



FY25 Financial Highlights

- FY25 sales amounted IDR 2,779.4b, reflecting a 4.7% YoY decrease, due to uncertainties in both global and domestic market conditions affecting buying power.
- Gross profit margin rose from 28.9% to 29.5%, but EBIT margin decreased from 12.8% to 12.7% YoY due to increased G&A expenses from professional fees and multiple events expenses.
- FY25 net profit reached IDR 302.1b, showing a 4.0% decrease in YoY, mainly due to decrease in sales.

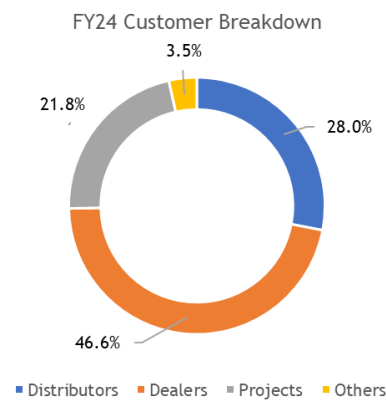
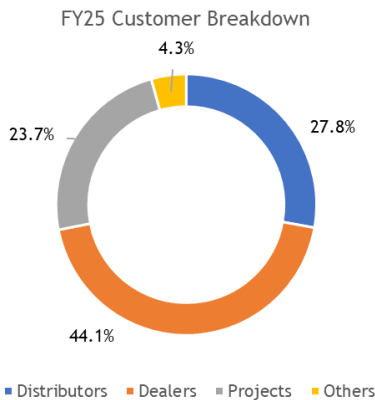
Income Statement (IDRb, unless stated)	FY25	FY24	YoY Δ (%)
Sales	2,779.4	2,915.2	-4.7%
Gross Profit	820.4	843.9	-2.8%
<i>Gross Margin (%)</i>	29.5%	28.9%	
EBIT	352.8	372.4	-5.3%
<i>EBIT Margin (%)</i>	12.7%	12.8%	
EBITDA	419.7	439.0	-4.4%
<i>EBITDA Margin (%)</i>	15.1%	15.1%	
Net Profit	302.1	314.8	-4.0%
<i>Net Margin (%)</i>	10.9%	10.8%	
Net Profit Attributable to Parent	270.9	287.3	-5.7%
<i>Adjusted Net Margin (%)</i>	9.7%	9.9%	

Balance Sheet (IDRb)	FY25	FY24	YoY Δ (%)
Total Assets	3,358.8	3,415.6	-1.7%
Total Current Assets	1,360.0	1,411.5	-3.7%
Total Non-current Assets	1,998.8	2,004.1	-0.3%
Total Liabilities	905.4	1,051.7	-13.9%
Total Current Liabilities	687.4	825.5	-16.7%
Total Non-current Liabilities	217.9	226.3	-3.7%
Total Equity	2,453.5	2,363.8	3.8%

FY25 Operational Highlights

- Sales of local and imported sanitary wares decreased by 3.2% and 6.1% YoY respectively, and sales of local fittings dropped by 9.5% YoY. Meanwhile, imported fittings products still increased by 10.4% YoY.
- For customer segments, sales to projects grew by 3.7% YoY, while sales to dealers and distributors declined by 10% and 5.5% YoY, respectively.

Products Segment (After Elimination)	FY25 Sales (IDRb)	FY24 Sales (IDRb)	YoY Δ Sales (%)
Sanitary wares (local)	1,293.1	1,336.3	-3.2%
Sanitary wares (imported)	42.9	40.9	-6.1%
Fittings (local)	1,052.2	1,162.6	-9.5%
Fittings (imported)	248.0	224.7	10.4%
Others	95.8	105.1	-8.9%
Rent Income	47.4	46.1	2.8%
TOTAL	2,779.4	2,915.2	-4.7%



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