

## ALII PT Ancara Logistic Indonesia Tbk

### Scaling Indonesia's Mining Logistics

- **ALII Provides integrated mining logistics solutions across barging, stockpiling, and offshore transshipment, anchored by Mahakam Coal Terminal.**
- **Expanding capacity with new ISPs, a second FTU by 2027, and fleet additions to unlock higher throughput.**
- **Diversifying into other commodities logistics to support Indonesia's mineral downstreaming strategy.**
- **Initiate BUY with TP of Rp720 per share, implying 6.1x EV/EBITDA 2026F.**

#### Momentum Reignited in Mining Logistics

PT Ancara Logistics Indonesia Tbk (ALII) is positioning itself as one of Indonesia's key integrated mining logistics operators, providing end-to-end solutions across tug-barge transport, intermediate stockpiles (ISPs), and offshore floating transshipment units (FTUs). In 1H25, ALII delivered strong results with net profit reaching Rp208bn (+14.6% YoY), supported by higher fleet utilization, forex gains, and sharply lower financing costs. Operating margin slightly rose to 41.2% in 1H25 (1H24: 41.1%), underlining ALII's improving cost discipline and earnings leverage as volumes recover. This strong momentum reflects both cyclical tailwinds in mining activity and structural efficiency gains across its logistics network.

#### Integrated Infrastructure Platform

ALII's operations are anchored by Mahakam Coal Terminal (MCT), where ALII owns a 78% stake. MCT has 230k tons stockpile capacity and daily loading capability of up to 20k MT, enabling efficient mother vessel servicing and reducing demurrage risk. ALII's current fleet consists of 49 barges of 180ft, which transported 2.66Mt, and 12 barges of 300ft, which transported ~1.9Mt, bringing total 2024 transported volume to 4.56Mt. Its key customers, Ade Putra Tanrajeng (APT) and Guruh Putra Bersama (GPB), have secured RKAB approvals for combined coal production of 10Mt in 2025, providing a captive demand base. This integrated mine-to-port ecosystem ensures visibility of volumes while strengthening ALII's competitive positioning relative to peers.

#### Growth and Diversification Strategy

ALII is embarking on an aggressive Rp879bn capex program for 2025–2027, with allocations including Rp190.7bn for barges, Rp125.8bn for tugboats, Rp163.0bn for a second FTU in Kalimantan, Rp16.3bn for a conveyor belt, and Rp383.1bn for new ISP expansion in East Kalimantan. The additional FTU, targeted for commissioning in 2027, will increase offshore handling capacity by ~80%, significantly improving throughput and customer service levels. ALII is also exploring to diversify into non-coal commodities, including targeting smelter and HPAL projects in Sulawesi and Maluku. Management aims for non-coal cargoes to contribute 10–15% of revenue by 2027, providing a medium-term growth buffer as Indonesia accelerates its mineral downstreaming policy.

#### Valuation and Outlook

We initiate **BUY** rating on ALII with a target price of **Rp720**, implying 5.7x EV/EBITDA 2026F. Revenue is projected to grow from Rp921bn in 2024 to Rp2.4tn by 2026F, while EBITDA nearly triples to Rp1tn and net profit rises to Rp895bn, supported by scale efficiencies and diversification. Free cash flow is expected to turn positive from 2026, allowing deleveraging and strengthening financial flexibility. With its integrated infrastructure, fleet longevity, and alignment with Indonesia's downstreaming agenda, ALII is well placed to transform into a leading mid-tier logistics operator. **Key risks:** coal price volatility, weather disruptions along major river routes, and execution risk in scaling up non-coal logistics.

#### Key Financial Highlights

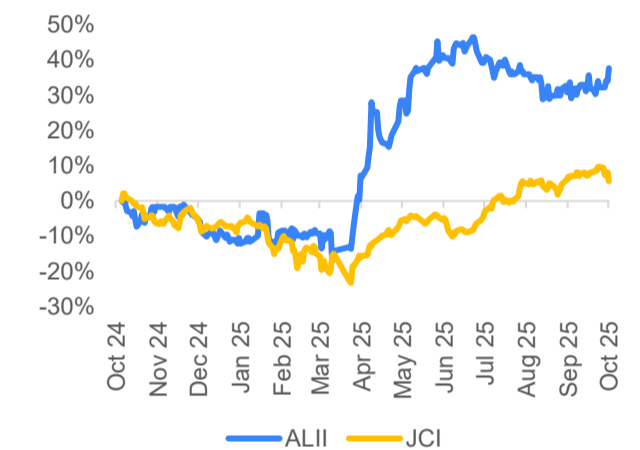
Key Metrics	2023	2024	2025F	2026F	2027F
Revenue (Rp bn)	931	921	1,355	2,415	4,253
EBITDA (Rp bn)	304	340	525	1,007	1,848
Net Profit (Rp bn)	187	289	460	895	1,648
EPS Growth (%)	14.2	54.9	58.9	94.9	84.1
P/E (x)	N.A	20.4	19.1	12.7	6.9
P/BV (x)	N.A	0.6	0.3	0.3	0.2
EV/EBITDA (x)	N.A	5.5	6.3	5.2	3.6

## BUY

Stock Information (as of October 20, 2025)

Last Price (Rp)	560
Target Price (Rp)	720
Potential Upside	28.6%
Market Cap (Rp tn)	8.9
52 Week Range (Rp)	690 - 324
Free Float	28.2%
Share Out. (bn)	15.8
Beta	N.A

#### 1-Year Stock Performance Comparison vs JCI



#### Shareholders

ALII's Shareholders	%
PT Graha Adika Niaga	32.9%
Solomed Capital Pte. Ltd.	31.6%
Nalinkant Amratlal Rathod	2.1%
PT Borneo Logistik Indonesia	11.0%
Aninditha Anestya Bakrie	2.4%
Public	20.0%

#### Company Description

##### ALII's Company Profile

PT Ancara Logistics Indonesia Tbk is an Indonesia-based company engaged in managing coal transportation using barges. The Company provides solutions that suit customer needs in mining logistics services that include transportation, transshipment, and other mining services. The Company uses water transportation through rivers and sea as a method of shipping and distributing coal.

#### Analyst

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## MACROECONOMY OVERVIEW

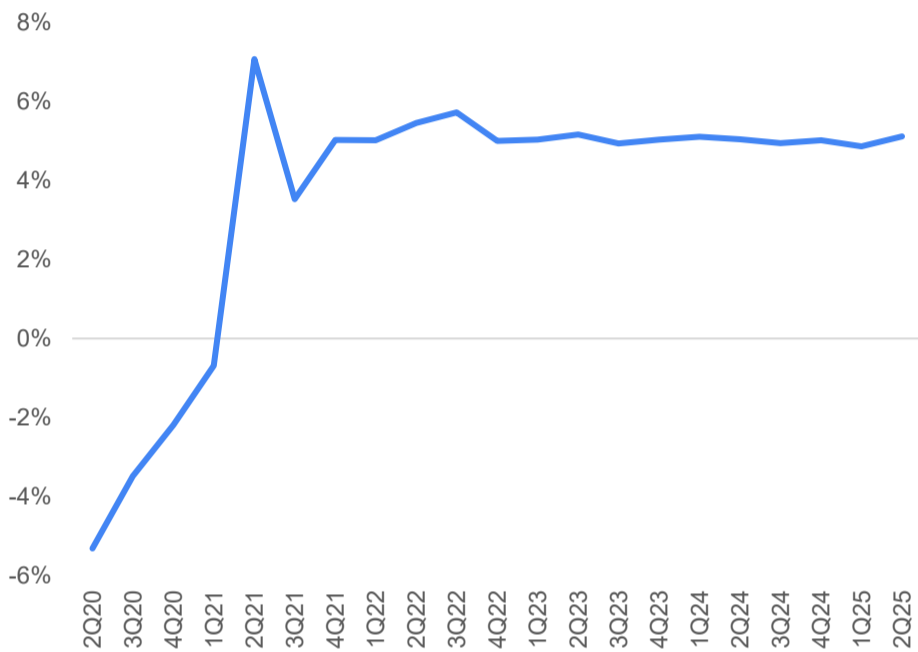
### Stronger-than-Expected GDP Growth in 2Q25

Indonesia's economy expanded 5.12% YoY in 2Q25, beating the 4.8% Bloomberg median forecast and outpacing 1Q25's 4.87% YoY. In nominal terms, GDP reached IDR 5,947 trillion, while constant prices GDP was IDR 3,396.3 trillion. On a quarterly basis, growth rebounded to 3.71% QoQ from -0.98% in 1Q25, driven by resilient exports, modest investment gains, and targeted fiscal support. Household consumption—the largest GDP component—remained selective due to seasonal patterns and cautious sentiment, though higher government social assistance partly offset the drag. Investment (PMTB) rose modestly, with 2Q25 total investment climbing 11.5% YoY to IDR 477.7 trillion, but this was powered mainly by PMDN (IDR 275.5 trillion; 57.7% share) as FDI contracted 6.9% YoY to IDR 202.2 trillion.

### Trade Sector as a Key Growth Driver

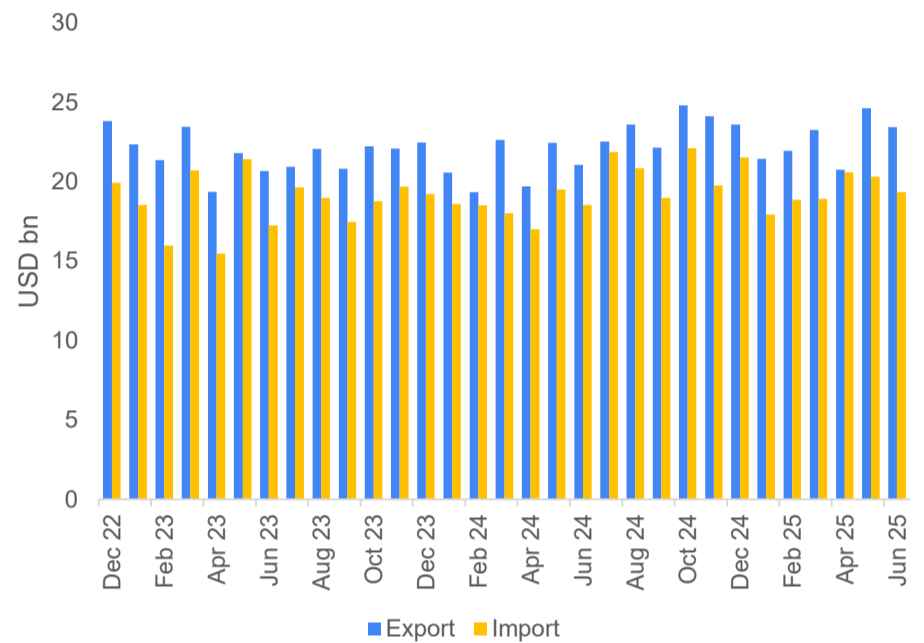
The trade sector remains a key growth lever. Exports in May surged 9.68% YoY to USD 24.61 billion, above the 1.3% consensus, with non-oil & gas shipments up 11.8% YoY—led by CPO (+63.01% YoY), iron & steel (+27.58%), and electrical machinery (+45.1%)—reflecting downstreaming gains. June's trade surplus reached USD 4.10 billion, marking 62 straight months in surplus, though slightly down from USD 4.30 billion in May. Imports grew 4.28% YoY in June, driven by a 37.89% YoY jump in capital goods, suggesting medium-term capacity building. However, manufacturing PMI stayed in contraction at 49.2 in July, despite improving from June's 46.9, highlighting that industrial recovery remains fragile.

Figure 1. Indonesia GDP Growth YoY



Source: BPS, Ajaib Research

Figure 2. Indonesia Export & Import Trend



Source: BPS, Ajaib Research

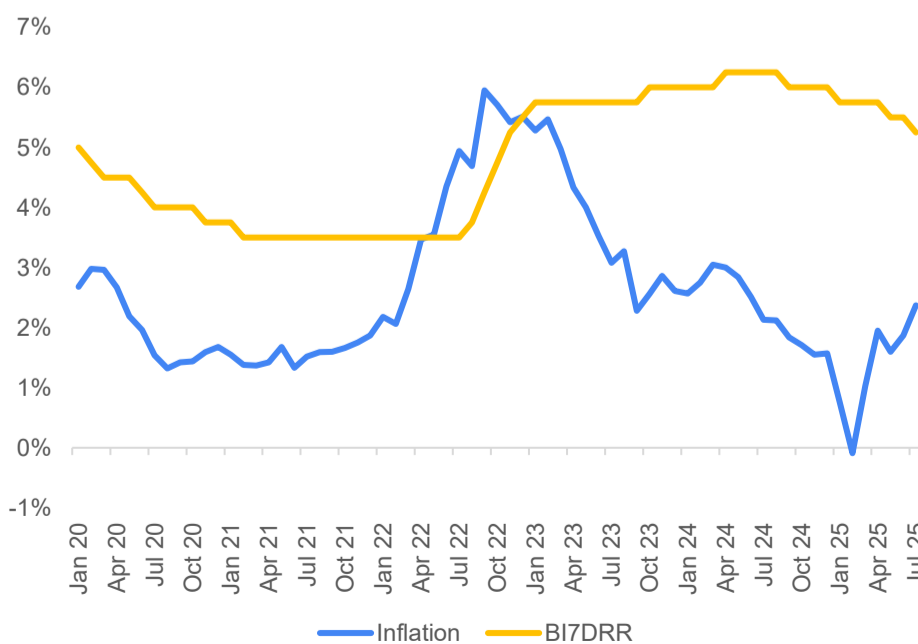
### Inflation Pressures Return Despite Ample Output

Inflationary pressures are resurfacing. July's CPI rose to 2.37% YoY—the highest in 2025—up from 1.87% in June, still within BI's 2.5±1% target. The increase was led by volatile food (+0.77% MoM contribution) and education costs, despite rice production rising 13.53% YoY in 1H25 to 19.16 million tons. Core inflation stayed moderate at 1.91% YoY, offering BI room for policy flexibility. The rupiah held relatively firm at IDR 16,195/USD, aided by a softer DXY and stable reserves at USD 152.5 billion. Government bond yields eased across tenors, with the 10Y yield at 6.76%, while CDS spreads remained stable at 79 bps.

