



## THE TEMPO GROUP

### PT. Tempo Scan Pacific Tbk

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### Tempo Scan's FY 2025 Result Net Sales Rose 2.6% Despite Market Uncertainty

The global economy condition remains uncertain, accompanied by persistently high financial market volatility. The main source of uncertainty was primarily caused by the impact of the United States (US) tariff policies and reciprocal trade measures, ongoing vulnerabilities in global supply chains and continued escalation of geopolitical tensions. Moreover, the escalation of geopolitical tensions in the Middle East, particularly the recent military confrontation involving Israel and the United States against Iran, has increased uncertainty in the global macroeconomic situation due the oil price rapid escalation.

Furthermore, the possibility for U.S. Federal Funds Rate (FFR) cuts has become more limited, accompanied by persistently high US Treasury yields in line with the large US fiscal deficit. Consequently, these conditions have led to an appreciation of the US Dollar index against advanced economy currencies, and have resulted in more limited capital inflows to emerging markets, including Indonesia.

Amidst the above global uncertainty, Indonesia's economy grew by 5.39% (yoy) in 4<sup>th</sup> Quarter 2025, or an improvement if compared to 5.04% (yoy) in 3<sup>rd</sup> Quarter 2025. Henceforth for FY 2025, the Indonesian economy grew by 5.11%. Such growth was attributed amongst others by its domestic demand from household consumption which continued to be a key growth driver. Similarly, the Gross Fixed Capital Formation (PMTB) that contributed 28.77% of the GDP grew by 5.09% in FY 2025 or an increased compared to FY 2024 growth which was 4.61%.

Despite the abovementioned challenging circumstances, **PT Tempo Scan Pacific, Tbk. (Tempo Scan)** FY 2025 net sales result was able to register a positive net sales increase of 2.6% and amounted to Rp.14,005.0 billion, it was the first time that its net sales surpassed Rp.14 trillion thresholds. Such net sales result was mainly attributed by **its Consumer Products & Cosmetics ("CPC") division & Pharmaceutical division net sales performance which grew by 6.7% and 1.4% respectively**. On the other hand, its Distribution division which net sales comprises of Tempo Scan external principals' products had moderately declined by 0.4%.

Meanwhile, despite the challenging market situation Tempo Scan's FY 2025 operating profit decreased by only 6.0% from the previous year and amounted to Rp.1,699.6 billion. Correspondingly, Tempo Scan's net profit after tax decreased by 2.8% and amounted to Rp.1,406.8 billion.

The aforementioned Tempo Scan's FY 2025 consolidated net sales performance major benefactors were as follows:

- 1) **Tempo Scan's Consumer Products & Cosmetics ("CPC") division was able to register a healthy net sales growth which increased by 6.7% and amounted to Rp.4,859.7 billion.** This division's biggest net sales benefactor continued to be its Consumer Products group which net sales had risen by 4.5% and amounted to Rp.3,820.7 billion. In addition, its Cosmetics group's net sales performance had delivered a strong growth, and its net sales rose by 15.5% and amounted to Rp.1,039.0 billion.

Commensurately with the aforesaid net sales performance, the CPC division's Consumer Products group and Cosmetics group net sales contributions toward this division total net sales were 78.6% and 21.4% respectively for FY 2025, such a contribution was slightly changed when compared to these net sales contributions in previous year which were at 80.3% and 19.7% respectively.

For FY 2025, the CPC division's international business net sales was able to maintained its robust growth and registered a significant net sales increase of 25.9%. Such **a strong net sales performance was contributed primarily by its Consumer Products and Cosmetics which aggregate net sales have increased by 26.1% and 25.8% respectively.** Consequently, this CPC division's International Business net sales contribution towards its total net sales had increased to become 5.0% compared to its net sales contribution in FY 2024 which was 4.3%.

- 2) **Tempo Scan's Pharmaceutical division has also been able to manage its net sales growth by 1.4% and amounted to Rp.4,810.9 billion,** such a growth rate was lower when compared to this division net sales growth rate in previous year due to weaker market demand.

This division net sales growth main contributor continued to be **its Consumer Health products group which net sales increased by 1.3% and amounted to Rp.4,728.0 billion.** This Consumer Health group's net sales increase was contributed by **its Consumer Health group's OTC and Vitamins products net sales which has risen by 4.3%.** On the other hand, its Nutritional products' net sales performance was slightly declined by 1.7%, in line with the nutritional market negative growth rate in 2025.

Moving on to the Pharmaceutical division Prescription Medicine products' net sales had registered net sales increased by 7.2% and amounted to Rp.82.9 billion. Therefore, for FY 2025 Tempo Scan's Consumer Health products group and its Prescription Medicines group net sales contributions toward its Pharmaceutical division's total net sales were 98.3% and 1.7% respectively.

In addition, the Pharmaceutical division's international business net sales had grown significantly, and in aggregate such international business had increased by 21.2% and amounted to Rp.320.7 billion. Such net sales result was sharp contrast compared to its net sales in the previous year which grew negatively by 8.3%. Consequently, the aforementioned Pharmaceutical international business' net sales contribution towards Tempo Scan's Pharmaceutical division total net sales was 6.7% or higher when compared to its net sales contribution of 5.6% in previous year.

