

## Tuesday, 19 September 2023

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## **KEY HIGHLIGHTS**

Update

Summarecon Agung (SMRA IJ/BUY/Rp595/Target: Rp820)

Remains optimistic with potential 2024 NPAT growth of 17% yoy.

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TRADERS' CORNER

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Adi Sarana Armada (ASSA IJ): Technical BUY Ciputra Development (CTRA IJ): Technical BUY

## **REGIONAL MARKET**

Market	Close	+/-	Chg (%)
MSCI Indonesia	7,495.8	(37.6)	(0.5)
MSCI Asia-Ex Japan	619.5	(6.3)	(1.0)
KLCI	1,458.0	(1.0)	(0.1)
FSSTI	3,263.4	(17.3)	(0.5)
SET	1,527.6	(14.5)	(0.9)
Hang Seng	17,930.6	(252.3)	(1.4)
Nikkei	33,533.1	-	-
Shanghai Comp	3,125.9	8.2	0.3
Dow Jones	34,624.3	6.1	0.0

Source: Bloomberg

## **INDONESIA STOCK EXCHANGE**

	Level	+ / -	Chg (%)
Index	6,936.1	(46.7)	(0.7)
LQ-45	955.8	(5.4)	(0.6)
Value (US\$m)	712.5	(669.4)	(48.4)

## **FOREIGN TRADE IN IDX**

Net (US\$m)	Buy	Sell	Total (%)
22.3	217.1	194.7	28.9

#### **TOP VOLUME**

Company	Price	Chg	Volume
	(Rp)	(%)	('000')
GoTo Gojek Tokopedia	92	0.0	1,348,133
Smartfren Telecom	58	(3.3)	648,918
Bukalapak.com	228	(6.6)	577,743
Pertamina Geothermal	1,535	8.5	477,965
Barito Pacific	1,435	1.1	340,954

## **TOP GAINERS**

Company	Price	ung	voiume
	(Rp)	(%)	('000)
Pertamina Geothermal	1,535	8.5	477,965
Adaro Minerals Indonesia	1,510	4.9	62,607
Merdeka Battery	895	4.7	294,827
Pabrik Kertas Tjiwi Kimia	9,175	4.3	7,769
Bank Ina Perdana	3,890	3.7	641

## **TOP LOSERS**

Company	Price		
	(Rp)	(%)	('000)
MNC Digital	2,640	(24.8)	3,182
Amman Mineral	5,150	(8.0)	121,594
Bukalapak.com	228	(6.6)	577,743
Bank Pan Indonesia	1,270	(5.2)	9,667
Indocement T P	10,250	(4.7)	4,754

## **COMMODITY TREND**

	18 Sep 23	Chg (	%)
	Closing	1-day	1-mth
Forex (Rp/US\$)	15,370	0.1	0.5
Crude Oil NYMEX (US\$/bbl)	91.48	0.8	12.6
Coal Fut Newc (US\$/tonne)	160.75	0.2	n.a.
Nickel 3M LME	19,877	(0.2)	(1.3)
Tin 3M LME	26,183	1.9	3.7
Gold SPOT (US\$/oz)	1,927	0.2	2.0
CPO Fut Msia (MYR/tonne)	3,678	(0.3)	(4.6)

Source: Bloomberg, UOB Kay Hian



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#### **COMPANY UPDATE**

# **Summarecon Agung (SMRA IJ)**

Remains Optimistic With Potential 2024 NPAT Growth Of 17% yoy

SMRA recorded marketing sales of Rp2.7t in 8M23, contributing to 54% of its 2023 marketing target of Rp5t. With two new malls opening (namely Summarecon Villagio Outlets in Karawang and Summarecon Mall Bandung) in 4Q23, we expect a 10% growth in its 2024 recurring revenue. We forecast 2023-24 NPAT growth of 18% yoy and 17.3% yoy respectively. The high marketing sales achievement in 2022 will translate into stronger development revenue for 2023-24. Maintain BUY with a target price of Rp820.

