

Bermaz Auto Berhad (BAUTO MK)

3QFY25: Challenges from intensifying competition

Results missed expectations; D/G to HOLD

BAuto's 9MFY25 core net profit (CNP) of MYR135m missed expectations, reaching only 48%/60% of our/consensus FY25 estimates. We cut earnings by 42%/54%/53%, factoring in weaker sales and margins, and lower our TP to MYR1.06 (8x FY26E PER) from MYR2.42 (10x FY25E PER). The lower PER reflects our cautious view on the mass premium segment, which faces intense competition from Chinese OEMs. Downgrade to HOLD from BUY.

CNP fell -48% as vehicle sales dropped

BAuto 9MFY25 CNP fell 48% YoY to MYR135m, with revenue declining 30% YoY. Vehicle sales fell 32% YoY to 12,497 units, in absence of backlog orders and new models, compounded by heightened competition from new brands/ models in the domestic market, particularly in the mass premium passenger vehicle segment. Kia Carnival sales plunged 46% YoY to 535 units, impacted by the diesel subsidy rationalisation effective 1 June 2024.

QoQ margins dragged; declared 1.5sen DPS

QoQ, BAuto's 3QFY25 CNP fell 40% as revenue and vehicle sales declined 7% amid intensifying competition. EBIT margin contracted 2.6ppt, likely due to the absence of economies of scale and higher promotional costs. Despite weaker earnings, BAuto declared a 1.5sen DPS, reflecting a 132% DPR (72% ex-special). We trim our DPR assumption to 75% (from 80%).

Sales normalising as competition intensifies

BAuto's vehicle sales are normalising post a two-year super cycle, facing added pressure from rising competition in the mass premium segment. XPeng's G6 has gained traction with 497 units sold in six months (launched Aug 2024), but we remain cautious on Mazda and Kia, which face stiff competition with no major launches ahead. Order backlogs are largely cleared, with bookings averaging 1.4k units/month (FY24 average: 1.8k units/month). A potential catalyst is the launch of Deepal, a new distributorship secured in Nov 2024.

FYE Apr (MYR m)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	3,541	3,930	2,748	2,733	2,836
EBITDA	385	446	224	214	224
Core net profit	306	352	164	155	164
Core EPS (sen)	26.2	30.2	14.1	13.3	14.1
Core EPS growth (%)	96.3	15.2	(53.3)	(5.6)	6.0
Net DPS (sen)	22.0	26.0	10.6	9.3	9.9
Core P/E (x)	8.8	7.7	7.4	7.8	7.4
P/BV (x)	3.5	3.1	1.7	1.6	1.5
Net dividend yield (%)	9.5	11.3	10.2	8.9	9.5
ROAE (%)	43.8	43.3	20.8	21.1	21.1
ROAA (%)	18.4	19.0	8.8	8.5	8.9
EV/EBITDA (x)	6.1	5.2	4.0	4.1	3.8
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	221	255	268
MIBG vs. Consensus (%)	-	-	(25.7)	(39.3)	(38.7)

Loh Yan Jin
 lohyanjin.loh@maybank-ib.com
 (603) 2297 8687

HOLD

[Prior:BUY]

Share Price	MYR 1.04
12m Price Target	MYR 1.06 (+2%)
Previous Price Target	MYR 2.42

Company Description

Franchise holders and sole distributors of: (i) Mazda, Peugeot and Kia vehicles in Malaysia and (ii) Mazda in the Philippines.

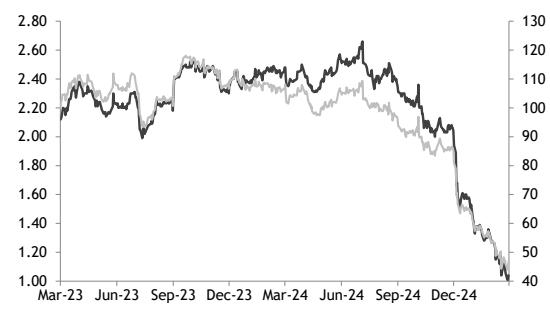
Statistics

52w high/low (MYR)	2.66/1.01
3m avg turnover (USDm)	1.7
Free float (%)	63.4
Issued shares (m)	1,164
Market capitalisation	MYR1.2B USD273M

Major shareholders:

Employees Provident Fund	16.5%
Dynamic Milestone Sdn. Bhd.	13.5%
Permodalan Nasional Bhd.	7.3%

Price Performance



	-1M	-3M	-12M
Absolute (%)	(18)	(49)	(58)
Relative to index (%)	(14)	(46)	(57)

Source: FactSet

FYE Apr (MYR m)	FY23A	FY24A	FY25E	FY26E	FY27E
Revenue	3,541	3,930	2,748	2,733	2,836
EBITDA	385	446	224	214	224
Core net profit	306	352	164	155	164
Core EPS (sen)	26.2	30.2	14.1	13.3	14.1
Core EPS growth (%)	96.3	15.2	(53.3)	(5.6)	6.0
Net DPS (sen)	22.0	26.0	10.6	9.3	9.9
Core P/E (x)	8.8	7.7	7.4	7.8	7.4
P/BV (x)	3.5	3.1	1.7	1.6	1.5
Net dividend yield (%)	9.5	11.3	10.2	8.9	9.5
ROAE (%)	43.8	43.3	20.8	21.1	21.1
ROAA (%)	18.4	19.0	8.8	8.5	8.9
EV/EBITDA (x)	6.1	5.2	4.0	4.1	3.8
Net gearing (%) (incl perps)	net cash				
Consensus net profit	-	-	221	255	268
MIBG vs. Consensus (%)	-	-	(25.7)	(39.3)	(38.7)

