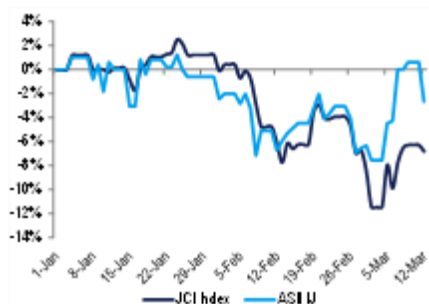


Sector Index Performance

	3M	6M	12M
Absolute	-7.4%	-5.5%	-7.4%
Relative to JCI	3.2%	9.0%	3.2%



Summary Valuation Metrics

	2025F	2026F	2027F
P/E (x)			
ASII IJ	6.1	6.2	6.0
P/BV (x)			
ASII IJ	0.9	0.8	0.7
Div. Yield			
ASII IJ	8.3%	7.8%	7.8%

A bumpy 4W market outlook

- We expect FY25F 4W wholesale volume to remain muted and potentially decline further in FY26F due to full opsen tax implementation.
- On a more positive note, we expect the 2W volume outlook to continue growing due to better affordability in the segment.
- We downgrade our sector call to Neutral due to the muted 4W outlook.

Anticipating a muted 4W volume outlook

In FY24, national 4W wholesale volume declined by -14% yoy which we attribute to an election-year wait-and-see approach and sluggish purchasing power, especially in the middle-lower segment. Additionally, limited new ICEV model launches in FY24 further constrained growth. Our observation indicated a consumer shift toward used cars, as evidenced by used car loan growth in the multifinance sector rising +12% yoy, outpacing new car loan growth of +2%; OLX (one of the largest used car marketplaces) saw its volume improve by more than double in FY24, and by Astra Otoparts' (AUTO IJ, non-rated) trading business growing 10% suggesting rising demand in parts replacement due to higher used car usage. In FY25F, considering the partial postponement of opsen tax implementation, weak purchasing power, and limited new ICEV model launches, we expect flat yoy 4W domestic wholesale volume at c. 866k units. In FY26F, with full opsen tax implementation in 38 provinces, we anticipate a further 10% yoy decline in 4W wholesale volume to 779k units, in-line with Gaikindo's expectation. We project a recovery in FY27F, with volume improving by 5% yoy, assuming better purchasing power.

ASII market share could potentially decline

On conservative grounds, we now assume ASII's market share could decline to 54.3% in FY25F (vs. 55.8% in FY24). Our assumption factors in: 1) the full-year impact of BYD sales volume recording (which began in Jun24); 2) likely stronger purchasing power in the middle-to-upper segment versus the middle-to-lower segment, which typically exhibits greater interest in purchasing BEVs; 3) BYD's plan to launch more products in Indonesia, i.e. Sealion 7 in Feb25 and another launch could take place in 2H25F. We estimate BYD volume could increase by 206% yoy in FY25F; 4) no affordable hybrid launching.

A more robust 2W growth outlook

In FY25–27F, we assume that 2W wholesale volume could still grow by 2% yoy p.a. and Honda to retain a 77% market share p.a. Our FY25F volume estimate aligns with AISI's median target of 6.4-6.7 mn (1-6% yoy). We anticipate a more robust long-term outlook, supported by greater affordability and government initiatives, particularly in strengthening the agricultural sector for food and energy security, which may in turn, supporting 2W demand.

Downgrading our sector call to Neutral

We transfer the auto coverage and downgrade our sector call to Neutral, primarily due to the muted 4W wholesale volume outlook. Potential downside risks to 4W volume is the earlier full implementation of opsen tax. Potential upside risks to the 4W volume outlook are recovery in purchasing power, launching of affordable hybrid models, or lower used car supply turns. Concurrently, we see potential downside risks in production and export could stem from the Philippines' localization initiative, with potential upside risk if export demand emerges following higher U.S. tariff implementations.

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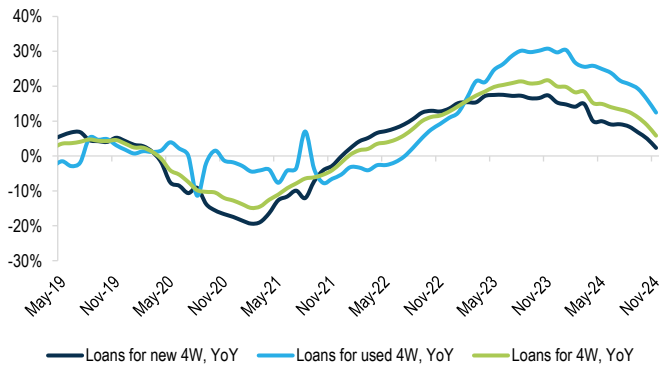
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Anticipating a muted 4W volume outlook

Soft purchasing power challenged new car demand

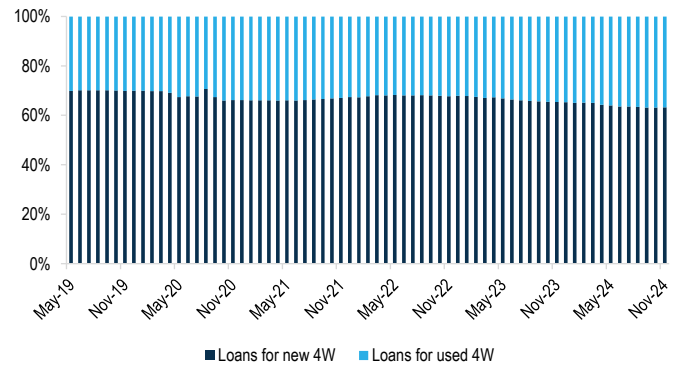
In FY24, 4W national wholesale volume was 866k units (-14% yoy) and remained weak at 61.8k units (-11% yoy) in Jan25. We believe this is due to weakness in purchasing power, leading consumers to down trade to used cars. This is evident in faster used 4W loan growth in the multi-finance sector, which increased by 12% in Nov24 compared to 2% growth in new car loans during the same period.

Fig. 1: Multifinance loan growth for new vehicles vs. used vehicles



Source: OJK, Indo Premier

Fig. 2: Multifinance loan attribution between used and new (4W)



Source: OJK, Indo Premier

Additionally, this is also evidenced by Astra Otoparts' (AUTO IJ, non-rated) trading business growing 10% in FY24, suggesting increased demand for parts replacement due to higher used car usage.

Fig. 3: AUTO's trading business experienced stronger growth in FY24, driven by rising used car demand



Source: Company, Indo Premier

We observe that soft demand in FY24 has been mainly attributed to weak purchasing power in the middle-lower segments (priced below Rp300mn), as evidenced by a more significant growth decline in these models, which are also the top-selling models in Indonesia (see Fig 4).

Fig. 4: Middle-lower segment models experienced a steeper decline in growth

	FY24	FY23	%YoY
Under Rp300mn	342,420	413,676	-17%
Avanza	55,838	62,275	-10%
Xenia	9,952	14,344	-31%
Veloz	13,741	20,820	-34%
Terios	17,800	24,226	-27%
Ertiga	6,591	9,238	-29%
Raize	13,134	17,499	-25%
Rocky	4,299	5,328	-19%
Stargazer	11,393	15,886	-28%
Xpander	32,906	39,355	-16%
LCGC	176,766	204,705	-14%
Rp300mn-500mn	58,470	73,925	-21%
Innova	26,380	22,722	16%
Zenix	10,826	16,032	-32%
HR-V	16,212	26,856	-40%
Creta	5,052	8,315	-39%
More than Rp500mn	45,485	47,628	-4%
Zenix Hybrid	26,470	27,705	-4%
Fortuner	13,497	16,322	-17%
Alphard	5,518	3,601	53%

Source: Gaikindo, Indo Premier

4W wholesale volume could remain muted

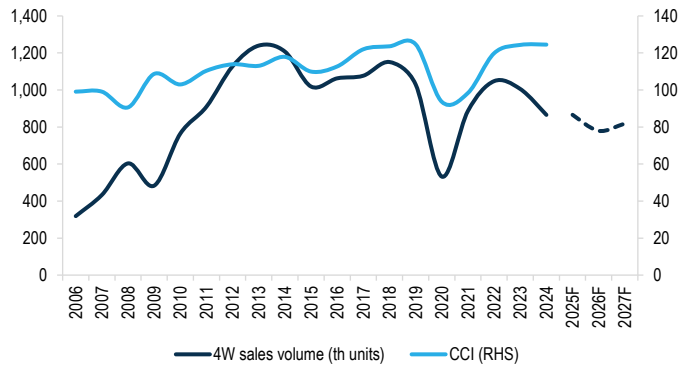
Gaikindo now guides for flattish to +4% yoy 4W sales volume growth in FY25F, reaching 900k units. This is more conservative compared to the previous expectation that 4W volume could return to 1mn units this year. The revised guidance reflects the postponement of partial opsen implementation in most provinces in Indonesia. Gaikindo expects that if the opsen tax is fully implemented, wholesale volume could decline to approximately 700k units per annum (see more: [KTA from discussion with GAIKINDO: muted sales outlook in FY25F](#)).

Given the expectation of a still-challenging purchasing power outlook in FY25F, we now assume that 4W wholesale volume could be 866k units (flat yoy growth). Our assumption also considers no change in the opsen tax implementation in the majority of provinces in Indonesia, no major new favorite or affordable model being launched (i.e., ICEV and hybrid), and still-soft purchasing power. Based on our analysis, 4W sales volume has shown stronger correlations to the consumer confidence index compared to the BI benchmark rate movement (Figs 5-6).

In FY26F, we now assume 4W wholesale volume could further decline by 10% yoy to 779k units. This projection accounts for the potential impact of fully implemented opsen tax, aligning with Gaikindo's expectation.

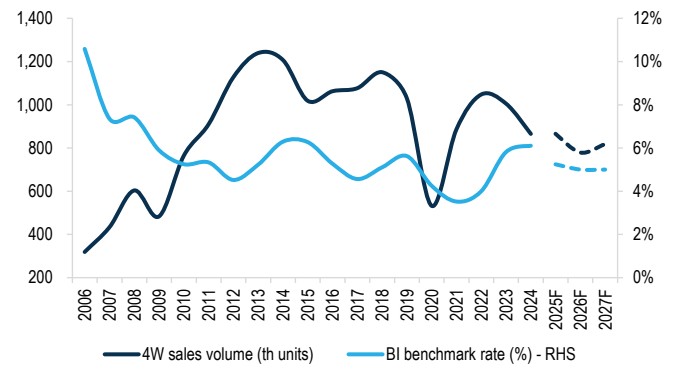
We expect wholesale volume to recover in FY27F to 818k units (5% yoy growth), due to a low base in FY26F and expectations of improving macroeconomic conditions.

Fig. 5: 4W sales volume vs. CCI had a stronger positive correlation of 72%



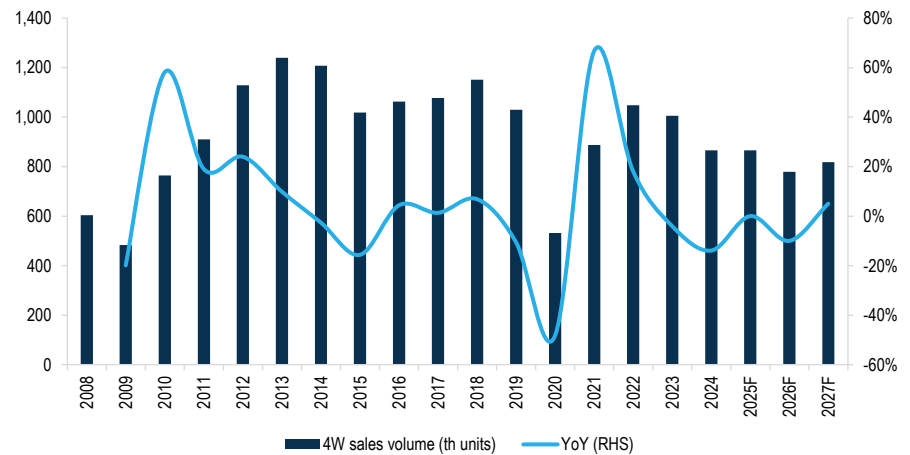
Source: OJK, Indo Premier

Fig. 6: 4W sales volume vs. BI benchmark rate had an inverse correlation of 56%



Source: OJK, Indo Premier

Fig. 7: We estimate that national 4W wholesale volume could see flat yoy growth in FY25F but may decline by 10% yoy in FY26F



Source: Company reports, Indo Premier

Limited ICEV Model Launch Expected in FY25F

In FY24, a total of 46 models were launched, of which only 15 were ICEV models (Fig 8-9).

YTD-25, a total of 12 models have been launched, with only 4 being ICEV models (Fig 10). The remaining models were BEVs and hybrids.

For the rest of FY25F, based on our tracker, an additional 35 models could be launched, with only 8 being ICEV models (Fig 11).

Fig. 8: There were a total of 15 ICEV and 7 hybrid models launched in FY24, out of a total of 46 models launched

Type/Brand	Fuel	Launching time	Price range OTR	
			Lower range	Upper range
ICEV				
Toyota				
Toyota Hilux D cab	ICE	Feb-24	475.6	526.6
Toyota GR Corolla	ICE	Feb-24	Contact for price	Contact for price
Toyota Rush GR Sport Improvement	ICE	Apr-24	299.8	310.5
Toyota GR Yaris MC	ICE	Jul-24	1,150.0	1,150.0
Toyota Fortuner Improvement	ICE	Sep-24	574.0	767.0
Toyota GR86 Improvement	ICE	Sep-24	1,016.0	1,054.0
BMW				
BMW 330i M Sport Touring	ICE	Jun-24	1,515.0	1,515.0
BMW 520i M Sport	ICE	Jul-24	1,457.0	1,457.0
BMW 430i M Sport Pro Convertible	ICE	Jul-24	1,864.0	1,864.0
UD Trucks				
UD Trucks GWE 410 ESCOT	ICE	Jul-24	N/A	N/A
KIA				
Kia New Carnival	ICE	May-24	960.0	1,388.0
Kia Sonet Facelift	ICE	Sep-24	349.0	370.0
Mazda				
Mazda MX-30	ICE	Nov-24	860.0	860.0
Citroen				
Citroen C3 Aircross	ICE	Apr-24	296.9	296.9
Hyundai				
New Santa Fe	ICE	Oct-24	699.0	784.5
Hybrid				
Lexus				
Lexus LBX	HEV	Jul-24	895.0	942.0
Lexus NX 450h+ F Sport	PHEV	Jul-24	N/A	N/A
Nissan				
Nissan Serena e-Power	Series Hybrid	Jul-24	645.0	649.5
Hyundai				
New Santa Fe Hybrid	HEV	Oct-24	786.3	869.6
Toyota				
Toyota Prius HEV FMC	HEV	Jul-24	698.0	698.0
Toyota Velfire HEV	HEV	Feb-24	1,814.7	1,818.2
BMW				
BMW XM 50e	PHEV	Jul-24	3,696.0	3,696.0

Source: Indo Premier

Fig. 9: There were a total of 24 BEV models launched in FY24, out of a total of 46 models launched

Type/Brand	Fuel	Launching time	Price range OTR	
			Lower range	Upper range
BEV				
Morris Garage				
MG ES EV	BEV	Feb-24	453.0	453.0
MG Maxus 9 EV	BEV	Feb-24	N/A	N/A
MG Cyberster	BEV	Nov-24	1,688.0	1,688.0
Chery				
Chery Omoda E5	BEV	Feb-24	498.0	498.0
Chery J6	BEV	Nov-24	505.5	608.0
Wuling				
Wuling Cloud EV	BEV	Feb-24	410.0	410.0
BYD				
BYD Dolphin	BEV	Feb-24	425.0	425.0
BYD Atto 3	BEV	Feb-24	515.0	515.0
BYD Seal	BEV	Feb-24	629.0	629.0
BYD M6	BEV	Jul-24	383.0	433.0
Vinfast				
VinFast VF e34	BEV	Feb-24	300.0	300.0
VinFast VF 5	BEV	Feb-24	250.0	250.0
BMW				
BMW iX1 eDrive 20 M Sport	BEV	Feb-24	1,337.0	1,337.0
BMW iX xDrive50	BEV	Feb-24	2,483.0	2,483.0
BMW i4 eDrive35	BEV	Feb-24	1,835.0	1,835.0
BMW i5 eDrive40 M Sport	BEV	Mar-24	Contact for price	Contact for price
BMW i5 M60 xDrive	BEV	Jul-24	2,805.0	2,805.0
BMW i5 eDrive40 Touring	BEV	Sep-24	2,255.0	2,255.0
BMW i7 xDrive60 Gran Lusso	BEV	Sep-24	3,490.0	3,490.0
GAC Aion				
GAC Aion Y Plus	BEV	Jun-24	415.0	475.0
Mercedes-Benz				
Mercedes-Benz EQE SUV	BEV	Jun-24	2,925.0	2,925.0
Hyundai				
Hyundai Kona Electric	BEV	Jul-24	551.8	673.1
Neta				
Neta V-II	BEV	Apr-24	299.0	299.0
Neta X	BEV	Jul-24	460.0	460.0

