



## Resilient Margin Growth

Indonesia's 4W market is showing early signs of recovery, with growth anticipated to start in July 2024, although the full impact of the GIIAS 2024 event is yet to be seen. ASII continues to lead the LCGC and EV markets, holding an 80% share of the LCGC segment. Meanwhile, BYD has made substantial progress in Indonesia's EV space, delivering 1,000 units of its Seal, Atto 3, and Dolphin models since January 2024, and rapidly expanding its dealership network to 50 locations by the end of the year. Chinese EV brands now dominate BEV sales, accounting for approximately 90% of the market in 2024. In corporate performance, AUTO reported strong 3Q24 results, with net revenue of IDR4.9 tn, reflecting an 8.2% QoQ and a 5.7% YoY increase. The trading segment contributed IDR2.4 tn, while manufacturing generated IDR2.9 tn. Operating profit rose 2.2% QoQ to IDR642 bn, with net profit at IDR515 bn. For 9M24, operating profit rose 10.8% YoY, boosting the operating margin to 13%. Given a strong performance in October and upcoming promotional events, AUTO has raised its FY24 projections and initiated a **BUY** recommendation with a TP of IDR2,750. BOLT also posted solid 3Q24 results, with revenue of IDR404.3 bn, up 20% QoQ and 10% YoY, driven by growth in the 2W and 4W segments. The company improved its EBITDA margin to 17.2%, up from 10.2% in 2Q24, despite raw material cost pressures. For FY25F, BOLT anticipates continued growth from non-automotive sectors and maintains a **NEUTRAL** recommendation with a TP of IDR1,300. SMSM reported net sales of IDR3.8 tn in 9M24, a 1.2% YoY increase, with net profit growing 3.5% YoY to IDR719 bn. The company's strategic focus on the aftermarket, international expansion, and diversification into sectors like construction and mining has positioned it well for growth, leading to a **BUY** recommendation with a TP of IDR2,100.

## Resilient Margin Growth

In 3Q24, AUTO delivered strong financial results with net revenue of IDR4.9 tn, marking an 8.2% QoQ and 5.7% YoY increase. The trading segment contributed IDR2.4 tn, while the manufacturing segment generated IDR2.9 tn. Despite a rise in opex, driven by higher G&A expenses, operating profit increased slightly by 2.2% QoQ, totaling IDR642 bn. Net profit for the quarter was IDR515 bn, reflecting a 4.5% QoQ decline but a 1.0% YoY increase. For 9M24, revenue grew modestly by 0.6% YoY, with trading up 10.1% YoY, while manufacturing declined by 5.2%. Operating profit rose 10.8% YoY, supported by operational efficiencies and one-time gains, boosting the operating margin to 13%. Given a strong October performance and upcoming promotional events, AUTO has raised its FY24 revenue and profit projections, initiating a **BUY** recommendation with a TP of IDR2,750.

BOLT reported strong 3Q24 results with IDR404.3 bn in revenues, a 20% QoQ, and a 10% YoY increase. The growth was mainly driven by the 2W and 4W vehicle segments. The motorcycle parts segment saw a 20.3% QoQ increase, reflecting market share expansion. Despite a slight YoY decline in 9M24 revenue due to high order volumes in 1H23, BOLT remains optimistic about 4Q24 performance. The company achieved an EBITDA margin of 17.2%, up from 10.2% in 2Q24, as it effectively managed rising raw material costs. Looking ahead to FY25F, BOLT expects continued growth from expanding its non-automotive sectors. Despite challenges like VAT hikes, BOLT's diversified portfolio positions it for growth, leading to a **NEUTRAL** recommendation with a TP of IDR1,300.

