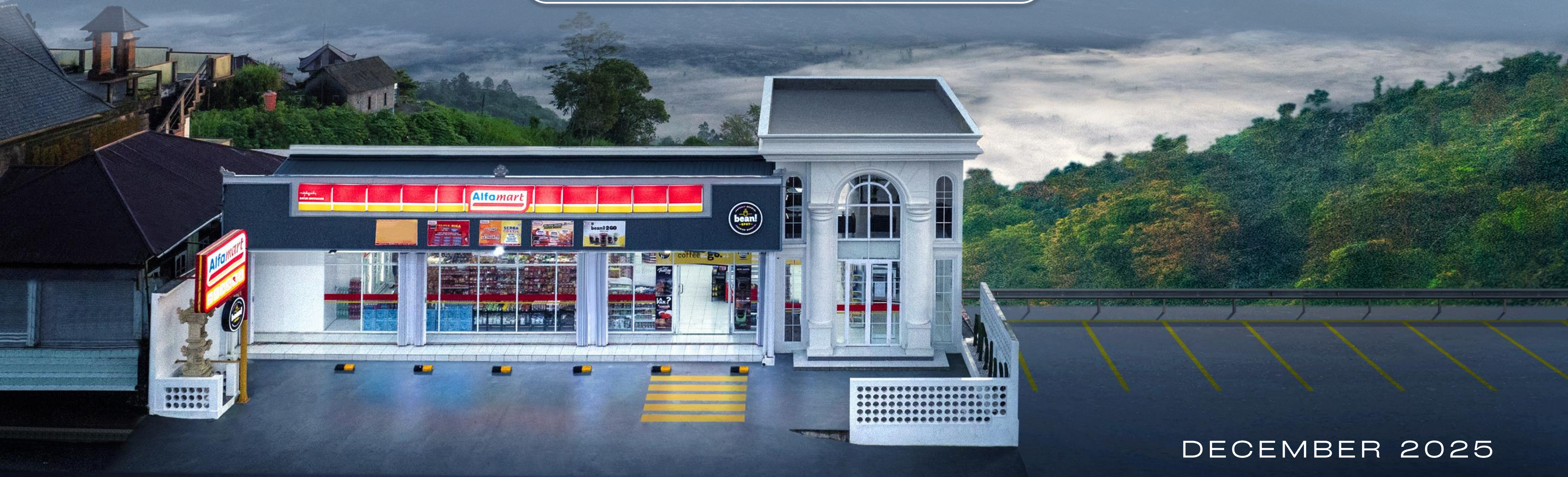


MANAGEMENT PRESENTATION

PT SUMBER ALFARIA TRIJAYA TBK.



DECEMBER 2025

A photograph of a modern interior space. On the left, there is a black leather armchair. In the center, a large arched window looks out onto a mountain range under a blue sky with light clouds. Three black chairs are positioned in front of the window. Two green pendant lights hang from the ceiling. The floor is light-colored and polished.

CONTENTS

- Macro & Industry Overview
- Business Performance
- Network & Distribution
- Sustainability

