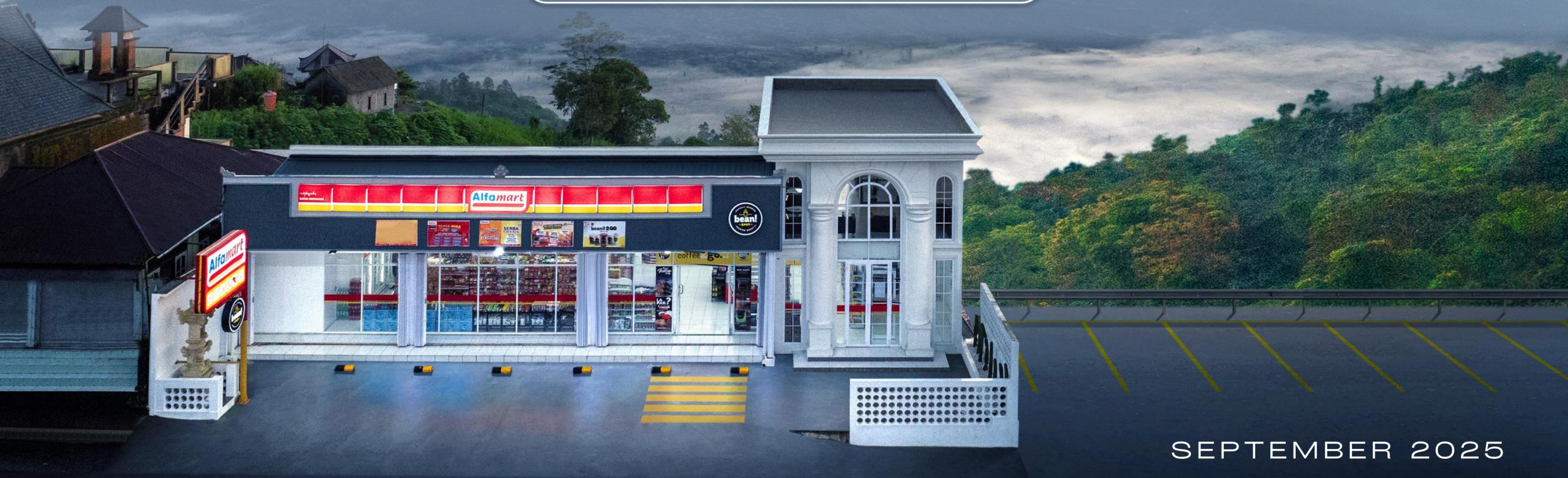


MANAGEMENT PRESENTATION

PT SUMBER ALFARIA TRIJAYA TBK.



SEPTEMBER 2025

A photograph of a modern interior space. On the left, there is a black leather armchair. In the center, a large arched window looks out onto a landscape with mountains under a blue sky. Three black chairs are positioned in front of the window. Two green pendant lights hang from the ceiling. The floor is light-colored and polished.

CONTENTS

- Macro & Industry Overview
- Business Performance
- Network & Distribution
- Sustainability

