

PT Hartadinata Abadi Tbk (HRTA)

Company Focus

June 15, 2023

Gold Will Always Shine

An integrated gold jewelry manufacturer.

PT Hartadinata Abadi Tbk (HRTA) is a pioneer in the jewelry manufacturing industry in Indonesia with more than 30 years of experience. HRTA has an integrated business portfolio from a gold jewelry production factory, a distribution network for offline stores and e-commerce, as well as a pawn business which are becoming the company's competitive advantages. HRTA's jewelry products have special characteristics with the crown logo and the inscription of two letters "HA" in the middle which indicates the company's products. Currently, the company has 4 gold casting plants with a production capacity of 30 tons per year and a utilization rate of 43.7% in FY22. In addition, the company also has a refinery with a capacity reaching 30 tons in FY24E. In the distribution network, the company has 80 wholesalers and 900+ retail stores throughout Indonesia.

Higher gold prices benefited for company.

As of March 2023, HRTA booked an impressive revenue growth of +53.84% YoY to IDR 2.11 trillion. This strong result was backed by revenue from jewelry and precious metal of IDR 2.10 trillion (+54.75% YoY), which mainly came from wholesalers of IDR 1.96 trillion (+58.51% YoY). Meanwhile, revenue from the pawn business was down by -12.64% YoY to IDR 15.21 billion. The increase in the top-line was also in line with sales volume in pure gold which rose +39.82% YoY to 2.16 tons in 1Q23, combined with higher ASP (Average Selling Price) which was up by +10.68% YoY. Along with higher revenue, COGS soared by +56.40% YoY to IDR 1.91 trillion, bringing the GPM lower to 9.7% from 11.2% in 1Q22 as higher gold prices impacted its raw material cost. Furthermore, the bottom line still recorded solid growth of +37.80% YoY to IDR 69.84 billion.

Targeting an optimistic result for FY23 performance.

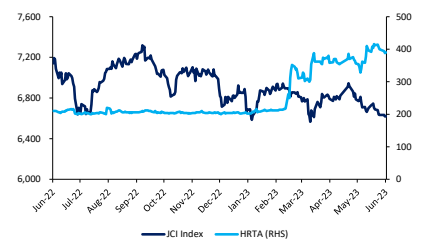
This year, HRTA is aiming for revenue of around IDR 12 trillion, revised up from the previous target of IDR 9.5 trillion – IDR 10 trillion set at the beginning of the year, considering stellar earnings performance up until 1Q23. This number also soar from the revenue of IDR 6.92 trillion FY22. To achieve the FY23E targets, the company allocated a capex of IDR 50 billion, mainly to support its business including purchasing additional machines for the gold refining business, store network expansion, and the development of the company's head office. This year, HRTA also plans to expand its retail stores to 100 outlets from 78 stores in FY22. For new stores, HRTA is focusing on the regions of Java, Sumatra, Kalimantan, and Sulawesi. Besides that, HRTA will continue to increase its market penetration through wholesalers, retailers, and also its digital platforms.

Valuation. Currently, HRTA's share price is traded at P/E 6.6x, which is still undervalued compared to its industry at 12.1x. Going forward, we expect HRTA to continue to book a solid earnings performance as driven by 1) Strong export performance and sustainable expansion, 2) Higher gold prices supporting ASP, and 3) Economic recovery amid the gradual easing of inflation which will support demand in the future.

Not rated

Current Price (IDR) (12/06)	358
52 Week High (IDR)	456
52 Week Low (IDR)	199
Major Shareholders:	
PT Terang Anugrah Abadi	70.85%
PT Asabri (Persero)	5.46%
Public and others	23.69%

Stock Price Movement



Source: Bloomberg, Shinhan Sekuritas Indonesia

Anissa Septiwiwijaya

+6221 80869900

anissa.septiwiwijaya@shinhan.com

One of the prominent players in the jewelry industry.

With more than 30 years of experience, the company has become a major player in the Indonesian gold jewelry industry with a vertically integrated business, starting from factories, wholesalers, and retail sales. Currently, HRTA's market share stood at 15.58% in the domestic gold bar and jewelry sales. As a gold jewelry manufacturer, HRTA operates four factories with a total capacity of up to 30 tons per year with a utilization rate of 43.7% and a gold refinery with a capacity of up to 30 tons by FY24E. HRTA distributes its products to several distributors, wholesalers, and retailers (gold shops) in various regions of Indonesia. The Internal distribution channels include retail gold jewelry stores "Aurum Collection Centre (ACC)", "HRTA Store" and premium gold jewelry stores consisting of "Claudia Perfect Jewelry" outlets and "Celine Jewelry" outlets located in several regions in Indonesia. As of FY22, HRTA owns 78 retail stores and 82 units of pawn shops. Besides that, HRTA also has a strong distribution network, with 80 wholesalers, and 900+ independent retail stores nationwide.

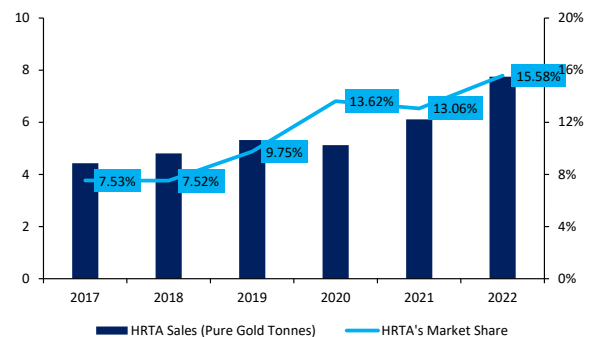
In 1Q23, most of HRTA products were sold to wholesalers which contributed 92.54% of HRTA's total revenue. For HRTA's customers, especially wholesalers, and retailers, the company has a unique transaction flow, which is using gold as currency or exchange rate for payment. Therefore HRTA will receive an additional gold inventory, and a margin as payments. This was a hedging strategy carried out by HRTA.

