PT Avia Avian Tbk

Investor Presentation
Q3 2025 Results

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Avian Brands Q3 2025 snapshot

SALES	**GROSS PROFIT**	**EBITDA**	**NET PROFIT**
IDR 2,043 B (US$ 125 m)	**IDR 870 B** (US$ 53 m) **42.6%**	**IDR 500 B** (US$ 31 m) **24.4%**	**IDR 407 B** (US$ 25 m) **19.9%**

EMPLOYEES	**DISTRIBUTION CENTERS**	**COVERAGE**	**CUSTOMERS**
9,000+	**182(1)**	**38 Provinces** **99 Cities**	**58,000+** **Retail outlets**

Convenience translation from IDR based on the average USD/IDR exchange rate in Q3 2025 of 16,330
(1) Includes wholly-owned mini distribution centers

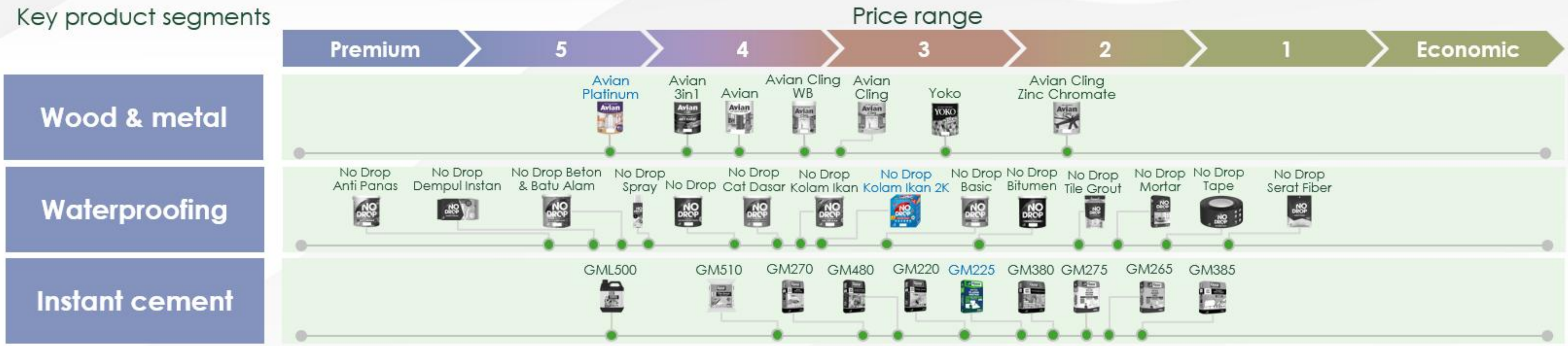
Q3 2025 financial performance highlights

In IDR billion (except per share data)	2025	2024	Change
Consolidated sales	**2,043**	**1,784**	**14.5%**
Architectural solutions	1,552	1,352	14.8%
Trading goods	491	432	13.7%
Gross profit	**870**	**776**	**12.2%**
Architectural solutions	780	660	18.2%
Trading goods	90	116	-21.7%
Gross margin	**42.6%**	**43.5%**	**-0.9%**
Architectural solutions	50.2%	48.8%	1.4%
Trading goods	18.4%	26.7%	-8.3%
EBITDA	**500**	**427**	**16.9%**
EBITDA margin	**24.4%**	**24.0%**	**0.5%**
Net profit	**407**	**352**	**15.5%**
Net profit margin	**19.9%**	**19.7%**	**0.2%**
EPS	**6.8[1]**	**5.8[1]**	**17.0%**

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

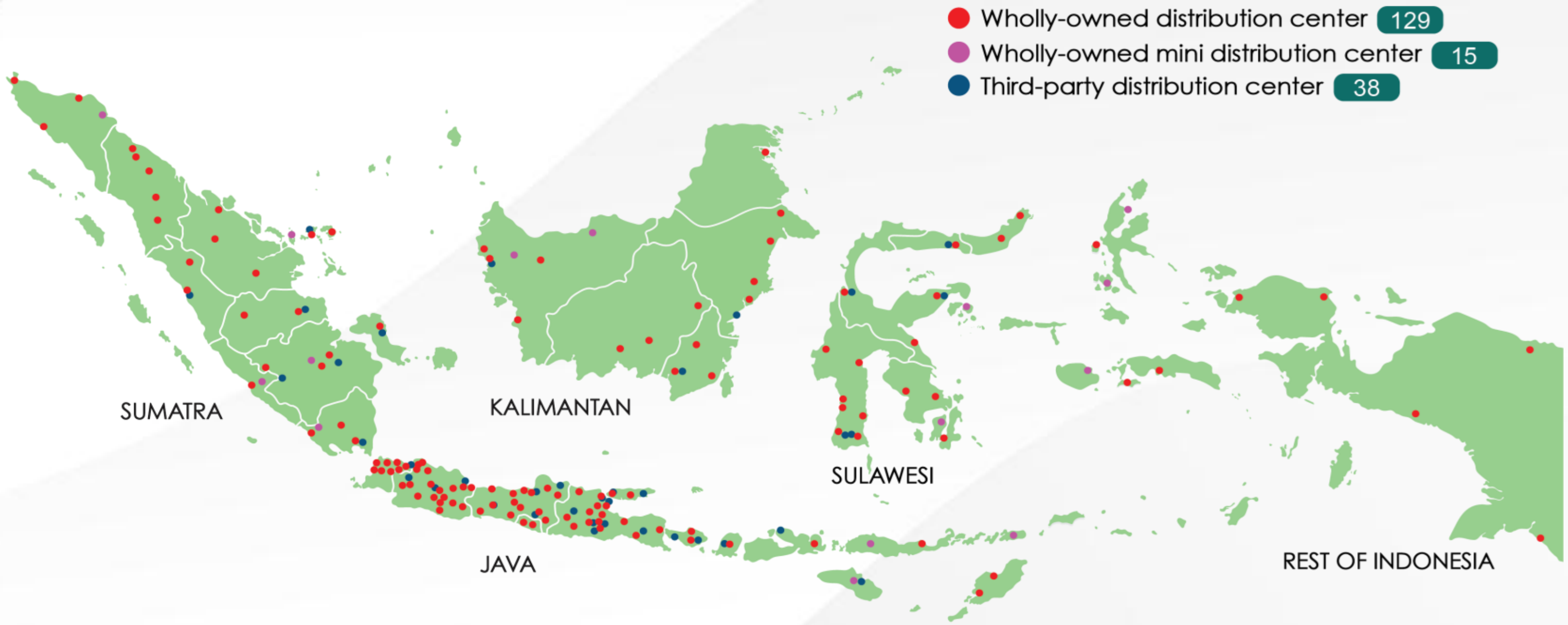
- In Q3, consolidated revenues reached IDR 2 trillion, growing by 14.5% year-on-year.
- Avian Brands implemented a price increase of 1-2% effective August 1st. This adjustment primarily applies to the wall, wood & metal, and waterproofing segments.
- While the economic environment remained soft, Avian Brands demonstrated resilience.
- The company capitalized on the current market challenges and achieved double-digit growth, leading to market share gains.
- We continue to take aggressive measures while maintaining discipline on the promotional and marketing spending.

