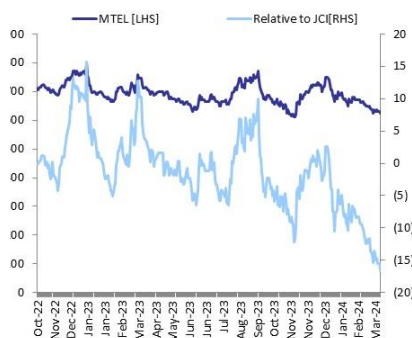


# Buy

(Maintain)

Last Price (Rp)	625
Target Price (Rp)	960
Previous Target Price (Rp)	960
Upside/Downside	+55.2%
No. of Shares (mn)	83,515
Mkt Cap (Rpbn/US\$mn)	52,197/3,351
Avg, Daily T/O (Rpbn/US\$mn)	29.2/1.9
Free Float (%)	21.4
Major Shareholder (%)	
Telkom Indonesia	71.9
PT. Maleo Investasi Indonesia	6.0
EPS Consensus (Rp)	
	2024F 2025F 2026F
BRIDS	26.3 30.0 34.4
Consensus	27.5 30.7 36.7
BRIDS/Cons (%)	(4.4) (2.5) (6.5)

## MTEL relative to JCI Index



Source: Bloomberg

BRI Danareksa Sekuritas Analysts

Niko Margaronis

(62-21) 5091 4100 ext. 3512

Niko.margaronis@brids.co.id

# Mitratel (MTEL)

## FY24 Outlook: Becoming a stronger M&A player with robust revenue and oFCF trends

- MTEL posted strong 4Q23 revenue growth, aiding inline FY23 earnings (+12.6% yoy) and EBITDA to reach critical mass at Rp6.9tr (+12.7% yoy).
- We expect oFCF to turn positive in FY24 and raise our non-tower capex estimate. Our FY24F revenue are unchanged as we trim tenancies.
- We maintain our Buy rating and TP of Rp960 on MTEL's stronger growth outlook vs. peers, advantages in ex-Java and its attractive 9x EV/EBITDA.

### Strong TSEL revenue in 4Q23, expect more non-tower rev. in FY24.

MTEL posted solid revenue growth in 4Q23 (Rp2.3tr, +8.2%qoq/+9.3%yoy) driving FY23 revenue to reach Rp8.6tr (+11.2%yoy, 100% of our FY23 est.), with significant revenue of Rp1.9tr (+18.7% qoq) from TSEL recorded in 4Q23. The contribution from "other revenue" (incl. fiber) rose to 10% in 4Q23 (vs. 6% in FY22). We expect MTEL to continue pursuing a more diversified revenue mix in FY24. This will support our 7.9% FY23-26F topline cagr estimate.

### We raise our FY24F capex and non-tower revenue; CF +ve trajectory intact.

MTEL will maintain high organic capex rollout (Rp3.5tr in FY24F or Rp5.6tr including M&A and Rp4.3tr in FY23) to install an additional 10,000km of fiber and power supplies (PaaS) and drive growth in its non-tower revenue. Despite the capex and non-tower revenue upside, we adjust down the Tower Leasing rev. in the short term to reflect lower collocations of 3,000/year (from 4,000 prev.), as we see further telco consolidation.

### Closer to the key recurring CF milestone.

MTEL has moved closer to a key milestone of positive oFCF (~Rp788bn in FY23), in spite of ~Rp3.45tr asset acquisitions in the year. FY23 ND/EBITDA rose slightly to 2.4x (but with lower effective interest costs) and we expect this to remain stable given the organic oFCF trends. We forecast FY24 revenue growth of +7.9% and an 80.7% EBITDA margin to drive significant incremental CF, and thus expect MTEL's organic oFCF to turn positive in FY24. This offers significant buffers to MTEL's balance sheet to pursue more asset acquisitions (our model has not included MTEL's current budget of Rp2.1tr for M&A).

### Maintain Buy rating on higher growth and ST/LT advantages versus peers.

MTEL delivered FY21-23 revenue cagr of +11.8% gaining 510bps in EBITDA margin since its IPO and is well positioned to deliver more value by investing more in ex-Java areas where telco growth is higher (1,852 net B2S towers built in ex-Java vs. 1,111 in Java in FY23). With higher capex, MTEL should deliver a more diversified revenue mix and higher growth in the longer term. We maintain our Buy rating with an unchanged TP: Rp960 and a current attractive valuation of 9.3x FY24 EV/ EBITDA.

### Key Financials

Year to 31 Dec	2022A	2023A	2024F	2025F	2026F
Revenue (Rpbn)	7,729	8,595	9,271	10,022	10,792
EBITDA (Rpbn)	6,142	6,922	7,480	8,110	8,760
EBITDA Growth (%)	18.5	12.7	8.1	8.4	8.0
Net Profit (Rpbn)	1,785	2,011	2,193	2,501	2,870
EPS (Rp)	21.4	24.1	26.3	30.0	34.4
EPS Growth (%)	29.2	12.6	9.1	14.1	14.7
BVPS (Rp)	404.8	407.5	414.5	423.4	433.8
DPS (Rp)	11.6	21.2	19.3	21.0	24.0
PER (x)	29.2	26.0	23.8	20.9	18.2
PBV (x)	1.5	1.5	1.5	1.5	1.4
Dividen yield (%)	1.9	3.4	3.1	3.4	3.8
EV/EBITDA	10.3	10.1	9.0	8.1	7.2

Source: MTEL, BRIDS Estimates

## Key takeaways from the earnings results

### Revenue results.

Volatility in quarterly revenue throughout FY23 but overall TSEL and 3<sup>rd</sup> party Mobile Network Operators (MNOs) contributed positively on a YTD basis to FY23 revenue growth.

