

Year (Rp million)	2018	2019	2020	2021	2022	Tahun (Rp juta)
Sales						Penjualan
Domestic Net Sales	93,077,373	108,735,034	112,568,242	123,082,640	123,199,056	Penjualan Bersih Lokal
Export Net Sales	2,630,290	1,788,785	1,909,069	1,798,626	1,483,636	Penjualan Bersih Ekspor
Net Sales	95,707,663	110,523,819	114,477,311	124,881,266	124,682,692	Penjualan Bersih
Profit						Laba
Gross Profit	18,644,327	22,783,255	17,388,244	14,272,611	11,095,603	Laba Bruto
Operating Profit	11,156,804	15,073,090	10,045,855	7,361,765	3,908,926	Laba Usaha
Profit	7,793,068	10,880,704	7,647,729	5,605,321	2,779,742	Laba
Profit Attributable to Owners of the Company	7,791,822	10,880,701	7,647,725	5,605,315	2,779,739	Laba yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Comprehensive Income	7,968,008	10,800,102	7,591,709	5,768,435	2,896,890	Penghasilan Komprehensif
Comprehensive Income Attributable to Owners of the Company	7,966,762	10,800,099	7,591,705	5,768,429	2,896,887	Penghasilan Komprehensif yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Per Share Data						Data per Saham
Outstanding Shares (in thousand shares)	1,924,088	1,924,088	1,924,088	1,924,088	1,924,088	Saham dalam Peredaran (dalam ribuan saham)
Earnings per Share	4,050	5,655	3,975	2,913	1,445	Laba per Saham
Balance Sheet						Neraca
Total Assets	69,097,219	78,647,274	78,191,409	89,964,369	88,562,617	Jumlah Aset
Total Liabilities	23,963,934	27,716,516	19,668,941	30,676,095	30,706,651	Jumlah Liabilitas
Total Equity	45,133,285	50,930,758	58,522,468	59,288,274	57,855,966	Jumlah Ekuitas
Addition to Fixed Assets	4,037,363	5,166,648	5,050,050	5,087,848	5,639,686	Penambahan Aset Tetap
Net Working Capital	23,281,152	26,822,406	32,527,937	30,943,295	26,320,117	Modal Kerja Bersih
Margin and Ratio Analysis (%)						Analisa Laba dan Rasio (%)
Gross Profit Margin	19.5%	20.6%	15.2%	11.4%	8.9%	Rasio Laba Bruto terhadap Pendapatan
Operating Profit Margin	11.7%	13.6%	8.8%	5.9%	3.1%	Rasio Laba Usaha terhadap Pendapatan
Profit Margin	8.1%	9.8%	6.7%	4.5%	2.2%	Rasio Laba terhadap Pendapatan
Profit Margin Attributable to Owners of the Company	8.1%	9.8%	6.7%	4.5%	2.2%	Rasio Laba terhadap Pendapatan yang dapat Diatribusikan kepada Pemilik Entitas Induk
Current Ratio	205.8%	206.2%	291.2%	209.1%	190.4%	Rasio Lancar
Profit to Equity Ratio	17.3%	21.4%	13.1%	9.5%	4.8%	Rasio Laba terhadap Ekuitas
Profit to Asset Ratio	11.3%	13.8%	9.8%	6.2%	3.1%	Rasio Laba terhadap Aset
Debt to Equity Ratio	53.1%	54.4%	33.6%	51.7%	53.1%	Rasio Utang terhadap Ekuitas
Debt to Asset Ratio	34.7%	35.2%	25.2%	34.1%	34.7%	Rasio Utang terhadap Aset
Market Share and Sales Volume Data (in million sticks)						Data Pangsa Pasar dan Jumlah Penjualan (dalam jutaan batang)
Market Share (estimated %)*	23.1%	25.6%	26.6%	27.1%	25.5%	Pangsa Pasar (perkiraan dalam %)*
Domestic Sales	82,092	93,779	87,616	89,278	80,957	Penjualan Lokal
Export Sales	3,085	2,163	2,112	1,840	1,578	Penjualan Ekspor
SKT Sales (hand made)	8,215	8,500	9,061	8,970	8,625	Penjualan SKT
SKM Sales (machine made)	76,962	87,442	80,667	82,148	73,910	Penjualan SKM

* Source Market Share Data: Nielsen Market Research

* Sumber Data Pangsa Pasar: Riset Pasar Nielsen