# 5,840 5,840 5,840 5,840 5,840 5,740

#### Foreign net buy (sell)



| Key Indexes |         |              |       |       |  |  |
|-------------|---------|--------------|-------|-------|--|--|
| Index       | Closing | 1 day 1 year |       | YTD   |  |  |
|             |         |              |       |       |  |  |
| JCI         | 5,781   | -0.7%        | 7.6%  | 9.1%  |  |  |
| LQ45        | 962     | -1.0%        | 4.1%  | 8.8%  |  |  |
| DJI         | 22,026  | 0.0%         | 20.0% | 11.5% |  |  |
| SET         | 1,578   | -0.1%        | 4.7%  | 2.3%  |  |  |
| HSI         | 27,531  | -0.3%        | 26.1% | 25.1% |  |  |
| NKY         | 20,029  | -0.3%        | 23.2% | 4.5%  |  |  |
| FTSE        | 7,475   | 0.9%         | 10.9% | 4.6%  |  |  |
| FSSTI       | 3,343   | -0.2%        | 18.0% | 16.0% |  |  |
| EIDO        | 27      | -0.7%        | 0.9%  | 10.3% |  |  |

| Commodity price    |            |           |            |
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| Commodities        | Last price | Ret 1 day | Ret 1 year |
| (in USD)           |            |           |            |
| Oil/barrel (WTI)   | 49.0       | -1.1%     | 20.1%      |
| CPO/tonne          | 608.6      | -1.4%     | 7.8%       |
| Soy/bushel         | 9.3        | -1.8%     | -4.8%      |
| Rubber/kg          | 1.8        | 0.0%      | -4.8%      |
| Nickel/tonne       | 10,335     | 0.3%      | -3.3%      |
| Tins/tonne         | 20,770     | 0.2%      | 15.8%      |
| Copper/tonne       | 6,326      | 0.1%      | 30.2%      |
| Gold/try.oz (Spot) | 1,269      | 0.1%      | -6.8%      |
| Coal/tonne         | 94.6       | -0.5%     | 40.5%      |
| Corn/bushel        | 3.4        | -0.6%     | 8.7%       |
| Wheat/bushel*      | 146.5      | 5.8%      | -7.0%      |

\* : 1 month change

Source : Bloomberg

# Selamat Sempurna (SMSM IJ; Buy)

## **Early anticipation**

- Gradual shift towards heavy equipment filter
- Weaker 2Q17 is expected
- Outstanding growth record
- Upgrade to Buy, TP Rp1,350

**Heavy equipment filter, a new growth prospect.** Automotive filtration product remains a significant contributor to revenue and profitability of Selamat Sempurna. Filtration product account about 60% of total revenue while 65% of gross profit in FY16. In anticipation of rising popularity of electric vehicle (EV), Selamat Sempurna penetrated the filtration product for heavy machinery. EV products will barely use any filtration products, while heavy machineries are not likely to be replaced by electric motor anytime soon. With the recovery of the commodity prices, demand for heavy equipment has increased significantly. Therefore, we expect a healthy contribution from heavy equipment filtration products.

**Soft 2Q17 performance**. Selamat Sempurna posted a relatively weaker 2Q17 for two reasons: 1) exceptionally high 1Q17 revenue due to carry over from 4Q16 2) seasonality due to Ramadhan holidays which affected logistics and shipment. Nevertheless we expect normalized revenue in 3Qand 4Q. Topline was able to grew +11.6% yoy in 1H17, but negated by increase of COGS and other costs, leaving the net profit only inched up +2.0% yoy. Revenue and net income was down -2.7% qoq and -10.6% qoq in 2Q17, respectively.

**Strong record of growth**. We think that Selamat Sempurna is an exceptional company proven by its long growth performance of 24 years for nominal revenue and 14 years for net profit. We view Selamat Sempurna among the few companies that has been able to book 14 years of consecutive growth in net profit. This is solid proof a consistent and prudent management. Selamat Sempurna puts weight on profitability rather than market share due to the fact the company is penetrating the global market, leaving tremendous market opportunity.

