



Current Price, 03/10/2018 **Rp. 2400**  
Fair Value **Rp. 2505**  
Potential Upside **4%**

# HOLD

### Stock Information

Ticker Code **KAEF**  
Market Cap (Rp) **13,83T**  
52-Week High (Rp) **2880**  
52-Week Low (Rp) **1990**  
Shares Issued (Bio) **5.55**

### Major Shareholders (%)

Republik Indonesia **90,02%**  
Public (>5%) **9,08%**  
Total **100%**

### Price Performance (2017-2018)



KAEF IJ Equity (Kimia Farma Persero Tbk PT) Daily 29DEC2017-27SEP2018 Copyright© 2018 Bloomberg Finance L.P. 27-Sep-2018 12:16:50

Source : Bloomberg

### PT OSO Securities

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## Update 1H18 : PT Kimia Farma (Persero) Tbk (KAEF IJ), (KAEF JK)

- Pada Semester Pertama Tahun 2018, KAEF Membukukan Penjualan Senilai Rp 3.4 Triliun Atau Tumbuh 29% (yoy). Nilai penjualan sebesar Rp 3.4 triliun ini mayoritas dikontribusi oleh segmen *Pharmaceutical retailing* sebesar 56% atau senilai 1.92 triliun, kemudian diikuti segmen *Pharmaceutical wholesale* sebesar 38% atau senilai Rp 1.2 triliun.
- KAEF Resmi Akuisisi 60% Saham Dawaa Medical Limited Company (Dawaa) perusahaan asal Arab Saudi dengan nilai penyertaan modal sebesar SAR38 juta (Arab Saudi Riyal) atau setara Rp139,38 miliar melalui skema pemesanan saham baru (*share subscription*). Nantinya KAEF akan menambah apotik di Mekkah dan Jeddah maupun Madinah melalui Dawaa dengan menargetkan dapat memiliki 90 *outlet* apotik dalam kurun dua tahun ke depan. Saat ini KAEF telah memiliki 31 *outlet* di Arab Saudi.
- KAEF Berencana Ekspansi Ke Ranah Digital Dengan Menerapkan Teknologi *Internet of Things (IoT)* dalam proses produksi obat di pabrik hingga membuat aplikasi untuk mengontrol proses distribusi hingga ke outlet ritel KAEF. Dari aplikasi tersebut, emiten berkode KAEF ini dapat memantau kinerja outlet ritelnya.
- **Rekomendasi BUY**  
Kami melakukan penilaian atas saham KAEF dengan tiga metode *Relative Valuation* yaitu *Price to Sales Multiple*, *Price to Earning Multiple* dan *Price to Book Value Multipl* yang kemudian didapat harga wajar KAEF senilai Rp 2505,- per lembar, dimana harga ini merefleksikan PE'18F, PS'18F, dan PBV'18F masing-masing sebesar 25x, 5x, dan 2x.

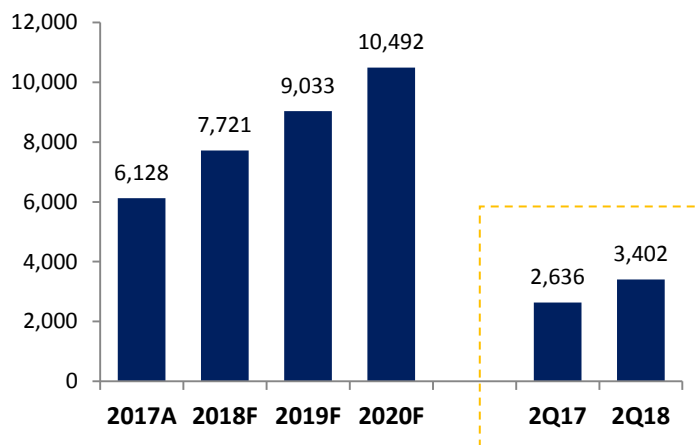
Tabel I : Highlight

in Billions of IDR	2015A	2016A	2017A	2018F	2019F	2020F
Revenue	4,860	5,812	6,128	6,955	7,720	8,490
Gross Profit	1,537	1,864	2,202	2,497	2,772	3,048
Net Income	266	272	331	484	531	589
Total Aset Lancar	2,101	2,907	3,662	4,426	5,753	7,480
Total Aset	3,435	4,613	6,096	8,047	10,461	13,599
Lt Debt	2.20	303	887	701	965	1,323
Total Ekuitas	2,057	2,271	2,573	3,066	3,606	4,204

