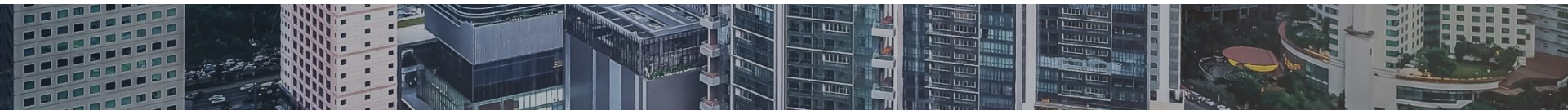




PT ASTRA INTERNATIONAL TBK

Nine Months 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.

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Consolidated Financial Information

The financial results for the nine months ended September 30th 2025 and 2024 and the financial position as at September 30th 2025 have been prepared in accordance with Indonesian Financial Accounting Standards and are unaudited.



Business Portfolio

Astra Business Portfolio

Diversified and resilient portfolio across consumption and industrial sectors. Clear transition strategy, alongside consistent efforts to strengthen and create new synergies through expansion into related areas and new businesses for long-term growth.

Business Pillars

-  Automotive & Mobility
-  Financial Services
-  Heavy Equipment, Mining, Construction & Energy
-  Agribusiness
-  Infrastructure
-  Information Technology
-  Property



A grid of Astra's business units and partners. At the top, logos for Toyota, Daihatsu, PT Astra Honda Motor, AHM, ISUZU, ASTRA Otoparts, sera, and mobbi are displayed. Below these are the logos for ASTRA Financial, UNITED TRACTORS, PT AGRO LESTARI, ASTRA Infra, astragraphia, and ASTRA Property.

Main Focus for Capital Deployment

Non-Coal Minerals

Infrastructure

Physical

Digital

Industrial & Logistics

Aspiring Business Pillar: Healthcare



halodoc

HEARTOLOGY
CARDIOVASCULAR HOSPITAL

Healthcare

Corporate Actions

Healthcare

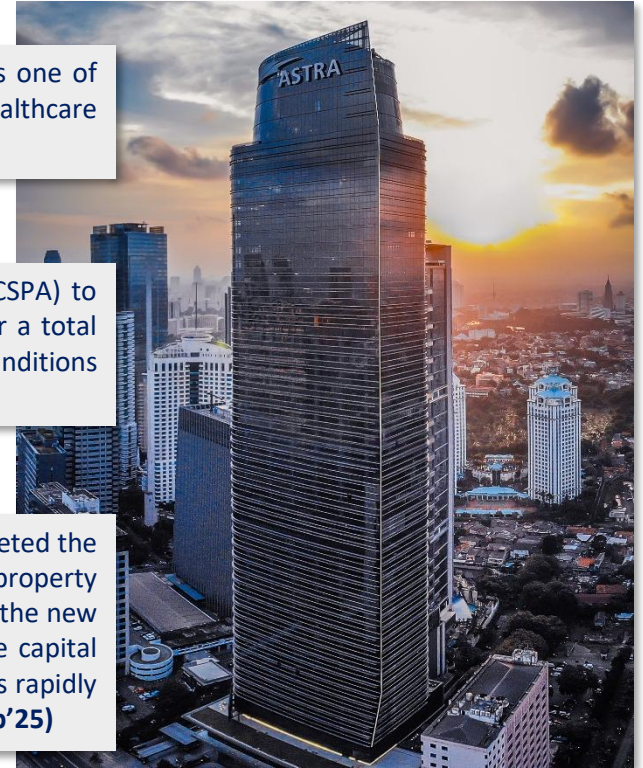
The Group increased its ownership in Medikaloka Hermina (Hermina) to 20.2%. Hermina is one of Indonesia's largest private hospital networks. The Group's total investment to date in the healthcare sector, including Hermina, Halodoc and Heartology, amounts to Rp8.6tn. **(Sep'25)**

