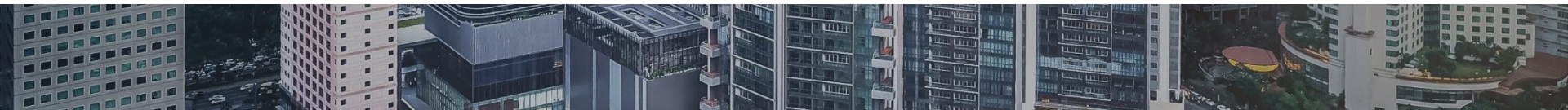




# PT ASTRA INTERNATIONAL TBK

Full Year of 2025

Results Presentation



The materials in this presentation have been prepared by PT Astra International Tbk (Astra) and show general background information about Astra group (the Group) business performances are current as at the date of this presentation and are subject to change without prior notice.

This information is given in summary form and does not purport to be complete. Information in this presentation, including forecast financial information, should not be considered as advice or a recommendation to investors or potential investors in relation to holding, purchasing or selling securities or other financial products or instruments and does not take into account their particular investment objectives, financial situation or needs. Before acting on any information, readers should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, readers should seek independent financial advice.

### **Forward-Looking Statements**

This presentation may contain forward looking statements, including statements regarding our intent, belief or current expectations with respect to the Group businesses and operations, market conditions, results of operation and financial condition, capital adequacy, specific provisions and risk management practices. Readers are cautioned not to place undue reliance on these forward-looking statements; past performance is not a reliable indication of future performance. Astra does not undertake any obligation to publicly release the result of any revisions to these forward-looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events. We disclaim any responsibility or liability whatsoever arising which may be brought or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither Astra and/or its affiliated companies and/or their respective employees and/or agents accepts liability for any errors, omissions, negligence or otherwise, in this report and any inaccuracy herein or omission here from which might otherwise arise.

### **Consolidated Financial Information**

The financial results for the years ended December 31st 2025 and 2024, as well as the financial position as at December 31st 2025 and 2024 have been prepared in accordance with Indonesian Financial Accounting Standards and audited in accordance with the auditing standards established by the Indonesian Institute of Certified Public Accountants.



# Financial Highlights

# Financial Highlights

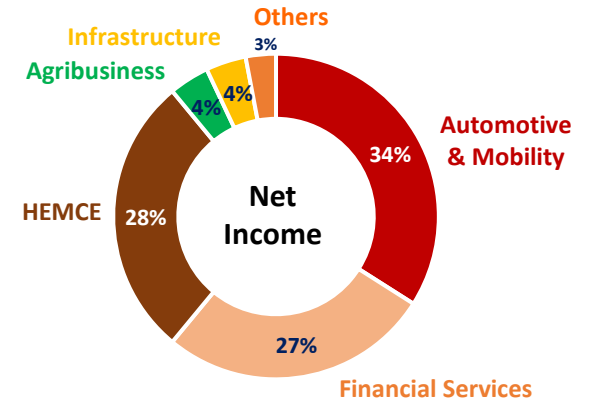
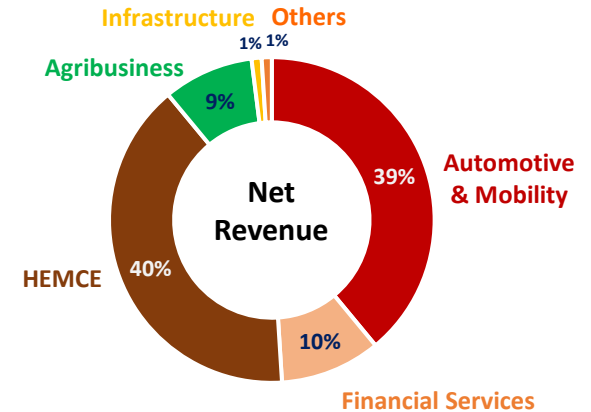
- Earnings per share reduced by 3% to Rp810
- Overall results were impacted by lower coal prices and weak new car market, offset by higher contribution across other businesses
- Proposed final dividend of Rp292 per share
- Second tranche of share buyback program completed
- Comprehensive strategic review in progress. On track to announce in the latter part of the first half of 2026

