

Ciputra Development Tbk (CTRA IJ)

Dampak Kenaikan BI 7DRRR Relatif Jangka Pendek

Kenaikan BI 7DRRR membuat penyesuaian Loan Interest Expenses, dan Mortgage Rate bagi konsumen Sektor Properti. Namun, kemampuan CTRA menjaga pertumbuhan Topline dan Bottomline, membuat NHKSI Research mempertahankan rekomendasi Buy. CTRA membukukan laba bersih senilai IDR1 triliun 1H22 atau tumbuh signifikan 107,8% YoY, didorong pertumbuhan pendapatan sebesar 16% YoY menjadi IDR4,7 triliun. Adapun, CTRA mencatatkan marketing sales IDR3,9 triliun, tumbuh 12% YoY.

Dampak Kebijakan BI Relatif Jangka Pendek

- Kebijakan Hawkish BI menaikkan BI 7DRRR sebesar 25Bps menjadi 3,75% berdampak pada penyesuaian Mortgage Rate sektor properti. Hal ini akan mempengaruhi CTRA, seiring kebanyakan konsumen emiten (up to 58%) melakukan pembayaran menggunakan skema Mortgage. Kemudian, diikuti skema Installment dan Cash masing-masing sebesar 21%.
- Namun, NHKSI Research melihat kenaikan BI 7DRRR yang hanya sebesar 25Bps, membuat besaran penyesuaian Mortgage Rate tidak akan terlalu signifikan, karena tenor Mortgage cenderung berlaku untuk jangka panjang. Di sisi lain, kami juga melihat kenaikan BI 7DRRR saat ini bersifat temporer, merespon inflasi yang terjadi hanya karena Supply Factor, dan bukan Demand Factor yang dapat terjadi dalam jangka panjang.

Marketing Sales Capai 51% dari Target

- Sepanjang 1H22, CTRA berhasil meraih marketing sales sebesar IDR3,9 triliun (+12,0% YoY) atau tercapai 51,1% dari target FY22 IDR7,8 triliun. Penjualan Houses dan Land Lots masih menjadi penopang marketing sales dengan kontribusi 78%; disusul Shophouses 16%; Apartment 5% dan Office 1%. NHKSI Research melihat masyarakat masih memanfaatkan insentif diskon PPN yang diberikan oleh pemerintah, dan suku bunga BI 7DRRR di level terendahnya 3,50% pada periode 1H22.

Recurring Income yang Solid

- Selain penjualan neto Land Lots, Residential dan Shophouses yang tumbuh hingga 37,9% YoY menjadi senilai IDR3,2 triliun, kinerja CTRA juga didukung oleh Recurring Income yang solid dari pendapatan usaha Shopping Centers yang memiliki porsi hingga 5,9% dari total pendapatan 1H22. Porsi ini meningkat dibanding 1H21 sebesar 5,2%. NHKSI Research melihat Shopping Centers masih akan menjadi tempat hiburan strategis, seiring masih minimnya ruang publik bagi masyarakat saat ini.
- Adapun, penjualan Land Lots, Residential hingga Shophouses juga terdiversifikasi baik jenis maupun lokasinya. Lebih lanjut, penjualan unit properti segmen menengah dengan harga antara IDR2 miliar-IDR5 miliar mendominasi Marketing Sales, mengindikasikan segmen ini lebih solid hingga memiliki porsi hingga 38% (Vs. 1H21 29%), atau senilai IDR1,5 triliun.
- Di sisi lain, kenaikan porsi segmen menengah ini, mengindikasikan adanya kenaikan harga properti domestik. Sementara, segmen menengah bawah, yaitu antara IDR1 miliar-IDR2 miliar, memiliki porsi 28% (Vs. 1H21 34%) atau senilai IDR1,1 triliun. NHKSI Research memproyeksikan penjualan segmen menengah bawah akan membaik, seiring pemulihan bertahap ekonomi domestik, yang diikuti membaiknya daya beli masyarakat. Adapun, penjualan unit CTRA akan didukung oleh peluncuran unit baru dan fasilitas pembiayaan Mortgage.

