

# Kalbe Farma Tbk (KLBF IJ)

## Kinerja Dibayangi Kenaikan Harga Bahan Baku



Segmen Distribusi dan Logistik mencatatkan pertumbuhan 28,9% YoY pada 1Q22 sehingga mendorong kenaikan penjualan 1Q22 menjadi Rp7,0 triliun (+16,6% YoY), dan laba bersih 1Q22 tumbuh 16,5% YoY menjadi Rp834,9 miliar. Dalam mengatasi kenaikan harga bahan baku, KLBF menekan impor bahan baku dan mendorong penggunaan bahan baku herbal. Adapun GPM 1Q22 tercatat lebih rendah menjadi 41,7% (vs 1Q21: 44,0%).

### Segmen Distribusi dan Logistik Tumbuh Paling Tinggi

- KLBF membukukan penjualan 1Q22 sebesar Rp7,0 triliun atau tumbuh 16,6% YoY (vs 1Q21: Rp6,0 triliun) yang didorong oleh pertumbuhan hampir semua segmen.
- Segmen Distribusi dan Logistik mencatatkan pertumbuhan paling tinggi yaitu 28,9% YoY kemudian diikuti oleh segmen Nutrisi (+13,8% YoY), Obat Resep (+9,5% YoY), dan Produk Kesehatan (+6,0% YoY).
- Penjualan ekspor tumbuh 43,3% YoY ditopang oleh segmen Produk Kesehatan (+65,3% YoY) dan penjualan domestik tumbuh 15,4% YoY di mana segmen Distribusi dan Logistik menopang pertumbuhan ini (+29,0% YoY).
- Sepanjang 1Q22, KLBF mencatatkan kenaikan baik laba kotor, laba operasi, maupun laba bersih masing-masing menjadi Rp2,9 triliun (+10,6% YoY), Rp1,1 triliun (+23,2% YoY) dan Rp834,9 miliar (+16,5% YoY).
- Gross Profit Margin 1Q22 tercatat lebih rendah yaitu 41,7% (vs 1Q21: 44,0%) akibat dampak bauran bisnis dan harga bahan baku yang lebih tinggi. EBIT Margin 1Q22 tercatat lebih tinggi yaitu 15,4% (vs 1Q21: 14,5%) sementara Net Profit Margin 1Q22 tetap stabil di 11,9%.

### Dorong Penggunaan Bahan Baku Herbal

- Segmen Obat Resep, Nutrisi, serta Distribusi dan Logistik mencatatkan GPM yang lebih rendah akibat product portfolio mix yaitu masing-masing sebesar 52,5%, 51,3%, dan 22,8% (vs 1Q21: 53,0%, 52,0%, dan 25,3%). Sedangkan GPM untuk segmen Produk Kesehatan relatif stabil di 56,2% (vs 1Q21: 56,4%).
- Adanya risiko kenaikan harga bahan baku akibat depresiasi nilai tukar rupiah membuat KLBF menekan impor bahan bakunya. Padahal, impor mencapai 60% - 70%. Salah satu strategi yang dilakukan KLBF yaitu mendorong penggunaan bahan baku dari produk herbal.
- Strategi yang dilakukan dari segmen Obat Resep yaitu memperkuat kehadiran specialty product, seperti oncology dan biologic. Segmen Nutrisi menawarkan produk yang lebih terjangkau untuk melayani kebutuhan pasar (Zee & Chill Go Powder).
- Sementara itu, strategi yang dilakukan Segmen Produk Kesehatan yaitu memperkuat produk vitamin dan suplemen yang didukung oleh informasi ilmiah serta fokus pada penggunaan bahan baku herbal.
- KLBF melalui anak usaha Kalbe International membentuk JV Kalbe Ecosential International Inc yang akan difokuskan pada pemasaran produk-produk KLBF non-obat resep untuk pasar Filipina. Hal ini diharapkan mampu mendorong penjualan ekspor yang memiliki kontribusi sebesar 5,4% terhadap penjualan.

### Rekomendasi OVERWEIGHT dengan TP Rp1.800

- Kami mempertahankan rekomendasi OVERWEIGHT untuk KLBF dengan target harga Rp1.800/saham (P/E 25,8x atau +1 STD) dengan potensi kenaikan 10,1%. Adapun risiko utama: kenaikan harga bahan baku, depresiasi nilai tukar, dan persaingan produk.

