# Buy

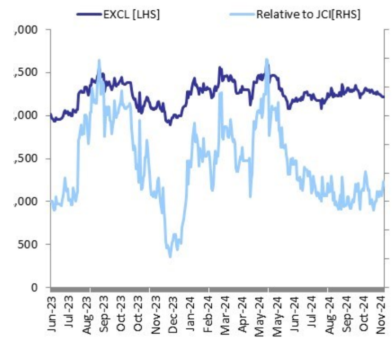
*(Maintained)*

| | |
|---|---|
| **Last Price (Rp)** | **2,210** |
| **Target Price (Rp)** | **3,500** |
| ***Previous Target Price (Rp)*** | ***3,300*** |
| **Upside/Downside** | **+58.4%** |
| | |
| **No. of Shares (mn)** | **13,072** |
| **Mkt Cap (Rpbn/US$mn)** | **28,889/1,844** |
| **Avg, Daily T/O (Rpbn/US$mn)** | **52.2/3.3** |
| **Free Float (%)** | **33.2** |
| | |
| **Major Shareholder (%)** | |
| Axiata Investments Indonesia Sdn. Bhd. | **66.3** |

**EPS Consensus (Rp)**

| | 2024F | 2025F | 2026F |
|---|---|---|---|
| BRIDS | 158.5 | 202.5 | 242.0 |
| Consensus | 143.2 | 171.2 | 199.7 |
| **BRIDS/Cons (%)** | **10.6** | **18.2** | **21.1** |

### EXCL relative to JCI Index




*Source: Bloomberg*

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# XL Axiata (EXCL IJ)

## 3Q24 Earnings Miss; Aiming to capitalize further on its digital and FMC growth with strong profitability

- **9M24 NP grew +31.7% yoy but missed our forecasts due to revenue deceleration, increased interest, and LINK-associated losses.**
- **XL swiftly shifts to a profit-focused strategy targeting EBITDA margins above 50%+ in FY24F, aiming to integrate LINK subscribers efficiently.**
- **We adjust our FC24/25/26F by -1.4/ +8.2/ +17.6% as we include the LINK subs into our forecast. Maintain BUY with a higher TP of Rp3,500.**

**9M24 below net profit due to decelerated revenue and one-off LINK cost**
XL delivered a net profit of Rp1.3tr with +31.7% yoy growth but missed FY24F est. (<70% of ours/cons.) due to weaker-than-expected revenue (+6.3% yoy), higher interest expense (+6.1% yoy), and a loss from associates, primarily LINK, amounting to Rp226bn (incl. Rp100bn one-off). XL maintained efficiency with Infra, S&M, and direct OPEX down -180bps / -130bps / -70bps yoy (% to revenue) in 9M24, leading to an EBITDA margin of 52.4% (+320bps yoy).

**Shifting focus on profitability: FY24 revenue guidance cut/ EBITDA margin up**
3Q24 net profit was Rp292bn (-39.8% qoq, -16.4% yoy), due to lower 3Q revenue (Rp8.3tr, -3.5% qoq, -2.5% yoy) trailing sector growth. Subscribers remained steady at 58.6mn, but their usage and ARPU declined. The EBITDA margin was resilient at 52.2% (-10bps qoq, +160bps yoy) as higher Infra costs were offset by lower direct OPEX and S&M. Sales commissions were lower at 4.3% as a percentage of revenue (-60bps/-170bps qoq/yoy), indicating that XL did not engage in the 2Q-3Q24 intense competition, focusing instead on profitability. This is also suggested in mgmt's new FY24 guidance, which lowered revenue growth (5%-7.5% yoy) and EBITDA margin to +50%+. FY24 capex is also cut to <Rp8tr, suggesting that new network cycles are held back.

**Capitalizing on its Digital DNA and FMC, expect strong revenue in 4Q24**
XL remains a digital market leader with 55% subs penetration in its own apps, which we believe improves its ARPU and concurrently S&M cost outlook. The new guidance implies topline growth of ~+8.3% qoq in FY24, spurred by the ~750k LINK subs acquisition on 27th Sep24 with ~Rp550bn revenue, implying ~2% qoq revenue growth from XL standalone. XL maintains a positive outlook with potential to deliver ~30% penetration in its 6mn homepasses in ~3yrs.

