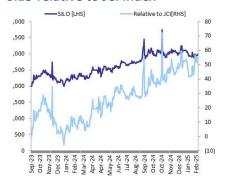


Buy

(Maintained)

| Last Price (Rp) | | | 2,120 | | |
|---------------------------------|-----------|--------|-----------|--|--|
| Target Price (Rp) | | | 3,000 | | |
| Previous Target Pi | rice (Rp) | | 3,300 | | |
| Upside/Downside | ! | | +41.5% | | |
| No. of Shares (mn | | 12,987 | | | |
| Mkt Cap (Rpbn/U | | 27. | 532/1,637 | | |
| Avg, Daily T/O (Rpbn/US\$mn) | · | | | | |
| Free Float (%) | | 7.3 | | | |
| Major Shareholde | er (%) | | | | |
| Sight Investment | | | 63.5 | | |
| PT Lippo Karawaci | Tbk | | 20.1 | | |
| | | | | | |
| EPS Consensus (R | p) | | | | |
| | 2025F | 2026F | 2027F | | |
| BRIDS | 89.9 | 107.1 | 126.6 | | |
| Consensus | 112.4 | 131.3 | 150.1 | | |
| BRIDS/Cons (%) | (20.1) | (18.4) | (15.6) | | |
| | | | | | |

SILO relative to JCI Index



Source: Bloomberg

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Siloam International Hospitals (SILO IJ) Trimming Our FY25-26F Net Profit Est. by 8-13%, LT Story on Revenue Intensity Growth Remain Intact

- 4Q24 results reflected impact of fewer working days, yet SILO is still on track to increase LT intensity supported by its NextGen strategy.
- Incorporating risks of weaker admissions in 1H25 impacted by multiple holidays, we trimmed our FY25/26F net profit est. by 8/13%.
- Maintain our Buy rating with a slightly lower DCF-based TP of Rp3,000. Risk could come from the impact of leverage on leased assets buyback.

4Q24 Results Reflected Impact of Fewer Working-Days

SILO's relatively modest results in 4Q24 were due to flattish revenue (-1% qoq, +5% yoy), impacted by fewer working days, as well as higher opex (+9% yoy) due to higher salary costs and consultant fee related to its NextGen strategy. Meanwhile, Inpatient (IP) revenue intensity saw -5% qoq growth, yet outpatient revenue intensity still grew 4% qoq. Overall, FY24 net profit was still recorded at Rp902bn, aligned with our estimates of Rp890bn (101%) despite coming below consensus expectations of Rp1.07tr (84%) as consensus estimated lower other expenses items. We believe the FY24 results reflect the overall weaker market demand, yet SILO is still on track with its strategy to increase long-term intensity.

Trimming Our FY25/26F Net Profit by -8%/-13%

Management sees 1H25 outlook with cautious optimism as yoy patient volume growth might still be impacted by the Ramadhan season in 1Q25 and holiday events in 2Q25. Taking this into account, along with FY24 results, we slightly lower our FY25/26F inpatient volume growth by 2%. We also raise our salary cost estimates to reflect potential impacts from the company's four new hospital openings (Exhibit 14), resulting in a downward revision of our FY25/26F net profit forecast by 8%/13%. Meanwhile, we believe the recently announced NextGen Strategy (see Exhibit 15) — which includes: 1) A new categorization of hospitals aiming to serve all vertical segments of Indonesian patients, 2) Expansion into AI, biotech, ambulatory care, and personalized medicine — could continue support long-term revenue intensity growth story.

Maintain Buy with slightly lower DCF-based TP of Rp3,000

We maintain our Buy rating on SILO with a slightly lower DCF-based TP of Rp3,000 (implying 12.8/11.1x FY25F/26F EV/EBITDA. Downside risks could come from the impact of higher leverage from the planned buyback of hospitals under lease to FirstREITS, which our preliminary estimates (Exhibit 2) indicate downside risks to FY25/26 EBIT by ~17/14%.

