

# Management Presentation

PT. SUMBER ALFARIA TRIJAYA TBK

AS OF JUNE 30, 2021



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## Overview Ytd June 2021

# Overview YTD June 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 0.9% to 4.0%, and -4.2% to 7.9% respectively.
- Total modern trade, MT super/hyper, and MT minimarket declined from 6.1% to 0.4%, -2.9% to -7.0%, and 9.4% to 2.8% respectively.

## Alfagroup Market Share

- Alfamart market share to total Indonesia grew from 11.4% to 12.1%, amid declining MT minimarket growth from 9.4% to 2.8%.
- Alfamidi market share to total Indonesia declined slightly from 2.0% to 1.9%.
- Alfamart market share to total modern trade grew from 22.1% to 24.3% and Alfamidi market share to total modern trade remained flat at 3.9%.
- Alfamart market share to MT minimarket grew from 29.3% to 31.3% and Alfamidi market share to MT minimarket declined marginally from 5.2% to 5.0%.



# Overview YTD June 2021

## Net Store Addition

- Alfamart : 15,960 stores
- Alfamidi & Lawson : 2,019 stores
- Dan+Dan : 216 stores

## Financial Performance

- Revenue increased by 10.3% (YoY) from IDR 38.09 trillion to IDR 42.03 trillion.
- Net Profit grew by 72.99% (YoY) from IDR 493.26 billion to IDR 853.29 billion.
- Net Gearing Ratio improved from 0.45 x to -0.09 x.

## CSR Programs

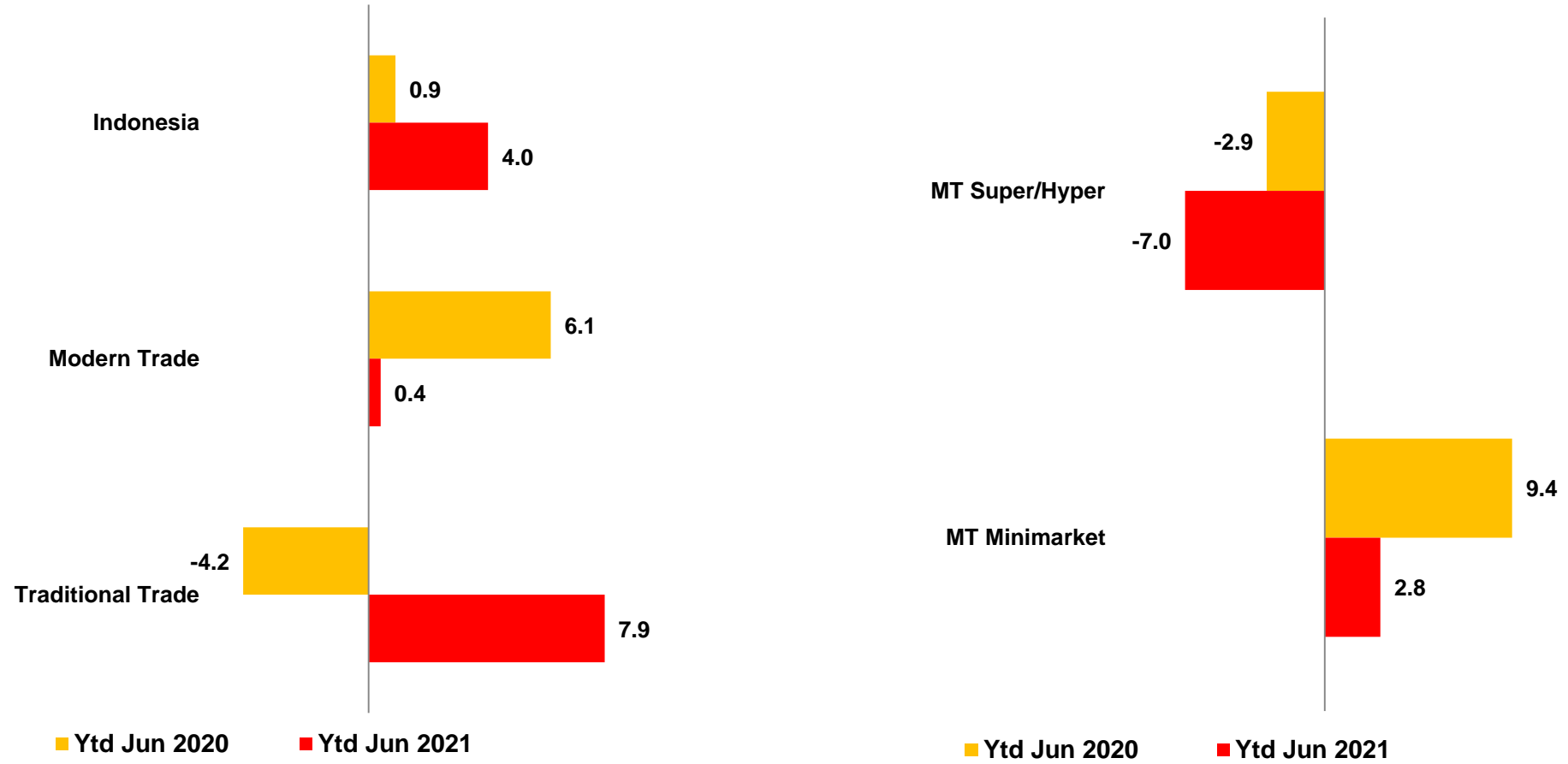
- Carry out various social activities such as providing assistance to communities during pandemic.
- Support natural environment conservation activities by planting some 14,000 tree seedlings



