1H25 results in-line, despite lower traffic

05 August 2025

MIKA IJ	BUY
Sector	Healthcare
Price at 04 Aug 2025 (IDR)	2,400
Price target (IDR)	3,100
Upside/Downside (%)	29.2

Stock Information

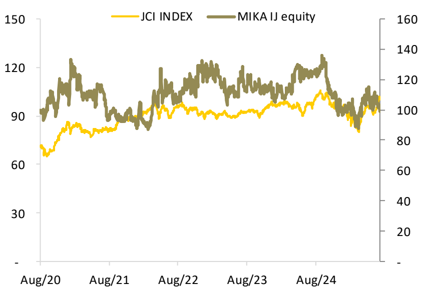
Mitra Keluarga Tbk (MIKA) is one of the largest hospital groups in Indonesia and has served for more than 31 years in several big cities.

Market cap (IDR bn)	33,795
Shares outstanding (mn)	13,907
52-week range (IDR)	2,070-3,310
3M average daily vol. ('000)	8,234
3M average daily val. (IDR mn)	20,890

Shareholders (%)

Griyainsani Cakrasadaya	64.18
Rustiyan Oen	1.31
Public	34.51

Stock Performance



Source: Bloomberg

	1M	3M	12M
Performance (%)	(7.7)	(7.3)	(18.1)

Analyst
Andre Suntono
Andre.suntono@kbvalbury.com

Mitra Keluarga Karyasehat' (MIKA) revenue and earnings grew by 6.8% yoy/1.5% qoq and 5.5% yoy/5.7% qoq, respectively in 2Q25, on higher tariffs (includes drugs) and case intensity with better payer mix and costs management, despite with lower JKN patients' traffic and lower cases of dengue fever. Thus, MIKA' revenue and earnings still grew 4.5% yoy and 6.5% yoy, respectively in 1H25, which both were still in-line with ours' (46.3%/48.6%) and consensus' (46.1%/47.2%) expectation. All in all, MIKA' gross, EBITDA and net margin still expanded by 100bps yoy, 50bps yoy and 50bps yoy, respectively in 1H25. Furthermore, MIKA has lowered their guidance to high single digit revenue growth in '25F on lower JKN patients' traffic. Thus, we adjusted our '25F revenue (-3.8% from prior) and earnings (-2.6% from prior), for MIKA. Yet, we still expect MIKA' revenue and earnings to grow by 9.3% yoy and 11.8% yoy, respectively in '25F on higher tariffs and case intensity with better payer mix and costs management amidst 2 new hospitals' opening in '25F. Maintain BUY on MIKA with adjusted TP of IDR3,100, which implies 21.4x '25F EV/EBITDA. Currently, MIKA is trading at 15.4x '25F EV/EBITDA or at -2stdev of its 5 years' mean EV/EBITDA.

1H25 earnings came in-line

MIKA' earnings grew 5.5% yoy/5.7% qoq in 2Q25 on higher tariffs (includes drugs) with better payer mix and costs management. As a result, MIKA' 1H25 earnings came in-line with ours' (48.6%) and cons' (47.2%) expectation.

2Q25' revenue growth on higher tariffs and case mix

MIKA' revenue still grew 6.8% yoy/1.5% qoq in 2Q25 on higher tariffs (includes drugs) and case intensity, despite with lower traffic of JKN patients and lower cases of dengue fever. Note that, MIKA' revenue from JKN patients came only around 12.1% of its total revenue in 1H25 (vs 15.1% revenue contributions in 1H24) with around 50% yoy lower dengue fever cases. MIKA' revenue from its inpatients in 2Q25 grew 5.4% yoy/2.8% qoq. While, MIKA' revenue from its outpatients grew 9.8% yoy in 2Q25, but declined 1.3% qoq. Thus, MIKA' revenue still grew 4.5% yoy to IDR2.56 tn in 1H25, on higher average revenue per inpatient (+12.8% yoy) and outpatient (+13.6% yoy), despite with lower traffic of JKN patients and lower cases of dengue fever, yoy. As a result, MIKA' 1H25 revenue still came in-line with ours' (46.3%) and cons' (46.1%) expectation.

