PT Avia Avian Tbk

Investor Presentation
Q2 2026 Results

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Avian Brands Q2 2026 snapshot

SALES	GROSS PROFIT	EBITDA	NET PROFIT
IDR 2,233 B	**IDR 1,025 B**	**IDR 606 B**	**IDR 435 B**
US$ 126 million(1)	45.9% margin	27.2% margin	19.5% margin
+19.7% YoY	**+36.9% YoY**	**+47.6% YoY**	**+31.6% YoY**

60,000+
Retail outlets

9,000+
Employees

~26%(3)
Market share

45 / ~25%
Green products / sales contribution

38 / 99
Provinces / cities

184(2)
Distribution centers

EPS 7.4 / 31.7
IDR per share / annualized

~84%
Water-based portfolio

(1) Convenience translation from IDR based on the average USD/IDR exchange rate in Q2 2026 of 17,697
(2) Includes wholly-owned mini distribution centers
(3) Based on management estimation

Q2 2026 financial performance highlights

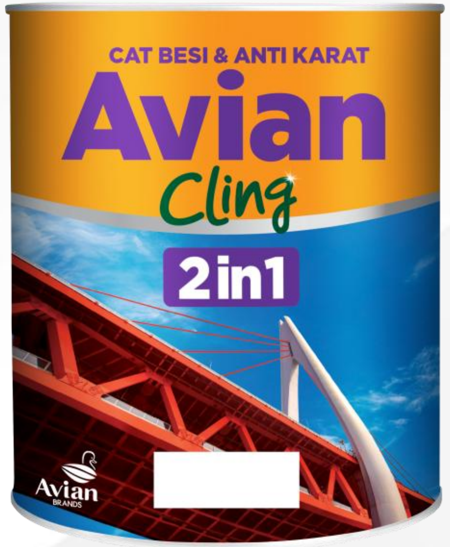
In IDR billion (except per share data)	2026	2025	Change
Consolidated sales	**2,233**	**1,866**	**19.7%**
Architectural solutions	1,740	1,421	22.4%
Trading goods	493	445	10.9%
Gross profit	**1,025**	**749**	**36.9%**
Architectural solutions	904	674	34.0%
Trading goods	121	74	62.6%
Gross margin	**45.9%**	**40.1%**	**5.8%**
Architectural solutions	52.0%	47.5%	4.5%
Trading goods	24.5%	16.7%	7.8%
EBITDA	**606**	**411**	**47.6%**
EBITDA margin	**27.2%**	**22.0%**	**5.1%**
Net profit	**435**	**331**	**31.6%**
Net profit margin	**19.5%**	**17.7%**	**1.8%**
EPS	**7.4**(1)	**5.5**(1)	**34.2%**

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

- In Q2, Avian Brands posted consolidated sales of IDR 2.2 trillion, growing 19.7% year-on-year.
- This performance was achieved against a challenging operating environment, with domestic economic headwinds continuing to weigh on business and consumer sentiment.
- In response to rising production costs, driven by higher raw material prices and the depreciation of the Indonesian Rupiah, Avian Brands implemented two price hikes during the quarter.
- The first price increase was introduced in April, ranging from 7-10%. This was followed by an additional increase of around 5-8% in May.

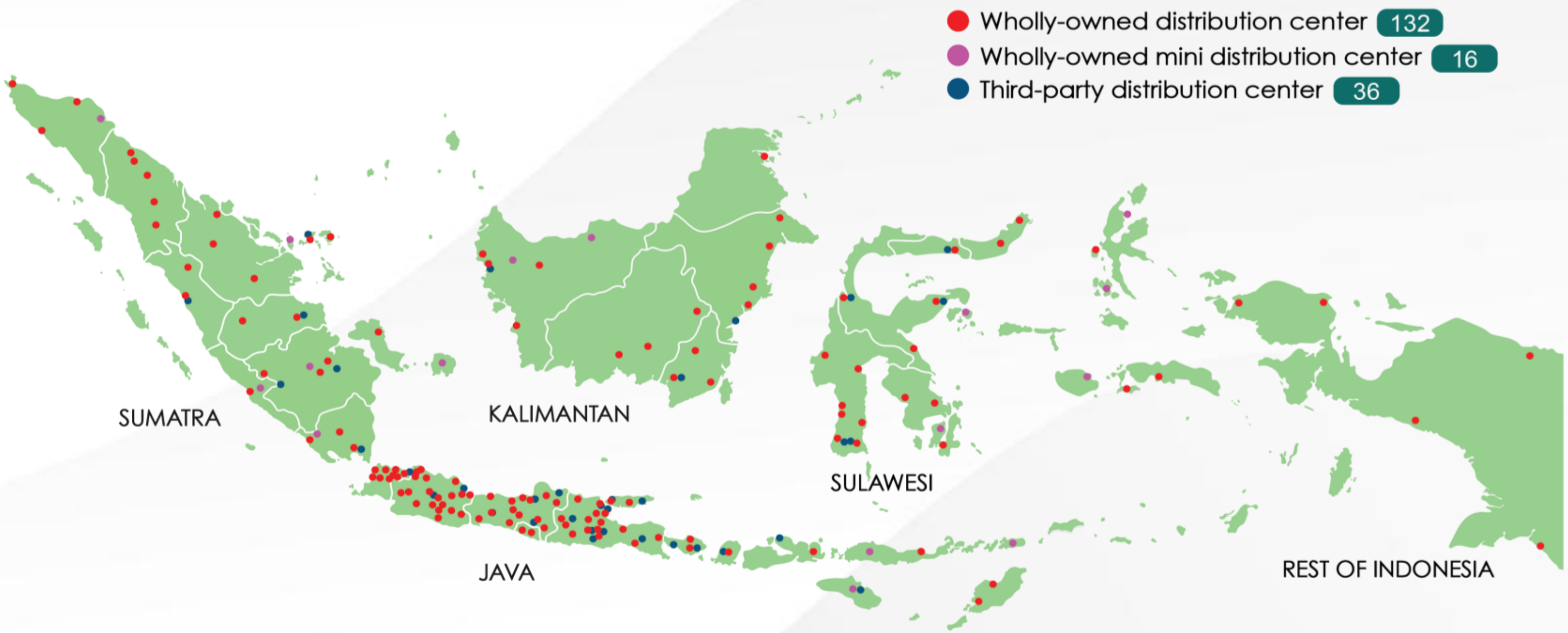
New products launched in Q2 2026

Wood & metal



- Avian Brands expanded its product offerings in Q2 by introducing two new products in the wood & metal segment.
- Avian Brands continues to strive with the ambition to have sustainable growth, and creating a wider range of products as it is an important factor of our mission.
- Through consistent investment in research, development, and innovation, the company continues to strengthen its product portfolio across key architectural solutions segments.
- These launches are designed not only to broaden market coverage but also to address evolving customer needs, capture opportunities in high-growth segments, and reinforce Avian Brands' competitive position in the market.

