

Management Presentation

PT. SUMBER ALFARIA TRIJAYA TBK

AS OF DEC 31, 2021





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Overview FY 2021

Overview FY 2021

Trade Channel Growth

Total Indonesia Grocery and Traditional Trade Channels grew positively, while Modern Trade remained flat.

- Total Indonesia Grocery, Traditional Trade Channel recorded a significant growth from -2.8% to 9.4% and -8.3% to 15.9% respectively.
- Modern Trade remained flat at 3.1%, MT Super/Hyper and MT minimarket declined from -6.9% to -7.1% and 6.6% to 6.2% respectively.

Alfagroup Market Share

- Alfamart market share to total Indonesia grew from 11.5% to 11.7%, amid declining MT minimarket growth from 6.6% to 6.2%.
- Alfamidi market share to total Indonesia declined slightly from 1.9% to 1.8%.
- Alfamart market share to total modern trade grew from 22.5% to 24.4% and Alfamidi market share to total modern trade remained flat at 3.8%.
- Alfamart market share to MT minimarket grew from 29.4% to 30.9% and Alfamidi market share to MT minimarket declined marginally from 4.9% to 4.8%.

Net Store Addition and Performance

- Alfamart : 1,058 stores, Alfamidi & Lawson : 206 store, Dan+Dan : 11 stores.
- Outer island grew higher than Java in general.

Overview FY 2021

Financial Performance

- Revenue increased by 11.97% (YoY) from IDR 75.82 trillion to IDR 84.90 trillion.
- Net Profit grew by 83.8% (YoY) from IDR 1,061 billion to IDR 1,951 billion (net profit margin increased from 1.39% in 2020 to 2.29% in 2021)
- Net Gearing Ratio improved from -0.11x to -0.16x.

Initiatives 2021

- Increased Alfamart online sales from 443 billion in 2020 to 1,441 billion in 2021.
- Implementation of solar cell for warehouse electricity (clean & green).
- Further expansion to Eastern Indonesia.
- Improvement of store staff productivity.

CSR Programs

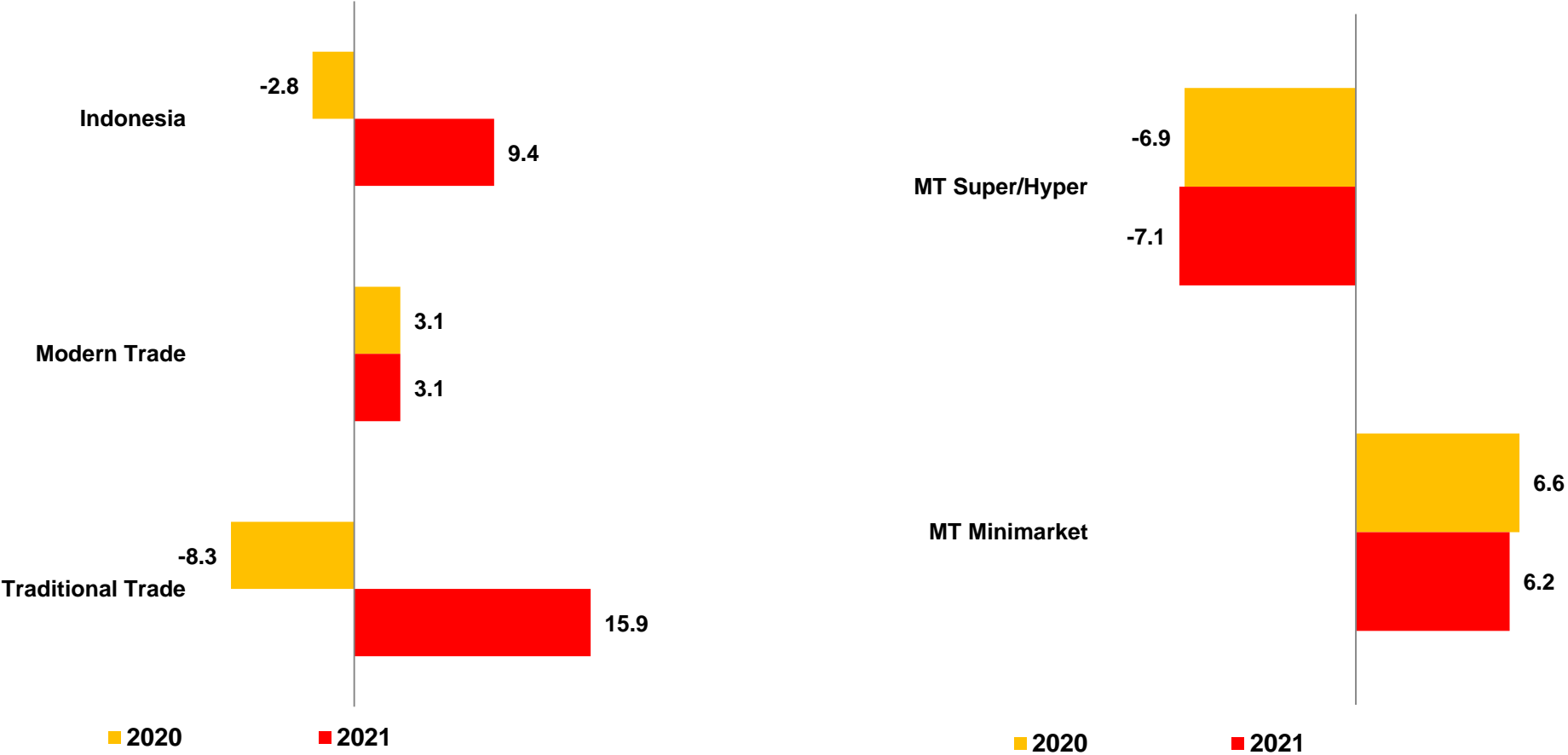
- Providing assistance to communities during pandemic.