Source: Indo Premier

Fig. 10: YTD, a total of 12 models were launched, with most still being BEV and hybrid models

Type/Brand	Fuel	Launching time	Price range OTR	
			Lower range	Upper range
ICEV				
Chery				
Tiggo Cross	ICEV	Feb-24	239.5	269.5
Hyundai				
Hyundai Venue	ICEV	Feb-24	340.0	340.0
Hyundai Creta Facelift	ICEV	Jan-24	299.7	425.2
Toyota				
Toyota Agya Stylix	ICEV	Feb-24	200.6	200.6
BEV				
BYD				
BYD Sealion 7	BEV	Feb-24	629.0	719.0
Denza D9	BEV	Jan-24	950.0	950.0
VinFast				
VinFast VF 3	BEV	Feb-24	227.7	227.7
Honri				
Honri Boma EV	BEV	Feb-24	1,990.0	1,990.0
Geely				
Geely EX5	BEV	Feb-24	475.0	515.0
Hybrid				
Toyota				
Toyota Camry	HEV	Feb-24	937.4	937.4
Toyota All New Corolla Cros	HEV	Feb-24	578,7	642,9
Jaecoo				
Jaecoo J7	PHEV	Feb-24	499.0	549.0
Total launching		12 launches – 4 ICEVs, 5 BEVs, and 3 hybrids		

Source: Indo Premier

Fig. 11: There could be 35 more model launches during the rest of FY25F, but also limited ICEV model launches

Type/Brand	Fuel	Launching time	Price range OTR	
			Lower range	Upper range
ICEV				
Chery				
Chery Tiggo 4 Pro	ICE	Upcoming	457.0	457.0
Ford				
Ford Mustang 2025	ICE	Upcoming	N/A	N/A
Jeep				
Jeep Wrangler 2025	ICE	Upcoming	N/A	N/A
Morris Garage				
MG G90	ICE	Upcoming	N/A	N/A
BAIC				
BAIC BJ30	ICE	Upcoming	N/A	N/A
JAECOO				
JAECOO J8	ICE	Upcoming	N/A	N/A
Maserati				
Maserati Levante	ICE	Upcoming	1,292.0	1,292.0
Jetour				
Jetour X70	ICE	Upcoming	N/A	N/A
Hybrid				
Morris Garage				
MG 3	HEV	Upcoming	203.0	203.0
Mitsubishi				
Xpander Hybrid	HEV	Upcoming	405.5	405.5
DFSK				
DFSK Seres 7	HEV	Upcoming	N/A	N/A
BYD				
BYD Yangwang U8	PHEV	Upcoming	N/A	N/A
BYD Denza Z9 GT	PHEV	Upcoming	N/A	N/A
Nissan				
Nissan X-Trail e-Power	HEV	Upcoming	N/A	N/A

Source: Indo Premier

Fig. 12: There could be 35 more model launches during the rest of FY25F, but also limited ICEV model launches (continued)

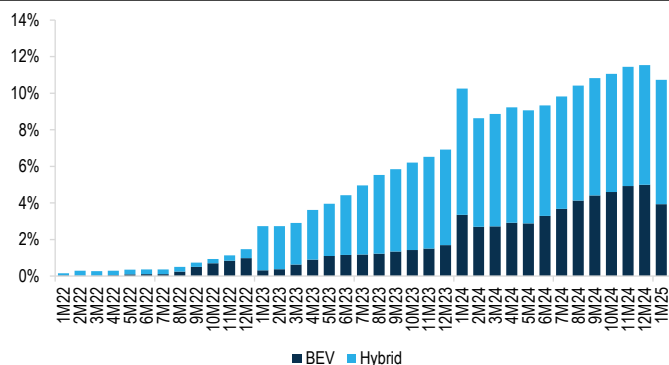
Type/Brand	Fuel	Launching time	Price range OTR	
			Lower range	Upper range
BEV				
Wuling				
Wuling E100	BEV	Upcoming	345.6	345.6
Wuling E200	BEV	Upcoming	480.0	480.0
BYD				
BYD Atto 4	BEV	Upcoming	464.3	464.3
BYD Denza Z9 GT	BEV	Upcoming	N/A	N/A
Vinfast				
Vf 6	BEV	Upcoming	345.0	345.0
Vf 7	BEV	Upcoming	545.0	545.0
Neta				
Neta L	BEV	Upcoming	N/A	N/A
Neta U	BEV	Upcoming	463.8	463.8
Nissan				
Nissan Ariya	BEV	Upcoming	754.3	754.3
DFSK				
DFSK Glory E3	BEV	Jul-25	445.0	445.0
DFSK Seres 3	BEV	Upcoming	313.5	313.5
DFSK Mini EV	BEV	Upcoming	220.0	220.0
Nissan				
Nissan Sakura	BEV	Upcoming	N/A	N/A
ZEEKR				
ZEEKR X	BEV	Upcoming	N/A	N/A
Hyundai				
Hyundai Seven Concept	BEV	Upcoming	974.4	974.4
Ioniq 5 N	BEV	Upcoming	N/A	N/A
Neta				
Neta L	BEV	Upcoming	N/A	N/A
Smart				
Smart #1	BEV	Upcoming	N/A	N/A
JAECOO				
JAECOO J6	BEV	Upcoming	N/A	N/A
XPENG				
XPENG G6	BEV	Upcoming	N/A	N/A
Leapmotor				
Leapmotor C10	BEV	Upcoming	N/A	N/A
Total upcoming launching		35 launches - 8 ICEVs, 21 BEVs, and 6 hybrids		

Source: Indo Premier

ASII market share could decline

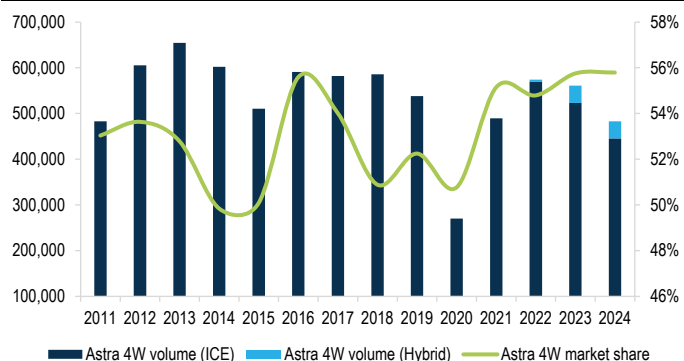
In FY24, the xEV market share was 11.5%, an increase from 6.9% in FY23. The BEV wholesale market share increased to 5% in FY24 (vs. 1.7% in FY23), while the hybrid market share increased to 6.5% in FY24 (vs. 5.2% in FY23). In FY24, ASII maintained a market share of 55.8% and remained stable in Jan25.

Fig. 13: xEV market share in Indonesia has further improved to 11.5% in FY24 vs. 6.9% in FY23



Source: Gaikindo, Indo Premier

Fig. 14: ASII maintains a stable market share in FY24 despite rising BEV players in Indonesia. However, we view its market share could decline in FY25F.



Source: Gaikindo, Indo Premier

During the analyst briefing in Mar25, Astra mentioned that it anticipates the national 4W wholesale volume could be flat to 900 units (+4% yoy), in line with Gaikindo's expectations. Meanwhile, it expects the xEV market share to reach 17-20% in FY25F, with hybrid volume accounting for 55-60% of it. This implies that hybrid volume could reach 90-116k units in FY25F, representing 58-104% yoy growth. This projection is significantly higher than the actual 8% yoy growth in national hybrid volume recorded in FY24. We believe that unless Astra Group launches affordable or mass-market hybrid models in FY25F, its guidance may be too optimistic, in our view. In 2M25, the xEV market share was 11.9%, with hybrid volume accounting for 52.5% of the total volume. (see report).

In FY24, Astra sold a total of 38k hybrid units. As of YTD25, the newly launched hybrid models include the Toyota Corolla and Camry, which we believe belong to the premium segment and may not contribute to a significant volume increase.

Fig. 15: xEV wholesales volume breakdown in FY23 and FY24

	Dec-24	Dec-23	%YoY	Dec-24	%MoM	12M24	12M23	%YoY	Market share	
									12M24	12M23
xEV based on fuel										
BEV	4,515	3,206	41%	6,027	-25%	43,193	17,056	153%	5.0%	1.7%
Hybrid	5,414	6,260	-14%	5,269	3%	56,684	52,470	8%	6.5%	5.2%
PHEV	2	1	100%	4	-50%	74	85	-13%	0.0%	0.0%
Total xEV wholesale vol.	9,931	9,467	5%	11,300	-12%	99,951	69,611	44%	11.5%	6.9%
Total 4W wholesale vol.	79,806	85,284	-6%	74,853	7%	865,723	1,005,802	-14%	100.0%	100.0%
Top models										
BEV										
Hyundai Ioniq 5	177	624	-72%	130	36%	1,561	7,176	-78%	0.2%	0.7%
Kona EV	82	0	NA	329	-75%	1,196	10	11860%	0.1%	0.0%
Wuling Air EV	676	791	-15%	784	-14%	4,440	5,575	-20%	0.5%	0.6%
Wuling Binguo	436	1,393	-69%	484	-10%	5,156	1,393	270%	0.6%	0.1%
Wuling Cloud EV	362	0	NA	150	141%	3,521	0	NA	0.4%	0.0%
Chery Omoda E5	160	0	NA	339	-53%	4,425	0	NA	0.5%	0.0%
BYD Atto 3	77	0	NA	306	-75%	3,291	0	NA	0.4%	0.0%
BYD Dolphin	59	0	NA	129	-54%	1,186	0	NA	0.1%	0.0%
BYD M6	1,300	0	NA	1,770	-27%	6,124	0	NA	0.7%	0.0%
BYD Seal	127	0	NA	637	-80%	4,828	0	NA	0.6%	0.0%
Hybrid										
Suzuki Ertiga Hybrid	607	357	70%	282	115%	4,188	5,728	-27%	0.5%	0.6%
Suzuki XL-7 Hybrid	1,347	1,176	15%	866	56%	10,129	7,898	28%	1.2%	0.8%
Toyota Innova Zenix	2,117	3,455	-39%	2,607	-19%	26,470	27,705	-4%	3.1%	2.8%
Toyota Yaris Cross	350	192	82%	272	29%	4,114	5,476	-25%	0.5%	0.5%
Honda CRV Hybrid	148	549	-73%	72	106%	2,373	1,527	55%	0.3%	0.2%

Source: Indo Premier

In FY25F, we assume that BEV market share could rise to 6.9%, based on the assumption that BEV volume could grow by 31% yoy. In FY26F, we estimate BEV market share could further increase to 8.5% before stabilizing in FY27F. These projections are based on growth assumptions of BEV volume increasing by 10%/5% yoy in FY26/27F, respectively.

We believe ASII's market share could decline unless Toyota and/or Daihatsu launch their popular products, such as affordable hybrids, in FY25F. Taking a conservative stance, we now assume ASII's market share could decline to 54.3% in FY25F. For FY26F, we currently market share could further decline to 54%, anticipating the full implementation of the opsen tax, which could lead to persistent weak demand in the middle-lower segment. Meanwhile, in FY27F, we estimate ASII's market share could return to 55.8%, driven by market demand recovery and an increase in local content requirements for BEVs eligible for incentives, rising from the current 40% to 60%.

Our BEV growth assumption is mainly driven by a significant increase in BYD deliveries and the FY impact of BYD sales in Indonesia. Additionally, more BEV models are being launched and introduced to Indonesia. We estimate BYD sales volume could increase by 206% yoy in FY25F.

Our assumption also considers that purchasing power in the middle-lower segment is likely to remain sluggish, while the middle-upper segment's purchasing power could remain relatively stronger, consistent with the FY24 trend. Based on our observations, many consumers in the middle-upper segment typically exhibit greater interest in purchasing BEVs. Hence, we view this as potentially leading to outperformance in BEV sales compared to the potential further decline in the growth of middle-lower segment models.

BYD’s sales volume began to be recorded in Gaikindo data only in Jun24, even though its first product was launched in Indonesia in Feb24. According to Gaikindo data, from June to December 2024, BYD’s sales volume was 15,429 units, including 4,828 units of the Seal, 3,291 units of the Atto 3, 6,124 units of the M6, and 1,186 units of the Dolphin. On average, BYD’s monthly volume was 2,204 units during June–December 2024.

We believe the recorded sales volume from June–December 2024 is lower than the actual figure, given a 2-3-month delivery waiting period. Because BYD products are still fully imported pending the start of local plant operations, Gaikindo data likely captures only completed deliveries.

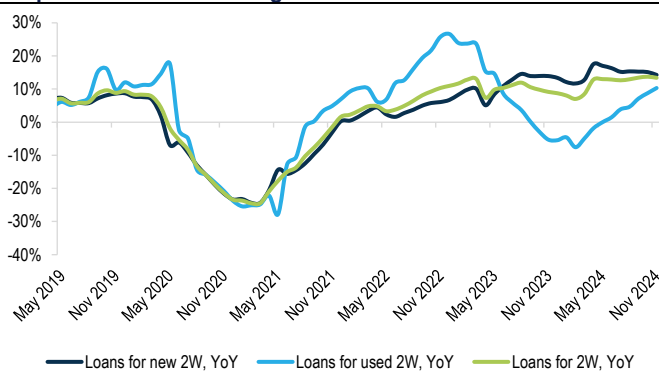
Therefore, if more deliveries occur in FY25F, BYD’s recorded sales volume could be higher. Additionally, during IIMS 2025, the BYD Sealion 7 model received a strong market response. According to our checks, pre-orders for this model reached about c.2,500 units in under two weeks—exceeding the response to earlier launches of the Seal, Dolphin, and Atto 3, which each logged around 1,000 orders during their launch weeks, and the M6, which gathered about 600 pre-orders in its first week.

Our channel checks also suggest that BYD may introduce another new model—potentially in 2H25F or at the GIIAS (Gaikindo Indonesia International Auto Show).

A more robust 2W volume outlook

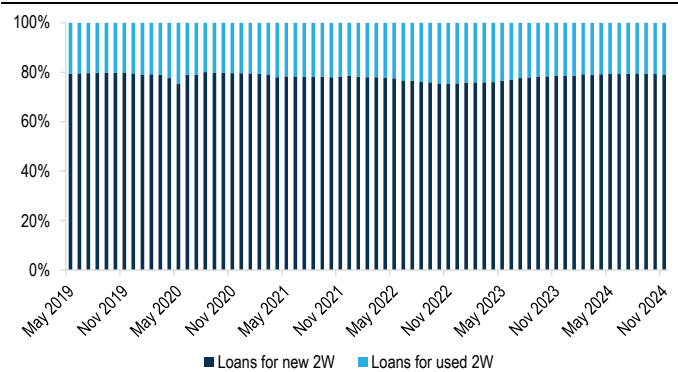
In FY24, 2W wholesale volume was 6.3mn, still growing by +2% yoy, respectively. In FY25-27F, we estimate that 2W wholesale volume could continue to grow by 2-3% yoy p.a. We anticipate a more robust long-term outlook for the 2W segment in Indonesia, given better affordability and a consumer-friendly government approach, particularly in strengthening the agricultural sector for food and energy security, which may in turn shall be supportive of 2W demand.