Distribution center expansion



- In Q2 2026, Avian Brands opened one wholly-owned DC.
- Our robust logistical infrastructure enables us to make ~19,000 daily deliveries.
- The company maintained a 83%[1] fulfilment rate for its 1-day delivery services.

Distribution centers by regions:

Java: 76
- Greater Jakarta: 15
- West Java: 16
- Central Java: 20
- East Java: 25

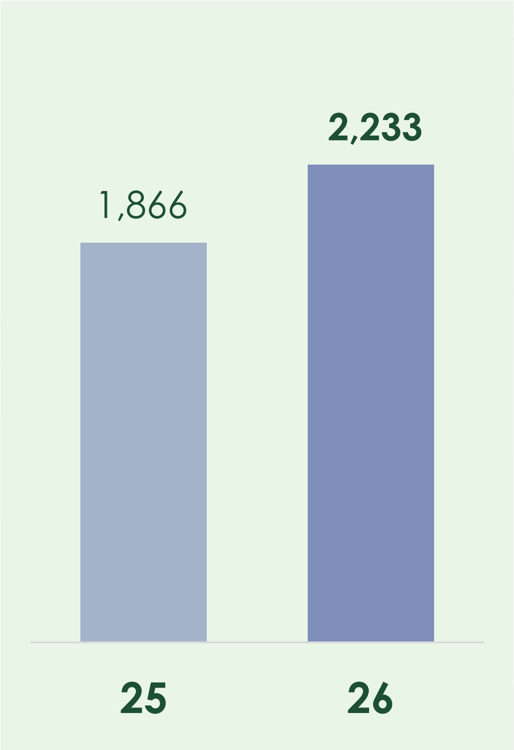
Other regions: 108
- Sumatra: 39
- Kalimantan: 20
- Sulawesi: 23
- Rest of Indonesia: 26

Total: 184

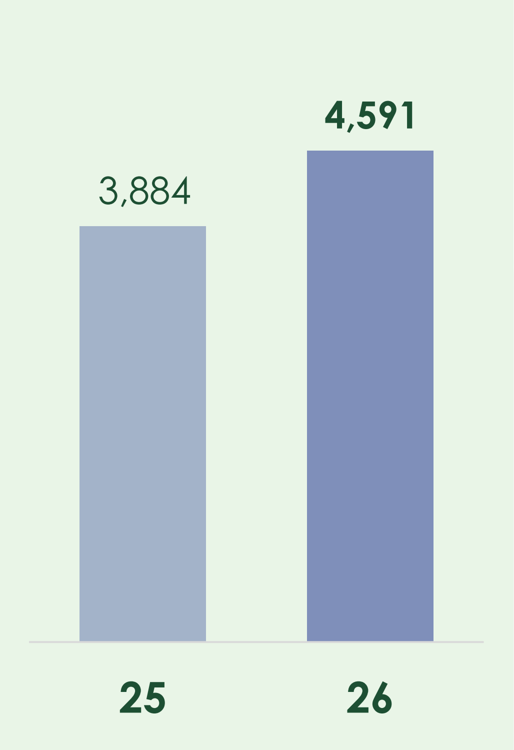
(1) For retail outlets located within a 50 km radius of a wholly-owned distribution center

Consolidated business – sales & customers

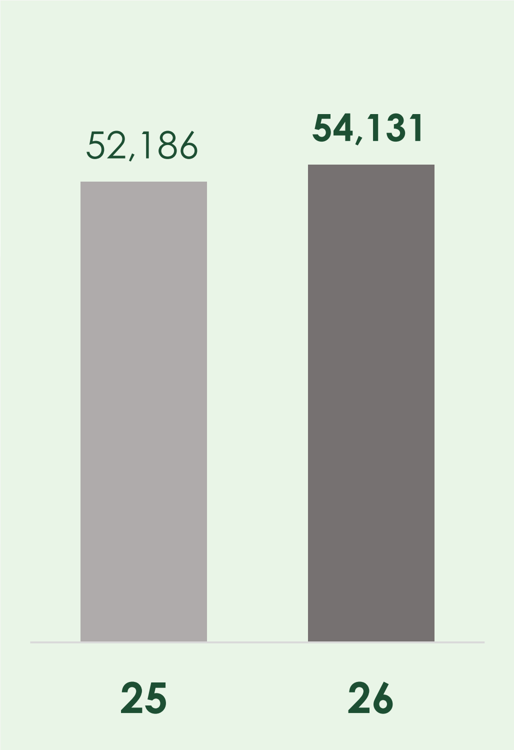
Q2 sales by value
(IDR billion)



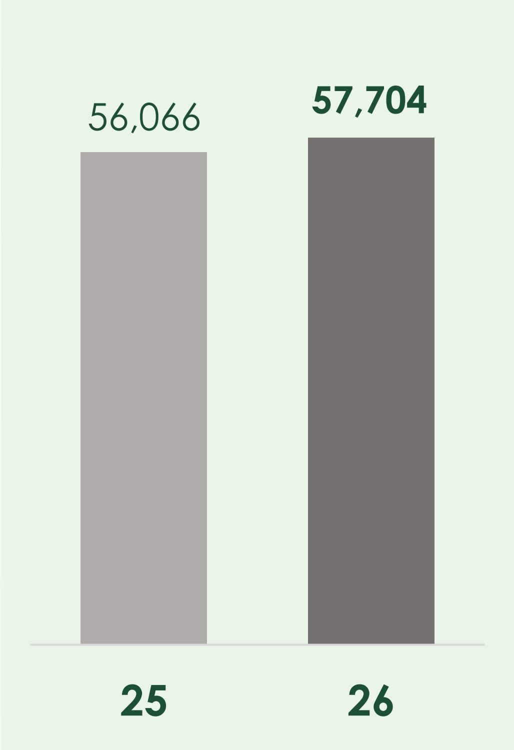
H1 sales by value
(IDR billion)



