

# Forex gains mask flat GP, while agribusiness shines

8 August 2025



INDF IJ	BUY
Sector	Consumer
Price at 7 Aug 2025 (IDR)	8,200
Price target (IDR)	9,420
Upside/Downside (%)	14.9

#### Stock Information

PT Indofood Sukses Makmur Tbk is a total food solutions company. Operating in all stages of food manufacturing to consumer products in the market. Its consumer branded products business segment produces a range of consumer products such as: noodles, dairy, snack foods, food seasonings, nutrition and special foods as well as and beverages. Bogasari business produced wheat flour, while the company also has agribusiness division and distribution businesses.

Market cap (IDR bn)	71,999
Shares outstanding (mn)	8,780
52-week range (IDR)	6,075-8,825
3M average daily vol. ('000)	8,561
3M average daily val. (IDR mn)	69,714

#### Shareholders (%)

First Pacific Company Limited	50.1
Public	49.9

#### Stock Performance



	1M	3M	12M
Performance	1.2	5.8	33.9

### Analyst

### Akhmad Nurcahyadi

akhmad.nurcahyadi@kbvalbury.com

INDF's 1H25 results show a split picture. While revenue grew 4.4%, a 7% jump in input costs neutralized gains, leaving gross profit flat (EBIT: -1% yoy). However, a significant reduction in forex losses caused net income to leap 51%. This one-time gain was the primary reason 1H25 earnings beat expectations. Across segments, CBP remained flat, while Bogasari's revenue dipped 2% despite strong flour volume. The Agribusiness segment was a standout performer, with revenue surging 33% and EBIT jumping 76%, driven largely by its plantations division. Conversely, the edible oils & fats division saw a 15% EBIT decline despite a 19% increase in sales, as input costs squeezed margins. We expect better EBIT coupled with stable net financing which will impacting to a resilience FY25 earnings. Maintain BUY with higher SOTP-based TP of IDR 9,420 (8.5x '25F P/E), while currently trading at an attractive 7.7x 2025F P/E, slightly above its -1SD.

#### Bottom-line boosted by non-operating factors

INDF's 1H25 performance painted a diverged picture, with top-line resilience contrasting with underlying margin pressure. While revenue grew by 4.4% yoy to IDR 59.84 trillion, driven by strong performance in most business segments, the company's gross profit remained flat at IDR 19.82 trillion (EBIT: -1% yoy). This was due to a 7% increase in input costs, which squeezed gross margins. The narrative shifts dramatically at the bottom line. Net income "frog leaped" by a staggering 51% yoy, driven primarily by a significant reduction in unrealized forex losses from financing activities. This non-operating windfall was the primary catalyst for the strong bottom-line growth, propelling 1H25 earnings well above both our and consensus expectations (run-rate) for the full year 2025.

#### Net profit surge masks underlying margin pressures

On the profitability front, a clear divergence emerged between operational and net-level performance. The company's underlying operational profitability softened, with the EBIT margin contracting to 19.5% from 20.5% in the prior-year period. This 100bps margin erosion was principally attributed to challenges within the CBP segment. In sharp contrast, the net profit margin expanded dramatically, surging by 303bps. This expansion, however, was not indicative of improved operational efficiency but was a direct consequence of a significant one-time, non-recurring gain.

#### Mixed results in consumer & flour divisions

The CBP segment saw a modest 2% yoy increase in sales, this growth was largely flat on a sequential basis. The segment's profitability faced significant headwinds, with EBIT declining by 8% yoy to IDR 7.86tn, primarily attributable to elevated input costs. The Bogasari segment recorded a 2% yoy decline in revenue to IDR 15.03tn, driven by lower average selling prices. Critically, the underlying operational strength of this division remains intact, as evidenced by a 3% yoy increase in flour volume. Additionally, the Bogasari segment's EBIT margin of 8.5% exceeded the '25F guidance of 6–8%.

