



MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk

[As of June 30, 2020]



Overview Ytd June 2020



Industry Update



Operational Performance



Financial Highlights



CSR Programs

OVERVIEW JUNE 2020



Trade Channel Growth

- Indonesia Total Grocery declined from 4.3% to 0.7%.
- Modern Trade recorded a decline from 8.8% to 3.7% during 1H 2020 (YoY), whilst Minimarket declined from 14.8% to 7.7%.
- Super/Hyper and Traditional Channel showed a negative growth (Super/Hyper from -4.8% to -7.4% and Traditional from 0.1% to -5.0%).

Performance By Department

- Food and Non Food Categories both recorded decline from 3.8% to -0.8% and 5.3% to -0.3% respectively.
- Beverage, Breakfast, Indulgence, and Personal Care product category dragged down Food and Non Food Department to negative growth.

Store Net Addition

- Alfamart 442 stores
- Alfamidi 137 stores
- Dan+Dan 8 stores

Alfa Group Market Share

- Alfamart & Alfamidi market share to Total Indonesia grew from 10.7% to 11.8% and 1.9% to 2.2%.
- Alfamart & Alfamidi market share to Total Modern Trade are growing from 21.5% to 22.6% and 3.9% to 4.1%.
- Alfamart & Alfamidi market share to MT Minimarket are growing from 29.4% to 29.7% and 5.3% to 5.4%.

Financial Performance

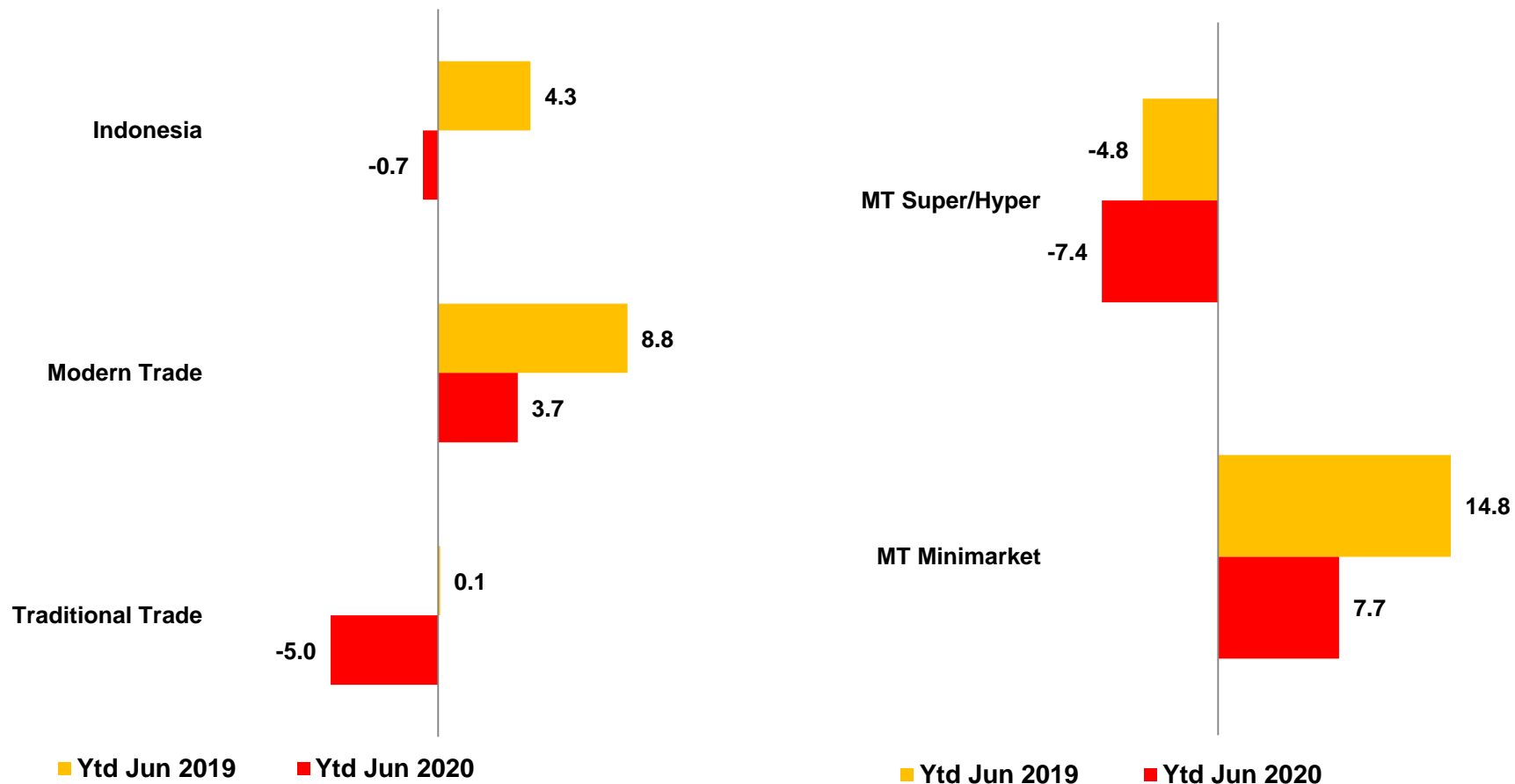
- Revenue grew by 5.3% (YoY) from IDR 36.2 Trillion to IDR 38.1 Trillion.
- Net Profit grew by 23.2% (YoY) from IDR 400 Billion to IDR 493 Billion.
- Net Gearing Ratio marginally decreased from 0.46 X to 0.45 X.



