

Equity Research March 13, 2024

Not Rated						
Target Price (N/A					
Share Price (3	8/10/25, IDR)	98			
Expected Ret	urn		N/A			
NP (25F, IDRb Consensus N	,	n)	N/A N/A			
EPS Growth (. Market EPS G P/E (25F, x) Market P/E (2 JCI	N/A 12.0 N/A 11.0 6,598					
Market Cap (1 Shares Outsta Free Float (%) Beta (12M) 52-Week Low 52-Week High	anding (mn))	299 3,056 20.8 0.4 65 120			
(%) Absolute Relative	1M 11.4 13.5	6M 38.0 53.0	12M 48.5 59.1			
(D-1yr=100) 200 160 140 120 100 80 60 3/24 5/24	JCI		NHr ~~			

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VAST IJ · Property

Vastland Indonesia

Warehousing Powerhouse

Powering Indonesia's Growth with Tailored Warehousing Solutions

PT Vastland Indonesia Tbk (VAST) is a leading industrial property developer specializing in built-to-suit and ready-made warehouses, covering approximately 20ha. It serves various tenants, including FMCG, logistics, e-commerce, and pharmaceuticals. With over 12 years of expertise and operations in key regions, VAST offers flexible, high-quality warehousing solutions. Backed by a diverse client base, long-term leases, a 98% occupancy rate (as of Nov 2024), and a 37,000m² strategic landbank, VAST ensures stable revenue and strong growth potential.

Leading High-Occupancy Warehouses in Indonesia

VAST's Tembesu warehouse complex in Lampung spans 14.4ha, with 7ha of land and 4ha of warehousing owned by the company, hosting major tenants like Indomarco, HM Sampoerna, Danone, and Coca-Cola. Built-to-suit with long-term contracts, it includes a 5,049m² brownfield landbank for future expansion. VAST also operates high-occupancy warehouse hubs in Tangerang near Soekarno-Hatta Airport and Palembang, supporting key distribution networks. Additional warehouses in Bengkulu, Jambi, Pekanbaru, and Klaten total 5.8ha, serving FMCG distributors. With strategic locations, strong tenants, and high occupancy, VAST strengthens its leadership in Indonesia's industrial property market.

VAST Shines with Strong 3Q24 Growth & High Profitability Amid Low Leverage

VAST continues its impressive expansion, reporting IDR10bn in 3Q24 revenue (+5.5% QoQ, +50.3% YoY), with warehouse rentals contributing 92.3% of total revenue. Strong operational efficiency, with a gross margin above 80% and EBITDA margin over 30%, alongside near-full occupancy (99.6% for general warehouses, 98.5% for built-to-suit), has driven stellar profitability. Net income surged to IDR6bn in 3Q24 (+18.3% QoQ, +60.4% YoY), bringing 9M24 net income to IDR14bn (+41.9% YoY). With an average ROE of 32.8%, ROA of 23.7% (2021–2023), and a low net debt-to-equity ratio of 0.1x, VAST remains financially strong and poised for sustainable growth.

Undervalued Gem with Strong Growth Potential

VAST presents a compelling long-term investment, trading at 3.0x PE (TTM) and 0.8x PBV, well below industry averages of 8.1x PE and 0.9x PBV. With strong fundamentals, high profitability, and minimal leverage, the company has significant growth potential, particularly through continued land acquisitions from family holdings and expansion into eastern Indonesia. While risks include lower-than-expected tenant demand and rising land costs, VAST's strategic positioning and expansion plans reinforce its potential for sustained gains.