**Reiterating BUY with higher TP of Rp3,500 as we include LINK subs**
We adjust our FC24/25/26F est. by -1.4/ +8.2/ +17.6% as we incorporate the LINK subs into our forecast and arrive at new TP of Rp3,500. We maintain our BUY rating, underpinned by digital growth and FMC initiatives. EXCL currently trades at 4.2x EV/EBITDA (close to -2SD vs. 5-year mean). Key risk is the illegal internet proliferation.

**Key Financials**

| Year to 31 Dec | 2022A | 2023A | 2024F | 2025F | 2026F |
|---|---|---|---|---|---|
| Revenue (Rpbn) | 29,142 | 32,323 | 34,385 | 38,413 | 40,204 |
| EBITDA (Rpbn) | 14,235 | 15,885 | 17,654 | 18,555 | 19,422 |
| EBITDA Growth (%) | 7.1 | 11.6 | 11.1 | 5.1 | 4.7 |
| Net Profit (Rpbn) | 1,109 | 1,271 | 2,071 | 2,647 | 3,163 |
| EPS (Rp) | 84.9 | 97.2 | 158.5 | 202.5 | 242.0 |
| EPS Growth (%) | (13.9) | 14.6 | 63.0 | 27.8 | 19.5 |
| BVPS (Rp) | 1,961.7 | 2,016.6 | 2,010.9 | 2,134.1 | 2,234.3 |
| DPS (Rp) | 41.6 | 42.0 | 49.4 | 79.2 | 141.7 |
| PER (x) | 27.1 | 23.7 | 14.5 | 11.4 | 9.5 |
| PBV (x) | 1.2 | 1.1 | 1.1 | 1.1 | 1.0 |
| Dividen yield (%) | 1.8 | 1.8 | 2.1 | 3.4 | 6.2 |
| EV/EBITDA | 2.6 | 2.2 | 2.6 | 1.9 | 1.6 |

*Source: EXCL, BRIDS Estimates*

### Exhibit 1. XL Axiata (EXCL:IJ) 3Q/9M 2024 Financial results

XL Axiata (EXCL IJ) 3Q/9M24 earnings

| Rp bn | 3Q23 | 2Q24 | 3Q24 | QoQ, % | YoY, % | 9M23 | 9M24 | YoY, % | 2024 BRIDS | A/BRIDS, % | A/C, % |
|---|---|---|---|---|---|---|---|---|---|---|---|
| **Net revenues** | **8,103** | **8,613** | **8,310** | *(3.5)* | *2.5* | **23,868** | **25,361** | *6.3* | **35,108** | *72.2%* | *73.0%* |
| **Total expenses** | (6,890) | (7,136) | (7,029) | *(1.5)* | *2.0* | (20,410) | (21,132) | *3.5* | | | |
| **Cash OPEX** | (4,001) | (4,110) | (3,971) | *(3.4)* | *(0.7)* | (12,113) | (12,065) | *(0.4)* | | | |
| **EBITDA** | **4,103** | **4,503** | **4,339** | *(3.7)* | *5.8* | **11,755** | **13,297** | *13.1* | **17,567** | *75.7%* | *75.7%* |
| *Ebitda margin (%)* | *50.6* | *52.3* | *52.2* | *(0.1)* | *1.6* | *49.2* | *52.4* | *3.2* | *51.1* | | |
| **EBIT** | **1,145** | **1,394** | **1,274** | *(8.6)* | *11.3* | **3,229** | **4,058** | *25.7* | | | |
| *Ebit margin (%)* | *14.1* | *16.2* | *15.3* | *(0.8)* | *1.2* | *13.5* | *16.0* | *2.5* | | | |
| **Operating profit** | **1,213** | **1,477** | **1,281** | *(13.3)* | *5.6* | **3,458** | **4,229** | *22.3* | **5,938** | *71.2%* | |
| *OP margin (%)* | *15.0* | *17.2* | *15.4* | *(1.7)* | *0.4* | *14.5* | *16.7* | *15.1* | | | |
| **Other income (expense)** | **(777)** | **(816)** | **(865)** | *6.0* | *11.4* | **(2,218)** | **(2,475)** | *11.6* | | | |
| **Pre-tax profit** | **437** | **661** | **416** | *(37.1)* | *(4.8)* | **1,240** | **1,754** | *41.5* | **5,938** | *29.5%* | *69.9%* |
| **Reported net profit** | **349** | **485** | **292** | *(39.8)* | *(16.4)* | **1,000** | **1,317** | *31.7* | **2,102** | *62.6%* | *69.4%* |
| Book Capex | 2,389 | 2,088 | 1,504 | *(28.0)* | *(37.0)* | 5,545 | 5,649 | *1.9* | | | |
| *Capex Intensity (%)* | *29.5* | *24.2* | *18.1* | *(6.1)* | *(11.4)* | *23.2* | *22.3* | *(1.0)* | | | |
| *Net debt / ann. EBITDA (x)* | *2.6* | *2.5* | *2.7* | *0.2* | *0.1* | *2.6* | *2.7* | *0.1* | | | |
| *Net debt/Equity (x)* | *0.3* | *0.4* | *0.4* | *0.1* | *0.1* | *0.3* | *0.4* | *0.1* | | | |
| oFCF | 1,714 | 2,415 | 2,835 | *17.4* | *65.4* | 6,210 | 7,648 | *23.2* | | | |
| *EBITDA - CAPEX coverage (x)* | *1.7* | *2.2* | *2.9* | *0.7* | *1.2* | *2.1* | *2.4* | *0.2* | | | |

