

Management Presentation

PT. SUMBER ALFARIA TRIJAYA TBK

AS OF SEP 30, 2021



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Overview Ytd September 2021

Overview YTD September 2021

Trade Channel Growth

Total Indonesia grocery and traditional trade channels grew positively, while Modern Trade showed a decline.

- Total Indonesia grocery and traditional trade channel showed a significant growth from -2.2% to 7.0%, and -8.0% to 12.2% respectively.
- Total modern trade, MT super/hyper, and MT minimarket declined from 4.0% to 2.1%, -5.9% to -7.2%, and 7.5% to 5.1% respectively.

Alfagroup Market Share

- Alfamart market share to total Indonesia grew from 11.4% to 12.0%, amid declining MT minimarket growth from 7.5% to 5.1%.
- Alfamidi market share to total Indonesia declined slightly from 2.0% to 1.9%.
- Alfamart market share to total modern trade grew from 22.2% to 24.4% and Alfamidi market share to total modern trade remained flat at 3.8%.
- Alfamart market share to MT minimarket grew from 29.1% to 31.1% and Alfamidi market share to MT minimarket declined marginally from 5.0% to 4.9%.

Overview YTD September 2021

Net Store Addition

- Alfamart : 16,194 stores
- Alfamidi & Lawson : 2.047 stores
- Dan+Dan : 217 stores

Financial Performance

- Revenue increased by 12.1% (YoY) from IDR 56.37 trillion to IDR 63.17 trillion.
- Net Profit grew by 73.4% (YoY) from IDR 638 billion to IDR 1,107 billion.
- Net Gearing Ratio improved from 0.03 x to -0.08 x.

CSR Programs

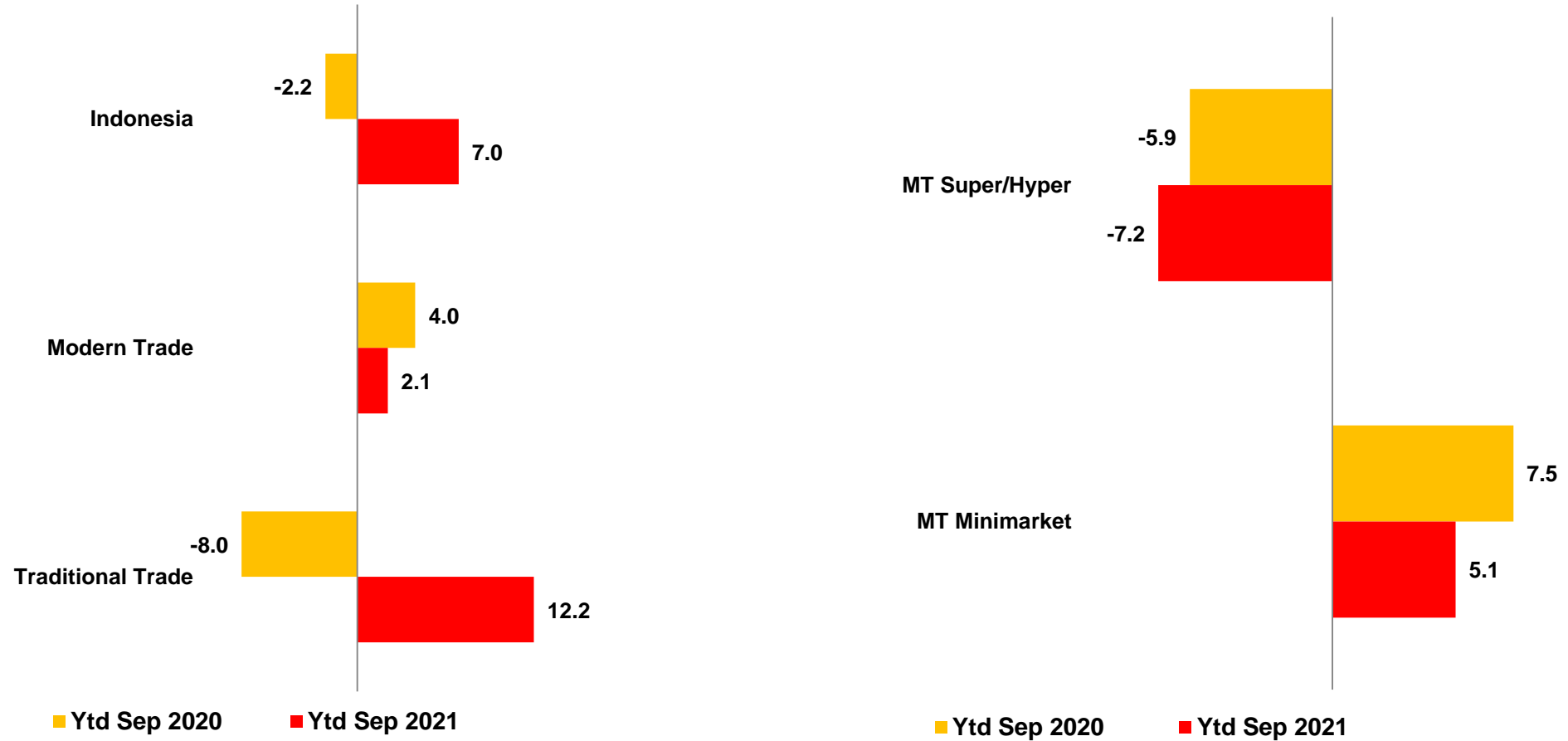
- Carry out various social activities such as providing assistance to communities during pandemic.
- Support natural environment conservation activities by planting some 16,000 tree seedlings
- Donate 400 concentrators Oxygen for Rumah Oksigen Gotong Royong (ROGR)