(FY Dec. 31)	2021	2022	2023	9M23	9M24
Revenue (IDRbn)	22	24	26	19	28
Operating profit (IDRbn)	14	15	13	10	14
EBITDA (IDRbn)	15	16	14	10	14
Net profit (IDRbn)	115	17	99	9	10
EPS (IDR)	38	5	32	4	4
EV/EBITDA (x)	22.2	20.5	26.8	22.0	19.8
P/B (x)	1.6	1.5	0.8	1.1	0.8
ROA (%)	46.1	6.0	18.9	2.7	1.9
ROE (%)	63.0	8.4	27.1	3.1	2.6

Note: All figures are based on consolidated K-IFRS; NP refers to net profit attributable to controlling interests Source: Company data, Mirae Asset Sekuritas Indonesia Research estimates

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Company Highlights

A Leading Industrial Developer for Custom and Ready Warehouses

PT Vastland Indonesia Tbk (VAST) is a leading industrial property developer specializing in the construction of built-to-suit and ready-made warehouses spaces. Built-to-suit warehouses are designed based on client-specific requirements for location, design, and layout, serving industries such as FMCG, commodities trading, third-party logistics, pharmaceuticals, electronics, and e-commerce. Meanwhile, ready-made warehouses offer high-quality, readily available storage solutions to accommodate seasonal demand and provide additional space for built-to-suit clients during peak periods. With over 12 years of expertise in warehouse construction and logistics park development, VAST operates across key regions in Indonesia, including Riau, Jambi, Bengkulu, Palembang, Lampung, Tangerang, and Klaten.

VAST has several competitive advantages, namely:

- **Diversified client base**. VAST serves a wide range of industries, including FMCG, e-commerce, logistics, heavy equipment, commodities, banking, and retail. By partnering with market-leading clients, the company ensures stable & reliable revenue streams.
- **Long-term contracts with high occupancy**. VAST has secured multiple longterm lease agreements, providing consistent income and financial stability. As of November 2024, the company maintains a remarkable occupancy rate of 98%, reflecting strong demand and efficient asset utilization.
- Strategic landbank for future growth. VAST owns approximately 37,000m² of ready-to-build land in prime locations near ports & urban centers, offering excellent accessibility and expansion opportunities.



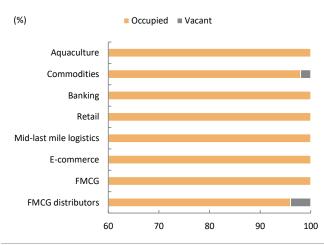
Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

Vastland Indonesia

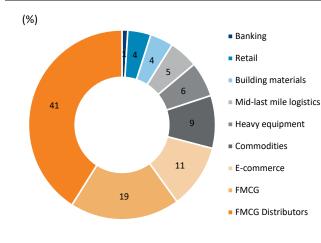
March 13, 2024

Figure 3. Occupancy rate by sector



Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

Figure 5. Sector composition rate



Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

Figure 7. VAST shareholders structure

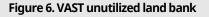
Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

70

80

90

100



60

Figure 4. Occupancy rate per city

Klaten

Tangerang

Pekanbaru

Bengkulu

Bandar Lampung

Palembang

Jambi

(%)



Sources: Company Data, Mirae Asset Sekuritas Indonesia Research



Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

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Management Overview

Table 1. VAST's Management Profile

Board of Commissioner	s	Position	Years of Experience	
	Jonathan Jochanan (71 years old) earned his Bachelor of Economics in Financial Management from University of Indonesia in 1987 and joined PT Vastland Indonesia Tbk in 2022. He currently also serves as President Commissioner of PT Buyung Poetra Sembada Tbk, and President Commissioner of PT Wintermar Offshore Marine Tbk.	President Commissioner / Independent Commissioner	46 years	
	Yuanita Tjoatjawinata (65 years old) obtained his Bachelor of Economics from Parahyangan University in 1985. He joined PT Vastland Indonesia Tbk in 2011. He currently also serves as Commissioner of PT Morijaya Mitra Jasa and PT Bumi Enviro Lestari.	Commissioner	17 years	
	Levina Junieta Gunawan (38 years old) received his Master's in Architecture degree from University of California Los Angeles in 2010 and joined PT Vastland Indonesia Tbk in 2021. He also serves as President Director of PT Pertamindo Sukses Bersatu and Director of PT Daurulang Sejahtera Abadi.	Commissioner	12 years	
Board of Directors		Position	Years of Experience	
	Vicky Vergilius Gunawan (42 years old) earned his Master of Electrical Engineering degree from the University of Michigan in 2010. He joined PT Vastland Indonesia Tbk in 2011. He currently serves as President Director of PT Visi Prima Artha and President Director of PT Bumi Enviro Lestari.	President Director	20 years	
	Stanley V. Gunawan (37 years old) earned his Master of Management Science & Engineeering from Stanford University in 2010 and joined PT Vastland Indonesia Tbk in 2023. He previously served as Assistant Vice President at PT Saratoga Investama Sedaya Tbk.	Finance Director	14 years	