### Kalbe Farma Tbk | Summary (IDR Bn)

|                | 2021A  | 2022E  | 2023E  | 2024E  |
|----------------|--------|--------|--------|--------|
| Net Sales      | 26,261 | 28,961 | 31,656 | 34,690 |
| Growth         | 13.6%  | 10.3%  | 9.3%   | 9.6%   |
| Net Profit     | 3,184  | 3,445  | 3,700  | 4,161  |
| Growth         | 16.5%  | 8.2%   | 7.4%   | 12.5%  |
| EPS (IDR)      | 68     | 74     | 79     | 89     |
| P/E            | 23.8x  | 24.5x  | 22.8x  | 20.3x  |
| P/BV           | 3.6x   | 3.7x   | 3.4x   | 3.1x   |
| EV/EBITDA      | 15.3x  | 15.7x  | 14.8x  | 13.0x  |
| ROE            | 15.0%  | 15.1%  | 14.9%  | 15.3%  |
| ROA            | 12.4%  | 12.5%  | 12.4%  | 12.8%  |
| Dividend Yield | 1.7%   | 1.9%   | 2.0%   | 2.1%   |

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

NH Korindo Sekuritas Indonesia

Company Update | July 05, 2022

## OVERWEIGHT

|                       |       |
|-----------------------|-------|
| Target Price (IDR)    | 1,800 |
| Consensus Price (IDR) | 1,889 |
| TP to Consensus Price | -4.7% |
| Potential Upside      | 10.1% |

### Shares data

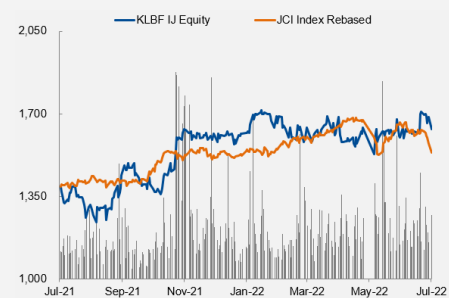
|                        |               |
|------------------------|---------------|
| Last Price (IDR)       | 1,635         |
| Price date as of       | July 04, 2022 |
| 52 wk range (Hi/Lo)    | 1,730/1,240   |
| Free float (%)         | 41.9          |
| Outstanding sh.(mn)    | 46,875        |
| Market Cap (IDR bn)    | 76,640        |
| Market Cap (USD mn)    | 5,112         |
| Avg. Trd Vol - 3M (mn) | 46.88         |
| Avg. Trd Val - 3M (bn) | 76.01         |
| Foreign Ownership      | 20.8%         |

### Healthcare

#### Pharmaceutical & Nutritional Products

|           |         |
|-----------|---------|
| Bloomberg | KLBF IJ |
| Reuters   | KLBF.JK |

### Share Price Performance



|           | YTD  | 1M    | 3M    | 12M   |
|-----------|------|-------|-------|-------|
| Abs. Ret. | 0.9% | -0.3% | -3.0% | 17.6% |
| Rel. Ret. | 1.3% | 6.1%  | 3.7%  | 7.1%  |

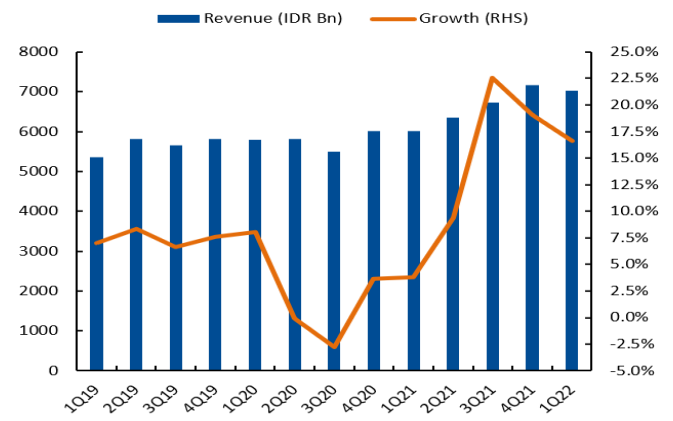
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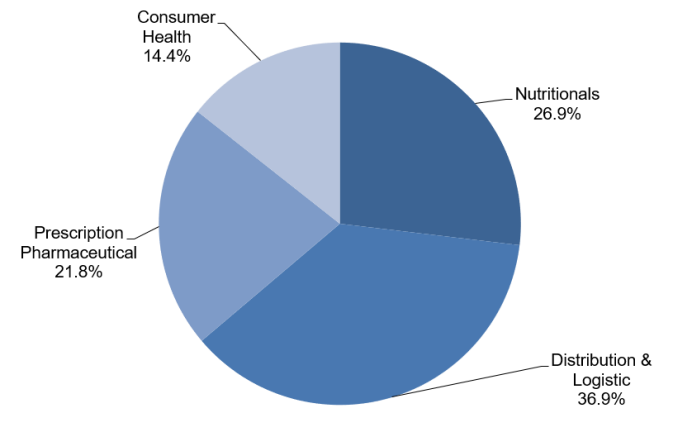
# Performance Highlights