- **TSEL revenue contribution to remain robust:** MTEL delivered strong revenue growth in 4Q23 (+8.2%qoq, +9.3%yoy), thanks to a significant contribution from Telkomsel in the last quarter, inline with the company's guidance in 3Q23. We believe TSEL's revenue generation will be robust in FY24; MTEL provides guidance for 4,000 new tenancies of which 1,000 are expected to be B2S tenancies to be mainly ordered by TSEL in our view. Due to a lack of 3<sup>rd</sup> party MNO orders in FY22, MTEL went ahead to acquire ~6,088 towers from TSEL. We understand there are an additional 2,500-3,000 TSEL towers left to be sold and leased back in case of weak organic tenancy demand.
- **Indosat Ooredoo Hutchison (IOH) revenue volatility but MTEL holds negotiations for future projects:** Revenue from IOH was markedly down (-14.4%qoq) in 4Q23, albeit offset by TSEL's incremental contribution. Nonetheless, IOH's 4Q23 revenue still trended higher by +12.5% on a yoy basis. MTEL maintains open channels with IOH, discussing potential business in eastern Indonesia to provide towers and backhaul (fiber) infra, and support IOH in its 5G endeavors.
- **XL Axiata positive incremental revenue contributions:** Revenue from XL Axiata contributed meaningfully on both a quarterly and YTD basis - a good sign of a fruitful working relationship. XL Axiata will be tactical in the short-term aiming to consolidate its resources in light of ongoing merger negotiations. MTEL provides guidance that any impact from a merger will be minimal. We also note that collos still need to be added (preferably in ex-Java) to safeguard mobile competitiveness.
- **MTEL's FY23 EBITDA of Rp6.9tr provides a critical mass for recurring CF.**
- MTEL's FY23 revenue reached Rp8.6tr (+11.2%yoy, FY21-23A cagr of +11.8% helping to deliver annual EBITDA of Rp6.9tr in FY23, a critical mass for recurring cashflow. We expect MTEL to remain competitive, outperforming the sector (sector FY24 growth at 4%yoy) and deliver +8% revenue growth in FY24F and hence unlock more recurring CF.
- The critical recurring CF mass should help MTEL to manage its capex (organic Rp3.5tr and inorganic Rp2.1tr for a total of Rp5.6tr in FY24F).

### MTEL's mix of organic and inorganic investments will support revenue growth.

- MTEL made a strong finish in 4Q23 thanks to the acquisition of #1,705 tenancy adds to reach a total of 57,409 at YE-FY23. 1,327 tenancies resulted through acquisition dated 1 Dec. 2023 (one month revenue, expecting more increments in 1Q24).
- Furthermore, MTEL provides guidance that it will deliver 4,000 new tenancies in FY24 (1,000 B2S tenancies & 3,000 collos) whilst rolling out an additional 10,000kms of fiber. Our back of the envelope calculation suggests fiberization and tower tenancies capex should not exceed Rp2.1tr, suggesting a budget allocation for other non-tower biz such as Power-as-a-service and backhaul to large customers such as Starlink, etc. Hence, we revise up our organic capex estimate, although we do not yet account for inorganic capex.

**MTEL's financial position provides a significant M&A buffer and improved deleveraging outlook.**

During MTEL's 4Q23 earnings call, it was relayed that Inti Bangun Sejahtera (IBST IJ) and/or its assets are being tendered and the winner will be announced in 2Q24.

MTEL's ND/EBITDA (incl. financial leases) slightly increased to 2.4x in 4Q23 expecting to trend lower owing to significant recurring CF. Moreover, with the latest medium term notes, MTEL's effective interest rate has come down to 7.4% (-200bps qoq). MTEL's favorable leverage position provides a significant acquisition buffer which improves the deleveraging outlook in the case that M&A takes place.

The acquisition of IBST towers and fiber would provide significant benefits apart from CF, such as larger exposure to Smartfren which may potentially emerge as a larger telco player as a result of M&A.