### Outlook: Balancing Growth and Stability

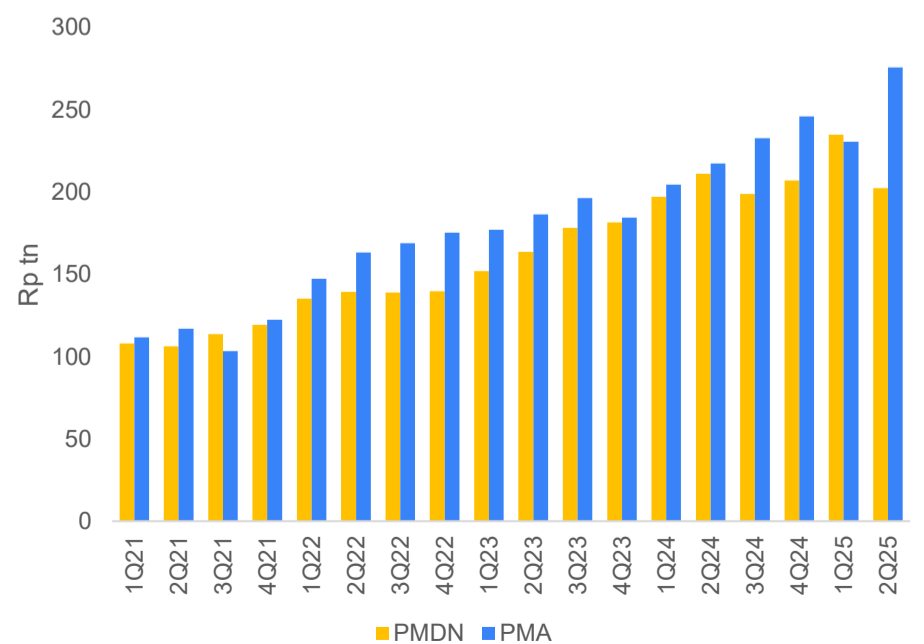
Looking ahead, Bank Indonesia could trim rates by 25 bps to 4.50% in 4Q25 if core inflation remains contained and the rupiah stable. Besides, upside risks from food prices, US trade tariffs (19% reciprocal rate), and global geopolitical tensions could delay easing. Policy priorities will need to center on accelerating infrastructure and downstream projects outside Java, reducing commodity concentration risks, and diversifying exports beyond China and the US. Structural reforms—simplifying investment licensing, securing strategic FDI in manufacturing and renewables, and integrating into ASEAN supply chains—will be critical to lifting medium-term growth above the 5% range and insulating the economy from external shocks.

Figure 3. Indonesia Inflation and BI7DRR Trend



Source: BI, Ajaib Research

Figure 4. Indonesia Investment Trend



Source: BPS, Ajaib Research

**INDUSTRY OVERVIEW**

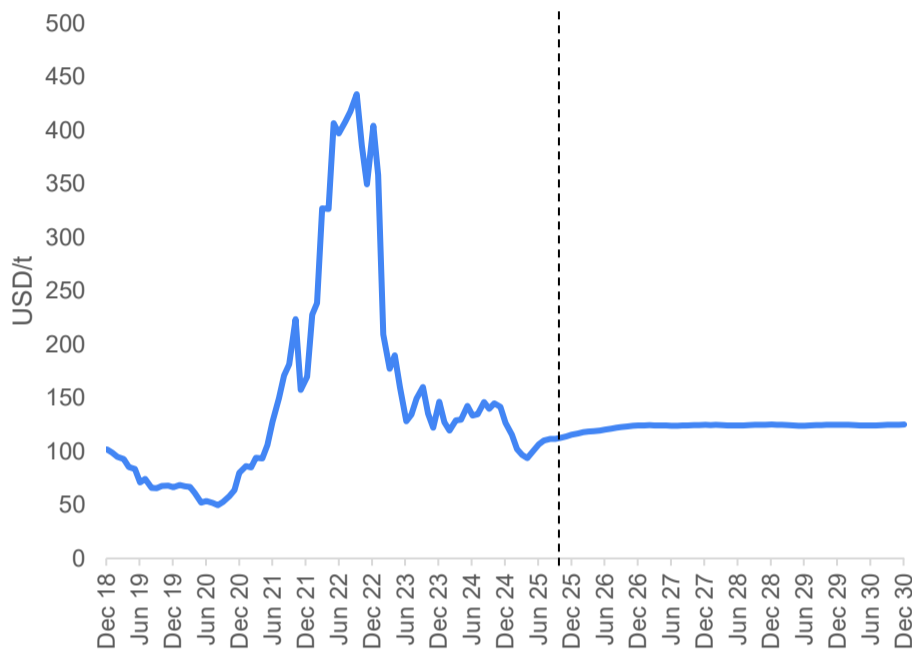
**Coal Demand Nearing Peak, Regional Trends Diverge**

Global coal markets are entering a period of relative plateau after a decade of robust expansion, with demand stabilising near record highs of 8.79 Bt in 2024 and forecasted to inch up just 0.2% in 2025 before easing marginally in 2026. China remains the pivotal driver, accounting for 56% of global consumption, but is seeing a 0.5% decline in 2025 as renewable generation expands and industrial activity softens. India, the second largest consumer, is on track for 1.3% demand growth in 2025 and 2.5% in 2026, supported by industrial and power sector resilience despite stronger hydropower and solar output. In contrast, mature economies such as the EU, Japan, and Korea continue their structural phase-down, with the EU projected to cut coal use by 61 Mt in 2026. The ASEAN bloc, led by Indonesia and Vietnam, will be the fastest-growing demand region, rising 5% in 2026 as power demand and smelting capacity expand.

**Production Momentum Strong but Oversupply Looms**

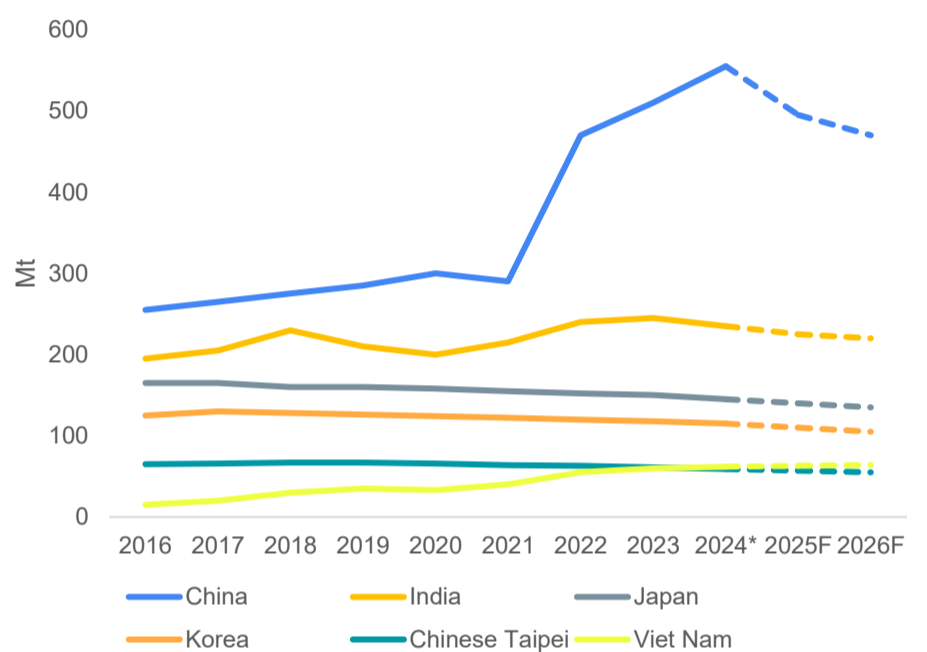
On the supply side, production momentum remains strong despite slowing consumption. Global output hit 9.15 Bt in 2024, led by China (4.67 Bt), India (1.08 Bt), and Indonesia (836 Mt). A new high of 9.2 Bt is forecasted in 2025, with China regaining Shanxi's top producer status and India's captive and commercial mines expanding rapidly. However, Indonesia's production will fall 10% this year due to weaker international prices and weather disruptions, while Australia and Russia will also see contractions. The oversupply situation—combined with high inventories—is setting up the first annual global output decline since 2022, with production slipping to 9.1 Bt in 2026, though India will buck the trend with continued growth to 1.15 Bt.

**Figure 5. Newcastle Coal Price Trend**



Source: Barchart, Ajaib Research

**Figure 6. Coal imports of select countries**



Source: IEA, Ajaib Research

**Coal Trade Faces First Back-to-Back Decline**

Coal stocks at South China ports have fluctuated sharply, falling from around 1.6 million tons in late 2023 to 1.3 million tons by March 2024, rebounding above 2.0 million tons mid-2024, then easing to about 1.4 million tons by August 2025, indicating tightening supply. This decline coincides with coal prices slipping to USD 103/ton as China's September output fell 1.8% YoY to 411.5 million tons under the government's "anti-involution" policy to curb overcapacity. Looking forward, supply discipline and steady power demand should keep inventories tight and prices supported through 2026, even as China's gradual energy transition progresses. Coal remains central to the global energy mix, still accounting for ~35% of electricity generation, with China, India, and the US driving new capacity additions.

**Prices Normalize but Oversupply Caps Recovery**

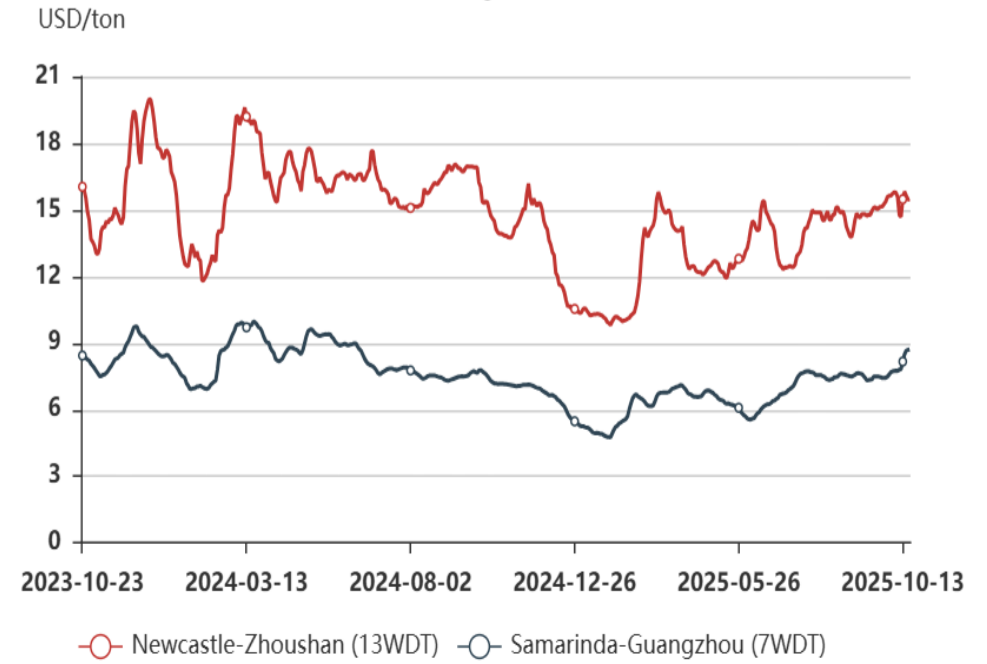
International ocean freight rates to China have entered a recovery phase after a year of volatility, reflecting improving trade sentiment and supply adjustments. Rates on the Newcastle-Zhoushan route rebounded to around USD 15/ton by October 2025 after dropping below USD 10/ton earlier in the year, while the Samarinda-Guangzhou route climbed back to USD 8-9/ton from a trough near USD 3/ton in early 2025. The rebound highlights normalization in shipping conditions as Chinese restocking and regional coal demand strengthen. Looking ahead, freight rates are likely to trend moderately higher through 2026, supported by tighter vessel supply, stable power sector demand across Asia, and China's continued efforts to manage domestic coal output and import timing to stabilize its energy market.

