Buy

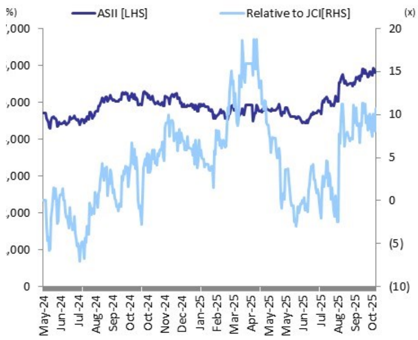
(Maintained)

Last Price (Rp)	5,825
Target Price (Rp)	6,700
Previous Target Price (Rp)	*6,700*
Upside/Downside	+15.0%
No. of Shares (mn)	40,484
Mkt Cap (Rpbn/US$mn)	235,817/14,227
Avg, Daily T/O (Rpbn/US$mn)	233.7/14.1
Free Float (%)	41.3
Major Shareholder (%)	
Jardine Cycle & Carriage	50.1

EPS Consensus (Rp)

	2025F	2026F	2027F
BRIDS	740.0	772.4	824.9
Consensus	790.3	817.1	844.2
BRIDS/Cons (%)	**(6.4)**	**(5.5)**	**(2.3)**

ASII relative to JCI Index



Source: Bloomberg

BRI Danareksa Sekuritas Analysts

Nashrullah Putra Sulaeman
(62-21) 5091 4100 ext. 3508
nashrullah.sulaeman@brids.co.id

Sabela Nur Amalina
(62-21) 5091 4100 ext. 4202
sabela.amalina@brids.co.id

Astra International (ASII IJ)

3Q25 Preview: Potential Upside Surprise from Auto

- **3Q25 earnings may surprise on the upside, driven by +5.4% qoq volume growth and stable 52.0% mkt share, despite continued price pressure.**
- **A seasonal lift in 4Q25 should drive FY25 volume to ~750–770k units, keeping ASII's share above 52.5% and earnings on track.**
- **Valuation remains undemanding at 7.5x FY26F P/E; TSR or HEV rollout could unlock upside to 9.5x (TP: Rp6,700).**

Auto & FinSer: Potential upside surprise from volume

We initially expected 3Q25 net profit to remain soft at **Rp7.9tr** (-7% qoq, -21% yoy), but recent auto industry data suggest early signs of stabilization, and we think it may offer an upside surprise. The industry's 4W wholesale volume rebounded **+6.9% qoq** to 184.7k units in 3Q25, with Astra's volume rising **+5.4% qoq** to 96.1k units, keeping market share broadly stable at 52%. Meanwhile, we expect Financial Services (FinSer) earnings to remain steady, with revenue moving in tandem with auto sales volume and net margin at ~25–26% supported by stable credit quality during the quarter.

UNTR: Earnings to soften amid lower equipment sales and coal price

From UNTR, we expect 3Q25 earnings to reach ~Rp4.5tr (-7% qoq, -25% yoy), pressured by lower heavy equipment sales of 1.3k units (-16% yoy, -27% qoq), while we expect PAMA's total mining volume (coal + OB) to recover to 343Mt (+9% qoq, -8% yoy), providing a partial offset.

Seasonal uplift expected in 4Q25F

We expect 4Q25 earnings for auto and FinSer business to benefit from typical year-end seasonality, as ~30% of Astra's annual 4W sales are usually booked in the final quarter. This should lift FY25 volume toward 770-780k units, in line with our base case, maintaining ~52.5–53% market share. While pricing pressure from Chinese OEMs may persist, Astra's brand leadership and robust after-sales network should support ASP and margin. On the UNTR side, 4Q25 is likely to be seasonally softer due to rainfall affecting overburden removal, partly offset by stable coal shipments and seasonally stronger coal price.

Still room for re-rating, but catalysts needed

ASII now trades at 7.5x FY26F P/E, below 5-year avg of 7.8x. Our TP of Rp6,700 implies 9.5x FY26F P/E, or close to +1SD, which we believe is justifiable if Astra can maintain >50% market share, deliver stable dividends (~7% yield), and provide more clarity on strategic catalysts such as TSR or HEV rollout. Without these triggers, we acknowledge the stock may remain rangebound. However, risk reward remains skewed to the upside, with any surprise execution potentially lifting valuation multiples closer to historical mean.

