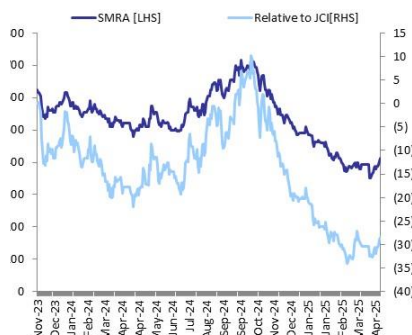


Buy

(Maintained)

Last Price (Rp)	412
Target Price (Rp)	800
Previous Target Price (Rp)	800
Upside/Downside	+94.2%
No. of Shares (mn)	16,509
Mkt Cap (Rpbn/US\$mn)	6,802/403
Avg, Daily T/O (Rpbn/US\$mn)	21.5/1.3
Free Float (%)	60.6
Major Shareholder (%)	
Semarp Agung	33.8
Sinarmegah Jayasentosa	5.9
EPS Consensus (Rp)	
	2025F 2026F 2027F
BRIDS	69.1 64.1 65.9
Consensus	75.2 74.3 83.8
BRIDS/Cons (%)	(8.1) (13.7) (21.3)

SMRA relative to JCI Index



Source: Bloomberg

BRI Danareksa Sekuritas Analysts

Ismail Fakhri Suweleh

(62-21) 5091 4100 ext. 3505

ismail.suweleh@brids.co.id

Summarecon Agung (SMRA IJ)

Lowering Our FY25F Pre-Sales by -11%; LT Prospects through End-Users Targeted Product Remain Intact

- Management reiterates its long-term focus on existing projects and recurring assets monetization, also pushes pre-sales from Tangerang.
- Incorporating risks of weaker market demand amid volatility, we trimmed our FY25/26F pre-sales by -11%/-12% to Rp4.05/4.19tr.
- Maintain Buy on SMRA with an unchanged disc.to RNAV-based TP of Rp800; LT prospects lie on its end-users targeted product offerings.

Key Strategy Focus Remains on Monetizing Existing Projects

Management reiterates that its long-term strategy will remain focused on launching products within existing projects and pushing the sales from its new township (Tangerang) to reduce the risk of pre-sales overconcentration in Greater Jakarta. Additionally, SMRA continues to enhance its recurring revenue monetization through: 1) Expansion of Bekasi Mall NLA by 48k sqm, 2) New Makassar Mall (31k sqm NLA), and 3) Harris Hotel Serpong (**Exhibit 11**). SMRA is also realigning its product launching timeline to be more evenly distributed across all four quarters, as previously its FY24 pre-sales fell short of the target due to the postponement of launches to 2H24 in response to the election year.

Adjusting our FY25F/FY26F Pre-Sales by -11%/-12%

SMRA sees its Rp5tr target to be achievable, supported by VAT exemption incentives (VAT pre-sales contributed Rp580bn, 66% of 1Q25 pre-sales of Rp877bn), with current remaining eligible inventory ranging Rp400-450bn. To incorporate risks of weaker market demand amid volatility, also multiple holiday events which could delay potential product launches, we trimmed our FY25F/26F marketing sales by -11%/-12% to Rp4.05tr/Rp4.19tr. However, we adjust our property developments revenue recognition schedule to match with the company's handover estimates, as well as adjusting our investment property revenue forecast to incorporate the expansion of malls and hotels, resulting in an upward revision of FY25/26F revenue by 18/19% to Rp8.67/8.74tr and net profit by 33/33% to RpRp1.14/1.05tr (**Exhibit 1**).

Maintain Buy with an unchanged TP of Rp800

We adjusted our RNAV calculation to include the new Tangerang township, yet assigned a slightly higher disc. to RNAV from 79% to 81% (+0.5SD of the 5-year mean), to incorporate risks of weaker asset monetization. Current price trades attractively at 90% disc. to RNAV vs. peers' average of 78%. SMRA key story will remain on its product portfolios of Rp1-5bn landed houses around Greater Jakarta, which appeal to entry-level end-users and are supported by VAT incentives. Risks: Concentrated projects in the highly competitive Greater Jakarta (81% to 1Q25) might slow pre-sales.

