

# MANAGEMENT PRESENTATION

As of June 30, 2024

PT Sumber Alfaria Trijaya Tbk.



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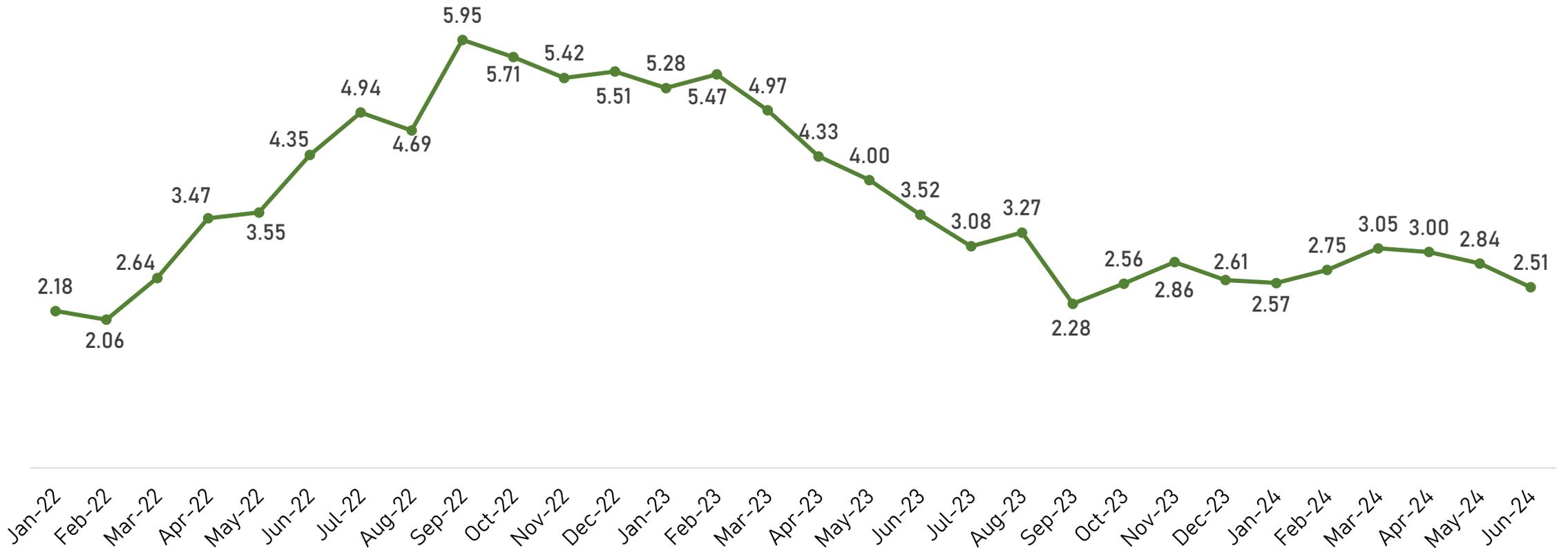
# MACRO & INDUSTRY OVERVIEW



# INFLATION



Indonesia's inflation rate remains steady at 2.5% to 3% this year.

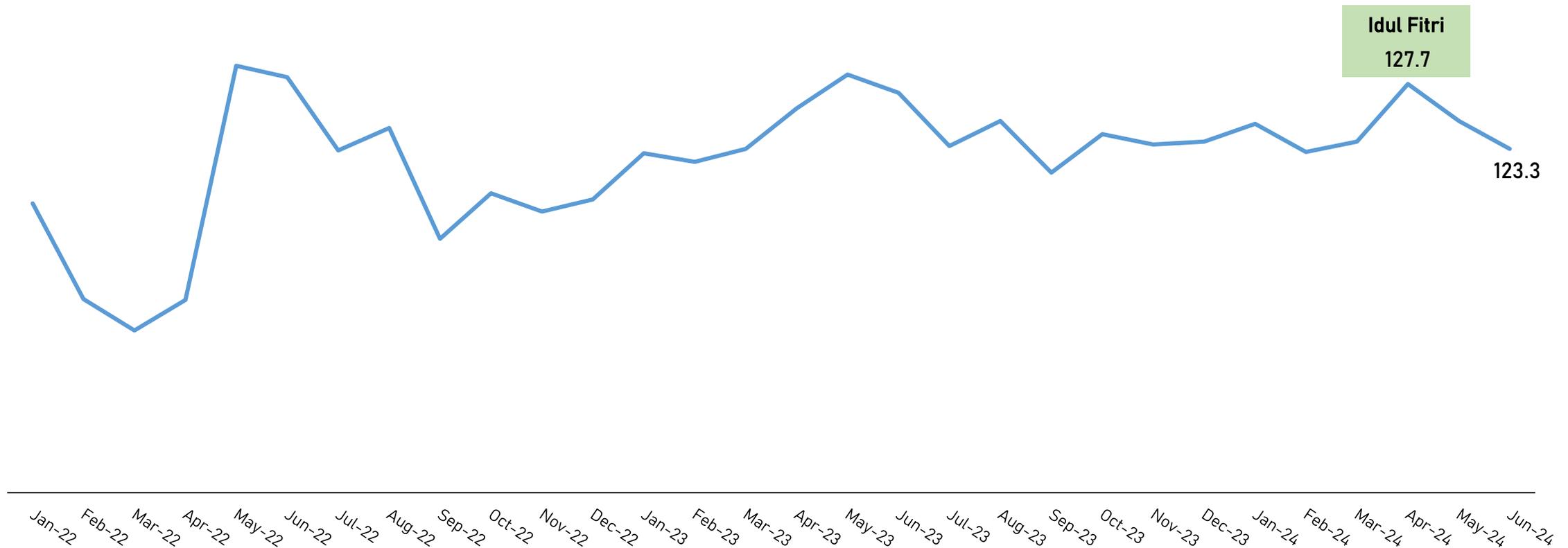


Source: Bank Indonesia

# CONSUMER CONFIDENCE



The Consumer Confidence index peaked during the Festive period of Idul Fitri at 127.7 and has started to normalize in May-June 2024.



