

MANAGEMENT PRESENTATION

**PT. SUMBER ALFARIA TRIJAYA, TBK
AS OF JUNE 30, 2022**

Agenda

01 OVERVIEW YTD JUNE 2022

02 INDUSTRY UPDATE

03 OPERATIONAL PERFORMANCE

04 FINANCIAL HIGHLIGHTS

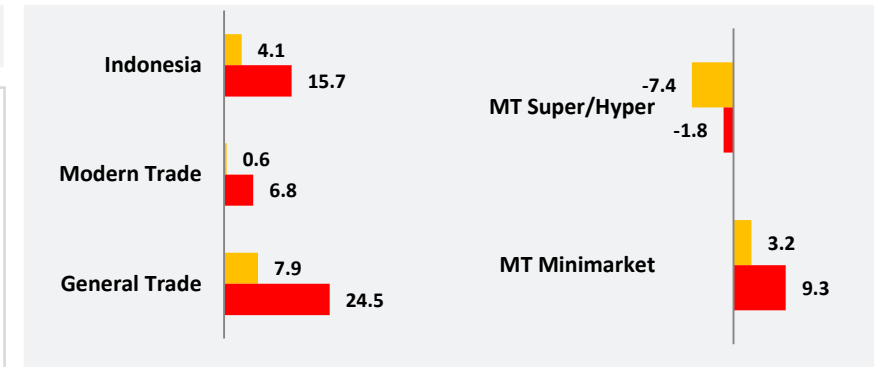


Overview YTD June 2022

I. TRADE CHANNEL GROWTH

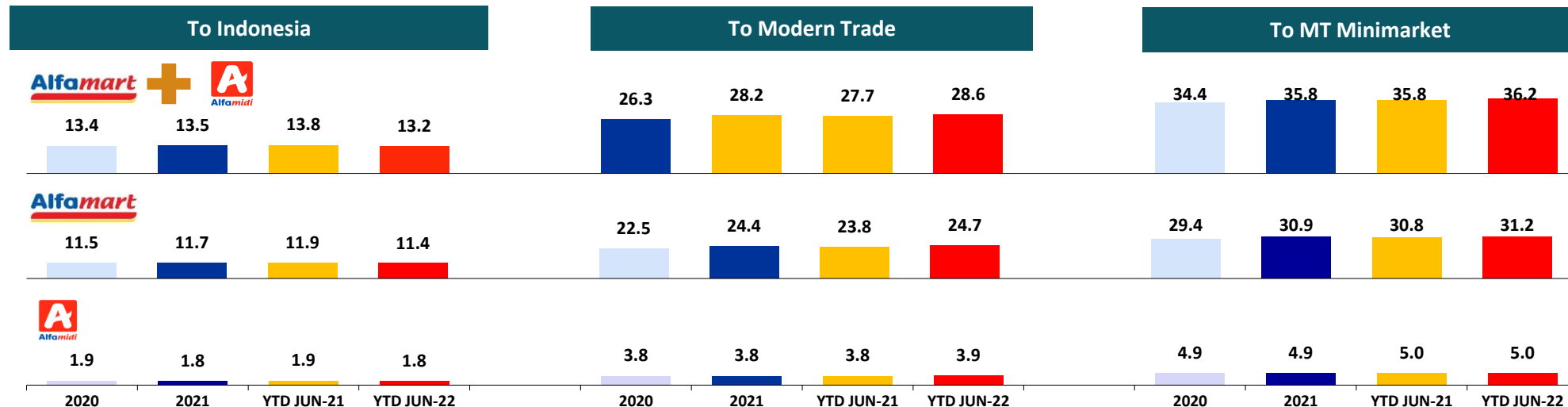
Total Indonesia Grocery, Modern Trade and General Trade Channels grew positively.

- Total Indonesia Grocery, Modern Trade, and General Trade channel recorded a significant growth from 4.1% to 15.7%, 0.6% to 6.8%, and 7.9% to 24.5%.
- MT Minimarket grew from 3.2% to 9.3% yoy, while MT Super/Hyper showed minus growth.



II. ALFAGROUP MARKET SHARE

- Alfamart market share to total Indonesia declined marginally from 11.9% to 11.4%, and Alfamidi from 1.9% to 1.8%.
- Alfamart market share to total Modern Trade grew from 23.8% to 24.7%, and Alfamidi from 3.8% to 3.9%.
- Alfamart market share to MT Minimarket grew from 30.8% to 31.2% and Alfamidi remained flat 5.0%.



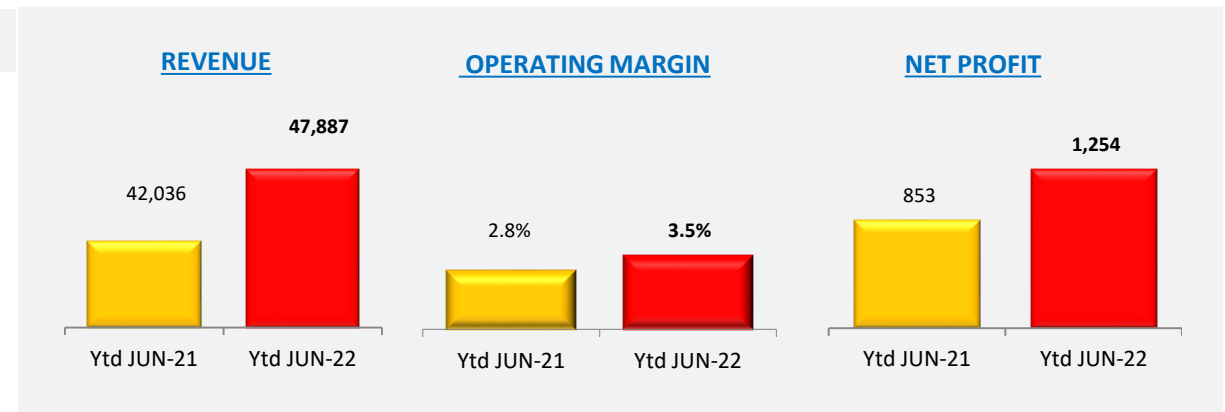
Overview YTD June 2022

III. NET STORE ADDITION & PERFORMANCE

- Alfamart : 646 stores, Alfamidi : 69 store, Lawson-Alex-Fresh-Alfa Supermarket : 13 store, Dan+Dan : 29 stores = 757 store
- Outer island still grew higher than Java in general.

