

# Ikhtisar Keuangan

## FINANCIAL HIGHLIGHTS

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(Dalam miliar Rupiah, kecuali dinyatakan lain)	2019	2018	2017	(In billion Rupiah, unless otherwise stated)
<b>Laporan Laba Rugi Komprehensif</b>		<b>Statements of Comprehensive Income</b>		
<b>Penjualan Barang Dagangan</b>	<b>18,035.0</b>	<b>17,865.4</b>	<b>17,496.3</b>	<b>Merchandise Sales</b>
Penjualan Eceran-Gerai	6,564.1	6,681.5	6,515.2	Retail Sales-Store
Penjualan Konsinyasi	11,470.9	11,183.9	10,981.1	Consignment Sales
Pendapatan Matahari Rewards	48.2	40.5	50.6	Matahari Rewards Subscription Revenue
Biaya Poin	(53.3)	(60.8)	(38)	Point Expense
<b>Penjualan Kotor *</b>	<b>18,029.9</b>	<b>17,845.1</b>	<b>17,508.9</b>	<b>Gross Sales*</b>
Beban Penjualan Konsinyasi	(7,878.9)	(7,696.6)	(7,554.6)	Consignment Cost
Pendapatan Jasa	125.4	96.6	69.6	Service Fee
Beban Pokok Pendapatan	(4,120.1)	(3,867.1)	(3,762.0)	Cost of Revenue
<b>Lab Kotor</b>	<b>6,156.3</b>	<b>6,378.0</b>	<b>6,261.9</b>	<b>Gross Profit</b>
Beban Usaha	(4,390.7)	(4,048.3)	(3,852.8)	Operating Expense
Kerugian atas Penurunan Nilai Investasi pada Instrumen Ekuitas	-	(769.8)	-	Impairment Loss on Investment in Equity Instrument
Keuntungan/(Kerugian) Lainnya-Bersih	27.0	6.8	(32.5)	Other Gain/(Losses)-Net
<b>Lab Operasi</b>	<b>1,792.6</b>	<b>1,566.8</b>	<b>2,376.6</b>	<b>Operating Profit</b>
(Beban)/Penghasilan Keuangan-Bersih	(24.6)	8.5	19.6	Finance (Cost)/Income-Net
Bagian atas Hasil Bersih Ventura Bersama	(5.0)	-	-	Share of Results of Joint Venture
<b>Lab Sebelum Pajak Penghasilan</b>	<b>1,763.0</b>	<b>1,575.3</b>	<b>2,396.2</b>	<b>Profit Before Income Tax</b>
Beban Pajak Penghasilan	(396.1)	(478.0)	(489.2)	Income Tax Expense
<b>Lab Tahun Berjalan</b>	<b>1,366.9</b>	<b>1,097.2</b>	<b>1,907.0</b>	<b>Profit for the Year</b>
Lab/(Rugi) Komprehensif Lain, Setelah Pajak	33.3	49.0	(20.3)	Other Comprehensive Gain/(Loss), Net of Tax
<b>Jumlah Pendapatan Komprehensif</b>	<b>1,400.2</b>	<b>1,146.2</b>	<b>1,886.7</b>	<b>Total Comprehensive Income</b>
Lab yang Diatribusikan kepada:				Profit Attributable to:
- Pemilik Entitas Induk	1,366.9	1,097.3	1,907.0	Owners of the Parent -
- Kepentingan Non-Pengendali	-	-	-	Non-Controlling Interests -
Pendapatan Komprehensif yang Diatribusikan kepada:				Comprehensive Income Attributable to:
- Pemilik Entitas Induk	1,400.2	1,146.3	1,886.7	Owners of the Parent -
- Kepentingan Non-Pengendali	-	-	-	Non-Controlling Interests -
<b>Lab Bersih per Saham (Rp)</b>	<b>491.7</b>	<b>377.3</b>	<b>653.8</b>	<b>Net Earning per Share (Rp)</b>

### Penjualan Kotor Gross Sales

(Dalam miliar Rupiah/In billion Rupiah)

### EBITDA Adjusted EBITDA

(Dalam miliar Rupiah/In billion Rupiah)

### Adjusted OPEX % of Gross Sales

(% )