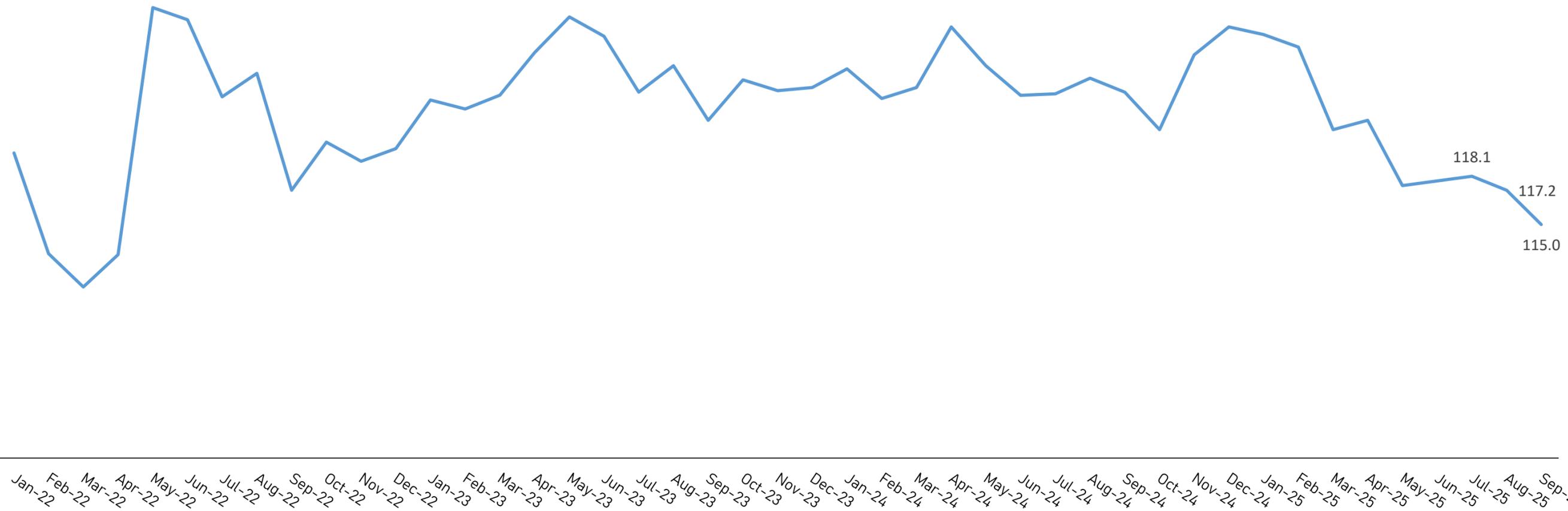
MACRO & INDUSTRY OVERVIEW



INDEX

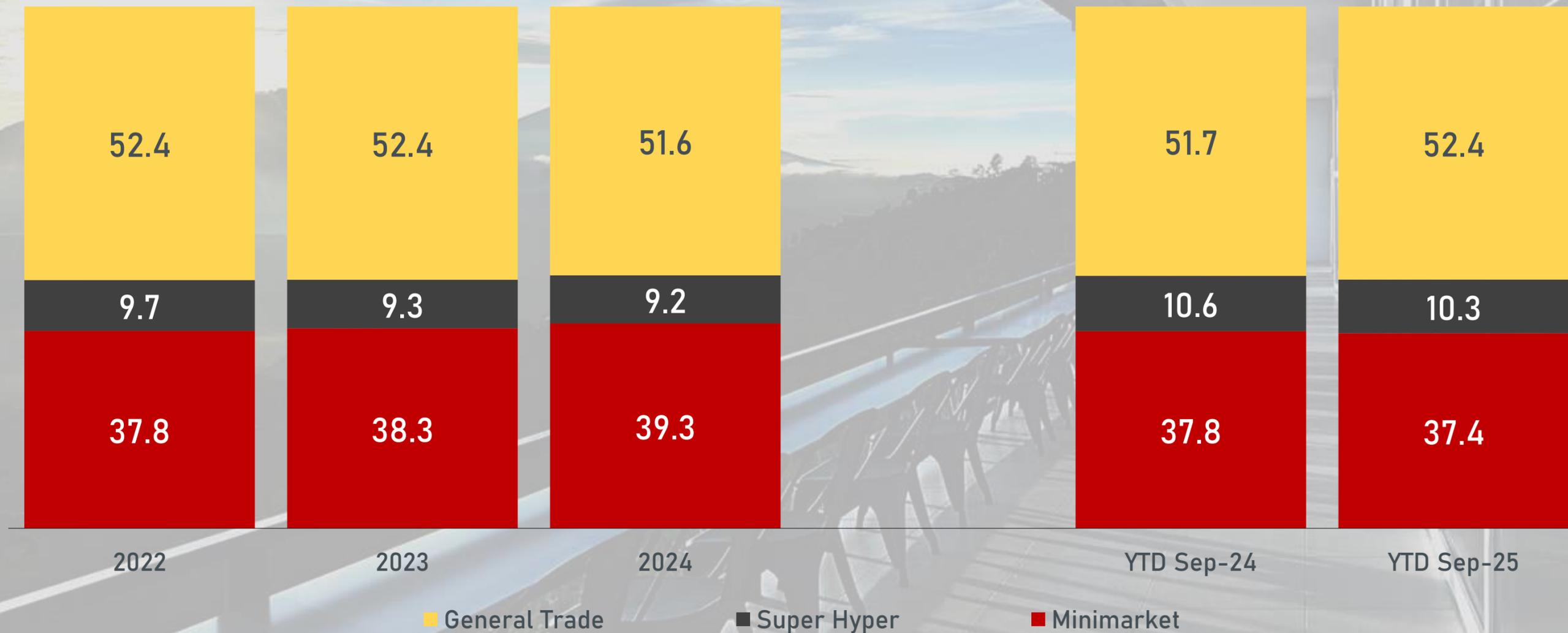
CONSUMER CONFIDENCE

Despite a slight rise in confidence to 118.1 in July 2025, Consumption Confidence remains soft, reaching its lowest in September.



