PT Avia Avian Tbk

Investor Presentation
Q1 2025 Results

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Avian Brands team

Ruslan Tanoko

Vice President Director

ruslan.tanoko@avianbrands.com

Robert Tanoko

Operations & Development Director

robert.tanoko@avianbrands.com

Kurnia Hadi

Finance Director

kurnia.hadi@avianbrands.com

Andreas Hadikrisno

Head of Investor Relations

investor.relations@avianbrands.com

Avian Brands Q1 2025 snapshot

SALES	GROSS PROFIT	EBITDA	NET PROFIT
IDR 2,019 B (US$ 123 m)	**IDR 925 B** (US$ 57 m) **45.8%**	**IDR 580 B** (US$ 35 m) **28.7%**	**IDR 447 B** (US$ 27 m) **22.1%**

EMPLOYEES	DISTRIBUTION CENTERS	COVERAGE	CUSTOMERS
9,000+	**163**	**38 Provinces** **99 Cities**	**58,000+** **Retail outlets**

Convenience translation from IDR based on the average USD/IDR exchange rate in Q1 2025 of 16,352

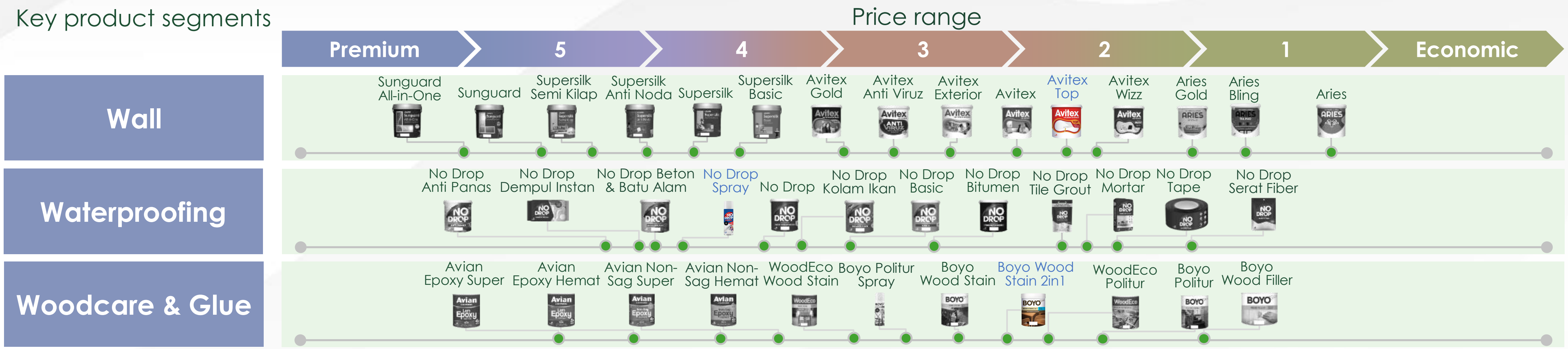
Q1 2025 financial performance highlights

In IDR billion (except per share data)	2025	2024	Change
Consolidated sales	**2,019**	**1,905**	**6.0%**
Architectural solutions	1,637	1,574	4.0%
Trading goods	381	331	15.2%
Gross profit	**925**	**886**	**4.5%**
Architectural solutions	851	825	3.2%
Trading goods	74	61	21.3%
Gross margin	**45.8%**	**46.5%**	**-0.7%**
Architectural solutions	52.0%	52.4%	-0.4%
Trading goods	19.3%	18.4%	1.0%
EBITDA	**580**	**555**	**4.4%**
EBITDA margin	**28.7%**	**29.1%**	**-0.4%**
Net profit	**447**	**446**	**0.1%**
Net profit margin	**22.1%**	**23.4%**	**-1.3%**
EPS	**7.4**[(1)]	**7.2**[(1)]	**2.0%**

(1) Calculated based on the weighted average number of shares after taking into account the treasury shares

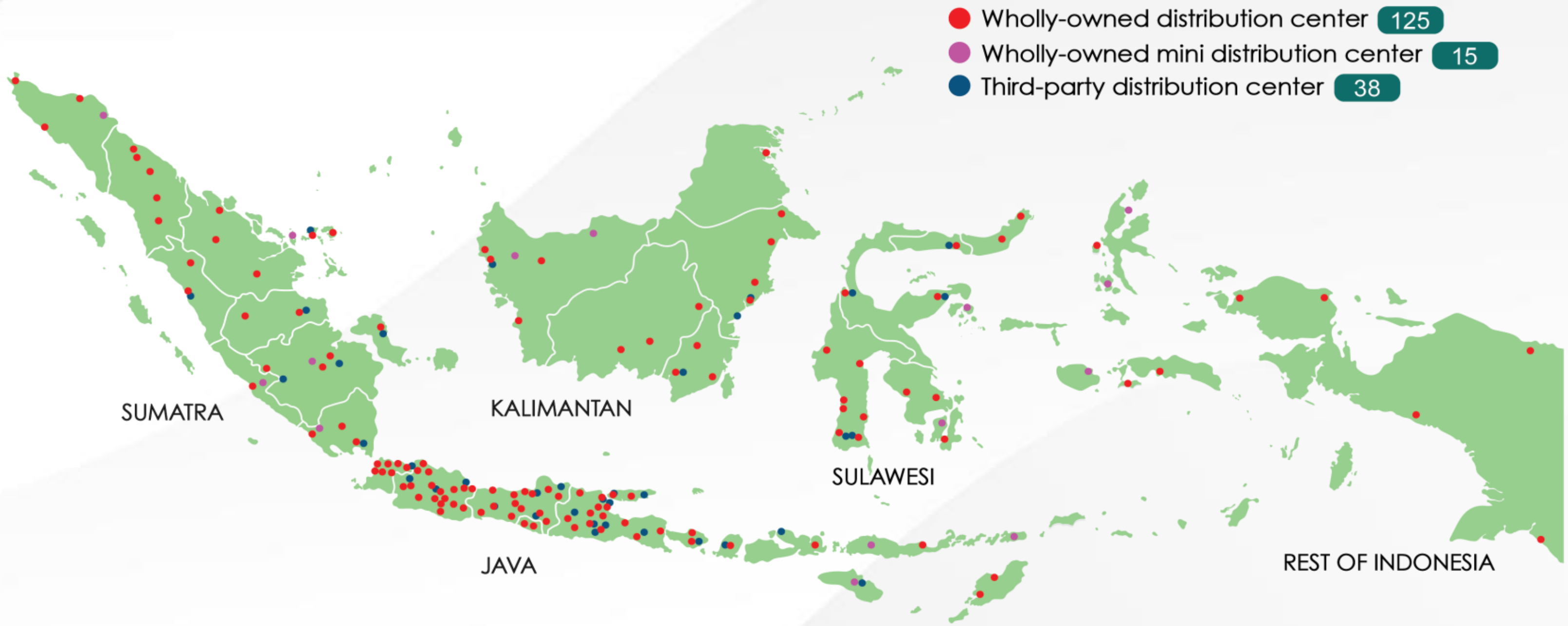
- On February 1st, Avian Brands implemented a price hike of 2.5% to 5% across the architectural solutions segment.
- As we had anticipated, demand in Q1 has not shown a meaningful improvement.
- This quarter also had fewer working days compared to last year due to the timing of the Eid holiday.
- During these challenging times, Avian Brands stands out by being a consistent and reliable partner for our customers, helping them navigate the tough market conditions.
- In addition, we take the opportunity to invest in our sustainable growth initiatives, positioning the company for stronger growth when the market improves.