IV. FINANCIAL PERFORMANCE

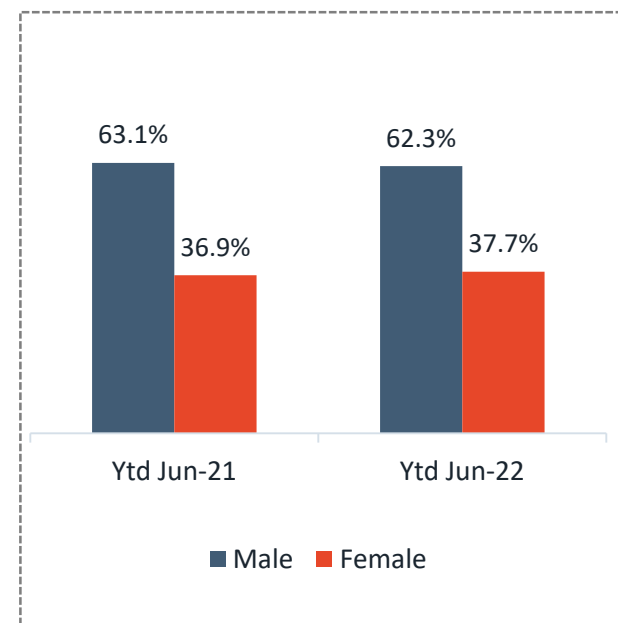
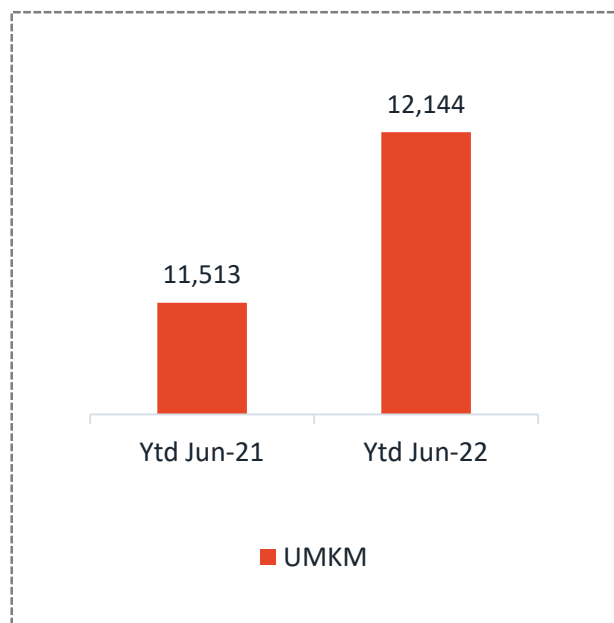
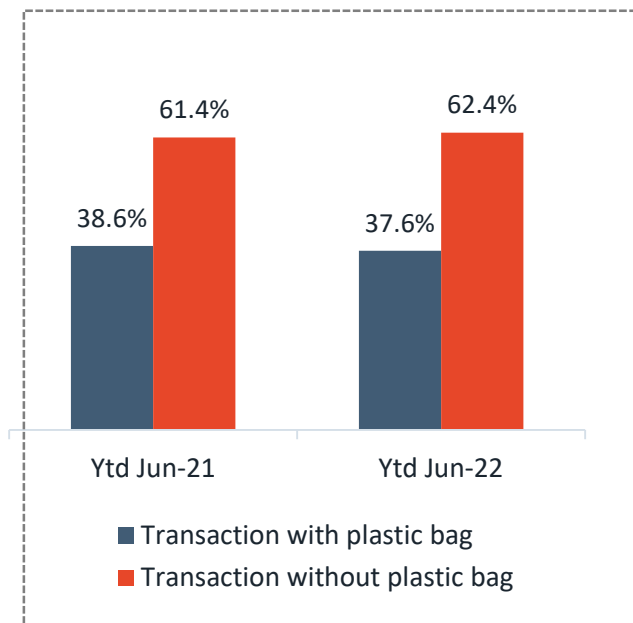
- Revenue increased by 14% (YoY) from IDR 42.0 trillion to IDR 47.9 trillion.
- Operating Margin grew from 2.8% to 3.5% (YoY)
- Net Profit grew by 47.0% from IDR 853 billion to IDR 1.254 billion



Overview YTD June 2022

V. ESG & Sustainability

- Increasing profit with sustainable principle.
- Reduction of the environmental impact of operational activities (Alfamart is able to reduce the use of plastic bags).
- Creating competent human resources (Training and education programs for employees).
- Empowerment of micro traders (opening opportunities for SMEs to sell local products in front of Alfamart stores).
- Inclusion of AMRT stock in MSCI Indonesia.
- Equality and diversity to all employees (The composition of female employees in Q2 2022 was 37.7%, increased more than 0.8% compared to 36.9% in Q2 2021).



