

# **PT INDUSTRI JAMU DAN FARMASI SIDO MUNCUL TBK**

Update – 9<sup>th</sup> Month 2015



*The Energy of Life*

## Disclaimer

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SIDOMUNCUL

## INTRODUCTION

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# HIGHLIGHTS (IDR Bn)



SIDOMUNCUL

	9M'15 Unaudited	9M'14 Unaudited	Δ
Net Sales	1,650	1,594	3.5%
Operating Income	362	312	16.2%
% Margin	22.0%	19.6%	2.4%
Earning per Share	21.74	20.97	3.7%
Total Asset	2,776	2,709	2.5%
Total Liabilities	180	175	2.7%
Equity	2,596	2,534	2.5%
Working Capital	1,520,684	1,574,299	-3.4%
Current Ratio	9.6	10.1	(0.4)
Cash Conversion Cycle	83	91	(9)

# MILESTONES



The company initially was a domestic herbal medicine industry managed by Mrs. Rahmat Sulistio in Yogyakarta.



The limited partnership was formed under the name CV Industri Jamu & Farmasi Sido Muncul.



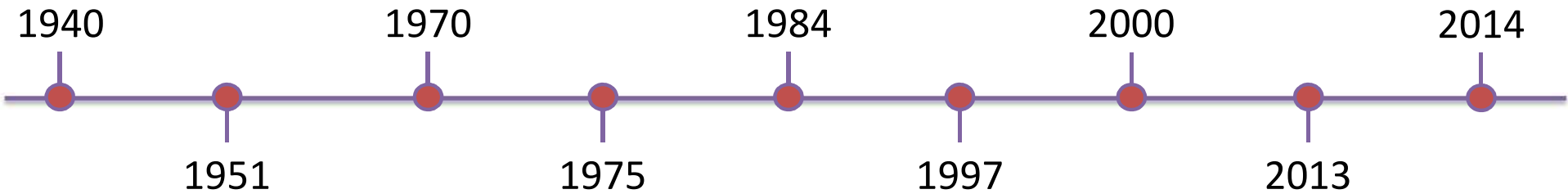
The factory was moved to Lingkungan Industri Kecil in Jl. Kaliwage, Semarang. In order to accommodate the growing market demand, the plant began to be equipped with modern machinery.



The new factory is located in Klepu, sub Bergas, Ungaran with an area of about 30 hectares was inaugurated by the Minister of Health and Social Welfare of the Republic of Indonesia.



PT Berlico Mulia Farma joined the Sido Muncul Group, expanding Sido Muncul's business in pharmaceutical industry.



The production process was moved to Semarang, and an unpretentious company was founded with the name SIDO MUNCUL which means "a dream come true" with its first factory located in Jl. Mlaten Trenggulun, Semarang.



Establishment of herbal medicine industry turned into a Limited Company under the name of PT Industri Jamu dan Farmasi Sido Muncul.



Cornerstone-laying was held for the construction of a new, bigger and more modern factory in Klepu, Ungaran by Sri Sultan Hamengkubuwono X and witnessed by Director General of Food and Drug Administration.



Sido Muncul conducted initial public offering of 1,500,000,000 shares with the issue price of Rp 580.- per share.



# KEY ACHIVEMENT



Indonesia WOW Brand 2015



Corporate Image Award 2015



WOMM Award 2015



Ernst & Young Indonesia Family  
Business Award Of Excellence



Rising Global Stars Awards



Golden Brand Award 2014 -  
Indonesia Best Brand Award



SIDOMUNCUL

## BUSINESS OVERVIEW

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# PLANT EXPANSION – PT SEMARANG HERBAL INDO PLANT (SHIP)



*The expansion of SHIP's new extraction plant will be finished at the end of the year 2015.*

*The new plant will increase the herbs extraction capacity up to three times from current capacity.*