**Figure 7. Coal Stock at Ports in South China**



Source: CCTD Coal  
PT Ajaib Sekuritas Asia | www.ajaib.co.id

**Figure 8. International Ocean Freight Rates to China**



Source: CCTD Coal

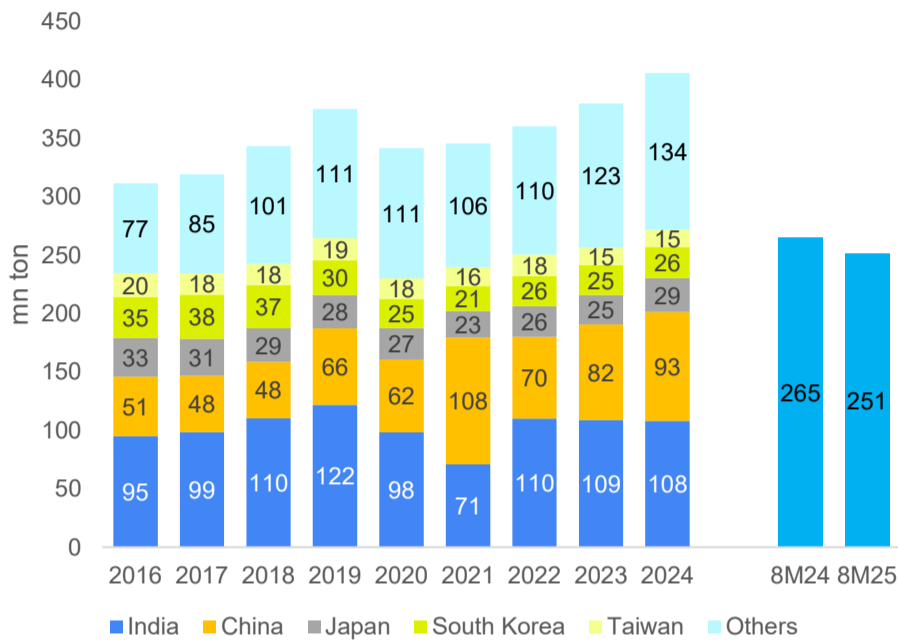
**Mining Logistics as a Pillar of the National Economy**

Indonesia’s mining sector remains a critical pillar of the national economy, contributing approximately 5.4% of total GDP in 2024, while the transportation and warehousing sector grew by 8.69% YoY. This growth reflects a rising need for commodity movement, with logistics demand closely tied to the cyclical—but expanding—nature of extractive industries. As Indonesia targets industrial downstreaming, logistics is increasingly recognized as a strategic enabler, not just a cost center. With over 17,000 islands and vast mining activity centered in remote provinces, mining logistics in Indonesia is inherently capital-intensive, multimodal, and geographically decentralized.

**Commodity Production and Export Volume Trends**

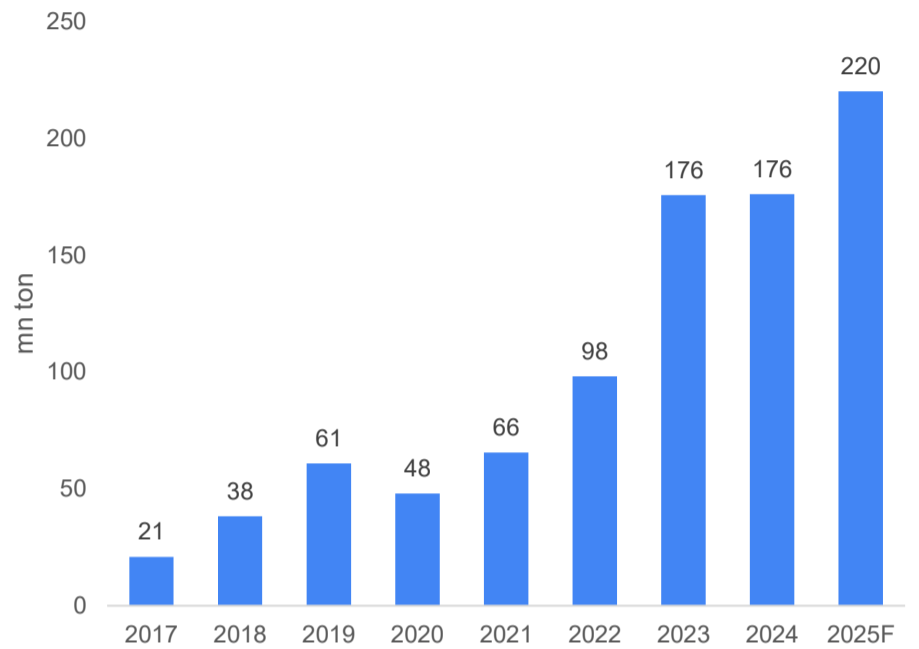
Indonesia remains the world’s top coal exporter, producing 834.10 million tons in 2024 (+8.2% YoY) with 440.85 million tons shipped mainly to Asia-Pacific markets. However, during January–August 2025, coal export volume dropped to 251.13 million tons (-5.2% YoY) as rising domestic output in China and India reduced demand for Indonesian supply. The government and the Indonesian Coal Mining Association (APBI) are now exploring new ASEAN markets such as Vietnam, Malaysia, Thailand, and the Philippines to diversify exports. Despite softer export receipts, non-tax revenue (PNBP) realization has already reached 70% of target as of September, while the coal sector continues to drive logistics intensity, generating over 1.3 billion ton-kilometers annually across inland, riverine, and offshore transport networks.

**Figure 9. Indonesia Coal Export Volume**



Source: BPS, Ajaib Research

**Figure 10. Indonesia Nickel Ore Production Volume**



Source: BPS, Ajaib Research

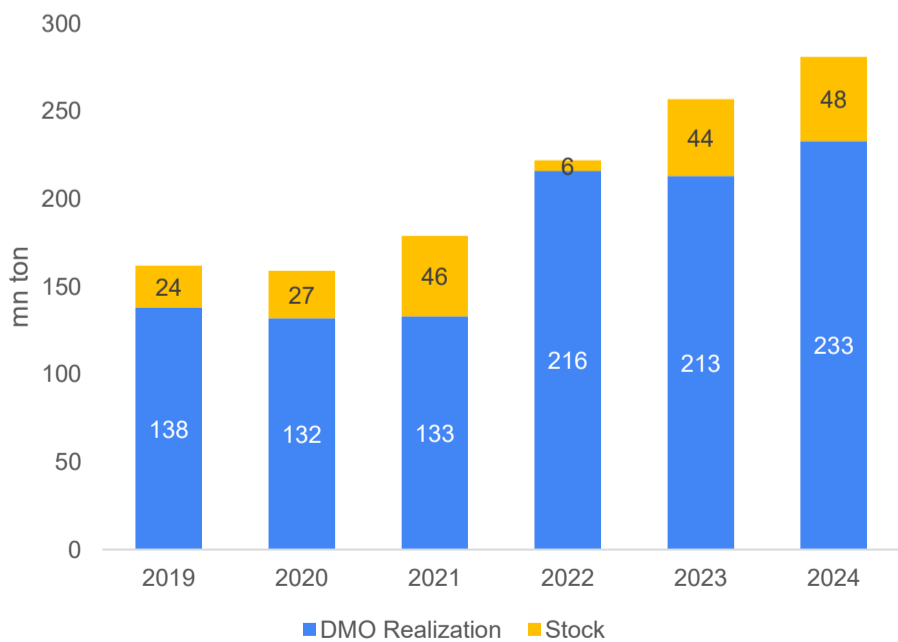
**Domestic Market Obligations Sustain Internal Logistics Flow**

Indonesia’s Domestic Market Obligation (DMO) policy, particularly for coal, mandates that 25% of production be allocated for domestic needs—chiefly to PLN and industrial clients. This policy maintains significant domestic haulage and river transport volumes, even during periods of weak global demand. In 2024, over 290 million tons of coal were moved domestically. Similar DMO structures are being explored for nickel and bauxite, especially to feed domestic smelters under the government’s mineral value-added program. These obligations ensure steady base demand for mining logistics even amid export volatility.

**Modal Split and Pit-to-Port Flow Dynamics**

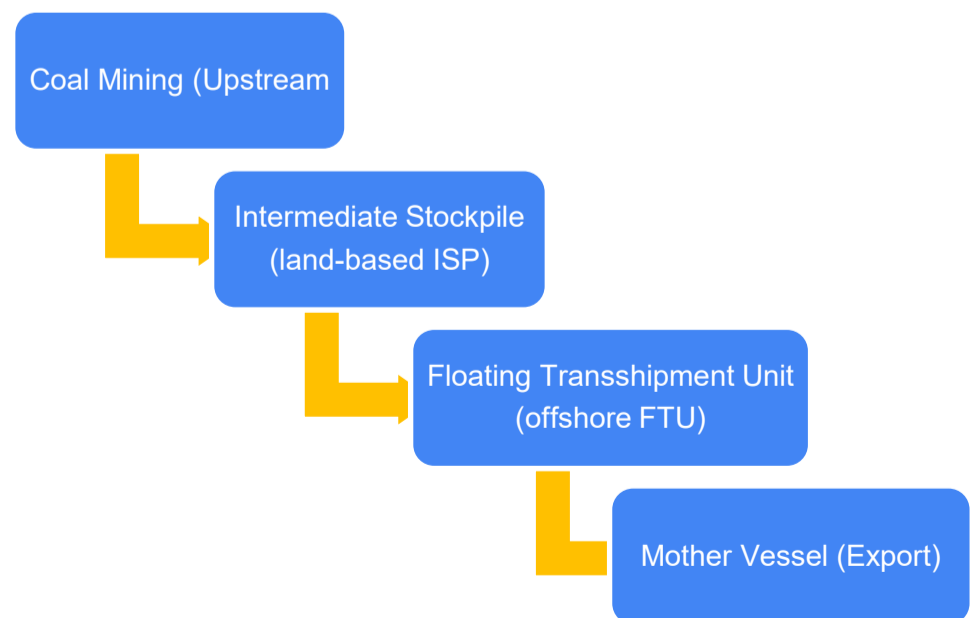
Mining logistics in Indonesia relies heavily on river barging, tugboats, and coastal transshipment, especially in Kalimantan and Sulawesi. A typical coal flow involves hauling from mine to jetty (via dump trucks), barge loading at a special terminal (TUKS), river navigation to an ISP (Intermediate Stockpile), and then transshipment via Floating Crane or FTU to a mother vessel at anchorage. Around 60% of Indonesia’s bulk mining exports utilize river-to-sea multimodal chains, with limited rail or road-based alternatives due to terrain and investment constraints.

**Figure 11. DMO Realization and Coal Domestic Stock**



Source: Company, Ajaib Research

**Figure 12. Coal Mining Logistics Flow**



Source: Company, Ajaib Research

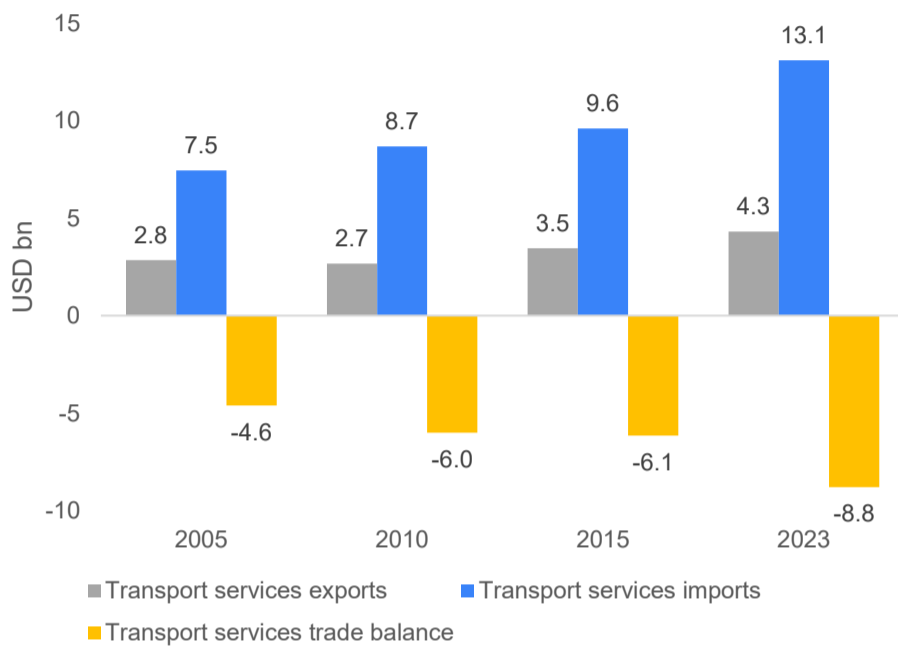
**Role and Scale of Intermediate Stockpile (ISP) & FTU Systems**

ISPs and Floating Transshipment Units (FTUs) serve as crucial buffers between upstream production and marine shipment. Major ISPs in Samarinda, Berau, and Muara Enim can store between 100,000–400,000 tons, enabling rapid mother vessel loading with consistent quality. FTUs stationed in offshore anchorages (e.g., Muara Berau, Taboneo) offer daily loading rates of 18,000–20,000 MT per weather working day, vital for minimizing demurrage. Without these nodes, Indonesia’s riverine-based mining production would be uncompetitive in global markets due to vessel idle time.

