PT Avia Avian Tbk

Investor Presentation
Q2 2025 Results

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Avian Brands Q2 2025 snapshot

SALES	GROSS PROFIT	EBITDA	NET PROFIT
IDR 1,866 B (US$ 113 m)	**IDR 749 B** (US$ 45 m) **40.1%**	**IDR 416 B** (US$ 25 m) **22.3%**	**IDR 335 B** (US$ 20 m) **18.0%**

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 Q2 2025 of 16,538

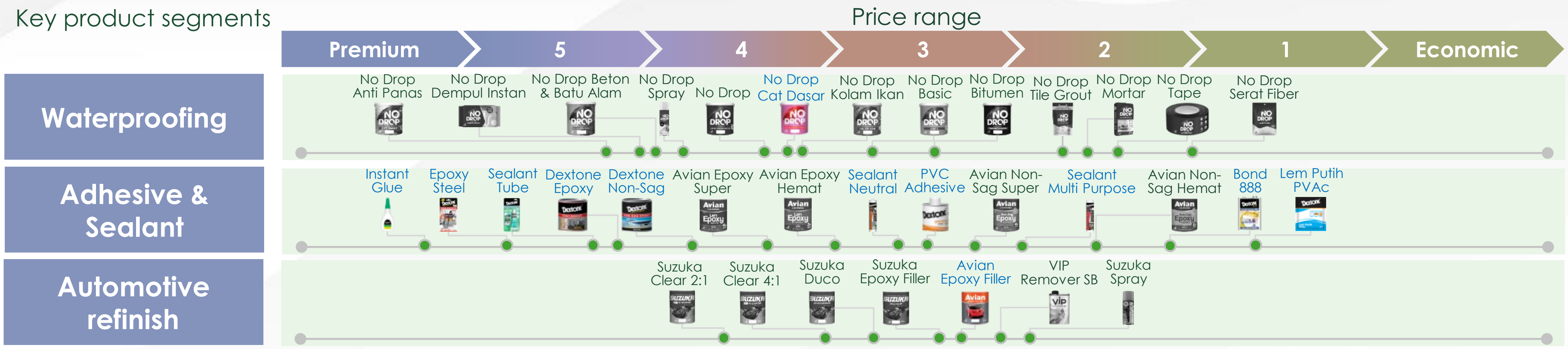
Q2 2025 financial performance highlights

In IDR billion (except per share data)	2025	2024	Change
Consolidated sales	**1,866**	**1,716**	**8.8%**
Architectural solutions	1,421	1,320	7.6%
Trading goods	445	395	12.5%
Gross profit	**749**	**744**	**0.7%**
Architectural solutions	674	673	0.2%
Trading goods	74	71	5.4%
Gross margin	**40.1%**	**43.3%**	**-3.2%**
Architectural solutions	47.5%	51.0%	-3.5%
Trading goods	16.7%	17.8%	-1.1%
EBITDA	**416**	**447**	**-6.9%**
EBITDA margin	**22.3%**	**26.1%**	**-3.8%**
Net profit	**335**	**362**	**-7.4%**
Net profit margin	**18.0%**	**21.1%**	**-3.1%**
EPS	**5.6(1)**	**5.9(1)**	**-5.8%**

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

- Avian Brands generated IDR 1.86 trillion consolidated sales, growing by 8.8% year-on-year.
- Both the architectural solutions and the trading goods segment achieved positive growth.
- Consumer demand remained soft as the local market conditions continued to be impacted by the disruptions in the global economy.
- In response to this condition, Avian Brands implemented aggressive promotional and marketing measures to accelerate market share gains from competitors.
- Nevertheless, the company maintained a relatively stable profitability level in the first half, with EBITDA and net profit margins at 25.6% and 20.1%, respectively.

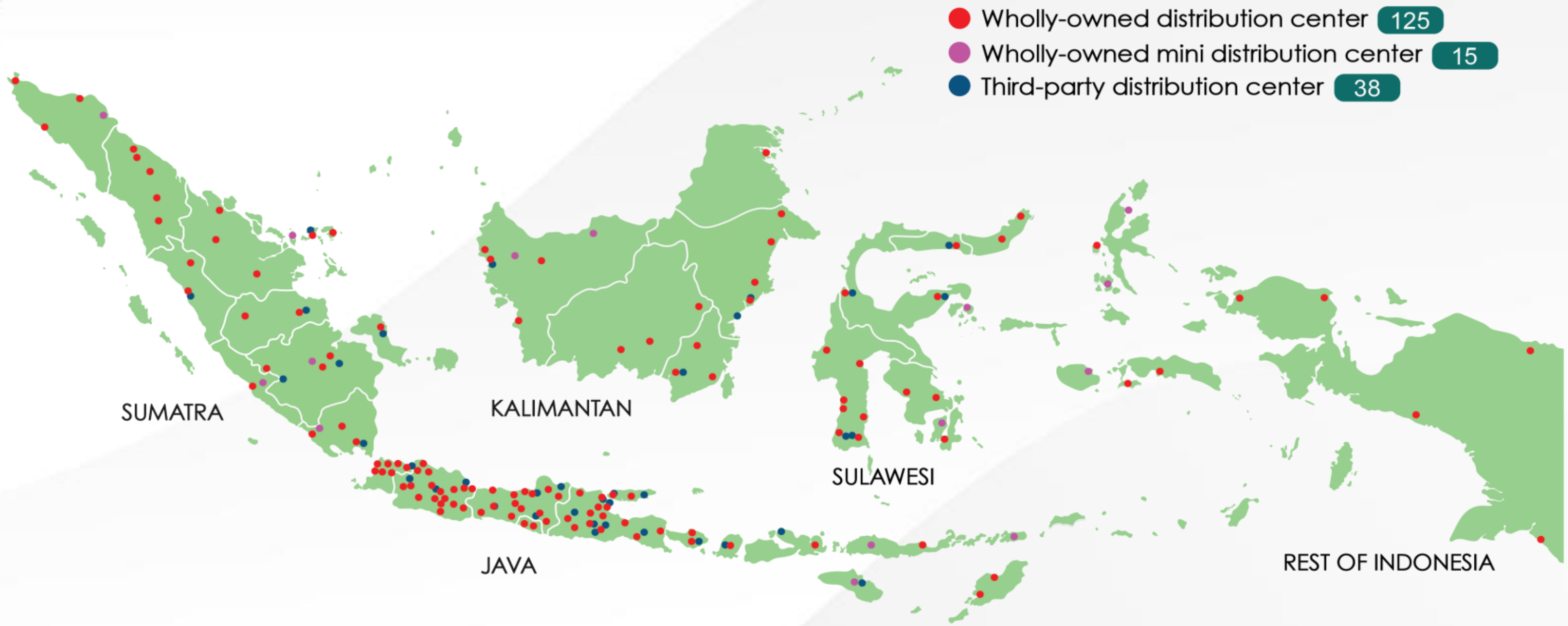
New products launched in Q2 2025



- Avian Brands launched two new products in the waterproofing and automotive refinish segments.
- In addition, starting in May 2025, the company officially began distributing Dextone products through its wholly-owned distribution centers.
- With a strong synergy across our existing customer network, the inclusion of Dextone further strengthens our business ecosystem and market leadership.

