

# MANAGEMENT PRESENTATION

PT. SUMBER ALFARIA TRIJAYA, TBK  
AS OF SEP 30, 2022

# Agenda

01 OVERVIEW YTD SEP 2022

02 INDUSTRY UPDATE

03 OPERATIONAL PERFORMANCE

04 FINANCIAL HIGHLIGHTS



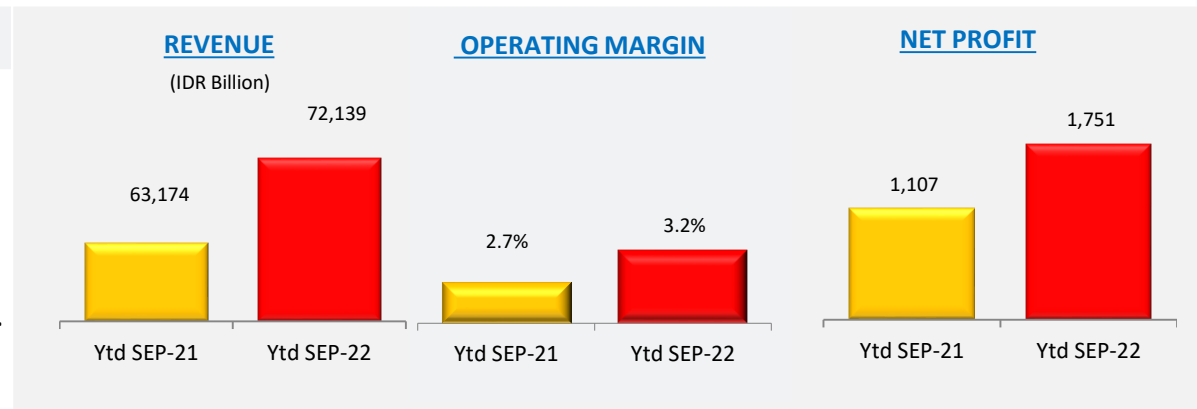
# Overview Ytd Sep 2022

## I. NET STORE ADDITION & PERFORMANCE

- Alfamart : 1,005 stores, Alfamidi : 102 store, Lawson, Alex, Alfamidi Fresh, Alfa Supermarket : 52 store, Dan+Dan : 46 stores = 1,205 store
- Outer island still grew higher than Java.

## II. FINANCIAL PERFORMANCE

- Revenue increased by 14.2% (YoY) from IDR 63.2 trillion to IDR 72.1 trillion.
- Operating margin grew from 2.7% to 3.2% (YoY).
- Net profit margin grew form 1.75% to 2.43% (YoY).
- Net Profit increased by 58.2% (YoY) from IDR 1.107 billion to IDR 1.751 billion.



- Q on Q and Q.3 YoY Performance

Description	Q2 - 2022		Q3 - 2022		Q3 - 2021	
	IDR Billion	% to revenue	IDR Billion	% to revenue	IDR Billion	% to revenue
Revenue	24,978	100.0%	24,252	100.0%	21,138	100.0%
Gross Profit	5,005	20.0%	4,887	20.2%	4,379	20.7%
Operating Income	779	3.1%	663	2.7%	513	2.4%
Net profit attributable to parent company	578	2.3%	498	2.1%	254	1.2%

## IV. ESG & SUSTAINABILITY

### REDUCING PLASTIC BAG USAGE

- Transaction with plastic bags decreased -2.10% (YoY) from 38.80% to 36.70%.
- 6 branches already implemented regional regulations prohibiting plastic bag usage.

### APPLICATION OF SOLAR PANEL

- Alfamart has been implementing solar panel in 11 branch (offices and warehouses).

### DISABLED EMPLOYEE

896 People

STORE  
597



WH  
288



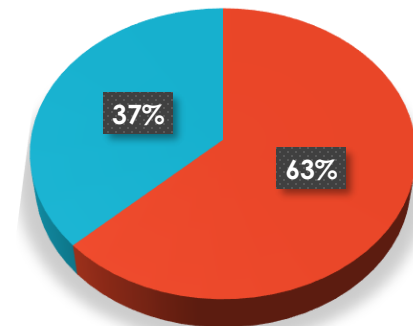
OFFICE  
11



### DEVELOPING SMEs (LOCAL ITEM)

Developing local SMEs to sell their local products in Alfamart stores.