# Industry Update

# Trade Channel Growth

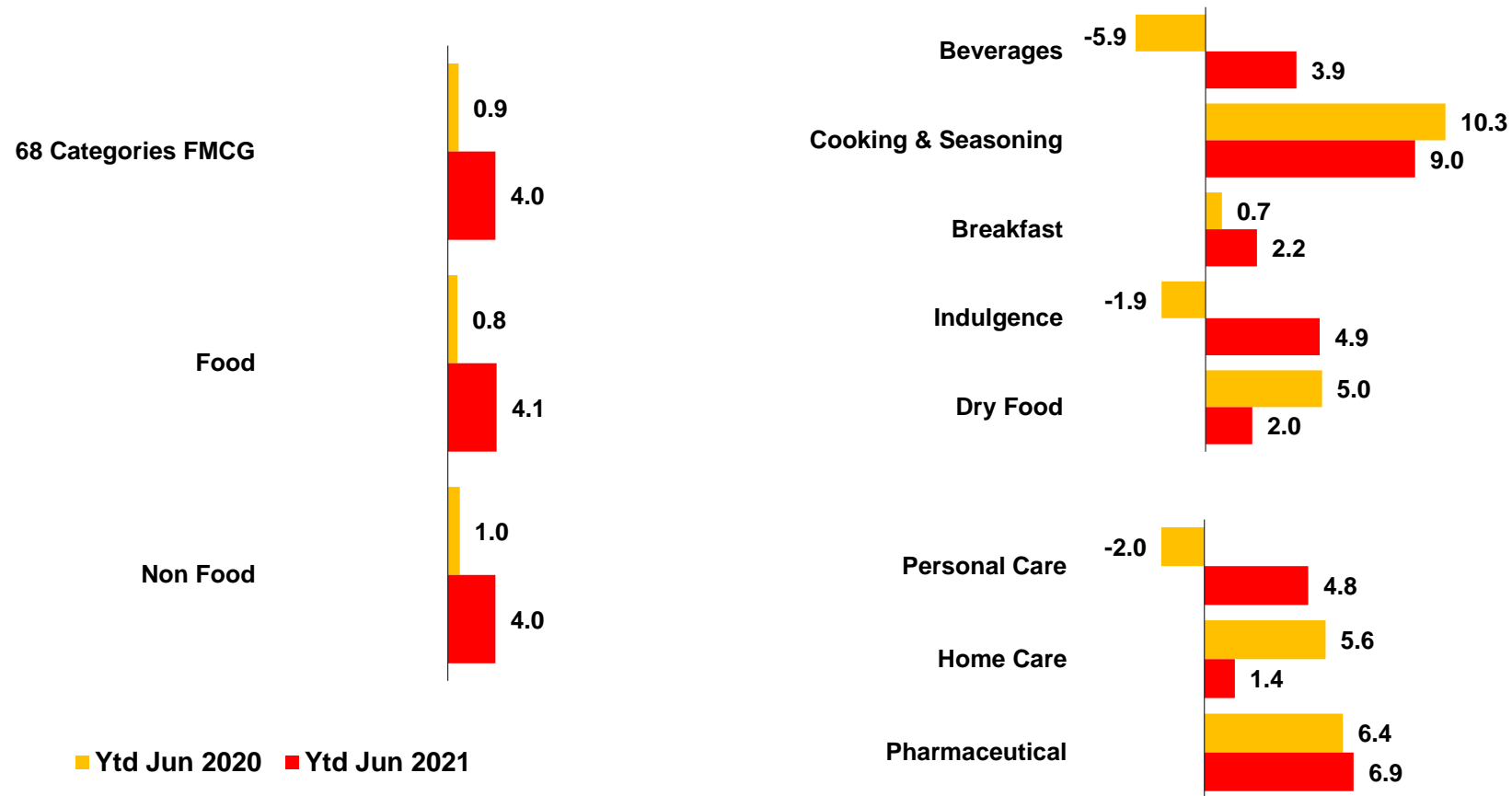
Indonesian Total Grocery June 2020 vs June 2021 [Total 68 FMCG Categories]



