

Adi Sarana Armada Tbk (ASSA IJ)

Soaring Start : Company's Q1 Ignites Optimism

Hasil yang solid pada kuartal 1 2024, dimana ASSA berhasil membukukan laba bersih +37% YoY sebesar Rp 71 miliar dibandingkan laba kuartal I 2023 yang tercatat sebesar Rp 51,83 miliar. Pertumbuhan laba bersih ini sejalan dengan pendapatan ASSA yang tumbuh sebesar 3,1% menjadi Rp 1,18 triliun dari pendapatan kuartal I 2023 sebesar Rp 1,14 triliun.

Pertumbuhan Topline yang kuat QoQ

- Pendapatan perusahaan tumbuh +20.8% secara kuartalan (QoQ) menjadi Rp 1,18 triliun dari kuartal sebelumnya Rp 979 miliar, penguatan di-ekspektasikan berlanjut pada kuartal kedua 2024 dengan adanya tingkatan volume pada penyewaan kendaraan serta pengiriman ekspres & logistik yang merupakan *core business* dari perusahaan.

Penguatan pendapatan pada segala segmen perusahaan

- Penguatan pendapatan perusahaan, didukung oleh penguatan pendapatan setiap segmen mulai dari segmen utama perusahaan yaitu penyewaan kendaraan yang tumbuh +4.6% YoY menjadi Rp 467 miliar dari Rp 446 miliar.
- Segmen *Auction* mengalami pertumbuhan *topline* tertinggi yaitu +53.4% YoY menjadi Rp 59 miliar dari Rp 39 miliar. Lalu disusul segmen logistik +24.2% YoY menjadi Rp 72 miliar dari Rp 58 miliar dan terakhir pada segmen penjualan kendaraan bekas +14.8% menjadi Rp 208 miliar dari Rp 181 miliar.

Segmen Ekspres kembali positif setelah minus 7 kuartal

- Strategi B2B yang diterapkan pada awal 2023 di segmen ekspres ini membuahkan hasil yang sangat baik di kuartal 1 ini dengan pertumbuhan pendapatan QoQ +28.6% menjadi Rp 376 miliar dari 292 miliar.
- Operating Income* pada segmen ini meraih level positif sebesar Rp 25 miliar dibandingkan pada kuartal yang sama tahun lalu sebesar Rp -35 miliar dan sebesar Rp -43 miliar di kuartal lalu.
- Pencapaian ini dicapai sesuai dengan strategi perusahaan untuk fokus kepada pasar B2B yang lebih meningkatkan efisiensi & profitabilitas dengan volume barang yang besar per pengiriman.

Efisiensi & profitabilitas menjadi agenda utama perusahaan

- Beban Operasional perusahaan turun -21% secara QoQ dari Rp 221 miliar menjadi Rp 175 miliar di kuartal pertama ini dan secara YoY turun -9% dibandingkan dengan kuartal 1 2023 sebesar Rp192 miliar.
- Penurunan beban tersebut juga membantu laba bersih perusahaan menjadi positif di kuartal 1 2024 ini, sebesar Rp 71 miliar dari Rp -15 miliar di kuartal sebelumnya.

On Track to Target 2024.

- Kinerja yang kuat pada kuartal pertama 2024 ini mencerminkan komitmen perusahaan dalam mengejar profitabilitas melalui setiap segmen bisnisnya. Kami melihat target perusahaan dapat diraih dengan target berupa pertumbuhan positif per segmen mulai dari *Car rental* dengan pertumbuhan setahun penuh diangka 5-10%, lalu logistik dan ekspres yang akan membaik secara *bottom line* pada 2024 didukung dengan adanya penerapan *halal logistics* di Indonesia pada Oktober 2024, dan ASLC yang menargetkan pertumbuhan 2 digit dalam pendapatan dan laba bersih.

Rekomendasi **Maintain BUY** dengan TP Rp 990.

- Kami tetap merekomendasikan Buy untuk ASSA dengan *target price* sebesar Rp 990/saham. TP ini mengimplikasikan rasio P/E sebesar 32.7x atau *-0.15 Standard Deviation Average Forward PE 5 Year*.
- Adapun risiko dari rekomendasi kami yaitu 1) regulasi dalam negeri yang berubah & kontraproduktif yang dapat menurunkan daya beli masyarakat dan mengurangi pendapatan usaha per segmen.2) kesalahan eksekusi strategi dalam integrasi antar ekosistem.