SMSM achieved robust 9M24 results with IDR3.8 tn in net sales, a 1.2% YoY increase. The company's net profit attributable to parent shareholders was IDR719 bn, reflecting a 3.5% YoY rise. SMSM's strong aftermarket focus, international reach, and strategic product diversification have helped it weather market fluctuations. The company's growth is supported by expansion into sectors like construction, mining, agriculture, and EV components. SMSM's commitment to dividend payouts, with a payout ratio between 45-70%, enhances its appeal. We initiate a **BUY** recommendation with a TP of IDR2,100, reflecting an FY25F P/E ratio of 14.4x.

### Valuation Metrics

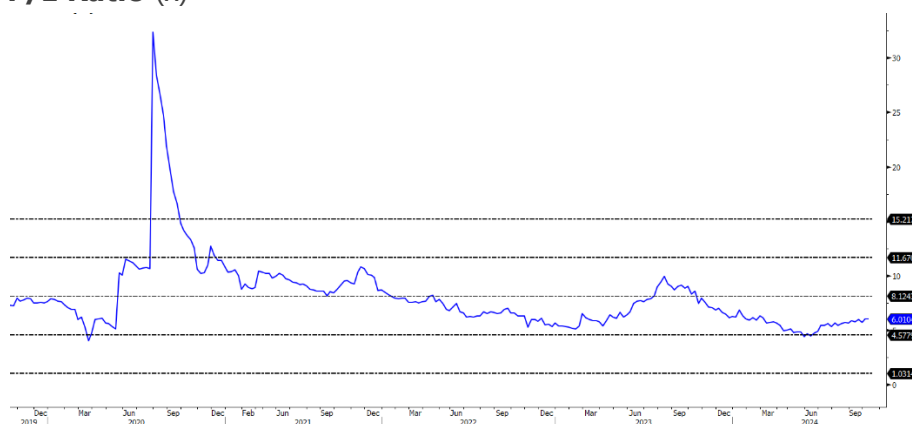
Companies	Ticker	Market Cap (IDR tn)	Last Price	Target Price Price	Up/ Down Side	Rating	P/E (x)	NPM
Astra Otoparts	AUTO	10.3	2,150	2,750	28%	BUY	7.1	7.0%
Garuda Metalindo	BOLT	3.0	1,265	1,300	3%	NEUTRAL	40.0	7.0%
Selamat Sempurna	SMSM	10.4	1,810	2,100	16%	BUY	14.4	19.0%

Source: Bloomberg, INAS Research

## AUTO: Strong 4W Sales

AUTO reported strong financial results for 3Q24, with net revenue reaching IDR4.9 tn, an 8.2% QoQ and a 5.7% YoY increase. The growth was driven by both the trading and manufacturing segments. The trading segment generated IDR2.4 tn in revenue (+0.5% QoQ, +10.3% YoY), while the manufacturing segment contributed IDR2.9 tn (+16.2% QoQ, +3.3% YoY). Gross profit for the quarter was IDR802 bn (+14.6% QoQ, +1.5% YoY), with a margin of 16.8%. However, opex rose significantly to IDR645 bn (+62.9% QoQ, +41.1% YoY), driven primarily by a sharp increase in G&A expenses (+164.4% QoQ). In contrast, S&M expenses grew only slightly by 1.1% QoQ. Despite the higher operating costs, operating profit increased slightly to IDR642 bn (+2.2% QoQ), maintaining a margin of 13%, though it was down marginally by 0.2% YoY. Net profit for the quarter was IDR515 bn, marking a 4.5% decline QoQ but a 1.0% increase YoY, resulting in a net profit margin of 11.3%. This performance was impacted by higher financing and tax costs, although growth in revenue and operational efficiencies helped offset some of the challenges.