**Upgrade to Buy**. We upgrade our rating to Buy from previously Hold with a new target price of Rp1,350. We are positive on Selamat Sempurna to concentrate more on heavy equipment filtration products and to service the replacement market rather than OEM. Nevertheless, rising steel price would be a challenge to maintain margins. So far, Selamat Sempurna has been able to manage its profitability. Our DCF-target price translates to PER FY17-18 of 16.4-15.3x.

| Year To 31 Dec     | 2015A | 2016A | 2017F | 2018F  | 2019F  |
|--------------------|-------|-------|-------|--------|--------|
| Revenue (RpBn)     | 2,803 | 2,880 | 3,109 | 3,365  | 3,647  |
| EBITDA (RpBn)      | 694   | 740   | 758   | 806    | 917    |
| EBITDA Growth (%)  | 5.7   | 6.7   | 2.5   | 6.2    | 13.8   |
| Net Profit (RpBn)  | 428   | 453   | 473   | 506    | 596    |
| EPS (Rp)           | 74    | 79    | 82    | 88     | 104    |
| EPS Growth (%)     | 9.6   | 5.9   | 4.4   | 7.1    | 17.7   |
| Net Gearing (%)    | 13.2  | 3.8   | (2.6) | (12.2) | (22.1) |
| PER (x)            | 14.5  | 13.7  | 13.2  | 12.3   | 10.4   |
| PBV (x)            | 4.3   | 3.9   | 3.3   | 2.8    | 2.4    |
| Dividend Yield (%) | 1.2   | 3.4   | 3.4   | 3.7    | 4.3    |
| EV/EBITDA (x)      | 9.2   | 8.5   | 8.1   | 7.4    | 6.2    |

Source: SMSM, IndoPremier

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**ADRO:** Adaro Indonesia (ADRO IJ; Rp1,845; Buy) recorded 1H17 operational performance as follow

- Coal production decreased by 3% yoy to 25.1m tons in 1H17, due to weak volumes in the first quarter.
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- SR dropped to 4.3x in 2Q17 (vs. 4.6x in 1Q17 and 4.4x in 2Q16) due to heavy rain in the period, bringing 1H17 SR at 4.44x. We forecast higher SR in 2H17 as we expect lower rainfall in the period. (Company)

Comment: ADRO will release its 2Q17 financial results on Monday, 28th Aug. Operational numbers in 1H17 are mostly inline with our estimate except stripping ratio which came lower than expected. We forecast strong 2Q17 results to be announced later this month, as costs will likely lower than expected (from lower than expected SR). The sentiment will be positive, in our view. At this stage, we maintain our Buy rating for ADRO, with TP of Rp2,200. ADRO remains our top pick in the mining sector.

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| Nickel/tonne       | 10,335     | 0.3%      | -3.3%      |
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| Gold/try.oz (Spot) | 1,269      | 0.1%      | -6.8%      |
| Coal/tonne         | 94.6       | -0.5%     | 40.5%      |
| Corn/bushel        | 3.4        | -0.6%     | 8.7%       |
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# Selamat Sempurna (SMSM IJ; Buy)

## **Early anticipation**

- Gradual shift towards heavy equipment filter
- Weaker 2Q17 is expected
- Outstanding growth record
- Upgrade to Buy, TP Rp1,350

**Heavy equipment filter, a new growth prospect.** Automotive filtration product remains a significant contributor to revenue and profitability of Selamat Sempurna. Filtration product account about 60% of total revenue while 65% of gross profit in FY16. In anticipation of rising popularity of electric vehicle (EV), Selamat Sempurna penetrated the filtration product for heavy machinery. EV products will barely use any filtration products, while heavy machineries are not likely to be replaced by electric motor anytime soon. With the recovery of the commodity prices, demand for heavy equipment has increased significantly. Therefore, we expect a healthy contribution from heavy equipment filtration products.