Key Financials

Year to 31 Dec	2023A	2024A	2025F	2026F	2027F
Revenue (Rpbn)	316,565	330,920	326,322	346,153	358,968
EBITDA (Rpbn)	59,556	61,178	56,364	59,632	63,131
EBITDA Growth (%)	6.2	2.7	(7.9)	5.8	5.9
Net Profit (Rpbn)	33,839	34,051	29,959	31,270	33,395
EPS (Rp)	835.9	841.1	740.0	772.4	824.9
EPS Growth (%)	16.9	0.6	(12.0)	4.4	6.8
BVPS (Rp)	4,906.7	5,265.5	5,601.8	6,019.0	6,473.1
DPS (Rp)	956.1	621.8	403.7	455.2	470.8
PER (x)	7.0	6.9	7.9	7.5	7.1
PBV (x)	1.2	1.1	1.0	1.0	0.9
Dividen yield (%)	16.4	10.7	6.8	7.7	7.9
EV/EBITDA	4.8	4.7	5.0	4.6	4.3

Source: ASII, BRIDS Estimates

Exhibit 1. 9M25E and 3Q25E Preview Highlights

ASII IJ (in Rpbn)	3Q24	2Q25	3Q25E	YoY	QoQ	9M24	9M25E	YoY	% 9M25E to FY25F	% 9M25E to Cons	FY24	FY25F	YoY
Revenue	86,362	79,496	77,111	-11%	-3%	246,329	240,577	-2%	74%	74%	330,920	326,322	-1.4%
Gross profit	19,052	17,773	17,062	-10%	-4%	54,652	51,862	-5%	74%	73%	73,557	69,633	-5.3%
Operating income	10,924	9,949	9,352	-14%	-6%	31,772	29,275	-8%	75%	73%	42,202	39,090	-7.4%
EBITDA	15,713	15,060	14,156	-10%	-6%	45,770	41,529	-9%	74%	73%	61,178	56,364	-7.9%
Net income	9,998	8,583	7,944	-21%	-7%	25,854	22,388	-13%	75%	71%	34,051	29,959	-12.0%
Margins, %													
Gross margin	22.1	22.4	22.1			22.2	21.6						
Operating margin	12.6	12.5	12.1			12.9	12.2						
EBITDA margin	18.2	18.9	18.4			18.6	17.3						
Net margin	11.6	10.8	10.3			10.5	9.3						

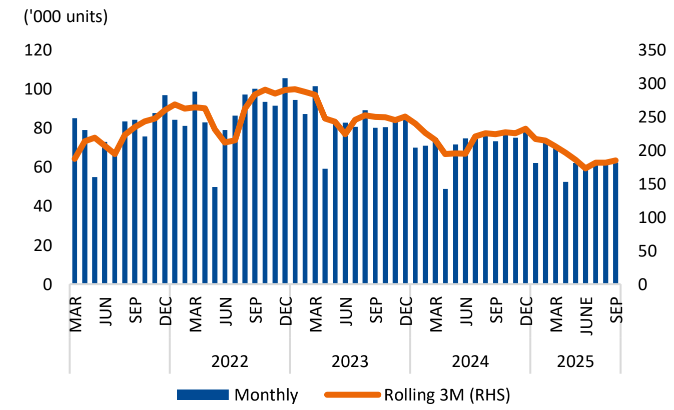
Source: Company, Bloomberg, BRIDS Estimates

