

FROM EQUITY RESEARCH DESK

IDEA OF THE DAY

Astra International: 3Q25 Preview: Potential Upside Surprise from Auto (ASII.IJ Rp 5,825; BUY TP Rp 6,700)

- 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).
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RESEARCH COMMENTARY

- CTRA (Buy, TP: Rp1,600) – 9M25 Marketing Sales: Slightly Below Ours and Company's Target
- PWON (Buy, TP: Rp640) – 9M25 Marketing Sales: In-Line with Ours (71%), Below Company's Target (56%)

MARKET NEWS

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- ADMR Prepares Rp513bn for Coal Exploration
- ENRG Raises Rp269.5bn Through Private Placement
- UNTR Explores Partnership with ANTM

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EQUITY MARKET INDICES

	Close	Chg (%)	Ytd (%)	Vol (US\$m)
Asean - 5				
Indonesia	8,067	(2.0)	13.9	1,831
Thailand	1,266	(1.6)	(9.6)	10
Philippines	6,076	0.4	(6.9)	89
Malaysia	1,611	(0.2)	(1.9)	667
Singapore	4,355	(0.8)	15.0	1,527
Regional				
China	3,865	(0.6)	15.3	178,118
Hong Kong	25,441	(1.7)	26.8	51,350
Japan	46,847	(2.6)	17.4	35,443
Korea	3,590	0.8	49.6	9,994
Taiwan	26,793	(0.5)	16.3	n.a
India	82,030	(0.4)	5.0	994
Nasdaq	22,522	(0.8)	16.6	441,841
Dow Jones	46,270	0.4	8.8	30,830

CURRENCY AND INTEREST RATE

		Rate	wow (%)	mom (%)	ytd (%)
Rupiah	Rp/1US\$	16,575	(0.2)	(1.0)	(2.9)
BI7DRRR	%	4.75	(0.3)	(0.5)	(1.3)
10y Gov	Indo bond	6.07	(0.1)	(0.3)	(0.9)

HARD COMMODITIES

	Unit	Price	d-d (%)	mom (%)	ytd (%)
Coal	US\$/ton	104	(0.6)	3.1	(17.1)
Gold	US\$/toz	4,163	0.5	13.2	58.6
Nickel	US\$/mt.ton	14,926	(0.5)	(1.9)	(1.2)
Tin	US\$/mt.ton	35,076	(1.5)	0.4	21.6

SOFT COMMODITIES

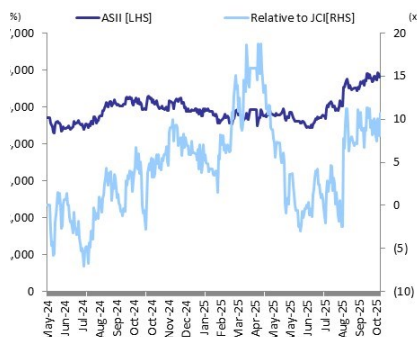
	Unit	Price	d-d (%)	mom (%)	ytd (%)
Cocoa	US\$/mt.ton	5,700	(0.1)	(20.1)	(47.7)
Corn	US\$/mt.ton	150	0.3	(2.1)	(11.2)
Oil (WTI)	US\$/barrel	59	(0.0)	(7.3)	(18.2)
Oil (Brent)	US\$/barrel	62	(1.5)	(6.9)	(16.4)
Palm oil	MYR/mt.ton	4,415	(2.0)	0.3	(10.3)
Rubber	US\$/kg	170	0.1	(1.6)	(13.7)
Pulp	US\$/tonne	1,205	n.a	2.8	20.5
Coffee	US\$/60kgbag	254	0.0	(0.1)	(22.3)
Sugar	US\$/MT	451	1.5	(7.1)	(11.1)
Wheat	US\$/ton	136	0.7	(4.4)	(16.4)
Soy Oil	US\$/lb	51	(0.1)	(1.6)	27.1
SoyBean	US\$/by	1,007	(0.1)	(1.9)	0.8

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

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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

