

Siloam Hospitals

HOLD (unchanged)

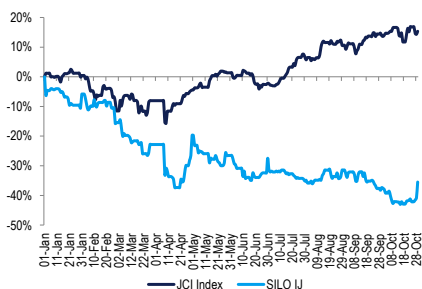
Company Update | Healthcare | SILO IJ | 29 October 2025

Stock Data

Target price	Rp2,700
Prior TP	Rp2,700
Current price	Rp2,090
Upside/downside	29.2%
Shares outstanding (mn)	13,006
Market cap (Rp bn)	27,183
Free float	7%
Avg. 6m daily T/O (Rp bn)	3

Price Performance

	3M	6M	12M
Absolute	-1.4%	-12.2%	-44.3%
vs. JCI	-8.6%	-33.2%	-52.1%
52w low/high (Rp)	1,845 – 3,750		



Major Shareholders

PT Megapratama Karta Persada	49.6%
Prime Health Company	26.2%

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3Q25 results: below our estimate amid weak GPM; but in-line with consensus

- 9M25 net profit of Rp761bn (-13% yoy) was in-line with consensus estimate at 68% (vs. 3yr avg of 69%); 9M25 revenue also in-line.
- Soft 3Q25 net profit of Rp305bn (-5% yoy) was dragged down by weak 3Q25 GPM of 50.6% (-147bps yoy).
- Maintain HOLD with unchanged TP of Rp2,700/sh pending further details on the earnings call.

9M25 net profit was in-line with consensus estimate

SILO booked 9M25 net profit of Rp761bn (-13% yoy) and this was in-line with consensus estimate at 68% (vs. 3yr avg of 69%); but, below our estimate at 63% due to softer GPM. 9M25 gross sales stood at Rp9.4tr (+3.3% yoy) and this was in-line with our/consensus estimates at 71/72% (vs. 3yr avg of 74%). 9M25 EBITDA remained flat at Rp2.1tr, implying an EBITDA margin of 28.5%, and this was in-line with our/consensus estimate at 72/70% (vs. 3yr avg of 73%). 9M25 GPM dropped significantly by -183bps yoy to 49.3%. Overall, 9M25's top-line growth of 3.3% and EBITDA margin of 28.5% was below FY25F company guidance of top-line growth of high single digit to low double digit and a 29-30% EBITDA margin.

Soft 3Q25 GPM amid weak revenue intensity

3Q25 gross sales improved to Rp3.3tr (+6.9% yoy) as inpatient traffic recovery of +7.3% yoy was able offsetting the decline in revenue intensity of -1.7% yoy. 3Q25 GPM dropped to 50.6% (-147bps yoy) due to doctor's salaries/medicine supplies growing at 9.2/9.9% yoy (vs. 3Q25 topline growth of +6.9% yoy). This was also attributed to drop in revenue intensity of -1.7% yoy. On the other hand, opex to sales improved to 11.9% (-147bps yoy) amid lower salaries-to-sales of 7.4% (-74bps yoy). Hence, EBIT margin dropped to 18.0% (-17bps yoy). In sum, SILO recorded a 3Q25 net profit of Rp305bn (-5% yoy) with NPM of 11.9% (-147bps yoy).

Maintain HOLD with TP of Rp2,700/sh

Currently, we are reviewing our numbers pending further details on the earnings call. In sum, we maintain our HOLD rating with an unchanged TP of Rp2,700/sh, based on 12.0x FY25F EV/EBITDA (+2s.d from its 5yr avg). Risks are lower than expected revenue growth and patients seeking medical treatment from regional players (medical tourism abroad).

