



MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk

[As of Sep 30, 2019]





Overview YTD Sep 2019



Industry Update



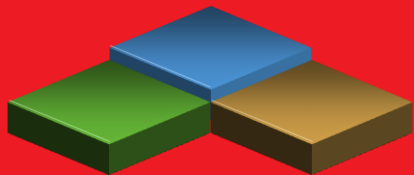
Operational Performance



Financial Highlights



CSR Programs



OVERVIEW YTD SEP 2019

Trade channel growth : MT Minimarket are driving the growth in Indonesia Modern Trade

- **MT Minimarket** showed a significant growth from 7.0% to 12.9% Ytd Sep-19. While **Traditional and Super/Hyper** recorded a negative growth from 1.0% to -1.1% and -3.9% to -5.8% respectively.

Performance by Department :

- Most of categories in Non Food Department are growing, Pharmaceuticals recorded the highest growth from 0.3% to 6.8%.
- Food categories grew from 1.0% to 1.8%, Beverages and Indulgences are the key driver in Food Department (from 1.7% to 5.4% and 4.3% to 6.0% respectively).

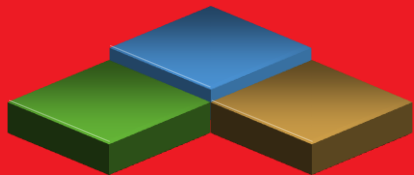
Alfa group market share :

- Alfamart and Alfamidi market share to Indonesia grew from 10.1% to 10.6% and 1.7% to 1.8% respectively.
- Alfamart and Alfamidi market share to Modern Trade remained flat at 22.3% and 3.8% respectively.
- Both Alfamart & Alfamidi market share to MT Minimarket declined marginally from 31.1% to 29.7% and 5.3% to 5.0% respectively.

Financial performance

- Revenue grew by 9.1% (YoY) from IDR 49,605 Trillion to IDR 54,111 Trillion
- Net Profit grew by 94% (Yoy) from IDR 335 Billion to IDR 650 Billion
- Net Gearing Ratio decreased from 0.87 X to 0.17 X.
- Much stronger balance sheet

Net addition of stores Ytd Des 2018 vs Ytd Sep 2019 : Alfamart 317 stores, Alfamidi 90 stores, Dan+Dan 41 stores.

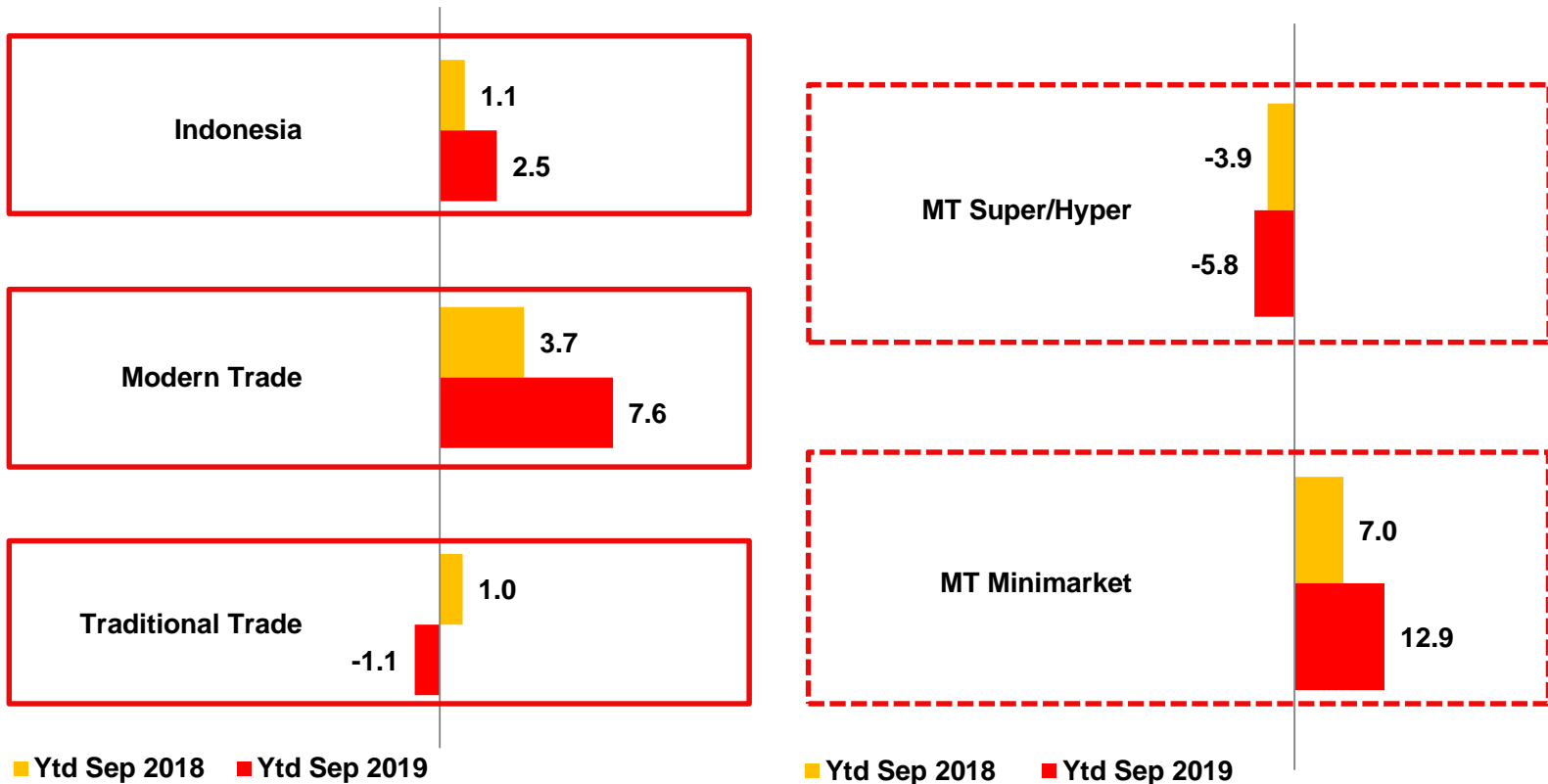


INDUSTRY UPDATE

TRADE CHANNEL GROWTH

During Jan-Sep 2019 MT Minimarket showed consistent positive growth, while Super/Hyper and Traditional still recorded negative growth.