Source: Bank Indonesia

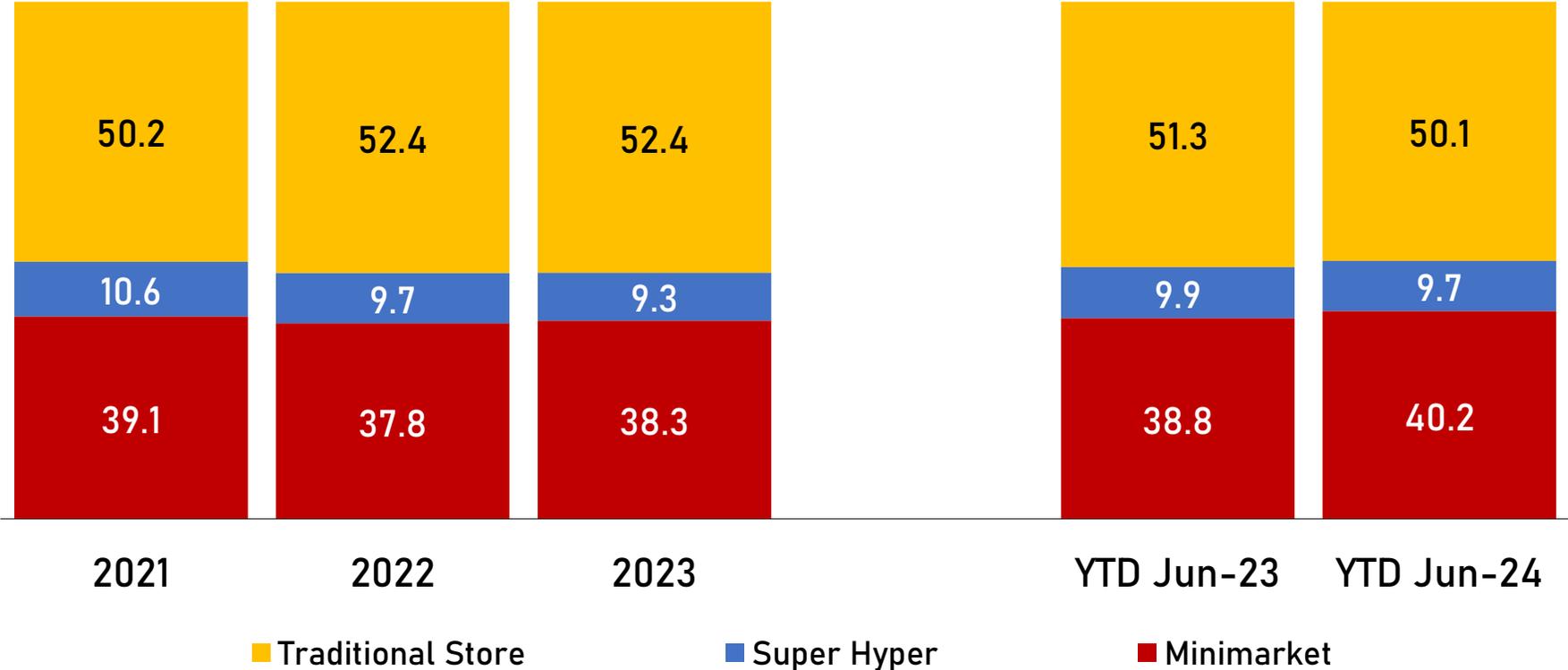
# TRADE CHANNEL CONTRIBUTION



## Indonesia Total Grocery | Total 68 Categories (excluding Cigarettes)

### YTD Jun-23 vs YTD Jun-24

Minimarkets are consistently experiencing an upward trend, driven by the decline of super/hypermarkets.

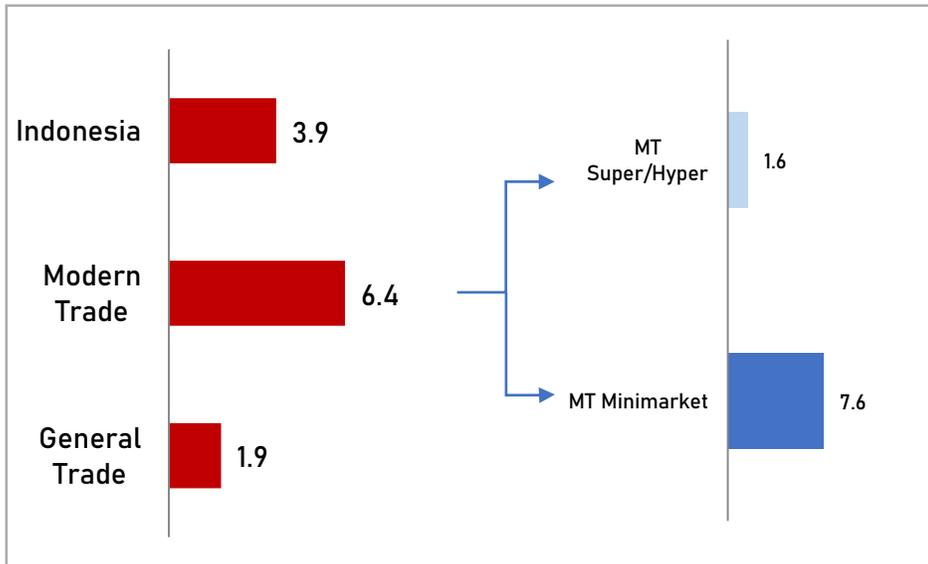


Source: Nielsen

# CHANNEL GROWTH & MARKET SHARE



## Trade Channel Growth YTD Jun-24 (%) (Indonesia Total Groceries / 68 categories)

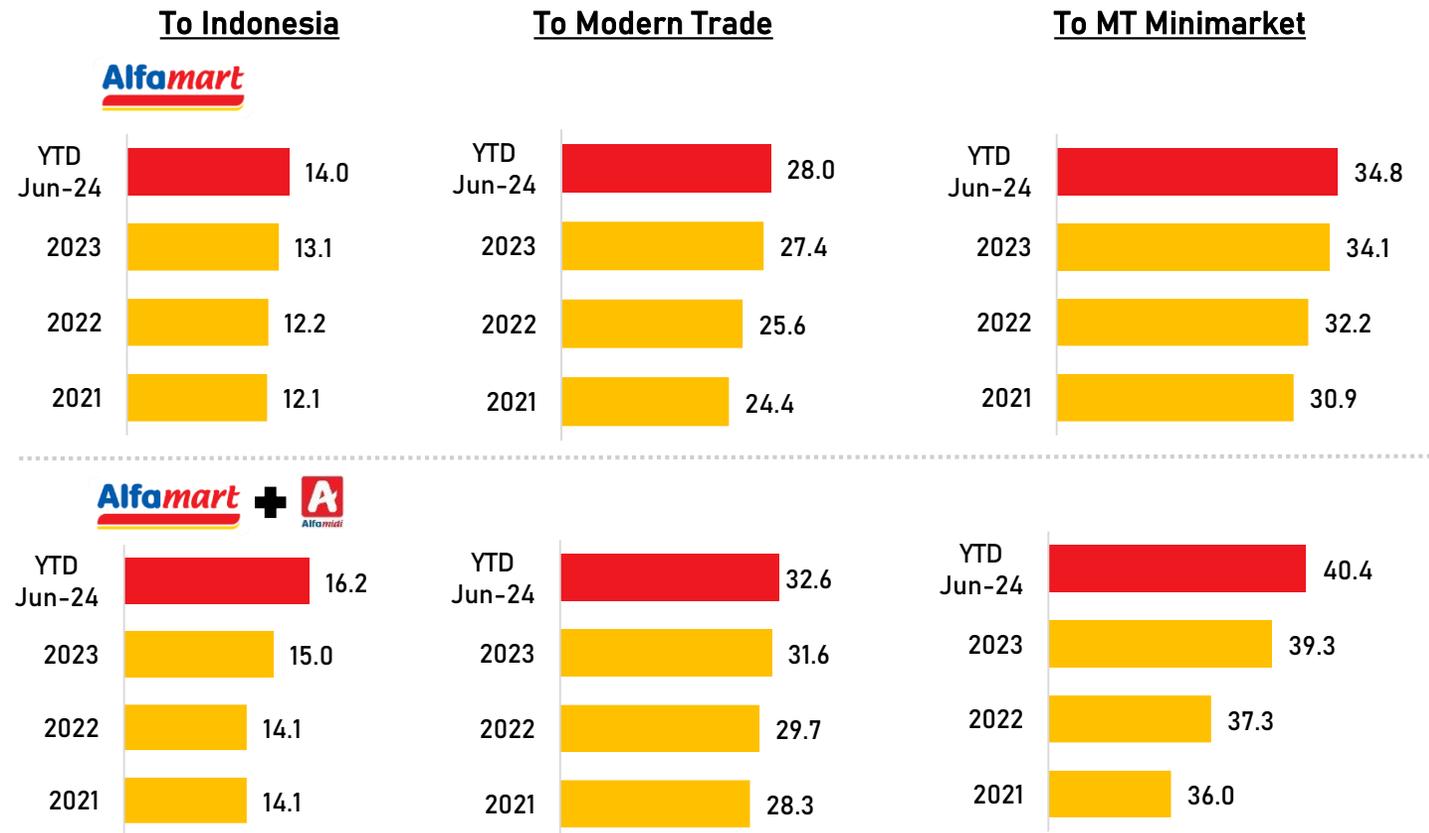


- MT growth outgrows total Indonesia growth and significantly higher than GT
- Minimarket remains the main driver of MT growth

Source: Nielsen

## Alfamart Market Share (%)

Alfamart maintains its positive growth trajectory over the recent years.