New products launched in Q1 2025



- Avian Brands launched three new products as highlighted in blue labels. Avitex Top is certified by Green Label Singapore.
- Our commitment to sustainable growth fuels our ambition for continuous product innovation.
- Avian Brands provides high-quality services that deliver seamless customer experiences, fostering long-term preference towards our brands.

Distribution center expansion



- In Q1 2025, we opened 1 new wholly-owned DC.
- Our robust logistical infrastructure enables us to make ~15,000 daily deliveries.
- We maintain a 90%[1] fulfilment rate for 1-day delivery services during the quarter.

Distribution centers by regions:[2]

Java: 71

- Greater Jakarta: 13
- West Java: 15
- Central Java: 19
- East Java: 24

Outer Java: 92

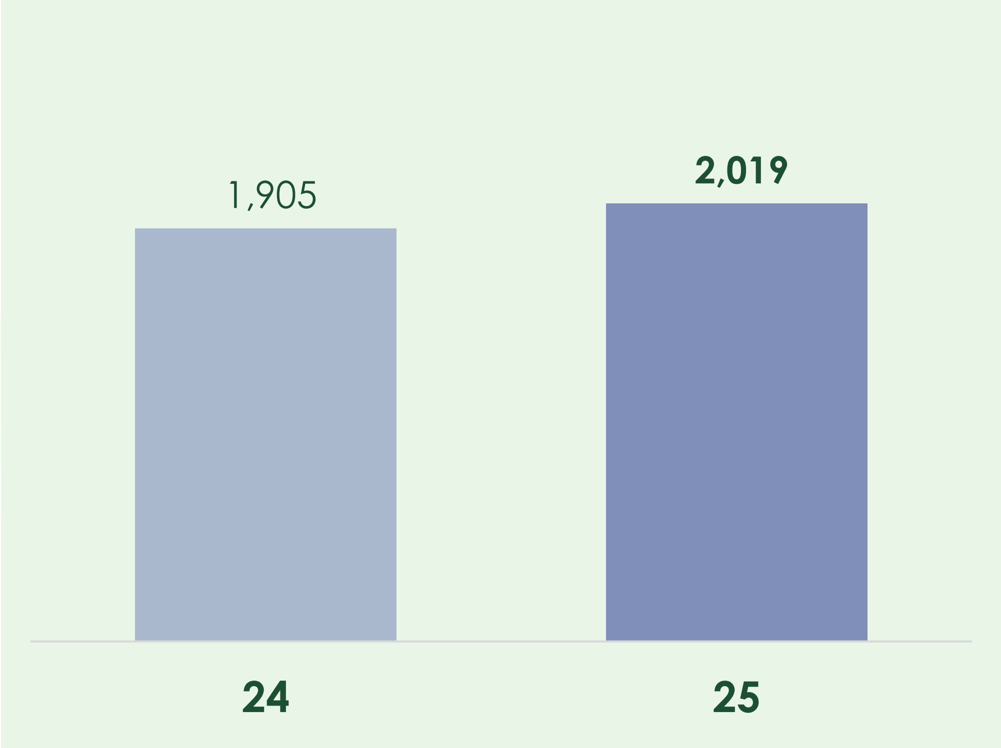
- Sumatra: 34
- Kalimantan: 19
- Sulawesi: 20
- Rest of Indonesia: 19

