

Company Update

Member of MSCI Small Cap Index, IDX80, MBX

PT PETROSEA TBK (PTRO)

Stronger Business Pipeline Drives Higher Target Price



	BUY
Target Price	: IDR 13,100
Potential Upside	: 28.1%
Relative Upside	: 14.2% (Vs IHSG 2026F)
Sector	: Energy
Ticker	: PTRO
Current Price	: IDR 10,225
52-wk Range	: IDR 1,850 – IDR 10,500
Free Float Rate	: 26%

EXPANDED MARKET REACH THROUGH SBPL ACQUISITION.

The acquisition of a 60% stake in SBPL strengthens PTRO's integrated EPC capabilities, unlocks higher value project exposure and cross selling synergies, and serves as a scalable platform to accelerate regional expansion beyond Indonesia.

ACCELERATING EPCI GROWTH PIPELINE.

Momentum is accelerating in PTRO's EPCI segment, with the recent USD 9.5mn Petronas contract underscoring scalable capability and a growing project pipeline that positions the business for a step change once funding capacity expands.

POTENTIAL EQUITY RAISE TO UNLOCK NEXT GROWTH PHASE.

Management discipline around leverage provides room for an equity raise that can unlock the next phase of EPCI growth while strengthening the balance sheet for continued expansion.

STRONG PERFORMANCE IN 9M25.

PTRO delivered solid 9M25 performance with revenue up 18.4% YoY and operating profit up 28.7% YoY, supported by strong mining and EPC momentum and initial EPCI contribution, while net profit jumped 141.9% YoY. We expect EPCI acceleration in 4Q to drive earnings closer to our FY25 forecast.

RAISING TARGET PRICE TO IDR 13,100.

We maintain our BUY rating on PTRO with an upgraded target price of IDR 13,100 (from IDR 10,000), implying a 28.1% upside. The valuation is based on a DCF approach using an 8.9% WACC and 4.0% terminal growth. Our target also embeds a 14.2% alpha relative to the benchmark, aligned with our [HPS 3Q25 Market Update](#). The upgrade reflects our constructive view on PTRO's growth trajectory, supported by accelerating revenue momentum from EPCI and SBPL, margin expansion in the EPCI segment, and continued regional market penetration, while noting risks from slower EPCI ramp up and SBPL integration that could weigh on near-term earnings.

DISCLAIMER:

This report is issued by PT Henan Putihrai Sekuritas, a member of the Indonesia Stock Exchanges (IDX) and registered and supervised by the Financial Services Authority (OJK). This report and any electronic access hereto are restricted and intended solely for the clients and related entities and the use of the intended recipient it is addressed of PT Henan Putihrai Sekuritas. This report may contain confidential and/or legally privileged information. It is not reproduced, copied, or made available for others. Under no circumstances is it considered as a selling offer or solicitation of securities buying. Any recommendation contained herein may not be suitable for all investors. In considering any investments you should make your own independent assessment and seek your own professional financial and legal advice. Although the information hereof is obtained from reliable sources, its accuracy and completeness cannot be guaranteed. PT Henan Putihrai Sekuritas specifically disclaims all liability for any direct, indirect, consequential or other losses or damages including loss of profits incurred by you or any third party that may arise from any reliance on this report or for the reliability, accuracy, completeness or timeliness thereof. If you are not the intended recipient or have received this communication in error, please notify us immediately. If you are not the intended recipient, any use of, reliance on, reference to, disclosure of, alteration to or copying and/or distribution of the information contained in report, for any purpose is strictly prohibited and may be unlawful. PT Henan Putihrai Sekuritas shall not be liable for any loss and/or damage caused by viruses transmitted by this report or its attachments nor for the proper and complete transmission of the information contained in this communication nor for any delay in its receipt. All rights reserved by PT Henan Putihrai Sekuritas. For further information please contact number (+62) 21 2970 6464.

Investment Thesis

EXPANDED MARKET REACH THROUGH SBPL ACQUISITION

Back in Nov25, PTRO announced the acquisition of a 60% stake in Scan-Bilt Pte Ltd (SBPL) for SGD 10.3mn (USD 8.03mn), with the remaining 40% retained by TCAL Engineering. SBPL adds strong execution capabilities in multidisciplinary construction and civil engineering, spanning onshore oil & gas processing, chemical plants, tank terminals, and power infrastructure. The transaction enhances PTRO's integrated EPC offering, unlocks cross selling synergy with existing clients, and supports margin uplift through higher value project exposure. Strategically, SBPL also provides a scalable business hub to accelerate PTRO's expansion into Asia-Pacific and Oceania markets, while diversifying revenue beyond Indonesia.

