

CYBR Equity Update

PT ITSEC Asia Tbk

Strength in Continuity: **CYBR's Solid 1H 2025 Performance**

Published on 6 Aug 2025



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(assisted by: Matthew Nixon Tan)

Stock Rate

Industry

Buy

Overweight

TP 12M
vs. Last PriceIDR 1450
55%

Stock Data

Ticker Code

CYBR

Sub Sector

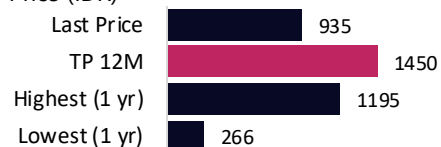
Software & IT Services

Sector

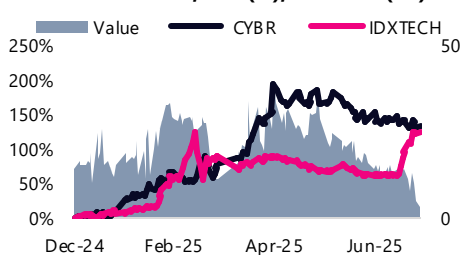
Technology

Market Cap (IDR.Tn)
Shares Issued (Bn)
AVG 3M Turnover (Bn)6.01
6.64
18.57

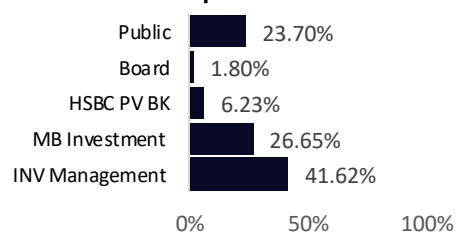
Price (IDR)



Price Performance, YTD(%), Turnover(Bn)



Shareholders Composition



ESG Rating

Environmental
Social
Governance-
-
-

Continued Positive Momentum: In 6M 2025, CYBR delivered a robust financial turnaround and impressive growth across all key performance metrics, confirming its positive revenue and earnings trajectory. Revenue more than doubled, rising 108.5% YoY to IDR 230.4 billion (vs. IDR 110.5 billion in 6M 2024), driven by expanding demand for cybersecurity and infrastructure services. Gross profit soared 332.4% YoY to IDR 120.1 billion, reflecting both higher top-line performance and margin expansion. EBITDA surged 287.7% to IDR 49.6 billion, while net income reversed from a loss of IDR 28.0 billion to a profit of IDR 36.7 billion, marking a 231.1% turnaround.

Sustained Margin Expansion: CYBR's profitability profile significantly improved in 6M 2025, supported by the rising contribution of IntelliBroń, its high-margin software platform. Gross profit margin (GPM) more than doubled to 52.1% vs 25.1% in 6M 2024 driven by higher-margin sales mix, while net profit margin (NPM) turned positive at 15.95%, compared to -25.4% a year earlier. Operating profit was reported at IDR 42.5 billion, representing a healthy operating profit margin (OPM) of 18.44%, reversing an operating loss of IDR 30.6 billion (-27.3% OPM) in H1 2024. This broad-based margin improvement reflects the scalable nature of CYBR's revenue stream.

Driving Growth Through Innovation and Digital Resilience: CYBR is strengthening its position through cutting-edge solutions and talent development. Its flagship platform, IntelliBroń, offers AI-assisted threat protection and built-in compliance—key in the wake of Indonesia's Personal Data Protection Law. The planned launch of the IntelliBroń handphone product should extend this protection to corporate mobile users, tapping into new demand. Meanwhile, the ITSEC Cyber Academy initiative will develop and train local cybersecurity talent, reinforcing CYBR's role in driving Indonesia's secure digital transformation.

Key Takeaways

- **Strong financial turnaround sustained in 1H 2025.** Revenue rose +108.5% YoY to IDR 230.4 billion driven by accelerating demand across cybersecurity and infrastructure segments.
- **Significant and broad-based margin expansion.** Gross profit margin expanded to 52.1% (from 25.1% YoY), while net profit margin turned positive at 15.95%, and operating margin improved to 18.44%, showcasing the business's scalability and strong unit economics.
- **Strategic expansion continues with the launch of IntelliBroń mobile cybersecurity solution,** which targets corporate users, allowing CYBR to capture new market segments amid rising regulatory demand for data protection.
- **Cyber Academy Initiative.** The Cyber Academy Initiative reinforces the company's position as a key enabler of Indonesia's digital transformation.

