

## FROM EQUITY RESEARCH DESK

### IDEA OF THE DAY

#### Bank Rakyat Indonesia: 3Q24 earnings: Strong recovery income offset the higher CoC, FY24 guidance maintained (NOT RATED)

- BBRI reported net profit of Rp15.4tr in 3Q24, bringing its 9M24 NP to Rp45.1tr (+2% yoy), in line with consensus FY24F.
- CoC rose to 3.2% in 3Q24 (2Q24: 3.1%), bringing 9M24's to 3.4%. Mgmt. maintains its FY24 target at 3.0% citing improvements in 4Q24.
- BBRI currently trades at 2.1x FY25F PBV, or at its 5-year mean, with an implied CoE of 10.7% (-1.5SD of its 5-year mean).

To see the full version of this report, please [click here](#).

#### Bank Neo Commerce: Turning positive in 3Q24, lower CoC offsetting the lower NIM; maintain FY24F net losses forecasts (BBYB.IJ Rp 258; BUY TP Rp 600)

- BBYB reported a slight net profit of Rp10bn in 3Q24 (vs. a slight net loss in 2Q24), resulting in a positive 9M24 NP of Rp4bn.
- As commercial loans kicked in, NIM started to fall to 13.9% (-185bps qoq), while CoC improved 21.0% (-570bps qoq).
- Maintain Buy rating with an unchanged TP of Rp600, supported by a low LDR and sufficient coverage to drive loan and earnings growth.

To see the full version of this report, please [click here](#).

#### HM Sampoerna: Trimming FY24F post weak 3Q24 earnings; expect modest FY25 growth outlook (HMSF.IJ Rp 690; HOLD TP Rp 730)

- Following weak 9M24 results, we have trimmed our FY24F NP by 12.7%, with lower volume and ASP assumptions.
- FY25F offers a better outlook, with projected NP growth of 6.3% yoy and vol. growth of 2% yoy (assuming no excise tax increase).
- Maintain our Hold rating with an unchanged TP of Rp730 (FY25F PE of 11x) as we see uncertainty remains until the MOF regulation is released.

To see the full version of this report, please [click here](#).

### RESEARCH COMMENTARY

- ADRO (Buy, TP Rp3,770) – Strong 3Q24 earnings; 9M24 Strong Beat
- ANTM (Buy, TP: Rp2,000): Above cons, in line with ours
- ASII (Buy, TP: Rp5,700) – 9M24 Results: Above
- BELI (Buy, TP: Rp520) – In Line Earnings, New Marketing efforts in 3Q24 with Dekoruma
- BMRI (Buy, TP: 8,200) – 3Q24 Results (In Line) and Concall KTA
- BNGA (Not Rated) – 3Q24 Results (In Line) and Meeting KTA
- BUKA (Buy, TP: Rp340) – 9M24 Results: Below
- GGRM (Hold, TP: Rp17,500) – Below Estimates with Weak Revenue, Lower Margins and Higher Opex
- GOTO IJ (Buy, TP: Rp90) – In Line Earnings, Strong 3Q24 Adj. EBITDA Firmly in Positive Territory, with Continued Loan Growth Guidance
- INCO (Buy, TP: Rp5,700) – 3Q24 Results: Below due to weak ASP
- ISAT (Buy, TP: Rp3,300) – 9M24 Results: In Line

### EQUITY MARKET INDICES

	Close	Chg (%)	Ytd (%)	Vol (US\$m)
<b>Asean - 5</b>				
Indonesia	7.570	(0,5)	4,1	657
Thailand	1.447	(0,3)	2,2	1.186
Philippines	7.280	0,6	12,9	88
Malaysia	1.602	(0,8)	10,1	517
Singapore	3.559	-	9,8	1.249
<b>Regional</b>				
China	3.266	(0,6)	9,8	176.545
Hong Kong	20.381	(1,5)	19,6	21.408
Japan	39.277	1,0	17,4	38.293
Korea	2.594	(0,9)	(2,3)	6.771
Taiwan	22.820	(0,5)	27,3	n.a
India	79.942	(0,5)	10,7	1.041
Nasdaq	18.608	(0,6)	24,0	288.995
Dow Jones	42.142	(0,2)	11,8	23.930

### CURRENCY AND INTEREST RATE

		Rate	wow (%)	mom (%)	ytd (%)
Rupiah	Rp/1US\$	15.700	(0,5)	(3,7)	(2,0)
BI7DRRR	%	6,00	-	(0,3)	-
10y Gov	Indo bond	6,84	0,1	0,4	0,4

### HARD COMMODITIES

	Unit	Price	d-d (%)	mom (%)	ytd (%)
Coal	US\$/ton	145	(0,2)	(0,1)	(1,0)
Gold	US\$/toz	2.787	(0,0)	5,8	35,1
Nickel	US\$/mt.ton	15.610	(0,9)	(6,8)	(4,7)
Tin	US\$/mt.ton	30.855	(1,1)	(6,0)	22,6

### SOFT COMMODITIES

	Unit	Price	d-d (%)	mom (%)	ytd (%)
Cocoa	US\$/mt.ton	6.912	6,4	(2,8)	66,1
Corn	US\$/mt.ton	142	(0,1)	(1,4)	(17,2)
Oil (WTI)	US\$/barrel	69	0,5	1,1	(3,8)
Oil (Brent)	US\$/barrel	73	2,0	1,1	(5,8)
Palm oil	MYR/mt.ton	4.700	0,1	11,9	26,5
Rubber	US\$/kg	196	-	(7,5)	25,3
Pulp	US\$/tonne	1.205	n.a	2,8	20,5
Coffee	US\$/60kgbag	244	1,1	(6,0)	89,5
Sugar	US\$/MT	570	1,0	(1,3)	(4,4)
Wheat	US\$/ton	156	0,5	(1,8)	(14,3)
Soy Oil	US\$/lb	44	2,4	0,7	(8,4)
SoyBean	US\$/by	977	1,2	(7,6)	(24,5)

## Equity SNAPSHOT

- KLBK (Buy – TP Rp1,800) - 3Q24 Results: In line with Our and Consensus Estimates
- MAPA (BUY, TP: Rp1,000) - 3Q24 Results: Above Our and Consensus Estimates
- MAPI (Buy, TP: Rp2,000) - 3Q24 Results: Broadly In Line with Consensus Estimates
- MIKA (Buy, TP: Rp3,400) - KTA from 9M24 Earnings Call
- MTEL (Buy, TP: Rp960) - 3Q24 Earnings Results and KTA
- SILO (Buy, TP: Rp3,000) - 9M24 Results: Below Our and Consensus Expectations
- TLKM (Buy, TP: Rp4,250) - 3Q24 Results: Broadly In Line, Solid Effort amid Weak Environment
- UNTR (Buy, TP Rp29,200) – Solid 3Q24 Earnings; 9M24 Beat Ours/Cons. Est.

## MARKET NEWS

### MACROECONOMY

- Eurozone GDP Rose 0.4%
- US GDP Expanded at 2.8% Annualized Pace in 3Q24

### SECTOR

- Commodity Price Daily Update Oct 30, 2024
- Indonesia's Automotive Sector Faces Mixed Prospects as Motorcycle Sales Surge, Car Exports Decline

### CORPORATE

- Dongfeng Honda Operates Electric Vehicle Plant in China
- ISAT Adds 21,462 Units of 4G BTS in Q3 2024, Expanding Coverage
- MBMA Plans Capital Increase to Support Business Expansion
- MIND ID Aims to Harness Thorium for Future Power Generation
- MTEL Expands Towers and Fiber Optics, Number of Tenants Increases
- TINS Provides Long-Term Loan to PT DOK & Perkapalan AIR Kantung
- TLKM Upgrades Batam Data Center, Aiming to Implement AI

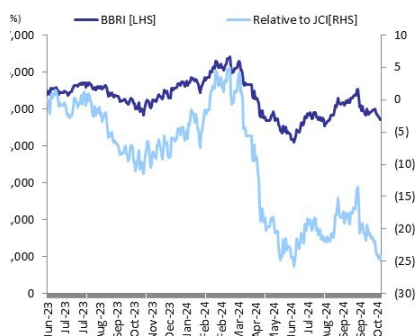
## PREVIOUS EQUITY RESEARCH REPORTS

- Bank Syariah Indonesia: [Robust 3Q24 performance \(in line\); Potential growth outlook in Sharia market remained intact](#)
- Medikaloka Hermina: [Steady FY24F Growth Outlook Remains Intact Despite Muted Inpatient Volume](#)
- Bank Jago: 3Q24 earnings: [Low-risk loans continue to drive growth, offsetting lower NIM with lower CoC](#)
- AKR Corporindo: [Recalibrating our numbers post 3Q24 earnings miss; maintaining recovery expectation in 4Q24E onwards](#)
- Japfa Comfeed Indonesia: [3Q24 results: Beating expectations on lower-than-anticipated decline in margin](#)
- Macro Strategy: [Facing the Headwinds](#)
- Bank Negara Indonesia: [Robust 3Q24 and in line 9M24 net profit, supported by NIM improvement and steady CoC](#)
- Bank BTPN Syariah: [9M24 in line with ours/below cons., as persistently high CoC dragged down 3Q24 earnings](#)
- Sido Muncul: [Challenging 4Q24 ahead: Revised Forecasts and Downgrade rating to Hold](#)
- Metal Mining: [NPI price could weaken on RKAB release, Tin Price Potential Rebound on Supply Tightness](#)
- Indocement Tunggal Prakarsa: [KTA from Concall: A More Promising Outlook](#)
- Unilever Indonesia: [FY24-25 Estimates Cut Post Weak 3Q24 Earnings, Recovery Anticipated in 2025](#)

## Non Rated

Last Price (Rp)	4,710
Target Price (Rp)	n/a
Previous Target Price (Rp)	n/a
Upside/Downside	n/a
No. of Shares (mn)	151,559
Mkt Cap (Rpbn/US\$mn)	713,843/45,468
Avg, Daily T/O (Rpbn/US\$mn)	1,296.4/82.6
Free Float (%)	46.3
Major Shareholder (%)	
Government of Indonesia	53.2
EPS Consensus (Rp)	
	2024F 2025F 2026F
BRIDS	n/a n/a n/a
Consensus	400.1 441.7 499.1
BRIDS/Cons (%)	n/a n/a n/a

### BBRI relative to JCI Index



Source: Bloomberg

### BRI Danareksa Sekuritas Analysts

#### Victor Stefano

(62-21) 5091 4100 ext. 3503  
victor.stefano@brids.co.id

#### Naura Reyhan Muchlis

(62-21) 5091 4100 ext. 3507  
naura.muchlis@brids.co.id

## Bank Rakyat Indonesia (BBRI IJ)

### 3Q24 earnings: Strong recovery income offset the higher CoC, FY24 guidance maintained

- BBRI reported net profit of Rp15.4tr in 3Q24, bringing its 9M24 NP to Rp45.1tr (+2% yoy), in line with consensus FY24F.
- CoC rose to 3.2% in 3Q24 (2Q24: 3.1%), bringing 9M24's to 3.4%. Mgmt. maintains its FY24 target at 3.0% citing improvements in 4Q24.
- BBRI currently trades at 2.1x FY25F PBV, or at its 5-year mean, with an implied CoE of 10.7% (-1.5SD of its 5-year mean).

#### 3Q24 net profit remained robust, despite higher CoC

BBRI reported a net profit of Rp15.4tr in 3Q24 (+11% qoq, +5% yoy), with higher NIM and a lower CIR offsetting the higher CoC. CoC increased slightly from 3.1% in 2Q24 to 3.2% in 3Q24, driven mainly by Pegadaian and PNM, while the bank-only CoC declined to 2.9%. The 9M24 net profit reached Rp45.1tr (+2% yoy), in line with consensus FY24F (74%), as NII rose 5% yoy and other operating income grew 29% yoy, offsetting the 28% yoy higher provisions.

#### MSME segment asset quality remained the biggest concern

BBRI's consolidated NPL improved to 2.9% in 3Q24 from 3.0% in 2Q24, though subsidiaries' NPL increased from 1.5% to 1.6% in the same period. The bank-only NPL decreased to 3.0% in 3Q24 (from 3.2% in 2Q24), driven by the corporate segment, where NPL declined from 3.1% in 2Q24 to 2.5% in 3Q24. NPL for the micro and medium segments rose to 3.0% and 1.9%, respectively, in 3Q24, from 2.9% and 1.7% in 2Q24, while the small segment's NPL decreased from 5.0% to 4.6%. Consolidated SML increased from 5.4% in 2Q24 to 5.6% in 3Q24, with subsidiaries' SML surging to 7.9% from 5.5% in the previous quarter, indicating a potential deterioration in ultra-micro quality.

#### Maintain FY24 guidance unchanged

BBRI maintains its FY24F CoC guidance of 3%, despite the 9M24 CoC of 3.4%. The bank believes it could achieve 3% or slightly higher CoC in FY24 considering: 1) a 10-15bps impact from modification loss, 2) a 10bps+ impact from NPL downgrades, and 3) potential macroeconomic adjustments in Nov or Dec24 that could lead to a reversal. Loans grew 1% qoq to Rp1,353tr (+8% yoy), driven by the corporate segment (+17% yoy) and consumer segment (+10% yoy), offsetting slower micro loan growth (+6% yoy). The bank expects FY24F loan growth to be at the lower end of its guidance (10-12%) or slightly below.

#### Trading at below -1.5SD of its 5-year historical implied CoE

BBRI trades at 2.1x PBV, which is at the 5-year mean, while the implied CoE of 10.7% is at -1.5SD of the 5-year avg. of 8.5%. BBRI ought to benefit from an interest rate cut due to its high portion of time deposits in its third-party funds, but elevated CoC and deteriorated subsidiaries' asset quality may raise concerns about the recovery in the micro and ultra-micro segments.

#### Key Financials

Year to 31 Dec	2020A	2021A	2022A	2023A
PPOP (Rpbn)	65,059	80,435	91,285	106,508
Net profit (Rpbn)	21,036	33,467	51,170	60,100
EPS (Rp)	171	220.8	337.6	396.5
EPS growth (%)	(38.8)	29.5	52.9	17.5
BVPS (Rp)	1,840	1,905.1	1,974.8	2,054.4
PER (x)	27.6	21.3	14.0	11.9
PBV (x)	2.6	2.5	2.4	2.3
Dividend yield (%)	2.4	3.7	6.1	7.2
ROAE (%)	9.7	13.0	17.4	19.7

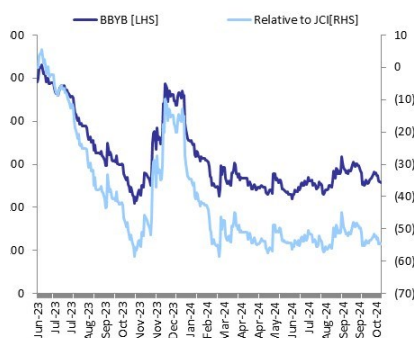
Source: BBRI, BRIDS Estimates

# Buy

(Maintained)

Last Price (Rp)	258
Target Price (Rp)	600
Previous Target Price (Rp)	600
Upside/Downside	+132.6%
No. of Shares (mn)	9,422
Mkt Cap (Rpbn/US\$mn)	2,431/155
Avg, Daily T/O (Rpbn/US\$mn)	15.8/1.0
Free Float (%)	60.0
Major Shareholder (%)	
AKULAKU SIVRR INDONESIA	27.3
GOZCO CAPITAL	8.9
EPS Consensus (Rp)	
	2024F 2025F 2026F
BRIDS	(5.2) 12.4 20.8
Consensus	(2.6) 10.9 20.1
BRIDS/Cons (%)	103.9 14.2 3.8

## BBYB relative to JCI Index



Source: Bloomberg

# Bank Neo Commerce (BBYB IJ)

## Turning positive in 3Q24, lower CoC offsetting the lower NIM; maintain FY24F net losses forecasts

- BBYB reported a slight net profit of Rp10bn in 3Q24 (vs. a slight net loss in 2Q24), resulting in a positive 9M24 NP of Rp4bn.
- As commercial loans kicked in, NIM started to fall to 13.9% (-185bps qoq), while CoC improved 21.0% (-570bps qoq).
- Maintain Buy rating with an unchanged TP of Rp600, supported by a low LDR and sufficient coverage to drive loan and earnings growth.

### 3Q24: net profit turned positive, and loans started to grow

In 3Q24, BBYB recorded a net profit of Rp10bn, marking a turnaround from losses on both a qoq and yoy basis. This brings the 9M24 net profit to Rp4bn, a major recovery from losses of Rp566bn in 9M23, and better than our forecasted Rp63bn net losses and the consensus Rp176bn losses for FY24F. Following a downtrend in its lending balances, BBYB began to show positive loan growth supported by its new initiative, i.e., commercial loans. Loans grew 3% qoq to Rp9.3tr, though still down 16% yoy, while customer deposits declined 4% qoq to Rp14.1tr (-8% yoy). As a result, LDR improved to 65.5% in 3Q24 but remained lower than the 71.7% in 9M23, leaving room for further loan growth.

### Improving CoC at the expense of lower NIM

BBYB's CoC significantly improved to 21.0% in 3Q24 (-5.7% qoq, -8.0% yoy) as the bank's commercial loan portion increased. Consequently, NIM dropped to 13.9% (-185bps qoq, -470bps yoy), primarily due to a lower earning asset (EA) yield of 29.7% (-373bps qoq, -520bps yoy). Meanwhile, CoF improved by 9bps qoq to 6.2% (-14bps yoy) as the bank maintained an ample LDR. The lower NIM caused the bank's NII to decline to Rp579bn (-13% qoq, -25% yoy), bringing its PPOP down to Rp489bn (-18% qoq, -6% yoy). Despite this, net profit turned positive as provision expenses declined.