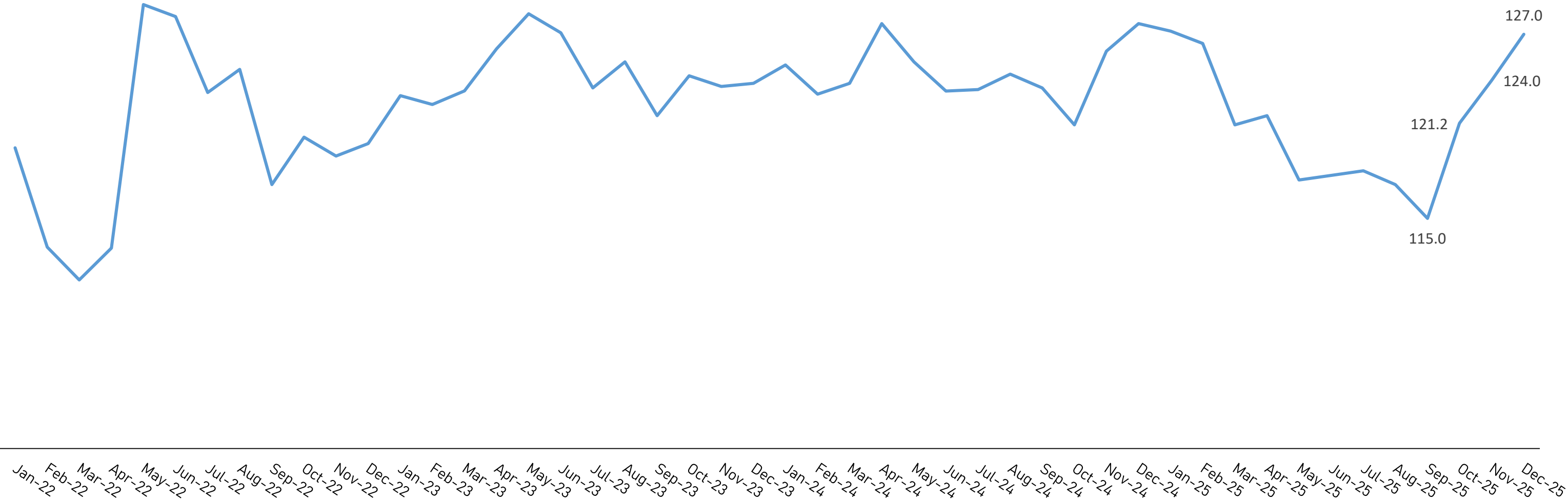
MACRO & INDUSTRY OVERVIEW



INDEX

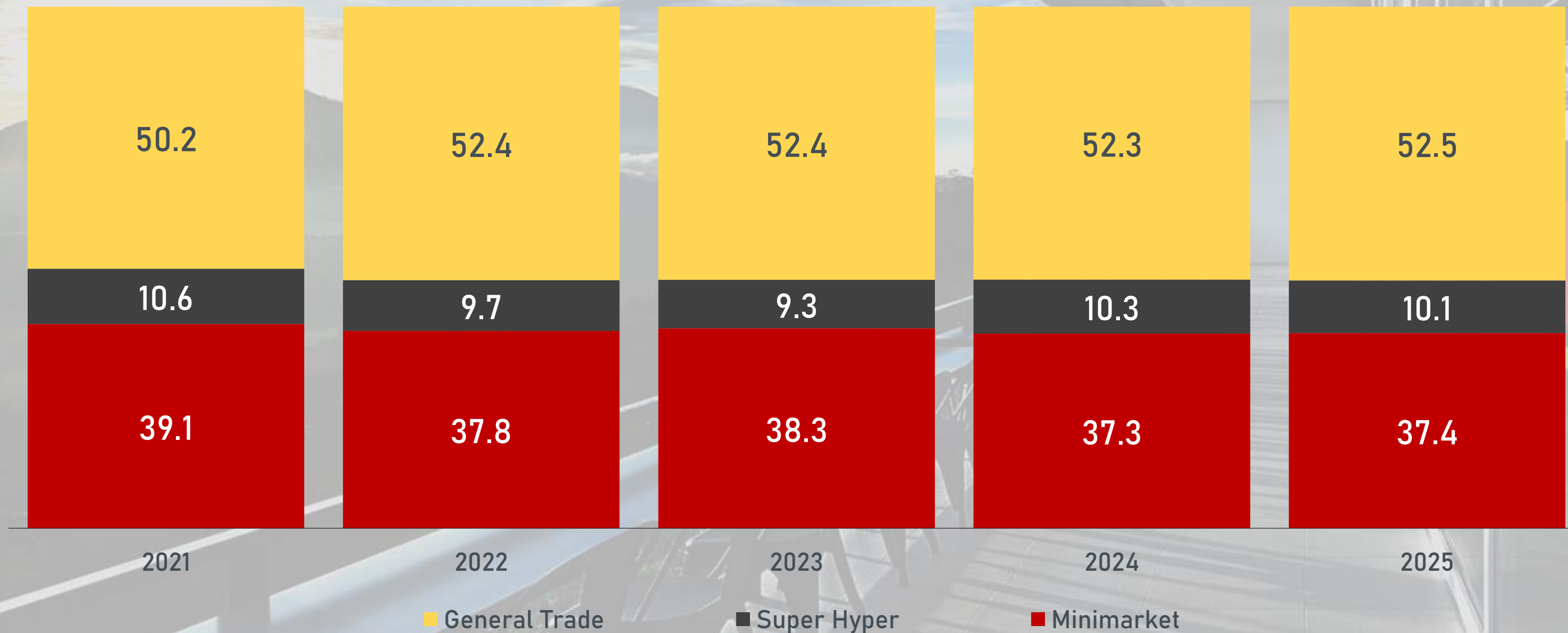
CONSUMER CONFIDENCE

Indonesia's CCI rebounded strongly in Q4 2025 – from a low of 115 in September to 127 by year-end, signaling renewed household optimism and supporting domestic consumption heading into 2026.



Source: Bank Indonesia

TRADE CHANNEL CONTRIBUTION

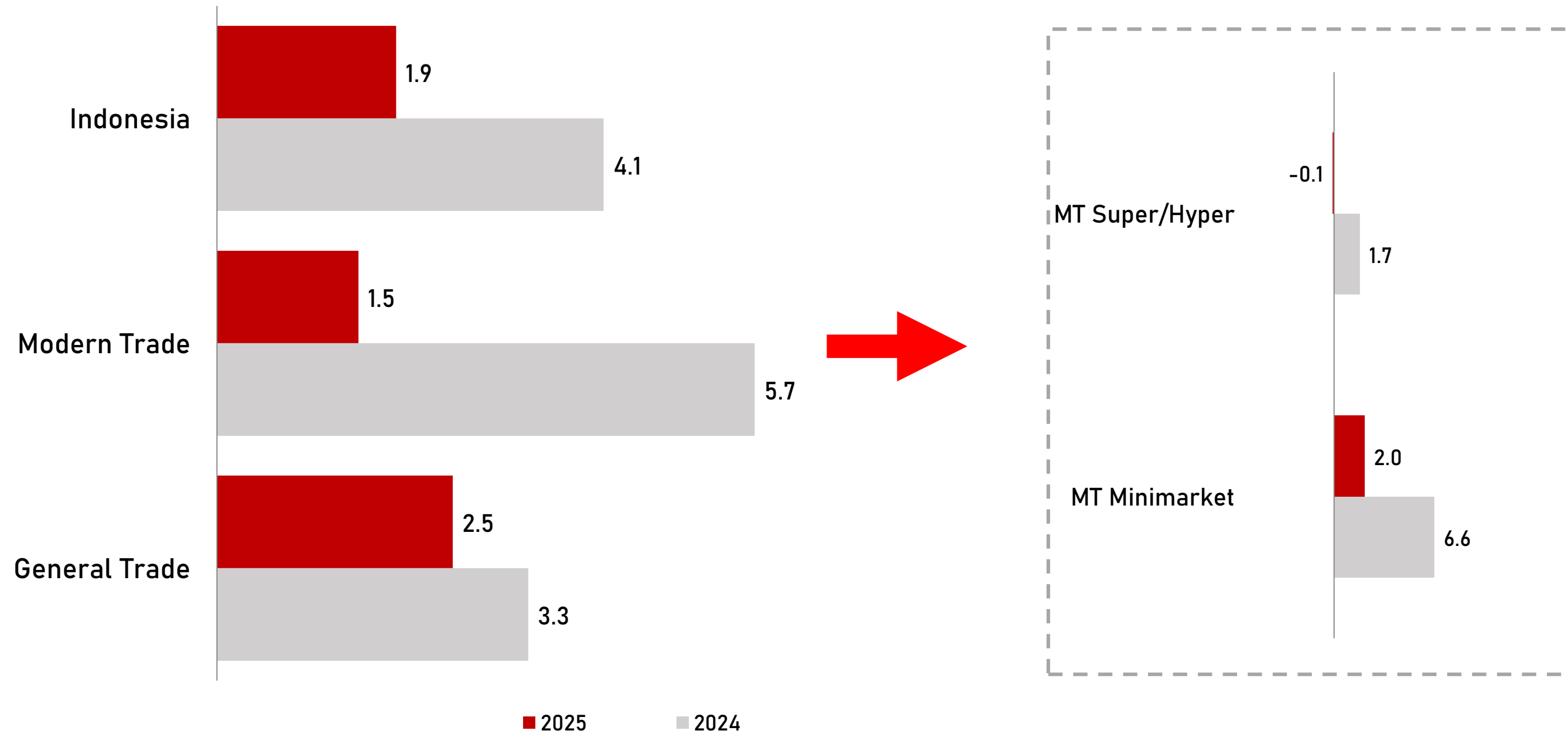


Source: NielsenIQ

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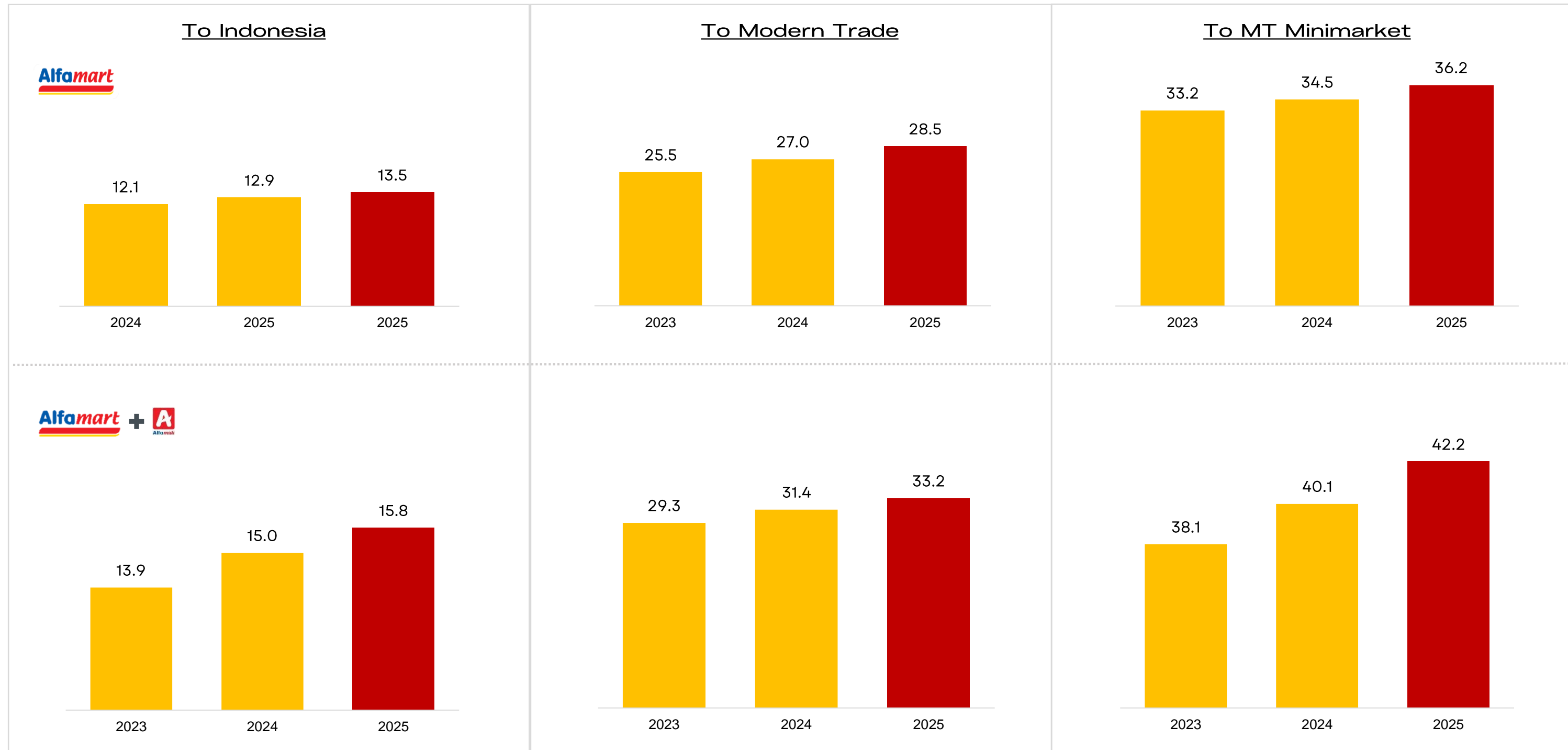
INDONESIA

