

Tuesday, June 26<sup>th</sup>, 2024

## Buy

Price (June 25 <sup>th</sup> , 24)	2350
Target Price	2950
Potential Upside	25.53%
Market Cap	52.54 T
Number of Share	22.36 B
52w Lo/Hi	2200 / 2900

Source : IDX | Phintraco Sekuritas Research  
| as of June 25<sup>th</sup>, 2024

### IHSG vs MYOR



Source : IDX

Shareholder	%
PT Unita Branindo	32.93
PT Mayora Dhana Utama	26.14
Jogi Hendra Atmadja	25.24
Public	15.69

Source : Company | as of fin. statement FY-23

### EPS Consensus vs Forecast

	AT	Consensus*	%Diff
2024F	146.90	146.57	+0.23%
2025F	159.85	159.58	+0.17%

Source : \*marketscreener | as of June 25<sup>th</sup>, 2024

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## PT Mayora Indah Tbk

(MYOR.JK / MYOR.IJ)

### Strong Positioning in Global Market

**MYOR's export share amounted to 36.12% of total sales in 3M24.** MYOR not only sells products in the domestic market but also exports its products to several countries. Currently, MYOR products are exported to more than 100 countries, including Southeast Asia, China, India, the Middle East, the United States, Africa, and Europe. MYOR's export sales amounted to Rp3.16 trillion or contributed 36.12% of MYOR's total sales in 3M24. When compared to its peers, MYOR's export portion is the largest, which shows that it has a strong positioning in the global market and has advantages over national fast-moving consumer goods (FMCG) companies.

**Net sales grew a limited 3.65% YoY in 3M24.** MYOR's sales were recorded at IDR8.76 trillion in 3M24 or grew a limited 3.65% YoY from IDR8.45 trillion in 3M23. The sales growth was supported by a significant increase in the packaged processed food segment of 10.18% YoY. Meanwhile, the packaged processed beverages segment grew limitedly by 1.10% YoY. Both segments contributed to MYOR's sales during 3M24 by 62.31% and 47.49%, respectively. Sales in the local market grew 9.10% YoY to IDR5.59 trillion. Meanwhile, export sales fell -4.76% YoY to Rp3.16 trillion. We assess that MYOR's sales growth in the local market was in line with the Ramadhan and Eid al-Fitr periods in 3M24.

**MYOR recorded a net profit of Rp1.13 trillion, growing significantly by 53.31% YoY during 3M24.** The profit growth was driven by interest income, fixed asset sales, and foreign exchange gains that grew significantly. During 3M24, MYOR's recorded interest income grew 124% YoY to Rp44.11 billion, fixed asset sales grew 173% YoY to Rp14.67 billion, and foreign exchange gains to Rp74.63 billion from the previous loss of Rp184.15 billion. As a result, profit before tax earned by MYOR grew significantly by 53.76% YoY to Rp1.40 trillion in 3M24 from Rp915 billion in 3M23.

**MYOR is facing some high raw material prices.** Some of MYOR's main raw materials for producing its products are Cocoa and Coffee, most of which are obtained domestically. During 2024, the prices of both raw materials have increased. The price of Cocoa to produce the company's chocolate products experienced a significant increase of 110.41% YTD to 8,995 USD/T. The increase aligns with supply disruptions due to dry weather conditions caused by El Nino, forest fires, and cocoa pod virus outbreaks. The ongoing hot weather in Pantai Gading, one of the world's largest cocoa producers, has limited cocoa supply, causing cocoa prices to jump significantly. Meanwhile, the Coffee price increased by 19.14% YTD to 265 USD/Lbs. We assess if the increase in raw material prices increases continuously and cannot be adequately addressed by MYOR, it will potentially erode the company's profit margin in the future.

**Using the Discounted Cash Flow method with Required Return of 7.21% and Terminal Growth of 4.55%, we estimate MYOR's fair value at IDR2,950 per share (Expected PE at 17.29x and EV/EBITDA at 10.59x in FY24).** We give MYOR a Buy rating with potential upside of 25.53%.

