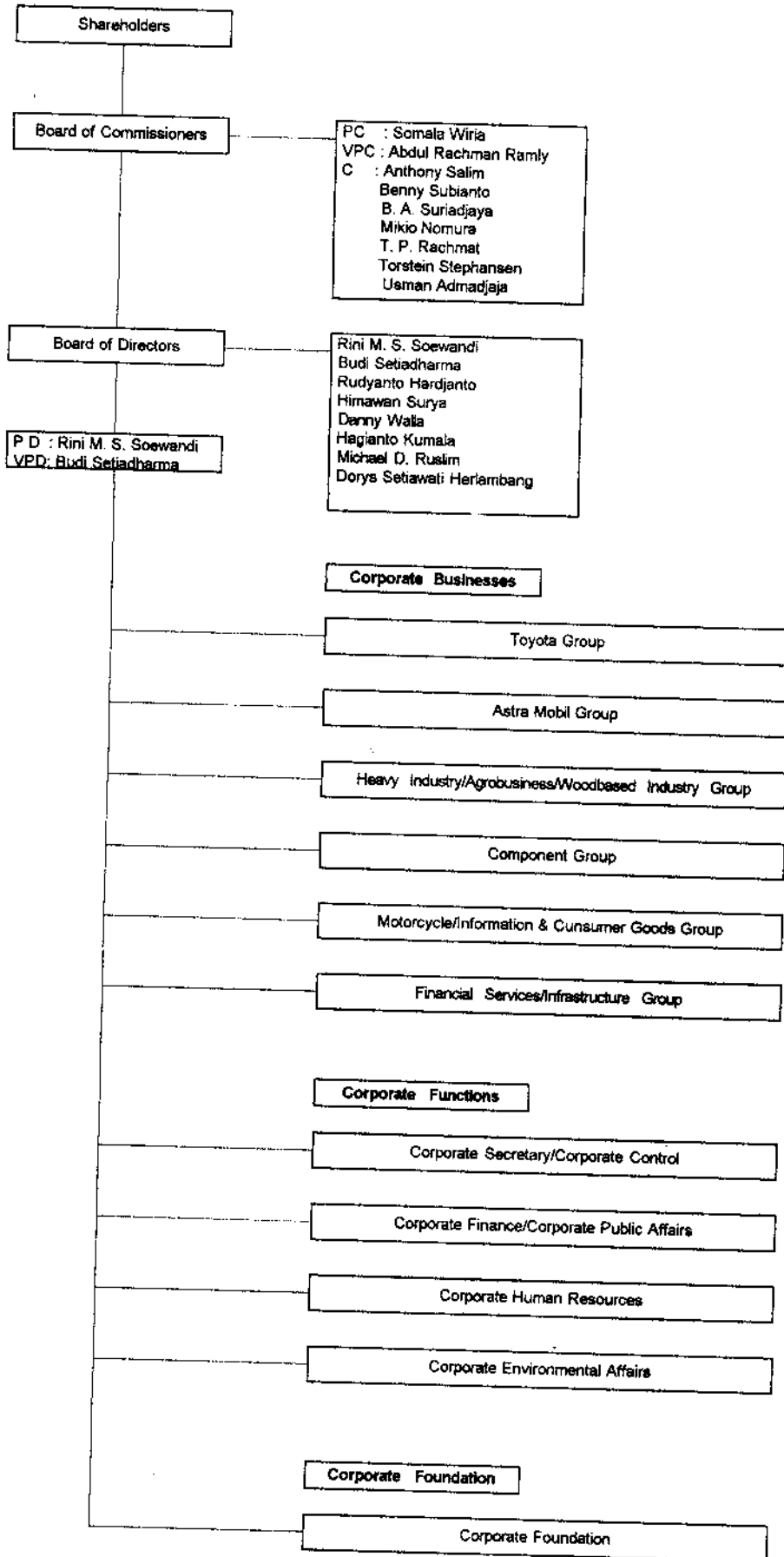
