



Management Presentation

PT. Sumber Alfaria Trijaya, Tbk [As of March 31, 2023]



Alfamart

Business Overview

Industry Update

Network & Distribution

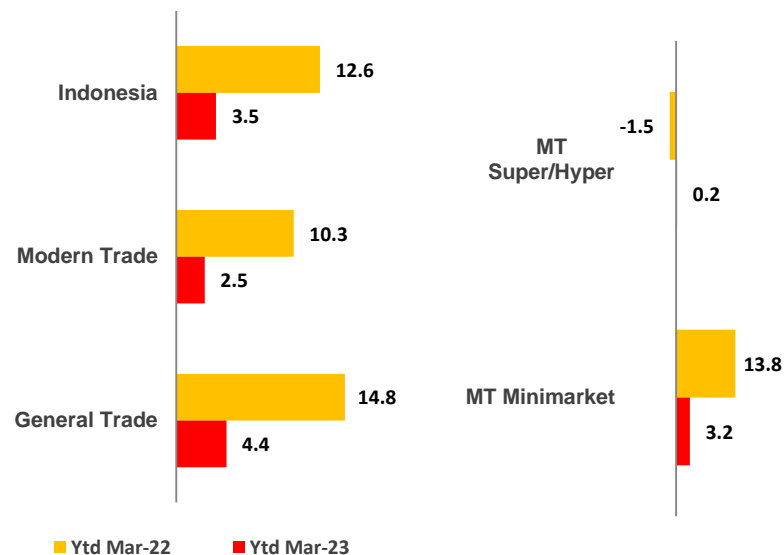
Financial Highlights



BUSINESS OVERVIEW

Business Overview

Trade Channel Growth [68 Categories excluding Cigarettes]



- All Trade Channel managed to grow positively

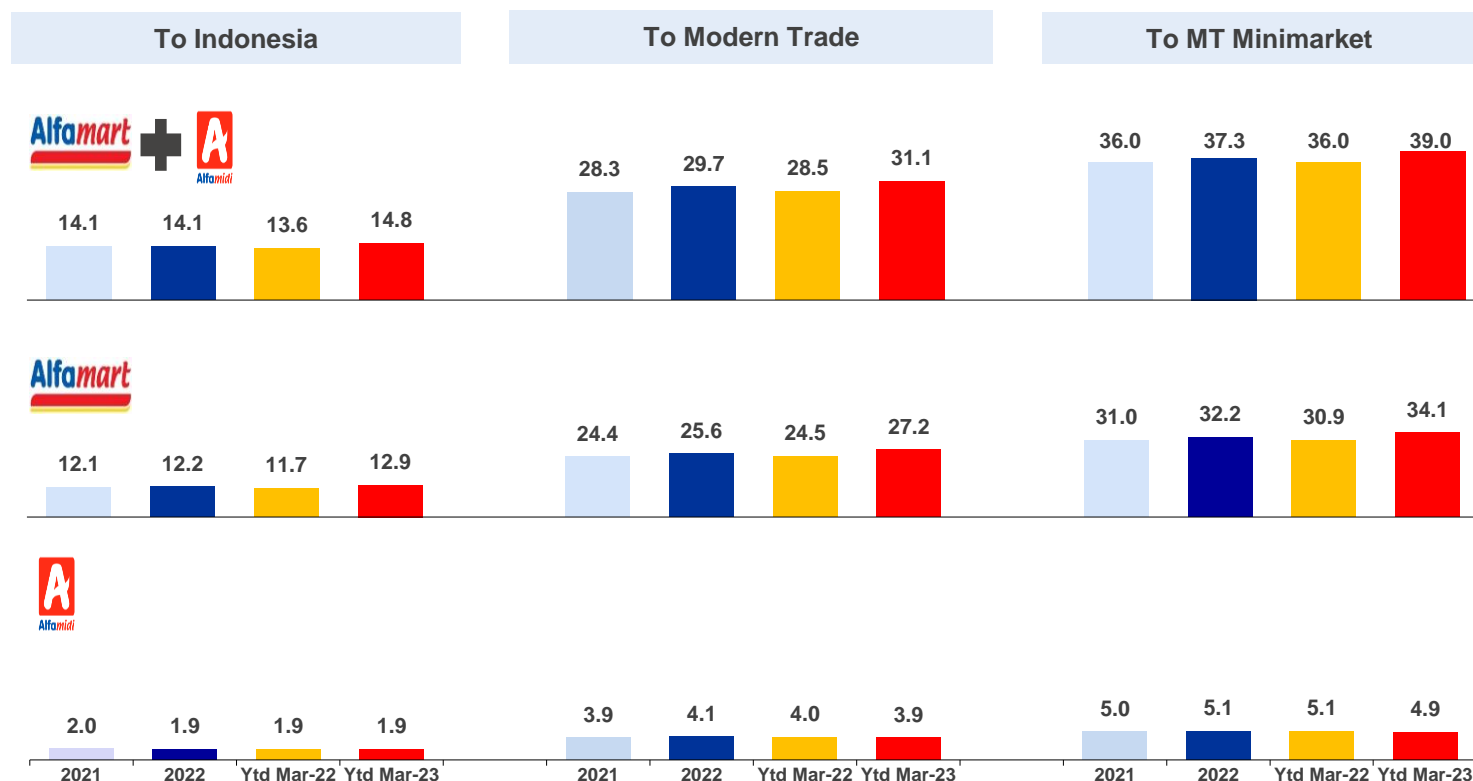
Note : Q1 2022 very high growth was due to very low base number in Q1 2021

Market Share

Alfamart market share to total Indonesia increased from 11.7% to 12.9%, and Alfamidi remained flat 1.9%.

Alfamart market share to total Modern Trade increased from 24.5% to 27.2%, and Alfamidi declined marginally from 4.0% to 3.9%.