Exhibit 2. 9M25 4W Wholesales Volume Summary

Units	Sep-24	Aug-25	Sep-25	MoM	YoY	9M24	9M25	YoY	3Q24	2Q25	3Q25	QoQ	YoY
Astra													
Daihatsu	12,676	9,846	10,605	7.7%	-16.3%	125,849	95,307	-24.3%	40,415	29,406	30,902	5.1%	-23.5%
Isuzu	1,670	2,193	2,052	-6.4%	22.9%	20,076	17,710	-11.8%	6,043	5,364	6,435	20.0%	6.5%
UD Trucks	159	56	73	30.4%	-54.1%	1,499	1,364	-9.0%	526	504	254	-49.6%	-51.7%
Toyota + Lexus	25,591	18,463	20,805	12.7%	-18.7%	208,371	183,117	-12.1%	79,084	55,546	58,274	4.9%	-26.3%
Peugeot	-	-	-	na	na	27	-	na	-	-	-	na	na
Total Astra	**40,096**	**30,558**	**33,535**	**9.7%**	**-16.4%**	**355,822**	**297,498**	**-16.4%**	**127,370**	**91,171**	**96,105**	**5.4%**	**-24.5%**
Total Astra LCGC	**10,222**	**6,352**	**6,398**	**0.7%**	**-37.4%**	**101,118**	**69,930**	**-30.8%**					
Non Astra													
Honda	7,926	4,375	4,332	-1.0%	-45.3%	69,320	46,623	-32.7%	21,731	10,345	13,942	34.8%	-35.8%
Mitsubishi	8,165	8,982	8,496	-5.4%	4.1%	74,287	66,883	-10.0%	24,504	19,227	24,360	26.7%	-0.6%
Suzuki	5,183	5,911	5,152	-12.8%	-0.6%	48,991	44,253	-9.7%	15,858	13,006	17,073	31.3%	7.7%
BYD + Denza	2,075	2,854	1,315	-53.9%	-36.6%	8,536	26,852	214.6%	6,940	8,374	7,027	-16.1%	1.3%
Hyundai	1,596	1,401	1,412	0.8%	-11.5%	17,164	15,240	-11.2%	5,120	4,230	4,052	-4.2%	-20.9%
Wuling	2,004	1,411	1,339	-5.1%	-33.2%	13,914	12,264	-11.9%	5,396	3,463	4,006	15.7%	-25.8%
Chery	673	1,179	2,105	78.5%	212.8%	6,190	15,160	144.9%	2,251	5,884	4,877	-17.1%	116.7%
Others	5,390	5,106	4,385	-14.1%	-18.6%	39,436	37,047	-6.1%	14,470	17,054	13,287	-22.1%	-8.2%
Total Non ASII	**33,012**	**31,219**	**28,536**	**-8.6%**	**-13.6%**	**275,858**	**264,322**	**-4.2%**	**96,270**	**81,583**	**88,624**	**8.6%**	**-7.9%**
Total Domestic 4W Wholesales Volume	**73,108**	**61,777**	**62,071**	**0.5%**	**-15.1%**	**633,660**	**561,820**	**-11.3%**	**223,640**	**172,754**	**184,729**	**6.9%**	**-17.4%**
Total LCGC	**14,673**	**8,607**	**8,315**	**-3.4%**	**-43.3%**	**134,818**	**94,312**	**-30.0%**					
ASII Market Share	**54.8%**	**49.5%**	**54.0%**			**56.2%**	**53.0%**	**-5.7%**	**57.0%**	**52.8%**	**52.0%**	**-1.4%**	**-8.7%**
ASII LCGC Market Share	**69.7%**	**73.8%**	**76.9%**			**75.0%**	**74.1%**	**102.7%**				**na**	**na**

