



MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk. [As of June 30, 2023]



Business Overview

Industry Update

Network & Distribution

Financial Highlights



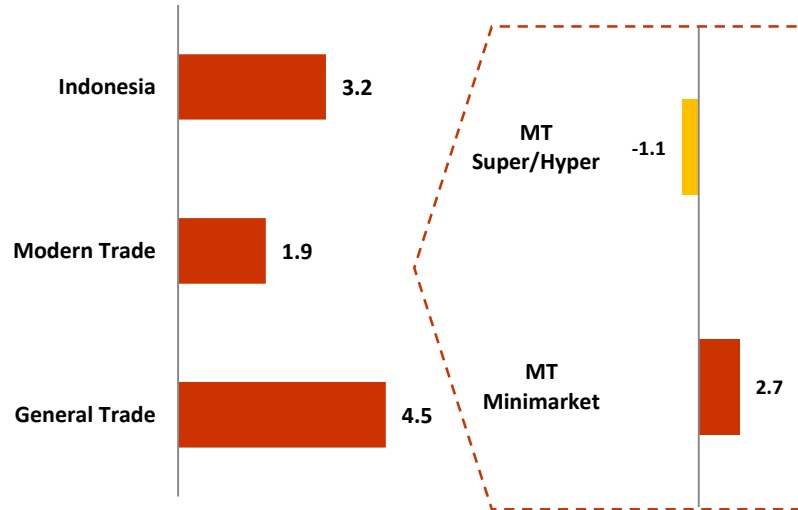
Business Overview



Channel Growth & Market Share



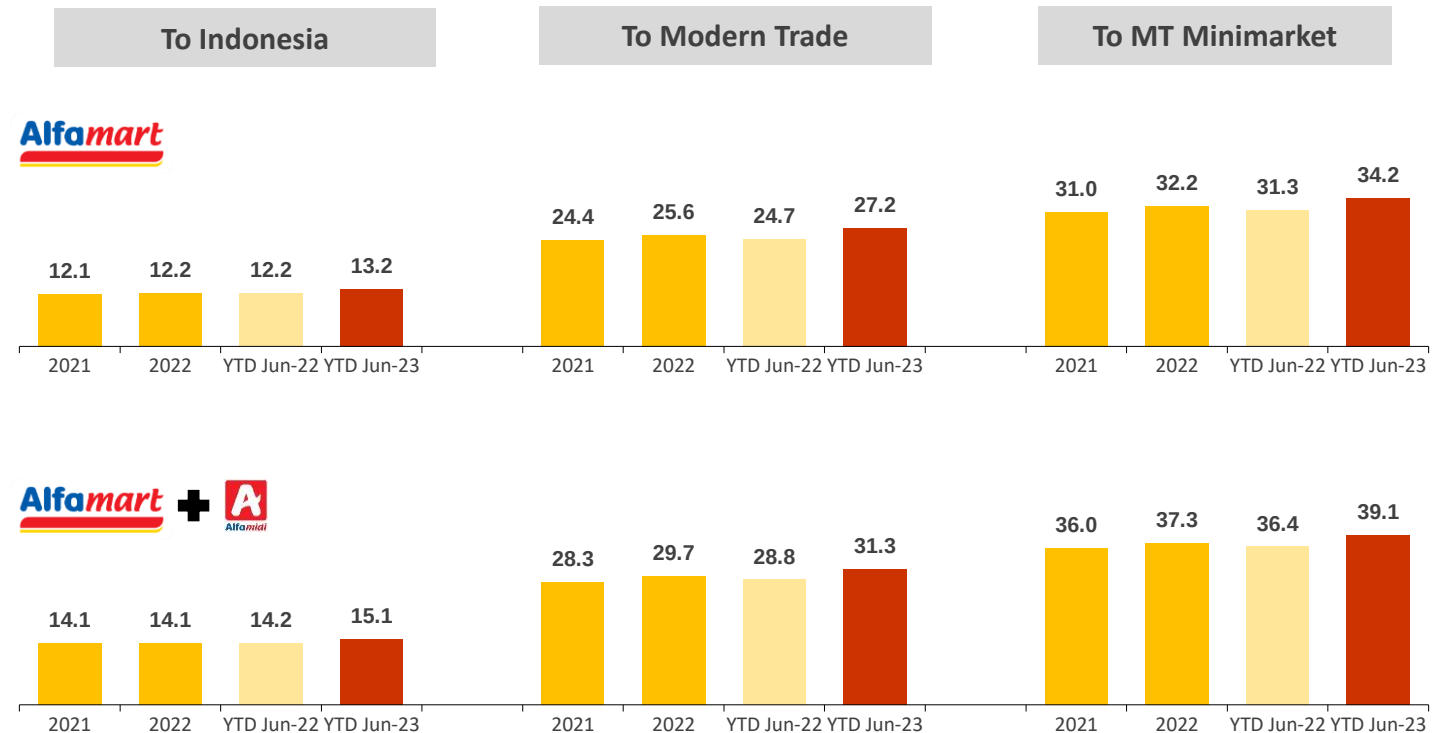
Trade Channel Growth YTD Jun-23 (%) (Indonesia Total Groceries / 68 categories)



- Minimarket remains the growth driver in Modern Trade.

Alfamart Market Share (%)

As of YTD June 2023, Alfamart managed to gain market share across all industry landscape.

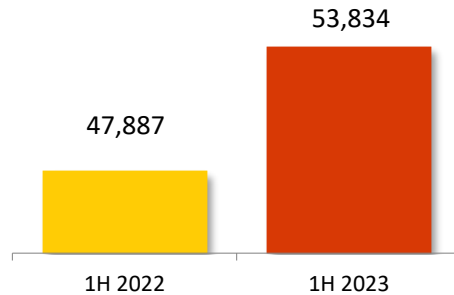


Performance Highlight YTD Jun-2023



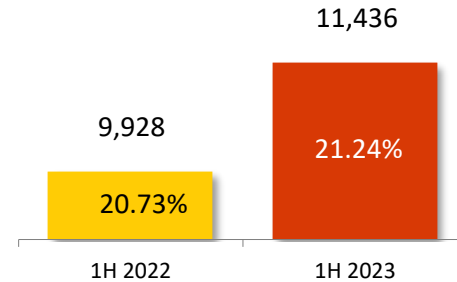
Revenue

Revenue increased by 12.4% YoY.



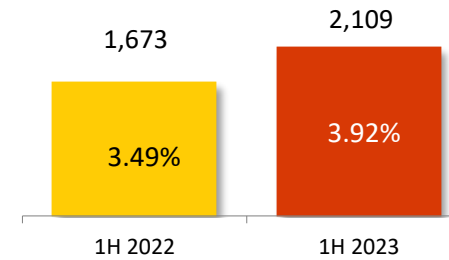
Gross Profit / Margin

Gross Profit grew by 15.19% YoY, with Gross Profit Margin of 21.24%.



