

# **Indonesia Company Update**

12 November 2024

# Agriculture | Plantation

# Astra Agro Lestari (AALI IJ)

# Valuation Is Fair Amidst Higher CPO Prices

- Maintain NEUTRAL, new IDR6,940 TP from IDR6,270, 5% upside. With CPO prices crossing the MYR5,000/tonne mark amidst a combination of fundamental and speculative factors, we believe share prices have yet to catch up with CPO prices and are due for a re-rating. Nevertheless, for Astra Agro Lestari, post-earnings upgrade, its valuation remains fair, trading at 10.1x 2025F, ie mid-range of its peers' 7-11x.
- CPO prices continue rising; now at >MYR5,000/tonne (+15% in the past month). We believe this run-up is due to four catalysts: i) The spike in crude oil prices (+18% in two months) due to heightened geopolitical tensions; ii) weather issues in South America resulting in slower-than-expected soybean planting progress in the initial few weeks of planting although this has since caught up. This raised soybean oil prices by 14% in the last three weeks; iii) the Thai Government's ban on palm oil exports until year-end to try to control rising prices of cooking oil. Although Thailand is not a huge producer or exporter of palm oil, this has affected sentiment; iv) (more speculative in nature) Donald Trump's win in the US General Elections. In the 2016 election when Trump won, soybean and PO prices rallied 17% and 28% a few months before the election. Post election, prices rose further, by 10% and 11% to a peak of USD832/tonne and MYR3,306/tonne from end-2016 to early 2017.
- Rest of 2024 to be susceptible to speculative activities... We believe prices are unlikely to decline to <MYR4,000/tonne in the near future as geopolitical risks remain very much in play, which would also keep crude oil prices elevated and speculative forces active. In addition, once Trump's 2.0 policies are made known, prices may settle down and come off their highs.
- ...while fundamentals for 2025 are improving, we believe the culmination of the low output and stock levels in Indonesia in 2024, increasing biodiesel mandates in Indonesia in 2025, and tightening supplies of sunseed and rapeseed & canola in 2025, will lead to a more apparent deficit in global oils and fats in 2025. This will, in turn, lead to stronger vegetable oil prices in 2025, with stock/usage ratio for the 17 oils & fats falling to a 15-year low of 12.4% in 2025 (vs the historical average of 13.6%).
- As such, we raise our CPO price assumptions for 2024 to MYR4,100/tonne (from MYR3,900), for 2025 to MYR4,300/tonne (from MYR3,800), and for 2026 to MYR4,100/tonne (from MYR3,800). Overall, we expect prices to stay higher in 1H25, trading at MYR4,400-4,800/tonne before moderating in 2H25 to MYR4,000-4,400/tonne during the seasonal peak.
- Maintain NEUTRAL. We revise FY24F-26F earnings by 9%, 11%, and 4% after adjusting the CPO price assumptions and incorporating the new export tax levies. We maintain our call with new IDR6,940 TP based on an unchanged 12x 2025F P/E and 12% ESG discount.

Forecasts and Valuation	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover (IDRm)	21,828,591	20,745,473	17,605,328	17,750,611	18,192,722
Recurring net profit (IDRm)	1,846,082	1,049,636	1,077,137	1,265,192	1,188,853
Recurring net profit growth (%)	(26.6)	(43.1)	2.6	17.5	(6.0)
Recurring P/E (x)	6.91	12.15	11.84	10.08	10.73
P/B (x)	0.6	0.6	0.6	0.5	0.5
P/CF (x)	6.95	5.02	4.32	4.55	4.64
Dividend Yield (%)	6.7	6.1	3.7	3.8	4.4
EV/EBITDA (x)	3.26	4.46	3.89	3.45	3.35
Return on average equity (%)	8.2	4.8	4.5	5.1	4.7
Net debt to equity (%)	10.9	8.5	6.3	5.7	5.3

Source: Company data, RHB

# Neutral (Maintained)

Target Price (Return): IDR6,940 (4.8%)
Price (Market Cap): IDR6,625 (USD810m)
ESG score: 2.4 (out of 4)
Avg Daily Turnover (IDR/USD) 7,724m/0.50m

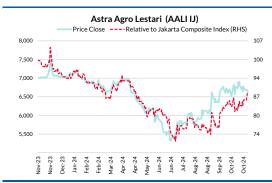
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### **Share Performance (%)**

YTD	1m	3m	6m	12m
(5.7)	(0.4)	14.7	6.9	(5.4)
(5.3)	3.8	14.0	4.7	(11.9)
52-wk Price low/high (IDR)				-7,600
	(5.7) (5.3)	(5.7) (0.4) (5.3) 3.8	(5.7) (0.4) 14.7 (5.3) 3.8 14.0	(5.7) (0.4) 14.7 6.9 (5.3) 3.8 14.0 4.7



Source: Bloomberg

# Overall ESG Score: 2.4 (out of 4)

# E: GOOD

AALI recorded a slight reduction of greenhouse gas (GHG) emissions intensity from 58 tonnes of CO2e per IDRbn in 2020 to 43.6 tonnes in 2023, contributed by compound fertiliser efficiency, substituting diesel with Biodiesel (B30) and usage of methane capture units to reduce POME emissions.

