

Wednesday, 20 September 2023

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#### **KEY HIGHLIGHTS**

Small/Mid Cap Highlights

Dayamitra Telekomunikasi (MTEL IJ/NOT RATED/Rp695)

MTEL expects 2023 EBITDA to grow 11% yoy with Outer Java towers as main driver.

TRADERS' CORNER

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Bank Negara Indonesia (BBNI IJ): Technical BUY Unilever Indonesia (UNVR IJ): Technical BUY

#### **REGIONAL MARKET**

Market	Close	+/-	Chg (%)
MSCI Indonesia	7,566.7	70.9	0.9
MSCI Asia-Ex Japan	618.0	(1.5)	(0.2)
KLCI	1,457.7	(0.3)	(0.0)
FSSTI	3,240.8	(22.6)	(0.7)
SET	1,523.0	(4.6)	(0.3)
Hang Seng	17,997.2	66.6	0.4
Nikkei	33,242.6	(290.5)	(0.9)
Shanghai Comp	3,125.0	(1.0)	(0.0)
Dow Jones	34,517.7	(106.6)	(0.3)

Source: Bloomberg

#### **INDONESIA STOCK EXCHANGE**

	Level	+ / -	Chg (%)
Index	6,980.3	44.2	0.6
LQ-45	965.0	9.2	1.0
Value (US\$m)	664.4	(47.6)	(6.7)

#### **FOREIGN TRADE IN IDX**

Net (US\$m)	Buy	Sell	Total (%)
25.3	174.6	149.2	24.4

#### **TOP VOLUME**

Company	Price	Chg	Volume
	(Rp)	(%)	('000)
GoTo Gojek Tokopedia	90	(2.2)	606,336
Bumi Resources	139	1.5	371,447
Smartfren Telecom	58	0.0	331,868
Merdeka Battery	915	2.2	263,696
Medco Energi	1,665	3.7	198,452

## **TOP GAINERS**

Company	Price	Cng	volume
	(Rp)	(%)	('000)
Pabrik Kertas Tjiwi Kimia	9,900	7.9	15,907
Midi Utama	520	6.6	79,113
Indah Kiat Pulp & Paper	11,150	6.2	12,444
Merdeka Copper	3,290	6.1	47,756
Allo Bank Indonesia	1,585	5.3	3,791

#### **TOP LOSERS**

Company	Price	Chg	Volume
	(Rp)	(%)	('000)
MNC Digital	1,980	(25.0)	4,213
Petrindo Jaya Kreasi	2,950	(7.2)	27,087
Bank Ina Perdana	3,680	(5.4)	195
Maha Properti	1,815	(2.7)	4
BFI Finance	1,115	(2.6)	16,894

### **COMMODITY TREND**

	19 Sep 23 Chg (%)		%)
	Closing	1-day	1-mth
Forex (Rp/US\$)	15,380	0.1	0.6
Crude Oil NYMEX (US\$/bbl)	91.20	(0.3)	12.2
Coal Fut Newc (US\$/tonne)	160.75	0.0	n.a.
Nickel 3M LME	19,919	0.2	(1.1)
Tin 3M LME	26,106	(0.3)	3.3
Gold SPOT (US\$/oz)	1,935	0.4	2.4
CPO Fut Msia (MYR/tonne)	3,700	0.6	(4.0)

Source: Bloomberg, UOB Kay Hian



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#### SMALL/MID CAP HIGHLIGHTS

## Dayamitra Telekomunikasi (MTEL IJ)

MTEL Expects 2023 EBITDA To Grow 11% yoy With Outer Java Towers As Main Driver

Several highlights on MTEL: a) the company's target of an 11% yoy growth in 2023 revenue and EBITDA, b) 58% of its towers strategically located in outer Java where non-incumbent telco operators are aiming to expand their businesses; c) MTEL carried out a sales-and-leaseback transaction of ISAT's towers in Mar 23. According to Bloomberg, MTEL trades at 10.4-9.5x 2023F-24F EV/EBITDA. This is cheaper than TBIG (12.8-12.3x), but higher than TOWR (9.7-9.2x), according to Bloomberg consensus.

