

Astra International Tbk (ASII)

Berharap pada Dampak Relaksasi PPnBM

Sepanjang FY20, ASII membukukan pendapatan sebesar IDR 175 triliun; turun 26,2% dibandingkan FY19. Tanpa memperhitungkan keuntungan atas penjualan Bank Permata, laba bersih tertekan 52,6% yoy. Sektor agribisnis menjadi kontributor dengan performa terbaik, seiring dengan kenaikan harga CPO. Kelanjutan trend bullish harga komoditas dan relaksasi PPnBM kendaraan roda empat diharapkan dapat mendorong kinerja ASII tahun ini.

Pendapatan turun, Marjin relatif terjaga

- ASII mencatatkan penurunan penjualan sebesar 26.2% yoy pada FY20 menjadi Rp 175 triliun (vs Rp 237,2 triliun pada FY19). Sementara laba bersih dengan & tanpa memperhitungkan penjualan Bank Permata masing-masing adalah Rp 16,1 triliun (-25,5% yoy) & Rp 10,3 triliun (-52,6% yoy)
- Dari sisi margin, kinerja ASII terlihat masih cukup stabil yang ditandai dengan kenaikan tipis pada gross margin menjadi 22,0% (vs 21,2% FY19). Sementara EBITDA margin turun ke level 13,9% (vs 14,6% FY19).

Sektor Agribisnis Cemerlang

- Pandemi Covid-19 memberikan dampak buruk bagi 2 sektor bisnis utama ASII; yang membukukan penurunan penjualan tahunan sebesar 35,2% (Otomotif) dan 28,5% (Pertambangan).
- Sepanjang tahun 2020, penjualan mobil ASII turun sebesar 50% menjadi 270 ribu unit yang disertai penurunan market share dari 52% menjadi 51%. Sementara penjualan motor Honda juga tercatat turun 41% menjadi 2,89 juta unit. Namun penurunan ini disertai dengan naiknya market share pada kendaraan roda dua menjadi 79% (vs 76% FY19)
- Sektor agribisnis menjadi lini bisnis dengan performa terbaik tahun lalu, ditandai dengan naiknya laba sebesar 295% yoy menjadi Rp 664 miliar. Hal ini ditopang oleh trend bullish harga CPO, setelah sempat terpuruk ke bawah level MYR 2,000/ton di tahun 2019.

Relaksasi PPnBM diharapkan Mendongkrak Penjualan

- Insentif pajak mobil berpotensi menaikkan penjualan mobil ASII. Pemerintah telah mengeluarkan program relaksasi PPnBM untuk kendaraan segmen 1.500cc dan 2.500 cc dengan minimum komponen lokal tertentu. Hal ini diharapkan menjadi katalis positif dalam mencapai target penjualan mobil, yang tahun ini diperkirakan Gaikindo sebesar 750 ribu unit.
- Harga komoditas yang tinggi juga akan menjadi faktor pendorong kinerja ASII. Hingga kuartal I/2021 Harga Batubara Acuan (HBA) terlihat stabil di atas USD 80/ton dan CPO yang menembus level MYR 4.000/ton.

Mempertahankan *Overweight* dengan TP 6.000

- Kami mempertahankan rekomendasi *Overweight* untuk saham ASII dengan merevisi naik target harga ke Rp 6.000/lembar. TP kami merefleksikan forward P/E sebesar 13,7x.
- Resiko atas TP kami antara lain: 1) Pemulihan ekonomi yang lebih lambat dari perkiraan ;2) Pelemahan nilai tukar rupiah; 3) Penurunan harga komoditas.