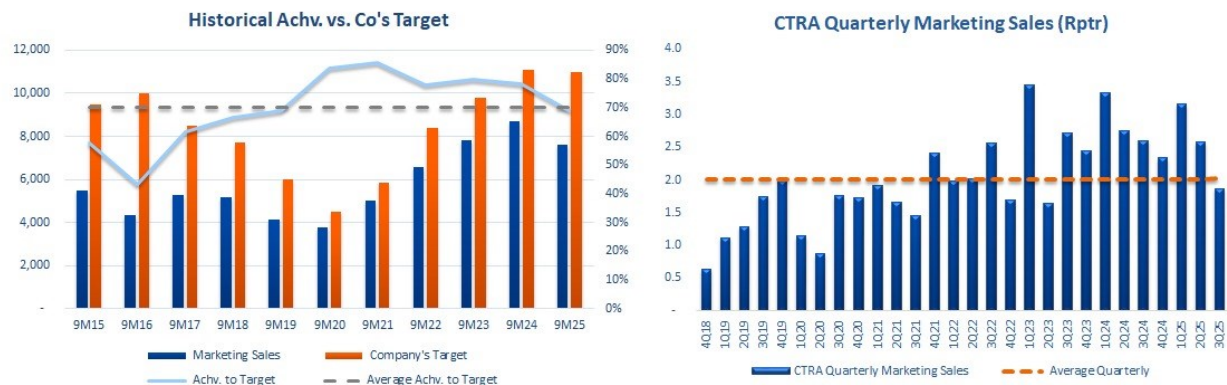
Source: ASII, BRIDS Estimates

See important disclosure at the back of this report

RESEARCH COMMENTARY

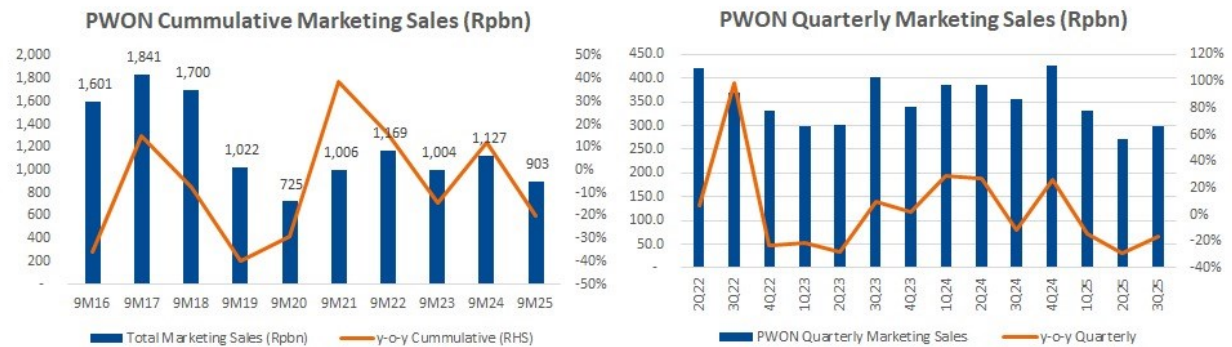
CTRA (Buy, TP: Rp1,600) – 9M25 Marketing Sales: Slightly Below Ours and Company's Target

- CTRA booked marketing sales of Rp1.9tr in 3Q25 (-28%qoq, -28%yoy), bringing its 9M25 achievement to Rp7.6tr (-12%yoy), only forming 69% of our estimates and company's target of Rp11.0tr. This is slightly below than CTRA's average historical 9M contribution of 70% to FY.
- CTRA noted a more cautious consumer sentiment in 3Q25, resulting also in several product launches postponement, e.g.; Shophouses@CitraGarden City JKT and Landed Houses@CitraRaya Tangerang, each previously expected to yield Rp111bn in pre-sales.
- VAT product sales overall in 3Q25 ranging around ~Rp400bn (vs. 2Q25/1Q25 at Rp500bn/1.4tr), making cumulative 9M25 VAT-exempted pre-sales at Rp2.3tr (remain moderate at ~30% to total pre-sales).
- CTRA revised down its FY25F pre-sales target by 9% from Rp11.0tr to Rp10.0tr.
- We view CTRA's overall 9M25 pre-sales as resilient, yet 3Q25 as a start of weakening middle class end-users segment (Rp1-5bn) which has been driving overall Indo property market for the past 2 years. FY26F market driver could potentially be driven by product >Rp5bn, segments with higher disposable income.
- We maintain our Buy rating on CTRA with a 65% discount to RNAV-based TP of Rp1,600. We are currently reviewing our Top Picks in the Property sector. (*Ismail Fakhri Suweleh & Wilastita Sofi - BRIDS*)



PWON (Buy, TP: Rp640) – 9M25 Marketing Sales: In-Line with Ours (71%), Below Company's Target (56%)

