

12 March 2025

muted earnings growth ahead.

RHB**4** 

# Astra International (ASILIJ)

## A Muted Outlook; Downgrade To NEUTRAL

Consumer Cyclical | Auto & Autoparts

# Neutral (from Buy)

Target Price (Return):	IDR5,200 (8.3%)
Price (Market Cap):	IDR4,800 (USD11,842m)
ESG score:	3.0 (out of 4)
Avg Daily Turnover (IDR/USD)	143,034m/8.78m

## Analyst

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# • Soft auto sector outlook persists; a slight recovery ahead. Our FY25 4W domestic sales volume target is set at 850k (-1.8% YoY), owing to continued weak purchasing power and limited tax incentives for the 4W segment. The Government has waived the vehicle ownership transfer fee (BBNKB). While this should support secondary market demand, it could intensify the competition between used and new vehicles, as new car prices are rising further due to higher VAT and the upcoming Opsen tax. We are more optimistic on 2W domestic sales volumes in FY25 (6.4m units; +1.05% YoY), given the supportive commodity prices (especially CPO; see our regional report) and another successful harvest season (especially in Java). We expect ASII to maintain its market share in the 2W (78%) and 4W (55%) segments. We also expect higher contribution from more expensive cars (higher sales of Innova vs Avanza) as a catalyst for higher blended ASPs in the 4W space.

• D/G to NEUTRAL (from Buy), new IDR5,200 TP (from IDR6,300), 8% upside

and c.8% yield. We are conservative on the outlook for the automotive

sector, given the muted sales volume target for 4-wheelers (4W), although

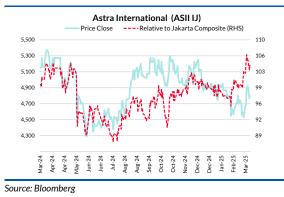
there is slight optimism on 2-wheelers (2W). The financing and heavy

equipment (HE) divisions should provide steady support for FY25-26F net profit. We still like ASII as a dividend play, as its current valuation is fair, with

- **Conservative targets for other segments.** We have not seen significant positive catalysts for the other two major contributors to ASII's net profit, which are the financing and HE segments (see our <u>report</u>). However, we still believe the financing segment will be able to support ASII's performance, owing to steady demand for 2W and used car financing.
- Fair valuation; we prefer ASII as a dividend play. We pare down FY25 and FY26 forecasts by 1.9% and 6.4%, while also introducing our FY27F numbers. Our new TP of IDR5,200 implies 6.2x FY25 P/E. We see ASII as a dividend play, as it offers an attractive c.8% FY25F yield. However, current valuation at 5.7x FY25 P/E (slightly below -1SD from its 3-year mean) is fair, considering its limited earnings growth over the next 2-3 years. Our TP includes a 0% ESG discount/premium based on ASII's ESG score of 3.0, which is in line with the country median.
- **Risks** include lower-than-expected auto sales volumes and commodity prices, and unfavourable changes in government regulations.

Share	Performance	(%)
		· ~ /

	YTD	1m	3m	6m	12m
Absolute	(2.1)	4.1	(8.6)	(4.5)	(6.8)
Relative	5.5	3.9	3.7	11.2	4.5
52-wk Price lo	w/high (ID	R)		4,290 -	-5,375



Forecasts and Valuation	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Total turnover (IDRbn)	316,565	330,920	332,079	332,613	335,979
Operating profit (IDRbn)	44,268	42,202	43,734	44,535	44,255
Reported net profit (IDRbn)	33,998	34,189	33,891	34,964	35,193
Net profit growth (%)	11.5	0.6	(0.9)	3.2	0.7
P/E (x)	5.7	5.7	5.7	5.6	5.5
Р/В (х)	1.0	0.9	0.9	0.9	0.9
Dividend Yield (%)	13.5	10.8	8.3	7.4	7.5
Return on average equity (%)	17.3	16.5	15.8	16.1	16.1
Net debt to equity (%)	25.6	24.0	25.1	26.3	27.4

Source: Company data, RHB

See important disclosures at the end of this report



G Score: 3.0 (GOOD)

Please refer to the ESG analysis on the next page



# **Emissions And ESG**

## Trend analysis

Various efforts and initiatives throughout 2022 have succeeded in increasing ASII's sustainability and ESG assessment ratings from several global institutions, such as Sustainalytics, which improved from 42.9 (Severe Risk) to 34.4 (High Risk), with an increase in ranking from 66th to 18th in the Industrial Conglomerate category.

Emissions (tCO2e)	Dec-21	Dec-22	Dec-23	Dec-24
Scope 1	3,875,278	4,387,685	na	na
Scope 2	436,806	471,416	na	na
Scope 3	na	na	na	na
Total emissions	4,312,084	4,859,101	na	na

Latest ESG-Related Developments

In 2022, ASII carried out several corporate actions in line with the Sustainable Development Goals (SDGs) Indonesia, such as equity participation in Medikaloka Hermina (HEAL IJ), one of the biggest hospital groups in Indonesia, and Arkora Hydro (ARKO IJ), a public listed hydropower plant company.