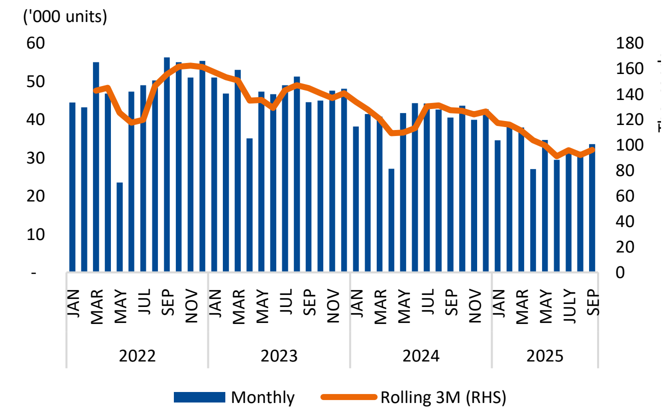
Source: GAIKINDO, Company, BRIDS

Exhibit 3. Industry 4W Monthly Wholesales



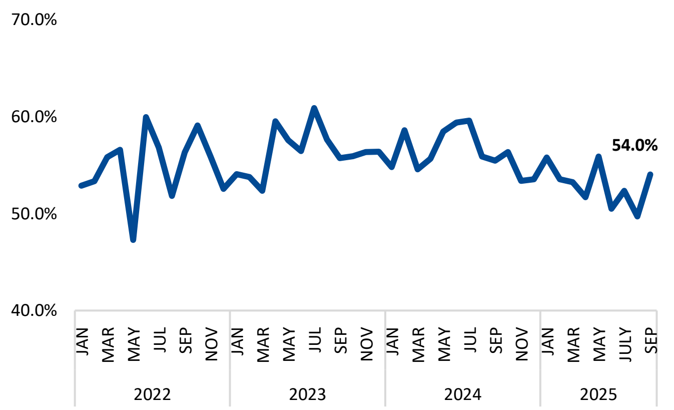
Source: GAIKINDO, BRIDS

Exhibit 4. ASII 4W Monthly Wholesales



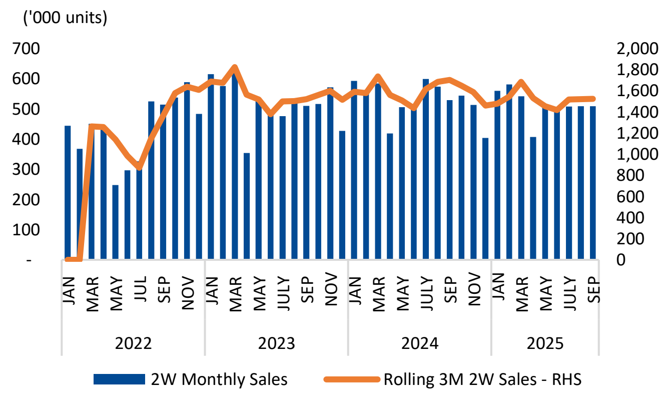
Source: GAIKINDO, BRIDS

Exhibit 5. ASII Market Share



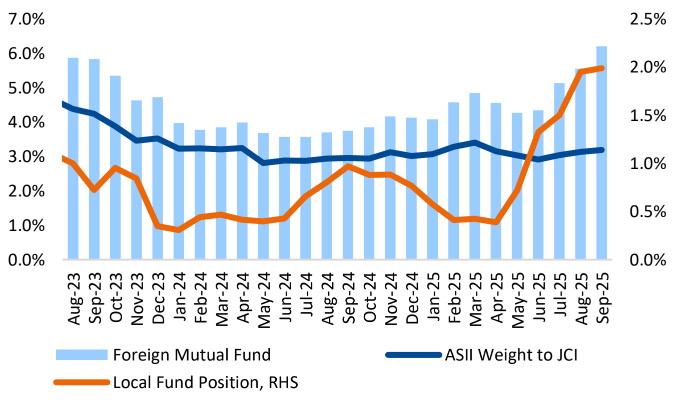
Source: AISI, BRIDS

Exhibit 6. Industry 2W Monthly Sales



