



# MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk  
As of March 31, 2018

- **Overview Ytd March 2018**
- **Groceries Retail Industry Overview**
- **Operational Performance**
- **Financial Highlights**



# OVERVIEW Ytd MARCH 2018

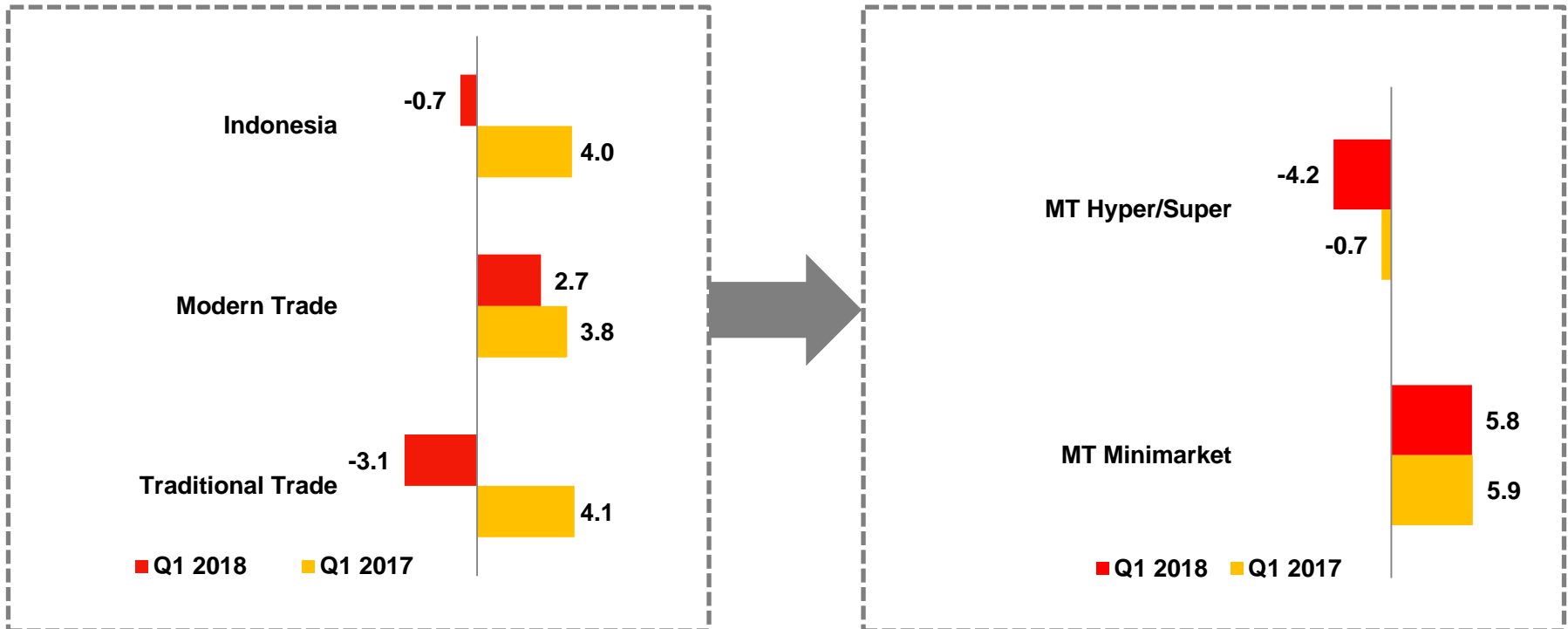
- ❖ **Indonesian Groceries recorded a minus growth of 0.7 % in Q1 2018 vs 4 % in Q1 2017.**  
**The most severe decline were Traditional Channel from 4,1% to -3,1% and Hyper/Super from -0,7% to -4,2%. At the same time Minimarket Trade Channel only declined marginally from 5,9% to 5,8%.**
- ❖ **Of 55 categories; Food and Non Food were still declining , with the exception of Cooking & Seasoning and Indulgences .**
- ❖ **Net addition of stores ytd March 2018 ; Alfamart 26 stores and Alfamidi 57 stores.**