Q2 number of customers

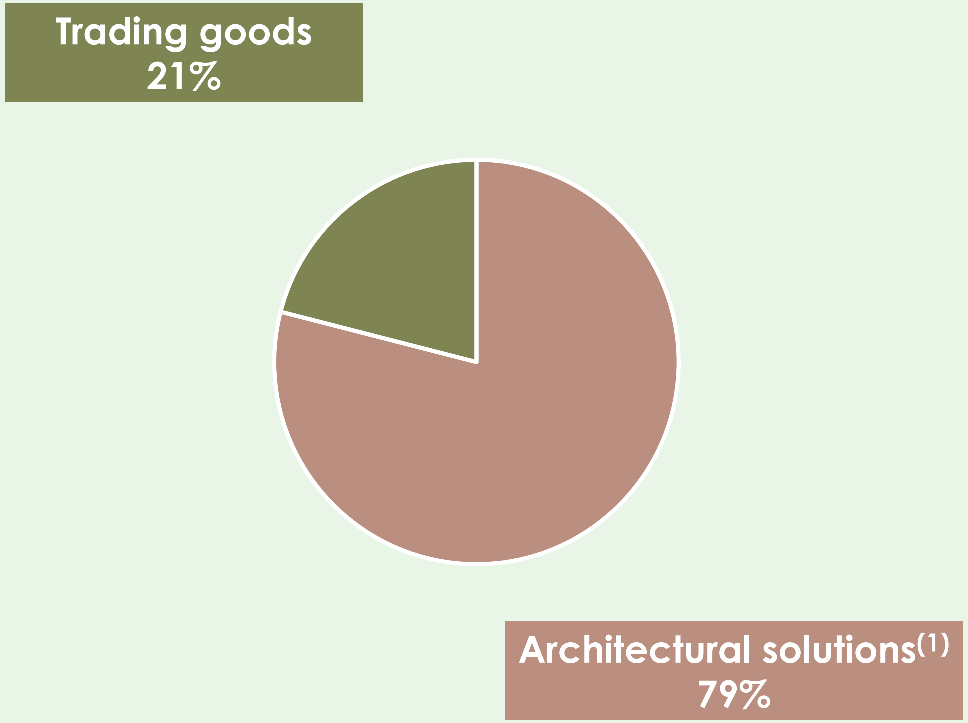


H1 number of customers

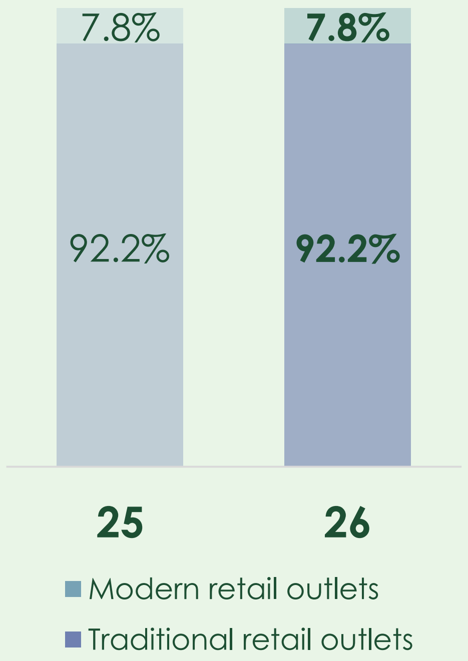


Consolidated business – sales

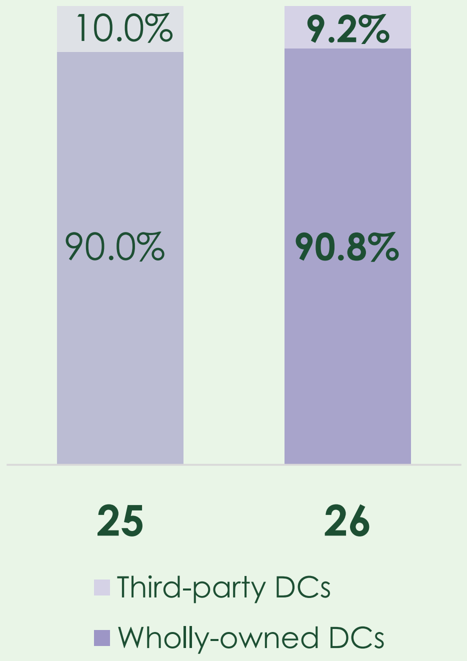
H1 2026 sales by segments



H1 sales by customers



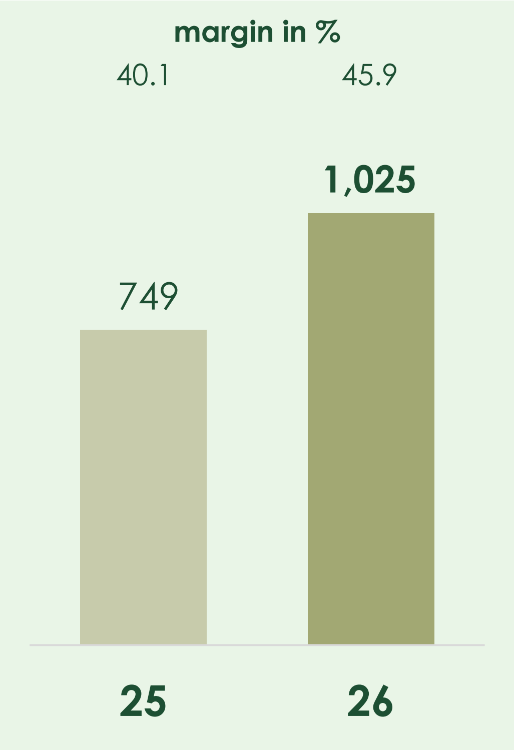
H1 sales by distribution networks



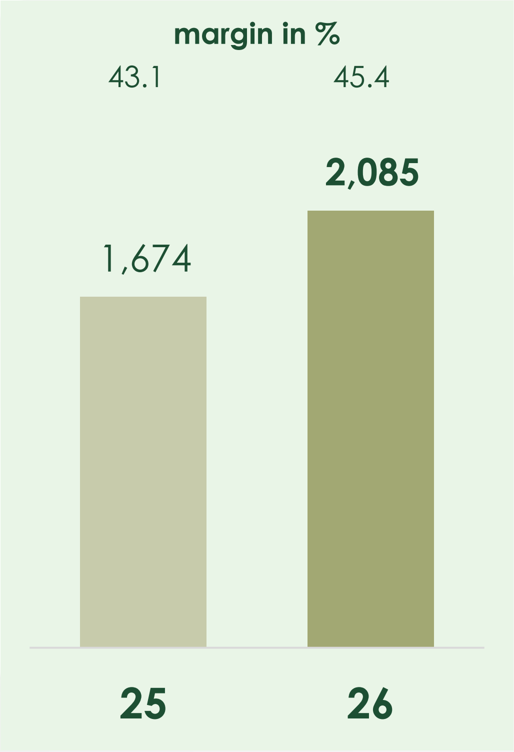
(1) For investors who require details on the sales breakdown by segments, please contact our Head of Investor Relations

