

# FROM EQUITY RESEARCH DESK

#### **IDEA OF THE DAY**

# Retail and Consumer: Retailers Boost Promotions as FMCG Prices Rise Ahead of Eid Festive (OVERWEIGHT)

- Retailers have offered healthy promotions Ytd, while we observed some FMCG price increases ahead of the Eid Festive season.
- Amid reports of soft sales and demand in Feb Ytd, we believe the affordable FMCG segment should remain lucrative.
- We maintain OW ratings in the Consumer and Retail sectors.
   We prefer MAPI and KLBF as our top picks, as both offer attractive valuations.

To see the full version of this report, please click here

#### **RESEARCH COMMENTARY**

- AADI (Not Rated): FY24 core net profit missed consensus est.
- ADRO (Hold, TP Under Review): FY24 net profit (post restructure) beat
- JPFA (Buy, TP: Rp2,800) to Conduct Share Buyback
- SEA (Not Rated): Solid 4Q24 earnings for SEA LTD / Shopee;
   We are Sensing High E-commerce Competition in SE Asia

## **MARKET NEWS**

#### **SECTOR**

Commodity Price Daily Update Mar 4, 2025

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- EXCL Proposed to Distribute Rp1.12 tr in Dividends
- ISAT and IndePay Launch Digital Payment Solution
- ISAT Predicts a 12% Surge in Data Traffic During Ramadhan & Eid 2025
- MEDC Explores Hydrocarbon Potential
- Telkomsel & TikTok Partner to Explore Telco Verify and Telco Insight
- UNTR Sells Coal Mine in Kalimantan
- XPENG Enters Indonesia, Plans G6 Electric SUV Launch in 2025

# PREVIOUS EQUITY RESEARCH REPORTS

- Astra International: <u>Finetuning FY25F est.</u>: <u>Flattish Earnings</u>
   Due to Lower 4W Growth Expectation
- Japfa Comfeed Indonesia: <u>FY24 earnings: in line but beat consensus; solid 4Q24 driven by robust livebird segment</u>
- Macro Strategy: <u>Decoding the Divergence</u>
- Property: <u>FY24 Pre-Sales Summary: Intact Strategy Amid Industry Challenges</u>
- Green Energy: <u>KTAs from Kadin Indonesia Green Energy</u> <u>Investment Dialogue</u>
- Banks: <u>Potentially less-than-anticipated liquidity boost from the revised DHE policy</u>
- Astra International: <u>FY24 earnings</u>: in line with ours, beat <u>vs. Consensus</u>
- United Tractors: <u>FY24 earnings: a slight miss vs. ours, in line</u> with consensus est. amid seasonally slower 4Q24
- Bank BTPN Syariah: Robust start in FY25 and a more positive tone regarding asset quality improvement
- Coal: Government requires coal export pricing to use HBA
- Metal Mining: <u>Nickel Ore Premium Might be Here to Stay;</u>
   <u>Tin Price Rebound on Supply Tightness</u>

#### **EQUITY MARKET INDICES**

	Close	Chg	Ytd	Vol
	Close	(%)	(%)	(US\$mn)
Asean - 5				
Indonesia	6,380	(2.1)	(9.9)	647
Thailand	1,178	(0.9)	(15.9)	1,241
Philippines	6,064	0.4	(7.1)	113
Malaysia	1,556	(1.0)	(5.3)	548
Singapore	3,891	(0.5)	2.7	1,019
Regional				
China	3,324	0.2	(8.0)	135,081
Hong Kong	22,942	(0.3)	14.4	34,601
Japan	37,331	(1.2)	(6.4)	25,587
Korea	2,553	1.0	6.4	10,755
Taiwan	22,597	(0.7)	(1.9)	n.a
India	72,990	(0.1)	(6.6)	483
Nasdaq	18,285	(0.4)	(5.3)	431,403
Dow Jones	42,521	(1.6)	(0.1)	39,590

#### **CURRENCY AND INTEREST RATE**

			wow	mom	ytd
		Rate	(%)	(%)	(%)
Rupiah	Rp/1US\$	16,445	(0.6)	(0.6)	(2.1)
BI7DRRR	%	5.75	-	-	(0.3)
10y Gov	Indo bond	6.87	0.0	(0.1)	(0.1)

#### **HARD COMMODITIES**

	Unit	Price	d-d	mom	ytd
	Offic	Price	(%)	(%)	(%)
Coal	US\$/ton	102	0.1	(9.8)	(19.0)
Gold	US\$/toz	2,913	(0.2)	1.6	11.0
Nickel	US\$/mt.ton	15,784	0.4	4.9	4.5
Tin	US\$/mt.ton	31,391	0.0	4.1	8.8

## **SOFT COMMODITIES**

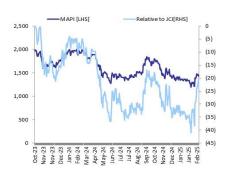
	Unit	Price	d-d	mom	ytd
	Ollit	Filce	(%)	(%)	(%)
Cocoa	US\$/mt.ton	8,040	(9.6)	(25.5)	(26.3)
Corn	US\$/mt.ton	160	(2.8)	(10.9)	(4.0)
Oil (WTI)	US\$/barrel	68	(0.5)	(4.4)	(5.3)
Oil (Brent)	US\$/barrel	71	(8.0)	(6.8)	(4.8)
Palm oil	MYR/mt.ton	4,741	1.1	1.8	(3.6)
Rubber	USd/kg	203	(8.0)	4.9	2.9
Pulp	US\$/tonne	1,205	n.a	2.8	20.5
Coffee	US\$/60kgbag	331	0.0	(4.0)	8.7
Sugar	US\$/MT	518	(1.3)	(1.7)	2.2
Wheat	US\$/ton	146	(2.0)	(8.8)	(4.6)
Soy Oil	US\$/lb	42	(1.5)	(7.6)	6.3
SoyBean	US\$/by	984	(1.4)	(8.5)	(1.4)



