

# Management Presentation

PT. SUMBER ALFARIA TRIJAYA TBK

AS OF DEC 31, 2021



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# Overview FY 2021

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## Trade Channel Growth

Total Indonesia Grocery and Traditional Trade Channels grew positively, while Modern Trade remained flat.

- Total Indonesia Grocery, Traditional Trade Channel recorded a significant growth from -2.8% to 9.4% and -8.3% to 15.9% respectively.
- Modern Trade remained flat at 3.1%, MT Super/Hyper and MT minimarket declined from -6.9% to -7.1% and 6.6% to 6.2% respectively.

## Alfagroup Market Share

- Alfamart market share to total Indonesia grew from 11.5% to 11.7%, amid declining MT minimarket growth from 6.6% to 6.2%.
- Alfamidi market share to total Indonesia declined slightly from 1.9% to 1.8%.
- Alfamart market share to total modern trade grew from 22.5% to 24.4% and Alfamidi market share to total modern trade remained flat at 3.8%.
- Alfamart market share to MT minimarket grew from 29.4% to 30.9% and Alfamidi market share to MT minimarket declined marginally from 4.9% to 4.8%.

## Net Store Addition and Performance

- Alfamart : 1,058 stores, Alfamidi & Lawson : 206 store, Dan+Dan : 11 stores.
- Outer island grew higher than Java in general.

# Overview FY 2021

## Financial Performance

- Revenue increased by 11.97% (YoY) from IDR 75.82 trillion to IDR 84.90 trillion.
- Net Profit grew by 83.8% (YoY) from IDR 1,061 billion to IDR 1,951 billion (net profit margin increased from 1.39% in 2020 to 2.29% in 2021 )
- Net Gearing Ratio improved from -0.11x to -0.16x.

## Initiatives 2021

- Increased Alfamart online sales from 443 billion in 2020 to 1,441 billion in 2021.
- Implementation of solar cell for warehouse electricity (clean & green).
- Further expansion to Eastern Indonesia.
- Improvement of store staff productivity.

## CSR Programs

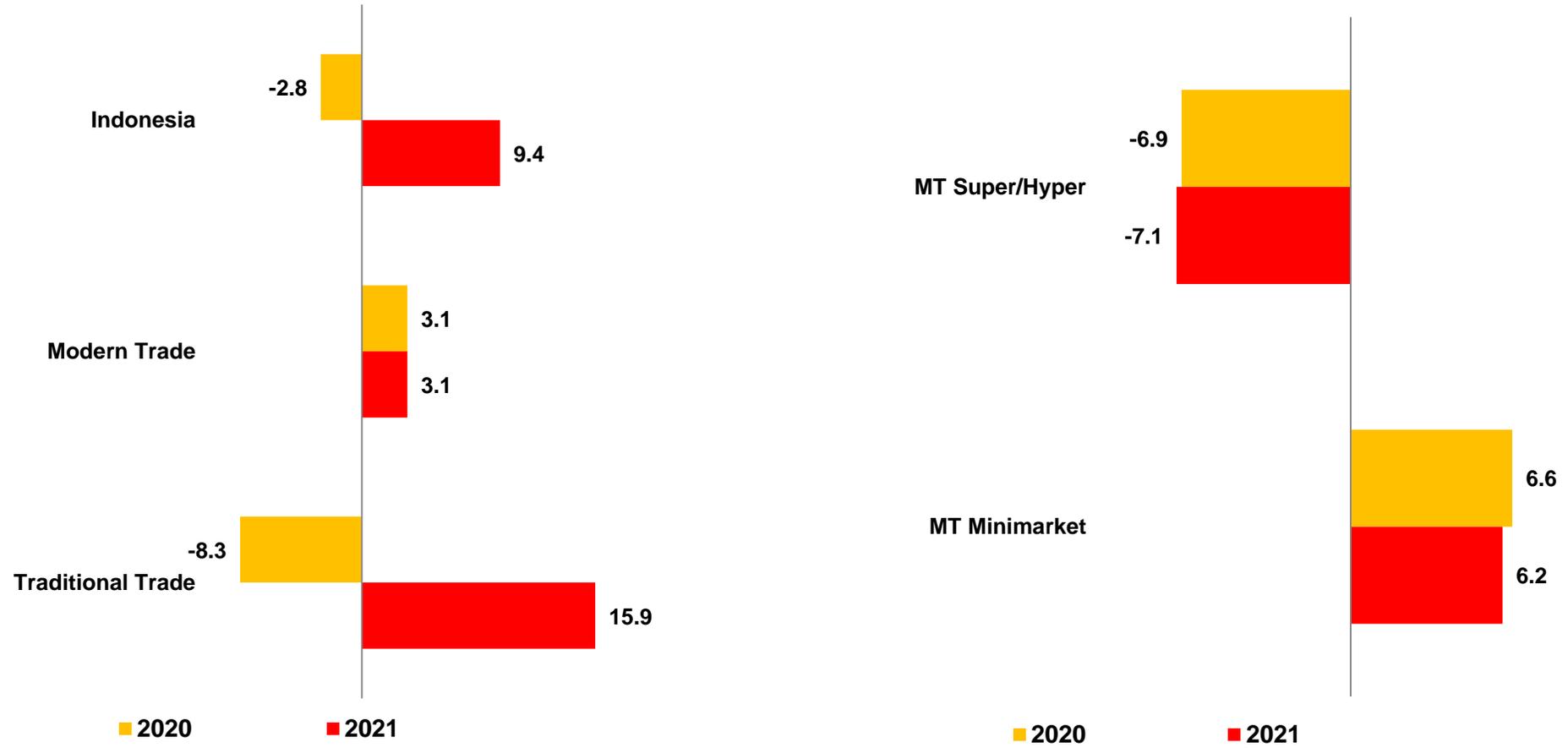
- Providing assistance to communities during pandemic.



