

Year (Rp million)	2015	2016	2017	2018	2019	Tahun (Rp juta)
Sales						Penjualan
Domestic Net Sales	67,584,848	73,336,192	80,572,128	93,077,373	108,735,034	Penjualan Bersih Lokal
Export Net Sales	2,780,725	2,937,955	2,733,797	2,630,290	1,788,785	Penjualan Bersih Ekspor
Net Sales	70,365,573	76,274,147	83,305,925	95,707,663	110,523,819	Penjualan Bersih
Profit						Laba
Gross Profit	15,485,611	16,616,716	18,221,662	18,644,327	22,783,255	Laba Kotor
Operating Profit	10,064,867	10,122,038	11,237,253	11,156,804	15,073,090	Laba Usaha
Profit	6,452,834	6,672,682	7,755,347	7,793,068	10,880,704	Laba
Profit Attributable to Owners of the Company	6,435,654	6,677,083	7,753,648	7,791,822	10,880,701	Laba yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Comprehensive Income	6,458,516	6,586,081	7,703,622	7,968,008	10,800,102	Penghasilan Komprehensif
Comprehensive Income Attributable to Owners of the Company	6,441,336	6,590,482	7,701,923	7,966,762	10,800,099	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	3,345	3,470	4,030	4,050	5,655	Laba per Saham
Balance Sheet						Neraca
Total Assets	63,505,413	62,951,634	66,759,930	69,097,219	78,647,274	Jumlah Aset
Total Liabilities	25,497,504	23,387,406	24,572,266	23,963,934	27,716,516	Jumlah Liabilitas
Total Equity	38,007,909	39,564,228	42,187,664	45,133,285	50,930,758	Jumlah Ekuitas
Addition to Fixed Assets	2,894,853	2,494,809	3,230,656	4,037,363	5,166,648	Penambahan Aset Tetap
Net Working Capital	18,523,345	20,294,608	21,153,448	23,281,152	26,822,406	Modal Kerja Bersih
Margin and Ratio Analysis (%)						Analisa Laba dan Rasio (%)
Gross Profit Margin	22.0%	21.8%	21.9%	19.5%	20.6%	Rasio Laba Bruto terhadap Pendapatan
Operating Profit Margin	14.3%	13.3%	13.5%	11.7%	13.6%	Rasio Laba Usaha terhadap Pendapatan
Profit Margin	9.2%	8.7%	9.3%	8.1%	9.8%	Rasio Laba terhadap Pendapatan
Profit Margin Attributable to Owners of the Company	9.2%	8.8%	9.3%	8.1%	9.8%	Rasio Laba terhadap Pendapatan yang dapat Diatribusikan kepada Pemilik Entitas Induk
Current Ratio	177.0%	193.8%	193.6%	205.8%	206.2%	Rasio Lancar
Profit to Equity Ratio	17.0%	16.9%	18.4%	17.3%	21.4%	Rasio Laba terhadap Ekuitas
Profit to Asset Ratio	10.2%	10.6%	11.6%	11.3%	13.8%	Rasio Laba terhadap Aset
Debt to Equity Ratio	67.1%	59.1%	58.2%	53.1%	54.4%	Rasio Utang terhadap Ekuitas
Debt to Asset Ratio	40.2%	37.2%	36.8%	34.7%	35.2%	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 %)	21.5%	20.8%	21.4%	23.1%	25.6%	Pangsa Pasar (perkiraan dalam %)
Domestic Sales	74,696	72,989	75,172	82,092	93,779	Penjualan Lokal
Export Sales	3,951	4,087	3,480	3,085	2,163	Penjualan Ekspor
SKT Sales (hand made)	8,486	8,456	8,619	8,215	8,500	Penjualan SKT
SKM Sales (machine made)	70,161	68,620	70,033	76,962	87,442	Penjualan SKM