



Public Expose 2024

PT VKTR Teknologi Mobilitas Tbk



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KILAS PERSEROAN



VKTR: Pelopor Adopsi EV di Indonesia



Pionir Bisnis

Perusahaan **elektrifikasi heavy mobility pertama di Indonesia** dan pemimpin dalam kemitraan dengan pemerintah dalam hal persiapan, perizinan, dan adopsi kendaraan listrik untuk transportasi umum



Sector Expertise

Pengalaman mendalam lebih dari 4 dekade di industri otomotif Indonesia melalui penyediaan komponen penting



IP Builder

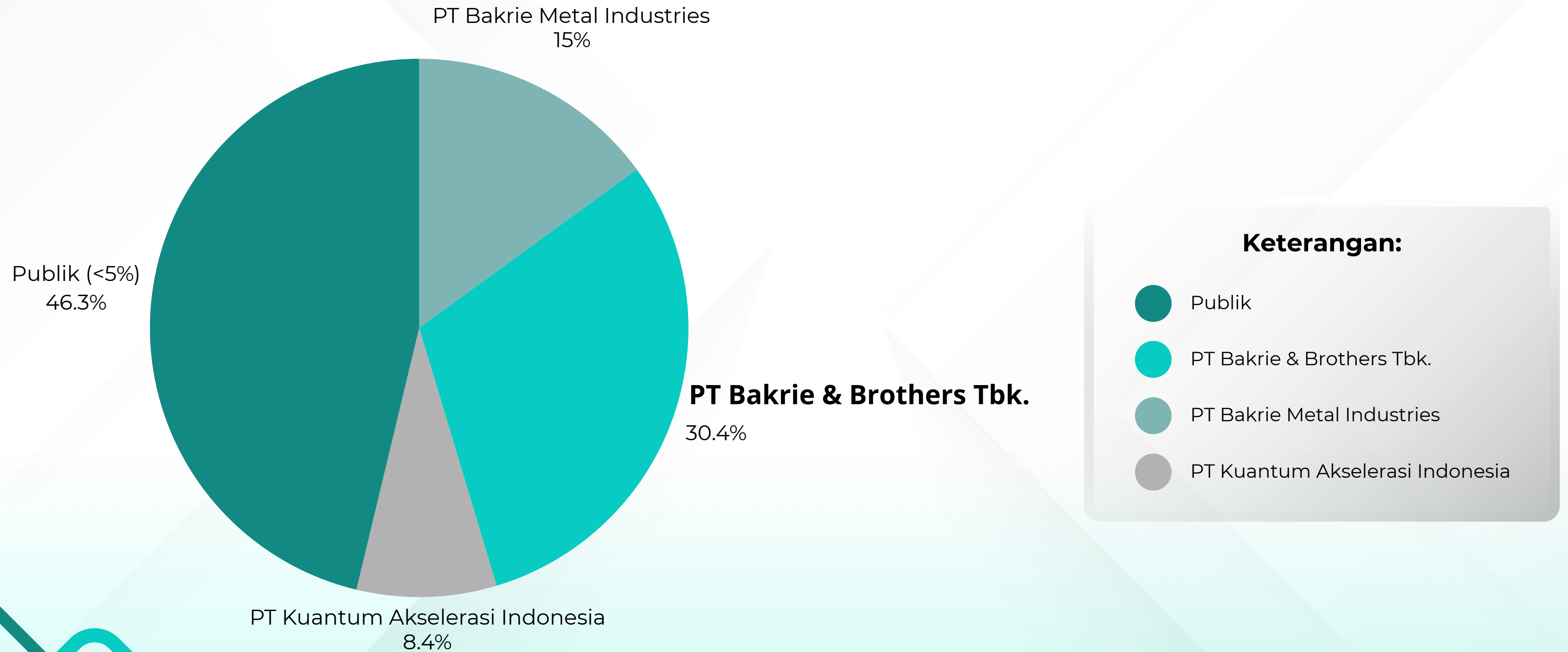
Fokus pada R&D untuk menciptakan kekayaan intelektual, misalnya sistem deteksi kelelahan pengemudi, bantuan menjaga jalur, dan beberapa lainnya.



Focus on ESG

Memimpin transisi menuju zero mobilitas berat di Indonesia dengan mengintegrasikan prinsip-prinsip ESG ke dalam semua aspek operasional kami.