# GROCERIES RETAIL INDUSTRY OVERVIEW

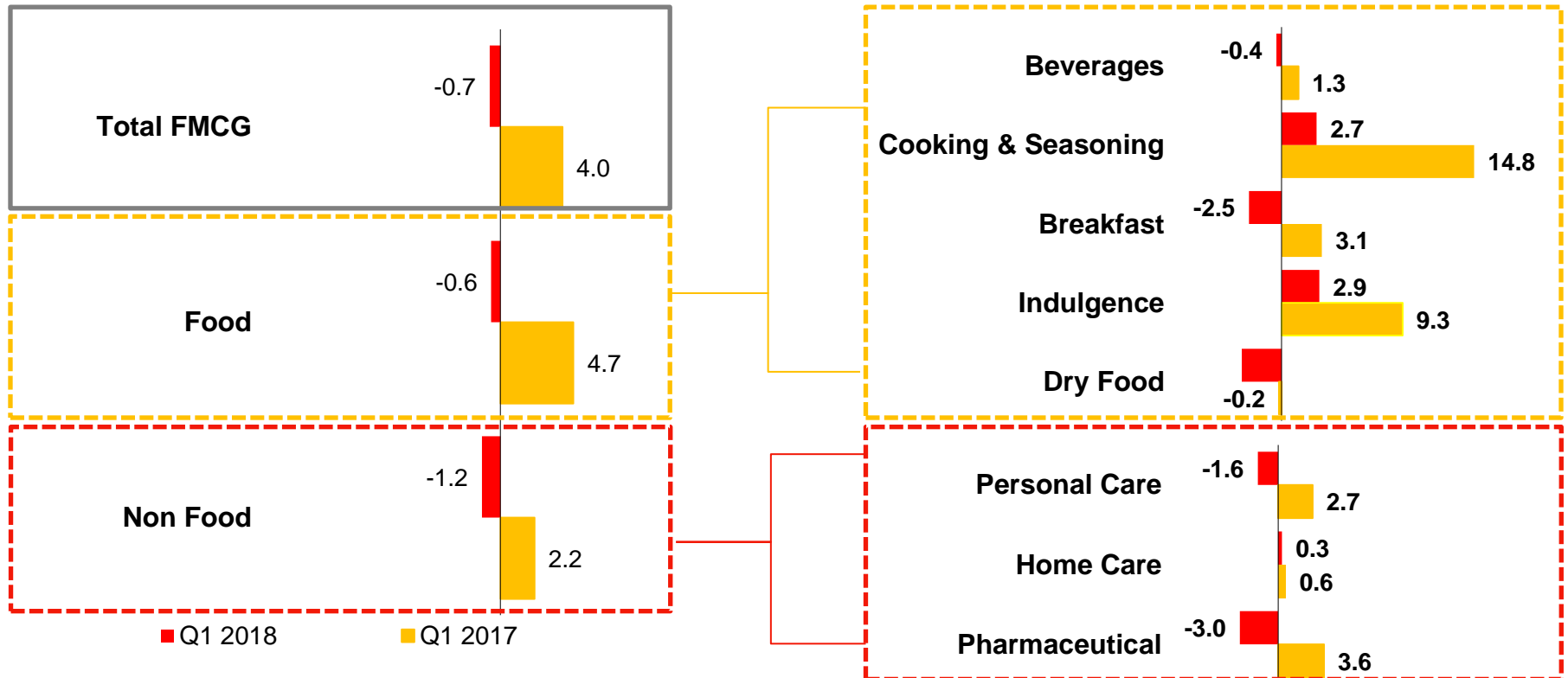
- ❖ All trade channel recorded minus growth in Q1 2018 vs Q1 2017, with the exception of Mini Market Modern Trade which showed a marginal decline of positive growth from 5.9 % to 5.8 %

Indonesia Total Grocery | Total 55 FMCG Categories | Q1 2018 vs Q1 2017



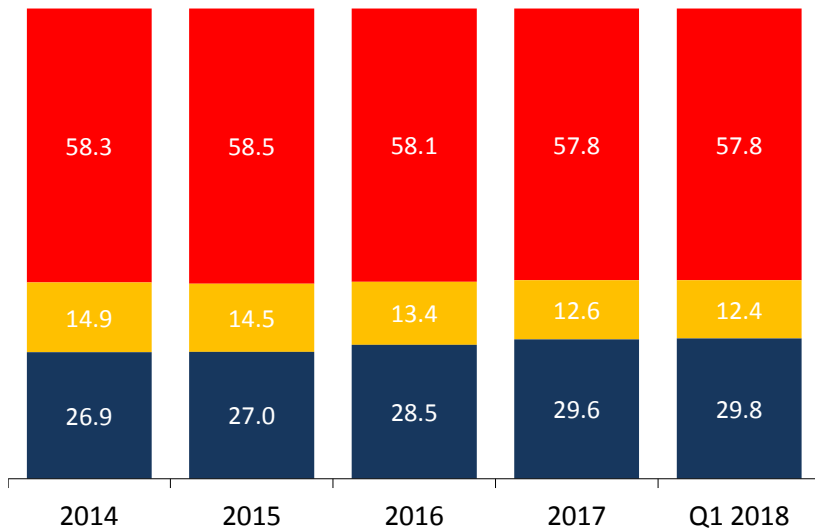
- ❖ Of 55 categories, Food and Non Food were still declining , with the exeption of Cooking & Seasoning and Indulgences.