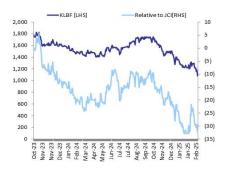
# **Overweight**

(Maintained)

#### MAPI relative to JCI Index



#### **KLBF** relative to JCI Index



Source: Bloomberg

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# Retail and Consumer Sector Insights Retailers Boost Promotions as FMCG Prices Rise Ahead of Eid Festive

- Retailers have offered healthy promotions Ytd, while we observed some FMCG price increases ahead of the Eid Festive season.
- Amid reports of soft sales and demand in Feb Ytd, we believe the affordable FMCG segment should remain lucrative.
- We maintain OW ratings in the Consumer and Retail sectors. We prefer MAPI and KLBF as our top picks, as both offer attractive valuations.

# Channel Check: Healthy promotions Ytd, with an expected increase in promotions leading up to the fasting/Eid season

Based on our channel checks, we observed continued promotions in Jan25 by MAPI and MAPA as an extension of 4Q24 promotions, with deeper discounts toward the end of Dec24 due to the long holiday. In Feb25, discounts have started to diminish (Exhibit 3). For ACES, YTD February promotions are still focused on the rebranding of AZKO following the Chinese New Year (CNY) promotions in Jan25. We observed decent foot traffic at AZKO, with more than five customers at the cashier on weekends.

# FMCG price tracker and channel check: Rising FMCG prices and competition from imported products

Within the FMCG space, we note that out of the 15 products that are included in our price tracking, 8 have maintained their prices over the past 8 months, while we observed significant price increases for Indomilk dairy, coffee (Torabika Cappuccino), biscuits/chocolate (Roma Malkist/Beng Beng), Tolak Angin, and dishwashing liquid, ranging from 6% to 18%. We visited Hapimart, a hypermarket operated by Chinese retailers in Jakarta, and found many imported FMCG products from China and Malaysia. Although data on the distribution coverage of these products is limited (Hapimart has only 4 outlets in Jakarta/Greater Jakarta), we believe this may introduce additional competition for local FMCG brands.

#### Expect continued solid revenue growth for our consumer and retailer names

Amid concerns about soft demand during the Eid season, we believe our consumer and retailer names will continue to deliver solid revenue growth. However, competition is expected to remain intense, and volatility in commodity prices may pose challenges to the margins of our consumer names. For retailers, we believe the ability to offer a wide range of product prices and greater efficiency will support FY25 performance.

#### Fund flows and stock preference: Reiterate MAPI and KLBF as our Buy rating

Within the retail sector, our data from 2023 to Feb25 YTD shows that MAPI continues to report a net foreign outflow, while other retailers remain in net foreign inflow (Exhibit 17). In terms of domestic funds, MAPI's overweight position (0.18% vs. others at 0.22%–0.40%) is also the lowest among the retailers under our coverage. The MoU signed between the government and Apple will facilitate the launch of the iPhone 16. Combined with the Eid festive season, we believe this may support MAPI's share price in the near term.

Within the consumer sector, we observed significant foreign inflows into ICBP and INDF, while KLBF, MYOR, and UNVR reported net foreign outflows from 2023 to Feb25 YTD. Given KLBF's ample liquidity, we believe the downside risk from net foreign outflows is limited. We reiterate our Buy rating for KLBF, supported by its attractive valuation and in-line FY24 results, with fewer overhang concerns. Our pecking order in the retail sector is MAPI > MAPA > MIDI > ACES, while in the consumer sector, we favor ICBP > INDF > KLBF > SIDO > MYOR.



#### **RESEARCH COMMENTARY**

## AADI (Not Rated): FY24 core net profit missed consensus est.

- AADI reported FY24 core net profit of US\$1.0bn (-2.6% yoy), a miss compared to consensus expectations (80% of FY24F).
- FY24 revenue met expectations at US\$5.3bn (-10% yoy); earnings miss was attributed to the higher-than-expected cost partly due to higher fuel cost.
- AADI's FY24 sales volume reached 68Mt (+11% yoy), which offset the drop in ASP to US\$75.1/t (-20% yoy). The higher volume, however, has resulted in COGS to drop by -8% yoy (vs. revenue drop of -10% yoy), leading to the lower-than-expected EBITDA (86% of cons FY24 est.). (Erindra Krisnawan & Kafi Ananta BRIDS)

AADI FY24 (US\$Mn)	FY24	FY23	VOV <sup>0</sup> /	Cons	% of
AADI F124 (OS\$WIII)	F124	FIZO	yoy%	FY24F	cons
Revenue	5,320	5,915	-10%	5,211	102%
cogs	(3,854)	(4,187)	-8%	(3,679)	105%
Gross profit	1,466	1,729	-15%	1,532	96%
Gross profit margin	28%	29%		29%	
Opex	(316)	(312)	1%	(315)	
EBIT	1,150	1,417	-19%	1,217	95%
EBIT margin (%)	22%	24%	-10%	23%	
EBITDA	1,251	1,516	-17%	1,339	93%
EBITDA margin (%)	24%	26%		26%	
Interest income	86	111	-23%		
Interest expenses	(78)	(75)	4%		
Share in net profit (loss) of JV	51	132	-61%		
Other income/exp.	331	(26)	-1385%		
Profit before tax	1,540	1,560	-1%	1,649	93%
Tax expenses	(213)	(274)	-22%		
Minority interests	(116)	(142)	-18%		
Net income	1,211	1,144	6%	1,225	99%
Core profit	953	1,164	-18%	1,225	78%
Coal production volume (Mt)	65.8	60.8	8%		
Coal sales volume (Mt)	68.1	61.3	11%		
Coal ASP (US\$/tonne)	75.1	93.6	-20%		
COGS/tonne (US\$/tonne)	55.1	67.5	-18%		
OB removal (Mn bcm)	286.0	267.7	7%		
Strip ratios	4.3	4.4	-1%		