Astra International Tbk | Summary

| in IDR Bn | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|--------------------------|----------|----------|----------|----------|
| Sales | 237,166 | 175,046 | 201,303 | 221,433 |
| <i>Sales growth</i> | -0.9% | -26.2% | 15.0% | 10.0% |
| Net profit | 21,707 | 16,164 | 17,814 | 19,129 |
| <i>Net profit growth</i> | 15.0% | 0.2% | -25.5% | 10.2% |
| EPS (IDR) | 536 | 399 | 440 | 472 |
| ROE | 11.6% | 8.3% | 8.3% | 8.2% |
| EVEBITDA | 9.6x | 12.7x | 9.9x | 8.2x |
| P/E | 12.9x | 15.1x | 13.6x | 12.7x |
| P/BV | 1.5x | 1.2x | 1.1x | 1.0x |
| DER | 0.5x | 0.4x | 0.4x | 0.4x |
| <i>Dividend yield</i> | 3.1% | 3.1% | 3.2% | 3.5% |

Source: Company Data, Bloomberg, NHKSI Research
Please consider the rating criteria & important disclaimer

Overweight

| | |
|--------------------------------------|-----------------|
| Target Price | 6,000 |
| Consensus Price (IDR) | 6,890 |
| TP to Consensus Price vs. Last Price | -12.9% 14.3% |

Shares data

| | |
|------------------------|----------------|
| Last Price (IDR) | 5,250 |
| Price date as of | April 15, 2021 |
| 52 wk range (Hi/Lo) | 6,925 / 3,450 |
| Free float | 49.8% |
| Outstanding sh.(mn) | 40,484 |
| Market Cap (IDR bn) | 212,539 |
| Market Cap (USD mn) | 14,536 |
| Avg. Trd Vol - 3M (mn) | 58.6 |
| Avg. Trd Val - 3M (bn) | 338.3 |
| Foreign Ownership | 99.2% |

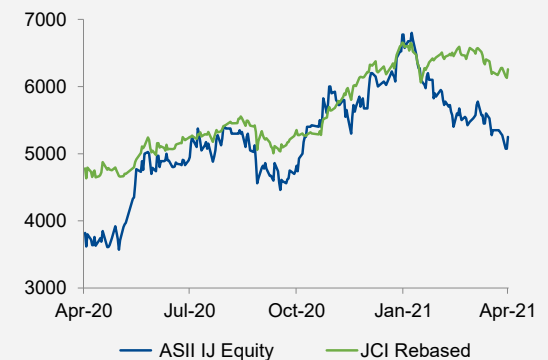
Miscellaneous Industry

Automotive and Components

Bloomberg
Reuters

ASII IJ
ASII.JK

Share Performance



| | YTD | 1M | 3M | 12M |
|----------|--------|-------|--------|-------|
| Abs. Ret | -12.9% | -4.1% | -22.5% | 32.6% |
| Rel. Ret | -14.1% | 0.7% | 8.9% | 4.0% |

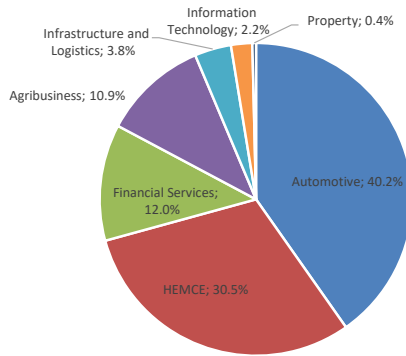
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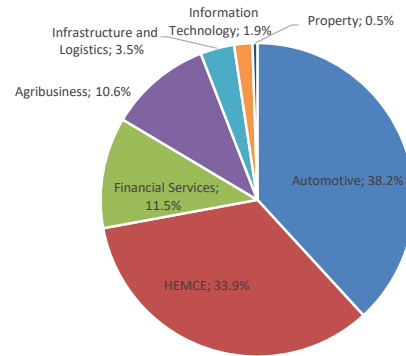
Performance Highlights

