

Unilever Indonesia Tbk (UNVR)

Kinerja Solid Ditopang Hampir Semua Segmen

Kinerja top dan bottom line UNVR sepanjang 1Q22 mencatatkan pertumbuhan masing-masing 5,4% YoY dan 19,0% YoY. Segmen F&R membukukan pertumbuhan paling besar yaitu 8,2% YoY dengan gross margin mampu bertahan di 45,0% pada 1Q22. Ke depan, kami melihat kinerja UNVR masih ditopang oleh segmen F&R seiring adanya pelonggaran PPKM.

Top Line dan Bottom Line Mampu Bangkit

- UNVR mencatatkan kinerja yang solid sepanjang 1Q22 dengan mencatatkan pendapatan sebesar Rp10,8 triliun (+5,4% YoY dan +13,9% QoQ).
- Segmen F&R mencatatkan pertumbuhan sebesar 8,2% YoY menjadi Rp3,7 triliun (vs 1Q21: Rp3,4 triliun) didorong oleh merk Royco, Bango dan Buavita.
- Di tengah biaya bahan baku yang tinggi serta permintaan yang lebih rendah, segmen HPC sepanjang 1Q22 mampu tumbuh 4,0% menjadi Rp7,1 triliun (vs 1Q21: Rp6,8 triliun).
- Seiring dengan membaiknya kinerja top line, bottom line UNVR pun membukukan kinerja yang baik, dimana laba bersih pada 1Q22 tercatat sebesar Rp2,0 triliun (+19,0% YoY dan +46,5% QoQ) didukung oleh efisiensi operasional dan biaya keuangan yang lebih rendah.
- GPM 1Q22 tercatat lebih rendah sebesar 48,7% (vs 1Q21: 52,4%) akibat kenaikan biaya bahan baku yang lebih tinggi. Sementara, OPM dan NPM 1Q22 mampu mencatatkan kenaikan menjadi 24,3% dan 18,6% (vs 1Q21 OPM: 21,6% dan NPM: 16,5%).

Kinerja Lebih Banyak Ditopang F&R

- Dilihat dari setiap segmennya, gross margin HPC pada 1Q22 tercatat lebih rendah di 50,5% sementara F&R mampu mempertahankan gross margin di 45,0% (vs 1Q21 HPC: 55,9% dan F&R: 45,5%).
- Kami yakin kinerja UNVR ke depannya akan lebih banyak ditopang oleh segmen F&R akibat adanya pelonggaran PPKM yang diharapkan mampu meningkatkan daya beli konsumen dan mampu meningkatkan segmen F&R.
- Kinerja positif lainnya datang dari Beauty & Personal Care yang tumbuh 6,7% YoY pada 1Q22 didorong oleh kinerja yang baik dari kategori oral care dan deodorant serta segmen UFS yang juga mampu mencatatkan pertumbuhan sebesar 25,1% YoY di 1Q22.
- Tahun ini, UNVR mempertahankan rasio alokasi belanja modal pada kisaran 2% hingga 2,5% dari turnover dalam satu tahun. Adapun, belanja modal akan digunakan untuk investasi dalam rangka mendukung pertumbuhan bisnis.

Rekomendasi Buy dengan TP Rp5.700

- Kami memberikan rekomendasi BUY untuk UNVR, dengan target price Rp5.700/saham dengan P/E 32.5x atau -0,5 STD yang memiliki potensi kenaikan 20,5%. Adapun, risiko dari rekomendasi kami adalah kenaikan harga komoditas dan penurunan permintaan produk.