Margin expansions in 1H25

Thanks to higher tariffs (includes drugs) and case intensity with better payer mix, MIKA' gross profit grew 9.1% yoy/3.2% qoq in 2Q25 with 110bps yoy/90bps qoq gross margin expansion. While, MIKA' EBITDA grew 7.8% yoy/5.6% qoq in 2Q25 and EBITDA margin expanded by 40bps yoy/150bps qoq due to better costs management. Thus, MIKA' net margin expanded by 110bps qoq in 2Q25, but contracted 30bps yoy due to higher tax expenses yoy (+19.5% yoy). All in all, MIKA' gross, EBITDA and net margin expanded by 100bps yoy, 50bps yoy and 50bps yoy, respectively in 1H25.

Adjustments due to lower JKN patients' traffic

After MIKA' 1H25 results with the company' updated topline guidance, we adjusted our MIKA '25F revenue (-3.8% from prior) and earnings (-2.6% from prior) as per our anticipation on the possibility of JKN patients' traffic could continue to decline in 2H25F. Yet, we still expect MIKA' revenue and earnings to grow by 9.3% yoy and 11.8% yoy, respectively in '25F due to higher tariffs and case mix with better payer mix and costs management amidst 2 new hospitals' opening in '25F. Note that, MIKA has opened 1 new Kasih hospital in June'25, which located in Lemahabang, West Java. Moreover, MIKA is still on-track to open 1 new Mitra Keluarga hospital in 3Q25F, which will be located in East Java. As a result, we still expect MIKA' gross, EBITDA and net margin to expand by 50bps yoy, 40bps yoy and 60bps yoy, respectively in '25F.

Maintain BUY with lower TP of IDR3,400

Maintain BUY on MIKA with TP of IDR 3,100/share, which implies 21.4x '25F EV/EBITDA. Risks to our call includes: a) tighter competition from local and regional peers, b) changes in government regulations on healthcare sector, and c) lawsuits. Currently, MIKA is trading at 15.4x '25F EV/EBITDA or at -2stdev of its 5 years' mean EV/EBITDA.

Exhibit 1: Key Statistics

Year end Dec	2023A	2024A	2025F	2026F	2027F
Revenue (IDR bn)	4,264	4,874	5,326	6,036	6,834
EBITDA (IDR bn)	1,501	1,840	2,027	2,308	2,595
Net profit (IDR bn)	916	1,146	1,281	1,466	1,637
EPS (IDR)	64	82	92	105	118
EPS growth (%)	(9.1)	28.2	11.8	14.4	11.7
ROE (%)	15.7	17.6	17.8	18.3	18.3
ROA (%)	12.5	13.9	14.1	14.4	14.5
PER (x)	37.3	29.1	26.1	22.8	20.4
PBV (x)	5.7	5.1	4.6	4.2	3.7
EV/EBITDA (x)	21.0	16.8	15.4	13.4	11.9
Div Yield (%)	1.5	1.4	1.7	1.9	2.2

Source: Company, KBVS Research

Exhibit 2: MIKA 2Q25 results

MIKA 2Q25 Results (IDRbn)	1H25	1H24	YoY	2Q25	2Q24	YoY	1Q25	QoQ	% to '25F	% to Cons'
Revenue	2,563	2,452	4.5%	1,291	1,209	6.8%	1,272	1.5%	46.3%	46.1%
Inpatient	1,743	1,680	3.7%	883	838	5.4%	859	2.8%		
Outpatient	821	772	6.3%	408	371	9.8%	413	-1.3%		
COGS	(1,162)	(1,134)	2.4%	(579)	(557)	4.0%	(582)	-0.6%		
Gross profit	1,402	1,318	6.4%	712	653	9.1%	690	3.2%	46.7%	48.2%
Operating expenses	(611)	(563)	8.6%	(306)	(272)	12.2%	(306)	0.0%		
EBIT	791	755	4.7%	406	380	6.9%	384	5.8%	46.3%	45.2%
EBITDA	991	936	5.9%	509	472	7.8%	482	5.6%	47.4%	47.0%
Profit before tax	862	814	5.8%	446	412	8.2%	416	7.1%	47.3%	46.3%
Tax expense	(178)	(169)	5.3%	(94)	(79)	19.5%	(84)	12.3%		
Minority interest	44	44	-1.3%	23	21	5.3%	21	6.3%		
Net profit	640	601	6.5%	329	312	5.5%	311	5.7%	48.6%	47.2%
Margins (%)										
Gross margin	54.7%	53.7%		55.1%	54.0%		54.2%			
EBIT margin	30.8%	30.8%		31.5%	31.4%		30.2%			
EBITDA margin	38.7%	38.2%		39.4%	39.0%		37.9%			
Pretax margin	33.6%	33.2%		34.5%	34.1%		32.7%			
Net margin	25.0%	24.5%		25.5%	25.8%		24.4%			