### We maintain our FY24 estimates of negative earnings

Despite the positive improvement in profitability as commercial loans start to kick in, we have yet to consider it a game changer, as it comes with a much lower yield than digital loans, which could pressure NIM further if the bank cannot lower its CoF. However, we also note that commercial loans will drive the bank's CoC lower.

### Maintain Buy rating on loan growth expansion potentials

We maintain our valuation, which uses a 3-stage DDM, unchanged and retain our Buy rating with a TP of Rp600 (unchanged). We believe the low LDR and ample liquidity should support loan growth expansion. The risks to our view are higher-than-expected NPL.

### Key Financials

Year to 31 Dec	2022A	2023A	2024F	2025F	2026F
PPOP (Rpbn)	288	2,187	2,305	2,657	3,009
Net profit (Rpbn)	(789)	(573)	(63)	150	251
EPS (Rp)	(83.8)	(47.6)	(5.2)	12.4	20.8
EPS growth (%)	(20.0)	(43.2)	(89.1)	(339.3)	67.2
BVPS (Rp)	397.4	276.0	270.8	283.3	304.1
PER (x)	(3.1)	(5.4)	(49.6)	20.7	12.4
PBV (x)	0.6	0.9	1.0	0.9	0.8
Dividend yield (%)	0.0	0.0	0.0	0.0	0.0
ROAE (%)	(23.8)	(16.2)	(1.9)	4.5	7.1

Source: BBYB, BRIDS Estimates

### BRI Danareksa Sekuritas Analysts

#### Victor Stefano

(62-21) 5091 4100 ext. 3503

victor.stefano@brids.co.id

#### Naura Reyhan Muchlis

(62-21) 5091 4100 ext. 3507

naura.muchlis@brids.co.id

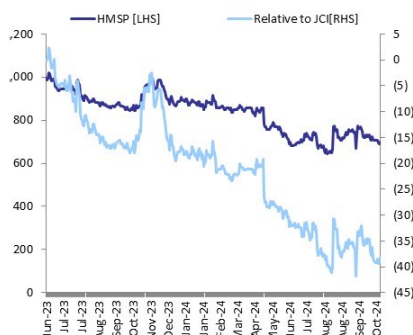


# Hold

(Maintained)

Last Price (Rp)	690
Target Price (Rp)	730
Previous Target Price (Rp)	730
Upside/Downside	+5.8%
No. of Shares (mn)	116,318
Mkt Cap (Rpbn/US\$mn)	81,423/5,166
Avg, Daily T/O (Rpbn/US\$mn)	24.1/1.5
Free Float (%)	7.6
Major Shareholder (%)	
PHILIP MORRIS INDONESIA	92.5
VONTOBEL HOLDING AG	0.4
EPS Consensus (Rp)	
	2024F 2025F 2026F
BRIDS	61.6 65.5 68.7
Consensus	64.7 69.6 75.4
BRIDS/Cons (%)	(4.8) (5.9) (8.9)

## HMSP relative to JCI Index



Source: Bloomberg

### BRI Danareksa Sekuritas Analysts

#### Natalia Sutanto

(62-21) 5091 4100 ext. 3508

natalia.sutanto@brids.co.id

#### Sabela Nur Amalina

(62-21) 5091 4100 ext. 4202

sabela.amalina@brids.co.id

# HM Sampoerna (HMSP IJ)

## Trimming FY24F post weak 3Q24 earnings; expect modest FY25 growth outlook

- Following weak 9M24 results, we have trimmed our FY24F NP by 12.7%, with lower volume and ASP assumptions.
- FY25F offers a better outlook, with projected NP growth of 6.3% yoy and vol. growth of 2% yoy (assuming no excise tax increase).
- Maintain our Hold rating with an unchanged TP of Rp730 (FY25F PE of 11x) as we see uncertainty remains until the MOF regulation is released.

### Weak 9M24 result; FY24F Net Profit revised down by 12.7%.

Following the release of 9M24 results, we have trimmed our FY24F vol. to -4.2% yoy (+0.3% yoy prev.) and reduced our ASP growth expectation to 5.8% (+11.8% yoy prev.). Downtrading pressures have continued to weigh on 9M24 HMSP's sales vol. (-4.6% yoy, with 3Q24: -8.9% yoy), limiting the company's ability to further increase ASP. We do not anticipate any ASP adjustments in 4Q24 as we expect the government to keep excise tax tariffs unchanged for FY25. Consequently, we do not expect any forestalling impact to support 4Q24 sales vol. (our 4Q24 vol. projection: +1.4% yoy, -2% qoq). We estimate that FY24 GPM will remain at 15.7%, with opex-to-revenue decreasing to 8.7% (vs 8.9% in FY23). As a result, we have lowered our FY24F net profit estimate by 12.7% to Rp7.2tr (down 11.5% yoy).

### FY25F net profit growth of 6.3% yoy, supported by 2% yoy vol. growth.

Assuming no excise tax increase in 2025, we project 2.1% yoy vol. growth with 2.7% yoy ASP adjustment, supporting FY25F rev. growth of 4.9% yoy. We expect positive vol. and modest ASP adjustment to lead to a 20bps GPM improvement, translating to FY25 net profit of Rp7.6tr, +6.3% yoy. If the government implements a 5% excise tax increase in FY25 (lower than previous years of 10% on average), we estimate HMSP will offset the tax hike with a 4% ASP increase. Under this scenario, with zero vol. growth, we project modest EPS growth of 4% yoy. However, if HMSP can achieve a 5% ASP increase alongside 3% yoy vol. growth, FY25F EPS growth could reach a stronger 10.7% yoy (exhibit 2).

### Maintain Hold rating as uncertainly persists.

The waiting period for the 2025 excise tax regulation adds uncertainty for cigarette companies. While the plan on maintaining the FY25 excise tax tariff is positive for the industry, pressures on the new government to boost purchasing power, manage rising layoffs, and finance new initiatives may put pressure on tax revenue targets. Therefore, we believe the official MOF regulation is required before we can have better visibility on the sector's outlook. We maintain our Hold rating with an unchanged target price of Rp730, implying an FY25F PE of 11.1x, approximately -1.5 standard deviations below the 3-year average PE.

### Key Financials

Year to 31 Dec	2022A	2023A	2024F	2025F	2026F
Revenue (Rpbn)	111,211	115,983	117,597	123,355	138,114
EBITDA (Rpbn)	8,860	10,074	9,326	9,938	11,201
EBITDA Growth (%)	(9.0)	13.7	(7.4)	6.6	12.7
Net Profit (Rpbn)	6,324	8,097	7,167	7,622	8,518
EPS (Rp)	54.4	69.6	61.6	65.5	73.2
EPS Growth (%)	(11.4)	28.0	(11.5)	6.3	11.8
BVPS (Rp)	242.2	256.8	249.1	253.3	261.3
DPS (Rp)	63.3	54.7	69.3	61.3	65.2
PER (x)	12.9	10.1	11.2	10.5	9.4
PBV (x)	2.9	2.7	2.8	2.7	2.6
Dividend yield (%)	9.0	7.8	10.0	8.9	9.5
EV/EBITDA	8.8	7.8	8.3	7.8	6.9

Source: HMSP, BRIDS Estimates

## RESEARCH COMMENTARY

### ADRO (Buy, TP Rp3,770) – Strong 3Q24 earnings; 9M24 Strong Beat

#### Headline earnings:

- 3Q24 core profit: US\$348mn (-9% qoq/ +5% yoy)
- 9M24 core profit: US\$1.1bn (-6% yoy; 105%/ 94% of BRIDS/ Cons. FY24F – STRONG BEAT)
- 9M24 EBITDA: US\$1.74bn (-6% yoy ;82%/ 89% of BRIDS/ Cons. FY24F – STRONG BEAT)

#### Highlights:

- Solid 3Q24 earnings, driven by a combination of strong sales volume +12% yoy/ +12% qoq (mainly from thermal coal) and lower cost (COGS/ tonne: -13% yoy/ -13% qoq); 9M24 sales volume formed 78% of our FY24F (slight beat)
- The above have more than offset the softer coal ASP in 3Q24 (-10% yoy/ -14% qoq); nonetheless, 9M24 ASP of US\$89.6/t was above our forecast of US\$82/t
- 9M24 coal production volume was solid at 55.6Mt (+10% yoy), forming 88% of our FY24F (above)

#### Outlook/ impact:

- The lower-than-expected cost in 3Q24 was partly due to the lower SR at 3.8x (vs. FY24F of 4.5x), hence a possible reversal or higher cost in 4Q24. Nonetheless, 9M24 earnings already exceeded our FY24F and a strong beat to consensus, leaving room for upgrades. (*Erindra Krisnawan – BRIDS*)

ADRO 9M24 (US\$Mn)	9M24	9M23	yoy%	3Q24	yoy%	qoq%	BRIDS FY24F	% of BRIDS	Cons FY24F	% of cons
Revenue	4,452	4,981	-11%	1,479	-2%	-3%	6,270	71%	5,389	83%
COGS	(2,695)	(2,993)	-10%	(930)	-3%	-2%	(4,202)	64%	(3,477)	78%
<b>Gross profit</b>	<b>1,757</b>	<b>1,988</b>	<b>-12%</b>	<b>549</b>	<b>1%</b>	<b>-5%</b>	<b>2,068</b>	<b>85%</b>	<b>1,912</b>	<b>92%</b>
Gross profit margin	39%	40%		37%			33%		35%	
Opex	(255)	(332)	-23%	(76)	-17%	7%	(389)	66%	(295)	
<b>EBIT</b>	<b>1,502</b>	<b>1,655</b>	<b>-9%</b>	<b>473</b>	<b>5%</b>	<b>-7%</b>	<b>1,679</b>	<b>89%</b>	<b>1,617</b>	<b>93%</b>
EBIT margin (%)	34%	33%	2%	32%	7%		27%		30%	
<b>EBITDA</b>	<b>1,744</b>	<b>1,856</b>	<b>-6%</b>	<b>558</b>	<b>7%</b>	<b>-5%</b>	<b>2,126</b>	<b>82%</b>	<b>1,950</b>	<b>89%</b>
EBITDA margin (%)	39%	37%		38%			34%		36%	
Interest income	122	98	25%	42	22%	0%	20	621%		
Interest expenses	(71)	(81)	-12%	(23)	-15%	-6%	(107)	67%		
Profit/loss in JV	56	75	-26%	17	-24%	-51%	113	50%		
Others	18	(37)	-149%	39	-501%	-365%	(10)			
<b>Profit before tax</b>	<b>1,626</b>	<b>1,710</b>	<b>-5%</b>	<b>547</b>	<b>16%</b>	<b>0%</b>	<b>1,694</b>	<b>96%</b>	<b>1,708</b>	<b>95%</b>
Tax expenses	(301)	(332)	-10%	(102)	16%	10%	(373)			
Minority interests	(143)	(159)	-10%	(41)	12%	-17%	(160)			
<b>Net income</b>	<b>1,183</b>	<b>1,219</b>	<b>-3%</b>	<b>404</b>	<b>17%</b>	<b>0%</b>	<b>1,161</b>	<b>102%</b>	<b>1,182</b>	<b>100%</b>
<b>Core profit</b>	<b>1,109</b>	<b>1,180</b>	<b>-6%</b>	<b>348</b>	<b>5%</b>	<b>-9%</b>	<b>1,058</b>	<b>105%</b>	<b>1,182</b>	<b>94%</b>
Coal production volume (	55.6	50.7	10%	19.8	15%	12%	63.3	88%		
Coal sales volume (Mt)	49.1	53.7	-9%	18.5	12%	12%	63.3	78%		
Thermal	46.1	49.9	-8%	16.9	11%	10%				
Metallurgical	3.0	3.8	-21%	1.5	28%	47%				
Coal ASP (US\$/tonne)	89.6	90.1	-1%	79.4	-10%	-14%	82	109%		
COGS/tonne (US\$/tonne)	62.8	53.6	17%	50.4	-13%	-13%	56	111%		
OB removal (Mn bcm)	234.9	217.4	8%	75.4	3%	14%	286	82%		
Strip ratios	4.2	4.3	-1%	3.8	-10%	1%	5	94%		

### ANTM (Buy, TP: Rp2,000): Above cons, in line with ours

- 3Q revenue stood at Rp20tr, +37% qoq, with 9M24 at Rp43tr, +40% yoy, reaching 105%/90% of our/cons estimates.
- 3Q NP stood at Rp651bn, -50% qoq, while 9M24 NP reached Rp2.2tr, -23% yoy, reaching 76%/91% of our/cons estimates.
- 3Q rev. outperformance was driven by robust gold sales of 12.5 tonnes, which was its highest ever quarterly sales. However, FeNi sales still lagged at 4.8kt, -29% qoq, and nickel ore sales were flat at 2.4mn wmt, +0% qoq, despite more RKAB approvals in 3Q. Thus, profitability did not improve with GPM at 10.5% (vs. 12% in 2Q).
- Furthermore, ANTM recorded a forex loss of Rp428bn, which brought down pre-tax profits to Rp972bn, -38% qoq

- We believe an earnings upgrade on cons number is required as we expect its 4Q24 to improve on 1) stronger nickel ore premium, 2) lower FeNi cash cost from energy cost switch to PLN grid, and 3) lower gold sales, which should lift overall profitability. (*Timothy Wijaya – BRIDS*)

## Aneka Tambang

ANTM	3Q23	2Q24	3Q24	q-q (%)	y-y (%)	9M23	9M24	y-y (%)	% of 24	% of Cons
<b>PROFIT &amp; LOSS (IDRbn)</b>										
Revenue	9,238	14,569	20,012	37%	117%	30,899	43,201	40%	105.4	90.3
Cost of revenue	(7,381)	(12,816)	(17,912)	40%	143%	(24,801)	(39,098)	58%		
Gross profit	1,857	1,753	2,100	20%	13%	6,098	4,103	-33%		
Operating expenses	(838)	(729)	(768)	5%	-8%	(2,752)	(2,239)	-19%		
Operating profit	1,019	1,024	1,331	30%	31%	3,345	1,864	-44%	60.0	91.8
EBITDA	876	1,432	1,753	22%	100%	4,566	3,079	-33%		
Other income/(expense)	203	541	(359)	-166%	n.a	339	759	124%		
Pre-tax profit	1,222	1,564	972	-38%	-20%	3,684	2,622	-29%		
Taxes	(263)	(262)	(255)	-3%	-3%	(835)	(393)	-53%		
Non-controlling interests	-	(10)	66	-773%	n.a	0	28	n.a		
Net profit	959	1,312	651	-50%	-32%	2,849	2,201	-23%	76.1	90.8
<b>Margins (%)</b>										
Gross	20.1	2.1	2.9			19.7	9.5			
EBIT	11.0	(7.2)	(5.7)			10.8	4.3			
EBITDA	9.5	9.8	8.8			14.8	7.1			
Net	10.4	2.3	2.8			9.2	5.1			

Operational data	3Q23	2Q24	3Q24	q-q (%)	y-y (%)	9M23	9M24	y-y (%)
Gold production (Kg)	315	273	304	11%	-3%	910	743	-18%
Gold sales (Kg)	5,952	8,857	12,598	42%	112%	19,460	28,567	47%
Ferronickel production (Ton)	5,250	5,380	5,075	-6%	-3%	15,787	15,244	-3%
Ferronickel sales (Ton)	3,526	6,778	4,829	-29%	37%	14,132	11,691	-17%
Nickel ore production (Kton)	3,738	2,742	3,118	14%	-17%	10,553	7,304	-31%
Nickel ore sales (Kton)	3,154	2,355	2,353	0%	-25%	9,421	5,712	-39%
Bauxite production (Kton)	566,450	390,212	94,784	-76%	-83%	1,417,306	637,713	-55%
Bauxite sales (Kton)	533,520	-	97,430	-	-82%	988,513	97,430	-90%
Alumina production (Kton)	36,928	37,983	43,148	14%	17%	114,524	105,883	-8%
Alumina sales (Kton)	36,244	46,118	44,625	-3%	23%	108,351	133,065	23%

Source: Company, BRIDS

## ASII (Buy, TP: Rp5,700) - 9M24 Results: Above

- ASII recorded NP of Rp25.8tr in 9M24 (+1% yoy), 85%/84% of our/cons numbers (above). 3Q24 NP reached Rp9.9tr (+19% qoq, +21% yoy).
- ASII revenue reached Rp246.3tr (+2% yoy), 80%/79% of our/cons estimates (above). 3Q24 revenue reached Rp86.3tr (+10% qoq, +10% yoy). Revenue was driven by: 1) In line with the 4W recovery and the 2W strong run rate, auto revenue improved by 12% qoq in 3Q24 (9M24: +0.4% yoy); 2) the financial services segment remained robust with a +6% qoq improvement (9M24: +11% yoy); 3) The HE segment still recorded another impressive quarter (3Q24: +9% qoq, 9M24: +2% yoy).
- Operating income declined by 2% yoy in 9M24 but still improved by 2% qoq in 3Q24. Auto OPM improved to 1.2% in 3Q24 (2Q24: 1%), albeit still lower than ~2% level in 2023. On the other hand, operating income for the HE segment was relatively flat (3Q24: +0.4% qoq, 9M24: -2% yoy).
- Equity income improved by 7% yoy in 9M24 (3Q24: +14% qoq), driven mostly by AHM (9M24: +12% yoy, 3Q24: +21% qoq).
- Overall, it was a strong result for ASII, and we believe the consensus will upgrade their numbers post-result. ASII will conduct an analyst meeting on November 1, 2024, at 4pm WIB. (*Richard Jerry, CFA – BRIDS*)