Key Financials

| Year to 31 Dec | 2023A | 2024A | 2025F | 2026F | 2027F |
|-------------------|--------|--------|--------|--------|--------|
| Revenue (Rpbn) | 11,190 | 12,208 | 13,658 | 15,283 | 17,104 |
| EBITDA (Rpbn) | 2,671 | 2,449 | 3,087 | 3,544 | 4,050 |
| EBITDA Growth (%) | 34.6 | (8.3) | 26.0 | 14.8 | 14.3 |
| Net Profit (Rpbn) | 1,211 | 903 | 1,167 | 1,391 | 1,644 |
| EPS (Rp) | 93.3 | 69.5 | 89.9 | 107.1 | 126.6 |
| EPS Growth (%) | 73.9 | (25.5) | 29.3 | 19.2 | 18.2 |
| BVPS (Rp) | 609.5 | 659.9 | 734.9 | 822.7 | 926.3 |
| DPS (Rp) | 19.6 | 19.9 | 14.8 | 19.2 | 22.9 |
| PER (x) | 22.7 | 30.5 | 23.6 | 19.8 | 16.7 |
| PBV (x) | 3.5 | 3.2 | 2.9 | 2.6 | 2.3 |
| Dividen yield (%) | 0.9 | 0.9 | 0.7 | 0.9 | 1.1 |
| EV/EBITDA | 10.1 | 11.5 | 9.1 | 7.9 | 6.9 |
| | | | | | |

Source: SILO, BRIDS Estimates



Exhibit 1. SILO's Valuation Summary

| FCFF Projection SILO | | | 2025 | 2026 | 2027 | 2028 | 2029 | 2030 | 2031 | 2032 | 2033 | 2034 | 20 |
|---------------------------|-------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|------|
| | | | 1 | 2 | | 4 | | | | 8 | | | |
| EBIT * (1-tax) | + | | 1,332 | 1,580 | 1,853 | 2,085 | 2,465 | 3,042 | 3,701 | 4,224 | 4,819 | 5,495 | 6,2 |
| Depreciation | + | | 1,243 | 1,356 | 1,483 | 1,625 | 1,784 | 1,944 | 2,124 | 2,209 | 2,478 | 2,721 | 2,9 |
| Change in working capital | + | | (69) | (159) | (178) | (195) | (226) | (258) | (290) | (312) | (350) | (393) | (4 |
| Capex | - | | 1,434 | 1,605 | 1,796 | 2,010 | 2,251 | 2,276 | 2,545 | 2,845 | 3,183 | 3,561 | 3,9 |
| FCFF | | | 1,071 | 1,172 | 1,363 | 1,505 | 1,772 | 2,452 | 2,990 | 3,276 | 3,764 | 4,263 | 4,8 |
| Growth | | | | 9% | 16% | 10% | 18% | 38% | 22% | 10% | 15% | 13% | 1 |
| Discount factor | | | 1.10 | 1.21 | 1.33 | 1.46 | 1.61 | 1.77 | 1.94 | 2.14 | 2.35 | 2.58 | 2. |
| Present value of FCFF | | | 974 | 970 | 1,025 | 1,029 | 1,102 | 1,388 | 1,539 | 1,533 | 1,603 | 1,651 | 1,7 |
| Terminal value | | | | | | | | | | | | | 71,5 |
| PV of terminal value | | | | | | | | | | | | | 25,2 |
| NPV | Rp Bn | 39,723 | | | | | | | | | | | 6 |
| Net debt (as of end 2025) | Rp Bn | 308 | | | | | | | | | | | |
| Minority Interest | Rp Bn | 232 | | | | | | | | | | | |
| Equity value | Rp Bn | 39,183 | | | | | | | | | | | |
| Outstanding share | Bn sh | 12.98 | | | | | | | | | | | |
| Equity value per share | Rp/sh | 3,018 | | | | | | | | | | | |
| Target price | Rp/sh | 3,000 | | | | | | | | | | | |
| Current price | Rp/sh | 2,120 | | | | | | | | | | | |
| % upside/(downside) | % | 41.5% | | | | | | | | | | | |
| Rating | | BUY | | | | | | | | | | | |
| Assumptions | | | | | | | | | | | | | |
| Market return (Rm) | % | 13.64% | | | | | | | | | | | |
| Risk free rate | % | 7.2% | | | | | | | | | | | |
| Market risk premium | % | 6.5% | | | | | | | | | | | |
| Tax rate | % | 27.79% | | | | | | | | | | | |
| Adjusted Beta | × | 0.53 | | | | | | | | | | | |
| Debt Portion | % | 15% | | | | | | | | | | | |
| Cost of equity | % | 10.58% | | | | | | | | | | | |
| Cost of debt Pre-Tax | % | 8.97% | | | | | | | | | | | |
| WACC | % | 10.0% | | | | | | | | | | | |
| Terminal growth | % | 3.0% | | | | | | | | | | | |

