

# Tunas Baru Lampung

JCI: **7,404**

Rating : **NOT RATED**

## Biodiesel segment as a new growth story

- TBLA's FAME sales contract has jumped to ~809,000kl, driven by B40 and capacity expansion.
- TBLA is ready to support the B50 mandate in FY26 with its current capacity and may reach full capacity if the mandate is implemented (currently at ~90%).
- TBLA's current PE of 6.6x is below ASEAN peers at 13.6x (2024 results)

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*We held a meeting with Tunas Baru Lampung's (TBLA IJ) management to discuss the company's outlook and its biodiesel segment, which is expected to become the largest contributor to their top line. Key highlights:*

### Biodiesel segment to drive robust top line

For FY25, TBLA's management expects revenue to reach IDR21,700bn (+24% y-y), mainly driven by its CPO and derivatives segment, which they project to generate IDR16,200bn (+54% y-y). Within this segment, the biodiesel business is expected to be the main growth driver, contributing around IDR10,000bn (+119% y-y) and surpassing the cooking oil segment as the largest revenue contributor.

### Supported by new plant capacity and securing large contracts

The strong growth in biodiesel is supported by the commencement of TBLA's new FAME plant, which adds 765kt/year of capacity (equivalent to 884.4k kl/year). This expansion enabled TBLA to secure ~809k kl in FAME sales contracts (+113% y-y), with major buyers including Pertamina's subsidiaries and AKRA IJ. Management attributes the strong contract growth partly to the plant's strategic location near Pertamina's biodiesel refinery in Plaju, Palembang.

### TBLA also ready to embrace B50 rollout, according to the management

TBLA's management expects the B50 mandate to launch in the next year, supported by strong government commitment and based on ongoing discussions with FAME producers. Management stated that TBLA is ready to meet the mandate with its current capacity, which could reach full utilization once implemented (currently at 90%). Hence, we estimate the company could secure ~1mn kl in B50 sales contracts and may drive FY26 biodiesel revenue to ~IDR13tn (+31% y-y).

### Sugar import quota poses a headwind despite higher expected ASP

In the sugar segment, management expects revenue to reach around IDR3,500bn (-48% y-y). Despite a likely increase in sugar ASP due to a market supply deficit, the decline is primarily driven by tighter government restrictions on raw sugar import quotas, with TBLA currently having secured only 20kt. As a result, this headwind is expected to reduce TBLA's production volume, which will in turn impact its sales volume. However, management noted that this figure is still uncertain as there is no color on the import quota going forward.

### Valuation is lower, but leverage is higher compared to peers

TBLA currently trades at 6.6x PE, similar with its domestic peers, but remains lower compared to ASEAN and regional peers at 8.5x and 11.7x (based on 2024 results). We believe investor focus currently is on its financials: despite posting the highest gross margin among peers at 17.2% in FY24, its net margin was just 4% due to high interest expenses from a DER of 175.5%, the highest among peers; this debt was incurred to finance the construction of its new FAME plant. However, with no significant capex expected going forward, the company anticipates its DER to remain flat.

## Exhibit A. Company information

Bloomberg ticker	:	TBLA IJ
Current Price (IDR)	:	810
Market Cap (IDRtn/USDbn)	:	4.81 / 0.29
3M avg. daily t.o (IDRbn/USDmn)	:	2.57 / 0.16

Note: based on 23 July 2025 at 11:30 am

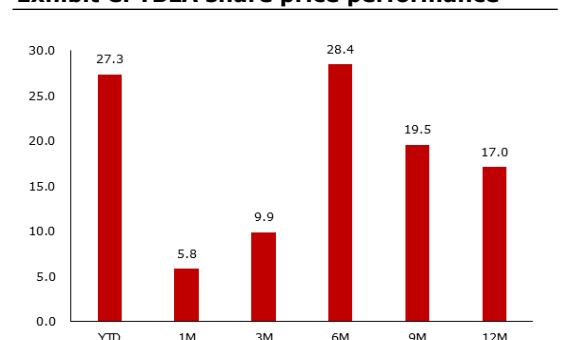
Source: Bloomberg, Bahana

## Exhibit B. Shareholders information (%)

PT Sungai Budi	:	26.56
PT Budi Delta Swakarya	:	32.77
Public	:	40.59
Others	:	0.08

