



MANAGEMENT PRESENTATION

PT. Sumber Alfaria Trijaya, Tbk
As of March 31, 2022

PRESENTATION AGENDA



Overview
YTD March 2022



Industry
Update



Operational
Performance



Financial
Highlights



ESG &
Sustainability



Overview Ytd March 2022

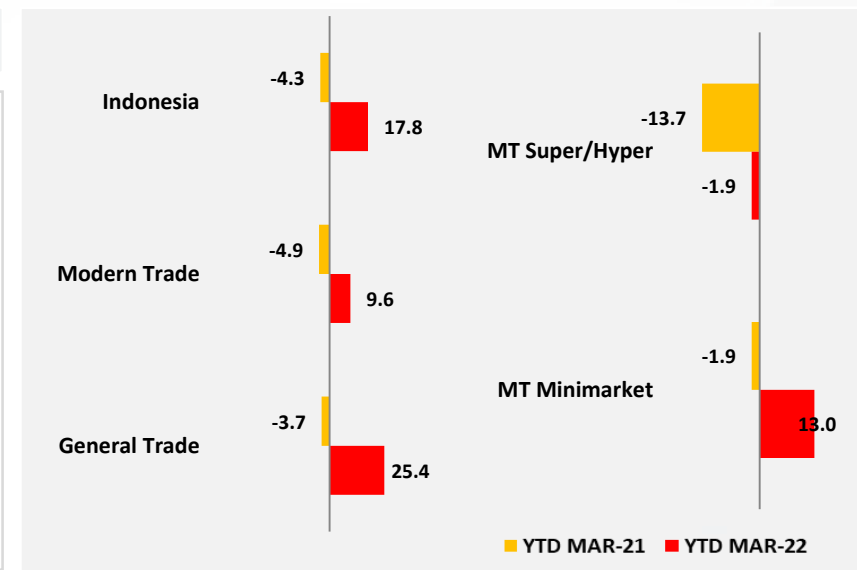


Overview YTD March 2022

I. TRADE CHANNEL GROWTH

Total Indonesia Grocery, Modern Trade and General Trade Channels grew positively.

- Total Indonesia Grocery, Modern Trade, and General Trade channel recorded a significant growth from -4.3% to 17.8%, -4.9% to 9.6%, and -3.7% to 25.4%.
- MT Minimarket grew from -1.9% to 13% yoy, while MT Super/Hyper showed minus growth.



II. ALFAGROUP MARKET SHARE

- Alfamart market share to total Indonesia declined marginally from 11.2% to 11.0%, and Alfamidi from 1.8% to 1.7%.
- Alfamart market share to total Modern Trade grew from 23.3% to 24.7%, and Alfamidi from 3.8% to 3.9%.
- Alfamart market share to MT Minimarket grew from 30.2% to 31.0% and Alfamidi declined marginally from 4.9% to 4.8%.

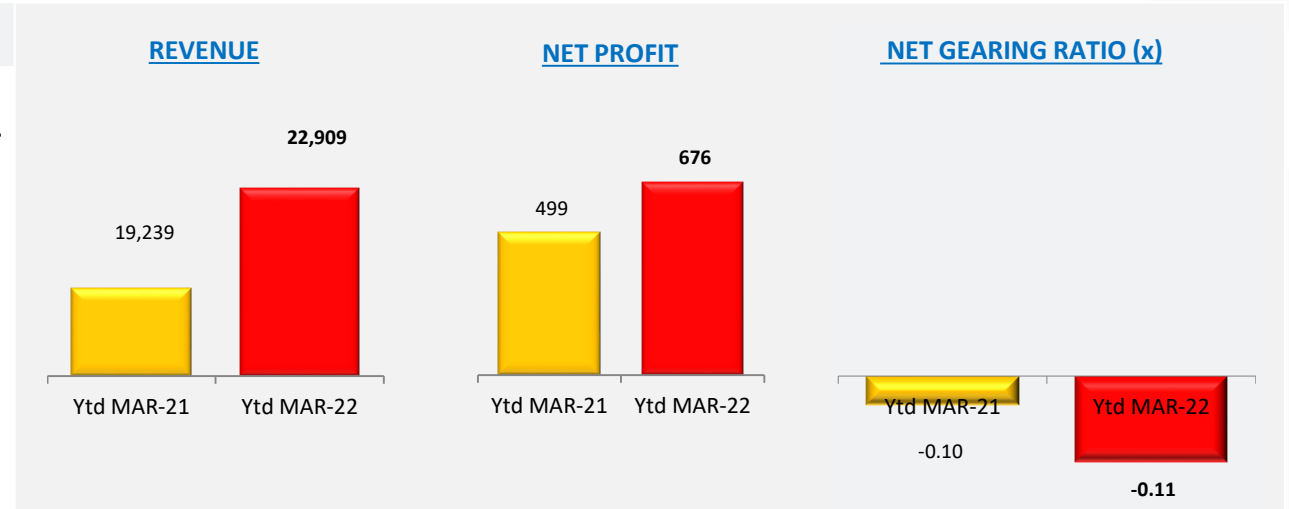
III. NET STORE ADDITION & PERFORMANCE

- Alfamart : 317 stores, Alfamidi & Lawson : 50 store, Dan+Dan : 17 stores.
- Outer island still grew higher than Java in general.

Overview YTD March 2022

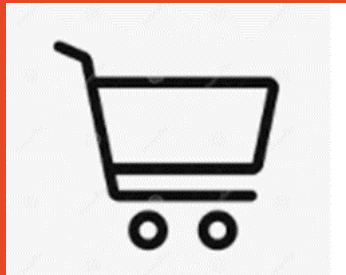
IV. FINANCIAL PERFORMANCE

- Revenue increased by 19.1% (YoY) from IDR 19.2 trillion to IDR 22.9 trillion.
- Net Profit grew by 35.5% (YoY) from IDR 499 billion to IDR 676 billion.
- Net Gearing ratio improved marginally from -0.10 x to -0.11x.



V. ESG & Sustainability

- Increase profits with sustainability principle.
- Creating competent human resources and improving employee welfare.
- Reduction of the environmental impact of operational activities (solar cell for warehouse electricity).
- Empowerment of small entrepreneurs who will improve the socio-economic community.