New products launched in Q3 2025



- Avian Brands launched 3 new products as highlighted in blue labels.
- New product launches were strategically designed to complete our product line across all pricing points and address specific market gaps.
- This approach aims to strengthen our position across all architectural solutions segments.

Distribution center expansion



Distribution centers by regions:

Java: 74

- Greater Jakarta: 15
- West Java: 15
- Central Java: 19
- East Java: 25

Other regions: 108

- Sumatra: 39
- Kalimantan: 20
- Sulawesi: 23
- Rest of Indonesia: 26

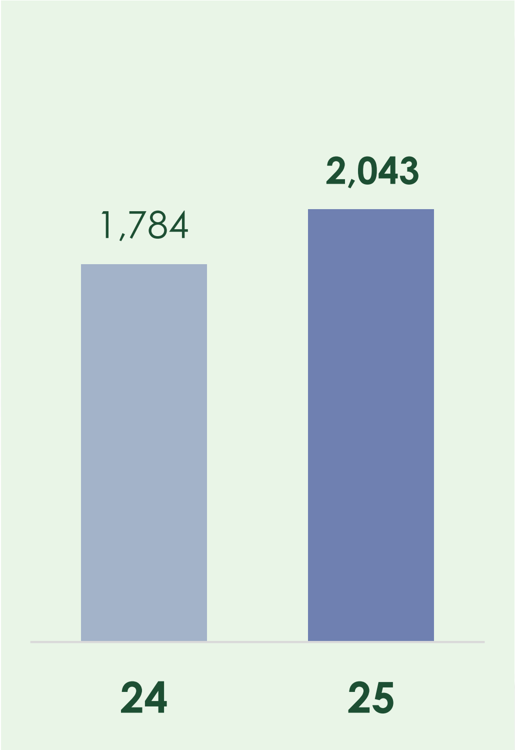
Total: 182

- In Q3, Avian Brands opened four wholly-owned DCs.
- Our robust logistical infrastructure enables us to make ~16,000 daily deliveries.
- We achieved a 91%[1] fulfilment rate for 1-day delivery services during Q3.

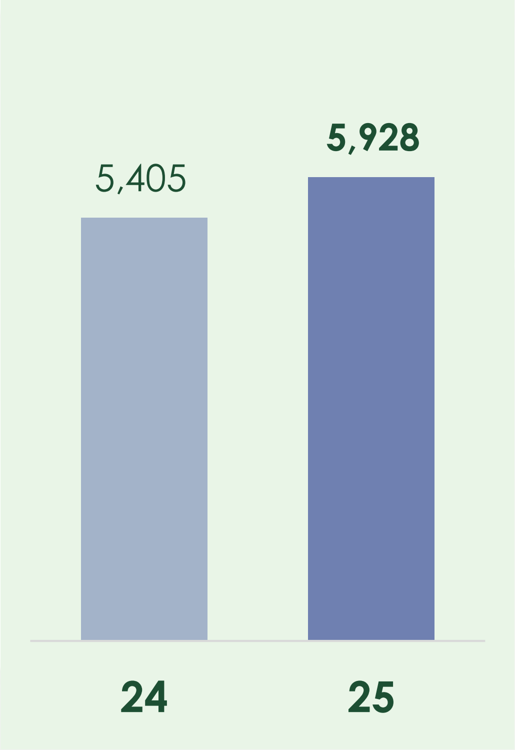
(1) For retail outlets located within a 50 km radius of a wholly-owned distribution center

Consolidated business – sales & customers

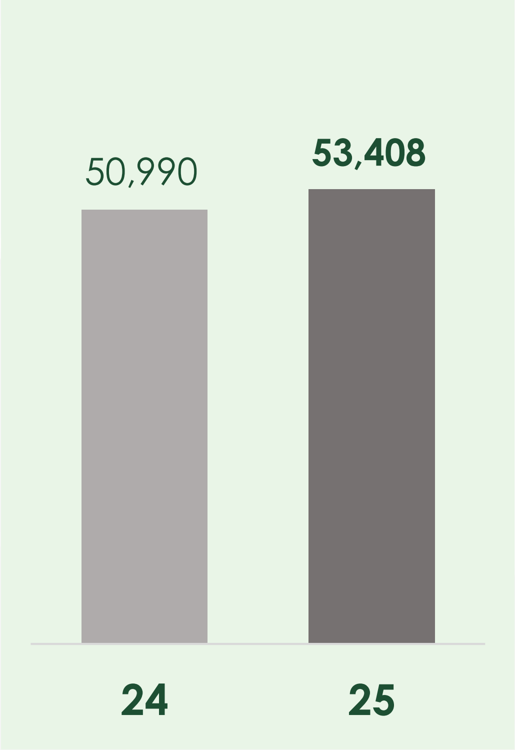
Q3 sales by value
(IDR billion)



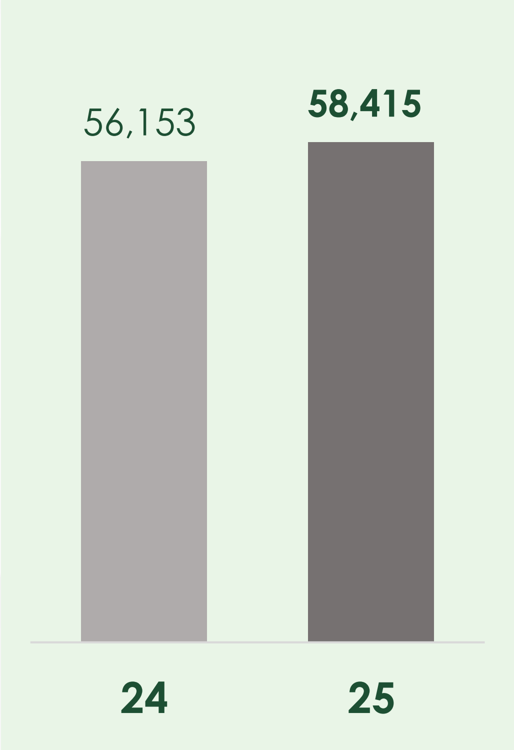
9M sales by value
(IDR billion)