Revenue Breakdown (by Segment) 4Q20



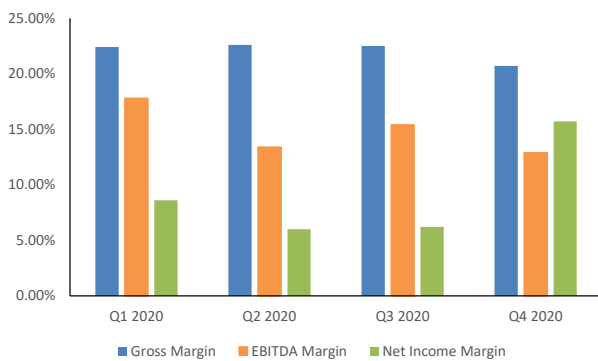
Source: Bloomberg, NHKSI Research

Revenue Breakdown (by Segment) FY20



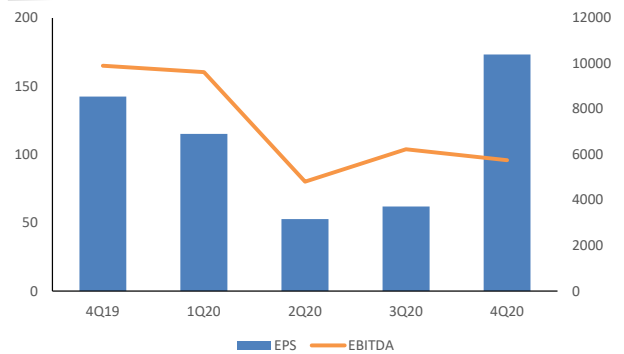
Source: Bloomberg, NHKSI Research

Margin Growth



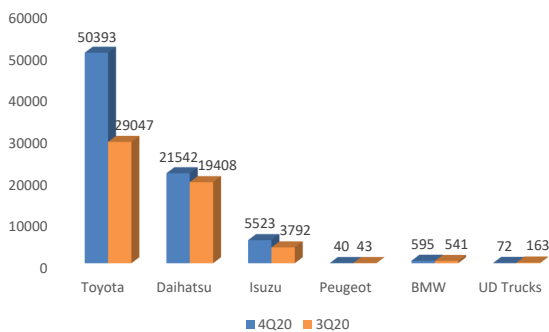
Source: Company Data, NHKSI Research

EPS and EBITDA Growth



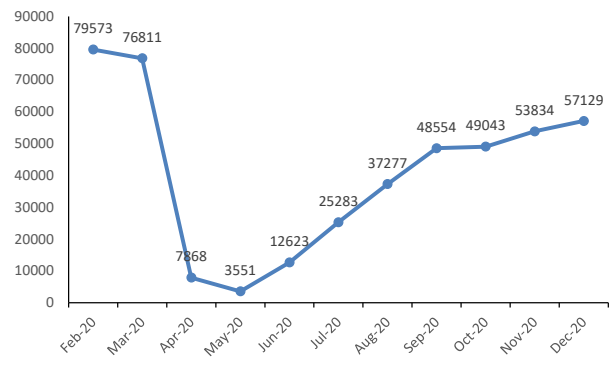
Source: Bloomberg, NHKSI Research

ASII QoQ Car Sales Comparison (by Brand)



Source: Gaikindo, NHKSI Research

National Automobile Sales (Units)



Source: Bloomberg, NHKSI Research



Sekilas Perusahaan

PT Astra International Tbk (ASII) berdiri di Jakarta pada tahun 1957 sebagai sebuah perusahaan yang bergerak di bidang perdagangan umum. Saat ini, perseroan memiliki tujuh bidang usaha utama, yaitu: Otomotif; Jasa Keuangan; Alat Berat, Pertambangan, Konstruksi & Energi; Agribisnis; Infrastruktur & Logistik; Teknologi Informasi, dan Properti. Meski bergerak di berbagai lini bisnis, segmen otomotif merupakan kegiatan usaha yang paling identik dengan grup Astra. Beberapa merk kendaraan yang dikelola antara lain: Toyota, Daihatsu, Isuzu, BMW, dan motor Honda.

Perseroan resmi menjadi sebuah perusahaan terbuka setelah mencatatkan sahamnya di Bursa Efek Indonesia pada tanggal 4 April 1990. Pemegang saham pengendali ASII adalah sebuah konsorsium yang dipimpin oleh Jardine Cycle & Carriage yang bermarkas di Singapura. Sebagai salah satu konglomerasi terbesar di Indonesia, ASII memiliki kegiatan operasional yang dikelola melalui lebih dari 230 anak perusahaan, ventura bersama dan entitas asosiasi.