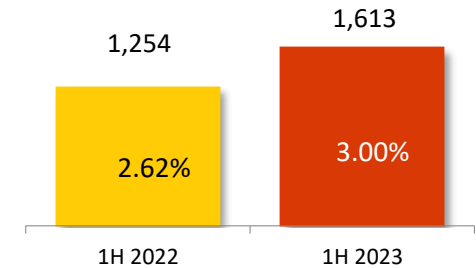
Operating Income / Margin

Operating Income grew by 26.09%, with Operating Income Margin of 3.92%.



Net Profit / Margin

Net Profit grew by 28.63% YoY and Net Profit Margin improved to 3.00%.

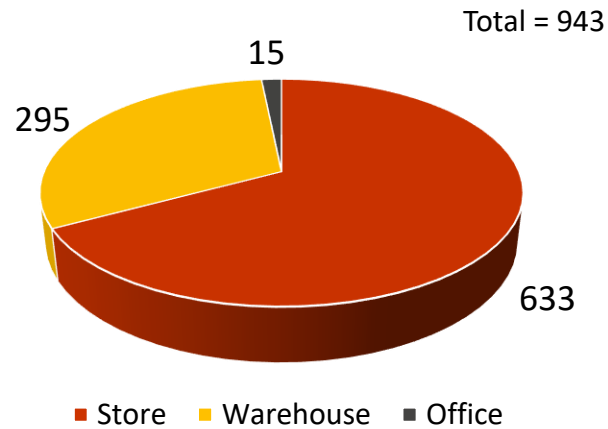


Quarterly Performance	1Q23	Q2 2023	Q2 2022	1H 2022	1H 2023
Revenue	26,167	27,667	24,978	47,887	53,834
Gross Profit	5,696	5,740	5,005	9,928	11,436
GP Margin	21.77%	20.75%	20.04%	20.73%	21.24%
Operating Income	1,015	1,094	779	1,673	2,109
Op. Income Margin	3.88%	3.95%	3.12%	3.49%	3.92%
Net Profit	776	837	578	1,254	1,613
NP Margin	2.96%	3.02%	2.31%	2.62%	3.00%

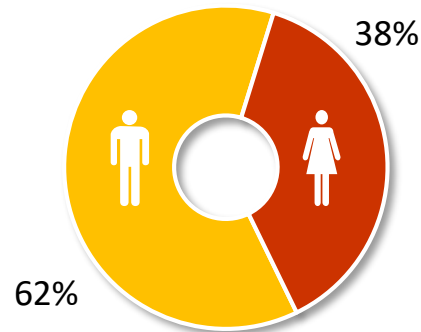
Net store addition per YTD Jun-2023 = 916

ESG & CSR

Disabled Employees YTD Jun-23

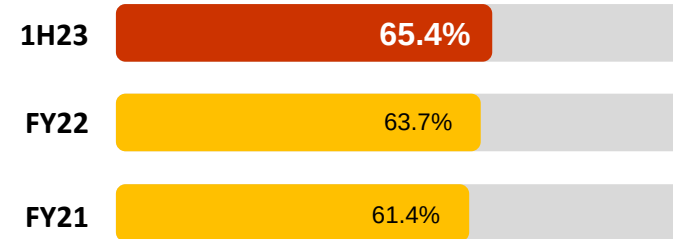


Gender Diversity



Plastic Bag Usage

In YTD Jun-23, the number of transactions without plastic bag reached 551mn or equivalent to 65.4% of total transactions.



Green Energy

The Company has installed solar panels in 11 branches and is installing another 9 more branches in 2023.



CSR

- Donation to natural disaster victims
- Free health service for the local communities
- Kampung Alfamart Sahabat Bumi: education to the communities about reducing plastic use, waste recycling, and tree planting

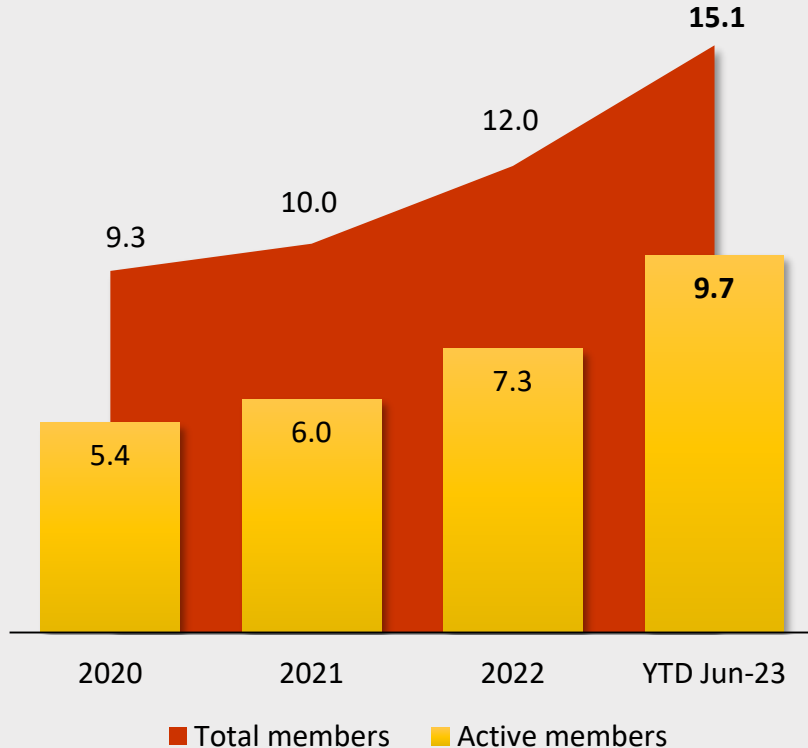


Customer Relationship Management (CRM)

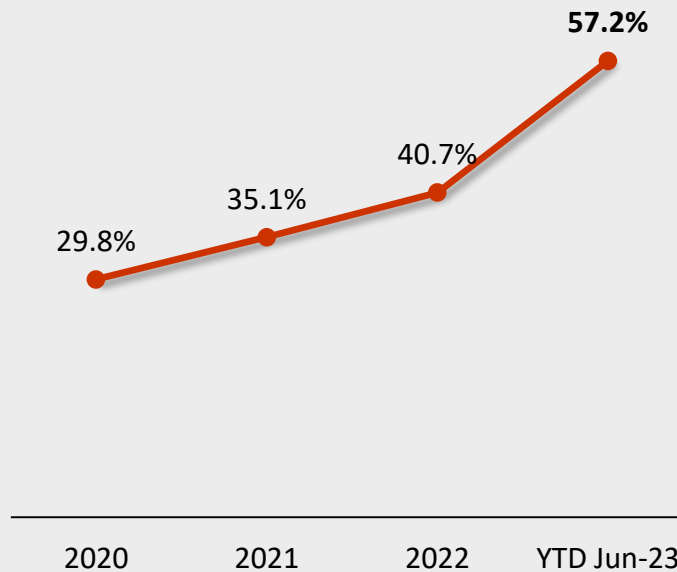


- Alfagift active members grew by ~80% compared to 2020 (from 5.4mn to 9.7mn); contributing to around 57% of the Company's Total Revenue.
- Online basket size is IDR 76,000; 52% higher than offline basket size of IDR 50,000
- Over the past year, Alfamart significantly increases its awareness through various social media platforms.

