



MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk

[As of Sept 30, 2020]



Overview Ytd September 2020



Industry Update



Operational Performance



Financial Highlights



CSR Programs

OVERVIEW SEPTEMBER 2020



Trade Channel Growth

- Total Indonesia grocery recorded a decline from 4.2% to -4.9% (YoY).
- Total Modern Trade also decline from 7.7% to 2.0% (YoY), whilst Traditional Trade showed a deep decline from 1.1% to -11.5% (YoY).
- MT Minimarket recorded a decline from 12.7% to 6.0% Ytd Sep 2020.
- Super/Hyper and Channel showed a continuing negative growth -4.5% to -9.5% YoY

Performance By Department

- Food and Non Food Categories both recorded decline from 3.7% to -4.7% and 5.3% to -5.3% respectively.

Net Store Addition : 996

- Alfamart 792 stores
- Alfamidi 188 stores
- Dan+Dan 16 stores

Alfa Group Market Share

- Alfamart & Alfamidi market share to total Indonesia are growing from 10.7% to 12.1% and 1.9% to 2.2% respectively, amid declining MT minimarket growth from 12.7% to 6.0% YoY.
- Alfamart & Alfamidi market share to Total Modern Trade are growing from 21.9% to 23.1% and 3.8% to 4.1% respectively.
- Alfamart & Alfamidi market share to MT Minimarket are growing from 29.6% to 30.0% and 5.2% to 5.3% respectively.

Financial Performance

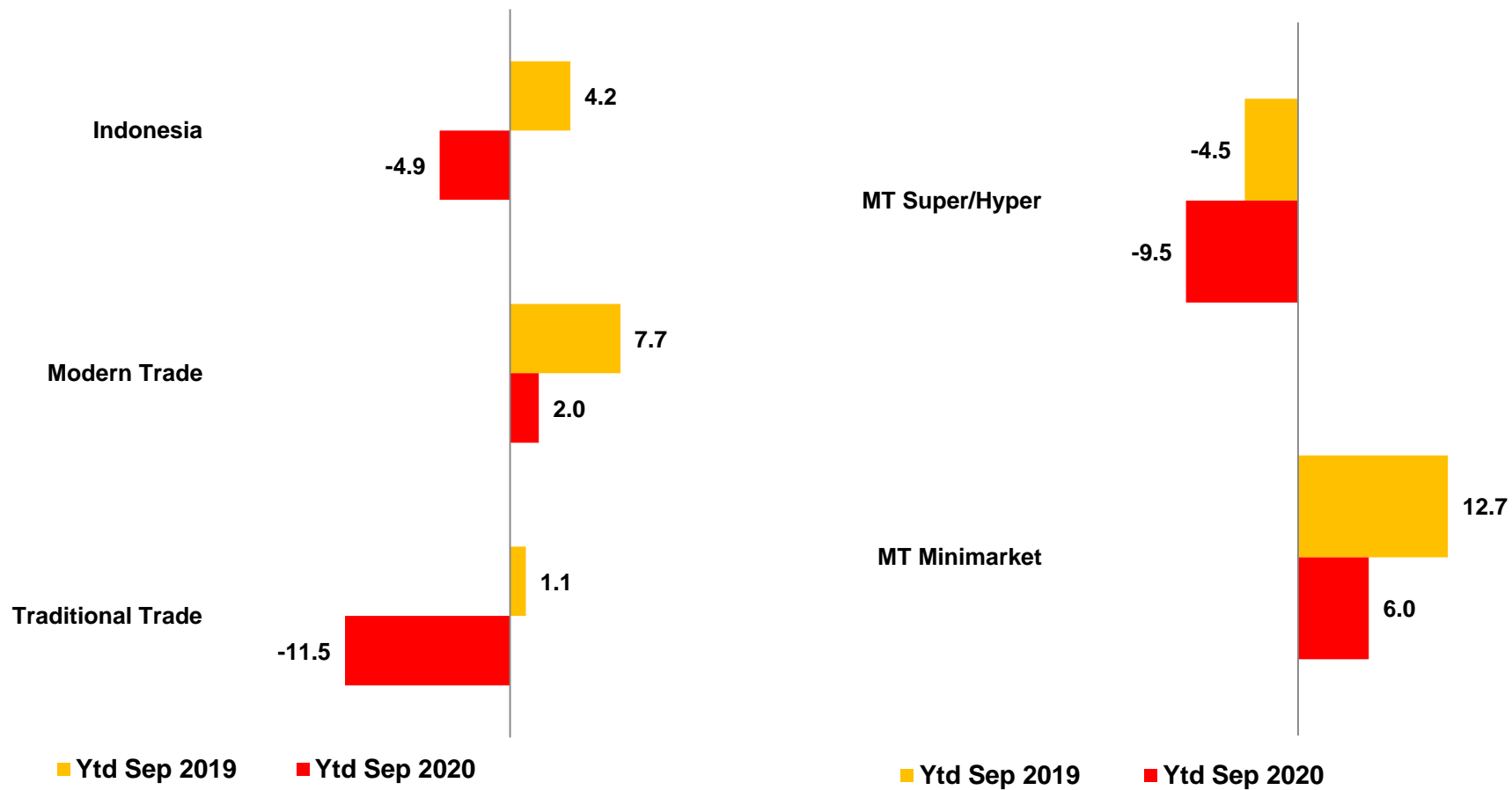
- Revenue grew by 4.2% (YoY) from IDR 54.11 Trillion to IDR 56.37 Trillion.
- Net Profit decreased slightly by -1.8% (YoY) from IDR 650 Billion to IDR 638 Billion.
- Net Gearing Ratio marginally increased from 0.03 X to 0.17 X.