HRTA's factories

Factory Name	Capacity (ton/year)	Used Capacity (ton/year)	Utilization Rate	Product
Sukamenak I	7.5	4.2	56.4%	30%-75% Gold Jewellery
Sukamenak II	6	3.0	49.6%	75% Gold Jewellery
Kopo Sayati	4.5	2.3	50.9%	70%-75% Gold Jewellery
Sapphire	12	3.6	30.0%	Product: 99.99% Gold Jewellery & Fine Gold Bar
Total	30	13.1	43.7%	
Refinery	30			

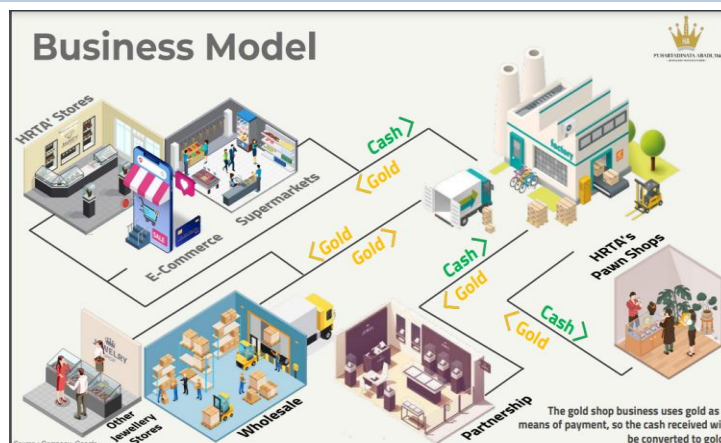
Source: Company, Shinhan Sekuritas Indonesia

HRTA's market share



Source: Company, Shinhan Sekuritas Indonesia

HRTA's Business Model

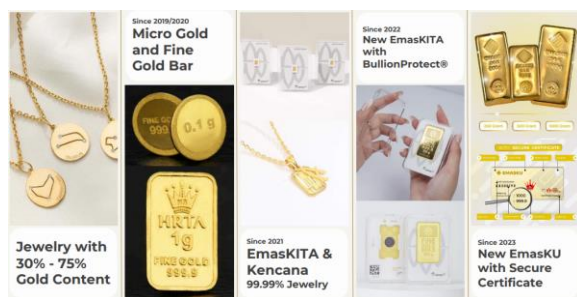


Source: Company Presentation

Increasing product advantages through innovation.

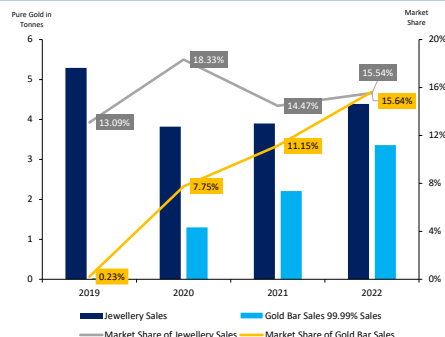
HRTA's market share in gold bar sales reached 15.64% in FY22, jumping from only 0.23% in FY19. Besides that, HRTA's jewelry market share also increased to 15.54%. We assess that the solid growth for both market shares was supported by higher gold demand due to increasing people's awareness to invest in gold commodities. Therefore, HRTA strives to meet the needs of customers by always being consistent in making innovations of its product. In 2021, HRTA collaborated with PT Aneka Tambang, Tbk (ANTM), and launched Gold Products under the names EmasKita for micro gold products and Kencana for gold jewelry products which have a gold content of 99.99%. While last year, HRTA also developed Bullion Protect technology for the pure gold bar product launched in 2022, EmasKita. In developing the technology that originated from Switzerland, the company collaborated with PT Sicpa Peruri Securink. Bullion Protect is a technology for the authentication of pure gold bar products according to LBMA guidelines by affixing security ink to the surface of the gold product. In addition, HRTA also has other security features for its gold bar such as the QR Code security, which is printed on the back of the product packaging. By scanning the QR Code, customers can detect the authenticity of these gold products through their devices which will be automatically connected to the Emaskita.id website.

HRTA's product innovation



Source: Company, Shinhan Sekuritas Indonesia

HRTA's Gold Bar and Jewelry Market Share



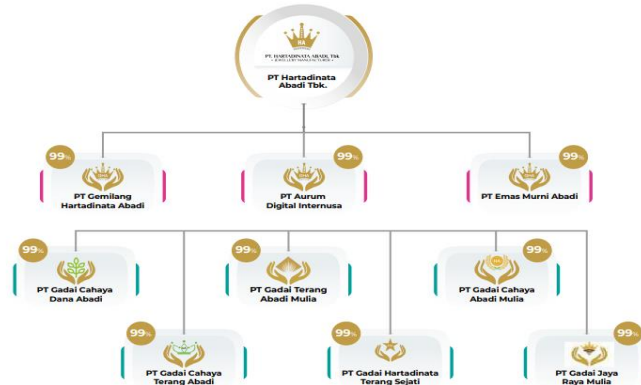
Source: Company, Shinhan Sekuritas Indonesia

Expanding market coverage in HRTA's retail store and pawn shop.

