

# Sido Muncul Tbk (SIDO IJ)

## Kinerja Positif dari Semua Segmen

SIDO mengawali 1Q22 dengan membukukan kinerja yang baik di mana pendapatan dan laba bersih masing-masing tumbuh 11,0% YoY dan 9,7% YoY. Kinerja ini ditopang oleh semua segmen yang mengalami pertumbuhan pendapatan pada 1Q22. Adapun, SIDO mengalami penurunan GPM pada segmen Makanan dan Minuman akibat kenaikan harga bahan baku.

### Farmasi Bukukan Pertumbuhan Paling Besar

- Pada 1Q22, SIDO membukukan pendapatan sebesar Rp880,5 miliar atau tumbuh 11,0% YoY (vs 1Q21: Rp793,4 miliar). Semua segmen mengalami pertumbuhan pada 1Q22, di mana pertumbuhan paling tinggi yaitu segmen Farmasi sebesar 41,6% menjadi Rp42,8 miliar.
- Segmen Jamu Herbal dan Suplemen dengan kontribusi penjualan 60,1% tumbuh 4,6% menjadi Rp529,0 miliar di 1Q22 serta segmen Makanan dan Minuman tumbuh 19,9% menjadi Rp308,7 miliar di 1Q22.
- Kinerja yang baik pada pendapatan juga tercermin pada laba bersih SIDO pada 1Q22 yang tercatat sebesar Rp295,0 miliar atau tumbuh 9,7% dari 1Q21 sebesar Rp269,0 miliar.
- Dilihat dari GPM per segmennya pada 1Q22, segmen Makanan dan Minuman membukukan penurunan GPM menjadi 33,4% (vs 1Q21: 36,7%) akibat kenaikan harga bahan baku.
- Sementara, GPM untuk segmen Jamu Herbal dan Suplemen serta Farmasi masing-masing tumbuh menjadi 68,4% dan 39,8% pada 1Q22.

### Penyesuaian Harga pada Produk F&B

- Kami melihat permintaan untuk produk herbal, suplemen, dan multivitamin masih akan terus berlanjut ditengah mulai sadarnya perilaku hidup sehat. Adapun, SIDO meluncurkan produk baru Ready to Drink yaitu Teh Tolak Angin dan Galian Singset.
- Kinerja penjualan Modern Trade SIDO mengalami pertumbuhan double digit yang juga diiringi dengan kenaikan penjualan online sebesar 380% YoY.
- SIDO melakukan penyesuaian harga pada produk Makanan dan Minuman di mana kami melihat dampak dari penyesuaian harga ini akan terlihat pada 2Q22.
- Perusahaan juga terus melakukan ekspansi outlet dengan menjangkau 142 ribu wholesaler dan retailer yang di antaranya datang dari daerah Jawa Timur, Maluku, Sulawesi, Papua dan Kalimantan.
- Penjualan internasional tumbuh 125% pada 1Q22 yang didorong oleh kinerja penjualan yang kuat di Nigeria serta ekspansi ke ECOWAS. Untuk segmen ini juga, SIDO melakukan pembukaan outlet baru di Filipina dan Malaysia.

### Rekomendasi BUY dengan TP Rp1.100

- Kami memberikan rekomendasi Buy untuk SIDO dengan target price Rp1.100/saham. TP ini mengimplikasikan P/E sebesar 19,7x atau +1 STD dengan potensi kenaikan sebesar 22,2%. Adapun risiko utama yang dihadapi perseroan yaitu kenaikan harga bahan baku yang seiring dengan kenaikan harga komoditas akibat dari tensi geopolitik Rusia-Ukraina.

