



3M22 Financial Highlights

- 3M22 sales of IDR671.6b is up 20.7% YoY, as there are more activities on the ground.
- Gross profit margin and EBIT margin decreased YoY, due to more aggressiveness in promotion to capture demand recovery.
- 3M22 net profit of IDR58.6 is up by 9.4% YoY, in line with the increase in net sales and better subsidiaries performance.
- Total current assets increased by 11.9% mainly due to increase in cash & cash equivalents.

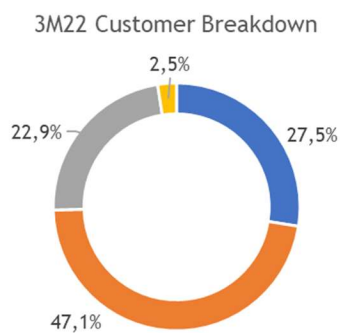
Income Statement (IDRb, unless stated)	3M22	3M21	YoY Δ (%)
Sales	671.6	556.5	20.7%
Gross Profit	185.9	171.8	8.2%
<i>Gross Margin (%)</i>	27.7%	30.9%	
EBIT	73.9	66.9	10.3%
<i>EBIT Margin (%)</i>	11.0%	12.0%	
EBITDA	93.1	78.7	18.4%
<i>EBITDA Margin (%)</i>	13.9%	14.1%	
Net Profit	58.6	53.6	9.4%
<i>Net Margin (%)</i>	8.7%	9.6%	
Net Profit Attributable to Parent	50.9	51.4	-1.0%
<i>Adjusted Net Margin (%)</i>	7.6%	9.2%	

Balance Sheet (IDRb)	3M22	FY21	YoY Δ (%)
Total Assets	3,274.6	3,143.5	4.2%
Total Current Assets	1,438.6	1,285.6	11.9%
Total Non-current Assets	1,836.0	1,857.9	-1.2%
Total Liabilities	1,163.1	1,090.6	6.6%
Total Current Liabilities	881.5	792.8	11.2%
Total Non-current Liabilities	281.6	297.8	-5.4%
Total Equity	2,111.5	2,052.9	2.9%

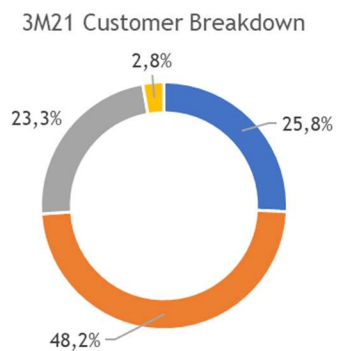
3M22 Operational Highlights

- Sales of local sanitary wares and imported sanitary wares both improved by 23.3% and 106% YoY, respectively. For local sanitary wares, volume increased by 6.6% YoY.
- Sales of local and imported fittings also improved by 17.8% and 23% YoY. Other products segment also improved YoY.
- For customers segment, all segments improved YoY, with the highest contribution from sales to distributors and sales to projects, which increased by 28.9% and 19% YoY, respectively.

Products Segment (After Elimination)	3M22 Sales (IDRb)	3M21 Sales (IDRb)	YoY Δ Sales (%)
Sanitary wares (local)	338.3	274.3	23.3%
Sanitary wares (imported)	9.8	4.7	106.0%
Fittings (local)	249.0	211.4	17.8%
Fittings (imported)	41.1	33.4	23.0%
Others	22.6	22.1	2.3%
Rent Income	10.9	10.6	3.0%
TOTAL	671.6	556.5	20.7%



■ Distributors ■ Dealers ■ Projects ■ Others



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