Q3 number of customers

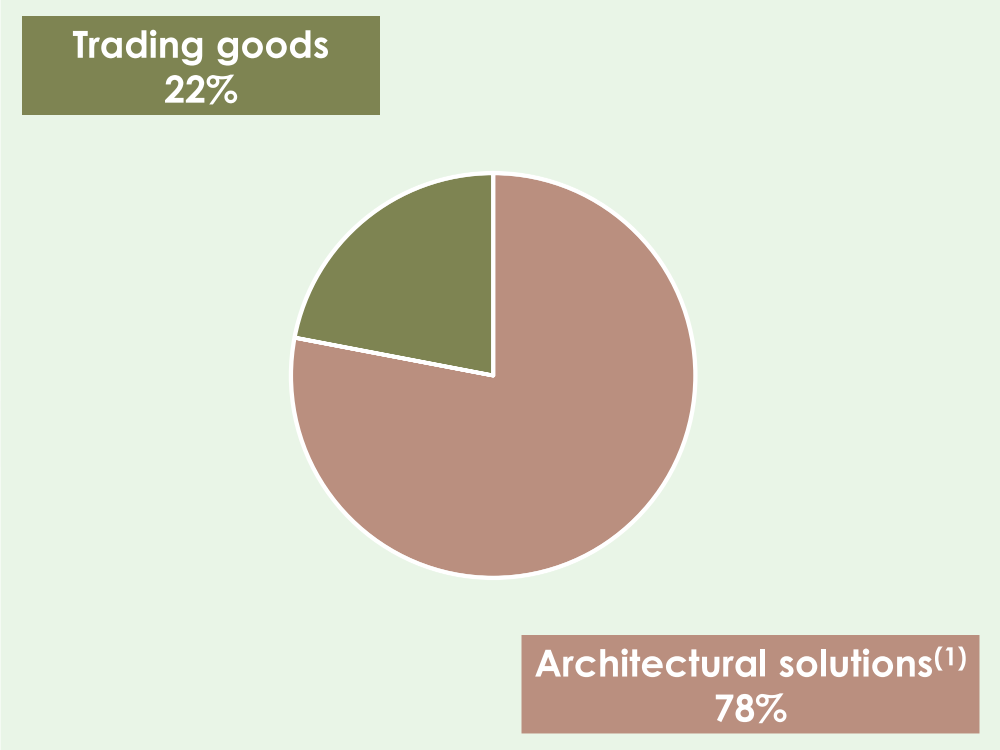


9M number of customers

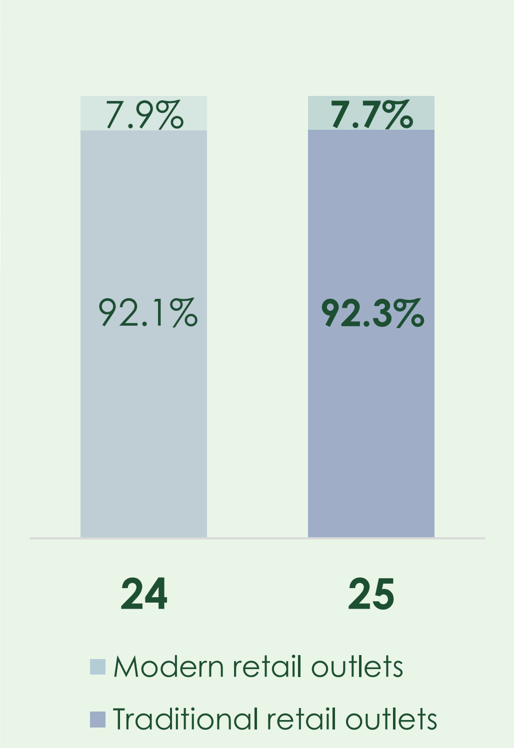


Consolidated business – sales

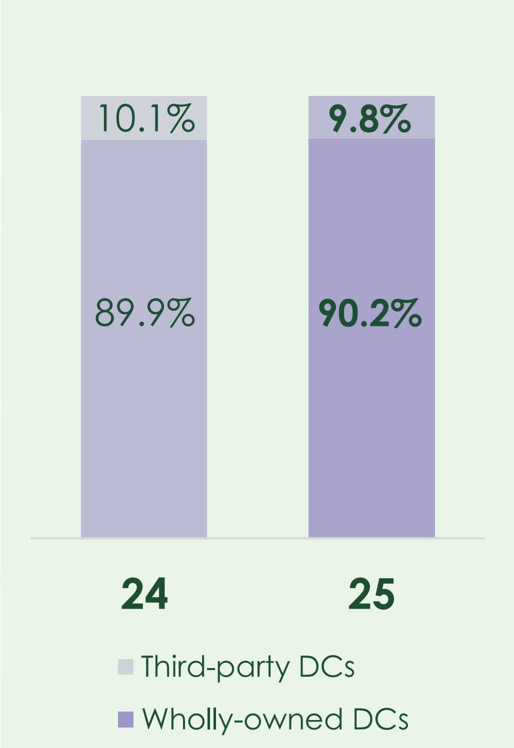
9M 2025 sales by segments



9M sales by customers



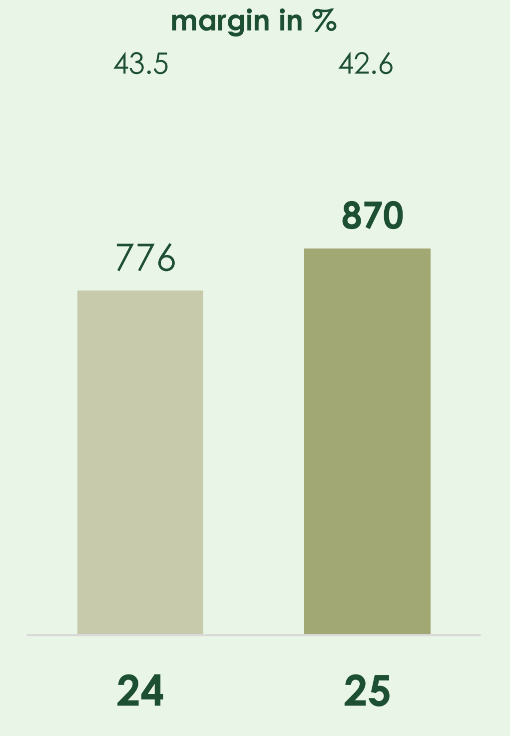
9M sales by distribution networks



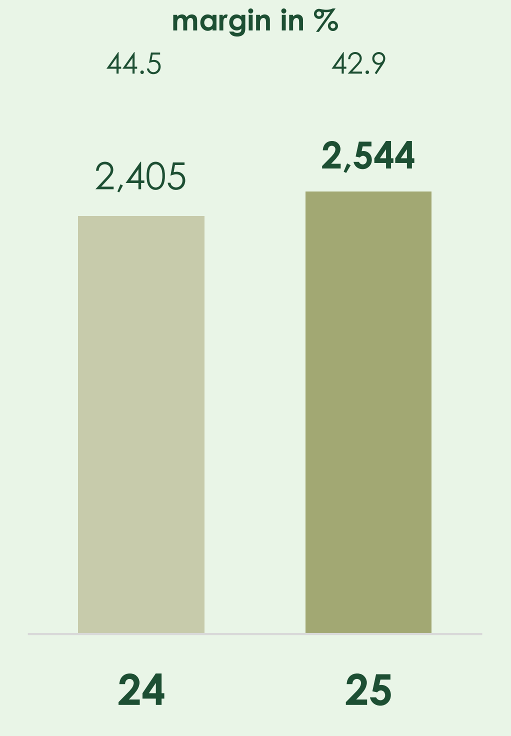
(1) For investors who require details on the sales breakdown by segments, please contact our Head of Investor Relations