### P/E Ratio (x)



Source: Bloomberg, INAS Research

### Solid Trading Performance

For the 9M24, AUTO recorded a modest 0.6% YoY revenue increase, reaching IDR14.1 tn compared to IDR14.0 tn in 9M23. The trading segment experienced solid growth, up 10.1% YoY to IDR7.0 tn, while the manufacturing segment saw a decline of 5.2% YoY, totaling IDR8.2 tn. Gross profit for the period stood at IDR2.2 tn, reflecting a slight 1.6% YoY decrease, with the gross margin dropping to 15.8% from 16.1% in the same period last year. Opex increased by 1.7% YoY to IDR1.4 tn, driven by a 6.0% rise in S&M expenses, while G&A expenses fell by 2.6%. Operating profit rose 10.8% YoY to IDR1.8 tn, benefiting from operational efficiencies and one-time gains, with the operating margin improving to 13.0% from 11.8% in 9M23. Net profit attributable to the

parent company increased by 16.5% YoY, reaching IDR1.5 tn, up from IDR1.3 tn in 9M23. This growth was supported by higher income and improved profitability, leading to a net profit margin increase of 10.8% from 9.3% in 9M23.

In October 2024, ASII exceeded expectations with its 4W wholesale sales, reaching 77,191 units (+6.2% MoM, -3.9% YoY), marking the highest monthly total since early 2024. As of October, total 10M24 sales stood at 710,409 units (-15.0% YoY), achieving 83.6% of Gaikindo's revised target of 850,000 units and 83.4%. ASII increased its market share to 57%, thanks to strong performances from Toyota + Lexus, Daihatsu, and Isuzu. Additionally, EV sales showed a positive trend, reflecting growing consumer interest. This strong performance positions ASII well for solid year-end sales, especially with upcoming events like GJAW 2024 providing promotional opportunities and year-end discounts. Gaikindo revised its FY24 4W wholesale target to 850,000 units from the initial estimate of 1.1 million units, aligning closely with AUTO's own target of 852,000 units for FY24. Given the robust performance in October, there is optimism about meeting or exceeding this target, although the forecast remains conservatively set at 852,000 units.

### Targeting Strong 4Q and Stable FY25

Looking ahead, AUTO expects a strong performance in 4Q24, driven by the GJAW 2024 event and year-end discounts, which are anticipated to benefit the manufacturing segment. The trading segment is also projected to maintain its growth, supported by improving purchasing power, while income from JV and associates is expected to contribute through further diversification and expansion. For FY25, the forecast remains stable, with a recovery in 4W sales expected to reach 950,000 units. Based on this outlook, AUTO has initiated a **BUY** recommendation with a target price of IDR2,750, implying an FY25F P/E ratio of 7.1x. Potential risks include lower-than-expected 4W car sales, an economic slowdown impacting the trading segment, and a decline in ROE due to diversification into lower-revenue businesses.

## AUTO Financial Highlights

### Income Statement

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
<b>Revenue</b>	<b>18,580</b>	<b>18,649</b>	<b>19,161</b>	<b>20,168</b>	<b>20,733</b>
COGS	15,891	15,570	15,618	16,417	16,759
<b>Gross Profit</b>	<b>2,689</b>	<b>3,079</b>	<b>3,543</b>	<b>3,751</b>	<b>3,974</b>
Operating Expenses	1,746	1,907	1,175	1,225	1,221
Selling & Marketing	828	888	547	570	569
G&A	777	881	543	566	564
D&A	123	138	85	88	88
<b>Operating Income</b>	<b>943</b>	<b>1,172</b>	<b>2,368</b>	<b>2,526</b>	<b>2,753</b>
Interest Expense	30	37	37	37	37
Interest Income	-	-	-	-	-
Forex gain/loss	(10)	-	(5)	(2)	(4)
Others	-	-	-	-	-
<b>Pretax Income</b>	<b>1,731</b>	<b>2,315</b>	<b>2,335</b>	<b>2,492</b>	<b>2,720</b>
Income Tax Expense	257	302	305	325	355
Income Before XO Items	1,474	2,013	2,031	2,167	2,365
Minority Interests	148	170	170	170	170
<b>Net Income</b>	<b>1,327</b>	<b>1,842</b>	<b>1,860</b>	<b>1,996</b>	<b>2,194</b>