# Industry Update

# Trade Channel Growth

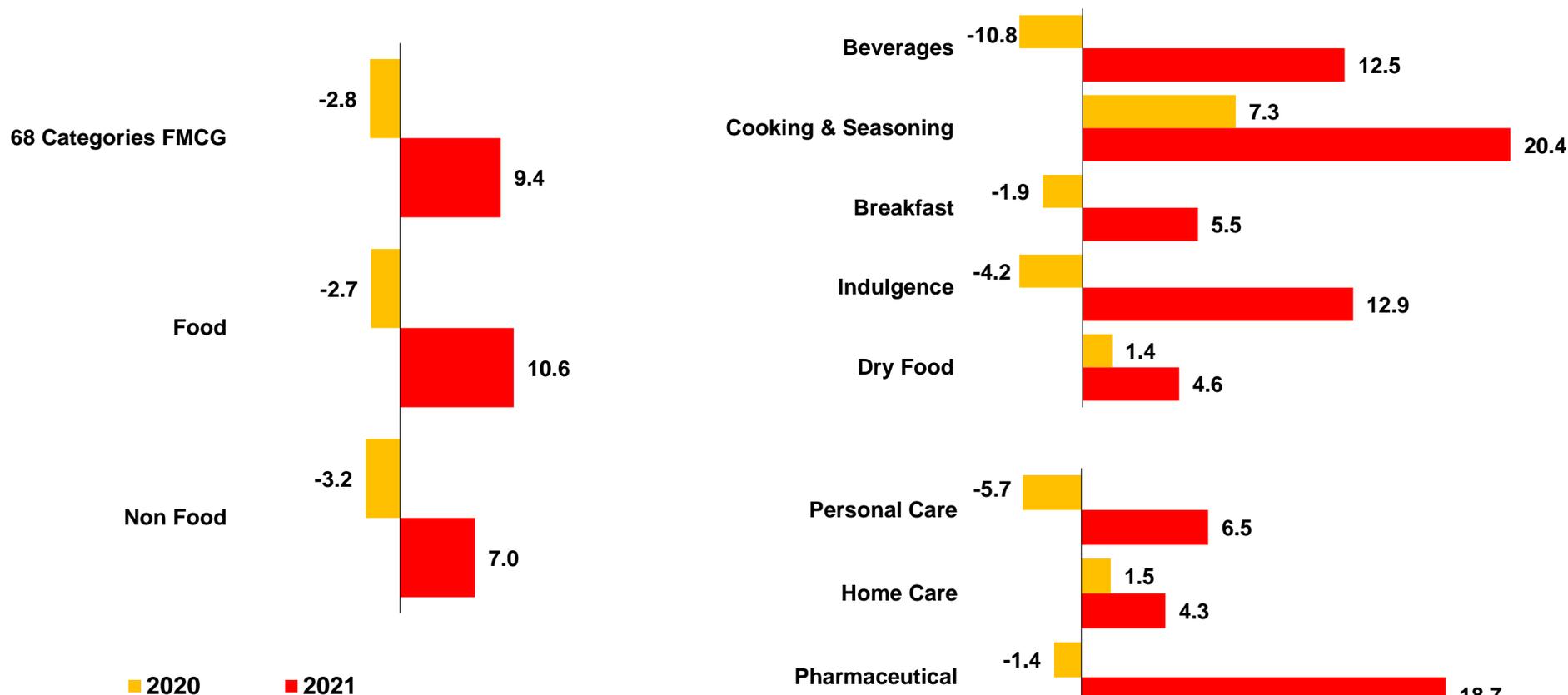
Indonesian Total Grocery FY 2020 vs FY 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

# Growth By Departments

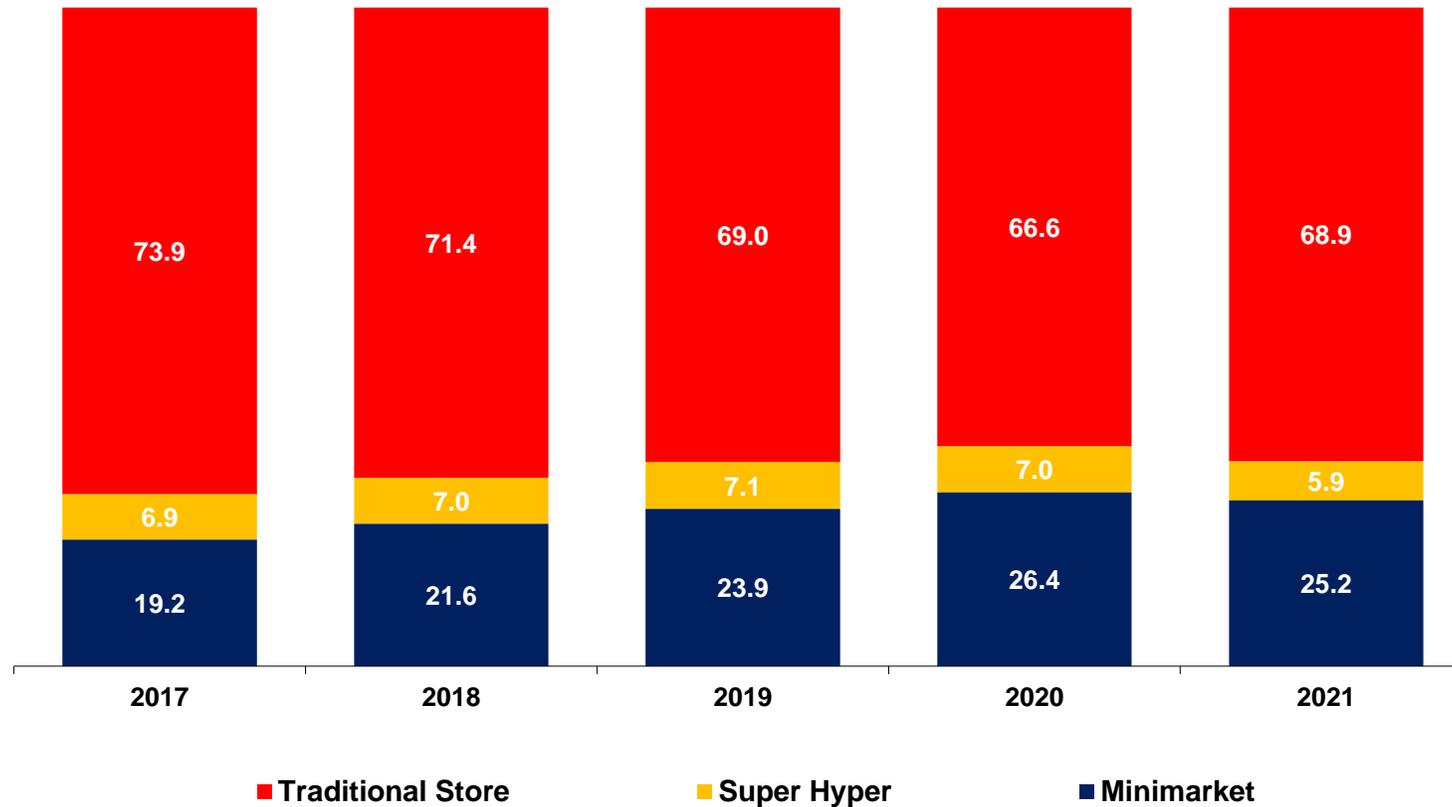
**Indonesian Total Grocery FY 2020 vs FY 2021 [Total 68 FMCG Categories]**