ASII also invested in local start-ups including Halodoc, GoTo, Paxel and Sayurbox to bring added value to Astra Group's ecosystem.

The company has increased its renewable energy mix to 43% of total energy consumption.

# **ESG Unbundled**

## Overall ESG Score: 3.0 (out of 4)

Last Updated: 30 November 2024

## E Score: 3.0 (GOOD)

ASII was included on Indonesia's main ESG indexes (IDX ESG Leaders and SRI-KEHATI) for its environmental awareness. One of the innovations conducted by its colleagues (Toyoda Gosei Safety Systems Indonesia) has been able to reduce 607 kg of plastics and minimise the cost of plastics by up to 67% through a redesign of the steering wheel assembly process.

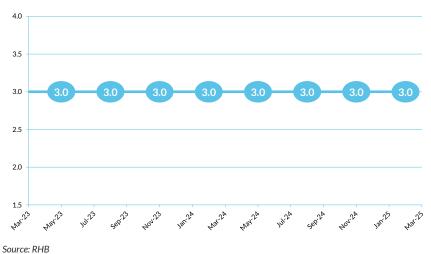
## S Score: 3.0 (GOOD)

ASII is actively engaged in corporate social responsibility activities, which often involves – but are not limited to – safety and environmental awareness campaigns.

## G Score: 3.0 (GOOD)

The company regularly conducts shareholders meetings and ensures equal distribution of public information to all stakeholders. ASII has received numerous awards for its governance practices, including FinanceAsia's 2020 Asia's Best Companies.

# **ESG Rating History**



See important disclosures at the end of this report

# **Financial Exhibits**

## Consumer Cyclical | Auto & Autoparts

Asia	Financial Summary (IDR)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
Indonesia Consumer Cyclical	EPS	836	841	837	864	869
Astra International	DPS	650	519	399	357	359
ASILIJ	BVPS	4,907	5,265	5,329	5,373	5,421
Neutral	Return on average equity (%)	17.3	16.5	15.8	16.1	16.1
Valuation basis		1/10	1010	1010	1011	10.1
SOP. We value ASII's automotive division based on DCF	Valuation Metrics	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
and P/E valuations. The valuations of its heavy	P/E (x)	5.7	5.7	5.7	5.6	5.5
equipment, agribusiness, and auto parts businesses are based on our TPs for the related stocks.	P/B (x)	1.0	0.9	0.9	0.9	0.9
	Dividend Yield (%)	13.5	10.8	8.3	7.4	7.5
Key drivers						
i. Recovery of vehicle sales; ii. Higher commodity prices especially for coal, gold	Income Statement (IDRbn)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
and CPO;	Total turnover	316,565	330,920	332,079	332,613	335,979
<ul><li>iii. Higher mining production;</li><li>iv. Lower input cost.</li></ul>	Gross profit	73,310	73,557	74,334	72,771	73,657
W. Lower input cost.	Operating profit	44,268	42,202	43,734	44,535	44,255
Key risks	Pre-tax profit	54,729	53,159	54,080	55,421	55,708
<ul> <li>i. Lower-than-expected auto sales volumes;</li> <li>ii. Lower commodity prices;</li> </ul>	Taxation	(10,228)	(9,735)	(10,816)	(11,084)	(11,142)
iii. Unfavourable changes in government	Reported net profit	33,839	34,051	33,891	34,964	35,193
regulations.	Recurring net profit	33,998	34,417	33,891	34,964	35,193
Company Profile						
Astra International is a conglomerate with businesses in	Cash Flow (IDRbn)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
the automotive, heavy equipment, agribusiness, financial services, information technology and	Change in working capital	(5,174)	(5,792)	345	(292)	(521)
infrastructure sectors.	Cash flow from operations	43,683	46,181	55,201	55,637	55,637
	Capex	(18,425)	(19,162)	(16,384)	(21,424)	(21,467)
	Cash flow from investing activities	(46,948)	(19,108)	(18,740)	(23,828)	(23,918)
	Dividends paid	(26,314)	(20,998)	(12,201)	(10,489)	(10,558)
	Cash flow from financing activities	(31,283)	(24,375)	(20,112)	(13,501)	(13,931)
	Cash at beginning of period	30,980	(3,568)	(870)	15,479	33,787
	Net change in cash	10,156	52,007	48,341	31,041	11,803
	Ending balance cash	41,136	48,439	47,470	46,521	45,590
	Delement (IDDhm)	Dec 22	Dec 24	Dec 255	Dec 2/5	Dec 275
	Balance Sheet (IDRbn)	Dec-23	Dec-24	Dec-25F	Dec-26F	Dec-27F
	Total cash and equivalents	41,136	48,439	47,470	46,521	45,590
	Tangible fixed assets	99,834	111,200	113,424	115,692	118,006
	Total assets	445,679	472,925	479,627	487,159	495,117
	Short-term debt	6,613	11,824	12,060	12,302	12,548
	Total long-term debt	53,303	50,192	51,196	52,220	53,264
				205 450		213,758
	Total liabilities	195,261	201,429	205,458	209,567	210,750
	Total liabilities Total equity	195,261 198,640	201,429 213,165	205,458 215,746	209,567 217,512	
						219,475
	Total equity	198,640	213,165	215,746	217,512	219,475 219,475 495,117 Dec-27F
	Total equity Total liabilities & equity	198,640 445,679	213,165 472,925	215,746 479,534	217,512 487,159	219,475 495,117