Dextone®
ADHESIVE & SEALANT

Distribution center expansion



- Supported by a nationwide distribution network, Avian Brands strives to deliver unparalleled service to its customers.
- Our robust logistical infrastructure enables us to make ~15,000 daily deliveries.
- We achieved a 91%[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

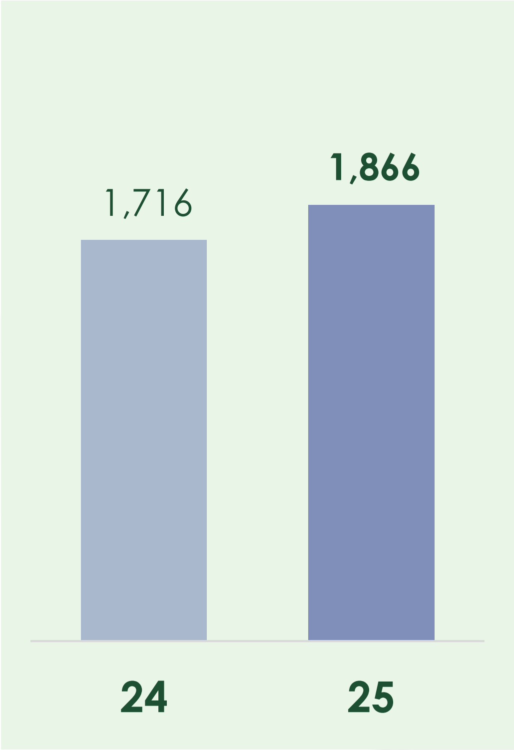
Other regions: 92
- Sumatra: 34
- Kalimantan: 19
- Sulawesi: 20
- Rest of Indonesia: 19

Total: 163

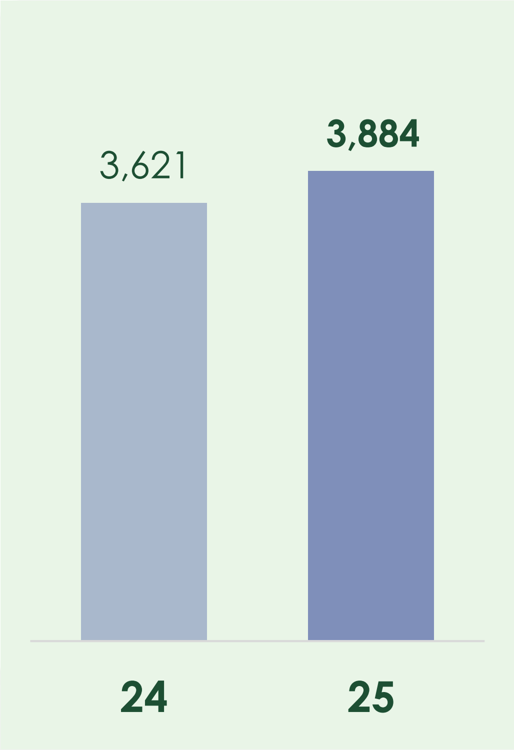
(1) For retail outlets located within a 50 km radius of a wholly-owned distribution center
(2) Excluding mini distribution centers

Consolidated business – sales & customers

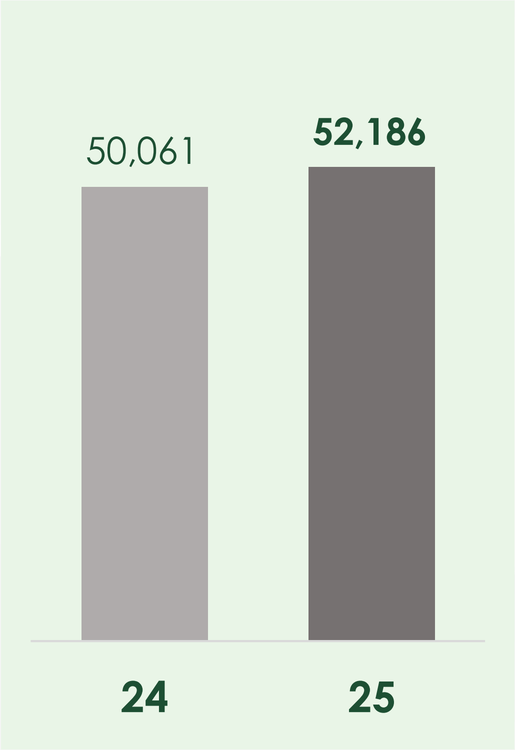
Q2 sales by value
(IDR billion)



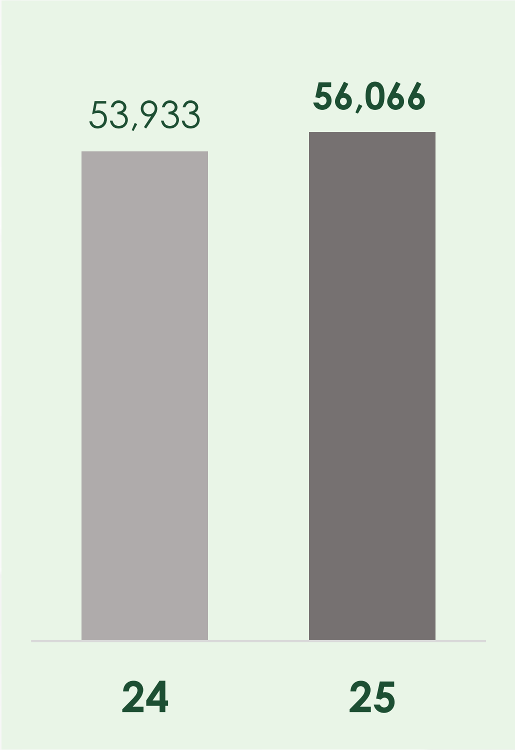
H1 sales by value
(IDR billion)



