



MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk

[As of March 31, 2020]



Overview Ytd March 2020



Industry Update



Operational Performance



Financial Highlights



Business Development

OVERVIEW MARCH 2020



Trade Channel Growth

- MT Minimarket keep increasing with double digit growth from 13.8% to 14.6% during 1Q 2020
- Super/Hyper and Traditional are growing. (Super/Hyper showed a significant growth from -8.1% to 0.2% and Traditional grew from 4.1% to 7.3%)

Performance By Department

- Most of categories in Non Food Department recorded a significant growth, Pharmaceuticals increased with double digit growth from 4.7% to 12.8%, Personal care and home care grew from 3.1% to 9.2% and 0.8% to 9.2% respectively.
- Food categories recorded a significant growth from 0.1% to 8.7%, Cooking & Seasoning, Indulgence and Dry Food are the key driver in Food Department (from -4.6% to 13.9%, 3.7% to 9.1% and -0.3% to 9.4% respectively).

Net Addition Stores

- Alfamart 237 stores
- Alfamidi 67 stores
- Dan+Dan 6 stores

Alfa Group Market Share

- Alfamart and Alfamidi market share to Indonesia grew from 10.2% to 11.0% and 1.7% to 1.8%.
- Alfamart and Alfamidi market share to Modern Trade are growing from 21.7% to 22.8% and 3.7% to 3.8%.
- Alfamart market share to MT Minimarket grew from 29.4% to 30.1% and Alfamidi market share to MT Minimarket remained flat at 5.0%

Financial Performance

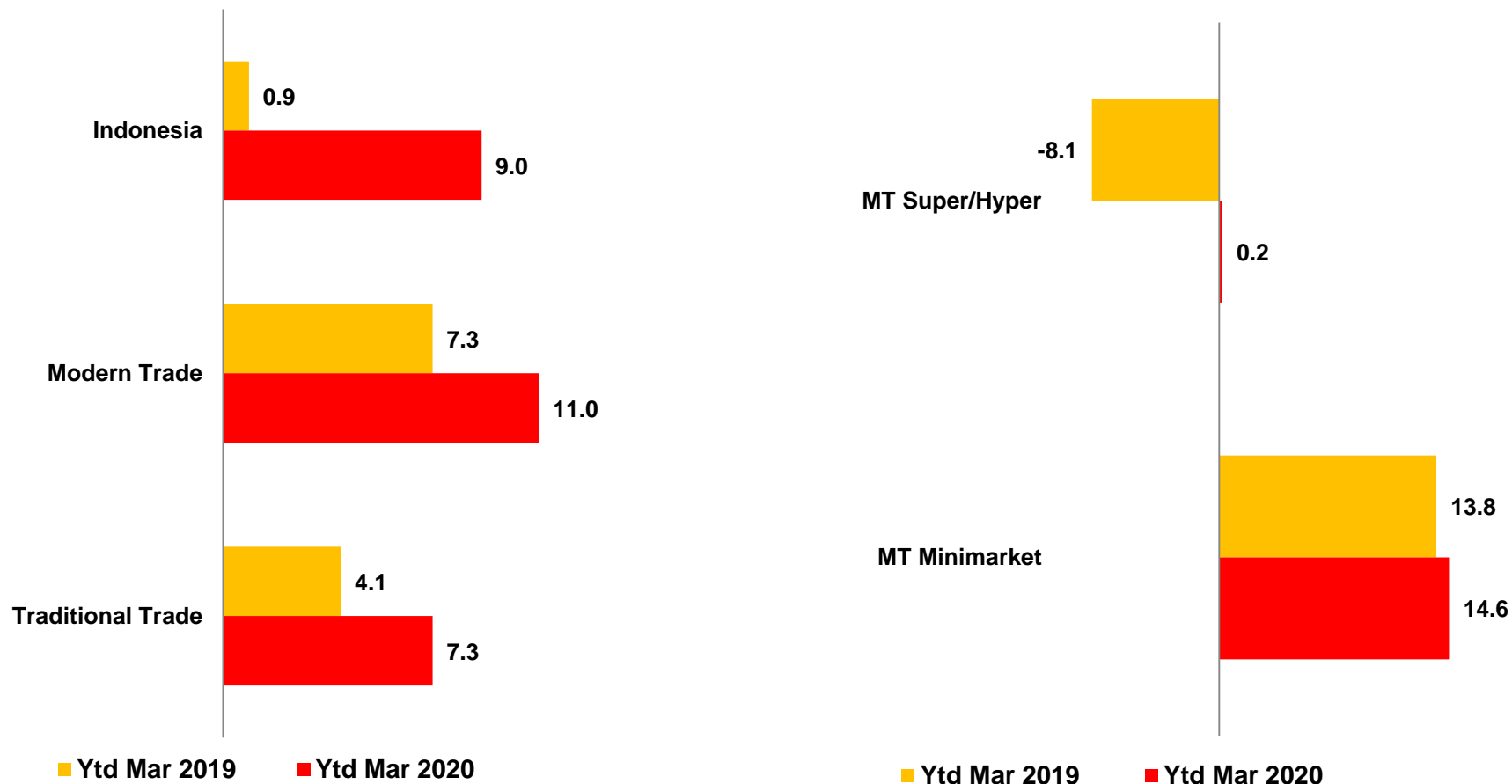
- Revenue grew by 15.7% (YoY) from IDR 16.7 Trillion to IDR 19.3 Trillion.
- Net Profit grew by 73.3% (YoY) from IDR 202 Billion to IDR 350 Billion.
- Net Gearing Ratio decreased from 0.51 X to -0.02 X.



