



PT Avia Avian Tbk

Investor Presentation
Q3 2026 Results

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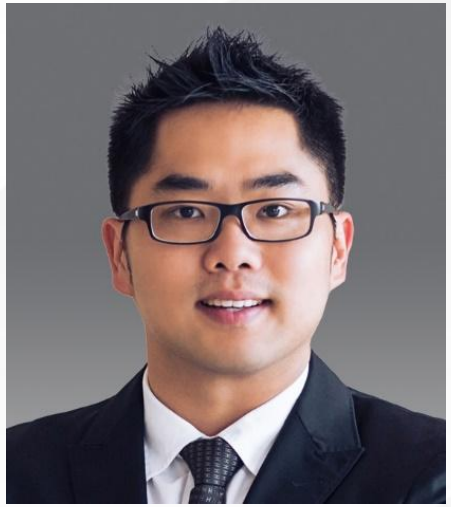
Avian Brands team



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Avian Brands Q3 2026 snapshot

SALES

IDR 2,327 B

US$ 130 million[1]

+13.9% YoY

GROSS PROFIT

IDR 975 B

41.9% margin

+12.0% YoY

EBITDA

IDR 555 B

23.8% margin

+11.0% YoY

NET PROFIT

IDR 446 B

19.2% margin

+9.8% YoY

60,000+

Retail outlets

9,000+

Employees

~26%[3]

Market share

48 / ~25%

Green products / sales contribution

38 / 99

Provinces / cities

182[2]

Distribution centers

EPS 7.5 / 31.2

IDR per share / annualized

~83%

Water-based portfolio

(1) Convenience translation from IDR based on the average USD/IDR exchange rate in Q3 2026 of 17,889
(2) Includes wholly-owned mini distribution centers
(3) Based on management estimation

Q3 2026 financial performance highlights

In IDR billion (except per share data)	2026	2025	Change
Consolidated sales	**2,327**	**2,043**	**13.9%**
Architectural solutions	1,733	1,552	11.7%
Trading goods	594	491	20.8%
Gross profit	**975**	**870**	**12.0%**
Architectural solutions	860	780	10.2%
Trading goods	116	90	27.8%
Gross margin	**41.9%**	**42.6%**	**-0.7%**
Architectural solutions	49.6%	50.2%	-0.6%
Trading goods	19.5%	18.4%	1.1%
EBITDA	**555**	**500**	**11.0%**
EBITDA margin	**23.8%**	**24.4%**	**-0.6%**
Net profit	**446**	**407**	**9.8%**
Net profit margin	**19.2%**	**19.9%**	**-0.7%**
EPS	**7.5**	**6.8(1)**	**9.4%**

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

- In Q3 2026, Avian Brands recorded consolidated sales of IDR 2.3 trillion, growing by 13.9%.
- The company continued to outperform the broader market, strengthening its competitive position and gaining market share across key product segments.
- This performance was supported by Avian Brands' strong brand portfolio, nationwide distribution network, and consistent execution of targeted sales and marketing initiatives.
- In addition, the company maintained strong and stable profitability during the quarter, reflecting disciplined cost management and operational efficiency.

New products launched in Q3 2026

Waterproofing



Instant cement



- In Q3 2026, Avian Brands introduced two new products in the waterproofing and instant cement segments, bringing the total number of new products launched during the first nine months of 2026 to eleven.
- These launches reflect the company's focused approach to strengthening its presence in strategic product segments and addressing evolving customer needs.
- The company's continuous product development initiatives aim to support broader market coverage, capture growth opportunities, and reinforce its competitive position in the architectural solutions market.

Distribution center expansion



- In Q3 2026, Avian Brands opened three wholly-owned DCs.
- Our robust logistical infrastructure enables us to make ~19,000 daily deliveries.
- The company maintained an 87%(1) fulfilment rate for its 1-day delivery services during the quarter.

Distribution centers by regions:

Java: 77

- Greater Jakarta: 15
- West Java: 17
- Central Java: 21
- East Java: 24

Other regions: 105

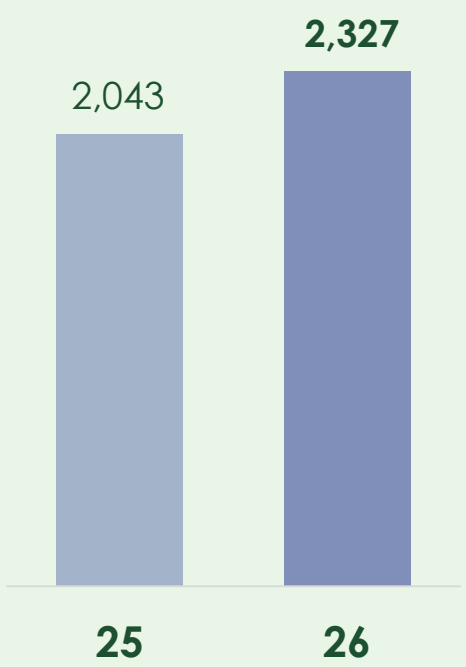
- Sumatra: 38
- Kalimantan: 20
- Sulawesi: 22
- Rest of Indonesia: 25

Total: 182

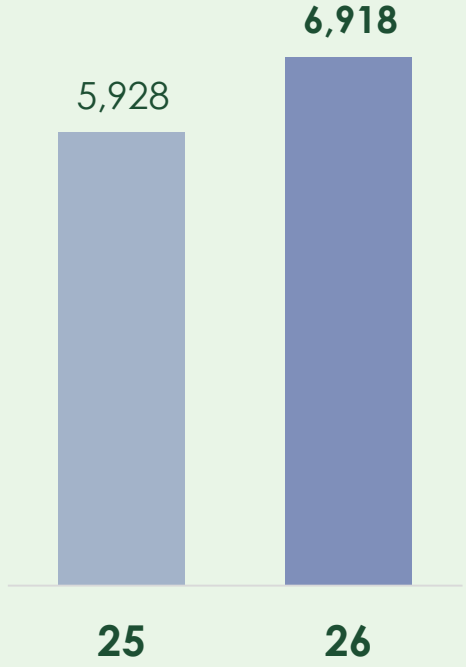
(1) For retail outlets located within a 50 km radius of a wholly-owned distribution center