# PRODUCT PORTFOLIO



## HERBAL AND SUPPLEMENT



## FOOD AND BEVERAGES



## PHARMACEUTICAL



# NEW PRODUCTS



Premium Tolak Angin variant for diabetic patients



300 ml flavored energy drink



Relieving muscle stiffness and joint pain



10 ml aromatherapy ointment



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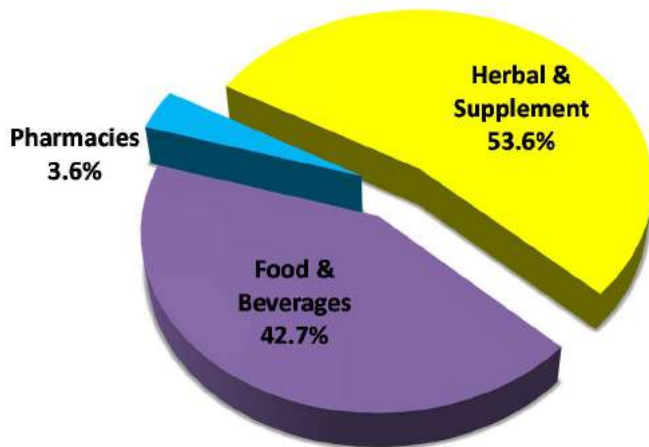
## FINANCIAL OVERVIEW

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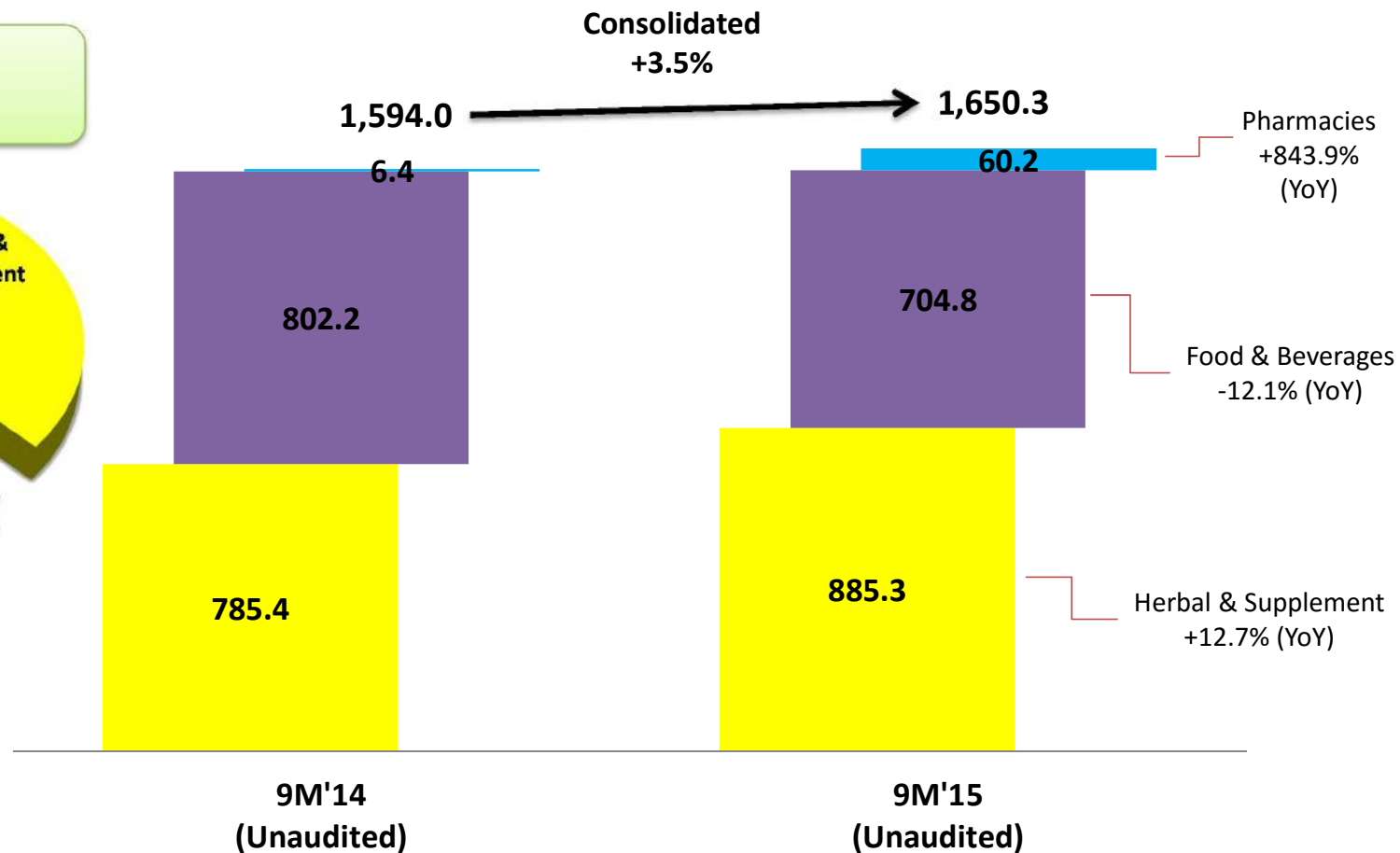
# SALES (IDR Bn)



