

Management Presentation

PT. SUMBER ALFARIA TRIJAYA TBK

AS OF MARCH 31, 2021



01

.....➤ **Overview Ytd March 2021**

02

.....➤ **Industry Update**

03

.....➤ **Operational Performance**

04

.....➤ **Financial Highlights**

05

.....➤ **CSR Programms**



Overview Ytd March 2021

Overview YTD March 2021

Trade Channel Growth

All channels are still declining, including MT Minimarket.

- Total Indonesia grocery recorded a decline from 8.8% to -5.1%.
- Total Modern Trade and Traditional Trade also declined from 11.0% to -6.7% and 6.7% to -3.6%.
- MT Minimarket showed a decline from 14.2% to -4.2%, Super/Hyper showed deep decline from 2.1% to -14.5%

Performance By Dept

- Food and Non Food Categories both recorded decline from 8.7% to -5.1% and 8.8% to -5.1% respectively.

Alfagroup Market Share

- Alfamart & Alfamidi market share to total Indonesia grew from 11.0% to 11.7% and 1.8% to 1.9% respectively, amid declining MT minimarket growth from 14.2% to -4.2% YoY.
- Alfamart & Alfamidi market share to Total Modern Trade grew from 22.7% to 24.7% and 3.8% to 4.0% respectively.
- Alfamart & Alfamidi market share to MT Minimarket grew from 29.9% to 31.7% and 5.0% to 5.2% respectively.

Overview YTD March 2021

Net Store Addition

- Alfamart : 264 stores
- Alfamidi & Lawson : 62 stores
- Dan+Dan : 4 stores

Financial Performance

- Revenue decreased by -0.49% (YoY) from IDR 19.33 Trillion to IDR 19.24 Trillion.
- Net Profit grew by 42.57 (YoY) from IDR 350 Billion to IDR 499 Billion.
- Net Gearing Ratio increased from -0.02 X to -0.10 X.

CSR Programs

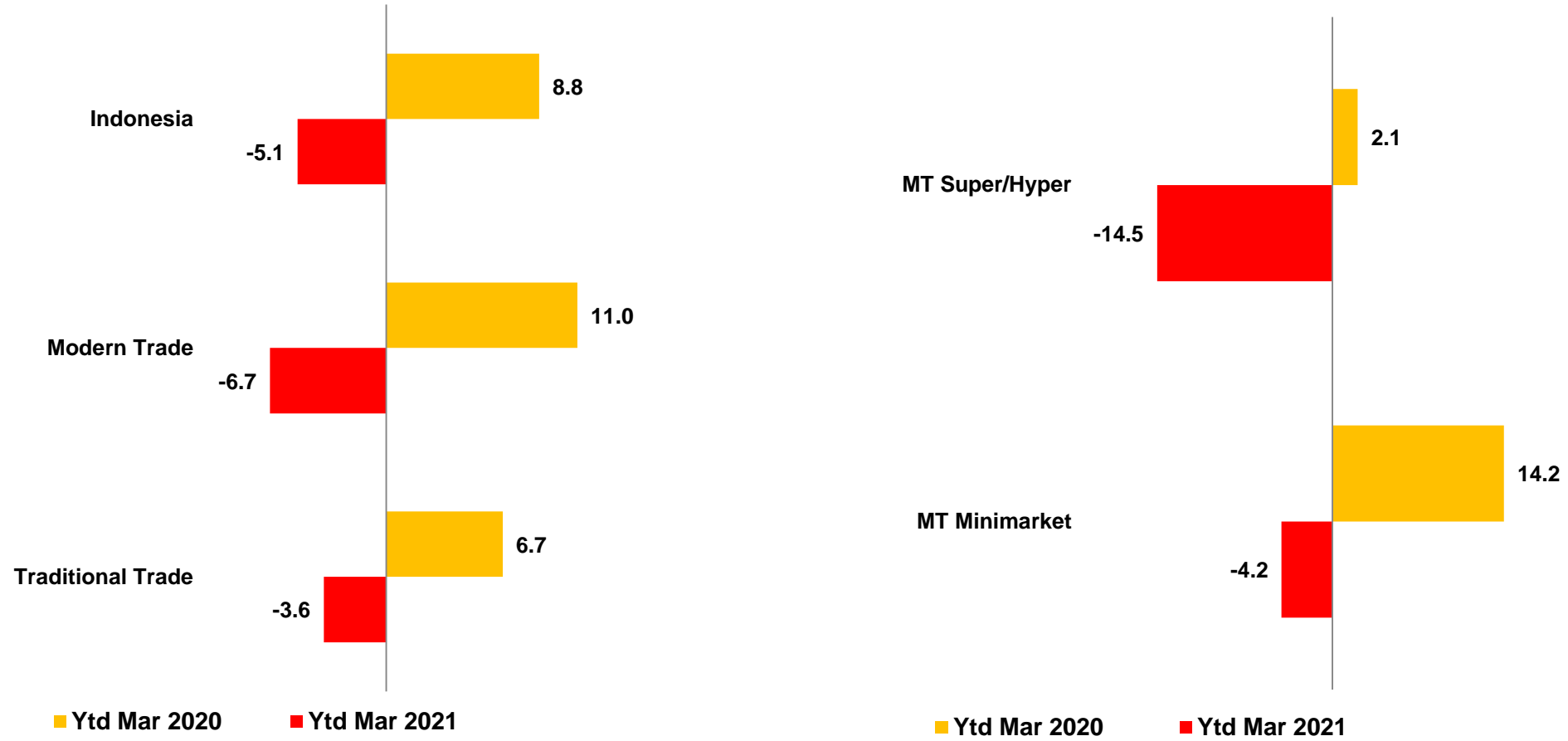
- Carry out various social activities such as providing assistance to victims of natural disasters and blood donation activities.
- Support natural environment conservation activities by planting 3,175 tree seedlings.



