Bloomberg: KLBF IJ

Consumer Sector



31 October 2025 JCI Index 8,184

BUY

Target Price (IDR)	1,600
Potential Upside (%)	21.7

Company Data	
Cons. Target Price (IDR)	1,742
SSI vs. Cons. (%)	91.8

Stock Information	
Last Price (IDR)	1,315
Shares Issued (Mn)	46,813
Market Cap. (IDR Bn)	61,560
52-Weeks High/Low (IDR)	1,630/985
3M Avg. Daily Value (IDR Bn)	87.6
Free Float (%)	38.6
Shareholder Structure (%):	
Others (>10%)	58.1
Treasury Shares	3.1
Others (>5%)	0.3
Public	38.5

Stock Performance								
(%)	YTD	1M	3M	12M				
Absolute	(3.3)	16.4	(11.4)	(18.1)				
JCI Return	15.6	1.5	8.4	8.1				
Relative	(18.9)	14.8	(19.8)	(26.2)				



Company Background

Established in 1966, KLBF is one of the leading publicly listed pharmaceutical companies in Southeast Asia, with operations spanning across ASEAN, East Asia, the Middle East, and Africa. KLBF maintains a well-diversified portfolio in pharmaceuticals, consumer health, nutrition, and distribution, supported by three major DCs in Indonesia.

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3Q25 Results: Performance Rebound

Positive QoQ topline across all segments. In 3Q25, KLBF recorded revenue of IDR 8.9tn (+12.6% YoY; +8.2% QoQ), bringing 9M25 topline to IDR 26.0tn (+7.2% YoY), in line with both our and consensus estimates (SSI: 75.5%; Cons: 74.6%). Positive QoQ performances were observed across all segments: Pharmaceuticals reached IDR 2.5tn (+14.0% YoY; +10.3% QoQ), Distribution IDR 3.0tn (+18.7% YoY; +6.7% QoQ), Consumer Health IDR 1.2tn (+19.4% YoY; +6.0% QoQ), and Nutritionals IDR 2.0tn (+8.8% YoY; +0.2% QoQ), worth mentioning dairy industry recorded -9.0% in 1H25. The strong topline performance was supported by festive season timing differences in 2025 versus 2024, increased AnP spending particularly on ATL initiatives to strengthen Consumer Health and Nutritional segments, as well as the addition of new principals in the distribution business.

Elevated A&P run-rate to boost top-line performance. GPM stood at 39.6% (2Q25: 40.7%; 3Q24: 38.6%), supported by favorable product mix and lower raw materials costs, particularly in oil-related products (-13.7% YoY), packaging (PP: -7.6% YoY), and skim milk powder (-6.0% YoY). However, the EBIT margin declined to 9.7% (2Q25: 12.9%; 3Q24: 9.0%), which we attribute to higher A&P run rate of 10.9% (2Q25: 8.6%; 3Q24: 8.3%) as the company intensified marketing efforts to revitalize its legacy brands and strengthen engagement with younger consumers. Looking ahead, the company aims to further enhance marketing effectiveness and brand visibility (ex: digital videos, television billboards, music concerts, etc) to appeal to the youth segment and driving further top-line growth. At the bottom line, net profit came in at IDR 656bn (+14.5% YoY; -26.9% QoQ), in line with both our and consensus forecasts (SSI: 75.2%; Cons: 74.2).

Expecting more upbeat momentum in FY26F. For 2026F, the company targets high single-to-double-digit topline growth while maintaining margins similar to FY24 levels. KLBF remains focused on sustaining strong revenue momentum, with overall AnP run-rate expected to stay elevated to support growth. While there is still limited room for ASP adjustments, challenging macro conditions continue to pose risks as consumers become increasingly price-sensitive, prompting the company to rely more on optimizing its price-pack architecture. Consequently, margin expansion will take a backseat to topline growth, as the company focuses on sustaining market growth amid increasing competition and evolving market dynamics, driven by continued product innovation with R&D spending maintained at 1.2% of sales (2Q25: 1.7%; 3Q24: 1.3%).

