MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk. [As of September 30, 2023]

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- **Business Overview**
- **Industry Update**
- **Network & Distribution**
- **Financial Highlights**

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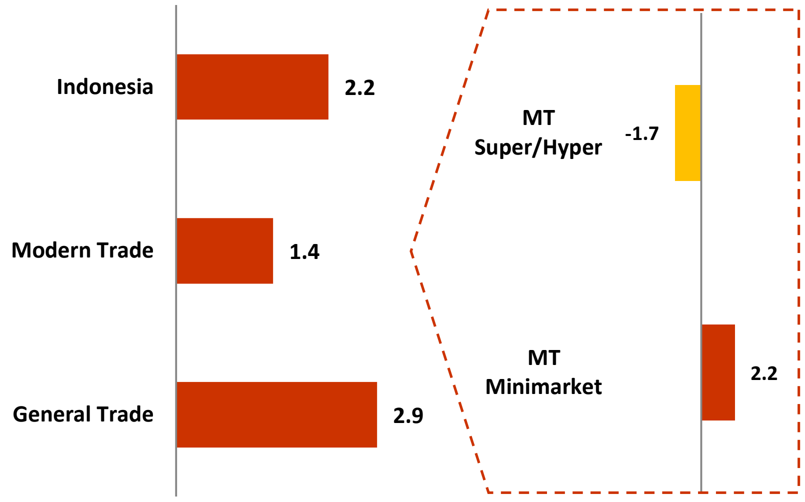
Business Overview

Channel Growth & Market Share

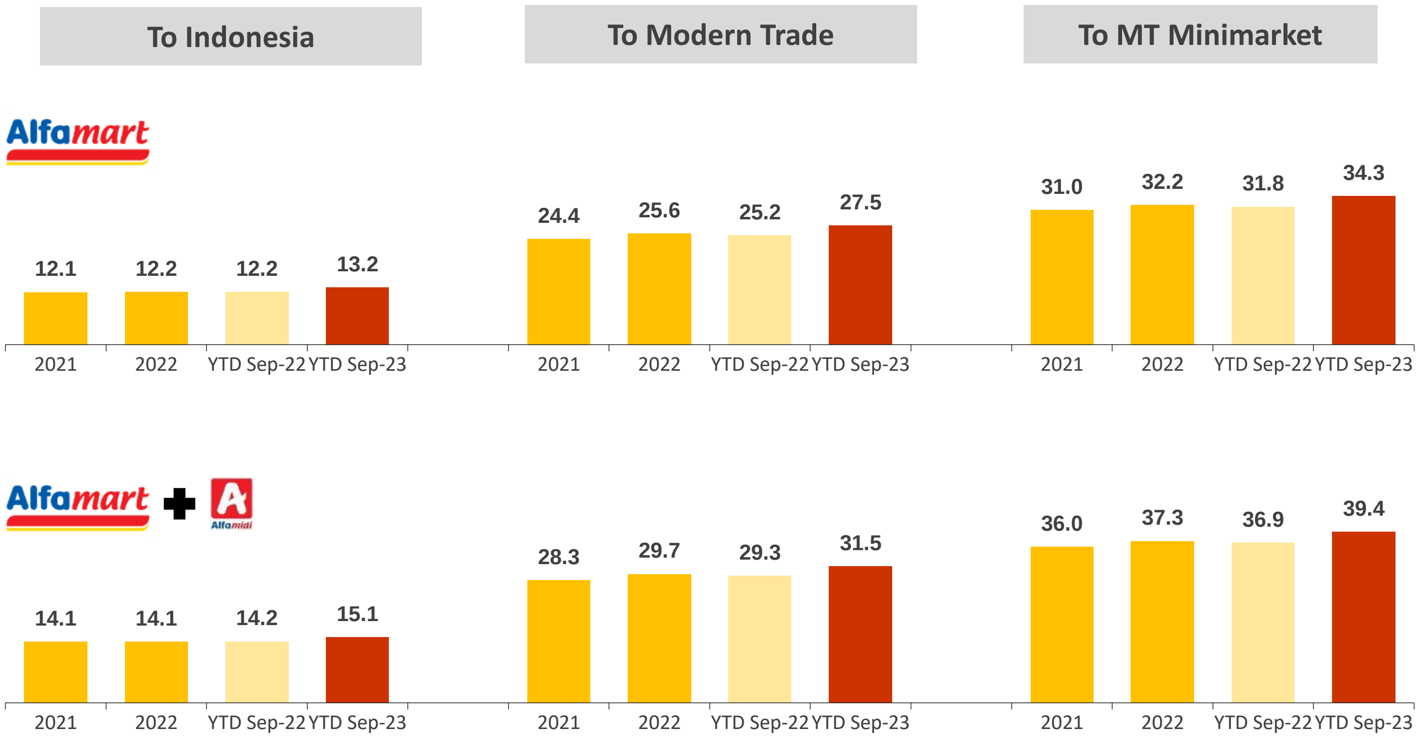
Trade Channel Growth YTD Sep-23 (%)
(Indonesia Total Groceries / 68 categories)



- Minimarket remains the growth driver in Modern Trade.

Alfamart Market Share (%)

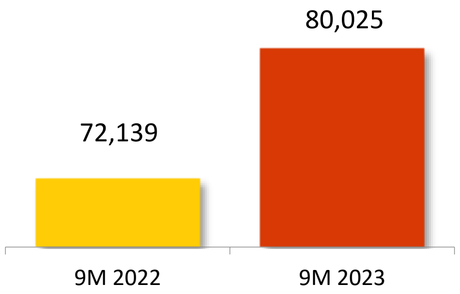
Alfamart still consistently gains market share across all industry landscape.



Performance Highlight YTD Sep-2023

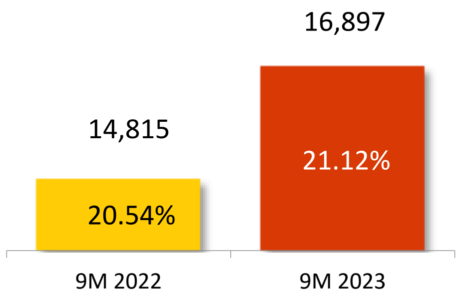
Revenue

Revenue increased by 10.93% YoY.



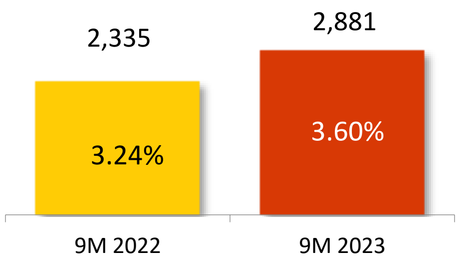
Gross Profit / Margin

Gross Profit grew by 14.06% YoY, with Gross Profit Margin of 21.12%.



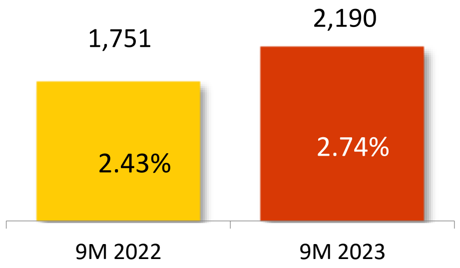
Operating Income / Margin

Operating Income grew by 23.36%, with Operating Income Margin of 3.60%.