Consolidated business – gross profit

Q2 gross profit
(IDR billion)



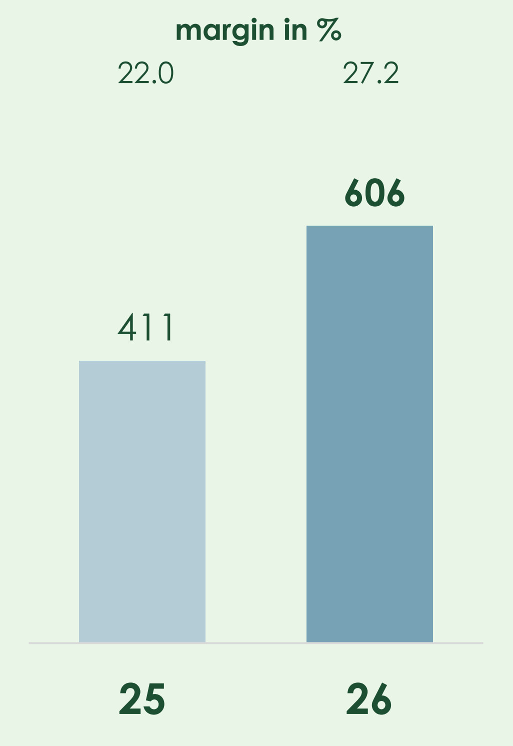
H1 gross profit
(IDR billion)



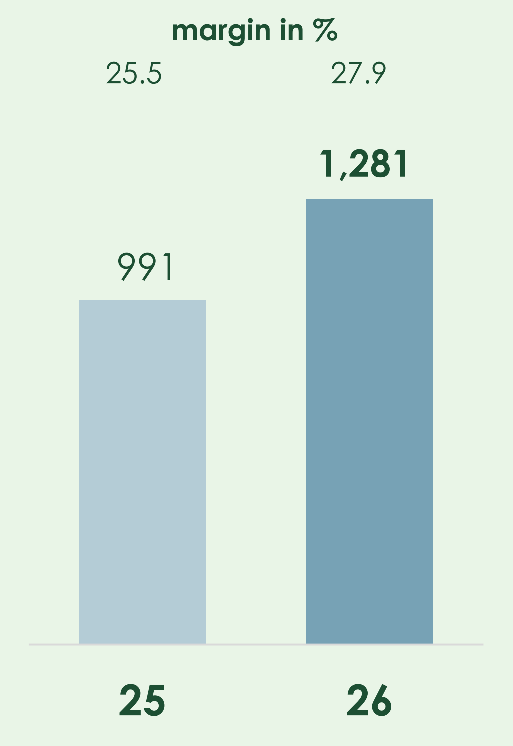
- In Q2, Avian Brands recorded consolidated gross profit of IDR 1 trillion, with a gross margin of 45.9%. For the first half, gross profit reached IDR 2 trillion, reflecting a gross margin of 45.4%.
- Escalating geopolitical tensions have contributed to higher prices for several key raw materials, while Rupiah depreciation against the USD and CNY has further intensified input cost pressures.
- In response, Avian Brands has taken proactive pricing measures to help mitigate these cost pressures while maintaining its competitiveness in the market.
- The company will continue to closely monitor market developments and adapt its operational and commercial strategies as needed.

Consolidated business – EBITDA, net profit

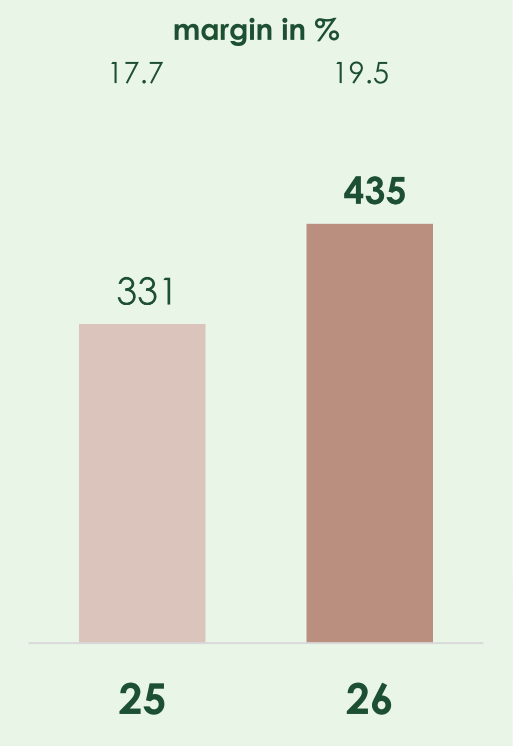
Q2 EBITDA (IDR billion)



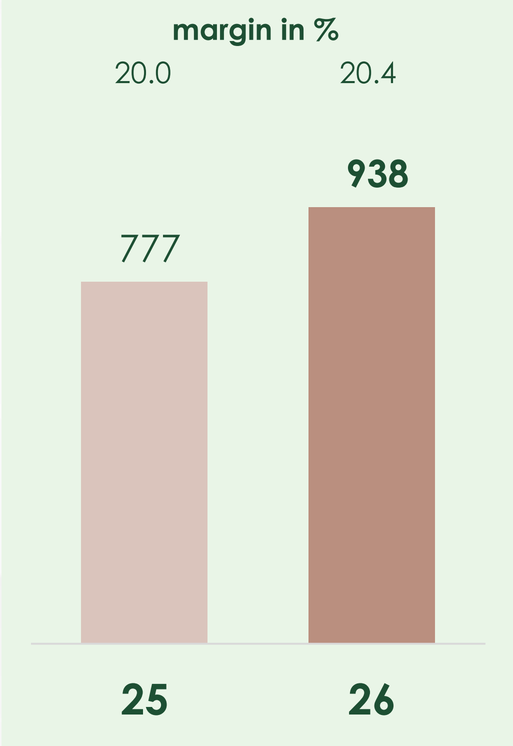
H1 EBITDA (IDR billion)