Industry Update

Trade Channel Growth

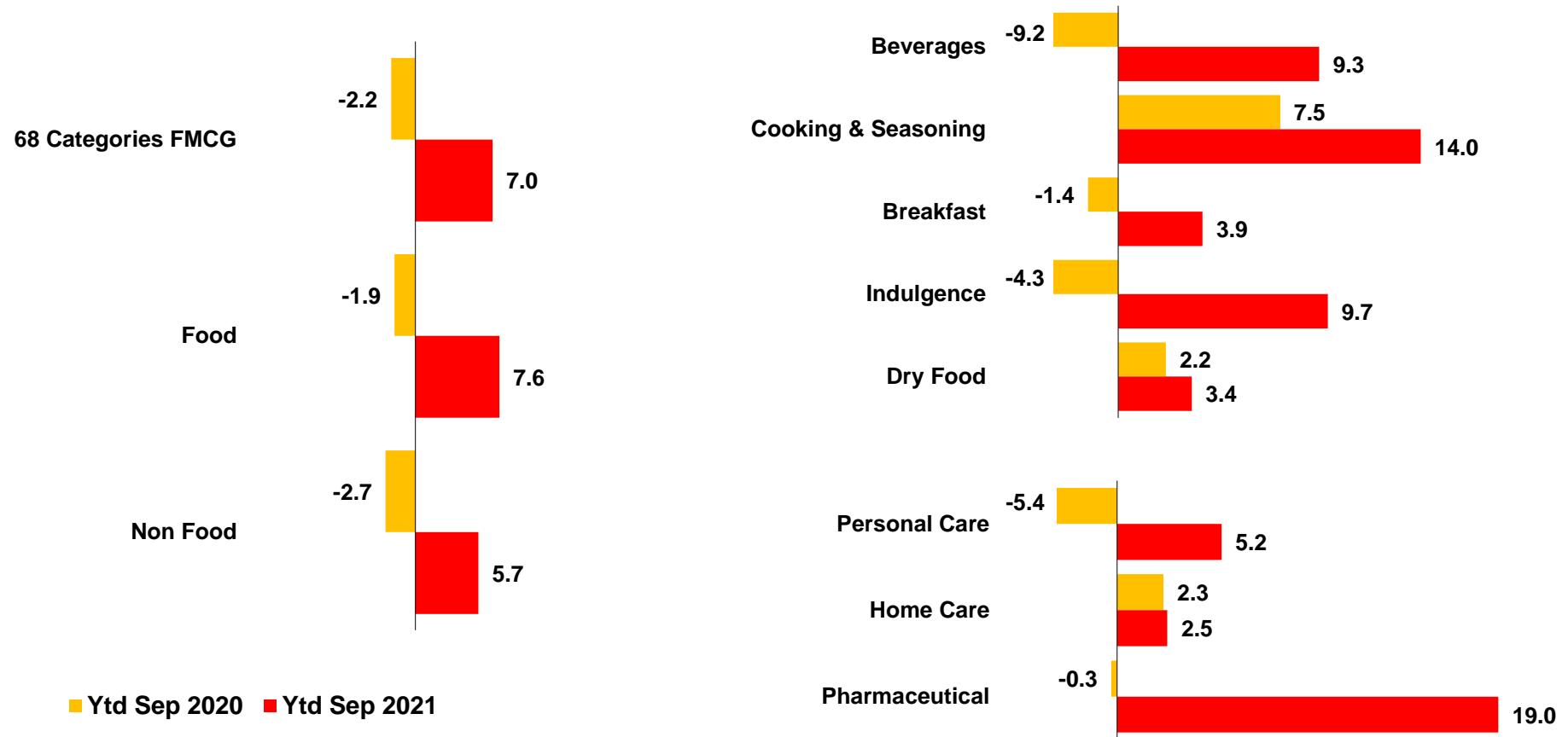
Indonesian Total Grocery Sep 2020 vs Sep 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Growth By Departments

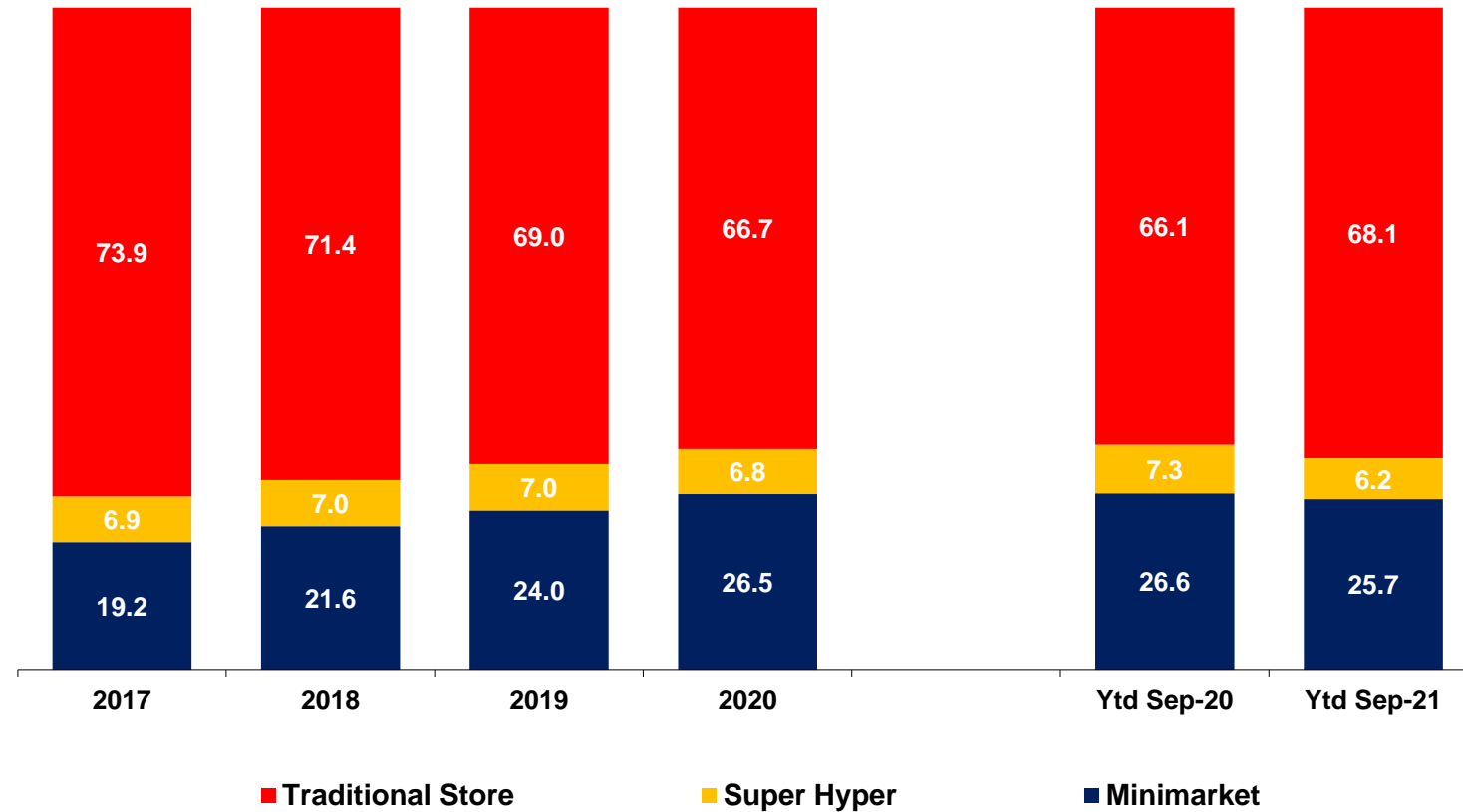
Indonesian Total Grocery Ytd Sep 2020 vs Sep 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