(in Rpbn)	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %	FY24 (BRIDS)	A/F, %	FY24 (Cons)	A/F, %
Revenue	78,520	78,758	86,362	9.7	10.0	240,913	246,329	2.2	307,846	80	312,500	79
Gross profit	16,954	18,015	19,052	5.8	12.4	53,587	54,652	2.0	68,811	79	69,219	79
Operating income	9,713	10,694	10,924	2.2	12.5	32,439	31,772	(2.1)	40,420	79	39,535	80
EBITDA	13,556	15,341	15,713	2.4	15.9	43,599	45,770	5.0	54,123	85	53,906	85
Equity income	2,634	2,400	2,749	14.5	4.4	7,249	7,758	7.0	8,938	87		
Net income	8,242	8,392	9,998	19.1	21.3	25,691	25,854	0.6	30,267	85	30,752	84

#### Margins, %

Gross margin	21.6	22.9	22.1			22.2	22.2		22.4		22.2	
Operating margin	12.4	13.6	12.6			13.5	12.9		13.1		12.7	
EBITDA margin	17.3	19.5	18.2			18.1	18.6		17.6		17.2	
Net margin	10.5	10.7	11.6			10.7	10.5		9.8		9.8	

#### Revenue Breakdown, IDRbn

(in Rpbn)	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %	FY24 (BRIDS)	A/F, %
Automotive	33,438	30,811	34,525	12.1	3.3	99,162	99,529	0.4	116,141	86
Financial services	7,730	8,136	8,592	5.6	11.2	21,983	24,504	11.5	31,129	79
Agribusiness	6,291	5,513	5,974	8.4	(5.0)	15,682	16,287	3.9	20,123	81
Information Technology	765	677	750	10.8	(2.0)	2,078	2,038	(1.9)	3,028	67
Heavy equipment	28,921	32,102	35,044	9.2	21.2	97,598	99,558	2.0	117,824	84
Infra & logistic	2,263	1,996	2,120	6.2	(6.3)	6,668	6,176	(7.4)	8,467	73
Property & others	202	298	390	30.9	93.1	621	910	46.5	1,049	87

#### Operating Income, IDRbn

(in Rpbn)	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %	FY24 (BRIDS)	A/F, %
Automotive	874	313	425	35.8	(51.4)	2,507	1,258	(49.8)	1,692	74
Financial services	2,128	2,212	2,231	0.9	4.8	6,016	6,643	10.4	8,333	80
Agribusiness	534	340	368	8.2	(31.1)	866	947	9.4	1,214	78
Information Technology	67	62	69	11.3	3.0	136	159	16.9	184	86
Heavy equipment	5,545	7,116	7,147	0.4	28.9	21,200	20,856	(1.6)	26,165	80
Infra & logistic	487	534	533	(0.2)	9.4	1,450	1,533	5.7	1,817	84
Property & others	18	31	68	119.4	277.8	67	123	83.6	170	72

## BELI (Buy, TP: Rp520) –In Line Earnings, New Marketing efforts in 3Q24 with Dekoruma

### 9M24: Consistent Earnings Loss Improvements

- Blibli reported a net loss of Rp1.86tr in 9M24 (improved by +30% yoy), performing better than our forecast and representing 59% of our FY24F projected losses. This improvement was driven by mild TPV growth, a better take rate, enhanced GP margins, and lower OPEX. The 9M24 EBITDA loss reached Rp1.58tr (improved by 34% yoy), representing 66% of our FY24F estimate. Specifically:
- 9M24 TPV: Reached Rp56.3tr (+3% yoy), with growth mainly attributable to institutional clients and physical stores, as Blibli optimized TPV in 1P/3P retail over recent quarters. By the end of 9M24, Blibli operated 192 electronic stores, 62 supermarkets, and 31 Dekoruma stores, compared to 155, 67, and 0 stores, respectively, a year ago.
- 9M24 Take Rate: Stood at 6.68% (+186bps yoy), with notable improvements across 1P, 3P, and institutional clients, though physical stores saw a slight decrease.
- OPEX: Down by 5% yoy, improving by 65bps yoy in relation to TPV.

### 3Q24 Earnings: Strong TPV Accompanied by Significant Marketing and Discounts

- Blibli posted a net loss of Rp680bn in 3Q24 (-39% qoq, +24% yoy), with flat gross profit despite higher TPV, increased OPEX, and higher finance costs. Specifically:
- TPV: Increased to Rp19.9tr (+9% qoq, +12% yoy), with growth across all verticals, primarily from Dekoruma's acquisition in 1P Retail. Discounts rose significantly, by 45% qoq and 91% yoy, indicating Blibli's new marketing initiatives. Consequently, GP reached Rp794bn (-1% qoq), showing substantial improvement on a yoy basis.
- OPEX: Driven primarily by marketing activities, with S&M expenses up by 18% qoq.
- Finance Cost: Higher finance costs negatively impacted 3Q24 earnings.



## Other Highlights:

- The recent equity injection of Rp2.25tr from the group should help alleviate finance costs.
- We expect the new Marunda warehouse (operational from October) to significantly enhance logistics and fulfillment economics by optimizing costs and expanding the warehouse network. Additionally, this should enable increased revenue from both merchants and users. *(Niko Margaronis – BRIDS)*

### Blibli 9M24 financials & KPIs

(Rp bn) unless otherwise	3Q23	2Q24	3Q24	Δ QoQ	Δ YoY	9M23	9M24	Δ YoY
Users	2,000,000	2,100,000	2,000,000	-5%	0%	3,900,000	3,900,000	0%
AOV (Rp)	1,512,589	1,630,769	1,741,331	7%	15%	1,566,659	1,677,789	7%
TPV	17,845	18,356	19,939	9%	12%	54,628	56,267	3%
1P	1,745	972	1,545	59%	-11%	6,242	3,872	-38%
3P	12,141	13,020	13,902	7%	15%	37,948	39,585	4%
Institutions	2,793	2,846	2,892	2%	4%	6,945	8,209	18%
Physical Stores	1,165	1,518	1,600	5%	37%	3,493	4,601	32%
Gross revenue	4,007	4,352	4,891	12%	22%	12,364	13,550	10%
Discounts	(320)	(423)	(611)	-45%	-91%	(901)	(1,419)	-57%
% Total TPV (1P, 3P, Physical)	(2.1)	(2.7)	(3.6)	-86bps	-146bps	(1.9)	(3.0)	-106bps
Net revenue	3,687	3,929	4,279	9%	16%	11,462	12,132	6%
GPBD	862	1,226	1,405	15%	63%	2,634	3,759	43%
Blended take rate (%)	4.83	6.68	7.05	37bps	222bps	4.82	6.68	186bps
Gross profit	542	803	794	-1%	46%	1,733	2,340	35%
1P	38	50	90	79%	134%	167	203	22%
3P	279	334	323	-3%	16%	846	959	13%
Institutions	33	185	131	-29%	301%	116	454	290%
Physical Stores	192	233	249	7%	30%	604	723	20%
GP margin (%)	14.7	20.4	18.5	-190bps	384bps	15.1	19.3	417bps
1P	2.6	6.1	7.6	153bps	504bps	3.1	6.5	339bps
3P	100.0	100.0	100.0	0bps	2bps	100.0	100.0	0bps
Institutions	3.7	12.8	9.4	-333bps	575bps	5.5	11.2	573bps
Physical Stores	18.9	17.7	18.1	32bps	-84bps	19.6	18.1	-150bps
EBITDA	(817)	(477)	(528)	-11%	35%	(2,403)	(1,576)	34%
EBITDA % TPV	(4.6)	(2.6)	(2.6)	-5bps	195bps	(4.4)	(2.8)	160bps
OPEX	(1,418)	(1,333)	(1,380)	-4%	3%	(4,317)	(4,081)	5%
Operating profit	(876)	(530)	(586)	-11%	33%	(2,583)	(1,741)	33%
Net Loss	(889)	(489)	(680)	-39%	24%	(2,650)	(1,864)	30%
		-2.66%	-3.41%					
OPEX as % of TPV	(7.9)	(7.3)	(6.9)	34bps	103bps	(7.9)	(7.3)	65bps
S&M as % of TPV	(3.1)	(2.5)	(2.7)	-21bps	44bps	(3.0)	(2.6)	43bps
G&A as % of TPV	(5.0)	(4.8)	(4.6)	22bps	47bps	(5.0)	(4.8)	17bps

## BMRI (Buy, TP: 8,200) - 3Q24 Results (In Line) and Concall KTA

### 9M24 Insight:

- Net profit up 8% yoy: BMRI reported net profits of Rp42.0tr (+8% yoy), in line with ours (74%) and consensus' FY24F (75%) as PPOP rose 7% yoy and provision expenses only increased 4% yoy amid high loan growth.
- Strong loan growth offsetting the lower NIM: Loans grew 21% yoy while deposits grew 15% yoy, resulting in a higher LDR of 93.2% in 9M24 from 90.5% in 1H24. This led to positive NII growth despite a lower NIM, which decreased by 48bps yoy to 5.1% in 9M24.
- Corporate continues to drive loan growth at 29% yoy: BMRI's loans expanded to Rp1,590tr (+4% qoq, +21% yoy), driven by the corporate (+29%) and commercial (+24%) segments, while other segments also expanded double digits but below the consolidated growth rate. The bank's FY24 loan growth guidance remained at 16-18%, noting that 4Q23 is a high base and hinting at an FY25F loan growth of 15%, above the expected industry growth of 10-11%.

- Improving CoC from loan mix: As of 9M24, BMRI's CoC stood at 0.9% (9M23: 1.0%) as the loan mix shifted toward a higher portion of safer loans in the corporate and commercial segments, and NPL formation improved.
- Asset quality remained sound across segments: In 3Q24, BMRI reported an NPL of 1.1% (2Q24: 1.2%), driven by bank-only with qoq improvement across business segments, partly offset by the subsidiaries.
- Still ample coverage despite a decline: Lower provisions led to lower NPL and LaR coverage at 281% (2Q24: 293%) and 43% (2Q24: 44%), respectively, both above pre-COVID levels of 141% and 41%.
- Guiding for lower CoC: As BMRI anticipates continuous asset quality improvement, the bank is targeting a new FY24 CoC target below 1% (previously 1.0-1.2%) but expects the LT ratio to normalize within the 1.0-1.2% range.

## 3Q24 Insight:

- Net profit up 12% qoq and 12% yoy: BMRI reported net profits of Rp15.5tr, driven by high loan growth offsetting its lower NIM, with robust asset quality.
- Bank-only NIM declined qoq: NIM decreased to 4.9% in 3Q24 from 5.1% in 2Q24, as loan yield declined by 6bps while CoF rose by 16bps qoq. We believe this is mainly due to the bank's aggressive corporate loan disbursement. Consolidated NIM remained stable, supported by subsidiaries.
- CoC declined due to Sep24 reversal: With support from the corporate and commercial segments, BMRI recorded a CoC of only 0.9% in 3Q24 (2Q24: 1.1%).
- Strong cash recoveries and subsidiaries: Recovery income increased to Rp2.0tr (+28% qoq, +27% yoy), and subsidiary income rose to Rp3.1tr (+110% qoq, +68% yoy), bolstering non-NII growth.

## Sep24 Insight (Bank-only):

- Provision reversal supporting bottom line: BMRI reported a net profit of Rp5.4tr in Sep24 (+26% mom, +23% yoy), with a CoC of -0.2% (reversal).
- Strong PPOP due to higher other operating income: Other operating income increased to Rp3.1tr (+34% mom, +33% yoy), allowing BMRI to book robust PPOP of Rp6.4tr (+8% mom, +28% yoy).

## Summary:

- Overall performance: Despite ongoing challenges with its NIM, BMRI achieved solid net profit growth through high loan growth, growing fee-based income, and sound asset quality, which we view as a positive development. *(Victor Stefano & Naura Reyhan Muchlis – BRIDS)*

BMRI - Bank Only (Rpbn)	Sep-23	Aug-24	Sep-24	mom, %	yoy, %	9M23	9M24	yoy, %	FY23	9M23/FY23	FY24F	9M24/FY24F	FY24C	9M24/FY24C
Interest income	8,014	9,586	9,529	-1%	19%	72,294	82,164	14%	97,831	74%	149,120	55%		
Interest expense	(2,265)	(3,212)	(3,314)	3%	46%	(18,895)	(26,434)	40%	(26,604)	71%	(47,692)	55%		
<b>Net interest income</b>	<b>5,748</b>	<b>6,374</b>	<b>6,215</b>	<b>-2%</b>	<b>8%</b>	<b>53,399</b>	<b>55,730</b>	<b>4%</b>	<b>71,227</b>	<b>75%</b>	<b>101,429</b>	<b>55%</b>	<b>103,772</b>	<b>54%</b>
Other operating income	2,355	2,334	3,135	34%	33%	21,452	23,473	9%	32,452	66%	44,138	53%	45,111	52%
Operating expenses	(3,065)	(2,731)	(2,909)	7%	-5%	(25,406)	(25,442)	0%	(35,623)	71%	(56,737)	45%		
<b>PPOP</b>	<b>5,038</b>	<b>5,977</b>	<b>6,440</b>	<b>8%</b>	<b>28%</b>	<b>49,445</b>	<b>53,760</b>	<b>9%</b>	<b>68,056</b>	<b>73%</b>	<b>92,878</b>	<b>58%</b>		
Provision	424	(608)	161	n/a	-62%	(5,307)	(5,885)	11%	(5,367)	99%	(15,368)	38%	(14,694)	40%
Pre-tax profit	5,465	5,401	6,605	22%	21%	44,177	47,959	9%	62,787	70%	77,553	62%	77,209	62%
<b>Net profit</b>	<b>4,425</b>	<b>4,331</b>	<b>5,447</b>	<b>26%</b>	<b>23%</b>	<b>35,937</b>	<b>39,007</b>	<b>9%</b>	<b>51,097</b>	<b>70%</b>	<b>56,817</b>	<b>69%</b>	<b>56,385</b>	<b>69%</b>
										YTD, %				
Loans	1,016,043	1,222,126	1,240,838	2%	22%	1,016,043	1,240,838	22%	1,085,787	14%	1,599,449		1,613,285	
Customer deposits	1,150,727	1,302,804	1,323,988	2%	15%	1,150,727	1,323,988	15%	1,242,146	7%	1,804,456		1,767,728	
<b>Key Ratio</b>				mom, bps	yoy, bps			yoy, bps		9M24 vs FY23, bps		vs FY24F, bps		
Earning Asset yield (%) - ann	7.2	7.4	7.2	↓ (15)	↗ 7	7.3	7.3	↗ (3)	7.3	↗ (3)	7.2	↗ 13		
Cost of fund (%) - ann	2.4	3.0	3.0	↗ 6	↓ 65	2.2	2.7	↓ 56	2.3	↓ 47	2.5	↓ 23		
NIM (%) - ann	5.1	4.9	4.7	↓ (19)	↓ (42)	5.4	4.9	↓ (46)	5.3	↓ (39)	4.9	↗ 7		
CIR (%) - ann	37.8	31.4	31.1	↗ (24)	↗ (671)	33.9	32.1	↗ (182)	34.4	↗ (224)	37.9	↗ (580)		
Cost of credit (%) - ann	(0.5)	0.6	(0.2)	↗ (76)	↓ 35	0.7	0.7	↗ (6)	0.5	↓ 13	1.0	↗ (36)		
CASA Ratio (%)	78.8	78.0	78.4	↗ 33	↓ (41)	78.8	78.4	↓ (41)	79.4	↓ (103)	63.5	↗ 1,492		
LDR (%)	88.3	93.8	93.7	↗ (9)	↓ 542	88.3	93.7	↓ 542	87.4	↓ 631	88.6	↓ 508		

**BNGA (Not Rated) - 3Q24 Results (In Line) and Meeting KTA**9M24 Insight:

- In line Net Profit Growth Facilitated by Improved Asset Quality: BNGA posted a 5% yoy growth in net profit, reaching Rp5.1tr, which is 76% of the consensus estimate (in line). This was primarily supported by a 17% yoy reduction in provision expenses.
- CoC Improvement: CoC decreased to 0.9% in 9M24 from 1.2% in 9M23, reflecting the bank's focus on enhancing asset quality.
- Conservative loan growth reducing LDR: LDR fell to 85.4% (-149bps qoq, -195bps yoy) in 9M24, driven by the bank's conservative approach to loan growth (+1% qoq, +6% yoy), while customer deposits rose 9% yoy (+2% qoq). The lower LDR also contributed to a decline in NIM.
- NIM Contraction Due to Elevated Funding Cost: NIM declined to 4.1% (-34bps yoy) in 9M24, mainly due to a significant rise in CoF to 4.0% (+60bps yoy), with a flattish loan yield of 8.3%.
- CIR: CIR reached 45.2% (+17bps yoy) in 9M24, as the bank continued to invest in human capital, digital capabilities, and cybersecurity.

3Q24 Insight:

- Net Profit: BNGA's net profit stood at Rp1.7tr (flat qoq, +3% yoy), with NII decreasing by 1% qoq and remaining flat yoy.
- NIM Pressure: NIM continued to face pressure, dropping to 4.0% (-16bps qoq, -24bps yoy) due to an increase in lower-yielding corporate and USD loans, alongside carbon securities investments. Although deposit costs rose, the bank anticipates that recent and potential future rate cuts will reduce funding costs and improve NIM.
- Stable CoC: CoC remained steady qoq at 0.9% in 3Q24.

CASA:

- The CASA ratio remained stable at 66.7% (+218bps qoq, -2bps yoy), driven by SME, retail, and digital channels.
- Special rates were selectively offered, though CASA growth was largely attributed to commercial and corporate banking, which typically incurs lower costs compared to time deposits.
- Growth in CASA was also supported by targeted FX pricing strategies, particularly in secondary cities and specific currencies, such as SGD.