Total: 163

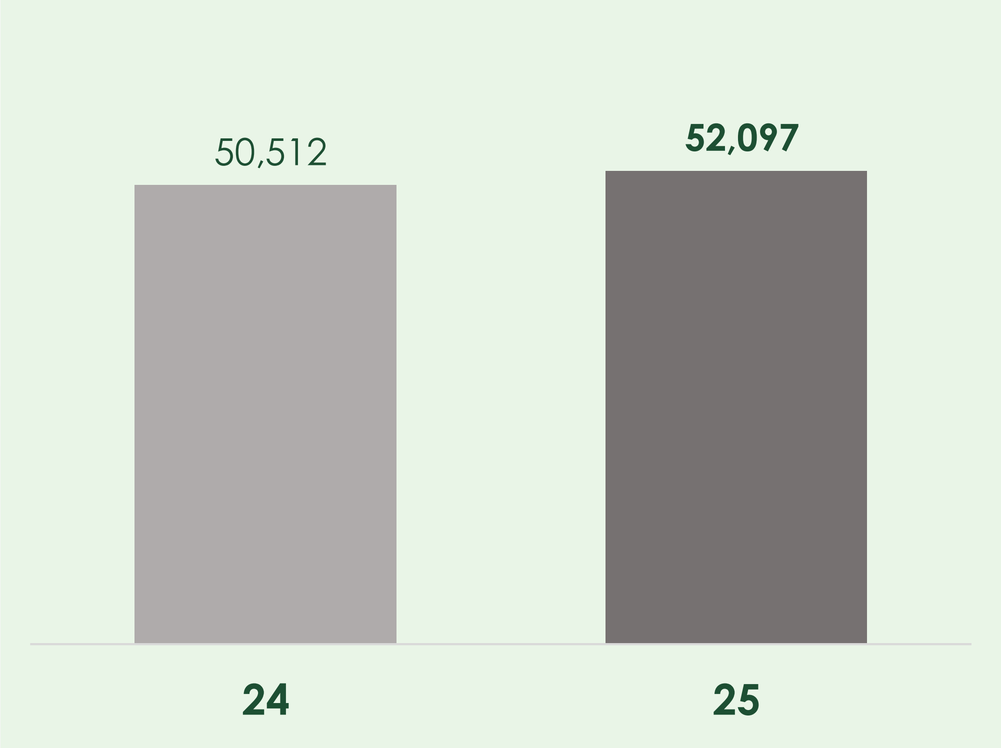
(1) For retail outlets located within a 50 km radius of a wholly-owned distribution center
(2) Excluding mini distribution centers

Consolidated business – sales & customers

Q1 sales by value
(IDR billion)