MIKA 2Q25 Results (IDRbn)	1H25	1H24	YoY	2Q25	2Q24	YoY	1Q25	QoQ
Jakarta and West Java								
Revenue	1,940	1,952	-0.7%	976	956	2.1%	964.1	1.2%
Gross profit	975	923	5.6%	498	423	17.6%	476.7	4.5%
Gross margin (%)	50.2%	47.3%		51.0%	44.3%		49.4%	
Opex	(437)	(396)	10.3%	(215)	(176)	22.3%	(221.7)	-3.0%
EBIT	538	527	2.0%	283	248	14.2%	255.0	10.9%
EBITmargin (%)	27.7%	27.0%		29.0%	25.9%		26.4%	
Central Java and East Java								
Revenue	624	500	24.7%	316	254	24.3%	308.1	2.5%
Gross profit	429	395	8.7%	215	229	-6.1%	214.1	0.5%
Gross margin	68.8%	79.0%		68.2%	90.2%		0.7	
Opex	(172)	(163)	5.8%	(87)	(95)	-8.7%	(84.9)	2.7%
EBIT	257	232	10.8%	128	134	-4.3%	129.2	-0.9%
EBITmargin (%)	41.2%	46.4%		40.5%	52.6%		41.9%	

(Source: Company, KBVS Research)

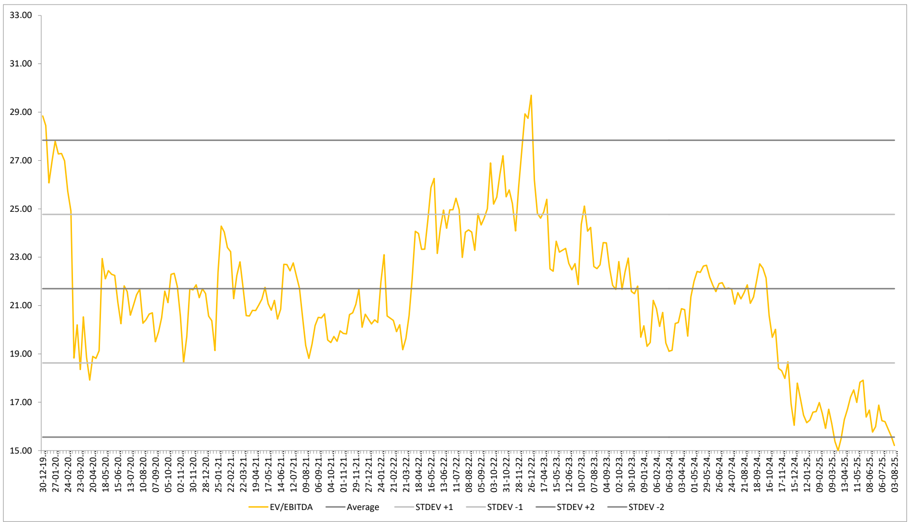
Source: Company, KBVS Research

Exhibit 3: Adjustments

	New		Old		Diff (%)	
Adjustments	2025F	2026F	2025F	2026F	2025F	2026F
Revenue	5,326	6,036	5,536	6,304	-3.8%	-4.2%
Gross profit	2,886	3,283	2,999	3,428	-3.8%	-4.2%
EBIT	1,640	1,853	1,706	1,946	-3.8%	-4.8%
EBITDA	2,027	2,308	2,091	2,402	-3.0%	-3.9%
Net Profit	1,281	1,466	1,315	1,506	-2.6%	-2.7%