Fig. 16: Multifinance loan growth for new 2W remained higher compared to used 2W loan growth



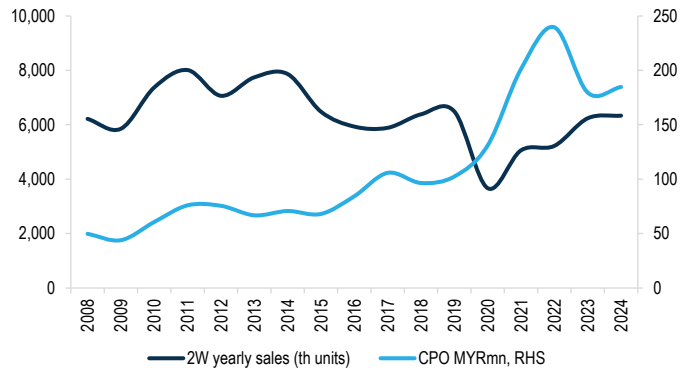
Source: OJK, Indo Premier

Fig. 17: Multifinance loan attribution between used and new (2W)



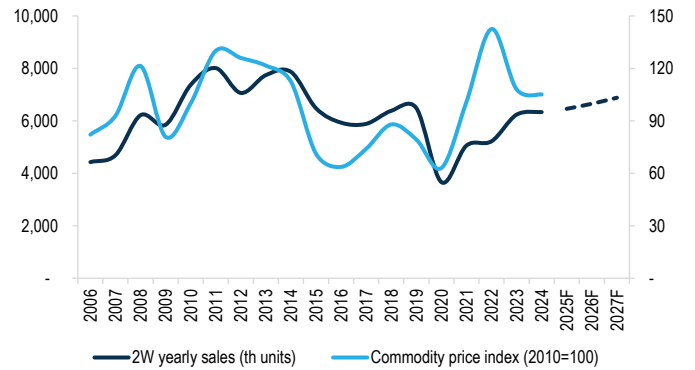
Source: OJK, Indo Premier

Fig. 18: 2W sales volume vs. CPO revenue – correlation: 52%



Source: AISI, Bloomberg, Indo Premier

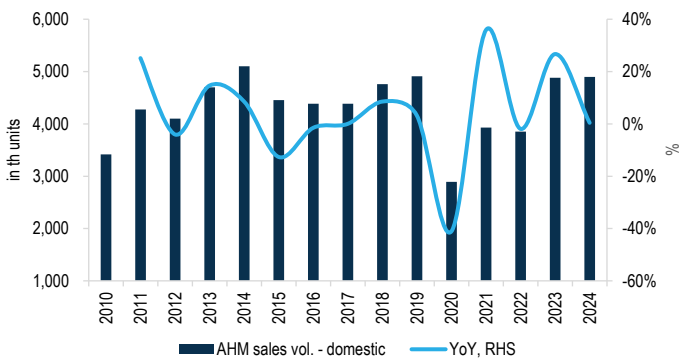
Fig. 19: 2W sales volume vs. commodity price index – correlation: 46%



Source: AISI, World Bank, Indo Premier

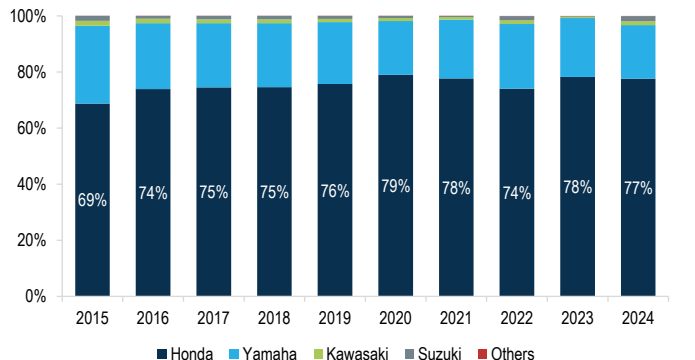
In FY24, Astra Honda Motor (AHM) market share was 77% in FY24F, following strong market share performance in 3Q24, which increased to 82% from 75%-76% in 1Q24-2Q24. We believe this was attributed to more product launches in 2024, including a higher-performance Honda Beat with a driving range of up to 60 km per 1 liter of fuel, which is higher than the average driving range of 50 km per liter. In FY25-26F, we expect AHM's market share to remain stable at 77% p.a as it plans to have more product launching in FY25F.

Fig. 20: AHM sold 2.9mn-4.9mn units of Honda motorcycles p.a. domestically



Source: Company, Indo Premier

Fig. 21: Honda has had the largest market share in the domestic 2W market



Source: AISI, Indo Premier, Various

Potential upside/downside risks to Indonesia’s auto sector

Potential risks to domestic wholesale volumes include:

- 1) If the newly elected regional governments revise the opsen tax postponement after taking office (could be an upside risk if the postponement is extended, or a downside risk if the postponement is shortened).
- 2) If purchasing power recovery turns out better than expected (providing an upside risk to demand).
- 3) If affordable hybrid models launch sooner than anticipated, like the Veloz or Avanza hybrid. Our discussion with an industry player suggests that this is unlikely to happen in FY25F given unfavourable market conditions or still-muted demand for such launches. The launch of affordable hybrid models would be positive for Astra if realized. In FY24, Veloz and Avanza accounted for 2.8% and 11.6% of its total sales volume, respectively. Additionally, hybrid models are typically priced up to 20% above ICEV models, which could help improve profitability.

Fig. 22: Price comparisons between ICEV and hybrid models

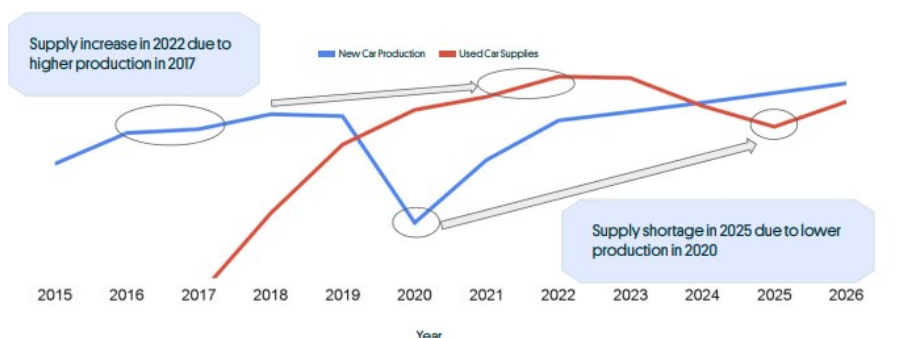
Type (in Rp mn)	ICEV		Hybrid		% Diff	
	Lower	Upper	Lower	Upper	Lower	Upper
Toyota Yaris Cross	359	429	446	451	24%	5%
Toyota Kijang Innova Zenix	436	477	473	628	9%	32%
Toyota Corolla Altis	583	586	638	641	9%	9%
Toyota Alphard	1,648	1,716	1,733	1,802	5%	5%
Suzuki Ertiga	235	269	276	302	18%	12%
Suzuki XL7	262	273	290	314	11%	15%
Honda CR-V	759		826		9%	
Wuling Almaz RS	405		445		10%	
Nissan Serena	561		645		15%	
Hyundai Santa Fe	724	813	814	901	12%	11%

Source: Company reports, Indo Premier

- 4) OLXmobbi data, an online and offline used car platform in Indonesia, suggests that there have been historical correlations between used car supply and production with a time lag of approximately five years. If history repeats, this suggests that used car supply in FY25F could decline, given the steep production decline in FY20 due to the Covid-19 pandemic. Limited used car supply could result in fewer options for consumers and may lead them to prefer new cars over used cars (a positive upside risk to demand).

Fig. 23: Based on OLX data, there have been historical correlations between used car supply and production with a time lag of five years

2022 Used Car Market:
Used car supplies are expected to increase by 2-3% in 2022.
However supply shortage is expected in 2025



*Used car supplies are strongly correlated with the availability of 5 to 6 year-old cars

Source: OLX Autos Indonesia



Source: OLX

Potential risks to production and export include:

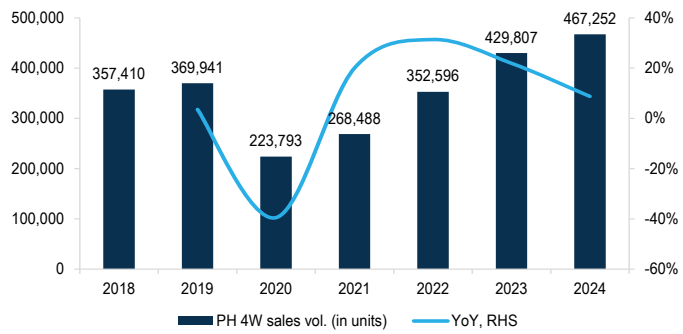
1. In Feb25, the Philippine government introduced the Revitalizing the Automotive Industry for Competitiveness Enhancement (RACE) program, allocating PHP9bn in fiscal support to boost local vehicle production. The program, set to be implemented through a Joint Administrative Order (JAO), aims to incentivize three 4W ICEV manufacturers that commit to locally producing at least 100,000 units each.

Toyota and Mitsubishi have expressed interest in enrolling in the program, pending the finalization of the JAO and the opening of the application period, which is expected by April or May 2025. Each participating car manufacturer will be eligible for up to PHP3bn in fiscal support, covering up to 40% of capital expenditure, provided they introduce a new locally produced model within two years. Incentive disbursement will be tied to production milestones, with the first tranche released after 1,000 units, the second after 10,000 units, and the final tranche upon reaching 100,000 units.

This policy shift comes amid growing pressure from the Philippine Parts Makers Association (PPMA), which has been actively advocating for a 30% local content requirement for vehicles assembled in the country (up from the current ~20%).

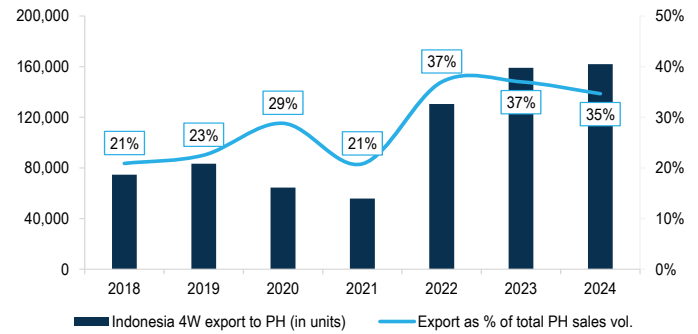
We believe this could potentially pose a long-term downside risk to the production and export of both the 4W and 2W segments. Historically, Indonesia has accounted for about one-third of the Philippines' 4W imports. In FY24, ADM export volume to the Philippines was 45,463 units, or 10.8% of its total production. Additionally, based on our discussion with Astra, AHM's exports to the Philippines are among the highest, though no specific figures were shared.

Fig. 24: Philippines 4W sales volume ranged between 300-400k units annually



Source: Asean Automotive Federation, Indo Premier

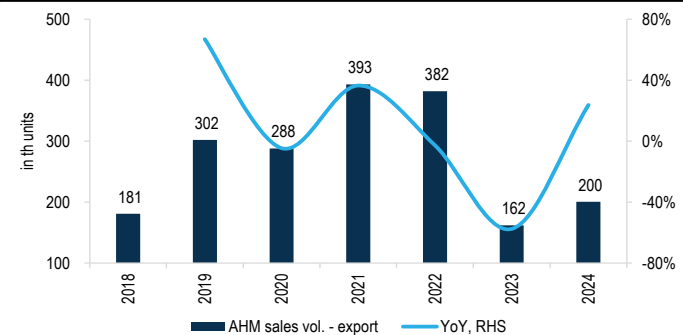
Fig. 25: About 20-40% of the 4W demand in the Philippines is supported by imports from Indonesia



Source: Gaikindo, Indo Premier

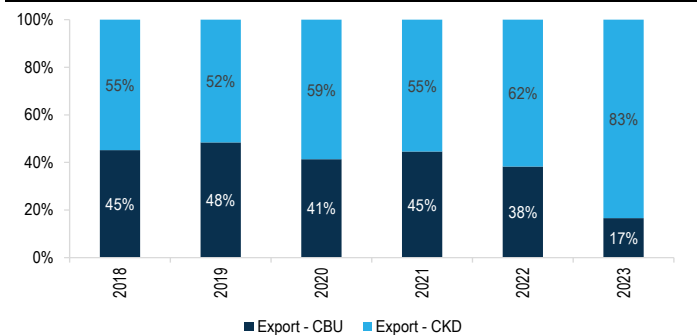
As an overview, ASII's exposure in production and export volumes is through Astra Honda Motor (AHM) for 2W and Astra Daihatsu Motor (ADM) for 4W. AHM and ADM accounted for 15% and 3% of ASII's overall core net profit in FY24, respectively. ASII owns an 31.9% stake in ADM and an 50% stake in AHM.

Fig. 26: AHM sold 162k-393k units of Honda motorcycles for export, or 3.2-9.1% of its production in FY18-23



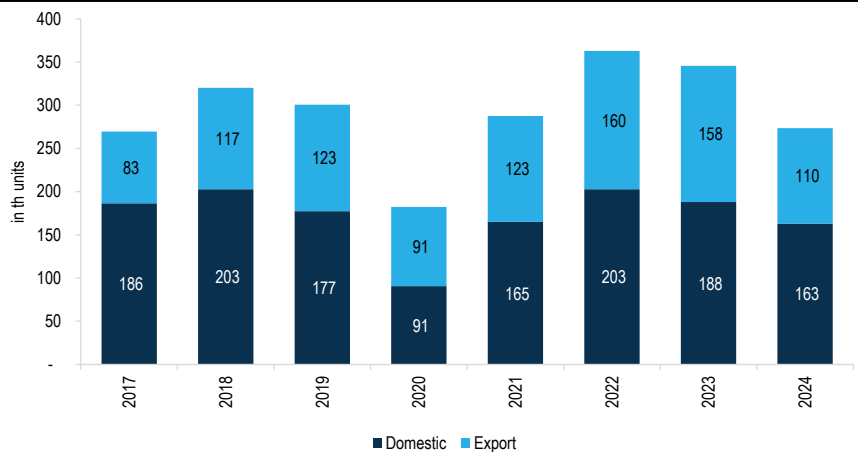
Source: Company, Indo Premier

Fig. 27: Its export volumes are in the form of CBU and CKD units



Source: Company, Indo Premier

Fig. 28: ADM's export volume is 27% of its total in FY24, with exports to the Philippines accounting for 34% of total exports



Source: Company, Indo Premier

2. On the other hand, we believe that if U.S. tariff implementations on China and Mexico materialize and potentially expand to other countries worldwide, such as Vietnam, this could pose an upside risk to Indonesia's production and export volumes. The impact on Astra's group could be seen through ADM, AHM, and/or Astra Otoparts (AUTO, non-rated), which serves as Astra's parts manufacturing arm.

Dharma Polimetal (DRMA IJ, non-rated), through its 49% subsidiary Dharma Kyungshin Indonesia (DKI), began expanding its export production in mid-2024, supplying the Hyundai group (i.e., Hyundai and KIA) for their Alabama factory in the USA. DRMA has been able to expand exports to the U.S. mainly due to Indonesia's still-competitive production costs compared to Mexico. DRMA noted that the proximity of Mexican suppliers to U.S. factories results in higher labor costs, making Indonesia's labor costs more competitive. Additionally, the company highlighted some quality issues in Mexico's production, creating opportunities for Indonesia to enhance its competitiveness in manufacturing.

A more favorable regulatory development for the used car market

Indonesia imposes higher tax rates on the car market, commencing by beginning of 2025 as a result of several regulations introduced a few years ago.

- Firstly, the Law No. 7 of 2021 regarding the harmonization of tax regulations states that the value-added tax (PPN) will increase to 12% starting January 1, 2025 (Article 7).
- Second, Law No. 1 of 2022 regarding financial relationships between the central government and the regional government revokes several vehicle tax rates. These include:
 - Motor vehicle tax (PKB),
 - Duty on the transfer of motor vehicle tax (BBN KB), and
 - Additional tax levied as a percentage of PKB and BBN KB (Opsen) of 66% (Article 83), effective January 5, 2025.

Note that the implementation of Law No. 1 of 2022 will vary across regions. For instance:

- In Jakarta, under Provincial Regulation No. 1 of 2024, the PKB and BBN KB will remain the same as those stipulated in Provincial Regulation No. 8 of 2010 and No. 6 of 2019. Jakarta will also not collect Opsen.
- In West Java, the PKB rate is reduced to 1.12% from 1.75%, with a similar BBN KB rate at 12%, but they will begin collecting Opsen at 66% of PKB and BBN KB.

We have compiled a detailed breakdown of tax changes across region in Java in Figs 30-31.

- Third, Government Regulation No. 74 of 2021, Article 36B, outlines an increased PPnBM tax base for HEVs to 66.67-80% from 40-46.67% once battery electric vehicles (BEVs) begin commercial production in Indonesia.
- Lastly, to mitigate further declines in sales volume, [the government recently announced incentives for HEVs by reducing PPnBM by 3%](#).

In conclusion, with all these regulatory developments, we think the used car market will become more attractive compared to the new car market. This is due to the even higher new car price outlook compared to used cars. Based on our understanding, the Opsen tax is also not applicable to used cars.