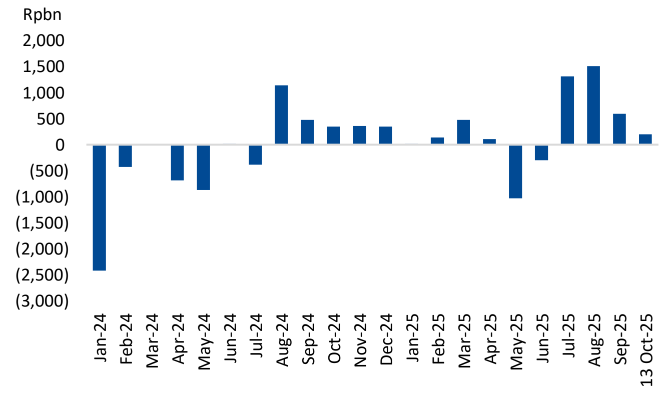
Source: AISI, BRIDS

Exhibit 7. ASII Weighting and Fund Position



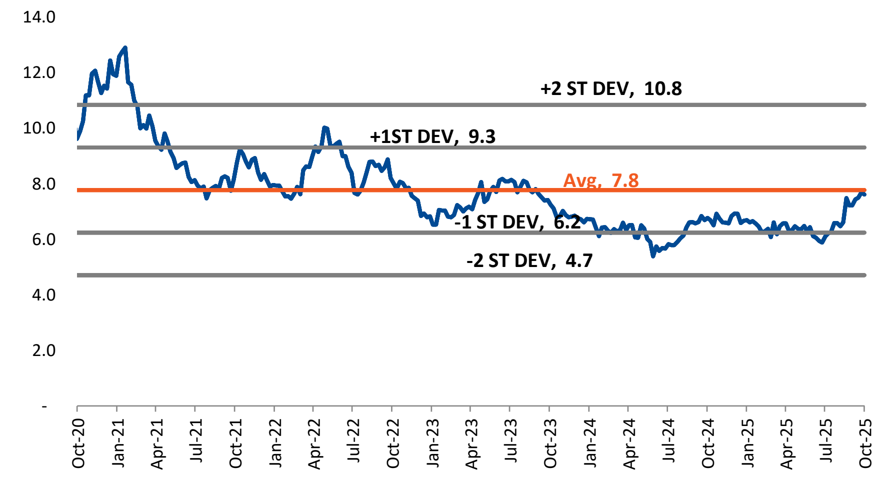
Source: KSEI, BRIDS

Exhibit 8. ASII Historical Foreign Flows



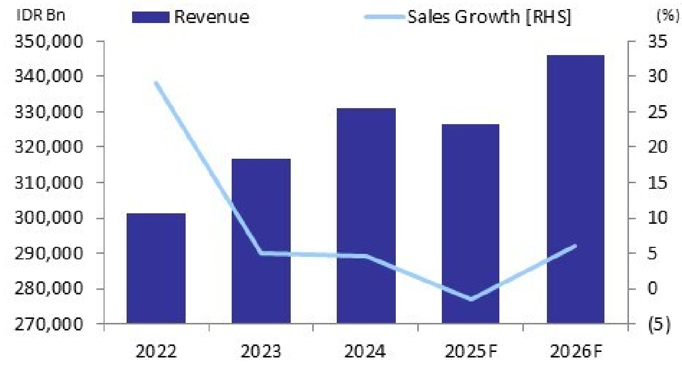
Source: IDX, BRIDS

Exhibit 9. ASII PE Band (5 years)



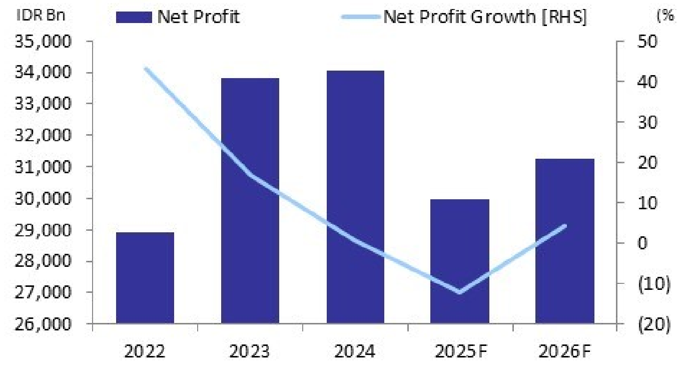
Source: Company, Bloomberg, BRIDS Estimates

