

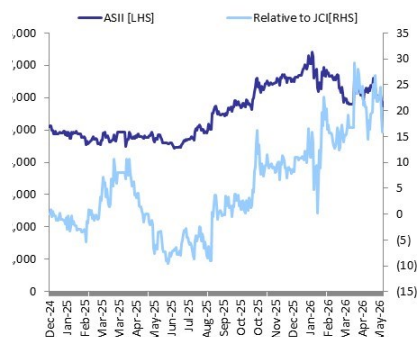
Buy

(Maintained)

Tactical (3M): N

Last Price (Rp)	6,050	
Target Price (Rp)	6,850	
Previous TP (Rp)	7,050	
Upside/Downside	+13.2%	
No. of Shares (mn)	40,484	
Mkt Cap (Rpbn/US\$mn)	244,925/14,066	
Avg, Daily T/O (Rpbn/US\$mn)	285.5/16.4	
Free Float (%)	41.3	
Major Shareholder (%)	Jardine Cycle & Carriage 50.1	
EPS Consensus (Rp)	2026F	2027F 2028F
BRIDS	683.8	834.1 877.7
Consensus	801.0	863.0 900.0
BRIDS/Cons (%)	(14.6)	(3.4) (2.5)

ASII relative to JCI Index



Source: Bloomberg

BRI Danareksa Sekuritas Analysts

Erindra Krisnawan, CFA

(62-21) 5091 4100 ext. 3500

erindra.krisnawan@brids.co.id

Sabela Nur Amalina

(62-21) 5091 4100 ext. 4212

sabela.amalinai@brids.co.id

Astra International (ASII IJ)

A More Gradual Recovery Path; Lowering Estimates and TP

- Post 1Q26 miss, near-term visibility remains limited amid macro uncertainty, soft Auto demand, and RKAB uncertainty for UNTR.
- We expect FY26F recovery to be more gradual, with Auto demand, Martabe restart, and Pama volume recovery as key swing factors.
- Maintain Buy, Tactical (3M): N, with TP lowered to Rp6,850 as valuation remains undemanding, but hinging on better near-term catalysts.

A more cautious tone following 1Q26 miss

Key takeaways from 1Q26 performance and our meeting with ASII management: 1) ASII's 1Q26 headline earnings were affected by Rp1.2tr one-off charges at UNTR, while underlying earnings also remained below run-rate due to soft Auto (albeit partly due to seasonality) and UNTR's weak Komatsu and Pama volumes; 2) Steady Auto outlook with Veloz Hybrid showing good initial traction and 2W industry volume is expected to remain broadly stable; and 4) Financial Services asset quality remains manageable, supported by ASII's ecosystem and prudent provisioning. 3) A challenging macro outlook, with potential pressure from raw materials, fuel prices, and currency volatility.

Factoring in a gradual recovery amid challenging macro condition

We now take a more cautious view on ASII's FY26F outlook, taking into account the more challenging macroeconomic condition. In Auto, we see overall demand may remain constrained by purchasing power, as has been reflected in weak LCGC sales (1Q26: -26% yoy) and competitive market share dynamics (ASII's 1Q26 market share of 49% vs. 51% in FY25), although Veloz hybrid deliveries should help support ASII's market share in 2Q26 onwards. For UNTR, the key swing factors remain Martabe's restart, Komatsu demand and Pama volume/margin recovery. We continue to see resilient Financial Services and better Agribusiness contribution as partial offsets. As such, we lower our FY26F/FY27F earnings estimates by -17.7%/-9.2%, mainly to reflect slower normalization at UNTR (see our [UNTR report](#)), and more conservative assumptions for ASII's 4W distribution margin (to 1.7%, from 2.5% prev.) and 2W volumes (to flat yoy, from +1% prev.).

Maintain Buy, but Tactical (3M): N pending clearer near-term catalysts

We also lower our TP to Rp6,850 from Rp7,050 previously, but maintain our Buy rating on ASII, as valuation remains undemanding and the strategic review, slated to be announced on May 25th, could provide a medium-term catalyst. However, we think the stock may lack a strong near-term earnings trigger and Rupiah weakness presents headwind on share price. Key risks include weaker 4W/2W demand, margin pressure from raw materials and FX, slower Martabe restart, lower Pama volume.