HRTA is actively expanding its market coverage by opening new outlets, both retail and pawn shops. This market expansion is also carried out through digital-based sales, either through HRTA's platforms or in collaboration with existing e-commerce platforms. This year, the company is targeting to add its retail stores to 100 stores, from 78 stores in FY22 and up to 125 stores by FY25F. To carry out this action, the company allocated a capital expenditure (capex) budget of IDR 50 billion for this year. In addition, HRTA's stores generated revenue of IDR 139.80 billion (+16.16% YoY), accounting for 6.60% of the total revenue in 1Q23. Further expansion in its retail shop will bear fruit in the future as it would gradually lower HRTA's dependency on wholesalers and is expected to result in a healthier working capital cycle. Moreover, the company will also use the capex to purchase additional machines for the gold refining business. Previously, HRTA plans to increase its refinery capacity to 30 tons in FY24 from 10 tons in FY22. HRTA's management stated that the increasing capacity requires around IDR 30 billion. Meanwhile, the rest of the capex budget will be used for store network expansion, as well as to develop the company's head office.

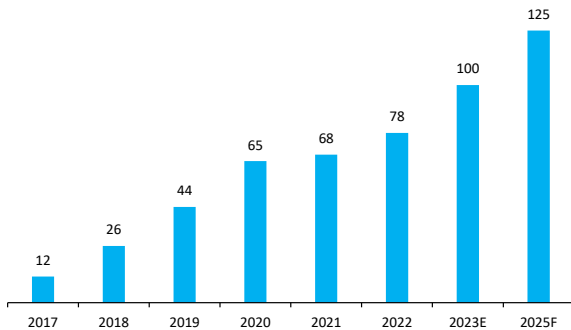
Since 2018, HRTA through its subsidiary PT Gemintang Hartadinata Abadi has diversified its portfolio to expand in the pawn segment. Currently, several subsidiaries have operated to serve pawn services such as PT Gadai Cahaya Dana Abadi (GCDA) for the West Java region, PT Gadai Terang Abadi Mulia (GTAM) for the East Java region, PT Gadai Cahaya Abadi Mulia (GCAM) for the NTB region, PT Gadai Cahaya Terang Abadi (GCTA) for the NTT region, PT Gadai Hartadinata Terang Sejati (GHTS) for the South Sulawesi region, and PT Gadai Jaya Raya Mulia (GJRM) for Jakarta region. The popular product in the pawn business is called "Regular Pawn", which is a pawn service with collateral in gold, either gold jewelry or precious metals, which is offered with a maximum loan period of 120 days with a competitive financing rate, which is around 0.9% per 15 days. To improve this business segment, HRTA is aiming to expand its pawn business network to 105 units by FY25F, while in 1Q23 it has reached 83 units. However, the Pawn Shop segment still has a small contribution with an amount of IDR 15.21 billion or 0.72% of total revenue in 1Q23.

HRTA's group structure



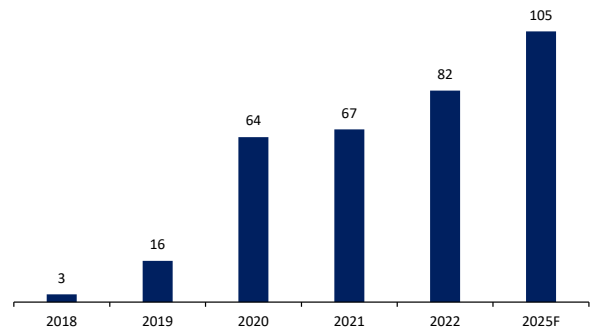
Source: Company Presentation

HRTA's Jewelry Store Expansion



Source: Company, Shinhan Sekuritas Indonesia

HRTA's Pawn Shop Expansion



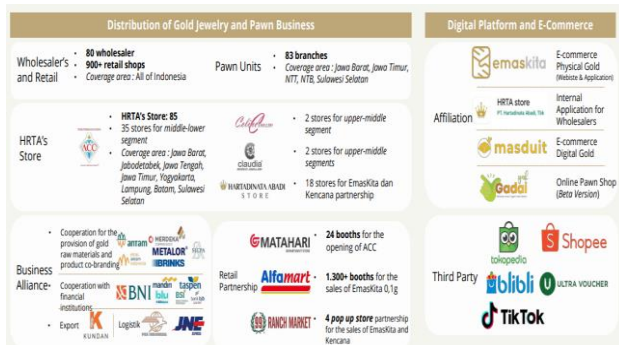
Source: Company, Shinhan Sekuritas Indonesia

Strengthening strategic partnerships to support HRTA's business.

HRTA will also continue to develop its business through cooperation with strategic partners with the principles of synergy and mutual benefit. One of the collaborations carried out by HRTA is in the procurement of raw materials which is the key for HRTA production activities. This collaboration aims to prevent the risk of raw materials procurement by purchasing raw materials from several suppliers, and gold shops, and accepting product payments in the form of pure gold, damaged jewelry, or gold metal in various forms. Currently, the suppliers of HRTA gold raw materials are PT Aneka Tambang Tbk (ANTM) and PT Merdeka Copper Gold Tbk (MDKA). In addition, HRTA also made collaboration in co-branding products to strengthen product brands and corporate image.

Moreover, HRTA also welcoming to collaboration or direct sales to institutions that need jewelry or precious metal products for their consumers, partners, or employees. HRTA has experience working with PT Taspen, PT Bank Syariah Indonesia, and PT Bank BJB Syariah in a gold installment partnership. In this program, HRTA provides gold installments to customers where the payment is paid in installments every month with a minimum volume. Besides that, HRTA has entered into exclusive partnerships with several marketplaces which brings the company's products to be available on Tokopedia, Shopee, Blibli, TikTok Shop and Ultra Voucher.

HRTA's ecosystem



Source: Company, Shinhan Sekuritas Indonesia

Strategic partnership of HRTA

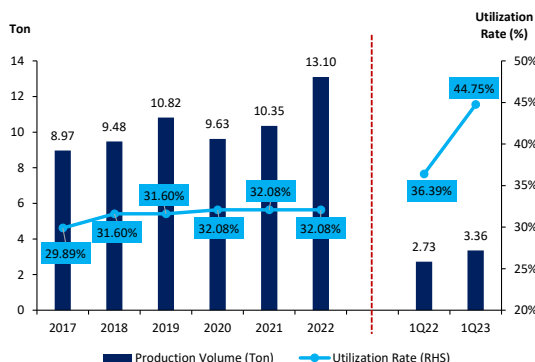


Source: Company, Shinhan Sekuritas Indonesia

Capitalizing on the opportunity from the export market.