Exhibit 10. Revenue and Growth



Source: Company, BRIDS Estimates

Exhibit 11. Net Profit and Growth

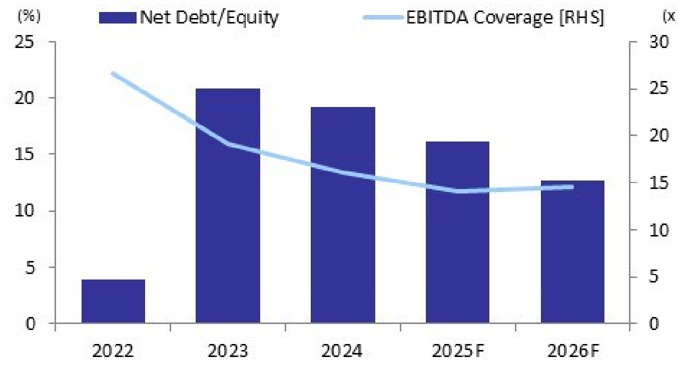


Source: Company, BRIDS Estimates

Exhibit 12. Margins

Source: Company, BRIDS Estimates

Exhibit 13. Gearing Level



Source: Company, BRIDS Estimates

Exhibit 14. Income Statement

Year to 31 Dec (Rpbn)	2023A	2024A	2025F	2026F	2027F
Revenue	**316,565**	**330,920**	**326,322**	**346,153**	**358,968**
COGS	(243,255)	(257,363)	(256,689)	(273,928)	(284,583)
Gross profit	**73,310**	**73,557**	**69,633**	**72,225**	**74,385**
EBITDA	**59,556**	**61,178**	**56,364**	**59,632**	**63,131**
Oper. profit	**44,268**	**42,202**	**39,090**	**40,810**	**42,658**
Interest income	3,053	3,348	3,106	3,106	3,106
Interest expense	(3,112)	(3,808)	(4,006)	(4,087)	(4,168)
Forex Gain/(Loss)	(408)	(532)	0	0	0
Income From Assoc. Co’s	9,499	10,291	8,203	8,269	8,790
Other Income (Expenses)	1,429	1,658	1,607	1,446	1,301
Pre-tax profit	**54,729**	**53,159**	**47,998**	**49,544**	**51,687**
Income tax	(10,228)	(9,735)	(9,086)	(9,378)	(9,784)
Minority interest	(10,662)	(9,373)	(8,953)	(8,895)	(8,508)
Net profit	**33,839**	**34,051**	**29,959**	**31,270**	**33,395**
Core Net Profit	**34,247**	**34,583**	**29,959**	**31,270**	**33,395**

Exhibit 15. Balance Sheet

Year to 31 Dec (Rpbn)	2023A	2024A	2025F	2026F	2027F
Cash & cash equivalent	41,136	48,439	55,884	65,009	74,024
Receivables	72,227	77,061	78,245	81,048	84,234
Inventory	39,138	37,771	38,354	40,930	42,522
Other Curr. Asset	12,837	12,852	12,673	13,444	13,941
Fixed assets - Net	108,320	118,622	128,276	137,975	147,055
Other non-curr.asset	170,899	177,372	184,415	191,128	199,129
Total asset	**445,405**	**472,925**	**498,655**	**530,341**	**561,714**
ST Debt	39,061	49,581	50,573	51,584	52,616
Payables	57,709	56,658	57,034	60,864	63,231
Other Curr. Liabilities	28,252	27,064	27,064	27,064	27,064
Long Term Debt	54,249	51,092	52,885	53,943	55,022
Other LT. Liabilities	15,710	17,034	17,034	17,034	17,034
Total Liabilities	**194,981**	**201,429**	**204,589**	**210,489**	**214,967**
Shareholder'sFunds	198,640	213,165	226,780	243,669	262,055
Minority interests	51,784	58,331	67,284	76,180	84,688
Total Equity & Liabilities	**445,405**	**472,925**	**498,653**	**530,338**	**561,710**