Key Financials

Year to 31 Dec	2024A	2025A	2026F	2027F	2028F
Revenue (Rpbn)	328,480	323,392	304,052	320,012	336,266
EBITDA (Rpbn)	59,096	44,792	48,740	58,784	62,985
EBITDA Growth (%)	(0.8)	(24.2)	8.8	20.6	7.1
Net Profit (Rpbn)	33,901	21,025	27,682	33,766	35,534
EPS (Rp)	837.4	519.3	683.8	834.1	877.7
EPS Growth (%)	0.2	(38.0)	31.7	22.0	5.2
BVPS (Rp)	5,278.1	5,654.3	5,916.2	6,305.7	6,641.4
DPS (Rp)	621.8	506.6	485.7	444.5	542.1
PER (x)	7.2	11.6	8.8	7.3	6.9
PBV (x)	1.1	1.1	1.0	1.0	0.9
Dividen yield (%)	10.3	8.4	8.0	7.3	9.0
EV/EBITDA	5.0	6.8	6.2	5.1	4.7

Source: ASII, BRIDS Estimates

Exhibit 1. ASII Estimates Revision Summary

ASII IJ (Rpbn)	Previous			New			Changes			New Estimate vs Cons		
	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F	FY26F	FY27F	FY28F
Consolidated												
Revenue	318,149	332,058	338,969	304,052	320,012	336,266	-4.4%	-3.6%	-0.8%	-6.0%	-5.6%	-4.3%
EBIT	43,183	47,109	45,345	31,631	40,410	43,246	-26.8%	-14.2%	-4.6%	-17.2%	-2.5%	-1.3%
EBITDA	60,338	65,611	65,260	48,740	58,784	62,985	-19.2%	-10.4%	-3.5%	-11.2%	-0.3%	2.4%
Net Profit	33,618	37,196	36,611	27,682	33,766	35,534	-17.7%	-9.2%	-2.9%	-14.2%	-3.2%	-3.7%
By Segment												
<u>Revenue</u>												
Automotive	135,028	141,321	148,744	132,113	138,260	145,500	-2.2%	-2.2%	-2.2%			
Financial	34,602	36,012	37,805	34,510	35,781	37,516	-0.3%	-0.6%	-0.8%			
Agribusiness	22,202	21,704	21,704	22,202	21,704	21,704	0.0%	0.0%	0.0%			
IT	2,991	2,991	2,991	2,991	2,991	2,991	0.0%	0.0%	0.0%			
Heavy equipment	121,802	128,478	126,073	110,582	119,611	126,877	-9.2%	-6.9%	0.6%			
Infra & logistic	3,260	3,358	3,458	3,260	3,358	3,458	0.0%	0.0%	0.0%			
Property	1,189	1,248	1,310	1,189	1,248	1,310	0.0%	0.0%	0.0%			
<u>Operating Profit</u>												
Automotive	3,028	3,475	3,961	1,538	2,278	2,692	-49.2%	-34.4%	-32.0%			
Financial	10,957	12,009	12,167	11,010	11,999	12,078	0.5%	-0.1%	-0.7%			
Agribusiness	1,557	1,781	1,781	1,557	1,781	1,781	0.0%	0.0%	0.0%			
IT	284	284	284	284	284	284	0.0%	0.0%	0.0%			
Heavy equipment	25,283	27,415	24,923	15,148	21,907	24,178	-40.1%	-20.1%	-3.0%			
Infra & logistic	1,592	1,637	1,688	1,601	1,645	1,690	0.6%	0.5%	0.1%			
Property	305	323	351	323	338	355	5.8%	4.7%	1.0%			
GPM	23.2%	23.8%	23.1%	21.2%	22.3%	22.5%						
EBIT Margin	13.6%	14.2%	13.4%	10.4%	12.6%	12.9%						
EBITDA Margin	19.0%	19.8%	19.3%	16.0%	18.4%	18.7%						
Auto margin	2.2%	2.5%	2.7%	1.2%	1.6%	1.9%						

