

## PT Jasa Marga (Persero), Tbk

**BUY**

### Investment Consideration

#### Double-digit traffic volume growth

- JSMR's traffic or toll transaction volume continues to grow double digits, up by +15.3% YoY in 2022FY. Subsidiary toll road transaction volumes increased +20.6% YoY from higher growth from the Cawang – Cengkareng toll road of +22.1% while parent level transaction volumes increased +13.6% YoY. JSMR consolidated toll and other operating revenue reached IDR 13.78 trillion, up +17% YoY in 2022FY, while for 4Q2022 JSMR toll and other operating revenue grew +1.5% YoY to IDR 3.58 trillion. JSMR's subsidiaries booked +18.8% YoY growth to IDR 3.32 trillion and the parent company booked +14.4% YoY growth to IDR 9.12 trillion.
- JSMR plans to add more toll roads in Java such as Patimban (37.5km), Kediri – Kertosono (20.3km), Probolinggo – Besuki (49.88km), Yogyakarta – Banyurejo (8.8km), and Kartasura – Purwomartini (42.38km) in the next three years.
- With tariff adjustments in 2022 and expecting more volume growth for 2023, we are targeting JSMR toll and other operating revenues to grow +12% YoY to IDR 15.5 trillion.

#### 4Q2022: one-off gains from divestment

- JSMR booked triple-digit growth in bottom line profit with a higher margin in 4Q2022 including a one-off gain from the divestment of MBZ toll road of IDR 2.2 trillion.
- JSMR's 4Q2022 net profit had triple digit growth of +100% YoY or +541% QoQ to IDR 1.7 trillion. This resulted in a higher NPM of 48.8% in 4Q2022 from 7.6% in 3Q2022. For 2022FY, net profit reached IDR 1.61 trillion or +70% YoY growth.
- JSMR booked higher salary costs from paying bonus and other incentives that had been deferred since 2020, while the gain from divestment of MBZ toll road boosted operating income by +156.1% QoQ or +52% YoY to to IDR 3.2 trillion.
- JSMR booked EBITDA of IDR 8.68 trillion with +13.1% YoY growth in 2022, and management targeting EBITDA to grow >10% in 2023 with toll revenue growth in the range of 10%-15% growth.

#### Valuation: TP 5,440, Maintain BUY

- Our target for JSMR share price is IDR 5,440, offering investors a potential return of 62%, we maintain our recommendation to BUY. This would translate to a 2024F PE of 18x.

Financial Highlights	2020A	2021A	2022A	2023F	2024F
Toll and other operating revenue (IDR Mn)	9.587.720	11.776.401	13.782.558	15.504.049	17.084.911
Operating Income (IDR Mn)	4.465.992	6.719.673	7.383.007	8.368.061	9.223.942
EBITDA (IDR Mn)	5.976.747	7.869.243	10.039.389	9.245.840	9.550.896
Net Income (IDR Mn)	501.047	1.615.249	2.746.884	2.151.030	2.318.954
EPS (IDR)	69	223	378	296	320
EBITDA Margin (%)	62%	67%	73%	60%	56%
NPM (%)	5%	14%	20%	14%	14%
PBV (x)	2	1	1	1	1
PER (x)	67	17	9	18	17
Tot. Deb / Equity (X)	4,2	3,7	3,0	2,4	1,8
Int. Coverage (x)	(0,0)	0,2	0,6	0,4	0,4

