



# MANAGEMENT PRESENTATION

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*PT Sumber Alfaria Trijaya Tbk*

*[As of Dec 31, 2020]*



## Overview FY 2020



## Initiatives 2020



## Industry Update



## Operational Performance



## Financial Highlights

# OVERVIEW FY 2020



## **Trade Channel Growth**

- Total Indonesia grocery recorded a decline from 4.8% to -5.9% (YoY).
- Total Modern Trade also declined from 7.5% to 1.0% (YoY), whilst Traditional Trade showed a deep decline from 1.8% to -12.4% (YoY).
- MT Minimarket recorded a decline from 12.3% to 4.8% Ytd Dec 2020.
- Super/Hyper and Channel showed a continuing negative growth -4.2% to -10.1% YoY.

## **Performance By Department**

- Food and Non Food Categories both recorded decline from 4.3% to -5.9% and 5.9% to -5.9% respectively.

## **Alfa Group Market Share**

- Alfamart & Alfamidi market share to total Indonesia grew from 10.7% to 12.3% and 1.9% to 2.1% respectively, amid declining MT minimarket growth from 12.3% to 4.8% YoY.
- Alfamart & Alfamidi market share to Total Modern Trade grew from 22.1% to 23.5% and 3.8% to 3.9% respectively.
- Alfamart market share to MT Minimarket grew from 29.7% to 30.5% and Alfamidi market share to MT Minimarket remained flat at 5.1%.

## **Net Store Addition : 1,405 stores**

- Alfamart 1,124 stores
- Alfamidi 266 stores
- Dan+Dan 15 stores

## **Financial Performance**

- Revenue grew by 3.95% (YoY) from IDR 72.94 Trillion to IDR 75.83 Trillion.
- Net Profit decreased by 4.59% (YoY) from IDR 1,112 Billion to IDR 1,061 Billion.
- Net Gearing Ratio decreased from 0.06 X to -0.11 X.

## **Financial - Others**

- Overall strong cashflow generation during 2020 amid the pandemic.
- Repayment of Bond matured in 2020 amounting to IDR 1.4 Trillion.
- The implementation of PSAK 73 which adopts the IFRS 16 had an impact on bottom line amounting to IDR 42.9 Billion.
- Lowered tax rate paid from 20% in 2019 to 19% in 2020.

## **Digital Initiative**

- Integrated omni channel experience to customers.
- Further leverage of E-commerce transactions (payments & top up , drop & pick up points).
- Promoting AlfaGift as one stop solution for online customer / members.

## **Promotional Activities**

- Offering attractive promotional programs ( joint programs with suppliers ) during the pandemic.
- Cross promotional programs on basic and health related products with tertiary products

## **New product Offering**

- “ Bean Spot “ corner inside Alfamart stores.
- Adapt to changing consumer behavior.

## **Business Process Improvement**

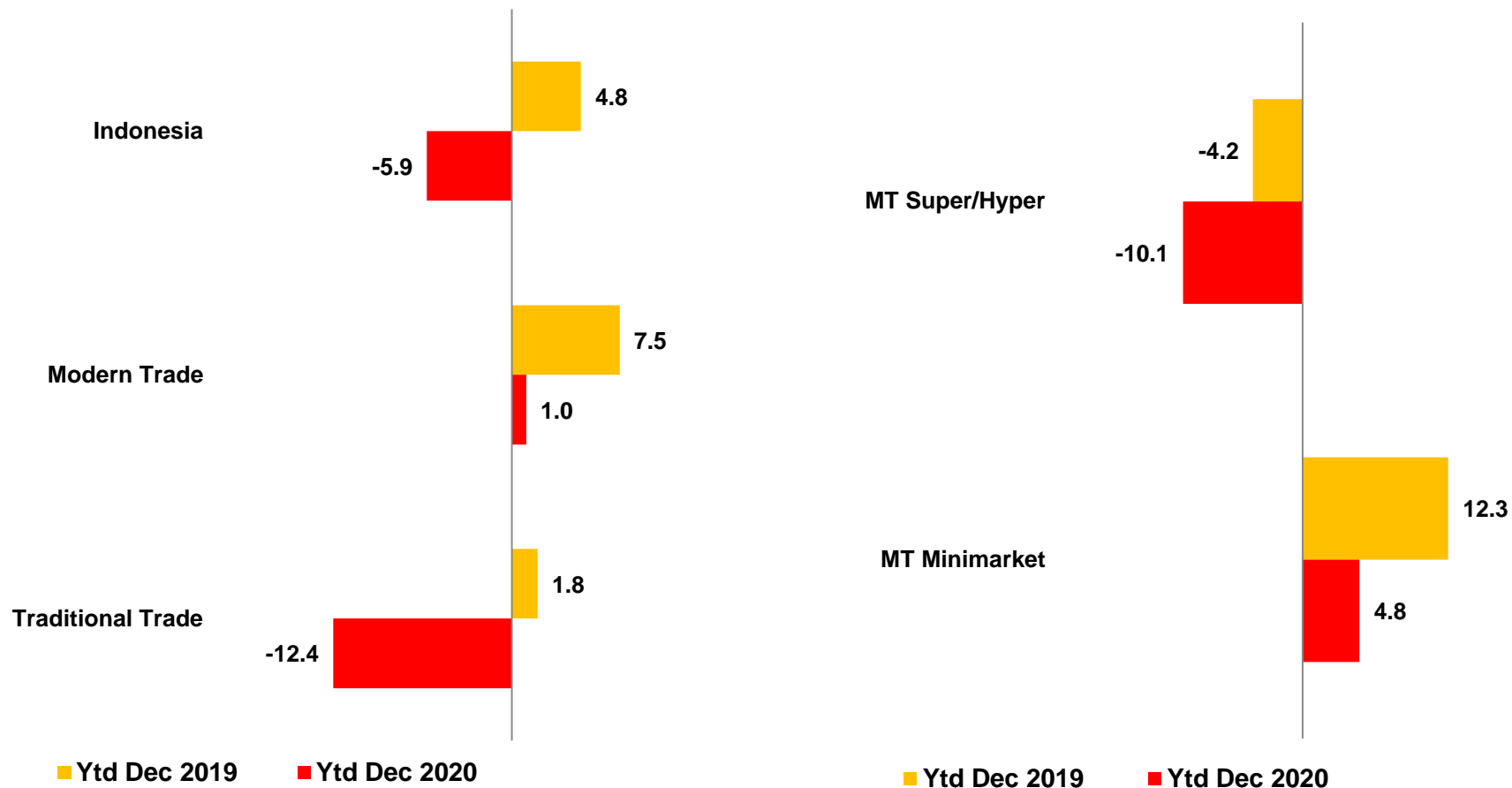
- Further leverage of technology to increase productivity and improve quality of work across all departments..
- Promoting E-learning, E-monitoring, E-meeting.
- Health & Hygiene protocols in Stores, Warehouse and Head Office.