Source: Bloomberg, INAS Research

### Balance Sheet

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
Accounts Receivable	2,630	2,290	2,353	2,477	2,546
Inventory	2,770	2,527	2,535	2,665	2,720
Other Current Assets	351	397	374	385	380
<b>Total Current Assets</b>	<b>7,826</b>	<b>7,957</b>	<b>8,702</b>	<b>9,619</b>	<b>10,579</b>
Gross Fixed Assets	7,944	8,270	9,097	10,007	11,008
Accumulated Depreciation	4,750	5,025	5,328	5,661	6,027
<b>Net Fixed Assets</b>	<b>3,194</b>	<b>3,245</b>	<b>3,770</b>	<b>4,346</b>	<b>4,981</b>
Other Long-Term Assets	7,501	8,410	8,410	8,410	8,410
<b>Total Long-Term Assets</b>	<b>10,696</b>	<b>11,656</b>	<b>12,216</b>	<b>12,793</b>	<b>13,427</b>
<b>Total Assets</b>	<b>18,521</b>	<b>19,613</b>	<b>20,918</b>	<b>22,412</b>	<b>24,006</b>
Accounts Payable	2,342	2,171	2,230	2,348	2,413
Short-Term Borrowings	503	415	415	415	415
Other Short-Term Liabilities	1,807	1,750	1,750	1,750	1,750
<b>Total Current Liabilities</b>	<b>4,652</b>	<b>4,336</b>	<b>4,396</b>	<b>4,513</b>	<b>4,579</b>
Long-Term Borrowings	2	31	31	31	31
Other Long-Term Liabilities	816	706	706	706	706
<b>Total Long-Term Liabilities</b>	<b>817</b>	<b>737</b>	<b>737</b>	<b>737</b>	<b>737</b>
<b>Total Liabilities</b>	<b>5,470</b>	<b>5,073</b>	<b>5,133</b>	<b>5,250</b>	<b>5,316</b>
Capital Stock	3,396	3,396	3,396	3,396	3,396
Retained Earnings	8,537	9,937	11,183	12,559	14,088
Other Equity	1,118	1,206	1,206	1,206	1,206
<b>Total Equity</b>	<b>13,052</b>	<b>14,540</b>	<b>15,786</b>	<b>17,162</b>	<b>18,690</b>
<b>Total Liabilities &amp; Equity</b>	<b>18,521</b>	<b>19,613</b>	<b>20,919</b>	<b>22,412</b>	<b>24,006</b>

Source: Bloomberg, INAS Research

# Ratios

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
<b>Growth</b>					
Revenue	23%	0%	3%	5%	3%
Operating Income	532%	24%	102%	7%	9%
Net Income	117%	39%	1%	7%	10%
<b>Profitability</b>					
Gross Margin	14%	17%	18%	19%	19%
Operating Margin	5%	6%	12%	13%	13%
Net Margin	7%	10%	10%	10%	11%
ROA	7%	9%	9%	9%	9%
ROE	10%	13%	12%	12%	12%
<b>Liquidity (x)</b>					
Current Ratio	1.7	1.8	2.0	2.1	2.3
Quick Ratio	1.1	1.3	1.4	1.5	1.7

Source: Bloomberg, INAS Research



## **BOLT: Strong Export Strategy for 2025**

BOLT reported strong results for 3Q24, in line with industry growth trends. The company achieved IDR404.3 bn in revenues, marking a 20% QoQ and a 10% YoY increase. This growth was primarily driven by higher sales in the 2W and 4W vehicle segments. The motorcycle parts segment, the largest revenue contributor, experienced a 20.3% QoQ and a 12.5% YoY increase, outpacing the industry's production growth of 12.7% QoQ and 3.8% YoY. This performance indicates an expansion of BOLT's market share. Additionally, the automotive parts segment also saw growth, in line with industry trends, aided by early orders from 2Q24. BOLT's market expansion initiatives are expected to further boost growth in the latter half of 2024.