Buy Recommendation

We assess CYBR's fair value using a blended valuation approach that combines a 10-year Discounted Cash Flow (DCF) model and a 2025 P/S multiple of 16x based on a Peer Group Comparison. This method captures both the company's long-term cash flow potential and its relative positioning in the cybersecurity industry. By applying equal weighting to both methods, **we maintain a target price of IDR 1,450 per share**, reflecting CYBR's strong earnings momentum, scalable software-driven model, and growing relevance in Indonesia's digital transformation. Key risks include slower cybersecurity adoption, regulatory shifts, and intensifying competition.

Financial Highlights

End 31 Dec	2021A	2022A	2023A	2024A	2025F	2026F
Revenue (IDR Mn)	118	187	209	325	575	834
Net Profit (IDR Mn)	3	1	(36)	1	78	150
EBITDA Margin	2.1%	(0.4%)	(16.4%)	3.6%	21.5%	26.4%
NPM	2.3%	0.4%	(17.1%)	0.2%	13.6%	18.0%
ROE	(6.8%)	(1.9%)	(37.3%)	0.8%	26.1%	31.8%
P/S (x)	57.4	36.3	32.5	20.9	11.8	8.1
P/BV (x)	(170.1)	(179.8)	70.9	69.9	22.6	14.3
EV/EBITDA (x)	8660.6	(2325.3)	(237.8)	724.5	53.8	29.7

Source: Company and KSI Research

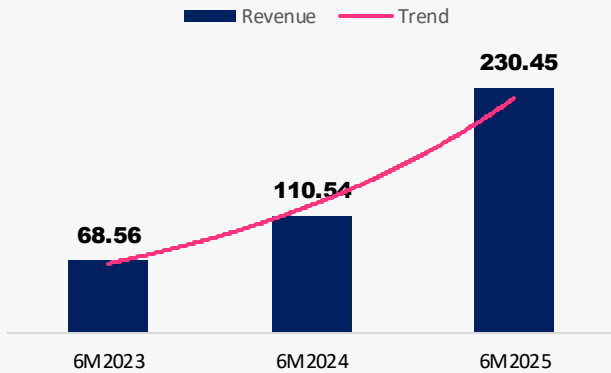


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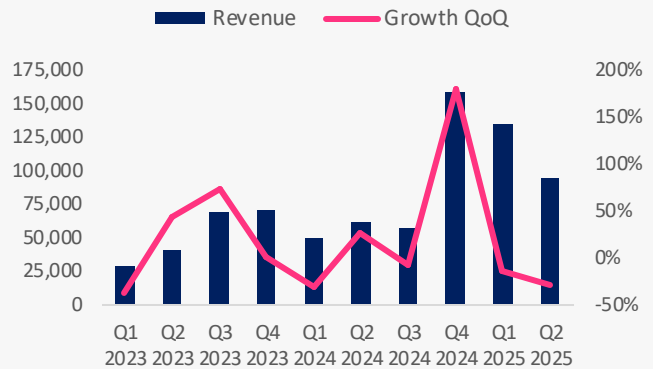
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Financial Overview

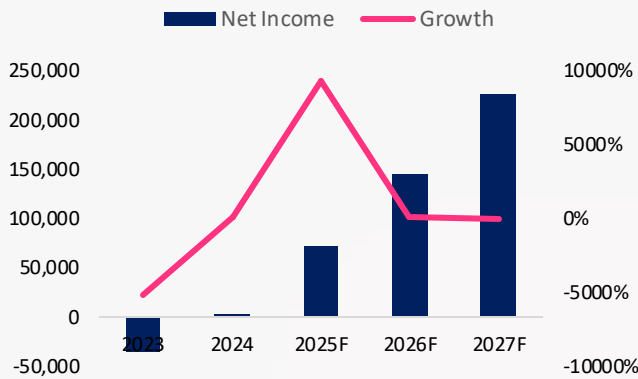
Revenue (IDR Bn)



