

As of 5 September 2021,

Rating: Outperform
Price (5/9/21, Rp) 555
Range Target (Rp) 845-1080
52week Price Range 360-580
Market Cap (Rp M) 1,558,440
Enterprise Value (Rp M) 2,172,377

TRIAS SENTOSA Tbk (TRST)

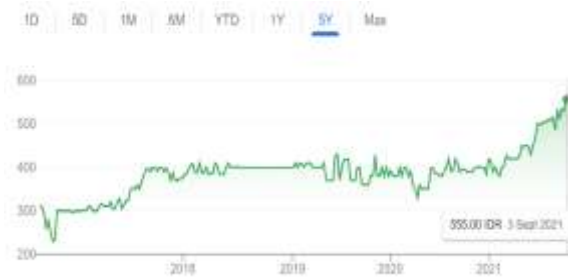
Strong Q2 FY 2021 & High Growth Prospect

- **Strong Q2 Result and Dividend Payout Result:** PT Trias Sentosa Tbk shows strong financial performance in Q2 2021, hitting double digit growth in revenue. The company pays the dividend twice the amount distributed in the prior year. The company is expecting another strong performance in the rest of the year coming from the potential increase demand as economy recover, loosening of social movement restriction, and optimization of manufacture utilization.

- **Company Background:** PT Trias Sentosa Tbk is one of the biggest flexible packaging film manufacturers producing BOPP and PET Film products, owned by PT K and L Capital (26,6%), PT Adilaksa Manunggal (17,91%), and PT Rejo Sari Bumi (13,27%) as controlling shareholders. The company has a worldwide sales and distribution network across the globe

- **Valuation Range** for the share price at IDR 844 to IDR 1,080 based on comparable market multiple of EV/Revenue, EV/EBITDA, and P/E. The other valuation method is considering BVPS of the company. At the current share price, the company will be valued at 34% discount.

Share Price (5-year performance)



Key Risk: Raw Material, Currency Risk, Competition, Sustainability

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#For internal only

Financial Summary

	FY 2016A	FY 2017A	FY 2018A	FY 2019A	FY 2020A	FY 2021F
Revenue	2,249,419	2,354,938	2,630,919	2,566,095	2,991,912	3,439,924
Growth		5%	12%	-2%	17%	15%
Net Profit	33,795	38,200	63,194	38,912	73,278	247,675
Growth		13%	65%	-38%	88%	238%
ROA	1%	1%	1%	1%	2%	5%
ROE	2%	2%	3%	2%	3%	10%

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COMPANY BACKGROUND

Founded in 1979, PT Trias Sentosa Tbk is a flexible packaging manufacturer that commenced its commercial operation in 1986. With the current total capacity of $\pm 100,000$ MT Biaxially Oriented Polypropylene (BOPP) Film per annum and $\pm 30,000$ MT Biaxially Oriented Polyester (BOPET) Film per annum, the Company has currently become the largest flexible packaging film manufacturer in Indonesia. Next to providing BOPP and BOPET films, the Company also offers total solution of plastic packaging conversion products for our customers worldwide. The company is owned by PT K and L Capital (26,6%), PT Adilaksa Manunggal (17,91%), and PT Rejo Sari Bumi (13,27%) as controlling shareholders.

Figure 1

PT Trias Sentosa Tbk: Shareholder's Structure



Source: Company Data

Figure 2

PT Trias Sentosa Tbk: Subsidiaries Structure



Source: Company Data

EXPERIENCE MANAGEMENT TEAM

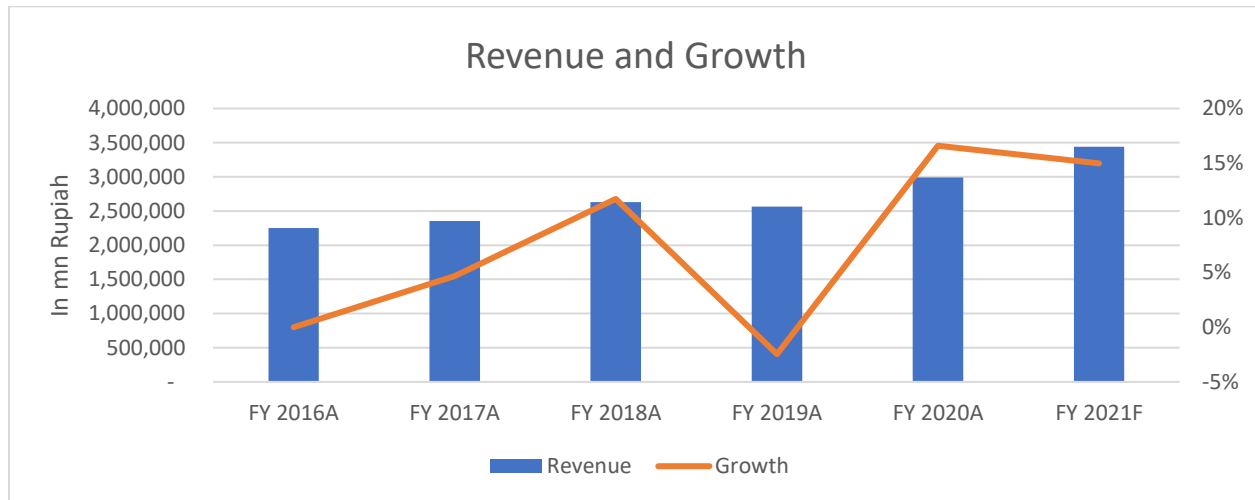
PT Trias Sentosa Tbk is managed by a team of dedicated individuals who have strong technical expertise, business acumen, and intensive experience in the industry. The member has proven track record in managing and developing project within flexible packaging film industry.

