



Executive Summary

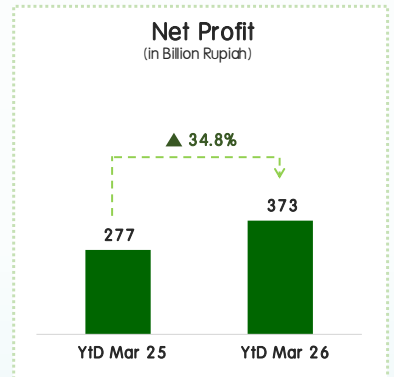
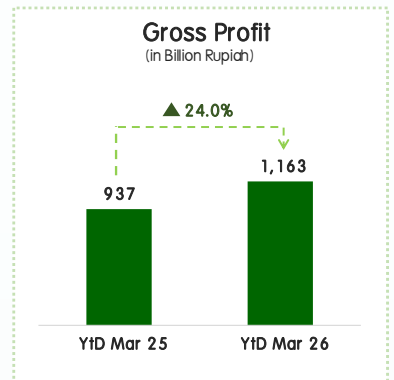
- PT Astra Agro Lestari Tbk reported solid 3M 2026 results, with Revenue increasing **▲6.8%** YoY to Rp7.5 trillion. Profitability outpaced top-line growth, as Gross Profit rose **▲24.0%** YoY and Net Profit grew **▲34.8%** YoY, driven by margin expansion and improved cost efficiency.
- Oil Extraction Rate (OER) increased to 19.5% in 3M26, representing a **▲0.6%** YoY improvement driven by operational excellence.
- Sales performance remained strong, with CPO & derivatives up **▲6.3%** YoY, and Kernel & derivatives up **▲9.8%** YoY, supported by robust export growth (**▲14.6%** YoY) and stronger CPO prices.

Financial Highlight

PT Astra Agro Lestari Tbk delivered a solid financial performance in 3M 2026:

- Revenue increased by **▲6.8%** YoY to Rp7.5 trillion, reflecting stable operational performance.
- Gross Profit rising **▲24.0%** YoY to Rp1.2 trillion.
- Net Profit surged **▲34.8%** YoY to Rp373 billion

Description	3M 2026	3M 2025	Growth Year-on-Year
Revenue (IDR Billion)	7,502	7,024	+6.8%
Gross Profit (IDR Billion)	1,163	937	+24.0%
Gross Profit Margin	15.5%	13.3%	+2.2%
Net Profit (IDR Billion)	373	277	+34.8%
Net Profit Margin	5.0%	3.9%	+1.0%
Assets (IDR Billion)	27,893	29,753	-6.3%
Liabilities (IDR Billion)	3,360	6,292	-46.6%
Equity (IDR Billion)	24,534	23,462	+4.6%
Return On Asset (ROA)	5.4%	3.7%	+1.6%
Return On Equity (ROE)	6.1%	4.7%	+1.4%



Quarterly Movement

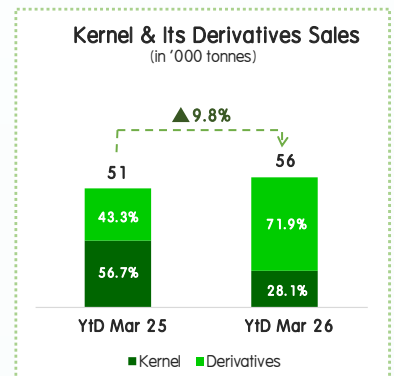
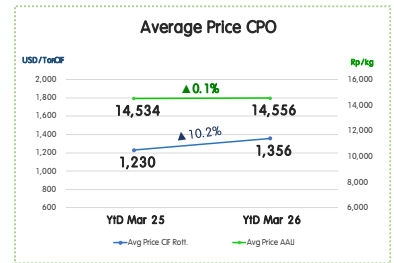
Description	2025				2026
	3M	6M	9M	12M	3M
Revenue (IDR Billion)	7,024	14,447	22,119	28,655	7,502
Gross Profit (IDR Billion)	937	2,248	3,262	4,631	1,163
Gross Profit Margin	13.3%	15.6%	14.7%	16.2%	15.5%
Net Profit (IDR Billion)	277	702	1,070	1,472	373
Net Profit Margin	3.9%	4.9%	4.8%	5.1%	5.0%

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Operational Highlight

- Operational improvements drove the Oil Extraction Rate (OER) to 19.5% in 3M26, representing a **▲ 0.6%** YoY increase
- Sales volume improved, with CPO & derivatives up **▲ 6.3%** YoY and Kernel & derivatives up **▲ 9.8%** YoY.
- Export sales of CPO & derivatives rose **▲ 14.6%** YoY, supported by stronger CPO prices.

Description	3M 2026	3M 2025	Growth Year-on-Year
PRODUCTION			
FFB Processed (kTon)	1,328	1,434	-7.4%
CPO Production (kTon)	258	270	-4.3%
Kernel Production (kTon)	55	56	-1.9%
Oil Extraction Rate (OER)	19.5%	18.8%	+0.6%
Kernel Extraction Rate (KER)	4.1%	3.9%	+0.2%
SALES			
Local Sales of CPO & Derivatives (kTon)	315	306	+3.0%
Export Sales of CPO & Derivatives (kTon)	142	124	+14.6%



Quarterly Movement

Description	2025				2026
	3M	6M	9M	12M	3M
PRODUCTION					
FFB Processed (kTon)	1,434	3,141	4,608	6,231	1,328
CPO Production (kTon)	270	601	881	1,198	258
Kernel Production (kTon)	56	125	184	252	55
Oil Extraction Rate (OER)	18.8%	19.1%	19.1%	19.2%	19.5%
Kernel Extraction Rate (KER)	3.9%	4.0%	4.0%	4.0%	4.1%
SALES					
Local Sales of CPO & Derivatives (kTon)	306	595	906	1,128	315
Export Sales of CPO & Derivatives (kTon)	124	288	467	633	142

PT Astra Agro Lestari Tbk (AALI) Investor Newsletter

Corporate Highlight

Annual General Meeting of Shareholders (AGMS) 2025

Astra Agro held its AGMS and secured approval for five key agenda items: the 2025 annual report, profit allocation, changes in the Board of Directors, management remuneration, and the appointment of an external auditor. Shareholders also approved a dividend distribution of Rp881.5 billion (Rp458 per share), representing around 60% of net profit. The meeting also ratified changes to the Board due to the retirement of one of the Directors.



Public Expose 2026

Astra Agro conducted a Public Expose as a platform to communicate the Company's business developments and future direction. The event was held at Catur Dharma Hall, Menara Astra, and attended by various participants, including journalists and analysts. Management outlined key strategies, including improving productivity, enhancing operational efficiency, and strengthening sustainability implementation in response to dynamic industry conditions. The presentation also highlighted how the Company is preparing to navigate market volatility through disciplined cost management and asset optimization.

Training for Smallholders

In collaboration with the Council of Palm Oil Producing Countries (CPOPC), Astra Agro conducted a Good Agricultural Practices (GAP) training program for independent smallholders in Pasangkayu, West Sulawesi. The program focused on enhancing technical capabilities and promoting efficient and sustainable farming practices. This initiative reflects the Company's commitment to strengthening smallholder capacity, supporting sustainable supply chains and improving plantation productivity.



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