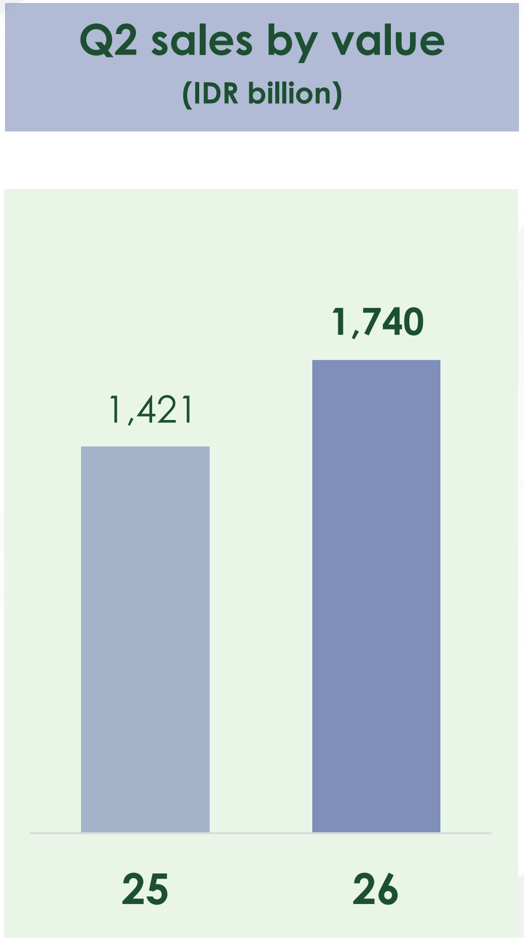
Q2 net profit (IDR billion)

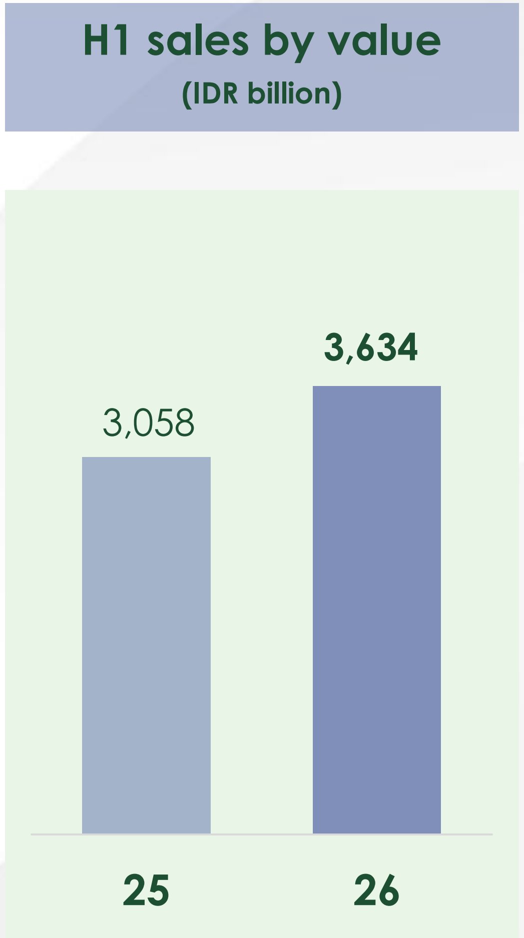


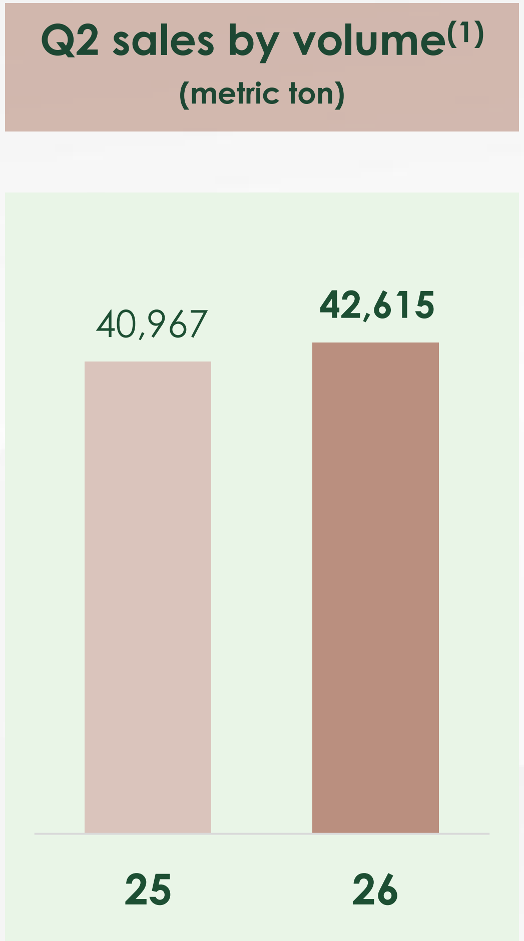
H1 net profit (IDR billion)