For the period ended 31<sup>st</sup> December 2025

**Net Revenue**  
**Rp323,392bn**



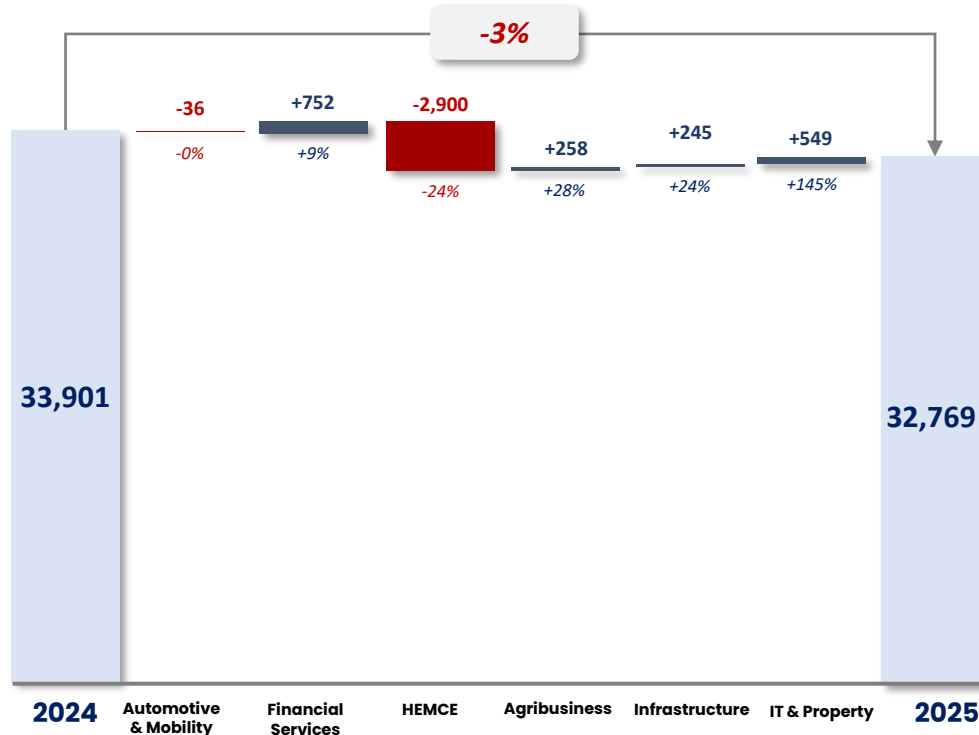
**Net Income**  
**Rp32,769bn**




**Automotive & Mobility:** Mobility includes SERA (transportation logistics solutions) and OLXmobbi (used car)  
**HEMCE:** Heavy Equipment, Mining, Construction & Energy  
**Others:** IT and Property

# Segment Net Income

Consolidated Net Income  
(In Rupiah bn)





**Automotive & Mobility**  
Relatively stable, mainly supported by motorcycle and component business despite lower car sales in a weak national market




**Financial Services**  
Higher contribution from consumer finance on larger loan portfolios



**Heavy Equipment, Mining, Construction & Energy**  
Lower results mainly due to mining services and coal mining, partly offset by gold mining



**Agribusiness**  
Higher CPO selling prices and sales volume



**Infrastructure**  
Increased tariffs and higher traffic volume



**IT & Property**  
Mainly driven by contribution from newly acquired industrial warehouse assets and negative goodwill recognition on the acquisition of Mega Manunggal Property

# Corporate Actions

## Used Car

Toyota Motor Asia (Singapore) Pte. Ltd. (TMA) acquired 40% stake in Astra Digital Mobil (ADMO), which owns OLXmobbi, an online-to-offline used car business. Following the transaction, the Group retains a 60% controlling interest in ADMO. This collaboration strengthens the longstanding partnership between Astra and TMA and aims to modernise the used car market and enhance customer access to high-quality vehicles and other related services across Indonesia.

