

## TEMPO SCAN'S YTD SEPT'24 RESULT HIGHLIGHTS



30 October 2024

- For Ytd Sept'24 Tempo Scan net sales results:
  - ✓ **Pharmaceutical division net sales grew high double digits by 19.2% YoY and amounted to Rp.3,543.4 billion.** Major benefactor was its Consumer Health group net sales +19.6% YoY which was propelled by its **Nutritional products net sales +40.8% YoY.**
  - ✓ **Consumer Products & Cosmetics division net sales grew by 10.5% YoY and amounted to Rp.3,336.0 billion.** Main contributors were its Consumer Products and Cosmetics group net sales +11.6% YoY and +6.1% YoY respectively.
  - ✓ Distribution division net sales -13.3% YoY and amounted to Rp.3,271.0 billion.
  - ✓ Consolidated net sales + almost 4% YoY and amounted Rp.10,150.4 billion.
- **Gross Profit for Ytd Sept'24 grew significantly +13.9% YoY and amounted to Rp.3,854.6 billion.** Commensurately, its gross profit margin improved sharply to **38.0% versus same period last year which gross profit margin was 34.6%.**
- **Selling and General Administrative expenses ratios in Ytd Sept'24 were respectively 18.7% and 4.8% versus same period last year which were 20.8% and 4.7% respectively.**
- **Operating Profit for Ytd Sept'24 exponentially increased by +78.6% YoY and amounted to Rp.1,453.5 billion.** Correspondingly its operating profit margin increased to become **14.3%, a sharp increase versus same period last year operating profit margin which was only 8.3%.**
- **Net Profit After Tax (NPAT) for Ytd Sept'24 rose by +13.7% YoY and amounted to Rp.1,082.7 billion, consequently its NPAT margin was higher at 10.7% versus its NPAT margin in the same period last year which was 9.7%.**
- **EBITDA for Ytd Sept'24 substantially increased by +61.5% and amounted to Rp.1,709.0 billion, commensurately its EBITDA margin was 16.8% or sharply higher versus to its EBITDA margin in same period last year which was only 10.8%.**
- **Cash and cash equivalent position for Ytd Sept'24 rose by 8.4% YoY and amounted to Rp.3,928.6 billion.**
- **Total Assets and Shareholders' equity as of 30 Sept'2024 were amounted to Rp.12,167.7 billion and Rp.8,944.3 billion respectively.**

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## TEMPO SCAN KEY FIGURES YTD SEPT'24

*Expressed in billions of Rp, unless otherwise stated*

	Ytd Sept'24		Ytd Sept'23		Change	
	Rp	% NS	Rp	% NS	Rp	%
<b>PROFIT &amp; LOSS</b>						
NET SALES	10.150,4	100,0%	9.766,5	100,0%	383,9	3,9%
COST OF GOOD SOLD	6.295,8	62,0%	6.382,8	65,4%	(87,0)	-1,4%
GROSS PROFIT	3.854,6	<b>38,0%</b>	3.383,6	34,6%	470,9	<b>13,9%</b>
<b>OPERATING EXPENSES</b>						
Selling expenses	(1.897,7)	-18,7%	(2.033,5)	-20,8%	135,8	-6,7%
General and administrative expenses	(491,5)	-4,8%	(461,7)	-4,7%	(29,8)	6,5%
Other operating expenses, Net	(11,9)	-0,1%	(74,9)	-0,8%	63,0	84,1%
OPERATING PROFIT	1.453,5	<b>14,3%</b>	813,6	8,3%	639,9	<b>78,6%</b>
OTHER NON OPERATING INCOME	94,9	0,9%	476,2	4,9%	(381,3)	80,1%
PROFIT BEFORE INCOME TAX EXPENSE	1.548,4	15,3%	1.289,8	13,2%	258,5	20,0%
INCOME TAX EXPENSE	340,6	3,4%	289,4	3,0%	51,2	17,7%
PROFIT BEFORE NON-CONTROLLING INTEREST (NCI)	1.207,7	11,9%	1.000,4	10,2%	207,3	20,7%
NCI	125,0	1,2%	48,2	0,5%	76,8	159,4%
NET PROFIT AFTER TAX	1.082,7	<b>10,7%</b>	952,2	9,7%	130,5	<b>13,7%</b>
EBITDA	1.709,0	<b>16,8%</b>	1.058,5	10,8%	650,6	<b>61,5%</b>
	Ytd Sept'24		Ytd Sept'23		Change	
	Rp	% Contr.	Rp	% Contr.	Rp	%
<b>BUSINESS SEGMENT - NET SALES</b>						
Pharmaceutical	3.543,4	34,9%	2.971,9	30,4%	571,4	<b>19,2%</b>
Consumer Products & Cosmetics	3.336,0	32,9%	3.019,7	30,9%	316,3	<b>10,5%</b>
Distribution	3.271,0	32,2%	3.774,9	38,7%	(503,9)	-13,3%
Total Net Sales	10.150,4	100,0%	9.766,5	100,0%	383,9	3,9%
	30 Sept'24		30 Sept'23		Change	
	Rp		Rp		Rp	%
<b>BALANCE SHEET POSITION</b>						
Cash & Cash Equivalent	3.928,6		3.623,0		305,6	<b>8,4%</b>
Total Asset	12.167,7		11.310,5		857,2	<b>7,6%</b>
Total Shareholder Equity	8.944,3		8.068,5		875,8	<b>10,9%</b>

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