Source: Bank Indonesia

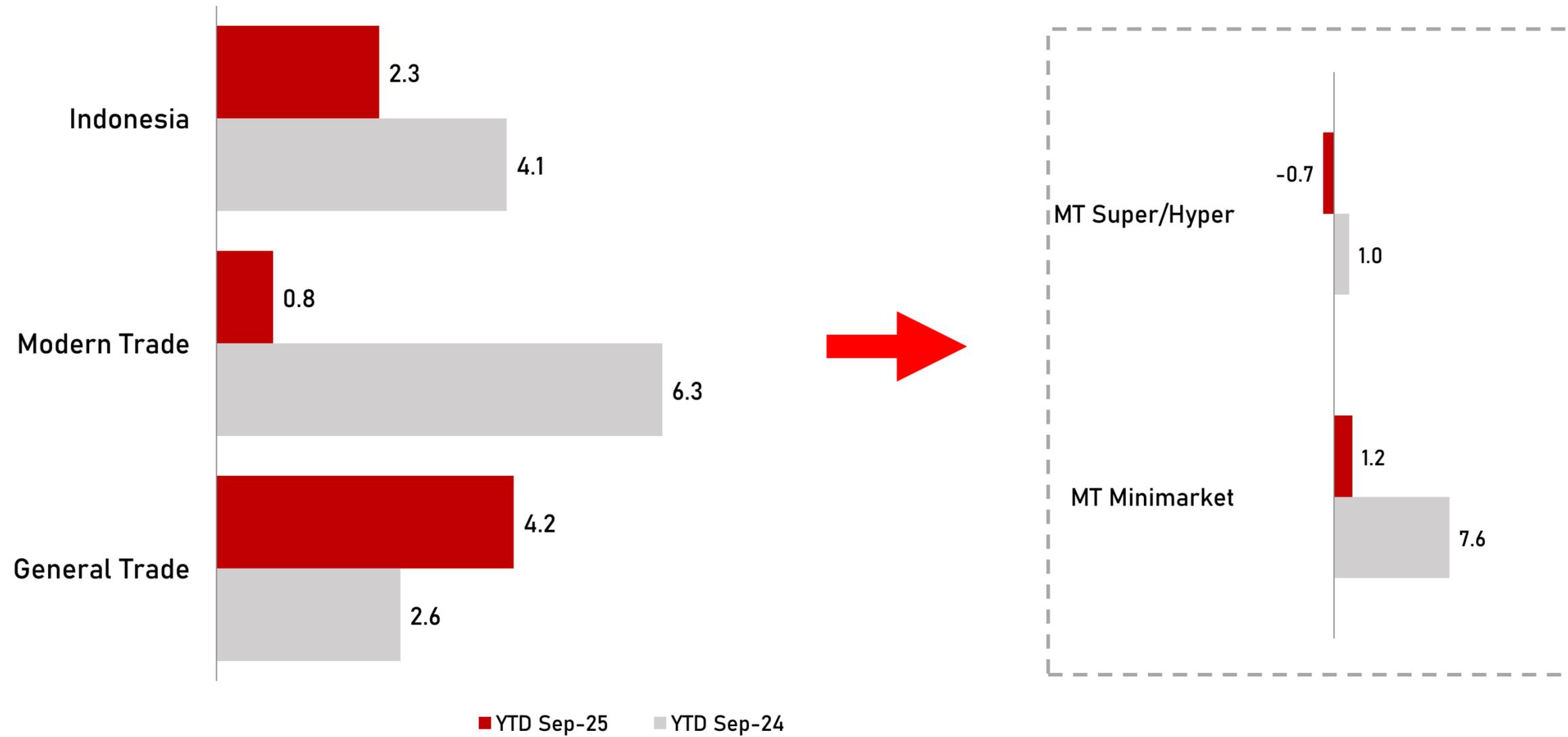
TRADE CHANNEL CONTRIBUTION



Source: NielsenIQ

INDONESIA

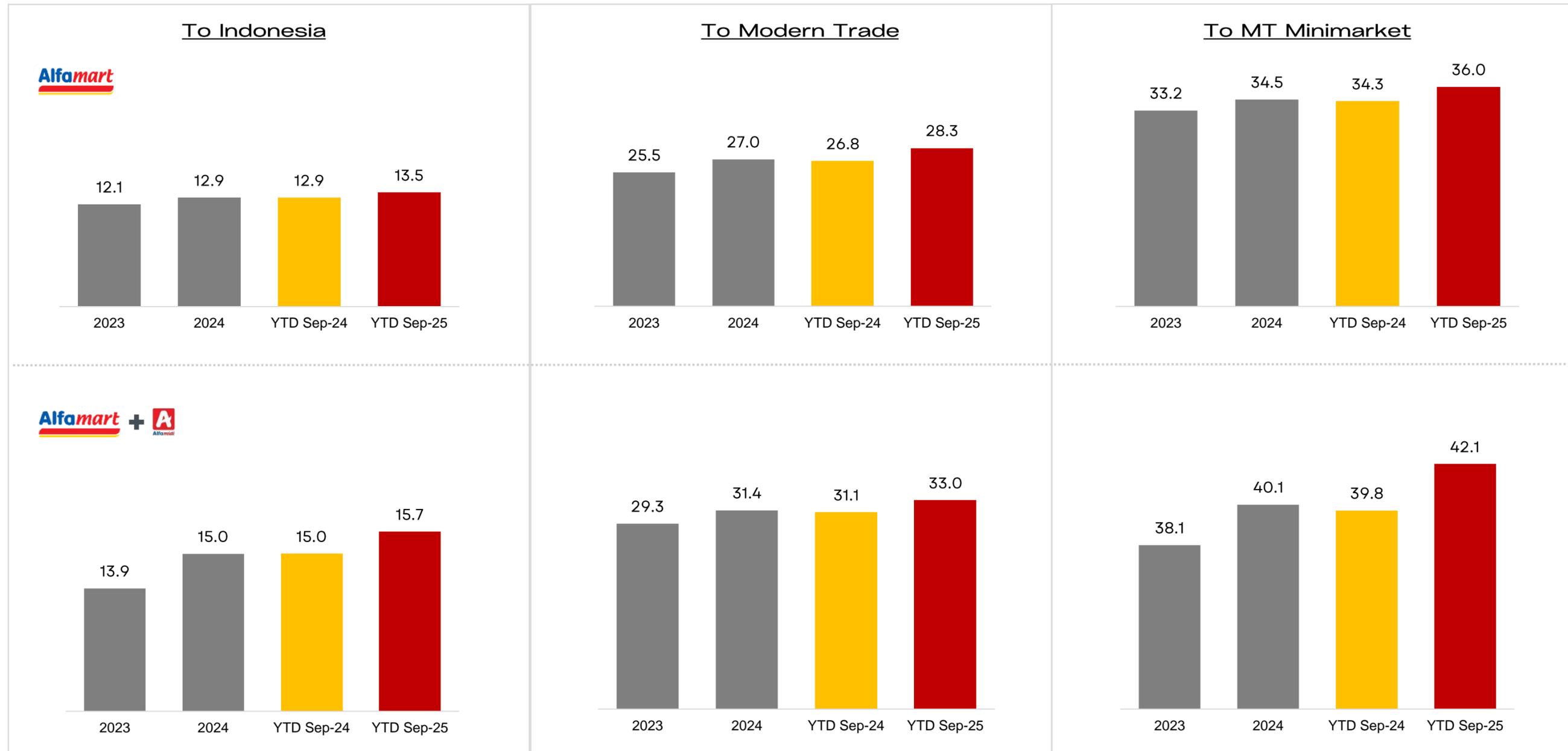
TOTAL GROCERIES GROWTH



Source: NielsenIQ

TREND

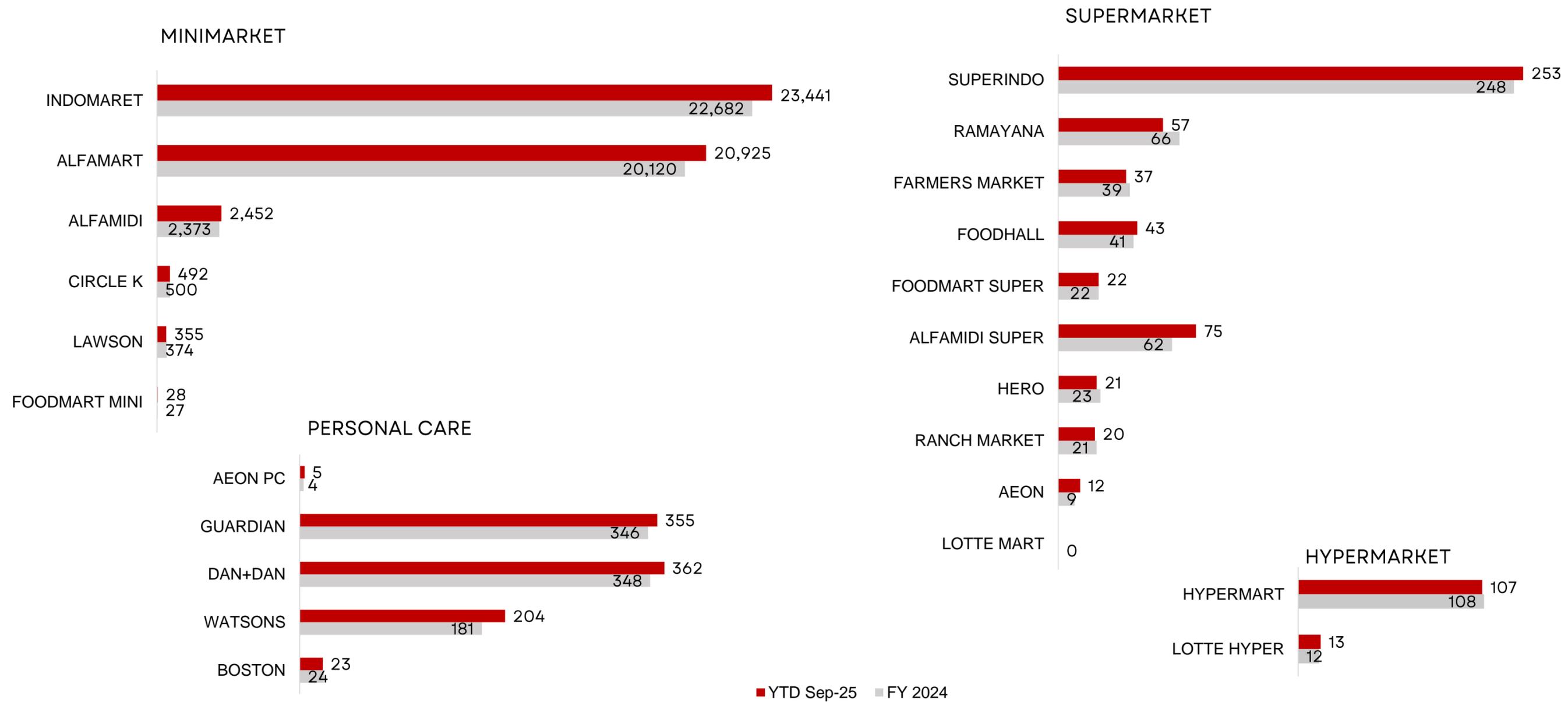
MARKET SHARE