## KLBF's 1Q19—1Q22 Revenues



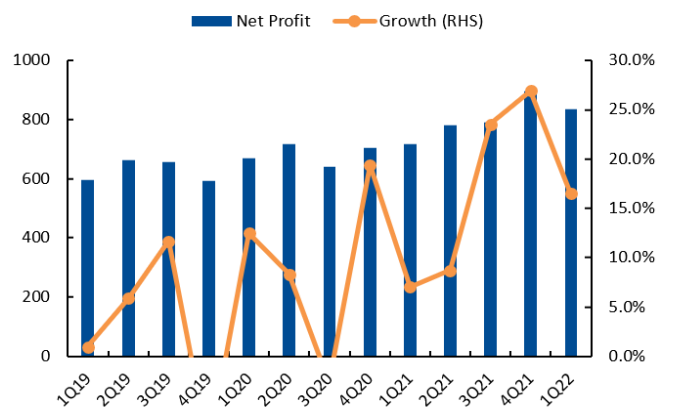
Source: Company Data, NHKSI Research

## KLBF's Revenue Breakdown



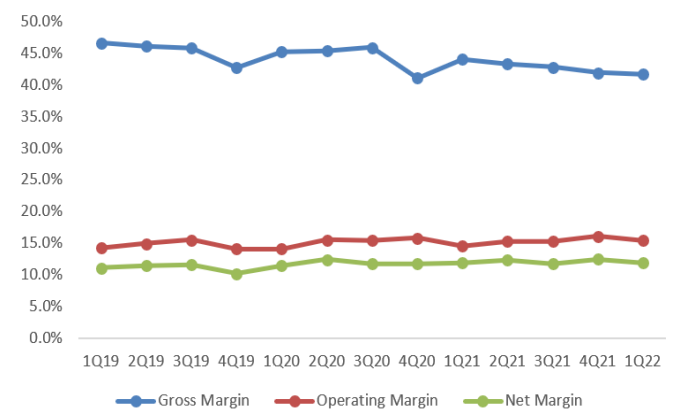
Source: Company Data, NHKSI Research

## KLBF's 1Q19—1Q22 Net Profit



Source: Company Data, NHKSI Research

## KLBF's Margin Ratio



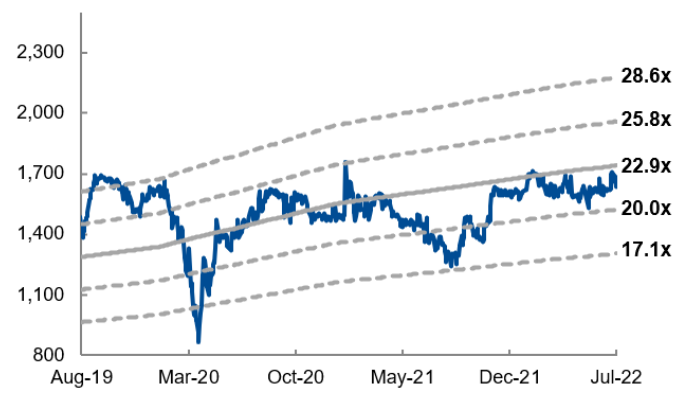
Source: Company Data, NHKSI Research

## 3-Year Forward P/E Band



Source: Company Data, NHKSI Research

## 3-Year Dynamic Forward P/E Band



Source: Company Data, NHKSI Research

## Summary of Financials

| INCOME STATEMENT         |               |               |               |               | PROFITABILITY & STABILITY |          |          |          |          |
|--------------------------|---------------|---------------|---------------|---------------|---------------------------|----------|----------|----------|----------|
| (IDR bn)                 | 2021/12A      | 2022/12E      | 2023/12E      | 2024/12E      |                           | 2021/12A | 2022/12E | 2023/12E | 2024/12E |
| <b>Net Sales</b>         | <b>26,261</b> | <b>28,961</b> | <b>31,656</b> | <b>34,690</b> | ROE                       | 15.0%    | 15.1%    | 14.9%    | 15.3%    |
| <i>Growth</i>            | 13.6%         | 10.3%         | 9.3%          | 9.6%          | ROA                       | 12.4%    | 12.5%    | 12.4%    | 12.8%    |
| COGS                     | (14,977)      | (16,708)      | (18,031)      | (19,978)      | Inventory Turnover        | 3.4x     | 3.5x     | 3.5x     | 3.5x     |
| <b>Gross Profit</b>      | <b>11,284</b> | <b>12,254</b> | <b>13,625</b> | <b>14,712</b> | Receivable Turnover       | 7.6x     | 7.5x     | 7.0x     | 7.0x     |
| <i>Gross Margin</i>      | 43.0%         | 42.3%         | 43.0%         | 42.4%         | Payables Turnover         | 10.3x    | 10.2x    | 10.3x    | 10.2x    |
| Operating Expenses       | (7,254)       | (7,772)       | (8,820)       | (9,309)       | Dividend Yield            | 1.7%     | 1.9%     | 2.0%     | 2.1%     |