Alfamart market share to MT Minimarket increased from 30.9% to 34.1% and Alfamidi declined marginally from 5.1% to 4.9%.



Business Overview

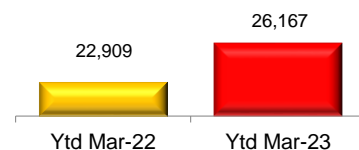
Net Store Addition



Financial Performance

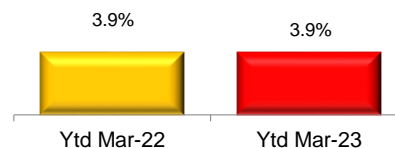
Revenue

Revenue increased by 14.2% (YoY) from IDR 22.9 Trillion to IDR 26.2 Trillion



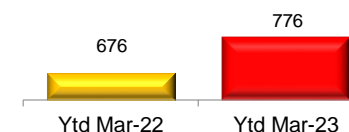
Operating Margin

Operating margin was relatively flat 3.9% (YoY)



Net Profit / Margin

- Net profit margin remained the same at around 3% (YoY)
- Net profit increased by 14.8% (YoY) from IDR 676 Billion to IDR 776 Billion









Q on Q Performance

	Q1 2023		Q1 2022	
	IDR Billion	% to Revenue	IDR Billion	% to Revenue
Revenue	26,167	100%	22,909	100%
Gross Profit	5,696	21.8%	4,923	21.5%
Operating Income (margin)	1,015	3.9%	893	3.9%
Net profit attributable to parent company	776	3.0%	676	3.0%

Business Overview

Optimizing Digital Platform To Increase Awareness Through Social Media & Improve Customer Loyalty

Strong Presence On Social Media

	FY 2022	Ytd Mar-23
	17.6 M User	17.6 M User
	3.2 M User	3.3 M User
	1.9 M User	1.9 M User
	433 K Followers	494 K Followers
	357 K User	360 K User
	19.1 K Subscriber	19.9 K Subscriber

Customer Loyalty Contribution

16.3 M

Alfagift Registered Member
Growth 35.6% (Ytd Mar-22 vs Ytd Mar-23)

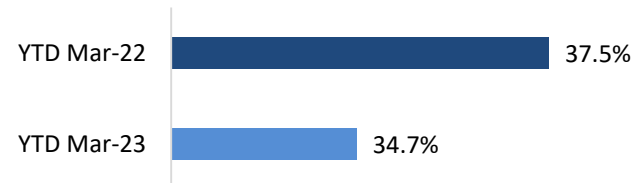
1.3 M

Member Shop Thru Alfagift
Growth 28.9% (Ytd Mar-22 vs Ytd Mar-23)

ESG & Sustainability

Clean & Green

- Transaction with plastic bags decreased from 37.5% to 34.7%



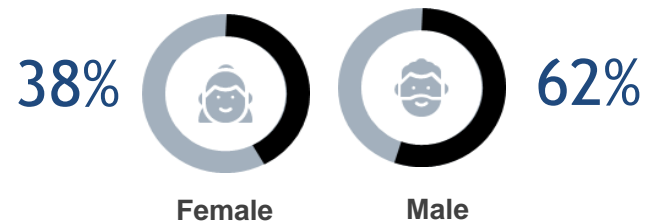
- Alfamart has been implementing solar panel in 11 branch (offices and warehouses).

- Activities in Kampung Sahabat Bumi : reducing plastic bag, recycling waste, empowering local communities to manage waste, and planting productive trees

Community Programs

- Support to children cancer survivors in 4 cities Jakarta, Tangerang, Semarang, Makassar
- Gebyar Posyandu Alfamart on National Nutrition Day (provide health service)