*Source: Company, BRIDS Estimates*

### Exhibit 2. XL Axiata (EXCL:IJ) 3Q/9M 2024 operational KPIs

| Operational Data | 3Q23 | 2Q24 | 3Q24 | qoq, % | yoy, % | 9M23 | 9M24 | yoy, % |
|---|---|---|---|---|---|---|---|---|
| **No. of Subscriber (million** | **57.5** | **58.5** | **58.6** | ***0.2*** | ***1.9*** | **57.5** | **58.6** | ***1.9*** |
| Prepaid | 55.9 | 56.9 | 56.9 | *0.0* | *1.8* | 55.9 | 56.9 | *1.8* |
| Postpaid | 1.6 | 1.6 | 1.7 | *6.3* | *6.3* | 1.6 | 1.7 | *6.3* |
| **MyXL & Axisnet MAU** | **27.0** | **32.0** | **32.2** | ***0.2*** | ***5.2*** | **27.0** | **32.2** | ***19.4*** |
| **Blended ARPU YTD (Rp. '000)** | **42** | **44** | **41** | ***(6.8)*** | ***(2.4)*** | **41** | **43** | ***4.9*** |
| **Data Segment** | | | | | | | | |
| Data Traffic (Petabytes) | 2,453 | 2,660 | 2,554 | *(4.0)* | *4.1* | 7,109 | 7,823 | *10.0* |
| **FMC Convergence** | | | | | | | | |
| Homepass penetration | 298.6 | 329.6 | 348.2 | *5.6* | *16.6* | | | |
| XL Home BB subscribers | 206.0 | 267.0 | 289.0 | *8.2* | *40.3* | | | |
| FMC Convergence | 69% | 81% | 83% | *2.0* | *14.0* | | | |
| **Network BTS (# '000)** | **158.2** | **163.9** | **165.1** | ***0.7*** | ***4.3*** | **158.2** | **165.1** | ***4.3*** |
| 2G | 53.7 | 54.3 | 54.4 | *0.2* | *1.5* | 53.7 | 54.4 | *1.5* |
| 3G | 1.2 | 0.4 | 0.4 | *(0.8)* | *(67.9)* | 1.2 | 0.4 | *(67.9)* |
| 4G | 103.4 | 109.2 | 110.3 | *1.0* | *6.6* | 103.4 | 110.3 | *6.6* |