TOTAL GROCERIES GROWTH



TREND

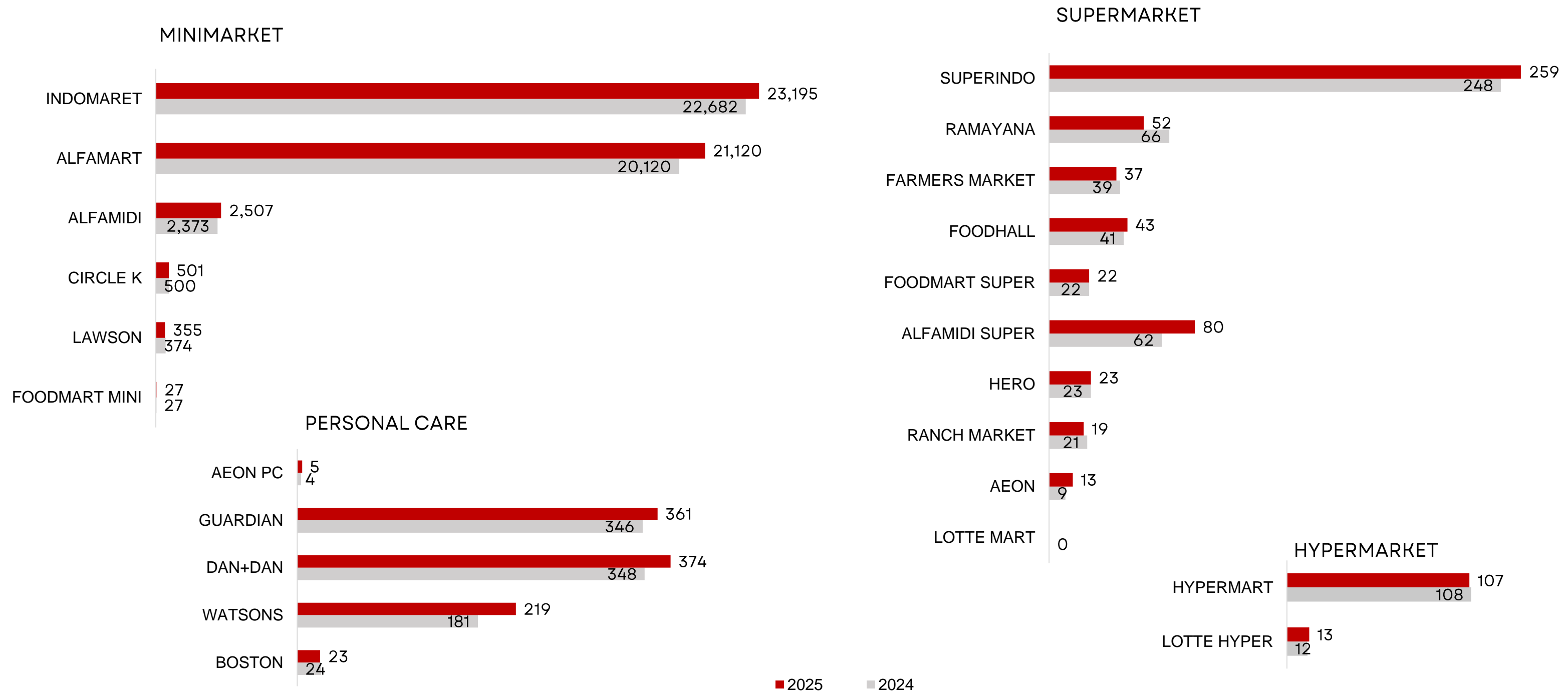
MARKET SHARE



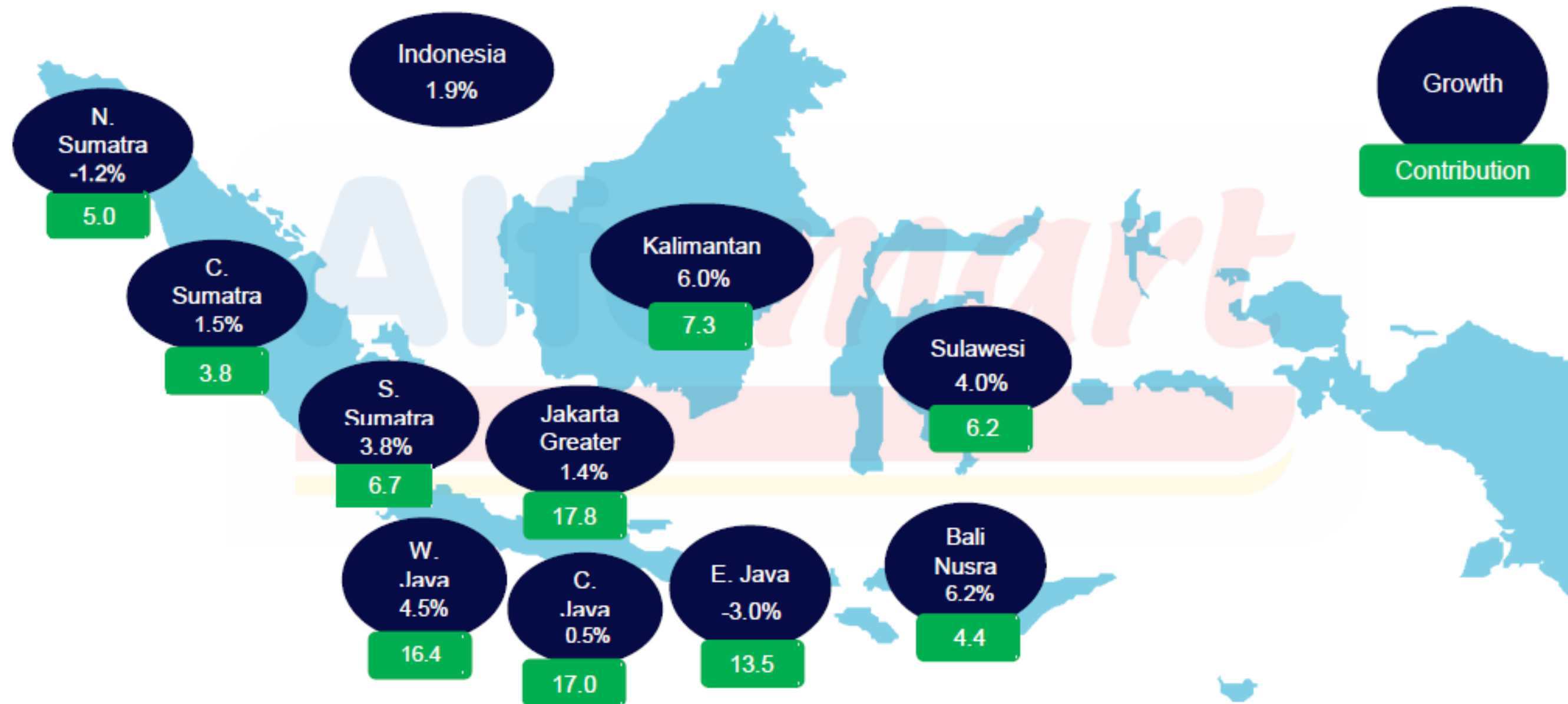
Source: NielsenIQ

INDONESIA

MT STORES

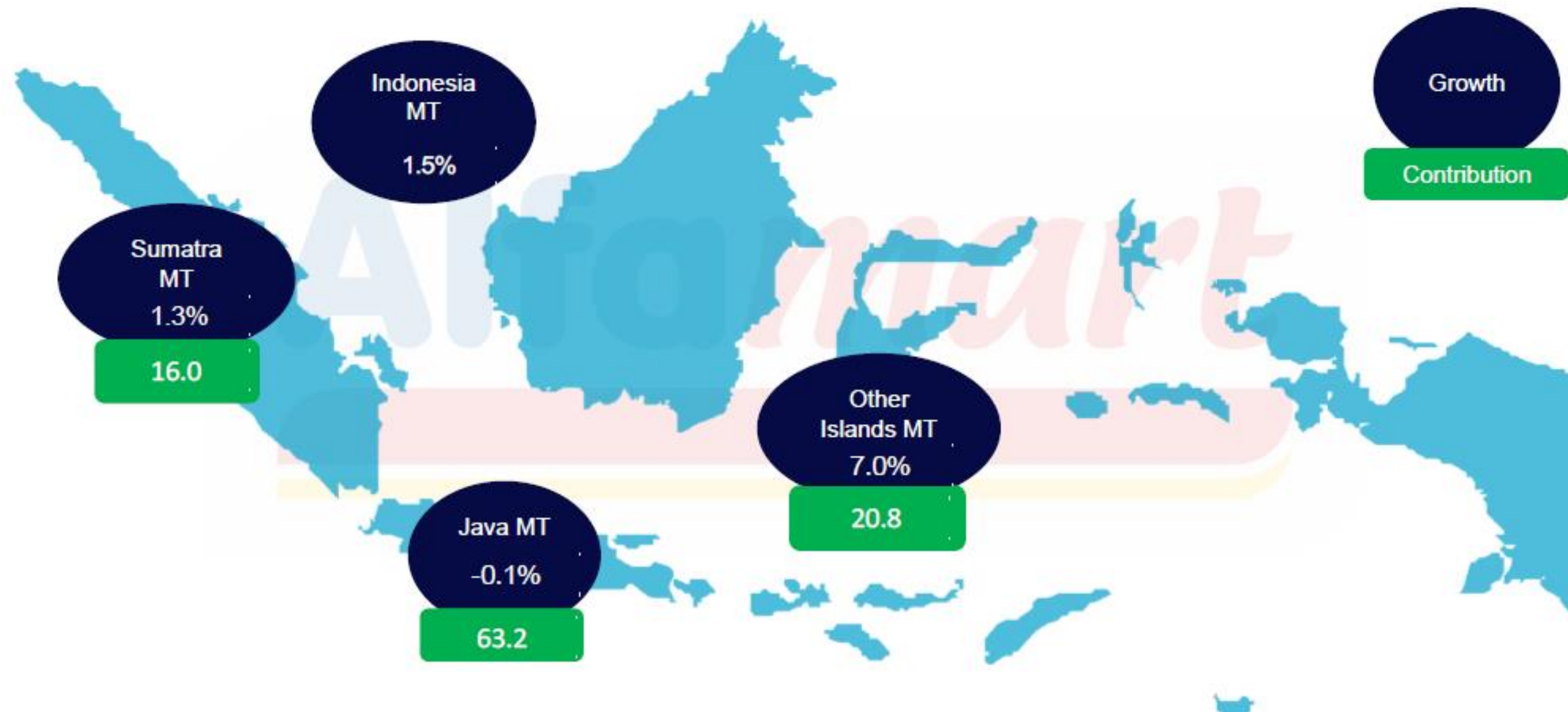


INDONESIA GROCERIES GROWTH



Indonesia's growth is driven by Outer Islands, with accelerating momentum