Source: Company

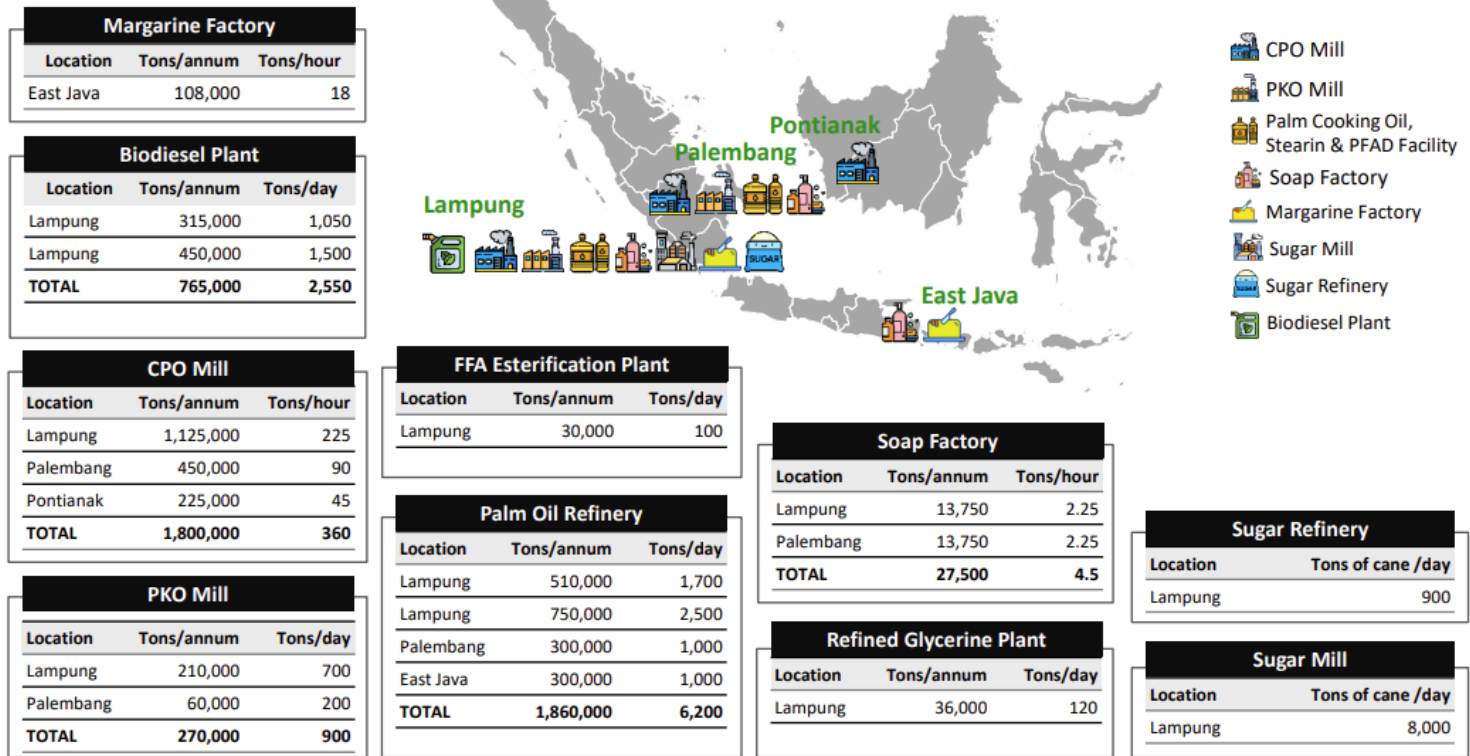
## Exhibit C. TBLA share price performance



