# Indonesia Daily

#### PLEASE CLICK ON THE PAGE NUMBER TO MOVE TO THE RELEVANT PAGE.

#### **KEY HIGHLIGHTS**

#### Update

Bank Neo Commerce (BBYB IJ/BUY/ Rp322/Target: Rp390) Continues to book losses in 2023.

#### **TRADERS' CORNER**

Mitra Adiperkasa (MAPI IJ): Technical BUY Pertamina Geothermal Energy (PGEO IJ): Technical BUY

#### Friday, 22 September 2023

#### REGIONAL MARKET Market Close MSCI Indonesia 7,582.3 MSCI Asia-Ex Japan 605.3

MSCI Indonesia	7,582.3	(26.1)	(0.3)
MSCI Asia-Ex Japan	605.3	(8.8)	(1.5)
KLCI	1,448.2	(3.3)	(0.2)
FSSTI	3,202.8	(39.2)	(1.2)
SET	1,514.3	6.4	0.4
Hang Seng	17,655.4	(230.2)	(1.3)
Nikkei	32,571.0	(452.8)	(1.4)
Shanghai Comp	3,084.7	(23.9)	(0.8)
Dow Jones	34,070.4	(370.5)	(1.1)

Chg (%)

+/-

# Source: Bloomberg

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#### INDONESIA STOCK EXCHANGE

	Level	+ / -	Chg (%)
Index	6,991.5	(20.2)	(0.3)
LQ-45	966.7	(3.8)	(0.4)
Value (US\$m)	636.9	(274.7)	(30.1)

#### FOREIGN TRADE IN IDX

Net (US\$m)	Buy	Sell	Total (%)
(9.4)	182.6	192.0	29.4

TOP VOLUME			
Company	Price	Chg	Volume
	(Rp)	(%)	('000)
GoTo Gojek Tokopedia	88	(2.2)	1,530,819
Medco Energi	1,515	(3.5)	254,019
Smartfren Telecom	57	0.0	253,909
Bumi Resources	137	(1.4)	250,007
Metro Healthcare	520	0.0	204,363

#### TOP GAINERS

TOP GAINENS			
Company	Price	Chg	Volume
	(Rp)	(%)	('000)
MNC Digital	2,950	19.9	19,625
Nusantara Sejahtera	298	8.0	108,412
Plaza Indonesia	3,300	6.1	48
Pertamina Geothermal	1,570	4.3	188,795

#### **TOP LOSERS**

Price	Chg	Volume
(Rp)	(%)	('000)
2,750	(5.2)	10,839
3,700	(4.6)	308
2,880	(4.0)	11,323
1,650	(3.8)	61,871
9,350	(3.6)	10,088
	(Rp) 2,750 3,700 2,880 1,650	(Rp) (%)   2,750 (5.2)   3,700 (4.6)   2,880 (4.0)   1,650 (3.8)

#### **COMMODITY TREND**

	21 Sep 23 Chg (%)		%)
	Closing	1-day	1-mth
Forex (Rp/US\$)	15,375	(0.0)	0.4
Crude Oil NYMEX (US\$/bbl)	89.63	(0.7)	11.5
Coal Fut Newc (US\$/tonne)	160.50	(0.2)	n.a.
Nickel 3M LME	19,123	(2.4)	(6.7)
Tin 3M LME	25,613	(2.0)	(1.9)
Gold SPOT (US\$/oz)	1,925	(0.4)	1.2
CPO Fut Msia (MYR/tonne)	3,648	(0.4)	(5.4)
Source: Pleamborg LIOP Kay High			

Source: Bloomberg, UOB Kay Hian

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#### **COMPANY UPDATE**

# Bank Neo Commerce (BBYB IJ)

Continues To Book Losses In 2023

BBYB has changed its target as it expects to continue to book a net loss this year with a lower loan growth target of 15%. NIM is improving due to a higher contribution from digital loans, yet it bears higher credit risks due to its nature of consumptive unsecured loans. We slash our earnings estimate as we raise our CoC assumptions to 21.5%/15% for 2023/24. BBYB will book a net loss of Rp497b in 2023 and net profit of Rp88b in 2024. We maintain BUY, but with a lower target price of Rp390, implying 1.4x 2024F P/B.