- 3) Tempo Scan's Distribution division net sales declined by 0.4% and amounted to Rp.4,334.4 billion. Its main contributor of this division net sales growth was its Non-Pharma Principals' products which net sales had decreased by 2.7% and amounted to Rp.3.796,0 billion, while on the other hand this division Pharma Principals' prescription products registered an increase of 20.1% and amounted to Rp.538.4 billion. Correspondingly, the aforesaid Non-Pharma Principals' products and Pharma Principals' products net sales contributions toward the Distribution division total net sales stood at 87.6% and 12.4% respectively, such a contribution was marginally changed when compared to these net sales contributions in previous year which were at 89.7% and 10.3% respectively.

In connection with the above, Tempo Scan's CPC division and its Pharmaceutical division aggregate net sales contribution towards Tempo Scan's consolidated net sales was 69.1% in FY 2025, while in the previous year these 2 divisions' net sales aggregate contribution was lower and stood at 68.1%.

Furthermore, for FY 2025 **Tempo Scan's gross profit result registered an increase of 2.8% and amounted to Rp.5,324.5 billion**, such an increase was higher compared to its net sales growth rate, hence as a result **its gross profit margin had slightly increased to become 38.0% versus its gross profit margin in the previous year which was 37.9%**.

The above consolidated gross profit margin result was attributed to Tempo Scan's CPC division gross profit margin which was eroded from 54.3% in previous year and down to become 53.4% in FY 2025. On the other hand, Tempo Scan's Pharmaceutical division gross profit margin had increased to 49.5% versus previous year which gross profit margin was 49.3%. Furthermore, its Distribution division's gross profit margin had decreased to 8.0% compared to its margin in previous year which was 8.4%.

Moving on to Tempo Scan's total operating expenses for FY 2025, it has increased by 7.6% and amounted to Rp.3,624.9 billion, such an increase was attributed amongst others by its total selling expenses that had increased by 8.8% and amounted to Rp.3,030.0 billion, this increase was required to maintain Tempo Scan's brand equities market share position. Consequently, its total selling expenses as a ratio to Tempo Scan's consolidated net sales was 21.6% or higher compared to previous year whereas such ratio was still at 20.4%.

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Moreover, its total general administrative expenses increased by 0.3% and amounted to Rp.697.9 billion, therefore the aforesaid total general administrative expenses ratio towards Tempo Scan's consolidated net sales was 5.0% or slightly lower when compared to the same ratio in previous year which was 5.1%.

In addition, Tempo Scan's net other operating income amounted to Rp.102.9 billion, which was a decreased by 7.1% compared to previous year which was Rp.110.8 billion. The aforementioned net amount was predominantly derived from its foreign currencies reserved fund exchange rate gain.

Commensurately with the above result, Tempo Scan's operating profit for FY 2025 decrease by 6.0% and amounted to Rp.1,699.6 billion, correspondingly its operating profit margin has also decreased to become 12.1% which was a relatively moderate decreased when compared to previous year whereas its operating profit margin was stood at 13.2%.

Furthermore, for FY 2025 its net non-operating income had decreased and amounted to Rp.122.3 billion or slightly lower compared to previous year which amount was Rp.126.7 billion.

As the result, Tempo Scan's FY 2025 net profit after tax had decreased moderately by 2.8% and amounted to Rp.1,406.8 billion, consequently its net profit after tax margin stood at 10.0% or slightly lower versus its net profit after tax margin in the previous year which was stood at 10.6%.

Commensurately with the above, Tempo Scan's EBITDA had decrease by 9.8% and amounted to Rp.2.031,5 billion, consequently its EBITDA margin for FY 2025 had also declined to 14.5% or lower compared to its EBITDA margin in previous year which was stood at 16.5%.

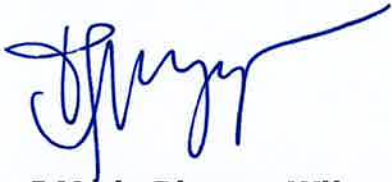
As pertained to Tempo Scan's balance sheet position as of 31 December 2025, it remained solid whereas its cash and cash equivalent position total amount stood at Rp.4,638.0 billion or an increase of 4.1% compared to previous year. In addition, its net operating cycle was at 75 days which was still inline given extremely challenging market condition. Furthermore, **Tempo's Scan total assets and shareholders' equity were amounted to Rp.13,085.2 billion and Rp.9,660.1 billion respectively.**

Tempo Scan's Board of Directors would like to express our highest appreciation to all Tempo Scan's Board Commissioners, its management team and all of its employees for their continuous support, advise, dedication, commitment and hard works. As well as to our valued shareholders, business partners, vendors, customers and professional parties that has made Tempo Scan can achieved the abovementioned financial results.

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**Jakarta, 30 March 2026**

On behalf of PT. Tempo Scan Pacific, Tbk.

A handwritten signature in blue ink, appearing to read 'I Made Dharma Wijaya', with a long horizontal flourish extending to the right.

**I Made Dharma Wijaya**  
**President Director**

Copies:

- Mr. Handojo S. Muljadi, Tempo Scan's Executive Chairman
- Tempo Scan's Board of Directors