Figure 1: BAUTO results summary table

FY Apr (MYR m)	Quarterly results					Cumulative		
	3Q25	3Q24	% YoY	2Q25	% QoQ	9M25	9M24	% YoY
Turnover	602.1	896.5	(32.8)	646.9	(6.9)	2,095.1	2,992.7	(30.0)
EBIT	38.1	88.0	(56.7)	58.0	(34.3)	184.7	334.0	(44.7)
EBITDA	41.2	90.3	(54.4)	60.4	(31.8)	192.8	340.9	(43.5)
Int. expense	(3.1)	(1.8)	71.4	(3.7)	(15.3)	(9.0)	(5.7)	57.3
Associates	0.3	7.5	(96.5)	3.4	(92.2)	14.4	30.5	(52.7)
- MMSB (30%)	(0.3)	5.2	NM	3.1	NM	8.5	19.1	(55.5)
- Inokom (29%)	1.4	3.6	(61.6)	1.3	7.5	6.5	8.7	(26.1)
- Kia (33%)	(0.6)	(1.3)	(55.7)	(0.6)	(7.2)	0.2	2.4	(89.8)
One-offs	(0.4)	1.5	NM	(0.7)	(37.6)	(0.5)	(0.2)	148.1
Pre-tax profits	34.8	95.1	(63.4)	57.1	(39.0)	189.7	358.6	(47.1)
Tax	(8.6)	(20.5)	(58.1)	(14.3)	(40.0)	(45.3)	(80.4)	(43.6)
Minority interest	(2.1)	(4.0)	(48.2)	(2.4)	11.8	(9.6)	(17.3)	(44.6)
Net profit	24.1	70.5	(65.8)	40.4	(40.2)	134.7	260.8	(48.4)
Net profit Ex one-offs	24.6	69.0	(64.4)	41.0	(40.1)	135.2	261.0	(48.2)
EBIT margin (%)	6.3	9.8	(3.5)	9.0	(2.6)	8.8	11.2	(2.3)
EBITDA margin (%)	6.8	10.1	(3.2)	9.3	(2.5)	9.2	11.4	(2.2)
Tax rate (%)	24.7	21.6	3.1	25.1	(0.4)	23.9	22.4	1.5
Revenue	602.1	896.5	(32.8)	646.9	(6.9)	2,095.1	2,992.7	(30.0)
- Malaysia	552.4	805.8	(31.4)	581.7	(5.0)	1,889.1	2,712.7	(30.4)
- Philippines	49.7	90.7	(45.3)	65.2	(23.8)	206.1	280.0	(26.4)
EBIT	38.1	88.0	(56.7)	58.0	(34.3)	184.7	334.0	(44.7)
- Malaysia	27.7	73.7	(62.4)	46.4	(40.2)	143.4	281.5	(49.0)
- Philippines	7.9	13.8	(42.5)	9.3	(14.4)	35.6	45.2	(21.4)
- Others	2.4	0.5	>1001	2.3	3.1	5.7	7.3	(21.5)
EBIT Margins (%)	6.3	9.8	(3.5)	9.0	(2.6)	8.8	11.2	(2.3)
- Malaysia	5.0	9.1	(4.1)	8.0	(3.0)	7.6	10.4	(2.8)
- Philippines	15.9	15.2	0.8	14.2	1.8	17.3	16.2	1.1
<u>Vehicle unit sales</u>	3,565	5,463	(34.7)	3,815	(6.6)	12,497	18,295	(31.7)
Mazda Malaysia	2,658	4,267	(37.7)	3,007	(11.6)	9,517	14,184	(32.9)
Mazda Philippines	305	606	(49.7)	461	(33.8)	1,328	1,946	(31.8)
Peugeot	2	146	(98.6)	13	(84.6)	444	719	(38.2)
Kia	259	444	(41.7)	178	45.5	711	1,446	(50.8)
XPeng	341	0	NM	156	>100	497	0	NM

Source: Company, Maybank IBG Research

Figure 2: BAUTO product map

CY2025		
	CX-3 IPM5 (Jan '24) 	CX-5 IPM6 (Jan '24) 
	All-New EV9 CBU (Jun '24') 	All-New Sportage CBU (Dec 24') 
	All-New G6 CBU (Aug 24') 	All-New G9 CBU (Mar 25') 

Source: Company

Figure 3: BAUTO EV model line-up

	New MX-30 EV 		
	New EV6 EV 	All-New EV9 EV (Jun 24') 	
	All-New G6 CBU (Aug 24') 	All-New G9 CBU (Mar 25') 	
	Deepal S07 EV (Q3 25') 	Deepal S05 EV (Q4 25') 	Deepal E07 EV (Q4 25') 

Source: Company

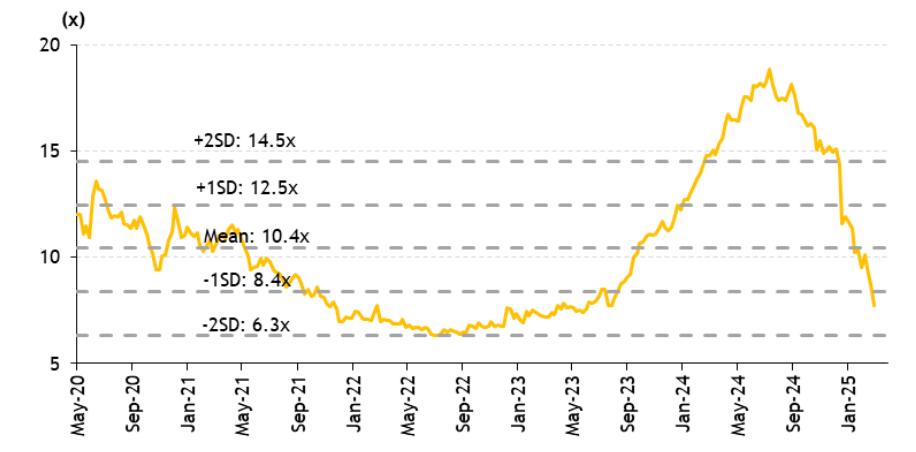
Forecasts and valuations

Figure 4: BAUTO's vehicle sales data

FY Apr (MYR m)	Revised			Old		
	FY25E	FY26E	FY27E	FY25E	FY26E	FY27E
Revenue	2,748.5	2,733.1	2,835.9	3,461.2	3,998.5	4,089.3
EBIT	214.4	205.1	214.4	345.5	413.3	421.5
Core net profit	164.3	155.0	164.2	281.7	336.6	346.5
% change				-42%	-54%	-53%
Margins (%):						
EBIT	7.8%	7.5%	7.6%	10.0%	10.3%	10.3%
Core net profit	6.0%	5.7%	5.8%	8.1%	8.4%	8.5%
Key sales assumption changes:						
Vehicle sales (units)	17,300	17,000	17,340	14,914	15,720	16,438