Consolidated business – sales & customers

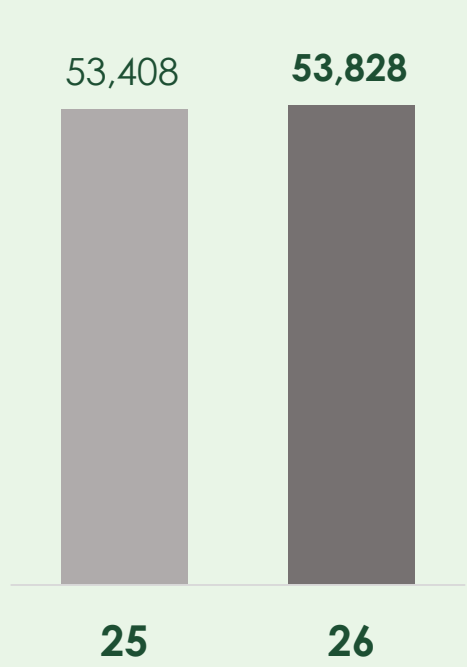
Q3 sales by value
(IDR billion)



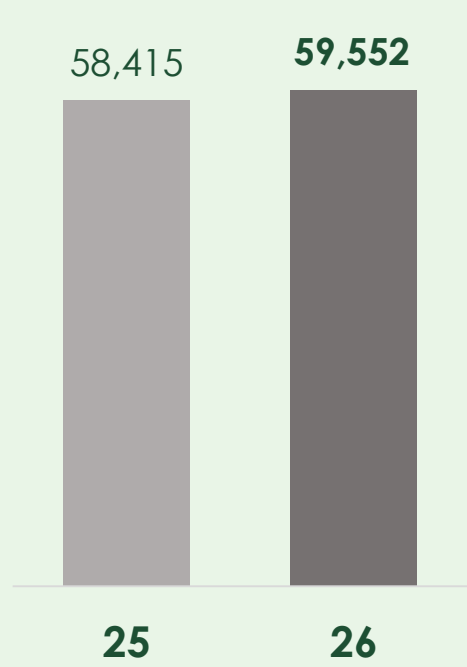
9M sales by value
(IDR billion)



