

Unilever Indonesia Tbk (UNVR)

Ekspansi Margin yang Kuat

UNVR membukukan penjualan 9M23 sebesar Rp30,5 triliun dan secara kuartalan 3Q23 berhasil mencatatkan pertumbuhan penjualan baik secara QoQ (+5,4%) maupun YoY (+1,4%) didorong oleh tumbuhnya penjualan domestik dan adanya peningkatan underlying volume sebesar 4,3%. Secara umum, margin 3Q23 kompak mengalami ekspansi dengan GPM tercatat lebih tinggi yaitu 50,5% (vs 3Q22: 45,7%) diikuti oleh OPM yang tumbuh menjadi 17,9% (vs 3Q22: 15,3%) serta NPM yang juga ikut berhasil mengalami ekspansi ke level 14,0% (vs 3Q22: 11,7%).

Kinerja Kuartalan Alami Pertumbuhan

- UNVR membukukan penjualan 9M23 sebesar Rp30,5 triliun (-3,3% YoY) dan secara kuartalan pada 3Q23 berhasil mencatatkan pertumbuhan penjualan baik secara QoQ (+5,4%) maupun YoY (+1,4%) menjadi Rp10,2 triliun didorong oleh penjualan domestik sebesar Rp9,9 triliun (+6,1% QoQ; +3,3% YoY) akibat adanya peningkatan underlying volume sebesar 4,3%.
- Di tengah penurunan Harga Pokok Penjualan sebesar 8,2% YoY akibat lebih rendahnya biaya input, laba kotor 9M23 mampu tumbuh 2,2% YoY menjadi Rp15,3 triliun. Adapun laba kotor 3Q23 tercatat Rp5,2 triliun (+5,5% QoQ; +12,1% YoY).
- Kenaikan beban penjualan sebesar 6,5% YoY akibat naiknya biaya iklan dan riset pasar (+4,1% YoY) serta diiringi kenaikan pada beban umum dan administrasi (+18,7% YoY) menyebabkan laba usaha 9M23 berkontraksi 9,4% YoY menjadi Rp5,5 triliun. Namun, secara kuartalan 3Q23 laba usaha mampu mencatatkan pertumbuhan 3,3% QoQ dan 19,0% YoY menjadi Rp1,8 triliun.
- Hal ini juga tampak pada laba bersih 3Q23 yang berhasil tumbuh (+5,6% QoQ; +21,0% YoY) menjadi Rp1,4 triliun sehingga membawa kumulatif laba bersih 9M23 tercatat Rp4,2 triliun (-9,2% YoY).

Didorong Pertumbuhan Volume

- Berdasarkan segmennya, pada 3Q23 Home and Personal Care (HPC) mencatatkan pertumbuhan penjualan domestik sebesar 1,8% YoY didorong oleh pertumbuhan volume sebesar 3,6%. Kenaikan juga nampak pada GPM untuk segmen HPC yang mampu tercatat lebih tinggi yaitu 53,2% pada 3Q23 (vs 3Q22: 46,6%) akibat lebih rendahnya biaya input.
- Untuk segmen Food and Refreshment (F&R), penjualan domestik mampu tumbuh 6,1% YoY pada 3Q23 didorong oleh volume yang meningkat 5,7% sehingga membawa GPM untuk segmen ini tumbuh menjadi 45,3% (vs 3Q22: 43,8%).
- Secara umum, margin 3Q23 kompak mengalami ekspansi dengan GPM tercatat lebih tinggi yaitu 50,5% (vs 3Q22: 45,7%) diikuti oleh OPM yang tumbuh menjadi 17,9% (vs 3Q22: 15,3%) serta NPM yang juga ikut berhasil mengalami ekspansi ke level 14,0% (vs 3Q22: 11,7%).

Adanya Perubahan Kepemimpinan

- UNVR mengumumkan pergeseran model operasional menjadi organisasi yang dikelola secara Unit Bisnis, di mana rencananya akan diimplementasikan mulai bulan Januari 2024. Nantinya akan ada lima Unit Bisnis antara lain Beauty and Wellbeing, Personal Care, Home Care, Nutrition, dan Ice Cream.
- Selain itu, akan ada perubahan kepemimpinan yang mana UNVR mengumumkan pengunduran diri Ira Noviarti dari jabatan Presiden Direktur Unilever Indonesia dan akan memulai peran baru bersama Unilever. Adapun perseroan dalam waktu dekat diperkirakan akan menggelar RUPSLB.