**Port Fragmentation and Infrastructure Constraints**

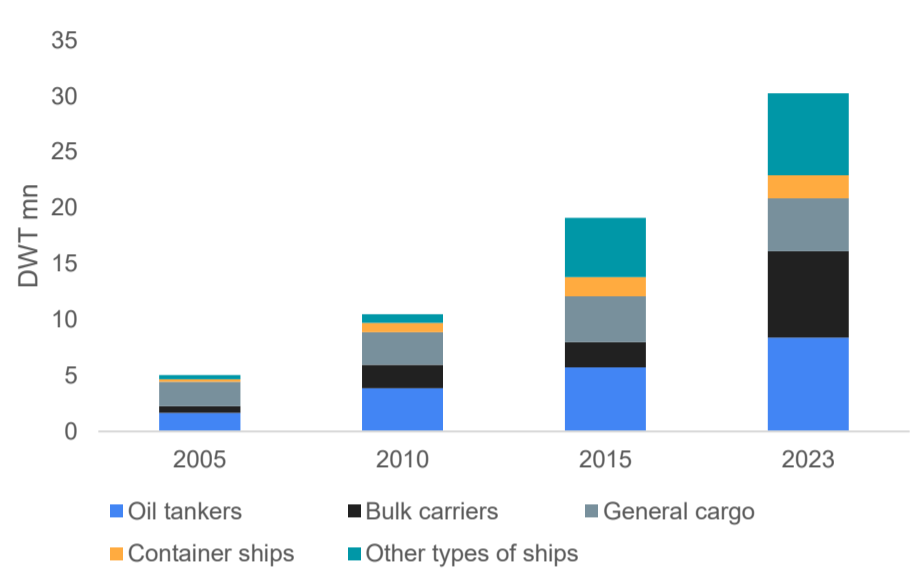
Unlike containerized shipping, Indonesia’s mining exports rely on over 200 private jetties and terminals (TUKS), many of which are unconnected to national ports. Most mining ports in East Kalimantan and South Sumatra are single-user, shallow-draft, and have no rail linkages. Seasonal constraints like river silting, low rainfall, and tidal shifts frequently disrupt barge flows. Port draft depth remains a major constraint: only a few terminals (e.g., Taboneo, Balikpapan Bay) can accommodate Panamax vessels without light loading. This leads to inefficient partial loading, use of floating cranes, and double-handling of cargo—raising per-ton logistics costs.

**Figure 13. Indonesia Total trade in transport services**



Source: UNCTAD, Ajaib Research

**Figure 14. Indonesia Carrying capacity by type of ship**



Source: UNCTAD, Ajaib Research

**Weather Disruption and Navigational Risks**

The mining logistics chain is also exposed to seasonal and meteorological volatility. During the rainy season (typically Nov–Mar), river levels rise but turbulence and flooding may render jetties inoperable. In dry seasons, water levels in major mining rivers like the Mahakam can drop below navigable thresholds for 300-ft barges, forcing underloading or delays. Navigational challenges are also compounded by limited night-time lighting, shallow waterways, and absence of vessel traffic systems (VTS), resulting in frequent incidents and capacity underutilization.

**Fleet Characteristics and Utilization Gaps**

The Indonesian bulk logistics fleet is dominated by 180-ft and 300-ft barges, coupled with 2,000–2,400 HP tugboats. However, fleet aging remains an issue—many barges are over 15 years old, with low fuel efficiency and high emissions. Average barge utilization stands at 65–75%, constrained by inconsistent schedules, return leg imbalances, and idling at congested ISPs. There's limited use of real-time fleet optimization software, and most tug-barge operations are still manually coordinated via VHF radio, leaving room for digital upgrades and performance tracking.

**Figure 15. Indonesia Port calls, time spent in ports, vessel age and size in 2023**

Ship Type	Number of arrivals	Median time in port (days)	Avg age of vessels	Avg size (GT) of vessels	Avg cargo carrying capacity (DWT) per vessel	Avg container carrying capacity (TEU) per container ship	Maximum size (GT) of vessels
All ships	200,497	1.26	20	7,833	16,885	1,280	176,435
Liquid bulk carriers	25,914	1.32	16	8,589	13,471	..	161,175
Liquefied petroleum gas carriers	4,275	1.08	21	8,254	9,047	..	53,573
Liquefied natural gas carriers	396	1.42	17	94,456	72,581	..	136,739
Dry bulk carriers	12,018	2.69	18	25,723	45,358	..	109,716
Dry breakbulk carriers	19,780	1.16	21	5,134	6,915	..	57,934
Roll-on/ roll-off ships	3,938	..	29	10,291	4,874	..	75,528
Container ships	16,372	0.97	16	14,237	..	1,280	176,435
Passenger ships	117,804	..	21	5,016	..	..	130,818

Source: Company, Ajaib Research

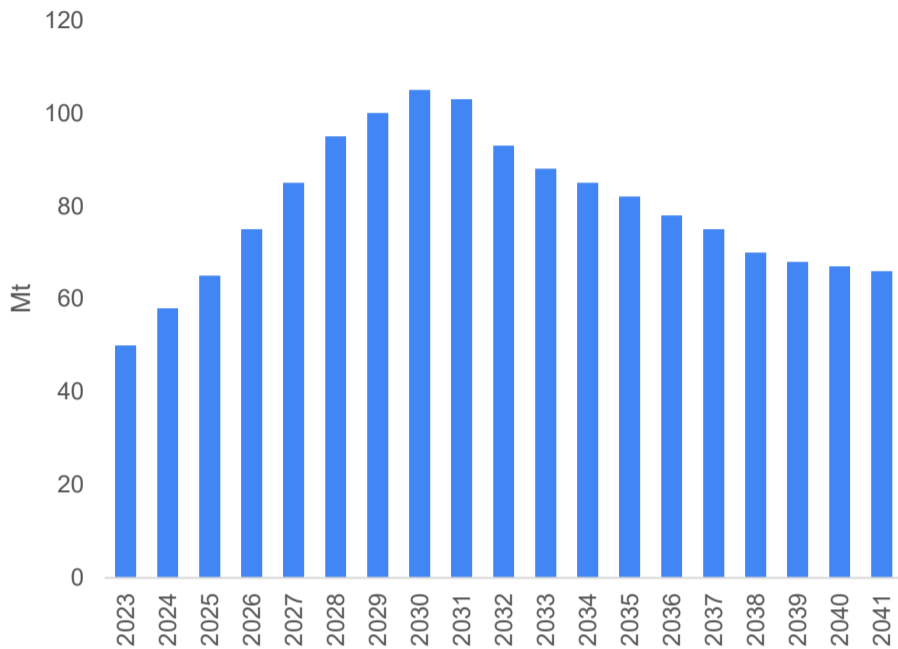
**The Paradox of Energy Transition vs. Coal Dependency**

Indonesia's commitment to net-zero emissions by 2060 is in tension with its ongoing coal export boom. Despite JETP funding and ESG pressure, coal remains the top foreign exchange earner, generating over US\$50 billion in 2024. This duality creates a paradox: while long-term policies favor renewable energy and EV minerals, logistics infrastructure still predominantly serves coal. This has implications for asset stranding risk, capital allocation, and the strategic dilemma of retrofitting coal-centric logistics systems to support cleaner commodities.

**ESG Pressure and Green Logistics Imperatives**

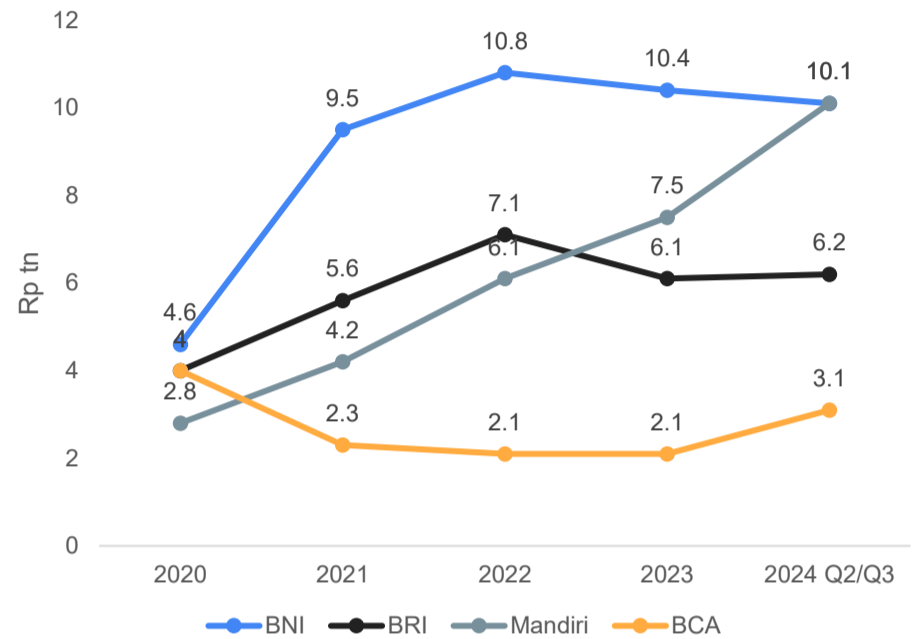
Global and local stakeholders are pushing for cleaner, transparent, and more efficient logistics chains. The Ministry of Transportation targets a 30% emission reduction from maritime logistics by 2035, while institutional investors are starting to factor Scope 3 emissions from supply chains. Logistics operators are now expected to adopt low-sulfur fuel, AIS (Automatic Identification Systems), and shore power compatibility. However, less than 20% of Indonesia's bulk vessels are compliant with IMO Tier II/III standards, underscoring the need for aggressive fleet renewal and green port incentives.