### **Boosts Margins**

As Indonesia's first and largest fastener manufacturer, BOLT significantly improved its EBITDA margin, reaching 17.2% in 3Q24, up from 10.2% in 2Q24. The company has implemented effective strategies to counter rising raw material costs resulting from currency depreciation, which are expected to further enhance margin growth and protect profitability during volatile periods.

For the 9M24, BOLT recorded IDR1.1 tn in revenue, reflecting a 2.1% YoY decline. This decrease is primarily due to exceptionally high order volumes in 1H23, driven by semiconductor supply chain disruptions in 1H22, which made September 2023 stronger compared to September 2024. However, BOLT remains optimistic about its 4Q24 performance, forecasting positive growth for the full year.

### **Non-Auto Sectors Drive Confidence for FY25**

Despite challenges in the automotive sector, BOLT continues to see strong export performance and growing market share across multiple sectors, including automotive, industrial, heavy equipment, infrastructure, and electronics. The non-automotive sector is expected to maintain its growth trajectory into 4Q24. Looking forward to FY25F, BOLT remains confident in its business outlook. While challenges such as a VAT increase to 12% and new vehicle tax measures may affect demand, the company is less dependent on automotive component sales. Its successful expansion into sectors such as heavy equipment, infrastructure, and electronics components is expected to help mitigate any slowdown in the automotive sector.

### Seizing Export Opportunities

In addition, BOLT is focusing on strengthening its automotive component exports, positioning itself for growth despite domestic market challenges. The company sees significant potential in the export component market for FY25F, with considerable room for growth given its relatively small share of the current export market. Global demand for motor vehicles and components remains strong, with global car production reaching 94 million units in FY23. BOLT has already established exports to nine countries, including the US, Canada, Mexico, Brazil, Germany, India, Malaysia, and the Philippines, with Germany accounting for 50% of its total export sales.

While expanding its export efforts, the company remains cautious about fluctuations in the IDR/USD exchange rate, which has been volatile. However, BOLT's pricing policy, which adjusts product prices in response to a stronger USD, helps mitigate the impact of fluctuations in imported raw material costs from Japan, South Korea, China, and Taiwan. Despite these strategies, BOLT's management has not yet provided financial projections for FY25. Based on this outlook, BOLT has initiated a **NEUTRAL** recommendation with a TP of IDR1,300.



## BOLT Financial Highlights

### Income Statement

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
<b>Revenue</b>	<b>1,423</b>	<b>1,465</b>	<b>1,494</b>	<b>1,524</b>	<b>1,617</b>
COGS	1,201	1,174	1,240	1,243	1,319
<b>Gross Profit</b>	<b>221</b>	<b>291</b>	<b>254</b>	<b>281</b>	<b>298</b>
Operating Expenses	137	132	135	138	146
Selling & Marketing	25	22	23	23	25
G&A	108	105	107	110	116
D&A	4	5	5	5	5
<b>Operating Income</b>	<b>84</b>	<b>159</b>	<b>119</b>	<b>143</b>	<b>152</b>
Interest Expense	27	24	24	24	24
Interest Income	0	0	0	0	0
Forex gain/loss	8	(1)	4	1	2
Others	(31)	(17)	(24)	(21)	(22)
<b>Pretax Income</b>	<b>79</b>	<b>153</b>	<b>116</b>	<b>139</b>	<b>148</b>
Income Tax Expense	21	33	25	30	32
Income Before XO Items	58	120	91	109	116
Minority Interests	(21)	9	9	9	9
<b>Net Income</b>	<b>79</b>	<b>111</b>	<b>82</b>	<b>100</b>	<b>107</b>