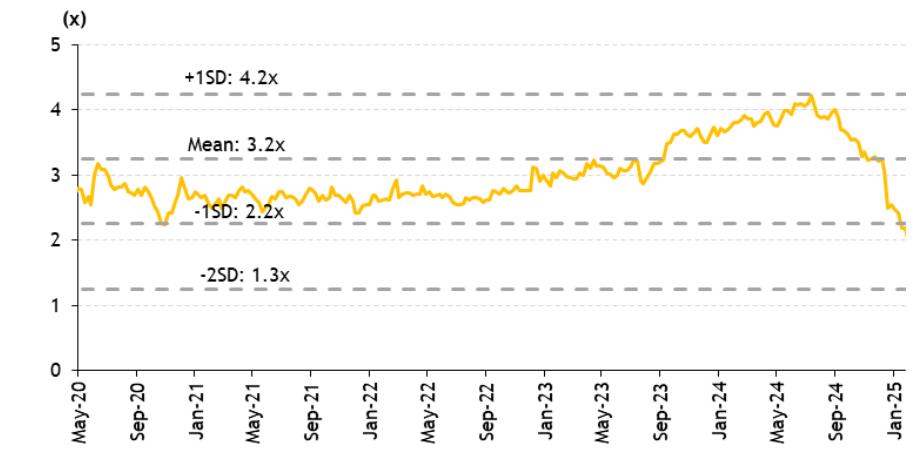
Source: Maybank IBG Research

Figure 5: BAUTO one-year forward PER



Source: Maybank IBG Research

Figure 6: BAUTO one-year forward PBV



Source: Maybank IBG Research

Risk statement

There are several risk factors for our earnings estimates, price target, and rating for BA Auto. Soft consumer sentiment and unattractive model launches may drag earnings. Forex volatility will affect its profitability and operational planning. Execution mishap, cost overruns and / or absence of new orders will cause adverse impact on earnings.

FYE 30 Apr	FY23A	FY24A	FY25E	FY26E	FY27E
Key Metrics					
P/E (reported) (x)	7.5	7.8	7.4	7.8	7.4
Core P/E (x)	8.8	7.7	7.4	7.8	7.4
P/BV (x)	3.5	3.1	1.7	1.6	1.5
P/NTA (x)	3.5	3.1	1.7	1.6	1.5
Net dividend yield (%)	9.5	11.3	10.2	8.9	9.5
FCF yield (%)	3.8	10.7	22.4	12.3	12.0
EV/EBITDA (x)	6.1	5.2	4.0	4.1	3.8
EV/EBIT (x)	6.2	5.3	4.2	4.3	4.0
INCOME STATEMENT (MYR m)					
Revenue	3,540.6	3,930.3	2,748.5	2,733.1	2,835.9
EBITDA	384.8	446.3	223.8	214.4	223.7
Depreciation	(8.2)	(9.3)	(9.3)	(9.3)	(9.3)
Amortisation	0.0	0.0	0.0	0.0	0.0
EBIT	376.6	437.0	214.4	205.1	214.4
Net interest income / (exp)	5.4	3.1	0.7	(2.5)	(0.9)
Associates & JV	41.1	50.0	17.5	17.2	18.9
Exceptionals	0.2	(0.9)	0.0	0.0	0.0
Other pretax income	0.0	0.0	0.0	0.0	0.0
Pretax profit	423.3	489.1	232.7	219.7	232.3
Income tax	(94.0)	(111.4)	(55.8)	(52.7)	(55.8)
Minorities	(23.5)	(26.7)	(12.6)	(12.0)	(12.3)
Discontinued operations	0.0	0.0	0.0	0.0	0.0
Reported net profit	305.8	351.0	164.3	155.0	164.2
Core net profit	305.6	351.9	164.3	155.0	164.2
BALANCE SHEET (MYR m)					
Cash & Short Term Investments	537.4	568.1	636.7	662.2	648.8
Accounts receivable	197.6	219.3	153.4	152.5	158.3
Inventory	498.3	553.2	386.8	384.7	399.1
Reinsurance assets	0.0	0.0	0.0	0.0	0.0
Property, Plant & Equip (net)	44.6	47.2	49.9	52.5	55.2
Intangible assets	0.5	0.5	0.5	0.5	0.5
Investment in Associates & JVs	314.5	364.5	382.0	399.2	418.1
Other assets	184.1	184.1	184.1	184.1	184.1
Total assets	1,776.9	1,936.9	1,793.5	1,835.7	1,864.0
ST interest bearing debt	99.9	0.0	0.0	0.0	0.0
Accounts payable	351.1	389.7	272.5	271.0	281.2
Insurance contract liabilities	0.0	0.0	0.0	0.0	0.0
LT interest bearing debt	0.0	100.0	200.0	200.0	150.0
Other liabilities	487.0	487.0	487.0	487.0	487.0
Total Liabilities	937.6	976.3	959.1	957.5	917.7
Shareholders Equity	762.8	857.3	718.5	750.3	806.1
Minority Interest	76.6	103.3	115.9	127.9	140.2
Total shareholder equity	839.4	960.6	834.4	878.2	946.3
Total liabilities and equity	1,776.9	1,936.9	1,793.5	1,835.7	1,864.0
CASH FLOW (MYR m)					
Pretax profit	423.3	489.1	232.7	219.7	232.3
Depreciation & amortisation	8.2	9.3	9.3	9.3	9.3
Adj net interest (income)/exp	0.0	0.0	0.0	0.0	0.0
Change in working capital	(202.5)	(37.9)	115.1	1.5	(10.0)
Cash taxes paid	(94.0)	(111.4)	(55.8)	(52.7)	(55.8)
Other operating cash flow	(20.1)	(50.0)	(17.5)	(17.2)	(18.9)
Cash flow from operations	114.9	299.1	283.8	160.7	157.1
Capex	(12.2)	(12.0)	(12.0)	(12.0)	(12.0)
Free cash flow	102.7	287.1	271.8	148.7	145.1
Dividends paid	(154.0)	(256.5)	(303.1)	(123.2)	(108.5)
Equity raised / (purchased)	0.0	0.0	0.0	0.0	0.0
Change in Debt	(99.9)	0.1	100.0	0.0	(50.0)
Other invest/financing cash flow	(5.6)	0.0	0.0	0.0	0.0
Effect of exch rate changes	0.0	0.0	0.0	0.0	0.0
Net cash flow	(156.8)	30.7	68.7	25.5	(13.5)