in Kalimantan and Bali Nusra signaling strong outer island expansion.

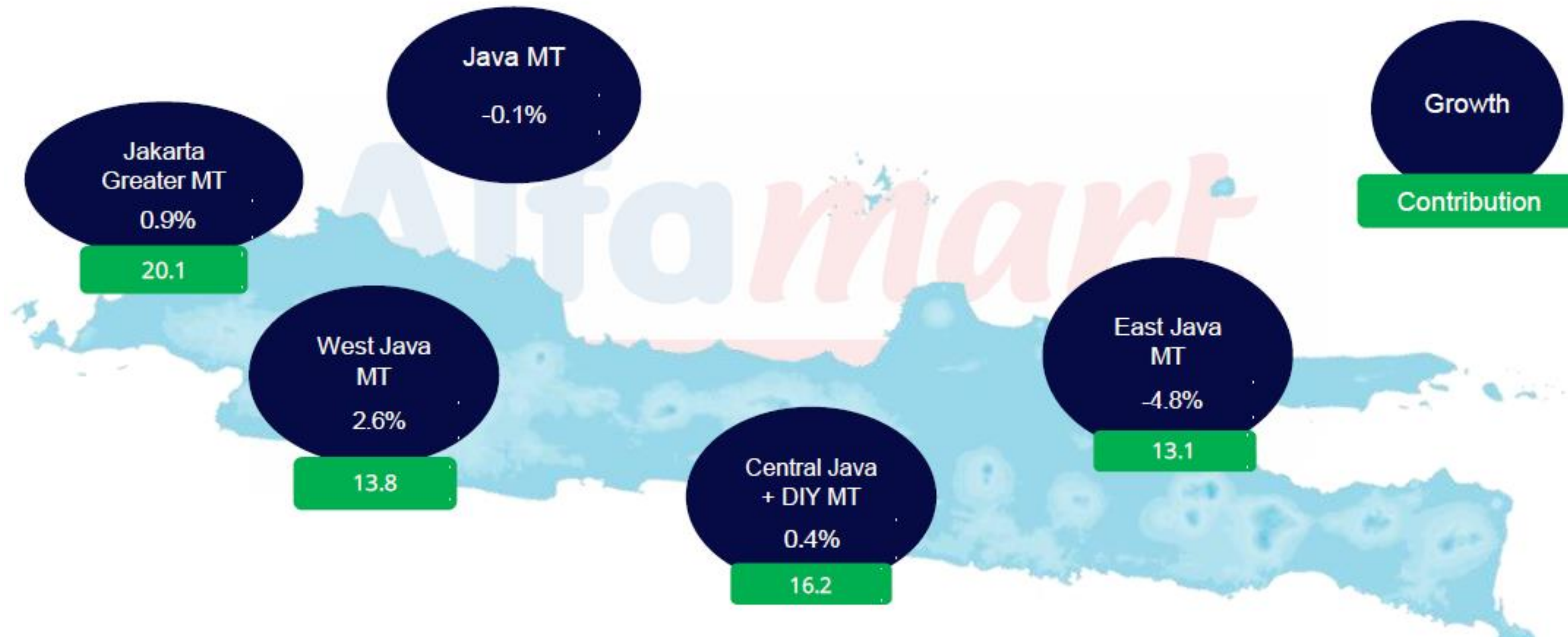
BY REGION MT GROWTH



Outer Islands are showing much stronger momentum, recording around 7% growth, significantly higher than the national average, with their contribution gradually increasing over time.