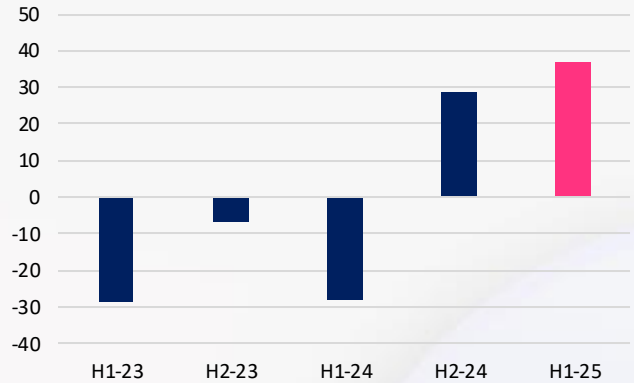
Quarterly Revenue (IDR Bn)



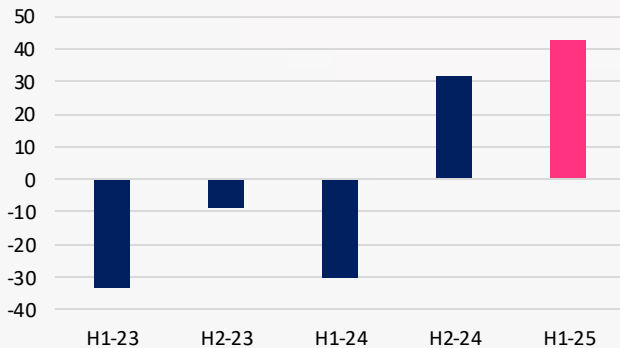
Net Income (IDR Bn)



HoH Net Profit (IDR Bn)



HoH Operating Profit (IDR Bn)



Source: Company, Bloomberg, KSI Research

CYBR's strong 6M 2025 performance confirms the momentum from its 1Q25 turnaround. We expect continued growth in the second half, as revenue and earnings have historically been skewed toward the latter part of the year.

CYBR Maintains Strong Growth Trajectory Despite Seasonal Normalization:

CYBR's performance remains resilient, with 6M 2025 revenue rising +108.5% YoY to IDR 230.4 billion, supported by robust demand for cybersecurity and infrastructure services. While Q1 2025 saw a -25.3% QoQ dip in revenue and a -16.4% QoQ decline in net income (to IDR 33 billion) due to normalization after a record Q4 2024, this is in line with the company's historical seasonality. However, on a full-year basis, 2024 was a breakout year, with revenue rising +55.7% YoY to IDR 325.1 billion and net income turning positive. Looking ahead, 2H 2025 is expected to deliver a rebound, driven by scaling of IntelliBroń, continued investment in OT security capabilities, and margin expansion. CYBR still remains on track to achieve our FY25F revenue target of IDR 575 billion and net income of IDR 78 billion, supported by continued product scaling and margin improvement.



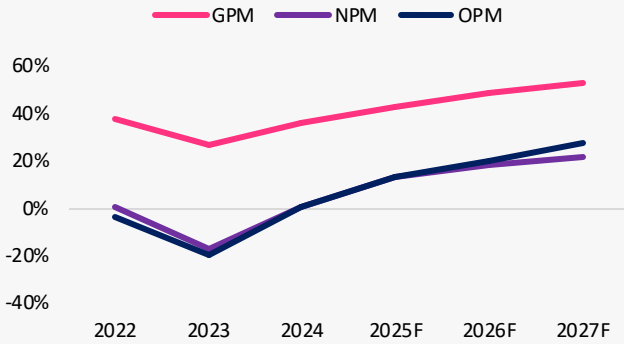
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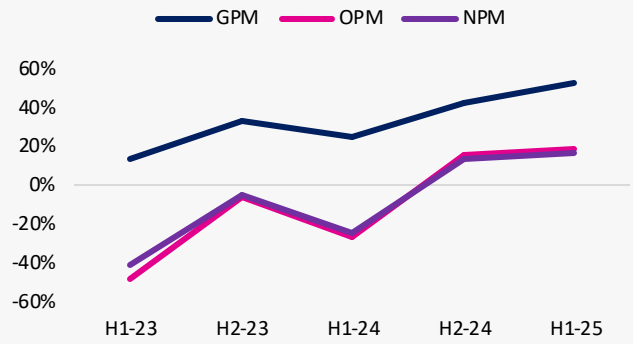
Financial Overview