- PWON booked Rp300bn in 3Q25 marketing sales (+10% qoq, -16% yoy), bringing 9M25 pre-sales to Rp903bn (-20% yoy). This is in line with our FY25 estimate of Rp1.27tr (71% run-rate), but below the company's target of Rp1.6tr (56% run-rate) and its historical 9M run-rate-to-FY average of 63%.
- Quarterly take-up rates improved in key condominium projects such as Pakuwon Mall Bekasi – Tower Dolce Vita and Pakuwon Mall Surabaya – Tower Clayson, as well as in landed housing projects in Grand Pakuwon Surabaya (Rp89bn pre-sales in 3Q25 vs. Rp22bn in 2Q25). However, these gains were insufficient to offset the weakness in 1H25 and the high base of 9M24 landed house pre-sales (Rp525bn vs. Rp374bn in 9M25, -29% yoy).
- VAT-waived products contributed 71% to overall 9M25 pre-sales (vs. 75% in 1H25).
- We maintain our Buy rating on PWON based on our 58% disc. to RNAV-based TP of Rp640, as we believe the market has already priced in the weak condo market risk, but continues to overlook PWON's stable recurring revenue growth (CAGR of 11% in FY25–FY29F) and its expanding mixed-use development pipeline. (*Ismail Fakhri Suweleh & Wilastita Sofi - BRIDS*)



Take-Up Rate Key Condo Projects	Cumulative					Quarterly					
	9M24	FY24	3M25	1H25	9M25	2Q24	3Q24	4Q24	1Q25	2Q25	3Q25
Pakuwon Mall Surabaya											
Clayson	19%	24%	26%	28%	30%	0%	4%	5%	2%	1%	3%
Lancaster	25%	32%	34%	37%	38%	0%	3%	7%	2%	3%	0%
Pakuwon City Mall											
East Coast Mansion Tower Bella	50%	58%	61%	65%	70%	4%	4%	8%	3%	4%	5%
Pakuwon Mall Bekasi											
Amor	88%	92%	92%	91%	91%	4%	5%	4%	0%	-1%	0%
Bella	20%	20%	28%	38%	41%	1%	5%	0%	8%	10%	3%
Dolce Vita	10%	10%	11%	12%	18%	0%	5%	0%	1%	1%	6%
Landed House Unit Sales											
Grand Pakuwon						65	16	28	22	12	29
Pakuwon City Mall						30	18	24	23	12	10

MACROECONOMY

IMF Projects 3.2% Global Growth in 2025

The IMF's latest World Economic Outlook projects global growth to slow from 3.3% in 2024 to 3.2% in 2025 and 3.1% in 2026, despite a small upward revision from April. Advanced economies are expected to grow around 1.5%, while emerging markets expand slightly above 4%. The US economy is forecast to grow 2.0% in 2025 and 2.1% in 2026, and China to slow to 4.8% and 4.2%. Inflation is expected to keep easing, but risks from trade tensions, fiscal weaknesses, and financial instability remain on the downside. (IMF)

SECTOR

Commodity Price Daily Update October 14, 2025

	Units	13-Oct-25	14-Oct-25	Chg %	WoW %	2024	2Q25	Ytd 2024	Ytd 2025	YoY%
Copper	US\$/t	10,821	10,578	-2.2%	2.3%	9,265	9,464	9,279	9,632	3.8%
Brent Oil	US\$/bbl	63	62	-1.5%	-1.2%	80	67	82	70	-14.6%
LME Tin	US\$/t	35,620	35,136	-1.4%	0.6%	30,120	32,279	30,228	32,881	8.8%
Cobalt	US\$/t	42,309	42,309	0.0%	14.7%	26,330	33,183	26,886	31,079	15.6%
Gold Spot	US\$/oz	4,110	4,143	0.8%	3.5%	2,389	3,289	2,314	3,243	40.1%
LME Nickel	US\$/t	15,003	15,010	0.0%	0.7%	16,864	15,204	17,163	15,286	-10.9%
NPI Indonesia (Ni>14%)	US\$/t	11,735	11,700	-0.3%	0.0%	11,830	11,695	11,783	11,610	-1.5%
Nickel Sulphate	US\$/t	15,678	15,693	0.1%	0.0%	15,783	15,185	16,126	15,022	-6.8%
Indonesia NPI*	US\$/t	117	117	-0.2%	-0.2%	117	116	117	115	-1.5%
Indo 1.6% Nickel Ore*	US\$/wmt	53	53	0.0%	0.0%	45	54	44	51	15.8%
Coal Price - ICI 3*	US\$/t	59.4	60.1	1.2%	1.2%	74	61	75	63	-16.0%
Coal Price - ICI 4*	US\$/t	43.8	43.9	0.3%	0.3%	54	47	55	46	-15.7%
Coal Price - Newcastle	US\$/t	104	104	-0.6%	-0.9%	136	101	135	106	-21.7%