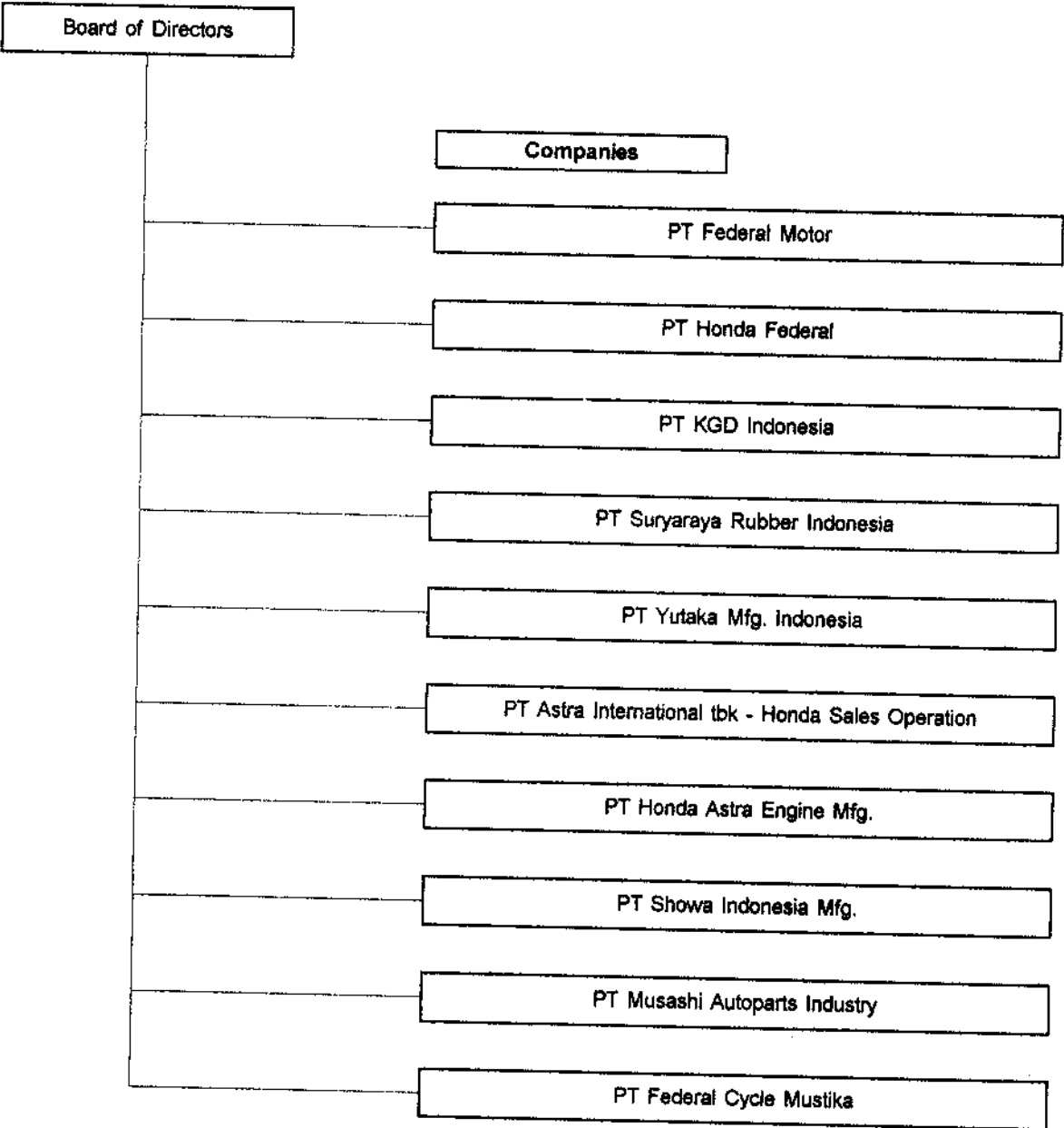


