

Mayora Indah Tbk (MYOR)

Kinerja Cukup Baik meski Margin Turun

Hasil 2Q21 MYOR cukup baik di tengah kondisi yang tidak menguntungkan. Namun, kinerja kuartal mendarat mengkhawatirkan karena harga komoditas dan pertumbuhan penjualan ekspor. Oleh karena itu, kami berharap perusahaan dapat meningkatkan ASP dan mempertahankan efisiensi operasi.

Kinerja 2Q21 yang baik meskipun margin lebih rendah

- MYOR mencatat pendapatan sebesar IDR5,8 triliun, hanya tumbuh sebesar 2,0% YoY di 2Q21. Secara kumulatif, *top line* berhasil mencapai penjualan 1H21 sebesar IDR13,1 triliun (+18,7% YoY), 49% dan 48% dari perkiraan kami dan konsensus.
- Dalam pandangan kami, MYOR cukup kuat untuk menahan tekanan di tengah daya beli yang lesu dan persaingan yang ketat, seiring perusahaan membukukan kinerja yang baik selama kuartal tersebut.
- Pada 2Q21, COGS meningkat 10,5% menjadi IDR4,4 miliar, sesuai ekspektasi, karena tren kenaikan harga komoditas dan bahan kemasan.
- Situasi saat ini berdampak negatif pada MYOR karena margin yang sangat berkorelasi dengan biaya bahan baku. Sehingga, margin kotor turun -580bps menjadi 24,4% (vs. 2Q20: 30,2%)
- Beban iklan dan promosi, komponen utama opex MYOR mengalami penurunan menjadi IDR782 miliar dari IDR929 miliar di 2Q20, mewakili 13,4% dari penjualan di 2Q21 (vs 2Q20: 16,3%) karena perusahaan lebih selektif dalam aktivitas A&P.
- Pada level operasional, MYOR membukukan laba sebesar IDR250 miliar (-48,7% YoY), yang mengakibatkan penurunan margin EBIT menjadi 4,3% (vs. 2Q20: 8,5%)
- Perusahaan juga melaporkan laba bersih sebesar IDR108miliar di 2Q21 dan IDR930miliar (-0,8% YoY) secara kumulatif di 1H21. Momentum pertumbuhan ini terutama didukung oleh efisiensi operasional dan penurunan beban bunga.

Pertumbuhan penjualan yang luar biasa di segmen pengolahan makanan

- Secara rinci, segmen pengolahan makanan (c.52,8% dari total penjualan) memberikan kontribusi pertumbuhan tertinggi sebesar 22,4% YoY, didorong penjualan musiman dan *base line* yang rendah.
- Sementara itu, segmen pengolahan minuman melambat (-8,4% YoY, -22,0% QoQ) dengan kontribusi 47,2% terhadap total penjualan (vs 2Q20: 54,5%)
- Memasuki 2H21, kami mewaspadai margin yang lebih rendah dan permintaan yang lemah karena gelombang kedua Covid-19 di Asia akan menghambat pertumbuhan penjualan.
- Dengan demikian, kami berharap ASP akan meningkat untuk mempertahankan profitabilitasnya. Kami juga percaya perusahaan dapat meningkatkan pangsa pasarnya dengan portofolio mereka yang luas di tengah persaingan ketat.
- Meskipun penjualan ekspor terus meningkat, ini akan segera berakhir karena adanya tanda gelombang ke-2 Covid-19 di Asia Tenggara. Dengan demikian, penjualan ekspornya melemah sebesar -5,5% YoY di 2Q21.