Source: Bloomberg, SMM, BRIS, *Weekly Price

Cement: Sales Down 2.4% in 3Q25

The Indonesian Cement Association (ASI) reported a 2.4% yoy decline in domestic cement sales to 45.67 million tons in 3Q25, amid weaker economic conditions and slower infrastructure projects. Meanwhile, exports grew strongly, with cement shipments rising 17% to 920,000 tons and clinker exports up 20%, mainly to Bangladesh, Taiwan, and Australia. However, export volumes remain too small to offset domestic weakness. ASI projects full-year sales to fall by 1.5%–1.9% and urges government stimulus to boost demand. (Kontan)

CORPORATE**ADMR Prepares Rp513bn for Coal Exploration**

ADMR, through subsidiaries PT Juloi Coal, PT Kalteng Coal, and PT Sumber Barito Coal, will conduct further metallurgical coal exploration worth Rp513bn. The units are completing technical studies for integrated infrastructure, with commercial operations to follow after exploration and assessments conclude. (Bisnis)

ENRG Raises Rp269.5bn Through Private Placement

ENRG will issue 350 million Series B shares at Rp770 per share to PT Samuel International, raising Rp269.5bn and bringing total paid-up capital to Rp6.93tr. Earlier, the company raised Rp338bn from a similar placement to support its subsidiary Imbang Tata Alam, operator of the Malacca Strait Block. (Investor Daily)

UNTR Explores Partnership with ANTM

UNTR is exploring a potential partnership with ANTM to enhance domestic gold supply, following its recent acquisition of a gold mine from J Resources. The scale and structure of the collaboration have yet to be finalized, as discussions between the two companies are still ongoing. (Bisnis)

COVERAGE PERFORMANCE

LEADERS

	Code	Price as on		Chg, %	wow, %	mom, %	YTD, %	Rating
		14-Okt-25	13-Okt-25					
Hartadinata Abadi	HRTA	1,365	1,135	20.3	33.8	60.6	285.6	BUY
Trimegah Bangun Persada	NCKL	1,200	1,130	6.2	10.1	9.1	58.9	BUY
Japfa Comfeed	JPFA	2,230	2,160	3.2	5.7	17.7	14.9	BUY
Sido Muncul	SIDO	530	515	2.9	2.9	(1.9)	(10.2)	BUY
Sarana Menara Nusantara	TOWR	540	525	2.9	4.9	(8.5)	(17.6)	BUY
Tower Bersama	TBIG	1,845	1,800	2.5	(2.6)	0.5	(12.1)	BUY
Midi Utama Indonesia	MIDI	420	416	1.0	0.5	(6.3)	(2.3)	BUY
Mitra Telekomunikasi Indonesia	MTEL	565	560	0.9	(2.6)	(3.4)	(12.4)	BUY
Gudang Garam	GGRM	11,800	11,700	0.9	(0.8)	26.9	(11.1)	HOLD
Astra International	ASII	5,825	5,800	0.4	1.3	3.6	18.9	BUY

Sources: Bloomberg

LAGGARDS

	Code	Price as on		Chg, %	wow, %	mom, %	YTD, %	Rating
		14-Okt-25	13-Okt-25					
Pertamina Geothermal Energy	PGEO	1,360	1,460	(6.8)	(6.5)	(2.2)	45.5	BUY
Surya Semesta	SSIA	1,890	2,010	(6.0)	(17.5)	(4.1)	40.5	HOLD
Vale Indonesia	INCO	4,270	4,540	(5.9)	0.5	(0.5)	18.0	BUY
ESSA Industries Indonesia	ESSA	625	660	(5.3)	(10.1)	(5.3)	(22.8)	BUY
Surya Citra Media	SCMA	402	424	(5.2)	(8.6)	31.4	140.7	BUY
Merdeka Battery Materials	MBMA	585	615	(4.9)	(4.9)	20.4	27.7	BUY
Bank Neo Commerce	BBYB	356	374	(4.8)	(6.3)	1.7	63.3	BUY
Bank Jago	ARTO	2,010	2,110	(4.7)	(3.8)	(6.1)	(17.3)	BUY
Harum Energy	HRUM	1,195	1,250	(4.4)	1.3	5.3	15.5	BUY
Indofood CBP	ICBP	8,475	8,800	(3.7)	(7.9)	(8.1)	(25.5)	BUY

Sources: Bloomberg

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- [Sido Muncul: Delivering Improvement in 2Q25; Raising Our FY25F/26F Net Profit Est. by 7/8%](#)
- [Indosat Ooredoo Hutchison: Expecting Inflection in 2H25 as Price Repair Initiatives Progress](#)
- [Mayora Indah: Expect 2H25 Earnings Recovery from Volume Improvement and More Stable Input Costs](#)

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