Site Visit Summary

Tembesu Complex: A Thriving Logistics Hub with Blue-Chip Tenants

During our recent visit to Vastland's warehouse complex in Tembesu, Lampung, we observed its well-maintained 14.4ha facility, consisting of both owner-held and Vastland-owned areas. Vastland itself controls over 7ha of land area with 4ha of warehousing space, housing major tenants such as Indomarco, HM Sampoerna, Danone, Coca-Cola Company, and Kapal Api.

Most warehouses are built-to-suit, tailored to tenant specifications, with long-term contracts of at least five years for built-to-suit facilities and one year for general warehouses. The company also holds a 5,049m² brownfield landbank, ready for development upon securing a tenant. The complex is clean and well-maintained, reflecting Vastland's commitment to quality, with built-to-suit warehouses operating at a 98.5% occupancy rate and general warehouses at 99.6% as of November 2024.

Expanding its Warehouse Network with Prime Locations

Beyond its flagship Lampung complex, VAST operates high-demand warehouse hubs in Tangerang—near Soekarno-Hatta Airport—and Palembang, housing major tenants like Tigaraksa, Ajinomoto, Lion Parcel, and Flexo Solusi. The 3.9ha Tangerang facility, with 1.8ha of building area, boasts a 100% occupancy rate, fully maximizing its land use to meet tenant demand. Notably, 1.5ha is dedicated to e-commerce and mid-mile logistics, reinforcing VAST's strong positioning in Indonesia's booming logistics sector.

Meanwhile, the Palembang warehouse complex, covering over 5.2ha, plays a crucial role in Sumatra's distribution network, maintaining an impressive 97% average occupancy rate. Additionally, VAST operates several built-to-suit warehouses across Bengkulu, Jambi, Pekanbaru, and Klaten, totaling 6.8ha, with a strong presence of FMCG distributor tenants.

Table 2. Lampung Warehouse Complex Details

Category	VAST 1	VAST 2	VAST 3	VAST 5	VAST 6	VAST 7	VAST 11
Tenant	FMCG	FMCG Distributor	FMCG	FMCG Distributor, Commodities, Aquaculture	Retail and Building Materials	FMCG	Landbank
Land Area (m ²)	4,397	13,625	9,996	20,001	12,800	7,542	5,049
Type of Warehouse	Built-to-suit	Built-to-suit	Built-to-suit	General WH	General WH	Built-to-suit	TBD

Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

Table 3. Palembang Warehouse Complex Details

Category	VAST 1	VAST 2	VAST 3	VAST 5	VAST 7	VAST 8	VAST 9
Tenant	FMCG Distributor	FMCG	FMCG Distributor	FMCG	Heavy Equipment	Landbank	Landbank
Land Area (m²)	7,502	5,524	5,504	7,449	13,564	8,196	2,560
Type of Warehouse	Built-to-suit	Built-to-suit	General WH	Built-to-suit	Built-to-suit	TBD	TBD

Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

Table 4. Vastland Other Warehouses Details

Category	Bengkulu WH	Jambi WH	Pekanbaru WH	Klaten WH	Tangerang WH
Location	Bengkulu	Jambi	Pekanbaru	Klaten	Tangerang
Industry	FMCG Distributor, Mid- Last Mile Logistics	FMCG Distributor	FMCG	FMCG Distributor	FMCG Distributor, E- Commerce, Mid-Last Mile Logistics
Land Area (m ²)	20,684	9,341	4,631	28,067	39,450
Type of Warehouse	Built-to-suit	Built-to-suit	Built-to-suit	Built-to-suit	General WH

Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

Figure 8. FMCG Distributor Warehouse



Source: Mirae Asset Sekuritas Indonesia Research

Figure 9. FMCG Distributor Warehouse



Source: Mirae Asset Sekuritas Indonesia Research



Figure 11. FMCG Warehouse



Source: Mirae Asset Sekuritas Indonesia Research

Figure 12. FMCG Warehouse

Figure 13. FMCG Warehouse





Source: Mirae Asset Sekuritas Indonesia Research

Figure 14. FMCG Warehouse



Source: Mirae Asset Sekuritas Indonesia Research



Source: Mirae Asset Sekuritas Indonesia Research





Source: Mirae Asset Sekuritas Indonesia Research

Figure 17. General Warehouse



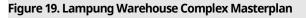
Source: Mirae Asset Sekuritas Indonesia Research

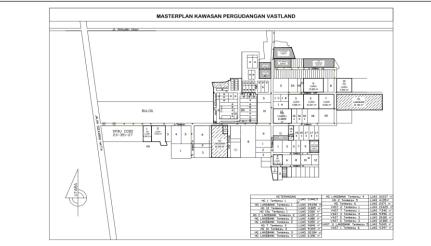
Figure 15. FMCG Warehouse

Figure 18. Lampung Landbank Area



Source: Mirae Asset Sekuritas Indonesia Research





Sources: Company Data, Mirae Asset Sekuritas Indonesia Research

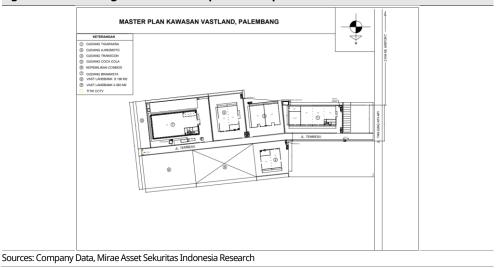


Figure 20. Palembang Warehouse Complex Masterplan

Recent Financial Highlights

Robust 3Q24 Results, Highlighting Stellar 9M24 Performance

Since 1Q23, VAST has seen significant growth, driven by land acquisitions and warehouse expansion, which have been the main contributors to the top line.

In 3Q24, VAST posted IDR10bn in total revenue (+5.5% QoQ, +50.3% YoY), with rental warehouse revenue reaching IDR9bn (+5.0% QoQ, +53.0% YoY), accounting for 92.3% of total revenue. Other revenue sources, such as road maintenance and security services, contributed 5.5% and 1.8%, respectively.

VAST has maintained strong operational efficiency, with a gross margin above 80% and an EBITDA margin above 30%. Occupancy rates remain high, with 99.6% for general warehouses and 97.5% for build-to-suit warehouses as of November 2024, mainly from sectors like banking, retail, logistics, e-commerce, and FMCG.

On the bottom line, VAST recorded a solid 3Q24 net income of IDR6bn (+18.3% QoQ, +60.4% YoY), bringing 9M24 net income to IDR14bn (+41.9% YoY).

High Profitability with Low Leverage

VAST has delivered strong performance while keeping leverage low. Between 2021-2023, the company averaged a 32.8% return on equity (ROE) and a 23.7% return on assets (ROA), with a net debt-to-equity ratio of just 0.1x.