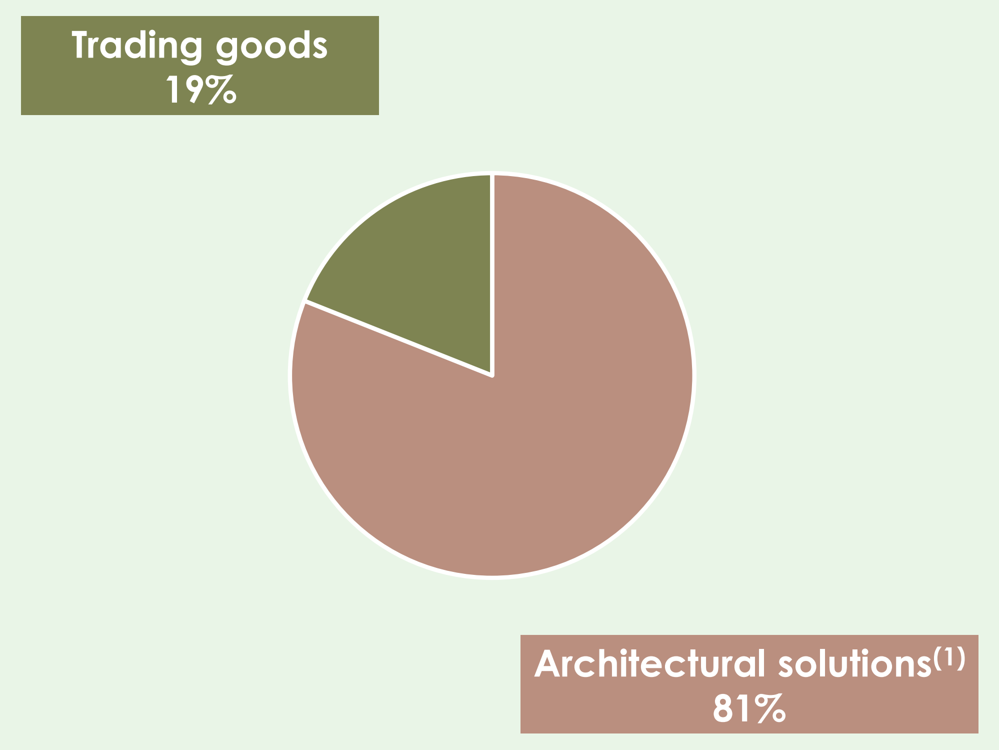


Q1 number of customers

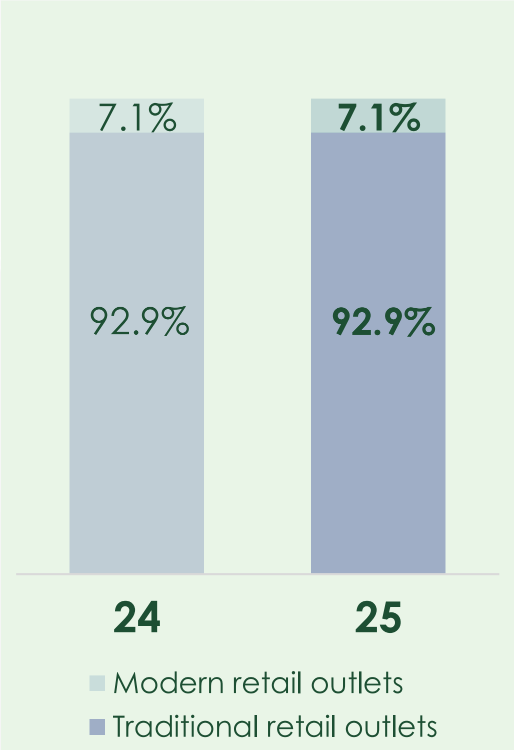


Consolidated business – sales

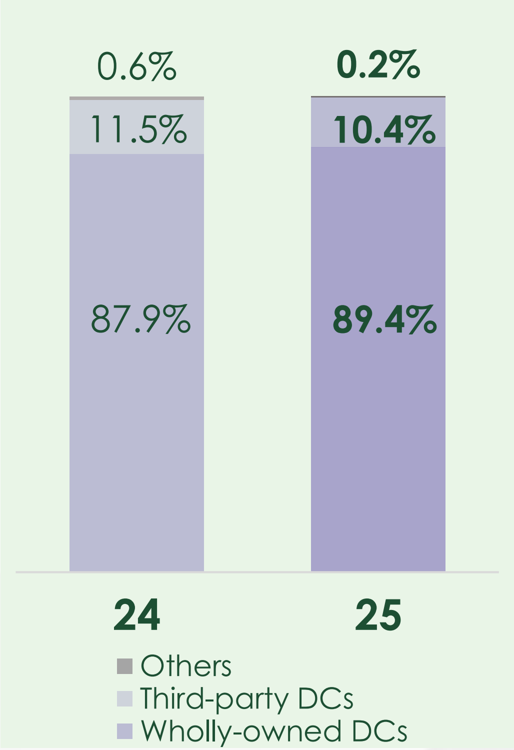
Q1 2025 sales by segments



Q1 sales by customers



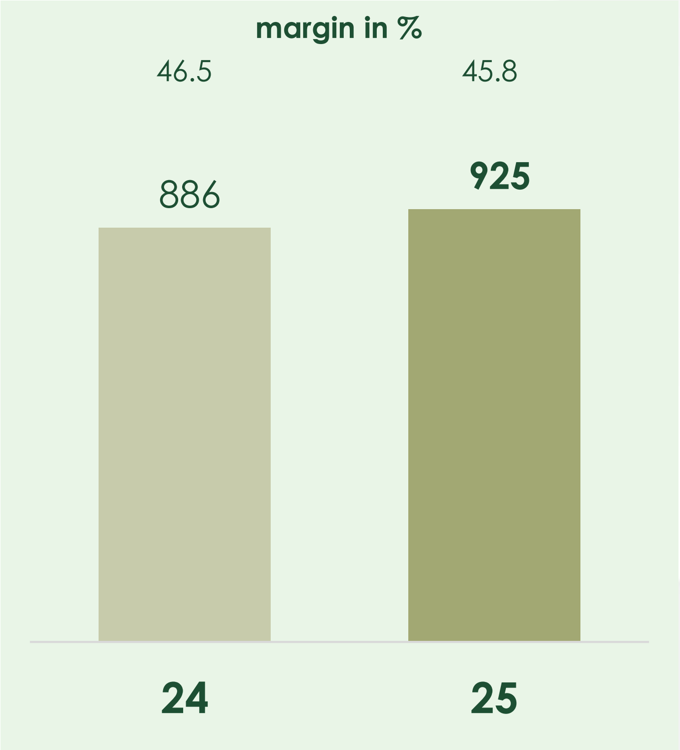
Q1 sales by distribution networks



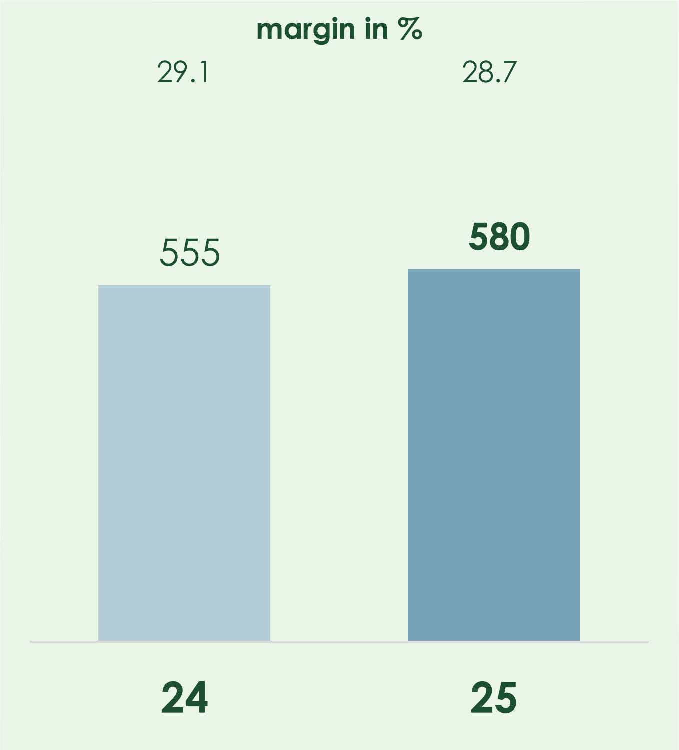
(1) For investors who require details on the sales breakdown by segments, please contact our Head of Investor Relations

Consolidated business – gross profit, EBITDA, net profit

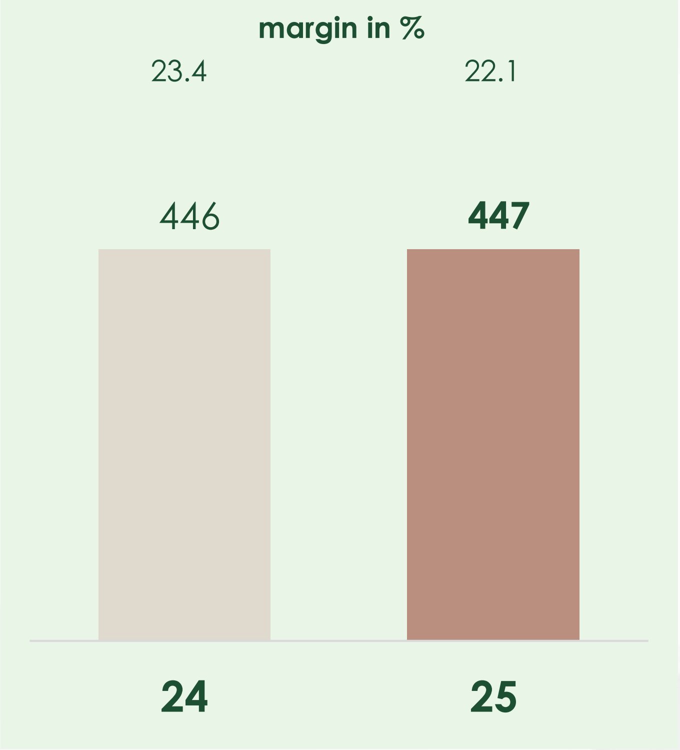
Q1 gross profit
(IDR billion)



Q1 EBITDA
(IDR billion)