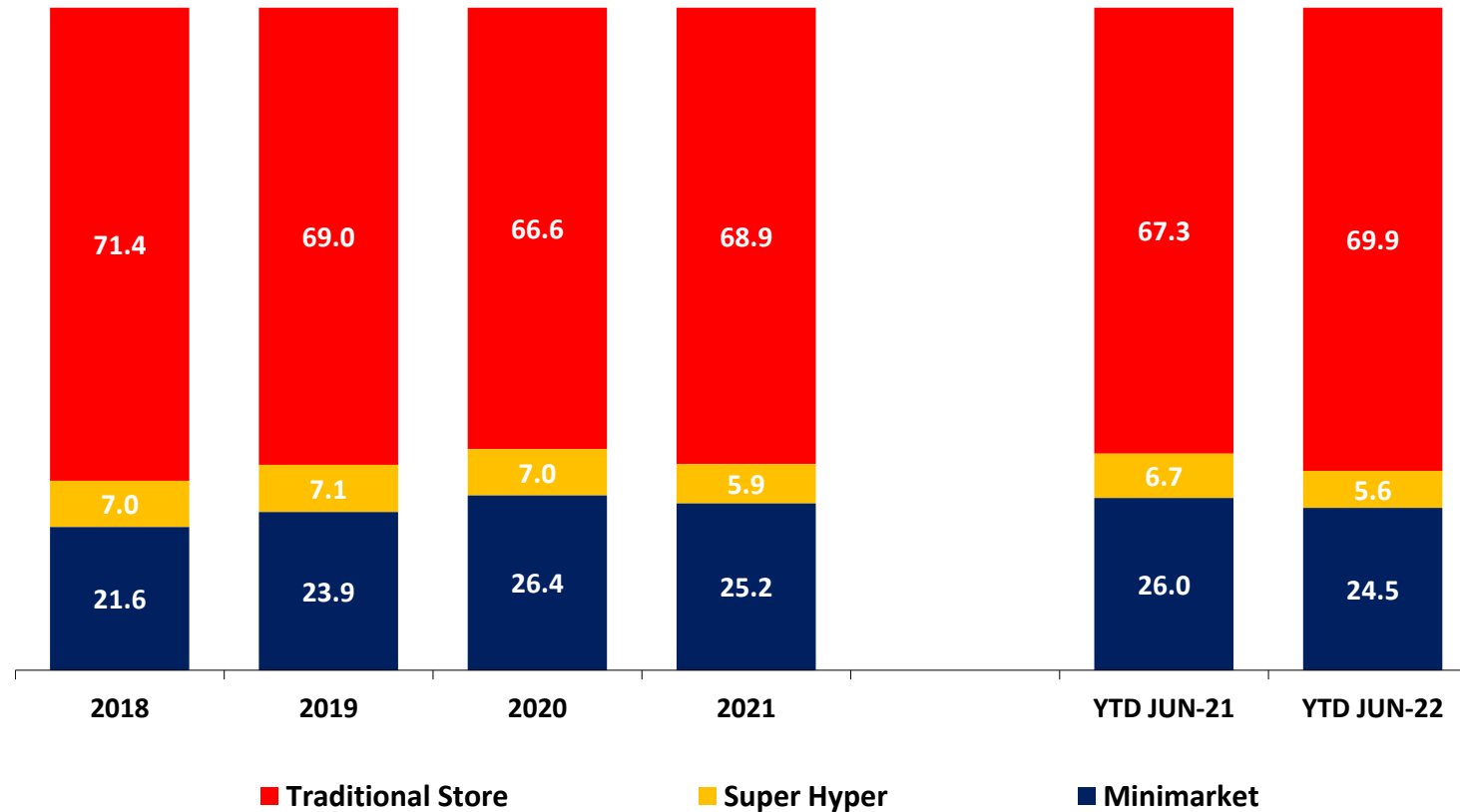
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INDUSTRY UPDATE



Trade Channel Contribution

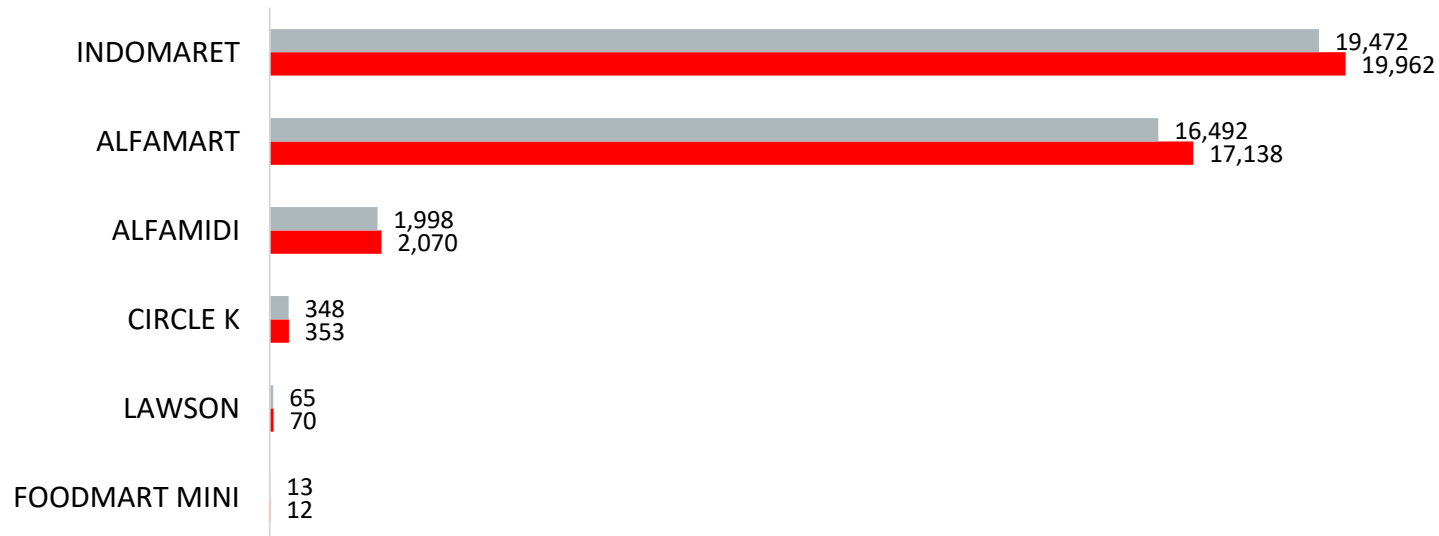
Indonesian Total Grocery YTD JUN-21 vs YTD JUN-22 [Total 68 FMCG Categories + Cigarettes]