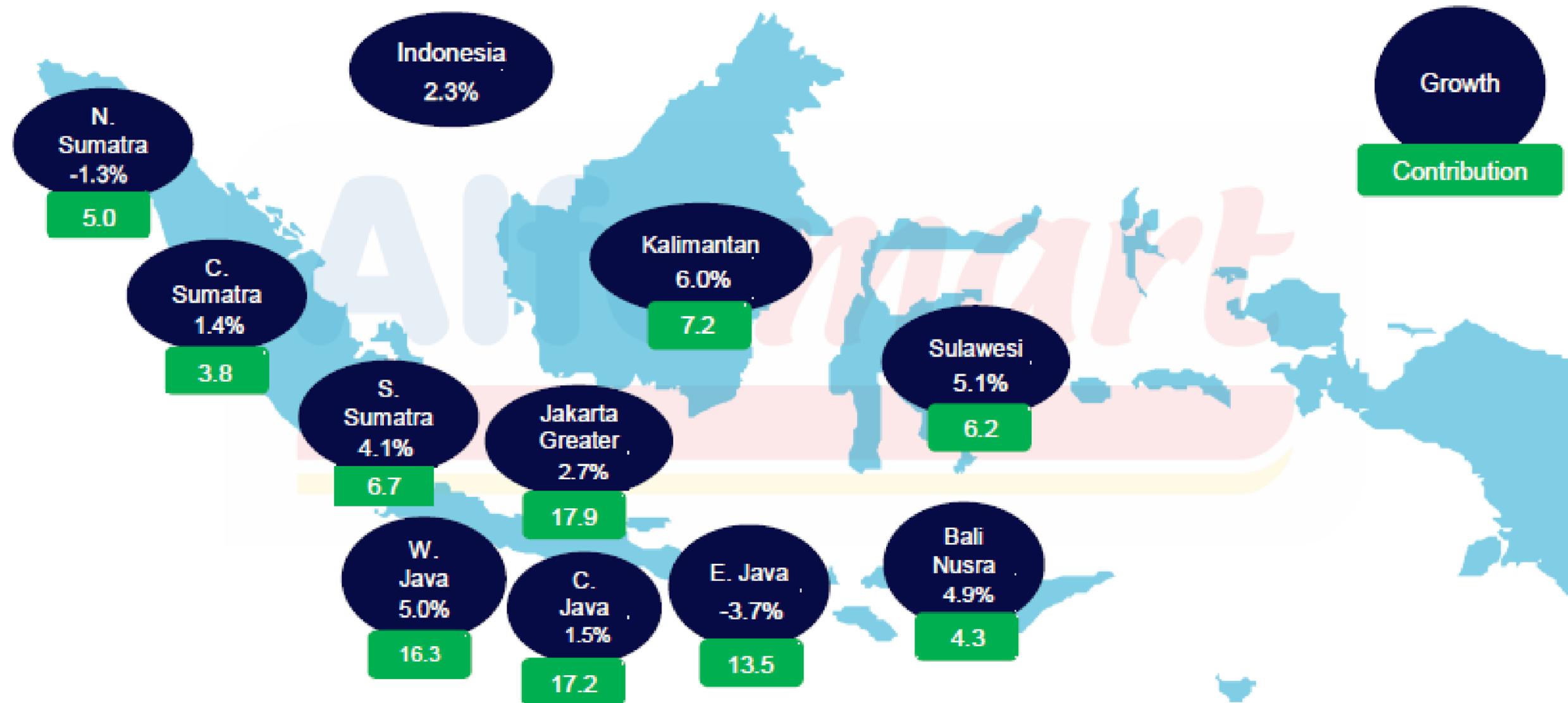
Source: NielsenIQ

INDONESIA

MT STORES



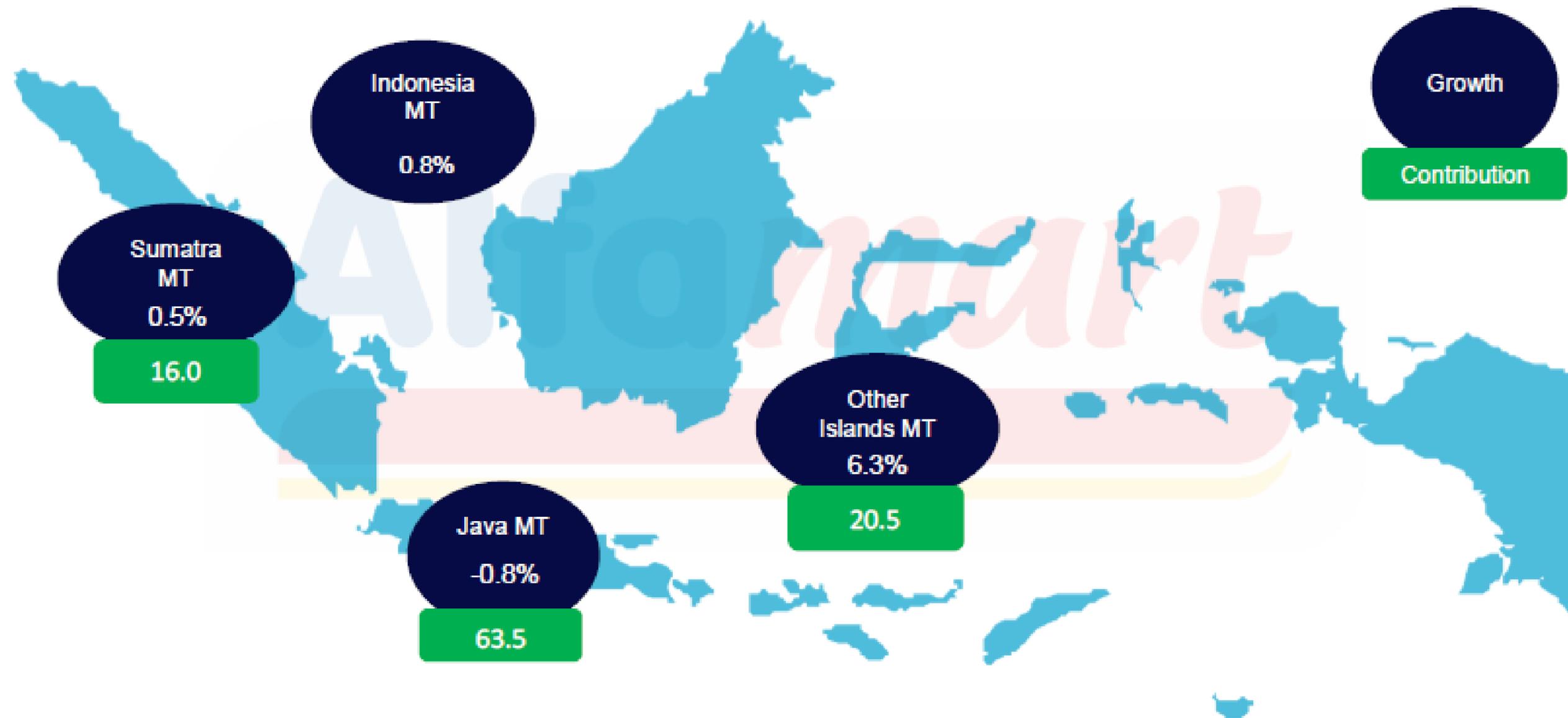
INDONESIA GROCERIES GROWTH



Growth in Outer Islands continues to outpace Java, with the strongest momentum coming from Kalimantan and Sulawesi.