Loan Growth and Asset Quality:

- The bank continues to prioritize asset quality and responsible growth, maintaining a conservative FY24 loan growth target of 5-7% yoy.
- SME Segment: The bank aims to accelerate SME loan growth, particularly in second-tier cities across Indonesia.
- The corporate segment remained competitive, and the bank emphasizes maintaining quality loans from top-tier corporates and multinational companies.
- In 3Q24, NPL and LaR improved to 2.0% (-14bps qoq, -43bps yoy) and 9.6% (-60bps qoq, -310bps yoy), respectively.
- The bank anticipates CoC to remain below 1% in 2024, despite some of the higher yielding auto and SME loans. However, the bank projects a potential gradual increase in CoC in the coming years as retail and SME segments expand.

Sharia:

- Sharia loans saw double-digit growth, especially in retail and SME segments.
- The Sharia business is on track to be spun off by 2026, in compliance with the regulations.

## Mortgages:

- Mortgage loan growth remained conservative due to intense competition in major cities from banks with lower funding costs, making it financially impractical for further investment.
- The company is selectively focusing on secondary cities with better return potential to drive profitable growth, rather than competing in primary markets with thin or negative returns.
- While cross-sell opportunities exist, the penetration of wealth management products currently outpaces that of mortgages.

## FY24 Guidance:

- The bank's loan growth guidance remains between 5-7%, and the CIR target is maintained at below 45%.
- NIM guidance has been revised down to 4.1%-4.2% from 4.2%-4.4%.
- The bank upgraded its CoC target to below 1%, from the previous range of 1.0%-1.1%.

## Summary:

- Overall Performance: BNGA's 3Q24 performance reflects steady net profit growth, supported by improved asset quality and lower provision expenses, though pressures on NIM remain due to elevated funding costs. The bank maintained a conservative loan growth strategy, while CASA growth was stable. Looking forward, BNGA expects continued stability in CoC, with guidance for moderate loan growth and potential NIM improvement following the recent rate cut. The bank remains focused on responsible growth. *(Victor Stefano & Naura Reyhan Muchlis – BRIDS)*

BNGA - Financial (Rpbn)	3Q23	2Q24	3Q24	qoq, %	yoy, %	9M23	9M24	yoy, %	FY24C	A/C
Interest income	5,710	6,006	6,173	3%	8%	16,714	18,023	8%		
Interest expense	2,357	2,635	2,820	7%	20%	6,527	8,015	23%		
Net interest income	3,352	3,371	3,352	-1%	0%	10,187	10,008	-2%		
Other operating income	1,136	1,414	1,448	2%	27%	4,319	4,376	1%		
Operating expenses	2,089	2,084	2,258	8%	8%	6,530	6,499	0%		
PPOP	2,399	2,700	2,542	-6%	6%	7,977	7,885	-1%		
Provision	249	492	492	0%	98%	1,779	1,475	-17%		
Operating Profit	2,150	2,208	2,050	-7%	-5%	6,198	6,410	3%		
Net profit	1,669	1,726	1,726	0%	3%	4,902	5,133	5%	6,754	76%

Loans	205,479	217,082	218,580	1%	6%	205,479	218,580	6%		
Customer deposits	235,260	249,844	255,971	2%	9%	235,260	255,971	9%		

Key Ratio				qoq, bps	yoy, bps				yoy, bps
Loan yield (%) - ann	8.4	8.3	8.3	👉 (6)	👇 (14)	8.3	8.3	👉	1
Cost of fund (%) - ann	3.6	4.1	4.2	👇 11	👇 59	3.4	4.0	👇	60
NIM (%) - ann	4.3	4.2	4.0	👇 (16)	👇 (24)	4.4	4.1	👇	(34)
CIR (%) - ann	46.6	43.6	47.0	👇 348	👇 49	45.0	45.2	👇	17
Cost of credit (%) - ann	0.5	0.9	0.9	👉 (1)	👇 42	1.2	0.9	👉	(26)
ROE (%) - ann	14.3	13.7	13.6	👇 (11)	👇 (72)	14.1	13.6	👇	(55)
CASA ratio (%)	66.7	64.5	66.7	👉 218	👉 (2)				
LDR (%)	87.3	86.9	85.4	👉 (149)	👉 (195)				
NPL ratio (%)	2.5	2.2	2.0	👉 (14)	👉 (43)				
LaR ratio (%)	12.7	10.2	9.6	👉 (60)	👉 (310)				

## BUKA (Buy, TP: Rp340) – 9M24 Results: Below

### 9M24 earnings:

- BUKA turned a normalized net profit of Rp342bn in 9M24 from a net loss in the previous year, mainly supported by OPEX savings and strong finance income, forming 62.8%/148.8% of our/cons FY24F ests. This result is below estimates, as NP is sourced from non-core activities.
- 9M24 TPV growth was soft, reaching Rp124.1tr (+1.2% yoy), accompanied by a flattish blended take rate. Consequently, net revenue was also soft (+1.8% yoy). 9M24 COGS increased significantly (due to a model shift towards 1P retail); hence, the 9M24 contribution margin reached Rp347bn (-15.4% yoy).
- 9M24 adj. EBITDA loss sits at Rp-193bn.
- Finance income grew by 37.7% yoy to Rp784bn.



### 3Q24 earnings:

- BUKA achieved a normalized net profit of Rp36bn (-70.0% qoq, -42.9% yoy) in 3Q24 amid a decline in 3Q revenue, a lower EBITDA margin, and flattish non-operating items.
- 3Q24 net revenue reached Rp13.8tr (-2.2% qoq, +8.2% yoy), primarily due to a much lower take rate (-62bps qoq, -42bps yoy) resulting from both the Mitra and marketplace verticals.
- The adj. EBITDA loss worsened to Rp-168bn (-127% qoq, -73% yoy) due to recording a legal expense of Rp110bn in 3Q.
- Finance income was flat at Rp259bn. *(Niko Margaronis – BRIDS)*

Key Financials & KPIs Bukalapak.com (Rp bn) 3Q24

Rpbn	3Q23	2Q24	3Q24	Δ %qoq	Δ % yoy	9M23	9M24	Δ %yoy	FY24F BRIDS	Achiev %	FY24F Midpoint Guidance	Achiev %	FY24F Conse nsus	Achiev. %
TPV	41,060	41,203	41,084	(0.3)	0.1	122,623	124,077	1.2	178,726	69%				
Mitra TPV	19,619	20,984	18,446	(12.1)	(6.0)	56,811	59,625	5.0	97,182	61%				
Marketplace TPV	21,442	20,219	22,638	12.0	5.6	65,812	64,452	(2.1)	81,545	79%				
Blended take rate %	2.82	3.02	2.40	(0.6)	(0.4)	2.72	2.74	0.0						
Mitra take rate %	2.86	2.72	2.49	(0.2)	(0.4)	2.81	2.80	(0.0)						
Marketplace take rate %	2.96	3.50	2.49	(1.0)	(0.5)	2.79	2.84	0.1						
Net Revenue	1,158	1,244	987	(20.7)	(14.8)	3,339	3,400	1.8	5,200	65.4	5,215	65.2	5,091	66.8
Mitra	561	571	459	(19.6)	(18.2)	1,597	1,670	4.6						
Marketplace	635	708	563	(20.5)	(11.3)	1,836	1,831	(0.3)						
IC	(38)	(35)	(35)	n/m	n/m	(94)	(101)	7.7						
Gross Profit (GP)	295	251	138	(44.9)	(53.1)	845	600	(29.0)						
Mitra	30	46	31	(31.4)	5.0	100	124	24.5						
Marketplace	199	206	107	(47.9)	(46.2)	744	475	(36.2)						
BukaPengadaan	66	-	-	n/a	n/a	1	-	n/m						
Selling & marketing (S&M)	(113)	(90)	(77)	13.7	31.3	(435)	(252)	41.9						
Contribution margin (net revenue - S&M)	182	162	61	(62.2)	(66.5)	410	347	(15.4)	811	42.8				
number of employees	1,570	1,264	1,219	(3.6)	(22.4)	1,570	1,219	(22.4)						
Adjusted EBITDA	(95)	(41)	(168)	(127.0)	(73.0)	(429)	(193)	55.0	205	(94.1)	200	(96.5)		
EBITDA margin %	(8.2)	(3.3)	(17.0)	(13.7)	(8.8)	(12.8)	(5.7)	7.2						
TPV %	(0.23)	(0.10)	(0.41)	(0.3)	(0.2)	(0.3)	(0.2)	0.2						
Finance income	221	259	259	(0.3)	17.0	569	784	37.7						
Finance expense	(1)	(1)	(1)	10.1	(3.2)	(4)	(3)	20.5						
associated income (loss)	(7)	(11)	(13)	(19.3)	(97.5)	(22)	(36)	(63.9)						
Net profit (loss)	(387)	(710)	163	n/a	n/a	(776)	(589)	24.1						
Core Net profit (loss)	63	120	36	(70.0)	(42.9)	(74)	342	n/a	545	62.8			230	148.8

### GGRM (Hold, TP: Rp17,500) - Below Estimates with Weak Revenue, Lower Margins and Higher Opex

- GGRM reported a weak 3Q24 net profit of Rp67bn, down 80% qoq and 94% yoy, resulting in a 9M24 NP of Rp992bn, down 78% yoy. The 9M24 net profit accounted for 25% of our FY24F and 30% of consensus estimate, i.e below.
- In 3Q24, GGRM's revenue went down 8% yoy to Rp23.9tr. Lower margins and higher promotion cost put pressure on 3Q24 net profit.
- In 9M24, only SKT revenue showed 4% yoy growth, while SKM revenue declined by 11% yoy. *(Natalia Sutanto & Sabela Nur Amalina – BRIDS)*

GGRM	9M23	9M24	yoy	3Q23	2Q24	3Q24	qoq	yoy	2024F	A/F	A/Cons	F/C
Revenue, Rpbn	81,749	73,893	-10%	25,897	23,754	23,875	1%	-8%	101,631	73%	69%	94.6%
Gross profit	11,418	7,321	-36%	3,485	2,276	2,252	-1%	-35%	11,797	62%	61%	98.7%
Operating profit	5,979	1,627	-73%	1,616	483	222	-54%	-86%	5,333	31%	37%	119.8%
Pretax profit	5,752	1,377	-76%	1,539	460	126	-72%	-92%	5,104			
Net profit	4,457	992	-78%	1,168	330	67	-80%	-94%	3,981	25%	30%	121.6%
Gross margin, %	14.0%	9.9%		13.5%	9.6%	9.4%			11.6%			
Opex to revenue, %	6.7%	7.7%		7.2%	7.6%	8.5%			6.4%			
Operating margin, %	7.3%	2.2%		6.2%	2.0%	0.9%			5.2%			
Pretax margin, %	7.0%	1.9%		5.9%	1.9%	0.5%			5.0%			
Net margin, %	5.5%	1.3%		4.5%	1.4%	0.3%			3.9%			
By divisions	9M23	9M24	yoy	3Q23	2Q24	3Q24	qoq	yoy				
Revenue, Rpbn												
Export	1,154	1,113	-4%	328	383	346	-9.7%	5.6%				
Domestic												
SKM	72,828	64,884	-11%	22,832	20,811	21,054	1.2%	-7.8%				
SKT	6,895	7,168	4%	2,488	2,343	2,263	-3.4%	-9.0%				

Source: Company, BRI Danareksa Sekuritas, Bloomberg

## GOTO IJ (Buy, TP: Rp90) – In Line Earnings, Strong 3Q24 Adj. EBITDA Firmly in Positive Territory, with Continued Loan Growth Guidance

### 9M24 earnings:

- GOTO reported an accounting net loss of Rp4.3tr (improved by +54.8% yoy) in 9M24, well in line with our FY24F estimate. GOTO has significantly reduced its EBIT losses to Rp2.1tr (-76.7% yoy) with improvements across verticals, including corporate costs.
- On a pro-forma basis, GOTO delivered adj. EBITDA of -13bn (+99.4% yoy), supported by significant improvements in GTV and contribution margin. Key highlights include:
- GOTO GTV reached Rp375tr in 9M24, growing by +28.1% yoy with growth in both Fintech and ODS.
- GTF's revenue from lending fees reached Rp1.2tr (+593% yoy), and outstanding loans grew by 200% yoy to Rp4.3tr, with 45%/40%/15% of the loans originating from Shop Tokopedia, Gojek, and Gopay app, respectively. GTF currently has 18.8mn MTUs.
- GOTO contribution margin reached Rp3.86tr (+87.4% yoy).

### 3Q24 earnings:

- GOTO reported an accounting net loss of Rp1.6tr in 3Q24 (improved by +12.2% qoq, +32.4% yoy).
- On a pro-forma basis, GOTO delivered a strong adj. EBITDA of Rp137bn, compared to a loss of -48bn in 2Q24, supported by significant improvement in GTV and strong growth in the contribution margin. Specifically:
- GOTO GTV and Core GTV grew by 13.1% qoq and 13.3% qoq, respectively.
- Blended take rate was slightly lower by 10bps qoq at 3.4% in 3Q24.
- Contribution margin grew across all verticals, i.e., ODS, Fintech, and e-commerce.
- Apt improvement in 3Q24 adj. EBITDA across all verticals.

### Other highlights:

- Significant room for further lending growth. Loan penetration is relatively low only small % of GTF users. Demand for credit is substantial, with 1 in 7 users of GoPay and Gojek services over the last 12 months applying for credit. GOTO estimates that loans could double by the end of 2025.
- ODS still with a growth trajectory. ODS is expected to grow further in 4Q24 but at a slower pace due to weak macro conditions. Nonetheless, GOTO anticipates budgeting ~mid-teens growth for FY25. (Niko Margaronis – BRIDS)

## GOTO Gojek Tokopedia 3Q 2024 (FS) reported

Rpbn	3Q23	2Q24	3Q24	Δ %qoq	Δ % yoy	1Q24 BRIDS Forecast	Achiev. %	9M23	9M24	Δ %yoy	FY24 BRIDS Forecast	Achiev. %	FY24 Cons	Achiev. %
Gross revenue	5,976	4,409	4,704	6.7	(21.3)	4,546	103.5	17,791	14,416	(19.0)	18,896	76.3		
Promotions to customers	(2,349)	(751)	(778)	(3.7)	66.9	(781)	99.7	(7,280)	(2,754)	62.2	(3,549)	77.6		
Net Revenue	3,627	3,658	3,925	7.3	8.2	3,765	104.2	10,511	11,663	11.0	15,347	76.0	14,520	80.3
EBIT (EBIT Loss)	(2,690)	(785)	(324)	58.8	88.0	(495)	65.4	(8,800)	(2,051)	(76.7)	(2,690)	76.2	(3,648)	56.2
On-demand services (OD)	(365)	(33)	(40)	n/a	n/a			(1,541)	(128)	(91.7)				
e-commerce	(480)	25	144	(479.6)	130.0			(2,075)	703	(133.9)				
Fintech	(578)	(306)	(207)	32.4	64.2			(2,083)	(913)	(56.2)				
Logistics	(162)	123	-	n/m	n/m			(495)	-	(100.0)				
Other segment	(2)	(121)	(0)	n/m	n/m			(34)	(121)	253.2				
Corporate costs	(1,103)	(473)	(220)	53.4	80.0			(2,572)	(1,592)	(38.1)				
EBT / (LBT)	(2,417)	(1,938)	(1,704)	12.1	29.5	(1,683)	101.2	(9,874)	(4,602)	53.4	(6,088)	75.6	(3,971)	115.9
Net loss	(2,387)	(1,838)	(1,614)	12.2	32.4	(1,573)	102.5	(9,549)	(4,313)	54.8	(5,748)	75.0	(4,157)	103.8

## GOTO Gojek Tokopedia 2Q 2024 pro forma

Rpbn	3Q23	2Q24	3Q24	Δ % qoq	Δ % yoy	9M23	9M24	Δ % yoy
GOTO GTV	99,996	121,451	137,363	13.1	37.4	293,044	375,320	28.1
GOTO Core GTV	49,288	71,682	81,215	13.3	64.8	104,211	215,158	106.5
On-demand services (ODS)	13,764	15,482	16,608	7.3	20.7	41,269	45,981	11.4
Financial technology services	94,512	115,340	130,597	13.2	38.2	276,515	356,899	29.1
Core Fintech GTV	35,524	56,200	64,607	15.0	81.9	104,211	169,177	62.3
Blended Take rate	3.5%	3.5%	3.4%	(0.1%)	(0.1%)	3.4%	3.5%	0.1%
Gross revenue	3,504	4,268	4,703	10.2	34.2	10,099	13,136	30.1
Promotions to customers	(1,599)	(750)	(777)	(3.6)	51.4	(4,675)	(2,614)	44.1
Net Revenue	1,905	3,518	3,926	11.6	106.1	5,424	10,522	94.0
Contribution margin (loss)	842	1,211	1,506	24.4	78.9	2,062	3,865	87.4
% gross revenue	24.0	28.4	32.0	3.6	8.0	20.4	29.4	9.0
% net revenue	44.2	34.4	38.4	3.9	(5.8)	38.0	36.7	(1.3)
% net GTV	0.8	1.0	1.1	0.1	0.3	0.7	1.0	0.3
Contribution margin (loss)	842	1,211	1,506	24.4	78.9	2,062	3,865	87.4
On-demand services (ODS)		775	838	8.1	n/a		2,428	n/a
Fintech		295	503	70.5	n/a		989	n/a
e-commerce		165	192	16.4	n/a		778	n/a
Other segment		14		n/a	n/a		43	n/a
Adjustment and elimination		(26)	(27)	(3.8)	n/a		(86)	n/a
Excluding Tokopedia & GTL		(12)		n/a	n/a		(287)	n/a
Adjusted EBITDA (Loss)	(559)	(48)	137	387.8	124.5	(2,342)	(13)	99.4
On-demand services (ODS)		90	156	73.3	n/a		412	n/a
Fintech		(168)	(65)	61.3	n/a		(481)	n/a
e-commerce		157	173	10.2	n/a		457	n/a
Logistics		87	-	n/a	n/a		-	n/a
Other segment		(140)	-	n/a	n/a		(140)	n/m
Corporate costs		(96)	(127)	(32.3)	n/a		(320)	n/a
Excl. Tokopedia & GTL		22	-	n/m	n/a		59	n/a
EBT	(1,485)	(971)	(665)	31.5	55.2	(6,959)	(2,064)	70.3

