

| Ikhtisar Data Keuangan Penting<br>Dalam miliar Rupiah kecuali dinyatakan lain   |               |               |               | Financial Highlights<br>(In billion Rupiah unless otherwise stated)                      |
|---|---------------|---------------|---------------|--|
| Deskripsi   | 2019          | 2018*         | 2017*         | Description  |
| <b>LABA RUGI DAN PENGHASILAN KOMPREHENSIF LAIN KONSOLIDASIAN</b>  |               |               |               | <b>CONSOLIDATED PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME</b>                        |
| Pendapatan Neto   | 18,615        | 17,878        | 15,417        | Net Revenues   |
| Laba Kotor  | 3,704         | 3,425         | 3,073         | Gross Profit   |
| Laba Usaha  | 1,069         | 1,131         | 1,379         | Operating Income   |
| Laba Sebelum Beban Pajak Penghasilan  | 372           | 121           | 123           | Income Before Income Tax Expense   |
| Laba (Rugi) Tahun Berjalan  | 156           | 113           | (64)          | Income (Loss) for the Year   |
| Total Penghasilan (Rugi) Komprehensif Lain Tahun Berjalan   | (221)         | 800           | 2,684         | Total Other Comprehensive Income (Loss) for The Year                                     |
| Total Penghasilan (Rugi) Komprehensif Tahun Berjalan  | (65)          | 913           | 2,620         | Total Comprehensive Income (Loss) for The Year   |
| Laba (Rugi) Tahun Berjalan yang dapat Diatribusikan kepada:   |               |               |               | Income (Loss) for the Year Attributable to:  |
| Pemilik Entitas Induk   | 170           | 23            | (110)         | Equity Holders of the Parent Entity  |
| Kepentingan Nonpengendali   | (14)          | 89            | 46            | Non-Controlling Interests  |
| Total   | 156           | 113           | (64)          | Total  |
| Total Penghasilan (Rugi) Komprehensif Tahun Berjalan yang dapat Diatribusikan kepada:   |               |               |               | Total Comprehensive Income (Loss) for the Year Attributable to:                          |
| Pemilik Entitas Induk   | (25)          | 814           | 2,585         | Equity Holders of Parent Entity  |
| Kepentingan Nonpengendali   | (40)          | 99            | 35            | Non-Controlling Interest   |
| Total   | (65)          | 913           | 2,620         | Total  |
| <b>POSISI KEUANGAN KONSOLIDASIAN</b>  |               |               |               | <b>CONSOLIDATED FINANCIAL POSITION</b>   |
| Total Aset Lancar   | 16,511        | 16,137        | 12,985        | Total Current Assets   |
| Total Aset Tidak Lancar   | 28,188        | 24,907        | 19,018        | Total Non-Current Assets   |
| Total Aset  | 44,699        | 41,044        | 32,003        | Total Assets   |
| Total Liabilitas Jangka Pendek  | 21,308        | 21,536        | 16,279        | Total Current Liabilities  |
| Total Liabilitas Jangka Panjang   | 13,983        | 9,308         | 6,405         | Total Non-Current Liabilities  |
| Total Liabilitas  | 35,291        | 30,844        | 22,684        | Total Liabilities  |
| Ekuitas yang dapat Diatribusikan kepada:  |               |               |               | Shareholder's Equity Attributable to:  |
| Pemilik Entitas Induk   | 8,104         | 8,988         | 8,241         | Equity Holders of the Parent Entity  |
| Kepentingan Nonpengendali   | 1,304         | 1,212         | 1,078         | Non-Controlling Interests  |
| Total Ekuitas   | 9,408         | 10,200        | 9,319         | Total Equity   |
| Total Liabilitas dan Ekuitas  | 44,699        | 41,044        | 32,003        | Total Liabilities and Shareholder's Equity   |
| <b>Rasio Keuangan dan Informasi Lainnya</b>   |               |               |               | <b>Financial Ratios and Other Information</b>  |
| Marjin Laba Kotor (%)   | 19.90         | 19.16         | 19.93         | Gross Profit Margin (%)  |
| Marjin Laba Usaha (%)   | 5.74          | 6.33          | 8.95          | Operating Income Margin (%)  |
| Marjin Laba (Rugi) Tahun Berjalan (%)   | 0.84          | 0.63          | (0.42)        | Income (Loss) for the Year Margin (%)  |
| Pengembalian Atas Aset (%) <sup>1</sup>   | 0.35          | 0.27          | (0.20)        | Return on Assets (%) <sup>1</sup>  |
| Pengembalian Atas Ekuitas (%) <sup>2</sup>  | 1.66          | 1.10          | (0.69)        | Return on Equity (%) <sup>2</sup>  |
| Modal Kerja Bersih <sup>3</sup>   | (4,797)       | (5,399)       | (3,293)       | Net Working Capital <sup>3</sup>   |
| Rasio Lancar (X) <sup>4</sup>   | 0.77          | 0.75          | 0.80          | Current Ratio (X) <sup>4</sup>   |
| Perputaran Piutang Usaha (X) <sup>5</sup>   | 7.46          | 7.03          | 7.01          | Accounts Receivable Turnover (X) <sup>5</sup>  |
| Perputaran Persediaan (X) <sup>6</sup>  | 4.26          | 4.28          | 5.13          | Inventories Turnover (X) <sup>6</sup>  |
| Jumlah Liabilitas terhadap Jumlah Ekuitas (X)   | 3.75          | 3.02          | 2.43          | Total Liabilities to Total Equity (X)  |
| Jumlah Liabilitas terhadap Jumlah Aset (X)  | 0.79          | 0.75          | 0.71          | Total Liabilities to Total Assets (X)  |
| Jumlah Pinjaman terhadap Jumlah Ekuitas Bersih (X) <sup>7</sup>   | 2.10          | 1.48          | 1.16          | Gearing Ratio - Net (X) <sup>7</sup>   |
| Saham yang Dikeluarkan (Lembar)   | 2,765,278,412 | 2,765,278,412 | 2,765,278,412 | Issued Shares (Shares)   |
| Laba (Rugi) per Saham Dasar yang Dapat Diatribusikan kepada Pemilik Entitas Induk (Rp)  | 61.50         | 8.41          | (39.64)       | Basic Earnings (Loss) per Share Attributable to Equity Holders of the Parent Entity (Rp) |
| * Disajikan kembali/Restated  |               |               |               |  |
| 1. Laba (rugi) tahun berjalan/Total asset<br><i>Income (loss) for the year/Total assets</i>   |               |               |               |  |
| 2. Laba (rugi) tahun berjalan/Total ekuitas<br><i>Income (loss) for the year/Total equity</i>   |               |               |               |  |
| 3. Total aset lancar - Total liabilitas jangka pendek<br><i>Total current assets - Total current liabilities</i>  |               |               |               |  |
| 4. Total aset lancar/Total liabilitas jangka pendek<br><i>Total current assets/Total current liabilities</i>  |               |               |               |  |
| 5. Pendapatan neto/Rata-rata piutang usaha<br><i>Net revenues/Average accounts receivable</i>   |               |               |               |  |
| 6. Beban pokok pendapatan/Rata-rata persediaan<br><i>Cost of revenue/Average inventories</i>  |               |               |               |  |
| 7. Total pinjaman/Total ekuitas. (Pinjaman tidak termasuk pinjaman jasa keuangan dan sudah dikurangi kas dan setara kas)<br><i>Total borrowing/Total equity. (Borrowing excluding borrowing by financial service company and deducted by cash and cash equivalents)</i> |               |               |               |  |