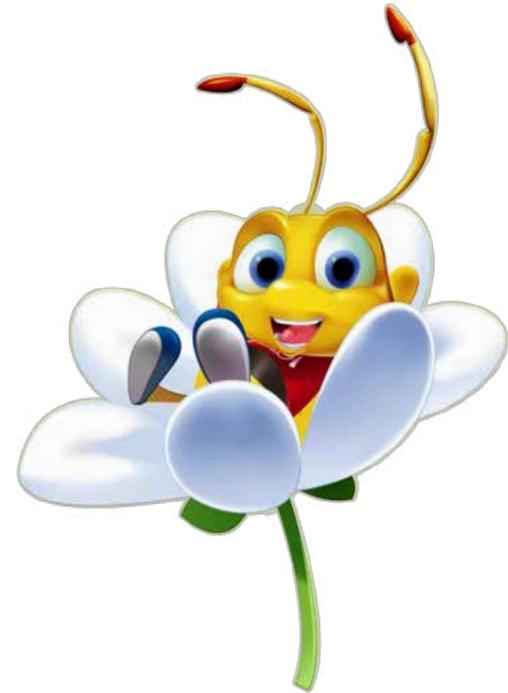




# Management Presentation

PT Sumber Alfaria Trijaya Tbk

Full Year 2017



- **Overview FY 2017**
  - **Retail Industry Overview**
  - **Operational Performance**
  - **Financial Highlights**
  - **Community Programs**
  - **Accolades**
-



# Overview FY 2017

1. The most challenging and toughest business in 2017
  2. Total Indonesian grocery sales declined from 7.7% to 2.5% YoY, with Modern Trade Channel growth recorded at 3.3% versus 8.6% YTD December 2017. At the same time Minimarket Trade Channel also declined from 13.7% to 6.4% YTD December 2017
  3. Nevertheless, Alfamart's market share to Minimarket Modern Trade slightly grew from 30.4% to 31.4, whilst Alfamidi's market share grew from 5.0% to 5.4% (consolidated market share 36.8%)
  4. Net addition of 1.111 Alfamart stores and 179 Alfamidi stores
  5. Alfamart opened 3 depots; Gorontalo (North Sulawesi), Bengkulu (Sumatera) and Sumbawa (East Nusa Tenggara). Alfamidi opened 1 warehouse in Palu (Central Sulawesi)
  6. Issued refinancing bond in May 2017 (3 year term amounting Rp 1 trillion)
-