## Industrial & Logistics Infrastructure

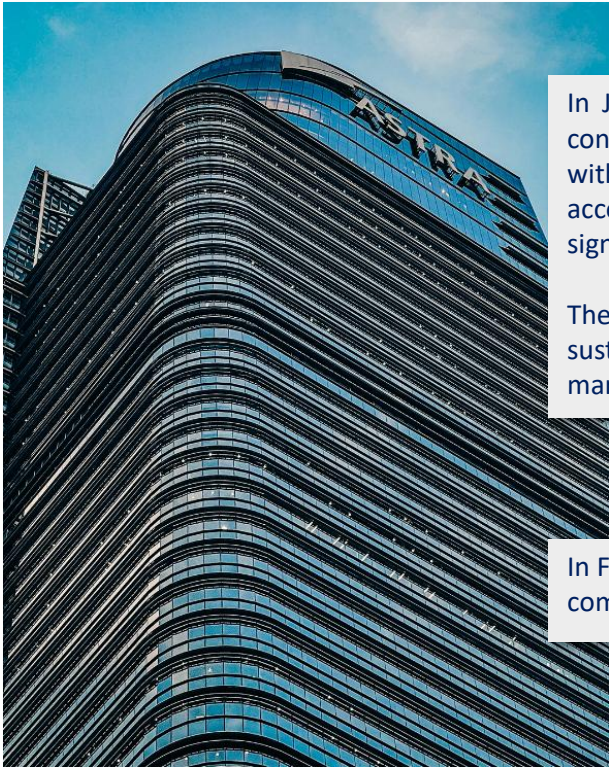
The Group acquired an 83.7% stake in Mega Manunggal Property (“MMP”), an industrial and logistics property developer listed on the Indonesia Stock Exchange. The Group later increased its interest to 91.4% following the completion of a mandatory tender offer.

## Healthcare

The Group increased its ownership in Polinasi Iddea Investama (Halodoc) from 21.0% to 31.3%. Halodoc is the leading healthcare platform in Indonesia. In addition, the Group increased its ownership in Medikaloka Hermina (Hermina) from 7.39% in 2024 to 20.2%. Hermina is one of Indonesia’s largest private hospital networks.



## Share Buybacks



In January 2026, Astra completed its Rp2 trillion share buyback program. Subsequently, Astra conducted a second tranche share buyback program, which was completed on 25 February 2026 with a total value of Rp685 billion. Under these programs, the shares have been repurchased in accordance with the Financial Services Authority regulation related to share buybacks under significantly fluctuating market conditions.

These programs reflect management's confidence in the Group's prospects and ability to generate sustainable cash flow, as well as supporting the government in maintaining stability of the capital market.

## Gold Mining

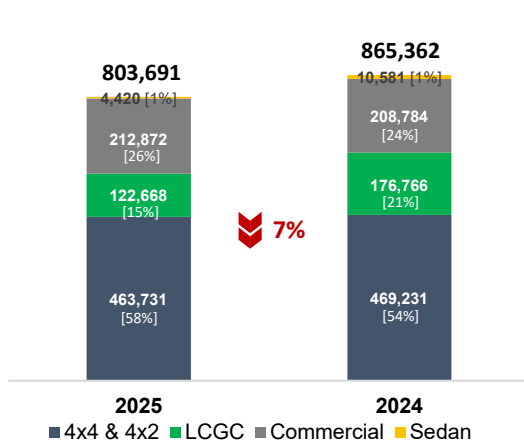
In February 2026, the Group completed the 100% acquisition of Arafura Surya Alam, a gold mining company located in North Sulawesi.

# Business Update

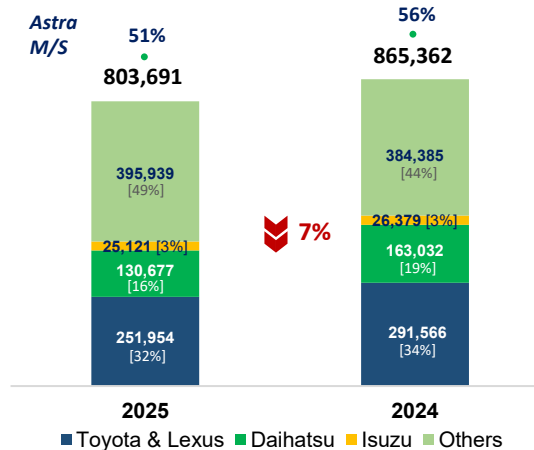
# Automotive & Mobility – 4W

- Wholesale market decreased by 7% to 804k units, reflecting weaker purchasing power in the entry-level segment. Astra maintains a strong market share of 51%, despite intensified competition.
- xEV market sales reached 177k units (22% of total 4W sales) with HEVs made up c. 40%, where Toyota remains the market leader within the HEV segment.