Alfagift Members (in mn)



Active Members' Contribution to Total Revenue (%)



Social Media Presence

	YTD Jun-22	YTD Jun-23
	160k	922k
	3.0mn	3.4mn
	347k	468k
	17k	22k
	17.6mn	17.6mn
	1.9mn	1.9mn



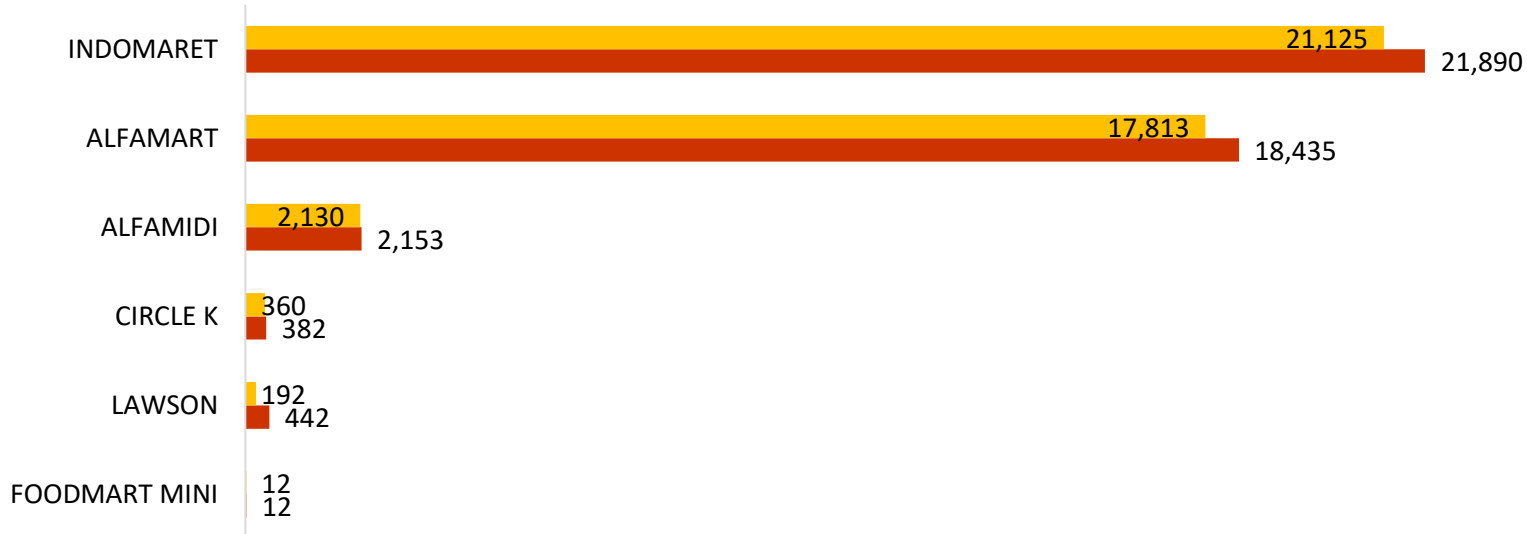
Industry Update



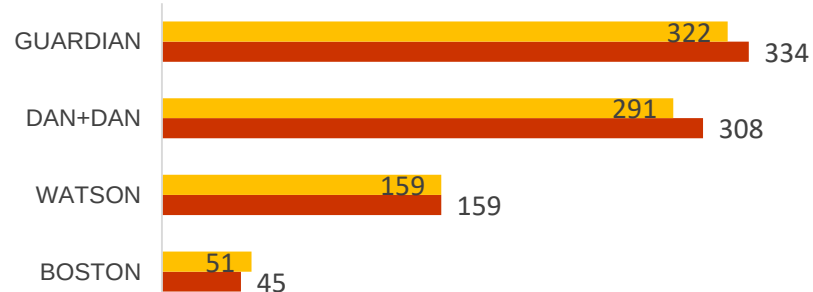
MT Stores in Indonesia



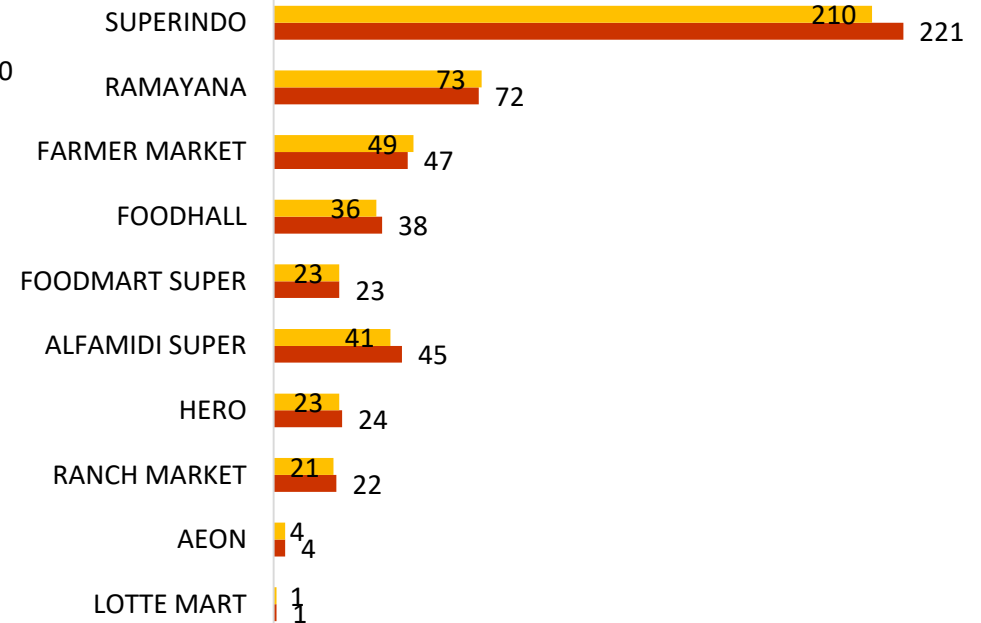
MINIMARKET



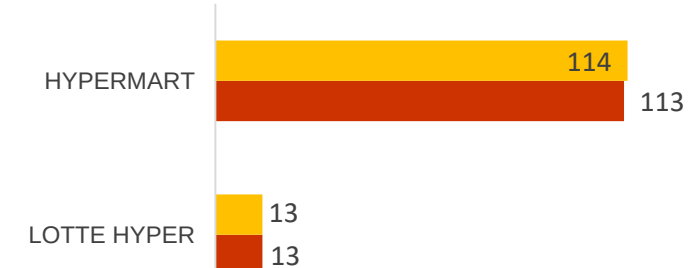