Gold Mining

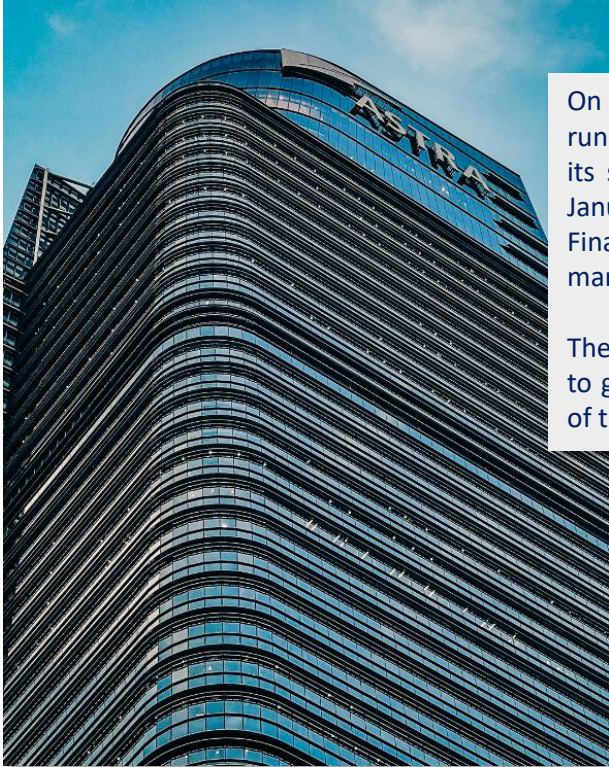
The Group, through United Tractors, signed a Conditional Sale and Purchase Agreement (CSPA) to acquire 100% of Arafura Surya Alam, a gold mining company located in North Sulawesi, for a total consideration of USD540mn. This acquisition will be effective subject to the fulfilment of conditions precedent under the CSPA. **(Sep'25)**

Industrial & Logistics Infrastructure

The Group, through Saka Industrial Arjaya (SIA), a company under its Property division, completed the acquisition of an 83.7% stake in Mega Manunggal Property (MMP), an industrial and logistics property developer listed on the Indonesia Stock Exchange. Following this transaction, SIA has become the new controlling shareholder of MMP and will carry out Mandatory Tender Offer in line with the capital market regulations. This acquisition is part of the Group's strategy to benefit from Indonesia's rapidly growing demand for industrial & logistics infrastructure, particularly modern warehouses. **(Sep'25)**



Share Buybacks



On 31 October 2025, Astra announces a share buyback program for up to Rp2 trillion, which will run from 3 November 2025 to 30 January 2026. On 30 October 2025, United Tractors announced its share buyback program for up to Rp2 trillion, which will run from 31 October 2025 to 30 January 2026. Under both of these programs, shares will be repurchased in accordance with the Financial Services Authority regulation related to share buyback under significantly fluctuating market conditions.

These programs reflect management's confidence in both companies' prospects and their ability to generate sustainable cash flows, as well as supporting the government in maintaining stability of the capital market. **(Oct'25)**

Financial Highlights

Financial Highlights

- Earnings per share down 6% to Rp609 (excluding fair value adjustments)
- Overall results were impacted by lower coal prices partially offset by higher contributions in gold mining, financial services, agribusiness and infrastructure, while automotive performance was stable
- Resilient market share in motorcycles in a relatively stable market, while car market share declined in a softer market reflecting weaker purchasing power in the entry-level segment
- Astra and United Tractors announced separate share buyback programs for up to Rp2 trillion each, reflecting management’s confidence in both companies’ prospects and their ability to generate sustainable cash flows. These programs also support the government in maintaining stability of the capital market