#### ADRO (Hold, TP Under Review): FY24 net profit (post restructure) beat

- ADRO reported FY24 net profit from continuing operations of US\$637mn (-2% yoy vs. proforma FY23 post restructure).
- FY24 net profit came in well above our proforma FY24 (+253% of FY24PF) on the back of revenue beat (106% of FY24PF), well-managed cost (93% of FY24PF) and higher-than-expected interest income.
- At the operational level, FY24 coal and OB production (from mining contracting SIS) grew at a strong +29% and +26% yoy respectively, ahead of our forecast (125/111% of FY24PF), with lower-than-expected production cost. ADMR's operating profit came in line with our FY24PF, as strong sales volume (+24% yoy) and cost efficiency has more than offset weaker ASP. (*Erindra Krisnawan & Kafi Ananta BRIDS*)



ADRO FY24 (US\$Mn)	FY24	FY23 -	yoy%	BRIDS	% of
		Proforma		FY24F	BRIDS
Revenue	2,079	2,135	-3%	1,958	106%
cogs	(1,205)	(1,268)	-5%	(1,290)	93%
Gross profit	874	868	1%	667	131%
Gross profit margin	42%	41%		34%	
Opex	(140)	(94)	49%	(103)	136%
EBIT	734	774	-5%	564	130%
EBIT margin (%)	35%	36%		29%	
EBITDA	795	830	-4%	810	98%
EBITDA margin (%)	38%	39%		41%	
Interest income	120	66	81%	6	
Interest expenses	(54)	(65)	-16%	(64)	
Profit/loss in JV	33	52	-37%	-	
Others	(22)	(9)	153%		
Profit before tax	810	819	-1%	505	160%
Tax expenses	(172)	(165)	4%	(172)	
Profit for continuing operations	637	653	-2%	252	253%
Profit from discontinued operations	919	1,202	-24%		
Minority interests	(176)	(213)	-17%	(81)	
Net income (incl. discontinued ops.)	1,380	1,641	-16%		
Core profit	1,370	1,598	-14%		
Coal production volume (Mt)	6.6	5.1	30%	5.3	125%
Coal sales volume (Mt)	5.6	4.5	26%	5.3	106%
Coal ASP (US\$/tonne)	205.0	243.1	-16%	184	111%
COGS/tonne (US\$/tonne)	96.7	107.6	-10%	107	91%
OB removal (Mn bcm)	23.6	18.7	26%	21	111%
Strip ratios	3.6	3.7	-3%	4.0	89%

# JPFA (Buy, TP: Rp2,800) to Conduct Share Buyback

- JPFA is seeking approval to conduct a share buyback of up to 2.0% of all issued shares, with a maximum aggregate purchase consideration of Rp470bn. The latest 30 days average price is c. Rp1,980/share.
- If fully utilized, this would increase EPS by 2.1% and RoE by 53bps to 18.75%.
- JPFA has regularly sought approval for both buybacks and private placements. However, this year, only the buyback program was announced. The latest buyback mandate sought a maximum of 1.5% of all issued shares, with a maximum aggregate purchase consideration of Rp350bn.
- The absence of a private placement could indicate the company's confidence in near-term cash flow. This year's EGMS will be held on April 10, 2025.
- The buyback will provide positive sentiment for the stock providing less downside risk to share price. We
  maintain our BUY call with a TP of Rp2,800, supported by its solid fundamentals and cheap valuations. (Victor
  Stefano & Wilastita Sofi BRIDS)

# SEA (Not Rated): Solid 4Q24 earnings for SEA LTD / Shopee; We are Sensing High E-commerce Competition in SE Asia

# Key Highlights:

- Shopee claims to be the ecommerce leader in all 7 of its Asian markets.
- Higher take rates qoq/yoy from commissions and advertising. Ad revenue increased 50% yoy in 4Q24, and ad take rate rose +50bps yoy. AI tools enhance product listings by improving descriptions, images, and videos, leading to higher purchase conversion rates.
- SPX Express logistics remains a key differentiator for Shopee due to its geographic reach, fast delivery speed, and cost leadership. ~50% of Asian orders were delivered within 2 days in 4Q24. Logistics cost-per-order declined by 5 cents yoy, with savings passed on to buyers and sellers.
- LLMs improved the buyer return-refund process in 4Q24, reducing resolution times in Asia by over 40% yoy, with ~60% of cases resolved within a day.



- SE Asian live streaming now accounts for  $\sim$ 15% of Shopee's overall order volume for physical goods, with streamers and viewers growing 40%/30% yoy.
- Indonesia's daily orders attributed to YouTube in Jan. 25 grew >6x since Sep. 24.
- SeaMoney loan book surpassed \$5bn, growing 60%+ yoy, with 26mn active borrowers and a 90-day NPL ratio of 1.2% in 4Q. Across Asia, off-Shopee loans now account for ~50% of the loan book. In 2025, loan book growth is expected to outpace Shopee's 20% YoY GMV growth guidance.