Sources: Company and Binaartha

13 Maret 2023  
Infrastructure, Toll Road

Price	IDR	3,360
Target Price	IDR	5,440
JKSE Index		6,765.300



### Stock Information

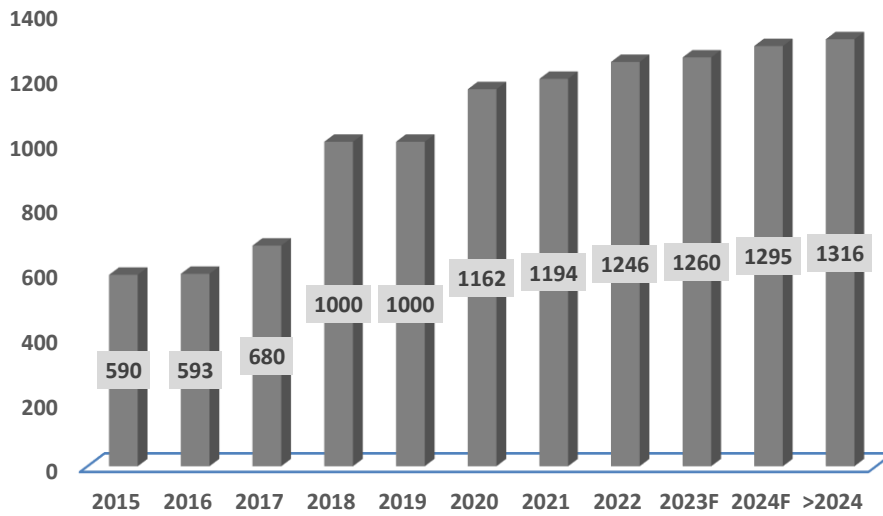
Bloomberg Code	JSMR JJ
Market Cap (IDR bn)	24,386.4
52-week high (IDR)	4,090
52-week low (IDR)	2,770
Shares issued (mn)	7,257.9
6-m avg. daily Val (IDR)	3,548
Free float (%)	30%

Major share holders	(%)
Government RI	70%
Public	30%

USD/ IDR – YE (IDR)	
2022	15,592
2023F (6m-avg)	15,294

Analyst: Eka Rahmawati R  
eka.rahmah@binaartha.com

**Chart: Operated Toll Road (in KM)**



Sources: Company

**Table: Additional Operated Toll Road in 2023 (35 km)**

	Section	Length (km)
1	Jakarta - Cikampek II South (Section III)	31,25
2	JPRR2: Cinere - Serpong Section II	3,64

Sources: Company

**Table: Additional Operated Toll Road 2024 (21 km)**

	Section	Length (km)
1	Jakarta - Cikampek II South (Section IIB)	12,45
2	Jogja - Bawen (Section I)	8,25

Sources: Company

**Table: Additional Operated Toll Road >2024 (420 km)**

	Section	Length (km)
1	Bogor Ring Road (Section IIIB)	1,01
2	Jakarta - Cikampek II South (Section I-IIA)	18,30
3	Probolinggo - Banyuwangi (I-III)	171,50
4	Ngawi - Kertosono (Section V)	27,90
5	Jogja - Bawen (Section II - VI)	67,57
6	Jogja - Solo (Section I - III)	96,57
7	Akses Patimban	37,05

Sources: Company

Table: Income Statement in IDR Million QoQ & YoY

Income Statement (IDR. Mn)	1Q2022	2Q2022	3Q2022	4Q2022	QoQ	4Q2021	YoY
Toll and other operating revenues	3.195.969	3.458.119	3.559.477	3.568.993	0,3%	3.516.914	1,5%
Construction revenue	472.905	413.334	621.082	1.292.970	108,2%	1.020.766	26,7%
<b>Total Revenue</b>	<b>3.668.874</b>	<b>3.871.453</b>	<b>4.180.559</b>	<b>4.861.963</b>	<b>16,3%</b>	<b>4.537.680</b>	<b>7,1%</b>
Toll and other operating expenses	-1.388.368	-1.650.403	-1.635.707	-1.717.138	5,0%	-1.451.297	18,3%
Construction expenses	-467.260	-408.151	-614.132	-1.283.593	109,0%	-1.010.837	27,0%
<b>Total Cost of revenue</b>	<b>-1.855.628</b>	<b>-2.058.554</b>	<b>-2.249.839</b>	<b>-3.000.731</b>	<b>33,4%</b>	<b>-2.462.134</b>	<b>21,9%</b>
<b>Gross Profit</b>	<b>1.813.246</b>	<b>1.812.899</b>	<b>1.930.720</b>	<b>1.861.232</b>	<b>-3,6%</b>	<b>2.075.546</b>	<b>-10,3%</b>
Operating Expense	-267.132	-427.072	-680.755	1.339.869	-296,8%	31.623	4137,0%
<b>Operating Income</b>	<b>1.546.114</b>	<b>1.385.827</b>	<b>1.249.965</b>	<b>3.201.101</b>	<b>156,1%</b>	<b>2.107.169</b>	<b>51,9%</b>
Other Income	-908.467	-858.434	-914.328	-975.983	6,7%	-1.151.486	-15,2%
<b>Profit Before Tax</b>	<b>637.647</b>	<b>527.393</b>	335.637	2.225.118	563,0%	955.683	132,8%
Taxes	-358.390	-277.567	-146.640	-619.490	322,5%	-300.158	106,4%
<b>NIAT</b>	<b>279.257</b>	<b>249.826</b>	<b>188.997</b>	<b>1.605.628</b>	<b>749,6%</b>	<b>655.525</b>	<b>144,9%</b>
Non-controlling Interest	113.547	92.129	82.409	135.091	63,9%	215.835	-37,4%
<b>Net Income</b>	<b>392.804</b>	<b>341.955</b>	<b>271.406</b>	<b>1.740.719</b>	<b>541,4%</b>	<b>871.360</b>	<b>99,8%</b>
<b>EPS (in IDR)</b>	<b>54</b>	<b>47</b>	<b>37</b>	<b>240</b>	<b>541,4%</b>	<b>120</b>	<b>99,8%</b>
<b>GPM</b>	<b>56,7%</b>	<b>52,4%</b>	<b>54,2%</b>	<b>52,2%</b>		<b>59,0%</b>	
<b>OPM</b>	<b>48,4%</b>	<b>40,1%</b>	<b>35,1%</b>	<b>89,7%</b>		<b>59,9%</b>	
<b>NPM</b>	<b>12,3%</b>	<b>9,9%</b>	<b>7,6%</b>	<b>48,8%</b>		<b>24,8%</b>	