**Exhibit 1. MITRATEL 4Q/FY23 financial result**

(Rp bn)	4Q22	3Q23	4Q23	QoQ, Δ%	YoY, Δ%	FY22	FY23A	YoY, Δ%	BRIDS FC Achiev.	Cons fc Achiev.
<b>Total Revenues</b>	<b>2,122</b>	<b>2,144</b>	<b>2,321</b>	<b>8.2</b>	<b>9.4</b>	<b>7,729</b>	<b>8,595</b>	<b>11.2</b>	<b>100.0%</b>	<b>100.2%</b>
Tower leasing	1,781	1,767	1,916	8.4	7.6	6,371	7,136	12.0		
Reseller	214	150	169	12.7	(21.0)	699	628	(10.2)		
Fiber	0	59	62	5.1	n/a		207	n/a		
Other	128	168	174	3.6	35.9	659	624	(5.3)		
<b>Total Revenues by client</b>	<b>2,122</b>	<b>2,144</b>	<b>2,321</b>	<b>8.2</b>	<b>9.4</b>	<b>7,729</b>	<b>8,595</b>	<b>11.2</b>	<b>100.0%</b>	<b>100.2%</b>
Telkomsel	1,312	1,124	1,334	18.7	1.7	4,383	4,841	10.5		
XL Axiata	211	226	247	9.2	17.2	796	881	10.7		
Indosat (IOH)	354	465	398	(14.4)	12.5	1,451	1,698	17.0		
Other parties	246	329	341	3.6	38.7	1,099	1,175	6.9		
<b>COGS</b>	<b>(1,069)</b>	<b>(1,118)</b>	<b>(1,176)</b>	<b>5.2</b>	<b>10.0</b>	<b>(4,075)</b>	<b>(4,379)</b>	<b>7.5</b>		
D & A	(827)	(821)	(888)	8.2	7.4	(2,989)	(3,282)	9.8		
Other COGS	(242)	(296)	(288)	(2.7)	19.0	(1,086)	(1,097)	1.0		
<b>Gross Income</b>	<b>1,053</b>	<b>1,027</b>	<b>1,145</b>	<b>11.5</b>	<b>8.7</b>	<b>3,654</b>	<b>4,216</b>	<b>15.4</b>		
Gross Income margin (%)	49.6	47.9	49.3	2.8	2.8	47.3	49.1	1.8		
<b>OPEX</b>	<b>(140)</b>	<b>(147)</b>	<b>(165)</b>	<b>12.4</b>	<b>18.4</b>	<b>(501)</b>	<b>(577)</b>	<b>15.1</b>		
<b>EBITDA</b>	<b>1,741</b>	<b>1,701</b>	<b>1,841</b>	<b>8.2</b>	<b>5.8</b>	<b>6,142</b>	<b>6,922</b>	<b>12.7</b>	<b>100.0%</b>	<b>100.1%</b>
EBITDA margin (%)	82.0	79.3	79.3	0.0	(2.7)	79.5	80.5	1.1		
<b>Operating Income</b>	<b>913</b>	<b>880</b>	<b>979</b>	<b>11.3</b>	<b>7.2</b>	<b>3,153</b>	<b>3,640</b>	<b>15.4</b>	<b>100.0%</b>	<b>99.8%</b>
Operating Income margin (%)	43.0	41.0	42.2	2.1	(0.8)	40.8	42.3	1.5		
<b>Other Income/(expense)</b>	<b>61</b>	<b>20</b>	<b>117</b>	<b>482.2</b>	<b>90.5</b>	<b>(11)</b>	<b>290</b>	<b>n/a</b>		
Other income	65	19	141	89.7	115.7	71	337	375.1		
Other expense	(4)	1	(23)	(119.4)	535.1	(82.0)	(47.6)	(41.9)		
<b>Other income (charges) - net</b>	<b>(257)</b>	<b>(317)</b>	<b>(322)</b>	<b>1.7</b>	<b>25.3</b>	<b>(725)</b>	<b>(1,190)</b>	<b>64.2</b>		
Financial expense - interest	(255)	(306)	(300)	(2.0)	17.7	(897)	(1,174)	30.9		
Interest income	47	34	19	(44.5)	(59.7)	331	142	(56.9)		
Financial lease cost	(49)	(45)	(41)	(8.5)	(16.0)	(158)	(159)	0.2		
<b>Pre-tax profit</b>	<b>718</b>	<b>583</b>	<b>774</b>	<b>32.8</b>	<b>7.9</b>	<b>2,417</b>	<b>2,739</b>	<b>13.3</b>		
Taxes	(159)	(174)	(195)	12.0	22.1	(632)	(729)	15.2		
<b>Net profit</b>	<b>558</b>	<b>409</b>	<b>580</b>	<b>41.7</b>	<b>3.8</b>	<b>1,785</b>	<b>2,011</b>	<b>12.6</b>	<b>100.0%</b>	<b>97.8%</b>
Net Profit margin (%)	26.3	19.1	25.0	5.9	(1.3)	23.1	23.4	0.3		
<b>Book CAPEX</b>	<b>3,391</b>	<b>1,303</b>	<b>3,177</b>	<b>143.7</b>	<b>(6.3)</b>	<b>13,750</b>	<b>7,914</b>	<b>(42.4)</b>		
oFCF	(1,651)	398	(1,336)	n/a	n/a	(7,607)	(992)	n/a		
<b>Gross debt (incl. leases)</b>	<b>17,511</b>	<b>18,048</b>	<b>18,392</b>	<b>1.9</b>	<b>5.0</b>	<b>17,511</b>	<b>16,564</b>	<b>(5.4)</b>		
Total net debt (incl. leases)	11,172	15,609	17,513	12.2	56.8	11,172	11,749	5.2		
Net debt / Annualized EBITDA	1.6x	2.3x	2.4x	0.1x	0.8x	1.6x	1.8x	0.1x		
<b>CashFlow</b>										
Cashflow from Operating activities	2,670	(35)	1,812	(5,303.5)	(32.1)	6,020	5,162	(14.3)		
Cashflow from Investing activities	(7,193)	(748)	(2,803)	274.8	(61.0)	(10,893)	(6,504)	(40.3)		
<b>Free cash flow to the firm</b>	<b>(4,523)</b>	<b>(783)</b>	<b>(991)</b>	<b>26.6</b>	<b>(78.1)</b>	<b>(4,874)</b>	<b>(1,342)</b>	<b>(72.5)</b>		
Cashflow from Financing activities	(729)	(590)	(569)	(3.5)	(21.9)	(7,921)	(4,118)	(48.0)		
<b>Net cashflow</b>	<b>(5,251)</b>	<b>(1,373)</b>	<b>(1,560)</b>	<b>13.6</b>	<b>(70.3)</b>	<b>(12,794)</b>	<b>(5,460)</b>	<b>(57.3)</b>		

Source: Company BRIDS Estimates

## Exhibit 2. MITRATEL 4Q/FY23 financial result

Mitratel Operational KPIs (#)	4Q22	3Q23	4Q23	QoQ, Δ%	YoY, Δ%	FY22	FY23A	YoY Δ
<b>Total sites</b>	<b>35,418</b>	<b>37,091</b>	<b>38,014</b>	<b>2.5</b>	<b>7.3</b>	<b>35,418</b>	<b>38,014</b>	<b>7.3</b>
Δ QoQ - net adds	367	372	923					
YTD net adds	7,212	1,673	2,596				2,596	
<b>Total Tenants</b>	<b>52,006</b>	<b>55,704</b>	<b>57,409</b>	<b>3.1</b>	<b>10.4</b>	<b>52,006</b>	<b>57,409</b>	<b>10.4</b>
Δ QoQ - net adds	1,616	986	1,705					
Δ YoY - net adds	9,412	3,698	5,403				5,403	
<b>B2S Tenants</b>	<b>35,418</b>	<b>37,091</b>	<b>38,014</b>	<b>2.5</b>	<b>7.3</b>	<b>35,418</b>	<b>38,014</b>	<b>7.3</b>
Δ QoQ - net adds	367	372	923					
Δ YoY - net adds	7,212	1,673	2,596				2,596	
<b>Collocations</b>	<b>16,588</b>	<b>18,613</b>	<b>19,395</b>	<b>4.2</b>	<b>16.9</b>	<b>16,588</b>	<b>19,395</b>	<b>16.9</b>
Δ QoQ - net adds	1,249	614	782					
Δ YoY - net adds	2,200	2,025	2,807					
<b>Tower Tenancy Ratio (x)</b>	<b>1.47x</b>	<b>1.50x</b>	<b>1.51x</b>	<b>0.01x</b>	<b>0.04x</b>	<b>1.47x</b>	<b>1.51x</b>	<b>0.04x</b>
<b>Tower fiberization</b>	<b>16,641</b>	<b>29,000</b>	<b>32,521</b>	<b>12.1</b>	<b>95.4</b>	<b>16,641</b>	<b>32,521</b>	<b>95.4</b>
<b>Implied mon. revenue / Tenancy (Rp/mn)</b>	<b>11.6</b>	<b>10.7</b>	<b>11.3</b>	<b>5.9</b>	<b>(2.6)</b>	<b>11.2</b>	<b>10.9</b>	<b>(3.2)</b>