Rekomendasi Buy dengan Target Price IDR 1.500

- Marketing sales yang solid dan porsi Recurring Income yang terjaga, membuat NHKSI Research mempertahankan rekomendasi Buy untuk CTRA dengan TP IDR1.500. Kami melihat kenaikan BI 7DRRR yang hanya 25Bps tidak signifikan, seiring pembelian properti CTRA hingga sebesar 58% 1H22 menggunakan fasilitas KPR atau berorientasi pada tenor jangka panjang. Di sisi lain, risiko pada TP kami adalah berakhirnya insentif diskon PPN Properti dan tren kenaikan BI 7DRRR.

Ciputra Development Tbk | Summary

	2021A	2022F	2023F	2024F
Revenue	9,730	9,486	9,536	9,590
Growth	20.6%	-2.5%	0.5%	0.6%
Net Profit	1,735	2,107	2,179	2,324
Growth	31.4%	21.4%	3.4%	6.7%
EPS (IDR)	93	113	117	125
P/E	10.4x	13.2x	15.5x	15.0x
P/BV	0.9x	1.3x	1.5x	1.4x
EV/EBITDA	6.0x	12.4x	11.3x	9.7x
ROA	4.3%	4.9%	4.5%	4.6%
ROE	9.4%	10.3%	9.7%	9.5%
DER	49.3%	56.0%	56.0%	55.0%

Unit: IDR bn, %, x

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

Company Update | Aug. 26, 2022

BUY

Target Price (IDR)	1,500
Consensus Price (IDR)	1,417
TP to Consensus Price	+5.9%
Potential Upside	+53.1%

Shares data

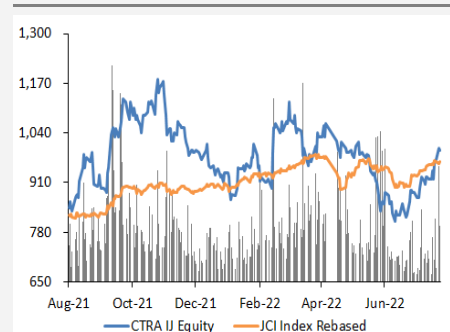
Last Price (IDR)	980
Price Date as of	Aug. 25, 2022
52 wk Range (Hi/Lo)	1,200 / 805
Free Float (%)	46.7
Outstanding sh. (mn)	18,560
Market Cap. (IDR bn)	18,467
Market Cap. (USD mn)	1,250
Avg. Trd Vol - 3M (mn)	25.04
Avg. Trd Val - 3M (bn)	22.98
Foreign Ownership	17.9%

Property

Real Estate Owner & Developer

Bloomberg	CTRA IJ
Reuters	CTRA.JK

Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	2.6%	20.6%	-0.5%	19.9%
Rel. Ret.	-5.8%	13.4%	-7.9%	3.7%

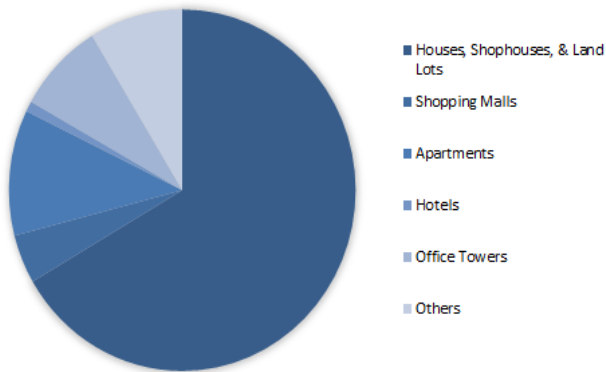
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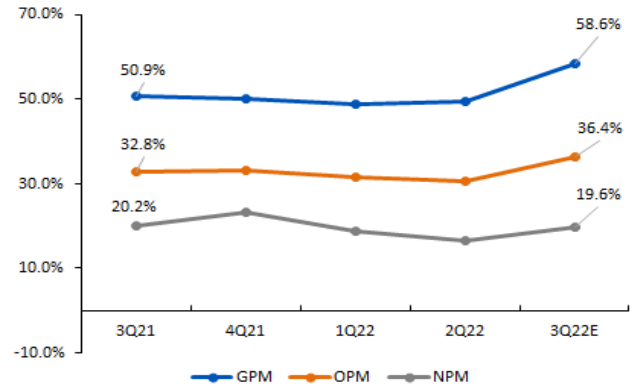
Performance Highlights in Charts