Sources: Company and Binaartha

Table: Income Statement in IDR Million YoY

Income Statement (IDR. Mn)	2019A	2020A	2021A	2022A	2023F	2024F
Toll and other operating revenues	10.984.104	9.587.720	11.776.401	13.782.558	15.504.049	17.084.911
Construction revenue	15.361.156	4.116.301	3.393.151	2.800.291	3.360.349	4.032.419
<b>Total Revenue</b>	<b>26.345.260</b>	<b>13.704.021</b>	<b>15.169.552</b>	<b>16.582.849</b>	<b>18.864.398</b>	<b>21.117.330</b>
Toll and other operating expenses	-4.634.241	-4.274.949	-5.305.620	-6.391.616	-7.131.862	-7.859.059
Construction expenses	-15.266.376	-4.074.539	-3.361.823	-2.773.136	-3.326.746	-3.992.095
<b>Total Cost of revenue</b>	<b>-19.900.617</b>	<b>-8.349.488</b>	<b>-8.667.443</b>	<b>-9.164.752</b>	<b>-10.458.608</b>	<b>-11.851.154</b>
<b>Gross Profit</b>	<b>6.444.643</b>	<b>5.354.533</b>	<b>6.502.109</b>	<b>7.418.097</b>	<b>8.405.790</b>	<b>9.266.176</b>
Operating Expense	-587.381	-888.541	217.564	-35.090	-37.729	-42.235
<b>Operating Income</b>	<b>5.857.262</b>	<b>4.465.992</b>	<b>6.719.673</b>	<b>7.383.007</b>	<b>8.368.061</b>	<b>9.223.942</b>
Other Income	-2.759.659	-3.769.541	-4.647.220	-3.657.212	-5.659.319	-6.335.199
<b>Profit Before Tax</b>	<b>3.097.603</b>	<b>696.451</b>	<b>2.072.453</b>	<b>3.725.795</b>	<b>2.708.742</b>	<b>2.888.743</b>
Taxes	-1.023.715	-738.080	-1.201.217	-1.402.087	-1.029.322	-1.097.722
<b>NIAT</b>	<b>2.073.888</b>	<b>-41.629</b>	<b>871.236</b>	<b>2.323.708</b>	<b>1.679.420</b>	<b>1.791.020</b>
Non-controlling Interest	133.229	542.676	744.013	423.176	471.610	527.933
<b>Net Income</b>	<b>2.207.117</b>	<b>501.047</b>	<b>1.615.249</b>	<b>2.746.884</b>	<b>2.151.030</b>	<b>2.318.954</b>
EPS (in IDR)	304,1	69,0	222,6	378,5	296,4	319,5
<b>EBITDA</b>	<b>6.906.932</b>	<b>5.976.747</b>	<b>7.869.243</b>	<b>10.039.389</b>	<b>9.245.840</b>	<b>9.550.896</b>

