# Ciputra Development Tbk (CTRA IJ)

## *Marketing Sales* Cemerlang, Meski Pandemi

**CTRA berhasil membukukan pendapatan 4Q20 sebesar Rp3,83 triliun (+167% QoQ, +29,7 YoY) yang didorong oleh *development income* (+15,4% YoY). Sementara, *recurring income* justru turun 29,8%. Di sisi lain, perolehan *marketing sales* FY20 memenuhi 122% dari target. Kami optimis tahun ini, *marketing sales* CTRA mampu tumbuh hingga 15% YoY. Hal tersebut didukung oleh tren turun suku bunga, maraknya insentif dari pemerintah dan pulihnya ekonomi nasional.**

### Berhasil Melakukan Efisiensi Biaya

- CTRA mencatatkan pendapatan 4Q20 sebesar Rp3,83 triliun (+29,7% vs Rp2,95 triliun 4Q19). Pencapaian tersebut mengantarkan pendapatan FY20 CTRA tercatat sebesar Rp8,07 triliun (+6,1% YoY vs Rp7,61 triliun FY19).
- Segmen penjualan rumah residensial dan ruko pada FY20 tercatat sebesar Rp6,18 trilun (+19,7% YoY), penjualan apartemen sebesar Rp1,08 triliun (+23,5% YoY). Keduanya mendorong *development income* FY20 naik signifikan menjadi Rp7,26 triliun (+23,5% YoY)
- Di sisi lain, *recurring income* turun 29,8% YoY. Di dalamnya, segmen pusat perbelanjaan dan hotel turun 32,2% YoY dan 59,1% YoY, akibat terbatasnya kunjungan karena PSBB.
- CTRA berhasil melakukan efisiensi pada beban, yang menyebabkan kenaikan pada semua marjin. GPM, OPM, dan NPM naik menjadi 51,1%, 29,9%, dan 16,4% (vs 49,8%; 29,4%, dan 15,2% FY19)
- Meskipun beban keuangan naik 34% YoY, namun CTRA berhasil membukukan laba sebesar Rp1,32 triliun atau naik 14,1% YoY (vs Rp1,15 triliun FY19)

### *Marketing Sales* Melebihi Target 2020

- CTRA berhasil meraih *marketing sales* FY20 senilai Rp5,49 triliun atau tercapai 122% dari target pada 2020 sebesar Rp4,51 triliun.
- Perolehan *marketing sales* masih didominasi oleh penjualan rumah dan tanah (90% dari *marketing sales*) dengan rentang harga di bawah Rp2 miliar. Penjualan masih menyasar pada segmen menengah ke bawah dan *end-user*.
- Tahun 2021 ini, CTRA merencakanan akan meluncurkan proyek baru yaitu; properti residensial di CitraLand Puncak Tidar, Malang dan apartemen di Citra Landmark, Ciracas. Selain itu, CTRA juga akan meluncurkan 18 klaster baru dari 7 proyek *existing*.
- Didukung oleh insentif dari pemerintah (pelonggaran LTV, subsidi pajak) dan tren suku bunga yang rendah, kami yakin CTRA mampu mencatatkan kenaikan *marketing sales* tahun ini hingga 15% YoY.

### Memberikan *rating Overweight* dengan TP Rp1.320

- Kami menurunkan *rating* menjadi *Overweight* dengan target harga Rp1.320 menggunakan estimasi *discount to NAV* 78% (-1,7 SD dari rata-rata 3 tahun).
- Kami melihat level harga saat ini sudah menggambarkan kondisi fundamental CTRA atas kondisi pandemi Covid-19 dan juga sentiment atas insentif dari pemerintah pada sektor properti.
- Risiko yang akan mempengaruhi perubahan TP kami adalah; 1) pertumbuhan ekonomi yang terhambat, dapat berimbas pada penurunan daya beli properti, 2) perubahan atas kebijakan insentif pemerintah, dan 3) kenaikan tingkat suku bunga. Saat ini, CTRA ditransaksikan pada *discount to NAV* 80%.

