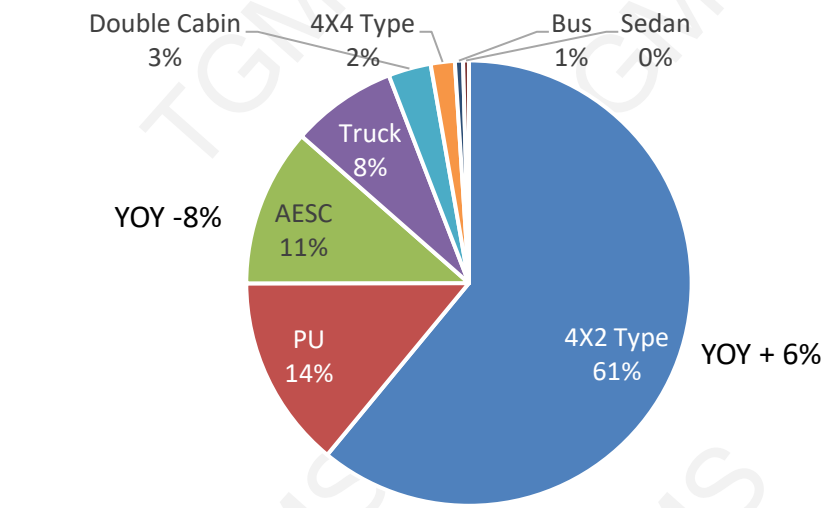


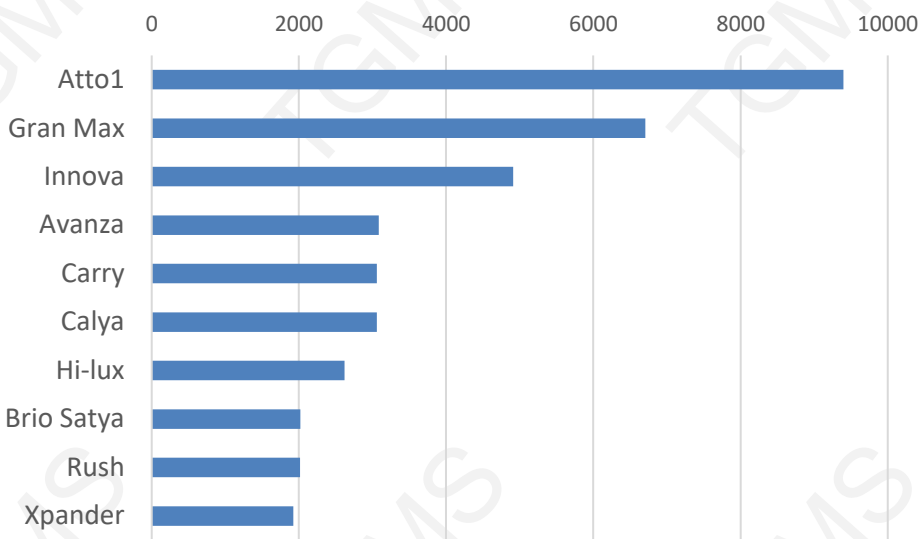
Indonesia Automobile Market Landscape - Oct 2025 YTD)

CY25/10	VS. CY24	VS. Sep	CY25/10YTD	YOY %
74,019	-3.6%	19.2%	635,844	-10.5%

Gaikindo Category Mix (CY25/10)

