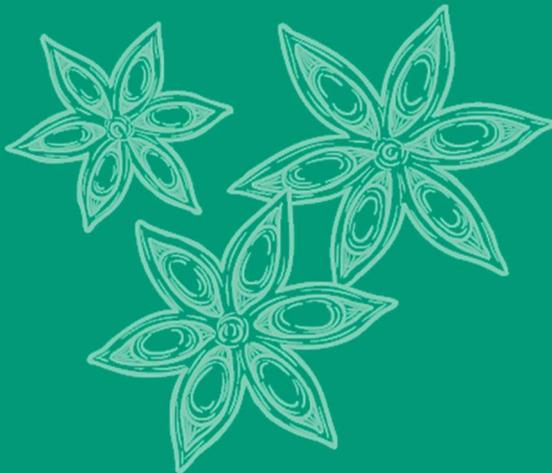


COMPANY PRESENTATION

PUBEX – 9 September 2021



Improving Health,

Impacting
Lives

Largest herbal product manufacturer in Indonesia with leading product portfolio and strong financials

Well-established Presence



More than 70 years of heritage



Products that cater to Indonesian consumers across all demographics (gender, age and income groups)



122 distribution points throughout Indonesia



More than 4,000 employees

Attractive Financials



Market Cap: IDR 24T
(Listed since 2013)
2020 Sales: IDR 3,335 bn
2020 NPAT: IDR 934 bn



2017-20 CAGR
Sales : +9%
NPAT : +21%



OP Margin: 35%
NPAT Margin: 28%
ROA: 24%
ROE: 29%



Stable dividend payout ratio averaging >90% (FY20: 100%) and debt free balance sheet

Numerous Accolades



FORBES – Asia Best Under a Billion & 50 Best of the Best Companies (2020)



Finance Asia – Indonesia Best Managed Listed Company & Best CEO (2021)



GOLD PROPER – The highest recognition from the Ministry of Environment and Forestry