Source: Nielsen Retail Audit

# Growth By Departments

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

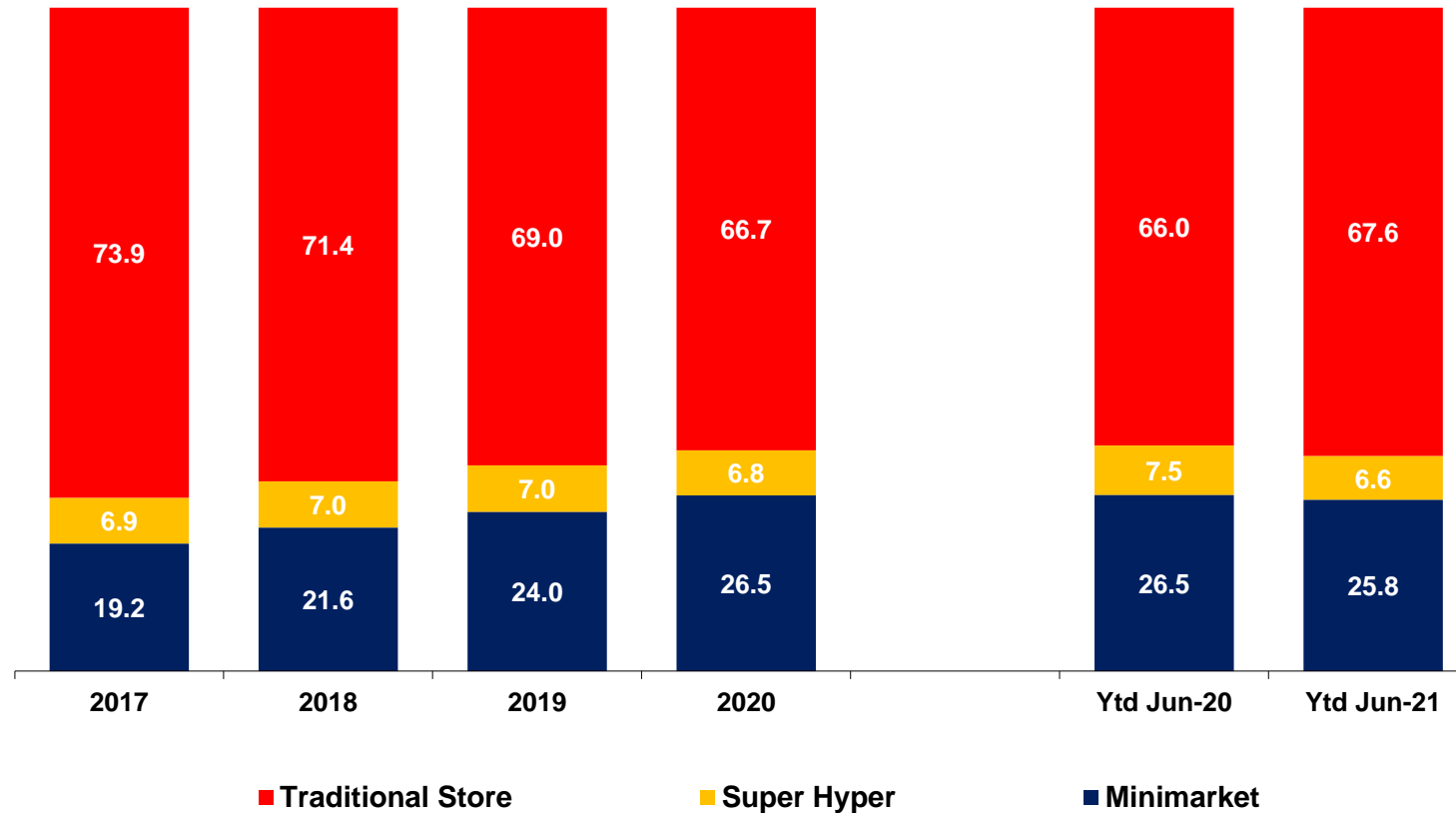


Source: Nielsen Retail Audit



# Trade Channel Contribution

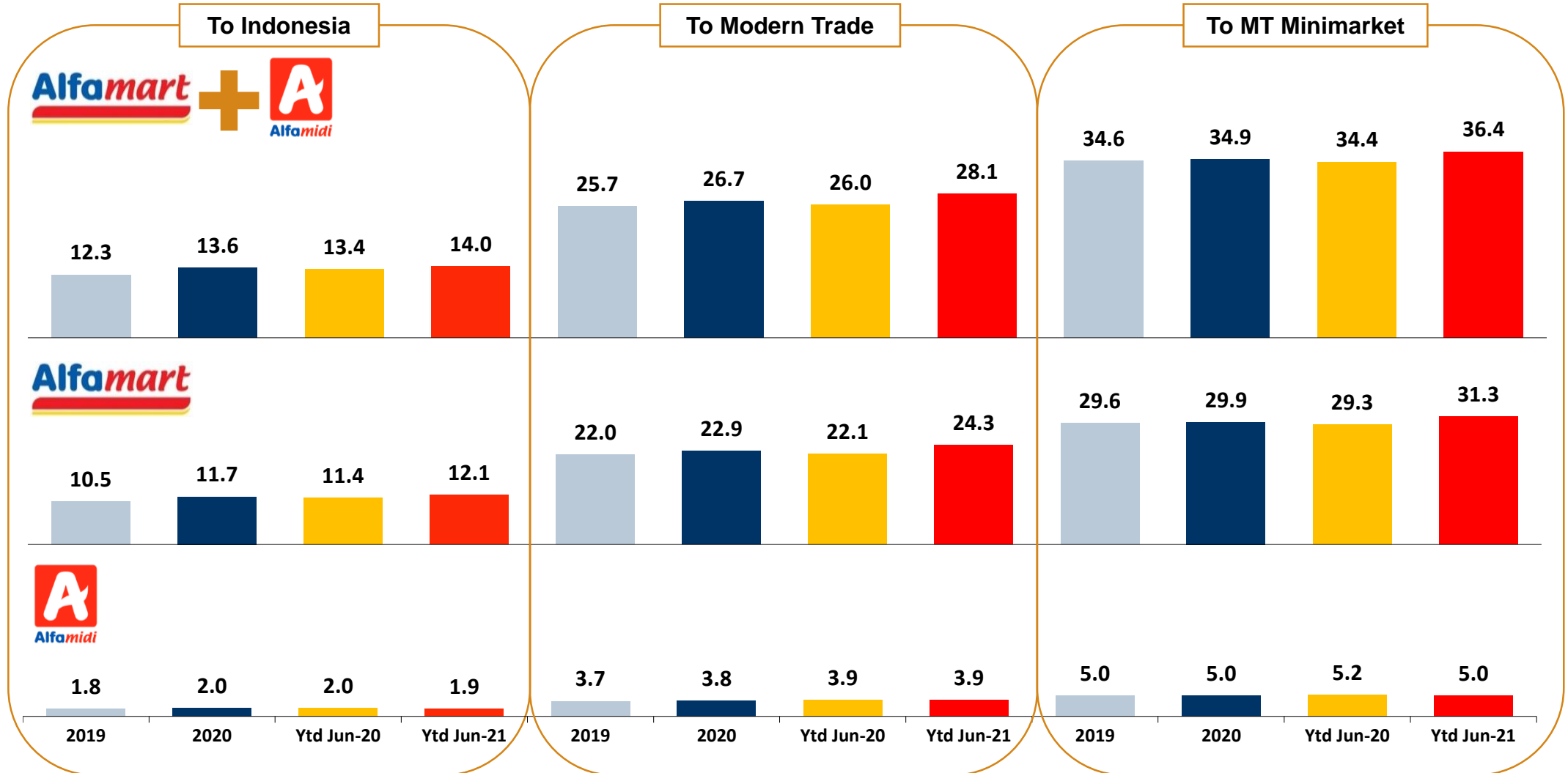
Indonesian Total Grocery Ytd June 2020 vs June 2021 [Total 68 FMCG Categories + Cigarettes]