Note: based on 23 July 2025 at 11:30 am

Source: Bloomberg, Bahana

## Exhibit 1. Production Infrastructure and Operational Area



Source: Company

## Exhibit 2. Peers Comparison - Valuation

Company Name	Ticker	Market Cap (USDmn)	P/E			P/B			EV/EBITDA		
			2023	2024	Current	2023	2024	Current	2023	2024	Current
PT Tunas Baru Lampung	TBLA IJ Equity	293	7.7	6.9	6.4	0.6	0.6	0.6	4.3		5.3
<b>Indonesia</b>											
PT Sinar Mas Agro Resources & Technology	SMAR IJ Equity	635	11.6	8.2	8.5	0.5	0.5	0.5	3.8	9.1	7.9
PT Salim Ivomas Pratama	SIMP IJ Equity	514	9.8	4.0	3.7	0.5	0.5	0.4	3.6	3.7	2.7
PT Wilmar Cahaya Indonesia	CEKA IJ Equity	101	10.6	5.1	4.4	1.1	1.0	0.9	3.4	2.3	1.8
PT Astra Agro Lestari	AALI IJ Equity	750	11.6	10.7	10.2	0.6	0.6	0.5	5.1	5.9	3.8
<b>Indonesia Average</b>			<b>10.2</b>	<b>7.0</b>	<b>6.7</b>	<b>0.7</b>	<b>0.6</b>	<b>0.6</b>	<b>4.0</b>	<b>5.3</b>	<b>4.3</b>
<b>Indonesia Median</b>			<b>10.6</b>	<b>6.9</b>	<b>6.4</b>	<b>0.6</b>	<b>0.6</b>	<b>0.5</b>	<b>3.8</b>	<b>4.8</b>	<b>3.8</b>
<b>ASEAN</b>											
Mewah International Inc	MII SP Equity	323	7.5	6.1	6.1	0.4	0.4	0.4	3.6	4.6	11.2
FGV Holdings Berhad	FGV MK Equity	1,122	30.6	11.8	10.6	0.8	0.8	0.8	3.3	7.4	5.8
Thailand Vegetable Oil PCL	TVO TB Equity	624	35.7	9.7	8.8	2.0	2.0	1.8	11.3	14.9	7.1
<b>ASEAN Average</b>			<b>24.6</b>	<b>9.2</b>	<b>8.5</b>	<b>1.0</b>	<b>1.1</b>	<b>1.0</b>	<b>6.0</b>	<b>9.0</b>	<b>8.0</b>
<b>ASEAN Median</b>			<b>30.6</b>	<b>9.7</b>	<b>8.8</b>	<b>0.8</b>	<b>0.8</b>	<b>0.8</b>	<b>3.6</b>	<b>7.4</b>	<b>7.1</b>
<b>Others</b>											
Nisshin Oillio Group Ltd.	2602 JP Equity	1,159	13.9	11.4	14.6	1.0	1.0	0.9	8.7	8.7	8.2
ConAgra Brands Inc.	CAG US Equity	9,262	4.7	7.3	8.5	1.1	1.1	1.1	14.2	16.8	17.0
Bunge Global SA	BG US Equity	15,136	6.0	8.2	9.5	1.2	1.0	1.0	6.9	4.5	5.6
Archer Daniels Midland Company	ADM US Equity	26,622	7.9	9.9	14.3	1.2	1.2	1.2	10.2	7.3	10.9
<b>Others Average</b>			<b>8.1</b>	<b>9.2</b>	<b>11.7</b>	<b>1.1</b>	<b>1.1</b>	<b>1.1</b>	<b>10.0</b>	<b>9.3</b>	<b>10.5</b>
<b>Others Median</b>			<b>7.0</b>	<b>9.1</b>	<b>11.9</b>	<b>1.1</b>	<b>1.0</b>	<b>1.1</b>	<b>9.4</b>	<b>8.0</b>	<b>9.6</b>
<b>Average</b>			<b>14.3</b>	<b>8.5</b>	<b>8.9</b>	<b>1.0</b>	<b>0.9</b>	<b>0.9</b>	<b>6.7</b>	<b>7.9</b>	<b>7.6</b>
<b>Median</b>			<b>10.6</b>	<b>9.1</b>	<b>8.8</b>	<b>0.8</b>	<b>0.8</b>	<b>0.8</b>	<b>3.8</b>	<b>7.4</b>	<b>7.1</b>