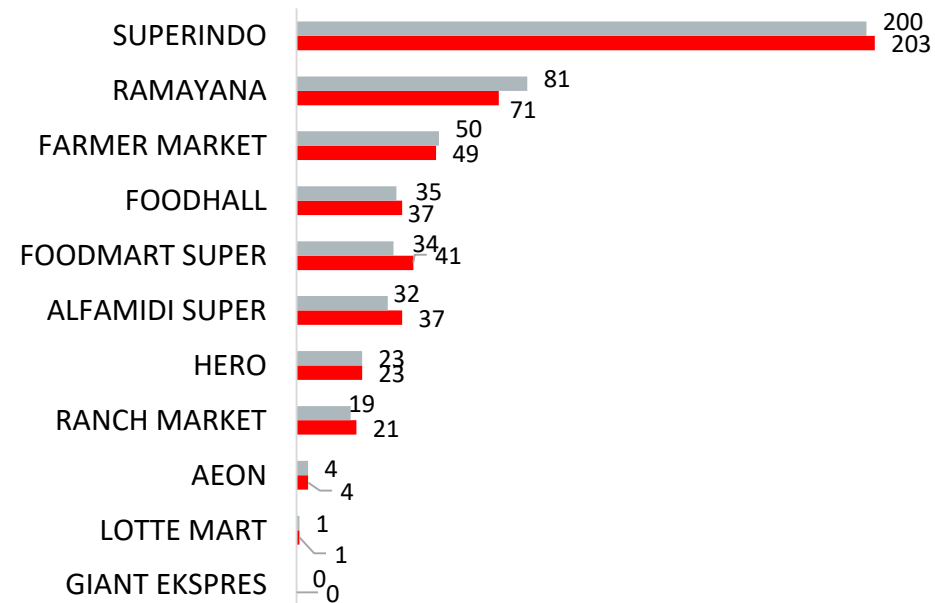
Source: Nielsen Retail Audit

Industry Landscape

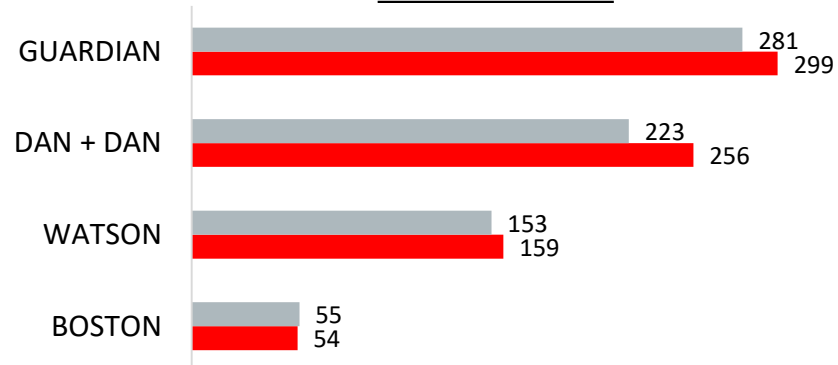
MINIMARKET



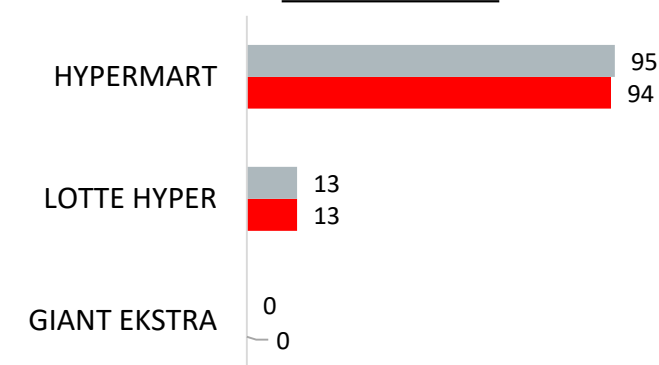
SUPERMARKET



PERSONAL CARE



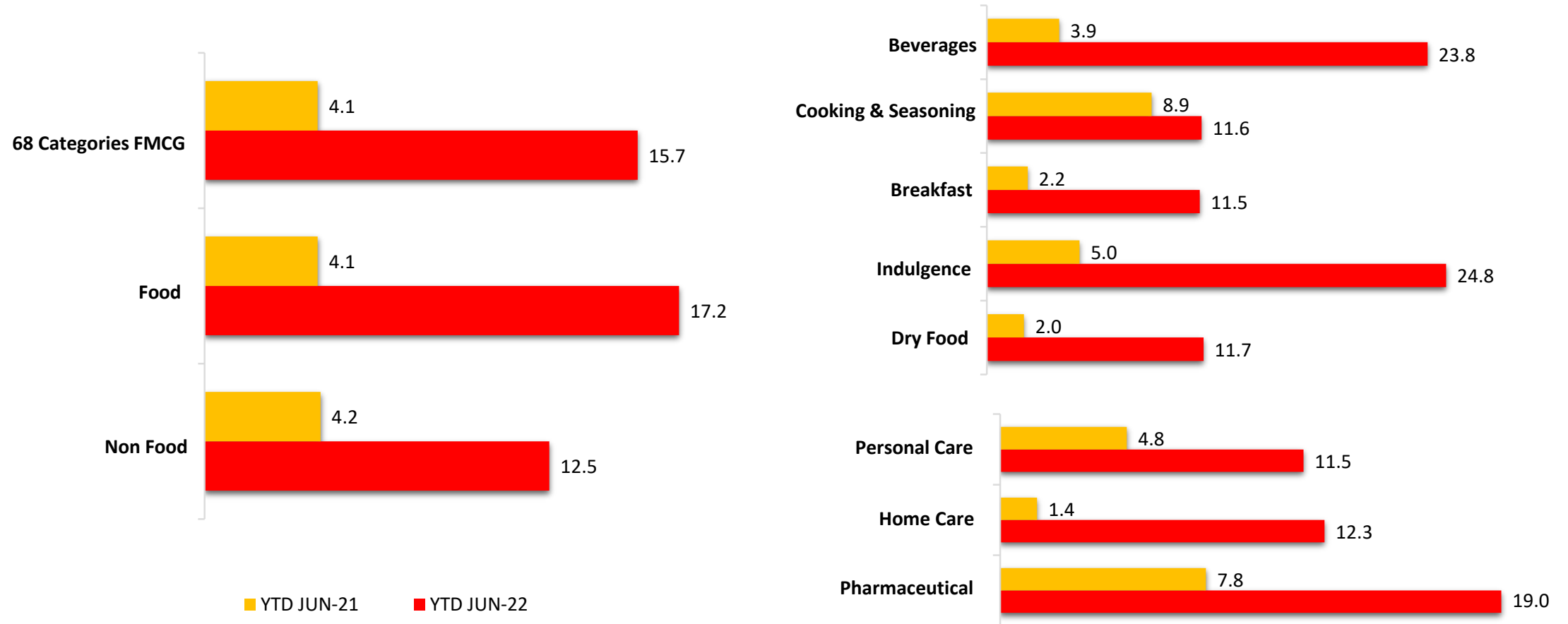
HYPERMARKET



■ FY 2021 ■ YTD JUN-22

Growth By Departments

Indonesian Total Grocery YTD JUN-21 vs YTD JUN-22 [Total 68 FMCG Categories]

