

Year (Rp million)	2012	2013	2014	2015	2016	Tahun (Rp juta)
Sales						Penjualan
Domestic Net Sales	46,983,940	53,119,903	62,273,389	67,584,848	73,336,192	Penjualan Bersih Lokal
Export Net Sales	2,044,756	2,317,051	2,912,461	2,780,725	2,937,955	Penjualan Bersih Ekspor
Net Sales	49,028,696	55,436,954	65,185,850	70,365,573	76,274,147	Penjualan Bersih
Profit						Laba
Gross Profit	9,184,722	10,873,858	13,379,566	15,485,611	16,616,716	Laba Kotor
Operating Profit	6,025,681	6,691,722	8,626,524	10,064,867	10,122,038	Laba Usaha
Profit	4,068,711	4,383,932	5,432,667	6,452,834	6,672,682	Laba
Profit Attributable to Owners of the Company	4,013,758	4,328,736	5,405,738	6,435,654	6,677,083	Laba yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Comprehensive Income	-	-	5,325,317	6,458,516	6,586,081	Penghasilan Komprehensif
Comprehensive Income Attributable to Owners of the Company	-	-	5,298,386	6,441,336	6,590,482	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)
Earning per Share	2,086	2,250	2,810	3,345	3,470	Laba per Saham
Balance Sheet						Neraca
Total Assets	41,509,325	50,770,251	58,234,278	63,505,413	62,951,634	Jumlah Aset
Total Liabilities	14,903,612	21,353,980	25,099,875	25,497,504	23,387,406	Jumlah Liabilitas
Total Equity	26,605,713	29,416,271	33,134,403	38,007,909	39,564,228	Jumlah Ekuitas
Addition to Fixed Assets	3,339,913	5,544,476	5,709,398	2,894,853	2,494,809	Penambahan Aset Tetap
Net Working Capital	16,151,704	14,509,881	14,749,466	18,523,345	20,294,608	Modal Kerja Bersih
Margin and Ratio Analysis (%)						Analisa Laba dan Rasio (%)
Gross Profit Margin	18.7%	19.6%	20.5%	22.0%	21.8%	Marjin Laba Kotor
Operating Profit Margin	12.3%	12.1%	13.2%	14.3%	13.3%	Marjin Laba Usaha
Profit Margin	8.3%	7.9%	8.3%	9.2%	8.7%	Marjin Laba
Profit Margin Attributable to Owners of the Company	8.2%	7.8%	8.3%	9.2%	8.8%	Marjin Laba yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Current Ratio	217.0%	172.2%	162.0%	177.0%	193.8%	Rasio Lancar
Profit to Equity Ratio	15.3%	14.9%	16.4%	17.0%	16.9%	Rasio Laba terhadap Ekuitas
Profit to Asset Ratio	9.8%	8.6%	9.3%	10.2%	10.6%	Rasio Laba terhadap Aset
Debt to Equity Ratio	56.0%	72.6%	75.8%	67.1%	59.1%	Rasio Utang terhadap Ekuitas
Debt to Asset Ratio	35.9%	42.1%	43.1%	40.2%	37.2%	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 %)**	20.7%	20.6%	21.9%	21.5%	20.8%	Pangsa Pasar (perkiraan dalam %) **
Domestic Sales	68,045	72,475	75,898	74,696	72,989	Penjualan Lokal
Export Sales	5,202	4,081	4,699	3,951	4,087	Penjualan Ekspor
SKT Sales (hand made)	11,674	9,221	8,046	8,486	8,456	Penjualan SKT
SKM Sales (machine made)	61,573	67,335	72,551	70,161	68,620	Penjualan SKM

* Profit, Earnings per share, Total Asset, Total Liabilities, Total Equity and margin and ratio analysis for 2014 were restated due to the implementation of Indonesian Financial Accounting Standard (PSAK) No. 24 (2013 Revision). In accordance to PSAK No. 24, remeasurements on the net defined benefit liability (for example, actuarial gains/losses) are recognized immediately in other comprehensive income, replacing the previous policy called the "corridor approach", which defer the recognition of the actuarial gains/losses.

** Source Market Share Data: From 2009 onwards, market share has been calculated based upon purchases of excise duty for the entire cigarette industry and Nielsen Market Research. For the years prior to 2009, market share was calculated based upon purchases of excise duty for kretek producers, members of GAPPRI (Association of Clove-Blended Cigarette Manufacturers of Indonesia).

* Laba, Laba per Saham, Jumlah Aset, Jumlah Hutang, Jumlah Ekuitas dan analisa laba dan rasio tahun 2014 disajikan kembali karena penerapan Pernyataan Standar Akuntansi Keuangan (PSAK) No. 24 (Revisi 2013). Menurut PSAK No.24, pengakuan atas pengukuran kembali kewajiban imbalan pasti (misalnya : keuntungan/kerugian aktuarial) secara segera dalam penghasilan komprehensif lainnya, menggantikan kebijakan sebelumnya yang disebut "pendekatan koridor" yang menangguhkan pengakuan atas keuntungan kerugian aktuarial tersebut.

** Sumber Data Pangsa Pasar: Sejak tahun 2009 pangsa pasar telah dihitung berdasarkan pembelian pita cukai untuk industri rokok secara keseluruhan dan Riset Pasar Nielsen. Untuk tahun sebelum tahun 2009, pangsa pasar dihitung berdasarkan pada pembelian pita cukai bagi produsen rokok kretek, anggota GAPPRI (Gabungan Perserikatan Pabrik Rokok Indonesia).