**Soft 2Q17 performance**. Selamat Sempurna posted a relatively weaker 2Q17 for two reasons: 1) exceptionally high 1Q17 revenue due to carry over from 4Q16 2) seasonality due to Ramadhan holidays which affected logistics and shipment. Nevertheless we expect normalized revenue in 3Qand 4Q. Topline was able to grew +11.6% yoy in 1H17, but negated by increase of COGS and other costs, leaving the net profit only inched up +2.0% yoy. Revenue and net income was down -2.7% qoq and -10.6% qoq in 2Q17, respectively.

**Strong record of growth**. We think that Selamat Sempurna is an exceptional company proven by its long growth performance of 24 years for nominal revenue and 14 years for net profit. We view Selamat Sempurna among the few companies that has been able to book 14 years of consecutive growth in net profit. This is solid proof a consistent and prudent management. Selamat Sempurna puts weight on profitability rather than market share due to the fact the company is penetrating the global market, leaving tremendous market opportunity.

**Upgrade to Buy**. We upgrade our rating to Buy from previously Hold with a new target price of Rp1,350. We are positive on Selamat Sempurna to concentrate more on heavy equipment filtration products and to service the replacement market rather than OEM. Nevertheless, rising steel price would be a challenge to maintain margins. So far, Selamat Sempurna has been able to manage its profitability. Our DCF-target price translates to PER FY17-18 of 16.4-15.3x.

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| EBITDA (RpBn)      | 694   | 740   | 758   | 806    | 917    |
| EBITDA Growth (%)  | 5.7   | 6.7   | 2.5   | 6.2    | 13.8   |
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| EPS (Rp)           | 74    | 79    | 82    | 88     | 104    |
| EPS Growth (%)     | 9.6   | 5.9   | 4.4   | 7.1    | 17.7   |
| Net Gearing (%)    | 13.2  | 3.8   | (2.6) | (12.2) | (22.1) |
| PER (x)            | 14.5  | 13.7  | 13.2  | 12.3   | 10.4   |
| PBV (x)            | 4.3   | 3.9   | 3.3   | 2.8    | 2.4    |
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#### Foreign net buy (sell)



| Key Indexes |         |       |        |       |  |  |
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| Commodity price    |            |           |            |
|--------------------|------------|-----------|------------|
| Commodities        | Last price | Ret 1 day | Ret 1 year |
| (in USD)           |            |           |            |
| Oil/barrel (WTI)   | 49.0       | -1.1%     | 20.1%      |
| CPO/tonne          | 608.6      | -1.4%     | 7.8%       |
| Soy/bushel         | 9.3        | -1.8%     | -4.8%      |
| Rubber/kg          | 1.8        | 0.0%      | -4.8%      |
| Nickel/tonne       | 10,335     | 0.3%      | -3.3%      |
| Tins/tonne         | 20,770     | 0.2%      | 15.8%      |
| Copper/tonne       | 6,326      | 0.1%      | 30.2%      |
| Gold/try.oz (Spot) | 1,269      | 0.1%      | -6.8%      |
| Coal/tonne         | 94.6       | -0.5%     | 40.5%      |
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| Wheat/bushel*      | 146.5      | 5.8%      | -7.0%      |

\* : 1 month change

Source : Bloomberg

# Selamat Sempurna (SMSM IJ; Buy)

## **Early anticipation**

- Gradual shift towards heavy equipment filter
- Weaker 2Q17 is expected
- Outstanding growth record
- Upgrade to Buy, TP Rp1,350

**Heavy equipment filter, a new growth prospect.** Automotive filtration product remains a significant contributor to revenue and profitability of Selamat Sempurna. Filtration product account about 60% of total revenue while 65% of gross profit in FY16. In anticipation of rising popularity of electric vehicle (EV), Selamat Sempurna penetrated the filtration product for heavy machinery. EV products will barely use any filtration products, while heavy machineries are not likely to be replaced by electric motor anytime soon. With the recovery of the commodity prices, demand for heavy equipment has increased significantly. Therefore, we expect a healthy contribution from heavy equipment filtration products.