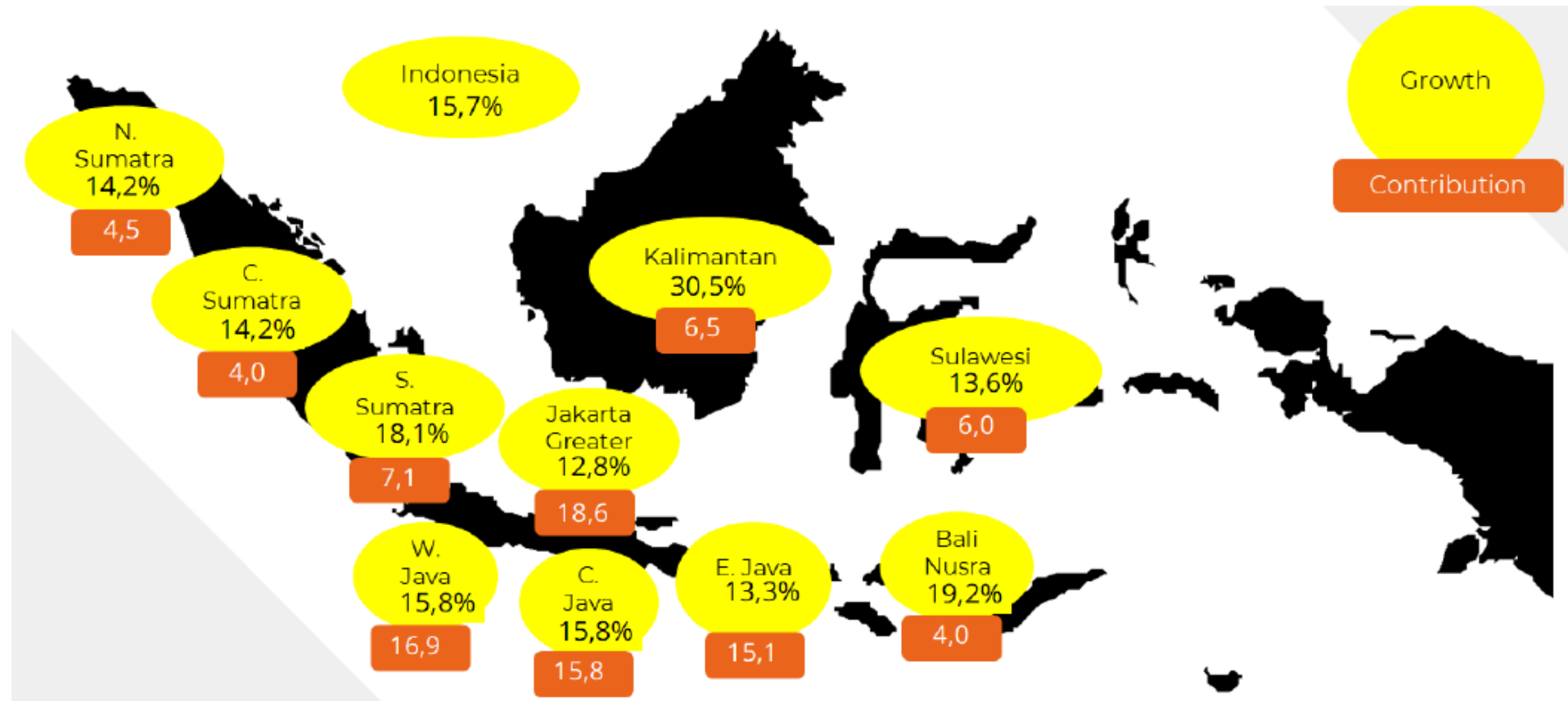


Source: Nielsen Retail Audit

Indonesian Groceries Growth By Region

- All region grew positively, **Kalimantan and Bali Nusra** grew the most in YTD June 2022.
- Java still recorded highest contribution of 66.4%.

Indonesian Total Groceries YTD JUN-22 [Total FMCG 68 Categories]