Various other Indonesia most valuable brand awards and recognitions in ESG



Making Lives

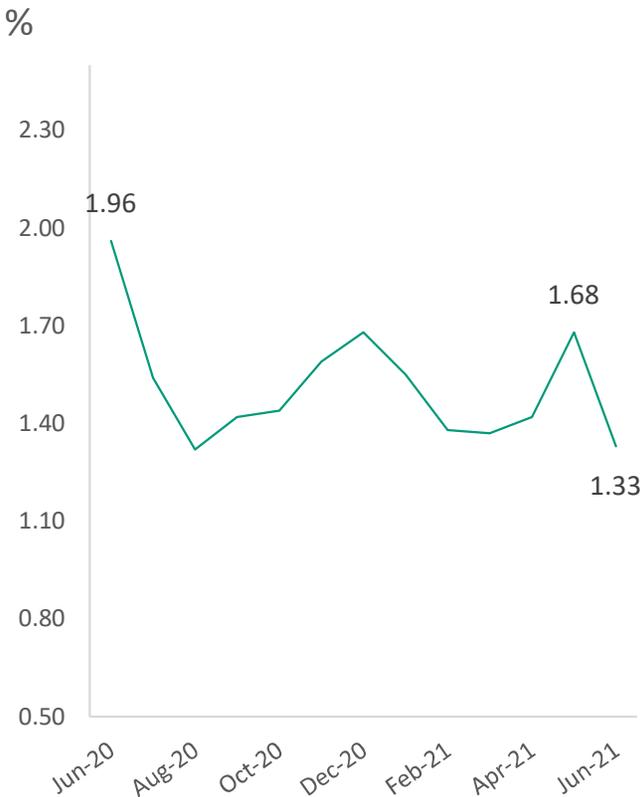
Brighter

BUSINESS UPDATE 6M 2021

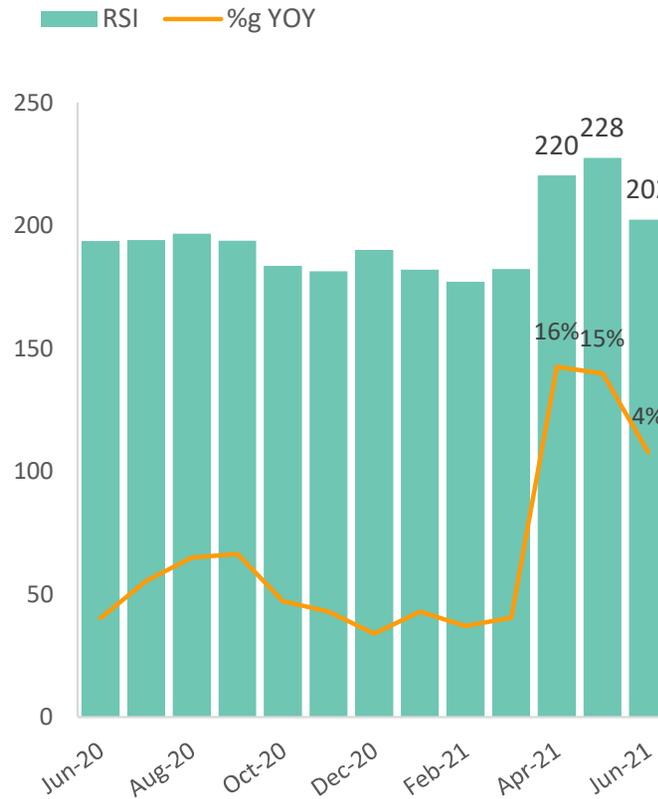
Ramadhan gave a positive impact to economic in the 2Q21

Economic activity was rising with higher sales index and inflation for the month of Apr & May during Ramadhan.

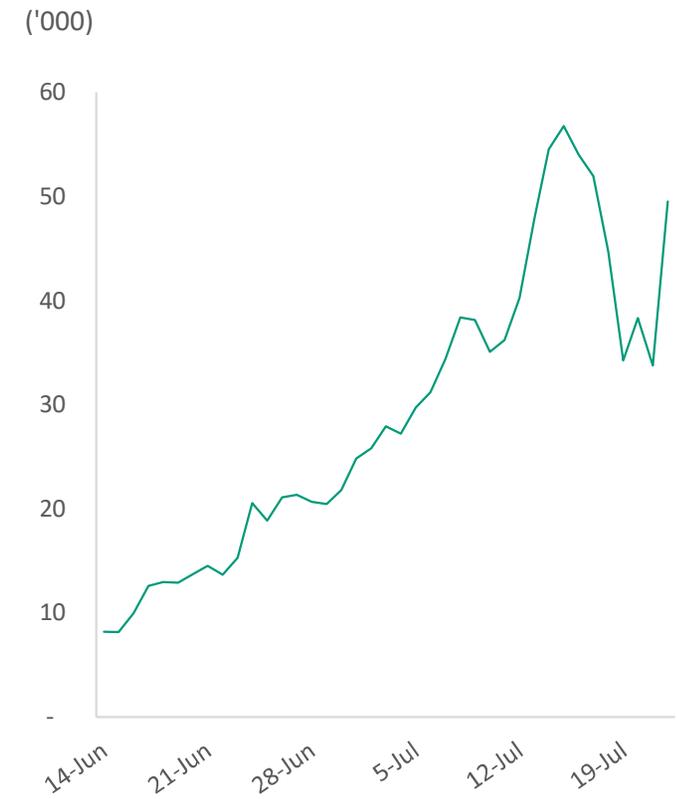
Inflation



Real Sales Index



Indonesia daily new COVID-19 cases



The rising COVID cases has increased the demand for food supplements, multivitamin and consumer health products, especially in the category of improving the immune system. This condition becomes a positive catalyst for SIDO to provide more herbal, food supplement, and vitamin products to fill the market demand.