Unilever Indonesia Tbk | Summary (IDR bn)

	2021A	2022F	2023F	2024F
Sales	39,546	41,128	42,705	44,276
Growth	-8.0%	4.0%	3.8%	3.7%
Net Profit	5,758	6,595	6,673	6,932
Growth	-19.6%	14.5%	1.2%	3.9%
EPS (IDR)	151	173	175	182
P/E	27.2x	33.0x	32.6x	31.4x
P/BV	36.3x	45.2x	44.2x	43.9x
EV/EBITDA	17.7x	22.5x	22.2x	21.3x
ROE	133.3%	137.0%	135.5%	140.0%
DER	0.4x	0.5x	0.5x	0.5x
Dividend Yield	4.0%	2.8%	3.0%	3.2%

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

Company Report | June 02, 2022

BUY

Target Price (IDR)	5,700
Consensus Price (IDR)	4,351
TP to Consensus Price	+31.0%
vs. Last Price	+20.5%

Shares data

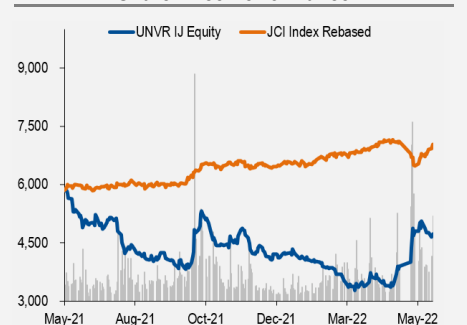
Last Price (IDR)	4,730
Price date as of	May 31, 2022
52 wk range (Hi/Lo)	6,000 / 3,280
Free float (%)	15.0
Outstanding sh.(mn)	38,150
Market Cap (IDR bn)	180,450
Market Cap (USD mn)	12,406
Avg. Trd Vol - 3M (mn)	43.41
Avg. Trd Val - 3M (bn)	176.66
Foreign Ownership	3.8%

Consumer Staples

Household & Personal Products

Bloomberg	UNVR IJ
Reuters	UNVR.JK

Share Price Performance



	YTD	1M	3M	12M
Abs. Ret.	11.8%	21.6%	22.9%	-19.1%
Rel. Ret.	4.6%	22.7%	19.3%	-39.3%

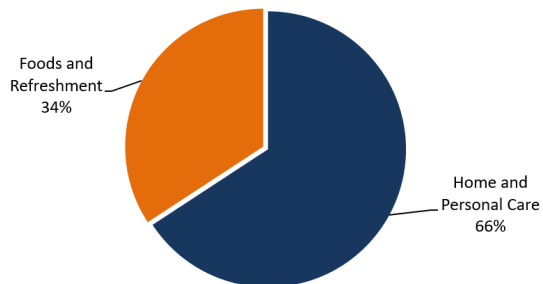
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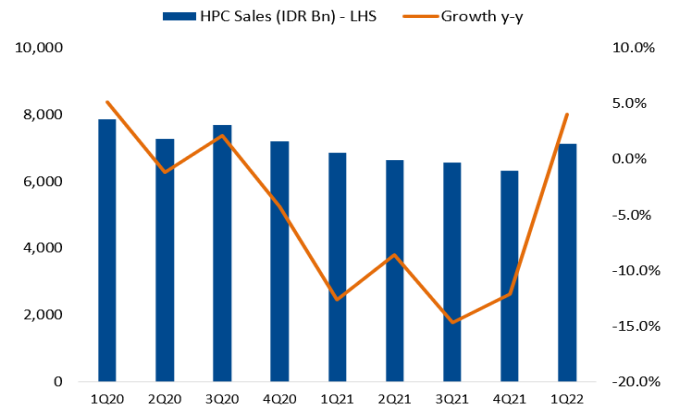
Performance Highlights