(in Billion Rupiah)

INCOME STATEMENT	1Q23	4Q23	1Q24	QoQ (%)	YoY (%)
Revenue	8,452	8,591	8,761	1.98%	3.65%
Cost of Goods Sold	(5,941)	(6,092)	(6,127)	0.57%	3.13%
Gross Profit	2,511	2,499	2,634	5.40%	4.91%
EBITDA	1,358	1,718	1,527	-11.15%	12.44%
EBIT	1,152	1,505	1,314	-12.71%	13.98%
Profit Before Tax	915	1,520	1,407	-7.41%	53.76%
Net Profit	737	1,185	1,130	-4.60%	53.31%

**Margin (%)**

Gross Profit Margin (%)	29.71%	29.09%	30.06%
Operating Profit Margin (%)	13.63%	17.51%	14.99%
Net Profit Margin (%)	8.72%	13.79%	12.90%

Source : Company | Phintraco Sekuritas Research

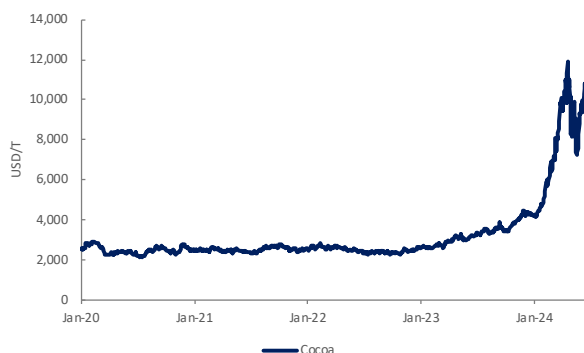
(in Billion Rupiah)

MYOR Revenue by Segment	1Q23	4Q23	1Q24	QoQ (%)	YoY (%)
Packaged Food Processing	4,945	5,379	5,459	1.48%	10.38%
Packaged Beverages Processing	4,115	3,946	4,161	5.44%	1.10%
Elimination	(618)	(734)	(859)	16.97%	39.01%

Source : Company | Phintraco Sekuritas Research

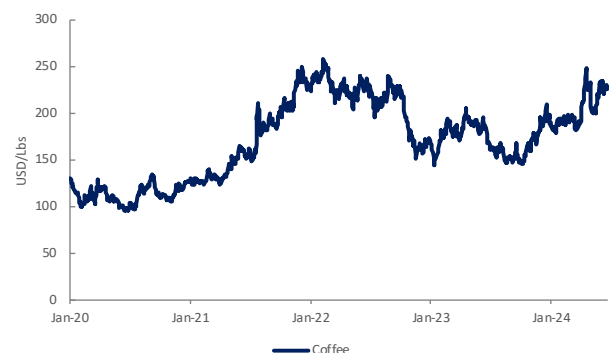
**Commodity Highlight**

Figure 1. Cocoa Price (USD/T)



Source : Investing.com | Phintraco Sekuritas Research

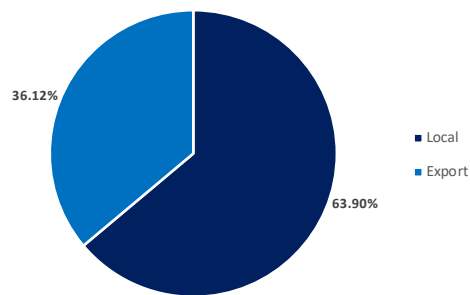
Figure 2. Coffee Price (USD/Lbs)



Source : Investing.com | Phintraco Sekuritas Research

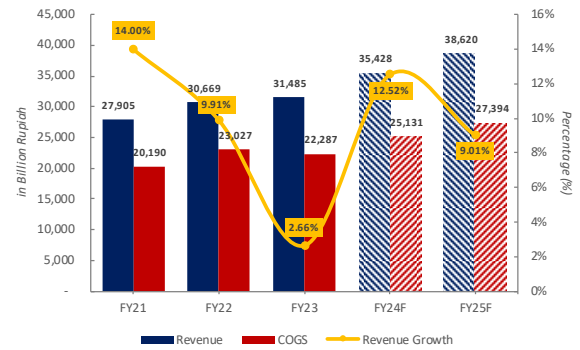
## Performance Highlight

Figure 3. Revenue by Location (3M24)



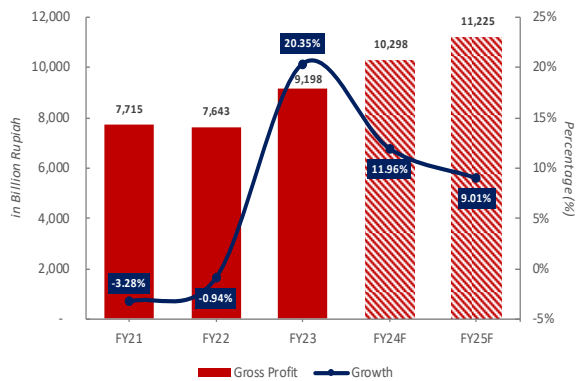
Source : Company | Phintraco Sekuritas Research