# INDUSTRY UPDATE



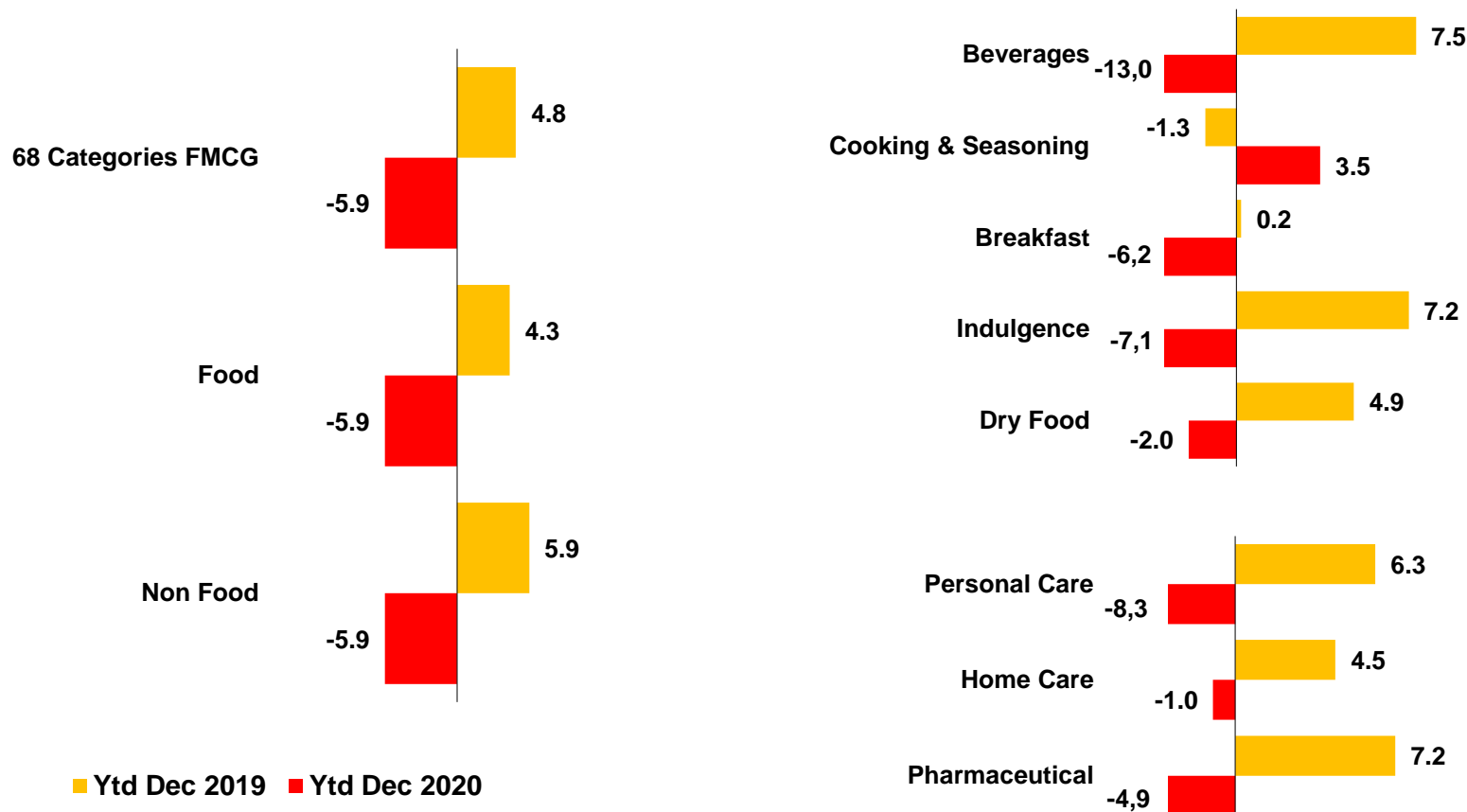
## Indonesian Total Grocery FY 2019 vs FY 2020 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