Gender Diversity



Disabled Employee



TOTAL = 966

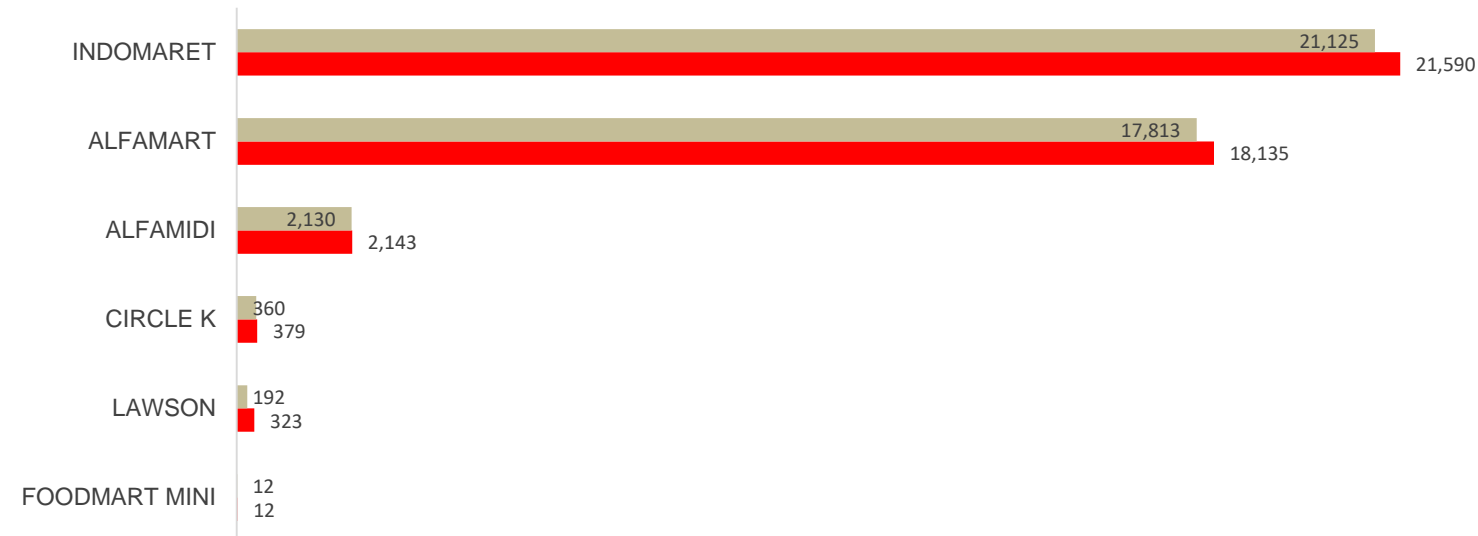


INDUSTRY UPDATE

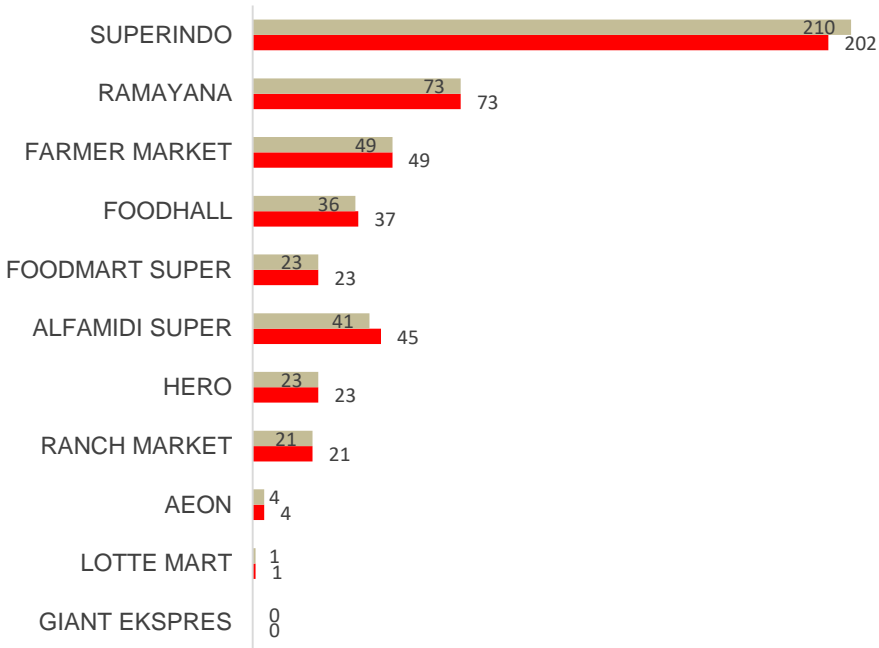


Industry Update

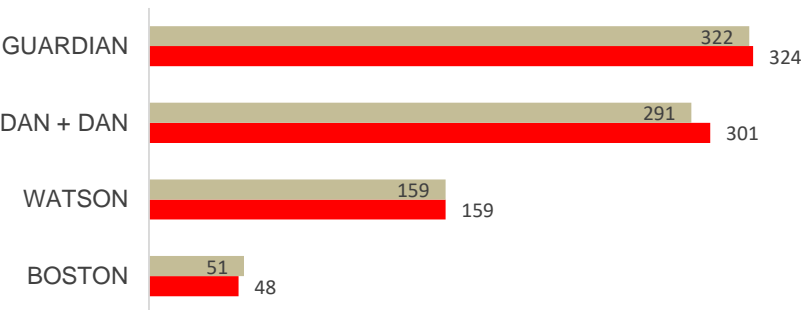
MINIMARKET



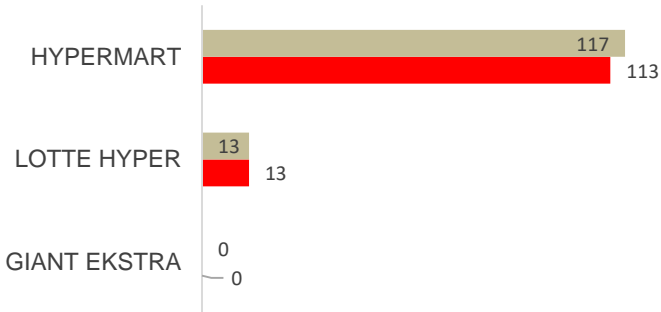
SUPERMARKET



PERSONAL CARE



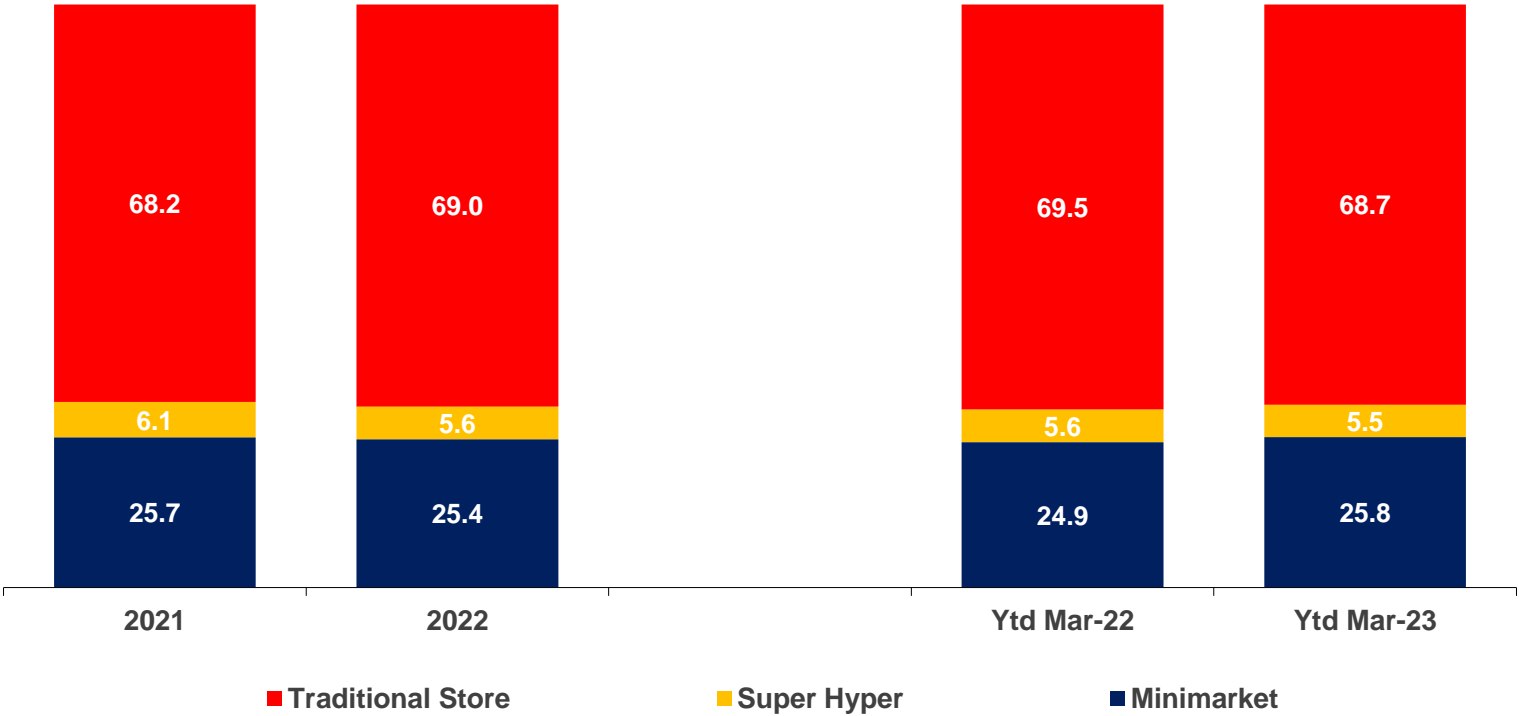
HYPERMARKET



■ FY 2022 ■ YTD MAR-23

Trade Channel Contribution