Source : Company and OSO Research

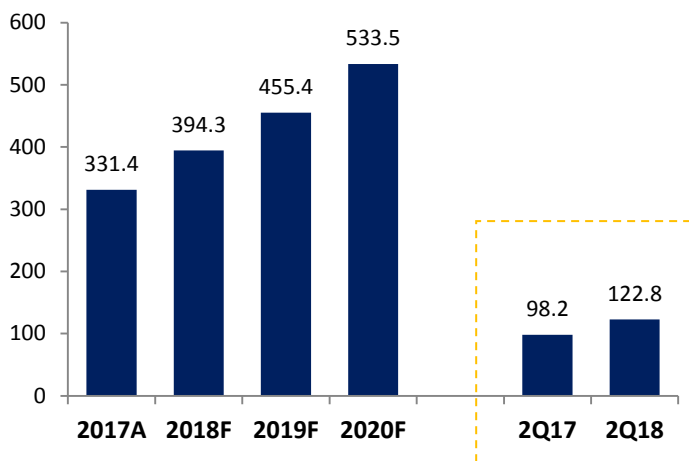
**KAEF - Financial Result - 1H18**

**Grafik I : Revenue (in Bn of IDR)**



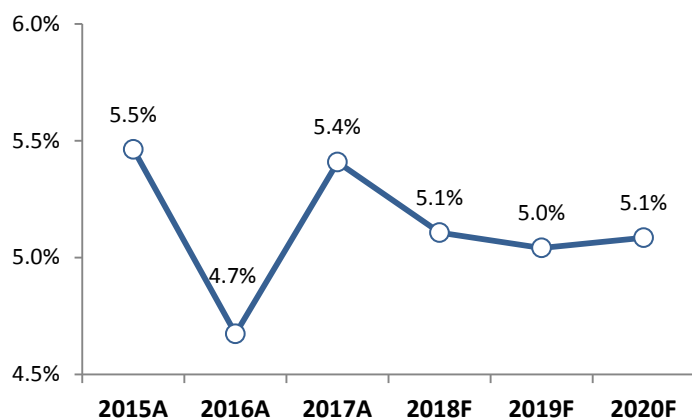
Source : Company and OSO Research

**Grafik II : Net Income (in Bn of IDR)**



Source : Company and OSO Research

**Grafik III : Net Profit Margin**



Source : Company and OSO Research

**Hingga Akhir Juli, KAEF Telah Membuka 105 Gerai Baru Guna Meningkatkan Penjualan Ritel.**

Hingga saat ini KAEF telah memiliki lebih dari 1000 gerai apotek, 522 klinik kesehatan dan 10 optik. Dimana semua lini bisnis KAEF rencananya akan terus melakukan ekspansi guna meningkatkan penjualannya. Adapun KAEF merencanakan dapat menambah 200 gerai baru di tahun ini, dimana hingga Juli KAEF telah membuka 105 gerai.

**Pada Semester Pertama Tahun 2018, KAEF Membukukan Penjualan Senilai Rp 3.4 Triliun Atau Tumbuh 29% (yoy).**

Nilai penjualan sebesar Rp 3.4 triliun ini mayoritas dikontribusi oleh segmen Pharmaceutical retailing sebesar 56% atau senilai 1.92 triliun, kemudian diikuti segmen Pharmaceutical wholesale sebesar 38% atau senilai Rp 1.2 triliun.