Source: BRIDS Estimates

Preliminary Impact Analysis of Assets Buyback from FirstREITS

We note that our impact analysis is still preliminary, as the company is still in the negotiation stage regarding the acquisition price of its assets under lease to FirstREITS. The Rp14.5tr syndicated loan facility is also under management assessment regarding its timing of drawdown and usage allocation, however, management communicated that the interest rate will be around JIBOR+1%. In our impact analysis, we assumed: 1) Acquisition price is at ~Rp10tr (appraised value of all First-REITS assets as per FirstREITS's 9M24 business updates, which should be subtracted by the value of malls and hotels particularly in Manado, Kupang, Baubau) 2) New hospitals depreciation using straight-line 15yr. 3) Still no impact to EBIT from other SILO's next gen strategy capex coming from the remaining cash after assets buyback from FirstREITS. We found that EBIT could be lower by 17% as the depreciation from the new buildings acquired outweigh the savings in lease payment. Meanwhile, PATMI may also be significantly affected by higher interest costs, assuming if the debt fully drawn in FY25.



Exhibit 2. Preliminary Impact Analysis of Assets Buyback from FirstREITS

| Impact to Net Profit | Old | | New | , |
|--|-------|-------|---------------|---------|
| impact to Net Profit | 2025 | 2026 | 2025 | 2026 |
| Existing EBIT | 1,844 | 2,188 | 1,844 | 2,188 |
| Addback: Lease Payment | - | - | 335 | 332 |
| Less: Depreciation from New Buildings Acquired | - | - | 647 | 647 |
| New EBIT | 1,844 | 2,188 | 1,532 | 1,872 |
| Changes Old vs New | | | - 17 % | -14% |
| Existing Interest Payment | (197) | (210) | (197) | (210) |
| Add: Interest from New Loan | - | - | (1,189) | (1,189) |
| New Interest Expenses | (197) | (210) | (1,386) | (1,399) |
| Interest Income | 38 | 32 | 38 | 32 |
| EBT | 1,685 | 2,009 | 184 | 505 |
| Tax Rate (28%) | (468) | (558) | (51) | (140) |
| PAT | 1,217 | 1,451 | 133 | 365 |
| Minority | (50) | (60) | (5) | (15) |
| PATMI | 1,167 | 1,391 | 128 | 350 |
| Changes Old vs New | | | -89% | -75% |