INDUSTRY UPDATE

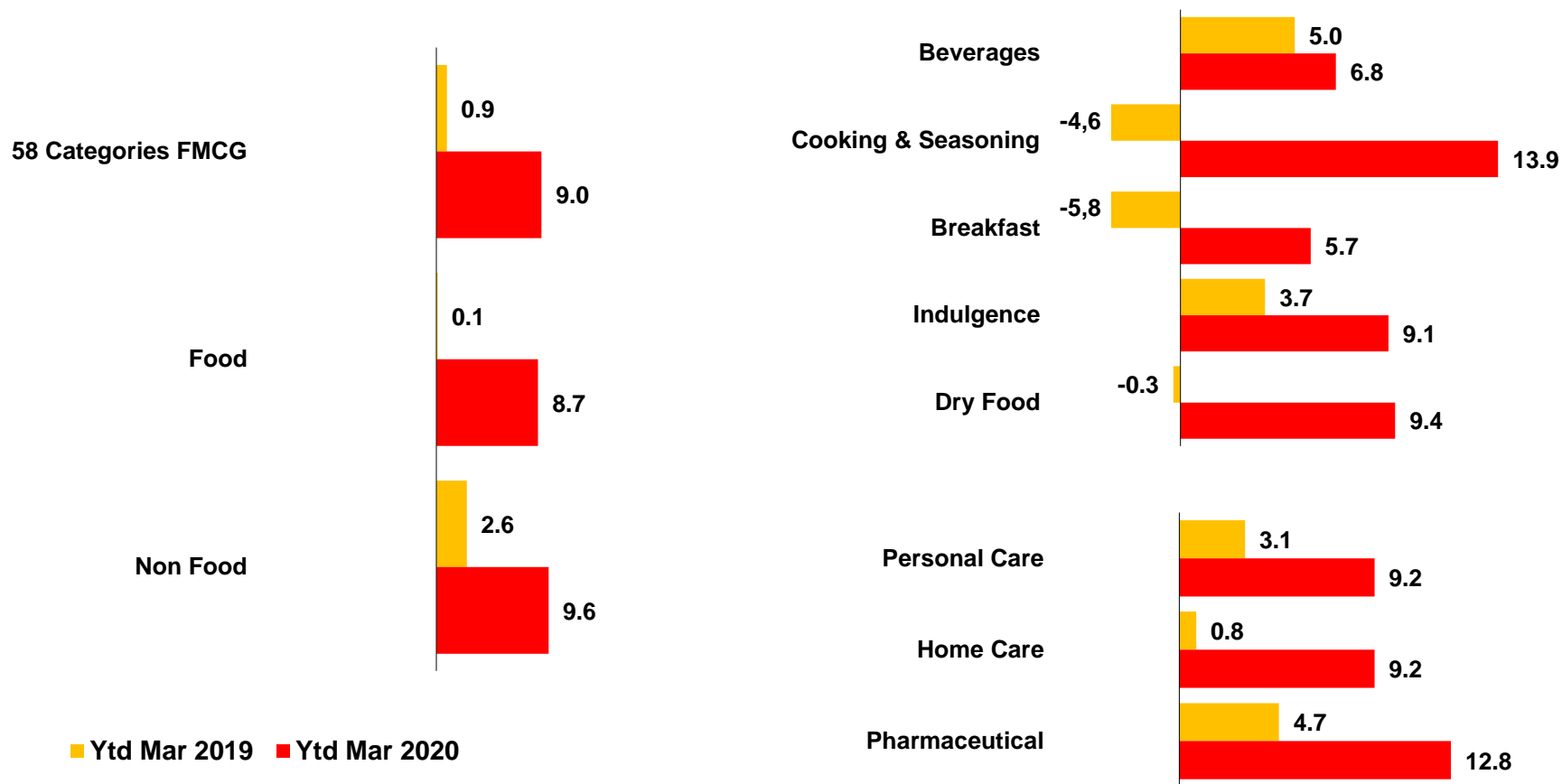


Indonesian Total Grocery Ytd March 2019 vs Ytd March 2020 [Total 58 FMCG Categories]



