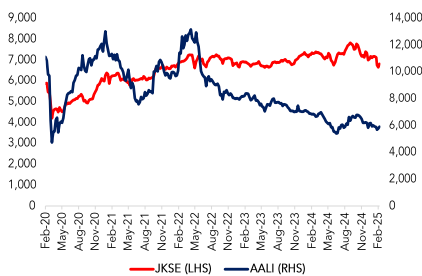


**BUY**

Price (Feb 24 <sup>th</sup> , 25)	5,900
Target Price	7,000
Potential Upside	18.64%
Market Cap	11.36 T
Number of Share	1.92 B
52w Lo/Hi	5,250 / 7,000

Source : IDX | Phintraco Sekuritas Research  
| as of Feb 24<sup>th</sup>, 2025

**IHSG vs AALI**



Source : IDX

Shareholder	%
PT Astra International Tbk	79.68
Public (below 5%)	20.32

Source : Company | as of fin. statement FY2024

**EPS Consensus vs Forecast**

	AT	Consensus*	%Diff
2025F	476.71	550.74	-13.44
2026F	544.97	579.69	-5.99

Source : \*marketscreener | as of Feb 24<sup>th</sup>, 2025

**Research Analyst**

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**PT Astra Agro Lestari Tbk**

(AALI.JK / AALI.IJ)

**Rising CPO Demand Supports Growth, but Cost Pressures Persist**

**AALI posted revenue of IDR5.52 trillion (-7.46% QoQ; +9.18% YoY) in 4Q24.** AALI's revenue was still supported by the CPO and derivatives segment, which reached IDR5.09 trillion (-6.66% QoQ; +7.79% YoY). In terms of costs, although the cost of revenue decreased by 20.15% QoQ (-1.15% YoY) to IDR4.19 trillion, pressure still came from the raw material segment, which booked a significant increase, reaching IDR4.55 trillion (+24.76% QoQ; +44.82% YoY). However, the efficiency of harvesting costs that fell quite significantly by IDR490 billion (-39.46% QoQ; -24.42% YoY) helped support the increase in gross profit, which grew to IDR1.33 trillion in 4Q24 (+84.86% QoQ; +62.58% YoY). Along with that, improvements in the cost structure also drove an increase in net profit, which increased by 15.43% QoQ (+35.68% YoY) to IDR346 billion in 4Q24. Cumulatively, FY24 net profit also grew significantly by 43.24% YoY to IDR1.14 trillion, with Net Profit Margin (NPM) improving by 5.26% (vs 5.09% in FY23).

**The increase in biodiesel consumption has been the main driver of domestic palm oil consumption growth, with a 5-year CAGR of 22.73%.** Implementing the B20 to B35 programs in recent years has played a significant role in this surge, with CPO consumption for biodiesel reaching 10k tons in 2023, or 46% of total domestic consumption. In line with this, domestic palm oil production continues to increase with a 10-year CAGR of 13.40% and higher consumption growth at 21.71%. Going forward, the government is targeting the implementation of the B40 policy in 2025, which has the potential to drive further increases in CPO consumption. Domestic consumption will increase, with biodiesel consumption potentially increasing even higher, reaching a 5-year CAGR of 15%

**We highlight that the average age of trees owned by AALI is relatively old, so it has had an impact on the decline in natural productivity, as reflected in the downward trend in Fresh Fruit Bunch (FFB) production in recent years (CAGR 2019-2023: -3.50%) and the decline in FFB Yield.** This reduced production affects operational efficiency because AALI must purchase FFB from external parties to maintain factory utilization. Although the percentage of external FFB processed is relatively stable (CAGR 2019-2023: -6.83%), the total FFB processed has decreased (CAGR 2019-2023: -4.75%), which ultimately has an impact on reducing factory utilization. Dependence on external supply also pressures the operational cost structure, with production costs increasing (CAGR 2019-2023: 4.04%) and raw material costs rising faster (CAGR 2019-2023: 5.81%). In addition, the higher purchase price of external FFB risks eroding profit margins and increasing the company's cost burden in the future.

**We initiated AALI with a BUY rating and a Target Price of IDR 7,000; the rating we gave is based on the Discounted Cash Flow (DCF) calculation.** This recommendation is supported by the prospect of increasing demand for CPO, especially in the domestic market, along with the government's implementation of B40. However, we still limit our expectations considering the relatively old profile of AALI's plants and the ongoing trend of declining Fresh Fruit Bunch (FFB) production. In addition, maintaining factory utilization by purchasing FFB from external parties has the potential to reduce profit margins due to increasing raw material costs. Downside Risk: delayed implementation of B40, decreased FFB production and government regulations

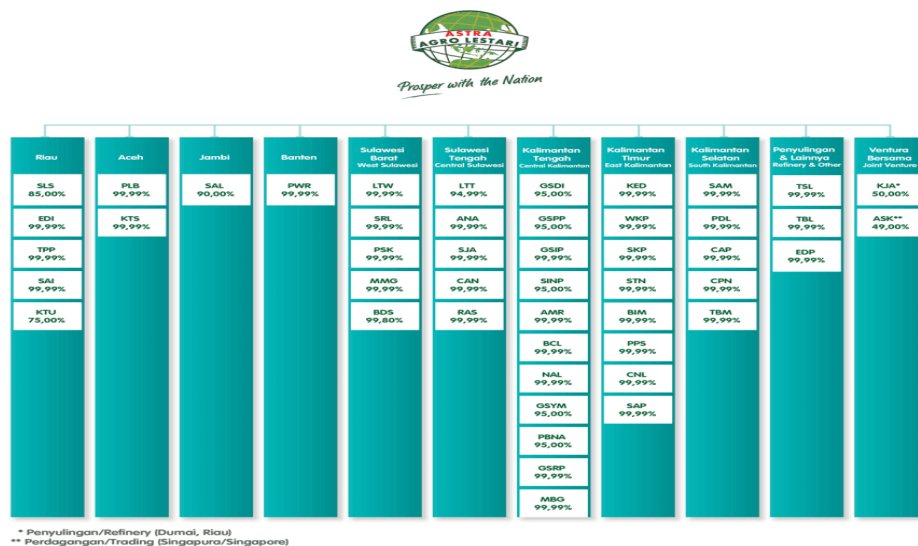
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## Company Profile