**Ciputra Development Tbk** | Summary

| | 2019A | 2020A | 2021F | 2022F |
|---|---|---|---|---|
| **Revenue** | 7,608 | 8,071 | 8,894 | 9,507 |
| ***Growth*** | *-0.8%* | *6.1%* | *10.2%* | *6.9%* |
| **Net Profit** | 1,158 | 1,321 | 1,478 | 1,576 |
| ***Growth*** | *-2.3%* | *14.1%* | *11.9%* | *6.6%* |
| **EPS (IDR)** | 62 | 71 | 80 | 85 |
| **P/E** | 16.7x | 13.8x | 16.6x | 15.5x |
| **P/BV** | 1.1x | 1.0x | 1.3x | 1.2x |
| **EV/EBITDA** | 9.7x | 8.5x | 9.5x | 8.3x |
| **ROE** | *6.7%* | *7.5%* | *8.1%* | *8.1%* |
| **DER** | *51.7%* | *57.4%* | *56.0%* | *53.8%* |
| **Net Debt** | 4,938 | 4,748 | 3,808 | 2,840 |

Unit: IDR bn, %, x
Source: Company Data, Bloomberg, NHKSI Research
**Please consider the rating criteria & important disclaimer**



NH KORINDO SEKURITAS

**Company Update | April 29, 2021**

# Overweight

| **Target Price (IDR)** | **1,320** |
|---|---|
| Consensus Price (IDR) | 1,313 |
| TP to Consensus Price | +0.5% |
| vs. Last Price | +13.8% |

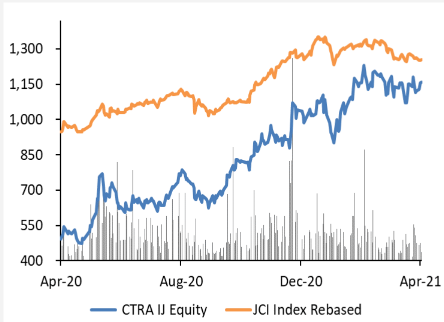
**Shares data**

| | |
|---|---|
| Last Price (IDR) | 1,160 |
| Price Date as of | Apr 28, 2021 |
| 52 wk Range (Hi/Lo) | 2,281/1,177 |
| Free Float (%) | 47.1 |
| Outstanding sh. (mn) | 18,560 |
| Market Cap. (IDR bn) | 21,530 |
| Market Cap. (USD mn) | 1,487 |
| Avg. Trd Vol - 3M (mn) | 33.29 |
| Avg. Trd Val - 3M (bn) | 37.45 |
| Foreign Ownership | 19.3% |

**Property**
**Real Estate Owner & Developer**

| | |
|---|---|
| Bloomberg | **CTRA IJ** |
| Reuters | **CTRA.JK** |

**Share Price Performance**

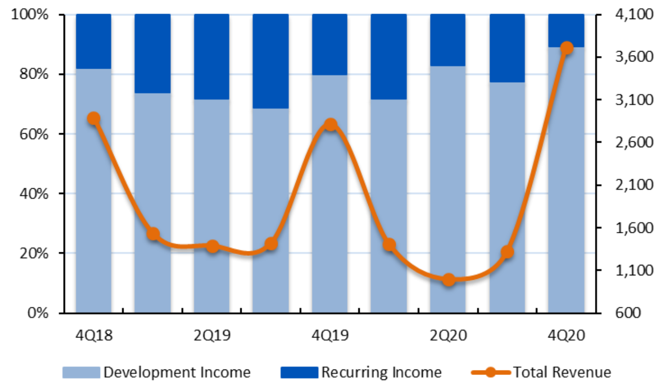



| | YTD | 1M | 3M | 12M |
|---|---|---|---|---|
| Abs. Ret. | 11.0% | -2.1% | 26.1% | 129.7% |
| Rel. Ret. | 13.7% | 1.0% | 26.2% | 97.8% |