Maintain BUY on potential new strategy as positive longer-term catalyst. While KLBF is currently not the cheapest in the sector in terms of valuation, we currently retain our BUY rating given its strategy to reshape business mix contributions, which could be accretive to profitability over the longer term. In addition, we like the defensive nature of its products on the back of the current difficult and challenging market operating conditions. Key risks to our call: 1) swing in raw materials prices, 2) elevated DXY, and 3) weaker-than-expected purchasing power.

Key Data, Ratios & Valuations (at closing price IDR 1,315 per share)								
Y/E Dec	23A	24A	25F	26F	27F			
Revenue (IDR Bn)	30,449	32,628	34,403	37,012	39,952			
Net Profit (IDR Bn)	2,767	3,241	3,501	3,831	4,187			
P/S Ratio (x)	2.0	1.9	1.8	1.7	1.5			
EPS (IDR)	59.0	69.1	74.7	81.7	89.3			
EPS Growth (%)	(18.2)	17.1	8.0	9.4	9.3			
P/E Ratio (x)	22.3	19.0	17.6	16.1	14.7			
P/BV Ratio (x)	2.7	2.5	2.3	2.2	2.0			
DPS (IDR)	38.0	31.0	34.6	37.3	40.9			
ROAE (%)	14.3	14.7	15.0	15.2	15.4			
ROAA (%)	11.9	12.4	12.6	12.9	13.1			
Net Gearing (x)	n.c	n.c	n.c	n.c	n.c			

www.samuel.co.id Page 1 of 13

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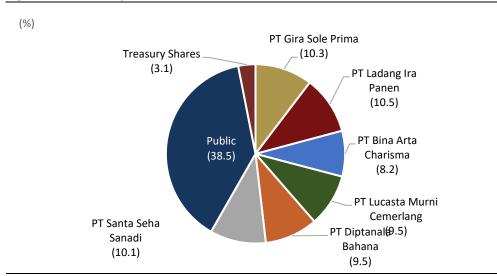


KLBF 3Q25 Results (IDR Bn)	3Q25	2Q25	3Q24	QoQ (%)	YoY (%)	9M25	9M24	YoY (%)	9M25/ SSI (%)	9M25/ Cons (%)
Revenue	8,909	8,234	7,911	8.2	12.6	25,988	24,239	7.2	75.5	74.6
Gross Profit	3,532	3,349	3,052	5.4	15.7	10,557	9,517	10.9	79.1	75.7
Operating Profit	861	1,065	709	(19.2)	21.4	3,307	3,002	10.1	75.2	73.1
Net Profit	656	898	573	(26.9)	14.5	2,631	2,378	10.6	75.2	74.2
Key Ratios										
GPM (%)	39.6	40.7	38.6	-	-	40.6	39.3	-	-	-
OPM (%)	9.7	12.9	9.0	-	-	12.7	12.4	-	-	-
NPM (%)	7.4	10.9	7.2	-	-	10.1	9.8	-	-	-

In 3Q25, KLBF top line sales grew to IDR 8.9tn (+12.6% YoY; +8.2% QoQ), underpinned by solid performance across all major segments. However, the nutrition segment remained soft at IDR 2.0tn (+0.2% YoY; +8.8% QoQ) due to subdued purchasing power

Sources: KLBF, SSI Research

Figure 2. Ownership Structure



Domestic investors hold 74.2% ownership in KLBF, while the remaining 25.8% is held by foreign investors

Sources: KLBF, SSI Research

www.samuel.co.id Page 2 of 13

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Consumer Sector

31 October 2025



JCI Index 8,184

Company Overview

Established in 1966, Kalbe Farma is one of the leading publicly listed pharmaceutical companies in Southeast Asia. The company has maintained its reputation as an integrated healthcare provider through diversified portfolio that includes pharmaceuticals, consumer health, nutritionals, and distribution & logistics. In 1991, Kalbe made its debut on the Indonesia Stock Exchange under the ticker 'KLBF'. With decades of presence in Indonesia, Kalbe has built strong brand recognition in the domestic market, supported by well-known products such as Procold, Extra Joss, Promag, Hydro Coco, Komix, and Sakatonik. Its nationwide coverage is anchored by 3 main distribution centers located in Jakarta, Cikarang, and Surabaya, enabling efficient service to hospitals, pharmacies, and retail outlets across the country. Internationally, Kalbe has expanded its presence across ASEAN, East Asia, the Middle East, and parts of Africa. As of 2024, the company operated more than 48 subsidiaries and employed a workforce of approximately 16,700 people.