### INCO (Buy, TP: Rp5,700) - 3Q24 Results: Below due to weak ASP

- 3Q NP declined by -55% qoq to US\$14mn, while 9M24 NP reached US\$51mn, -77% yoy, reaching 54%/56% of ours/cons estimate.
- 3Q Revenue slightly decreased to US\$230mn, -8% qoq, while 9M24 Rev reached US\$709mn, -25% yoy, reaching 73%/74% of ours/cons estimate.
- The expected decline in performance was mainly due to weaker ASP of US\$12.9k/ton, -9% qoq. Meanwhile, both production and sales continue to improve by 9%/1.4% qoq. Nonetheless, its cash margin has narrowed to US\$2.9k/ton, -33% qoq.
- Furthermore, INCO have implemented a non-tax gov't revenue of US\$4mn in 3Q24, which should continue to increase in 4Q24 based off the 10% profit sharing scheme implemented mid-2024 as a part of the mining license extension condition.
- On the other hand, there was an increase in other income of US\$13mn, which was from the revaluation of KNI call option of US\$14.9mn from US\$5.7mn in 2Q24. (*Timothy Wijaya – BRIDS*)

INCO	3Q23	2Q24	3Q24	qoq (%)	yoy (%)	9M23	9M24	yoy (%)	% of FY24E BRIDS	% of FY24F Cons
<b>PROFIT &amp; LOSS (US\$mn)</b>										
Revenue	279	249	230	(7.6)	(17.6)	938	709	(24.5)	73.2	74.3
Cost of revenue	- 212	- 207	- 211	1.9	(0.6)	- 651	- 628	(3.5)		
Gross profit	66	41	19	(55.2)	(72.0)	287	80	(72.1)		
Operating expenses	- 5	- 6	- 9	38.1	77.0	- 16	- 22	35.5		
EBITDA	105	80	52	(35.0)	(50.4)	401	184	(54.1)	67.3	64.5
Operating profit	61	35	10	(72.3)	(84.2)	271	59	(78.4)		
Other income/(expense)	6	1	13	1,903.3	106.3	9	8	(5.8)		
Pre-tax profit	68	36	22	(37.5)	(67.0)	280	67	(76.1)		
Taxes	- 15	- 5	- 5	5.4	(67.5)	- 59	- 12	(79.3)		
Non-controlling interests	-	-	-				-			
Non-tax gov't revenue		-	4				4			
Net profit	53	31	14	(55.5)	(73.7)	221	51	(76.9)	54.1	56.4
<b>Margins (%)</b>										
Gross	23.8	16.7	8.1			30.6	11.3			
Operating margin	22.0	14.1	4.2			28.9	8.3			
EBITDA	37.5	32.0	22.6			42.8	26.0			
Net	18.8	12.5	6.0			23.6	7.2			
<b>Operational data</b>										
Nickel production (Kt)	17,953	16,576	18,008	8.6	0.3	51,644	52,783	2.2		
Nickel sales (Kt)	17,214	17,505	17,749	1.4	3.1	50,435	53,429	5.9		
Nickel ASP (USD/t)	16,204	14,214	12,948	(8.9)	(20.1)	18,596	13,262	(28.7)		
Cash cost (USD/t)	10,022	9,846	10,028	1.8	0.1	10,662	9,820	(7.9)		
Cash Margin	6,182	4,368	2,920	(33.2)	(52.8)	7,934	3,442	(56.6)		

Source: Company, BRIDS

### ISAT (Buy, TP: Rp3,300) – 9M24 Results: In Line

#### 9M24 earnings:

- IOH achieved normalized net profit Rp3.8tr (+39.1% yoy) in 9M24, supported by robust topline, stronger EBITDA margin, and lower interest expenses, hence in line NP, forming 72.1%/74.1% our/cons FY24F ests.
- 9M24 Net revenue reached Rp41.8tr (+11.6% yoy) on flattish subscriber base with much higher ARPU YTD Rp37.7k (+8.6% yoy), well in line with our FY24F ests.
- 9M24 EBITDA sat at Rp20tr with a 120bps gain in EBITDA margin at 47.8%, in line.
- Non-operating items (incl. interest cost) was down by 8.5%yoy.

#### 3Q24 earnings:

- IOH achieved normalized net profit Rp1.14tr (-21.8% qoq, +19.6% yoy) in 3Q24 amid decline in 3Q revenue, lower EBITDA margin, and flattish non-operating items.



- 3Q24 net revenue reached Rp13.8tr (-2.2% qoq, +8.2% yoy) in line with our quarterly estimate of -2% qoq in 3Q. This is explained by the quarterly lower ARPU at Rp37.2k (-3.1%qoq, +5.1%yoy) and lower subs base at 98.7mn, (-2.2% qoq, -0.7% yoy).
- EBITDA margin declined by 120bps qoq on flattish cost base, while non-operating items inched up. *(Niko Margaronis – BRIDS)*

## INDOSAT OOREDOO HUTCHISON 9M24 financial results

Rp bn	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %	2024F BRIDS	Achiev. %	2024F Cons
<b>Total revenue</b>	<b>12,788</b>	<b>14,141</b>	<b>13,836</b>	<b>(2.2)</b>	<b>8.2</b>	<b>37,462</b>	<b>41,812</b>	<b>11.6</b>	<b>55,576</b>	<b>75.2</b>	<b>55,412</b>
Net Cellular revenue	10,996	11,944	11,634	(2.6)	5.8	32,173	35,235	9.5	46,751	75.4	
Multimedia, Data, Internet	1,509	1,945	1,991	2.3	31.9	4,538	5,907	30.2	7,759	76.1	
Fixed telecommunications	283	252	211	(16.1)	(25.3)	751	670	(10.7)	1,066	62.8	
<b>Total operating expense</b>	<b>(10,487)</b>	<b>(11,154)</b>	<b>(11,120)</b>	<b>(0.3)</b>	<b>6.0</b>	<b>(30,396)</b>	<b>(33,344)</b>	<b>9.7</b>	<b>(44,082)</b>	<b>75.6</b>	
Cash Costs	(6,704)	(7,238)	(7,247)	0.1	8.1	(19,995)	(21,812)	9.1	(28,475)	76.6	
<b>EBITDA</b>	<b>6,084</b>	<b>6,903</b>	<b>6,588</b>	<b>(4.6)</b>	<b>8.3</b>	<b>17,467</b>	<b>20,000</b>	<b>14.5</b>	<b>27,101</b>	<b>73.8</b>	<b>26,779</b>
EBITDA margin (%)	47.6	48.8	47.6	(1.2)	0.0	46.6	47.8	1.2	48.8		48.3
<b>EBIT</b>	<b>2,394</b>	<b>2,894</b>	<b>2,716</b>	<b>(6.1)</b>	<b>13.5</b>	<b>6,536</b>	<b>8,387</b>	<b>28.3</b>	<b>11,494</b>	<b>73.0</b>	<b>11,422</b>
EBIT margin (%)	18.7	20.5	19.6	(0.8)	0.9	17.4	20.1	2.6	20.7		20.6
<b>Operating Profit</b>	<b>2,301</b>	<b>2,987</b>	<b>2,716</b>	<b>(9.1)</b>	<b>18.0</b>	<b>7,067</b>	<b>8,468</b>	<b>19.8</b>			
OP margin (%)	18.0	21.1	19.6	(1.5)	1.6	18.9	20.3	1.4			
<b>Total other income (expenses)</b>	<b>(1,119)</b>	<b>(1,034)</b>	<b>(1,139)</b>	<b>10.1</b>	<b>1.8</b>	<b>(3,465)</b>	<b>(3,170)</b>	<b>(8.5)</b>	<b>(4,311)</b>	<b>73.5</b>	
<b>Pre-tax profit / (loss)</b>	<b>1,182</b>	<b>1,953</b>	<b>1,577</b>	<b>(19.3)</b>	<b>33.4</b>	<b>3,602</b>	<b>5,298</b>	<b>47.1</b>	<b>7,183</b>	<b>73.8</b>	<b>7,112</b>
Reported Net profit / (loss)	879	1,440	1,144	(20.6)	30.2	2,787	3,878	39.1			
<b>Normalized Net profit / (loss)</b>	<b>942</b>	<b>1,440</b>	<b>1,126</b>	<b>(21.8)</b>	<b>19.6</b>	<b>2,215</b>	<b>3,828</b>	<b>72.8</b>	<b>5,306</b>	<b>72.1</b>	<b>5,166</b>
Normalized Net margin (%)	6.9	10.2	8.3	(1.9)	1.4	5.9	9.2	4.9			

B.S. and CF Items	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %	2024F BRIDS	Achiev. %
<b>Book Capex</b>	<b>3,472</b>	<b>2,387</b>	<b>2,738</b>	<b>14.7</b>	<b>(21.1)</b>	<b>7,773</b>	<b>7,259</b>	<b>(6.6)</b>	<b>12,000</b>	<b>60%</b>
Capex/sales (intensity) (%)	27.2	16.9	19.8	2.9	(7.4)	20.7	17.4	(3.4)		
CF from Operating activities	6,130	3,372	5,845	73.3	(4.7)	14,612	15,496	6.0		
CF from Investing activities	(3,252)	(2,014)	(4,507)	123.8	38.6	(6,374)	(9,209)	n/a		
FCF	2,878	1,358	1,338	(1.5)	(53.5)	8,238	6,287	-23.7		
<b>oFCF (EBITDA - Book CAPEX)</b>	<b>2,612</b>	<b>4,516</b>	<b>3,850</b>	<b>(14.7)</b>	<b>47.4</b>	<b>9,694</b>	<b>12,741</b>	<b>31.4</b>		
CF from Financing activities	(1,431)	(4,665)	(1,797)	(61.5)	25.6	(10,831)	(7,410)	-31.6		
Net debt / LTM EBITDA (x)	0.36	0.36	0.37	1.7	2.4	0.36	0	0.01		
Net debt/equity (%)	0.29	0.30	0.30	0.0	2.9	0.29	0	0.01		

Operational KPIs	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %
<b>Customers - total (mn)</b>	<b>99.4</b>	<b>100.9</b>	<b>98.7</b>	<b>(2.2)</b>	<b>(0.7)</b>	<b>99.4</b>	<b>98.7</b>	<b>(0.7)</b>
<b>Data traffic (Petabytes)</b>	<b>3,505</b>	<b>4,107</b>	<b>4,085</b>	<b>(0.5)</b>	<b>16.5</b>	<b>10,701</b>	<b>12,050</b>	<b>12.6</b>
<b>ARPU (blended) (Rp thousand)</b>	<b>35.4</b>	<b>38.4</b>	<b>37.2</b>	<b>(3.1)</b>	<b>5.1</b>	<b>34.7</b>	<b>37.7</b>	<b>8.6</b>
ARPU (prepaid) (Rp thousand)	34.7	37.5	36.4	(2.9)	4.9	34.1	36.9	8.2
<b>Network BTS (# '000)</b>								
2G	49.2	52.1	53.4	2.4	8.5	49.2	53	8.5
4G	172.1	188.2	193.6	2.9	12.5	172.1	194	12.5
5G	0.1	0.1	0.1	-2.9	11.1	0.1	0	11.1
<b>Total BTS</b>	<b>221.4</b>	<b>240.5</b>	<b>247.1</b>	<b>2.8</b>	<b>11.6</b>	<b>221.4</b>	<b>247</b>	<b>11.6</b>

## KLBF (Buy – TP Rp1,800) - 3Q24 Results: In line with Our and Consensus Estimates

### 3Q24 earnings:

- Net profit: -32% qoq/+7% yoy.
- Core profit: -29% qoq/+14% yoy.
- Revenue: -0.7%qoq/+7.2% yoy.

### 9M24 earnings:

- Net profit: +15.2% yoy (74% of BRIDS/Cons FY24F).
- Top line: +7.4% yoy (73% of BRIDS/Cons FY24F).
- 9M24 distribution revenue: +12.8% yoy and prescription +10.4% yoy. Meanwhile, Consumer Health +4% yoy and Nutrition flat.

Comment:

- KLBF's 9M24 gross margin slightly declined (-20bps yoy), following lower margins in the prescription division, which we believe is driven by unbranded generics. Meanwhile, the gross margin of the Nutrition and OTC divisions improved yoy due to soft raw material prices.
- Lower opex (especially A&P and Salary) supported solid 9M24 net profit growth.
- 9M24 core profit increased by 10% yoy, supported by a forex gain (Rp6bn vs 9M23 Forex loss Rp41bn) and the absence of Covid-related written-off inventory (9M23: Rp53bn). *(Natalia Sutanto & Sabela Nur Amalina – BRIDS)*

KLBF	9M23	9M24	yoy	3Q23	2Q24	3Q24	yoy	qoq	2024F	A/F	A/C
Revenue - Rpbn	22,561	24,239	7.4%	7,382	7,965	7,911	7.2%	-0.7%	32,937	73.6%	74.3%
Gross profit	8,903	9,517	6.9%	2,730	3,143	3,052	11.8%	-2.9%	12,986	73.3%	73.9%
Opex	6,188	6,515	5.3%	2,043	2,070	2,343	14.7%	13.2%	8,701		
Operating profit	2,715	3,002	10.6%	687	1,073	709	3.2%	-33.9%	4,285	70.1%	71.4%
Net profit	2,065	2,378	15.2%	536	848	573	7.0%	-32.4%	3,266	72.8%	73.0%
Core profit	2,159	2,375	10.0%	519	836	593	14.3%	-29.1%	3,233		
Gross margin	39.5%	39.3%		37.0%	39.5%	38.6%			39.4%		
Opex to revenue	27.4%	26.9%		27.7%	26.0%	29.6%			26.4%		
Operating margin	12.0%	12.4%		9.3%	13.5%	9.0%			13.0%		
Net margin	9.2%	9.8%		7.3%	10.6%	7.2%			9.9%		
By divisions											
	9M23	9M24	yoy	3Q23	2Q24	3Q24	yoy	qoq			
Revenue (Rpbn)											
Prescription	6,246	6,896	10.4%	2,050	2,320	2,380	16.1%	2.6%			
Nutrition	6,167	6,178	0.2%	2,047	1,993	2,039	-0.4%	2.3%			
Consumer Health	3,160	3,285	4.0%	867	1,075	963	11.1%	-10.4%			
Distribution	6,988	7,879	12.8%	2,418	2,577	2,528	4.5%	-1.9%			
Gross margin											
Prescription	52.2%	51.6%		49.7%	52.4%	50.1%					
Nutrition	50.1%	51.3%		50.0%	51.6%	51.2%					
Consumer Health	59.0%	60.8%		53.9%	59.7%	58.7%					
Distribution	9.8%	10.0%		9.0%	10.0%	9.9%					

**MAPA (BUY, TP: Rp1,000) - 3Q24 Results: Above Our and Consensus Estimates**
3Q24 results:

- Net profit +69% qoq/+39% yoy
- Revenue +8%qoq/+25% yoy

9M24 results:

- Net profit +8.4% yoy (79%/78% of BRIDS/Cons FY24F)
- Top line +29.6% yoy (76%/73% of BRIDS/Cons FY24F)

Comments:

- MAPA reported strong 3Q24 revenue with a 150bps improvement in GPM compared to 2Q24 and manageable opex (32.2% of 3Q24 revenue vs. 32.9% in 2Q24).
- We view the result as above expectations, supported by the anticipation of seasonal strength in 4Q24.
- In 9M24, MAPA's inventory days increased to 185 days (compared to 182 days in FY23 and 178 days in 1H24). *(Natalia Sutanto & Sabela Nur Amalina – BRIDS)*

MAPA IJ	9M23	9M24	yoy	3Q23	2Q24	3Q24	qoq	yoy	2024F	A/F	A/C
Revenue (Rpbn)	9,584	12,420	29.6%	3,614	4,194	4,533	8.1%	25.4%	16,225	76.5%	72.8%
COGS	4,901	6,648	35.6%	1,867	2,303	2,420	5.1%	29.6%	8,761		
Gross profit	4,684	5,772	23.2%	1,746	1,891	2,113	11.7%	21.0%	7,463	77.3%	73.0%
Opex	3,232	4,203	30.0%	1,189	1,382	1,458	5.5%	22.6%	5,533		
Operating profit	1,451	1,569	8.1%	557	509	655	28.6%	17.6%	1,930	81.3%	75.7%
Pretax profit	1,353	1,456	7.6%	503	435	667	53.3%	32.6%	1,819		
Net profit	1,017	1,102	8.4%	371	305	516	69.3%	39.1%	1,395	79.0%	78.0%
Gross margin	48.9%	46.5%		48.3%	45.1%	46.6%	1.5%		46.0%		
Opex to revenue	33.7%	33.8%		32.9%	32.9%	32.2%			34.1%		
Operating margin	15.1%	12.6%		15.4%	12.1%	14.4%			11.9%		
Pretax margin	14.1%	11.7%		13.9%	10.4%	14.7%			11.2%		
Net margin	10.6%	8.9%		10.3%	7.3%	11.4%			8.6%		

Source: BRI Danareksa Sekuritas, Bloomberg, Company

## MAPI (Buy, TP: Rp2,000) - 3Q24 Results: Broadly In Line with Consensus Estimates

### 3Q24 results:

- Net profit down 17% qoq/ +9.6% yoy
- Revenue +5%qoq/+17.4% yoy

### 9M24 results:

- Net profit down 8.2% yoy (66%/69% of BRIDS/Cons FY24F)
- Top line +16% yoy (73%/72% of BRIDS/Cons FY24F)