*Source: Company, BRIDS*

**Exhibit 3. XL Axiata Reforecast Table**

| | OLD | | | | BRIDS NEW | | | Δ% | | |
|---|---|---|---|---|---|---|---|---|---|---|
| **Rp bn** | 2023A | **2024F** | **2025F** | **2026F** | **2024F** | **2025F** | **2026F** | **2024F** | **2025F** | **2026F** |
| **Revenue** | 32,323 | **35,108** | **37,192** | **39,133** | **34,385** | **38,413** | **40,204** | ***-2.1*** | ***3.3*** | ***2.7*** |
| *growth %* | *10.9* | *8.6* | *5.9* | *5.2* | *6.4* | *11.7* | *4.7* | *-2.2* | *5.8* | *-0.6* |
| *of which fixed BB revenue* | *300* | *450* | *1,100* | *1,410* | *810* | *2,387* | *3,024* | *80.0* | *117.0* | *114.5* |
| **EBITDA** | 15,885 | **17,567** | **18,338** | **19,358** | **17,654** | **18,555** | **19,422** | ***0.5*** | ***1.2*** | ***0.3*** |
| *EBITDA margin %* | *49.1* | *50.0* | *49.3* | *49.5* | *51.3* | *48.3* | *48.3* | *1.3* | *-1.0* | *-1.2* |
| **EBIT** | 4,380 | **5,938** | **6,505** | **6,854** | **6,173** | **6,969** | **7,779** | ***4.0*** | ***7.1*** | ***13.5*** |
| *EBIT margin %* | *13.6* | *16.9* | *17.5* | *17.5* | *18.0* | *18.1* | *19.4* | *1.0* | *0.7* | *1.8* |
| **NPATMI** | 1,271 | **2,102** | **2,446** | **2,689** | **2,071** | **2,647** | **3,163** | ***-1.4*** | ***8.2*** | ***17.6*** |
| *NI margin %* | *3.9* | *6.0* | *6.6* | *6.9* | *6.0* | *6.9* | *7.9* | *0.0* | *0.3* | *1.0* |
| **ROE** | 4.9 | **7.8** | **8.6** | **9.1** | **7.9** | **9.8** | **11.1** | ***0.1*** | ***1.2*** | ***2.0*** |
| Mobile Subscribers (mn) | 57.50 | 57.50 | 57.50 | 57.50 | 58.60 | 58.60 | 58.60 | *1.9* | *1.9* | *1.9* |
| *growth %* | *0.0* | *0.0* | *0.0* | *0.0* | *1.9* | *0.0* | *0.0* | *1.9* | *0.0* | *0.0* |
| Fixed BB Subscribers (mn) | *0.24* | *0.27* | *0.47* | *0.59* | *1.00* | *1.02* | *1.26* | *270.4* | *117.0* | *114.5* |
| *growth %* | *n/a* | *14.9* | *74.1* | *25.0* | *325.5* | *2.0* | *23.5* | *310.6* | *-72.1* | *-1.5* |
| Data traffic (PBs) | 9,638 | 11,028 | 11,785 | 12,387 | 10,443 | 11,323 | 11,785 | *-5.3* | *-3.9* | *-4.9* |
| *growth %* | *20.6* | *14.4* | *6.9* | *5.1* | *8.4* | *8.4* | *4.1* | *-6.1* | *1.6* | *-1.0* |
| Data yield (Rp k.) | 2.84 | 2.75 | 2.72 | 2.69 | 2.74 | 2.71 | 2.68 | *-0.5* | *-0.5* | *-0.5* |
| *growth %* | *-7.1* | *-3.2* | *-1.0* | *-1.0* | *-3.6* | *-1.0* | *-1.0* | *-0.4* | *0.0* | *0.0* |
| Calculated Mobile ARPU (Rp | 42.6 | 46.0 | 49.2 | 51.5 | 44.1 | 48.1 | 49.8 | *-4.2* | *-2.3* | *-3.4* |
| *growth %* | *10.9* | *8.0* | *7.0* | *4.7* | *3.5* | *9.1* | *3.5* | *-4.5* | *2.1* | *-1.2* |
| Fixed BB. ARPU (Rp k.) | 178.5 | 250.0 | 195.0 | 200.0 | 270.0 | 195.0 | 200.0 | *8.0* | *0.0* | *0.0* |
| *growth %* | *n/a* | *40.1* | *-22.0* | *2.6* | *51.3* | *-27.8* | *2.6* | *11.2* | *-5.8* | *0.0* |

*Source: Company, BRIDS*

**Exhibit 4. XL Axiata DCF valuation**

| (Rp Bn) | 2023 | 2024F | 2025F | 2026F | 2027F | 2028F | 2029F |
|---|---|---|---|---|---|---|---|
| **Total Revenues** | **32,323** | **34,385** | **38,413** | **40,204** | **41,687** | **43,361** | **43,794** |
| *Growth* | *10.9%* | *6.4%* | *11.7%* | *4.7%* | *3.7%* | *4.0%* | *1.0%* |
| **EBITDA** | **15,885** | **17,654** | **18,555** | **19,422** | **20,432** | **21,337** | **21,459** |
| *EBITDA Margin* | *49.1%* | *51.3%* | *48.3%* | *48.3%* | *49.0%* | *49.2%* | *49.0%* |
| **EBIT** | **4,380** | **5,895** | **6,824** | **7,634** | **8,530** | **9,309** | **9,526** |
| **Taxes** | **(420)** | **(1,297)** | **(1,501)** | **(1,680)** | **(1,877)** | **(2,048)** | **(2,096)** |
| **Change in Working Capital** | **(2,423)** | **(250)** | **(255)** | **(253)** | **(254)** | **(253)** | **(253)** |
| **CAPEX** | **(6,795)** | **(7,200)** | **(8,500)** | **(9,000)** | **(9,500)** | **(10,000)** | **(11,000)** |
| *(% of Revenue)* | *-21%* | *-21%* | *-22%* | *-22%* | *-23%* | *-23%* | *-25%* |
| **Free Cashflow** | **6,246** | **8,908** | **8,298** | **8,490** | **8,802** | **9,036** | **8,109.9** |