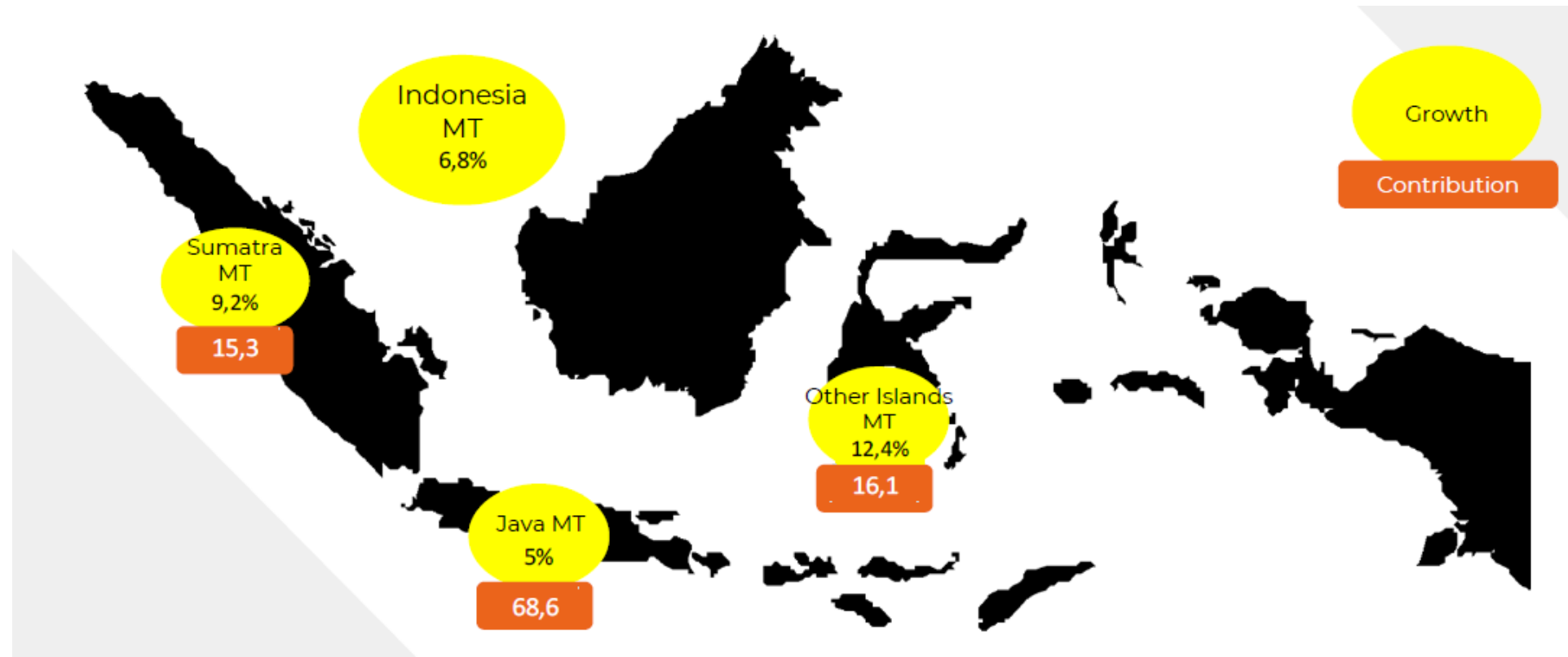


Source: Nielsen Retail Audit

Modern Trade Growth By Region

Total Indonesian Modern Trade showed positive growth 6.8%. Java Modern Trade experienced slower growth than Indonesia MT.

Indonesian Total Groceries YTD JUN-22 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit

03

OPERATIONAL PERFORMANCE



Network & Distribution

Warehouse & Stores

- As of June 2022, we managed 44 warehouses, 10 Depos, 11 Store Hubs scattered throughout Indonesia
- 19,567 stores scattered across Indonesia.
(26.9% Greater Jakarta; 40.3% Java; 32.8% Outer Island)

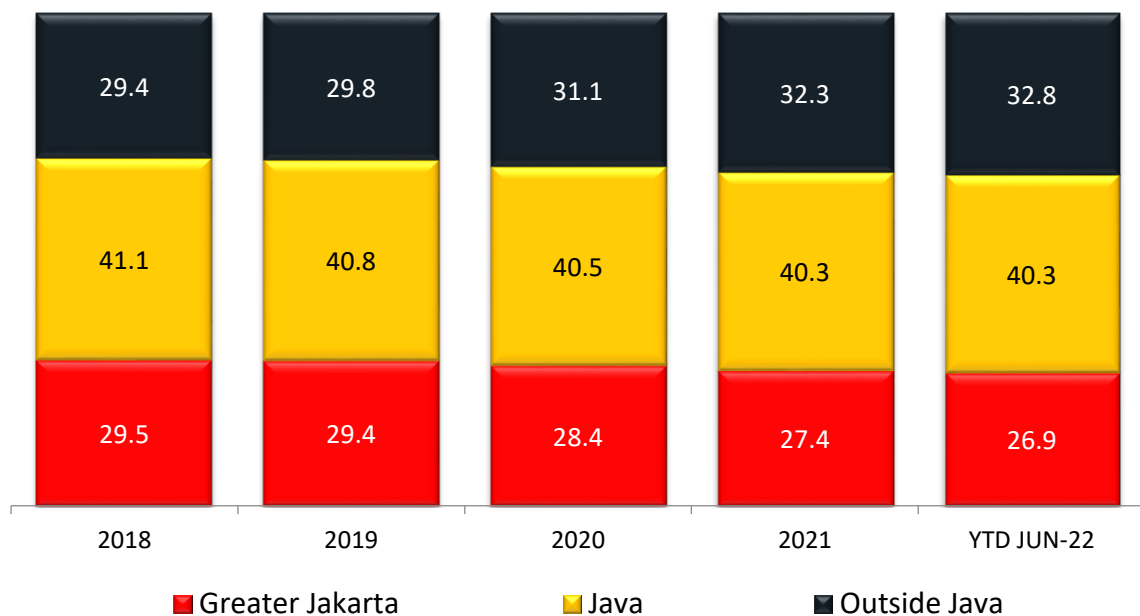


Greater Jakarta	Java		Outer Island		Depos & Store hubs
<ul style="list-style-type: none"> Cileungsi Jababeka 1 & 2^{a)} Bekasi Cikokol Balaraja Bogor Parung Bitung 1^{a)} & 2^{b)} 	<ul style="list-style-type: none"> Karawang Bandung 1 & 2 Cilacap Plumbon Cianjur Semarang Klaten Malang 	<ul style="list-style-type: none"> Serang Sidoarjo Jember Rembang Yogyakarta^{a)} Surabaya^{a)} 	<ul style="list-style-type: none"> Medan 1 & 2^{a)} Pekanbaru Palembang Lampung Denpasar Kotabumi Samarinda^{a)} Palu^{a)} 	<ul style="list-style-type: none"> Makassar 1 & 2^{a)} Jambi Pontianak Banjarmasin Lombok Batam Manado 1 & 2^{a)} Kendari^{a)} Ambon^{a)} 	<p>10 Depos</p> <ul style="list-style-type: none"> - Lhokseumawe - Bengkulu - Sumbawa - Gorontalo - Balaraja - Bitung^{c)} - Berbek^{c)} - Jogja^{c)} - Bandung^{c)} - Berbek SDJ (Alfamart) <p>11 Store Hubs</p> <ul style="list-style-type: none"> - 8 NTT - 2 Bintan - 1 West Papua
<p>Notes : ^{a)} DC Alfamidi ^{b)} DC Dan+Dan</p>					<p>Notes : ^{c)} Alfamind</p>