FYE 30 Apr	FY23A	FY24A	FY25E	FY26E	FY27E
Key Ratios					
Growth ratios (%)					
Revenue growth	52.4	11.0	(30.1)	(0.6)	3.8
EBITDA growth	83.6	16.0	(49.9)	(4.2)	4.3
EBIT growth	84.8	16.0	(50.9)	(4.4)	4.5
Pretax growth	94.5	15.6	(52.4)	(5.6)	5.8
Reported net profit growth	97.2	14.8	(53.2)	(5.6)	6.0
Core net profit growth	96.8	15.2	(53.3)	(5.6)	6.0
Profitability ratios (%)					
EBITDA margin	10.9	11.4	8.1	7.8	7.9
EBIT margin	10.6	11.1	7.8	7.5	7.6
Pretax profit margin	12.0	12.4	8.5	8.0	8.2
Payout ratio	83.9	86.3	75.0	70.0	70.0
DuPont analysis					
Net profit margin (%)	8.6	8.9	6.0	5.7	5.8
Revenue/Assets (x)	2.0	2.0	1.5	1.5	1.5
Assets/Equity (x)	2.3	2.3	2.5	2.4	2.3
ROAE (%)	43.8	43.3	20.8	21.1	21.1
ROAA (%)	18.4	19.0	8.8	8.5	8.9
Liquidity & Efficiency					
Cash conversion cycle	26.5	36.0	46.0	38.0	37.2
Days receivable outstanding	17.3	19.1	24.4	20.1	19.7
Days inventory outstanding	54.0	57.2	73.1	60.3	59.0
Days payables outstanding	44.8	40.3	51.5	42.5	41.6
Dividend cover (x)	1.2	1.2	1.3	1.4	1.4
Current ratio (x)	2.1	2.5	2.9	2.9	2.9
Leverage & Expense Analysis					
Asset/Liability (x)	1.9	2.0	1.9	1.9	2.0
Net gearing (%) (incl perps)	net cash				
Net gearing (%) (excl. perps)	net cash				
Net interest cover (x)	na	na	na	81.2	nm
Debt/EBITDA (x)	0.3	0.2	0.9	0.9	0.7
Capex/revenue (%)	0.3	0.3	0.4	0.4	0.4
Net debt/ (net cash)	(437.4)	(468.1)	(436.7)	(462.2)	(498.8)

Source: Company; Maybank IBG Research

Research Offices

ECONOMICS

Suhaimi ILIAS
Chief Economist
Malaysia | Philippines | Global
(603) 2297 8682
suhaimi_ilias@maybank-ib.com

CHUA Hak Bin
Regional Thematic Macroeconomist
(65) 6231 5830
chuahb@maybank.com

Erica TAY
China | Thailand
(65) 6231 5844
erica.tay@maybank.com

Brian LEE Shun Rong
Indonesia | Singapore | Vietnam
(65) 6231 5846
brian.lee1@maybank.com

Fatini Nabila MOHD ZAINI
Malaysia | Philippines
(603) 2297 8685
fatinnabila.mohdzaini@maybank-ib.com

Luong Thu Huong
(65) 6231 8467
hana.thuhuong@maybank.com

LEE Jia Yu
(65) 6231 5843
jiayu.lee@maybank.com

FX

Saktiandi SUPAAT
Head of FX Research
(65) 6320 1379
saktiandi@maybank.com

Fiona LIM
(65) 6320 1374
fionalim@maybank.com

Alan LAU, CFA
(65) 6320 1378
alanlau@maybank.com

Shaun LIM
(65) 6320 1371
shaunlim@maybank.com

STRATEGY

Anand PATHMAKANTHAN
ASEAN
(603) 2297 8783
anand.pathmakanthan@maybank-ib.com

FIXED INCOME

Winson PHOON, FCA
Head of Fixed Income
(65) 6231 5831
winsonphoon@maybank.com

SOH Jing Ying
(603) 2074 7606
jingying.soh@maybank.com

PORTFOLIO STRATEGY

ONG Seng Yeow
(65) 6231 5839
ongsengyeow@maybank.com

Sean LIM
(603) 2297 8888
lim.tzehkhang@maybank.com

MIBG SUSTAINABILITY RESEARCH

Jigar SHAH
Head of Sustainability Research
(91) 22 4223 2632
jigars@maybank.com

Neerav DALAL
(91) 22 4223 2606
neerav@maybank.com

REGIONAL EQUITIES

Anand PATHMAKANTHAN
Head of Regional Equity Research
(603) 2297 8783
anand.pathmakanthan@maybank-ib.com

WONG Chew Hann, CA
Head of ASEAN Equity Research
(603) 2297 8686
wcchewh@maybank-ib.com

MALAYSIA

LIM Sue Lin, Co-Head of Research
(603) 2297 8612
suelin.lim@maybank-ib.com
• Equity Strategy

WONG Chew Hann, CA Co-Head of Research
(603) 2297 8686
wcchewh@maybank-ib.com
• Equity Strategy
• Non-Bank Financials (stock exchange)
• Construction & Infrastructure

Desmond CH'NG, BFP, FCA
(603) 2297 8680
desmond.chng@maybank-ib.com
• Banking & Finance

ONG Chee Ting, CA
(603) 2297 8678
ct.ong@maybank-ib.com
• Plantations - Regional

YIN Shao Yang, CPA
(603) 2297 8916
samuel.y@maybank-ib.com
• Gaming - Regional • Healthcare
• Media • Aviation • Non-Bank Financials