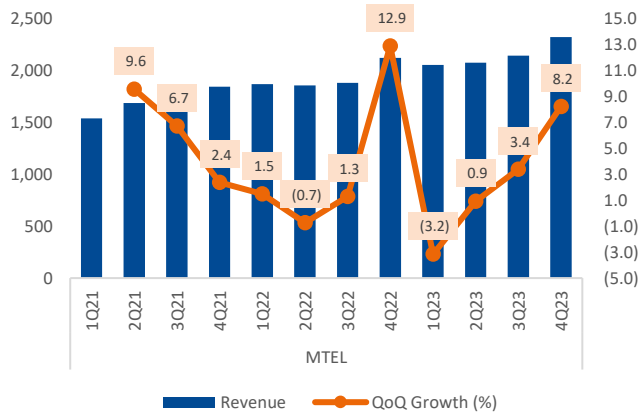
Source: Company BRIDS Estimates

Exhibit 3. BRIDS forecast revision summary on Mitratel (MTEL IJ)

Rp bn	OLD					BRIDS NEW				Δ%		
	2022	2023F	2024F	2025F	2026F	2023A	2024F	2025F	2026F	2024F	2025F	2026F
Revenue	7,729	8,595	9,305	10,026	10,786	8,595	9,271	10,022	10,792	(0.4)	(0.0)	0.1
growth %	12.5	11.2	8.3	7.8	7.6	11.2	7.9	8.1	7.7	(0.4)	0.3	0.1
EBITDA	6,142	6,999	7,599	8,212	8,860	6,922	7,480	8,110	8,760	(1.6)	(1.2)	(1.1)
EBITDA margin %	79.5	81.4	81.7	81.9	82.1	80.5	80.7	80.9	81.2	(1.0)	(1.0)	(1.0)
EBIT	3,153	3,812	4,115	4,768	5,101	3,640	4,015	4,357	4,747	(2.4)	(8.6)	(6.9)
EBIT margin %	40.8	44.4	44.2	47.6	47.3	42.3	43.3	43.5	44.0	(0.9)	(4.1)	(3.3)
NPATMI	1,785	2,060	2,337	2,821	2,966	2,011	2,193	2,501	2,870	(6.1)	(11.3)	(3.3)
NI margin %	23.1	24.0	25.1	28.1	27.5	23.4	23.7	25.0	26.6	(1.5)	(3.2)	(0.9)
ROE	5.3	6.1	6.8	8.0	8.2	4.9	5.9	7.5	8.6	(0.9)	(0.5)	0.4
B2S Towers	35,418	37,415	38,415	39,415	40,415	38,014	39,014	40,514	42,014	1.6	2.8	4.0
Total tenancies	52,006	57,503	62,503	67,503	72,503	57,409	61,409	65,909	70,409	(1.8)	(2.4)	(2.9)
Δ in tenancies	9,412	5,497	5,000	5,000	5,000	5,403	4,000	4,500	4,500	(20.0)	(10.0)	(10.0)
B2S	7,212	1,997	1,000	1,000	1,000	2,596	1,000	1,500	1,500	0.0	50.0	50.0
Collocations	2,200	3,500	4,000	4,000	4,000	2,807	3,000	3,000	3,000	(25.0)	(25.0)	(25.0)
Tenancy ratio	1.5x	1.5x	1.6x	1.7x	1.8x	1.5x	1.6x	1.6x	1.7x	(3.3)	(5.0)	(6.6)
(Rpmn)	11.2	11.5	11.8	11.8	11.8	10.9	10.8	10.9	11.0	(8.2)	(7.5)	(7.2)
Book CAPEX	13,750	2,247	2,309	2,088	2,088	7,710	5,609	4,009	4,009			
Organic capex						4,262	3,509	4,009	4,009			
Inorganic capex						3,448	2,100					
oFCF	(7,607)	4,752	5,290	6,124	6,772	(788)	1,872	4,102	4,751			
Capex/Sales	178%	26%	25%	21%	19%	90%	60%	40%	37%			