Source: Bloomberg, INAS Research

### Balance Sheet

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
Accounts Receivable	260	210	214	218	231
Inventory	410	433	457	459	487
Other Current Assets	22	19	19	19	19
<b>Total Current Assets</b>	<b>724</b>	<b>698</b>	<b>655</b>	<b>681</b>	<b>708</b>
Gross Fixed Assets	1,575	1,521	1,673	1,841	2,025
Accumulated Depreciation	911	927	944	963	983
<b>Net Fixed Assets</b>	<b>664</b>	<b>594</b>	<b>729</b>	<b>878</b>	<b>1,041</b>
Other Long-Term Assets	48	52	52	52	52
<b>Total Long-Term Assets</b>	<b>712</b>	<b>646</b>	<b>674</b>	<b>678</b>	<b>675</b>
<b>Total Assets</b>	<b>1,437</b>	<b>1,344</b>	<b>1,329</b>	<b>1,358</b>	<b>1,383</b>
Accounts Payable	112	94	96	98	104
Short-Term Borrowings	306	238	238	238	238
Other Short-Term Liabilities	27	28	28	28	28
<b>Total Current Liabilities</b>	<b>444</b>	<b>360</b>	<b>362</b>	<b>364</b>	<b>369</b>
Long-Term Borrowings	56	24	24	24	24
Other Long-Term Liabilities	76	89	89	89	89
<b>Total Long-Term Liabilities</b>	<b>132</b>	<b>113</b>	<b>113</b>	<b>113</b>	<b>113</b>
<b>Total Liabilities</b>	<b>577</b>	<b>473</b>	<b>474</b>	<b>476</b>	<b>482</b>
Capital Stock	246	215	215	215	215
Retained Earnings	551	591	574	602	620
Other Equity	63	65	65	65	65
<b>Total Equity</b>	<b>860</b>	<b>872</b>	<b>855</b>	<b>882</b>	<b>901</b>
<b>Total Liabilities &amp; Equity</b>	<b>1,437</b>	<b>1,344</b>	<b>1,329</b>	<b>1,358</b>	<b>1,383</b>

Source: Bloomberg, INAS Research

# Ratios

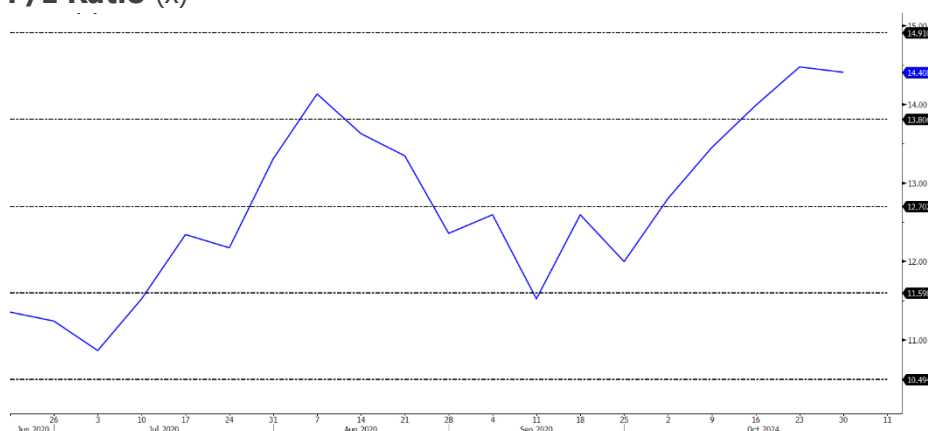
Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
<b>Growth</b>					
Revenue	20%	3%	2%	2%	6%
Operating Income	-18%	88%	-25%	20%	6%
Net Income	18%	40%	-27%	22%	7%
<b>Profitability</b>					
Gross Margin	16%	20%	17%	18%	18%
Operating Margin	6%	11%	8%	9%	9%
Net Margin	6%	8%	5%	7%	7%
ROA	6%	8%	6%	7%	8%
ROE	9%	13%	10%	11%	12%
<b>Liquidity (x)</b>					
Current Ratio	1.6	1.9	1.8	1.9	1.9
Quick Ratio	0.7	0.7	0.5	0.6	0.6

Source: Bloomberg, INAS Research

## SMSM: Leading the Charge in Aftermarket

SMSM reported robust results for 9M24, with net sales of IDR3.8 tn, marking a 1.2% increase from IDR3.7 tn in 9M23. The company's net profit attributable to parent shareholders was IDR719 bn, or IDR125/share, reflecting a 3.5% increase from IDR695 bn, or IDR121/share, in the same period last year. This growth was achieved despite a sluggish national car sales market, with the automotive sector experiencing positive growth, driven by improved profitability from the diversification of automotive products, such as spare parts, accessories, and consistent after-sales services.