Source: NielsenIQ

JAVA MT GROWTH



Modern trade performance in Java remained relatively flat overall, with West Java showing stronger growth while East Java softened.

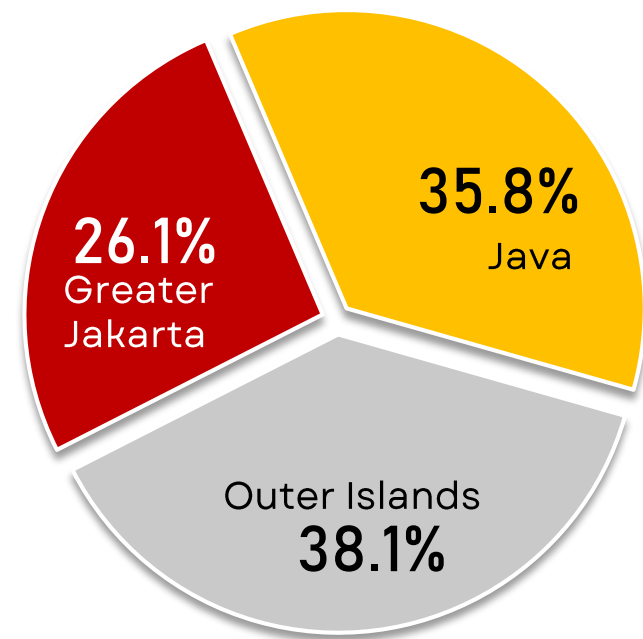
Source: NielsenIQ

BUSINESS **PERFORMANCE**

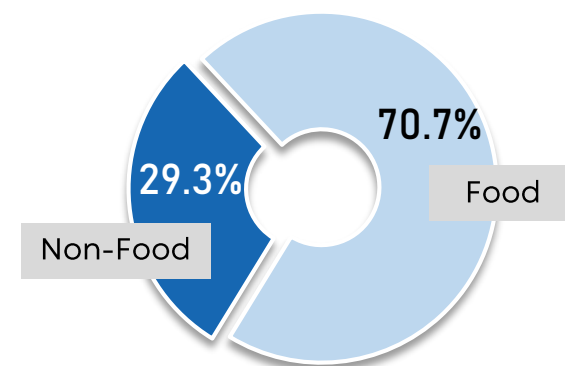
FINANCIAL HIGHLIGHTS

YTD DEC-25

Revenue by Region



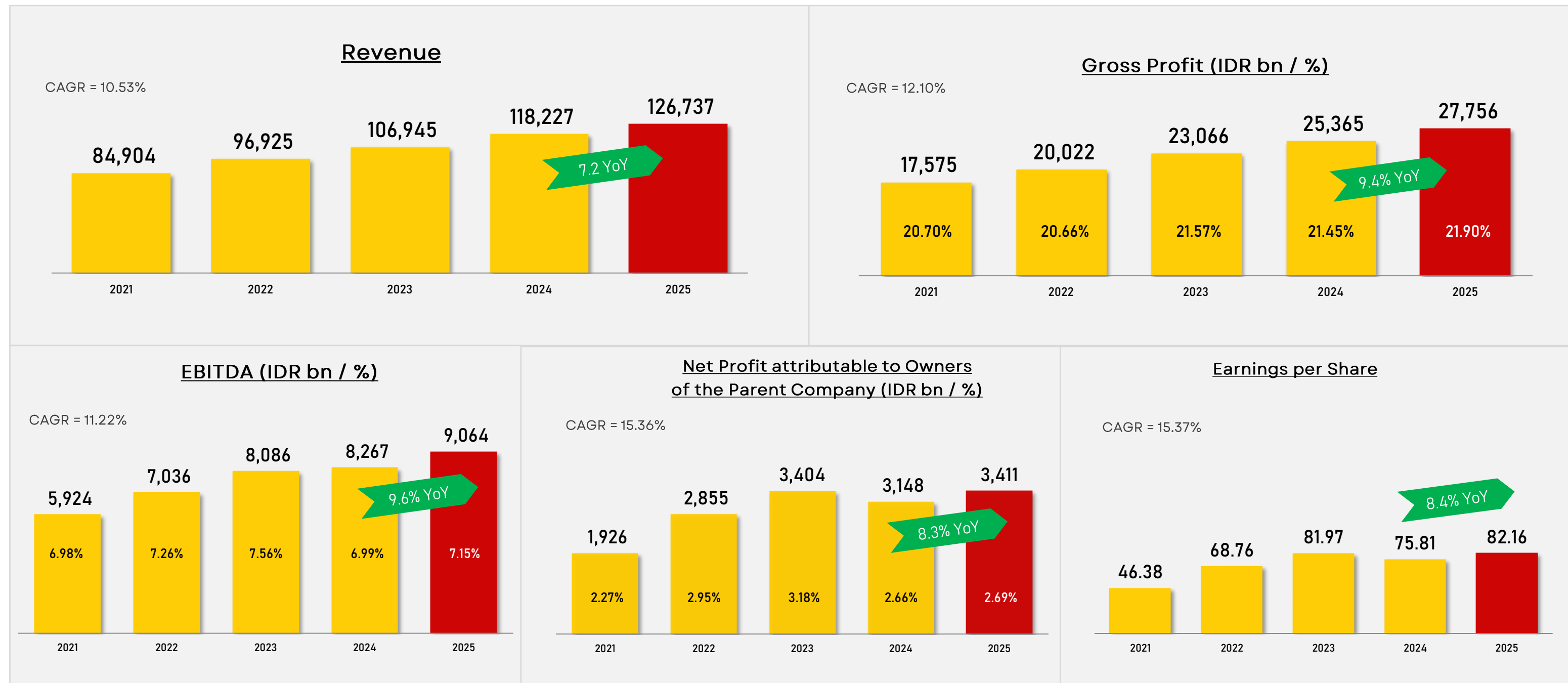
Revenue by Type



	4Q24	4Q25	Growth (YoY)	FY24	FY25	Growth (YoY)
Revenue	30,010	32,261	7.5%	118,227	126,737	7.2%
Gross Profit <i>GP Margin</i>	6,497 21.65%	7,452 23.10%	14.7%	25,365 21.45%	27,756 21.90%	9.4%
Operating Income <i>Op. Income Margin</i>	973 3.24%	1,604 4.97%	64.8%	4,079 3.45%	4,562 3.60%	11.9%
Net Profit Att. <i>NP Margin</i>	749 2.50%	1,096 3.40%	46.3%	3,148 2.66%	3,411 2.69%	8.3%
EBITDA <i>EBITDA Margin</i>	2,085 6.95%	2,774 8.60%	33.1%	8,267 6.99%	9,064 7.15%	9.6%

