

# Astra International (ASII): IDR 4,760 — HOLD, SSI TP: IDR 4,500; Cons. TP: IDR 5,600



7M24 Auto Sales: 12 July 2024			MoM		YoY		YoY	
(Unit)	Jul-24	Jun-24	(%)	Jul-23	(%)	7M24	7M23	(%)
<b>Astra (Total)</b>	<b>43,767</b>	<b>43,908</b>	<b>(0.3)</b>	<b>48,618</b>	<b>(10.0)</b>	<b>275,559</b>	<b>326,542</b>	<b>(15.6)</b>
Toyota + Lexus	27,310	25,652	6.5	30,148	(9.4)	158,645	191,596	(17.2)
Daihatsu	13,910	14,967	(7.1)	15,821	(12.1)	99,344	115,061	(13.7)
Isuzu	2,371	3,073	(22.8)	2,486	(4.6)	16,404	18,640	(12.0)
UD Trucks	176	216	(18.5)	152	15.8	1,139	1,109	2.7
PEUGEOT			NA	11.0	NA	27	136	(80.1)
<b>Non-Astra (Total)</b>	<b>30,393</b>	<b>30,715</b>	<b>(1.0)</b>	<b>31,886</b>	<b>(4.7)</b>	<b>208,677</b>	<b>260,389</b>	<b>(19.9)</b>
Mitsubishi	7,809	8,700	(10.2)	7,803	0.1	57,592	64,192	(10.3)
Honda	6,249	7,618	(18.0)	10,626	(41.2)	53,838	85,318	(36.9)
Suzuki	5,410	4,584	18.0	5,845	(7.4)	38,543	47,166	(18.3)
Hyundai	1,701	1,908	(10.8)	1,654	2.8	13,745	20,065	(31.5)
Wuling	1,526	964	58.3	1,642	(7.1)	10,044	11,384	(11.8)
Chery	780	848	(8.0)	348	124.1	4,719	2,342	101.5
BYD	1,925	1,596	20.6		NA	3,521		NA
Others	4,993	4,497	11.0	3,968	25.8	26,675	29,922	(10.9)
<b>Total</b>	<b>74,160</b>	<b>74,623</b>	<b>(0.6)</b>	<b>80,504</b>	<b>(7.9)</b>	<b>484,236</b>	<b>586,931</b>	<b>(17.5)</b>

## SWOT Analysis of the Results (Below)

<p><b>Strength</b></p> <p>ASII's Jul-24 MoM sales decline of -0.3% was slightly better than industry's (-0.6% MoM) and non-ASII's performance (-1.0% MoM), with Toyota and Lexus posting positive sales growth of +6.5% MoM; ASII's 7M24 LCGC market share rose to 81% (7M23: 72%), which we attribute primarily to downtrading</p>	<p><b>Weakness</b></p> <p>Weak overall 4W sales in Jul-24 (-0.6% MoM; -7.9% YoY), even with GIIAS; for comparison, GIIAS 2023 led to double-digit MoM growth in 4W sales of +10.5%</p>
<p><b>Opportunity</b></p> <p>Potential rate cuts and slight improvement in economic growth from 4.9% in 2024 to 5% in 2025 may boost 4W demand; market underperformance provides buying opportunities</p>	<p><b>Threat</b></p> <p>The mandatory TPL insurance regulation in 2025F and higher VAT for hybrid cars may dampen overall 4W demand; stock under-performance may persist on foreign selling as the stock is widely held, coupled with potential downward revisions of total 4W sales</p>

## Peer Comparables

Company Ticker	Market	2024F				
	Cap. (IDR Tn)	P/B (x)	P/E (x)	Div. Yield (%)	EPS Gwt (%)	ROE (%)
Toyota Motor	4,186	0.9	7.3	3.6	(8.7)	12.7
BMW	877	0.5	4.8	7.3	(7.1)	12.1
Honda Motor	780	0.7	4.4	1.1	35.2	17.4
General Motors	812	0.5	6.1	5.0	3.2	8.7
Hyundai Motor	594	0.6	4.4	5.2	19.8	13.8
<b>ASII IJ</b>	<b>193</b>	<b>0.9</b>	<b>6.1</b>	<b>9.0</b>	<b>(11.6)</b>	<b>14.5</b>
Mitsubishi Motors	62	0.5	4.0	4.4	(6.2)	13.7
DRMA IJ	5	3.2	13.3	2.0	(0.6)	24.0
<b>Sector</b>	<b>7,508</b>	<b>0.8</b>	<b>6.3</b>	<b>4.2</b>	<b>(0.5)</b>	<b>12.8</b>

## Relative YTD Performance vs JCI