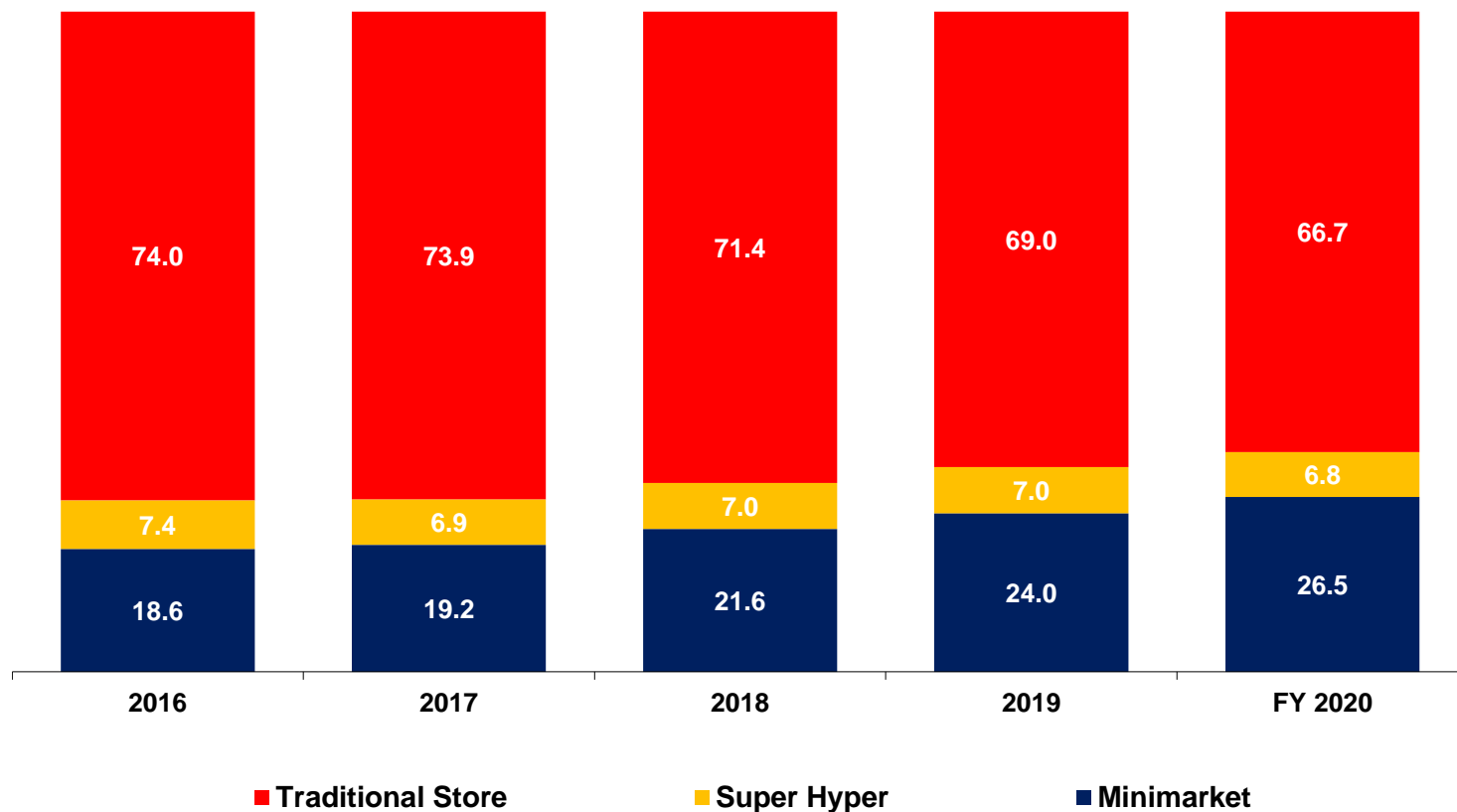


## Indonesian Total Grocery FY 2019 vs FY 2020 [Total 68 FMCG Categories]



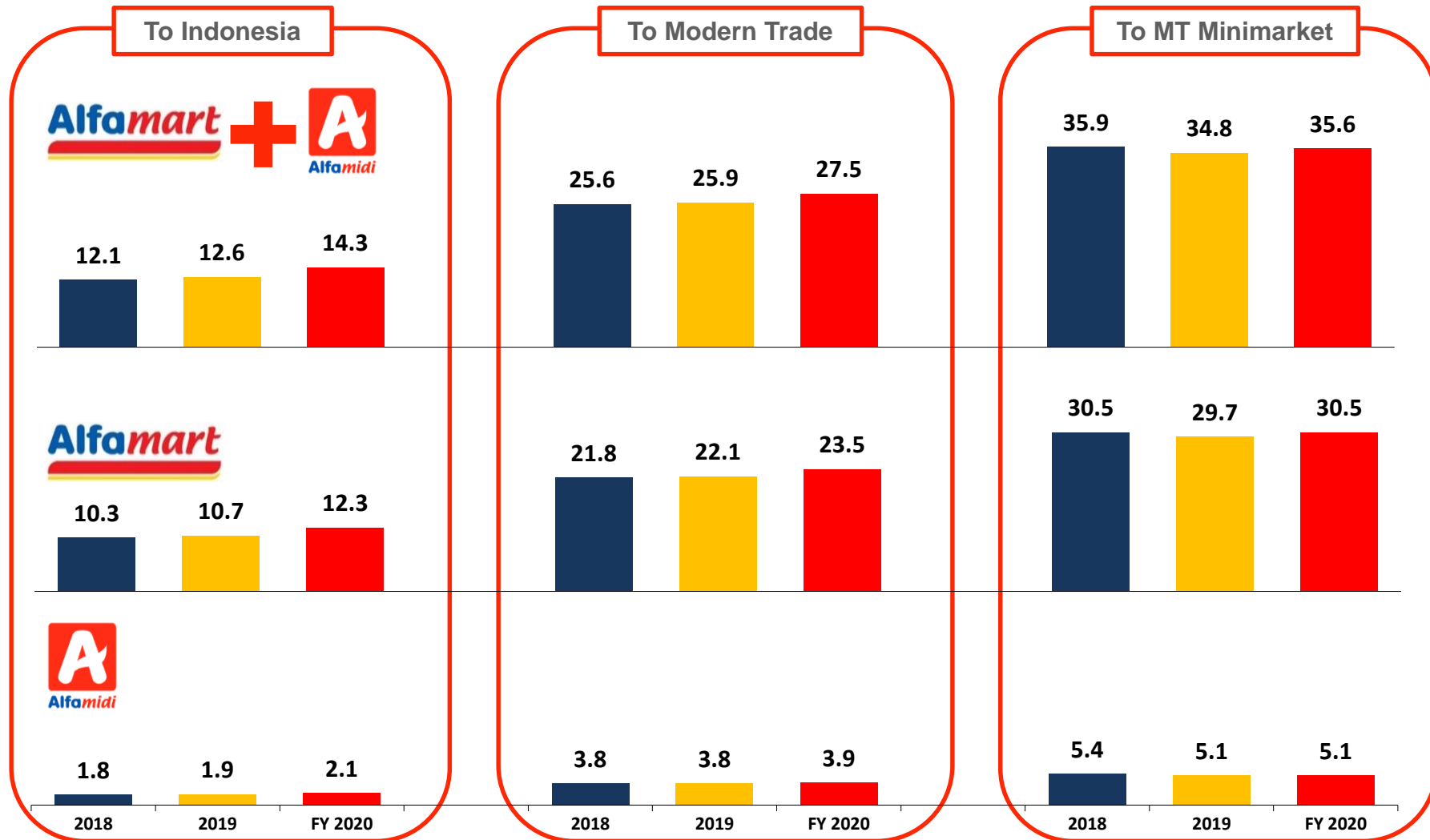
Source: Nielsen Retail Audit

## Indonesian Total Grocery FY 2019 vs FY 2020 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

## Alfa Group [Total 68 FMCG Categories] FY 2020



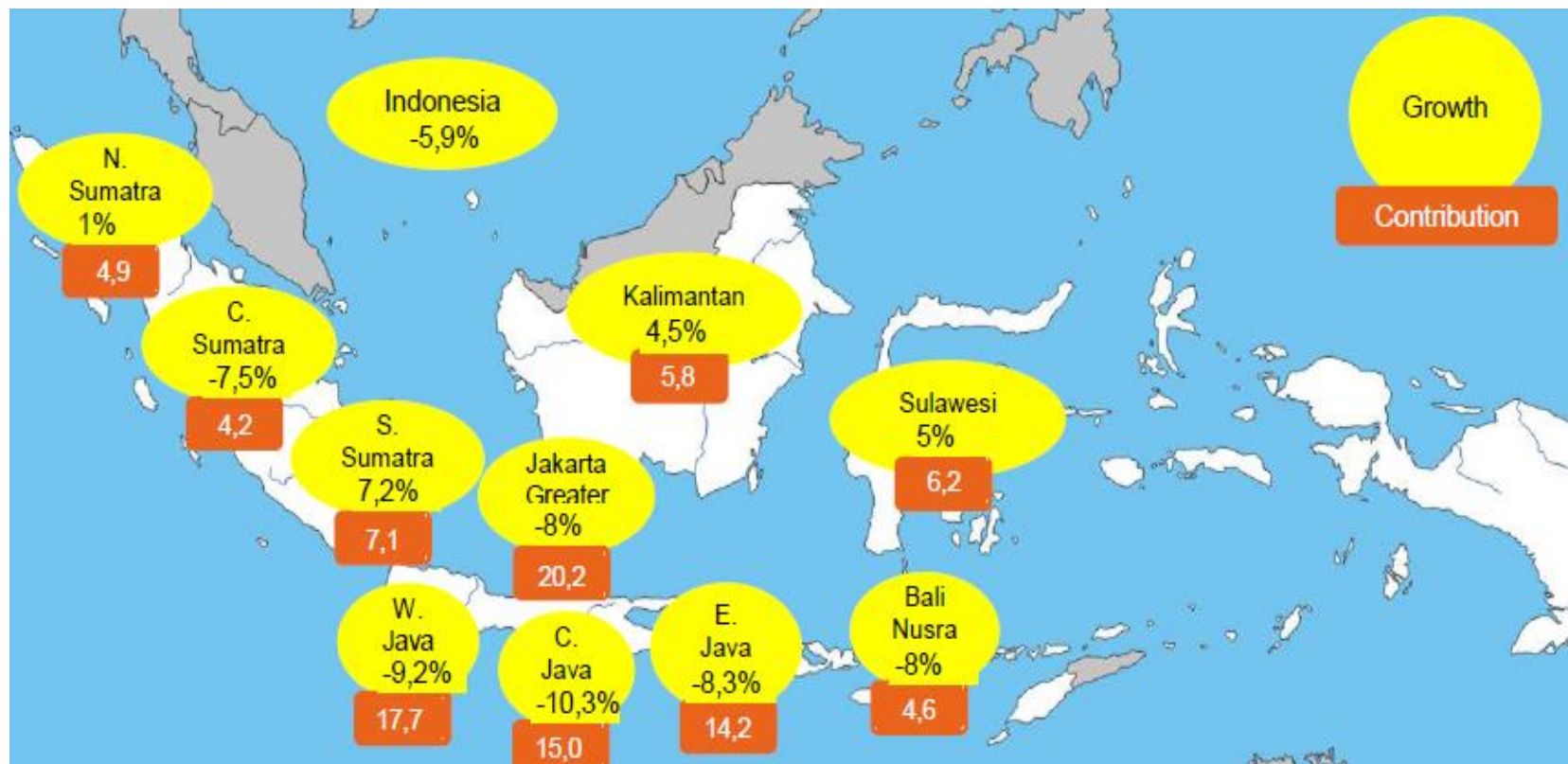
Source: Nielsen Retail Audit

	STORE NUMBER	
	FY 2019	FY 2020
ALFAMART	14,310	15,434
ALFAMIDI	1,538	1,798
INDOMARET	17,393	18,113
CIRCLE K	426	373
LAWSON	71	68