Industry Update

Trade Channel Growth

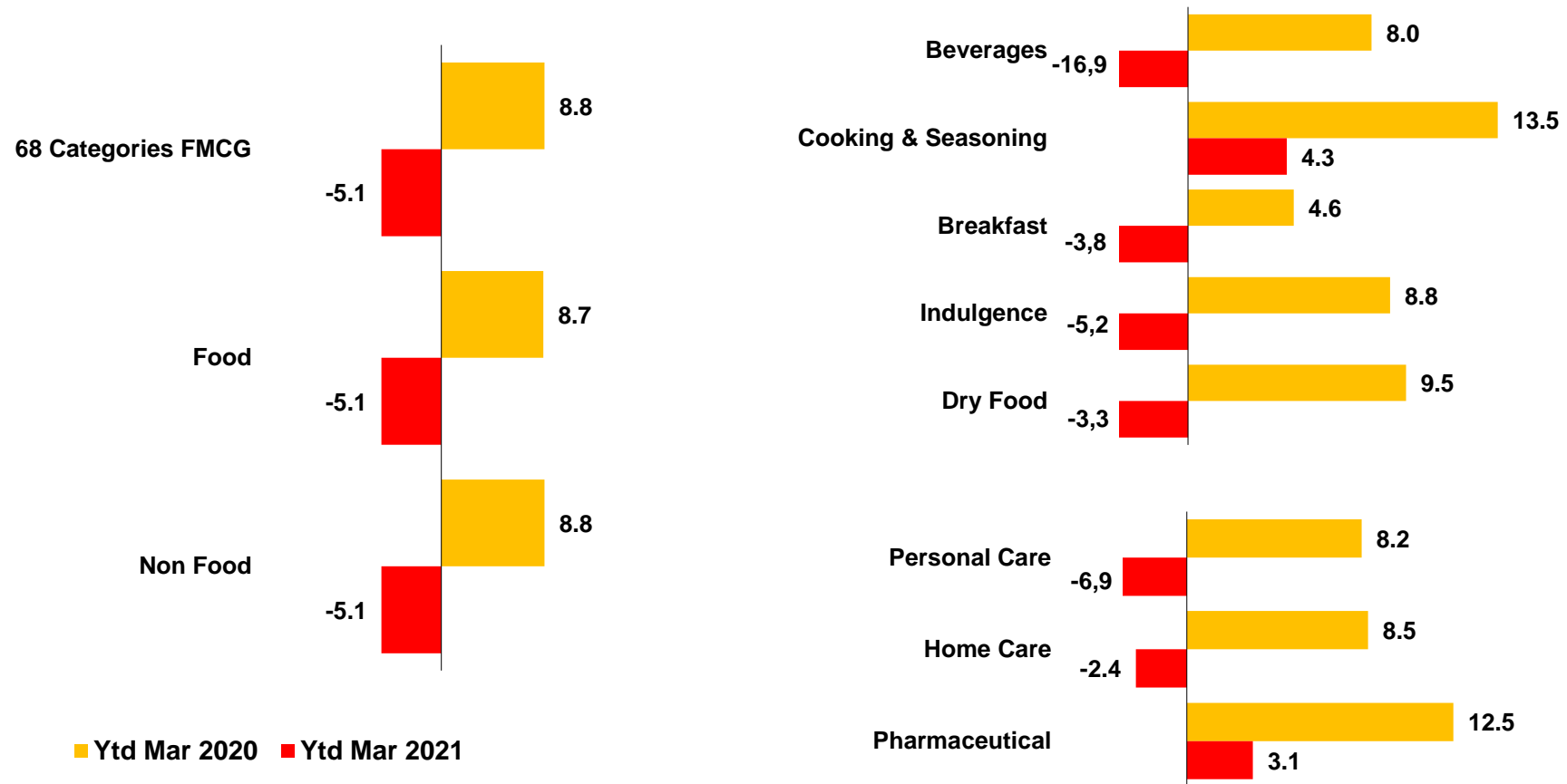
Indonesian Total Grocery March 2020 vs March 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Growth By Departments