Q2 number of customers

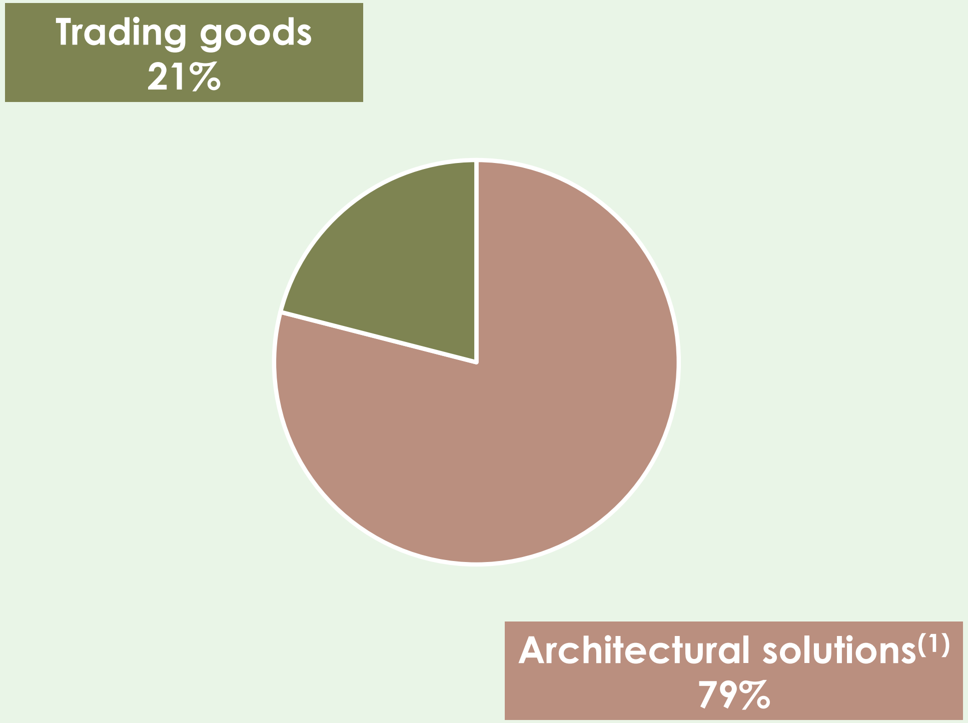


H1 number of customers



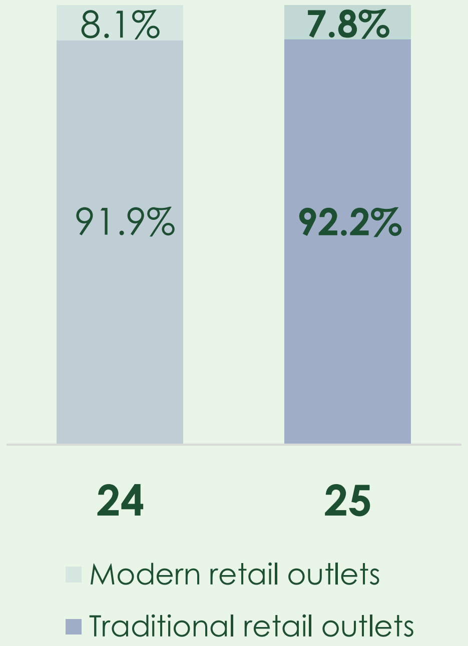
Consolidated business – sales

H1 2025 sales by segments

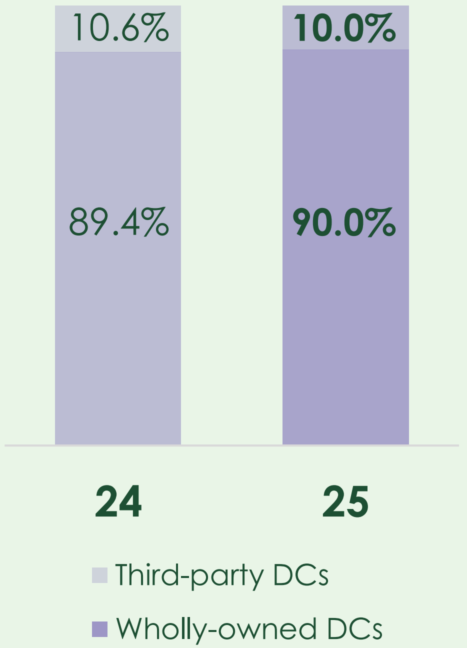


(1) For investors who require details on the sales breakdown by segments, please contact our Head of Investor Relations

H1 sales by customers

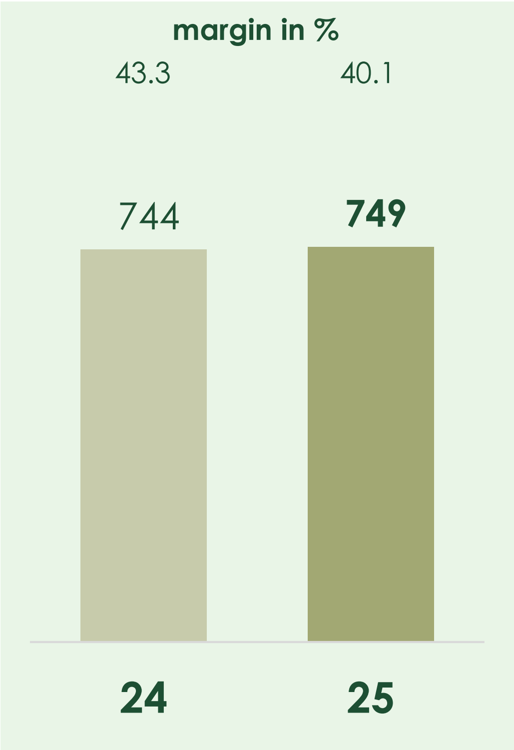


H1 sales by distribution networks

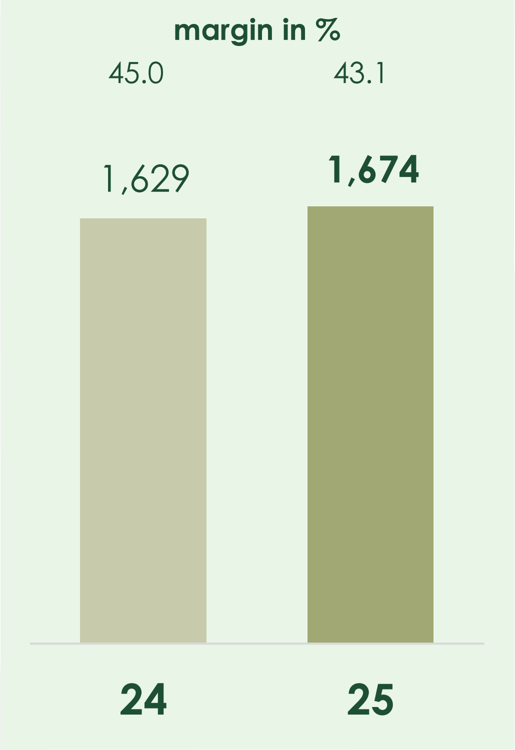


Consolidated business – gross profit

Q2 gross profit
(IDR billion)