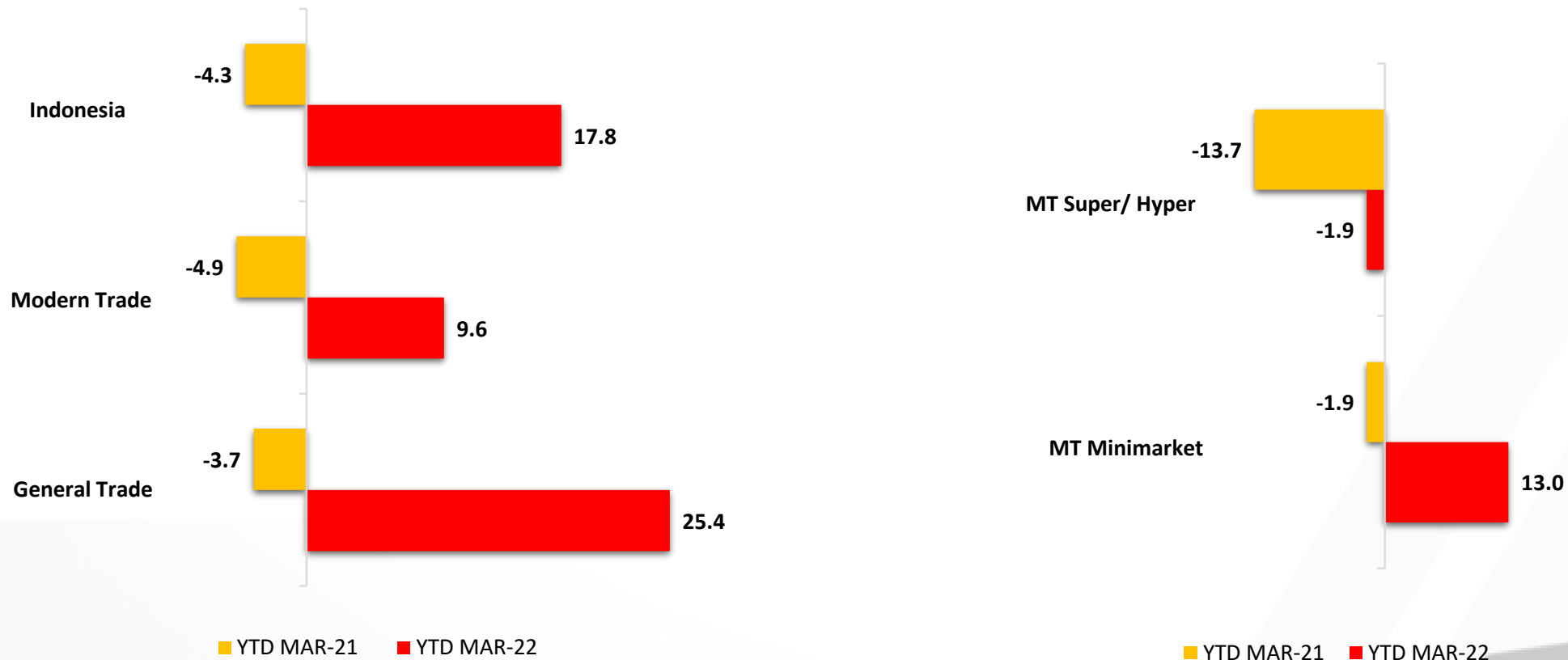


Industry Update



Trade Channel Growth

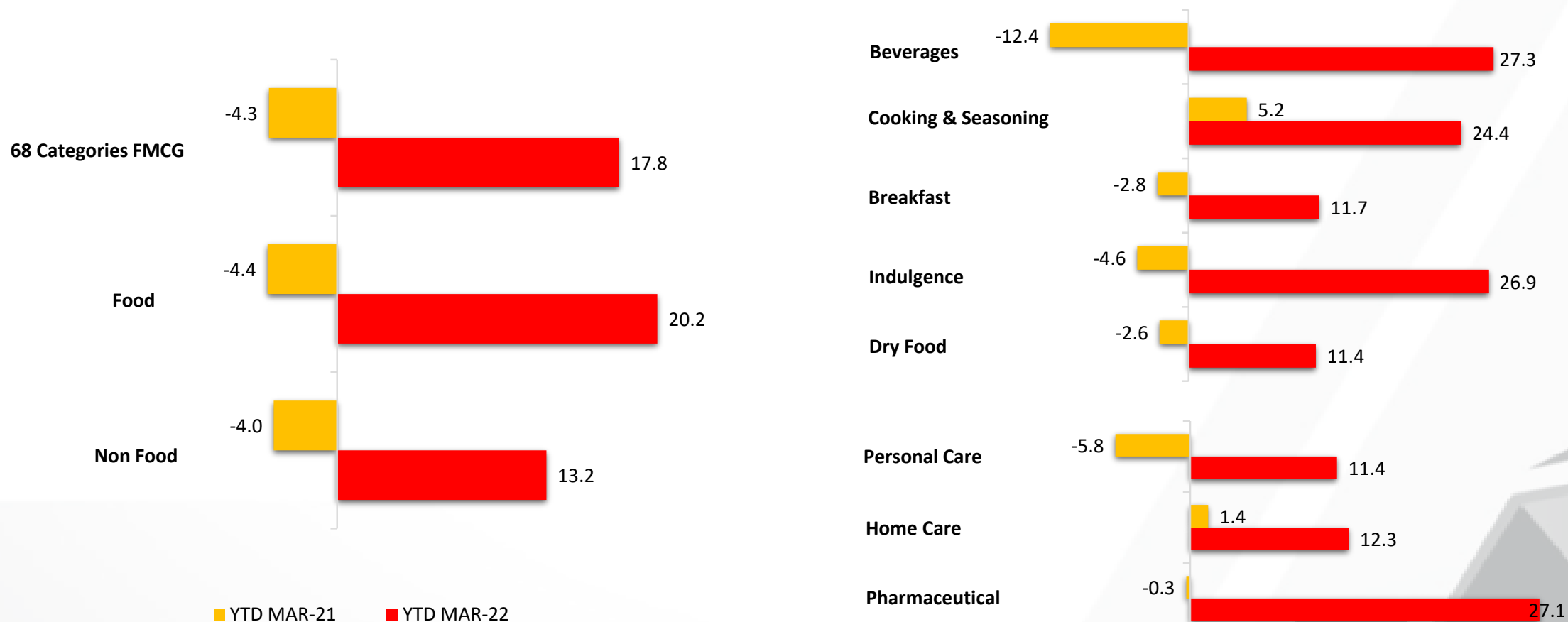
Indonesian Total Grocery YTD MAR-21 vs YTD MAR-22 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Growth By Departments