**Ajeng Kartika Hapsari**
(021) 5088 9130
ajeng@nhsec.co.id

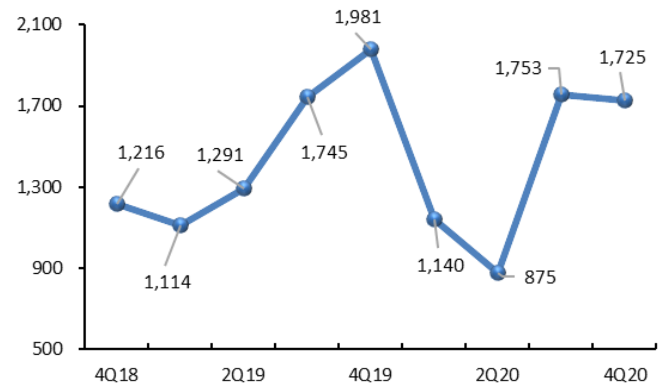
## Performance Highlights in Charts

**CTRA Quarterly Income (IDR bn) | 4Q18 - 4Q20**



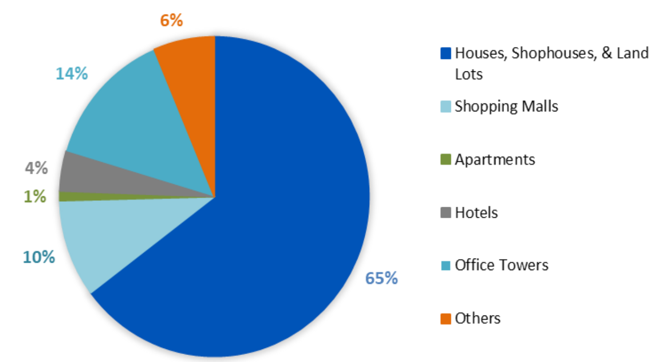

Source: Company Data, NHKSI Research

**CTRA Quarterly Marketing Sales| 4Q18 - 4Q20**



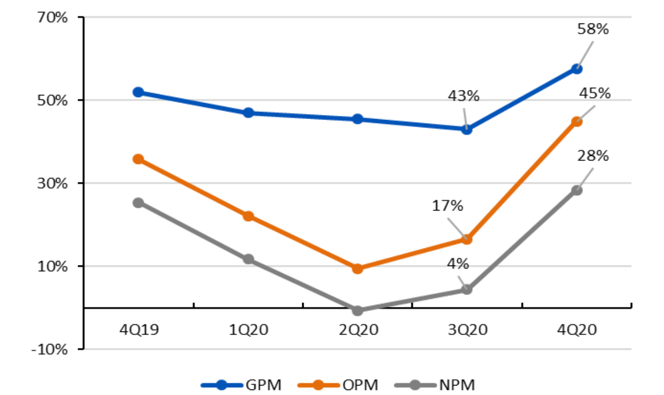

Source: Company Data, NHKSI Research

**12M20's Revenue Breakdown**



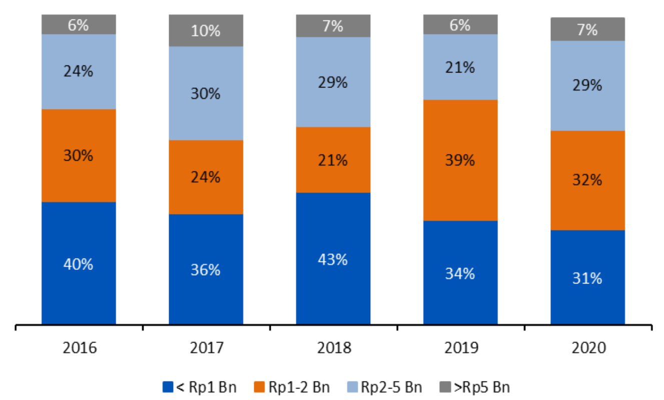

Source: Company Data, NHKSI Research

**Margin Ratio**



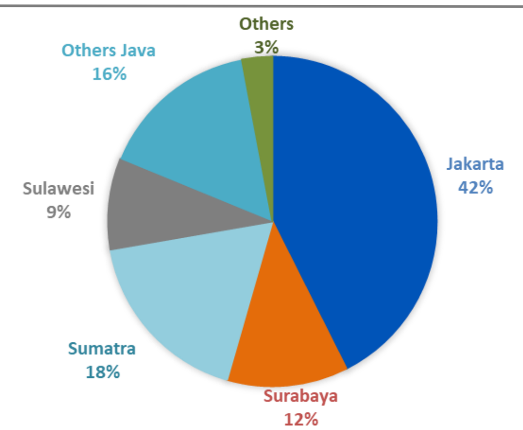

Source: Company Data, NHKSI Research

**Pre Sales per Unit Price**




Source: Company Data, NHKSI Research

**Pre Sales per Location**




Source: Company Data, NHKSI Research

## Company Overview

Pada 22 Oktober 1981 didirikan perusahaan dengan nama PT Citra Habitat Indonesia yang berubah nama menjadi PT Ciputra Development (CTRA) pada tahun 1990. CTRA kemudian tercatat di Bursa Efek Indonesia (BEI) pada tahun 1994. Perusahaan memiliki 3 (tiga) anak perusahaan yang bergerak dibidang properti residensial dan 6 (enam) anak perusahaan dibidang properti komersial.

CTRA bergerak dalam bisnis pengembangan porperti untuk dijual, pengembangan dan manajemen properti komersial. CTRA telah menggarap lebih dari 75 proyek di 33 kota di Indonesia. Proyek terbesar CTRA yang ada di Jakarta dan sekitarnya diantaranya Citra Garden City, Ciputra International, Mall & Hotel Ciputra, Citra Tower Kemayoran, Ciputra World Jakarta, CitraRaya Tangerang, dan Citra Maja Raya.