Key Financials

Year to 31 Dec	2023A	2024A	2025F	2026F	2027F
Revenue (Rpbn)	6,659	10,623	8,673	8,747	8,793
EBITDA (Rpbn)	2,164	4,109	3,080	3,102	3,142
EBITDA Growth (%)	9.0	89.9	(25.0)	0.7	1.3
Net Profit (Rpbn)	766	1,373	1,141	1,058	1,089
EPS (Rp)	46.4	83.2	69.1	64.1	65.9
EPS Growth (%)	22.5	79.3	(16.9)	(7.3)	2.9
BVPS (Rp)	595.3	669.2	722.2	772.9	826.4
DPS (Rp)	7.0	9.0	16.1	13.4	12.4
PER (x)	8.9	5.0	6.0	6.4	6.2
PBV (x)	0.7	0.6	0.6	0.5	0.5
Dividend yield (%)	1.7	2.2	3.9	3.3	3.0
EV/EBITDA	4.9	3.4	4.7	4.4	4.0

Source: SMRA, BRIDS Estimates

Exhibit 1. Forecast Revision Summary

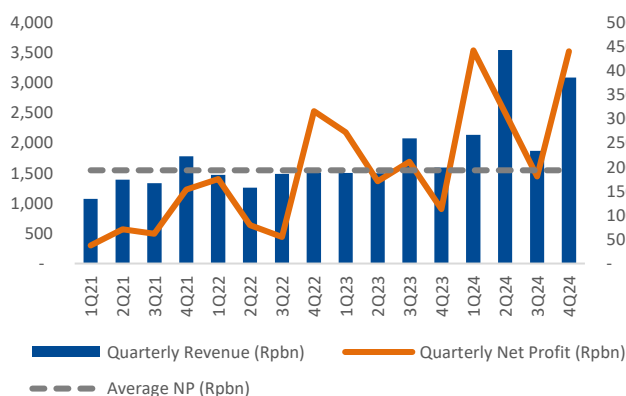
in Rpbn	Previous			New			Changes			Consensus			BRIDS vs. Consensus		
	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F	FY25F	FY26F	FY27F
Marketing sales	4,543	4,765	4,997	4,054	4,190	4,331	-11%	-12%	-13%						
Revenue	7,329	7,380	7,685	8,673	8,747	8,793	18%	19%	14%	9,179	9,159	9,859	-6%	-4%	-11%
Gross profit	3,814	3,826	3,987	4,483	4,480	4,509	18%	17%	13%	4,691	4,665	5,090	-4%	-4%	-11%
Net profit	856	796	849	1,141	1,058	1,089	33%	33%	28%	1,138	1,099	1,335	0%	-4%	-18%
Margins (%)															
Gross profit	52%	52%	52%	52%	51%	51%				51%	51%	52%			
Net profit	12%	11%	11%	13%	12%	12%				12%	12%	14%			
Growth (%)															
Marketing Sales	4%	5%	5%	-7%	3%	3%									
Revenue	-31%	1%	4%	-18%	1%	1%				0%	8%				
Gross profit	-30%	0%	4%	-18%	0%	1%				-1%	9%				
Net profit	-38%	-7%	7%	-17%	-7%	3%				-3%	21%				

Revenue (estimated by company in FS Note 28)					
To be recorded in 1 year	2,662	2,613	2,472	5,552	4,563
To be recorded in 1-2 years	1,456	1,046	5,038	2,271	1,471
Total Estimated Revenue to be Recorded	4,117	3,660	7,510	7,823	6,034
Actual Property Development Revenue Recorded	4,148	3,529	4,045	7,504	
Actual vs. Estimates	101%	96%	54%	96%	

FY25F Prop. Development Revenue (to be recorded)	4,563
Potential VAT Pre-Sales Estimates	1,000
Total Estimates	5,563
BRIDS Prop. Development Revenue	5,124

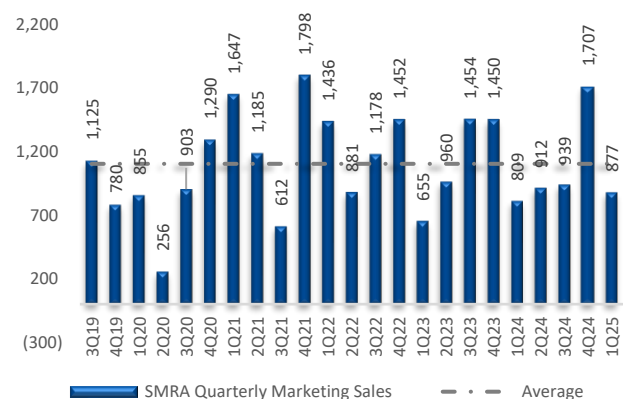
Source: BRIDS Estimates, Bloomberg, Company