INDUSTRY UPDATE

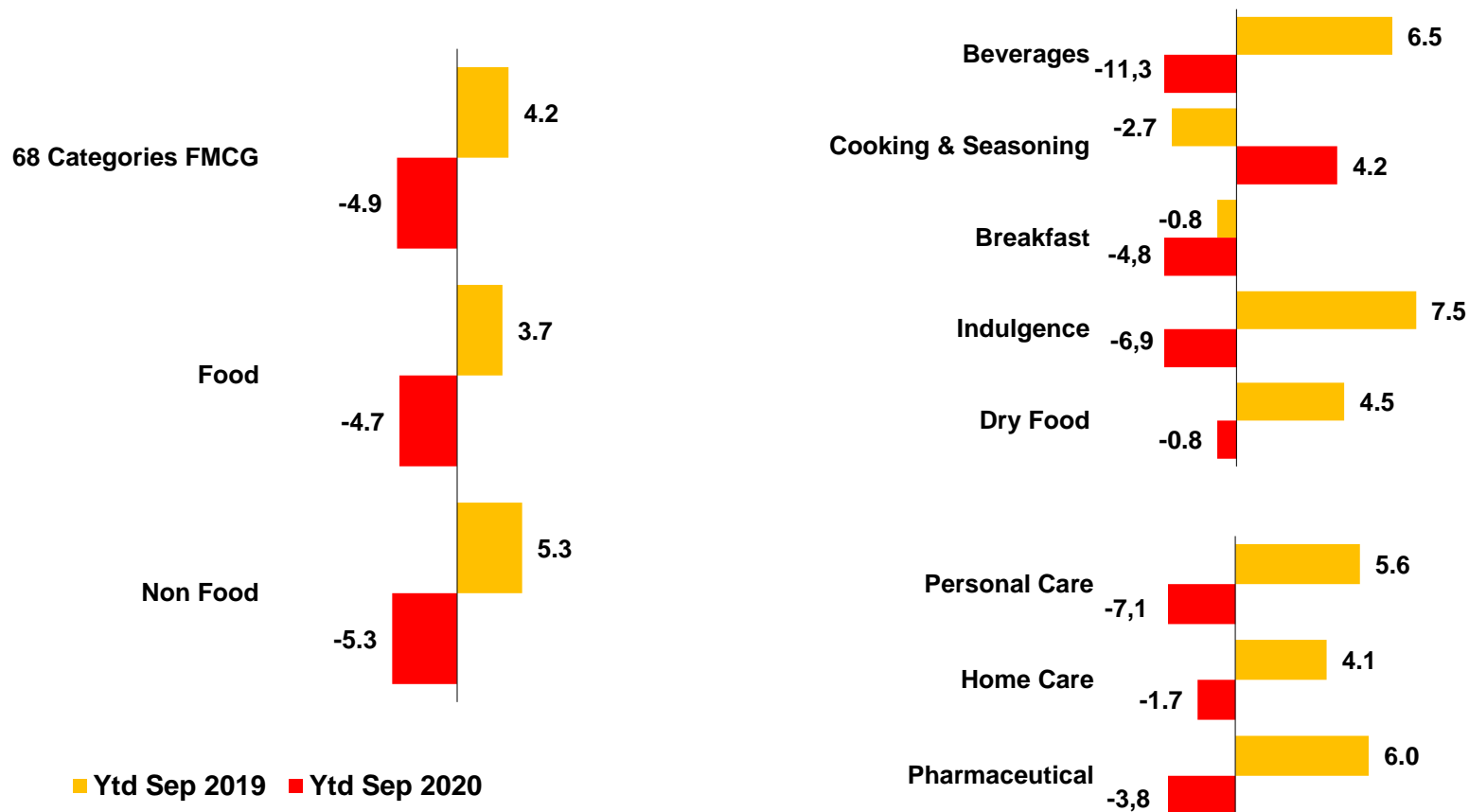


Indonesian Total Grocery Ytd Sep 2019 vs Ytd Sep 2020 [Total 68 FMCG Categories]



