

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

| Product Item | 2025 | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---------------------------------|------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|----------------|
| ASTRA | | | | | | | | | | | | | | |
| 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 |
| NON ASTRA | | | | | | | | | | | | | | |
| 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 |
|---------------------------------|------|---------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|---------------|
| ASTRA | | | | | | | | | | | | | | |
| TOYOTA + LEXUS | | 20,127 | | | | | | | | | | | | 20,127 |
| DAIHATSU | | 12,513 | | | | | | | | | | | | 12,513 |
| ISUZU | | 2,170 | | | | | | | | | | | | 2,170 |
| UD TRUCKS | | 57 | | | | | | | | | | | | 57 |
| Subtotal for ASTRA | | 34,867 | | | | | | | | | | | | 34,867 |
| ASTRA LCGC | | 7,264 | | | | | | | | | | | | 7,264 |
| NON ASTRA | | | | | | | | | | | | | | |
| mitsubishi | | 9,230 | | | | | | | | | | | | 9,230 |
| HONDA | | 4,016 | | | | | | | | | | | | 4,016 |
| SUZUKI | | 2,783 | | | | | | | | | | | | 2,783 |
| HYUNDAI | | 1,425 | | | | | | | | | | | | 1,425 |
| WULING | | 1,077 | | | | | | | | | | | | 1,077 |
| CHERY | | 1,064 | | | | | | | | | | | | 1,064 |
| BYD + DENZA | | 5,271 | | | | | | | | | | | | 5,271 |
| OTHERS | | 6,713 | | | | | | | | | | | | 6,713 |
| Subtotal for NON ASTRA : | | 31,579 | | | | | | | | | | | | 31,579 |
| TOTAL DOMESTIC | | 66,446 | | | | | | | | | | | | 66,446 |
| TOTAL LCGC | | 10,694 | | | | | | | | | | | | 10,694 |
| <i>Astra Market Share</i> | | <i>52%</i> | | | | | | | | | | | | <i>52%</i> |
| <i>Astra LCGC Market Share</i> | | <i>68%</i> | | | | | | | | | | | | <i>68%</i> |

Source: Gaikindo
Disclaimer Notice:

PT Astra International Tbk makes no representations or warranties as to the accuracy, adequacy, completeness, suitability or alike for any purpose of the information contained in this release, and disclaim liability for any error or omissions therein and for any damages whatsoever arising, including from any action taken in reliance on any information in this release.