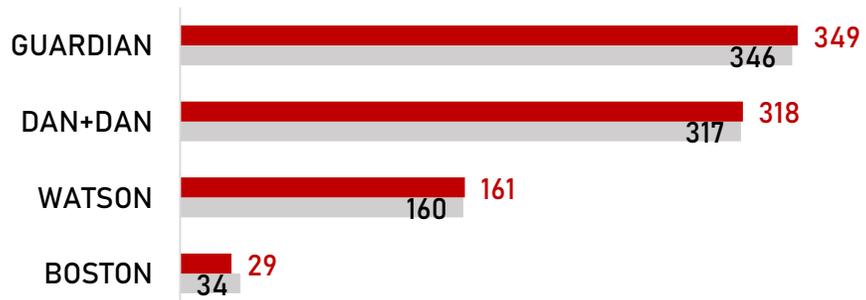
# MT STORES IN INDONESIA



## MINIMARKET

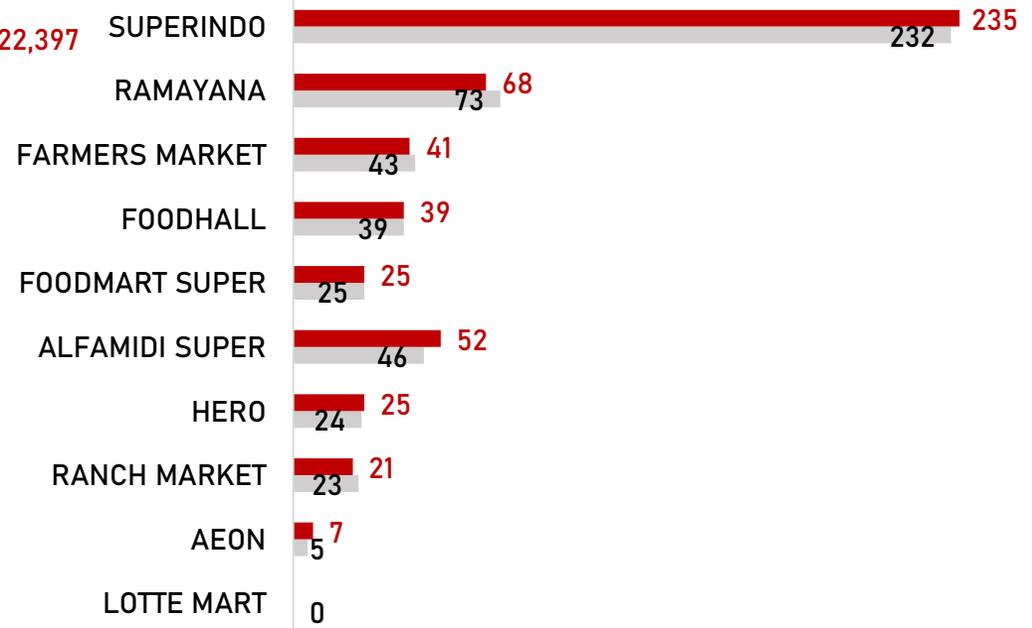


## PERSONAL CARE

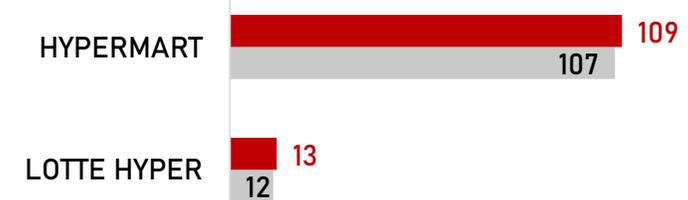


■ YTD Jun-24 ■ FY 2023

## SUPERMARKET



## HYPERMARKET



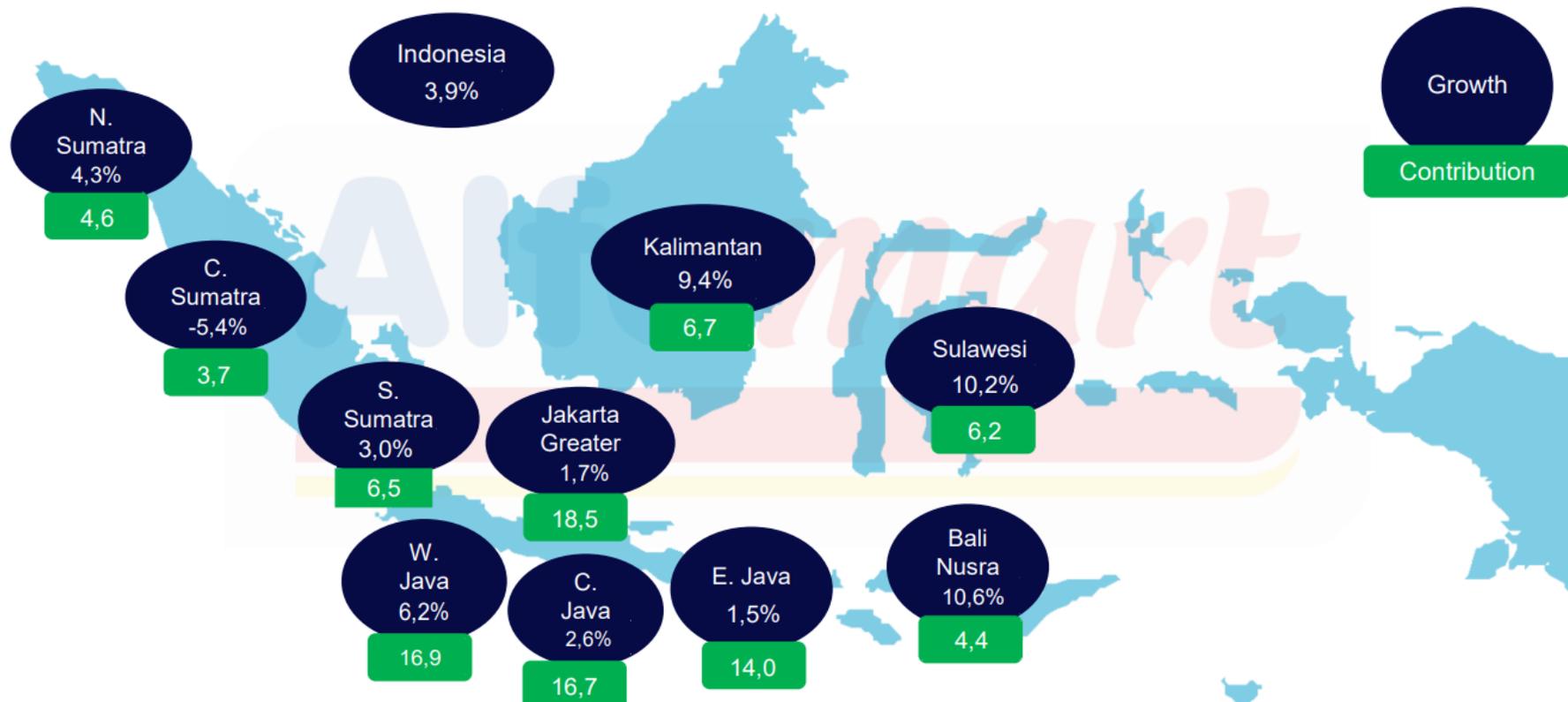
Source: Nielsen

# INDONESIA GROCERIES GROWTH BY REGION



- Bali Nusra and Sulawesi led the growth with double digit rates
- All regions exhibited a positive growth trend, except Central Sumatera

