

MANAGEMENT PRESENTATION

As of March 31, 2024

PT Sumber Alfaria Trijaya Tbk.



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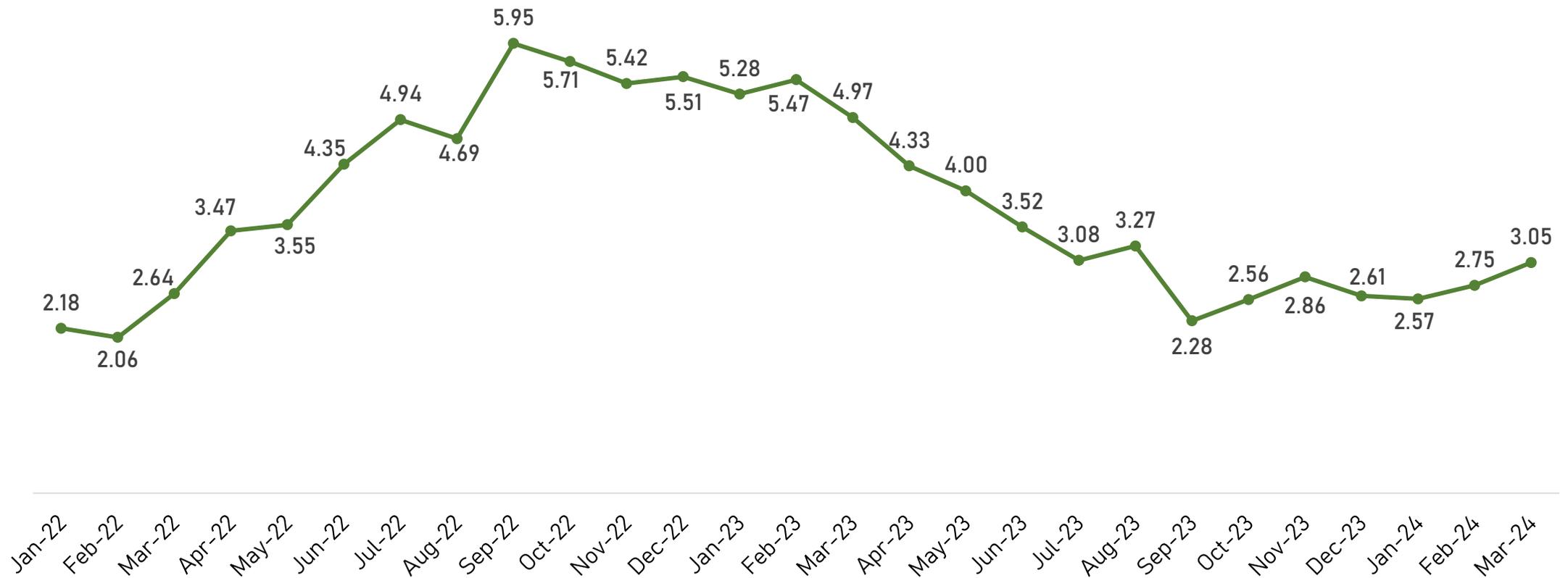
⁴ Sustainability & CSR



MACRO & INDUSTRY OVERVIEW

INFLATION

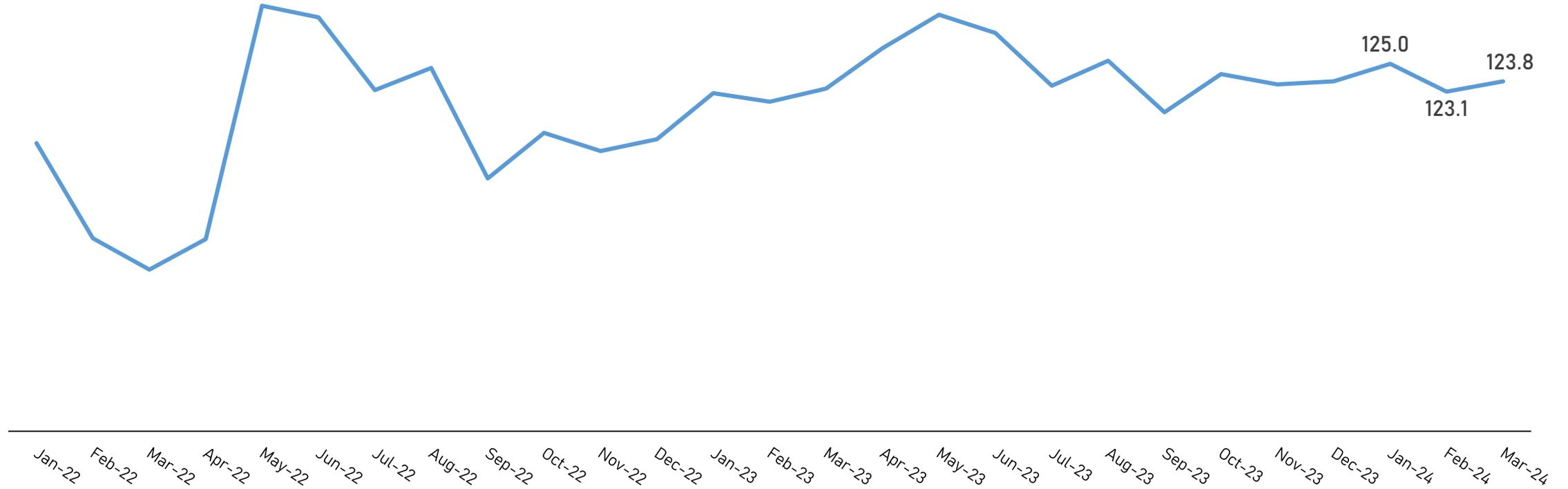
Inflation in Indonesia remained steady at the 3% level during the initial three months of 2024.



Source: Bank Indonesia

CONSUMER CONFIDENCE

The Consumer Confidence index indicates solid consumer optimism, with a slight increase in Mar-24 to 123.8.



