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Determinants of Net Profit : Production Costs, Operating Costs, Sales, Working Capital, and *Total Asset Turnover*

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ABSTRACT

Non-essential consumer goods companies are those whose products are highly sensitive to changes in the economic cycle. Fluctuations in purchasing power after the pandemic require companies to optimize cost and asset efficiency in order to maintain profit performance. This study aims to analyze the effect of production costs, operating costs, sales, working capital, and total asset turnover on net profit in non-primary consumer goods manufacturing companies listed on the Indonesia Stock Exchange during the 2021–2024 period. The research method used is quantitative. The study sample comprises 10 companies in the non-primary consumer goods sector selected using purposive sampling. The research utilizes secondary data derived from corporate financial statements. Data analysis is conducted through descriptive statistics, classical assumption testing, multiple linear regression analysis, and hypothesis testing using SPSS version 25. The partial test results (t-test) indicate that production costs, operating costs, sales, working capital, and total asset turnover each have a significant impact on net profit. Additionally, the simultaneous test results (F-test) demonstrate that these variables collectively exert a significant influence on net profit.

Keywords: Production Costs; Operating Costs; Sales; Working Capital; Total Asset Turnover.

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INTRODUCTION

The manufacturing sector represents a key driver of national economic growth. Its contribution to Gross Domestic Product (GDP) has exhibited notable fluctuations over the 2017–2024 period. After experiencing a sharp contraction of -2.93% in 2020 due to the COVID-19 pandemic, the manufacturing sector began to show signs of recovery in 2021-2022. However, a slowdown occurred again in 2023-2024, indicating that the economic recovery process still faces various pressures, such as increased production costs, inflation, and fluctuations in people's purchasing power (BPS.go.id, 2025).

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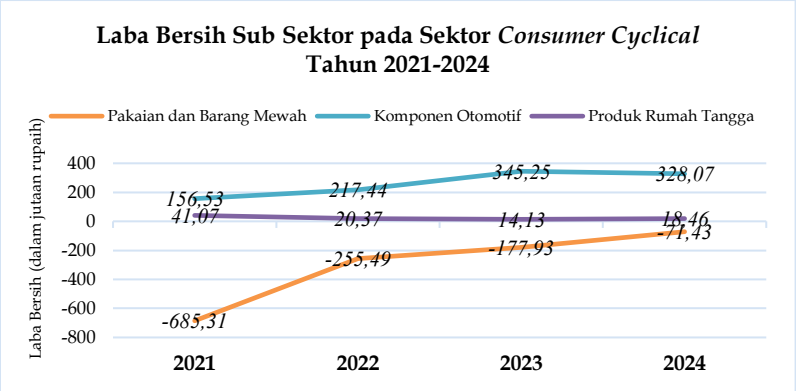

Source: Processed by Researchers, 2026

In the Indonesian Stock Exchange's industry classification, the manufacturing sector includes the non-essential consumer goods (*consumer cyclical*) sub-sector, whose products are highly sensitive to changes in the economic cycle and consumption levels. Average net profit data for this sub-sector for the 2021-2024 period shows varying trends between sub-sectors. The automotive components subsector experienced an increase in profits until 2023 before declining slightly in 2024. Conversely, the apparel and luxury goods sub-sector still recorded losses despite showing gradual improvement, while the household products sub-sector experienced relatively moderate fluctuations. These differing trends indicate that the economic recovery has not had an equal impact and that internal company factors also determine net profit performance.

Conceptually, net profit depends on how effectively a company manages its revenues and costs. Pro duction costs—comprising raw materials, direct labor, and manufacturing overhead—are fundamental in determining the cost of goods sold. In addition, operating expenses, including marketing, administrative, and general costs, contribute to overall business efficiency. Meanwhile, higher sales levels indicate the effectiveness of the company's marketing strategies and its competitive position in the market. In addition, the effectiveness of working capital management and the efficiency of asset utilization, as reflected in *total asset turnover,* are important factors in supporting the achievement of optimal net profit.