PT Adi Sarana Armada Tbk. | Summary (IDR Bn)

in IDR bn	2023A	2024F	2025F	2026F
Revenue	4,439	4,765	5,601	6,397
Revenue growth	-24.4%	7.4%	17.5%	14.2%
Net profit	103	112	159	179
EPS (IDR)	28	30	43	48
Net Profit growth	-27.8%	8.3%	42.4%	12.5%
NPM	1.8%	2.3%	2.8%	2.8%
ROE	4.5%	4.3%	5.6%	5.7%
ROA	1.5%	1.5%	2.1%	2.2%
P/E	28.1x	32.7x	23.0x	20.4x
P/BV	1.1x	1.3x	1.2x	1.1x
EV/EBITDA	6.3x	6.9x	6.3x	6.1x

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

BUY

Price Target (IDR)	990
Consensus Price (IDR)	1,045
TP to Consensus Price	-5.26%
Potential Upside	26.11%

Shares data

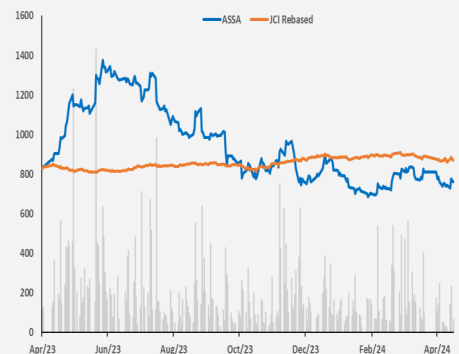
Last Price (IDR)	785
Price Date as of	03-May-24
52 wk Range (Hi/Lo)	1420/685
Free Float (%)	36.16
Outstanding sh.(mn)	3,691
Market Cap (IDR bn)	2,898
Market Cap (USD mn)	180
Avg. Trd Vol - 3M (mn)	181.28
Avg. Trd Val - 3M (bn)	10.69
Foreign Ownership (%)	9.06

Transportation & Logistics

Transportation

Bloomberg	ASSA IJ
Reuters	ASSA.JK

Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	-5.4%	1.3%	9.0%	-15.6%
Rel. Ret.	-2.8%	1.7%	10.5%	-20.3%

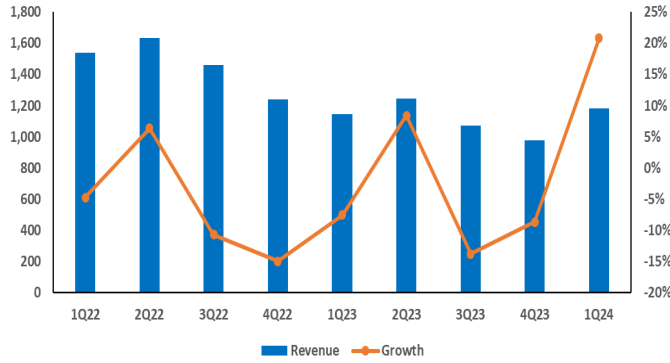
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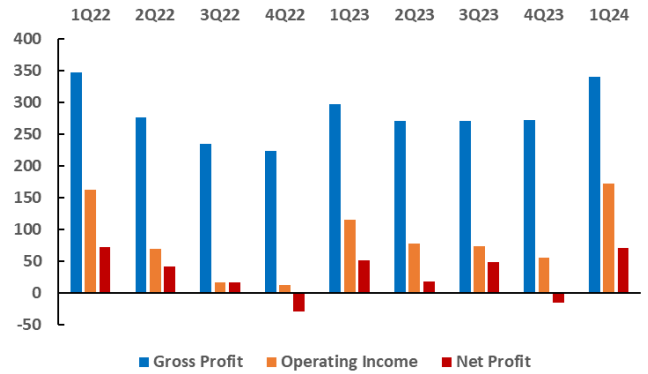
Performance Highlights

ASSA's Revenue Growth (IDR Bn)