Board of Commissioners	
KINDARTO KOHAR PRESIDENT COMMISSIONERS	<p>Graduated from McGill University Montreal, Canada, Department of Electrical Engineering, class of 1977. Indonesian Citizen, 66 years old. In 1978 he joined PT. Panggung Electronics Industries and starting 1983 until 1997 became the President Director. Since 1985 he joined the Company as a Director and became the President Director since 1991. In May 2008, he joined the Board of Commissioners, as President.</p> <p>Appointed under deed No.31 dated May 22nd, 2008; Notary Dyah Ambarwaty in Surabaya.</p>
DAHRYL IRXAN COMMISSIONERS	<p>Graduate of Economics from the University of Indonesia in 1980. From 1974 to 1979, worked at Drs. Santoso Harsokusumo (Representative of Arthur Young) Accounting Firm. Since 1980 worked as the General Manager of PT. Rejo Sari Bumi. In 1990 he joined the Company as a Commissioner.</p> <p>Appointed under deed No.134 dated April 20th, 1990; Notary Abdul Latief in Jakarta.</p>
JAMIN TJANDRA COMMISSIONERS	<p>Graduated from the Faculty of Economics of Airlangga University in 1981. From 1980 to 1990 he worked at Drs. Utomo and Co, with last position as a Branch Manager since 1987. In 1990 he joined the Company and since 1991 appointed as Director. Starting 2014, he joined the Board of Commissioners.</p> <p>Appointed under deed No.70 dated June 17th, 2014; Notary Nurul Yuliami in Surabaya.</p>
Board of Directors	
SUGENG KURNIAWAN PRESIDENT DIRECTOR	<p>Chemical Engineering graduate from Institut Teknologi Bandung in 1979. Joined PT. Unilever Indonesia Tbk from 1980 until 2007, and in charge of several senior management positions in Personal Product Development, Personal Product Factory, Skin Care Business Development, Purchasing, and Supply Chain Development. Joined PT. Trias Sentosa, Tbk. in January 2008 and became President Director since May 2008.</p> <p>Appointed under deed No.31 dated May 22nd, 2008; Notary Dyah Ambarwaty in Surabaya</p>
SILVERSTER TERISNO DIRECTOR	<p>Mechanical Engineer graduated from 10th of November Institute of Technology (ITS) Surabaya, in 1988. Joined the Company in 1988, with several key positions as Customer Service, Production Planning, Electronic Data Processing and BOPP Manager. His latest position was General Manager Manufacturing and appointed as Director since 2011.</p> <p>Appointed under deed No.59 dated April 20th, 2011; Notary Nurul Yuliami in Surabaya</p>
SANTOSO HANDOJO DIRECTOR	<p>graduated from the Faculty of Economics of Surabaya University in 1985. He worked at PT. Panggung Electronic Industries from 1985 to 1988. In 1988 he joined the Company, holding several key positions of Sales Manager, and General Manager Sales Domestic, and appointed as Director since 2011.</p> <p>Appointed under deed No.59 dated April 20th, 2011; Notary Nurul Yuliami in Surabaya</p>
HANANTO INDRAKUSUMA DIRECTOR	<p>Bachelor of Economics from University of Surabaya in year 1988, and joined PT. Panggung Electronic Industries as Sales Executive until year 1990. During year 1990 – 1994 joined PT. Ria Star Indonesia as Sales Manager. Joined PT. Platinum Ceramics Industry during year 1994 – 2004 as Export Manager, Senior Manager Export, & Vice Director International Business. Joined PT. Multiplast Indo Makmur during year 2004 – 2006 as Sales Director. In the year 2006, joined PT. Trias Sentosa Tbk, as General Manager Sales Export. Starting year 2017 was appointed as Director.</p> <p>Appointed under Deed No. 46 dated 15 Juni 2017, Notary Siti Nurul Yuliami in Surabaya</p>

FINANCIAL ANALYSIS

Figure 3

PT Trias Sentosa Tbk: Revenue and Growth



Source: Company data, estimates based on Q2 performance

- Q2 Result:** Q2 result shows continuing growth which in line with the company expectation. The company able to achieved sales of IDR 1,719,962 million year to date, growing 15% year to year.
- Outlook:** The revenue is expected to grow around 15% from 2020 to 2021, similar with the previous year to year growth. There is an increased in domestic and international demand for flexible packaging due to pandemic condition where import is still difficult, hence increasing the demand for domestic market. The situation is expected to continue in Q3 and Q4 as most of the region in the country are still under the implementation of community restriction (PPKM).
- Assumption:** The forecast for fiscal year 2021 derived from doubling the Q2 result with the assumption that the company will be able to maintain the sales figure, cost, and other factors remain constant.

Figure 4

PT Trias Sentosa Tbk: EBITDA and EBITDA Margin



- **Q2 Result:** Align with the revenue growth, the performance of EBITDA, EBITDA Margin, and Net Profit Margin shows a fine figure. Other than the rise of revenue that comes from increasing demand, several expense such as administrative expense, and financing cost is also decreasing.
- **Outlook:** The overall EBITDA, EBITDA Margin, Gross Profit Margin and Net Profit Margin has been increasing since 2020, due the increase demand in the pandemic situation. Due to the implementation of community restriction (PPKM), the firm is not operating to the full potential. Hence, there is a upside potential change to accommodate more demand if the government lift up the restriction. The price fluctuation of crude oil, raw material and foreign exchange currency is also crucial.
- **Assumption:** The forecast for fiscal year 2021 derived from doubling the Q2 result with the assumption that the company will be able to maintain the sales figure, cost, and other factors remain constant.