Q3 number of customers

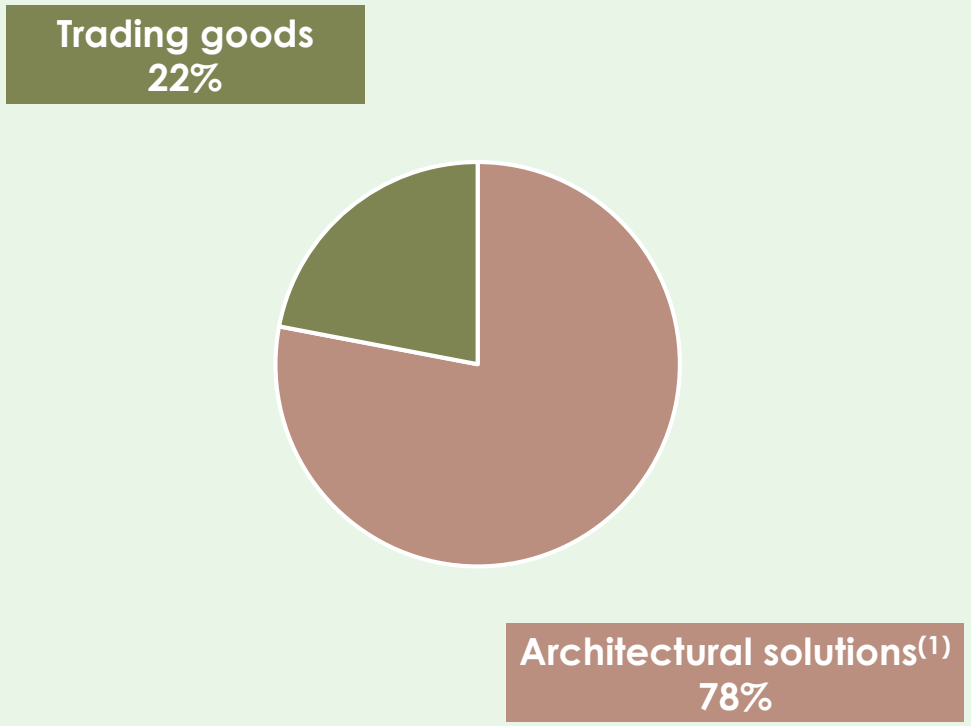


9M number of customers

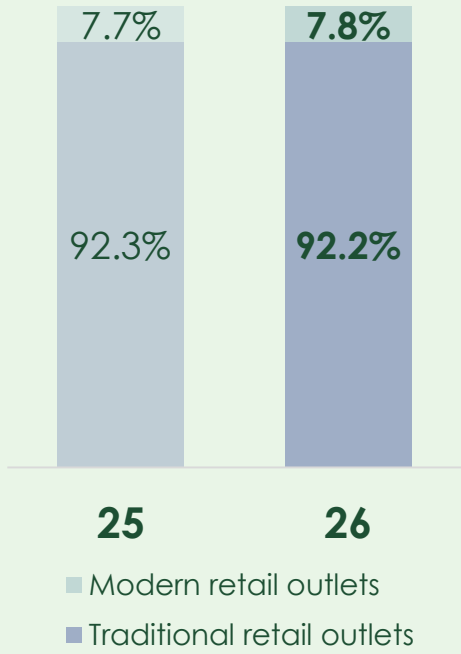


Consolidated business – sales

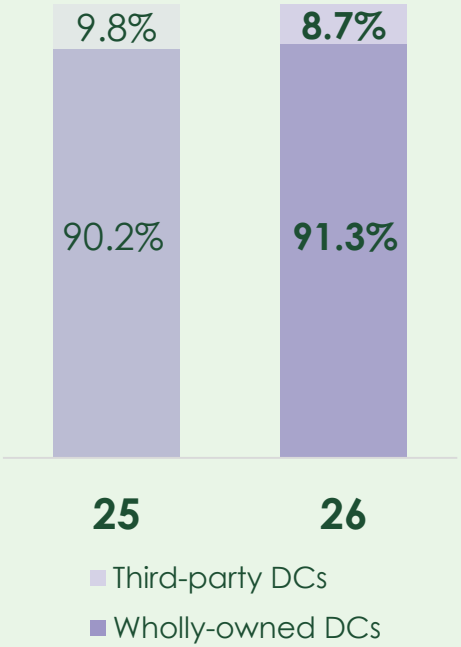
9M 2026 sales by segments



9M sales by customers



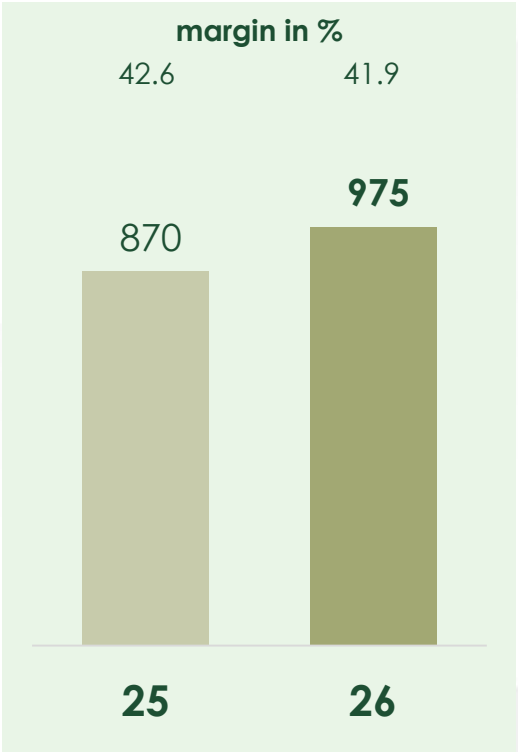
9M sales by distribution networks



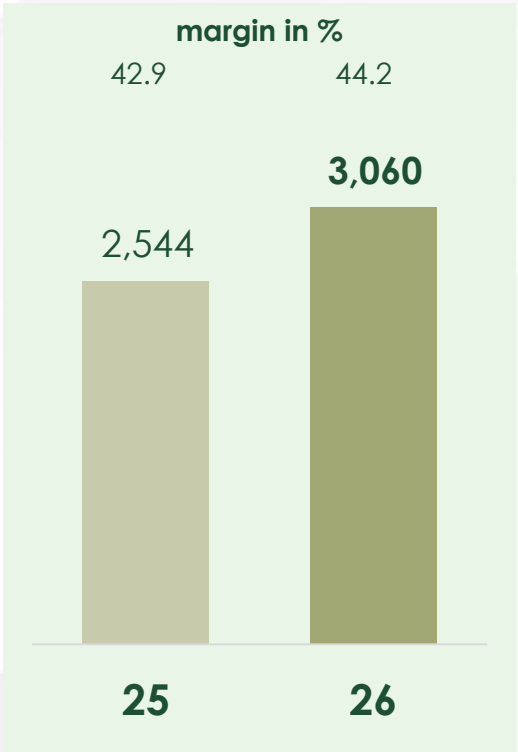
(1) For investors who require details on the sales breakdown by segments, please contact our Head of Investor Relations

Consolidated business – gross profit

Q3 gross profit
(IDR billion)



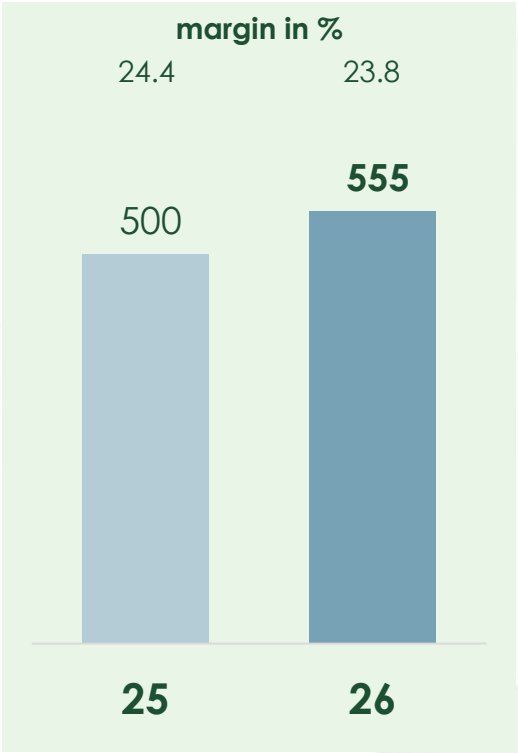
9M gross profit
(IDR billion)



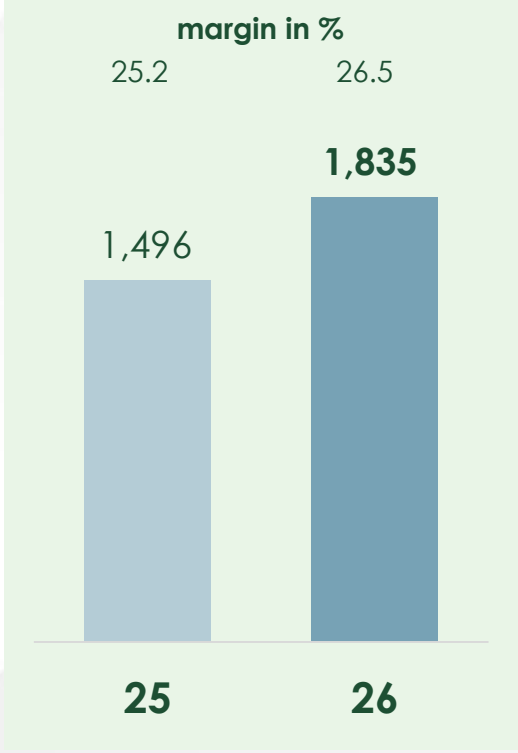
- Avian Brands generated consolidated gross profit of IDR 975 billion in Q3 2026, translating into a gross margin of 41.9%. This brought gross profit for the first nine months of 2026 to IDR 3.0 trillion, with a cumulative gross margin of 44.2%.
- The company continued to exercise disciplined pricing and procurement management while pursuing operational efficiencies across its manufacturing and distribution activities.
- These initiatives helped strengthen the company's resilience amid ongoing volatility in input costs and broader macroeconomic conditions.
- Moving forward, the company will remain agile in responding to market developments while advancing initiatives that strengthen efficiency, profitability, and sustainable growth.