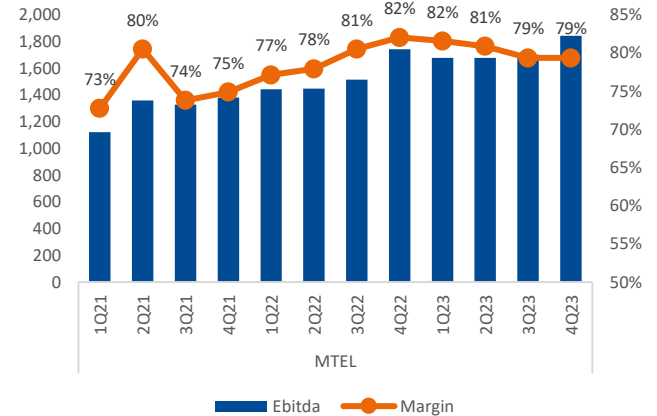
Source: Company BRIDS Estimates

**Exhibit 4. MTEL cos quarterly Revenue and Growth**



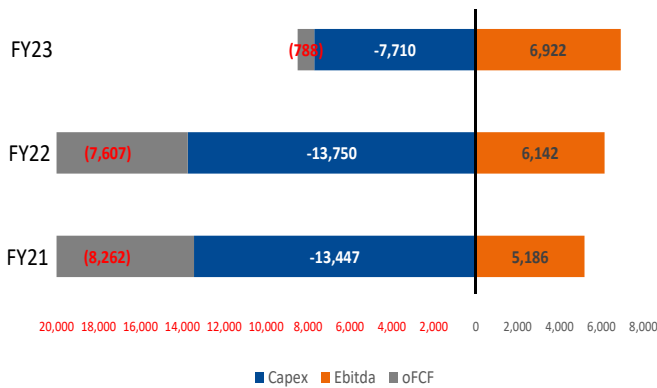
Source: Company, BRIDS

**Exhibit 5. MTEL cos EBITDA dan margin**



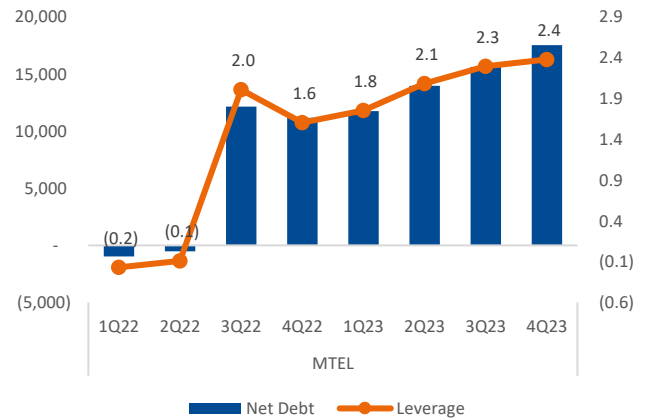
Source: Company, BRIDS Estimates

**Exhibit 6. MTEL cos oFCF position in FY21-23**



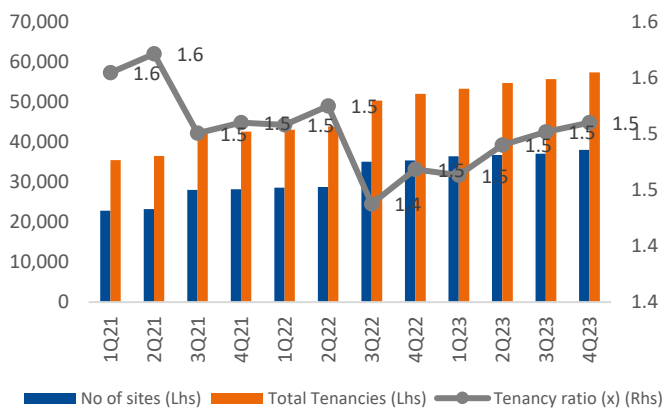
Source: Company, BRIDS

**Exhibit 7. MTEL Tower cos Net debt and leverage levels**



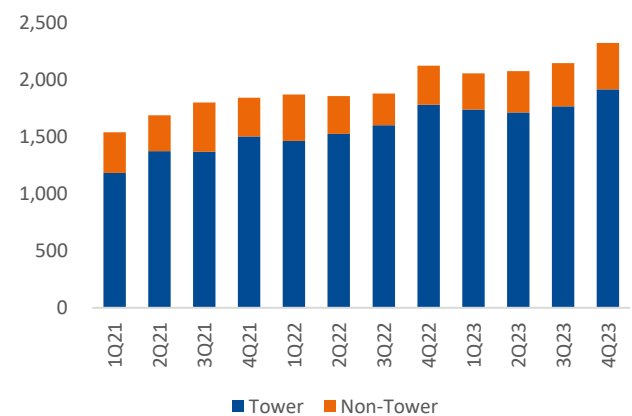
Source: Company, BRIDS

**Exhibit 8. MTEL cos tower portfolios**



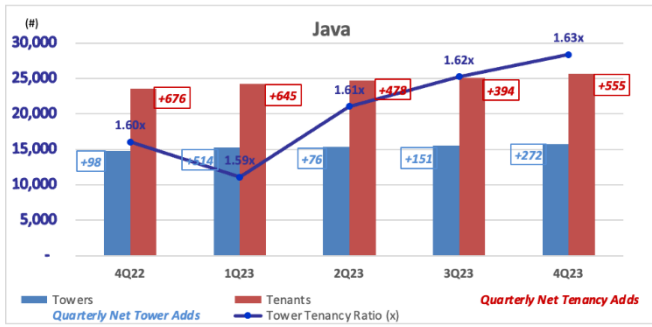
Source: Company, BRIDS

**Exhibit 9. MTEL cos qtr revenue breakdown**



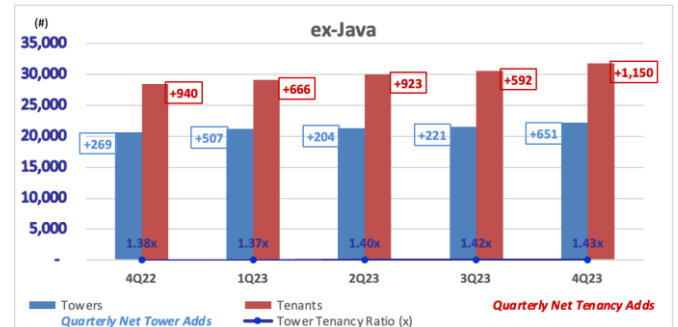