Indonesian Total Grocery YTD Sep 2018 vs YTD Sep 2019 [Total 58 FMCG Categories]

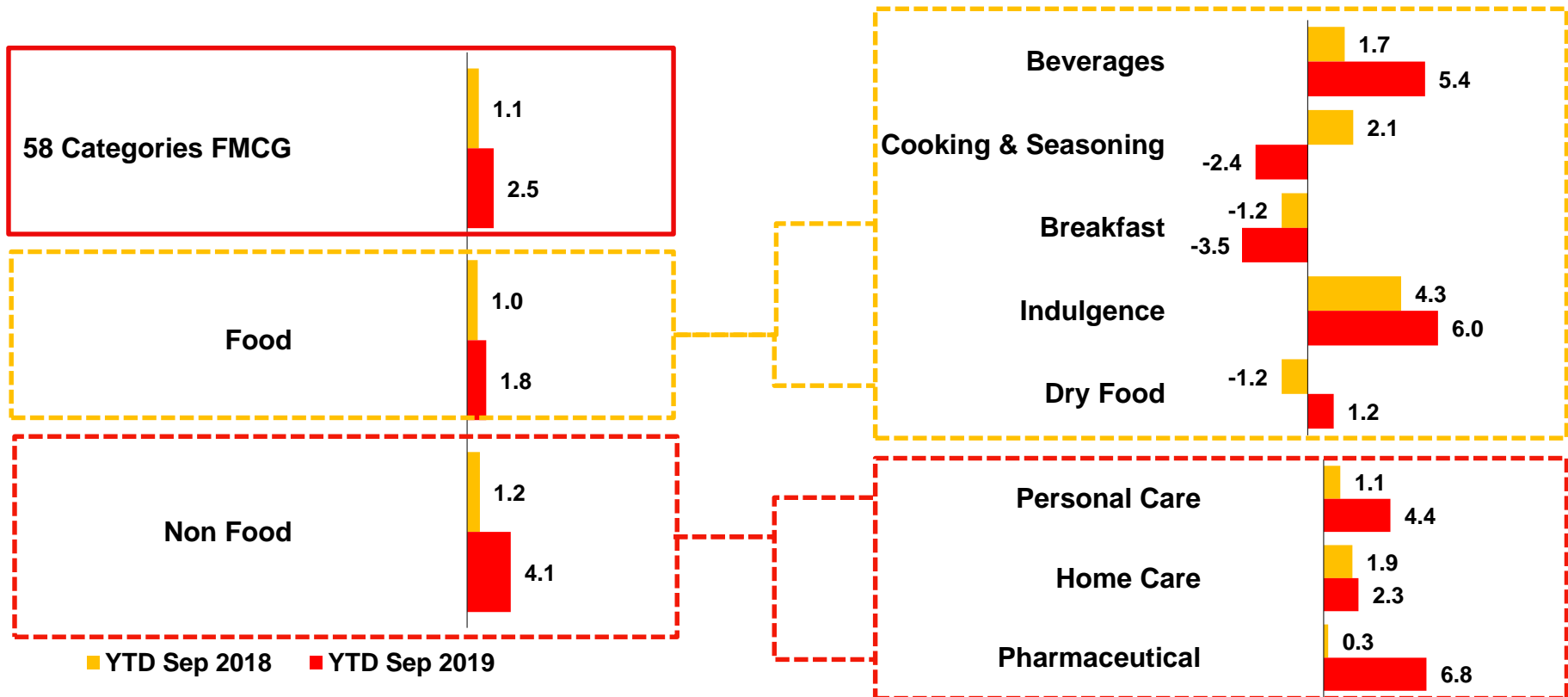


Source: Nielsen Retail Audit

GROWTH BY DEPARTMENTS

Over all Indonesia total groceries grew from 1.1% to 2.5%. Most of Non Food categories grew positively, with Pharmaceuticals recorded the highest growth from 0.3% to 6.8%. In Food department Beverages and Indulgences showed the highest growth from 1.7% to 5.4% and 4.3% to 6.0% .

Indonesian Total Grocery YTD Sep 2018 vs YTD Sep 2019 (Total 58 FMCG Categories)