For the period ended 30th September 2025

Net Revenue
Rp243,608bn



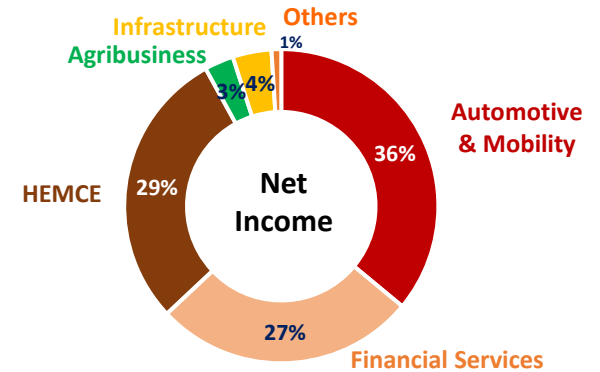
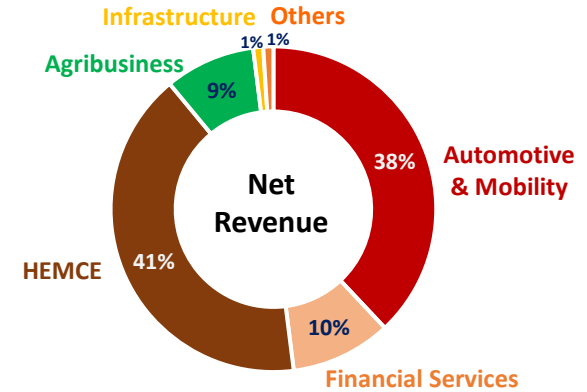
1%

Net Income
Rp24,674bn*



6%

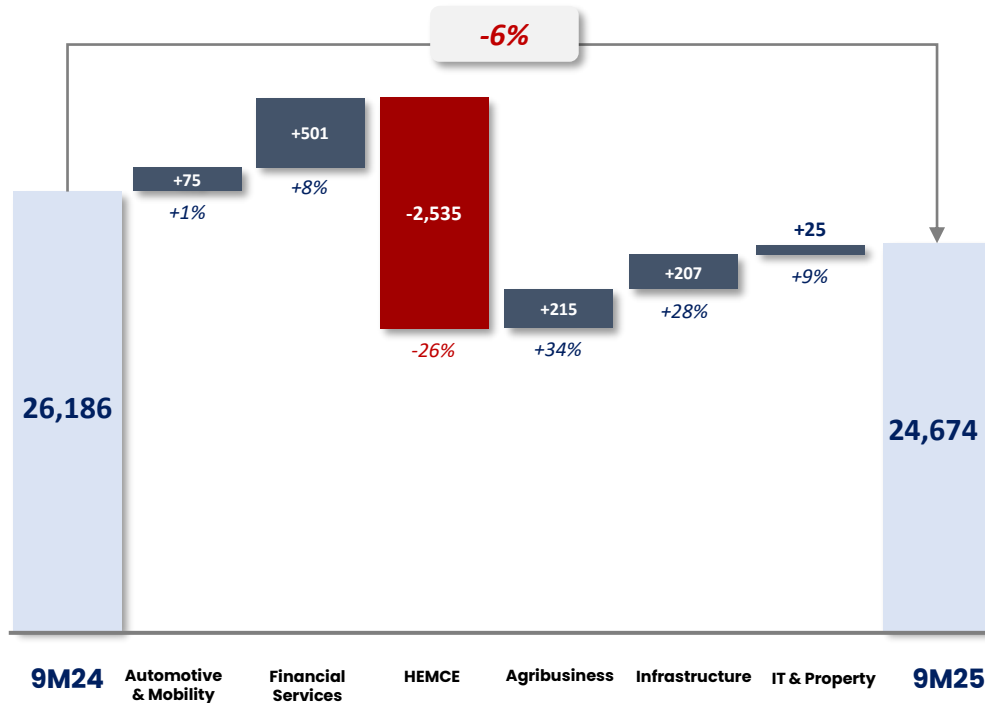
* Before fair value adjustments on investments in GoTo and Hermina



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 (before fair value adjustments)
(In Rupiah bn)



Automotive & Mobility

Supported by higher performance in the motorcycle and components businesses, despite lower car sales



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

Higher traffic volume and increased tariffs

Business Update

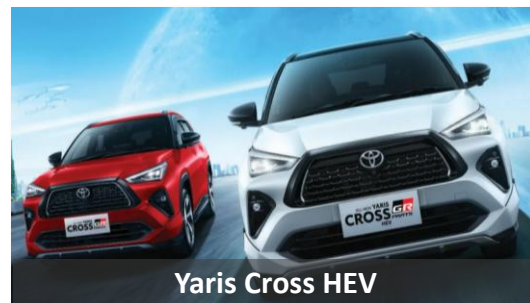
Automotive & Mobility – 4W

- Wholesale market decreased by 11% to 562k units, reflecting weaker purchasing power in the entry-level segment.
- Astra’s market share declined from 56% to 53%, mainly reflecting lower Daihatsu market share, while Toyota market share remained resilient.
- xEV market sales reached 106k units (19% of total 4W sales) with HEVs making up 45%, the majority from Toyota.