# Comments:

- Shopee did not disclose its 4Q24 EBITDA breakdown for SE Asia while highlighting strong performance in Brazil, suggesting rising competition from TikTok Shop-Tokopedia. Nonetheless, Shopee asserts that it remains SE Asia's leading livestreaming ecommerce platform in 2024.
- Tech platforms are proving highly effective in financing consumer transactions through BNPL. Platforms remain confident in BNPL penetration, which continues to expand both online and offline, outpacing credit card adoption in SEA.
- The competitive landscape in Asian ecommerce remains intense due to low entry barriers, but we continue to favor GOTO IJ as a key beneficiary of GMV growth, leveraging its ODS and fintech integration to monetize payments and logistics. (Niko Margaronis & Kafi Ananta BRIDS)

#### **SEA Limited 4Q24 financial results**

4Q23	3Q24	4Q24	QoQ	YoY
23,100	25,100	28,600	13.9	23.8
11.2%	12.7%	12.8%	0.1%	1.6%
3,100	4,600	5,100	<b>10.9</b>	64.5
3,617	4,328	4,950	14.4	<b>36.9</b>
511	498	519	4.3	1.6
2,591	3,184	3,663	<i>15.0</i>	41.3
472	616	733	19.1	<i>55.2</i>
42	31	35	13.8	(16.1)
557	983	1,156	17.6	107.4
(57)	202	306	51.0	n/a
40=				
12/	521	591	13.3	366.4
247	24.4	200	(7.0)	22.2
	_			33.2
	_	_		n/a
	_	-	-	n/a
	· ·	,	,	n/a
148	188	211	12.3	42.1
3.5%	12.0%	11.9%	-0.1%	8.4%
42.6%	63.2%	55.8%	-7.3%	13.2%
(8.7%)	1.1%	4.2%	3.1%	12.9%
31.4%	30.5%	28.8%	-1.7%	-2.7%
(112)	153	238	<b>54.9</b>	312.9
8,500	9,900	10,400	5.1	22.4
	23,100 11.2% 3,100 3,617 511 2,591 472 42 557 (57) 127 217 (225) (193) (32) 148 3.5% 42.6% (8.7%) 31.4% (112)	23,100         25,100           11.2%         12.7%           3,100         4,600           3,617         4,328           511         498           2,591         3,184           472         616           42         31           557         983           (57)         202           127         521           217         314           (225)         34           (193)         31           (32)         4           148         188           3.5%         12.0%           42.6%         63.2%           (8.7%)         1.1%           31.4%         30.5%           (112)         153	23,100         25,100         28,600           11.2%         12.7%         12.8%           3,100         4,600         5,100           3,617         4,328         4,950           511         498         519           2,591         3,184         3,663           472         616         733           42         31         35           557         983         1,156           (57)         202         306           127         521         591           217         314         290           (225)         34         152           (193)         31         n/a           148         188         211           3.5%         12.0%         11.9%           42.6%         63.2%         55.8%           (8.7%)         1.1%         4.2%           31.4%         30.5%         28.8%           (112)         153         238	23,100         25,100         28,600         13.9           11.2%         12.7%         12.8%         0.1%           3,100         4,600         5,100         10.9           3,617         4,328         4,950         14.4           511         498         519         4.3           2,591         3,184         3,663         15.0           472         616         733         19.1           42         31         35         13.8           557         983         1,156         17.6           (57)         202         306         51.0           127         521         591         13.3           217         314         290         (7.9)           (225)         34         152         341.9           (193)         31         n/a         n/a           (32)         4         n/a         n/a           148         188         211         12.3           3.5%         12.0%         11.9%         -0.1%           42.6%         63.2%         55.8%         -7.3%           (8.7%)         1.1%         4.2%         3.1%



#### **SECTOR**

# **Commodity Price Daily Update Mar 4, 2025**

	Units	3-Mar-25	4-Mar-25	Chg %	WoW %	2024	4Q24	Ytd 2024	Ytd 2025	YoY%
Copper	US\$/t	9,419	9,343	-0.8%	-0.7%	9,265	9,307	8,431	9,241	9.6%
Brent Oil	US\$/bbl	72	71	-0.8%	-2.8%	80	74	80	76	-5.0%
LME Tin	US\$/t	31,432	31,426	0.0%	-2.2%	30,120	30,251	25,690	30,673	19.4%
Cobalt	US\$/t	24,000	24,200	0.8%	5.4%	26,330	24,273	28,479	22,879	-19.7%
Gold Spot	US\$/oz	2,893	2,918	0.9%	-0.8%	2,389	2,660	2,033	2,800	37.7%
LME Nickel	US\$/t	15,750	15,816	0.4%	0.4%	16,864	16,031	16,322	15,396	-5.7%
NPI Indonesia (Ni>14%)	US\$/t	11,906	11,922	0.1%	1.0%	11,830	12,046	11,329	11,495	1.5%
Nickel Sulphate	US\$/t	14,518	14,550	0.2%	0.1%	15,783	14,844	15,292	14,397	-5.9%
Indonesia NPI*	US\$/t	116	118	0.9%	0.9%	117	120	113	113	0.3%
Indo 1.6% Nickel Ore*	US\$/wmt	47	49	3.4%	3.4%	45	48	34	45	31.3%
Coal Price - ICI 3*	US\$/t	69.1	69.2	0.1%	0.1%	74	73	79	70	-12.0%
Coal Price - ICI 4*	US\$/t	49.1	49.4	0.5%	0.5%	54	52	57	49	-14.3%
Coal Price - Newcastle	US\$/t	101	102	0.1%	-0.1%	136	139	126	111	-11.5%

Source: Bloomberg, SMM, BRIDS, \*Weekly Price

#### **CORPORATE**

#### **EXCL Proposed to Distribute Rp1.12 tr in Dividends**

EXCL has proposed to the General Meeting of Shareholders (GMS) the distribution of Rp1.12tr in dividends from its 2024 net profit, equivalent to 62% of the total earnings. Each EXCL shareholder will receive Rp85.7/share (yield: 3.9%). The Annual GMS is scheduled to take place on March 25, 2025. (Kontan)

## **ISAT and IndePay Launch Digital Payment Solution**

ISAT and IndePay have collaborated to introduce a digital payment and transaction solution for Indosat customers, including IM3 and Tri users, by integrating the PaybyBank feature into the myIM3 and bima+ apps. With this new service, Indosat customers can enjoy a fast, convenient, and secure transaction experience. (InvestorDaily)