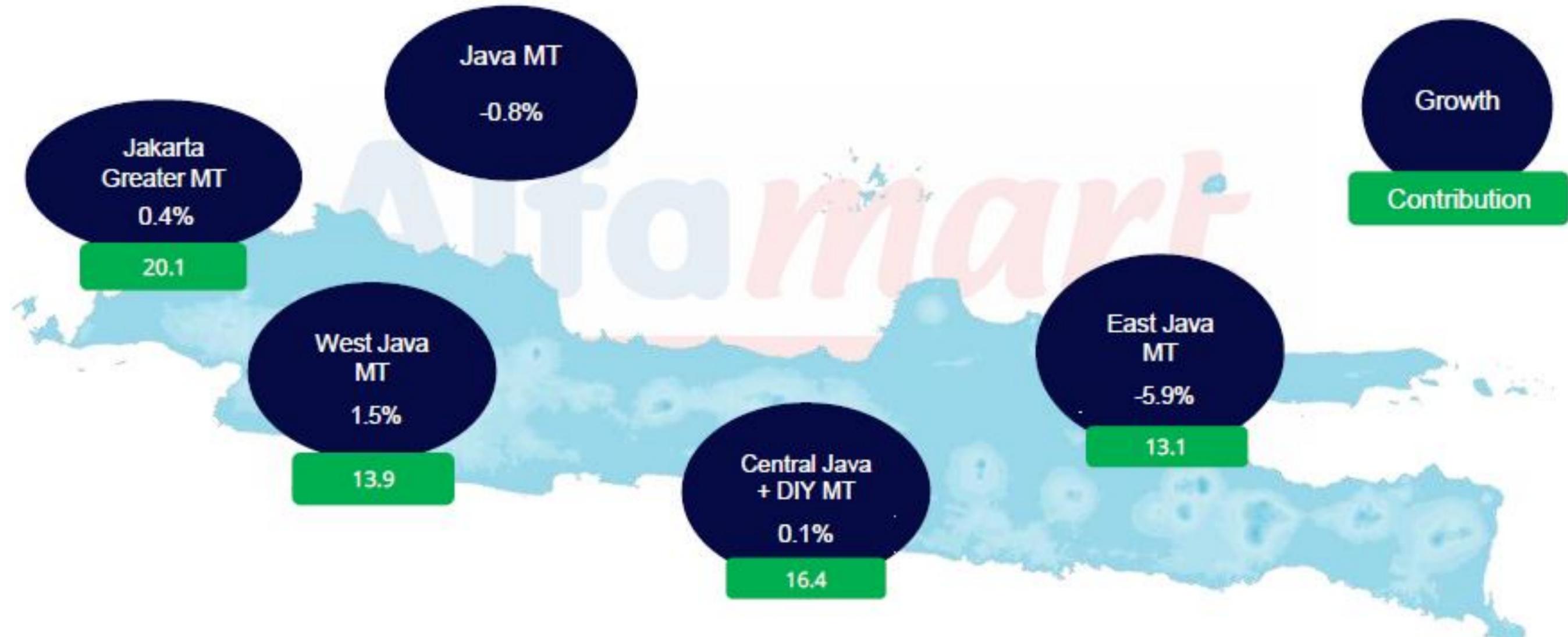
Source: NielsenIQ

BY REGION MT GROWTH



Modern Trade growth driven by Other Islands, while other regions show flat to slight decline.

JAVA MT GROWTH



MT performance in Java remains muted, with varied trends across regions.

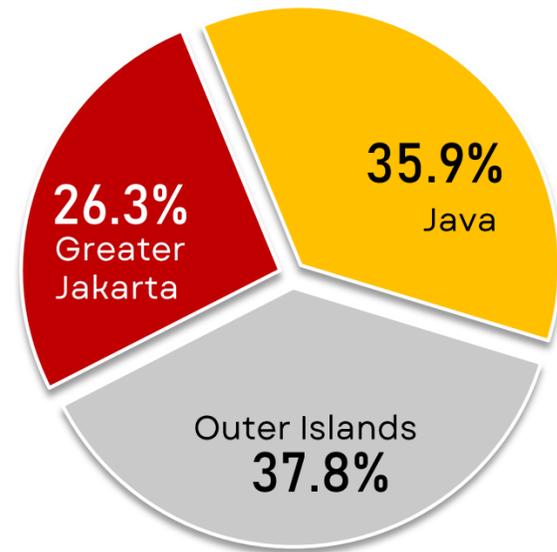
Source: NielsenIQ

BUSINESS **PERFORMANCE**

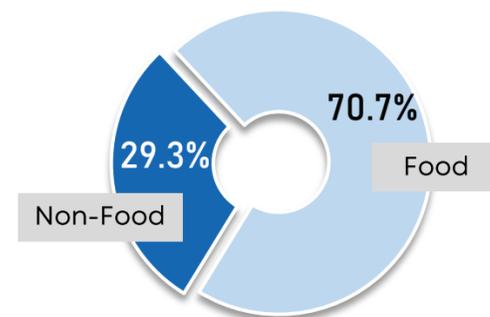
FINANCIAL HIGHLIGHTS

YTD SEP-25

Revenue by Region



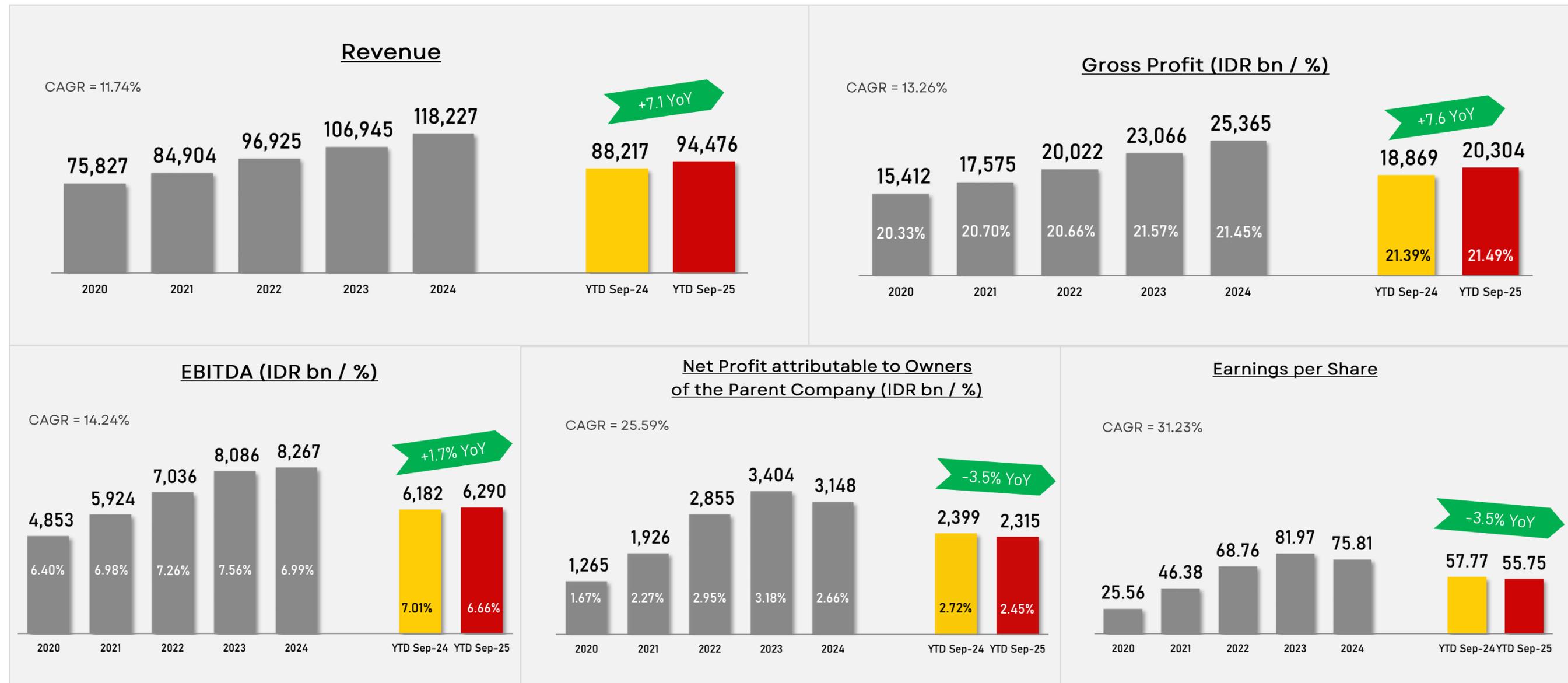
Revenue by Type



	3Q24	3Q25	Growth (YoY)	9M24	9M25	Growth (YoY)
Revenue	28,998	30,663	5.7%	88,217	94,476	7.1%
Gross Profit <i>GP Margin</i>	6,095 21.02%	6,318 20.61%	3.7%	18,869 21.39%	20,304 21.49%	7.6%
Operating Income <i>Op. Income Margin</i>	788 2.72%	592 1.93%	-24.8%	3,105 3.52%	2,958 3.13%	-4.7%
Net Profit Att. <i>NP Margin</i>	605 2.08%	431 1.41%	-28.7%	2,399 2.72%	2,315 2.45%	-3.5%
EBITDA <i>EBITDA Margin</i>	1,841 6.35%	1,725 5.63%	-6.3%	6,182 7.01%	6,290 6.66%	1.7%