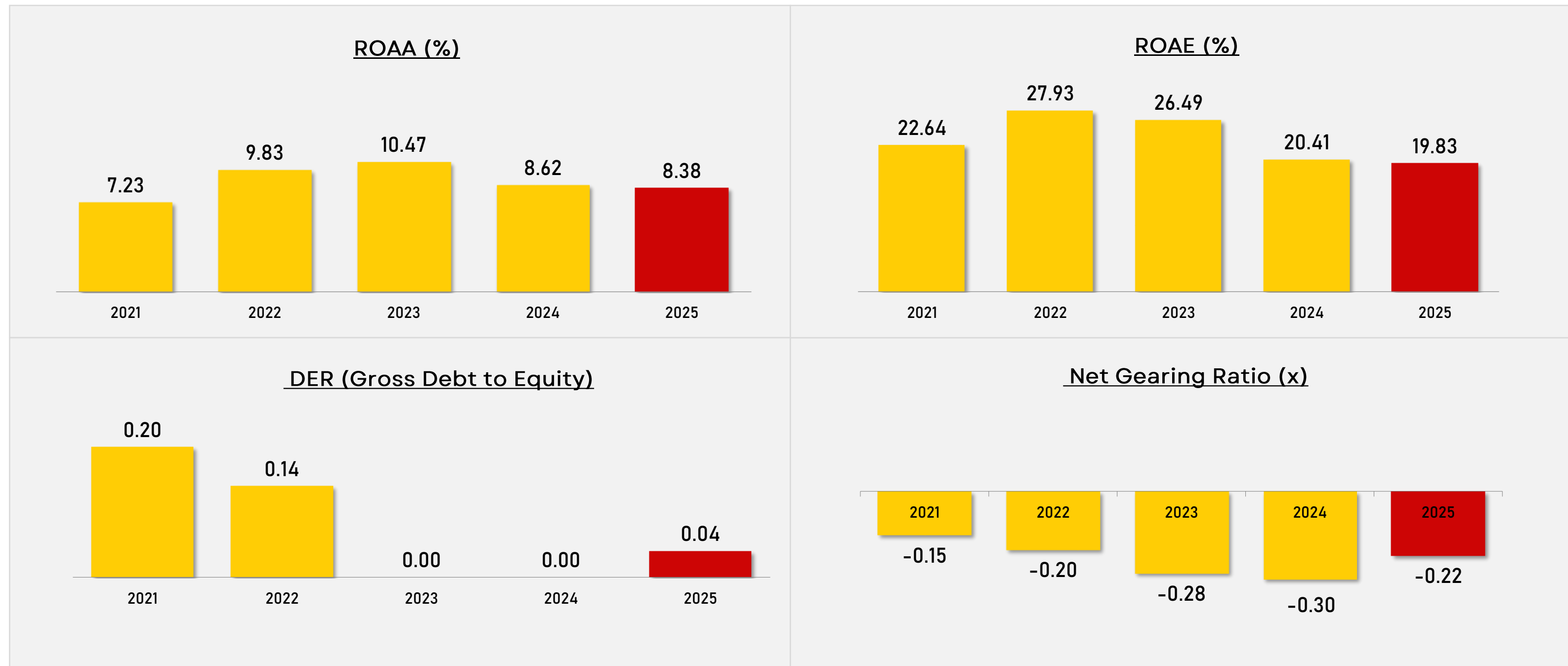
INCOME STATEMENT

YTD DEC-25



RATIOS

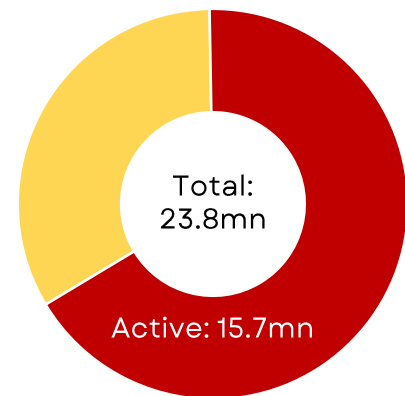
YTD DEC-25



ONLINE SALES YTD DEC-25

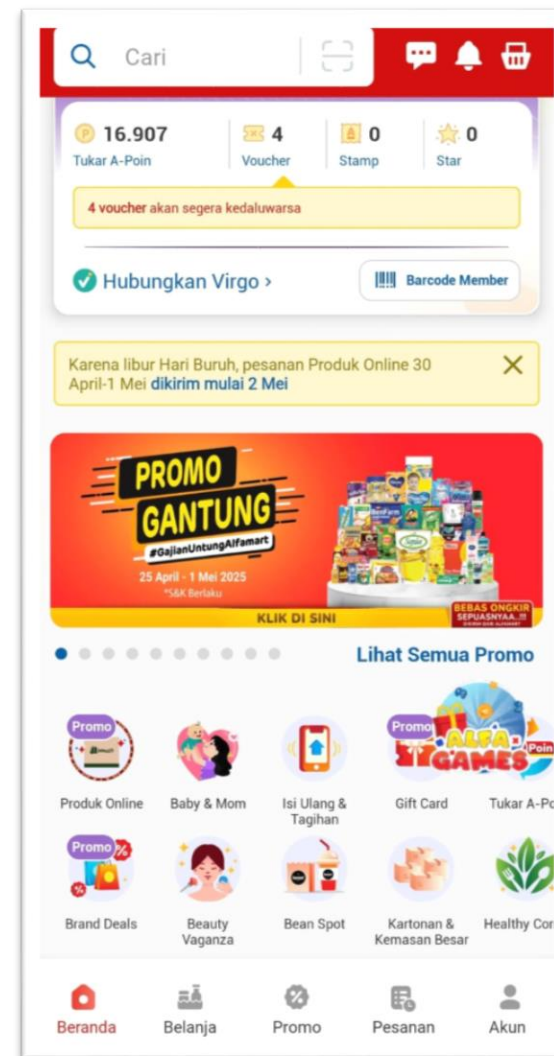
- YTD Dec-25, Online Sales accounted for ~8% of total Revenue, grew by ~31% YoY.
- Appointed ~3,000 stores as delivery points.
- Customers spend more than twice as much per transaction online compared to offline.
- Alfagift serves as a central pillar of our omnichannel strategy, complementing and extending the reach of our offline stores.