**Figure 16. Estimated Coal Demands from Captive CFPP**



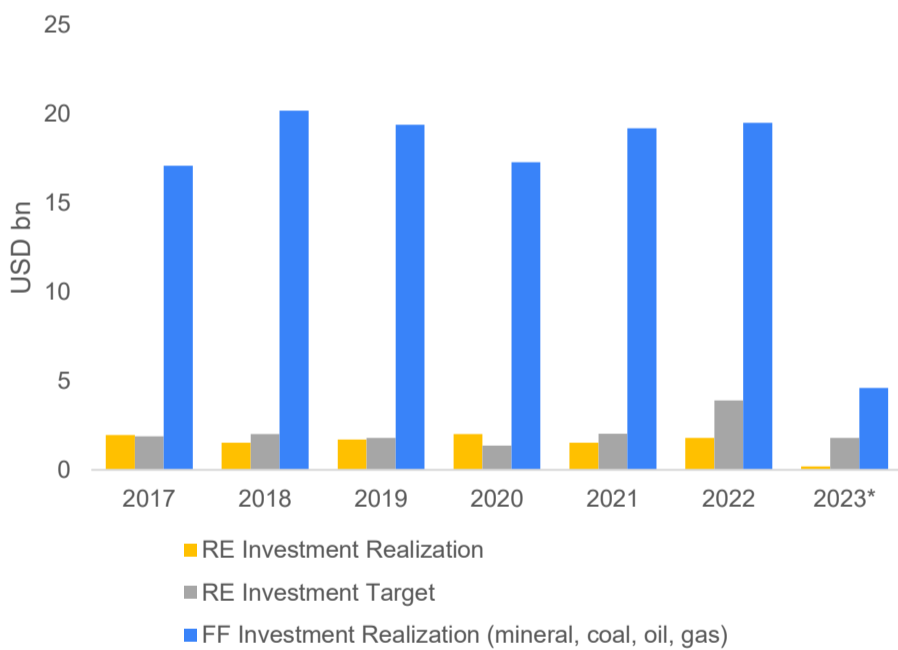
Source: IESR, Ajaib Research

**Figure 17. National Banks Credit Allocation for RE**



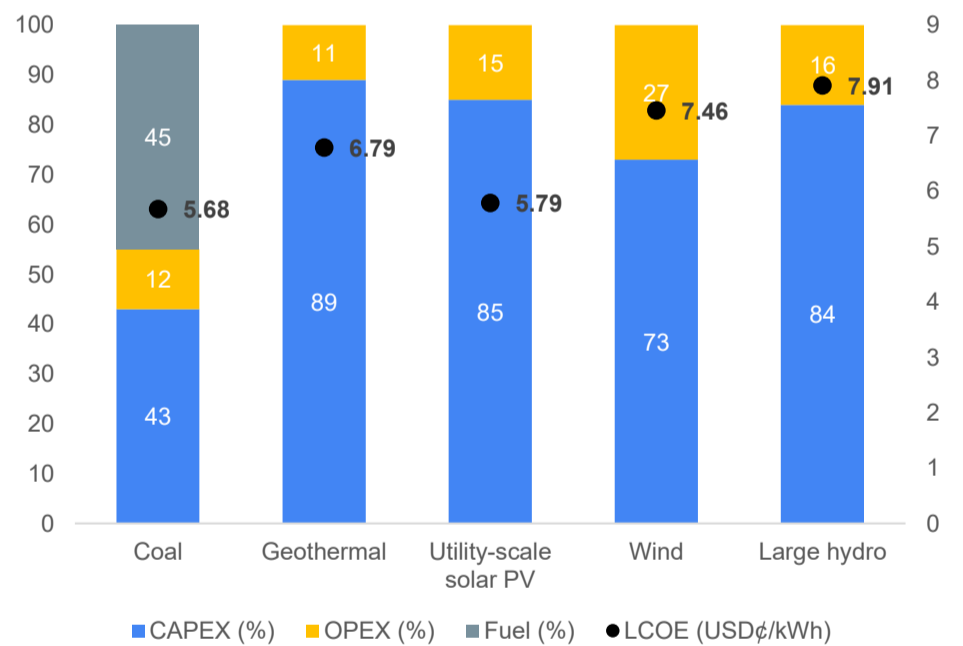
Source: IESR, Ajaib Research

**Figure 18. Indonesia's RE vs FF Investment Realization**



Source: IESR, Ajaib Research

**Figure 19. LCOE nad the Cost Component Contribution**



Source: IESR, Ajaib Research

**BUSINESS DESCRIPTION**

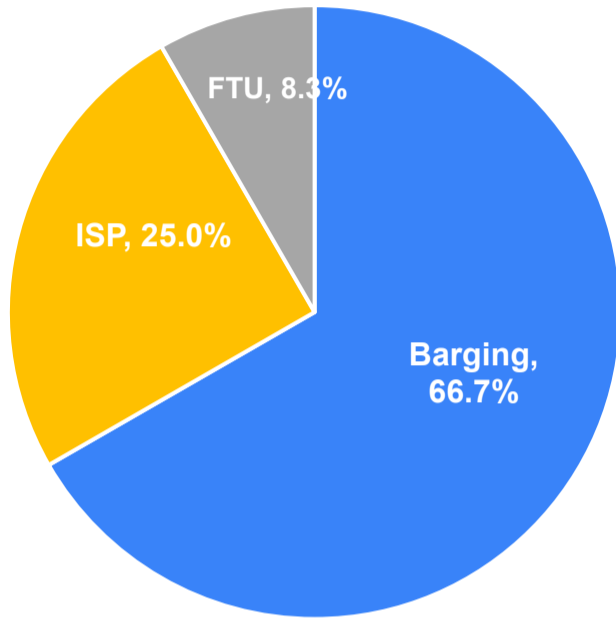
**Company Overview**

PT Ancara Logistics Indonesia Tbk (ALII) is a fully integrated mining logistics service provider in Indonesia, focusing primarily on the inland and coastal transportation of coal. The company plays a pivotal role in the movement of materials from upstream mine sites to offshore mother vessels using a combination of inland hauling, river barging, intermediate stockpiles, and floating transshipment units (FTUs). As of 2024, ALII operated primarily across Kalimantan, key mining belts of the country.

**Core Services and Revenue Segments**

ALII's logistics services are segmented into four revenue-generating units: (1) Coal Barging Services, (2) Intermediate Stockpile (ISP) Services, and (3) Floating Transshipment Unit (FTU) Services. In FY2024, coal barging services contributed Rp614 billion (66.7% of total revenue), while FTU services generated Rp77 billion (8.3%), and ISP services Rp230 billion (25.0%). The diversified logistics offering ensures revenue stability across commodity and geographic cycles.

Figure 20. ALII's revenue breakdown by segment portion



Source: Company, Ajaib Research

Figure 21. ALII's operational area

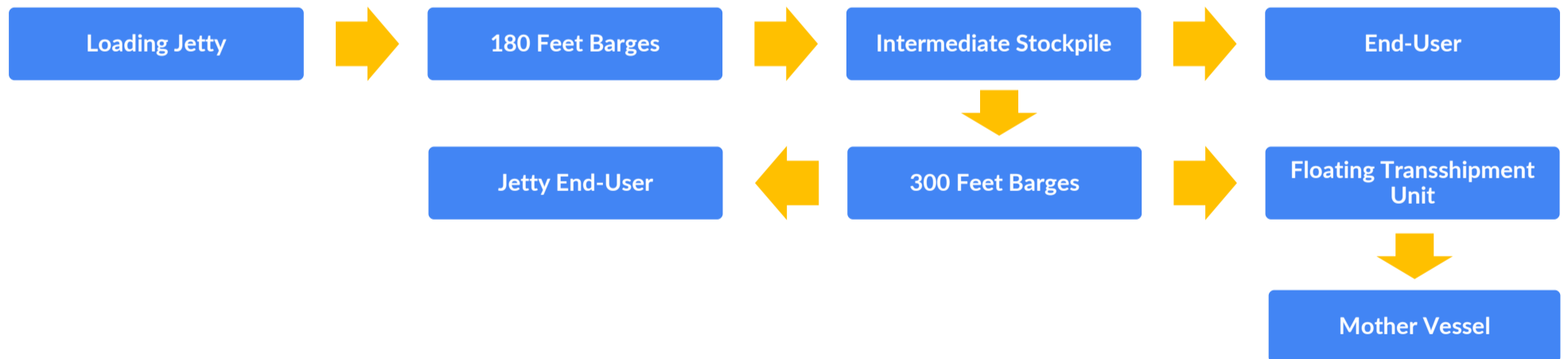


Source: Company, Ajaib Research

**Operational Assets and Fleet Composition**

In 2024, ALII operated an integrated coal logistics chain covering hauling, stockpiling, transshipment, and port services, supported by a fleet of 49 owned 180-foot barges, 49 tugboats, 15 sets of 180-foot barges and tugboats under freight charter, 12 sets of 300-foot barges and tugboats under time charter, as well as 2 owned and 2 chartered assist tugs. The business flow begins with coal loading at mine sites onto 180-foot barges, followed by transport to the Intermediate Stockpile (ISP) at MCT in Kutai Kartanegara for unloading and storage, then reloading onto 300-foot barges for delivery to end users or transfer to mother vessels via a Floating Transshipment Unit (FTU) at Muara Berau with a capacity of 20,000 MT PWWD.

Figure 22. ALII's Business Flow



Source: Company, Ajaib Research

Figure 23. ALII's 180 Foot Barges



Source: Company, Ajaib Research

Figure 24. ALII's Tug Boat



Source: Company, Ajaib Research

Figure 25. ALII's 300 Feet Barges



Source: Company, Ajaib Research

Figure 26. ALII's FTU



Source: Company, Ajaib Research

**Fleet Advantage but Scale Gap vs Peer**

ALII's fleet comparison highlights its positioning as a mid-sized but highly specialized coal logistics operator with meaningful room to grow. ALII's 49 tugboats have an estimated 10 years of remaining useful life and its 49 barges about 20 years, indicating long asset longevity compared to peers like TCPI, MBSS, and HAIS whose fleets have only 15–20 years remaining, and even against TPMA which, while larger in scale, has assets with 5–20 years remaining depending on vessel type. Despite this structural advantage in asset durability, ALII's transport volume of 7.0 Mt lags well behind leaders such as TCPI (42.0 Mt) and TPMA (27.7 Mt), a gap explained by its narrower customer scope and coal-only focus. While diversification by peers into nickel, CPO, woodchips, and other commodities provides them with broader revenue buffers, ALII remains concentrated on coal, exposing it more directly to coal market volatility. Nevertheless, ALII benefits from integrated infrastructure through Mahakam Coal Terminal (MCT), which enhances efficiency and positions the company to unlock higher throughput as group mining companies APT and GPB scale up production. In short, ALII's fleet has longer useful life and is structurally well-positioned, but scaling volumes and expanding its commodity base will be critical to competing with larger, multi-commodity logistics peers.

Figure 27. FY24 Peers Fleet Comparison

Ticker	Tugboats (units)	Tugboats (ages)	Barges (units)	Barges (ages)	Floating Cranes (units)	Transport Volume (mn MT)	Commodities Transported
ALII	49	10	49	20	1	7	Coal
TPMA	137	5-16	120	5-20	4	27.7	Coal, woodchips
TCPI	49	15-20	43	15-20	4	42	Coal, nickel, others
MBSS	28	15-20	44	15-20	1	11.1	Coal, nickel
PSSI	24	10	19	10	3	21	Coal, others
NELY	33	10-20	30	8-20	0	2.7	Wood, coal, nickel
HAIS	18	16-20	19	16-20	0	12.1	Coal, CPO, others

Source: Company, Ajaib Research

Figure 28. ALII's BoC &amp; BoD Profiles

Name	Position	Background & Notable Roles	Years of Experience
<b>Board of Commissioners</b>			
 Nalinkant Amratlal Rathod (74)	President Commissioner	Bachelor of Commerce, Andhra University (1970). Joined ALII in 2019. Also serves on the boards of several Indonesian companies.	54
 Aninditha Anestya Bakrie (47)	Commissioner	Master's in Communications, Culture, and Technology, Georgetown University. Joined ALII in 2022. Also serves on the boards of several Indonesian companies.	22
 Agus Suharyono (59)	Independent Commissioner	Master's in Agricultural Economics, University of Malang (2004). Joined ALII in 2023. Former Finance Director at PT Telkom Access.	14
<b>Board of Directors</b>			
 Faisal Mohamad Nur (54)	President Director	MBA, Hochschule Konstanz – University of Applied Sciences (2010). Joined ALII in 2023. Former Resident Consultant at PT Prasetiya Mulya ELT.	31
 Rahul Nalin Rathod (39)	Director	BSc in Finance, Kelley School of Business, Indiana University Bloomington (2007). Joined ALII in 2019. Also serves on the boards of several Indonesian companies.	17
 Vishal Manharlal Parekh (42)	Director	Bachelor of Commerce (Honors), Narsee Monjee College (1992). Joined ALII in 2020. Also serves on the boards of several Indonesian companies.	26
 Munawir (65)	Director	Level I Nautical Expert (ANT-1), Center for Maritime Education & Training (1992). Joined ALII in 2019. Also President Director at PT Mahakam Coal Terminal.	42
 Aulia (48)	Director	Bachelor of Laws, Universitas Indonesia (2001). Joined ALII in 2022. Also Chief Legal Officer at PT Kutai Bara Nusantara.	23

Source: Company, Ajaib Research

## AFFILIATE PROFILES

### Retaed Parties Operations and Integration

Ade Putra Tanrajeng (APT) and Guruh Putra Bersama (GPB) are the group's core mining related parties located in Tabang, East Kalimantan, playing a central role in ensuring a stable supply of thermal coal for both domestic and export markets. In FY2024, APT and GPB jointly contributed Rp703.0 billion in related-party revenue, representing approximately 76.4% of the group's total revenue of Rp920.6 billion. APT manages a 4,061-hectare concession with certified reserves exceeding 249 million tonnes, while GPB operates a 3,205-hectare concession with 57 million tonnes of reserves. Both subsidiaries produce mid-calorific thermal coal through open-pit operations supported by an integrated logistics chain encompassing hauling roads, stockpile facilities, and river barging systems. Their operational synergy and geographic proximity enable the group to optimize cost efficiency, ensure steady output delivery, and uphold strong health, safety, and environmental (HSE) standards despite challenging weather and market conditions.

### Customer and Market Relationships

Beyond its internal mining operations, the group maintains long-term supply relationships with several major domestic and international customers. PT PLN remains one of the primary offtakers, sourcing coal for multiple power plants across Ampana, Gorontalo, Sofifi, Tidore, and Timor under a supply agreement active since January 2022, supporting Indonesia's electricity demand outside Java. Another strategic domestic customer, PT Semen Tonasa, utilizes the group's coal supply to support its cement manufacturing operations in Eastern Indonesia. On the trading and export side, PT Rwood Resources Indonesia—a Jakarta-based subsidiary of Dubai's Rwood Resources—contributed Rp111.6 billion or about 12.1% of FY2024 total revenue. Acting as a key distribution and marketing partner, Rwood specializes in integrated supply chain management across Indonesia and export markets, particularly in China and India. Through these diversified customer linkages, the group continues to strengthen its commercial resilience, secure long-term coal offtake arrangements, and expand its presence in both domestic and regional energy supply chains.