Struktur Pemegang Saham



Pencapaian yang Berkelanjutan



IPO PERTAMA yang Berfokus pada EV



Bus listrik terdaftar pertama yang diperkenalkan di Indonesia



Bus listrik PERTAMA yang dikerahkan Transjakarta



Bus listrik CKD PERTAMA di Indonesia



Bus listrik PERTAMA digunakan untuk penggunaan bandara



Perusahaan PERTAMA yang memenuhi persyaratan TKDN 40% untuk bus 12m



Fasilitas Manufaktur CKD PERTAMA untuk kendaraan Komersial EV di Indonesia



Truk pemadat listrik pertama yang diperkenalkan di Indonesia



PERTAMA diuji dan dijalankan untuk sektor pertambangan dan perkebunan



Entitas e-MaaS (e-Mobility as a Service) PERTAMA untuk kendaraan komersial listrik



64 Bus

Dalam Operasi

210 km

Rata-rata
Jarak per Hari

31 Bulan

Beroperasi

7.7 Juta km

Total Akumulasi
Jarak Tempuh

~7,400 ton

Perkiraan
Penghematan Co2

75%

Efisiensi Bahan Bakar
Perkiraan penghematan
bahan bakar 2,8 juta Liter*

+10 Juta

Penumpang

**0 Major
Breakdown**

...menciptakan Masa Depan Rendah Emisi



REKAP BISNIS 2024



Rekap Bisnis 3Q2024



Menjadi perusahaan pertama di Indonesia yang telah memenuhi Persyaratan TKDN 40% untuk Bus Listrik 12m LF
Tarif impor 0% (vs 5% untuk bus CBU) dan PPN 1% (vs 11%),
memberikan daya saing harga tambahan



Dipercaya kembali oleh TransJakarta dalam Tender Baru

- Mendapatkan tender Transjakarta via operator sebanyak 20 unit bus listrik 12meter Completely Knocked Down (CKD)
- Sebagai Bus listrik CKD pertama dan satu-satunya untuk Transjakarta tahun 2024

Rekap Bisnis 3Q2024



Berhasil mendapatkan pesanan pada lini kategori produk unggulan berbasis listrik di luar bus

Menerima dan mengirimkan truk listrik ringan pertama untuk IKN sejak bulan Agustus 2024, dan pesanan pertama untuk sejumlah truk berat listrik 6x4 untuk pertambangan



Pengembangan Produk: Bus, Truk, dan Transporter

- Prototipe untuk transporter, tractor head, bus kota 8m, dan truk berat 6x4 untuk uji coba telah tiba dan dirakit
- Homologasi sedang berlangsung



Menjelang Tahap Akhir Konstruksi Fasilitas Perakitan Kendaraan Listrik berbasis CKD Pertama di Indonesia

Update Pembangunan Fasilitas Magelang

(November 2024 - Penyelesaian 94%)

Building & Utility

Deskripsi	Target Terencana (%)	Aktual (%)	Progres (%)
United Shop	37	36.4	99
Inspection Shop	2.9	2.9	100
Carport	1.6	1.6	91.3
Sewage Treatment Station	6.6	6.3	95
IT System	8.7	8.6	99.5
External Work	32.1	32	99.8
VKTR Magelang Equipment (Vendor Lokal)	11.6	11.6	100
Total	100	99.4	

Machinery & Equipment Installation

Deskripsi	Target Terencana (%)	Aktual (%)	Progres (%)
M&E	100	87.9	87.9

Realisasi aktual terhadap target per
November :

99.4% (BU)

87.9% (M&E)

Target Peningkatan :

Penggantian 5 buah Crane (3 unit 5T & 2 unit 3T).