KLBF is an integrated healthcare company with strong brand presence,...

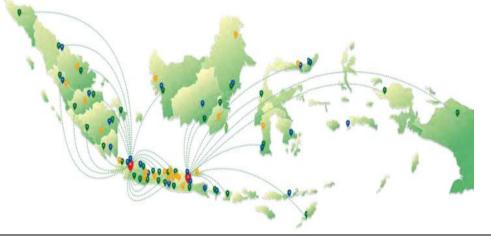
Figure 3. Product Portfolio



..., offering various well-known products such as Extra Joss, Promag, Komix, Sakatonik, Hydro Coco

Sources: KLBF, SSI Research

Figure 4. Pharmaceuticals Network Distribution



KLBF's pharmaceutical distribution network consists of 72 branches and three main distribution centers across Indonesia, serving more than 200,000 outlets with prescription drugs, consumer health products, medical instruments and diagnostics, as well as fine chemical raw materials

Sources: KLBF, SSI Research

www.samuel.co.id Page **3** of **13**

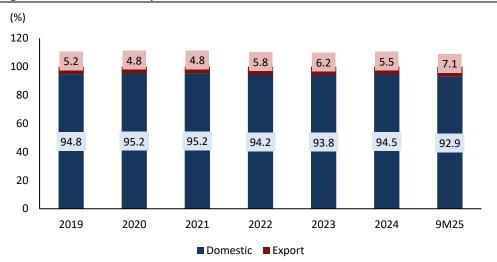
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Consumer Sector

31 October 2025 JCI Index 8,184



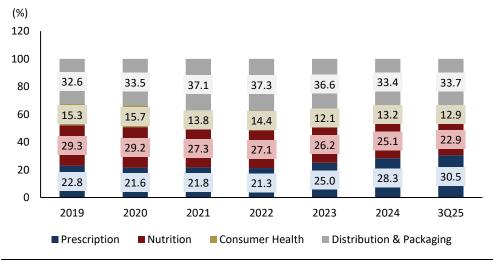




In 9M25, international sales rose to 7.1% of total revenue (FY24: 5.5%), supported by the company's overseas expansion initiatives, including a collaboration with Alliance Pharma that enabled KLBF to enter the Thai market

Sources: KLBF, SSI Research

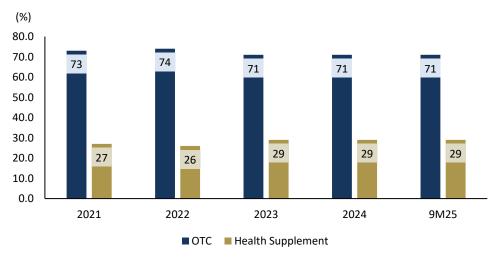
Figure 6. Sales Breakdown by Segment



Despite slower JKN traffic in hospitals, Prescription segment's contribution rose to 30.5% in 3Q25, supported by the company's widening specialty product and robust expansions of hospital players

Sources: KLBF, SSI Research

Figure 7. Consumer Health's Contribution



OTC remains the primary contributor, supported by the company's solid brand presence built over decades, with flagship products including Promag, Sakatonik, and Extra Joss

Sources: KLBF, SSI Research

www.samuel.co.id Page 4 of 13

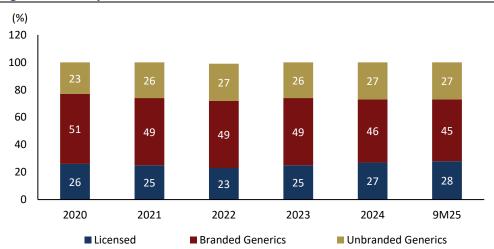
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31 October 2025 JCI Index 8,184

Figure 8. Prescription Contribution Breakdown



Unbranded generics' contribution rose to 28% (2024: 27%), which we attribute to mild increase in outbreakrelated cases (ex: influenza, dengue fever, etc.)