**KAEF Hindari Efek Negatif Pelemahan Mata Uang Rupiah Melalui Strategi Pembelian Bahan Baku Dengan Jangka Waktu Lama Guna Menjadi Persediaan Selama Dua Tahun**

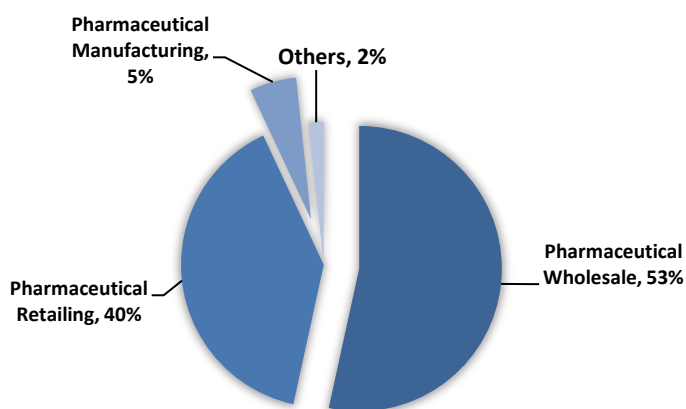
Pelemahan mata uang rupiah akan sangat berpengaruh negatif terutama kepada sektor-sektor yang memang memiliki bahan baku berbasis impor, dimana hal ini akan dapat meningkatkan beban pokok perusahaan. Adapun KAEF untuk menghindari besarnya efek negatif tersebut KAEF kemudian membuat strategi melalui pembelian bahan baku dengan nilai yang besar serta menggunakan kurs rupiah di pasar spot dengan jangka waktu lama yakni membuat persediaan atau pasokan yang memadai untuk kurun waktu dua tahun sekaligus. Adapun KAEF telah mengambil langkah siaga sehingga pelemahan Rupiah berpotensi tidak mempengaruhi terlalu besar.

**KAEF Berencana Ekspansi Ke Ranah Digital Dengan Menerapkan Teknologi *Internet of Things* (IoT) dalam proses produksi obat di pabrik hingga membuat aplikasi untuk mengontrol proses distribusi hingga ke outlet ritel KAEF.**

Dari aplikasi tersebut, emiten berkode **KAEF** ini dapat memantau kinerja outlet ritelnya. Dimana KAEF merencanakan pada triwulan keempat semua outlet Kimia Farma sudah terintegrasi.