# Appendix

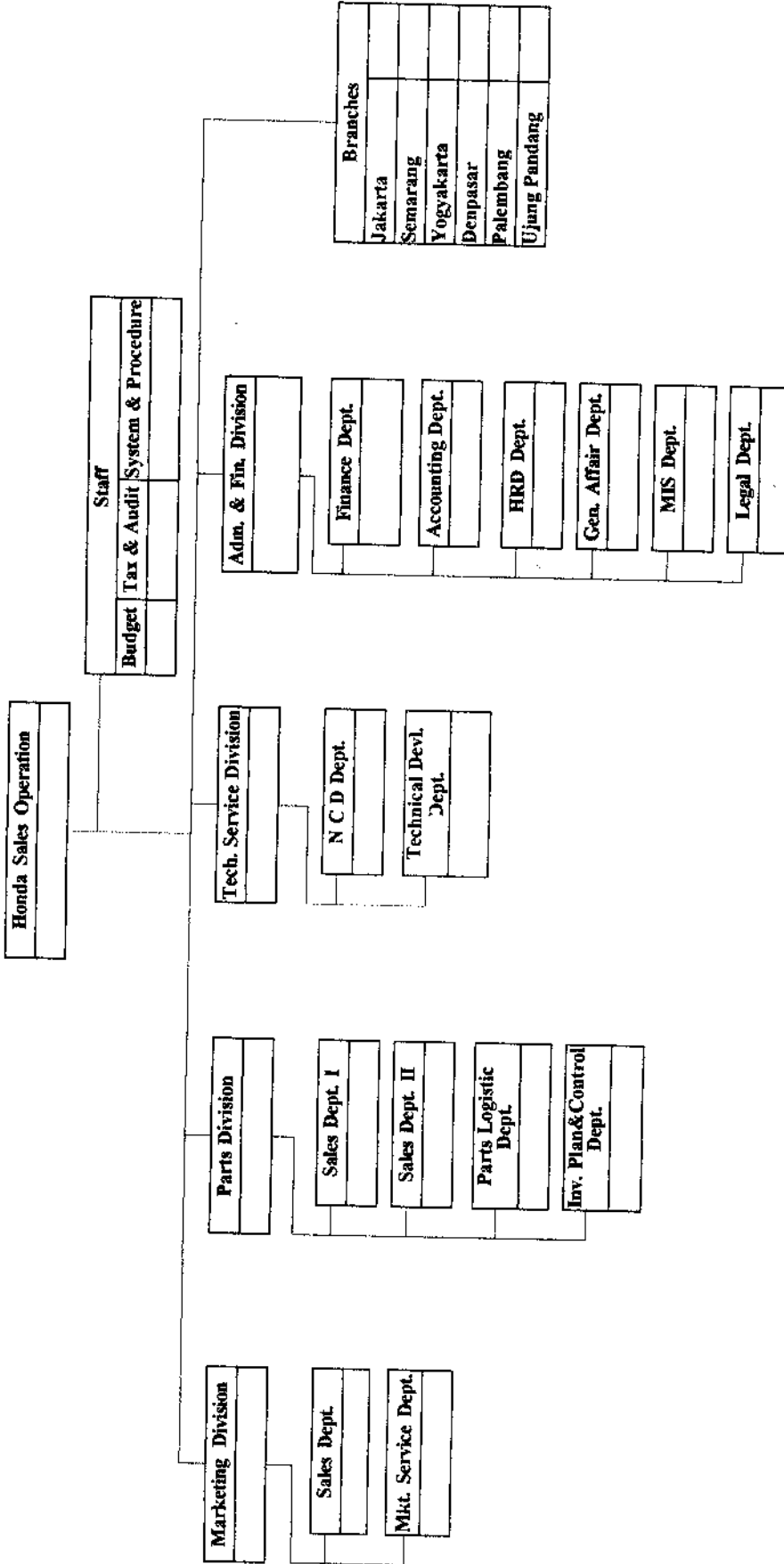
# PT Astra International Corporate Structure



# Federal Group Structure



**PT Astra Int. Tbk - Honda Sales Operation  
Organizational Structure**



# Penggolongan Karyawan PT Astra International - Honda Sales Operation

**Terdapat 7 golongan, dengan pembagian sbb :**

- Golongan I s/d III : - Unclassified
- Golongan IV : - Supervisor  
- Officer
- Golongan V : - Manager
- Golongan VI : - General Manager
- Golongan VII : - Chief Executive