Source: Nielsen Retail Audit

# Trade Channel Contribution

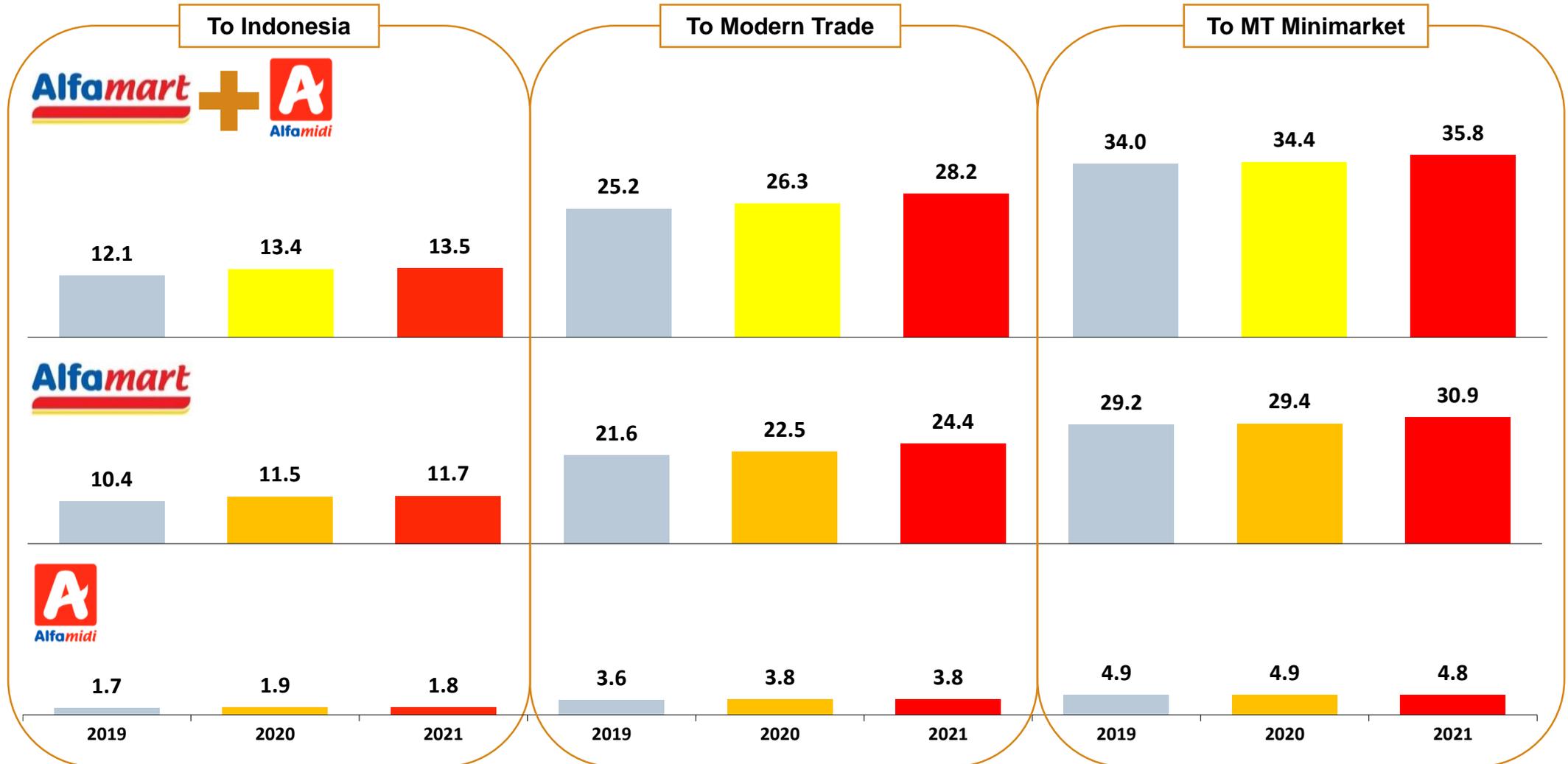
Indonesian Total Grocery FY 2020 vs FY 2021 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