PERSONAL CARE



SUPERMARKET



HYPERMARKET



■ FY 2022 ■ YTD Jun-23

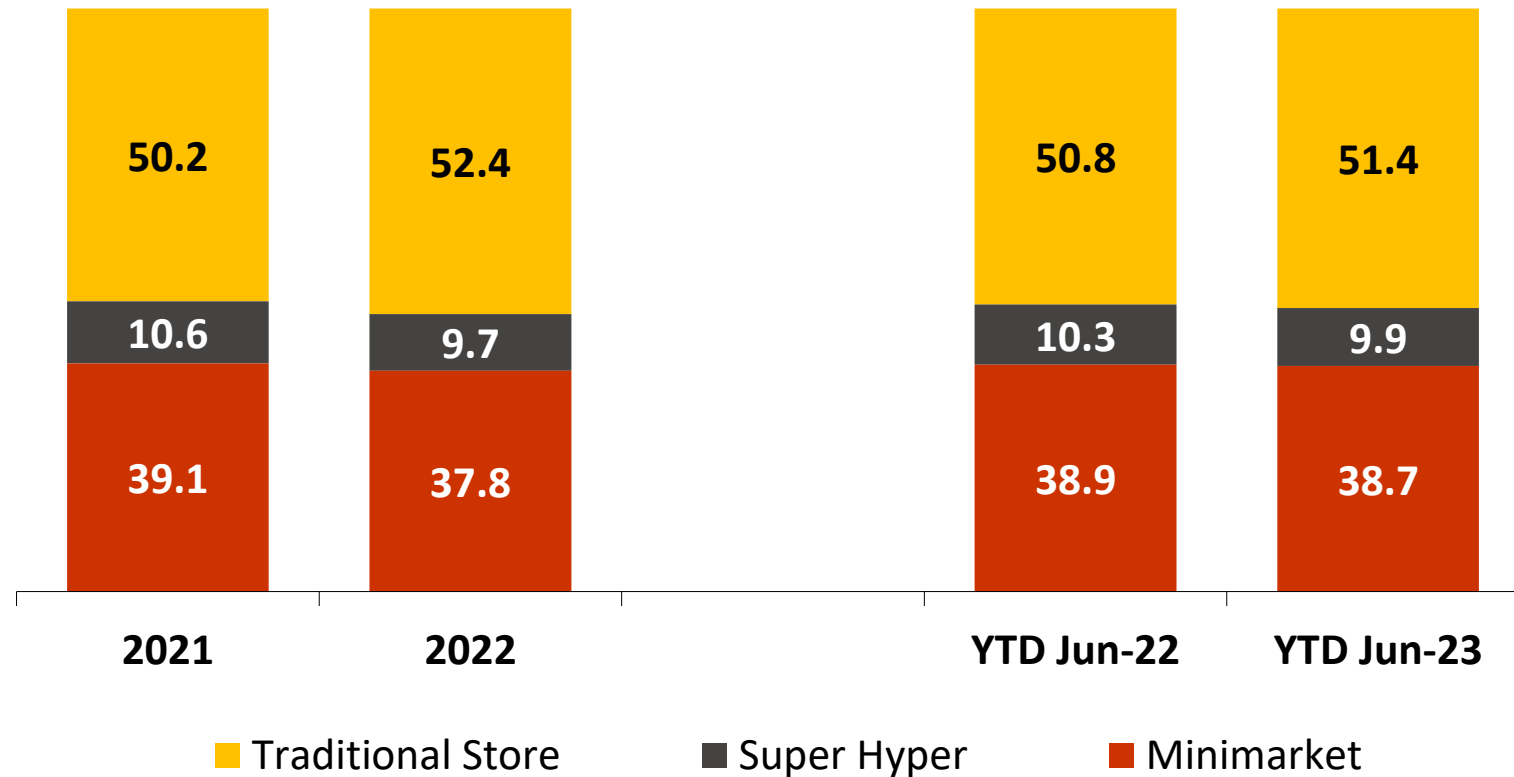
Source: Nielsen

Trade Channel Contribution



Indonesia Total Grocery | Total 68 Categories (excluding Cigarettes)

YTD Jun-23 vs YTD Jun-22

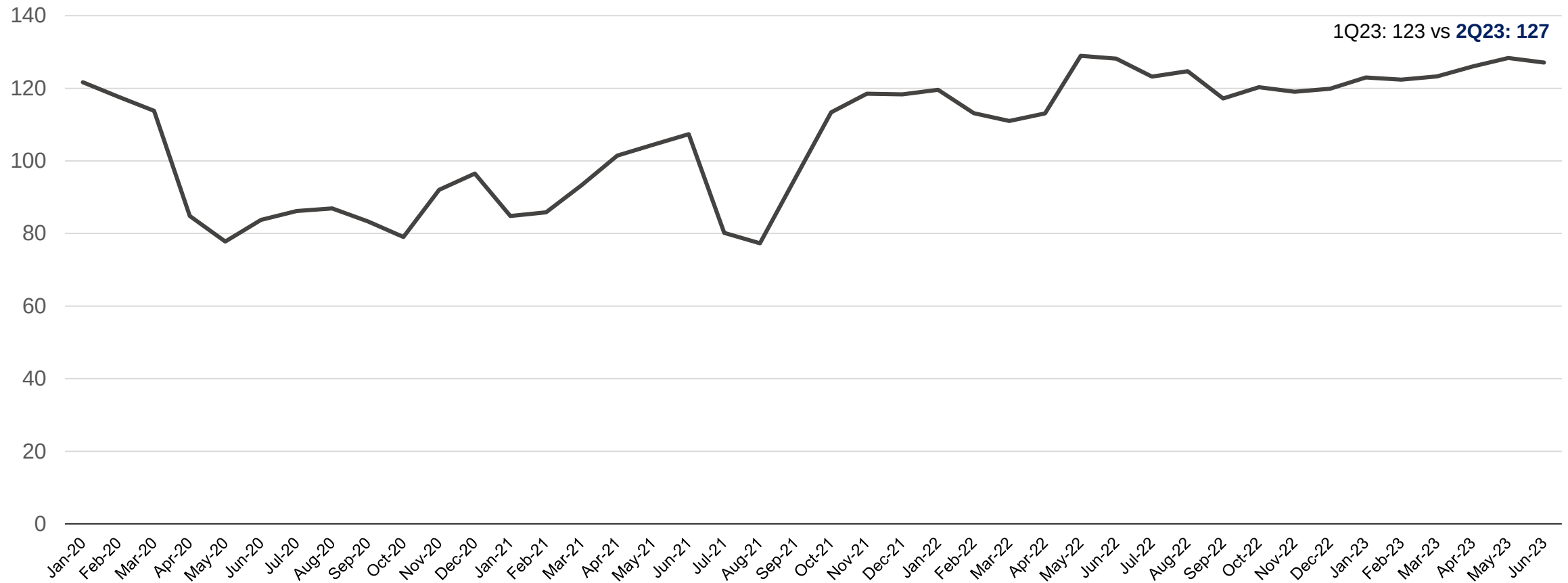


Source: Nielsen

Indonesia Consumer Confidence Index



Consumer confidence remains optimistic and grew from 123 in 1Q23 to 127 in 2Q23.