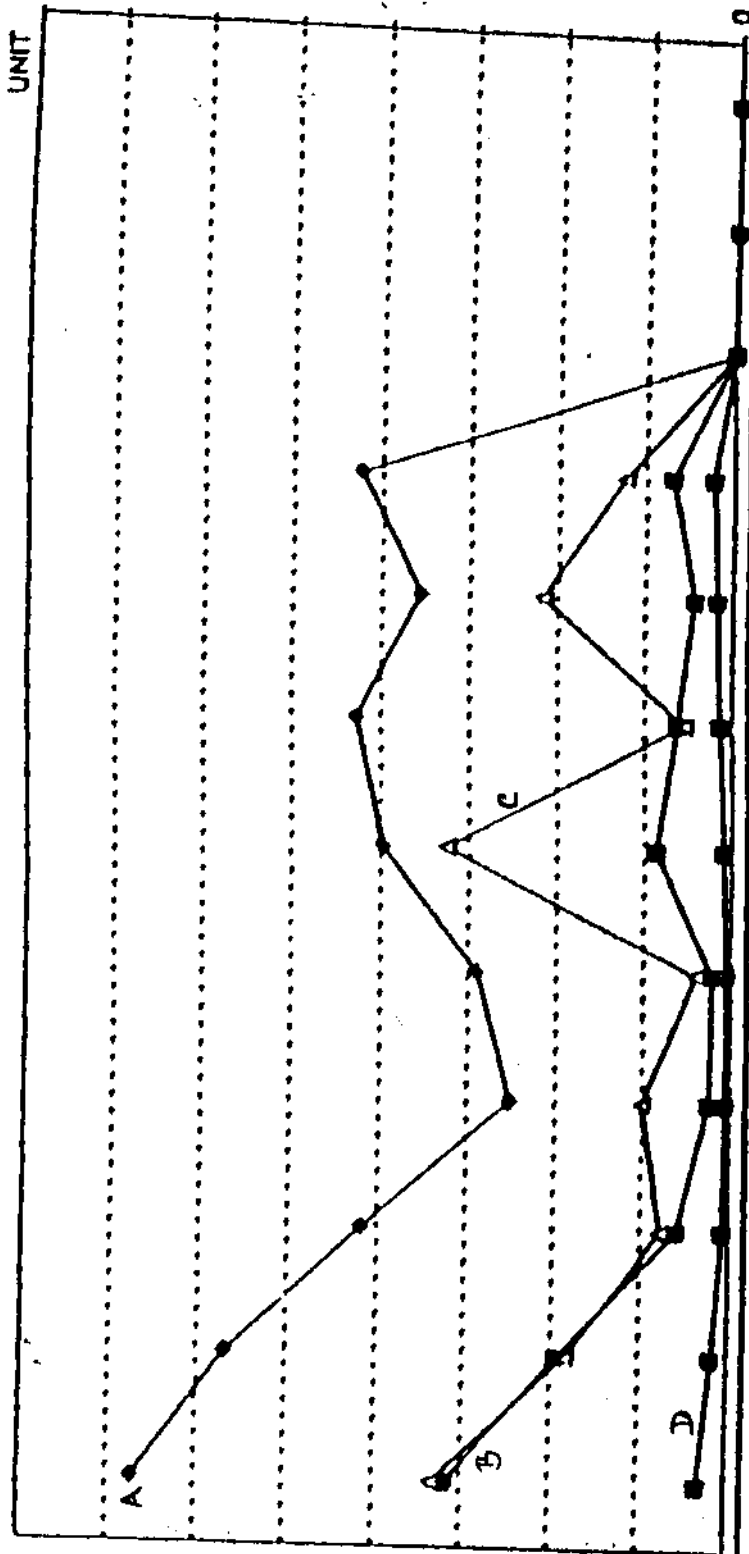
**Jumlah Sub Golongan, sbb :**

- Golongan I s/d IV : 6 Sub Golongan (A s/d F)
- Golongan V s/d VII : 4 Sub Golongan (A s/d D)

