

Alfamart

PT Sumber Alfaria Trijaya Tbk.



Alfamart

Management Presentation

March 2026

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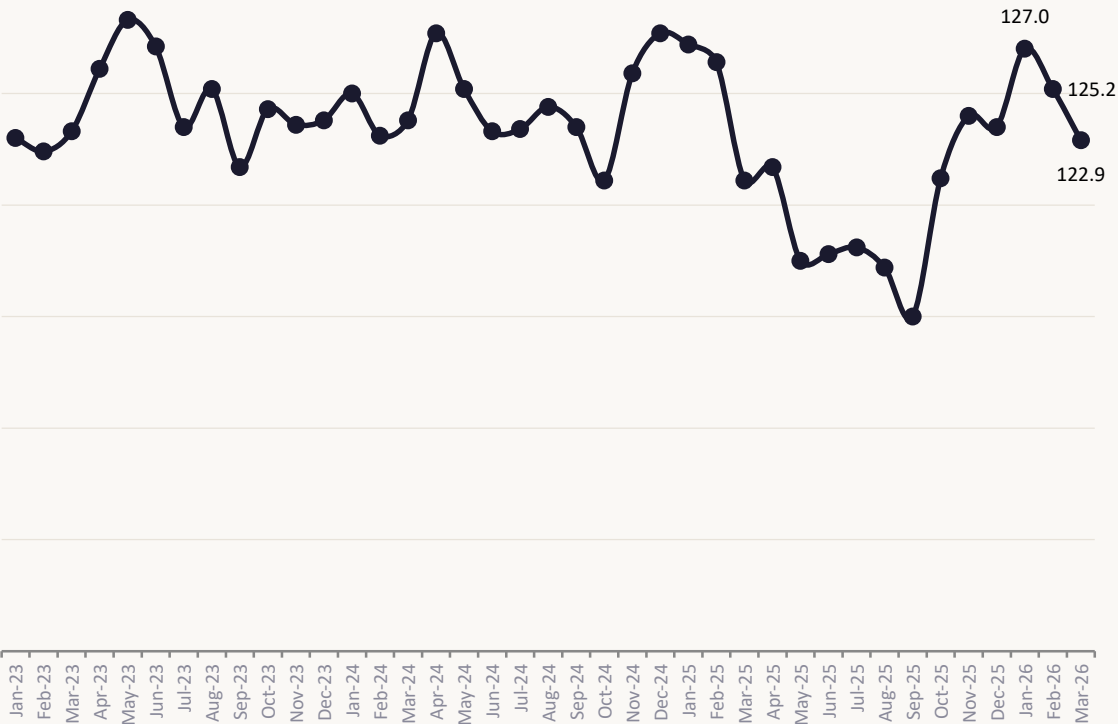
01 Industry Overview



122.9

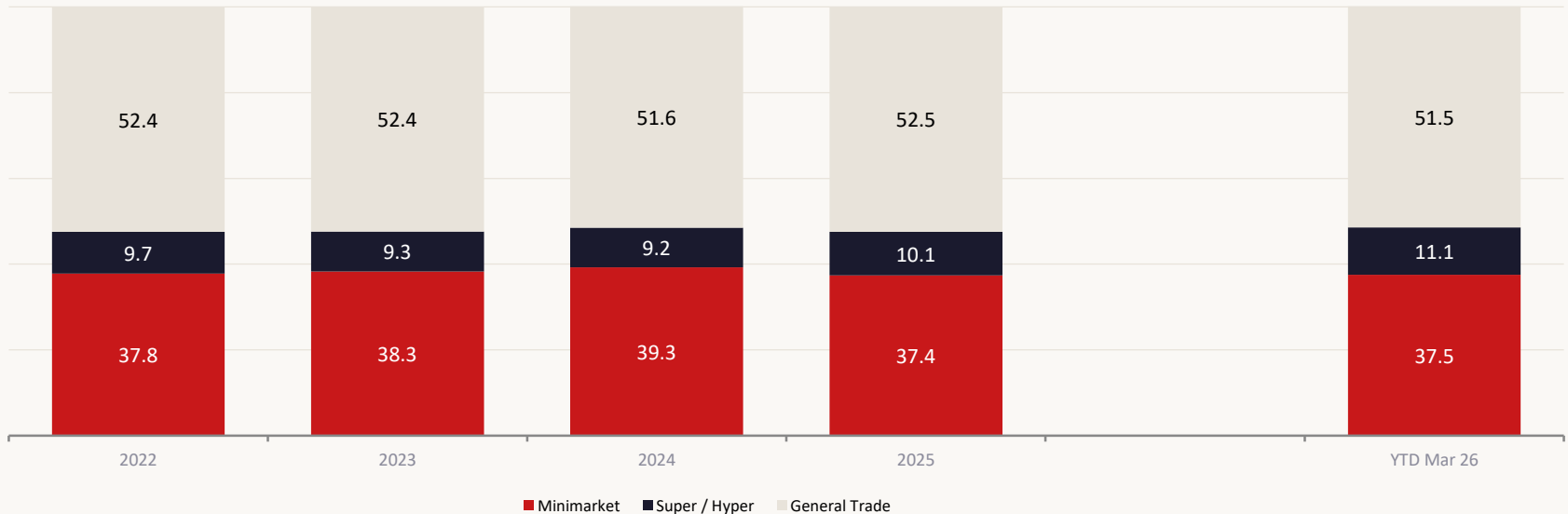
CCI moderated to 122.9 in March 2026 from its January peak of 127.0, but remains well above the September 2025 low – suggesting consumer confidence is still holding up.