Figure 4. Revenue & COGS



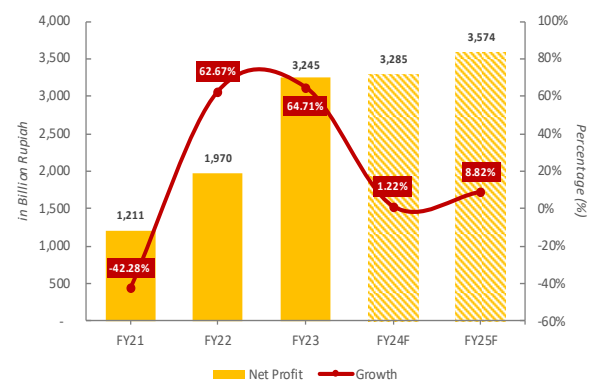
Source : Company | Phintraco Sekuritas Research

Figure 5. Gross Profit & Growth



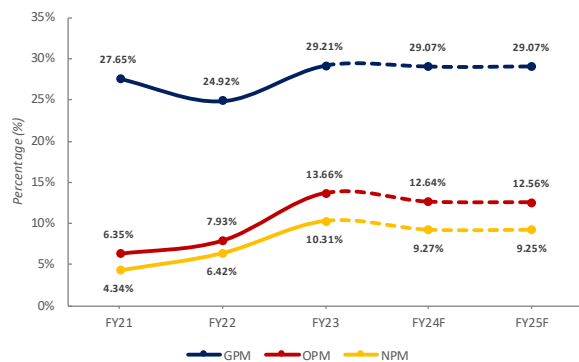
Source : Company | Phintraco Sekuritas Research

Figure 6. Net Profit & Growth



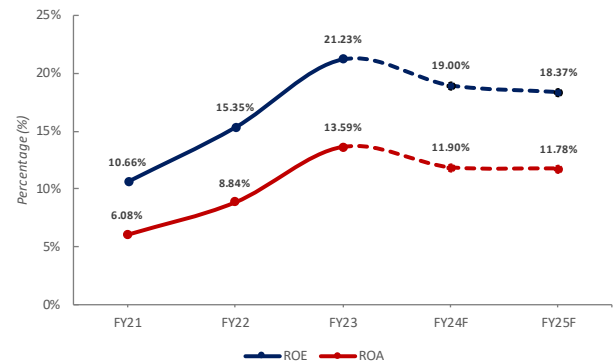
Source : Company | Phintraco Sekuritas Research

Figure 7. Profitability Margin



Source : Company | Phintraco Sekuritas Research

Figure 8. ROE & ROA



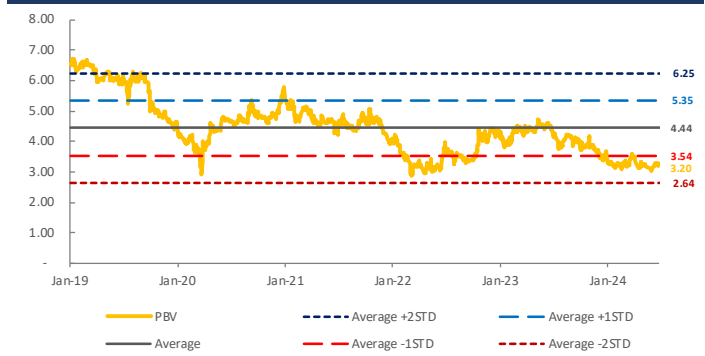
Source : Company | Phintraco Sekuritas Research