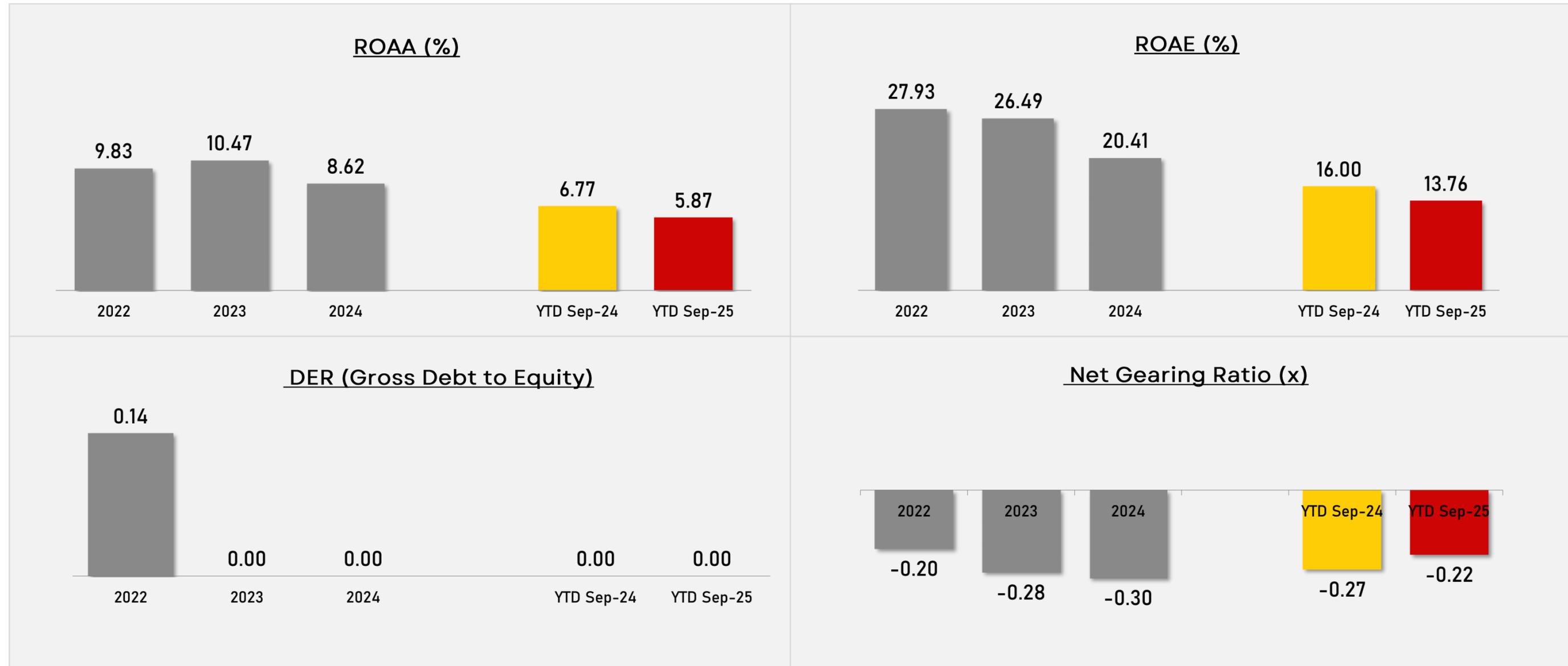
INCOME STATEMENT

YTD SEP-25



RATIOS

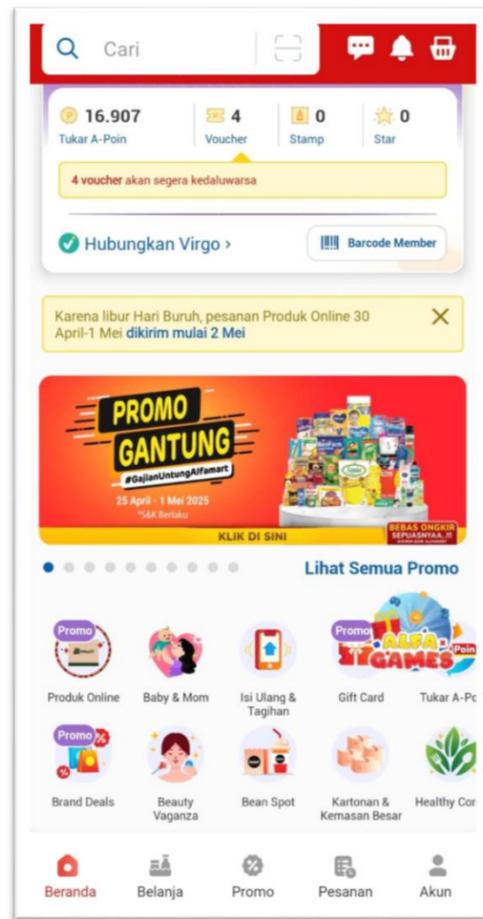
YTD SEP-25



ONLINE SALES YTD SEP-25

- YTD Sep-25, Online Sales accounted for ~8% of total Revenue, grew by ~32% YoY.
- Appointed ~3,000 stores as delivery points.
- Customers spend more than twice as much per transaction online compared to offline.
- Alfagift serves as a central pillar of our omnichannel strategy, complementing and extending the reach of our offline stores.