## Indonesia Total Grocery | Total 68 Categories | YTD Jun-24 vs YTD Jun-23



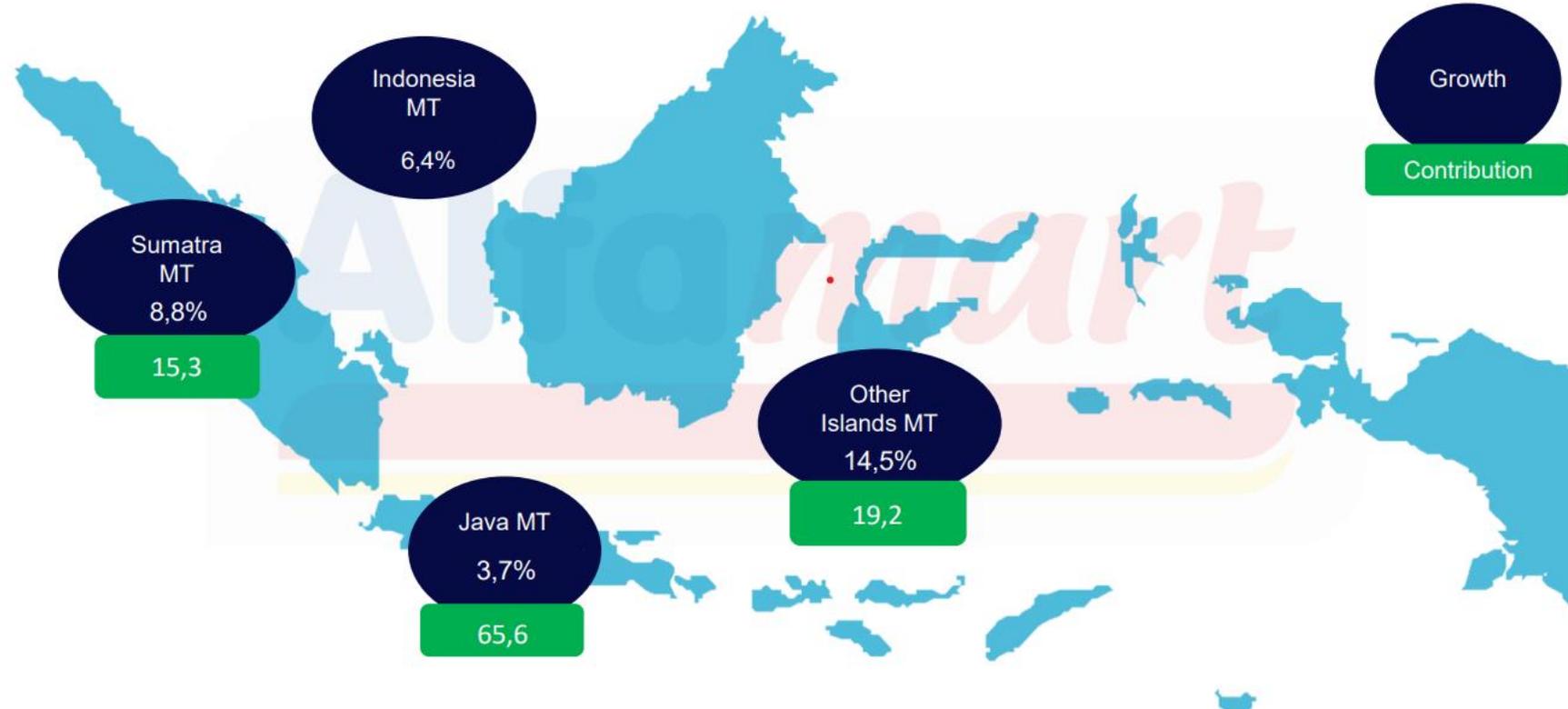
Source: Nielsen

# MODERN TRADE GROWTH BY REGION



- Indonesia MT expanded by 6.4%, outpacing the overall Indonesia grocery growth of 3.9%
- Outer Islands maintained solid growth of 14.5%

## Indonesia Total Grocery | Total 68 Categories | YTD Jun-24 vs YTD Jun-23



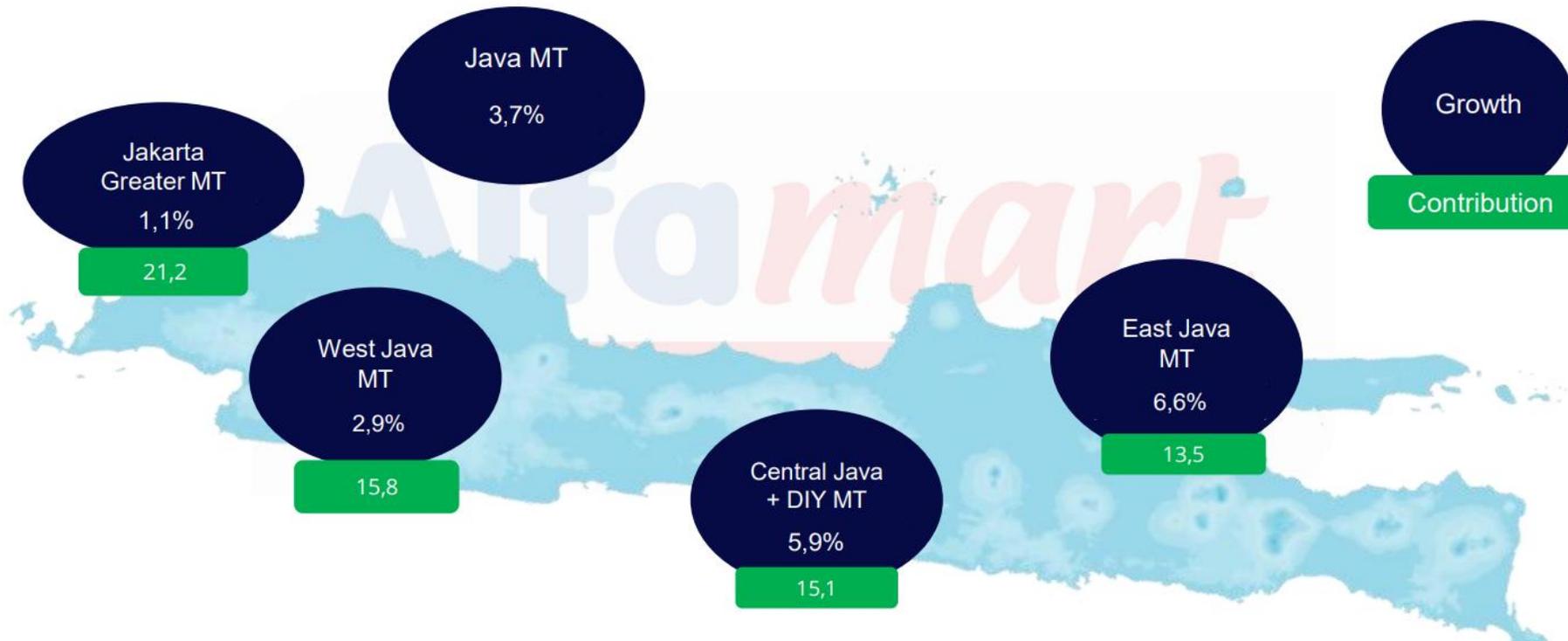
Source: Nielsen

# JAVA MT GROWTH BY REGION



- Java MT posted a growth level similar to the total grocery growth in Indonesia, which is 3.7%
- East and Central Java recorded the highest growth at ~6%