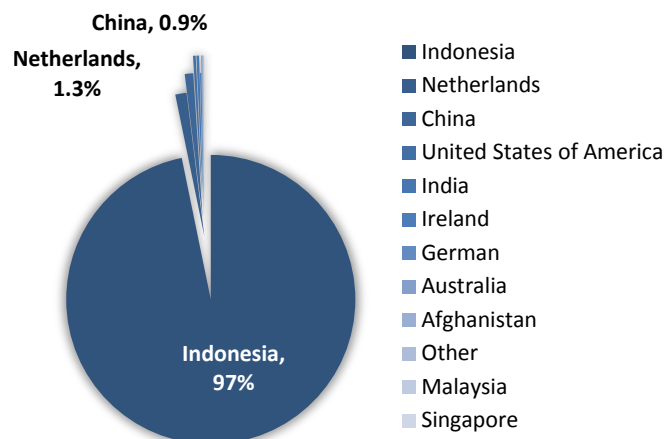
**KAEF - Financial Projection**

**Grafik IV : Kontribusi penjualan berdasarkan Product/Brand Segments**



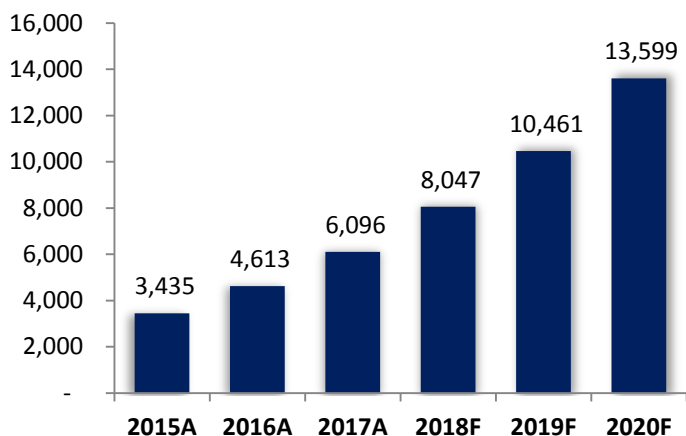
Source : Company and OSO Research

**Grafik V: Ratio Margin SRIL (%)**



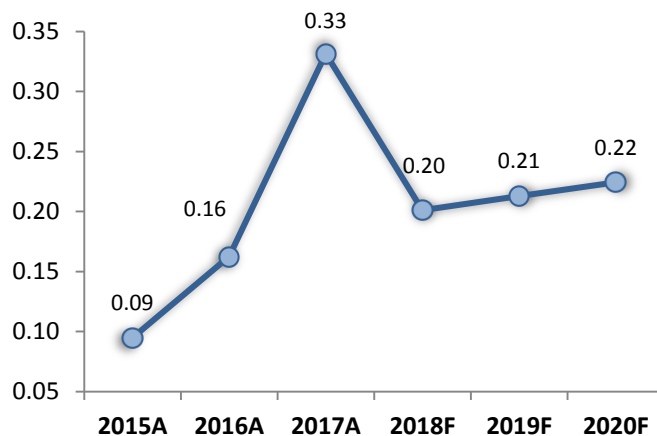
Source : Company and OSO Research

**Grafik VI : Total Assets (in Bn of IDR)**



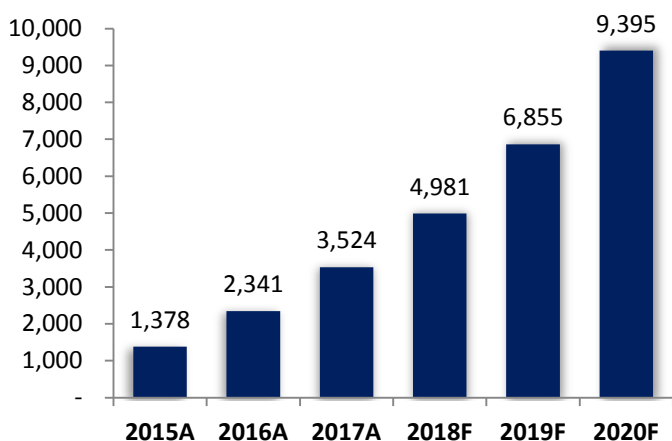
Source : Company and OSO Research

**Grafik VII : Debt to Assets (x)**



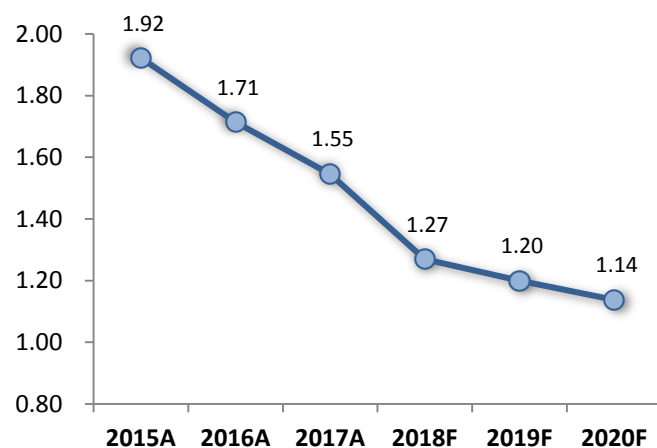
Source : Company and OSO Research

**Grafik VIII : Total Liabilitas (in Bn of IDR)**



Source : Company and OSO Research