| | |
|---|---|
| **Terminal Growth Rate (%)** | **3.0%** |
| **WACC (%)** | **11.0%** |
| NPV of Cash Flows | 31,569 |
| NPV of Terminal Value | 60,180 |
| **Total NPV** | **91,749** |
| Net Cash/(Debt) | (46,644) |
| Implied Equity Value | 45,105 |
| **Implied Per Share Value** | **3,500** |

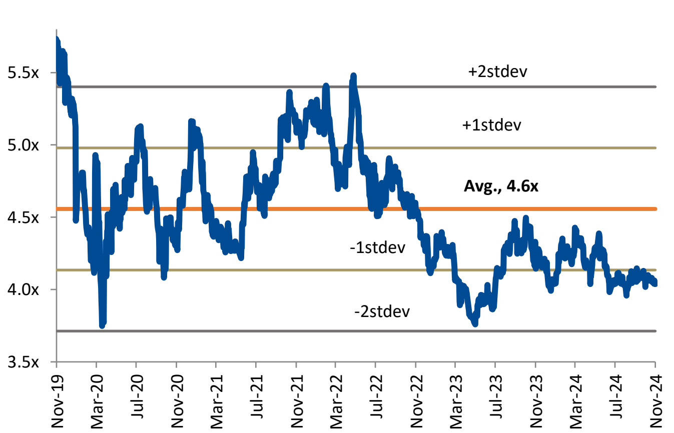
*Source: Company, BRIDS*

**Exhibit 5. Telco peers valuation**

| Company | Rec. | Target Price (Rp) | Market Cap. (RpBn) | Net debt | P/E (x) | | EV/EBITDA (x) | | P/BV (x) | | ROAE % | | Dividend yield % | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | '24F | '25F | '24F | '25F | '24F | '25F | '24F | '25F | '24F | '25F |
| XL Axiata | BUY | 3,500 | 30,065 | 44,809 | 14.5 | 11.4 | 4.2 | 4.0 | 1.1 | 1.1 | 7.9 | 9.8 | 2.1 | 3.4 |
| Indosat Ooredoo Hutchison | BUY | 3,800 | 70,307 | 49,253 | 13.2 | 11.2 | 4.4 | 4.0 | 2.1 | 1.9 | 16.3 | 17.4 | 3.8 | 6.3 |
| Telkom Indonesia | BUY | 4,250 | 274,402 | 48,599 | 12.3 | 11.3 | 4.3 | 4.0 | 2.0 | 1.9 | 16.1 | 16.9 | 6.4 | 6.8 |