Consolidated business – EBITDA, net profit

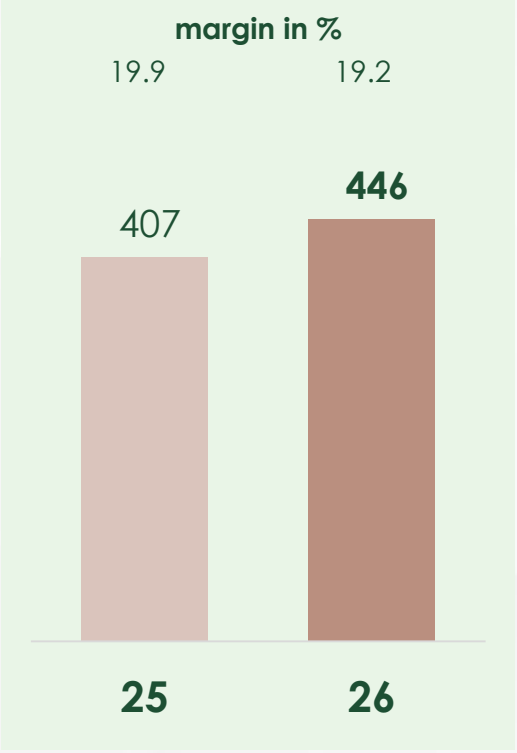
Q3 EBITDA
(IDR billion)



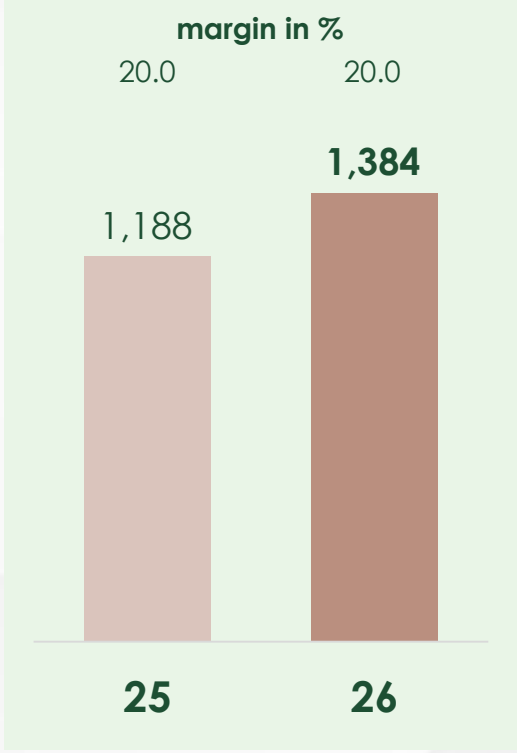
9M EBITDA
(IDR billion)



Q3 net profit
(IDR billion)

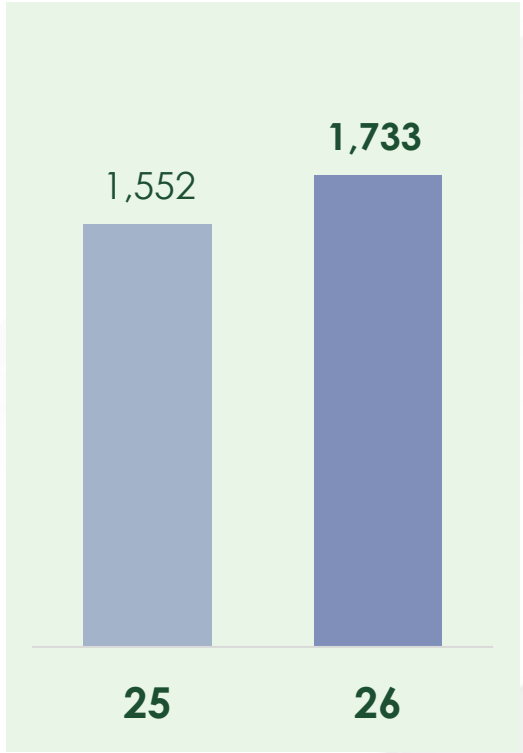


9M net profit
(IDR billion)