Monthly CCI Trend



Trade Channel Contribution

Minimarkets remained relatively stable, while supermarkets and hypermarkets experienced stronger festive momentum, supported by a shift from general trade.



Indonesia Groceries Growth

+5.6%

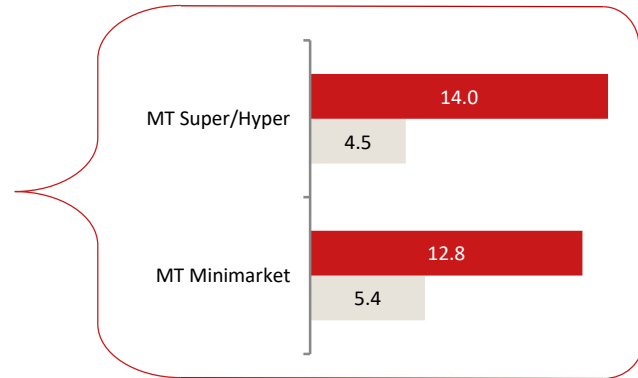
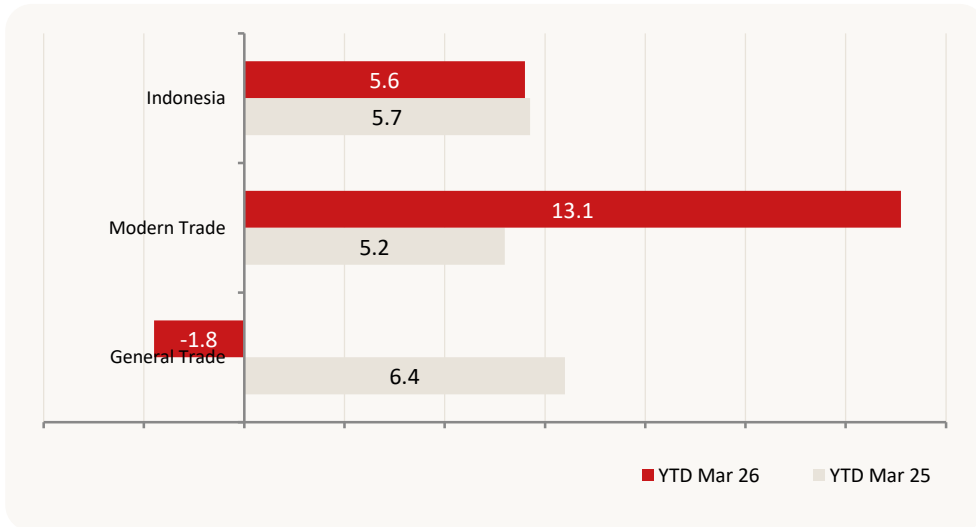
INDONESIA

+13.1%

MODERN TRADE

-1.8%

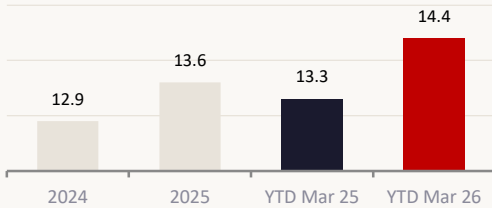
GENERAL TRADE



Market Share

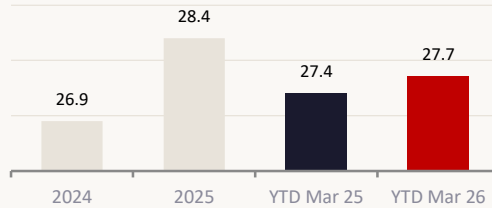
ALFAMART

To Indonesia



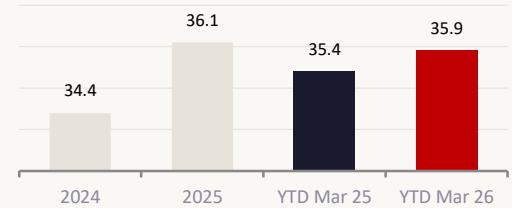
ALFAMART

To Modern Trade



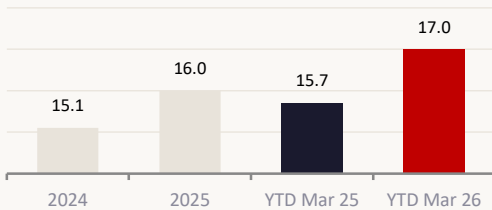
ALFAMART

To MT Minimarket



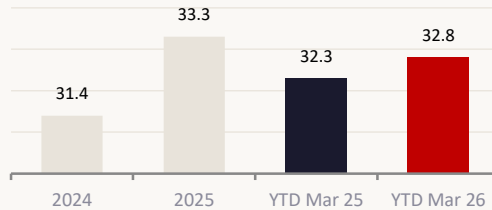
ALFAMART + ALFAMIDI

To Indonesia



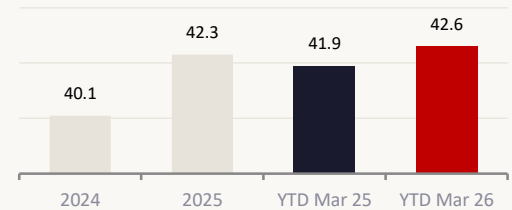
ALFAMART + ALFAMIDI

To Modern Trade



ALFAMART + ALFAMIDI

To MT Minimarket



Modern Trade Stores

MINIMARKET

Brand	2025	YTD Mar 2026
Indomaret	23,866	24,072
Alfamart	21,120	21,287
Alfamidi	2,507	2,546
Circle K	501	498
Lawson	355	351
Foodmart Mini	27	27