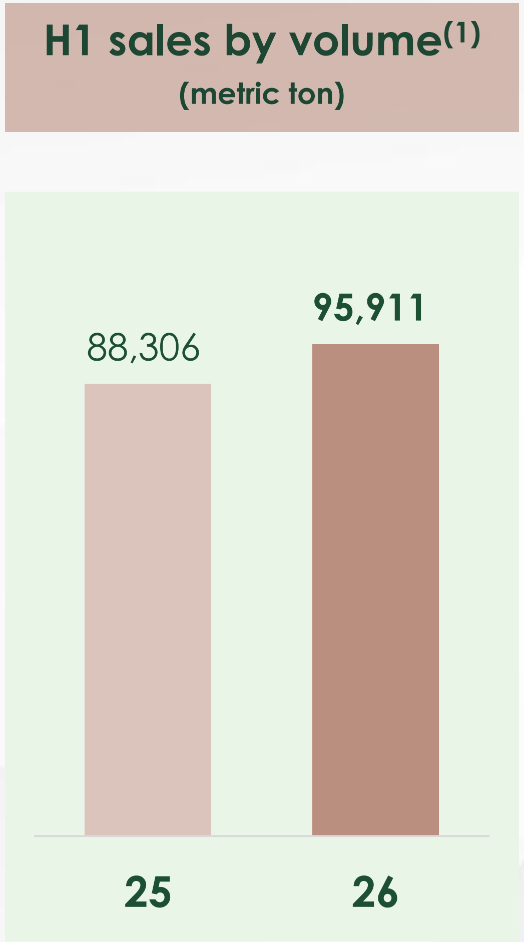


Architectural solutions – sales





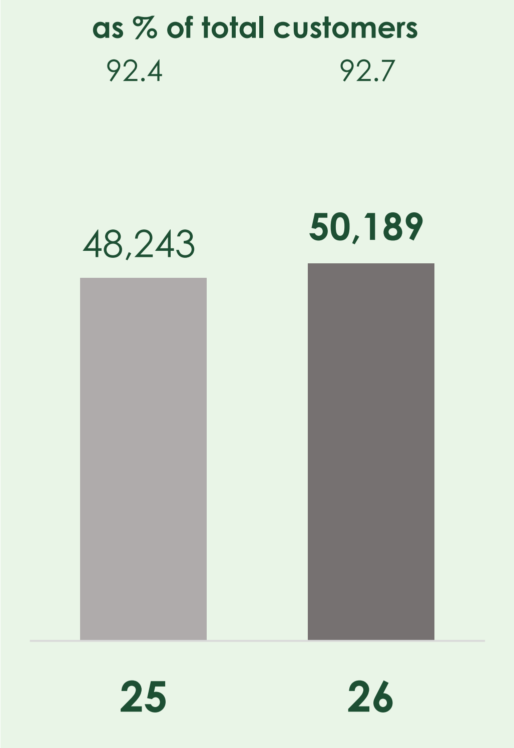




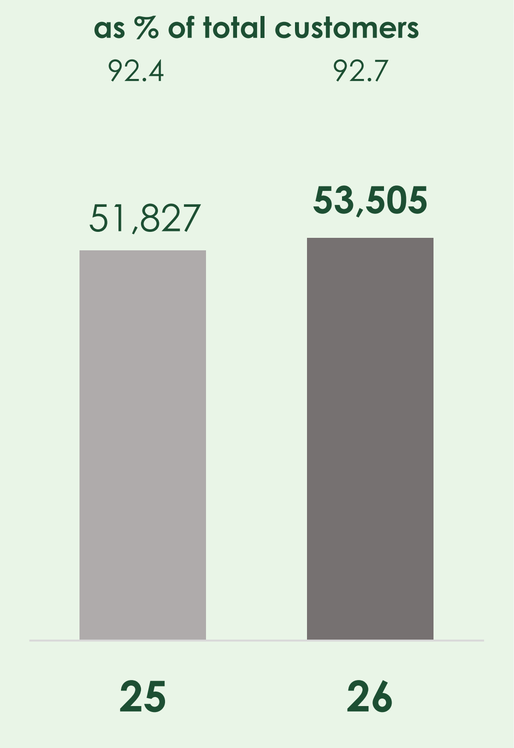
(1) Excluding instant cement

Architectural solutions – customers

Q2 number of customers



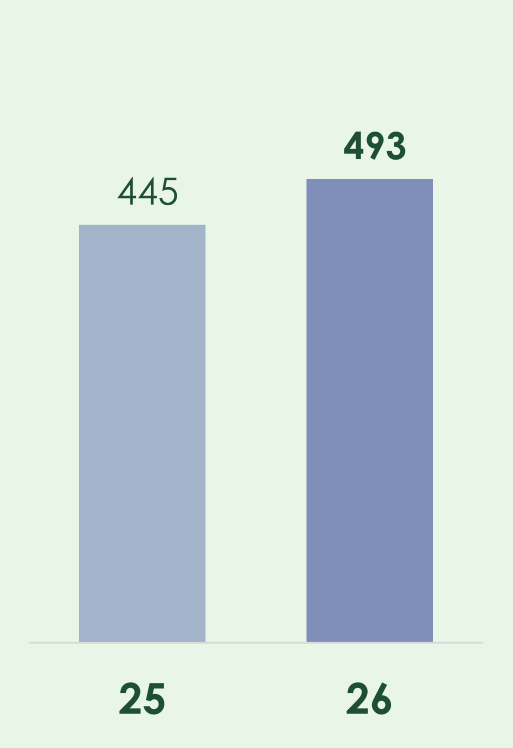
H1 number of customers



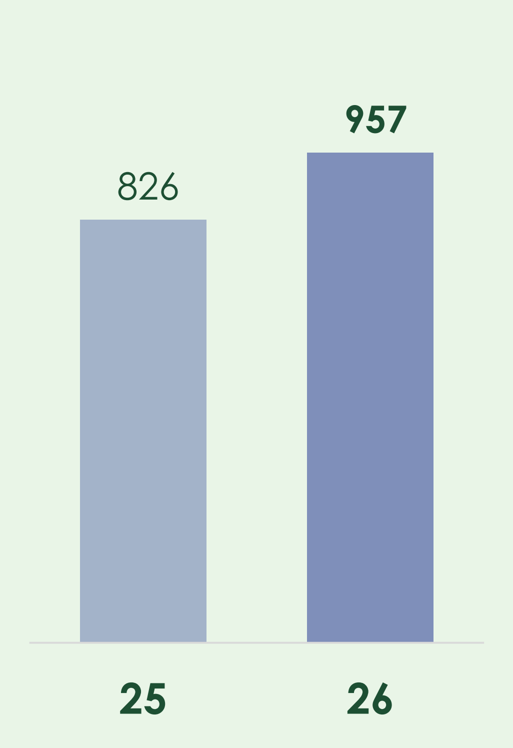
- Even amid challenging market conditions, Avian Brands continues to grow its number of transacting customers.
- During the first half, the architectural solutions segment recorded an increase of over 1,600 transacting customers.
- This growth was supported by disciplined execution, sustained customer engagement, and our continued focus on strengthening market coverage.
- Guided by a strong customer-centric culture, we remain firmly committed to delivering exceptional service and reliable support. Our ambition is to continuously strengthen our role as a trusted partner and contribute to the long-term success of our customers.