Indonesia Total Grocery | Total 55 FMCG Categories | Q1 2018 vs Q1 2017



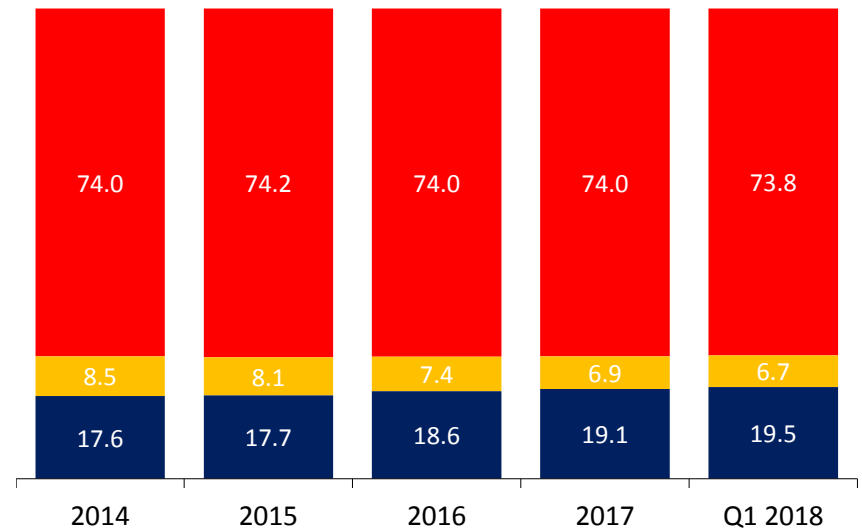
- ❖ Both excluding and including Cigarettes, the market share of Super/Hyper were decreasing while Minimarket was Increasing

Indonesia Total Grocery | Total 55 FMCG Categories | Q1 2018



■ Traditional Stores ■ Super Hyper ■ Minimarket

Indonesia Total Grocery | Total 55 FMCG Categories + Cigarette | Q1 2018



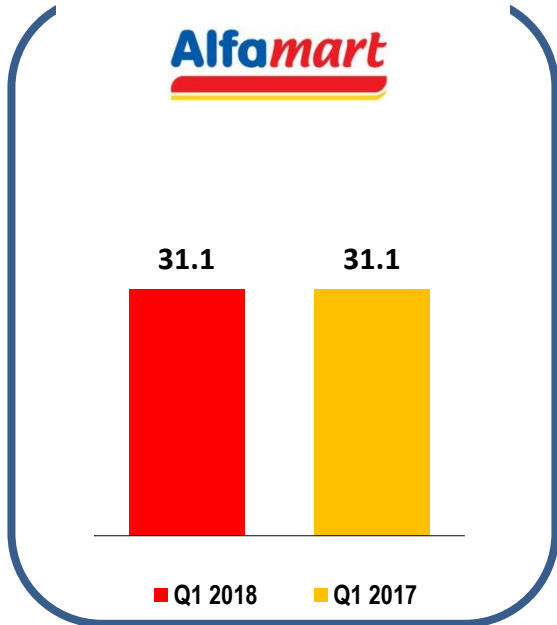
■ Traditional Stores ■ Super Hyper ■ Minimarket



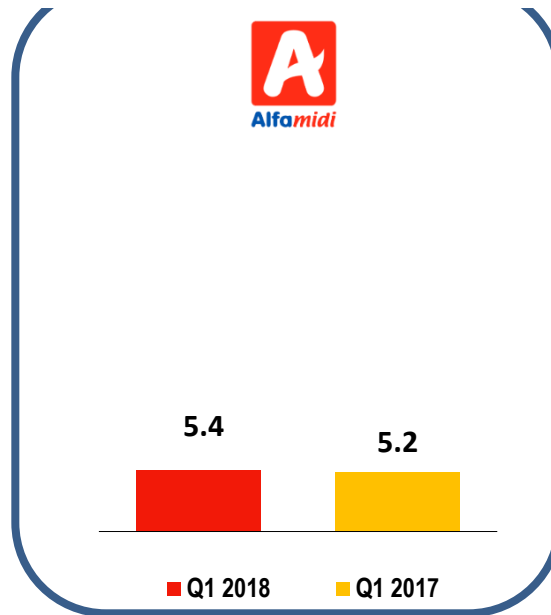
Alfamart market share to Total Indonesia MT Minimarket remained the same at 31.1%. Alfamidi market share to Total Indonesia MT Minimarket grew from 5.2% to 5.4%. Group market share grew from 36.3% to 36.5%.