Trade Channel Contribution

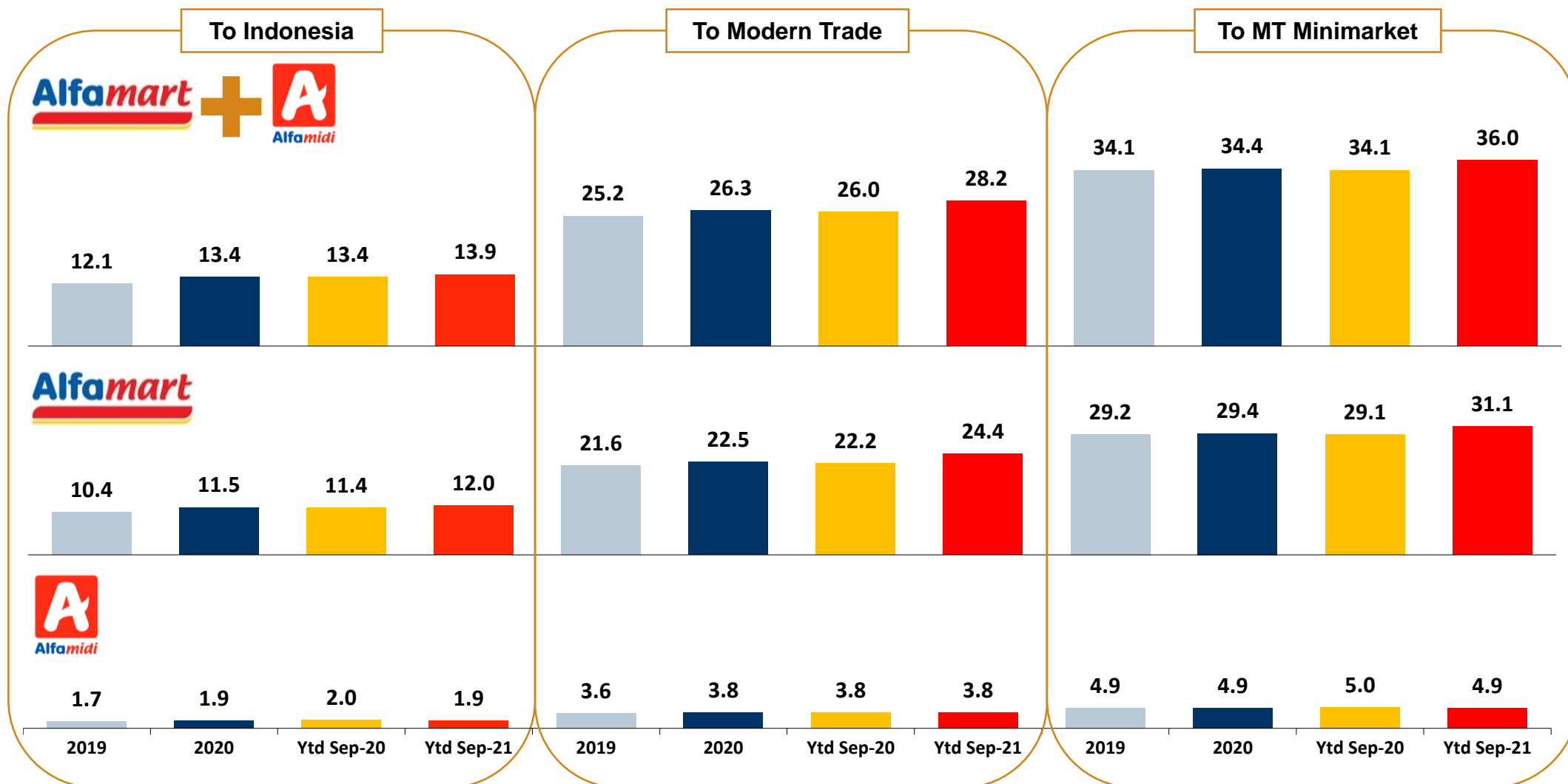
Indonesian Total Grocery Ytd Sep 2020 vs Sep 2021 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