#### WHAT'S NEW

- Continues to book net loss in 2023. Bank Neo Commerce (BBYB) pivots its target from booking a net profit to booking a net loss this year as the bank continues to build up its provision coverage. We expect BBYB to deliver a Rp1.9t pre-provision operating profit (PPOP) this year, up from Rp288b in 2022. The strong growth in PPOP will be derived from: a) NIM expansion, and b) cost discipline. Albeit the strong PPOP, we expect BBYB to book a net loss of Rp497b this year due to the built-up provision and write-off. In 7M23, the bank booked a net loss of Rp437b as it reported a monthly net loss of Rp110b in Jul 23 as provision expenses surged 235% yoy with credit cost (CoC) standing at 22%.
- Lower loan target, but high loan yield to support top-line growth. Management lowers its loan growth guidance to 15% this year from >30% as write-offs will weigh down loan growth. Nevertheless, we expect net interest income to almost double to Rp2.7t in 2023 from Rp1.4t in 2022 on the back of high loan yield. NIM expanded to 16.2% in 6M23 from 10.2% in 1H22 (2022: 13.8%) as digital loan's (direct loan) contribution increased to 34% in Jun 23 from 19% in Jun 22 (Dec 22: 31%). According to the company's financial statement, its annual lending rate reached 52.9% in 1H23 from 46.4% in Dec 22.
- Liquidity remains ample, LDR standing at 69%. Supported by its high-interest saving and deposit products, total deposits grew 37% yoy (+3% qoq) to Rp10.1t. The strong deposit growth was underpinned by the ample liquidity with loan-to-deposit ratio standing at 69%. About 76% of the deposits came from digital channels while 24% of it came from offline channels. Digital deposit posted strong growth of 81.5% yoy (+29.9% ytd/9.8% qoq) in Jun 23 which was supported by more than 3m additional new users in 1H23.
- Cost discipline lowers CIR. Cost awareness will remain as management's priority. With strong top-line growth and a 10.3% yoy opex growth, cost to income ratio (CIR) could drop 36.7% this year (2022: 85%). BBYB continues to improve Neobank's (its mobile app/digital banking) efficiency as digital banking costs dropped to Rp71b in 2Q23 (1Q23: Rp78b, 2Q22: Rp246b). Total opex fell 45% yoy (+11% qoq) as G&A and marketing expenses declined 48% yoy and 78% yoy respectively in 2Q23. CIR rose to 45% in 1H23 (1H22: 140%).
- 22% CoC to build up provision coverage and write-off. In 1H23, CoC doubled to 23.5% from 8.6% in 1H22 due to write-off and provision coverage build-up. Loan at risk (LaR) trended down to 15.2% in Jun 23 from 21.1% in Jun 22 as the bank wrote off about 8.3% and 10.3% of its loans in Dec 22 and Jun 23 respectively. We expect CoC to remain high this year and next to induce NPL coverage to top 100% from 82% in Dec 22.

#### **KEY FINANCIALS**

Year to 31 Dec (Rpb)	2021	2022	2023F	2024F	2025F
Net interest income	315	1,449	2,712	3,205	4,102
Non-interest income	28	455	310	347	389
Net profit (rep./act.)	(1,082)	(788)	(497)	88	113
Net profit (adj.)	(1,082)	(788)	(497)	88	113
EPS (Rp)	(104.7)	(73.5)	(41.2)	7.3	9.4
PE (x)	(3.1)	(4.4)	(7.8)	44.2	34.2
P/B (x)	1.0	0.9	1.2	1.2	1.1
Dividend yield (%)	0.0	0.0	(1.3)	0.2	0.9
Net int margin (%)	4.3	10.1	14.6	16.6	18.8
Cost/income (%)	359.7	84.9	36.7	34.1	31.3
Loan loss cover (%)	134.5	80.3	111.3	126.7	135.5
Consensus net profit	-	-	(674)	103	453
UOBKH/Consensus (x)	-	-	0.74	0.85	0.25

Source: Bank Neo Commerce, Bloomberg, UOB Kay Hian

### **BUY**

### (Maintained)

Share Price	Rp322
Target Price	Rp390
Upside	+21.1
(Previous TP	Rp1,000)

#### COMPANY DESCRIPTION

BBYB is a digital bank in Indonesia with the fastest customer acquisition track record.

