

FINANCIAL  
HIGHLIGHTSDATA KEUANGAN  
POKOK

Year (Rp million)	2017	2018	2019	2020	2021	Tahun (Rp juta)
<b>Sales</b>						<b>Penjualan</b>
Domestic Net Sales	80,572.128	93,077.373	108,735.034	112,568.242	123,082.640	Penjualan Bersih Lokal
Export Net Sales	2,733.797	2,630.290	1,788.785	1,909.069	1,798.626	Penjualan Bersih Ekspor
Net Sales	83,305.925	95,707.663	110,523.819	114,477.311	124,881.266	Penjualan Bersih
<b>Profit</b>						<b>Laba</b>
Gross Profit	18,221.662	18,644.327	22,783.255	17,388.244	14,272.611	Laba Bruto
Operating Profit	11,237.253	11,156.804	15,073.090	10,045.855	7,361.765	Laba Usaha
Profit	7,755.347	7,793.068	10,880.704	7,647.729	5,605.321	Laba
Profit Attributable to Owners of the Company	7,753.648	7,791.822	10,880.701	7,647.725	5,605.315	Laba yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Comprehensive Income	7,703.622	7,968.008	10,800.102	7,591.709	5,768.435	Penghasilan Komprehensif
Comprehensive Income Attributable to Owners of the Company	7,701.923	7,966.762	10,800.099	7,591.705	5,768.429	Penghasilan Komprehensif yang Dapat Diatribusikan kepada Pemilik Entitas Induk
<b>Per Share Data</b>						<b>Data per Saham</b>
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	4.030	4.050	5.655	3.975	2.913	Laba per Saham
<b>Balance Sheet</b>						<b>Neraca</b>
Total Assets	66,759,930	69,097,219	78,647,274	78,191,409	89,964,369	Jumlah Aset
Total Liabilities	24,572,266	23,963,934	27,716,516	19,668,941	30,676,095	Jumlah Liabilitas
Total Equity	42,187,664	45,133,285	50,930,758	58,522,468	59,288,274	Jumlah Ekuitas
Addition to Fixed Assets	3,230.656	4,037.363	5,166.648	5,050.050	5,087.848	Penambahan Aset Tetap
Net Working Capital	21,153,448	23,281,152	26,822,406	32,527,937	30,943,295	Modal Kerja Bersih
<b>Margin and Ratio Analysis (%)</b>						<b>Analisa Laba dan Rasio (%)</b>
Gross Profit Margin	21.9%	19.5%	20.6%	15.2%	11.4%	Rasio Laba Bruto terhadap Pendapatan
Operating Profit Margin	13.5%	11.7%	13.6%	8.8%	5.9%	Rasio Laba Usaha terhadap Pendapatan
Profit Margin	9.3%	8.1%	9.8%	6.7%	4.5%	Rasio Laba terhadap Pendapatan
Profit Margin Attributable to Owners of the Company	9.3%	8.1%	9.8%	6.7%	4.5%	Rasio Laba terhadap Pendapatan yang dapat Diatribusikan kepada Pemilik Entitas Induk
Current Ratio	193.6%	205.8%	206.2%	291.2%	209.1%	Rasio Lancar
Profit to Equity Ratio	18.4%	17.3%	21.4%	13.1%	9.5%	Rasio Laba terhadap Ekuitas
Profit to Asset Ratio	11.6%	11.3%	13.8%	9.8%	6.2%	Rasio Laba terhadap Aset
Debt to Equity Ratio	58.2%	53.1%	54.4%	33.6%	51.7%	Rasio Utang terhadap Ekuitas
Debt to Asset Ratio	36.8%	34.7%	35.2%	25.2%	34.1%	Rasio Utang terhadap Aset
<b>Market Share and Sales Volume Data (in million sticks)</b>						<b>Data Pangsa Pasar dan Jumlah Penjualan (dalam jutaan batang)</b>
Market Share (estimated %)*	21.4%	23.1%	25.6%	26.6%	27.1%	Pangsa Pasar (perkiraan dalam %)*
Domestic Sales	75,172	82,092	93,779	87,616	89,278	Penjualan Lokal
Export Sales	3,480	3,085	2,163	2,112	1,840	Penjualan Ekspor
SKT Sales (hand made)	8,619	8,215	8,500	9,061	8,970	Penjualan SKT
SKM Sales (machine made)	70,033	76,962	87,442	80,667	82,148	Penjualan SKM

\* Source Market Share Data: Nielsen Market Research

\* Sumber Data Pangsa Pasar: Riset Pasar Nielsen