ACCELERATING EPCI GROWTH PIPELINE

PTRO's EPCI segment continues to gain traction, evidenced by the USD 9.5mn contract awarded on early Nov25 by Petronas Carigali North Madura II Ltd. for Phase 1 of the Hidayah Field development. The scope covers full-service EPCI delivery for the Integrated Wellhead Central Processing Platform (WHCPP) and subsea pipeline works. Management indicates the business is ready to scale. However, with DER forecast to rise to 2.8x in FY25F, further expansion may remain constrained by limited balance sheet headroom.

POTENTIAL EQUITY RAISE TO UNLOCK NEXT GROWTH PHASE

PTRO's management remains disciplined in executing its expansion strategy, prioritizing leverage within internal comfort levels. With DER at 2.8x and expected to approach the 3.0x limit, equity financing emerges as a practical option to preserve balance sheet strength and sustain growth. An equity raise could unlock further EPCI scale-up while reducing reliance on incremental debt.

Exhibit 1. PTRO 9M25 Performance

(USD M)	9M24	9M25	YoY	2Q25	3Q25	QoQ	FY25F Est.	FY25F RR
Revenue	509.9	603.8	18.4%	196.9	252.7	28.4%	976.4	61.8%
Gross Profit	71.9	73.8	2.6%	33.1	24.6	-25.7%	299.6	24.6%
margin	14.1%	12.2%		16.8%	9.7%			
Operating Profit	32.5	41.8	28.7%	24.1	11.6	-51.9%	101.2	41.4%
margin	6.4%	6.9%		12.2%	4.6%			
Net Profit	2.9	6.9	141.9%	0.2	5.9	3657.1%	42.1	16.5%
margin	0.6%	1.1%		0.1%	2.3%			

Source: PTRO, HP Analytics

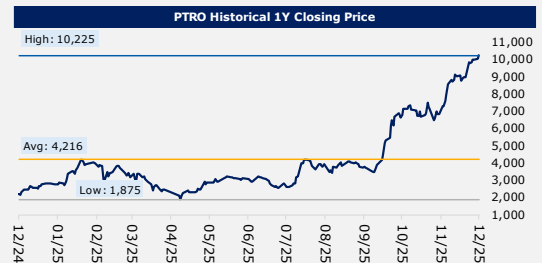
STRONG PERFORMANCE IN 9M25

In 9M25, PTRO posted strong revenue growth of 18.4% YoY to USD 603.8mn, driven by solid performance in the mining segment (+18.4% YoY to USD 301.0mn) and EPC (+20.0% YoY to USD 271.8mn), while the new EPCI division contributed USD 5.9mn. This helped offset the decline in services revenue (-15.1% YoY to USD 23.3mn). Gross profit grew 2.6% YoY to USD 73.8mn, although margin narrowed to 12.2% (vs. 14.1%) as plant and equipment operating costs rose 50.1% YoY amid fleet expansion. Operating profit increased 28.7% YoY to USD 41.8mn with margin improvement to 6.9%. Net profit surged 141.9% YoY to USD 6.9mn, supported by net FX gains, lifting net margin to 1.1% (vs. 0.6%). We foresee the EPCI segment will provide a stronger lift in 4Q earnings, enabling PTRO to close the gap toward our FY25 forecast.

RAISING TARGET PRICE TO IDR 13,100

We maintain our **BUY** rating on PTRO with an upgraded target price of IDR 13,100 (from IDR 10,000), implying a 28.1% upside. The valuation is based on a DCF approach using an 8.9% WACC and 4.0% terminal growth. Our target also embeds a 14.2% alpha relative to the benchmark, aligned with our **HPS 3Q25 Market Update**. The upgrade reflects our constructive view on PTRO's growth trajectory, supported by accelerating revenue momentum from EPCI and SBPL, margin expansion in the EPCI segment, and continued regional market penetration, while noting downside risks from slower than expected EPCI project ramp-up and potential SBPL integration challenges that may temper near-term earnings delivery.

