PT Astra Agro Lestari Tbk (AALI)
Investor Newsletter



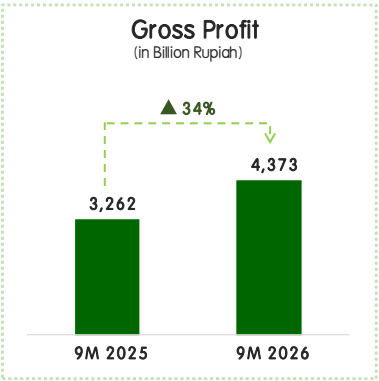
Executive Summary

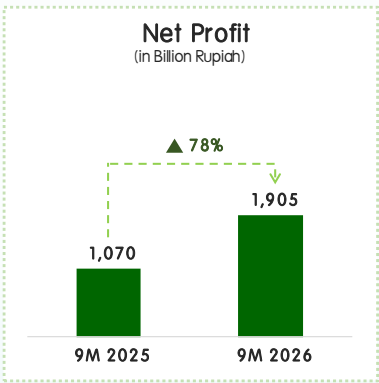
- PT Astra Agro Lestari Tbk delivered solid performance in 9M 2026, as Revenue increased by 7.2% YoY to Rp23.7 trillion.
- Operational performance also improved in 9M 2026. FFB processed increased by 2.6% YoY to 4.7 million tonnes, while CPO production rose by 5.3% YoY to 928 thousand tonnes.
- OER and KER improved to 19.6% and 4.2%, respectively, reflecting better extraction performance.

Financial Highlight

- Revenue increased by 7.2% YoY to Rp23.7 trillion in 9M 2026, supported by favorable selling prices.
- Gross Profit grew by 34% YoY to Rp4.4 trillion, while Net Profit surged by 78% YoY to Rp1.9 trillion.
- Profitability improved, as reflected in higher ROA and ROE, alongside growth in total Assets to Rp30.2 trillion and Equity to Rp25.0 trillion.

Description	9M 2026	9M 2025	Growth Year-on-Year
Revenue *(IDR Billion)*	23,714	22,119	+7.2%
Gross Profit *(IDR Billion)*	4,373	3,262	+34.0%
Gross Profit Margin	*18.4%*	*14.7%*	*+3.7%*
Net Profit *(IDR Billion)*	1,905	1,070	+78.0%
Net Profit Margin	*8.0%*	*4.8%*	*+3.2%*
Assets *(IDR Billion)*	30,175	27,963	+7.9%
Liabilities *(IDR Billion)*	5,183	4,265	+21.5%
Equity *(IDR Billion)*	24,992	23,698	+5.5%
Return On Asset (ROA)	9.2%	5.2%	+4.0%
Return On Equity (ROE)	10.6%	6.2%	+4.4%





Quarterly Movement

Description	2025				2026		
	3M	6M	9M	12M	3M	6M	9M
Revenue *(IDR Billion)*	7,024	14,447	22,119	28,655	7,502	15,259	23,714
Gross Profit *(IDR Billion)*	937	2,248	3,262	4,631	1,163	2,529	4,373
Gross Profit Margin	*13.3%*	*15.6%*	*14.7%*	*16.2%*	*15.5%*	*16.6%*	*18.4%*
Net Profit *(IDR Billion)*	277	702	1,070	1,472	373	1,099	1,905
Net Profit Margin	*3.9%*	*4.9%*	*4.8%*	*5.1%*	*5.0%*	*7.2%*	*8.0%*

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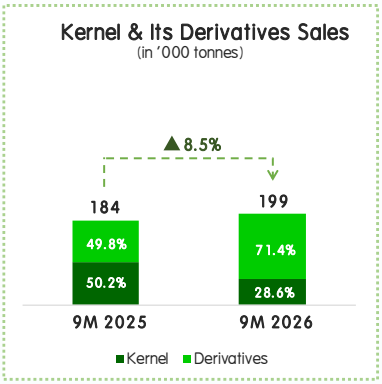
Operational Highlight

- Operational efficiency improved in 9M 2026, with the Oil Extraction Rate (OER) reaching 19.6% and the Kernel Extraction Rate (KER) at 4.2%.
- Fresh Fruit Bunches (FFB) processed increased by 2.6% YoY, while CPO production rose by 5.3% YoY.
- Sales of Kernel and Derivatives increased by 8.5% YoY to 199 thousand tonnes, supported by higher demand for kernel-based products.

Description	9M 2026	9M 2025	Growth Year-on-Year
PRODUCTION			
FFB Processed *(kTon)*	4,728	4,608	+2.6%
CPO Production *(kTon)*	928	881	+5.3%
Kernel Production *(kTon)*	198	184	+7.9%
Oil Extraction Rate (OER)	19.6%	19.1%	+0.5%
Kernel Extraction Rate (KER)	4.2%	4.0%	+0.2%
SALES			
Local Sales of CPO & Derivatives *(kTon)*	894	906	-1.3%
Export Sales of CPO & Derivatives *(kTon)*	457	467	-2.0%







Quarterly Movement

Description	2025				2026		
	3M	6M	9M	12M	3M	6M	9M
PRODUCTION							
FFB Processed *(kTon)*	1,434	3,141	4,608	6,231	1,328	3,014	4,728
CPO Production *(kTon)*	270	601	881	1,198	258	588	928
Kernel Production *(kTon)*	56	125	184	252	55	125	198
Oil Extraction Rate (OER)	18.8%	19.1%	19.1%	19.2%	19.5%	19.5%	19.6%
Kernel Extraction Rate (KER)	3.9%	4.0%	4.0%	4.0%	4.1%	4.2%	4.2%
SALES							
Local Sales of CPO & Derivatives *(kTon)*	306	595	906	1,128	315	630	894
Export Sales of CPO & Derivatives *(kTon)*	124	288	467	633	142	268	457

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Corporate Highlight

RSPO Grants Full Membership to Astra Agro, Advancing Its Sustainability Journey



The Roundtable on Sustainable Palm Oil (RSPO) has officially granted full membership to PT Astra Agro Lestari Tbk (Astra Agro), marking an important milestone in the Company's sustainability journey.

We are very pleased with the outcome of this two-year process of qualifying for membership. It is a major milestone for us, and we now embark on the road to full certification. While membership is the first step—and a major one—we look forward to joining palm oil producers with the highest sustainability criteria in due course.

We believe the steps we have taken over the last few years in landscape management, conservation, community support, climate impact mitigation, and circularity will serve us well in that journey. As members, we now commit to playing a full role in the RSPO and working with our peers and stakeholders.



Astra Agro Receives 2026 Green Economy Award for Sustainability Innovation

Astra Agro received the 2026 Green Economy Award on September 3, 2026, recognizing its commitment to sustainable plantation practices, environmental management, operational innovation, and community empowerment.

Astra Agro promotes sustainability through methane-capture technology and ASTEMIC biofertilizer, which can reduce chemical fertilizer use by up to 25%. In 2025, greenhouse gas emissions from Scope 1 and Scope 2 were reduced by 35.69% from the 2019 baseline, surpassing the 2030 target of 30%.

This recognition reinforces Astra Agro's commitment to environmental innovation, community development, and long-term business sustainability.

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