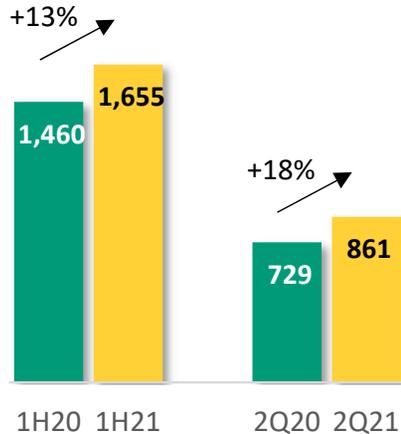
Continued strong momentum in 2Q 2021

Highlights of 2Q21 results

Consistent in delivering revenue growth

(IDR bn)

Revenues

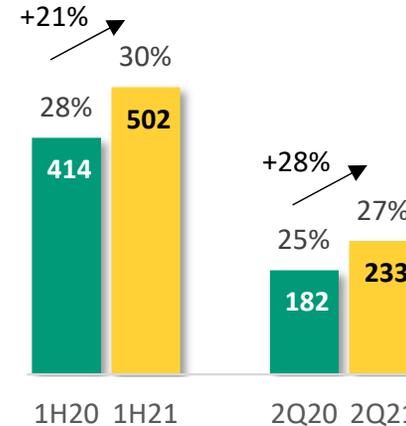


- Strong and sustained demand
- Products diversification
- Distribution expansion
- Maintaining recovery momentum

Ability to generate higher earnings & margin

(IDR bn / %margin)

NPAT

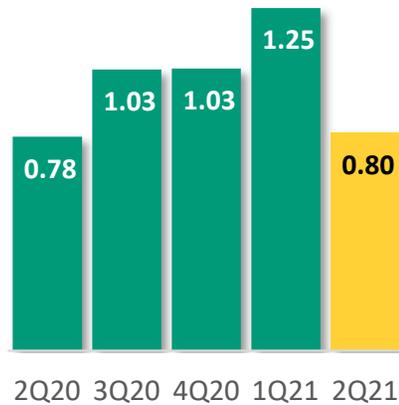


- Stable raw material prices
- Operational excellence
- Effective cost management

Healthy financial position

(IDR tn)

Cash Balance

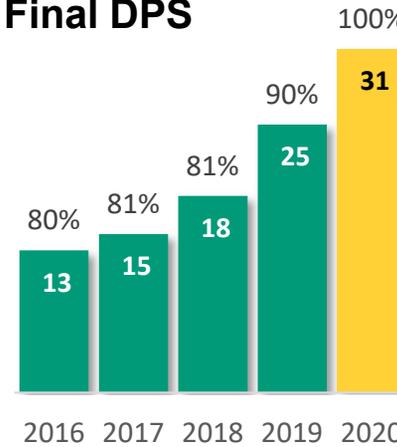


- Solid balance sheet with strong cash generation
- Zero leverage

Higher dividend distribution

(IDR / %payout)

Final DPS



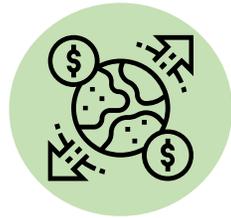
- Higher payout ratio up-to 100%
- Continuing increase shareholder value

Agile execution in dynamic situations to overcome the challenges, become the key success of SIDO business



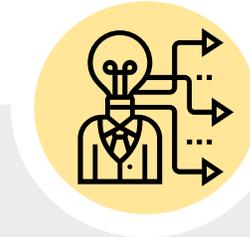
1 Maximizing domestic market

- Providing various range of products to fulfill market's demand with 9 new product SKUs in 1H21.
- Number of outlets has expanded to around 125k wholesalers & retailers.



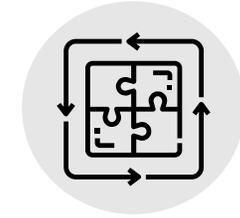
2 Export recovery

- Led by sales to Nigeria and Malaysia with Kuku Bima Energy, the export business increased by +94% yoy in 1H21.
- Ready to commence the essential oil business in the 2H21.



3 Digital transformation

- Online sales has increased more than 11x from previous year.
- Focus investment in digital transformation.