Net Profit / Margin

Net Profit grew by 25.06% YoY and Net Profit Margin improved to 2.74%.



Quarterly Performance	Q2 2023	Q3 2023	Q3 2022	9M 2022	9M 2023
Revenue	27,667	26,191	24,252	72,139	80,025
Gross Profit	5,740	5,461	4,887	14,815	16,897
GP Margin	*20.75%*	*20.85%*	*20.15%*	*20.54%*	*21.12%*
Operating Income	1,094	772	663	2,335	2,881
Op. Income Margin	*3.95%*	*2.95%*	*2.73%*	*3.24%*	*3.60%*
Net Profit	837	578	498	1,751	2,190
NP Margin	*3.02%*	*2.21%*	*2.05%*	*2.43%*	*2.74%*

Note:
Net store addition
YTD Sep-2023 = 1,361

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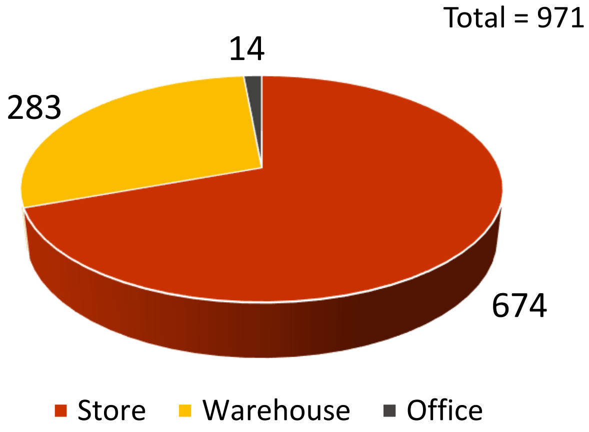
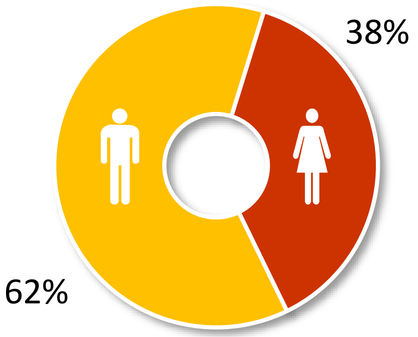
ESG & CSR

Disabled Employees YTD Sep-23

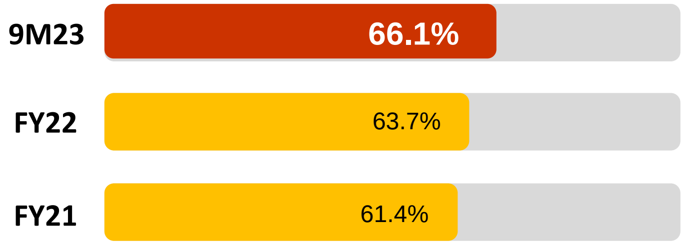


Gender Diversity



Plastic Bag Usage

In YTD Sep-23, the number of transactions without plastic bag reached 844mn or equivalent to 66.1% of total transactions.



Green Energy

The Company has installed solar panels in 20 branches.
Est. has reduced 1,200ton CO2eq (0.1% of Company's 2022 Total Emissions).

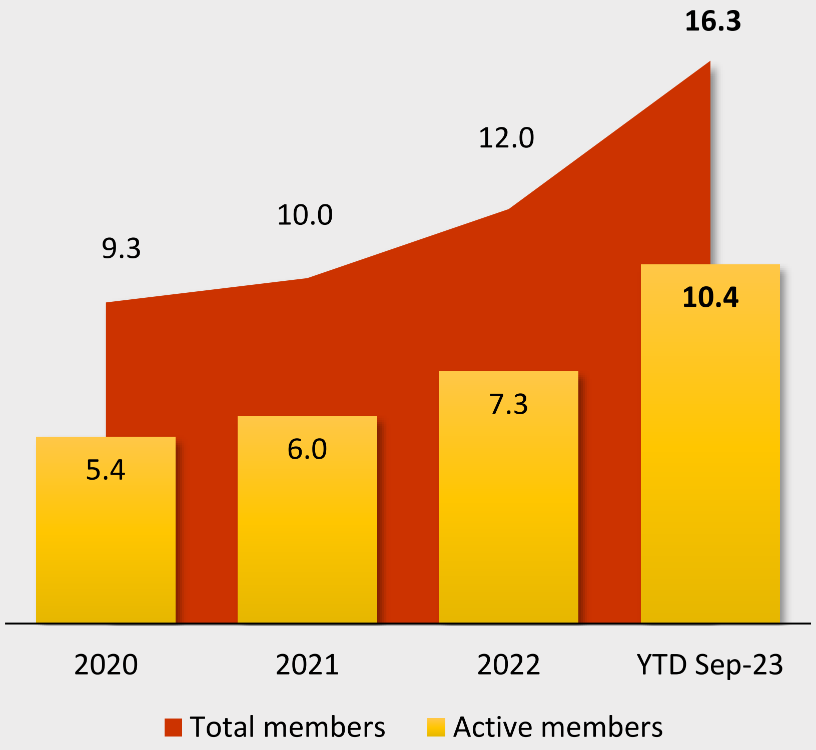
CSR

- Donation to natural disaster victims
- Free health service for the local communities
- Kampung Alfamart Sahabat Bumi: education to the communities about reducing plastic use, waste recycling, and tree planting

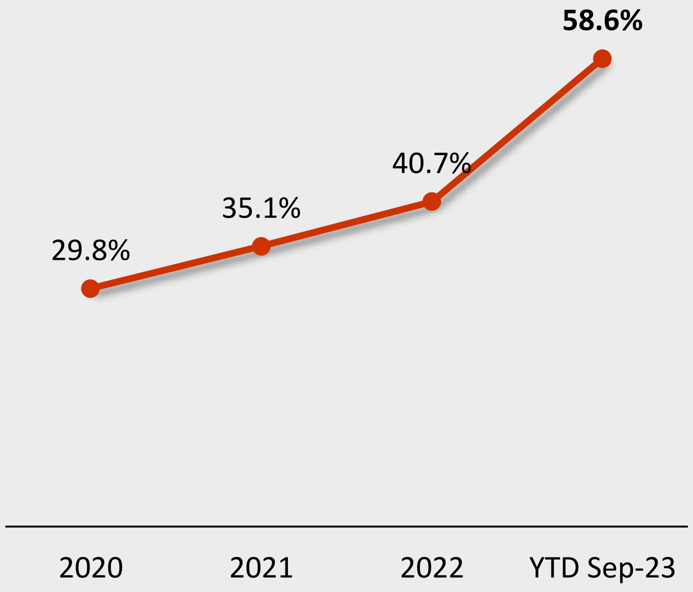
Customer Relationship Management (CRM)

- Total active members grew by ~90% compared to 2020 (from 5.4mn to 10.4mn); contributing to around 59% of the Company's Total Revenue.
- YTD Sep-23 online sales contributes to ~5% of Total Revenue (vs <1% in 2020).
- CRM as a vital component of the Company's strategy; to prioritize building and maintaining strong customer relationships, driving growth, and ensuring business sustainability.