FOODMART MINI	11	13
ALFAMIDI SUPER	17	26
FARMER MARKET	26	35
SUPERINDO	172	182
RANCH MARKET	16	18
LOTTE SUPER	1	1
RAMAYANA	82	80
FOODMART	30	29
GIANT EKSPRES	63	59
HERO	24	17
AEON	2	3
FOODHALL	30	34
LOTTE HYPER	14	13
GIANT EKSTRA	37	37
HYPERMART	103	97
DAN+DAN	197	212
WATSONS	138	155
BOSTON	69	62
GUARDIAN	293	311

# Total Indonesian Groceries Growth By Region

- All Java and Central Sumatra regions had negative growth, while South Sumatra had the highest positive growth of 7.2 %
- Java still recorded highest contribution of 67.1%.

## Indonesian Total Groceries Ytd Dec 2020 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit

Total Indonesian Modern Trade showed 1.0% growth, whilst Other Islands (Kalimantan, Sulawesi, Other Eastern Indonesia) grew by 3.6%.

## Indonesian Total Groceries Ytd Dec 2020 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit

# OPERATIONAL PERFORMANCE





## Warehouse & Stores

- As of Dec 2020, we managed 44 warehouses scattered throughout Indonesia
- 17,538 stores scattered in Indonesia (32% Greater Jakarta; 37% Java; 31% Outside Java)