Figure 5

PT Trias Sentosa Tbk: Common Size Income Statement

Statement of Profit or Loss				
In IDR Million	FY 2020 A	%	FY 2021 F	%
Sales and revenue	2,991,912	100%	3,439,924	100%
Cost of sales and revenue	(2,644,989)	-88%	(2,967,187)	-86%
Gross Profit	346,923	12%	472,737	14%
Operating Expense				
Selling expenses	(96,888)	-3%	(131,189)	-4%
General and administrative expenses	(80,054)	-3%	(72,197)	-2%
Operating Profit	169,981	6%	269,350	8%
Forex gain (loss) - Nett	(51,188)	-2%	9,357	0%
Other Income (Expense)	(17,386)	-1%	(12,732)	0%
Finance Income	78	0%	49	0%
Finance Cost	(55,167)	-2%	(47,645)	-1%
Earning Before Tax	46,317	2%	218,380	6%
Income Tax Benefit	26,960	1%	29,294	1%
Net Earning	73,278	2%	247,675	7%

Source: Company Data

The proportion of the expenses is similar with the year 2020. Since the economy is currently under recovery phase and the price of crude oil is keep on increasing, the company may expect higher COGS in the second half of 2021. The assumption made on figure 5 is based on the Q2 performance when the crude oil is still in recover phase, other than that, the raw material of PET and PP also need to be taken into account. The other notable difference is on the foreign exchange gain or loss. In 2020, The company operating profit was compensated by the foreign exchange loss due to significant exchange rate fluctuation. Hence, foreign exchange gain or loss is contributing greatly to the net earning presented in the figure. The

financing cost also reduced due to the decrease in non-current liabilities that makes the interest expense lower as well. In contrary, the company is having foreign exchange gain as the economy become more stable in current year. Hence, it can be seen that 2021 will likely to book strong performance for the company by the 5% increase in net earning margin, mainly contributed by lower expense and the foreign exchange gain.

Assumption: The forecast for fiscal year 2021 derived from doubling the Q2 result with the assumption that the company will be able to maintain the sales figure, cost, and other factors remain constant.

Figure 6

PT Trias Sentosa Tbk: Common Size Balance Sheet

Balance Sheet				
In IDR Million	FY 2020 A	%	FY 2021 Q2	%
Current Asset				
Cash and Equivalents	33,360	1%	25,993	1%
Trade Receivables				
Related Parties	3,796	0%	11,683	0%
Third Parties	550,304	13%	668,575	14%
Other Receivables	4,926	0%	14,380	0%
Inventories - Net	659,317	16%	942,470	20%
Prepaid Tax	45,520	1%	66,289	1%
Other Current Asset	39,863	1%	38,319	1%
Total Current Asset	1,337,085	32%	1,767,709	38%
Non-Current Asset				
Investment in associates	85,811	2%	78,303	2%
Property, Plant & Equipment - Net	2,662,487	63%	2,643,696	57%
Right of Use Assets	35,704	1%	35,827	1%
Estimated Claim on Tax Refund	28,640	1%	15,444	0%
Advances	50,371	1%	100,980	2%
Other non-current Assets	2,157	0%	1,818	0%
Total Non-Current Asset	2,865,170	68%	2,876,068	62%
Total Asset	4,202,255	100%	4,643,777	100%
Balance Sheet				
In IDR Million	FY 2020 A	%	FY 2021 Q2	%
Current Liabilities				
Short Term Loans	542,922	13%	586,639	13%
Account Payables				
Trade	433,866	10%	711,175	15%
Other	16,648	0%	7,813	0%
Accrued Expense	40,052	1%	42,215	1%
Taxes Payable	1,011	0%	1,489	0%
Advance for Customers	12,422	0%	903	0%
Bank Loan	77,883	2%	80,924	2%
Lease Liabilities	15,419	0%	16,160	0%
Loan from Third Parties	23,367	1%	25,528	1%
Total Current Liabilities	1,163,590	28%	1,472,846	32%
Non Current Liabilities				
Bank Loan	487,634	12%	449,508	10%
Lease Liabilities	8,472	0%	13,452	0%
Loan from Third Parties	65,463	2%	54,357	1%
Employee Benefits Liability	66,666	2%	64,210	1%
Deferred Tax Liability - Net	143,619	3%	133,124	3%
Total Non Current Liabilities	771,854	18%	714,652	15%
Total Liabilities	1,935,445	46%	2,187,498	47%
Equity				
Share Capital	280,800	7%	280,800	6%
Additional Paid up Capital	79,882	2%	79,882	2%
Retained Earning	1,835,823	44%	2,011,985	43%
Non-Controlling Interest	70,306	2%	83,612	2%
Total Equity	2,266,810	54%	2,456,279	53%
Total Liabilities and Equity	4,202,255	100%	4,643,777	100%