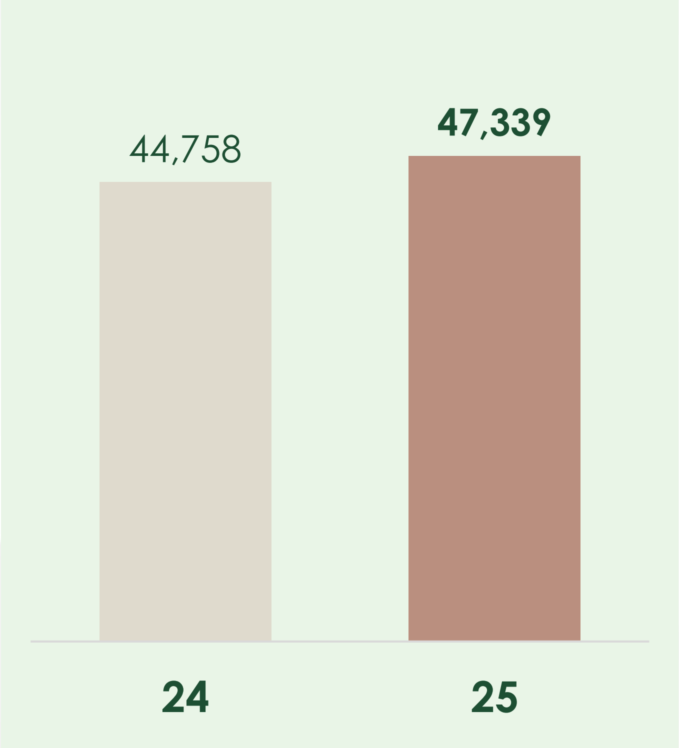
Q1 net profit
(IDR billion)



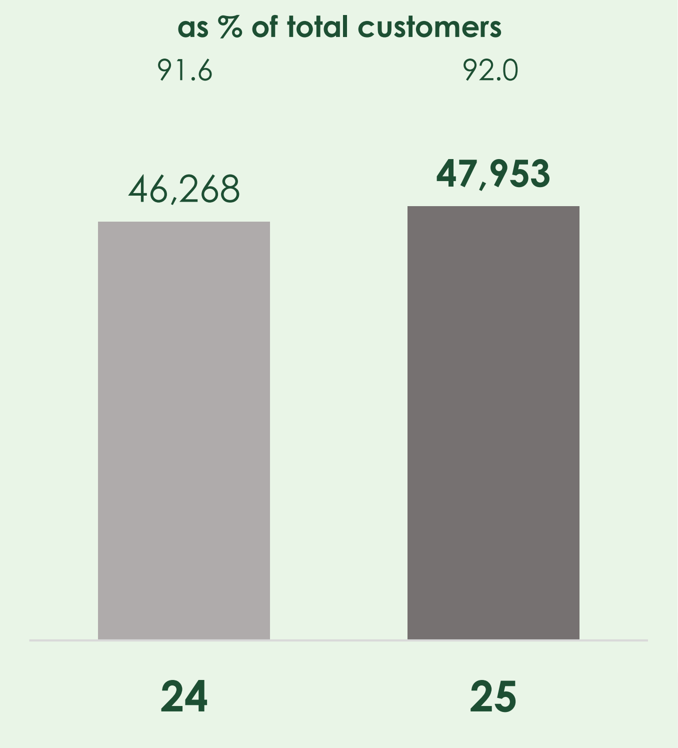
Architectural solutions – sales & customers

Q1 sales by value
(IDR billion)

Q1 sales by volume(1)
(metric ton)



