

***The biggest herbal medicine manufacturer in Indonesia with more than 70 years of experience***

Sido Muncul (SIDO) is the biggest and modern herbal manufacturer in Indonesia. It continues to be the market leader in herbal/traditional products category. Having more than 300 SKUs with strong brand image and become top of mind for Indonesian consumers. The brands such as Tolak Angin and Kuku Bima Ener-G! have been long-standing brands for decades.

**Financial Performance**

(in IDR billion / Audited)

**Update FY 2021**

	SALES	GROSS PROFIT	EBIT	NPAT
FY21	4,021	2,286	1,577	1,261
	+21% YoY	+24% YoY	+37% YoY	+35% YoY
FY20	3,335	1,839	1,151	934

***Continued strong growth momentum and delivered high performance consistently***

- The trend of herbal and supplements consumption was remained strong throughout 2021 and will continue in 2022 as people health awareness will continue to increase. SIDO products such as Tolak Angin, Vitamin C1000, Ginger Drinks, Tolak Linu, and Supplements became the growth driver of sales performance FY21.
- Consolidated sales increased strongly of 21% yoy. Detail sales growth per segment:
  - Herbal & Supplement: +21%
  - Food & Beverages: +18%
  - Pharmaceutical: +26%
- International business (Export) booked strong performance, driven by recovery export sales to Nigeria and Malaysia, also contribution from shipment of essential oil to France.
- Strong sales performance drove operating leverage, generating higher profitability margin. Resulting NPAT was booked higher by 35% yoy with net margin of 31% or higher 3% compared to previous year.

***Company Guidance for 2022***

- Growth for top line and bottom line is targeted >15%, with budget for capex of IDR 210bn.

***New Products Launched in FY21***



***Shipment of Essential Oil***