Source: Company Data

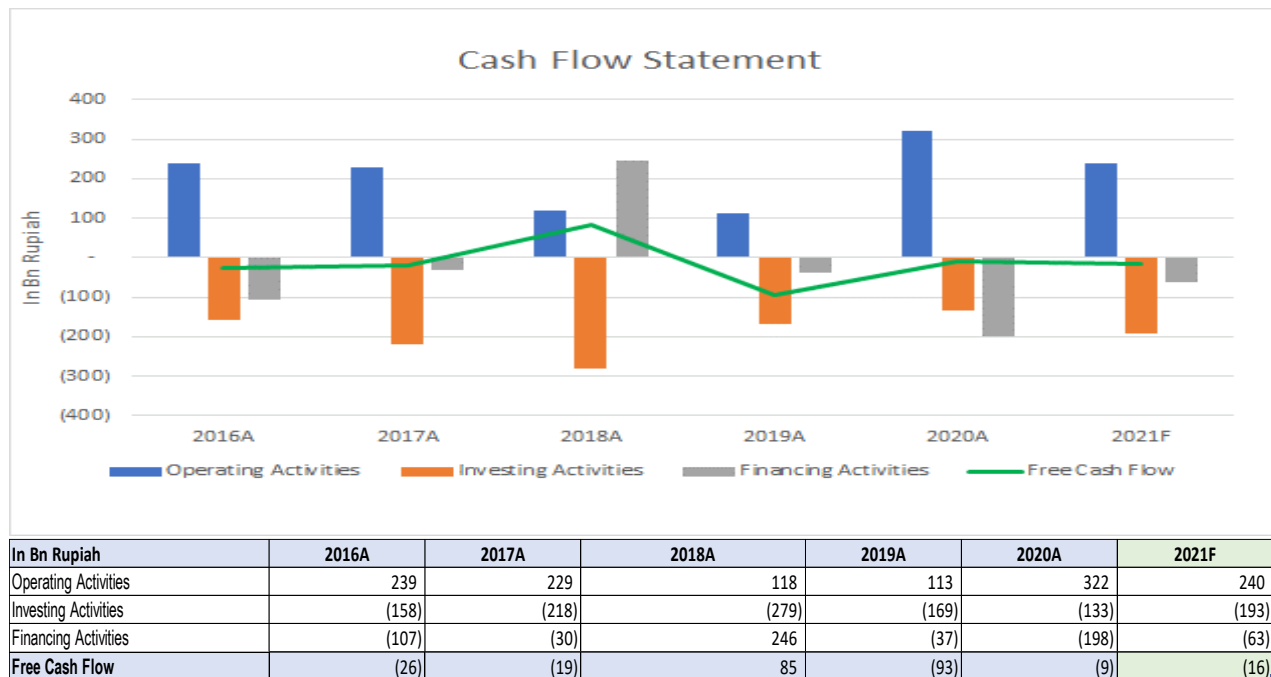
As of Q2 2021, The proportion of the current and non-current asset changed mainly due to significant increase in inventory by 6% and the decrease of Property, Plant & Equipment by 6% compared to the year 2020.

On the liabilities side, the changes occur due to the increase in trade payables by 5% but there was a decrease in non-current liabilities. Overall, the proportion of total liabilities increase slightly by 1%

The equity changes only occur on the retained earnings and non-controlling aspect. The total profit as of Q2 which is IDR 123,837 million is distributed to IDR 13,307 million into Non-controlling interest, and the IDR 110,531 million is distributed into retained earnings. The other comprehensive income of IDR 65,632 million also taken into account in the retained earning section.

Assumption: The balance sheet figure was taken as of 30 June 2021. The comparison between 2020 annual report and Q2 2021 report. The balance sheet is not forecasted.

Figure 7

PT Trias Sentosa Tbk: Cash Flow Analysis

Source: Company Data

- **Operating Cash Flow** stays positive over the last few years indicating a good financial performance by the firm. The operating cash flow in 2020 is higher than the other year due to many of the customers paid back their account receivables. Whereas in the 2021, it shows that the account receivable in the balance sheet is increasing that lower the operating cash flow.
- **Investing Cash Flow** stays negative over the last few years indicating that the company still investing to its future growth. The company continue to spend on the business expansion through subsidiaries and within company as well as investing some new equipment in 2021. The business expansion is to diversified the product by investing in new manufacturer for geotextile plastic and film barrier.
- **Financing Cash Flow** stays negative over the last years except in 2018 mainly due to the receiving long term and short-term bank loan. The negative cash flow is due to the loan payment and the commitment of the firm to paying the dividend to the shareholders.
- **Free Cash Flow** to the firm is positive in 2018 due to positive operating and financing activities, but negative in the other 5 years due to negative investing and financing activities.
- **Assumption:** The forecast for fiscal year 2021 derived from doubling the Q2 result with the assumption that the company will be able to maintain the sales figure, cost, and other factors remain constant.

RATIO ANALYSIS

Figure 8

PT Trias Sentosa Tbk: Ratio Analysis

	2016 A	2017 A	2018 A	2019 A	2020 A	2021 F
Profitability Ratio						
Earning per Share	12	14	23	14	26	88
Net Profit Margin	1.5%	1.6%	2.4%	1.5%	2.4%	7.2%
Return on Asset	1.0%	1.1%	1.5%	0.9%	1.7%	5.3%
Return on Equity	1.7%	1.9%	2.8%	1.8%	3.2%	10.1%
Financial Leverage Ratio						
Current Ratio	1.3	1.2	1.1	1.1	1.1	1.2
Quick Ratio	0.6	0.6	0.6	0.5	0.6	0.6
Debt to Equity Ratio	0.1	0.1	0.1	0.2	0.1	0.1
Total Liabilities to Equity Ratio	0.4	0.4	0.5	0.5	0.5	0.5
Dividend Payout Ratio						
	42%	-	22%	36%	38%	-