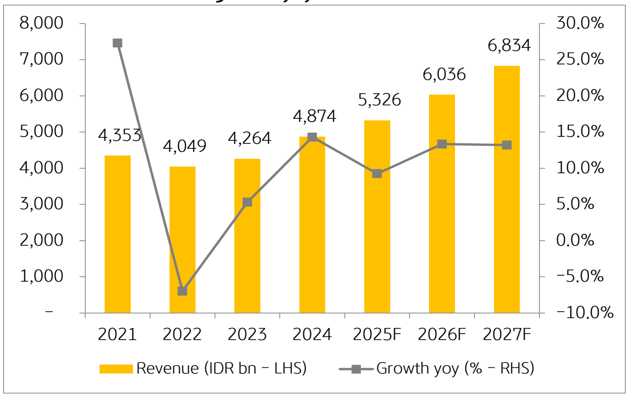
Source: Company, KBVS Research

Exhibit 4: MIKA EV/EBITDA Band



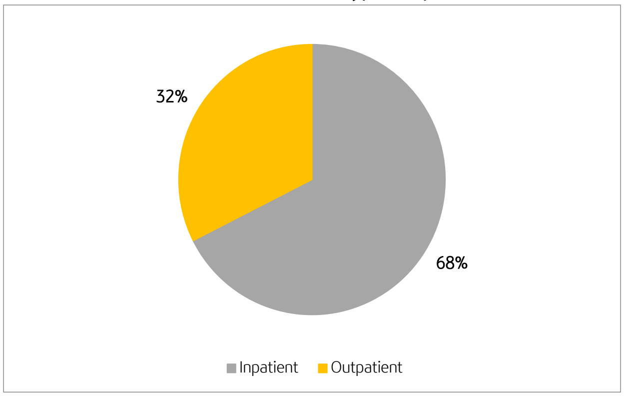
Source: Company, KBVS Research

Exhibit 5: Revenue and growth yoy



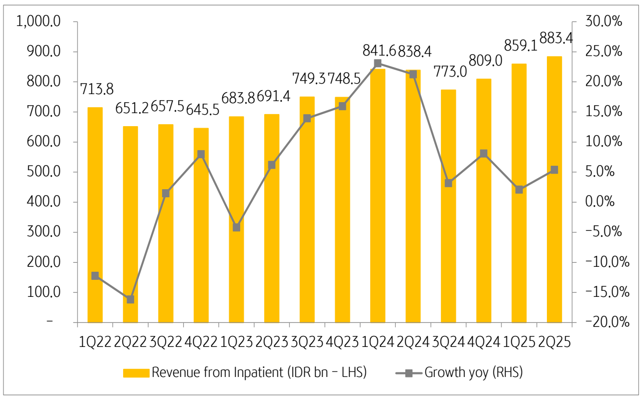
Source: Company, KBVS Research

Exhibit 6: Revenue contribution from types of patient in 2Q25



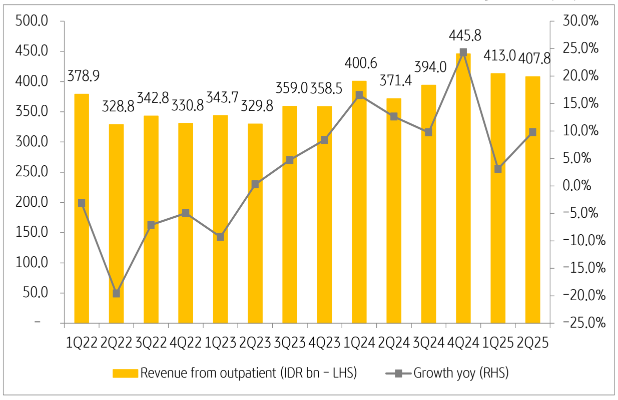
Source: Company, KBVS Research

Exhibit 7: Revenue from inpatient each quarter and growth yoy



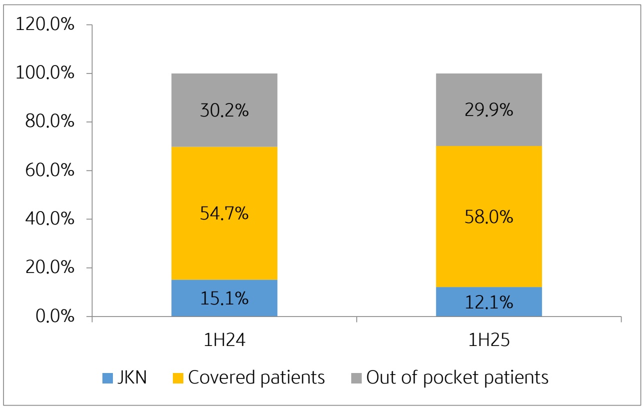
Source: Company, KBVS Research

Exhibit 8: Revenue from outpatient each quarter and growth yoy



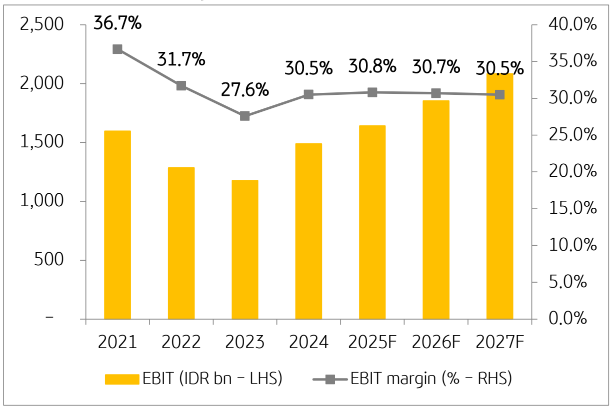
Source: Company, KBVS Research

Exhibit 9: Revenue by payer mix in 1H25