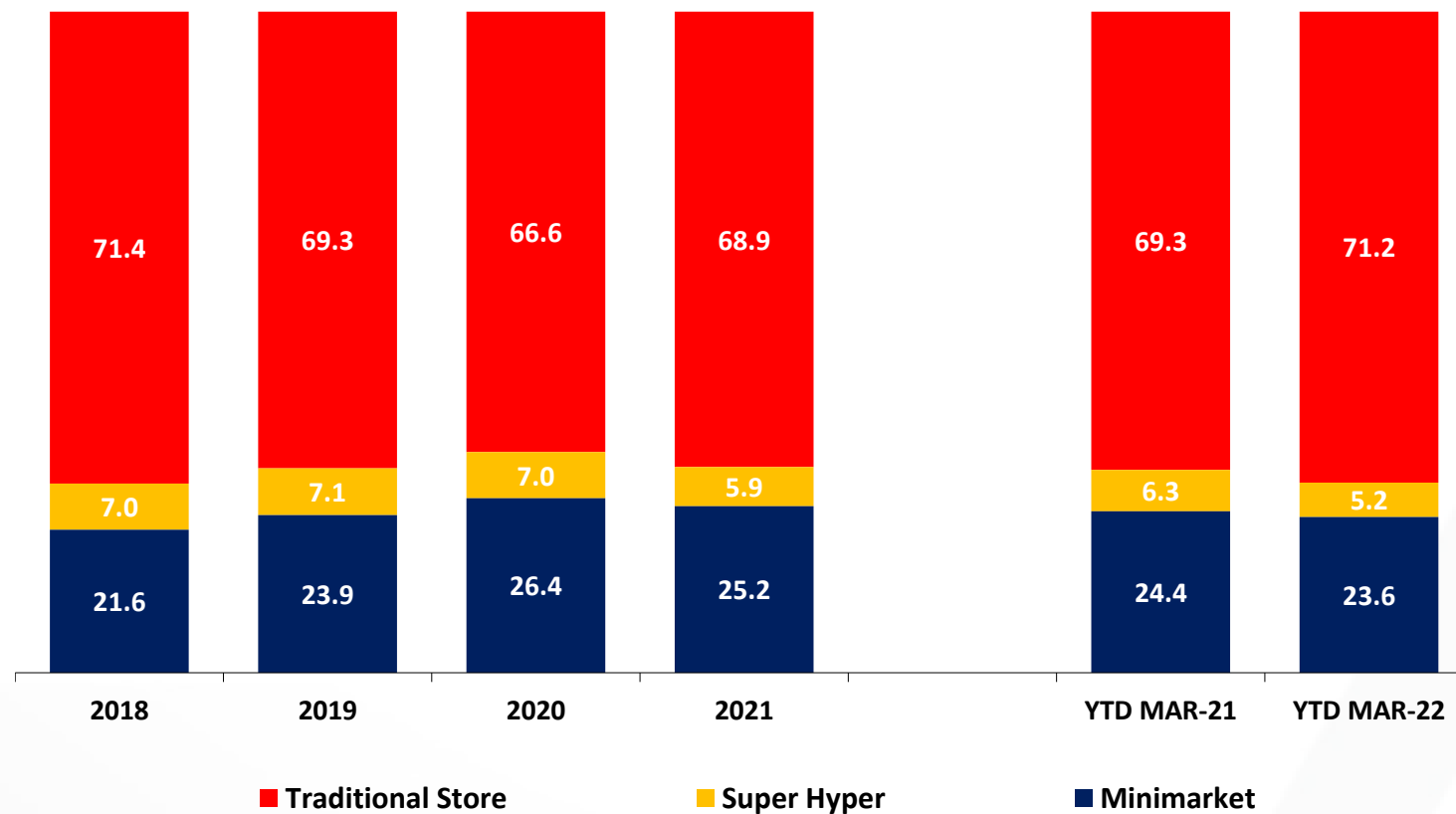
Indonesian Total Grocery YTD MAR-21 vs YTD MAR-22 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Trade Channel Contribution

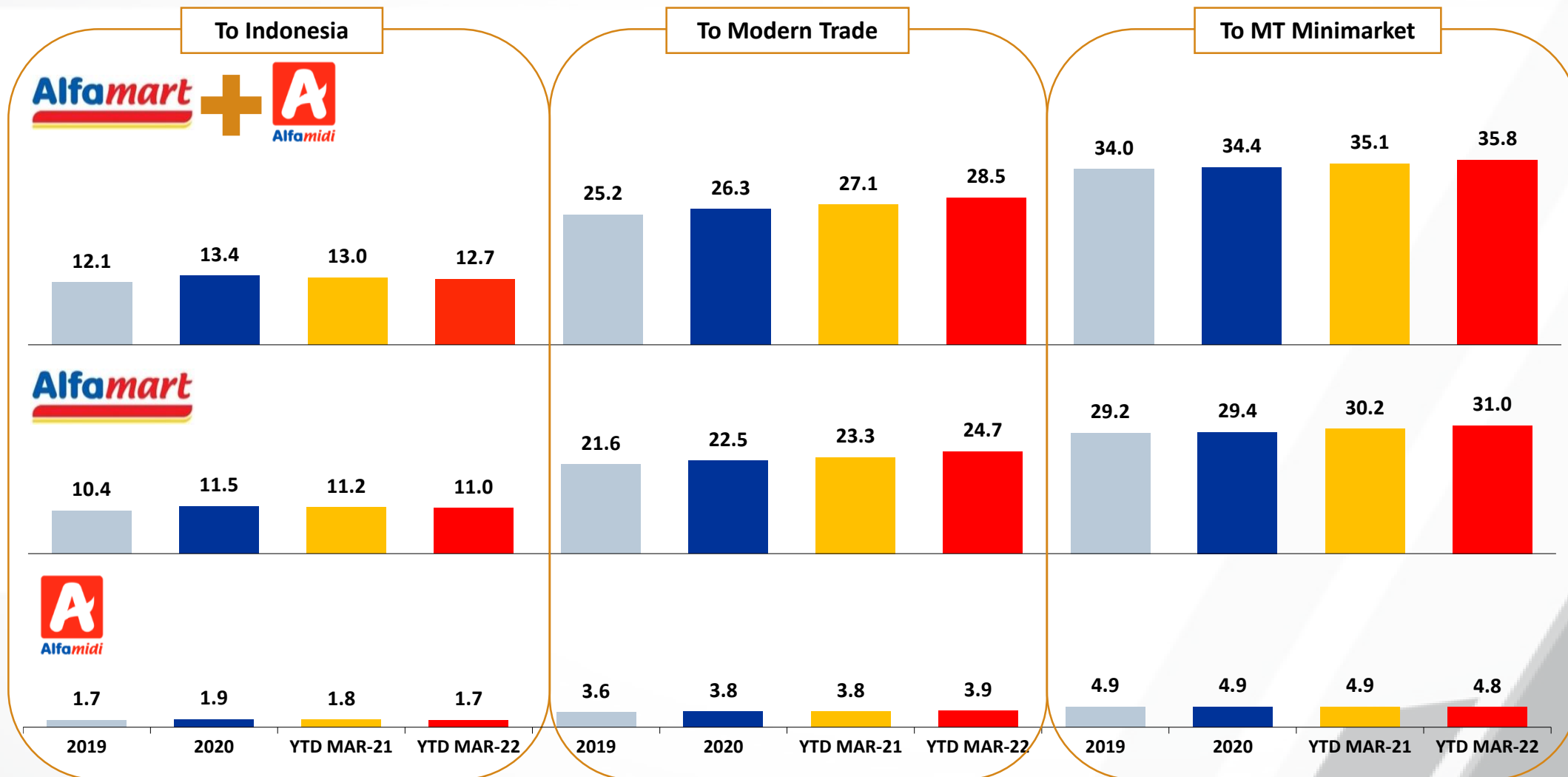
Indonesian Total Grocery YTD MAR-21 vs YTD MAR-22 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