SUPERMARKET

Brand	2025	YTD Mar 2026
Superindo	259	275
Ramayana	52	54
Alfamidi Super	80	81
Farmers Market	37	38
Foodhall	43	49
Foodmart Super	22	22
Hero	23	22
Ranch Market	19	20
Aeon	13	13

HYPERMARKET

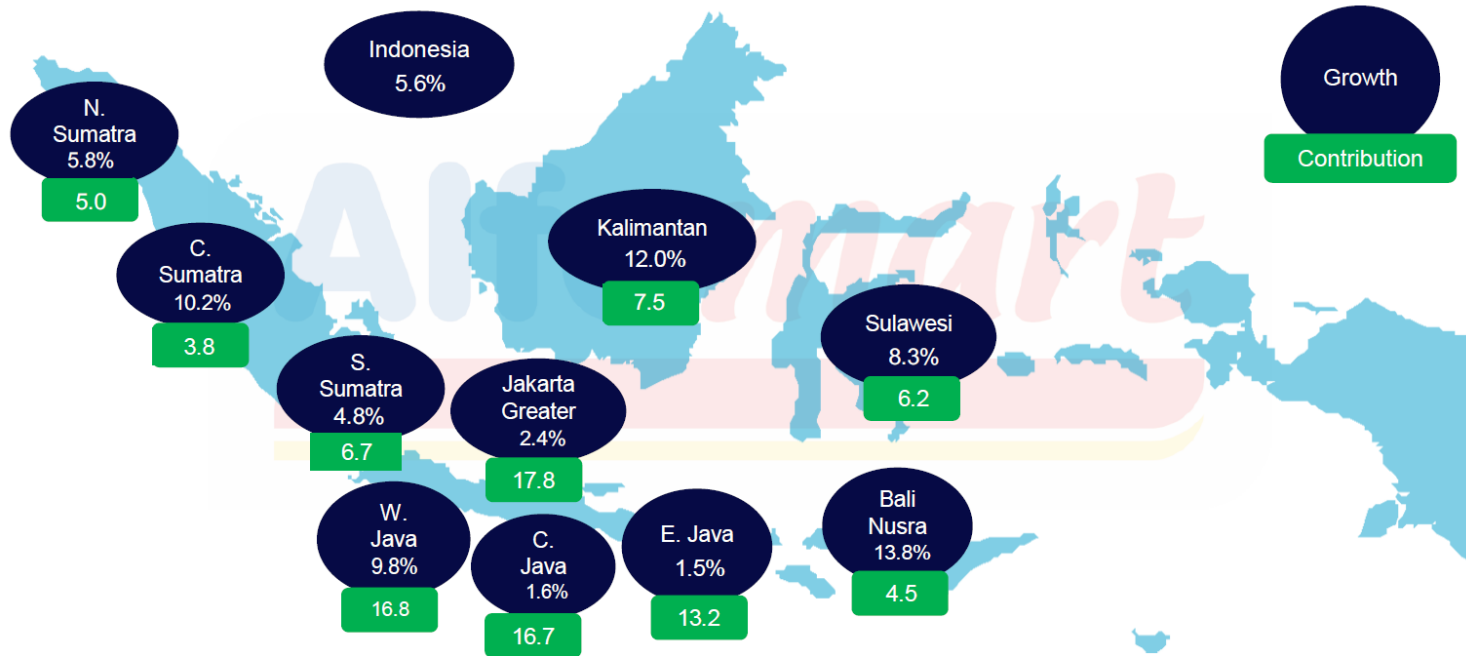
Brand	2025	YTD Mar 2026
Hypermart	109	112
Lotte Hyper	13	13

PERSONAL CARE

Brand	2025	YTD Mar 2026
Dan+Dan	374	380
Guardian	361	374
Watsons	219	226
Boston	23	23
Aeon PC	5	5