Indonesian Total Grocery Ytd Mar-22 vs Ytd Mar-23 [Total 68 FMCG Categories + Cigarettes]



Consumer confidence is stable to support economy rebound



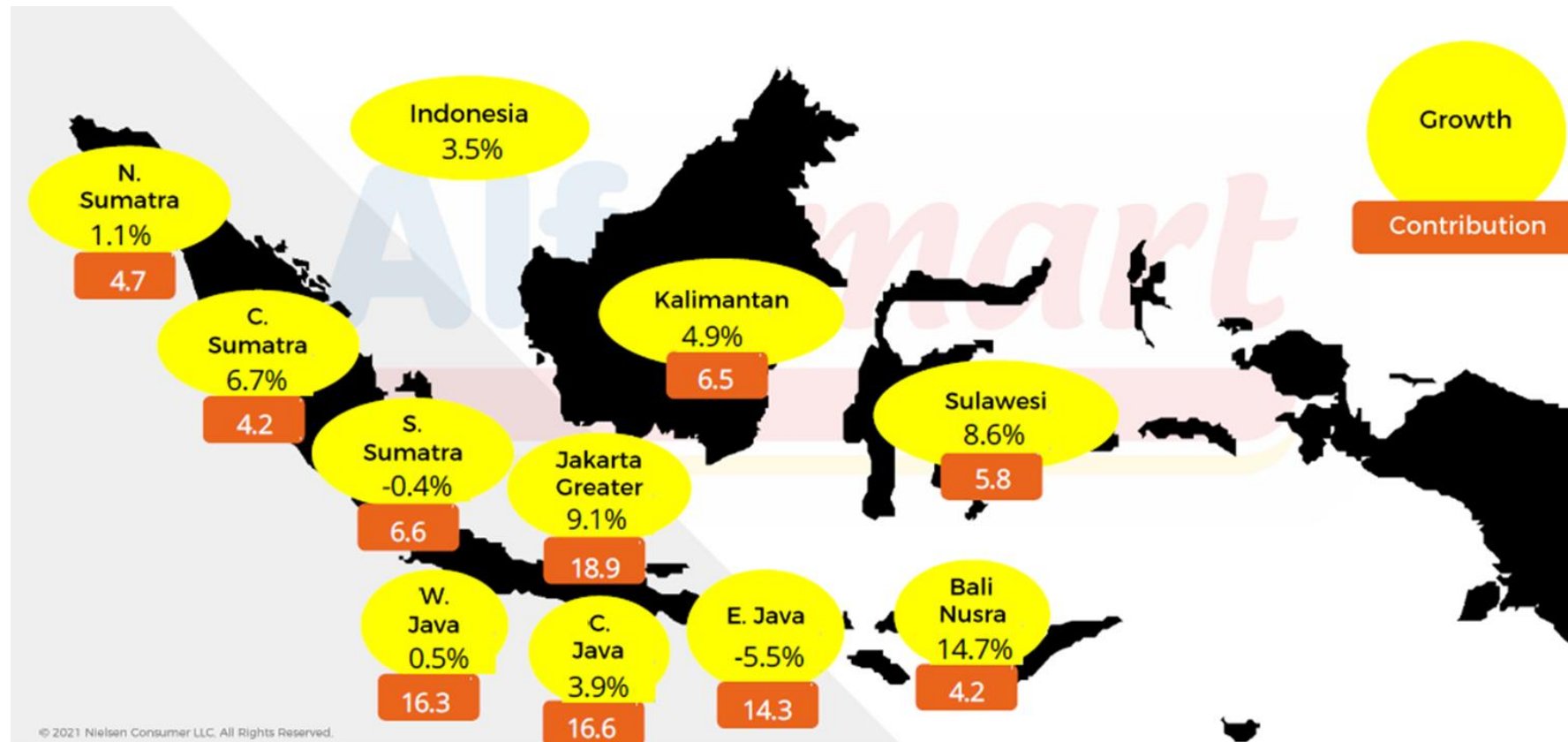
Source: Bank Indonesia

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Indonesia Groceries Growth By Region

- All regions grew positively, except South Sumatra and East Java showed minus growth.
- Java still recorded highest contribution of 66.1%.