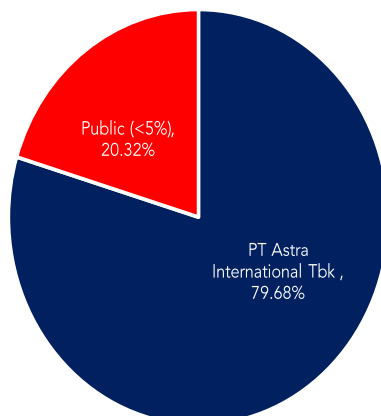
**PT Astra Agro Lestari Tbk**, commonly known by the stock code "AALI," has long been operating in the oil palm plantation sector. This company manages 285 thousand hectares of oil palm land spread across regions such as Sumatra, Kalimantan, and Sulawesi. Of the total land, 213 thousand hectares are core land, while 72 thousand hectares are plasma land. The ownership of many factories supports the large land. AALI also has 32 palm oil processing factories, consisting of 11 factories in Sumatra, 14 in Kalimantan, and 7 in Sulawesi. In addition, the company operates 14 palm kernel processing facilities, 2 CPO Refineries, 1 PKO Refinery, and 2 NPK fertilizer mixing factories. In addition to the ongoing expansion, AALI is committed to sustainable practices by implementing the Astra Agro **Sustainability Aspiration 2030** initiative, which focuses on environmental management, social responsibility, and good corporate governance.

Figure 1. AALI's Organizational Structure



Source : Company

Figure 2. AALI's Shareholder Composition



Source : Company | Phintraco Sekuritas Research

## Company Profile

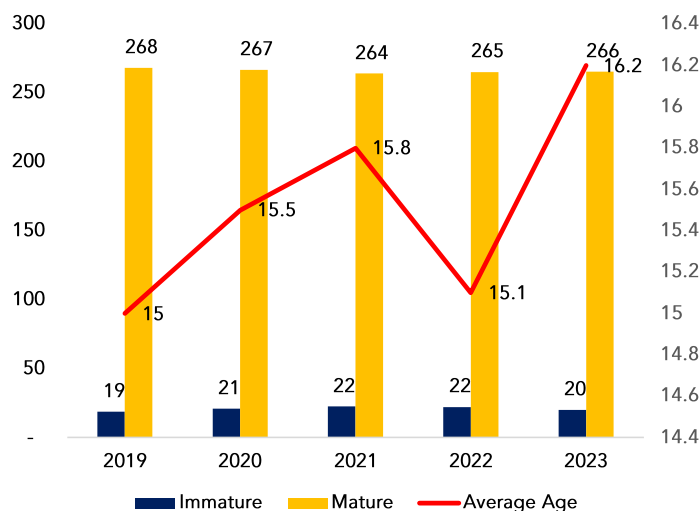
In the end of 2023, AALI managed oil palm plantations covering 285 thousand Ha consisting of core plantations reaching 213 Ha and 72 thousand Ha of plasma plantations. Of the total, 265 thousand Ha is already produced land, while 19 thousand Ha is still in the unproductive stage. The plantations owned by the company are spread across several central regions, such as Sumatra with 105 thousand Ha, Kalimantan with 129 thousand Ha, and Sulawesi with 50 thousand Ha. Most tree ages reached 16.20 years (as of December 2023), dominated by oil palm plants aged over 15, covering 163 thousand Ha, while 102 thousand Ha are in the productive age between 4-15 years. The rest, covering 19 thousand Ha, is still unproductive.

Figure 3. AALI's Plantation and Processing Plant Locations



Source : Company Presentation | As of December 2023

Figure 4. Classification of Immature and Mature Trees and the Average Age of AALI's Trees



Source : Company | Phintraco Sekuritas Research

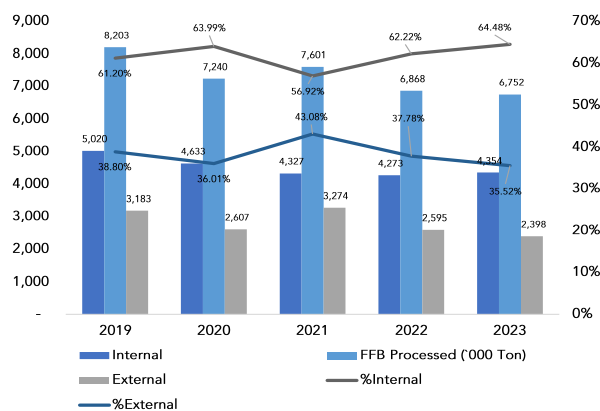
## Company Profile

**Fresh Fruit Bunches (FFB) processed in AALI's Palm Oil Mills (PKS) come from two primary sources**, namely internal sources, including plasma and nucleus plantations, and external sources obtained from purchasing FFB from external parties. The trend in the last five years shows that most FFB processed in the PKS still comes from internal sources.

**We underline the total volume of FFB processed by the company with a trend that shows a decline in the last five years.** This decline is due to the decrease in FFB Production and FFB Yield. We assume that the main factor behind the decrease in these two factors is the increasing age of the plants, which impacts plantation productivity.

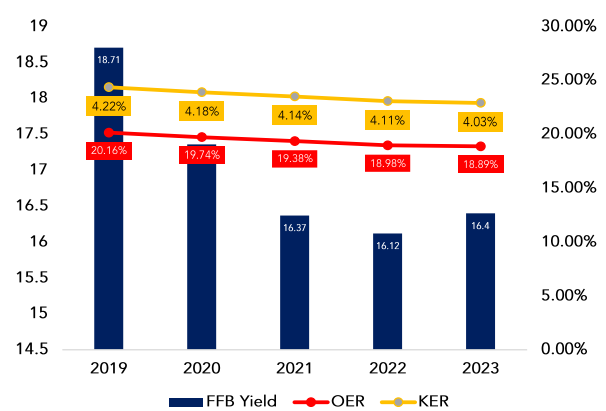
**This decline in productivity also impacts oil extraction.** AALI's Oil Extraction Rate (OER) has shown a slight downward trend in the last five years, declining from 20.16% in 2019 to 18.89% in 2023. In contrast to OER, the Kernel Extraction Rate (KER) has remained relatively stable at ~4% over the last five years.