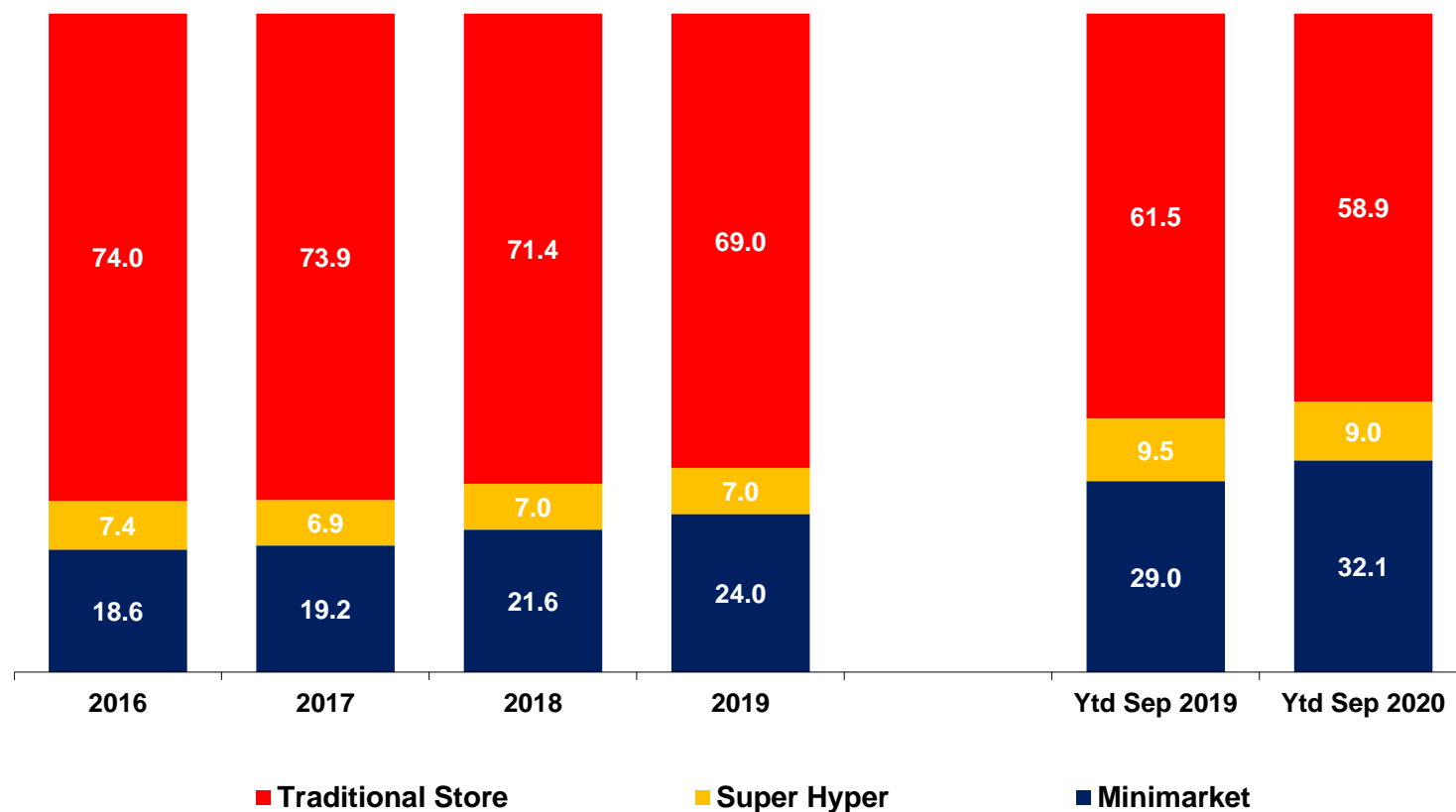
Source: Nielsen Retail Audit

Indonesian Total Grocery Ytd Sep 2019 vs Ytd Sep 2020 [Total 68 FMCG Categories]