## SALES MIX – 9M'15



- Herbal & Supplement
- Food & Beverages
- Pharmacies

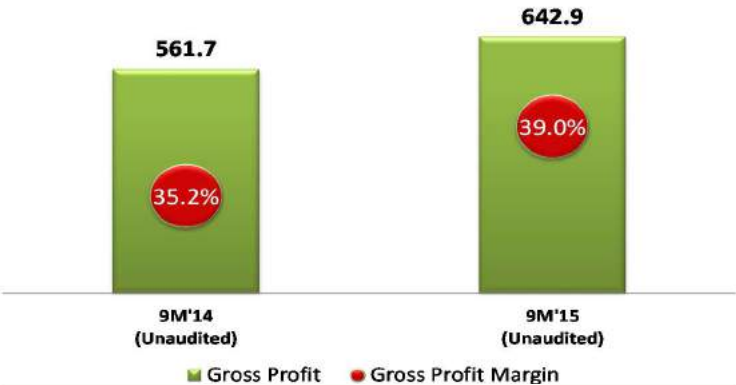




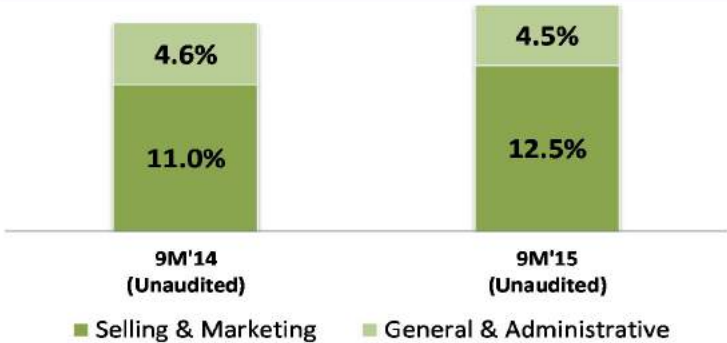
# OPERATING PERFORMANCE (IDR Bn)