Source: BRIDS Estimates

Exhibit 3. FY24 Results Summary

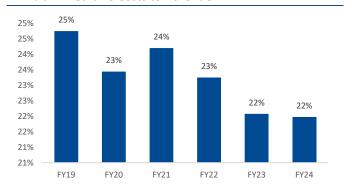
| SILO (in Rpbn, unless stated) | 4Q23 | 3Q24 | 4Q24 | qoq, % | yoy, % | FY23 | FY24 | yoy, % | FY24F BRIDS | A/BRIDS,% | FY24F Cons. | A/Cons.,% |
|---|---------|---------|---------|--------|---------|---------|---------|--------|-------------|-----------|-------------|-----------|
| Revenue | 2,945 | 3,107 | 3,084 | (0.7) | 4.7 | 11,191 | 12,208 | 9.1 | 12,209 | 100.0% | 12,419 | 98.3% |
| Net Revenue | 2,289 | 2,403 | 2,392 | (0.5) | 4.5 | 8,663 | 9,455 | 9.1 | 9,513 | 99.4% | | |
| cogs | (1,720) | (1,856) | (1,835) | (1.1) | 6.7 | (6,735) | (7,346) | 9.1 | (7,433) | 98.8% | (7,484) | 98.1% |
| Doctors Fee, Salaries and Employees Benefit | (881) | (956) | (898) | (6.1) | 1.8 | (3,487) | (3,785) | 8.5 | | | | |
| as % of Revenue | 29.9% | 30.8% | 29.1% | | | 31.2% | 31.0% | | | | | |
| Medicine, Medical and Clinical Supplies | (641) | (680) | (686) | 0.8 | 7.0 | (2,470) | (2,682) | 8.6 | | | | |
| as % of Revenue | 21.8% | 21.9% | 22.2% | | | 22.1% | 22.0% | | | | | |
| Gross profit | 1,225 | 1,251 | 1,249 | (0.1) | 2.0 | 4,455 | 4,862 | 9.1 | 4,775 | 101.8% | 4,935 | 98.5% |
| Opex | (735) | (730) | (796) | 9.0 | 8.3 | (2,577) | (2,906) | 12.8 | (2,804) | 103.6% | (3,055) | 95.1% |
| Salaries and Employees' Benefit | (202) | (213) | (235) | | | (689) | (810) | | | | | |
| as % of Revenue | 6.9% | 6.8% | 7.6% | | | 6.2% | 6.6% | | | | | |
| Op.Profit | 489 | 521 | 453 | (13.0) | (7.4) | 1,879 | 1,956 | 4.1 | 1,971 | 99.2% | 1,880 | 104.0% |
| EBITDA (Reported) | 720 | 716 | 647 | (9.6) | (10.1) | 2,670 | 2,449 | (8.3) | 2,528 | 96.9% | 3,047 | 80.4% |
| EBITDA (Adjusted) | 725 | 781 | 712 | (8.8) | (1.9) | 2,821 | 2,978 | 5.6 | 3,067 | 97.1% | | |
| Finance Income (Expenses) - net | (16) | (18) | (16) | (11.5) | 2.9 | (62) | (66) | 7.3 | | | | |
| Other income/(expenses) | (5) | (65) | (64) | (0.3) | 1,089.7 | (151) | (529) | 251.8 | | | | |
| Pre-tax profit | 469 | 438 | 373 | (14.9) | (20.5) | 1,666 | 1,360 | (18.4) | 1,364 | 99.7% | 1,496 | 90.9% |
| Net profit to common | 352 | 321 | 267 | (16.6) | (24.2) | 1,211 | 902 | (25.5) | 890 | 101.3% | 1,073 | 84.1% |
| Core Net Profit | 358 | 385 | 332 | (13.9) | (7.3) | 1,362 | 1,432 | 5.1 | 1,429 | 100.1% | | |
| | | | | | | | | | | | | |
| Gross margin (%) | 41.6 | 40.3 | 40.5 | 0.2 | (1.1) | 39.8 | 39.8 | 0.0 | 39.1 | | 39.7 | |
| Opex to sales (%) | (25.0) | (23.5) | (25.8) | (2.3) | (0.8) | (23.0) | (23.8) | (0.8) | (23.0) | | (24.6) | |
| Operating margin (%) | 16.6 | 16.8 | 14.7 | (2.1) | (1.9) | 16.8 | 16.0 | (0.8) | 16.1 | | 15.1 | |
| EBITDA margin to Net Revenue (%) - Reported | 31.4 | 29.8 | 27.1 | (2.7) | (4.4) | 30.8 | 25.9 | (4.9) | 26.6 | | | |
| EBITDA margin to Net Revenue (%) - Adjusted | 31.7 | 32.5 | 29.7 | (2.7) | (1.9) | 32.6 | 31.5 | (1.1) | 32.2 | | | |
| Net margin (%) | 12.0 | 10.3 | 8.7 | (1.7) | (3.3) | 10.8 | 7.4 | (3.4) | 7.3 | | 8.6 | |

| Key Operational Indicators | 4Q23 | 3Q24 | 4Q24 | qoq, % | yoy, % | FY23 | FY24 | уоу, % |
|---|-------|-------|-------|--------|--------|-------|-------|--------|
| Inpatient Days ('000) | 243 | 244 | 248 | 1.4 | 2.0 | 940 | 1,007 | 7.2 |
| Inpatient Revenue per Days (IDR'000/days) | 6,796 | 6,895 | 6,564 | (4.8) | (3.4) | 6,794 | 6,660 | (2.0) |
| | | | | | | | | |
| | | | | | | | | |
| Outpatient Visits | 1,066 | 1,095 | 1,081 | (1.3) | 1.3 | 3,949 | 4,244 | 7.5 |
| Outpatient Revenue per Visits (IDR'000/patient) | 1,213 | 1,300 | 1,349 | 3.8 | 11.2 | 1,217 | 1,295 | 6.5 |