Income Statement (IDRbn)	3Q23	2Q24	3Q24	QoQ	YoY	9M23	9M24	YoY
Revenue	6	9	10	5.5%	50.3%	19	28	48.2%
COGS	(1)	(2)	(1)	-30.9%	111.6%	(2)	(5)	125.8%
Gross profit	6	8	9	13.7%	44.6%	17	23	37.8%
% GPM	91.5%	81.8%	88.1%			88.2%	82.0%	
Operating Expenses	(2)	(3)	(3)	4.4%	15.0%	(7)	(9)	31.8%
Operating income	4	5	6	18.6%	64.4%	10	14	41.9%
% OPM	54.9%	53.4%	60.0%			52.6%	50.4%	
Finance Income	0	0	0	70.0%	-73.2%	0	0	34.2%
Finance Expenses	(0)	(1)	(2)	17.6%	527.0%	(1)	(5)	357.4%
Others	(0)	0	-	n.a	n.a	(0)	0	n.a
Other Income	(0)	(1)	(2)	30.0%	793.5%	(1)	(4)	370.8%
EBT	3	4	4	14.4%	23.0%	9	10	7.3%
Income tax expense	(0)	(0)	(0)	20.6%	-98.5%	(0)	(0)	-96.3%
Tax Rate	13%	0%	0%			-5%	0%	
Income for the year	3	4	4	14.4%	40.6%	9	10	12.7%
Minority Interest	-	-	-	n.a	n.a	-	-	n.a
Net Income	3	4	4	14.4%	40.6%	9	10	12.7%
% NPM	45.4%	39.2%	42.5%			45.3%	34.4%	
EBITDA	4	5	6	18.3%	60.4%	10	14	40.9%
% EBITDA	57.4%	54.6%	61.2%			54.2%	51.5%	

Table 5. VAST 9M24 Results

Sources: Company Data, Mirae Asset Indonesia Research

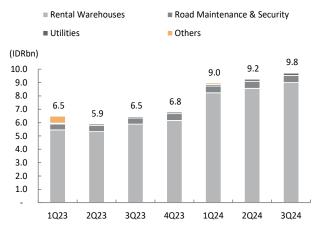
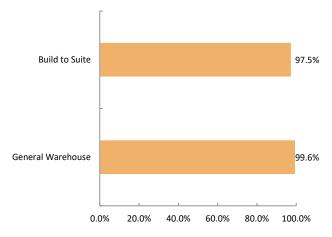


Figure 21. VAST Revenue Trend



Figure 23. VAST Occupancy Rate per Building Type



Sources: Company Data, Mirae Asset Indonesia Research

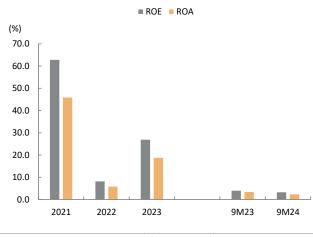
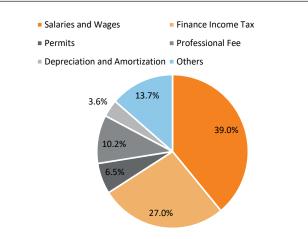


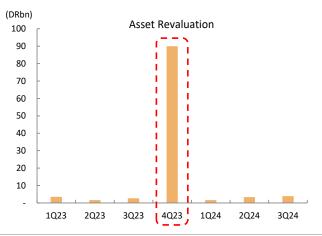
Figure 25. VAST Profitability Trend

Figure 22. VAST Opex Breakdown, 9M24



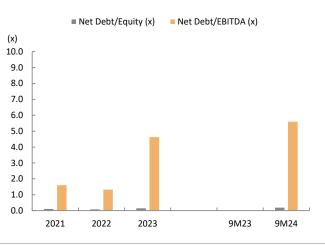
Sources: Company Data, Mirae Asset Indonesia Research

Figure 24. VAST Quarterly Net Income Trend



Sources: Company Data, Mirae Asset Indonesia Research

Figure 26. VAST Leverage Trend



Sources: Company Data, Mirae Asset Indonesia Research

Sources: Company Data, Mirae Asset Indonesia Research

Vastland Indonesia (VAST IJ)

Income statement (summarized)

(IDRbn)	2021	2022	2023	9M24
Revenue	22	24	26	28
Rental Warehouses	20	21	23	26
Road Maintenance & Security	2	2	2	2
Utilities	0	0	0	0
Others	0	1	1	0
Cost of Revenue	(1)	(1)	(3)	(5)
Gross Profit	20	22	22	23
Operating Expenses	(6)	(7)	(9)	(9)
Operating Income	14	15	13	14
Investment in fair value	103	4	87	-
Other Expenses	0	(0)	(0)	0
EBT	118	19	100	10
EBITDA	15	16	14	14
Finance Income	0	0	0	0
Finance Lease Costs	-	-	-	-
Finance Costs	(3)	(3)	(2)	(5)
Income Tax Expenses	(0)	(0)	(0)	(0)
Minority	-	-	-	-
Net Income (Loss)	115	17	99	10