Top Astra HEV Models

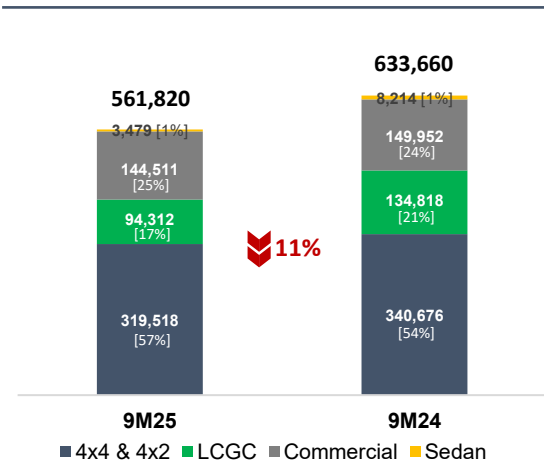


Kijang Innova Zenix HEV

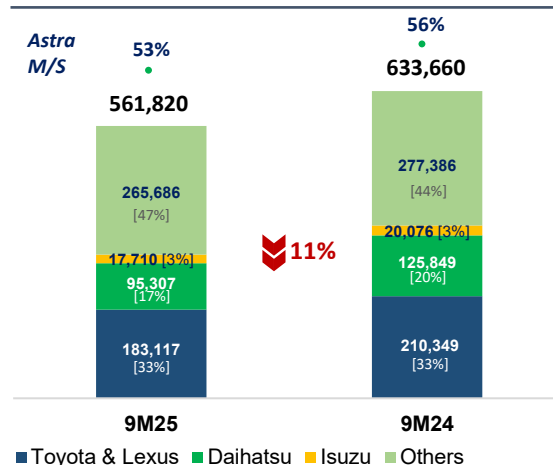


Yaris Cross HEV

Market Segment, units [%]



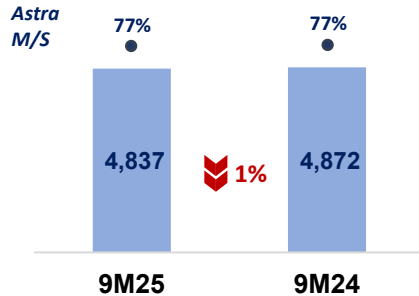
Brand, units [%]



Automotive & Mobility – 2W

- 2W wholesale market decreased by less than 1% to 4.8m units.
- Astra Honda Motor’s market share remained relatively stable at 77%.
- Despite lower sales volume, 2W business performance improved mainly due to sales mix and exports.

2W Market, k units



Top Honda Models

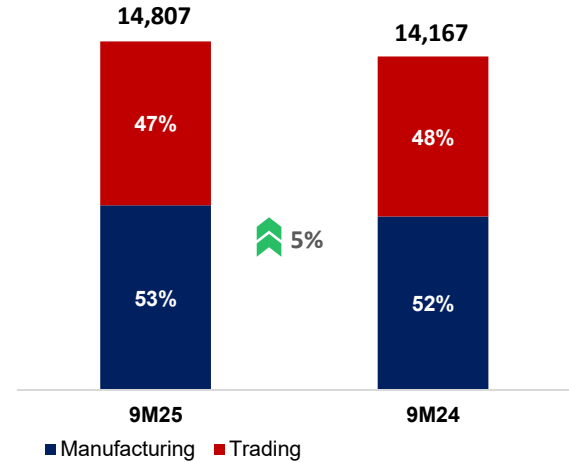


Automotive & Mobility – Components

- Net income contribution from 80%-owned Astra Otoparts, the Group’s components business, increased by 15% to Rp1.3tn, with higher contribution from all segments.