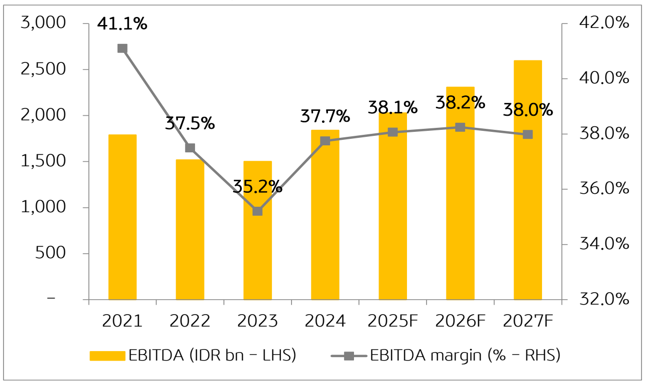
Source: Company, KBVS Research

Exhibit 10: EBIT & margin



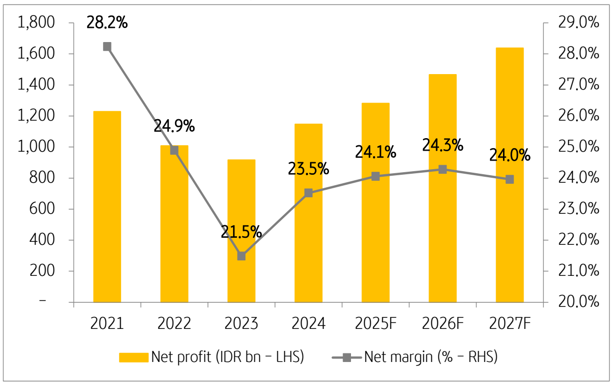
Source: Company, KBVS Research

Exhibit 11: EBITDA & margin



Source: Company, KBVS Research

Exhibit 12: Net profit & margin



Source: Company, KBVS Research

Exhibit 13: Profit & loss summary

Year End Dec (IDR bn)	2023A	2024A	2025F	2026F	2027F
Revenue	4,264	4,874	5,326	6,036	6,834
COGS	(2,136)	(2,258)	(2,440)	(2,754)	(3,103)
Gross profit	2,128	2,616	2,886	3,283	3,731
Operating expenses	(952)	(1,129)	(1,246)	(1,430)	(1,648)
EBIT	1,176	1,487	1,640	1,853	2,083
EBITDA	1,501	1,840	2,027	2,308	2,595
Pre-tax profit	1,264	1,588	1,775	2,030	2,268
Net profit	916	1,146	1,281	1,466	1,637
EPS	64	82	92	105	118
EPS growth	-9%	28%	12%	14%	12%