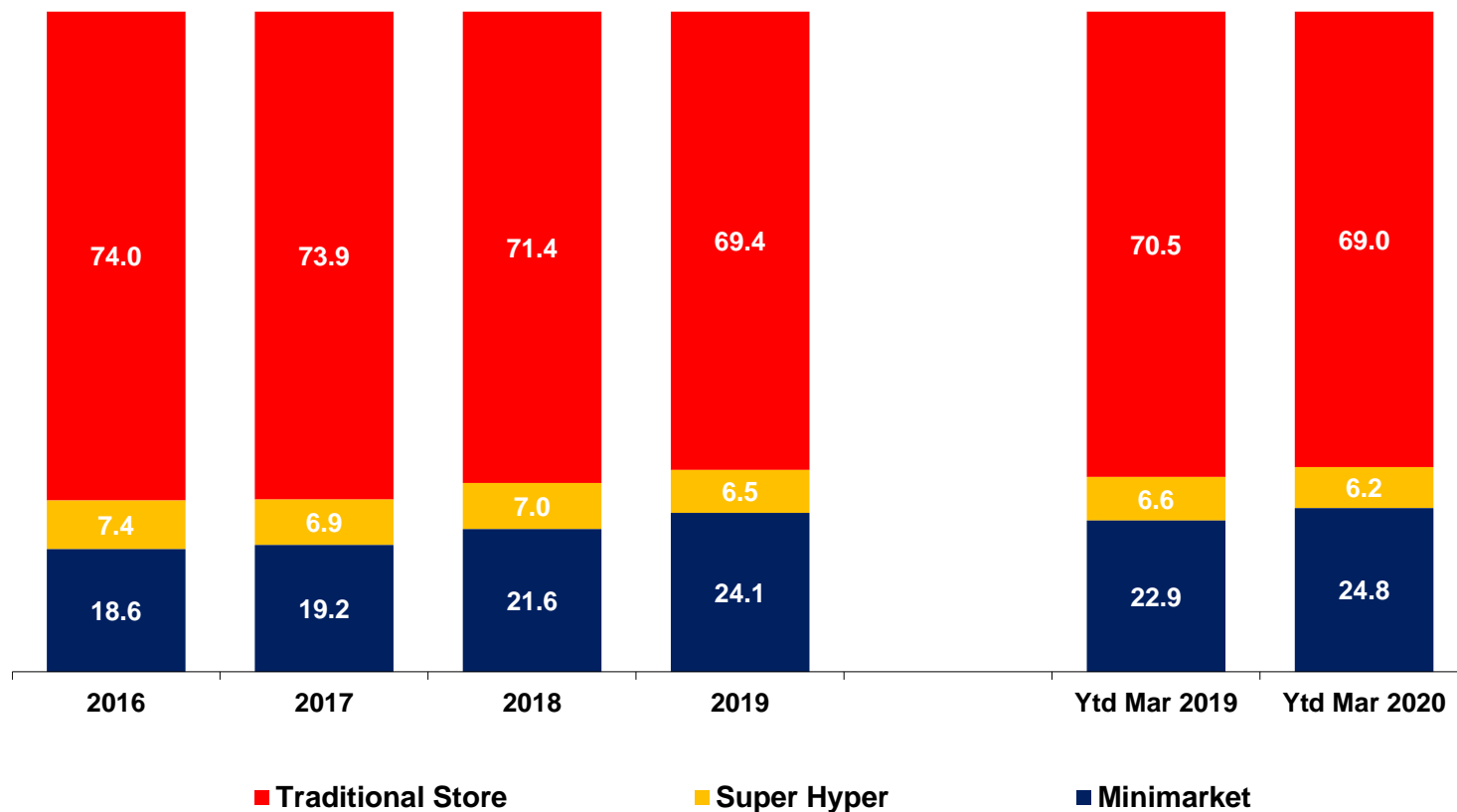
Source: Nielsen Retail Audit

Indonesian Total Grocery Ytd March 2019 vs Ytd March 2020 [Total 58 FMCG Categories]