#### ISAT Predicts a 12% Surge in Data Traffic During Ramadhan & Eid 2025

ISAT predicts a daily data traffic surge of up to 12.24% ahead of Eid 2025 compared to regular days. "Unparalleled Network Services" is Indosat's initiative to maintain service quality by optimizing its network, including infrastructure upgrades, the addition of new sites, and the use of advanced technology. Indosat also enhances real-time network monitoring by leveraging the Digital Intelligence Operations Center (DIOC). (Bisnis)

## **MEDC Explores Hydrocarbon Potential**

MEDC, in collaboration with SKK Migas, is evaluating the commercial potential of a hydrocarbon discovery at the West Kalabau-1 exploration well, located in the Rimau Block, South Sumatra. Through its subsidiary, PT Medco E&P Rimau, MEDC confirmed the presence of hydrocarbons after drilling to a depth of 3,220 feet at the West Kalabau-1 well. (Bisnis)

## **Telkomsel & TikTok Partner to Explore Telco Verify and Telco Insight**

Telkomsel and TikTok have signed an MoU at MWC 2025 in Barcelona to explore strategic collaboration in data solutions and API development. This partnership includes the use of Telco Verify and Telco Insight Collaboration to enhance digital security and user experience on TikTok in Indonesia. A key initiative is Telco Verify, a network-based authentication solution that allows automatic user verification (silent verification) by the mobile network operator without requiring passwords or OTP codes. (Bisnis)



# **Equity SNAPSHOT**

Wednesday, 05 March 2025

#### **UNTR Sells Coal Mine in Kalimantan**

Through its subsidiary PT Tuah Turangga Agung (TTA), UNTR has sold its entire stake in PT Borneo Berkat Makmur (BBM) to PT Reswara Minergi Hartama (RMH), a subsidiary of PT ABM Investama Tbk (ABMM), for US\$34.2mn or approximately Rp561.99bn. BBM currently holds a 60% stake in PT Piranti Jaya Utama (PJU), a coal mining company with a 4,800-hectare concession in Barunang Village, Kapuas Regency, Central Kalimantan. The transaction aims to streamline the company's coal mining business line. (Investor Daily)

# **XPENG Enters Indonesia, Plans G6 Electric SUV Launch in 2025**

XPENG has officially entered Indonesia through a partnership with Erajaya Active Lifestyle. Alongside this collaboration, the company plans to launch its G6 electric SUV in the Indonesian market in the second half of 2025. (Oto Detik)