Sources: Company and Binaartha

Table: Statement of Financial Position of JSMR in IDR Million YoY

Statement of Financial Position (In IDR Mn)	2019A	2020A	2021A	2022A	2023F	2024F
<b>ASSETS</b>						
<b>CURRENT ASSETS</b>						
Cash and Cash Equivalents	4.341.601	4.597.204	6.279.089	8.429.118	7.086.451	9.366.231
Trade Accounts Receivable	6.270.361	4.418.103	2.032.306	1.339.992	2.025.835	2.322.906
Inventories	61.136	137.744	139.402	98.627	112.197	125.596
Others Current Assets	939.468	1.552.944	1.911.079	2.619.475	2.498.052	2.796.388
<b>Total Current Assets</b>	<b>11.612.566</b>	<b>10.705.995</b>	<b>10.361.876</b>	<b>12.487.212</b>	<b>11.722.534</b>	<b>14.611.122</b>
<b>NONCURRENT ASSETS</b>						
Fixed Assets	714.262	746.237	833.394	360.716	540.345	809.425
Intangible Assets	78.620.143	83.443.064	79.256.534	66.979.662	69.228.285	71.552.398
Other Noncurrent Assets	8.732.599	9.191.350	10.791.080	11.311.592	12.867.896	14.404.679
<b>Total Noncurrent Assets</b>	<b>88.067.004</b>	<b>93.380.651</b>	<b>90.881.008</b>	<b>78.651.970</b>	<b>82.636.526</b>	<b>86.766.503</b>
<b>TOTAL ASSETS</b>	<b>99.679.570</b>	<b>104.086.647</b>	<b>101.242.884</b>	<b>91.139.182</b>	<b>94.359.060</b>	<b>101.377.625</b>
<b>LIABILITIES AND EQUITY</b>						
<b>LIABILITIES</b>						
<b>CURRENT LIABILITIES</b>						
Bank Loans	5.245.935	3.694.263	1.057.861	1.853.174	1.853.174	2.053.174
Contractors Payable	551.612	1.883.433	1.290.243	457.783	1.061.065	1.256.449
Account Payable	404.235	325.160	433.025	5.224.379	1.804.681	2.020.210
Current maturities of long term liabilities	11.885.400	1.976.842	2.781.255	1.460.527	1.960.527	2.460.527
Others Current Liabilities	23.439.235	7.048.989	6.452.199	3.147.125	3.772.880	3.801.119
<b>Total Current Liabilities</b>	<b>41.526.417</b>	<b>14.928.687</b>	<b>12.014.583</b>	<b>12.142.988</b>	<b>10.452.326</b>	<b>11.591.479</b>
<b>NONCURRENT LIABILITIES</b>						
Long-term contractors payable	568.239	754.833	362.814	213.454	455.138	509.494
Long-term liabilities - net of current liabilities	29.389.974	56.270.386	56.451.902	47.583.513	46.603.250	45.372.986
Others Noncurrent Liabilities	5.009.203	7.357.125	6.913.270	5.577.838	5.659.319	5.279.333
<b>Total Noncurrent Liabilities</b>	<b>34.967.416</b>	<b>64.382.344</b>	<b>63.727.986</b>	<b>53.374.805</b>	<b>52.717.707</b>	<b>51.161.813</b>
<b>TOTAL LIABILITIES</b>	<b>76.493.833</b>	<b>79.311.031</b>	<b>75.742.569</b>	<b>65.517.793</b>	<b>63.170.033</b>	<b>62.753.292</b>
Non-controlling interest	4.503.057	5.701.126	4.894.464	3.795.786	4.631.158	4.645.813
<b>EQUITY</b>	<b>18.682.680</b>	<b>19.074.489</b>	<b>20.605.851</b>	<b>21.825.603</b>	<b>26.557.869</b>	<b>33.978.520</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>99.679.570</b>	<b>104.086.646</b>	<b>101.242.884</b>	<b>91.139.182</b>	<b>94.359.060</b>	<b>101.377.625</b>