Industry Update

Trade Channel Growth

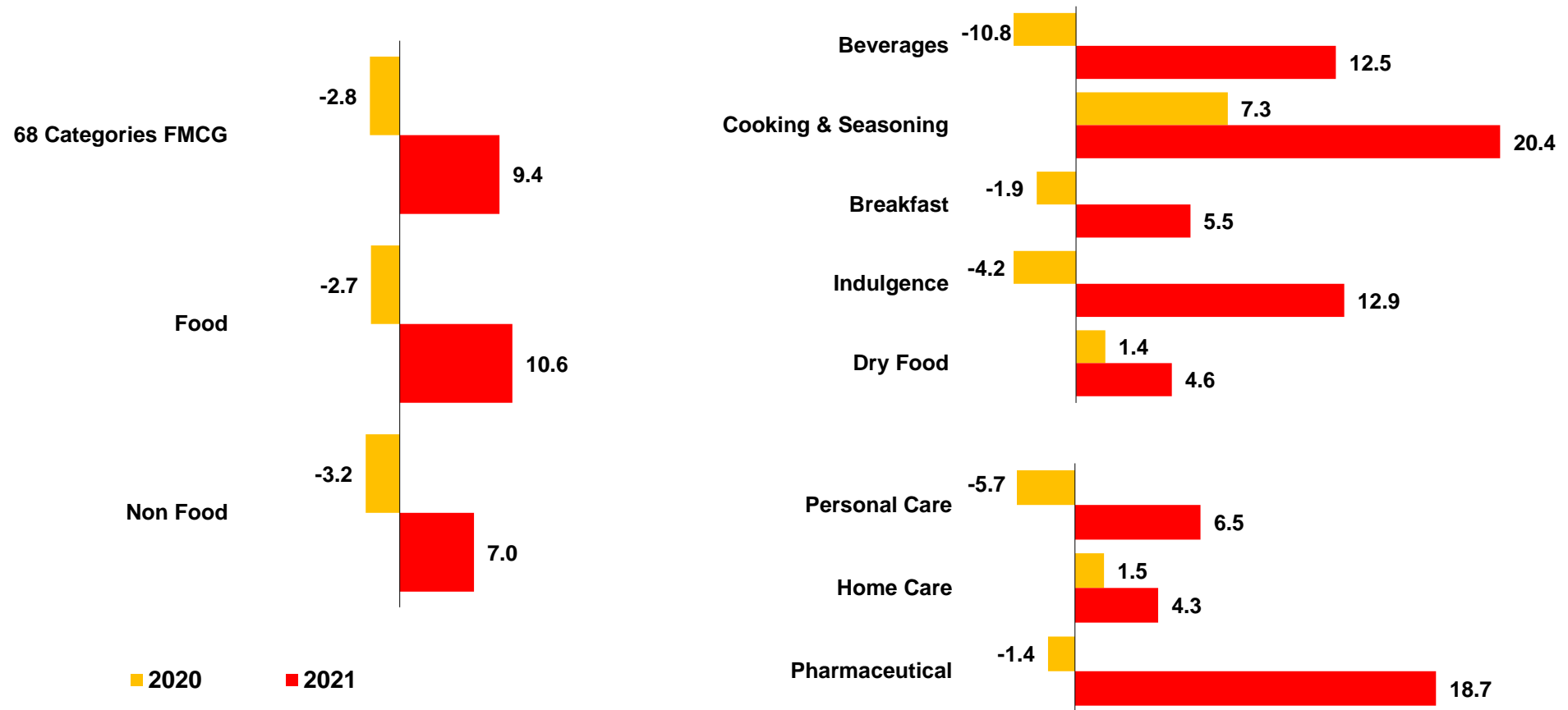
Indonesian Total Grocery FY 2020 vs FY 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Growth By Departments

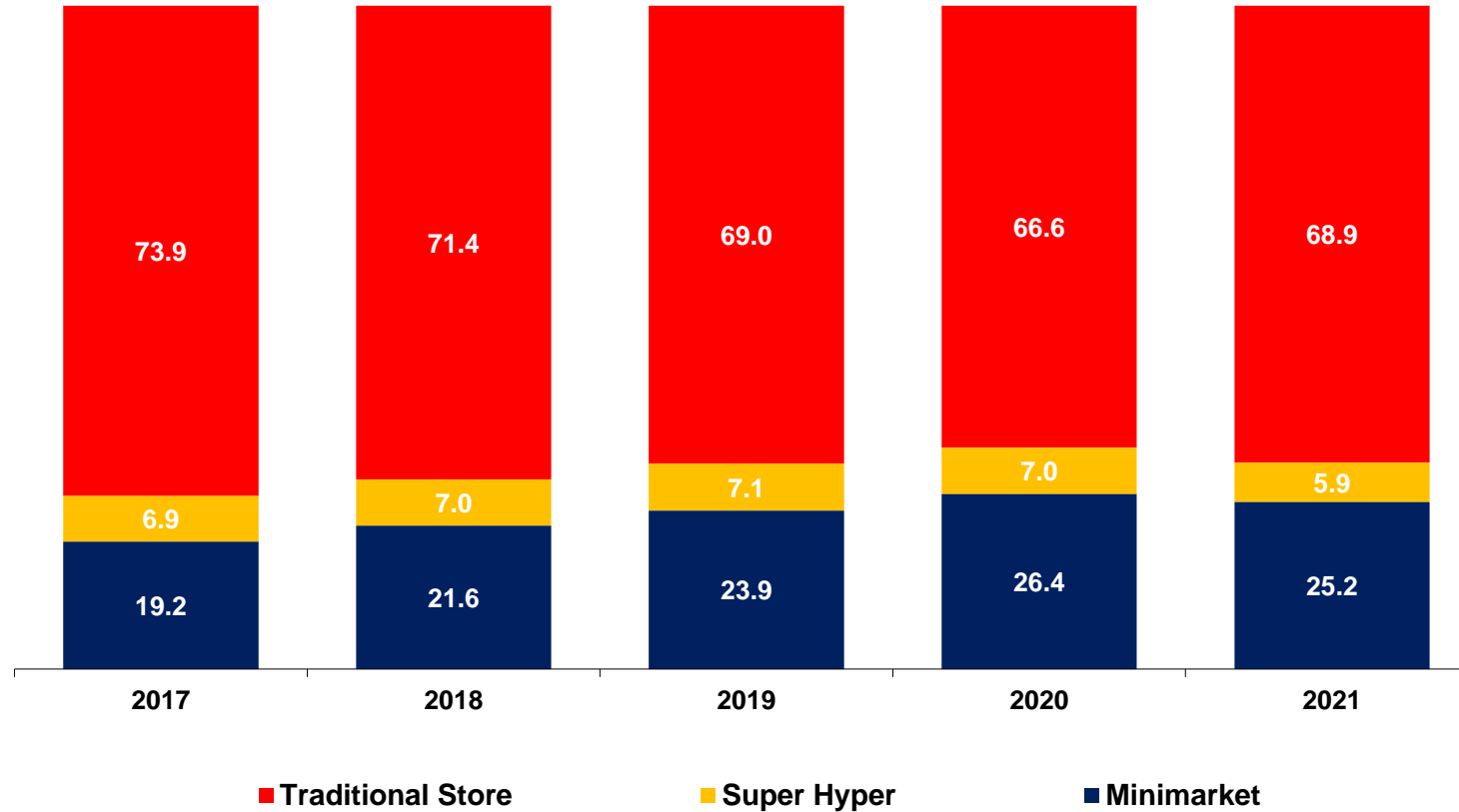
Indonesian Total Grocery FY 2020 vs FY 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Trade Channel Contribution

