

We are downgrading our rating for ASII with an Underweight at a TP of IDR 5,475. Despite the accelerating rise of its non-dominant businesses (segments excluding HEMCE and Automotives & Mobility), we view it may not be enough to cushion the fall for its Automotive Sales as consumer purchasing power weakens and non-subsidized gasoline prices are adjusted upwards from the energy supply crunch.

FY25 Top-Line And Bottom-Line Stagnancy

- FY25 Revenue Ducked Down But HEMCE Slipped Pass Automotives.** ASII revenue experienced a decline of 2% YoY to IDR 323.4 tn in FY25. With regards to revenue segment in FY25, HEMCE slipped pass to the top with 40.2% contribution—staying stable as FY24 stood at 40.6%. The Automotive and Mobility segment faced a deeper drop from 41.3% (FY24) to 38.5% (FY25); this is due to its top-line segment drop -8% YoY to IDR 125.66 tn. Its non-dominant businesses (Agribusiness, Infrastructure, IT, and Property) had a bump up from 18% in FY24 to 21% in FY25
- FY25 Net Income Dominated By Automotive Despite No Growth.** The company's FY25 bottom-line bumped down -3% IDR 32.77 tn because the main contributing segment 'automotive and mobility' rode over -0.32% YoY to IDR 11.37 tn followed by 'Heavy equipment, Mining, Construction, and Energy' de-elevated -24% YoY to IDR 9.10 tn. However, its supporting companies smoothed out the drop as Property leapt +224% YoY; IT (+33% YoY); Agribusiness (+28% YoY); Infrastructure (24% YoY); and Financial Services (+9% YoY).

Sustaining Dominance In Automotive Sector

- Retaining Half Its Hold On The Wholesale Auto Market.** While wholesale car market declined 7% to 804k units in 2025 signified weaker primary consumption power in the automotive space, ASII's market share is still maintained at 51% even with heightening competition as new foreign automotive companies—BYD (China brand) and Vinfast (Vietnam brand)—are penetrating Astra's economic moat of exclusive distribution rights of major Japan-imported cars.
- Retraction Of EV Incentive Could Dent EV Shift.** Despite competitors' EV brands have been wrangling up market share, we are of the view their growth could potentially slow as the government has announced to cut back on its 0% EV tax exemption. As per Permendagri No.11 Tahun 2026, Evs will be subjected to Motor Vehicle Tax (PKB) and Ownership Transfer Tax (BBNKB). The tax rates will be determined by regional governments. The company's secondary car market platform OLMobbi booked a +21% growth in used car sales to 33.1k units. Additionally, Serasi Aurora posted a +3% lift in vehicles under contract to 28.4k units. For its automotive component subsidiary Astra Otoparts, net income shifted into higher gear at 18% YoY to IDR 1.8 tn

Macro Sentiments Boost Prospects For United Tractors

- Volume Improving, Heavy Equipment Stabilizing.** UNTR saw volume improvements in their heavy machinery and coal mining segments; Komatsu sales volume slightly increased by 2% YoY while coal sales volume jumped by 9% YoY. On the flip side, overburden removal fell by 10% YoY on account of lower strip ratios and high rainfall in the first half of FY25.
- Gold Mine Segment's Anticipated Slowdown.** We expect gold production volume to slightly dip due to these regulatory issues and continued constrained tailing capacity, with our FY26 forecast standing at 210k – 220k ounces.

Downgrading Underweight with a TP of IDR 5,475

We are downgrading our rating for ASII with an Underweight at a TP of IDR 5,475. Despite the accelerating rise of its non-dominant businesses (segments excluding HEMCE and Automotives & Mobility), we view it may not be enough to cushion the fall for its Automotive Sales as consumer purchasing power weakens and non-subsidized gasoline prices are adjusted upwards from the energy supply crunch. Meanwhile, we have a stable outlook for HEMCE in FY26. Comparatively, ASII is trading at 7.81x P/E below its Multi-Sector Holdings Sector Peers Average of 25.52x P/E. While it is relatively undervalued to its peers, its dominating exposure in the traditionally aggressive automotive and energy sectors exposes the company to be sitting in the middle of Indonesia's macroeconomic volatility and vulnerability.

