

# Dayamitra Telekomunikasi Tbk (MTEL)

## Potensi Luas Pertumbuhan Kinerja

Mengawali 1Q23 MTEL membukukan kenaikan pendapatan secara YoY +9.9% menjadi IDR 2.055 T (1Q22: IDR 1.870T) dan secara QoQ turun -3.16% (4Q22: IDR 2.122T). EBITDA di 1Q23 Naik sebesar 16.2% secara YoY dan QoQ turun sebesar -3.68% menjadi IDR 1.676 T (1Q22: IDR1.442 T; 4Q22: IDR 1.740T). Net Profit dari MTEL secara YoY mengalami kenaikan sebesar +9.1% YoY dan secara QoQ -10.2% menjadi IDR 501B (1Q22: IDR 459B; 4Q22: IDR 558B).

### Pendapatan Masih Bertumbuh Cukup Baik dengan Balance Sheet Kuat dan Sehat

- Secara segmentasi, untuk MTEL segmen penyewaan menara di 1Q23 masih menjadi kontributor terbesar untuk besaran pendapatan yaitu sebesar IDR 1,739T di 1Q23 (1Q22: IDR 1.464T +18.8% YoY & 4Q22: IDR 1.781T, -2.34% QoQ). Adapun untuk segmen reseller menara mengalami penurunan sebesar -12.6% YoY dan -28% QoQ menjadi IDR 154B dikarenakan berlangsungnya proses renewal dari kontrak reseller (1Q22: IDR 176B ; 4Q22: IDR 214B). Adapun segmen lain-lain yang terkait dengan menara membukukan penurunan pendapatan sebesar -44.3% secara YoY menjadi IDR 128B (1Q22: IDR 229B) disebabkan di 1Q23, MTEL lebih mengutamakan pendapatan yang mendatangkan margin lebih tinggi sehingga pendapatan dari segmen non sewa menara cukup berkurang.
- Adapun mengenai data operasional asset, jumlah menara yang dimiliki MTEL saat ini berada di 36,439 unit di 1Q23 (1Q22: 28,577 unit +27.5% YoY dan 4Q22: 35,418 unit QoQ +2.88%) dan jumlah Penyewa (Tenancy) mengalami kenaikan di level 53,317 penyewa (1Q22: 43,101 tenancy + 23.7% YoY dan 4Q22: unit QoQ +2.52%). Level Tenancy Ratio di periode 1Q23 berada di angka 1.46. Walaupun Tenancy Ratio dari MTEL masih di bawah peers-nya TOWR dan TBIG, hal ini cukup menarik di mana MTEL masih belum mengoptimalkan penyewaan menara dengan optimum. Potensi dari MTEL sebagai pemilik menara terbanyak di Indonesia masih belum ter-unlock dengan maksimal.
- Mengenai 1Q23, adapun biaya Operasional cukup berhasil ditekan secara YoY -11.4% menjadi IDR 379B (1Q22: IDR 427B), di mana kontributor terbesar pengurangan biaya disumbang oleh Biaya konstruksi dan Project Management yang turun -47.6% YoY menjadi IDR 101B di 1Q23 (1Q22: 193B). Efisiensi yang ditunjukkan MTEL ini merupakan strategi yang cukup baik di mana MTEL lebih selektif untuk memilih segmen bisnis yang memiliki margin lebih tinggi.

### Bersiap Untuk Mengembangkan Jaringan Fiber Sebagai Salah Satu Pencetak Growth Revenue

- Saat ini, industri menara membutuhkan growth driver terbaru selain pertumbuhan sewa menara. Salah satu portofolio growth driver terbaru dari MTEL yang cukup disimak adalah jaringan Fiber. Saat ini posisi kondisi portofolio selain menara yaitu segmen jaringan Fiber mengalami perkembangan yang cukup massif di mana MTEL selama 1Q23 telah memiliki 25,509 km jaringan Fiber di mana secara QoQ bertumbuh 53.3% (4Q22: 16,641 km). Adapun rincian jaringan tersebut yaitu sepanjang 11,833 km berada di pulau Jawa (46%) dan 13,676 km berada di luar Jawa (54%). Selain itu, segmen jaringan Fiber di Q1 23 sudah mulai membukukan pendapatan sebesar IDR 34B.

### Rekomendasi Buy dengan TP di Level IDR 835 (+25.56% Upside)

- NHKS Research mempertahankan rating Buy untuk MTEL dengan target harga IDR 835 dan potensi upside +25.56% yang mencerminkan FY2023 11.3x Forward EV/EBITDA. Valuasi MTEL saat ini berada di angka yang cukup menarik dan cukup atraktif di mana saat ini MTEL diperdagangkan di bawah Standar deviasi rata-rata EV/EBITDA sejak IPOnya. Adapun hal lain yang mendukung call ini adalah pertumbuhan growth penyewa dan growth revenue serta ekspansi terkait yaitu related business kedepannya seperti segmen FTTT (Fiber To The Tower) dan PTTT (Power To The Tower) serta Infrastruktur 5G. Hal yang menjadi risiko dari call MTEL ini adalah tidak tercapainya ekspektasi pertumbuhan dari MTEL baik dari revenue dan tingkat penyewaan.