Financial Summary (Rp bn)	2023A	2024A	2025F	2026F	2027F
Revenue	8,663	9,455	10,148	10,990	12,018
EBITDA	2,678	2,711	2,894	3,173	3,530
EBITDA growth	35.0%	1.2%	6.7%	9.7%	11.3%
Net profit	1,211	902	1,211	1,332	1,506
EPS	93	69	93	102	116
EPS growth	73.9%	-25.5%	34.3%	10.0%	13.0%
ROE	16.3%	10.9%	13.3%	13.2%	13.4%
ROIC	19.6%	15.7%	15.8%	15.8%	16.2%
PER (x)	22.4	30.1	22.4	20.4	18.0
EV/EBITDA (x)	10.1	10.1	9.3	8.4	7.5
Dividend yield	0.9%	1.0%	0.7%	1.0%	1.1%
Forecast change			0%	0%	0%
IPS vs. consensus			109%	104%	101%

Sources: Company, Indo Premier

Share price closing as of: 29 October 2025

Fig. 1: SILO's 3Q25 results

	3Q25	3Q24	% YoY	2Q25	% QoQ	9M25	9M24	% YoY	IPS FY25F	% IPS	Cons. FY25F	% Cons	3yr Avg
Gross sales	3,321	3,107	6.9%	3,068	8.2%	9,426	9,123	3.3%	13,274	71%	13,016	72%	74%
Net sales	2,565	2,403	6.7%	2,379	7.8%	7,293	7,063	3.3%					
COGS	2,024	1,856	9.0%	1,889	7.1%	5,828	5,510	5.8%					
Gross profit	1,297	1,251	3.7%	1,179	10.0%	3,597	3,613	-0.4%					
Operating expenses	(835)	(814)	2.6%	(842)	-0.7%	(2,425)	(2,267)	7.0%					
EBIT	461	437	5.7%	337	36.8%	1,172	1,346	-12.9%	1,915	61%	1,895	62%	72%
EBITDA	768	685	12.1%	643	19.5%	2,081	2,079	0.1%	2,894	72%	2,973	70%	73%
Others	-	-	N/A	-	N/A	-	(308)	N/A					
PBT	428	438	-2.3%	309	38.7%	1,070	988	8.3%					
Tax	(107)	(105)	2.2%	(88)	22.1%	(273)	(318)	-14.3%					
Minorities	16	12	31.3%	10	65.6%	36	34	3.9%					
Net profit	305	321	-5.0%	211	44.4%	761	635	19.9%	1,211	63%	1,112	68%	69%
Core profit	305	321	-5.0%	211	44.4%	761	875	-13.0%	1,211	63%	1,112	68%	71%
Margin (%)													
Gross margin	50.6%	52.0%	-1.47%	49.6%	1.01%	49.3%	51.2%	-1.83%					
EBIT margin	18.0%	18.2%	-0.17%	14.2%	3.82%	16.1%	19.1%	-2.98%					
EBITDA margin	30.0%	28.5%	1.45%	27.0%	2.94%	28.5%	29.4%	-0.91%					
Effective tax rate	-25.1%	-24.0%	-1.10%	-28.5%	3.42%	-25.5%	-32.2%	6.74%					
Net margin	11.9%	13.3%	-1.47%	8.9%	3.01%	10.4%	9.0%	1.45%					
<i>Based on net sales</i>													
	-32.6%	-33.9%	1.30%	-35.4%	2.80%								
Gross Margin (gross)	39.1%	40.3%	-1.20%	38.4%	0.63%	38.2%	39.6%	-1.44%					
NPM (Gross)	9.2%	10.3%	-1.15%	6.9%	2.30%	8.1%	9.6%	-1.51%					
Traffic													
Inpatient admissions ('000)	82.9	80.5	2.9%	76.6	8.2%	234.7	245.0	-4.2%					
Inpatient days ('000)	262.0	244.3	7.3%	247.0	6.1%	742.1	759.7	-2.3%					
Outpatient visit ('000)	1,122.7	1,094.6	2.6%	1,035.0	8.5%	3,209.0	3,163.7	1.4%					
Bed Occupancy Rate	62.4%	69.8%	-7.40%	65.2%	-2.80%	94.3%	67.9%	26.3%					
Revenue intensity (Rp mn/day)	6.8	6.9	-1.7%	6.7	1.7%	6.8	6.7	1.4%					
Outpatient revenue/visit (Rp mn/visit)	1.4	1.3	5.8%	1.4	0.1%	1.4	1.3	7.2%					

Sources: Company, Bloomberg, Indo Premier

Fig. 2: SILO is traded at 8.8x fwd. 12M EV/EBITDA (+0.3 s.d. from its 5-year mean)