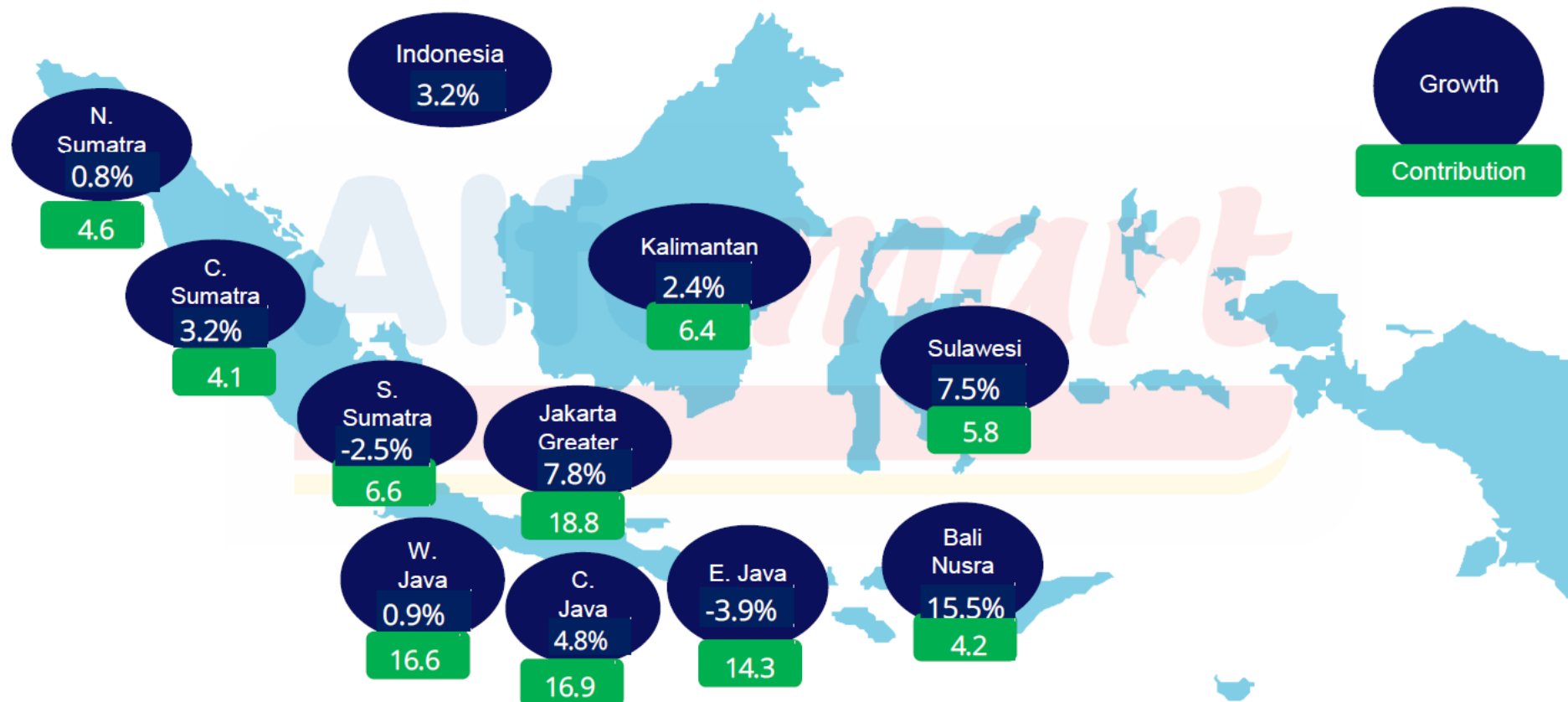


Source: Bank Indonesia

Indonesia Groceries Growth by Region

- Bali Nusra led the region's growth with 15.5%
- Followed by Greater Jakarta 7.8% and Sulawesi 7.5%
- Java still contributes the highest 66.6% of total Indonesia

Indonesia Total Grocery | Total 68 Categories | YTD Jun-23 vs YTD Jun-22

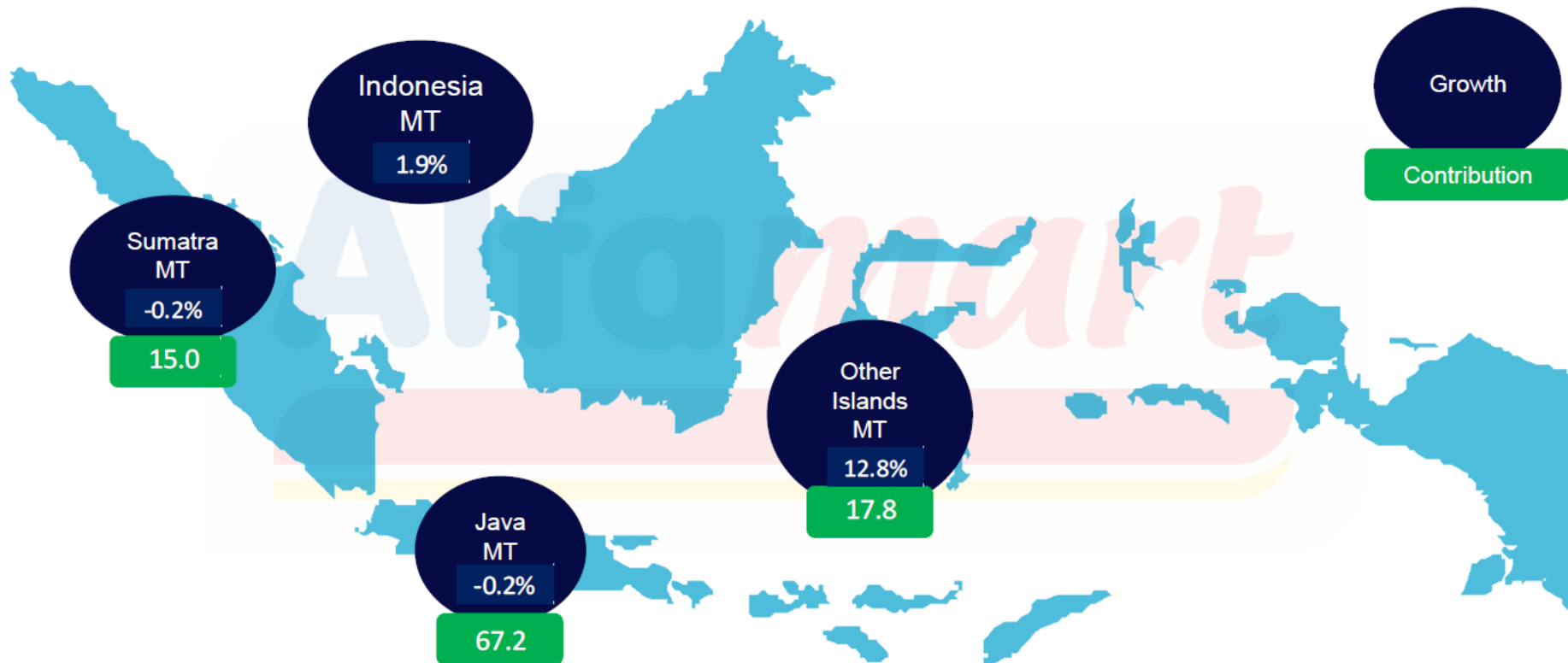


Source: Nielsen

Modern Trade Growth by Region

- Indonesian Modern Trade growth was driven by Other Islands MT
- Java still leads the highest contribution of 67.2%

