



Ikhtisar

KEUANGAN

FINANCIAL HIGHLIGHTS

(Dalam miliar Rupiah, kecuali dinyatakan lain) **2018** **2017** **2016** (In billions of Rupiah, unless otherwise stated)

Laporan Laba Rugi Komprehensif/ Statements of Comprehensive Income				
Penjualan Barang Dagangan	17,824.9	17,496.3	17,294.2	Merchandise Sales
Pendapatan MCC	40.5	50.6	53.4	MCC Subscription Revenue
Penjualan Kotor *	17,865.4	17,546.9	17,347.6	Gross Sales*
Penjualan Eceran-Gerai	6,681.5	6,515.2	6,393.0	Retail Sales-Store
Penjualan Konsinyasi	11,183.9	11,031.7	10,954.6	Consignment Sales
Beban Penjualan Konsinyasi	(7,696.7)	(7,605.2)	(7,552.4)	Consignment Cost
Penjualan Eceran-lainnya	(20.2)	12.6	38.8	Retail Sales-Others
Pendapatan Jasa	96.6	69.6	63.1	Service Fee
Beban Pokok Pendapatan	(3,867.1)	(3,762.0)	(3,683.3)	Cost of Revenue
Labanya Kotor	6,378.0	6,261.9	6,211.8	Gross Profit
Beban Usaha	(4,048.3)	(3,852.8)	3,683.7	Operating Expense
Kerugian atas penurunan nilai investasi pada instrumen ekuitas	(769.8)	-	-	Impairment loss on investment in equity instrument
Keuntungan/(Kerugian) Lainnya-Bersih	6.9	(32.5)	(5.8)	Other Gain (Losses)-Net
Labanya Operasi	1,566.8	2,376.6	2,533.9	Operating Income
Penghasilan/(Beban) Keuangan-Bersih	8.5	19.6	(1.2)	Finance Expense (Net)
Labanya Sebelum Pajak Penghasilan	1,575.3	2,396.2	2,532.7	Profit Before Income Tax
Beban Pajak Penghasilan	(478.0)	(489.2)	(513.0)	Income Tax Expense
Labanya Bersih	1,097.3	1,907.0	2,019.7	Net Income
Labanya/(rugi) komprehensif lain, setelah pajak	49.0	(20.3)	(23.8)	Other comprehensive gain/(loss), net of tax
Pendapatan komprehensif	1,146.3	1,886.7	1,995.9	Comprehensive Income
Labanya yang Diatribusikan kepada:				Profit attributable to:
- Pemilik entitas induk	1,097.3	1,907.0	2,019.7	Owners of the parent -
- Kepentingan non-pengendali	-	-	-	Non-controlling interests -
Pendapatan Komprehensif yang Diatribusikan kepada:				Comprehensive income attributable to:
- Pemilik entitas induk	1,146.3	1,886.7	1,995.9	Owners of the parent -
- Kepentingan non-pengendali	-	-	-	Non-controlling interests -
Labanya Bersih per Saham (Rp)	377.3	653.8	692.2	Net Earning per Share (Rp)

Laporan Posisi Keuangan/ Statements of Financial Position				
Kas dan Setara Kas	1,184.1	1,582.8	1,712.8	Cash and Cash Equivalent
Persediaan	1,290.6	1,005.5	995.3	Inventories
Beban Dibayar di Muka	135.3	176.5	136.0	Prepaid Expenses
Aset Lancar Lainnya **	404.4	208.9	130.0	Other Current Assets**
Jumlah Aset Lancar	3,014.4	2,973.7	2,974.1	Total Current Assets
Aset Tetap (Setelah Dikurangi Penyusutan)	1,249.1	973.7	979.9	Fixed Assets (Net of Accumulated Depreciation)
Sewa Jangka Panjang	375.0	365.7	396.1	Long-term Lease
Uang Jaminan	163.2	123.6	135.7	Refundable Deposits
Aset Tidak Lancar Lainnya***	234.7	990.7	373.1	Other Non-Current Assets***
Jumlah Aset Tidak Lancar	2,022.0	2,453.7	1,884.8	Total Non-Current Assets
Jumlah Aset	5,036.4	5,427.4	4,858.9	Total Assets
Jumlah Liabilitas Lancar	2,739.8	2,610.8	2,558.4	Total Current Liabilities
Jumlah Liabilitas Tidak Lancar	480.8	488.6	415.3	Total Non-Current Liabilities
Jumlah Liabilitas	3,220.6	3,099.4	3,003.7	Total Liabilities
Jumlah Ekuitas	1,815.8	2,328.0	1,855.2	Total Equity
Jumlah Liabilitas dan Ekuitas	5,036.4	5,427.4	4,858.9	Total Liabilities and Equity

Rasio Keuangan/ Financial Ratios				
Tingkat Pengembalian Aset (%)	21.8%	35.1%	41.6%	Return on Assets (%)
Tingkat pengembalian Ekuitas (%)	60.4%	81.9%	108.9%	Return on Equity (%)
Aset Lancar Terhadap Liabilitas Lancar (x)	1.1	1.1	1.1	Current Asset to Current Liabilities (x)
Jumlah Liabilitas Terhadap Jumlah Ekuitas (x)	1.8	1.3	1.6	Total Liabilities to Total Equity (x)
Jumlah Liabilitas Terhadap Jumlah Aset (x)	0.6	0.6	0.6	Total Liabilities to Total Asset (x)

- * Manajemen, untuk tujuan analisis, percaya bahwa nilai penjualan kotor yang merupakan kontribusi dari penjualan ritel-gerai dan penjualan konsinyasi sebelum disesuaikan dengan biaya konsinyasi merupakan acuan yang lebih baik untuk penilaian kinerja Perseroan secara keseluruhan.
Management, for analytical purpose, believes that Gross Sales, which is contribute from retail sales-store and consignment sales before adjusted with consignment cost reflect a better guidance to the overall activity of the Company.
- ** Aset Lancar Lainnya sebagian besar terdiri dari Piutang Usaha, Piutang lain-lain, Uang Muka Sewa.
Other Current Assets mainly consists of Trade Receivables, Other Receivables, and Rental Advances.
- *** Aset Tidak Lancar Lainnya sebagian besar terdiri dari Uang Muka Pembelian Aset Tetap, Aset Pajak Tanggahan, dan Investasi pada PT Global Ecommerce Indonesia ("GEI").
Other Non-Current Assets mainly consists of Advances for Purchase of Fixed Assets, Deferred Tax Assets, and Investment in PT Global Ecommerce Indonesia ("GEI").