Rekomendasi Overweight dengan TP Rp4.200

- Kami memberikan rekomendasi Overweight untuk UNVR dengan mempertahankan target price sebesar Rp4.200/saham yang memiliki potensi kenaikan 10,8% atau P/E 26,6x. Adapun, risiko dari rekomendasi kami adalah downtrending ke produk yang lebih murah, kenaikan harga komoditas, dan melemahnya daya beli konsumen.

Unilever Indonesia Tbk | Summary (IDR bn)

	2022A	2023F	2024F	2025F
Sales	41,219	40,769	42,685	44,996
Growth	4.2%	-1.1%	4.7%	5.4%
Net Profit	5,365	5,605	5,965	6,350
Growth	-6.8%	4.5%	6.4%	6.5%
EPS (IDR)	141	147	156	166
P/E	33.4x	28.6x	26.9x	25.2x
P/BV	44.9x	32.8x	26.6x	21.9x
EV/EBITDA	21.7x	18.8x	17.5x	16.5x
ROE	134.2%	114.9%	98.8%	86.8%
ROA	29.3%	30.6%	32.0%	33.1%
Dividend Yield	3.3%	3.1%	3.4%	3.6%

Source: Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

NH Korindo Sekuritas Indonesia

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SEKURITAS INDONESIA

Company Report | October 31, 2022

OVERWEIGHT

Target Price (IDR)	4,200
Consensus Price (IDR)	4,168
TP to Consensus Price	+0.8%
vs. Last Price	+10.8%

Shares data

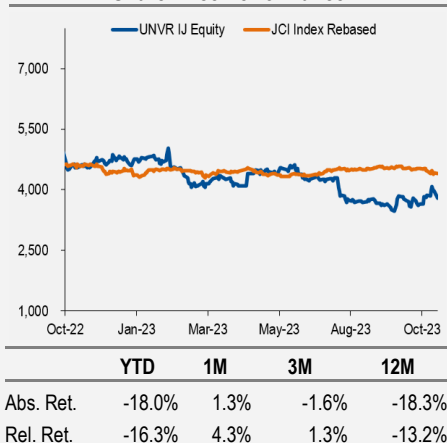
Last Price (IDR)	3,790
Price date as of	October 30, 2023
52 wk range (Hi/Lo)	5,050/3,460
Free float (%)	15.0
Outstanding sh.(mn)	38,150
Market Cap (IDR bn)	144,588
Market Cap (USD mn)	9,116
Avg. Trd Vol - 3M (mn)	13.34
Avg. Trd Val - 3M (bn)	50.09
Foreign Ownership	4.6%

Consumer Staples

Household & Personal Products

Bloomberg	UNVR IJ
Reuters	UNVR.JK

Share Price Performance



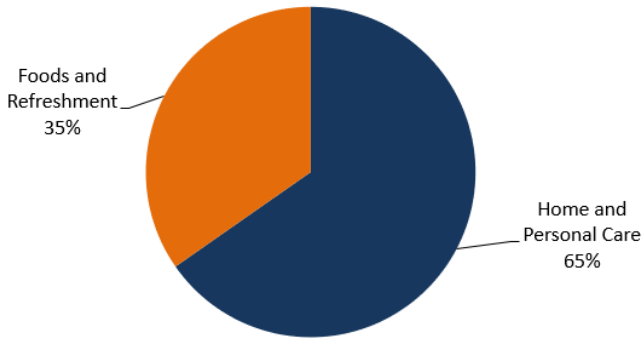
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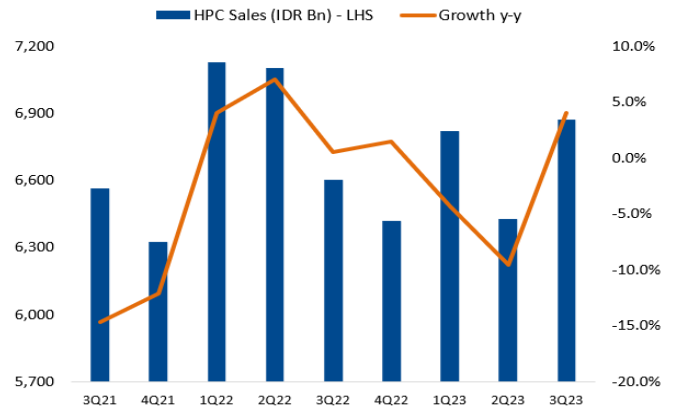
Performance Highlights