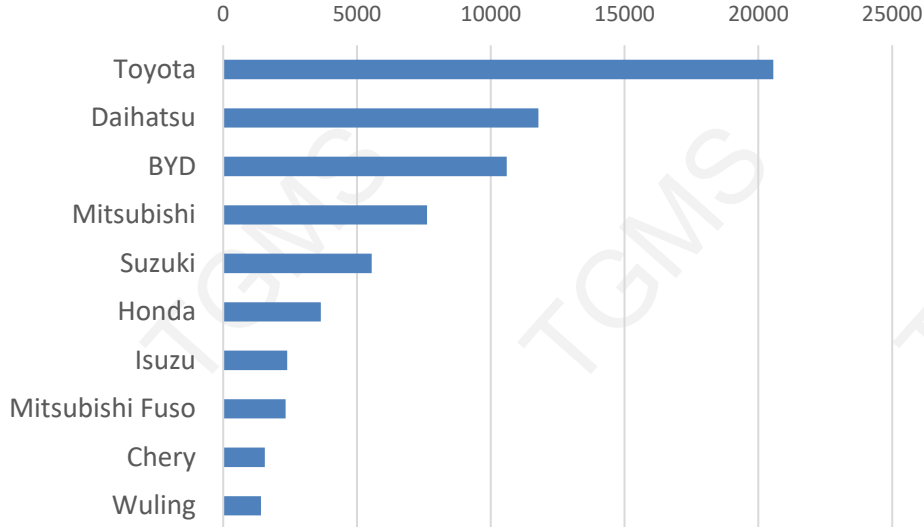


Top 10 Nameplates (CY25/10)

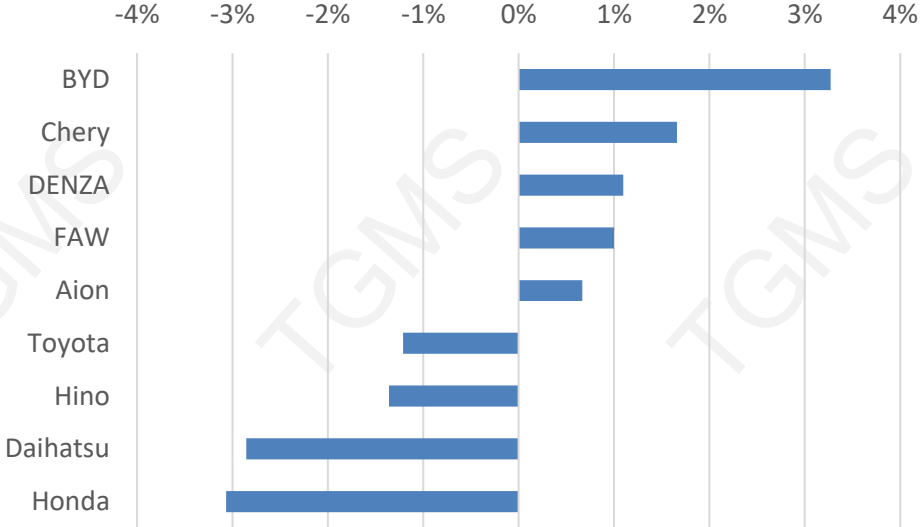


4x2 Type overtook AESC as core volume segment - triggered by new entrants at IDR 190-230M price zone.

Top 10 Brands (CY25/10)