Consolidated business – gross profit

Q3 gross profit
(IDR billion)



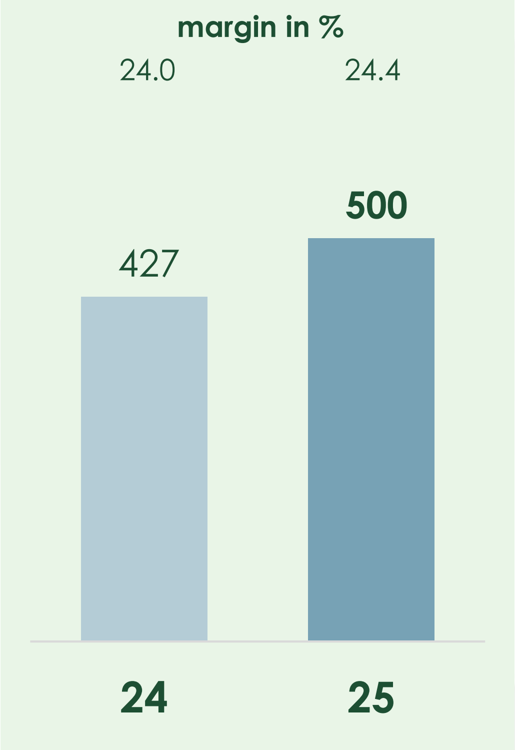
9M gross profit
(IDR billion)



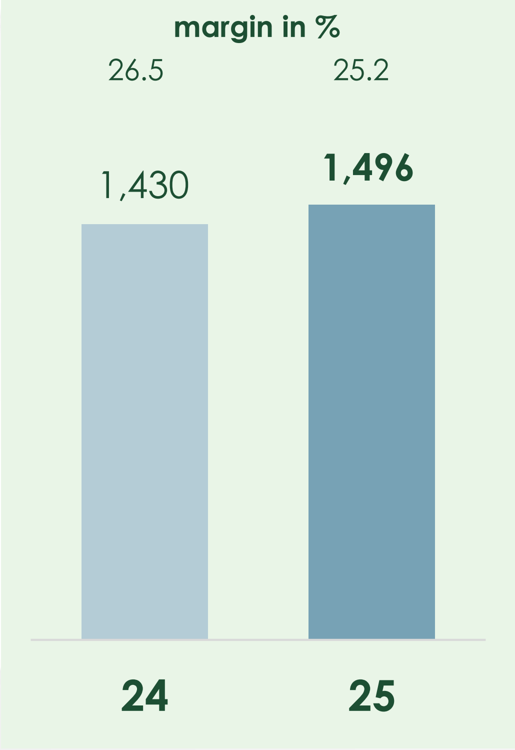
- Avian Brands registered a consolidated gross profit of IDR 870 billion in Q3. During the same quarter, consolidated gross margin was reported at 42.6%.
- Over the nine months, consolidated gross profit amounted to IDR 2.5 trillion, marking a gross margin of 42.9%.
- The consolidated gross margin was impacted by a higher sales contribution from the trading goods segment, which has been increasing since Q2, accounting for ~24% of total sales compared to the normal ~20%.
- During the quarter, raw material prices were generally stable. Earlier pressures from the USD/IDR exchange rate have been mitigated, supported by the company's price adjustments.

Consolidated business – EBITDA & net profit

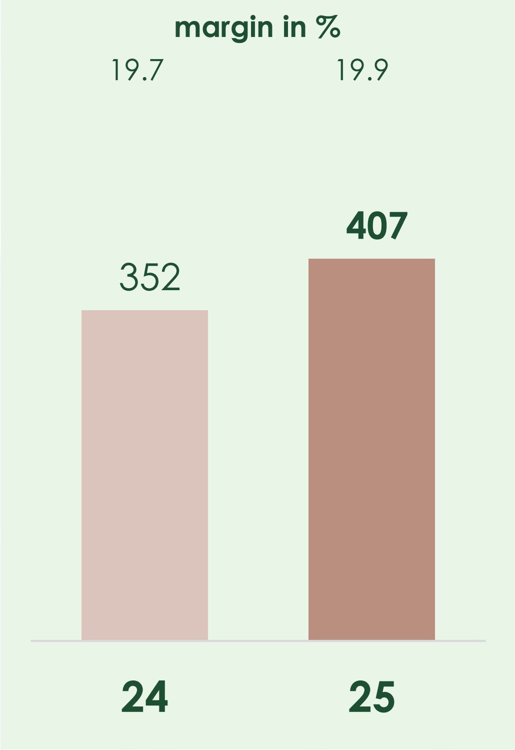
Q3 EBITDA
(IDR billion)



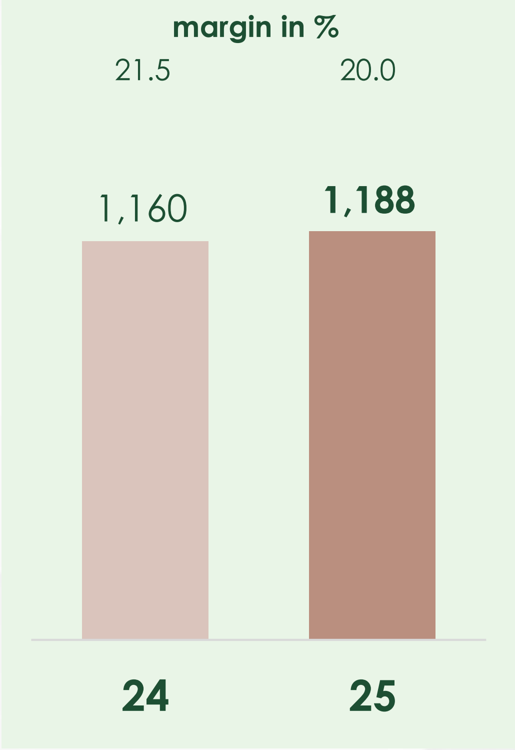
9M EBITDA
(IDR billion)