INDUSTRY UPDATE

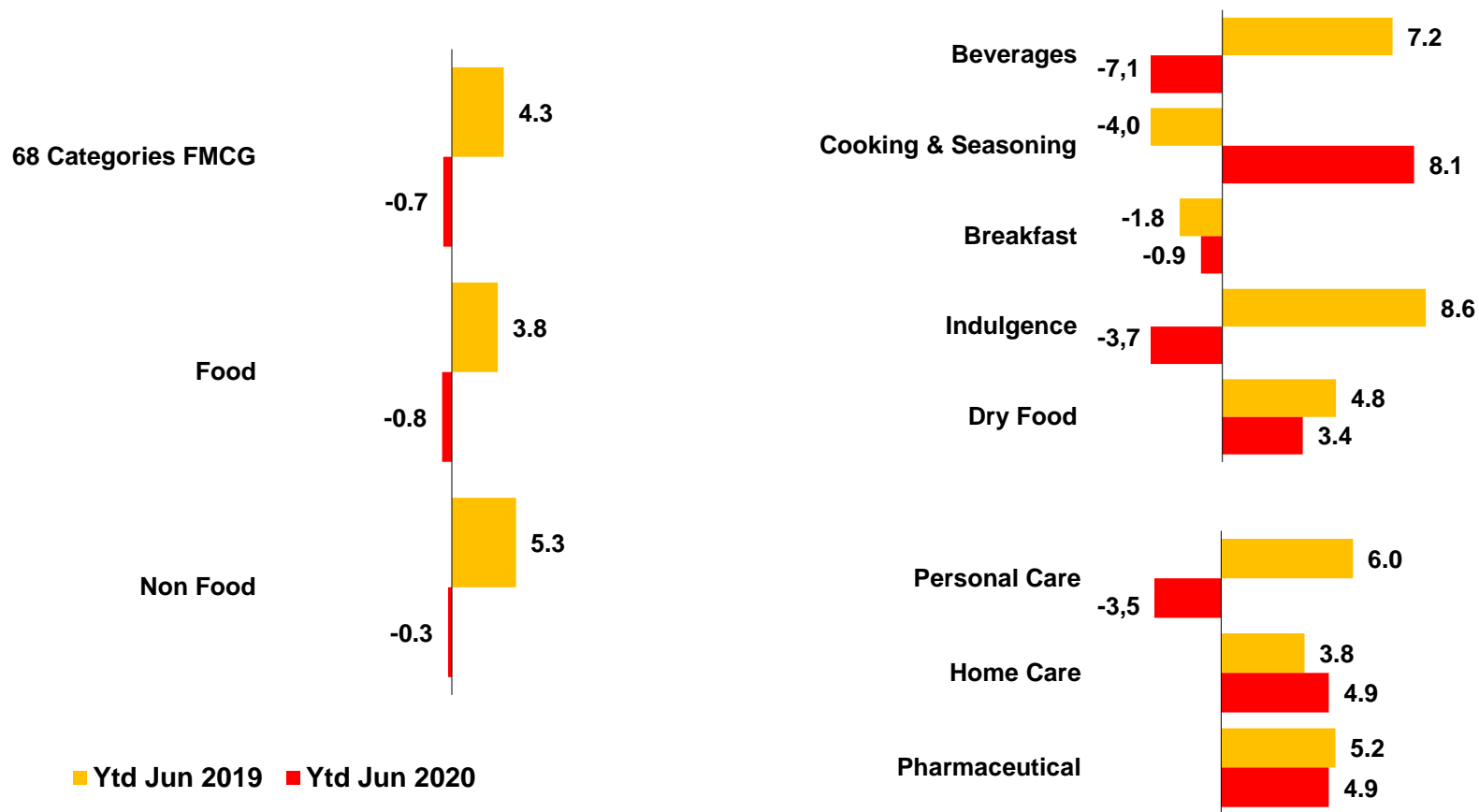


Indonesian Total Grocery Ytd June 2019 vs Ytd June 2020 [Total 68 FMCG Categories]