Kapasitas Terkini



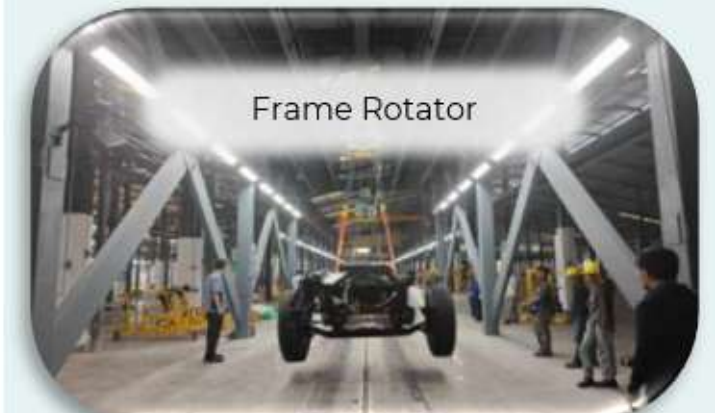
300 unit/tahun

Kapasitas Akhir

Target Capacity

Total / Shift	TRUCK E-Comp Truck	BUS E-Rolling Chassis
	4 JPD 1000 PA	2 JPD 500 PA

Plant Progress Report



Dipercaya Oleh

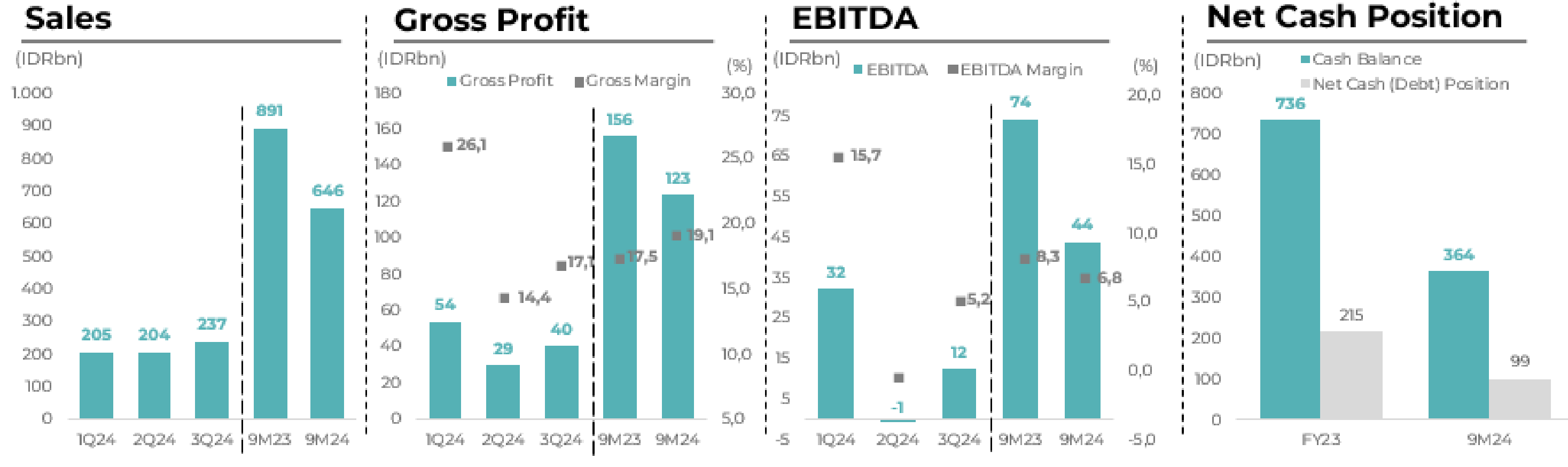




SOROTAN KEUANGAN

Laporan Keuangan 3Q2024

(Unaudited - dalam Miliar Rupiah)



- Segmen EV VKTR menunjukkan **pendapatan yang stabil pada tahun 2024** meskipun tahun ini terjadi penurunan signifikan sebesar 21,6% di segmen kendaraan komersial.
- **Gross Margin membaik** karena peningkatan efisiensi produksi dan meningkatnya kontribusi dari penjualan EV.
- Penurunan margin EBITDA dari tahun ke tahun terutama disebabkan oleh investasi operasional berkelanjutan perusahaan dalam inisiatif pertumbuhan internal.
- **Fokus berkelanjutan pada disiplin modal:** rata-rata pengeluaran kas bulanan 9M24 sebesar Rp11,9 miliar vs. 9M23 sebesar Rp12,4 miliar



