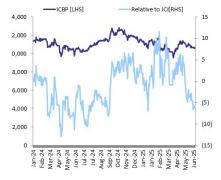


## Buy

## (Maintained)

| Last Price (Rp)                 |                       | 10,450   |         |  |  |  |  |  |
|---------------------------------|-----------------------|----------|---------|--|--|--|--|--|
| Target Price (Rp)               |                       | 14,000   |         |  |  |  |  |  |
| Previous Target Pr              |                       | 14,000   |         |  |  |  |  |  |
| Upside/Downside                 | Upside/Downside       |          |         |  |  |  |  |  |
|                                 |                       |          |         |  |  |  |  |  |
| No. of Shares (mn)              |                       | 11,662   |         |  |  |  |  |  |
| Mkt Cap (Rpbn/US                | Mkt Cap (Rpbn/US\$mn) |          |         |  |  |  |  |  |
| Avg, Daily T/O<br>(Rpbn/US\$mn) |                       | 46.2/2.8 |         |  |  |  |  |  |
| Free Float (%)                  |                       | 80.5     |         |  |  |  |  |  |
|                                 |                       |          |         |  |  |  |  |  |
| Major Shareholde                | r (%)                 |          |         |  |  |  |  |  |
| Indofood Sukses M               | k                     | 80.5     |         |  |  |  |  |  |
|                                 |                       |          |         |  |  |  |  |  |
|                                 |                       |          |         |  |  |  |  |  |
| EPS Consensus (Rp               | EPS Consensus (Rp)    |          |         |  |  |  |  |  |
|                                 | 2025F                 | 2026F    | 2027F   |  |  |  |  |  |
| BRIDS                           | 870.0                 | 1,032.4  | 1,154.9 |  |  |  |  |  |
| Consensus                       | 865.2                 | 975.9    | 1,108.1 |  |  |  |  |  |
| BRIDS/Cons (%)                  | 0.6                   | 5.8      | 4.2     |  |  |  |  |  |
|                                 |                       |          |         |  |  |  |  |  |

#### **ICBP** relative to JCI Index



Source: Bloomberg

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# Indofood CBP Sukses Makmur (ICBP IJ)

## **5M25 Indicative Performance on Track**

- ICBP's indicative 5M25 performance is on track to meet expectations; we maintain our FY25F +8% revenue and +2.5% yoy core profit growth.
- Relatively benign key input prices, i.e. CPO and wheat should limit nearterm cost pressure.
- Reiterate Buy rating and DCF-based TP Rp14,000; ICBP remains our top pick in the Consumer space.

#### 5M25 performance is still on track with the guidance

Our recent discussion with the management indicated ICBP's noodles volume saw improvement in Apr25 and May25 and remains on track to meet their FY25F guidance. Besides the sales volume, the recent 3-4% ASP adjustment in Feb25 will also help to support revenue growth in 2Q25. Following the relatively benign wheat price (-0.5% ytd, -11.3% yoy) and a drop in CPO price (-17% ytd, -1% yoy), we see limited pressure for ICBP's margin in the near term.

#### A resilient FY25F outlook is intact

We believe ICBP shall remain on track to achieve its FY25F target of 7-9% yoy topline growth with the support of both volume and ASP growth of 4.5% and 3.6%, respectively. We maintain our EBIT margin forecast at 22.2% in FY25F (vs. 22.3% in FY24) given the relatively benign key raw input price as well as some opex savings from freight and handling. Factoring in a conservative assumption of lower forex loss and the absence of impairment loss of investments in associates, we expect a +2.5% yoy core profit.

#### **Driving innovation in the Dairy segment**

ICBP has recently introduced a new low-sugar kids' yoghurt product line. While the new launching aligns with the company's strategy to capitalize on its strong position in the kids' market, we think it will also support the Dairy division as it has been dealing with intense competition and downtrading in recent years. Our on the ground check on yoghurt pouch products suggests Indomilk's kids yoghurt was the second most competitive in terms of price after Biokul. So far, there are only two brands of yoghurt pouch that are intended for kids.