TAN Chi Wei, CFA
(603) 2297 8690
chiwei.1@maybank-ib.com
• Power • Telcos

WONG Wei Sum, CFA
(603) 2297 8679
weisum@maybank-ib.com
• Property • Glove

Jade TAM
(603) 2297 8687
jade.tam@maybank-ib.com
• Consumer Staples & Discretionary

Nur Farah SYIFAA
(603) 2297 8675
nurfarahsyifaa.mohamadfuad@maybank-ib.com
• Renewable Energy • REITs

LOH Yan Jin
(603) 2297 8687
lohyanjin.loh@maybank-ib.com
• Ports • Automotive

Jeremie YAP
(603) 2297 8688
jeremie.yap@maybank-ib.com
• Oil & Gas • Petrochemicals

Nur Natasha ARIZA
(603) 2297 8691
natashaariza.aizarizal@maybank-ib.com
• Healthcare

Lucas SIM
(603) 2082 6824
lucas.sim@maybank-ib.com
• Technology (EMS)

Arvind JAYARATNAM
(603) 2297 8692
arvind.jayaratnam@maybank.com
• Technology (Semicon & Software)

TEE Sze Chiah Head of Retail Research
(603) 2082 6858
szechiah.t@maybank-ib.com
• Retail Research

Amirah AZMI
(603) 2082 8769
amirah.azmi@maybank-ib.com
• Retail Research

Amirul RUSYDY, CMT
(603) 2297 8694
rusydy.azizi@maybank-ib.com
• Chartist

SINGAPORE

Thilan WICKRAMASINGHE Head of Research
(65) 6231 5840
thilanw@maybank.com
• Strategy • Consumer
• Banking & Finance - Regional

Eric ONG
(65) 6231 5849
ericong@maybank.com
• Healthcare • Transport • SMIDs

Jarick SEET
(65) 6231 5848
jarick.seet@maybank.com
• Technology • SMIDs

Krishna GUHA
(65) 6231 5842
krishna.guha@maybank.com
• REITs • Industrials

Hussaini SAIFEE
(65) 6231 5837
hussaini.saifee@maybank.com
• Telcos • Internet

PHILIPPINES

Kervin Laurence SISAYAN Head of Research
(63) 2 5322 5005
kervin.sisayan@maybank.com
• Strategy • Banking & Finance • Telcos

Daphne SZE
(63) 2 5322 5008
daphne.sze@maybank.com
• Consumer

Raffy MENDOZA
(63) 2 5322 5010
joserafael.mendoza@maybank.com
• Property • REITs • Gaming

Michel ALONSO
(63) 2 5322 5007
michelxavier.alonso@maybank.com
• Conglomerates

Germaine GUINTO
(63) 2 5322 5006
germaine.guinto@maybank.com
• Utilities

Ronalyn Joyce LALIMO
(63) 2 5322 5009
rona.lalimo@maybank.com
• SMIDs

VIETNAM

Quan Trong Thanh Head of Research
(84 28) 44 555 888 ext 8184
thanh.quan@maybank.com
• Strategy • Banks

Hoang Huy, CFA
(84 28) 44 555 888 ext 8181
hoanghuy@maybank.com
• Strategy • Technology

Le Nguyen Nhat Chuyen
(84 28) 44 555 888 ext 8082
chuyen.le@maybank.com
• Oil & Gas • Logistics

Nguyen Thi Son Tra Mi
(84 28) 44 555 888 ext 8084
trami.nguyen@maybank.com
• Consumer Discretionary

Tran Thi Thanh Nhan
(84 28) 44 555 888 ext 8088
nhan.tran@maybank.com
• Consumer Staples

Nguyen Le Tuan Loi
(84 28) 44 555 888 ext 8182
loi.nguyen@maybank.com
• Property

Nguyen Thanh Hai
(84 28) 44 555 888 ext 8081
thanhhai.nguyen@maybank.com
• Industrials

Nguyen Thanh Lam
(84 28) 44 555 888 ext 8086
thanhlam.nguyen@maybank.com
• Retail Research

INDONESIA

Jeffrosenberg CHENLIM Head of Research
(62) 21 8066 8680
jeffrosenberg.lim@maybank.com
• Strategy • Banking & Finance • Property

Willy GOUTAMA
(62) 21 8066 8688
willy.goutama@maybank.com
• Consumer

Etta Rusdiana PUTRA
(62) 21 8066 8683
etta.putra@maybank.com
• Telcos • Internet • Construction

Paulina MARGARETA
(62) 21 8066 8690
paulina.tjoe@maybank.com
• Autos • Healthcare

Jocelyn SANTOSO
(62) 21 8066 8689
jocelyn.santoso@maybank.com
• Consumer

Hasan BARAKWAN
(62) 21 8066 2694
hasan.barakwan@maybank.com
• Metals & Mining • Oil & Gas

Faiq ASAD
(62) 21 8066 8692
faiq.asad@maybank.com
• Banking & Finance

Kevin HALIM
(62) 21 8066 2687
kevin.halim@maybank.com
• Property • Cement

Satriawan HARYONO, CEWA, CTA
(62) 21 8066 8682
satriawan@maybank.com
• Chartist

THAILAND

Chak REUNGINSIPINYA Head of Research
(66) 2658 5000 ext 1399
chak.reunginsipinya@maybank.com
• Strategy • Energy

Jesada TECHAHUSDIN, CFA
(66) 2658 5000 ext 1395
jesada.t@maybank.com
• Banking & Finance

Wasu MATTANAPOTCHANART
(66) 2658 5000 ext 1392
wasu.m@maybank.com
• Telcos • Technology (Software) • REITs
• Property • Consumer Discretionary

Sutatip PEERASUB
(66) 2658 5000 ext 1430
sutatip.p@maybank.com
• Food & Beverage • Commerce

Natchaphon RODJANAROWAN
(66) 2658 5000 ext 1393
natchaphon.rodjanarowan@maybank.com
• Utilities • Property