### Plantations power growth, edible oils face margin squeeze

The Agribusiness segment delivered a robust performance, with revenue surging 33% yoy to IDR 9.36tn, fueled by strong contributions from both the plantations and the edible oils & fats divisions. The 76% yoy jump in EBIT to IDR 1.64 trillion (EBIT margin of 17.6%), largely on the back of stronger palm oil contributions from the plantations division. Operational metrics also showed strength, with FFB nucleus production rising 2% yoy to 1.22mn tons and CPO production increasing 7% yoy to 326 thousand tons. A deeper look at the sub-segments reveals a nuanced picture. The plantations division was the star performer, with revenue up 32% yoy to IDR 6.14 trillion, driven by higher ASP and sales volumes. This translated into a remarkable 90% yoy EBIT growth, with the division's margin expanding significantly from 14.7% in 1H24 to a robust 21.2%. Conversely, the edible oils & fats division's sales, while up 19% yoy to IDR 6.96 trillion due to higher ASP, faced profitability challenges. The division's EBIT –15% yoy to IDR 257bn, with its margin compressing to 3.7%, highlighting the impact of higher input costs.

#### Maintain BUY, with TP of IDR9,420

We expect better EBIT coupled with stable net financing which will impacting to a resilience FY25 earnings. Maintain BUY with higher SOTP-based TP of IDR 9,420 (8.5x '25F P/E), while currently trading at an attractive 7.7x 2025F P/E, slightly above its -1SD. Risks to our call: a) lower-than-expected purchasing power, volume, asp growth and EBIT achievement, b) higher than expected input costs, e) continuing weakening Bogasari segment EBIT and f) wheat price declined further.

#### Exhibit 1: Key Statistics

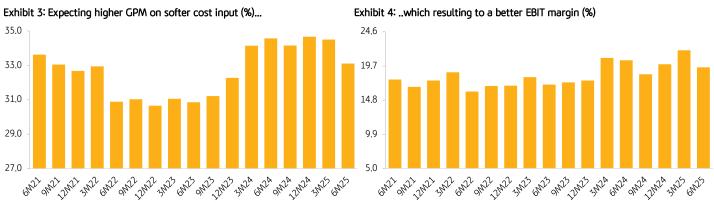
Year end Dec (IDR bn)	2023A	2024A	2025F	2026F	2027F
Revenue	111,704	115,787	120,811	128,714	138,741
Operating profit	19,664	23,088	22,311	23,353	26,302
Net profit	8,147	8,642	9,660	11,038	13,054
EPS (IDR)	928	984	1,100	1,257	1,487
EPS growth (%)	28.1	6.1	11.8	14.3	18.3
ROE (%)	8.1	7.9	8.4	8.9	9.6
ROA (%)	4.4	4.3	4.6	5.1	5.7
PER (x)	8.8	8.3	7.5	7.3	7.4
PBV (x)	0.7	0.7	0.6	0.7	0.7
EV/EBITDA (x)	4.7	3.9	4.1	4.1	4.2
Div Yield (%)	3.1	3.0	3.4	3.8	4.5





