

PT Ramayana Lestari Sentosa Tbk (RALS)

Retail Trading

Boosted by mobility normalization

17 May 2022

Recommendations : BUY

Stock

Price on 13/05/2022 (Rp)	655
12M target price (Rp)	825
Capital gain potential	26%

Stock Data

Outstanding shares	6,292,315,900
Market cap (Rp)	4,718,840,000,000
Weight vs IHSG (%)	0.04

Shareholders (%)

Ramayana Makmursentosa	63.02%
Management	7.15%
Public	29.83%

Outstanding Shares (unit)	6,292,315,900
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Treasury stocks	803,684,100
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Price Performance

52-week high/low	Rp815/Rp580
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Capital gain/(loss) (in %)

1 month	3 month	6 month	1 Year	YTD
(11.92)	2.31	(14.74)	(6.34)	1.53

Summary of Financial Performance

In IDR bn	2021A	2022E	2023F
Revenue	2,593	4,337	5,117
Operating Income	153	268	426
OPM (%)	5.91%	6.17%	8.33%
EBITDA	583	635	791
EV to EBITDA (x)*	5.30	4.83	3.68
Net Income	171	335	508
NPM (%)	6.58%	7.71%	9.94%
EPS (Rp)	27	53	80
EPS Growth (%)	(230.8%)	96.1%	52.0%
Price Earnings (x)*	24.31	12.39	8.15
Price to Book (x)*	1.15	1.11	1.05
Price to Sales (x)*	1.60	0.96	0.81
Return on Equity (%)	4.74%	8.97%	12.87%
Return on Assets (%)	3.35%	6.38%	9.26%
Tot Debt/Equity (x)	0.15	0.15	0.15

*) based on market price (13/05/2022) at Rp655

Sources : Company, Bloomberg and KB Valbury Sekuritas

RALS membukukan laba bersih Rp30,0 miliar pada 1Q22

Kuatnya daya beli namun inflasi dan persaingan menjadi resiko utama

Rekomendasi "BUY" dengan target harga Rp825 per saham

Perbaikan performa bottom line dan margin

Laba bersih RALS mencapai Rp30,0 miliar pada 1Q22 (-55,7% QoQ), dibandingkan dengan rugi bersih Rp85,7 miliar pada 1Q21. Laba bersih tersebut didorong oleh pendapatan yang meningkat 18,8% YoY pada 1Q22 menjadi Rp600,5 miliar (-2,3% QoQ). Kemudian, GPM meningkat dari 43,6% pada 1Q21 menjadi 45,2% pada 1Q22 ditengah kenaikan beban pokok yang mencapai 18,8% YoY. Kemudian, beban operasional berhasil direduksi 20,2% YoY pada 1Q22 menjadi Rp245,6 miliar ditengah penurunan beban umum dan administrasi 19,1% YoY karena penurunan beban karyawan dan depresiasi aset hak pakai. Sehingga, RALS berhasil mencatatkan laba operasional Rp25,9 miliar pada 1Q22 dibandingkan dengan rugi operasional Rp93,7 miliar pada 1Q21. Akan tetapi, pendapatan keuangan RALS turun 29,3% YoY pada 1Q22 ditengah penurunan suku bunga. Dari segi neraca, RALS mencatatkan net cash pada 1Q22.

Terdorong normalisasi kegiatan

Kami menilai kenaikan penjualan secara YoY akibat pelonggaran restriksi, namun secara QoQ kami menilai adanya kenaikan kasus dari adanya varian Omicron pada Februari 2022 mendorong penurunan penjualan. Dari segi segmen, pakaian dan aksesoris berkontribusi utama terhadap kenaikan penjualan YoY, dengan pertumbuhan 27,2% YoY. Segmen pakaian dan aksesoris berkontribusi 73,7% pada 1Q22 pada penjualan, meningkat dibandingkan dengan 70,9% pada 1Q21. Kemudian, segmen supermarket tumbuh 10,5% YoY pada 2Q22, dengan kontribusi menurun dari 29,1% pada 1Q21 menjadi 26,3% pada 1Q22. Secara profitabilitas, margin produk pakaian dan aksesoris menurun dari 59,7% pada 1Q21 menjadi 56,7% pada 1Q22. Sedangkan, margin supermarket bertumbuh dari 4,4% pada 1Q21 menjadi 13,3% pada 1Q22. Ditengah normalisasi kegiatan, area Jawa, Bali dan NT menjadi motor penjualan dengan tumbuh 21,1% YoY pada 1Q22, dengan kontribusi mencapai 64,0%.