#### WHAT'S NEW

- Marketing sales came in at Rp2.7t in 8M23, contributing to 54% of Summarecon Agung's (SMRA) 2023 marketing target of Rp5t. In Aug 23, SMRA launched the Alderwood cluster in Summarecon Bogor and recorded marketing sales of Rp600b with ASP of Rp2.5b/unit and total unit sales of 241. Furthermore, it expects to record additional marketing sales of Rp200b in Sep 23, from the sales of Gading Bulevard shophouses in Crown Gading township with ASP of Rp3.1b and total unit sales of 66 units.
- Optimistic about achieving marketing sales target of Rp5t in 2023. SMRA believes it can achieve its 2023 marketing sales target of Rp5t as the marketing sales achievement has reached 54% as of Aug 23. In 1H23, SMRA recorded marketing sales of Rp1.6t and in 2H23, it expects to book Rp2.9t-3.4t of marketing sales, supported by the launch of new products in Summarecon Bogor, Bekasi, Bandung, and the sales of existing products in Summarecon Serpong. In 4Q23, the company expects minimum additional marketing sales of Rp500b-700b from the launch of new shophouse products in Bekasi and Bandung as well as land plot sales in Bandung.
- Two new malls as recurring income generators to drive 10% growth in 2024 recurring revenue. SMRA plans to open two new malls namely Summarecon Villagio Outlets in Karawang and Summarecon Mall Bandung in 4Q23. It is targeting occupancy levels at Villaggio and Summarecon Mall Bandung to reach 70% and 75% respectively. From the opening of Villagio and Summarecon Mall Bandung in 4Q23, we expect a 10% growth in its 2024 recurring revenue and recurring revenue to reach Rp2.7t.
- Expect 2023-24 NPAT to grow 18.0% yoy and 17.3% yoy respectively. 2023-24 revenue growth could grow on stronger development revenue and recurring income. W expect 2023 revenue to grow 11.9% yoy to Rp6.4t and 2024 revenue to jump 12.2% to Rp7.2t. 2024 revenue will be contributed by 63% development revenue and 37% recurring revenue. All in all, we expect 2023-24 NPAT at Rp738b and Rp865b respectively. The high marketing sales achievement in 2022 will translate into stronger development revenue for 2023-24.

#### **KEY FINANCIALS**

Year to 31 Dec (Rpb)	2021	2022	2023F	2024F	2025F
Net turnover	5,568	5,719	6,398	7,180	7,876
EBITDA	1,458	1,601	1,881	2,147	2,414
Operating profit	1,345	1,483	1,723	1,990	2,252
Net profit (rep./act.)	324	625	738	865	1,010
Net profit (adj.)	324	625	738	865	1,010
EPS (Rp)	19.6	37.9	44.7	52.4	61.2
PE (x)	30.6	15.8	13.4	11.4	9.8
P/B (x)	1.1	1.1	1.0	0.9	0.9
EV/EBITDA (x)	11.9	10.9	9.2	8.1	7.2
Dividend yield (%)	0.0	1.0	1.0	1.0	1.0
Net margin (%)	5.8	10.9	11.5	12.1	12.8
Net debt/(cash) to equity (%)	49.2	30.1	48.2	43.7	36.9
Interest cover (x)	1.8	2.3	3.4	3.4	3.7
ROE (%)	4.2	7.0	7.8	8.5	9.1
Consensus net profit	-	-	751	849	992
UOBKH/Consensus (x)	-	-	0.98	1.02	1.02

Source: Summarecon Agung, Bloomberg, UOB Kay Hian

### **BUY**

## (Maintained)

Share Price	Rp595
Target Price	Rp820
Upside	+37.8%
(Previous TP	Rp810)

#### COMPANY DESCRIPTION

SMRA is a property developer well-known for its Summarecon project at Kelapa Gading (Jakarta). The company focuses on developing big townships in satellite cities such as Bekasi, Serpong and Bandung.