Sales Breakdown | 1H22



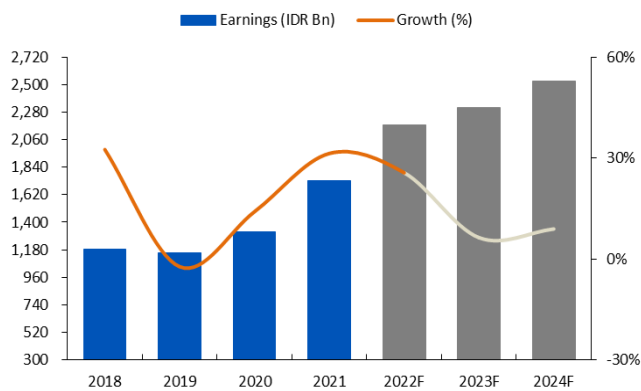
Source: Company Data, NHKSI Research

Margin Ratio



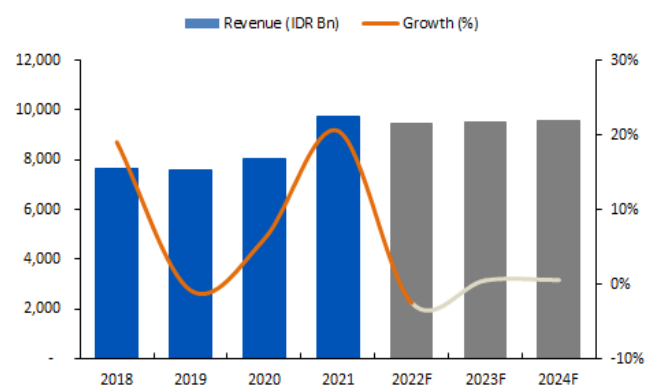
Source: Company Data, NHKSI Research

Earnings and Growth Movement



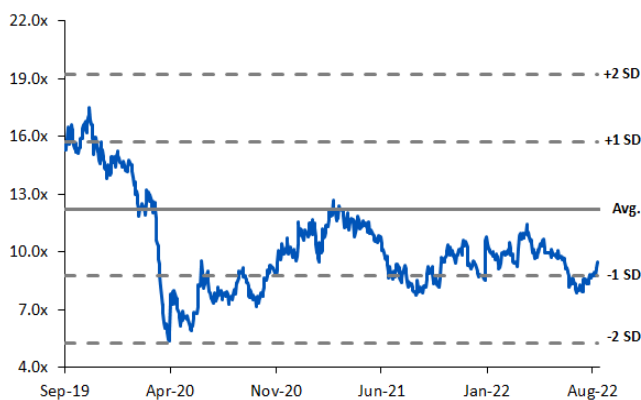
Source: Company Data, NHKSI Research

Revenue Movement



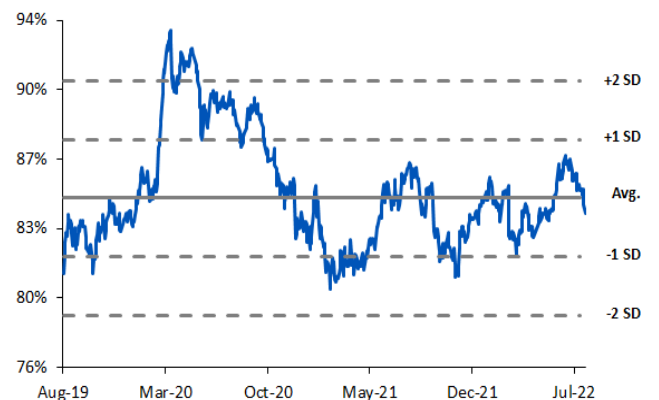
Source: Company Data, NHKSI Research

Forward P/E Band | Last 3-Years



Source: Company Data, NHKSI Research

Discount to NAV Band | Last 3-Years



Source: Company Data, NHKSI Research

Summary of Financials

INCOME STATEMENT					PROFITABILITY & STABILITY				
In IDR bn	2021/12A	2022/12E	2023/12E	2024/12E		2021/12A	2022/12E	2023/12E	2024/12E
Revenues	9,730	9,486	9,536	9,590	ROE	9.4%	10.3%	9.7%	9.5%
Growth (% y/y)	20.6%	-2.5%	0.5%	0.6%	ROA	4.3%	4.9%	4.5%	4.6%
COGS	(4,890)	(4,942)	(4,491)	(4,560)	Inventory Turnover	0.4x	0.4x	0.4x	0.4x
Gross Profit	4,840	4,544	5,045	5,030	Receivables Turnover	10.8x	11.9x	11.9x	9.8x
Gross Margin	49.7%	47.9%	52.9%	52.5%	Payables Turnover	2.3x	2.3x	3.5x	3.8x
Operating Expenses	(1,741)	(1,834)	(1,979)	(1,865)	Dividend Yield (%)	0.0%	0.0%	0.9%	0.3%
EBIT	3,098	2,711	3,066	3,165	Payout Ratio (%)	0.0%	0.0%	13.7%	4.0%
EBIT Margin	31.8%	28.6%	32.1%	33.0%	DER	49%	56%	56%	55%
Depreciation	292	(382)	78	592	Net Gearing	116%	148%	159%	172%
EBITDA	3,391	2,328	3,144	3,757	Equity Ratio	48%	47%	47%	51%
EBITDA Margin	34.8%	24.5%	33.0%	39.2%	Debt Ratio	23%	26%	26%	28%
Interest Expenses	(1,653)	(1,259)	(1,212)	(1,303)	Financial Leverage	166%	161%	165%	159%
EBT	2,137	2,411	2,499	2,671	Current Ratio	2.00	1.93	2.01	2.41
Income Tax	(49)	(57)	(79)	(85)	Quick Ratio	48%	57%	55%	65%
Minority Interest	(352)	(247)	(241)	(263)	Par Value (IDR)	250	250	250	250
Net Profit	1,735	2,107	2,179	2,324	Total Shares (mn)	18,560	18,560	18,560	18,560
Growth (% y/y)	31.4%	21.4%	3.4%	6.7%	Share Price (IDR)	970	1,500	1,821	1,883
