# PT Kalbe Farma Tbk. (KLBF)

## *Healthy Top-Line Growth Holds the Line, Margins Still Feel the Pinch*

***KLBF's 1H26 revenue grew +14% YoY to IDR 19.5 trillion, in line with our estimates and representing 51% of our FY26F revenue forecast, a healthy half-year run-rate. 2Q26 revenue alone rose +18% YoY (+1% QoQ), with growth broad-based across all business lines and driven by both revenue and volume expansion. The Distribution & Logistics segment remained the standout performer, surging +32% YoY (+7% QoQ). GPM compressed to 38% in 1H26 (vs. 41% in 1H25), pressured by raw material costs and product mix. OPM eased to 12% (vs. 15% in 1H25), while NPM slipped to 10% (vs. 12% in 1H25), with net profit coming in at IDR 1.9 trillion (-2.8% YoY), equating to 52% of our FY26F net profit run-rate.***

### 1H26 & 2Q26 Financial Performance

- **Strong double-digit growth sustained into 1H26.** KLBF's 1H26 revenue grew +14% YoY to IDR 19.5 tn, in line with our estimates and representing 51% of our FY26F revenue forecast. 2Q26 revenue continued the momentum, rising +18% YoY (+1% QoQ).
- **Growth broadens across the board.** The topline expansion was underpinned by a broad-based increase across business lines alongside stronger volumes. Distribution & Logistics remained the clear standout, surging +32% YoY (+7% QoQ) and lifting its contribution to total sales to 38% (vs. 34% in 2Q25). Prescription Pharmaceutical revenue rose +6% YoY (+2% QoQ), Consumer Health climbed +20% YoY (-7% QoQ), while Nutritionals grew +12% YoY (-3% QoQ).
- **Margins remain under pressure from costs and mix.** GPM compressed to 38% in 1H26 (vs. 41% in 1H25), driven by elevated raw material prices and an unfavorable product mix. OPM eased to 12% (vs. 15% in 1H25) as operating costs stayed elevated alongside the topline growth push.
- **Bottom line softens but stays in-line with our estimates.** NPM declined to 10% in 1H26 (vs. 12% in 1H25), attributable to higher COGS and elevated operating expenses. Net profit came in at IDR 1.9 tn (-2.8% YoY), equating to 52% of our FY26F net profit run-rate, still in-line with our expectations.

### Unchanged Risks, Maintaining our outlook for 2H26F

- **IDR depreciation remains an ongoing cost risk.** The rupiah has weakened approximately -10% YoY to ~IDR 17,850/USD, a continued concern given the significant USD-denominated raw material base, particularly for the Nutritional segment.
- **Elevated oil prices add cost pressure on both input and logistics.** Having eased from its ~USD 100-110/barrel high, oil remains elevated at ~USD 85-90/barrel (+38-39% YoY) amid renewed US-Iran uncertainty after the interim peace deal expired on August 17, 2026. This keeps costs elevated for petrochemical-derived raw materials, packaging, and distribution, a meaningful line item given Enseval's extensive delivery fleet.
- **Government fuel price hike introduces a demand-side risk.** In June 2026, the government raised non-subsidized fuel prices, with Pertamax climbing from IDR 12,300 to a peak of IDR 16,250/liter, easing to ~IDR 15,950/liter but still well above pre-hike levels. The squeeze on household transportation budgets poses a broader risk to consumer purchasing power.
- **Mitigation continues, but risks remain live.** Company is building raw material procurement buffers, diversifying import currency, and tightening OPEX discipline. We continue to monitor these risks given their potential impact on margins and volume ahead.

### BUY Recommendation with Target Price of IDR 1,100

- **We are maintaining our BUY rating on KLBF with an unchanged target price of IDR 1,100/share.** At current levels, the stock trades at ~10.1x forward P/E, near its -2 standard deviation band of its 3-year historical P/E range, offering a compelling entry point. We continue to favor KLBF as its multi-segment platform provides a natural hedge against segment-specific cyclicality, with the Enseval distribution network serving as a competitive moat as the largest distribution network in healthcare.