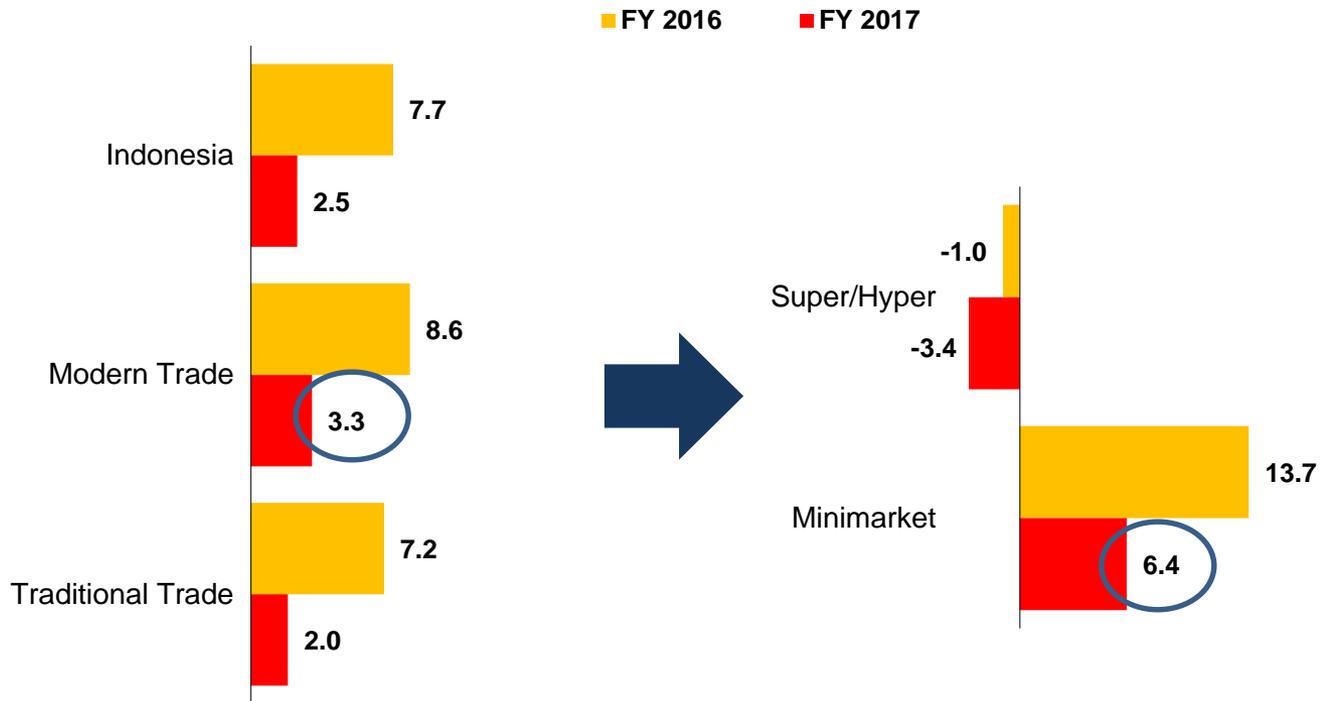


# Retail Industry Overview

# TRADE CHANNEL GROWTH

Modern Trade grew by 3.3% down from 8.6% in 2016, whilst Minimarket recorded growth of 6.4%, down from 13.7% in 2016

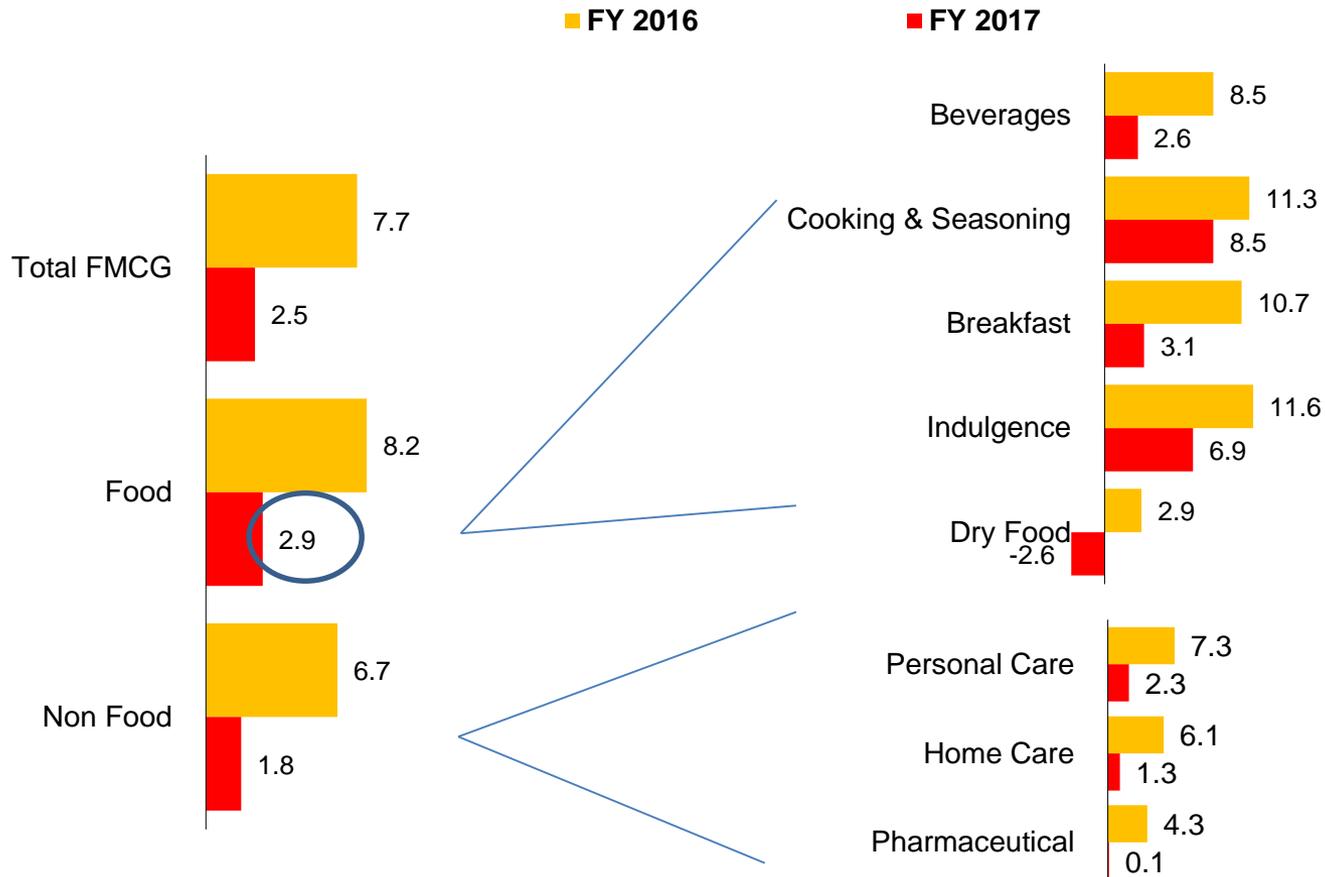
## Indonesia Total Grocery | Total 55 FMCG Categories| FY 2016 Vs FY 2017



# GROWTH BY DEPARTMENT

Of 55 categories, food grew higher than non food categories (2.9% Vs 1.8%)