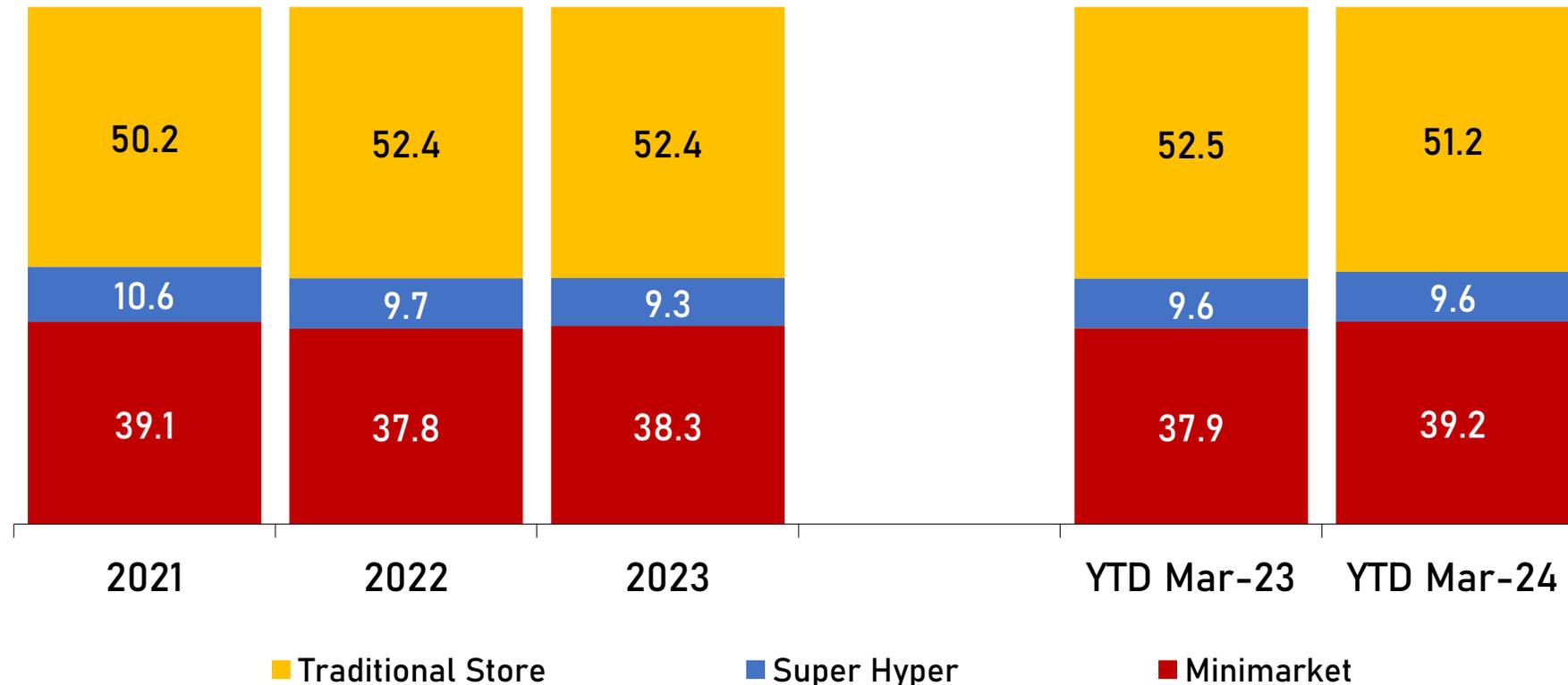
Source: Bank Indonesia

TRADE CHANNEL CONTRIBUTION

Indonesia Total Grocery | Total 68 Categories (excluding Cigarettes)

YTD Mar-23 vs YTD Mar-24

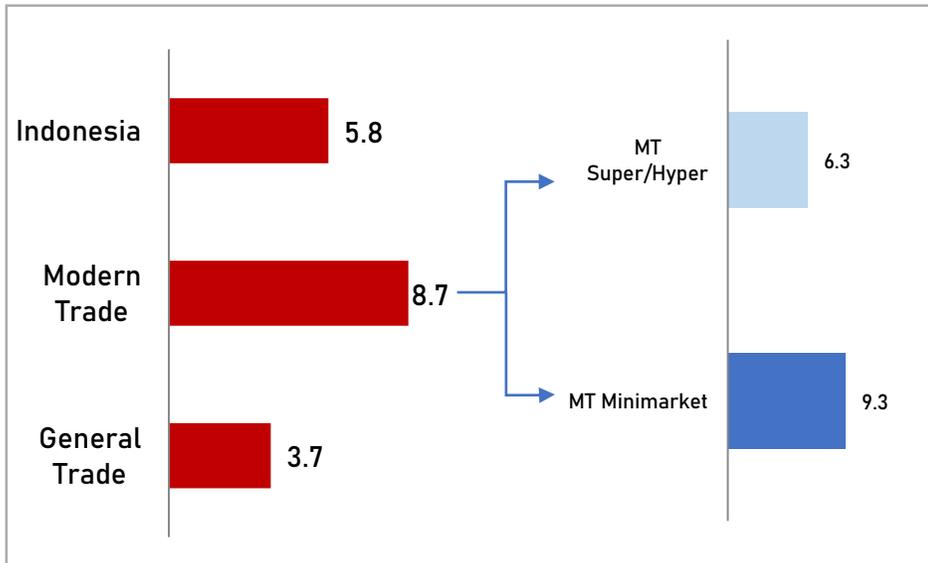
Super Hyper remained stable, while Minimarket gained share from Traditional Stores



Source: Nielsen

CHANNEL GROWTH & MARKET SHARE

Trade Channel Growth YTD Mar-24 (%) (Indonesia Total Groceries / 68 categories)

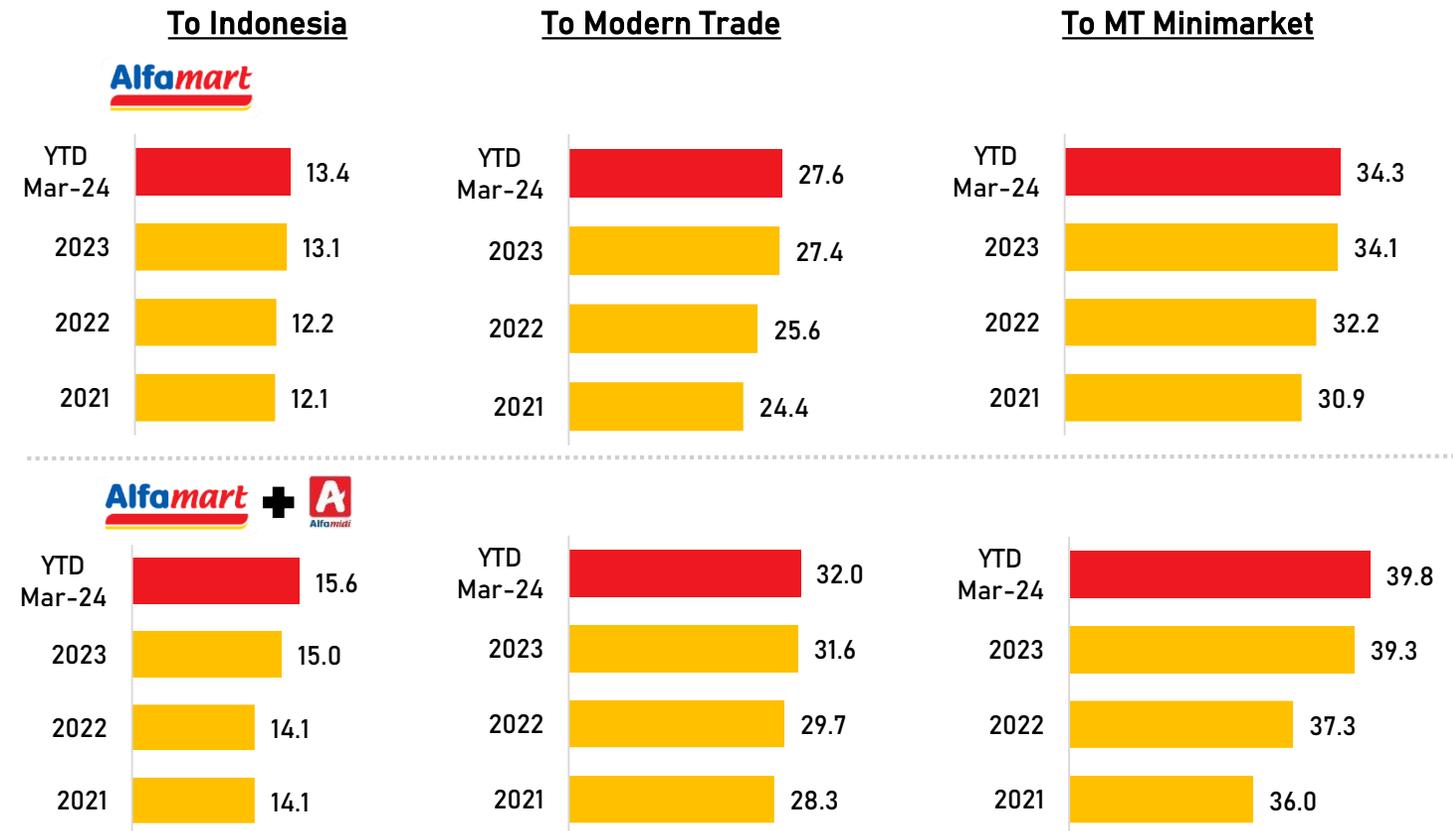


- The growth in Indonesia continues to be primarily driven by MT
- Both Super/Hyper and Minimarket exhibit positive growth but Minimarket leads with 9.3%

Source: Nielsen

Alfamart Market Share (%)

Alfamart maintains its positive growth trajectory over the recent years.