### Dayamitra Telekomunikasi Tbk | Summary (IDR bn)

	2022/12A	2023/12F	2024/12F	2025/12F
Revenue	7,729	8,648	9,597	10,619
Revenue growth	11.0%	10.6%	6.6%	10.1%
EBITDA	6,142	6,949	7,713	8,535
Net profit	1,785	2,224	2,515	2,895
EPS (IDR)	21	27	30	35
EPS growth	29.3%	24.6%	13.1%	15.1%
BVPS (IDR)	405	412	420	431
EBITDA margin	79.5%	80.4%	80.4%	80.4%
NPM	23.1%	25.7%	26.2%	27.3%
ROE	5.3%	6.5%	7.2%	8.0%
ROA	3.2%	3.7%	4.0%	4.5%
P/E	31.4x	16.4x	5.8x	12.6x
P/BV	1.7x	2.0x	2.2x	2.5x
EV/EBITDA	10.8x	11.3x	12.0x	12.4x
DPS (IDR)	21	17	21	24
Dividend yield	3.1%	2.0%	2.3%	2.2%

Source: Company Data, Bloomberg, NHKS Research

Please consider the rating criteria & important disclaimer



Company Report | Juni 27, 2023

## Buy

Target Price (IDR)	835
Consensus Price (IDR)	937
TP to Consensus Price	-10.88%
Potential Upside	+25.56%

### Shares data

Last Price (IDR)	665
Price date as of	June. 27, 2023
52 wk range (Hi/Lo)	805 / 640
Free float (%)	21.4
Outstanding sh.(mn)	83,515
Market Cap (IDR bn)	55,120
Market Cap (USD mn)	3,668
Avg. Trd Vol - 3M (mn)	35.82
Avg. Trd Val - 3M (bn)	23.96
Foreign Ownership	9.83%

### Infrastructure

#### Telecommunication Towers

Bloomberg	MTEL.IJ
Reuters	MTEL.JK

### Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	-11.9%	0.0%	-8.3%	-5.7%
Rel. Ret.	-9.5%	0.8%	-7.1%	-1.2%

Leonardo Lijuwardi

(021) 5088 9100 ext. 9127

Leonardo.lijuwardi@nhsec.co.id

## Summary of Financials

### INCOME STATEMENT

(IDR bn)	2022/12A	2023/12F	2024/12F	2025/12F
<b>Revenue</b>	<b>7,729</b>	<b>8,648</b>	<b>9,597</b>	<b>10,619</b>
<i>Growth</i>	11.0%	10.6%	6.6%	10.1%
Cost of Revenue	(4,075)	(4,499)	(4,916)	(5,275)
<b>Gross Profit</b>	<b>3,654</b>	<b>4,149</b>	<b>4,681</b>	<b>5,344</b>
<i>Gross Margin</i>	47.3%	48.0%	48.8%	50.3%
Operating Expenses	(503)	(530)	(589)	(652)
<b>EBIT</b>	<b>3,153</b>	<b>3,590</b>	<b>4,061</b>	<b>4,659</b>
<i>EBIT Margin</i>	40.8%	41.5%	42.3%	43.9%
Depreciation	(2,989)	(3,360)	(3,652)	(3,876)
<b>EBITDA</b>	<b>6,142</b>	<b>6,949</b>	<b>7,713</b>	<b>8,535</b>
<i>EBITDA Margin</i>	79.5%	80.4%	80.4%	80.4%
Interest Expenses	1,138	1,150	1,246	1,307
<b>EBT</b>	<b>2,417</b>	<b>2,851</b>	<b>3,237</b>	<b>3,784</b>
Income Tax	(632)	(627)	(722)	(889)
<b>Net Profit</b>	<b>1,785</b>	<b>2,224</b>	<b>2,515</b>	<b>2,895</b>
<i>Growth</i>	29.3%	24.6%	13.1%	15.1%
<i>Net Profit Margin</i>	23.1%	25.7%	26.2%	27.3%