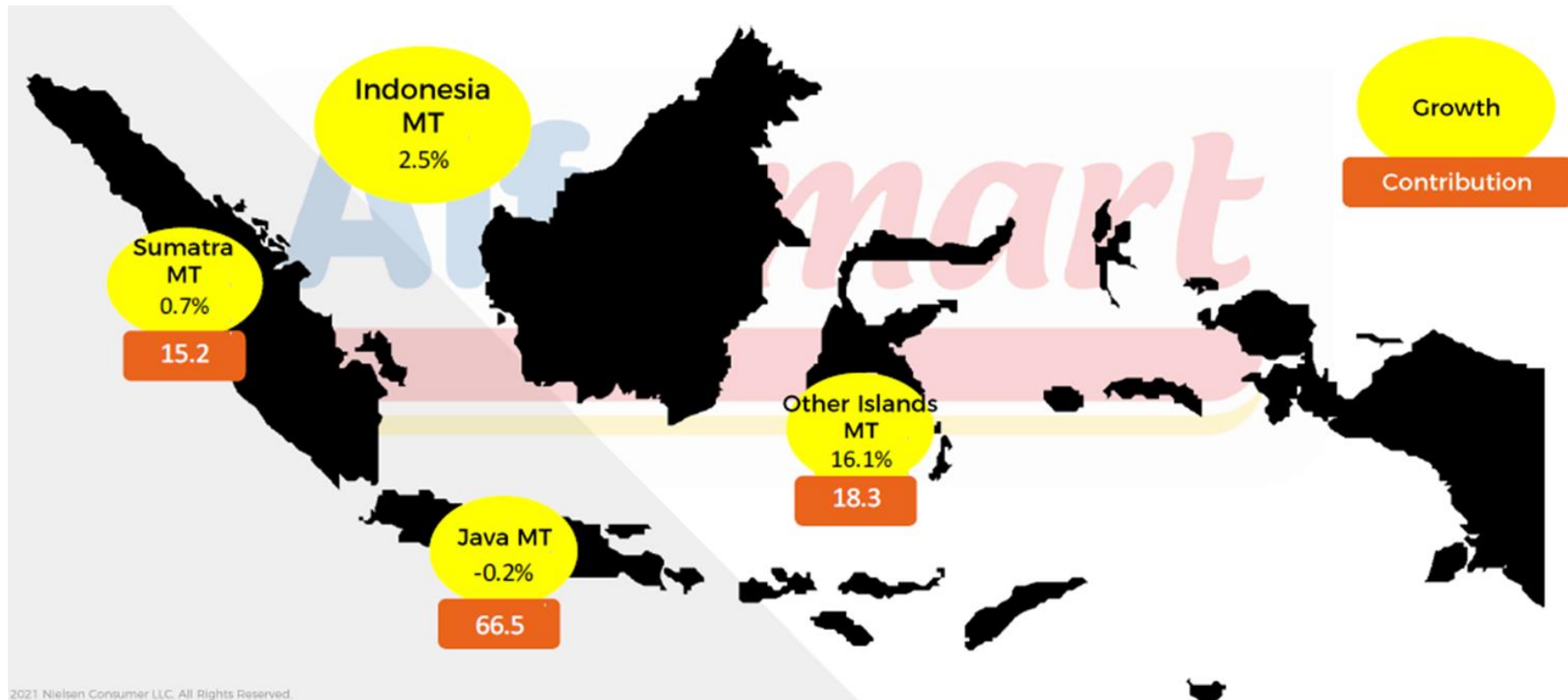
Indonesian Total Grocery Ytd Mar-22 vs Ytd Mar-23 [Total 68 FMCG Categories]



Modern Trade Growth By Region

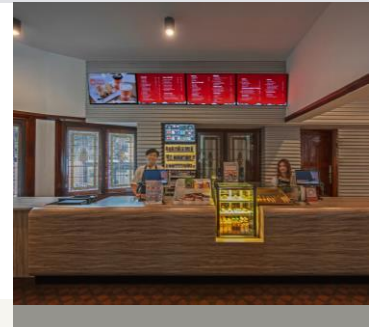
- Indonesian Modern Trade growth was driven by Other Islands MT

Total Indonesian Grocery Ytd Mar-23 [Total 68 FMCG Categories]





Network & Distribution



Warehouse & Stores

- As of March 2023, we managed 48 warehouses, 12 Depos, 14 Store Hubs. scattered throughout Indonesia
- 21,288 stores scattered across Indonesia.
(27.5% Greater Jakarta; 40.0% Java; 32.5% Outer Island)



