Mitra Adiperkasa Tbk (MAPI IJ)
Pemulihan di Depan Mata

MAPI membukukan pendapatan yang kurang baik karena SSSG negatif di 3Q21. Namun, kinerja ini sesuai dengan perkiraan kami mengingat penerapan PPKM yang lebih ketat. Ke depannya, perputaran perusahaan masih baik dengan musim perayaan yang akan datang dan pembatasan secara bertahap dicabut.

Laba Bersih Q3 Mengecewakan, Sesuai Perkiraan

- MAPI mencatatkan rugi bersih IDR355 miliar di 3Q21, penurunan ini diperkirakan karena jam operasional yang lebih pendek dan kapasitas pusat perbelanjaan yang terbatas.
- Pendapatan terkontraksi -12,8% YoY menjadi IDR2,9 triliun, sejalan dengan penurunan kunjungan ritel. Secara kumulatif, penjualan tercatat sebesar IDR12,1 triliun, mencapai 71% dan 69% dari perkiraan kami dan konsensus.
- Dalam pandangan kami, situasi ini bukan yang terburuk mengingat MAPI telah melakukan berbagai inisiatif termasuk kehadiran di platform digital dan efisiensi untuk menghadapi tantangan tersebut.
- MAPI berhasil mencatatkan COGS yang lebih rendah di IDR1,8tn (-9,9% YoY), meskipun margin laba kotor sedikit turun 198bps menjadi 40,2%. Penurunan margin dikaitkan dengan mempertahankan tingkat persediaan dan izin.
- Di sisi margin, margin EBIT di 3Q21 turun menjadi -10,0% YoY (vs 3Q20: -3,8% YoY), sementara margin laba bersih juga turun menjadi -12,1%.
- Dengan mendekatnya musim liburan dan peningkatan mobilitas yang cepat, kami memperkirakan pemulihan yang kuat di kuartal mendatang.

Pemulihan Seiring Hambatan Mereda

- Meskipun terjadi penutupan toko sementara, kami melihat *channel online* berperforma baik dengan laju pertumbuhan 48,1% di 9M21.
- Namun, kami memperkirakan minat konsumen untuk membeli produk secara *online* mungkin akan menurun dalam waktu dekat karena vaksin diluncurkan dan pembatasan dicabut.
- Seperti yang kami harapkan sebelumnya, SSSG Q3 terkonsolidasi berada di -25%, dengan SSSG *department store* dan *specialty* masing-masing mencapai -29% dan -23%.
- Sementara itu, perusahaan berhasil meningkatkan *customer engagement* melalui program loyalitas pelanggan MAPCLUB. Program loyalitas yang dijalankan dengan baik telah menguntungkan perusahaan karena mampu mendorong lebih dari dua kali lipat nilai transaksi rata-rata dibandingkan dengan non-anggota.
- Mobilitas meningkat di Q4 karena pemerintah memutuskan untuk menurunkan status PPKM, mengakibatkan jam operasional untuk pusat perbelanjaan diperpanjang. Ini merupakan pertanda baik bagi perusahaan mengingat sebagian besar toko MAPI berada di wilayah Jabodetabek.

Valuasi

- Kami mempertahankan rekomendasi BUY di MAPI dan menaikkan TP kami menjadi Rp1.100 dengan potensi kenaikan 31.7% dari harga saham saat ini.
- Kami menyukai perusahaan karena strategi yang solid di tengah situasi yang tidak pasti. Selain itu, penjualan secara keseluruhan di Q4 diperkirakan akan meningkat karena musim perayaan.