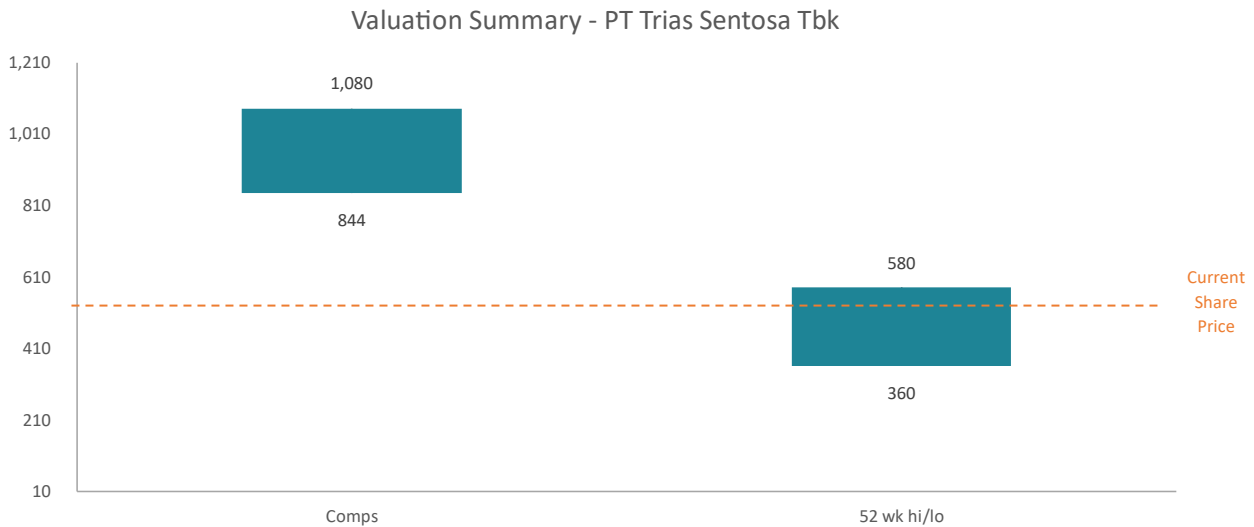
Source: Company Data

- Profitability Ratio** of the company shows a good figure over the past years. The earning per share and net profit margin is steadily increasing except for 2019 due to oversupply in the market. The return of asset is above 5% in the 2021 forecast indicating that the asset is effectively managed and the return of equity of 10% is also considered strong as it is above the cost of capital.
- Financial Leverage Ratio** of the company needed to be improved to ensure that there is a buffer when the company need to meet all the short-term obligation. The current ratio is slightly above one which indicating that the company can pay the short-term liabilities. However, the quick ratio of the company is always below one, considering that inventory is harder to be liquidated, the company may consider to improve their quick and current ratio. The debt-to-equity ratio is very low indicating that the company will have no issue in paying the interest-bearing debt. Furthermore, the total liabilities to equity ratio also below 1 indicating that the assets are mostly financed through equity. This also means that the company have lower risk of default.
- Dividend Payout Ratio** of the company is maintained by IDR 5 dividend per share in 2016, 2018 and 2019. The company pay out dividend consistently with the same amount of IDR 14,040,000,000 each year or IDR 5 dividend per share except for 2017 where there was no dividend payout. In 2020, the company net profit grew almost double from the previous year. Hence, the company also pays out IDR 28,080,000,000 or IDR 10 dividend per share which is double the amount of previous year dividend payment.
- Assumption:** The forecast for fiscal year 2021 derived from doubling the Q2 result with the assumption that the company will be able to maintain the sales figure, cost, and other factors remain constant.

VALUATION SUMMARY

Valuation is based on:

- **Comparable Market Multiple**



- Based on the market multiples metric (EV/Revenue, EV/EBITDA, P/E) – *Appendix 4*, the target share price is on the range of IDR 844 to 1,080. Hence, it is indicating that the current share price of PT Trias Sentosa Tbk is undervalued.
- The 52 week High / Low is ranging between IDR 360 to IDR 580 per share. The company current share price is still in the range.

- **Book Value per Share**

- Book Value Per Share (BVPS) of PT Trias Sentosa Tbk is currently at Rp 845/share derived from dividing total common equity by the total common shares.
- The current share price of PT Trias Sentosa Tbk is at Rp 555/share as of 5 September 2021.
- It shows that given the current BVPS, the share of PT Trias Sentosa Tbk is undervalued.

- **Margin of Safety**

- The margin of safety based on the BVPS and current share price is 34%. Indicating that the current share price of PT Trias Sentosa is undervalued by 34%.

INVESTMENT RISK

The following represent the greatest risk that may arise:

- **Raw Material**

The raw material used to produce the product is purchased from domestic producer and also imported from some countries, for example, Japan, Singapore, Thailand and Korea. The film industry is a highly sensitive, hence it needs high quality of raw material to make a smooth production process. There is a risk of raw material supply shortage. However, the risk is small and manageable since such material is available widely in many countries and also already produced by domestic producers. Besides, with the experience of the Company and the expertise of its staffs who are specialized in the quality control aspects of raw material, inferior raw material can be eliminated and the risk of production defects due to such material can be avoided.