Figure 5. FFB Processed from Internal and External Sources



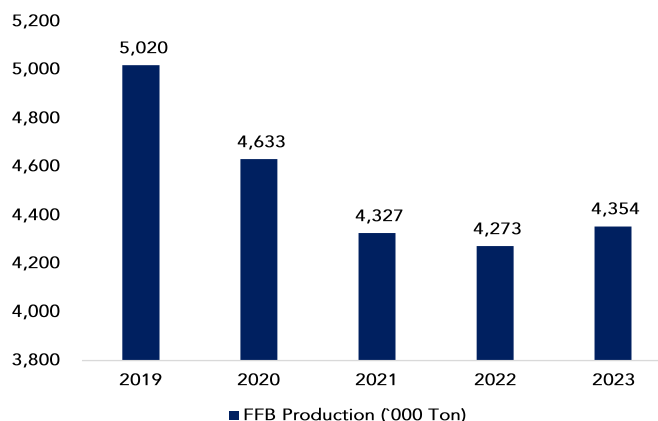
Source : Company | Phintraco Sekuritas Research

Figure 6. FFB Yield, OER, and KER (2019-2023)



Source : Company | Phintraco Sekuritas Research

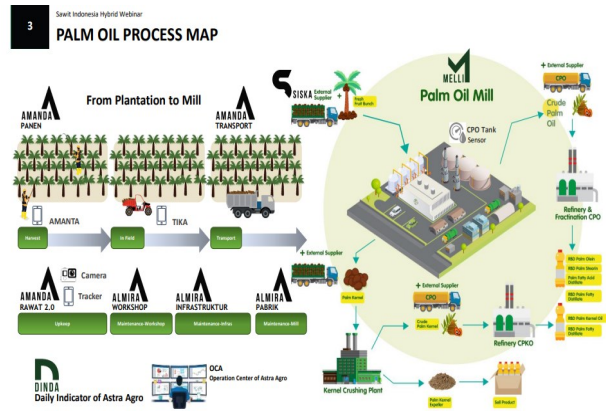
Figure 7. FFB Production (2019-2023)



Source : Company | Phintraco Sekuritas Research

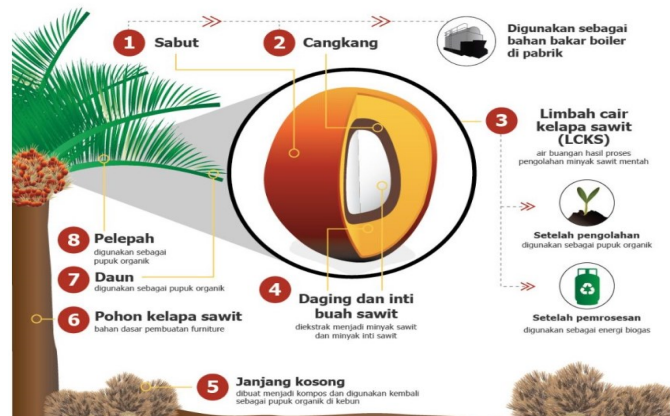
## Industry at a Glance

Figure 8. CPO Production Process from Plantation to Mill



Source : Company Presentation

Figure 9. Breakdown of CPO Utilization



Source : PT Smart Tbk

The production process of palm oil will begin with harvesting **Fresh Fruit Bunches (FFB)** from oil palm plantations. The harvested FFB must be at an optimal level of ripeness with the characteristics of the "loose" palm fruit having been separated from the bunch. In addition, good FFB usually comes from trees classified as prime condition or in the age range of 8-20 years with an estimated maximum weight of 1 FFB of 25-30Kg. After being harvested, the oil palm fruit must be immediately transported to the Palm Oil Mill.

**Upon arrival at the factory, the FFB enters the sterilization or boiling stage.** This process aims to stop the activity of enzymes that can damage the oil, soften the fruit so that it is easier to process, and facilitate the release of seeds from the fruit's flesh. After boiling, the fruit is separated from the bunch using a thresher machine, and the results consist of two parts: 1) Palm Fruit, 2) Palm Kernel, and 3) Empty Bunch.

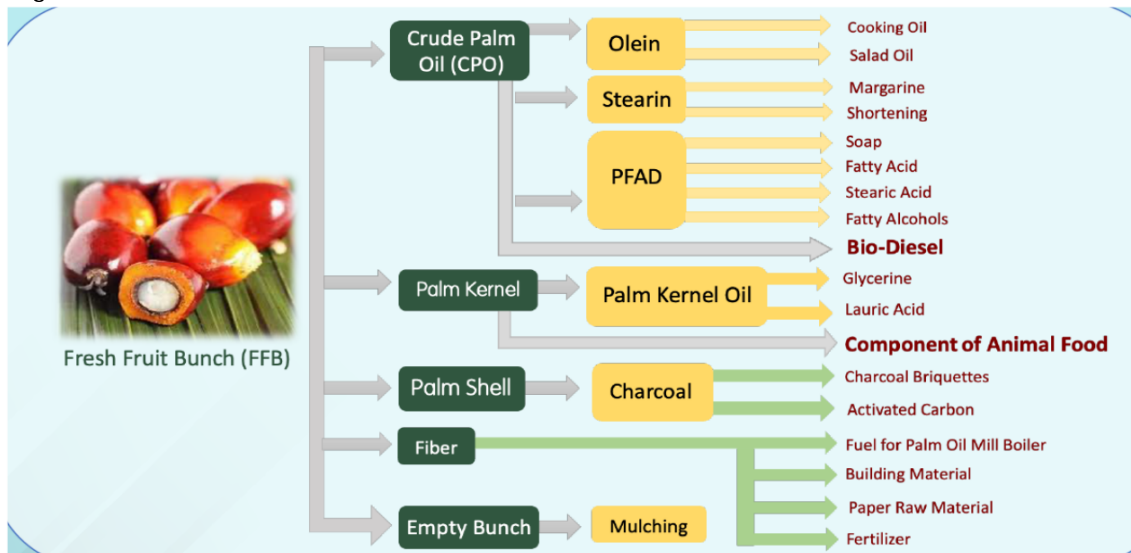
**The separated palm fruit then enters the pressing stage, where the screw press machine works to extract crude palm oil from the fruit flesh.** The oil produced at this stage is still mixed with fiber and dirt, so it must go through further refining to obtain better quality. After being refined, CPO can be further processed in a refinery plant. The derivative products produced from the refinery plant are high-value derivative products such as 1) olein, 2) stearin, and 3) Palm Fatty Acid Distillate (PFAD).

**In addition to crude palm oil, the CPO plant also produces by-products from palm kernels (kernels) derived from palm seeds.** After being separated, the kernels are dried and sent to the palm kernel processing plant to be further extracted into palm kernel oil or other derivative products such as palm kernel expeller and palm kernel meal.

