



FY20 Financial Highlights

- Overall FY20 net sales is still down 15.7% YoY, but the recovery continued in 4Q20 as sales was up by 14.6% QoQ. 4Q20 was the strongest quarter in FY20.
- FY20 gross margin was up YoY due to the reclassifications of accounts for promotion expense. Meanwhile, EBIT declined by 36.2% YoY to IDR174.1b, mainly due to the decrease in sales.
- Like net sales, FY20 net profit attributable to parent of IDR115b is still down by 44.9% YoY, but 4Q20 net profit attributable to parent of IDR43.8b was up by 29.3% QoQ.

Income Statement (IDRb, unless stated)	FY20	FY19	YoY Δ (%)
Sales	1,911.0	2,266.2	-15.7%
Gross Profit	537.8	558.5	-3.7%
<i>Gross Margin (%)</i>	28.1%	24.6%	
EBIT	174.1	272.9	-36.2%
<i>EBIT Margin (%)</i>	9.1%	12.0%	
EBITDA	235.1	322.3	-27.1%
<i>EBITDA Margin (%)</i>	12.3%	14.2%	
Net Profit	105.3	220.6	-52.3%
<i>Net Margin (%)</i>	5.5%	9.7%	
Net Profit Attributable to Parent	115.0	208.7	-44.9%
<i>Adjusted Net Margin (%)</i>	6.0%	9.2%	

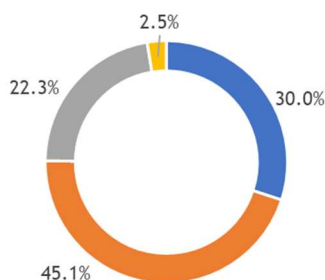
Balance Sheet (IDRb)	FY20	FY19	YoY Δ (%)
Total Assets	3,035.6	2,935.6	3.4%
Cash & Cash Equivalents	217.9	148.8	46.4%
Accounts Receivables	450.2	524.6	-14.2%
Inventories	362.3	432.4	-16.2%
Fixed Assets	1,076.3	1,034.6	4.0%
Total Liabilities	1,094.5	1,244.3	-12.0%
Accounts Payables	353.0	452.1	-21.9%
Bank Loans	287.1	228.1	25.9%
Total Equity	1,941.1	1,691.3	14.8%

FY20 Operational Highlights

- Sales of local sanitary wares and imported sanitary wares declined both declined by 10.9% and 29.2% YoY, respectively. For local sanitary wares, volume decreased by 6.5% YoY.
- Sales of both local fittings and imported fittings also declined by 20.5% and 27.5% YoY.
- For customers segment, FY20 sales to projects declined by 28.2% YoY, while sales to distributors and dealers declined by 9.2% and 13.8%, respectively.

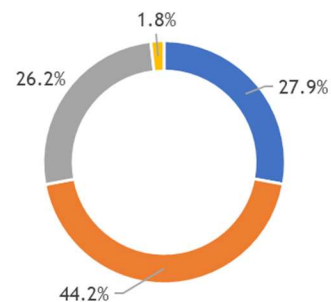
Products Segment (After Elimination)	FY20	FY19	YoY Δ
	Sales (IDRb)	Sales (IDRb)	Sales (%)
Sanitary wares (local)	929.7	1,043.3	-10.9%
Sanitary wares (imported)	15.5	21.9	-29.2%
Fittings (local)	736.3	925.8	-20.5%
Fittings (imported)	112.7	155.4	-27.5%
Others	75.1	80.2	-6.4%
Rent Income	41.7	39.6	5.3%
TOTAL	1,911.0	2,266.2	-15.7%

FY20 Customer Breakdown



■ Distributors ■ Dealers ■ Projects ■ Others

FY19 Customer Breakdown



■ Distributors ■ Dealers ■ Projects ■ Others

For more information, please contact adhi.s@suryapertiwi.co.id | +6221 2929 8585 EXT. 8525

Gedung TOTO, Jl. Letjen S. Parman Kav. 81, Jakarta 11420 - Indonesia