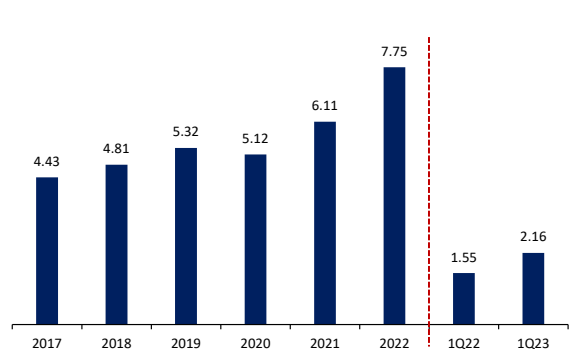
In February 2023, HRTA collaborated exclusively to export its gold jewelry to India for Kundan Care Product LTD (Kundan), the largest Indian gold manufacturer, refinery, and exporter of gold, silver, and energy products. The transaction value is estimated at USD 25 million to USD 31 million per month or the equivalent of USD 300 million for a period of 1 year for an order volume of up to 400kg - 500kg gold per month. Besides that, the company also succeeded in signing a Gold Jewelry Export Cooperation Agreement with Bright Metal Refiners (Bright Gold) with a minimum order quantity of 2 tons of gold which became effective on May 2, 2023. The transaction value is estimated at USD 123.66 million or equivalent to IDR 1.82 trillion. Recently, HRTA also signed a memorandum of understanding (MoU) with a company from India LP Commodities Private Limited (LPCPL) regarding cooperation in the export of gold jewelry with a total order of 3 tons of gold. The value of the transaction is estimated at USD 177.82 million or IDR 2.66 trillion. Therefore, we are optimistic that the export will boost the company's performance this year, considering export sales (including wholesaler revenue) in 1Q23 had contributed up to 20-30% of total revenue. This contribution was reflected by HRTA's sales volume in pure gold at 2.16 tons, which rose +39.82% YoY. Apart from that, the export activities that began in March 2023 also drove HRTA's utilization to 44.75% in 1Q23, compared to 36.39% in 1Q22. Going forward, the promising gold business outlook will support HRTA's performance, mainly from India, as the largest gold jewelry importer in the world with a total import of 600.0 tons in FY22.

HRTA's production volume



Source: Company, Shinhan Sekuritas Indonesia

HRTA's sales volume (Ton)

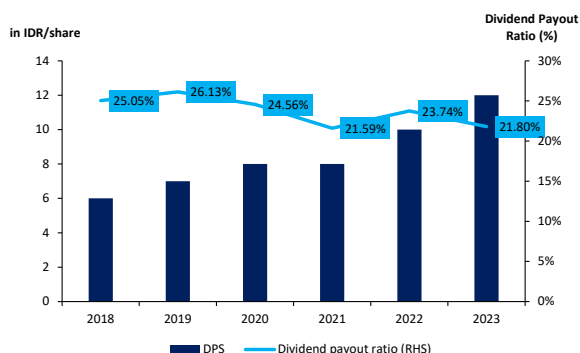


Source: Company, Shinhan Sekuritas Indonesia

Consistency in distributing cash dividends.

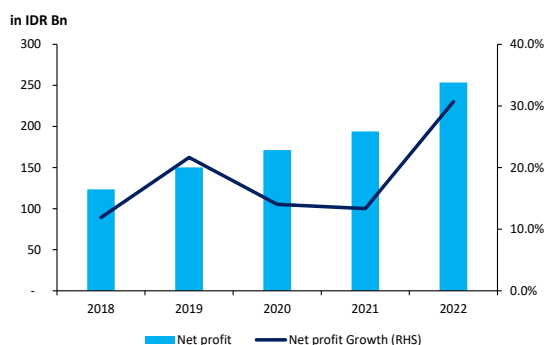
In the last five years, HRTA has been consistent in distributing dividends every year with an average dividend payout ratio (DPR) of ~24%. This commitment was in line with sustainable earnings growth performance. Last year, HRTA distributed dividends of IDR 10 per share, as the company managed to achieve a net profit of IDR 193.98 billion in FY21. This dividend amount is representing a DPR of 23.74% or around IDR 46.05 billion. Furthermore, HRTA returned to booked a positive performance in FY22 with a net profit of IDR 253.52 billion, which rose by +30.70% YoY. This achievement was mainly supported by top-line performance with an increase of +32.08% YoY to IDR 6.92 trillion. Based on this result, HRTA will distribute dividends to shareholders of IDR 55.26 billion or IDR 12 per share.

HRTA's dividend policy



Source: Company, Shinhan Sekuritas Indonesia

HRTA's net income



Source: Company, Shinhan Sekuritas Indonesia

Industry Overview

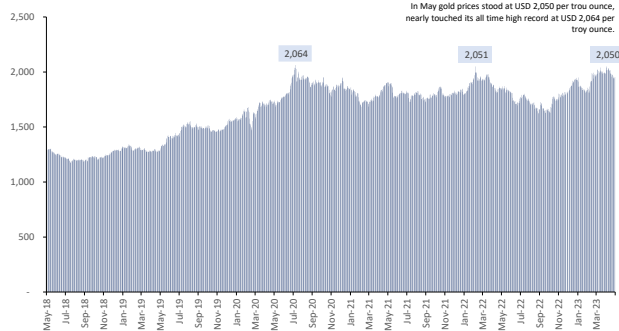
Gold prices still hover at a high level.