# **Equity SNAPSHOT**

Wednesday, 05 March 2025

BRI danareksa Equity V	aluation	Rating	Shares	Price (Rp)	Price	Mkt Cap	PER (x)	0000	EV/EBITDA	` '	PBV (x)		ROE (%	%)
areksa Universe			(Mn) _ 3,048,925		Target	Rp Bn 3,910,216	2025 10.7	2026 10.0	2025 8.1	2026 7.7	2025 1.5	2026 1.5	2025 14.9	
Auto			40,484			189,868	5.6	5.2	3.8	3.4	0.8	0.8	15.3	_
Astra International	ASII	BUY	40,484	4,690	5,800	189,868	5.6	5.2	3.8	3.4	0.8	0.8	15.3	
inancials & Banks	710.	501	348,034	1,000	0,000	1,864,449	12.5	11.6	NA NA	N/A	2.1	2.0	17.8	
Bank Central Asia	BBCA	BUY	123,275	8,850	11,900	1,090,985	18.7	17.8	NA	N/A	3.9	3.6	21.4	
Bank Negara Indonesia	BBNI	BUY	37,297	4,220	5,100	157,395	7.1	6.8	NΑ	N/A	0.9	0.9	13.1	
Bank Mandiri	BMRI	BUY	93,333	4,840	5,900	451,733	8.0	7.2	NΑ	N/A	1.5	1.4	19.1	
Bank Tabungan Negara	BBTN	BUY	14,034	855	1,400	11,999	4.1	3.8	N/A	N/A	0.3	0.3	8.7	
Bank Syariah Indonesia	BRIS	HOLD	46,129	2,550	2,900	117,630	15.0	13.3	N/A	N/A	2.3	2.2	16.5	
Bank Tabungan Pensiunan Nasional Sya		BUY	7,704	900	1,200	6,933	6.4	5.7	N/A	N/A	0.7	0.6	11.3	
Bank Jago	ARTO	BUY	13,861	1,840	3,900	25,505	134.8	71.1	N/A	N/A	2.9	2.8	2.2	
Bank Neo Commerce	BBYB													
Sement	DDTD	BUY	12,399	183	600	2,269	15.1	9.1	N/A	N/A	0.7	0.6	4.5	_
	INTP	DLIV	10,433	4.470	0.000	31,376	9.0	7.7	2.9	2.3	0.5	0.4	5.1	
Indocement	SMGR	BUY	3,681	4,470	8,800	16,455	8.8	8.1	3.2	2.5	0.7	0.6	8.1	
Semen Indonesia	SIVIGR	HOLD	6,752	2,210	3,900	14,921	9.3	7.3	2.7	2.1	0.3	0.3	3.6	_
igarettes			118,242			81,803	8.3	7.4	5.1	4.5	0.9	0.9	10.7	
Gudang Garam	GGRM	HOLD	1,924	10,475	17,500	20,155	8.8	8.1	3.9	3.5	0.3	0.3	3.6	
HM Sampoerna	HMSP	HOLD	116,318	530	730	61,649	8.1	7.2	5.9	5.2	2.1	2.0	26.1	
coal Mining			56,927			123,337	4.9	7.5	1.4	3.8	0.7	0.9	14.6	
Alamtri Resources Indonesia	ADRO	HOLD	30,759	1,910	2,800	58,749	4.4	8.0	0.7	4.0	0.5	0.9	12.4	
Harum Energy	HRUM	BUY	13,518	710	1,700	9,598	8.5	6.3	0.9	0.7	0.7	0.6	7.8	
Indo Tambangraya Megah	ITMG	BUY	1,130	23,075	31,300	26,073	4.0	7.1	1.1	2.1	0.9	1.0	23.2	
Bukit Asam	PTBA	BUY	11,521	2,510	3,100	28,917	6.8	7.2	6.8	8.4	1.3	1.2	18.5	
onsumer			80,951	,		277,296	9.4	8.7	5.3	4.6	1.9	1.7	21.0	-
Indofood CBP	ICBP	BUY	11,662	10,575	14,000	123,325	10.8	9.8	7.4	6.5	2.3	2.0	22.7	
Indofood	INDF	BUY	8,780	7,325	8,800	64,317	5.5	5.2	2.8	2.4	0.9	0.8	16.5	
Unilever	UNVR	HOLD	38,150	1,090	1,500	41,584	12.6	12.1	8.3	7.9	16.0	13.4	139.5	
Mayora Indah	MYOR	BUY	22,359	2,150	3,050	48,071	15.5	13.4	8.9	7.7	2.6	2.3	18.0	
hayora ilidan harmaceutical	INII OIN	וטם	76,875	۷,۱۵۵	J,UJU	68,981	15.3	14.2	9.8	9.0	2.4	2.3	16.4	_
Sido Muncul	SIDO	BUY	30,000	565	640	,	1 <b>5.3</b> 15.0	13.8	9.8 12.6	11.5	<b>2.4</b> 4.8	4.7	32.1	
Kalbe Farma	KLBF					16,950								
	NLDF	BUY	46,875	1,110	1,800	52,031	15.4	14.3	9.1	8.4	2.1	1.9	14.1	_
lealthcare			42,280			88,657	26.8	21.8	12.0	10.0	4.1	3.7	16.2	
Medikaloka Hermina	HEAL	BUY	15,366	1,320	2,000	20,283	26.7	21.4	9.5	8.0	4.1	3.6	16.5	
Mitra Keluarga	MIKA	BUY	13,907	2,410	3,400	33,517	26.1	22.2	16.1	13.7	4.6	4.1	18.5	
Siloam Hospital	SILO	BUY	13,006	2,680	3,300	34,856	27.5	21.7	11.0	9.1	3.7	3.3	14.4	
leavy Equipment			3,730			82,716	4.5	4.8	2.4	2.1	0.8	0.7	19.0	
United Tractors	UNTR	BUY	3,730	22,175	31,000	82,716	4.5	4.8	2.4	2.1	0.8	0.7	19.0	
ndustrial Estate			52,903			10,337	5.8	5.1	2.6	1.9	0.9	0.8	15.2	
Puradelta Lestari	DMAS	BUY	48,198	131	190	6,314	4.2	3.9	1.9	1.2	0.8	0.8	20.4	
Surya Semesta	SSIA	BUY	4,705	855	1,300	4,023	13.7	9.2	3.7	2.8	0.9	0.8	6.7	
frastructure			7,258			26,273	6.9	6.6	6.4	6.1	0.7	0.7	10.8	
Jasa Marga	JSMR	BUY	7,258	3,620	6,200	26,273	6.9	6.6	6.4	6.1	0.7	0.7	10.8	
Metal Mining			237,585			180,144	10.0	8.2	5.3	4.3	1.1	1.0	11.7	_
Aneka Tambang	ANTM	BUY	24,031	1,540	2,000	37,007	10.0	9.4	4.8	4.1	1.1	1.1	11.7	
Vale Indonesia	INCO	HOLD	10,540	2,750	3,900	28,984	20.6	9.8	4.6	2.9	0.7	0.7	3.4	
Merdeka Battery Materials	MBMA	BUY	107,995	308	530	33,263	23.4	14.9	8.9	6.7	1.3	1.2	5.6	
Merdeka Copper Gold	MDKA	BUY	24,473	1,470	2,400	35,975	28.2	20.3	7.5	6.2	2.0	1.8	7.4	
Trimegah Bangun Persada	NCKL	BUY	63,099	605	1,500	38,175	4.4	4.0	3.5	2.8	1.1	0.9	27.4	
Timah	TINS	BUY	7,448	905	2,300	6,740	4.4	4.6	2.0	1.7	0.8	0.5	20.0	
il and Gas	11140	DUI		900	2,300		7.0		4.0	4.0	4.0	0.0	14.4	_
	ALCDA	DLIV	49,575	4.040	4.000	50,970	7.0	6.9	4.3	4.3	1.0	0.9		
AKR Corporindo	AKRA	BUY	20,073	1,210	1,600	24,289	9.3	8.4	5.8	4.9	1.9	1.7	21.1	
Medco Energi Internasional	MEDC	BUY	25,136	1,000	1,400	25,136	6.0	6.4	4.1	4.4	0.7	0.6	11.9	
Wintermar Offshore Marine	WINS	BUY	4,365	354	610	1,545	3.5	3.0	1.6	0.8	0.5	0.4	16.1	_
oultry			30,363			95,166	12.1	11.0	6.9	6.3	1.9	1.8	15.9	
Charoen Pokphand	CPIN	BUY	16,398	4,260	6,700	69,855	17.4	16.4	9.7	9.1	2.2	2.1	13.3	
Japfa Comfeed	JPFA	BUY	11,727	2,020	2,800	23,688	7.1	6.5	4.8	4.4	1.5	1.4	21.2	
Malindo Feedmill	MAIN	BUY	2,239	725	1,900	1,623	3.5	2.2	2.0	1.2	0.5	0.4	14.7	_
roperty			104,375			57,240	6.1	6.1	3.0	2.8	0.6	0.5	9.6	
Bumi Serpong Damai	BSDE	BUY	21,171	840	1,550	17,784	4.5	4.7	2.2	2.0	0.4	0.4	9.2	
Ciputra Development	CTRA	BUY	18,536	810	1,700	15,014	6.7	5.7	2.5	1.7	0.6	0.6	10.0	
Pakuw on Jati	PWON	BUY	48,160	380	640	18,301	7.8	8.3	4.0	4.1	0.8	0.8	11.0	
Summarecon	SMRA	BUY	16,509	372	800	6,141	7.2	7.8	4.3	4.3	0.5	0.5	7.6	
tility	••		41,508			-	-	-	(0.1)	(0.4)	-	-	8.2	-
Pertamina Geothermal Energy	PGEO	BUY	41,508	855	1,200	35,489	12.5	12.2	5.8	5.2	1.0	0.9	8.2	
letail	1 020	וטט	100,265	000	1,200	71,147	11.7	9.9	6.3	5.5	1.9	1.6	17.5	-
Ace Hardware	ACES	BUY	17,120	665	1,100	11,385	11.7	10.0	6.3 7.7	6.3	1.9	1.5	14.1	
Ace Hardware Hartadinata Abadi	HRTA													
		BUY	4,605	510	600	2,349	4.9	3.6	3.7	3.0	0.9	0.7	19.2	
Mitra Adi Perkasa	MAPI	BUY	16,600	1,380	2,000	22,908	10.5	9.0	4.9	4.1	1.6	1.3	16.5	
MAP Aktif Adiperkasa	MAPA	BUY	28,504	800	1,250	22,803	12.7	11.0	8.7	7.8	2.6	2.1	22.6	
Midi Utama Indonesia	MIDI	BUY	33,435	350	540	11,702	17.5	15.5	7.3	6.7	2.6	2.3	15.4	_
echnology			1,386,972			164,745	(48.8)	(822.3)	82.8	31.0	2.3	2.3	(4.6)	
Bukalapak	BUKA	BUY	103,122	133	165	13,715	59.6	22.4	9.7	23.5	0.5	0.5	0.9	
Gojek Tokopedia	GOTO	BUY	1,140,573	77	110	87,824	(37.4)	(77.3)	43.6	28.4	2.4	2.5	(6.3)	
Blibli (Global Digital Niaga)	BELI	BUY	131,000	430	520	56,330	(26.5)	(87.6)	(42.1)	788.9	12.6	14.7	(38.3)	
Metrodata Electronics	MTDL	BUY	12,277	560	800	6,875	7.9	7.1	2.0	1.2	1.5	1.3	19.5	
elco		201	144,441	200		315,547	10.2	9.6	2.8	2.5	1.5	1.5	15.3	-
Telekomunikasi Indonesia	TLKM	BUY	99,062	2,380	3,680	235,768	10.2	9.8	3.3	3.2	1.6	1.6	16.3	
Indosat	ISAT	BUY	32,251	1,570	3,200	50,634	8.5	7.6	1.9	1.5	1.4	1.3	17.0	
XL Axiata	EXCL	BUY	13,128	2,220	2,800	29,145	15.6	13.3	1.9	1.5	1.1	1.1	7.1	_
ower			157,231			130,163	17.3	15.7	8.7	8.1	1.8	1.7	10.9	
Tow er Bersama	TBIG	BUY	22,657	2,180	3,200	49,392	28.9	26.4	12.7	12.1	3.3	2.9	12.1	
Sarana Menara Nusantara	TOWR	BUY	51,015	535	1,400	27,293	7.9	7.1	6.7	6.2	1.3	1.2	17.7	
Sarana Menara Musantara	TOVIIC	DOI	01,010	000	1,700	21,200	1.0	7	0.1	0.2	1.0	1.2	11.1	