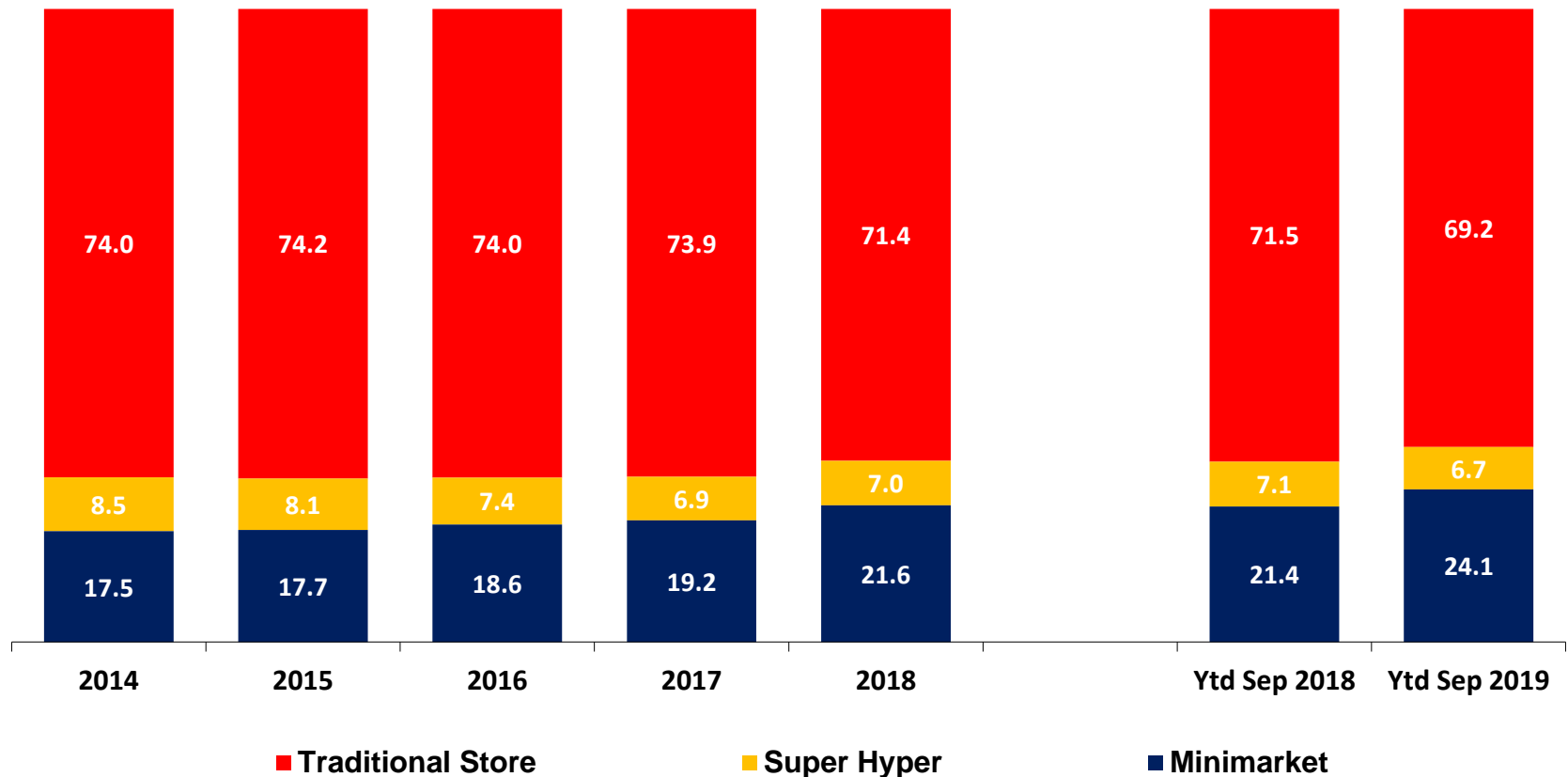


Source: Nielsen Retail Audit

TRADE CHANNEL CONTRIBUTION

Super/Hyper decreased from 7.1% to 6.7% during 9 months 2019, while Minimarket keeps on increasing from 21.4% to 24.1%.

Indonesian Total Grocery YTD Sep 2018 vs YTD Sep 2019 [Total 58 FMCG Categories]

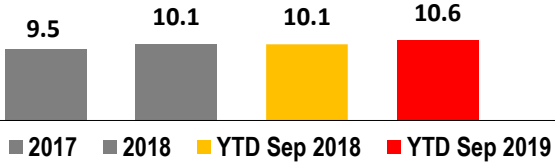
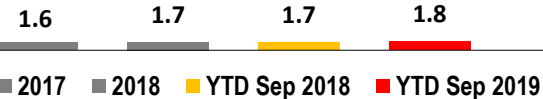
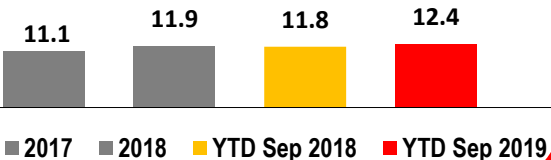


Source: Nielsen Retail Audit

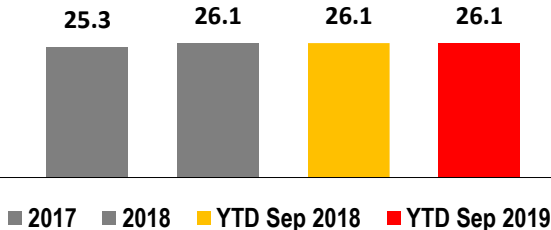
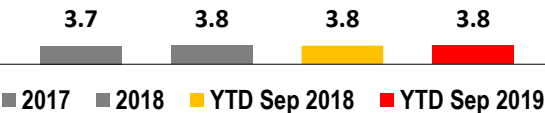
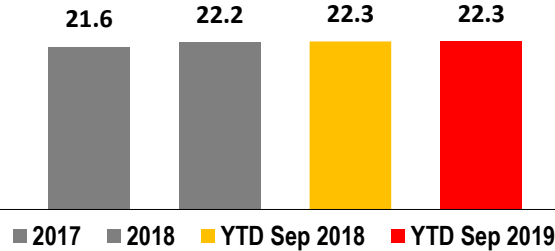
ALFA GROUP MARKET SHARE