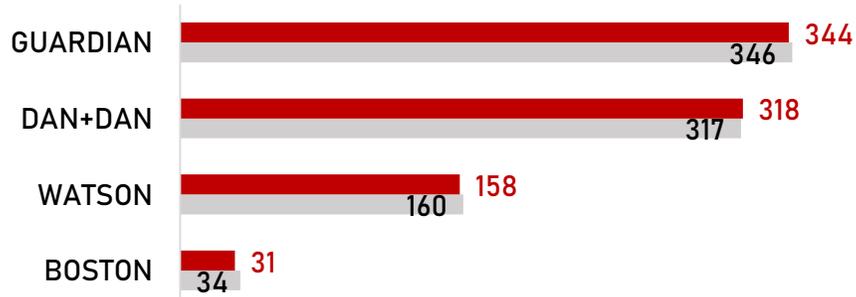


MT STORES IN INDONESIA

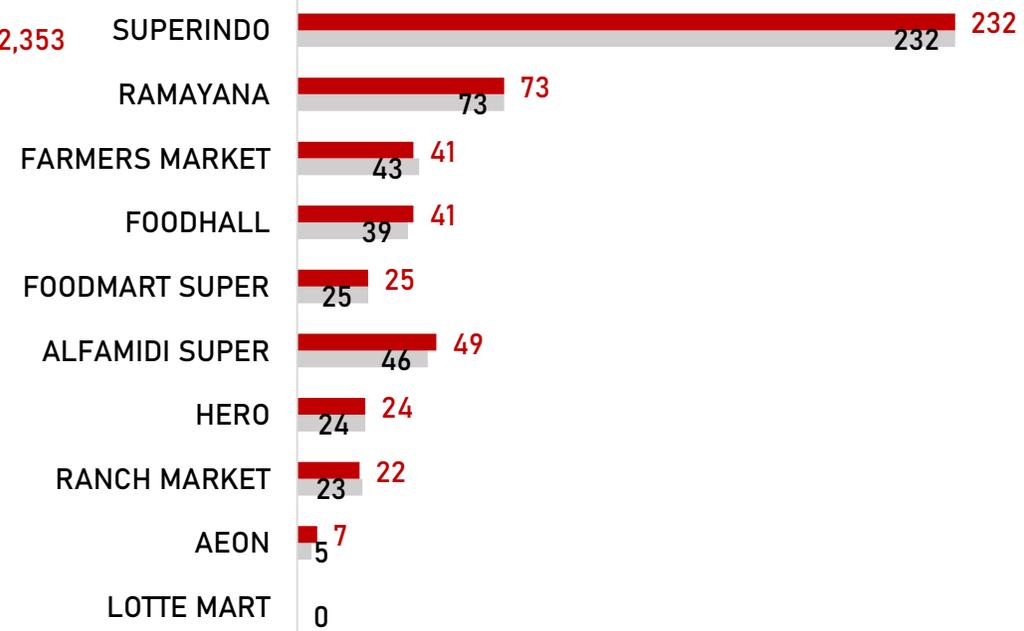
MINIMARKET



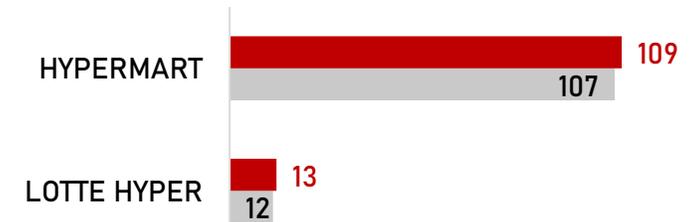
PERSONAL CARE



SUPERMARKET



HYPERMARKET

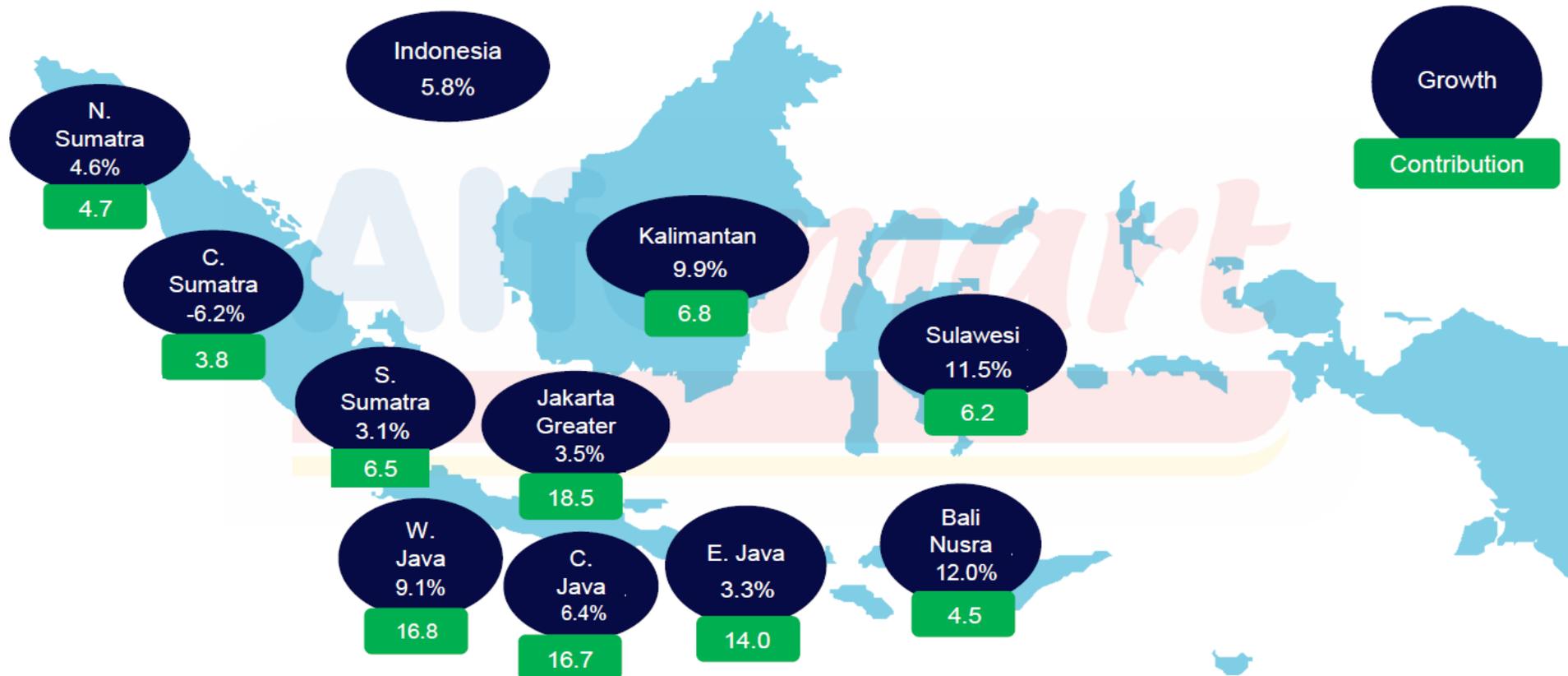


■ YTD Mar-24 ■ FY 2023

INDONESIA GROCERIES GROWTH BY REGION

- All regions exhibited a positive trend of growth
- Bali Nusra and Sulawesi drove the momentum with double digit growth
- Only Central Sumatera experienced decline in growth