### GENDER DIVERSITY



Male Female

**02**

**INDUSTRY UPDATE**

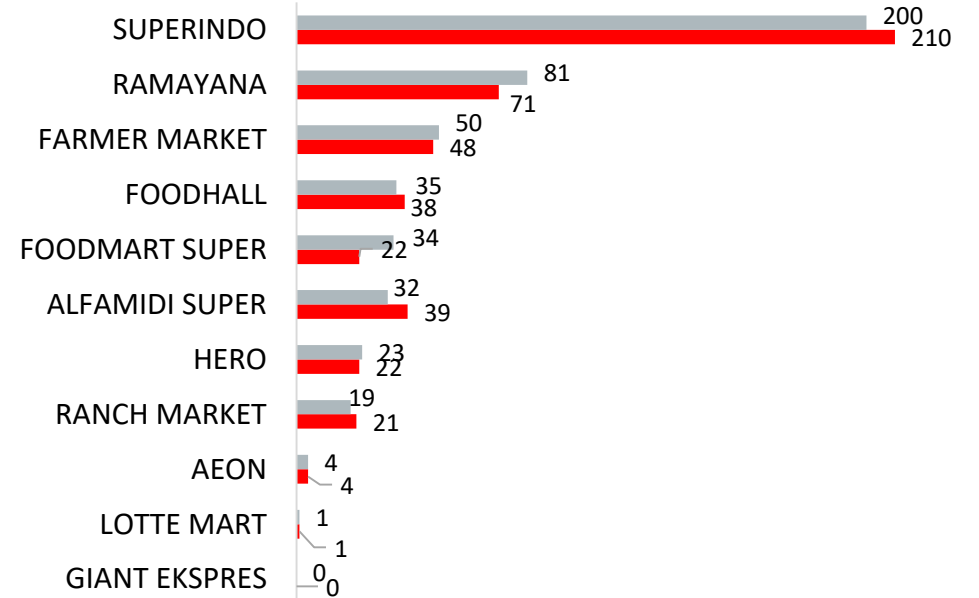


# Industry Landscape

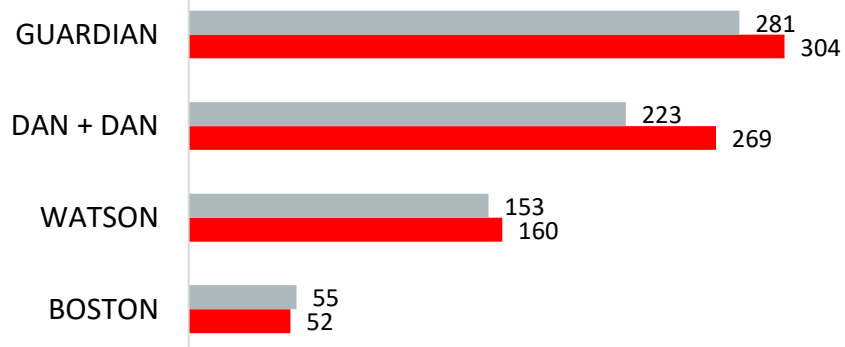
## MINIMARKET



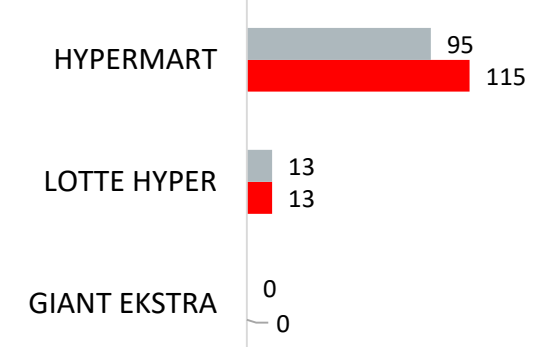
## SUPERMARKET



## PERSONAL CARE



## HYPERMARKET



■ FY 2021 ■ YTD SEP-22

# 03

## OPERATIONAL PERFORMANCE



# Network & Distribution

## Warehouse & Stores

- As of Sep 2022, we managed 44 warehouses, 10 Depos, 12 Store Hubs scattered throughout Indonesia
- 20,015 stores scattered across Indonesia. (26.8% Greater Jakarta; 40.2% Java; 33.0% Outer Island)