UNVR's Revenue Breakdown



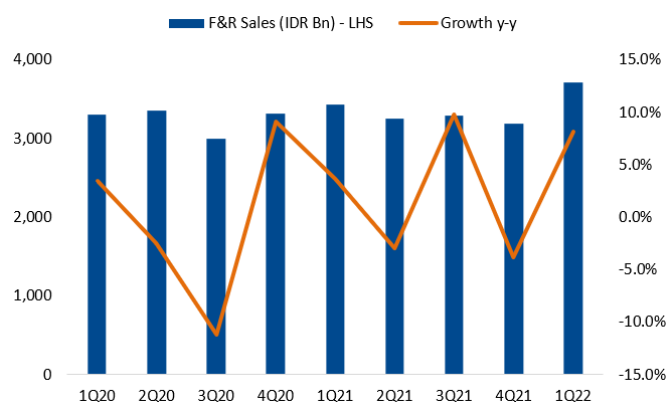
Source: Company, NHKSI Research

HPC Division Sales



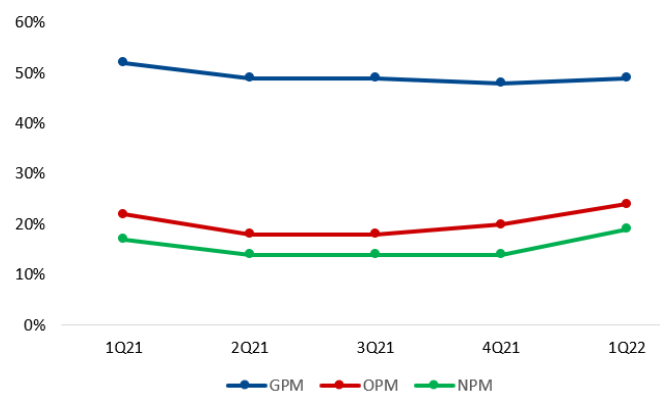
Source: Company, NHKSI Research

F&R Division Sales



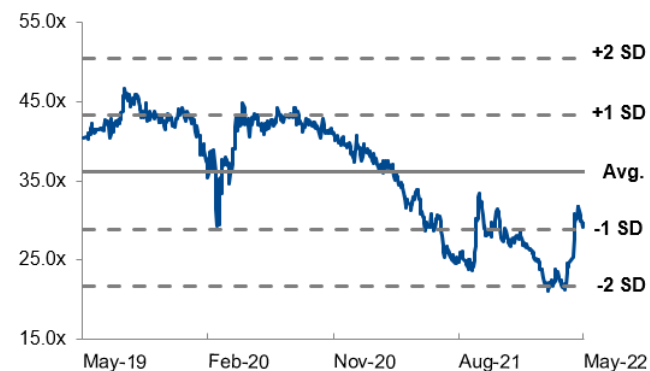
Source: Company, NHKSI Research

UNVR's Margin Profitability



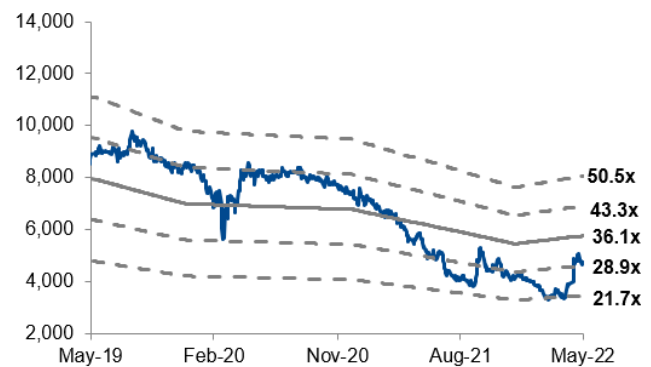
Source: Company, NHKSI Research

Forward P/E Band | Last 3 Years



Source: NHKSI Research

Dynamic Forward P/E Band | Last 3 Years



Source: 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
Sales	39,546	41,128	42,705	44,276	ROE	133.3%	137.0%	135.5%	140.0%
Growth	-8.0%	4.0%	3.8%	3.7%	ROA	30.2%	33.2%	32.4%	33.0%
COGS	(19,920)	(20,270)	(21,067)	(21,831)	Inventory Turnover	8.3x	8.3x	8.3x	8.3x
Gross Profit	19,626	20,858	21,638	22,444	Receivable Turnover	8.1x	8.1x	8.2x	8.2x
Gross Margin	49.6%	50.7%	50.7%	50.7%	Payables Turnover	4.4x	4.6x	4.6x	4.5x
Operating Expenses	(11,948)	(12,093)	(12,795)	(13,220)	Dividend Yield	4.0%	2.8%	3.0%	3.2%
EBIT	7,679	8,765	8,843	9,224	Payout Ratio	110.0%	92.6%	98.3%	99.6%
EBIT Margin	19.4%	21.3%	20.7%	20.8%	DER	0.4x	0.5x	0.5x	0.5x
Depreciation	1,034	801	864	845	Net Gearing	0.4x	0.5x	0.5x	0.5x
EBITDA	8,713	9,567	9,707	10,070	Equity Ratio	22.7%	24.2%	23.9%	23.6%
EBITDA Margin	22.0%	23.3%	22.7%	22.7%	Debt Ratio	9.7%	12.8%	12.5%	11.6%
Interest Expenses	(185)	(182)	(159)	(175)	Financial Leverage	4.1x	4.3x	4.0x	3.9x
EBT	7,496	8,586	8,687	9,052	Current Ratio	61.4%	65.7%	66.5%	66.6%
Income Tax	(1,738)	(1,991)	(2,014)	(2,119)	Quick Ratio	0.4x	0.5x	0.5x	0.5x
Minority Interest	-	-	-	-	Par Value (IDR)	10	10	10	10
Net Profit	5,758	6,595	6,673	6,932	Total Shares (mn)	38,150	38,150	38,150	38,150
Growth	-19.6%	14.5%	1.2%	3.9%	Share Price (IDR)	4,110	5,700	5,700	5,700
Net Profit Margin	14.6%	16.0%	15.6%	15.7%	Market Cap (IDR tn)	156.8	217.5	217.5	217.5