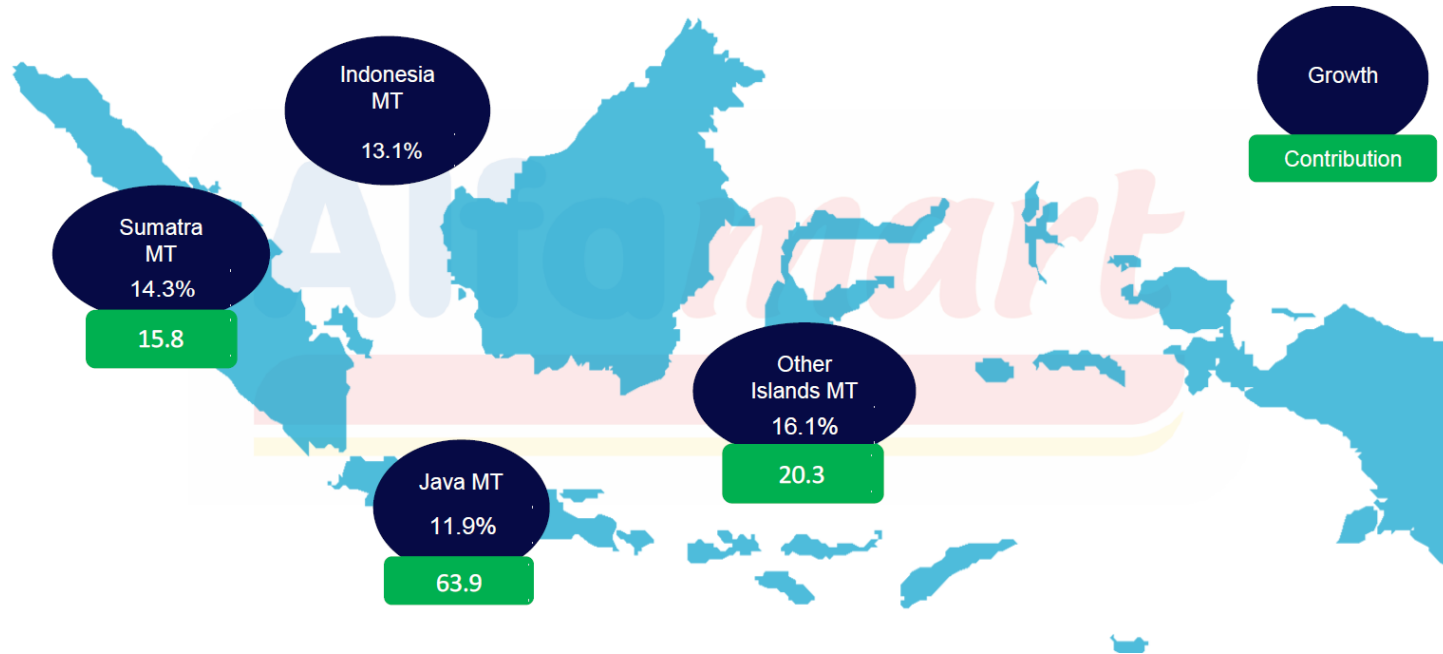
Indonesia Groceries Growth

Outer island regions — particularly Kalimantan at 12.0% and Bali Nusra at 13.8% — grew well ahead of the national average.



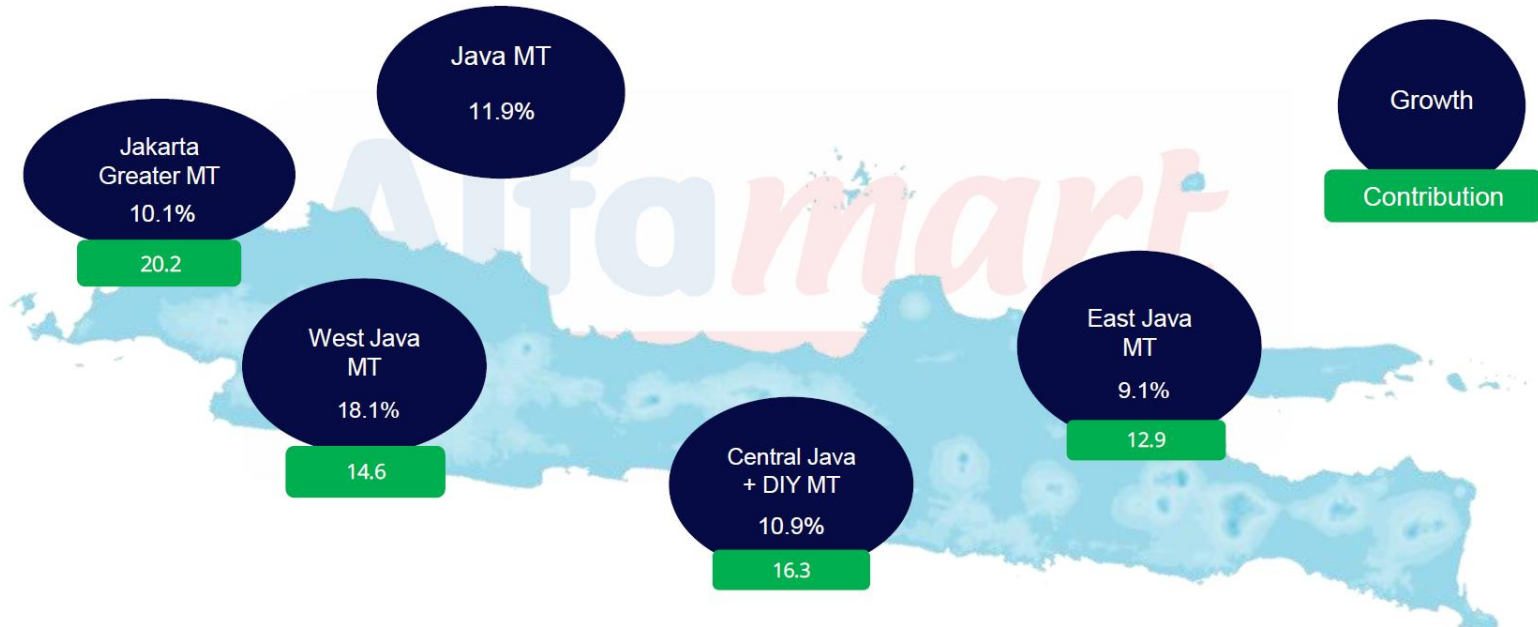
MT Growth by Region

MT growth of 13.1% reflected a strong shift in consumer shopping preferences, with Outer Islands as the core driver and faster growth momentum emerging from Java.