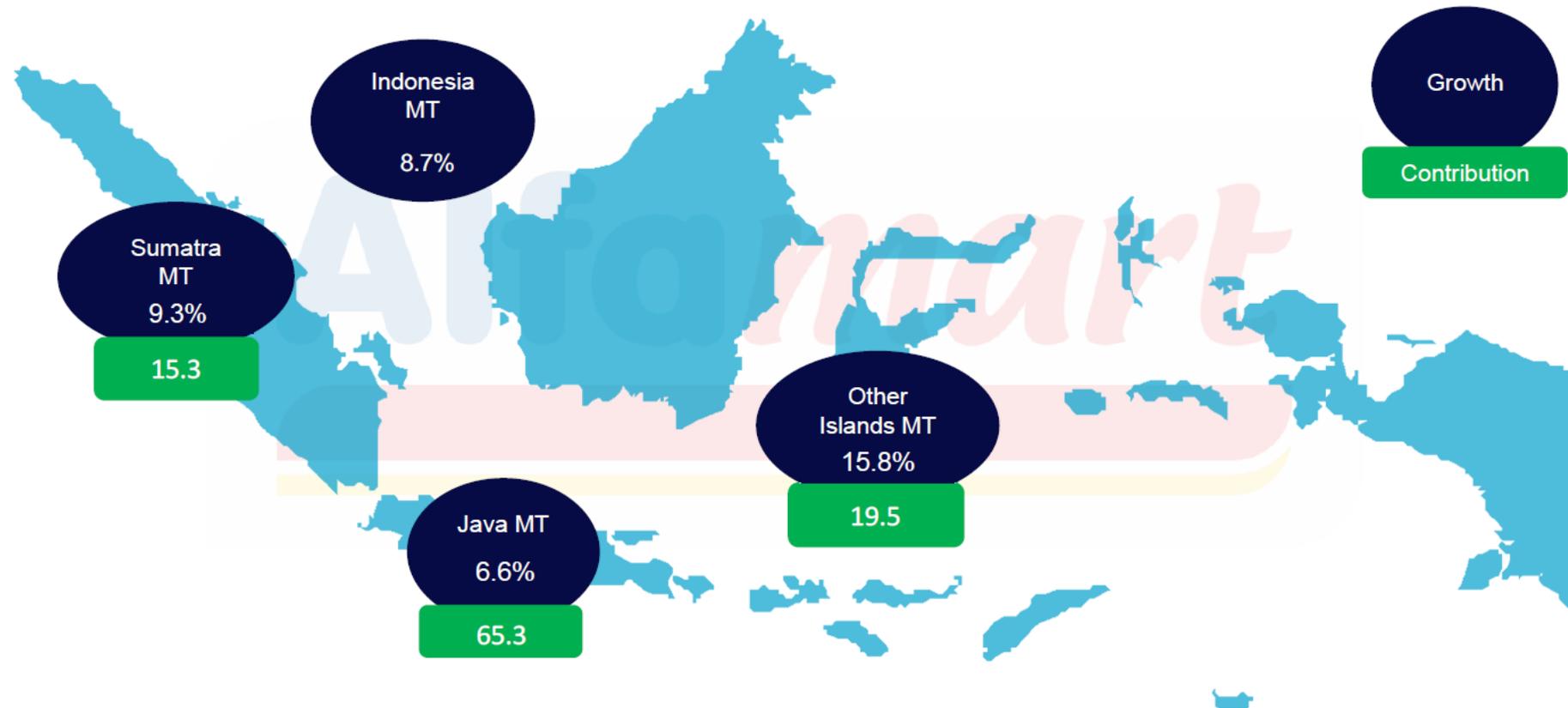
Indonesia Total Grocery | Total 68 Categories | YTD Mar-24 vs YTD Mar-23



MODERN TRADE GROWTH BY REGION

- Indonesia MT growth of 8.7% outpaced the overall growth of groceries sector
- Outer Islands led with 15.8%, nearly double that of other regions

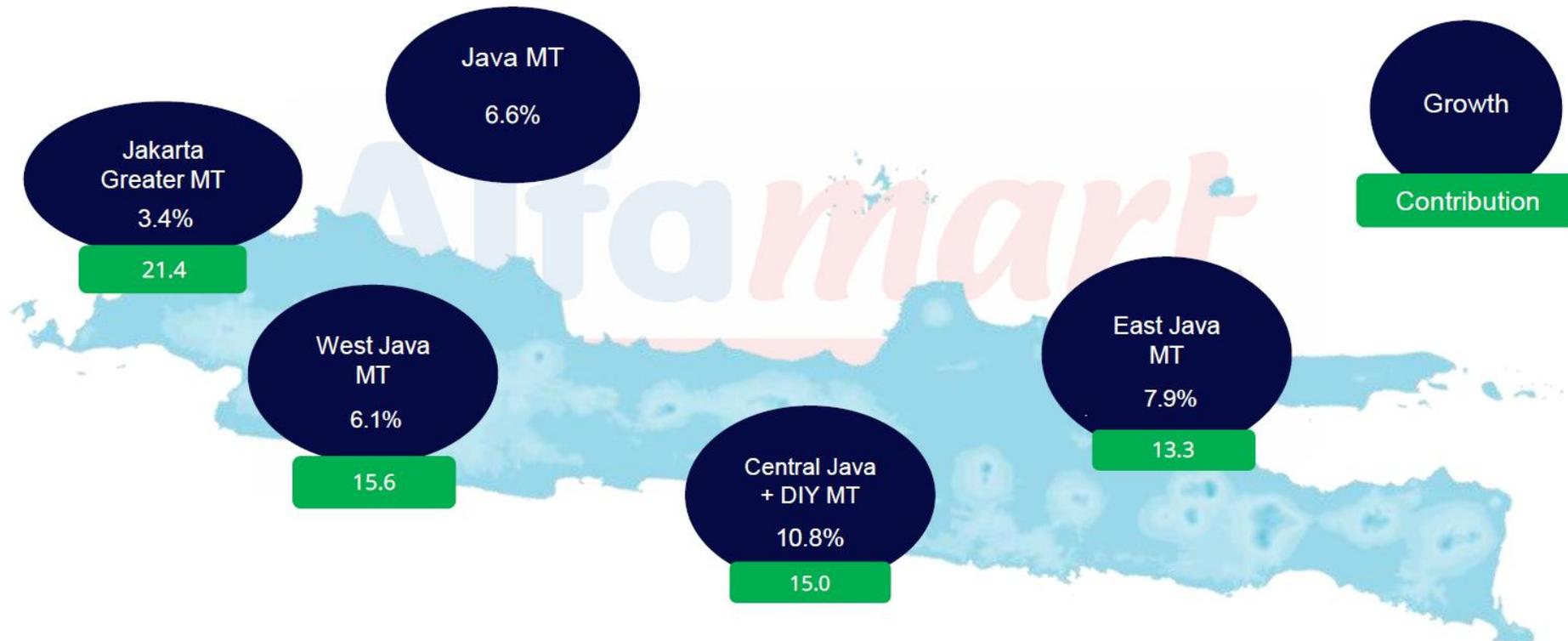
Indonesia Total Grocery | Total 68 Categories | YTD Mar-24 vs YTD Mar-23