Alfa Group [Total 58 FMCG Categories] Ytd Sep 2019

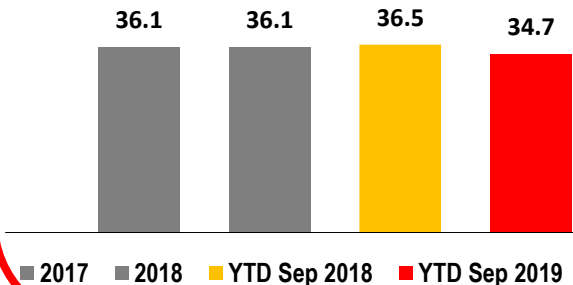
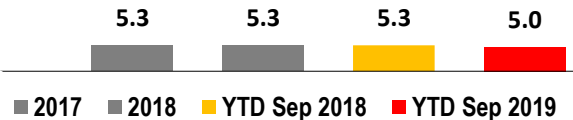
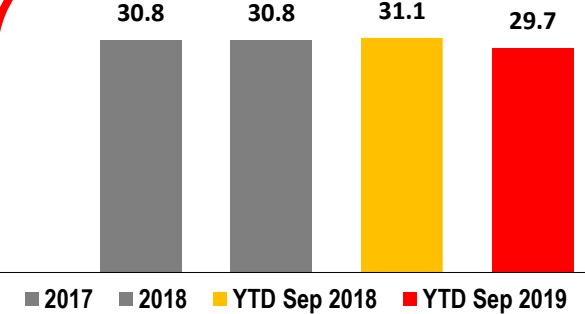
To Indonesia

To Modern Trade



To MT Minimarket



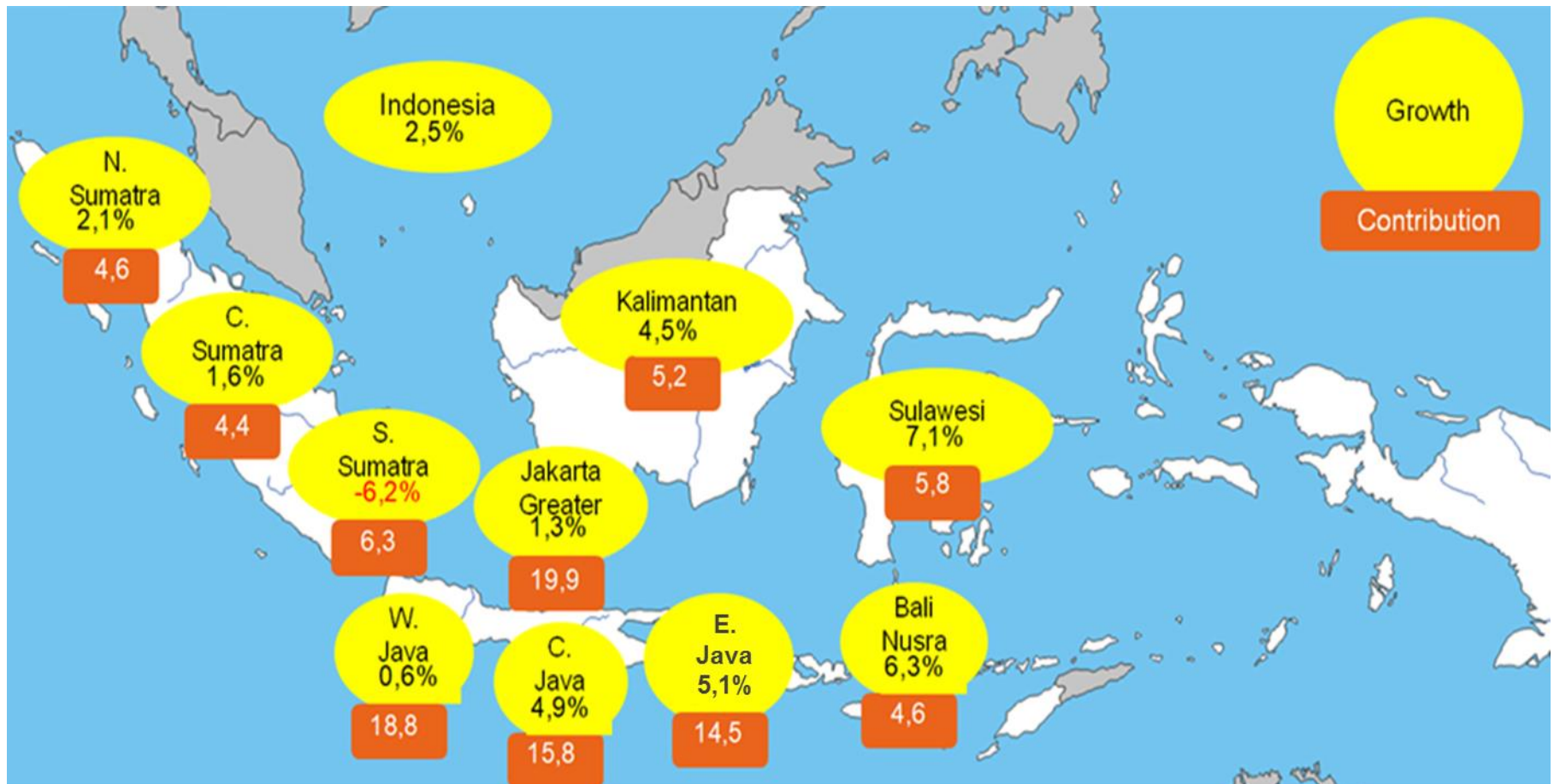
Source: Nielsen Retail Audit

	STORE NUMBER		
	FY 2018	Sep-18	Sep-19
ALFAMART	13,679	13,517	13,996
ALFAMIDI	1,426	1,455	1,504
ALFAMIDI SUPER	14	14	16
LAWSON	42	37	52
DAN+DAN	133	120	174
CIRCLE K	415	406	419
INDOMARET	16,164	15,765	17,017
FARMER MARKET	22	21	23
SUPERINDO	163	157	165
RANCH MARKET	15	15	16
LOTTE SUPER	1	2	1
RAMAYANA	85	86	82
FOODMART	23	23	29
GIANT EKSPRES	83	99	68
HERO	30	29	31
LOTTE HYPER	15	15	14
GIANT EKSTRA	57	59	42
HYPERMART	112	111	104
WATSONS	106	96	127
BOSTON	75	78	70
GUARDIAN	270	258	288

GROCERIES GROWTH BY REGION

Java still recorded highest contribution of 69%. While South Sumatra recorded negative growth.

