

Mitra Adiperkasa (MAPI): IDR 1,430 – BUY, TP: IDR 1,600; Cons. TP: IDR 1,935

2Q24 Results: 31 July 2024

(IDR Bn)	2Q24	2Q23	QoQ (%)	YoY (%)	6M24	6M23	YoY (%)	SSI (%)	Cons (%)
Revenue	9,205	8,132	4.7	13.2	17,993	15,595	15.4	47.1	47.1
Gross Profit	4,048	3,771	8.0	7.3	7,795	7,073	10.2	47.0	46.1
Operating Profit	903	1,069	26.7	-15.5	1,616	1,734	-6.8	48.0	43.5
Net Profit	485	639	17.2	-24.1	899	1,044	-13.9	47.3	43.8
Key Ratios									
GPM (%)	44.0	46.4	-	-	43.3	45.4	-	-	-
OPM (%)	9.8	13.2	-	-	9.0	11.1	-	-	-
NPM (%)	5.3	7.9	-	-	5.0	6.7	-	-	-

SWOT Analysis of the Results (In-Line)

Strength

Gross Margin saw QoQ improvement to 44.0% in 2Q24 (1Q24: 42.6%; 2Q23: 46.4%), suggesting easing boycott, paving the way for retail sales EBIT margin to be higher QoQ at 11.1% (1Q24: 8.3%; 2Q23: 14.9%)

Weakness

Cafe and restaurant segment (contributed ~9.1% of total sales in 2Q24) continued to book negative OPM due to lingering boycott; finance cost and FX loss resulted in 2Q24 net profit coming down 24% YoY reflecting margin contraction to 5.3% (2Q23: 7.9%)

Opportunity

Slight improvement in economic growth from 4.9% in 2024 to 5% in 2025 coupled with potentially lower interest rates may bolster discretionary spending; recent market underperformance may provide buying opportunities particularly given undemanding valuation of 0.7x FY24 P/S

Threat

Challenging macroeconomic condition may impact sales volume and potential up-to 200% import duties on Chinese products may dampen overall profitability; geopolitical tension may continue to drag down its Cafe and Restaurant profitability ahead and result in continued market underperformance

Peer Comparables

Company	Market		Current	2024F				
	Cap	Rating	Price	P/S	P/E	Div. Yield	EPS Gwt	ROE
Ticker	(IDR Tn)		(IDR)	(x)	(x)	(%)	(%)	(%)
AMRT IJ	118	BUY	2,840	1.0	29.4	1.2	20.2	26.4
MAPI IJ	14	BUY	1,450	0.7	11.7	0.9	8.5	18.5
ACES IJ	14	BUY	800	2.0	15.9	3.6	12.5	13.5
MIDI IJ	7	BUY	424	0.7	19.1	1.4	23.1	16.2
ERAA IJ	24	BUY	426	0.1	6.6	4.5	18.8	10.4
Sector	176			0.9	23.5	1.8	18.6	22.3

Relative Performance vs JCI