**The last product produced is Empty Bunches,** which can be used as fertilizer or boiler fuel.

## Industry at a Glance

Figure 10. Derivative Products from FFB



Source : Company

**In addition to Crude Palm Oil (CPO) and Palm Kernel as upstream products,** the palm oil processing process also produces various derivative products with higher selling value. These products expand the use of palm oil and become critical raw materials in multiple industries, from food to oleochemicals. Some of them are:

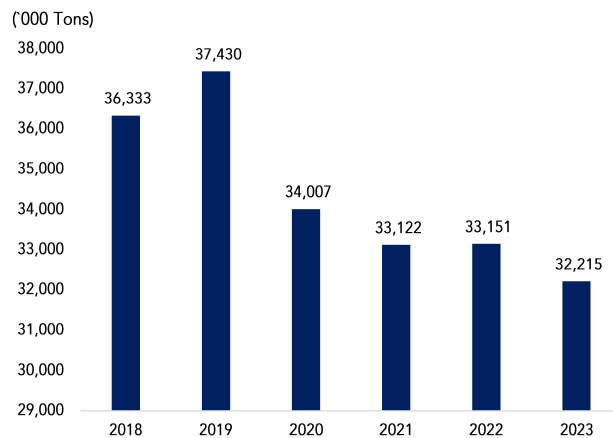
- ⇒ **Olein** is the liquid fraction from CPO refining that is widely used in the food industry, especially as cooking oil, margarine, and shortening.
- ⇒ **Stearin** is a solid fraction from CPO refining with a higher saturated fat content. Stearin is used in the margarine industry, and vegetable fat and raw materials are used in the oleochemical industry, including soap and candle production.
- ⇒ **Palm Fatty Acid Distillate (PFAD)** - By-product from the CPO refining process containing free fatty acids. PFAD is widely used in the soap industry, biodiesel raw materials, and other oleochemical products such as lubricants and cosmetic ingredients.
- ⇒ **Crude Palm Kernel Oil (CPKO)** - Crude palm kernel oil obtained from palm seeds. After refining, CPKO is used in the specialty fat industry in the food, cosmetics, and pharmaceutical sectors.
- ⇒ **Palm Kernel (PK)** - Palm kernels are extracted to produce palm kernel oil and other by-products. PK is widely used in the food and chemical industries.
- ⇒ **Palm Kernel Expeller (PKE)** - A by-product of palm kernel oil extraction that has a high fiber content and is used as animal feed.

## Industry Overview

**Although Indonesia's palm oil exports have experienced a downward trend** in recent years due to the impact of the pandemic and government policies, we believe that the CPO sector has promising long-term prospects. For information, China and India remain the leading markets for Indonesia's CPO exports, with export volumes of 5,441 thousand tons and 5,407 thousand tons, respectively.

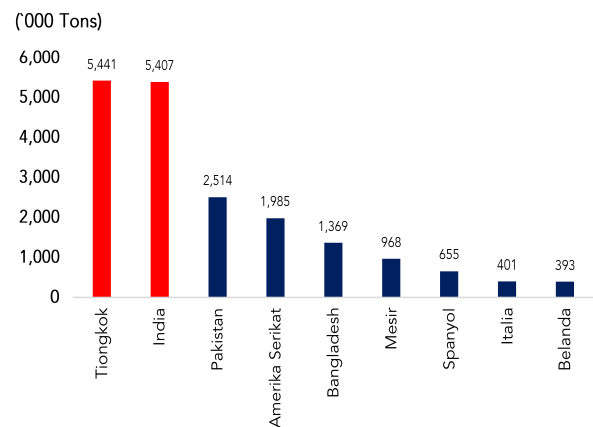
**Going forward, we are optimistic that Indonesia's CPO export trend still has the potential to improve**, supported by the economic growth of China and India, which are estimated to reach ~5.00% (vs 5.40% YoY 4Q24) and 6.6% YoY (vs 5.4% YoY 3Q24) respectively. With positive economic growth prospects in both countries, we expect the increase in demand for CPO to continue, along with the increasing consumption of vegetable oil and the needs of its derivative industries.

Figure 11. Indonesia's CPO Export Trend (2018-2023)



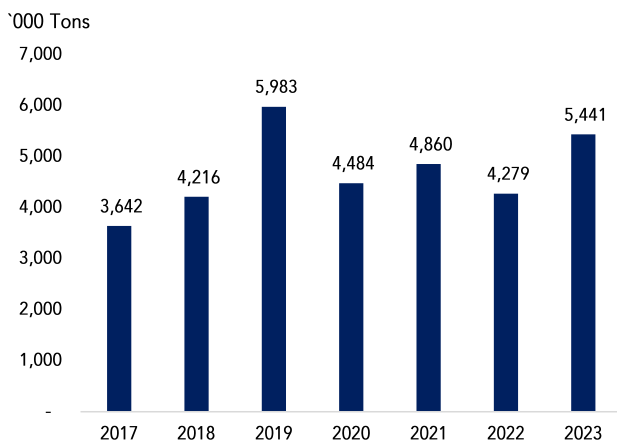
Source : BPS | Phintraco Sekuritas Research

Figure 12. Indonesia's CPO Export Trend (2018-2023)



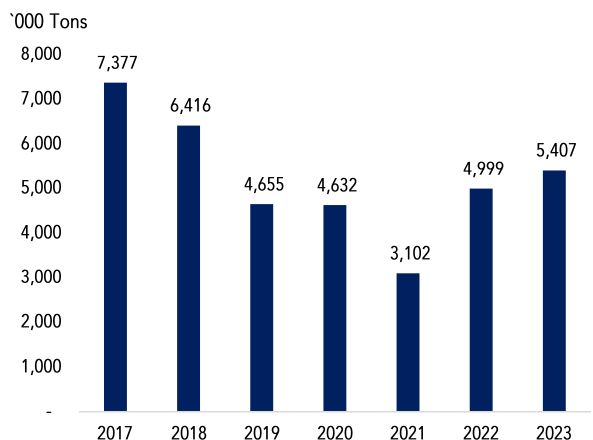
Source : BPS | Phintraco Sekuritas Research | as of 2023

Figure 13. Tiongkok's CPO Export Trend (2017-2023)



Source : BPS | Phintraco Sekuritas Research

Figure 14. India's CPO Export Trend (2017-2023)