### Comments:

- Revenue in 9M24 and 3Q24 showed solid growth, supported by Specialty and Department stores. F&B revenue in 3Q24 declined by 26% yoy due to a high base.
- Overseas revenue (16% contribution to 9M24) maintained robust growth at 60% yoy in 9M24, while domestic revenue (84% contribution) grew 10% yoy.
- In 3Q24, only Department stores reported an improved EBIT margin, reaching 12.5% (3Q23: 8.6%). In 9M24, Specialty stores reported a lower EBIT margin by 190bps. (Natalia Sutanto & Sabela Nur Amalina – BRIDS)

MAPI II	9M23	9M24	yoy	3Q23	2Q24	3Q24	qoq	yoy	2024F	A/F	A/C
Revenue (Rpbn)	23,792	27,616	16.1%	8,198	9,205	9,623	5%	17.4%	37,954	72.8%	72.2%
COGS	12,934	15,792	22.1%	4,412	5,157	5,594	8%	26.8%	21,453		
Gross profit	10,859	11,824	8.9%	3,786	4,048	4,029	0%	6.4%	16,502	71.7%	71.0%
Opex	8,293	9,436	13.8%	2,954	3,144	3,257	4%	10.3%	13,035		
Operating profit	2,566	2,388	-6.9%	832	903	772	-15%	-7.3%	3,467	68.9%	68.1%
Pretax profit	2,329	2,048	-12.1%	728	744	697	-6%	-4.2%	3,058		
Net profit	1,416	1,300	-8.2%	365	485	401	-17%	9.6%	1,977	65.8%	69.0%
Gross margin	45.6%	42.8%		46.2%	44.0%	41.9%			43.5%		
Opex to revenue	34.9%	34.2%		36.0%	34.2%	33.8%			34.3%		
Operating margin	10.8%	8.6%		10.2%	9.8%	8.0%			9.1%		
Pretax margin	9.8%	7.4%		8.9%	8.1%	7.2%			8.1%		
Net margin	6.0%	4.7%		4.5%	5.3%	4.2%			5.2%		
<b>Revenue (Rpbn)</b>											
Specialty stores	18,440	22,996	24.7%	6,395	7,587	8,104	7%	26.7%			
F&B	3,072	2,421	-21.2%	1,073	838	796	-5%	-25.8%			
Dept stores	1,883	1,988	5.6%	621	703	665	-5%	7.0%			
<b>EBIT Margin</b>											
Specialty stores	11.5%	9.6%		10.7%	11.1%	9.3%					
F&B	5.8%	-3.5%		8.3%	-2.6%	-4.5%					
Dept stores	14.2%	13.3%		8.6%	11.3%	12.5%					
Others	0.8%	4.9%		7.4%	6.3%	-46.6%					

Source: BRI Danareksa Sekuritas, Bloomberg, Company

### MIKA (Buy, TP: Rp3,400) - KTA from 9M24 Earnings Call

- MIKA conveyed that the drop in 3Q24 IP volume is partly due to a renegotiation process with two of its major private insurance clients regarding the contract rate. The situation was initiated by the private insurance changing its policy to reimbursement vs. previously cashless, thus causing policyholders to hesitate to go to MIKA.
- The renegotiation process was settled in September, yet MIKA sees the possibility of price increases next year to be more moderate (0-4% vs. previous target of 5-7%); however, it expects this to be offset by volume growth.
- Corporate patients were also slightly impacted by cost-measurement efforts, e.g., Unilever patient volume dropped by 2%.
- The company also witnessed an audit process for Primary Care Facilities by BPJS Kesehatan, limiting referrals toward Advanced Care Facilities, thus putting pressure on patient volume in the Mitra Keluarga network.
- October numbers were observed to be better on a mom basis, as the cases were already settled.
- MIKA officially revised its revenue growth target back to 13-15% vs. previously 15-17%, with an EBITDA margin of 37-38% believed to be sustainable in the future, with an 85:15 private-to-BPJS target patient mix.
- We will revisit our FY24-25F revenue intensity forecast. Generally, we see this as a macro challenge that MIKA has to adapt to, as private insurance (both BPJS and private) is facing a higher claim ratio condition. *(Ismail Fakhri Suweleh – BRIDS)*

Key Operational Indicators	3Q23	2Q24	3Q24	qoq, %	yoy, %	9M23	9M24	yoy, %
Inpatient Days ('000)	214	226	198	-12.4%	-7.5%	611	653	6.9%
Inpatient Revenue per Days (IDR'000/days)	3,505	3,710	3,904	5.2%	11.4%	3,478	3,757	8.0%
ALoS	2.74	2.79	2.61	-6.6%	-5.0%	2.80	2.70	-3.6%
Outpatient Visits	733	724	754	4.1%	2.9%	2,119	2,241	5.8%
Outpatient Revenue per Visits (IDR'000/visits)	490	512	522	1.8%	6.6%	487	520	6.8%



**MTEL (Buy, TP: Rp960) - 3Q24 Earnings Results and KTA**

- EBITDA margin looks strong: Rolling out more fiber, how do you expect this ebitda margin to trend going forward?  
Answer: We managed to drive cost efficiency that helped to maintain the EBITDA margin at the current level of 83%. This is despite an increase in contribution of the fiber business to 4% of the topline (a lower-margin business).
- Percentage portion of floating and fix rate?  
Answer: Previously, it was 48% / 52% contribution from floating-rate debt / fixed-rate debt. Currently, 90% is floating rate as we anticipate the potential for a reduction in the BI Rate. When interest rates hit the bottom, we will convert again to fixed.
- Fiber adds guidance target: increased from 10k to 14k, be adjustments in the guidance? significant decrease in other payable.  
Answer: We increased the guidance due to demand growth from 10k to 14k (currently close to 14k in 3Q24, with 13.8k in purchase orders). This will be done mainly from organic growth to deliver 14k. The target acquisition to be finished by the end of the year will bring more fiber into Mitratel's portfolio.
- Tenants Guidance: What will be the new timeline to achieve 1.7x ratio?  
Answer: We cannot achieve the target in 2025 to have a 1.7x tower tenancy ratio. The industry is taking longer, with a shift towards building more BTS towers instead of colocations currently.
- Capex guidance at Rp5.6tr. How much is it currently in 9M24?  
Answer: This target will fall short in FY24. Current capex is Rp2.7tr. There has been a postponement of the acquisition of towers belonging to Telkom. Mitratel will do some small acquisitions for fiber, but it will be mostly immaterial.
- Most revenue incremental contribution has come mainly from Telkomsel in 3Q24, can you confirm is it mainly from telkomsel and what's the other participation? what is the remaining orders for 4Q?  
Answer: Breakdown of 9M24 tenancies: As of Sep2024, there were 1,500 BTS towers and 910 colocations gross. TLKM: 1,601, IOH: 94, FREN: 307, EXCL: 227. We are quite optimistic about being able to deliver 3,000 tenancies in 2024.
- Will Indosat be served by MTEL or other tower operators in East Java?  
Answer: There appear to be delays in ISAT's deployment in eastern Indonesia because it takes a lot of time to relocate ISAT's equipment due to distance. We only need a month to perform colocations. We have 850 tower tenancy orders committed from ISAT since 2023; however, only 94 tenancies have been executed so far. We are quite confident that this order will be fulfilled within 2024. There may be some small spillover into 2025.
- How many tower that have been bundled in PaaS Power-as-a-Service?  
Answer: 1,647 towers have been fully bundled and are being served to EXCL.
- Fiber assets divestment by Indosat:  
Answer: No plans yet to expand the partnership with Indosat in FTTH. As of now, we are still focused on FTTT. We are participating in Indosat's divestment of cables, but Mitratel is primarily interested in the FTTT business. We are looking to evaluate the target, but we will need to see which part is FTTT. It seems they do not have significant intentions yet in FTTH. *(Niko Margaronis – BRIDS)*

**SILO (Buy, TP: Rp3,000) - 9M24 Results: Below Our and Consensus Expectations**

- SILO reported a net profit of Rp385bn in 3Q24, bringing its 9M24 achievement to Rp635bn, forming 56%/53% of our/consensus estimates. Excluding the 1Q24 write-offs and other non-operating income/expenses, core net profit recorded at Rp1.1tr in 9M24, only forming 64% of our FY24F estimates (i.e., below).
- Overall, 9M24 revenue growth only landed at the lower bound of management guidance of double-digit low teens, with a 3Q24 realization of Rp3.1tr missing our preview of Rp3.3tr.
- Medicine cost as % of revenue remains elevated in 3Q24, causing a slight 10bps drop in gross margin. Salary cost in opex also remains elevated as a % of its revenue; thus, despite an in-line overall EBITDA margin profile with the company's guidance of 29-30%, the run rate of net profit to our/cons FY24F remains below.

- More details on company developments will be on the earnings call on Nov. 5 at 1 PM JKT time. *(Ismail Fakhri Suweleh – BRIDS)*

SILO (in Rpbn, unless stated)	3Q23	2Q24	3Q24	qoq, %	yoy, %	9M23	9M24	yoy, %	FY24F BRIDS	A/BRIDS, %	FY24F Cons.	A/Cons., %
Revenue	2,964	2,990	3,107	3.9	4.8	8,246	9,123	10.6	12,951	70.4%	12,704	71.8%
Net Revenue	2,287	2,319	2,403	3.7	5.1	6,373	7,063	10.8	10,092	70.0%		
COGS	(1,745)	(1,783)	(1,856)	4.1	6.4	(5,015)	(5,510)	9.9	(7,944)	69.4%	(7,668)	71.9%
Doctors Fee, Salaries and Employees Benefit	(888)	(941)	(956)	1.5	7.6	(2,605)	(2,887)	10.8				
as % of Revenue	30.0%	31.5%	30.8%			31.6%	31.6%					
Medicine, Medical and Clinical Supplies	(652)	(651)	(680)	4.6	4.4	(1,829)	(1,996)	9.1				
as % of Revenue	22.0%	21.8%	21.9%			22.2%	21.9%					
Gross profit	1,219	1,207	1,251	3.6	2.6	3,231	3,613	11.8	5,007	72.2%	5,036	71.7%
Opex	(659)	(724)	(730)	0.8	10.8	(1,841)	(2,110)	14.6	(2,776)	76.0%	(2,940)	71.8%
Salaries and Employees' Benefit	(196)	(186)	(213)			(487)	(575)					
as % of Revenue	6.6%	6.2%	6.8%			5.9%	6.3%					
Op.Profit	560	483	521	7.9	(7.0)	1,389	1,503	8.2	2,231	67.4%	2,096	71.7%
EBITDA (Reported)	741	688	716	4.1	(3.4)	1,951	1,802	(7.6)	2,755	65.4%	3,108	58.0%
EBITDA (Adjusted)	795	737	781	5.9	(1.8)	2,096	2,267	8.2	3,340	67.9%		
Pre-tax profit	489	416	438	5.2	(10.3)	1,198	988	(17.5)	1,558	63.4%	1,594	62.0%
Net profit to common	356	301	321	6.7	(9.8)	859	635	(26.1)	1,135	55.9%	1,192	53.3%
Core Net Profit	410	350	385	10.1	(5.9)	1,004	1,100	9.5	1,721	63.9%		
Gross margin (%)	41.1	40.4	40.3	(0.1)	(0.9)	39.2	39.6	0.4	38.7		39.6	
Opex to sales (%)	(22.2)	(24.2)	(23.5)	0.7	(1.3)	(22.3)	(23.1)	(0.8)	(21.4)		(23.1)	
Operating margin (%)	18.9	16.1	16.8	0.6	(2.1)	16.8	16.5	(0.4)	17.2		16.5	
EBITDA margin to Net Revenue (%) - Reported	32.4	29.7	29.8	0.1	(2.6)	30.6	25.5	(5.1)				
EBITDA margin to Net Revenue (%) - Adjusted	34.8	31.8	32.5	0.7	(2.3)	32.9	32.1	(0.8)				
Net margin (%)	12.0	10.1	10.3	0.3	(1.7)	10.4	7.0	(3.5)	8.8		9.4	

## TLKM (Buy, TP: Rp4,250) - 3Q24 Results: Broadly In Line, Solid Effort amid Weak Environment

### 9M24 Earnings:

- Telkom reported a normalized net profit of Rp18.6tr (-5.1% yoy) in 9M24, amid soft revenue growth, lower EBITDA margin, and some impact from GOTO participation. Results are broadly in line, forming 74.3% and 71.7% of our and consensus FY24F estimates.
- Telkom's 9M24 revenue showed soft performance, reaching Rp112.2tr (+0.9% yoy), driven by declines in legacy revenue as expected, but offset by growth in Data, Internet & IT, along with other non-TSEL revenue such as leases, which include Mitratel. This result is broadly in line.
- Normalized 9M24 EBITDA (adjusted for ERP) reached Rp57.8tr (-2.1% yoy) with a lower normalized EBITDA margin of 51.5% (down 160 bps yoy), attributed to higher OPEX and remains broadly in line.

### 3Q24 Earnings:

- Telkom recorded Rp5.9tr (-15.5% qoq, -21.2% yoy) normalized net profit due to lower revenue in 3Q24, with a flat EBITDA margin and higher interest expense.
- 3Q24 net revenue came in at Rp36.9tr (-2.5% qoq, -2.2% yoy), reflecting a decline in Telkomsel revenue (-2.1% qoq), in line with our quarterly expectations (lower subscribers and reduced ARPU to Rp43.1k, down 4.1% qoq).
- Normalized EBITDA was Rp18.7tr (+1.7% qoq, -9.3% yoy), with a lower EBITDA margin, down 140 bps qoq, due to higher O&M costs.
- Higher interest expense further impacting the bottom line. *(Niko Margaronis – BRIDS)*

## Telkom Group P&amp;L Statement 3Q24 earnings

Rp bn	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %	2024F BRIDS	BRIDS Achiev, %	2024F Cons	Cons. Achiev, %
Operating Revenue	37,760	37,863	36,927	(2.5)	(2.2)	111,238	112,219	0.9	152,214	73.7%	152,958	73.4%
Total Cash OPEX	(17,081)	(19,416)	(18,168)	(6.4)	6.4	(52,175)	(55,592)	6.5	(75,164)	74.0%		
Total Operating Expense	(25,797)	(27,236)	(26,112)	(4.1)	1.2	(76,256)	(79,769)	4.6	(109,297)	73.0%		
EBITDA	20,679	18,447	18,759	1.7	(9.3)	59,063	56,627	(4.1)	77,050	73.5%	78,262	72.4%
EBITDA margin (%)	54.8	48.7	50.8	2.1	(4.0)	53.1	50.5	(2.6)	52.5		51.2	
Normalized EBITDA	20,679	19,687	18,699	(5.0)	(9.6)	59,063	57,807	(2.1)	78,290	73.8%	78,262	73.9%
Normalized EBITDA margin	54.8	52.0	50.6	(1.4)	(4.1)	53.1	51.5	(1.6)	51.4		51.2	
EBIT	12,546	10,403	10,638	2.3	(15.2)	34,982	32,377	(7.4)	46,405	69.8%	44,962	72.0%
EBIT margin (%)	33.2	27.5	28.8	1.3	(4.4)	31.4	28.9	(2.6)				
Total other income (expenses)	(983)	(847)	(1,121)	32.3	14.0	(2,700)	(2,833)	4.9	(2,983)	95.0%		
Net profit	6,743	5,707	5,914	3.6	(12.3)	19,499	17,675	(9.4)	23,383	75.6%	24,378	72.5%
Net profit margin (%)	17.9	15.1	16.0	0.9	(1.8)	17.5	15.8	(1.8)	15.4		15.9	
Core net profit	7,158	6,671	5,637	(15.5)	(21.2)	19,644	18,643	(5.1)	25,100	74.3%	26,000	71.7%
Core Net profit margin (%)	19.0	17.6	15.3	(2.4)	(3.7)	17.7	16.6	(1.0)	16.5		17.0	

## Telkom Group Service Revenue breakdown 9M24

9.7% 7.0%

(Rp bn)	3Q23	2Q24	3Q24	QoQ, %	YoY, %	9M23	9M24	YoY, %	FY24F BRIDS	Achiev, %
Operating Revenue	37,760	37,863	36,927	(2.5)	(2.2)	111,238	112,219	0.9	152,214	73.7%
Legacy business (voice,	3,309	2,716	2,667	(1.8)	(19.4)	10,815	7,892	(27.0)	9,193	85.9%
Voice	2,603	1,815	1,680	(7.4)	(35.5)	8,312	5,243	(36.9)	6,084	86.2%
Voice Cellular	2,415	1,705	1,573	(7.7)	(34.9)	7,446	4,907	(34.1)	5,634	87.1%
Voice Fixed	188	110	107	(2.7)	(43.1)	866	336	(61.2)	450	74.7%
SMS	706	901	987	9.5	39.8	2,503	2,649	5.8	3,109	85.2%
Interconnection	2,164	2,271	2,029	(10.7)	(6.2)	6,627	6,875	3.7	9,520	72.2%
Data, Internet & IT	21,737	23,307	22,453	(3.7)	3.3	63,367	67,908	7.2	92,770	73.2%
Cellular	18,320	18,993	17,814	(6.2)	(2.8)	53,529	54,509	1.8	74,124	73.5%
IT	2,514	3,901	3,590	(8.0)	42.8	7,351	10,592	44.1	15,259	69.4%
Other	903	413	1,049	154.0	16.2	2,487	2,807	12.9	3,388	82.9%
Indihome	7,396	6,109	6,654	8.9	(10.0)	21,785	19,626	(9.9)	27,219	72.1%
Network	571	852	708	(16.9)	24.0	1,787	2,245	25.6	3,227	69.6%
Other	1,848	1,841	1,701	(7.6)	(8.0)	4,769	5,396	13.1	7,081	76.2%
Revenue from lease transactions (Mitratel)	735	767	715	(6.8)	(2.7)	2,088	2,277	9.1	3,204	71.1%

## UNTR (Buy, TP Rp29,200) – Solid 3Q24 Earnings; 9M24 Beat Ours/Cons. Est.

## Earnings highlights:

- 3Q24 net profit: Rp6.1tr (+22% qoq/ +47% yoy)
- 9M24 net profit: Rp15.6tr (+2% yoy; 80%/ 86% of BRIDS/ Cons FY24F- beat)
- 9M24 EBIT: Rp20.9tr (-2% yoy; 78%/ 82% of BRIDS/ Cons FY24F- beat)

## Positives:

- Strong 3Q24 revenue growth from mining contracting, supported by +2% qoq/ +9% yoy total unit (OB+ Coal) growth; 9M24 total unit formed 72% of our FY24F).
- Above-expected revenue growth from heavy equipment (+36% qoq/ +29% yoy), on the back of stronger-than-expected Komatsu sales of 1174 units (+15%qoq/ -4% yoy); 9M24 total unit of 3,321 (87% of our FY24F).
- The above, combined with higher production contribution from gold and nickel, has offset lower revenue from coal mining.