Gold price reached its highest level at USD 2,050 per troy ounce in May 2023, supported by a surge in demand for gold as investors sought refuge in safe-haven assets in order to anticipate the turbulence due to lingering global uncertainty. Recently, sentiment in gold prices was triggered by the unresolved negotiations over the US debt ceiling. Janet Yellen warned that the US economy is in danger of running out of cash reserves as soon as June 5, revised from June 1. Previously, fluctuations in gold prices were supported by investor anxiety due to the turmoil in the banking sector. This was mainly fueled by the collapse of Silicon Valley Bank and the subsequent acquisition of Credit Suisse by UBS (UBSG), which dampened investor confidence in the financial sector. Moreover, the weakening US Dollar and the perceived slowdown in Fed rate hikes are supporting USD-denominated gold, as US Dollar and gold prices have a negative correlation. The Fed raised the Fed Fund Rate by 25bps at its May meeting, and signaled a possible pause in hikes, suggesting a more dovish stance. At the same time, recovery in China will boost gold jewelry demand, as the country is the world's largest single market for gold, then lent further support to gold's price at the start of 2023.

In the midst of global turmoil, The World Bank in its report in April 2023 expected gold prices at around USD 1,900 per troy ounce by the end of FY23F, and will be falling to USD 1,750 per troy ounce by the end of FY24F as the global economic recovery and inflationary pressures began to ease. This estimation was also followed by Fitch Solutions which has revised its 2023 forecast for gold price to USD 1,950 per troy ounce from USD 1,850 per troy ounce previously. Fitch's expectation is backed by some factors, such as 1) Market panic over the banking turmoil, 2) The peaking of bond yields, 3) US Dollar is expected to weaken driven by the expectation that the Fed's hiking cycle is coming close to an end, 4) Slowing global economic growth in FY23E, 5) The Russian invasion of Ukraine is expected to continue until at least 2H23 while tensions between the US and China are likely to rise. Therefore, investors are expected to keep interested in gold as investors seek safety for their assets.

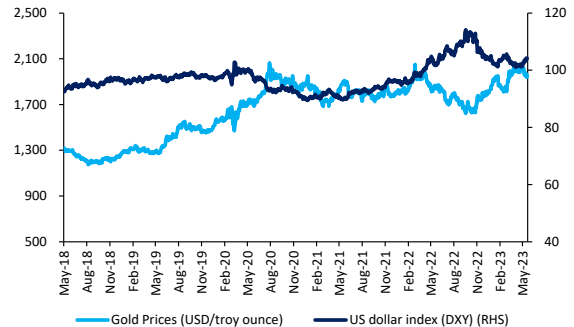
Gold prices

USD / troy ounce



Source: Bloomberg, Shinhan Sekuritas Indonesia

Gold prices vs US Dollar index

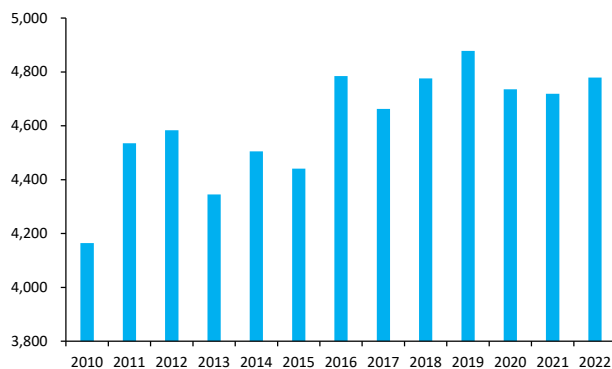


Source: Bloomberg, Shinhan Sekuritas Indonesia

Gold demand by sector mainly comes from Jewelry.

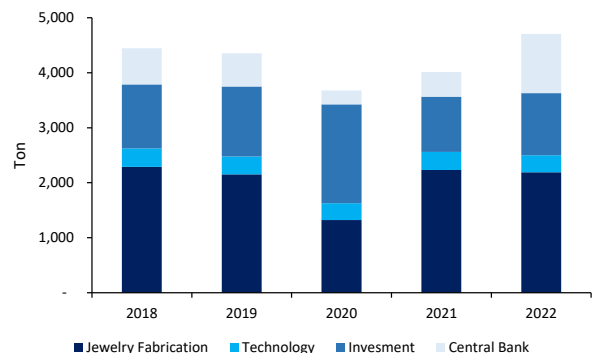
Gold demand by sector mainly came from the jewelry segment with total demand in FY22 reaching 2,192 tons. India is the country that recorded the highest demand for jewelry with a total of 600.6 tons, followed by China with 598.0 tons. Meanwhile, for 1Q23, total world gold demand for the jewelry was recorded at 508.6 tons, or slightly decreased by -1.5% YoY due to a seasonal factor. The majority of demand came from China at 207.98 tons, which rose by +13.63% YoY, while India's consumption seen fell -17.14% YoY and became the weakest since 2020. Lower demand in India was due to high local gold prices which reduced people's purchasing power. Indian consumers are keenly aware of and sensitive to the fluctuation in the local gold price. Meanwhile, solid demand in China was baked by the easing of Covid-19 restrictions that spurred the country's economic recovery. The recovering domestic economy further ignited demand, China's economy managed to grow 4.5% YoY in 1Q23, higher than market expectations of 4% and 2.9% YoY in 4Q22.