MItra Adiperkasa Tbk | Summary (IDR bn)

	2020	2021F	2022F	2023F
Revenue	14,847	16,909	18,312	20,254
Growth	*-31.2%*	*13.9%*	*8.3%*	*10.6%*
Net Profit	(554)	208	539	607
Growth	*-159.3%*	*137.5%*	*159.5%*	*12.7%*
EPS (IDR)	(33)	13	32	37
P/E	-23.7x	66.0x	25.4x	22.6x
P/BV	2.4x	2.3x	2.2x	2.1x
EV/EBITDA	13.0x	6.9x	5.7x	5.5x
ROE	-8.5%	3.0%	7.3%	7.9%
DER	82.6%	66.2%	56.1%	51.8%
Dividend Yield	0.0%	0.0%	1.1%	2.0%

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

NH KORINDO SEKURITAS INDONESIA

Company Report | Nov 23, 2021

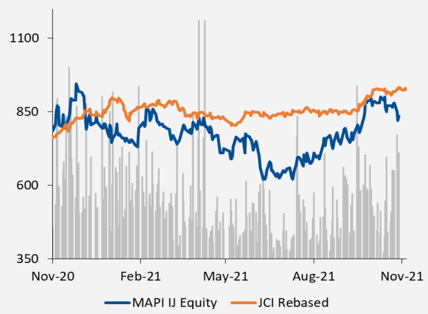
BUY

Target Price (IDR)	**1,100**
Consensus Price (IDR)	1,015
TP to Consensus Price	+8.4%
Potential Upside	+31.7%

Shares data	
Last Price (IDR)	835
Price date as of	Nov. 18, 2021
52 wk range (Hi/Lo)	945 / 620
Free float (%)	44.0%
Outstanding sh.(mn)	16,600
Market Cap (IDR bn)	13,695
Market Cap (USD mn)	960
Avg. Trd Vol - 3M (mn)	19.45
Avg. Trd Val - 3M (bn)	15.8
Foreign Ownership	26.8%

Consumer Cyclical	
Retail	
Bloomberg	**MAPI IJ**
Reuters	**MAPI.JK**

Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	5.7%	-5.6%	17.6%	7.7%
Rel. Ret.	-4.2%	-5.3%	9.1%	-11.7%

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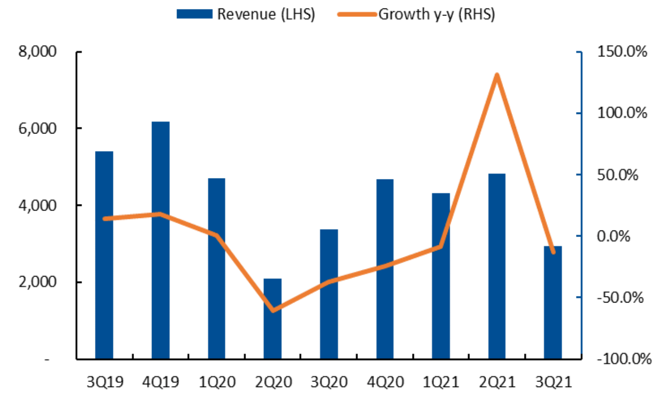
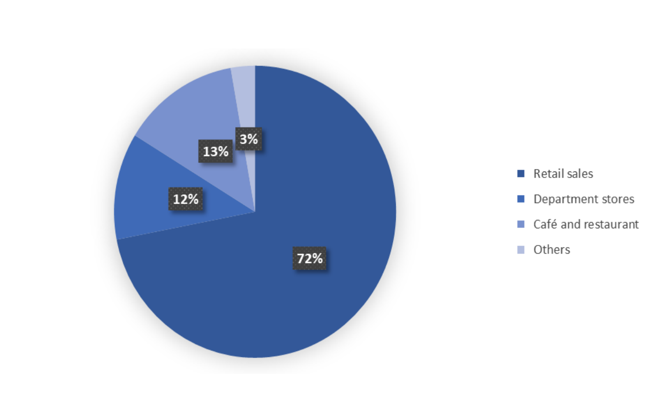
Performance Highlights

