

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

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	18,021	25,807	24,983	22,960	21,816	20,595	21,942				198,873
DAIHATSU		12,513	13,452	8,916	13,399	11,140	14,125	14,125	13,214	11,558				112,442
ISUZU		2,170	1,954	1,657	2,469	2,570	3,070	3,016	2,914	3,155				22,975
UD TRUCKS		57	52	72	80	75	80	112	101	68				697
Subtotal for ASTRA		34,867	38,080	28,666	41,755	38,768	40,235	39,069	36,824	36,723				334,987
<u>ASTRA LCGC</u>		7,264	8,316	5,325	7,470	6,836	8,068	7,680	8,163	7,781				66,903
<u>NON ASTRA</u>														
MITSUBISHI + FUSO		9,230	9,514	7,871	8,752	6,537	8,219	11,112	9,904	9,386				80,525
HONDA		4,016	5,385	4,129	2,363	2,378	2,402	2,587	3,177	3,466				29,903
SUZUKI		2,783	9,659	4,552	7,160	6,108	6,057	5,654	5,935	5,316				53,224
HYUNDAI		1,425	1,741	1,608	1,534	1,508	1,225	1,669	1,587	1,674				13,971
WULING		1,077	1,497	1,020	1,584	1,356	1,668	1,503	1,670	2,031				13,406
CHERY		1,064	1,152	995	1,137	954	962	837	766	446				8,313
BYD + DENZA		5,271	4,923	3,396	5,657	1,105	5,728	6,728	7,889	6,039				46,736
OTHERS		6,765	9,296	9,034	10,835	10,505	11,100	11,956	14,005	14,457				97,953
Subtotal for NON ASTRA :		31,631	43,167	32,605	39,022	30,451	37,361	42,046	44,933	42,815				344,031
TOTAL DOMESTIC		66,498	81,247	61,271	80,777	69,219	77,596	81,115	81,757	79,538				679,018
TOTAL LCGC		10,694	11,412	6,725	8,992	8,232	9,451	9,127	9,675	9,689				83,997
Astra Market Share		52%	47%	47%	52%	56%	52%	48%	45%	46%				49%
Astra LCGC Market Share		68%	73%	79%	83%	83%	85%	84%	84%	80%				80%

Source: Gaikindo

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