

**FY24 Financial Highlights**

- FY24 sales of IDR 2,915.2b reflected a 11.9% YoY increase, supported by the increase of sales in all customer segments. Q4 showed the highest sales in the year.
- Gross profit margin rises from 28.7% to 28.9% and EBIT margin increase from 12.8% to 11.9% YoY.
- FY24 net profit reached IDR 314.8, a 14.5% increase in YoY, mainly due to increased sales and margins.

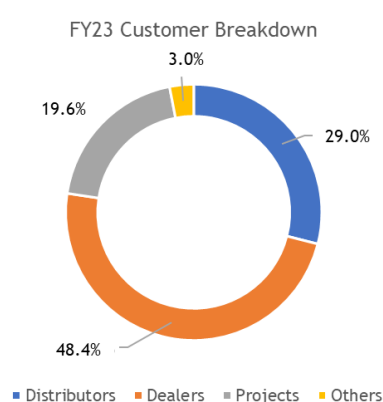
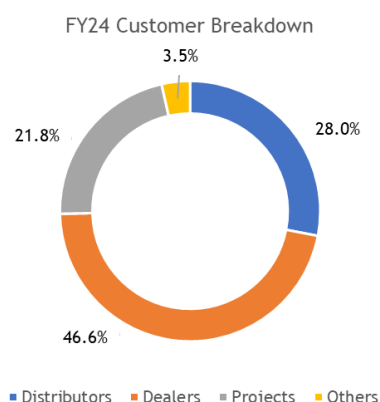
Income Statement (IDRb, unless stated)	FY24	FY23	YoY Δ (%)
Sales	2,915.2	2,605.5	11.9%
Gross Profit	843.9	747.2	12.9%
<i>Gross Margin (%)</i>	28.9%	28.7%	
EBIT	372.4	310.5	19.9%
<i>EBIT Margin (%)</i>	12.8%	11.9%	
EBITDA	439.0	381.3	15.1%
<i>EBITDA Margin (%)</i>	15.1%	14.6%	
Net Profit	314.8	275.0	14.5%
<i>Net Margin (%)</i>	10.8%	10.6%	
Net Profit Attributable to Parent	287.3	254.7	12.8%
<i>Adjusted Net Margin (%)</i>	9.9%	9.8%	

Balance Sheet (IDRb)	FY24	FY23	YoY Δ (%)
Total Assets	3,415.6	3,237.7	5.5%
Total Current Assets	1,411.5	1,268.4	11.3%
Total Non-current Assets	2,004.1	1,969.3	1.8%
Total Liabilities	1,051.7	1,008.1	4.3%
Total Current Liabilities	825.5	789.2	4.6%
Total Non-current Liabilities	226.3	218.9	3.4%
Total Equity	2,363.8	2,229.6	6.0%

FY24 Operational Highlights

- All product segments improved YoY. Sales of local and imported sanitary wares grew by 9.3% and 18.9% YoY, and sales of local and imported fittings increased by 13.2% and 22.0% YoY, respectively.
- For customer segments, sales to dealers and distributors improved by 8.4% and 7.9% YoY respectively. Highest growth contribution came from sales to projects, which increased by 24.7% YoY.

Products Segment (After Elimination)	FY24 Sales (IDRb)	FY23 Sales (IDRb)	YoY Δ Sales (%)
Sanitary wares (local)	1,336.3	1,222.1	9.3%
Sanitary wares (imported)	40.9	34.1	18.9%
Fittings (local)	1,162.6	1,027.4	13.2%
Fittings (imported)	224.7	184.1	22.0%
Others	105.1	93.6	12.3%
Rent Income	46.1	44.3	4.2%
TOTAL	2,915.2	2,605.5	11.9%



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