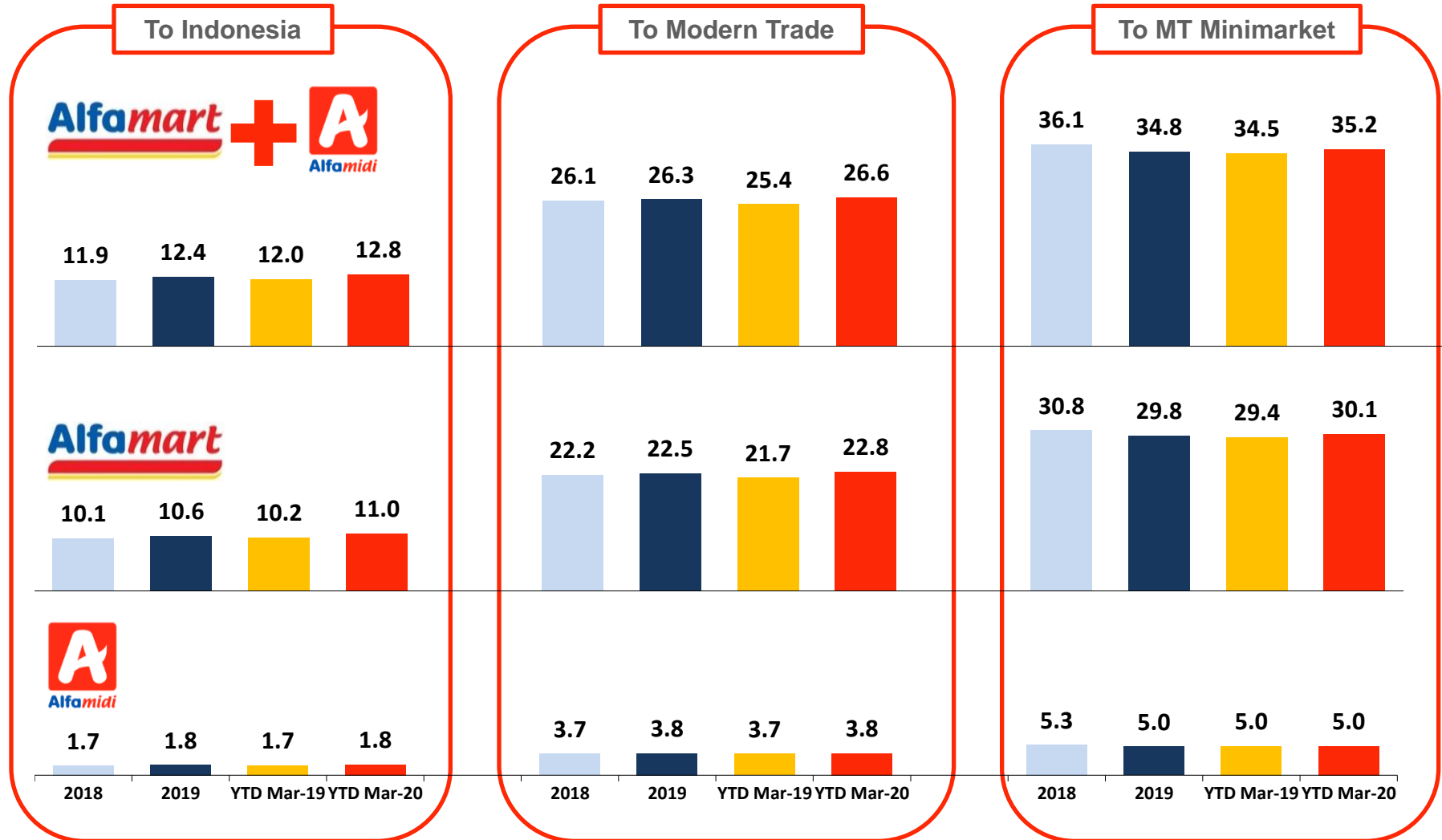
Source: Nielsen Retail Audit

Indonesian Total Grocery Ytd March 2019 vs Ytd March 2020 [Total 58 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

Alfa Group [Total 58 FMCG Categories] Ytd March 2020



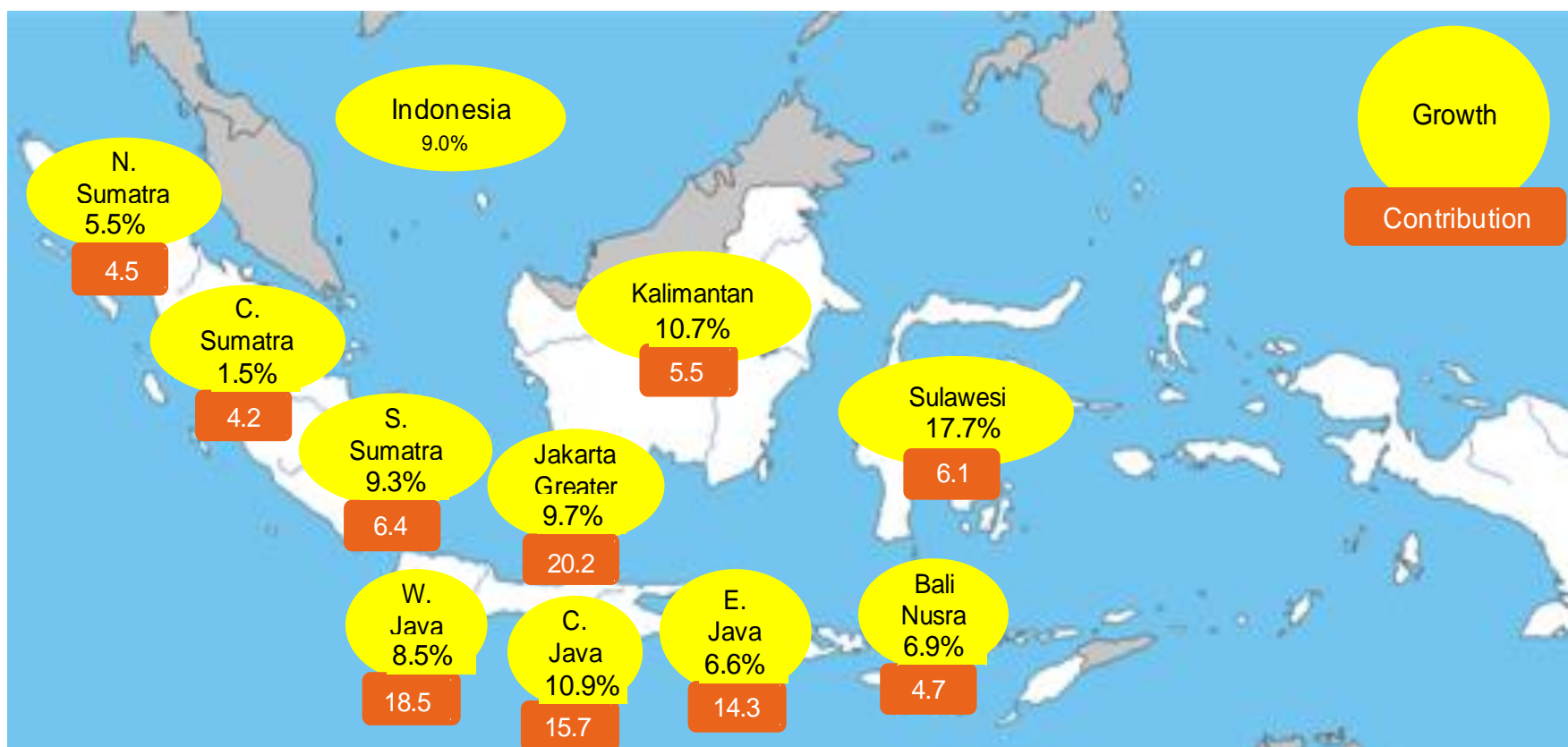
Source: Nielsen Retail Audit

	STORE NUMBER	
	FY 2019	Mar-2020
ALFAMART	14,310	14,547
ALFAMIDI	1,538	1,602
INDOMARET	17,393	17,656
CIRCLE K	426	453
LAWSON	71	72
FOODMART MINI	11	15
ALFAMIDI SUPER	17	19
FARMER MARKET	26	29
SUPERINDO	172	172
RANCH MARKET	16	16
LOTTE SUPER	1	1
RAMAYANA	82	82
FOODMART	30	32
GIANT EKSPRES	63	63
HERO	24	20
LOTTE HYPER	14	14
GIANT EKSTRA	37	37
HYPERMART	103	100
DAN+DAN	197	203
WATSONS	138	143
BOSTON	69	65
GUARDIAN	293	302