Pertanda positif dari penguatan daya beli, namun inflasi membayangi

Kami memperkirakan laba bersih RALS YoY dapat mencapai Rp360 miliar pada tahun 2022, ditengah daya beli yang kuat terutama untuk segmen menengah-bawah ditengah normalisasi kegiatan. Kami memperkirakan performa tahun ini ditopang oleh penjualan pada 2Q22 terutama karena adanya Idul Fitri yang dapat mendorong konsumsi masyarakat. Adapun, kontribusi penjualan lebaran tahun ini menurun menjadi 38% tahun ini, lebih rendah dibandingkan tahun lalu sebesar 41% karena tren belanja yang lebih tinggi pada kuartal selanjutnya. Kami menilai resiko utama berasal dari kenaikan inflasi pada 2H22 yang lebih tinggi pada April sebesar 3,47%. Kami memperkirakan inflasi dapat mencapai lebih dari 4% jika pemerintah menaikkan harga pertalite dan LPG pada 2H22 dan beresiko menghambat daya beli.

Rekomendasi BUY ditengah ancaman kenaikan inflasi

Kami merekomendasikan BUY dengan target harga Rp825 per saham, yang mencerminkan valuasi PE 2021E pada 12,39x. Rekomendasi kami berdasarkan factor 1) inflasi yang meningkat dapat menggerus daya beli; 2) resiko pengetatan mobilitas jika kasus kembali naik; dan 3) Persaingan yang tinggi dari gerai online dan preferensi habit berbelanja yang berubah. Namun, kami melihat factor yang berpotensi dapat memperbaiki kinerja RALS antara lain 1) harga komoditas baik batubara maupun CPO yang meningkat dapat mendorong penjualan terutama bagi ex- Jawa; 2) restriksi mobilitas yang cenderung lunak; 3) efisiensi yang terus dilakukan untuk memperbaiki profitabilitas dan 4) neraca yang kuat.

Analyst(s)

Devi Harjoto

Alfiansyah

PT Ramayana Lestari Sentosa Tbk (RALS)

Retail Trading

FINANCIAL OVERVIEW

Income Statement (Rp bn)	1Q2021	1Q2022	YoY Change	4Q2021	1Q2022	QoQ Change
Net Sales	491	601	22.3%	615	601	(2.3%)
Cost of Revenue	(277)	(329)	18.8%	(302)	(329)	9.1%
Gross Profit	214	271	26.9%	313	271	(13.2%)
Gross Margin (%)	43.6%	45.2%		50.9%	45.2%	
Operating Expenses	(308)	(247)	(20.2%)	(443)	(247)	(44.4%)
Operating Profit	(104)	(25)	(123.7%)	(131)	(25)	(118.8%)
Operating Margin (%)	(21.3%)	4.1%		(21.3%)	4.1%	
Non-Operating Income (Losses)	21	5	(77.9%)	215	5	(97.9%)
Pretax Income	(83)	30	(135.0%)	84	30	(65.1%)
Income Tax (Expense)/ Benefit	(2)	(1)	(137.0%)	(17)	(1)	(104.7%)
Profit for This Year	(86)	30	(135.0%)	68	30	(55.7%)
Net Profit (Losses)	(86)	30	(135.0%)	68	30	(55.7%)
Profit Margin (%)	(17.5%)	5.0%		11.0%	5.0%	

Sources : Company and KB Valbury Sekuritas

FINANCIAL TABLES

CONSOLIDATED STATEMENTS OF PROFIT OR LOSS

Year End Dec (Rp bn)	2020A	2021A	2022E	2023F	2024F
Revenue	2,528	2,593	4,529	5,164	7,451
Revenue growth yoy	(54.8%)	2.6%	74.7%	14.0%	44.3%
- Cost of Goods Sold	(1,450)	(1,383)	(2,756)	(3,132)	(4,504)
Gross Income	1,078	1,210	1,773	2,032	2,947
- Operating Expenses	(1,410)	(1,294)	(1,474)	(1,615)	(2,323)
Operating Income	(257)	153	299	417	624
Op income growth yoy	(144.7%)	(159.7%)	95.0%	39.4%	49.7%
- Non Operating Gains (Losses)	75	38	118	148	160
EBITDA	191	583	630	746	1,034
Pretax Income	(181)	192	416	565	784
- Income Tax Expense	43	(21)	(57)	(77)	(107)
Profit for This Year	(139)	171	360	487	677
Net Income	(139)	171	360	487	677
Net income growth yoy	(121.4%)	(222.8%)	110.9%	35.5%	39.0%
EPS (IDR)	(21)	27	57	77	107
Dividends Per Share (IDR)	0	13*	28	42	64