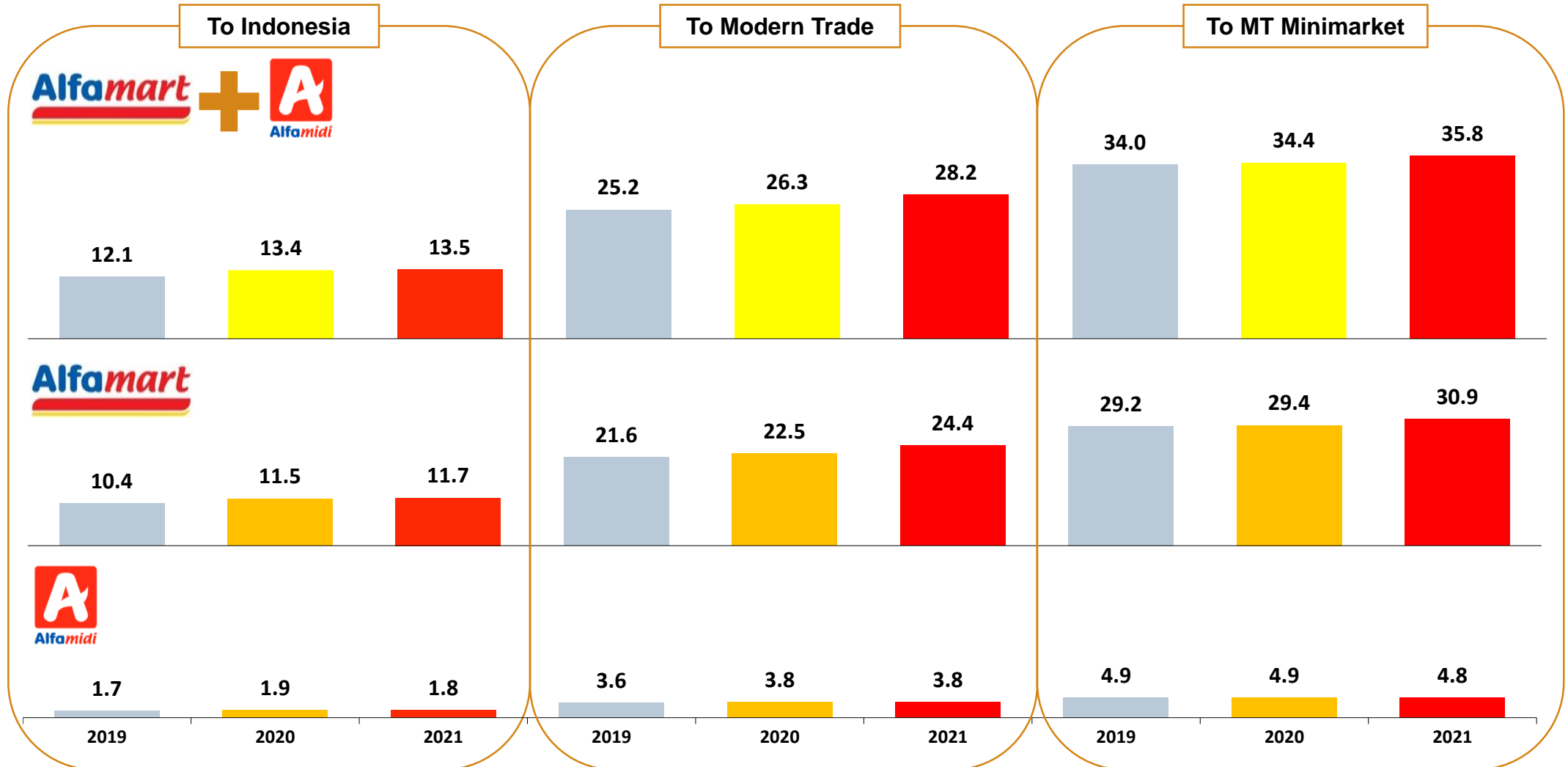
Indonesian Total Grocery FY 2020 vs FY 2021 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