Java MT Growth

Java MT delivered solid 11.9% growth, anchored by strong momentum in West Java.

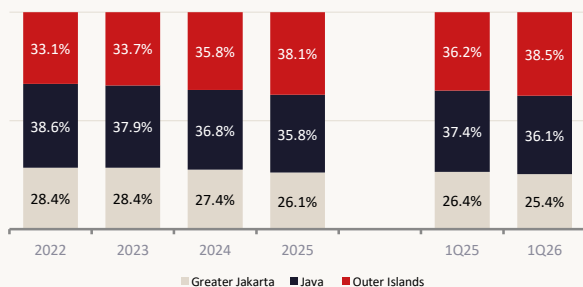


02 Business Performance

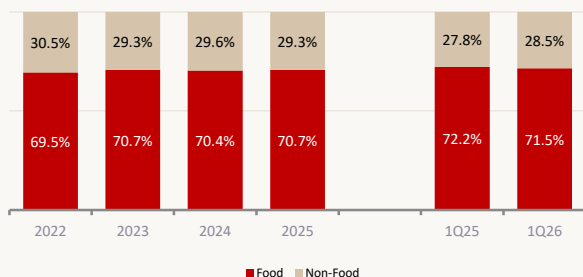


Financial Highlights

Revenue by Region



Revenue by Type



1Q25

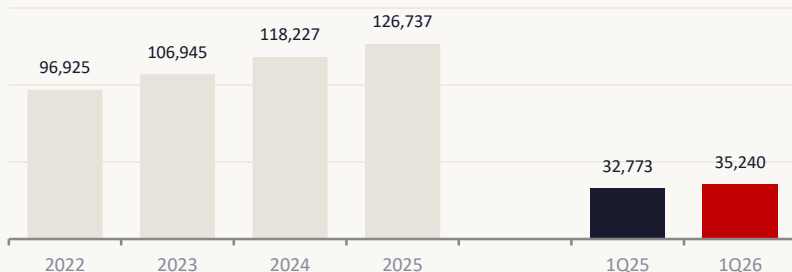
1Q26

YoY

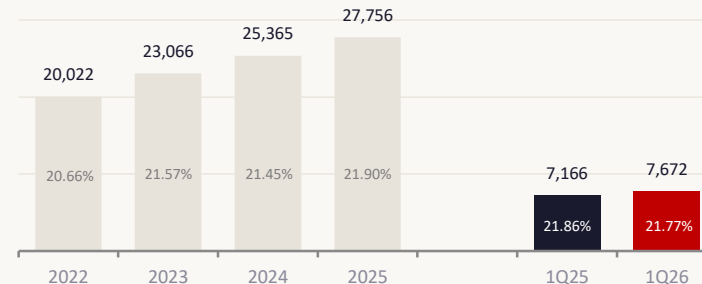
	1Q25	1Q26	YoY
Revenue	32,773	35,240	+7.5%
Gross Profit	7,166	7,672	+7.1%
<i>GP Margin</i>	21.86%	21.77%	▼0.09
Operating Income	1,260	1,443	+14.5%
<i>OP Margin</i>	3.85%	4.10%	▲0.25
Net Profit Attributable	975	1,076	+10.3%
<i>NPAT Margin</i>	2.98%	3.05%	▲0.08
EBITDA	2,356	2,617	+11.1%
<i>EBITDA Margin</i>	7.19%	7.43%	▲0.24

Income Statement

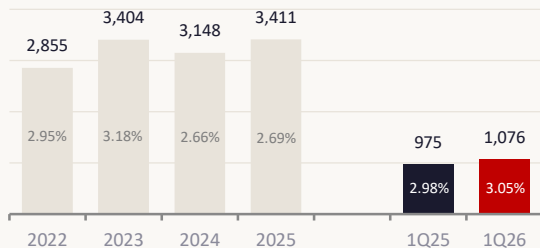
Revenue (IDR bn)



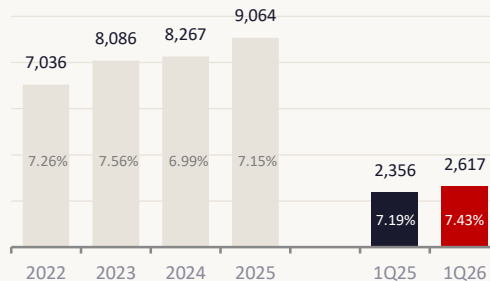
Gross Profit (IDR bn / %)



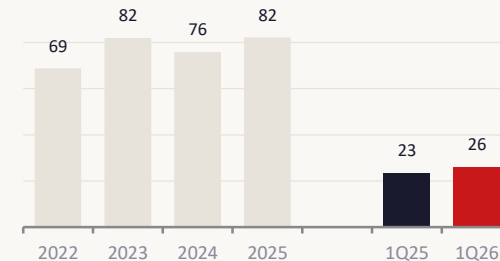
Net Profit Att. to Owners of the Parent Company (IDR bn / %)



EBITDA (IDR bn / %)