MAPI Quarterly Net Revenues | 3Q19 - 3Q21



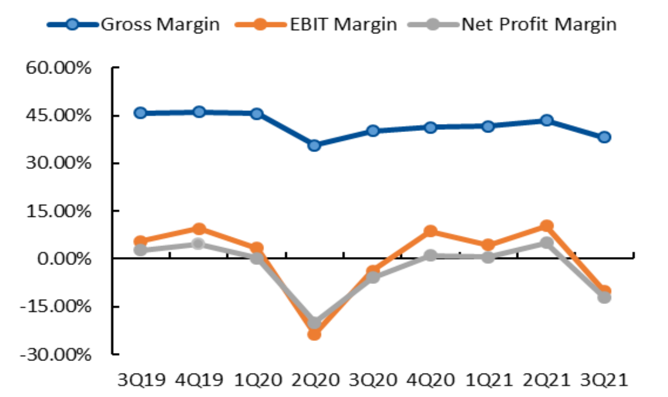
Source: Company, NHKSI Research

MAPI Revenue Breakdown | 3Q21



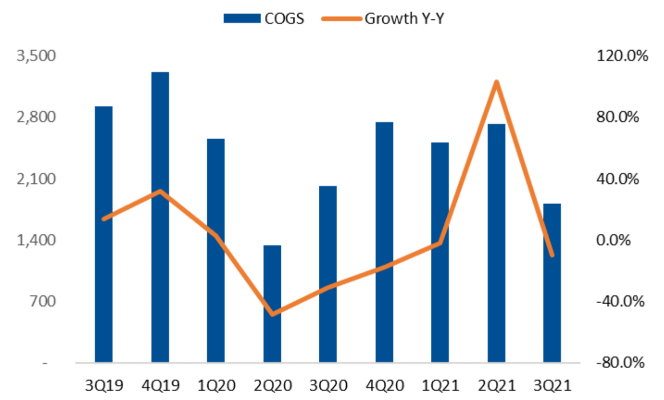
Source: Company, NHKSI Research

Margin Ratios | 3Q19 - 3Q21



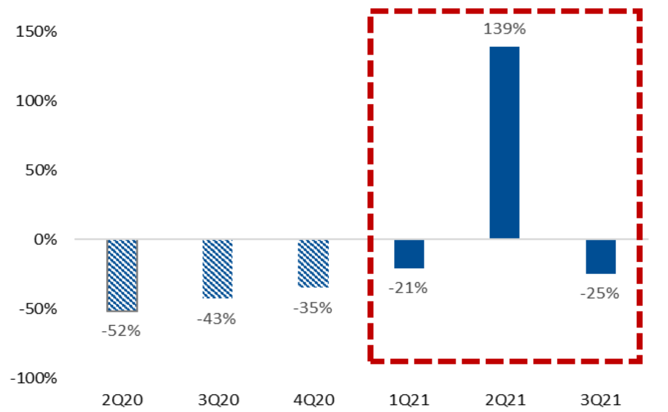
Source: Company, NHKSI Research

COGS | 3Q21



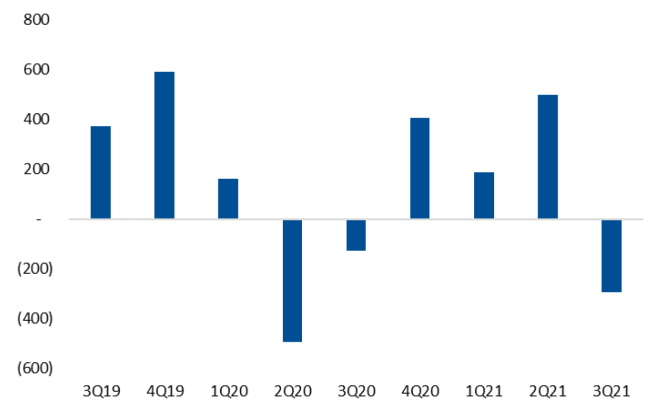
Source: Company, NHKSI Research

MAPI SSSG | 3Q21



Source: Company, NHKSI Research

EBIT | 3Q21



Source: Company, NHKSI Research

Company Overview

MAPI merupakan salah satu perusahaan ritel di Indonesia dengan portfolio brand terbanyak, lebih dari 154 merek global. MAPI didirikan pada tahun 1995 dengan berfokus pada produk alat olahraga. Kini, MAPI telah berkembang pesat dengan lini usaha di produk olahraga, fashion, department stores, makanan & minuman, produk anak-anak dan gaya hidup, dengan target konsumen menengah-atas.