JAVA MT GROWTH BY REGION

- All areas within Java contributed positively to the overall Java growth
- Central Java and DIY reported the most robust growth compared to other Java regions

Indonesia Total Grocery | Total 68 Categories | YTD Mar-24 vs YTD Mar-23

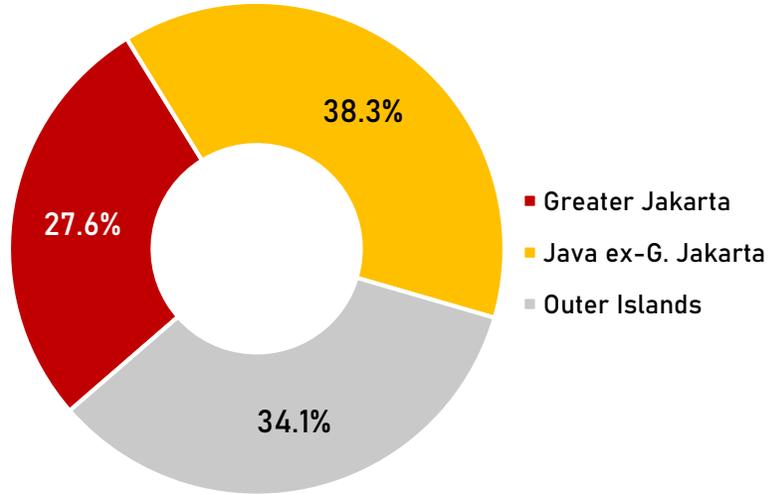




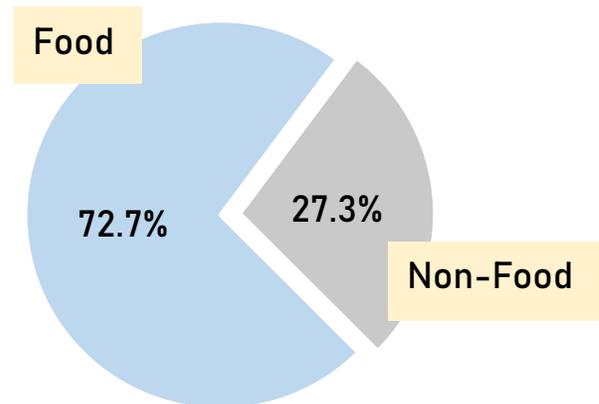
BUSINESS OVERVIEW

FINANCIAL HIGHLIGHT YTD MAR-24

Revenue by Region



Revenue by Type

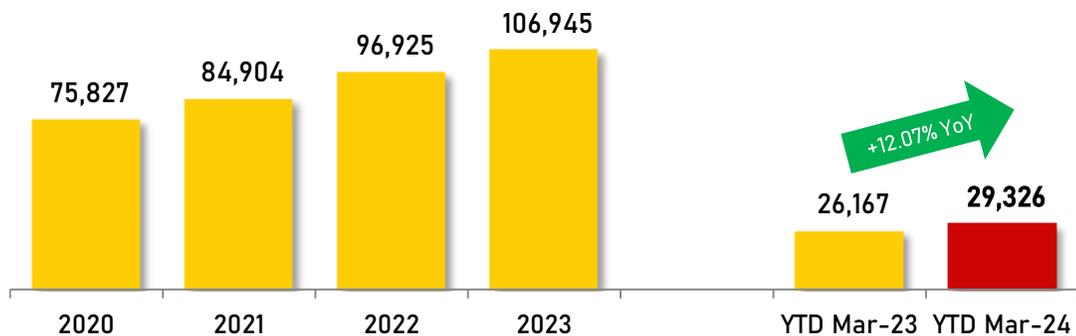


Quarterly Performance	Q1 2023	Q1 2024	YoY
Revenue	26,167	29,326	+12.1%
Gross Profit	5,696	6,389	+12.2%
<i>GP Margin</i>	21.77%	21.79%	
Operating Income	1,015	1,149	+13.1%
<i>Op. Income Margin</i>	3.88%	3.92%	
Net Profit Att.	776	890	+14.8%
<i>NP Margin</i>	2.96%	3.04%	
EBITDA	1,890	2,142	+13.3%
<i>EBITDA Margin</i>	7.22%	7.30%	

CONS. INCOME STATEMENT / YTD MAR-24

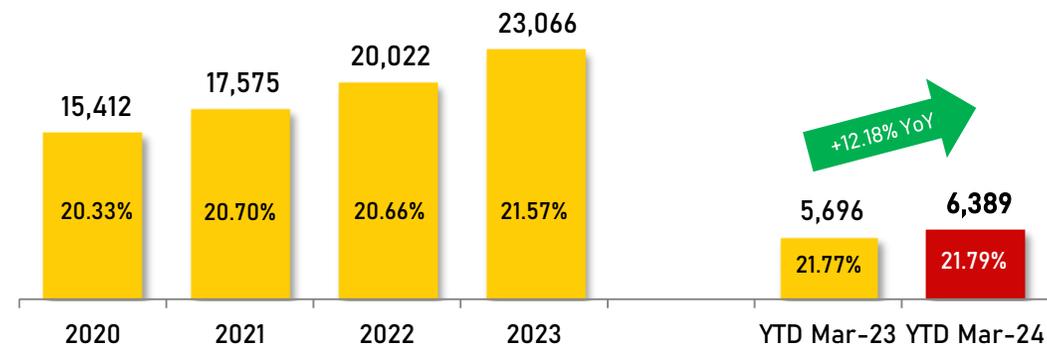
REVENUE

CAGR = 12.14%



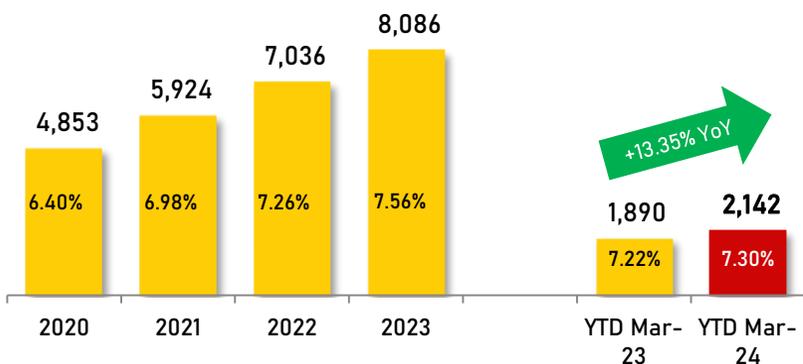
GROSS PROFIT (IDR bn / %)