Boonyakorn AMORNSANK
(66) 2658 5000 ext 1394
boonyakorn.amornsank@maybank.com
• Services (Hotels, Transport)

Nontapat SAHAKITPINYO
(66) 2658 5000 ext 2352
nontapat.sahakitpinyo@maybank.com
• Healthcare

Yugi TAKESHIMA
(66) 2658 5000 ext 1530
yugi.takeshima@maybank.com
• Technology (EMS & Semicon)

Tanida JIRAPORNKASEMSUK
(66) 2658 5000 ext 1396
tanida.jirapornkasesmsuk@maybank.com
• Food & Beverage

APPENDIX I: TERMS FOR PROVISION OF REPORT, DISCLAIMERS AND DISCLOSURES

DISCLAIMERS

This research report is prepared for general circulation and for information purposes only and under no circumstances should it be considered or intended as an offer to sell or a solicitation of an offer to buy the securities referred to herein. Investors should note that values of such securities, if any, may fluctuate and that each security's price or value may rise or fall. Opinions or recommendations contained herein are in form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from the relevant jurisdiction's stock exchange in the equity analysis. Accordingly, investors' returns may be less than the original sum invested. Past performance is not necessarily a guide to future performance. This report is not intended to provide personal investment advice and does not take into account the specific investment objectives, the financial situation and the particular needs of persons who may receive or read this report. Investors should therefore seek financial, legal and other advice regarding the appropriateness of investing in any securities or the investment strategies discussed or recommended in this report.

The information contained herein has been obtained from sources believed to be reliable but such sources have not been independently verified by Maybank Investment Bank Berhad, its subsidiary and affiliates (collectively, "Maybank IBG") and consequently no representation is made as to the accuracy or completeness of this report by Maybank IBG and it should not be relied upon as such. Accordingly, Maybank IBG and its officers, directors, associates, connected parties and/or employees (collectively, "Representatives") shall not be liable for any direct, indirect or consequential losses or damages that may arise from the use or reliance of this report. Any information, opinions or recommendations contained herein are subject to change at any time, without prior notice.

This report may contain forward looking statements which are often but not always identified by the use of words such as "anticipate", "believe", "estimate", "intend", "plan", "expect", "forecast", "predict" and "project" and statements that an event or result "may", "will", "can", "should", "could" or "might" occur or be achieved and other similar expressions. Such forward looking statements are based on assumptions made and information currently available to us and are subject to certain risks and uncertainties that could cause the actual results to differ materially from those expressed in any forward looking statements. Readers are cautioned not to place undue relevance on these forward-looking statements. Maybank IBG expressly disclaims any obligation to update or revise any such forward looking statements to reflect new information, events or circumstances after the date of this publication or to reflect the occurrence of unanticipated events.

Maybank IBG and its officers, directors and employees, including persons involved in the preparation or issuance of this report, may, to the extent permitted by law, from time to time participate or invest in financing transactions with the issuer(s) of the securities mentioned in this report, perform services for or solicit business from such issuers, and/or have a position or holding, or other material interest, or effect transactions, in such securities or options thereon, or other investments related thereto. In addition, it may make markets in the securities mentioned in the material presented in this report. One or more directors, officers and/or employees of Maybank IBG may be a director of the issuers of the securities mentioned in this report to the extent permitted by law.

This report is prepared for the use of Maybank IBG's clients and may not be reproduced, altered in any way, transmitted to, copied or distributed to any other party in whole or in part in any form or manner without the prior express written consent of Maybank IBG and Maybank IBG and its Representatives accepts no liability whatsoever for the actions of third parties in this respect.

This report is not directed to or intended for distribution to or use by any person or entity who is a citizen or resident of or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation. This report is for distribution only under such circumstances as may be permitted by applicable law. The securities described herein may not be eligible for sale in all jurisdictions or to certain categories of investors. Without prejudice to the foregoing, the reader is to note that additional disclaimers, warnings or qualifications may apply based on geographical location of the person or entity receiving this report.

Malaysia

Opinions or recommendations contained herein are in the form of technical ratings and fundamental ratings. Technical ratings may differ from fundamental ratings as technical valuations apply different methodologies and are purely based on price and volume-related information extracted from Bursa Malaysia Securities Berhad in the equity analysis.

Singapore

This report has been produced as of the date hereof and the information herein may be subject to change. Maybank Research Pte. Ltd. ("MRPL") in Singapore has no obligation to update such information for any recipient. For distribution in Singapore, recipients of this report are to contact MRPL in Singapore in respect of any matters arising from, or in connection with, this report. If the recipient of this report is not an accredited investor, expert investor or institutional investor (as defined under Section 4A of the Singapore Securities and Futures Act 2001), MRPL shall be legally liable for the contents of this report.

Thailand

Except as specifically permitted, no part of this presentation may be reproduced or distributed in any manner without the prior written permission of Maybank Securities (Thailand) Public Company Limited. Maybank Securities (Thailand) Public Company Limited ("MST") accepts no liability whatsoever for the actions of third parties in this respect.

If you are an authorised recipient, you hereby tacitly acknowledge that the research reports from MST Research are first produced in Thai and there is a time lag in the release of the translated English version.

The disclosure of the survey result of the Thai Institute of Directors Association ("IOD") regarding corporate governance is made pursuant to the policy of the Office of the Securities and Exchange Commission. The survey of the IOD is based on the information of a company listed on the Stock Exchange of Thailand and the market for Alternative Investment disclosed to the public and able to be accessed by a general public investor. The result, therefore, is from the perspective of a third party. It is not an evaluation of operation and is not based on inside information. The survey result is as of the date appearing in the Corporate Governance Report of Thai Listed Companies. As a result, the survey may be changed after that date. MST does not confirm nor certify the accuracy of such survey result.