Source: BRIDS Estimates

Exhibit 2. ASII SOTP Valuation

	Earnings/BV (Rpbn)	TP / Multiplier	Market Cap (Rpbn)	ASII's stake	Value (Rpbn)	Rp/share	Contribution to ASII
Automotive (P/E)							
ASII 4W + 2W + AUTO	11,275	7.0	78,924,178	100.0%	78,924,178	1,950	28.4%
Heavy Equipment (Target Price)							
UNTR	4,931	33,000	162,723,000	59.5%	96,820,185	2,392	34.8%
Agribusiness (P/E)							
AALI	1,471	7.4	10,833,793	79.7%	8,632,366	213	3.1%
Financial Services (P/BV)							
ASDF, FIF, Insuracne	11,334	1.8	20,401,200	86.1%	17,573,594	434	6.3%
FIF	14,438	2.0	28,876,144	100.0%	28,876,144	713	10.4%
Others (P/E)							
ASGR	271	7.0	1,894,326	76.9%	1,456,168	36	0.5%
Others			45,558,464	100.0%	45,558,464	1,125	16.4%
Total equity value (Rpbn)	277,841,099						
Shares (mn)	40,484						
NAV/share, Rp	6,850					6,863	
Implied FY27F P/E	10.0						

Source: Company, Bloomberg, BRIDS Estimates

Exhibit 3. ASII 1Q26 Earnings Summary

(in Rpbn)	1Q25	4Q25	1Q26	QoQ, %	YoY, %	FY26 (BRIDS)	A/F, %	FY26 (Cons)	A/C, %
Revenue	83,361	79,784	78,668	(1.4)	(5.6)	318,149	24.7	323,459	24.3
Gross profit	17,060	19,197	15,494	(19.3)	(9.2)	73,929	21.0	69,718	22.2
Operating income	9,218	10,275	6,310	(38.6)	(31.5)	43,183	14.6	38,207	16.5
EBITDA	13,524	14,877	10,627	(28.6)	(21.4)	60,338	17.6	54,885	19.4
Equity income	1,779	2,849	1,902	(33.2)	6.9	8,533	22.3		
Net income	6,932	8,296	5,850	(29.5)	(15.6)	33,618	17.4	32,252	18.1
Margins, %									
Gross margin	20.5	24.1	19.7			23.2		21.6	
Operating margin	11.1	12.9	8.0			13.6		11.8	
EBITDA margin	16.2	18.6	13.5			19.0		17.0	
Net margin	8.3	10.4	7.4			10.6		10.0	
Revenue Breakdown, Rpbn									
(in Rpbn)	1Q25	4Q25	1Q26	QoQ, %	YoY, %	FY26 (BRIDS)	A/F, %		
Automotive	33,093	32,309	32,958	2.0	(0.4)	135,028	24.4		
Financial services	7,995	8,994	8,537	(5.1)	6.8	34,602	24.7		
Agribusiness	7,024	6,536	7,502	14.8	6.8	22,202	33.8		
Information Technology	721	729	760	4.3	5.4	2,991	25.4		
Heavy equipment	34,261	30,836	28,554	(7.4)	(16.7)	121,802	23.4		
Infra & logistic	743	855	641	(25.0)	(13.7)	3,260	19.7		
Property & others	212	430	345	(19.8)	62.7	1,189	29.0		
Operating Income, Rpbn									
(in Rpbn)	1Q25	4Q25	1Q26	QoQ, %	YoY, %	FY26 (BRIDS)	A/F, %		
Automotive	528	616	277	(55.0)	(47.5)	3,028	9.1		
Financial services	2,305	3,001	2,456	(18.2)	6.6	10,957	22.4		
Agribusiness	477	858	725	(15.5)	52.0	1,557	46.6		
Information Technology	48	90	69	(23.3)	43.8	284	24.3		
Heavy equipment	5,429	5,160	2,207	(57.2)	(59.3)	25,283	8.7		
Infra & logistic	329	390	370	(5.1)	12.5	1,592	23.2		
Property & others	22	112	120	7.1	445.5	305	39.3		