#### Reiterate our Buy rating TP Rp14,000!

We maintain ICBP as our top pick in the consumer space on the back of its defensive nature amid the weak purchasing power environment. ICBP is currently trading attractively at 12.2x PE FY25F (-2SD to 5-year mean) given its resilient earnings outlook. We reiterate Buy rating with our DCF-based TP of Rp14,000 implying 16.1x PE FY25F. Key risks include weaker-than-expected purchasing power which may potentially affect sales volume, and higher volatility on key raw material prices pressuring the overall margins.

**Key Financials** 

| Ney i illaliciais  |         |         |         |         |         |
|--------------------|---------|---------|---------|---------|---------|
| Year to 31 Dec     | 2023A   | 2024A   | 2025F   | 2026F   | 2027F   |
| Revenue (Rpbn)     | 67,910  | 72,597  | 78,508  | 85,483  | 92,909  |
| EBITDA (Rpbn)      | 16,151  | 17,656  | 18,983  | 20,680  | 22,442  |
| EBITDA Growth (%)  | 17.5    | 9.3     | 7.5     | 8.9     | 8.5     |
| Net Profit (Rpbn)  | 6,991   | 7,079   | 10,146  | 12,040  | 13,469  |
| EPS (Rp)           | 599.4   | 607.1   | 870.0   | 1,032.4 | 1,154.9 |
| EPS Growth (%)     | 52.4    | 1.3     | 43.3    | 18.7    | 11.9    |
| BVPS (Rp)          | 3,494.2 | 3,877.4 | 4,423.2 | 5,005.9 | 5,613.6 |
| DPS (Rp)           | 276.6   | 317.7   | 321.7   | 461.1   | 547.2   |
| PER (x)            | 17.7    | 17.5    | 12.2    | 10.3    | 9.2     |
| PBV (x)            | 3.0     | 2.7     | 2.4     | 2.1     | 1.9     |
| Dividend yield (%) | 2.6     | 3.0     | 3.0     | 4.3     | 5.1     |
| EV/EBITDA          | 9.2     | 8.2     | 7.4     | 6.5     | 5.7     |

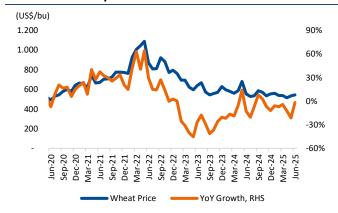
Source: ICBP, BRIDS Estimates



**Exhibit 1. Monthly CPO Price** 



**Exhibit 2. Monthly Wheat Price** 



Source: Bloomberg Source: Bloomberg

**Exhibit 3. ICBP's Yoghurt Product vs Peers** 











| Product           | Indomilk Yoghurt Kids -<br>Original | Cimory Squeeze<br>Yoghurt - Original | Greenfields Kids<br>Yoghurt - Original | Biokul Yogurt To Go -<br>Plain | Kin Yoghurt Slurp XL -<br>Strawberry |
|-------------------|-------------------------------------|--------------------------------------|--|--------------------------------|--------------------------------------|
| Price (Rp)        | 6,500                               | 12,200                               | 9,990                                  | 6,200                          | 8,300                                |
| Size (ml/g)       | 70                                  | 120                                  | 80                                     | 80                             | 80                                   |
| Price Per ml (Rp) | 93                                  | 102                                  | 125                                    | 78                             | 104                                  |

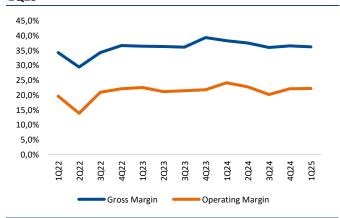
Source: E-commerce

Exhibit 4. Quarterly Revenue and YoY Growth, 1Q22 - 1Q25



Source: Company, BRIDS

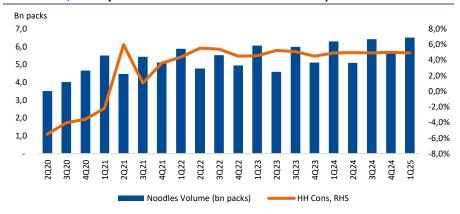
Exhibit 5. Quarterly Gross and Operating Margin, 1Q22 – 1Q25