**Soft 2Q17 performance**. Selamat Sempurna posted a relatively weaker 2Q17 for two reasons: 1) exceptionally high 1Q17 revenue due to carry over from 4Q16 2) seasonality due to Ramadhan holidays which affected logistics and shipment. Nevertheless we expect normalized revenue in 3Qand 4Q. Topline was able to grew +11.6% yoy in 1H17, but negated by increase of COGS and other costs, leaving the net profit only inched up +2.0% yoy. Revenue and net income was down -2.7% goq and -10.6% goq in 2Q17, respectively.

**Strong record of growth**. We think that Selamat Sempurna is an exceptional company proven by its long growth performance of 24 years for nominal revenue and 14 years for net profit. We view Selamat Sempurna among the few companies that has been able to book 14 years of consecutive growth in net profit. This is solid proof a consistent and prudent management. Selamat Sempurna puts weight on profitability rather than market share due to the fact the company is penetrating the global market, leaving tremendous market opportunity.

**Upgrade to Buy**. We upgrade our rating to Buy from previously Hold with a new target price of Rp1,350. We are positive on Selamat Sempurna to concentrate more on heavy equipment filtration products and to service the replacement market rather than OEM. Nevertheless, rising steel price would be a challenge to maintain margins. So far, Selamat Sempurna has been able to manage its profitability. Our DCF-target price translates to PER FY17-18 of 16.4-15.3x.

| Year To 31 Dec     | 2015A | 2016A | 2017F | 2018F  | 2019F  |
|--------------------|-------|-------|-------|--------|--------|
| Revenue (RpBn)     | 2,803 | 2,880 | 3,109 | 3,365  | 3,647  |
| EBITDA (RpBn)      | 694   | 740   | 758   | 806    | 917    |
| EBITDA Growth (%)  | 5.7   | 6.7   | 2.5   | 6.2    | 13.8   |
| Net Profit (RpBn)  | 428   | 453   | 473   | 506    | 596    |
| EPS (Rp)           | 74    | 79    | 82    | 88     | 104    |
| EPS Growth (%)     | 9.6   | 5.9   | 4.4   | 7.1    | 17.7   |
| Net Gearing (%)    | 13.2  | 3.8   | (2.6) | (12.2) | (22.1) |
| PER (x)            | 14.5  | 13.7  | 13.2  | 12.3   | 10.4   |
| PBV (x)            | 4.3   | 3.9   | 3.3   | 2.8    | 2.4    |
| Dividend Yield (%) | 1.2   | 3.4   | 3.4   | 3.7    | 4.3    |
| EV/EBITDA (x)      | 9.2   | 8.5   | 8.1   | 7.4    | 6.2    |

Source: SMSM, IndoPremier

#### **Corporates**

**ADRO:** Adaro Indonesia (ADRO IJ; Rp1,845; Buy) recorded 1H17 operational performance as follow

- Coal production decreased by 3% yoy to 25.1m tons in 1H17, due to weak volumes in the first quarter.
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- Coal sales volumes in 2Q17 reached 13.2m tons (+10% qoq, -3% yoy), bringing 1H17 sales volumes to 25.3m tons (-7% yoy), accounting for 48% of our estimate in FY17F (inline)
- SR dropped to 4.3x in 2Q17 (vs. 4.6x in 1Q17 and 4.4x in 2Q16) due to heavy rain in the period, bringing 1H17 SR at 4.44x. We forecast higher SR in 2H17 as we expect lower rainfall in the period. (Company)

Comment: ADRO will release its 2Q17 financial results on Monday, 28th Aug. Operational numbers in 1H17 are mostly inline with our estimate except stripping ratio which came lower than expected. We forecast strong 2Q17 results to be announced later this month, as costs will likely lower than expected (from lower than expected SR). The sentiment will be positive, in our view. At this stage, we maintain our Buy rating for ADRO, with TP of Rp2,200. ADRO remains our top pick in the mining sector.

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Comment: This result is in-line with expectations with 1Q/2Q profits forming 24%/24% of FY17F consensus while concern over asset quality is mitigated by front-loading of provisions, which led to high provisions/NPL coverage of >180%.

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