### P/E Ratio (x)



Source: Bloomberg, INAS Research

### Global Reach and Industry Leadership

SMSM is a leading manufacturer specializing in spare parts for vehicles, heavy equipment, and machinery. As the largest filter manufacturer in the region, the company offers a wide range of products, including over 8,000 part numbers for filters and radiators. SMSM operates primarily in the aftermarket sector under its well-established Sakura brand, which benefits from stable demand and is less reliant on new vehicle sales compared to OEMs or OESs. The company operates two production facilities in Kapuk, North Jakarta, and Tangerang, Banten, with an annual production capacity of 96 million filters and 1.9 million radiators, maintaining a 60-65% utilization rate. SMSM also supplies its high-quality products to OEMs and OESs.

SMSM' global presence is strengthened by strategic partnerships with industry leaders, such as Donaldson Company Inc., one of the world's largest filter manufacturers. As of 1H22, exports accounted for 63% of SMSM' total sales. Despite the challenges brought on by the pandemic, which affected domestic automotive sales, SMSM' strong focus on the aftermarket and its extensive international reach has allowed the company to remain resilient. With 90% of its revenue coming from recurring aftermarket sales and a robust export orientation, SMSM is well-positioned for continued growth as the automotive market recovers.

### **Steady Growth, Strong Dividends**

SMSM has strategically diversified its product portfolio to meet growing demand across various sectors, including construction, mining, agriculture, and forestry, while also expanding into the commercial vehicle market. The company is positioning itself for the future by developing approximately 65 part numbers tailored for EVs. In addition, SMSM has pursued vertical integration in distribution, which has boosted its export sales, contributing to strong profitability despite market fluctuations. The company's consistent focus on the automotive aftermarket ensures resilient sales, as vehicles require regular maintenance, regardless of primary market conditions. SMSM has also balanced organic growth with steady dividend payouts, earning recognition as one of Indonesia's few companies with an exemplary dividend track record. Since 2011, SMSM has reduced its dividend payout ratio from over 90% to between 45-70%, ensuring continued growth while minimizing the risk of dividend cuts. The company is committed to returning at least 45% of its net profit as cash dividends to shareholders.

We maintain a positive outlook for SMSM' future performance, driven by increasing sales in new and used vehicles, heavy equipment, and commercial vehicles, as well as its proven ability to enhance profitability. We have initiated a **BUY** recommendation for SMSM with a TP of IDR 2,100, reflecting an FY25F P/E ratio of 14.4x. Furthermore, SMSM' long-standing commitment to dividend payouts enhances its appeal as an investment opportunity.

## SMSM Financial Highlights

### Income Statement

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
<b>Revenue</b>	4,894	5,100	5,336	5,602	5,899
COGS	3,289	3,271	3,429	3,599	3,790
<b>Gross Profit</b>	<b>1,605</b>	<b>1,830</b>	<b>1,908</b>	<b>2,003</b>	<b>2,109</b>
Operating Expenses	522	529	558	585	616
Selling & Marketing	251	268	280	294	310
G&A	204	243	254	267	281
D&A	21	22	23	24	25
<b>Operating Income</b>	<b>1,083</b>	<b>1,301</b>	<b>1,350</b>	<b>1,417</b>	<b>1,492</b>
Interest Expense	17	16	16	16	16
Interest Income	11	32	22	27	24
Forex gain/loss	(91)	21	(35)	(7)	(21)
Others	(26)	(68)	(47)	(58)	(53)
<b>Pretax Income</b>	<b>1,172</b>	<b>1,300</b>	<b>1,394</b>	<b>1,439</b>	<b>1,525</b>
Income Tax Expense	236	263	282	291	309
Income Before XO Items	936	1,037	1,112	1,147	1,216
Minority Interests	88	92	92	92	92
<b>Net Income</b>	<b>848</b>	<b>944</b>	<b>1,020</b>	<b>1,055</b>	<b>1,124</b>