Total Indonesian Groceries YTD Sep 2019 [Total FMCG 58 Categories]

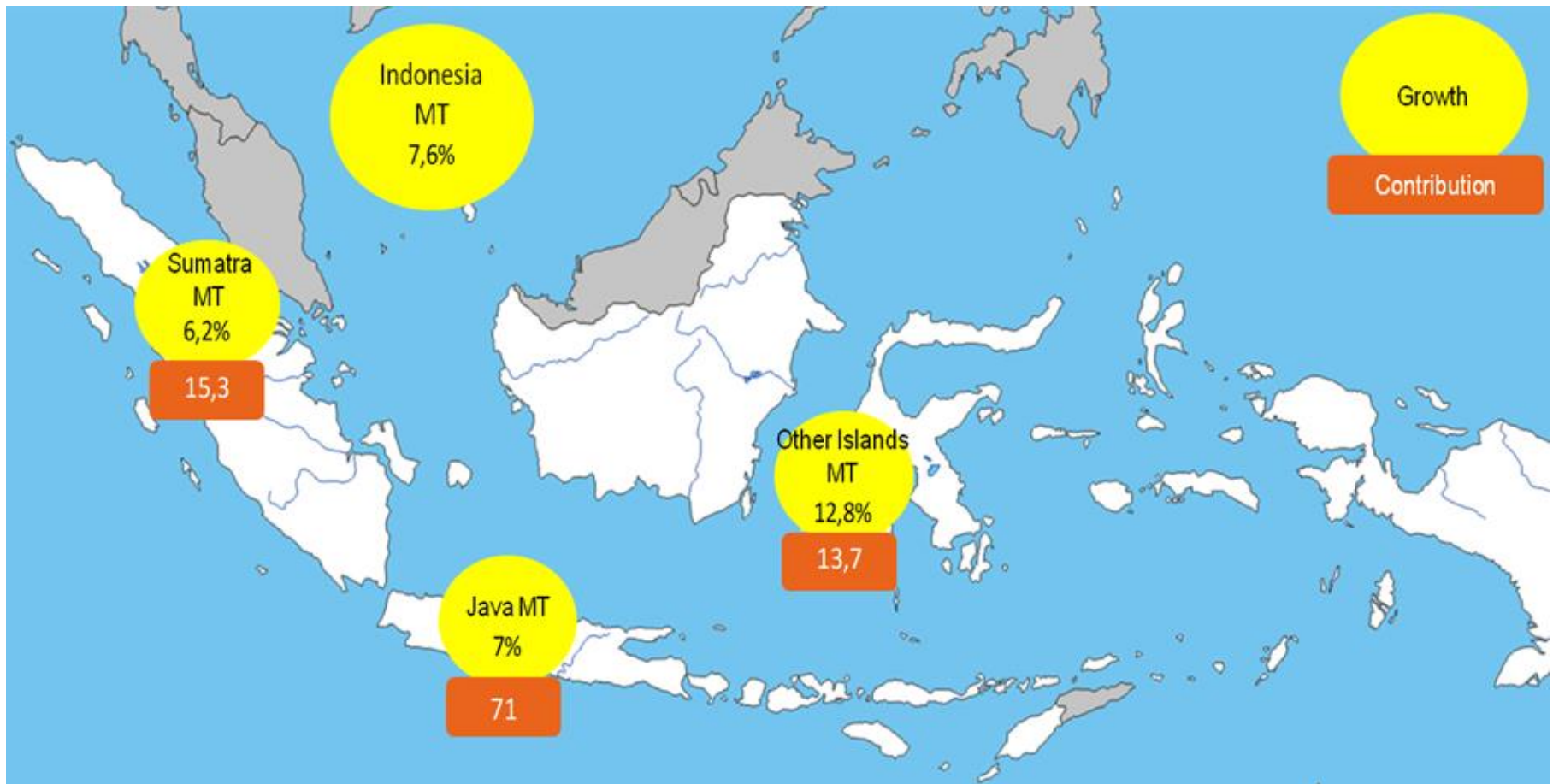


Source: Nielsen Retail Audit

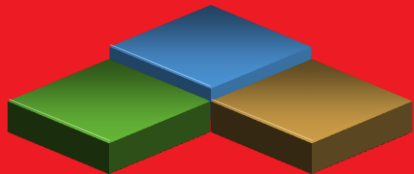
MODERN TRADE GROWTH BY REGION

Modern trade in Other Islands (Kalimantan, Sulawesi & Other Eastern Indonesia) experienced a double digit growth of 12.8%, with Java of 7% and Sumatra of 6.2%.

Total Indonesian Modern Trade YTD Sep 2019 [Total FMCG 58 Categories]



Source: Nielsen Retail Audit








OPERATIONAL PERFORMANCE

ALFAMART GROUP AT GLANCE

We are still increasing store numbers and members / loyal customers

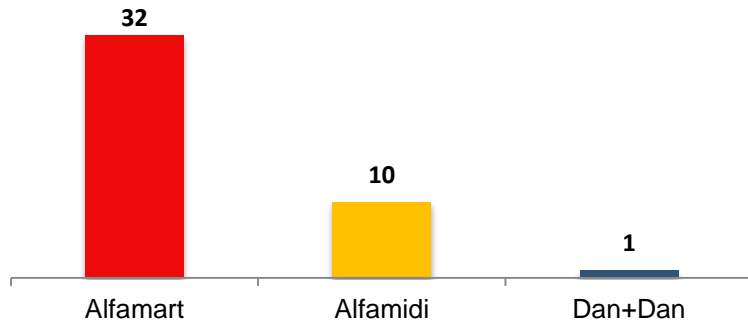
- 15,742 stores scattered in Indonesia
- 790 + active Suppliers
- More than 145,030 + employees*
- 14,5 million + members
- 43 warehouses

