

**PT ASTRA INTERNATIONAL TBK  
DOMESTIC MARKET TREND – CAR**

Product Item	2025	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b><u>ASTRA</u></b>														
TOYOTA + LEXUS		22,132	24,506	22,658	16,268	21,241	18,038	19,006	18,463	20,805	20,613	21,729	26,495	<b>251,954</b>
DAIHATSU		9,983	11,959	13,057	8,884	11,166	9,356	10,451	9,846	10,605	11,783	11,684	11,903	<b>130,677</b>
ISUZU		2,206	1,903	1,802	1,635	1,904	1,825	2,190	2,193	2,052	2,402	2,556	2,453	<b>25,121</b>
UD TRUCKS		210	178	218	189	169	146	125	56	73	90	72	101	<b>1,627</b>
<b>Subtotal for ASTRA</b>		<b>34,531</b>	<b>38,546</b>	<b>37,735</b>	<b>26,976</b>	<b>34,480</b>	<b>29,365</b>	<b>31,772</b>	<b>30,558</b>	<b>33,535</b>	<b>34,888</b>	<b>36,041</b>	<b>40,952</b>	<b>409,379</b>
<b>ASTRA LCGC</b>		<b>9,427</b>	<b>9,589</b>	<b>9,278</b>	<b>7,382</b>	<b>8,022</b>	<b>6,099</b>	<b>7,383</b>	<b>6,352</b>	<b>6,398</b>	<b>6,924</b>	<b>7,161</b>	<b>8,457</b>	<b>92,472</b>
<b><u>NON ASTRA</u></b>														
mitsubishi		7,133	8,790	7,373	5,195	6,723	7,309	6,882	8,982	8,448	9,944	9,820	10,417	<b>97,016</b>
HONDA		7,276	8,757	6,303	3,000	3,166	4,179	5,235	4,375	4,332	3,647	3,031	3,199	<b>56,500</b>
SUZUKI		4,982	4,750	4,442	4,145	3,921	4,940	6,010	5,911	5,152	5,550	6,102	10,440	<b>66,345</b>
HYUNDAI		2,308	2,226	2,424	1,607	1,650	973	1,239	1,401	1,412	1,354	1,303	1,110	<b>19,007</b>
WULING		1,010	1,935	1,850	1,240	1,566	657	1,256	1,411	1,339	1,415	1,703	3,223	<b>18,605</b>
CHERY		1,102	1,468	1,829	1,620	1,993	2,271	1,593	1,179	2,105	1,560	1,211	1,460	<b>19,391</b>
BYD + DENZA		1,139	2,311	4,792	4,307	3,429	3,847	2,858	2,854	1,315	10,785	9,690	6,858	<b>54,185</b>
OTHERS		2,603	3,573	4,351	4,018	3,769	4,822	3,992	5,100	4,452	4,909	5,231	16,443	<b>63,263</b>
<b>Subtotal for NON ASTRA :</b>		<b>27,553</b>	<b>33,810</b>	<b>33,364</b>	<b>25,132</b>	<b>26,217</b>	<b>28,998</b>	<b>29,065</b>	<b>31,213</b>	<b>28,555</b>	<b>39,164</b>	<b>38,091</b>	<b>53,150</b>	<b>394,312</b>
<b>TOTAL DOMESTIC</b>		<b>62,084</b>	<b>72,356</b>	<b>71,099</b>	<b>52,108</b>	<b>60,697</b>	<b>58,363</b>	<b>60,837</b>	<b>61,771</b>	<b>62,090</b>	<b>74,052</b>	<b>74,132</b>	<b>94,102</b>	<b>803,691</b>
<b>TOTAL LCGC</b>		<b>13,782</b>	<b>14,365</b>	<b>12,957</b>	<b>9,305</b>	<b>9,321</b>	<b>8,300</b>	<b>9,360</b>	<b>8,607</b>	<b>8,315</b>	<b>8,945</b>	<b>8,878</b>	<b>10,533</b>	<b>122,668</b>
<i>Astra Market Share</i>		<i>56%</i>	<i>53%</i>	<i>53%</i>	<i>52%</i>	<i>57%</i>	<i>50%</i>	<i>52%</i>	<i>49%</i>	<i>54%</i>	<i>47%</i>	<i>49%</i>	<i>44%</i>	<i>51%</i>
<i>Astra LCGC Market Share</i>		<i>68%</i>	<i>67%</i>	<i>72%</i>	<i>79%</i>	<i>86%</i>	<i>73%</i>	<i>79%</i>	<i>74%</i>	<i>77%</i>	<i>77%</i>	<i>81%</i>	<i>80%</i>	<i>75%</i>

Product Item	2026	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b><u>ASTRA</u></b>														
TOYOTA + LEXUS		20,127	22,622	18,021	25,804									<b>86,574</b>
DAIHATSU		12,513	13,452	8,916	13,399									<b>48,280</b>
ISUZU		2,170	1,954	1,657	2,469									<b>8,250</b>
UD TRUCKS		57	52	72	80									<b>261</b>
<b>Subtotal for ASTRA</b>		<b>34,867</b>	<b>38,080</b>	<b>28,666</b>	<b>41,752</b>									<b>143,365</b>
<b>ASTRA LCGC</b>		<b>7,264</b>	<b>8,316</b>	<b>5,325</b>	<b>7,470</b>									<b>28,375</b>
<b><u>NON ASTRA</u></b>														
mitsubishi		9,230	9,514	7,871	8,752									<b>35,367</b>
HONDA		4,016	5,385	4,129	2,363									<b>15,893</b>
SUZUKI		2,783	9,659	4,552	7,160									<b>24,154</b>
HYUNDAI		1,425	1,741	1,608	1,534									<b>6,308</b>
WULING		1,077	1,497	1,020	1,584									<b>5,178</b>
CHERY		1,064	1,152	995	1,137									<b>4,348</b>
BYD + DENZA		5,271	4,923	3,396	5,657									<b>19,247</b>
OTHERS		6,763	9,296	9,031	10,837									<b>35,927</b>
<b>Subtotal for NON ASTRA :</b>		<b>31,629</b>	<b>43,167</b>	<b>32,602</b>	<b>39,024</b>									<b>146,422</b>
<b>TOTAL DOMESTIC</b>		<b>66,496</b>	<b>81,247</b>	<b>61,268</b>	<b>80,776</b>									<b>289,787</b>
<b>TOTAL LCGC</b>		<b>10,694</b>	<b>11,412</b>	<b>6,725</b>	<b>8,992</b>									<b>37,823</b>
<i>Astra Market Share</i>		<i>52%</i>	<i>47%</i>	<i>47%</i>	<i>52%</i>									<i>49%</i>
<i>Astra LCGC Market Share</i>		<i>68%</i>	<i>73%</i>	<i>79%</i>	<i>83%</i>									<i>75%</i>

Source: Gaikindo

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