- **Foreign Currency Fluctuation**

The Bank Indonesia Regulation No. 17/2015 was enforced on July, which imposes mandatory usage of Indonesian Rupiah for all transactions conducted within the country. This regulation has required the Company to change its revenue stream from the Domestic market which was previously received in US Dollar nominal, switched into Rupiah nominated revenues. There is a risk that the foreign exchange become unfavorable and it might be significant as the Company still purchases most of the raw material and spare parts from overseas suppliers.

- **Competition**

Both Domestic and International Flexible Packaging market are highly competitive. Some players have an advantage of being closer to market or to the source of materials. However, the Company already has economy of scale/large production capacity, as well as wide customer network both domestic and international markets. The company continuously tries to make efforts to produce value added products to increase quality and production efficiency, and confident to be able to maintain the current business growth in any competitive situation.

- **Sustainability**

There was ongoing concern in the recent years around the plastic industry especially about packaging waste leakage, and plastic waste that could impact negatively to the environment. There is a risk that there might be fall in demand due to this ongoing concern. The company is actively pursuing the use of environmentally friendly materials, recycling and working towards circular economy.

RECOMMENDATION

PT Trias Sentosa Tbk booked high revenue, has strong EPS growth compared to previous years. The company have a considerable consistent dividend payout ratio indicating that the company still concern about the growth of the company by allocating 60% of their net income to retained earnings.

The current share price of PT Trias Sentosa Tbk is currently trading at discount by 34% based on Book Value per Share. The industry market multiples also showing that the target share price is ranging between Rp 844 to Rp 1,080 indicating that the share price of PT Trias Sentosa Tbk still have potential upside from the current share price.

IMPROVING FUTURE FINANCIAL PERFORMANCE

PT Trias Sentosa Tbk has achieved double digit growth in the previous years and will continue its growth with the recent performance. Nevertheless, there might be some areas that also need to be improve to achieve the sustainability.

The company should keep updated with the recent trends in flexible packaging industry, keep on looking if there is any material that is more effective, efficient and environmentally friendly while maintaining its quality.

In the recent years, the company has actively expanded business through joint venture in exploration of diversify product to geotextile plastic and film barrier. Hence, the company need to keep looking out on the performance of the new project.

From financial side, the current ratio and the quick ratio is still considered as low. Despite the capital structure of the company is heavier on equity and have a low interest-bearing debt. The company may consider to increase the liquidity ratio to be safer and gain more confidence from investor.

The impact of foreign exchange fluctuation was notable especially in 2020. The company should be aware of the exchange rate risk, by increasing export volume, hedging or entering forward contract may minimize the foreign currency risk.

The company should also continue their good corporate governance as it is one of the foundations to build more reputation and maintain investor confidence. Furthermore, the company may also publish some information about the company either through media or IDX public expose despite the regulation from the IDX is to do at least 1 public expose per year which the company has already complied.

Appendix

Appendix.1

Income Statement and EPS from RTI

Balance Sheet	Income Statement	Cash Flow				
Annual	Quarter (YTD)					
Income Statement (M in Million)						
Period Ending: (In Rp)	30-Jun-2021	31-Dec-2020	31-Dec-2019	31-Dec-2018	31-Dec-2017	31-Dec-2016
Revenue :						
Total Revenue	1,719,962 M	2,991,912 M	2,566,095 M	2,630,919 M	2,354,938 M	2,249,419 M
Cost of Revenue	1,483,594 M	2,644,989 M	2,358,430 M	2,410,651 M	2,159,382 M	2,052,139 M
Gross Profit	236,368 M	346,923 M	207,664 M	220,267 M	195,556 M	197,280 M
Operating Expenses :						
General & Administrative Expenses	101,693 M	176,942 M	153,087 M	142,504 M	143,529 M	142,529 M
Other Operating Expenses	-	-	-	-604 M	12,055 M	-4,677 M
Total Operating Expenses	101,693 M	176,942 M	153,087 M	141,899 M	155,585 M	137,852 M
Net Operating Income	134,675 M	169,981 M	54,577 M	78,368 M	39,971 M	59,428 M
Other Income & Expenses:						
Interest Income	25 M	78 M	399 M	1,669 M	73 M	86 M
Interest Expense	-23,822 M	-55,167 M	-50,253 M	-43,820 M	-27,530 M	-36,319 M
Foreign Exchange Gain (Loss)	4,679 M	-51,188 M	-	-	-	-
Gain (Loss) on Sale of Assets	-	-	-	-	-	-
Other Items	-6,366 M	-17,386 M	12,791 M	-	-	-
Total Other Income & Expenses	-25,485 M	-123,663 M	-37,063 M	-42,151 M	-27,458 M	-36,233 M
Income Before Tax	109,190 M	46,317 M	17,514 M	36,217 M	12,514 M	23,195 M
Income Tax Expenses	-14,647 M	-26,960 M	-21,398 M	-26,977 M	-25,688 M	-10,600 M
Income After Tax	123,837 M	73,278 M	38,912 M	63,194 M	38,200 M	33,795 M
Extraordinary Items	-	-	-	-	-	-
Minority Interest	-	-	-	-	-	-
Net Income	123,837 M	73,278 M	38,912 M	63,194 M	38,200 M	33,795 M
Net Income Attributable to :						
Owners of the Company	110,531 M	74,756 M	45,951 M	64,430 M	38,200 M	33,795 M
Non Controlling Interest	13,307 M	-1,478 M	-7,039 M	-1,236 M	-	-
	123,837 M	73,278 M	38,912 M	63,194 M	38,200 M	33,795 M
Earnings Per Share	44.10	26.00	14.00	23.00	14.00	12.00