Key Financials				
(USD M)	2023A	2024A	2025F	2026F
Revenue	577.6	690.8	976.4	1,329.2
Gross Profit	82.1	90.3	299.6	599.6
EBIT	35.3	38.7	101.2	147.9
EBITDA	107.4	106.2	200.9	283.7
Net Income	12.2	9.7	42.1	71.2
Total Assets	727.9	867.3	1,365.7	1,560.9
Total Liabilities	492.3	617.5	1,076.9	1,205.7
Total Equity	235.6	249.8	288.8	355.2
ROA	1.7%	1.1%	3.1%	4.6%
ROE	5.2%	3.9%	14.6%	20.0%
ROIC	2.5%	1.6%	3.9%	5.7%
Net Debt (Cash)	177.8	254.2	528.6	624.0
to Assets	24.4%	29.3%	38.7%	40.0%
to Equity	75.4%	101.8%	183.1%	175.7%
Debt-to-Assets	0.3x	0.4x	0.6x	0.6x
Debt-to-Liabilities	0.5x	0.6x	0.7x	0.7x
Debt-to-Equity	1.1x	1.5x	2.8x	2.5x
EPS (IDR)	20.0	15.9	68.8	116.4
BVPS (IDR)	656.4	825.6	190.4	112.5
Interest Coverage	1.8x	1.5x	2.8x	3.8x
Current Price (IDR)	10,225			
P/E	512.3x	644.4x	148.6x	87.8x
EV/EBITDA	58.2x	58.8x	31.1x	22.0x
P/BV	26.5x	25.0x	21.6x	17.6x



Shareholders	
PT Kreasi Jasa Persada	45.29%
PT Caraka Reksa Optima	29.56%
Erwin Ciputra (Commissioner)	0.09%
Michael (President Director)	0.02%
Kartika Hendrawan (Director)	0.02%
Public (each below 5%)	25.03%
Total Shares (Bn)	10.1
Market Cap (IDR Bn)	103,129.9

Daily Trading Information			
	Last 1M	Last 3M	Last 6M
ADT Value (IDR B)	571.1	465.4	359.3
ADT Volume (M Shares)	68.2	76.5	79.5
ADT Price (IDR)	8,377.4	6,085.7	4,520.0

Brief Company Profile	
PT Petrosea Tbk (PTRO) is a multidisciplinary company with over 52 years of experience in mining contracting, engineering, procurement & construction, and services in Indonesia. PTRO specializes in integrated pit-to-port mining, engineering & construction, services, and currently expanding on EPCI segment supported by strong focus on safety, health, environmental practices, quality management, and business integrity. In 1990, Petrosea became the first Indonesian engineering and construction company listed on the Indonesia Stock Exchange. Petrosea is controlled by PT Kreasi Jasa Persada, fully owned by PT Petindo Jaya Kreasi Tbk (CUAN).	

Sensitivity Analysis					
Equity Value per Share					
Terminal Growth Rate:					
WACC:	3.0%	3.5%	4.0%	4.5%	5.0%
	8.0% IDR 12,760	IDR 14,230	IDR 16,070	IDR 18,430	IDR 21,580
	8.5% IDR 11,590	IDR 12,800	IDR 14,280	IDR 16,120	IDR 18,490
	8.9% IDR 10,790	IDR 11,840	IDR 13,100	IDR 14,650	IDR 16,590
	9.5% IDR 9,780	IDR 10,640	IDR 11,650	IDR 12,870	IDR 14,370
10.0%	IDR 9,060	IDR 9,800	IDR 10,670	IDR 11,690	IDR 12,910

Research Analysts:

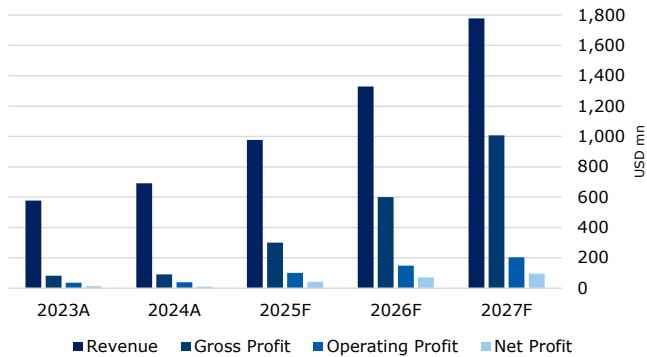
Dennis Tay
dennis.tay@henanputihrai.com
(+62) 811 1689 9972