PT Astra International Tbk.

| Summary (IDR Billions)

	2024/12A	2025/12A	2026/12F	2027F/12
Revenue	330.920	323.392	339.354	343.544
Growth (%y/y)	4,5%	-2,3%	4,9%	1,2%
Net Profit	34.051	32.769	35.044	35.906
Growth (%y/y)	0,6%	-3,8%	6,9%	2,5%
Basic EPS (IDR)	841	810	866	887
Price / Earnings	5,83x	6,76x	6,32x	6,17x
EV / EBITDA	4,3x	4,6x	4,2x	4,1x
ROE	12,5%	11,3%	11,9%	11,7%
ROA	7,2%	6,5%	7,1%	7,0%

Source : Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

Update | 27th April 2026

Underweight

Target Price (IDR)	5,475
Consensus Price	7,100
TP to Consensus Price	-22,9%
Potential Downside	-13,4%

Shares Data

Last Price (IDR)	6,325
Price date as of	27th April 2026
52 wk range (Hi/Lo)	7,475/4,400
Free Float (%)	45,0
Outstanding sh (mn)	40,484
Market Cap (IDR bn)	256,058
Market Cap (USD mn)	14,856
Avg. Trd Vol – 3M (mn)	49

Sector

Basic Industrials

Sub-Sector

Multi-Sector Holdings

Bloomberg
Reuters

ASII IJ Equity
ASII JK

Shares Price Performance



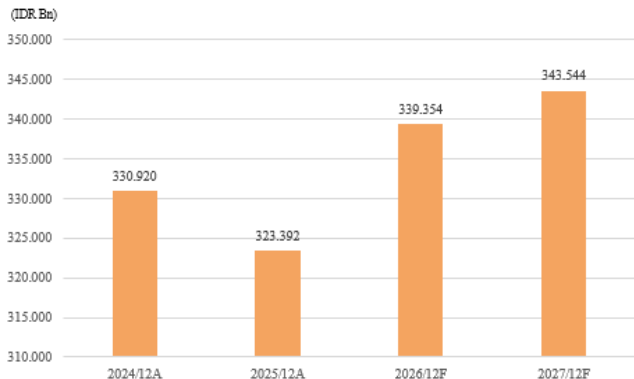
	YTD	3M	6M	12M
Abs.Ret	-4.17%	-7.66%	-0.78%	30.95%
Rel.Ret	14.33%	13.51%	13.38%	23.15%