Source: Company, BRIDS

**Exhibit 10. MTEL tower portfolios in Java**



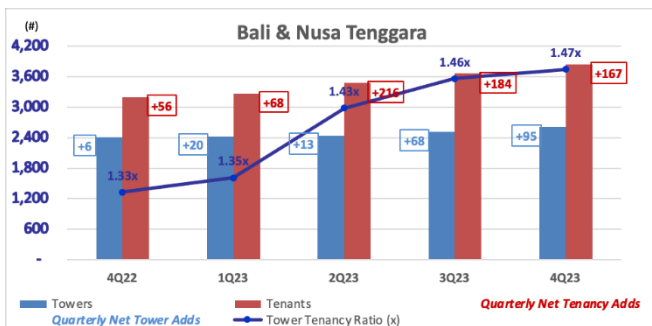
Source: Company, BRIDS Estimates

**Exhibit 11. MTEL tower portfolios in ex-Java**



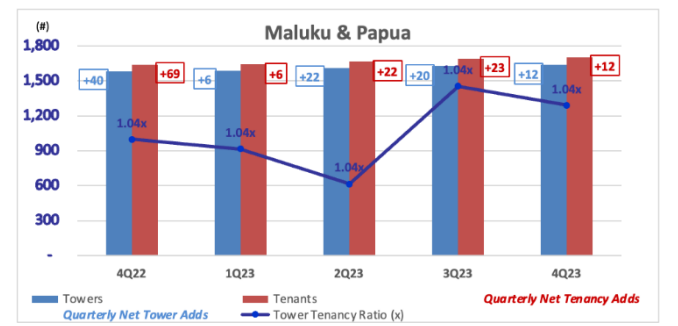
Source: Company, BRIDS Estimates

**Exhibit 12. MTEL tower portfolios in Bali & Nusa Tenggara**



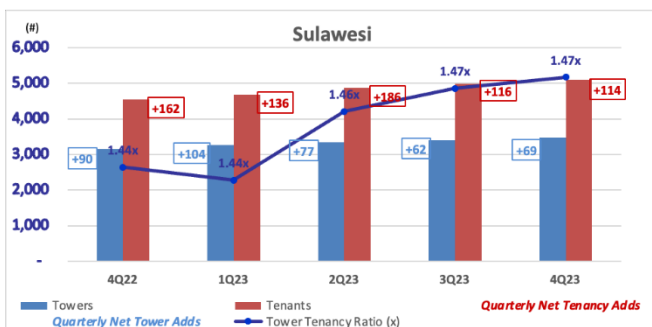
Source: Company, BRIDS Estimates

**Exhibit 13. MTEL tower portfolios in Maluku & Papua**



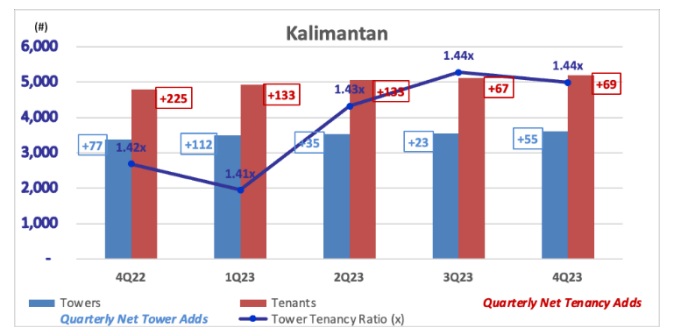
Source: Company, BRIDS Estimates

**Exhibit 14. MTEL tower portfolios in Sulawesi**



Source: Company, BRIDS Estimates

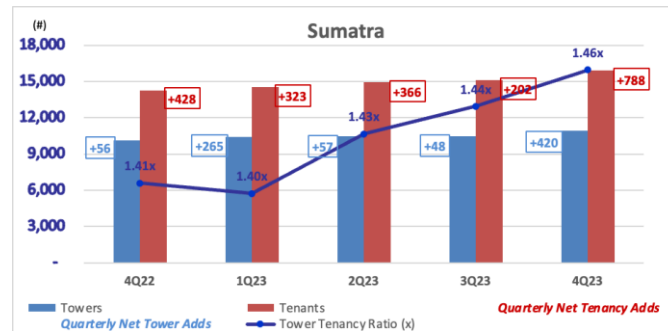
**Exhibit 15. MTEL tower portfolios in Kalimantan**