# **COVERAGE PERFORMANCE**

# **LEADERS**

		Price						
	Code	04-Mar-25	03-Mar-25	Chg, %	wow, %	mom, %	YTD, %	Rating
Midi Utama Indonesia	MIDI	350	344	1.7	(5.4)	(12.5)	(18.6)	BUY
Harum Energy	HRUM	710	705	0.7	(9.6)	(20.7)	(31.4)	BUY
BCA	BBCA	8,850	8,800	0.6	0.3	(3.0)	(8.5)	BUY
Mitra Keluarga Karyasehat	MIKA	2,410	2,400	0.4	(0.4)	1.7	(5.1)	BUY
Astra International	ASII	4,690	4,680	0.2	2.9	(1.1)	(4.3)	BUY
BRI	BBRI	3,670	3,670	-	(3.4)	(11.4)	(10.0)	Not Rated
HM Sampoerna	HMSP	530	530	-	(5.4)	(12.4)	(16.5)	HOLD
Indofood CBP	ICBP	10,575	10,575	-	(6.6)	(3.0)	(7.0)	BUY
Mayora Indah	MYOR	2,150	2,150	-	(5.3)	(8.5)	(22.7)	BUY
Kalbe Farma	KLBF	1,110	1,110	-	(4.3)	(8.3)	(18.4)	BUY