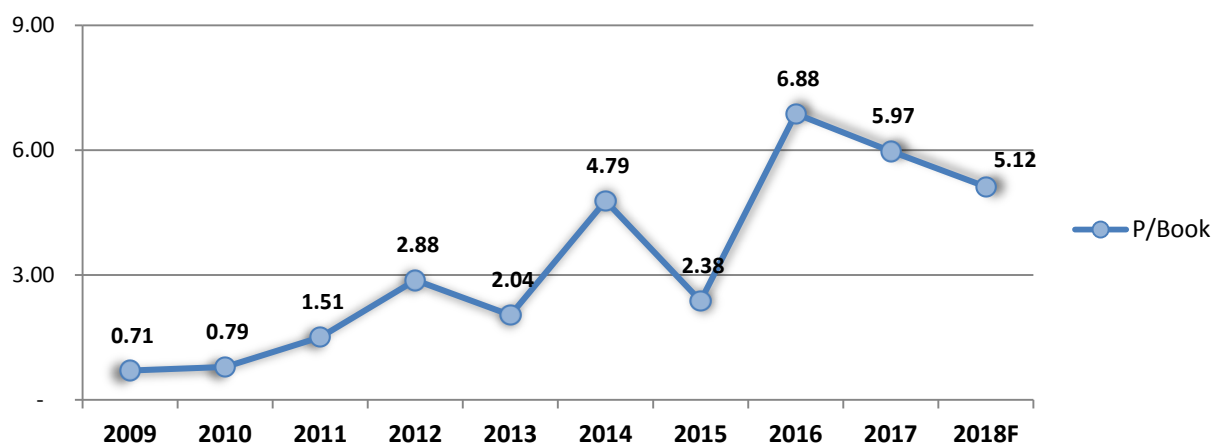
**Grafik IX: Current Ratio**



Source : Company and OSO Research

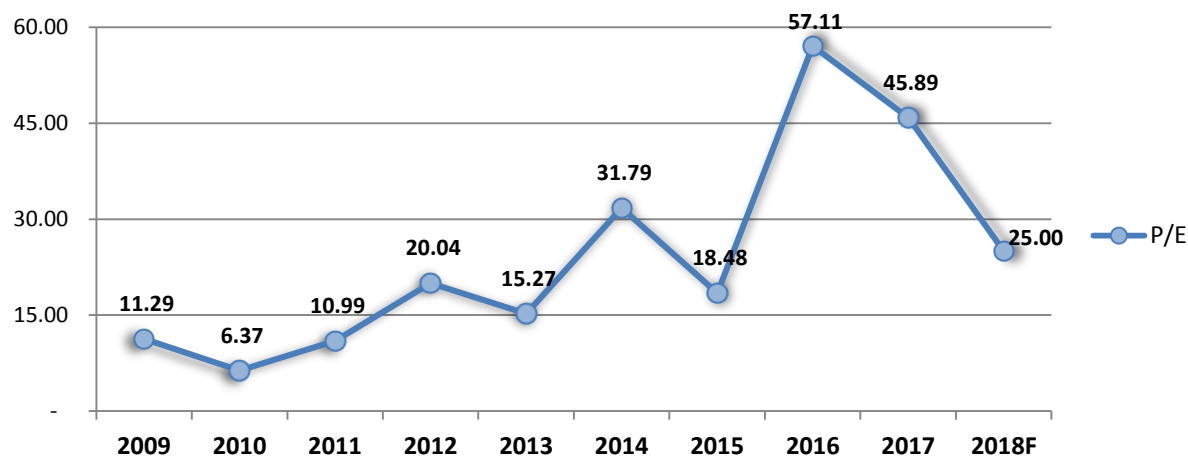
**KAEF - Relative Valuation**

**Grafik X : P/Book Ratio Multiple**



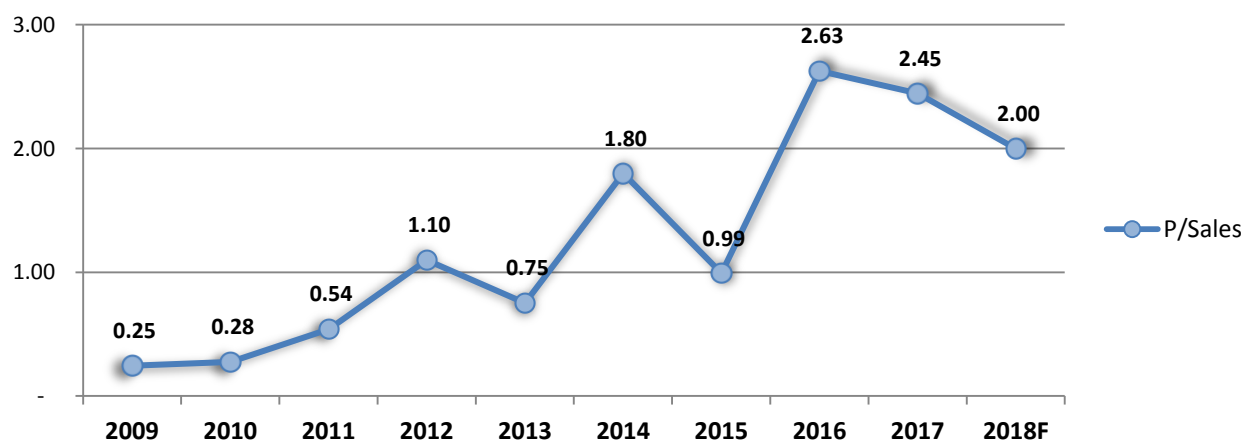
Source : Company and OSO Research

**Grafik XI : P/E Ratio Multiple**



Source : Company and OSO Research

**Grafik XII : P/S Ratio Multiple**



Source : Company and OSO Research

**KAEF - Financial Statement**

**Tabel II : Income Statement**

in Billions of IDR	2015A	2016A	2017A	2018F	2019F	2020F
<b>Revenue</b>	<b>4,860</b>	<b>5,812</b>	<b>6,128</b>	6,955	7,720	8,490
Cost of Revenue	(3,324)	(3,948)	(3,926)	(4,458)	(4,948)	(5,442)
<b>Gross Profit</b>	<b>1,537</b>	<b>1,864</b>	<b>2,202</b>	<b>2,497</b>	<b>2,772</b>	<b>3,048</b>
Others Operating Income	51	45	96	109	121	133
Operating Expense	1,227	1,480	1,792	1,889	2,097	2,307
<b>Operating Income (Loss)</b>	<b>361</b>	<b>429</b>	<b>506</b>	<b>716</b>	<b>795</b>	<b>875</b>
Non-Operating Loss	(6)	(46)	(57)	(60)	(66)	(73)
<b>Pre-tax profit</b>	<b>355</b>	<b>383</b>	<b>449</b>	<b>657</b>	<b>729</b>	<b>802</b>
Tax	(89)	(111)	(118)	(172)	(198)	(213)
<b>Net Income</b>	<b>266</b>	<b>272</b>	<b>331</b>	<b>484</b>	<b>531</b>	<b>589</b>