Trading goods – sales & customers

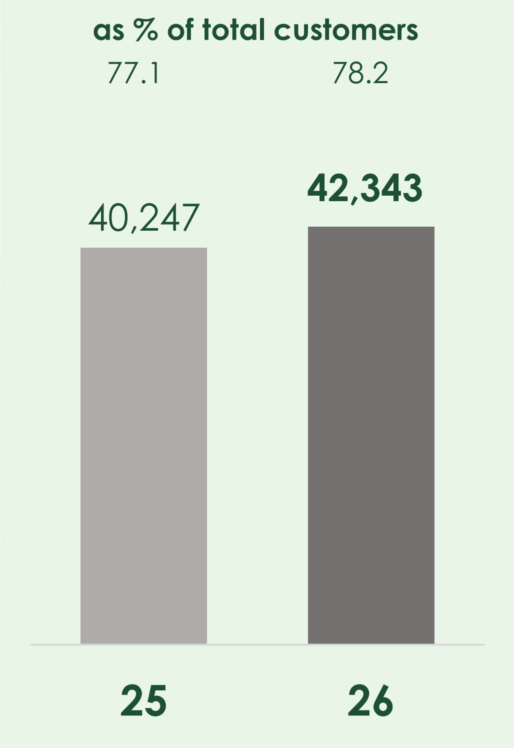
Q2 sales by value
(IDR billion)



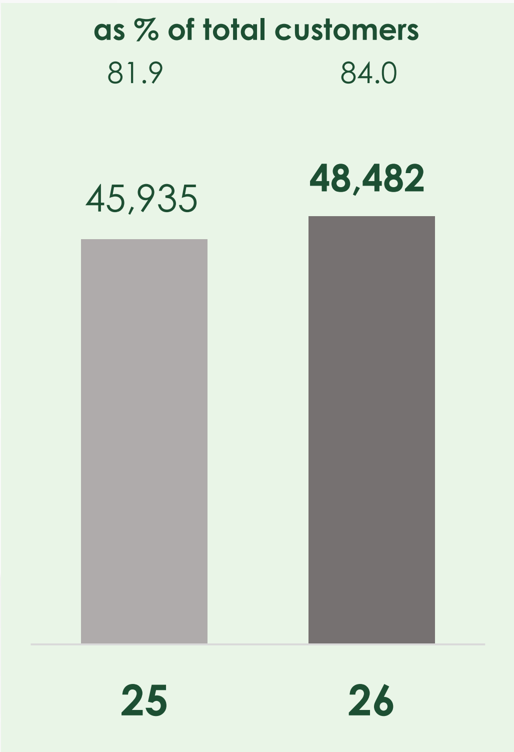
H1 sales by value
(IDR billion)



Q2 number of customers



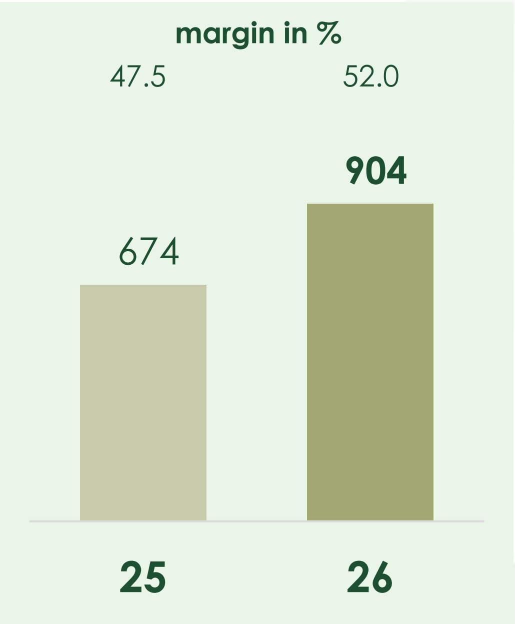
H1 number of customers



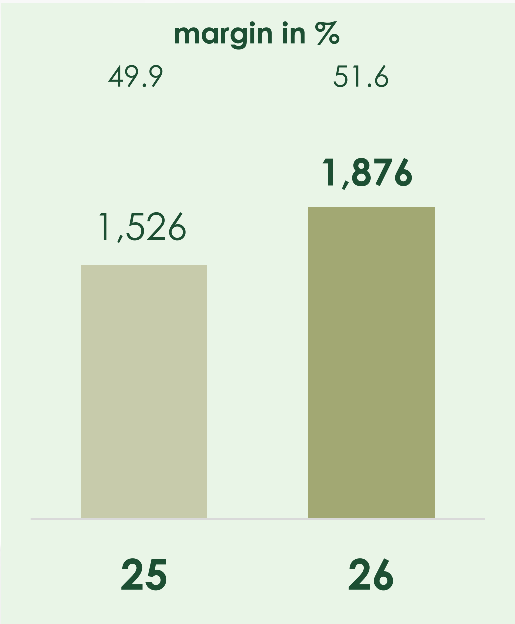
Gross profit by segments

Architectural solutions

Q2 gross profit
(IDR billion)

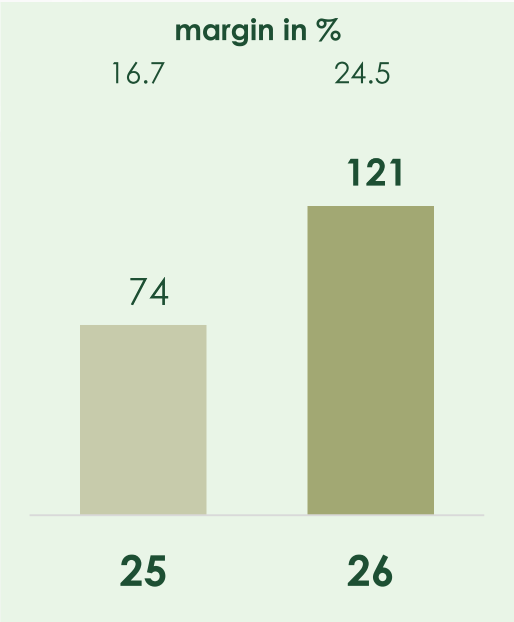


H1 gross profit
(IDR billion)