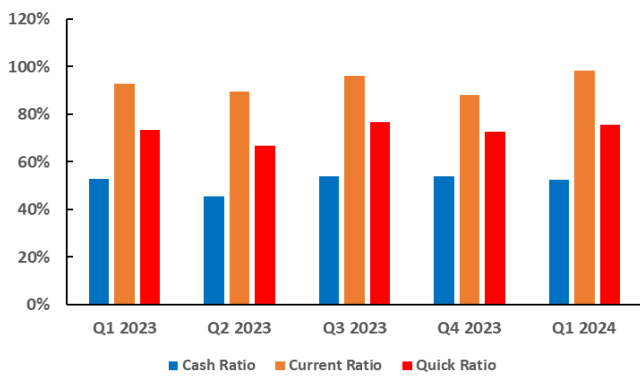
Source: Company Data, NHKSI Research

ASSA's Profitability



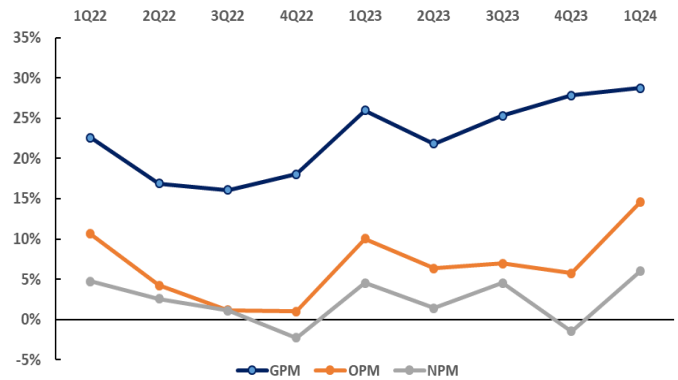
Source: Company Data, NHKSI Research

ASSA's Liquidity Ratio



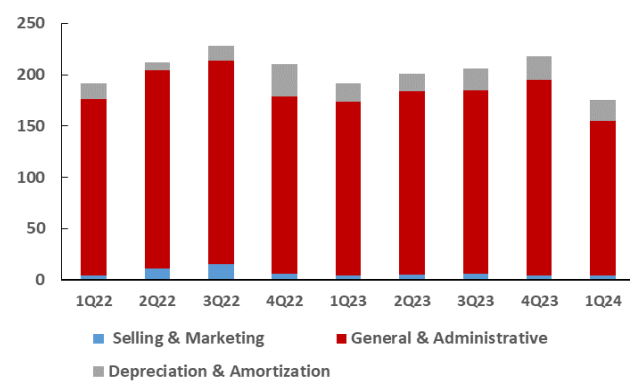
Source: Company Data, NHKSI Research

ASSA's Margin Ratio



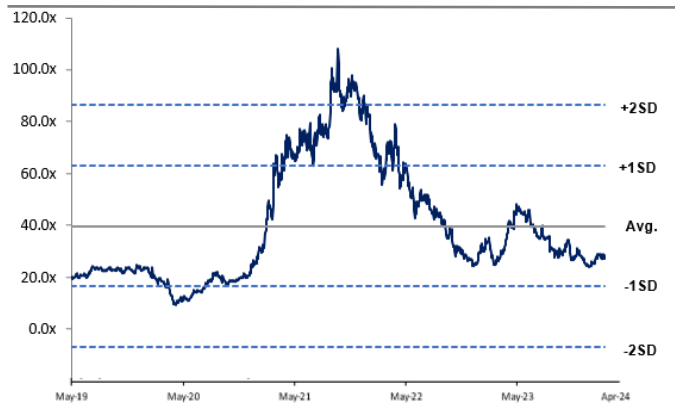
Source: Company Data, NHKSI Research

ASSA's OPEX (IDR Bn)