CAGR = 14.38%



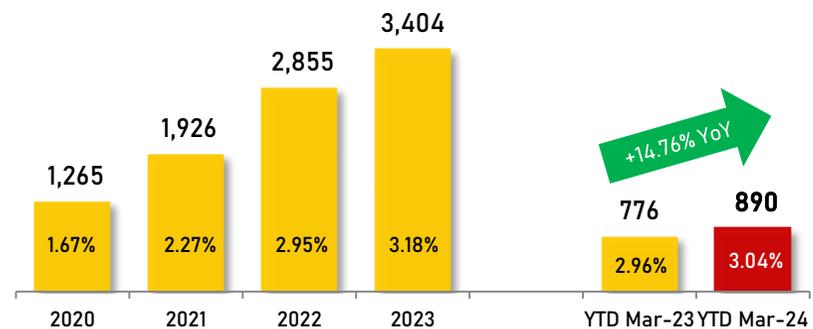
EBITDA (IDR bn / %)

CAGR = 18.55%



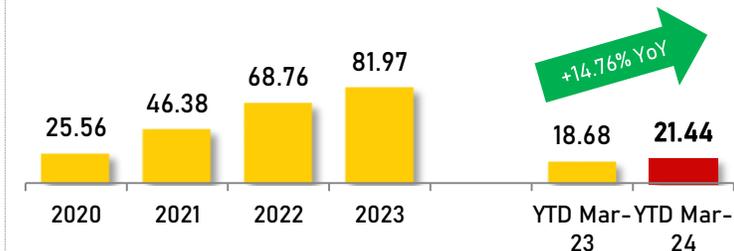
Net Profit attributable to owners of the Parent Company (IDR bn / %)

CAGR = 39.08%



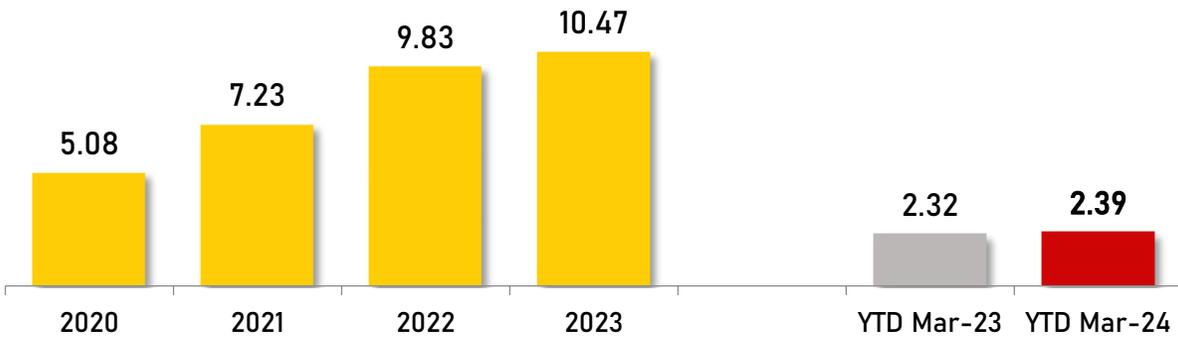
EARNINGS PER SHARE

CAGR = 47.47%

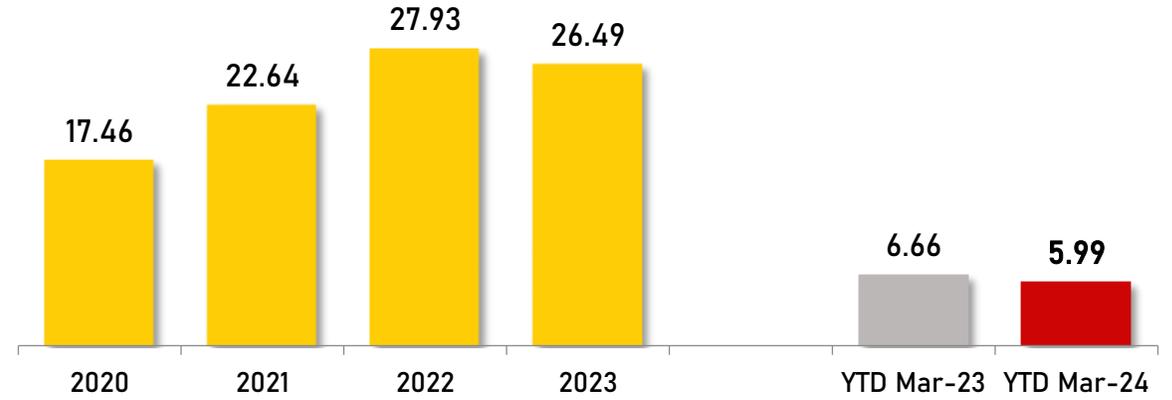


RETURN & LEVERAGE / YTD MAR-24

ROAA (%)

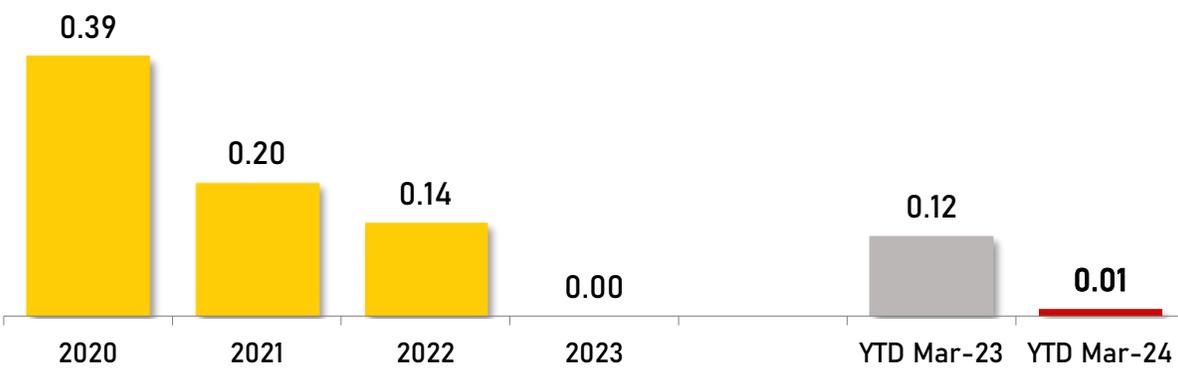


ROAE (%)