Global gold demand



Source: World Gold Council, Shinhan Sekuritas Indonesia

Gold demand by sector

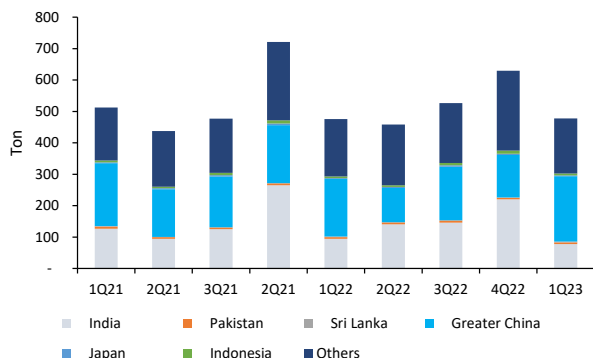


Source: Bloomberg, Shinhan Sekuritas Indonesia

Gold is a natural hedge against inflation.

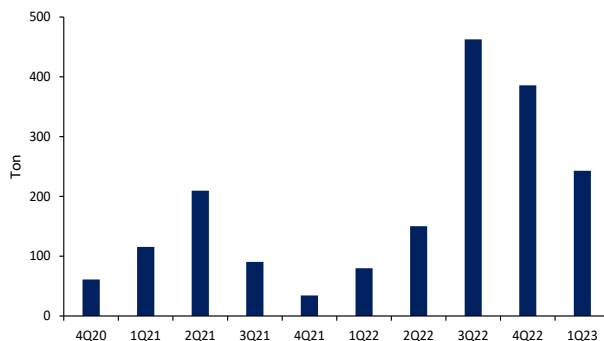
The global central banks have consistently purchased gold with a significant amount since 2Q22 amid global economic uncertainty due to higher inflation. In 1Q23, global central banks purchased gold of almost 243.05 tons, much higher than 1Q22 which was only 79.91 tons. Even though, it fell -37.0% QoQ from 4Q22 at 385.9 tons. Based on the amount, the central bank around the world held 20.7% of the total gold demand in 1Q23. One of gold's primary roles for central banks is to diversify their reserves because central banks are responsible for their nations' currencies, but these can be subject to swings in value depending on the perceived strength or weakness of the underlying economy. Therefore, with the current economic situation, global central banks look to purchase gold as a hedge against the weakening US Dollar or any other currency. Besides that, gold is also used for hedging against the effects of inflation.

Global jewelry demand by country



Source: Bloomberg, Shinhan Sekuritas Indonesia

Central bank gold purchase

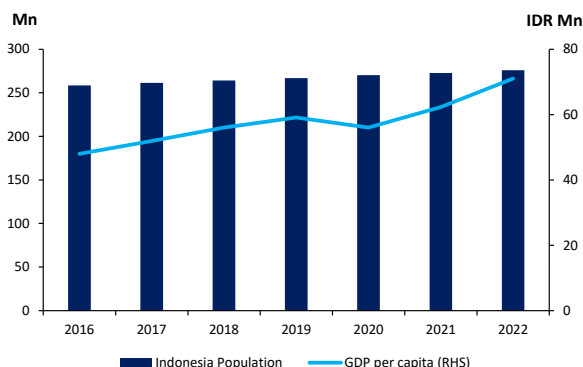


Source: Bloomberg, Shinhan Sekuritas Indonesia

Demand for jewelry continues to strengthen.

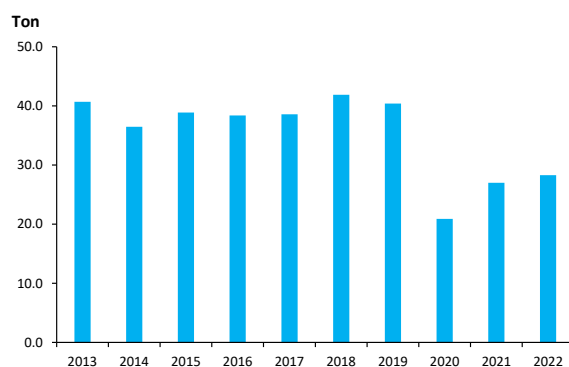
Indonesian jewelry demand continues to improve on the back of the country's economic growth which has shown resilience and strengthening post-pandemic. This was translated into higher Indonesia's jewelry demand which reach 6.22 tons or increased by 12.0% YoY in 1Q23. Moving forward, the Indonesian government is optimistic that Indonesian economic growth to reach the range of 4.5% - 5.3% YoY this year, even though it is still overshadowed by global economic uncertainty and slower commodity prices. In the prior year, Indonesia's economic growth was able to grow 5.31% YoY, compared to 3.70% in FY21. Thanks to that, the income of the Indonesian population rise by 13.96% to IDR 71 million per year in FY22. In addition, Indonesia's GDP remains strong at 5.03% YoY in 1Q23 supported by positive domestic demand and export performance. Moreover, the manufacturing PMI for May 2023 was at the level of 50.3 or at an expansive level supported by ongoing productivity because the supply of raw materials was maintained. Meanwhile, on the consumption side, the Consumer Confidence Index (CCI) for April 2023 stood at 126.1, higher than 123.3 in March 2023, indicating that consumer confidence in economic conditions remains upbeat. Meanwhile, May's inflation also lowered to 4% YoY, from 4.2% YoY in the previous period. Therefore, we believe that the demand for gold this year will increase supported by economic improvements that encourage public consumption.

Indonesia population



Source: Indonesia statistic, Shinhan Sekuritas Indonesia

Indonesia jewelry demand



Source: Bloomberg, Shinhan Sekuritas Indonesia

Attractive Valuation.