Exhibit 16. Cash Flow

Year to 31 Dec (Rpbn)	2023A	2024A	2025F	2026F	2027F
Net income	33,839	34,051	29,959	31,270	33,395
Depreciation and Amort.	9,078	8,647	9,952	11,501	13,151
Change in Working Capital	(5,095)	(5,681)	(1,210)	(2,318)	(2,908)
OtherOper. Cash Flow	(15,691)	394	(2,066)	(1,586)	(2,607)
Operating Cash Flow	**22,131**	**37,411**	**36,634**	**38,867**	**41,032**
Capex	(22,646)	(18,949)	(19,606)	(21,200)	(22,232)
Others Inv. Cash Flow	(13,369)	(3,059)	(970)	(1,041)	(1,226)
Investing Cash Flow	**(36,015)**	**(22,008)**	**(20,577)**	**(22,240)**	**(23,458)**
Net change in debt	22,589	7,363	2,785	2,069	2,111
New Capital	0	0	0	0	0
Dividend payment	(38,707)	(25,173)	(16,344)	(17,380)	(18,010)
Other Fin. Cash Flow	9,843	9,710	4,947	4,809	4,340
Financing Cash Flow	**(6,275)**	**(8,100)**	**(8,613)**	**(7,502)**	**(8,559)**
Net Change in Cash	**(20,159)**	**7,303**	**7,445**	**9,125**	**9,015**
Cash - begin of the year	61,295	41,136	48,439	55,884	65,009
Cash - end of the year	41,136	48,439	55,884	65,009	74,024

Exhibit 17. Key Ratio

Year to 31 Dec	2023A	2024A	2025F	2026F	2027F
Growth (%)					
Sales	5.0	4.5	(1.4)	6.1	3.7
EBITDA	6.2	2.7	(7.9)	5.8	5.9
Operating profit	4.9	(4.7)	(7.4)	4.4	4.5
Net profit	16.9	0.6	(12.0)	4.4	6.8
Profitability (%)					
Gross margin	23.2	22.2	21.3	20.9	20.7
EBITDA margin	18.8	18.5	17.3	17.2	17.6
Operating margin	14.0	12.8	12.0	11.8	11.9
Net margin	10.7	10.3	9.2	9.0	9.3
ROAA	7.9	7.4	6.2	6.1	6.1
ROAE	17.3	16.5	13.6	13.3	13.2
Leverage					
Net Gearing (x)	0.2	0.2	0.2	0.1	0.1
Interest Coverage (x)	14.2	11.1	9.8	10.0	10.2

Source: ASII, BRIDS Estimates

BRI Danareksa Equity Research Team		
Erindra Krisnawan, CFA	Head of EQR, Strategy, Automotive, Telco, Technology	erindra.krisnawan@brids.co.id
Victor Stefano	Banks, Poultry	victor.stefano@brids.co.id
Ismail Fakhri Suweleh	Healthcare, Property, Cement, Tollroad	ismail.suweleh@brids.co.id
Christy Halim	Consumer, Retailers	christy.halim@brids.co.id
Nashrullah Putra Sulaeman	Automotive	nashrullah.sulaeman@brids.co.id
Kafi Ananta Azhari	Research Associate, Co-coverage (Telco, Technology)	kafi.azhari@brids.co.id
Ni Putu Wilastita Muthia Sofi	Research Associate	wilastita.sofi@brids.co.id
Naura Reyhan Muchlis	Research Associate	naura.muchlis@brids.co.id
Sabela Nur Amalina	Research Associate	sabela.amalina@brids.co.id

BRI Danareksa Economic Research Team		
Helmy Kristanto	Chief Economist, Macro Strategy	helmy.kristanto@brids.co.id
Dr. Telisa Aulia Falianty	Senior Advisor	telisa.falianty@brids.co.id
Relindya Yuriswari S.	Economist	relindya.salehaningtyas@brids.co.id
Ebenezer Mesotuho Harefa	Junior Economist	ebenezer.harefa@brids.co.id

BRI Danareksa Institutional Equity Sales Team		
Novrita Endah Putrianti	Head of Institutional Sales and Dealing	novrita.putrianti@brids.co.id
Ehrliech Suhartono	Institutional Sales Associate	ehrliech@brids.co.id
Adeline Solaiman	Institutional Sales Associate	adeline.solaiman@brids.co.id
Andreas Kenny	Institutional Sales Associate	andreas.kenny@brids.co.id
Jason Joseph	Institutional Sales Associate	Jason.joseph@brids.co.id

BRI Danareksa Sales Traders		
Mitcha Sondakh	Head of Sales Trader	mitcha.sondakh@brids.co.id
Suryanti Salim	Sales Trader	suryanti.salim@brids.co.id

INVESTMENT RATING	
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