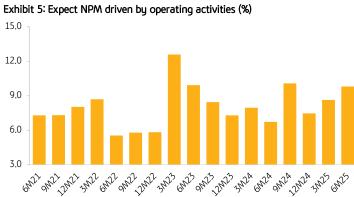
Exhibit 2: INDF 1H25 results												
Profit and Loss (IDRbn)	6M24	6M25	YoY (%)	2Q24	2Q25	YoY (%)	1Q25	QoQ (%)	KBVS '25F	% to KBVS	Cons. 25F	% to Cons.
Net revenue	57,296	59,843	4.4	26,505	28,288	6.7	31,555	(10.4)	120,811	49.5	123,276	48.5
COGS	(37,490)	(40,015)	6.7	(17,210)	(19,345)	12.4	(20,670)	(6.4)	(79,542)	50.3	(80,682)	49.6
Gross Profit	19,806	19,829	0.1	9,295	8,943	(3.8)	10,885	(17.8)	41,269	48.0	42,594	46.6
S&GA	(8,786)	(8,699)	(1.0)	(4,205)	(4,070)	(3.2)	(4,629)					
Others	731	563	(23.0)	243	(104)	(142.8)	667					
EBIT	11,751	11,692	(0.5)	5,333	4,769	(10.6)	6,923	(31.1)	22,311	52.4	23,538	49.7
EBITDA	13,677	13,710	0.2	6,330	5,807	(8.3)	7,903	(26.5)	26,026	52.7	27,613	49.7
Net finance income (expenses)	(4,076)	(1,247)	(69.4)	(2,180)	693	(131.8)	(1,940)	(135.7)				
Final tax interest income	(143)	(143)	(0.4)	(77)	(79)	2.4	(64)	22.5				
Share on JV	(51)	(96)	0.88	(69)	(71)	2.5	(26)	176.3				
Pre-tax income	7,480	10,206	36.4	3,007	5,313	76.7	4,893	8.6				
Net Income	3,854	5,838	51.5	1,404	3,114	121.7	2,724	14.3	9,660	60.4	11,233	52.0
Margins (%)	6M24	6M25	YoY (%)	2Q24	2Q25	YoY (%)	1Q25	QoQ (%)				
Gross Profit	34.6	33.1	(1.4)	35.1	31.6	(3.5)	34.5	(2.9)				
EBIT	20.5	19.5	(1.0)	20.1	16.9	(3.3)	21.9	(5.1)				
EBITDA	23.9	22.9	(1.0)	23.9	20.5	(3.4)	25.0	(4.5)				
Net Profit	6.7	9.8	3.0	5.3	11.0	5.7	8.6	2.4				
Segmentation sales (IDRbn)	6M24	6M25	YoY (%)	2Q24	2Q25	YoY (%)	1Q25	QoQ (%)				
Consumer Branded Products	36,775	37,542	2.1	17,218	17,572	2.1	19,970	(12.0)				
Bogasari	15,409	15,038	(2.4)	7,072	7,086	0.2	7,952	(10.9)				
Agribusiness	7,017	9,363	33.4	3,290	4,568	38.8	4,795	(4.7)				
Distribution	3,600	3,789	5.2	1,621	1,781	9.9	2,008	(11.3)				
Total	57,296	59,843	4.4	26,505	28,288	6.7	31,555	(10.4)				
Segmentation EBIT (IDRbn)	6M24	6M25	YoY (%)	2Q24	2Q25	YoY (%)	1Q25	QoQ (%)				
Consumer Branded Products	8,540	7,866	(7.9)	3,854	3,486	(9.5)	4,379	(20.4)				
Bogasari	1,215	1,273	4.8	689	644	(6.6)	629	2.3				
Agribusiness	937	1,647	75.7	468	652	39.5	995	(34.4)				
Distribution	313	338	8.0	77	89	15.6	250	(64.5)				
Total	11,751	11,692	(0.5)	5,333	4,769	(10.6)	6,923	(31.1)				
5	6M24	6M25	YoY (%)	2024	2Q25	YoY (%)	1Q25	QoQ (%)				
Segmentation EBIT margin (%)	0/124	UNIZJ	101 (70)									
Consumer Branded Products	23.2	21.0	(2.3)	22.4	19.8	(2.5)	21.9	(2.1)				
				•	19.8 9.1	(2.5) (0.7)	21.9 7.9	(2.1) 1.2				
Consumer Branded Products	23.2	21.0	(2.3)	22.4								
Consumer Branded Products Bogasari	23.2 7.9	21.0 8.5	(2.3)	22.4 9.7	9.1	(0.7)	7.9	1.2				

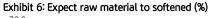


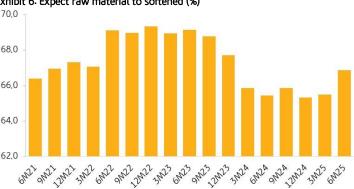


Source: Company, KBVS Research

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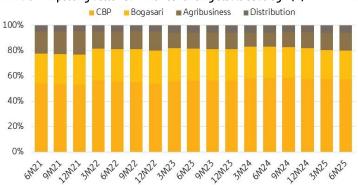
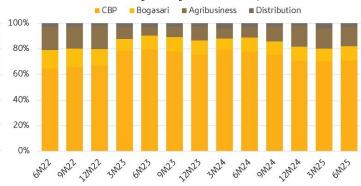


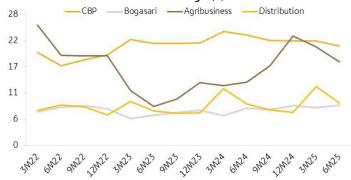
Exhibit 8: Better CBP with steady solid agribusiness to help consolidated EBIT (%)