Source: Company, KBVS Research

Exhibit 14: Balance sheet

Year End Dec (IDR bn)	2023A	2024A	2025F	2026F	2027F
Cash & equivalent (with ST Investment)	1,828	2,432	2,206	2,362	2,524
Accounts receivables	724	773	853	967	1,095
Inventories	82	63	148	168	190
Others	128	53	84	91	99
Total current assets	2,762	3,321	3,291	3,588	3,907
Fixed assets - Net	3,810	4,236	5,126	5,850	6,652
Others	769	690	701	716	737
Total non-current assets	4,579	4,927	5,826	6,567	7,389
Total assets	7,341	8,247	9,117	10,154	11,296
Accounts payable	276	314	343	389	440
Others	280	386	422	478	542
Total current liabilities	556	700	765	867	982
Others non-current liabilities	185	216	223	229	236
Total non-current liabilities	185	216	223	229	236
Total liabilities	741	917	998	1,097	1,218
Shareholders equity	142	139	139	139	139
Add Paid-in capital	1,363	606	606	606	606
Treasury stick & other items	(760)	0	0	0	0
Minority interests	777	833	924	1,027	1,143
Retained earnings	5,078	5,752	6,460	7,285	8,189
Total Equity	5,823	6,497	7,205	8,030	8,935
Total Liabilities & Equity	7,341	8,247	9,117	10,154	11,296

Source: Company, KBVS Research

Exhibit 15: Cash flow

Year End Dec (IDR bn)	2023A	2024A	2025F	2026F	2027F
Pre-tax profit	1,264	1,588	1,775	2,030	2,268
Tax	(267)	(361)	(403)	(461)	(515)
D&A	258	292	343	393	447
Changes in working capital	(295)	9	(136)	(88)	(98)
Others	355	201	17	57	60
Operating cash flow	**1,314**	**1,729**	**1,595**	**1,931**	**2,162**
Capital expenditures	(639)	(674)	(1,233)	(1,117)	(1,249)
Others	2	(324)	(16)	(17)	(19)
Investing cash flow	**(637)**	**(998)**	**(1,249)**	**(1,134)**	**(1,267)**
Net change in debt	-	-	-	-	-
Net change in equity	-	-	-	-	-
Others	(16)	(33)	-	-	-
Cash dividends paid	(515)	(473)	(573)	(641)	(733)
Financing cash flow	**(530)**	**(506)**	**(573)**	**(641)**	**(733)**
Net change in cash	**147**	**225**	**(226)**	**156**	**162**
Cash in beginning of the year	696	843	1,068	841	998
Cash at the end of the year	843	1,068	841	998	1,159

Source: Company, KBVS Research

Exhibit 16: Ratio analysis

Year End Dec	2023A	2024A	2025F	2026F	2027F
Growth (%)					
Revenue	5.3	14.3	9.3	13.3	13.2
Gross profit	2.5	22.9	10.3	13.8	13.7
Operating profit	(8.4)	26.5	10.3	12.9	12.5
EBITDA	(1.1)	22.6	10.2	13.9	12.4
Net profit	(9.1)	25.1	11.8	14.4	11.7
Profitability (%)					
Gross margin	49.9	53.7	54.2	54.4	54.6
Operating margin	27.6	30.5	30.8	30.7	30.5
EBITDA margin	35.2	37.7	38.1	38.2	38.0
Net margin	21.5	23.5	24.1	24.3	24.0
ROA	12.5	13.9	14.1	14.4	14.5
ROE	15.7	17.6	17.8	18.3	18.3
Solvency (x)					
Current ratio	5.0	4.7	4.3	4.1	4.0
Quick ratio	4.8	4.7	4.1	3.9	3.8
Debt to equity	0.0	0.0	0.0	0.0	0.0
Interest coverage	75.9	84.8	93.5	105.6	118.8
Net gearing	(0.3)	(0.4)	(0.3)	(0.3)	(0.3)

Source: Company, KBVS Research

Disclaimer

The research presented in this report is based on the information obtained by KBVS from sources believed to be reliable, however KBVS do not make representations as to their accuracy, completeness or correctness. KBVS accepts no liability for any direct, indirect and/or consequential loss (including any claims for loss of profit) arising from the use of the material presented in this report and further communication given or relied in relation to this document. The material in this report is not to be construed as an offer or a solicitation of an offer to buy or sell any securities or financial products. This report is not to be relied upon in substitution for the exercise of independent judgement. Past performance and no representation or warranty, express or implied, is made regarding future performance. Information, valuations, opinions, forecasts and estimates contained in this report reflects a judgement at its original date of publication by KBVS and are subject to change without notice, its accuracy is not guaranteed or it may be incomplete.