Source: Company, Bloomberg, KSI Research

Margin Yearly Trend

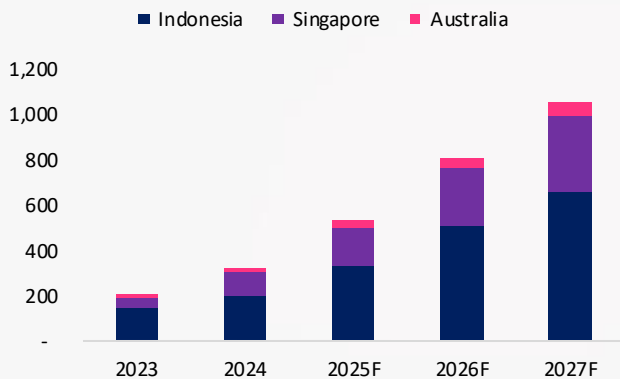


Margin HoH Trend

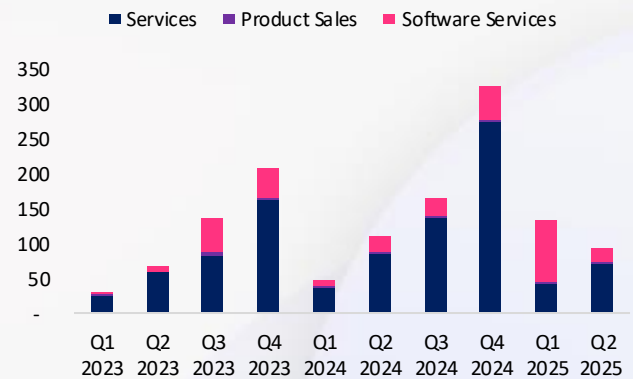


CYBR's margin trend shows a strong recovery and consistent improvement into 6M 2025. The gross profit margin (GPM) more than doubled to 52.1%, up from 25.1% in 6M 2024. Operating profit margin (OPM) rebounded to 18.4%, compared to -27.3% in the same period last year, while net profit margin (NPM) turned positive at 15.95%, versus -25.4% in 6M 2024. This marks CYBR's second consecutive semester of positive profitability across all margin levels, underscoring the strength of its margin-accretive, software-led model and reinforcing a trajectory of sustained financial resilience.

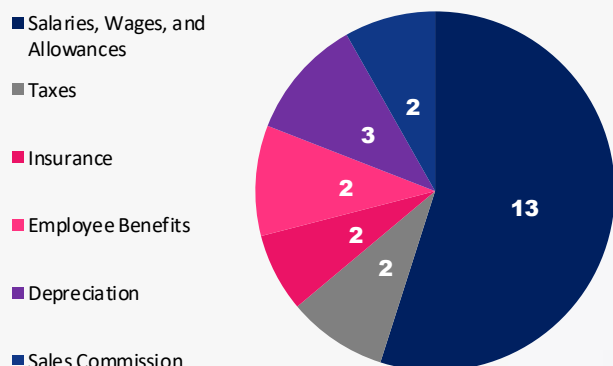
Revenue By Geographic (IDR Bn)



Revenue Trend QoQ (IDR Bn)



OPEX Q2 2025



CYBR is exhibiting strong and scalable growth, driven by geographic expansion and a strategic shift toward high-margin software services. Revenue is projected to grow significantly through 2027, with Indonesia remaining the core market, followed by increasing contributions from Singapore and Australia. Quarterly trends highlight a surge in software service revenue, particularly in Q4 2024, reinforcing CYBR's successful transition to a software-led model. Despite this shift, services continue to anchor the business, providing a stable revenue base.

Source: Company, Bloomberg, KSI Research

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Valuation

We reiterate a “Buy” rating for CYBR. We calculate the fair value of CYBR using a Blended Valuation approach (DCF & P/S). Based on our model, we obtained a fair value target of Rp 1,450 per share (rounded). The DCF method yielded a value of Rp 1,512, while the P/S valuation method gave a target of Rp 1,387. This valuation implies a P/S ratio of 16.0x and reflects our expectation of strong future free cash flow generation and revenue growth.