#### WHAT'S NEW

- MTEL targeting solid growth of 11% yoy for both 2023 revenue and EBITDA. This is driven by Dayamitra Telekomunikasi's (MTEL) target to add 5,500 tenants (organic: 4,000; inorganic: 1,500) and 13,000 fibre optic deployment. It also targets to improve its tenancy ratio to around 1.7x (similar to the industry's average) in 2025 from the current 1.5x.
- Outer Java's tenants grew faster (26% yoy) vs Java's (22% yoy) in 1H23. Mitratel stated that the its growth would be driven by the rising number of tenants in the its outer Java towers. 58% of MTEL's towers are located in outer Java. In 1H23, MTEL's number of tenants in outer Java grew 26% yoy, faster than Java's growth of 22% yoy.
- To increase tower revenue contribution from ISAT. MTEL acquired 997 towers (transaction value of Rp1.65t) under the sales-and-leaseback mechanism from ISAT in Mar 23. MTEL's top revenue-contributing customers as of 1H23 are: Telkom and Telkomsel (65%), Indosat Ooredoo Hutchinson / ISAT (20%), XL Axiata (10%), and others (5%).
- Overall FTTT market to grow 19% CAGR in 2022-28. MTEL believes that the fibre optic would complement its tower services in supporting reliable network connectivity for telco operators. The potential spectrum auction for the 700MHz band in 2023 could support further deployment of 5G in Indonesia, which requires fibre infrastructure. MTEL has 27,269 km of fibre optic (22% was acquired in 4Q22), higher than IBST (FY22: 16,642 km), but lower than TOWR (1H23: 189,888 km). The overall market of fibre to the tower (FTTT) is expected to grow 19% CAGR for 2022-28 according to Kearney, TowerXchange and the respective companies.

#### **KEY FINANCIALS**

Year to 31 Dec (Rpb)	2018	2019	2020	2021	2022
Net turnover	4,522	5,326	6,187	6,870	7,729
EBITDA	2,107	2,436	3,676	4,890	5,709
Operatin profit	1,148	1,267	1,522	2,432	2,696
Net profit (rep./act.)	450	493	602	1,381	1,785
Net profit (adj.)	450	493	602	1,381	1,785
EPS (Rp)	n.a.	n.a.	n.a.	16.5	21.0
PE (x)	n.a.	n.a.	n.a.	42.0	33.1
P/B (x)	n.a.	n.a.	n.a.	1.7	1.7
EV/EBITDA (x)	34.2	29.6	19.6	14.7	12.6
Dividend yield (%)	n.a.	n.a.	n.a.	1.7	n.a.
Net margin (%)	9.9	9.3	9.7	20.1	23.1
Net debt/(cash) to equity (%)	239.4	108.9	158.2	2.5	33.0
Interest cover (x)	2.3	1.8	2.1	2.7	2.6
ROE (%)	n.a.	9.3	7.6	6.6	5.3
Consensus net profit	=	-	-	-	-
UOBKH/Consensus (x)	-	-	-	-	-

Source: MTEL, Bloomberg, UOB Kay Hian

### **NOT RATED**

Share Price Rp695
Target Price n.a.
Upside n.a.

#### COMPANY DESCRIPTION

PT Dayamitra Telekomunikasi (Mitratel) is a fully owned subsidiary of PT Telkom Indonesia (Persero) Tbk. Mitratel provides and manages telecommunication infrastructure since 2008. It has the largest tower portfolio in Indonesia.

#### STOCK DATA

GICS sector Telecommunication
Bloomberg ticker: MTEL IJ
Shares issued (m): 83,539.3
Market cap (Rpb): 58,059.8
Market cap (US\$m): 3,775.8
3-mth avg daily t'over (US\$m): 1.9
Price Performance (%)

 52-week high/low
 Rp800/Rp620

 1mth
 3mth
 6mth
 1yr
 YTD

 79.9
 34.7
 64.9
 (17.7)
 (7.4)

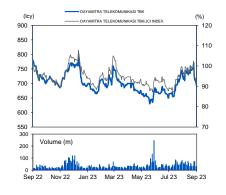
 Major Shareholders
 %

71.85

FY23 NAV/Share (Rp) FY23 Net Debt/Share (Rp) -

#### PRICE CHART

PT Telekomunikasi Indonesia Tbk.



Source: Bloomberg

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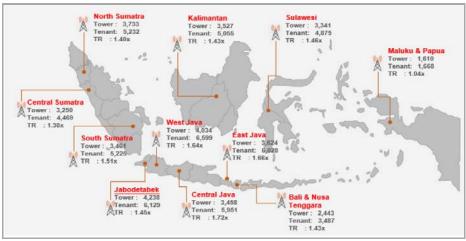


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#### STOCK IMPACT

Advantage from early entrance to Outer Java. One of MTEL's competitive advantages is
its stronger position in outer Java compared to other tower providers. The company
highlighted that most (58%) of its towers are located in outer Java, while the remaining 42%
of its towers are in Java. Furthermore, 64% of MTEL's towers are located in areas with no
other competitor tower sites within 500m.