Greater Jakarta	Java		Outer Island		Depos & Store hubs	
<div></div> Cileungsi	<div></div> Karawang	<div></div> Serang	<div></div> Medan 1 & 2 ^{a)}	<div></div> Makassar 1 & 2 ^{a)}	12 Depos	
<div></div> Jababeka 1 & 2 ^{a)}	<div></div> Bandung 1 & 2	<div></div> Sidoarjo	<div></div> Pekanbaru	<div></div> Jambi	- Lhokseumawe	- Bitung ^{d)}
<div></div> Bekasi	<div></div> Cilacap	<div></div> Jember	<div></div> Palembang	<div></div> Pontianak	- Bengkulu	- Berbek ^{d)}
<div></div> Cikokol ^{c)}	<div></div> Plumbon	<div></div> Rembang	<div></div> Lampung	<div></div> Banjarmasin	- Sumbawa	- Jogja ^{d)}
<div></div> Balaraja	<div></div> Cianjur	<div></div> Yogyakarta ^{a)}	<div></div> Denpasar	<div></div> Lombok	- Gorontalo	- Bandung ^{d)}
<div></div> Bogor ^{c)}	<div></div> Semarang ^{c)}	<div></div> Surabaya ^{a) & c)}	<div></div> Kotabumi	<div></div> Batam	- Balaraja	- Berbek SDJ (Alfamart)
<div></div> Parung	<div></div> Klaten		<div></div> Samarinda ^{a)}	<div></div> Manado 1 & 2 ^{a)}	- Pematang Siantar	- Pangkal Pinang
<div></div> Bitung 1 ^{a)} & 2 ^{b)}	<div></div> Malang		<div></div> Palu ^{a)}	<div></div> Kendari ^{a)}	14 Store Hubs	
			<div></div> Ambon ^{a)}		9 NTT + 2 Bintan + 1 West Papua + 2 Bangka	

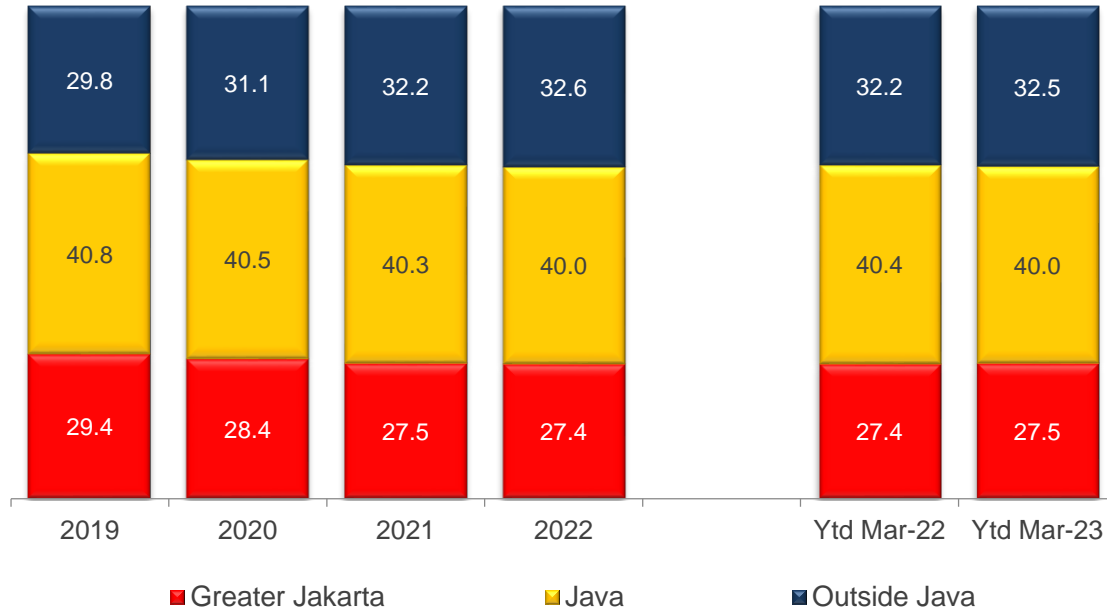
Notes : ^{a)} DC Alfamidi ^{b)} DC Dan+Dan ^{c)} DC STL

Notes : ^{d)} Depo Alfamind

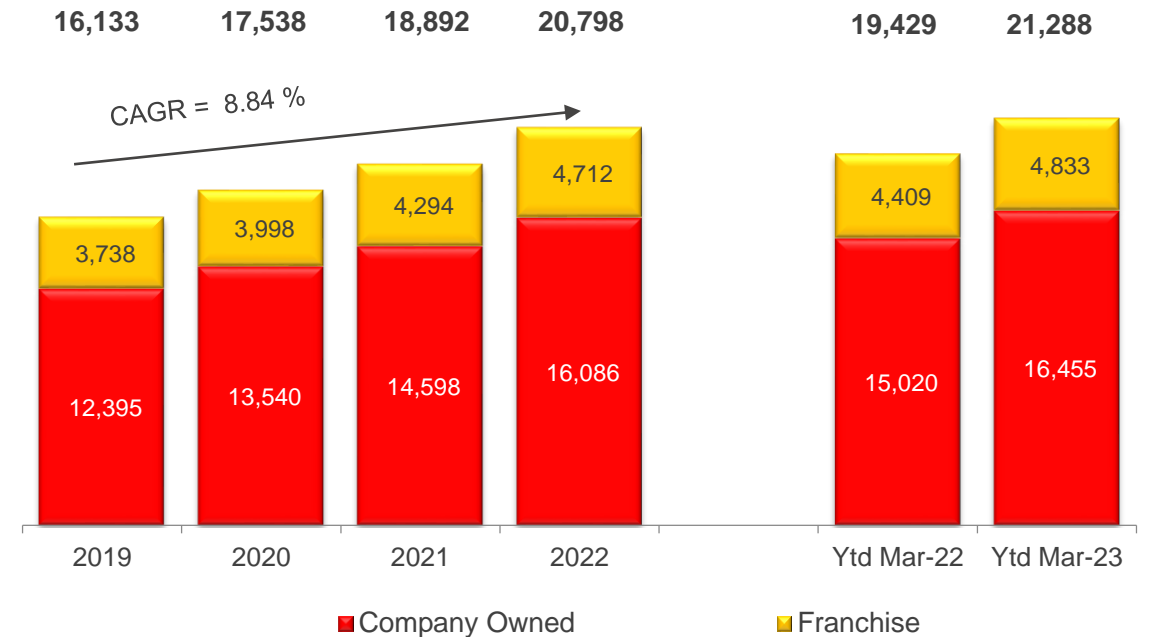
Network & Distribution

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, Dan+Dan stores and STL (stock point store)



