

PT Unilever Indonesia Tbk.

Stronger Earnings

UNVR mencatatkan pertumbuhan pendapatan sebesar +2.9% YoY menjadi IDR 41.2 triliun sepanjang FY17, namun laba tumbuh di atas ekspektasi didorong oleh efisiensi perseroan untuk menekan biaya. Laba usaha tumbuh +9.0% YoY menjadi IDR 9.5 triliun dan laba bersih tumbuh +9.6% YoY menjadi IDR 7.0 triliun. Kami menetapkan target harga saham UNVR sebesar IDR 57,000 per lembar yang mencerminkan PE'18 sebesar 57.12x dan PBV'18E sebesar 78.3x.

Penjualan Naik +2.9% YoY. Pada FY17, UNVR mencatatkan pendapatan sebesar IDR 41.2 triliun, atau tumbuh +2.9% YoY dari periode sama tahun lalu IDR 40.0 triliun. Perlambatan penjualan UNVR terjadi seiring dengan pelemahan daya beli masyarakat dan perubahan pola konsumsi.

Segmen HPC Berkontribusi Terbesar. Dua segmen UNVR yaitu *Home and Personal Care* dan *Food and Refreshments* berkontribusi 68% dan 32% kepada total pendapatan Perseroan. Pada FY17, *Home and Personal Care* dan *Food and Refreshment* masing-masing membukukan pertumbuhan sebesar +1.6% YoY dan +5.8% YoY.

Laba Bersih Tumbuh +9.6% YoY. Laba tumbuh di atas ekspektasi didorong oleh efisiensi perseroan untuk menekan beban. Laba usaha naik +9.0% YoY menjadi IDR 9.5 triliun. Di *bottom line*, laba bersih naik +9.6% YoY menjadi IDR 7.0 triliun dengan perbaikan NPM, dari 16% di FY16 menjadi 17% di 9M17. Realisasi laba bersih tersebut mencapai 100.14% dari proyeksi kami.

Valuasi. Kami menetapkan target harga saham UNVR sebesar IDR 57,000 yang mencerminkan PE'18 sebesar 57.12x dan PBV'18E sebesar 78.3x. Dengan membandingkan harga penutupan UNVR (27/02) pada level IDR 53,975 sehingga hanya terdapat *upside potential* sebesar +5.6%, maka kami merekomendasikan HOLD.

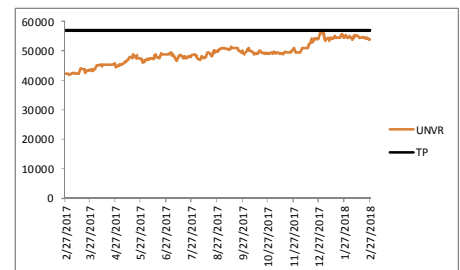
28 February 2018

Hold (+5.6%)

Price (05/05) IDR 53,975
 Target Price IDR 57,000
 Ticker UNVR
 Industry Consumer Goods

Helen

helen.vincentia@megasekuritas.id



Company Description

PT Unilever Indonesia Tbk (UNVR) merupakan salah satu perusahaan Fast Moving Consumer Goods di Indonesia.

Rangkaian produk-produk perseroan mencakup produk Home & Personal Care serta Foods & Ice Cream dengan merek-merek antara lain Wall's, Lifebuoy, Vaseline, Pepsodent, Lux, Pond's, Sunlight, Rinso, Blue Band, Royco, Dove, Rexona, Clear dan lain-lain.

Stock Data

52-week Range (IDR) 41,825 | 58,100
 Mkt Cap (IDR tn) 411.2
 JCI Weight 5.6%
 Shares O/S (mn) 7,630
 YTD Change -3.58%

Share Holders:

Unilever Indonesia Holding B.V 85%
 Public 15%

Exhibit 01– Financial Summary

Key Metrics	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018E	FY2019E
Revenue (IDR mn)	30,757	34,512	36,484	40,054	41,205	43,938	47,438
Net Income (IDR mn)	5,353	5,927	5,852	6,391	7,005	7,614	8,232
EPS (IDR)	702	777	767	838	918	998	1079
Revenue Growth	12.65%	12.21%	5.72%	9.78%	2.87%	6.63%	7.96%
Net Income Growth	10.61%	10.73%	-1.26%	9.21%	9.61%	8.70%	8.12%
ROA	42.14%	41.50%	37.20%	38.16%	37.40%	38.81%	39.51%
ROE	125.81%	124.86%	121.22%	135.85%	135.40%	137.09%	137.99%
PE	81.25	73.38	74.32	68.05	62.09	57.12	52.83
PBV	102.22	91.63	90.09	92.45	84.07	78.30	72.90