Groceries Growth By Region

- South Sumatra, Jakarta Greater, Central Java, Kalimantan and Sulawesi were growing above Indonesia average.
- Java still recorded highest contribution of 68.7%

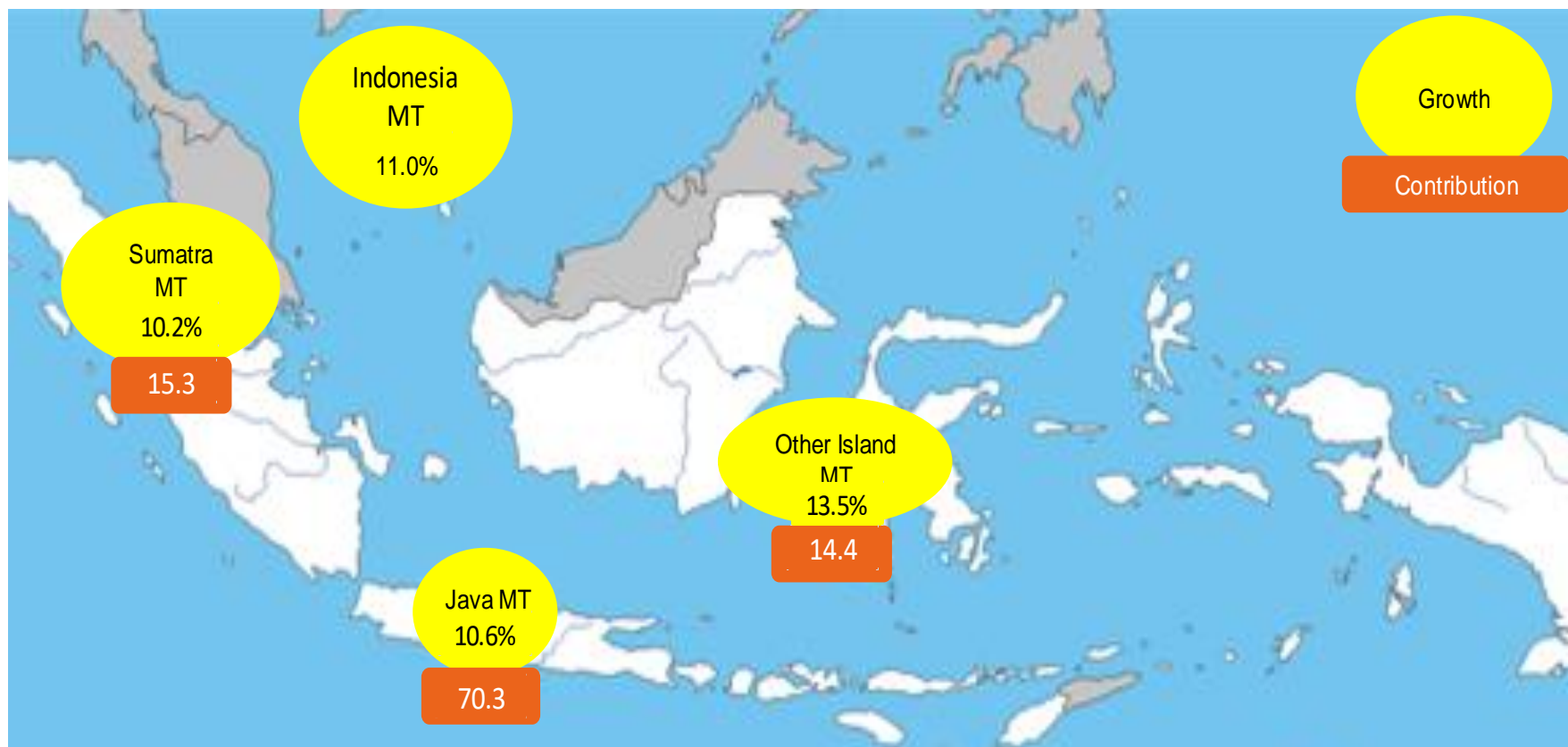
Indonesian Total Groceries Ytd March 2020 [Total FMCG 58 Categories]



Source: Nielsen Retail Audit

Modern trade experienced a double digit growth and Other Island (Kalimantan, Sulawesi & Other Eastern Indonesia) growing better than total Indonesia MT.