**Analysis of Asia-Pacific Peers**

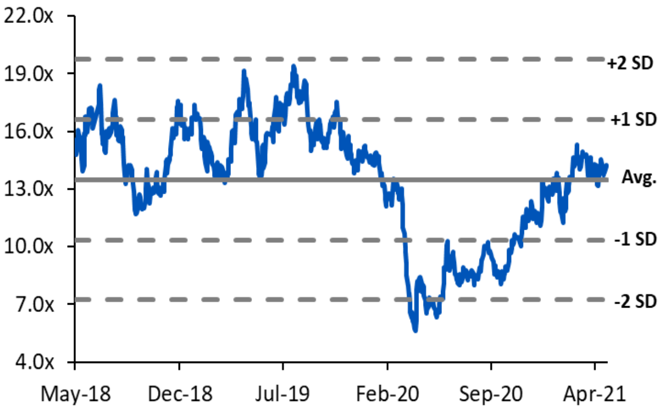
| | Market Cap (USD mn) | Asset (USD mn) | Sales Growth | Gross Margin | Operating Margin | Net Profit Growth | ROE (LTM) | P/E (LTM) | P/BV |
|---|---|---|---|---|---|---|---|---|---|
| **Indonesia** | | | | | | | | | |
| PT Bumi Serpong Damai Tbk | 1,718 | 4,371 | -12.76% | 68.8% | 32.1% | -89.9% | 0.9% | 92.2x | 0.8x |
| PT Ciputra Development Tbk | 1,487 | 2,819 | 6.08% | 51% | 29.9% | 14.1% | 8.6% | 16.2x | 1.4x |
| PT Pakuwon Jati Tbk | 1,796 | 1,900 | -44.78% | 49% | 31.7% | -65.8% | 6.3% | 28.0x | 1.8x |
| PT Summarecon Agung Tbk | 1,006 | 1,790 | -15.34% | 46% | 21.5% | -65.1% | 2.5% | 81.0x | 2.1x |
| **Singapore** | | | | | | | | | |
| Capitaland Ltd | 14,612 | 63,854 | 4.78% | 45% | 1% | - | -6.9% | - | 0.9x |
| **Malaysia** | | | | | | | | | |
| SP Setia Bhd | 1,028 | 7,556 | -17.84% | 20% | 10% | - | -3.2% | - | 0.4x |
| IOI Properties Group Bhd | 1,839 | 7,679 | -3.69% | 56% | 38% | -29.6% | 2.5% | 15.6x | 0.4x |
| **Thailand** | | | | | | | | | |
| Land & Houses PUB Co Ltd | 3,222 | 4,086 | -0.3% | 30.1% | 21.8% | -28.7% | 14.0% | 14.1x | 2.0x |
| WHA Corp PCL | 1,555 | 2,754 | -33.92% | 44% | 38% | -21.8% | 8.7% | 19.3x | 1.7x |
| **Philippines** | | | | | | | | | |
| Megaworld Corp | 2,061 | 7,825 | -36.62% | 62% | 32% | -44.9% | 5.4% | 10.3x | 0.5x |