## Indonesia Total Grocery | Total 68 Categories | YTD Jun-24 vs YTD Jun-23



Source: Nielsen

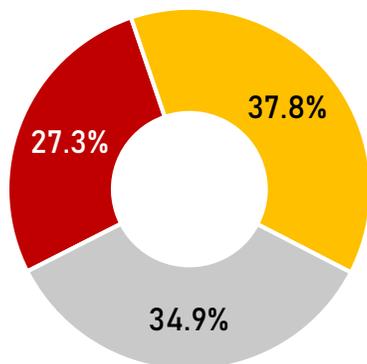


# BUSINESS OVERVIEW

# FINANCIAL HIGHLIGHT YTD JUN-24

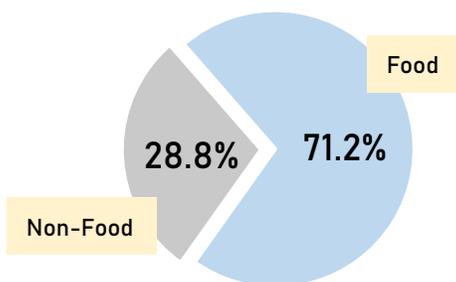


Revenue by Region



- Greater Jakarta
- Java ex-G. Jakarta
- Outer Islands

Revenue by Type



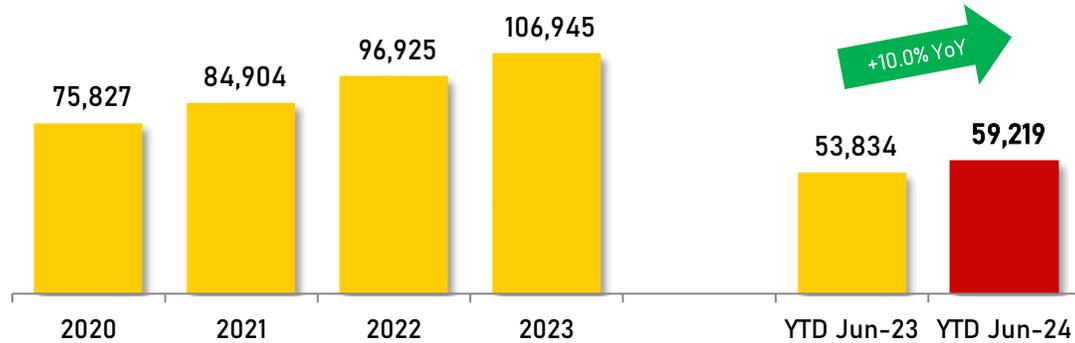
	6M23	6M24	YoY	2Q23	1Q24	2Q24	QoQ	YoY
Revenue	53,834	59,219	10.0%	27,667	29,326	29,894	1.9%	8.0%
Gross Profit	11,436	12,774	11.7%	5,740	6,389	6,385	-0.1%	11.2%
<i>GP Margin</i>	21.24%	21.57%		20.75%	21.79%	21.36%		
Operating Income	2,109	2,318	9.9%	1,094	1,149	1,169	1.8%	6.9%
<i>Op. Income Margin</i>	3.92%	3.91%		3.95%	3.92%	3.91%		
Net Profit Att.	1,613	1,794	11.3%	837	890	904	1.5%	8.0%
<i>NP Margin</i>	3.00%	3.03%		3.02%	3.04%	3.02%		
EBITDA	3,879	4,341	11.9%	1,989	2,142	2,199	2.7%	10.6%
<i>EBITDA Margin</i>	7.21%	7.33%		7.19%	7.30%	7.36%		

# CONS. INCOME STATEMENT / YTD JUN-24



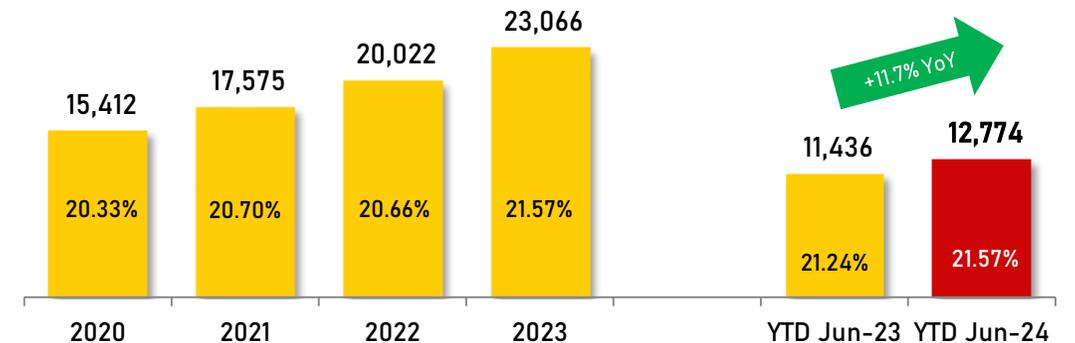
## REVENUE

CAGR = 12.14%



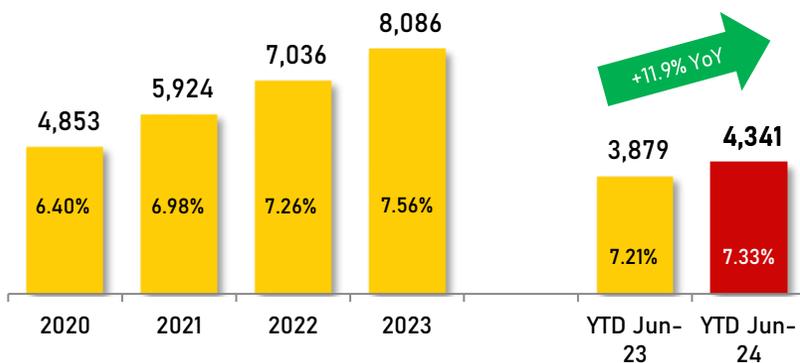
## GROSS PROFIT (IDR bn / %)

CAGR = 14.38%



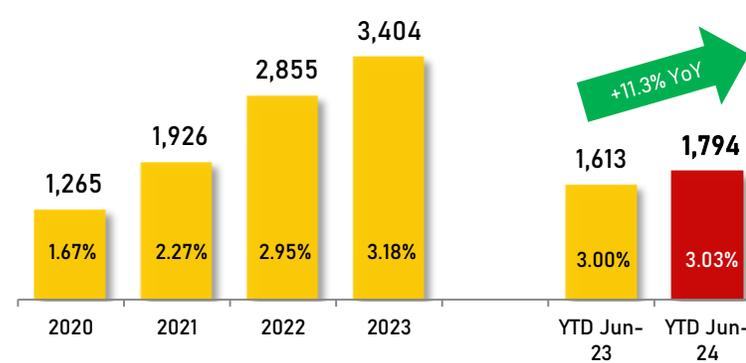
## EBITDA (IDR bn / %)

CAGR = 18.55%



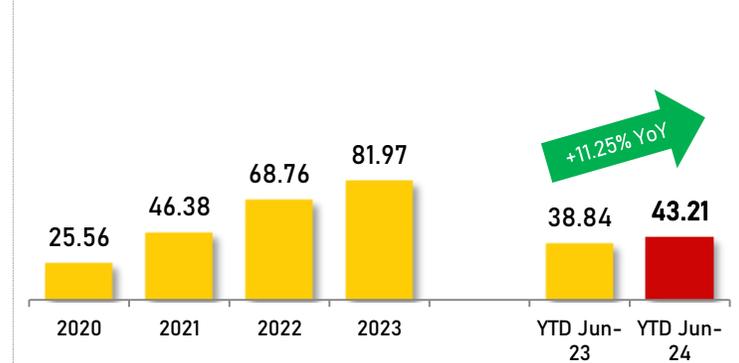
## Net Profit attributable to Owners of the Parent Company (IDR bn / %)