Source: Company, BRIDS Estimates

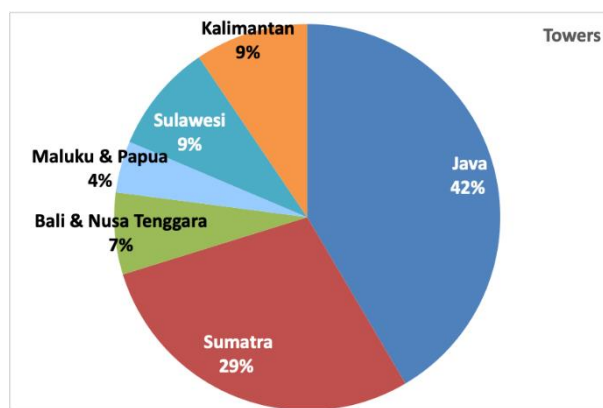


Exhibit 16. MTEL tower portfolios in Sumatra



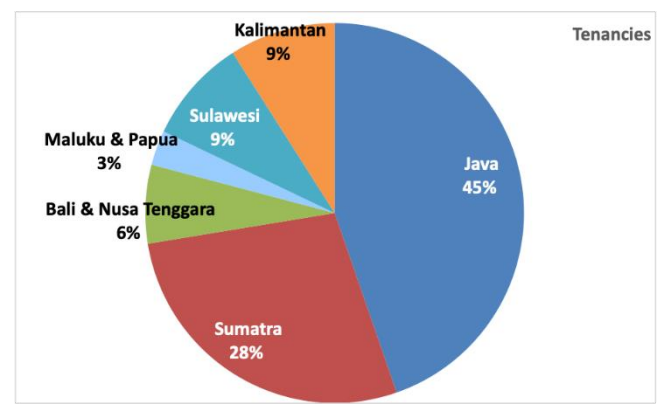
Source: Company, BRIDS Estimates

Exhibit 17. MTEL regional towers composition 4Q23



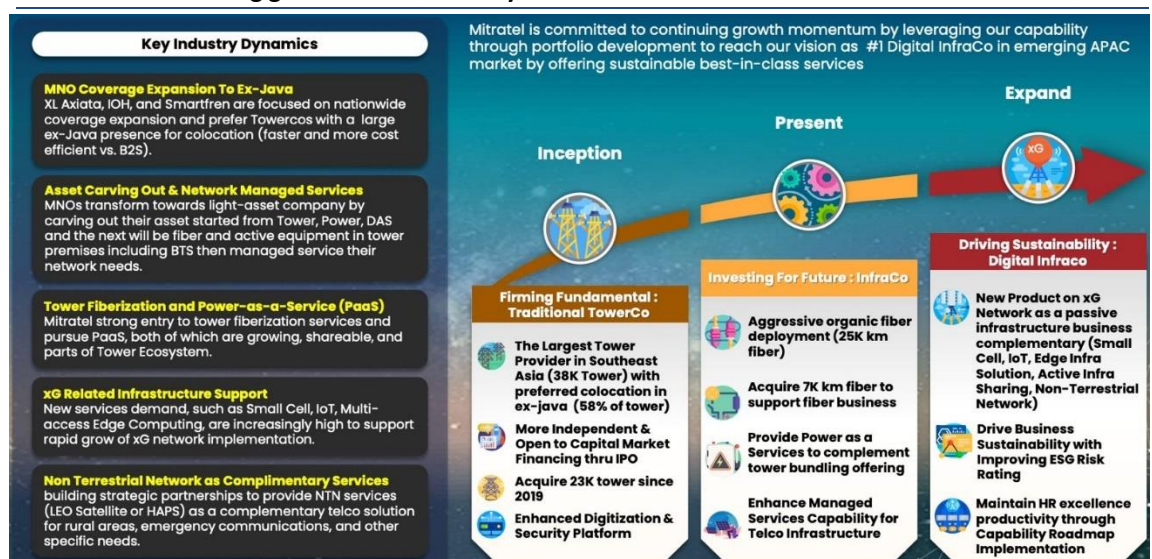
Source: Company, BRIDS Estimates

Exhibit 18. MTEL regional tenancies composition 4Q23



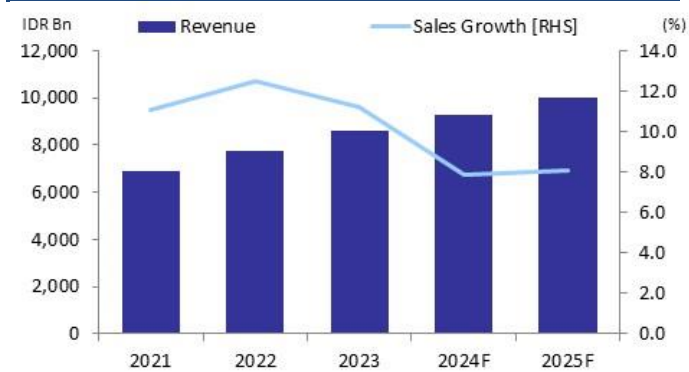
Source: Company, BRIDS Estimates

Exhibit 19. Continuing growth momentum by MITRATEL



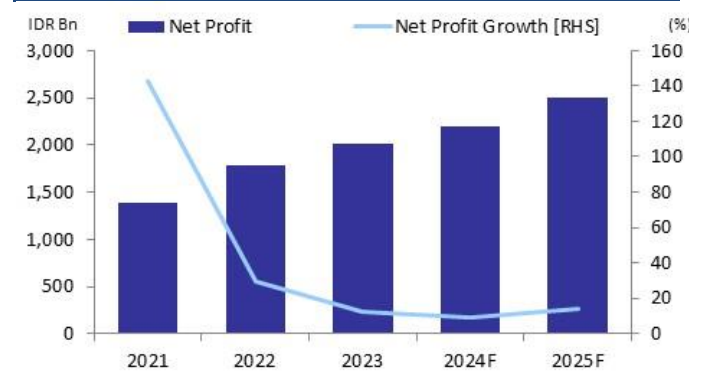
Source: Company

**Exhibit 20. Revenue and Growth**



Source: Company, BRIDS Estimates

**Exhibit 21. Net Profit and Growth**



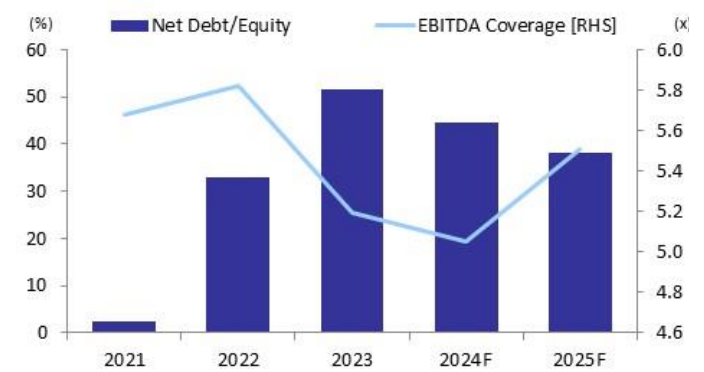
Source: Company, BRIDS Estimates

**Exhibit 22. Margins**



Source: Company, BRIDS Estimates

**Exhibit 23. Gearing Level**



Source: Company, BRIDS Estimates

**Exhibit 24. Income Statement**

Year to 31 Dec (Rpbn)	2022A	2023A	2024F	2025F	2026F
<b>Revenue</b>	<b>7,729</b>	<b>8,595</b>	<b>9,271</b>	<b>10,022</b>	<b>10,792</b>
COGS	(4,075)	(4,379)	(4,578)	(4,932)	(5,256)
<b>Gross profit</b>	<b>3,654</b>	<b>4,216</b>	<b>4,693</b>	<b>5,090</b>	<b>5,536</b>
<b>EBITDA</b>	<b>6,142</b>	<b>6,922</b>	<b>7,480</b>	<b>8,110</b>	<b>8,760</b>
<b>Oper. profit</b>	<b>3,153</b>	<b>3,640</b>	<b>4,015</b>	<b>4,357</b>	<b>4,747</b>
Interest income	331	142	117	133	161
Interest expense	(1,056)	(1,333)	(1,481)	(1,474)	(1,459)
Forex Gain/(Loss)	0	0	0	0	0
Income From Assoc. Co's	0	0	0	0	0
Other Income (Expenses)	(11)	290	312	338	364
<b>Pre-tax profit</b>	<b>2,418</b>	<b>2,739</b>	<b>2,963</b>	<b>3,355</b>	<b>3,813</b>
Income tax	(632)	(729)	(770)	(853)	(943)
Minority interest	0	0	0	0	0
<b>Net profit</b>	<b>1,785</b>	<b>2,011</b>	<b>2,193</b>	<b>2,501</b>	<b>2,870</b>
<b>Core Net Profit</b>	<b>1,785</b>	<b>2,011</b>	<b>2,193</b>	<b>2,501</b>	<b>2,870</b>

**Exhibit 25. Balance Sheet**

Year to 31 Dec (Rpbn)	2022A	2023A	2024F	2025F	2026F
Cash & cash equivalent	6,339	879	4,950	6,804	8,920
Receivables	1,050	1,607	1,734	1,874	2,018
Inventory	0	0	0	0	0
Other Curr. Asset	497	933	1,007	1,088	1,172
Fixed assets - Net	47,200	52,264	50,835	49,773	48,493
Other non-curr.asset	985	1,326	1,333	1,339	1,346
<b>Total asset</b>	<b>56,072</b>	<b>57,010</b>	<b>59,859</b>	<b>60,879</b>	<b>61,949</b>
ST Debt	5,908	6,732	6,635	6,614	6,648
Payables	1,892	2,079	2,174	2,342	2,496
Other Curr. Liabilities	2,401	2,260	2,363	2,545	2,713
Long Term Debt	11,603	11,660	13,726	13,643	13,466
Other LT. Liabilities	461	241	339	365	389
<b>Total Liabilities</b>	<b>22,264</b>	<b>22,973</b>	<b>25,237</b>	<b>25,510</b>	<b>25,711</b>
Shareholder's Funds	33,807	34,029	34,613	35,360	36,229
Minority interests	0	0	0	0	0
<b>Total Equity &amp; Liabilities</b>	<b>56,072</b>	<b>57,001</b>	<b>59,850</b>	<b>60,870</b>	<b>61,940</b>