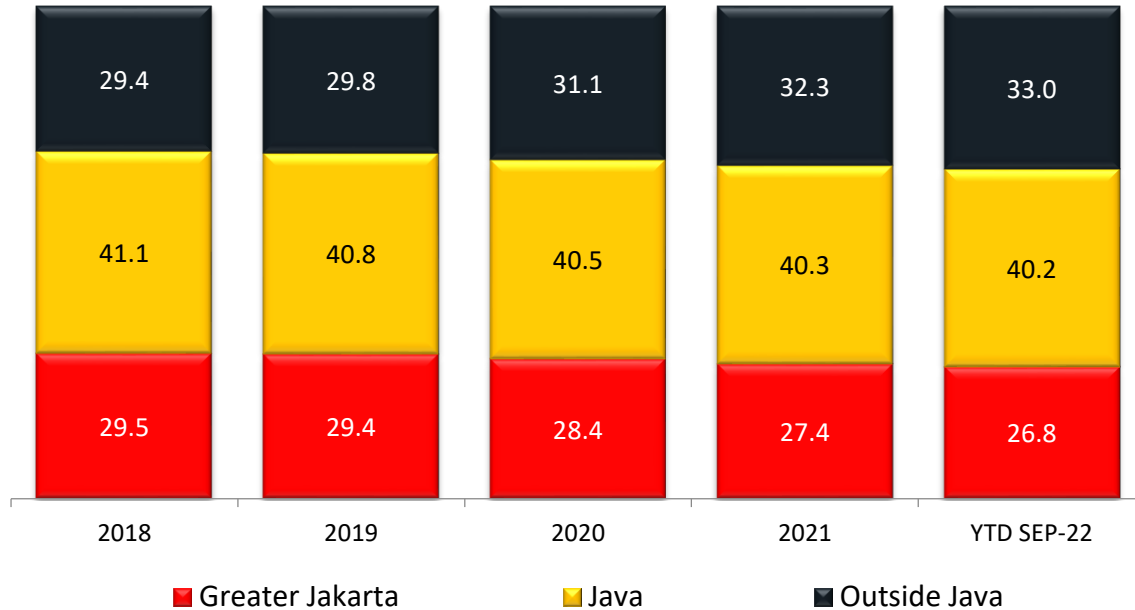
Greater Jakarta	Java	Outer Island	Depos & Store hubs	
<ul style="list-style-type: none"> <li>Cileungsi</li> <li>Jababeka 1 &amp; 2<sup>a)</sup></li> <li>Bekasi</li> <li>Cikokol</li> <li>Balaraja</li> <li>Bogor</li> <li>Parung</li> <li>Bitung 1<sup>a)</sup> &amp; 2<sup>b)</sup></li> </ul>	<ul style="list-style-type: none"> <li>Karawang</li> <li>Bandung 1 &amp; 2</li> <li>Cilacap</li> <li>Plumbon</li> <li>Cianjur</li> <li>Semarang</li> <li>Klaten</li> <li>Malang</li> </ul>	<ul style="list-style-type: none"> <li>Serang</li> <li>Sidoarjo</li> <li>Jember</li> <li>Rembang</li> <li>Yogyakarta<sup>a)</sup></li> <li>Surabaya<sup>a)</sup></li> </ul>	<ul style="list-style-type: none"> <li>Medan 1 &amp; 2<sup>a)</sup></li> <li>Pekanbaru</li> <li>Palembang</li> <li>Lampung</li> <li>Denpasar</li> <li>Kotabumi</li> <li>Samarinda<sup>a)</sup></li> <li>Palu<sup>a)</sup></li> <li>Makassar 1 &amp; 2<sup>a)</sup></li> <li>Jambi</li> <li>Pontianak</li> <li>Banjarmasin</li> <li>Lombok</li> <li>Batam</li> <li>Manado 1 &amp; 2<sup>a)</sup></li> <li>Kendari<sup>a)</sup></li> <li>Ambon<sup>a)</sup></li> </ul>	<p><b>10 Depos</b></p> <ul style="list-style-type: none"> <li>Lhokseumawe</li> <li>Bengkulu</li> <li>Sumbawa</li> <li>Gorontalo</li> <li>Balaraja</li> <li>Bitung<sup>c)</sup></li> <li>Berbek<sup>c)</sup></li> <li>Jogja<sup>c)</sup></li> <li>Bandung<sup>c)</sup></li> <li>Berbek SDJ (Alfamart)</li> </ul> <p><b>12 Store Hubs</b></p> <ul style="list-style-type: none"> <li>9 NTT</li> <li>2 Bintan</li> <li>1 West Papua</li> </ul>
		<p><b>Notes :</b></p> <ul style="list-style-type: none"> <li><sup>a)</sup> DC Alfamidi</li> <li><sup>b)</sup> DC Dan+Dan</li> </ul>	<p><b>Notes :</b></p> <ul style="list-style-type: none"> <li><sup>c)</sup> Alfamind</li> </ul>	