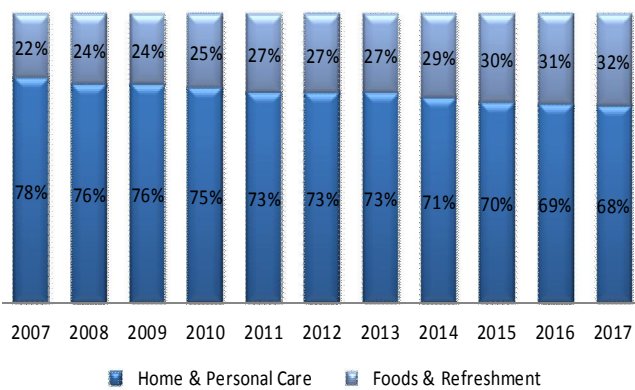
Source : Company, MCS Research

Exhibit 02– Financial Summary

In Billions of IDR except Per Share	3Q17	4Q17	QoQ	4Q16	YoY	FY16	FY17	YoY	FY2017E	%FY17E
Revenue	9,949.8	9,991.0	0.4%	9,952.3	0.4%	40,053.7	41,204.5	2.9%	44,123.0	93.4%
- Cost of Revenue	4,804.1	4,834.7	0.6%	4,795.9	0.8%	19,594.6	19,989.4	2.0%	-21,305.6	-93.8%
Gross Profit	5,145.7	5,156.3	0.2%	5,156.3	0.0%	20,459.1	21,215.1	3.7%	22,817.4	93.0%
Operating Income	2,194.5	2,396.7	9.2%	2,234.7	7.3%	8,707.6	9,494.3	9.0%	9,464.1	100.3%
Net Income	1,605.4	1,775.2	10.6%	1,640.1	8.2%	6,390.7	7,004.6	9.6%	6,994.8	100.1%
EPS	210.4	232.7	10.6%	215.0	8.2%	837.8	918.0	9.6%	916.7	100.1%
Gross Margin	51.7%	51.6%		51.8%		51.1%	51.5%		51.7%	
Operating Margin	22.1%	24.0%		22.5%		21.7%	23.0%		21.4%	
Net Margin	16.1%	17.8%		16.5%		16.0%	17.0%		15.9%	

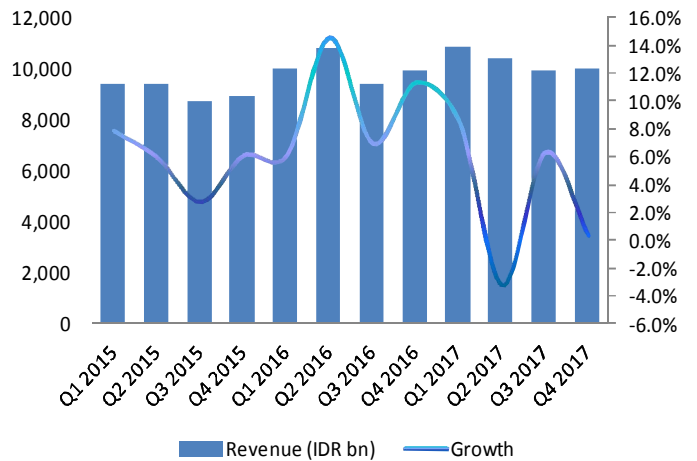
Source : Company, Bloomberg, MCS Research