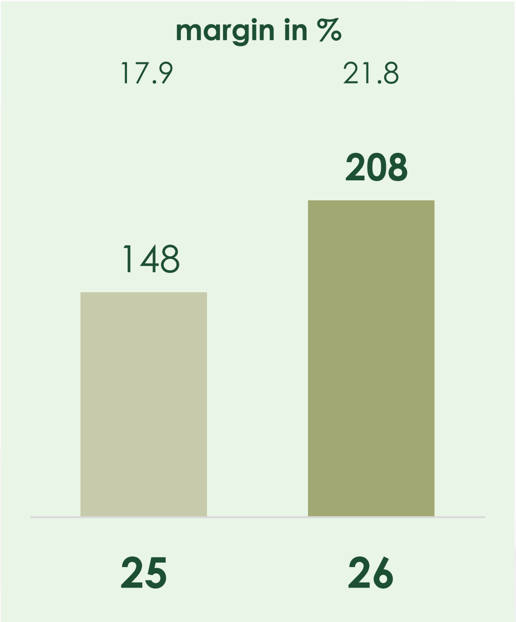


Trading goods

Q2 gross profit
(IDR billion)



H1 gross profit
(IDR billion)



Well-managed cost structure

Cost breakdown (as % of sales)

	2025	H1 26
G & A[(1)]	3.4%	3.2%
Sales and marketing[(1)]	17.0%	17.2%
COGS[(1)]	55.9%	54.6%
Total	**76.3%**	**75.0%**

- Avian Brands' disciplined operating model continued to support cost stability, allowing us to navigate market headwinds while preserving cost efficiency.

COGS breakdown (as % of sales)

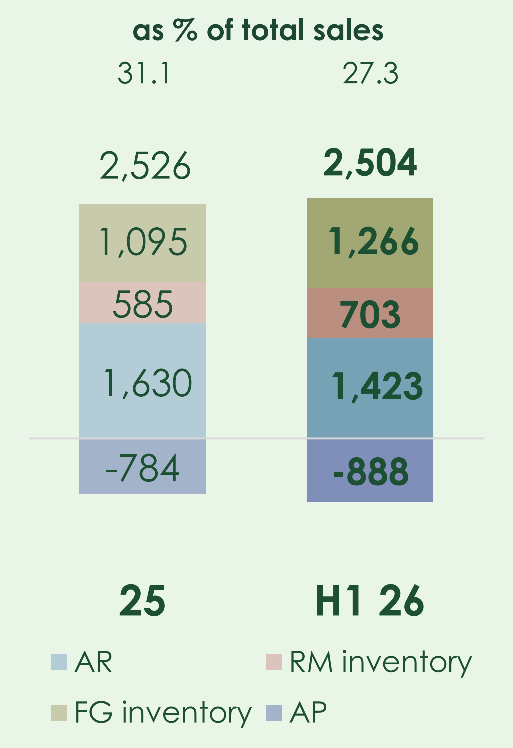
	2025	H1 26
Raw material	25.1%	27.5%
Direct labour	0.8%	0.8%
Factory overhead	2.8%	2.7%
WIP and FG	21.3%	16.9%
Below-the-line (BTL) expenses	5.9%	6.8%
Total	**55.9%**	**54.6%**

(1) Includes depreciation and amortization

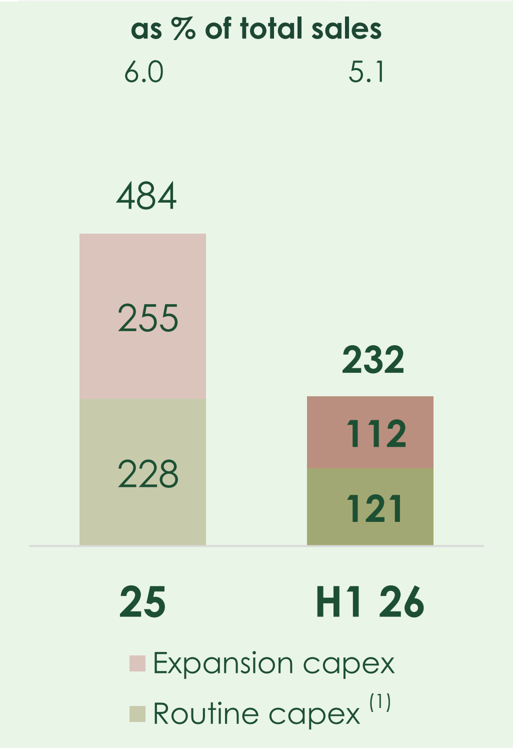
- Raw material price volatility remained a key challenge across the industry.
- However, the company remained resilient, supported by its structural advantages, including in-house raw material production and continuous cost optimization initiatives.

Robust cash-flow generation

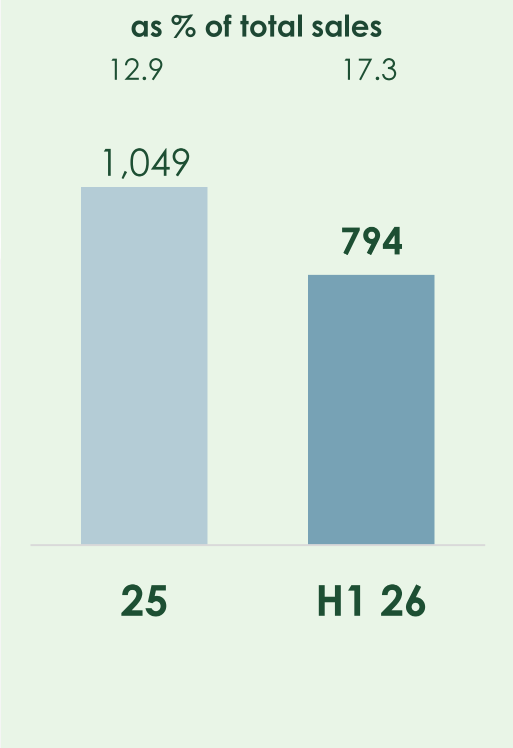
Trade working capital
(IDR billion)



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

Guidance for 2026

FY 2026 sales guidance:

- Value growth 10 - 14%
- Volume growth 4 - 8%

Planned actions in 2026:

- Introduce new products and accelerate the deployment of tinting machines.
- Expand the distribution network to provide industry–leading services to customers nationwide.
- Strengthen our marketing activities and loyalty programs for retail outlets and painters.
- Elevate our robust IT systems to establish a powerful and resilient operational backbone.
- Optimize internal operations, advance ESG initiatives, and explore AI-driven solutions to enhance productivity.

Reinforcing our sustainability commitment through ESG recognitions