Total Members (in mn)



Active Members' Contribution to Total Revenue (%)



Social Media Presence

	YTD Sep-22	YTD Sep-23
	341k	1.3mn
	3.2mn	3.5mn
	354k	361k
	19k	22k
	17.6mn	17.6mn
	1.9mn	2.1mn

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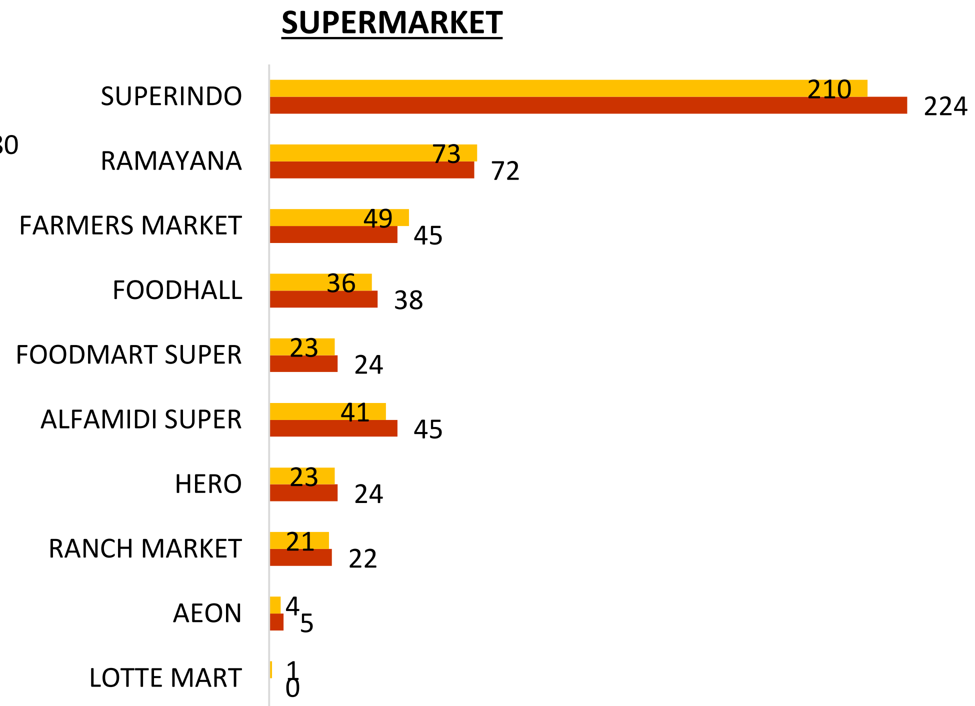
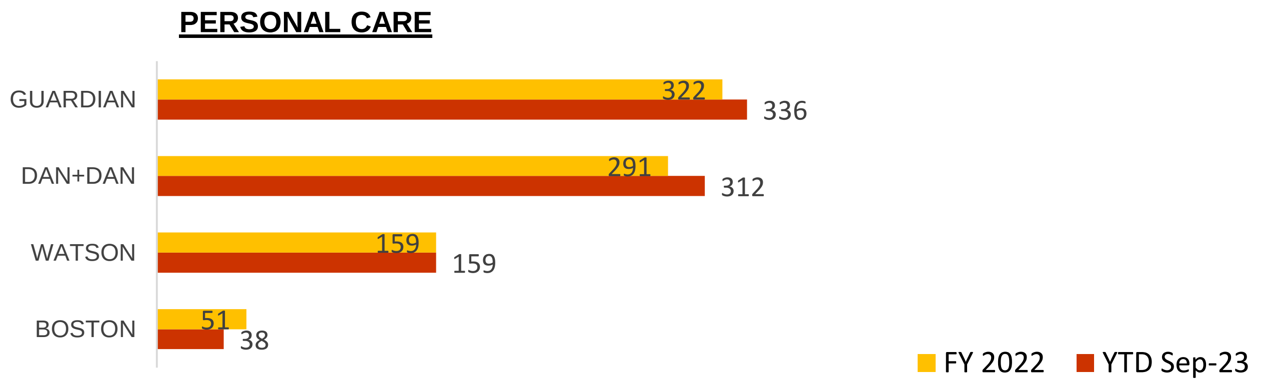
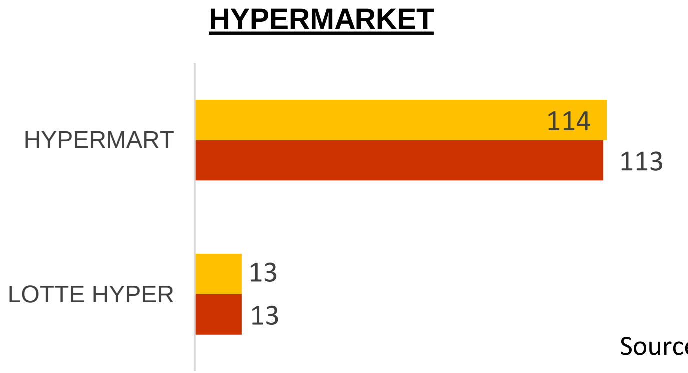
Industry Update