Sources: KLBF, SSI Research

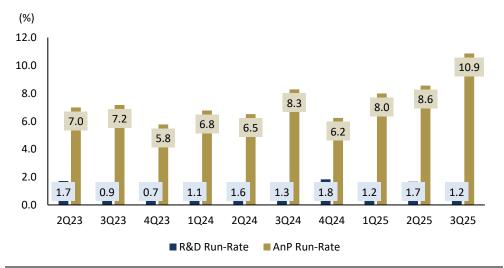
Figure 9. Specialty Products

Categories	Products					
Piologics	Serplulimab (Zerpidio)					
Biologics	Efesa (Long-Acting EPO)					
	Erythropoietin (Hemapo)					
	Insulin (Ezelin)					
Discipallan	GCSF (Leucogen)					
Biosimilar	Rituximab (Rituxikal)					
	Trastuzumab (Herzemab)					
	Bevacizumab					

KLBF has diversified its portfolio by offering various specialty products with a focus on oncology, cell therapy, insulin, and vaccines

Sources: KLBF, SSI Research

Figure 10. AnP vs. R&D Run-Rates



In 3Q25, the A&P run rate surged to 10.9% (2Q25: 8.6%; 3Q24: 8.3%) as the company intensified its marketing efforts to revitalize its legacy brands and enhance engagement with younger consumers

Sources: KLBF, SSI Research

www.samuel.co.id Page 5 of 13

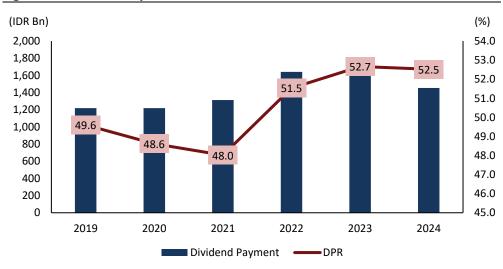
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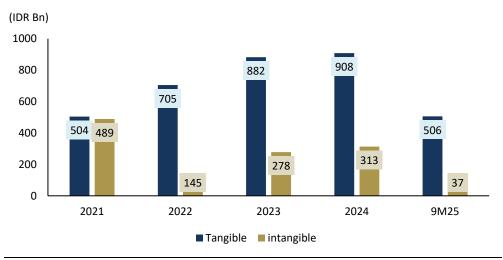




In 2024, KLBF maintained its DPR level at 52.5%, reflecting the company's robust balance sheet

Sources: KLBF, SSI Research

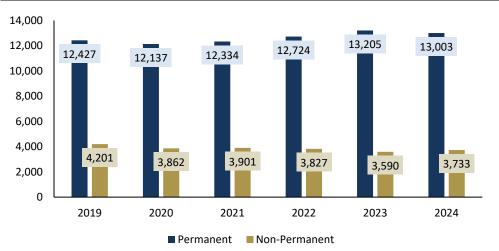
Figure 12. Capital Expenditures



Capex remained low in 9M25, reflecting the company's cautious stance amid weak purchasing power, and is consistent with its revised guidance of 6–8% growth for both top and bottom lines

Sources: KLBF, SSI Research

Figure 13. Number of Employees



KLBF's workforce count remained stable at around 16,500 employees, supported by cost-efficiency measures

Sources: KLBF, SSI Research

www.samuel.co.id Page 6 of 13

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Consumer Sector

31 October 2025



JCI Index 8,184

Financial Overview

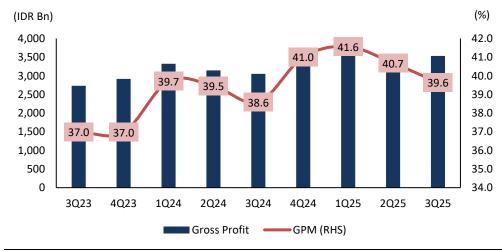
Figure 14. Revenue vs. YoY Growth



Top line sales grew to IDR 8.9tn (+12.6% YoY; +8.2% QoQ), supported by solid performance across all major segments with Prescription segment reaching IDR 2.7tn (+14.0% YoY; +10.3% QoQ), Distribution at IDR 3.0tn (+12.6% YoY; +8.2% QoQ) and Consumer Health at IDR 1.2tn (+19.4% YoY; +6.0% QoQ). However, the nutrition segment remained soft at IDR 2.0tn (+0.2% YoY; +8.8% QoQ) due to weak purchasing power