#### MTEL'S NUMBER OF TOWERS AND TENANTS BASED ON LOCATIONS IN INDONESIA

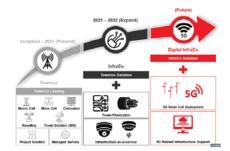


Source: MTEL

- Non-tower businesses as additional growth drivers. Below are several of the other non-tower businesses' outlook according to Kearney, TowerXchange, and respective companies:
- a) Fibre business: Analysis Mason and MTEL expect fibre optic infrastructure to become more critical for telco operators along with the increase in data consumption and network density. MTEL's fibre optic network has already reached around 27,000 km. The fibre optic network of Telkom Indonesia (TLKM; parent company of Telkomsel and MTEL) Group consists not only MTEL's, but also includes the fibre network of TLKM (around 172,000 km), and PT Telekomunikasi Indonesia Internasional ("Telin") (250,140 km submarine cable) based on the available disclosures. The market for FTTT is expected to grow 19% CAGR for 2022-28.
- b) Power Energy Business (Power-as-a-Service (PaaS)): There is growing interest in PaaS in the domestic market as telco operators intend to carve out their power back-up business and look for stable energy supply in rural areas. MTEL views its tower would become more attractive would increase by offering tower bundling product with fibre and power service. The Power to the Tower market is expected to increase by 3% CAGR for 2022-28.
- c) Small cell and indoor antenna (distributed antenna systems (DAS)): MTEL has In Building Solution Business (IBS) that offers DAS and femtocell, as part of its "smart building" product portfolio, as a solution to telco operators' needs. The small cell and DAS market is expected to rise by 13% CAGR in 2022-28.

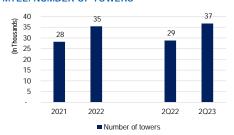
As of 1H23, tower leasing still dominated MTEL's total revenue with an 84% contribution, while fibre and electrical lease only accounted 2% and less than 1% respectively.

#### MTEL'S GROWTH STRATEGY



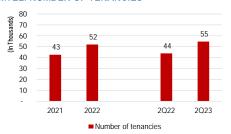
Source: MTEL, UOB Kay Hian.

#### MTEL: NUMBER OF TOWERS



Source: MTEL, UOB Kay Hian

#### MTEL: NUMBER OF TENANCIES



Source: MTEL, UOB Kay Hian

#### TOWER PROVIDERS' OPERATIONAL DATA

Tower Provider	Number of Tenants	Number of Towers	Tenancy Ratio	Fiber Optic Length
MTEL	54,718	36,719	1.5	27,269
TOWR	53,771	29,792	1.8	189,888
TBIG	41,318	22,026	1.9	NA
CENT (est.)	15,320	9,387	1.6	664
IBST (est.)	5,791	3,383	1.7	16,642

Source: Respective companies, Bloomberg, UOB Kay Hian

#### TOWER PROVIDERS' DEBT RATIO

	Net Debt / EBITDA (x)	Total Debt / EBITDA (x)	Net Debt / Equity (%)
MTEL	2.3	2.9	42.3
TOWR	4.8	4.9	290.9
TBIG	5.4	5.6	241.5
CENT	9.7	10.0	NA

Note: CENT's 1H23 equity amount was -Rp817 b (capital deficiency). CENT booked negative bottom-line in 1H23.