### PT Kalbe Farma Tbk. | Summary (IDR Billions)

| | 2024/12A | 2025/12A | 2026/12F | 2027/12F | 2028/12F |
|---|---|---|---|---|---|
| Revenue | 32.628 | 35.325 | 37.937 | 41.211 | 44.410 |
| *Growth (%y/y)* | *7,2%* | *8,3%* | *7,4%* | *8,6%* | *7,8%* |
| Net Profit | 3.241 | 3.665 | 3.707 | 4.212 | 4.797 |
| *Growth (%y/y)* | *17,1%* | *13,1%* | *1,1%* | *13,6%* | *13,9%* |
| Basic EPS (IDR) | 69 | 78 | 79 | 90 | 102 |
| Price / Earnings | 19,7 | 15,4 | 10,1 | 8,9 | 7,8 |
| Price / Book Value | 2,8 | 2,4 | 1,5 | 1,4 | 1,3 |
| EV / EBITDA | 12,7 | 10,1 | 6,5 | 5,8 | 5,1 |
| ROE | 14,2% | 15,7% | 15,2% | 15,9% | 16,6% |
| ROA | 11,0% | 11,9% | 11,7% | 12,5% | 13,1% |

*Source : Company Data, Bloomberg, NHKSI Research*

**Update Report | 19th August 2026**

**BUY**

| | |
|---|---|
| **Target Price (IDR)** | **1,100** |
| Consensus Price | 1,170 |
| TP to Consensus Price | -6.0% |
| Potential Upside | +37.5% |

### Shares Data

| | |
|---|---|
| Last Price (IDR) | 800 |
| Price date as of | 19th August 2026 |
| 52 wk range (Hi/Lo) | 1,415 / 630 |
| Free Float (%) | 33.7 |
| Outstanding sh (mn) | 46.813 |
| Market Cap (IDR bn) | 37,685 |
| Market Cap (USD mn) | 2,112 |
| Avg. Trd Vol – 3M (mn) | 86.4 |

Sector
**Healthcare**

Sub-Sector
**Pharmacy & Healthcare Research**

| | |
|---|---|
| Bloomberg | KLBF IJ Equity |
| Reuters | KLBF JK |

### Shares Price Performance


| | YTD | 3M | 6M | 12M |
|---|---|---|---|---|
| Abs.Ret | -34.9% | -5.9% | -26.7% | -42.2% |
| Rel.Ret | -8.3% | -2.8% | -3.7% | -23.8% |

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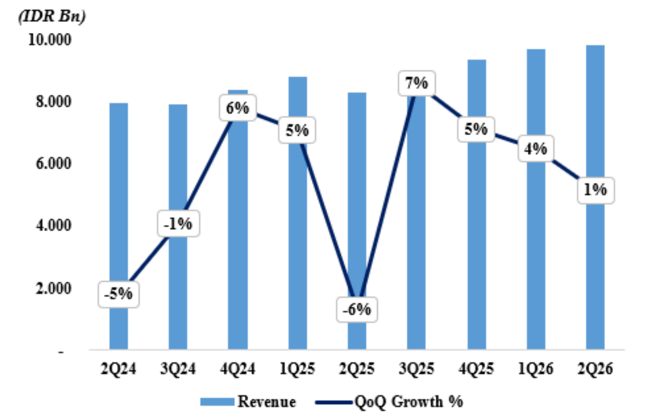
**Please consider the rating criteria & important disclaimer**

