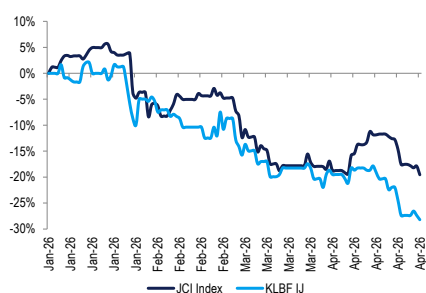


Stock Data

Target price	Rp1,600
Prior TP	Rp1,980
Current price	Rp865
Upside/downside	+85.0%
Shares outstanding (mn)	46,813
Marketcap (Rpbn)	40,494
Free float	38%
Avg. 6m dailyT/O (Rpbn)	49

Price Performance

	3M	6M	12M
Absolute	-21.4%	-34.7%	-40.3%
Relative to JCI	-5.0%	-19.9%	-42.2%
52w low/high (Rp)	865 – 1,600		



Major Shareholders

PT Ladang Ira Panen	10.5%
PT Gira Sole Prima	10.3%
PT Santa Seha Sanadi	10.1%
PT Diptanala Bahana	9.5%
PT Lucasta Murni Cemerlang	9.5%
PT Bina Arta Charisma	8.2%

Andrianto Saputra

PT Indo Premier Sekuritas
andrianto.saputra@ipc.co.id
+62 21 5088 7168 ext. 712

Nicholas Bryan

PT Indo Premier Sekuritas
nicholas.bryan@ipc.co.id
+62 21 5088 7168 ext. 722

1Q26 results: in-line profit from opex improvement; challenging 2H outlook

- 1Q26 net profit of Rp1.0tr (-4.4% yoy) was in-line with our/consensus estimate at 26/27% (vs. 5yr avg of 27%). 1Q26 sales was also in-line.
- 1Q26 GPM declined to 38.3% (-288bps yoy) amid USD/IDR appreciation, higher input costs and higher distribution sales.
- We cut our FY26/27F earnings by -6/-8% to incorporate a higher input costs. Maintain BUY with a lower TP of Rp1,600/sh.

1Q26 earnings was in-line with our/consensus estimate

KLBFIJ posted 1Q26 earnings of Rp1.0tr (-4.4% yoy) and this was in-line with our/consensus estimate at 26/27% (vs. 5yr average of 27%). 1Q26 revenue of Rp9.7tr (+10.1% yoy) was also in-line with our/consensus estimate at 25/26% (vs. 5yr average of 25%). 1Q26 GPM declined to 38.3% (-288bps yoy) amid USD/IDR appreciation of 3.1% and higher proportion of distribution sales. Meanwhile, 1Q26 opex-to-sales ratio improved to 24.7% (-72bps yoy) on the back of lower salaries-to-sales ratio of -46bps yoy, resulting in EBIT margin of 13.6% (-216bps yoy).

1Q26 sales growth was driven by pharma/distribution segment

1Q26 revenue growth of +10.1% yoy was driven by pharma/distribution segment with sales growth of +8.5/+21.1% yoy. Robust distribution sales growth was driven by the additional of new principal (Bayer – consumer health). Meanwhile, consumer health segment showed slowing down revenue growth of +3.2% yoy (vs. 4Q25's +19.8% yoy) due to the shift in FY26 Lebaran stock-up in Dec25 (vs. Jan25 for FY25 Lebaran). In addition, 1Q26 nutritional segment sales recovered by +1.6% yoy (vs. 4Q25's -0.5% yoy). In terms of GPM, pharma/consumer health/nutritional's GPM dropped by -251/-136/-118bps yoy amid USD/IDR appreciation of +3.1% yoy and higher raw material prices (skim milk powder: +8.6% yoy).

FY26F outlook might be challenging

Given uncertainty from current tension in Middle-East, the management has yet to provide FY26F guidance. In addition, the management shared that active pharmaceutical ingredient (API) and packaging contributed to 70-75% of COGM. Given its inventory days of 116, we expect the impact of higher input costs may pressure the margin in 2H26F.

Maintain BUY with a lower TP of Rp1,600/sh

Despite in-line 1Q26F result, we cut our FY26/27F earnings by -6/-8% to incorporate margin pressure from higher raw material prices in 2H26F onwards. In sum, we maintain our BUY rating with a lower TP of Rp1,600, based on 19.5x FY26F PE (-0.5 s.d. from its 5yr avg). Key risks: USD/IDR appreciation, higher input costs and softer sales growth.