CAGR = 39.08%



## EARNINGS PER SHARE

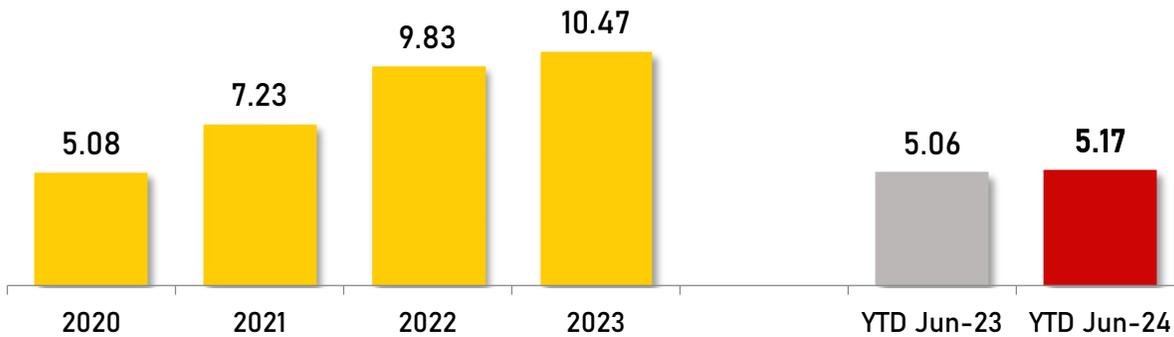
CAGR = 47.47%



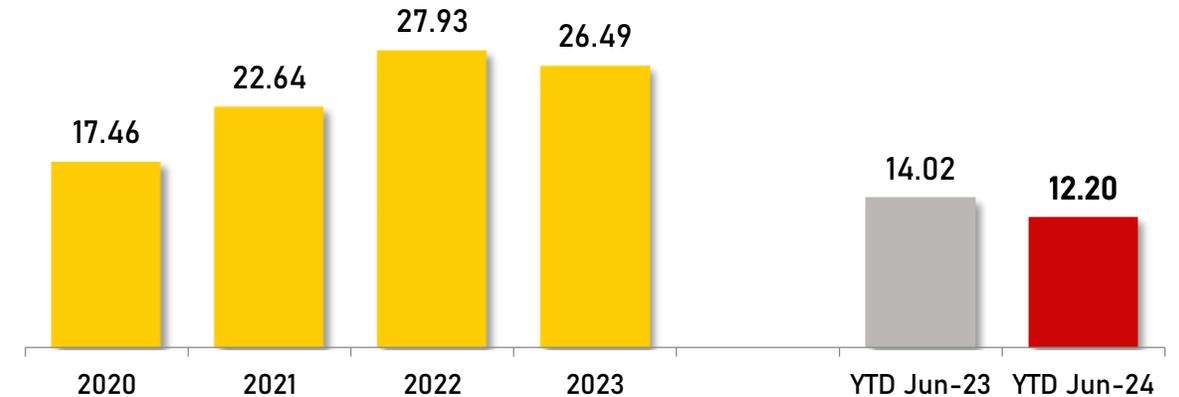
# RETURN & LEVERAGE / YTD JUN-24



**ROAA (%)**

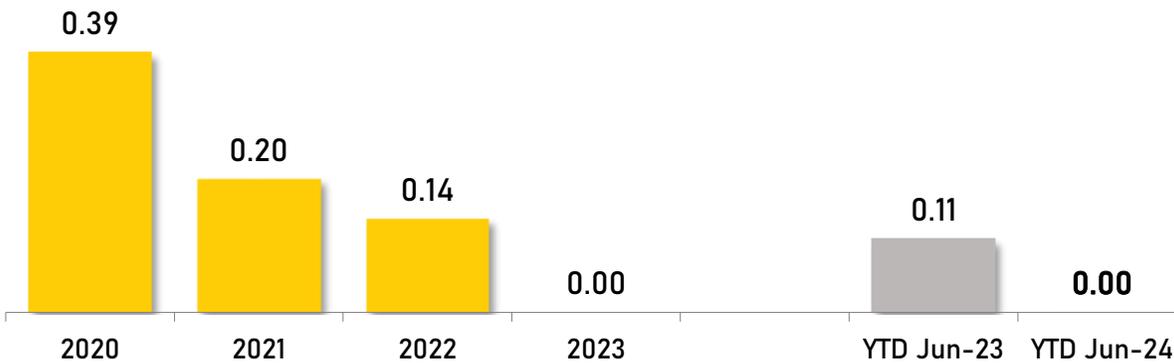


**ROAE (%)**

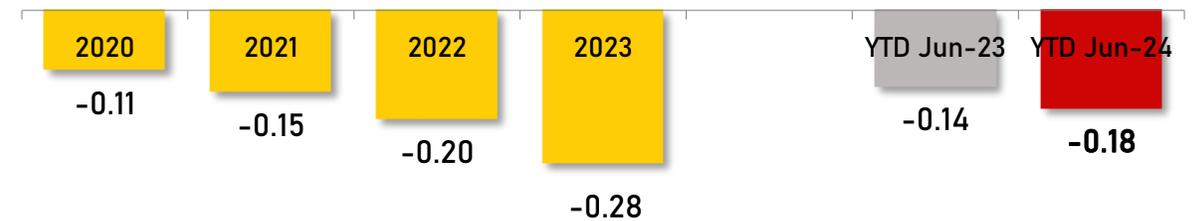


\*Equity Attributable to Owners of the Parent Company

**DER (Gross Debt to Equity)**



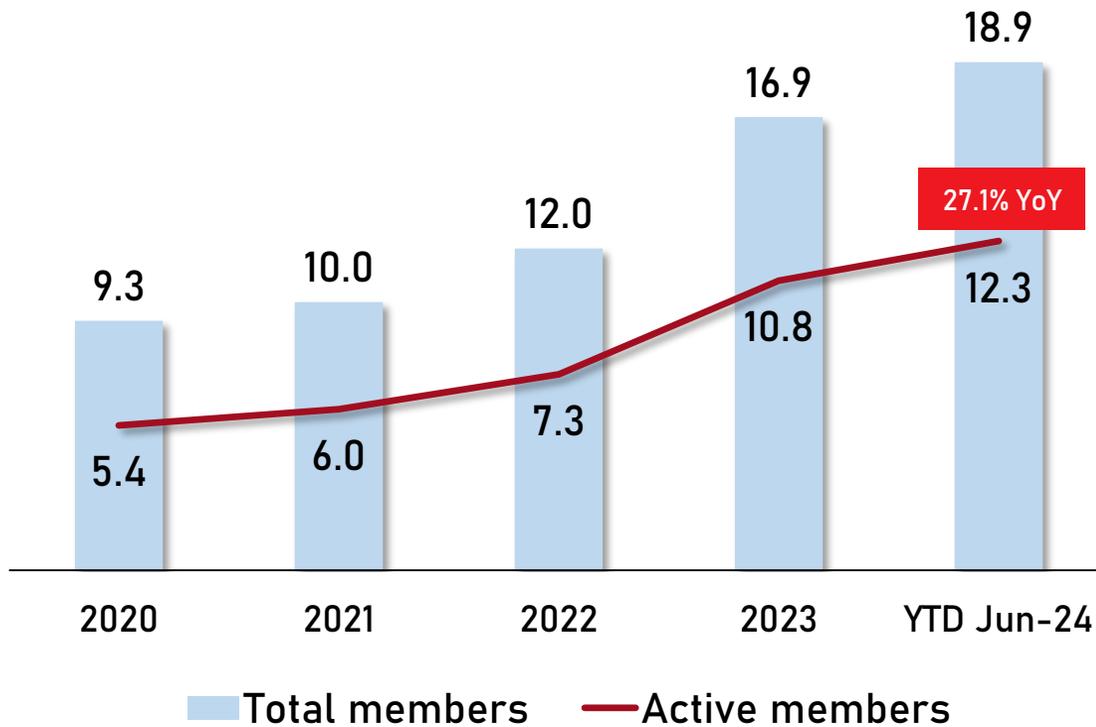
**Net Gearing Ratio (x)**



# CRM (MEMBERSHIP)

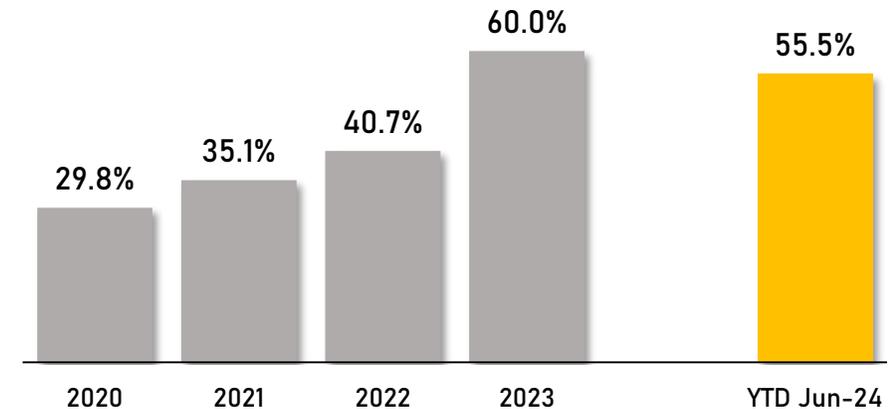


### Total Members (in mn)



Member points redemption rate has reached ~80% level.

### Active Members' Contribution to Total Revenue (%)



- Our CRM program has allowed us to understand our customers deeply, boosting sales, enhancing service, and streamlining operations.
- With personalized insights and data-driven decisions, it ensures a seamless customer experience and strong supplier collaboration for sustained growth.

# ONLINE SALES (ALFAGIFT)



Free delivery,  