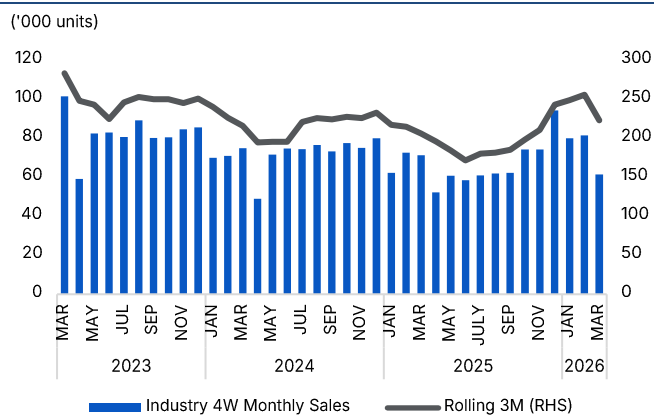
Source: Company, Bloomberg, BRIDS Estimates

Exhibit 4. ASII 1Q26 4W Wholesales Volume Summary

Units	Mar-25	Feb-26	Mar-26	MoM	YoY	1Q25	1Q26	YoY
Astra								
Daihatsu	13,057	13,452	8,916	-33.7%	-31.7%	34,999	34,881	-0.3%
Isuzu	1,802	1,948	1,657	-14.9%	-8.0%	5,911	5,781	-2.2%
UD Trucks	218	52	72	38.5%	-67.0%	606	181	-70.1%
Toyota + Lexus	22,658	22,622	18,021	-20.3%	-20.5%	69,296	60,770	-12.3%
Total Astra	37,735	38,074	28,666	-24.7%	-24.0%	110,812	101,613	-8.3%
Total Astra LCGC	9,278	8,316	5,325	-36.0%	-42.6%	28,294	20,905	-26.1%
Non Astra								
Honda	6,303	5,385	4,129	-23.3%	-34.5%	22,336	13,530	-39.4%
Mitsubishi	7,373	9,514	7,871	-17.3%	6.8%	23,296	26,615	14.2%
Suzuki	4,442	9,659	4,552	-52.9%	2.5%	14,174	16,994	19.9%
BYD + Denza	4,792	4,923	3,396	-31.0%	-29.1%	8,242	13,590	64.9%
Hyundai	2,424	1,741	1,608	-7.6%	-33.7%	6,958	4,774	-31.4%
Wuling	1,850	1,497	1,020	-31.9%	-44.9%	4,795	3,594	-25.0%
Chery	1,829	1,152	995	-13.6%	-45.6%	4,399	3,211	-27.0%
Others	4,351	9,214	9,034	-2.0%	107.6%	10,527	25,100	138.4%
Total Non ASII	33,364	43,085	32,605	-24.3%	-2.3%	94,727	107,408	13.4%
Total Domestic 4W Wholesales Volume	71,099	81,159	61,271	-24.5%	-13.8%	205,539	209,021	1.7%
Total LCGC	12,957	11,412	6,725	-41.1%	-48.1%	41,104	28,831	-29.9%
ASII Market Share	53.1%	46.9%	46.8%			53.9%	48.6%	
ASII LCGC Market Share	71.6%	72.9%	79.2%			68.8%	72.5%	