## Alfamart & Alfamidi vs MT MM | Total 55 FMCG Categories

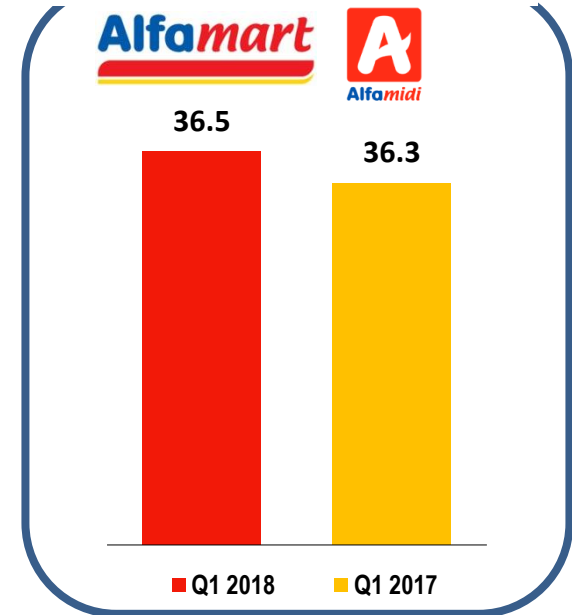
Alfamart to Indonesia MT MM



Alfamidi Share to Total Indonesia MT MM



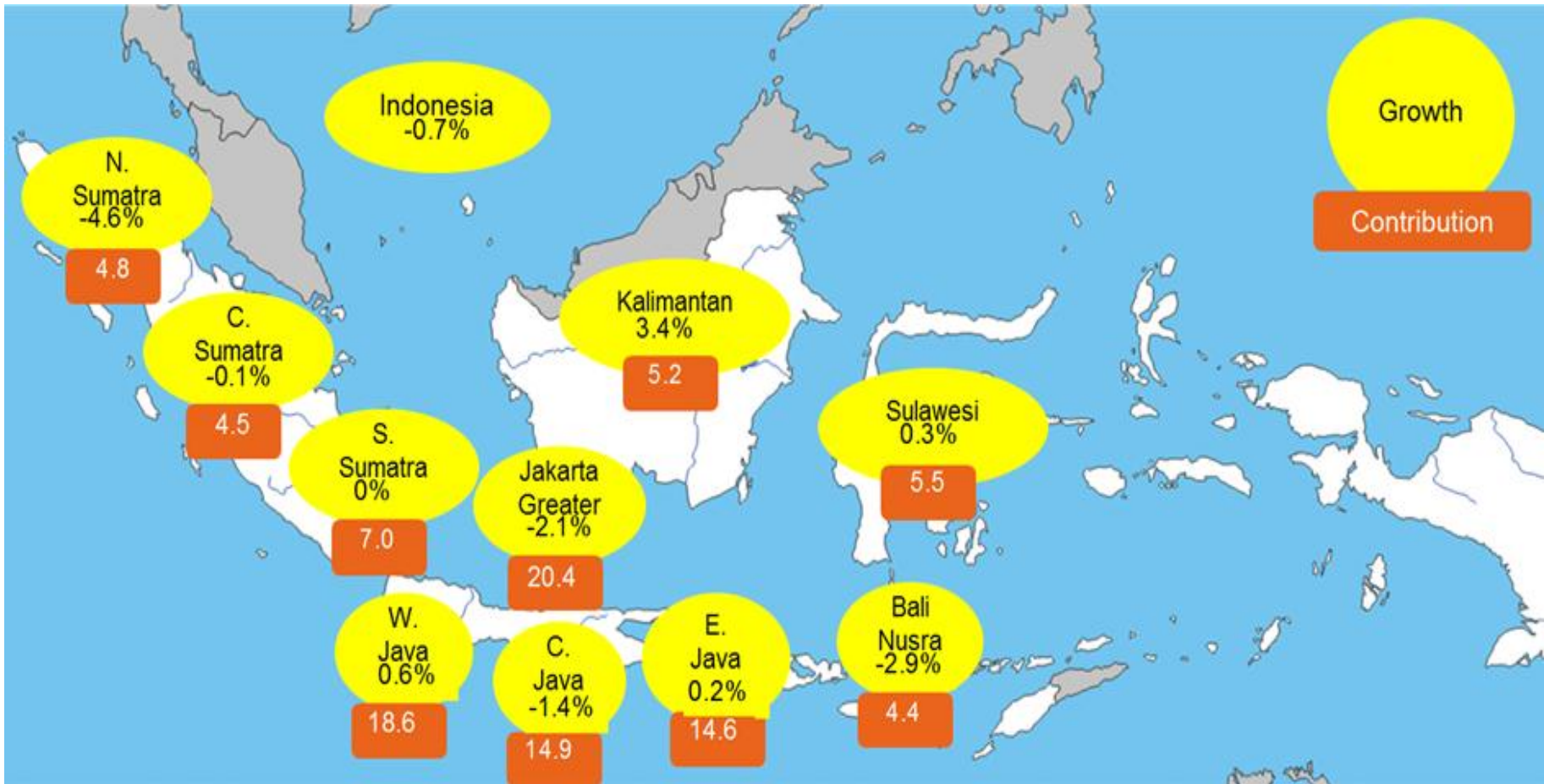
Group to Total Indonesia MT MM



	Store Number	
	Jan 18	Mar 2018
ALFAMART	13.490	13.503
ALFAMIDI	1.419	1.450
ALFAMIDI SUPER	12	14
LAWSON	37	37
DAN+DAN	108	110
CIRCLE K	396	393
INDOMARET	15.226	15.394
FARMER MARKET	20	20
SUPERINDO	155	155
RANCH MARKET	13	14
LOTTE SUPER	2	2
RAMAYANA	87	87
FOODMART	38	36
GIANT EKSPRES	105	101
HERO	29	29
LOTTE HYPER	15	15
GIANT EKSTRA	58	58
HYPERMART	114	113
WATSONS	79	81
BOSTON	100	100
GUARDIAN	251	254