### BALANCE SHEET

(IDR bn)	2022/12A	2023/12F	2024/12F	2025/12F
Cash	6,354	7,482	6,804	6,855
Receivables	1,050	1,545	1,527	1,677
<b>Total Current Assets</b>	<b>7,886</b>	<b>9,759</b>	<b>9,013</b>	<b>9,097</b>
Net Fixed Assets	39,328	41,088	44,502	46,687
Other Non Current Assets	8,857	8,751	8,975	9,206
Total Non Current Assets	48,185	49,839	53,477	55,893
<b>Total Assets</b>	<b>56,072</b>	<b>59,599</b>	<b>62,491</b>	<b>64,990</b>
Curr Maturities of LT Debt	2,608	2,957	3,202	3,360
Total Current Liabilities	10,201	10,647	11,394	12,054
LT Debt	12,064	13,639	14,756	15,481
<b>Total Liabilities</b>	<b>22,264</b>	<b>24,286</b>	<b>26,150</b>	<b>27,535</b>
Capital Stock + APIC	32,129	32,129	32,129	32,129
Retained Earnings	2,356	2,927	3,662	4,546
<b>Shareholders' Equity</b>	<b>33,807</b>	<b>34,378</b>	<b>35,114</b>	<b>35,998</b>

### CASH FLOW STATEMENT

(IDR bn)	2022/12A	2023/12F	2024/12F	2025/12F
Operating Cash Flow	6,019	3,921	5,252	5,644
Investing Cash Flow	(10,893)	(3,312)	(5,539)	(4,489)
Financing Cash Flow	(7,920)	520	(392)	(1,105)
<b>Net Changes in Cash</b>	<b>(12,794)</b>	<b>1,128</b>	<b>(678)</b>	<b>51</b>

Source: Company Data, Bloomberg, NHKSI Research

### PROFITABILITY & STABILITY

	2022/12A	2023/12F	2024/12F	2025/12F
ROE	5.28%	6.47%	7.16%	8.04%
ROA	3.18%	3.73%	4.02%	4.45%
Receivables Turnover	7.4x	5.6x	6.3x	6.3x
Payables Turnover	2.1x	2.7x	2.7x	2.7x
Dividend Yield	3.1%	2.0%	2.3%	2.2%
Payout Ratio	98.0%	64.2%	70.7%	69.5%
DER	0.43x	0.48x	0.51x	0.52x
Net Gearing	0.94x	1.03x	1.06x	1.06x
Equity Ratio	0.6x	0.6x	0.6x	0.6x
Debt Ratio	0.3x	0.3x	0.3x	0.3x
Financial Leverage	1.7x	2.0x	1.7x	1.7x
Current Ratio	0.8x	0.9x	0.8x	0.8x
Par Value (IDR)	228	228	228	228
Total Shares (mn)	83,539	83,539	83,539	83,539
Share Price (IDR)	665	835	944	1,087
Market Cap (IDR tn)	55,554	69,755	78,887	90,817

### VALUATION INDEX

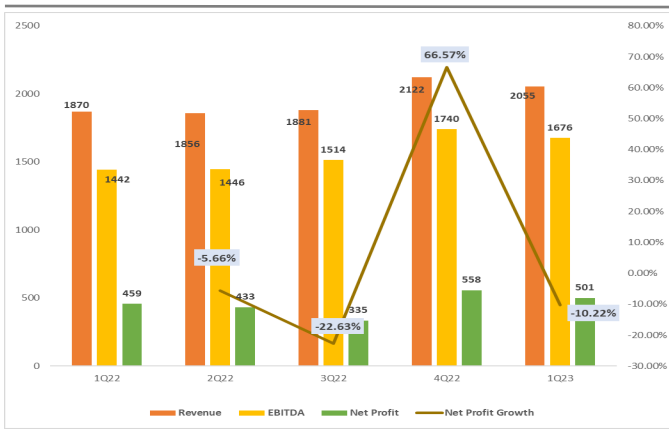
	2022/12A	2023/12F	2024/12F	2025/12F
Price/Earnings	31.1x	31.4x	31.4x	31.4x
Price/Book Value	1.6x	2.0x	2.2x	2.5x
PE/EPS Growth	1.1x	1.3x	2.4x	2.1x
EV/EBITDA	10.8x	11.3x	12.0x	12.4x
EV (IDR bn)	66,620	81,215	92,699	105,885
Revenue CAGR (3-Yr)	-	11.8%	11.8%	11.2%
Net Income CAGR (3-Yr)	-	54.6%	22.1%	17.5%
Basic EPS (IDR)	21	27	30	35
BVPS (IDR)	405	412	420	431
DPS (IDR)	21	17	21	24

### OWNERSHIP

Shareholders	%
PT Telkom Indonesia Tbk.	71.85
PT Maleo Investasi Indonesia	5.98
GIC PTE LTD	5.65
Others	16.52
By Geography	%
Indonesia	90.17
Singapore	6.08
United States	2.43
Others	1.32