PROSPEK USAHA

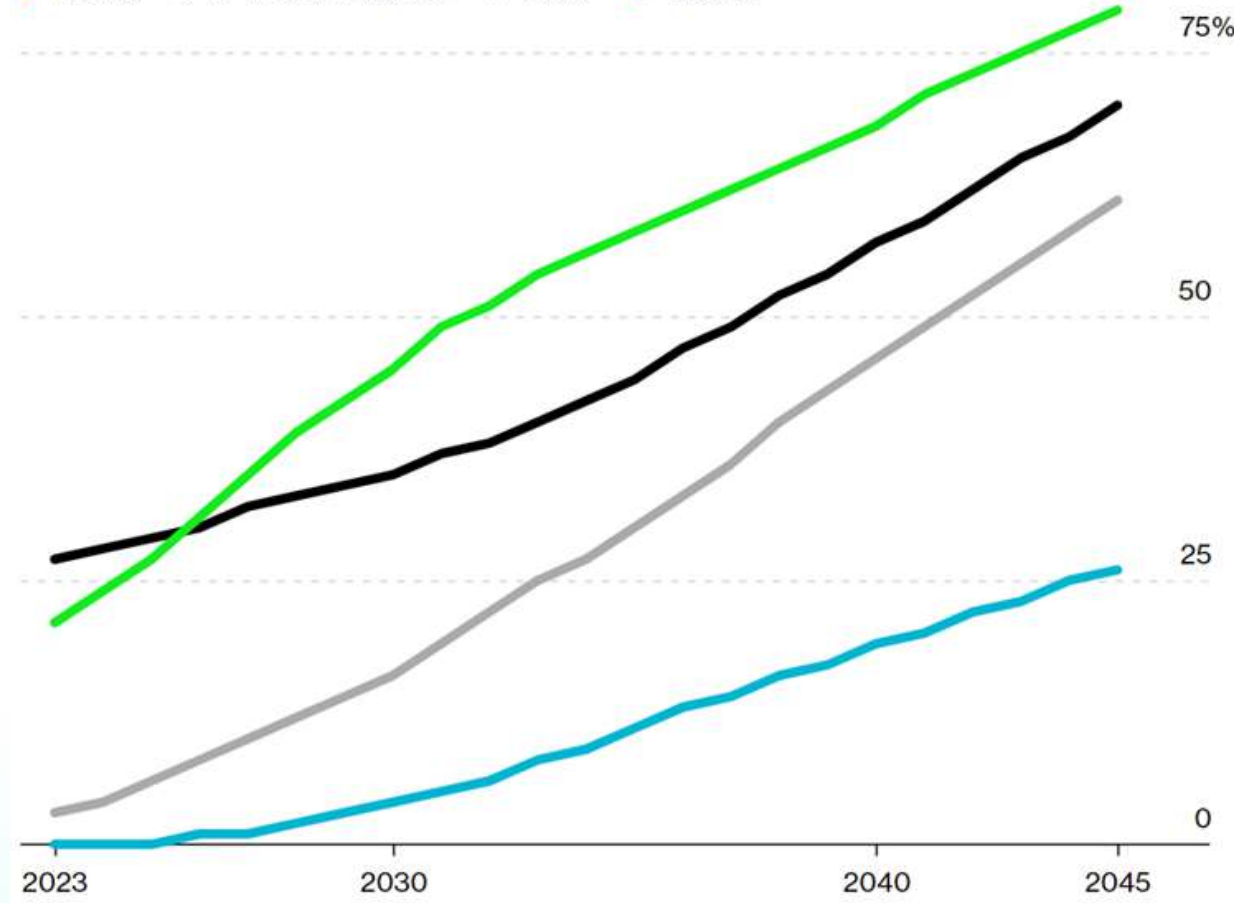


Elektrifikasi kendaraan adalah inisiatif global, namun segmen kendaraan komersial masih kurang mendapatkan perhatian...

Buses To Lead the Electrification Race

Share of global fleet electrified

■ Buses
 ■ 2- and 3-wheelers
 ■ Cars
 ■ Trucks



Source: Bloomberg and BloombergBNEF

Road transport segment progress toward net zero

Reaching net-zero road transport emissions by 2050 is still possible but much faster progress is needed.