Alfa Group Market Share

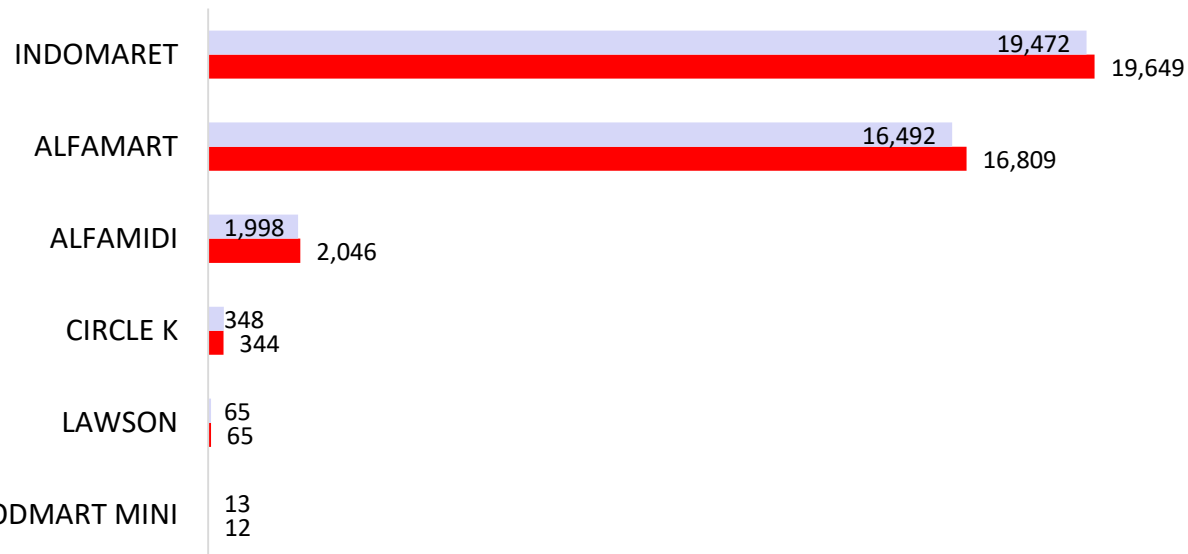
Alfa Group [Total 68 FMCG Categories] YTD MAR-22