Source: Company Data, NHKSI Research

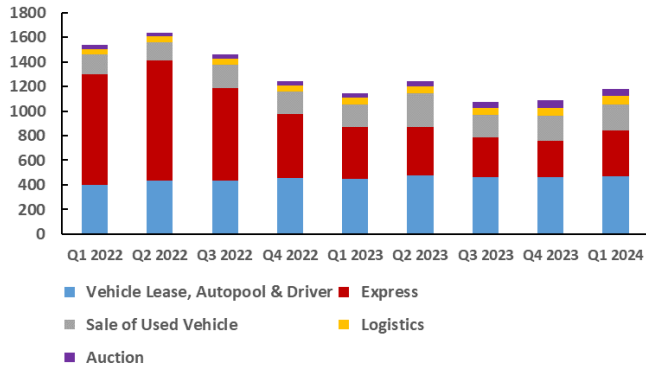
ASSA's Forward PE | 5 Year



Source: Company Data, NHKSI Research

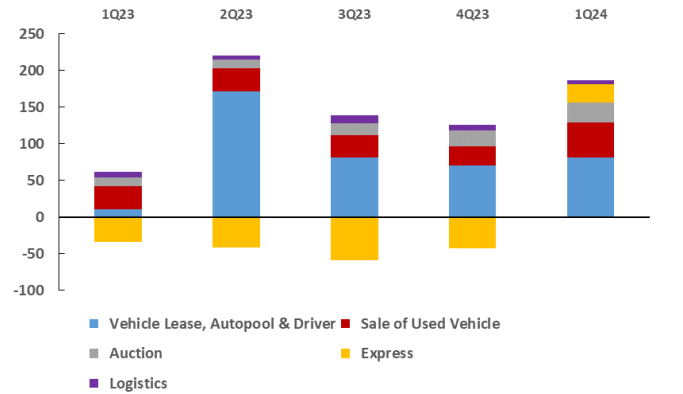
Performance Highlights

ASSA's Revenue by Segment (IDR Bn)



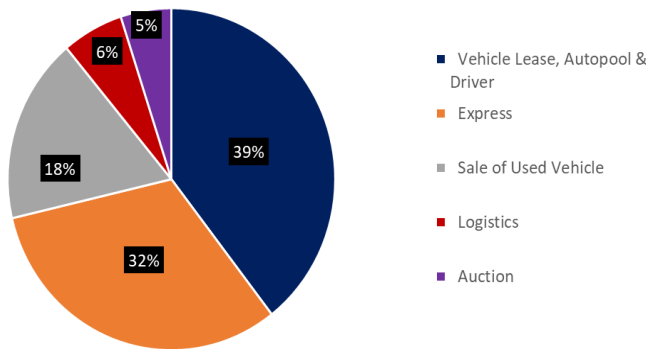
Source: Company Data, NHKSI Research

ASSA's Operating Income by Segment (IDR Bn)



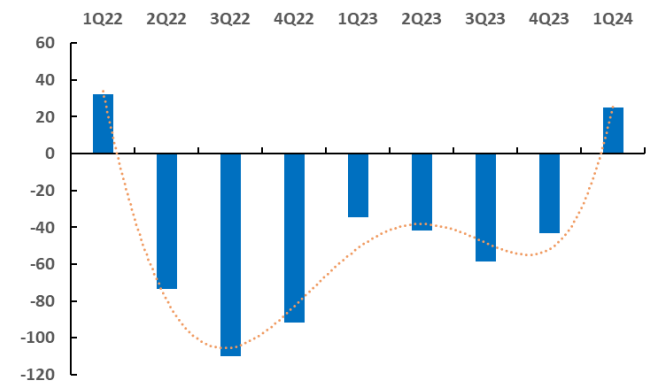
Source: Company Data, NHKSI Research

ASSA's Revenue Breakdown per Segment (1Q24)



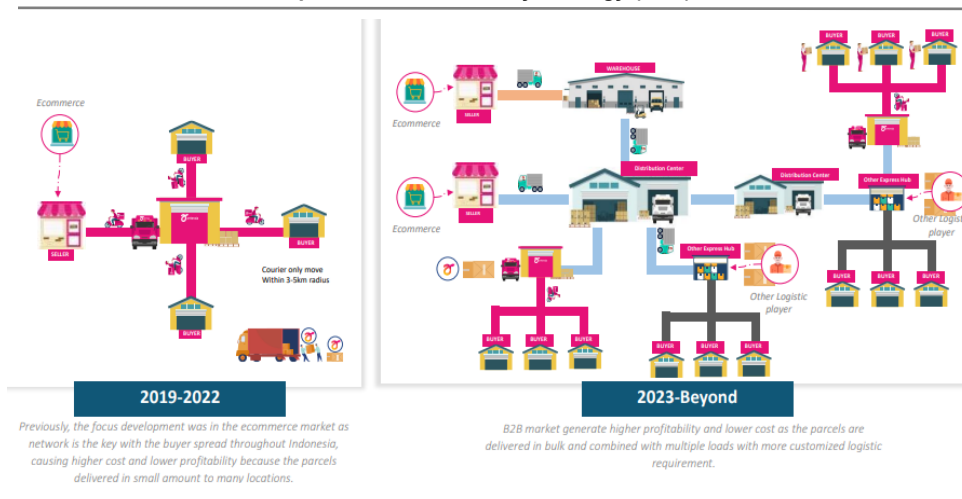
Source: Company Data

Express Segment | Operating Income (IDR Bn)