**Total Employees of  
PT Astra International Tbk - Honda Sales Operation**

<b>Level</b>	<b>Per December 1997</b>	<b>Per December 1998</b>
non Staff	761	504
Staff	301	215
Executive	10	10

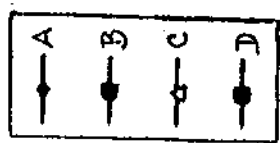
SALES UNIT



1998

Total

JAN FEB MAR APR MAY JUN JUL AUG SEP OCT NOV DEC







**CONSOLIDATED STATEMENTS OF INCOME AND RETAINED EARNINGS  
(IN MILLION OF INDONESIAN RUPIAH EXCEPT NET INCOME PER SHARE)**

	1995	1996	1997	1ST QUARTER JAN-MAR '98
<b>AUTOMOTIVE AND NON-FINANCIAL SERVICES</b>				
NET REVENUES	5,439,173	10,980,723	14,045,850	2,704,111
COST OF REVENUES	4,444,347	8,750,441	10,917,084	1,922,111
GROSS PROFIT	994,826	2,230,282	3,128,766	782,000
EQUITY IN NET INCOME OF ASSOCIATED COMPANIES & JOINTLY	21,011	52,461	(56,089)	(251,111)
OPERATING EXPENSES	(481,223)	(1,216,295)	(1,551,847)	(333,111)
INCOME FROM OPERATIONS	534,614	1,066,448	1,520,830	197,888
OTHER CHARGES (INCOME):				
FINANCING CHARGES	(329,827)	(780,285)	(1,998,016)	(2,748,111)
INTEREST INCOME	63,061	251,776	362,822	117,444
MISCELLANEOUS - NET	22,252	44,784	(31,966)	(26,111)
OTHER CHARGES - NET	(244,514)	(483,725)	(1,667,160)	(2,658,111)
INCOME BEFORE PROVISION FOR INCOME TAX AUTOMOTIVE AND NON FINANCIAL SERVICES	290,100	582,723	(146,330)	(2,461,111)
<b>FINANCIAL SERVICES</b>				
REVENUES				
CONSUMER FINANCING	183,065	589,845	725,064	215,888
INTEREST INCOME	169,343	552,704	815,110	636,944
OTHERS	49,184	161,059	286,032	53,944
TOTAL REVENUES	401,592	1,303,608	1,826,206	906,776
EQUITY IN NET INCOME (LOSSES) OF ASSOCIATED COMPANIES	925		242	2,333
EXPENSES				
FINANCING CHARGES	194,006	682,518	1,049,523	558,944
GENERAL AND ADMINISTRATIVE EXPENSES	80,729	242,821	359,911	95,000
OTHERS	19,572	126,807	198,990	154,444
TOTAL EXPENSES	295,232	1,054,854	1,608,424	808,444
INCOME BEFORE PROVISION FOR INCOME TAX - FINANCIAL SERVICES	106,360	248,754	217,540	100,632
<b>CONSOLIDATED</b>				
TOTAL INCOME BEFORE PROVISION FOR INCOME TAX	396,460	831,477	71,210	(2,360,522)
PROVISION FOR INCOME TAX	(119,282)	(222,892)	(220,219)	(17,444)
INCOME BEFORE MINORITY INTEREST	277,178	608,585	(149,009)	(2,377,976)
MINORITY INTEREST IN NET INCOME OF SUBSIDIARIES	(96,138)	(139,138)	(129,695)	115,111
NET INCOME	181,040	469,447	(278,704)	(2,262,865)
RETAINED EARNINGS AT BEGINNING OF PERIOD	895,640	1,173,568	1,538,386	1,120,166
CASH DIVIDENDS	(93,004)	(104,630)	(139,515)	
RETAINED EARNINGS AT END OF PERIOD	983,676	1,538,386	1,120,167	(1,142,644)