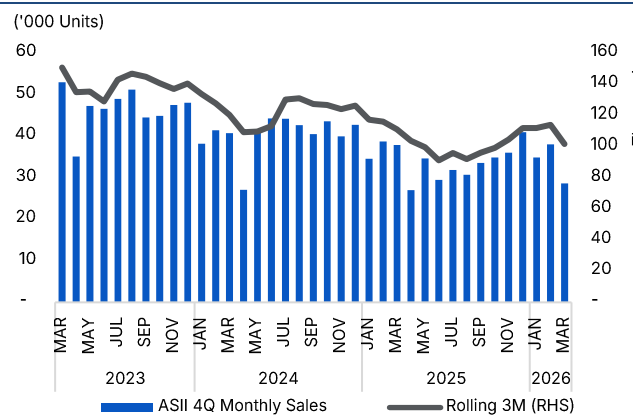
Source: GAIKINDO, Company, BRIDS

Exhibit 5. Industry 4W Monthly Wholesales



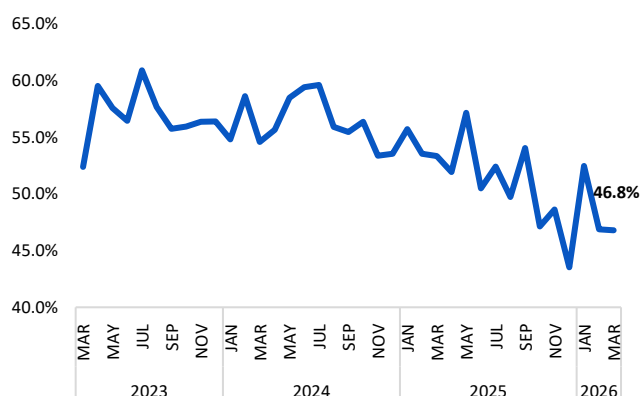
Source: GAIKINDO, BRIDS

Exhibit 6. ASII 4W Monthly Wholesales



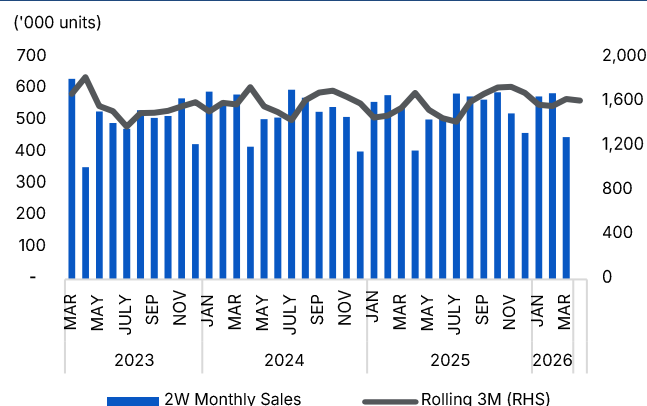
Source: GAIKINDO, BRIDS

Exhibit 7. ASII Market Share



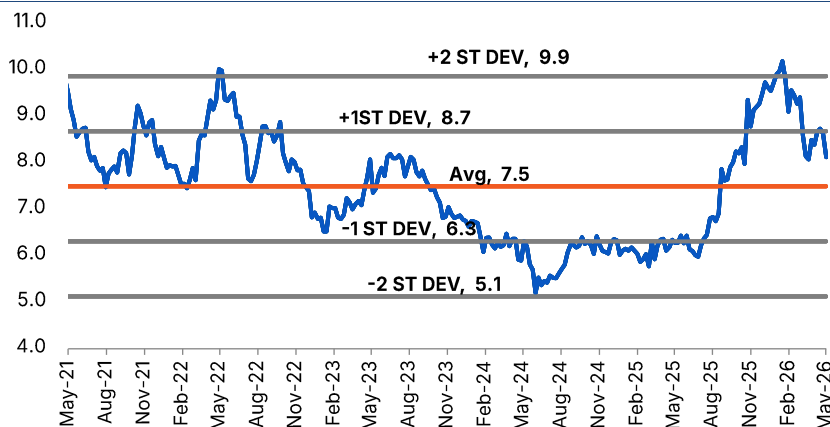
Source: GAIKINDO, BRIDS

Exhibit 8. Industry 2W Monthly Sales



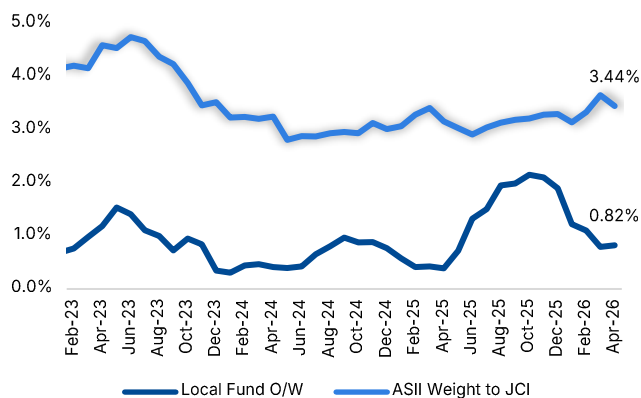
Source: AISI, BRIDS

Exhibit 9. ASII PE Band (5-Years)