Customer shops from Alfagift



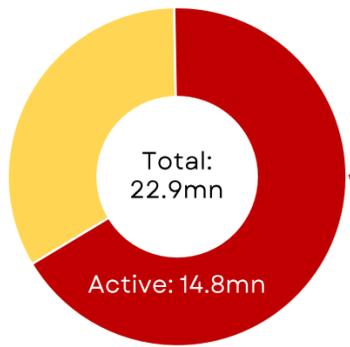
Delivery ~30 mins-1 hour



Receive package



Members



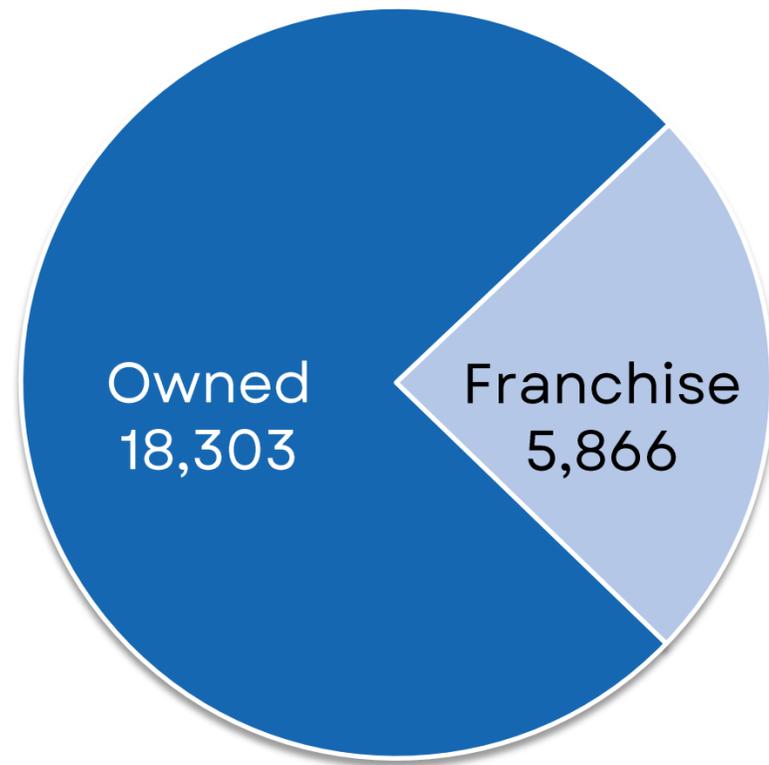
- ❑ Active members grew by 17% YoY
- ❑ Generated 57% of total Revenue



OPERATIONAL NETWORK



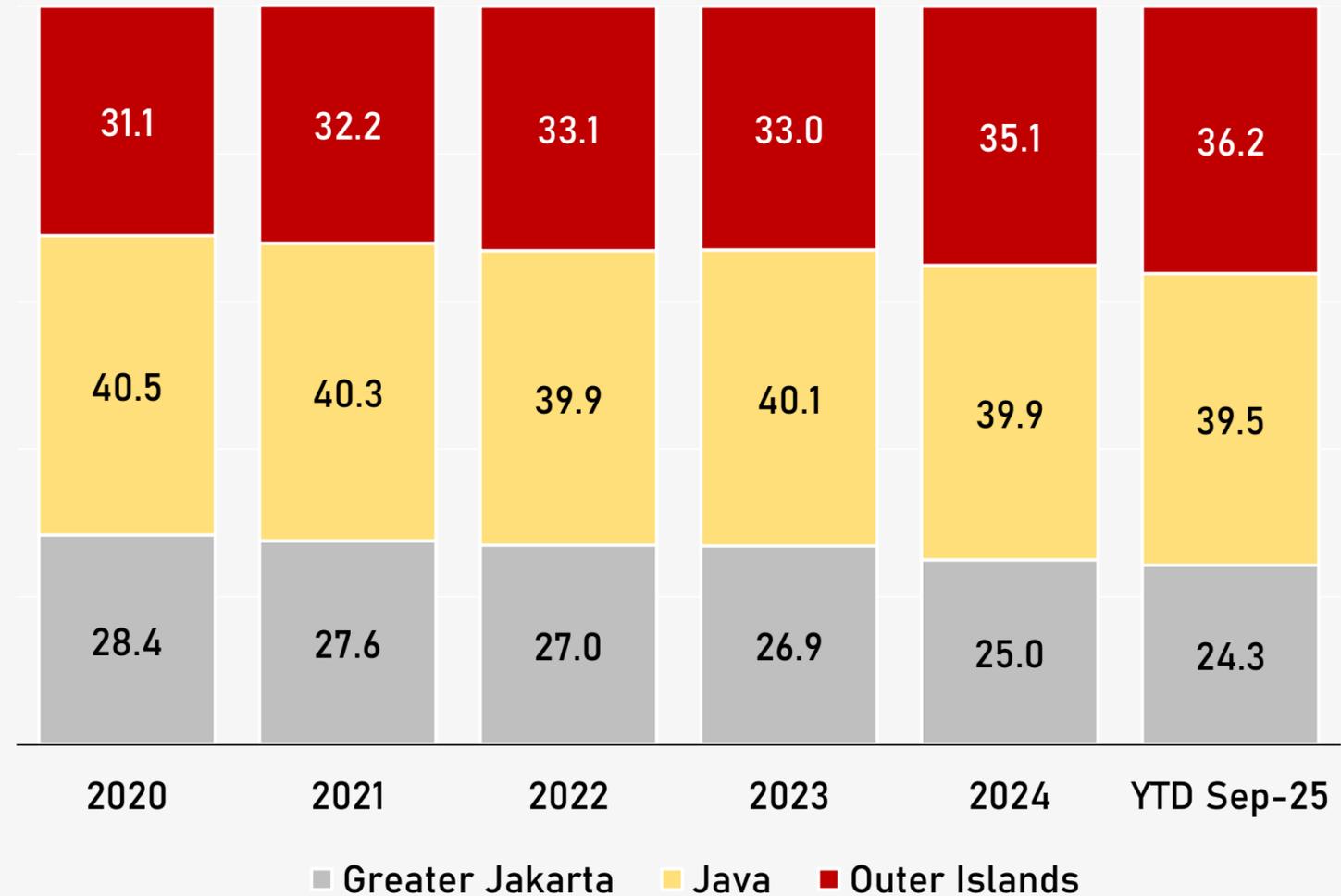
STORES NETWORK



YTD Sep-25

- Total stores: 24,169
- Net addition: 892

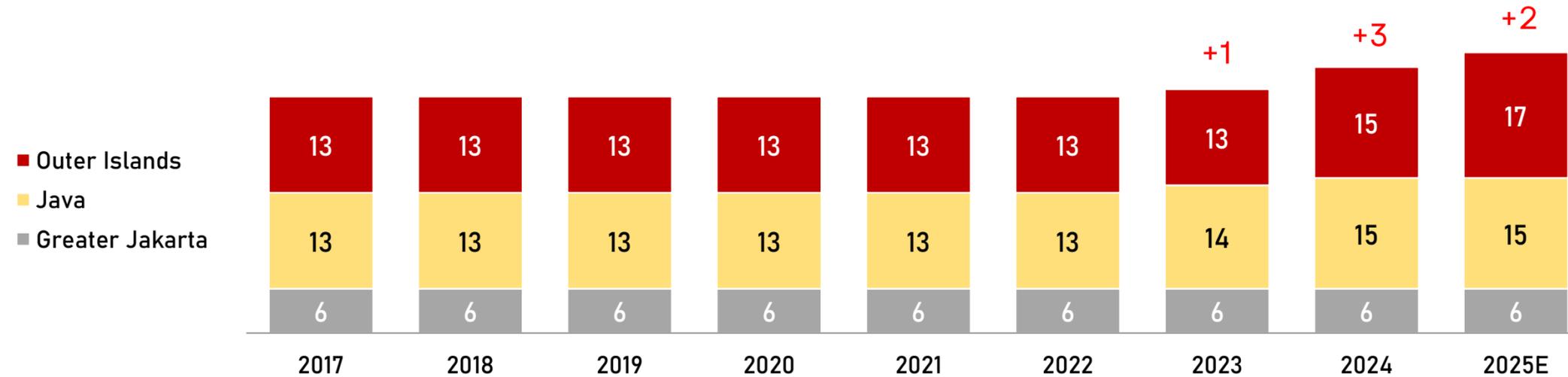
Store Geographical Breakdown (%)



Leveraging Outer Islands' growth potential as a key driver for future expansion.