Sources: Bloomberg, Indo Premier

Income Statement (Rp bn)	2023A	2024A	2025F	2026F	2027F
Net revenue	8,663	9,455	10,148	10,990	12,018
Cost of sales	6,735	7,346	7,980	8,802	9,796
Gross profit	4,455	4,862	5,294	5,764	6,346
SG&A Expenses	(2,577)	(2,906)	(3,157)	(3,462)	(3,803)
Operating profit	1,879	1,956	2,137	2,302	2,543
Net interest	(62)	(66)	(102)	(101)	(101)
Others	0	(308)	0	0	0
Pre-tax income	1,817	1,582	2,034	2,201	2,442
Income tax	(419)	(410)	(538)	(577)	(636)
Net income	1,211	902	1,211	1,332	1,506

Balance Sheet (Rp bn)	2023A	2024A	2025F	2026F	2027F
Cash & equivalent	1,186	2,101	1,719	1,864	2,219
Receivable	1,449	1,784	1,318	1,446	1,603
Inventory	204	202	305	317	328
Other current assets	298	240	240	240	240
Total current assets	3,137	4,328	3,582	3,867	4,390
Fixed assets	6,767	8,667	9,590	10,437	11,206
Goodwill	404	404	404	404	404
Other non-current assets	675	808	808	808	808
Total non-current assets	7,845	9,879	10,802	11,648	12,417
Total assets	10,982	14,206	14,384	15,515	16,807
ST loans	425	1,500	825	825	825
Payable	524	724	559	618	689
Other payables	0	0	0	0	0
Current portion of LT loans	1,605	2,871	2,871	2,871	2,871
Total current liab.	2,553	5,096	4,255	4,314	4,386
Long term loans	0	0	0	0	0
Other LT liab.	381	359	359	359	359
Total liabilities	2,934	5,455	4,614	4,673	4,744
Equity	5,768	5,791	5,791	5,791	5,791
Retained earnings	2,148	2,779	3,797	4,870	6,090
Minority interest	132	182	182	182	182
Total SHE + minority int.	8,048	8,752	9,770	10,842	12,063
Total liabilities & equity	10,982	14,206	14,384	15,515	16,807

Sources: Company, Indo Premier

Cash Flow Statement (Rp bn)	2023A	2024A	2025F	2026F	2027F
EBIT	1,765	1,735	1,915	2,080	2,321
Depr. & amortization	913	977	979	1,093	1,209
Changes in working capital	(190)	(132)	197	(81)	(96)
Others	(545)	703	(704)	(748)	(815)
Cash flow from operating	1,943	3,281	2,387	2,344	2,619
Capital expenditure	(1,864)	(3,033)	(1,901)	(1,939)	(1,978)
Others	107	(34)	0	0	0
Cash flow from investing	(1,757)	(3,067)	(1,901)	(1,939)	(1,978)
Loans	205	1,075	(675)	0	0
Equity	(8)	50	0	0	0
Dividends	(262)	(271)	(193)	(260)	(286)
Others	0	0	0	0	0
Cash flow from financing	(66)	854	(868)	(260)	(286)
Changes in cash	120	1,069	(383)	145	356

Key Ratios	2023A	2024A	2025F	2026F	2027F
Gross margin	51.4%	51.4%	52.2%	52.4%	52.8%
Operating margin	20.4%	18.3%	18.9%	18.9%	19.3%
Pre-tax margin	19.2%	14.4%	17.9%	18.0%	18.5%
Net margin	14.0%	9.5%	11.9%	12.1%	12.5%
ROA	11.7%	7.2%	8.5%	8.9%	9.3%
ROE	16.3%	10.9%	13.3%	13.2%	13.4%
Acct. receivables TO (days)	42.9	36.2	36.2	36.2	36.2
Inventory TO (days)	11.0	7.6	14.0	13.1	12.2
Payable TO (days)	26.2	23.3	25.6	25.6	25.7
Debt to equity	5.4%	17.5%	8.6%	7.7%	6.9%
Interest coverage ratio (x)	-21.1	-18.1	-17.0	-18.5	-20.6
Net gearing	-9.6%	-7.0%	-9.3%	-9.7%	-11.7%

Sources: Company, Indo Premier

INVESTMENT RATINGS

BUY	: Expected total return of 10% or more within a 12-month period
HOLD	: Expected total return between -10% and 10% within a 12-month period
SELL	: Expected total return of -10% or worse within a 12-month period

ANALYSTS CERTIFICATION

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