Financial Summary (Rp bn)	2024A	2025A	2026F	2027F	2028F
Revenue	32,628	35,325	37,985	41,161	44,731
EBITDA	4,844	5,340	5,338	5,606	5,947
Net profit	3,241	3,665	3,717	4,004	4,272
Net profit growth	17.1%	13.1%	1.4%	7.7%	6.7%
ROE	13.6%	14.9%	13.8%	13.3%	13.3%
PER (x)	12.0	10.6	10.6	9.9	9.2
EV/EBITDA (x)	7.5	6.8	6.2	5.7	5.1
Dividend yield	4.6%	4.4%	5.0%	5.0%	5.4%
Forecast change			-6%	-8%	-8%
IPS vs. consensus			97%	95%	96%

Source: Company, IndoPremier

Share price closing as of: 30 April 2026

Fig. 1: KLBF 1Q26 Earnings summary

(Rp bn)	1Q26	1Q25	% YoY	4Q25	% QoQ	IPS FY26F	% IPS	Cons FY26F	% Cons	5yr avg.
Net sales	9,678	8,788	10.1%	9,336	3.7%	38,491	25%	37,857	26%	25%
COGS	(5,971)	(5,169)	15.5%	(5,838)	2.3%					
Gross profit	3,707	3,619	2.4%	3,498	6.0%					
Operating cost	(2,394)	(2,238)	7.0%	(2,167)	10.5%					
EBIT	1,312	1,381	-5.0%	1,332	-1.4%	4,924	27%	4,928	27%	27%
Others	39	48	-17.9%	(30)	-230.5%					
PBT	1,352	1,429	-5.4%	1,301	3.9%					
Tax	(299)	(319)	-6.2%	(252)	19%					
Minorities	(24)	(34)	-29.5%	(16)	49%					
Net profit	1,029	1,077	-4.4%	1,034	-0.5%	3,950	26%	3,866	27%	27%
Margin (%)										
Gross margin	38.3%	41.2%	-2.88%	37.5%	0.83%					
EBIT margin	13.6%	15.7%	-2.16%	14.3%	-0.70%					
Net margin	10.6%	12.3%	-1.62%	11.1%	-0.44%					
Opex to sales	24.7%	25.5%	-0.72%	23.2%	1.53%					
Segment information										
Revenue breakdown										
Pharmaceuticals	2,630	2,424	8.5%	2,587	1.7%					
Consumer Health	1,403	1,360	3.2%	1,232	13.9%					
Nutritionals	2,160	2,127	1.6%	1,999	8.1%					
Distribution	3,485	2,877	21.1%	3,519	-1.0%					
Gross profit										
Pharmaceuticals	1,243	1,207	3.0%	1,281	-2.9%					
Consumer Health	907	898	1.1%	796	13.9%					
Nutritionals	1,146	1,153	-0.6%	968	18.4%					
Distribution	411	361	13.6%	454	-9.5%					
GPM										
Pharmaceuticals	47.3%	49.8%	-2.51%	49.5%	-2.2%					
Consumer Health	64.6%	66.0%	-1.36%	64.6%	0.0%					
Nutritionals	53.0%	54.2%	-1.18%	48.4%	4.6%					
Distribution	11.8%	12.6%	-0.8%	12.9%	-1.1%					

Source: Company, Indo Premier

Fig. 2: KLBF 1Q26 Earnings summary

	Previous			New			Changes		
	2026F	2027F	2028F	2026F	2027F	2028F	2026F	2027F	2028F
Financial Perform. (Rp bn)									
Net sales	38,491	41,931	45,650	37,985	41,161	44,731	-1.3%	-1.8%	-2.0%
Gross profit	15,492	16,918	18,414	14,442	15,601	16,958	-6.8%	-7.8%	-7.9%
EBIT	4,924	5,283	5,609	4,626	4,850	5,147	-6.1%	-8.2%	-8.2%
EBITDA	5,635	6,039	6,410	5,338	5,606	5,947	-5.3%	-7.2%	-7.2%
Net profit	3,950	4,350	4,647	3,717	4,004	4,272	-5.9%	-8.0%	-8.1%
Core profit	3,950	4,350	4,647	3,717	4,004	4,272	-5.9%	-8.0%	-8.1%
Profitability (%)									
Gross margin	40.2%	40.3%	40.3%	38.0%	37.9%	37.9%	-2.2%	-2.4%	-2.4%
EBIT margin	12.8%	12.6%	12.3%	12.2%	11.8%	11.5%	-0.6%	-0.8%	-0.8%
Net profit margin	10.3%	10.4%	10.2%	9.8%	9.7%	9.6%	-0.5%	-0.7%	-0.6%

Source: Company, Indo Premier

Fig. 3: KLBF is currently trading at 10.5x 12M forward P/E, or around 2.0 s.d. below its historical 5-year mean