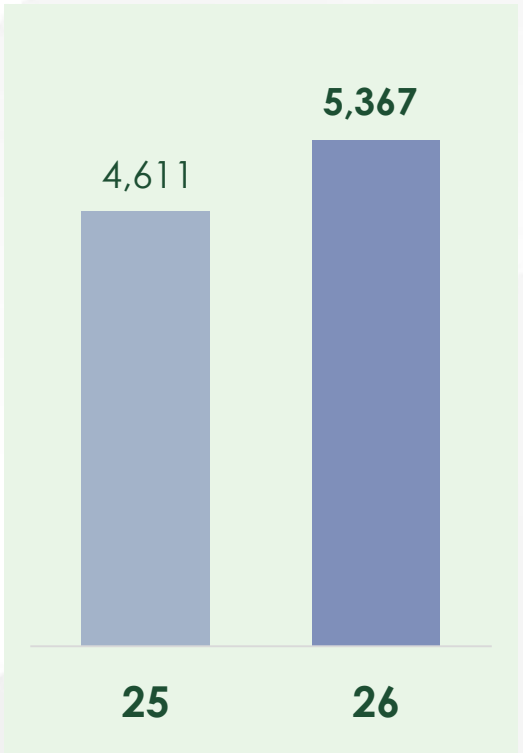


Architectural solutions – sales

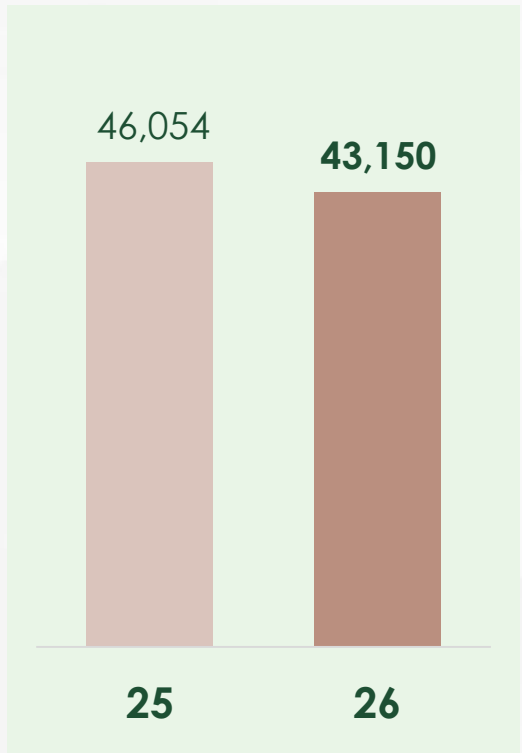
Q3 sales by value
(IDR billion)



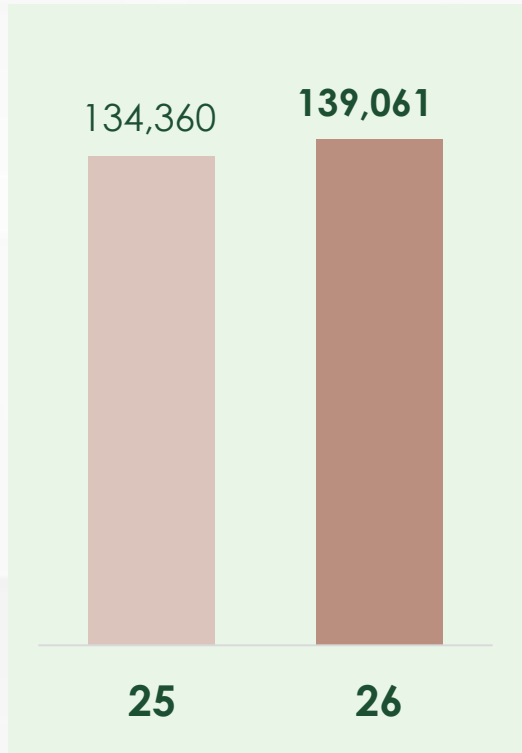
9M sales by value
(IDR billion)



Q3 sales by volume(1)
(metric ton)



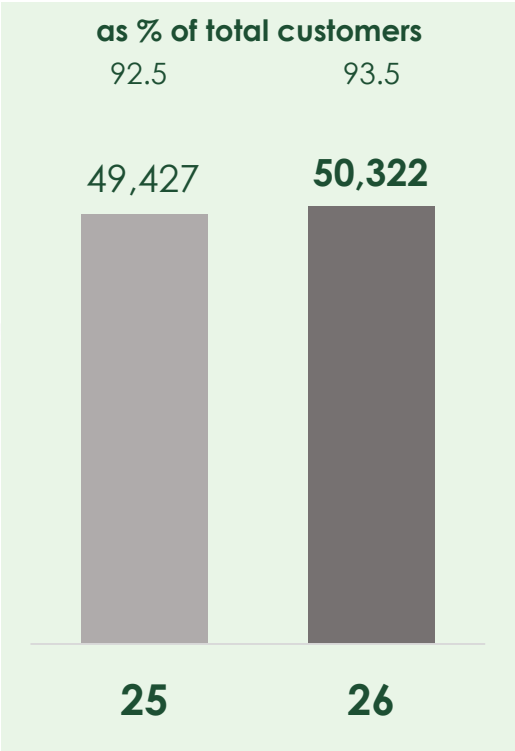
9M sales by volume(1)
(metric ton)