Alfa Group Market Share

Alfa Group [Total 68 FMCG Categories] FY 2021



Source: Nielsen Retail Audit

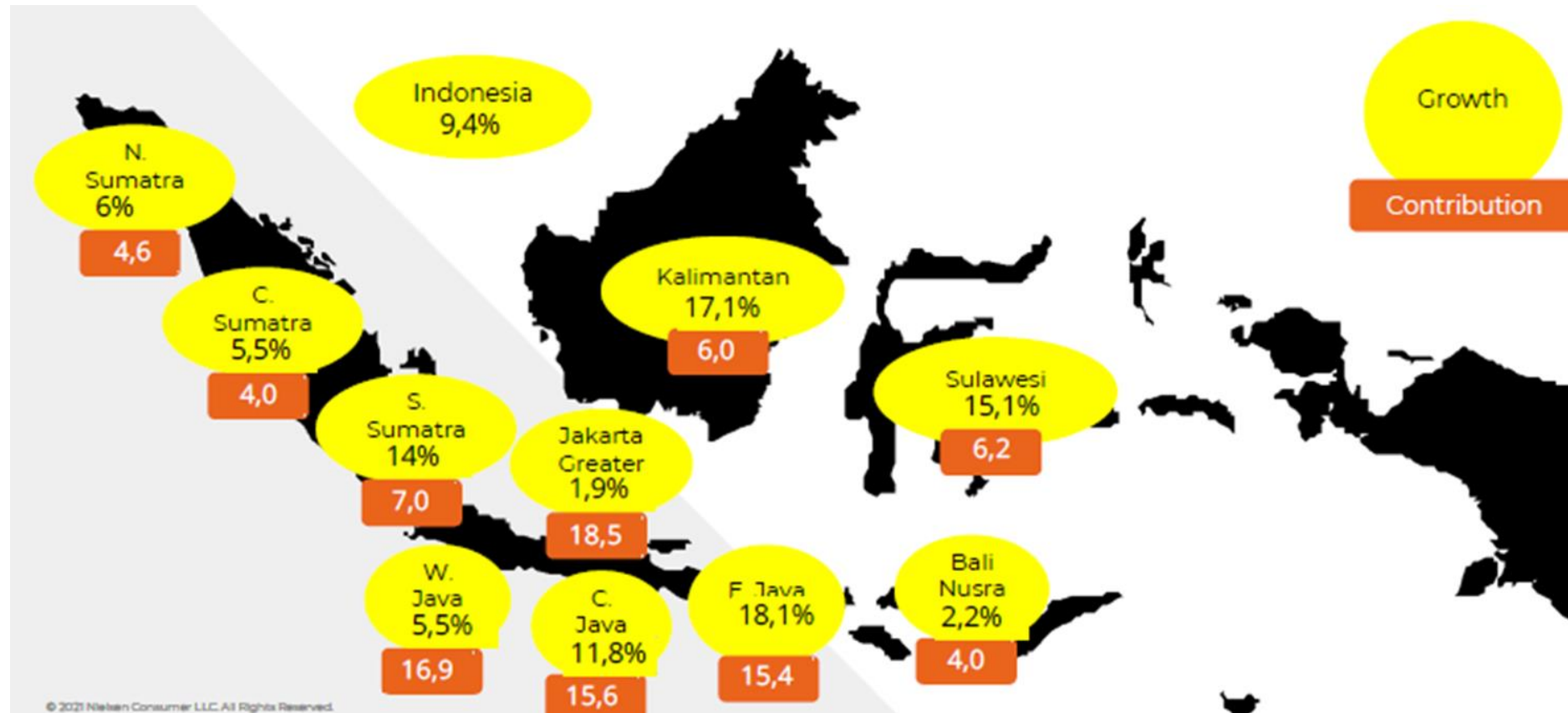
Industry Landscape

	STORE NUMBER	
	2020	2021
ALFAMART	15,434	16,492
ALFAMIDI	1,795	1,992
INDOMARET	18,113	19,472
CIRCLE K	373	348
LAWSON	68	65
FOODMART MINI	13	13
ALFAMIDI SUPER	26	32
FARMER MARKET	35	50
SUPERINDO	182	200
RANCH MARKET	18	19
LOTTE SUPER	1	1
RAMAYANA	80	81
FOODMART	29	34
GIANT EKSPRES	59	0
HERO	17	23
AEON	3	4
FOODHALL	34	35
LOTTE HYPER	13	13
GIANT EKSTRA	37	0
HYPERMART	97	95
DAN+DAN	212	223
WATSONS	155	153
BOSTON	62	55
GUARDIAN	311	281

Groceries Growth By Region

- All region grew positively.
- Java still recorded highest contribution of 66.4%.

Indonesian Total Groceries FY 2021 [Total FMCG 68 Categories]

