

**BUY**
**Target Price Rp220**

Share Price	Rp138
Upside (%)	+59.6%

**Description**

Sector	Consumer Non-Cyclicals
Subsector	Food & Beverages
Shares Outstanding (bn)	29,419
Market Cap (Rpt)	4.06

**Shareholders Composition**

Tumiyana	81.24%
Public	18.76%

**Share Price Performance**

52 week High/Low	160/126
1 month	-7.4%
3 month	N/A
6 month	N/A
1 year	N/A
YTD	-13.8%


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## Widodo Makmur Perkasa (WMPP)

### Integrated Business Model with Ample Capacity to Expand

WMPP has strong presence in cattle farm and poultry business as it has integrated business model. This should help WMPP to overcome challenge in food commodities industry which possess to supply chain risk. WMPP also has differentiation with its peers as its revenue mostly driven by downstream products thanks to its modern facilities. Ample capacity should help WMPP to post net profit growth of 58% CAGR in 2021-2026. We initiate WMPP with BUY rating and target price of Rp220.

**Integrated business model is a key for WMPP to overcome changes in food commodities industries.** Widodo Makmur Perkasa not only has significant presence in cattle farm and poultry industries, but it also has integrated business model, which is critical factor to play in food commodities industries in Indonesia. Supply side in Indonesia food commodities are very dynamics resulting into volatile expenses. Hence, having integrated business model is essential to play in the sector.

**Modern infrastructures should differentiate WMPP as it can focus on downstream products.** Another positive reason is that WMPP has prepared modern cattle and poultry farming infrastructures. By having these facilities, WMPP can get more revenue contribution from downstream products, especially in the form of meat carcass. This is a contrast to similar listed companies operating in poultry sector that still has big portion on upstream products such as animal feed.

**Ample production capacity; Expecting net profit jump of 115% YoY in 2022.** In addition to modern production facility, WMPP still had ample capacity. WMPP's cattle farm utilization rate is still less than 50%, while its poultry farm utilization rate is still below 90%. In 2022, WMPP is planning to raise its utilization rate close to maximum level. WMPP strong position to accommodate supply and economic recovery from COVID-19 should help WMPP to raise utilization rate leading to net profit jump of 115% YoY in 2022.

**BUY recommendation with target price of Rp220.** Our target price is based on 5-year free-cash flow method assuming 12.0% WACC. Our target price implies 2022F 15.2x P/E. Now WMPP is still trading at discounted valuation of 2022F 9.5x P/E.

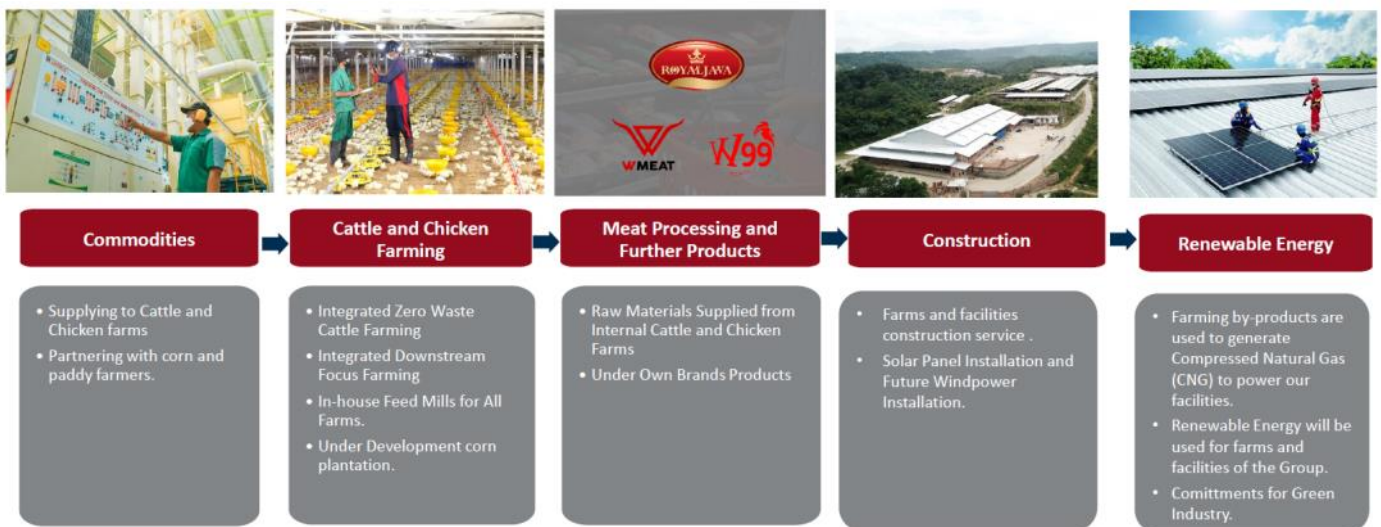
Rp billion	2020	2021F	2022F	2023F	2024F
Sales	3,031	5,420	8,981	11,670	17,486
Gross Profit	443	816	1,390	2,325	3,533
Operating Profit	247	514	974	1,876	3,034
EBITDA	301	595	1,089	2,062	3,267
Net Profit	73	227	489	972	1,516
EPS	28	7	15	29	45
P/E (x)	N/A	23.7	9.5	4.8	3.1
P/B (x)	N/A	2.3	1.2	0.7	0.5
Gross Margin	14.6%	15.1%	15.5%	19.9%	20.2%
Net Margin	2.4%	4.2%	5.4%	8.3%	8.7%
ROE (%)	9.1%	9.6%	13.0%	15.3%	17.1%
ROA (%)	2.1%	3.7%	5.2%	7.0%	8.7%

Source: WMPP, SF Sekuritas

### Investment Highlights

**Having integrated business model.** Widodo Makmur Perkasa (WMPP) is a leading player in cattle farm and poultry industry. Not only it has significance presence in the industry, but also it has integrated business model. It has two main business: cattle farm and poultry farm. These two businesses are prospective as they are two main protein sources in Indonesia. In addition, WMPP also has commodities business to supply animal feed required for its farms and also processing facilities to develop production from its farming into processed food products.