no min. charge



Quick delivery  
from the closest  
store



Integrated points  
offline and online



More SKUs  
available



Available on

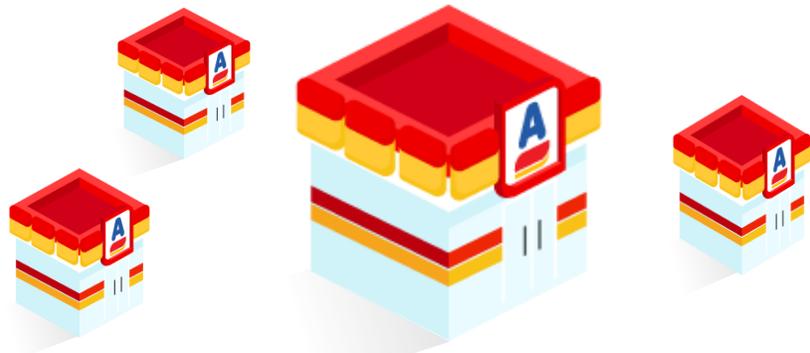


- As of YTD Jun-24, Online Sales accounted for 6%+ of total Revenue, grew by more than 40% YoY.
- The size of online basket is twice of offline basket.
- The Company has designated 3,100 stores as delivery points.
- Alfagift is part of the omnichannel strategy to adapt to changing consumer behavior.

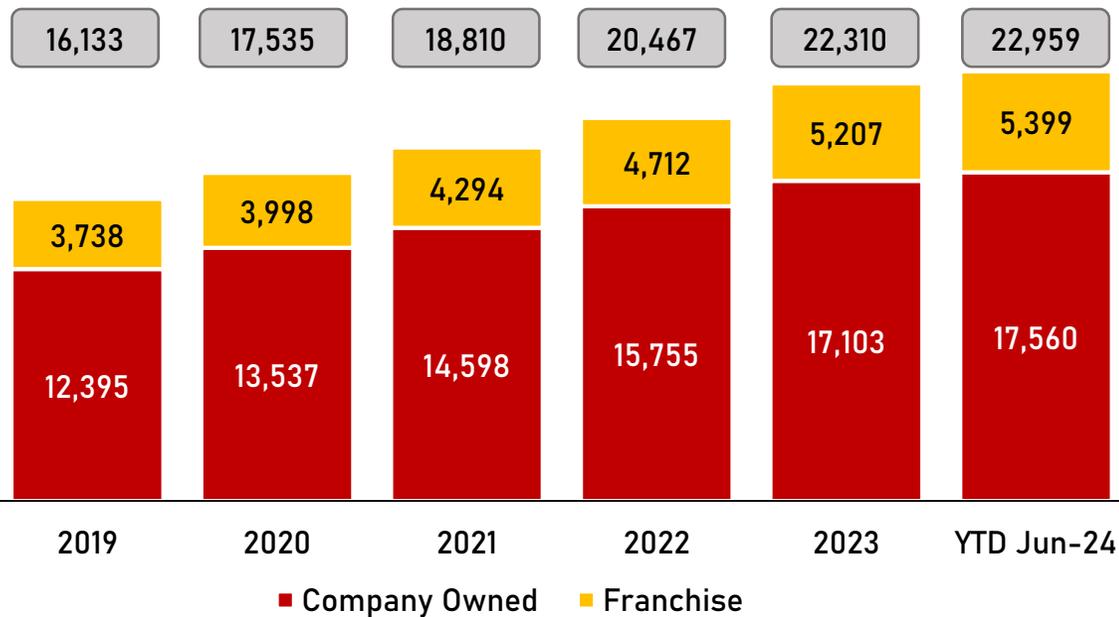


# OPERATIONAL EXCELLENCE

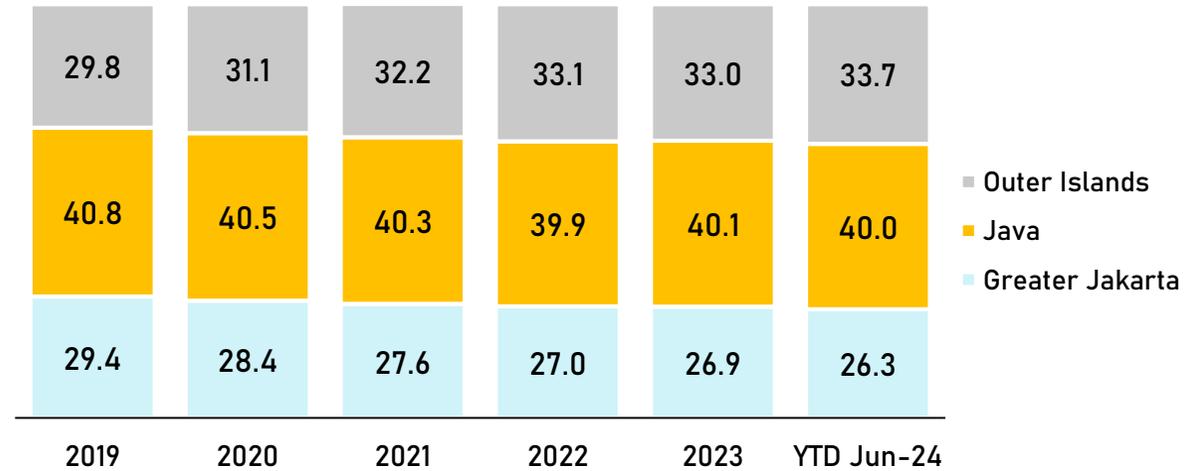
# STORES



## Company Owned & Franchise Stores



## Store Geographical Breakdown (%)



- In 1H 2024, the Company has added a net of 649 stores, totaling to 22,959 stores across Indonesia.
- The Outer Islands consistently show promising growth potential, with a continual increase in the stores proportion.
- 192 franchise stores have been opened in the first semester of 2024.