Exhibit 03– Sales Contribution



Source : Company, MCS Research

Exhibit 04: Revenue



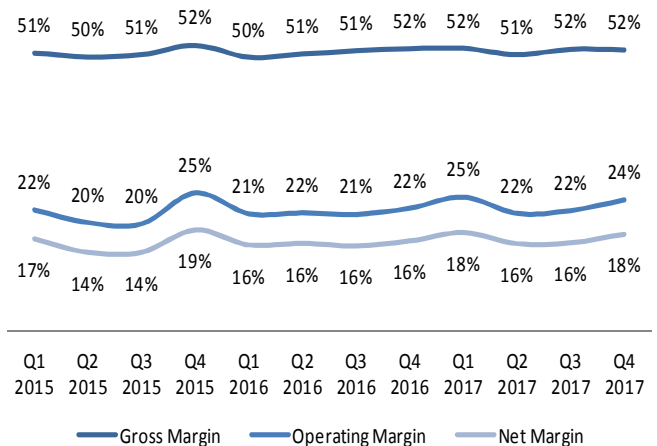
Source : Company, Bloomberg, MCS Research

Exhibit 05: EPS



Source : Company, Bloomberg, MCS Research

Exhibit 06: Margin



Source : Company, Bloomberg, MCS Research

Research Division

Danny Eugene	Strategist, Construction, Cement, Automotive	danny.eugene@megasekuritas.id	+62 21 7917 5599	62431
Helen	Consumer Goods, Retail	helen.vincentia@megasekuritas.id	+62 21 7917 5599	62035
Fikri Syaryadi	Banking	fikri@megasekuritas.id	+62 21 7917 5599	62035
Adrian M. Priyatna	Property, Hospital	adrian@megasekuritas.id	+62 21 7917 5599	62425
Novilya Wiyatno	Mining, Media, Plantation	novilya@megasekuritas.id	+62 21 7917 5599	62425
Dhian Karyantono	Economist	dhian@megasekuritas.id	+62 21 7917 5599	62134
Fadlillah Qudsi	Technical Analyst	fadlillah.qudsi@megasekuritas.id	+62 21 7917 5599	62035

Retail Equity Sales Division

Hendry Kuswari	Head of Sales, Trading & Dealing	hendry@megasekuritas.id	+62 21 7917 5599	62038
Dewi Suryani	Retail Equity Sales	dewi.suryani@megasekuritas.id	+62 21 7917 5599	62441
Brema Setyawan	Retail Equity Sales	brema.setyawan@megasekuritas.id	+62 21 7917 5599	62126
Ety Sulistyowati	Retail Equity Sales	ety.sulistyowati@megasekuritas.id	+62 21 7917 5599	62408
Fadel Muhammad Iqbal	Retail Equity Sales	fadel@megasekuritas.id	+62 21 7917 5599	62164
Andri Sumarno	Retail Equity Sales	andri@megasekuritas.id	+62 21 7917 5599	62045
Harini Citra	Retail Equity Sales	harini@megasekuritas.id	+62 21 7917 5599	62161
Syaifathir Muhamad	Retail Equity Sales	fathir@megasekuritas.id	+62 21 7917 5599	62179

Corporate Equity Sales Division

Rachmadian Iskandar Z	Corporate Equity Sales	rachmadian@megasekuritas.id	+62 21 7917 5599	62402
Ratna Wijayanti	Corporate Equity Sales	ratna.wijayanti@megasekuritas.id	+62 21 7917 5599	62055
Reza Mahendra	Corporate Equity Sales	reza.mahendra@megasekuritas.id	+62 21 7917 5599	62409

Fixed Income Sales & Trading

Tel. +62 7917 5559-62 Fax. +62 21 7917 5965

Kantor Pusat

Menara Bank Mega Lt. 2
Jl. Kapt P. Tendean, Kav 12-14 A
Jakarta Selatan 12790

Pondok Indah

Plaza 5 Pondok Indah Blok D No. 15 Lt. 2
Jl. Margaguna Raya Pondok Indah
Jakarta Selatan

Kelapa Gading

Ruko Gading Bukit Indah Lt.2
Jl. Bukit Gading Raya Blok A No. 26, Kelapa Gading
Jakarta Utara - 14240

DISCLAIMER

This Document is for information only and for the use of the recipient. It is not to be reproduced or copied or made available to others. Under no circumstances is it to be considered as an offer to sell or solicitation to buy any security. Any recommendation contained in this report may not be suitable for all investors and strictly a personal view and should not be used as a sole judgment for investment. Moreover, although the information contained herein has been obtained from sources believed to be reliable, its accuracy, completeness and reliability cannot be guaranteed. All rights reserved by PT Mega Capital Sekuritas.