Exhibit 2. Revenue and Net Profit QoQ Development



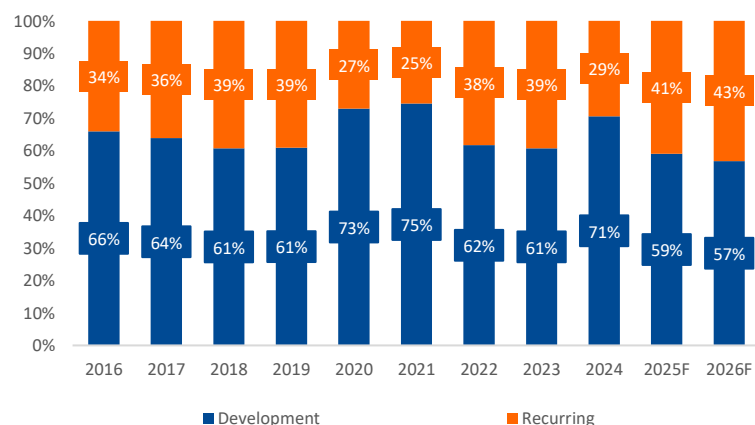
Source: Company, BRIDS

Exhibit 3. Pre-Sales QoQ Development (Rpbn)



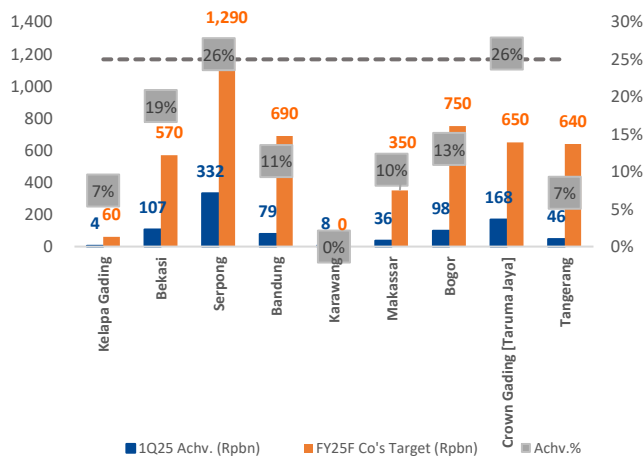
Source: Company, BRIDS

Exhibit 4. Recurring Revenue Contribution



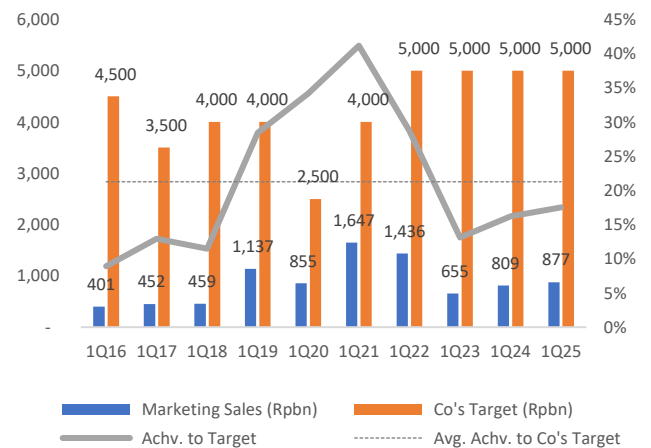
Source: Company, BRIDS

Exhibit 5. 1Q25 Pre-Sales Achievement Recap



Source: Company, BRIDS

Exhibit 6. Historical Achievement to Company's Target



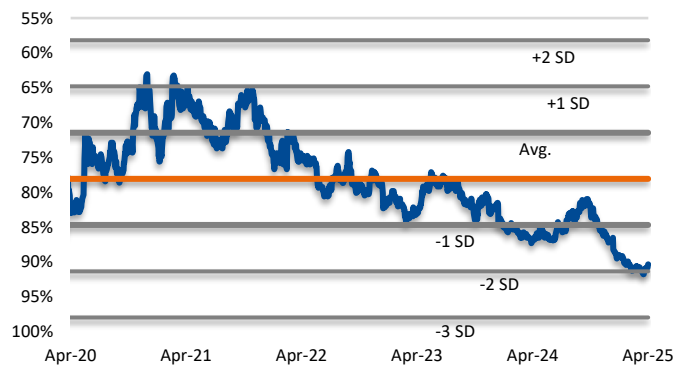
Source: Company, BRIDS

Exhibit 7. SMRA's RNAV Calculation

Projects	Location	Stakes	Area (ha)	Plot ratio	Price/sqm (Rp mn/sqm)	Method	RNAV (Rp bn)	% to Total
Summarecon Kelapa Gading	North Jakarta	100%	8.0	50%	26.0	NAV	1,040	1%
Summarecon Serpong								
Own Land	Tangerang	100%	339.0	60%	8.5	NAV	17,373	25%
JO with JBC	Tangerang	80%	128.0	60%	10.2	NAV	6,286	9%
JO with LK	Tangerang	70%	42.0	60%	10.2	NAV	1,805	3%
JO with TGS and LK	Tangerang	55%	10.0	60%	10.2	NAV	338	0%
Summarecon Tangerang	Tangerang	100%	105.0	60%	5.9	NAV	3,708	5%
Summarecon Bekasi								
Own Land	Bekasi	100%	68.0	60%	9.2	NAV	3,749	5%
Summarecon Crown Gading	Bekasi	51%	283.0	60%	9.2	NAV	7,956	11%
Summarecon Bogor	West Java	51%	369.0	60%	6.5	NAV	7,365	10%
Summarecon Karawang								
JV (under PT SMTH)	West Java	51%	6.5	60%	4.1	NAV	82	0%
Summarecon Bandung	West Java	100%	291.0	60%	5.2	NAV	9,164	13%
Summarecon Makassar								