Segment	Current share of road transport CO2 emissions	Current estimated global fleet size	Zero-emission vehicle (ZEV) fleet share in 2050 – Economic Transition Scenario	Level of policy intervention needed to hit Net Zero Scenario (100% ZEV share) by 2050
Three-wheeled vehicles	<1%	119 million	95%	On track
Two-wheeled vehicles	5%	1 billion	78%	Almost on track: minor additional measures needed
Municipal buses	1%	3.5 million	87%	Almost on track: minor additional measures needed
Light commercial vehicles	11%	165 million	76%	Positive trajectory: moderate additional measures needed
Passenger vehicles	53%	1.3 billion	70%	Positive trajectory: moderate additional measures needed
Medium + heavy commercial vehicles	30%	82 million	32%	Not on track: strong additional measures needed urgently

Indonesia berencana untuk secara proaktif berpartisipasi dalam inisiatif dekarbonisasi global

Bloomberg

Indonesia Aims to Hit Net Zero Ahead of 2060 Goal, Minister Says

6 June 2023 at 11:22 GMT+7

TEMPO.CO ENGLISH VERSION

Govt Urges for Public Transport Electrification Nationwide

25 May 2023 13:30 WIB

CNBC

Bus Listrik Transjakarta Ditargetkan 10 Ribu Unit Pada 2030

NEWS - cnbc Indonesia, CNBC Indonesia