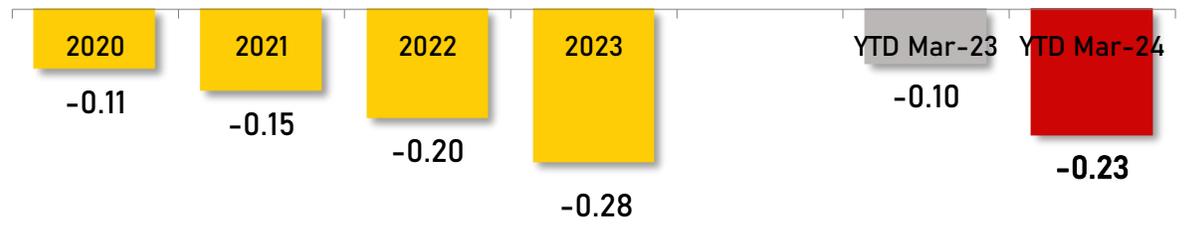


*Equity Attributable to Owners of the Parent Company

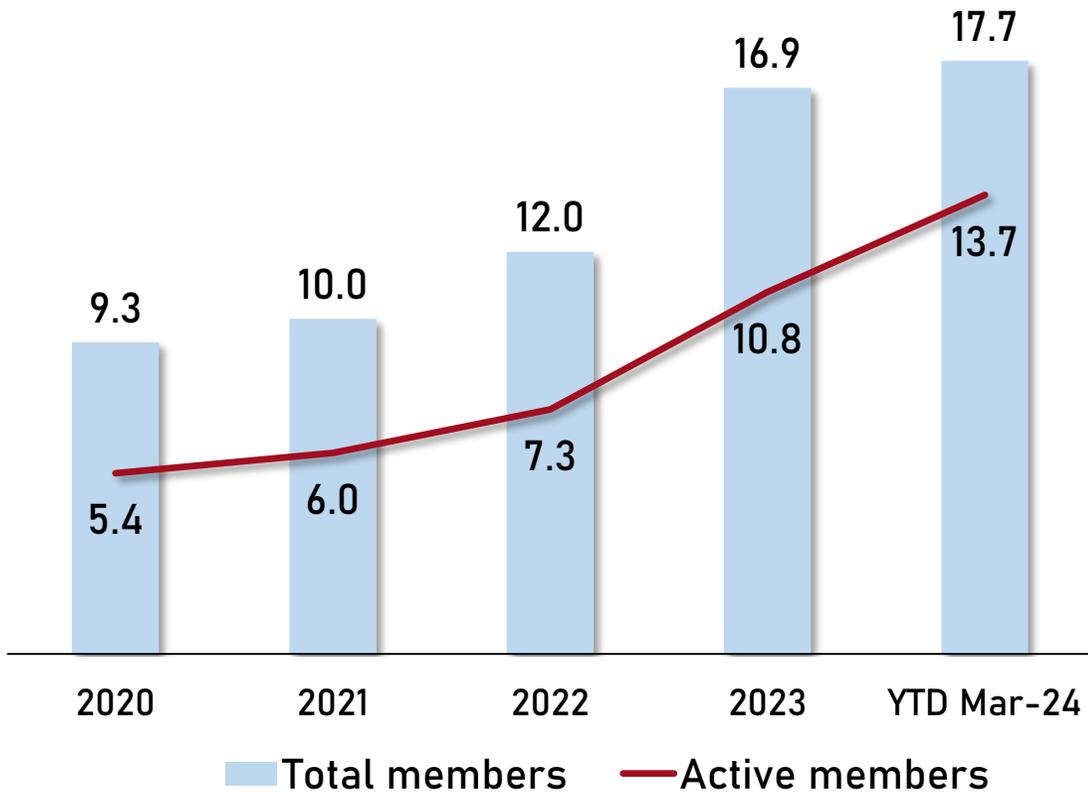
DER (Gross Debt to Equity)



Net Gearing Ratio (x)

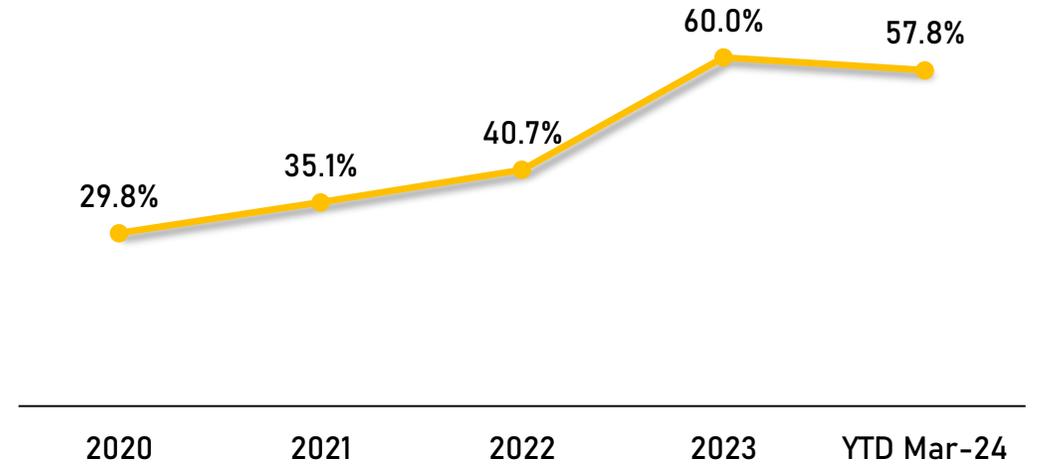


Total Members (in mn)



Member points redemption rate has reached ~80% level.

Active Members' Contribution to Total Revenue (%)



- Our CRM program has allowed us to understand our customers deeply, boosting sales, enhancing service, and streamlining operations.
- With personalized insights and data-driven decisions, it ensures a seamless customer experience and strong supplier collaboration for sustained growth.

ONLINE SALES (ALFAGIFT)



Free delivery,
no min. charge



Quick delivery
from the closest
store



Integrated points
offline and online



More SKUs
available

- As of YTD Mar-24, Online Sales accounted for 6%+ of total Revenue.
- The size of online basket is twice or more that of offline basket.
- By 2023, the Company has designated 3,100 stores as delivery points.
- Alfagift is part of the omnichannel strategy to adapt to changes in consumer preferences favoring online shopping.