ASII List of Subsidiaries

| Subsidiary | Sector | Ownership |
|--|----------------------------|-----------|
| PT Astra Agro Lestari Tbk | Agribusiness | 79.68% |
| PT United Tractors Tbk | Heavy Equipment & Mining | 59.50% |
| PT Astratel Nusantara | Infrastructure & Logistics | 100.00% |
| PT Intertel Nusaperdana | Infrastructure & Logistics | 100.00% |
| PT Serasi Autoraya | Infrastructure & Logistics | 100.00% |
| PT Astra Mitra Ventura | Financial Services | 99.85% |
| PT Astra Multi Finance | Financial Services | 100.00% |
| PT Astra Sedaya Finance | Financial Services | 86.14% |
| PT Federal International Finance | Financial Services | 100.00% |
| PT Garda Era Sedaya | Financial Services | 100.00% |
| PT Matra Graha Sarana | Financial Services | 100.00% |
| PT Sedaya Multi Investama | Financial Services | 100.00% |
| PT Sedaya Pratama | Financial Services | 100.00% |
| PT Sharia Multifinance Astra | Financial Services | 100.00% |
| PT Staco Estika Sedaya Finance | Financial Services | 97.00% |
| PT Swadharma Bhakti Sedaya Finance | Financial Services | 96.54% |
| PT Arya Kharisma | Automotive | 100.00% |
| PT Astra Autoprima | Automotive | 75.00% |
| PT Astra Multi Trucks Indonesia | Automotive | 80.00% |
| PT Astra Otoparts Tbk | Automotive | 80.00% |
| PT Fuji Technica Indonesia | Automotive | 59.63% |
| PT Gaya Motor | Automotive | 100.00% |
| PT Inti Pantja Press Industri | Automotive | 89.36% |
| PT Pulogadung Pawitra Laksana | Automotive | 100.00% |
| PT Tjahja Sakti Motor | Automotive | 100.00% |
| PT Brahmayasa Bahtera - Divisi Komersial | Property | 100.00% |
| PT Menara Astra | Property | 100.00% |
| PT Samadista Karya | Property | 100.00% |
| PT Astra Graphia Tbk | Information Technology | 76.87% |

Sources: IDX, Company Data

NH Korindo Sekuritas Indonesia (NHKSI) stock ratings

1. Period: End of year target price
2. Rating system based on a stock's absolute return from the date of publication
 - Buy : Greater than +15%
 - Hold : -15% to +15%
 - Sell : Less than -15%

Valuation Highlights

Blended Forward P/E | 3 years



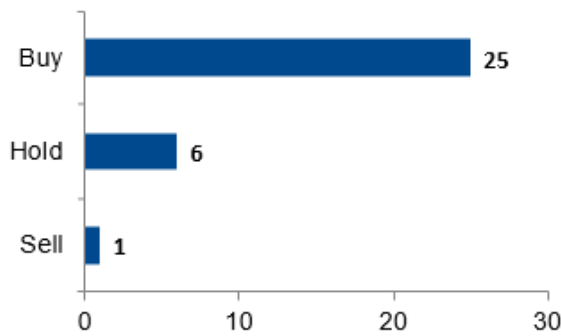
Source: Bloomberg, NHKSI Research

Blended Forward P/BV | 3 years



Source: Bloomberg, NHKSI Research

Analyst Recommendations



Source: Bloomberg

Closing and Target Price Update



Source: Bloomberg, NHKSI Research

Rating and Target Price Update

| Date | Rating | Target Price | Last Price | Consensus | vs Last Price | vs Consensus |
|------------|------------|--------------|------------|-----------|---------------|--------------|
| 06/23/2020 | Hold | 5,350 | 4,890 | 5,123 | +9.4% | +4.4% |
| 08/26/2020 | Hold | 5,575 | 5,300 | 5,565 | +5.2% | +0.2% |
| 11/04/2020 | Overweight | 5,800 | 5,500 | 5,935 | +5.5% | -2.3% |
| 04/16/2021 | Overweight | 6,000 | 5,250 | 6,890 | +14.3% | -12.9% |