#### STOCK DATA

GICS sector	Real Estate
Bloomberg ticker:	SMRA IJ
Shares issued (m):	16,508.6
Market cap (Rpb):	9,905.1
Market cap (US\$m):	645.0
3-mth avg daily t'over (US\$m): Price Performance (%)	1.4

52-week high/low Rp725/Rp500 1mth 3mth 6mth 1yr YTD (11.8)(12.4)(14.9)9.1 (0.8)% **Major Shareholders** PT. Semarop Agung 33.8 PT. Sinarmegah Jayasentosa 6.6 FY23 NAV/Share (Rp) 596 FY23 Net Debt/Share (Rp) 287

#### PRICE CHART



Source: Bloomberg

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#### 2Q23 RESULTS

Year to 31 Dec (Rpb)	6M23	6M22	yoy (%)	2Q23	1Q23	qoq (%)	yoy (%)
Revenue	2,964	2,729	8.63	1,465	1,499	-2.3	16.3
Development	1,745	1,743	0.10	834	911	-8.4	15.0
Property Investment	820	682	20.3	425	395	7.7	14.6
Recreation & Hotel	212	130	63.7	110	102	8.0	45.4
Others	187	174	7.3	95	91	4.4	9.9
Recurring	1,219	986	23.7	631	588	7.2	18.2
Gross Profit	1,541	1,453	6.05	767	773	-0.8	23.9
Operating Profit	911	907	0.42	438	472	-7.2	30.2
Net Income	434	255	70.4	159	275	-42.0	97
Margins (%)	6M23	6M22	yoy (bps)	2Q23	1Q23	qoq (bps)	yoy (bps)
Gross Margin	52.0	53.2	-126	52.4	51.6	78	318
Operating Margin	30.7	33.2	-251	29.9	31.5	-158	319
Net Margin	14.6	9.3	531	10.9	18.3	-744	444

Source: SMRA, UOB Kay Hian

#### STOCK IMPACT

- 2Q23 net profit rose 96.8% yoy to Rp159b. In 2Q23, NPAT rose 96.8% yoy on revenue growth recovery in development and recurring revenue of 15.0% yoy and 18.2% yoy respectively, but fell 42.0% qoq due to an 8.4% qoq drop in development revenue and 17.5% qoq rise in general and administrative cost. The drop in 2Q23 development revenue was mainly due to seasonally low property accounting sales during Lebaran. Meanwhile, recurring revenue rose 7.2% qoq and 18.2% yoy due to a significant 8.0% qoq growth in recreation and hotel revenue and 7.7% qoq growth in investment property revenue (malls).
- 1H23 net profit jumped 70.4% yoy to Rp434b on strong recurring revenue growth of 23.7% yoy and lower interest expenses. Development revenue came in at Rp1.7t, slightly expanding 0.1% yoy and recurring revenue jumped 23.7% yoy to Rp1.2t, driven by an improvement from investment properties as well as recreation and hotel revenue of 20.3% yoy and 63.7% yoy respectively. SMRA's 1H23 net profit exceeded our and consensus expectations, accounting for 45% and 37% of our and consensus net profit forecasts respectively as the average historical 1H NPAT achievement was 25%.
- 1H23 net margin improved significantly due to lower interest expense from contract liabilities. 1H23 consolidated gross margin of 52.0% was slightly down from 1H22's 53.2%, mainly due to low development revenue achievement in 1H23. 1H23 operating margin also shrank to 30.7% on higher sales, general, and administrative expenses during the period. 1H23 net margin jumped 531bp to 14.6% as SMRA managed to lower its interest expenses on long-term contract liabilities, leading to lower finance cost of Rp341b (-38.1% yoy).