## Negatives:

- Revenue from mining division fell -22% qoq in 3Q24, despite higher contributions from gold mining, reflecting lower 3Q24 volume from coal mining (-26% qoq) likely due to delays in coal transportation.
- 9M24 revenue from mining division came in below our estimate (at 70% of FY24F).

## Outlook/impact:

- Stronger-than-expected 9M24 earnings leaves room for consensus estimates upgrade amid intact operational outlook and guidance. *(Erindra Krisnawan – BRIDS)*

UNTR9M24 results (Rpbn)	9M24	9M23	yoy%	3Q24	3Q23	yoy%	2Q24	qoq%	BRIDS FY24F	% of BRIDS	Cons FY24F	% of Cons
<b>Revenues</b>	<b>99,558</b>	<b>97,598</b>	<b>2%</b>	<b>35,043</b>	<b>28,921</b>	<b>21%</b>	<b>32,102</b>	<b>9%</b>	<b>130,662</b>	<b>76%</b>	<b>124,819</b>	<b>80%</b>
Heavy equipment	26,459	28,681	-8%	10,855	8,408	29%	7,953	36%	32,612	81%		
Mining contracting	43,623	39,147	11%	15,693	14,845	6%	14,585	8%	58,409	75%		
Mining Concession	27,346	28,243	-3%	7,510	4,947	52%	9,669	-22%	39,139	70%		
Construction business	2,082	1,517	37%	974	719	35%	573	70%	502	415%		
<b>COGS</b>	<b>(73,842)</b>	<b>(71,924)</b>	<b>3%</b>	<b>(26,196)</b>	<b>(21,938)</b>	<b>19%</b>	<b>(23,420)</b>	<b>12%</b>	<b>(97,846)</b>	<b>75%</b>	<b>(93,075)</b>	<b>79%</b>
<b>Gross profit</b>	<b>25,716</b>	<b>25,674</b>	<b>0%</b>	<b>8,847</b>	<b>6,982</b>	<b>27%</b>	<b>8,682</b>	<b>2%</b>	<b>32,816</b>	<b>78%</b>	<b>31,744</b>	<b>81%</b>
Gross profit margin (%)	26%	26%		25%	24%		27%		25%		25%	
Opex	(4,860)	(4,473)	9%	(1,701)	(1,461)	16%	(1,566)	9%	(6,161)	79%	(6,401)	76%
Opex as % of revenues	4.9%	4.6%		4.9%	5.1%		4.9%		-4.7%		-5.1%	
<b>EBIT</b>	<b>20,856</b>	<b>21,201</b>	<b>-2%</b>	<b>7,146</b>	<b>5,521</b>	<b>29%</b>	<b>7,117</b>	<b>0%</b>	<b>26,655</b>	<b>78%</b>	<b>25,343</b>	<b>82%</b>
EBIT margin (%)	21%	22%		20%	19%		22%		20%			
Interest expenses	(2,048)	(1,142)	79%	(667)	(582)	15%	(701)	-5%	(1,871)	109%		
Interest income	848	867	-2%	310	281	10%	285	9%	698	121%		
Income from associates	379	445	-15%	113	142	-20%	(2)	-6718%	585	65%		
Forex losses	-	-	n.a	-	-	n.a	-		-			
Others	715	(146)	-590%	1,139	19	5955%	(80)	-1522%	(200)			
<b>Profit before tax</b>	<b>20,750</b>	<b>21,224</b>	<b>-2%</b>	<b>8,042</b>	<b>5,381</b>	<b>49%</b>	<b>6,618</b>	<b>22%</b>	<b>25,868</b>	<b>80%</b>	<b>24,530</b>	<b>85%</b>
Tax	(4,516)	(4,782)	-6%	(1,700)	(1,283)	33%	(1,530)	11%	(4,915)	92%	(6,373)	71%
Tax rate (%)	22%	23%		21%	24%		23%		19%			
Minority interest	(643)	(1,093)		(282)	34		(103)		(1,543)			
<b>Net income</b>	<b>15,592</b>	<b>15,349</b>	<b>2%</b>	<b>6,059</b>	<b>4,132</b>	<b>47%</b>	<b>4,985</b>	<b>22%</b>	<b>19,411</b>	<b>80%</b>	<b>18,157</b>	<b>86%</b>
Net margin (%)	16%	16%		17%	14%		16%		15%		15%	



## MACROECONOMY

### Eurozone GPD Rose 0.4%

Eurozone GDP rose 0.4%, higher than the previous quarter and the consensus of 0.2%. Germany surprise consensus expecting contraction with 0.2% growth. (Bloomberg)

### US GDP Expanded at 2.8% Annualized Pace in 3Q24

The US GDP expanded at 2.8% annualized pace in 3Q24, lower than 3% in 2Q24 and below consensus of 2.9%. Consumer spending rose 3.7%, the most since early 2023. Final sales to private domestic purchasers, a combination of consumer spending and business investment, rose 3.2%, the highest in 2024. (Bloomberg)

## SECTOR

### Commodity Price Daily Update Oct 30, 2024

	Units	29-Oct-24	30-Oct-24	Chg %	WoW %	2023	3Q24	Ytd 2023	Ytd 2024	YoY%
Copper	US\$/t	9,531	9,531	0.0%	-0.2%	8,523	9,339	8,552	9,294	8.7%
Brent Oil	US\$/bbl	71	73	2.0%	0.6%	82	79	83	81	-1.8%
LME Tin	US\$/t	30,947	30,794	-0.5%	-2.6%	25,891	31,712	26,189	30,282	15.6%
Cobalt	US\$/t	24,263	24,263	0.0%	0.1%	34,337	25,233	34,895	26,741	-23.4%
Gold Spot	US\$/oz	2,775	2,788	0.5%	2.0%	1,943	2,477	1,929	2,337	21.1%
LME Nickel	US\$/t	15,674	15,611	-0.4%	-5.2%	21,576	16,308	22,542	17,117	-24.1%
NPI Indonesia (Ni>14%)	US\$/t	12,659	12,666	0.1%	0.2%	14,007	12,083	14,495	11,836	-18.3%
Nickel Sulphate	US\$/t	15,171	15,174	0.0%	-1.5%	17,377	15,449	17,971	14,413	-19.8%
Indonesia NPI	US\$/t				0.6%	113	120	-	117	n.a
Indo 1.6% Nickel Ore	US\$/wmt				-0.5%	37	51	-	45	n.a
Coal Price - ICI 3	US\$/t				0.3%	84	72	85	75	-12.7%
Coal Price - ICI 4	US\$/t				0.2%	63	52	64	54	-15.6%
Coal Price - Newcastle	US\$/t	145	145	-0.2%	-0.7%	176	140	184	136	-26.3%

Source: Bloomberg, SMM, BRIDS

### Indonesia's Automotive Sector Faces Mixed Prospects as Motorcycle Sales Surge, Car Exports Decline

Indonesia's automotive sector presents a mixed outlook, with motorcycle sales set for growth while car exports face challenges. AISI projects that motorcycle sales will reach 6.7mn units by 2025, with 4.87mn sold domestically and 1.83mn for export, driven by urbanization, government support, rising incomes, and infrastructure improvements. Conversely, Indonesia's car exports are expected to decline by 10% this year, as PT Toyota Motor Manufacturing Indonesia (TMMIN) reports that declining purchasing power in several target markets has led to a 5% to 10% reduction in global demand in 2024. Nevertheless, demand for Toyota exports has remained strong in certain countries despite the overall economic challenges. (Investor Daily)

## CORPORATE

### Dongfeng Honda Operates Electric Vehicle Plant in China

Dongfeng Honda Automobile Co., Ltd. has launched its first dedicated electric vehicle production facility in Wuhan, China, featuring advanced automation and eliminating logistics personnel in stamping operations. The plant aims to enhance efficiency in new energy vehicle manufacturing. Honda plans to introduce 10 branded electric vehicle models in China by 2027, targeting 100% electric vehicle sales by 2035. (Kontan)

### ISAT Adds 21,462 Units of 4G BTS in Q3 2024, Expanding Coverage

Indosat (ISAT) has added 21,462 units of 4G base transceiver stations (BTS) in Q3 2024, increasing the total to 247,000 units. This expansion supports the growth of data traffic, which has reached 12,050 Petabytes. Additionally, Indosat launched a digital intelligence operation center to monitor the network in real-time. (Bisnis)

**MBMA Plans Capital Increase to Support Business Expansion**

MBMA plans to implement a capital increase without pre-emptive rights to develop the company's business activities and to create opportunities for potential expansion. MBMA intends to issue up to 10.8bn shares, which is a maximum of 10% of the total shares that have been issued and fully paid. (Company)

**MIND ID Aims to Harness Thorium for Future Power Generation**

MIND ID is aiming to utilize thorium as a source of energy for power generation. According to MIND ID, the energy demand over the next five years is projected to reach 5 GW. Meeting this energy need will optimize existing potential while considering cost implications. Energy costs are expected to rise depending on the type of energy used. Therefore, MIND ID plans to harness thorium, which is a byproduct of tin mining. (Kontan)

**MTEL Expands Towers and Fiber Optics, Number of Tenants Increases**

Mitratel (MTEL) reported a 5.8% increase in tower assets, totaling 39,259 units, and a 36.7% expansion in fiber optic length to 39,714 km as of Q3 2024. The number of tenants rose by 6.7% year-on-year, reaching 59,431. This growth reflects successful investments, particularly in areas outside Java. (Bisnis)

**TINS Provides Long-Term Loan to PT DOK & Perkapalan AIR Kantung**

TINS has provided a long-term loan to PT DOK & Perkapalan AIR Kantung amounting to Rp30.62bn. This loan has a maximum term of six years and an interest rate of 8.16% per annum. (IDX)

**TLKM Upgrades Batam Data Center, Aiming to Implement AI**

Telkom Indonesia is enhancing its Neutra DC data center in Batam, planning to implement artificial intelligence (AI) technologies. The first floor is expected to be completed by Q1 2025, with overall construction progress currently below 10%. The redesign aims to increase the data center's capacity from 12-16 MW to 21-30 MW per facility. (Bisnis)

# Equity SNAPSHOT

Thursday, 31 October 2024

Equity Valuation			Rating	Outstanding		Price (Rp)	Price Target	Mkt Cap Rp Bn	PER (x)		EV / EBITDA (x)		PBV		ROE		
				Shares (Mn)					2023	2024	2023	2024	2023	2024	2023	2024	
BRI-Danareksa Universe				3.202.363				4.827.668	17.8	13.5	11.5	10.9	2.4	2.2	13.6	16.9	
Auto				40.484				210.514	6.2	7.0	4.4	4.7	1.1	1.0	17.3	14.7	
Astra International				ASII	BUY	40.484	5.200	5.700	210.514	6.2	7.0	4.4	4.7	1.1	1.0	17.3	14.7
Financials & Banks				333.995				2.288.214	17.5	16.2	N/A	N/A	3.2	3.0	19.3	19.0	
BCA				BBCA	BUY	123.275	10.350	12.800	1.275.897	26.2	23.4	N/A	N/A	5.3	4.9	21.0	21.6
BNI				BBNI	BUY	37.297	5.225	7.600	194.878	9.3	9.0	N/A	N/A	1.3	1.2	14.6	13.8
Bank Mandiri				BMRI	BUY	93.333	6.750	8.200	630.000	11.4	11.1	N/A	N/A	2.4	2.2	22.4	20.9
Bank Jago				ARTO	BUY	13.857	2.850	3.900	39.492	545.8	321.4	N/A	N/A	4.7	4.7	0.9	1.5
Bank Neo Commerce				BBYB	BUY	12.399	258	600	3.199	(5.6)	(51.1)	N/A	N/A	1.0	1.0	(16.2)	(1.9)
Bank Syariah Indonesia				BRIS	HOLD	46.129	2.960	3.000	136.543	23.9	20.0	N/A	N/A	3.5	3.1	15.8	16.5
Bank Tabungan Pensiunan Nasional Syariah				BTPS	HOLD	7.704	1.065	1.200	8.204	7.6	7.8	N/A	N/A	0.9	0.9	12.6	11.5
Cement				10.433				53.272	12.9	16.4	5.4	5.8	0.8	0.8	6.5	5.0	
Indocement				INTP	BUY	3.681	7.300	8.800	26.873	13.8	16.7	7.2	7.4	1.3	1.2	9.6	7.5
Semen Indonesia				SMGR	HOLD	6.752	3.910	4.100	26.399	12.2	16.1	4.5	5.0	0.6	0.6	5.0	3.8
Cigarettes				118.242				107.678	8.0	8.8	5.6	5.6	1.2	1.1	15.2	13.1	
Gudang Garam				GGRM	HOLD	1.924	14.250	17.500	27.418	5.1	6.9	3.5	3.8	0.5	0.4	9.0	6.3
HM Sampoerna				HMSB	HOLD	116.318	690	730	80.259	9.9	9.8	7.7	6.9	2.7	2.6	27.9	26.9
Construction				22.115				40.469	5.7	9.0	8.82	6.92	0.8	0.7	16.0	8.3	
Pembangunan Perumahan				PTPP	BUY	6.450	444	750	2.864	9.5	6.1	5.4	5.0	0.2	0.2	2.6	4.0
Adhi Karya				ADHI	BUY	8.408	286	500	2.405	44.0	61.3	6.3	6.6	0.3	0.3	0.6	0.5
Jasa Marga				JSMR	BUY	7.258	4.850	6.500	35.201	5.2	8.8	10.4	7.6	1.3	0.9	27.2	11.8
Consumer				87.138				349.378	14.9	13.1	8.0	7.2	3.0	2.6	20.8	21.1	
Indofood CBP				ICBP	BUY	11.662	12.450	12.900	145.191	20.8	14.8	10.5	9.6	3.6	3.1	18.1	22.3
Indofood				INDF	BUY	8.780	7.475	8.000	65.634	8.1	6.7	4.4	3.4	1.1	1.0	14.4	15.7
Unilever				UNVR	SELL	38.150	1.960	2.300	74.774	15.6	20.6	10.5	13.7	22.1	22.0	130.1	107.1
Mayora Indah				MYOR	BUY	22.359	2.580	3.350	57.685	18.1	17.3	11.3	11.1	3.8	3.4	23.1	20.9
Nippon Indosari Corpindo				ROTI	BUY	6.186	985	1.400	6.094	18.3	15.9	9.0	8.2	2.5	2.3	13.1	15.3
Pharmaceutical				76.875				93.385	25.1	21.7	16.2	14.2	3.8	3.5	15.3	16.7	
Sido Muncul				SIDO	HOLD	30.000	605	640	18.150	19.1	17.5	15.2	14.7	5.4	5.2	27.6	30.3
Kalbe Farma				KALF	BUY	46.875	1.605	1.800	75.235	27.2	23.0	16.4	14.0	3.5	3.2	13.2	14.6
Healthcare				43.217				105.494	36.2	48.9	29.5	23.9	8.7	7.8	25.0	16.8	
Medikaloka Hermina				HEAL	BUY	15.366	1.450	2.000	22.281	50.9	38.0	16.0	12.8	5.8	5.2	12.0	14.3
Mitra Keluarga				MIKA	BUY	13.907	2.850	3.400	39.636	43.3	32.9	25.8	20.6	6.8	6.0	16.3	19.3
Prodia Widyahusada				PRDA	BUY	938	2.920	6.400	2.738	7.8	7.5	3.1	2.8	1.1	1.1	14.8	14.6
Siloam Hospital				SILO	BUY	13.006	3.140	3.000	40.839	33.7	36.0	15.0	14.8	5.2	4.7	16.3	13.7
Heavy Equipment				3.730				98.569	4.8	5.1	2.5	2.9	1.2	1.1	25.1	22.7	
United Tractors				UNTR	BUY	3.730	26.425	29.200	98.569	4.8	5.1	2.5	2.9	1.2	1.1	25.1	22.7
Industrial Estate				52.903				13.692	9.9	6.9	7.6	3.4	1.4	1.2	14.3	18.2	
Puradelta Lestari				DMAS	BUY	48.198	164	190	7.904	6.5	5.6	6.1	3.7	1.3	1.1	20.9	21.3
Surya Semesta				SSIA	BUY	4.705	1.230	1.400	5.787	32.8	10.1	9.9	3.0	1.4	1.3	4.5	13.3
Media				89.020				14.432	5.0	5.8	2.1	1.8	0.5	0.5	10.3	8.2	
Media Nusantara Citra				MNCN	BUY	15.050	320	800	4.816	2.4	3.1	1.1	0.7	0.2	0.2	9.8	7.2
Surya Citra Media				SCMA	BUY	73.971	130	325	9.616	10.6	10.7	4.6	4.4	1.2	1.1	11.6	10.7
Mining				319.649				426.132	7.2	8.9	3.8	4.5	1.4	1.3	20.5	15.5	
Medco Energi				MEDC	BUY	25.136	1.285	1.700	32.300	6.5	6.6	2.3	4.2	1.2	1.1	19.5	16.9
Adaro Energy				ADRO	BUY	30.759	3.640	3.770	111.962	4.5	6.4	1.9	2.4	1.1	1.1	25.7	17.2
Timah				TINS	HOLD	7.448	1.330	2.100	9.906	25.4	79.5	7.1	31.2	1.4	1.4	5.3	1.7
Vale Indonesia				INCO	BUY	10.540	3.870	5.700	40.789	9.9	28.8	4.1	7.7	1.1	1.1	11.2	3.7
Aneka Tambang				ANTM	BUY	24.031	1.630	2.000	39.170	12.7	13.5	7.9	7.7	1.3	1.3	11.3	9.5
Bukit Asam				PTBA	BUY	11.521	2.840	3.100	32.719	5.4	5.9	4.6	5.5	1.5	1.4	24.4	25.3
Indo Tambangraya Megah				ITMG	BUY	1.130	25.150	31.300	28.418	3.8	3.8	1.7	1.2	1.1	1.1	26.7	28.0
Harum Energy				HRUM	BUY	13.518	1.200	1.700	16.222	5.2	5.3	1.9	1.5	1.3	1.1	26.1	22.4
Merdeka Copper Gold				MDKA	BUY	24.473	2.390	3.000	58.490	(177.0)	861.7	19.9	15.3	3.9	3.4	(2.1)	0.4
Trimegah Bangun Persada				NCKL	BUY	63.099	890	1.300	56.158	10.0	11.1	8.4	8.0	2.4	2.1	34.1	20.1
Merdeka Battery Materials				MBMA	BUY	107.995	520	650	56.158	506.6	92.5	38.1	22.3	2.3	2.2	0.6	2.4
Wintermar Offshore Marine				WINS	BUY	4.365	545	760	2.379	356.5	95.2	117.4	48.1	17.7	14.9	5.1	17.0
Poultry				30.363				107.246	32.4	16.5	14.0	8.8	2.5	2.3	7.9	14.4	
Charoen Pokphand				CPIN	BUY	16.398	5.125	6.400	84.040	36.3	24.3	17.6	13.2	3.1	2.9	8.7	12.3
Japfa Comfeed				JFPA	BUY	11.727	1.810	2.900	21.225	22.8	7.3	9.9	4.7	1.6	1.3	7.2	20.1
Malindo Feedmill				MAIN	BUY	2.239	885	850	1.981	31.3	15.3	5.9	5.3	0.8	0.8	2.6	5.0
Property				104.375				84.334	12.7	9.2	7.1	5.2	1.0	0.9	8.1	10.2	
Bumi Serpong Damai				BSDE	BUY	21.171	1.205	1.550	25.512	13.1	6.6	7.9	4.6	0.7	0.6	5.5	10.0
Ciputra Development				CTRA	BUY	18.536	1.340	1.700	24.838	13.5	10.8	7.1	5.3	1.2	1.1	9.6	10.9
Pakuwon Jati				PWON	BUY	48.160	476	640	22.924	10.9	10.6	6.4	5.9	1.2	1.1	11.6	10.8
Summarecon				SMRA	BUY	16.509	670	1.000	11.061	14.4	12.8	6.9	5.8	1.1	1.0	8.1	8.5
Utility				65.750				36.483	26.3	24.6	12.3	12.2	2.4	2.2	16.0	15.5	
Perusahaan Gas Negara				PGAS	BUY	24.242	1.505	1.650	36.483	8.8	8.3	2.8	2.3	0.8	0.8	9.8	9.5
Pertamina Geothermal Energy				PGEO	BUY	41.508	1.090	1.470	45.244	17.4	16.3	9.5	9.8	1.5	1.5	10.8	9.2
Retail				100.265				87.999	18.1	16.9	9.3	8.8	3.2	2.7	19.6	17.5	
Mitra Adi Perkasa				MAPI	BUY	16.600	1.670	2.000	27.722	14.6	14.0	6.5	6.4	2.8	2.3	20.9	17.9
MAP Aktif Adiperkasa				MAPA	BUY	28.504	965	1.000	27.506	19.8	19.7	12.5	12.6	4.8	3.9	27.3	22.0
Midi Utama Indonesia				MIDI	BUY	33.435	456	600	15.246	29.5	25.4	12.1	10.4	4.1	3.7	18.0	15.2
Hartadinata Abadi				HRTA	BUY	4.605	478	600	2.201	7.2	5.6	5.7	4.6	1.1	1.0	16.6	18.5
Ace Hardware				ACES	BUY	17.120	895	1.100	15.323	20.1	18.3	13.8	12.1	2.5	2.3	12.7	13.2
Technology				1.382.070				153.021	(1.6)	(21.3)	9.7	26.1	2.2	2.4	(81.4)	(10.6)	
Bukalapak				BUKA	BUY	103.122</											