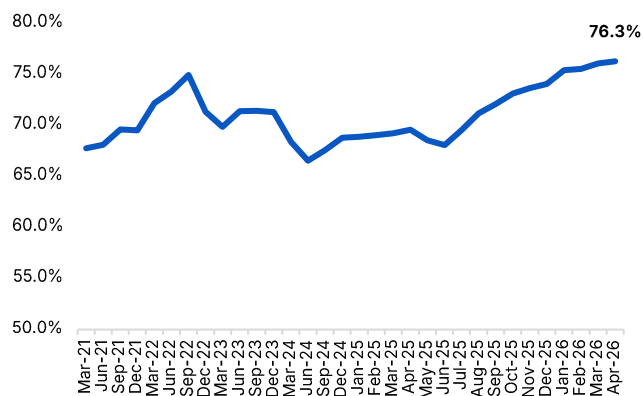
Source: Company, Bloomberg, BRIDS Estimates

Exhibit 10. ASII's Weighting and Local Fund Position



Source: KSEI, BRIDS

Exhibit 11. ASII's Foreign Ownership (Ex-Corporate)



Source: KSEI, BRIDS

Exhibit 12. Income Statement

Year to 31 Dec (Rpbn)	2024A	2025A	2026F	2027F	2028F
Revenue	328,480	323,392	304,052	320,012	336,266
COGS	(255,421)	(251,948)	(239,718)	(248,621)	(260,454)
Gross profit	73,059	71,444	64,334	71,391	75,811
EBITDA	59,096	44,792	48,740	58,784	62,985
Oper. profit	42,400	26,921	31,631	40,410	43,246
Interest income	3,289	3,655	3,106	3,106	3,106
Interest expense	(3,808)	(3,734)	(3,295)	(2,713)	(2,767)
Forex Gain/(Loss)	(532)	(70)	0	0	0
Income From Assoc. Co's	10,291	9,618	8,838	9,179	9,544
Other Income (Expenses)	1,361	1,154	1,039	935	935
Pre-tax profit	53,001	37,544	41,318	50,917	54,063
Income tax	(9,728)	(9,083)	(7,827)	(9,645)	(10,241)
Minority interest	(9,372)	(7,436)	(5,809)	(7,506)	(8,288)
Net profit	33,901	21,025	27,682	33,766	35,534
Core Net Profit	34,433	21,095	27,682	33,766	35,534

Exhibit 13. Balance Sheet

Year to 31 Dec (Rpbn)	2024A	2025A	2026F	2027F	2028F
Cash & cash equivalent	48,439	52,621	16,507	25,072	30,964
Receivables	74,414	82,058	82,368	85,868	90,104
Inventory	37,771	36,215	36,090	37,431	39,212
Other Curr. Asset	14,829	16,296	15,091	15,812	16,545
Fixed assets - Net	118,622	130,185	136,471	142,783	149,043
Other non-curr.asset	176,566	188,626	195,394	201,772	208,976
Total asset	471,449	507,366	481,922	508,738	534,845
ST Debt	49,581	69,325	37,375	38,122	38,885
Payables	58,199	59,253	54,391	56,411	59,096
Other Curr. Liabilities	22,717	23,500	23,500	23,500	23,500
Long Term Debt	51,092	40,976	38,514	39,284	40,070
Other LT. Liabilities	17,856	23,500	23,500	23,500	23,500
Total Liabilities	199,445	216,554	177,280	180,818	185,051
Shareholder's Funds	213,676	228,906	239,507	255,279	268,866
Minority interests	58,328	61,906	67,715	75,221	83,508
Total Equity & Liabilities	471,449	507,366	484,502	511,318	537,425

