

Year (Rp million)	2016	2017	2018	2019	2020	Tahun (Rp juta)
Sales						Penjualan
Domestic Net Sales	73,336,192	80,572,128	93,077,373	108,735,034	112,568,242	Penjualan Bersih Lokal
Export Net Sales	2,937,955	2,733,797	2,630,290	1,788,785	1,909,069	Penjualan Bersih Ekspor
Net Sales	76,274,147	83,305,925	95,707,663	110,523,819	114,477,311	Penjualan Bersih
Profit						Laba
Gross Profit	16,616,716	18,221,662	18,644,327	22,783,255	17,388,244	Laba Kotor
Operating Profit	10,122,038	11,237,253	11,156,804	15,073,090	10,045,855	Laba Usaha
Profit	6,672,682	7,755,347	7,793,068	10,880,704	7,647,729	Laba
Profit Attributable to Owners of the Company	6,677,083	7,753,648	7,791,822	10,880,701	7,647,725	Laba yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Comprehensive Income	6,586,081	7,703,622	7,968,008	10,800,102	7,591,709	Penghasilan Komprehensif
Comprehensive Income Attributable to Owners of the Company	6,590,482	7,701,923	7,966,762	10,800,099	7,591,705	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	3,470	4,030	4,050	5,655	3,975	Laba per Saham
Balance Sheet						Neraca
Total Assets	62,951,634	66,759,930	69,097,219	78,647,274	78,191,409	Jumlah Aset
Total Liabilities	23,387,406	24,572,266	23,963,934	27,716,516	19,668,941	Jumlah Liabilitas
Total Equity	39,564,228	42,187,664	45,133,285	50,930,758	58,522,468	Jumlah Ekuitas
Addition to Fixed Assets	2,494,809	3,230,656	4,037,363	5,166,648	5,050,050	Penambahan Aset Tetap
Net Working Capital	20,294,608	21,153,448	23,281,152	26,822,406	32,527,937	Modal Kerja Bersih
Margin and Ratio Analysis (%)						Analisa Laba dan Rasio (%)
Gross Profit Margin	21.8%	21.9%	19.5%	20.6%	15.2%	Rasio Laba Bruto terhadap Pendapatan
Operating Profit Margin	13.3%	13.5%	11.7%	13.6%	8.8%	Rasio Laba Usaha terhadap Pendapatan
Profit Margin	8.7%	9.3%	8.1%	9.8%	6.7%	Rasio Laba terhadap Pendapatan
Profit Margin Attributable to Owners of the Company	8.8%	9.3%	8.1%	9.8%	6.7%	Rasio Laba terhadap Pendapatan yang dapat Diatribusikan kepada Pemilik Entitas Induk
Current Ratio	193.8%	193.6%	205.8%	206.2%	291.2%	Rasio Lancar
Profit to Equity Ratio	16.9%	18.4%	17.3%	21.4%	13.1%	Rasio Laba terhadap Ekuitas
Profit to Asset Ratio	10.6%	11.6%	11.3%	13.8%	9.8%	Rasio Laba terhadap Aset
Debt to Equity Ratio	59.1%	58.2%	53.1%	54.4%	33.6%	Rasio Utang terhadap Ekuitas
Debt to Asset Ratio	37.2%	36.8%	34.7%	35.2%	25.2%	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 %)*	20.8%	21.4%	23.1%	25.6%	26.6%	Pangsa Pasar (perkiraan dalam %)*
Domestic Sales	72,989	75,172	82,092	93,779	87,616	Penjualan Lokal
Export Sales	4,087	3,480	3,085	2,163	2,112	Penjualan Ekspor
SKT Sales (hand made)	8,456	8,619	8,215	8,500	9,061	Penjualan SKT
SKM Sales (machine made)	68,620	70,033	76,962	87,442	80,667	Penjualan SKM

* Source Market Share Data: Nielsen Market Research

* Sumber Data Pangsa Pasar: Riset Pasar Nielsen