Greater Jakarta	Java		Outside Java	
 Cileungsi	 Bandung 1 & 2	 Sidoarjo	 Medan 1 & 2 <sup>a)</sup>	 Makassar 1 & 2 <sup>a)</sup>
 Jababeka 1 & 2 <sup>a)</sup>	 Plumbon	 Jember	 Pekanbaru	 Jambi
 Cikokol	 Cilacap	 Rembang	 Palembang	 Pontianak
 Balaraja	 Surabaya <sup>a)</sup>	 Yogyakarta <sup>a)</sup>	 Lampung	 Banjarmasin
 Bogor	 Cianjur		 Denpasar	 Lombok
 Serang	 Semarang		 Kotabumi	 Batam
 Karawang	 Klaten		 Samarinda <sup>a)</sup>	 Manado 1 & 2 <sup>a)</sup>
 Parung	 Malang		 Palu <sup>a)</sup>	 Kendari <sup>a)</sup>
 Bitung 1 <sup>a)</sup> & 2 <sup>b)</sup>				 Ambon <sup>a)</sup>

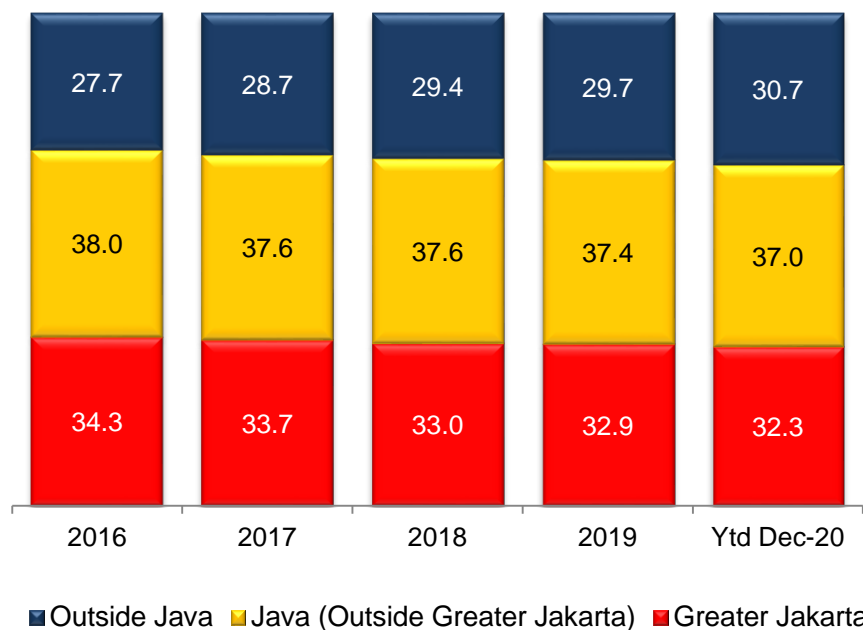
**Notes :**

<sup>a)</sup> DC Alfamidi

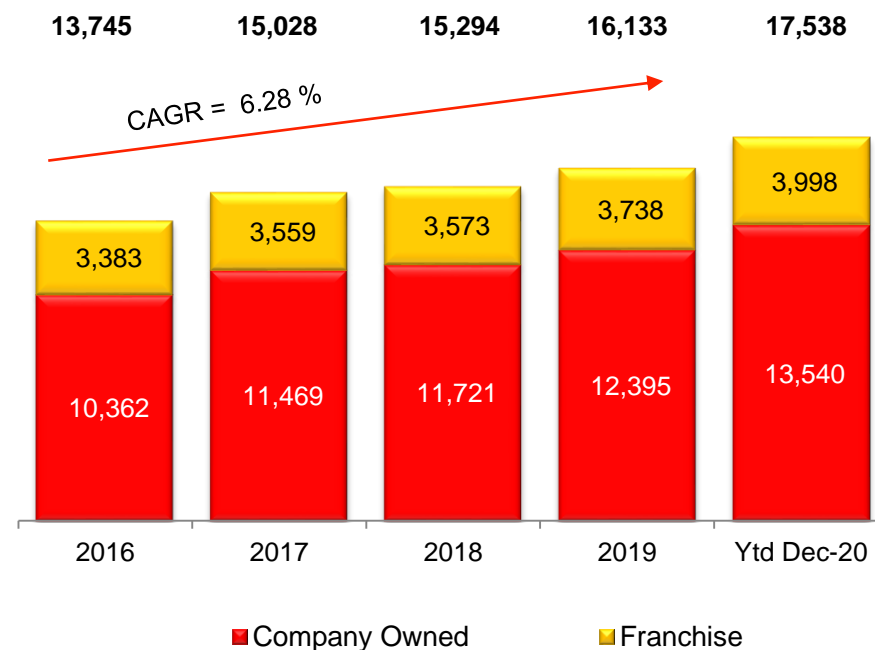
<sup>b)</sup> DC Dan+Dan

Shift of new store opening / store presence from Greater Jakarta to Outer Island during the last 5 years.

**Geographic Breakdown (%)**



**Company Owned & Franchise Stores**



Above are consolidated total number of Alfamart, Alfamidi, Lawson and Dan+Dan stores.