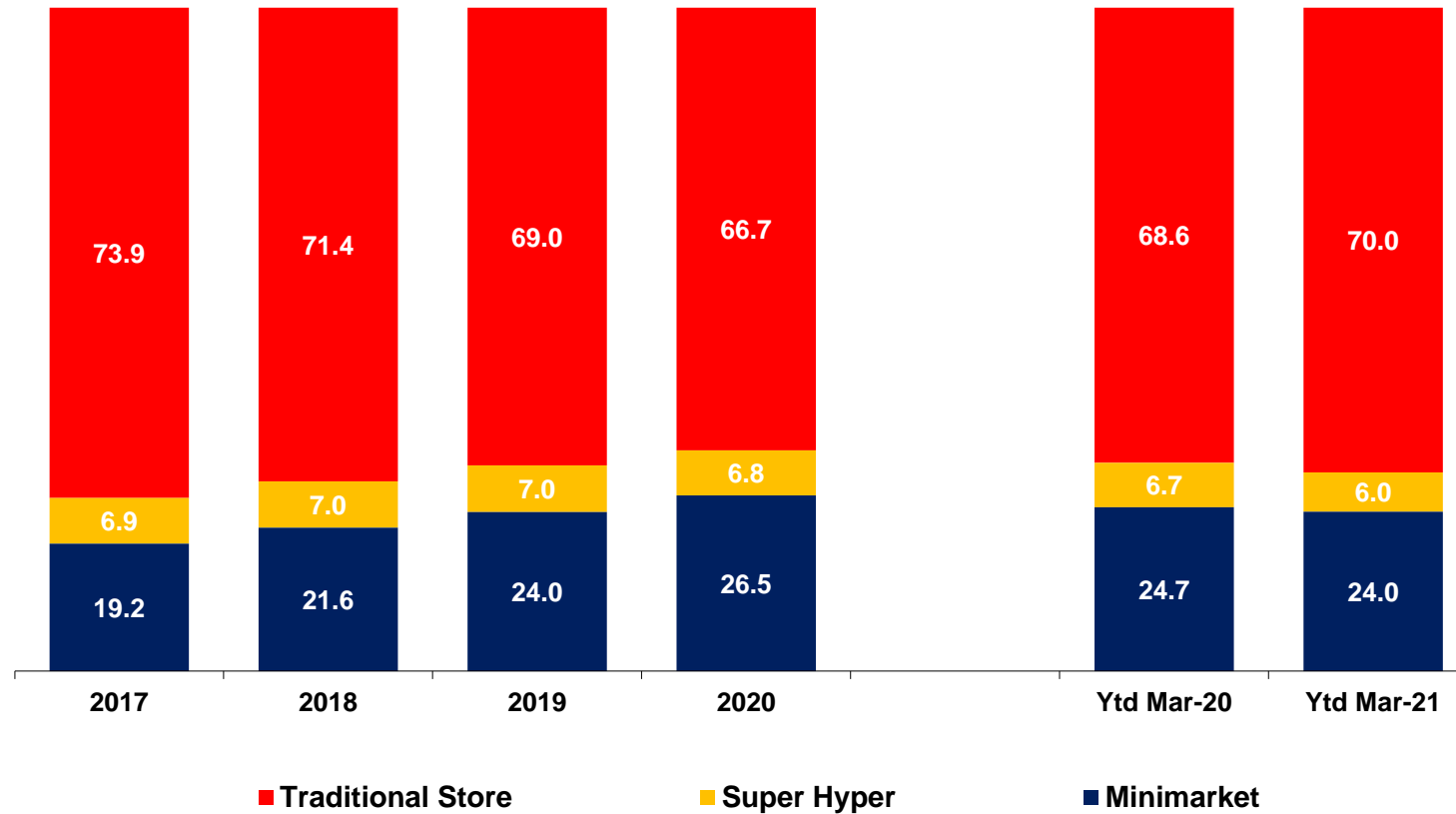
Indonesian Total Grocery Ytd March 2020 vs March 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Trade Channel Contribution

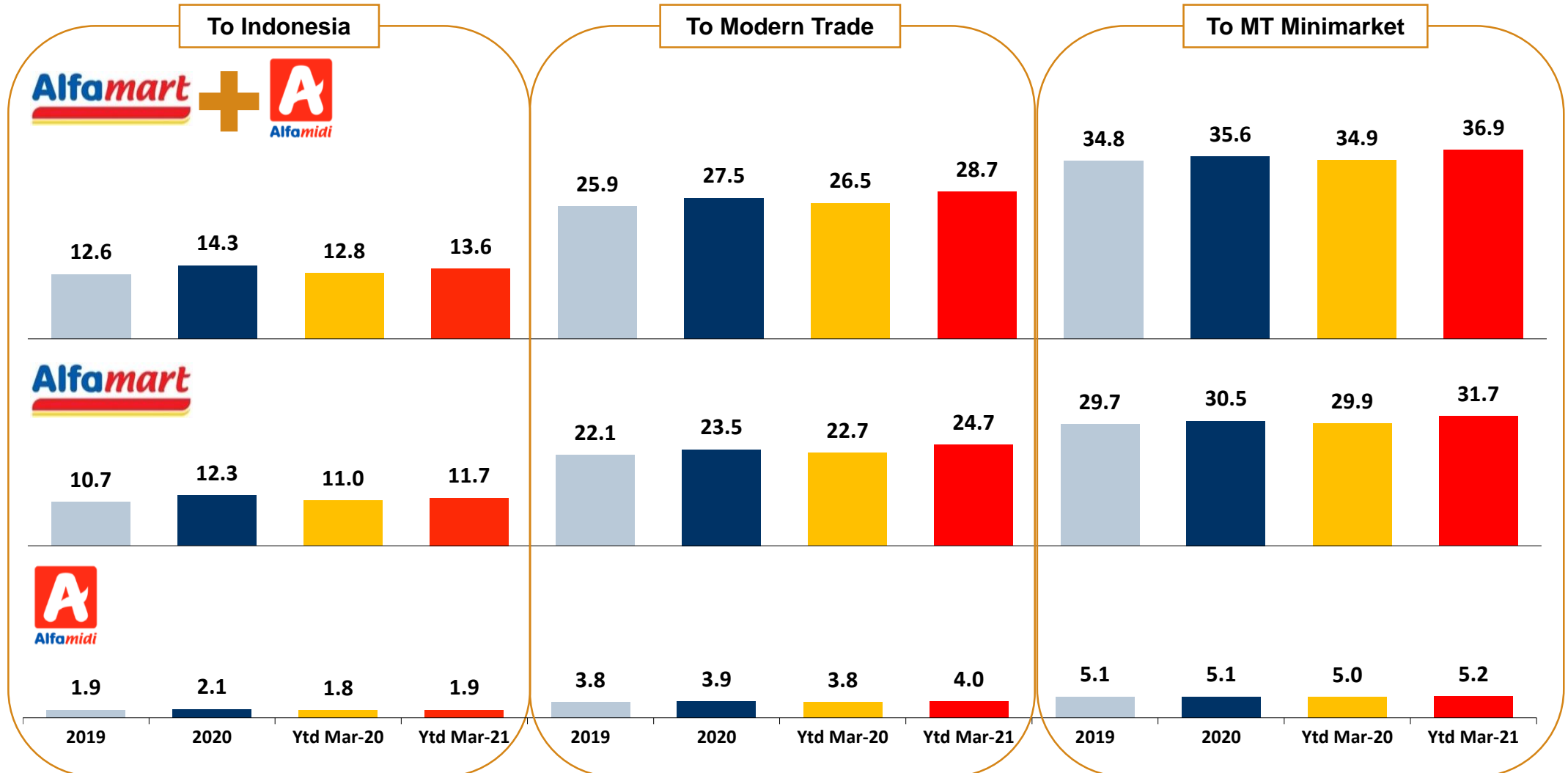
Indonesian Total Grocery Ytd March 2020 vs March 2021 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