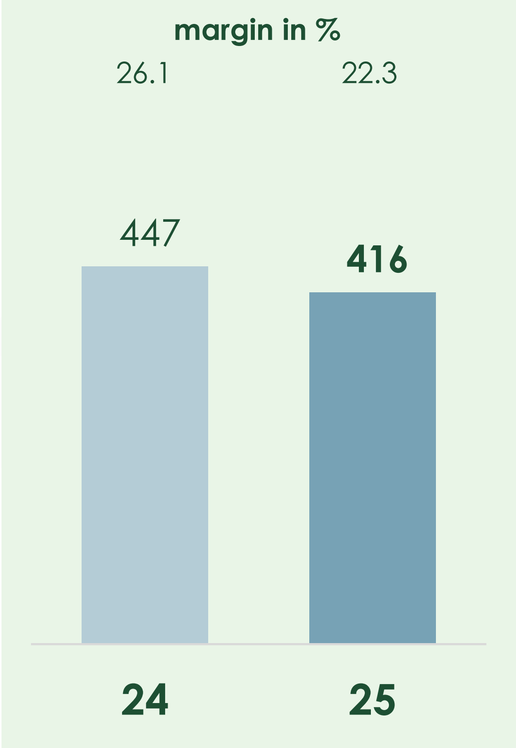
H1 gross profit
(IDR billion)



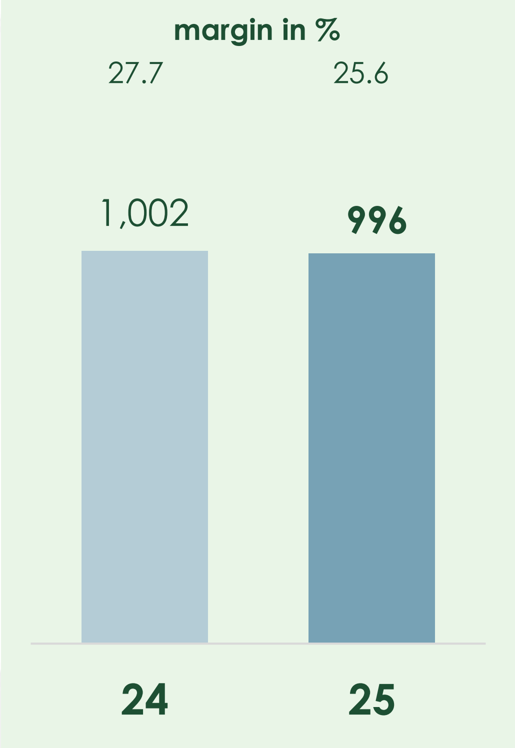
- In Q2, the company reported a consolidated gross profit of IDR 749 billion. The consolidated gross margin for the quarter was 40.1%.
- For the first half, consolidated gross profit was IDR 1.67 trillion, reflecting a gross margin of 43.1%.
- Higher raw material cost led to ~1% decrease in gross margin.
- In addition, consolidated gross margin was affected by increased sales contribution from the trading goods segment, which rose to ~24% in Q2, higher than the normal level of ~20%.
- Avian Brands is fully aware of various factors that could potentially impact raw material prices, including the current geopolitical tension. The company takes a proactive approach in its supply chain management to ensure operational stability.

Consolidated business – EBITDA & net profit

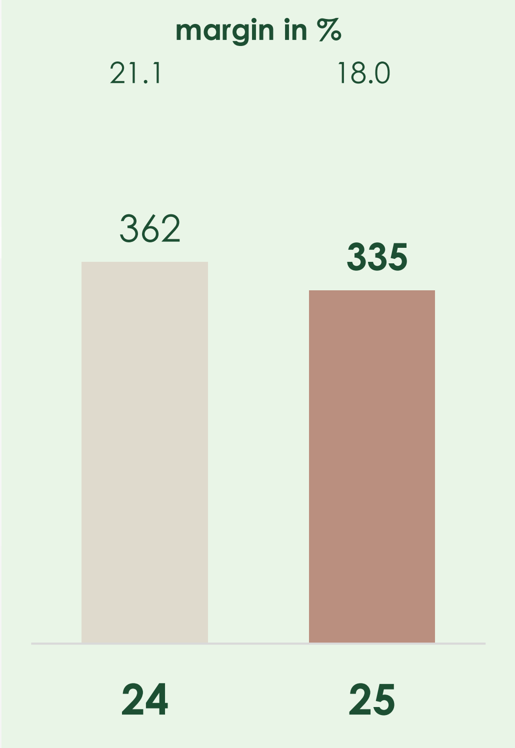
Q2 EBITDA
(IDR billion)



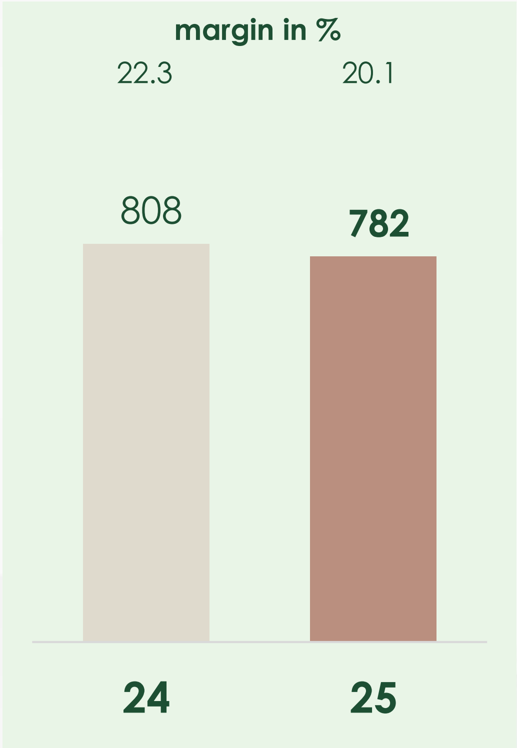
H1 EBITDA
(IDR billion)