Market Segment, units [%]



Brand, units [%]



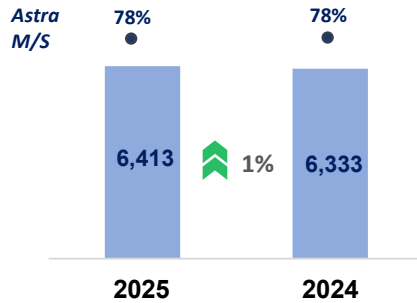
## Top Astra HEV Models



# Automotive & Mobility – 2W

- 2W wholesale market increased by 1% to 6.4m units.
- Astra Honda Motor’s market share remained stable at 78%.
- 2W business performance improved mainly due to sales mix and increased exports.

2W Market, k units



## Top Honda Models

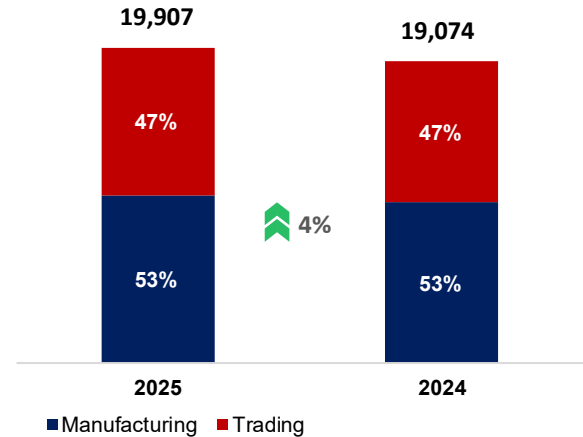


# Automotive & Mobility – Components

- Net income contribution from Astra Otoparts, the Group’s components business, increased by 18% to Rp1.8 trillion in 2025, with higher contribution from all segments and improved margins.



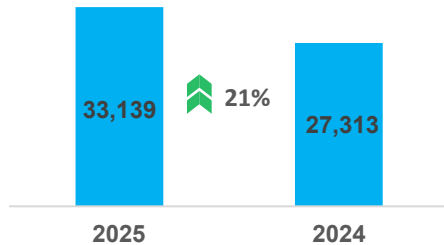
Astra Otoparts  
Revenue by Segment (Rp bn)



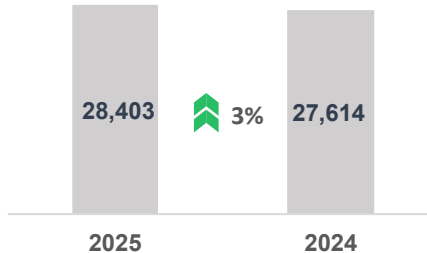
# Automotive & Mobility – Mobility

- OLXmobbi booked a 21% increase in used car sales to 33.1k units.
- Serasi Autoraya (SERA), the Group’s transportation and logistics solutions business, recorded a 3% increase in vehicles under contract to 28.4k units.

OLXmobbi Used Car Sales, units



SERA Vehicles Under Contract, units













# Financial Services

- Net income from the Group’s Financial Services division increased by 9% to Rp9.0tn.
- The improvement in profit was due to higher contribution from consumer financing on larger loan portfolios, with generally stable credit losses.
- New consumer amounts financed driven by strong growth in multipurpose financing.



2025 vs 2024  
[Excluding Dealer Financing]

4W		2W		Heavy Equipment	
<b>Units Financed</b>					
<b>ACC</b>	194,481  3%	<b>FIFGROUP</b>		<b>SANF</b>	3,920  11%
<b>TAF</b>	113,864  7%		3,632,597  4%	<b>KAF</b>	787  20%
<b>Amount Financed (Rp bn)</b>					
<b>ACC</b>	37,021  2%	<b>FIFGROUP</b>		<b>SANF</b>	8,429  11%
<b>TAF</b>	24,331  6%		50,931  7%	<b>KAF</b>	5,443  10%
<b>Insurance</b>					

## Asuransi Astra

- Net income contribution of Rp1.6tn (+9%)