MT Stores in Indonesia







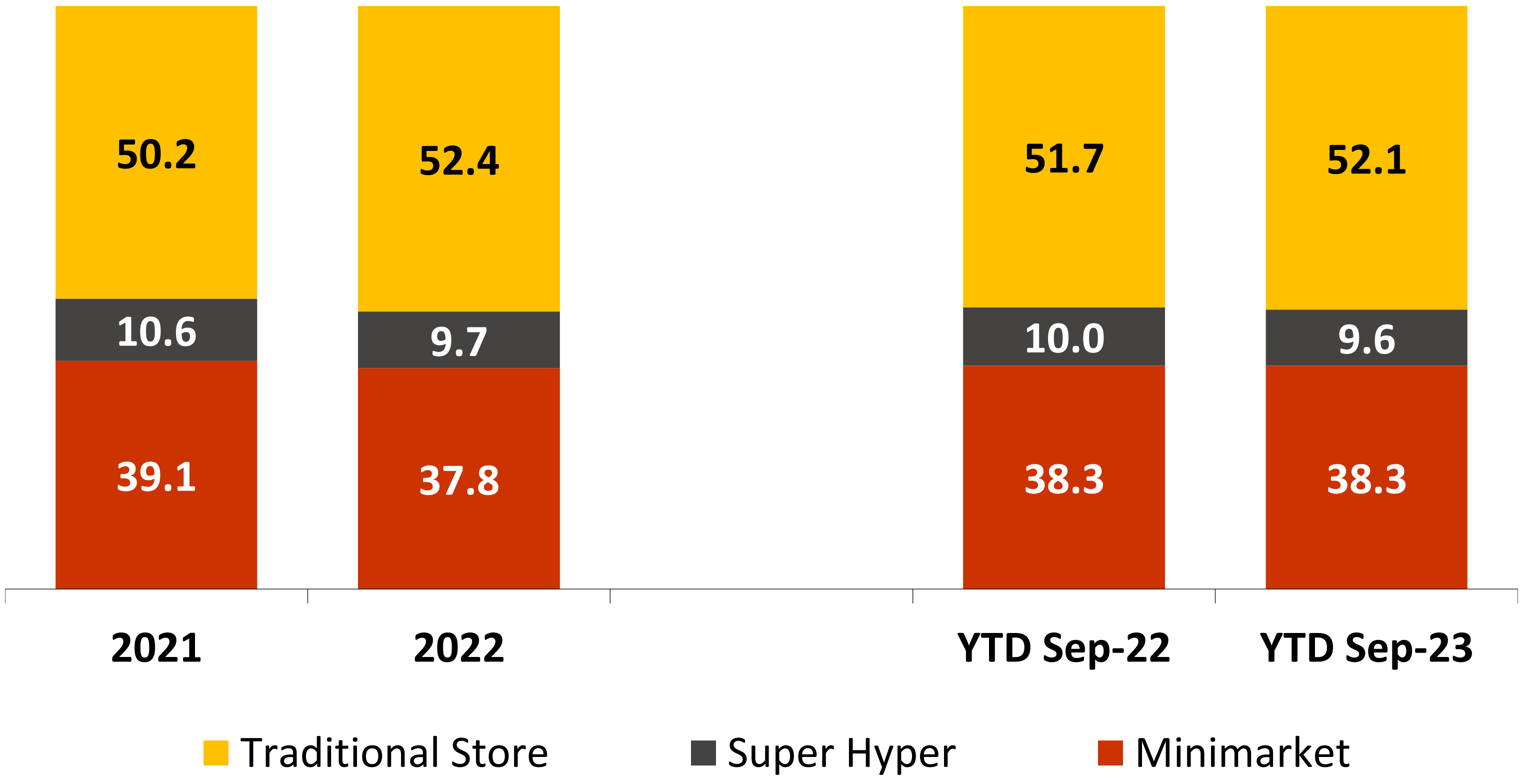
Source: Nielsen

Trade Channel Contribution

Indonesia Total Grocery | Total 68 Categories (excluding Cigarettes)

YTD Sep-22 vs YTD Sep-23

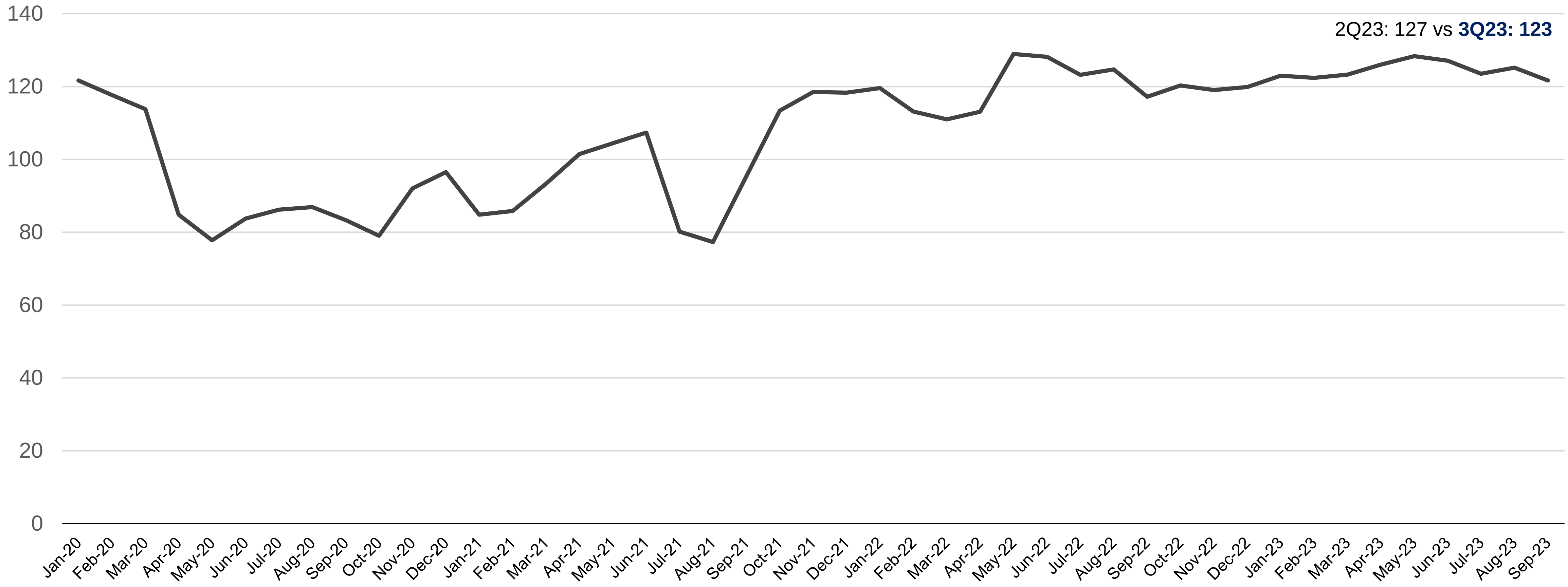
Minimarket remains stable, while Super Hyper loses share to Traditional Store.



Source: Nielsen

Indonesia Consumer Confidence Index

Consumer sentiment in Q3 2023 seemed to decline to 123 from 127 in Q2.



Source: Bank Indonesia

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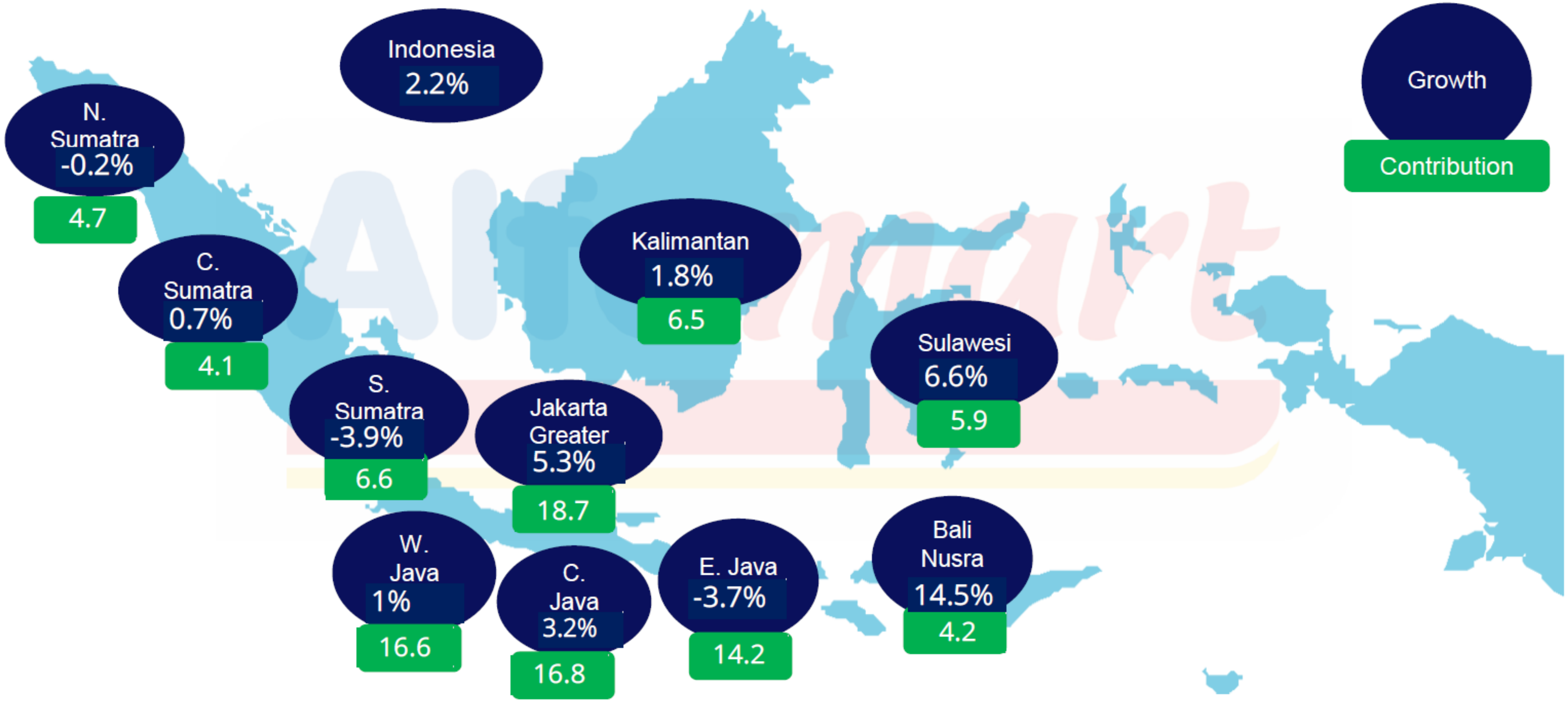
Indonesia Groceries Growth by Region