Own Land	South Sulawes	100%	163.0		0.3	NAV	449	1%
JV (under PT SGMC)	South Sulawes	51%	135.0	60%	1.9	NAV	805	1%
JV (under PT SGMF)	South Sulawes	26%	14.0	60%	1.9	NAV	43	0%
Summarecon Bali	Bali	100%	20.0		3.5	At cost	704	1%
Others		100%	226.0		0.3	At cost	622	1%
Apartment and offices						DCF	1,037	1%
Investment property								
Mall and retail						DCF	17,249	24%
Hotels						DCF	3,174	5%
Other properties						DCF	1,419	2%
Total asset (Rp bn)							84,369	
Net debts (Rp bn)							7,800	
Advance to customer (Rp bn)							6,073	
Net asset value (Rp bn)							70,496	
Discount to NAV (%)							81%	
Number of shares outstanding (bn shares)							16.5	
NAV per share							4,270	
Target price (Rp/share)							800	

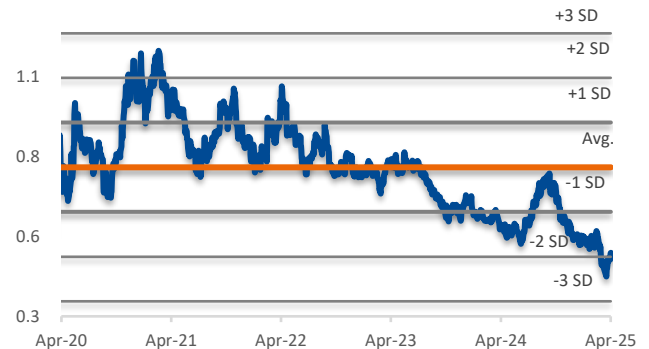
Source: BRIDS Estimates

Exhibit 8. Discount to RNAV Band Chart (5-year)



Source: Bloomberg, BRIDS Estimates

Exhibit 9. Forward 12M PBV Band Chart (5-year)



Source: Bloomberg, BRIDS Estimates

Exhibit 10. Peers Comparison

Company	Revenue (Rpbn)		Net Profit (Rpbn)		Net Profit Growth (%)		ROE (%)		Net Debt (Cash)	
	25F	26F	25F	26F	25F	26F	25F	26F	25F	26F
CTRA	10,977	11,797	2,257	2,636	14.7	16.8	10.0	10.7	-22%	-29%
BSDE	14,777	13,796	3,924	3,760	1.6	(4.2)	9.2	8.1	-7%	-13%
PWON	6,938	6,678	2,360	2,218	9.6	(6.0)	11.0	9.6	-11%	-12%
SMRA	8,673	8,747	1,141	1,058	(16.9)	(7.3)	9.9	8.6	53%	44%
Average					2.2	(0.2)	10.0	9.2	3%	-3%
Growth Aggr.	2%	-1%	3%	0%						

