

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

Product Item	2025	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<u>ASTRA</u>														
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	251,954
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	130,677
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	25,121
UD TRUCKS		210	178	218	189	169	146	125	56	73	90	72	101	1,627
Subtotal for ASTRA		34,531	38,546	37,735	26,976	34,480	29,365	31,772	30,558	33,535	34,888	36,041	40,952	409,379
ASTRA LCGC		9,427	9,589	9,278	7,382	8,022	6,099	7,383	6,352	6,398	6,924	7,161	8,457	92,472
<u>NON ASTRA</u>														
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	97,016
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	56,500
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	66,345
HYUNDAI		2,308	2,226	2,424	1,607	1,650	973	1,239	1,401	1,412	1,354	1,303	1,110	19,007
WULING		1,010	1,935	1,850	1,240	1,566	657	1,256	1,411	1,339	1,415	1,703	3,223	18,605
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	19,391
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	54,185
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	63,263
Subtotal for NON ASTRA :		27,553	33,810	33,364	25,132	26,217	28,998	29,065	31,213	28,555	39,164	38,091	53,150	394,312
TOTAL DOMESTIC		62,084	72,356	71,099	52,108	60,697	58,363	60,837	61,771	62,090	74,052	74,132	94,102	803,691
TOTAL LCGC		13,782	14,365	12,957	9,305	9,321	8,300	9,360	8,607	8,315	8,945	8,878	10,533	122,668
<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
<u>ASTRA</u>														
TOYOTA + LEXUS		20,127	22,622											42,749
DAIHATSU		12,513	13,452											25,965
ISUZU		2,170	1,948											4,118
UD TRUCKS		57	52											109
Subtotal for ASTRA		34,867	38,074											72,941
ASTRA LCGC		7,264	8,316											15,580
<u>NON ASTRA</u>														
mitsubishi		9,230	9,514											18,744
HONDA		4,016	5,385											9,401
SUZUKI		2,783	9,659											12,442
HYUNDAI		1,425	1,741											3,166
WULING		1,077	1,497											2,574
CHERY		1,064	1,152											2,216
BYD + DENZA		5,271	4,923											10,194
OTHERS		6,739	9,214											15,953
Subtotal for NON ASTRA :		31,605	43,085											74,690
TOTAL DOMESTIC		66,472	81,159											147,631
TOTAL LCGC		10,694	11,412											22,106
<i>Astra Market Share</i>		<i>52%</i>	<i>47%</i>											<i>49%</i>
<i>Astra LCGC Market Share</i>		<i>68%</i>	<i>73%</i>											<i>70%</i>

Source: Gaikindo

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