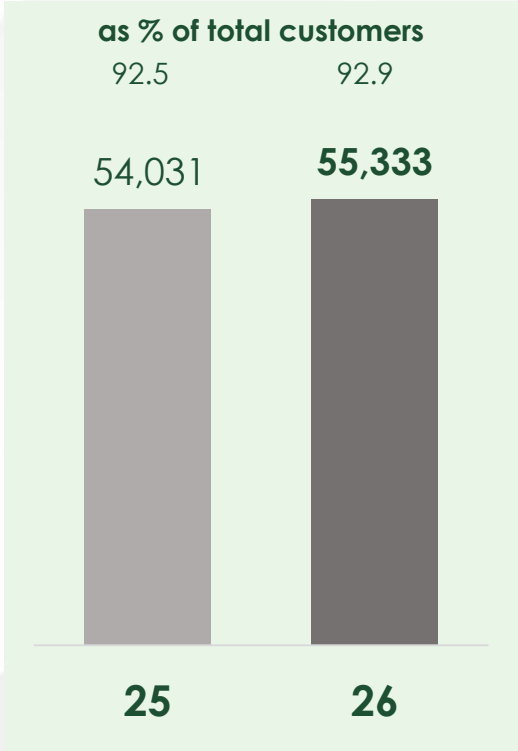
(1) Excluding instant cement

Architectural solutions – customers

Q3 number of customers



9M number of customers

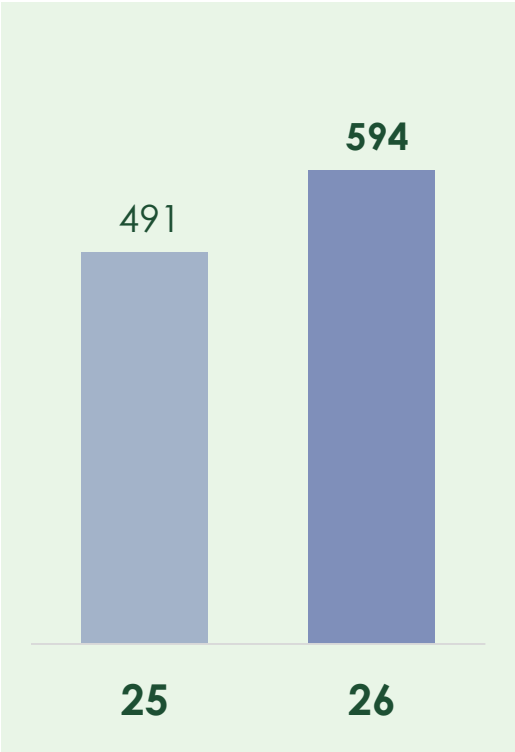




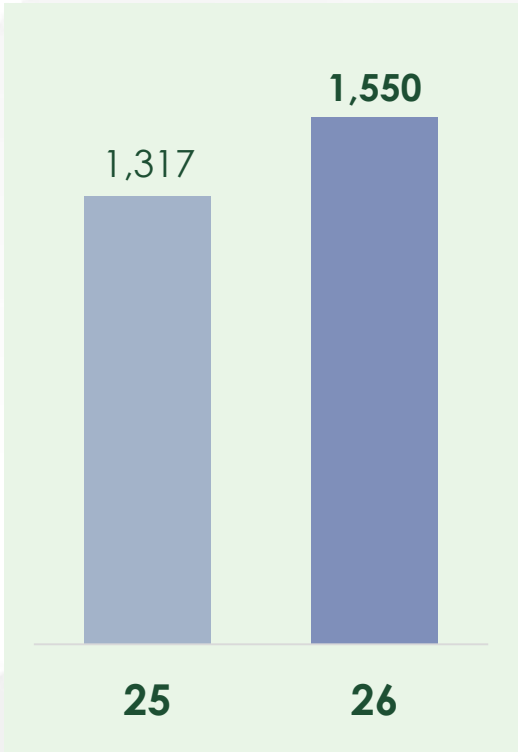
Avian Brands' customer gathering events in Q3 2026

Trading goods – sales & customers

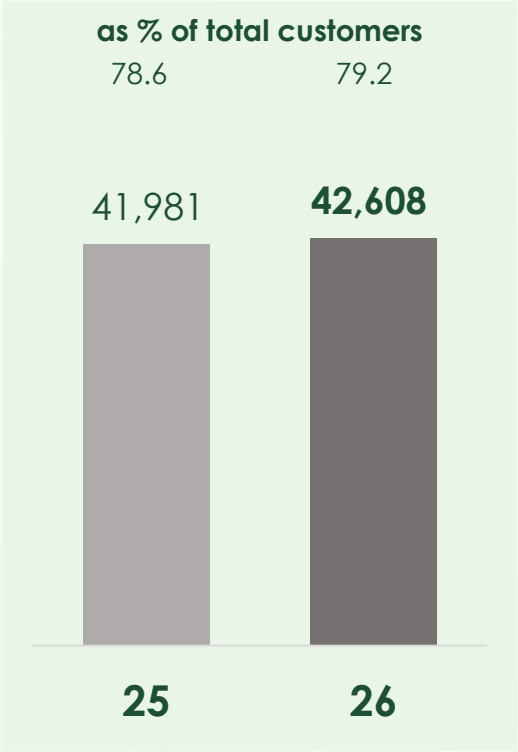
Q3 sales by value
(IDR billion)



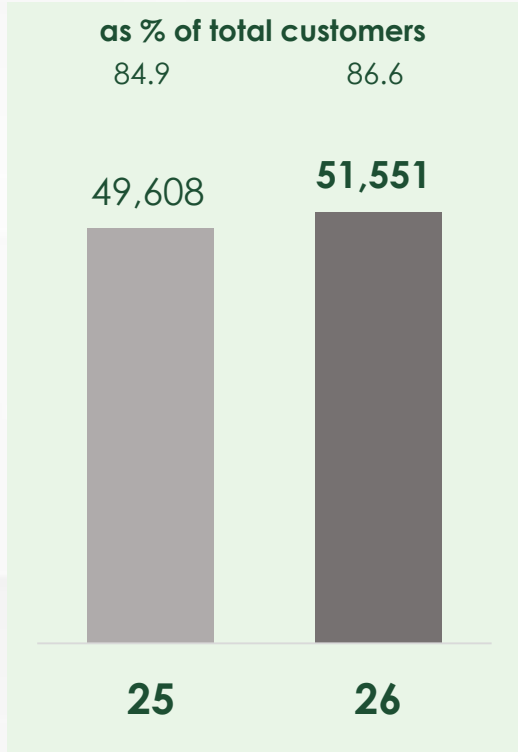
9M sales by value
(IDR billion)



Q3 number of customers



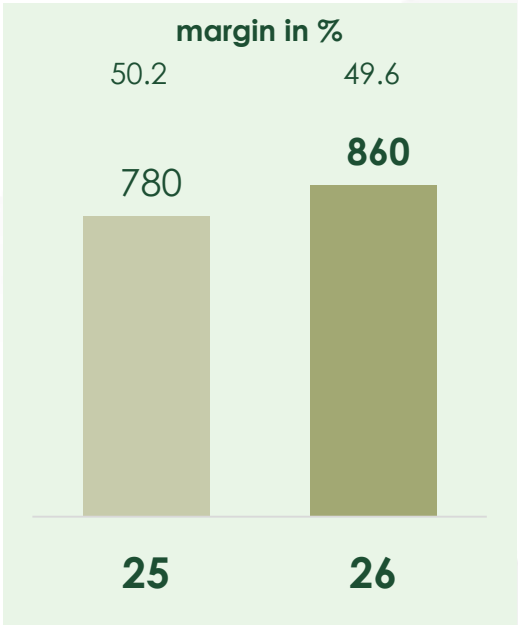
9M number of customers



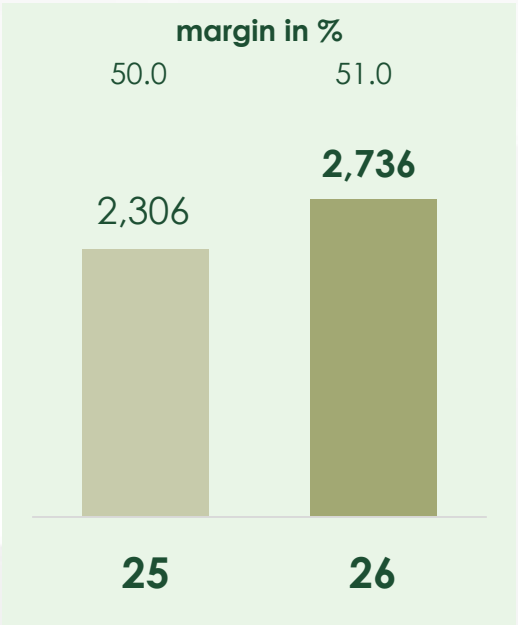
Gross profit by segments

Architectural solutions

Q3 gross profit (IDR billion)