4 Business process improvement

- Investment in renewable energy, in progress of installing 2,000 kWp solar panel.
- Green house project to ensure raw materials sourcing sustainability
- Bioethanol facility with capacity of 5k-7k ltr per day

New products launched in 2Q21

Future Development

Herbal & Supplement



- Contains 50 soft-capsules
- Composition: Coenzyme Q10 75mg
- Coenzyme Q10 is an antioxidant to reduce free radicals and supports for cellular energy production.

*Sido Muncul CoQ10
(Soft Capsule Supplement)*

- Development of series Food Supplement products to extend the range of SIDO portfolio product

Food & Beverages



Jamu Heritage

Vitamin C1000mg + Zinc

- Focus on RTD product development
- Expand beverage product portfolio into new category

Successfully implementing focus product strategy during Pandemic

SIDO Ginger Drinks and Vitamin C ranked no. 1 and 6 respectively in MT channel.



%Growth (YoY)
>250%

Vit C Market
 All formats
IDR 3.5^{tn}

SIDO MUNCUL VITAMIN C1000mg + Zinc

Different packaging, different format, to meet more demand

- Real orange and honey
- Complete formulation with Vitamin C 1000 mg, Zinc, Vit E, Vit B3, B6, B12, & Beta-Carotene
- Maintain health & immune system
- Contain antioxidant to reduce free radicals in the body
- Non carbonated



- Huge demand on Vit C products, impact from COVID-19 2nd wave
- Vit C is the best known single vitamin in all formats

**fresh way
to be healthier**

Only with
1 Bottle
 per day

SIDO Healthy Drinks

Local taste with various health benefits



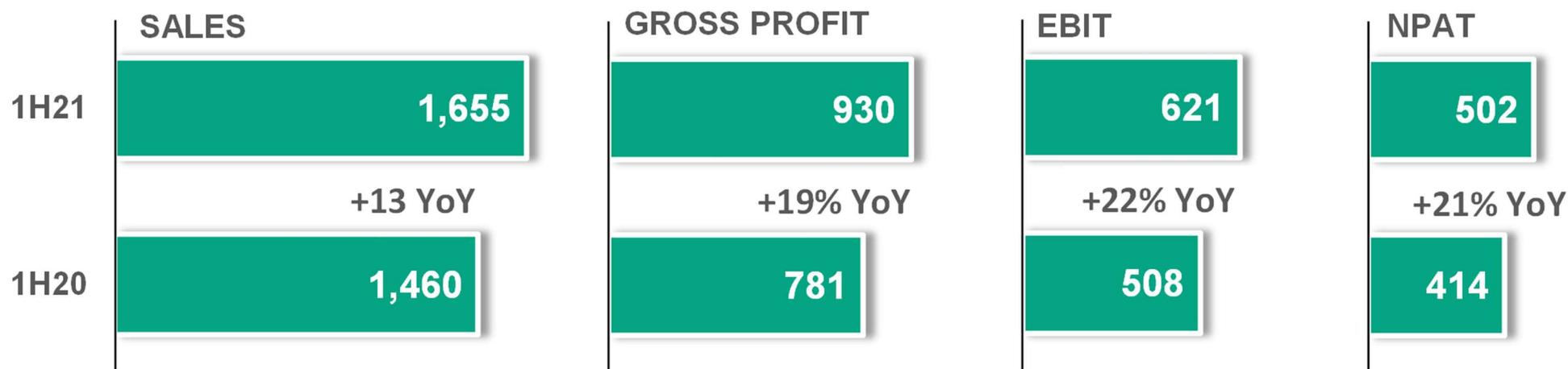
- SIDO healthy drink category increased by 19% per 1H21, with top 3 contributor products: Susu Jahe, Vitamin C1000, & Kopi Jahe.
- The healthy drink category has contributed more than 45% of the F&B business segment.
- *Jamu Heritage* is SIDO's new healthy drink product that offers sensation of modern Jamu tastes that can be enjoyed by everyone.