Source: Nielsen Retail Audit

# Alfa Group Market Share

Alfa Group [Total 68 FMCG Categories] Ytd June 2021



Source: Nielsen Retail Audit

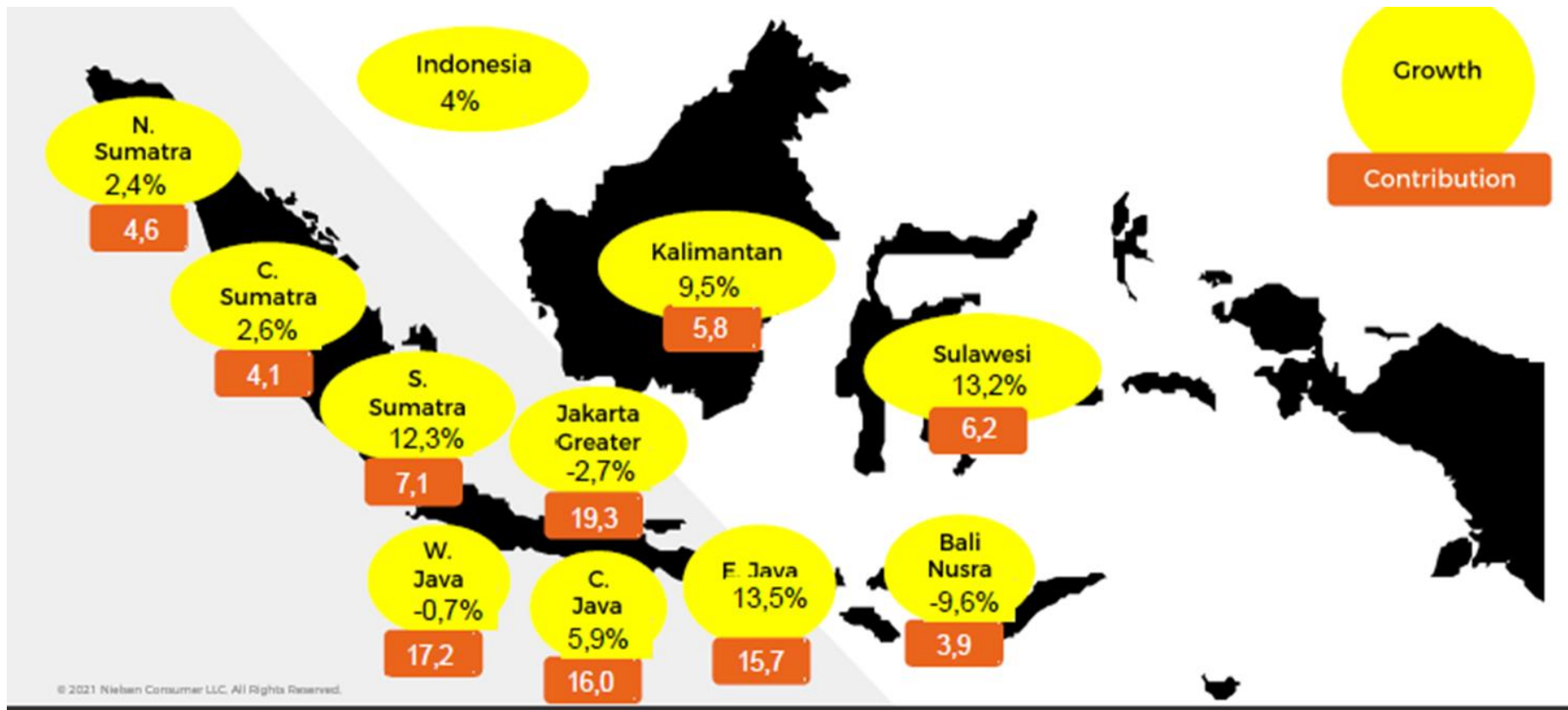
# Industry Landscape

	STORE NUMBER	
	FY 2020	Ytd June 2021
ALFAMART	15,434	15,960
ALFAMIDI	1,798	1,923
INDOMARET	18,113	18,743
CIRCLE K	373	362
LAWSON	68	68
FOODMART MINI	13	13
ALFAMIDI SUPER	26	28
FARMER MARKET	35	38
SUPERINDO	182	180
RANCH MARKET	18	19
LOTTE SUPER	1	1
RAMAYANA	80	79
FOODMART	29	33
GIANT EKSPRES	59	44
HERO	17	17
AEON	3	3
FOODHALL	34	33
LOTTE HYPER	13	13
GIANT EKSTRA	37	26
HYPERMART	97	99
DAN+DAN	212	216
WATSONS	155	152
BOSTON	62	59
GUARDIAN	311	300

# Groceries Growth By Region

- Sumatra, East and Central Java, Kalimantan, Sulawesi grew positively.
- Java still recorded highest contribution of 68.2%.