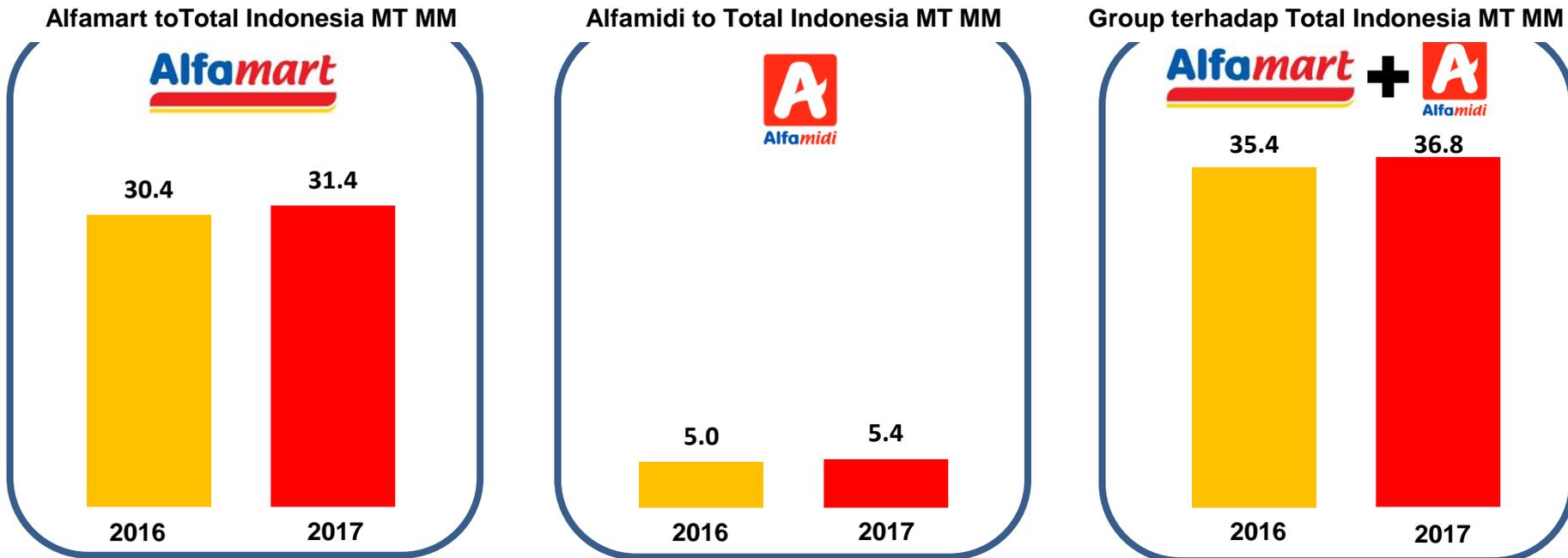
## Indonesia Modern Trade | Total 55 FMCG Categories | FY 2016 vs FY 2017



## ALFAMART & ALFAMIDI MARKET SHARE

Alfamart market share to total Indonesia Modern Trade Minimarket grew from 30.4% to 31.4% and Alfamidi from 5.0% to 5.4%. Group market share grew from 35.4% to 36.8% in December 2017.