Source: Bloomberg, NHKSI Research

Summary of Financials

INCOME STATEMENT

| (IDR bn) | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|--------------------------|------------------|------------------|------------------|------------------|
| Net Sales | 237,166.0 | 175,046.0 | 201,302.9 | 221,433.2 |
| <i>Growth</i> | -0.9% | -26.2% | 15.0% | 10.0% |
| COGS | (186,927.0) | (136,488.0) | (158,066.8) | (173,873.4) |
| Gross Profit | 50,239.0 | 38,558.0 | 43,236.1 | 47,559.8 |
| <i>Gross Margin</i> | 21.2% | 22.0% | 21.5% | 21.5% |
| Operating Expenses | (24,055.0) | (25,688.0) | (23,357.5) | (26,882.6) |
| EBIT | 26,184.0 | 12,870.0 | 19,878.6 | 20,677.1 |
| <i>EBIT Margin</i> | 11.0% | 7.4% | 9.9% | 9.3% |
| Depreciation | 8,367.0 | 11,473.0 | 11,943.8 | 13,028.1 |
| EBITDA | 34,551.0 | 24,343.0 | 31,822.4 | 33,705.2 |
| <i>EBITDA Margin</i> | 14.6% | 13.9% | 15.8% | 15.2% |
| Interest Expenses | - | - | - | - |
| EBT | 34,054.0 | 21,741.0 | 26,717.9 | 28,025.1 |
| Income Tax | (7,433.0) | (3,170.0) | (5,182.5) | (5,213.1) |
| Minority Interest | (4,914.0) | (2,407.0) | (3,721.5) | (3,683.4) |
| Net Profit | 21,707.0 | 16,164.0 | 17,813.9 | 19,128.5 |
| <i>Growth</i> | 0.2% | -25.5% | 10.2% | 7.4% |
| <i>Net Profit Margin</i> | 9.2% | 9.2% | 8.8% | 8.6% |

PROFITABILITY & STABILITY

| | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|---------------------|----------|----------|----------|----------|
| ROE | 11.6% | 8.3% | 8.3% | 8.2% |
| ROA | 6.2% | 4.8% | 5.0% | 5.1% |
| Inventory Turnover | 9.3x | 8.3x | 8.3x | 8.3x |
| Receivable Turnover | 7.8x | 7.5x | 8.5x | 7.9x |
| Payables Turnover | 4.7x | 4.8x | 4.8x | 4.8x |
| Dividend Yield | 3.1% | 3.1% | 3.2% | 3.5% |
| Payout Ratio | 39.9% | 46.1% | 43.0% | 44.6% |
| DER | 0.5x | 0.4x | 0.4x | 0.4x |
| Net Gearing | 0.6x | 0.5x | 0.5x | 0.5x |
| Equity Ratio | 53.1% | 57.8% | 60.3% | 62.9% |
| Debt Ratio | 26.2% | 23.5% | 21.9% | 22.8% |
| Financial Leverage | 192.9% | 180.6% | 169.3% | 162.4% |
| Current Ratio | 129.1% | 154.3% | 168.9% | 204.3% |
| Quick Ratio | 1.0x | 1.3x | 1.4x | 1.7x |
| Par Value (IDR) | 50 | 50 | 50 | 50 |
| Total Shares (mn) | 40,483 | 40,483 | 40,483 | 40,483 |
| Share Price (IDR) | 6,925 | 6,025 | 6,000 | 6,000 |
| Market Cap (IDR tn) | 280.3 | 243.9 | 242.9 | 242.9 |