Source: Company, BRIDS Estimates, Bloomberg

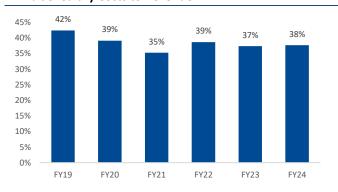


Exhibit 4. Medicine Costs to Revenue



Source: Company, BRIDS

Exhibit 5. Salary Costs to Revenue



Source: Company, BRIDS

Exhibit 6. Medicine Costs to Revenue (Quarterly)



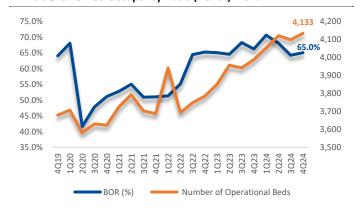
Source: Company, BRIDS

Exhibit 7. Salary Costs to Revenue (Quarterly)



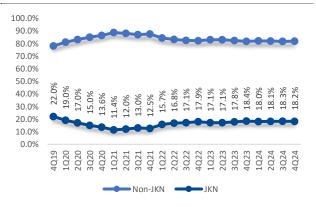
Source: Company, BRIDS

Exhibit 8. SILO Bed Occupancy Ratio (BOR%) Trend



Source: Company, BRIDS

Exhibit 9. SILO's Payer Mix



Source: Company, BRIDS



Exhibit 10. Forecast Revision Summary

| Financials, IDRbn | 2025F | | | 2026F | | | 2027F | | |
|----------------------|--------|--------|-----------|--------|--------|-----------|--------|--------|-----------|
| Filialiciais, IDNDII | Prev | New | % changes | Prev | New | % changes | Prev | New | % changes |
| Net Revenue | 10,830 | 10,634 | -2% | 12,335 | 11,899 | -4% | 14,055 | 13,317 | -5% |
| Gross profit | 5,372 | 5,504 | 2% | 6,280 | 6,243 | -1% | 7,308 | 7,068 | -3% |
| Operating profit | 2,240 | 2,170 | -3% | 2,760 | 2,553 | -7% | 3,342 | 2,976 | -11% |
| EBITDA (reported) | 3,148 | 3,087 | -2% | 3,783 | 3,544 | -6% | 4,496 | 4,050 | -10% |
| Net profit | 1,268 | 1,167 | -8% | 1,607 | 1,391 | -13% | 1,987 | 1,644 | -17% |

| Margins (to Net Revenue) | 2025F | | | 2026F | | | 2027F | | |
|----------------------------|-------|-------|-----------|-------|-------|-----------|-------|-------|-----------|
| ivialgins (to Net nevenue) | Prev | New | % changes | Prev | New | % changes | Prev | New | % changes |
| Gross profit | 49.6% | 51.8% | 2% | 50.9% | 52.5% | 2% | 52.0% | 53.1% | 1% |
| Operating profit | 20.7% | 20.4% | 0% | 22.4% | 21.5% | -1% | 23.8% | 22.3% | -1% |
| EBITDA | 29.1% | 29.0% | 0% | 30.7% | 29.8% | -1% | 32.0% | 30.4% | -2% |
| Net profit | 11.7% | 11.0% | -1% | 13.0% | 11.7% | -1% | 14.1% | 12.3% | -2% |