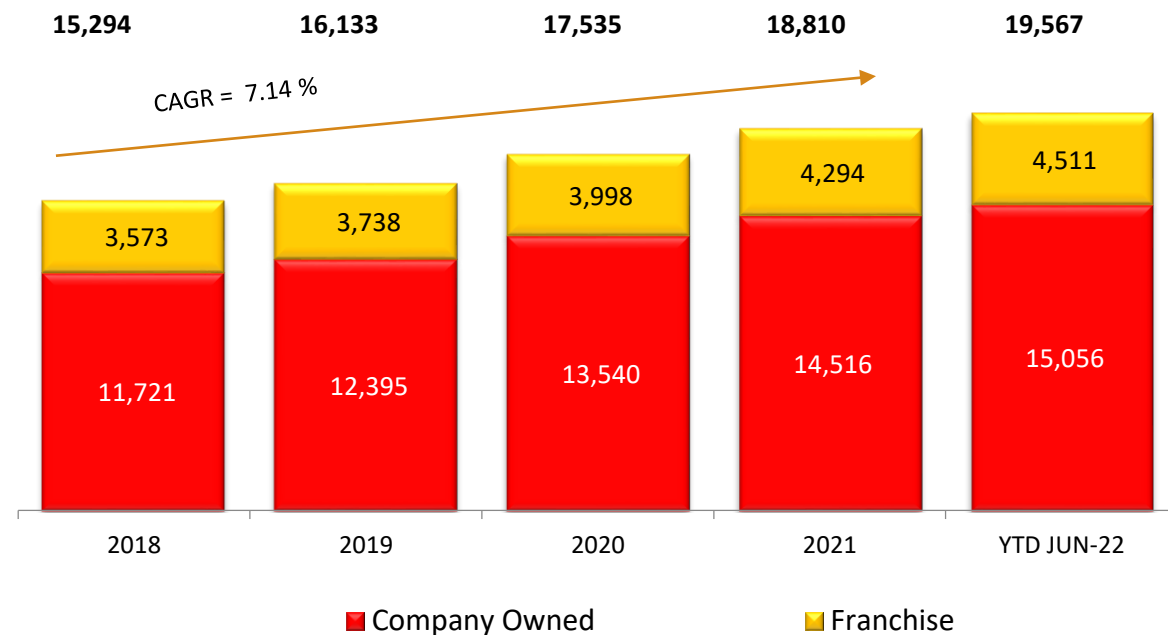
Store Growth

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

Geographic Breakdown (%)



Company Owned & Franchise Stores



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

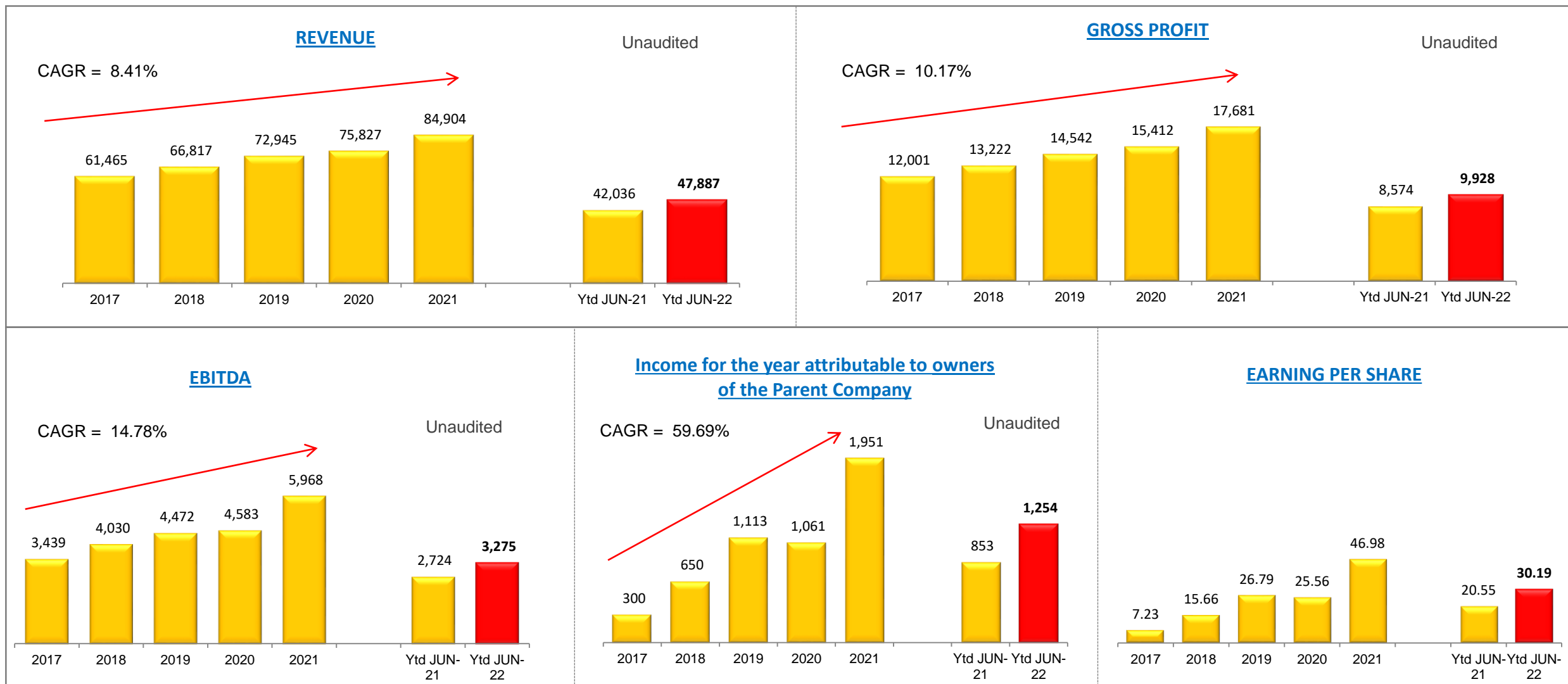
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FINANCIAL HIGHLIGHTS



Income Statement Summary Consolidated

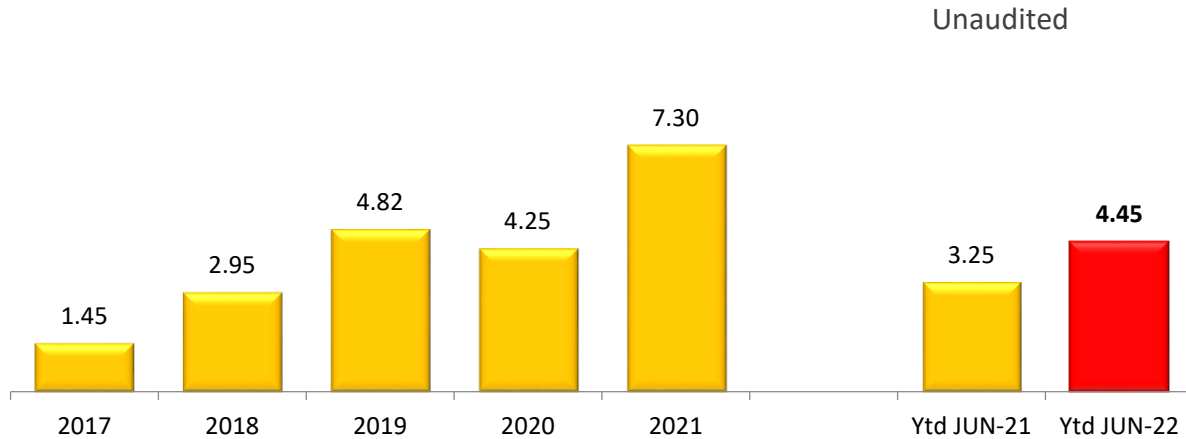
As of June 2022 [Rp Billion]