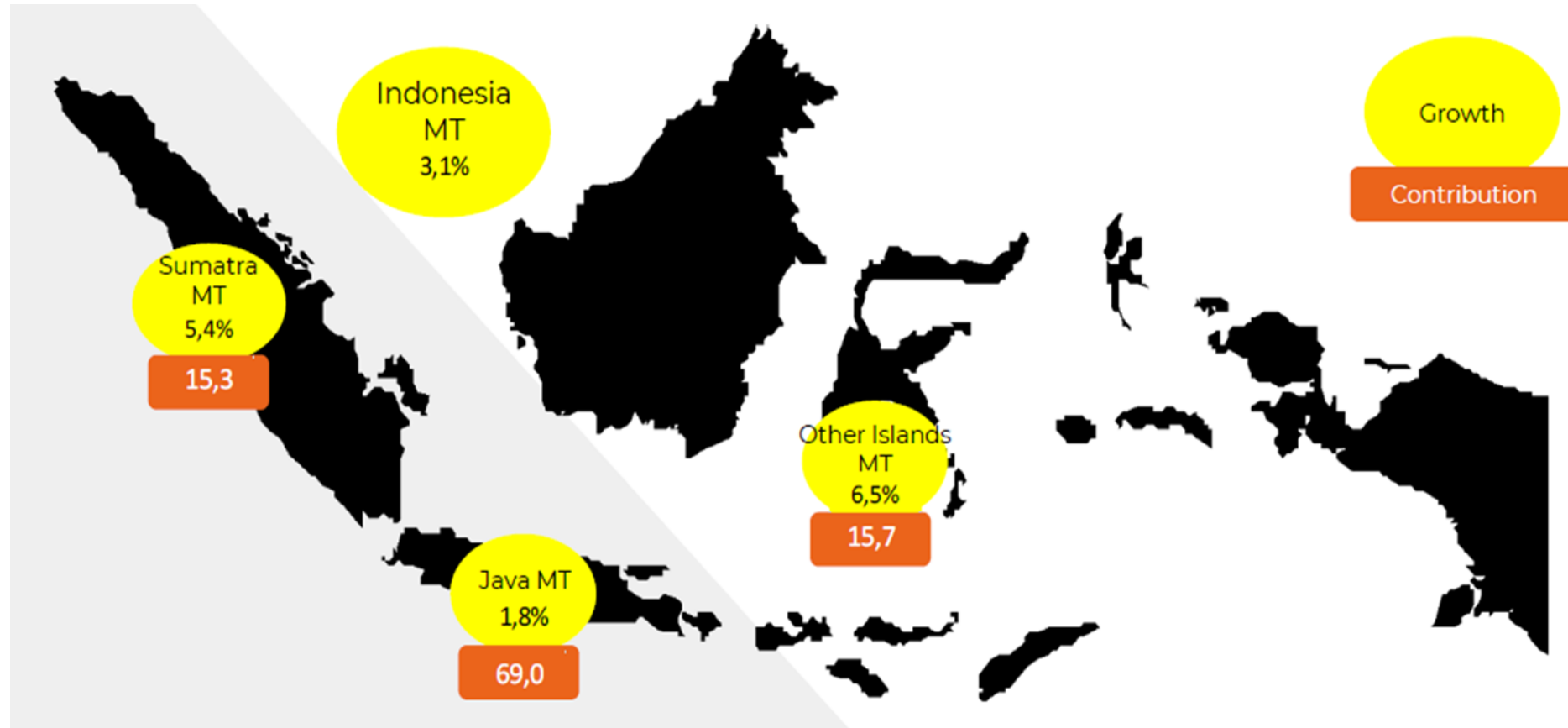


Source: Nielsen Retail Audit

Modern Trade Growth By Region

Total Indonesian Modern Trade showed positive growth 3.1%. Java Modern Trade experienced slower growth than Indonesia MT.

Indonesian Total Groceries FY 2021 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit



Operational Performance

Network & Distribution

Warehouse & Stores

- As of Dec 2021, we managed 44 warehouses, 4 Depos, 9 Store hubs. scattered throughout Indonesia
- 18,810 stores scattered across Indonesia.
(27.4% Greater Jakarta; 40.9% Java; 31.7% Outer Island)

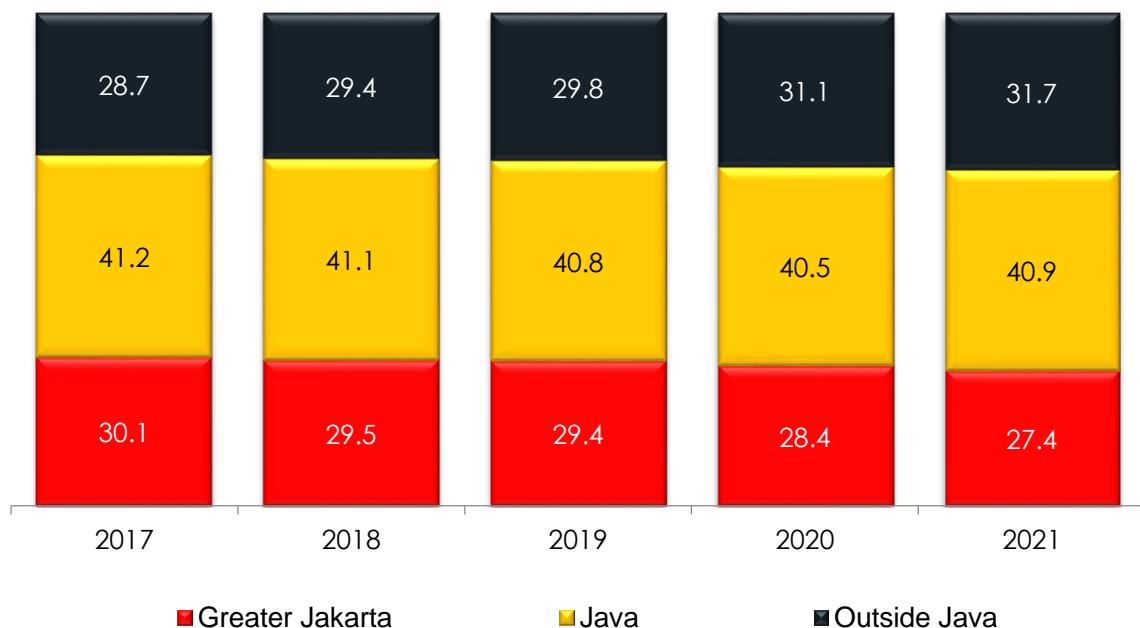


Greater Jakarta	Java		Outer Island		Depos & Store hubs
 Cileungsi	 Karawang	 Sidoarjo	 Medan 1 & 2 ^{a)}	 Makassar 1 & 2 ^{a)}	4 Depos
 Jababeka 1 & 2 ^{a)}	 Bandung 1 & 2	 Jember	 Pekanbaru	 Jambi	- Lhokseumawe
 Cikokol	 Cilacap	 Rembang	 Palembang	 Pontianak	- Bengkulu
 Balaraja	 Plumbon	 Yogyakarta ^{a)}	 Lampung	 Banjarmasin	- Sumbawa
 Bogor	 Cianjur	 Surabaya ^{a)}	 Denpasar	 Lombok	- Gorontalo
 Serang	 Semarang		 Kotabumi	 Batam	9 Store hubs
 Parung	 Klaten		 Samarinda ^{a)}	 Manado 1 & 2 ^{a)}	- 7 NTT
 Bitung 1 ^{a)} & 2 ^{b)}	 Malang	Notes : ^{a)} DC Alfamidi ^{b)} DC Dan+Dan	 Palu ^{a)}	 Kendari ^{a)}	- 1 Bintan
				 Ambon ^{a)}	- 1 West Papua