Unit: USD mn, %, X

Source: Bloomberg, NHKSI Research

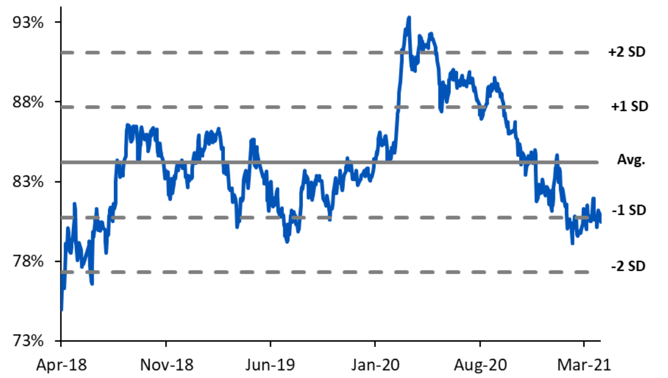
## Valuation Highlights in Charts

### 3-Year Forward P/E Band



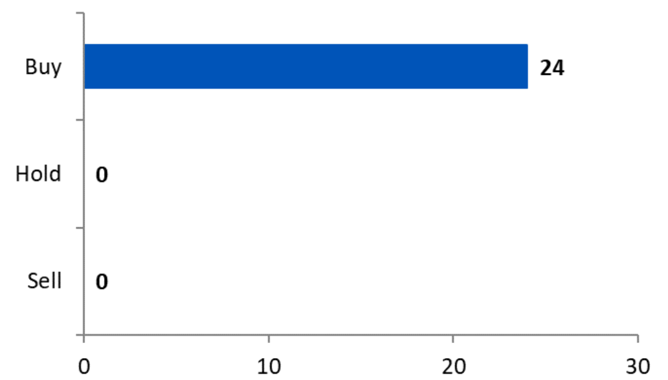

Source: Bloomberg, NHKS Research

### 3-Year Discount to NAV Band



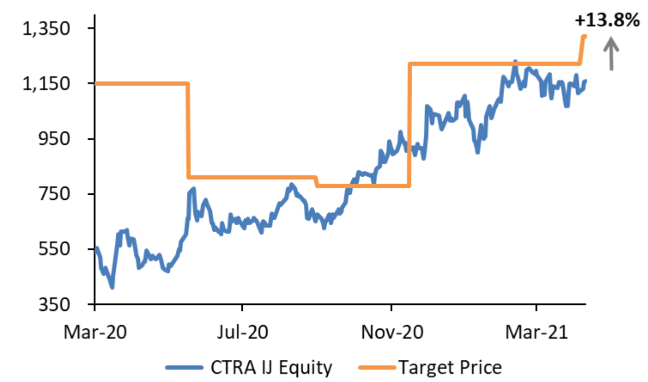

Source: Bloomberg, NHKS Research

### Recommendations by Analysts




Source: Bloomberg, NHKS Research

### Closing and Target Price Update




Source: Bloomberg, NHKS Research

## Rating and Target Price Update

### Target Price

| Date | Rating | Target Price | Last Price | Consensus | vs Last Price | vs Consensus |
|---|---|---|---|---|---|---|
| 03/06/2020 | Buy | 810 | 665 | 871 | 21.8% | -7.0% |
| 24/09/2020 | Buy | 780 | 645 | 881 | 20.9% | -11.5% |
| 11/12/2020 | Buy | 1,220 | 900 | 1,032 | 35.6% | 18.2% |
| 29/04/2021 | Overweight | 1,320 | 1,160 | 1,313 | 13.8% | 0.5% |

Source: NHKSI Research, Bloomberg

# Summary of Financials

## INCOME STATEMENT

| In IDR bn | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|---|---|---|---|---|
| **Revenues** | **7,608** | **8,071** | **8,894** | **9,507** |
| *Growth (% y/y)* | *-0.8%* | *6.1%* | *10.2%* | *6.9%* |
| COGS | (3,816) | (3,949) | (4,313) | (4,557) |
| **Gross Profit** | **3,792** | **4,121** | **4,580** | **4,950** |
| *Gross Margin* | *49.8%* | *51.1%* | *51.5%* | *52.1%* |
| Operating Expenses | (1,551) | (1,705) | (1,901) | (1,973) |
| **EBIT** | **2,240** | **2,417** | **2,679** | **2,977** |
| *EBIT Margin* | *29.4%* | *29.9%* | *30.1%* | *31.3%* |