This study highlights empirical inconsistencies in prior research regarding the determinants of net profit. Previous findings show conflicting results across variables such as costs, sales, working capital, and total asset turnover, and no study has integrated these variables into a single comprehensive model. The novelty of this research lies in its integrated approach,

which simultaneously examines cost structure, sales, liquidity, and asset efficiency within the consumer cyclical subsector. It focuses on the post-pandemic period (2021–2024) and adopts a firm-level perspective, providing more contextual and specific insights compared to aggregate studies.

Previous studies have shown mixed findings. Research by (Diana, 2020) shows that production and operating expenses significantly influence net profit, whereas sales do not have a meaningful impact on net profit. The empirical findings of the study (Filrisqi et al.,2023) show that working capital does not affect net profit, while sales affect net profit inversely to that of (Aprianti & Oktaviani, 2025) working capital affects net profit, while production costs and sales do not affect net profit. Another study by (Alma et al., 2025) found that *total asset turnover* affects net profit, but this differs from the study (Panggabean et al., 2024) which shows that *total asset turnover* does not affect net profit. The study is also important due to ongoing economic uncertainty, rising cost pressures, and the need for efficient resource management. Its results are expected to support managerial decision making, assist investors in evaluating performance, and contribute to empirical literature on Indonesia's manufacturing sector. In essence, variables that show a significant effect are key determinants of net profit, while those with no effect indicate that profitability is influenced by other moderating factors such as efficiency, pricing strategies, and cost management.

LITERATURE REVIEW

Agency Theory

From an agency theory standpoint, the relationship between company owners and managers is often not seamless due to inherent differences in their interests. Owners, as principals, expect managers to run the company efficiently and generate maximum profits so that the value of their investment continues to increase. However, managers, as agents, have their own interests that are sometimes not in line with those of the owners, such as pursuing job security, increasing budgets, or meeting certain targets in order to obtain bonuses and incentives. This difference in orientation can lead to conflict, especially when managers' decisions do not fully reflect the company's main objectives. Therefore, mechanisms for supervision and alignment of interests are necessary to ensure that managers act in accordance with the owners' expectations (Hartati, 2024) .

The Influence of Production Costs on Net Profit

Production costs refer to the total expenses incurred in managing raw materials so that they can be turned into marketable products. These expenses consist of direct labor, manufacturing overhead, and raw materials (Putri et al., 2022) . According to agency theory, controlling production costs is an important aspect of aligning with the company's main objective of increasing profits. If managers do not manage production costs effectively, it can decrease the company's revenue. The utilization of high-quality raw materials will produce better products, so that production costs become a determining factor in setting the selling price of a product or service, which ultimately affects the level of profit achieved (Casmadi & Azis, 2019) . Research conducted by (Marismiati & Ziddan, 2022) and (Fatmawati & Avriyanti, 2024) indicates that production costs have a significant impact on net profit. Based on these findings, the proposed hypothesis is :

H_1 : Production costs exert a significant partial influence on net profit.

The Influence of Operating Costs on Net Profit

Operating costs refer to expenses incurred to support a company's activities outside the production process, including marketing expenses, administrative and general costs, as well as management salaries (Sinaga et al., 2019) . In agency theory, these operating costs can be exploited by management to increase operating costs for personal gain, such as increasing the cost of facilities they enjoy. This will result in expenditures that are not balanced with the net profit earned. Therefore, these costs need to be controlled effectively and efficiently to prevent wasteful spending (Salsabila & Sinaga, 2024) . A study perfomed by (Noviyanti et al., 2025) and (Chandra et al., 2025) reveals that operating costs have a significant negative impact on net profit. Based on these findings, the proposed hypothesis is :

H_2 : Operating costs have a significant partial impact on net profit.