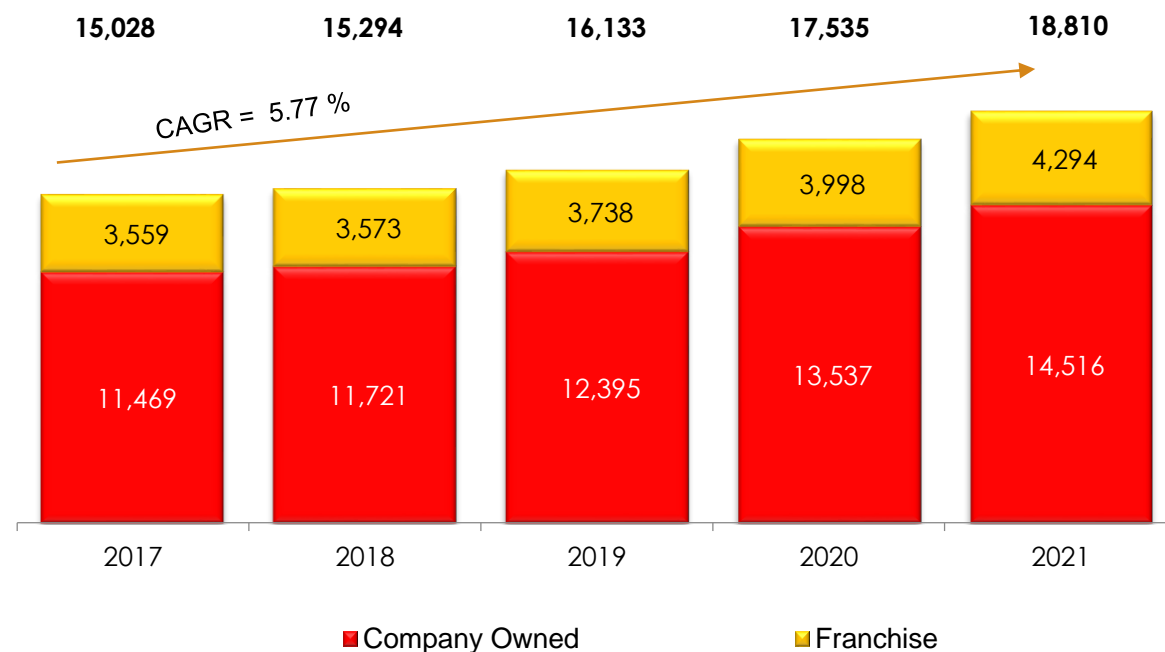
Store Growth

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.



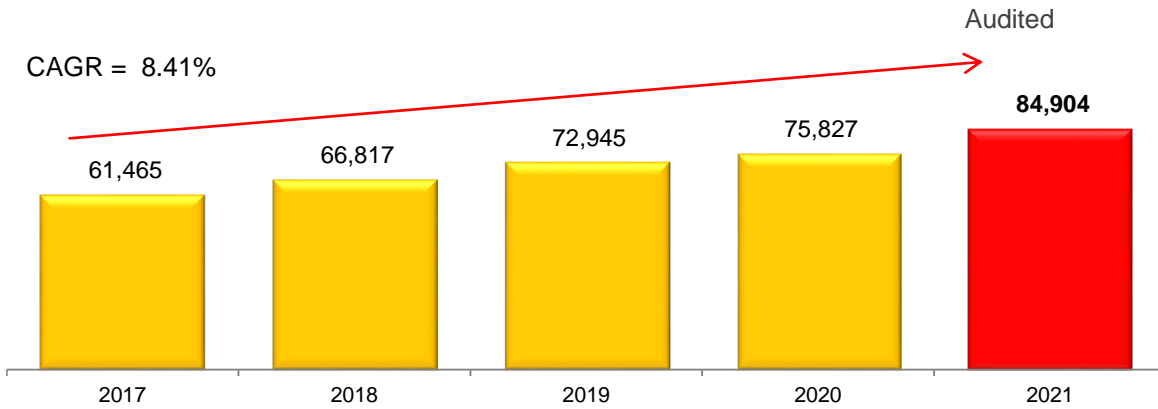
Financial Highlights



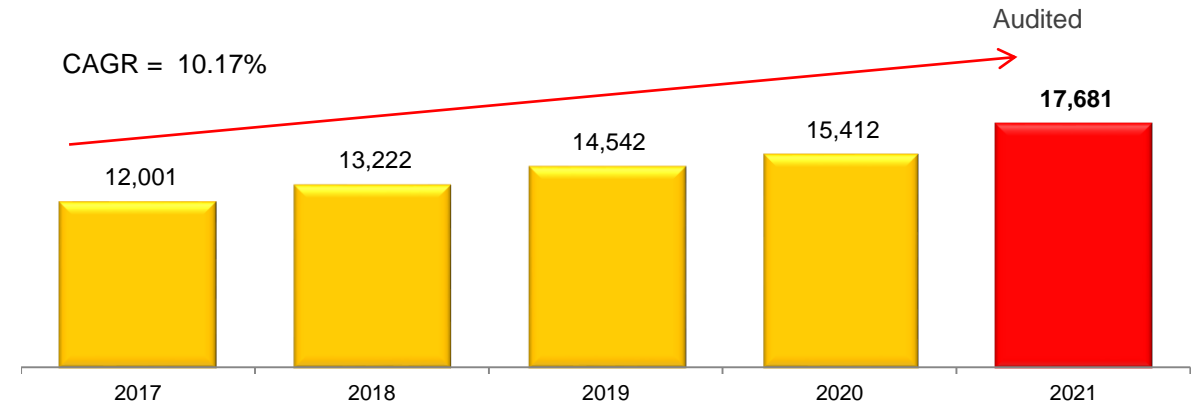
Income Statement Summary Consolidated

As of Dec 2021 [Rp Billion]