| Depreciation | 259 | 299 | 298 | 304 |
| **EBITDA** | **2,500** | **2,716** | **2,977** | **3,281** |
| *EBITDA Margin* | *32.9%* | *33.6%* | *33.5%* | *34.5%* |
| Interest Expenses | (923) | (1,235) | (1,194) | (1,340) |
| **EBT** | **1,608** | **1,428** | **1,771** | **1,934** |
| Income Tax | (325) | (57) | (135) | (221) |
| Minority Interest | (125) | (50) | (158) | (138) |
| **Net Profit** | **1,158** | **1,321** | **1,478** | **1,576** |
| *Growth (% y/y)* | *-2.3%* | *14.1%* | *11.9%* | *6.6%* |
| *Net Profit Margin* | *15.2%* | *16.4%* | *16.6%* | *16.6%* |

## PROFITABILITY & STABILITY

| | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|---|---|---|---|---|
| ROE | 6.7% | 7.5% | 8.1% | 8.1% |
| ROA | 3.3% | 3.5% | 3.5% | 3.5% |
| Inventory Turnover | 0.4x | 0.3x | 0.3x | 0.3x |
| Receivables Turnover | 6.4x | 7.6x | 8.3x | 7.9x |
| Payables Turnover | 2.1x | 2.1x | 2.6x | 2.3x |
| Dividend Yield (%) | 1.0% | 0.8% | 0.7% | 0.9% |
| Payout Ratio (%) | 16.0% | 11.2% | 11.3% | 13.3% |
| DER | 52% | 57% | 56% | 54% |
| Net Gearing | 111% | 122% | 129% | 132% |
| Equity Ratio | 49% | 44% | 42% | 43% |
| Debt Ratio | 25% | 26% | 24% | 23% |
| Financial Leverage | 153% | 214% | 231% | 234% |
| Current Ratio | 2.17 | 1.78 | 1.90 | 2.11 |
| Quick Ratio | 41% | 39% | 39% | 43% |
| Par Value (IDR) | 250 | 250 | 250 | 250 |
| Total Shares (mn) | 18,560 | 18,560 | 18,560 | 18,560 |
| Share Price (IDR) | 1,040 | 985 | 1,320 | 1,320 |
| Market Cap (IDR tn) | 19.3 | 18.3 | 24.5 | 24.5 |