Selain di Indonesia, MAPI juga beroperasi di berbagai negara tetangga, seperti Singapura, Malaysia, Thailand, Australia dan lainnya. Pada 2016, MAPI juga melebarkan sayapnya ke Vietnam melalui pembukaan gerai Zara pertama. Di Indonesia sendiri, terdapat lebih dari 2.300 gerai ritel MAPI yang tersebar di 71 kota besar.

Industri Ritel Indonesia di ASEAN

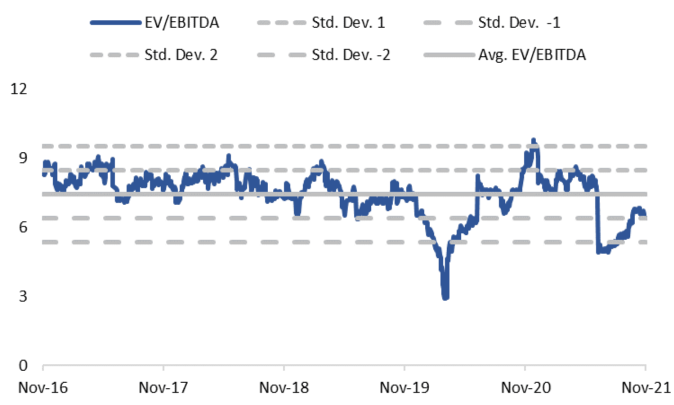
Indonesia merupakan negara dengan jumlah penduduk terbesar di ASEAN. Hal ini menjadikan Indonesia sebagai tempat yang menguntungkan bagi bisnis ritel. Pasar ritel Indonesia dikuasai oleh LPPF, RALS, MAPI dengan gerai yang tersebar di seluruh Indonesia. Pada 2019, Aprindo menargetkan pertumbuhan bisnis ritel mencapai 10%. Kebijakan pemerintah yang mengunci tarif listrik dan harga BBM bisa menjadi katalis positif yang memacu pulihnya daya beli masyarakat hingga 2020.

ASEAN Retailers

Company	Market Cap (USD mn)	Asset (USD mn)	Sales Growth	Gross Margin	Operating Margin	ROE LTM	P/E LTM	P/BV LTM	Dividend Yield
Indonesia									
LPPF	827	454	-52.91%	58.5%	-18.0%	19.7%	65.1x	10.9x	2.2%
RALS	388	380	-54.83%	43%	-10.2%	1.6%	84.1x	1.4x	N/A
MAPI	960	1,268	-31.38%	42%	-0.5%	-0.6%	N/A	2.6x	N/A
Singapore									
Metro Holdings	479	1,747	-53.71%	16%	-7%	2.3%	18.5x	0.4x	2.9%
Malaysia									
Parkson Holdings Bhd	54	2,381	3.29%	N/A	9%	-2.3%	N/A	0.1x	N/A
Thailand									
Robinson PCL	N/A	878	17.54%	34%	10%	15.1%	N/A	N/A	N/A
Philippines									
SM Investments Corp	23,123	25,503	-20.75%	35%	11%	8.7%	33.1x	2.7x	0.4%