Indonesian Total Groceries Ytd March 2020 [Total FMCG 58 Categories]



Source: Nielsen Retail Audit

OPERATIONAL PERFORMANCE



Warehouse & Stores

- As of March 2020, we managed 44 warehouses scattered throughout Indonesia
- 16,443 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)}

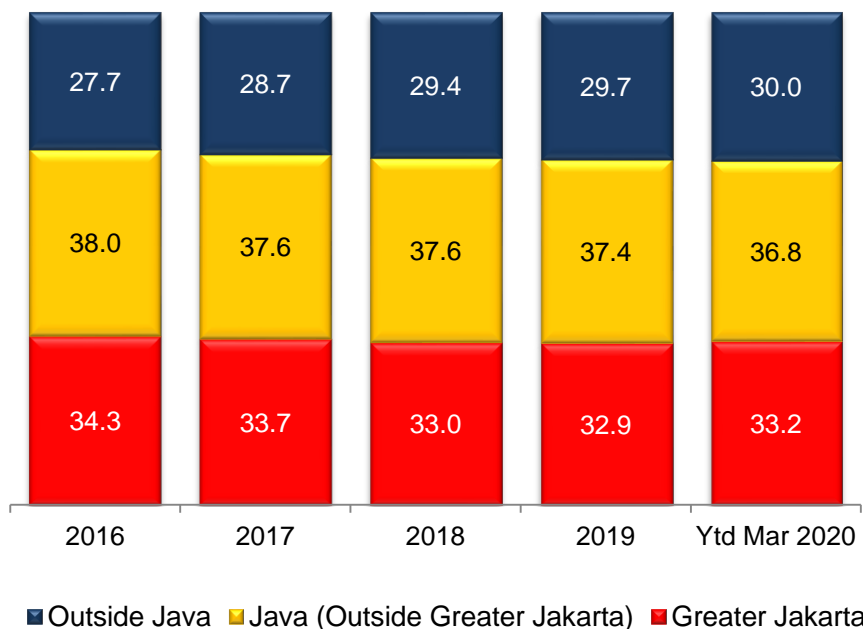
Notes :

^{a)} DC Alfamidi

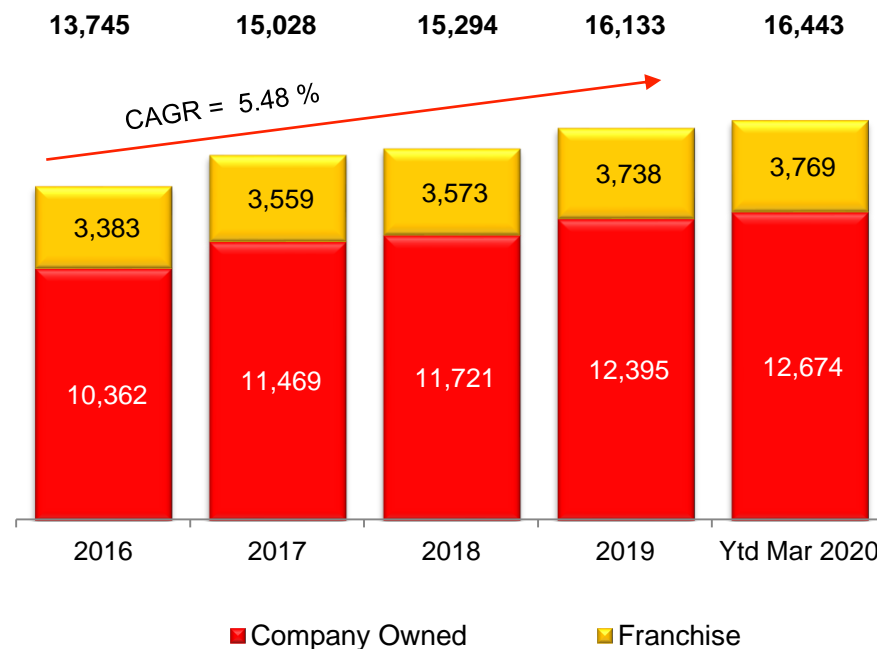
^{b)} DC Dan+Dan

There is slight shift of new store opening / store presence from Greater Jakarta to 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.

