

# Ikhtisar Keuangan

## Financial Highlights

(Dalam miliar Rupiah, kecuali dinyatakan lain)

(In billion Rupiah, unless otherwise stated)

<b>LAPORAN LABA RUGI DAN PENDAPATAN KOMPREHENSIF LAIN KONSOLIDASIAN</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>CONSOLIDATED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME</b>
Penjualan Barang Dagangan	10,283.8	8,598.7	18,035.0	Merchandise Sales
Penjualan Eceran-Gerai	3,445.1	3,109.8	6,564.1	Retail Sales-Store
Penjualan Konsinyasi	6,838.7	5,488.9	11,470.9	Consignment Sales
Pendapatan Matahari Rewards	14.8	16.6	48.2	Matahari Rewards Subscription Revenue
Biaya Poin	(52.5)	(32.2)	(53.3)	Point Expense
Penjualan Kotor*	10,246.1	8,583.1	18,029.9	Gross Sales*
Beban Penjualan Konsinyasi	(4,671.5)	(3,794.3)	(7,878.9)	Consignment Cost
Pendapatan Jasa	11.3	50.3	125.4	Service Fee
Beban Pokok Pendapatan	(2,006.4)	(2,008.7)	(4,120.1)	Cost of Revenue
Laba Kotor	3,579.5	2,830.4	6,156.3	Gross Profit
Beban Usaha	(2,542.4)	(3,457.1)	(4,390.7)	Operating Expense
Keuntungan/(Kerugian) Lainnya-Bersih	85.3	(243.3)	27.0	Other Gain/(Losses)-Net
Laba/(Rugi) Operasi	1,122.4	(870.0)	1,792.6	Operating Profit/(Loss)
(Beban)/Penghasilan Keuangan-Bersih	(19.5)	(46.0)	(24.6)	Finance (Cost)/Income-Net
Bagian atas Hasil Bersih Ventura Bersama	-	(18.4)	(5.0)	Share of Results of Joint Venture
Laba/(Rugi) Sebelum Pajak Penghasilan	1,102.9	(934.4)	1,763.0	Profit/(Loss) Before Income Tax
(Beban)/Manfaat Pajak Penghasilan	(190.0)	61.2	(396.1)	Income Tax (Expense)/Benefit
Laba/(Rugi) Tahun Berjalan	912.9	(873.2)	1,366.9	Profit/(Loss) for the Year
Penghasilan Komprehensif Lain, Setelah Pajak	(33.0)	44.5	33.3	Other Comprehensive Income, Net of Tax
Jumlah Penghasilan Komprehensif	879.9	(828.7)	1,400.2	Total Comprehensive Income
Laba/(Rugi) yang Diatribusikan kepada:				Profit/(Loss) Attributable to:
- Pemilik Entitas Induk	912.9	(873.2)	1,366.9	Owners of the Parent -
- Kepentingan Non-Pengendali	-	-	-	Non-Controlling Interests -
Pendapatan/(Rugi) Komprehensif yang Diatribusikan kepada:				Comprehensive Income/(Loss) Attributable to:
- Pemilik Entitas Induk	879.9	(828.7)	1,400.2	Owners of the Parent -
- Kepentingan Non-Pengendali	-	-	-	Non-Controlling Interests -
Laba/(Rugi) Bersih per Saham (Rp)	351	(332)	492	Net Earnings/(Loss) per Share (Rp)

\*Manajemen, untuk tujuan analisis, percaya bahwa nilai Penjualan Kotor yang merupakan kontribusi dari Penjualan Eceran-Gerai dan Penjualan Konsinyasi sebelum disesuaikan dengan beban penjualan konsinyasi merupakan acuan yang lebih baik untuk penilaian kinerja Perseroan secara keseluruhan.

Management, for analytical purpose, believes that Gross Sales, which is contributed by Retail Sales-Store and Consignment Sales before adjusted by Consignment Cost, reflect a better guidance to the overall activity of the Company.