Source: BRIDS Estimates

Exhibit 11. SILO's Peers Valuation

| Ticker | Company | Mkt.Cap | EV/EB | ITDA | EBITDA Margin |
|------------------------|-------------------------------|------------|-------|-------|---------------|
| Tickei | Company | (US\$ mn.) | FY25F | FY26F | 25F |
| Healthcare Indonesia | | | | | |
| HEAL IJ* | MEDIKALOKA HERMINA TBK PT | 946 | 9.1 | 7.7 | 28% |
| МІКА ІЈ* | MITRA KELUARGA KARYASEHAT TBK | 1,960 | 16.3 | 13.9 | 38% |
| SILO IJ* | SILOAM INTERNATIONAL HOSPITAL | 1,639 | 9.1 | 7.9 | 29% |
| Emerging Market Peers | | | | | |
| 000516 CH | XIAN INTERNATIONAL MEDICAL-A | 1,631 | n.a | n.a | n.a |
| NARH IN | NARAYANA HRUDAYALAYA LTD | 4,136 | 29.2 | 25.1 | 22% |
| MEDANTA in | GLOBAL HEALTH LTD/INDIA | 3,995 | 37.5 | 31.4 | 24% |
| 301239 CH | CHENGDU BRIGHT EYE HOSPITA-A | 880 | n.a | n.a | n.a |
| ASTERDM IN | ASTER DM HEALTHCARE LTD | 2,851 | 31.6 | 25.1 | 19% |
| KIMS IN | KRISHNA INSTITUTE OF MEDICAL | 2,940 | 34.2 | 27.4 | 26% |
| RAM TB | RAMKHAMHAENG HOSPITAL PUB CO | 641 | 19.3 | 17.6 | 20% |
| ІНН МК | IHH SINGAPORE | 13,609 | 12.6 | 11.4 | 22% |
| TNH VN | THAI NGUYEN INTL HSPTL JSC | 102 | 15.8 | 11.6 | 36% |
| вн тв | BUMRUNGRAD HOSPITAL PCL | 3,986 | 12.6 | 12.2 | 39% |
| BDMS TB | BANGKOK DUSIT MED SERVICE | 11,001 | 14.0 | 13.0 | 24% |
| KPJ MK | KPJ HEALTHCARE BERHAD | 2,670 | 14.4 | 13.4 | 24% |
| OPTIMAX MK | OPTIMAX HOLDINGS BHD | 60 | 7.4 | 6.8 | 30% |
| RFMD SP | RAFFLES MEDICAL GROUP LTD | 1,392 | 11.9 | 11.1 | 17% |
| MPARK TI | MLP SAGLIK HIZMETLERI AS | 1,543 | 4.6 | 3.8 | 27% |
| Developed Market Peers | | | | | |
| HCA US | HCA HEALTHCARE INC | 83,862 | 8.7 | 8.3 | 20% |
| UHSUS | UNIVERSAL HEALTH SERVICES-B | 11,660 | 6.6 | 6.2 | 14% |
| THC US | TENET HEALTHCARE CORP | 11,788 | 6.5 | 6.3 | 20% |
| CYHUS | COMMUNITY HEALTH SYSTEMS INC | 362 | 8.1 | 7.8 | 12% |
| RHC AU | RAMSAY HEALTH CARE LTD | 4.786 | 8.9 | 8.3 | 12% |
| 11.107.10 | TO THE LETT OF THE ELD | 4,700 | 0.0 | 0.0 | 1270 |
| Indonesia | | | | | |
| Median | | 1,639 | 9.1 | 7.9 | 29% |
| Simple Average | | 1,515 | 11.5 | 9.8 | 32% |
| Weighted Average | | 1,633 | 12.2 | 10.5 | 33% |
| Emerging Market Peers | | | | | |
| Median | | 1,960 | 14.4 | 13.0 | 24% |
| Simple Average | | 3,052 | 18.8 | 16.1 | 25% |
| Weighted Average | | 7,050 | 17.7 | 15.5 | 23% |
| Developed Market Peers | | | | | |
| Median | | 11,660 | 8.1 | 7.8 | 14% |
| Simple Average | | 22,491 | 7.8 | 7.4 | 16% |
| Weighted Average | | 65,187 | 8.3 | 7.9 | 19% |

