

**Strong rebound at both wholesale and retail level.** National 4W sales volume was recorded at 87,435 units (+15.7% MoM/ 62.4% YoY) and 84,528 (+9.8% MoM/ +49.5% YoY) units at the wholesale and retail level respectively. This brings 11M21 wholesale volume to 790,524 units (+66.5% YoY) which accounts for 97% of our estimate. We attribute the strong numbers to the GIIAS (annual Indonesia automotive showcase) event held on November, which reportedly saw over 14,800 purchase orders. This external-driven recovery may mean, however, that we may see a slight decline in wholesale numbers on a MoM basis on December. Meanwhile, 11M21 retail volume was equally impressive at 761,861 units (+49.5% YoY) as dealers take advantage of the final months of the luxury tax incentive (PPnBM) by implementing discounts to further boost sales. We see this trend to continue in December and thus expect retail volume to continue growing on a MoM basis.

**ASII Nov-21 wholesale lifted by strong Toyota numbers.** Astra International (ASII) brands recorded a total of 52,229 units sold (+25.2% MoM/ +113.8% YoY) at the wholesale level in November alone, bringing 11M21 volume to 437,803 units (+80.1% YoY). Toyota in particular was a strong driver behind this recovery, posting 33,555 units sold (+53.9% MoM/ +116.8% YoY) helped by the successful launch of its LMPV models All New Avanza and Veloz, and a strong showing at GIIAS in general (it announced c. 4,500 purchase orders). The strong numbers lifted ASII's market share from 55.2% in Oct-21 to a dominant 59.7% in Nov-21.

**Weaker showing for non-Astra brands.** Non-Astra brands posted less impressive numbers of 35,206 units sold (+4.1% MoM/ +19.7% YoY) at the wholesale level in November, bringing 11M21 volume to 352,721 units (+52.1% YoY). Honda leads the pack, posting 7,201 units (+22.9% MoM/ -14.8% YoY) in November.

**Possibility of luxury tax incentive to extend through FY22.** There are reports of a possibility that the luxury tax incentive for vehicles with over 80% local composition will continue in 2022. Until there is further confirmation, we maintain the view that the national sales volume will normalize in FY22 when the incentive is no longer present. Should the government do decide to extend this incentive however, we see further upside risk to Astra's automotive business in the coming year.

**We have a BUY RATING on ASII with a FY22F target price of IDR 7,250.** The strong numbers only reinforce our preference for ASII given its position as Indonesia economy proxy, beneficiary of the luxury tax incentive, and the return of economic activity at large.

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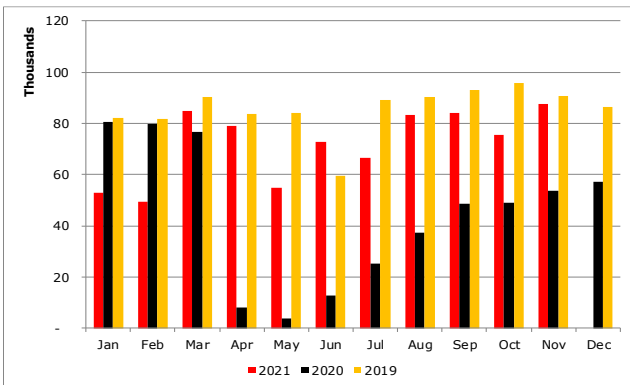


### National 11M21 4W wholesales volume

4W WS (Units)	Nov-20	Oct-21	Nov-21	MoM	YoY	11M20	11M21	YoY	%DH
Toyota	15,479	21,797	33,555	53.9%	116.8%	143,462	263,968	84.0%	
Daihatsu	6,772	17,020	16,045	-5.7%	136.9%	84,243	149,113	77.0%	
Isuzu	2,103	2,779	2,415	-13.1%	14.8%	14,636	24,027	64.2%	
UD Trucks	56	95	160	68.4%	185.7%	515	461	-10.5%	
Peugeot	15	38	54	42.1%	260.0%	196	234	19.4%	
<b>Astra 4W WS</b>	<b>24,425</b>	<b>41,729</b>	<b>52,229</b>	<b>25.2%</b>	<b>113.8%</b>	<b>243,052</b>	<b>437,803</b>	<b>80.1%</b>	<b>101%</b>
<b>ASII Market Share</b>	<b>45.4%</b>	<b>55.2%</b>	<b>59.7%</b>			<b>51.2%</b>	<b>55.4%</b>		
Mitsubishi	8,743	13,109	11,410	-13.0%	30.5%	70,041	125,912	79.8%	
Honda	8,448	5,861	7,201	22.9%	-14.8%	65,868	81,363	23.5%	
Suzuki	8,217	7,624	8,512	11.6%	3.6%	58,262	82,021	40.8%	
Nissan	43	606	376	-38.0%	774.4%	10,819	2,886	-73.3%	
Others	3,958	6,615	7,707	16.5%	94.7%	26,858	60,539	125.4%	
<b>Non-Astra 4W WS</b>	<b>29,409</b>	<b>33,815</b>	<b>35,206</b>	<b>4.1%</b>	<b>19.7%</b>	<b>231,848</b>	<b>352,721</b>	<b>52.1%</b>	
<b>National 4W WS</b>	<b>53,834</b>	<b>75,544</b>	<b>87,435</b>	<b>15.7%</b>	<b>62.4%</b>	<b>474,900</b>	<b>790,524</b>	<b>66.5%</b>	<b>97%</b>

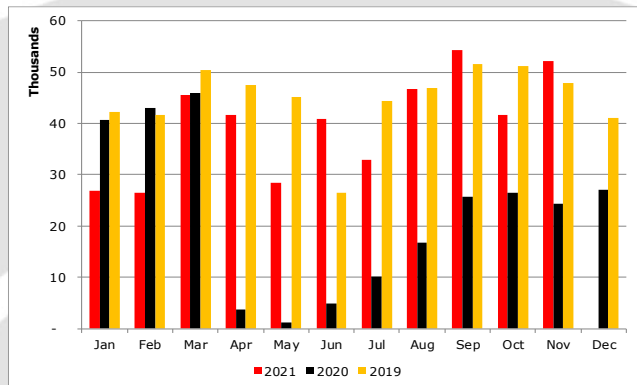
Source: Gaikindo, Sinarmas Investment Research

### National 4W wholesales



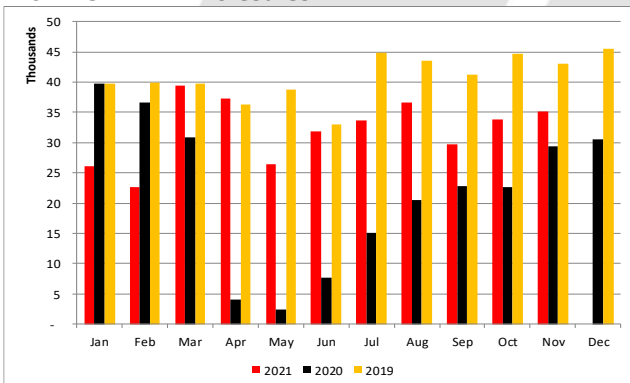
Source: Gaikindo, Sinarmas Investment Research

### ASII 4W wholesales



Source: Gaikindo, Sinarmas Investment Research

### Non-ASII 4W wholesales



Source: Gaikindo, Sinarmas Investment Research

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