Exhibit 14. Cash Flow

Year to 31 Dec (Rpbn)	2024A	2025A	2026F	2027F	2028F
Net income	33,901	21,025	27,682	33,766	35,534
Depreciation and Amort.	8,647	8,509	9,788	11,051	12,418
Change in Working Capital	(7,817)	(6,275)	(2,477)	(3,541)	(4,066)
Other Oper. Cash Flow	1,259	(1,141)	(3,699)	(3,791)	(4,447)
Operating Cash Flow	35,990	22,118	31,294	37,485	39,438
Capex	(18,949)	(20,072)	(16,074)	(17,364)	(18,677)
Others Inv. Cash Flow	(3,118)	(7,185)	226	126	10
Investing Cash Flow	(22,067)	(27,257)	(15,847)	(17,238)	(18,667)
Net change in debt	7,363	9,628	(34,412)	1,518	1,548
New Capital	0	0	0	0	0
Dividend payment	(25,173)	(20,508)	(19,661)	(17,993)	(21,948)
Other Fin. Cash Flow	11,190	11,037	2,514	4,793	5,520
Financing Cash Flow	(6,620)	157	(51,560)	(11,683)	(14,880)
Net Change in Cash	7,303	(4,982)	(36,114)	8,564	5,892
Cash - begin of the year	41,136	48,439	52,621	16,507	25,072
Cash - end of the year	48,439	52,621	16,507	25,072	30,964

Exhibit 15. Key Ratio

Year to 31 Dec	2021A	2022A	2023F	2024F	2025F
Growth (%)					
Sales	3.8	(1.5)	(6.0)	5.2	5.1
EBITDA	(0.8)	(24.2)	8.8	20.6	7.1
Operating profit	(4.2)	(36.5)	17.5	27.8	7.0
Net profit	0.2	(38.0)	31.7	22.0	5.2
Profitability (%)					
Gross margin	22.2	22.1	21.2	22.3	22.5
EBITDA margin	18.0	13.9	16.0	18.4	18.7
Operating margin	12.9	8.3	10.4	12.6	12.9
Net margin	10.3	6.5	9.1	10.6	10.6
ROAA	7.4	4.3	5.6	6.8	6.8
ROAE	16.4	9.5	11.8	13.6	13.6
Leverage					
Net Gearing (x)	0.2	0.2	0.2	0.2	0.1
Interest Coverage (x)	11.1	7.2	9.6	14.9	15.6

Source: ASII, BRIDS Estimates

BRI Danareksa Equity Research Team

Erindra Krisnawan, CFA	Head of EQR, Strategy, Automotive, Coal	erindra.krisnawan@brids.co.id
Victor Stefano	Banks, Poultry	victor.stefano@brids.co.id
Christy Halim	Consumer, Retailers	christy.halim@brids.co.id
Andhika Audrey Eko Nugroho	Metal Mining, Oil & Gas	andhika.nugroho@brids.co.id
Kafi Ananta Azhari	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
Relindya Yuriswari S.	Economist	relindya.salehaningtyas@brids.co.id
Ebenezer Mesotuhu Harefa	Junior Economist	ebenezer.harefa@brids.co.id

BRI Danareksa Institutional Equity Sales Team

Novrita Endah Putrianti	Institutional Sales Unit Head	novrita.putrianti@brids.co.id
Ehrlich Suhartono	Institutional Sales Associate	ehrlich@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

Disclaimer

The information contained in this report has been taken from sources which we deem reliable. However, none of PT BRI Danareksa Sekuritas and/or its affiliated and/or their respective employees and/or agents makes any representation or warrant (express or implied) or accepts any responsibility or liability as to, or in relation to, the accuracy or completeness of the information and opinions contained in this report or as to any information contained in this report or any other such information or opinions remaining unchanged after the issue thereof.

We expressly disclaim any responsibility or liability (express or implied) of PT BRI Danareksa Sekuritas, its affiliated companies and their respective employees and agents whatsoever and howsoever arising (including, without limitations for any claims, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as results of acting in reliance upon the whole or any part of the contents of this report and neither PT BRI Danareksa Sekuritas, its affiliated companies or their respective employees or agents accepts liability for any errors, omissions or mis-statements, negligent or otherwise, in the report and any liability in respect of the report or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

The information contained in the report is not to be taken as any recommendation made by PT BRI Danareksa Sekuritas or any other person to enter into any agreement with regard to any investment mentioned in this document. This report is prepared for general circulation. It does not have regards to the specific person who may receive this report. In considering any investments you should make your own independent assessment and seek your own professional financial and legal advice.