

# Kalbe Farma Tbk (KLBF IJ)

## Masih dibayangi Perubahan Konsumsi



KLBF membukukan penjualan 3Q23 sebesar Rp7,4 triliun dan secara kumulatif 9M23 penjualan berhasil meningkat 6,5% YoY didorong oleh tumbuhnya penjualan domestik maupun ekspor. Di tengah adanya perubahan belanja konsumen, segmen Produk Kesehatan mengalami penurunan penjualan sebesar 12,1% YoY diikuti oleh laba kotornya yang mengalami penurunan sebesar 14,0% YoY sehingga ikut membawa GPMnya tercatat lebih rendah yaitu 54,9% (vs 9M22: 56,1%).

### Penjualan Meningkat; Laba Bersih Masih Berjuang

- KLBF membukukan penjualan 3Q23 sebesar Rp7,4 triliun (+1,0% QoQ; +1,0% YoY) dan secara kumulatif 9M23 penjualan berhasil meningkat 6,5% YoY menjadi Rp22,6 triliun yang didorong oleh meningkatnya penjualan domestik (+5,4% YoY) maupun ekspor (+26,6% YoY).
- Laba kotor 9M23 tercatat Rp8,9 triliun atau tumbuh lebih kecil sebesar 2,0% YoY dari harga pokok penjualannya yang naik menjadi Rp13,7 triliun (+9,7% YoY) sehingga membawa GPM tercatat lebih rendah sebesar 39,5% (vs 9M22: 41,2%) akibat dampak bauran bisnis serta tingginya harga bahan baku.
- Meningkatnya beban usaha pada 9M23 sebesar 9,7% YoY yang didorong oleh meningkatnya beban penjualan (+8,4% YoY), G&A (+13,8% YoY), serta R&D (+16,0% YoY) menyebabkan laba usaha berkontraksi 15,3% YoY menjadi Rp2,6 triliun. Hal ini Nampak pada Opex to Sales Ratio tercatat lebih tinggi sebesar 27,4% (vs 9M22: 26,6%) sementara OPM tercatat lebih rendah yaitu 11,7% (vs 9M22: 14,7%).
- Penurunan juga tampak pada laba bersih 9M23 sebesar 16,9% YoY menjadi Rp2,1 triliun (vs 9M22: Rp2,5 triliun) sehingga menyebabkan NPM tercatat turun menjadi 9,2% (vs 9M22: 11,7%). Adapun secara kuartalan 3Q23, KLBF membukukan laba kotor sebesar Rp2,7 triliun (-7,6% QoQ; -7,0% YoY), laba usaha tercatat Rp648,4 miliar (-25,1% QoQ; -39,3% YoY), serta laba bersih sebesar Rp535,9 miliar (-20,4% QoQ; -36,8% YoY).

### GPM Tiap Segmen Kompak Tercatat Lebih Rendah

- Sepanjang 9M23, segmen Obat Resep mencatatkan pertumbuhan double-digit pada penjualannya yaitu 31,4% YoY menjadi Rp5,8 triliun. Laba kotor untuk segmen ini juga mengalami peningkatan sebesar 26,0% YoY menjadi Rp2,8 triliun namun GPM menurun menjadi 48,5% (vs 9M22: 50,6%) akibat *product mix* dan tingginya harga bahan baku.
- Di tengah adanya perubahan belanja konsumen, segmen Produk Kesehatan satu-satunya yang mengalami penurunan penjualan sebesar 12,1% YoY menjadi Rp2,9 triliun. Laba kotornya memimpin penurunan sebesar 14,0% YoY menjadi Rp1,6 triliun sehingga membawa GPMnya tercatat lebih rendah yaitu 54,9% (vs 9M22: 56,1%) akibat kenaikan biaya bahan baku serta *product mix*.
- Dari segmen Nutrisi, di tengah kondisi pasar yang menantang, penjualan tumbuh 2,5% YoY menjadi Rp5,9 triliun sementara laba kotornya turun 1,7% YoY menjadi Rp2,8 triliun. Penurunan ini menyebabkan GPM tercatat lebih rendah yaitu sebesar 47,8% (vs 9M22: 49,9%) akibat kenaikan harga bahan baku serta *product mix*.
- Untuk segmen Distribusi dan Logistik (yang memiliki kontribusi penjualan sebesar 35%), penjualannya pada 9M23 mampu tumbuh 3,2% YoY menjadi Rp8,0 triliun namun laba kotornya berkontraksi 5,6% YoY menjadi Rp1,7 triliun. Sementara itu, akibat adanya bauran portofolio, GPMnya tercatat lebih kecil yaitu 21,3% (vs 9M22: 23,3%).