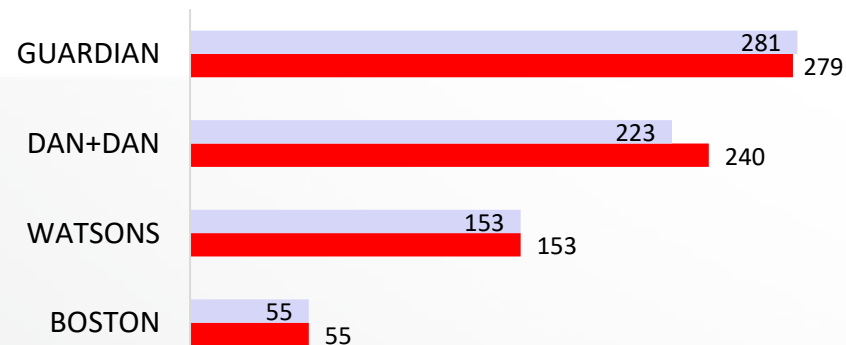
Source: Nielsen Retail Audit

Industry Landscape

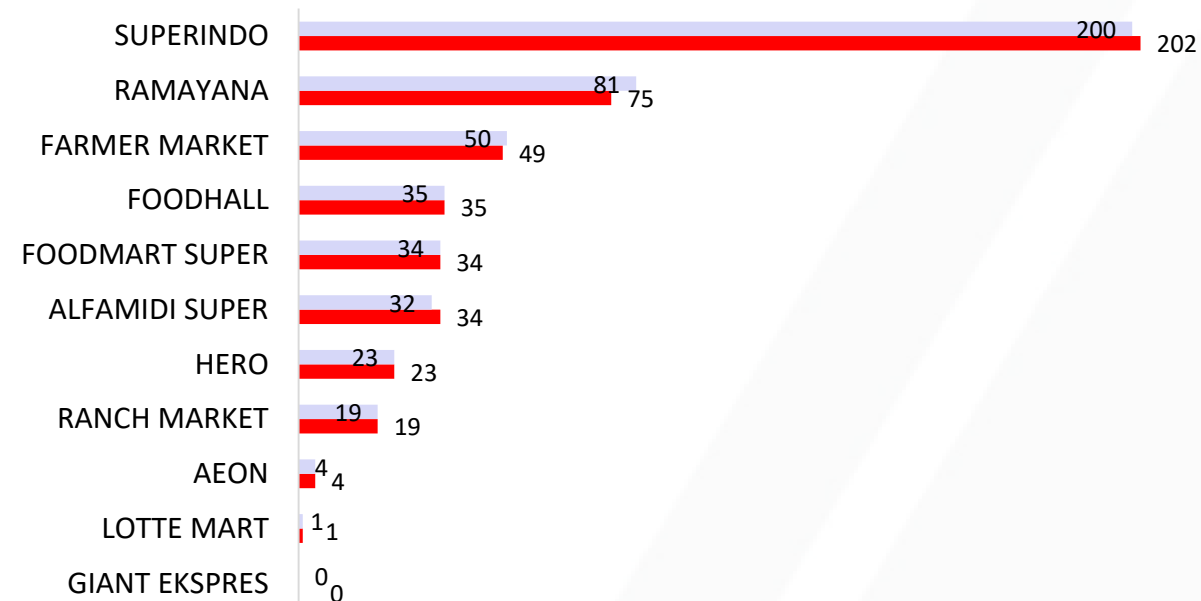
MINIMARKET



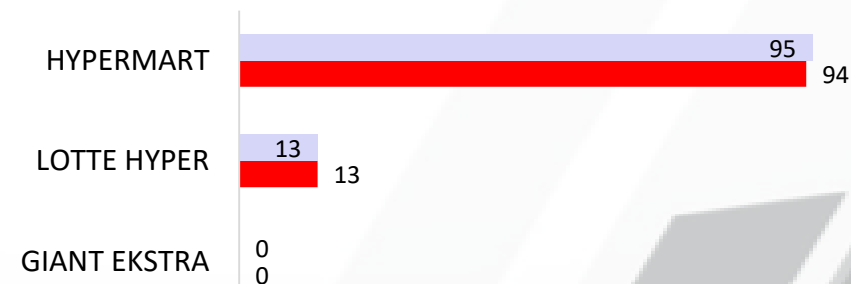
PERSONAL CARE



SUPERMARKET



HYPERMARKET

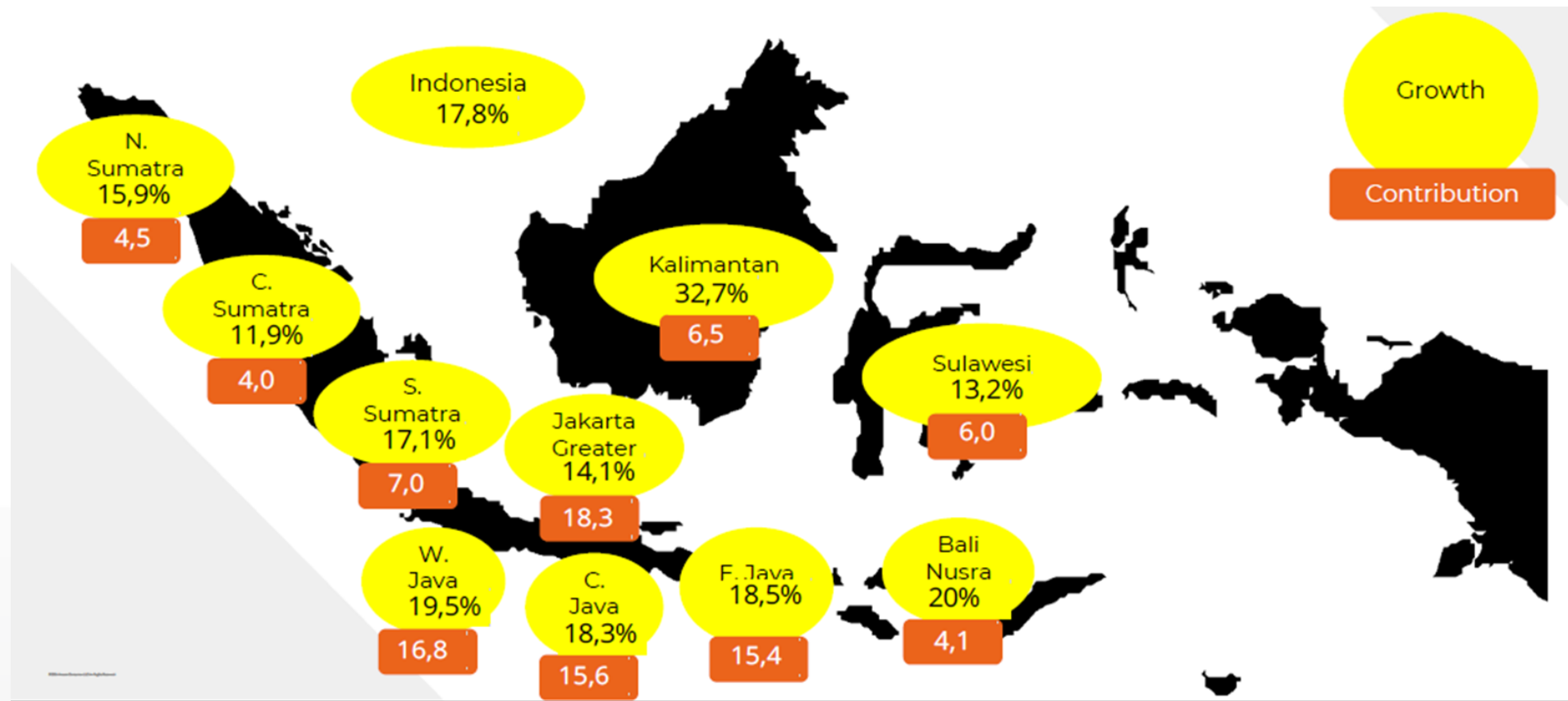


■ FY 2021 ■ YTD MAR-22

Groceries Growth By Region

- All region grew positively, **Kalimantan and Bali Nusra** grew the most in YTD March 2022.
- Java still recorded highest contribution of 66.1%.

Indonesian Total Groceries YTD MAR-22 [Total FMCG 68 Categories]

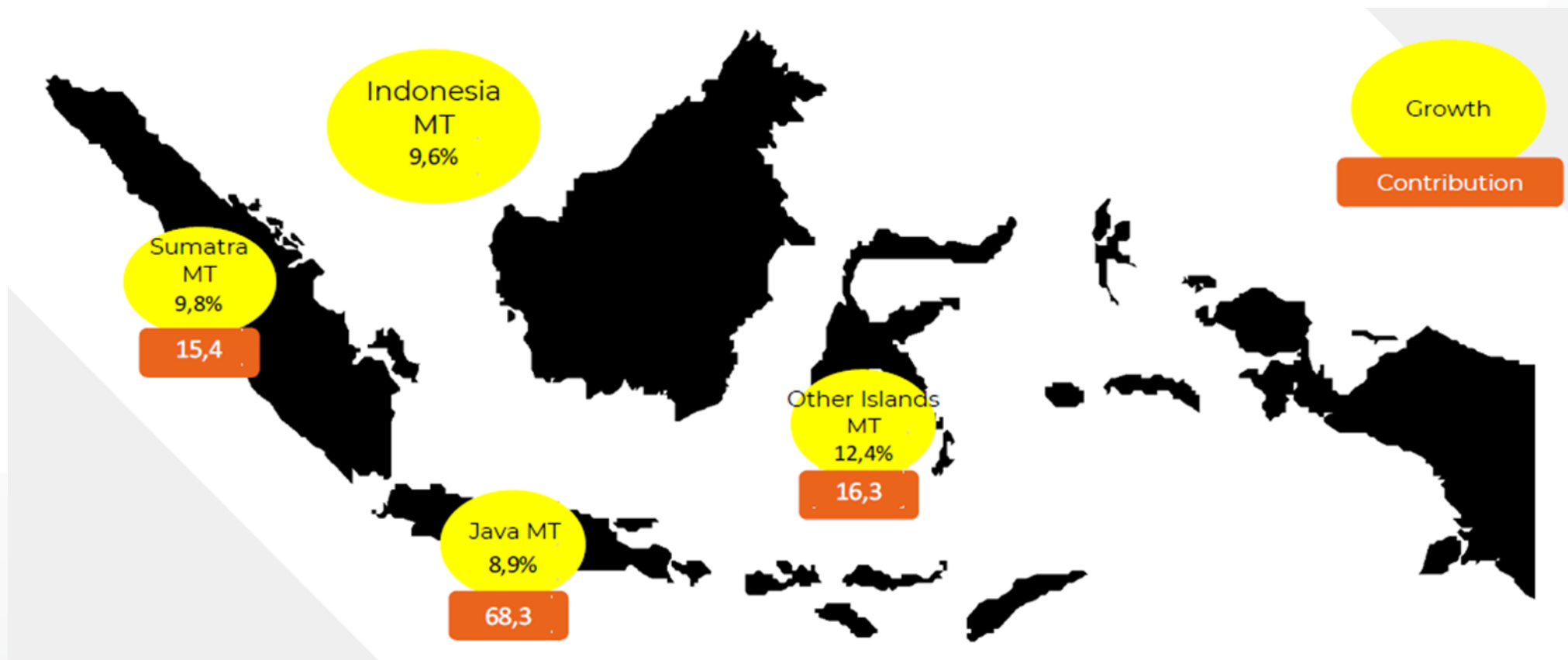


Source: Nielsen Retail Audit

Modern Trade Growth By Region

Total Indonesian Modern Trade showed positive growth 9.6%. Java Modern Trade experienced slower growth than Indonesia MT.