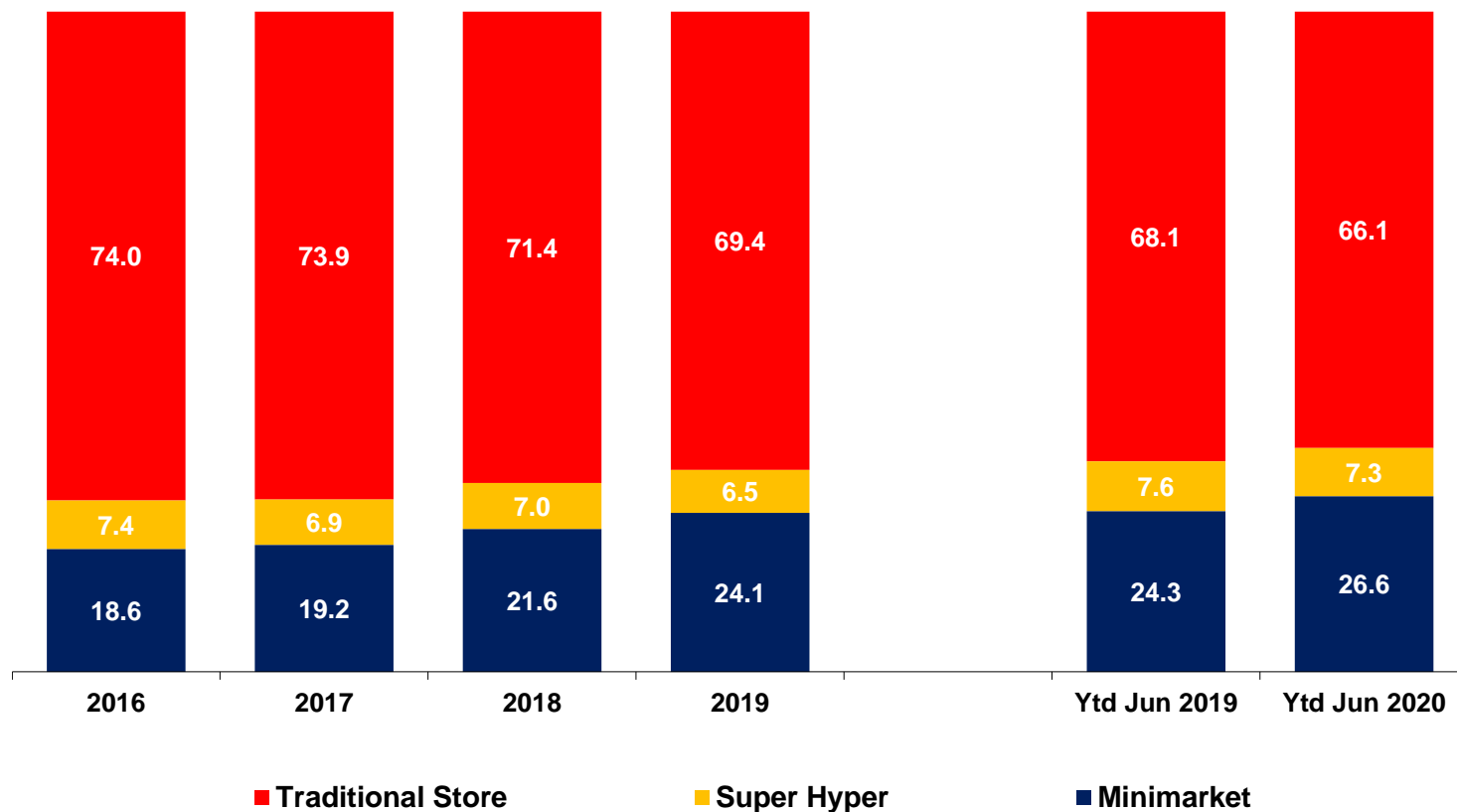
Source: Nielsen Retail Audit

Indonesian Total Grocery Ytd June 2019 vs Ytd June 2020 [Total 68 FMCG Categories]