Cash flow statement (summarized)

(IDRbn)	2021	2022	2023	9M24
CF from Operating				
Net Profit (Loss)		17	99	10
D&A		0	0	0
Change in WC		14	16	(12)
Others		-	-	-
Total CF from Operating		31	115	(3)
CF from Investing				
Capex		(0)	(0)	(0)
Other long-term assets		(29)	(224)	(15)
Total CF from Investing		(29)	(224)	(15)
CF from Financing				
Change in debt		(4)	52	74
Others		(0)	67	(64)
Total CF from Financing		(4)	120	10
Net cash flow		(2)	10	(8)
Others		-	-	-
Beginning Balance		2	1	11
Ending Balance		1	11	3
Sources: Company data Mirao Accet S	al unitad Indonesi	Decearch		

Sources: Company data, Mirae Asset Sekuritas Indonesia Research

Balance sheet (summarized)

(IDRbn)	2021	2022	2023	9M24
Assets				
Cash & Cash Equivalents	2	1	11	3
Net Account Receivables	0	0	0	0
Other current assets	2	6	18	17
Total Current Assets	4	7	30	20
Fixed Assets	1	0	0	0
Goodwill	0	0	0	0
Total Non-Current Assets	244	269	491	491
Total Assets	249	277	521	511
Liabilities				
Net Account Payables	0	16	41	15
ST debt	9	15	10	28
Other current liabilities	17	20	23	28
LT debt	17	7	64	56
Other LT liabilities	24	20	18	10
Total Liabilities	67	78	157	137
Equity				
Total equity	182	199	365	374
Total Liabilities and Equity	249	277	521	511

Key valuation metrics/ratios

	2021	2022	2023	9M24
Growth (%, YoY)				
Revenue		8.5	8.1	48.2
Operating Profit		7.9	(14.4)	41.9
EBITDA		7.3	(13.2)	40.9
Net Profit (Loss)		(85.5)	495.6	12.7
Profitability (%)				
EBITDA Margin	66.4	65.7	52.7	51.5
Net Margin	523.6	69.8	384.6	34.4
ROE	63.0	8.4	27.1	2.6
ROA	46.1	6.0	18.9	1.9
Leverage (x)				
Net Debt to Equity	0.1	0.1	0.2	0.2
Net Debt to EBITDA	1.6	1.4	4.6	5.6
Valuation (x)				
P/E	2.6	18.1	3.0	23.3
P/B	1.6	1.5	0.8	0.8
ev/ebitda	22.2	20.5	26.8	19.8
DPR (%)	0.0	57.2	0.0	0.0

Appendix 1

Important disclosures and disclaimers

<u>Two-year rating and TP history</u>				
Company	Date	Rating	TP (IDR)	(IDR) VAST
Vastland Indonesia	3/11/2025	Not rated		140 120 100 80 60 40 Mar-23 Mar-24 Mar-25

Stock ratings		Sector ratings	
Buy	Expected 12-month performance: +20% or greater	Overweight	Expected to outperform the market over 12 months
Trading Buy	Expected 12-month performance: +10% to +20%	Neutral	Expected to perform in line with the market over 12 months
Hold	Expected 12-month performance: -10% to +10%	Underweight	Expected to underperform the market over 12 months
Sell	Expected 12-month performance: -10% or worse		

Rating and TP history: Share price (--), TP (--), Not Rated (=), Buy (A), Trading Buy (=), Hold (•), Sell (•)

* Our investment rating is a guide to the expected return of the stock over the next 12 months.

* Outside of the official ratings of PT Mirae Asset Sekuritas Indonesia, analysts may call trading opportunities should technical or short-term material developments arise.

* The TP was determined by the research analyst through valuation methods discussed in this report, in part based on estimates of future earnings.

* TP achievement may be impeded by risks related to the subject securities and companies, as well as general market and economic conditions.

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