# Alfa Group Market Share

Alfa Group [Total 68 FMCG Categories] FY 2021



Source: Nielsen Retail Audit



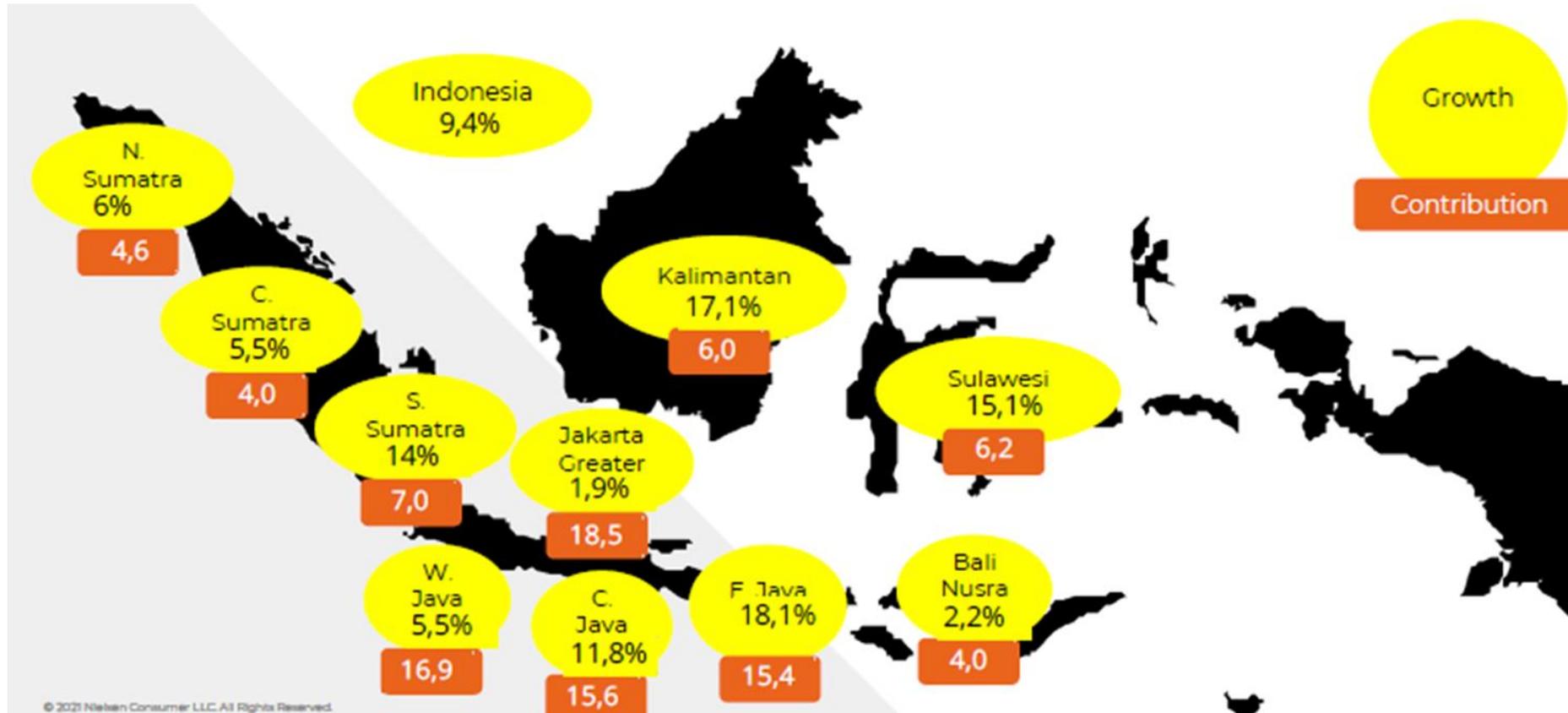
# Industry Landscape

	STORE NUMBER	
	2020	2021
ALFAMART	15,434	16,492
ALFAMIDI	1,795	1,992
INDOMARET	18,113	19,472
CIRCLE K	373	348
LAWSON	68	65
FOODMART MINI	13	13
ALFAMIDI SUPER	26	32
FARMER MARKET	35	50
SUPERINDO	182	200
RANCH MARKET	18	19
LOTTE SUPER	1	1
RAMAYANA	80	81
FOODMART	29	34
GIANT EKSPRES	59	0
HERO	17	23
AEON	3	4
FOODHALL	34	35
LOTTE HYPER	13	13
GIANT EKSTRA	37	0
HYPERMART	97	95
DAN+DAN	212	223
WATSONS	155	153
BOSTON	62	55
GUARDIAN	311	281

# Groceries Growth By Region

- All region grew positively.
- Java still recorded highest contribution of 66.4%.