Source: Company, BRIDS



Exhibit 6. Quarterly Noodle Sales Volume and HH Consumption Growth



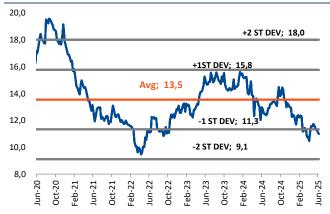
Source: Company, BPS, BRIDS

Exhibit 7. PE Band - Net Profit



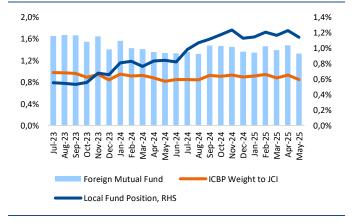
Source: Bloomberg, BRIDS Estimates

Exhibit 8. PE Band – Core Profit



Source: Bloomberg, BRIDS Estimates

Exhibit 9. ICBP's Weighting and Fund Position



Source: KSEI, BRIDS

**Exhibit 10. ICBP's Historical Foreign Flows** 



Source: IDX, BRIDS



**Exhibit 11. Income Statement** 

| Year to 31 Dec (Rpbn)   | 2023A    | 2024A    | 2025F    | 2026F    | 2027F    |
|-------------------------|----------|----------|----------|----------|----------|
| Revenue                 | 67,910   | 72,597   | 78,508   | 85,483   | 92,909   |
| COGS                    | (42,784) | (45,704) | (49,615) | (53,894) | (58,547) |
| Gross profit            | 25,126   | 26,893   | 28,893   | 31,589   | 34,362   |
| EBITDA                  | 16,151   | 17,656   | 18,983   | 20,680   | 22,442   |
| Oper. profit            | 14,775   | 16,191   | 17,448   | 19,145   | 20,922   |
| Interest income         | 523      | 824      | 1,182    | 1,406    | 1,675    |
| Interest expense        | (2,025)  | (2,142)  | (2,381)  | (2,399)  | (2,390)  |
| Forex Gain/(Loss)       | 875      | (2,113)  | (738)    | 0        | 0        |
| Income From Assoc. Co's | (2,316)  | (1,390)  | 155      | 168      | 183      |
| Other Income (Expenses) | (387)    | 130      | 18       | 53       | 79       |
| Pre-tax profit          | 11,445   | 11,499   | 15,685   | 18,373   | 20,469   |
| Income tax              | (2,980)  | (2,686)  | (3,664)  | (4,292)  | (4,781)  |
| Minority interest       | (1,475)  | (1,734)  | (1,875)  | (2,042)  | (2,219)  |
| Net profit              | 6,991    | 7,079    | 10,146   | 12,040   | 13,469   |
| Core Net Profit         | 9,307    | 10.457   | 10,711   | 11,819   | 13,206   |

## Exhibit 12. Balance Sheet

| Year to 31 Dec (Rpbn)      | 2023A   | 2024A   | 2025F   | 2026F   | 2027F   |
|----------------------------|---------|---------|---------|---------|---------|
| Cash & cash equivalent     | 19,353  | 25,293  | 29,493  | 35,679  | 41,969  |
| Receivables                | 7,524   | 8,792   | 9,508   | 10,352  | 11,252  |
| Inventory                  | 6,329   | 7,060   | 7,664   | 8,325   | 9,043   |
| Other Curr. Asset          | 1,232   | 1,106   | 1,196   | 1,303   | 1,416   |
| Fixed assets - Net         | 14,949  | 15,504  | 17,081  | 18,239  | 19,381  |
| Other non-curr.asset       | 67,544  | 65,870  | 65,508  | 65,214  | 65,043  |
| Total asset                | 119,267 | 126,041 | 132,866 | 141,529 | 150,521 |
| ST Debt                    | 113     | 185     | 185     | 185     | 185     |
| Payables                   | 4,952   | 5,167   | 5,609   | 6,093   | 6,619   |
| Other Curr. Liabilities    | 4,511   | 4,646   | 5,025   | 5,471   | 5,946   |
| Long Term Debt             | 43,878  | 45,439  | 45,763  | 45,904  | 45,973  |
| Other LT. Liabilities      | 3,712   | 3,559   | 3,860   | 4,195   | 4,558   |
| Total Liabilities          | 57,164  | 58,997  | 60,442  | 61,848  | 63,281  |
| Shareholder'sFunds         | 40,749  | 45,217  | 51,583  | 58,378  | 65,465  |
| Minority interests         | 21,354  | 21,827  | 20,842  | 21,303  | 21,775  |
| Total Equity & Liabilities | 119,267 | 126,041 | 132,866 | 141,529 | 150,521 |