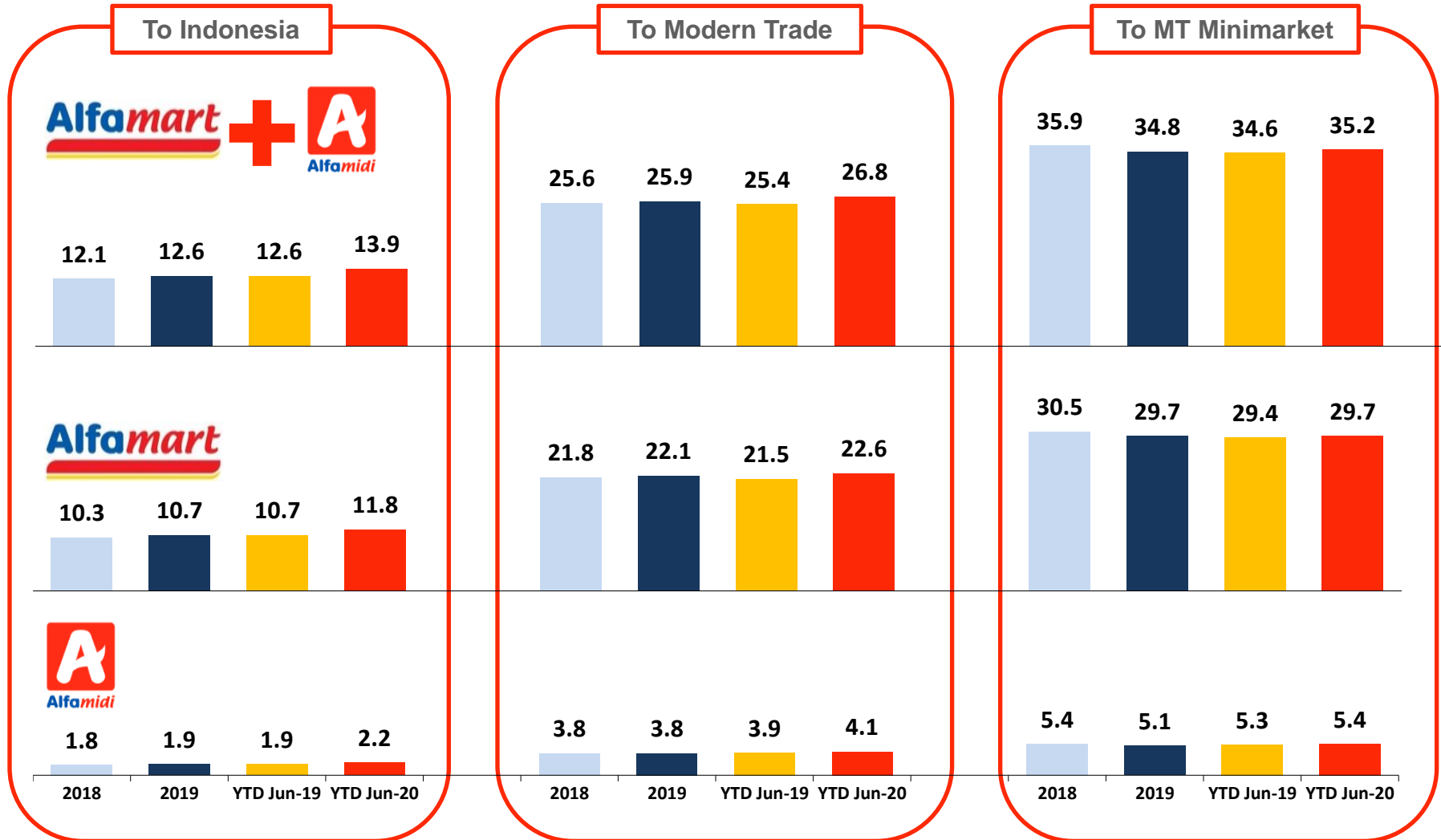
Source: Nielsen Retail Audit

Indonesian Total Grocery Ytd June 2019 vs Ytd June 2020 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