Q3 net profit
(IDR billion)

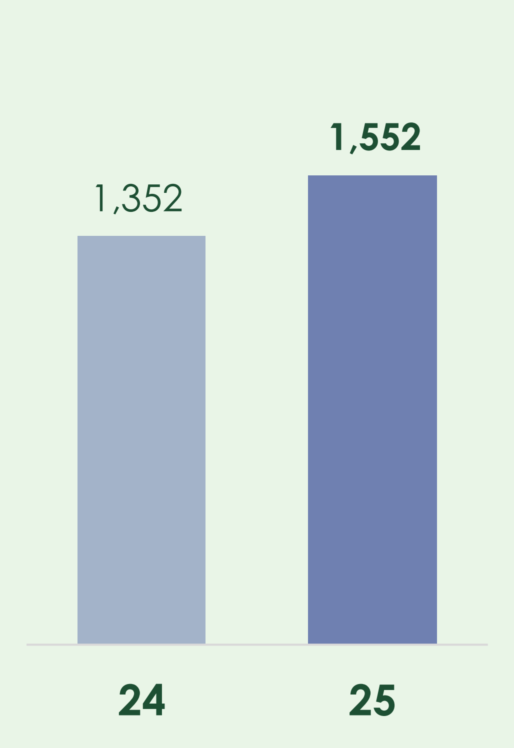


9M net profit
(IDR billion)

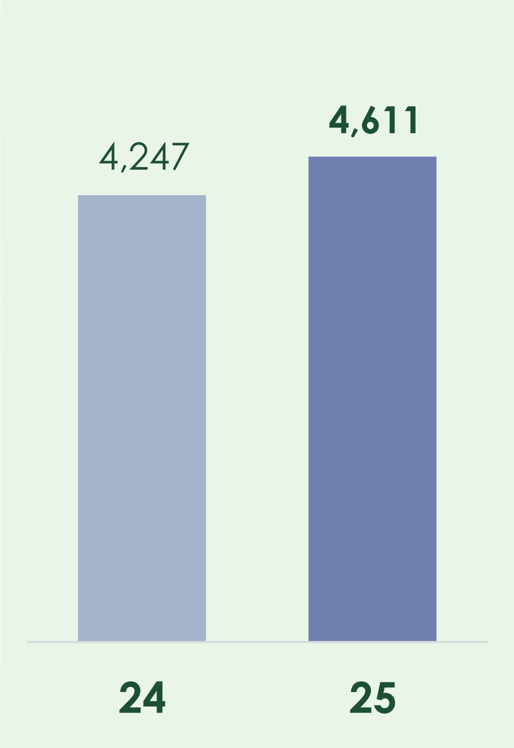


Architectural solutions – sales

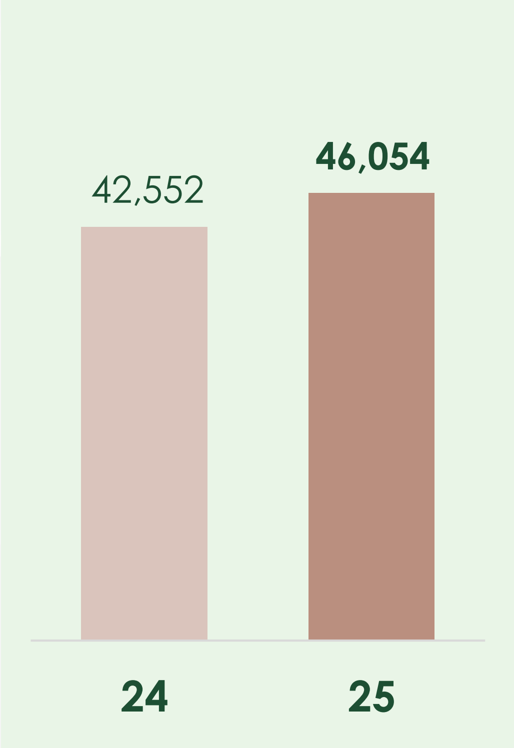
Q3 sales by value
(IDR billion)



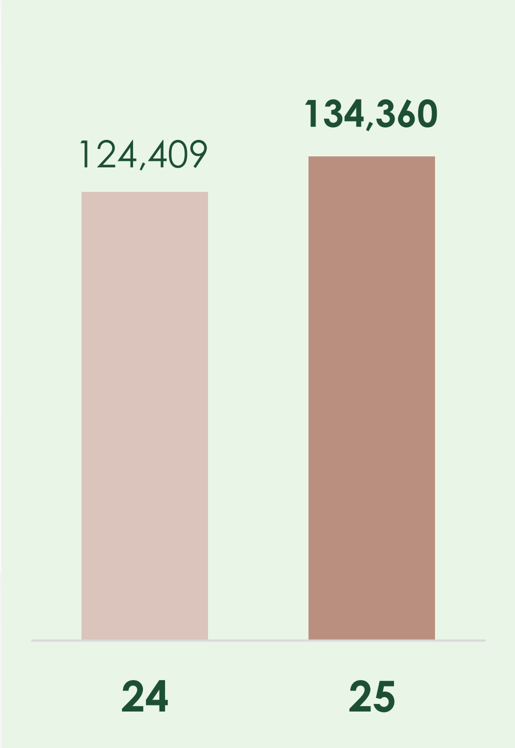
9M sales by value
(IDR billion)



Q3 sales by volume[(1)]
(metric ton)



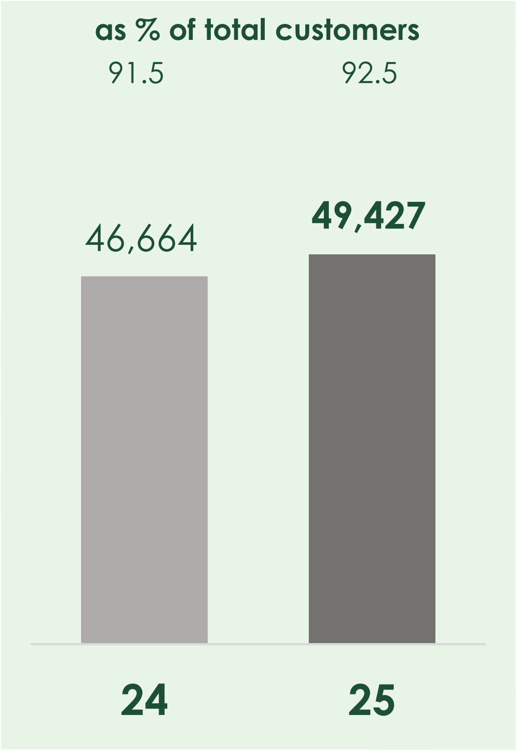
9M sales by volume[(1)]
(metric ton)