Exhibit 13. Cash Flow

| Year to 31 Dec (Rpbn)     | 2023A   | 2024A   | 2025F   | 2026F   | 2027F   |
|---------------------------|---------|---------|---------|---------|---------|
| Net income                | 6,991   | 7,079   | 10,146  | 12,040  | 13,469  |
| Depreciation and Amort.   | 1,377   | 1,465   | 1,535   | 1,535   | 1,521   |
| Change in Working Capital | 1,191   | (1,493) | (614)   | (710)   | (760)   |
| OtherOper. Cash Flow      | 764     | 730     | 1,726   | 1,211   | 1,132   |
| Operating Cash Flow       | 10,321  | 7,781   | 12,793  | 14,076  | 15,361  |
| Capex                     | (1,413) | (1,802) | (3,140) | (2,561) | (2,663) |
| Others Inv. Cash Flow     | 1,258   | 2,825   | 1,342   | 1,845   | 1,821   |
| Investing Cash Flow       | (155)   | 1,023   | (1,799) | (715)   | (841)   |
| Net change in debt        | (2,016) | 1,634   | 323     | 140     | 69      |
| New Capital               | 713     | (43)    | (985)   | 461     | 472     |
| Dividend payment          | (3,226) | (3,705) | (3,752) | (5,377) | (6,381) |
| Other Fin. Cash Flow      | (2,025) | (2,142) | (2,381) | (2,399) | (2,390) |
| Financing Cash Flow       | (6,554) | (4,256) | (6,794) | (7,175) | (8,231) |
| Net Change in Cash        | 3,613   | 4,549   | 4,201   | 6,186   | 6,289   |
| Cash - begin of the year  | 15,741  | 19,353  | 25,293  | 29,493  | 35,679  |
| Cash - end of the year    | 19,353  | 25,293  | 29,493  | 35,679  | 41,969  |

## Exhibit 14. Key Ratio

| Year to 31 Dec        | 2023A | 2024A | 2025F | 2026F | 2027F |
|-----------------------|-------|-------|-------|-------|-------|
| Growth (%)            |       |       |       |       |       |
| Sales                 | 4.8   | 6.9   | 8.1   | 8.9   | 8.7   |
| EBITDA                | 17.5  | 9.3   | 7.5   | 8.9   | 8.5   |
| Operating profit      | 19.0  | 9.6   | 7.8   | 9.7   | 9.3   |
| Net profit            | 52.4  | 1.3   | 43.3  | 18.7  | 11.9  |
| Core profit growth    | 7.9   | 12.3  | 2.5   | 10.3  | 11.7  |
| Profitability (%)     |       |       |       |       |       |
| Gross margin          | 37.0  | 37.0  | 36.8  | 37.0  | 37.0  |
| EBITDA margin         | 23.8  | 24.3  | 24.2  | 24.2  | 24.2  |
| Operating margin      | 21.8  | 22.3  | 22.2  | 22.4  | 22.5  |
| Net margin            | 10.3  | 9.8   | 12.9  | 14.1  | 14.5  |
| ROAA                  | 6.0   | 5.8   | 7.8   | 8.8   | 9.2   |
| ROAE                  | 18.1  | 16.5  | 21.0  | 21.9  | 21.8  |
| Leverage              |       |       |       |       |       |
| Net Gearing (x)       | 0.4   | 0.3   | 0.2   | 0.1   | 0.0   |
| Interest Coverage (x) | 7.3   | 7.6   | 7.3   | 8.0   | 8.8   |

Source: ICBP, BRIDS Estimates



## **Equity Research – Company Update**

Friday, 20 June 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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