

Gudang Garam Tbk PT¹

Parent Entity Jurisdiction	HQ	Ownership	Rank	Final Score
Indonesia	Indonesia	Privately Held	14 (of 15)	0.26 (of 5)

Operating Environment

- Gudang Garam Tbk PT (Gudang Garam) operates in one Index Region (Asia Pacific), and in five of the 36 Index Countries (Bangladesh, India, Indonesia, the Philippines, Singapore²). 98% of Gudang Garam’s total Volume Sales are in Indonesia.
- Gudang Garam operates across HMICs (one Index Country) and LMICs (four Index Countries).
- Gudang Garam’s product portfolio³ consists exclusively of cigarettes.

Publicly Stated Position on Tobacco Harm Reduction

- No publicly stated position found on tobacco harm reduction as defined by this Index.

Change Since 2020 Index

- Gudang Garam’s cigarette Volume Sales declined in 2019-2021 (CAGR: -1.7%).

¹ Gudang Garam Tbk PT is 75.5% owned by the Wonowidjojo Family.

² Listed alphabetically

³ Listed high to low in order of company’s global volume sales in 2021.

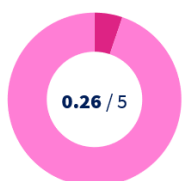
Key Performance Indicators

Strategy & Management (Category Score: 0.00/5 - Category⁴ Rank 12/15)



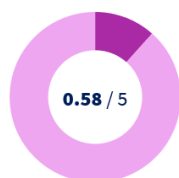
- Gudang Garam does not publicly acknowledge its role in, nor make a formal commitment to reducing, tobacco-related death and disease.
- Gudang Garam does not set any objectives related to tobacco harm reduction.

Product Sales (Category Score: 0.26/5 - Category Rank 14/15)



- Gudang Garam has the seventh-highest Volume Sales of HRPs (2021: 91.1 billion stick equivalents).⁵
- With 100% of its total volumes coming from HRPs, Gudang Garam has the lowest score for Ratio of Volume Sales (RRPs versus HRPs).

Capital Allocation & Expenditure (Category Score: 0.58/5 - Category Rank 14/15)



- Gudang Garam does not allocate any of its R&D Expenditure toward RRP, putting the company in last place for this indicator.
- Gudang Garam does not allocate any of its Capital Expenditure toward RRP, putting the company in last place for this indicator.

Product Offer (Category Score: 0.00/5 - Category Rank 11/15)



- Gudang Garam offers HRPs (cigarettes) in five Index Countries, and currently does not sell any RRP.
- In terms of product categories, Gudang Garam has one HRP and no RRP in its portfolio.

⁴ Each category is made up of multiple indicators. Certain indicator-level ranks are also listed in the text below.

⁵ Negative indicator, i.e. a higher number indicates lower performance.

Marketing Policy & Compliance (Category Score: 0.00/5 - Category Rank 10/15)



- Gudang Garam does not publicly disclose a Youth Access Prevention Policy.⁶

Lobbying & Advocacy (Category Score: 0.00/5 - Category Rank 9/15)



- Gudang Garam does not disclose its policy positions related to tobacco harm reduction.
- Gudang Garam does not disclose specific lobbying activities and memberships.

⁶ See "Definitions" section of this report

Key Figures: **Gudang Garam Tbk PT**

<div style="display: flex; align-items: center; margin-bottom: 10px;"> <div> <p>Headquarters: Indonesia</p> </div> </div> <div style="display: flex; align-items: center; margin-bottom: 10px;"> <div> <p>Ownership: Privately Held</p> </div> </div>	<div style="display: flex; align-items: center; margin-bottom: 10px;"> <div> <p>Rank: 14/15 = <i>2020 Index restated rank: 14/15</i></p> </div> </div> <div style="display: flex; align-items: center;"> <div> <p>Final Score: 0.26/5 ▼ <i>2020 Index restated score: 0.29/5</i></p> </div> </div>
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*Capital Allocation and Expenditure includes Marketing, M&A, R&D and Capital Expenditure

Source: Tobacco Transformation Index 2022 and Index 2020, <https://tobaccotransformationindex.org/> Euromonitor International