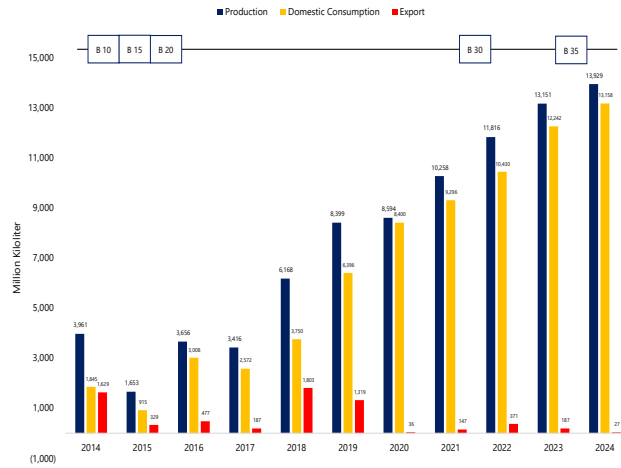


Source : BPS | Phintraco Sekuritas Research



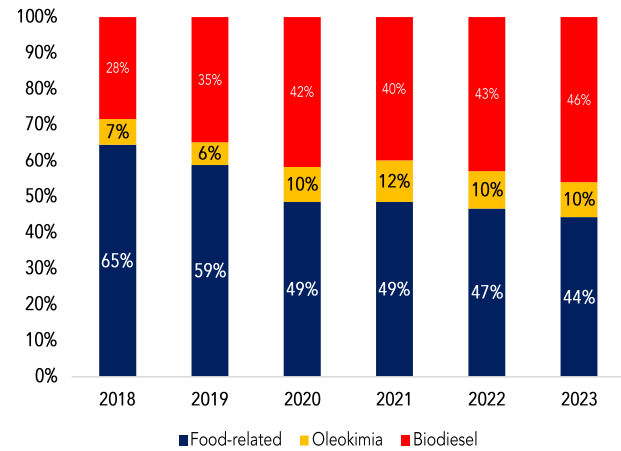
## Industry Overview

Figure 15. Trends in CPO Production, Domestic Consumption, and Exports



Source : APROBI | Phintraco Sekuritas Research

Figure 16. Contribution of CPO Derivatives to Domestic Consumption



Source : GAPKI | Phintraco Sekuritas Research

**In recent years, domestic palm oil production has consistently grown, with a 10-year CAGR of 13.40%.** This increase aligns with higher domestic consumption growth, reaching a 10-year CAGR of 21.71%. This increase in consumption was mainly driven by the biodiesel sector, which booked significant growth with a 5-year CAGR of 22.73%. The oleochemical and food-related sectors grew by 3.42% and 18.69%, respectively, in the last five years.

**The increase in biodiesel consumption is inseparable from the government's mandatory policy to increase the use of palm oil for renewable energy.** Implementing the B20 to B35 programs in recent years has significantly impacted this growth. For information, in 2023, CPO consumption for biodiesel will reach 10k tons (vs. 3k tons in 2018), equivalent to 46% of total domestic consumption.

**In the future, the government is targeting implementing the B40 policy in 2025, which has the potential to drive further increases in domestic consumption.** In addition, we estimate that a surge in production will be balanced with the level of consumption because the increasing need for biodiesel will absorb most of the domestic CPO production. We estimate that domestic consumption will grow at a 5-year CAGR of 10%, while consumption for biodiesel can increase to a 5-year CAGR of 15%.

## Financial Performance

**AALI booked revenue of IDR5.52 trillion (-7.46% QoQ; +9.18% YoY) in 4Q24.** Cumulatively, FY24 revenue reached IDR21.81 trillion (+5.16% YoY). The increase in revenue was still supported by growth in the CPO and derivatives segment, which reached IDR5.09 trillion (-6.66% QoQ; +7.79% YoY). Meanwhile, the kernel segment contracted to IDR433 billion (-20.73% QoQ; +29.01% YoY).

**When this report was written, AALI had not released its monthly report for December,** but 9M24 data showed pressure on the supply of Fresh Fruit Bunches (FFB) processed from internal and external sources. The total FFB processed by the company was booked at 4.286 million tons, a significant decrease of 18.2% YoY, with production from core and plasma plantations decreasing by 17.9% YoY. In addition, external FFB purchases also reduced by 18.6% YoY.

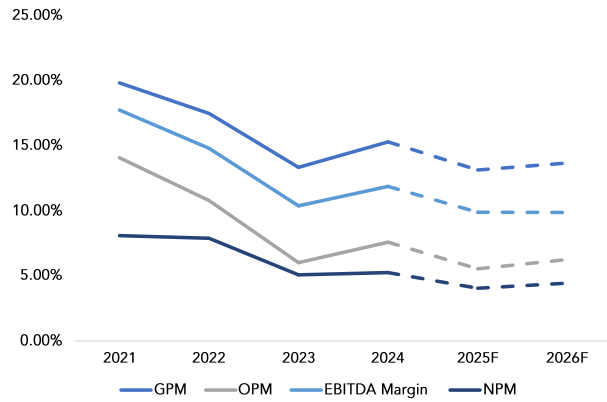
**We identified the decrease in FFB produced by AALI due to plant aging,** considering the average age of trees is ~16 years, which causes a reduction in productivity. As a result, Crude Palm Oil (CPO) production decreased by 16.7% YoY to 813 thousand tons, despite an improvement in the Oil Extraction Rate (OER) to 19.0% (vs 18.7% in 9M23). Kernel production also decreased by 18.5% YoY to 171 thousand tons.

**In terms of costs,** the cost of revenue decreased by 20.15% QoQ (-1.15% YoY) to IDR4.19 trillion in 4Q24. However, the raw material segment booked a significant increase of IDR4.55 trillion (+24.76% QoQ; +44.82% YoY). Despite the decline in revenue, gross profit continued to grow significantly, supported by a sharp decline in the cost of revenue. Gross profit increased to IDR1.33 trillion in 4Q24 (+84.86% QoQ; +62.58% YoY). This increase occurred despite a spike in raw material costs, as harvesting costs fell significantly to IDR490 billion (-39.46% QoQ; -24.42% YoY) in 3Q24.

**The decline in cost of revenue also contributed positively to net profit growth,** which rose 15.43% QoQ (+35.68% YoY) to IDR346 billion in 4Q24. Cumulatively, AALI's net profit for FY24 grew significantly by 43.24% YoY or to IDR1.14 trillion, with Net Profit Margin (NPM) also improving to 5.26% (vs 5.09% in FY23).