Q2 net profit
(IDR billion)



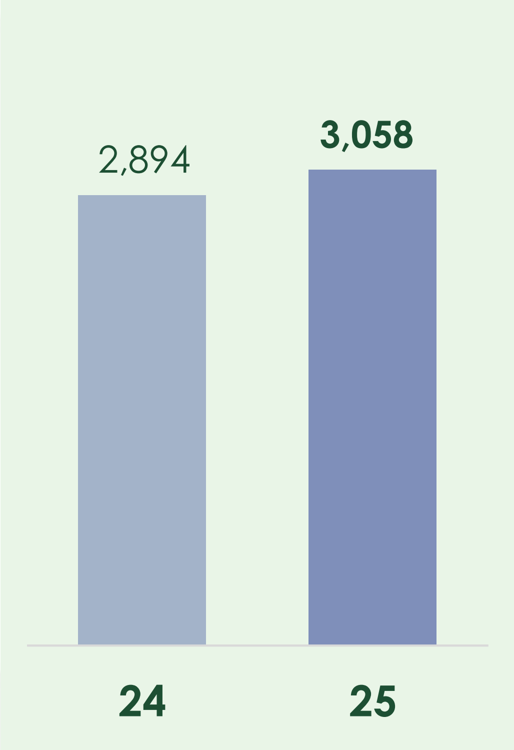
H1 net profit
(IDR billion)



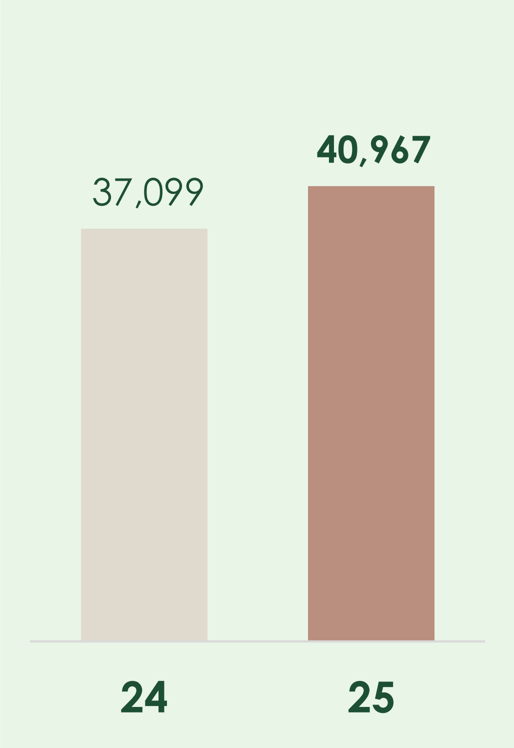
Architectural solutions – sales

Q2 sales by value
(IDR billion)

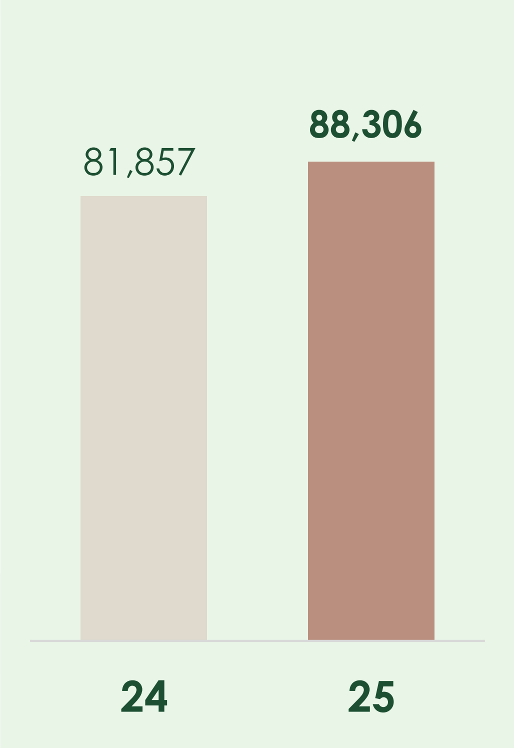
H1 sales by value
(IDR billion)



Q2 sales by volume(1)
(metric ton)



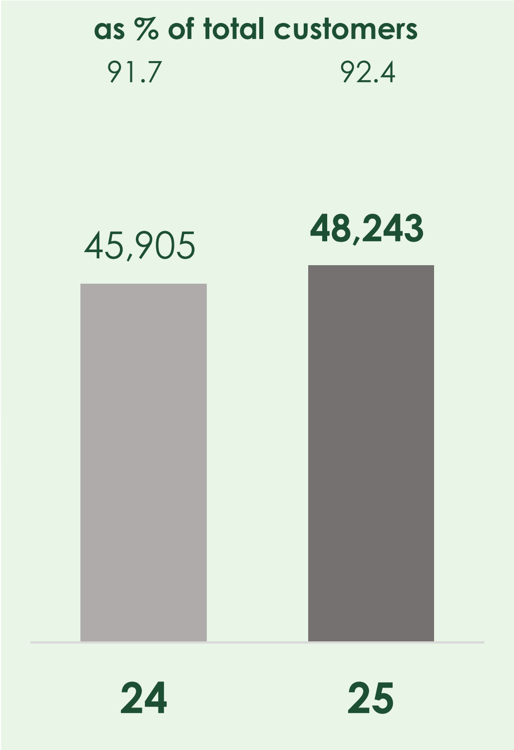
H1 sales by volume(1)
(metric ton)