* Including Franchise store employees

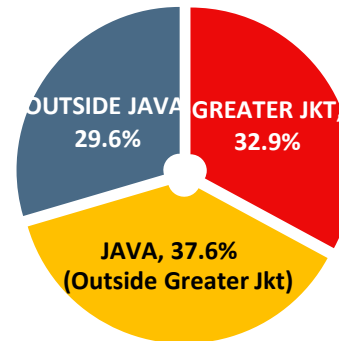
 	<p>Num. Of Stores : 13,996 74% owned, 26% franchisee</p> <p>(Inc 329 Alfaexpress stores)</p>	<p>Selling space 100–150 m2 Small format with > 3,800 SKUs</p> <hr/> <p>Small format with > 1,000 SKUs</p>	<p>Selling groceries product & Mostly located in residential area &</p> <p>(Alfaexpress mostly located in commercial area)</p>	<p>32 warehouse</p>
	<p>Num. Of Stores : 1,520 98% owned, 2% franchise</p>	<p>Selling space 250–300 m2 Larger format with > 7,000 SKUs</p>	<p>Selling fresh products in addition to groceries</p>	<p>10 warehouse</p>
	<p>Num. Of Stores : 52 100% owned</p>	<p>Selling space 44–184 m2 Small format with > 2,500 SKUs</p>	<p>Mostly located in commercial area</p>	<p>Midi Warehouse</p>
	<p>Num. Of Stores : 174 100% owned</p>	<p>Selling space 100 m2 Small format with > 8,600 SKUs</p>	<p>Health and beauty related products</p>	<p>1 Warehouse</p>

NETWORK & DISTRIBUTION

As of Sep 2019, we managed 43 warehouses scattered throughout Indonesia



15.742 stores scattered in Indonesia (% Number of store by region)



Greater Jakarta

Java

Outside Java

- 🏪 Cileungsi
- 🏪 Jababeka 1 & 2^{a)}
- 🏪 Cikokol
- 🏪 Balaraja
- 🏪 Bogor
- 🏪 Serang
- 🏪 Karawang
- 🏪 Parung
- 🏪 Bitung 1^{a)} & 2^{b)}

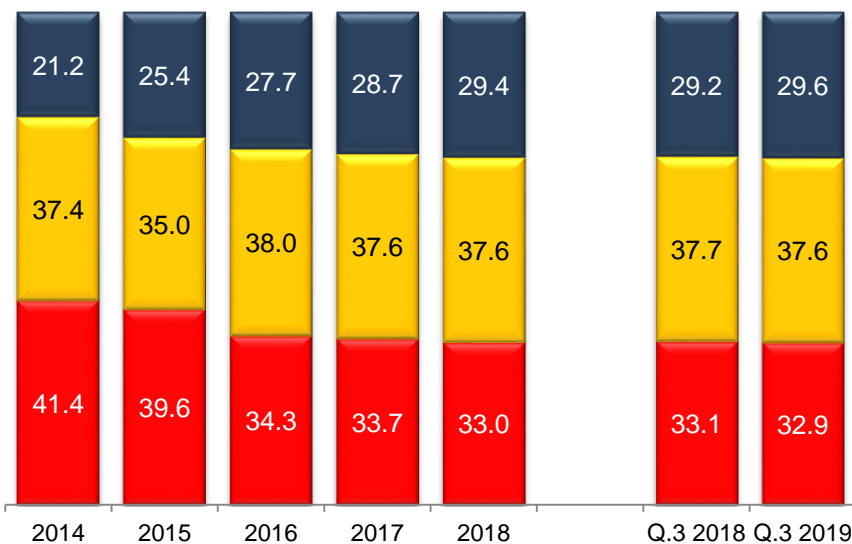
- 🏪 Bandung 1 & 2
- 🏪 Plumbon
- 🏪 Cilacap
- 🏪 Surabaya^{a)}
- 🏪 Cianjur
- 🏪 Semarang
- 🏪 Klaten
- 🏪 Malang
- 🏪 Sidoarjo
- 🏪 Jember
- 🏪 Rembang
- 🏪 Yogyakarta^{a)}

- 🏪 Medan 1 & 2^{a)}
- 🏪 Pekanbaru
- 🏪 Palembang
- 🏪 Lampung
- 🏪 Denpasar
- 🏪 Kotabumi
- 🏪 Samarinda^{a)}
- 🏪 Palu^{a)}
- 🏪 Makassar 1 & 2^{a)}
- 🏪 Jambi
- 🏪 Pontianak
- 🏪 Banjarmasin
- 🏪 Lombok
- 🏪 Batam
- 🏪 Manado 1 & 2^{a)}
- 🏪 Kendari^{a)}

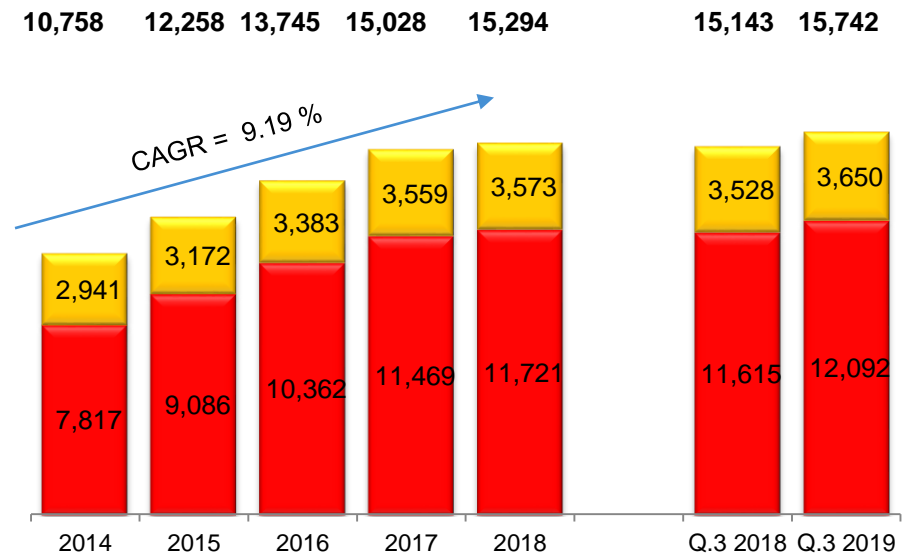
Notes :
^{a)} DC Alfamidi
^{b)} DC Dan+Dan

