

# Ciputra Development (CTRA): IDR 1,340 BUY - SSI TP: IDR 1,600; Cons. TP: IDR 1,613



## 3Q24 Results: 31 October 2024

(IDRbn)				QoQ	YoY			YoY	9M24/	9M24/
	3Q24	2Q24	3Q23	(%)	(%)	9M24	9M23	(%)	SSI (%)	Cons. (%)
Revenue	2,080	2,721	2,120	(23.6)	(1.9)	7,117	6,589	8.0	69.8	68.4
Gross Profit	974	1,270	1,013	(23.4)	(3.9)	3,422	3,121	9.7	67.8	66.3
Operating Profit	447	793	572	(43.6)	(21.8)	1,973	1,824	8.2	63.7	62.4
Net Profit	248	546	399	(54.6)	(37.9)	1,277	1,178	8.4	63.5	61.2
<b>Key Ratios</b>										
GPM (%)	46.8	46.7	47.8	-	-	48.1	47.4	-	-	-
OPM (%)	21.5	29.1	27.0	-	-	27.7	27.7	-	-	-
NPM (%)	11.9	20.1	18.8	-	-	17.9	17.9	-	-	-

## SWOT Analysis of The Results (In-line)

### Strength

Shopping center revenue (33% of recurring income) rose +11.7% YoY to IDR 190bn, leading to +8.3% YoY growth in 3Q24 recurring revenue (24% of CTRA's top-line) to IDR 585bn

### Weakness

Development sales (72% of CTRA's top-line) fell -5.3% YoY to IDR 1.5tn, resulting in -1.9% YoY decline in 3Q24 revenue to IDR 2.1tn; QoQ drop in OPM and NPM, driven mainly by +28% YoY jump in commission fee (10% of opex) on the back of accounting changes

### Opportunity

Given that CTRA has sizable interest charges (54% of pre-tax profit), the company will benefit from the anticipated BI rate cuts

### Threat

Discontinuation of property VAT incentives may hinder CTRA's growth, as property sales account for 76% of its revenue

## Peer Comparables

Ticker	Market Cap. (IDR Tn)	Last Price (IDR)	Target Price (IDR)	Disc. to NAV (%)	2024F				
					9M24 MS/Land (%)	P/B (x)	P/E (x)	EPS Gwt (%)	Div. Yield (%)
BSDE IJ	25.8	1,220	1,500	76.8	4.2	0.6	7.3	39.6	0.7
<b>CTRA IJ</b>	<b>24.8</b>	<b>1,340</b>	<b>1,600</b>	<b>56.6</b>	<b>2.8</b>	<b>1.1</b>	<b>11.9</b>	<b>17.6</b>	<b>1.3</b>
MKPI IJ	24.7	26,000	32,000	59.5	-	3.5	27.0	14.2	2.1
PWON IJ	23.0	478	590	51.3	7.9	1.1	10.9	7.3	1.8
SMRA IJ	11.1	670	800	85.1	0.9	1.0	9.8	32.5	1.4
<b>Sector</b>	<b>109</b>			<b>63.8</b>	<b>3.4</b>	<b>1.5</b>	<b>13.8</b>	<b>21.4</b>	<b>1.4</b>

## Relative Performance vs JCI