#### WMPP Integrated Business Model



Source: WMPP

**Integrated business model is important to support sustainability in food commodities industry.** Food commodity industry in Indonesia possess risk derived from changes in supply chain. Most of the time, supply changes resulting into significant increase in the expenses of food companies. Hence, to run business in food commodities industry, it is important for a company to have integrated business model. One example is INDF which is one of the largest food company in Indonesia. INDF has business both in upstream and downstream to secure supply chain stability.

#### INDF Integrated Business Model



Source: INDF

**Downstream products dominate revenue portion.** Unlike similar listed farm companies such as CPIN, JPFA and MAIN; WMPP has a different revenue structure. WMPP has major revenue contributor from meat product segment, especially in the form of carcass. Meanwhile, other companies has biggest contribution from the live animal segment. Strong contribution in downstream products shows WMPP is better in terms of facilities. In addition, WMPP's strong downstream revenue portion is also in similar trend with global farm companies such as Tyson Food in the USA and Thai Foods in Thailand.

#### Comparison of Revenue Contribution

Segment	WMPP	CPIN	JPFA	MAIN	Tyson Food (USA)	Thai Foods (Thailand)
Animal Feed	2%	29%	29%	59%	0%	17%
Live Animal (e.g. live chicken, cattles, broiler, DOC)	39%	57%	54%	38%	0%	0%
Meat (Carcass, Processed Meat, Consumer Products)	50%	14%	13%	2%	100%	83%
Others	8%	0%	5%	0%	0%	0%
Total	100%	100%	100%	100%	100%	100%

Source: Bloomberg, WMPP

**Ample Capacity to support future expansion.** Another positive factor for WMPP is it has ample production capacity. This is important to support rising demand, especially in the middle of the economic recovery post COVID-19. WMPP's utilization rate in cattle farm facilities are still below 50% while in poultry farm still below 90%. In addition, it had recently added new production facilities in poultry farming business.

#### Integrated Cattle Farm Capacity and Utilization Rate

Facility	Location	Capacity as of 2020	Metrics	Utilization
Cattle Farm	Cianjur	124,000	Cattles	31%
Cattle Farm	Cariu	48,000	Cattles	34%
Cattle Feed Mill	Cianjur	127,000	tonnes/year	44%

Source: WMPP

#### Integrated Poultry Farm Capacity and Utilization Rate

Facility	Location	Capacity as of 2020	Metrics	Utilization	Notes
GPS Breeding Farm	Sukabumi	32,000	DOC GPS	N/A	Not used in 2020
PS Breeding Farm	Gunungkidul	220,000	DOC GPS	83.6%	
Hatchery	Gunungkidul	2,000,000	HE eggs	83.2%	
Broiler Commercial Farm	Wonogiri	2,000,000	DOC FS	53.0%	
Layer Commercial Farm	Bayat	9,360,000	eggs	N/A	Not used in 2020
Poultry Abattoir	Wonogiri	12,000	bird/hour	54.0%	
Feedmill	Tangerang	8	tonnes/hour	131.0%	

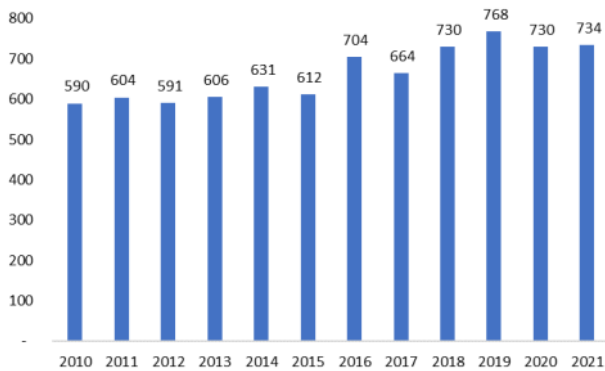
Source: WMPP

## Industry Overview

### BEEF INDUSTRY

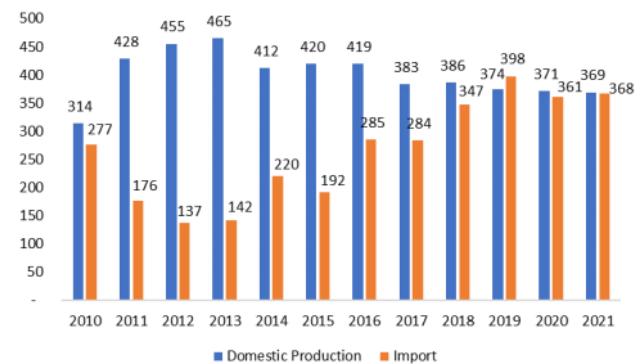
**Import plays important role in beef industry.** Beef consumption in 2016-2020 was very attractive, growing by 3.6% CAGR. This growth is in contrast to 0.7% CAGR in the period of 2011-2015. The main factor of this difference is that in 2016-2020 period, import was consistently increased. As of note, beef industry in Indonesia is still relied highly on import because domestic production can only accommodate 50-70% of total consumption. Moreover, since 2014 domestic production is declining, in contrast to increasing trend in import. In 2019, import reached 398 thousand tonnes, surpassing domestic production of only 374 thousand tonnes.