#### **STOCK DATA**

GICS see	ctor	F	inancials		
Bloombe	rg ticker:		BBYB IJ		
Shares is	ssued (m)	:		12,038.8	
Market ca	ap (Rpb):			3,876.5	
Market cap (US\$m): 252					
3-mth avg daily t'over (US\$m): 0.9 Price Performance (%)					
52-week high/low Rp966/Rp296					
	0				
1mth	3mth	6mth	1yr	YTD	
	•	<b>6mth</b> (47.6)	<b>1 yr</b> (66.5)	<b>YTD</b> (50.1)	
<b>1mth</b> (12.5)	3mth	(47.6)	•		
1mth (12.5) Major Sh	<b>3mth</b> (35.6)	(47.6) ' <b>S</b>	•	(50.1)	
1mth (12.5) Major Sh	3mth (35.6) areholder	(47.6) ' <b>S</b>	•	(50.1) %	
<b>1mth</b> (12.5) <b>Major Sh</b> Akulaku Sil Gozco Cap	3mth (35.6) areholder	(47.6) <b>S</b>	•	(50.1) % 26.4	
<b>1mth</b> (12.5) <b>Major Sh</b> Akulaku Sii Gozco Cap Rockcore F	3mth (35.6) areholder Ivrr Indones	(47.6) <b>S</b>	•	(50.1) % 26.4 12.4	
<b>1mth</b> (12.5) <b>Major Sh</b> Akulaku Sii Gozco Cap Rockcore F	3mth (35.6) areholder Ivrr Indones otal Financial Te (Share (Rp)	(47.6) <b>S</b>	•	(50.1) % 26.4 12.4 6.3	

#### PRICE CHART



Source: Bloomberg

ANALYST(S)

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- High credit risk due to exposure to unsecured loans. Given its exposure to unsecured loans, it is inevitable that asset quality remains vulnerable to macroeconomic uncertainties. About 83% of its loans are digital and channelling loans which are mostly unsecured loans. Digital loans have the highest credit risk followed by channelling loans. These two segments are the main loan growth drivers which will lead to elevated CoC. The current CoC trend for digital consumptive loan is at >20%. Our model assumes channelling loans have 10-11% CoC and digital loans 20-25%. With 80-90% of loans coming from channelling and digital loans, our CoC assumption is >15% in 2024-25 with the assumption of a 10-15% write-off.
- To compensate for the high credit risk, BBYB: a) prefers to disburse loans with short tenor (about 82% of its loans have tenor of less than one year), and b) imposes high yield to compensate for the high CoC. BBYB targets a 30-70% p.a. lending rate for its direct digital loans. Meanwhile, cash loan's lending rate could reach 0.2-0.4% per day.
- Number of users continue rising, but monthly active users' activities are low. BBYB's users continued to increase, reaching 23.9m in Jun 23. The company continues to add more features to Neobank, its mobile app, to monetise its users. However, the number of monthly active user (MAU) transacting was relatively low, accounting for 59% of total registered users with average transaction value of Rp17.6m in Jun 23. We believe monetising and improving active users are not easy for digital banks as its mobile apps have less features and unique features, and fewer incentives compared with conventional banks' mobile apps which have comprehensive services, features, and accommodative customer services. BBYB is tapping payroll and business accounts, focusing on SMEs.

#### STOCK IMPACT

• Rights issue and private placement. The bank plans to conduct a rights issue and private placement in the next 1-2 years to strengthen its capital. The bank has secured shareholder approval to conduct the rights issue by issuing maximum new shares of 5b in 4Q23. The bank has fulfilled the Financial Service Authority's requirement with minimal capital of Rp3t and current CAR stood strong at 31%. Nevertheless, BBYB is in the early stage of its transformation which requires huge investment. Given that it is in the early stages of transformation, there is a possibility of the bank changing its business model, which will impact its growth. Therefore, we believe the success of the rights issue which will strengthen the bank's capital will have a positive impact to the bank's fundamentals.

#### EARNINGS REVISION/RISKS

• Cut our earnings estimates. We revised our model from expecting BBYB to book a profit in 2023 to a net loss. Given its loans' nature of high credit risks and current capital position, we lower our growth assumption and raise our CoC assumption.