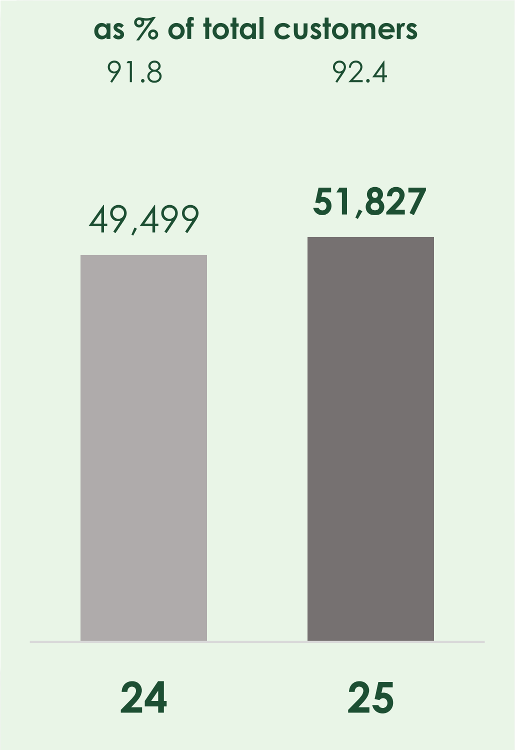
(1) Excluding instant cement

Architectural solutions – customers

Q2 number of customers



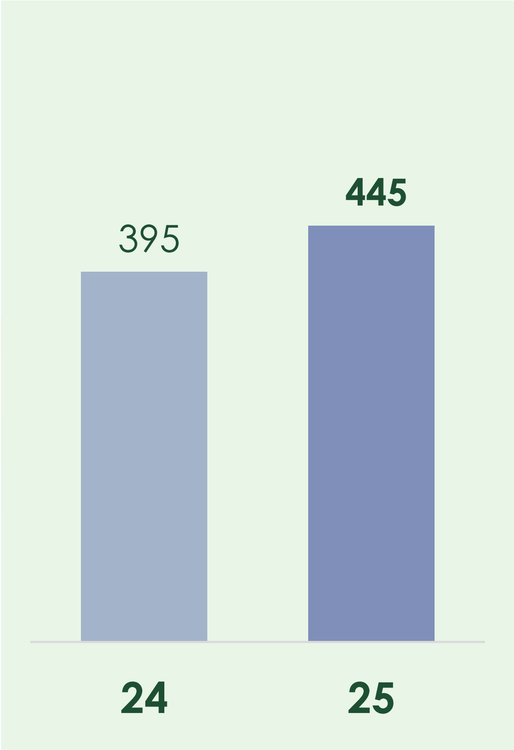
H1 number of customers



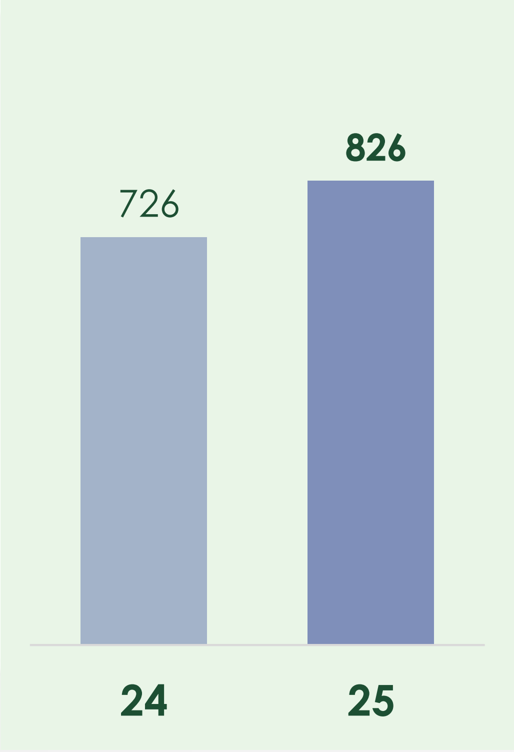
6th May 2025 - Avian Brands' customer gathering, Surabaya

Trading goods – sales & customers

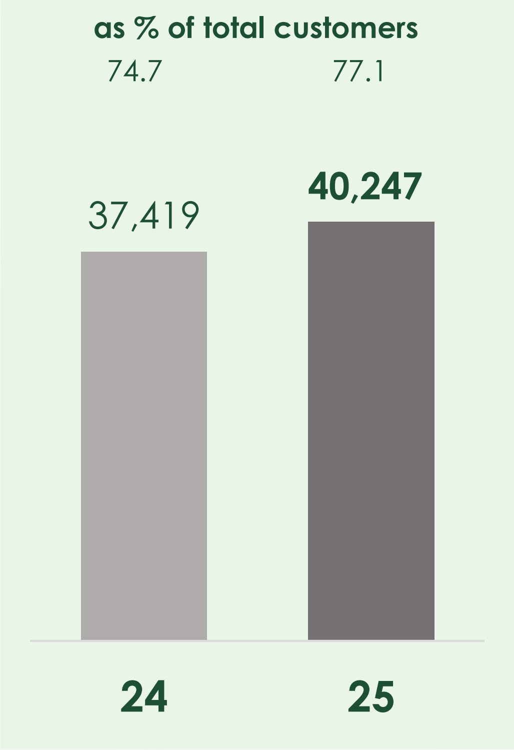
Q2 sales by value
(IDR billion)



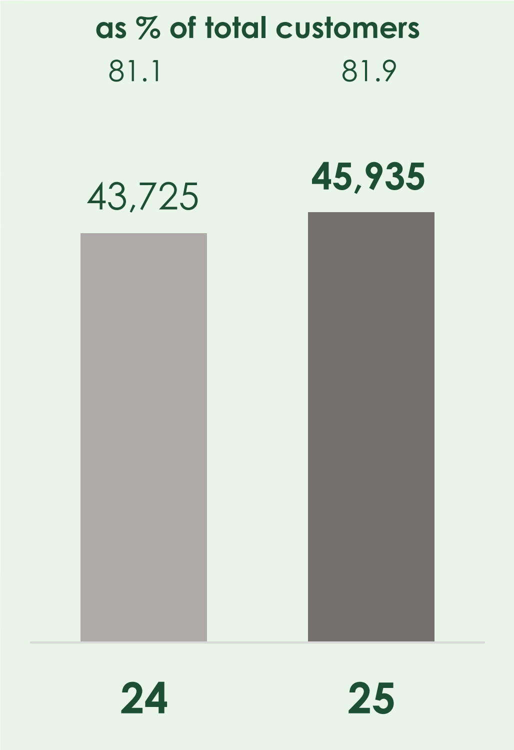
H1 sales by value
(IDR billion)