Available on

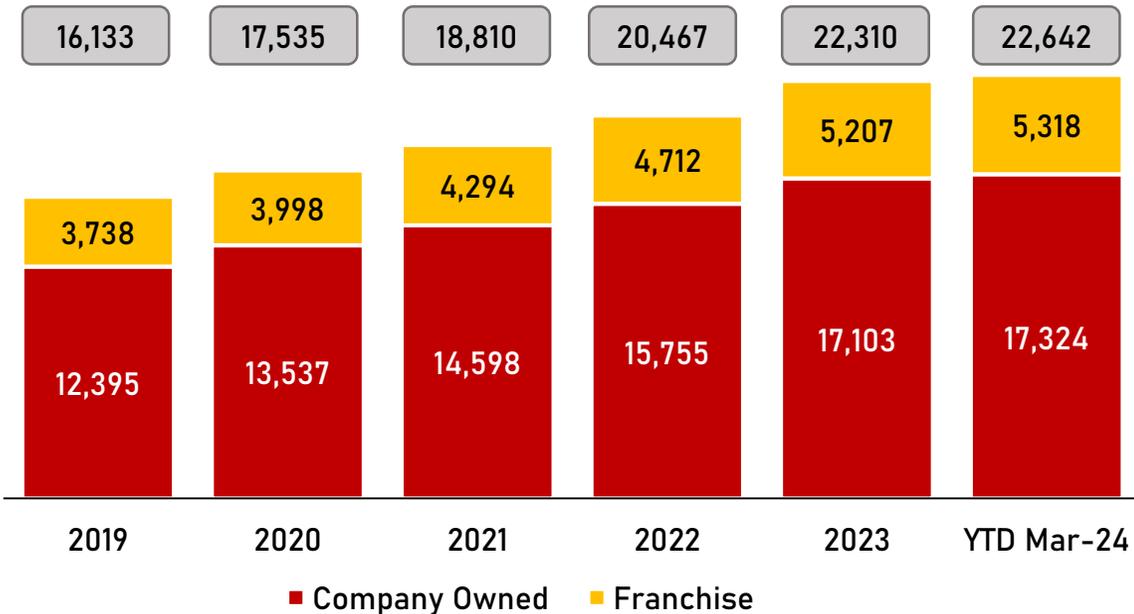




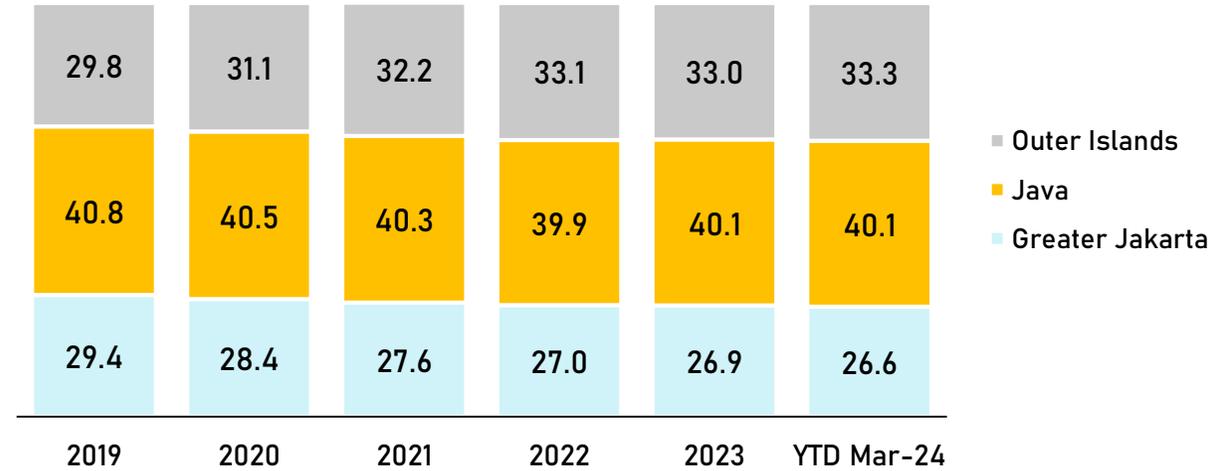
OPERATIONAL EXCELLENCE



Company Owned & Franchise Stores



Store Geographical Breakdown (%)



- In Q1 2024, the Company has added a net of 332 stores, totaling to 22,642 stores across Indonesia.
- The Outer Islands consistently show promising growth potential, with a continual increase in the stores proportion.
- 111 franchise stores have been opened in the first 3 months of 2024.

*Above are the consolidated numbers of Alfamart, Alfamidi, Lawson, and Dan+Dan stores

DISTRIBUTION CENTERS

Warehouses & Stores

- As of YTD Mar-24, we manage 46 warehouses (Alfamart, Alfamidi, & Dan+Dan), 18 Depos, & 18 Store hubs scattered throughout Indonesia.
- 22,642 stores scattered across Indonesia. (26.6% Greater Jakarta; 40.1% Java; 33.3% Outer Islands)



Greater Jakarta

- Balaraja
- Bekasi 1 & 2^a
- Bitung 1^a & 2^b
- Bogor
- Cikokol
- Cileungsi
- Parung

Java

- Bandung 1 & 2
- Cianjur
- Cilacap
- Jember
- Karawang
- Klaten
- Malang
- Pasuruan^a

- Plumbon
- Rembang
- Semarang
- Serang
- Sidoarjo
- Boyolali^a
- Madiun
- Tegal

Outer Islands

- Ambon^a
- Bali
- Banjarmasin
- Batam
- Jambi
- Kendari^a
- Kotabumi
- Lampung
- Lombok
- Palopo (U/C)
- Makassar 1 & 2^a
- Manado 1 & 2^a
- Medan 1 & 2^a
- Palembang
- Palu^a
- Pekanbaru
- Pontianak
- Samarinda^a
- Gorontalo (U/C)

Depos & Store hubs

18 Depos

- Sumbawa (NTB)
- Gorontalo
- Bitung
- Yogyakarta
- Lhokseumawe
- Banda Aceh
- Balaraja
- Jayapura
- Pangkal Pinang
- Pematang Siantar
- Brek
- Bandung
- Bengkulu
- Ternate
- Tobelo
- Tarakan
- Balikpapan
- Samarinda

18 Store Hubs

Tj. Pinang, Bangka Belitung, NTT, Papua, E. Kalimantan

Notes : ^a DC Alfamidi ^b DC Dan+Dan
Excluding small warehouses for STL and Lawson



SUSTAINABILITY & CSR

ESG

Sustainable Energy

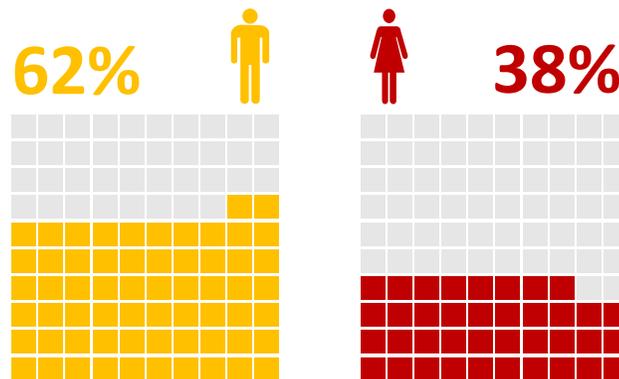
- The Company has installed solar panels in 20 branches in 2023.
- Target 2024: 10 branches + 1 depo
- In YTD Mar-24, has reduced ~620ton CO₂
- More efficient use of electricity at offices and stores



Reduction of Plastic Bag Use

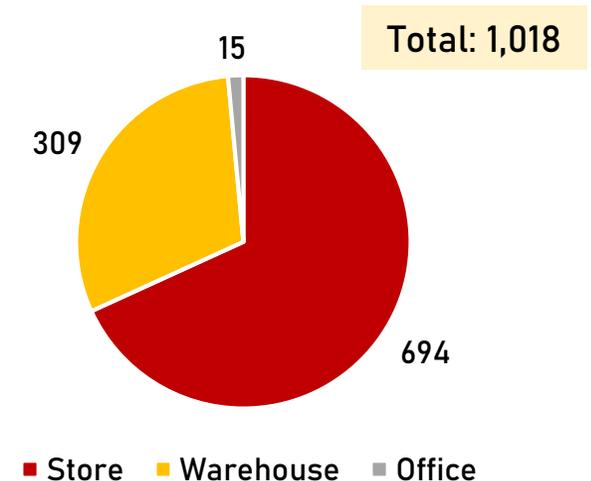
The number of transactions without plastic bag in YTD-Mar 24 reached to more than 200mn transactions, equivalent to ~62% of total transactions.

Gender Diversity



Empowerment of Individuals with Disabilities - Alfability

The Company's program, initiated in 2016, offers employment opportunities for individuals with disabilities, ensuring equal career development.



Alfamart SMEs

- Partnership with traditional shop owners
- Supply merchandise at competitive price
- Provide educational resources to improve the partner's business performance

Alfamart Care

- Donation to natural disaster victims
- Free health services program for the local communities
- Employees blood donation through Indonesia Red Cross

Alfamart Vaganza

Appreciation to Alfamart's loyal members and partners by offering free tickets for homecoming trips during Eid celebration every year

Alfamart Sport

Sports event for Alfamart employees featuring various sports, including futsal, soccer, table tennis, volleyball, and others



Alfamart Smart

- Collaboration with vocational high schools
- Prepare graduates to be ready to work in the modern retail sector
- Graduates are offered the opportunity to join Alfamart

Alfamart Clean & Green

- Kampung Alfamart Sahabat Bumi: education to the local communities about reducing plastic use, waste recycling, and tree planting
- Educate and empower the local communities to foster entrepreneurship and creativity

Thank You

PT Sumber Alfaria Trijaya Tbk.
Alfa Tower
Alam Sutera, Tangerang
Indonesia