Source: Bloomberg, Indo Premier

Income Statement (Rp bn)	2024A	2025A	2026F	2027F	2028F
Net Revenue	32,628	35,325	37,985	41,161	44,731
Cost of Sales	(19,671)	(21,269)	(23,543)	(25,560)	(27,773)
Gross Profit	12,957	14,056	14,442	15,601	16,958
SG&A Expenses	(8,787)	(9,417)	(9,816)	(10,751)	(11,811)
Operating Profit	4,170	4,638	4,626	4,850	5,147
Net Interest	110	128	150	293	338
Forex Gain (Loss)	0	0	0	0	0
Others-Net	(89)	(56)	0	0	0
Pre-Tax Income	4,219	4,778	4,844	5,211	5,554
Income Tax	(972)	(1,034)	(1,048)	(1,128)	(1,202)
Minorities	(6)	(79)	(79)	(79)	(79)
Net Income	3,241	3,665	3,717	4,004	4,272

Balance Sheet (Rp bn)	2024A	2025A	2026F	2027F	2028F
Cash & Equivalent	4,723	4,331	7,887	9,028	10,245
Receivable	4,865	5,651	5,654	6,127	6,658
Inventory	6,502	6,985	7,464	8,104	8,805
Other Current Assets	1,098	1,540	1,514	1,565	1,622
Total Current Assets	17,188	18,508	22,519	24,824	27,331
Fixed Assets - Net	8,269	8,333	8,551	8,787	8,980
Goodwill	0	0	0	0	0
Non-Current Assets	12,242	12,191	12,372	12,572	12,727
Total Assets	29,430	30,699	34,891	37,396	40,059
ST Loans	269	112	269	269	269
Payable	1,892	2,403	2,377	2,581	2,804
Other Payables	600	651	693	752	817
Current Portion of LT Loans	70	22	0	0	0
Total Current Liab.	4,186	5,336	5,277	5,706	6,177
Long Term Loans	65	0	0	0	0
Other LT Liab.	588	635	635	635	635
Total Liabilities	4,839	5,971	5,912	6,341	6,811
Equity	469	468	468	468	468
Retained Earnings	23,313	25,343	27,079	29,076	31,189
Minority Interest	1,802	1,416	1,495	1,575	1,654
Total SHE + Minority Int.	24,590	24,729	29,043	31,119	33,311
Total Liabilities & Equity	29,430	30,699	34,954	37,459	40,122

Source: Company, Indo Premier

Cash Flow Statement (Rp bn)	2024A	2025A	2026F	2027F	2028F
EBIT	4,170	4,638	4,626	4,850	5,147
Depr. & Amortization	(439)	677	712	756	800
Changes in Working Capital	1,124	(357)	(649)	(734)	(820)
Others	(923)	(894)	(830)	(766)	(795)
Cash Flow From Operating	3,932	4,064	3,858	4,105	4,333
Capital Expenditure	(966)	(675)	(956)	(956)	(956)
Others	(886)	69	0	0	0
Cash Flow From Investing	(1,852)	(606)	(956)	(956)	(956)
Loans	(193)	(270)	135	0	0
Equity	0	(1)	0	0	0
Dividends	(1,840)	(1,717)	(1,980)	(2,008)	(2,160)
Others	(245)	(1,458)	2,498	0	0
Cash Flow From Financing	(2,278)	(3,446)	653	(2,008)	(2,160)
Changes in Cash	(199)	12	3,555	1,142	1,217

Key Ratios	2024A	2025A	2026F	2027F	2028F
Gross Margin	39.7%	39.8%	38.0%	37.9%	37.9%
Operating Margin	12.8%	13.1%	12.2%	11.8%	11.5%
Pre-Tax Margin	12.9%	13.5%	12.8%	12.7%	12.4%
Net Margin	9.9%	10.4%	9.8%	9.7%	9.6%
ROA	11.5%	12.2%	11.3%	11.1%	11.0%
ROE	13.6%	14.9%	13.8%	13.3%	13.3%
Acct. Receivables TO (days)	53.2	54.3	54.3	54.3	54.3
Inventory TO (days)	123.3	115.7	115.7	115.7	115.7
Payable TO (days)	33.2	36.9	36.9	36.9	36.9
Debt to Equity	1.6%	0.5%	0.9%	0.9%	0.8%
Interest Coverage Ratio (x)	60.2	91.3	217.3	255.6	271.2
Net Gearing	-17.6%	-17.0%	-26.2%	-28.1%	-29.9%

Source: 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

The views expressed in this research report accurately reflect the analyst's personal views about any and all of the subject securities or issuers; and no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

DISCLAIMERS

This research is based on information obtained from sources believed to be reliable, but we do not make any representation or warranty nor accept any responsibility or liability as to its accuracy, completeness or correctness. Opinions expressed are subject to change without notice. This document is prepared for general circulation. Any recommendations contained in this document do not have any regard to the specific investment objectives, financial situation and the particular needs of any specific addressee. This document is not and should not be construed as an offer or a solicitation of an offer to purchase or subscribe or sell any securities. PT Indo Premier Sekuritas or its affiliates may seek or will seek investment banking or other business relationships with the companies in this report.