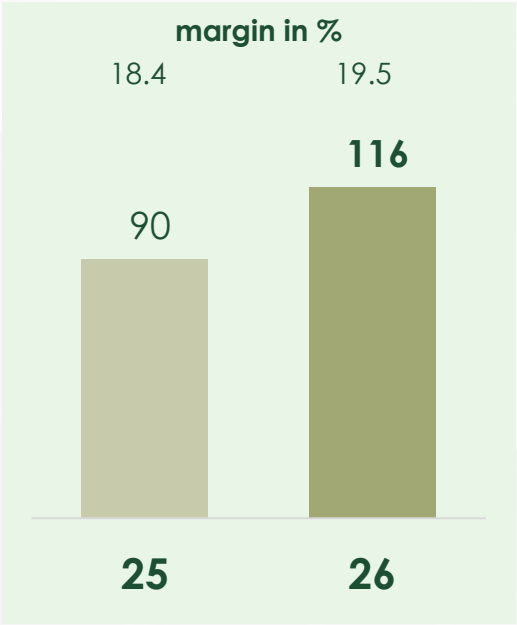


9M gross profit (IDR billion)

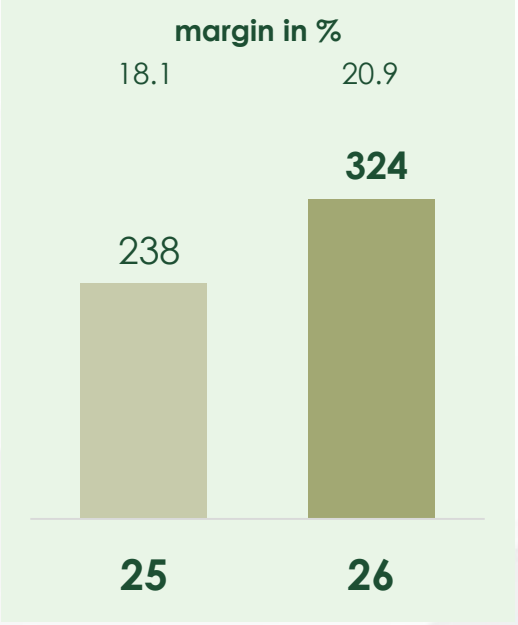


Trading goods

Q3 gross profit (IDR billion)



9M gross profit (IDR billion)



Well-managed cost structure

Cost breakdown (as % of sales)

	2025	9M 26
G & A[1]	3.4%	3.2%
Sales and marketing[1]	17.0%	17.2%
COGS[1]	55.9%	55.8%
Total	**76.3%**	**76.2%**

- Avian Brands maintained effective cost management throughout the first nine months, supporting operational resilience amid a challenging market environment.

COGS breakdown (as % of sales)

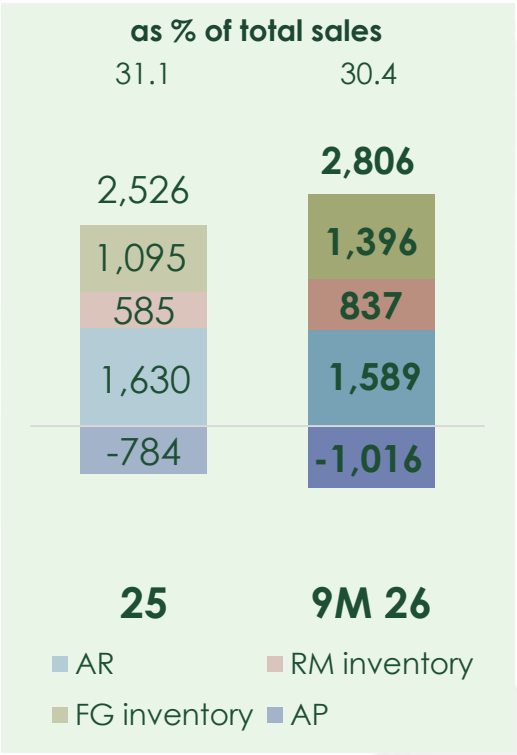
	2025	9M 26
Raw material	25.1%	28.4%
Direct labour	0.8%	0.8%
Factory overhead	2.8%	2.6%
WIP and FG	21.3%	17.3%
Below-the-line (BTL) expenses	5.9%	6.6%
Total	**55.9%**	**55.8%**

- Despite ongoing raw material price volatility, the company's integrated operating model and in-house production capabilities provided greater control over key cost components while supporting continued business growth.