Indonesia Total Grocery | Total 68 Categories | YTD Jun-23 vs YTD Jun-22



Source: Nielsen



Network & Distribution



Distribution Centers



Warehouses & Stores

- As of June 2023, we managed 44 warehouses (Alfamart, Alfamidi, & Dan+Dan), 12 Depos, 16 Store hubs scattered throughout Indonesia.
- 21,383 stores scattered across Indonesia.
(27.4% Greater Jakarta; 40.1% Java; 32.5% Outer Islands)



Greater Jakarta

- Balaraja
- Bekasi 1 & 2^a
- Bitung 1^a & 2^b
- Bogor
- Cikokol
- Cileungsi
- Parung

Java

- Bandung 1 & 2
- Cianjur
- Cilacap
- Jember
- Karawang
- Klaten
- Malang
- Pasuruan^a
- Plumbon
- Rembang
- Semarang
- Serang
- Sidoarjo
- Yogyakarta
- Yogyakarta^a

Outer Islands

- Ambon^a
- Bali
- Banjarmasin
- Batam
- Jambi
- Kendari^a
- Kotabumi
- Lampung
- Lombok
- Makassar 1 & 2^a
- Manado 1 & 2^a
- Medan 1 & 2^a
- Palembang
- Palu^a
- Pekanbaru
- Pontianak
- Samarinda^a

Depos & Store hubs

12 Depos

- Sumbawa (NTB)
- Gorontalo
- Bitung
- Yogyakarta
- Bandung
- Bengkulu
- Balaraja
- Lhokseumawe
- Pangkal Pinang
- Pematang Siantar
- Brebek 1 & 2

16 Store Hubs

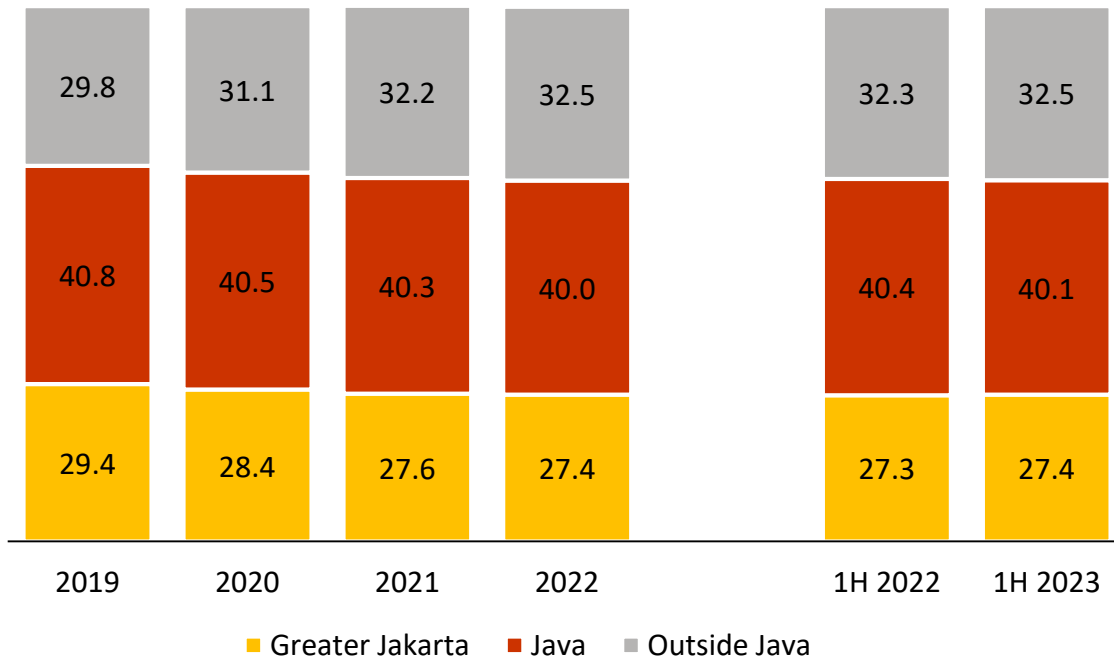
11 NTT + 2 Bintan + 1 West Papua + 2 Bangka Belitung

Notes : ^{a)} DC Alfamidi ^{b)} DC Dan+Dan
Excluding small warehouses for STL and Lawson

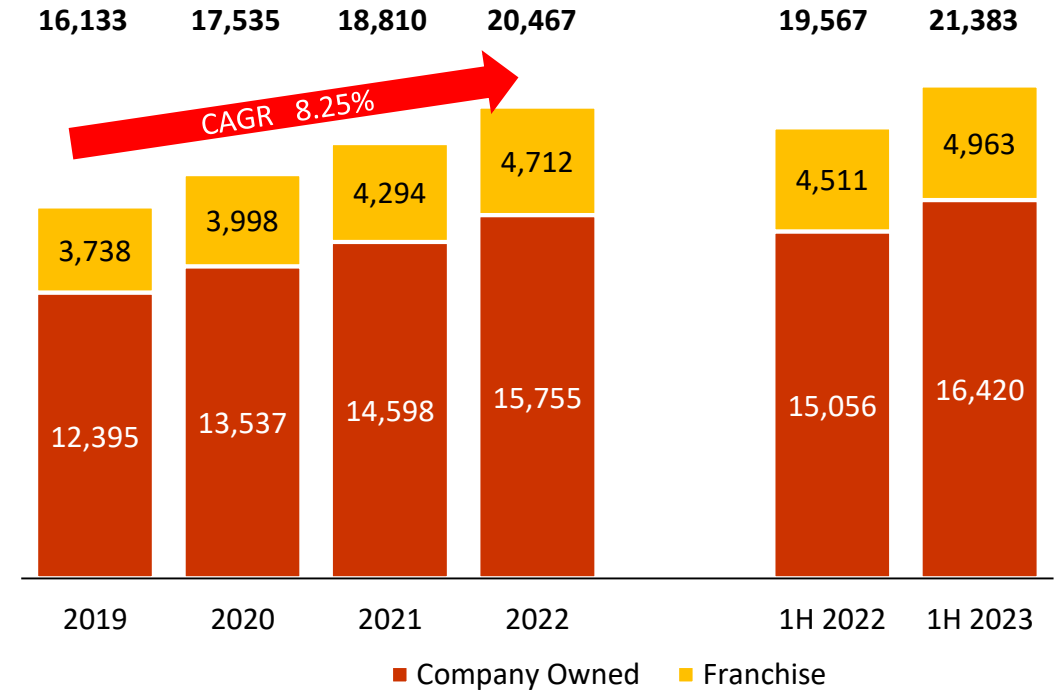
Stores



Store Geographic Breakdown (%)



Company Owned & Franchise Stores



- Total of 21,383 stores (Java 40.1%, Greater Jakarta 27.4%, Outer Islands 32.5%)
- Continuing shift of new store opening / store presence from Greater Jakarta to Outer Islands

*Above are the consolidated numbers of Alfamart, Alfamidi, Lawson, and Dan+Dan stores