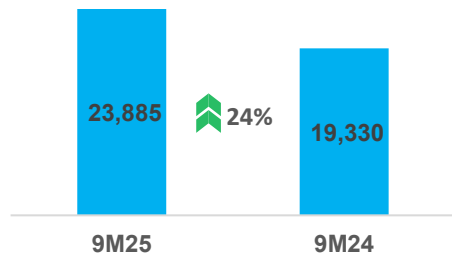
**Astra Otoparts
Revenue by Segment (Rp bn)**



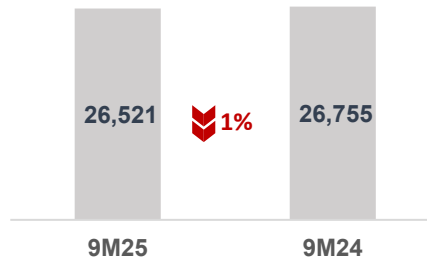
Automotive & Mobility – Mobility

- OLXmobbi booked a 24% increase in used car sales to 24k units.
- Serasi Autoraya (SERA), the Group’s transportation and logistics solutions business, reported higher performance mainly due to gain on disposal of ex-rental vehicles.

OLXmobbi Used Car Sales, units



SERA Vehicles Under Contract, units













Financial Services

- Net income from the Group's Financial Services division increased by 8% to Rp6.7tn.
- 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.



9M25 vs 9M24

[Excluding Dealer Financing]

4W		2W		Heavy Equipment	
Units Financed					
ACC	150,036  5%	FIFGROUP		SANF	3,303  19%
TAF	88,836  4%		2,711,080  4%	KAF	615  16%
Amount Financed (Rp bn)					
ACC	28,846  4%	FIFGROUP		SANF	6,762  13%
TAF	19,106  3%		37,693  7%	KAF	4,431  15%
Insurance					

Asuransi Astra

- Net income contribution of Rp1.2tn (+7%)
- GWP of Rp6.7tn (+11%)

Asuransi Jiwa Astra

- GWP of Rp3.3tn (-26%)

Heavy Equipment, Mining, Construction & Energy

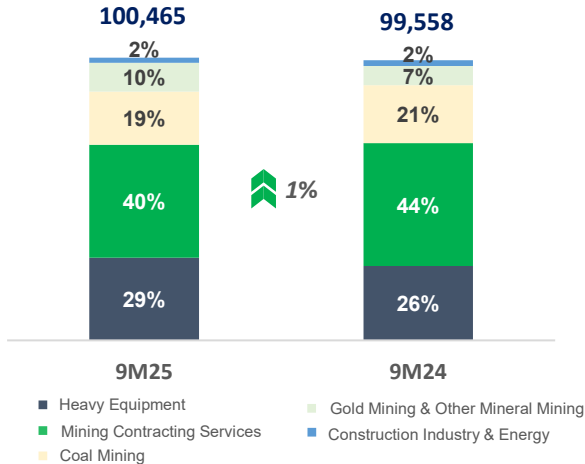
- Net income from the Group’s Heavy Equipment, Mining, Construction & Energy division, represented by 59.5%-owned United Tractors (UT), decreased by 26% to Rp7.0tn.
- The decline in net income was mainly due to:
 - Mining services, due to heavy rainfall alongside reduced stripping ratios for some customer 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 higher performance in:
 - Gold mining due to higher gold prices and sales volume.



Heavy Equipment, Mining, Construction & Energy

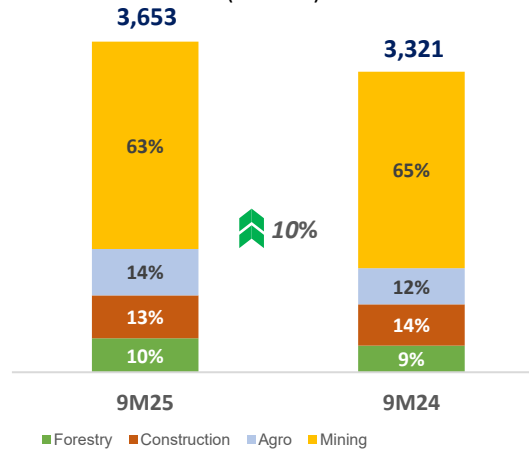
United Tractors

Revenue by Segment (Rp bn)