Sources: KLBF, SSI Research

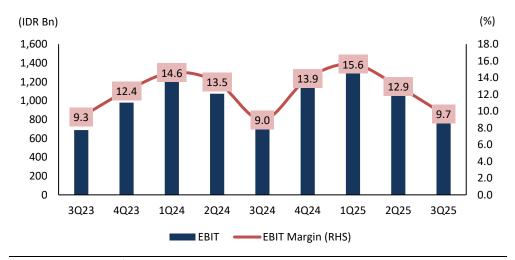
Figure 15. Gross Profit vs. GPM



GPM stood at 39.6% (2Q25: 40.7%; 3Q24: 38.6%), driven by a favorable sales mix and easing raw material prices, including oil-related products (-13.7% YoY), packaging (PP: -7.6% YoY), and skim milk powder (-6.0% YoY)

Sources: KLBF, SSI Research

Figure 16. EBIT vs. EBIT Margin



EBIT margin declined to 9.7% (2Q25: 12.9%; 3Q24: 9.0%), primarily due to a higher AnP run-rate of 10.9% (2Q25: 8.6%; 3Q24: 8.3%)...

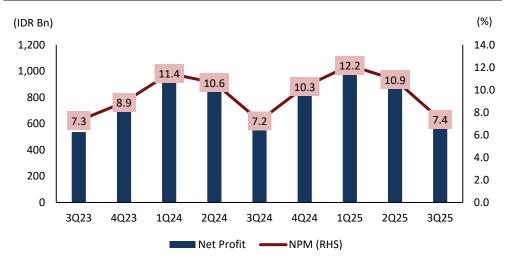
Sources: KLBF, SSI Research

www.samuel.co.id Page **7** of **13**

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31 October 2025 **JCI Index 8,184**

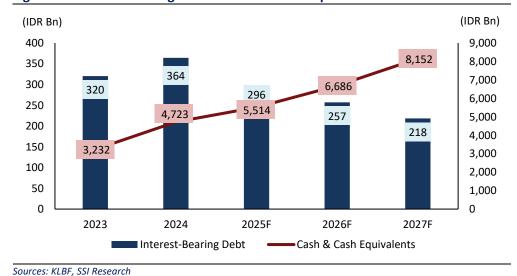
Figure 17. Net Profit vs. NPM



...bringing 3Q25 net profit of IDR 656bn (+14.5% YoY; -26.9% QoQ)

Sources: KLBF, SSI Research

Figure 18. Interest-Bearing Debt vs. Cash & Cash Equivalents



Debt levels expected to remain low with net cash position

www.samuel.co.id Page **8** of **13**

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31 October 2025 JCI Index 8,184

Figure 19. Manage	ment Profile			
Board of Commission	oners	Position	Years of Experience	(%) Ownership
	Ronny Hadiana (54 years old) completed Bachelor's degree in Engineering from Arizona State University (1994) and MBA in Finance and Management Information Systems from the University of Pittsburgh (1996). He has held key roles at various companies, including Medika Komunika Teknologi, Mitra Keluarga Hospital, Karya Hasta Dinamika, and KC Pharmaceuticals Inc. Ronny has been serving as Commissioner of Kalbe Farma since May 2015.	President Commissioner	37	0.20
	Santoso Oen (60 years old) has been serving as Commissioner of Kalbe Farma since May 2008. He graduated with a Bachelor's degree in Economics from the University of Colorado (1991). Santoso started his career at Kalbe Farma as Director from (2000-2008) and has remained with the company ever since.	Commissioner	37	0.09
	Ferdinand Aryanto (52 years old) holds Bachelor's degree in Information Technology (1995). He began his career as a Product Executive at Dankos Laboratories in 1996 and currently holds concurrent positions at Bintang Toedjoe, Saka Farma Laboratories, and Kentanix Supra International. He was appointed Commissioner of Kalbe Farma in May 2024.	Commissioner	29	-
	Rhenald Kasali (64 years old) was appointed as the Independent Commissioner of Kalbe Farma in May 2024. He holds a Doctorate in Consumer Economics (1998). Over his career, he has held senior positions at Telkom Indonesia, Angkasa Pura II, and Indomobil Finance Indonesia.	Independent Commissioner	39	-
	Herijanto Irawan is an experienced economist and strategist with over 30 years in Indonesia's capital markets. He began his career at HSBC Asset Management in Hong Kong and later held senior roles at Jardine Fleming, Merrill Lynch, and UBS. In 2004, he co-founded Deutsche Verdhana, later establishing Verdhana Indonesia in 2019. He currently serves as a member of the National Economic Council (DEN), advising President Prabowo on strategic economic policies.	Independent Commissioner	32	-