Tristan Elfan Z.R
tristan.rifky@henanputihrai.com
(+62) 812 8920 2939



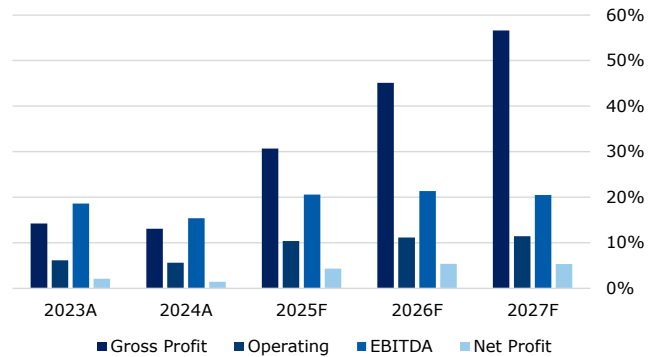
Exhibits

Exhibit 2. Financial Performance



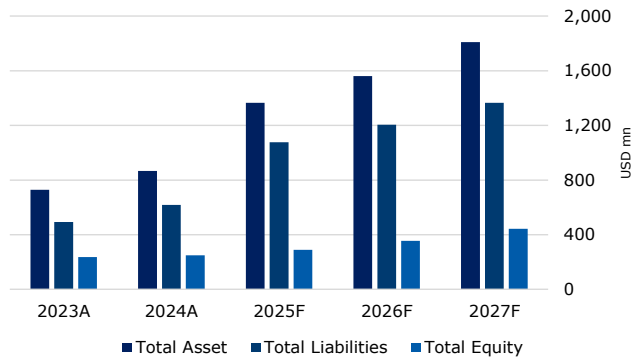
Sources: PTRO, HP Analytics

Exhibit 3. Profitability Margin



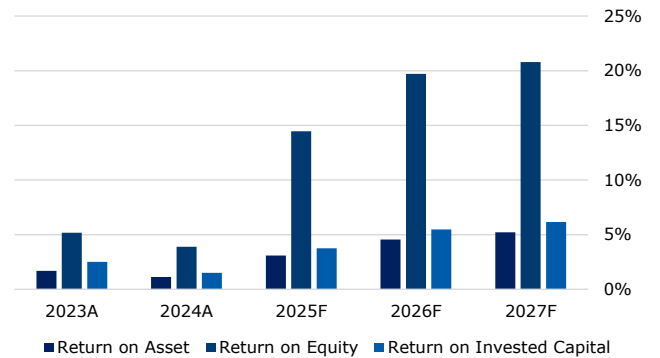
Sources: PTRO, HP Analytics

Exhibit 4. Total Asset



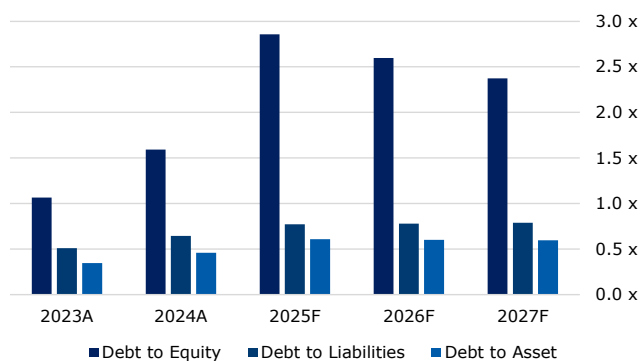
Sources: PTRO, HP Analytics

Exhibit 5. Profitability Ratio



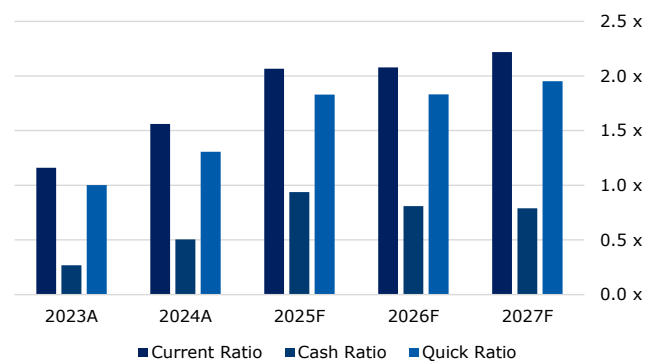
Sources: PTRO, HP Analytics

Exhibit 6. Solvability Ratio



Sources: PTRO, HP Analytics

Exhibit 7. Liquidity Ratio



Sources: PTRO, HP Analytics

Exhibit 8. DCF Method

(USD M)