BALANCE SHEET					VALUATION INDEX				
(IDR bn)	2021/12A	2022/12E	2023/12E	2024/12E		2021/12A	2022/12E	2023/12E	2024/12E
Cash	325	1,595	2,075	2,672	Price /Earnings	27.2x	33.0x	32.6x	31.4x
Receivables	4,517	4,965	5,055	5,198	Price /Book Value	36.3x	45.2x	44.2x	43.9x
Inventories	2,454	2,382	2,440	2,507	PE/EPS Growth	-1.4x	2.3x	27.7x	8.1x
Total Current Assets	7,642	8,824	8,901	9,168	EV/EBITDA	17.7x	22.5x	22.2x	21.3x
Net Fixed Assets	10,821	10,532	11,154	11,341	EV/EBIT	20.1x	24.6x	24.3x	23.3x
Other Non Current Assets	605	544	545	544	EV (IDR bn)	154,325	215,196	215,107	214,949
Total Non Current Asset	11,426	11,077	11,698	11,885	Sales CAGR (3-Yr)	-1.8%	-1.4%	-0.2%	3.8%
Total Assets	19,068	19,890	20,572	21,007	Net Income CAGR (3-Yr)	-14.1%	-3.7%	-2.3%	6.4%
Payables	4,571	4,420	4,607	4,848	Basic EPS (IDR)	151	173	175	182
ST Bank Loan	1,850	2,553	2,576	2,445	BVPS (IDR)	113	126	129	130
Total Current Liabilities	12,445	12,794	13,375	13,770	DPS (IDR)	166.00	160.00	172.00	181.00
LT Debt	-	-	-	-					
Total Liabilities	14,747	15,075	15,649	16,056					
Capital Stock	172	172	172	172					
Retained Earnings	4,149	4,641	4,751	4,779					
Shareholders' Equity	4,321	4,814	4,923	4,951					

CASH FLOW STATEMENT					OWNERSHIP	
(IDR bn)	2021/12A	2022/12E	2023/12E	2024/12E		
Operating Cash Flow	7,902	6,726	7,917	8,108	Top Shareholders	%
Investing Cash Flow	(681)	(473)	(480)	(476)	Unilever Indonesia Holding BV	84.9
Financing Cash Flow	(7,740)	(5,401)	(6,539)	(7,035)	Blackrock Inc	0.7
Net Changes in Cash	(519)	853	897	597	Vanguard Grup Inc	0.5
					T Rowe Price Group Inc	0.2

By Geography		
Indonesia		96.2
United States		1.9
Luxembourg		0.4
Ireland		0.4

Source: Bloomberg, 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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