**Beef Consumption (thousand tonnes)**



Source: OECD Statistics

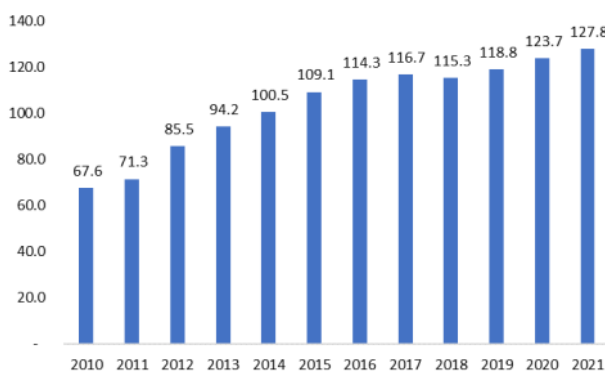
**Beef Production and Import (thousand tonnes)**



Source: OECD Statistics

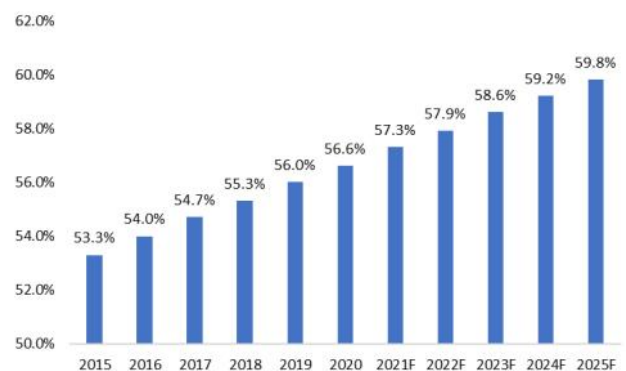
**Rising consumption trend to persist, driven by controlled retail price increase.** We have seen that stable price since 2016 had contributed to rising consumption. This is in contrast to the period of 2010-2015 when there were no significant import. At that time, price could increase by 10% YoY. Going forward, consumption growth could increase at higher level supported by: 1) rapid urbanization trend 2) higher middle income class 3) young people dominating demography profile.

**Retail Beef Price (Rp thousand)**



Source: Ministry of Agriculture

**Percentage of Urban Population**



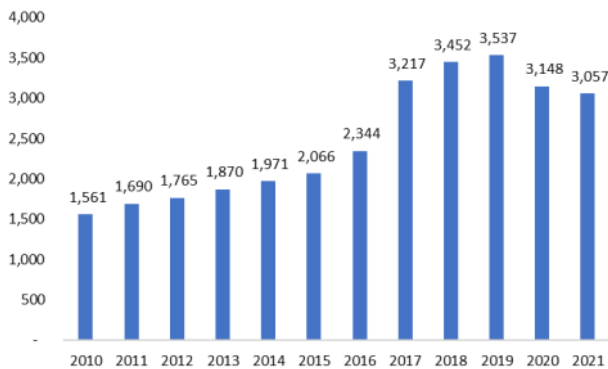
Source: UN, World Population Prospects

**Low level of domestic production to persist in the foreseeable future.** The main factor for low domestic production is that traditional and small-scale cattle farms dominating industry. These producers don't have capability to fulfill increasing consumption trend. They don't have access to modern farming technology as they are still doing business in traditional way. So that each producer can only accommodate small number of consumption.

### POULTRY INDUSTRY

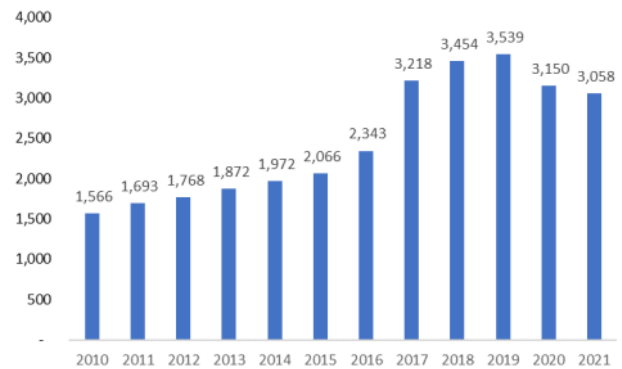
**Domestic production is able to fulfill consumption.** In contrast to beef industry, poultry industry sees a balance condition between production and consumption. In 2020 poultry meat consumption and production reached 3.2 million tonnes. Similar to beef industry, most of the poultry producers are considered as small players. However, in poultry business, there is no high technology and expertise required. Hence, domestic players are still able to fulfill domestic consumption.