### S: MODERATE

AALI focuses on four main aspects in its CSR, ie economy, environment, education, and healthcare. It has been actively purchasing FFB from community shareholders, and also builds and manages education infrastructure under the Astra Agro Lestari Foundation. Integrated healthcare centres as well as at-plantation centres were also built for employees, as well as the communities living around plantation areas.

### G: GOOD

Half of the board of commissioners are independent, whose duty is to supervise the policy in an advisory capacity to the board of directors. However, all its directors and commissioners are males. AALI does not make full disclosure on its directors' remuneration and benefits



# **Financial Exhibits**

Indonesia Agriculture **Astra Agro Lestari** AALI IJ Neutral

Valuation basis

Asia

12x 2025F P/E

### Key drivers

- i. Increase in palm product prices;
- ii. Increase in palm product sales volume;
- iii. A drop in Indonesia's and Malaysia's inventory levels.

## Key risks

- i. Further weakening of CPO prices;
- ii. Significant drop in production.

# **Company Profile**

Astra Agro Lestari manufactures cooking oil and operates rubber plantations. Through its subsidiaries, the company also runs oil palm, tea, and cocoa plantations.

Financial summary (IDR)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Recurring EPS	959.16	545.35	559.64	657.35	617.69
DPS	444.00	401.00	245.23	250.16	293.84
BVPS	11,266.26	11,438.76	11,749.85	12,056.02	12,318.51
Return on average equity (%)	8.2	4.8	4.5	5.1	4.7

Valuation metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Recurring P/E (x)	6.91	12.15	11.84	10.08	10.73
P/B (x)	0.6	0.6	0.6	0.5	0.5
FCF Yield (%)	5.4	11.9	7.0	5.9	5.4
Dividend Yield (%)	6.7	6.1	3.7	3.8	4.4
EV/EBITDA (x)	3.26	4.46	3.89	3.45	3.35
EV/EBIT (x)	5.06	9.31	7.92	6.75	6.79

Income statement (IDRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total turnover	21,828,591	20,745,473	17,605,328	17,750,611	18,192,722
Gross profit	3,822,117	2,770,980	2,823,189	3,077,315	3,107,801
EBITDA	3,656,889	2,614,627	2,879,219	3,208,564	3,294,679
Depreciation and amortisation	(1,296,476)	(1,363,412)	(1,465,451)	(1,567,491)	(1,669,530)
Operating profit	2,360,413	1,251,215	1,413,767	1,641,073	1,625,149
Net interest	(284,048)	(175,945)	(167,170)	(151,376)	(147,286)
Pre-tax profit	2,429,178	1,498,402	1,442,485	1,687,038	1,588,661
Taxation	(637,128)	(410,232)	(403,896)	(467,124)	(442,355)
Reported net profit	1,726,607	1,055,897	1,000,042	1,174,637	1,103,761
Recurring net profit	1,846,082	1,049,636	1,077,137	1,265,192	1,188,853

Cash flow (IDRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Change in working capital	(250,943)	366,947	444,527	17,551	(66,971)
Cash flow from operations	1,835,397	2,538,738	2,948,568	2,804,956	2,748,865
Capex	(1,142,218)	(1,020,975)	(2,057,461)	(2,057,461)	(2,057,461)
Cash flow from investing activities	(1,142,218)	(1,020,975)	(2,057,461)	(2,057,461)	(2,057,461)
Dividends paid	(913,784)	(813,511)	(471,989)	(481,484)	(565,545)
Cash flow from financing activities	(3,006,151)	(1,043,718)	(439,826)	(630,646)	(641,099)
Cash at beginning of period	3,896,022	1,619,616	2,089,508	2,540,789	2,657,638
Net change in cash	(2,312,972)	474,045	451,281	116,849	50,306
Ending balance cash	1,619,616	2,089,508	2,540,789	2,657,638	2,707,944