DCF Method	2025F	2026F	2027F	2028F	2029F	2030F
Earnings Before Interest - After Tax	140.9	212.1	264.5	362.8	498.7	686.5
Depreciation & Amortization	99.7	135.8	160.4	200.5	254.7	268.2
Earnings Before Interest D&A - After Tax	240.5	347.9	424.9	563.4	753.4	954.7
Capital Expenditure	(342.2)	(200.3)	(213.3)	(230.5)	(262.4)	(284.0)
Change in Net Working Capital	(62.8)	(84.7)	(112.0)	(151.2)	(207.1)	(294.8)
Free Cash Flow	(164.5)	62.8	99.5	181.7	283.9	375.9
Discounted Cash Flow	(151.0)	53.0	77.1	129.2	185.3	225.3
Terminal Growth Rate	4.0%					
WACC	8.9%					
Sum of FCF	8,633.8					
Net Debt (Cash) 2025F	624.0					
Minority interest	1.7					
Equity Value	8,008.1					
Shares Outstanding (M)	10,086.1					
Equity Value per Share (USD)	0.8					
USD/IDR	16,500.0					
Equity Value per Share (IDR)	13,100.0					

Sources: HP Analytics

Exhibit 9. Peers Comparables

PT Petrosea Tbk (PTRO)														
Comparable Companies, as of 3 December 2025														
Ticker	Country	Sector	Company's Name	Last Price	Market Cap (IDR T)	Enterprise Value (IDR T)	EV / EBIT	EV / EBITDA	P/E	P/S	P/BV	ROA	ROE	Cur.
PTRO-ID	INDONESIA	Energy Minerals	PT PETROSEA TBK	10,225	101.1	112.4	199.9x	57.9x	283.3x	5.4x	24.8x	1.2%	4.0%	IDR
Mining, Engineering & Construction Company														
HILL-ID	INDONESIA	Energy Minerals	PT HILLCON TBK	154	2.3	5.3	-86.7x	9.2x	-	0.7x	1.7x	0.1%	0.4%	IDR
MAHA-ID	INDONESIA	Energy Minerals	PT MANDIRI HERINDO ADIPERKASA TBK	143	2.4	2.4	6.6x	3.4x	15.1x	0.9x	1.4x	11.3%	16.2%	IDR
MYOH-ID	INDONESIA	Energy Minerals	PT SAMINDO RESOURCES TBK	1,510	3.3	2.1	8.9x	3.9x	21.9x	1.4x	1.1x	7.0%	9.6%	IDR
DOID-ID	INDONESIA	Energy Minerals	PT BUMA INTERNASIONAL GRUP TBK	316	2.4	16.0	-20.5x	4.9x	-	0.1x	1.5x	-3.6%	-27.2%	IDR
UNTR-ID	INDONESIA	Energy Minerals	PT UNITED TRACTORS TBK	28,525	104.4	98.3	4.3x	2.8x	6.6x	0.7x	1.0x	12.1%	22.7%	IDR
ABMM-ID	INDONESIA	Energy Minerals	PT ABM INVESTAMA TBK	2,920	8.0	21.7	202.8x	6.7x	7.1x	0.5x	0.6x	6.6%	17.5%	IDR
DEWA-ID	INDONESIA	Energy Minerals	PT DARMA HENWA TBK	468	10.1	21.4	50.4x	16.8x	81.3x	1.2x	3.8x	0.2%	0.5%	IDR
Total Peers Median:					3.3	16.0	6.6x	4.9x	15.1x	0.7x	1.4x	6.6%	9.6%	
Total Peers Average:					19.0	23.9	19.2x	5.1x	12.7x	0.7x	1.2x	4.8%	5.7%	

Sources: Factset, HP Analytics

Exhibit 10. Project Portfolio After SBPL Acquisition

Investor Meeting Material

PETROSEA

Pasca Akuisisi: Diversifikasi Portofolio Proyek Petrosea



16

Sources: PTRO, HP Analytics

Financials

(USD M)