Source: Company Data, NHKSI Research

Express New Profitability Strategy (B2B)



Source: Company Data

Summary of Financials

INCOME STATEMENT

(IDR bn)	2023/12A	2024/12F	2025/12F	2026/12F
Revenue	4,439	4,765	5,601	6,397
<i>Growth</i>	-24.4%	7.4%	17.5%	14.2%
COGS	4,788	3,593	4,299	4,973
Gross Profit	1,112	1,172	1,302	1,423
<i>Gross Margin</i>	18.4%	24.6%	23.2%	22.3%
Operating Expenses	(820)	(829)	(850)	(933)
EBIT	262	343	452	491
<i>EBIT Margin</i>	4.5%	7.2%	8.1%	7.7%
Depreciation	863	913	959	1,007
EBITDA	1,125	1,257	1,411	1,498
<i>EBITDA Margin</i>	19.2%	26.4%	25.2%	23.4%
EBT	7	74	160	175
Income Tax	4	45	50	45
Minority Interest	(99)	(83)	(49)	(49)
Net Profit	103	112	159	179
<i>Growth</i>	-27.8%	8.3%	42.4%	12.5%
<i>Net Profit Margin</i>	1.8%	2.3%	2.8%	2.8%

BALANCE SHEET

(IDR bn)	2023/12A	2024/12F	2025/12F	2026/12F
Cash	895	902	982	1,005
Receivables	311	388	359	408
Inventories	63	64	73	84
Total Current Assets	1,466	1,587	1,660	1,755
Net Fixed Assets	5,393	5,510	5,778	6,199
Other Non Current Assets	476	485	473	454
Total Assets	7,336	7,583	7,911	8,407
Payables	470	477	561	600
ST Debt	1,151	1,169	1,230	1,250
LT Debt	2,792	2,831	2,908	3,006
Total Liabilities	4,733	4,848	4,956	5,134
Capital Stock	369	369	369	369
Retained Earnings	931	1,043	1,154	1,313
Shareholders' Equity	2,602	2,735	2,956	3,274

CASH FLOW STATEMENT

(IDR bn)	2023/12A	2024/12F	2025/12F	2026/12F
Operating Cash Flow	218	333	349	269
Investing Cash Flow	(366)	(526)	(730)	(745)
Financing Cash Flow	(26)	41	203	193
Net Changes in Cash	(173)	7	81	22

Source: Company Data, NHKSI Research

PROFITABILITY & STABILITY

	2023/12A	2024/12F	2025/12F	2026/12F
ROE	4.5%	4.3%	5.6%	5.7%
ROA	1.5%	1.5%	2.1%	2.2%
Inventory Turnover	52.56	74.43	76.50	76.50
Days Inventory Outstanding	6.94	4.90	4.77	4.77
Receivables Turnover	14.28	14.45	15.61	15.67
Account Receivable Days	25.55	25.27	23.38	23.29
DER	152%	146%	140%	130%
Current Ratio	0.88	0.91	0.93	0.93
Quick Ratio	0.58	0.55	0.59	0.57
DAR	0.54	0.53	0.52	0.51
Total Shares (mn)	3691	3691	3691	3691
Share Price (IDR)	790	989	989	989
Market Cap (IDR tn)	2.92	3.65	3.65	3.65

VALUATION INDEX

	2023/12A	2024/12F	2025/12F	2026/12F
Price/Earnings	28.1x	32.7x	23.0x	20.4x
Price/Book Value	1.1x	1.3x	1.2x	1.1x
EV/EBITDA	6.3x	6.9x	6.3x	6.1x
EV (IDR bn)	7,822	8,638	8,855	9,110
BVPS (IDR)	705	741	801	887
Basic EPS (IDR)	28	30	43	48

TOP OWNERSHIP

Shareholders	%
PT Adi Dinamika Investindo	23.08
PT Daya Adicipta Mustika	17.65
Prodjo Sunarjanto	9.26
Permadi IR T	5.1
Theodore Permadi Rachmat	4.8

By Geography

Indonesia	59.53
Unknown	33.25
Norway	3.24

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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