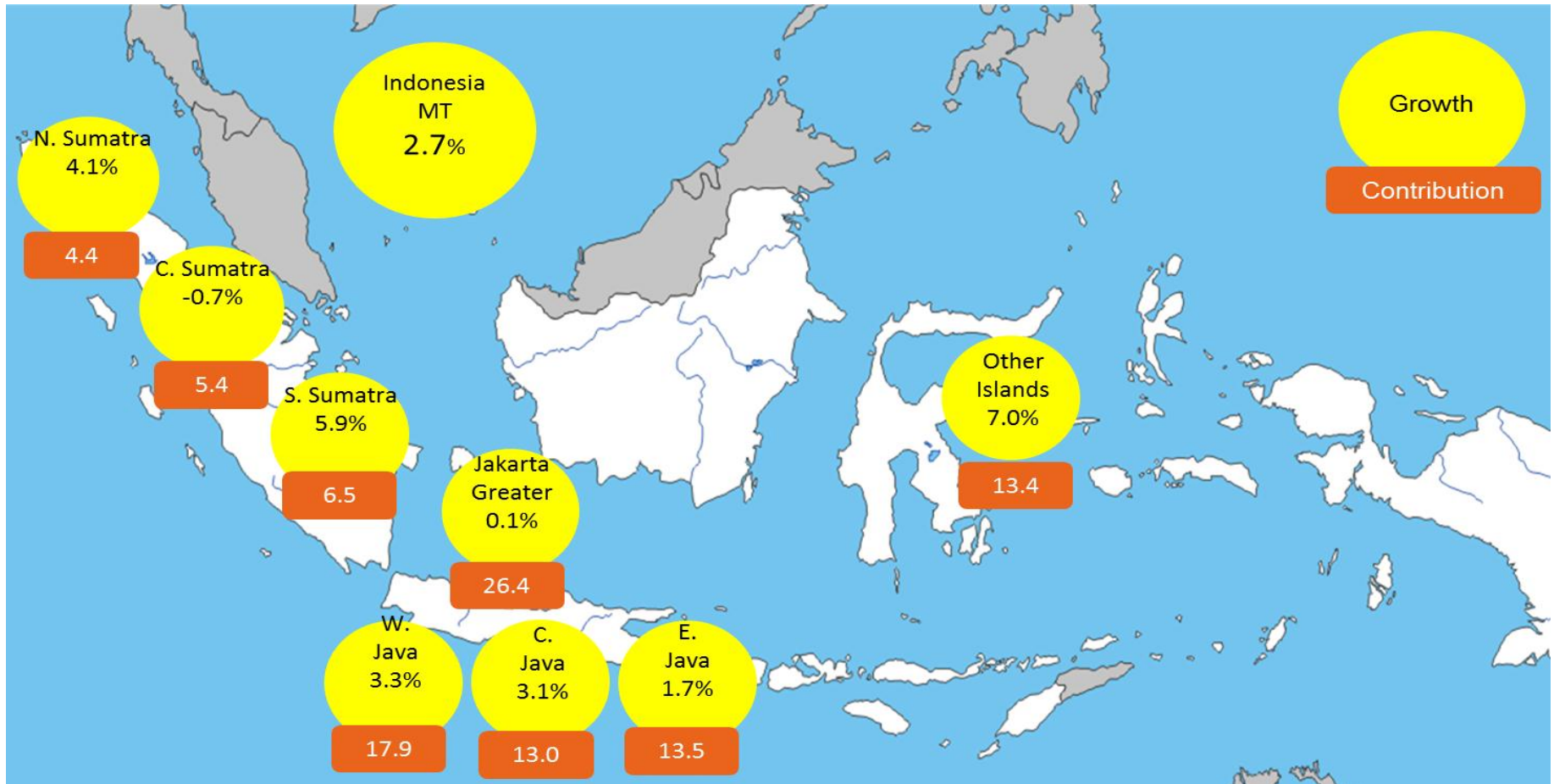
❖ Java still recorded the highest contribution of 68.5 % , whilst Kalimantan recorded the highest growth of 3.4%.

Indonesia Total Groceries | Total FMCG 55 Categories | Q1 2018 vs Q1 2017



- ❖ Greater Jakarta only grew marginally by 0,1% , whilst Other Islands (Kalimantan, Sulawesi & Other Eastern Indonesia ) grew the highest of 7 %

