

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 6M22

	SALES	GROSS PROFIT	EBIT	NPAT
6M22	1,612	854	559	446
	-3% YoY	-8% YoY	-10% YoY	-11% YoY
6M21	1,655	930	621	502

> Consolidated sales declined 3% yoy for the first 6-month period; Detail sales per segment:

- > Herbal & Supplement: -7%
- > Food & Beverages: +4%
- > Pharmaceutical: +17%

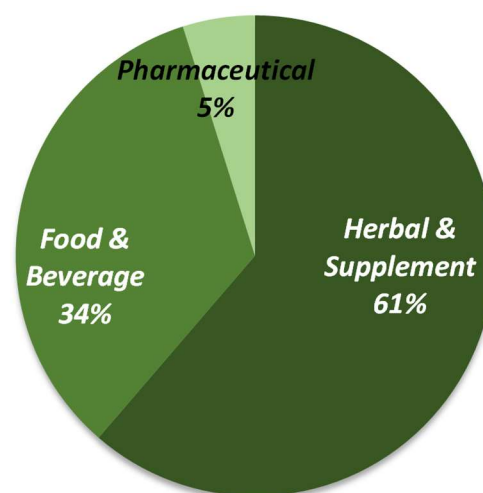
> International business increased >80% yoy as of 1H, contributed 6% of total sales with Malaysia and Nigeria as the top driver.

> Consolidated gross margin was lower 3% from previous year, mainly driven by lower sales volume. While, raw materials prices were still stable high from previous quarter.

> Gross margin of Herbal segment remains stable at 66% - 67% as of 1H22. While, F&B gross margin is expected to improve in the next half, as price for most main products have been adjusted.

> A&P spending reduced to 7% of sales. However, NPAT still down 11% yoy with net margin at 28%.

Sales Mix



Export Contribution