Komatsu Sales Volume

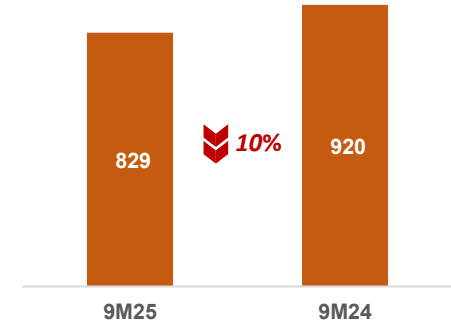
(in units)



Komatsu market share: 22%
(source: UT internal market research)

Mining Services

Overburden Removal (million bcm)

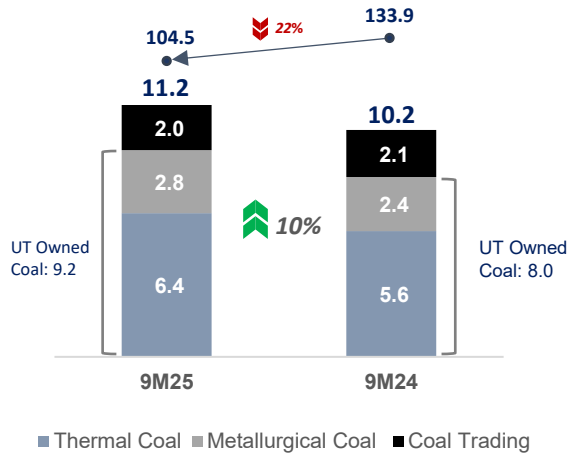


Over 70% of Pamapersada Nusantara revenue is driven by overburden removal.

Heavy Equipment, Mining, Construction & Energy

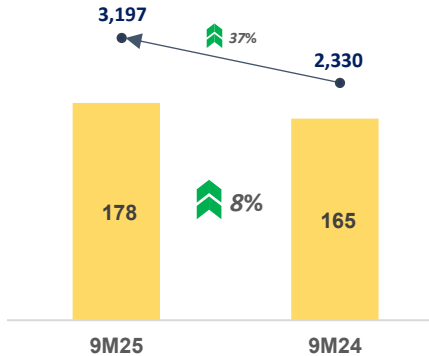
Coal Sales Volume & Price

(million tonnes & USD/t)



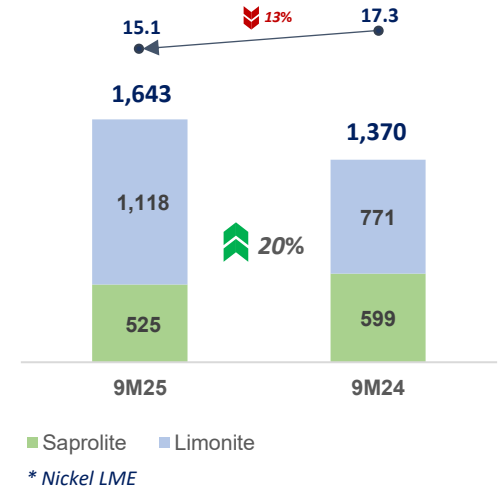
Gold Mining Sales Volume & Price

(k Oz & USD/oz)



Nickel Mining (Stargate)

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

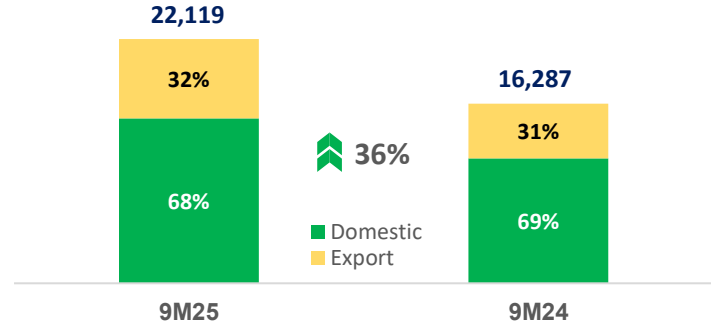


Agribusiness


- Net income from the Group’s Agribusiness division, represented by 79.7%-owned Astra Agro Lestari, increased by 34% to Rp853bn.
- 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