FINANCIAL SUMMARY



Disciplined execution on the strategy to continue growing the business

(IDR Billion – Unaudited)

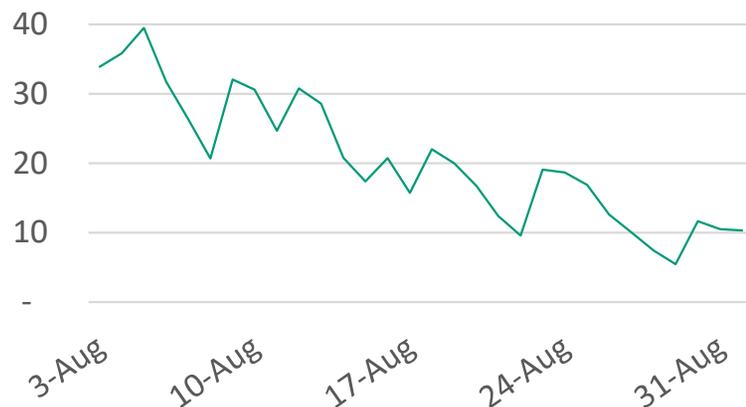


- Strong domestic demand was driving higher sales performance of Herbal & Supplement segment by 15%, led by Tolak Angin with higher sales volume in 2Q. Meanwhile, F&B business segment maintained the performance with growth of 12% yoy as of 1H21 driven by Healthy Drink category and export sales of Energy Drink.
- A&P cost was 9% of sales, below the budget. SIDO applied selective cost management to ensure all costs were in accordance with the needs and on target in-line with the strategy that being implemented. Total OPEX was maintained at the same level with previous year at 20% of total consolidated sales.
- Profitability was improving with net margin increased to 30% compared to 1H20 of 28%, reflecting solid and strong business performance.

Due to the heightened consumer health awareness caused by Indonesia's 2nd wave COVID-19 pandemic, market demand for herbal and supplement health products have increased significantly, resulting in a very promising 2H'21 growth outlook

Indonesia daily new COVID-19 cases for the last 30 days

('000)



- Due to the swift responses and emergency handling by the Indonesian government, Indonesia has passed the peak of the 2nd wave COVID-19 pandemic. Combined with the loosening of PPKM regulations and reduction in mobility restrictions, economic activity in Indonesia is expected to pick-up.
- Demand on herbal, supplement and vitamin health products are expected to remain high, as consumers become increasingly more educated on the importance of maintaining a strong immune system and a healthy lifestyle.
- SIDO as the largest herbal supplement and a leading consumer health player in Indonesia, is expected to benefit from this shifting consumer health trend in Indonesia going forward.

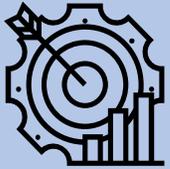
Latest corporate action update:

- SIDO distributed interim dividend on Aug 27, with amount of IDR 15.30 per share or IDR 455.48 bn in full amount (90.7% payout ratio of 1H21 Net Income).
- Shareholders approved to distribute bonus shares with ratio of 131:1 from the results of Extraordinary General Meeting Shareholders on Sep 3. SIDO will distribute 227,253,602 shares with cum date for Regular and Negotiation Market on Sep 27 and the distribution of bonus shares on Oct 5.

The rise of health awareness and healthy lifestyles during the Pandemic has brought positive catalysts to SIDO

Therefore, we raise NPAT guidance with growth of >15% for FY21.

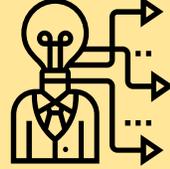
Growth Guidance 2021: Sales >10% and NPAT >15%



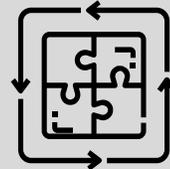
Optimizing domestic distribution and products diversification



Focus on export recovery and expansion



Strengthening digital presence in online platforms and marketplaces



Maintain margin and improve business process

CAPEX IDR 180 - 200 billion

Key Takeaways:

- Successfully navigated all the challenges in 2020 with more uncertainty conditions compared to this year, by delivering double-digit growth.
- More experienced and agile team to face the challenges up ahead and executes the strategy consistently.



Q&A

Making Lives

Brighter