FINANCIAL HIGHLIGHTS

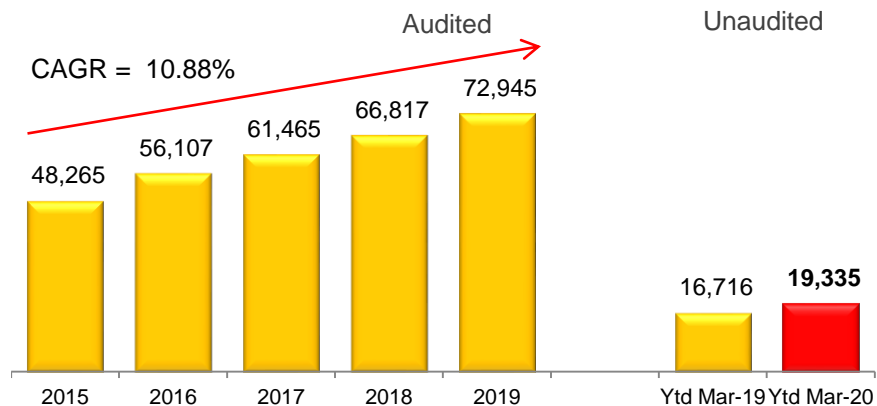




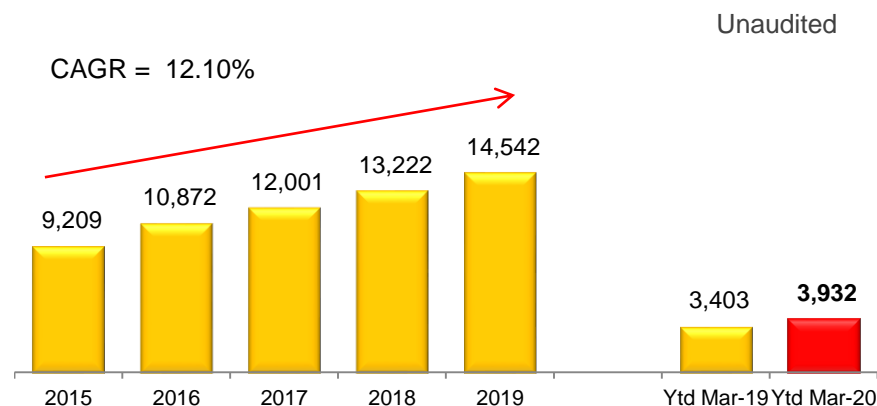
Income Statement Summary Consolidated

As of March 2020 [Rp Billion]

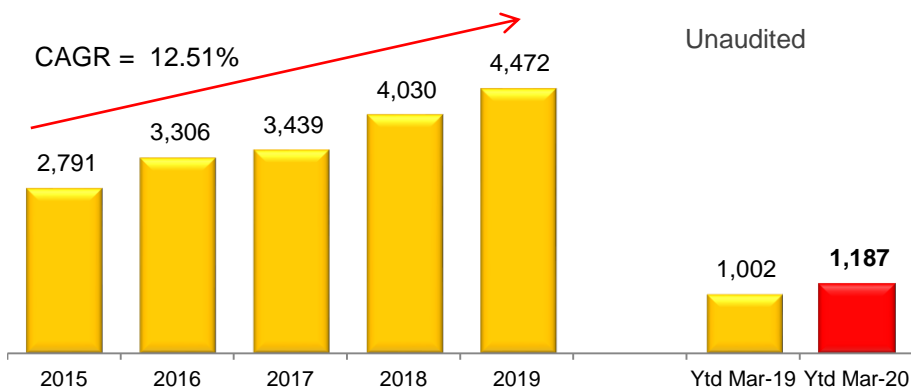
REVENUE



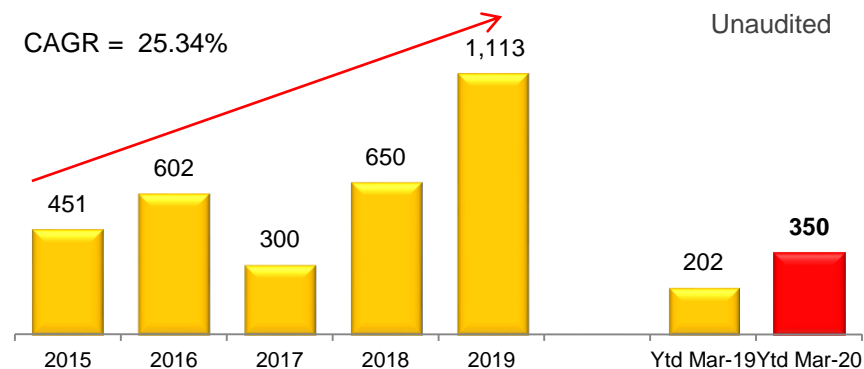
GROSS PROFIT



EBITDA



Income for the year attributable to owners of the Parent Company

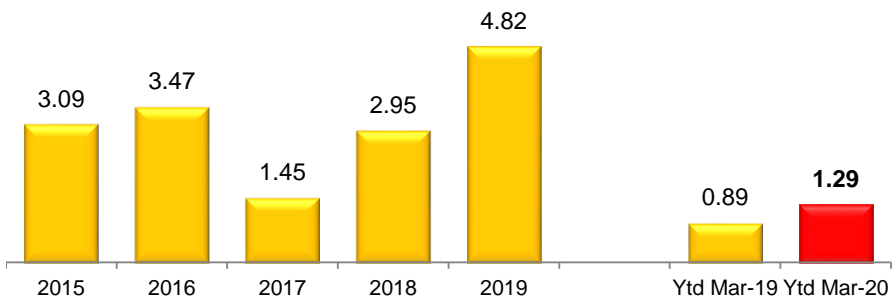


Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, PT Sumber Wahana Sejahtera, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

Financial (Return & Leverage)

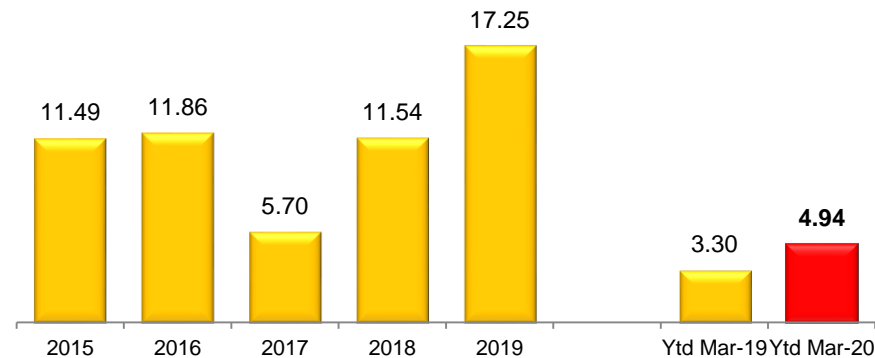
ROAA (%)