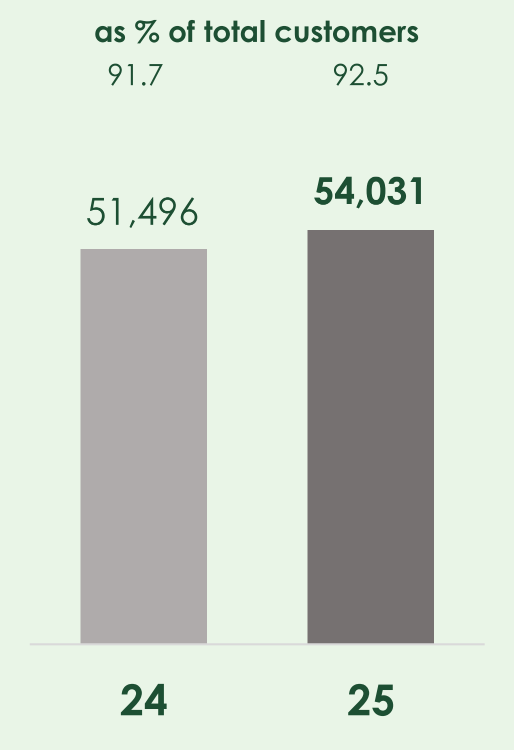
(1) Excluding instant cement

Architectural solutions – customers

Q3 number of customers



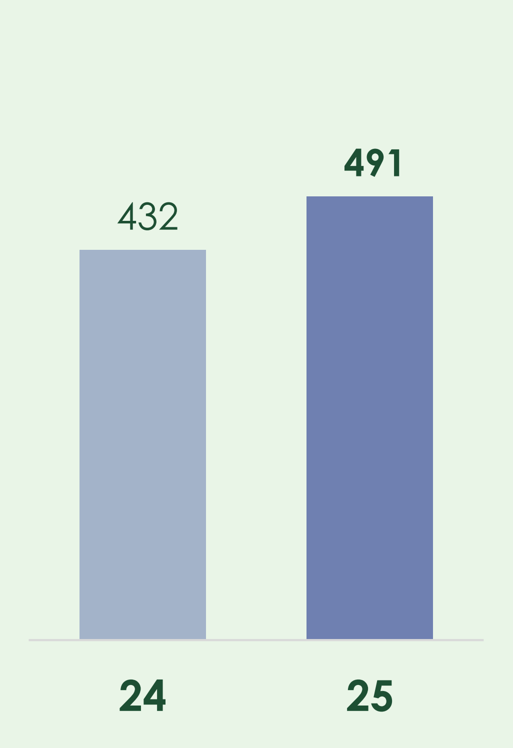
9M number of customers



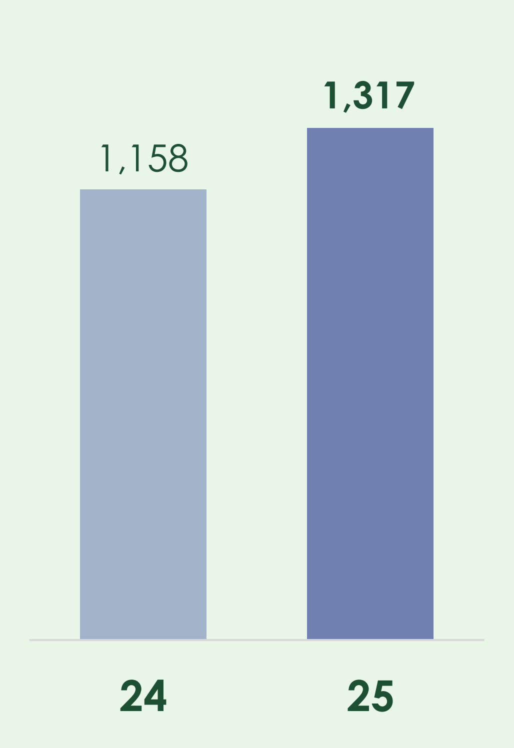
3 September 2025 - Avian Brands' customer gathering, Tasikmalaya

Trading goods – sales & customers

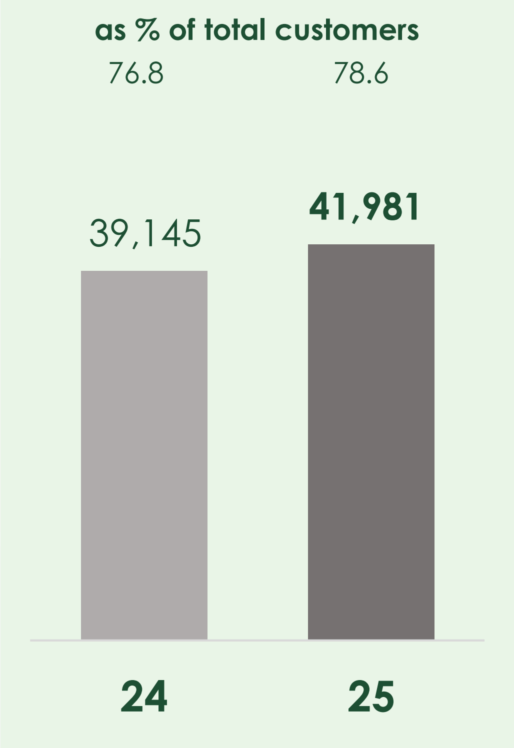
Q3 sales by value
(IDR billion)



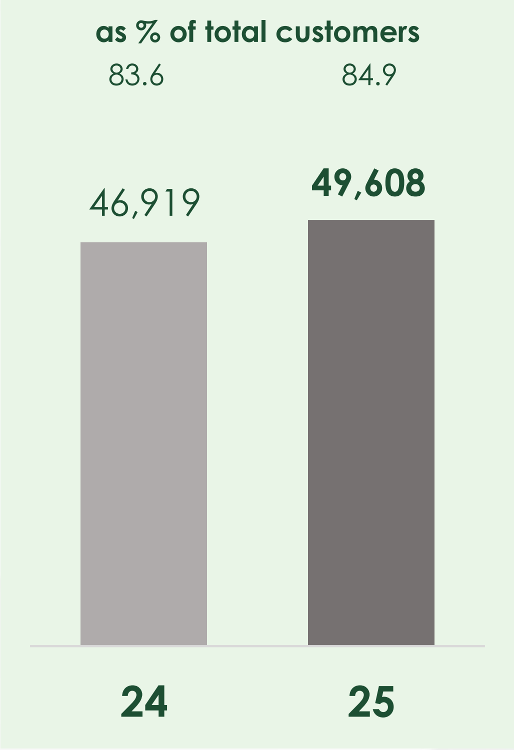
9M sales by value
(IDR billion)