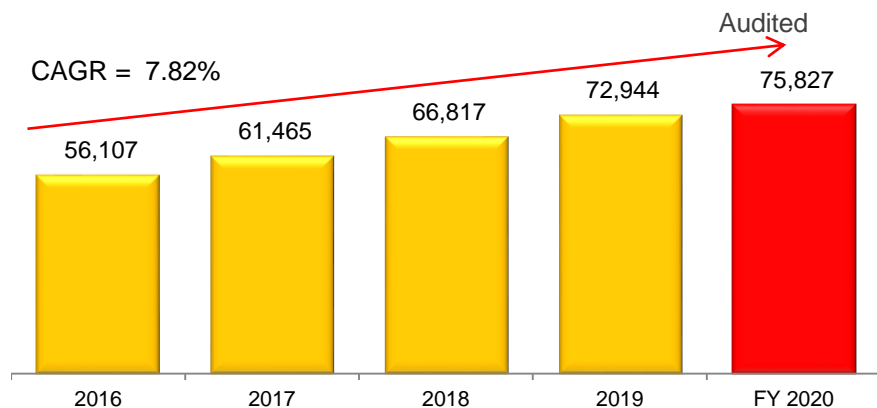
# FINANCIAL HIGHLIGHTS



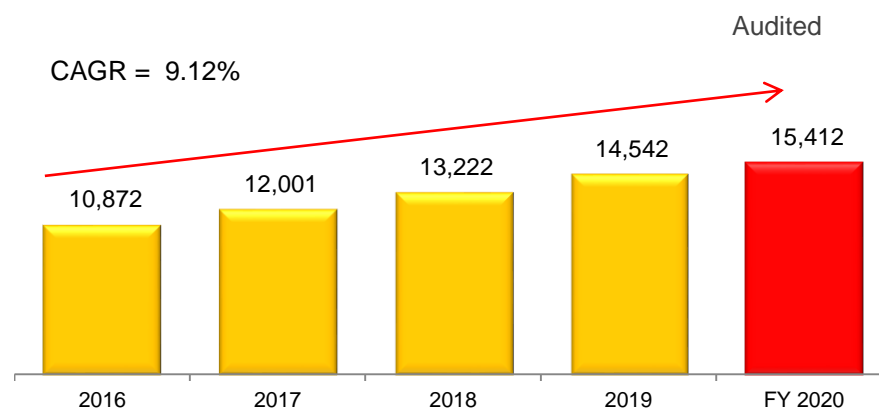
# Income Statement Summary Consolidated

As of Dec 2020 [Rp Billion]