FINANCIAL HIGHLIGHTS



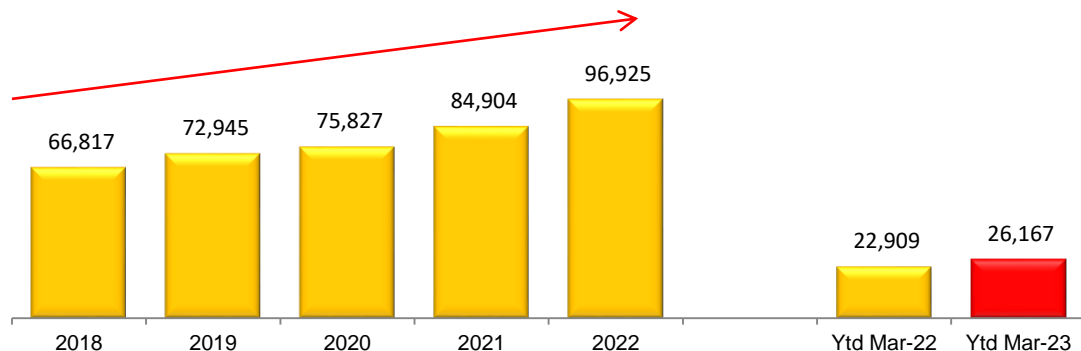
Income Statement Summary Consolidated

As of March 2023 [IDR Billion]