Total Indonesia Modern Trade | Total FMCG 55 Categories | Q1 2018 vs Q1 2017









# OPERATIONAL PERFORMANCE

## We are still increasing store numbers and members / loyal customers

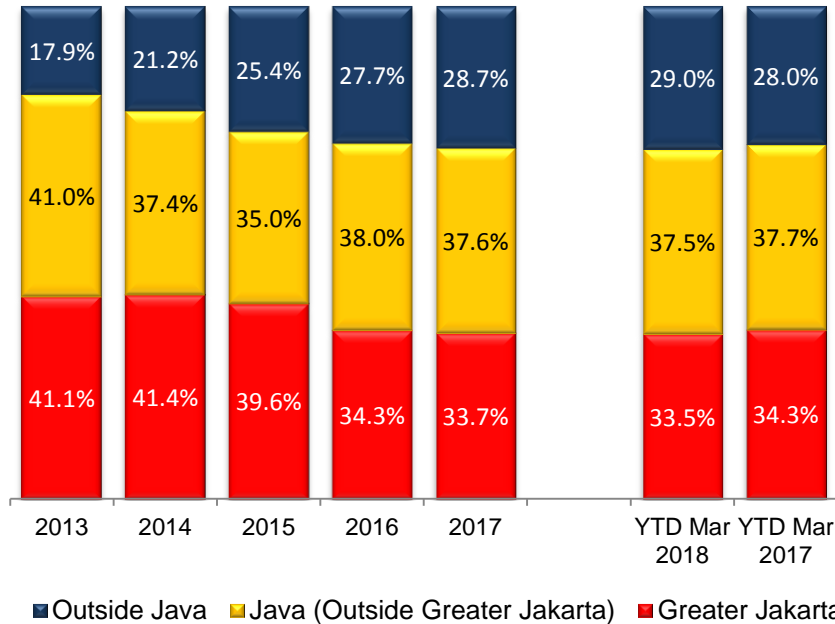
- More than 15.000 stores scattered in Indonesia
- 132.000 + employees \*
- 42 warehouses
- 500 + active Suppliers
- 12 million + members

Store Concept	No .of Stores	Description
	<b>13.503</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Selling space 90-100 m2</li> <li><input type="checkbox"/> Small format with &gt; 4.000 SKUs</li> <li><input type="checkbox"/> 74% owned, 26% franchise</li> <li><input type="checkbox"/> Mostly located in residential area</li> </ul>
	<b>1.464</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Selling space 250–300 m2</li> <li><input type="checkbox"/> Larger format with &gt; 7.000 SKUs</li> <li><input type="checkbox"/> Selling fresh products in addition to groceries</li> <li><input type="checkbox"/> Mostly located in residential area</li> </ul>
	<b>37</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Selling space 44 – 184 m2</li> <li><input type="checkbox"/> &gt; 2.500 SKUs</li> <li><input type="checkbox"/> Mostly located in commercial area</li> </ul>
	<b>110</b>	<ul style="list-style-type: none"> <li><input type="checkbox"/> Selling space 100 m2</li> <li><input type="checkbox"/> &gt; 5.000 SKUs</li> <li><input type="checkbox"/> Targeting middle and middle lower consumers for health and beauty related products</li> <li><input type="checkbox"/> Mostly located in residential / commercial area</li> </ul>

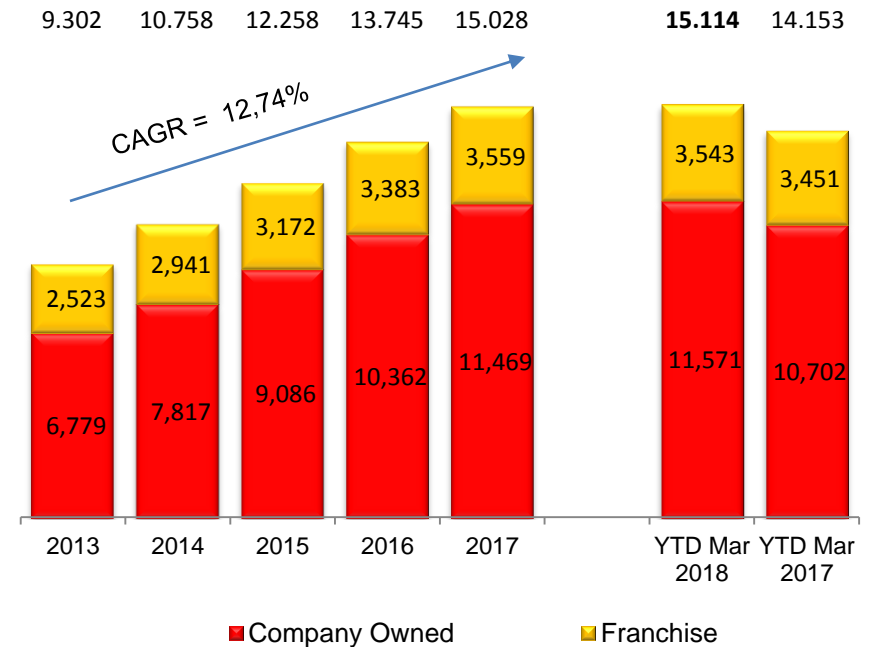
\* Including Franchise store employees

The shift of new store opening / store presence from Greater Jakarta to Outside of Greater Jakarta and 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.