The Influence of Sales on Net Profit

Sales represent the total value billed to customers for goods sold by a company, including both cash and credit transactions. Sales can be considered a primary source of revenue, as higher sales volumes generally lead to increased profits, thereby supporting business continuity and fostering sustained company growth (Santoso & Rachmawaty, 2024) . Referring to agency theory, every sale must have planning and strategy from the manager to achieve the set targets. Sales can

be used as a tool to support the payment of all expenses incurred in each operational activity. Profit will arise if product sales are greater than the costs incurred (Santoso & Rachmawaty, 2024) . Research (Santoso & Rachmawaty, 2024) and (Suharti & Fitriyanti, 2021) shows that, partially, sales have a significant positive impact on net profit. Based on these findings, the proposed hypothesis is :

H_3 : Sales have a significant partial influence on net profit.

The Influence of Working Capital on Net Profit

Working capital is all current assets that will be used as cash and owned by the company, or a sum of funds provided to support the funding of the company's day-to-day operational activities (Oktapianus & Mu'arif, 2022) . In agency theory, the company's operational activities can run optimally if the available working capital is sufficient to meet short-term obligations. Conversely, if working capital is insufficient, potential disruptions such as debt arrears may arise, which will hamper operational smoothness and reduce net profit. Thus, the more effective management is in managing working capital, the greater the possibility of increasing net profit in line with the company owners' objectives (Oktapianus & Mu'arif, 2022) . Research by (Oktapianus & Mu'arif, 2022) and (Setiarini, 2024) shows that working capital affects net profit. Referring to this research, the proposed hypothesis is:

H_4 : Working capital has a significant partial effect on net profit

The Influence of Total Asset Turnover on Net Profit

Total Asset Turnover (TATO) reflects a company's ability to utilize its assets to generate revenue from sales and indicates how efficiently and effectively its resources are employed (Krismonika & Rosita, 2022) . Referring to agency theory, a high TATO ratio indicates a company's ability to optimize all of its assets to drive sales. Thus, assets can be more quickly transformed into profits, reflecting the effective use of assets in generating revenue in line with the owners' interests, namely maximizing profits (Candradevi & Alliyah, 2024) . Research by (Murniwati & Firmanto, 2021) and (Novika, 2019) confirms that total asset turnover has a significant impact on net profit. Based on these results, the proposed hypothesis is :

H_5 : Total asset turnover has a significant partial influence on net profit.

METHOD

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This study employs a quantitative descriptive method, which involves the collection and analysis of numerical data, followed by its presentation using statistical techniques (Sugiyono, 2020). This study uses secondary data from the financial statements of non-primary consumer goods companies listed on the Indonesia Stock Exchange (IDX) from 2021 to 2024. Using purposive sampling, 10 companies were selected, resulting in 40 financial statements analyzed over the period. The sample criteria include :

Table 1. Sample Calculation

No	Description	Total Number of Samples
1	Consumer goods manufacturing companies listed on the Indonesia Stock Exchange (IDX) that remained listed and were not delisted during the 2021–2024 period.	38
2	Manufacturing companies in the non-essential consumer goods sector that did not publish complete and audited annual financial statements during the 2021–2024 period.	(2)
3	Manufacturing companies in the non-essential consumer goods sector that do not present their financial statements in Indonesian rupiah.	(10)
4	Manufacturing companies in the non-essential consumer goods sector that did not record profits during the 2021–2024 period.	(16)
Number of research samples		**10**
Research period (2021-2024)		**4**
Number of observers		**40**

Source: Processed by the researcher, 2026

Operational Definition of Variables , and Their Measurement

Table 2. Operational Definitions of Variables and Their Measurements

Variable	Definition	Indicators	Scale
Net Profit (Y)	Net profit is the remaining profit earned by an entity after all expenses and operating costs are deducted from total revenue during an accounting period (Ardhianto, 2019) .	Net Profit = Net Profit Before Tax – Income Tax and Other Expenses	Nominal
Production Costs (X1)	Production costs refer to the expenses incurred by a company to transform raw materials into products intended for sale (Aba, 2023) .	Production Costs = Direct Raw Material Costs + Direct Labor Costs + Factory *Overhead* Costs	Nominal
Operating Costs (X2)	Operating costs are all economic resources sacrificed by to finance its operational	Operating Costs = Marketing/Sales Costs +	Nominal