Valuasi

- Kami mempertahankan perkiraan penjualan kami, namun memotong perkiraan laba bersih masing-masing sebesar 18%/6% FY21F/22F. Kami mempertimbangkan margin kotor yang lebih rendah dan hambatan pertumbuhan penjualan ekspor.
- Meskipun kinerja saham kurang baik (YTD: -22,6%), kami percaya bahwa produk yang baru diluncurkan akan mendorong pertumbuhan penjualan yang lebih baik di 2021F dan seterusnya. Oleh karena itu, kami mengubah rekomendasi kami menjadi BUY dan mempertahankan TP kami di IDR2.700 (berdasarkan target P/E 25,1x)

Mayora Indah Tbk | Summary (IDR bn)

	2020	2021F	2022F	2023F
Sales	24,477	26,925	28,612	30,624
Growth	-2.2%	10.0%	6.3%	7.0%
Net Profit	2,061	2,099	2,410	2,658
Growth	3.7%	1.9%	14.8%	10.3%
EPS (IDR)	92	94	108	119
P/E	29.4x	28.8x	25.0x	22.7x
P/BV	5.4x	4.9x	4.5x	4.1x
EV/EBITDA	17.0x	15.6x	14.7x	13.3x
ROE	18.3%	17.1%	17.8%	17.9%
DER	0.4x	0.3x	0.3x	0.2x
Dividend Yield	1.1%	1.9%	1.9%	2.2%

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

BUY

Target Price (IDR)	2,700
Consensus Price (IDR)	2,931
TP to Consensus Price	-7.9%
Potential Upside	21.1%

Shares data

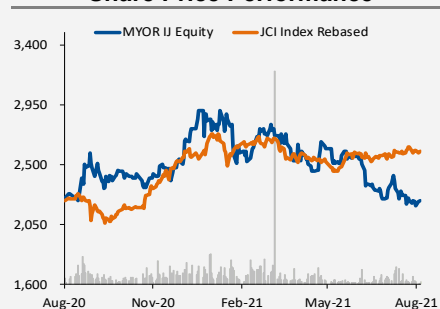
Last Price (IDR)	2,230
Price date as of	18-Aug-21
52 wk range (Hi/Lo)	2910/2190
Free float (%)	15.7
Outstanding sh.(mn)	22,359
Market Cap (IDR bn)	49,189
Market Cap (USD mn)	3,414
Avg. Trd Vol - 3M (mn)	2.25
Avg. Trd Val - 3M (bn)	5.25
Foreign Ownership	3.9%

Consumer Non-Cyclicals

Food & Beverage

Bloomberg	MYOR.IJ
Reuters	MYOR.JK

Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	-22.6%	-5.5%	-11.9%	-0.9%
Rel. Ret.	-22.8%	-6.7%	-16.7%	-16.4%

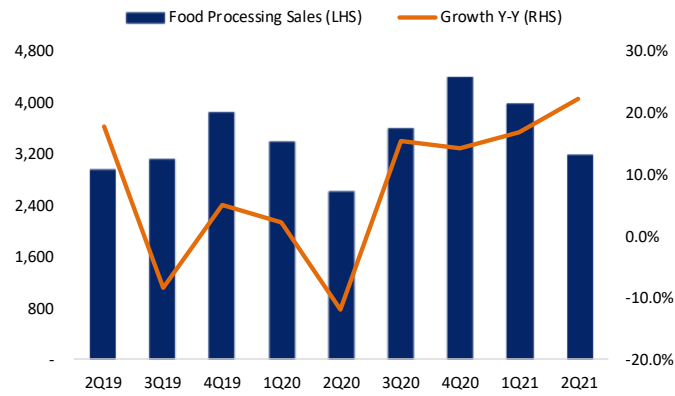
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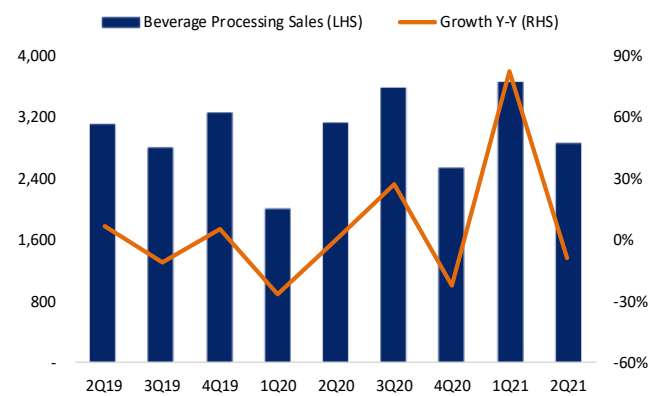
Performance Highlights