Figure 29. ALII's Affiliates Profiles

Aspect	PT Ade Putra Tanrajeng (APT)	PT Guruh Putra Bersama (GPB)
Business Type	Coal mining and sales for domestic and international markets	Thermal coal mining for domestic and international markets
Location	East Kalimantan, Indonesia	East Kalimantan, Indonesia
Year Established	IUP granted 2008, production commenced 2018	IUP granted 2010, production commenced 2011
Concession Area	4,061 hectares	3,205 hectares
Coal Reserves	> 249 million tonnes	57 million tonnes (proven: 18 million tonnes)
Coal Resources	> 340 million tonnes	218 million tonnes
Coal Quality	Bituminous thermal coal, calorific value 4,030–4,200 kcal/kg (GAR)	Sub-bituminous and bituminous thermal coal, calorific value 3,600–3,800 kcal/kg (GAR)
Mining Method	Open pit, excavator and truck	Open pit, excavator and truck
Annual Production Target	5 million tonnes (2024), planned increase to 11 million tonnes by 2026	2 million tonnes (2024), planned increase to 3 million tonnes in coming years
Operational Support	High coal quality, proximity to ports or barging terminals	Low stripping ratio, close proximity to port
Certifications	Reserves and resources calculated to CPI and JORC standards	Reserves and resources certified to JORC standard
Key Customers	Power generation, steel manufacturing, cement manufacturing, other industries	Power utilities, cement manufacturers, other industries

Source: Company, Ajaib Research

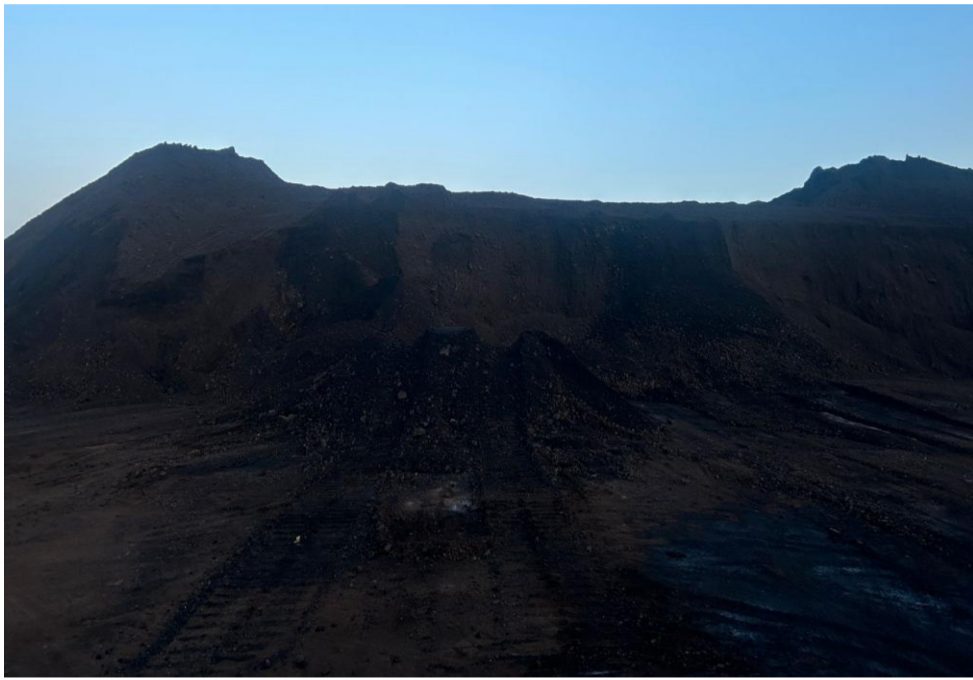
**SUBSIDIARY PROFILE**

**Mahakam Coal Terminal as Export Backbone**

Mahakam Coal Terminal (MCT) is a key subsidiary operating a coal terminal facility strategically located along the Mahakam River in East Kalimantan, serving as the primary loading point for the group’s coal production. ALII own 78.12% MCT shares. The terminal facilitates the transfer of coal from barges to ocean-going vessels, enabling efficient exports to both regional and international markets. MCT’s strategic position allows it to service multiple mining concessions under the group’s IUPs, leveraging river transport to bypass congested overland routes and reduce overall logistics costs.

In FY2024, MCT recorded a coal loading unloading volume of 2.87 million MT (+6.0% YoY), reflecting higher output from the group’s mines and stable demand from long-term customers. The terminal is equipped with modern conveyor systems, stacking and reclaiming equipment, and shiploaders, which ensure consistent handling capacity while minimizing spillage and dust emissions. MCT adheres to strict operational and environmental standards, implementing dust suppression systems and waste management programs in compliance with government regulations.

Figure 30. MCT’s Intermediate Stockpile



Source: Company

Figure 31. MCT’s Conveyor Belt



Source: Company

**Financial Growth and Capacity Upgrade**

Financially, MCT generated Rp230 billion in revenue in FY2024 (+6.0% YoY), contributing 25.0% of the group’s consolidated revenue. This growth was driven by higher throughput volumes, increased utilization rates, and improved operational efficiency. The company continues to optimize its scheduling and vessel coordination to minimize demurrage costs and maximize the number of vessels loaded per year, while investing in maintenance and upgrading of terminal infrastructure.

Looking ahead, MCT plans to expand its handling capacity to cater to projected increases in coal production from the group’s concessions, which hold a combined reserve of 306 million tons and resources of 340 million tons as of end-2024. This includes enhancing conveyor capacity, upgrading shiploaders, and improving berth infrastructure to handle larger vessels. By maintaining high service reliability and aligning capacity expansion with mine output growth, MCT plays a central role in sustaining the group’s competitive edge in the coal export market.

Figure 32. MCT’s Profiles

Aspect	Details
ALII’s Ownership	78%
Contractors	(1) PT Tekno Putra Perkasa (2) CV Bos Muda Group
Contract Period	2024 – 2025
Contract Scope	(1) PT Tekno Putra Perkasa: Heavy equipment operator services and security services. (2) CV Bos Muda Group: Coal loading services and mooring services.
Stockpile Capacity	230,000 metric tons
Barge Loader Capacity	1 unit

Source: Company, Ajaib Research

**COMPANY UPDATE**

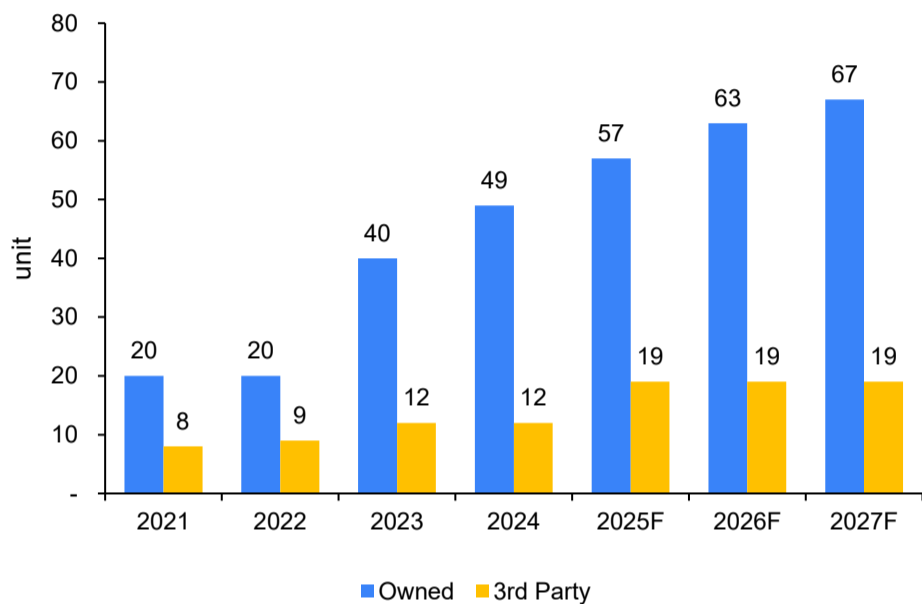
**Aggressive Infrastructure Expansion to Unlock Volume Growth**

ALII is actively expanding its operational footprint to meet rising logistics demand in Indonesia’s key mining corridors. The company has earmarked Rp879 billion in capital expenditure over 2025–2027 to support asset growth, with a strong focus on enlarging its Intermediate Stockpile (ISP) network and adding a second Floating Transshipment Unit (FTU). The new ISP capacity is targeted for East Kalimantan, where inland coal production has intensified, while the second FTU will be stationed in the same region to increase mother vessel loading efficiency. In parallel, ALII is targeting 4.5 million tons of cargo handling in 2025 (+57% YoY from 2.87 million tons in 2024) through its tug-and-barge operations, supported by stronger river conditions, improved port infrastructure, and a 15% jump in fleet utilization in 1H25.

**Diversification Beyond Coal: Entry Into Bauxite and Nickel Chains**

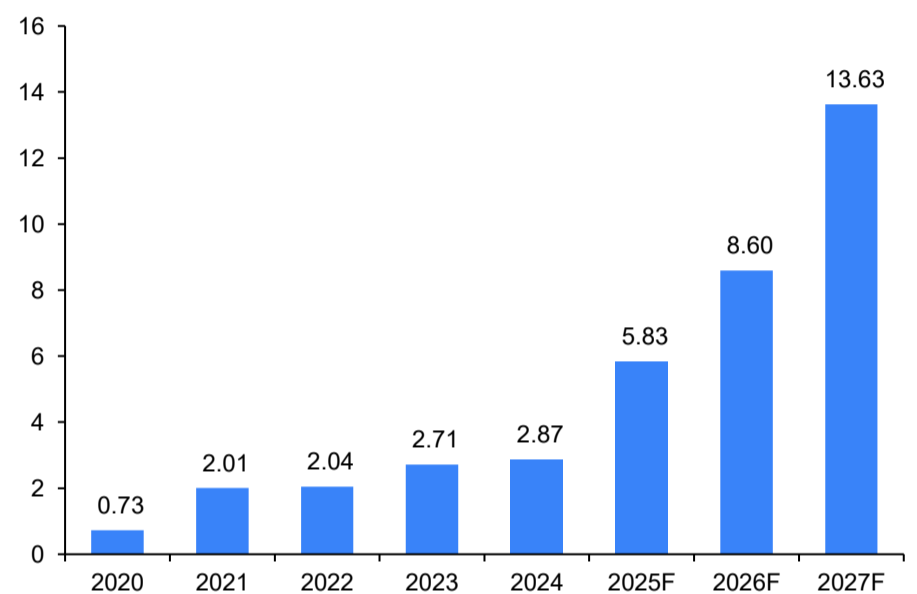
While coal remains its mainstay, ALII is strategically positioning itself to serve Indonesia’s fast-growing mineral downstream ecosystem. Company is in early-stage discussions with clients operating in commodities other than coal including new smelters and HPAL plants. These clients require high-frequency short-haul logistics solutions, which align well with ALII’s expertise in tug-barge operations and ISP management. Negotiations for non-coal cargoes are now in advanced stages, with management aiming for contract realization by 3Q25 and setting a medium-term target of 10–15% of revenue from non-coal logistics by 2027.

Figure 33. ALII’s Barges Portfolio



Source: Company, Ajaib Research

Figure 34. Loaded/Unloaded Coal Volume - ISP Segment



Source: Company, Ajaib Research

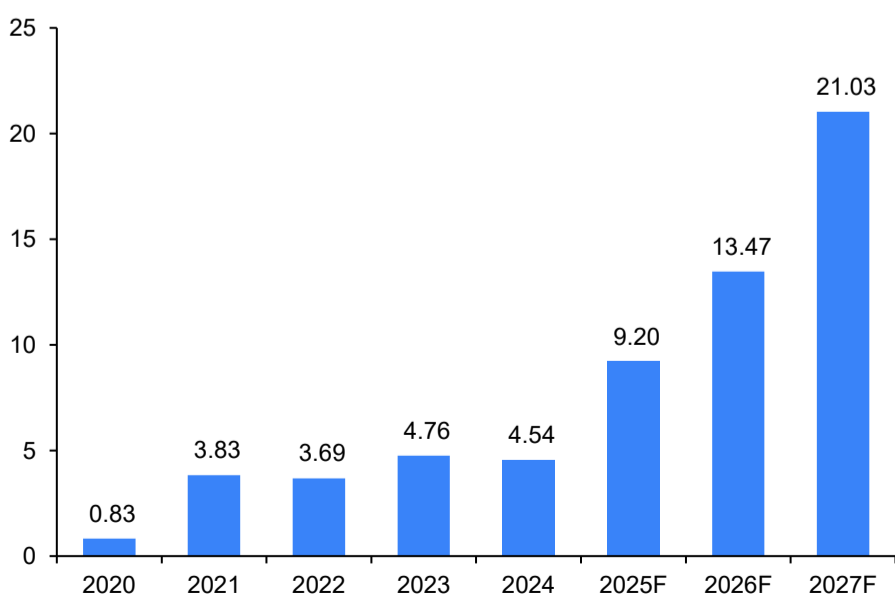
**Fleet Expansion and Modernization Strategy**

To accommodate growing cargo volumes, ALII has been steadily expanding its fleet. In 2024, the company added nine barges and nine tugboats, bringing its owned fleet to 49 barges, 49 tugs, two assist tugs, and one FTU, complemented by a chartered fleet of 15 freight barges, 12 larger 300-ft barges, and two assist tugs. In 2025, the company is adding eight new 180-ft barges, to be followed by another seven to eight barges and 15–20 tugboats, primarily to support newly secured projects since 1Q25. In parallel, ALII is reviewing plans to transition to 300-ft barges on navigable rivers and exploring hybrid or low-sulfur fuel tugboats as part of a modernization roadmap.

