

MATERI RAPAT UMUM PEMEGANG SAHAM LUAR BIASA

PT. INDUSTRI JAMU DAN FARMASI SIDO MUNCUL TBK.
("Perseroan")
25 NOVEMBER 2020

I. Kondisi Umum Perseroan:

Para pemegang saham dan kuasa yang kami hormati, perkenankan kami menyampaikan sekilas mengenai kondisi umum Perseroan hingga sembilan bulan pertama tahun 2020.

Pada kuartal ke-3, secara umum terjadi pemulihan setelah PSBB diperlonggar. Aktivitas bisnis secara umum mulai meningkat dan menuju pemulihan, sejalan dengan beroperasi kembali pusat perbelanjaan, pasar, toko-toko, serta perkantoran. Namun pemulihan ini masih belum mencapai posisi sebelum terjadi-nya pademi, serta pemulihan ekonomi tidak secepat yang diharapkan sebelumnya sehingga ancaman resesi kian nyata bagi perekonomian Indonesia.

Dalam kurun waktu 9-bulan tahun 2020, Perseroan mampu mengutilisasi fase pemulihan ini dengan baik, sehingga kinerja keuangan masih mencatatkan pertumbuhan sejalan dengan target perusahaan untuk tahun 2020 ini. Penjualan tercatat meningkat sebesar 6% dari periode yang sama tahun sebelumnya menjadi Rp 2.25 triliun. Penjualan masih didorong oleh permintaan domestik terutama untuk produk minuman-minuman kesehatan. Sementara itu, penjualan ekspor masih mencatatkan penurunan, walaupun telah menunjukkan perbaikan pada kuartal ke-3 dibandingkan kuartal ke-2 pada tahun 2020 ini.

Inisiatif Perseroan dalam menekan biaya operasional terlaksana dengan baik. Perseroan mampu mempertahankan rasio OPEX terhadap penjualan tetap terjaga di level 19%. Sehingga, sejalan dengan pertumbuhan penjualan dan juga efisiensi biaya yang diupayakan, Perseroan berhasil mencatatkan pertumbuhan pada laba operasi sebesar 8% dan juga pertumbuhan pada laba bersih sebesar 11% hingga akhir September 2020 dari periode yang sama tahun sebelumnya.

Beberapa inisiatif dan strategi yang telah dilakukan oleh Perseroan hingga periode 9 bulan tahun 2020 ini, antara lain:

1. Perseroan telah meluncurkan 14 produk atau varian baru, dimulai dari produk-produk herbal

THE MATERIAL OF THE EXTRAORDINARY GENERAL MEETING OF SHAREHOLDERS

PT. INDUSTRI JAMU DAN FARMASI SIDO MUNCUL TBK.
("Company")
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I. General Condition of The Company

Respected shareholders and proxies, allow us to share a glimpse of the general condition of the Company up to nine months of 2020.

In the 3rd quarter, there was generally a recovery after the "PSBB" was relaxed. In general, business activities has begun to increase and is heading to recovery, as shopping centers, markets, shops and offices resume operations. However, this recovery has not yet reached the position it was before the pandemic, and the economic recovery is not as fast as previously expected so that the threat of a recession is increasingly real for the Indonesian economy.

In the 9-months period of 2020, the Company was able to utilize this recovery phase well, so that financial performance still recorded growth in line with the company's target for 2020. Sales increased by 6% from the same period the previous year to Rp 2.25 trillion. Sales are still driven by domestic demand, especially for health drinks. Meanwhile, export sales still recorded a decline, even though they had shown improvement in the 3rd quarter compared to the 2nd quarter of 2020.

The Company's initiative in reducing operational costs has been carried out well. The company was able to maintain its "OPEX" ratio to sales at 19%. Thus, in line with the sales growth and also pursued cost efficiency, the Company managed to record a growth in operating profit of 8% and also a growth in net profit of 11% by the end of September 2020 from the same period the previous year.

Some of the initiatives and strategies that have been carried out by the Company up to the 9 months period of 2020, include:

1. The Company has launched 14 new products or variants, starting from herbal supplement products,

suplemen, produk minuman kesehatan, hingga produk aplikasi luar. Semua produk tersebut dapat dibeli melalui sidomunculstore.com, serta official account Perseroan di Tokopedia dan Shopee.

2. Pada bulan Agustus 2020, Perseroan melakukan pengiriman ekspor perdana produk Tolak Angin ke Saudi Arabia.
3. Perseroan melakukan stock split dengan rasio pemecah 1 banding 2 (1:2), yang resmi diperdagangkan pada tanggal 14 September 2020.

Demikian yang dapat kami sampaikan, sekilas tentang kondisi umum Perseroan hingga 9 bulan pertama tahun 2020 ini. Perseroan berhasil menjaga kondisi fundamental agar tetap solid dan bertumbuh terutama ditengah pandemi ini, yang berdampak tidak hanya pada kesehatan masyarakat saja, namun juga sosial-ekonomi Indonesia dan juga Dunia.

II. Penjelasan Mata Acara Rapat

A. Mata Acara Rapat

“Persetujuan Perubahan Pengurus Perseroan”

B. Penjelasan

Mata acara ini guna memenuhi ketentuan dalam Pasal 18 Ayat 10 Anggaran Dasar Perseroan juncto Pasal 27 POJK No.33/POJK.04/2014 Tentang Direksi dan Dewan Komisaris Emiten atau Perusahaan Publik (POJK No.33/2014) sehubungan dengan pengunduran diri Bapak Ronnie Behar selaku Komisaris Independen Perseroan, serta mengangkat Komisaris Independen pengganti untuk memenuhi ketentuan Pasal 20 ayat 3 (POJK No.33/2014) yang riwayat hidupnya akan kami sampaikan di situs web Perseroan sesuai Peraturan terkait.

health drink products, to external application products. All of these products can be purchased through sidomunculstore.com, as well as the Company's official accounts at Tokopedia and Shopee.

2. In August 2020, the Company made its first export shipment of Tolak Angin products to Saudi Arabia.
3. The Company conducted a stock split with a dividing ratio of 1 to 2 (1: 2), which was officially traded on 14 September 2020.

That is what we can convey, a glimpse of the general condition of the Company up to the first 9 months of 2020. The Company has succeeded in maintaining the fundamental conditions in order to remain solid and grow, especially in the midst of this pandemic, which has an impact not only on public health, but also on the socio-economy of Indonesia and also the world.

II. Explanation of the Meeting Agenda

A. Meeting Agenda

“Approval of the Change in the Company's Management”

B. Explanation:

This agenda is to comply with the provisions in Article 18 Paragraph 10 of the Company's Articles of Association in conjunction with Article 27 POJK No.33/POJK.04/2014 concerning the Board of Directors and Board of Commissioners of Issuers or Public Companies (POJK No.33/2014) in connection with resignation of Ronnie Behar as the Company's Independent Commissioner, and appointed a replacement Independent Commissioners to comply with the provisions of Article 20 paragraph 3 (POJK No.33/2014), which we will submit a curriculum vitae on the Company's website in accordance with the relevant Regulations.