## Asuransi Jiwa Astra

- Net income contribution of Rp126bn

# Heavy Equipment, Mining, Construction & Energy

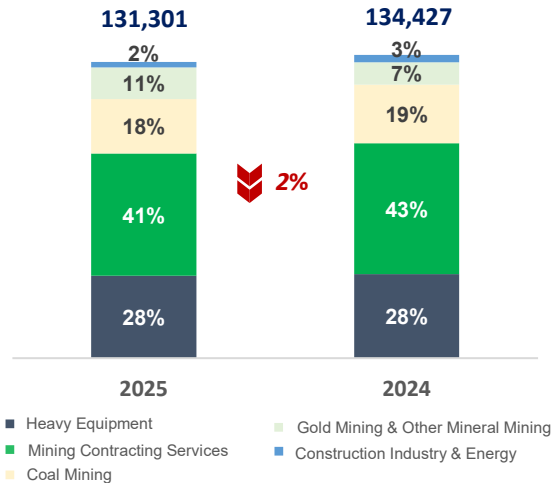
- Net income from the Group’s Heavy Equipment, Mining, Construction & Energy division decreased by 24% to Rp9.1tn.
- The decline in net income was mainly due to:
  - Mining services, due to heavy rainfall and reduced stripping ratios for some customer contracts,
  - Coal mining, impacted by lower coal prices,
  - Nickel mining, affected by an impairment relating to two of NIC’s older RKEF processing plants,
 which were partly offset by strong performance in:
  - Gold mining due to higher gold prices.



# Heavy Equipment, Mining, Construction & Energy

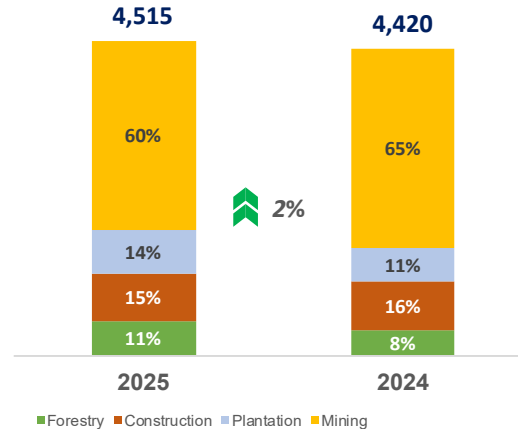
## United Tractors

### Revenue by Segment (Rp bn)



## Komatsu Sales Volume

(in units)

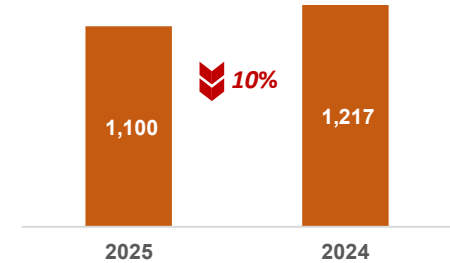


Komatsu market share: 20%

(source: UT internal market research)

## Mining Services

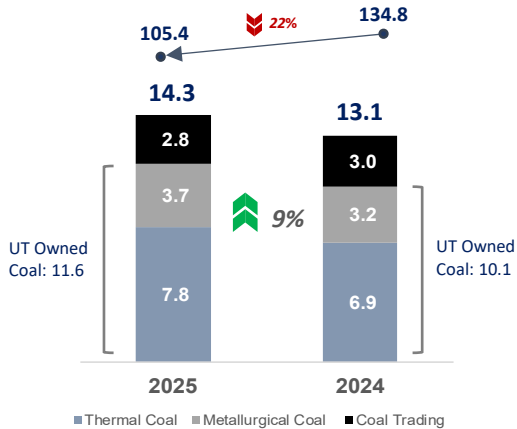
Overburden Removal (million bcm)



Over 70% of Pamapersada Nusantara revenue is driven by overburden removal.

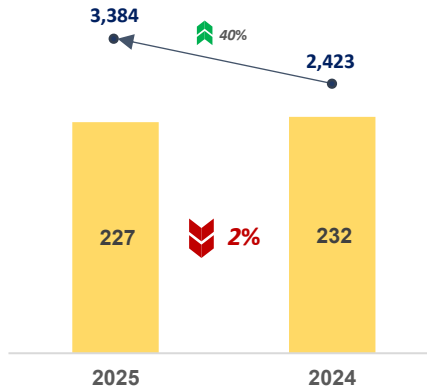
# Heavy Equipment, Mining, Construction & Energy