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

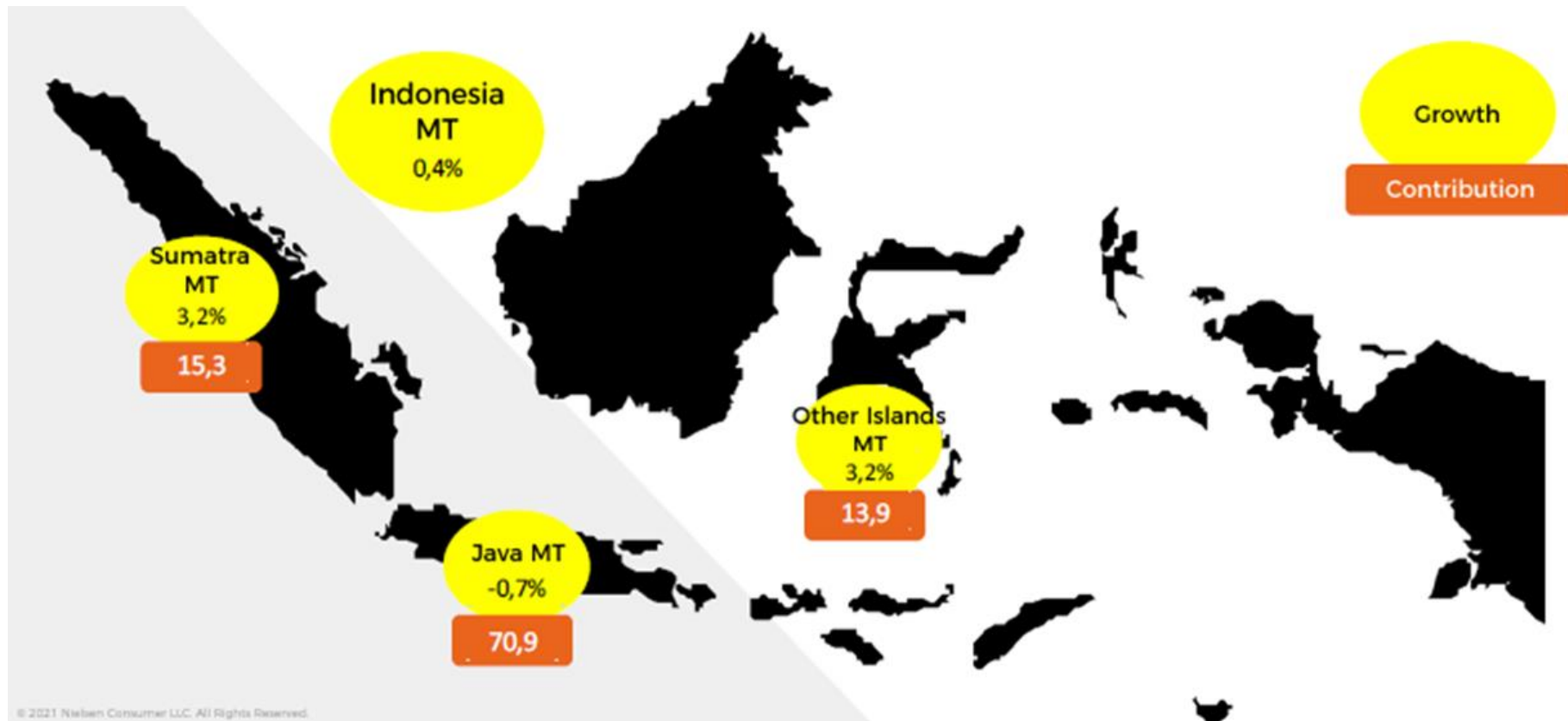


Source: Nielsen Retail Audit

# Modern Trade Growth By Region

Total Indonesian Modern Trade showed positive growth 0.4%, while Java declined by -0.7%.

## Indonesian Total Groceries Ytd June 2021 [Total FMCG 68 Categories]



Source: Nielsen Retail Audit



# Operational Performance



# Network & Distribution







































## Warehouse & Stores

- As of June 2021, we managed 44 warehouses scattered throughout Indonesia
- 18.195 stores scattered in Indonesia  
(27.8% Greater Jakarta; 40.4% Java; 31.8% 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 <sup>a)</sup>	 Makassar 1 & 2 <sup>a)</sup>
 Jababeka 1 & 2 <sup>a)</sup>	 Bandung 1 & 2	 Jember	 Pekanbaru	 Jambi
 Cikokol	 Cilacap	 Rembang	 Palembang	 Pontianak
 Balaraja	 Plumbon	 Yogyakarta <sup>a)</sup>	 Lampung	 Banjarmasin
 Bogor	 Cianjur	 Surabaya <sup>a)</sup>	 Denpasar	 Lombok
 Serang	 Semarang		 Kotabumi	 Batam
 Parung	 Klaten		 Samarinda <sup>a)</sup>	 Manado 1 & 2 <sup>a)</sup>
 Bitung 1 <sup>a)</sup> & 2 <sup>b)</sup>	 Malang		 Palu <sup>a)</sup>	 Kendari <sup>a)</sup>
				 Ambon <sup>a)</sup>