DCF Val	2025F	2026F	2027F	2028F	2029F	2030F	2031F	2032F	2033F	2034F	2035F
EBIT	92	167	271	417	564	780	104	1,422	1,961	2,642	3,625
Tax	-0.22	-0.22	-0.22	-0.22	-0.22	-0.22	-0.22	-0.22	-0.22	-0.22	-0.22
EBIT (1-tax)	112	204	331	508	688	952	1,273	1,735	2,392	3,223	4,423
D&A	12	25	33	42	48	60	75	95	123	159	205
Ch WC	(62)	(57)	(43)	(31)	(36)	(56)	(67)	(94)	(127)	(161)	(205)
Capex	(9)	(13)	(16)	(28)	(40)	(50)	(62)	(79)	(102)	(132)	(171)
FCF	53	159	304	491	660	905	1,218	1,657	2,285	3,088	4,252
Discount Rate	0.88	0.78	0.69	0.61	0.54	0.48	0.42	0.38	0.33	0.29	0.26
Terminal value										27,255	
PV	47	124	210	299	356	435	512	630	754	8,800	1,106
Sum FCF	13,272	P/S Val 2025F		Blended Val							
Debt	55	Revenue		DCF Target		1,512					
Cash and Cash Equivalents	170	Current Shares		P/S Target		1,387					
EV	13,387	Rev Per Share		86.7 Blended		1,450					
Shares	6,640	P/S Ratio		16							
Target Price	2,016	P/S value		9,208							
Margin of Safety - 25%	1,512	P/S Target		1,387							

Source: Bloomberg, KSI Research

Historical P/S



Source: Bloomberg, KSI Research

Historical PBV



Source: Bloomberg, KSI Research



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Peer Comparison 2025 (Current)

Company	Ticker	Market Cap	PBV	P/S	ROE	DER
CyberArk Software Ltd	CYBR	0.02T	7.6	15.8	-5%	0.01
Zscaler Inc	ZS	0.04T	24.5	17.1	-3%	0.97
Okta Inc	OKTA	0.02T	2.6	6.3	2%	0.15
CrowdStrike Holdings Inc	CRWD	0.12T	33.3	27.5	-6%	0.24
Cloudflare Inc	NET	0.07T	46.6	37.2	-7%	1.4
Palo Alto Networks Inc	PANW	0.13T	18.5	14.9	21%	0.27
Average	-	-	22.2	19.8	-	0.5

Source: Bloomberg, KSI Research

Update: Cybersecurity Summit 2025

ITSEC is hosting a major Cybersecurity Summit in Jakarta on 26-28 August 2025, covering all areas of cybersecurity, with a special focus on critical infrastructure threats.

Management reports strong growth from focus areas:

- Critical Infrastructure
- Intellibron
- International clients, including potential clients in India and the Middle East (MENA)
- **Increasing sophisticated cyberattacks in Indonesia** (large-scale ransomware campaigns targeting securities companies, phishing scams exploiting online banking users and banks, and data breaches affecting e-commerce platforms), driving greater awareness and demand for advanced cybersecurity solutions, particularly from large enterprises and government agencies.

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Kiwoom Sekuritas Guide to Sector/Industry/Stock Ratings

Sector/Industry

OVERWEIGHT	: Sector & Industry Outlook has potential and good condition
NEUTRAL	: Sector & Industry Outlook Stable or tend to be stagnant
UNDERWEIGHT	: Sector & Industry Outlook has challenges and bad condition

Stock

BUY	: Stock Performance > +15%	Over the next 12 month (excluding dividend)
TRADING BUY	: Stock Performance, range between +5% to +15%	Minor to Medium Term
HOLD	: Stock Performance, range between -10% to +15%	Over the next 12 month (excluding dividend)
SELL	: Stock Performance > -15%	Over the next 12 month (excluding dividend)
TRADING SELL	: Stock Performance, range between -5% to -15%	Minor to Medium Term
NOT RATED	: Stock is not within regular research coverage	Over the next 12 month (excluding dividend)



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