REVENUE

CAGR = 9.75%

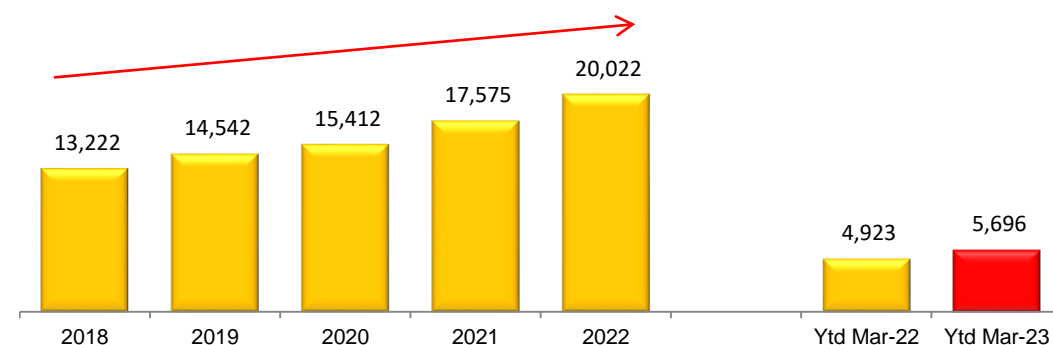
Unaudited



GROSS PROFIT

CAGR = 10.93%

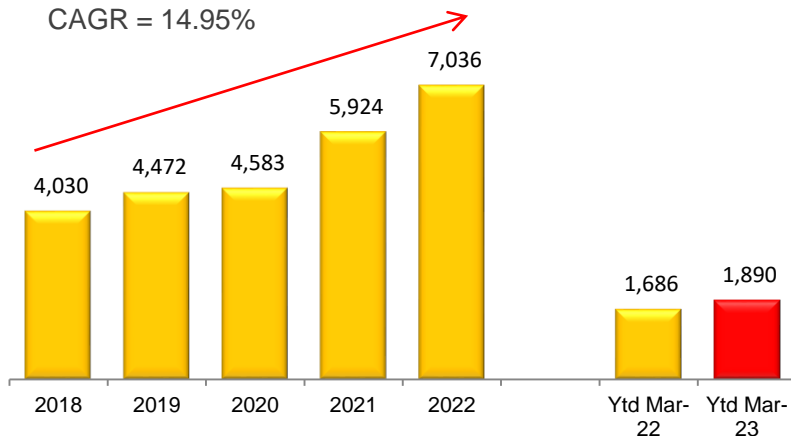
Unaudited



EBITDA

Unaudited

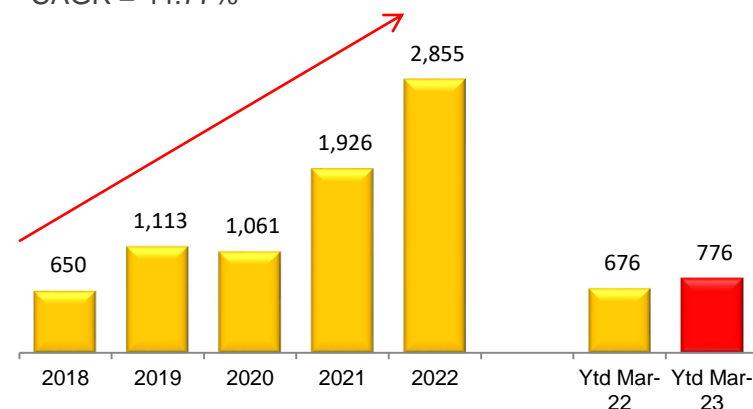
CAGR = 14.95%



Income for the year attributable to owners of the Parent Company

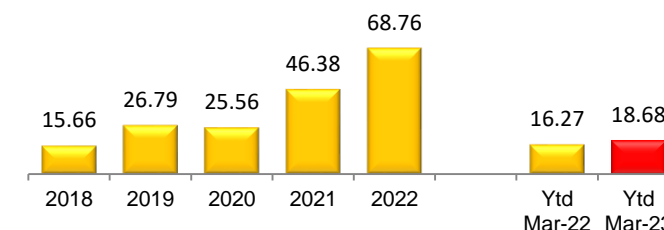
Unaudited

CAGR = 44.77%



EARNING PER SHARE

Unaudited

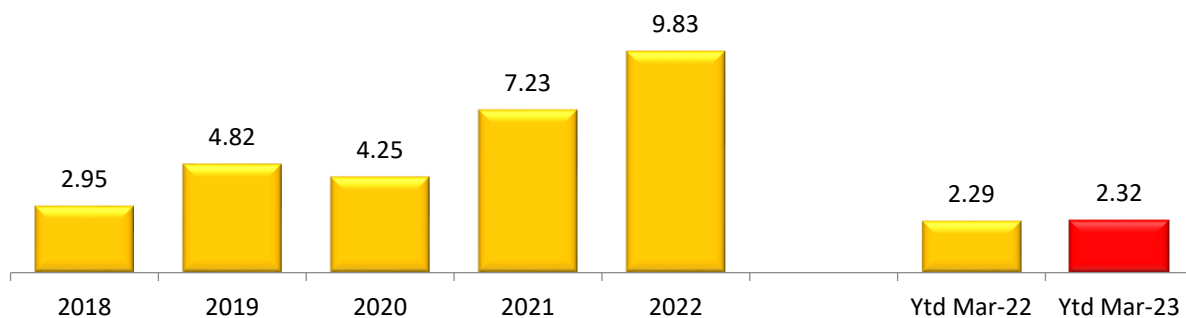


Subsidiaries Include : PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

Return & Leverage

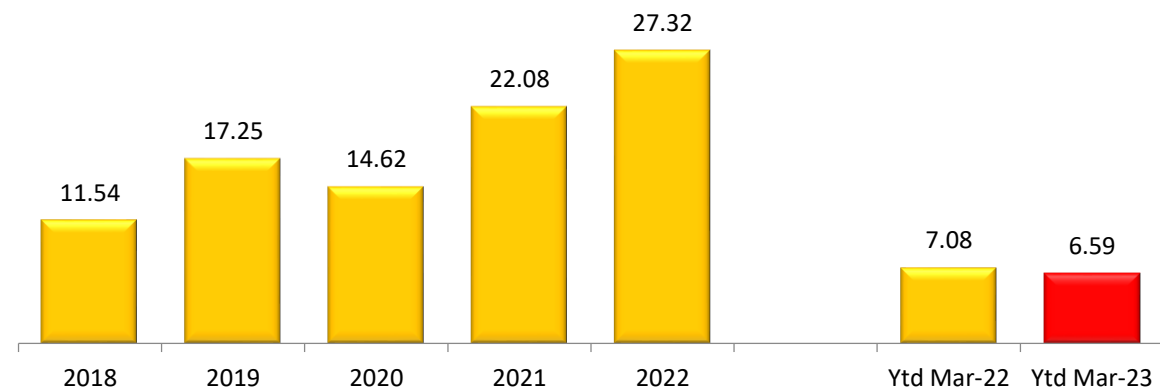
ROAA (%)

Unaudited



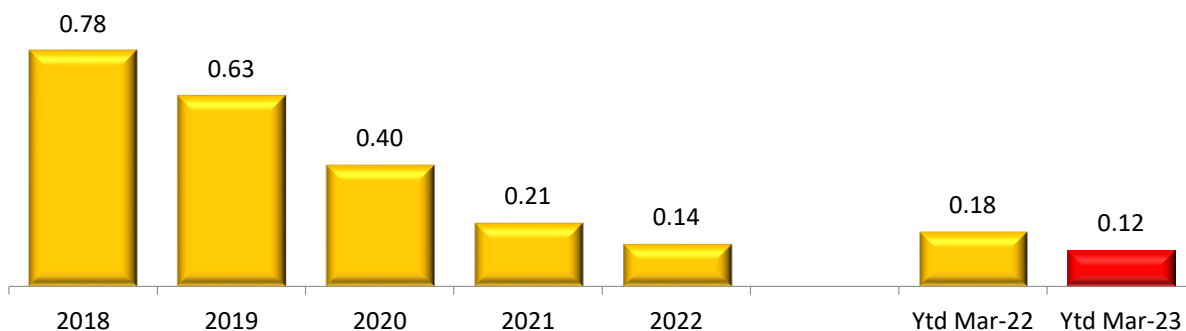
ROAE (%)

Unaudited



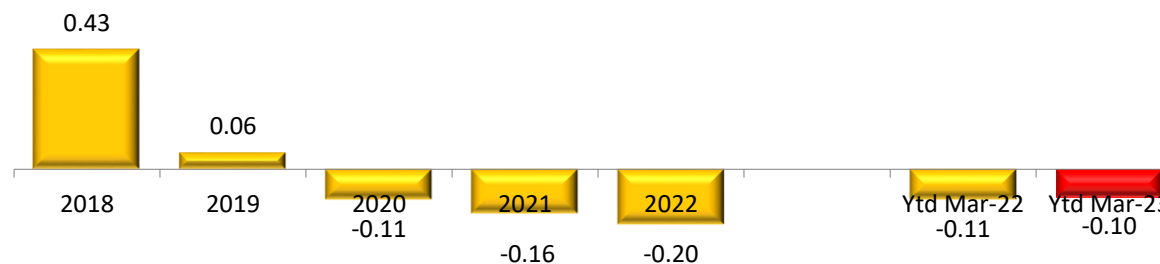
DER (Gross Debt to Equity)

Unaudited



Net Gearing Ratio (x)

Unaudited



Thank You

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