Source: Bloomberg, Bahana Sekuritas

### Exhibit 3. Peers Comparison - Financials

Company Name	Listed Code	Revenue Growth (%)		Net Income Growth (%)		GPM (%)		NPM (%)		EBITDA Margin (%)		EBIT Margin (%)		EBT Margin (%)		DER (%)		Interest Coverage Ratio (x)		OCF/Sales (%)	
		2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024	2023	2024
PT Tunas Baru Lampung	TBLA IJ Equity	-7.6	13.7	-25.6	10.0	19.1	17.2	4.0	4.0	16.5	18.2	12.4	11.7	5.1	5.2	159.7	175.5	1.6	1.7	-6.8	5.3
<b>Indonesia</b>																					
PT Sinar Mas Agro Resources & Technology	SMAR IJ Equity	-11.3	18.5	-83.7	33.8	10.2	10.2	1.4	1.6	4.1	4.3	2.2	2.6	1.7	2.0	84.2	96.7	1.2	1.7	6.6	-0.2
PT Salim Ivomas Pratama	SIMP IJ Equity	-10.1	-0.2	-40.1	102.2	21.0	30.3	4.6	9.7	21.2	29.3	12.3	20.2	9.3	18.7	45.7	42.1	3.2	5.8	23.9	14.4
PT Wilmar Cahaya Indonesia	CEKA IJ Equity	3.2	26.3	-32.2	103.3	5.5	6.8	2.4	4.1	3.4	5.2	3.0	4.8	3.1	5.2	0.0	0.0			8.6	-0.2
PT Astra Agro Lestari	AALI IJ Equity	-5.0	5.2	-40.4	4.4	13.4	15.3	5.1	5.3	12.6	14.2	6.0	7.6	7.2	7.8	18.2	14.1		6.5	10.9	14.2
<b>Indonesia Average</b>		<b>-6.2</b>	<b>12.7</b>	<b>-44.4</b>	<b>50.7</b>	<b>13.8</b>	<b>16.0</b>	<b>3.5</b>	<b>4.9</b>	<b>11.6</b>	<b>14.2</b>	<b>7.2</b>	<b>9.4</b>	<b>5.3</b>	<b>7.8</b>	<b>61.6</b>	<b>65.7</b>	<b>2.0</b>	<b>3.9</b>	<b>8.6</b>	<b>6.7</b>
<b>Indonesia Median</b>		<b>-7.6</b>	<b>13.7</b>	<b>-40.1</b>	<b>33.8</b>	<b>13.4</b>	<b>15.3</b>	<b>4.0</b>	<b>4.1</b>	<b>12.6</b>	<b>14.2</b>	<b>6.0</b>	<b>7.6</b>	<b>5.1</b>	<b>5.2</b>	<b>45.7</b>	<b>42.1</b>	<b>1.6</b>	<b>3.8</b>	<b>8.6</b>	<b>5.3</b>
<b>ASEAN</b>																					
Mewah International Inc	MII SP	-25.6	-17.1	-64.3	-4.4	19.5	21.1	9.6	11.6	3.1	1.5	2.5	1.0	1.3	1.0	33.7	32.2	3.8	1.6	6.3	-3.8
Thailand Vegetable Oil PCL	TVO TB Equity	-12.4	7.6	-54.2	184.5			10.8	11.5	3.5	9.4	2.6	8.4	2.7	8.7	27.5	25.6	45.8	224.3	3.9	16.3
Apical Group Ltd	Not Listed	-12.9	-5.8			12.2	13.7	3.5	2.7							70.4	84.6				
<b>ASEAN Average</b>		<b>-17.0</b>	<b>-5.1</b>	<b>-59.3</b>	<b>90.1</b>	<b>15.8</b>	<b>17.4</b>	<b>8.0</b>	<b>8.6</b>	<b>3.3</b>	<b>5.5</b>	<b>2.6</b>	<b>4.7</b>	<b>2.0</b>	<b>4.8</b>	<b>43.9</b>	<b>47.5</b>	<b>24.8</b>	<b>113.0</b>	<b>5.1</b>	<b>6.3</b>
<b>ASEAN Median</b>		<b>-12.9</b>	<b>-5.8</b>	<b>-59.3</b>	<b>90.1</b>	<b>15.8</b>	<b>17.4</b>	<b>9.6</b>	<b>11.5</b>	<b>3.3</b>	<b>5.5</b>	<b>2.6</b>	<b>4.7</b>	<b>2.0</b>	<b>4.8</b>	<b>33.7</b>	<b>32.2</b>	<b>24.8</b>	<b>113.0</b>	<b>5.1</b>	<b>6.3</b>
<b>Others</b>																					
Adani Wilmar Limited	AWL IN Equity	7.2	-12.0	-32.8	-75.3			1.0	0.3	3.2	2.2	2.6	1.5	1.4	0.5	29.3	31.6	3.3	1.2	0.7	-0.4
Nisshin Oillio Group Ltd.	2602 JP Equity	28.6	-7.7	7.8	27.1	11.8	14.5	2.0	2.9	4.6	5.9	2.9	4.1	2.8	4.1	68.8	57.3	18.5	19.3	0.1	7.1
ConAgra Brands Inc.	CAG US Equity	6.4	-1.8	-23.0	-49.2	26.6	27.7	5.6	2.9	12.2	10.8	8.8	7.1	7.3	5.1	108.3	102.5	2.5	1.9	8.1	16.7
Bunge Global SA	BG US Equity	-11.4	-10.8	39.3	-49.3	8.1	6.4	3.8	2.1	6.9	4.7	5.3	3.0	5.1	2.9	53.0	71.8	6.1	3.4	5.6	3.6
Archer Daniels Midland Company	ADM US Equity	-7.5	-8.9	-19.7	-48.3	8.0	6.8	3.7	2.1	5.5	3.6	4.0	1.8	4.6	2.6	39.8	52.0	5.7	2.2	4.7	3.3
<b>ASEAN Average</b>		<b>4.7</b>	<b>-8.3</b>	<b>-5.7</b>	<b>-39.0</b>	<b>13.6</b>	<b>13.8</b>	<b>3.2</b>	<b>2.1</b>	<b>6.5</b>	<b>5.5</b>	<b>4.7</b>	<b>3.5</b>	<b>4.2</b>	<b>3.0</b>	<b>59.8</b>	<b>63.1</b>	<b>7.2</b>	<b>5.6</b>	<b>3.8</b>	<b>6.1</b>
<b>ASEAN Median</b>		<b>6.4</b>	<b>-8.9</b>	<b>-19.7</b>	<b>-49.2</b>	<b>10.0</b>	<b>10.6</b>	<b>3.7</b>	<b>2.1</b>	<b>5.5</b>	<b>4.7</b>	<b>4.0</b>	<b>3.0</b>	<b>4.6</b>	<b>2.9</b>	<b>53.0</b>	<b>57.3</b>	<b>5.7</b>	<b>2.2</b>	<b>4.7</b>	<b>3.6</b>
<b>Average</b>		<b>-6.2</b>	<b>-0.2</b>	<b>-36.5</b>	<b>33.9</b>	<b>14.4</b>	<b>15.7</b>	<b>4.9</b>	<b>5.2</b>	<b>7.1</b>	<b>8.4</b>	<b>4.8</b>	<b>5.9</b>	<b>3.8</b>	<b>5.2</b>	<b>55.1</b>	<b>58.7</b>	<b>11.3</b>	<b>40.8</b>	<b>5.9</b>	<b>6.3</b>
<b>Median</b>		<b>-7.6</b>	<b>-5.8</b>	<b>-40.1</b>	<b>33.8</b>	<b>13.4</b>	<b>15.3</b>	<b>4.0</b>	<b>4.1</b>	<b>5.5</b>	<b>5.5</b>	<b>4.0</b>	<b>4.7</b>	<b>4.6</b>	<b>4.8</b>	<b>45.7</b>	<b>42.1</b>	<b>5.7</b>	<b>3.8</b>	<b>5.1</b>	<b>5.3</b>