#### EARNINGS REVISIONS AND ASSUMPTIONS

	Ne	ew	0	ld	Varia	nces
(Rpb)	2023F	2024F	2023F	2024F	2023F	2024F
NII	2,712	3,205	2,459	2,983	10.3%	7.4%
PPOP	1,912	2,341	1,217	1,561	57.2%	49.9%
Net Profit	(497)	88	285	366	-274.3%	-76.0%
Loan	11,781	14,726	14,342	20,079	-17.9%	-26.7%
Deposits	17,783	23,582	20,418	27,226	-12.9%	-13.4%
Assumptions						
Loan Growth	15%	25%	40.0%	40.0%	-25.0%	-15.0%
NIM	15.3%	18.2%	12.3%	13.4%	2.9%	4.7%
CIR	36.7%	34.1%	59.7%	56.2%	-23.0%	-22.0%
CoC	21.5%	15.2%	6.0%	5.5%	15.5%	9.7%

Source: UOB Kay Hian

• **Risks:** a) Adverse global and domestic macroeconomic developments, and unfavourable regulations; b) BBYB's strategy execution; c) unsuccessful rights issues; and d) high CoC.

VALUATION/RECOMMENDATION

• Maintain BUY with a lower target price of Rp390 derived using two-stage DDM. Historically, BBYB has paid out 10-70% of net profit as dividend. Starting with a 10% DPR in 2023, we assume DPR will grow to 70% in 2030. We also assume cost of equity of 15.3% and growth of 6%. Our target price implies 1.4x 2024F P/B. BBYB is trading at 0.94x 2024F P/B. Maintain BUY as we think the recent share price drop has priced in the high level of loans at risk.

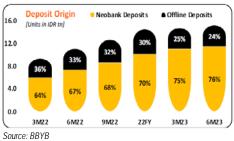
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#### LOAN BREAKDOWN

Rpt	1H22	2022	1H23	уоу	% of loans
Digital	1.3	3.2	3.4	158%	34%
Channeling	4.1	4.9	4.9	22%	49%
Executing Loans	0.5	1.6	1.4	189%	14%
Pension Loans	1.1	0.4	0.3	-71%	3%
Others	0.1	0.1	-	n.a.	0%
Total	7.0	10.2	10.1	44%	100%

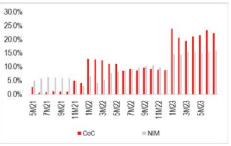
Source: BBYB

#### **DEPOSIT BREAKDOWN**



Source: BBYB

#### NIM AND GROSS NPL



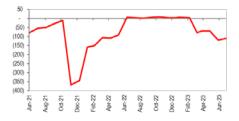


#### MONTHLY PPOP TREND (RPB)



Source: BBYB

#### MONTHLY NET PROFIT TREND



Source: BBYB

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#### PROFIT & LOSS

Year to 31 Dec (Rpb)	2022	2023F	2024F	2025F
Interest income	2,162	3,746	4,497	5,746
Interest expense	(713)	(1,034)	(1,292)	(1,644)
Net interest income	1,449	2,712	3,205	4,102
Fees & commissions	282	310	347	389
Other income	173	0	0	0
Non-interest income	455	310	347	389
Total income	1,904	3,022	3,552	4,491
Staff costs	(242)	(305)	(351)	(438)
Other operating expense	(1,373)	(805)	(861)	(966)
Pre-provision profit	288	1,912	2,341	3,087
Loan loss provision	(1,073)	(2,533)	(2,231)	(2,945)
Other provisions	0	0	0	0
Pre-tax profit	(785)	(621)	110	142
Тах	(3)	124	(22)	(28)
Net profit	(788)	(497)	88	113
Net profit (adj.)	(788)	(497)	88	113