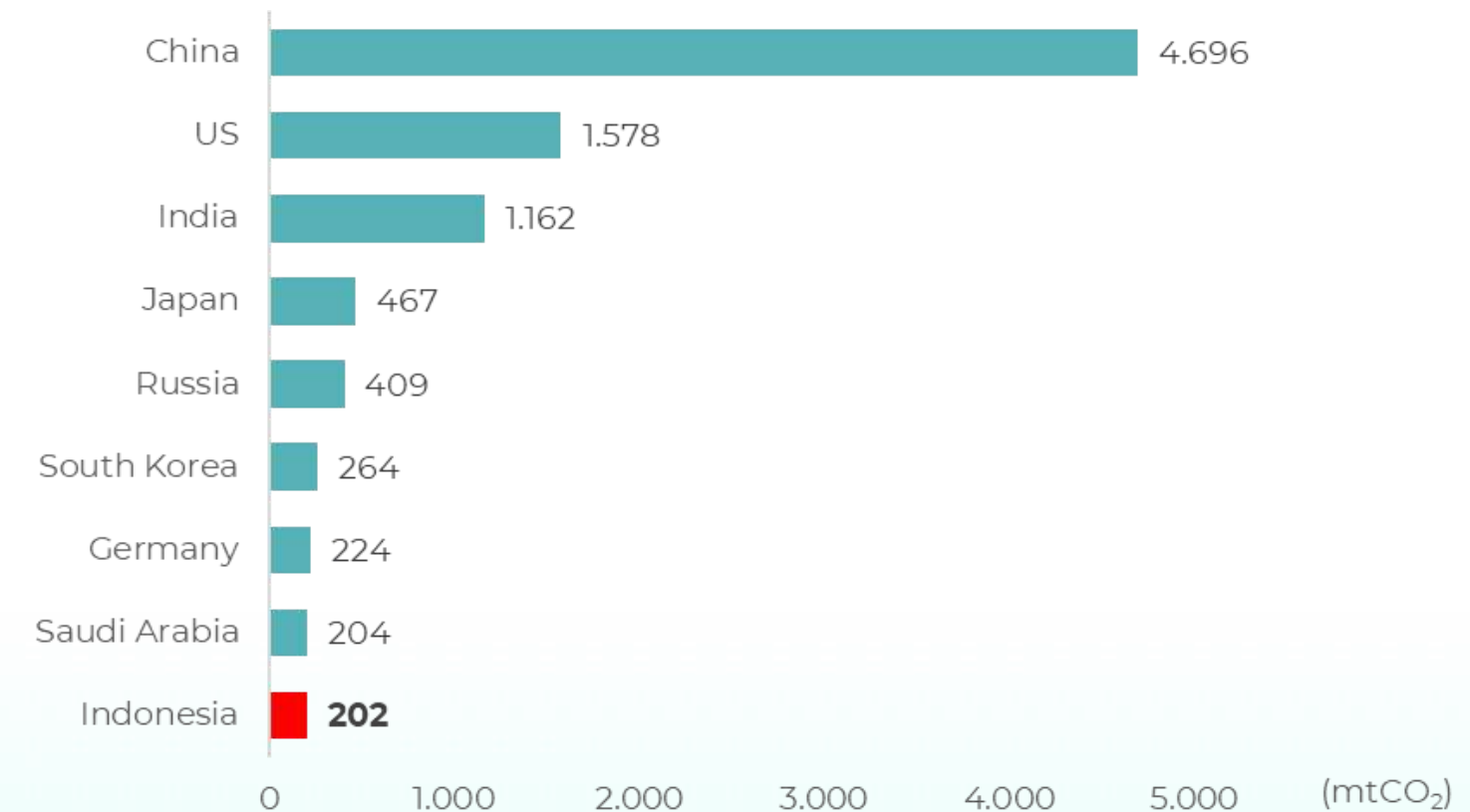
17 October 2023 21:45

Source: Ember-climate

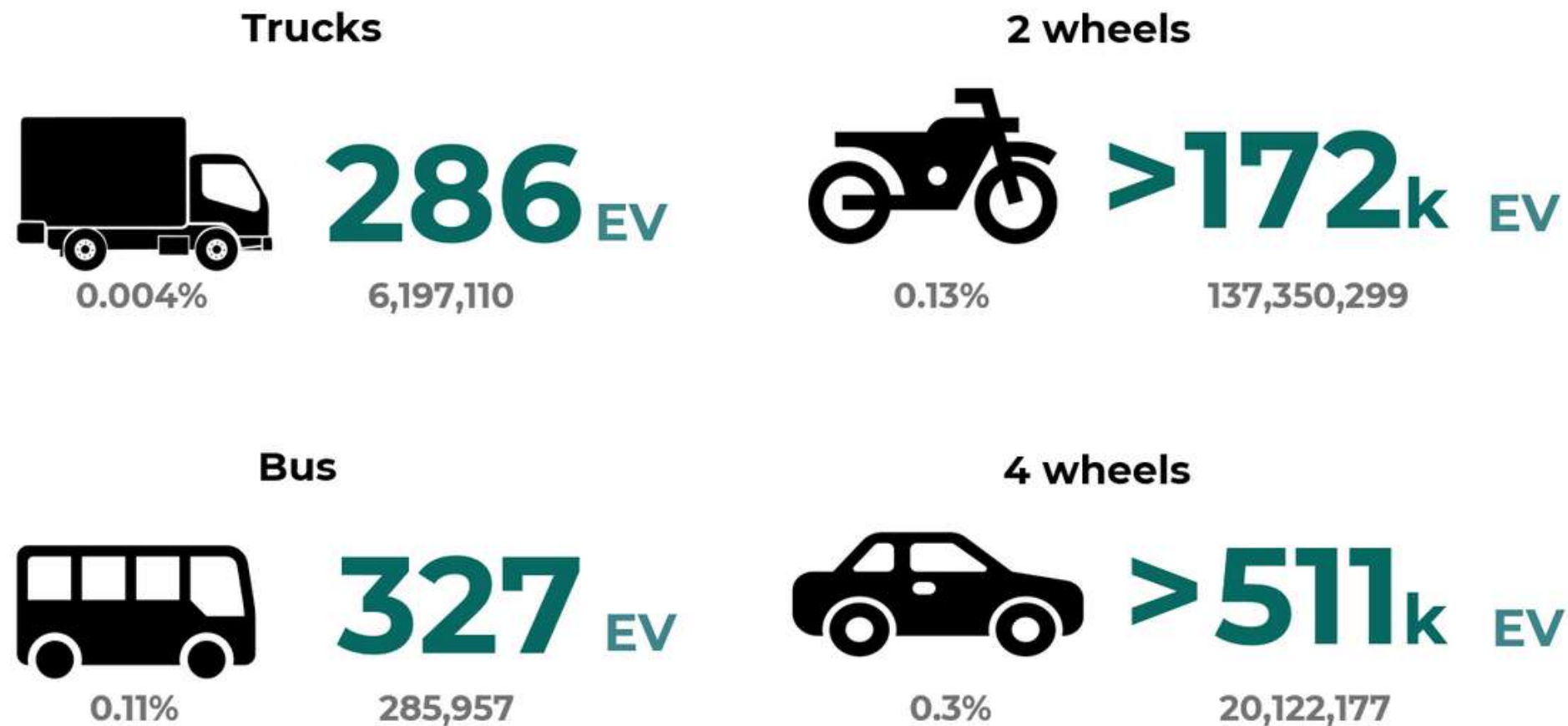
The Jakarta Post

Jakarta becomes world's most polluted major city: IQAir

Global CO2 Emitters in 2022



Masih Terdapat Ruang yang Signifikan untuk Bertumbuh



Total:
~223,714

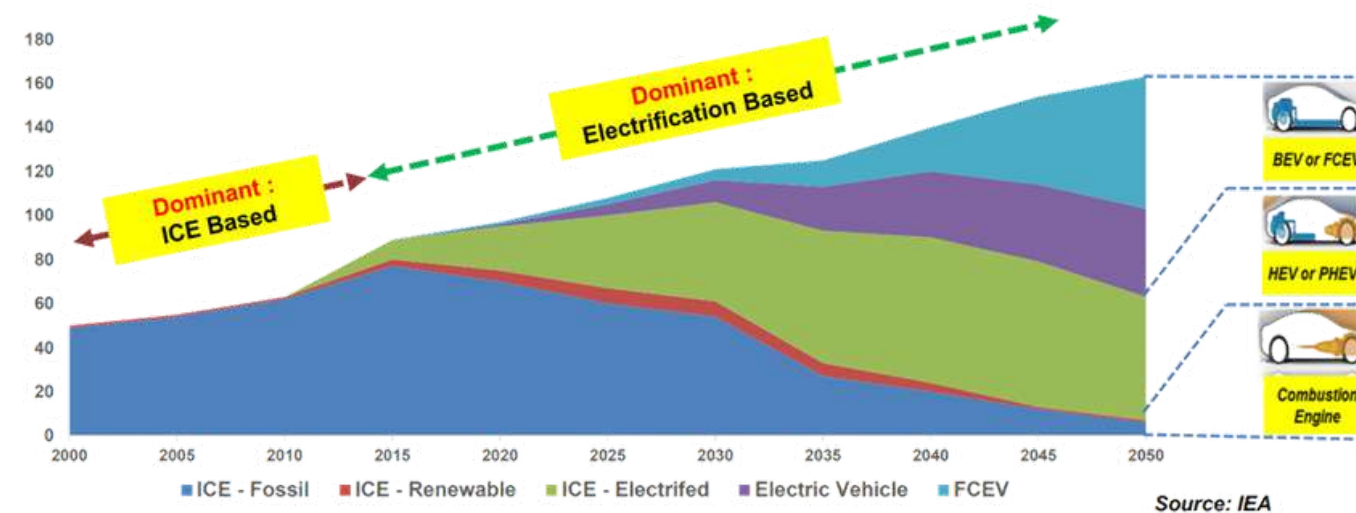
164,236,793

0.1%
Electrification Rate

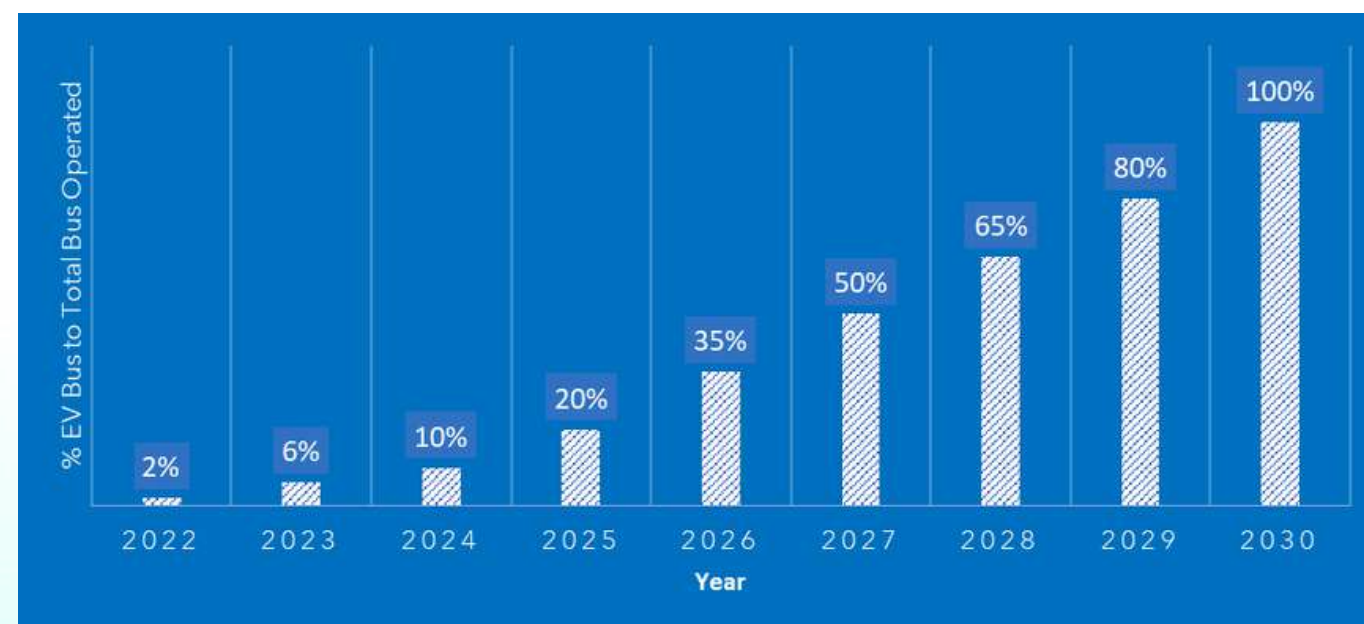
The commercial vehicle sector continues to be the least addressed segment in the context of limited EV adoption in Indonesia, accounting for less than 1% of the country's total EVs.