Indonesian Total Groceries YTD MAR-22 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit



Operational Performance



Network & Distribution

Warehouse & Stores

- As of March 2022, we managed 44 warehouses, 10 Depos, 11 Store Hubs scattered throughout Indonesia
- 19,194 stores scattered across Indonesia.
(27.18% Greater Jakarta; 40.94% Java; 31.88% Outer Island)



Greater Jakarta	Java	Outer Island	Depos & Store hubs
<ul style="list-style-type: none"> Cileungsi Jababeka 1 & 2^{a)} Cikokol Balaraja Bogor Serang Parung Bitung 1^{a)} & 2^{b)} 	<ul style="list-style-type: none"> Karawang Bandung 1 & 2 Cilacap Plumbon Cianjur Semarang Klaten Malang 	<ul style="list-style-type: none"> Sidoarjo Jember Rembang Yogyakarta^{a)} Surabaya^{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)} Ambon^{a)} 	<p>10 Depos</p> <ul style="list-style-type: none"> - Lhokseumawe - Bengkulu - Sumbawa - Gorontalo - Balaraja - Bitung^{c)} - Brebek^{c)} - Jogja^{c)} - Bandung^{c)} - WHC Berebek <p>11 Store Hubs</p> <ul style="list-style-type: none"> - 8 NTT - 2 Bintan - 1 West Papua

Notes :

^{a)} DC Alfamidi

^{b)} DC Dan+Dan

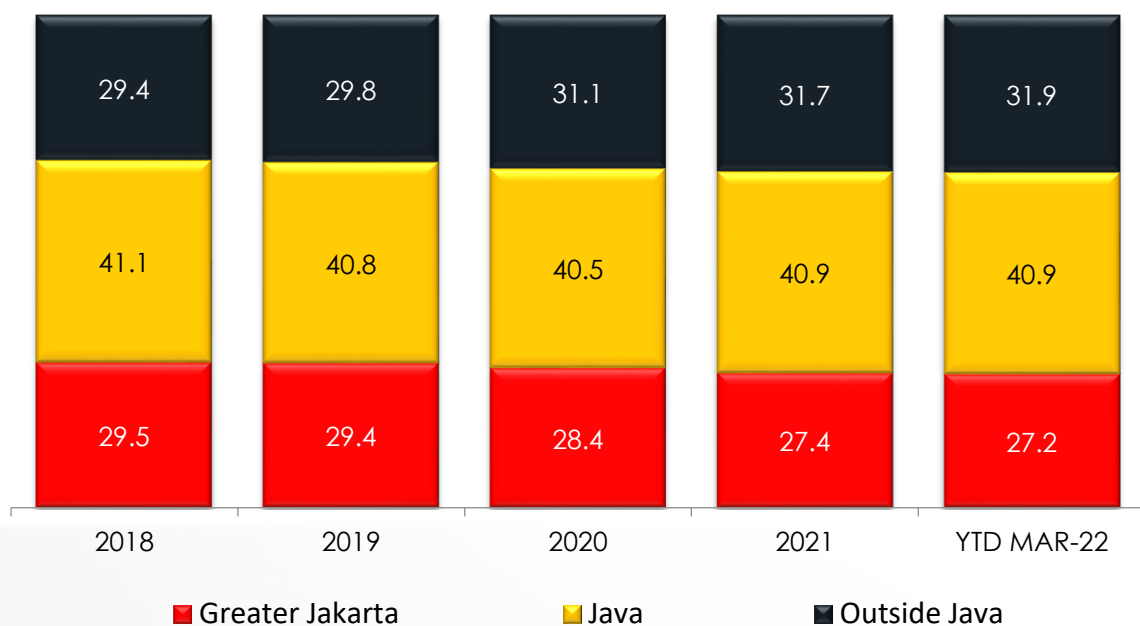
Notes :

^{c)} Alfamind

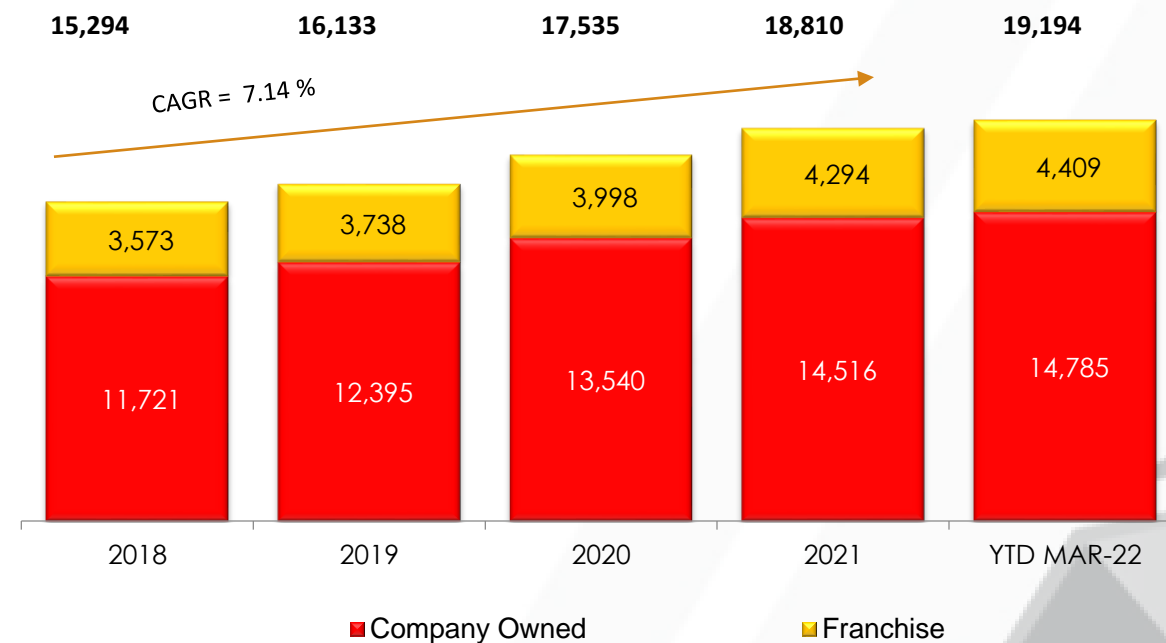
Store Growth

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.