Alfa Group Market Share

Alfa Group [Total 68 FMCG Categories] Ytd Sep 2021



Source: Nielsen Retail Audit

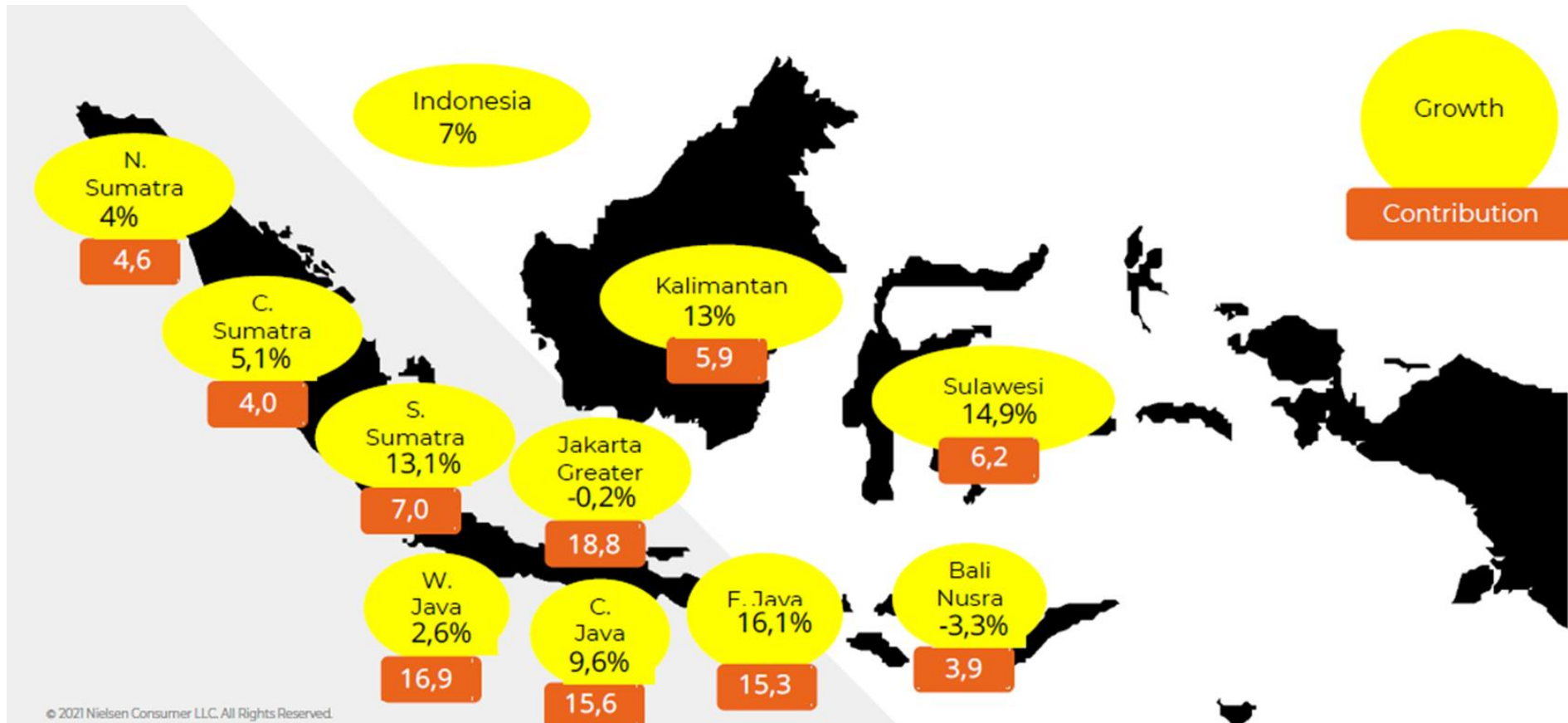
Industry Landscape

| | STORE NUMBER | |
|----------------|--------------|--------------|
| | FY 2020 | Ytd Sep 2021 |
| ALFAMART | 15,434 | 16,194 |
| ALFAMIDI | 1,798 | 1,950 |
| INDOMARET | 18,113 | 19,181 |
| CIRCLE K | 373 | 349 |
| LAWSON | 68 | 68 |
| FOODMART MINI | 13 | 13 |
| ALFAMIDI SUPER | 26 | 29 |
| FARMER MARKET | 35 | 39 |
| SUPERINDO | 182 | 184 |
| RANCH MARKET | 18 | 18 |
| LOTTE SUPER | 1 | 1 |
| RAMAYANA | 80 | 75 |
| FOODMART | 29 | 31 |
| GIANT EKSPRES | 59 | 0 |
| HERO | 17 | 22 |
| AEON | 3 | 3 |
| FOODHALL | 34 | 34 |
| LOTTE HYPER | 13 | 13 |
| GIANT EKSTRA | 37 | 0 |
| HYPERMART | 97 | 94 |
| DAN+DAN | 212 | 217 |
| WATSONS | 155 | 149 |
| BOSTON | 62 | 57 |
| GUARDIAN | 311 | 275 |

Groceries Growth By Region

- Sumatra, Java, Kalimantan, Sulawesi grew positively.
- Java still recorded highest contribution of 66.6%.