Alfa Group [Total 68 FMCG Categories] Ytd June 2020



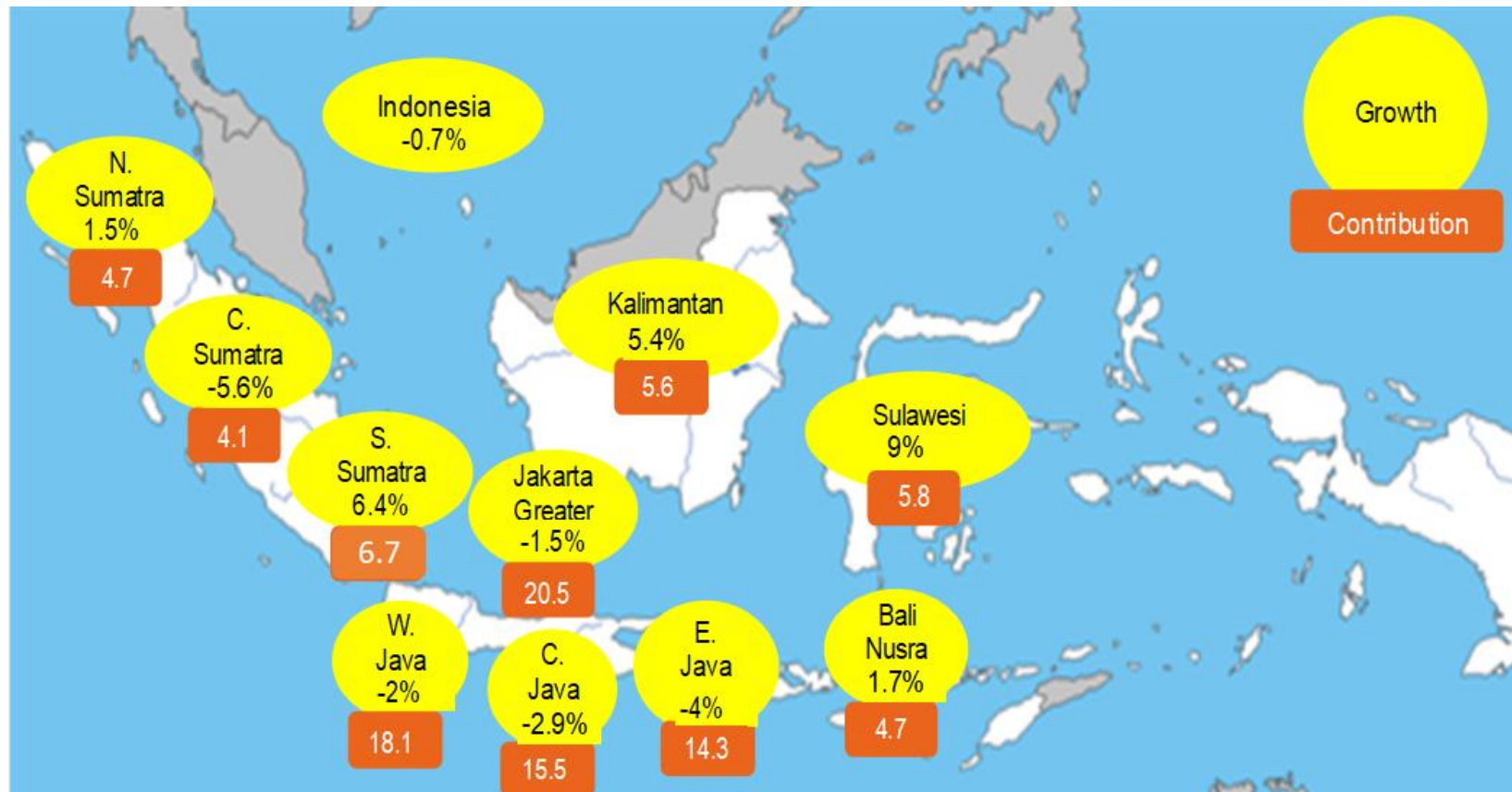
Source: Nielsen Retail Audit

	STORE NUMBER	
	FY 2019	Jun-20
ALFAMART	14,310	14,752
ALFAMIDI	1,538	1,672
INDOMARET	17,393	17,764
CIRCLE K	426	378
LAWSON	71	71
FOODMART MINI	11	13
ALFAMIDI SUPER	17	20
FARMER MARKET	26	30
SUPERINDO	172	175
RANCH MARKET	16	16
LOTTE SUPER	1	1
RAMAYANA	82	76
FOODMART	30	31
GIANT EKSPRES	63	63
HERO	24	20
AEON	2	2
FOODHALL	30	33
LOTTE HYPER	14	13
GIANT EKSTRA	37	37
HYPERMART	103	100
DAN+DAN	197	205
WATSONS	138	143
BOSTON	69	64
GUARDIAN	293	301

Total Indonesian Groceries Growth By Region

- All regions across Java experienced negative growth, especially in East Java of -4%
- Although Java showed negative growth under Indonesia average, it still recorded highest contribution of 68.4%

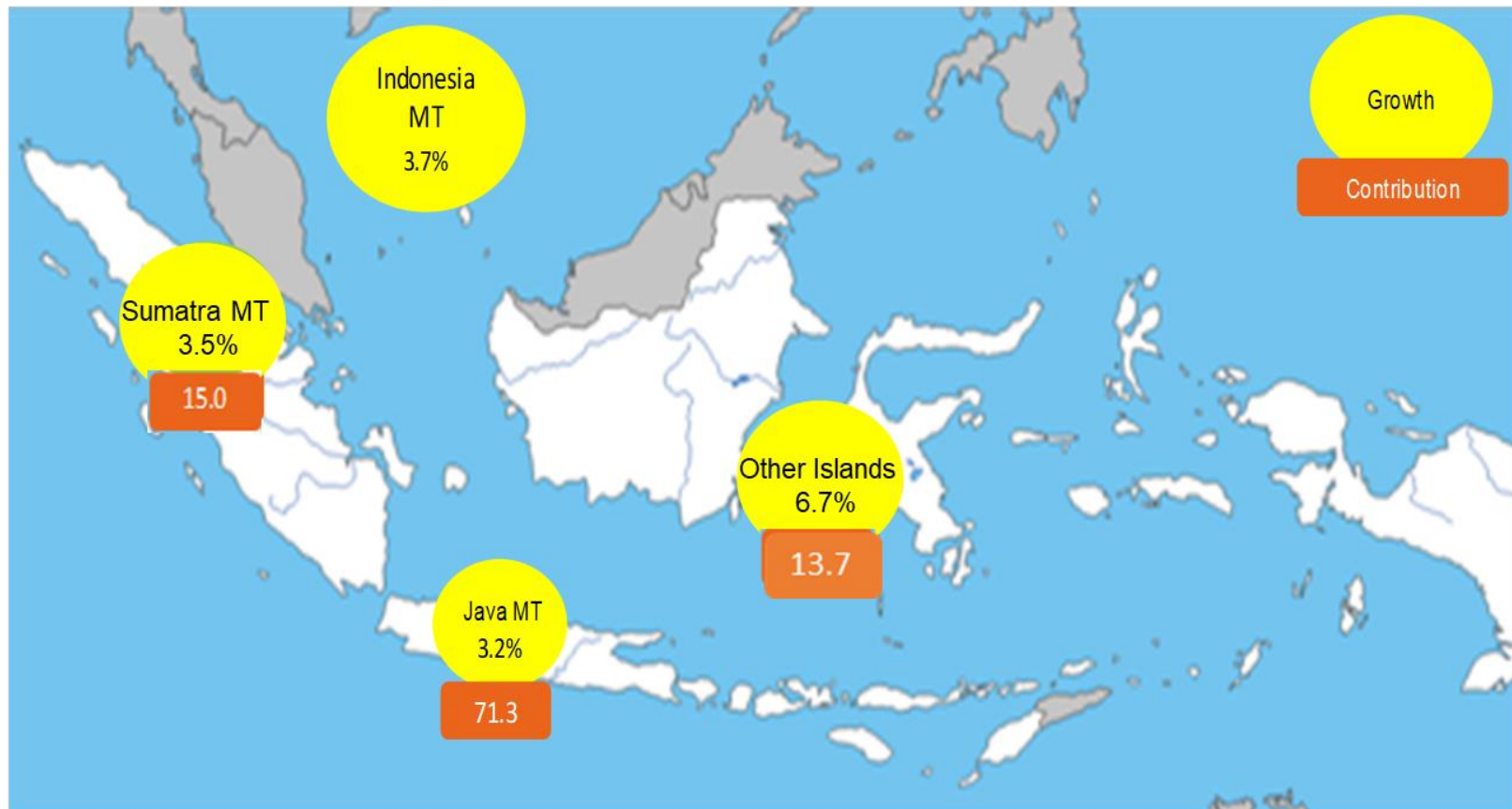
Indonesian Total Groceries Ytd June 2020 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit

