

PT Astra Agro Lestari Tbk (AALI) Investor Newsletter



Executive Summary Full Year 2025

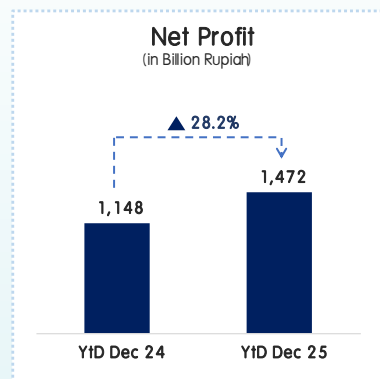
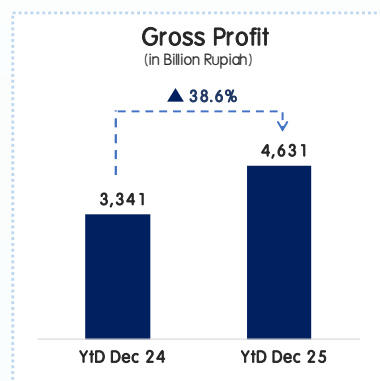
- PT Astra Agro Lestari Tbk delivered a strong operational and financial performance in 2025, supported by higher production volumes and improved operational efficiency, with revenue increased **▲31.4%** year-on-year, leading to a **▲28.2%** increase in Net Profit compared with the previous year.
- Sales of CPO & Derivatives grew **▲13.3%** while kernel & derivatives sales rose **▲15.8%** year-on-year. Export sales recorded a strong **▲24.9%** year-on-year increase, supported by improved global demand and higher average selling prices.
- On the operational side, FFB processed increased **▲5.3%** year-on-year, driving higher CPO production (**▲6.4%**) and kernel production (**▲7.6%**).

Financial Highlight

PT Astra Agro Lestari Tbk delivered a strong financial performance

- Revenue increased by **▲31.4%** Rp28.7 trillion.
- Gross Profit rose **▲38.6%** to Rp4.6 trillion, reflecting improved margins.
- Net Profit also recorded solid growth of **▲28.2%**, reaching Rp 1.47 trillion.

Description	Year to Date December 2024	Year to Date December 2025	Growth Year-on-Year
Revenue (IDR Billion)	21,815	28,655	+31.4%
Gross Profit (IDR Billion)	3,341	4,631	+38.6%
Gross Profit Margin	15.3%	16.2%	+0.9%
Net Profit (IDR Billion)	1,148	1,472	+28.2%
Net Profit Margin	5.3%	5.1%	-0.2%
Assets (IDR Billion)	28,793	27,047	-6.1%
Liabilities (IDR Billion)	5,591	2,889	-48.3%
Equity (IDR Billion)	23,202	24,158	+4.1%
Return On Asset (ROA)	4.0%	5.4%	+1.4%
Return On Equity (ROE)	4.9%	6.1%	+1.2%



Quarterly Movement

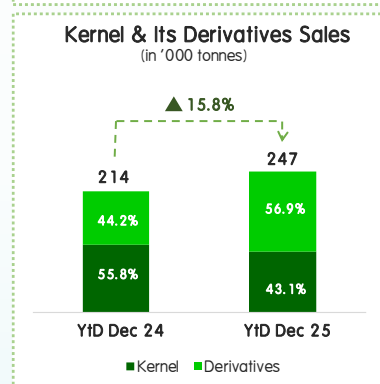
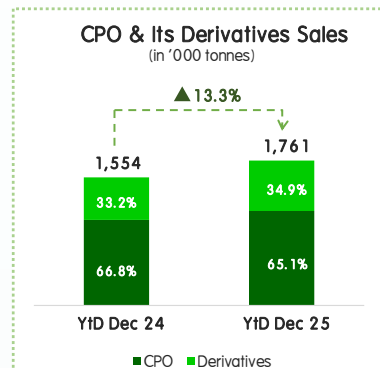
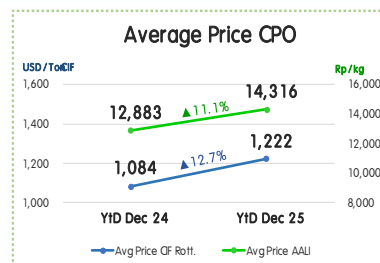
Description	2024				2025			
	3M	6M	9M	12M	3M	6M	9M	12M
Revenue (IDR Billion)	4,800	10,313	16,287	21,815	7,024	14,447	22,119	28,655
Gross Profit (IDR Billion)	582	1,284	2,006	3,341	937	2,248	3,262	4,631
Gross Profit Margin	12.1%	12.4%	12.3%	15.3%	13.3%	15.6%	14.7%	16.2%
Net Profit (IDR Billion)	231	501	801	1,148	277	702	1,070	1,472
Net Profit Margin	4.8%	4.9%	4.9%	5.3%	3.9%	4.9%	4.8%	5.1%

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Operational Highlight

- Production performance strengthened and improved yields, driving CPO and kernel output growth.
- Sales volume improved across products, with CPO & derivatives sales up **▲ 13.3%** and Kernel & derivatives sales increasing **▲ 15.8%** year-on-year
- Export sales of CPO & derivatives rose **▲ 24.9%**, supported by CPO prices.