Q2 number of customers



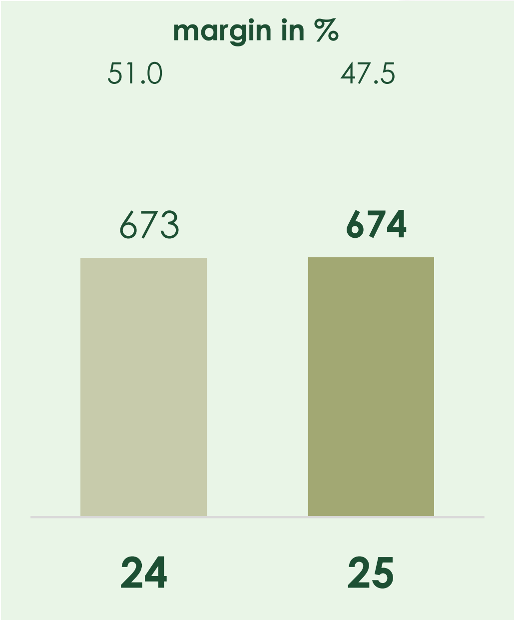
H1 number of customers



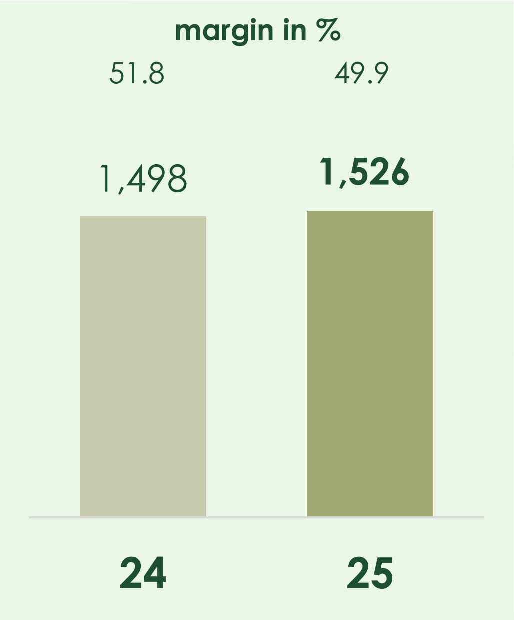
Gross profit by segments

Architectural solutions

Q2 gross profit
(IDR billion)

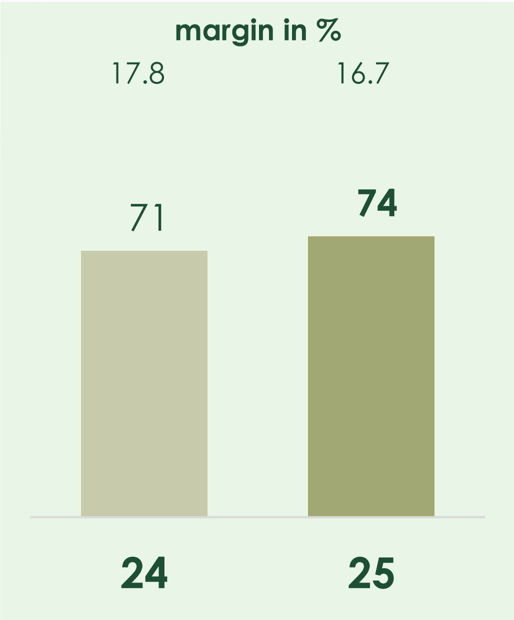


H1 gross profit
(IDR billion)

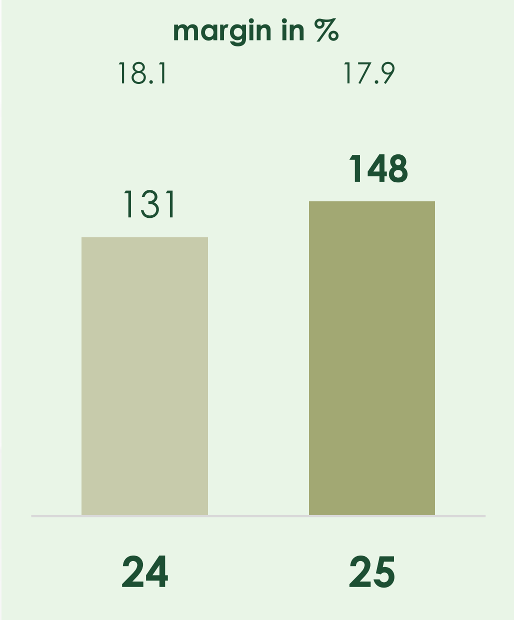


Trading goods

Q2 gross profit
(IDR billion)



H1 gross profit
(IDR billion)



Well-managed cost structure

Cost breakdown **(as % of sales)**

	2024	H1 25
G & A[1]	3.4%	3.4%
Sales and marketing[1]	17.6%	17.3%
COGS[1]	55.3%	56.9%
Total	**76.3%**	**77.6%**

- Stable operating expenses demonstrates the company's ability to maintain effective cost management.

COGS breakdown **(as % of sales)**

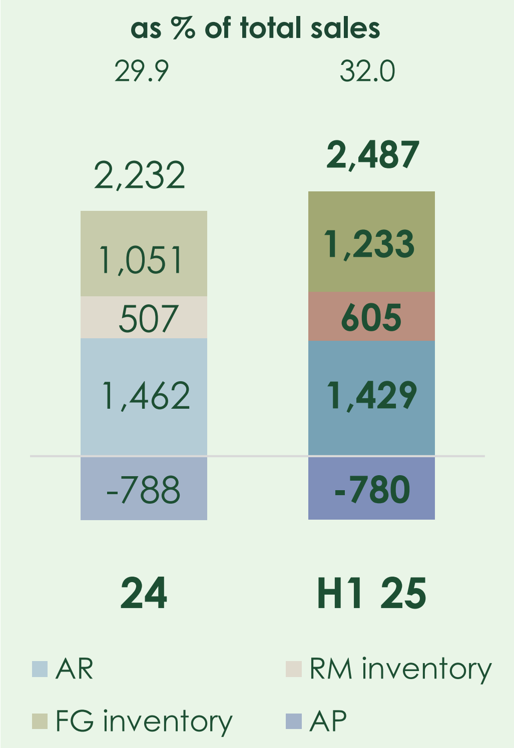
	2024	H1 25
Raw material	25.8%	28.3%
Direct labour	1.0%	1.2%
Factory overhead	2.6%	2.6%
WIP and FG	17.6%	16.4%
Below-the-line (BTL) expenses	8.2%	8.4%
Total	**55.3%**	**56.9%**

- The increase in production cost, mainly from raw materials, contributed to a higher proportion of COGS.
- The company continues to optimize the allocation of its below-the-line (BTL) marketing expenses.