*Source: Company, BRIDS*

**Exhibit 6. EXCL IJ 5-year forward EV/EBITDA multiple band**

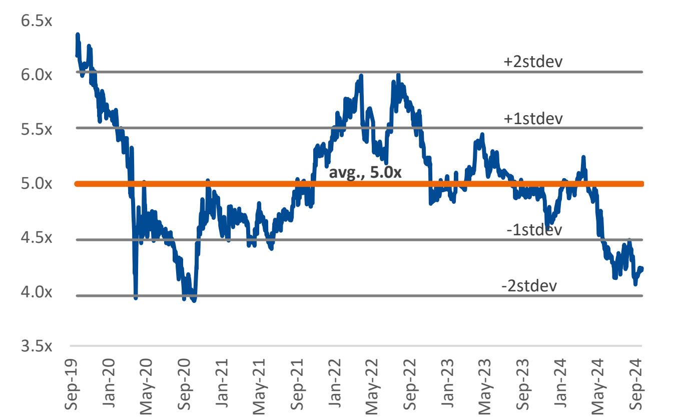



*Source: Company, BRIDS Estimates*

**Exhibit 7. EXCL IJ 3-year forward EV/EBITDA multiple band**

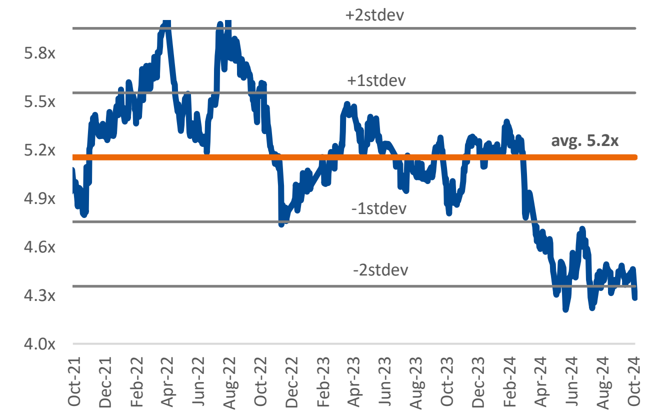

*Source: Company, BRIDS Estimates*

**Exhibit 8. Sector forward 5-yr EV/EBITDA band**



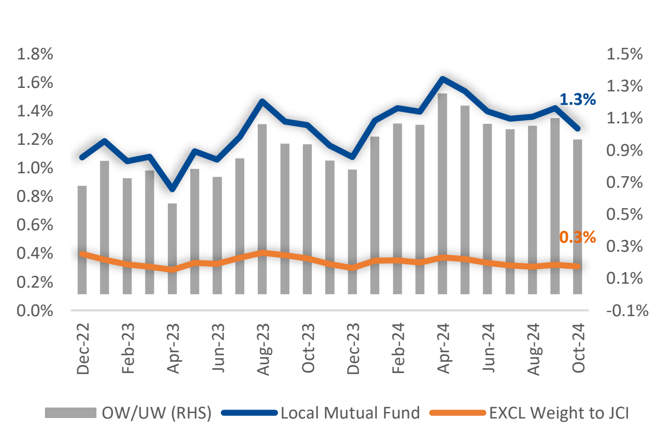

*Source: Company, BRIDS Estimates*

**Exhibit 9. Sector forward 3-yr EV/EBITDA band**



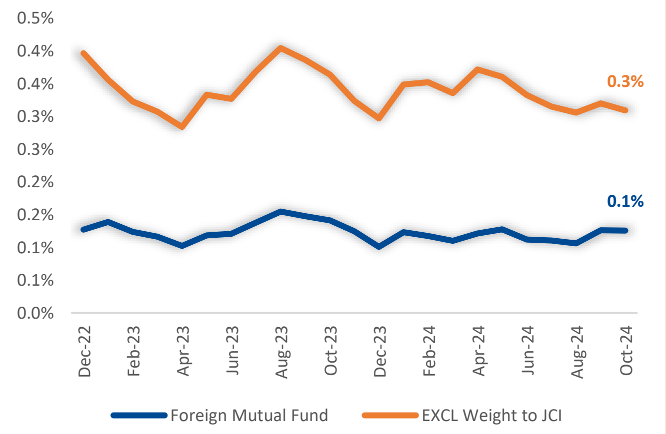

*Source: Company, BRIDS Estimates*

**Exhibit 10. EXCL's Domestic Fund Positioning**



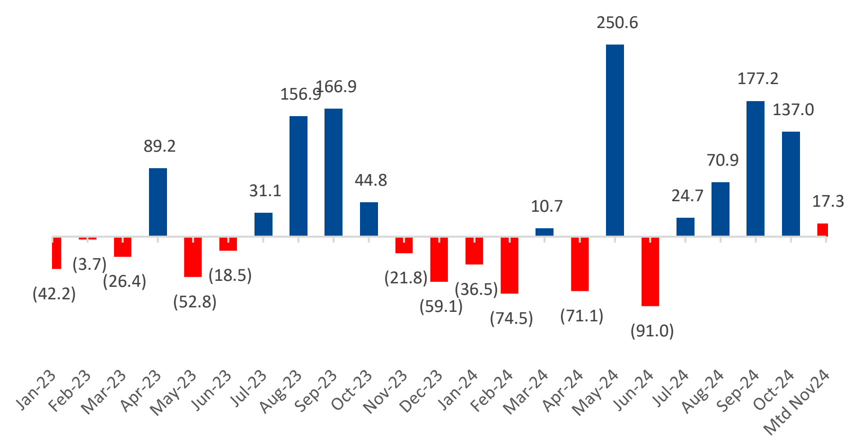

*Source: KSEI, BRIDS*

**Exhibit 11. EXCL's Foreign Ownership**




*Source: KSEI, BRIDS*

**Exhibit 12. EXCL's Monthly Foreign Flow (Rpbn)**

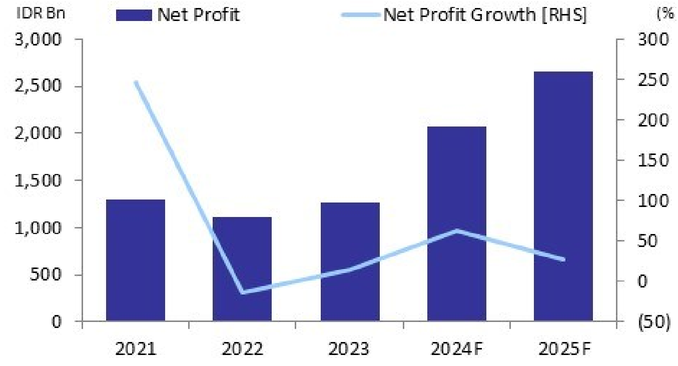



*Source: IDX, BRIDS*

**Exhibit 13. Revenue and Growth**


*Source: Company, BRIDS Estimates*

**Exhibit 14. Net Profit and Growth**

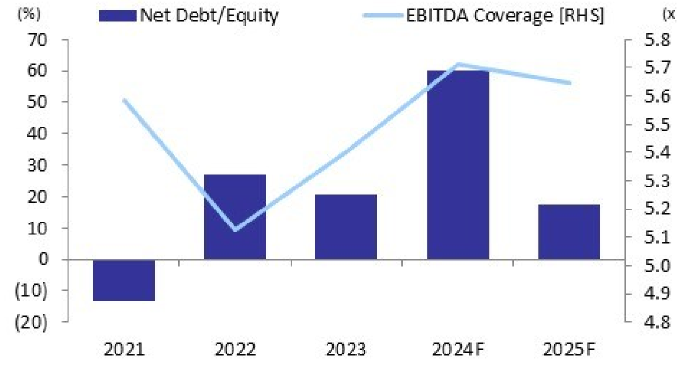



*Source: Company, BRIDS Estimates*

**Exhibit 15. Margins**


*Source: Company, BRIDS Estimates*

**Exhibit 16. Gearing Level**




*Source: Company, BRIDS Estimates*