Diperkuat oleh Penetapan Target dan Regulasi dari Pemerintah

Pergeseran Tren Sistem *Drivetrain* Kendaraan di Masa Depan



Rencana Elektrifikasi Bus di Jakarta



Governor Decree of DKI Jakarta No. 1053 Year 2022

LAMPIRAN
KEPUTUSAN GUBERNUR DAERAH KHUSUS
IBUKOTA JAKARTA
NOMOR 1053 TAHUN 2022
TENTANG
PEDOMAN PERCEPATAN PROGRAM PENGGUNAAN
KENDARAAN LISTRIK BERBASIS BATERAI
DALAM LAYANAN ANGKUTAN TRANSJAKARTA

PEDOMAN PERCEPATAN PROGRAM PENGGUNAAN KENDARAAN BERMOTOR LISTRIK BERBASIS BATERAI DALAM LAYANAN ANGKUTAN TRANSJAKARTA

- Pedoman Percepatan Program Penggunaan Kendaraan Bermotor Listrik Berbasis Baterai dalam Layanan Angkutan Transjakarta diselenggarakan melalui:
 - percepatan penggunaan 10.047 (sepuluh ribu empat puluh tujuh) Kendaraan Bermotor Listrik Berbasis Baterai dalam Layanan Angkutan Transjakarta sampai dengan tahun 2030;
 - penyediaan infrastruktur pengisian daya Kendaraan Bermotor Listrik Berbasis Baterai;
 - pengadaan dan/atau pembiayaan kegiatan percepatan Program Penggunaan Kendaraan Bermotor Listrik Berbasis Baterai dalam Layanan Angkutan Umum di Provinsi DKI Jakarta; dan
 - perlindungan lingkungan hidup.
- Percepatan Program Penggunaan Kendaraan Bermotor Listrik Berbasis Baterai dalam Layanan Angkutan Transjakarta memuat pokok kegiatan sebagai berikut:
 - melakukan transisi kendaraan berbahan bakar minyak maupun *Compressed Natural Gas* ke Kendaraan Bermotor Listrik Berbasis Baterai ke dalam Layanan Angkutan Transjakarta secara bertahap mulai tahun 2022;
 - pencapaian target realisasi dari transisi sebagaimana dimaksud dalam huruf a, dengan ketentuan:
 - sebesar 50% (lima puluh persen) pada tahun 2027 dari jumlah kendaraan Layanan Angkutan Transjakarta yang beroperasi; dan
 - sebesar 100% (seratus persen) pada tahun 2030 dari jumlah Kendaraan Bermotor Listrik Berbasis Baterai sebagaimana dimaksud pada angka 1.



STRATEGI



Strategi Perseroan



**Meningkatkan
Kandungan Dalam
Negeri untuk
Produk-Produk Lain**



**Perluasan
Pasar ke
Segmen B2B**



**Pengembangan
Fasilitas Perakitan
Kendaraan Listrik
CKD Pertama di
Indonesia**



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