Total Indonesian Modern Trade showed 3.7% growth whilst Other Islands (Kalimantan, Sulawesi, Other Eastern Indonesia) grew by 6.7%

Indonesian Total Groceries Ytd June 2020 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit

OPERATIONAL PERFORMANCE



Warehouse & Stores

- As of June 2020, we managed 44 warehouses scattered throughout Indonesia
- 16,720 stores scattered in Indonesia (33% Greater Jakarta; 37% Java; 30% Outside Java)



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

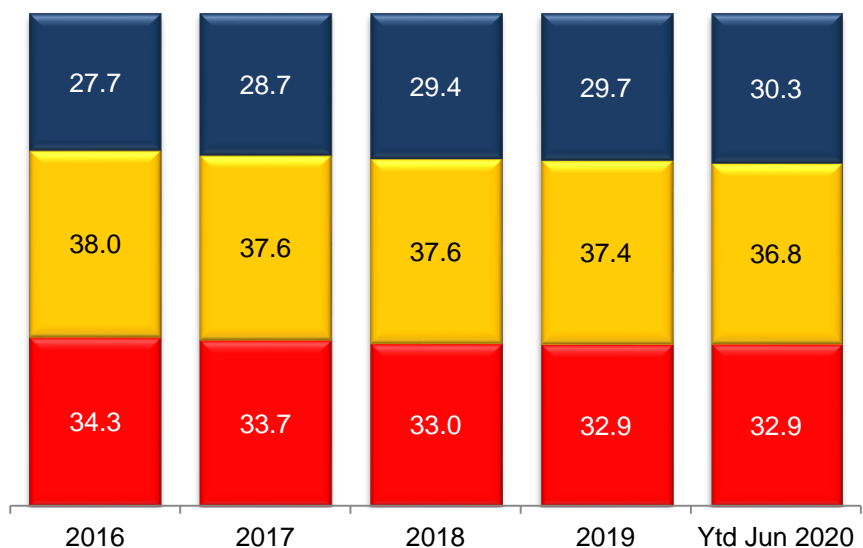
Notes :

^{a)} DC Alfamidi

^{b)} DC Dan+Dan

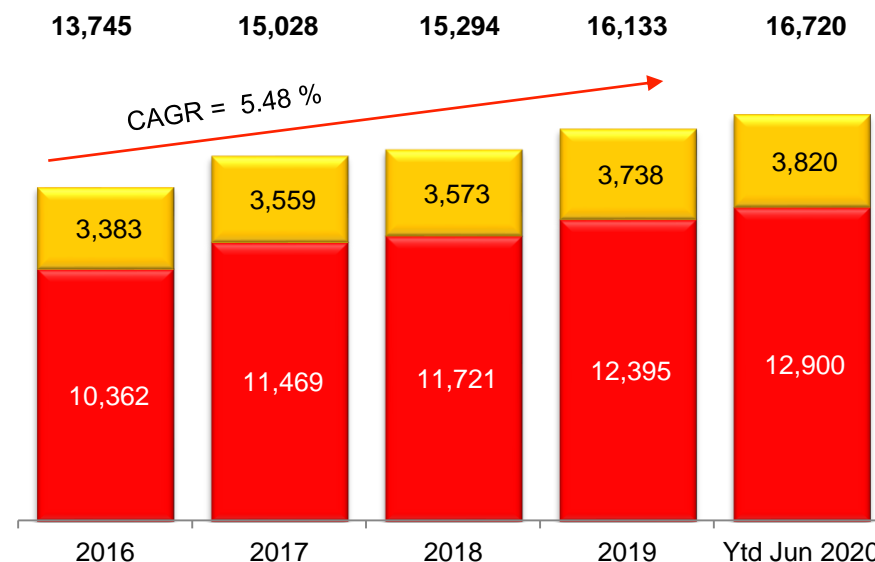
There is slight shift of new store opening / store presence from Greater Jakarta to Outer Island during the last 5 years.