Income Statement	2023A	2024A	2025F	2026F	2027F
Revenue	577.6	690.8	976.4	1,329.2	1,778.6
Cost of Revenue	(495.5)	(600.5)	(676.8)	(729.5)	(771.5)
Gross Profit	82.1	90.3	299.6	599.6	1,007.1
Selling & Administrative Expenses	(46.8)	(51.6)	(198.4)	(451.7)	(803.7)
Operating Profit	35.3	38.7	101.2	147.9	203.5
Interest Expenses	(19.8)	(25.9)	(36.1)	(39.2)	(60.7)
Interest Income	1.1	1.0	1.4	1.5	2.4
Other Income Net / (Loss)	3.9	3.8	(3.2)	(3.3)	(3.3)
Profit Before Tax	20.5	17.6	63.2	107.0	141.8
Tax Expenses	(8.0)	(7.6)	(19.0)	(32.1)	(42.6)
Net Profit for the Year	12.4	10.0	44.3	74.9	99.3
Non-controlling Interest	0.2	0.3	2.2	3.7	5.0
PATMI	12.2	9.7	42.1	71.2	94.3
Depreciation & Amortization	72.0	67.6	99.7	135.8	160.4
EBITDA	107.4	106.2	200.9	283.7	363.8

Sources: PTRO, HP Analytics

(USD M)

Cash Flow Statement	2023A	2024A	2025F	2026F	2027F
Net Profit	12.2	9.7	42.1	71.2	94.3
Depreciation and Amortization	72.0	67.6	99.7	135.8	160.4
Change in Working Capital	(23.8)	(3.7)	(62.8)	(84.7)	(112.0)
Others	43.3	(25.3)	(6.3)	(14.3)	(22.9)
Operating Cash Flow	103.7	48.3	72.6	107.9	119.8
Capital Expenditures	(159.2)	(140.8)	(342.2)	(200.3)	(213.3)
Others	(18.1)	(12.9)	(8.5)	(5.6)	(4.0)
Investment Cash Flow	(177.4)	(153.8)	(350.7)	(206.0)	(217.3)
Change in Share Capital	1.4	7.5	(0.9)	(1.2)	(1.4)
Net Change in Debt	135.0	146.9	433.4	106.4	139.9
Dividend	(76.0)	(3.1)	(2.1)	(3.6)	(4.7)
Others	24.4	(3.9)	3.8	4.2	4.5
Financing Cash Flow	84.9	147.4	434.2	105.9	138.3
Beginning Balance	61.8	73.0	114.9	271.1	278.9
Net Cash Flow	11.2	41.9	156.1	7.9	40.7
Ending Balance	73.0	114.9	271.1	278.9	319.7

Sources: PTRO, HP Analytics

(USD M)

Balance Sheet	2023A	2024A	2025F	2026F	2027F
Cash and Cash Equivalents	73.0	114.9	271.1	278.9	319.7
Restricted Cash in Banks and Others	3.2	10.8	11.0	11.1	11.2
Trade Receivables	169.9	240.0	326.8	437.2	586.5
Inventories	19.2	19.3	21.8	23.5	24.8
Contract Assets	5.8	3.9	4.1	4.3	4.5
Prepaid Taxes	1.5	17.4	17.5	17.7	17.9
Other Current Assets	13.9	20.0	32.7	54.2	83.7
Total Current Assets	315.7	356.2	598.2	716.5	899.0
Long-term Receivable	0.6	13.3	18.7	25.5	34.1
Property, Plant and Equipment	230.7	330.2	557.1	598.7	637.2
Right-of-Use Assets	37.6	18.6	18.8	30.4	36.2
Intangible Assets	111.0	98.1	110.2	118.9	124.4
Investment in Associate	2.9	2.0	10.8	10.8	10.8
Other Non-Current Assets	29.4	48.9	51.8	60.1	67.3
Total Non-Current Assets	412.2	511.1	767.5	844.5	910.0
Total Assets	727.9	867.3	1,365.7	1,560.9	1,809.0
Bank Loans	37.1	34.1	37.5	41.3	45.4
Trade Accounts Payable	140.6	120.6	135.9	146.5	154.9
Other Payable	4.2	3.2	6.8	10.9	14.3
CMLTD-Long Term Loans	38.5	7.7	45.1	87.9	118.1
CMLTD-Lease Liabilities	11.3	13.8	13.4	7.9	3.2
CMLTD-Bonds & Sukuk Ijarah Payable	0.0	5.3	4.0	0.0	15.6
Other Current Liabilities	40.3	43.4	46.7	50.1	53.9
Total Current Liabilities	272.0	228.2	289.4	344.6	405.4
Long-term Loans	148.7	236.8	558.2	644.7	744.0
Lease Liabilities	15.1	13.0	7.9	3.2	1.1
Bond Payables	0.0	58.4	133.6	118.0	112.1
Finance Lease Liabilities	0.0	28.6	31.4	34.6	38.0
Other Non-Current Liabilities	56.5	52.6	56.4	60.6	65.1
Total Non-Current Liabilities	220.3	389.3	787.5	861.1	960.2
Total liabilities	492.3	617.5	1,076.9	1,205.7	1,365.6
Capital Stock	33.4	33.4	33.4	33.4	33.4
Additional Paid-in Capital	(4.6)	1.8	1.8	1.8	1.8
Retained Earnings	212.1	218.7	258.7	326.3	415.9
Non-Controlling Interest	0.8	0.9	1.2	1.7	2.3
Others	(4.1)	(5.1)	(6.4)	(8.0)	(10.0)
Total Equity	235.6	249.8	288.8	355.2	443.4
Total Liabilities and Equity	727.9	867.3	1,365.7	1,560.9	1,809.0