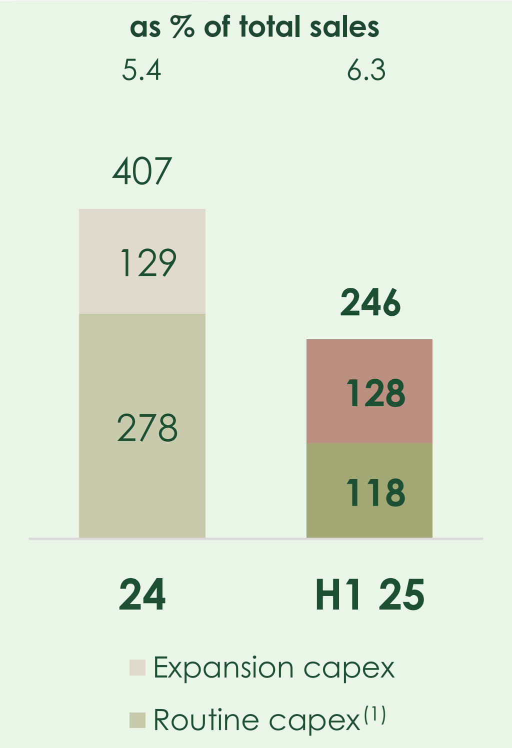
(1) Includes depreciation and amortization

Robust cash-flow generation & AR management

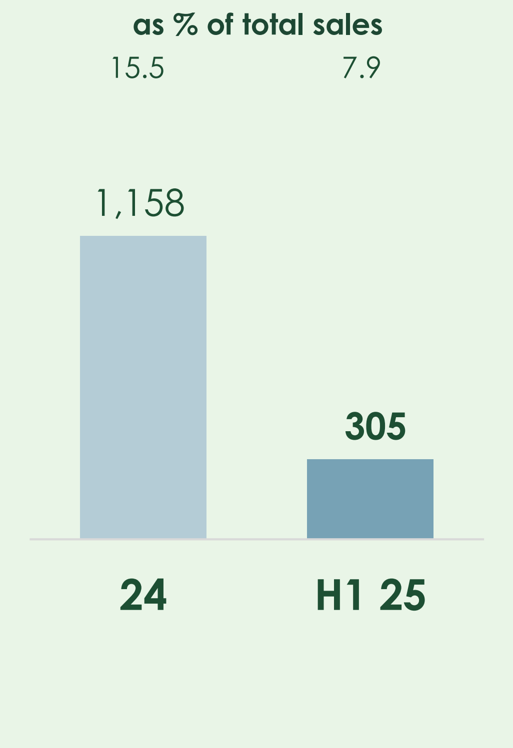
Trade working capital
(IDR billion)



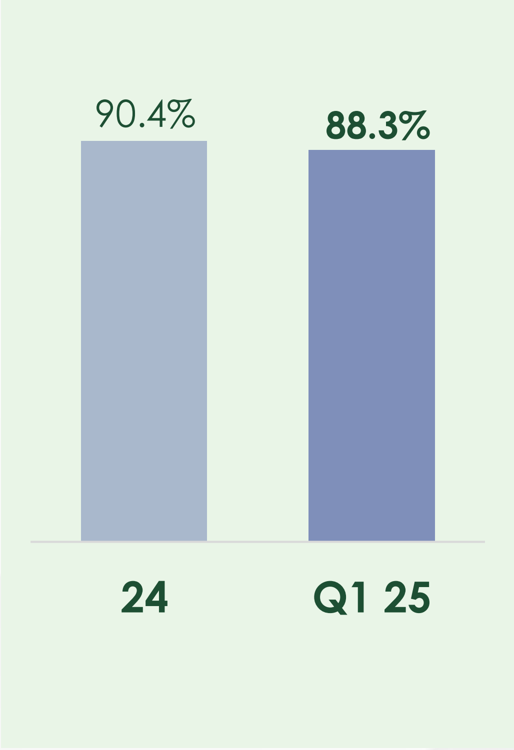
Capital expenditure
(IDR billion)



Free cash flow
(IDR billion)



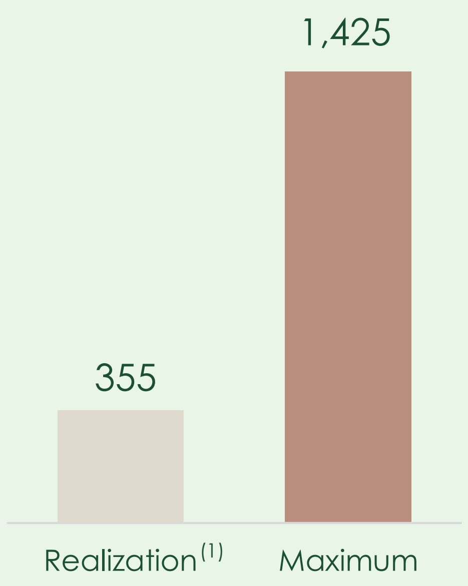
On-time collection



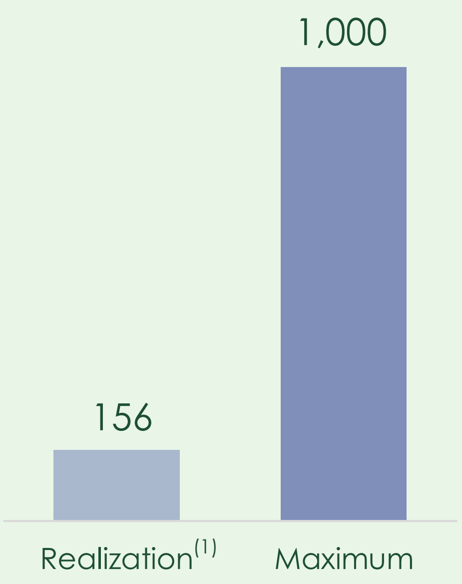
(1) Routine capex includes upgrades to manufacturing and IT infrastructure, fleet expansion at distribution centers, and installation of tinting machines at retail outlets

Updates on the second share buyback program

Number of shares
(million)



Value in Rupiah
(IDR billion)



(1) As of June 2025

- Avian Brands launched an additional share buyback program after receiving shareholders' approval through the company's AGM in April 2025.
- The maximum authorized number of shares for the program is 1,425 million shares with a maximum allocated fund of IDR 1 trillion.
- As of June, the company has successfully acquired ~25% of the maximum number of shares, using ~16% of the total allocated fund.
- Following the successful completion of the previous buyback, this initiative highlights management's continued confidence in the company's long-term growth.

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.
- Continue the execution of the second share buyback program.

20th July 2025 – Avian Brands' third factory in Cirebon, production plants of the water-based products