### Alfamart & MIDI vs MT MM | Total 55 FMCG Categories | FY 2017 Vs FY 2016

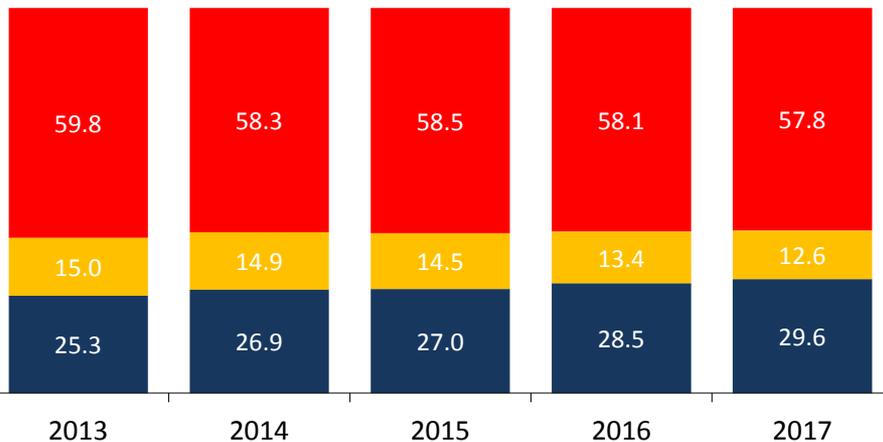


## TRADE CHANNEL CONTRIBUTION

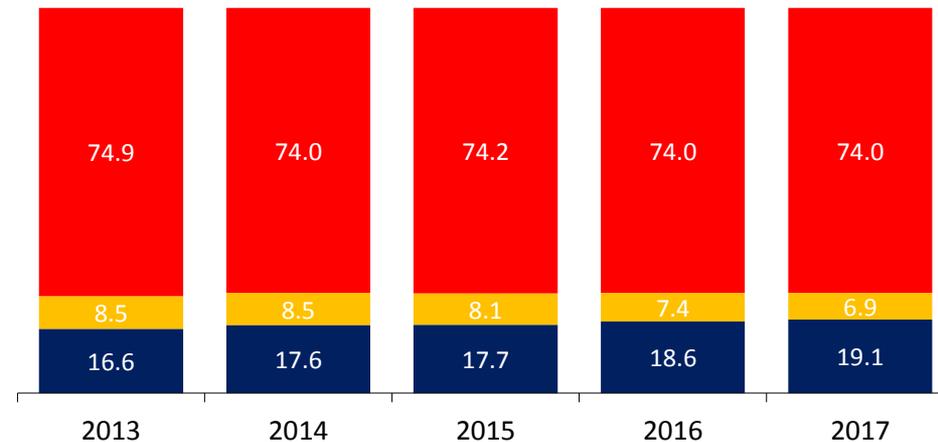
Excluding cigarette, Minimarket's contribution to Indonesia Total Grocery increased from 28.5% to 29.6%, whilst Traditional stores format decreased from 58.1% to 57.8%.

Including cigarette, Minimarket's contribution to Indonesia Total Grocery increased from 18.6% to 19.1%, whilst Traditional Stores remained at 74.0%.