Alfa Group Market Share

Alfa Group [Total 68 FMCG Categories] Ytd March 2021



Source: Nielsen Retail Audit

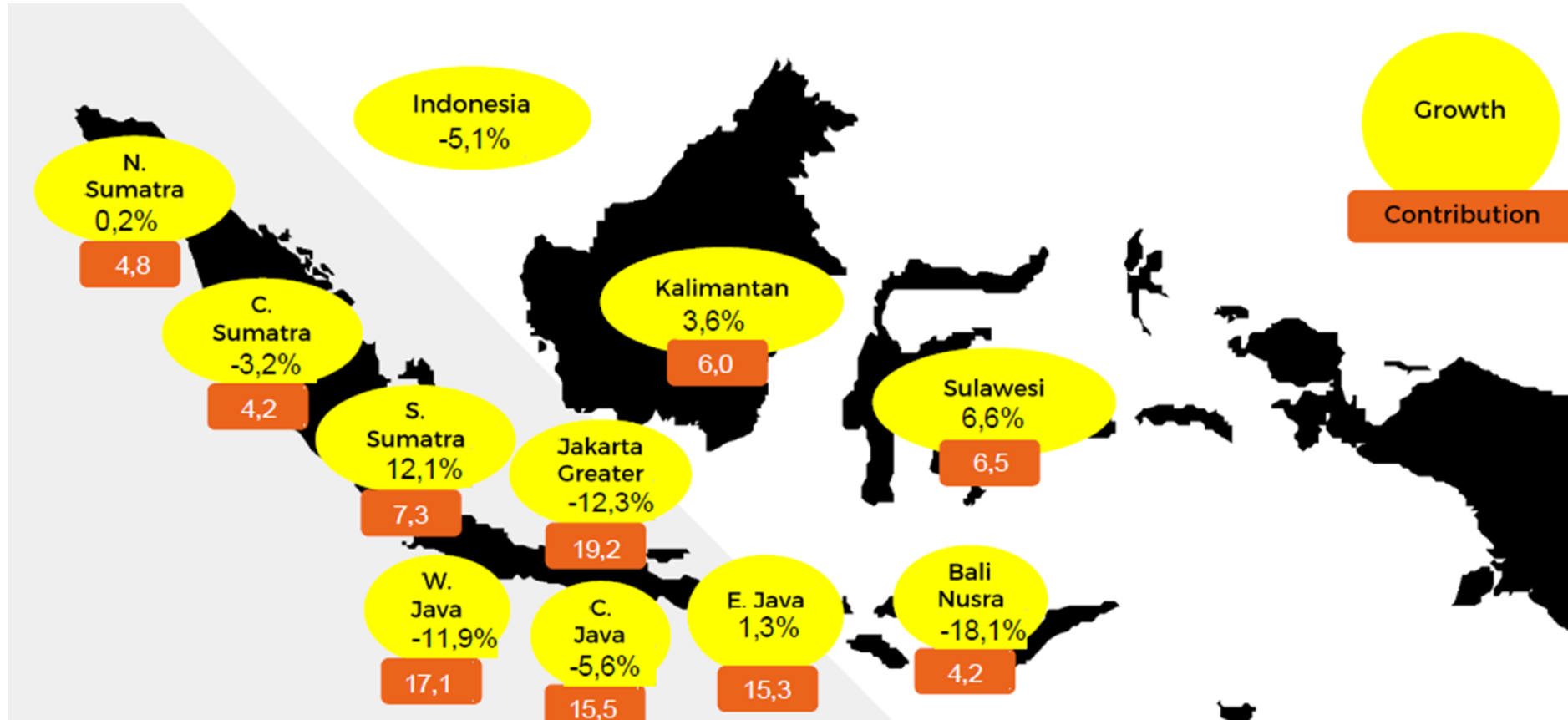
Industry Landscape

	STORE NUMBER	
	FY 2020	March 2021
ALFAMART	15,434	15,698
ALFAMIDI	1,798	1,857
INDOMARET	18,113	18,410
CIRCLE K	373	363
LAWSON	68	69
FOODMART MINI	13	13
ALFAMIDI SUPER	26	28
FARMER MARKET	35	35
SUPERINDO	182	180
RANCH MARKET	18	19
LOTTE SUPER	1	1
RAMAYANA	80	79
FOODMART	29	33
GIANT EKSPRES	59	53
HERO	17	17
AEON	3	3
FOODHALL	34	33
LOTTE HYPER	13	13
GIANT EKSTRA	37	34
HYPERMART	97	99
DAN+DAN	212	216
WATSONS	155	154
BOSTON	62	59
GUARDIAN	311	307

Groceries Growth By Region

- South & North Sumatra, East Java, Kalimantan and Sulawesi grow positively.
- Java still recorded highest contribution of 67.1%.

Indonesian Total Groceries Ytd March 2021 [Total FMCG 68 Categories]