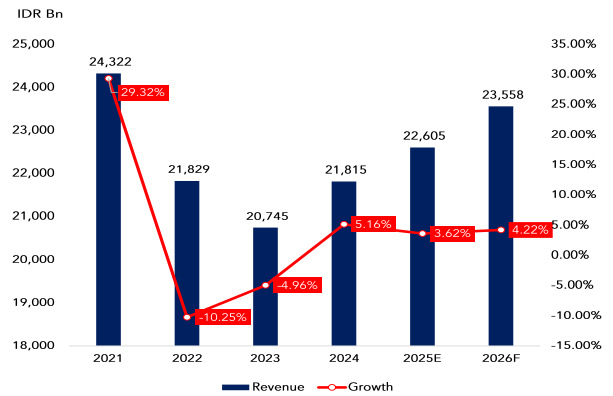
# Financial Performance

Figure 17. Margin Ratios



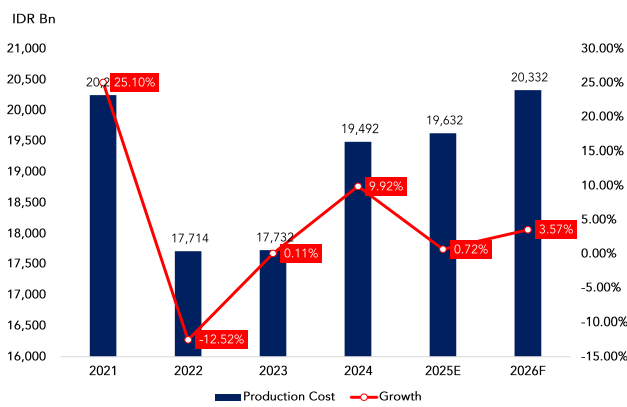
Source : Company | Phintraco Sekuritas Research

Figure 18. Revenue Trajectory



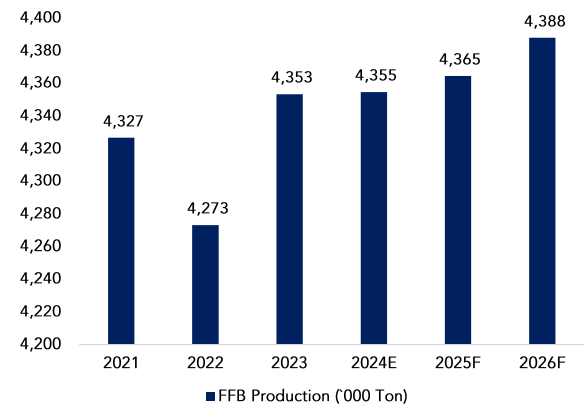
Source : Company | Phintraco Sekuritas Research

Figure 19. Production Cost Trajectory



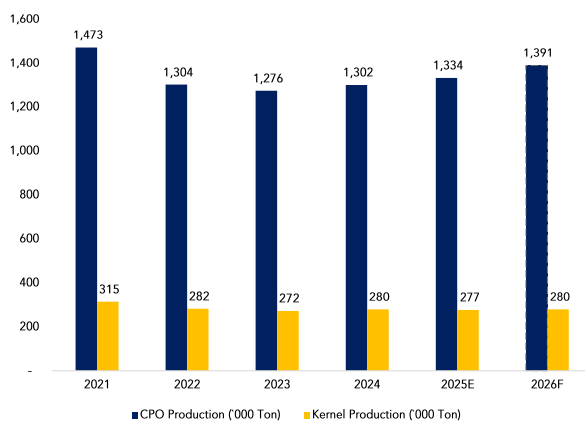
Source : Company | Phintraco Sekuritas Research

Figure 20. FFB Production Cost Trajectory



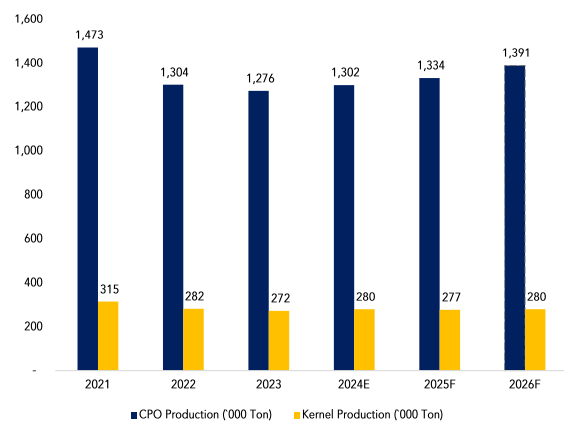
Source : Company | Phintraco Sekuritas Research

Figure 21. Breakdown of Revenue Trajectory



Source : Company | Phintraco Sekuritas Research

Figure 22. CPO and Kernel Production Trajectory



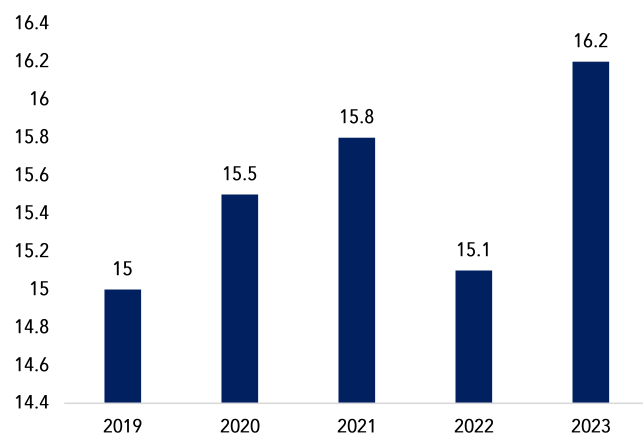
Source : Company | Phintraco Sekuritas Research

## Investment Thesis

**We highlight that the age of the oil palm trees owned by AALI is currently relatively old**, with an average tree age of ~16 years. At this age, oil palm trees generally begin to experience a natural decline in productivity. This condition has been reflected in the decline in Fresh Fruit Bunches (FFB) production in recent years (CAGR 2019-2023: -3.50%), followed by a decline in FFB Yield.