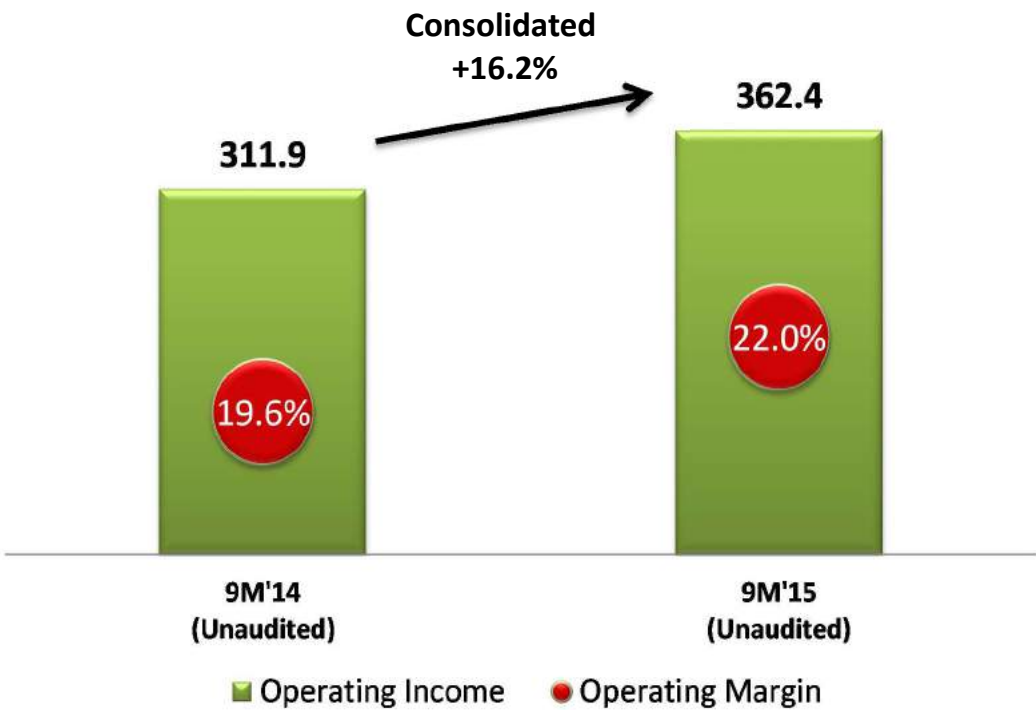
## GROSS PROFIT



## OPERATING EXPENSES TO SALES



## OPERATING INCOME

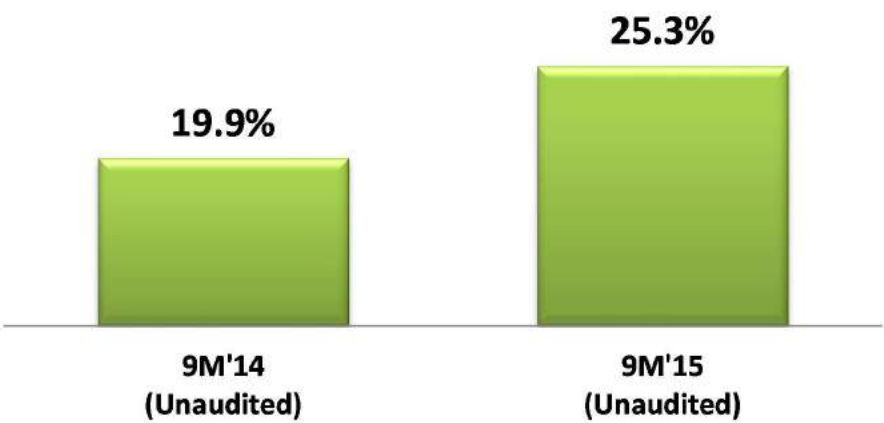




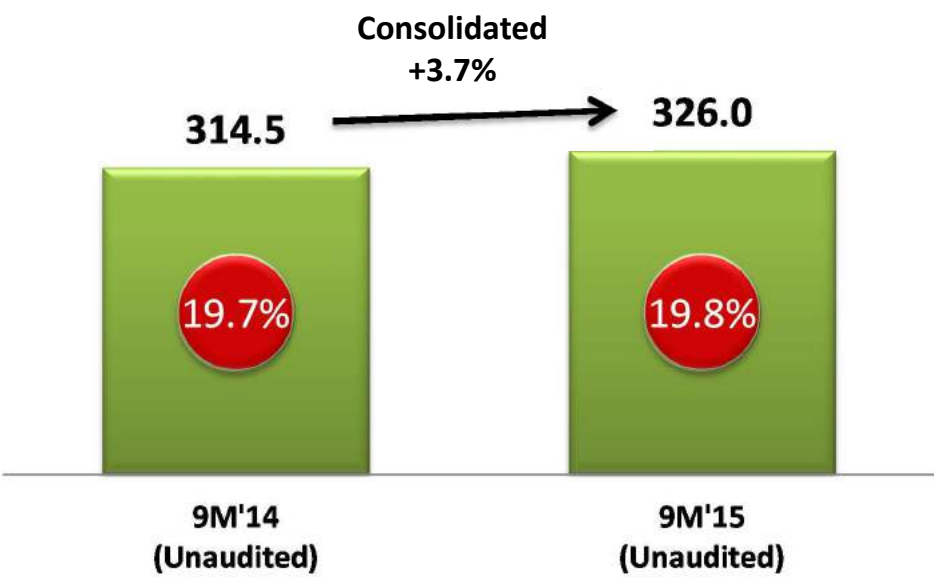
# NET EARNINGS (IDR Bn)