Source: *BRIDS Estimates, Bloomberg

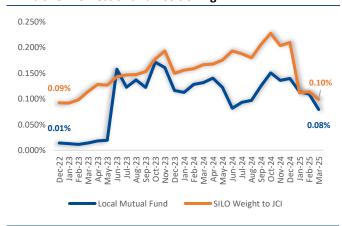


Exhibit 12. SILO's daily rolling fwd EV/EBITDA Band



Source: Company, Bloomberg, BRIDS Estimates

Exhibit 13. Domestic Fund Positioning



Source: KSEI, BRIDS

Exhibit 14. Hospital Development Pipeline

Operational Beds

3.087 3.784 3.987 4.133 4.523





2027
Value Seeker
182 beds
Onco, Neuro,
Mom & Child
SH Semarang Srondol
2027
Value Seeker
210 beds
Neuro,
Urology
SH MERR

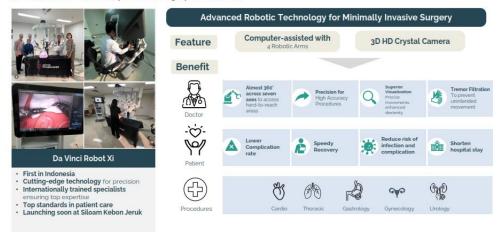
Source: Company



Exhibit 15. SILO's Latest Revenue Intensity Initiatives and Next Gen Strategy

First in Indonesia: Da Vinci Robot Xi

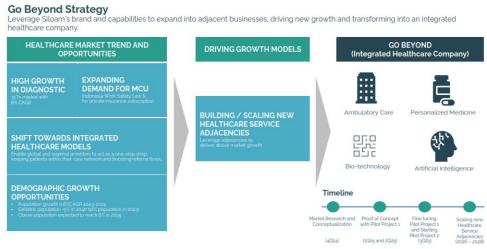
The next frontier in minimally invasive surgery for Indonesia



Supercharging Archetype

Siloam's archetype strategy aligns services with each hospital's strengths and community needs, optimizing resources and efficiency while delivering high-quality and targeted care.





Source: Company



Exhibit 16. Income Statement

| Year to 31 Dec (Rpbn) | 2023A | 2024A | 2025F | 2026F | 2027F |
|-------------------------|---------|---------|---------|---------|----------|
| Revenue | 11,190 | 12,208 | 13,658 | 15,283 | 17,104 |
| COGS | (6,735) | (7,346) | (8,154) | (9,039) | (10,036) |
| Gross profit | 4,455 | 4,862 | 5,504 | 6,243 | 7,068 |
| EBITDA | 2,671 | 2,449 | 3,087 | 3,544 | 4,050 |
| Oper. profit | 1,728 | 1,427 | 1,844 | 2,188 | 2,567 |
| Interest income | 22 | 30 | 38 | 32 | 34 |
| Interest expense | (84) | (96) | (197) | (210) | (227) |
| Forex Gain/(Loss) | 0 | 0 | 0 | 0 | 0 |
| Income From Assoc. Co's | 0 | 0 | 0 | 0 | 0 |
| Other Income (Expenses) | 0 | 0 | 0 | 0 | 0 |
| Pre-tax profit | 1,666 | 1,361 | 1,685 | 2,009 | 2,374 |
| Income tax | (419) | (410) | (468) | (558) | (660) |
| Minority interest | (36) | (48) | (50) | (60) | (70) |
| Net profit | 1,211 | 903 | 1,167 | 1,391 | 1,644 |
| Core Net Profit | 1,362 | 1,432 | 1,493 | 1,756 | 2,053 |

Exhibit 17. Balance Sheet

| Year to 31 Dec (Rpbn) | 2023A | 2024A | 2025F | 2026F | 2027F |
|----------------------------|--------|--------|--------|--------|--------|
| Cash & cash equivalent | 1,186 | 2,101 | 1,406 | 2,396 | 3,561 |
| Receivables | 1,561 | 1,922 | 1,934 | 2,164 | 2,422 |
| Inventory | 204 | 202 | 225 | 250 | 277 |
| Other Curr. Asset | 185 | 102 | 216 | 242 | 271 |
| Fixed assets - Net | 6,767 | 8,667 | 9,017 | 9,264 | 9,575 |
| Other non-curr.asset | 1,079 | 1,212 | 1,480 | 1,585 | 1,701 |
| Total asset | 10,982 | 14,206 | 14,279 | 15,900 | 17,806 |
| ST Debt | 495 | 2,622 | 1,641 | 1,744 | 1,866 |
| Payables | 524 | 724 | 693 | 768 | 853 |
| Other Curr. Liabilities | 1,534 | 1,749 | 1,717 | 1,921 | 2,150 |
| Long Term Debt | 0 | 0 | 14 | 30 | 48 |
| Other LT. Liabilities | 381 | 359 | 439 | 462 | 499 |
| Total Liabilities | 2,934 | 5,455 | 4,504 | 4,925 | 5,415 |
| Shareholder's Funds | 7,916 | 8,570 | 9,543 | 10,684 | 12,030 |
| Minority interests | 132 | 182 | 232 | 291 | 362 |
| Total Equity & Liabilities | 10,982 | 14,206 | 14,279 | 15,900 | 17,806 |