Geographic Breakdown (%)



■ Outside Java ■ Java (Outside Greater Jakarta) ■ Greater Jakarta

Company Owned & Franchise Stores



■ Company Owned ■ Franchise

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

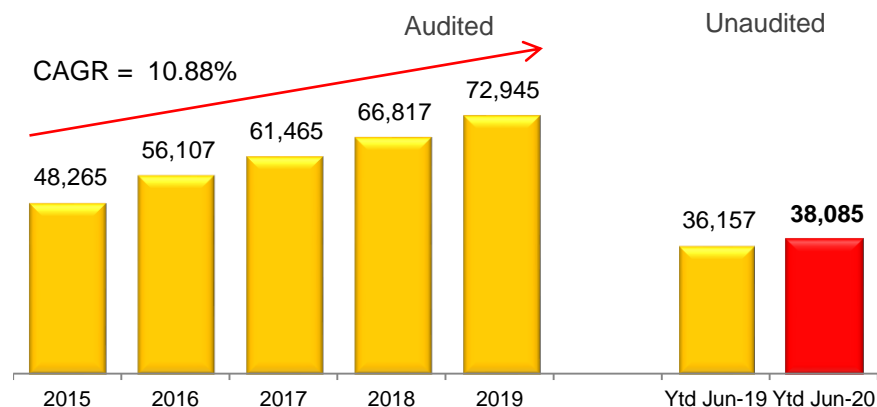
FINANCIAL HIGHLIGHTS



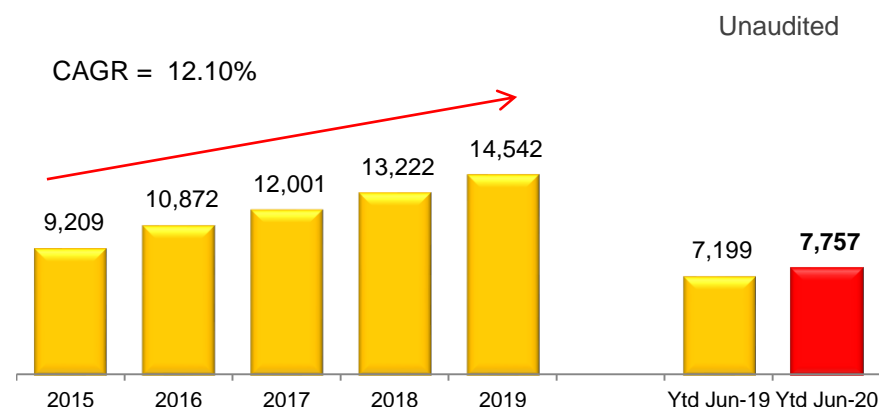
Income Statement Summary Consolidated

As of June 2020 [Rp Billion]

