

**3M25 Financial Highlights**

- 1Q25 sales have reached IDR 714.7b, reflecting a -0.7% YoY decrease, due to the adjustment of Eid al-Fitr period affecting 1Q25.
- 1Q25 gross profit increased from IDR 205.5b to IDR 210.6b or 2.5% YoY.
- Gross profit margin rose from 28.6% to 29.5% and EBIT margin increased from 10.5% to 11.5% YoY.
- FY24 net profit reached IDR 66.4b, showing a 9.5% increase in YoY, mainly due to increased margins.

Income Statement (IDRb, unless stated)	3M25	3M24	YoY Δ (%)
Sales	714.7	719.6	-0.7%
Gross Profit	210.6	205.5	2.5%
Gross Margin (%)	29.5%	28.6%	
EBIT	81.9	75.7	8.1%
EBIT Margin (%)	11.5%	10.5%	
EBITDA	100.6	93.8	7.3%
EBITDA Margin (%)	14.1%	13.0%	
Net Profit	66.4	60.7	9.5%
Net Margin (%)	9.3%	8.4%	
Net Profit Attributable to Parent	60.7	55.7	8.8%
Adjusted Net Margin (%)	8.5%	7.7%	

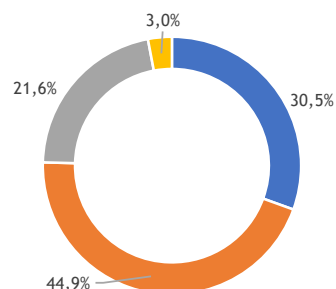
Balance Sheet (IDRb)	3M25	FY24	YoY Δ (%)
Total Assets	3,469.4	3,415.6	1.6%
Total Current Assets	1,525.6	1,411.5	8.1%
Total Non-current Assets	1,943.8	2,004.1	-3.0%
Total Liabilities	1,104.3	1,051.7	5.0%
Total Current Liabilities	866.7	825.5	5.0%
Total Non-current Liabilities	237.6	226.3	5.0%
Total Equity	2,365.1	2,363.8	0.1%

3M25 Operational Highlights

- Sales of local sanitary wares grew by 5.1% YoY, and sales of imported fittings increased 22.0% YoY. Meanwhile, sales of imported sanitary wares and local fittings decreased by 6.0% and 8.0%, respectively.
- For customer segments, sales to distributors improved by 1% YoY, while sales to dealers decreased by 6.4%. Sales to projects increased by 11.2% YoY.

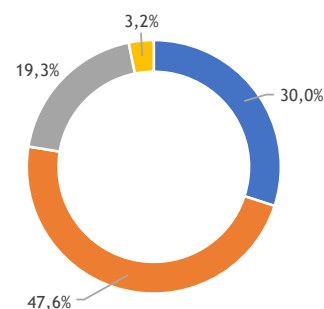
Products Segment (After Elimination)	3M25 Sales (IDRb)	3M24 Sales (IDRb)	YoY Δ Sales (%)
Sanitary wares (local)	343.3	329.4	5.1%
Sanitary wares (imported)	8.4	8.9	-6.0%
Fittings (local)	271.2	295.0	-8.0%
Fittings (imported)	55.2	48.9	12.7%
Others	21.5	25.8	16.9%
Rent Income	12.1	11.5	4.8%
TOTAL	714.7	719.6	-0.7%

3M25 Customer Breakdown



■ Distributors ■ Dealers ■ Projects ■ Others

3M24 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