**Notes :**

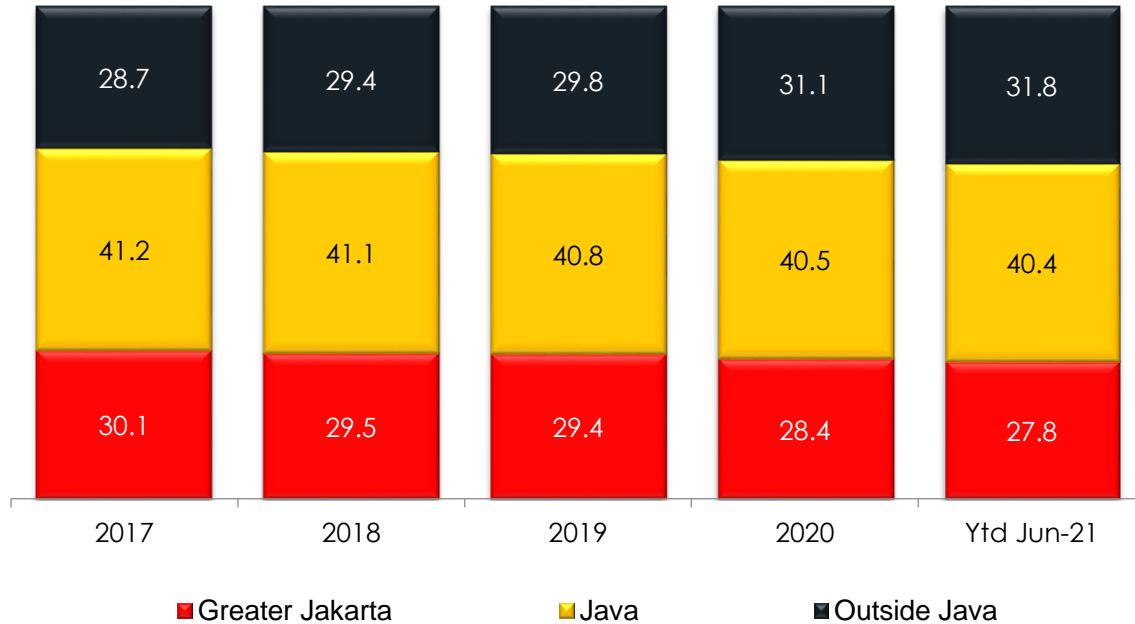
<sup>a)</sup> DC Alfamidi

<sup>b)</sup> DC Dan+Dan

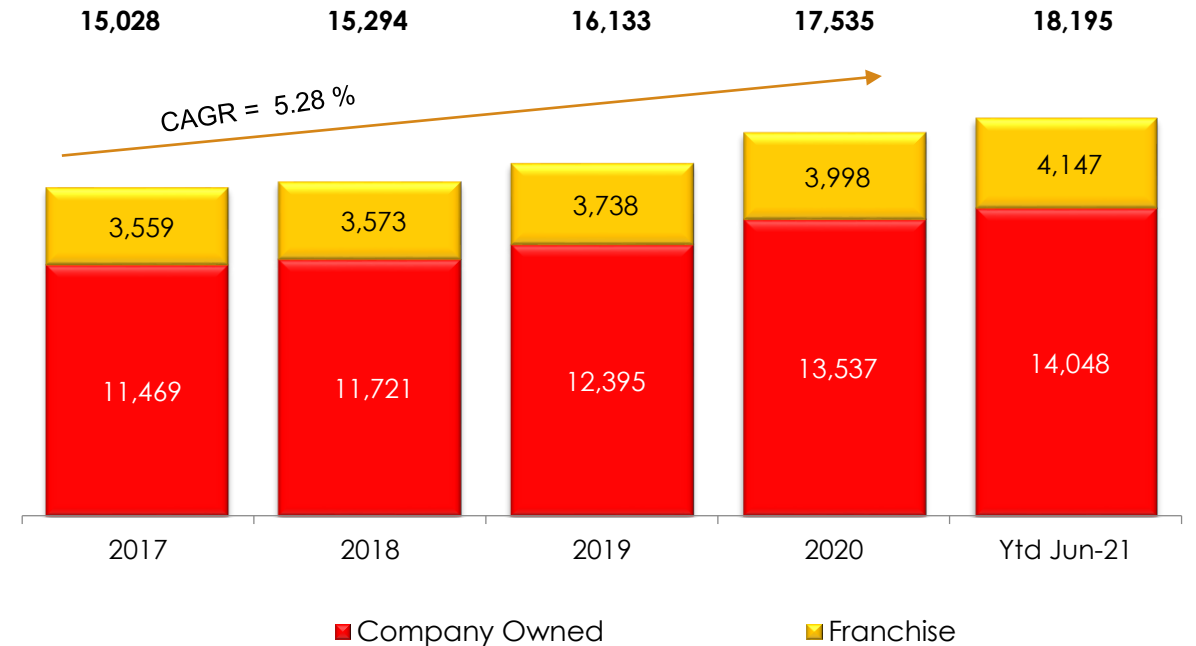
# Store Growth

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.