- Bali Nusra leads with double digit growth 14.5%
- Followed by Sulawesi 6.6% and Greater Jakarta 5.3%
- Java still contributes the highest 66.5% of total Indonesia

Indonesia Total Grocery | Total 68 Categories | YTD Sep-22 vs YTD Sep-23



Source: Nielsen

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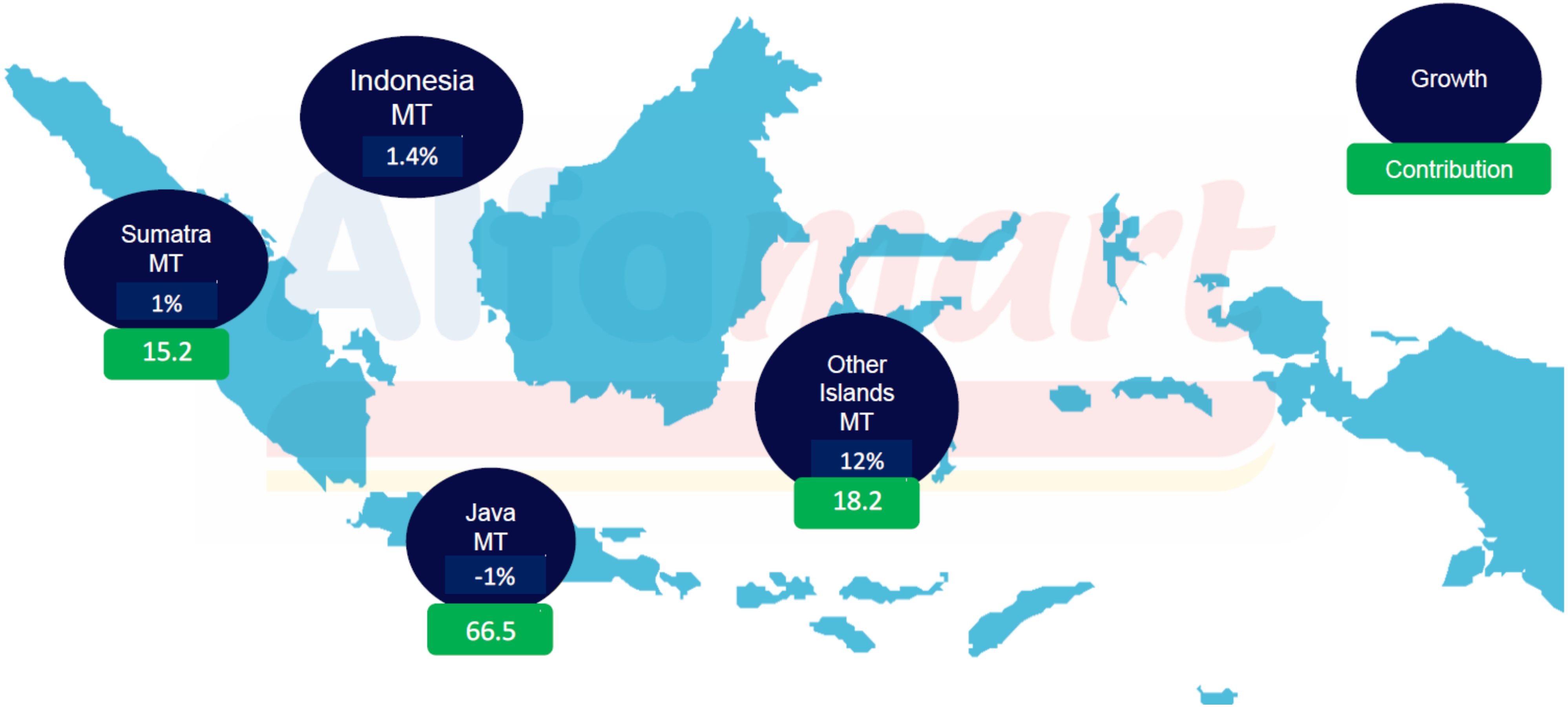
Modern Trade Growth by Region

- Indonesian Modern Trade growth was driven by Other Islands MT
- Java leads the highest contribution of 66.5%

Indonesia Total Grocery | Total 68 Categories | YTD Sep-22 vs YTD Sep-23



Source: Nielsen

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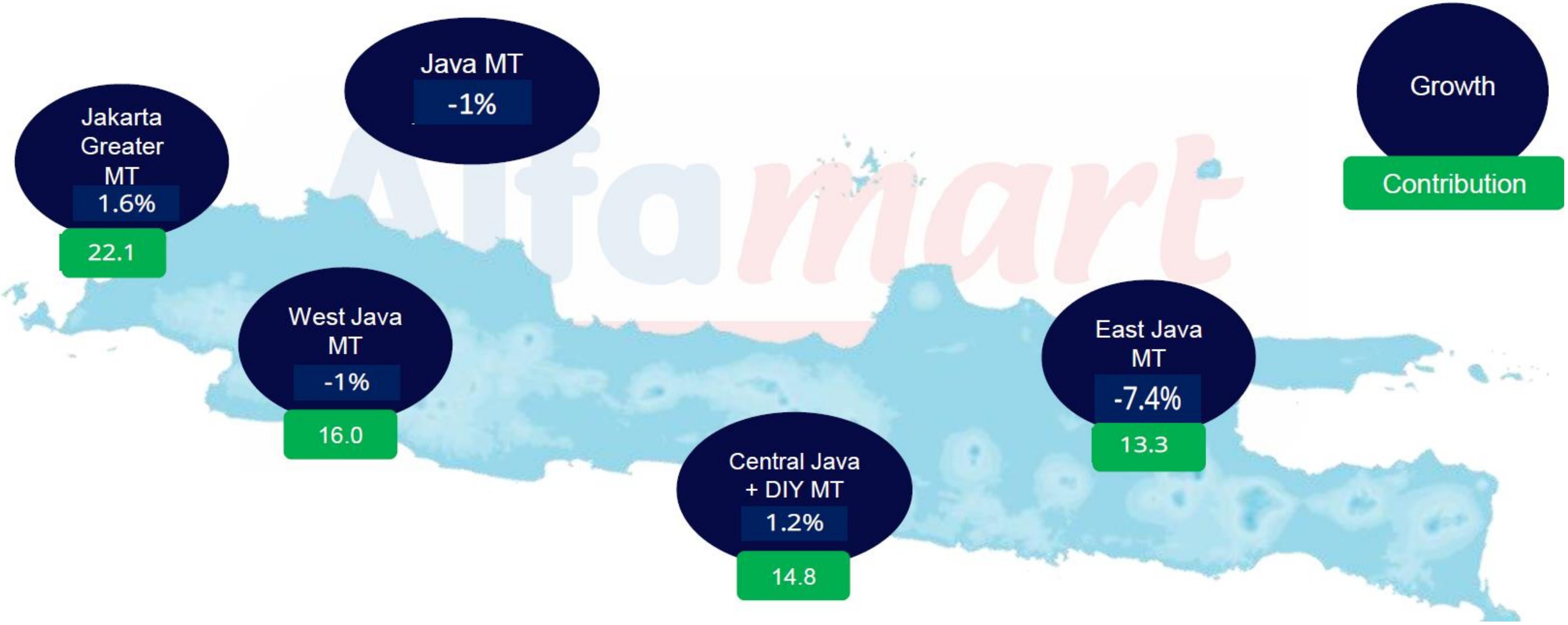
Java MT Growth by Region