Fig. 29: Summary of PKB, PAB, and BBNKB rates under UU 1/2022

No.	Type of tax/duty	UU 28/2009	UU 1/2022
1	PKB (Pajak Kendaraan Bermotor)		
	1st ownership - general	1-2%	max. 1.2%
	2nd ownership onwards - general	2-10%	max. 6%
	1st ownership - special region		max. 2%
	2nd ownership onwards - special region		max. 10%
	Specified uses (e.g. public transportation, fire trucks, school buses, ambulances, etc.)	0.5-1%	max. 0.5%
	Opsen		66% of PKB
2	PAB (Pajak Alat Berat)	0.1-0.2%	max. 0.2%
3	BBNKB (Bea Balik Nama Kendaraan Bermotor)		
	1st ownership - general	20%	max. 12%
	2nd ownership onwards - general	1%	max. 12%
	Special region		max. 20%
	1st ownership - heavy equipment	0.75%	
	2nd ownership onwards - heavy equipment	0.08%	
	Opsen		66% of BBNKB

Source: Indo Premier

Fig. 30: Summary of PKB and BBNKB across Java under UU 1/2022 (1)

	2024	2025
DKI Jakarta	Perda 8/2010 & Perda 6/2019	Perda 1/2024
PKB		
1st ownership	2%	2%
2nd ownership onwards	2.5-10%	3-6%
Opsen		0%
BBNKB		
1st ownership	12.5%	12.5%
2nd ownership onwards	1%	0%
Opsen		0%
Jawa Barat	Perda 13/2011 & Perda 9/2019	Perda 9/2023
PKB		
1st ownership	1.75%	1.12%
2nd ownership onwards	2.25-3.75%	1.62-3.12%
Opsen		N/A
BBNKB		
1st ownership	12%	12%
2nd ownership onwards	1%	0%
Opsen		N/A
Jawa Tengah	Perda 2/2011 & Perda 7/2017	Perda 12/2023
PKB		
1st ownership	1.5%	1.05%
2nd ownership onwards	2-3.5%	1.4-2.45%
Opsen		N/A
BBNKB		
1st ownership	12.5%	10%
2nd ownership onwards	1%	0%
Opsen		N/A

Source: Indo Premier

Fig. 31: Summary of PKB and BBNKB across Java under UU 1/2022 (2)

	2024	2025
Jawa Timur	Perda 9/2010	Perda 8/2023
PKB		
1st ownership	1.5%	1.2%
2nd ownership onwards	2-3.5%	1.7-3.2%
Opsen		N/A
BBNKB		
1st ownership	15%	12%
2nd ownership onwards	1%	0%
Opsen		N/A
Banten	Perda 4/2019	Perda 1/2024
PKB		
1st ownership	1.75%	1.2%
2nd ownership onwards	2-3.5%	1.4-2.4%
Opsen		N/A
BBNKB		
1st ownership	12.5%	12%
2nd ownership onwards	1%	0%
Opsen		N/A
DI Yogyakarta	Perda 3/2011	Perda 11/2023 & Perda 10/2023
PKB		
1st ownership	1.5%	0.9%
2nd ownership onwards	2-3.5%	1.4-2.9%
Opsen		66% of PKB
BBNKB		
1st ownership	10%	10%
2nd ownership onwards	1%	0%
Opsen		66% of BBNKB

Source: Indo Premier

Simulation of HEV incentive

We ran a simulation to implement all the tax and incentive changes on the Toyota Innova Zenix 2.0 G HEV CVT in Jakarta and West Java. By applying a 3% luxury tax reduction, the OTR price in Jakarta is expected to increase by 1.5% and by 7.6% in West Java (compared to 3.8% and 9.9% increases without incentives), as shown in Figs 32.

We believe that ASII could potentially be one of the key beneficiaries from the introduction of HEV incentives. Given its robust HEV portfolio (c.70% market share), higher ICEV prices and relatively stable HEV prices could help ASII to: 1) mitigate further potential market share erosion against affordable BEV models; and 2) encourage uptrading from petrol to HEVs.

Fig. 32: Simulation of next year Toyota Innova Zenix 2.0 G HEV CVT OTR price in Jakarta & West Java

Simulation for Toyota Innova Zenix 2.0 G HEV CVT in Jakarta		2024	2025		Difference
	Formula	Rp m n	Formula	Rp m n	
NJKB		351.0		351.0	
PPN	NJKB x 11%	38.6	NJKB x 12%	42.1	
PPhBM	NJKB x 15% x 46.67%	24.6	NJKB x 15% x 73.33%	38.6	
PPhBM DTP		0.0	NJKB x 3%	(10.5)	
BBN KB	NJKB x 12.5%	43.9	NJKB x 12.5%	43.9	
Opsen BBN KB		0.0		0.0	
PKB	NJKB x 2% x 1.05	7.4	NJKB x 2% x 1.05	7.4	
Opsen PKB		0.0		0.0	
SDWLJKB		0.1		0.1	
ADM STNK		0.2		0.2	
ADM TNKB		0.1		0.1	
Total		465.9		472.9	
Dealer margin & fees	c.3%	14.0	c.3%	14.2	
Estimated OTR price		479.8		487.1	1.5%

Simulation for Toyota Innova Zenix 2.0 G HEV CVT in West Java		2024	2025		Difference
	Formula	Rp m n	Formula	Rp m n	
NJKB		351.0		351.0	
PPN	NJKB x 11%	38.6	NJKB x 12%	42.1	
PPhBM	NJKB x 15% x 46.67%	24.6	NJKB x 15% x 73.33%	38.6	
PPhBM DTP		0.0	NJKB x 3%	(10.5)	
BBN KB	NJKB x 12%	42.1	NJKB x 12%	42.1	
Opsen BBN KB		0.0	BBN KB x 66%	27.8	
PKB	NJKB x 1.75% x 1.05	6.4	NJKB x 1.12% x 1.05	4.1	
Opsen PKB		0.0	PKB x 66%	2.7	
SDWLJKB		0.1		0.1	
ADM STNK		0.2		0.2	
ADM TNKB		0.1		0.1	
Total		463.2		498.4	
Dealer margin & fees	c.3%	13.9	c.3%	15.0	
Estimated OTR price		477.1		513.4	7.6%

Source: Indo Premier

Stock Data

Target price	Rp5,150
Prior TP	Rp6,000
Current price	Rp 4,810
Upside/downside	+7.1%
Shares outstanding (mn)	40,484
Market cap (Rp bn)	191,892
Free float	42%
Avg. 6m daily T/O (Rp bn)	159

Price Performance

	3M	6M	12M
Absolute	-7.4%	-5.5%	-7.4%
Relative to JCI	3.2%	9.0%	3.2%
52w low/high (Rp)	4,290 – 5,375		



Major Shareholders

Jardine Cycle & Carriage Ltd	50.1%
------------------------------	-------

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Lacking tangible catalysts

- We estimate ASII’s core NP to decline by -5% in FY25F and could further decline by -2% yoy in FY26F.
- For now, we don’t see any tangible catalysts for the stock amid muted earnings outlook and potentially normalizing dividend payout outlook.
- We downgrade our call to HOLD with a new TP of Rp5,150/sh.

Estimating ASII’s earnings decline until FY26F

We estimate ASII’s core NP could decline by -5%/-2% yoy in FY25/26F, respectively. This is primarily due to muted expectations for 4W distribution and the mining segment. We assume a decline in UNTR’s growth, based on more conservative assumptions for mining contracting and coal mining volume due to a lower coal price environment and wetter weather conditions. On the other hand, we estimate that its financial services and infra segments will continue to grow. Lastly, we expect the agribusiness segment to maintain stable performance, assuming a steady palm oil price for FY25-26F.

Auto distribution: lower volume and normalizing ASP growth

We estimate ASII’s 4W wholesale volume to decline by -3%/-10% yoy in FY25F/FY26F, due to continued weak purchasing power and the partial and full implementation of the opsen tax in FY25F and FY26F, respectively. In our base case, we assume no major launch of affordable hybrid product in FY25-26F. We estimate ASII’s market share to be 54.3% in FY25F (vs. 56% in FY24). Additionally, we expect ASP growth to normalize in FY25F at +2% yoy, compared to +20% yoy in FY24, due to a stabilizing product mix, with a continued high contribution from middle-upper segment products.

Financial services and infra are expected to still growing

We estimate financial segment to grow by +4% yoy in FY25, lower than guidance of 5-10% yoy growth. The growth driver is expected to come from further multipurpose financing expansion and other financing, despite a muted outlook in new vehicle financing. Following strong improvement in FY24 core NP of infra segment, we estimate the growth could normalised in FY25F by +5% yoy. Strong growth improvement was supported by rising traffic, efficiency measures, and refinancing efforts.

Downgrade our call for ASII to HOLD

We transfer coverage of ASII with a new TP of Rp5,150/sh, based on FY25F SOP valuation implying a 6.6x P/E FY25F and 0.9x P/BV FY25F. Our HOLD call is primarily due to lack of catalysts, weak earnings growth trajectory, and normalizing dividend payout. We may turn more positive if it launches affordable hybrid model. Other key potential risks: export volume turns out to be weaker-than-expected, affecting AHM and ADM profits.

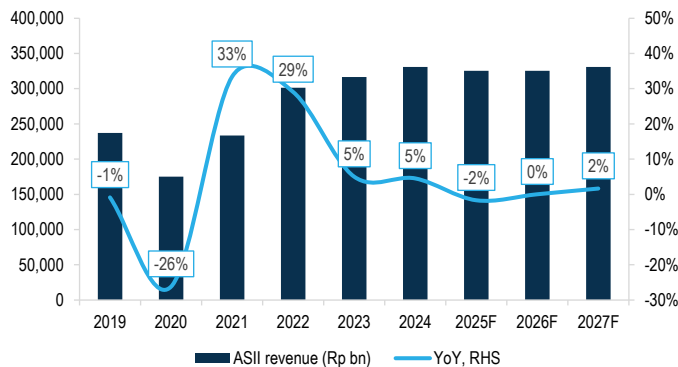
Financial Summary (Rp bn)	2023A	2024A	2025F	2026F	2027F
Revenue	316,565	330,920	325,392	325,497	330,901
Operating profit	44,268	42,202	37,019	36,110	35,769
Core net profit	33,366	33,440	31,735	31,213	32,358
Core EPS growth	12.1%	0.2%	-5.1%	-1.6%	3.7%
ROE	16.8%	15.7%	13.9%	12.8%	12.4%
PER (x)	5.8	5.8	6.1	6.2	6.0
Dividend yield	13.5%	10.8%	8.3%	7.8%	7.8%
IPS vs. consensus			95%	91%	88%

Source: Company, Indo Premier

price closing as of: 12 March 2025

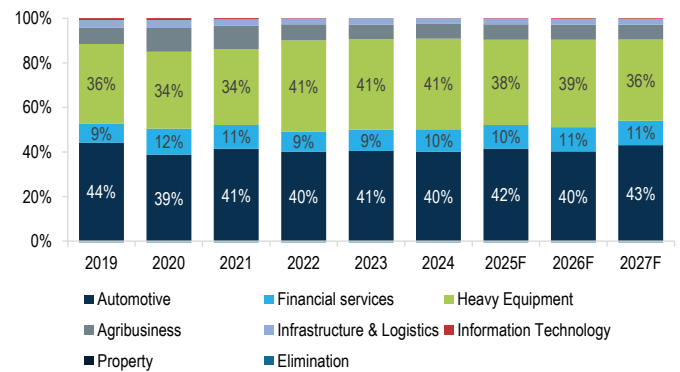
Financial highlights

Fig. 33: We estimate ASII's revenue could decline by -2% in FY25 and then remain flat in FY26



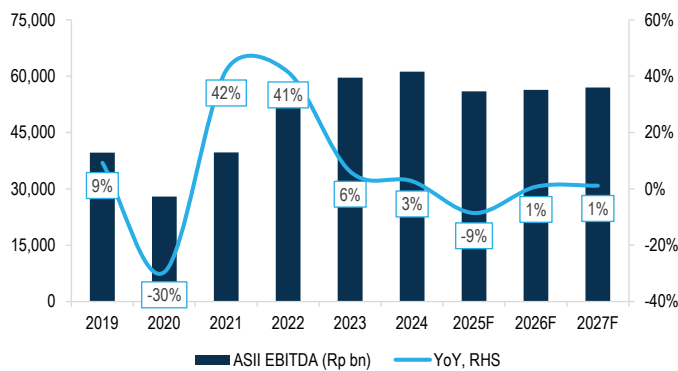
Source: Company, Indo Premier

Fig. 34: We estimate mining and HE contributions to its total revenue could gradually decline further



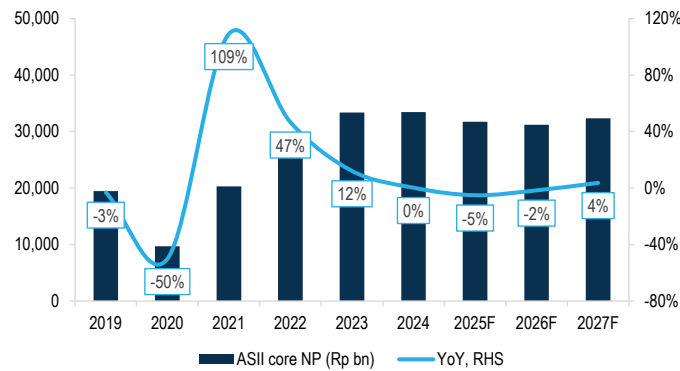
Source: Company, Indo Premier

Fig. 35: We estimate ASII's EBITDA could decline by -9% in FY25 and then increase by +1% in FY26



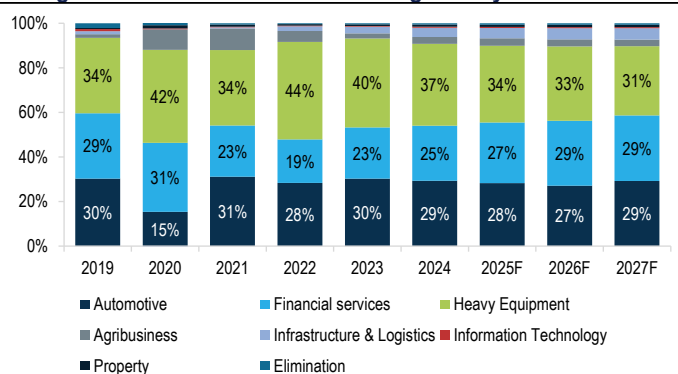
Source: Company, Indo Premier

Fig. 36: We estimate ASII's core NP could decline by -5%/-2% in FY25/26F, respectively



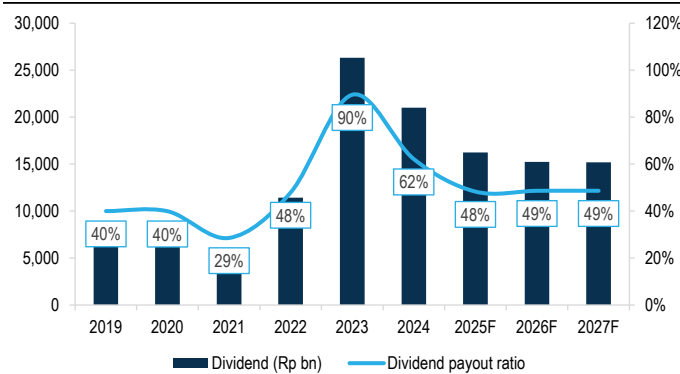
Source: Company, Indo Premier

Fig. 37: Aligning with declining revenue contributions, we estimate mining and HE core NP contributions to gradually decline further



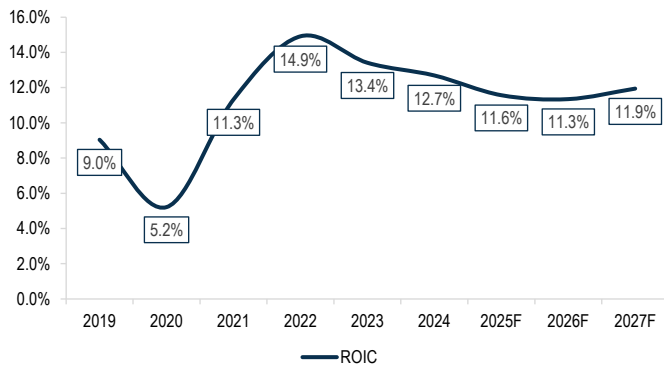
Source: Company, Indo Premier

Fig. 38: We estimate its total annual dividend payout ratio could further normalize to 48% in FY25F and remain at 49% in FY26-27F