BALANCE SHEET

| (IDR bn) | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|----------------------------------|------------------|------------------|------------------|------------------|
| Cash | 24,730.0 | 48,405.0 | 37,902.7 | 40,683.2 |
| Receivables | 29,367.0 | 17,031.0 | 24,470.5 | 31,341.1 |
| Inventories | 24,287.0 | 17,929.0 | 20,180.2 | 21,739.9 |
| Total Current Assets | 129,058.0 | 132,308.0 | 136,390.7 | 147,601.5 |
| Net Fixed Assets | 90,711.0 | 86,703.0 | 94,889.5 | 92,933.0 |
| Other Non Current Assets | 132,189.0 | 119,192.0 | 125,151.6 | 131,409.2 |
| Total Non Current Asset | 222,900.0 | 205,895.0 | 220,041.1 | 224,342.2 |
| Total Assets | 351,958.0 | 338,203.0 | 356,431.8 | 371,943.7 |
| Payables | 43,444.0 | 28,948.0 | 33,381.0 | 24,712.0 |
| ST Bank Loan | 41,752.0 | 37,136.0 | 33,636.0 | 36,541.2 |
| Total Current Liabilities | 99,962.0 | 85,736.0 | 80,773.4 | 72,258.3 |
| LT Debt | 50,549.0 | 42,345.0 | 44,426.3 | 48,438.4 |
| Total Liabilities | 165,195.0 | 142,749.0 | 141,636.9 | 138,115.6 |
| Capital Stock & APIC | 3,163.0 | 3,163.0 | 3,163.0 | 3,163.0 |
| Retained Earnings | 140,487.0 | 149,068.0 | 166,882.0 | 186,011.0 |
| Shareholders' Equity | 186,763.0 | 195,454.0 | 214,794.9 | 233,828.5 |

CASH FLOW STATEMENT

| (IDR bn) | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|----------------------------|----------------|-----------------|-------------------|----------------|
| Operating Cash Flow | 21,751.0 | 38,195.0 | 13,710.1 | 12,306.1 |
| Investing Cash Flow | (19,902.0) | 9,406.0 | (24,320.8) | (16,347.5) |
| Financing Cash Flow | (2,274.0) | (24,740.0) | 108.3 | 6,822.0 |
| Net Changes in Cash | (425.0) | 22,861.0 | (10,502.3) | 2,780.6 |

VALUATION INDEX

| | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|------------------------|----------|----------|----------|----------|
| Price /Earnings | 12.9x | 15.1x | 13.6x | 12.7x |
| Price /Book Value | 1.5x | 1.2x | 1.1x | 1.0x |
| PE/EPS Growth | 82.4x | -0.6x | 1.3x | 1.7x |
| EV/EBITDA | 9.6x | 12.7x | 9.9x | 8.2x |
| EV/EBIT | 12.6x | 24.1x | 15.8x | 13.4x |
| EV (IDR bn) | 330,498 | 310,092 | 314,666 | 277,405 |
| Sales CAGR (3-Yr) | 9.4% | -5.3% | -5.6% | -2.3% |
| Net Income CAGR (3-Yr) | 3.1% | -5.0% | -6.3% | -4.1% |
| Basic EPS (IDR) | 536 | 399 | 440 | 472 |
| BVPS (IDR) | 4,613.37 | 4,828.05 | 5,305.81 | 5,775.97 |
| DPS (IDR) | 214 | 184 | 189 | 210 |

OWNERSHIP

| Shareholders | % |
|------------------------------|----------|
| Jardine Cycle & Carriage Ltd | 50.1 |
| Capital Group Cos Inc/The | 3.2 |
| BlackRock Inc | 2.4 |
| Others | 44.3 |
| By Geography | % |
| Singapore | 74.1 |
| United States | 14.5 |
| Luxembourg | 3.2 |
| Others | 8.2 |

Source: Bloomberg, NHKSI Research

NH Korindo Sekuritas Indonesia (NHKSI) Stock Ratings

1. Based on a stock's forecasted absolute return over a period of 12 months from the date of publication.
2. Rating system based on a stock's potential upside from the date of publication
 - Buy : Greater than +15%
 - Overweight : +5% to +15%
 - Hold : -5% to +5%
 - Underweight : -5% to -15%
 - Sell : Less than -15%

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