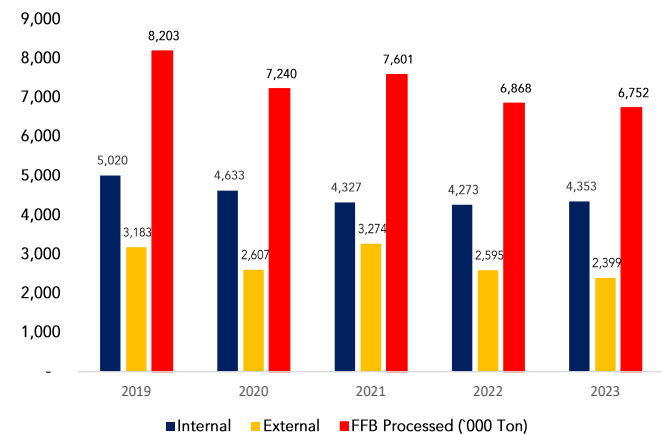
**The decrease in FFB production impacts the company's operational efficiency because to maintain factory utilization**, AALI must purchase FFB from external parties. Although the percentage of external FFB processed is relatively stable (CAGR 2019-2023: -6.83%), the total FFB processed shows a decline (CAGR 2019-2023: -4.75%) and will ultimately impact decreasing factory utilization.

Figure 23. Average Age of AALI's Palm Trees



Source : Company | Phintraco Sekuritas Research

Figure 24. Internal and External FFB Processed



Source : Company | Phintraco Sekuritas Research

**In addition to impacting productivity**, the company also has the potential to face increased costs in raw material segmentation in the future. As previously stated, to maintain optimal factory utilization, the company must rely on purchasing FFB from external parties as compensation for the decline in production from its own plantations.

**Dependence on external supplies has a direct impact on the operational cost structure.** This cost pressure has been reflected in historical trends, where production costs grew with a 2019-2023 CAGR of 4.04%, while raw material costs increased with a 2019-2023 CAGR of 5.81%. In addition, profit margins are at risk of being squeezed, given that the purchase price of FFB from outside is generally higher, thus increasing the

## Valuation

**We initiated AALI with a BUY rating and a Target Price of IDR7,000.**

Our rating is based on the Discounted Cash Flow (DCF) calculation. This recommendation is supported by the prospect of increasing demand for CPO, especially in the domestic market, along with the government's implementation of B40. However, we still limit our expectations considering the relatively old profile of AALI's plants and the ongoing trend of declining Fresh Fruit Bunches (FFB) production. In addition, dependence on external FFB has the potential to reduce profit margins due to increasing raw material costs. Downside Risk: delayed implementation of B40, decreased FFB production and government regulations

Figure 25. DCF Valuation Summary

DCF SUMMARY	2025F	2026	2027	2028F	2029F	2030F
	1	2	3	4	5	6
EBIT	1,387	1,605	1,761	1,855	1,951	2,012
Add (+) Depreciation	877	741	767	803	840	876
Less (-) Tax	(415)	(474)	(536)	(569)	(598)	(603)
Less (-) Capex	(991)	(798)	(832)	(1,082)	(1,095)	(1,104)
Change in WC	(13)	(229)	(18)	(61)	(63)	(22)
<b>FCF</b>	<b>846</b>	<b>845</b>	<b>1,142</b>	<b>946</b>	<b>1,036</b>	<b>1,158</b>
Discount Factor	1.0	1.0	1.1	1.1	1.1	1.1
Present Value	829	812	1,076	874	938	1,028
<b>Enterprise Value</b>	<b>15,113</b>					
(-) Net Debt	(1,069)					
(-) Minority Interest	(590)					
<b>Equity Value</b>	<b>13,454</b>					
Shares (Bn)	1.92					
Fair Value	<b>6,990</b>	<b>7,000</b>				

Source : Phintraco Sekuritas Research

## Financial Highlight

(in Billion Rupiah)

BALANCE SHEET	FY22	FY23	FY24	FY25E	FY25F
<b>Asset</b>					
Cash & cash equivalents	1,620	2,090	3,236	2,873	3,129
Account receivables - net	849	674	371	449	434
Inventories	3,274	2,876	3,700	3,834	4,060
Total Current Assets	7,391	7,118	8,434	8,651	9,108
Fixed Assets	9,105	8,982	8,455	8,569	8,626
Total Non Current Assets	21,859	21,728	20,360	21,482	21,811
<b>Total Asset</b>	<b>29,249</b>	<b>28,846</b>	<b>28,793</b>	<b>30,134</b>	<b>30,919</b>
<b>Liabilities</b>					
Account payables	1,224	842	711	911	893
Current Maturities of long-term bank loans	5	2,315	1,690	2,088	2,102
Total Current Liabilities	2,053	3,882	3,238	3,827	3,878
Long-term bank loan	4,049	1,690	1,500	1,854	1,866
DTL - net	221	239	224	246	249
Total Non Current Liabilities	4,953	2,398	2,354	2,682	2,758
<b>Total Liabilities</b>	<b>7,006</b>	<b>6,280</b>	<b>5,591</b>	<b>6,509</b>	<b>6,637</b>
<b>Equity</b>	<b>22,243</b>	<b>22,566</b>	<b>23,202</b>	<b>23,625</b>	<b>24,283</b>

Source : Company | Phintraco Sekuritas Research

(in Billion Rupiah)

CASH FLOW	FY22	FY23	FY24	FY25E	FY25F
<b>Cash Flow from Operating</b>					
Net Income	1,727	1,056	1,148	918	1,049
Depreciation & Amortization	790	741	838	877	741
Working Capital	(443)	189	(651)	(13)	(229)
Others	388	171	351	(368)	11
<b>Net-CFFO</b>	<b>2,461</b>	<b>2,157</b>	<b>1,686</b>	<b>1,414</b>	<b>1,571</b>
<b>Cash Flow from Investing</b>					
CAPEX	(722)	(619)	(311)	(991)	(798)
Others	(940)	8	842	(1,010)	(272)
<b>Net-CFFI</b>	<b>(1,663)</b>	<b>(610)</b>	<b>530</b>	<b>(2,000)</b>	<b>(1,070)</b>
<b>Cash Flow from Financing</b>					
Short Term Debt	(3,559)	2,310	(626)	398	14
Long Term Debt	1,917	(2,359)	(190)	354	12
Change in other non-current liabilities	(623)	(271)	278	(12)	141
Equity	-	-	-	-	-
<b>Net-CFFF</b>	<b>(3,075)</b>	<b>(1,077)</b>	<b>(1,070)</b>	<b>224</b>	<b>(246)</b>
<b>NET CASH FLOW</b>	<b>(2,276)</b>	<b>470</b>	<b>1,147</b>	<b>(363)</b>	<b>256</b>

Source : Company | Phintraco Sekuritas Research

(in Billion Rupiah)

