

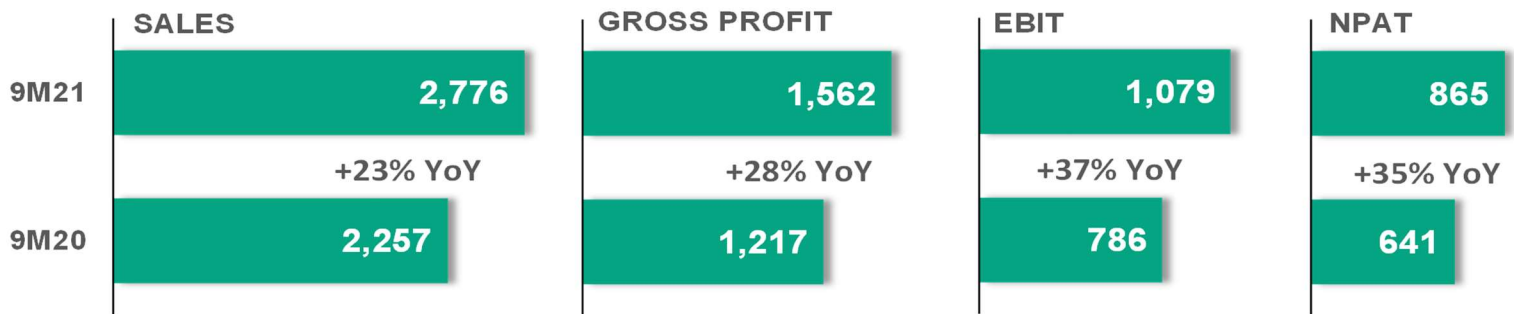
The biggest herbal medicine manufacturer in Indonesia with more than 70 years of experience

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 / Unaudited)

Update 9M 2021



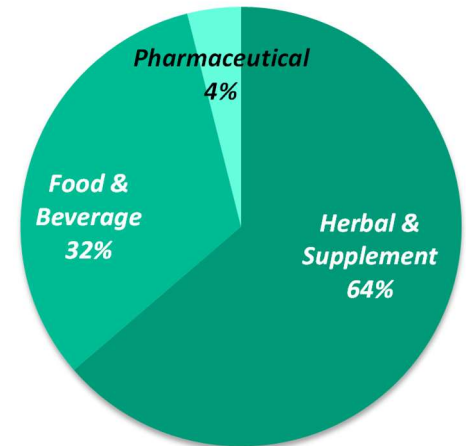
Benefiting from strong demand of herbal supplement & vitamin products, SIDO continued delivering strong results up to 9M21

- Surging demand from domestic market boosted SIDO topline performance in 3Q21 (+41% yoy). Tolak Angin group and Healthy Drink products were the top growth contributors.
- Detailed sales growth per segment as of 9M21:
 - Herbal & Supplement: +23%
 - Food & Beverages: +25%
 - Pharmaceutical: +18%
- Overall export sales increased by 39%, contributing 2.6% of total sales as of 9M21. Nigeria and Malaysia are still top export contributors.
- A&P cost ratio was stable at 9% of sales. Overall, OPEX ratio to sales was 18%, lower compared to historical ratio (20%-21%) due to higher sales performance and efficient operations.
- SIDO continued to improve its margin and booked higher NPAT growth of 35% with margin of 31%.

Raise guidance for 2021

- Raise the FY21 guidance with Sales >15% and NPAT >25%.

Sales Mix



Dividend History