- Java's performance dragged down by West and East Java
- Biggest contribution comes from Greater Jakarta 22.1%

Indonesia Total Grocery | Total 68 Categories | YTD Sep-22 vs YTD Sep-23



Source: Nielsen

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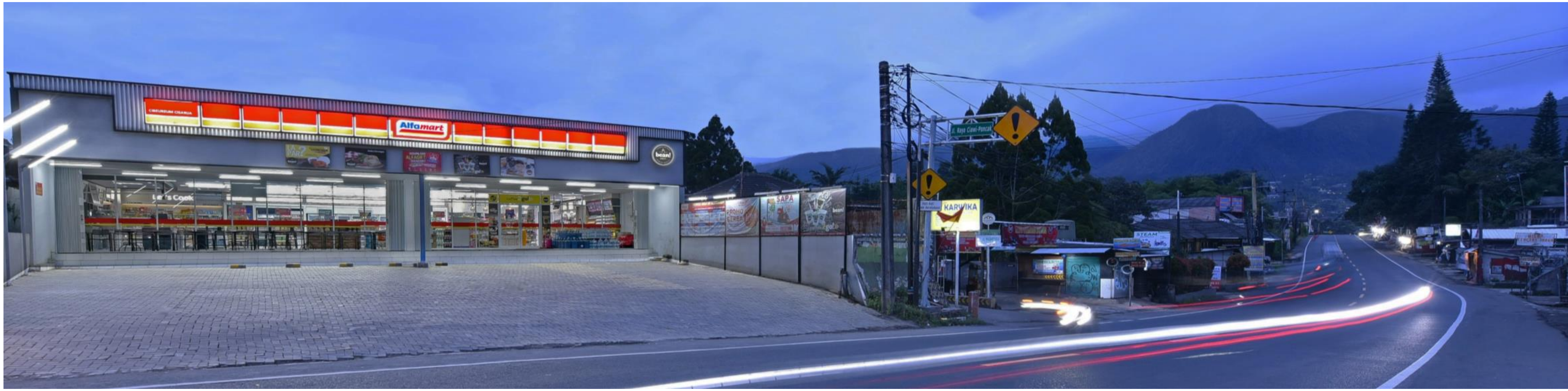

Network & Distribution

Distribution Centers

Warehouses & Stores

- As of September 2023, we managed 45 warehouses (Alfamart, Alfamidi, & Dan+Dan), 12 Depos, 17 Store hubs scattered throughout Indonesia.

- 21,828 stores scattered across Indonesia.
  (27.3% Greater Jakarta; 40.2% Java; 32.5% 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
- Yogyakarta 1 & 2[a]
- Madiun
- *Tegal (U/C)*

Outer Islands

- Ambon[a]
- Bali
- Banjarmasin
- Batam
- Jambi
- Kendari[a]
- Kotabumi
- Lampung
- Lombok
- 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

12 Depos

- Sumbawa (NTB)
- Gorontalo
- Bitung
- Yogyakarta
- Bandung
- Bengkulu
- Balaraja
- Lhokseumawe
- Pangkal Pinang
- Pematang Siantar
- Brebek 1 & 2

17 Store Hubs

11 NTT + 2 Bintan + 1 West Papua + 2 Bangka Belitung + 1 East Kalimantan

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

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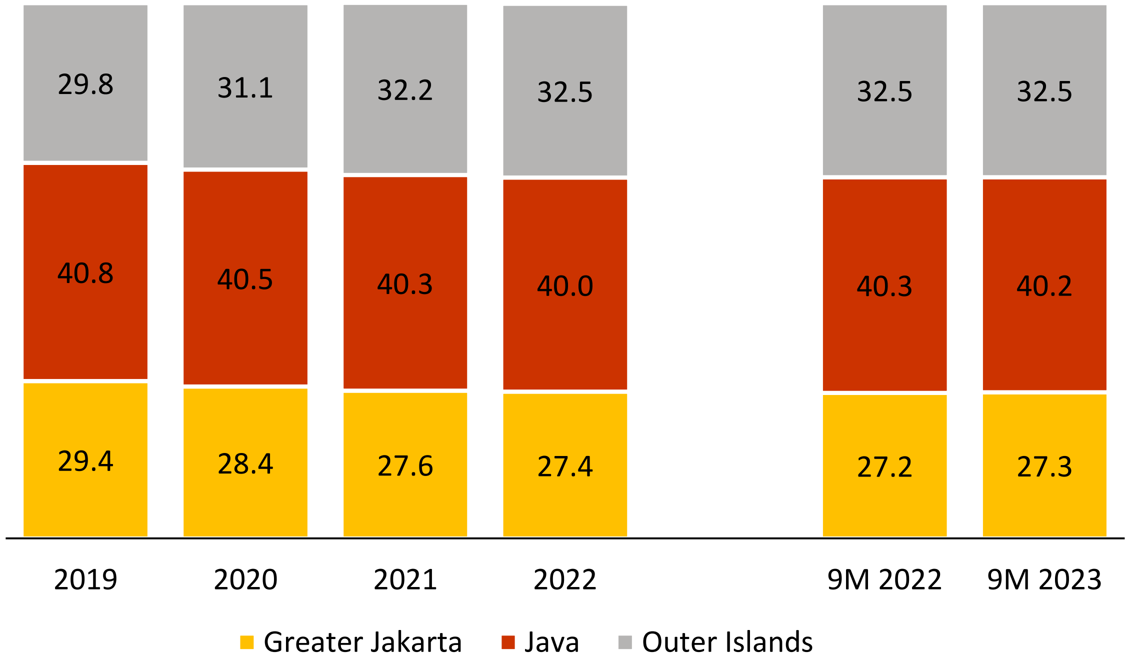
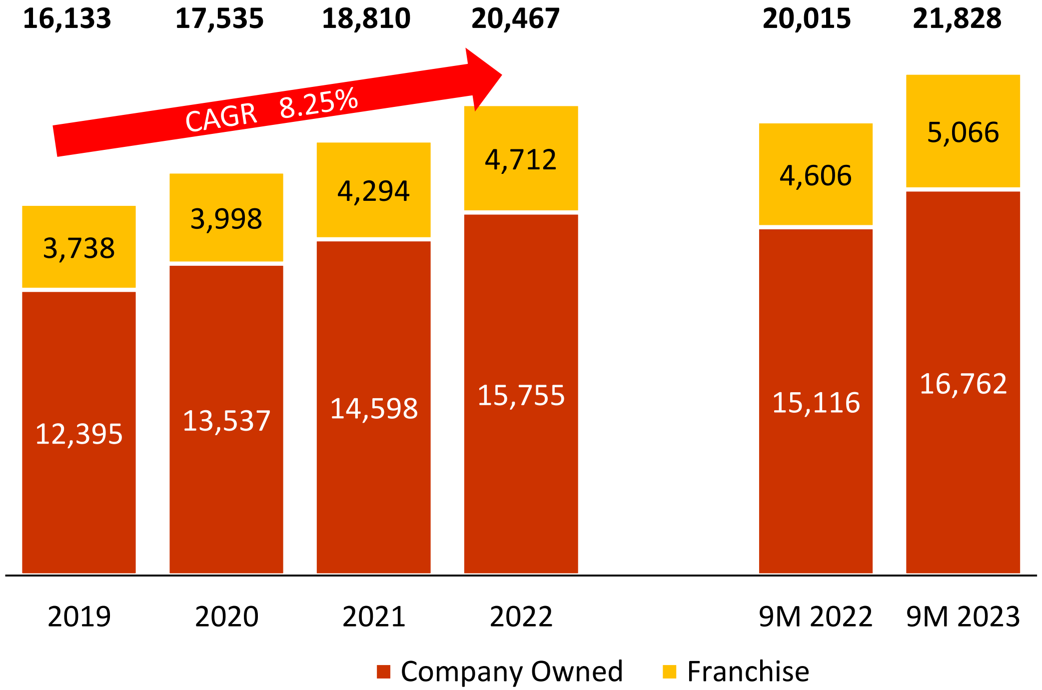
Stores