Company	P/E (x)		P/BV (x)		Mkt. Sales (Rpbn)		Price/Mkt. Sales		Disc.to RNAV		
	25F	26F	25F	26F	25F	26F	25F	26F	Current	Avg.5-Yr.	Diff.%
CTRA	7.0	6.0	0.7	0.6	11,515	12,038	1.4	1.3	76%	64%	12%
BSDE	4.5	4.7	0.4	0.4	9,690	8,691	1.8	2.0	83%	71%	11%
PWON	7.5	8.0	0.8	0.7	1,535	1,312	11.5	13.5	76%	65%	11%
SMRA	6.0	6.4	0.6	0.5	4,054	4,190	1.7	1.6	90%	78%	12%
Average	6.2	6.3	0.6	0.6	6,698	6,558	4.1	4.6	81%	70%	12%
Median	6.5	6.2	0.6	0.6	6,872	6,441	1.7	1.8	79%	68%	12%
Growth Aggr.					2%	-2%					

Source: Bloomberg, BRIDS Estimates

Exhibit 11. Recurring Revenue Assets Expansion: Bekasi Mall's revenue contribution potentially up from currently ~4–5% to ~6–7% by FY26. The current Bekasi Mall occupancy rate is 98%, compared to Pakuwon Mall Bekasi at 95% (with 45k sqm NLA)

NON-LAND CAPITAL INVESTMENTS	Indicative Optg Date	TOTAL	FY-2024	FY-2025	FY-2026
		Rp'bn	Rp'bn	Rp'bn	Rp'bn
Summarecon Mall Bekasi [Phase 2]	4Q 2025	1,009	288	600	121
Summarecon Mall Makassar	4Q 2026	629	10	300	319
Harris Hotel Serpong	2Q 2026	353	54	299	
		1,991	352	1,199	440

Summarecon Mall Bekasi phase 2 is currently undergoing an expansion and it will increase by a further approximately 42,000 sqm of NLA to cater to the increasing needs of Bekasi residents. The Mall's phase 2 expansion is expected to open in 4Q 2025.

Summarecon Mall Makassar is being constructed with NLA of approximately 31,000 sqm and is expected to open in 4Q 2026.

Source: Company

Exhibit 12. Income Statement

Year to 31 Dec (Rpbn)	2023A	2024A	2025F	2026F	2027F
Revenue	6,659	10,623	8,673	8,747	8,793
COGS	(3,299)	(5,162)	(4,190)	(4,267)	(4,284)
Gross profit	3,360	5,461	4,483	4,480	4,509
EBITDA	2,164	4,109	3,080	3,102	3,142
Oper. profit	1,900	3,776	2,651	2,608	2,608
Interest income	181	181	181	148	189
Interest expense	(382)	(627)	(601)	(609)	(590)
Forex Gain/(Loss)	0	0	0	0	0
Income From Assoc. Co's	10	12	12	12	12
Other Income (Expenses)	(363)	(879)	(378)	(389)	(400)
Pre-tax profit	1,345	2,463	1,865	1,772	1,819
Income tax	(288)	(621)	(412)	(416)	(424)
Minority interest	(292)	(469)	(313)	(298)	(307)
Net profit	766	1,373	1,141	1,058	1,089
Core Net Profit	1,141	2,209	1,475	1,403	1,446

Exhibit 13. Balance Sheet

Year to 31 Dec (Rpbn)	2023A	2024A	2025F	2026F	2027F
Cash & cash equivalent	3,293	3,293	2,697	3,441	4,338
Receivables	247	271	221	223	224
Inventory	10,906	10,741	10,741	10,741	10,741
Other Curr. Asset	1,116	1,099	1,066	1,067	1,068
Fixed assets - Net	442	522	699	741	751
Other non-curr.asset	15,164	17,608	18,243	18,412	18,535
Total asset	31,168	33,534	33,668	34,625	35,657
ST Debt	3,759	6,245	7,056	7,728	9,600
Payables	91	93	76	77	77
Other Curr. Liabilities	7,987	6,547	5,958	6,116	6,269
Long Term Debt	3,439	4,291	3,441	2,592	574
Other LT. Liabilities	3,588	2,526	2,352	2,416	2,481
Total Liabilities	18,865	19,702	18,883	18,929	19,001
Shareholder's Funds	9,827	11,048	11,922	12,759	13,642
Minority interests	2,476	2,785	2,863	2,937	3,014
Total Equity & Liabilities	31,168	33,534	33,668	34,625	35,657