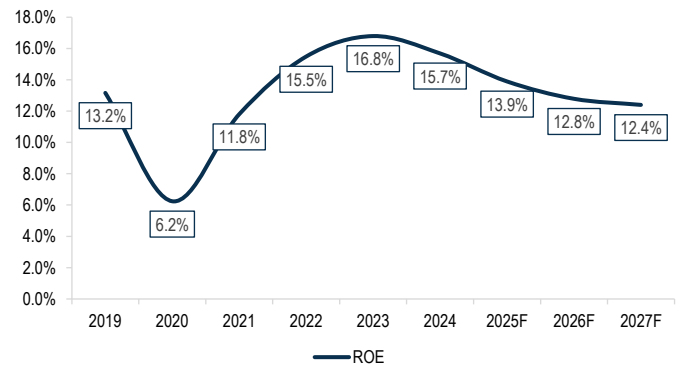
Source: Company, Indo Premier

Fig. 39: We estimate its ROIC could decline to 11-12% in FY25-27F



Source: Company, Indo Premier

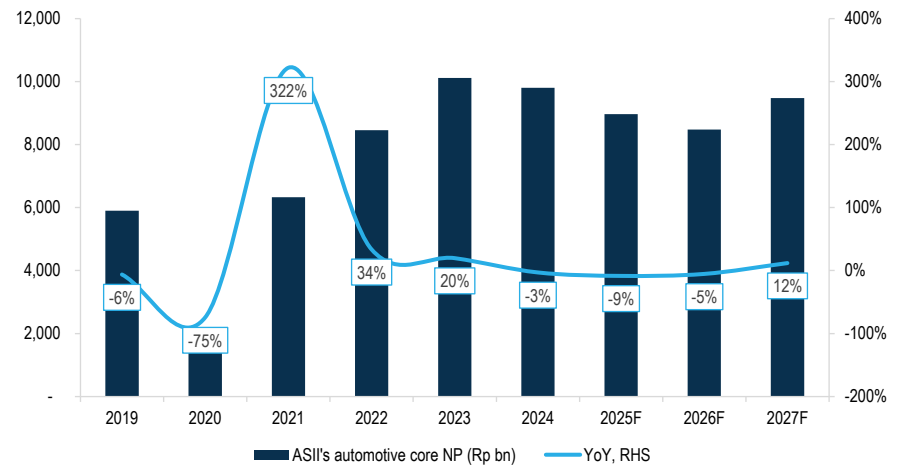
Fig. 40: We estimate its ROE could decline to 12-14% in FY25-26F



Source: Company, Indo Premier

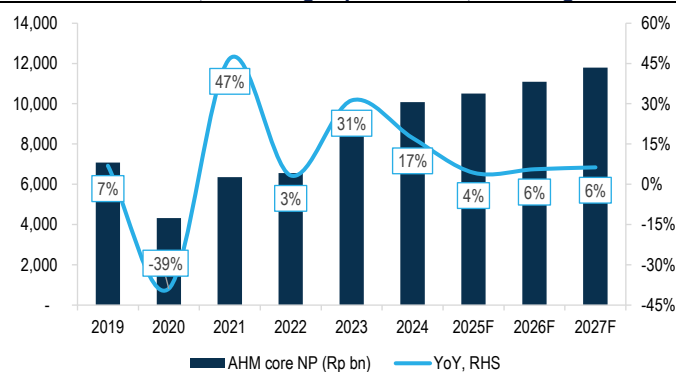
Auto segment

Fig. 41: Automotive's core NP is expected to decline by -9%/-5% in FY25/26F before recovering in FY27F, mainly due to weakness in 4W wholesale volume



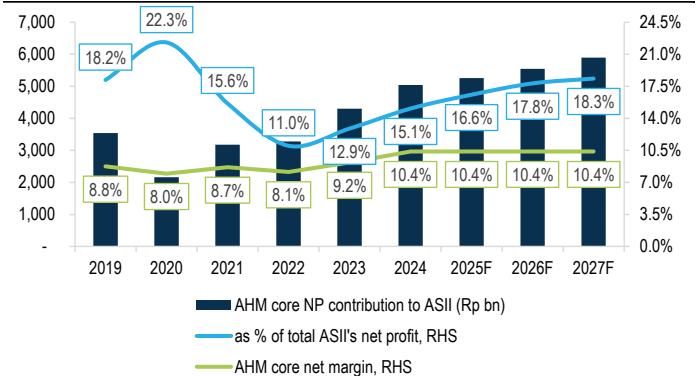
Source: Company, Indo Premier

Fig. 42: On the other hand, we estimate AHM's core NP could still improve by 4-6% yoy in FY25-27F, due to continued growth in 2W domestic wholesale, stabilizing export volume, and margin.



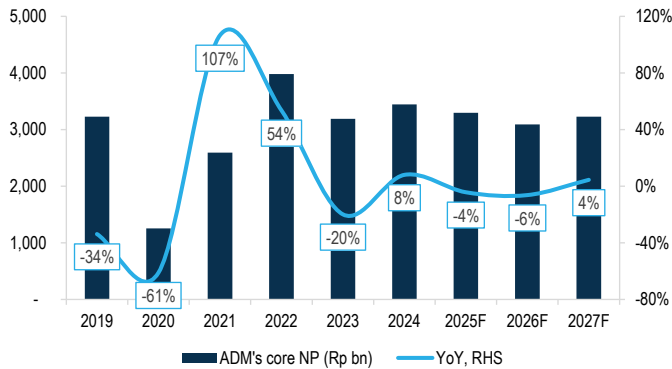
Source: Company, Indo Premier
*Figures are based on 100% stake basis

Fig. 43: AHM's contributions to ASII's total core NP could increase from 15% in FY24 to 17-18% in FY25-27F



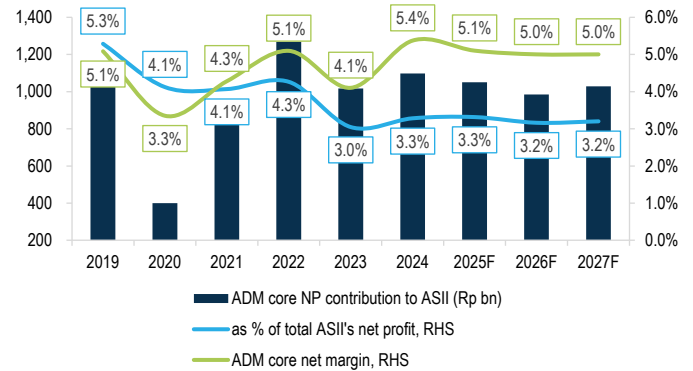
Source: Company, Indo Premier

Fig. 44: We estimate ADM's core NP could decline in FY25-26F, mainly due to lower domestic production and overall margin. Meanwhile, we estimate export volume could stabilize.



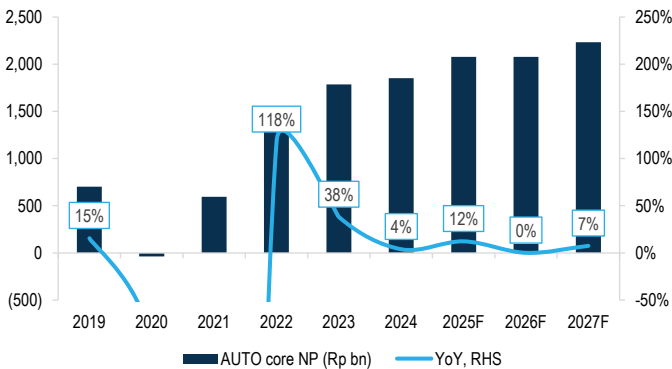
Source: Company, Indo Premier
*Figures are based on 100% stake basis

Fig. 45: ADM's contributions to ASII's total core NP could decline to 3.2-3.3% in FY25-26F compared to 3.3% in FY24



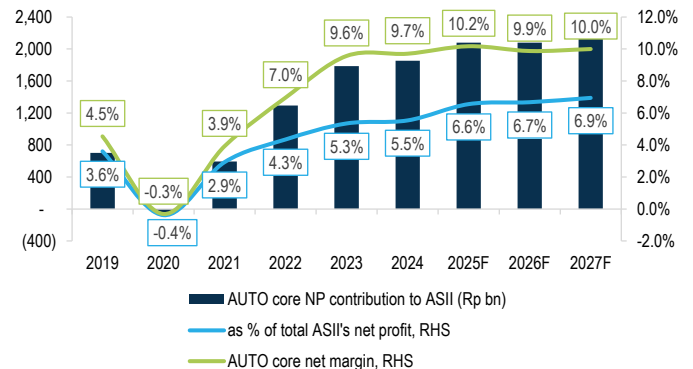
Source: Company, Indo Premier

Fig. 46: We estimate AUTO's core NP could still improve in FY25-26F, supported by the growing trading business arm



Source: Company, Indo Premier
*Figures are based on 100% stake basis

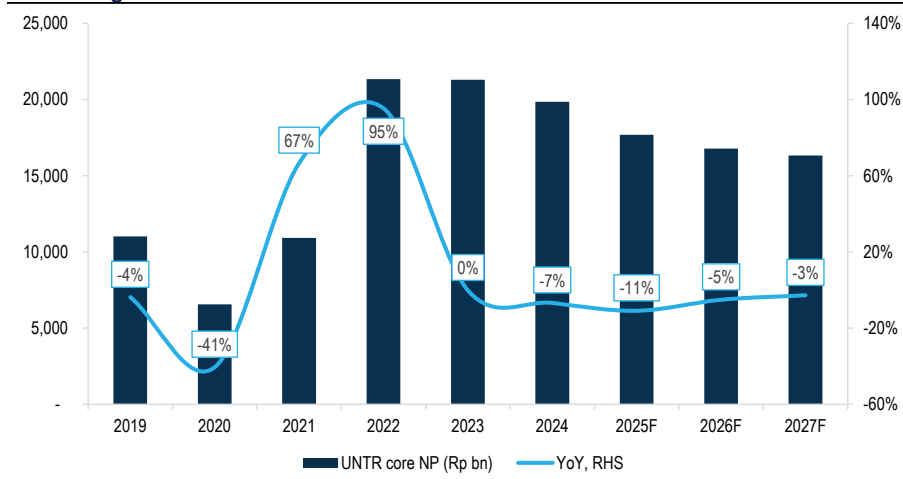
Fig. 47: AUTO's contributions to ASII's total core NP could increase from 5.5% in FY24 to 6.6-6.9% in FY25-27F



Source: Company, Indo Premier

Mining and HE segment

Fig. 48: We estimate United Tractors' (UNTR) core NP could decline in FY25F, mainly due to normalizing coal prices and declining mining contracting volume. Our FY25-27F core NP estimates are 84-92% of consensus estimates, due to lower coal and mining contracting volume estimates



Source: Company, Indo Premier

Fig. 49: United Tractor's assumptions in FY25-27F

		IPS FY25F	%YoY	Company guidance for FY25F	%YoY	% IPS to company's guidance	IPS FY26F	%YoY	IPS FY27F	%YoY
HE Komatsu		4,186	0%	4,600	9%	91%	4,299	3%	3,909	-9%
Big machine	Units	1,285	-8%	1,500	7%	86%	1,285	0%	1,133	-12%
Small and medium machine	Units	2,901	4%	3,100	11%	94%	3,014	4%	2,776	-8%
Mining contracting		1,293	-5%	1,350 - 1,400	-1% to +3%	92% - 96%	1,298	0%	1,254	-3%
Coal production	mn tonne	141	-5%	150	1%	94%	148	5%	148	0%
OB removal	mn bcm	1,152	-5%	1,200 - 1,250	-1% to +3%	92% - 96%	1,151	0%	1,106	-4%
Coal mining sales		13.1	0%	13.7	4%	96%	13.1	0%	11.2	-15%
Thermal coal owned	mn tonne	7.2	0%	7.0	-3%	103%	7.2	0%	5.5	-24%
Thermal coal trading	mn tonne	2.7	0%	3.3	22%	82%	2.7	0%	2.7	0%
Met coal	mn tonne	3.2	0%	3.4	5%	95%	3.2	0%	3.0	-7%
Gold mining sales		240	3%	240	3%	100%	320	33%	328	2%
Martabe	k oz	220	5%	220	5%	100%	280	27%	280	0%
SJR	k oz	20	-9%	20	-9%	100%	40	100%	48	19%
Nickel mine		2.00	0%	2.00	0%	100%	2.20	10%	2.20	0%
Saprolite	mn w mt	0.70	0%	0.70	0%	100%	0.70	0%	0.70	0%
Limonite	mn w mt	1.30	0%	1.30	0%	100%	1.50	15%	1.50	0%

Source: Company, Indo Premier

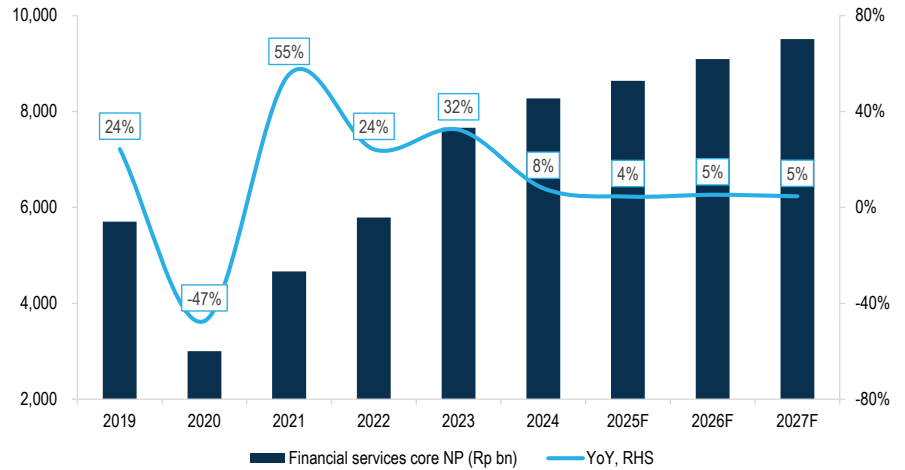
Fig. 50: Our UNTR's financial forecasts compared to the consensus estimates

UNTR	IPS			Cons			Diff		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Profit & Loss (Rp bn)									
Revenue - Net	124,615	127,855	120,489	131,817	129,420	134,869	95%	99%	89%
Revenue - elimination	(32,268)	(28,019)	(21,014)						
Cost of revenue	(95,692)	(99,253)	(93,740)	(98,187)	(97,367)	(104,662)	97%	102%	90%
Gross profit	28,922	28,602	26,749	33,630	32,053	30,207	86%	89%	89%
EBIT	22,597	22,041	20,552	26,551	25,414	25,945	85%	87%	79%
EBITDA	33,931	34,307	33,387	36,321	35,606	34,900	93%	96%	96%
Share in JV/Asso	495	551	631						
Interest expense	(2,403)	(2,200)	(1,501)						
Pretax profit	23,528	22,414	21,704	25,900	24,604	24,351	91%	91%	89%
Tax	(5,212)	(4,991)	(4,886)						
Net profit	17,694	16,787	16,325	19,164	18,615	19,481	92%	90%	84%
Core net profit	17,694	16,787	16,325						
EPS	4,743	4,500	4,377						
Core EPS (Rp)	4,743	4,500	4,377						
Annual growth, %									
Revenue	-7%	3%	-6%	-2%	-2%	4%	(536)	442	(997)
EBIT	-17%	-2%	-7%	-2%	-4%	2%	(1,455)	182	(884)
EBITDA	-12%	1%	-3%	-6%	-2%	-2%	(621)	307	(70)
Pretax profit	-9%	-5%	-3%	0%	-5%	-1%	(916)	27	(214)
Net profit	-9%	-5%	-3%	-2%	-3%	5%	(753)	(226)	(741)
Core net profit	-11%	-5%	-3%						
EPS	-9%	-5%	-3%						
Core EPS (Rp)	-11%	-5%	-3%						
Profitability, %									
Operating profit margin	18%	17%	17%	20%	20%	19%	(201)	(240)	(218)
EBITDA margin	27%	27%	28%	28%	28%	26%	(33)	(68)	183
Net profit margin	14%	13%	14%	15%	14%	14%	(34)	(125)	(90)
Core net profit margin	14%	13%	14%						

Source: Company, Indo Premier

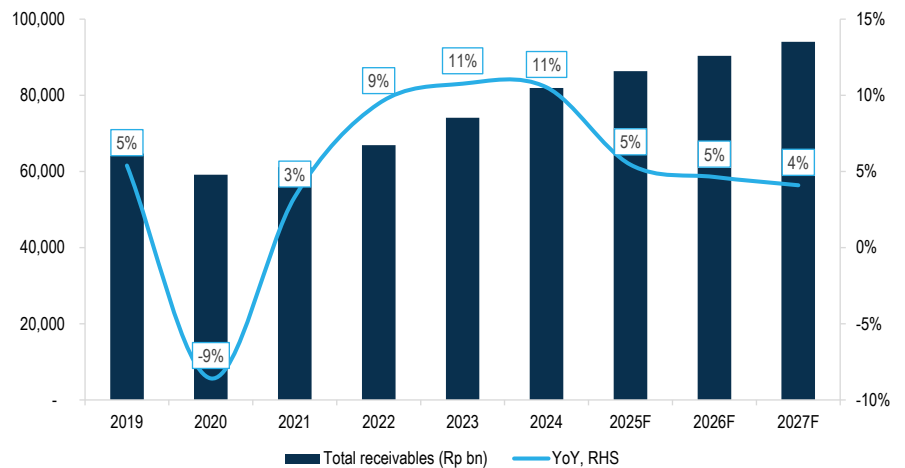
Financial services segment

Fig. 51: We estimate its financial services segment's core NP could still grow by 4-5% in FY25-27F, mainly supported by expansion in multipurpose financing and continued growth in 2W new financing