**Coal Sales Volume & Price\***  
(million tonnes & USD/t)

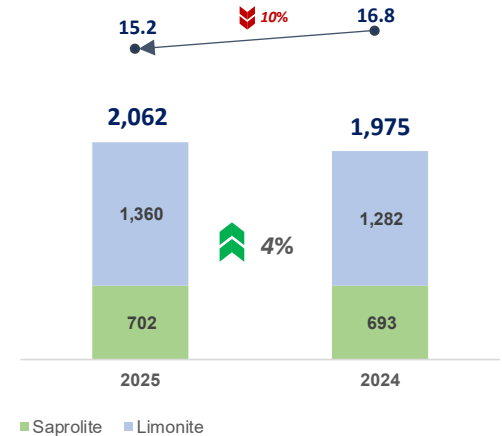


\* Newcastle Coal Price

**Gold Mining Sales Volume & Price**  
(k Oz & USD/oz)



**Nickel Mining Ore Sales & Price\* (Stargate)**  
(k wmt & USD k/t)



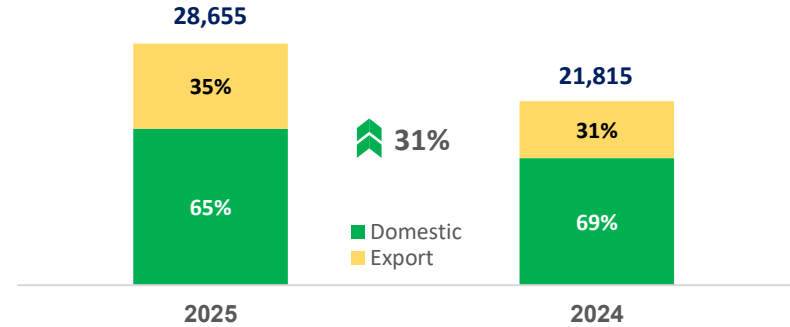
\* Nickel LME

# Agribusiness


- Net income from the Group’s Agribusiness division increased by 28% to Rp1.2tn.
- The improvement in profit was due to higher average CPO selling prices, as well as increase in CPO and derivative product sales.



## Astra Agro Lestari Revenue (Rp bn)



### CPO & Derivative Sales

1,761k tonnes  13%

### CPO Production

1,198k tonnes  6%

### Average CPO Price

Rp14,316/kg  11%

# Infrastructure

- The Group's Infrastructure division reported a 24% increase in net income to Rp1.3tn, driven by increased tariffs and higher traffic volume.



**Daily Toll Revenue (Rp bn)**

20.3 8%

**Daily Traffic Volume (k vehicles)**

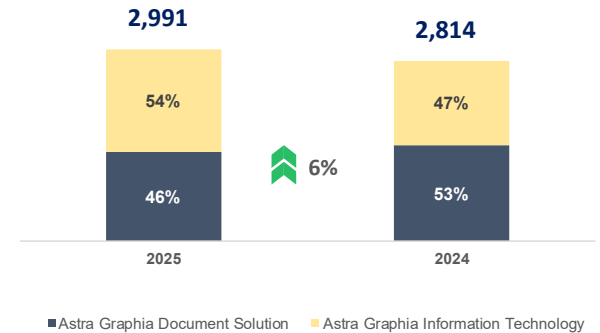
536.9 2%

# Information Technology

- The Group's Information Technology division reported a 33% increase in net income to Rp208 billion, due to higher revenue from its information technology solutions business and improved operating margin.



## Astra Graphia Revenue (Rp bn)



# Property

- Net income from the Group's Property division increased by 224% to Rp719bn.
- The higher net income was mainly driven by contribution from its newly acquired industrial warehouse assets and the recognition of negative goodwill from the acquisition of Mega Manunggal Property.

Menara Astra



Mega Manunggal Property



Cikarang Logistic Park



# Appendices

# Consolidated Profit and Loss Account

(In Rupiah bn)

	2025	2024*	Change %
<b>Net Revenue</b>	<b>323,392</b>	<b>328,480</b>	<b>(2)</b>
Gross profit	71,444	73,059	(2)
Operating profit	38,665	42,400	(9)
Share of results of joint ventures and associates	9,618	10,291	(7)
<b>Net Income</b>	<b>32,769</b>	<b>33,901</b>	<b>(3)</b>

\* Restated due to implementation of PSAK 117: Insurance Contracts

# Consolidated Financial Position

(In Rupiah bn)