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

# DISTRIBUTION CENTERS



## Warehouses & Stores

- As of YTD Jun-24, we manage 46 warehouses (Alfamart, Alfamidi, & Dan+Dan), 19 Depos, & 18 Store hubs scattered throughout Indonesia.
- 22,959 stores scattered across Indonesia. (26.3% Greater Jakarta; 40.0% Java; 33.7% Outer Islands)



## Greater Jakarta

- Balaraja
- Bekasi 1 & 2<sup>a</sup>
- Bitung 1<sup>a</sup> & 2<sup>b</sup>
- Bogor
- Cikokol
- Cileungsi
- Parung

## Java

- Bandung 1 & 2
- Cianjur
- Cilacap
- Jember
- Karawang
- Klaten
- Malang
- Pasuruan<sup>a</sup>

- Plumbon
- Rembang
- Semarang
- Serang
- Sidoarjo
- Boyolali<sup>a</sup>
- Madiun
- Tegal

## Outer Islands

- Ambon<sup>a</sup>
- Bali
- Banjarmasin
- Batam
- Jambi
- Kendari<sup>a</sup>
- Kotabumi
- Lampung
- Lombok
- Palopo (U/C)
- Makassar 1 & 2<sup>a</sup>
- Manado 1 & 2<sup>a</sup>
- Medan 1 & 2<sup>a</sup>
- Palembang
- Palu<sup>a</sup>
- Pekanbaru
- Pontianak
- Samarinda<sup>a</sup>
- Gorontalo

## Depos & Store hubs

### 19 Depos

- Sumbawa (NTB)
- Gorontalo
- Bitung
- Yogyakarta
- Lhokseumawe
- Banda Aceh
- Kletek
- Balaraja
- Jayapura
- Pangkal Pinang
- Pematang Siantar
- Brek
- Bandung
- Bengkulu
- Ternate
- Tobelo
- Tarakan
- Balikpapan
- Patimura

### 18 Store Hubs

Tj. Pinang, Bangka Belitung, NTT, West Papua, East Kalimantan

Notes : <sup>a)</sup> DC Alfamidi <sup>b)</sup> DC Dan+Dan  
Excluding small warehouses for STL and Lawson



# SUSTAINABILITY & CSR

## Sustainable Energy

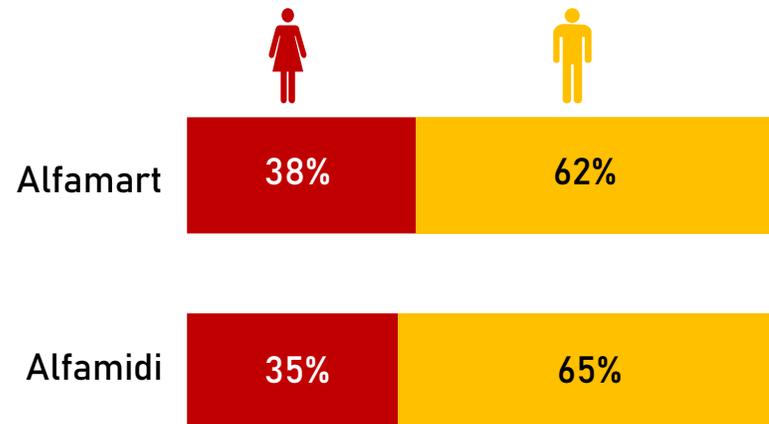
- **Alfamart**
  - Has installed solar panels in 20 branches in 2023
  - YTD Jun-24, reduction of ~1,315tons CO<sub>2</sub> emissions
  - Target 2024: All DC + 1 depo + 2 stores (1 has installed)
- **Alfamidi**
  - Has utilized solar panels in Palu branch and Alfamidi Super Suvarna at Bitung
  - Target 2024: 6 DC + 13 Alfamidi Super



## Reduction of Plastic Bag Use

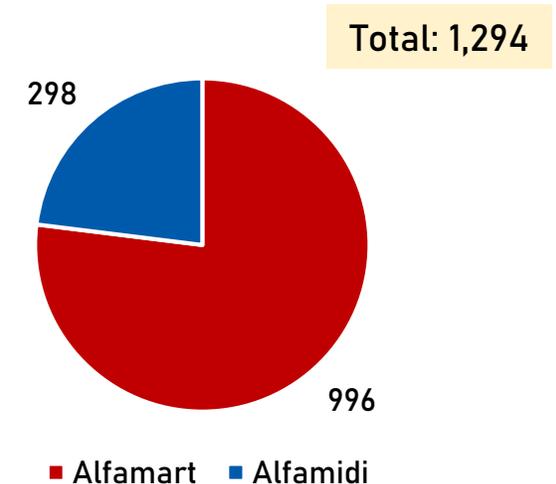
In YTD Jun-24, the transactions with plastic bags have been reduced to 37.8% in Alfamart and 23.8% in Alfamidi.

## Gender Diversity



## Empowerment of Individuals with Disabilities - *Alfability*

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



# EMPLOYEE ENGAGEMENT



- Voice of Employee (VOE): Alfamart's employee engagement program
- Since 2017, VOE has included an annual survey and employee activities.
- The program collects feedbacks on workplace activities and interactions, providing a platform for employees to express their aspirations.
- These initiatives are aimed to foster a positive work environment, enhance morale, and boost productivity.



- The employee survey is conducted annually.
- It is carried out at the head office, branch offices, and store levels.

**~65,000**  
Respondents

**Satisfaction** **3.2/4**

**Happiness** **8.4/10**

Job	Peer
Superior	Organization

- Engaging & Balanced Workload
- Encouragement & Employee Development
- Employee Involvement
- Appreciation & Recognition
- Acting on Employee Feedback

\*Based on 2023 survey

## Alfamart SMEs

- Partnership with traditional shop owners
- Supply merchandise at competitive price
- Provide educational resources to improve the partner's business performance

## Alfamart Care

- Donation to natural disaster victims
- Free health services program for the local communities
- Employees blood donation through Indonesia Red Cross

## Alfamart Vaganza

Appreciation to Alfamart's loyal members and partners by offering free tickets for homecoming trips during Eid celebration every year

## Alfamart Sport

Sports event for Alfamart employees featuring various sports, including futsal, soccer, table tennis, volleyball, and others

## Alfamart Smart

- Collaboration with vocational high schools
- Prepare graduates to be ready to work in the modern retail sector
- Graduates are offered the opportunity to join Alfamart

## Alfamart Clean & Green

- Kampung Alfamart Sahabat Bumi: education to the local communities about reducing plastic use, waste recycling, and tree planting
- Educate and empower the local communities to foster entrepreneurship and creativity



# CSR EVENTS



Blood donation event to collect over 25,000 blood bags in 17 cities as part of its 25<sup>th</sup> anniversary, in collaboration with Red Cross and several suppliers



Empowering MSME entrepreneurs by offering free business training to enhance their skills and knowledge



Donation to disaster victims



Planting of more than 25,000 trees across Indonesia

# Thank You

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