Sources: Company, Bloomberg and KB Valbury Sekuritas

*) Estimate

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CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

Year End Dec (Rp bn)	2020A	2021A	2022E	2023F	2024F
Total Current Assets	3,201	3,242	3,364	3,610	3,885
+ Cash & Near Cash Items	1,554	1,582	1,634	1,813	2,016
+ Short Term Investments	1,080	1,003	1,046	1,086	1,129
+ Accounts & Notes Receivable	8	7	7	7	7
+ Inventories	493	593	618	642	668
+ Other Current Assets	65	57	60	62	64
Total Long-Term Assets	2,084	1,844	1,883	1,882	1,825
+ Property, Plant & Equip, Net	1,876	1,664	1,720	1,738	1,699
Property, Plant & Equip	4,895	5,017	5,418	5,841	6,250
Accumulated Depreciation	3,020	3,354	3,698	4,104	4,552
+ Long Term Investments	209	180	163	145	126
Total Assets	5,285	5,085	5,248	5,492	5,710
Total Current Liabilities	926	902	911	912	907
+ Payables & Accruals	706	721	716	702	680
+ Short Term Borrowings	220	181	195	210	227
Total Long Term Liabilities	641	587	609	629	646
+ Long Term Borrowings	378	348	357	366	375
+ Other Long Term Borrowings	262	238	252	264	271
Total Liabilities	1,566	1,489	1,519	1,541	1,553
+ Share Capital & APIC	502	502	502	502	502
- Treasury Stock	320	631	631	631	631
+ Retained Earnings & Other Eq.	3,565	3,735	3,896	4,125	4,336
+ Other Equity	(29)	(10)	(39)	(46)	(51)
Total Equity	3,719	3,597	3,729	3,951	4,157
Total Liabilities & Equity	5,285	5,085	5,248	5,492	5,710
Book Value Per Share (IDR)	552	568	589	624	657

Sources: Company, Bloomberg and KB Valbury Sekuritas

CONSOLIDATED STATEMENTS OF CASH FLOWS

Year End Dec (Rp bn)	2020A	2021A	2022E	2023F	2024F
Net Income	(139)	171	335	508	530
+ Depreciation & Amortization	447	430	344	406	448
+ Other Non-Cash Adjustments	(140)	(151)	(121)	(143)	(157)
Cash From Operating Activities	168	450	558	772	820
+ Capital Expenditures	(66)	(77)	(120)	(141)	(156)
+ Other Investing Activities	(254)	79	17	19	18
Cash From Investing Activities	(321)	2	(103)	(123)	(138)
+ Dividends Paid	(337)	0	(411)	(479)	(488)
+ Change in long Term Borr.	(164)	(113)	9	9	9
+ Change in capital stock	9	311	0	0	0
Cash From Financing Activities	(502)	(424)	(403)	(470)	(479)
Net Changes in Cash	(654)	28	52	179	203

Sources: Company, Bloomberg and KB Valbury Sekuritas

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RATIO ANALYSIS

Year End Dec	2020A	2021A	2022E	2023F	2024F
Valuation Ratios					
Price Earnings	NM	24.31	12.39	8.15	7.83
EV to EBIT	NM	20.18	10.53	7.55	6.42
EV to EBITDA	22.40	5.30	4.83	3.68	3.13
Price to Sales	2.07	1.60	0.96	0.81	0.73
Price to Book	1.41	1.15	1.11	1.05	1.00
Dividend Yield	0.0%	2.1%	4.2%	6.7%	7.7%
Profitability Ratios					
Gross Margin	42.63%	46.67%	39.15%	39.35%	39.55%
EBITDA Margin	7.54%	22.50%	14.64%	15.46%	15.46%
Operating Margin	NM	5.91%	6.17%	8.33%	7.80%
Profit Margin	NM	6.58%	7.71%	9.94%	9.38%
Return on Assets	NM	3.35%	6.38%	9.26%	9.28%
Return on Equity	NM	4.74%	8.97%	12.87%	12.74%
Leverage & Coverage Ratios					
Current Ratio	3.46	3.59	3.69	3.96	4.28
Quick Ratio	2.92	2.94	3.02	3.25	3.55
Tot Debt/Capital	0.10	0.11	0.12	0.12	0.13
Tot Debt/Equity	0.16	0.15	0.15	0.15	0.14
Others					
Asset Turnover	0.48	0.51	0.83	0.93	0.99
Accounts Receivable Turnover	331.62	390.94	627.17	712.65	756.43
Accounts Payable Turnover	3.58	3.59	6.06	7.29	8.31
Inventory Turnover	5.12	4.37	7.01	7.97	8.46