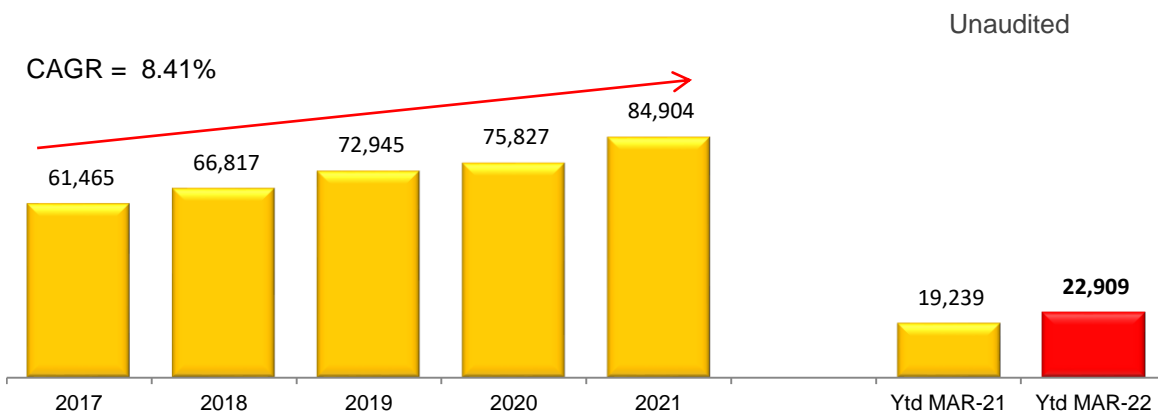
Financial Highlights



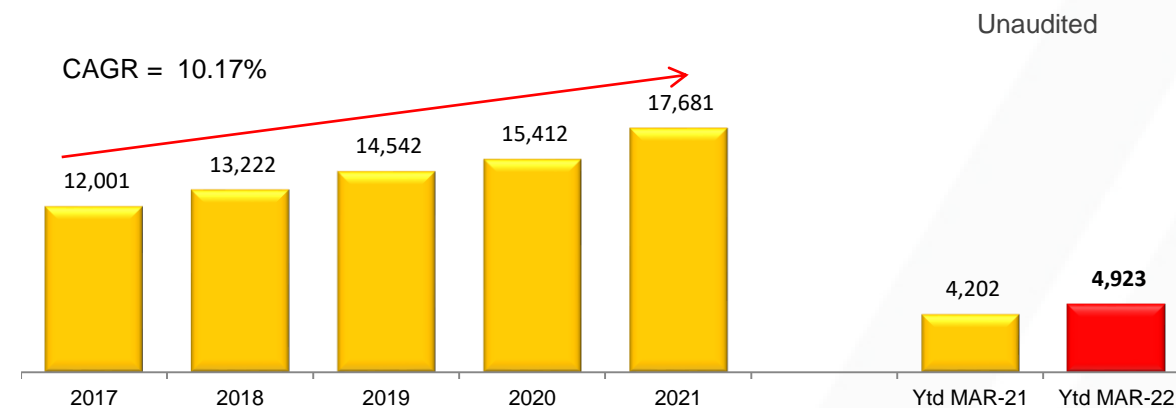
Income Statement Summary Consolidated

As of March 2022 [Rp Billion]

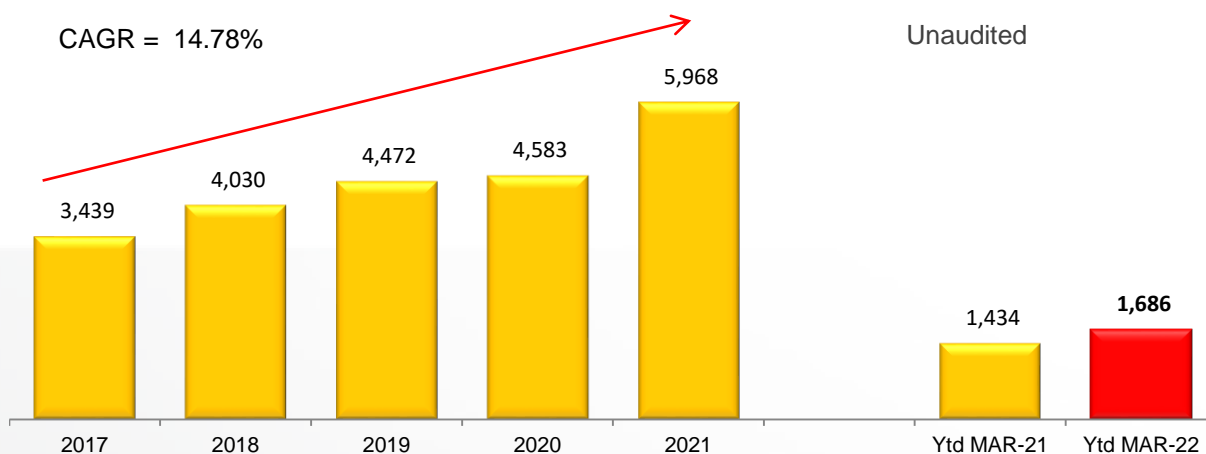
REVENUE



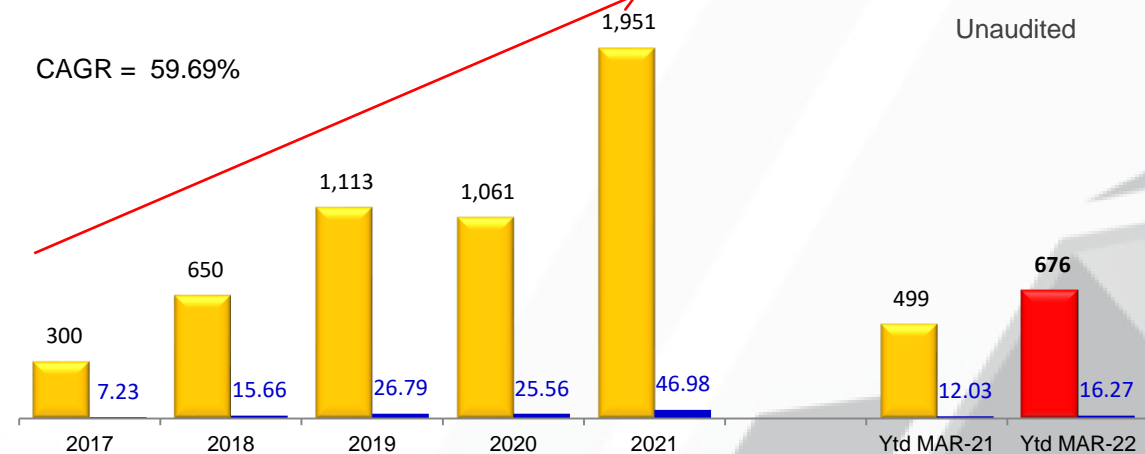
GROSS PROFIT



EBITDA



Income for the year attributable to owners of the Parent Company

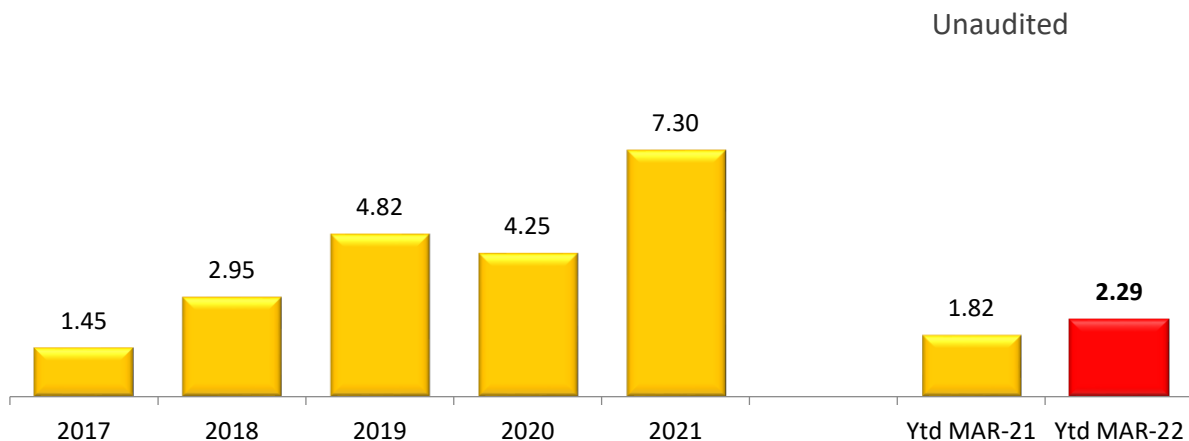


Note : the blue value shows the EPS (in Rp)