www.samuel.co.id Page **9** of **13**

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Consumer Sector

31 October 2025



JCI Index 8,184

Board of Directors		Position	Years of Experience	(%) Ownership
	Bernadette Ruth Irawati Setiady (62 years old) holds a Master of Science from Cornell University (1986) and has been with the company since 1997. She assumed the role of President Director in May 2024.	President Director	37	0.05
	Sie Djohan (57 years old) brings over two decades of experience in pharma and healthcare, supported by a Pharmacy degree from the University of Indonesia. His prior roles include yeAssistant Marketing Director at Dankos Farma (2001–2006) and President Director of Kalbe Genexine Biologics (2020–present).	Director	28	-
	Mulialie (54 years old) was appointed as Director of Kalbe Farma in May 2021. He received Bachelor's degree in Economics from Tarumanagara University (1989) and completed the General Management Program at the National University of Singapore in 2010. He began his professional career as an Export Manager at Bintang Toedjoe, a Kalbe subsidiary, before officially joining Kalbe Farma in 1998.	Director	30	0.00
	Jos Iwan Atmadjaja (54 years old) obtained Bachelor's degree in Economics from Parahyangan Catholic University (1993) and MBA in Marketing from the University of Oklahoma City (1996). His professional background includes strategic roles at renowned firms such as Coca-Cola Indonesia, Kalbe International, and Bintang Toedjoe. He has been serving as a Director at Kalbe Farma since May 2021.	Director	28	-
Sources: KLBF, SSI Researce	Kartika Setiabudy (49 years old) appointed as Director of Kalbe Farma in May 2024. She earned Bachelor of Business from the Queensland University of Technology (1997). Kartika brings extensive financial and strategic expertise, having held key leadership roles, including General Manager of Financial Planning & Support at Chandra Asri Petrochemical (2018–2020).	Director	27	-

Sources: KLBF, SSI Research

www.samuel.co.id Page **10** of **13**

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Consumer Sector

31 October 2025



JCI Index 8,184

Financial Highlights

Figure 20. Profit and Loss

Y/E Dec (IDR Bn)	23A	24A	25F	26F	27F
Revenue	30,449	32,628	34,403	37,012	39,952
Cost of Goods Sold	(18,626)	(19,671)	(21,054)	(22,599)	(24,372)
Gross Profit	11,823	12,957	13,349	14,412	15,580
Operating Expenses	(7,800)	(8,316)	(8,553)	(9,207)	(9,941)
Operating Profit	4,023	4,641	4,796	5,205	5,639
EBITDA	4,422	4,884	5,162	5,600	6,059
Net Interest Income	(7)	110	157	207	271
Other Income (Expense)	(108)	(89)	-	-	-
Pre-tax profit	3,606	4,219	4,557	4,986	5,451
Income Tax	(828)	(972)	(1,050)	(1,149)	(1,256)
Profit for Period	2,778	3,247	3,507	3,837	4,194
Minority Interest	(12)	(6)	(6)	(7)	(7)
Net Profit	2,767	3,241	3,501	3,831	4,187

We project revenue to grow at 2024–27F CAGR of +7.0%, supported by the company's expansion into specialty products and its strong market leadership across core segments,...