Financial Highlights

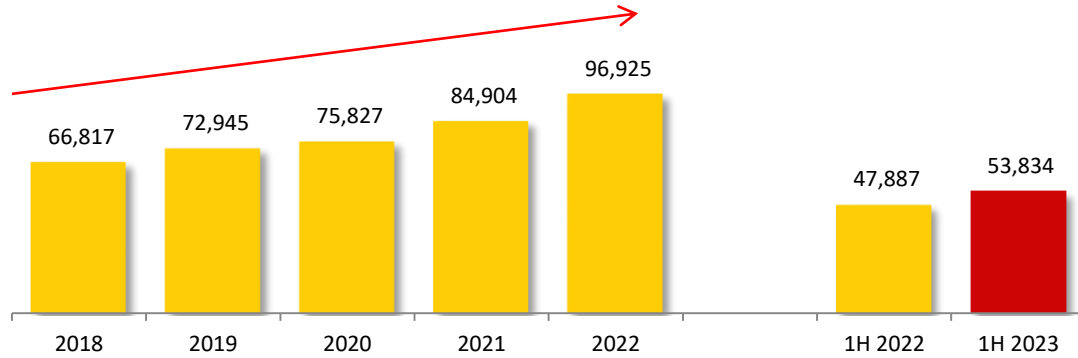


Consolidated Income Statement – YTD Jun-23 (Unaudited)



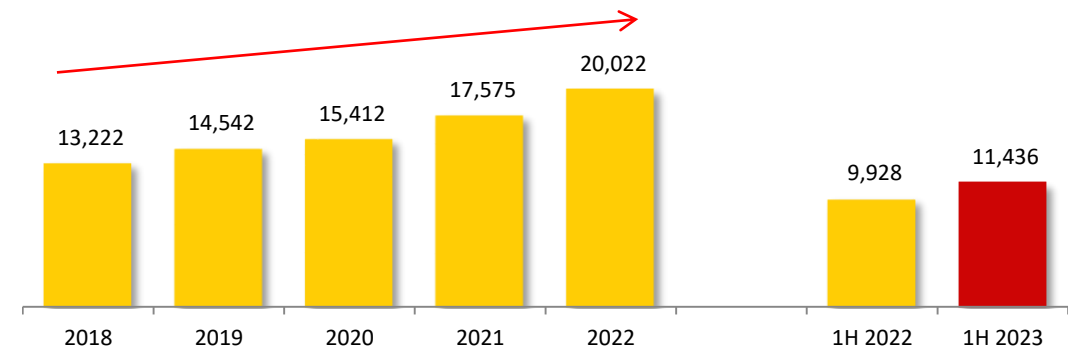
REVENUE

CAGR = 9.75%



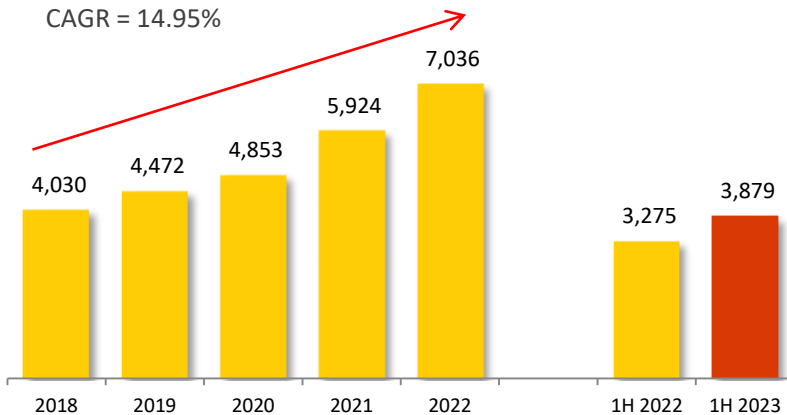
GROSS PROFIT

CAGR = 10.93%



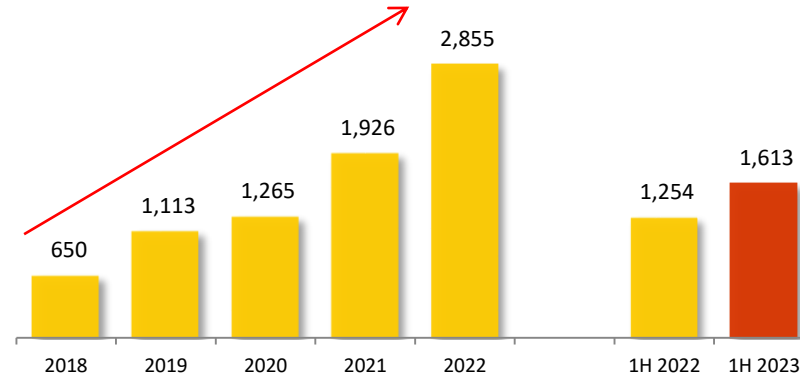
EBITDA

CAGR = 14.95%



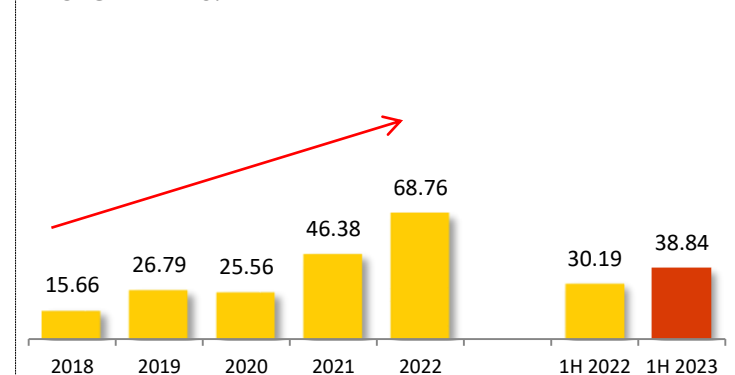
Net Profit attributable to owners of the Parent Company