Members



- ❑ Active members grew by ~18% YoY
- ❑ Generated ~58% of total Revenue

Customer shops from Alfagift



Delivery ~30 mins-1 hour



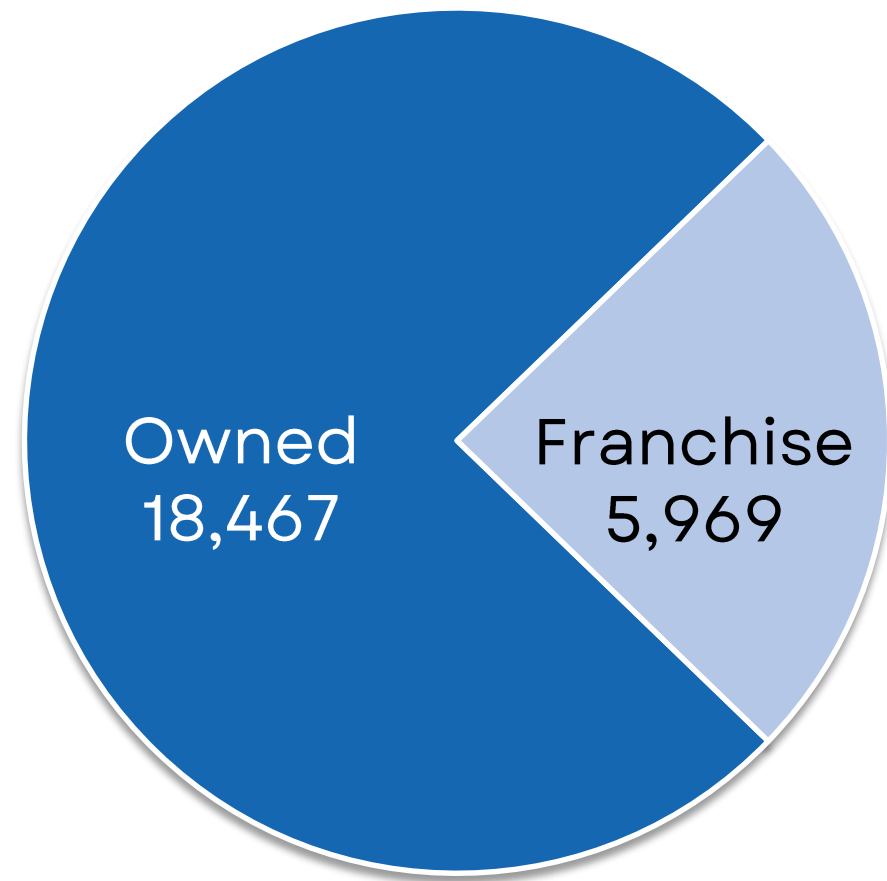
Receive package



OPERATIONAL NETWORK



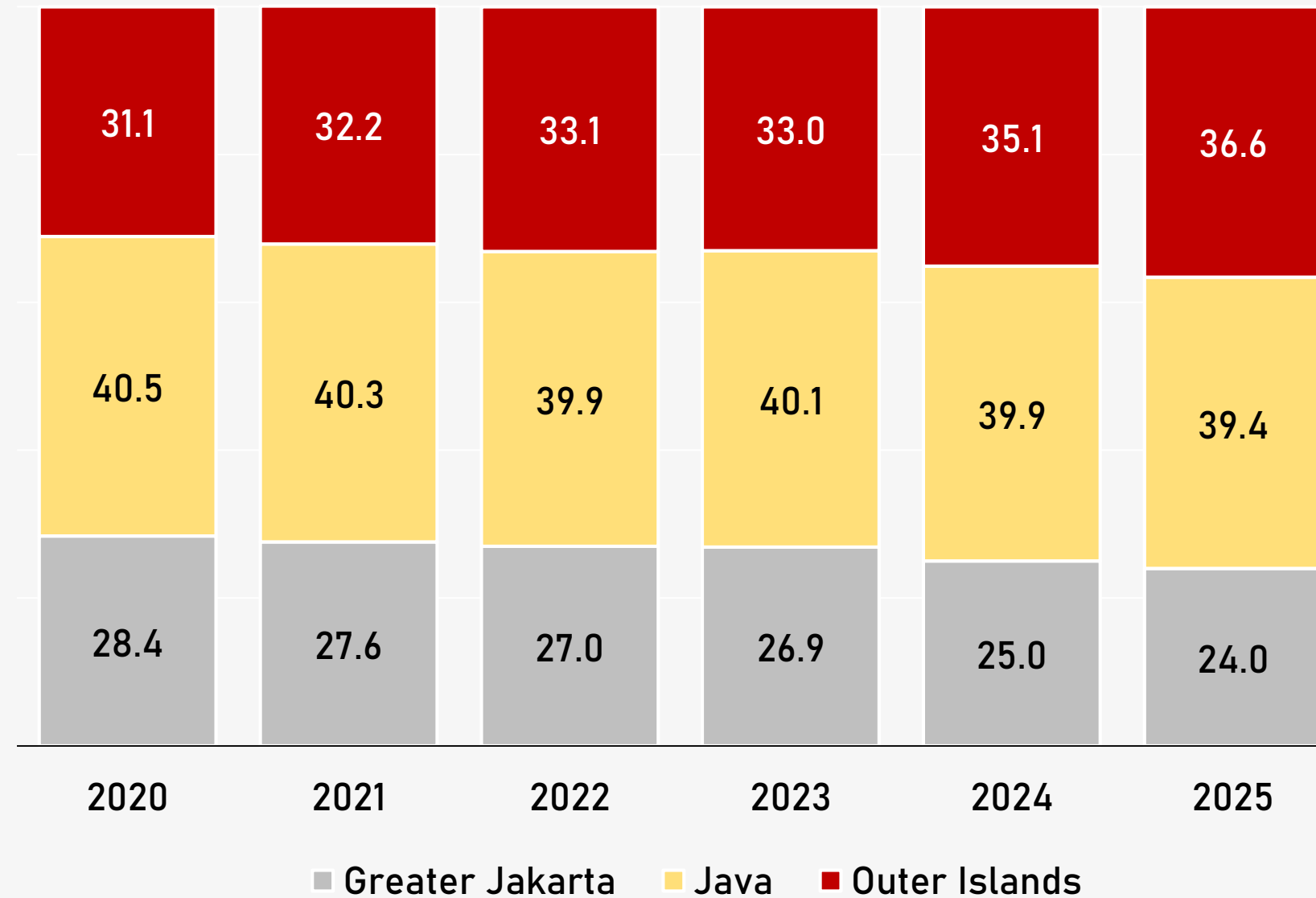
STORES NETWORK



YTD Dec-25

- Total stores: 24,436
- Net addition: 1,159

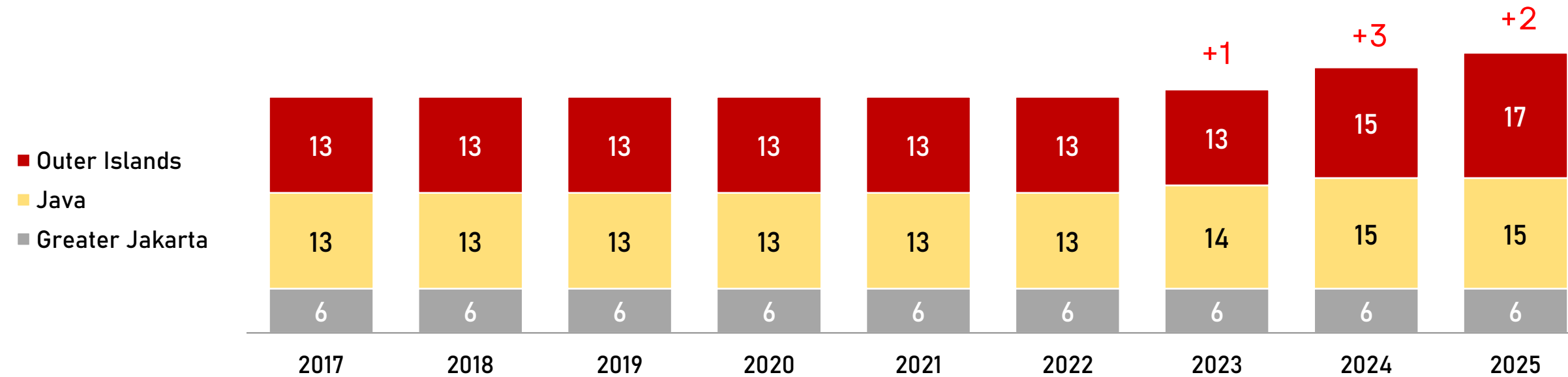
Store Geographical Breakdown (%)



Outer islands present a significant growth opportunity and remain a key priority in the expansion plan.