**Indonesian Total Groceries FY 2021 [Total FMCG 68 Categories]**



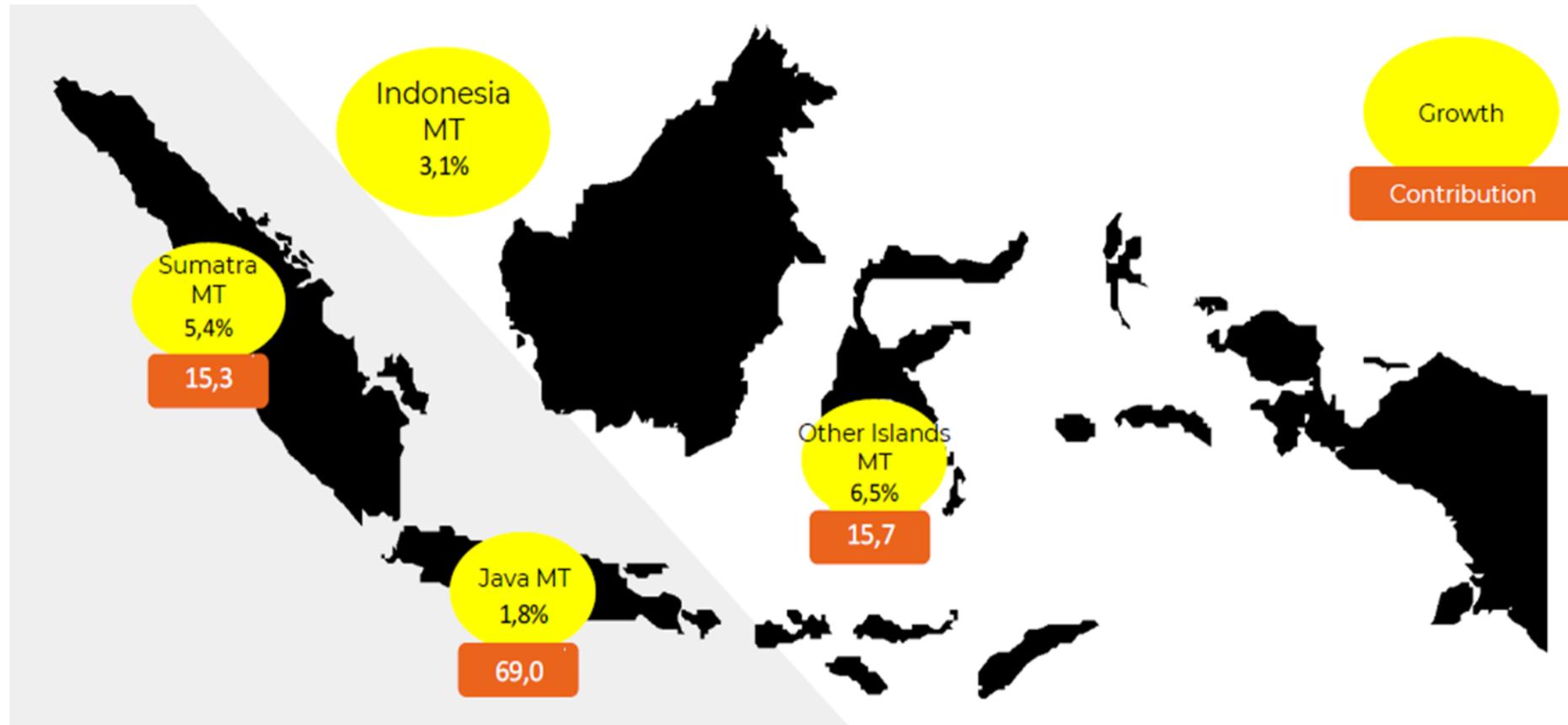
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Source: Nielsen Retail Audit

# Modern Trade Growth By Region

Total Indonesian Modern Trade showed positive growth 3.1%. Java Modern Trade experienced slower growth than Indonesia MT.

## Indonesian Total Groceries FY 2021 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit



# Operational Performance

# Network & Distribution

## Warehouse & Stores

- As of Dec 2021, we managed 44 warehouses, 4 Depos, 9 Store hubs. scattered throughout Indonesia
- 18,810 stores scattered across Indonesia. (27.4% Greater Jakarta; 40.9% Java; 31.7% Outer Island)

