



6M22 Financial Highlights

- 6M22 sales of IDR1,191.2b is up 15.5% YoY. Q2 is the weakest quarter of the year due to Lebaran break.
- Gross profit margin and EBIT margin decreased YoY, due to more aggressiveness in promotion to capture demand recovery.
- 6M22 net profit of IDR94.4b is down 4% YoY due to the lower margins. Better subsidiaries performance helped.
- Company is still in net cash position as of 6M22.

Income Statement (IDRb, unless stated)	6M22	6M21	YoY Δ (%)
Sales	1,191.2	1,031.4	15.5%
Gross Profit	320.7	313.0	2.5%
<i>Gross Margin (%)</i>	27.7%	30.9%	
EBIT	121.7	124.7	-2.4%
<i>EBIT Margin (%)</i>	11.0%	12.0%	
EBITDA	159.8	153.2	4.3%
<i>EBITDA Margin (%)</i>	13.4%	14.9%	
Net Profit	94.4	98.3	-4.0%
<i>Net Margin (%)</i>	8.7%	9.6%	
Net Profit Attributable to Parent	79.7	89.9	-11.3%
<i>Adjusted Net Margin (%)</i>	7.6%	9.2%	

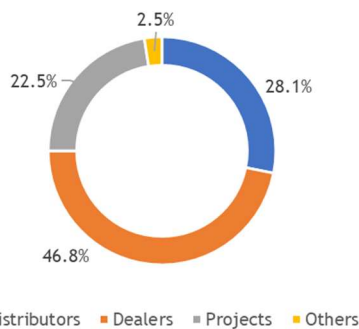
Balance Sheet (IDRb)	6M22	FY21	YoY Δ (%)
Total Assets	3,218.1	3,143.5	2.4%
Total Current Assets	1,402.6	1,285.6	9.1%
Total Non-current Assets	1,815.6	1,857.9	-2.3%
Total Liabilities	1,162.9	1,090.6	6.6%
Total Current Liabilities	893.8	792.8	12.7%
Total Non-current Liabilities	269.1	297.8	-9.6%
Total Equity	2,055.2	2,052.9	0.1%

6M22 Operational Highlights

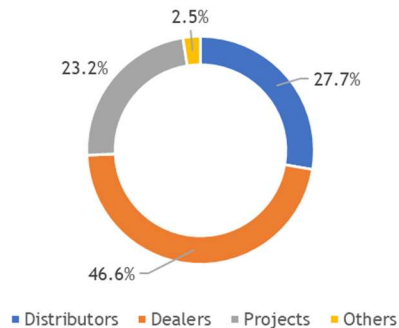
- Sales of local sanitary wares and imported sanitary wares both improved by 16.9% and 37.6% YoY, respectively. For local sanitary wares, volume increased by 0.2% YoY.
- Sales of local and imported fittings also improved by 15.0% and 12.6% YoY. Other products segment also improved YoY.
- For customers segment, all segments improved YoY, with the highest contribution from sales to distributors, which increased by 17.1% YoY.

Products Segment (After Elimination)	6M22 Sales (IDRb)	6M21 Sales (IDRb)	YoY Δ Sales (%)
Sanitary wares (local)	595.4	509.2	16.9%
Sanitary wares (imported)	14.8	10.7	37.6%
Fittings (local)	443.5	385.6	15.0%
Fittings (imported)	71.0	63.0	12.6%
Others	44.8	41.8	7.1%
Rent Income	21.7	21.1	3.0%
TOTAL	1,191.2	1,031.4	15.5%

6M22 Customer Breakdown



6M21 Customer Breakdown



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