Indonesian Total Groceries Ytd Sep 2021 [Total FMCG 68 Categories]

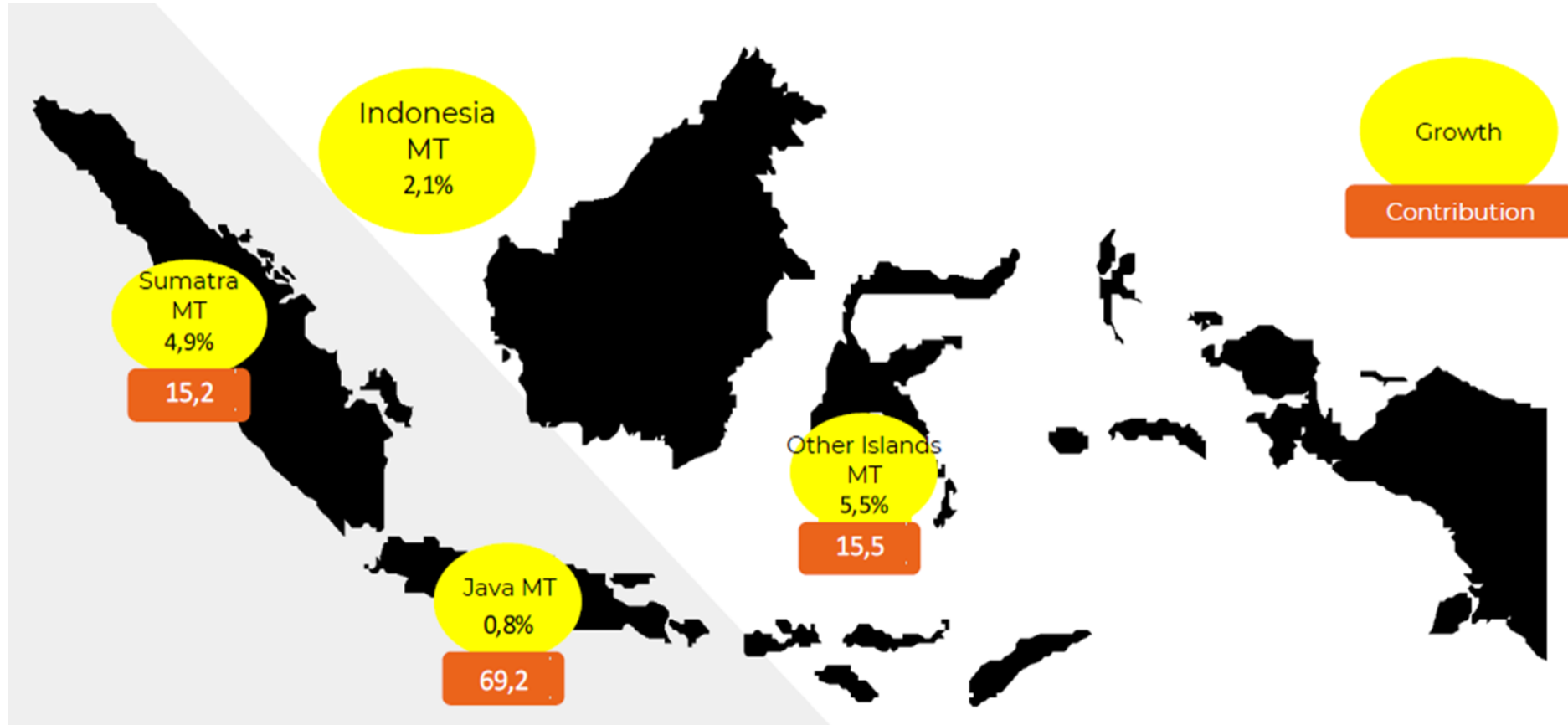


Source: Nielsen Retail Audit

Modern Trade Growth By Region

Total Indonesian Modern Trade showed positive growth 2.1%. Java Modern Trade experienced slower growth than Indonesia MT.

Indonesian Total Groceries Ytd Sep 2021 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit



Operational Performance

Network & Distribution







































Warehouse & Stores

- As of Sep 2021, we managed 44 warehouses scattered throughout Indonesia
- 18,458 stores scattered in Indonesia
(27.6% Greater Jakarta; 40.3% Java; 32.1% Outside Java)

Note :

There is a change in the grouping, Karawang which was previously recorded as part of Greater Jakarta is now moved to Java and stores in NTT which was previously recorded as part of Sidoarjo is now moved to Outside Java.



| Greater Jakarta | Java | | Outside Java | |
|--|---|--|---|--|
|  Cileungsi |  Karawang |  Sidoarjo |  Medan 1 & 2 ^{a)} |  Makassar 1 & 2 ^{a)} |
|  Jababeka 1 & 2 ^{a)} |  Bandung 1 & 2 |  Jember |  Pekanbaru |  Jambi |
|  Cikokol |  Cilacap |  Rembang |  Palembang |  Pontianak |
|  Balaraja |  Plumbon |  Yogyakarta ^{a)} |  Lampung |  Banjarmasin |
|  Bogor |  Cianjur |  Surabaya ^{a)} |  Denpasar |  Lombok |
|  Serang |  Semarang | |  Kotabumi |  Batam |
|  Parung |  Klaten | |  Samarinda ^{a)} |  Manado 1 & 2 ^{a)} |
|  Bitung 1 ^{a)} & 2 ^{b)} |  Malang | |  Palu ^{a)} |  Kendari ^{a)} |
| | | |  Ambon ^{a)} | |

Notes :