### PT Sido Muncul Tbk | Summary (IDR Bn)

	2021A	2022F	2023F	2024F
Sales	4,021	4,511	5,120	5,837
Growth	20.6%	12.2%	13.5%	14.0%
Net Profit	1,261	1,441	1,639	1,869
Growth	35.0%	14.3%	13.8%	14.0%
EPS (IDR)	38	48	55	62
P/E	22.8x	22.9x	20.1x	17.7x
P/BV	7.5x	7.8x	7.6x	7.6x
EV/EBITDA	14.8x	16.4x	14.3x	12.4x
ROE	36.3%	34.0%	37.9%	42.8%
ROA	31.0%	29.3%	32.0%	35.7%
Dividend Yield	3.9%	3.6%	4.2%	5.1%

Source: Company Data, Bloomberg, NIKSI Research  
Please consider the rating criteria & important disclaimer

## BUY

Price Target (IDR)	1,100
Consensus Price (IDR)	1,147
TP to Consensus Price	-4.1%
Potential Upside	22.2%

### Shares data

Last Price (IDR)	900
Price Date as of	May 12, 2022
52 wk Range (Hi/Lo)	1,070/700
Free Float (%)	22.9
Outstanding sh.(mn)	30,277
Market Cap (IDR bn)	27,205
Market Cap (USD mn)	1,864
Avg. Trd Vol - 3M (mn)	32.30
Avg. Trd Val - 3M (bn)	31.00
Foreign Ownership (%)	8.8

### Healthcare

#### Pharmaceutical

Bloomberg	SIDO IJ
Reuters	SIDO.JK

### Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	3.4%	-0.6%	-4.8%	16.1%
Rel. Ret.	4.4%	8.0%	-1.6%	5.0%

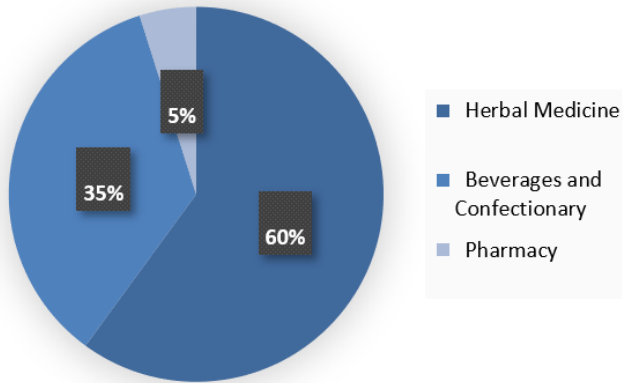
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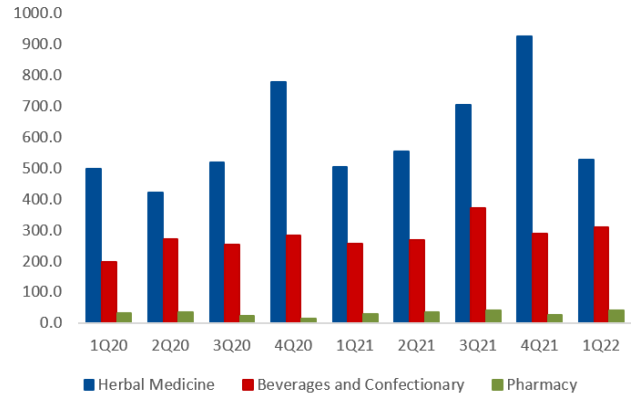
# Performance Highlights