Source: Company, KBVS Research

Source: Company, KBVS Research





Source: Company, KBVS Research

Exhibit 10: Currently trading at 7.7x '25F P/E, slightly above its -1SD



Source: Company, KBVS Research



## FINANCIAL TABLES

Exhibit 11: Profit & Loss

Year End Dec (IDR bn)	2023A	2024A	2025F	2026F	2027F
Revenues	111,704	115,787	120,811	128,714	138,741
Cost of revenues	(75,653)	(75,650)	(79,542)	(84,180)	(89,898)
Gross profit	36,050	40,137	41,269	44,534	48,843
Operating expenses	(16,387)	(17,048)	(18,958)	(21,181)	(22,540)
Operating income	19,664	23,088	22,311	23,353	26,302
EBITDA	23,572	27,665	26,026	27,373	29,978
Net financing	(1,560)	(4,418)	(4,402)	(4,011)	(3,913)
Other income/(expenses)	(2,488)	(1,630)	(356)	(358)	(369)
Pretax profit	15,616	17,040	17,553	18,985	22,021
Tax expenses	(4,122)	(3,962)	(4,388)	(4,461)	(4,845)
Net profit	8,147	8,642	9,660	11,038	13,054

Source: Company, KBVS Research

Exhibit 12: Balance Sheet

Year End Dec (IDR bn)	2023A	2024A	2025F	2026F	2027F
Cash	28,576	38,710	41,470	43,148	45,896
Deposits & ST inv.	8,113	9,515	6,814	6,165	7,739
Receivables	8,674	10,017	8,806	9,313	9,968
Inventories	15,213	17,954	15,596	16,836	17,980
Other current assets	2,525	3,569	3,113	3,225	3,432
Total current assets	63,102	79,765	75,800	78,687	85,015
Fixed assets – net	47,295	47,814	51,365	55,006	58,737
Goodwill	56,352	56,352	56,352	56,352	56,352
Intangible Asset	1,446	1,313	1,224	1,139	1,065
Other non-current assets	18,393	16,469	24,118	26,871	28,430
Total non-current assets	123,486	121,948	133,060	139,367	144,584
Total assets	179,272	180,433	191,463	196,271	202,897
Bank borrowings	16,240	20,951	21,370	21,691	22,016
Payables	6,885	7,412	8,624	8,591	9,189
Accrued expenses	4,086	4,315	4,832	5,149	5,550
S-T employee benefit	1,375	1,820	945	916	887
Current matt. long term loan	2,026	622	1,373	1,383	1,328
Other current liabilities	2,303	1,974	2,060	2,194	2,365
Total current liabilities	32,915	37,094	39,205	39,924	41,336
Long-term debt	4,059	5,016	4,965	4,916	4,867
Bonds	42,125	44,211	43,769	43,331	42,898
Deferred tax liabilities	1,005	997	1,075	1,126	1,207
LT employee benefits - non curr	5,150	4,724	4,389	4,112	3,865
Other non liabilities	870	680	131	133	140
Total non-current liabilities	53,209	55,628	54,330	53,619	52,977
Shareholder's equity	86,123	92,722	93,535	93,542	94,313
Total liabilities and equity	100,465	108,991	115,324	124,512	135,286



Exhibit 13: Cash Flow

Year End Dec (IDR bn)	2023A	2024A	2025F	2026F	2027F
EBIT	19,664	23,088	22,311	23,353	26,302
Depreciation & amortization	3,909	4,577	3,715	4,019	3,675
Changes in working capital	(3,437)	(1,863)	8,589	(487)	(2,138)
CF from operating activities	20,135	25,802	34,615	26,885	27,839
Decr. (incr.) in fixed assets	(3,793)	(5,095)	(7,266)	(7,660)	(7,406)
Decr. (incr.) in non-current assets	2,779	3,014	(6,855)	(2,137)	(1,200)
Other investing activities	(824)	(956)	(748)	(531)	(285)
CF from investing activities	(1,838)	(3,038)	(14,869)	(10,327)	(8,891)
Net change in gross debt	(2,989)	3,043	(492)	(487)	(482)
Dividends paid	(2,257)	(2,257)	(2,160)	(2,415)	(2,759)
Other financing activities	(10,421)	(13,416)	(14,334)	(11,977)	(12,957)
CF from financing activities	(15,667)	(12,630)	(16,987)	(14,880)	(16,199)
Net Changes in Cash	2,630	10,134	2,760	1,678	2,749
Cash at beginning of period	25,946	28,576	38,710	41,470	43,148
Cash at end of period	28,576	38,710	41,470	43,148	45,896