**Poultry Meat Consumption (thousand tonnes)**



Source: OECD Statistics

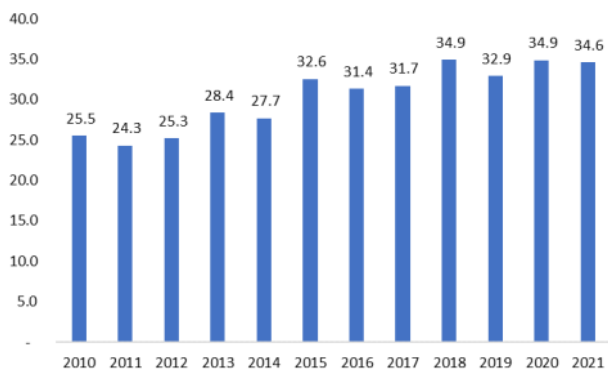
**Poultry Meat Production (thousand tonnes)**



Source: OECD Statistics

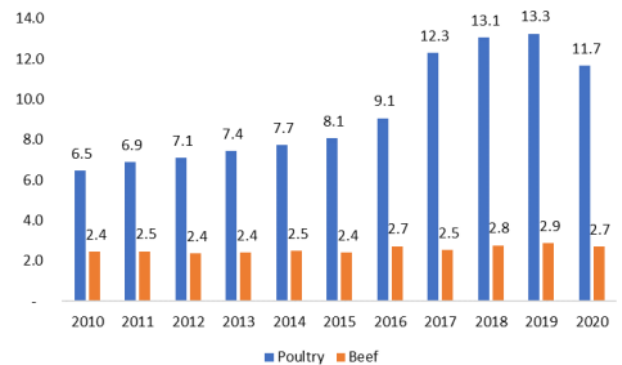
**Stable trend of retail poultry price.** As poultry meat consumption is driven by domestic production, retail poultry price trend is relatively stable. Since 2015, retail poultry meat price is stable between Rp31 thousand per kg to Rp35 thousand per kg. This stable price is in contrast to beef meat prices before 2016 which saw significant jump from Rp67.6 thousand per kg in 2010 to Rp114.3 thousand per kg. This was a period when government had not started massive import and still relied on domestic production.

**Retail Poultry Price (Rp thousand)**



Source: Ministry of Agriculture

**Annual Meat Consumption per Capita**



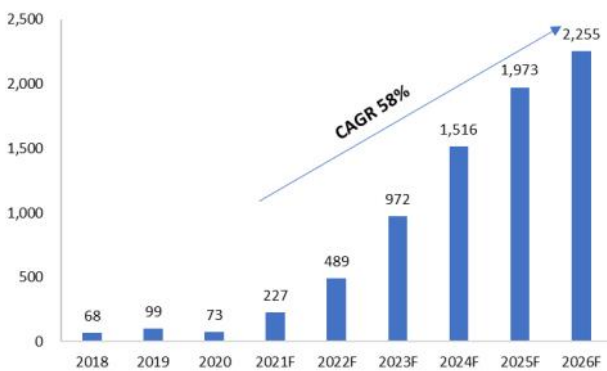
Source: OECD Statistics

**Growth in poultry consumption is more attractive than beef.** While beef producers enjoy higher retail price; poultry producers get a benefit from significant increase in poultry consumption. Beef consumption per capita slightly increased from 2.4kg in 2010 to 2.9kg in 2019. Meanwhile, poultry consumption increased strongly from 6.5 kg in 2010 to 13.3 kg in 2019. The jump in poultry in consumption was driven by stable price and increase in the financial ability of mid to low consumers. Meanwhile, beef is consumed by mid to high consumers.

### Financial Outlook

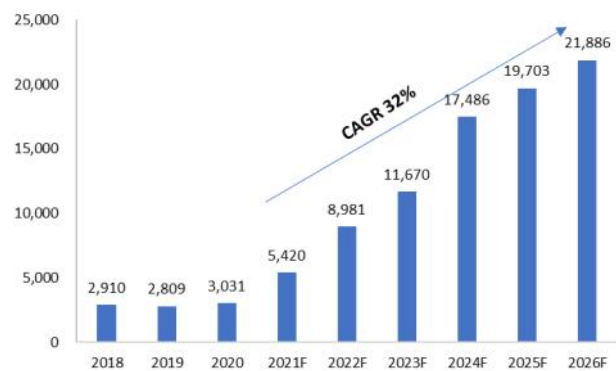
**Net profit to grow by 58% CAGR in 2021-2026.** We expect WMPP’s net profit to grow by 40% CAGR during the period of 2021-2026. This will be driven by consistent revenue growth of 32% CAGR in the same period. Our expectation for stable strong financial growth is supported by ample capacity both in cattle and poultry facilities. In addition, recovery in economy post COVID-19 will drive beef and poultry demand to continue upward pace in coming years.

