



# MANAGEMENT PRESENTATION

PT Sumber Alfaria Trijaya Tbk. [As of December 31, 2023]





**Business Overview**

**Industry Update**

**Network & Distribution**

**Financial Highlights**



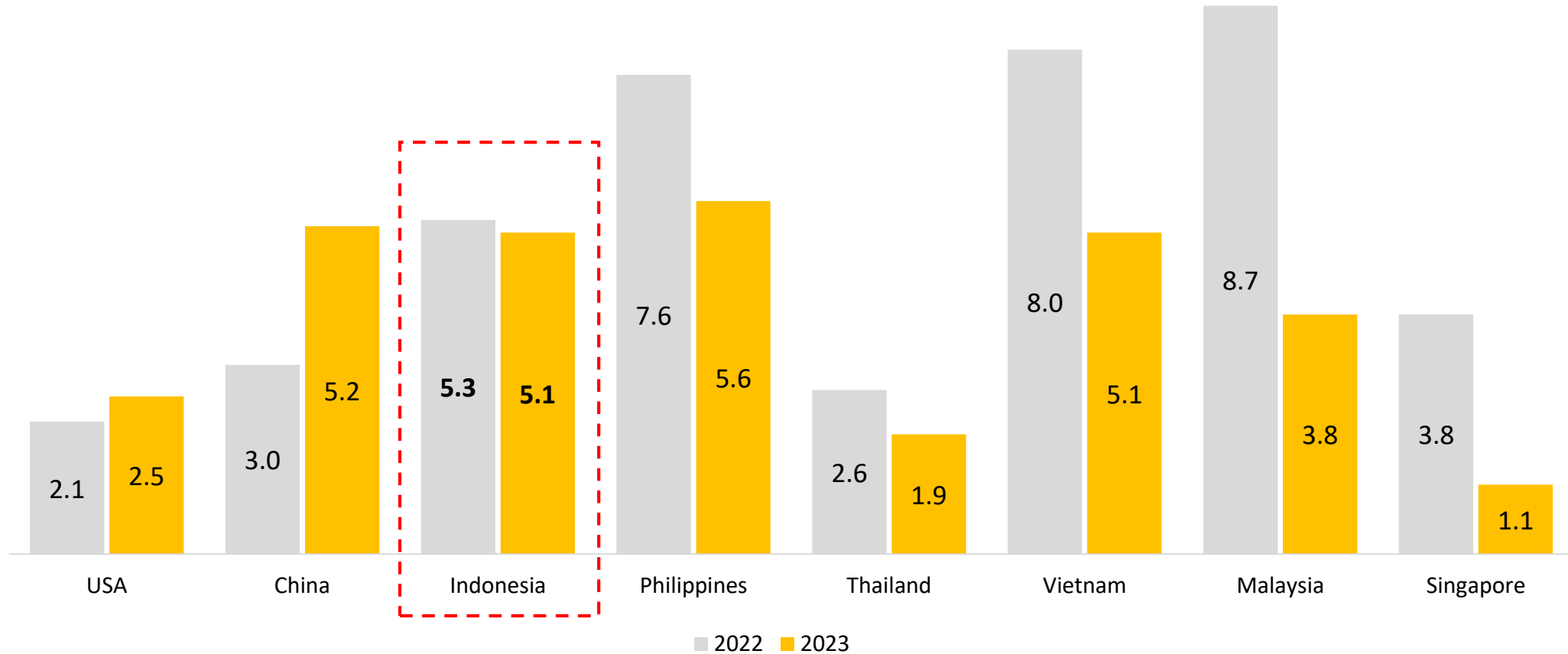
# Business Overview





# GDP Growth

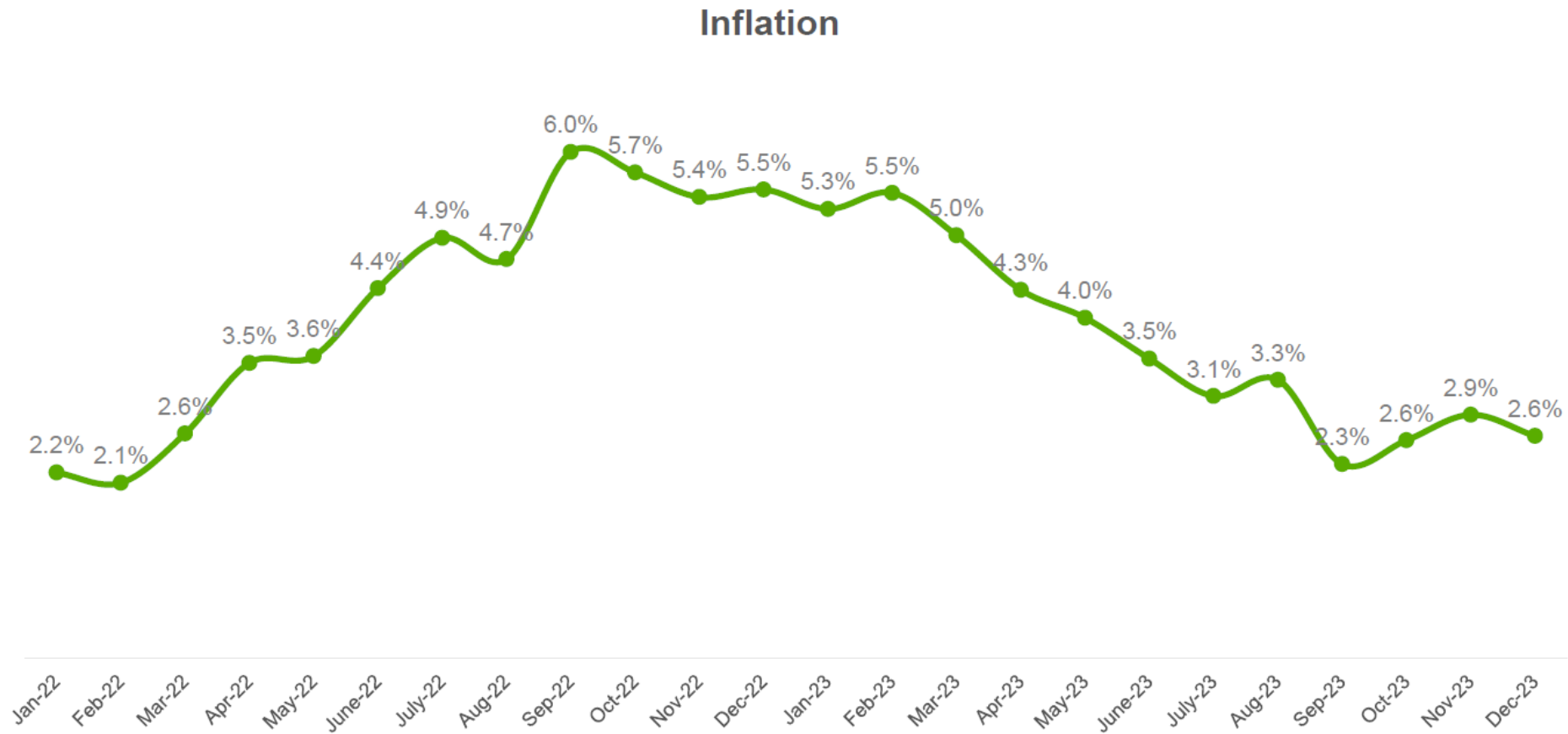
- Indonesia sustained consistent GDP growth over the past 2 years.
- Indonesia ranked second only to the Philippines in terms of the highest GDP growth 2023 among its peers, on par with China and Vietnam.