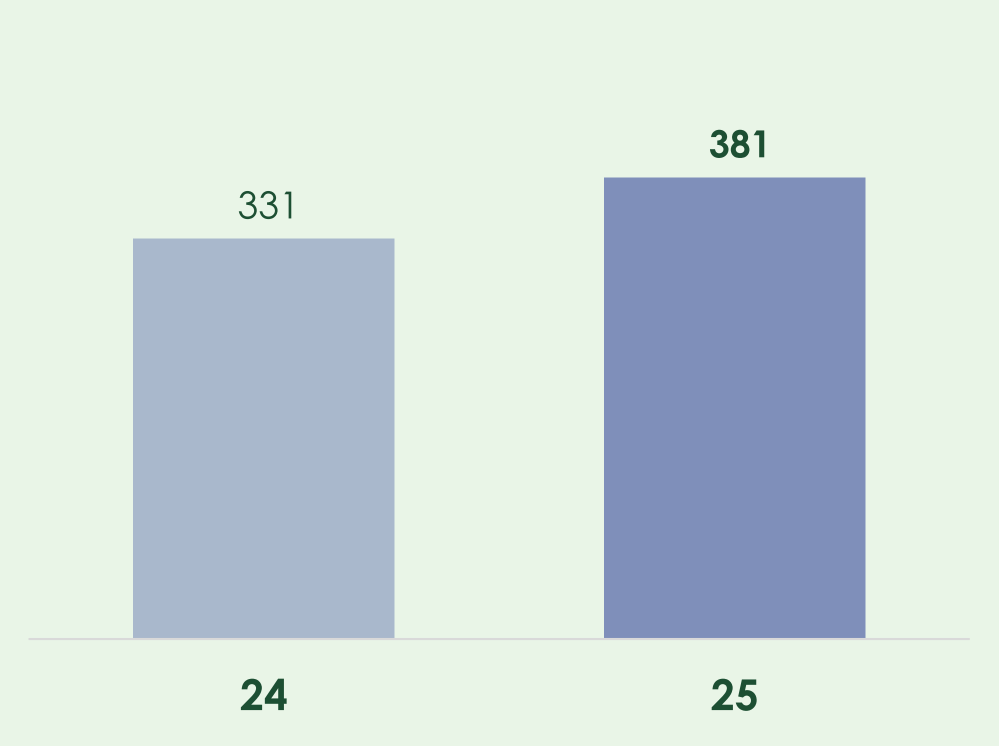
Q1 number of customers



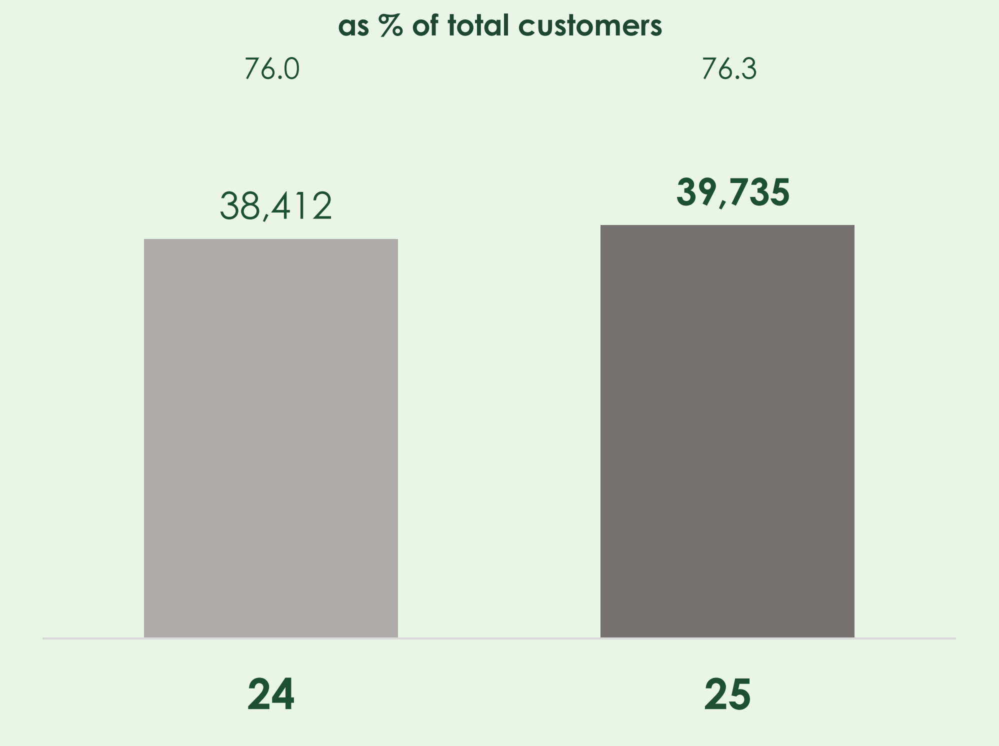
(1) Excluding instant cement

Trading goods – sales & customers

Q1 sales by value
(IDR billion)