## SIDO's Revenue Breakdown (1Q22)



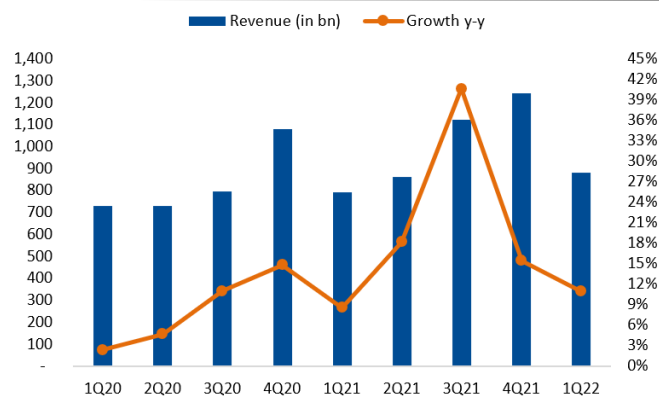
Source: Company Data, NHKSI Research

## SIDO's Revenue by Segments (IDR Bn)



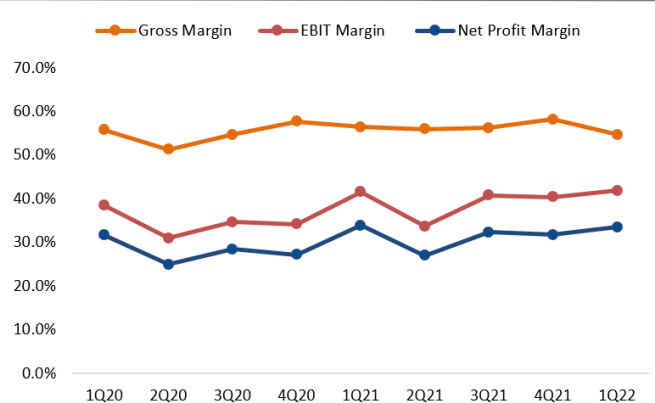
Source: Company Data, NHKSI Research

## SIDO's Revenue Growth



Source: Company Data, NHKSI Research

## SIDO's Margin Ratio



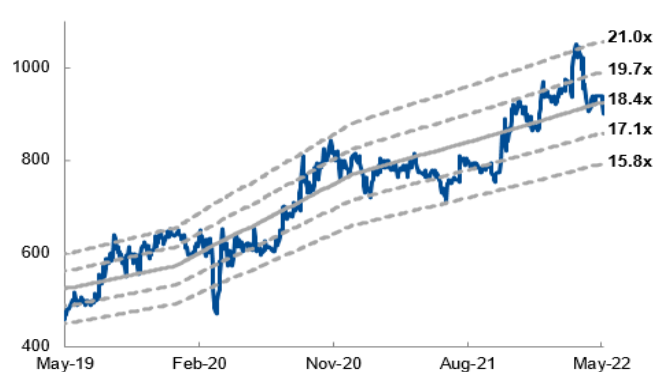
Source: Company Data, NHKSI Research

## Forward P/E Band (Last 3 Years)



Source: Company Data, NHKSI Research

## Dynamic Forward P/E Band (Last 3 Years)



Source: Company Data, NHKSI Research

## Summary of Financials

INCOME STATEMENT					PROFITABILITY & STABILITY				
(IDR bn)	2021/12A	2022/12E	2023/12E	2024/12E		2021/12A	2022/12E	2023/12E	2024/12E
<b>Net Sales</b>	<b>4,021</b>	<b>4,511</b>	<b>5,120</b>	<b>5,837</b>	ROE	36.3%	34.0%	37.9%	42.8%
<i>Growth</i>	20.6%	12.2%	13.5%	14.0%	ROA	31.0%	29.3%	32.0%	35.7%
COGS	(1,735)	(1,949)	(2,172)	(2,465)	Inventory Turnover	4.5x	4.7x	4.7x	4.6x
<b>Gross Profit</b>	<b>2,286</b>	<b>2,562</b>	<b>2,948</b>	<b>3,372</b>	Receivable Turnover	6.1x	6.6x	6.6x	6.4x
<i>Gross Margin</i>	56.9%	56.8%	57.6%	57.8%	Payables Turnover	8.8x	9.5x	8.7x	8.7x
Operating Expenses	(705)	(758)	(891)	(1,017)	Dividend Yield	3.9%	3.6%	4.2%	5.1%
<b>EBIT</b>	<b>1,581</b>	<b>1,804</b>	<b>2,057</b>	<b>2,355</b>	Payout Ratio	89.5%	0.0%	0.0%	0.0%
<i>EBIT Margin</i>	39.3%	40.0%	40.2%	40.3%	DER	0.0x	0.0x	0.0x	0.0x
Depreciation	94	95	122	144	Net Gearing	0.0x	0.0x	0.0x	0.0x
<b>EBITDA</b>	<b>1,675</b>	<b>1,900</b>	<b>2,179</b>	<b>2,499</b>	Equity Ratio	85.3%	86.1%	84.5%	83.3%
<i>EBITDA Margin</i>	41.7%	42.1%	42.6%	42.8%	Debt Ratio	0.2%	0.0%	0.0%	0.0%
Interest Expenses	-	-	-	-	Financial Leverage	101.2%	86.6%	118.4%	103.2%
<b>EBT</b>	<b>1,613</b>	<b>1,835</b>	<b>2,083</b>	<b>2,364</b>	Current Ratio	4.1x	4.9x	4.4x	4.3x
Income Tax	(352)	(394)	(444)	(496)	Quick Ratio	3.3x	4.2x	3.8x	3.4x
Minority Interest	-	-	-	-	Par Value (IDR)	10	10	10	10
<b>Net Profit</b>	<b>1,261</b>	<b>1,441</b>	<b>1,639</b>	<b>1,869</b>	Total Shares (mn)	30,000	30,000	30,000	30,000
<i>Growth</i>	35.0%	14.3%	13.8%	14.0%	Share Price (IDR)	865	1,100	1,100	1,100
<i>Net Profit Margin</i>	31.4%	31.9%	32.0%	32.0%	Market Cap (IDR tn)	26.0	33.0	33.0	33.0