**Transshipment & Stockpile Capacity Scaling**

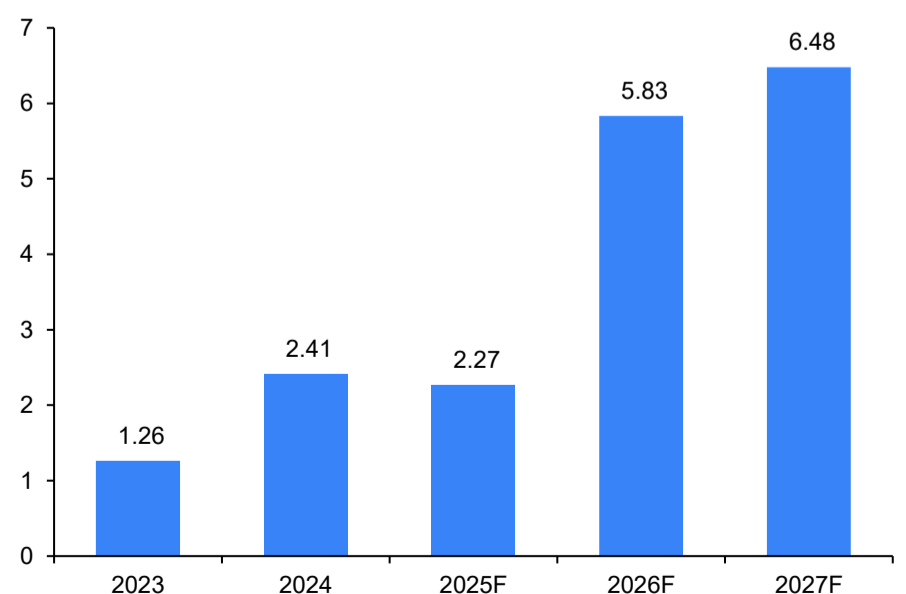
The existing FTU at Muara Berau handled around 2.4 million tons of cargo in 2024, with peak daily loading rates reaching 20,000 MT PWWD. (Note: earlier figures referred to combined volumes, while this reflects actual FTU-handled tonnage.) To support client growth and reduce vessel wait times, ALII plans to commission a second FTU by 2026, which will increase offshore handling capacity by at least 80%. In parallel, the company is also expanding its Intermediate Stockpile (ISP) capacity in East Kalimantan to ensure smoother cargo flows and stronger integration between inland hauling, stockpiling, and offshore loading. The new FTU will feature faster boom swing times, improved fuel economy, and potential dual-commodity handling capability (e.g., coal and nickel matte). Together with the enlarged tug-barge fleet and rising ISP capacity, these initiatives are expected to solidify ALII’s role as a key enabler of Indonesia’s bulk commodity exports, while positioning the company to diversify into minerals beyond coal.

Figure 35. Total Transported Coal - Barging Segment



Source: Company, Ajaib Research

Figure 36. Loaded/Unloaded Coal Volume - FTU Segment



Source: Company, Ajaib Research

**FINANCIAL ANALYSIS**

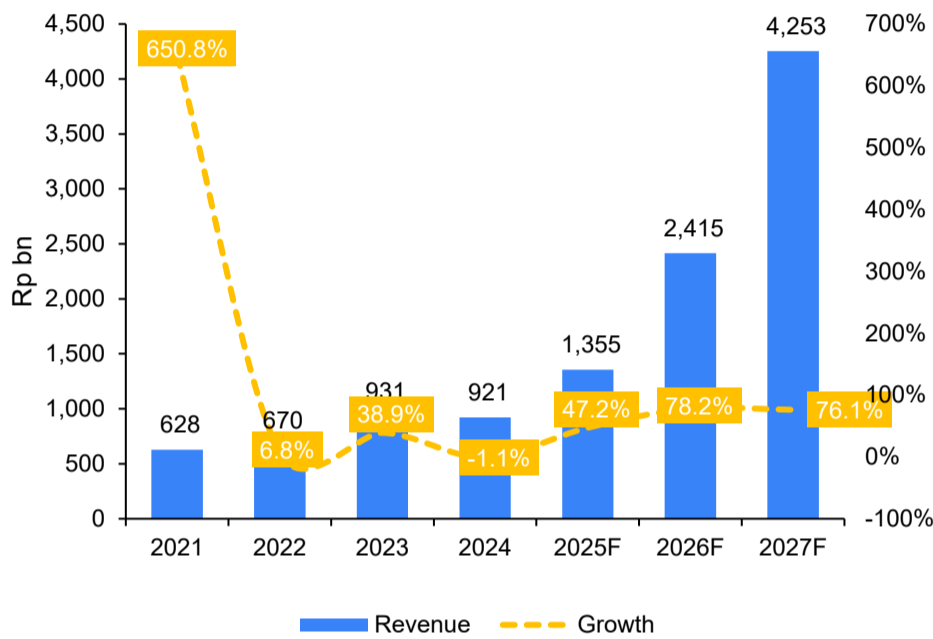
**Capacity Expansion to Drive Revenue Inflection**

We forecast ALII's consolidated revenue to accelerate from Rp921 billion in 2024 (+15.6% 3Y CAGR) to Rp2.4 trillion in 2026 (+78% YoY), driven by meaningful capacity expansion across its logistics platform. The number of ISP sites is projected to increase by 2026, while a second FTU is scheduled for deployment in the same year, effectively doubling mother vessel loading efficiency. In addition, the tug and barge fleet is expected to expand from 49 sets in 2024 to more than 60 by 2027. These investments will position ALII to handle larger volumes from its mining subsidiaries and scale up third-party services, marking an inflection point where prior capex begins to monetize fully. Supporting this growth, affiliates APT and GPB have secured RKAB approvals for 10 Mt of coal production in 2025, with planned increases to 13 Mt in 2026 and a peak of 20 Mt by 2028.

**Revenue Mix Shifting Toward ISP and FTU Growth**

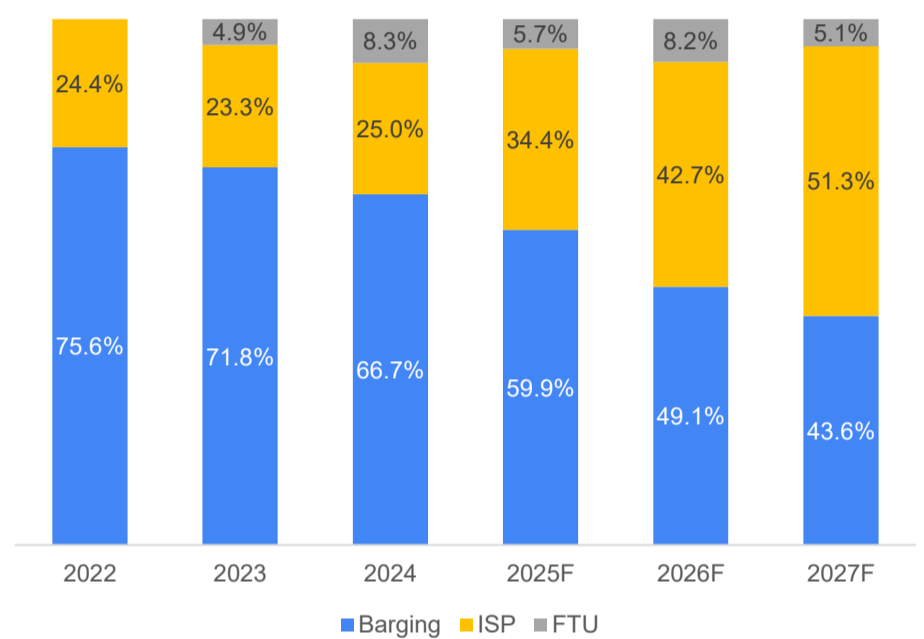
We estimate that by 2026, the barging segment will contribute 49% of total revenue, down from 67% in 2024, reflecting a gradual shift away from barging dominance as other logistics segments scale up. The ISP segment is projected to rise sharply to 43% in 2026 compared with just 25% in 2024, supported by the commissioning of new stockpile. Meanwhile, the FTU segment is expected to contribute 8.2% in 2026, slightly higher than 8.3% in 2024 and 6.4% in 2025, as the deployment of a second FTU increases efficiency and throughput for mother vessel loading. This evolution in revenue mix highlights ALII's strengthening infrastructure base, where the enlarged ISP network and additional FTU play a critical role in diversifying income streams, reducing reliance on barging alone, and capturing higher-margin integrated logistics opportunities.

**Figure 37. ALII's Revenue Forecast**



Source: Company, Ajaib Research

**Figure 38. ALII's Revenue Breakdown by Portion**



Source: Company, Ajaib Research

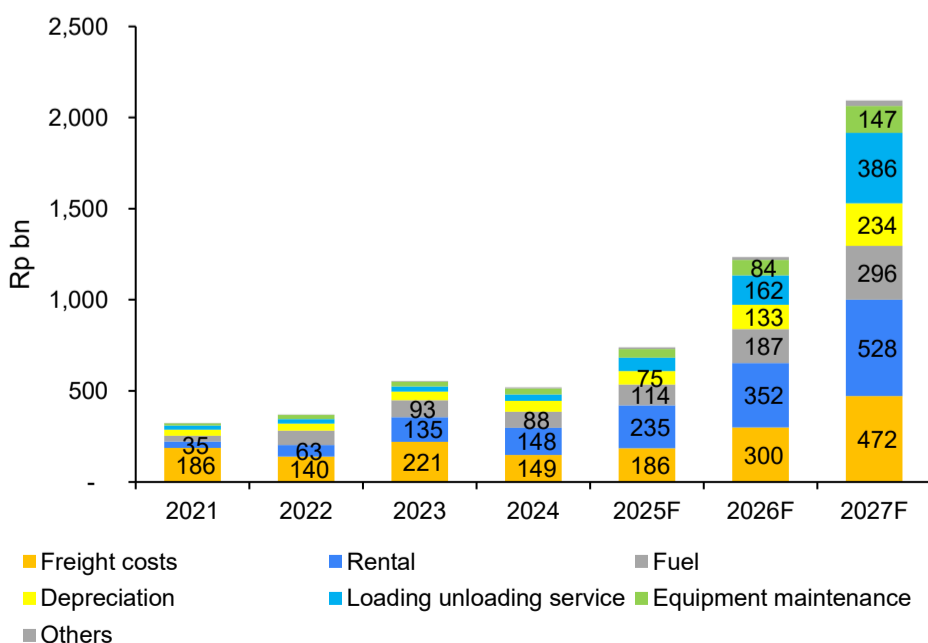
**Freight, Rental, and Fuel Remain Core Cost Drivers**

ALII's cost base is expected to remain heavily weighted toward freight, rental, and fuel, which together make up more than 70% of total operating expenses. Freight costs will continue to rise in line with higher barging volumes, while rental and fuel costs will reflect the expansion of the tug-barge fleet and ISP operations. As revenues scale up, total operating costs are projected to increase to Rp1.2 trillion in 2026 (+67% YoY), though we expect operating leverage to partially offset the impact of higher variable expenses.

**Stronger Scale Efficiencies to Lift Profit Margins**

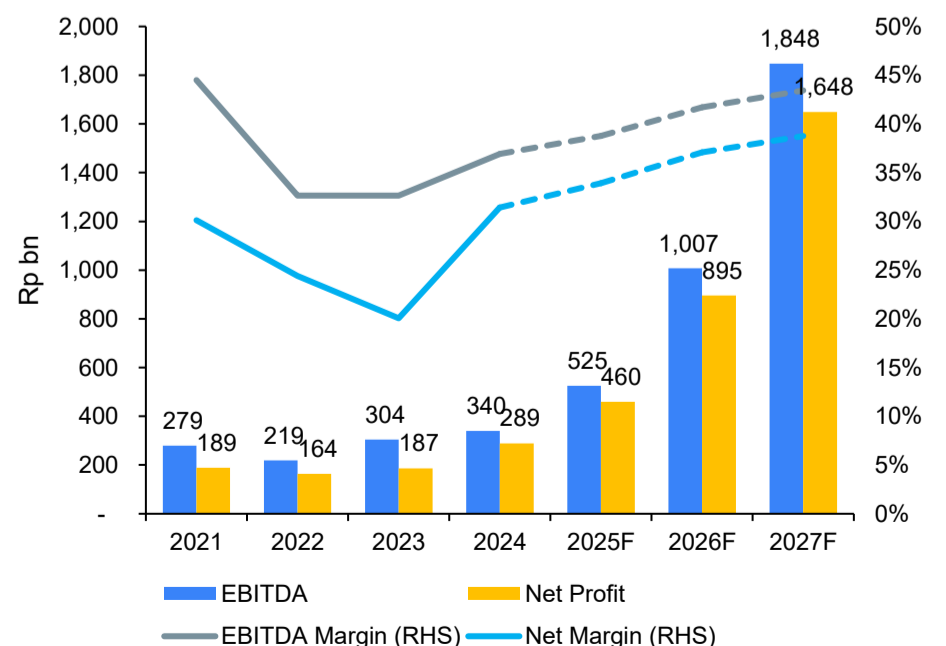
We expect ALII to deliver steady margin expansion as economies of scale and operating leverage take effect. EBITDA is projected to reach Rp1 trillion in 2026F (+92% YoY), with margin improving to 42% from 37% in 2024. Net profit is forecasted to Rp895 billion in 2026 (+95% YoY) with net margin increase to 37.1% (2024: 31.4%), supported by declining financing costs as leverage eases and stronger free cash flow from rising coal logistics throughput. These dynamics mark a transition from a capex-heavy investment phase to a cash-generating growth cycle, positioning ALII with profitability metrics that are increasingly competitive against larger peers in the sector.

