

**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>ASTRA</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>NON ASTRA</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>
<b>Astra Market Share</b>		<b>56%</b>	<b>53%</b>	<b>53%</b>	<b>52%</b>	<b>57%</b>	<b>50%</b>	<b>52%</b>	<b>49%</b>	<b>54%</b>	<b>47%</b>	<b>49%</b>	<b>44%</b>	<b>51%</b>
<b>Astra LCGC Market Share</b>		<b>68%</b>	<b>67%</b>	<b>72%</b>	<b>79%</b>	<b>86%</b>	<b>73%</b>	<b>79%</b>	<b>74%</b>	<b>77%</b>	<b>77%</b>	<b>81%</b>	<b>80%</b>	<b>75%</b>

Product Item	2026	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>ASTRA</b>														
TOYOTA + LEXUS		20,127	22,622	18,021	25,807	24,983								<b>111,560</b>
DAIHATSU		12,513	13,452	8,916	13,399	11,140								<b>59,420</b>
ISUZU		2,170	1,954	1,657	2,469	2,570								<b>10,820</b>
UD TRUCKS		57	52	72	80	75								<b>336</b>
<b>Subtotal for ASTRA</b>		<b>34,867</b>	<b>38,080</b>	<b>28,666</b>	<b>41,755</b>	<b>38,768</b>								<b>182,136</b>
<b>ASTRA LCGC</b>		<b>7,264</b>	<b>8,316</b>	<b>5,325</b>	<b>7,470</b>	<b>6,836</b>								<b>35,211</b>
<b>NON ASTRA</b>														
mitsubishi		9,230	9,514	7,871	8,752	6,537								<b>41,904</b>
HONDA		4,016	5,385	4,129	2,363	2,378								<b>18,271</b>
SUZUKI		2,783	9,659	4,552	7,160	6,108								<b>30,262</b>
HYUNDAI		1,425	1,741	1,608	1,534	1,508								<b>7,816</b>
WULING		1,077	1,497	1,020	1,584	1,356								<b>6,534</b>
CHERY		1,064	1,152	995	1,137	954								<b>5,302</b>
BYD + DENZA		5,271	4,923	3,396	5,657	1,105								<b>20,352</b>
OTHERS		6,766	9,296	9,034	10,837	10,505								<b>46,438</b>
<b>Subtotal for NON ASTRA :</b>		<b>31,632</b>	<b>43,167</b>	<b>32,605</b>	<b>39,024</b>	<b>30,451</b>								<b>176,879</b>
<b>TOTAL DOMESTIC</b>		<b>66,499</b>	<b>81,247</b>	<b>61,271</b>	<b>80,779</b>	<b>69,219</b>								<b>359,015</b>
<b>TOTAL LCGC</b>		<b>10,694</b>	<b>11,412</b>	<b>6,725</b>	<b>8,992</b>	<b>8,232</b>								<b>46,055</b>
<b>Astra Market Share</b>		<b>52%</b>	<b>47%</b>	<b>47%</b>	<b>52%</b>	<b>56%</b>								<b>51%</b>
<b>Astra LCGC Market Share</b>		<b>68%</b>	<b>73%</b>	<b>79%</b>	<b>83%</b>	<b>83%</b>								<b>76%</b>

Source: Gaikindo  
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