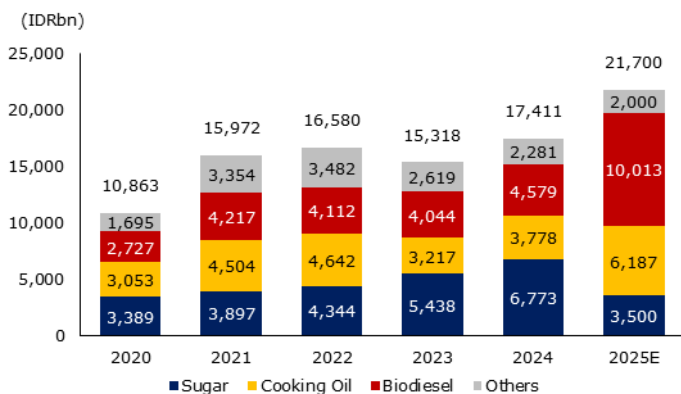
Source: Bloomberg, Bahana Sekuritas

### Exhibit 4. Peers Comparison - Cooking Oil Brands

Company Name	Listed Code	Country	Consumer Brands	Main Commodities Used
PT Tunas Baru Lampung	TBLA IJ	ID	Rose Brand	CPO
<b>Indonesia</b>				
PT Sinar Mas Agro Resources & Technology	SMAR IJ	ID	Filma, Palmvita	CPO
PT Salim Ivomas Pratama	SIMP IJ	ID	Bimoli, Amanda, Delima	CPO
PT Wilmar Cahaya Indonesia	CEKA IJ	ID	Sania, Fortune, Sovia	CPO
<b>Southeast Asia</b>				
Wilmar International Limited	WIL SP	SG	Arawana, Neptune, Sania	CPO, soybean, canola, sunflower
Mewah International Inc	MII SP	SG	OKI	CPO, soybean, canola, sunflower, corn
Thailand Vegetable Oil PCL	TVO VB Equity		Angoon	Soybean, corn, canola, sunflower
Apical Group Ltd	1429984D IJ Equity		Vitas	CPO
Musim Mas Group	1895385D IJ Equity		Sunco, Amago, Tani, etc	CPO
<b>Others</b>				
Adani Wilmar Limited	AWL IN	IN	Fortune, King's, Bullet	CPO, soybean, sunflower, rice bran
Nisshin Oillio Group Ltd.	2602 JP	JP	Nisshin, Canola King	Canola, soybean
ConAgra Brands Inc.	CAG (NYSE)	US	Crisco, Pam	Soybean, canola
Bunge Global SA	BG (NYSE)	US	Primor, Soya, Delicia	Soybean, sunflower, canola
Archer Daniels Midland Company	ADM (NYSE)	US	Wesson	Soybean, canola, sunflower

Source: Company, Bahana Sekuritas

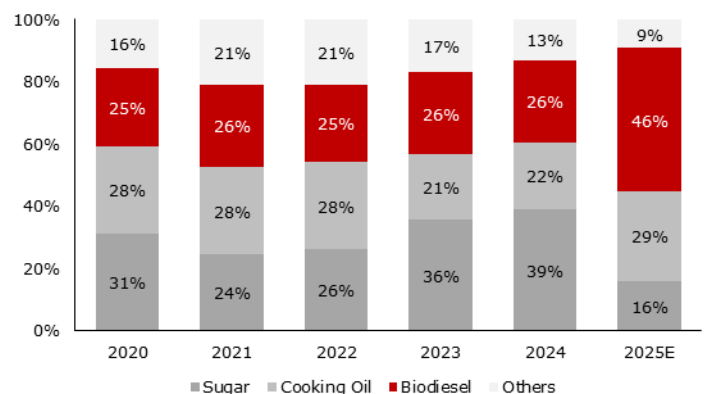
### Exhibit 5. TBLA Revenue by Segment



Source: Company, Bahana Sekuritas

Notes: 2025E is based on the company's expectation

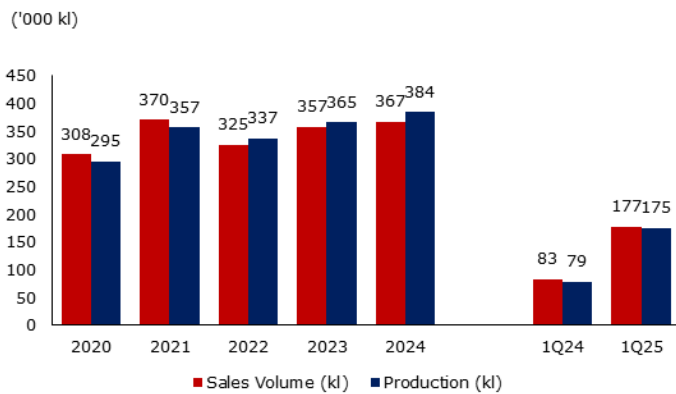
### Exhibit 6. TBLA Revenue by Segment Distribution