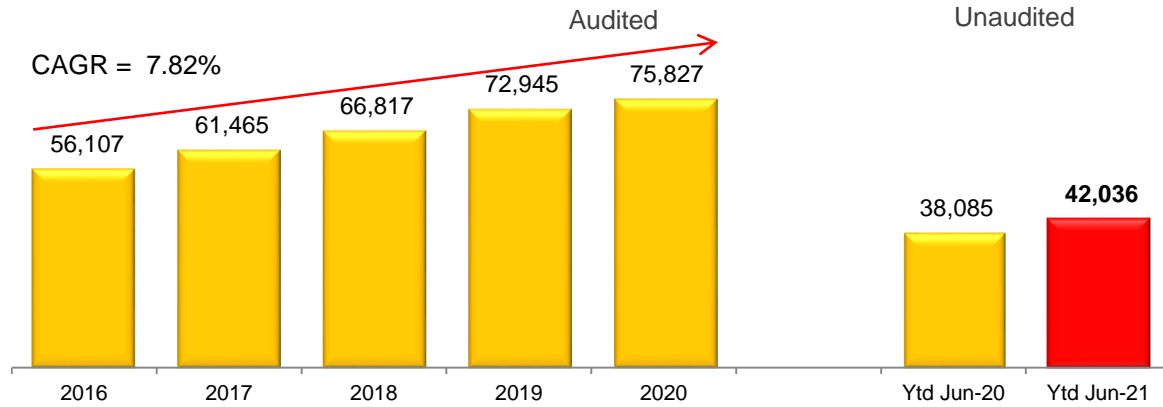
# Financial Highlights



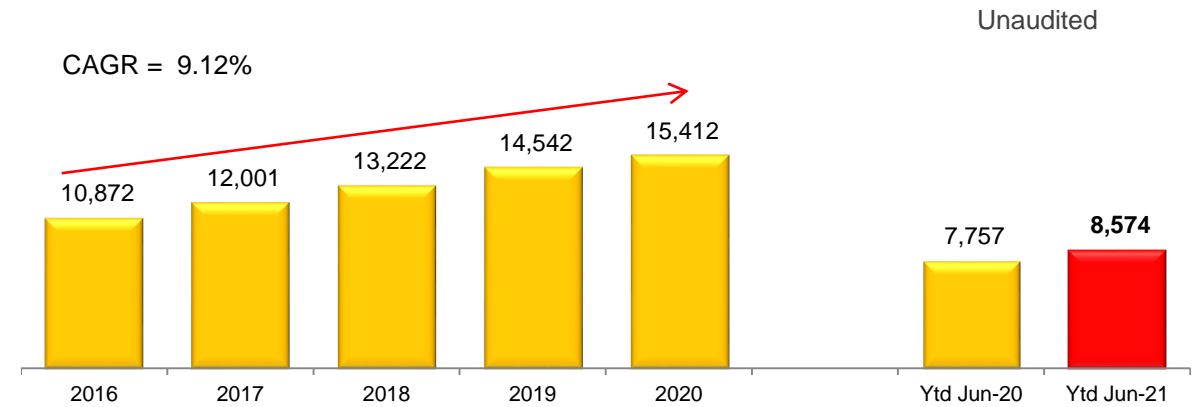
# Income Statement Summary Consolidated

As of June 2021 [Rp Billion]

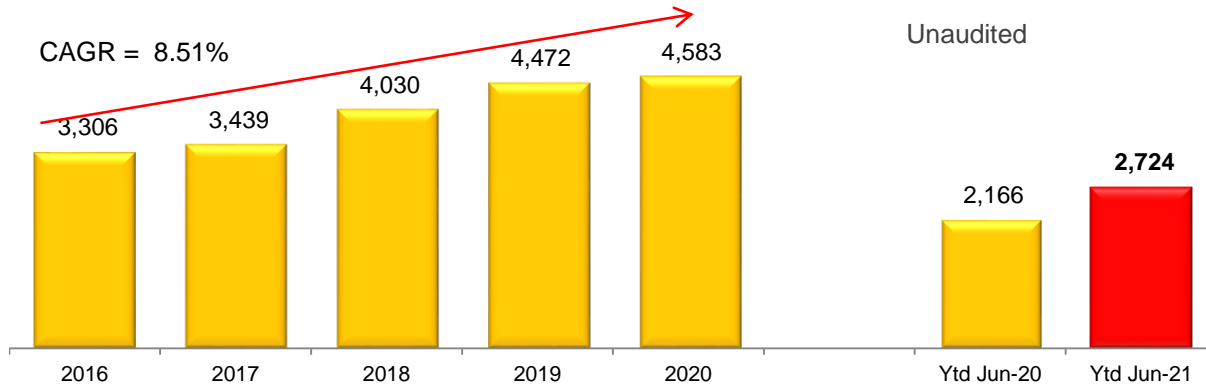
## REVENUE



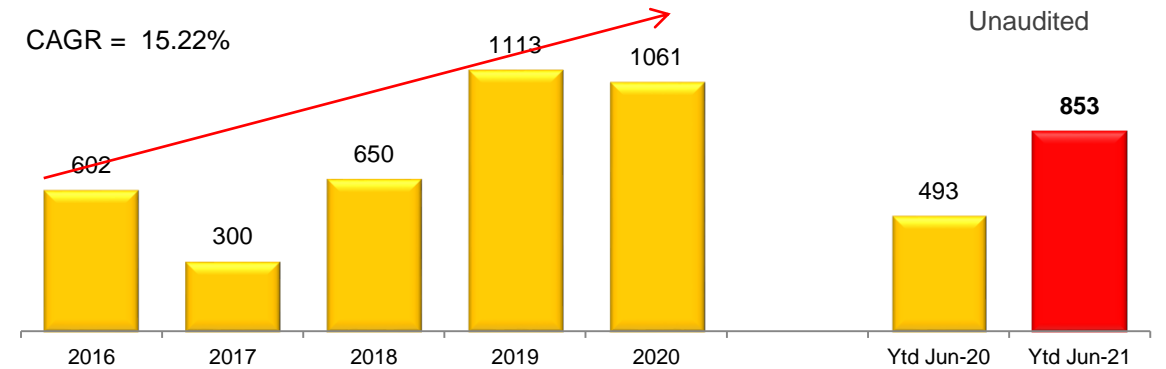
## GROSS PROFIT



## EBITDA



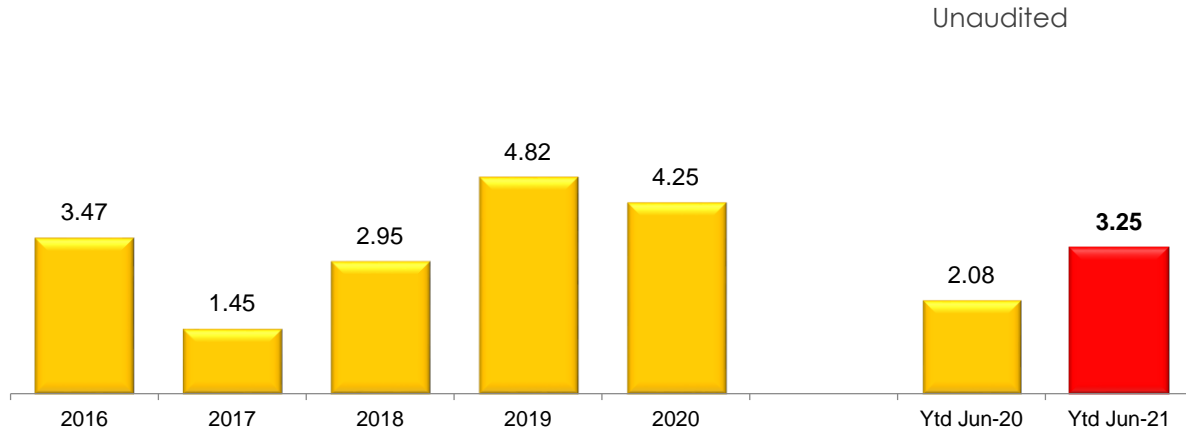
## Income for the year attributable to owners of the Parent Company