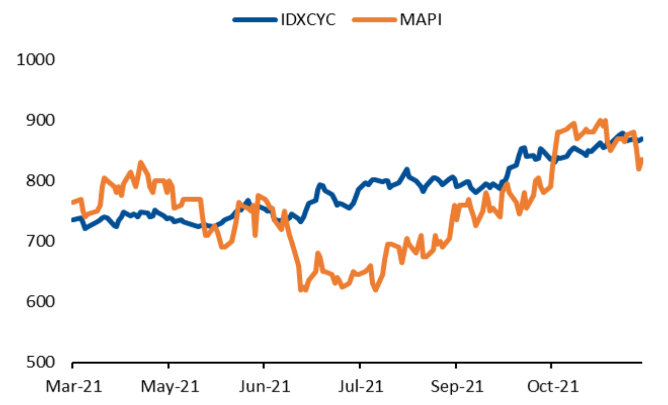
Valuation highlights in charts

5-year trailing EV/EBITDA band



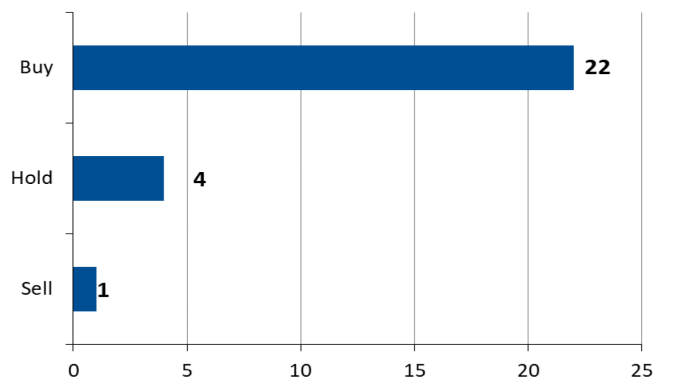
Source: Company Data, NHKSI Research

MAPI and IDX Cyclical Index



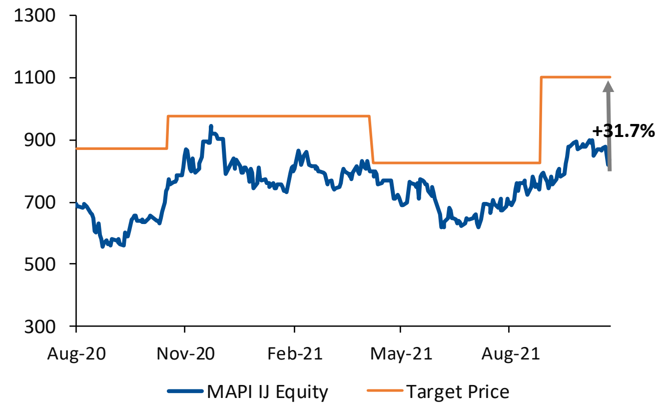
Source: Company Data, NHKSI Research

Consensus of analyst recommendation



Source: Bloomberg

Closing and Target Price Update



Source: NHKSI research

Rating and Target Price Update

Target Price Revision

Date	Rating	Target Price	Last Price	Consensus	vs Last Price	vs Consensus
8/19/2019	Buy	1,200	990	1,118	21.2%	7.4%
13/07/2020	Buy	870	720	857	20.8%	1.5%
16/12/2020	Buy	975	845	937	15.4%	4.0%
02/08/2021	Buy	825	620	893	33.1%	-7.6%
23/11/2021	Buy	1,100	835	1,015	31.7%	8.4%

Source: NHKSI research, Bloomberg

Summary of Financials

INCOME STATEMENT

(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Sales	**14,847**	**16,909**	**18,312**	**20,254**
Growth	*-31.2%*	*13.9%*	*8.3%*	*10.6%*
Cost of Good Sold	(8,666)	(9,472)	(9,925)	(11,139)
Gross Profit	**6,181**	**7,437**	**8,387**	**9,114**
Gross Margin	*41.6%*	*44.0%*	*45.8%*	*45.0%*
Operating Expenses	(6,238)	(6,589)	(7,119)	(7,707)
EBIT	**(57)**	**848**	**1,268**	**1,408**
EBIT Margin	*-0.4%*	*5.0%*	*6.9%*	*7.0%*
Depreciation	871	819	879	917
EBITDA	**814**	**1,667**	**2,146**	**2,325**
EBITDA Margin	*5.5%*	*9.9%*	*11.7%*	*11.5%*
Interest Expenses	(552)	(496)	(421)	(375)
EBT	**(724)**	**205**	**773**	**871**
Income Tax	139	(107)	(198)	(223)
Minority Interest	32	110	(37)	(41)
Net Profit	**(554)**	**208**	**539**	**607**
Growth	*-159.3%*	*137.5%*	*159.5%*	*12.7%*
Net Profit Margin	*-3.7%*	*1.2%*	*2.9%*	*3.0%*