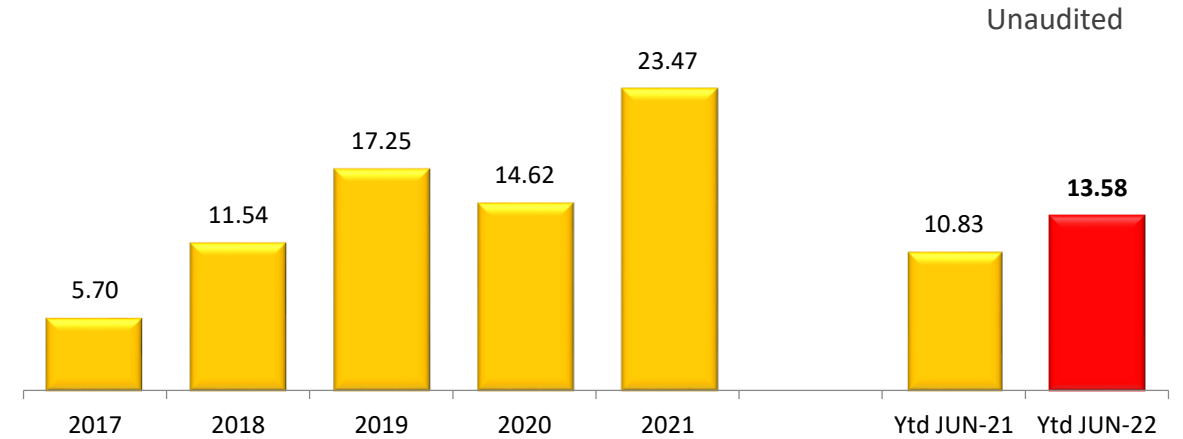
Subsidiaries Include : PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

Financial (Return & Leverage)

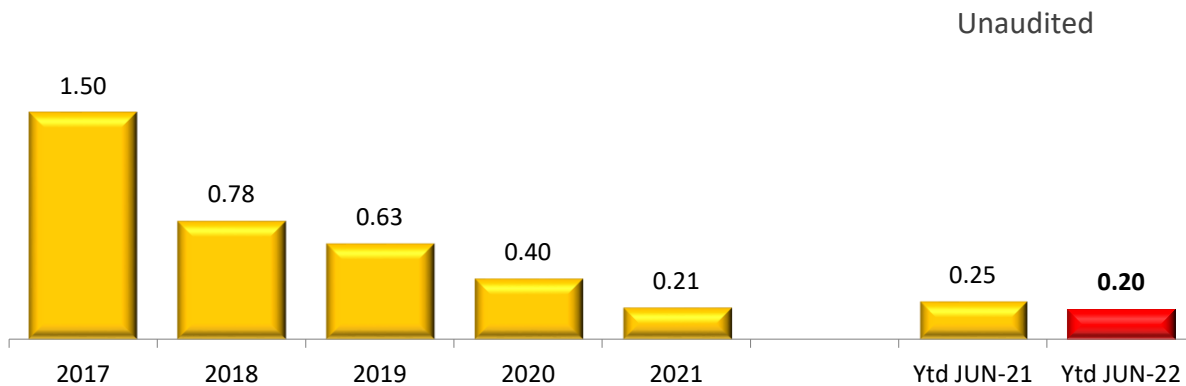
ROAA (%)



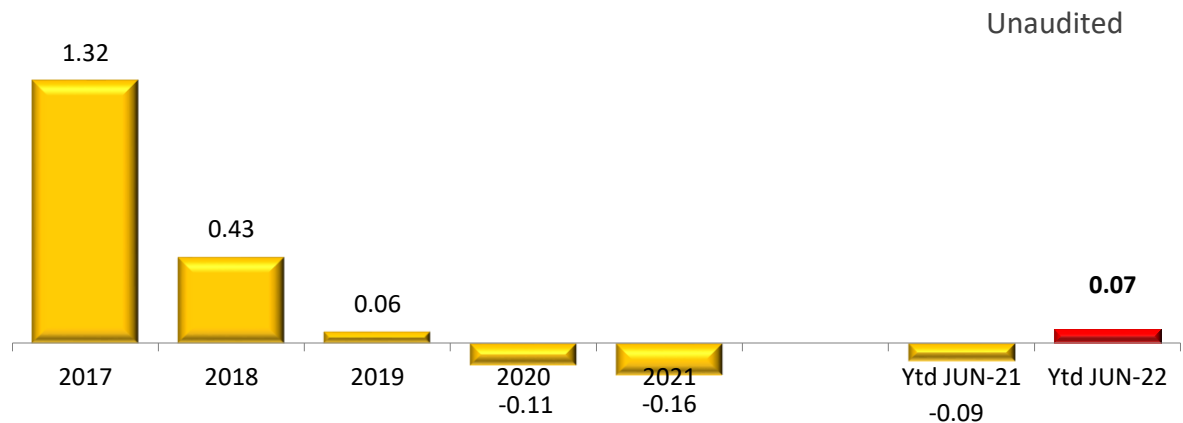
ROAE (%)



DER (Gross Debt to Equity)



Net Gearing Ratio (x)



A close-up photograph of a barista's hands. The barista is wearing a dark blue t-shirt with a 'bean! SPOT' logo. They are pouring a dark liquid, likely coffee, from a glass pitcher into a brown paper cup. The cup also features the 'bean! SPOT' logo. The background is slightly blurred, showing a coffee-making area.

**THANK
YOU**