Variable	Definition	Indicators	Scale
	activities in order to achieve the company's strategic objectives (Rusdiana, 2021) .	Administrative and General Costs	
Sales (X3)	Sales are a business activity aimed at transferring ownership of a product, whether goods or services, from the producer to consumers as the target market (Arianty, 2024)	Sales = Quantity or Total Sales or Total Revenue	Nominal
Working Capital (X4)	Working capital is the capital employed to fund a company's daily operational activities, particularly those of a short-term nature (Kasmir, 2019) .	Working Capital = Current Assets - Current Liabilities	Nominal
Total Asset Turnover (X5)	Total Asset Turnover (TATO) is a ratio used to assess the amount of sales generated per rupiah of total assets. (Kasmir, 2019) .	TATO = Total Sales / Total Assets	Ratio

Source: Various Sources, 2026

RESULTS AND DISCUSSION

Descriptive Statistical Test

Descriptive statistical tests summarize the characteristics of the data by presenting values such as the minimum, maximum, mean, and standard deviation. The results of the descriptive statistics are as follows :

Table 3. Descriptive Statistics Results

Descriptive Statistics					
	N	Minimum	Maximum	Mean	Std. Deviation
Production Cost	40	8740	4,568,538	1,849,618.28	1,521,578.655
Operating Costs	40	21032	973,676	279,082.43	227,600.963
Sales	40	120,475	5,541,171	2,252,425.98	1,728,199.179
Working Capital	40	95,750	2,830,516	815,398.45	859,010.99
TATO	40	0.29	1.64	0.9388	0.31433
Net Profit	40	4173	1117900	220,038.35	298,136.210
Valid N (listwise)	40				

Source: Processed by Researchers, 2026

Classical Assumption Test

Normality Test

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The normality test checks whether the dependent and independent variables in the regression follow a normal distribution. This study used the One-Sample Kolmogorov-Smirnov Test, where a significance (sig) value above 0.05 indicates normal distribution. The test results are shown below :

Table 4. Results of the Normality Test

One-Sample Kolmogorov-Smirnov Test		
		Unstandardized Residual
N		40
Normal Parameters [a, b]	Mean	0.00000
	Std. Deviation	105312.045837266
Most Extreme Differences	Absolute	0.122
	Positive	0.088
	Negative	-0.122
Test Statistic		0.122
Asymp. Sig. (2-tailed)		.139[c]
a. Test distribution is Normal.		
b. Calculated from data.		
c. Lilliefors Significance Correction.		

Source: Processed by the researcher, 2026

Based on the normality test results, the Asymp. Sig. (2-tailed) value is 0.139, which is greater than 0.05, indicating that the data are normally distributed.

Multicollinearity Test

Multicollinearity testing is conducted to determine whether the regression model exhibits high collinearity among the independent variables. To assess the presence of multicollinearity, Tolerance and Variance Inflation Factor (VIF) values are examined. The results of the multicollinearity test in this study are presented as follows :

Table 5. Multicollinearity Test Results

Coefficients[a]								
		Unstandardized Coefficients		Standardized Coefficients			Collinearity Statistics	
Model		B	Std. Error	Beta	t	Sig.	Tolerance	VIF
1	(Constant)	-182,479.651	74200.263		-2.459	0.019		
	Production Costs	-0.138	0.026	-0.703	-5.344	0.000	0.212	4.711
	Operating Costs	-0.680	0.142	-0.519	-4,790	0.000	0.312	3.204
	Sales	0.206	0.031	1,193	6,549	0.000	0.111	9,043
	Working Capital	0.217	0.043	0.625	5,032	0.000	0.238	4,198
	TATO	220,142.038	85,622.854	0.232	2,571	0.015	0.450	2,221