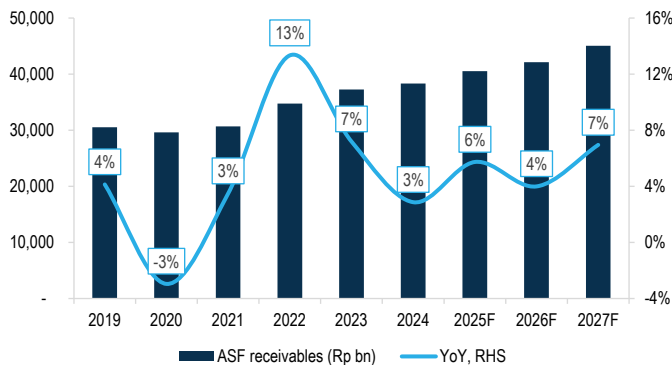
Source: Company, Indo Premier

Fig. 52: Total overall receivables of financial services segment



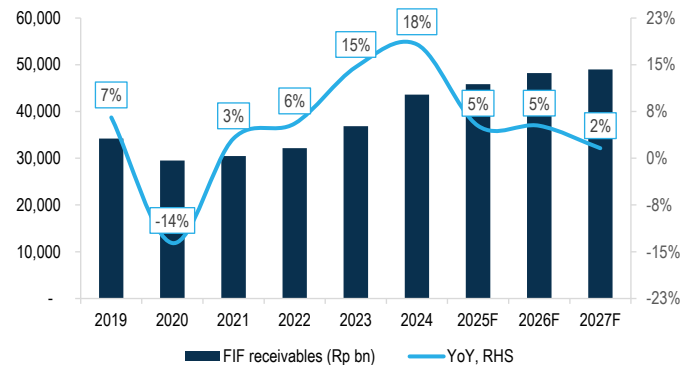
Source: Company, Indo Premier

Fig. 53: ASF – receivables



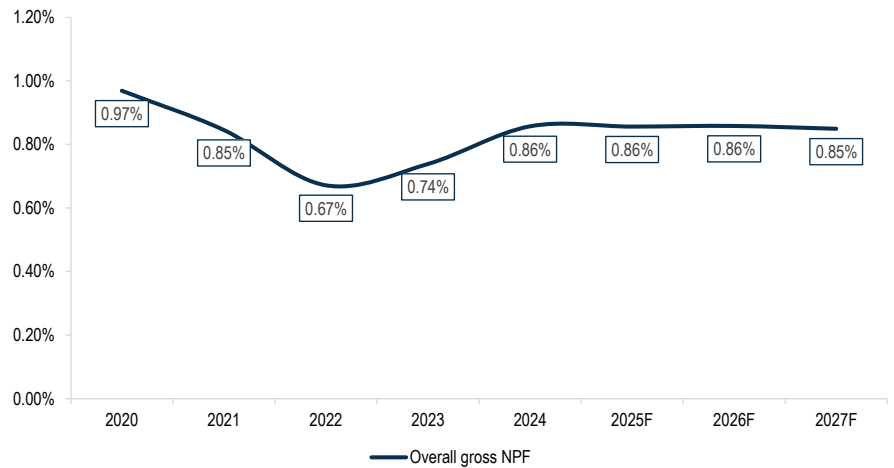
Source: Company, Indo Premier

Fig. 54: FIF – receivables



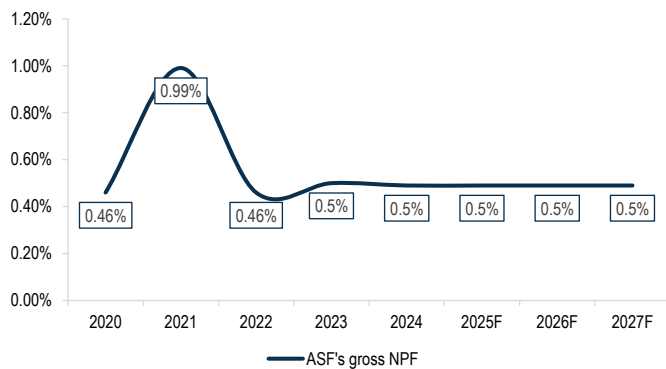
Source: Company, Indo Premier

Fig. 55: Overall – NPF



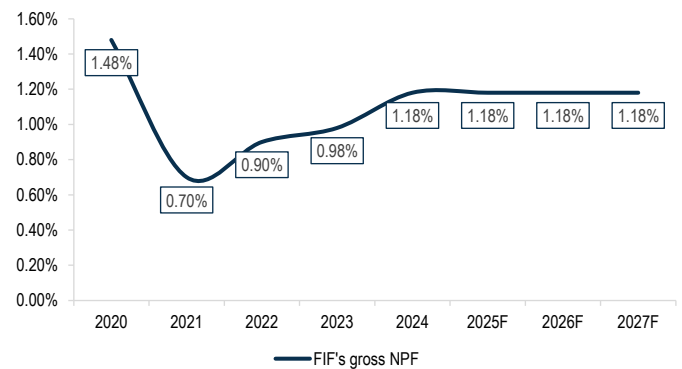
Source: Company, Indo Premier

Fig. 56: ASF – NPF



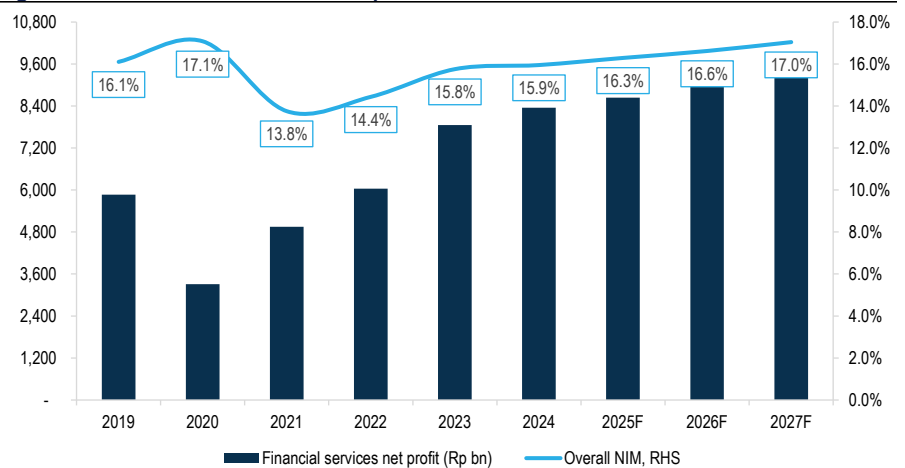
Source: Company, Indo Premier

Fig. 57: FIF – NPF



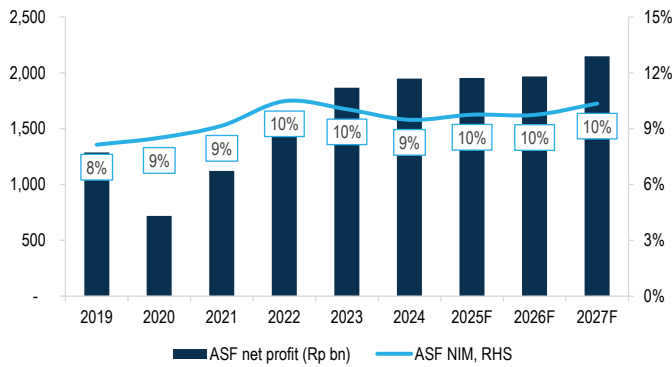
Source: Company, Indo Premier

Fig. 58: Overall – financial services net profit vs. NIM



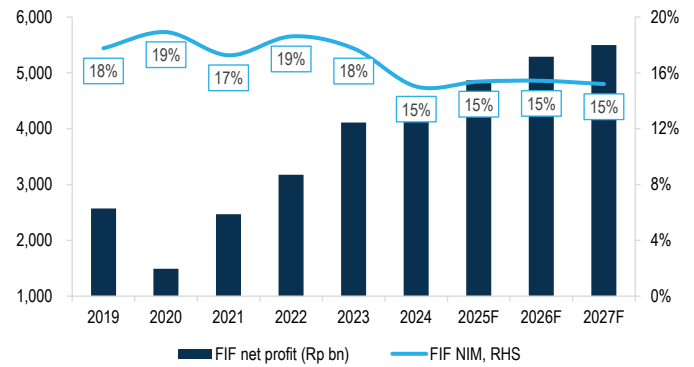
Source: Company, Indo Premier

Fig. 59: ASF – net profit vs. NIM



Source: Company, Indo Premier

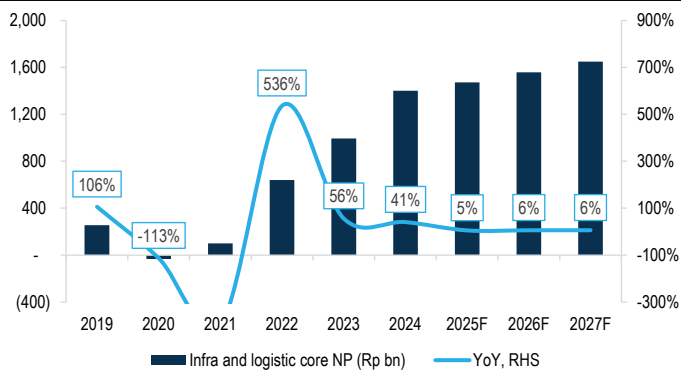
Fig. 60: FIF – net profit vs. NIM



Source: Company, Indo Premier

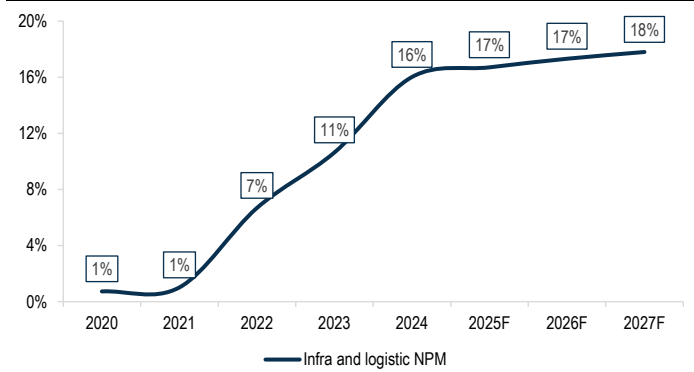
Infra and logistic segment

Fig. 61: In FY24, infra and logistics segment's core NP significantly improved by 41% yoy, mainly due to efficiency and loan refinancing. In FY25-27F, we estimate infra and logistics segment's core NP could still improve by 5-6% yoy p.a.



Source: Company, Indo Premier

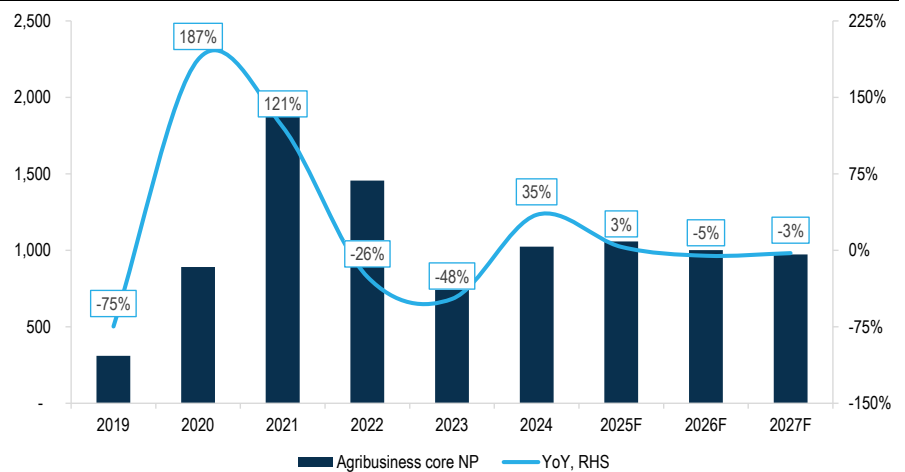
Fig. 62: Significant improvement in core NP was due to efficiency and loan refinancing, in the Astra infra. Going forward, the margin trend is expected to sustain



Source: Company, Indo Premier

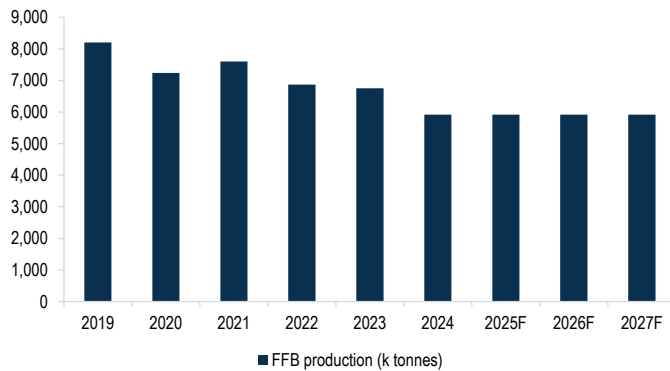
Agribusiness segment

Fig. 63: We estimate the agribusiness segment's core NP could remain stable in FY25F, assuming stabilizing palm oil prices and sales volume outlook



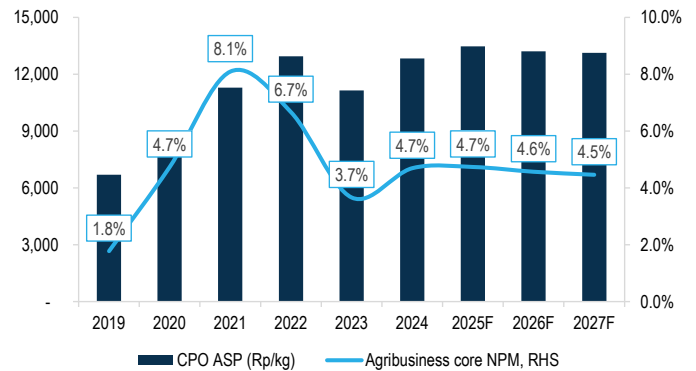
Source: Company, Indo Premier

Fig. 64: Production trend



Source: Company, Indo Premier

Fig. 65: ASP trend and margin



Source: Company, Indo Premier

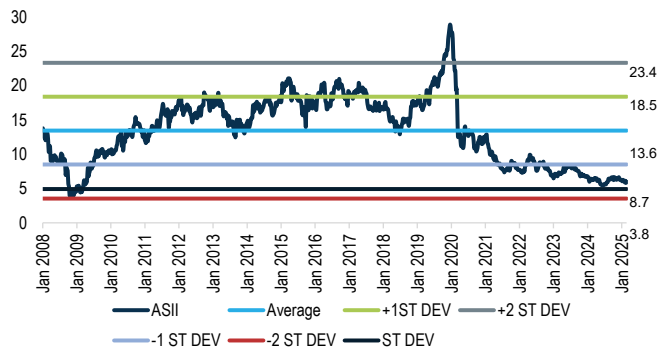
Valuation and share ownerships

Fig. 66: SOP-valuation table

In Rp bn, unless stated otherwise	Valuation method	ASII's ownership	FY25F	% to total valuation	Remarks
Main business portfolio					
Auto distribution and dealerships	5x P/E FY25F	100.00%	2,899	1%	
Astra Daihatsu Motor	5x P/E FY25F	31.90%	1,676	1%	
Astra Honda Motor	5x P/E FY25F	50.00%	26,275	13%	
Astra Otoparts (AUTO IJ)	10x P/E FY25F	80.00%	16,624	8%	core NP growth of 8%/12% yoy in FY24/25F. 0.5x stdev below Indonesia LT mean
Financial services	1.3x P/BV FY25F	100.00%	58,900	28%	LT ROE: 15%, CoE: 12.5%, LT growth: 3%
United Tractors (UNTR IJ)	SOP valuation FY25F	59.50%	64,413	31%	implying 3.3x EV/EBITDA FY24F
Astra Agro Lestari (AALI IJ)	5x EV/EBITDA FY25F	79.68%	13,197	6%	-0.6 s.d. below LT mean
Infrastructure	DCF FY25F		11,769	6%	
SERA Logistics	15x P/E FY24F	100.00%	2,504	1%	
Astra Graphia (ASGR IJ)	11.5x P/E FY25F	76.87%	1,344	1%	-0.9 s.d. below LT mean
Property	60% disc. to NAV		1,108	1%	
Other investment					
GoTo Gojek Tokopedia (GOTO IJ)	SOP valuation FY24F	4.30%	5,500	3%	
Medikaloka Hermina (HEAL IJ)	EV/EBITDA FY25F	7.23%	2,409	1%	implying 14.6x EV/EBITDA 2025
Minority investments					
Halodoc	At acquisition cost	31.34%	2,908	1%	
Sayurbox	At acquisition cost	N/A	202	0%	
Mapan	At acquisition cost	N/A	80	0%	
Total equity value			208,617		
#share outstanding (mn shares)			40.5		
TP (Rp/sh)			5,153		
Rounded TP (Rp/sh)			5,150		
Implied PBV			0.91		
Implied P/E			6.57		
Implied EV/EBITDA			5.75		