Store Geographic Breakdown (%)



Company Owned & Franchise Stores



- Total of 21,828 stores, with more than 67% of stores still located within Java Island.
- Continuing shift of new store opening / store presence from Greater Jakarta to Outer Islands

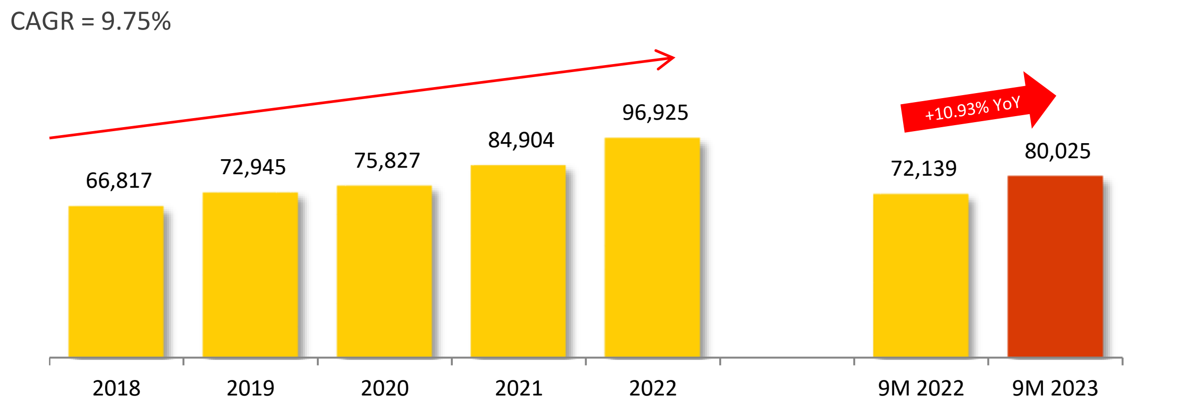
*Above are the consolidated numbers of Alfamart, Alfamidi, Lawson, and Dan+Dan stores

Financial Highlights

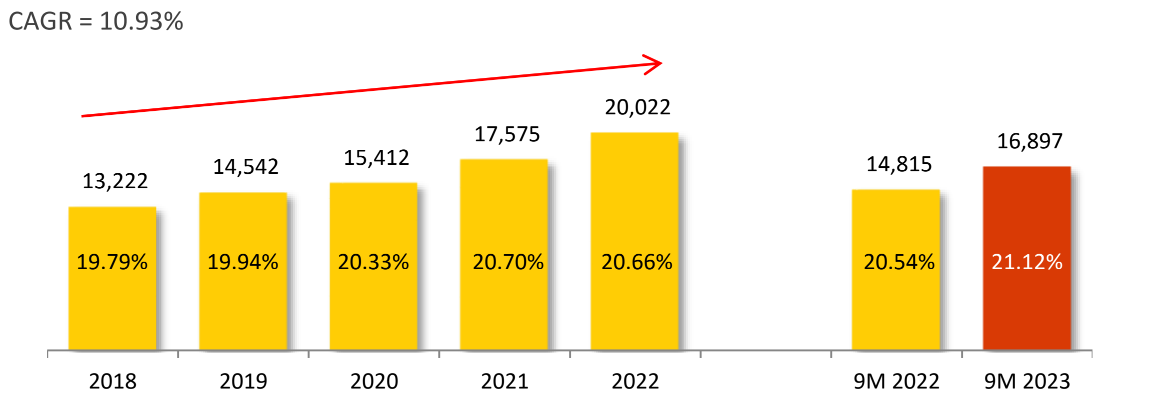
Consolidated Income Statement – YTD Sep-23 *(Unaudited)*

Alfamart

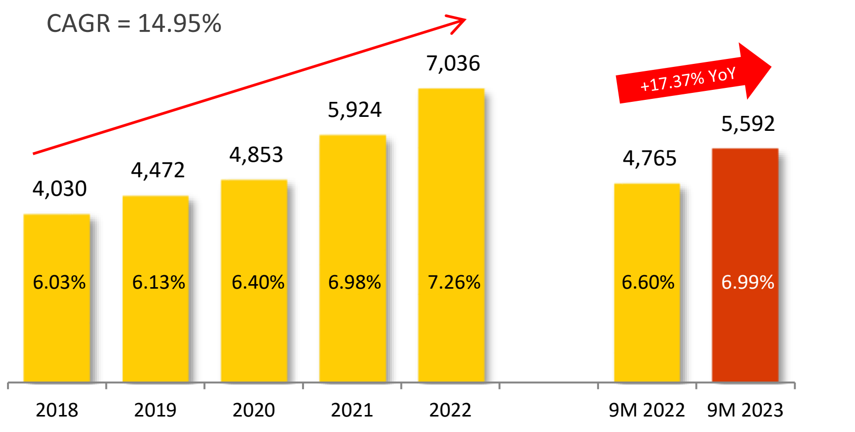
REVENUE



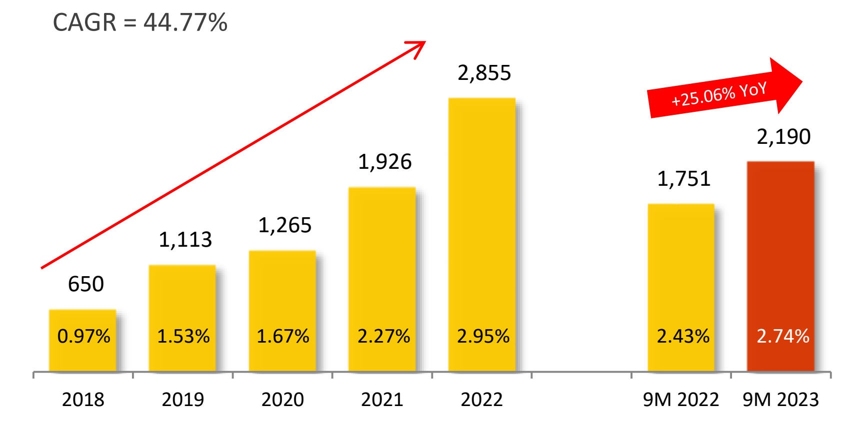
GROSS PROFIT (IDR bn / %)