Net Profit (Rp billion)



Source: WMPP, SF Sekuritas

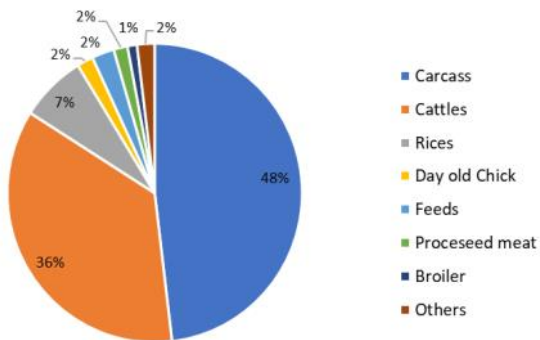
Sales (Rp billion)



Source: WMPP, SF Sekuritas

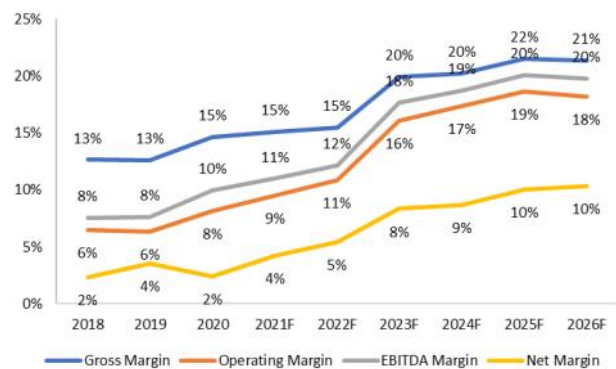
**Higher margin to come in coming years.** In 2021-2022, we expect net profit margin to stay at 4%-5% level. This is slightly better than period of 2018-2020 when net profit margin is only at around 2%-4%. Meanwhile, the strong increase in sales should bring economic of scale to WMPP. In addition, proceed from capital injection should help WMPP to reduce pressure from its debt position. These should translate to higher net margin in 2023-2026 to be at 8%-10%.

Sales Composition



Source: WMPP, SF Sekuritas

Margin Ratios



Source: WMPP, SF Sekuritas



## Valuation

**BUY recommendation with target price of Rp220.** We initiate coverage of WMPP with BUY recommendation and target price of Rp220. Our target price is based on 5-year discounted free cash flow method, assuming WACC of 12.0% and terminal value of 1%. Our target price of Rp220 implies 2022F 15.2x P/E and 2022F 9.0x EV/EBITDA. Currently, WMPP is still trading at 2022F 9.5x P/E and 2022F 8.0x EV/EBITDA.

### Free Cash Flow to the Firm Valuation (FCFF)

Rp billion	2022F	2023F	2024F	2025F	2026F
<b>Free Cash Flow:</b>					
Net Operating Profit After Tax (NOPAT)	667	1,284	2,077	2,511	2,723
Depreciation	115	186	233	289	344
Chg in Working Capital	(270)	(1)	(1,063)	671	(116)
Chg in Investment	(1,796)	(1,167)	(1,399)	(1,379)	(1,313)
<b>Free Cash Flow</b>	<b>(1,285)</b>	<b>303</b>	<b>(151)</b>	<b>2,092</b>	<b>1,638</b>
<b>Terminal Value (assumption % growth 1.0%)</b>					<b>15,014</b>
Risk free rate	7.0%		Cost of Debt		12%
Beta	1.6		Tax rate		25%
Risk premium	5.0%		<b>Free-tax cost of debt</b>		<b>9.0%</b>
<b>Cost of Equity</b>	<b>15.0%</b>				
Portion of Equity	50%				
Portion of Debt	50%				
<b>WACC</b>	<b>12.0%</b>				
PV of Free Cash Flow	(1,147)				
PV of Terminal Value	8,512				
<b>(less debt)</b>	<b>(2,341)</b>				
Equity Value	7,415				
<b>Equity Value per share</b>	<b>220</b>				
Implied 2022F P/E	15.2x				
Implied 2022F P/B	2.0x				
Implied 2022F EV/EBITDA	9.0x				

Source: SF Sekuritas

## Risks

- **Government policies.** The government's measures to gradually reduce cattle imports have occasionally resulted in shortages throughout the country, since some cattle farming centers are located far from the demand areas, this creates distribution challenges. Limiting import policies may affect integrated cattle farm players, which have the competencies to innovate and improve the cattle breed genome. In the long term, this could be a deciding factor in whether the country can develop genuine beef self-sufficiency.
- **Transfer of diseases.** Indonesia is currently free of Foot and Mouth Disease (FMD), a devastating condition that can kill young animals and cause serious production losses. Cattle can become infected through inhalation, ingestion and direct contact, making the disease hard to eradicate. Additionally, Hemorrhagic septicemia (HS) is a disease known to cause death in cattle and buffaloes in Indonesia. Without proper vaccination, HS is also highly contagious and may cause mass deaths among cattle and buffaloes.

## Peers Comparison

As comparison, we select 3 major players in Indonesia running business in poultry segment. We also select 2 companies from global which run integrated business in cattle farm and poultry for comparison.

- Charoen Phokpand Indonesia, Tbk (CPIN)
- Japfa Comfeed Indonesia, Tbk (JPFA)
- Malindo Feedmill, Tbk (MAIN)
- Tyson Foods USA (TSN UN)
- Thai Foods Group Thailand (TFG TB)

