

# KINERJA UTAMA DI TAHUN 2013

KEY PERFORMANCE YEAR 2013

## Ikhtisar Keuangan Financial Highlight

Untuk Periode Yang Berakhir Pada  
Tanggal-Tanggal  
(dalam jutaan Rupiah)

For The Periods Ended on  
(In Million IDR)

| DESKRIPSI   | 31 Desember<br>/December<br>2013 | 31 Desember<br>/December<br>2012 | 31 Maret<br>/ March<br>2012 *** | 31 Desember<br>/December<br>2011 | 31 Desember<br>/December<br>2010 ** | 31 Desember<br>/December<br>2009 | DESCRIPTION  |
|---|----------------------------------|----------------------------------|---------------------------------|----------------------------------|-------------------------------------|----------------------------------|--|
| Penjualan   | 139.986                          | 150.825                          | 27.968                          | 139.394                          | 85.141                              | 68.328                           | Sales  |
| Laba kotor  | 44.302                           | 46.622                           | 8.056                           | 48.959                           | 21.028                              | 20.046                           | Gross Profit   |
| Laba usaha  | 27.458                           | 28.680                           | 4.561                           | 34.350                           | 5.885                               | 464                              | Operating Profit   |
| Penghasilan Sebelum Bunga, Pajak<br>Depresiasi dan Amortisasi<br>(EBITDA) | 33.782                           | 34.118                           | 5.952                           | 40.815                           | 17.159                              | 20.186                           | Earnings Before Interest, Tax<br>Depreciation and Amortization<br>(EBITDA) |
| Beban Keuangan  | 656                              | 346                              | 5                               | 1.794                            | 2.507                               | 3.699                            | Finance Cost   |
| Laba Bersih   | 22.003                           | 22.091                           | 3.888                           | 27.479                           | 7.059                               | 8.925                            | Net Profit   |
| Pendapatan Komprehensif<br>Periode Berjalan                               | 21.887                           | 22.049                           | 3.925                           | 27.299                           | 7.394                               | -                                | Net Comprehensive Income<br>for The Period                                 |
| Laba Bersih per Saham Dasar<br>(Dalam Rupiah Penuh)                       | 8,57                             | 8,61                             | 1,51                            | 10,71                            | 2,75                                | 3,48                             | Basic Earnings per Share<br>(Full Amount)                                  |
| Modal Kerja   | 73.294                           | 49.593                           | 30.616                          | 25.563                           | 13.813                              | 8.177                            | Net Working Capital  |
| Jumlah Aset   | 156.993                          | 148.541                          | 131.669                         | 117.967                          | 114.925                             | 109.355                          | Total Assets   |
| Jumlah Liabilitas   | 45.430                           | 53.731                           | 54.984                          | 55.161                           | 79.417                              | 80.776                           | Total Liabilities  |
| Ekuitas Bersih  | 111.563                          | 94.810                           | 76.685                          | 62.806                           | 35.508                              | 28.579                           | Net Equity   |
| Kas Bersih dari Operasional   | 24.342                           | 21.646                           | 5.543                           | 23.053                           | 13.687                              | 22.966                           | Operating Cash Flow  |

### RASIO KEUANGAN

### FINANCIAL RATIOS

|                                       |        |        |         |        |        |        |                          |
|---------------------------------------|--------|--------|---------|--------|--------|--------|--------------------------|
| Marjin EBITDA (%)                     | 24,13  | 22,62  | 21,28   | 29,28  | 20,15  | 29,54  | EBITDA Margin (%)        |
| Imbal Hasil Ekuitas (%)               | 19,72  | 23,30  | 5,07    | 43,75  | 19,88  | 31,23  | Return On Equity (%)     |
| Imbal Hasil Aset (%)                  | 14,02  | 14,87  | 2,95    | 23,29  | 6,14   | 8,16   | Return On Assets (%)     |
| Rasio Lancar (%)                      | 390,61 | 260,70 | 173,70  | 159,15 | 126,77 | 119,15 | Current Ratio (%)        |
| Rasio Liabilitas terhadap Ekuitas (%) | 40,72  | 56,67  | 71,70   | 87,83  | 223,66 | 282,63 | Debt to Equity Ratio (%) |
| Rasio Harga per Saham (x)             | 8,75   | 9,41   | 13,36 * | 4,76   | 19,64  | 15,80  | Price Earnings Ratio (x) |

### RASIO PERTUMBUHAN (%)

### GROWTH RATIOS (%)

|                 |           |           |           |           |           |            |                     |
|-----------------|-----------|-----------|-----------|-----------|-----------|------------|---------------------|
| Penjualan       | ( 7,19)   | 8,20      | ( 19,74)* | 63,72     | 24,61     | ( 26,49)   | Sales               |
| Laba Usaha      | ( 4,26)   | ( 16,51)  | ( 46,89)* | 483,69    | 1,168,32  | ( 96,57)   | Operating Profit    |
| EBITDA          | ( 0,98)   | ( 16,41)  | ( 41,67)* | 137,86    | ( 15,00)  | 36,67      | EBITDA              |
| Laba Bersih     | ( 0,40)   | ( 19,61)  | ( 43,40)* | 289,28    | ( 20,91)  | 386,480,28 | Net Profit          |
| Jumlah Aset     | 5,69      | 25,92     | 11,62     | 2,65      | 5,09      | ( 14,45)   | Total Assets        |
| Ekuitas Bersih  | 17,67     | 50,96     | 22,10     | 76,88     | 24,25     | 45,40      | Net Equity          |
| Penjualan (Ton) | 1.298.332 | 1.619.508 | 320.739   | 1.564.925 | 1.062.009 | 742.889    | Sales (Tonnes)      |
| Produksi (Ton)  | 1.326.079 | 1.531.030 | 356.374   | 1.613.281 | 1.045.805 | 597.008    | Production (Tonnes) |

\* Disetahunkan

\*\* Disajikan kembali sesuai dengan revisi standar akuntansi berlaku efektif sejak tanggal 1 Januari 2011

\*\*\* Disajikan setelah kuasi-reorganisasi

\* Annualize

\*\* Restated in compliance with the revised accounting standard effective as of 1 January 2011

\*\*\* Restated after quasi-reorganization