



**FY21 Financial Highlights**

- FY21 sales of IDR2,238.5b is up 17.1% YoY, as the recovery from pandemic impact continues.
- EBIT and EBIT margin also improved YoY, due to the efficiency in G&A expenses and the increase in net sales.
- FY21 net profit attributable to parent of IDR197b is up by 71.3% YoY, in line with the recovery in net sales and lesser interest expense.
- As of end FY21, balance sheet is in net cash position.

Income Statement (IDRb, unless stated)	FY21	FY20	YoY Δ (%)
Sales	2,238.5	1,911.0	17.1%
Gross Profit	637.3	537.8	18.5%
<i>Gross Margin (%)</i>	28.5%	28.1%	
EBIT	270.4	174.1	55.3%
<i>EBIT Margin (%)</i>	12.1%	9.1%	
EBITDA	370.9	260.0	42.7%
<i>EBITDA Margin (%)</i>	16.6%	13.6%	
Net Profit	223.8	105.3	112.5%
<i>Net Margin (%)</i>	10.0%	5.5%	
Net Profit Attributable to Parent	197.0	115.0	71.3%
<i>Adjusted Net Margin (%)</i>	8.8%	6.0%	

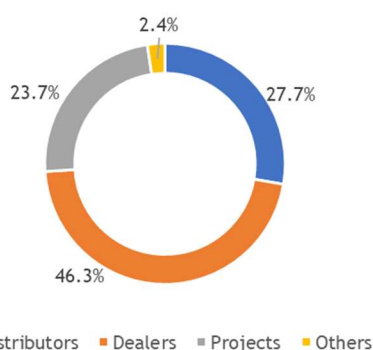
Balance Sheet (IDRb)	FY21	FY20	YoY Δ (%)
Total Assets	3,143.5	3,035.6	3.6%
Cash & Cash Equivalents	423.1	217.9	94.2%
Accounts Receivables	469.5	450.2	4.3%
Inventories	383.0	362.3	5.7%
Fixed Assets	1,030.1	1,076.3	-4.3%
Total Liabilities	1,090.6	1,094.5	-0.4%
Accounts Payables	419.9	353.0	19.0%
Bank Loans	262.4	287.1	-8.6%
Total Equity	2,052.9	1,941.1	5.8%

**FY21 Operational Highlights**

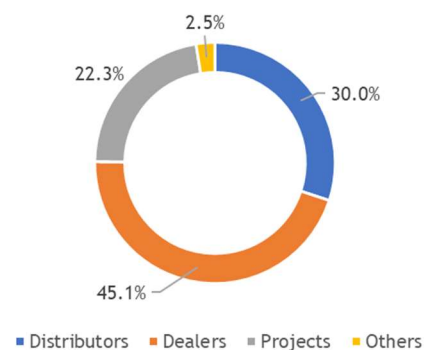
- Sales of local sanitary wares and imported sanitary wares both improved by 18.5% and 62.9% YoY, respectively. For local sanitary wares, volume increased by 13.4% YoY.
- Sales of local and imported fittings also improved by 16.3% and 14.9% YoY. Other products segment also improved YoY.
- For customers segment, all segments improved YoY, with the highest contribution from sales to projects and dealers, which increased by 24.3% and 20% YoY, respectively.

Products Segment (After Elimination)	FY21 Sales (IDRb)	FY20 Sales (IDRb)	YoY Δ Sales (%)
Sanitary wares (local)	1,101.6	929.7	18.5%
Sanitary wares (imported)	25.3	15.5	62.9%
Fittings (local)	855.9	736.3	16.3%
Fittings (imported)	129.5	112.7	14.9%
Others	84.0	75.1	11.9%
Rent Income	42.2	41.7	1.3%
<b>TOTAL</b>	<b>2,238.5</b>	<b>1,911.0</b>	<b>17.1%</b>

FY21 Customer Breakdown



FY20 Customer Breakdown



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