**Indonesia Total Grocery | Total 55 FMCG Categories | FY 2017 Vs FY 2016**



**Indonesia Total Grocery | Total 55 FMCG Categories + Cigarette | FY 2017 Vs FY 2016**



■ Traditional Stores ■ Super Hyper ■ Minimarket

■ Traditional Stores ■ Super Hyper ■ Minimarket

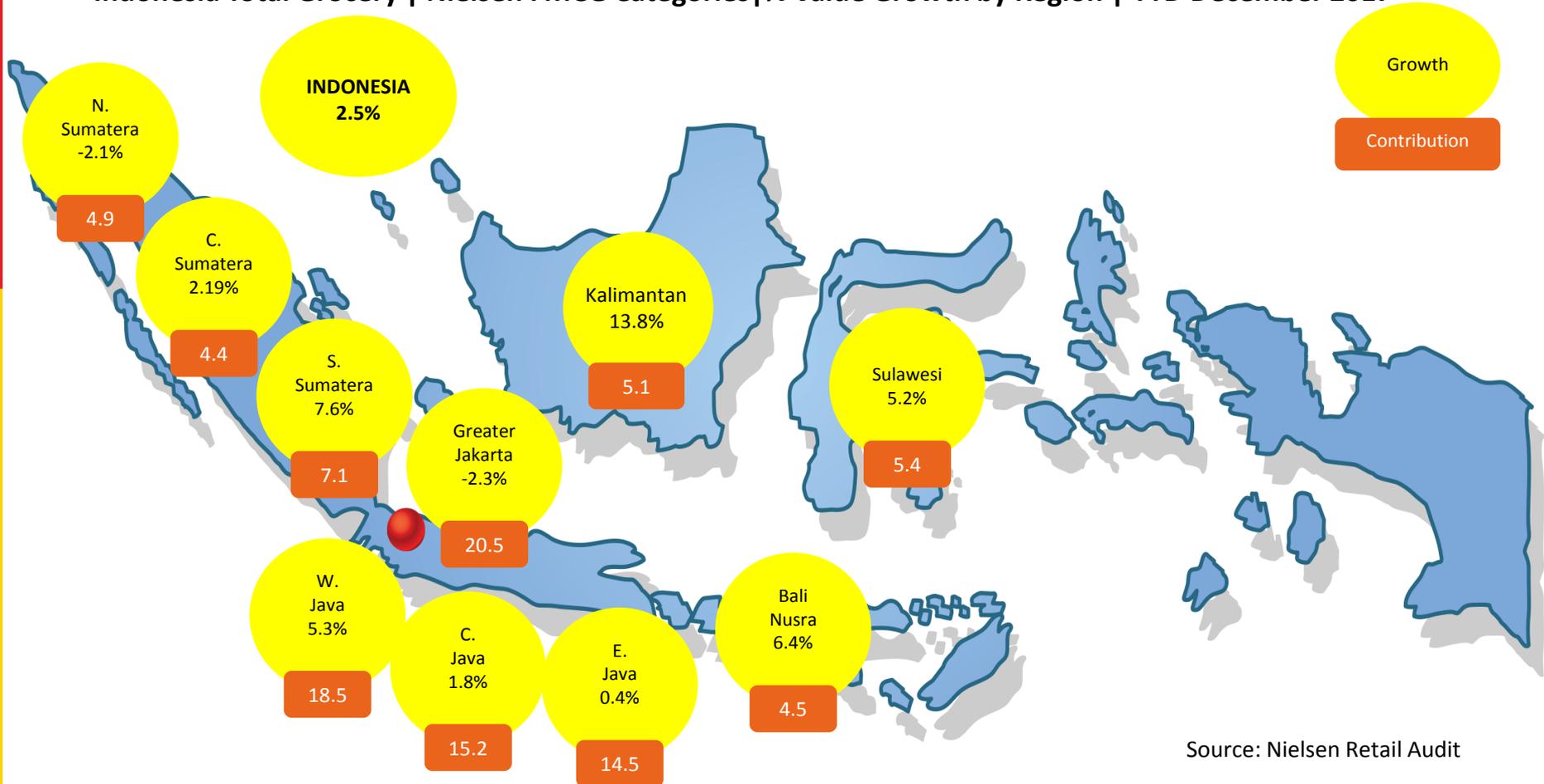
## INDUSTRY LANDSCAPE AS DECEMBER 2017

	Store Number	
	Jan 2017	Dec 2017
Alfamart	12,456	13,477
Alfa Midi	1,228	1,407
Lawson	34	37
Dan Dan	113	107
Circle K	422	391
Indomaret	13,940	15,199
Foodmart	70	38
Lottmart Super	2	2
Ramayana	101	87
Ranch Market	14	14
Farmers Market	17	20
Super Indo	141	150
Giant Ekspres	114	107
Hero	31	29
Hypermart	116	115
Lottmart Hypermarket	16	15
Giant Ekstra	55	58
Guardian	246	255
Boston	109	102
Watsons	60	79

## REGIONAL GROWTH AND CONTRIBUTION

Java still recorded the highest contribution of Indonesia Total Grocery (68.7%), whilst Kalimantan recorded the highest growth of 13.8%.

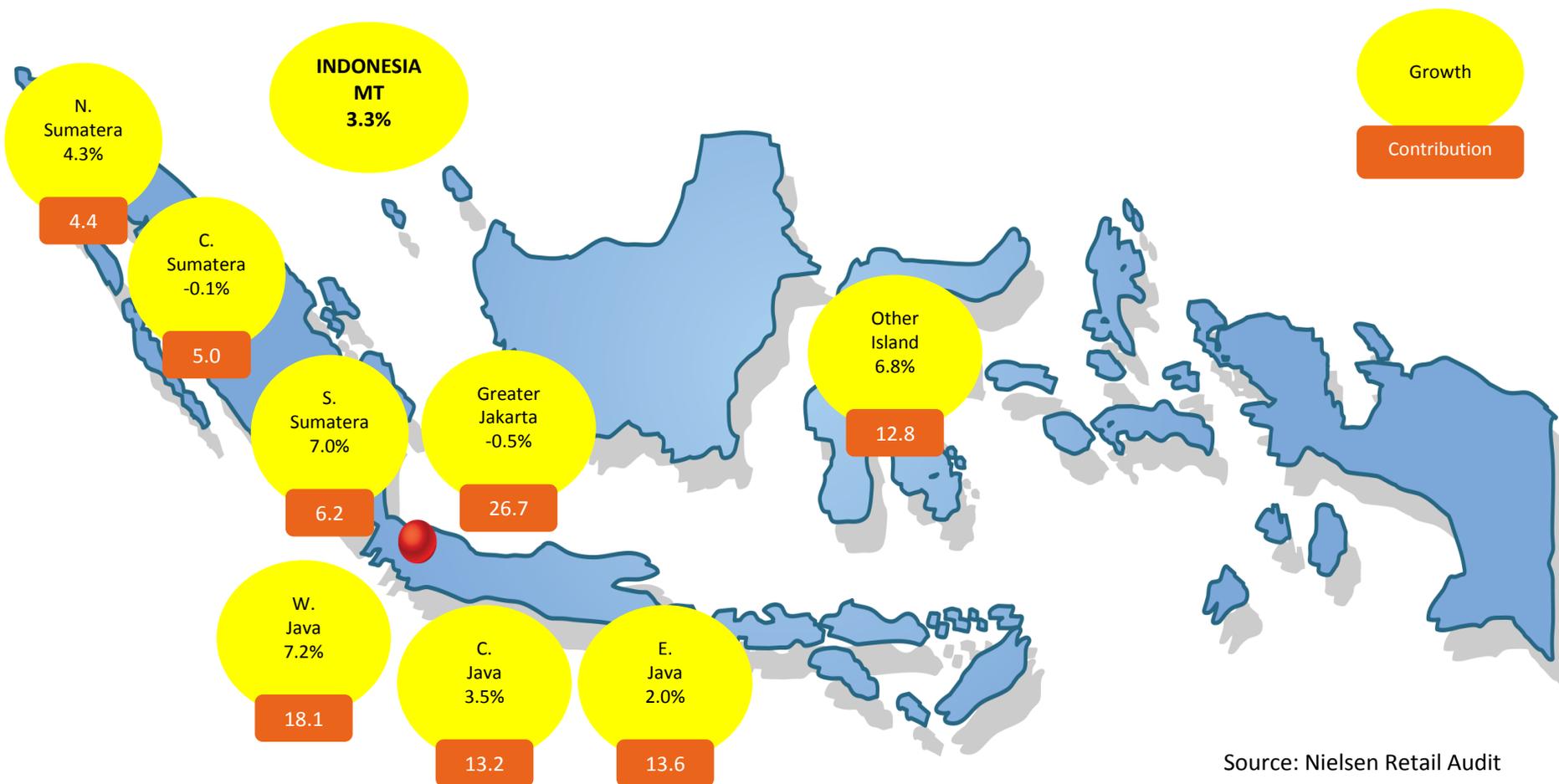
Indonesia Total Grocery | Nielsen FMCG Categories | % Value Growth by Region | YTD December 2017