Source: Company, Bahana Sekuritas

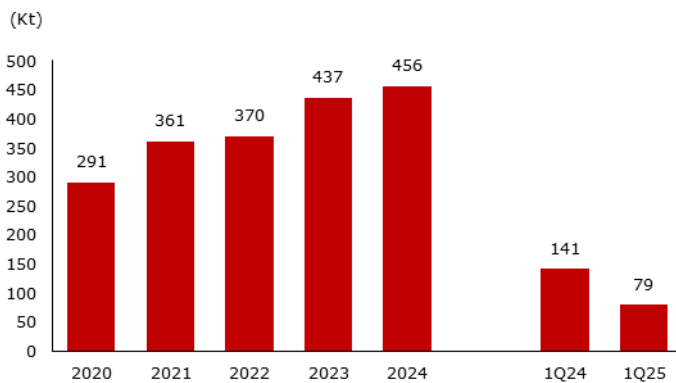
Notes: 2025E is based on the company's expectation

Exhibit 7. TBLA FAME Sales and Production Vol.



Source: Company, Bahana Sekuritas

Exhibit 9. TBLA Sugar Sales Vol.



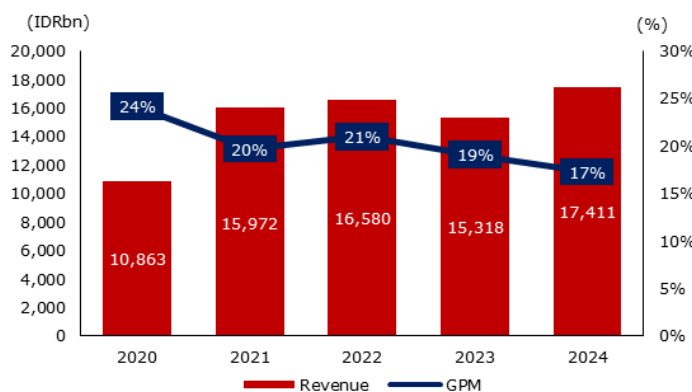
Source: Company, Bahana Sekuritas

Exhibit 11. Peers Comparison - Cooking Oil Brands

ASP	2020	2021	2022	2023	2024	1Q24	1Q25
<b>Biodiesel (IDR/liter)</b>							
Biodiesel Reference Price	10,799	16,400	18,115	13,887	15,864	15,099	17,418
ASP	8,845	11,391	12,665	11,329	12,487	11,356	14,427
<b>Sugar (IDR/kg)</b>							
Indonesia Sugar Reference Prices	10,500	10,500	11,500	12,500	14,500	14,500	15,596
ASP	11,659	10,771	11,725	12,454	14,834	14,145	15,760
<b>Cooking Oil (IDR/kg)</b>							
ASP	10,845	13,701	15,731	13,965	15,399	14,256	17,581