The Research Analyst(s) primarily responsible for the content of this research report, in part or as a whole, certifies that the views about the companies and their securities expressed in this report accurately reflect his/her personal views. The Analyst also certifies that no part of his/her compensation was, is or will related to specific recommendation views expressed in this report. It also certifies that the views and recommendations expressed in this report do not and will not take into account client circumstances, objectives, needs and no intentions involved as a use for recommendations for sale or buy any securities or financial instruments.

KB Valbury Sekuritas Head Office

Sahid Sudirman Center 41st Floor Unit A-C
Jalan Jenderal Sudirman No. 86 Kelurahan Karet Tengsin,
Kecamatan Tanah Abang, Jakarta Pusat 10220, Indonesia
T. (021) 25098300
F. (021) 25098400

Branch Office

Jakarta – Sudirman
Sahid Sudirman Center 41st Floor Unit A-C
Jalan Jenderal Sudirman No. 86 Karet Tengsin,
Tanah Abang, Jakarta Pusat 10220
T. (021) 25098300/301

Jakarta - Kelapa Gading
Rukan Plaza Pasifik
Jl. Boulevard Barat Raya Blok A1 No. 10
Jakarta Utara 14240
T. (021) 29451577

Jakarta - Puri Indah
Rukan Grand Aries Niaga Blok E1 No. IV
Jl. Taman Aries, Kembangan
Jakarta Barat 11620
T. (021) 22542390

Jakarta – Pluit
Jl. Pluit Putra Raya No. 2
Jakarta Utara 14450
T. (021) 6692119

Bandung
Jl. Abdul Rivai No. 1A, Kel. Pasirkaliki,
Kec. Cicendo Bandung 40171
T. (022) 3003133

Malang
Jl. Pahlawan Trip No. 7
Malang 65112
T. (0341) 585888

Banjarmasin
Jl. Gatot Subroto No. 33
Banjarmasin 70235
T. (0511) 3265918

Pekanbaru
Jl. Tuanku Tambusai, Komplek CNN
Blok A No. 3 Pekanbaru 28291
T. (0761) 839393

Palembang
Komplek PTC Mall Blok I No. 7
Jl. R. Sukamto
Palembang 30114
T. (0711) 2005050

Surabaya
Pakuwon Center Lt 21
Jl. Embong Malang No.1
Surabaya 60261
T. (031) 21008080

Padang
Jl. Proklamasi No. 60A
Padang Timur 25121
T. (0751) 8688080

Yogyakarta
Jl. Magelang KM 5.5 No. 75
Yogyakarta 55000
T. (0274) 8099090

Semarang
Jl. Gajahmada 23A,
Kecamatan Semarang Tengah,
Kelurahan Kembang Sari 50241
T. (024) 40098080

Makassar
Komplek Ruko Citraland City Losari
Business Park, Blok B2 No. 09
Jl. Citraland Boulevard Makassar 90111
T. (0411) 6000818

Medan
Komplek Golden Trade Center
Jl. Jenderal Gatot Subroto No. 18-19
Medan 20112
T. (061) 50339090

Denpasar
Jl. Teuku Umar No. 177
Komplek Ibis Styles Hotel
Denpasar Bali 80114
T. (0361) 225229

Pontianak
Jl. Prof. M Yamin No. 14
Kotabaru, Pontianak Selatan
Kalimantan Barat 78116
T. (0561) 8069000

Investment Gallery

Jakarta
Citra Garden 6 Ruko Sixth Avenue
Blok J.1 A/18, Cengkareng
Jakarta Barat 11820
T. (021) 52392181

Tangerang
Ruko Aniva Junction Blok D No. 32
Gading Serpong, Tangerang,
Banten 15334
T. (021) 35293147

Semarang
Jl. Jati Raya No. D6,
Srondol Wetan, Banyumanik,
Semarang 50263
T. (024) 8415195

Salatiga
Jl. Diponegoro No. 68
Salatiga 50711
T. (0298) 313007

Solo
Jl. Ronggowarsito No. 34
Surakarta 57118
T. (0271) 3199090

Jambi
Jl. Orang Kayo Hitam No. 48 B
Jambi Timur 36123
T. (0741) 3068533

KB Valbury Sekuritas