Balance sheet (IDRm)	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Total cash and equivalents	1,619,616	2,089,508	2,540,789	2,657,638	2,707,944
Tangible fixed assets	16,415,019	16,392,032	16,984,042	17,474,012	17,861,943
Total investments	3,806,460	3,566,441	3,566,441	3,566,441	3,566,441
Total assets	29,249,340	28,846,243	29,204,707	29,789,620	30,316,371
Short-term debt	5,000	2,315,298	2,315,298	2,315,298	2,315,298
Total long-term debt	4,048,767	1,689,754	1,689,754	1,689,754	1,689,754
Total liabilities	7,006,119	6,280,237	6,039,937	6,035,581	6,057,124
Total equity	22,243,221	22,566,006	23,164,770	23,754,039	24,259,246
Total liabilities & equity	29,249,340	28,846,243	29,204,707	29,789,620	30,316,371

Key metrics	Dec-22	Dec-23	Dec-24F	Dec-25F	Dec-26F
Revenue growth (%)	(10.3)	(5.0)	(15.1)	0.8	2.5
Recurrent EPS growth (%)	(26.6)	(43.1)	2.6	17.5	(6.0)
Gross margin (%)	17.5	13.4	16.0	17.3	17.1
Operating EBITDA margin (%)	16.8	12.6	16.4	18.1	18.1
Net profit margin (%)	7.9	5.1	5.7	6.6	6.1
Dividend payout ratio (%)	49.5	73.1	47.2	41.0	51.2
Capex/sales (%)	5.2	4.9	11.7	11.6	11.3
Interest cover (x)	6.44	4.66	5.88	6.83	6.76

Source: Company data, RHB



12 November 2024 Agriculture | Plantation

Figure 1: Key assumptions

	2021	2022	2023	2024F	2025F	2026F	
CPO production ('000 tonnes)	1,473	1,304	1,276	1,097	1,114	1,186	
PK production ('000 tonnes)	315	282	272	250	254	270	
FFB production ('000 tonnes)	3,223	3,160	3,312	3,047	3,138	3,233	
CPO price (IDR/kg)	11,300	12,947	11,724	12,304	11,985	11,685	
PK price (IDR/kg)	7,300	8,571	5,279	7,217	8,071	7,495	

Source: Company data, RHB



# **Emissions And ESG**

Trend	

In FY23, Scope 1 emissions decreased to 880.9k tonnes of CO2e (FY22: 975.5k tonnes of CO2e) while Scope 2 decreased to 23.6k tonnes of CO2e (FY22: 21.8k tonnes of CO2e).

Emissions (tCO2e)	Dec-21	Dec-22	Dec-23
Scope 1	1,151,424	975,519	880,872
Scope 2	23,966	21,779	23,577
Scope 3	-	na	na
Total emissions	1,175,390	997,298	904,449

Source: Company data, RHB

# **Latest ESG-Related Developments**

- Greenhouse gas (GHG) reduction: AALI has set a target of reducing its GHG emissions by 30% by 2030 using 2019 as a baseline. (FY23: 26%)
- Renewable energy adoption: AALI intends to increase its renewable energy use to 93.4% of its total energy consumption by 2030, which it has 92.2% in 2023.
- Traceability to mill: AALI continues to maintain 100% traceability of its CPO and CPKO supply sources.

# **ESG** Rating History



# **Recommendation Chart**



Source: RHB, Bloomberg

Date	Recommendation	Target Price	Price
2024-10-30	Neutral	6,270	6,650
2024-08-11	Neutral	5,460	5,825
2024-07-30	Sell	5,460	5,975
2024-04-29	Sell	5,860	6,375
2024-02-23	Neutral	6,580	6,850
2023-10-31	Neutral	6,760	7,050
2023-07-28	Sell	6,430	7,700
2023-07-23	Sell	6,700	8,000
2023-04-26	Sell	6,200	7,675
2023-02-23	Sell	7,230	8,275
2022-10-30	Sell	7,420	8,450
2022-08-10	Sell	7,240	9,350
2022-07-28	Sell	8,260	9,550
2022-05-31	Neutral	11,770	12,000
2022-02-27	Neutral	11,820	11,350

Source: RHB, Bloomberg



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Buy: Share price may exceed 10% over the next 12 months

Trading Buy: Share price may exceed 15% over the next 3 months, however longer-

term outlook remains uncertain

Neutral: Share price may fall within the range of +/- 10% over the next

12 months

Take Profit: Target price has been attained. Look to accumulate at lower levels Sell: Share price may fall by more than 10% over the next 12 months

Not Rated: Stock is not within regular research coverage

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