Description	Year to Date December 2024	Year to Date December 2025	Growth Year-on-Year
PRODUCTION			
FFB Processed (kTon)	5,915	6,231	+5.3%
CPO Production (kTon)	1,125	1,198	+6.4%
Kernel Production (kTon)	234	252	+7.6%
FFB Yield (Ton/ha)	15.54	15.66	+0.8%
Oil Extraction Rate (OER)	19.0%	19.2%	+0.2%
Kernel Extraction Rate (KER)	4.0%	4.0%	+0.1%
SALES			
Local Sales of CPO & Derivatives (kTon)	1,018	1,087	+6.8%
Export Sales of CPO & Derivatives (kTon)	507	633	+24.9%



Quarterly Movement

Description	2024				2025			
	3M	6M	9M	12M	3M	6M	9M	12M
PRODUCTION								
FFB Processed (kTon)	1,246	2,764	4,286	5,915	1,434	3,141	4,608	6,231
CPO Production (kTon)	239	527	813	1,125	270	601	881	1,198
Kernel Production (kTon)	50	111	171	234	56	125	184	252
FFB Yield (Ton/ha)	3.49	7.45	11.28	15.54	3.58	7.73	11.59	15.66
Oil Extraction Rate (OER)	19.2%	19.0%	19.0%	19.0%	18.8%	19.1%	19.1%	19.2%
Kernel Extraction Rate (KER)	4.0%	4.0%	4.0%	4.0%	3.9%	4.0%	4.0%	4.0%
SALES								
Local Sales of CPO & Derivatives (kTon)	249	490	798	1,018	295	575	876	1,087
Export Sales of CPO & Derivatives (kTon)	113	265	374	492	115	274	450	616

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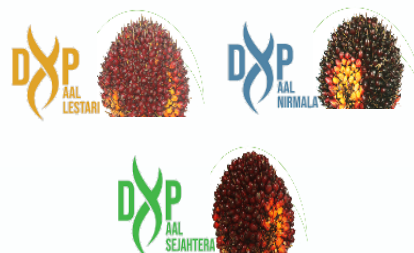
ASTRA AGRO 2025 : Initiatives & Strategic Release

3 New Plant Variety Release

Astra Agro released 3 new superior oil palm seed varieties with strengthened genetic to be moderately resistant to Ganoderma's attack.

1. DxP AAL Nirmala MRG
2. DxP AAL Lestari MRG, and
3. DxP AAL Sejahtera MRG.

These varieties were officially released after being declared to have passed the Plantation Crop Variety Release Hearing by the Directorate General of Plantations, Ministry of Agriculture, in Bogor, on Thursday, May 16, 2025.



Increase in Replanting Area

In a commitment to accelerate plantation age rejuvenation to achieve optimal plantation age and high productivity, in 2025 Astra Agro achieved 5,000 ha of replanting area. This initiative has been successfully implemented since 2024, increasing the replanting area from 4,000 ha/year to 5,000 ha/year.

Astra Agro will continue to prioritize this strategic replanting initiative, balancing operational and financial considerations to ensure sustained performance.



SUSTAINABILITY ASPIRATIONS : Greenhouse Gas (GHG) Emission Reduction



Astra Agro is committed to achieving a 30% reduction in GHG emissions by 2030. In pursuit of this goal, Astra Agro has been constructing Biogas Plant (methane capture) since 2024, and is progressing well as planned with 3 facilities in operation by the end of 2025. The continued rollout of these biogas plants remains a central strategic focus, driving our long-term sustainability and emission reduction goals.

AWARDS & RECOGNITIONS

2025



Feb

- Overall Champion of the Astra Green Company Category at the Astra Corporate Affairs Award
- Best Stock Awards 2025 - Investor Trust & Infovesta Utama

Apr

- The Best Corporate Emission Reduction Transparency Awards 2025 - Investor Trust

May

- SPS Awards category the Best E-Magz Corporate - Serikat Perusahaan Pers

Jul

- 1st Winner Paritrana Pertanian, Peternakan, Perkebunan dan Perikanan - BPJS Ketenagakerjaan

Aug

- Indonesia Best Workplace Awards 2025 - Warta Ekonomi Grup
- Anugerah Ekonomi Hijau (Appreciation for the Commitment to Reducing Greenhouse Gas Emissions in the Plantation Sector) - Detikcom

Sep

- The Best Sustainability & Resilience Mid Cap - Indonesian Institute for Corporate Directionship (IICD)
- ESG Awards for the Plantation Sector, winner of the Social Pillar category - Katadata Media

Oct

- Social Pillar Award – Education for All Advocate at the ESG Now Awards 2025 - Republika

Nov

- Best Corporate for Eco-Friendly Product Innovation to Support the Reduction of GHG Emission – SIGREEN 2025
- Women In SDGs Action Award 2025 for Astra Agro Director – Harian Bisnis
- Anugerah Bisnis dan HAM Indonesia 2025 - SETARA Institute



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