| <b>EBIT</b>              | <b>4,030</b>  | <b>4,482</b>  | <b>4,805</b>  | <b>5,403</b>  | Payout Ratio              | 48.0%    | 51.5%    | 48.0%    | 48.0%    |
| <i>EBIT Margin</i>       | 15.3%         | 15.5%         | 15.2%         | 15.6%         | DER                       | 2.9%     | 3.5%     | 3.5%     | 3.5%     |
| Depreciation             | 689           | 595           | 462           | 481           | Net Gearing               | 4.1%     | 4.1%     | 4.1%     | 0.0%     |
| <b>EBITDA</b>            | <b>4,719</b>  | <b>5,077</b>  | <b>5,267</b>  | <b>5,885</b>  | Equity Ratio              | 82.9%    | 83.3%    | 83.3%    | 83.3%    |
| <i>EBITDA Margin</i>     | 18.0%         | 17.5%         | 16.6%         | 17.0%         | Debt Ratio                | 0.0x     | 0.0x     | 0.0x     | 0.0x     |
| Interest Expenses        | (45)          | (50)          | (48)          | (49)          | Financial Leverage        | 1.0x     | 1.0x     | 1.0x     | 1.0x     |
| <b>EBT</b>               | <b>4,143</b>  | <b>4,568</b>  | <b>4,906</b>  | <b>5,518</b>  | Current Ratio             | 4.4x     | 4.6x     | 4.9x     | 5.0x     |
| Income Tax               | (911)         | (1,055)       | (1,134)       | (1,275)       | Quick Ratio               | 3.0x     | 3.4x     | 3.6x     | 3.7x     |
| Minority Interest        | (48)          | (67)          | (72)          | (81)          | Par Value (IDR)           | 10       | 10       | 10       | 10       |
| <b>Net Profit</b>        | <b>3,184</b>  | <b>3,445</b>  | <b>3,700</b>  | <b>4,161</b>  | Total Shares (mn)         | 46,875   | 46,875   | 46,875   | 46,875   |
| <i>Growth</i>            | 16.5%         | 8.2%          | 7.4%          | 12.5%         | Share Price (IDR)         | 1,615    | 1,800    | 1,800    | 1,800    |
| <i>Net Profit Margin</i> | 12.1%         | 11.9%         | 11.7%         | 12.0%         | Market Cap (IDR tn)       | 75.7     | 84.4     | 84.4     | 84.4     |