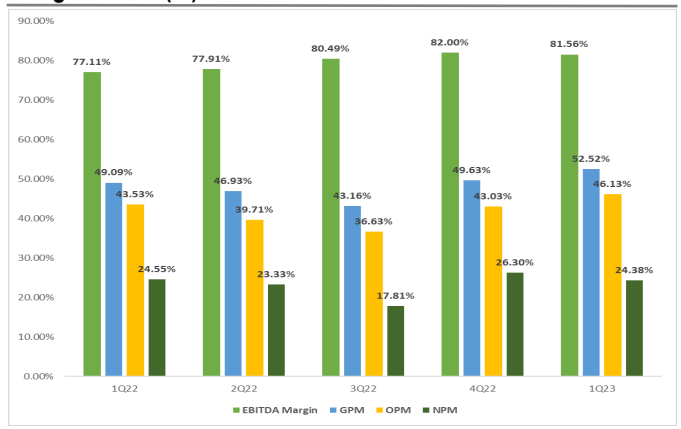
# Performance Highlights

## Financial Performance (IDR Billion)



Source: Company, NHKSI Research

## Margin Ratios (%)



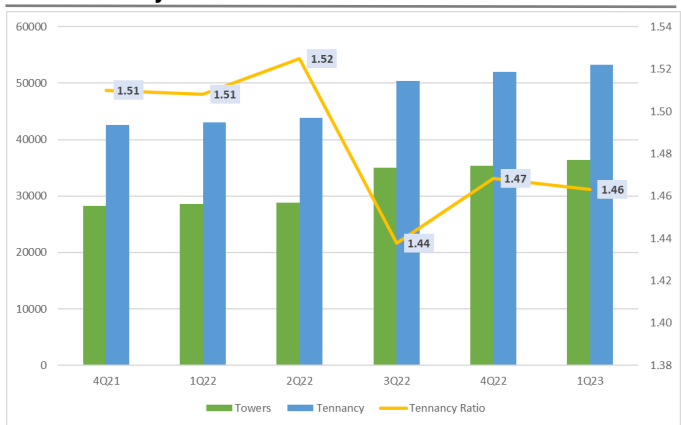
Source: Company, NHKSI Research

## MTEL Number Of Towers, Tenancy and Fibers



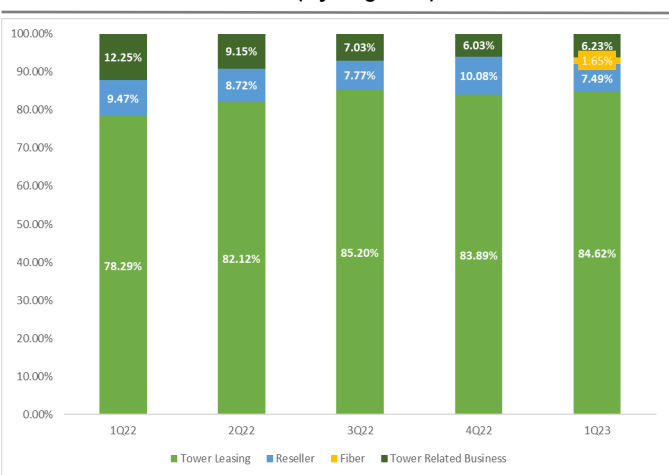
Source: Company, NHKSI Research

## MTEL Tenancy Ratio



Source: Company, NHKSI Research

## MTEL Revenue Breakdown (By Segment)



Source: Company, NHKSI Research

## F-EV/EBITDA MTEL



Source: Company, 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%

### DISCLAIMER

This document is strictly confidential and is being supplied to you solely for your information. The recipients of this report must make their own independent decisions regarding any securities or financial instruments mentioned herein. This document may not be quoted, reproduced, exhibited, redistributed, transmitted, edited, translated, or published, in whole or in part, for any purpose without notice. Any failure to comply with this restriction may constitute a violation of civil or criminal laws.

This report and any electronic access hereto are restricted and intended only for the clients and related entities of PT NH Korindo Sekuritas Indonesia. This report is only for information and recipient use. It is not reproduced, copied, or made available for others. Under no circumstances is it considered as a selling offer or solicitation of securities buying. Any recommendation contained herein may not be suitable for all investors. Although the information hereof is obtained from reliable sources, its accuracy and completeness cannot be guaranteed. PT NH Korindo Sekuritas Indonesia, its affiliated companies, employees, and agents are held harmless from any responsibility and liability for claims, proceedings, action, losses, expenses, damages, or costs filed against or suffered by any person as a result of acting pursuant to the contents hereof. Neither is PT NH Korindo Sekuritas Indonesia, its affiliated companies, employees, nor agents are liable for errors, omissions, misstatements, negligence, inaccuracy contained herein.

All rights reserved by PT NH Korindo Sekuritas Indonesia