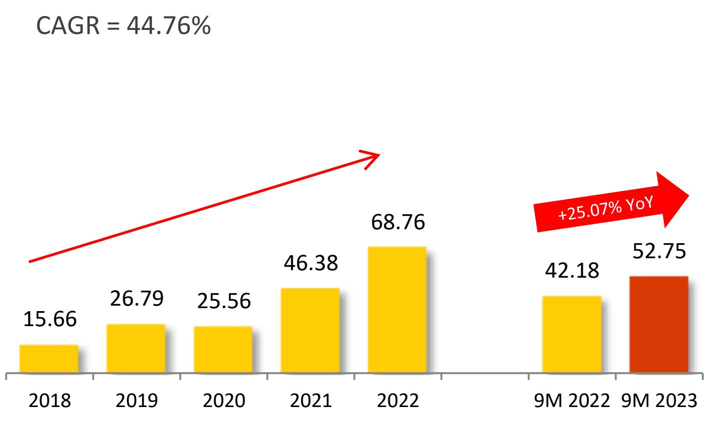
EBITDA (IDR bn / %)



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

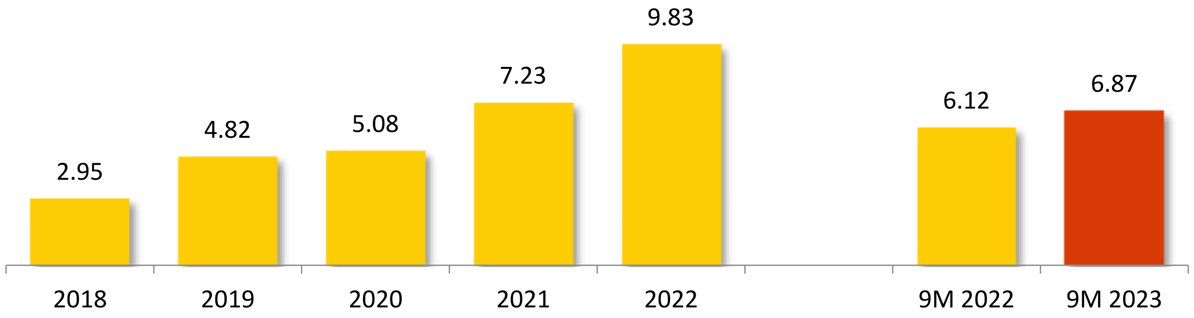


EARNINGS PER SHARE

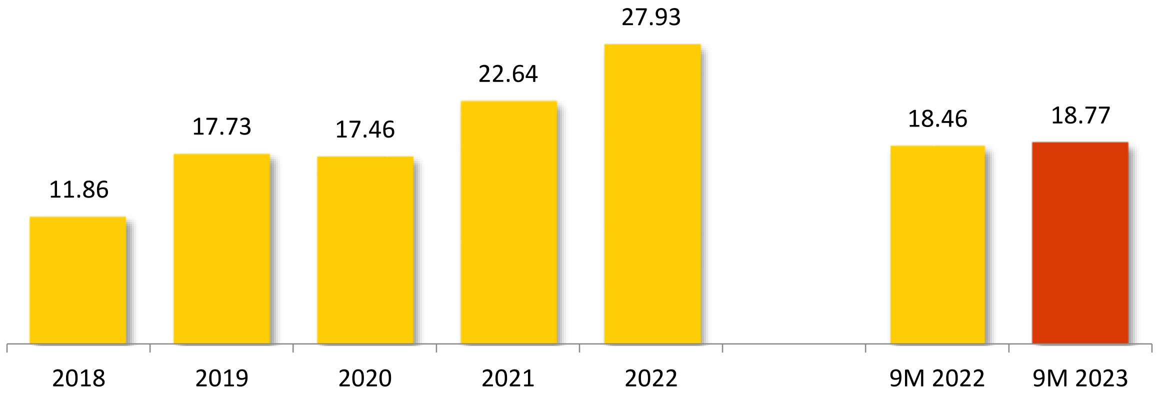


Return & Leverage YTD Sep-23 (*Unaudited*)

ROAA (%)

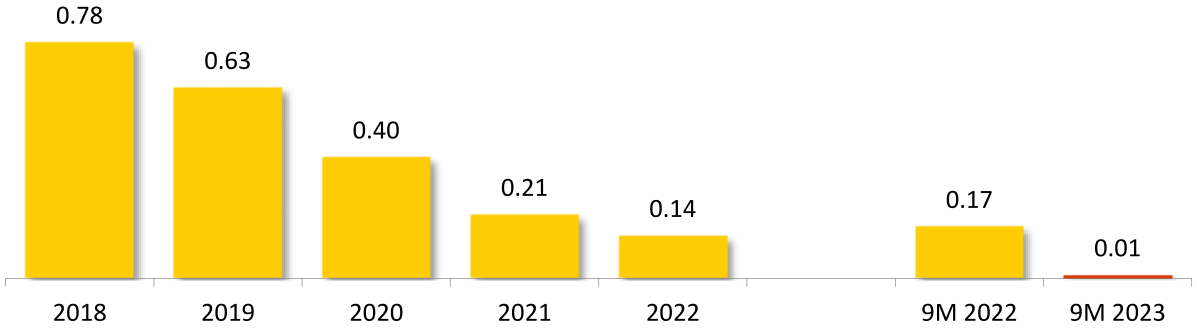


ROAE (%)

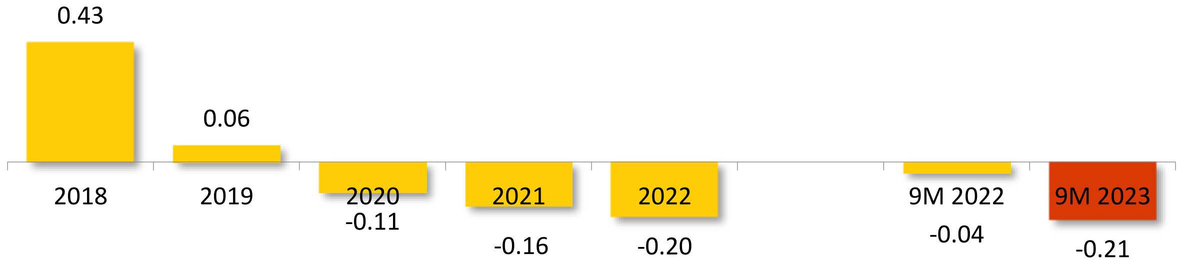


*Equity Attributable to Owners of the Parent Company

DER (Gross Debt to Equity)



Net Gearing Ratio (x)



Alfamart

Thank You

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