^{a)} DC Alfamidi

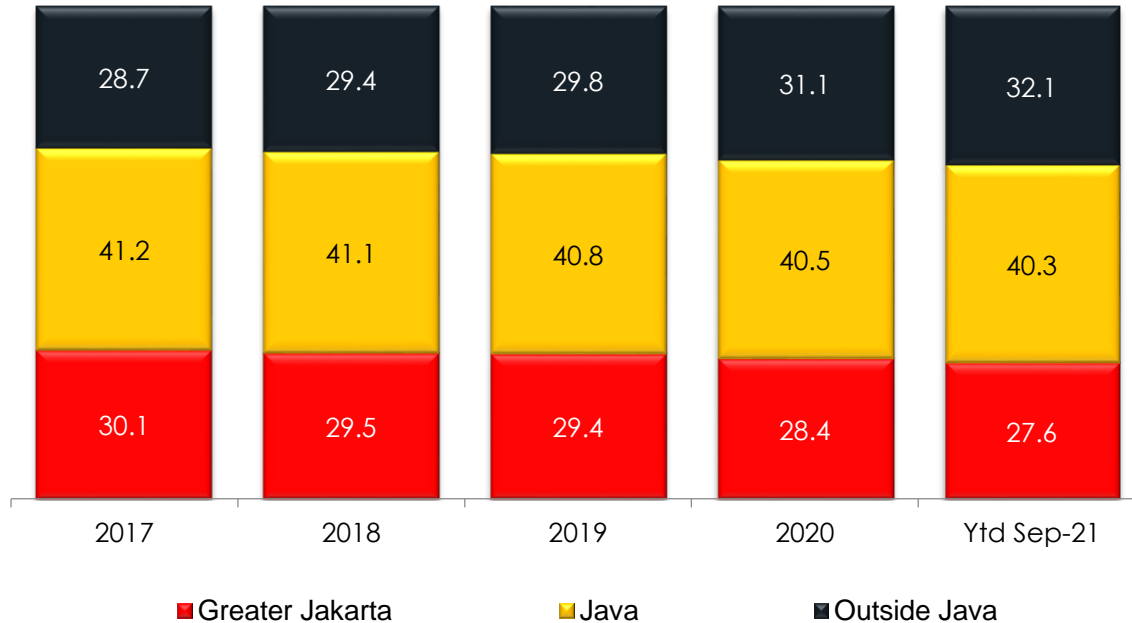
^{b)} DC Dan+Dan



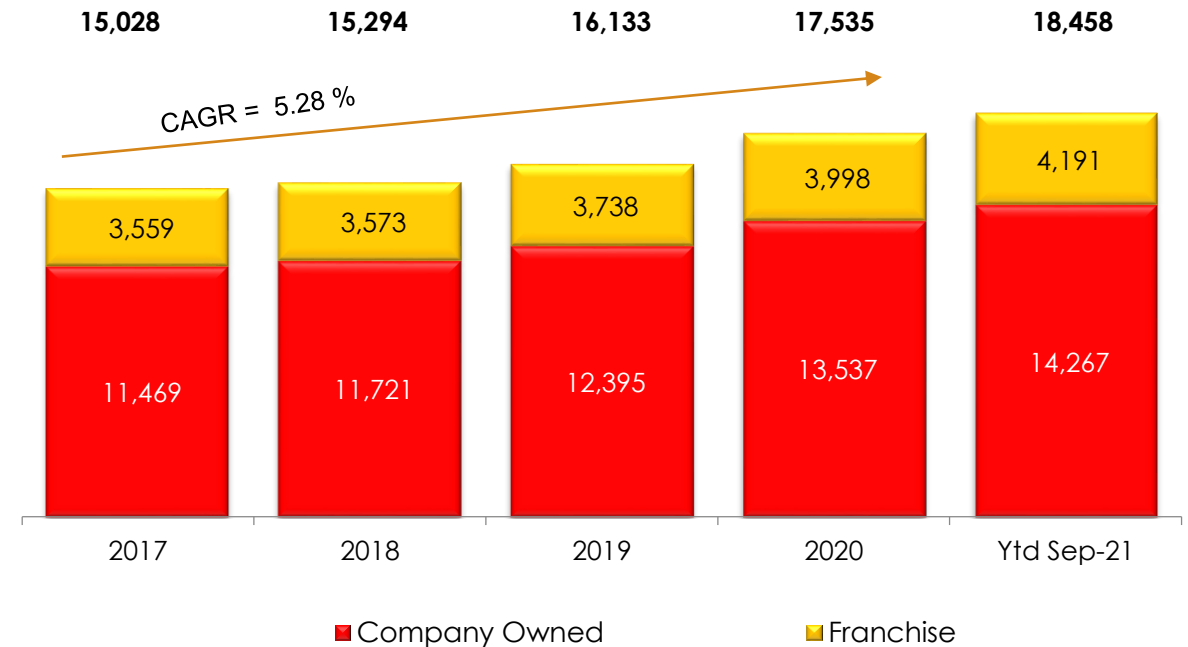
Store Growth

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.