1,372k tonnes  14%

CPO Production

881k tonnes  8%

Average CPO Price

Rp14,277/kg  14%

Infrastructure

- The business comprises 8 toll roads, spanning 396km on the Trans-Java network and the Jakarta Outer Ring Road.
- The Group's Infrastructure division reported a 28% increase in net income to Rp935bn, due to increased tariffs and higher traffic volume.



Daily Toll Revenue (Rp bn)

20.1 7%

Daily Traffic Volume (k vehicles)

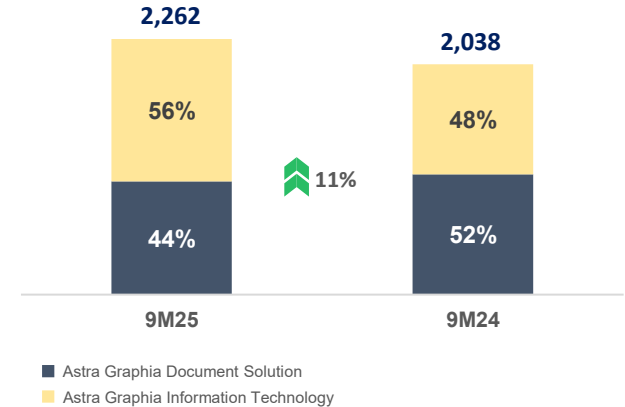
530.7 2%

Information Technology

- Net income contribution from 76.9%-owned Astra Graphia was 20% higher at Rp139bn, primarily 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 1% to Rp164bn.
- The higher net income was mainly driven by contribution from its newly acquired industrial warehouse assets, partly offset by weaker performance from its residential business.

Menara Astra



Cikarang Logistic Park



Appendices

Consolidated Profit and Loss Account

(In Rupiah bn)

	9M25	9M24	Change %
Net Revenue	243,608	246,329	(1)
Gross profit	52,247	54,652	(4)
Operating profit	28,390	31,772	(11)
Share of results of joint ventures and associates	6,769	7,758	(13)
Net Income (before fair value adjustments*)	24,674	26,186	(6)
Fair value adjustments*	(201)	(332)	39
Net Income	24,473	25,854	(5)

*Fair value adjustments in respect of GoTo and Hermina

Consolidated Financial Position

(In Rupiah bn)

	30 Sep'25	31 Dec'24*	Change %
Total Assets	505,442	471,356	7
Total Liabilities	215,811	199,378	8
Total Equity	289,631	271,978	6

* Restated due to implementation of PSAK 117: Insurance Contracts

Net cash, excluding the Group's Financial Services subsidiaries, was Rp13.4tn at 30th September 2025, up from Rp8.0tn at 31st December 2024. Net debt of the Group's Financial Services subsidiaries was Rp64.6tn at 30th September 2025, up from Rp60.2tn at 31st December 2024.

Consolidated Cash Flow

(In Rupiah bn)

	9M25	9M24	Change
Net cash flows from operating activities	35,071	36,894	(1,823)
Investing activities:			
Net capex	(12,307)	(12,451)	144
Net investment	(10,935)	(3,741)	(7,194)
Dividends received	6,883	7,024	(141)
Other investing	1,114	(389)	1,503
Net cash flows used in investing activities	(15,245)	(9,557)	(5,688)
Net cash flows used in financing activities	(13,918)	(17,031)	3,113
Net change in cash	5,908	10,306	(4,398)

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 Sigrā	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

**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
Honda BeAT Street	Jul'25	19.9
Honda CRF 150L	Jul'25	37.7
Honda ADV 160	Sep'25	37.3

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23	UBS Sekuritas Indonesia	Igor Putra	+62 21 2554 7033	lgor.putra@ubs.co.id
24	UOB Kay Hian Sekuritas	Willinoy Sitorus	+62 21 2993 3845	willinoy.sitorus@uobkayhian.com
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