Source: Nielsen Retail Audit

Greater Jakarta recorded minus growth of -0.5%, but stil contributed the highest at 26.7% of Total Indonesia Modern Trade

### Indonesia Modern Trade | Nielsen FMCG Categories | % Value Growth by Region | YTD December 2017



Source: Nielsen Retail Audit

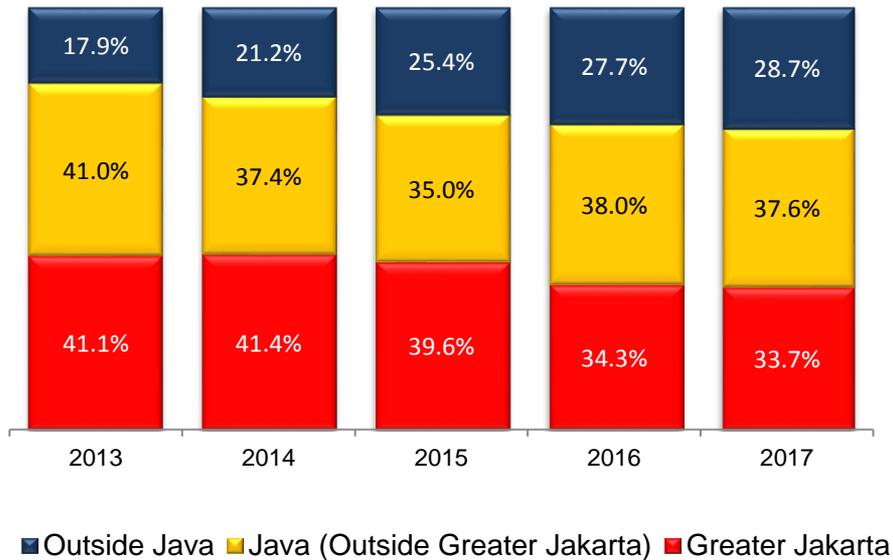


# Operational Performance

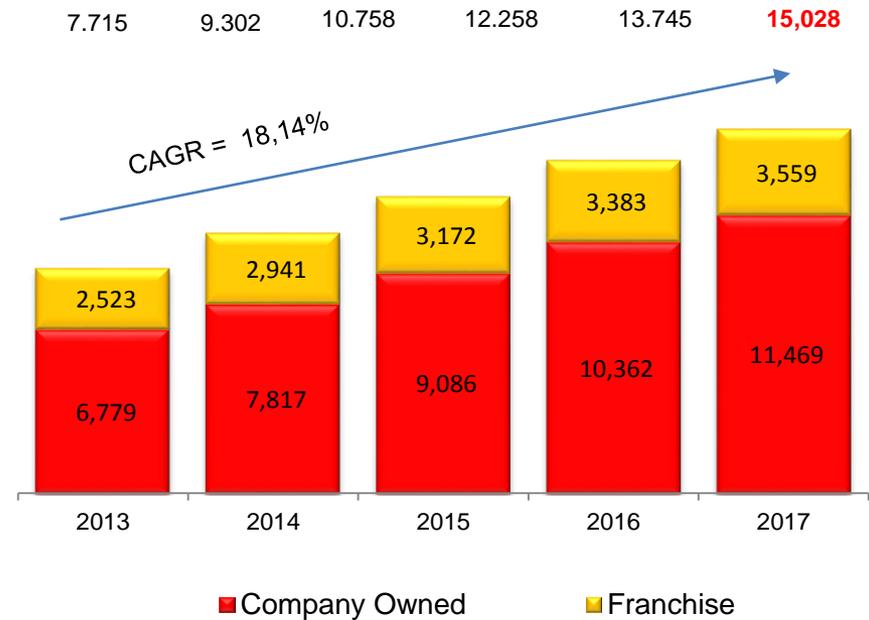
## Store Growth

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



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

## Warehouse

### 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 September 2017, we managed 42 warehouses (32 warehouses for Alfamart, 9 for Alfamidi and 1 for Dan+Dan) and 3 depots (Bengkulu, Gorontalo and Sumbawa) scattered throughout Indonesia