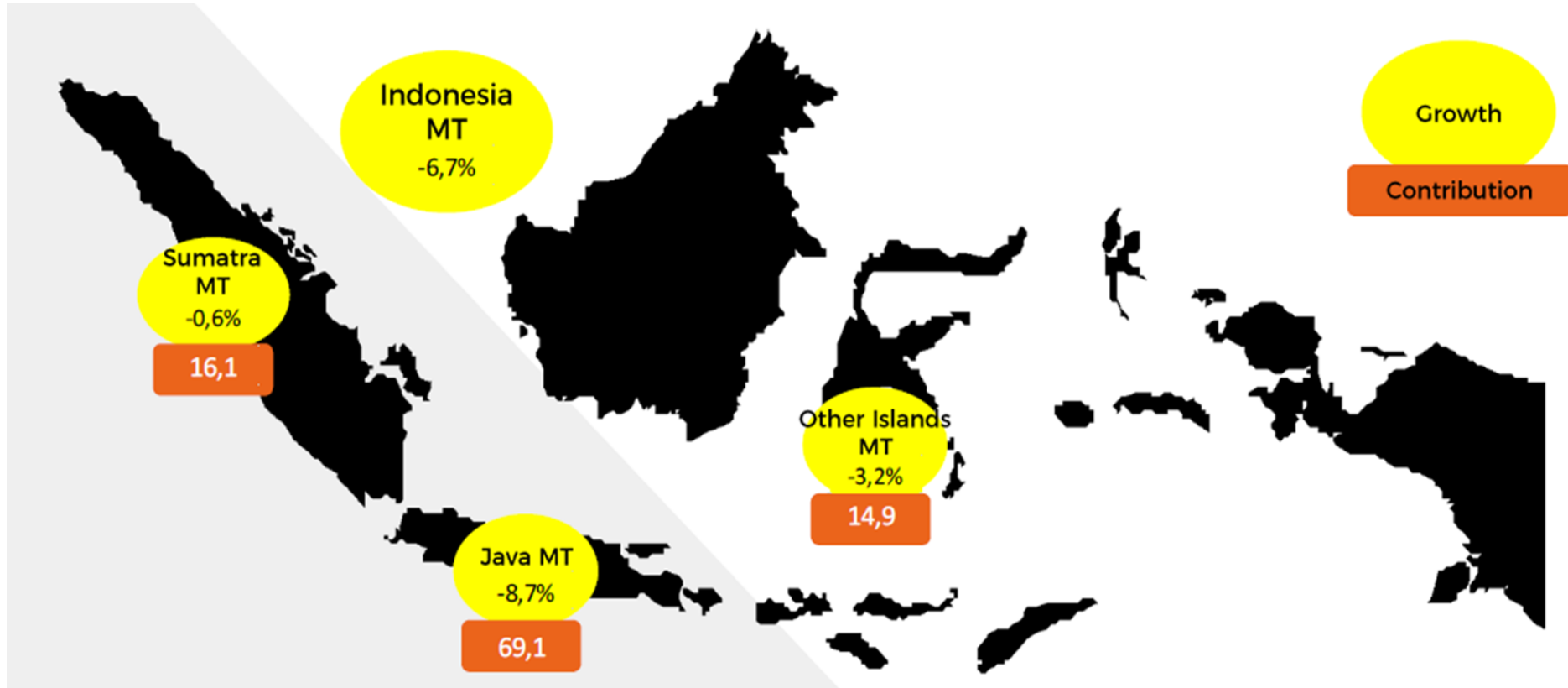


Source: Nielsen Retail Audit

Modern Trade Growth By Region

Total Indonesian Modern Trade showed negative growth -6.7%, and Java decline deeper than Total Indonesia Modern Trade -8.7%.

Indonesian Total Groceries Ytd March 2021 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit



Operational Performance

Network & Distribution

Warehouse & Stores

- As of March 2021, we managed 44 warehouses scattered throughout Indonesia
- 17,868 stores scattered in Indonesia (32% Greater Jakarta; 37% Java; 31% Outside Java)



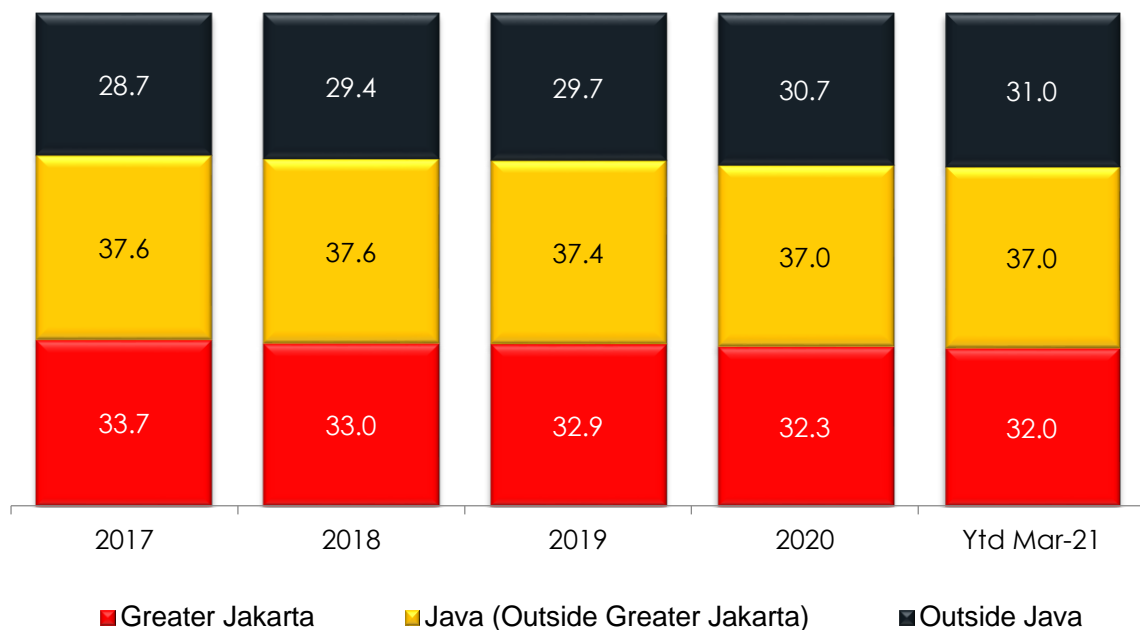
Greater Jakarta	Java		Java	
 Cileungsi	 Bandung 1 & 2	 Sidoarjo	 Medan 1 & 2 ^{a)}	 Makassar 1 & 2 ^{a)}
 Jababeka 1 & 2 ^{a)}	 Plumbon	 Jember	 Pekanbaru	 Jambi
 Cikokol	 Cilacap	 Rembang	 Palembang	 Pontianak
 Balaraja	 Surabaya ^{a)}	 Yogyakarta ^{a)}	 Lampung	 Banjarmasin
 Bogor	 Cianjur		 Denpasar	 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