Sources: PTRO, HP Analytics

Key Ratios

Growth Rate	2023A	2024A	2025F	2026F	2027F
Revenue	21.3%	19.6%	41.3%	36.1%	33.8%
Gross Profit	-14.0%	10.0%	231.8%	100.1%	68.0%
Operating Profit (EBIT)	-42.0%	9.4%	161.7%	46.2%	37.6%
EBITDA	-14.4%	-1.1%	89.1%	41.2%	28.2%
Net Profit	-70.2%	-20.5%	333.6%	69.2%	32.6%

Margins	2023A	2024A	2025F	2026F	2027F
Gross Profit	14.2%	13.1%	30.7%	45.1%	56.6%
Operating Profit (EBIT)	6.1%	5.6%	10.4%	11.1%	11.4%
EBITDA	18.6%	15.4%	20.6%	21.3%	20.5%
Net Profit	2.1%	1.4%	4.3%	5.4%	5.3%

Profitability	2023A	2024A	2025F	2026F	2027F
Return on Asset (ROA)	1.7%	1.1%	3.1%	4.6%	5.2%
Return on Equity (ROE)	5.2%	3.9%	14.6%	20.0%	21.3%
Return on Invested Capital (ROIC)	2.5%	1.6%	3.9%	5.7%	6.4%

Solvency	2023A	2024A	2025F	2026F	2027F
Debt-to-Equity	1.1x	1.5x	2.8x	2.5x	2.3x
Debt-to-Liabilities	0.5x	0.6x	0.7x	0.7x	0.8x
Debt-to-Asset	0.3x	0.4x	0.6x	0.6x	0.6x

Interest	2023A	2024A	2025F	2026F	2027F
Interest Coverage Ratio	1.8x	1.5x	2.8x	3.8x	3.4x

Source: PTRO, HP Analytics



Rating Scale

BUY	: We expect the stock's 12-month total return to exceed +10%.
OVERWEIGHT	: We expect the stock's 12-month total return to exceed the benchmark by +10%.
HOLD	: We expect the stock's 12-month total return to be within -10% to +10%.
NEUTRAL	: We expect the stock's 12-month total return to be within -10% to +10% of the benchmark.
SELL	: We expect the stock's 12-month total return to fall below -10%.
UNDERWEIGHT	: We expect the stock's 12-month total return to fall below the benchmark by -10%.
NOT RATED	: We are not assigning any rating or price target to the stock.



Henan
putihrai sekuritas

PT Henan Putihrai Sekuritas

Sahid Sudirman Center Lt. 46
Jl. Jenderal Sudirman No. 86 Jakarta 10220
Phone : (021) 3970 2888
Fax : (021) 3970 6797

Customer Service



021 3970 2888



0888 2525 888

hpsekuritas.id

Surabaya

Lobby @ Sheraton Hotel
Jln. Embong Malang 25 – 31
Surabaya 60261
P (031) 534 3838
F (031) 534 8686

Bandung

HQuarters Lt 16E
Jl. Asia Afrika No. 158
Bandung 40261
P (022) 423 4050
F (022) 423 9330

Terdaftar dan diawasi oleh **Otoritas Jasa Keuangan (OJK)**