### Peers Comparison

	Market Cap (USD mn)	Total Asset (USD mn)	ROE		ROA		P/E		P/B		EV/EBITDA	
			2021F	2022F	2021F	2022F	2021F	2022F	2021F	2022F	2021F	2022F
<b>WMPP</b>	<b>295</b>	<b>455</b>	<b>9.6%</b>	<b>13.0%</b>	<b>3.7%</b>	<b>5.2%</b>	<b>23.7x</b>	<b>9.5x</b>	<b>2.3x</b>	<b>1.2x</b>	<b>13.2x</b>	<b>8.0x</b>
CPIN	7,312	2,426	15.6%	16.3%	11.7%	13.3%	26.8x	22.7x	4.2x	3.8x	17.4x	14.4x
JPFA	1,458	2,069	13.9%	15.0%	7.8%	7.0%	9.5x	8.6x	1.6x	1.5x	6.5x	6.1x
MAIN	105	376	2.0%	5.2%	1.1%	2.2%	26.3x	12.9x	0.7x	0.7x	8.2x	6.7x
Tyson Foods USA	34,028	36,309	18.5%	13.5%	8.6%	6.9%	9.5x	12.8x	1.6x	1.9x	6.2x	7.2x
Thai Foods Thailand	863	973	5.0%	16.6%	2.2%	7.5%	48.1x	13.9x	2.5x	2.2x	12.1x	9.0x
<b>Median</b>	<b>1,161</b>	<b>1,521</b>	<b>11.8%</b>	<b>14.3%</b>	<b>5.8%</b>	<b>7.0%</b>	<b>25.0x</b>	<b>12.9x</b>	<b>2.0x</b>	<b>1.7x</b>	<b>10.1x</b>	<b>7.4x</b>
<b>Average</b>	<b>7,343</b>	<b>7,101</b>	<b>10.8%</b>	<b>13.3%</b>	<b>5.8%</b>	<b>7.0%</b>	<b>24.0x</b>	<b>13.3x</b>	<b>2.2x</b>	<b>1.9x</b>	<b>10.6x</b>	<b>8.5x</b>

Source: Bloomberg, SF Sekuritas

**WMPP has respectable ROE level.** In 2021 ROE of WMPP was at 9.6%, slightly below compared to CPIN and JPFA of 15.6% and 13.9%. Meanwhile, ROE of WMPP is still far below compared to Tyson Foods USA of 18.5% level. But we anticipate that in 2022 WMPP could post ROE of 13.0% which is near average level of 13.3%.

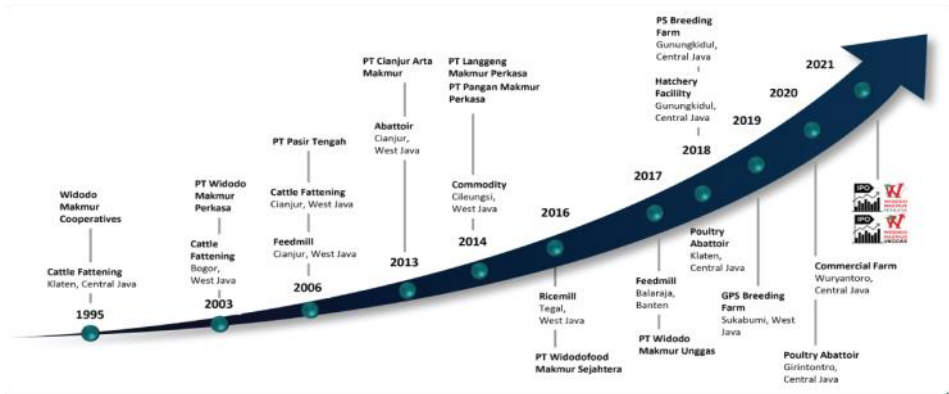
**Valuation is more attractive in 2022 for WMPP.** WMPP is trading at 2021F 23.7x P/E which is still below than CPIN of 26.8x. But compared to JPFA of 9.5x, WMPP is more expensive. But for 2022 we see valuation of WMPP is more attractive. Assuming 115% YoY net profit growth in 2022, currently WMPP is still trading at 9.5x, which is lower compared to CPIN.



## Company Background

Widodo Makmur Perkasa (WMPP) is one of the biggest livestock companies in Indonesia, focusing on cattle and poultry. WMPP started its business in cattle farming in 1996 and have expanded into various other business.

### Key Milestone



Source: WMPP

**Business Lines.** WMPP has four business lines:

1. Integrated Cattle Farm
2. Integrated Poultry Farm
3. Meat Processing
4. Agricultural Commodities Trading and Plantation
5. Construction and Energy

### Business Structure



Source: WMPP

**Integrated Cattle Farm.** WMPP runs integrated cattle farm business through its subsidiary, PT Pasir Tengah. Activities in integrated cattle farm included:

1. **Feedlot.** Cattle farms in Cianjur (130 acres) and Cariu (35 acres) become the largest cattle farming capacity in Indonesia. There are seven phases take place in this Feedlot activities:  
Cattle Selection > Importation process > Quarantine > Starter > Grading > Grower > Finishing.
2. **Breeding and Partnership.** The corporation have been developing “SAPI GAMA” in collaboration with the Faculty of Animal Science of Universitas Gadjah Mada. This Sapi Gama consists of the genetics of the world’s best cattle (i.e Brahman, Wagyu, Belgian Blue). This program focuses on the development and production of premium breed cattle that is adaptive to the tropics, with double muscle and tender meat.
3. **Cattle Feed Mill.** Capacity production of cattle feed reached 131 million kg/year in 2020 and utilized mainly for internal consumption and small portion is distributed to the assisted plasma farmers. Raw materials for cattle feed are locally grown and readily available. Currently, WMPP is developing our first integrated farm facility in Sumatra, which will be operated in 2022. With a stable corn supply from our corn plantation facility, WMPP aim to expand our animal feed offering to the Indonesian market.
4. **Bio Fertilizer and Bio Energy.** The development of bio fertilizer and bio-energy symbolize our commitment as a leading green industry of the country. WMPP is also developing, in collaboration and with the support from our construction and energy business segment, a greener energy resources utilizing bio-gas.