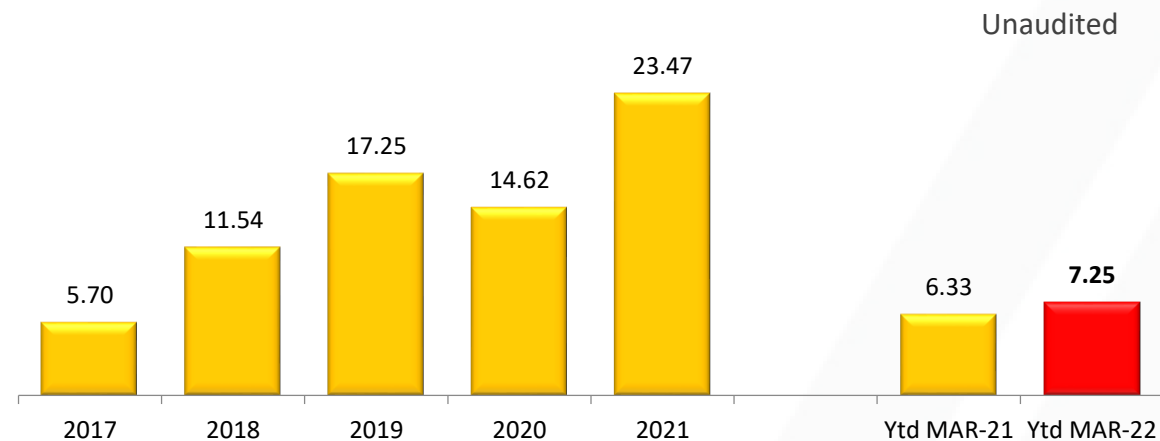
Subsidiaries Include : PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

Financial (Return & Leverage)

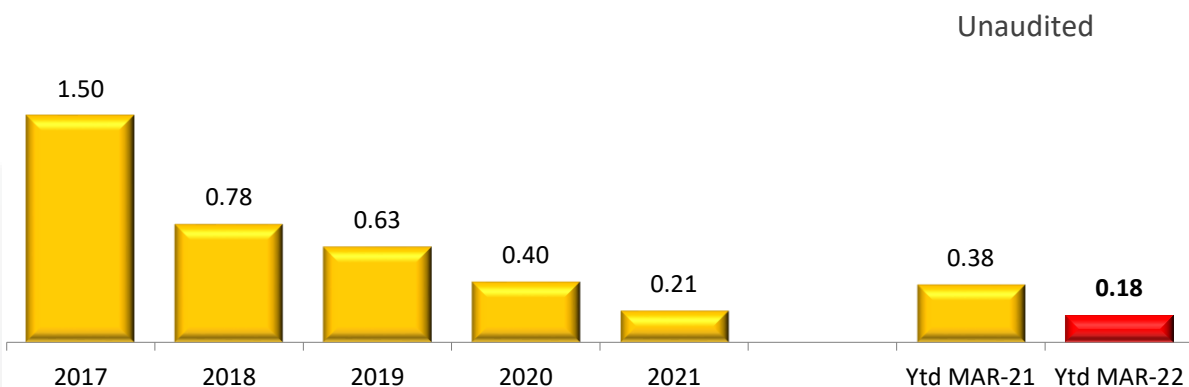
ROAA (%)



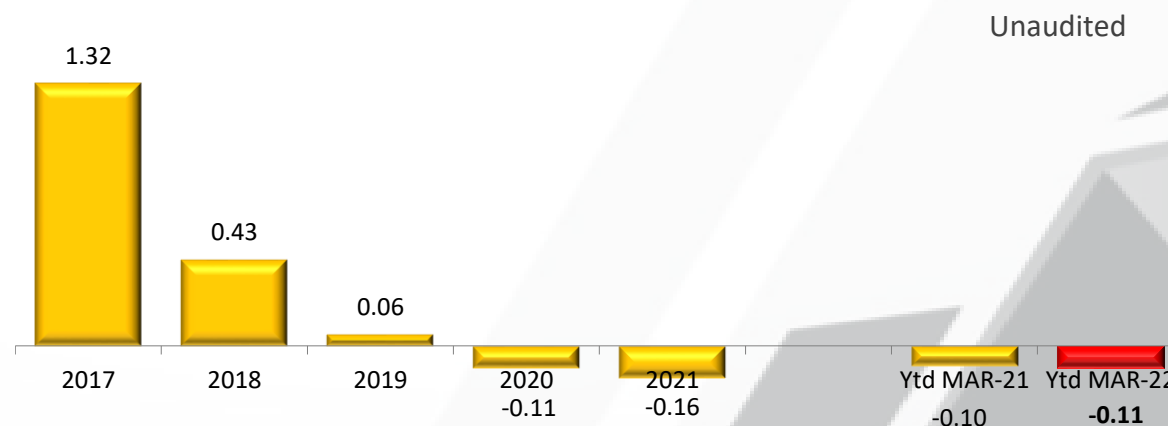
ROAE (%)



DER (Gross Debt to Equity)



Net Gearing Ratio (x)





ESG & Sustainability



ESG & Sustainability

Increase profits with sustainability principle



Provision of quality products.



Consistent innovation and sustainable.

Creating competent human resources and improving employee welfare



Training and education programs for employees.



Equality and diversity to all employees without discrimination.

Empowerment of small entrepreneurs who will improve the socio-economic community



Retail management coaching and training program for small entrepreneurs.



Opening opportunities for SMEs to sell local products at Alfamart.

Reduction of the environmental impact of operational activities



Efficient use of electricity and water.



Use of renewable energy.

ESG & Sustainability

Clean & Green



Alfamart has started implementing solar panel technology in several branch offices and warehouses in several regions in Indonesia.

Training and Development



Opportunities for employees to increase their knowledge by conducting training and career development.

Gender Diversity

The composition of female employees in Q1 2022 was 37.7%, increased more than 0.9% compared to 36.7% in Q1 2021.

THANK YOU!