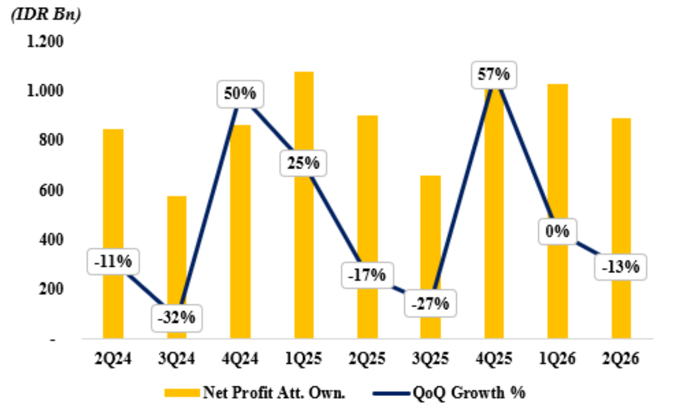
## Performance Highlight for KLBF

**Exhibit 1. KLBF Quarterly Revenue Performance (2Q24-2Q26)**



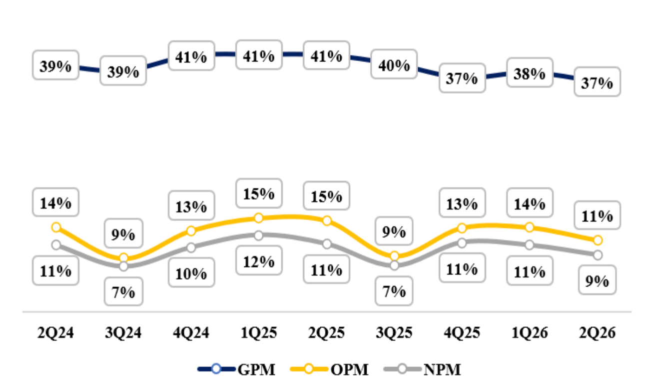

*Source: Company, NHKSI Research*

**Exhibit 2. KLBF Quarterly Net Profit Performance (2Q24-2Q26)**



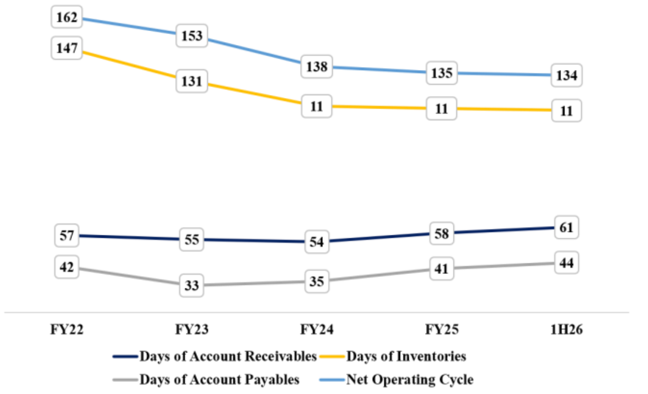

*Source: Company, NHKSI Research*

**Exhibit 3. KLBF Margin Performance (2Q24-2Q26)**



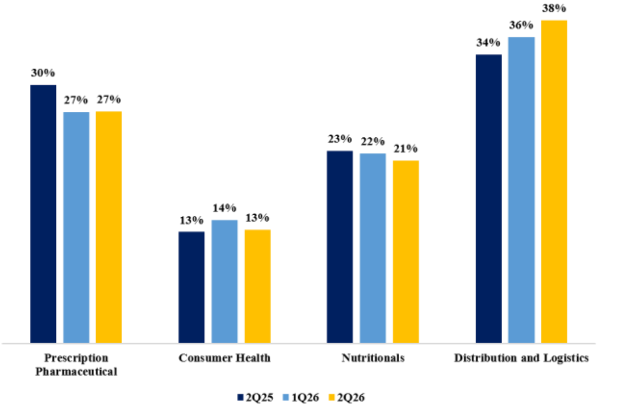

*Source: Company, NHKSI Research*

**Exhibit 4. KLBF Working Capital Management**



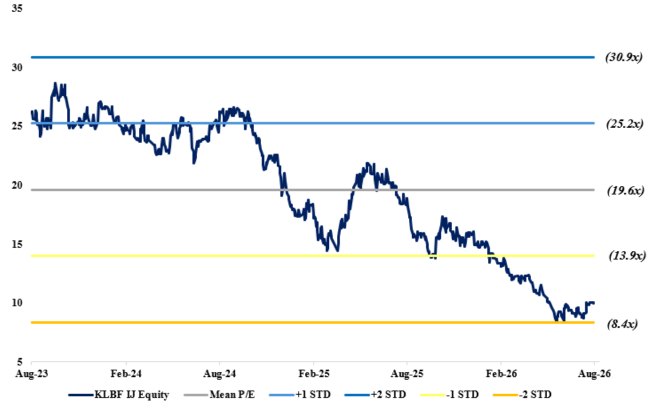

*Source: Company, NHKSI Research*

**Exhibit 5. KLBF Revenue Contribution by Segment**




*Source: Company, NHKSI Research*

**Exhibit 6. KLBF 3-Year P/E Band**




*Source: Company, NHKSI Research*

## Summary of KLBF's Financials & Forecast

### INCOME STATEMENT

| (IDR bn) | 2024/12A | 2025/12A | 2026/12F | 2027/12F | 2028/12F |
|---|---|---|---|---|---|
| **Net Sales** | **32.628** | **35.325** | **37.937** | **41.211** | **44.410** |
| *Growth* | *7,2%* | *8,3%* | *7,4%* | *8,6%* | *7,8%* |
| COGS | (19.671) | (21.269) | (23.293) | (24.868) | (26.300) |
| **Gross Profit** | **12.957** | **14.056** | **14.644** | **16.344** | **18.111** |
| *Gross Margin* | *39,7%* | *39,8%* | *38,6%* | *39,7%* | *40,8%* |
| Operating Expenses | (8.876) | (9.474) | (9.994) | (11.063) | (12.077) |
| **EBIT** | **4.081** | **4.582** | **4.650** | **5.281** | **6.033** |
| *EBIT Margin* | *12,5%* | *13,0%* | *12,3%* | *12,8%* | *13,6%* |
| Depreciation | 613 | 589 | 476 | 407 | 344 |