Net Profit Margin	17.8%	22.2%	22.8%	24.2%	Market Cap (IDR tn)	18.0	27.8	33.8	35.0

BALANCE SHEET					VALUATION INDEX				
In IDR bn	2021/12A	2022/12E	2023/12E	2024/12E		2021/12A	2022/12E	2023/12E	2024/12E
Cash	7,162	10,972	11,389	12,456	Price /Earnings	10.4x	13.2x	15.5x	15.0x
Receivables	867	656	946	1,020	PE/EPS Growth	0.3x	0.6x	4.5x	2.3x
Inventories	11,578	11,733	13,658	11,873	Price /Book Value	0.9x	1.3x	1.5x	1.4x
Total Current Assets	21,895	25,592	28,334	27,798	EV/EBITDA	6.0x	12.4x	11.3x	9.7x
Net Fixed Assets	15,721	17,244	18,424	19,098	EV (IDR bn)	20,397	28,984	35,439	36,595
Other Non Current Assets	3,053	3,089	3,249	3,410	Revenue CAGR (3-Yr)	8.2%	7.6%	5.7%	-0.5%
Total Non Current Assets	18,774	20,333	21,674	22,508	Net Income CAGR (3-Yr)	13.5%	22.1%	18.2%	10.2%
Total Assets	40,668	45,925	50,008	50,306	Basic EPS (IDR)	93	113	117	125
Payables	2,243	2,285	274	2,137	BVPS (IDR)	1,045	1,166	1,254	1,381
ST Debt	1,352	3,672	3,949	4,271	DPS (IDR)	-	-	16.14	5.01
Total Current Liabilities	10,963	13,283	14,078	11,549					
LT Debt	8,203	8,444	9,083	9,823					
Total Liabilities	21,274	24,287	26,739	24,682					
Capital Stock + APIC	8,210	8,210	8,210	8,210					
Retained Earnings	8,713	10,820	12,699	14,930					
Shareholders' Equity	19,394	21,638	23,269	25,624					

CASH FLOW STATEMENT					OWNERSHIP				
In IDR bn	2021/12A	2022/12E	2023/12E	2024/12E					
Operating Cash Flow	3,647	2,486	450	1,668	Shareholders				%
Investing Cash Flow	(1,100)	(1,326)	(400)	(1,695)	PT Sang Pelopor				53.2
Financing Cash Flow	(678)	2,649	367	1,093	Vanguard Group Inc				2.7
Net Changes in Cash	1,869	3,810	417	1,066	Norgers Bank				2.6
					Schroder Investment				1.4
					Others				40.2
					By Geography				%
					Indonesia				82.9
					United States				8.1
					Norway				3.9
					Others				5.2

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%

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