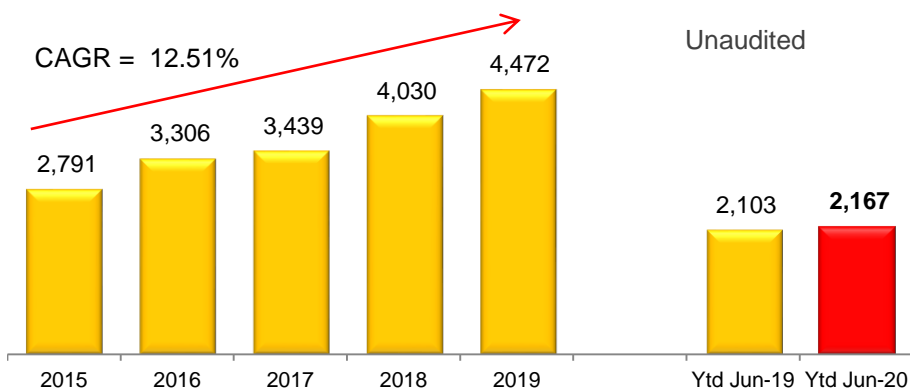
REVENUE



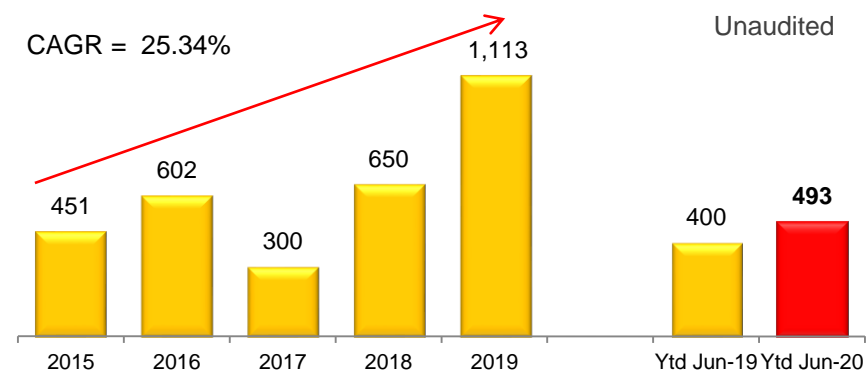
GROSS PROFIT



EBITDA



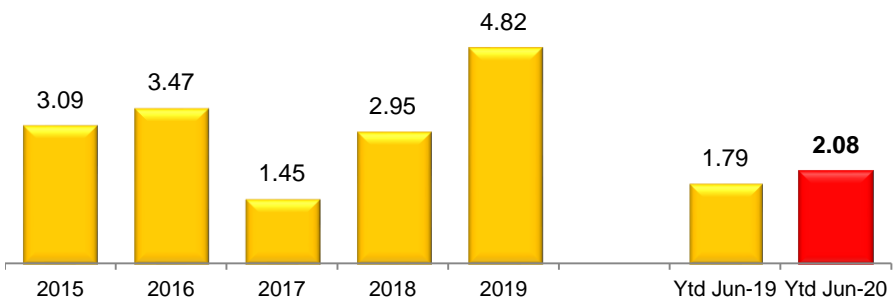
Income for the year attributable to owners of the Parent Company



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.

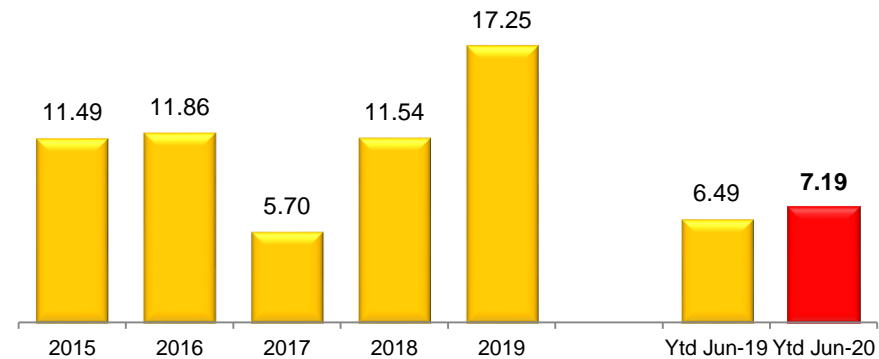
ROAA (%)

Unaudited



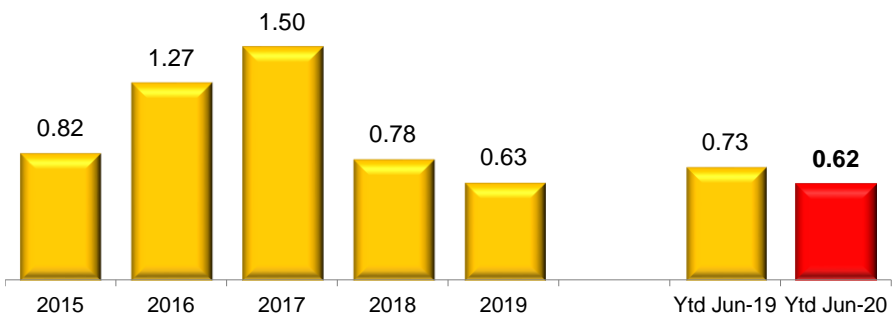
ROAE (%)

Unaudited



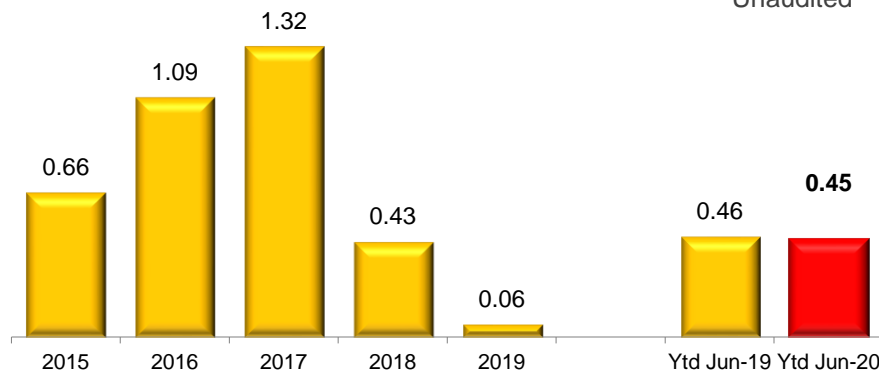
DER (Gross Debt to Equity)

Unaudited



Net Gearing Ratio (x)

Unaudited



CSR PROGRAMS





Sosial Alfamart Care

Distributed 1,500 packages to referral hospitals Covid-19



Distributed 100,000 medical and non medical masks





Social Alfamart Care

Distributed Voucher Alfamart For 30,000 Driver Online (applies to purchases of basic needs)





UKM Alfamart Support

Free Rental Cost For 12,000 UKM (2 months)



THANK YOU