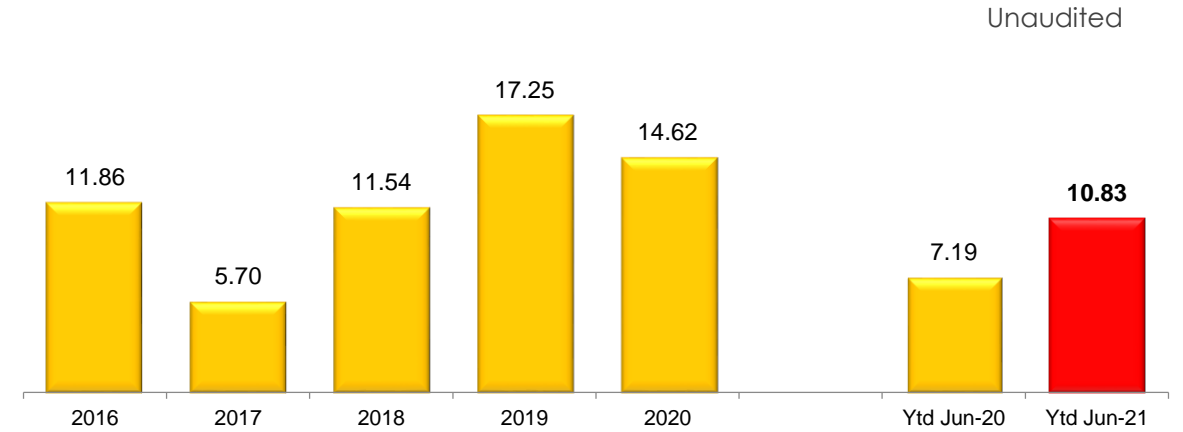
Subsidiaries Include: PT Midi Utama Indonesia Tbk, PT Sumber Indah Lestari, PT Sumber Trijaya Lestari, PT Sumber Wahana Sejahtera, Alfamart Retail Asia Pte.Ltd (ARA), and Global Loyalty Indonesia.

# Financial (Return & Leverage)

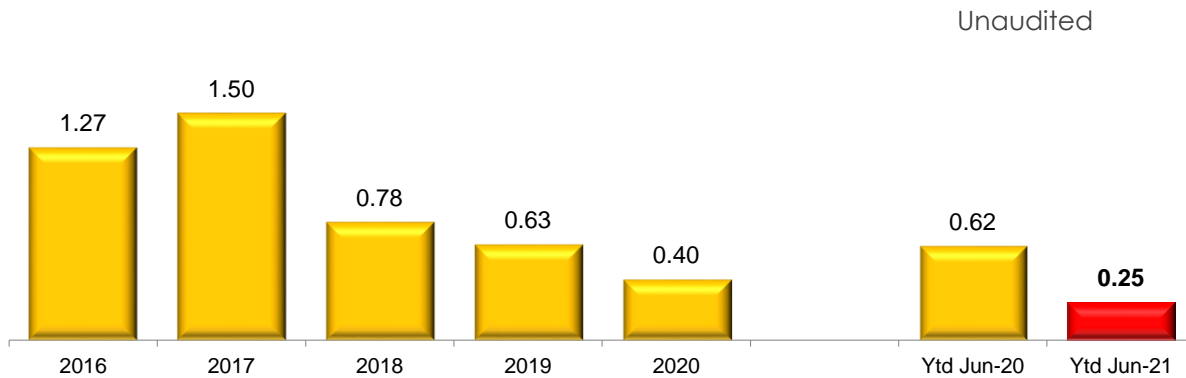
ROAA (%)



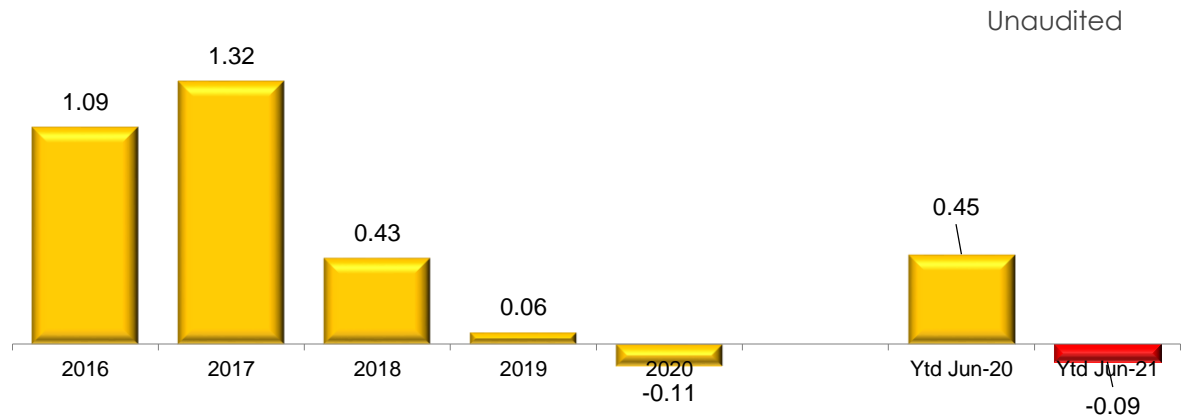
ROAE (%)



DER ( Gross Debt to Equity )



Net Gearing Ratio (x)



# CSR PROGRAMS

## Social Activities Alfamart Care

Providing assistance ± 20,000 packages of basic needs for communities during pandemic. Assistance is provided in 32 cities in Indonesia



## Environmental Care Alfamart Clean & Green

Planting some 14,000 tree seedlings in 20 cities







**Thank You**