| **EBITDA** | **4.694** | **5.171** | **5.126** | **5.688** | **6.377** |
| *EBITDA Margin* | 14,4% | 14,6% | 13,5% | 13,8% | 14,4% |
| Finance Expenses | (69) | (51) | (78) | (73) | (74) |
| **EBT** | **4.219** | **4.778** | **4.743** | **5.391** | **6.138** |
| Income Tax | (972) | (1.034) | (1.027) | (1.167) | (1.328) |
| **Net Profit** | **3.241** | **3.665** | **3.707** | **4.212** | **4.797** |
| *Growth* | *17,1%* | *13,1%* | *1,1%* | *13,6%* | *13,9%* |
| *Net Profit Margin* | *9,9%* | *10,4%* | *9,8%* | *10,2%* | *10,8%* |

### PROFITABILITY & STABILITY

| | 2024/12A | 2025/12A | 2026/12F | 2027/12F | 2028/12F |
|---|---|---|---|---|---|
| ROE | 14,2% | 15,7% | 14,4% | 14,9% | 15,4% |
| ROA | 11,0% | 11,9% | 11,2% | 11,9% | 12,3% |
| Inventory Turnover | 3,0 | 3,2 | 3,2 | 3,2 | 3,2 |
| Receivable Turnover | 6,6 | 6,5 | 6,1 | 6,2 | 6,3 |
| Payables Turnover | 7,8 | 6,2 | 5,8 | 6,4 | 6,6 |
| Dividend Yield | 120% | 77% | 185% | 211% | 240% |
| Payout Ratio | 50% | 25% | 40% | 40% | 40% |
| DER | 2% | 1% | 1% | 1% | 1% |
| DAR | 1% | 1% | 1% | 0% | 0% |
| Net Gearing | 2% | 1% | 1% | 1% | 1% |
| Cash Conversion Cycle | 131,38 | 134,49 | 136,88 | 134,25 | 135,21 |
| Interest Coverage | 58,94 | 90,21 | 59,88 | 72,05 | 81,20 |
| Current Ratio | 4,11 | 3,47 | 3,87 | 4,31 | 4,25 |
| Quick Ratio | 2,55 | 2,16 | 2,42 | 2,75 | 2,74 |
| Total Shares (mn) | 46.875 | 46.813 | 46.813 | 46.813 | 46.813 |
| Share Price (IDR) | 1.360 | 1.205 | 800 | 800 | 800 |
| Market Cap (IDR bn) | 63.750 | 56.410 | 37.451 | 37.451 | 37.451 |