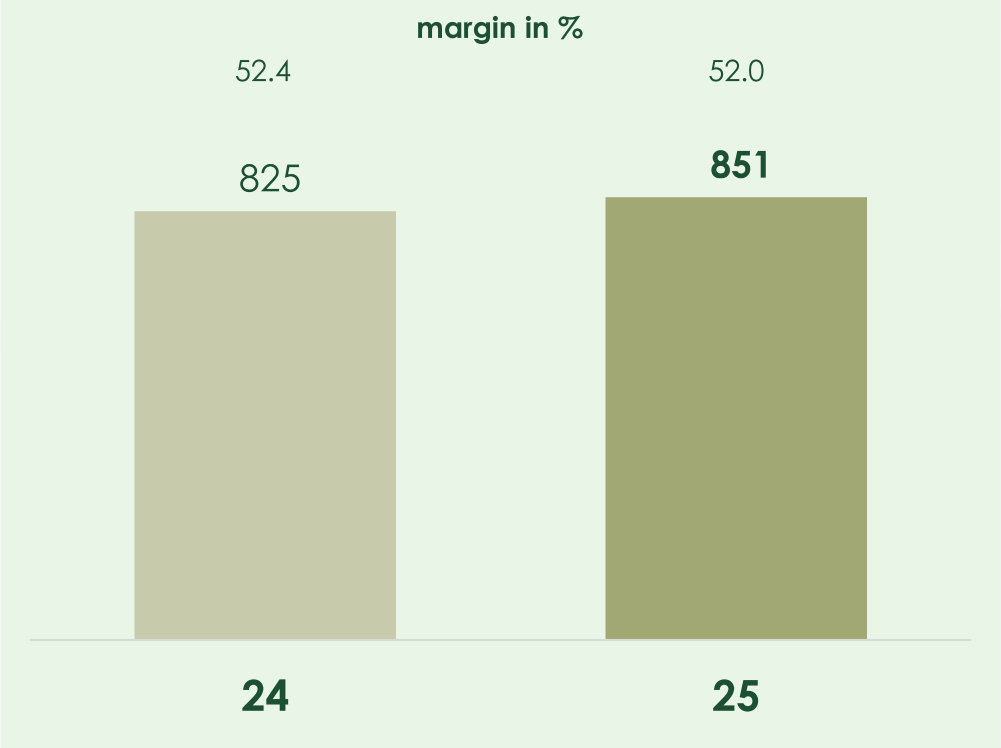


Q1 number of customers

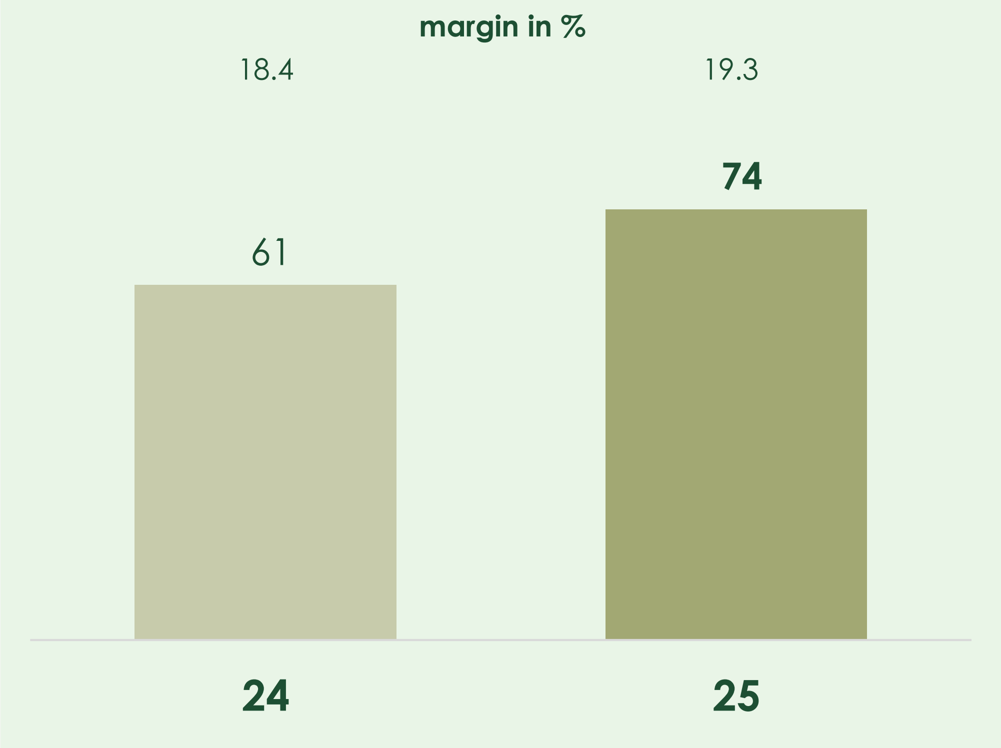


Q1 gross profit by segments

Architectural solutions
(IDR billion)



Trading goods
(IDR billion)



Well-managed cost structure

Cost breakdown (as % of sales)

	2024	Q1 25
G & A[(1)]	3.4%	3.0%
Sales and marketing[(1)]	17.6%	16.8%
COGS[(1)]	55.3%	54.2%
Total	**76.3%**	**74.0%**

- Operating expenses remained steady during the quarter, reflecting the company's disciplined cost management.

COGS breakdown (as % of sales)

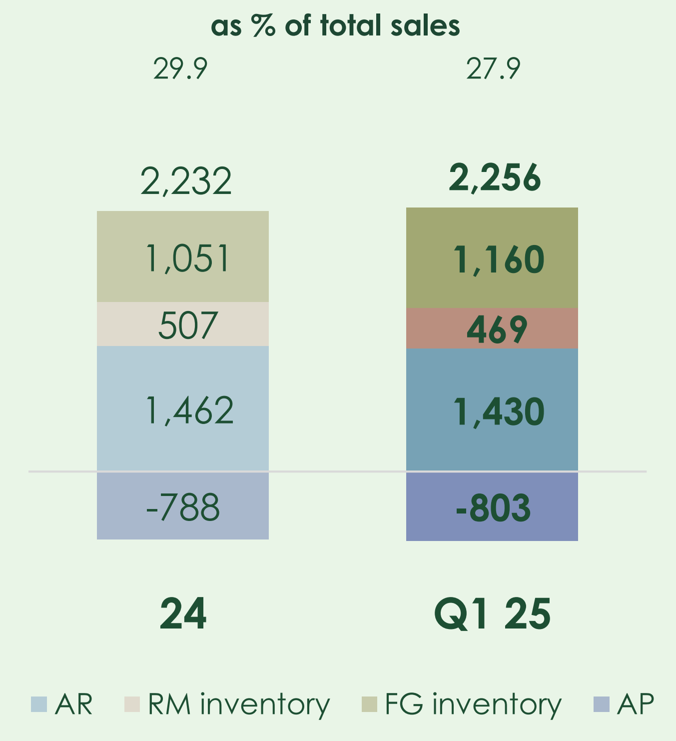
	2024	Q1 25
Raw material	25.8%	28.7%
Direct labour	1.0%	1.2%
Factory overhead	2.6%	2.6%
WIP and FG	17.6%	13.9%
Below-the-line (BTL) expenses	8.2%	7.8%
Total	**55.3%**	**54.2%**

(1) Includes depreciation and amortization

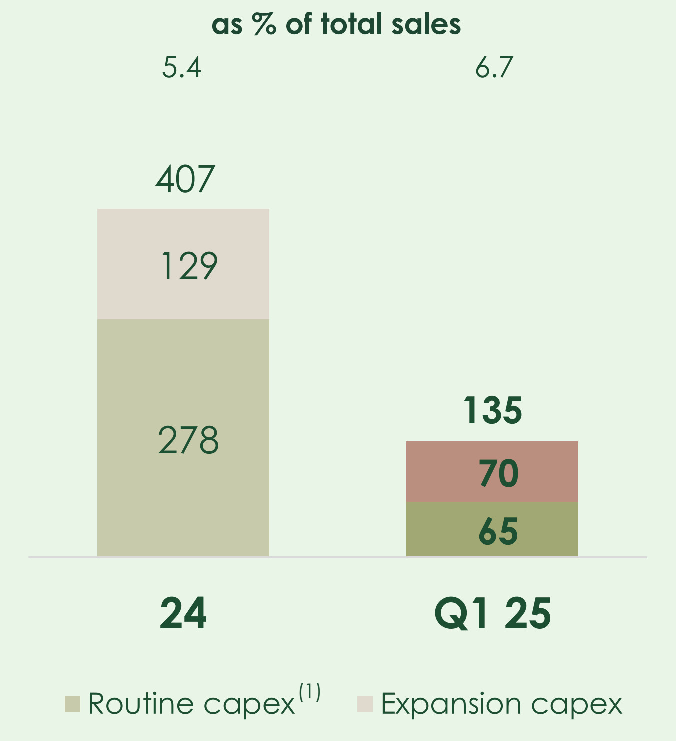
- A higher proportion of raw material cost was driven by the increase in raw material prices impacted by the USD/IDR exchange rate.
- Avian Brands continues to optimize its BTL spending.