There is 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 (%)



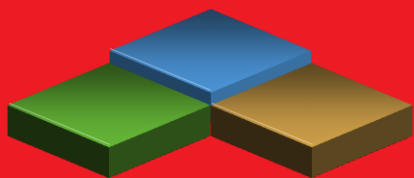
Company Owned & Franchise Stores



■ Outside Java ■ Java (Outside Greater Jakarta) ■ Greater Jakarta

■ Company Owned ■ Franchise

Above are consolidated total number of Alfamart, Alfamidi, Lawson and Dan+Dan stores.

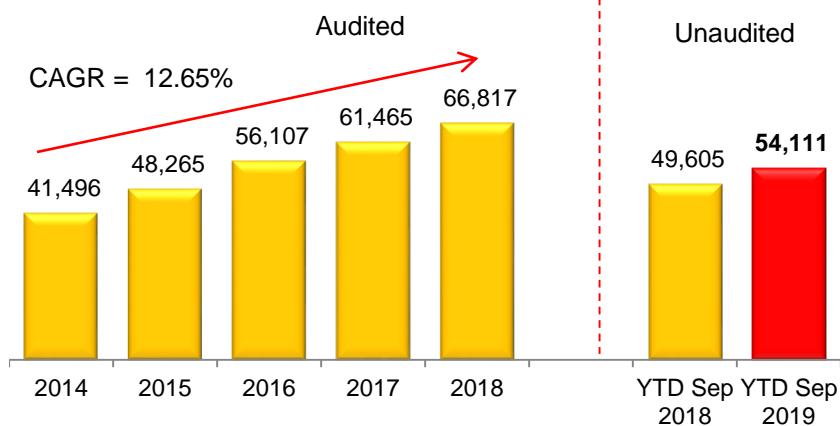


FINANCIAL HIGHLIGHTS

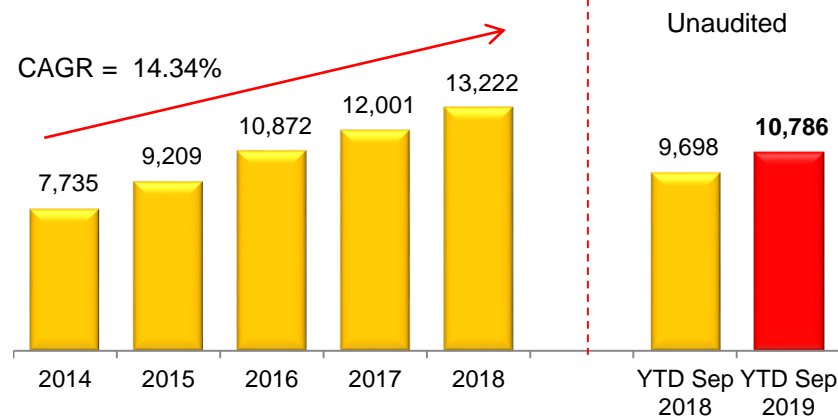
INCOME STATEMENT SUMMARY CONSOLIDATED

As of Sep 2019 (Rp Billion)