### Rekomendasi OVERWEIGHT dengan TP Rp1.800

- Kami memberikan rekomendasi OVERWEIGHT dengan menurunkan target harga menjadi Rp1.800/saham atau mengimplikasikan P/E 22,2x dan memiliki potensi kenaikan 13,2%. Adapun, risiko utama dari rekomendasi kami antara lain kenaikan harga bahan baku, depresiasi nilai tukar, dan perubahan belanja konsumen.

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

	2022A	2023E	2024E	2025E
Net Sales	28,934	31,062	33,908	36,949
Growth	10.2%	7.4%	9.2%	9.0%
Net Profit	3,382	3,322	3,822	4,210
Growth	6.2%	-1.8%	15.0%	10.2%
EPS (IDR)	72	71	82	90
P/E	29.0x	25.4x	22.1x	20.0x
P/BV	4.4x	3.6x	3.3x	3.0x
EV/EBITDA	19.4x	16.6x	14.7x	13.3x
ROE	15.3%	14.1%	14.9%	15.1%
ROA	12.4%	11.5%	12.5%	13.2%
Dividend Yield	1.7%	2.1%	2.0%	2.4%

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

NH Korindo Sekuritas Indonesia

Company Update | Nov. 13, 2023

## OVERWEIGHT

Target Price (IDR)	1,800
Consensus Price (IDR)	1,980
TP to Consensus Price	-9.1%
Potential Upside	13.2%

### Shares data

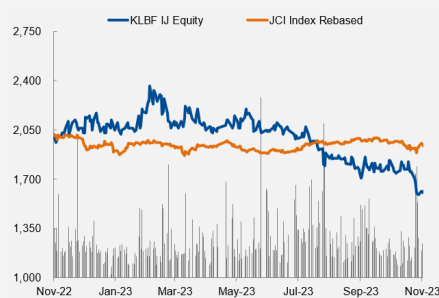
Last Price (IDR)	1,590
Price date as of	Nov. 10, 2023
52 wk range (Hi/Lo)	2,360/1,550
Free float (%)	40.45
Outstanding sh.(mn)	46,875
Market Cap (IDR bn)	74,531
Market Cap (USD mn)	4,748
Avg. Trd Vol - 3M (mn)	29.79
Avg. Trd Val - 3M (bn)	52.51
Foreign Ownership	19.6%

### Healthcare

#### Pharmaceutical & Nutritional Products

Bloomberg	KLBF IJ
Reuters	KLBF.JK

### Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	-22.8%	-9.4%	-13.8%	-19.7%
Rel. Ret.	-22.2%	-7.8%	-12.6%	-17.4%

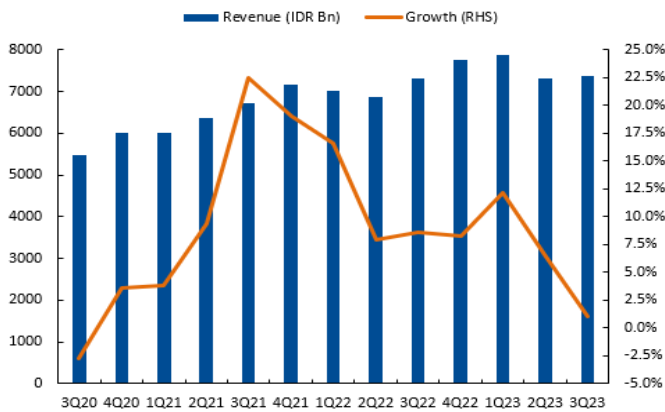
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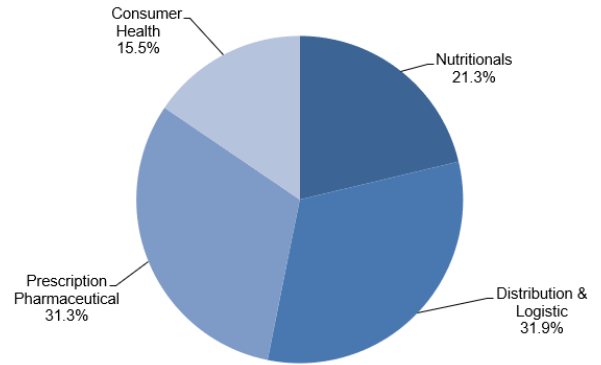
# Performance Highlights