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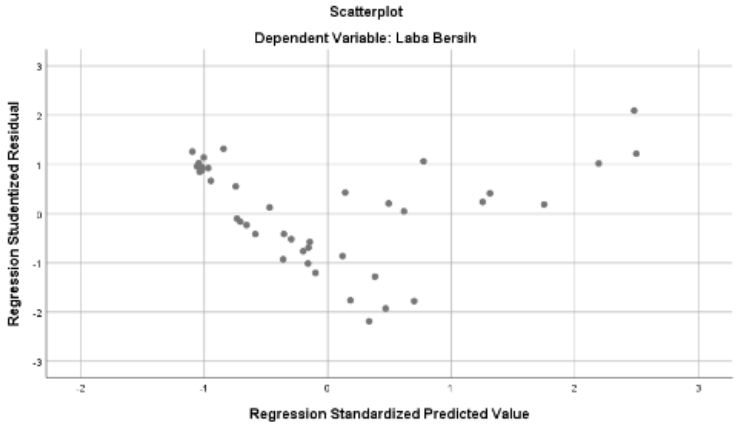
Coefficients[a]							
	Unstandardized Coefficients		Standardized Coefficients			Collinearity Statistics	
Model	B	Std. Error	Beta	t	Sig.	Tolerance	VIF
a. Dependent Variable: Net Profit							

Source: Processed by the researcher, 2026

The test results show that all variables have Tolerance > 0.10 and VIF < 10, indicating no multicollinearity and confirming the validity of the regression model.

Heteroscedasticity Test

This test checks for variance inequality (heteroscedasticity) in the regression model. A scatterplot of predicted values (ZPRED) versus residuals (SRESID) is examined; if points are randomly scattered around zero without a pattern, heteroscedasticity is absent. The test results are shown below :



Source: Processed by the researcher, 2026

Figure 1. Heteroscedasticity Test Results

The scatterplot shows that the residuals are randomly scattered without a clear pattern, appearing both above and below zero on the Y-axis. Thus, the regression model does not exhibit heteroscedasticity. Furthermore, the presence or absence of heteroscedasticity can be identified from the significance probability. If the significance value is greater than 0.05 (5%), it can be concluded that the model does not contain heteroscedasticity. The following presents the heteroscedasticity test using the Glejser test :

Table 6. Results of the Heteroscedasticity Test Using the Glejser Test Coefficients[a]

Coefficients[a]

Model		Unstandardized Coefficients		Standardized Coefficients		
		B	Std. Error	Beta	t	Sig.
1	(Constant)	99786,722	32708,164		3,051	0,004
	Production Costs	0,011	0,011	0,295	0,952	0,348
	Operating Costs	0,073	0,063	0,297	1,162	0,253
	Sales	-0,013	0,014	-0,410	-0,956	0,346
	Working Capital	0,023	0,019	0,361	1,237	0,225
	TATO	-43925,324	37743,347	-0,247	-1,164	0,253

a. Dependent Variable: Abs_RES

Based on the results of the Glejser test, each variable has a significance value greater than 0.05. Therefore, it can be concluded that none of the variables exhibit symptoms of heteroscedasticity.

Autocorrelation Test

The autocorrelation test checks whether the regression model's error in period t is correlated with the error in the previous period (t-1) using the Durbin-Watson (DW) test. A DW value below -2 indicates positive autocorrelation, between -2 and +2 indicates no autocorrelation, and above +2 indicates negative autocorrelation. The test results are presented below :

Table 7. Autocorrelation Test Results

Model Summary[b]					
Model	R	R Square	Adjusted R-Square	Standard Error of the Estimate	Durbin-Watson
1	.936[a]	0.875	0.857	112,790.077	1,192
a. Predictors: (Constant), TATO, Operating Costs, Production Costs, Working Capital, Sales					
b. Dependent Variable: Net Profit					

Source: Processed by the researcher, 2026

The autocorrelation test results show a Durbin-Watson value of 1.192, which falls between -2 and +2, indicating that there is no autocorrelation in this study.