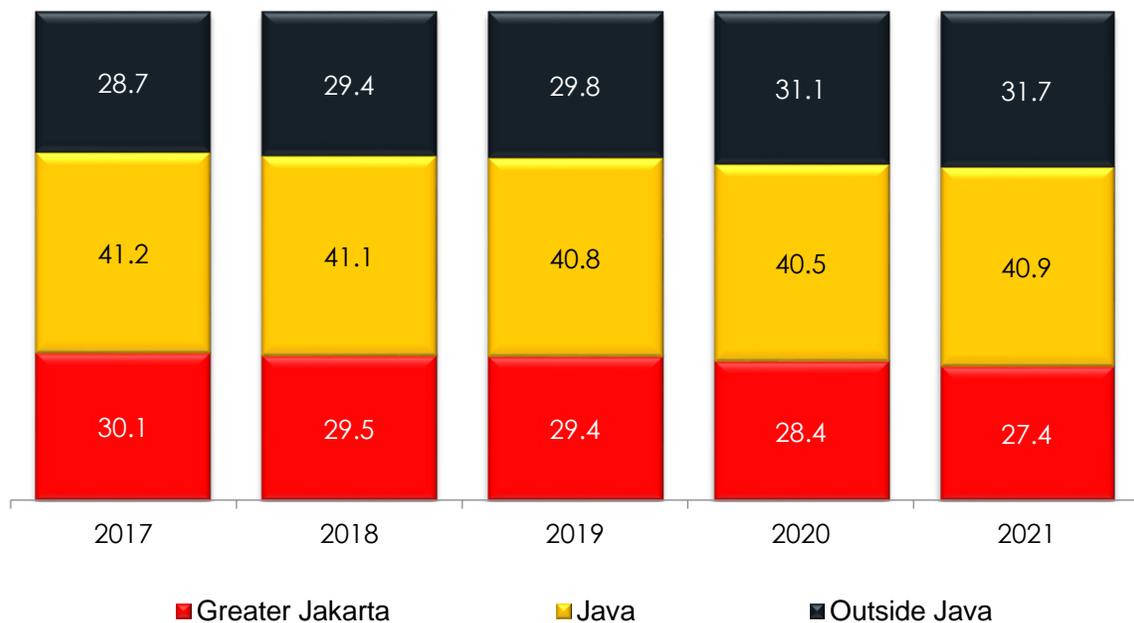


Greater Jakarta	Java	Outer Island	Depos & Store hubs	
<ul style="list-style-type: none"> <li>Cileungsi</li> <li>Jababeka 1 &amp; 2<sup>a)</sup></li> <li>Cikokol</li> <li>Balaraja</li> <li>Bogor</li> <li>Serang</li> <li>Parung</li> <li>Bitung 1<sup>a)</sup> &amp; 2<sup>b)</sup></li> </ul>	<ul style="list-style-type: none"> <li>Karawang</li> <li>Bandung 1 &amp; 2</li> <li>Cilacap</li> <li>Plumbon</li> <li>Cianjur</li> <li>Semarang</li> <li>Klaten</li> <li>Malang</li> </ul>	<ul style="list-style-type: none"> <li>Sidoarjo</li> <li>Jember</li> <li>Rembang</li> <li>Yogyakarta<sup>a)</sup></li> <li>Surabaya<sup>a)</sup></li> </ul> <p><b>Notes :</b>  <sup>a)</sup> DC Alfamidi  <sup>b)</sup> DC Dan+Dan</p>	<ul style="list-style-type: none"> <li>Medan 1 &amp; 2<sup>a)</sup></li> <li>Pekanbaru</li> <li>Palembang</li> <li>Lampung</li> <li>Denpasar</li> <li>Kotabumi</li> <li>Samarinda<sup>a)</sup></li> <li>Palu<sup>a)</sup></li> <li>Makassar 1 &amp; 2<sup>a)</sup></li> <li>Jambi</li> <li>Pontianak</li> <li>Banjarmasin</li> <li>Lombok</li> <li>Batam</li> <li>Manado 1 &amp; 2<sup>a)</sup></li> <li>Kendari<sup>a)</sup></li> <li>Ambon<sup>a)</sup></li> </ul>	<ul style="list-style-type: none"> <li>4 Depos</li> <li>- Lhokseumawe</li> <li>- Bengkulu</li> <li>- Sumbawa</li> <li>- Gorontalo</li> <li>9 Store hubs</li> <li>- 7 NTT</li> <li>- 1 Bintan</li> <li>- 1 West Papua</li> </ul>

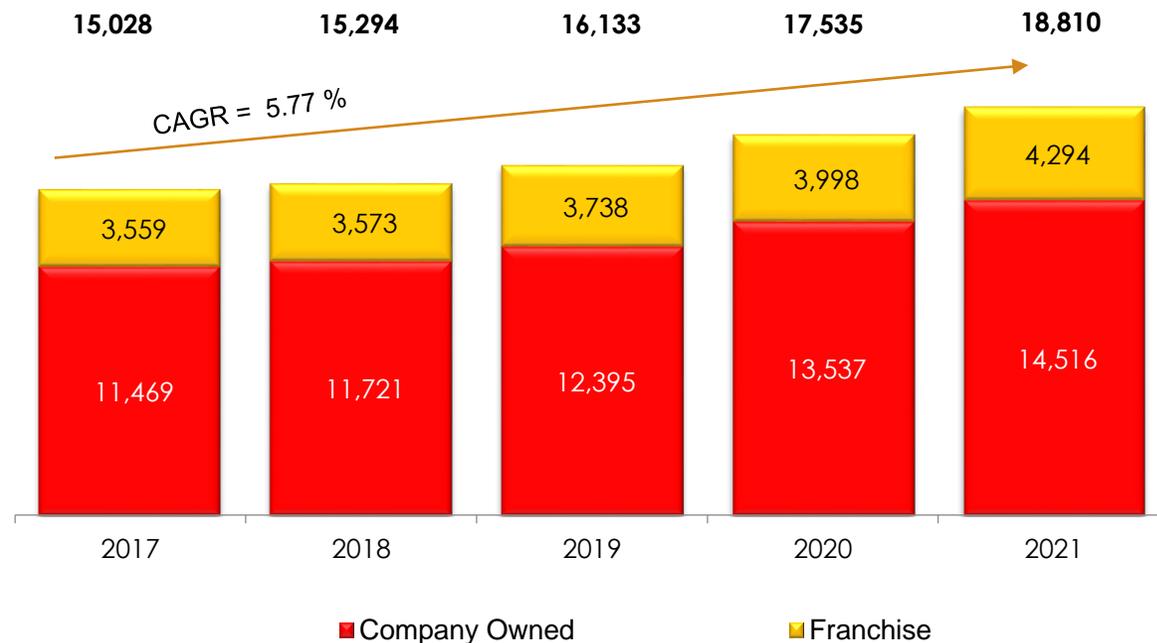
# Store Growth

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.