BALANCE SHEET					VALUATION INDEX				
(IDR bn)	2021/12A	2022/12E	2023/12E	2024/12E		2021/12A	2022/12E	2023/12E	2024/12E
Cash	1,082	1,877	1,951	1,913	Price /Earnings	22.8x	22.9x	20.1x	17.7x
Receivables	664	680	772	808	Price /Book Value	7.5x	7.8x	7.6x	7.6x
Inventories	455	455	462	532	PE/EPS Growth	0.7x	1.6x	1.5x	1.3x
<b>Total Current Assets</b>	<b>2,245</b>	<b>3,058</b>	<b>3,229</b>	<b>3,298</b>	EV/EBITDA	14.8x	16.4x	14.3x	12.4x
Net Fixed Assets	1,600	1,637	1,668	1,716	EV/EBIT	15.7x	17.2x	15.1x	13.2x
Other Non Current Assets	225	224	223	224	EV (IDR bn)	24,874	31,123	31,049	30,987
<b>Total Non Current Asset</b>	<b>1,824</b>	<b>1,861</b>	<b>1,892</b>	<b>1,940</b>	Sales CAGR (3-Yr)	9.0%	13.3%	13.7%	15.4%
<b>Total Assets</b>	<b>4,069</b>	<b>4,919</b>	<b>5,121</b>	<b>5,237</b>	Net Income CAGR (3-Yr)	20.5%	23.8%	21.3%	20.6%
Payables	189	205	251	283	Basic EPS (IDR)	38	48	55	62
ST Bank Loan	6	-	-	-	BVPS (IDR)	116	141	144	145
<b>Total Current Liabilities</b>	<b>543</b>	<b>626</b>	<b>738</b>	<b>817</b>	DPS (IDR)	34	39	47	56
LT Debt	2	-	-	-					
<b>Total Liabilities</b>	<b>598</b>	<b>683</b>	<b>795</b>	<b>873</b>					
Capital Stock & APIC	2,149	2,152	2,152	2,152					
Retained Earnings	1,323	2,084	2,173	2,212					
<b>Shareholders' Equity</b>	<b>3,471</b>	<b>4,236</b>	<b>4,326</b>	<b>4,365</b>					

CASH FLOW STATEMENT					OWNERSHIP				
(IDR bn)	2021/12A	2022/12E	2023/12E	2024/12E					
Operating Cash Flow	1,199	1,466	1,775	1,886	<b>Shareholders</b>				%
Investing Cash Flow	(124)	(158)	(132)	(149)	Hotel Candi Baru				60.0
Financing Cash Flow	(1,025)	3	(1,396)	(1,675)	Concordant Investments PL				17.0
<b>Net Changes in Cash</b>	<b>50</b>	<b>1,311</b>	<b>247</b>	<b>62</b>	Schroder Investment				2.2
					Norges Bank				1.0
					<b>By Geography</b>				%
					Indonesia				91.2
					Norway				1.2
					Luxembourg				1.2
					United States				1.0

Source: Company Data, NHKSI Research

**NH Korindo Sekuritas Indonesia (NHKSI) Stock Ratings**

1. Based on a stock's forecasted absolute return over a period of 12 months from the date of publication.
2. Rating system based on a stock's potential upside from the date of publication
  - Buy : Greater than +15%
  - Overweight : +5% to 15%
  - Hold : -5% to +5%
  - Underweight : -5% to -15%
  - Sell : Less than -15%

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