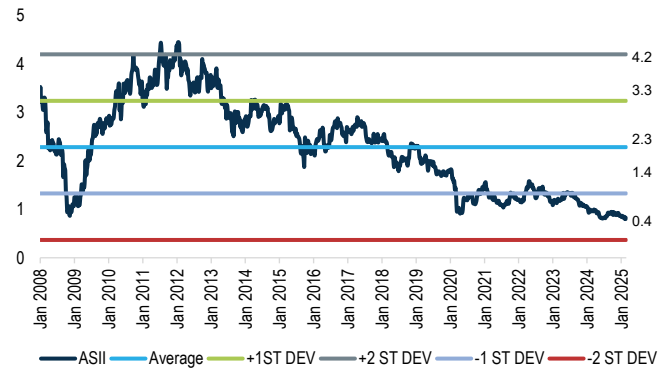
Source: Company, Indo Premier

Fig. 67: ASII – P/E band



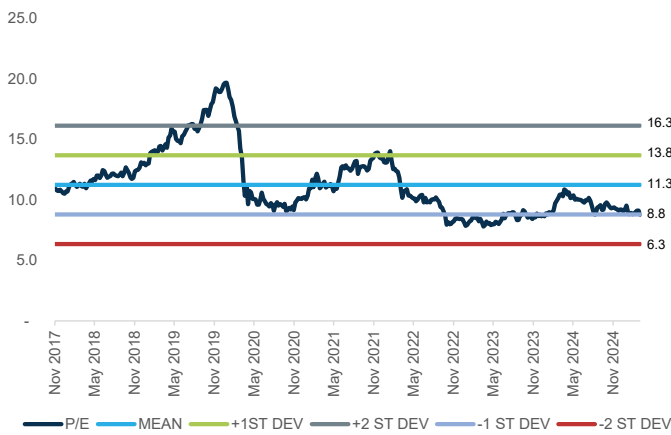
Source: Bloomberg, Indo Premier

Fig. 68: ASII – P/BV band



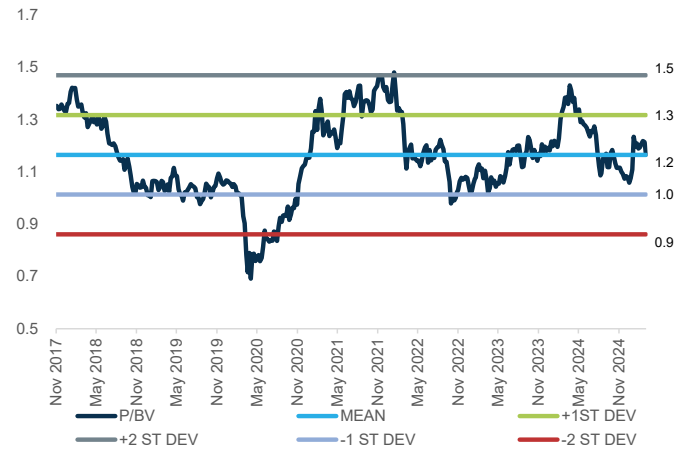
Source: Bloomberg, Indo Premier

Fig. 69: Auto manufacturing – P/E band (global peers)



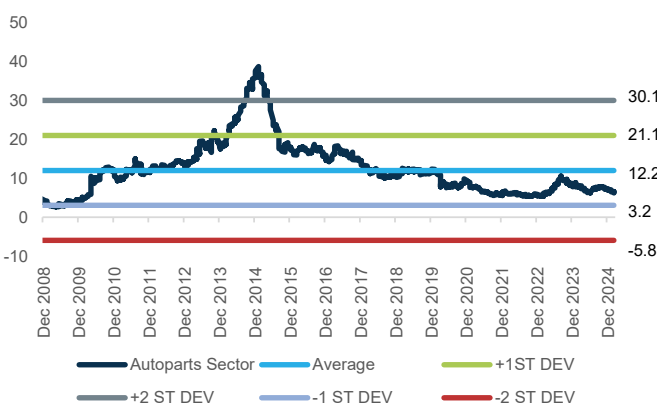
Source: Bloomberg, Indo Premier

Fig. 70: Auto manufacturing – P/BV band (global peers)



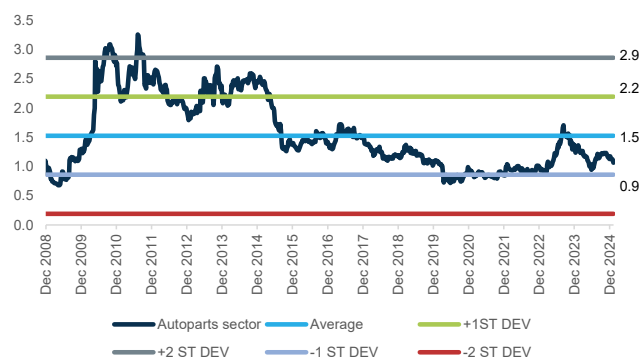
Source: Bloomberg, Indo Premier

Fig. 71: Indonesia's OEM parts and manufacturing P/E band



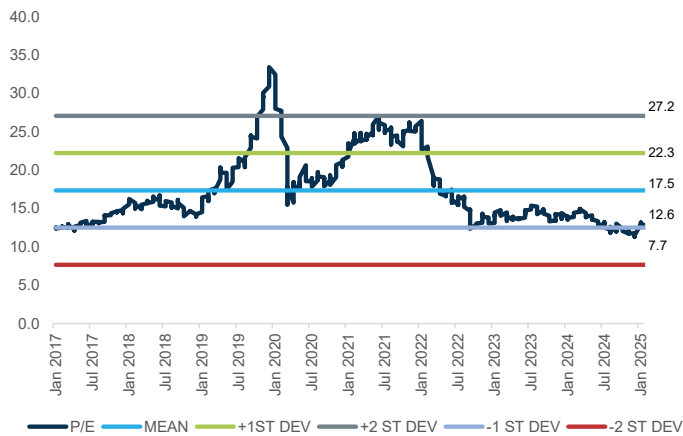
Source: Bloomberg, Indo Premier

Fig. 72: Indonesia's OEM parts and manufacturing - P/BV band



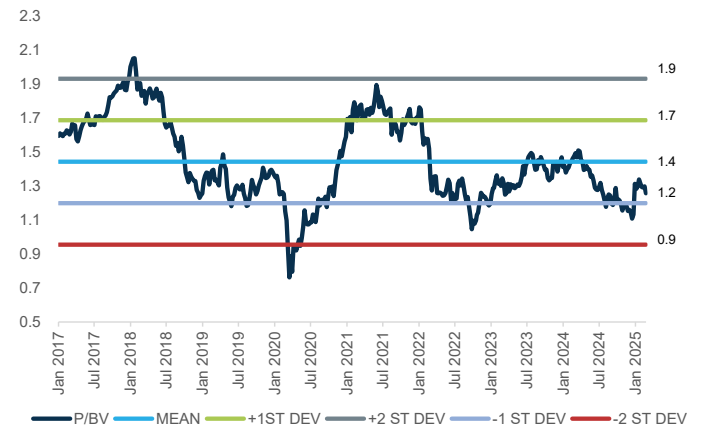
Source: Bloomberg, Indo Premier

Fig. 73: Global OEM parts and manufacturing P/E band



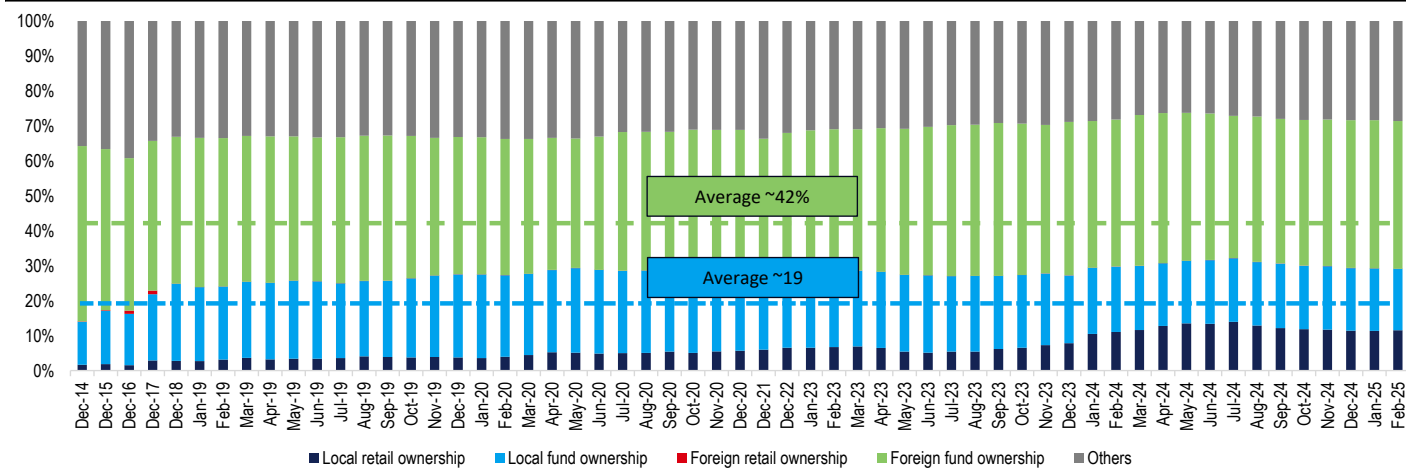
Source: Bloomberg, Indo Premier

Fig. 74: Global OEM parts and manufacturing - P/BV band



Source: Bloomberg, Indo Premier

Fig. 75: ASII historical share ownerships



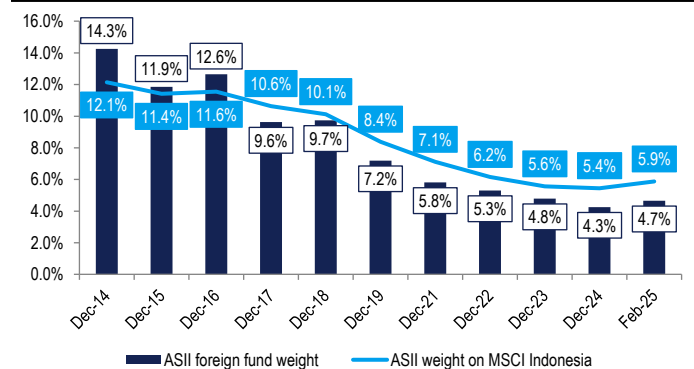
Source: KSEI, Bloomberg, Indo Premier

Fig. 76: ASII local fund weight



Source: KSEI, Bloomberg Indo, Premier

Fig. 77: ASII foreign fund weight



Source: KSEI, Bloomberg, Indo Premier

Fig. 78: Auto manufacturing – sector comparison

Company	Bloomberg ticker	3M/12M	Price (local curr.)	Target px	Market Cap (US\$m)	P/E (x)			P/BV (x)			EV/EBITDA (x)			ROE (%)			Net gearing (x)		
						2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F
Indonesia																				
Astra International	ASII IJ EQUITY	HOLD	4740	5,150	11,838.16	5.82	6.14	6.24	0.91	0.85	0.80	4.01	4.30	4.01	16%	14%	13%	0.24	0.20	0.13
Saratoga Investama	SRTG IJ EQUITY	Not rated	1770	N/A	1,517.37	6.38	4.11	5.91	0.45	0.39	0.36	5.56	3.56	5.41	11%	16%	9%	0.01	(0.00)	(0.01)
Median						6.17	4.96	5.78	0.68	0.61	0.56	5.47	4.48	5.36	13%	15%	12%	0.14	0.11	0.09
Singapore																				
Jardine Matheson	JM SP EQUITY	Not rated	42.48	N/A	12,280.10	8.54	7.64	7.16	0.41	0.40	0.39	10.19	9.03	8.79	4%	5%	5%	0.34	0.32	0.31
Hongkong																				
First Pasific	142 HK EQUITY	Not rated	4.89	N/A	2,711.38	3.93	3.70	3.31	0.64	0.57	0.50	6.79	6.98	6.93	124%	105%	85%	14.97	11.05	7.61
Median - Conglomerate						6.17	4.96	5.78	0.64	0.57	0.50	6.79	6.98	6.93	13%	15%	12%	0.34	0.32	0.31

Source: Bloomberg, Indo Premier

Share price closing as of: 12 March 2025

Fig. 79: Auto manufacturing – sector comparison

Company	Bloomberg ticker	3M/12M	Price (local curr.)	Target px	Market Cap (US\$m)	P/E (x)			P/BV (x)			EV/EBITDA (x)			ROE (%)			Net gearing (x)			
						2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	
US																					
Ford	F US EQUITY	Not rated	9.59	N/A	38,009.46	5.4	7.2	5.9	0.9	0.8	0.8	1.9	2.4	2.2	14%	11%	12%	(0.1)	(0.2)	(0.2)	
GM	GM US EQUITY	Not rated	47.9	N/A	47,660.59	4.6	4.3	4.1	0.8	0.7	0.6	2.1	2.1	2.1	18%	18%	15%	(0.1)	(0.1)	(0.1)	
Stellantis	STLAM IM EQUITY	Not rated	11.262	N/A	35,487.74	4.5	4.8	3.9	0.4	0.4	0.4	1.4	1.3	1.2	8%	9%	9%	(0.2)	(0.2)	(0.1)	
Median						4.6	4.8	4.1	0.8	0.7	0.6	1.9	2.1	2.1	14%	11%	12%	(0.1)	(0.2)	(0.1)	
India																					
Bajaj Auto	BJAUT IN EQUITY	Not rated	7545.25	N/A	24,077.65	28.2	25.2	21.1	7.3	6.6	5.7	#N/A	N/A	19.9	17.2	27%	25%	28%	(0.7)	(0.8)	(0.8)
Maruti Suzuki	MSIL IN EQUITY	Not rated	11634.8	N/A	41,987.51	27.6	25.0	21.6	5.1	4.6	4.2	22.1	19.0	16.8	19%	17%	17%	(0.8)	(0.5)	(0.5)	
Tata Motors	TTMT IN EQUITY	Not rated	670.65	N/A	32,124.09	12.6	11.4	9.9	3.9	2.4	2.0	5.7	5.9	5.4	34%	23%	21%	0.9	0.2	0.1	
Median						27.6	25.0	21.1	5.1	4.6	4.2	13.9	19.0	16.8	27%	23%	21%	(0.7)	(0.5)	(0.5)	
China																					
BYD	1211 HK EQUITY	Not rated	359.4	N/A	143,940.43	24.9	19.2	16.0	5.7	4.6	3.7	10.3	8.3	7.0	24%	25%	25%	(0.5)	(0.8)	(1.0)	
Geely Auto	175 HK EQUITY	Not rated	17.16	N/A	22,722.60	11.2	12.1	9.7	1.7	1.5	1.4	7.7	7.0	5.7	16%	13%	14%	(0.4)	(0.5)	(0.5)	
Great Wall	2333 HK EQUITY	Not rated	14.84	N/A	27,701.83	9.5	8.3	7.3	1.5	1.3	1.2	10.6	9.4	8.3	17%	16%	16%	(0.3)	(0.3)	(0.4)	
GAC	2238 HK EQUITY	Not rated	3.16	N/A	9,957.10	19.4	13.7	14.4	0.3	0.3	0.3	21.1	18.8	12.4	1%	1%	1%	(0.1)	(0.1)	(0.1)	
Median						15.3	12.9	12.0	1.6	1.4	1.3	10.5	8.9	7.7	16%	15%	15%	(0.3)	(0.4)	(0.5)	
Japan																					
Toyota	7203 JT EQUITY	Not rated	2740.5	N/A	294,456.60	8.0	8.3	8.3	1.2	1.0	0.9	10.4	10.9	10.3	16%	13%	11%	0.7	0.8	0.6	
Honda	7267 JT EQUITY	Not rated	1440.5	N/A	51,613.04	6.9	6.7	6.3	0.6	0.5	0.5	7.6	7.2	7.2	9%	8%	7%	0.3	0.4	0.4	
Mazda	7261 JT EQUITY	Not rated	1036	N/A	4,450.74	3.4	4.7	4.9	0.4	0.4	0.3	0.8	0.9	1.0	13%	8%	7%	(0.2)	(0.2)	(0.2)	
Suzuki	7269 JT EQUITY	Not rated	1786.5	N/A	23,746.65	13.1	9.1	8.6	1.5	1.2	1.1	6.2	5.0	4.8	12%	14%	13%	(0.1)	(0.2)	(0.2)	
Subaru	7270 JT EQUITY	Not rated	2773.5	N/A	13,703.07	5.9	6.0	6.6	0.9	0.7	0.7	0.7	0.8	0.8	16%	13%	11%	(0.3)	(0.2)	(0.2)	
Nissan	7201 JT EQUITY	Not rated	432.6	N/A	11,077.06	4.2	#N/A	N/A	16.8	0.3	0.3	0.3	0.9	2.1	1.6	8%	-4%	3%	1.0	1.0	2.0
Mistubishi Motors	7211 JT EQUITY	Not rated	440.4	N/A	4,416.04	4.8	7.6	6.3	0.7	0.6	0.5	2.2	2.6	2.6	17%	8%	9%	(0.3)	(0.2)	(0.2)	
Median						5.9	7.2	6.6	0.7	0.6	0.5	2.2	2.6	2.6	13%	8%	9%	(0.1)	(0.2)	(0.2)	
Korea																					
Hyundai Motor Co	005380 KS EQUITY	Not rated	197150	N/A	28,607.27	3.8	3.8	3.6	0.5	0.5	0.4	9.0	8.9	8.7	13%	12%	11%	1.1	1.0	0.9	
KIA Corp	000270 KS EQUITY	Not rated	100700	N/A	27,162.01	3.9	3.9	3.8	0.7	0.6	0.6	1.4	1.4	1.3	20%	18%	16%	(0.4)	(0.4)	(0.5)	
Median						3.8	3.8	3.7	0.6	0.6	0.5	5.2	5.1	5.0	17%	15%	14%	0.4	0.3	0.2	
Median - Car brands						5.9	7.2	6.6	0.8	0.7	0.6	5.2	5.1	5.0	16%	15%	14%	(0.1)	(0.2)	(0.2)	