As of June 7, HRTA's share price has jumped ~90% YTD, with the current price reflecting a P/E of 6.6x, undervalued compared to the average of its global peers the industry's P/E of 12.14x. Therefore, an attractive valuation combined with a prospected performance will be the main catalyst for HRTA in the future. HRTA's revenue growth in FY23 is targeted to reach 73% due to massive exports and company expansion. With a favorable outlook, we believe that HRTA will remain consistent in paying dividends, which is an advantageous value for the company in the coming year. In the long term, we also believe that Indonesia's jewelry demand is expected to continue to grow since Indonesia's economy was resilient and will boost public consumption. In addition, Indonesia's gold consumption per gram is still low only at around 0.2 grams/capita, compared to Malaysia with gold consumption of around 0.6 grams/capita. Therefore, there is still ample room to improve gold consumption amid increasing awareness of investing in gold to protect assets against inflation. In addition, we also see the potential for a weakening of the USD Dollar as easing policy interest rates will bolster gold prices, considering the negative correlation between the USD Dollar and gold prices.

HRTA's current export market

Tenders	Location	Volume	Potential revenue
Kundan Care Product Ltd	India	~0.5 ton	USD 25-30 million
Bright Metal Refiners	India	~2 ton	USD 123 million
LP Commodities Private Limited	India	~3 ton	USD 177.82 million

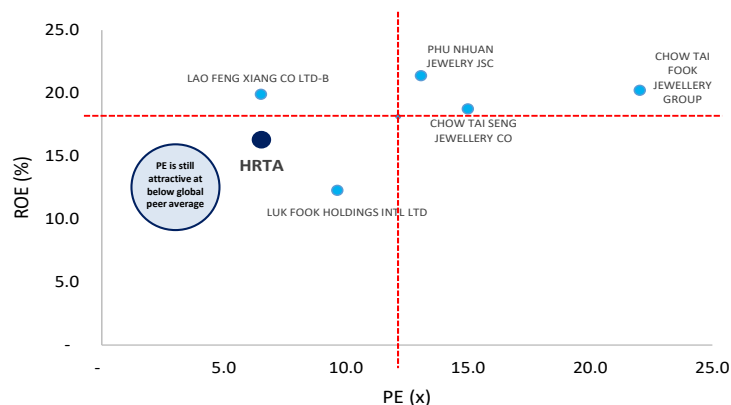
Source: Company, Shinhan Sekuritas Indonesia

Relative Valuation

Company	Mkt Cap (Mn USD)	EV/EBITDA	PE (x)	ROE (%)	PBV (x)	Dividend Yield (%)
HARTADINATA ABADI	120	6.3	6.6	16.3	1.0	3.1
CHOW TAI FOOK JEWELLERY GROUP	18,186	14.9	22.0	20.2	4.5	3.1
CHOW TAI SENG JEWELLERY CO	2,502	-	15.0	18.7	2.8	7.4
PHU NHUAN JEWELRY JSC	1,017	10.2	13.1	21.4	2.6	0.8
LAO FENG XIANG CO LTD-B	3,515	-	6.5	19.9	1.2	5.8
LUK FOOK HOLDINGS INTL LTD	1,718	4.1	9.7	12.3	1.2	4.8
Average		8.9	12.1	18.1	2.2	4.2

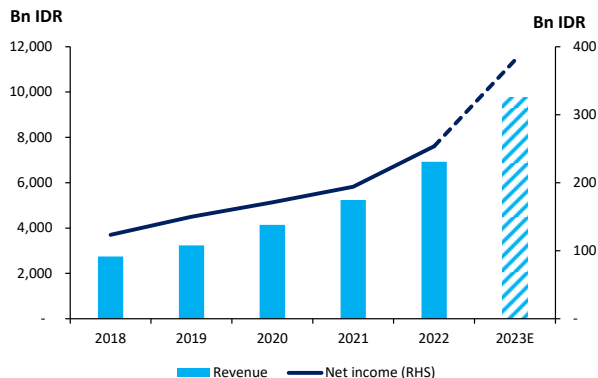
Source: Bloomberg, Shinhan Sekuritas Indonesia

HRTA peer comparison and valuation matrix



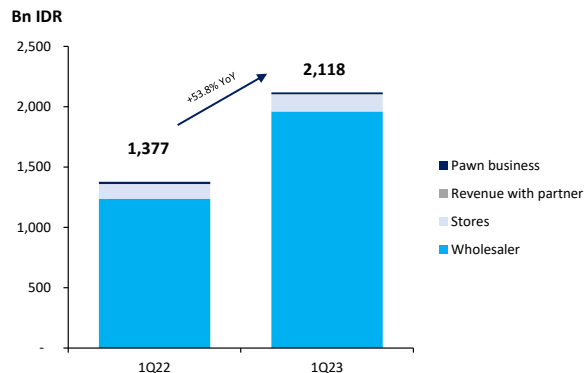
Source: Bloomberg, Shinhan Sekuritas Indonesia

Revenue and Net Profit



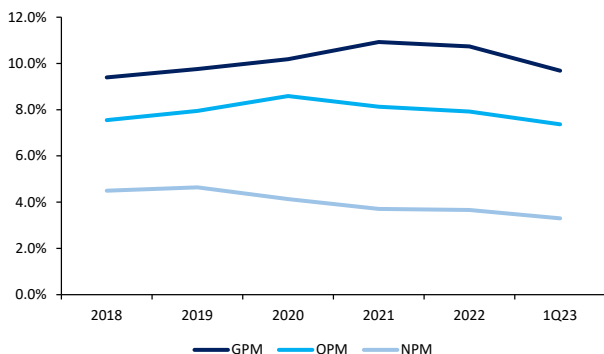
Source: Company, Shinhan Sekuritas Indonesia

Revenue breakdown



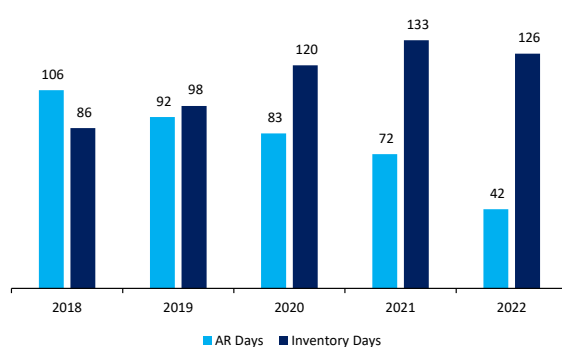
Source: Company, Shinhan Sekuritas Indonesia