CAGR = 44.77%



EARNINGS PER SHARE

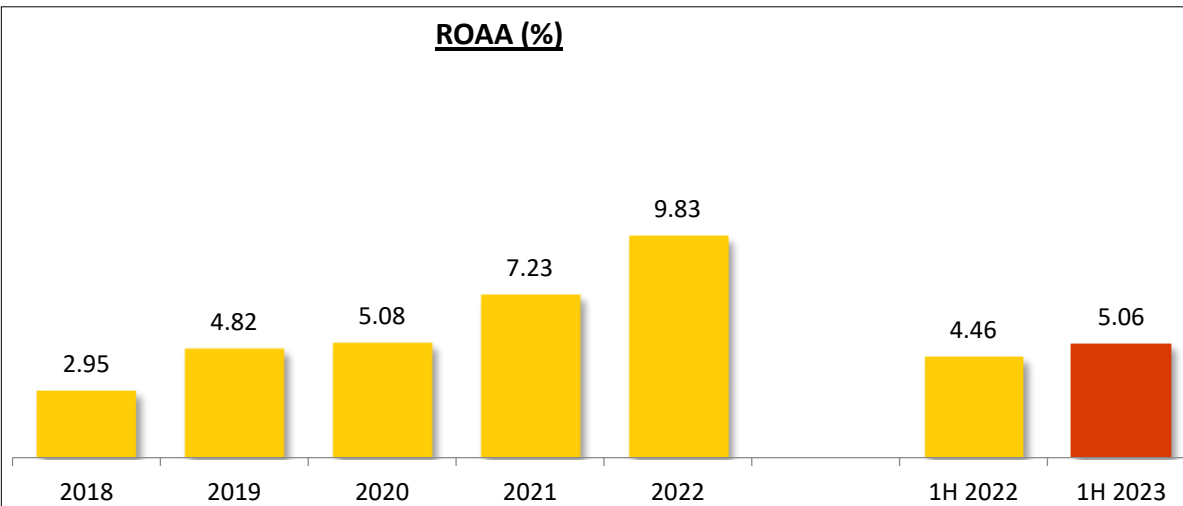
CAGR = 44.76%



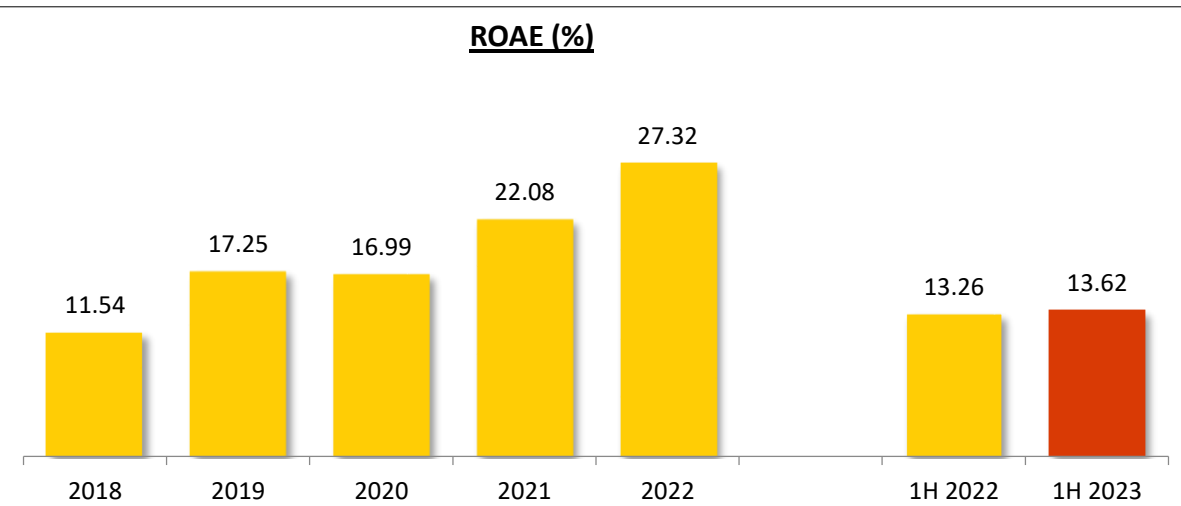
Return & Leverage YTD Jun-23 (*Unaudited*)



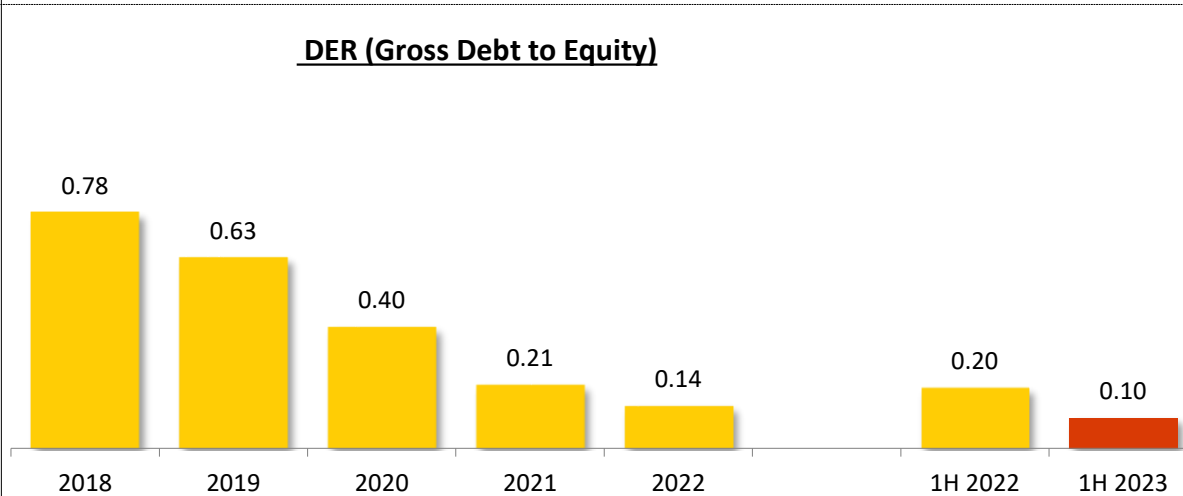
ROAA (%)



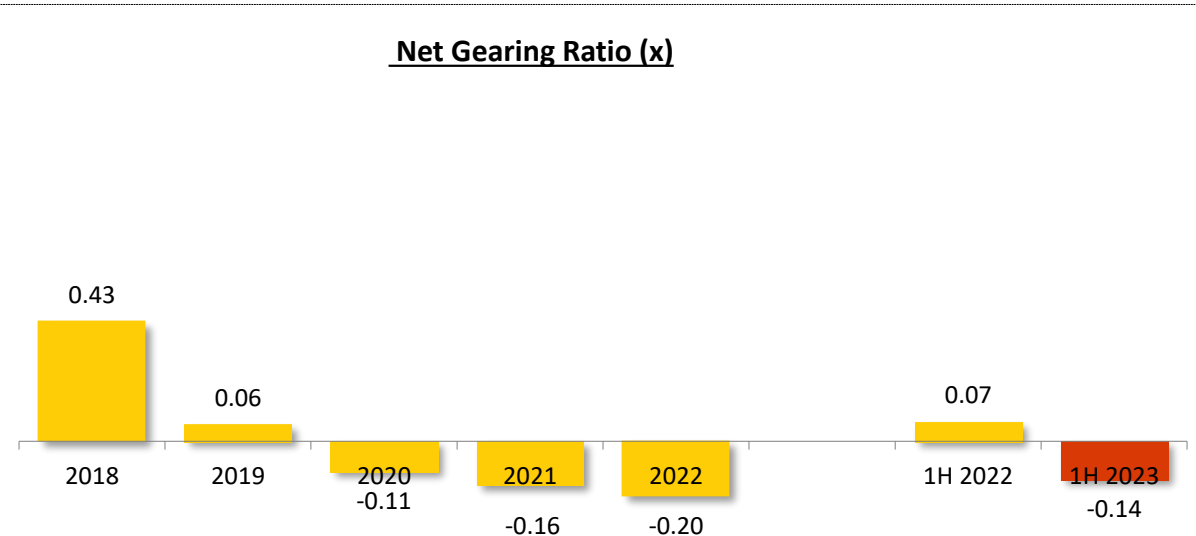
ROAE (%)



DER (Gross Debt to Equity)



Net Gearing Ratio (x)



Thank You

PT. Sumber Alfaria Trijaya Tbk.
Alfa Tower
Alam Sutera, Tangerang
Indonesia