Food Processing Quarterly Sales (IDR Bn) | 2Q19 - 2Q21



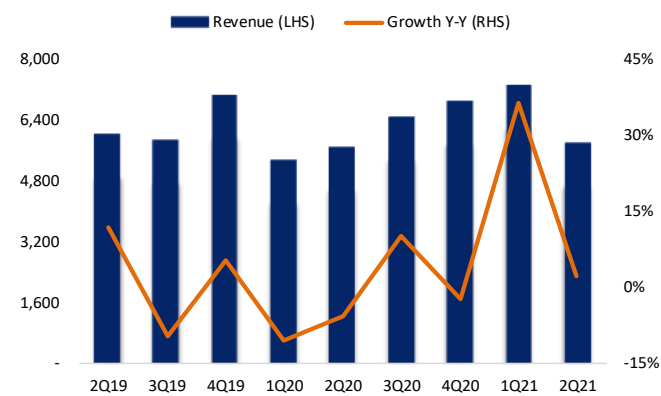
Source: Company, NHKSI Research

Beverage Processing Quarterly Sales (IDR Bn) | 2Q19 - 2Q21



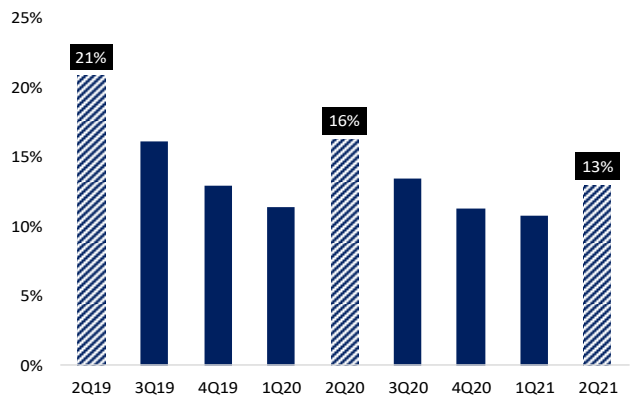
Source: Company, NHKSI Research

Revenue (IDR Bn) | 2Q19 - 2Q21



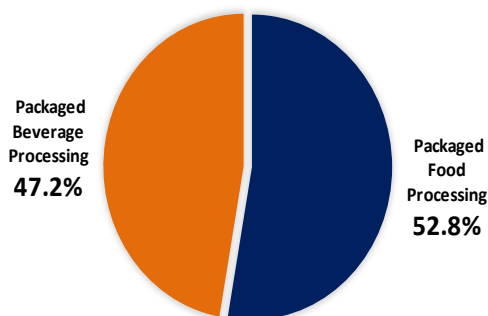
Source: Company, NHKSI Research

A&P to Sales | 2Q19 - 2Q21



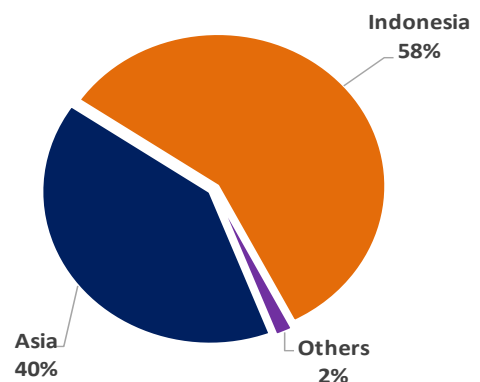
Source: Company, NHKSI Research

Revenue Breakdown | 2Q21



Source: Company, NHKSI Research

Geographic Revenue Breakdown (%) | 2Q21



Source: Bloomberg, NHKSI Research

Company Overview



PT. Mayora Indah Tbk. (Perseroan) didirikan pada tahun 1977 dengan pabrik pertama berlokasi di Tangerang dengan target market wilayah Jakarta dan sekitarnya. Setelah mampu memenuhi pasar Indonesia, Perseroan melakukan Penawaran Umum Perdana dan menjadi perusahaan publik pada tahun 1990 dengan target market; konsumen Asean.