Appendix.2

Income Statement 2016 – 2020, 2021F

	2016 A	2017 A	2018 A	2019 A	2020 A	2021 F
Profit and Loss						
Sales and revenue	2,249,418,846,803	2,354,938,016,436	2,630,918,557,954	2,566,094,747,992	2,991,912,117,541	3,439,923,867,342
Cost of sales and revenue	(2,052,139,045,365)	(2,159,382,022,383)	(2,410,651,375,897)	(2,358,430,472,066)	(2,644,989,179,914)	(2,967,187,139,730)
Gross Profit	197,279,801,438	195,555,994,053	220,267,182,057	207,664,275,926	346,922,937,627	472,736,727,612
Operating Expense						
Selling expenses	(74,876,380,654)	(78,552,583,150)	(76,713,767,915)	(79,899,661,732)	(96,887,946,498)	(131,189,105,690)
General and administrative expenses	(62,975,874,280)	(77,031,964,400)	(65,789,817,356)	(73,187,538,516)	(80,054,336,671)	(72,197,364,780)
Operating Profit	59,427,546,504	39,971,446,503	77,763,596,786	54,577,075,678	169,980,654,458	269,350,257,142
Forex gain (loss) - Nett	86,401,180	72,568,981	(3,300,591,602)	4,275,755,620	(51,188,391,757)	9,357,344,086
Other Income (Expense)	-	-	3,904,783,552	8,515,111,777	(17,386,011,711)	(12,731,518,706)
Finance Income	-	-	1,669,306,206	399,133,556	77,695,328	49,157,954
Finance Cost	(36,318,980,551)	(27,530,334,207)	(43,820,419,503)	(50,253,001,772)	(55,166,613,020)	(47,644,999,770)
Earning Before Tax	23,194,967,133	12,513,681,277	36,216,675,439	17,514,074,859	46,317,333,298	218,380,240,706
Income Tax Benefit	10,599,899,807	25,686,000,465	26,977,223,660	21,397,893,424	26,960,409,124	29,294,343,094
Net Earning	33,794,866,940	38,199,681,742	63,193,899,099	38,911,968,283	73,277,742,422	247,674,583,800
Dividend Payout	14,040,000,000	-	14,040,000,000	14,040,000,000	28,080,000,000	
Dividend Payout Ratio	42%	0%	22%	36%	38%	

Appendix.3

Balance Sheet 2016 – 2021

	2016 A	2017 A	2018 A	2019 A	2020 A	2021 Q2
Balance Sheet						
Current Asset						
Cash and Equivalents	53,522,210,036	35,033,389,786	123,688,904,710	27,763,350,209	33,359,583,433	25,992,549,327
Trade Receivables						
Related Parties	397,449,262,672	419,495,147,376	-	1,867,171,843	3,796,493,902	11,683,083,091
Third Parties	11,423,702,775	10,794,670,308	506,095,944,881	516,954,307,462	550,303,642,093	668,575,145,735
Other Receivables	2,143,338,879	4,136,366,918	406,353,484	9,015,374,431	4,926,031,886	14,379,917,880
Inventories - Net	621,015,089,276	630,688,428,478	747,525,281,176	721,238,224,040	659,317,026,781	942,470,126,344
Prepaid Tax	14,036,685,616	32,542,926,823	67,227,082,707	76,500,828,930	45,519,769,124	66,288,600,949
Tax Collection	54,161,451,178	-	-	-	-	-
Other Current Asset	26,248,151,336	57,036,095,217	49,206,992,060	41,158,592,867	39,862,550,721	38,319,238,077
Total Current Asset	1,179,999,891,768	1,189,727,024,906	1,494,150,559,018	1,394,497,849,782	1,337,085,097,940	1,767,708,661,403
Non-Current Asset						
Investment in associates	-	-	94,784,687,396	98,128,119,226	85,810,701,626	78,302,989,373
Property, Plant & Equipment - Net	2,025,462,701,661	1,992,196,958,293	2,535,555,929,013	2,720,377,238,742	2,662,486,993,594	2,643,696,249,108
Right of Use Assets	-	-	-	-	35,704,437,860	35,827,400,352
Estimated Claim on Tax Refund	21,821,584,373	36,709,010,667	35,520,790,127	38,021,323,075	28,640,155,756	15,444,038,240
Advances	55,382,158,637	100,219,947,158	114,390,194,979	64,382,914,042	50,370,505,986	100,979,523,478
Deffered Loss on Sale and Leaseback	5,935,131,306	12,044,166,581	8,583,730,046	4,121,879,018	-	-
Other non-current Assets	1,994,756,541	2,008,828,405	1,915,696,547	29,493,563,814	2,157,231,508	1,818,204,320
Total Non-Current Asset	2,110,596,332,518	2,143,178,911,104	2,790,751,028,108	2,954,525,037,917	2,865,170,026,330	2,876,068,404,871
Total Asset	3,290,596,224,286	3,332,905,936,010	4,284,901,587,126	4,349,022,887,699	4,202,255,124,270	4,643,777,066,274
Current Liabilities						
Short Term Loans	420,316,348,863	428,218,048,901	631,606,332,955	609,959,870,525	542,922,313,834	586,638,728,661
Account Payables						
Trade	365,124,447,698	384,189,886,295	486,043,451,785	466,998,602,484	433,866,427,812	711,175,166,909
Other	14,071,120,877	18,626,012,479	51,380,339,081	72,719,455,781	16,648,283,454	7,812,585,844
Accrued Expense	30,259,345,739	33,138,772,080	31,099,616,246	35,645,343,576	40,051,990,706	42,214,816,008
Taxes Payable	2,096,792,174	1,981,050,468	1,844,484,508	979,158,150	1,011,037,030	1,489,289,762
Advance for Customers	1,005,261,229	804,341,441	1,159,657,077	1,864,658,304	12,421,882,603	903,423,852
Bank Loan	67,756,680,107	73,773,309,163	71,879,867,822	67,809,785,485	77,882,598,485	80,923,585,142
Lease Liabilities	9,149,317,157	27,689,651,277	39,061,140,341	26,533,440,876	15,418,826,728	16,160,196,900
Loan from Third Parties	-	-	-	17,864,011,902	23,367,123,289	25,528,292,129
Total Current Liabilities	909,779,313,844	968,421,072,104	1,314,074,889,815	1,300,374,327,083	1,163,590,483,941	1,472,846,085,207
Non Current Liabilities						
Bank Loan	122,016,697,345	60,070,341,043	420,347,401,417	540,588,639,787	487,634,127,385	449,508,250,342
Lease Liabilities	26,262,074,527	52,924,911,920	52,168,205,941	23,545,350,342	8,472,020,430	13,452,152,462
Loan from Third Parties	-	-	-	75,053,242,602	65,462,581,361	54,357,128,777
Employee Benefits Liability	66,810,547,410	66,575,607,399	64,812,799,270	67,729,020,795	66,666,188,598	64,209,734,213
Deferred Tax Liability - Net	233,372,407,146	209,344,506,058	196,113,674,561	167,271,370,815	143,619,288,274	133,124,417,188
Total Non Current Liabilities	448,461,726,428	388,915,366,420	733,442,081,189	874,187,624,341	771,854,206,048	714,651,682,982
Total Liabilities	1,358,241,040,272	1,357,336,438,524	2,047,516,971,004	2,174,561,951,424	1,935,444,689,989	2,187,497,768,189
Equity						
Share Capital	280,800,000,000	280,800,000,000	280,800,000,000	280,800,000,000	280,800,000,000	280,800,000,000
Additional Paid up Capital	79,881,910,211	79,881,910,211	79,881,910,211	79,881,910,211	79,881,910,211	79,881,910,211
Retained Earning	1,571,673,273,803	1,614,887,587,275	1,797,880,425,796	1,741,995,312,685	1,835,822,948,800	2,011,985,295,515
Non-Controlling Interest	-	-	78,822,280,115	71,783,713,379	70,305,575,270	83,612,092,359
Total Equity	1,932,355,184,014	1,975,569,497,486	2,237,384,616,122	2,174,460,936,275	2,266,810,434,281	2,456,279,298,085
Total Liabilities and Equity	3,290,596,224,286	3,332,905,936,010	4,284,901,587,126	4,349,022,887,699	4,202,255,124,270	4,643,777,066,274