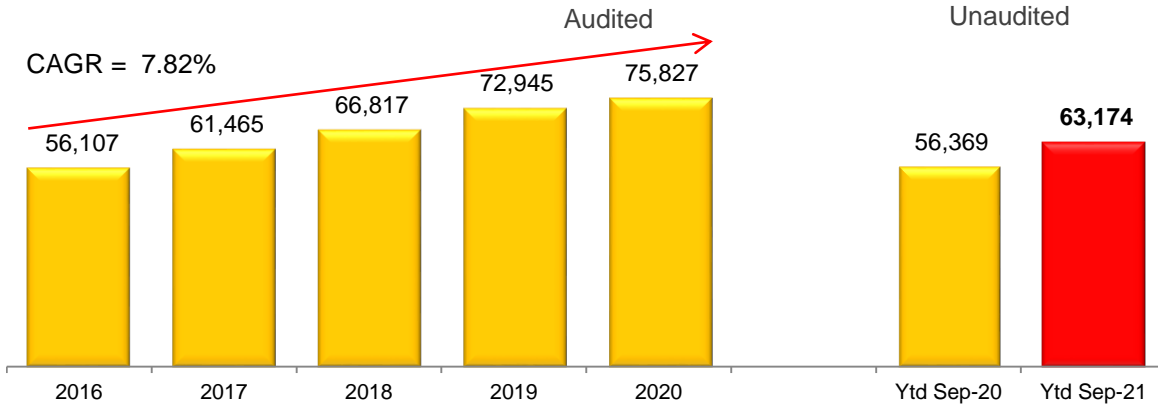
Financial Highlights



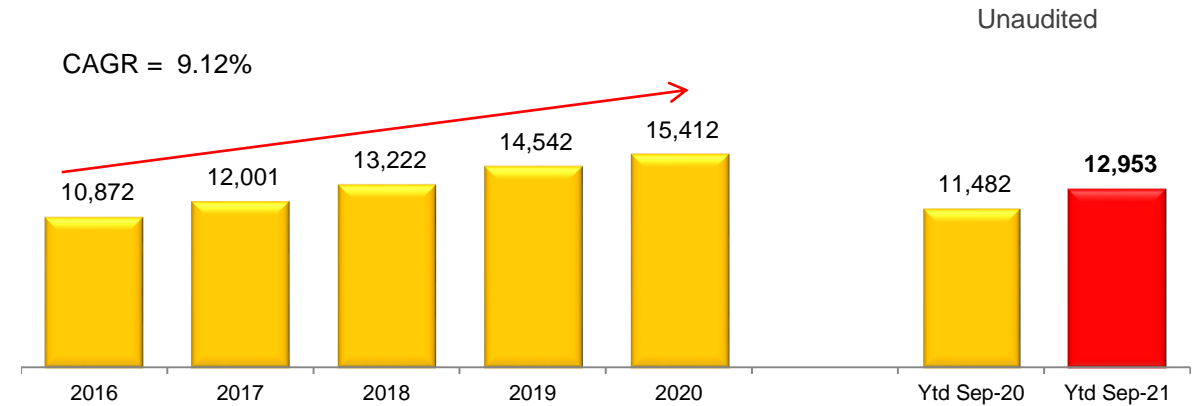
Income Statement Summary Consolidated

As of Sep 2021 [Rp Billion]

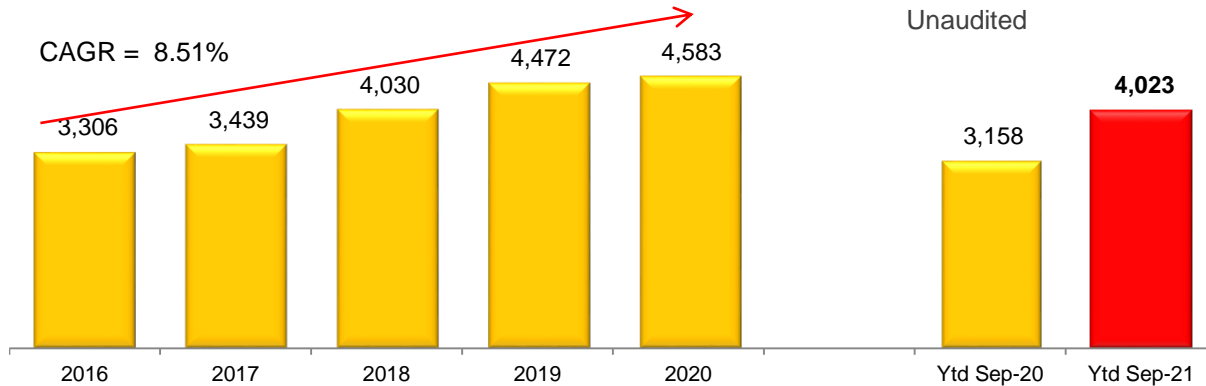
REVENUE



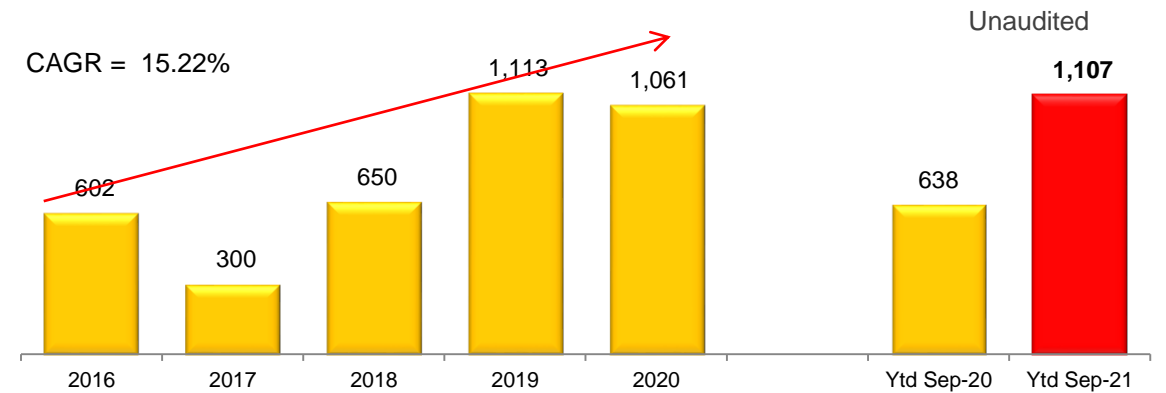
GROSS PROFIT



EBITDA



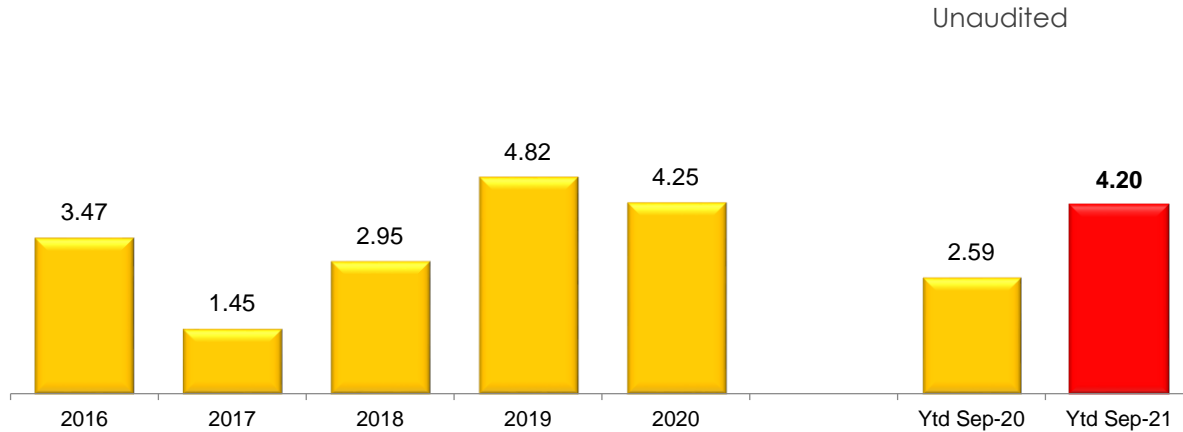
Income for the year attributable to owners of the Parent Company