### BALANCE SHEET

| (IDR bn) | 2024/12A | 2025/12A | 2026/12F | 2027/12F | 2028/12F |
|---|---|---|---|---|---|
| Cash | 4.723 | 4.331 | 4.828 | 5.678 | 6.444 |
| Receivables | 5.016 | 5.896 | 6.462 | 6.882 | 7.303 |
| Inventories | 6.502 | 6.985 | 7.538 | 7.918 | 8.374 |
| **Total Current Assets** | **17.188** | **18.508** | **20.103** | **21.917** | **23.633** |
| Net Fixed Assets | 8.269 | 8.333 | 8.768 | 9.327 | 10.007 |
| Other Non Current Assets | 3.973 | 3.858 | 4.115 | 4.209 | 5.209 |
| **Total Non Current Assets** | **12.242** | **12.191** | **12.883** | **13.536** | **15.215** |
| **Total Assets** | **29.430** | **30.699** | **32.986** | **35.453** | **38.848** |
| Payables | 2.824 | 4.084 | 3.924 | 3.793 | 4.220 |
| ST Bank Loan | 340 | 134 | 146 | 156 | 164 |
| **Total Current Liabilities** | **4.186** | **5.336** | **5.193** | **5.086** | **5.561** |
| LT Debt | 92 | 21 | 20 | 19 | 18 |
| Other Non Current Liab | 561 | 613 | 593 | 619 | 639 |
| **Total Non Current Liab** | **654** | **635** | **614** | **638** | **657** |
| **Total Liabilities** | **4.839** | **5.971** | **5.806** | **5.724** | **6.219** |
| Capital Stock & APIC | 440 | 350 | 350 | 350 | 350 |
| Retained Earnings | 23.313 | 25.343 | 28.272 | 30.800 | 33.678 |
| **Shareholders' Equity** | **22.789** | **23.312** | **25.742** | **28.269** | **31.147** |

### VALUATION INDEX

| | 2024/12A | 2025/12A | 2026/12F | 2027/12F | 2028/12F |
|---|---|---|---|---|---|
| Price /Earnings | 19,7 | 15,4 | 10,1 | 8,9 | 7,8 |
| Price /Book Value | 2,8 | 2,4 | 1,5 | 1,3 | 1,2 |
| EPS Growth | 17% | 13% | 1% | 14% | 14% |
| EV/EBITDA | 12,67 | 10,10 | 6,40 | 5,62 | 4,89 |
| EV/EBIT | 14,57 | 11,40 | 7,05 | 6,05 | 5,17 |
| EV (IDR bn) | 59.459 | 52.235 | 32.788 | 31.948 | 31.189 |
| Sales CAGR (3-Yr) | 8% | 7% | 8% | 8% | 8% |
| Net Income CAGR (3-Y | 1% | 3% | 10% | 9% | 12% |
| Basic EPS (IDR) | 69 | 78 | 79 | 90 | 102 |
| BVPS (IDR) | 486 | 498 | 550 | 604 | 665 |
| DPS (IDR) | 35 | 20 | 32 | 36 | 41 |

### CASH FLOW STATEMENT

| (IDR bn) | 2024/12A | 2025/12A | 2026/12F | 2027/12F | 2028/12F |
|---|---|---|---|---|---|
| Operating Cash Flow | 4.785 | 3.271 | 3.405 | 3.796 | 4.180 |
| Investing Cash Flow | (1.247) | (800) | (977) | (833) | (994) |
| Financing Cash Flow | (2.092) | (2.869) | (1.930) | (2.131) | (2.429) |
| **Net Changes in Cash** | **1.491** | **(392)** | **497** | **849** | **766** |

### OWNERSHIP

| **Shareholders** | **%** |
|---|---|
| PT Ladang Ira Panen | 10,5 |
| PT Gira Sole Prima | 10,3 |
| PT Santa Seha Sanadi | 10,1 |
| PT Lucasta Murni Cemerlang | 9,5 |
| PT Diptanala Bahana | 9,3 |
| PT Bina Artha Charisma | 8,2 |
| PT Kalbe Farma Tbk | 3,3 |
| **By Geography** | **%** |
| Indonesia | 86,7 |
| United States | 5,0 |
| Others | 8,3 |

*Source: Company, Bloomberg & NHKSI Research*

**Please consider the rating criteria & important disclaimer**

## 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%

## Disclaimer