PROFITABILITY & STABILITY

	2020/12A	2021/12E	2022/12E	2023/12E
ROE	-8.5%	3.0%	7.3%	7.9%
ROA	-3.1%	1.2%	3.1%	3.3%
Inventory Turnover	2.4x	2.4x	2.6x	3.1x
Receivable Turnover	39.6x	45.6x	49.3x	56.2x
Payables Turnover	5.1x	5.4x	5.6x	6.1x
Dividend Yield	0.0%	0.0%	1.1%	2.0%
Payout Ratio	0.0%	0.0%	73.7%	36.2%
DER	82.6%	66.2%	56.1%	51.8%
Net Gearing	28.2%	29.9%	21.6%	24.3%
Equity Ratio	36.8%	39.0%	42.8%	41.6%
Debt Ratio	0.3x	0.3x	0.2x	0.2x
Financial Leverage	2.3x	2.6x	2.4x	2.4x
Current Ratio	1.1x	1.2x	1.3x	1.3x
Quick Ratio	0.6x	0.6x	0.8x	0.8x
Par Value (IDR)	50	50	50	50
Total Shares (mn)	16,600	16,600	16,600	16,600
Share Price (IDR)	790	825	825	825
Market Cap (IDR tn)	13.1	13.7	13.7	13.7

BALANCE SHEET

(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Cash	2,788	2,727	3,178	3,705
Receivables	342	400	343	378
Inventories	3,715	4,226	3,279	3,923
Total Current Assets	**8,165**	**8,796**	**8,367**	**9,698**
Net Fixed Assets	3,365	3,312	3,217	3,109
Other Non Current Asset	983	950	1,018	1,053
Total Non Current Asse	9,485	8,936	8,907	8,824
Total Assets	**17,650**	**17,732**	**17,274**	**18,522**
Payables	1,621	1,856	1,679	1,984
ST Bank Loan	2,497	2,094	1,930	1,835
Total Current Liabilitie	7,345	7,235	6,420	7,317
LT Debt	2,873	2,492	2,219	2,158
Total Liabilities	**11,151**	**10,809**	**9,879**	**10,814**
Capital Stock	830	830	830	830
Retained Earnings	2,905	3,290	3,766	4,094
Shareholders' Equity	**6,499**	**6,923**	**7,395**	**7,708**

VALUATION INDEX

	2020/12A	2021/12E	2022/12E	2023/12E
Price /Earnings	-23.7x	66.0x	25.4x	22.6x
Price /Book Value	2.4x	2.3x	2.2x	2.1x
PE/EPS Growth	0.1x	-0.5x	0.2x	1.8x
EV/EBITDA	13.0x	6.9x	5.7x	5.5x
EV/EBIT	-184.5x	13.6x	9.7x	9.1x
EV (IDR bn)	10,549	11,519	12,244	12,831
Revenue CAGR (3-Yr)		-3.7%	-5.3%	10.9%
Net Income CAGR (3-Yr)		-34.4%	-16.7%	-203.1%
Basic EPS (IDR)	(33)	13	32	37
BVPS (IDR)	329	352	381	401
DPS (IDR)	-	-	9.1	16.9

CASH FLOW STATEMENT

(IDR bn)	2020/12A	2021/12E	2022/12E	2023/12E
Operating Cash Flow	(1,028)	680	1,646	1,715
Investing Cash Flow	(876)	(574)	(766)	(832)
Financing Cash Flow	3,181	(342)	(429)	(356)
Net Changes in Cash	**1,277**	**(237)**	**451**	**527**

OWNERSHIP

Shareholders	**%**
Satya Mulia Gema	51.0
Employees Provident Fund	5.0
Schroder Investment	3.6
Norges Bank	3.0
By Geography	**%**
Indonesia	71.0
Malaysia	6.6
United States	5.7
United Kingdom	3.9

Source: 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%

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