Source: Company data, RHB

21.9

13.2

10.5

27.4

21.9

13.4

10.5

26.3

22.4

13.2

10.2

25.1

22.2

12.8

10.3

24.0

23.2

14.0

10.7

25.6

Gross margin (%)

Net gearing

Operating margin (%)

Net profit margin (%)

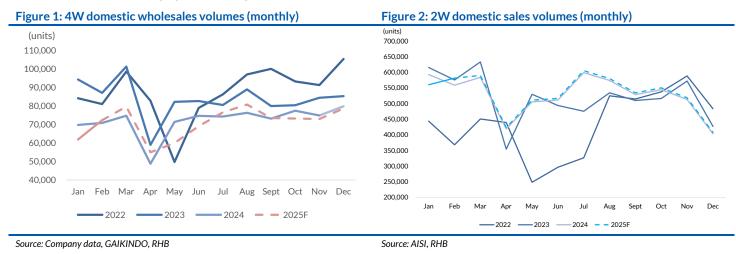
## Astra International

## Indonesia Company Update

## Consumer Cyclical | Auto & Autoparts

## 12 March 2025

As of 2M25, 2W and 4W domestic sales volumes are in line with our expectations. The Association of Indonesia Automotive Industries (Gaikindo) revealed that in Feb 2025, 4W domestic wholesale volumes were at 72.2k units (+16.9% MoM, +2.2% YoY), bringing the 2M25 figure to 134.1k units (-5% YoY). We believe the higher MoM figure was due to pent-up demand as consumers postponed purchases in January to wait for the new tax incentive regulations. We also note that one of the biggest auto events, the Indonesia International Motor Show (IIMS) 2025 took place in February, and could have been a major driver for higher sales during the month. Meanwhile, February's 2W domestic sales were at 581.2k units (+3.7% MoM, +4% YoY), bringing the 2M25 figure to 1.1m units (-0.8% YoY).



## Figure 3: Earnings revision

	Rev	Revised		Previous		Change	
	2025F	2026F	2025F	2026F	2025F	2026F	
Revenue (IDRbn)	332,079	332,613	329,720	340,300	0.7	(2.3)	
EBIT (IDRbn)	43,734	44,535	42,979	45,692	1.8	(2.5)	
Net profit (IDRbn)	33,891	34,964	34,551	37,340	(1.9)	(6.4)	
Margin							
EBIT	13.2	13.4	13.0	13.4			
NPM	10.2	10.5	10.5	11.0			
ROE (%)	15.8	16.1	17.4	18.5			

Source: Company data, RHB

## Figure 4: SOP valuation

	Number of shares (m)	FV	Market value	ASII's stake	ASII value	Contribution
Astra Agro Lestari (AALI)	1,925	6,150	11,836,833	79.7%	9,431,589	4%
Astra Graphia (ASGR)	1,349	900	1,213,902	76.9%	933,127	0%
United Tractors (UNTR)	3,730	33,000	123,093,300	59.5%	73,240,514	35%
Astra Otoparts (AUTO)	8,676	2,550	22,122,525	80.0%	17,698,020	8%
	BV, IDRm	PBV, x				
Astra Sedaya Finance (ASF)	14,211,980	2	27,002,762	100.0%	27,002,762	13%
FIF Group	15,101,900	2	28,693,610	100.0%	28,693,610	14%
ASII parent			53,452,980		53,452,980	25%
Total equity value (IDRm)	210,452,601					
Shares (m)	40,484					
ESG premium (discount)	0%					
NAV/share, IDR	5,198					

Source: RHB

# Indonesia Company Update

## Consumer Cyclical | Auto & Autoparts

# **Recommendation Chart**



Date	Recommendation	Target Price	Price
2024-11-04	Buy	6,300	5,125
2024-03-14	Buy	6,000	5,275
2023-11-27	Buy	7,100	5,625
2023-11-01	Buy	7,750	5,800
2023-02-28	Buy	7,750	6,100
2022-03-06	Buy	7,650	5,625
2022-03-01	Buy	7,650	5,700
2021-10-29	Buy	7,650	6,025
2021-02-26	Buy	6,900	5,400
2020-12-01	Buy	6,900	5,550
2020-11-19	Buy	6,900	5,725
2020-10-11	Buy	6,000	4,740
2020-08-13	Buy	6,200	5,400
2020-06-01	Buy	5,250	4,770
2020-04-28	Buy	4,600	3,740

Source: RHB, Bloomberg

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Trading Buy:	Share price may exceed 15% over the next 3 months, however longer-
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Neutral:	Share price may fall within the range of +/- 10% over the next
	12 months
Take Profit:	Target price has been attained. Look to accumulate at lower levels
Sell:	Share price may fall by more than 10% over the next 12 months
Not Rated:	Stock is not within regular research coverage

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- d) Managing or jointly with other parties managing such parties as referred to in

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