Hypothesis Testing

F Test (Simultaneously)

The F test examines whether the independent variables simultaneously affect the dependent variable at a 0.05 significance level. A significance value < 0.05 indicates a simultaneous effect. The F test results are as follows :

Table 8. F Test Results

ANOVA[a]						
Model		Sum of Squares	df	Mean Square	F	Sig.
1	Regression	3033988341190.310	5	606797668238.063	47,698	,000[b]
	Residual	432,534,452,938.787	34	127,216,015,570.023		
	Total	346,652,279,412.91	39			
a. Dependent Variable: Net Profit						
b. Predictors: (Constant), TATO, Operating Costs, Production Costs, Working Capital, Sales						

Source: Processed by the researcher, 2026

The simultaneous test results show a Sig value of 0.000 (< 0.05), indicating that production costs, operating costs, sales, working capital, and total asset turnover together have a significant effect on net profit. Therefore, H_6 is accepted.

t-Test (Partial)

The t-test is used to assess whether each independent variable individually affects the dependent variable at a 0.05 significance level. If the significance value is < 0.05, the hypothesis is accepted, indicating an effect; if > 0.05, the hypothesis is rejected. The t-test results are shown below :

Table 9. Results of the t-test

Coefficients[a]								
		Unstandardized Coefficients		Standardized Coefficients			Collinearity Statistics	
Model		B	Std. Error	Beta	t	Sig.	Tolerance	VIF
1	(Constant)	-182,479.651	74200.263		-2.459	0.019		
	Production Costs	-0.138	0.026	-0.703	-5.344	0.000	0.212	4.711
	Operating Costs	-0.680	0.142	-0.519	-4,790	0.000	0.312	3,204
	Sales	0.206	0.031	1,193	6,549	0.000	0.111	9,043
	Working Capital	0.217	0.043	0.625	5,032	0.000	0.238	4.198
	TATO	220,142.038	85,622.854	0.232	2,571	0.015	0.450	2,221
a. Dependent Variable: Net Profit								

Source: Processed by the researcher, 2026

The partial test results show that all independent variables significantly affect net profit. Production costs have a significance of 0.000 and Beta of -0.703, indicating a strong negative effect on net profit, so H_1 is accepted. Operating costs have a significance of 0.000 and Beta of -0.519, also negatively impacting net profit, supporting H_2. Sales show a significance of 0.000 and Beta of 1.193, positively affecting net profit, validating H_3. Working capital has a significance of 0.000

and Beta of 0.625, positively influencing net profit, confirming H_4. Total asset turnover has a significance of 0.015 and Beta of 0.232, showing a positive effect, so H_5 is accepted. In short, production costs, operating costs, sales, working capital, and total asset turnover all significantly influence net profit.

Discussion

The Influence of Production Costs on Net Profit

The partial test results show that production costs have a significance value of 0.000 (< 0.05) and a Beta of -0.703, indicating a significant negative effect on net profit. This means that higher production costs reduce net profit. According to basic accounting principles, production costs are expenses that directly lower profits and equity. When costs rise without a corresponding increase in revenue, net profit decreases. From an agency theory perspective, management must control production costs efficiently, as poor cost management can create conflicts with owners, who expect optimal profits. These results are in line with the research (Marismiati & Ziddan, 2022) and (Fatmawati & Avriyanti, 2024) which shows that production costs affect net profit.

The Influence of Operating Costs on Net Profit

The data analysis shows that operational costs have a significance value of 0.000 (< 0.05) and a Beta of -0.519, indicating a significant negative effect on net profit. This means that an increase in operational costs leads to a decrease in net profit. From an agency theory perspective, companies can optimize net profit by minimizing operational costs. High operational costs may indicate weak management control over resources. Efficient allocation of these costs is essential to achieve owners' profit goals and reduce potential conflicts of interest. According to basic accounting principles, operational costs are deducted from revenue and directly reduce net profit; if they rise faster than revenue, both profit and equity will decline. These results are in line with the study (Noviyanti et al., 2025) and the study (Chandra et al., 2025) which found that operating costs affect net profit.