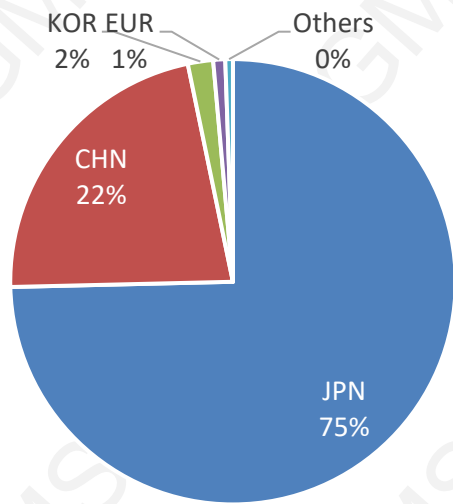


YOY Oct YTD Share Increase/Decrease

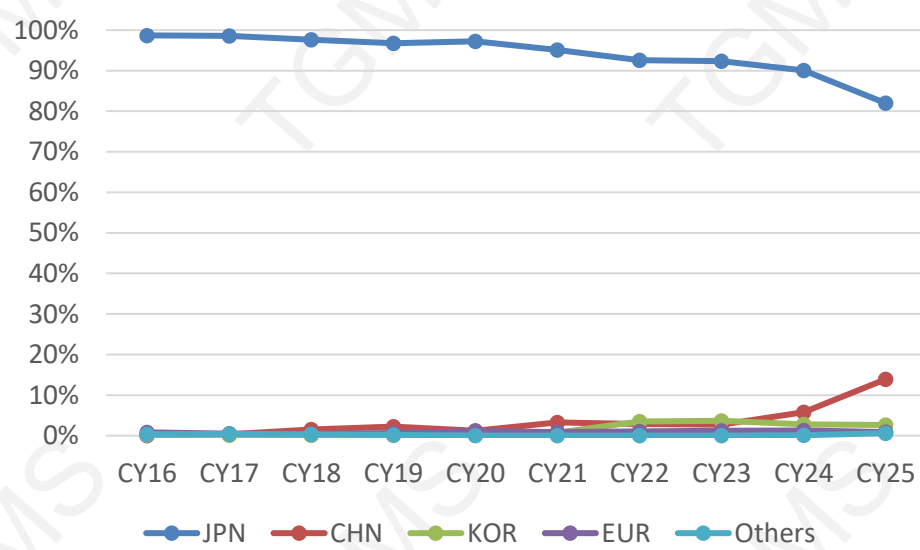


Toyota No.1 followed by Daihatsu / All winners are Chinese brands

Brand Source Of Origin (CY25/10)

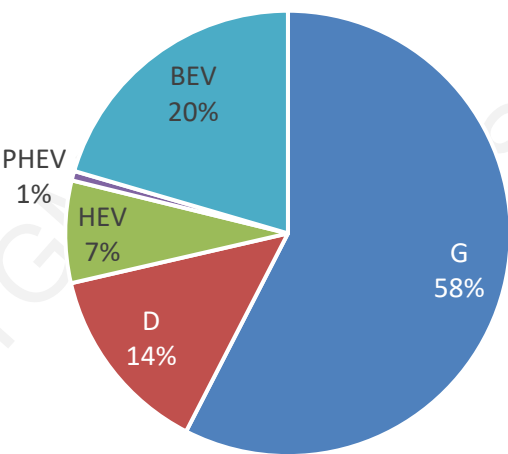


Brand Source Of Origin Mix History

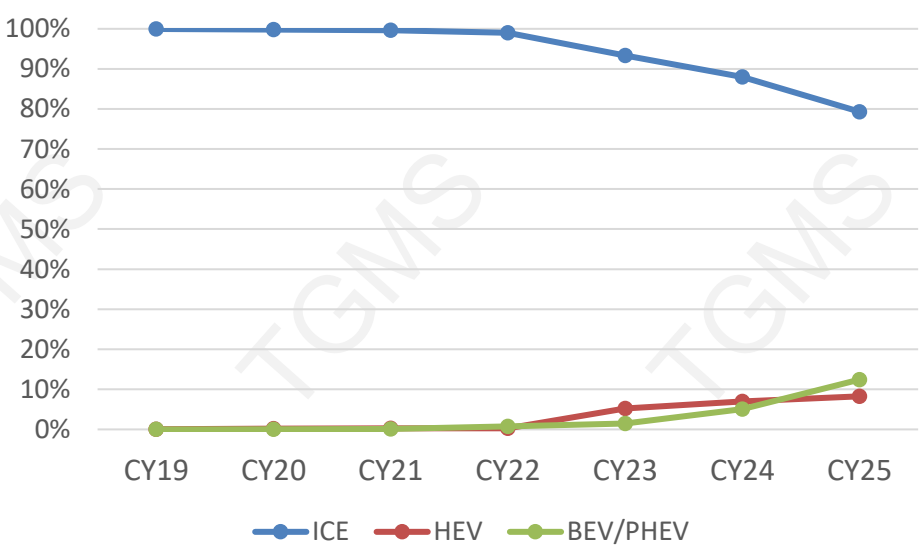


Chinese brands now account for over 22% share, reflecting sustained portfolio refresh and design appeal in mid-price segments.

Propulsion Mix (CY25/10)



Propulsion Mix History



xEV share now at 27% — BEV growth driven by Chinese entrants while HEV momentum remains Japan-led.

Source: GAIKINDO Monthly WS Data (Oct 2025). Compiled by Tomura Global Mobility Strategy.