Source: Respective companies, Bloomberg, UOB Kay Hian

#### TOWER PROVIDERS' CASH AS OF 1H23



Source: Respective companies, UOB Kay Hian



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PROFIT & LOSS					BALANCE SHEET				
Year to 31 Dec (Rpb)	2019	2020	2021	2022	Year to 31 Dec (Rpb)	2019	2020	2021	2022
Net turnover	5,326	6,187	6,870	7,729	Fixed assets	9,984	14,509	20,651	34,852
EBITDA	2,436	3,676	4,890	5,709	Other LT assets	1,021	2,706	1,740	1,574
Deprec. & amort.	1,169	2,154	2,458	3,013	Cash/ST investment	316	347	516	19,133
EBIT	1,267	1,522	2,432	2,696	Other current assets	1,733	2,529	2,378	2,170
Other income (expenses)	630	810	821	736	Total assets	13,053	20,091	25,285	57,728
Associate contributions	0	0	0	0	ST debt	817	1,676	3,987	2,828
Net interest income/(expense)	0	0	0	0	Other current liabilities	2,860	3,255	3,361	3,648
Pre-tax profit	637	712	1,611	1,960	LT debt	6,407	7,094	9,446	17,131
Tax	(144)	(110)	(230)	(175)	Other LT liabilities	83	335	329	476
Minorities	0	0	0	0	Shareholders' equity	2,886	7,731	8,163	33,646
Net profit	493	602	1,381	1,785	Minority interest	0	0	0	0
Net profit (adj.)	493	602	1,381	1,785	Total liabilities & equity	13,053	20,091	25,285	57,728
CASH FLOW					KEY METRICS				
Year to 31 Dec (Rpb)	2019	2020	2021	2022	Year to 31 Dec (%)	2019	2020	2021	2022
Operating	893	3,289	4,536	5,127	Profitability				
Pre-tax profit	637	712	1,611	1,960	EBITDA margin	46.6	45.7	59.4	71.2
Tax	(144)	(110)	(230)	(175)	Pre-tax margin	13.4	12.0	11.5	23.5
Deprec. & amort.	1,169	2,154	2,458	3,013	Net margin	9.9	9.3	9.7	20.1
Working capital changes	(689)	208	428	686	ROA	n.a.	3.0	2.7	3.3
Other operating cashflows	(80)	325	269	(357)	ROE	n.a.	9.3	7.6	6.6
Investing	(6,295)	(5,181)	(12,597)	(10,893)					
Capex (growth)	(4,468)	(4,602)	(12,406)	(10,482)	Growth				
Investments	0	0	0	0	Turnover	n.a.	17.8	16.2	11.0
Financing	(1,827)	(579)	(191)	(411)	EBITDA	n.a.	15.6	50.9	33.0
Dividend payments	5,409	2,061	26,678	(7,028)	Pre-tax profit	n.a.	5.4	11.7	126.4

9.7

9.7

n.a.

53.1

113.4

108.9

1.8

n.a.

n.a..

n.a.

71.5

250.3

239.4

2.3

22.0

22.0

n.a.

62.2

164.5

158.2

2.1

129.4

129.4

n.a.

37.2

59.3

2.5

2.7

(90)

4,444

2,219

(1,102)

(62)

7

Proceeds from borrowings

Net cash inflow (outflow)

Changes due to forex impact

Ending cash & cash equivalent

Beginning cash & cash equivalent

Others/interest paid

(103)

6,010

(3,845)

(0)

169

0

(2,181)

25,463

11,194

(7,798)

18,617

0

(966)

(664)

4,530

3,300

(13,228)

(12,794)

Net profit

Leverage

Debt to total capital

Net debt/(cash) to equity

Debt to equity

Interest cover (x)

EPS

Net profit (adj.)

## **UOBKayHian**

## Indonesia Daily

#### TRADERS' CORNER



# Bank Negara Indonesia (BBNI IJ)

Technical BUY with 5% potential return

Resistance: Rp9,750, Rp9,950 Support: Rp9,275, Rp8,925

Stop-loss: Rp8,900

Share price closed higher and formed a bullish candlestick. As momentum is looking more positive, we expect more bullish pressure to take place and price could challenge the resistance at Rp9,750 and Rp9,950. Technical indicator RSI is sloping upwards and holding well above its centre line, while the MACD is relatively flattish for now. Buy at Rp9,425 and take profit at Rp9,950.

Approximate timeframe: 2-4 weeks.

Our institutional research has a fundamental BUY and target price of Rp11,200.



## **Unilever Indonesia (UNVR IJ)**

Technical BUY with 7% potential return

Resistance: Rp3,670, Rp3,800 Support: Rp3,460, Rp3,350

Stop-loss: Rp3,450

Share price closed higher and formed a bullish candlestick. As price has rebounded, we see potential for more rebounds to take place and price could challenge the resistance at Rp3,670 and Rp3,800. Technical indicator RSI is sloping upwards and coming out from its oversold zone, while the MACD is relatively neutral for now. Buy at Rp3,570 and take profit at Rp3,800.

Approximate timeframe: 2-4 weeks.

Our institutional research has a fundamental BUY and target price of Rp5,700.

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