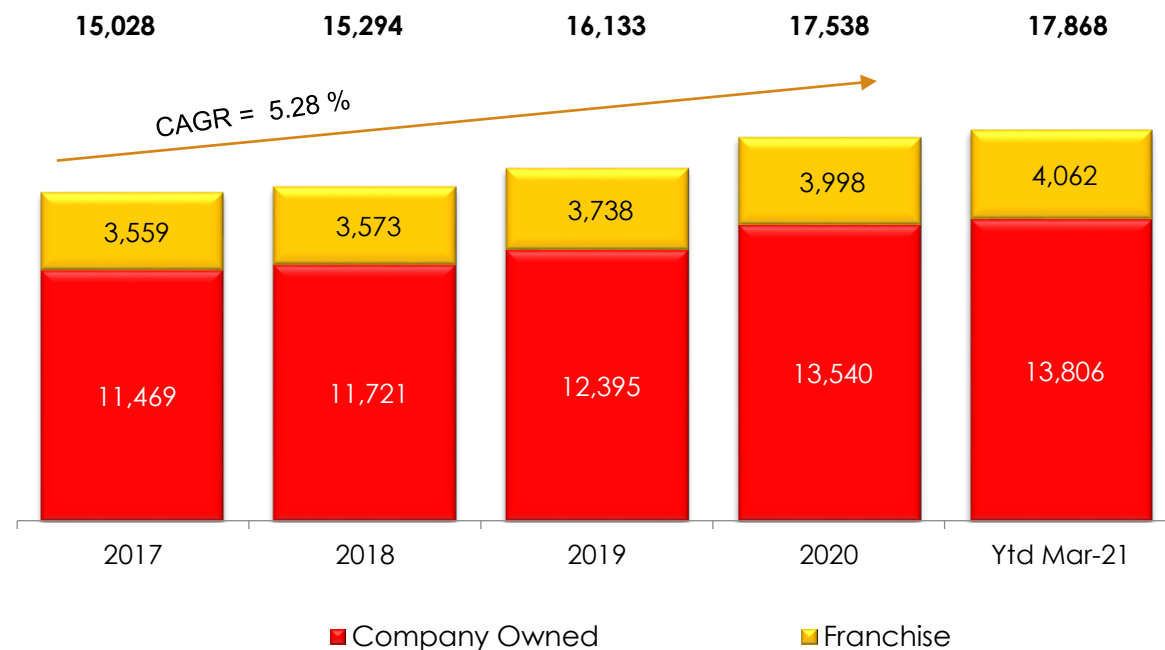
Store Growth

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.



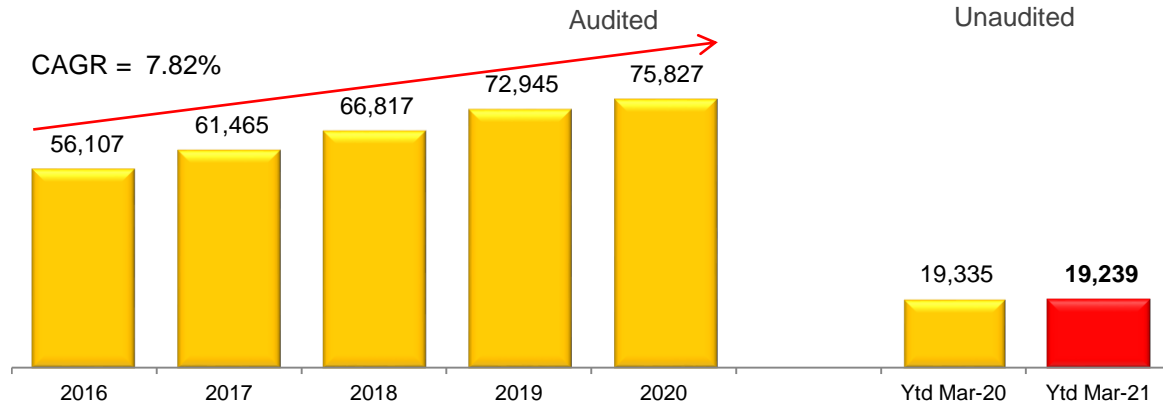
Financial Highlight



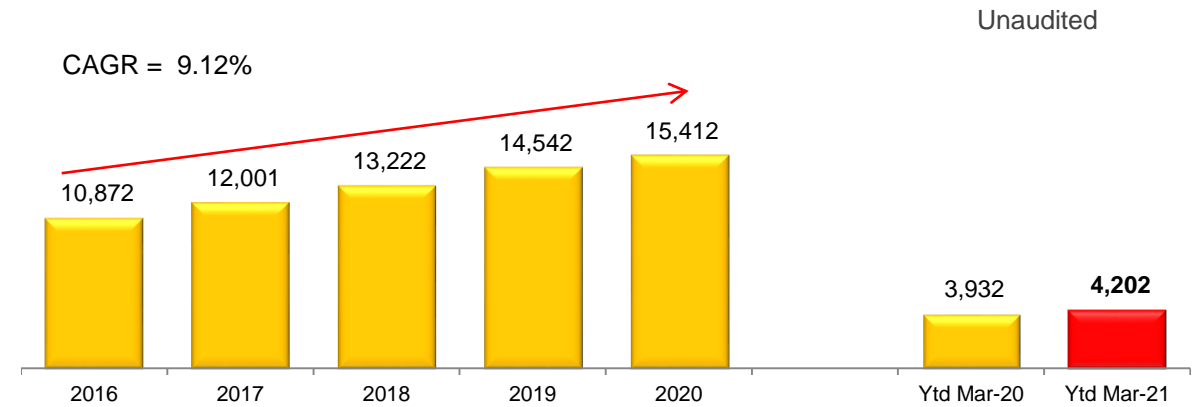
Income Statement Summary Consolidated

As of March 2021 [Rp Billion]