UNVR's Revenue Breakdown



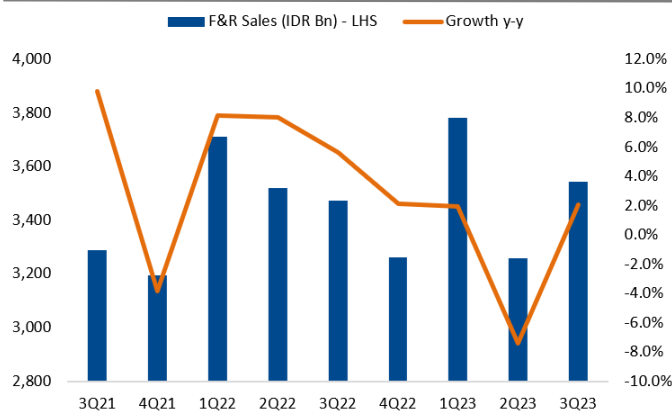
Source: Company, NHKSI Research

HPC Division Sales



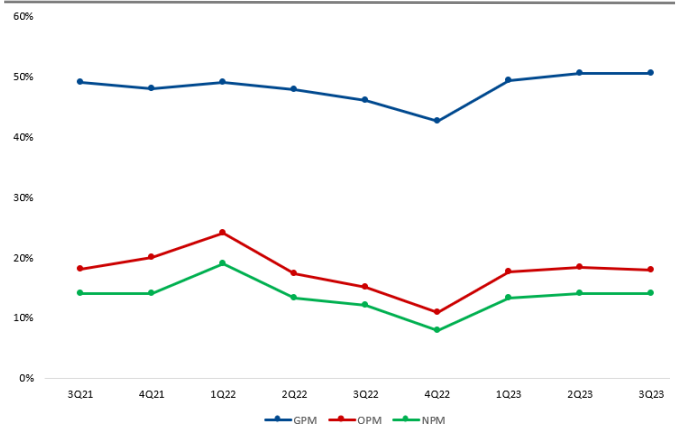
Source: Company, NHKSI Research

F&R Division Sales



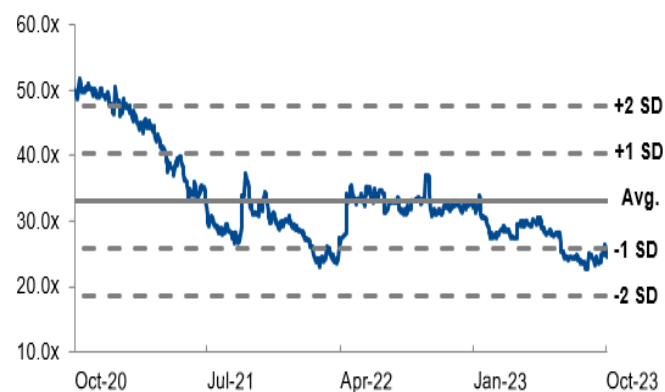
Source: Company, NHKSI Research

UNVR's Margin Profitability



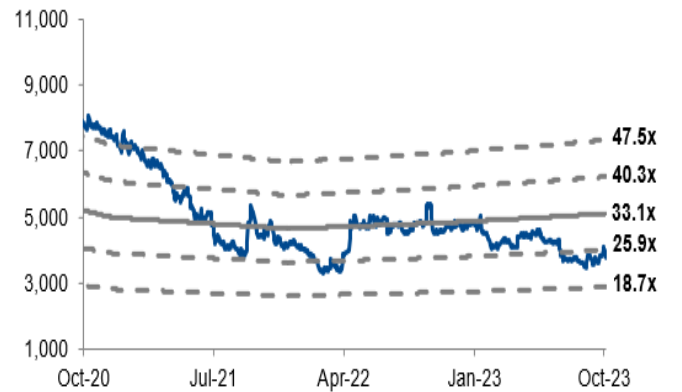
Source: Company, NHKSI Research

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

(IDR bn)	2022/12A	2023/12E	2024/12E	2025/12E
Sales	41,219	40,769	42,685	44,996
Growth	4.2%	-1.1%	4.7%	5.4%
COGS	(22,154)	(20,557)	(21,213)	(22,796)
Gross Profit	19,065	20,212	21,472	22,199
Gross Margin	46.3%	49.6%	50.3%	49.3%
Operating Expenses	(12,008)	(12,899)	(13,659)	(13,914)
EBIT	7,057	7,313	7,813	8,285
EBIT Margin	17.1%	17.9%	18.3%	18.4%
Depreciation	1,054	945	1,011	1,003
EBITDA	8,111	8,258	8,824	9,288
EBITDA Margin	19.7%	20.3%	20.7%	20.6%
Interest Expenses	(65)	(136)	(100)	(118)
EBT	6,982	7,237	7,775	8,233
Income Tax	(1,617)	(1,632)	(1,810)	(1,883)
Minority Interest	-	-	-	-
Net Profit	5,365	5,605	5,965	6,350
Growth	-6.8%	4.5%	6.4%	6.5%
Net Profit Margin	13.0%	13.7%	14.0%	14.1%