## Java (24 warehouses)

- |  |  |
|--|--|
|  Cileungsi                    |  Semarang                                 |
|  Jababeka 1 & 2 <sup>a)</sup> |  Klaten                                   |
|  Cikokol                      |  Malang                                   |
|  Balaraja                     |  Sidoarjo                                 |
|  Bogor                        |  Jember                                   |
|  Bandung 1 & 2                |  Karawang                                 |
|  Plumbon                      |  Rembang                                  |
|  Cilacap                      |  Parung                                   |
|  Surabaya <sup>a)</sup>       |  Bitung 1 <sup>a)</sup> & 2 <sup>b)</sup> |
|  Serang                       |  Yogyakarta <sup>a)</sup>                 |
|  Cianjur                      |  |

## Outside Java (18 warehouses)

- |   |  |
|---|--|
|  Medan 1 & 2 <sup>a)</sup> |  Makassar 1 & 2 <sup>a)</sup> |
|  Pekanbaru                 |  Jambi                        |
|  Palembang                 |  Pontianak                    |
|  Lampung                   |  Banjarmasin                  |
|  Denpasar                  |  Lombok                       |
|  Kotabumi                  |  Batam                        |
|  Samarinda <sup>a)</sup>   |  Manado 1 & 2 <sup>a)</sup>   |
|  Palu <sup>a)</sup>        |  |

Notes :

a) Alfamidi

b) Dan+Dan

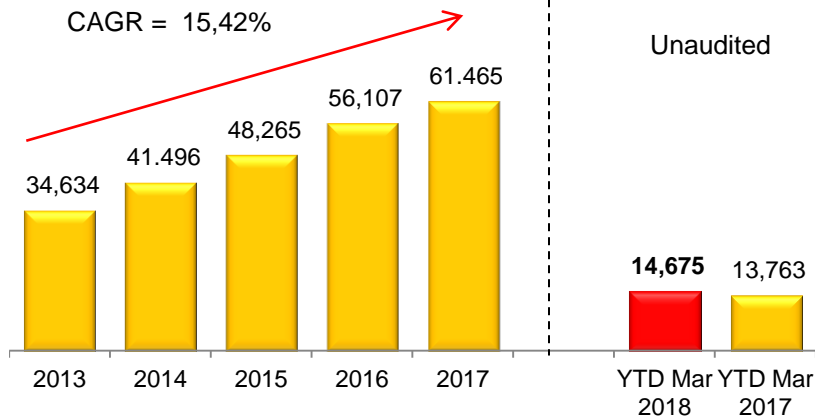
As of March 2018, we managed 42 warehouses scattered throughout Indonesia (32 warehouses for Alfamart, 9 for Alfamidi and 1 for Dan+Dan)