## MYOR PER Band (5 Years)



Source : IDX | Company | Phintraco Sekuritas Research

## MYOR PBV Band (5 Years)



Source : IDX | Company | Phintraco Sekuritas Research

## Key Financial Figures

(in Billion Rupiah)						
INCOME STATEMENT	FY21	FY22	FY23	3M24	FY24F	FY25F
Revenue	27,905	30,669	31,485	8,761	35,428	38,620
Growth	14.00%	9.91%	2.66%	0.00%	12.52%	9.01%
Cos of Goods Sold	(20,190)	(23,027)	(22,287)	(6,127)	(25,131)	(27,394)
Gross Profit	7,715	7,643	9,198	2,634	10,298	11,225
GPM	27.65%	24.92%	29.21%	30.06%	29.07%	29.07%
EBITDA	2,616	3,281	5,130	1,527	5,446	5,936
EBITDA Margin	9.38%	10.70%	16.30%	17.42%	15.37%	15.37%
EBIT	1,772	2,433	4,299	1,314	4,480	4,850
EBIT Margin	6.35%	7.93%	13.66%	14.99%	12.64%	12.56%
Other Income/Charge:						
Interest Income	23	31	85	44	58	63
Interest Expense	(321)	(389)	(303)	(55)	(395)	(406)
Net Interest Income (Expenses)	(297)	(358)	(218)	(11)	(337)	(342)
Non Operating Income (Expenses)	75	431	12	105	138	150
Profit Before Tax	1,550	2,506	4,094	1,407	4,281	4,658
EBT Margin	5.55%	8.17%	13.00%	16.06%	12.08%	12.06%
Net Profit After Tax	1,211	1,970	3,245	1,130	3,285	3,574
NPM	4.34%	6.42%	10.31%	12.90%	9.27%	9.25%

Source : Company | Phintraco Sekuritas Research

(in Billion Rupiah)						
BALANCE SHEET	FY21	FY22	FY23	3M24	FY24F	FY25F
Asset						
Cash	3,009	3,262	4,157	4,805	4,434	4,833
Accounts Receivable	5,912	6,489	6,098	6,941	7,179	7,653
Inventories	3,034	3,870	3,557	3,423	4,004	4,447
Total Current Assets	12,970	14,773	14,739	16,190	16,717	18,140
Fixed Assets	6,377	6,645	8,160	8,648	9,862	11,176
Long-term Investments	-	-	-	-	-	-
Other Assets	571	859	972	1,080	1,027	1,028
Total Non Current Assets	6,948	7,504	9,131	9,728	10,889	12,203
Total Asset	19,918	22,276	23,870	25,918	27,607	30,344
Liabilities						
Short-term Debt	795	1,029	85	-	760	664
Accounts Payable	1,778	1,659	1,895	2,189	2,115	2,332
Accrued Payroll	326	685	750	796	736	733
Total Current Liabilities	5,571	5,637	4,013	4,536	5,758	5,912
Long-term Debt	1,925	2,811	3,533	3,988	3,178	3,468
Provision for Risks & Charges	1,034	960	1,011	953	1,346	1,473
Total Non Current Liabilities	2,987	3,805	4,575	4,965	4,557	4,974
Total Liabilities	8,558	9,441	8,588	9,500	10,316	10,887
Equity	11,360	12,835	15,282	16,418	17,291	19,457

Source : Company | Phintraco Sekuritas Research

(in Billion Rupiah)						
CASH FLOW	FY21	FY22	FY23	3M24	FY24F	FY25F
Cash Flow from Operating						
Net Income	1,187	1,942	3,194	1,112	3,218	3,502
Depreciation & Amortization	833	832	811	154	966	1,086
Working Capital	(577)	(1,174)	1,006	(368)	(1,322)	(702)
Others	319	414	(660)	185	634	(121)
Net-CFFO	1,762	2,015	4,350	1,083	3,496	3,764
Cash Flow from Investing						
CAPEX	(1,166)	(1,100)	(2,327)	(642)	(2,668)	(2,399)
Others	324	(288)	(113)	(109)	(55)	(1)
Net-CFFI	(842)	(1,388)	(2,439)	(750)	(2,724)	(2,400)
Cash Flow from Financing						
Chg. in Long-term liabilities	(472)	161	(318)	357	376	243
Chg. in other non-current liabilities	(118)	(68)	48	(66)	337	127
Equity	(1,098)	(468)	(746)	24	(1,209)	(1,335)
Net-CFFF	(1,688)	(374)	(1,017)	315	(496)	(965)
Net Cash Flow	(768)	253	895	648	277	399