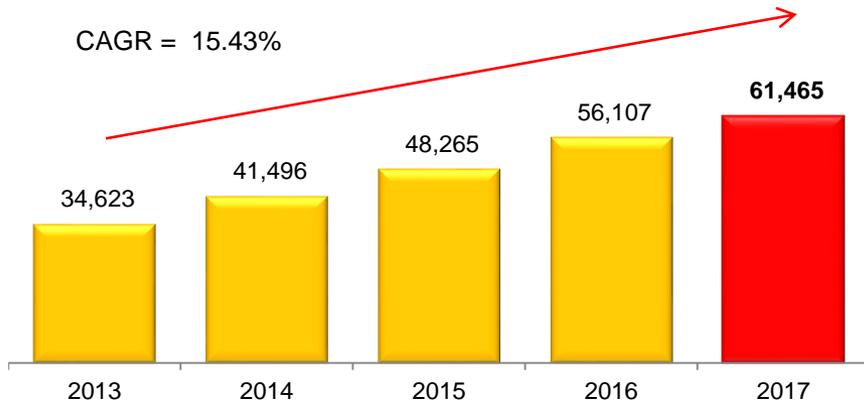


# Financial Highlights

# Income Statement Summary-Consolidated(Rp Billion) as of December 31, 2017 (Audited)

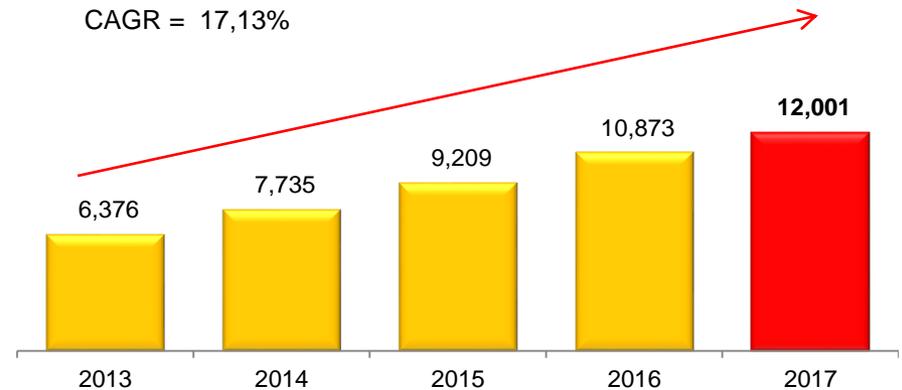
Revenue

CAGR = 15.43%



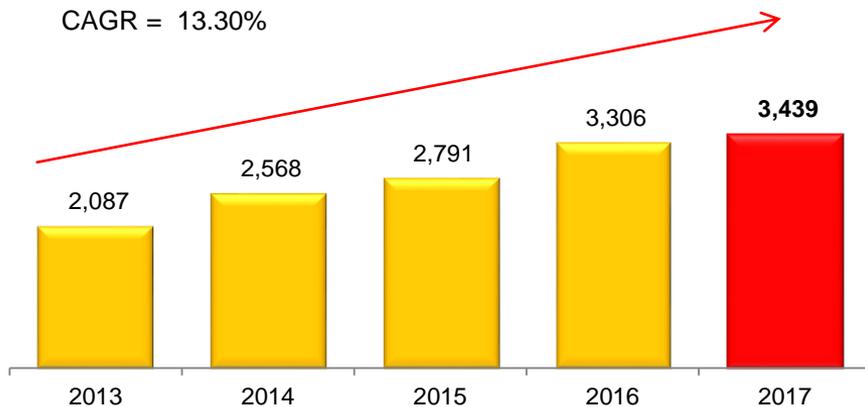
Gross Profit

CAGR = 17,13%



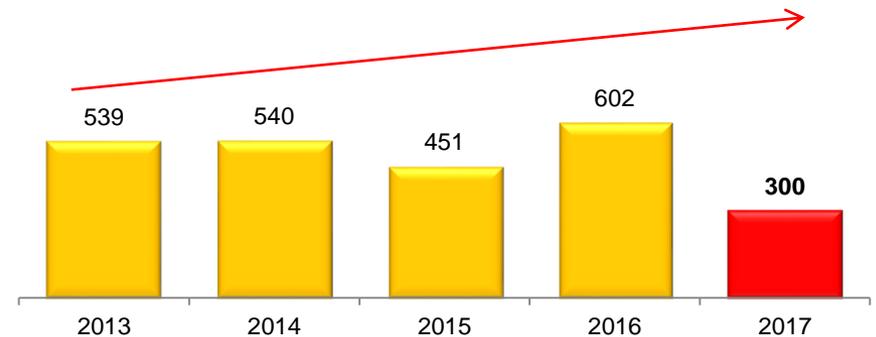
EBITDA

CAGR = 13.30%



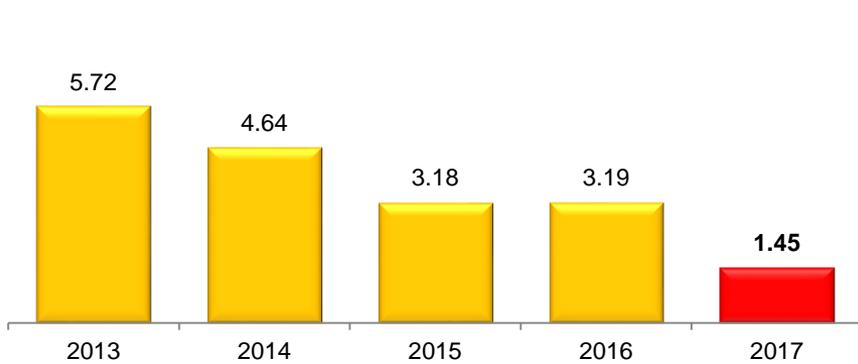
Income for The Year Attributable to the Parent Company