**Table: Cash Flow in IDR Million YoY**

Cash Flow (In IDR Mn)	2019A	2020A	2021A	2022A	2023F	2024F
Net Income	2.207.117	501.047	1.615.249	2.746.884	2.151.030	2.318.954
Depreciation	96.833	145.665	129.188	179.629	179.629	269.080
Change in WC	9.044.879	-25.435.556	-888.100	153.098	-2.268.650	530.345
<b>Cash From Operating Activities</b>	<b>11.348.829</b>	<b>-24.788.844</b>	<b>856.337</b>	<b>3.079.611</b>	<b>62.008</b>	<b>3.118.379</b>
Change in Non-Current Asset	-17.559.093	-5.459.312	2.370.455	12.049.409	-4.164.185	-4.399.058
<b>Cash From Investing Activities</b>	<b>-17.559.093</b>	<b>-5.459.312</b>	<b>2.370.455</b>	<b>12.049.409</b>	<b>-4.164.185</b>	<b>-4.399.058</b>
Long-term contractors payable	302.215	186.594	-392.019	-149.360	241.684	54.356
Long-term liabilities - net of current liabilities	585.659	26.880.412	181.516	-8.868.389	-980.264	-1.230.264
Others Noncurrent Liabilities	2.941.402	2.347.922	-443.855	-1.335.432	81.481	-379.987
Equity	779.634	1.088.831	-890.549	-2.625.810	3.416.608	5.116.352
<b>Cash From Financing Activities</b>	<b>4.608.911</b>	<b>30.503.759</b>	<b>-1.544.907</b>	<b>-12.978.991</b>	<b>2.759.510</b>	<b>3.560.458</b>
<b>Net Changes in Cash</b>	<b>-1.601.353</b>	<b>255.603</b>	<b>1.681.885</b>	<b>2.150.029</b>	<b>-1.342.667</b>	<b>2.279.780</b>
<b>Beginning Balance</b>	<b>5.942.954</b>	<b>4.341.601</b>	<b>4.597.204</b>	<b>6.279.089</b>	<b>8.429.118</b>	<b>7.086.451</b>
<b>Ending Balance</b>	<b>4.341.601</b>	<b>4.597.204</b>	<b>6.279.089</b>	<b>8.429.118</b>	<b>7.086.451</b>	<b>9.366.231</b>

**Table: Ratio Highlights YoY**

<b>Growth (% YoY)</b>	<b>2018A</b>	<b>2019A</b>	<b>2020A</b>	<b>2021A</b>	<b>2022A</b>	<b>2023F</b>	<b>2024F</b>
Revenue	5%	-29%	-48%	11%	9%	14%	12%
GP	11%	9%	-17%	21%	14%	13%	10%
OP	17%	8%	-24%	50%	10%	13%	10%
EBITDA	11%	13%	-13%	32%	28%	-8%	3%
NP	0%	0%	-77%	222%	70%	-22%	8%
EPS	11%	13%	-13%	32%	28%	-8%	3%
<b>Profitability</b>							
Operating Margin(%)	55%	53%	47%	57%	54%	54%	54%
EBITDA margin(%)	62%	63%	62%	67%	73%	60%	56%
NET Profit margin(%)	23%	20%	5%	14%	20%	14%	14%
ROA(%)	3%	2%	0%	2%	3%	2%	2%
ROE(%)	13%	12%	3%	8%	13%	8%	7%
<b>Stability</b>							
Tot debt/ equity (x)	3,7	4,1	4,2	3,7	3,0	2,4	1,8
Int. Coverage (x)	1,1	0,9	(0,0)	0,2	0,6	0,4	0,4
Current Ratio (X)	0,4	0,3	0,7	0,9	1,0	1,1	1,3
<b>Per Share data</b>							
EPS (IDR)	303	304	69	223	378	296	320
PBV (x)	2	2	2	1	1	1	1
PER (x)	14	17	67	17	9	18	17
EBITDA/share	841	952	823	1.084	1.383	1.274	1.316

---

**Stock Ratings:**

Buy : a recommendation to purchase the security with upside potential of **20% or greater**

Hold : a recommendation to neither buy nor sell a security with upside potential of **0-19%**.

Sel : a recommendation to close out a long position in a security with upside potential **below 0% or negative**.

**RESEARCH TEAM**  
**(62 21) 520 6678 ext. 611**

*Disclaimer; PT Binaartha Sekuritas has compiled this report in good faith, using information believed to be reliable. PT Binaartha Sekuritas and its analysts take no responsibility for the accuracy of the information contained in this report. This report has been produced for distribution to clients of PT Binaartha Sekuritas only. This report is not an invitation to buy or sell any security. PT Binaartha Sekuritas may have used the information in this report prior to publication. The company or its clients may have positions in or may from time to time buy or sell the securities mentioned in this report or other related securities.*