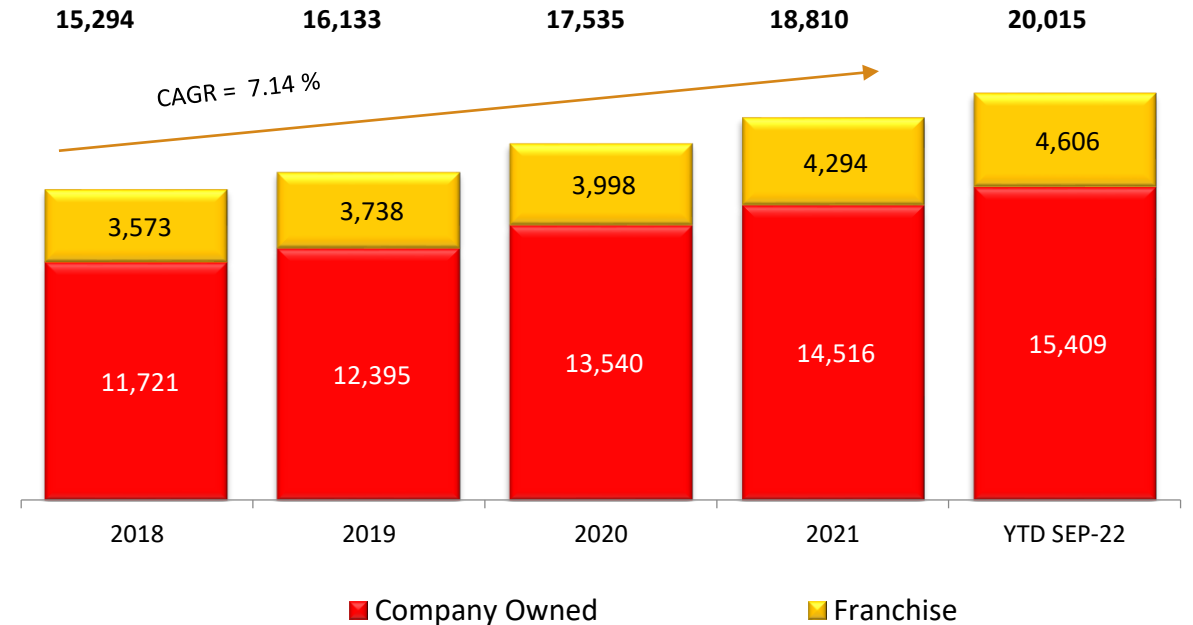
# Store Growth

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.