**Exhibit 17. Income Statement**

| Year to 31 Dec (Rpbn) | 2022A | 2023A | 2024F | 2025F | 2026F |
|---|---|---|---|---|---|
| **Revenue** | **29,142** | **32,323** | **34,385** | **38,413** | **40,204** |
| COGS | (21,188) | (23,673) | (24,404) | (26,782) | (27,551) |
| **Gross profit** | **7,954** | **8,650** | **9,981** | **11,631** | **12,652** |
| **EBITDA** | **14,235** | **15,885** | **17,654** | **18,555** | **19,422** |
| **Oper. profit** | **3,658** | **4,380** | **5,895** | **6,824** | **7,634** |
| Interest income | 112 | 100 | 77 | 65 | 74 |
| Interest expense | (2,777) | (2,940) | (3,089) | (3,287) | (3,478) |
| Forex Gain/(Loss) | (61) | 13 | 9 | 0 | 0 |
| Income From Assoc. Co's | 4 | (191) | (256) | (171) | (114) |
| Other Income (Expenses) | 418 | 343 | 269 | 145 | 145 |
| **Pre-tax profit** | **1,353** | **1,705** | **2,904** | **3,577** | **4,262** |
| Income tax | (232) | (420) | (820) | (917) | (1,086) |
| Minority interest | (12) | (13) | (13) | (13) | (13) |
| **Net profit** | **1,109** | **1,271** | **2,071** | **2,647** | **3,163** |
| **Core Net Profit** | **1,171** | **1,258** | **2,062** | **2,647** | **3,163** |