Exhibit 18. Cash Flow

| Year to 31 Dec (Rpbn) | 2023A | 2024A | 2025F | 2026F | 2027F |
|---------------------------|---------|---------|---------|---------|---------|
| Net income | 1,211 | 903 | 1,167 | 1,391 | 1,644 |
| Depreciation and Amort. | 942 | 1,022 | 1,243 | 1,356 | 1,483 |
| Change in Working Capital | (188) | (132) | (69) | (159) | (178) |
| OtherOper. Cash Flow | 29 | 272 | (145) | 158 | 177 |
| Operating Cash Flow | 1,995 | 2,064 | 2,196 | 2,746 | 3,126 |
| Capex | (1,871) | (3,150) | (1,434) | (1,605) | (1,796) |
| Others Inv. Cash Flow | 62 | 95 | (427) | (102) | (114) |
| Investing Cash Flow | (1,809) | (3,056) | (1,861) | (1,707) | (1,910) |
| Net change in debt | 149 | 2,105 | (886) | 141 | 177 |
| New Capital | (470) | (458) | (337) | (441) | (526) |
| Dividend payment | 255 | 260 | 193 | 250 | 298 |
| Other Fin. Cash Flow | 0 | 0 | 0 | 0 | 0 |
| Financing Cash Flow | (66) | 1,906 | (1,030) | (50) | (51) |
| Net Change in Cash | 120 | 915 | (695) | 990 | 1,164 |
| Cash - begin of the year | 1,066 | 1,186 | 2,101 | 1,406 | 2,396 |
| Cash - end of the year | 1,186 | 2,101 | 1,406 | 2,396 | 3,561 |

Exhibit 19. Key Ratio

| Year to 31 Dec | 2023A | 2024A | 2025F | 2026F | 2027F |
|-----------------------|-------|--------|-------|-------|-------|
| Growth (%) | | | | | |
| Sales | 17.6 | 9.1 | 11.9 | 11.9 | 11.9 |
| EBITDA | 34.6 | (8.3) | 26.0 | 14.8 | 14.3 |
| Operating profit | 69.0 | (17.4) | 29.2 | 18.6 | 17.3 |
| Net profit | 73.9 | (25.5) | 29.3 | 19.2 | 18.2 |
| Profitability (%) | | | | | |
| Gross margin | 39.8 | 39.8 | 40.3 | 40.9 | 41.3 |
| EBITDA margin | 23.9 | 20.1 | 22.6 | 23.2 | 23.7 |
| Operating margin | 15.4 | 11.7 | 13.5 | 14.3 | 15.0 |
| Net margin | 10.8 | 7.4 | 8.5 | 9.1 | 9.6 |
| ROAA | 11.7 | 7.2 | 8.2 | 9.2 | 9.8 |
| ROAE | 16.3 | 10.9 | 12.9 | 13.8 | 14.5 |
| Leverage | | | | | |
| Net Gearing (x) | (0.1) | 0.1 | 0.0 | (0.1) | (0.1) |
| Interest Coverage (x) | 20.6 | 14.9 | 9.4 | 10.4 | 11.3 |

Source: SILO, BRIDS Estimates



Equity Research – Company Update

Wednesday, 16 April 2025

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INVESTMENT RATING

BUYExpected total return of 10% or more within a 12-month periodHOLDExpected total return between -10% and 10% within a 12-month periodSELLExpected total return of -10% or worse within a 12-month period

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