*) based on market price (13/05/2022) at Rp655

**) Estimate

Sources: Company, Bloomberg and KB Valbury Sekuritas

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KB Valbury Sekuritas

Headquarters

Menara Karya, 9th Floor
Jl. H.R. Rasuna Said Blok X-5 Kav 1-2
Jakarta 12950, Indonesia
T +62 21 255 33 600
F +62 21 255 33 778

Branch Office

Jakarta - Kelapa Gading

Rukan Plaza Pasifik
Jl. Raya Boulevard Barat Blok A1 No. 10
Jakarta 11620
T +62 21 - 29451577

Jakarta - Puri Indah

Rukan Grand Aries Niaga
Blok E.1 No. 1 V Jl. Taman Aries, Kembangan,
Jakarta 14450
T +62 21 - 22542390
F +62 21 - 29264310

Jakarta - Pluit

Jl. Pluit Putra Raya No. 2
Jakarta 14240
T +62 21 - 29264300
F +62 21 - 22542391

Bandung

Jl. HOS Cokroaminoto No. 82
Bandung 40171
T +62 22 - 87255888
T +62 22 - 87255800
F +62 22 - 87255811

Semarang

Candi Plaza Building Lt. Dasar
Jl. Sultan Agung No. 90-90A
Semarang 50252
T +62 24 - 3521888
T +62 24 - 8501122
F +62 24 - 8507450

Yogyakarta

Jl. Magelang KM 5.5 no. 75
Yogyakarta 55284
T +62 274 - 4469500
T +62 274 - 623111
F +62 274 - 623222

Galeri Investasi

Padang

Jl. Kampung Nias II no. 10,
Kel. Belakang Pondok,
Kec. Padang Selatan
T +62 751 8955747

Manado

Kawasan Megamas, Ruko Megaprofit
Blok IF2 No. 38 Manado, 95254
T +62 431 7917 836
F +62 431 880 2129

Surabaya

Pakuwon Center Tunjungan Plaza Lantai 21
Jl. Embong Malang No.1
Surabaya 60261
T +62 31 - 2955777
T +62 31 - 2955788
F +62 31 - 2955716

Denpasar

Komplek Ibis Styles Hotel
Jl. Teuku Umar No. 177
Denpasar Bali 80114
T +62 361 - 255888
T +62 361 - 225229
F +62 361 - 225339

Benjarmasin

Jl. Gatot Subroto No.33 Kel. Kebun Bunga
Kec. Banjarmasin Timur
Kaltimantan Selatan 70235
T +62 511 - 3265918
F +62 511 - 3253432

Solo

Jl. Ronggo Warsito no. 34
Solo 57118
T +62 271 632888
F +62 271 656988

Makassar

Ratulangi Points Lt. 3
Jl. Dr Sam Ratulangi No. 2 Kunjungmae, Mariso
Makassar, Sulawesi Selatan 90125
T +62 411 8955999

Malang

Jl. Pahlawan Trip no. 7
Malang 65112
T +62 341 - 585888
F +62 341 - 560056

Solo

Jl. Ronggowarsito No. 34
Surakarta 57118
T +62 271 - 632888

Palembang

Komp. PTC Mall Blok I No. 7 Jl. R. Sukanto Kel. 8 Ilir
Kec. Ilir Timur II Palembang 30114
T 07115700281

Medan

Komplek Jati Junction No. P5-5A
Jl. Perintis Kemerdekaan
Medan 20218
T +62 61 - 88816222
F 62 61 - 88816333

Pekanbaru

Jl. Tuanku Tambusai
Komplek CNN Blok A No.3 Pekanbaru 28291
T +62 761 - 839393
Galeri Investasi

Padang

Jl. Kampung Nias II no. 10,
Kel. Belakang Pondok,
Kec. Padang Selatan
T +62 751 8955747

Manado

Kawasan Megamas, Ruko Megaprofit
Blok IF2 No. 38 Manado, 95254
T +62 431 7917 836
F +62 431 880 2129

Solo

Jl. Ronggowarsito No. 34
Surakarta 57118
T +62 271 - 632888

Palembang

Komp. PTC Mall Blok I No. 7 Jl. R. Sukanto Kel. 8 Ilir
Kec. Ilir Timur II Palembang 30114
T 07115700281

Galeri Investasi BEI - KBVS

Yogyakarta
Universitas Kristen Duta Wacana
T +62 274 - 544032

Manado

Universitas Prisma Manado
T 0431 8800850

Jakarta

Universitas Gunadarma
T +62 21 - 8727541