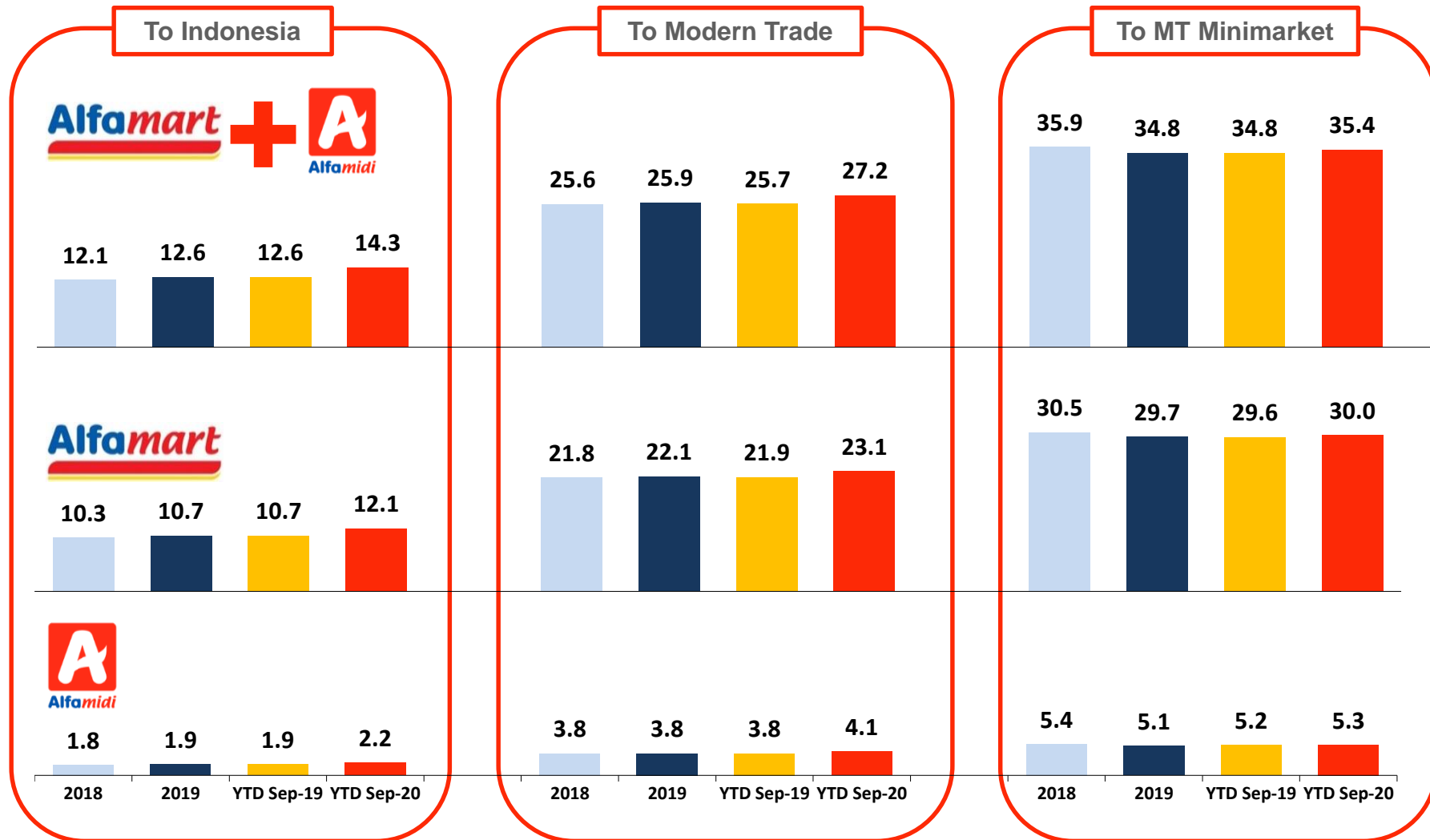
Source: Nielsen Retail Audit

Indonesian Total Grocery Ytd Sep 2019 vs Ytd Sep 2020 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