Appendix.4

Valuation Comparable Multiple

Market Data							Financial Data (FY+1)			Valuation (FY+1)		
Company Name	CODE	Price	Shares	Market Cap	Net Debt	EV	Sales	EBITDA	Earnings	EV/Sales	EV/EBITDA	P/E
		(Rp/share)	(M)	(Rp M)	(Rp M)	(Rp M)	(Rp M)	(Rp M)	(Rp M)	x	x	x
PT Indopoly Swakarsa Industry Tbk	IPOL	166	6,443	1,069,601	721,195	1,790,796	3,346,854	408,957	144,644	0.5x	4.4x	7.4x
PT Lotte Chemical Tbk	FPNI	258	5,566	1,436,135	(408,149)	1,027,985	5,967,684	450,217	256,405	0.2x	2.3x	5.6x
PT Champion Pacific Indonesia Tbk	IGAR	426	972	414,159	(283,473)	130,686	839,501	121,938	91,658	0.2x	1.1x	4.5x
PT Argha Karya Prima Industri Tbk	AKPI	610	612	373,471	514,145	887,616	2,684,296	247,443	58,388	0.3x	3.6x	6.4x
PT Panca Budi Idaman Tbk	PBID	1,760	1,875	3,300,000	(105,265)	3,194,735	4,250,035	659,644	473,215	0.8x	4.8x	9.0x
PT Impack Pratama Industri Tbk	IMPC	2,050	4,834	9,908,675	140,658	10,049,333	2,115,640	412,558	202,328	4.8x	24.4x	10.5x
PT Satyamitra Kemas Lestari Tbk	SMKL	250	3,400	850,000	553,625	1,403,625	1,933,331	219,290	81,802	0.7x	6.4x	23.6x
Average										1.1x	6.7x	9.6x
Median										0.5x	4.4x	7.4x

Comps

Metric	Comps	EV	Net Debt	Equity Value	Shares	Share Price
EV/Revenue	1.1x	3,647,007	613,937	3,033,070	2,808	1,080.15
EV/EBITDA	6.7x	3,398,533	613,937	2,784,596	2,808	991.67
P/E	9.6x	2,983,919	613,937	2,369,982	2,808	844.01

Lo

844.01

Hi

1,080.15

PT Trias Sentosa Tbk			
Current Price	555.00	Revenue (Rp M)	3,439,924
Shares Outstanding (M)	2,808	EBITDA (Rp M)	506,989
Debt (Rp M)	639,930	EBIT (Rp M)	269,350
Cash (Rp M)	25,993	Earnings (Rp M)	247,675

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