**Figure 39. ALII's Cost Breakdown**



Source: Company, Ajaib Research

**Figure 40. ALII's EBITDA & Net Profit Projections**



Source: Company, Ajaib Research

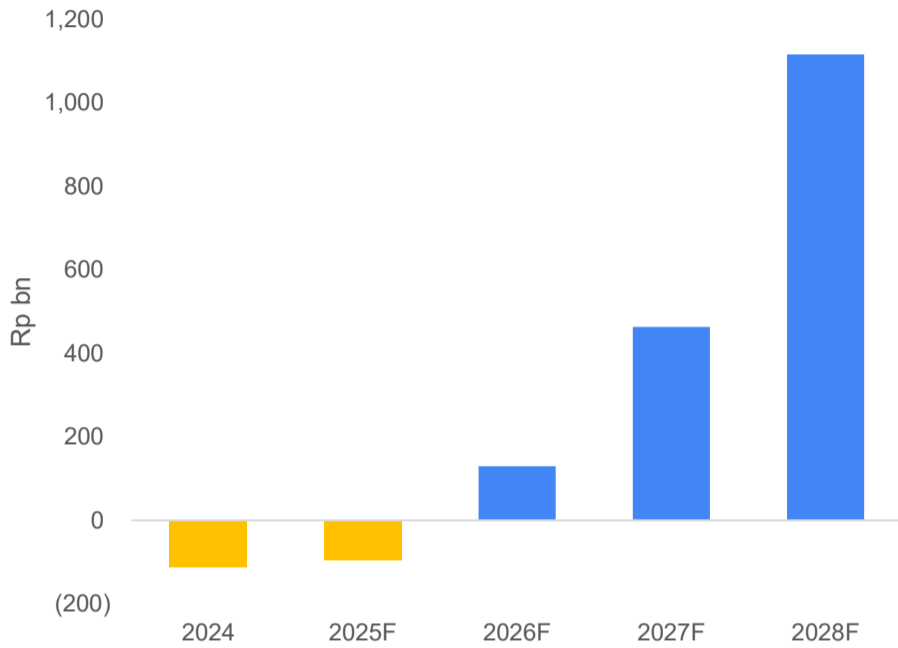
**Free Cash Flow Rebound**

The free cash flow projection for ALII indicates a turnaround story. After recording negative free cash flows in 2023 and 2024, mainly due to high capex commitments for fleet and infrastructure expansion, the company is expected to gradually recover starting in 2025. By 2026, free cash flow turns positive at around Rp140 billion and then surges significantly to approximately Rp1.1 trillion in 2028. This sharp rebound suggests that the heavy investments made in earlier years will begin to generate strong operating cash inflows, supported by volume ramp-ups from subsidiaries APT and GPB as well as efficiency gains from integrated logistics assets like MCT.

**Strengthening Solvency Outlook**

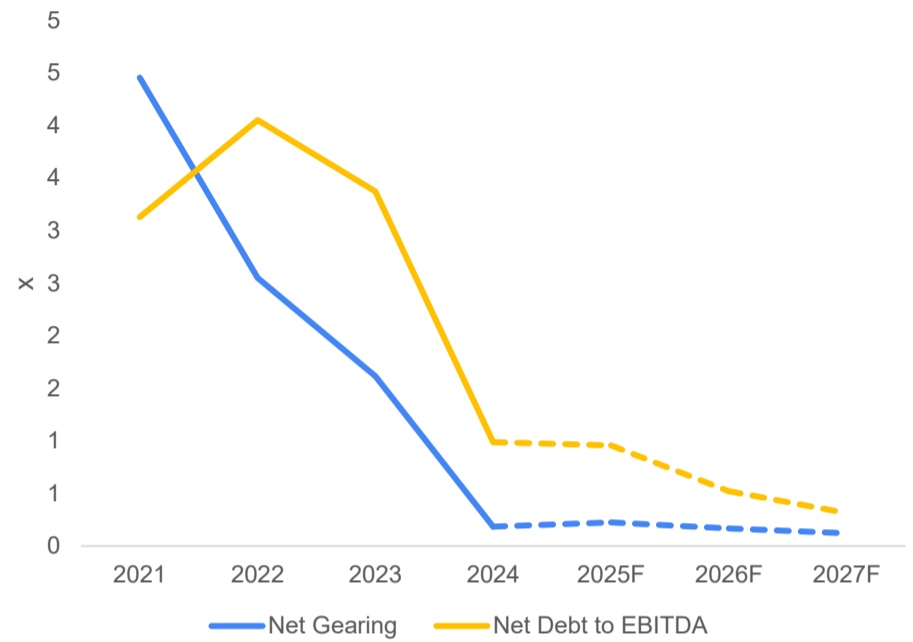
On the solvency side, the projections highlight a consistent deleveraging trend. Net gearing is expected to decline steadily from around 1.6x in 2023 to close to zero by 2026–2027, while Net Debt/EBITDA falls from above 3.0x in 2023 to 0.3 by 2027, indicating a potential net cash position. This reflects management’s strategy to use improving cash flows to strengthen the balance sheet, reduce reliance on debt financing, and enhance financial resilience. From ALII’s perspective, this improving solvency outlook positions the company more competitively against peers, giving it both flexibility to weather coal market volatility and the capacity to pursue selective growth opportunities.

**Figure 41. ALII’s Free Cash Flow Projections**



Source: Company, Ajaib Research

**Figure 42. ALII’s Solvency Trend**



Source: Company, Ajaib Research

## VALUATION

### Aggressive Infrastructure Expansion to Unlock Volume Growth

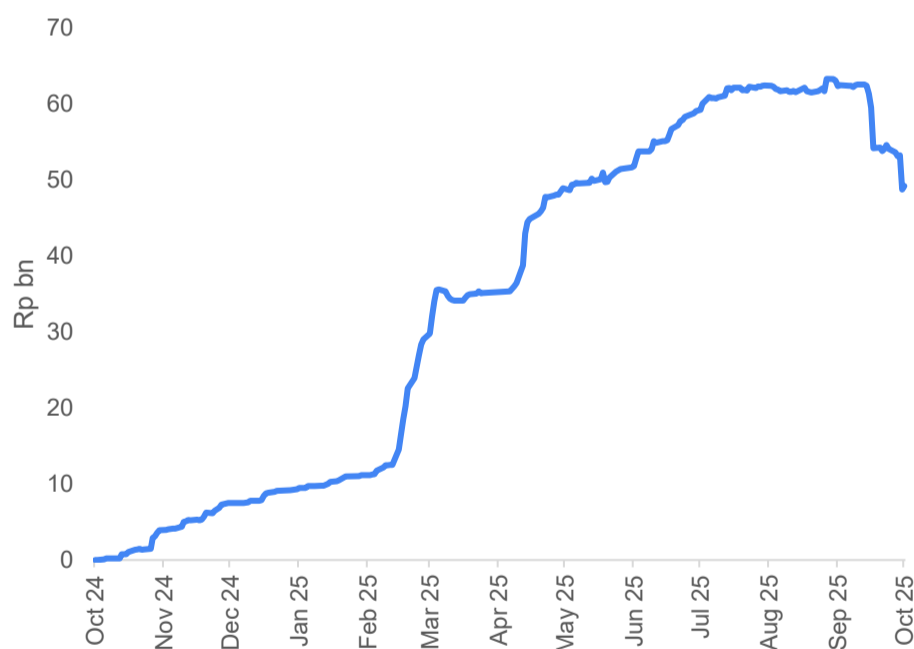
The valuation of ALII using the Discounted Cash Flow (DCF) approach results in a target price of IDR 720 per share, implying 5.7x EV/EBITDA 2026F, reflecting the company's strong long-term cash flow generation from its integrated coal logistics and mining operations. Cash flow projections factor in higher production from APT, which targets 11 million tonnes annually by 2026, and GPB's capacity increase to 3 million tonnes, supported by stable throughput at MCT. Despite this upside, the valuation remains sensitive to several risks: a downturn in global coal prices that could suppress margins, weather-related disruptions impacting hauling and port activities, regulatory uncertainties around IUP concessions, and inflationary pressures on fuel and maintenance costs that could erode free cash flow and lower intrinsic value.

Figure 40. DCF Valuation

Account (Rp bn)	2025F	2026F	2027F	2028F	2029F	2030F
EBIT	501	975	1,800	1,940	2,051	2,073
Income tax expense	(61)	(117)	(214)	(234)	(251)	(257)
Capex	(1,151)	(1,428)	(1,917)	(2,433)	(2,966)	(3,503)
Depreciation & amortization	898	1,107	1,512	1,913	2,301	2,663
Change in WC	(283)	(408)	(717)	(70)	(58)	(81)
<b>FCFF</b>	<b>(95)</b>	<b>129</b>	<b>463</b>	<b>1,116</b>	<b>1,078</b>	<b>895</b>
NPV of Forecast						2,645
Terminal Value						14,633
NPV of terminal value						9,157
<b>Total enterprise value</b>						<b>11,802</b>
Cash (+)						139
Debt (-)						664
Equity value (Rp mn)						11,276
<b>Number of shares</b>						<b>16</b>
<b>Target price (Rp)</b>						<b>720</b>

Source: Ajaib Research

Figure 41. ALII's 1-year Accumulated Foreign Inflow



Source: Bloomberg, Ajaib Research

Figure 42. ALII's Main Assumption

Key Assumption	2024	2025F	2026F	2027F
Barging Volume Growth (%)	-4.6	102.8	46.4	56.1
Loading Volume Growth (%)	6.0	102.8	47.6	58.5
Floating Loading Volume Growth (%)	91.0	-5.9	157.1	11.1
No. of Barges	61.0	76.0	82.0	86.0

Source: Ajaib Research

Figure 43. Peers Valuation Comparison (TTM)

Ticker	Market Cap (Rp tn)	PE (x)	PB (x)	EV/EBITDA (x)	ROE (%)	ROA (%)	EPS Growth (%)
ALII	8.63	27.1	4.5	23.0	16.5	12.0	23.9
TPMA	2.02	5.3	0.9	3.7	16.9	9.6	-28.4
MBSS	2.46	6.5	0.6	1.1	9.9	8.9	56.1
PSSI	1.87	17.9	0.7	3.8	4.1	3.5	-83.0
TCPI	30.63	276.5	14.3	42.1	5.2	2.8	30.1
NELY	0.89	4.8	0.9	3.7	18.8	13.7	-60.4
HAIS	0.51	5.0	0.7	3.6	13.7	8.1	-38.0
<b>Sector Average</b>		<b>49.0</b>	<b>3.2</b>	<b>11.6</b>	<b>12.1</b>	<b>8.4</b>	<b>-14.2</b>

Source: Bloomberg, Ajaib Research



**Rating for Sectors:**

Overweight : We expect the industry to perform better than the primary market index (JCI) over the next 12 months.

Neutral : We expect the industry to perform in line with the primary market index (JCI) over the next 12 months.

Underweight : We expect the industry to underperform the primary market index (JCI) over the next 12 months.

**Rating for Stocks:**

Buy : The stock is expected to give total return (price appreciation + dividend yield) of > +10% over the next 12 months.

Hold : The stock is expected to give total return of > 0% to ≤ +10% over the next 12 months.

Sell : The stock is expected to give total return of < 0% over the next 12 months.

Outperform : The stock is expected to do slightly better than the market return. Equal to “moderate buy”

Underperform : The stock is expected to do slightly worse than the market return. Equal to “moderate sell”

**Analyst Certification:**

The lead analyst(s) who prepared this equity research report confirm that the opinions stated herein genuinely represent their personal perspectives regarding all the securities or issuers discussed. Additionally, the analyst(s) assert that their remuneration was not, is not, and will not be tied, either directly or indirectly, to any specific recommendations or viewpoints presented in this report.

PREPARED BY AJAIB RESEARCH TEAM



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