Alfa Group [Total 68 FMCG Categories] Ytd Sep 2020



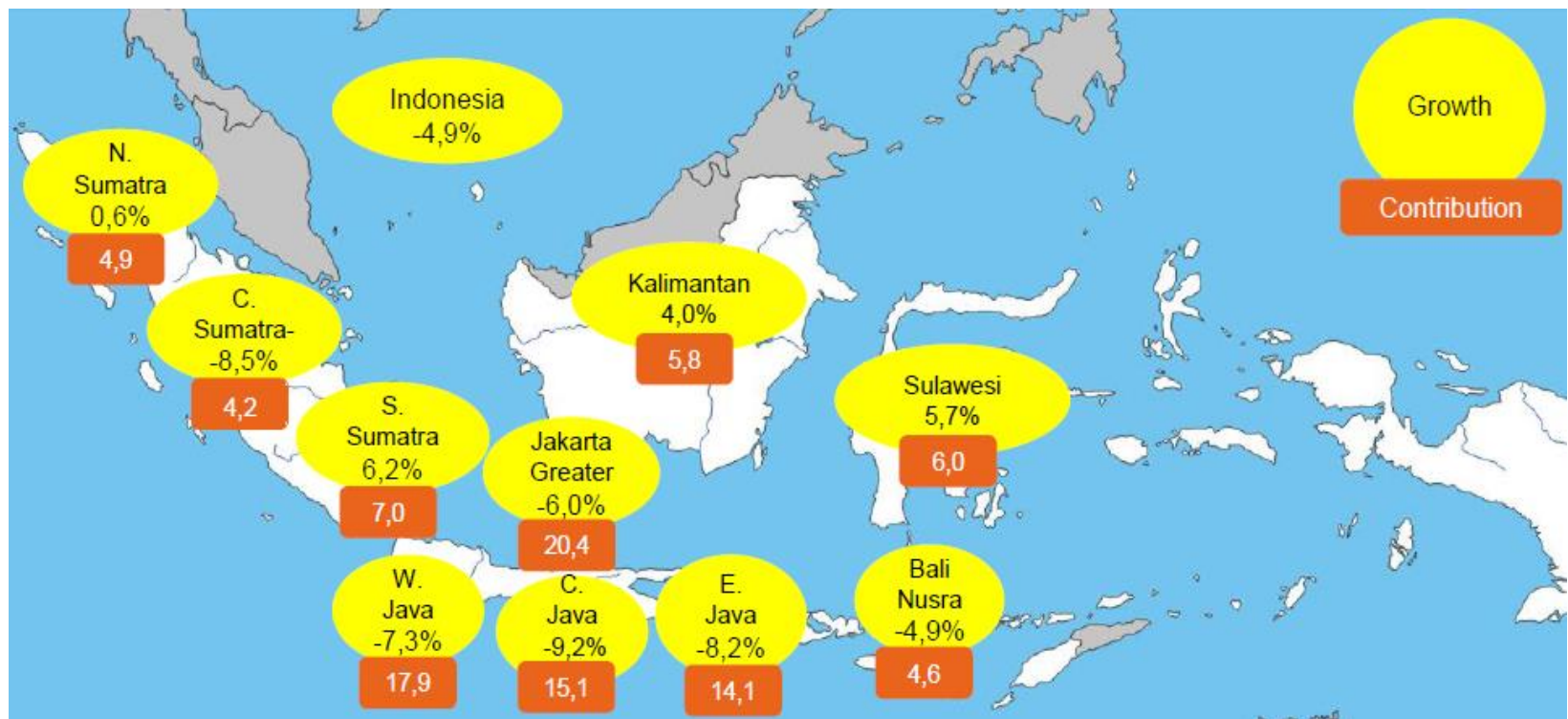
Source: Nielsen Retail Audit

	STORE NUMBER	
	FY 2019	Sep-20
ALFAMART	14,310	15,102
ALFAMIDI	1,538	1,725
INDOMARET	17,393	17,960
CIRCLE K	426	370
LAWSON	71	68
FOODMART MINI	11	13
ALFAMIDI SUPER	17	21
FARMER MARKET	26	33
SUPERINDO	172	178
RANCH MARKET	16	16
LOTTE SUPER	1	1
RAMAYANA	82	80
FOODMART	30	29
GIANT EKSPRES	63	63
HERO	24	18
AEON	2	2
FOODHALL	30	34
LOTTE HYPER	14	13
GIANT EKSTRA	37	37
HYPERMART	103	96
DAN+DAN	197	213
WATSONS	138	148
BOSTON	69	62
GUARDIAN	293	308

Total Indonesian Groceries Growth By Region

- All Java and Central Sumatra regions had negative growth, while South Sumatra had the highest positive growth of 6.2 %
- Java still recorded highest contribution of 67.5%.

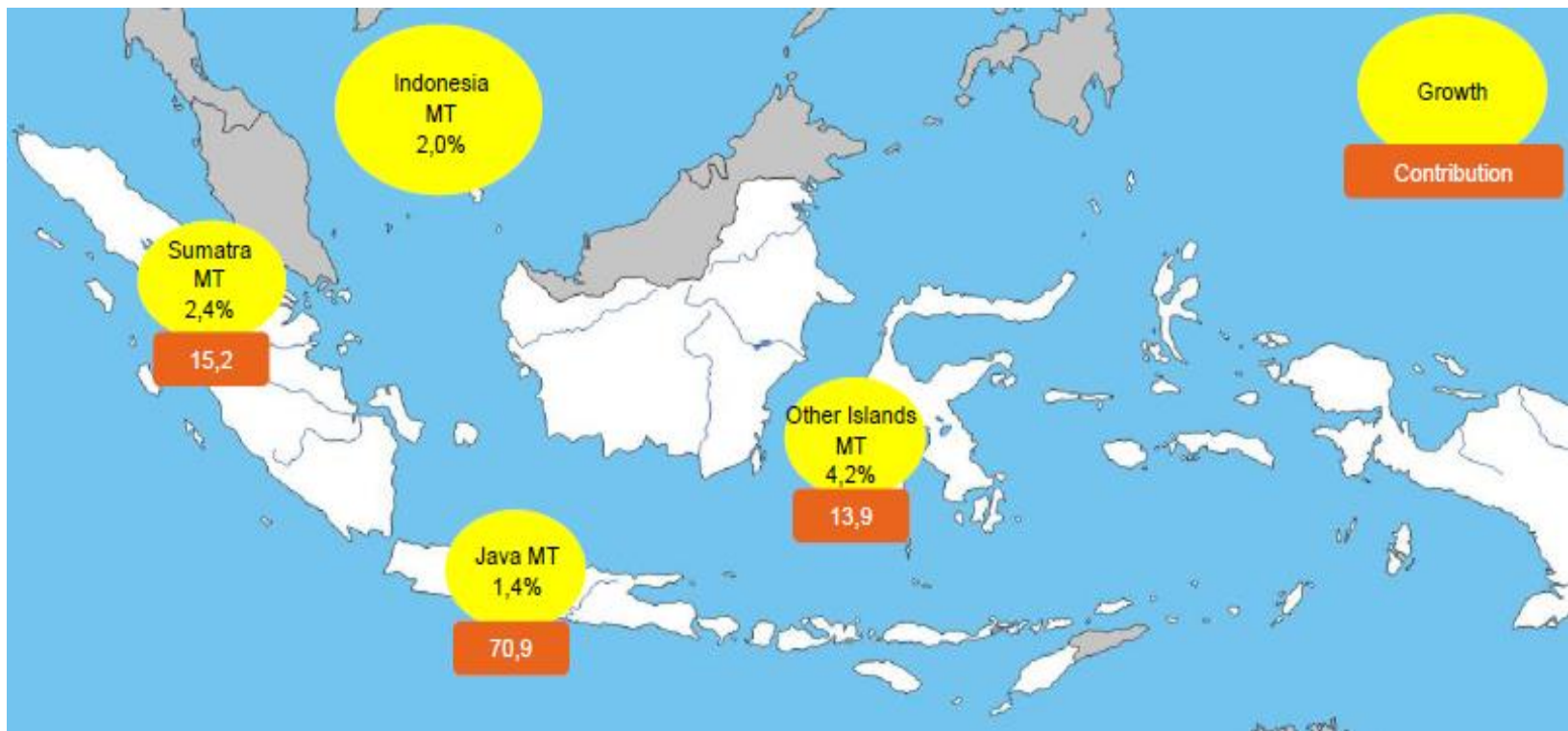
Indonesian Total Groceries Ytd Sep 2020 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit

Total Indonesian Modern Trade showed 2.0% growth, whilst Other Islands (Kalimantan, Sulawesi, Other Eastern Indonesia) grew by 4.2%.

Indonesian Total Groceries Ytd Sep 2020 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit

OPERATIONAL PERFORMANCE



Warehouse & Stores

- As of Sep 2020, we managed 44 warehouses scattered throughout Indonesia
- 17,129 stores scattered in Indonesia (32% Greater Jakarta; 37% Java; 31% Outside Java)



Greater Jakarta	Java		Outside 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)}

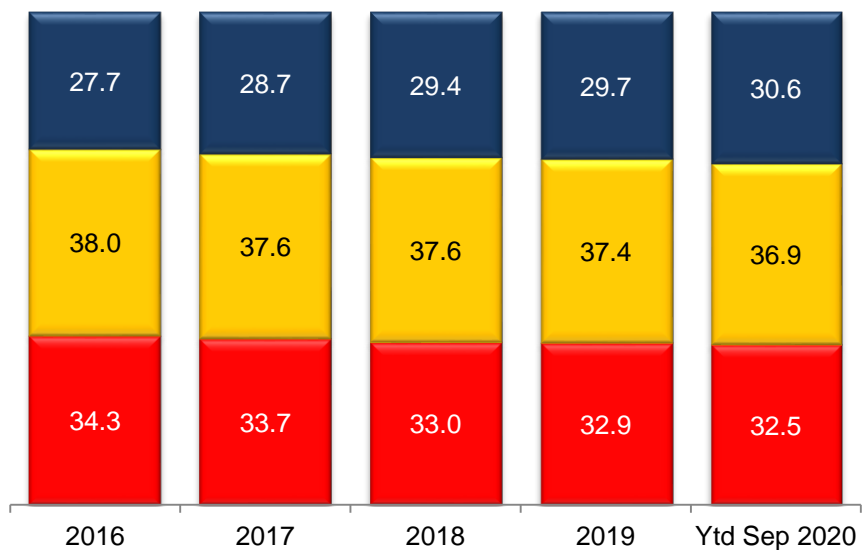
Notes :

^{a)} DC Alfamidi

^{b)} DC Dan+Dan

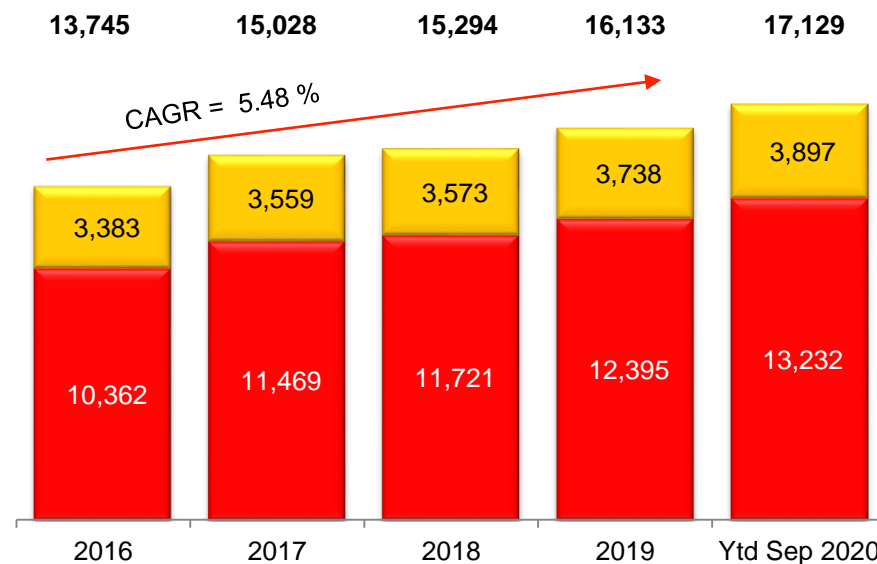
There is shift of new store opening / store presence from Greater Jakarta to Outer Island during the last 5 years.