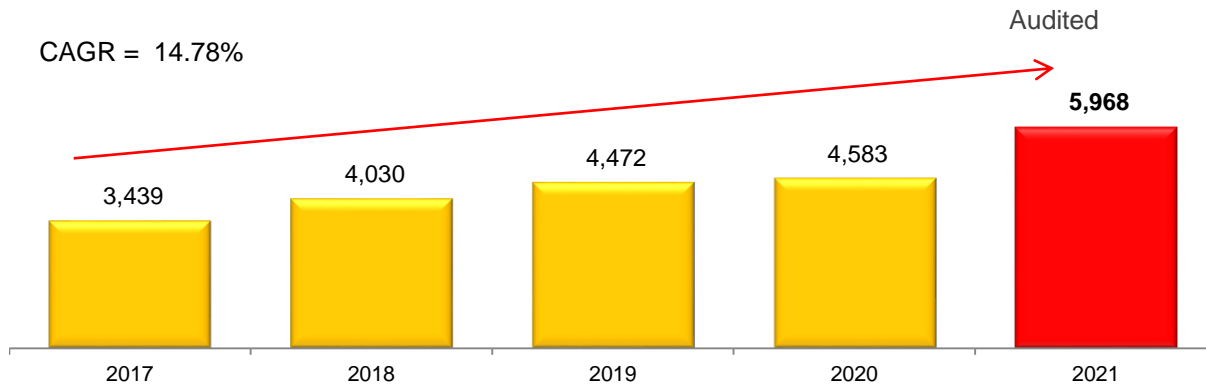
REVENUE



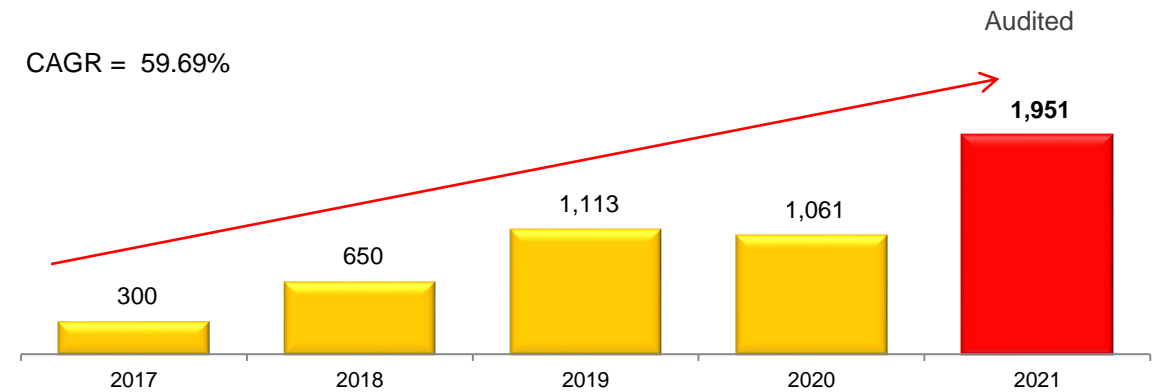
GROSS PROFIT



EBITDA



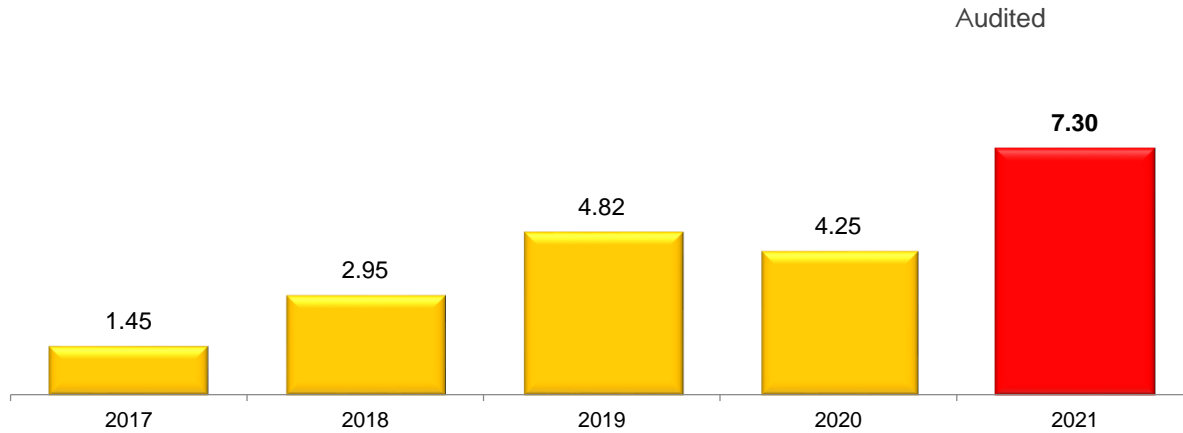
Income for the year attributable to owners of the Parent Company