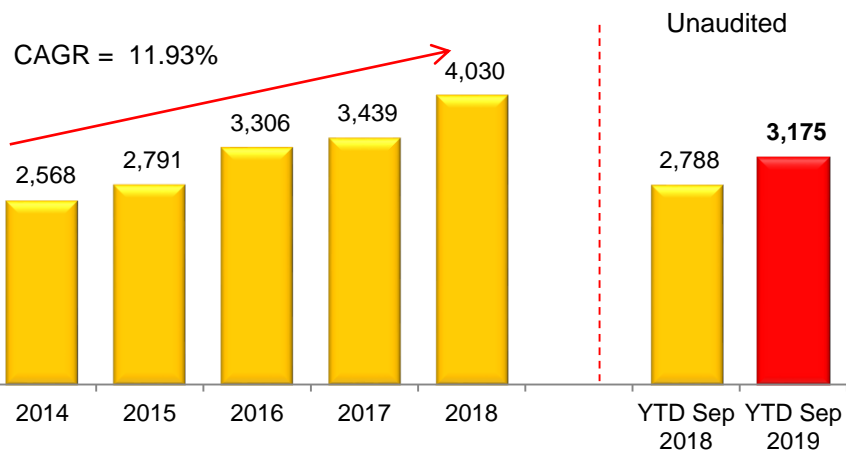
REVENUE



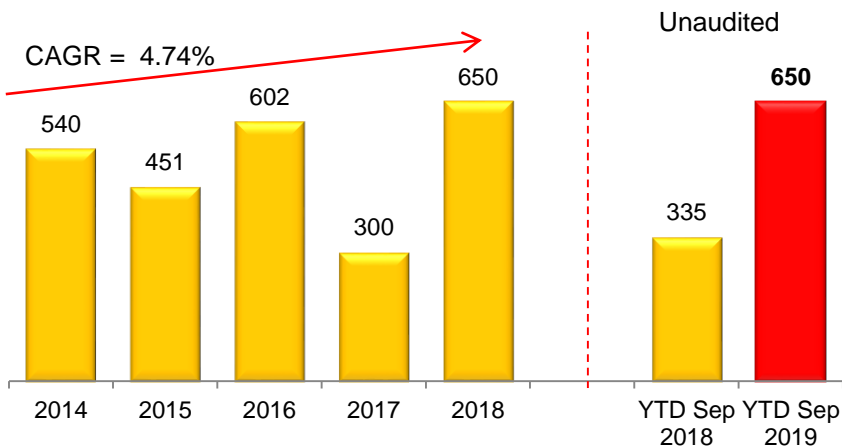
GROSS PROFIT



EBITDA



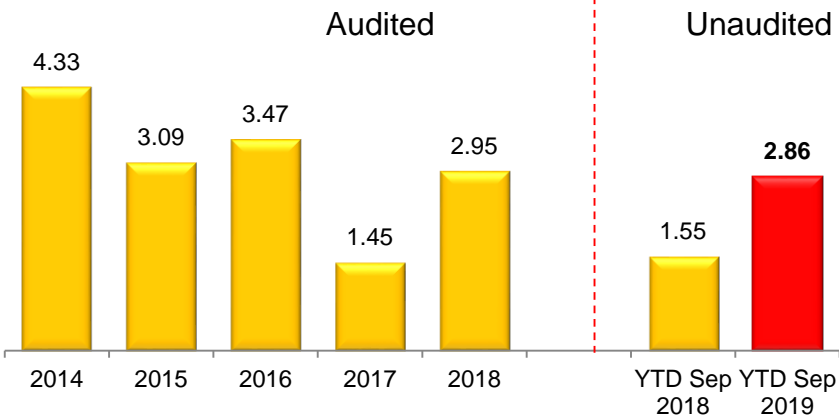
Income for the year attributable to owners of the Parent Company



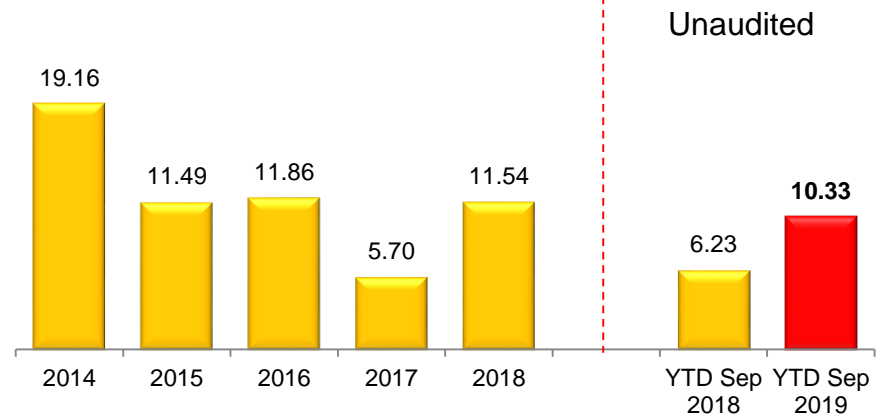
Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, PT Sumber Wahana Sejahtera, and Alfamart Retail Asia Pte.Ltd (ARA).

FINANCIAL (RETURN & LEVERAGE)

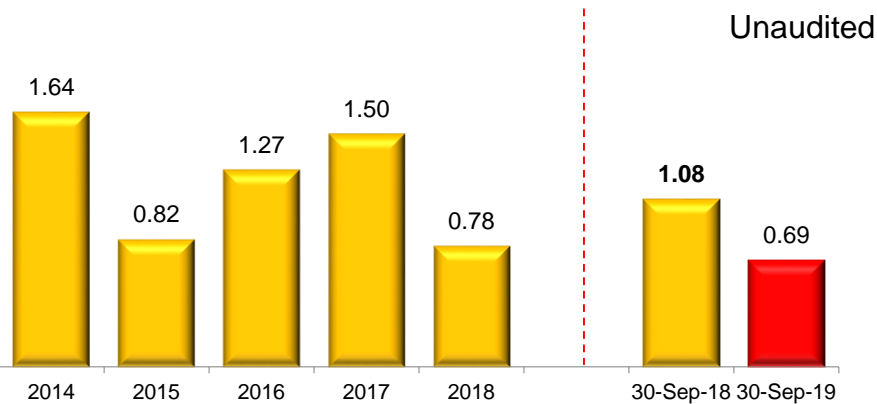
ROAA (%)



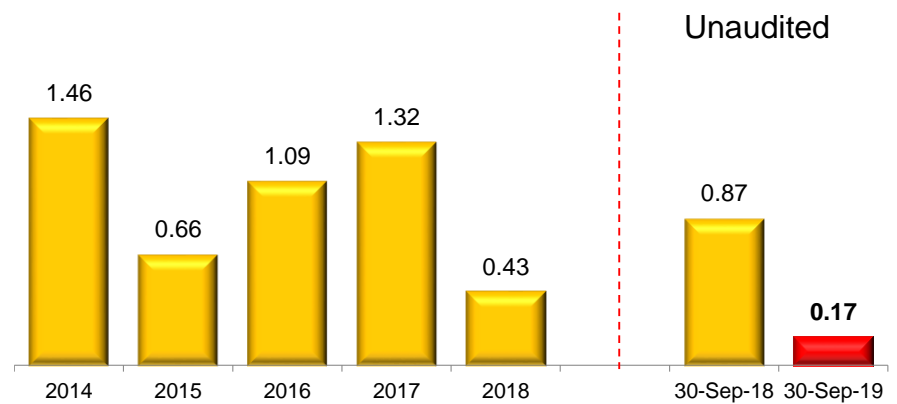
ROAE (%)



DER (Gross Debt to Equity)



Net Gearing Ratio (x)



ALFAMART SMART



Creating vocational high school graduates who are ready to work according to the needs of modern retail industry competencies



Provide a laboratories in the form of a modern shop as a complement to student learning

ALFAMART CLEAN & GREEN



Providing education on the negative impact of excessive use of plastic bags to the community

ALFAMART SMES



Repairing the Outlet Binaan Alfamart building and provide training and assistance for traditional store



Thank You