**Exhibit 26. Cash Flow**

Year to 31 Dec (Rpbn)	2022A	2023A	2024F	2025F	2026F
Net income	1,785	2,011	2,193	2,501	2,870
Depreciation and Amort.	2,989	3,282	3,465	3,753	4,012
Change in Working Capital	423	(1,826)	(178)	(59)	(105)
Other Oper. Cash Flow	725	1,190	1,365	1,340	1,298
<b>Operating Cash Flow</b>	<b>5,922</b>	<b>4,657</b>	<b>6,845</b>	<b>7,536</b>	<b>8,075</b>
Capex	(13,904)	(7,808)	(1,867)	(2,510)	(2,541)
Others Inv. Cash Flow	331	142	117	133	161
<b>Investing Cash Flow</b>	<b>(13,574)</b>	<b>(7,666)</b>	<b>(1,751)</b>	<b>(2,376)</b>	<b>(2,380)</b>
Net change in debt	(2,448)	882	1,968	(104)	(143)
New Capital	(657)	(13)	0	0	0
Dividend payment	(966)	(1,767)	(1,609)	(1,754)	(2,001)
Other Fin. Cash Flow	(1,071)	(1,552)	(1,383)	(1,447)	(1,435)
<b>Financing Cash Flow</b>	<b>(5,142)</b>	<b>(2,451)</b>	<b>(1,024)</b>	<b>(3,306)</b>	<b>(3,580)</b>

**Exhibit 27. Key Ratio**

Year to 31 Dec	2022A	2023A	2024F	2025F	2026F
<b>Growth (%)</b>					
Sales	12.5	11.2	7.9	8.1	7.7
EBITDA	18.5	12.7	8.1	8.4	8.0
Operating profit	15.1	15.4	10.3	8.5	9.0
Net profit	29.2	12.6	9.1	14.1	14.7
<b>Profitability (%)</b>					
Gross margin	47.3	49.1	50.6	50.8	51.3
EBITDA margin	79.5	80.5	80.7	80.9	81.2
Operating margin	40.8	42.3	43.3	43.5	44.0
Net margin	23.1	23.4	23.7	25.0	26.6
ROAA	3.1	3.6	3.8	4.1	4.7
ROAE	5.3	5.9	6.4	7.1	8.0
<b>Leverage</b>					
Net Gearing (x)	0.3	0.5	0.4	0.4	0.3
Interest Coverage (x)	3.0	2.7	2.7	3.0	3.3

Source : MTEL, BRIDS Estimates

## BRI Danareksa Equity Research Team

Erindra Krisnawan, CFA	Head of Equity Research, Strategy, Coal	<a href="mailto:erindra.krisnawan@brids.co.id">erindra.krisnawan@brids.co.id</a>
Natalia Sutanto	Consumer, Cigarettes, Pharmaceuticals, Retail	<a href="mailto:natalia.sutanto@brids.co.id">natalia.sutanto@brids.co.id</a>
Niko Margaronis	Telco, Tower, Technology, Media	<a href="mailto:niko.margaronis@brids.co.id">niko.margaronis@brids.co.id</a>
Hasan Barakwan	Metal, Oil and Gas	<a href="mailto:hasan.barakwan@brids.co.id">hasan.barakwan@brids.co.id</a>
Victor Stefano	Banks, Poultry	<a href="mailto:victor.stefano@brids.co.id">victor.stefano@brids.co.id</a>
Ismail Fakhri Suweleh	Healthcare, Property, Industrial Estate	<a href="mailto:ismail.suweleh@brids.co.id">ismail.suweleh@brids.co.id</a>
Richard Jerry, CFA	Automotive, Cement	<a href="mailto:richard.jerry@brids.co.id">richard.jerry@brids.co.id</a>
Ni Putu Wilastita Muthia Sofi	Research Associate	<a href="mailto:wilastita.sofi@brids.co.id">wilastita.sofi@brids.co.id</a>
Naura Reyhan Muchlis	Research Associate	<a href="mailto:naura.muchlis@brids.co.id">naura.muchlis@brids.co.id</a>
Sabela Nur Amalina	Research Associate	<a href="mailto:sabela.amalina@brids.co.id">sabela.amalina@brids.co.id</a>
Christian Immanuel Sitorus	Research Associate	<a href="mailto:christian.sitorus@brids.co.id">christian.sitorus@brids.co.id</a>

## BRI Danareksa Economic Research Team

Helmy Kristanto	Chief Economist, Macro Strategy	<a href="mailto:helmy.kristanto@brids.co.id">helmy.kristanto@brids.co.id</a>
Dr. Telisa Aulia Falianty	Senior Advisor	<a href="mailto:telisa.falianty@brids.co.id">telisa.falianty@brids.co.id</a>
Kefas Sidauruk	Economist	<a href="mailto:kefas.sidauruk@brids.co.id">kefas.sidauruk@brids.co.id</a>

## BRI Danareksa Institutional Equity Sales Team

Yofi Lasini	Head of Institutional Sales and Dealing	<a href="mailto:yofi.lasini@brids.co.id">yofi.lasini@brids.co.id</a>
Novrita Endah Putrianti	Institutional Sales Unit Head	<a href="mailto:novrita.putrianti@brids.co.id">novrita.putrianti@brids.co.id</a>
Ehrlich Suhartono	Institutional Sales Associate	<a href="mailto:ehrliech@brids.co.id">ehrliech@brids.co.id</a>
Yunita Nababan	Institutional Sales Associate	<a href="mailto:yunita@brids.co.id">yunita@brids.co.id</a>
Adeline Solaiman	Institutional Sales Associate	<a href="mailto:adeline.solaiman@brids.co.id">adeline.solaiman@brids.co.id</a>
Andreas Kenny	Institutional Sales Associate	<a href="mailto:andreas.kenny@brids.co.id">andreas.kenny@brids.co.id</a>
Christy Halim	Institutional Sales Associate	<a href="mailto:christy.halim@brids.co.id">christy.halim@brids.co.id</a>
Jason Joseph	Institutional Sales Associate	<a href="mailto:jason.joseph@brids.co.id">jason.joseph@brids.co.id</a>

## BRI Danareksa Sales Traders

Mitcha Sondakh	Head of Sales Trader	<a href="mailto:mitcha.sondakh@brids.co.id">mitcha.sondakh@brids.co.id</a>
Suryanti Salim	Sales Trader	<a href="mailto:suryanti.salim@brids.co.id">suryanti.salim@brids.co.id</a>

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