#### **EARNINGS REVISION**

	Ne	ew	Orig	jinal	Diff	(%)	Str	eet	Var	(%)
(Rpb)	2023F	2024F								
Marketing Sales	5,000	5,000	5,000	5,000	0%	0%				
Development Revenue	3,980	4,517	3,980	4,517	0%	0%				
Recurring Revenue	2,418	2,663	2,418	2,663	0%	0%				
Development Gross Margin	58%	56%	58%	56%						
Recurring Gross Margin	47%	47%	47%	47%						
Revenue	6,398	7,180	6,398	7,180	0%	0%	6,300	7,024	2%	2%
Gross Profit	3,261	3,638	3,261	3,638	0%	0%	3,150	3,582	4%	2%
Operating Profit	1,723	1,990	1,658	1,910	4%	4%	1,806	2,103	-5%	-5%
Net Income, adi	738	865	614	757	20%	14%	751	849	-2%	2%

Source: UOB Kay Hian, Bloomberg

#### **EARNINGS REVISION/RISKS**

- Earnings revision. We raised our 2023-24 net profit forecasts to Rp738b and Rp865b respectively as we cut SMRA's finance cost assumptions due to declining contract liabilities.
- **Risks** to our call include: a) lower-than-expected marketing sales in 2023-24, b) delayed launches of new projects, c) higher-than-expected increase in mortgage rates, and d) declining investor appetite for property investments due to the elections in 2024.

#### VALUATION/RECOMMENDATION

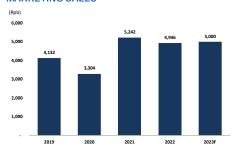
 Maintain BUY with a slightly higher target price of Rp820, based on a 76.1% discount to RNAV, or its mean five-year discount to RNAV. Our target price was slightly higher due to the incorporation of the two new malls to SMRA's RNAV. Trading at -0.5SD to its five-year mean discount to 2023 RNAV, SMRA should maintain its marketing sales achievement and net profit growth in 2023-24 despite the likely slowdown in property sales due to elections.

#### 8M23 MARKETING SALES ACHIEVEMENT

Township Location	Total	(%)
Kelapa Gading	40	1%
Bekasi	524	20%
Serpong	783	29%
Bandung	159	6%
Karawang	22	1%
Makassar	103	4%
Bogor	782	29%
Crown Gading [Taruma Jaya]	247	9%
Total	2,660	100%