**Integrated Poultry Farm Business.** WMPP runs integrated poultry farm business via our subsidiary WMU and WMU’s subsidiary, PT Adijaya Unindo Perkasa. It adopts an integrated poultry business model from upstream to downstream, covering the following:

1. **Feed Mill (poultry).** WMPP supply high quality chicken feed required by Commercial Broiler Chicken proportionally in several variants based on the different needs and age of the chicken. Our feed mill supplies the feed requirements for our internal use as well as to our partners and external parties. Through the development of our integrated farm, WMPP aim to obtain stable supply of corn with good quality standard, providing us with further cost efficiency for our poultry feed. Hence, WMPP is able to provide lower price for cost for our breeding, layer and commercial farms.
2. **Breeding Farm (grandparent and parent stock).** Our breeding farms produce quality parent stocks. WMPP owns GPS (Grand Parent Stock) and PS (Parent Stock) breeding farms with modern management using closed house facilities that strictly implements GBP to achieve the best production results.
3. **Hatchery.** The hatchery facility is located in Bantargadung, Sukabumi, West Java. The facility is equipped with a cold storage warehouse, setter machine, hatcher machine, the latest machine with single state system, and modern vaccination equipment and also operates in line with Good Manufacturing Practice (GMP) to produce the best quality Day Old Chick (DOC). Egg selection is conducted on a regular basis to obtain the bet quality eggs with high salable chick level before entering the setting stage.
4. **Commercial Farm.** The company focus on raising DOC until they are ready to be harvested as Broiler Commercial Chicken in several Commercial Farms that implement Good Farming Practices (GFP).

5. **Abattoir (Chicken).** The Chicken Abattoir is operated under the GMP system. The Giritontro Chicken Abattoir in Wonogiri, Central Java, is one of the largest Chicken Abattoirs in Indonesia, with slaughtering capacity of up to 12.000 chickens per hour, using state of the art slaughtering equipment so support effective, productive, efficient, and hygienic slaughtering process, allowing us to ensure the quality of carcasses received by consumers.

**Meat Processing Business.** WMPP operate the meat processing business through our subsidiary PT Cianjur Arta Makmur, and its subsidiaries, PT Prima Widodo Makmur and PT Garut Makmur Perkasa. The meat processing business is further divided into three main work streams:

1. **Meat Processing and Derivative Products.** With capacity of 4.600 tonnes/year, WMPP offers products including meat ball, nugget, sausages, cold cut and bakery products. WMPP is committed to quality assurance and we do so by implementing Good Manufacturing Processes (GMP). WMPP is also complied with the national standards, including Halal MUI and BPOM.
2. **Modern Abattoir.** WMPP have the largest abattoir capacity with the capacity of 300 heads per day. WMPP leverages modern technology in the slaughtering business as well as comprehensive supporting facilities such as a warehouse/storage facility with capacity of 500 tonnes.
3. **Leather manufacturing and distribution.** With a production capacity of 4.500.000 square feet/year, WMPP have established the leather tanning business in 2014, with the key aim of supporting the Indonesian government's national development program, in particular to help preserve the tradition of and promote the leather tanning industry in Indonesia. WMPP produces leather for upholstery, automotive, shoe industry and garment leather industry.

**Agricultural Commodities Trading and Plantation Business.** WMPP operates the commodity business through our subsidiaries PT Widodofood Makmur Sejahtera and PT Pangan Makmur Perkasa. The commodity business is further divided into the supply of the following products/workstreams:

1. **Rice Mill.** Located in Tegal, which is one of the fertile and national rice granary areas under Mount Salmat, has a capacity of 50.000 tonnes/year. The following brands of rice products: Pulosari (premium quality) and Sumur Tujuh (Medium quality).
2. **Corn and paddy plantation.** WMPP have established partnerships with cultivation farmers and paddy cultivation farmers in Indonesia.
3. **Provision of Feed Raw Material for internal consumption.** WMPP procures raw materials from the market to support internal animal feed requirements.
4. **Commodity trading.** In addition to premium rice and corn, WMPP also trade other commodity food products such as sugar and soybean. Our soy bean products are imported from the USA and WMPP engages in corn trading as corn is a key raw material for chicken and beef feed.

**Construction and Energy.** WMPP operates the construction and energy business through our subsidiary PT Langgeng Makmur Perkasa. The business is further divided into two main work streams:

1. **Construction.** Mainly supports the construction of our production and plantation facilities in-house. On the other hand, from time to time, WMPP also act as a contractor in different stages of a construction project.
2. **Renewable Energy.** WMPP focus on energy generated from solar panels and wind power as a cleaner source of energy. Currently, the energy as generate is supplied for our internal use in the cattle and poultry farm.

