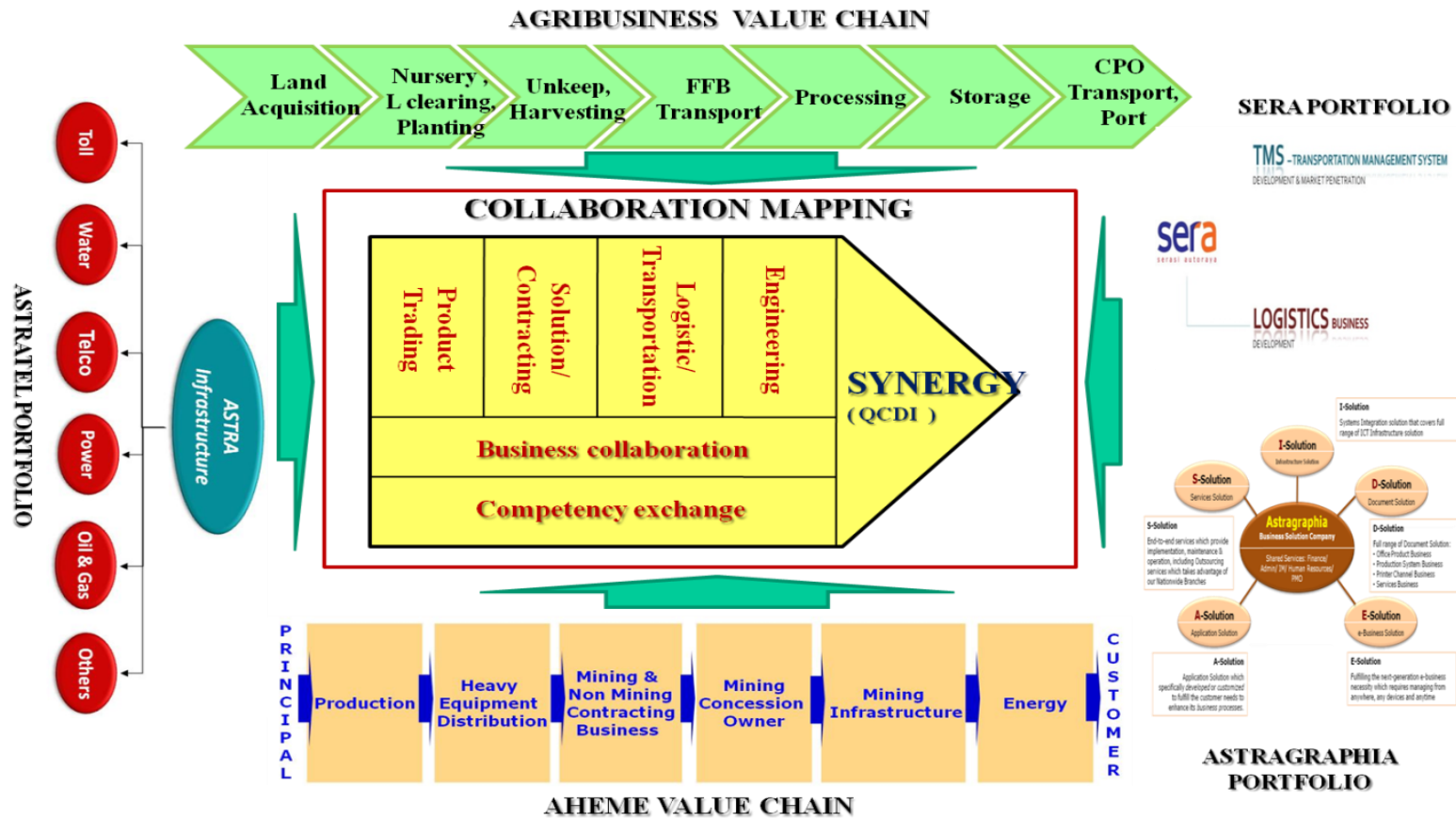


Automotive Value Chain



Heavy Equipment , Mining & Energy Value Chain





Astra Synergy – Type 3 : Bilateral Business (between 2 companies)

1. Joint Finance (PB – ACC & FIFGROUP) & Account Opening (ACC-PB)
2. Insurance (Astralife Banca (PB) & Fininsurance (FIF,ACC,TAF)
3. HE Financing (UT – KAF / SANF)
4. IT Product & Services (AG – Astra Group)





**PIC HRD
FORUM**

**PIC INNOVATION
AND QUALITY
FORUM**

**PIC
ASTRA MANAGEMENT SYSTEM
FORUM**

**PIC ESR
FORUM**

**PIC
COMMUNICATION/PR
FORUM**

**BRANCH FORUM
IN
REGION**

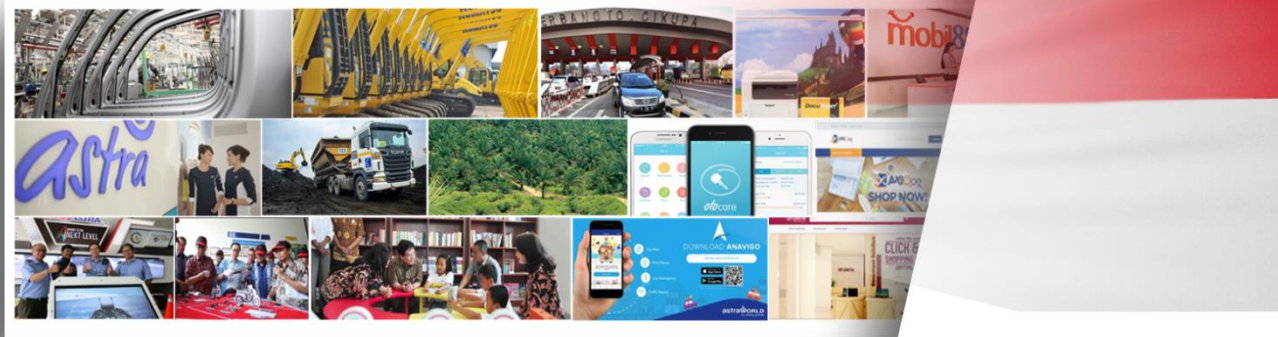




- 1. Based on QCD (Quality, Cost, Delivery) & Arm's Length.**
- 2. Support each other as One Astra Big Family.**
- 3. Astra International Head Office will not release decrees/letters of decisions regarding synergy.**
- 4. Astra International Head Office will facilitate synergistic processes between its subsidiaries (If needed).**



Thank You!



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