| BALANCE SHEET                    |               |               |               |               | VALUATION INDEX        |          |          |          |          |
|----------------------------------|---------------|---------------|---------------|---------------|------------------------|----------|----------|----------|----------|
| (IDR bn)                         | 2021/12A      | 2022/12E      | 2023/12E      | 2024/12E      |                        | 2021/12A | 2022/12E | 2023/12E | 2024/12E |
| Cash                             | 6,216         | 7,233         | 9,221         | 10,745        | Price /Earnings        | 23.8x    | 24.5x    | 22.8x    | 20.3x    |
| Receivables                      | 3,431         | 4,340         | 4,524         | 4,940         | Price /Book Value      | 3.6x     | 3.7x     | 3.4x     | 3.1x     |
| Inventories                      | 5,087         | 4,574         | 5,198         | 5,776         | PE/EPS Growth          | 1.4x     | 3.0x     | 3.1x     | 1.6x     |
| <b>Total Current Assets</b>      | <b>15,712</b> | <b>17,179</b> | <b>19,876</b> | <b>22,442</b> | EV/EBITDA              | 15.3x    | 15.7x    | 14.8x    | 13.0x    |
| Net Fixed Assets                 | 8,102         | 8,390         | 8,374         | 8,629         | EV/EBIT                | 17.9x    | 17.8x    | 16.2x    | 14.2x    |
| Other Non Current Assets         | 1,852         | 1,887         | 1,508         | 1,561         | EV (IDR bn)            | 72,198   | 79,921   | 77,999   | 76,558   |
| <b>Total Non Current Assets</b>  | <b>9,954</b>  | <b>10,278</b> | <b>9,882</b>  | <b>10,190</b> | Sales CAGR (3-Yr)      | 7.6%     | 8.6%     | 11.1%    | 9.7%     |
| <b>Total Assets</b>              | <b>25,667</b> | <b>27,457</b> | <b>29,758</b> | <b>32,632</b> | Net Income CAGR (3-Yr) | 9.0%     | 11.2%    | 10.6%    | 9.3%     |
| Payables                         | 1,668         | 1,603         | 1,758         | 1,951         | Basic EPS (IDR)        | 68       | 74       | 79       | 89       |
| ST Bank Loan                     | 94            | 242           | 262           | 288           | BVPS (IDR)             | 454      | 488      | 529      | 580      |
| <b>Total Current Liabilities</b> | <b>3,535</b>  | <b>3,700</b>  | <b>4,047</b>  | <b>4,460</b>  | DPS (IDR)              | 28       | 35       | 35       | 38       |
| LT Debt                          | 533           | 549           | 595           | 653           |                        |          |          |          |          |
| <b>Total Liabilities</b>         | <b>4,401</b>  | <b>4,591</b>  | <b>4,980</b>  | <b>5,453</b>  |                        |          |          |          |          |
| Capital Stock & APIC             | 435           | 435           | 435           | 435           |                        |          |          |          |          |
| Retained Earnings                | 18,747        | 20,443        | 22,355        | 24,756        |                        |          |          |          |          |
| <b>Shareholders' Equity</b>      | <b>21,266</b> | <b>22,865</b> | <b>24,778</b> | <b>27,178</b> |                        |          |          |          |          |

| CASH FLOW STATEMENT        |              |              |              |              | OWNERSHIP            |  |  |  |      |
|----------------------------|--------------|--------------|--------------|--------------|----------------------|--|--|--|------|
| (IDR bn)                   | 2021/12A     | 2022/12E     | 2023/12E     | 2024/12E     |                      |  |  |  |      |
| Operating Cash Flow        | 2,876        | 3,595        | 3,756        | 4,005        | <b>Shareholders</b>  |  |  |  | %    |
| Investing Cash Flow        | (1,172)      | (990)        | (180)        | (787)        | Gira Sole Prima PT   |  |  |  | 10.3 |
| Financing Cash Flow        | (679)        | (1,288)      | (1,588)      | (1,694)      | Ladang Ira Panen PT  |  |  |  | 10.1 |
| <b>Net Changes in Cash</b> | <b>1,008</b> | <b>1,318</b> | <b>1,988</b> | <b>1,524</b> | SANTA SEHA SANADI PT |  |  |  | 10.1 |
|                            |              |              |              |              | Diptanala Bahana PT  |  |  |  | 9.5  |
|                            |              |              |              |              | <b>By Geography</b>  |  |  |  | %    |
|                            |              |              |              |              | Indonesia            |  |  |  | 79.2 |
|                            |              |              |              |              | United States        |  |  |  | 9.1  |
|                            |              |              |              |              | Ireland              |  |  |  | 2.4  |
|                            |              |              |              |              | Canada               |  |  |  | 2.2  |

Source: Company Data, NHKSI Research

## NH Korindo Sekuritas Indonesia (NHKSI) Stock Ratings

1. Based on a stock's forecasted absolute return over a period of 12 months from the date of publication.
2. Rating system based on a stock's potential upside from the date of publication
  - Buy : Greater than +15%
  - Overweight : +5% to 15%
  - Hold : -5% to +5%
  - Underweight : -5% to -15%
  - Sell : Less than -15%

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