Robust cash-flow generation

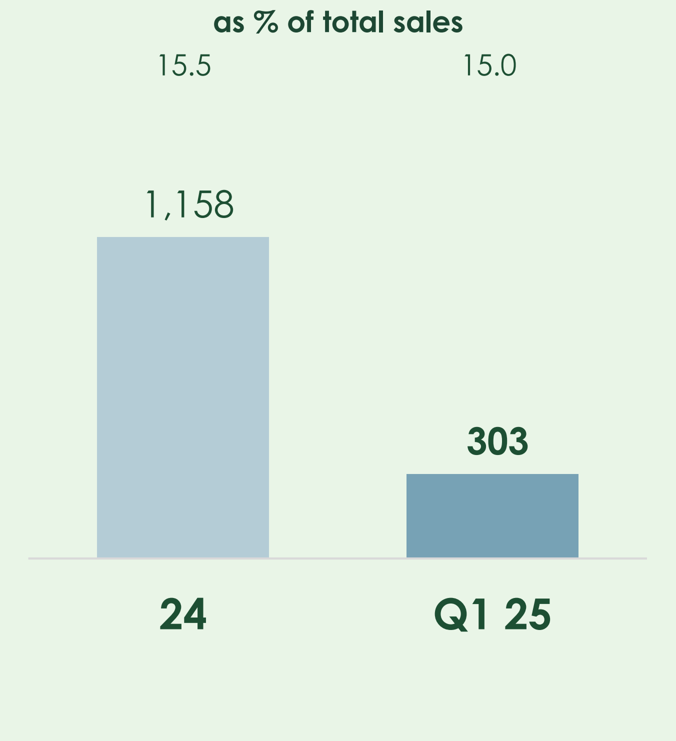
Trade working capital
(IDR billion)



Capital expenditure
(IDR billion)



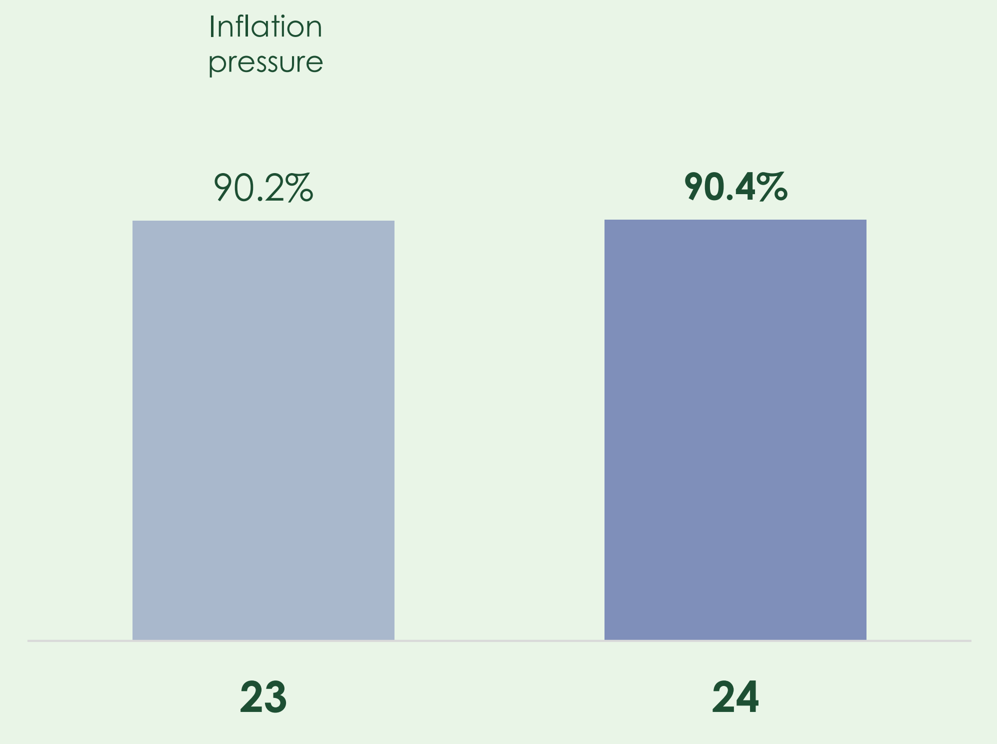
Free cash flow
(IDR billion)



(1) Routine capex includes upgrades to manufacturing and IT infrastructure, fleet expansion at distribution centers, and installation of tinting machines at retail outlets

Management of account receivables & fraud

On-time collection



Uncollectible receivables & internal fraud (as % of sales)

	2023	2024
Sales team	0.0000%	0.0000%
Non-sales team	0.0000%	0.0000%
Retail outlets	0.0013%	0.0032%
Total	**0.0013%**	**0.0032%**

Uncollectible receivables & internal fraud (IDR milion)

	2023	2024
Sales team	0	0
Non-sales team	0	0
Retail outlets	82	218
Total	**82**	**218**

Avian Brands' investment in PT Dextone Lemindo

About PT Dextone Lemindo

- Avian Brands announced the acquisition of a 16.67% stake in PT Dextone Lemindo on March 13, 2025.
- The company produces various types of adhesives and sealants, ranking among the top three leaders in the industry.
- With over 30 years of operating experience, Dextone has established strong brand recognition in the market.

Planned actions

- Distribute all Dextone products through Avian Brands' nationwide distribution network starting May 2025.
- Focus on accelerating sales growth and strengthening our combined position as the second-largest player in Indonesia's adhesive market.
- Our medium- to long-term goal is to become the number one player in the adhesive industry.

Guidance for 2025

FY 2025 sales guidance:

- Value growth 6 - 10%
- Volume growth 4 - 8%

Planned actions in 2025:

- Introduce new products and accelerate the deployment of tinting machines.
- Expand the distribution centers and elevate our service quality.
- Strengthen our marketing activities and loyalty programs for retail outlets and painters.
- Optimize internal operations and advance on ESG initiatives.
- Execute a share buyback program of up to 1,425 million shares with a maximum allocation of IDR 1 trillion.

Oscar Wezenbeek

Independent Commissioner

Professional highlights:

- Over 34 years of experience at Akzo Nobel (1989–2023), progressing through various leadership roles, including Managing Director for Decorative Paints in South and Southeast Asia.
- Served as President of the Board of Commissioners at Akzo Nobel Indonesia for over 5 years (2018–2023).