Source: Bloomberg, Indo Premier

Share price closing as of: 12 March 2025

Fig. 80: OEM and parts manufacturing – sector comparison

Company	Bloomberg ticker	3M/12M	Price (local curr.)	Target px	Market Cap (US\$m)	P/E (x)			P/BV (x)			EV/EBITDA (x)			ROE (%)			Net gearing (x)		
						2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F
Indonesia																				
Dharma Polimetal	DRMA IJ EQUITY	Not rated	915	N/A	262	7.6	6.9	6.1	1.85	1.53	1.29	4.82	4.38	3.91	26%	25%	23%	(0.0)	(0.1)	-0.14
Astra Otoparts	AUTO IJ EQUITY	Not rated	2030	N/A	601	5.2	4.8	4.5	0.7	0.6	0.6	4.7	4.6	4.3	13%	13%	13%	(0.2)	(0.2)	-0.24
Median					862	6.4	5.8	5.3	1.3	1.1	0.9	4.8	4.5	4.1	20%	19%	18%	(0.1)	(0.2)	-0.19
Thailand																				
Somboon Advance Technology	SAT TB EQUITY	Not rated	11.1	N/A	138	7.4	6.6	6.3	0.6	0.6	0.5	1.1	1.0	1.0	8%	8%	9%	N/A	N/A	N/A
Median					138	7.4	6.6	6.3	0.6	0.6	0.5	1.1	1.0	1.0	8%	8%	9%	N/A	N/A	N/A
India																				
Suprajit Engineering	SEL IN EQUITY	Not rated	403.85	N/A	632	35.0	41.4	22.4	4.2	4.0	3.5	17.7	16.4	12.2	12%	10%	16%	0.1	0.1	0.05
Samvardhana Moth	MOTHERSO IN EQUITY	Not rated	125.15	N/A	10,129	34.2	23.3	18.4	3.5	2.6	2.3	11.7	9.5	8.6	10%	12%	13%	0.5	0.3	0.13
Median					10,761	34.6	32.3	20.4	3.8	3.3	2.9	14.7	13.0	10.4	11%	11%	15%	0.3	0.2	0.09
Shanghai																				
Jiangsu Xinquan Automotive Trim	603179 CH EQUITY	Not rated	44.8	N/A	3,070	20.6	15.4	12.2	3.8	3.1	2.6	15.7	12.2	10.0	19%	21%	22%	0.1	0.0	-0.1
Foryou	002906 CH EQUITY	Not rated	34.85	N/A	2,621	27.5	20.8	16.4	2.8	2.5	2.2	19.5	15.5	12.5	11%	12%	14%	-0.2	-0.1	-0.1
Ningbo Joyson Electronic	600699 CH EQUITY	Not rated	18.84	N/A	3,770	19.5	15.6	12.7	1.8	1.7	1.5	8.6	7.6	6.8	9%	11%	12%	0.8	0.6	0.2
Huizhou Desai Automotive	002920 CH EQUITY	Not rated	121.4	N/A	9,512	31.4	23.8	18.7	6.9	5.6	4.4	24.3	19.0	15.2	24%	25%	25%	-0.1	-0.1	-0.3
Fuyao Glass Automotive	600660 CH EQUITY	Not rated	58.65	N/A	20,702	20.3	17.3	14.8	4.2	3.5	2.9	13.6	11.5	10.0	21%	22%	22%	-0.1	-0.2	-0.3
Median					39,675	20.6	17.3	14.8	3.8	3.1	2.6	15.7	12.2	10.0	19%	21%	22%	-0.1	-0.1	-0.1
Japan																				
Piolax	5988 JP EQUITY	Not rated	2400	N/A	592	19.2	26.3	20.4	0.8	0.7	0.6	6.5	8.1	7.8	4%	3%	3%	(0.2)	(0.1)	-0.12
Sumitomo Electric Industries	5802 JP EQUITY	Not rated	2655	N/A	14,155	15.7	12.6	11.1	1.0	0.9	0.9	6.8	5.8	5.4	6%	7%	8%	0.2	0.2	0.15
Toyota Industries	6201 JT EQUITY	Not rated	12780	N/A	28,068	16.9	14.3	13.6	0.9	0.7	0.7	15.0	13.4	12.6	6%	5%	5%	0.3	0.2	0.18
Denso	6902 JT EQUITY	Not rated	1966.5	N/A	38,419	15.4	12.7	10.6	1.2	1.1	1.0	6.5	5.8	5.1	8%	8%	10%	(0.0)	(0.0)	-0.06
Koito MFG CO	7276 JT EQUITY	Not rated	1954.5	N/A	4,036	13.0	15.8	14.1	0.9	0.9	0.9	3.4	4.1	3.6	7%	5%	6%	(0.5)	(0.4)	-0.37
Aisin Corp	7259 JT EQUITY	Not rated	1785.5	N/A	9,793	14.8	12.8	7.8	0.8	0.7	0.6	4.7	4.2	3.7	5%	5%	9%	0.3	0.1	0.14
Median					95,062	15.6	13.5	12.3	0.9	0.8	0.8	6.5	5.8	5.3	6%	5%	7%	0.1	0.1	0.04

Source: Bloomberg, Indo Premier

Share price closing as of: 12 March 2025

Fig. 81: OEM and parts manufacturing – sector comparison (continued)

Company	Bloomberg ticker	3M/12M	Price (local curr.)	Target px	Market Cap (US\$m)	P/E (x)			P/BV (x)			EV/EBITDA (x)			ROE (%)			Net gearing (x)		
						2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F
Korea																				
Mando	204320 KS EQUITY	Not rated	41200	N/A	1,329	13.4	7.9	6.7	0.8	0.8	0.7	5.5	4.9	4.5	7%	10%	11%	0.7	0.6	0.47
Hyundai Mobis	012330 KS EQUITY	Not rated	250000	N/A	15,896	6.1	5.3	5.0	0.5	0.5	0.4	4.1	3.4	3.2	9%	9%	9%	(0.1)	(0.1)	-0.16
Hanon System	018880 KS EQUITY	Not rated	4055	N/A	1,904	N/A	38.9	16.3	0.9	1.0	1.0	7.1	7.0	6.2	0%	2%	6%	(0.5)	1.5	1.43
Median					19,128	9.7	7.9	6.7	0.8	0.8	0.7	5.5	4.9	4.5	6%	5%	9%	0.1	0.1	0.14
Europe																				
Polytec Holding AG	PYT AV EQUITY	Not rated	2.78	N/A	68	N/A	15.7	5.8	0.3	0.3	0.3	4.3	3.6	3.3	-1%	1%	3%	0.3	0.2	0.3
AKWEL	AKW FP EQUITY	Not rated	7.24	N/A	210	7.8	8.9	7.2	0.3	0.3	0.3	1.1	1.1	1.0	5%	4%	5%	N/A	N/A	N/A
SAF - Holland SE	SFQ GR EQUITY	Not rated	17.08	N/A	846	7.7	7.1	6.3	1.5	1.4	1.2	5.5	5.1	4.7	18%	17%	18%	0.8	0.7	0.5
Kendron NV	KENDR NA EQUITY	Not rated	10.58	N/A	179	13.7	10.5	8.1	0.9	0.9	0.9	7.5	5.9	5.2	6%	8%	10%	0.4	0.5	0.4
AB Dynamics	ABDP LN EQUITY	Not rated	1830	N/A	545	28.5	24.7	22.7	3.2	3.0	2.9	16.8	14.9	13.7	N/A	N/A	N/A	N/A	N/A	N/A
Hella GMBH & Co	HLE GR EQUITY	Not rated	89	N/A	10,786	34.4	30.0	26.4	3.0	3.1	2.9	10.3	9.3	9.9	13%	10%	11%	0.2	0.0	-0.1
APTIV PLC	APTIV US EQUITY	Not rated	63.76	N/A	14,630	10.3	8.8	7.6	1.7	1.5	1.3	7.0	6.8	6.4	16%	17%	17%	0.8	0.6	0.5
Autoliv INC	ALV US EQUITY	Not rated	91.07	N/A	7,077	11.2	9.9	8.1	3.0	2.8	2.4	6.3	5.9	5.3	26%	30%	32%	0.7	0.7	0.6
Continental AG	CON GY EQUITY	Not rated	69.3	N/A	15,118	9.7	8.2	6.7	1.0	0.9	0.8	4.2	4.0	3.6	10%	11%	13%	0.3	0.2	0.2
Median					49,457	10.74	9.87	7.62	1.51	1.37	1.24	6.29	5.86	5.18	N/A	N/A	N/A	N/A	N/A	N/A
US and Canada																				
Modine Manufacturing Co	MOD US EQUITY	Not rated	84.36	N/A	4,435	25.8	21.7	17.8	5.8	5.0	4.0	15.2	12.3	10.5	24%	20%	21%	0.3	0.2	-0.1
American Axle & Manufacturing Holdings	AXL US EQUITY	Not rated	4.5	N/A	529	8.8	8.3	6.8	0.9	0.9	0.8	3.7	3.7	3.7	11%	10%	11%	3.5	2.9	2.3
Standard Motor Products	SMP US EQUITY	Not rated	26.16	N/A	572	8.3	7.5	6.3	N/A	N/A	N/A	8.6	6.4	5.9	N/A	N/A	N/A	N/A	N/A	N/A
Strattec Security	STRT US EQUITY	Not rated	45.68	N/A	191	77.4	N/A	N/A	1.0	0.9	0.9	9.0	4.8	4.9	1%	N/A	N/A	0.0	N/A	N/A
Borgwarner INC	BWA US EQUITY	Not rated	28.56	N/A	6,246	6.7	6.7	6.1	1.0	1.0	0.9	4.2	4.2	4.0	15%	16%	15%	0.4	0.3	0.2
Magna International	MGA US EQUITY	Not rated	36.37	N/A	10,261	6.9	7.3	5.8	0.8	0.9	0.8	3.8	3.9	3.5	12%	12%	14%	0.4	0.4	0.4
Magna International	MG CN EQUITY	Not rated	52.3	N/A	10,257	6.9	7.3	5.8	0.8	0.9	0.8	3.8	3.9	3.5	12%	12%	14%	0.4	0.4	0.4
Lear Corp	LEA US EQUITY	Not rated	94.83	N/A	5,086	7.8	7.5	6.2	1.1	1.0	0.9	4.1	4.2	3.9	14%	15%	15%	0.3	0.4	0.3
Median					37,576	8.1	7.5	6.2	1.0	0.9	0.9	4.1	4.2	3.9	N/A	N/A	N/A	N/A	N/A	N/A
Median - All					252,661	10.2	8.9	7.2	1.1	1.0	0.9	5.9	5.4	4.8	N/A	N/A	N/A	N/A	N/A	N/A

Source: Bloomberg, Indo Premier

Share price closing as of: 12 March 2025

Income Statement (Rp bn)	2023A	2024A	2025F	2026F	2027F
Net revenue	316,565	330,920	325,392	325,497	330,901
Cost of sales	(243,255)	(257,363)	(256,380)	(256,291)	(261,582)
Gross profit	73,310	73,557	69,012	69,206	69,319
SG&A Expenses	(29,042)	(31,355)	(31,993)	(33,096)	(33,550)
Operating profit	44,268	42,202	37,019	36,110	35,769
Net interest	(59)	(460)	1,538	988	1,753
Forex gain (loss)	(408)	(532)	0	0	0
Others	10,928	11,949	10,291	10,558	11,228
Pre-tax income	54,729	53,159	48,849	47,657	48,751
Income tax	(10,228)	(9,735)	(8,666)	(8,360)	(8,513)
Minority interest	(10,662)	(9,373)	(8,708)	(8,342)	(8,148)
Net income	33,839	34,051	31,475	30,955	32,090

Balance Sheet (Rp bn)	2023A	2024A	2025F	2026F	2027F
Cash & equivalents	41,138	48,439	60,340	70,706	96,399
Receivables	72,227	77,061	81,826	84,108	86,751
Other current assets	52,823	51,431	51,287	51,274	52,050
Total current assets	166,188	176,931	193,452	206,087	235,200
Fixed assets	72,911	78,734	79,926	78,565	72,659
Other non-current assets	206,582	217,260	230,400	238,479	245,853
Total non-current assets	279,493	295,994	310,326	317,045	318,511
Total assets	445,681	472,925	503,778	523,132	553,712
Payables	40,529	40,047	39,894	39,880	40,703
Other payables	53,082	56,454	56,076	55,967	56,021
Current portion of LT loans	31,411	36,802	39,954	38,030	40,007
Total current liab.	125,022	133,303	135,924	133,877	136,732
Long term loans	53,303	50,192	54,488	51,831	54,504
Other LT liab.	16,936	17,934	17,934	17,934	17,934
Total liabilities	195,261	201,429	208,346	203,642	209,170
Equity	9,643	11,049	11,049	11,049	11,049
Retained earnings	188,997	202,116	217,345	233,059	249,964
Minority interest	51,778	58,331	67,039	75,381	83,529
Total SHE + minority int.	250,418	271,496	295,432	319,489	344,542
Total liabilities & equity	445,679	472,925	503,778	523,132	553,712

Source: Company, Indo Premier

Cash Flow Statement (Rp bn)	2023A	2024A	2025F	2026F	2027F
Net profit	44,501	43,424	40,182	39,297	40,238
Depr. & amortization	9,139	8,636	17,893	19,200	20,151
Changes in working capital	(6,796)	(5,620)	(5,152)	(2,392)	(2,542)
Others					
Cash flow from operating	46,844	46,440	52,924	56,105	57,847
Capital expenditure	(43,768)	(18,411)	(33,460)	(24,366)	(20,134)
Others	(11,385)	(6,726)	1,234	(1,553)	(1,484)
Cash flow from investing	(55,153)	(25,137)	(32,225)	(25,918)	(21,618)
Loans	25,953	8,346	7,448	(4,581)	4,650
Equity	(11,689)	(7,888)	(8,708)	(8,342)	(8,148)
Dividends	(26,314)	(21,011)	(16,246)	(15,240)	(15,186)
Others	200	6,553	8,708	8,342	8,148
Cash flow from financing	(11,850)	(14,000)	(8,798)	(19,821)	(10,536)
Changes in cash	(20,159)	7,303	11,901	10,366	25,694

Key Ratios	2023A	2024A	2025F	2026F	2027F
Gross margin	23.2%	22.2%	21.2%	21.3%	20.9%
Operating margin	14.0%	12.8%	11.4%	11.1%	10.8%
Pre-tax margin	17.3%	16.1%	15.0%	14.6%	14.7%
Net margin	10.7%	10.3%	9.7%	9.5%	9.7%
ROA	7.5%	7.1%	6.3%	6.0%	5.8%
ROE	16.8%	15.7%	13.9%	12.8%	12.4%
ROIC	13.4%	12.7%	11.6%	11.3%	11.9%
Acct. receivables TO (days)	39	37	37	37	37
Acct. payables - other TO (days)	61	57	57	57	57
Gross debt-to-equity (x)	0.5	0.5	0.5	0.4	0.4
Net debt-to-equity (x)	0.3	0.2	0.2	0.1	0.0
Interest coverage (x)	19.1	16.1	15.7	16.8	21.4

Source: Company, Indo Premier

INVESTMENT RATINGS

BUY : Expected total return of 10% or more within a 12-month period
HOLD : Expected total return between -10% and 10% within a 12-month period
SELL : Expected total return of -10% or worse within a 12-month period

ANALYSTS CERTIFICATION

The views expressed in this research report accurately reflect the analyst's personal views about any and all of the subject securities or issuers; and no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

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