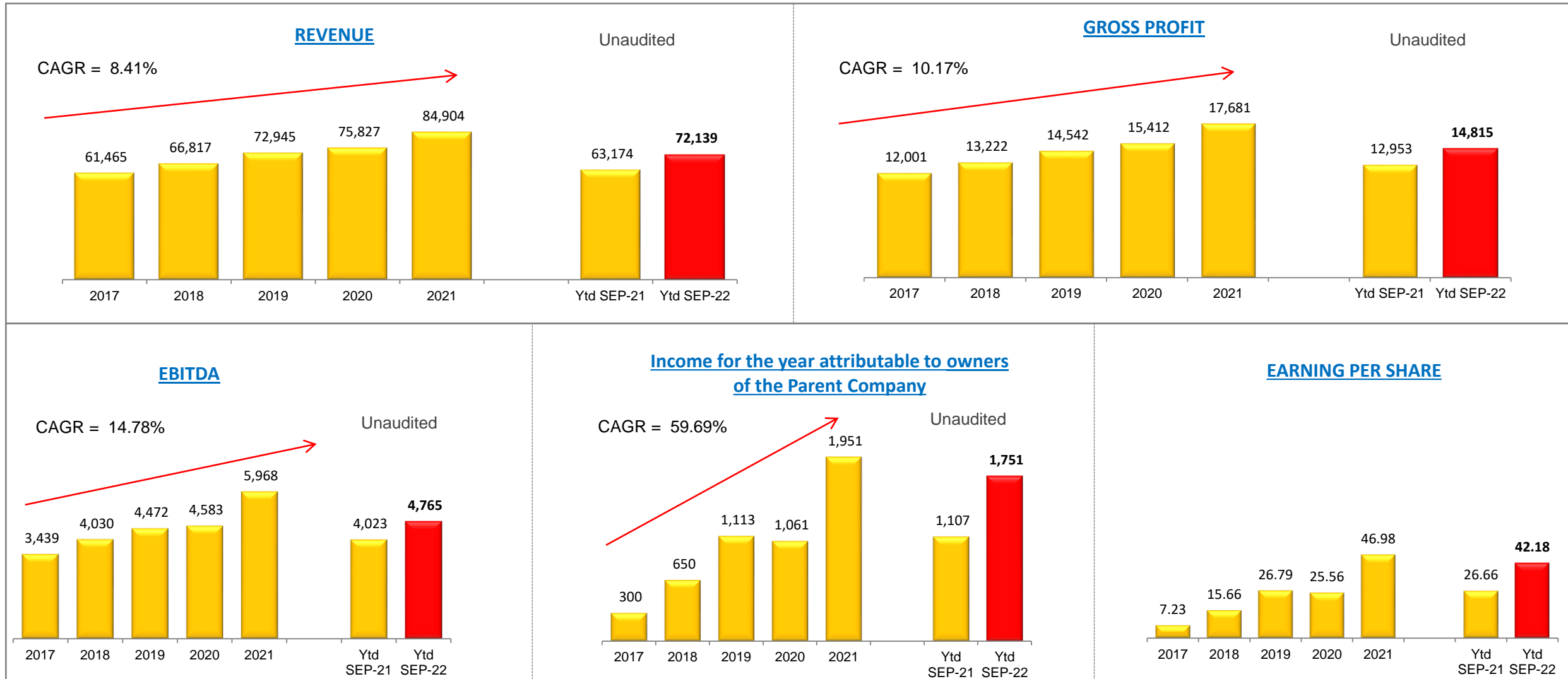
# 04

## FINANCIAL HIGHLIGHTS



# Income Statement Summary Consolidated

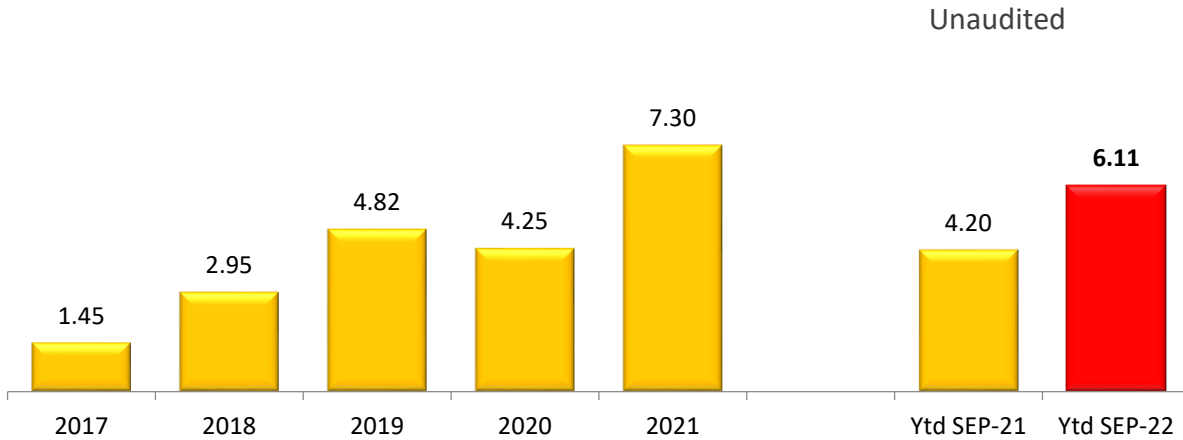
As of Sep 2022 [IDR Billion]



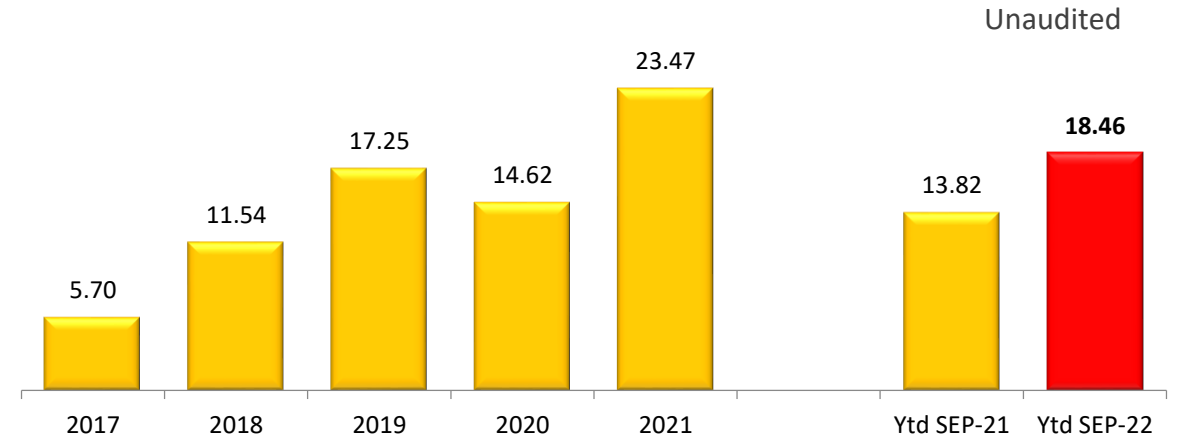
Subsidiaries Include : PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