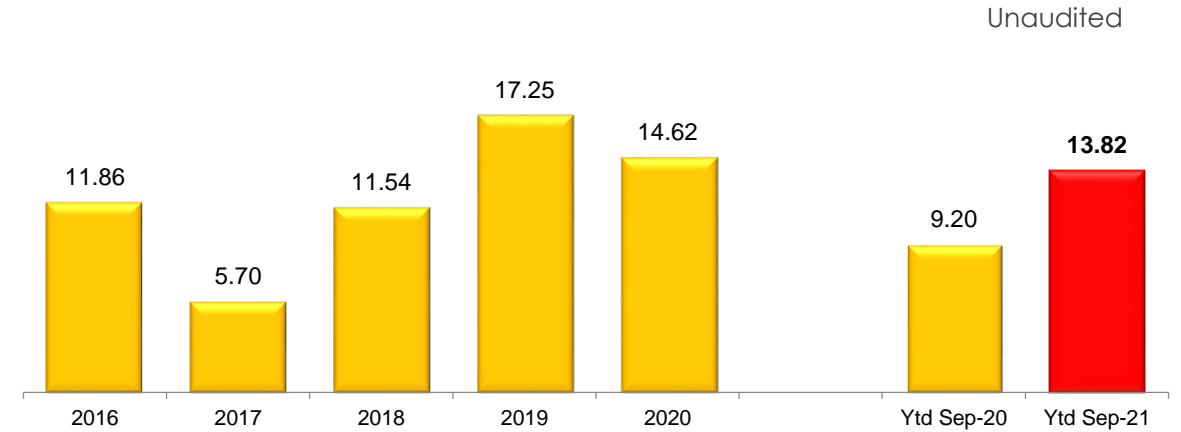
Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, PT Sumber Wahana Sejahtera, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

Financial (Return & Leverage)

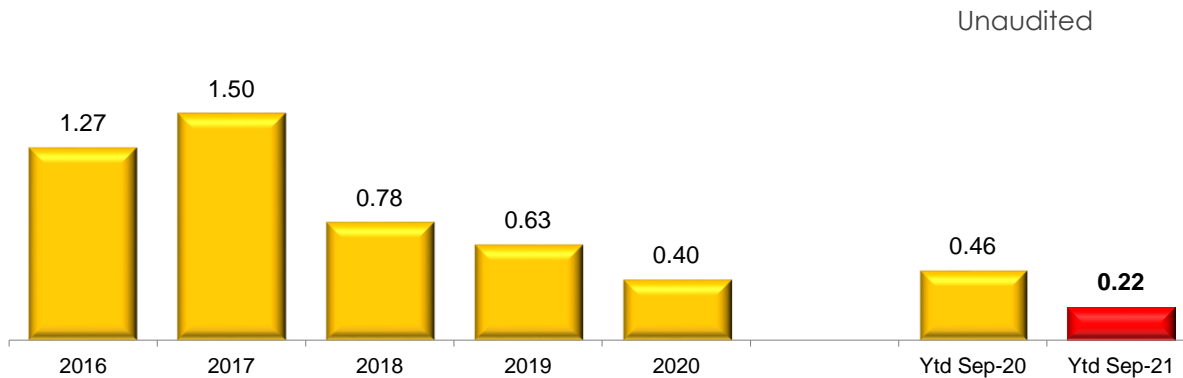
ROAA (%)



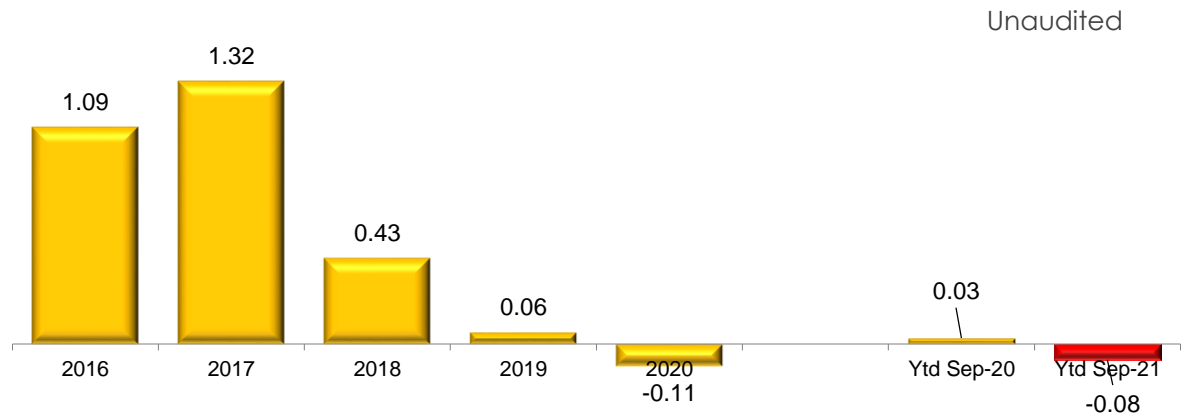
ROAE (%)



DER (Gross Debt to Equity)



Net Gearing Ratio (x)



CSR PROGRAMS

Social Activities Alfamart Care

Providing assistance ± 27,000 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

Providing UBM Student Dormitory as an integrated self-isolation place that can be used by the community to carry out Covid-19 self-isolation with adequate services and facilities.



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



CSR PROGRAMS

Environmental Care Alfamart Clean & Green

Planting some 16,000 tree seedlings in 30 cities





Thank You