## KLBF's 3Q20—3Q23 Revenues



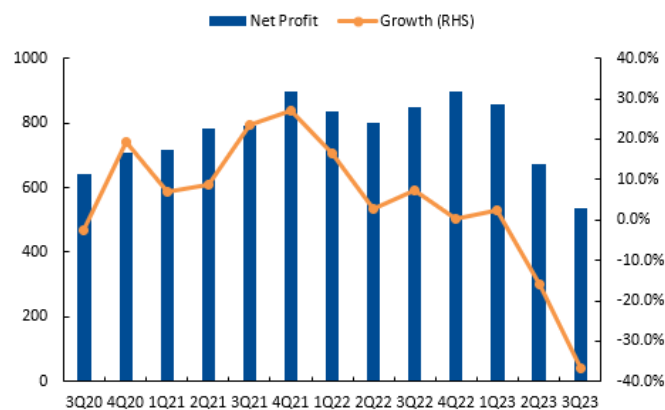
Source: Company Data, NHKSI Research

## KLBF's Revenue Breakdown (9M23)



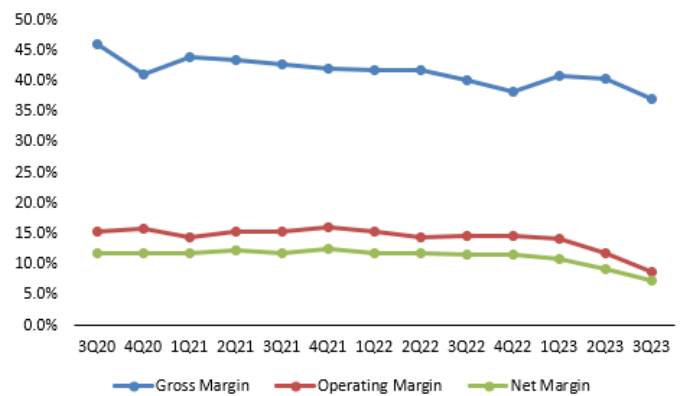
Source: Company Data, NHKSI Research

## KLBF's 3Q20—3Q23 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)	2022/12A	2023/12E	2024/12E	2025/12E		2022/12A	2023/12E	2024/12E	2025/12E
<b>Net Sales</b>	<b>28,934</b>	<b>31,062</b>	<b>33,908</b>	<b>36,949</b>	ROE	15.3%	14.1%	14.9%	15.1%
<i>Growth</i>	10.2%	7.4%	9.2%	9.0%	ROA	12.4%	11.5%	12.5%	13.2%
COGS	(17,229)	(18,509)	(19,983)	(21,794)	Inventory Turnover	2.8x	2.5x	2.9x	2.8x
<b>Gross Profit</b>	<b>11,704</b>	<b>12,553</b>	<b>13,925</b>	<b>15,155</b>	Receivable Turnover	7.2x	6.3x	6.2x	6.7x
<i>Gross Margin</i>	40.5%	40.4%	41.1%	41.0%	Payables Turnover	9.4x	9.5x	12.2x	14.6x
Operating Expenses	(7,464)	(8,227)	(8,981)	(9,702)	Dividend Yield	1.7%	2.1%	2.0%	2.4%
<b>EBIT</b>	<b>4,240</b>	<b>4,325</b>	<b>4,944</b>	<b>5,453</b>	Payout Ratio	51.2%	52.0%	52.0%	52.0%
<i>EBIT Margin</i>	14.7%	13.9%	14.6%	14.8%	DER	5.3%	5.6%	5.6%	5.6%
Depreciation	715	664	618	651	Net Gearing	5.6%	5.8%	5.8%	5.8%
<b>EBITDA</b>	<b>4,955</b>	<b>4,989</b>	<b>5,562</b>	<b>6,104</b>	Equity Ratio	81.1%	81.7%	84.1%	87.9%
<i>EBITDA Margin</i>	17.1%	16.1%	16.4%	16.5%	Debt Ratio	0.0x	0.0x	0.0x	0.0x
Interest Expenses	(41)	(91)	(66)	(79)	Financial Leverage	1.0x	1.0x	1.0x	1.0x
<b>EBT</b>	<b>4,459</b>	<b>4,351</b>	<b>5,005</b>	<b>5,513</b>	Current Ratio	3.8x	3.9x	4.7x	6.5x
Income Tax	(1,009)	(999)	(1,150)	(1,266)	Quick Ratio	2.2x	2.3x	2.8x	4.0x
Minority Interest	(68)	(29)	(34)	(37)	Par Value (IDR)	10	10	10	10
<b>Net Profit</b>	<b>3,382</b>	<b>3,322</b>	<b>3,822</b>	<b>4,210</b>	Total Shares (mn)	46,875	46,875	46,875	46,875
<i>Growth</i>	6.2%	-1.8%	15.0%	10.2%	Share Price (IDR)	2,090	1,800	1,800	1,800
<i>Net Profit Margin</i>	11.7%	10.7%	11.3%	11.4%	Market Cap (IDR tn)	98.0	84.4	84.4	84.4
BALANCE SHEET					VALUATION INDEX				
(IDR bn)	2022/12A	2023/12E	2024/12E	2025/12E		2022/12A	2023/12E	2024/12E	2025/12E