	31 Dec'25	31 Dec'24*	Change %
<b>Total Assets</b>	<b>507,366</b>	<b>471,449</b>	<b>8</b>
<b>Total Liabilities</b>	<b>216,554</b>	<b>199,445</b>	<b>9</b>
<b>Total Equity</b>	<b>290,812</b>	<b>272,004</b>	<b>7</b>

\* Restated due to implementation of PSAK 117: Insurance Contracts

Net cash at 31st December 2025, excluding the Group's Financial Services subsidiaries, was Rp7.2 trillion, down from Rp8.0 trillion at 31st December 2024. Net debt of the Group's Financial Services subsidiaries was Rp64.9 trillion at 31st December 2025, up from Rp60.2 trillion at 31st December 2024.

# Consolidated Cash Flow

(In Rupiah bn)

	2025	2024	Change
<b>Net cash flows from operating activities</b>	<b>44,694</b>	<b>45,029</b>	<b>(335)</b>
Investing activities:			
Net capex	(17,908)	(17,852)	(56)
Net investment	(14,512)	(4,415)	(10,097)
Dividends received	10,015	9,850	165
Other investing	1,148	(628)	1,776
<b>Net cash flows used in investing activities</b>	<b>(21,257)</b>	<b>(13,045)</b>	<b>(8,212)</b>
<b>Net cash flows used in financing activities</b>	<b>(19,721)</b>	<b>(24,966)</b>	<b>5,245</b>
<b>Net change in cash</b>	<b>3,716</b>	<b>7,018</b>	<b>(3,302)</b>

# 4W Product Launches 2025

Models Launched	Launching Period	Prices (Rp m) - on the road Jakarta
Toyota New Corolla Cross HEV	Feb'25	603.5 – 648.0
Toyota New Camry HEV	Feb'25	973.3 – 976.4
Toyota Agya Stylix GR	Feb'25	200.6
BMW 320i M Sport	Mar'25	1,205
BMW 218 Gran Coupé M Sport (NEW)	Jun'25	1,048
BMW X3 20 xDrive (NEW)	Jun'25	1,568
Toyota Corolla Altis HEV GR Sport	Jul'25	644.9 – 648.0
Lexus LX700h	Jul'25	3,392 – 3,928
Lexus LC500h	Jul'25	3,503 – 3,815
Daihatsu Rocky e-Smart Hybrid (NEW)	Jul'25	299.9
Daihatsu New Sigrá	Jul'25	174.4 – 189.2
UD Trucks GWE 350 ESCOT	Jul'25	*
Toyota Zenix Imp.	Sep'25	473,4 – 628,2
Daihatsu Gran Max Blind Van AT (NEW)	Sep'25	225.1
Daihatsu Rocky	Sep'25	228.6
UD Trucks New Kuzer	Oct'25	*
Toyota World Premier Veloz HEV (NEW)	Nov'25	308 – 350
Toyota Urban Cruiser BEV (NEW)	Nov'25	759
Toyota bZ4X BEV (local production)	Nov'25	799
Lexus RZ 500e BEV	Nov'25	2,490
BMW M3 Competition M xDrive LCI	Nov'25	2,880
BMW M3 CS Touring	Nov'25	3,814

\*Price upon inquiry

# 2W Product Launches 2025

Models Launched	Launching Period	Prices (Rp m) - on the road Jakarta
Honda Monkey	Feb'25	87.8
Honda Forza	Mar'25	94.0
Honda CRF 250L	Mar'25	86.7
Honda CRF 250 Rally	Mar'25	96.5
Honda Verza (SW & CW)	Apr'25	23.7 – 24.3
Honda XL 750	Apr'25	360.0
Honda CB500X	Jun'25	206.3
Honda Rebel 500	Jun'25	208.6
Honda Rebel 1100	Jun'25	399.0
Honda GL1800	Jun'25	1,130.0
Honda BeAT	Jul'25	19.0 – 20.4
Honda BeAT Street	Jul'25	19.9
Honda CRF 150L	Jul'25	37.7
Honda ADV 160	Sep'25	37.3 – 42.0
Honda Genio	Oct'25	20.1 – 20.7
Honda Scoopy	Nov'25	22.9 – 23.7
Honda Africa Twin	Nov'25	647.5
Honda Vario 125	Dec'25	24.4 – 26.1
Honda Vario Street 125 (NEW)	Dec'25	26.5

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