The disclosure of the Anti-Corruption Progress Indicators of a listed company on the Stock Exchange of Thailand, which is assessed by Thaipat Institute, is made in order to comply with the policy and sustainable development plan for the listed companies of the Office of the Securities and Exchange Commission. Thaipat Institute made this assessment based on the information received from the listed company, as stipulated in the form for the assessment of Anti-corruption which refers to the Annual Registration Statement (Form 56-1), Annual Report (Form 56-2), or other relevant documents or reports of such listed company. The assessment result is therefore made from the perspective of Thaipat Institute that is a third party. It is not an assessment of operation and is not based on any inside information. Since this assessment is only the assessment result as of the date appearing in the assessment result, it may be changed after that date or when there is any change to the relevant information. Nevertheless, MST does not confirm, verify, or certify the accuracy and completeness of the assessment result.

US

This third-party research report is distributed in the United States ("US") to Major US Institutional Investors (as defined in Rule 15a-6 under the Securities Exchange Act of 1934, as amended) only by Wedbush Securities Inc. ("Wedbush"), a broker-dealer registered in the US (registered under Section 15 of the Securities Exchange Act of 1934, as amended). All responsibility for the distribution of this report by Wedbush in the US shall be borne by Wedbush. This report is not directed at you if Wedbush is prohibited or restricted by any legislation or regulation in any jurisdiction from making it available to you. You should satisfy yourself before reading it that Wedbush is permitted to provide research material concerning investments to you under relevant legislation and regulations. All U.S. persons receiving and/or accessing this report and wishing to effect transactions in any security mentioned within must do so with: Wedbush Securities Inc. 1000 Wilshire Blvd, Los Angeles, California 90017, +1 (646) 604-4232 and not with the issuer of this report.

UK

This document is being distributed by Maybank Securities (London) Ltd ("MSUK") which is authorized and regulated, by the Financial Conduct Authority and is for Informational Purposes only. This document is not intended for distribution to anyone defined as a Retail Client under the Financial Services and Markets Act 2000 within the UK. Any inclusion of a third party link is for the recipients convenience only, and that the firm does not take any responsibility for its comments or accuracy, and that access to such links is at the individuals own risk. Nothing in this report should be considered as constituting legal, accounting or tax advice, and that for accurate guidance recipients should consult with their own independent tax advisers.

DISCLOSURES

Legal Entities Disclosures

Malaysia: This report is issued and distributed in Malaysia by Maybank Investment Bank Berhad (15938- H) which is a Participating Organization of Bursa Malaysia Berhad and a holder of Capital Markets and Services License issued by the Securities Commission in Malaysia. **Singapore:** This report is distributed in Singapore by MRPL (Co. Reg No 198700034E) which is regulated by the Monetary Authority of Singapore. **Indonesia:** PT Maybank Sekuritas Indonesia ("PTMSI") (Reg. No. KEP-251/PM/1992) is a member of the Indonesia Stock Exchange and is regulated by the Financial Services Authority (Indonesia). **Thailand:** MST (Reg. No.0107545000314) is a member of the Stock Exchange of Thailand and is regulated by the Ministry of Finance and the Securities and Exchange Commission. **Philippines:** Maybank Securities Inc (Reg. No.01-2004-00019) is a member of the Philippines Stock Exchange and is regulated by the Securities and Exchange Commission. **Vietnam:** Maybank Securities Limited (License Number: 117/GP-UBCK) is licensed under the State Securities Commission of Vietnam. **Hong Kong:** MIB Securities (Hong Kong) Limited (Central Entity No AAD284) is regulated by the Securities and Futures Commission. **India:** MIB Securities India Private Limited ("MIBSI") is a participant of the National Stock Exchange of India Limited and the Bombay Stock Exchange and is regulated by Securities and Exchange Board of India ("SEBI") (Reg. No. INZ000010538). MIBSI is also registered with SEBI as Category 1 Merchant Banker (Reg. No. INM 000011708) and as Research Analyst (Reg No: INH000000057). **UK:** Maybank Securities (London) Ltd (Reg No 2377538) is authorized and regulated by the Financial Conduct Authority.

Disclosure of Interest

Malaysia: Maybank IBG and its Representatives may from time to time have positions or be materially interested in the securities referred to herein and may further act as market maker or may have assumed an underwriting commitment or deal with such securities and may also perform or seek to perform investment banking services, advisory and other services for or relating to those companies.

Singapore: As of 13 March 2025, Maybank Research Pte. Ltd. and the covering analyst do not have any interest in any companies recommended in this research report.

Thailand: MST may have a business relationship with or may possibly be an issuer of derivative warrants on the securities /companies mentioned in the research report. Therefore, Investors should exercise their own judgment before making any investment decisions. MST, its associates, directors, connected parties and/or employees may from time to time have interests and/or underwriting commitments in the securities mentioned in this report.

Hong Kong: As of 13 March 2025, MIB Securities (Hong Kong) Limited and the authoring analyst do not have any interest in any companies recommended in this research report.

India: As of 13 March 2025, and at the end of the month immediately preceding the date of publication of the research report, MIBSI, authoring analyst or their associate / relative does not hold any financial interest or any actual or beneficial ownership in any shares or having any conflict of interest in the subject companies except as otherwise disclosed in the research report. In the past twelve months MIBSI and authoring analyst or their associate did not receive any compensation or other benefits from the subject companies or third party in connection with the research report on any account what so ever except as otherwise disclosed in the research report.

Maybank IBG may have, within the last three years, served as manager or co-manager of a public offering of securities for, or currently may make a primary market in issues of, any or all of the entities mentioned in this report or may be providing, or have provided within the previous 12 months, significant advice or investment services in relation to the investment concerned or a related investment and may receive compensation for the services provided from the companies covered in this report.