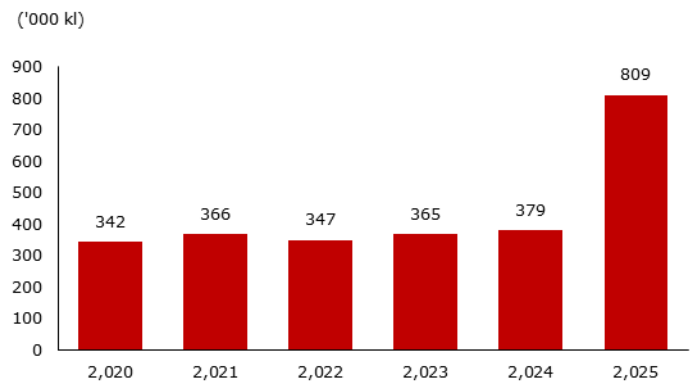
Source: Company, Bahana Sekuritas

Exhibit 12. TBLA Revenue and GPM



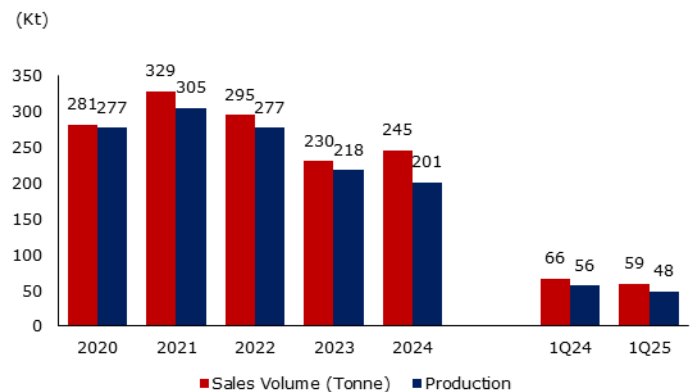
Source: Company, Bahana Sekuritas

Exhibit 8. TBLA FAME Sales Vol. Contract



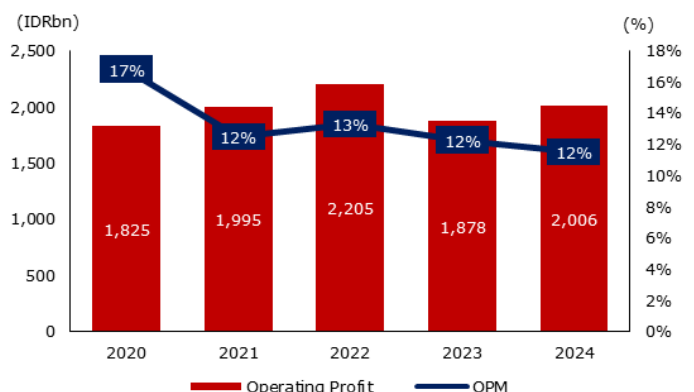
Source: Company, Ministry of Energy, Bahana Sekuritas

Exhibit 10. TBLA Cooking Oil Sales and Production Vol.