Sebagai Perusahaan Barang Konsumen yang Bergerak Cepat, PT. Mayora Indah Tbk telah terbukti menjadi produsen produk makanan dan minuman berkualitas tinggi. Beragam produk Mayora dapat dibagi menjadi 8 kategori: biskuit, permen, wafer, coklat, kopi, makanan instan, minuman dan sereal. Di antara merek terkenal kami adalah Kopiko, Danisa, Roma, Energen, Torabika, Beng Beng, dan banyak lagi.

Consumer Companies Peers Analysis

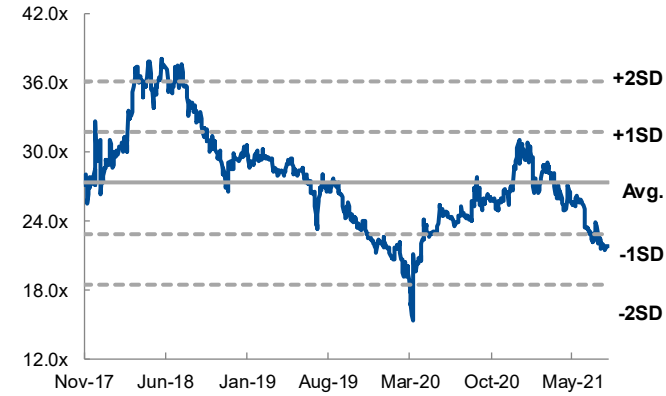
Company	Market Cap (USD mn)	Asset (USD mn)	Sales LTM (USD mn)	Net Profit LTM (USD mn)	Net Profit Growth LTM	Net Margin	ROE LTM	P/E LTM	P/BV
Indonesia									
Mayora Indah	3,414	1,420	1,842	142	-3.64%	7.7%	18.2%	23.9x	4.1x
Unilever Indonesia	10,962	1,475	2,871	457	-9.92%	15.9%	102.8%	23.9x	39.3x
Indofood Sukses Makmur	3,824	11,715	5,980	466	36.64%	7.8%	16.1%	8.1x	1.2x
Indofood CBP Sukses Makmur	6,718	7,439	3,419	436	11.56%	12.8%	21.6%	15.3x	3.1x
India									
Hindustan Unilever Ltd	78,619	9,398	6,241	1,077	18.48%	17.3%	28.6%	73.1x	12.3x
Godrej Consumer Products	13,834	1,952	1,486	232	14.98%	15.6%	19.9%	59.7x	10.9x
Marico Ltd	9,103	753	1,077	158	14.79%	14.7%	37.4%	57.7x	20.9x
Proctor & Gamble Hygiene	5,595	242	414	60	3.33%	14.4%	41.9%	96.0x	35.9x
Colgate Palmolive (India)	6,109	396	648	139	26.81%	21.5%	75.0%	43.8x	38.9x
Emami Ltd	3,574	344	388	61	50.11%	15.8%	25.4%	58.4x	15.1x
Gillette India Ltd	2,633	179	232	32	-8.99%	13.7%	27.2%	85.0x	21.5x
Jyothy Labs Ltd	817	267	257	27	17.09%	10.5%	15.0%	30.5x	4.3x
Eveready Industries India	336	139	168	(42)	272.79%	-24.9%	-77.8%	N/A	10.2x