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BALANCE SHEET				
Year to 31 Dec (Rpb)	2022	2023F	2024F	2025F
Cash with central bank	1,360	1,501	1,784	2,135
Interbank loans	3,213	651	803	1,009
Customer loans	10,034	11,263	14,027	17,472
Investment securities	4,111	4,899	3,448	2,502
Fixed assets (incl. prop.)	420	462	508	559
Other assets	557	3,757	7,851	12,725
Total assets	19,694	22,533	28,421	36,402
Interbank deposits	288	288	289	290
Customer deposits	14,451	17,783	23,582	31,448
Debt equivalents	585	585	585	585
Other liabilities	626	626	626	626
Total liabilities	15,950	19,282	25,082	32,949
Shareholders' funds	3,745	3,252	3,339	3,452
Minority interest - accumulated	0	0	0	0
Total equity & liabilities	19,694	22,533	28,421	36,402

### **OPERATING RATIOS**

Year to 31 Dec (%)	2022	2023F	2024F	2025F
Capital Adequacy				
Tier-1 CAR	36.2	28.6	24.1	20.2
Total CAR	37.5	28.6	24.1	20.2
Total assets/equity (x)	5.3	6.9	8.5	10.5
Tangible assets/tangible common	5.3	6.9	8.5	10.5
Asset Quality				
NPL ratio	2.6	3.9	3.8	3.8
Loan loss coverage	80.3	111.3	126.7	135.5
Loan loss reserve/gross loans	2.1	4.4	4.8	5.1
Increase in NPLs	250.5	77.4	18.7	25.0
Credit cost (bp)	1,047.3	2,150.0	1,515.0	1,600.0
Liquidity				
Loan/deposit ratio *	70.9	66.2	62.4	58.5
Liquid assets/short-term liabilities	31.0	11.9	10.8	9.9
Liquid assets/total assets	23.2	9.5	9.1	8.6

#### **KEY METRICS**

Year to 31 Dec (%)	2022	2023F	2024F	2025F
Growth				
Net interest income, yoy chg	359.8	87.2	18.2	28.0
Fees & commissions, yoy chg	1,187.8	10.0	12.0	12.0
Pre-provision profit, yoy chg	n.a.	564.1	22.4	31.9
Net profit, yoy chg	(27.2)	(37.0)	n.a.	29.3
Net profit (adj.), yoy chg	n.a.	n.a.	n.a.	29.3
Customer loans, yoy chg *	140.3	12.3	24.5	24.6
Customer deposits, yoy chg	77.9	23.1	32.6	33.4
Profitability				
Net interest margin	10.1	14.6	16.6	18.8
Cost/income ratio	84.9	36.7	34.1	31.3
Adjusted ROA	(5.1)	(2.4)	0.3	0.3
Reported ROE	(23.8)	(14.2)	2.7	3.3
Adjusted ROE	(23.8)	(14.2)	2.7	3.3
Valuation				
P/BV (x)	0.9	1.2	1.2	1.1
P/NTA (x)	8.2	8.4	7.6	6.9
Adjusted P/E (x)	(4.4)	(7.8)	44.2	34.2
Dividend Yield	0.0	(1.3)	0.2	0.9
Payout ratio	0.0	10.0	10.0	30.0

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#### TRADERS' CORNER





Friday, 22 September 2023

# Mitra Adiperkasa (MAPI IJ)

Technical BUY with 6-7% potential return Resistance: Rp1,965, Rp2,020 Support: Rp1,860, Rp1,830

### Stop-loss: Rp1,825

Share price strengthened yesterday to form a long white candlestick and closed above the middle line of the Bollinger Band, which is a signal that price could continue to strengthen. This bullish signal is also supported by increasing trading volume, the RSI indicator which is moving up in the bullish area, and the Stochastic Oscillator which has just formed a bullish crossover pattern. Buy at Rp1,880 with a target price of Rp2,000.

Approximate timeframe: 2-4 weeks.

Our institutional research has a fundamental BUY and target price of Rp2,500.

# Pertamina Geothermal Energy (PGEO IJ)

Technical BUY with 8-9% potential return

Resistance: Rp1,650, Rp1,740

Support: Rp1,505, Rp1,485

Stop-loss: Rp1,500

PGEO's stock price strengthened to form a bullish Three Method Pattern, which is a bullish continuation pattern signal. This positive signal is supported by: a) higher trading volume than the previous day, b) share price closing at a new high, c) the MACD indicator moving up in the bullish trend area, and d) the RSI indicator moving up towards the overbought area. Buy at Rp1,560 with a target price of Rp1,750.

Approximate timeframe: 2-4 weeks.

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