Source: Bloomberg, INAS Research

### Balance Sheet

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
Accounts Receivable	903	1,080	1,130	1,187	1,249
Inventory	1,175	1,021	1,070	1,123	1,182
Other Current Assets	70	89	79	84	82
<b>Total Current Assets</b>	<b>3,133</b>	<b>3,321</b>	<b>3,119</b>	<b>2,967</b>	<b>2,812</b>
Gross Fixed Assets	3,389	3,288	3,617	3,979	4,377
Accumulated Depreciation	2,414	2,325	2,227	2,119	2,000
<b>Net Fixed Assets</b>	<b>976</b>	<b>964</b>	<b>1,391</b>	<b>1,860</b>	<b>2,377</b>
Other Long-Term Assets	287	304	304	304	304
<b>Total Long-Term Assets</b>	<b>1,260</b>	<b>1,268</b>	<b>1,806</b>	<b>2,275</b>	<b>2,792</b>
<b>Total Assets</b>	<b>4,393</b>	<b>4,589</b>	<b>4,925</b>	<b>5,242</b>	<b>5,604</b>
Accounts Payable	263	259	271	285	300
Short-Term Borrowings	132	120	120	120	120
Other Short-Term Liabilities	311	261	261	261	261
<b>Total Current Liabilities</b>	<b>705</b>	<b>640</b>	<b>652</b>	<b>666</b>	<b>681</b>
Long-Term Borrowings	221	177	177	177	177
Other Long-Term Liabilities	137	130	130	130	130
<b>Total Long-Term Liabilities</b>	<b>358</b>	<b>307</b>	<b>307</b>	<b>307</b>	<b>307</b>
<b>Total Liabilities</b>	<b>1,063</b>	<b>947</b>	<b>959</b>	<b>973</b>	<b>988</b>
Capital Stock	199	199	199	199	199
Retained Earnings	2,697	3,016	3,340	3,644	3,991
Other Equity	434	426	426	426	426
<b>Total Equity</b>	<b>3,330</b>	<b>3,642</b>	<b>3,966</b>	<b>4,269</b>	<b>4,616</b>
<b>Total Liabilities &amp; Equity</b>	<b>4,393</b>	<b>4,589</b>	<b>4,925</b>	<b>5,242</b>	<b>5,604</b>

Source: Bloomberg, INAS Research

# Ratios

Year to 31 Dec. (IDR bn)	2022	2023	2024F	2025F	2026F
<b>Growth</b>					
Revenue	18%	4%	5%	5%	5%
Operating Income	17%	20%	4%	5%	5%
Net Income	28%	11%	8%	3%	7%
<b>Profitability</b>					
Gross Margin	33%	36%	36%	36%	36%
Operating Margin	22%	26%	25%	25%	25%
Net Margin	17%	19%	19%	19%	19%
ROA	19%	21%	21%	20%	20%
ROE	25%	26%	26%	25%	24%
<b>Liquidity (x)</b>					
Current Ratio	4.4	5.2	4.8	4.5	4.1
Quick Ratio	2.8	3.6	3.1	2.8	2.4

Source: Bloomberg, INAS Research



**INAS Research Rating Guide**

<b>BUY</b>	: Share price may rise by more than 15% over the next 12 months.
<b>ADD</b>	: Share price may range between 10% to 15% over the next 12 months.
<b>NEUTRAL</b>	: Share price may range between –10% to +10% over the next 12 months.
<b>REDUCE</b>	: Share price may range between –10% to –15% over the next 12 months.
<b>SELL</b>	: Share price may fall by more than 15% over the next 12 months.

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