Unit: USD mn, %, X

Source: Bloomberg, NHKSI research

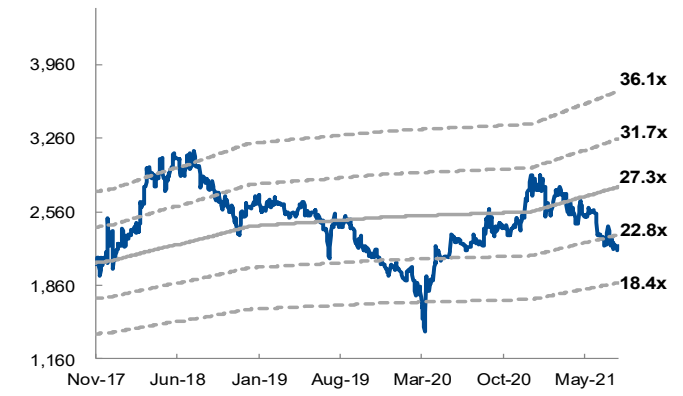
Valuation Highlight in Charts

Forward P/E band | Last 5 years



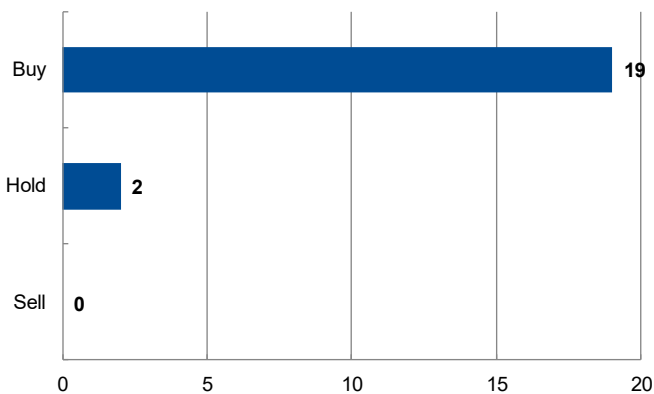
Source: NHKSI research

Dynamic Forward P/E band | Last 5 years



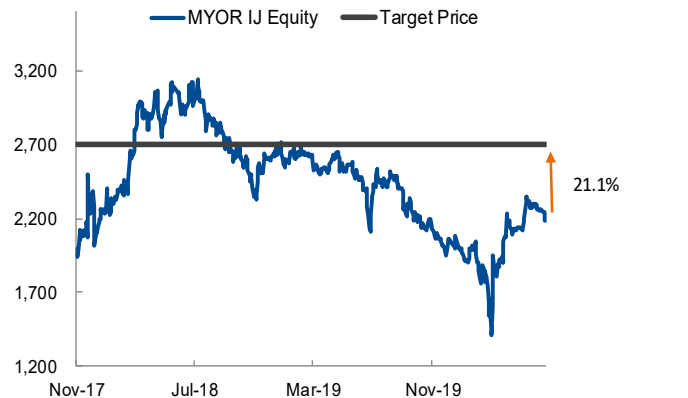
Source: NHKSI research

Recommendations by Analysts



Source: Bloomberg, NHKSI research

Closing and Target Price Update



Source: Bloomberg, NHKSI research

Rating and Target Price Update

Target Price Revision

Date	Rating	Target Price	Last Price	Consensus	vs Last Price	vs Consensus
23/11/2020	Overweight	2,700	2,410	2,811	+12.0%	-3.9%
19/8/2021	Buy	2,700	2,230	2,931	+21.1%	-7.9%

Source: NHKSI research, Bloomberg

Summary of Financials

INCOME STATEMENT

(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Net Sales	24,477	26,925	28,612	30,624
<i>Growth</i>	-2.2%	10.0%	6.3%	7.0%
COGS	(17,178)	(18,815)	(20,125)	(21,477)
Gross Profit	7,299	8,110	8,487	9,147
<i>Gross Margin</i>	29.8%	30.1%	29.7%	29.9%
Operating Expenses	(4,458)	(5,113)	(5,150)	(5,512)
EBIT	2,841	2,998	3,337	3,635
<i>EBIT Margin</i>	11.6%	11.1%	11.7%	11.9%
Depreciation	805	883	716	820
EBITDA	3,646	3,880	4,053	4,455
<i>EBITDA Margin</i>	14.9%	14.4%	14.2%	14.5%
Interest Expenses	(354)	(312)	(246)	(223)
EBT	2,684	2,778	3,190	3,518
Income Tax	(661)	(751)	(862)	(950)
Minority Interest	38	72	82	91
Net Profit	2,061	2,099	2,410	2,658
<i>Growth</i>	3.7%	1.9%	14.8%	10.3%
<i>Net Profit Margin</i>	8.4%	7.8%	8.4%	8.7%