NHKSI Research Team

research@nhsec.co.id

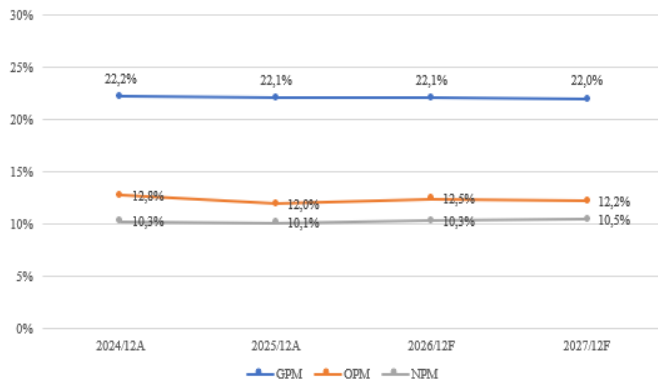
ASII Financial Performance Summary

ASII Annual Revenue | 2024 - 2027F



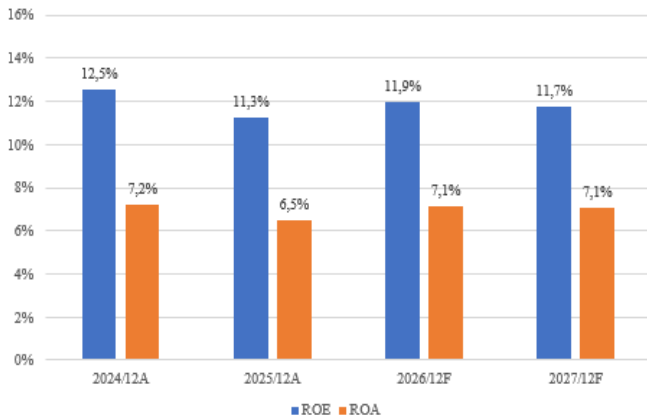
Source : Company, NHKSI Research

ASII Profit Margins | 2024 - 2027F



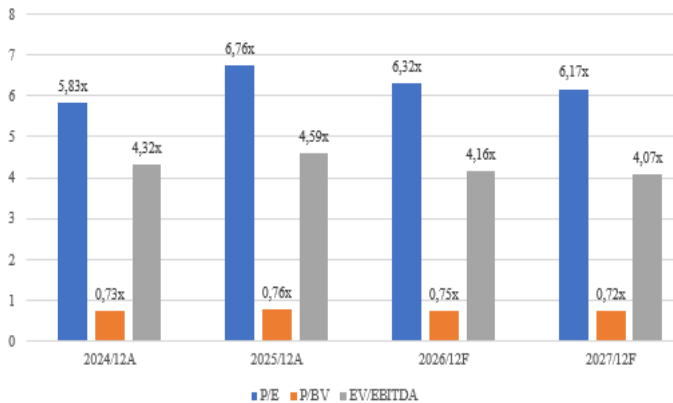
Source : Company, NHKSI Research

ASII Profitability (ROE & ROA) | 2024 - 2027F



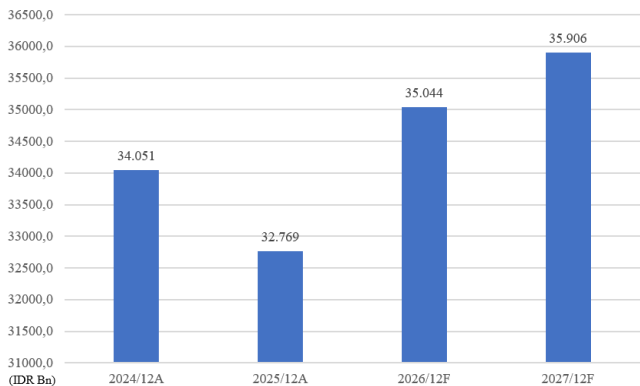
Source : Company, NHKSI Research

ASII Valuation Multiples | 2024 - 2027F



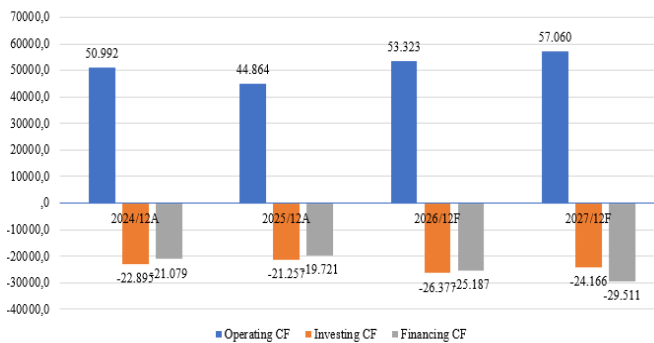
Source : Company, NHKSI Research

ASII Net Profit | 2024 - 2027F



Source : Company, NHKSI Research

ASII Cash Flow Breakdown (IDR Bn) | 2024 - 2027F



Source : Company, NHKSI Research

Summary of Financials

INCOME STATEMENT				
(IDR bn)	2024/12A	2025/12A	2026/12F	2027/12F
Revenue	330.920	323.392	339.354	343.544
Growth (% y/y)	4,5%	-2,3%	4,9%	1,2%
Cost of Revenue	(257.363)	(251.948)	(264.377)	(267.969)
Gross Profit	73.557	71.444	74.977	75.575
Gross Margin	22,2%	22,1%	22,1%	22,0%
Operating Expenses	(31.355)	(32.779)	(32.676)	(33.614)
EBIT	42.202	38.665	42.301	41.961
EBIT Margin	12,8%	12,0%	12,5%	12,2%
Depreciation	15.561	22.130	21.890	22.636
EBITDA	57.763	60.795	64.191	64.597
EBITDA Margin	17,5%	18,8%	18,9%	18,8%
EBT	53.159	49.288	55.905	57.451
Income Tax	(9.735)	(9.083)	(10.225)	(10.702)
Minority Interest	(9.373)	(7.436)	(10.636)	(10.843)
Net Profit	34.051	32.769	35.044	35.906
Growth (% y/y)	0,6%	-3,8%	6,9%	2,5%
Net Profit Margin	10,3%	10,1%	10,3%	10,5%