Q3 number of customers



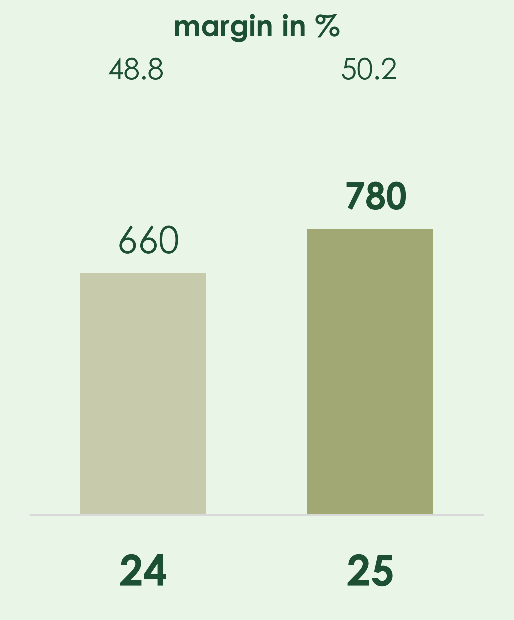
9M number of customers



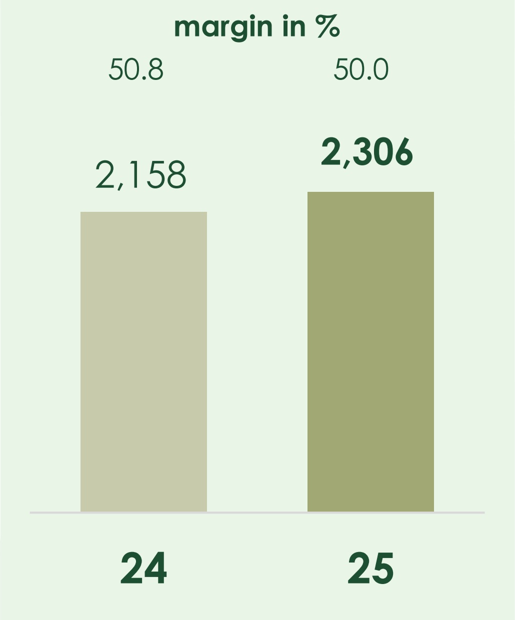
Gross profit by segments

Architectural solutions

Q3 gross profit
(IDR billion)

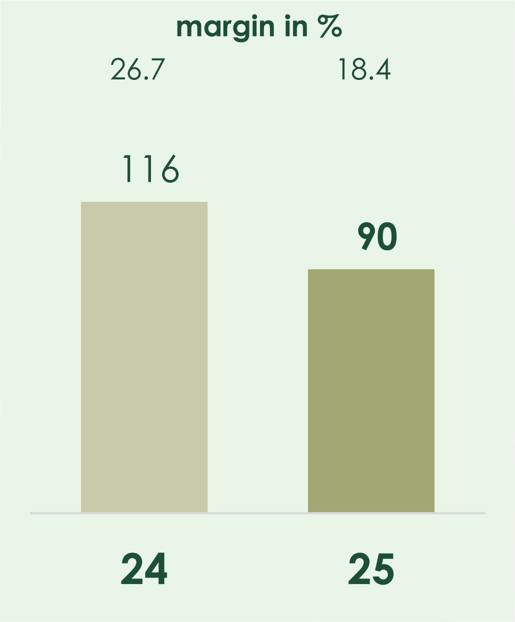


9M gross profit
(IDR billion)

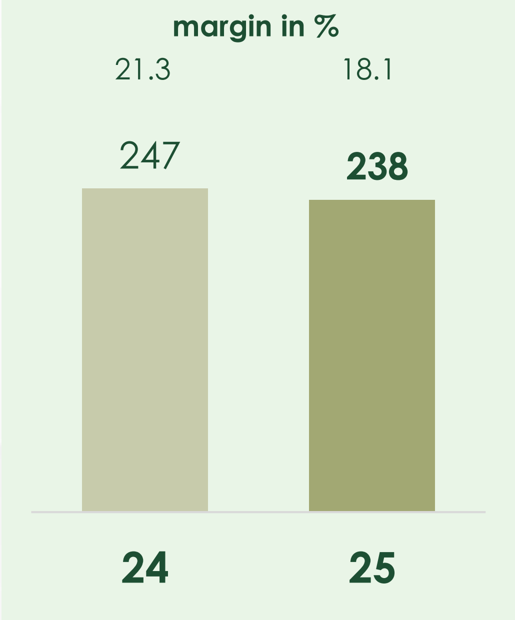


Trading goods

Q3 gross profit
(IDR billion)



9M gross profit
(IDR billion)



Well-managed cost structure

Cost breakdown (as % of sales)

	2024	9M 25
G & A[1]	3.4%	3.5%
Sales and marketing[1]	17.6%	17.8%
COGS[1]	55.3%	57.1%
Total	**76.3%**	**78.4%**

- Avian Brands maintained disciplined cost management.
- This commitment is evident in the relatively stable operating expenses.

COGS breakdown (as % of sales)

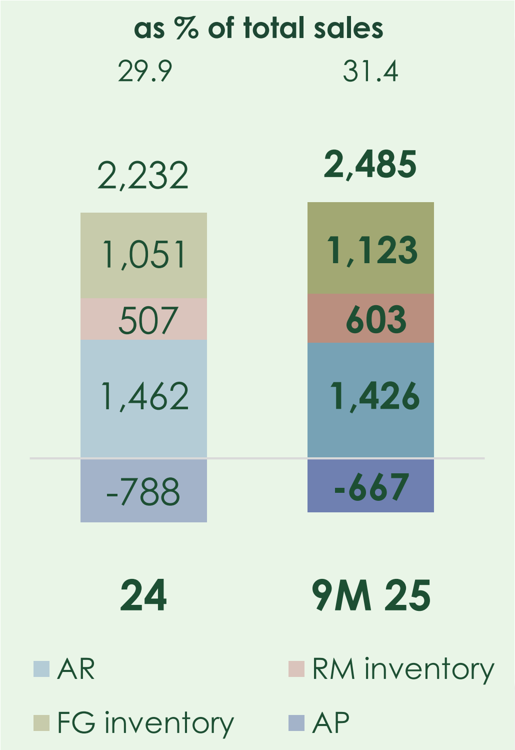
	2024	9M 25
Raw material	25.8%	25.9%
Direct labour	1.0%	0.9%
Factory overhead	2.6%	2.9%
WIP and FG	17.6%	20.2%
Below-the-line (BTL) expenses	8.2%	7.2%
Total	**55.3%**	**57.1%**

- Avian Brands continues to implement production and supply chain optimization initiatives to support healthy profitability over the long term.
- BTL marketing expenses are being continuously optimized to ensure maximum returns.