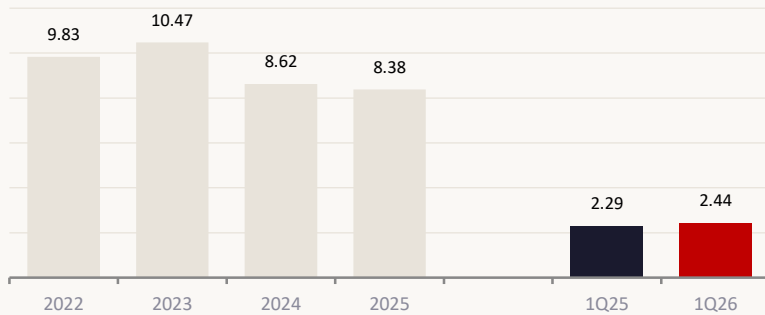


Earnings per Share (IDR)

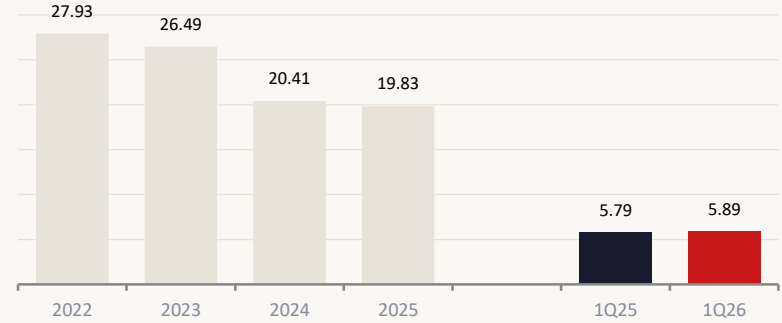


Key Financial Ratios

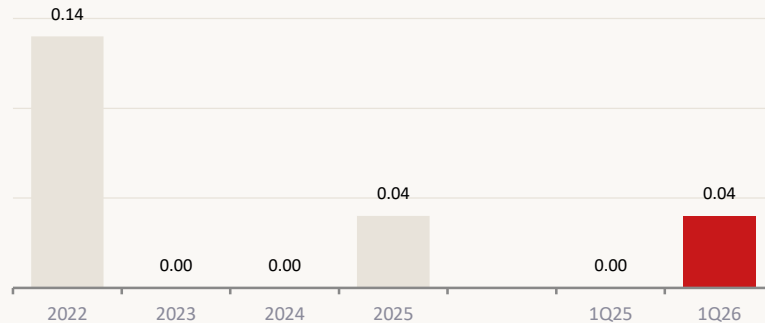
ROAA (%)



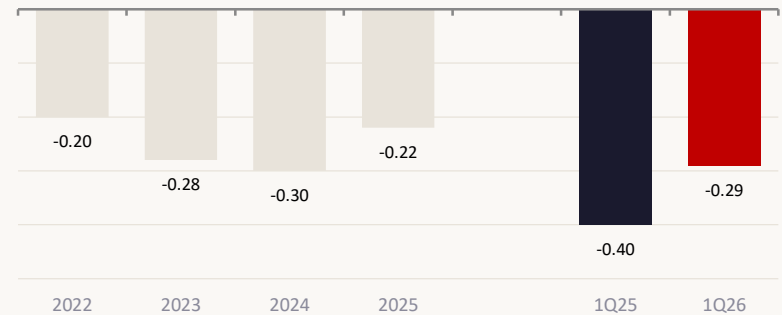
ROAE (%)



DER — Gross Debt to Equity (x)



Net Gearing Ratio (x)



Online Sales

8.6%

of Total Revenue

+13%

Growth YoY

~3,000

Stores as delivery points
50+ dark stores

2x

Spend per transaction
vs. offline

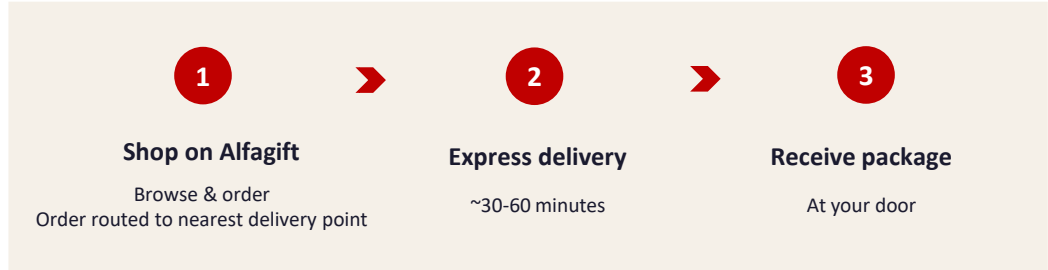
MEMBERS

Active **17.5mn**

Total **25.1mn**

Active members grew ~22% YoY.

Members contributed to 60% of Total Revenue.



LOYALTY PROGRAM

A-member Benefits

- Redeemable A-Points
- Merchant vouchers and discounts
- Exclusive promotions
- Personalized offers
- Loyalty rewards
- Access to special events

SEASONAL CAMPAIGN



Alfagift serves as a central pillar of our omnichannel strategy, complementing and extending the reach of our offline stores.