BALANCE SHEET				
(IDR bn)	2024/12A	2025/12A	2026/12F	2027/12F
Cash	49.247	52.621	50.561	54.196
Receivables	70.610	73.568	71.013	72.664
Inventories	37.771	36.215	40.255	40.031
Total Current Assets	176.267	188.555	180.543	185.659
Net Fixed Assets	101.911	105.960	105.818	108.039
Other Non Current Assets	193.178	212.851	206.695	215.636
Total Non Current Assets	295.089	318.811	312.513	323.675
Total Assets	471.356	507.366	493.056	509.334
Payables	58.205	59.253	64.123	64.084
ST Debt	49.581	69.327	43.990	45.234
LT Debt	51.092	40.976	51.764	50.397
Total Liabilities	199.378	216.554	199.440	202.998
Capital Stock + APIC	3.163	3.163	3.163	3.163
Retained Earnings	202.602	218.937	228.570	240.084
Shareholders' Equity	271.978	290.812	293.616	306.335

CASH FLOW STATEMENT				
(IDR bn)	2024/12A	2025/12A	2026/12F	2027/12F
Operating Cash Flow	50.992	44.864	53.323	57.060
Investing Cash Flow	(22.895)	(21.257)	(26.377)	(24.166)
Financing Cash Flow	(21.079)	(19.721)	(25.187)	(29.511)
Net Changes in Cash	7.018	3.886	1.759	3.383

PROFITABILITY & STABILITY				
	2024/12A	2025/12A	2026/12F	2027/12F
ROE	12,5%	11,3%	11,9%	11,7%
ROA	7,2%	6,5%	7,1%	7,0%
Inventory Turnover	6,81x	6,96x	6,57x	6,69x
Receivables Turnover	4,69x	4,40x	4,78x	4,73x
Payables Turnover	4,42x	4,25x	4,12x	4,18x
Dividend Yield	10,6%	7,4%	9,7%	11,0%
Dividend Payout Ratio	61,7%	50,1%	61,6%	67,9%
DER	0,73x	0,74x	0,68x	0,66x
DAR	0,42x	0,43x	0,40x	0,40x
Equity Multiplier	1,73x	1,74x	1,68x	1,66x
Current Ratio	1,35x	1,24x	1,41x	1,41x
Quick Ratio	1,06x	1,00x	1,09x	1,10x
Total Shares (bn)	40,48	40,48	40,48	40,48
Share Price (IDR)	4.900	5.475	5.475	5.475
Market Cap (IDR tn)	198,4	221,6	221,6	221,6

VALUATION INDEX				
	2024/12A	2025/12A	2026/12F	2027/12F
Price / Earnings	5,83x	6,76x	6,32x	6,17x
Price / Book Value	0,73x	0,76x	0,75x	0,72x
EV / EBITDA	4,3x	4,6x	4,2x	4,1x
EV (IDR bn)	249.778	279.310	266.821	263.063
Basic EPS (IDR)	841	810	866	887
BVPS (IDR)	6.719	7.184	7.253	7.568

OWNERSHIP	
By Geography*	%
Singapore	67,16
United States	11,78
Indonesia	6,83
Shareholders	%
Jardine Cycle & Carriage Ltd	50,11
Astra International Tbk	1,04
Public	48,85

Source : 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%



Disclaimer

This document is strictly confidential and is being supplied to you solely for your information. The recipients of this report must make their own independent decisions regarding any securities or financial instruments mentioned herein. This document may not be quoted, reproduced, exhibited, redistributed, transmitted, edited, translated, or published, in whole or in part, for any purpose without notice. Any failure to comply with this restriction may constitute a violation of civil or criminal laws. This report and any electronic access hereto are restricted and intended only for the clients and related entities of PT NH Korindo Sekuritas Indonesia. This report is only for information and recipient use. It is not reproduced, copied, or made available for others. Under no circumstances is it considered as a selling offer or solicitation of securities buying. Any recommendation contained herein may not be suitable for all investors. Although the information hereof is obtained from reliable sources, its accuracy and completeness cannot be guaranteed. PT NH Korindo Sekuritas Indonesia, its affiliated companies, employees, and agents are held harmless from any responsibility and liability for claims, proceedings, action, losses, expenses, damages, or costs filed against or suffered by any person as a result of acting pursuant to the contents hereof. Neither is PT NH Korindo Sekuritas Indonesia, its affiliated companies, employees, nor agents are liable for errors, omissions, misstatements, negligence, inaccuracy contained herein. All right reserved by PT NH Korindo Sekuritas Indonesia