## COVERAGE PERFORMANCE

### LEADERS

	Code	Price as on		Chg, %	wow, %	mom, %	YTD, %	Rating
		30-Oct-24	29-Oct-24					
Medco Energi Internasional	MEDC	1.285	1.235	4,0	(4,1)	1,6	11,3	BUY
AKR Corporindo	AKRA	1.395	1.350	3,3	(3,1)	(10,0)	(5,4)	BUY
Hartadinata Abadi	HRTA	478	464	3,0	(0,8)	18,9	37,4	BUY
Ciputra Development	CTRA	1.340	1.310	2,3	(1,1)	0,8	14,5	BUY
Puradelta Lestari	DMAS	164	161	1,9	1,2	2,5	0,6	BUY
Tower Bersama	TBIG	1.915	1.880	1,9	2,1	0,8	(8,4)	BUY
Mitra Keluarga Karyasehat	MIKA	2.850	2.800	1,8	(1,7)	(10,1)	-	BUY
Astra International	ASII	5.200	5.125	1,5	(1,9)	3,0	(8,0)	BUY
Gojek Tokopedia	GOTO	71	70	1,4	(4,1)	7,6	(17,4)	BUY
Merdeka Copper Gold	MDKA	2.390	2.360	1,3	(5,5)	(12,1)	(11,5)	BUY

Sources: Bloomberg

### LAGGARDS

	Code	Price as on		Chg, %	wow, %	mom, %	YTD, %	Rating
		30-Oct-24	29-Oct-24					
Semen Indonesia	SMGR	3.910	4.110	(4,9)	(8,6)	3,2	(38,9)	HOLD
Gudang Garam	GGRM	14.250	14.875	(4,2)	(8,1)	(10,4)	(29,9)	HOLD
Vale Indonesia	INCO	3.870	3.990	(3,0)	(7,9)	(5,1)	(8,9)	BUY
Midi Utama Indonesia	MIDI	456	470	(3,0)	(1,3)	(5,0)	6,0	BUY
Unilever	UNVR	1.960	2.020	(3,0)	(15,9)	(11,3)	(44,5)	SELL
M-Cash Integrasi	MCAS	1.180	1.215	(2,9)	(7,8)	(12,3)	(72,9)	BUY
Charoen Pokphand	CPIN	5.125	5.275	(2,8)	1,0	9,0	2,0	BUY
Surya Citra Media	SCMA	130	133	(2,3)	(5,8)	6,6	(23,5)	BUY
Malindo Feedmill	MAIN	885	905	(2,2)	2,3	16,4	71,8	BUY
Indocement	INTP	7.300	7.450	(2,0)	(6,4)	7,4	(22,3)	BUY

Sources: Bloomberg

## PREVIOUS REPORTS

- Bank Syariah Indonesia: [Robust 3Q24 performance \(in line\); Potential growth outlook in Sharia market remained intact](#)
- Medikaloka Hermina: [Steady FY24F Growth Outlook Remains Intact Despite Muted Inpatient Volume](#)
- Bank Jago: 3Q24 earnings: [Low-risk loans continue to drive growth, offsetting lower NIM with lower CoC](#)
- AKR Corporindo: [Recalibrating our numbers post 3Q24 earnings miss; maintaining recovery expectation in 4Q24E onwards](#)
- Japfa Comfeed Indonesia: [3Q24 results: Beating expectations on lower-than-anticipated decline in margin](#)
- Macro Strategy: [Facing the Headwinds](#)
- Bank Negara Indonesia: [Robust 3Q24 and in line 9M24 net profit, supported by NIM improvement and steady CoC](#)
- Bank BTPN Syariah: [9M24 in line with ours/below cons., as persistently high CoC dragged down 3Q24 earnings](#)
- Sido Muncul: [Challenging 4Q24 ahead: Revised Forecasts and Downgrade rating to Hold](#)
- Metal Mining: [NPI price could weaken on RKAB release, Tin Price Potential Rebound on Supply Tightness](#)
- Indocement Tunggal Prakarsa: [KTA from Concall: A More Promising Outlook](#)
- Unilever Indonesia: [FY24-25 Estimates Cut Post Weak 3Q24 Earnings, Recovery Anticipated in 2025](#)
- Bank Central Asia: [Solid 3Q24 performances; FY24F NIM and loan growth guidance upgraded](#)
- AKR Corporindo: [Expect in line 3Q24E result and 4Q24E to remain as the strongest quarter](#)
- Telco: [Telco Operators' Tactical Adjustments Amid 3Q24 Weakness, Poised for 4Q24 Rebound](#)
- Macro Strategy: [Welcoming the New Government](#)
- Aspirasi Hidup Indonesia: [Solid Sept24 SSSG; Expect strong 9M24 core profit of 13% yoy, in line with our FY24F](#)
- Healthcare: [3Q24 Preview: Expect Earnings to Remain Solid, In-Line 9M24](#)
- Cement: [3Q24 preview: expanding volume, stabilizing ASP; Expect SMGR to miss, INTP to meet cons. forecast](#)
- Banks: [3Q24 preview: Gradual improvement in liquidity and strong loan growth to drive earnings](#)
- Technology: [3Q24 Preview: GOTO Poised for EBITDA Growth; Temu facing an uphill battle to enter Indonesia](#)
- Puradelta Lestari: [Data Center Growth Proxy Amid its Cikarang Location](#)
- Surya Semesta Internusa: [Potential Future Hub of Indonesia's EV Ecosystem](#)
- Macro Strategy: [At the Crossroad](#)
- Metal Mining: [3Q24 preview: expect a slower quarter, but a majority beat in 9M24 due to low expectations](#)
- Retail: [3Q24 preview: Solid growth, normalized margins; expect strong results from ACES and MIDI](#)
- Wintermar Offshore Marine: [Recently acquired WM Mentawai PSV to bolster earnings growth in 2H24 onwards](#)
- Consumer: [3Q24 preview: sustained solid core profit growth on stable margins, in line with our and consensus](#)
- Equity Strategy: [Headwind from outflows may persist; a slight cut in consensus est. despite intact fundamentals](#)
- Poultry: [Good entry points amid low expectations on LB prices, mild fund positions, and cheap valuations](#)
- Macro Strategy: [The Travails of Resurgent Risk Catalysts](#)
- Sarana Menara Nusantara: [Fiber-Driven Growth and Rate Cut Catalysts to Enhance Long-Term Value](#)
- Hartadinata Abadi: [Capitalizing on solid volume growth and robust gold price; initiate with a Buy rating](#)
- Merdeka Battery Materials: [Solid 2Q24 earnings, but 1H24 still a miss, downgrading numbers on weaker commodity prices](#)
- Merdeka Cooper Gold : [1H24 Earnings miss, a potential breakeven in FY24](#)
- Jasa Marga: [JTT divestment is signed and sealed](#)
- Bank BTPN Syariah: [NPL Cycle Hits Bottom, A Long Road to Recovery Ahead; Re-initiate with a Hold Rating](#)
- Macro Strategy: [The Fulcrum of China's Stimulus](#)
- Telkom Indonesia: [Strong and Visible Catalysts to boost FY25 Growth](#)
- Metal Mining: [Hope from China's latest stimulus, albeit more is needed](#)
- Bank Syariah Indonesia: [Aug24 results: Improved NIM and cost efficiency offsetting the higher CoC](#)
- Cement: [Divergence between SMGR and INTP sales volumes in Aug24; prices are improving in Sep24](#)
- Indosat Ooredoo Hutchison: [Aggressive Distribution Fuels Future Growth While Ensuring Short-Term Resilience with Price Hikes](#)
- Medikaloka Hermina: [On Track 9M24 Performance; Potential Upsides from COB implementation](#)
- Macro Strategy: [The Major Premise of Rate Cut](#)
- Aspirasi Hidup Indonesia: [Strong Aug24 SSSG; YTD Monthly Sales Surpass Pre-Pandemic Levels, in line with our FY24F](#)
- Equity Strategy: [Riding the Wave of Earnings Growth, Strong IDR and Liquidity Catalysts](#)
- Banks: [Better liquidity to support NIM amid the potential continuous tight competition in lending](#)
- Macro Strategy: [An Opportune Time to Initiate the Easing Cycle](#)
- Telco: [Navigating the 3Q24 Soft Season Challenges and Capitalizing on 4Q24 Opportunities](#)



## Equity SNAPSHOT

### PT BRI Danareksa Sekuritas

Gedung BRI II Lt.23, Jl. Jenderal Sudirman Kav.44-46  
Bendungan Hilir, Tanah Abang – Jakarta Pusat 10210  
Indonesia  
Indonesia  
Tel (62 21) 50914100  
Fax (62 21) 2520990

### Equity Research Team

#### Erindra Krisnawan

[erindra.krisnawan@brids.co.id](mailto:erindra.krisnawan@brids.co.id)

(62-21) 50914100 ext. 3500

**Head of Equity Research, Strategy, Coal**

#### Natalia Sutanto

[natalia.sutanto@brids.co.id](mailto:natalia.sutanto@brids.co.id)

(62-21) 50914100 ext.3508

**Consumer, Tobacco, Pharmacy, Retail**

#### Victor Stefano

[victor.stefano@brids.co.id](mailto:victor.stefano@brids.co.id)

(62-21) 50914100 ext.3503

**Banks, Poultry**

#### Niko Margaronis

[niko.margaronis@brids.co.id](mailto:niko.margaronis@brids.co.id)

(62-21) 50914100 ext.3512

**Telco, Tower, Technology, Media**

#### Timothy Wijaya

[timothy.wijaya@brids.co.id](mailto:timothy.wijaya@brids.co.id)

(62-21) 50914100 ext.3530

**Metal, Oil and Gas, Mining Service**

#### Ismail Fakhri Suweleh

[ismail.suweleh@brids.co.id](mailto:ismail.suweleh@brids.co.id)

(62-21) 50914100 ext.3505

**Healthcare, Property, Industrial Estate**

#### Richard Jerry

[richard.jerry@brids.co.id](mailto:richard.jerry@brids.co.id)

(62-21) 50914100 ext.3511

**Automotive, Cement, Infrastructure**

### Economic Research Team

#### Helmy Kristanto

[helmy.kristanto@brids.co.id](mailto:helmy.kristanto@brids.co.id)

(62-21) 50914100 ext. 3400

**Chief Economist, Macro Strategy**

#### Dr. Telisa Aulia Falianty

[telisa.falianty@brids.co.id](mailto:telisa.falianty@brids.co.id)

(62-21) 50914100

**Senior Advisor**

#### Kefas Sidauruk

[kefas.sidauruk@brids.co.id](mailto:kefas.sidauruk@brids.co.id)

(62-21) 50914100

**Economist**

### Sales Team

#### Yofi Lasini

[yofi.lasini@brids.co.id](mailto:yofi.lasini@brids.co.id)

(62-21) 50914100 ext. 3120

#### Ehrlicch Suharto

[ehrliech@brids.co.id](mailto:ehrliech@brids.co.id)

(62-21) 50914100 ext.3508

#### Yunita L. Nababan

[yunita@brids.co.id](mailto:yunita@brids.co.id)

(62-21) 50914100 ext.3503

#### Andreas Kenny

[andreas.kenny@brids.co.id](mailto:andreas.kenny@brids.co.id)

(62-21) 50914100 ext. 3500

#### Adeline Solaiman

[adeline.solaiman@brids.co.id](mailto:adeline.solaiman@brids.co.id)

(62-21) 50914100 ext.3508

#### Novrita Endah Putrianti

[novrita.putrianti@brids.co.id](mailto:novrita.putrianti@brids.co.id)

(62-21) 50914100 ext.3503

#### Christy Halim

[christy.halim@brids.co.id](mailto:christy.halim@brids.co.id)

(62-21) 50914100 ext. 3500

#### Jason Joseph

[jason.joseph@brids.co.id](mailto:jason.joseph@brids.co.id)

(62-21) 50914100 ext.3508

---

## Disclaimer

The information contained in this report has been taken from sources which we deem reliable. However, none of P.T. BRI Danareksa Sekuritas and/or its affiliated companies and/or their respective employees and/or agents makes any representation or warranty (express or implied) or accepts any responsibility or liability as to, or in relation to, the accuracy or completeness of the information and opinions contained in this report or as to any information contained in this report or any other such information or opinions remaining unchanged after the issue thereof.

We expressly disclaim any responsibility or liability (express or implied) of P.T. BRI Danareksa Sekuritas, its affiliated companies and their respective employees and agents whatsoever and howsoever arising (including, without limitation for any claims, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this report and neither P.T. BRI Danareksa Sekuritas, its affiliated companies or their respective employees or agents accepts liability for any errors, omissions or misstatements, negligent or otherwise, in the report and any liability in respect of the report or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

The information contained in this report is not to be taken as any recommendation made by P.T. BRI Danareksa Sekuritas or any other person to enter into any agreement with regard to any investment mentioned in this document. This report is prepared for general circulation. It does not have regard to the specific person who may receive this report. In considering any investments you should make your own independent assessment and seek your own professional financial and legal advice.