Geographic Breakdown (%)



■ Outside Java ■ Java (Outside Greater Jakarta) ■ Greater Jakarta

Company Owned & Franchise Stores



■ Company Owned ■ Franchise

Above are consolidated total number of Alfamart, Alfamidi, Lawson and Dan+Dan stores.

FINANCIAL HIGHLIGHTS

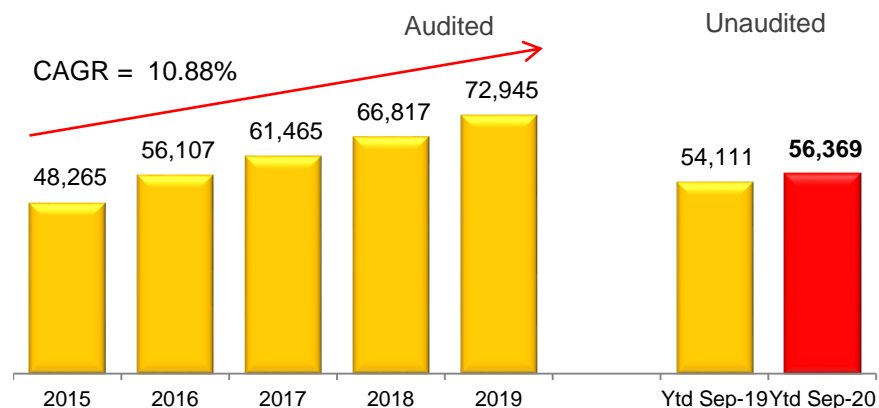




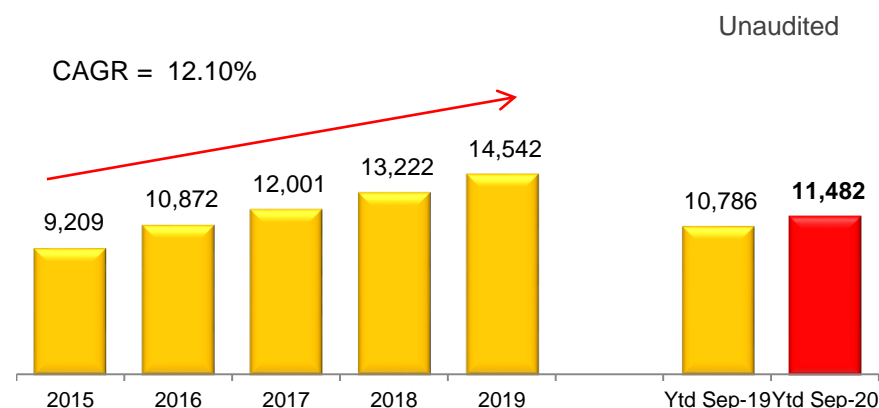
Income Statement Summary Consolidated

As of Sep 2020 [Rp Billion]