Sources: Bloomberg

# **LAGGARDS**

	Code	04-Mar-25	03-Mar-25	Chg, %	wow, %	mom, %	YTD, %	Rating
Wintermar Offshore Marine.	WINS	354	384	(7.8)	(7.8)	(11.5)	(19.5)	BUY
Adaro Energy	ADRO	1,910	2,050	(6.8)	(9.0)	(19.1)	(21.4)	HOLD
Merdeka Battery Materials	MBMA	308	328	(6.1)	(13.0)	(18.9)	(32.8)	BUY
Media Nusantara Citra	MNCN	232	246	(5.7)	(6.5)	(14.7)	(15.9)	BUY
Semen Indonesia	SMGR	2,210	2,340	(5.6)	(20.8)	(23.3)	(32.8)	HOLD
Vale Indonesia	INCO	2,750	2,900	(5.2)	-	(3.2)	(24.0)	HOLD
Pertamina Geothermal Energy	PGEO	855	895	(4.5)	(7.6)	(8.1)	(8.6)	BUY
Globak Digital Niaga	BELI	430	450	(4.4)	(4.4)	(4.4)	(4.4)	BUY
Bukalapak	BUKA	133	139	(4.3)	(8.3)	9.0	6.4	BUY
Bank Syariah Indonesia	BRIS	2,550	2,660	(4.1)	(14.7)	(13.6)	(6.6)	HOLD



#### **PREVIOUS REPORTS**

- Astra International: <u>Finetuning FY25F est.</u>: <u>Flattish Earnings Due to Lower 4W Growth Expectation</u>
- Japfa Comfeed Indonesia: <u>FY24 earnings: in line but beat consensus; solid 4Q24 driven by robust livebird segment</u>
- Macro Strategy: <u>Decoding the Divergence</u>
- Property: FY24 Pre-Sales Summary: Intact Strategy Amid Industry Challenges
- Green Energy: <u>KTAs from Kadin Indonesia Green Energy Investment Dialogue</u>
- Banks: <u>Potentially less-than-anticipated liquidity boost from the revised DHE policy</u>
- Astra International: <u>FY24 earnings</u>: in line with ours, beat vs. Consensus
- United Tractors: FY24 earnings: a slight miss vs. ours, in line with consensus est. amid seasonally slower 4Q24
- Bank BTPN Syariah: Robust start in FY25 and a more positive tone regarding asset quality improvement
- Coal: Government requires coal export pricing to use HBA
- Metal Mining: Nickel Ore Premium Might be Here to Stay; Tin Price Rebound on Supply Tightness
- Telco: Meeting with Komdigi: Pressing on new auctions; Pending Regulations and Vendors' Response
- Equity Strategy: Welcoming Danantara
- Astra International: 4Q24E Earnings Preview: In-line with ours, slightly above consensus
- Macro Strategy: <u>The Amalgam of Domestic Trends</u>
- Astra International: <u>IIMS 2025 KTA: Non-Japanese players steal the spotlight, but not at the cost of ASII's</u> market share
- Aspirasi Hidup Indonesia: Solid Jan25 Sales Driven by New Stores, but soft SSSG at 3.4%
- Telkom Indonesia: Well-positioned as LT FMC Play; Defending market share and gearing up for FMC deployments
- Healthcare: Navigating The Implementation of KRIS
- Poultry: <u>Less tax paid, more chicken on the plate!</u>
- Metal Mining: <u>Possible Royalty Hike Could Pressure FY25F Earnings</u>
- Consumer: 4Q24 Earnings Outlook: ICBP and INDF to be Robust, SIDO Eyes Upside
- Bank BTPN Syariah: FY24 Results: in line net profit with improving asset quality trend
- Macro Strategy: <u>The Imperatives for Growth Support</u>
- Indocement Tunggal Prakarsa: Decent Vol Growth Expectation in FY25F, With Less Intense Competition
- Wintermar Offshore Marine: Robust FY25 outlook Intact, driven by LT Contracts
- Bank Tabungan Negara: <u>FY24 Results: missing estimates on lower NIM and persistent higher operating costs</u>
- Central Omega Resources: An Agile Miner Ready to Reap Profits
- Unilever Indonesia: <u>FY24 Earnings Missed</u>; <u>Potential One-Off Gain to Support FY25 Earnings and Dividend</u>
- Bank Rakyat Indonesia: <u>FY24 Earnings: In line with Consensus Estimates' Low Expectations</u>
- Bluebird: <u>Sustaining High Growth from Improved ARPV due to Better Utilization and Service Level</u>
- Telkom Indonesia: <u>Strategic Positioning Amid Market Repair & FMC Expansion KTA</u>
- Banks: <u>Beware of catching the falling knives</u>
- Indosat Ooredoo Hutchison: <u>FY24 earnings missed</u>; <u>Growth story intact despite intensified competition and weak consumption</u>
- Macro Strategy: The Caprice and Convulsions
- GOTO Gojek Tokopedia: Scaling up GTF to Maximize Value in Both Merger and Standalone Scenarios
- Merdeka Battery Materials: Growth is imminent, subject to AIM's delivery
- Merdeka Copper Gold: 4Q24 operational improved, though FY25 might be another challenging year
- Property: KTA from Meeting with JLL: Landed-Houses, Retails, and Industrial Estate as Growth Proxy
- Bank Mandiri: FY24 Results: Below; Higher Opex in 4Q24 Eroded Net Profit Despite Improving Loan Yield
- Bank Syariah Indonesia: <u>FY24 Results: Above; Solid Financing Growth and Asset Quality Offseting the Higher</u>
   Opex
- Bumi Serpong Damai: <u>FY24 Pre-sales In-Line with Our and Company's Expectations</u>
- XL Axiata: FY24 results: in-line, resilient 4Q24 performance while awaiting the next milestones in its merger
- Kalbe Farma: <u>Improving Growth Outlook at Reasonable Valuation</u>
- Sido Muncul: Expects strong 4Q24 result with FY25 growth target of 10% yoy
- Oil and Gas: Possible gas export ban is unlikely to materialize
- Equity Strategy: <u>External Risks Loom</u>, <u>But Improving Domestic Conditions May Cushion Against Further Derating</u>
- Macro Strategy: <u>Trump's Tarriff Conundrum</u>
- Link Net: <u>Link Net new business model as a Fiber Factory</u>



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