## BALANCE SHEET

| In IDR bn | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|---|---|---|---|---|
| Cash | 4,238 | 5,276 | 6,755 | 8,023 |
| Receivables | 1,173 | 937 | 1,217 | 1,177 |
| Inventories | 10,661 | 12,240 | 13,856 | 12,465 |
| **Total Current Assets** | **18,195** | **20,646** | **24,002** | **23,823** |
| Net Fixed Assets | 15,189 | 15,681 | 16,321 | 16,905 |
| Other Non Current Assets | 2,812 | 2,929 | 4,369 | 5,809 |
| **Total Non Current Assets** | 18,001 | 18,610 | 20,690 | 22,715 |
| **Total Assets** | **36,196** | **39,255** | **44,692** | **46,538** |
| Payables | 1,838 | 1,985 | 1,329 | 2,627 |
| ST Debt | 1,434 | 3,152 | 2,486 | 2,557 |
| **Total Current Liabilities** | 8,368 | 11,609 | 12,664 | 11,287 |
| LT Debt | 7,742 | 6,872 | 8,077 | 8,307 |
| **Total Liabilities** | **18,434** | **21,798** | **25,830** | **26,357** |
| Capital Stock + APIC | **8,232** | **8,210** | **8,210** | **8,210** |
| Retained Earnings | **7,146** | **7,135** | **8,446** | **9,812** |
| **Shareholders' Equity** | **17,762** | **17,458** | **18,863** | **20,181** |

## VALUATION INDEX

| | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|---|---|---|---|---|
| Price /Earnings | 16.7x | 13.8x | 16.6x | 15.5x |
| PE/EPS Growth | -7.2x | 1.0x | 1.4x | 2.3x |
| Price /Book Value | 1.1x | 1.0x | 1.3x | 1.2x |
| EV/EBITDA | 9.7x | 8.5x | 9.5x | 8.3x |
| EV (IDR bn) | 24,241 | 23,030 | 28,308 | 27,340 |
| Revenue CAGR (3-Yr) | 4.1% | 7.8% | 5.1% | 7.7% |
| Net Income CAGR (3-Yr) | 7.4% | 13.9% | 7.6% | 10.8% |
| Basic EPS (IDR) | 62 | 71 | 80 | 85 |
| BVPS (IDR) | 957 | 941 | 1,016 | 1,087 |
| DPS (IDR) | 9.99 | 7.99 | 8.98 | 11.32 |

## CASH FLOW STATEMENT

| In IDR bn | 2019/12A | 2020/12A | 2021/12E | 2022/12E |
|---|---|---|---|---|
| Operating Cash Flow | 980 | 1,214 | 1,618 | 1,880 |
| Investing Cash Flow | (582) | (838) | (606) | (654) |
| Financing Cash Flow | 604 | 658 | 467 | 43 |
| **Net Changes in Cash** | **1,001** | **1,034** | **1,479** | **1,269** |

## OWNERSHIP

| **Shareholders** | **%** |
|---|---|
| PT Sang Pelopor | 52.8 |
| Vanguard Group Inc | 2.7 |
| Norgers Bank | 2.5 |
| Fiera Capital Corp. | 1.6 |
| Dimensional Fund Adv. | 1.2 |
| **By Geography** | **%** |
| Indonesia | 80.7 |
| United States | 7.9 |
| Norway | 3.8 |
| Luxembourg | 3.2 |

Source: Company Data, NHKSI Research

## NH Korindo Sekuritas Indonesia (NHKSI) Stock Ratings

1. Based on a stock's forecasted absolute return over a period of 12 months from the date of publication.
2. Rating system based on a stock's potential upside from the date of publication
   - Buy : Greater than +15%
   - Overweight : +5% to +15%
   - Hold : -5% to +5%
   - Underweight : -5% to -15%
   - Sell : Less than -15%