# Financial (Return & Leverage)

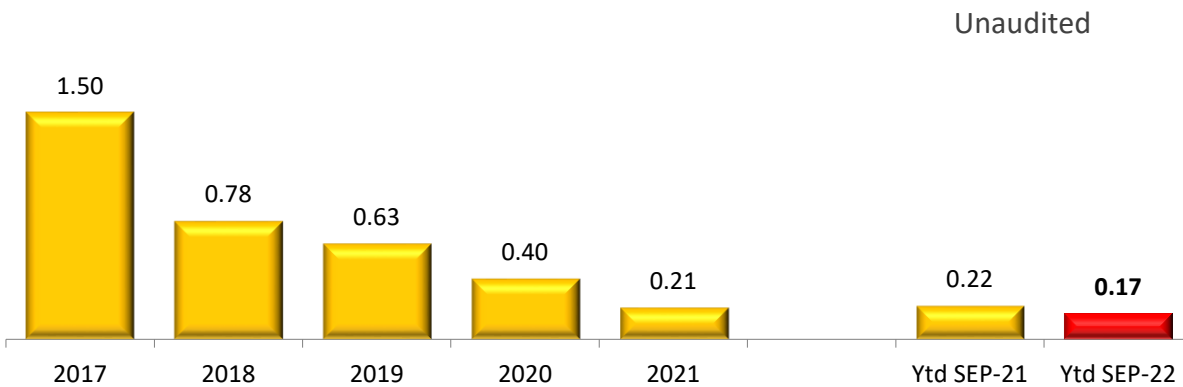
ROAA (%)



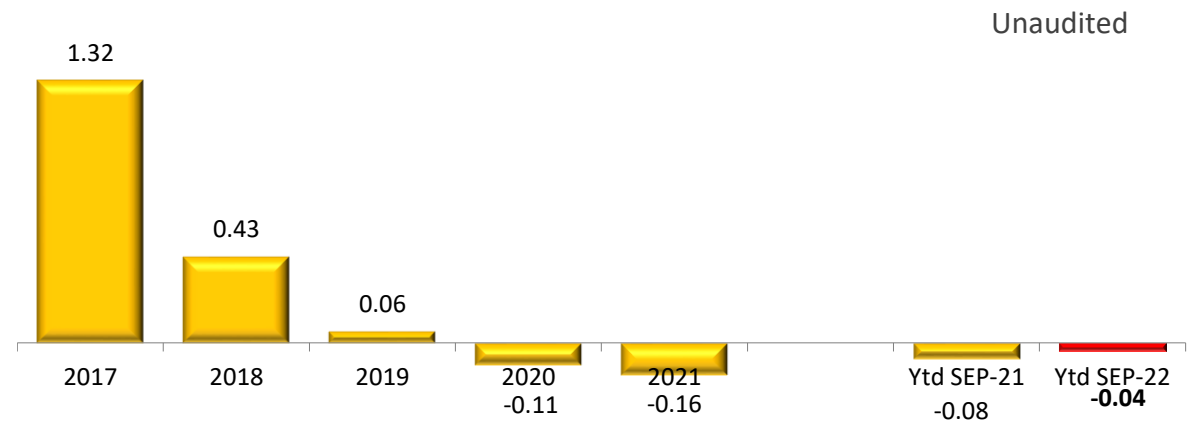
ROAE (%)



DER ( Gross Debt to Equity )



Net Gearing Ratio (x)



A person is pouring coffee from a glass pitcher into a brown paper cup. The cup has a "bean! SPOT" logo. The person is wearing a dark blue shirt with a "bean! SPOT" logo. The background is a coffee shop counter.

**THANK  
YOU**