Exhibit 14. Cash Flow

Year to 31 Dec (Rpbn)	2023A	2024A	2025F	2026F	2027F
Net income	766	1,373	1,141	1,058	1,089
Depreciation and Amort.	252	309	430	494	534
Change in Working Capital	(3)	(1,294)	(523)	156	151
Other Oper. Cash Flow	(158)	(650)	478	516	460
Operating Cash Flow	858	(262)	1,525	2,224	2,233
Capex	(1,155)	(1,254)	(2,227)	(1,485)	(1,490)
Others Inv. Cash Flow	(330)	(1,365)	934	938	1,018
Investing Cash Flow	(1,485)	(2,618)	(1,293)	(546)	(472)
Net change in debt	1,289	3,336	(39)	(178)	(145)
New Capital	0	0	0	0	0
Dividend payment	(137)	(152)	(266)	(221)	(205)
Other Fin. Cash Flow	(382)	(627)	(601)	(609)	(590)
Financing Cash Flow	770	2,557	(906)	(1,008)	(940)
Net Change in Cash	143	(324)	(674)	669	821
Cash - begin of the year	3,143	3,293	3,293	2,697	3,441
Cash - end of the year	3,293	3,293	2,697	3,441	4,338

Exhibit 15. Key Ratio

Year to 31 Dec	2023A	2024A	2025F	2026F	2027F
Growth (%)					
Sales	16.4	59.5	(18.4)	0.9	0.5
EBITDA	9.0	89.9	(25.0)	0.7	1.3
Operating profit	10.1	98.7	(29.8)	(1.6)	0.0
Net profit	22.5	79.3	(16.9)	(7.3)	2.9
Profitability (%)					
Gross margin	50.5	51.4	51.7	51.2	51.3
EBITDA margin	32.5	38.7	35.5	35.5	35.7
Operating margin	28.5	35.5	30.6	29.8	29.7
Net margin	11.5	12.9	13.2	12.1	12.4
ROAA	2.6	4.2	3.4	3.1	3.1
ROAE	8.1	13.2	9.9	8.6	8.2
Leverage					
Net Gearing (x)	0.3	0.5	0.5	0.4	0.4
Interest Coverage (x)	5.0	6.0	4.4	4.3	4.4

Source: SMRA, BRIDS Estimates

BRI Danareksa Equity Research Team

Erindra Krisnawan, CFA	Head of Equity Research, Strategy, Coal	erindra.krisnawan@brids.co.id
Natalia Sutanto	Consumer, Cigarettes, Pharmaceuticals, Retail	natalia.sutanto@brids.co.id
Niko Margaronis	Telco, Tower, Technology, Media	niko.margaronis@brids.co.id
Timothy Wijaya	Metal, Oil and Gas	timothy.wijaya@brids.co.id
Victor Stefano	Banks, Poultry	victor.stefano@brids.co.id
Ismail Fakhri Suweleh	Healthcare, Property, Industrial Estate	ismail.suweleh@brids.co.id
Richard Jerry, CFA	Automotive, Cement, Infrastructure	richard.jerry@brids.co.id
Ni Putu Wilastita Muthia Sofi	Research Associate	wilastita.sofi@brids.co.id
Naura Reyhan Muchlis	Research Associate	naura.muchlis@brids.co.id
Sabela Nur Amalina	Research Associate	sabela.amalina@brids.co.id
Kafi Ananta Azhari	Research Associate	kafi.azhari@brids.co.id

BRI Danareksa Economic Research Team

Helmy Kristanto	Chief Economist, Macro Strategy	helmy.kristanto@brids.co.id
Dr. Telisa Aulia Falianty	Senior Advisor	telisa.falianty@brids.co.id
Kefas Sidauruk	Economist	kefas.sidauruk@brids.co.id

BRI Danareksa Institutional Equity Sales Team

Yofi Lasini	Head of Institutional Sales and Dealing	yofi.lasini@brids.co.id
Novrita Endah Putrianti	Institutional Sales Unit Head	novrita.putrianti@brids.co.id
Ehrlicheh Suhartono	Institutional Sales Associate	ehrliech@brids.co.id
Yunita Nababan	Institutional Sales Associate	yunita@brids.co.id
Adeline Solaiman	Institutional Sales Associate	adeline.solaiman@brids.co.id
Andreas Kenny	Institutional Sales Associate	andreas.kenny@brids.co.id
Christy Halim	Institutional Sales Associate	christy.halim@brids.co.id
Jason Joseph	Institutional Sales Associate	jason.joseph@brids.co.id

BRI Danareksa Sales Traders

Mitcha Sondakh	Head of Sales Trader	mitcha.sondakh@brids.co.id
Suryanti Salim	Sales Trader	suryanti.salim@brids.co.id

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

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