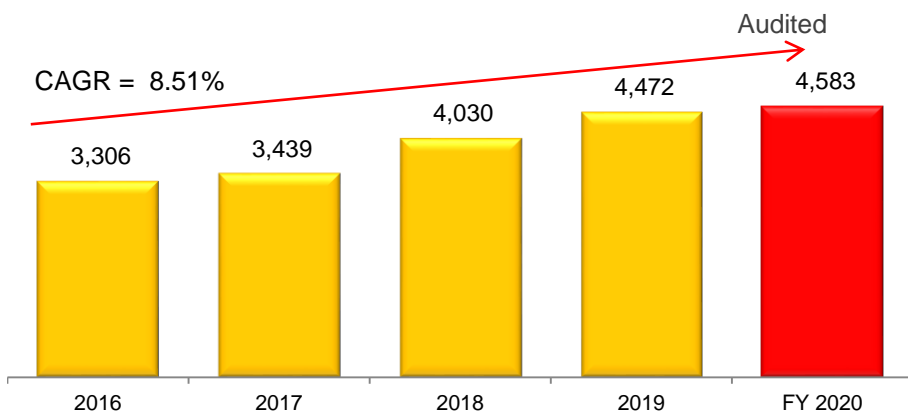
## REVENUE



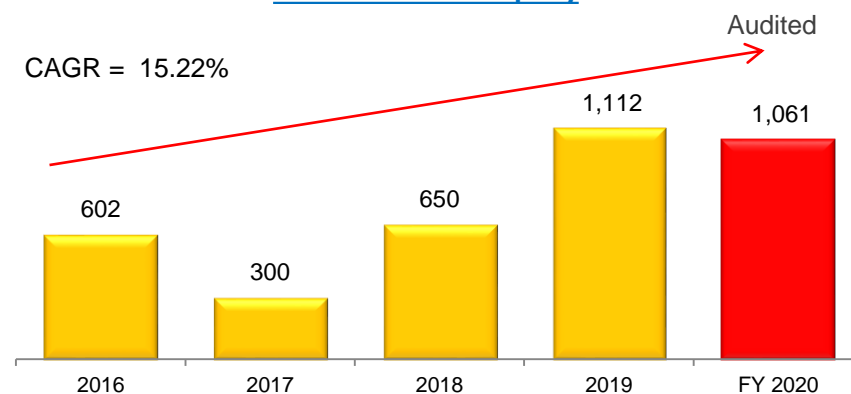
## GROSS PROFIT



## EBITDA

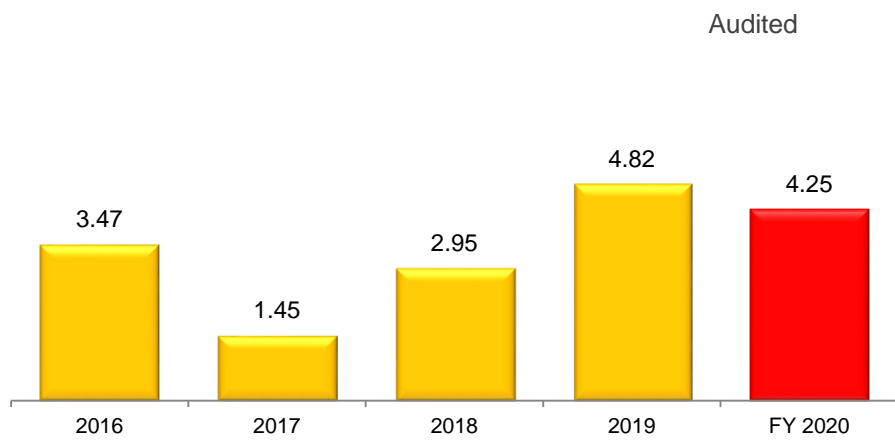


## Income for the year attributable to owners of the Parent Company

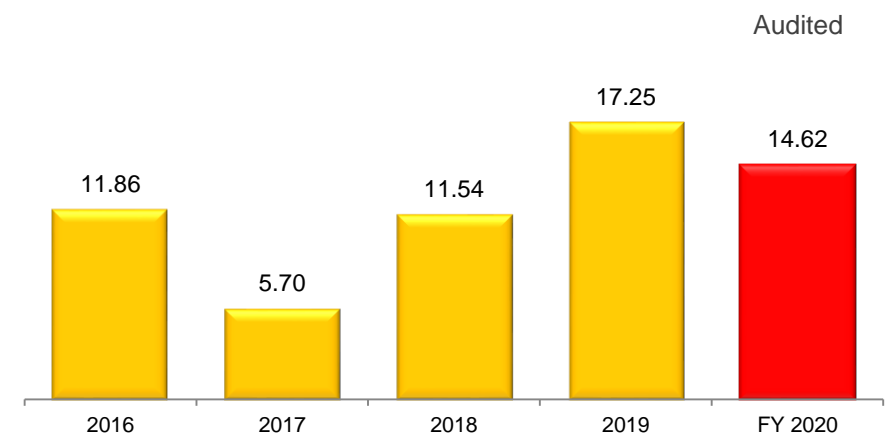


Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, PT Sumber Wahana Sejahtera, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

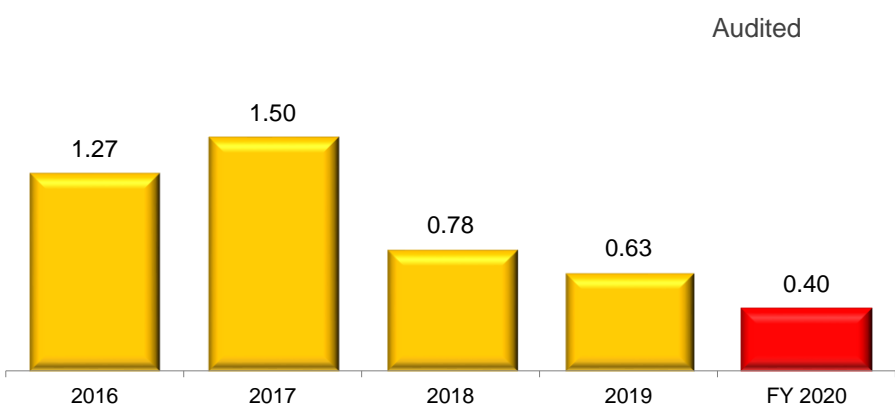
ROAA (%)



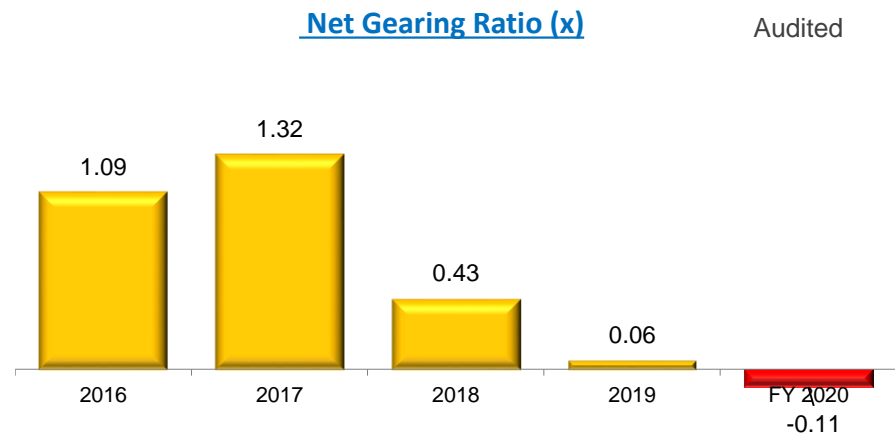
ROAE (%)



DER ( Gross Debt to Equity )



Net Gearing Ratio (x)



# THANK YOU