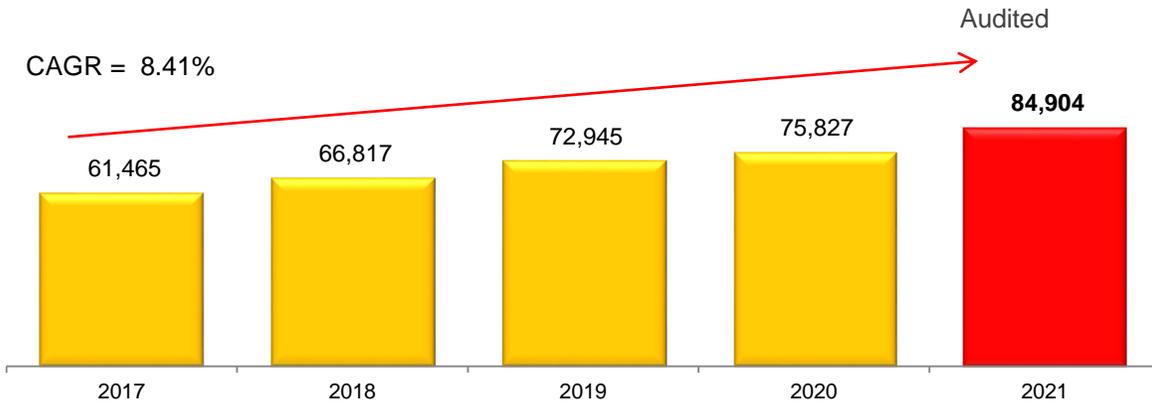
# Financial Highlights



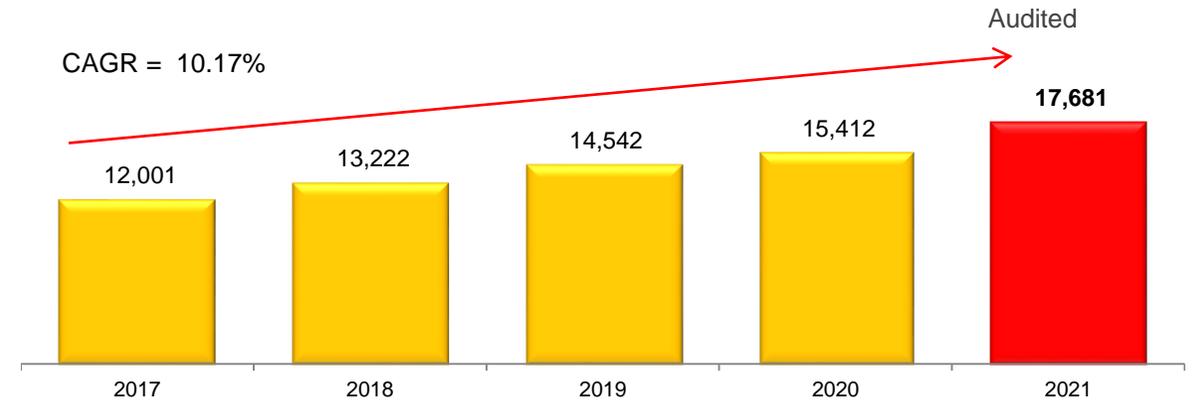
# Income Statement Summary Consolidated

As of Dec 2021 [Rp Billion]

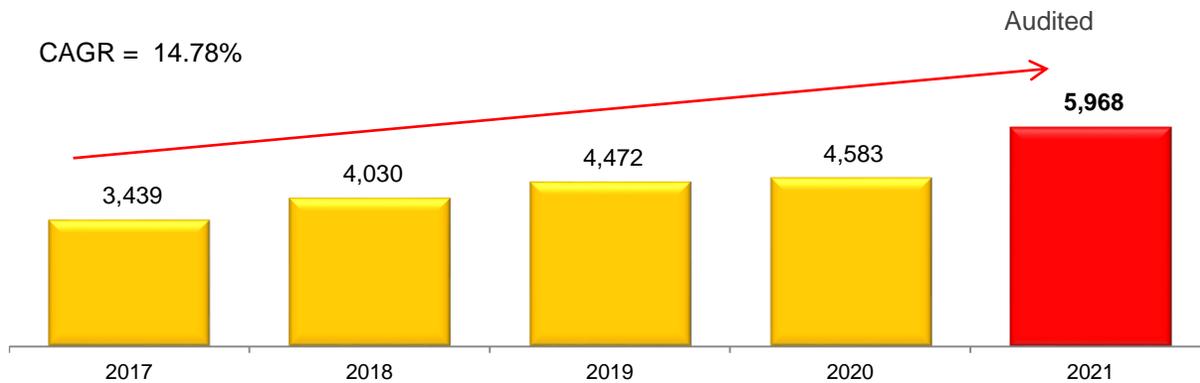
## REVENUE



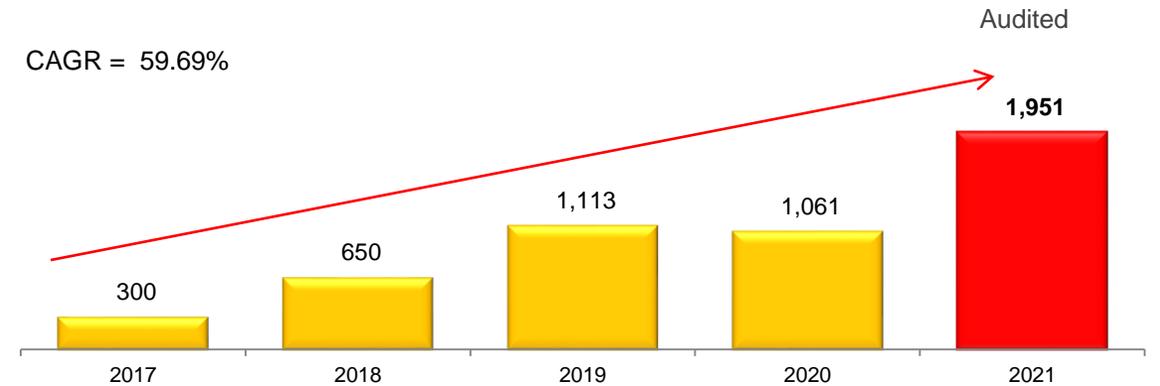
## GROSS PROFIT



## EBITDA



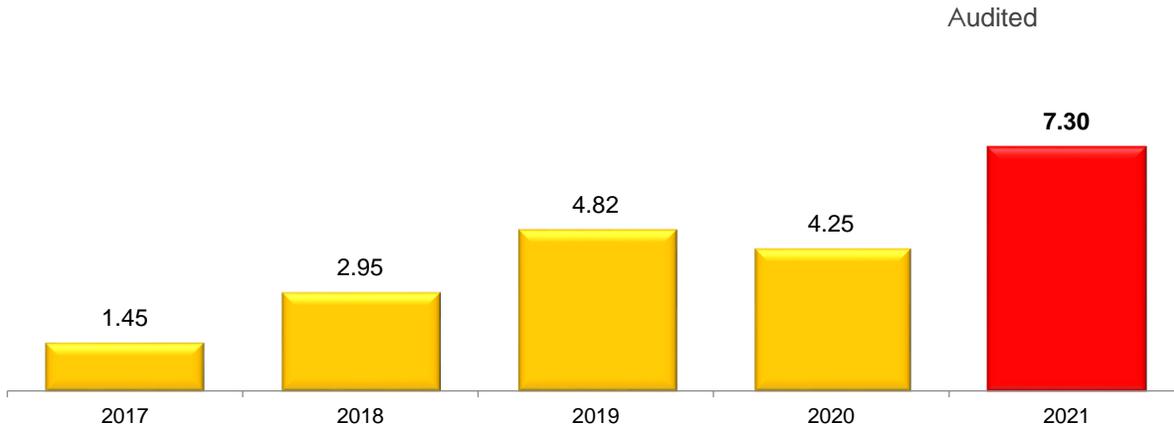
## Income for the year attributable to owners of the Parent Company