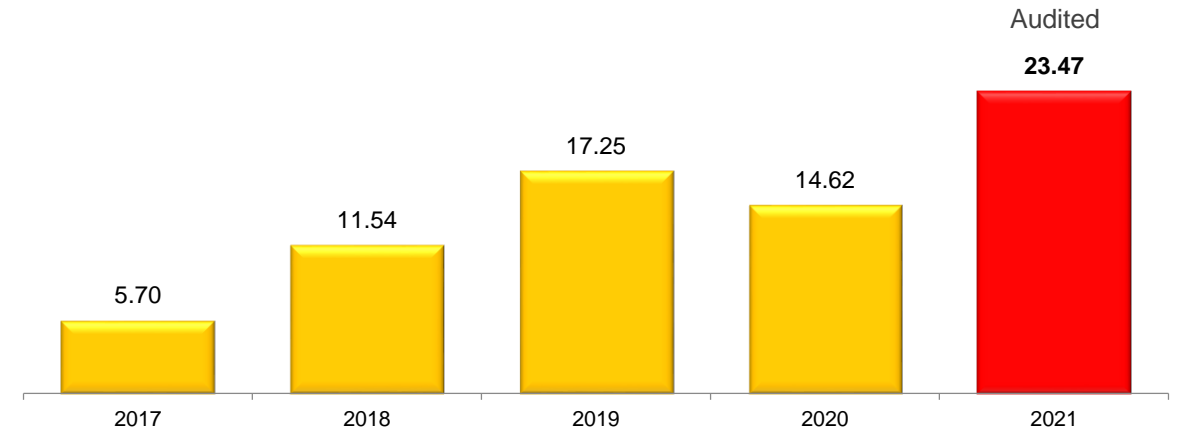
Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

Financial (Return & Leverage)

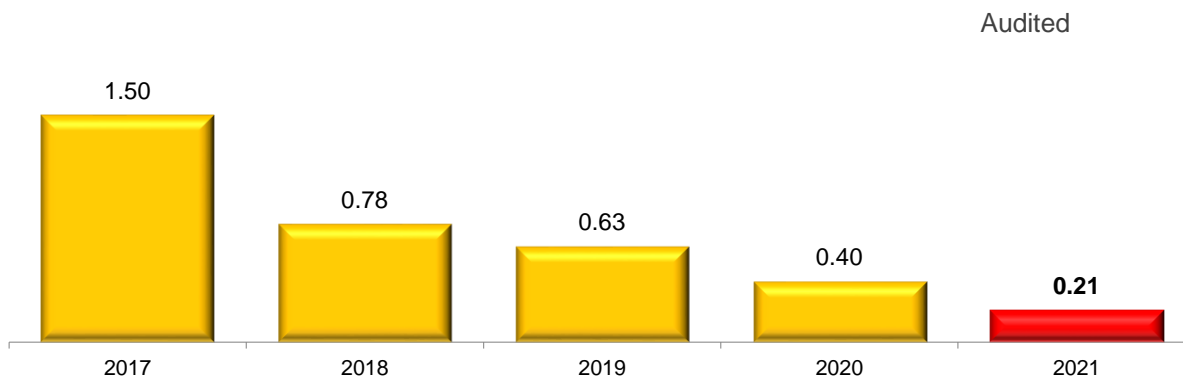
ROAA (%)



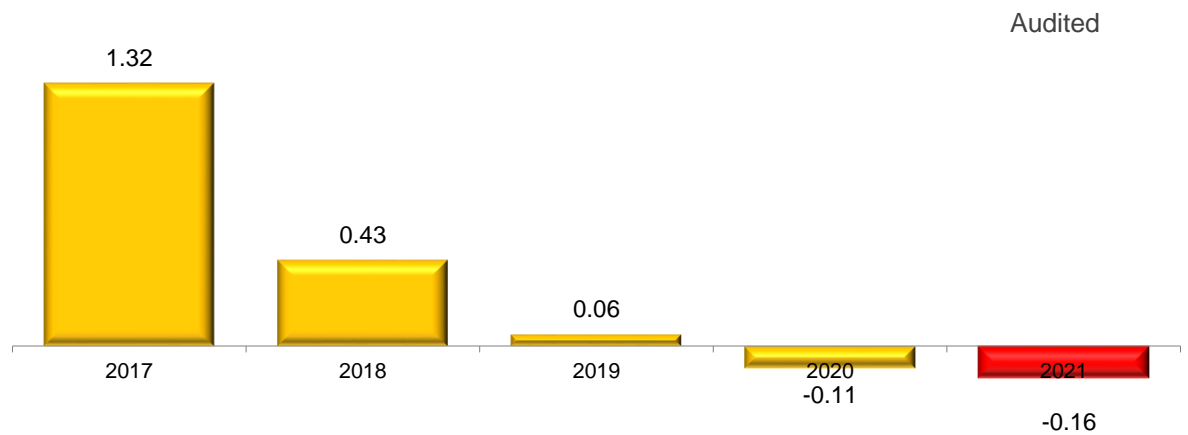
ROAE (%)



DER (Gross Debt to Equity)



Net Gearing Ratio (x)



CSR Programs

Social Activities Alfamart Care

Providing assistance ± 30,000 packages of basic needs for communities during pandemic. Assistance is provided in 32 cities in Indonesia



Blood donation activities with Indonesian red cross



CSR Programs

Social Activities Alfamart Care

Donate 400 oxygen concentrator for Rumah Oksigen Gotong Royong (ROGR)



Digital Business (Alfagift)

- Alfagift application as one stop solution for online customer / members.
- Alfagift get awards “The Best Omnichannel Solution for Retail Consumer 2021” from CNBC Indonesia.



Alfagift Feature



	2020	2021
Active Member	5.4 mio	6.0 mio
Total Member	9.3 mio	9.9 mio
% Active Member to Total Member	58.50%	60.42%
%Sales member contribution	29.80%	35.33%
%transaction member contribution	16.50%	19.70%



Thank You