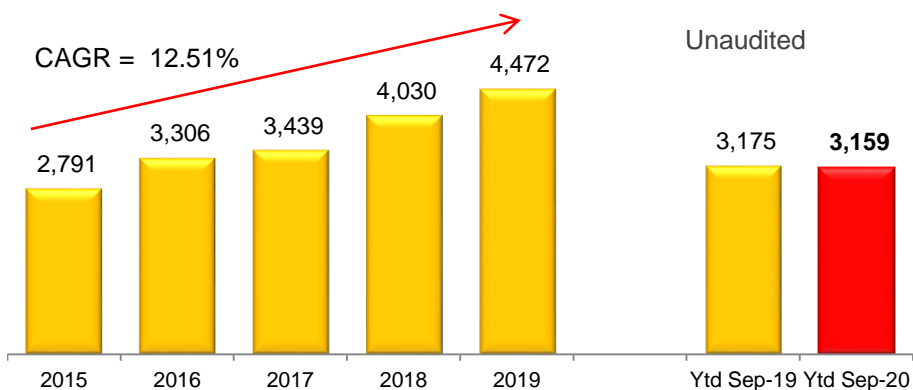
REVENUE



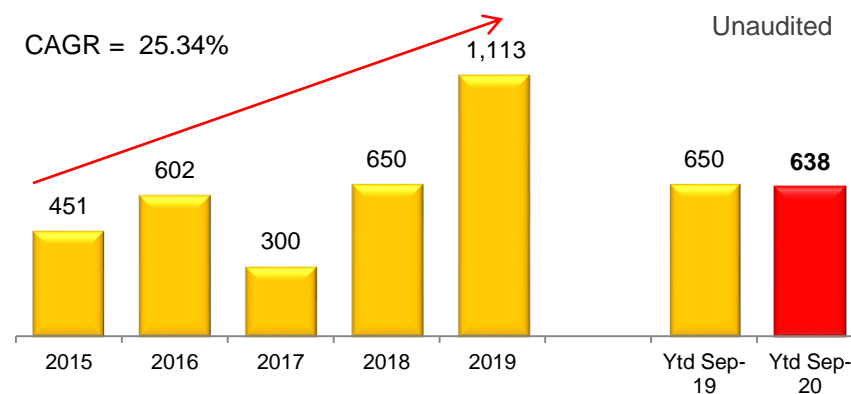
GROSS PROFIT



EBITDA



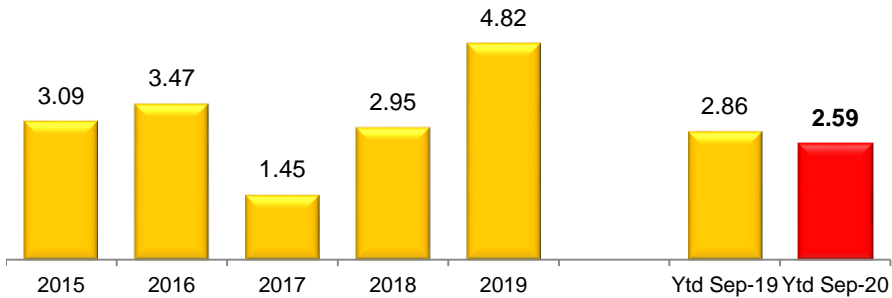
Income for the year attributable to owners of the Parent Company



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.

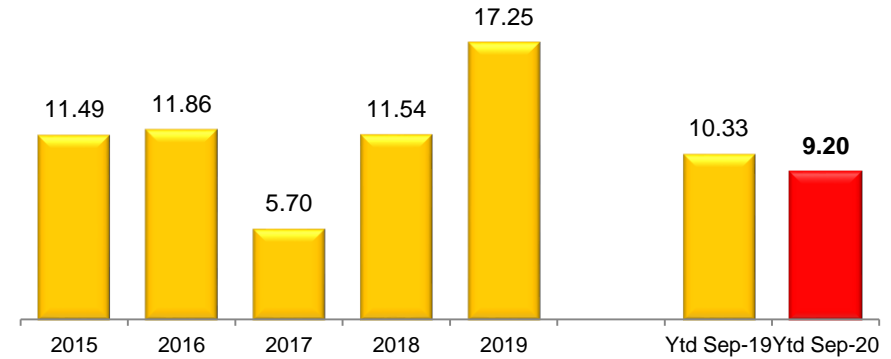
ROAA (%)

Unaudited



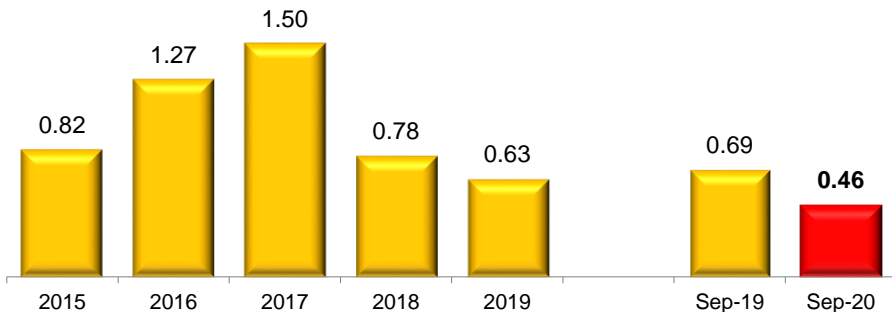
ROAE (%)

Unaudited



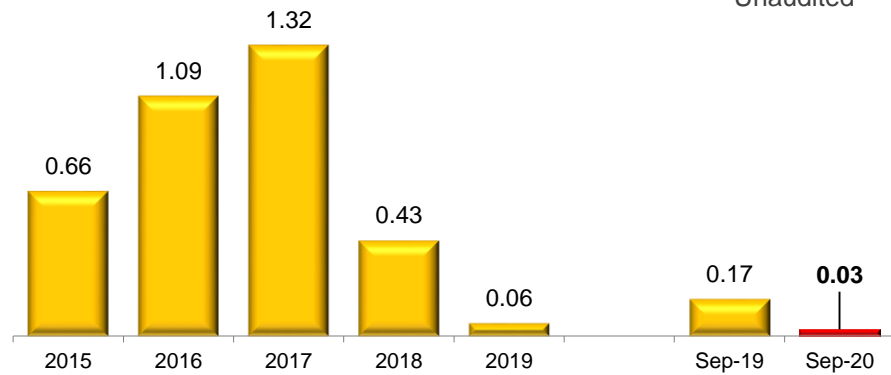
DER (Gross Debt to Equity)

Unaudited



Net Gearing Ratio (x)

Unaudited



CSR PROGRAMS





UKM Alfamart Support

50% Discount for Existing UMKM Rental Fees & Early Bird Program for New UMKM



THANK YOU