## EBITDA MARGIN



## NET INCOME

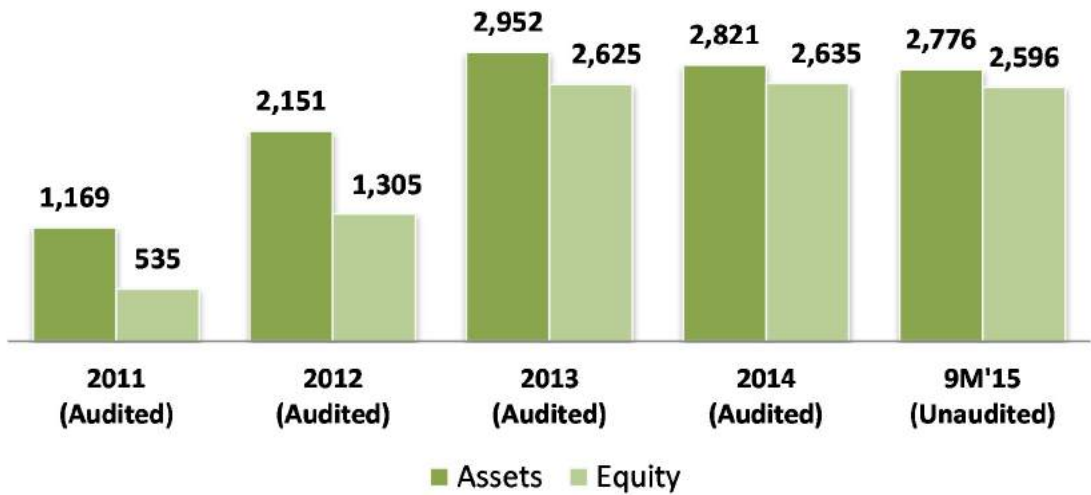


■ Net Income    ● Net Profit Margin

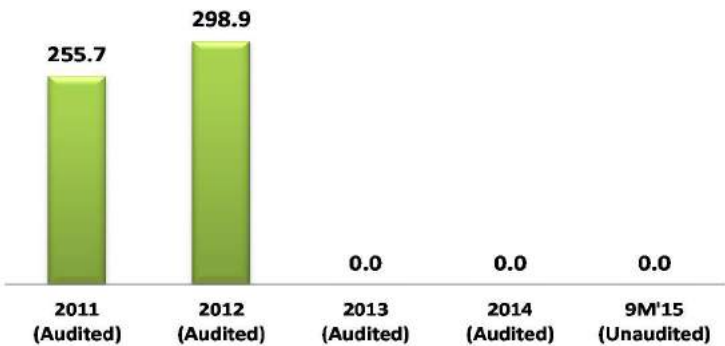
# FINANCIAL POSITION (IDR Bn)