**Exhibit 18. Balance Sheet**

| Year to 31 Dec (Rpbn) | 2022A | 2023A | 2024F | 2025F | 2026F |
|---|---|---|---|---|---|
| Cash & cash equivalent | 5,184 | 975 | 2,579 | 7,750 | 12,449 |
| Receivables | 852 | 1,435 | 1,616 | 1,215 | 1,252 |
| Inventory | 408 | 378 | 156 | 444 | 458 |
| Other Curr. Asset | 3,964 | 4,395 | 2,513 | 4,967 | 3,740 |
| Fixed assets - Net | 60,474 | 63,890 | 65,261 | 66,660 | 68,053 |
| Other non-curr.asset | 16,396 | 16,624 | 13,794 | 15,209 | 14,502 |
| **Total asset** | **87,278** | **87,698** | **85,918** | **96,246** | **100,454** |
| ST Debt | 5,622 | 854 | 9,613 | 5,363 | 5,277 |
| Payables | 11,337 | 9,383 | 7,547 | 12,804 | 13,188 |
| Other Curr. Liabilities | 9,391 | 9,906 | 3,336 | 11,466 | 12,001 |
| Long Term Debt | 6,488 | 5,609 | 8,860 | 7,234 | 8,047 |
| Other LT. Liabilities | 28,665 | 35,432 | 30,116 | 31,320 | 32,573 |
| **Total Liabilities** | **61,504** | **61,183** | **59,471** | **68,188** | **71,086** |
| Shareholder'sFunds | 25,643 | 26,360 | 26,286 | 27,897 | 29,207 |
| Minority interests | 131 | 144 | 152 | 152 | 152 |
| **Total Equity & Liabilities** | **87,278** | **87,698** | **85,918** | **96,246** | **100,454** |

**Exhibit 19. Cash Flow**

| Year to 31 Dec (Rpbn) | 2022A | 2023A | 2024F | 2025F | 2026F |
|---|---|---|---|---|---|
| Net income | 1,109 | 1,271 | 2,071 | 2,647 | 3,163 |
| Depreciation and Amort. | 10,577 | 11,505 | 11,760 | 11,731 | 11,787 |
| Change in Working Capital | (381) | (2,423) | (6,483) | 11,046 | 2,096 |
| OtherOper. Cash Flow | 1,090 | 649 | 2,819 | 3,028 | 3,211 |
| **Operating Cash Flow** | **12,396** | **11,002** | **10,168** | **28,451** | **20,256** |
| Capex | (7,475) | (3,994) | (7,200) | (7,200) | (7,250) |
| Others Inv. Cash Flow | (3,176) | (128) | 2,907 | (1,350) | 782 |
| **Investing Cash Flow** | **(10,651)** | **(4,123)** | **(4,293)** | **(8,550)** | **(6,468)** |
| Net change in debt | 9,065 | 1,120 | 6,693 | (4,671) | 1,979 |
| New Capital | 4,939 | 0 | (1,500) | 0 | 0 |
| Dividend payment | (544) | (549) | (646) | (1,036) | (1,853) |
| Other Fin. Cash Flow | (12,734) | (11,663) | (8,819) | (9,023) | (9,215) |
| **Financing Cash Flow** | **725** | **(11,093)** | **(4,271)** | **(14,730)** | **(9,089)** |
| **Net Change in Cash** | **2,469** | **(4,214)** | **1,603** | **5,172** | **4,699** |
| Cash - begin of the year | 2,663 | 5,184 | 975 | 2,579 | 7,750 |
| Cash - end of the year | 5,184 | 975 | 2,579 | 7,750 | 12,449 |

**Exhibit 20. Key Ratio**

| Year to 31 Dec | 2022A | 2023A | 2024F | 2025F | 2026F |
|---|---|---|---|---|---|
| **Growth (%)** | | | | | |
| Sales | 8.9 | 10.9 | 6.4 | 11.7 | 4.7 |
| EBITDA | 7.1 | 11.6 | 11.1 | 5.1 | 4.7 |
| Operating profit | 9.8 | 19.7 | 34.6 | 15.8 | 11.9 |
| Net profit | (13.9) | 14.6 | 63.0 | 27.8 | 19.5 |
| **Profitability (%)** | | | | | |
| Gross margin | 27.3 | 26.8 | 29.0 | 30.3 | 31.5 |
| EBITDA margin | 48.8 | 49.1 | 51.3 | 48.3 | 48.3 |
| Operating margin | 12.6 | 13.6 | 17.1 | 17.8 | 19.0 |
| Net margin | 3.8 | 3.9 | 6.0 | 6.9 | 7.9 |
| ROAA | 1.4 | 1.5 | 2.4 | 2.9 | 3.2 |
| ROAE | 4.9 | 4.9 | 7.9 | 9.8 | 11.1 |
| **Leverage** | | | | | |
| Net Gearing (x) | 0.3 | 0.2 | 0.6 | 0.2 | 0.0 |
| Interest Coverage (x) | 1.3 | 1.5 | 1.9 | 2.1 | 2.2 |

*Source : EXCL, BRIDS Estimates*

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| INVESTMENT RATING | |
|---|---|
| **BUY** | Expected total return of 10% or more within a 12-month period |
| **HOLD** | Expected total return between -10% and 10% within a 12-month period |
| **SELL** | Expected total return of -10% or worse within a 12-month period |