BALANCE SHEET

(IDR bn)	2022/12A	2023/12E	2024/12E	2025/12E
Cash	503	964	1,388	2,154
Receivables	3,924	4,165	4,361	4,493
Inventories	2,625	2,366	2,523	2,678
Total Current Assets	7,568	7,988	8,776	9,824
Net Fixed Assets	10,163	9,756	9,288	8,766
Other Non Current Assets	587	556	555	565
Total Non Current Asset	10,750	10,312	9,843	9,331
Total Assets	18,318	18,300	18,619	19,155
Payables	4,700	4,521	4,678	4,959
ST Bank Loan	600	-	-	-
Total Current Liabilities	12,442	11,489	10,654	9,908
LT Debt	-	-	-	-
Total Liabilities	14,321	13,420	12,584	11,839
Capital Stock	172	172	172	172
Retained Earnings	3,825	4,707	5,862	7,143
Shareholders' Equity	3,997	4,880	6,035	7,315

CASH FLOW STATEMENT

(IDR bn)	2022/12E	2023/12E	2024/12E	2024/12E
Operating Cash Flow	8,061	6,833	5,776	6,325
Investing Cash Flow	(526)	(674)	17	155
Financing Cash Flow	(7,358)	(5,698)	(5,368)	(5,715)
Net Changes in Cash	177	461	425	766

Source: Bloomberg, NHKSI research

PROFITABILITY & STABILITY

	2022/12A	2023/12E	2024/12E	2025/12E
ROE	134.2%	114.9%	98.8%	86.8%
ROA	29.3%	30.6%	32.0%	33.1%
Inventory Turnover	8.4x	8.7x	8.4x	8.5x
Receivable Turnover	10.5x	9.8x	9.8x	10.0x
Payables Turnover	4.7x	4.5x	4.5x	4.6x
Dividend Yield	3.3%	3.1%	3.4%	3.6%
Payout Ratio	108.8%	90.0%	90.0%	90.0%
DER	0.2x	0.0x	0.0x	0.0x
Net Gearing	0.2x	0.0x	0.0x	0.0x
Equity Ratio	21.8%	26.7%	32.4%	38.2%
Debt Ratio	3.3%	0.0%	0.0%	0.0%
Financial Leverage	4.4x	4.1x	3.4x	2.9x
Current Ratio	60.8%	69.5%	82.4%	99.1%
Quick Ratio	0.4x	0.5x	0.6x	0.7x
Par Value (IDR)	10	10	10	10
Total Shares (mn)	38,150	38,150	38,150	38,150
Share Price (IDR)	4,700	4,200	4,200	4,200
Market Cap (IDR tn)	179.3	160.2	160.2	160.2

VALUATION INDEX

	2022/12A	2023/12E	2024/12E	2025/12E
Price /Earnings	33.4x	28.6x	26.9x	25.2x
Price /Book Value	44.9x	32.8x	26.6x	21.9x
PE/EPS Growth	-4.9x	6.4x	4.2x	3.9x
EV/EBITDA	21.7x	18.8x	17.5x	16.5x
EV/EBIT	24.9x	21.2x	19.7x	18.5x
EV (IDR bn)	175,908	155,350	154,195	152,915
Sales CAGR (3-Yr)	-1.3%	-1.7%	2.6%	3.0%
Net Income CAGR (3-Yr)	-10.1%	-7.9%	1.2%	5.8%
Basic EPS (IDR)	141	147	156	166
BVPS (IDR)	105	128	158	192
DPS (IDR)	153	132	141	150

OWNERSHIP

Top Shareholders	%
Unilever Indonesia Holding BV	85.0
Vanguard Grup Inc	0.6
BlackRock Inc	0.6
Mitsubishi UFJ Financial Group Inc	0.6
By Geography	
Indonesia	95.5
United States	1.6
Ireland	1.0
United Kingdom	0.7

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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