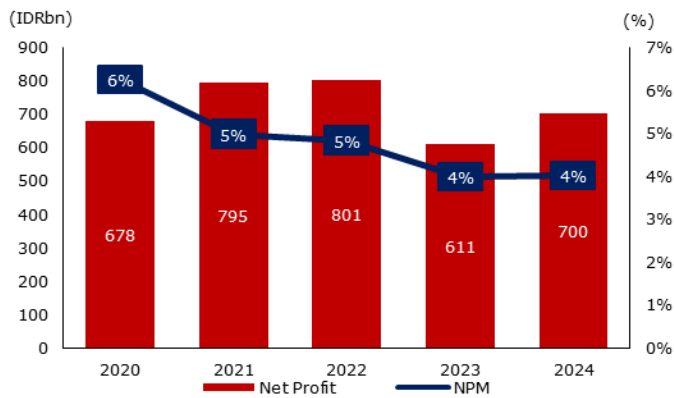
Source: Company, Bahana Sekuritas

Exhibit 13. TBLA EBIT and OPM



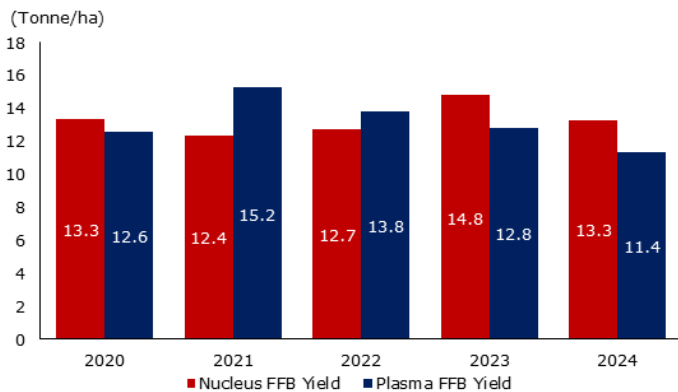
Source: Company, Bahana Sekuritas

Exhibit 14. TBLA Net Profit and NPM



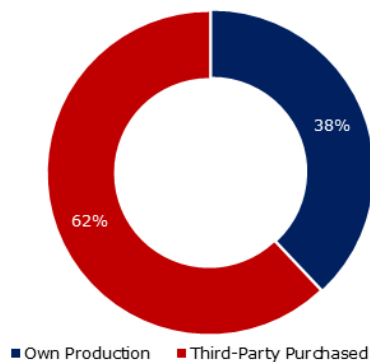
Source: Company, Bahana Sekuritas

Exhibit 16. TBLA FFB Yield



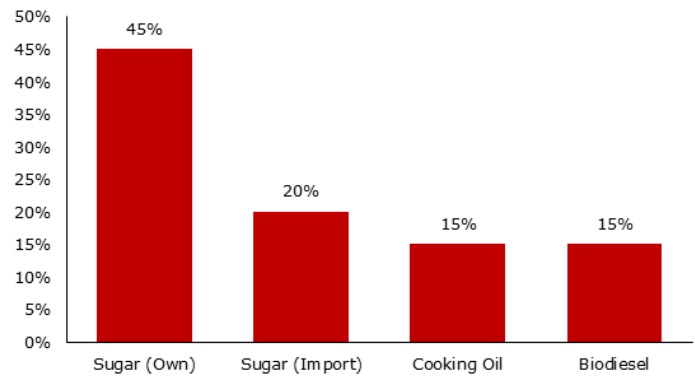
Source: Company, Bahana Sekuritas

Exhibit 18. TBLA CPO Production by Source



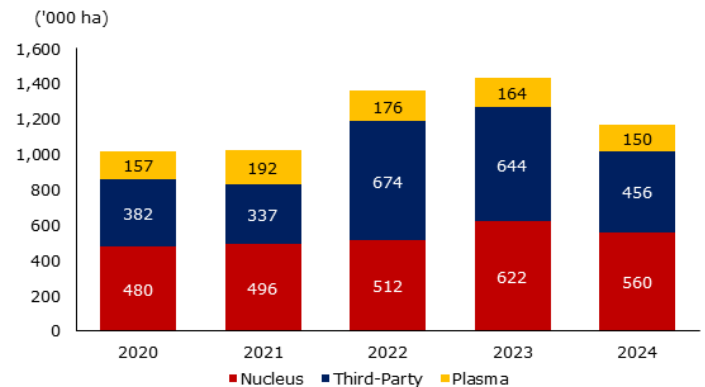
Source: Company, Bahana Sekuritas

Exhibit 15. TBLA GPM by Segment



Source: Company, Bahana Sekuritas

Exhibit 17. TBLA FFB Processed by Source



Source: Company, Bahana Sekuritas



Exhibit 11. TBLA Income Statement and Balance Sheets

Income Statement - IDRbn	2020	2021	2022	2023	2024
<b>Net Sales</b>	<b>10,863</b>	<b>15,972</b>	<b>16,580</b>	<b>15,318</b>	<b>17,411</b>
Cost Of Goods Sold	(8,239)	(12,833)	(13,105)	(12,396)	(14,409)
<b>Gross Profit</b>	<b>2,624</b>	<b>3,140</b>	<b>3,475</b>	<b>2,921</b>	<b>3,002</b>
General and Administrative	(466)	(500)	(555)	(619)	(617)
Selling Expenses	(333)	(645)	(716)	(424)	(379)
<b>Operating Profit</b>	<b>1,825</b>	<b>1,995</b>	<b>2,205</b>	<b>1,878</b>	<b>2,006</b>
Interest Expense and Other Financial Charges	(827)	(839)	(1,147)	(1,191)	(1,199)
Gain (Loss) on Foreign Exchange	(49)	(64)	(107)	(14)	(43)
Gain on Change in Value of Biological Assets	24	(9)	41	18	33
Interest Income	10	3	5	6	7
Others Income	(82)	(64)	24	89	100
<b>Profit Before Tax</b>	<b>901</b>	<b>1,023</b>	<b>1,020</b>	<b>786</b>	<b>904</b>
Income Tax Expense	(221)	(231)	(219)	(174)	(203)
<b>Net Profit</b>	<b>681</b>	<b>792</b>	<b>801</b>	<b>612</b>	<b>701</b>
Non-controlling interests	(3)	3	(1)	(1)	(1)
<b>Net Profit to Parents</b>	<b>678</b>	<b>795</b>	<b>801</b>	<b>611</b>	<b>700</b>

Balance Sheets - IDRbn	2020	2021	2022	2023	2024
<b>Current Assets</b>	<b>8,027</b>	<b>9,294</b>	<b>11,375</b>	<b>12,185</b>	<b>13,466</b>
Cash	480	690	591	529	1,127
Account Receivables	3,024	3,468	3,572	3,861	4,757
Inventories	2,302	2,569	4,822	5,128	4,866
Others	2,222	2,566	2,390	2,667	2,716
<b>Non-Current Assets</b>	<b>11,404</b>	<b>11,791</b>	<b>12,299</b>	<b>13,699</b>	<b>14,297</b>
Bearer Plants	4,680	5,031	5,267	5,787	6,182
Fixed Assets	6,515	6,647	6,910	7,590	7,811
Others	209	113	122	322	304
<b>Total Assets</b>	<b>19,431</b>	<b>21,084</b>	<b>23,674</b>	<b>25,883</b>	<b>27,764</b>
<b>Current Liabilities</b>	<b>5,385</b>	<b>6,208</b>	<b>9,486</b>	<b>8,841</b>	<b>10,336</b>
Short-term bank loans	1,852	1,518	2,704	4,172	5,203
Account Payables	1,765	3,174	4,495	3,545	3,398
Long-term bank loans	761	657	1,475	893	1,472
Others	1,007	859	811	232	264
<b>Non-Current Liabilities</b>	<b>8,158</b>	<b>8,383</b>	<b>7,356</b>	<b>8,840</b>	<b>8,979</b>
Long-term bank loans	2,226	3,780	6,205	7,270	7,983
Others	5,931	4,604	1,150	1,570	995
<b>Total Liabilities</b>	<b>13,543</b>	<b>14,592</b>	<b>16,841</b>	<b>17,680</b>	<b>19,315</b>
<b>Shareholder Equity</b>	<b>5,889</b>	<b>6,492</b>	<b>6,832</b>	<b>8,203</b>	<b>8,448</b>

Source: Company, Bahana Sekuritas

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