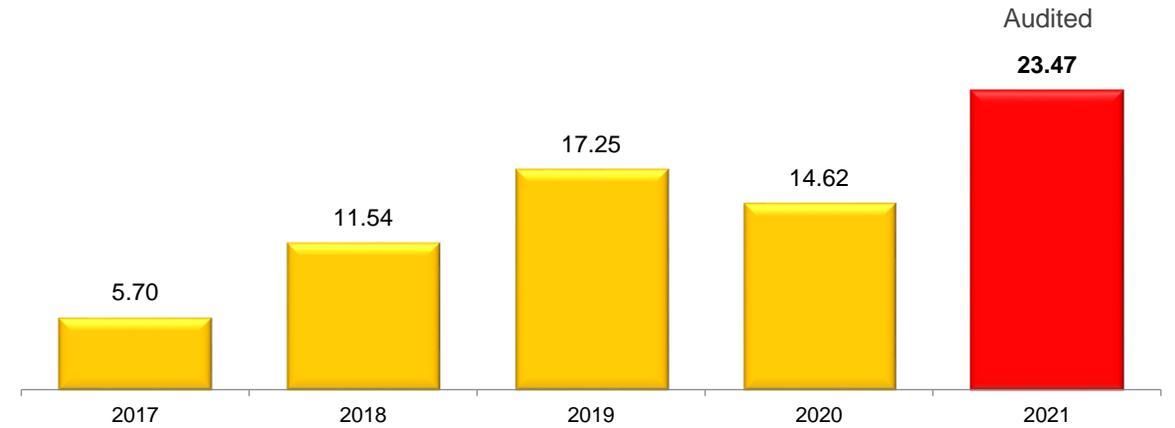
Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

# Financial (Return & Leverage)

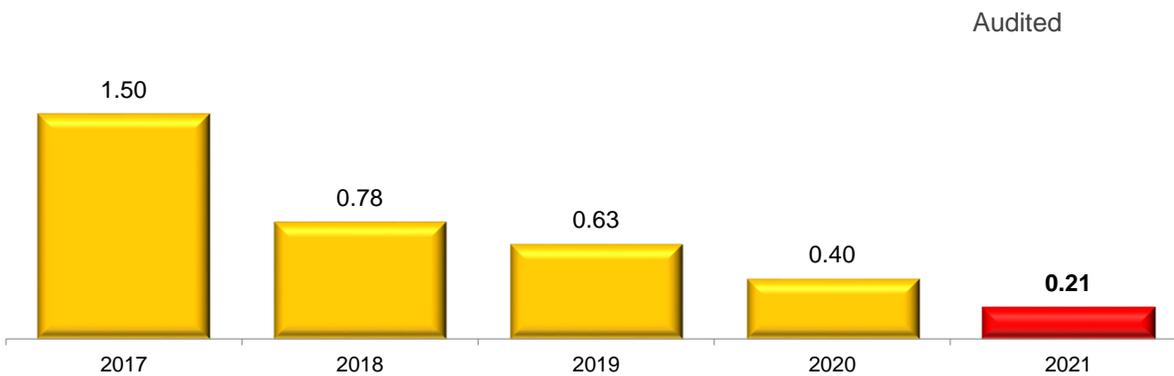
ROAA (%)



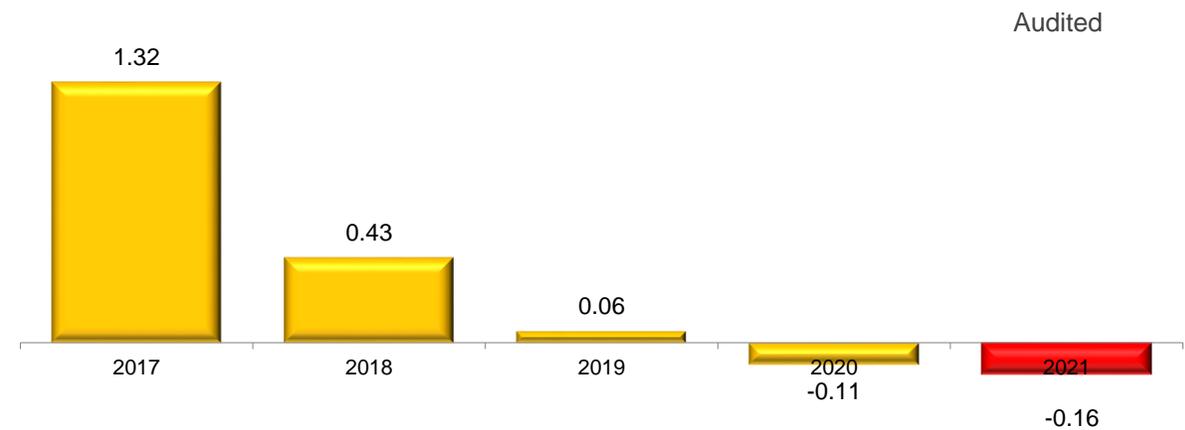
ROAE (%)



DER ( Gross Debt to Equity )



Net Gearing Ratio (x)



# CSR Programs

## Social Activities Alfamart Care

Providing assistance ± 30,000 packages of basic needs for communities during pandemic. Assistance is provided in 32 cities in Indonesia



Blood donation activities with Indonesian red cross



# CSR Programs

## Social Activities Alfamart Care

Donate 400 oxygen concentrator for Rumah Oksigen Gotong Royong (ROGR)



# Digital Business (Alfagift)

- Alfagift application as one stop solution for online customer / members.
- Alfagift get awards “The Best Omnichannel Solution for Retail Consumer 2021” from CNBC Indonesia.



## Alfagift Feature



	2020	2021
Active Member	5.4 mio	6.0 mio
Total Member	9.3 mio	9.9 mio
% Active Member to Total Member	58.50%	60.42%
%Sales member contribution	29.80%	35.33%
%transaction member contribution	16.50%	19.70%



**Thank You**