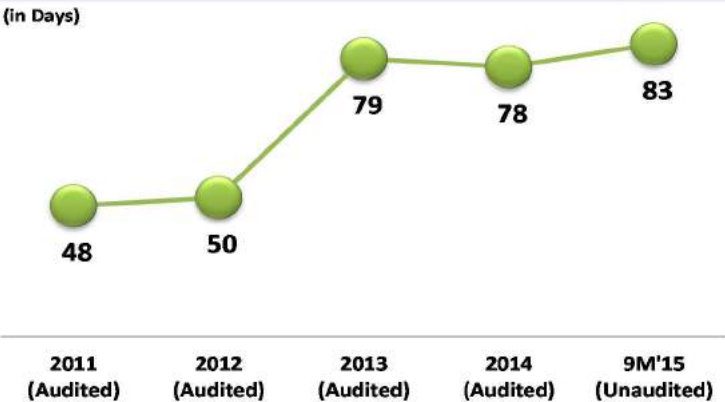
## ASSETS & EQUITY



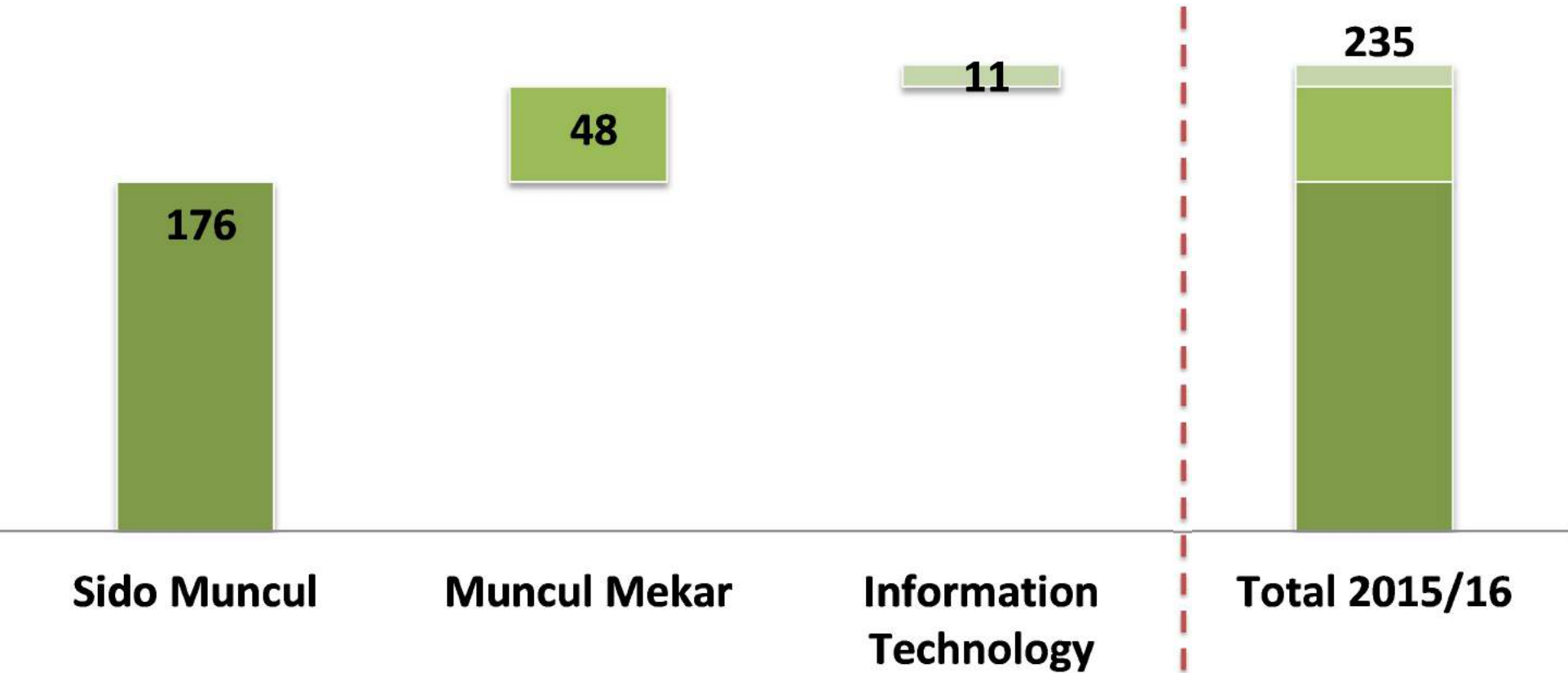
## DEBT POSITION



## CASH CONVERSION



REMAINING IPO PROCEEDS (IDR BN)





SIDOMUNCUL

**Main Office:**

Gedung Menara Suara Merdeka Lantai 16  
Jl Pandanaran No.30  
Semarang 50134, Indonesia  
Phone: (+6224) 7692-8811  
Fax: (+6224) 7692-8815

**Factory:**

Jl Soekarno Hatta km 28  
Kecamatan Bergas, Klepu  
Semarang 50552, Indonesia  
Phone: (+62298) 523-515  
Fax: (+62298) 523-509

Website : [www.sidomuncul.com](http://www.sidomuncul.com)

Online Store : [www.sidomunculherbal.com](http://www.sidomunculherbal.com)