Unaudited



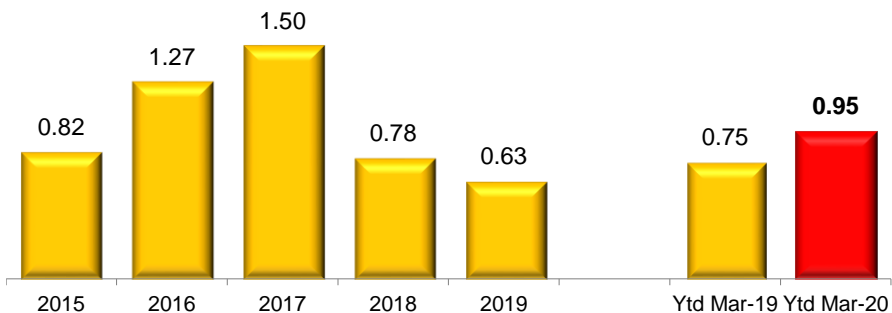
ROAE (%)

Unaudited



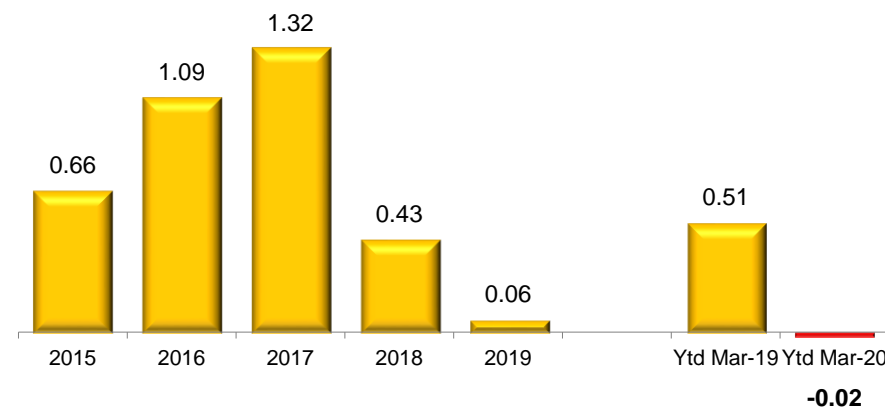
DER (Gross Debt to Equity)

Unaudited



Net Gearing Ratio (x)

Unaudited



BUSINESS DEVELOPMENT



Alfaexpress concept : convenience store with a modern look that offers products with local flavors, friendly and quick service.

Convenience Store Concept 2020



New Logo



Type of store

- Type 5
(30 – 36 M2)
- Type 9
(40 – 45 M2)
- Type 18
(55 – 65 M2)

Location

Specific Area :

Train Station
Rest Area
Airport
Sea Port
MRT
Office
Hospital

Product

- Groceries

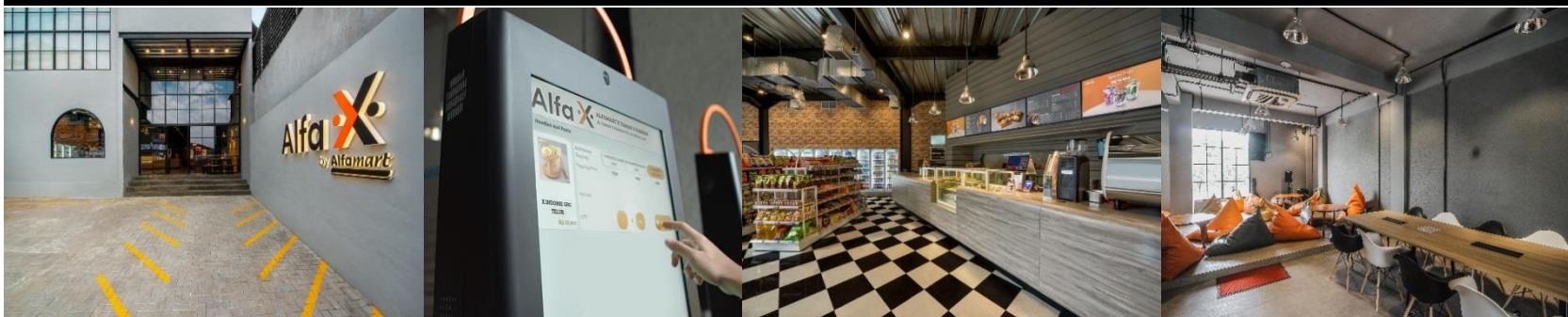


- RTD-RTE-IHB :



Alfa X concept : experience something new, connect and unites various people, collaborate to bring new ideas.

Convenience Store Concept 2020



New Logo



Type of store

Building Area :
300 – 450 m2

Cafe

- Dine In Area

Groceries

- Type 12
- Type 16

Creative Space

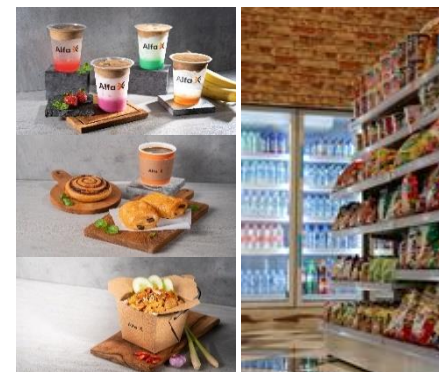
- Coworking
- Meeting Room

Location

Nerby Campus

Product

- Café
- Groceries



THANK YOU