CAGR = -13.63%

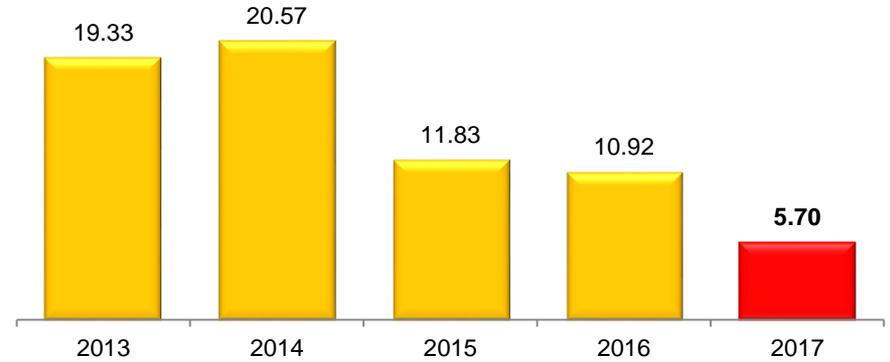


# Financial (Return & Leverage)

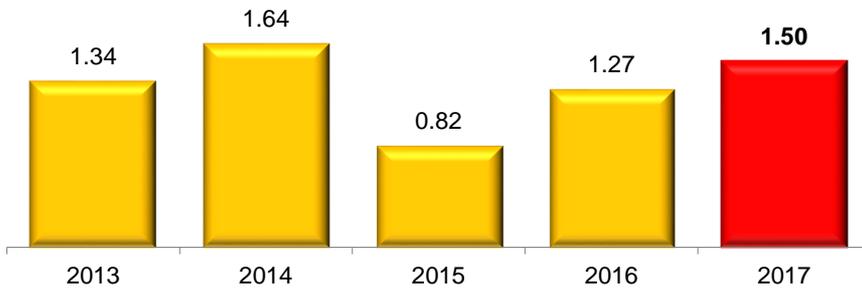
ROAA (%)



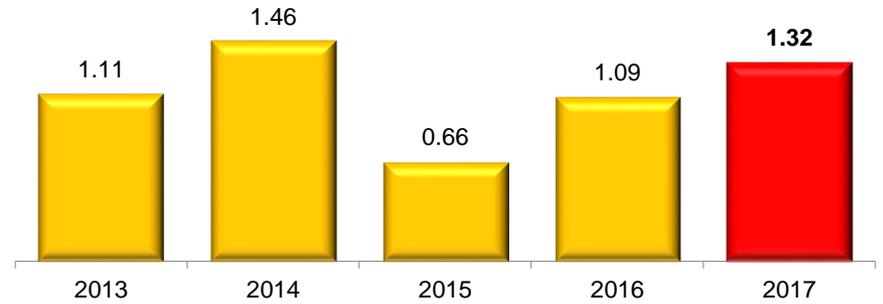
ROAE (%)



DER ( Gross Debt to Equity )



Net Gearing Ratio (x)





# Community Program

## Corporate Social Responsibility

Continuing the Company's CSR Program;



- Alfamart Class Program for vocational schools in several cities in Indonesia



- Cooperation with bank and SME's to support business funding



- "Mudik Bersama" for OBA member

# Donation Programs from Customer

Continuing donations program from customer :



- Examine and distributing eyeglasses for elementary student



- Providing school equipment for elementary student in needs (bag, uniform, shoes & stationaries)



- Supporting daily need for under privilege family



- Building public park in Bogor



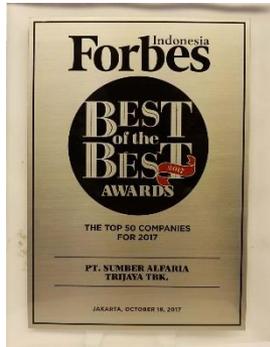
- Supporting operational cost for Cancer Rehabilitation Shelter



- Donating ambulances for Indonesian Red Cross



Accolades



Some notable award in 2017:

- 1 Top Brand Award 2017
- 2 Service Quality Award 2017
- 3 Top 3 Most Powerful Retail Brand in Indonesia
- 4 Best of The Best Award
- 5 Social Media Award 2017 (“Brand” with The Biggest Number of Followers on LINE)
- 6 Digital marketing Award 2017
- 7 Indonesia Digital Popular Brand Award 2017
- 8 Public Relation Indonesia Award 2017