PROFITABILITY & STABILITY

	2020/12A	2021/12E	2022/12E	2023/12E
ROE	18.3%	17.1%	17.8%	17.9%
ROA	10.4%	10.4%	11.4%	11.8%
Inventory Turnover	6.1x	7.0x	7.3x	7.0x
Receivable Turnover	4.3x	5.0x	5.4x	5.4x
Payables Turnover	11.8x	11.6x	11.6x	11.6x
Dividend Yield	1.1%	1.9%	1.9%	2.2%
Payout Ratio	33.7%	55.0%	55.0%	55.0%
DER	0.4x	0.3x	0.3x	0.2x
Net Gearing	0.4x	0.3x	0.3x	0.2x
Equity Ratio	57.0%	60.7%	63.8%	66.1%
Debt Ratio	24.6%	19.4%	16.6%	14.5%
Financial Leverage	91.4%	93.9%	95.2%	96.6%
Current Ratio	3.7x	3.7x	3.7x	3.8x
Quick Ratio	2.9x	3.0x	3.0x	3.0x
Par Value (IDR)	10	10	10	10
Total Shares (mn)	22,358	22,358	22,358	22,358
Share Price (IDR)	2,710	2,700	2,700	2,700
Market Cap (IDR tn)	60.6	60.4	60.4	60.4

BALANCE SHEET

(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Cash	3,778	3,952	4,465	4,611
Receivables	5,464	5,306	5,330	5,621
Inventories	2,805	2,556	2,757	3,060
Total Current Assets	12,839	12,989	13,536	14,371
Net Fixed Assets	6,272	6,506	6,906	7,311
Other Non Current Assets	667	715	763	810
Total Non Current Assets	6,939	7,221	7,668	8,121
Total Assets	19,778	20,210	21,204	22,492
Payables	1,592	1,665	1,742	1,859
ST Bank Loan	1,010	716	686	617
Total Current Liabilities	3,475	3,524	3,643	3,776
LT Debt	3,850	3,210	2,830	2,652
Total Liabilities	8,506	7,940	7,679	7,634
Capital Stock & APIC	448	448	448	448
Retained Earnings	10,571	11,537	12,792	14,125
Shareholders' Equity	11,271	12,269	13,525	14,858

CASH FLOW STATEMENT

(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Operating Cash Flow	3,767	3,349	3,241	2,991
Investing Cash Flow	(1,162)	(1,133)	(1,164)	(1,273)
Financing Cash Flow	(1,866)	(2,035)	(1,564)	(1,573)
Net Changes in Cash	796	181	513	145

Source: NHKSI research, Bloomberg

VALUATION INDEX

	2020/12A	2021/12E	2022/12E	2023/12E
Price /Earnings	29.4x	28.8x	25.0x	22.7x
Price /Book Value	5.4x	4.9x	4.5x	4.1x
PE/EPS Growth	8.0x	15.5x	1.7x	2.2x
EV/EBITDA	17.0x	15.6x	14.7x	13.3x
EV/EBIT	21.8x	20.2x	17.9x	16.3x
EV (IDR bn)	61,926	60,626	59,703	59,310
Sales CAGR (3-Yr)	5.5%	3.8%	4.6%	7.8%
Net Income CAGR (3-Yr)	8.9%	6.9%	6.6%	8.9%
Basic EPS (IDR)	92	94	108	119
BVPS (IDR)	504	549	605	665
DPS (IDR)	30	51	52	59

OWNERSHIP

Shareholders	%
Unita Branindo	32.9
Mayora Dhana Utama	26.1
Jogi Hendra Atmadja	25.2
Schroder Investment	2.9
By Geography	%
Unknown	92.8
Indonesia	3.3
Norway	1.2
United States	1.1

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%

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