Source: SMRA, UOB Kay Hian

#### **MARKETING SALES**



Source: SMRA, UOB Kay Hian

#### PRE-SALES BY PRODUCT



Source: SMRA, UOB Kay Hian

#### FIVE-YEAR DISCOUNT TO RNAV



Source: Bloomberg, UOB Kay Hian



Indonesia Daily			Tuesday, 19 September 2023						
PROFIT & LOSS					BALANCE SHEET				
Year to 31 Dec (Rpb)	2022	2023F	2024F	2025F	Year to 31 Dec (Rpb)	2022	2023F	2024F	2025F
Net turnover	5,719	6,398	7,180	7,876	Fixed assets	370	308	384	458
EBITDA	1,601	1,881	2,147	2,414	Other LT assets	13,773	13,954	14,275	14,599
Deprec. & amort.	118	159	158	162	Cash/ST investment	3,143	2,827	2,632	3,161
EBIT	1,483	1,723	1,990	2,252	Other current assets	11,148	12,836	14,506	15,946
Total other non-operating income	(17)	(24)	(28)	(31)	Total assets	28,434	29,925	31,797	34,165
Associate contributions	9	10	10	11	ST debt	2,625	3,440	3,292	3,282
Net interest income/(expense)	(700)	(558)	(624)	(658)	Other current liabilities	6,876	7,566	8,503	9,331
Pre-tax profit	775	1,150	1,348	1,574	LT debt	3,284	4,123	3,971	4,126
Tax	(2.9)	(15)	(17)	(20)	Other LT liabilities	3,898	2,204	2,459	2,687
Minorities	(146)	(397)	(466)	(544)	Shareholders' equity	9,197	9,836	10,603	11,514
Net profit	625	738	865	1,010	Minority interest	2,553	2,754	2,969	3,224
Net profit (adj.)	625	738	865	1,010	Total liabilities & equity	28,434	29,925	31,797	34,165
CASH FLOW					KEY METRICS				
Year to 31 Dec (Rpb)	2022	2023F	2024F	2025F	Year to 31 Dec (%)	2022	2023F	2024F	2025F
Operating	2,715	(1,471)	426	683	Profitability				
Pre-tax profit	775	1,150	1,348	1,574	EBITDA margin	28.0	29.4	29.9	30.7
Tax	(2.9)	(15)	(17)	(20)	Pre-tax margin	13.5	18.0	18.8	20.0
Deprec. & amort.	118	159	158	162	Net margin	10.9	11.5	12.1	12.8
Working capital changes	1,935	(998)	(733)	(612)	ROA	2.3	2.5	2.8	3.1
Other operating cashflows	(110)	(1,767)	(330)	(421)	ROE	7.0	7.8	8.5	9.1
Investing	(1,153)	(296)	(436)	(456)					
Capex (growth)	(1,130)	(342)	(357)	(377)	Growth				
Capex (maintenance)	27	(14)	(19)	(16)	Turnover	2.7	11.9	12.2	9.7
Others	(50)	61	(60)	(63)	EBITDA	9.8	17.5	14.2	12.4
Financing	(1,194)	1,452	(185)	302	Pre-tax profit	41.6	48.5	17.2	16.8
Dividend payments	(99)	(99)	(99)	(99)	Net profit	93.2	18.0	17.3	16.8
Issue of shares	0.0	0.0	0.0	0.0	Net profit (adj.)	93.2	18.0	17.3	16.8
Proceeds from borrowings	(1,130)	1,655	(301)	146	EPS	93.2	18.0	17.3	16.8
Others/interest paid	36	(104)	215	255					
Net cash inflow (outflow)	369	(315)	(196)	530	Leverage				
Beginning cash & cash equivalent	2,774	3,143	2,827	2,632	Debt to total capital	33.5	37.5	34.9	33.5
J J	•	-,	•	,					

64.3

36.9

3.7

64.2

30.1

2.3

76.9

48.2

3.4

68.5

43.7

3.4

3,143

2,827

2,632

3,161

Debt to equity

Interest cover (x)

Net debt/(cash) to equity

Ending cash & cash equivalent

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#### TRADERS' CORNER



# Adi Sarana Armada (ASSA IJ)

Technical BUY with 7% potential return

Resistance: Rp1,055, Rp1,150

Support: Rp920, Rp850

Stop-loss: Rp940

Share price closed higher and formed a bullish candlestick. Price has rebounded and formed a bullish candlestick reversal pattern, which could trigger more bullish pressure and challenge the resistance at Rp1,055 and Rp1,150. Technical indicator RSI is under its centre line, while the MACD is relatively flattish for now. Buy at Rp980 and take profit at Rp1,050.

Approximate timeframe: 2-4 weeks.

#### Source: Amibroke



# Ciputra Development (CTRA IJ)

Technical BUY with 5% potential return

Resistance: Rp1,090, Rp1,145 Support: Rp1,025, Rp1,000

Stop-loss: Rp1,020

Share price closed with positive notes and formed a bullish candlestick. As price is holding well above its Rp1,025 support level, we see potential for price to challenge the resistance at Rp1,090 and Rp1,145. Technical indicator RSI is sloping upwards and moving away from its oversold zone, while the MACD is on a bearish crossover. Buy at Rp1,040 and take profit at Rp1,090.

Approximate timeframe: 2-4 weeks.

Our institutional research has a fundamental BUY and target price of Rp1,300.

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