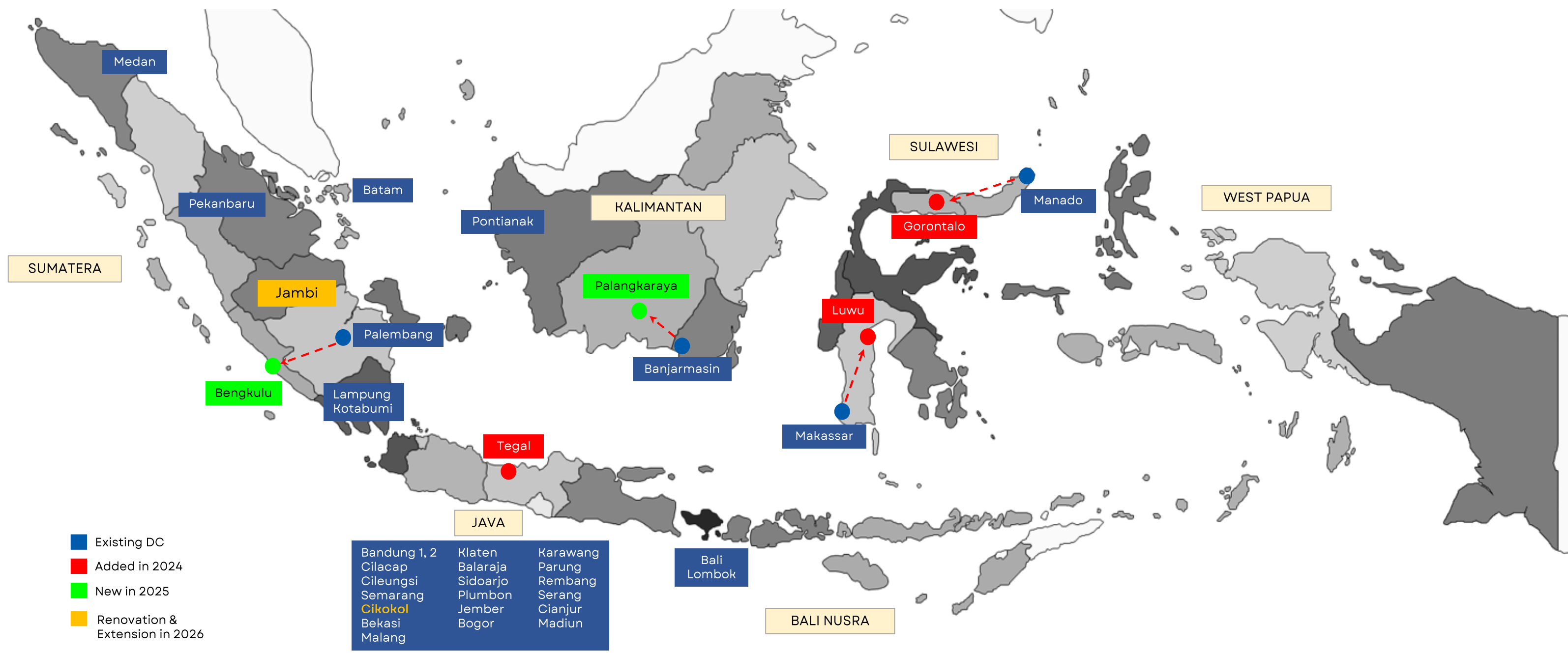
DISTRIBUTION CENTERS

Alfamart – Distribution Centers



- As of YTD Dec-25, we operate 51 warehouses (Alfamart, Alfamidi, Dan+Dan, and Lawson), along with 17 depots and 20 store hubs strategically located across Indonesia.

EXPANSION PLAN



New DCs expand network coverage, enhance supply chain efficiency, and drive long-term OPEX optimization.

SUSTAINABILITY



SUSTAINABILITY

ESG

Sustainable Energy

- **Alfamart**
 - Has installed solar panels in 33 branches + 2 stores
 - YTD Dec-25, reduction of ~6,866tons CO₂ emissions
- **Alfamidi**
 - Has utilized solar panels in 8 branches and 29 Super stores
 - YTD Dec-25, reduction of ~1,376tons CO₂ emissions

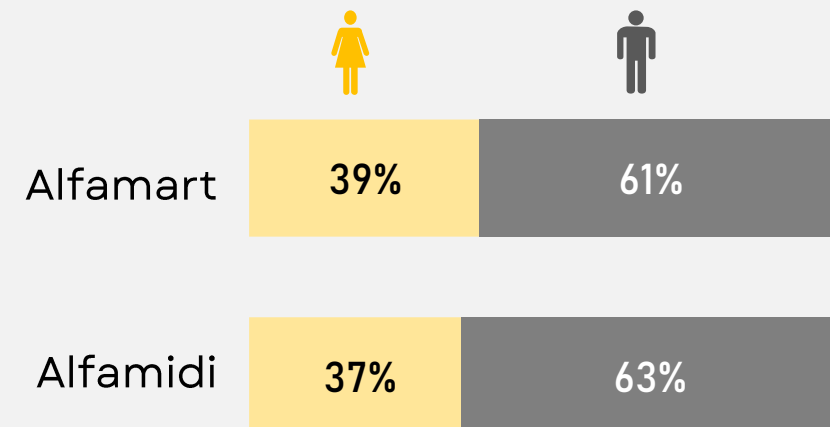


Reduction of Plastic Bag

In YTD Dec-25, the transactions with plastic bags have been reduced to 30.5% in Alfamart and 22.2% in Alfamidi.

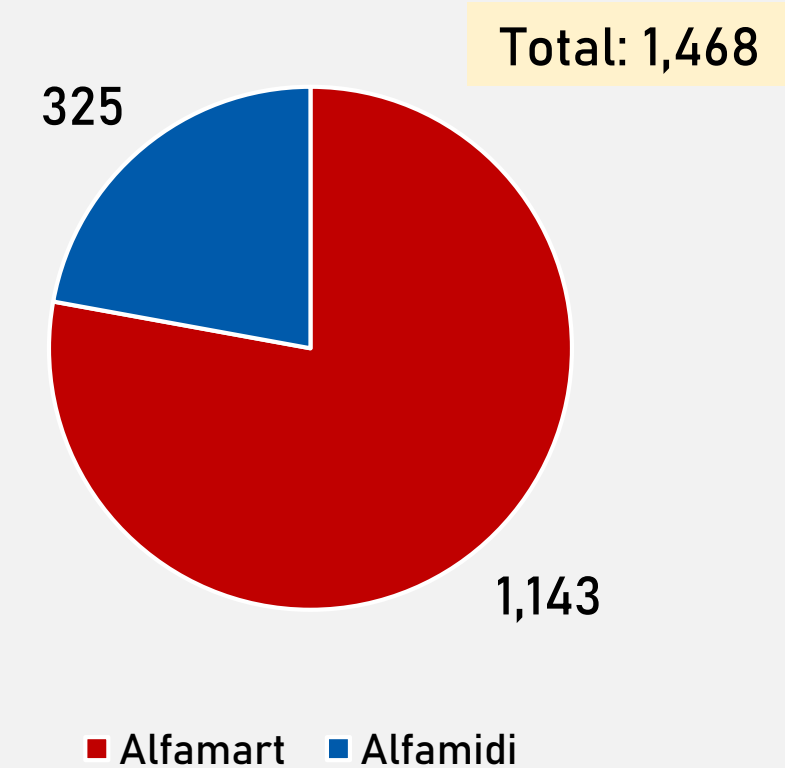


Gender Diversity



Alfability

The Company's program, initiated in 2016, offers employment opportunities for individuals with disabilities, ensuring equal career development.



EMPLOYEE ENGAGEMENT

Employee-Focused Activities



VOICE
OF
EMPLOYEE

Employee Survey

Happiness
(8.65/10)*

Satisfaction
(3.52/4)*

- Job
- Peer
- Superior
- Organization

- Engaging & balanced workload
- Employee development
- Employee involvement
- Appreciation & recognition
- Employee feedback & engagement

- Conducted annually
- ~132,000 respondents*
- Carried out in the head office, warehouse, and store levels

*2025 Survey

2026 GUIDANCE

REVENUE GROWTH

High single digit

E-voucher reclassified Sep 2025*

SSSG

~4-5%

Same-store Sales Growth

STORE EXPANSION

~1,000

Alfamart 800, Alfamidi 200, Dandan 30-40

ONLINE SALES CONTRIBUTION

~10%

of Total Revenue

Note: Starting September 2025, sales of e-vouchers are classified under fee-based income and are no longer recorded as revenue.



THANK YOU

PT SUMBER ALFARIA TRIJAYA TBK.

Alfa Tower
Alam Sutera, Tangerang
Indonesia