## Financial Statement

Income Statement	2020	2021F	2022F	2023F
<b>Sales</b>	<b>3,031</b>	<b>5,420</b>	<b>8,981</b>	<b>11,670</b>
Cost of Sales	(2,588)	(4,604)	(7,591)	(9,345)
<b>Gross Profit</b>	<b>443</b>	<b>816</b>	<b>1,390</b>	<b>2,325</b>
Sales & GA Expenses	(197)	(301)	(416)	(449)
<b>Operating Profit</b>	<b>247</b>	<b>514</b>	<b>974</b>	<b>1,876</b>
Depreciation	54	80	115	186
<b>EBITDA</b>	<b>301</b>	<b>595</b>	<b>1,089</b>	<b>2,062</b>
Finance Expenses	(117)	(140)	(173)	(290)
Other Income (Exp.)	(7)	(2)	(2)	3
<b>Pre-tax Profit</b>	<b>123</b>	<b>372</b>	<b>799</b>	<b>1,590</b>
Tax Expenses	(42)	(117)	(252)	(501)
Non-Controlling Interest	(9)	(27)	(58)	(116)
<b>Net Profit</b>	<b>73</b>	<b>227</b>	<b>489</b>	<b>972</b>

Balance Sheet	2020	2021F	2022F	2023F
Cash	75	951	1,609	5,455
Receivables	264	621	826	795
Inventories	784	1,007	1,945	1,689
Other Current Assets	757	628	659	692
<b>Total Current Assets</b>	<b>1,879</b>	<b>3,206</b>	<b>5,040</b>	<b>8,631</b>
Net Fixed Assets	1,583	2,587	4,268	5,249
Other Non-Current Assets	64	274	69	67
<b>Total Non-Curr. Assets</b>	<b>1,647</b>	<b>2,860</b>	<b>4,337</b>	<b>5,316</b>
ST Bank Loan	593	275	468	908
Trade Payables	706	829	1,702	1,413
Other Current Liabilities	539	1,284	1,527	2,020
<b>Total Current Liabilities</b>	<b>1,839</b>	<b>2,387</b>	<b>3,697</b>	<b>4,342</b>
<b>Total Non-Current Liabilities</b>	<b>757</b>	<b>1,180</b>	<b>1,778</b>	<b>3,117</b>
<b>Total Liabilities</b>	<b>2,596</b>	<b>3,567</b>	<b>5,475</b>	<b>7,459</b>
Share Capital	25	588	701	901
Additional Paid in Capital	77	882	1,670	3,070
Retained Earnings	548	775	1,264	2,236
Other Equity	152	118	125	132
<b>Shareholders Equity</b>	<b>801</b>	<b>2,364</b>	<b>3,759</b>	<b>6,338</b>
Minority Interest	129	136	142	150
<b>Total Equity</b>	<b>931</b>	<b>2,499</b>	<b>3,902</b>	<b>6,488</b>

Cash Flow	2020	2021F	2022F	2023F
Net Profit	73	227	489	972
Depreciation	54	80	115	186
Chg in Working Capital	2	(458)	(270)	(1)
Others	201	690	18	19
<b>CFO</b>	<b>330</b>	<b>540</b>	<b>351</b>	<b>1,177</b>
Capex	(591)	(1,084)	(1,796)	(1,167)
Others	14	(191)	224	21
<b>CFI</b>	<b>(576)</b>	<b>(1,275)</b>	<b>(1,572)</b>	<b>(1,146)</b>
Debt Issuance (Repayment)	159	270	966	2,201
Others	61	(27)	14	14
<b>CFF</b>	<b>219</b>	<b>1,611</b>	<b>1,880</b>	<b>3,814</b>
<b>Net Cash Increase (Decrease)</b>	<b>(27)</b>	<b>876</b>	<b>659</b>	<b>3,845</b>

Ratios	2020	2021F	2022F	2023F
Gross Margin	14.6%	15.1%	15.5%	19.9%
Operating Margin	8.1%	9.5%	10.8%	16.1%
EBITDA Margin	9.9%	11.0%	12.1%	17.7%
<b>Net Margin</b>	<b>2.4%</b>	<b>4.2%</b>	<b>5.4%</b>	<b>8.3%</b>
<b>Return on Equity</b>	<b>9.1%</b>	<b>9.6%</b>	<b>13.0%</b>	<b>15.3%</b>
Return on Asset	2.1%	3.7%	5.2%	7.0%
Receivable Turnover	12.1x	12.3x	12.4x	14.4x
Inventory Turnover	3.5x	5.1x	5.1x	5.1x
Payable Turnover	3.9x	6.0x	6.0x	6.0x
Days in Receivable	29.7	29.4	29.0	25.0
Days in Inventory	104.3	70.0	70.0	70.0
Days in Payable	91.5	60.0	60.0	60.0
<b>Cash Conversion Cycle</b>	<b>42.5</b>	<b>39.4</b>	<b>39.0</b>	<b>35.0</b>
<b>Current Ratio</b>	<b>102.2%</b>	<b>134.3%</b>	<b>136.3%</b>	<b>198.8%</b>
Quick Ratio	18.4%	65.8%	65.9%	143.9%
Interest Coverage Ratio	211.4%	366.2%	562.3%	647.7%
<b>Debt/Equity</b>	<b>137.9%</b>	<b>58.2%</b>	<b>62.3%</b>	<b>71.7%</b>
Asset/Equity	440.1%	256.7%	249.4%	220.0%
<b>EPS</b>	<b>28</b>	<b>7</b>	<b>15</b>	<b>29</b>
BVPS	305	70	112	188
P/E	N/A	23.7x	9.5x	4.8x
P/B	N/A	2.3x	1.2x	0.7x
EV/EBITDA	4.3x	13.2x	8.0x	7.2x



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