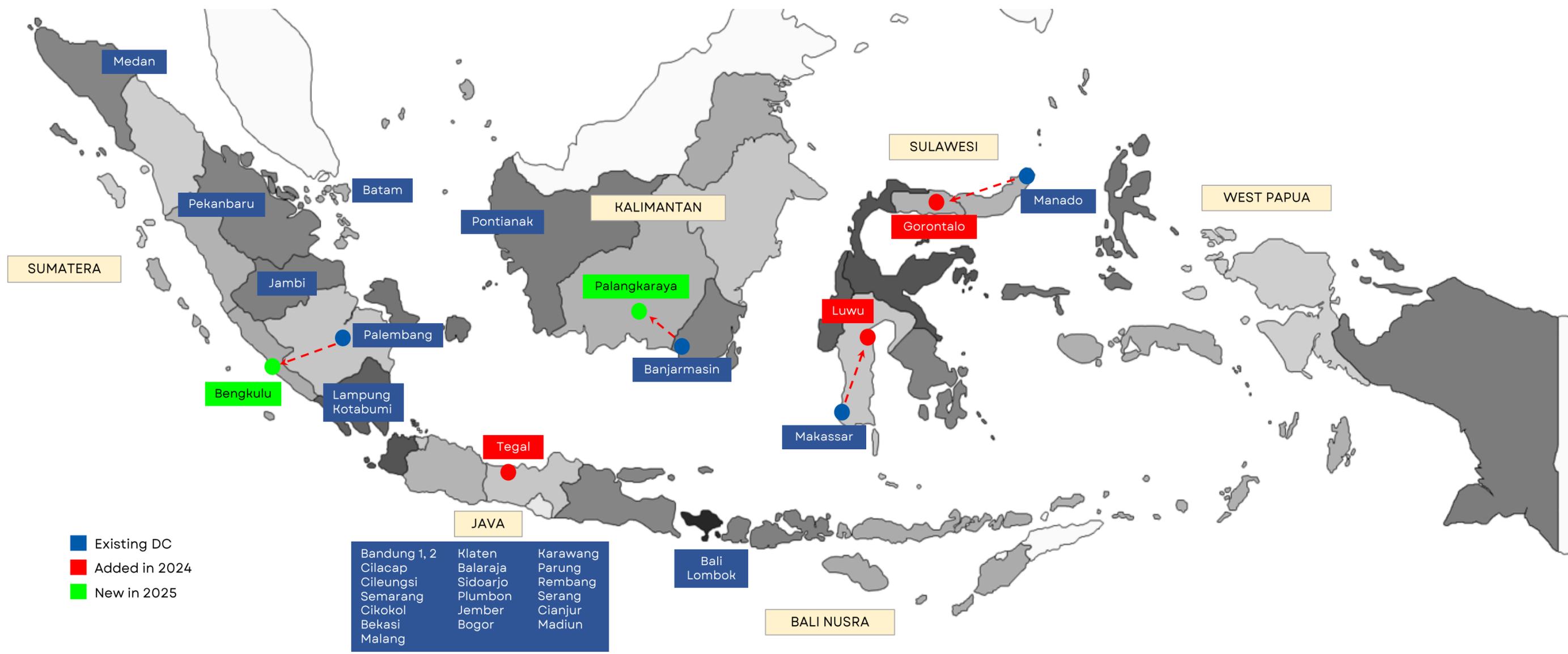
DISTRIBUTION CENTERS

Alfamart – Distribution Centers



- As of YTD Sep-25, we operate 49 warehouses (Alfamart, Alfamidi, and Dan+Dan), along with 18 depots and 20 store hubs strategically located across Indonesia.

EXPANSION PLAN



New DCs expand network coverage, enhance supply chain efficiency, and drive long-term OPEX optimization.

SUSTAINABILITY



SUSTAINABILITY

ESG

Sustainable Energy

- **Alfamart**
 - Has installed solar panels in 34 branches + 2 stores
 - YTD Sep-25, reduction of ~4,814tons CO₂ emissions
- **Alfamidi**
 - Has utilized solar panels in 8 branches and 22 Super stores
 - YTD Sep-25, reduction of ~1,003tons CO₂ emissions
 - Under construction: 8 Alfamidi Super stores

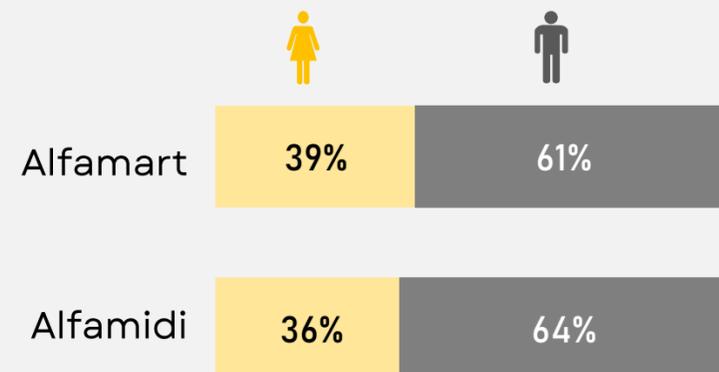


Reduction of Plastic Bag

In YTD Sep-25, the transactions with plastic bags have been reduced to 33.1% in Alfamart and 23.2% in Alfamidi.

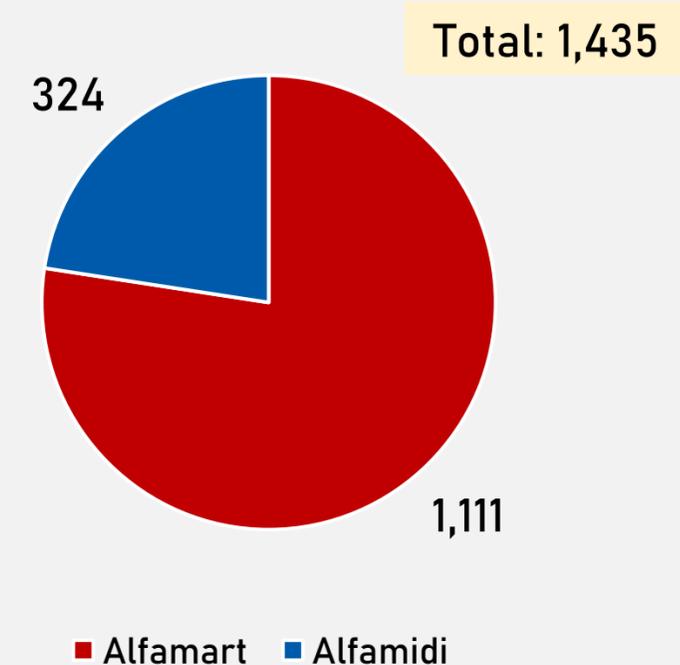


Gender Diversity



Alfability

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



EMPLOYEE ENGAGEMENT

Employee-Focused Activities



VOICE
OF
EMPLOYEE

Employee Survey

Happiness
(8.6/10)*

Satisfaction
(3.5/4)*

- Job
- Peer
- Superior
- Organization

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

- Conducted annually
- ~111,000 respondents*
- Carried out in the head office, warehouse, and store levels

*2024 Survey



THANK YOU

PT SUMBER ALFARIA TRIJAYA TBK.

Alfa Tower
Alam Sutera, Tangerang
Indonesia