Profitability Margin



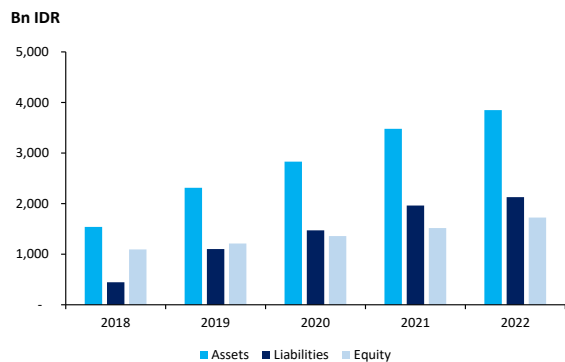
Source: Company, Shinhan Sekuritas Indonesia

AR and Inventory Days



Source: Company, Shinhan Sekuritas Indonesia

Capital Structure



Source: Company, Shinhan Sekuritas Indonesia

P/E Band



Source: Company, Shinhan Sekuritas Indonesia

Income Statement

Year-End 31 Dec (Bn IDR)	2018	2019	2020	2021	2022
Sales	2,746	3,236	4,139	5,238	6,918
Cost of Revenue	(2,487)	(2,920)	(3,717)	(4,665)	(6,176)
Gross Profit	258	316	422	573	743
Operating Expenses	(51)	(59)	(66)	(147)	(195)
EBITDA	215	265	367	439	563
Operating Profit	207	257	355	426	548
Pre-Tax Profit	166	200	218	248	326
Income Tax Expenses	(42)	(50)	(47)	(54)	(72)
Net Profit	123	150	171	194	254
EPS (IDR)	26.8	32.6	37.2	42.1	55.1

Source: Company, Shinhan Sekuritas Indonesia

Balance Sheet

Year-End 31 Dec (Bn IDR)	2018	2019	2020	2021	2022
Assets					
Cash & Cash Equivalents	14	419	50	62	106
Accounts Receivable	799	814	941	1,032	806
Inventories	612	952	1,482	1,916	2,340
Other Current Assets	6	10	196	290	322
Total Current Assets	1,431	2,195	2,670	3,301	3,574
Net Fixed Assets	92	96	134	141	204
Other Assets	15	20	27	36	71
Total Assets	1,537	2,311	2,831	3,478	3,849
Liabilities and equities					
Accounts Payables	7	9	5	7	4
Other Short-Term Liabilities	381	209	204	702	947
Total Current Liabilities	388	218	209	708	951
Long-Term Borrowings	52	876	1,255	1,243	1,163
Other Long-Term Liabilities	4	6	8	11	12
Total Liabilities	444	1,099	1,473	1,963	2,127
Minority Interest	0	0	4	5	5
Shareholders' equity	1,093	1,212	1,358	1,516	1,723
BVPS (IDR)	237	263	295	329	374

Source: Company, Shinhan Sekuritas Indonesia

Cash Flows

Year-End 31 Dec (Bn IDR)	2018	2019	2020	2021	2022
Net Profit	123	150	171	194	254
Change in Working Capital	(145)	(375)	(818)	(593)	(222)
CFs from Operating	(22)	(225)	(647)	(399)	31
CFs from Investing	(5)	(16)	(61)	(24)	(85)
CFs from Financing	(47)	646	338	435	97
Net Inc./ (Dec.) in Cash	(73)	406	(369)	12	44
Cash at End. Period	14	419	50	62	106

Source: Company, Shinhan Sekuritas Indonesia

Key Ratio

Year-End 31 Dec	2018	2019	2020	2021	2022
Profitability					
Gross Margin	9.4%	9.8%	10.2%	10.9%	10.7%
Operating Margin	7.5%	7.9%	8.6%	8.1%	7.9%
EBITDA Margin	7.8%	8.2%	8.9%	8.4%	8.1%
Profit Margin	4.5%	4.6%	4.1%	3.7%	3.7%
ROA	8.0%	6.5%	6.0%	5.6%	6.6%
ROE	11.3%	12.4%	12.6%	12.8%	14.7%
Growth					
Revenue	N/A	17.8%	27.9%	26.6%	32.1%
Gross Profit	N/A	22.4%	33.5%	35.8%	29.7%
Operating Profit	N/A	24.1%	38.3%	19.8%	28.7%
EBITDA	N/A	23.4%	38.6%	19.4%	28.2%
Net Profit	N/A	21.6%	14.0%	13.3%	30.7%
Solvability					
Current Ratio (x)	3.7	10.1	12.8	4.7	3.8
Quick Ratio (x)	2.1	5.7	5.7	2.0	1.3
Debt to Equity (x)	0.3	0.9	1.0	1.2	1.2
Interest Coverage (x)	4.9	6.1	3.1	2.8	2.5

Source: Company, Shinhan Sekuritas Indonesia



Research Team		
Helmi Therik, FRM	Head of Research	helmi@shinhan.com
Billy Ibrahim Djaya	Research Analyst	billy.ibrahim@shinhan.com
Anissa Septiwijaya	Research Analyst	anissa.septiwijaya@shinhan.com

Office
<p>PT. Shinhan Sekuritas Indonesia Member of Indonesia Stock Exchange</p>
<p>Head Office : Equity Tower Floor. 50 Sudirman Central Business District Lot 9 Jl. Jend. Sudirman Kav. 52-53 Senayan Jakarta 12920 Indonesia Telp.: (+62-21) 80869900 Fax : (+62-21) 22057925</p>

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