Cash	3,950	3,948	5,017	5,748	Price /Earnings	29.0x	25.4x	22.1x	20.0x
Receivables	4,614	5,245	5,481	5,494	Price /Book Value	4.4x	3.6x	3.3x	3.0x
Inventories	7,027	7,550	7,701	7,855	PE/EPS Growth	4.6x	-14.3x	1.5x	2.0x
<b>Total Current Assets</b>	<b>16,710</b>	<b>18,028</b>	<b>19,542</b>	<b>20,449</b>	EV/EBITDA	19.4x	16.6x	14.7x	13.3x
Net Fixed Assets	8,055	8,085	8,207	8,432	EV/EBIT	22.7x	19.2x	16.6x	14.9x
Other Non Current Assets	2,476	2,780	2,836	2,893	EV (IDR bn)	96,352	82,858	81,909	81,301
<b>Total Non Current Assets</b>	<b>10,531</b>	<b>10,865</b>	<b>11,043</b>	<b>11,325</b>	Sales CAGR (3-Yr)	8.5%	10.4%	8.9%	8.5%
<b>Total Assets</b>	<b>27,241</b>	<b>28,893</b>	<b>30,585</b>	<b>31,775</b>	Net Income CAGR (3-Yr)	10.5%	6.7%	6.3%	7.6%
Payables	1,997	1,920	1,642	1,493	Basic EPS (IDR)	72	71	82	90
ST Bank Loan	856	1,082	1,180	1,281	BVPS (IDR)	471	503	549	596
<b>Total Current Liabilities</b>	<b>4,431</b>	<b>4,632</b>	<b>4,179</b>	<b>3,143</b>	DPS (IDR)	35	37	37	42
LT Debt	312	245	267	290					
<b>Total Liabilities</b>	<b>5,144</b>	<b>5,292</b>	<b>4,854</b>	<b>3,845</b>	OWNERSHIP				
Capital Stock & APIC	435	-	-	-	<b>Shareholders</b>				%
Retained Earnings	20,498	22,497	24,627	26,826	Ladang Ira Panen PT				10.5
<b>Shareholders' Equity</b>	<b>22,097</b>	<b>23,600</b>	<b>25,731</b>	<b>27,930</b>	Gira Sole Prima PT				10.3
					SANTA SEHA SANADI PT				10.1
					Diptanala Bahana PT				9.5
CASH FLOW STATEMENT					<b>By Geography</b>				%
(IDR bn)	2022/12A	2023/12E	2024/12E	2025/12E	Indonesia				80.4
Operating Cash Flow	1,285	2,576	3,479	3,523	United States				8.2
Investing Cash Flow	(1,437)	(1,015)	(803)	(929)	Ireland				3.1
Financing Cash Flow	(2,352)	(2,351)	(1,607)	(1,862)	Canada				2.0
<b>Net Changes in Cash</b>	<b>(2,520)</b>	<b>(807)</b>	<b>1,069</b>	<b>731</b>					

Source: Company Data, NHKSI Research

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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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