OTHERS

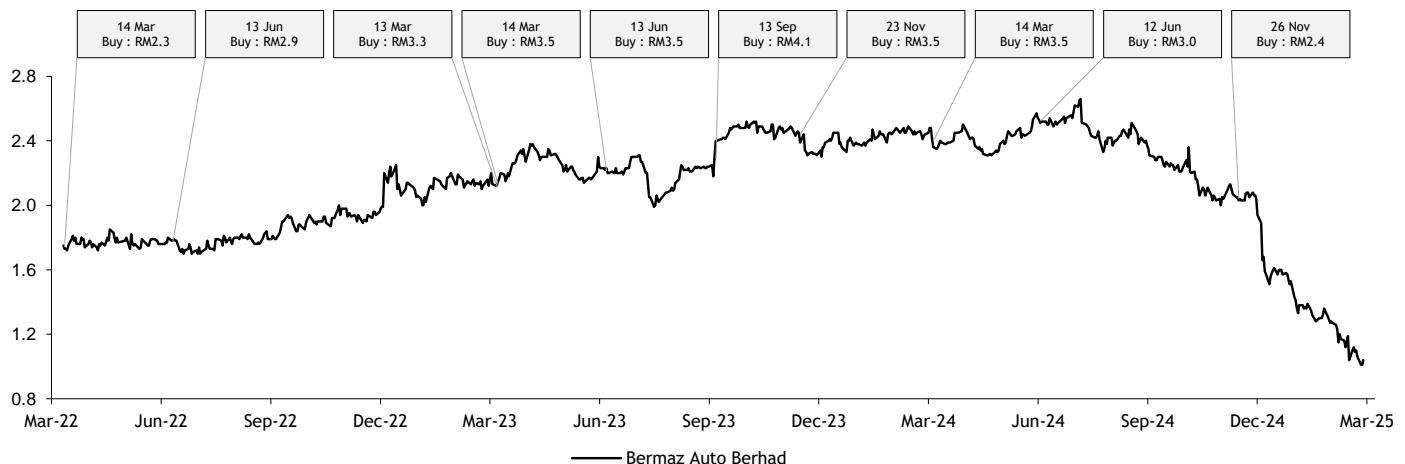
Analyst Certification of Independence

The views expressed in this research report accurately reflect the analyst's personal views about any and all of the subject securities or issuers; and no part of the research analyst's compensation was, is or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

Reminder

Structured securities are complex instruments, typically involve a high degree of risk and are intended for sale only to sophisticated investors who are capable of understanding and assuming the risks involved. The market value of any structured security may be affected by changes in economic, financial and political factors (including, but not limited to, spot and forward interest and exchange rates), time to maturity, market conditions and volatility and the credit quality of any issuer or reference issuer. Any investor interested in purchasing a structured product should conduct its own analysis of the product and consult with its own professional advisers as to the risks involved in making such a purchase.

No part of this material may be copied, photocopied or duplicated in any form by any means or redistributed without the prior consent of Maybank IBG.

Historical recommendations and target price: Bermaz Auto Berhad (BAUTO MK)

Definition of Ratings

Maybank IBG Research uses the following rating system

BUY	Return is expected to be above 10% in the next 12 months (including dividends)
HOLD	Return is expected to be between 0% to 10% in the next 12 months (including dividends)
SELL	Return is expected to be below 0% in the next 12 months (including dividends)

Applicability of Ratings

The respective analyst maintains a coverage universe of stocks, the list of which may be adjusted according to needs. Investment ratings are only applicable to the stocks which form part of the coverage universe. Reports on companies which are not part of the coverage do not carry investment ratings as we do not actively follow developments in these companies.

 **Malaysia**

Maybank Investment Bank Berhad
 (A Participating Organisation of
 Bursa Malaysia Securities Berhad)
 33rd Floor, Menara Maybank,
 100 Jalan Tun Perak,
 50050 Kuala Lumpur
 Tel: (603) 2059 1888;
 Fax: (603) 2078 4194

Stockbroking Business:
 Level 8, Tower C, Dataran Maybank,
 No.1, Jalan Maarof
 59000 Kuala Lumpur
 Tel: (603) 2297 8888
 Fax: (603) 2282 5136

 **Singapore**

Maybank Securities Pte Ltd
Maybank Research Pte Ltd
 50 North Canal Road
 Singapore 059304

Tel: (65) 6336 9090

 **London**

Maybank Securities (London) Ltd
 PNB House
 77 Queen Victoria Street
 London EC4V 4AY, UK

Tel: (44) 20 7332 0221
 Fax: (44) 20 7332 0302

 **Hong Kong**

MIB Securities (Hong Kong) Limited
 28/F, Lee Garden Three,
 1 Sunning Road, Causeway Bay,
 Hong Kong

Tel: (852) 2268 0800
 Fax: (852) 2877 0104

 **Indonesia**

PT Maybank Sekuritas Indonesia
 Sentral Senayan III, 22nd Floor
 Jl. Asia Afrika No. 8
 Gelora Bung Karno, Senayan
 Jakarta 10270, Indonesia

Tel: (62) 21 2557 1188
 Fax: (62) 21 2557 1189

 **India**

MIB Securities India Pte Ltd
 1101, 11th floor, A Wing, Kanakia
 Wall Street, Chakala, Andheri -
 Kurla Road, Andheri East,
 Mumbai City - 400 093, India

Tel: (91) 22 6623 2600
 Fax: (91) 22 6623 2604

 **Philippines**

Maybank Securities Inc
 17/F, Tower One & Exchange
 Plaza
 Ayala Triangle, Ayala Avenue
 Makati City, Philippines 1200

Tel: (63) 2 8849 8888
 Fax: (63) 2 8848 5738

 **Thailand**

Maybank Securities (Thailand) PCL
 999/9 The Offices at Central World,
 20th - 21st Floor,
 Rama 1 Road Pathumwan,
 Bangkok 10330, Thailand

Tel: (66) 2 658 6817 (sales)
 Tel: (66) 2 658 6801 (research)

 **Vietnam**

Maybank Securities Limited
 Floor 10, Pearl 5 Tower,
 5 Le Quy Don Street,
 Vo Thi Sau Ward, District 3
 Ho Chi Minh City, Vietnam

Tel : (84) 28 44 555 888
 Fax : (84) 28 38 271 030

 **Sales Trading**

Indonesia
 Helen Widjaja
 helen.widjaja@maybank.com
 Tel: (62) 21 2557 1188

Philippines
 Keith Roy
 keith_roy@maybank.com
 Tel: (63) 2 5322 3184

London
 Greg Smith
 gsmith@maybank.com
 Tel: (44) 207 332 0221

India
 Sanjay Makhija
 sanjaymakhija@maybank.com
 Tel: (91) 22 6623 2629

www.maybank.com/investment-banking
www.maybank-keresearch.com