Source: Company, KBVS Research

# Exhibit 14: Key performance metrics

Year End Dec (%)	2023A	2024A	2025F	2026F	2027F
Gross profit margin	32.3	34.7	34.2	34.6	35.2
Operating profit margin	17.6	19.9	18.5	18.1	19.0
Net profit margin	21.1	23.9	21.5	21.3	21.6
ROE	7.3	7.5	8.0	8.6	9.4
ROA	8.1	7.9	8.4	8.9	9.6
DER	4.4	4.3	4.6	5.1	5.7
Net gearing (x)	64.2	65.0	62.0	57.3	52.6
Interest coverage ratio (x)	35.7	29.4	26.0	22.6	18.6
PER (x)	5.6	3.7	3.5	3.7	4.1
PBV (x)	8.8	8.3	7.5	7.3	7.4
EV/EBITDA (x)	0.7	0.7	0.6	0.7	0.7
Dividend Yield	3.1	3.0	3.4	3.8	4.5

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★ KB Valbury Sekuritas

Salam Sestiman Center 419 Filoor Unit A. C. Ralam Sestimal Staffman No. 86 Kekarahan Karet Tengan, Recumulan Turuh Abang, Jakarta Penalt 16220, Indonesia T. +6221 – 250.98 300 E. 463.21 – 255.33.778

# Branch Office

### Jakarta - Sudirman

Sahid Sadiman Center 4 Int Roor Unit A - C Jalian Jerdenil Sadoman No. 85 Karah Tengain, Tanah Abeng, Jalianta Punat 90200 T. 6020 25098500700

#### Bandung

8. HOS Cokroamineno No. 83 Barebarg 46171 1. (002) 87255880

### Palembang

Komplek PTC Mall Blok I No. Y & R. Sukambo Palenbang 3013-6 T. 80Y310 5786281

# Semarang

Cand Plate Bolding Lt. Dour B. Saltan Agung No. 90–90A Semerang 50252 T. 60241 8500122

### Jakarta - Kelapa Gading

Rutur Plans Pariffik 8. Raya Boulerusch Banat Blok AJ feb. 10 Jakarta (Bana 13420 1. KUS) 29451577

### Malang

A Pahlawer Trip No. 7 Halong 65312 T. (0541) 565888

### Surabaya

Palcaron Center 12,75 8 Emborg Malang No.1 Surabaya 60261 1,9050 2955788

#### Makassar

Komplek RORD Citroland City Lossel Business Fack, Blok B2 No. 00 8. Citroland Books over Materiaer 90111 T. 102411 50000618

#### Jakarta - Purl Indah

Ruton Grand Artin, Maga Illak E2 No, N 8, Taman Artin, Kembangan Sebarta Base E3528 1, 6021 22542500

### Banjarmasin

A Gatot Subroto No. 35 Bergermatin 100/35 1, (05/11) - SISSNIA

### Padang

5. Kemping Nie, 9 No. 10, Picting 2521.1 T. 80751( 8655W7

#### Medan

Korophik Jell Aructice No. PS-SA 2 Periodis Gerser Belssan Median 20218 1: 6043188655322

#### Jakarta - Pluit

8, Plub Putra Rayadko, 2 Sikarta Ukina 14450 1, 0000 6692110

### Pekanbaru

8, Tuentu Tembuul, Komplek CKN Bok A No. 5 Pelumbaru JB295 T, (0162) 859595

### Yogyakarta

8: Magriang KM 5.5 No. 75 Nogyakurta 55000 T. (027H) 625111

# Denpesar

A. Timiku Umar No. 277 Koriglah Biji Sylan Hotel Dengenar Bell B0124 T. (0952) 225229

# Investment Gallery

#### Jakarta

Citra Gerden & Rulus Sleth Avenue Blok 11 A/38, Geoglasseng Jakenta Barari 13600 T. 8031) 522992383

# Semarang

8. MET Haryonn 657 Sermany 50242 T. 6024) 8405395

### Salatiga

A Diponegoro No. 68 Seletige 50701 T. 60598 525007

#### Solo

A Ronggowanito No. 56 Soluburta STLDB T. (0271) 6726586