Operational Network



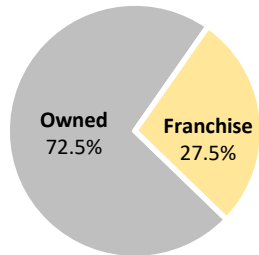
Stores Network

24,645

Total stores (Group)

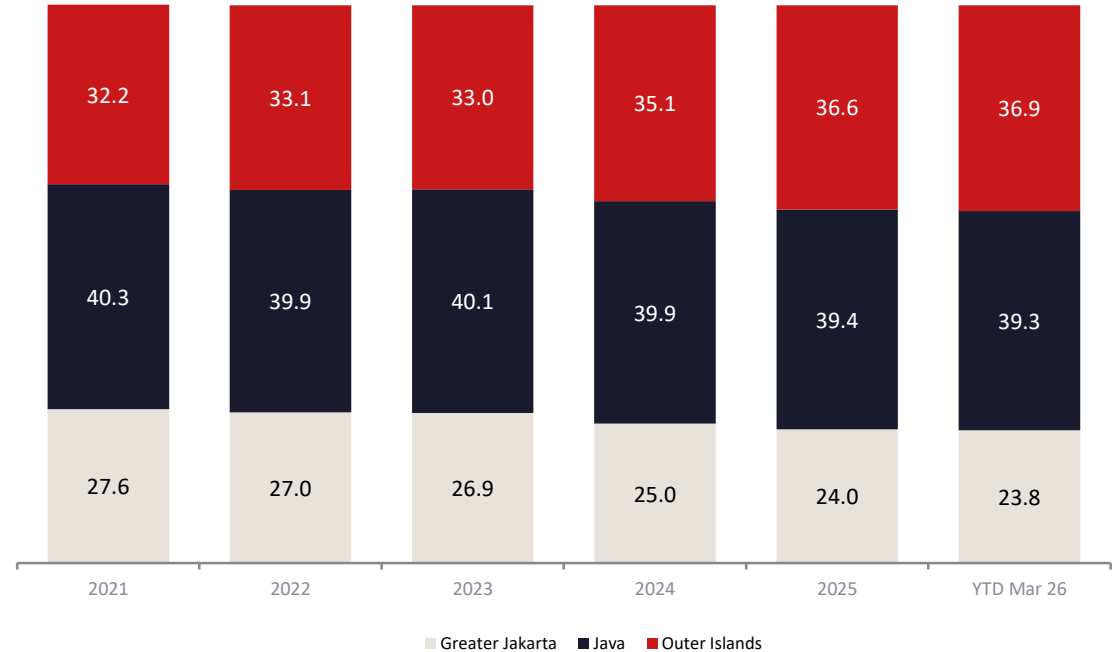
+209

Net additions in YTD March 2026 (Group)



Stores by Type (Alfamart only)

Store Geographical Breakdown - Group (%)



Distribution Centers

51

Warehouses operated across Indonesia
(Alfamart, Alfamidi, Dan+Dan, & Lawson)

