



**FY22 Financial Highlights**

- FY22 sales of IDR2,505.6b is up 11.9% YoY, as Q4 showed the highest sales in the year.
- Gross profit margin and EBIT margin decreased YoY, due to more aggressiveness in promotion to capture demand recovery.
- FY22 net profit attributable to parent of IDR206.7b increased by 4.9% YoY as a result of higher sales.

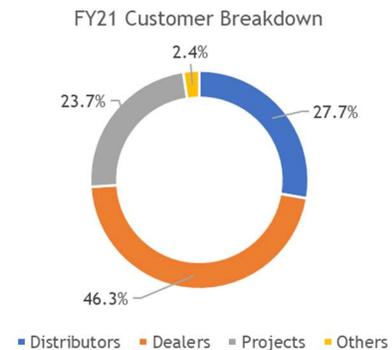
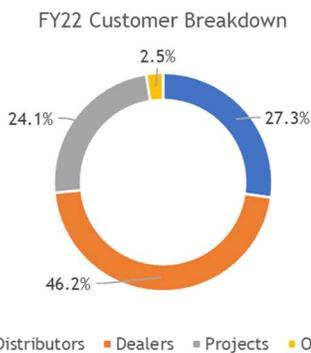
Income Statement (IDRb, unless stated)	FY22	FY21	YoY Δ (%)
Sales	2,505.6	2,238.5	11.9%
Gross Profit	687.0	637.3	7.8%
<i>Gross Margin (%)</i>	27.4%	28.5%	
EBIT	288.1	270.4	6.6%
<i>EBIT Margin (%)</i>	11.5%	12.1%	
EBITDA	367.5	344.8	6.6%
<i>EBITDA Margin (%)</i>	14.7%	15.4%	
Net Profit	225.0	223.8	0.6%
<i>Net Margin (%)</i>	9.0%	10.0%	
Net Profit Attributable to Parent	206.7	197.0	4.9%
<i>Adjusted Net Margin (%)</i>	8.2%	8.8%	

Balance Sheet (IDRb)	FY22	FY21	YoY Δ (%)
Total Assets	3,116.1	3,143.5	-0.9%
Total Current Assets	1,175.6	1,285.6	-8.6%
Total Non-current Assets	1,940.5	1,857.9	4.4%
Total Liabilities	1,008.5	1,090.6	-7.5%
Total Current Liabilities	791.1	792.8	-0.2%
Total Non-current Liabilities	217.4	297.8	-27.0%
Total Equity	2,107.6	2,052.9	2.7%

**FY22 Operational Highlights**

- Sales of local sanitary wares and imported sanitary wares both improved by 9.2% and 25.4% YoY, respectively.
- Sales of local and imported fittings also improved by 13.5% and 20.5% YoY. Other products segment also improved YoY.
- For customers segment, all segments improved YoY, with the highest contribution from sales to projects, which increased by 13.8% YoY.

Products Segment (After Elimination)	FY22	FY21	YoY Δ
	Sales (IDRb)	Sales (IDRb)	Sales (%)
Sanitary wares (local)	1,218.2	1,115.5	9.2%
Sanitary wares (imported)	31.7	25.3	25.4%
Fittings (local)	970.1	854.7	13.5%
Fittings (imported)	156.0	129.5	20.5%
Others	86.2	71.3	20.9%
Rent Income	43.5	42.2	3.0%
<b>TOTAL</b>	<b>2,505.6</b>	<b>2,238.5</b>	<b>11.9%</b>



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