



9M24 Financial Highlights

- 9M24 sales have reached IDR 2,108.8b, reflecting a 13.2% YoY increase, supported by the increase in sales in all customer segments.
- Gross profit margin rises from 29.1% to 29.4% and EBIT margin increase from 11.3% to 12.5% YoY.
- 9M24 net profit reached IDR 213.5, showing a 29.0% increase in YoY, mainly due to increased margins.

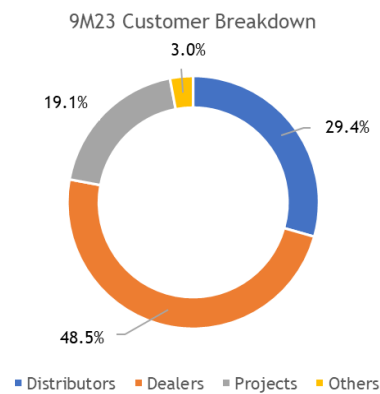
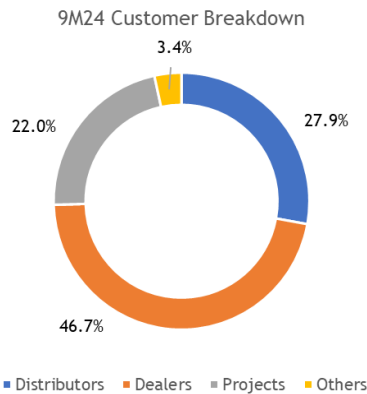
Income Statement (IDRb, unless stated)	9M24	9M23	YoY Δ (%)
Sales	2,108.8	1,862.5	13.2%
Gross Profit	620.6	541.9	14.5%
<i>Gross Margin (%)</i>	29.4%	29.1%	
EBIT	262.7	209.9	25.5%
<i>EBIT Margin (%)</i>	12.5%	11.3%	
EBITDA	313.4	262.6	19.4%
<i>EBITDA Margin (%)</i>	14.9%	14.1%	
Net Profit	213.5	165.5	29.0%
<i>Net Margin (%)</i>	10.1%	8.9%	
Net Profit Attributable to Parent	196.3	149.8	31.0%
<i>Adjusted Net Margin (%)</i>	9.3%	8.0%	

Balance Sheet (IDRb)	9M24	FY23	YoY Δ (%)
Total Assets	3,469.4	3,237.7	7.2%
Total Current Assets	1,525.6	1,268.4	20.3%
Total Non-current Assets	1,943.8	1,969.3	-1.3%
Total Liabilities	1,104.3	1,008.1	9.5%
Total Current Liabilities	866.7	789.2	9.8%
Total Non-current Liabilities	237.6	218.9	8.5%
Total Equity	2,365.1	2,229.6	6.1%

9M24 Operational Highlights

- All products segments improved YoY. Sales of local and imported sanitary wares grew by 11.0% and 16.3% YoY, and sales of local and imported fittings increased by 15.7% and 22.4% YoY, respectively.
- For customer segments, sales to Dealers and Distributor customers improved by 9.3% and 7.8% YoY respectively. Sales to projects also increased by 30.9% YoY.

Products Segment (After Elimination)	9M24 Sales (IDRb)	9M23 Sales (IDRb)	YoY Δ Sales (%)
Sanitary wares (local)	963.5	868.2	11.0%
Sanitary wares (imported)	29.9	25.7	16.3%
Fittings (local)	849.6	734.2	15.7%
Fittings (imported)	166.7	136.2	22.4%
Others	67.7	63.9	6.0%
Rent Income	31.4	34.3	-8.4%
TOTAL	2,108.8	1,862.5	13.2%



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