INCOME STATEMENT	FY22	FY23	FY24	FY25E	FY25F
<b>Revenue</b>	<b>21,829</b>	<b>20,745</b>	<b>21,815</b>	<b>22,605</b>	<b>23,558</b>
<i>Growth</i>	<i>-10.25%</i>	<i>-4.96%</i>	<i>5.16%</i>	<i>3.62%</i>	<i>4.22%</i>
Cost of Revenues	(18,006)	(17,974)	(18,474)	(19,632)	(20,332)
<b>Gross Profit</b>	<b>3,822</b>	<b>2,771</b>	<b>3,341</b>	<b>2,973</b>	<b>3,226</b>
<i>Gross Profit Margin</i>	<i>17.51%</i>	<i>13.36%</i>	<i>15.31%</i>	<i>13.15%</i>	<i>13.69%</i>
EBITDA	3,236	2,157	2,595	2,241	2,331
<i>EBITDA Margin</i>	<i>14.82%</i>	<i>10.40%</i>	<i>11.89%</i>	<i>9.91%</i>	<i>9.90%</i>
EBIT	2,713	1,674	1,760	1,387	1,605
<i>EBIT Margin</i>	<i>12.43%</i>	<i>8.07%</i>	<i>8.07%</i>	<i>6.13%</i>	<i>6.81%</i>
Finance Cost	(366)	(268)	(265)	(269)	(289)
<b>EBT</b>	<b>2,429</b>	<b>1,498</b>	<b>1,707</b>	<b>1,360</b>	<b>1,555</b>
<i>EBT Margin</i>	<i>11.13%</i>	<i>7.22%</i>	<i>7.83%</i>	<i>6.02%</i>	<i>6.60%</i>
<b>Net Profit</b>	<b>1,727</b>	<b>1,056</b>	<b>1,148</b>	<b>918</b>	<b>1,049</b>
<i>Net Profit Margin</i>	<i>7.91%</i>	<i>5.09%</i>	<i>5.26%</i>	<i>4.06%</i>	<i>4.45%</i>

Source : Company | Phintraco Sekuritas Research

(in Billion Rupiah)

RATIOS	FY22	FY23	FY24	FY25E	FY25F
<b>Profitability Ratio (%)</b>					
<i>GPM</i>	17.51%	13.36%	15.31%	13.15%	13.69%
<i>OPM</i>	10.81%	6.03%	7.60%	5.56%	6.26%
<i>EBITDA Margin</i>	14.82%	10.40%	11.89%	9.91%	9.90%
<i>NPM</i>	7.91%	5.09%	5.26%	4.06%	4.45%
<i>ROA</i>	5.90%	3.66%	3.99%	3.04%	3.39%
<i>ROAA</i>	5.79%	3.64%	3.98%	3.11%	3.44%
<i>ROE</i>	7.96%	4.80%	5.07%	3.98%	4.43%
<i>ROAE</i>	7.95%	4.71%	5.01%	3.92%	4.38%
<b>Activity Ratio (X)</b>					
<i>Inventory Turnover</i>	6.67	7.21	5.90	5.90	5.80
<i>Receivables Turnover</i>	25.72	30.76	58.86	50.35	54.27
<i>Payables Turnover</i>	14.71	21.35	25.97	21.56	22.77
<i>Days of Inventory</i>	53.99	49.91	61.06	61.06	62.05
<i>Days of Receivables</i>	14.00	11.70	6.12	7.15	6.63
<i>Days of Payables</i>	24.48	16.87	13.86	16.70	15.81
<i>Cash Operating Cycle</i>	17.68	16.62	38.79	34.69	37.30
<b>Leverage Ratio (x)</b>					
<i>DER</i>	0.19x	0.18x	0.14x	0.17x	0.17x
<i>DAR</i>	0.14x	0.14x	0.11x	0.13x	0.13x
<i>Interest Bearing Debt (In IDR Bn)</i>	4,054	4,005	3,190	3,942	3,968
<i>Net Debt (Cash) (In IDR Bn)</i>	2,434	1,916	(46)	1,069	839
<i>Net Gearing Ratio</i>	0.11x	0.09x	0.00x	0.05x	0.04x
<i>Interest Coverage Ratio (ICR)</i>	7.40x	6.24x	6.65x	5.15x	5.56x
<i>Net Debt / EBITDA</i>	0.75x	0.89x	-0.02x	0.48x	0.36x
<b>Liquidity Ratio (X)</b>					
<i>Current Ratio</i>	3.60x	1.83x	2.60x	2.26x	2.35x
<i>Quick Ratio</i>	2.01x	1.09x	1.46x	1.26x	1.30x
<i>Cash Ratio</i>	2.81x	1.30x	1.61x	1.51x	1.54x
<b>Price Ratio</b>					
<i>Price per Share at the end of the year</i>	5,800	5,800	7,000	7,000	7,000
<i>Outstanding Shares (in Billion)</i>	1.92	1.92	1.92	1.92	1.92
<i>EPS (IDR) (annualized)</i>	897	549	596	477	545
<i>BVPS (IDR)</i>	11,557	11,725	12,055	12,275	12,616
<i>PER(X)</i>	6.47x	10.57x	11.74x	14.68x	12.84x
<i>PBV(X)</i>	0.50x	0.49x	0.58x	0.57x	0.55x
<i>EV/EBITDA (annualized)</i>	4.38x	6.32x	5.39x	6.75x	6.40x
<b>Dividend</b>					
<i>DPS</i>	771.80	854.56	479.25	516.40	412.89
<i>DPR</i>	401.00	444.00	249.00	268.30	214.52
<i>Div. Yield</i>	39.15%	49.49%	45.39%	45.00%	45.00%

Source : Company | Phintraco Sekuritas Research

## Glossarium

CFFO	: <i>Cash Flow from Operating</i>
CFFI	: <i>Cash Flow from Investing</i>
CFFF	: <i>Cash Flow from Financing</i>
EBITDA	: <i>Earning Before Interest, Tax, Depreciation &amp; Amortization</i>
EBIT	: <i>Earning Before Interes &amp; Tax</i>
EBT	: <i>Earning Before Tax</i>
OPM	: <i>Operating Profit Margin</i>
NPM	: <i>Net Profit Margin</i>
ROA	: <i>Return on Asset</i>
ROE	: <i>Return on Equity</i>
EPS	: <i>Earning per Share</i>
BVPS	: <i>Book Value per Share</i>
RPS	: <i>Revenue per Share</i>
PER	: <i>Price to Earning Ratio</i>
PBV	: <i>Price to Book Value</i>
DPS	: <i>Dividend per Share</i>
DPR	: <i>Dividend Payout Ratio</i>
EV	: <i>Enterprise Value</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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