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## APPENDICES

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# SIDO STRUCTURE





# DEWAN KOMISARIS & DIREKSI



## DEWAN KOMISARIS



**Sigit Hartojo Hadi Santoso**  
Komisaris Utama



**Johan Hidayat**  
Komisaris



**Budi Setiawan Pranoto**  
Komisaris Independen

## DIREKSI



**Irwan Hidayat**  
Direktur Utama



**Sofyan Hidayat**  
Direktur



**David Hidayat**  
Direktur



**Venancia Sri Indrijati**  
Direktur



**Indrawati Gunawan**  
Direktur

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION



in IDR Mn	9M'15 Unaudited	2014 Audited	Δ
<b>Current Assets</b>			
Cash and Cash Equivalents	857,052	864,791	-0.9%
Time Deposits	200,000	390,000	-48.7%
Trade Receivables	346,257	322,556	7.3%
Inventories - Net	227,510	230,736	-1.4%
Others	65,963	52,355	26.0%
<b>Total Current Assets</b>	<b>1,696,782</b>	<b>1,860,438</b>	<b>-8.8%</b>
<b>Total Non-current Assets</b>	<b>1,079,601</b>	<b>960,961</b>	<b>12.3%</b>
<b>TOTAL ASSETS</b>	<b>2,776,383</b>	<b>2,821,399</b>	<b>-1.6%</b>

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION



in IDR Mn	9M'15 Unaudited	2014 Audited	Δ
Trade Payables	130,991	137,055	-4.4%
Other Payables	8,289	12,472	-33.5%
Taxes Payable	25,653	12,830	99.9%
Accrued Expenses	7,216	17,368	-58.5%
Others	3,949	1,706	131.5%
<b>Total Current Liabilities</b>	<b>176,098</b>	<b>181,431</b>	<b>-2.9%</b>
<b>Total Non-current Liabilites</b>	<b>3,828</b>	<b>5,309</b>	<b>-27.9%</b>
<b>TOTAL LIABILITIES</b>	<b>179,926</b>	<b>186,740</b>	<b>-3.6%</b>
<b>EQUITY</b>			
Equity Attributable to Owners of the Parent Entity	2,596,451	2,634,654	-1.5%
Non-controlling Interest	6	5	20.0%
<b>TOTAL EQUITY</b>	<b>2,596,457</b>	<b>2,634,659</b>	<b>-1.4%</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>2,776,383</b>	<b>2,821,399</b>	<b>-1.6%</b>

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME



in IDR Mn	9M'15 Unaudited	9M'14 Unaudited	Δ
Sales	1,650,313	1,593,974	3.5%
Cost of Good Sold	1,007,376	1,032,322	-2.4%
<b>Gross Profit</b>	<b>642,937</b>	<b>561,652</b>	<b>14.5%</b>
% Margin	39.0%	35.2%	3.7%
Sales and Marketing Expenses	205,954	175,817	17.1%
General and Administrative Expenses	74,548	73,932	0.8%
<b>Operating Income</b>	<b>362,435</b>	<b>311,903</b>	<b>16.2%</b>
% Margin	22.0%	19.6%	2.4%
Other Finance Income	53,346	87,125	-38.8%
Other Finance Expenses	815	697	16.9%
Other Operating Income	7,413	5,924	25.1%
Other Operating Expenses	2,349	309	660.2%
<b>Income Before Tax</b>	<b>420,030</b>	<b>403,946</b>	<b>4.0%</b>
% Margin	25.5%	25.3%	0.1%
Income Tax Expenses	93,999	89,462	5.1%
<b>Net Income for the Year</b>	<b>326,031</b>	<b>314,484</b>	<b>3.7%</b>
% Margin	19.8%	19.7%	0.0%
Other Comprehensive Income (Loss)		(993)	-100.0%
<b>Total Comprehensive Income for the Year</b>	<b>326,031</b>	<b>313,491</b>	<b>4.0%</b>
% Margin	19.8%	19.7%	0.1%

# CONSOLIDATED STATEMENTS OF CASH FLOWS



in IDR Mn	9M'15 Unaudited	9M'14 Unaudited
Cash Flows From Operating Activities	285,817	375,916
Cash Flows From Investing Activities	28,115	(368,281)
Cash Flows From Financing Activities	(322,065)	(559,685)
Net Increase (Decrease) in Cash and Cash Equivalents	(8,133)	(552,050)
Effect of Changes in Foreign Exchange Rate	394	
Cash and Cash Equivalents At the Beginning of the Year	864,791	1,351,717
Cash and Cash Equivalents At the End of the Year	857,052	799,667