The Influence of Sales on Net Profit

The partial test results show that the sales variable has a significance value of 0.000 (< 0.05) and a Beta of 1.193, indicating a significant positive effect on net profit. This means that higher sales lead to higher net profit. According to basic accounting principles, sales are the main source of revenue, and increased revenue raises profit after expenses, boosting company equity.

From an agency theory perspective, successful sales growth reflects management's ability to implement effective marketing and operational strategies aligned with owners' goals, reducing potential conflicts of interest. Higher sales also allow the company to capitalize on market opportunities to improve financial performance. These results are in line with the research by Santoso & Rachmawaty (2024) and Suharti & Fitriyanti (2021), which states that sales have an effect on net profit.

The Influence of Working Capital on Net Profit

The partial test results show that the working capital variable has a significance value of 0.000 (< 0.05) and a Beta of 0.625, indicating a significant positive effect on net profit. This means that an increase in working capital is associated with higher net profit. In accounting terms, working capital reflects the management of current assets that contribute to revenue and profit generation. Effective working capital management improves operational efficiency and supports financial stability. From an agency theory perspective, management is responsible for optimizing working capital to maintain liquidity and maximize profits. Proper management demonstrates that management fulfills the owners' mandate to use short-term resources efficiently. These results are in line with the study (Oktapianus & Mu'arif, 2022) and the study (Setiarini, 2024) which show that working capital affects net profit.

The Influence of Total Asset Turnover on Net Profit

The partial test results indicate that the total asset turnover variable has a significance value of 0.015 (< 0.05) and a Beta of 0.232, showing a significant positive effect on net profit. This means that an increase in total asset turnover leads to higher net profit. From an agency theory perspective, this positive effect reflects management's ability to utilize company assets efficiently in line with owners' interests. Effective asset management ensures resources are used productively to generate profits, reducing potential conflicts between management and owners. According to basic accounting principles, assets are economic resources that generate sales; their efficient use increases revenue and profit, ultimately boosting company equity. These results are in line with the research (Murniwati & Firmanto, 2021) and (Novika, 2019) which found that *total asset turnover* affects net profit.

The Effect of Production Costs, Operating Costs, Sales, Working Capital, and *Total Asset Turnover* on Net Profit

The simultaneous test results show a significance value of 0.000 (< 0.05), indicating that production costs, operating costs, sales, working capital, and total asset turnover collectively have a significant effect on net profit. This demonstrates that a company's net profit is influenced not by a single factor, but by the interaction of multiple operational and financial elements managed in an integrated manner. When these five variables operate together, changes in one can affect the others, ultimately impacting net profit. From an agency theory perspective, this simultaneous effect highlights management's role as agents responsible for coordinating all company resources in the owners' interests. Management must not only increase sales but also ensure efficient production and operating costs, optimal use of working capital, and productive utilization of assets. This is in line with the research (Putri et al., 2022) , (Panggabean et al., 2024) , and (Filrisqi et al., 2023) which shows that the variables of cost, sales, working capital, and asset efficiency simultaneously have a significant effect on net profit.

CONCLUSION

The study concludes that the five internal factors—production costs, operating costs, sales, working capital, and total asset turnover—significantly affect net profit. Production and operating costs negatively impact net profit, while sales, working capital, and total asset turnover have positive effects. Together, these variables show a significant collective influence, indicating that profitability depends on the integrated management of operational and financial factors. The study has limitations. It only examines internal factors, ignoring external influences like market conditions and industry competition. The sample includes only 10 non-primary consumer goods companies listed on the Indonesia Stock Exchange, limiting generalizability. Future research could consider external factors and a larger, more diverse sample. From a theoretical perspective, the findings confirm that profitability is influenced by cost efficiency and asset utilization. Higher costs tend to lower profits. In contrast, effective management of sales, working capital, and assets improves financial performance. These factors are interconnected and should not be analyzed separately. And then from a practical perspective, companies need to control production and operating costs to avoid reducing profits. They should also increase sales, manage working

capital efficiently, and optimize asset use. This combination of strategies is essential to achieve sustainable profitability.

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