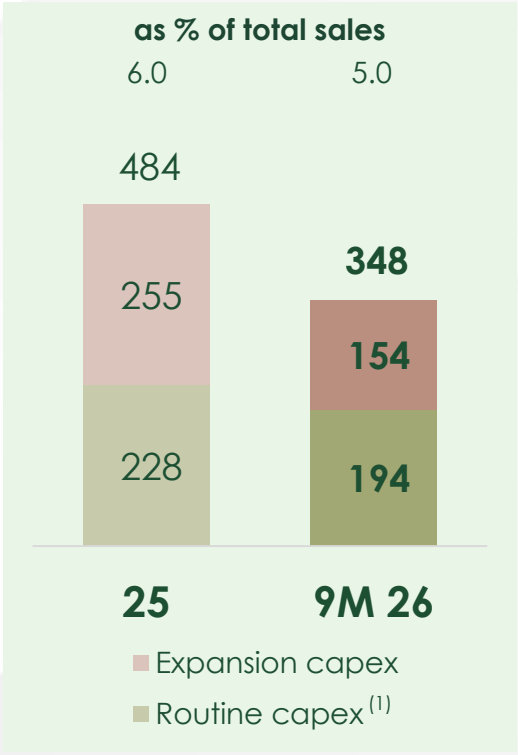
(1) Includes depreciation and amortization

Robust cash-flow generation and AR management

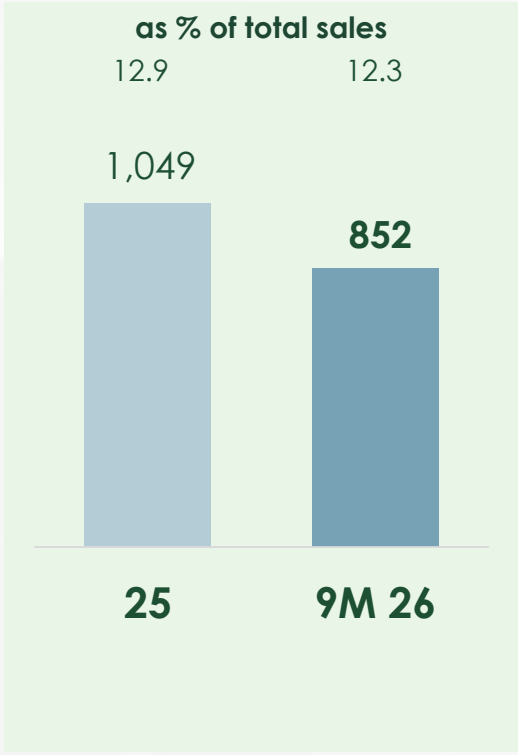
Trade working capital
(IDR billion)



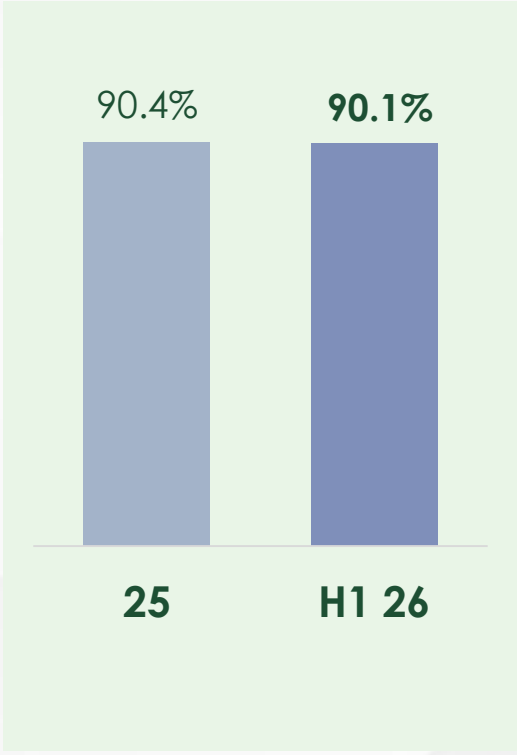
Capital expenditure
(IDR billion)



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

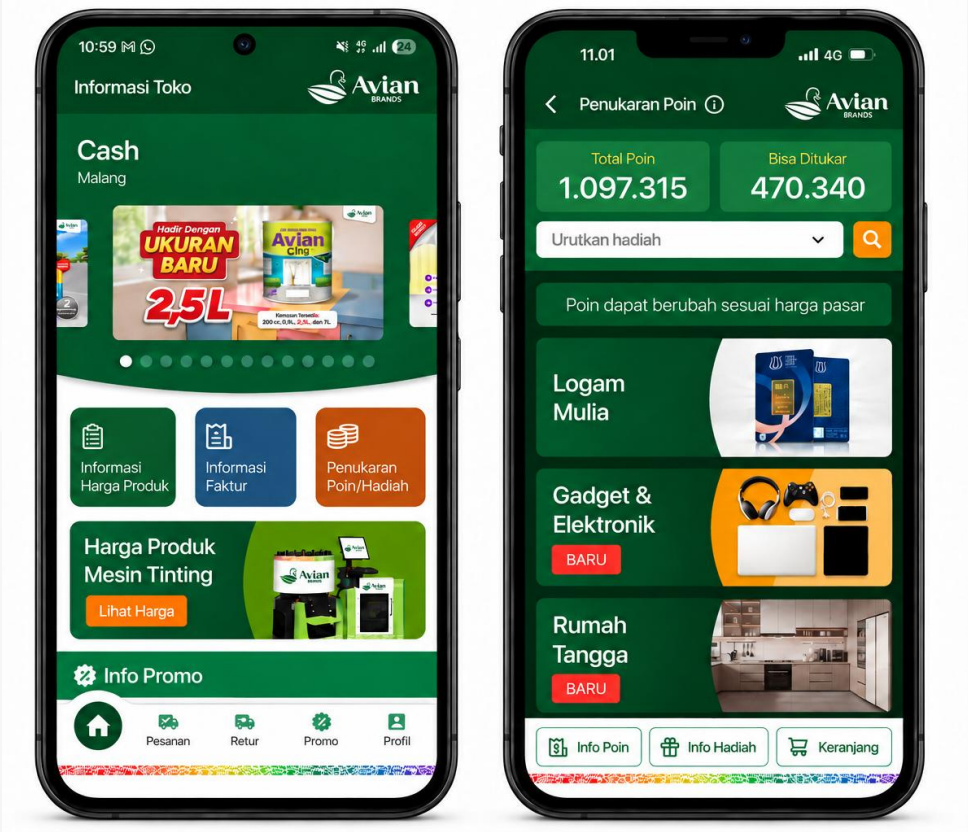
Guidance for 2026

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.
- Optimize internal operations, advance ESG initiatives, and explore AI-driven solutions to enhance productivity.
- Advance the Avian Brands App as an integrated platform for our multi-level loyalty program.



Avian Brands App – A single platform for our multi-level loyalty program