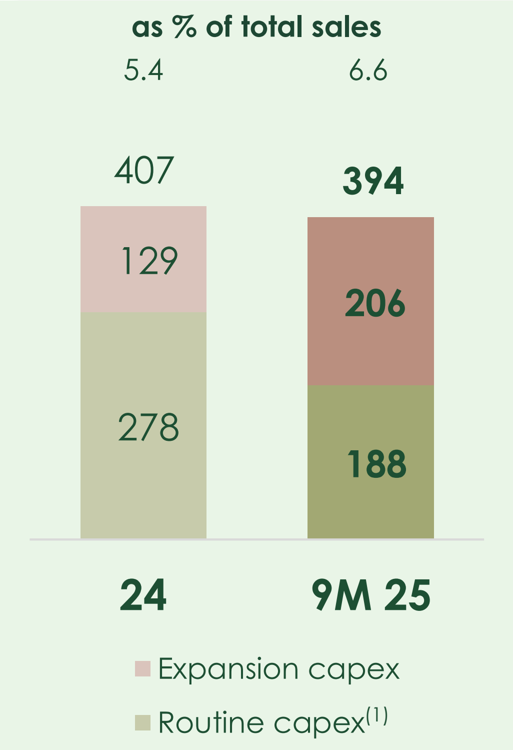
(1) Includes depreciation and amortization

Robust cash-flow generation & AR management

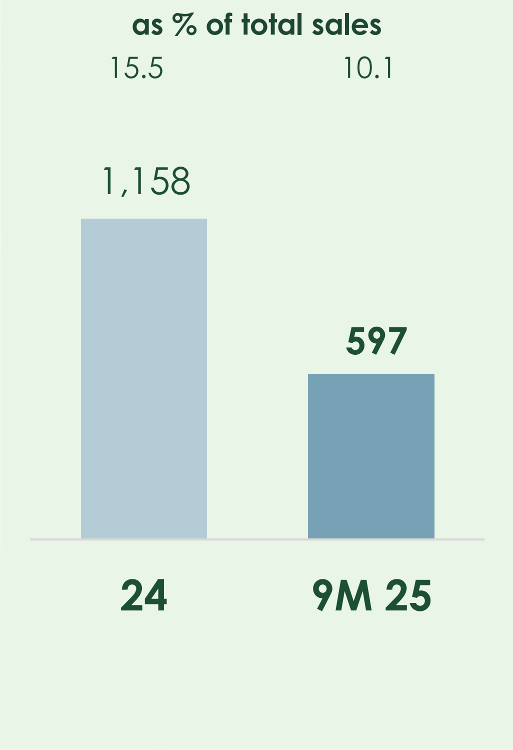
Trade working capital
(IDR billion)



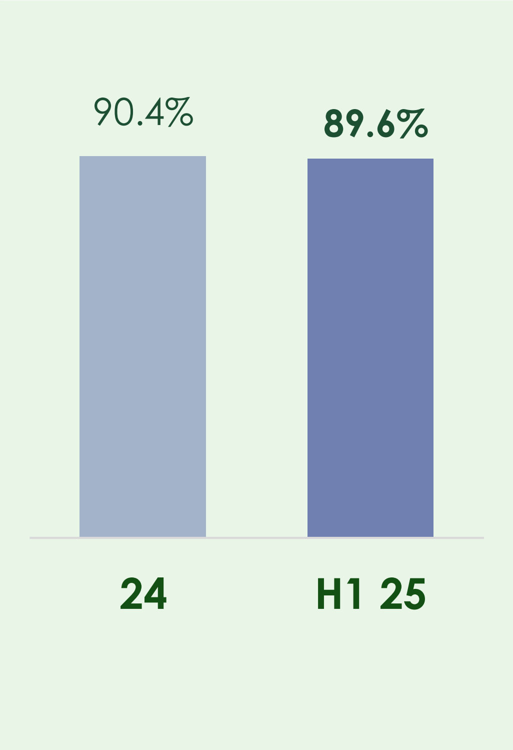
Capital expenditure
(IDR billion)



Free cash flow
(IDR billion)



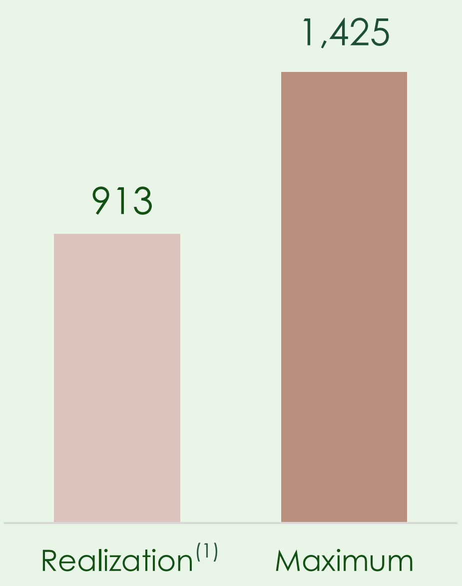
On-time collection



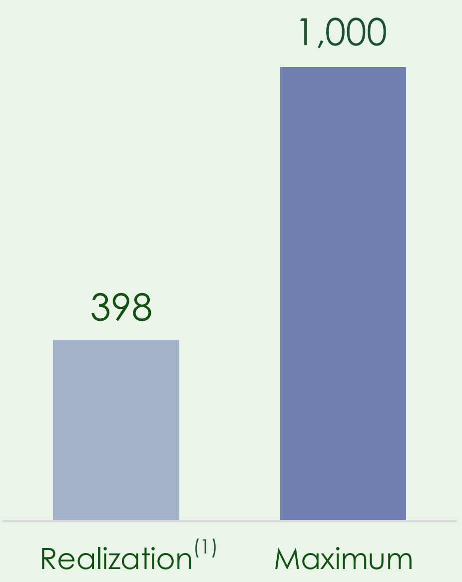
(1) Routine capex includes upgrades to manufacturing and IT infrastructure, fleet expansion at distribution centers, and installation of tinting machines at retail outlets

Updates on the second share buyback program

Number of shares
(million)



Value in Rupiah
(IDR billion)



(1) As of September 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 September, the company has successfully acquired ~64% of the maximum number of shares, using ~40% 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.

Avian Brands' home painting solutions

- In September 2025, Avian Brands officially launched a partnership with AZKO, one of the largest modern retail outlets in Indonesia.
- AZKO has a strong market presence with 252 stores nationwide as of June 2025 and is actively expanding its footprint.
- As part of this collaboration, we have opened two in-store booths in Jakarta, where consumers can explore complete solutions for their home painting requirements.
- Currently, we are focused on generating sales traction through marketing support and on-site engagement, and the future expansion will continue to be evaluated.

Avian Brands' in-store booth at AZKO Jakarta

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.

10 September 2025 - Avian Brands receives Katadata ESG Award for the third consecutive year