Sources: KLBF, SSI Research

Figure 21. Balance Sheet

Y/E Dec (IDR Bn)	23A	24A	25F	26F	27F
Cash & Cash Equivalents	3,232	4,723	5,514	6,686	8,152
Receivables	4,652	4,865	5,017	5,398	5,826
Others	8,033	7,600	8,391	8,977	9,645
Total Current Assets	15,918	17,188	18,922	21,060	23,623
Fixed Assets	7,978	8,269	8,412	8,578	8,576
Other Non-Current Assets	3,162	3,973	3,998	4,012	4,015
Total Assets	27,058	29,430	31,332	33,650	36,214
ST. Bank loan	121	269	238	207	176
Payables	1,585	1,811	1,898	2,025	2,188
Other current Liability	1,538	2,106	2,195	2,329	2,481
Total Current Liabilities	3,243	4,186	4,331	4,561	4,845
LT. Debt	298	65	58	50	43
Other LT Liabilities	396	588	466	475	483
Total Liabilities	3,938	4,839	4,855	5,086	5,371
Minority Interest	1,701	1,802	1,808	1,815	1,822
Total Equity	23,120	24,590	26,477	28,564	30,843

...coupled with robust balance sheet

Sources: KLBF, SSI Research

www.samuel.co.id Page 11 of 13

Bloomberg: KLBF IJ

Consumer Sector

31 October 2025 JCI Index 8,184



Figure 22. Cash Flow					
Y/E Dec (IDR Bn)	23A	24A	25F	26F	27F
Net Profit	2,767	3,241	3,501	3,831	4,187
D&A	567	641	762	821	880
Changes in Working Capital	(268)	576	(770)	(729)	(814)
Others	(297)	564	9	31	38
Operating Cash Flow	2,769	5,022	3,502	3,953	4,292
Capital Expenditure	(852)	(1,485)	(929)	(999)	(879)
Others	(315)	(274)	-	-	-
Investing Cash Flow	(1,167)	(1,759)	(929)	(999)	(879)
Net - Borrowing	(547)	(190)	(50)	(50)	(50)
Other Financing	(1,772)	(1,582)	(1,733)	(1,732)	(1,896)
Financing Cash Flow	(2,319)	(1,772)	(1,783)	(1,782)	(1,946)
Net - Cash Flow	(717)	1,491	790	1,172	1,466
Cash at beginning	3,950	3,232	4,723	5,514	6,686
Cash at ending	3,232	4,723	5,514	6,686	8,152

Solid operating cash flow resulting in...

Sources: KLBF, SSI Research

Figure 23. Key Ratios

Y/E Dec	23A	24A	25F	26F	27F
Gross Profit Margin (%)	38.8	39.7	38.8	38.9	39.0
Operating Margin (%)	13.2	14.2	13.9	14.1	14.1
EBIT Margin (%)	13.2	14.2	13.9	14.1	14.1
Pre-Tax Margin (%)	11.8	12.9	13.2	13.5	13.6
Net Profit Margin (%)	9.1	9.9	10.2	10.3	10.5
Debt to Equity (%)	1.4	1.5	1.1	0.9	0.7
Dividend Yield (%)	2.9	2.4	2.6	2.8	3.1
BVPS (IDR)	493	525	565	609	658
Net Gearing (x)	n.c	n.c	n.c	n.c	n.c

...net cash position throughout

Sources: KLBF, SSI Research

Figure 24. Peer Comparables

		Market	Last				2026F		
Company	Rating	Сар	Price	TP	EPS Gwt	P/E	P/B	Div. Yield	ROE
Ticker		(IDR Tn)	(IDR)	(IDR)	(%)	(x)	(x)	(%)	(%)
ICBP IJ	BUY	102.6	8,800	14,000	5.8	10.9	1.4	4.3	13.0
UNVR IJ	BUY	97.7	2,560	3,000	6.9	20.8	35.9	4.3	190.8
INDF IJ	BUY	65.0	7,400	9,100	(1.9)	6.1	0.8	7.5	14.3
KLBF IJ	BUY	61.6	1,315	1,600	9.4	16.1	2.2	2.8	13.9
SIDO IJ	BUY	17.0	565	700	9.0	13.0	4.6	6.9	36.1
Sector		343.8			5.5	13.8	11.4	4.8	65.1

Sources: KLBF, SSI Research

KLBF currently trades at 26F P/E of 16.2x (16.7% premium to the sector)

www.samuel.co.id Page 12 of 13

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Consumer Sector



31 October 2025			JCI Index 8,184
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Page 13 of 13 www.samuel.co.id