Source : Company | Phintraco Sekuritas Research

RATIOS	FY21	FY22	FY23	3M24	FY24F	FY25F
Profitability Ratio (%)						
GPM	27.65%	24.92%	29.21%	30.06%	29.07%	29.07%
OPM	6.35%	7.93%	13.66%	14.99%	12.64%	12.56%
NPM	4.34%	6.42%	10.31%	12.90%	9.27%	9.25%
ROA	6.08%	8.84%	13.59%	4.36%	11.90%	11.78%
ROE	10.66%	15.35%	21.23%	6.88%	19.00%	18.37%
Activity Ratio (X)						
Inventory Turnover	6.65	5.95	6.27	1.79	6.28	6.16
Receivables Turnover	4.72	4.73	5.16	1.26	4.93	5.05
Payables Turnover	11.36	13.88	11.76	2.80	11.88	11.74
Days of Inventory	54.85	61.35	58.25	203.91	58.15	59.25
Days of Receivables	77.33	77.23	70.70	289.16	73.96	72.33
Days of Payables	32.14	26.29	31.03	130.40	30.72	31.08
Cash Operating Cycle	100.04	112.29	97.92	362.67	101.40	100.51
Leverage Ratio (%)						
Debt to Asset Ratio	25.78%	24.82%	17.88%	17.52%	19.27%	18.01%
Debt to Equity Ratio	45.19%	43.08%	27.92%	27.65%	30.76%	28.09%
Liabilities to Asset Ratio	42.97%	42.38%	35.98%	36.66%	37.37%	35.88%
Liabilities to Equity Ratio	75.33%	73.56%	56.20%	57.87%	59.66%	55.95%
Interest Rate	6.24%	7.04%	7.09%	1.21%	7.43%	7.43%
Liquidity Ratio (X)						
Current Ratio	4.11	3.74	4.38	4.06	3.82	3.96
Quick Ratio	3.15	2.76	3.32	3.20	2.90	2.99
Cash Ratio	0.95	0.83	1.24	1.21	1.01	1.06
Price Ratio						
Share Price (IDR)	2,040	2,500	2,490	2,540	2,540	2,540
Outstanding Shares (in Billion)	22.36	22.36	22.36	22.36	22.36	22.36
EPS (IDR) (annualized)	54	88	145	51	147	160
BVPS (IDR)	508	574	683	734	773	870
PER (X)	37.66	28.37	17.16	50.24	17.29	15.89
PBV (X)	4.02	4.36	3.64	3.46	3.28	2.92
PSR (X)	1.63	1.82	1.77	6.48	1.60	1.47
EV/EBITDA (annualized)	18.25	17.73	10.87	37.03	10.59	9.67

## Dividends

DPS	21	35	55	-	58	64
DPR	38.77%	39.72%	37.90%	-	39.76%	40.16%
Div. Yield	1.03%	1.40%	2.21%	-	2.30%	2.53%

Source : Company | Phintraco Sekuritas Research

## Glossarium

BVPS	: <i>Book Value per Share</i>
CFFF	: <i>Cash Flow from Financing</i>
CFFI	: <i>Cash Flow from Investing</i>
CFFO	: <i>Cash Flow from Operating</i>
DPR	: <i>Dividend Payout Ratio</i>
DPS	: <i>Dividend per Share</i>
EBIT	: <i>Earning Before Interest &amp; Tax</i>
EBITDA	: <i>Earning Before Interest, Tax, Depreciation &amp; Amortization</i>
EBT	: <i>Earning Before Tax</i>
EPS	: <i>Earning per Share</i>
EV	: <i>Enterprise Value</i>
NPM	: <i>Net Profit Margin</i>
FMCG	: <i>Fast-Moving Consumer Goods</i>
NPM	: <i>Net Profit Margin</i>
OPM	: <i>Operating Profit Margin</i>
PBV	: <i>Price to Book Value</i>
PER	: <i>Price to Earning Ratio</i>
PSR	: <i>Price to Sales Ratio</i>
ROA	: <i>Return on Asset</i>
ROE	: <i>Return on Equity</i>
USD/Lbs	: <i>US Dollar per Pounds</i>
USD/T	: <i>US Dollar per Tonne</i>
YTD	: <i>Year to Date</i>



# PHINTRACO SEKURITAS

## Rating for Stocks :

- Buy : The stock is expected to give total return (price appreciation + dividend yield) of  $> +10\%$  over the next 12 months.
- Hold : The stock is expected to give total return of  $> 0\%$  to  $\leq +10\%$  over the next 12 months.
- Sell : The stock is expected to give total return of  $< 0\%$  over the next 12 months.
- Outperform : The stock is expected to do slightly better than the market return. Equal to "moderate buy"
- Underperform : The stock is expected to do slightly worse than the market return. Equal to "moderate sell"

**PHINTRACO SEKURITAS**

**Kantor Cabang & Mitra GI BEI**



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