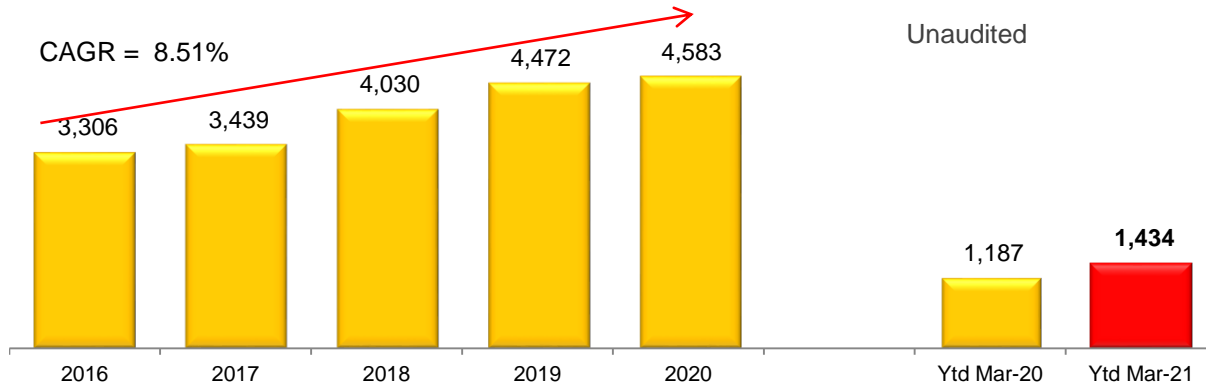
REVENUE



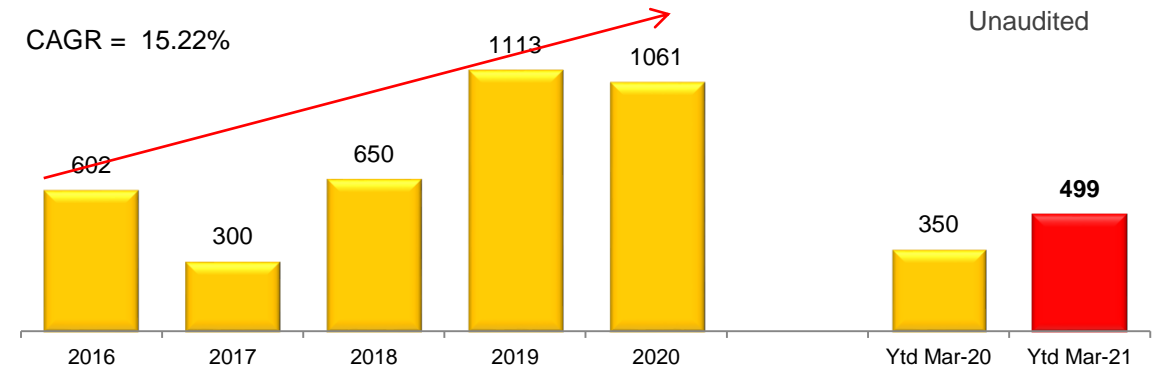
GROSS PROFIT



EBITDA



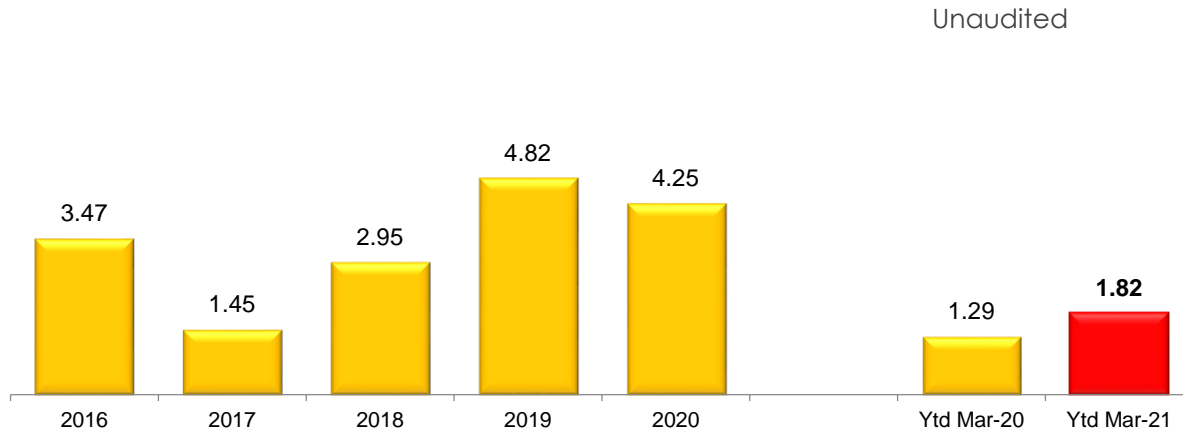
Income for the year attributable to owners of the Parent Company



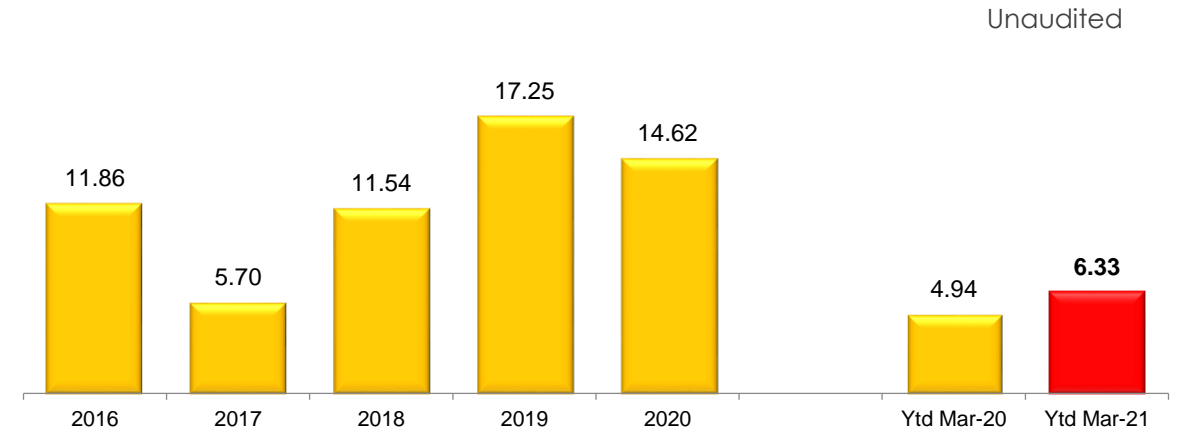
Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, PT Sumber Wahana Sejahtera, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