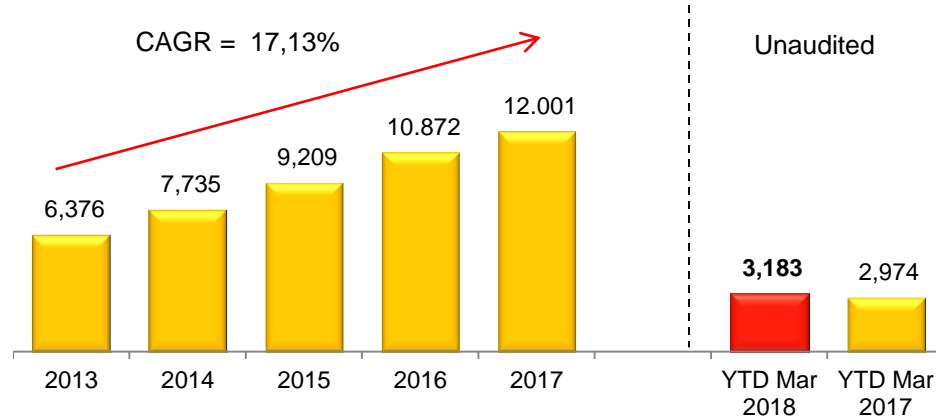


## FINANCIAL HIGHLIGHTS

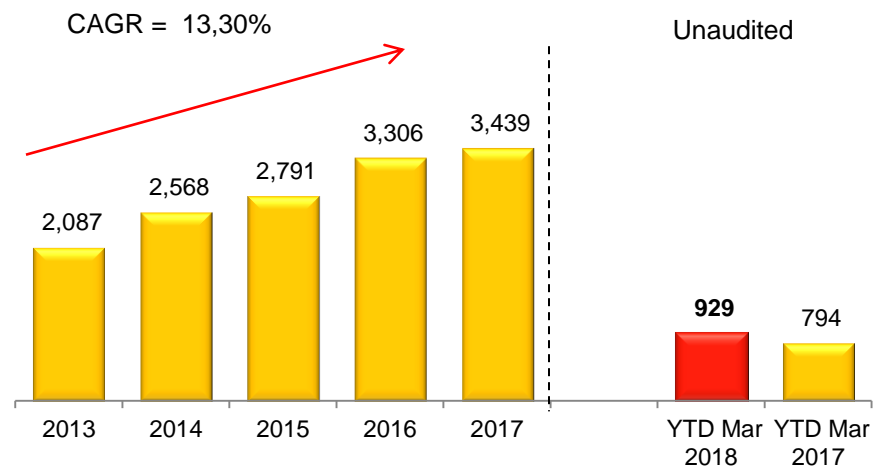
### Revenue



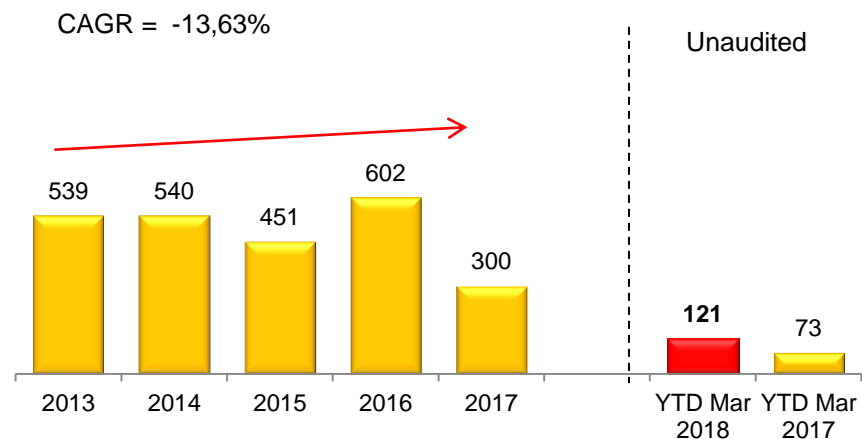
### Gross Profit



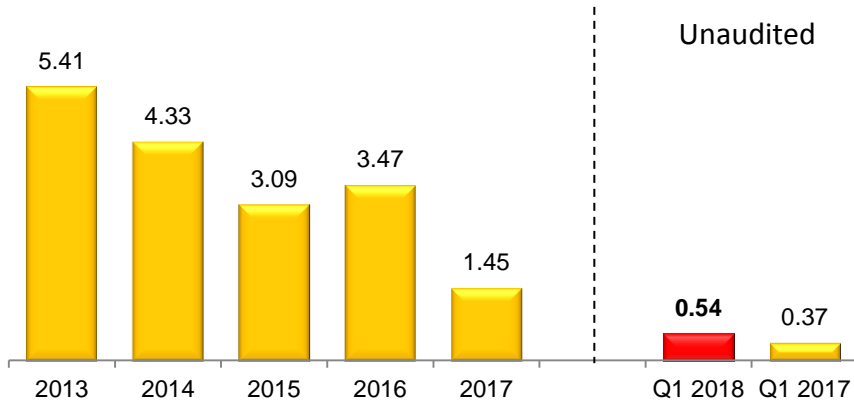
### EBITDA



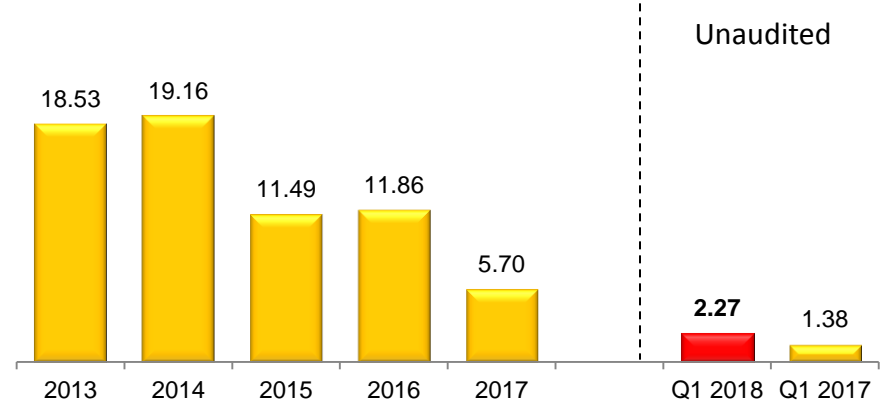
### Income for the year attributable to owners of the Parent Company



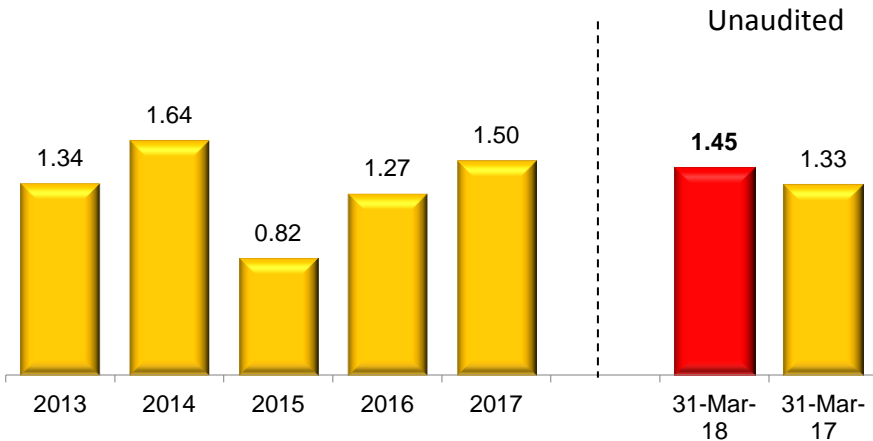
ROAA (%)



ROAE (%)



DER ( Gross Debt to Equity )



Net Gearing Ratio (x)