Source : Company and OSO Research

**Tabel III : Financial Position**

in Billions of IDR	2015A	2016A	2017A	2018F	2019F	2020F
Cash, Cash Equivalents & ST	461	648	990	1,151	1,496	1,945
Accounts & Notes Receiv	555	710	930	1,124	1,461	1,900
Inventories	742	967	1,192	1,441	1,873	2,435
Other ST Assets	342	582	550	710	923	1,200
<b>Total Aset Lancar</b>	<b>2,101</b>	<b>2,907</b>	<b>3,662</b>	<b>4,426</b>	<b>5,753</b>	<b>7,480</b>
<b>Aset Tidak Lancar</b>						
Property, Plant & Equip, Net	675	1,007	1,690	2,293	2,863	3,469
LT Investments & Receivable	267	275	489	727	945	1,229
Other LT Assets	393	425	255	379	493	641
<b>Total Noncurrent Assets</b>	<b>1,334</b>	<b>1,706</b>	<b>2,434</b>	<b>3,621</b>	<b>4,707</b>	<b>6,120</b>
<b>Total Aset</b>	<b>3,435</b>	<b>4,613</b>	<b>6,096</b>	<b>8,047</b>	<b>10,461</b>	<b>13,599</b>
Payables & Accruals	531	895	1,179	1,840	2,532	3,470
St Debt	323	445	1,133	914	1,258	1,724
Other ST Liabilities	239	356	58	733	1,008	1,382
<b>Total Current Liabilities</b>	<b>1,093</b>	<b>1,696</b>	<b>2,370</b>	<b>3,487</b>	<b>4,798</b>	<b>6,576</b>
Lt Debt	2.2	303	887	701	965	1,323
Other LT Liabilities	284	342	268	793	1,091	1,496
<b>Total Noncurrent Liabilities</b>	<b>286</b>	<b>645</b>	<b>1,154</b>	<b>1,494</b>	<b>2,056</b>	<b>2,818</b>
<b>Total Liabilitas</b>	<b>1,378</b>	<b>2,341</b>	<b>3,524</b>	<b>4,981</b>	<b>6,855</b>	<b>9,395</b>
Share Capital & APIC	599	599	623	623	623	623
Retained Earnings	1,457	1,673	1,946	2,439	2,980	3,578
Other Equity	0.2	(0.2)	3.8	3.8	3.8	3.8
<b>Total Ekuitas</b>	<b>2,057</b>	<b>2,271</b>	<b>2,573</b>	<b>3,066</b>	<b>3,606</b>	<b>4,204</b>
<b>Total Kewajiban dan Ekuitas</b>	<b>3,435</b>	<b>4,613</b>	<b>6,096</b>	<b>8,047</b>	<b>10,461</b>	<b>13,599</b>

Source : Company and OSO Research

**Tabel IV : Cash Flow**

in Billions of IDR	2015A	2016FY	2017FY	2018F	2019F	2020F
Net Income	265.5	271.6	331.4	484.4	530.8	588.8
Depreciation & Amortization	45.1	49.4	65.9	300.8	257.0	259.5
Change in working capital	(177.2)	202.1	82.0	(353.5)	16.3	(52.0)
<b>Cash from Operating</b>	<b>202.8</b>	<b>213.4</b>	<b>32.6</b>	<b>431.7</b>	<b>804.1</b>	<b>796.3</b>
CAPEX	(150.7)	(381.6)	(749.4)	(904.0)	(826.7)	(865.4)
Net Change in LT Investment	238.2	(81.1)	(257.6)	(603.2)	(569.7)	(605.9)
Other Investing Activities	(342.9)	(31.6)	169.4	(124.4)	(113.8)	(148.0)
<b>Cash from Investing</b>	<b>(255.4)</b>	<b>(494.3)</b>	<b>(837.6)</b>	<b>(1,631.6)</b>	<b>(1,510.2)</b>	<b>(1,619.2)</b>
Dividend paid	(7.4)	(4.0)	(4.1)	(8.9)	(9.7)	(9.4)
Cash From (Repayment) Debt	36.7	(54.9)	81.0	(185.1)	263.8	357.7
Other Financing Activities	3.2	120.3	49.4	2,046.7	797.3	923.5
<b>Cash From Financing</b>	<b>(59.8)</b>	<b>467.6</b>	<b>1,146.9</b>	<b>1,852.8</b>	<b>1,051.3</b>	<b>1,271.7</b>
<b>Net increase/(decrease) in cash</b>	<b>(112.4)</b>	<b>186.7</b>	<b>341.9</b>	<b>652.9</b>	<b>345.2</b>	<b>448.8</b>
beginning cash	81.6	(30.8)	155.9	497.8	1,150.7	1,495.9
<b>ending cash</b>	<b>(30.8)</b>	<b>155.9</b>	<b>497.8</b>	<b>1,150.7</b>	<b>1,495.9</b>	<b>1,944.7</b>

Source : Company and OSO Research

## Research Team

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