19

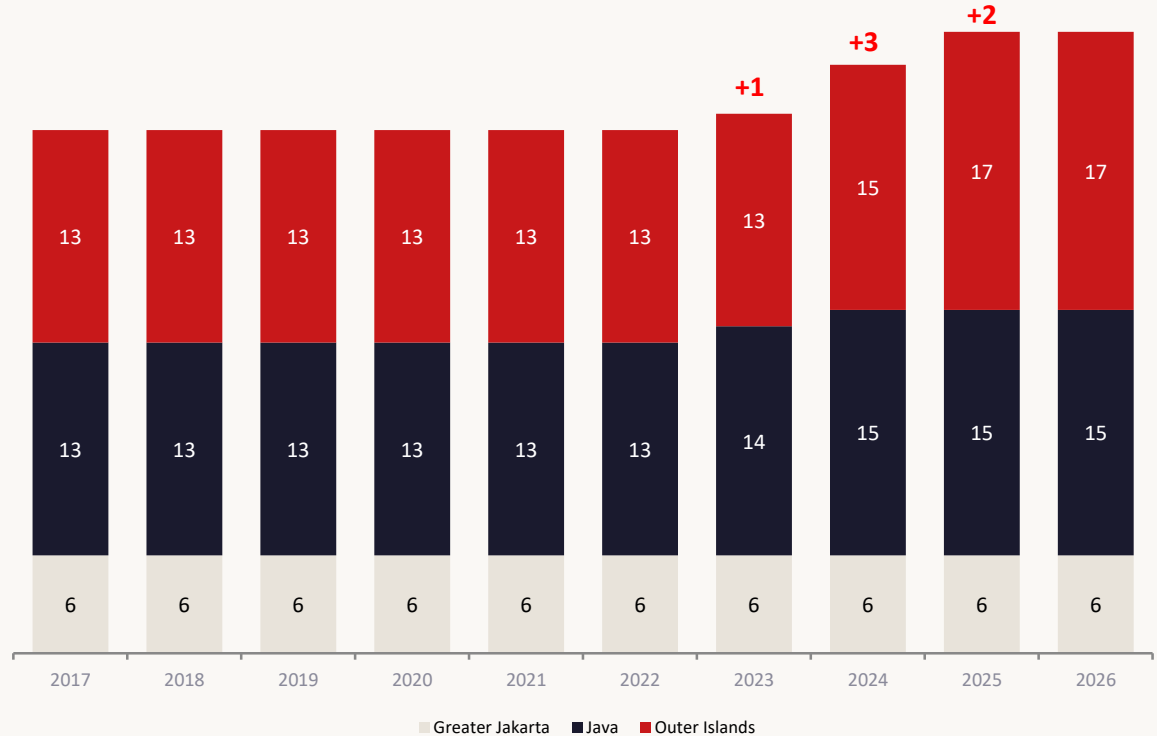
Depos

20

Store hubs

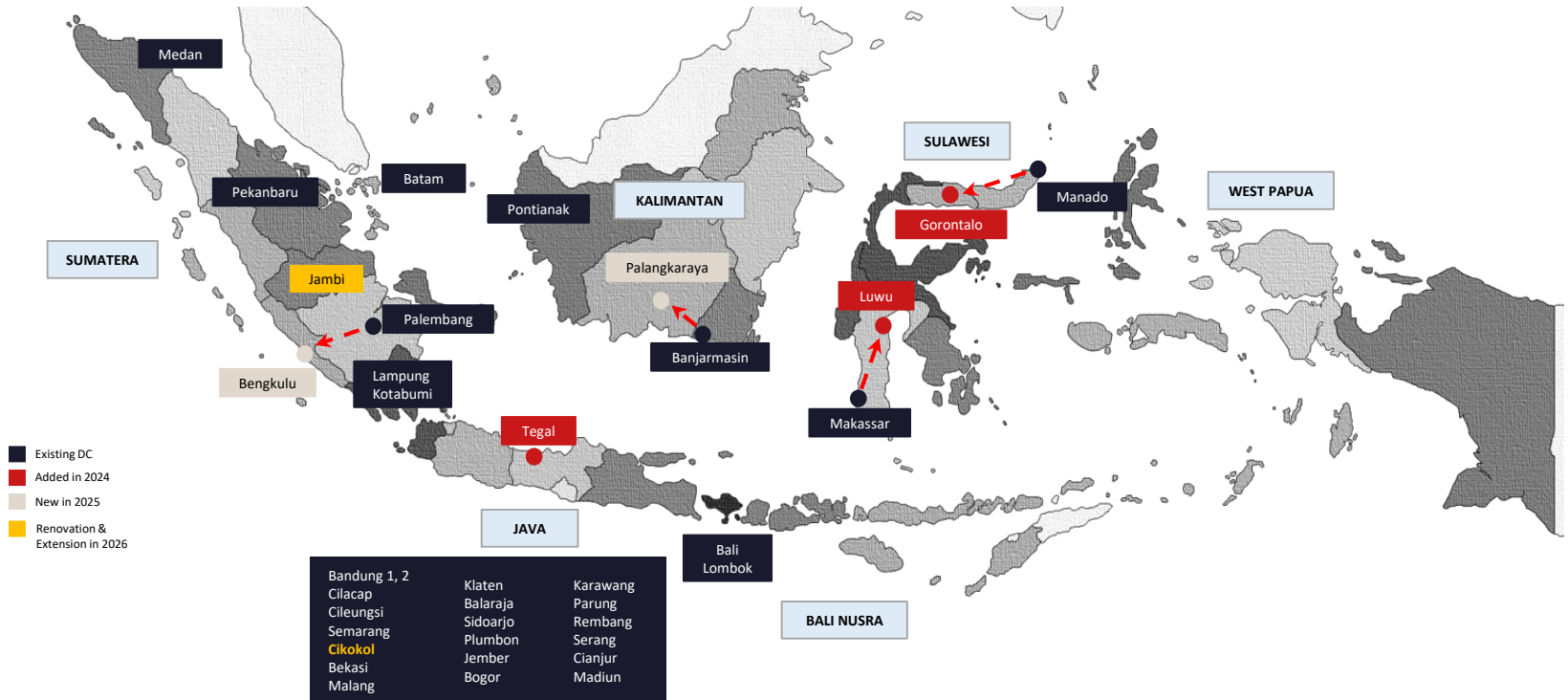


Alfamart – Distribution Centers



DC Expansion Plan

In 2026, Alfamart's DC focus shifts from expansion to optimization — capital directed toward renovating and expanding capacity at existing facilities, with no new DCs planned.



04 Sustainability



Sustainability

SOLAR PANELS

Alfamart

33 warehouses + 2 stores

1,512 tons CO₂ reduced

Alfamidi

8 warehouses + 34 stores

498 tons CO₂ reduced



NO PLASTIC BAG

Share of transactions with plastic bag

30.1%

Alfamart

23.5%

Alfamidi

WORKFORCE DIVERSITY

Alfamart

39% F

61% M

Alfamidi

37% F

63% M

ALFABILITY



An inclusive employment program launched in 2016, creating equal opportunities for persons with disabilities while strengthening a diverse and sustainable workforce.

1,139

Total employees with disabilities
Alfamart + Alfamidi

Voice of Employee

EMPLOYEE FOCUSED ACTIVITIES



*2025 Survey Results

EMPLOYEE SURVEY*

Happiness

8.65_{/10}

Satisfaction

3.52_{/4}

- Job
- Peer
- Superior
- Organization

- Engaging & balanced workload
- Employee development
- Employee involvement
- Employee feedback & engagement

- Conducted every year
- Carried out in the head office, warehouse, and store levels
- ~132,000 respondents*

Thank You

PT Sumber Alfaria Trijaya Tbk.

Alfa Tower, Alam Sutera, Tangerang, Indonesia



March 2026

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