Financial (Return & Leverage)

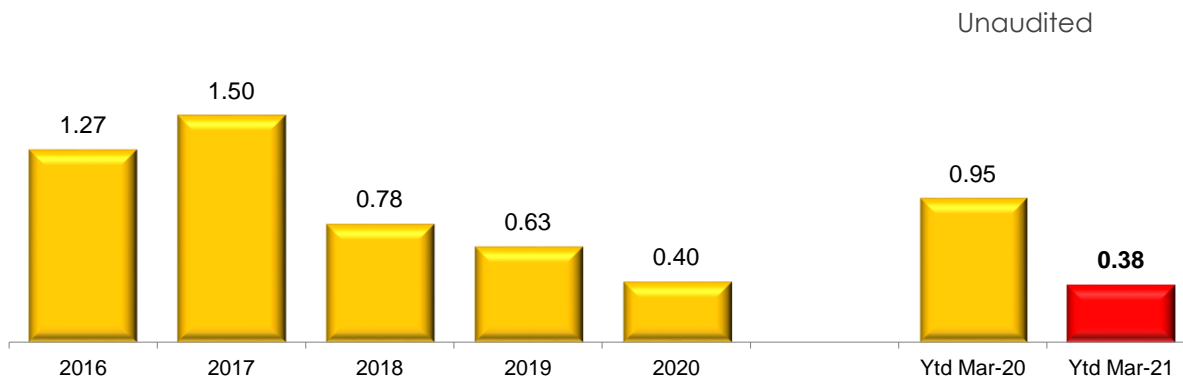
ROAA (%)



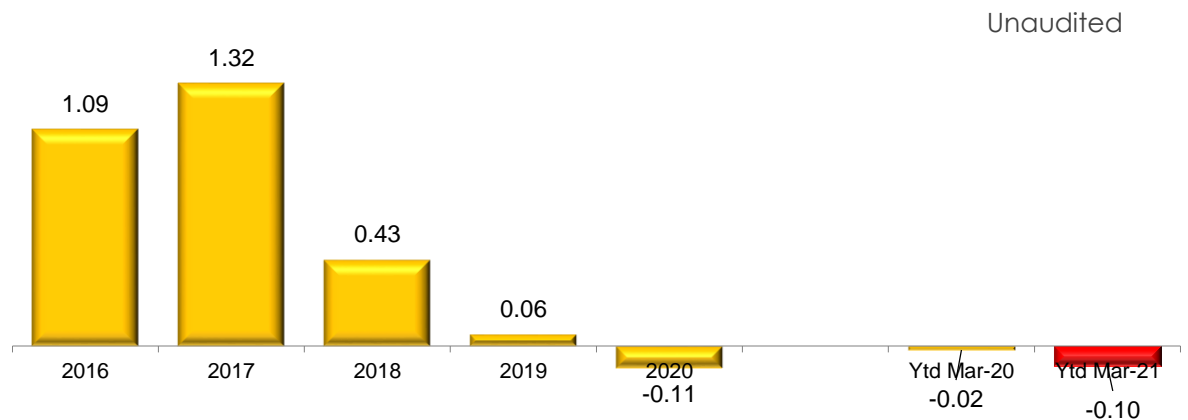
ROAE (%)



DER (Gross Debt to Equity)



Net Gearing Ratio (x)





Social Activities Alfamart Care

Providing assistance to victims of natural disasters such as floods and earthquakes that occurred in various regions in Indonesia



Blood donation activities with Indonesian red cross



CSR PROGRAMS



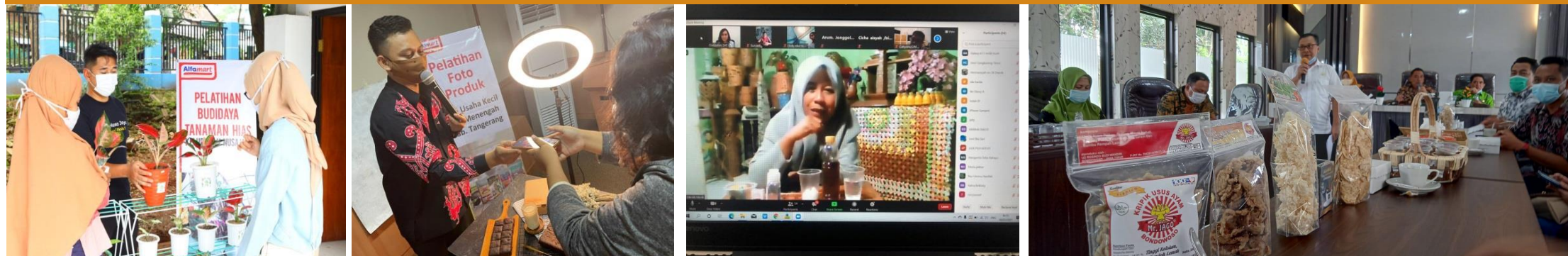
Environmental Care Alfamart Clean & Green

Planting 3,175 tree seedlings in 16 cities



UKM Alfamart Support

Conduct training for Micro, Small, and Medium Enterprises (MSME)





Thank You