Source: World Bank

# Inflation

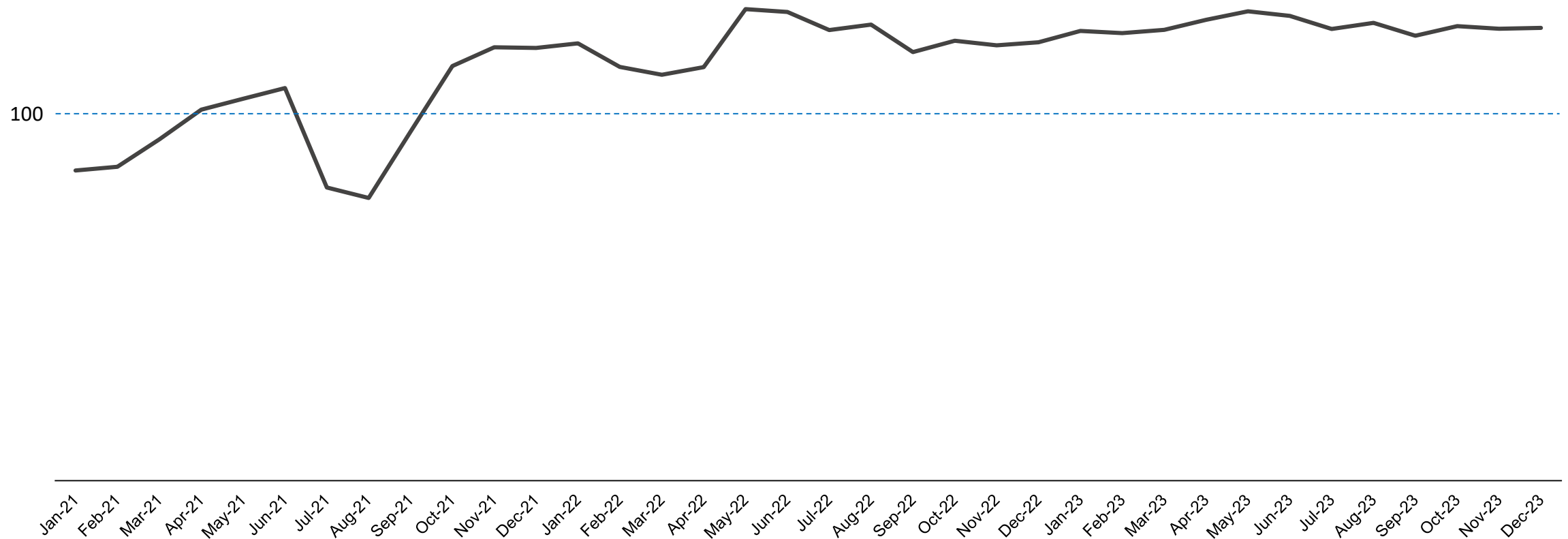
Indonesia inflation has begun to moderate in 2023, signaling a return to more sustainable levels.



Source: Bank Indonesia

# Consumer Confidence

The Consumer Confidence index has consistently remained above 100, indicating that consumers are generally optimistic about the current and future state of the economy.



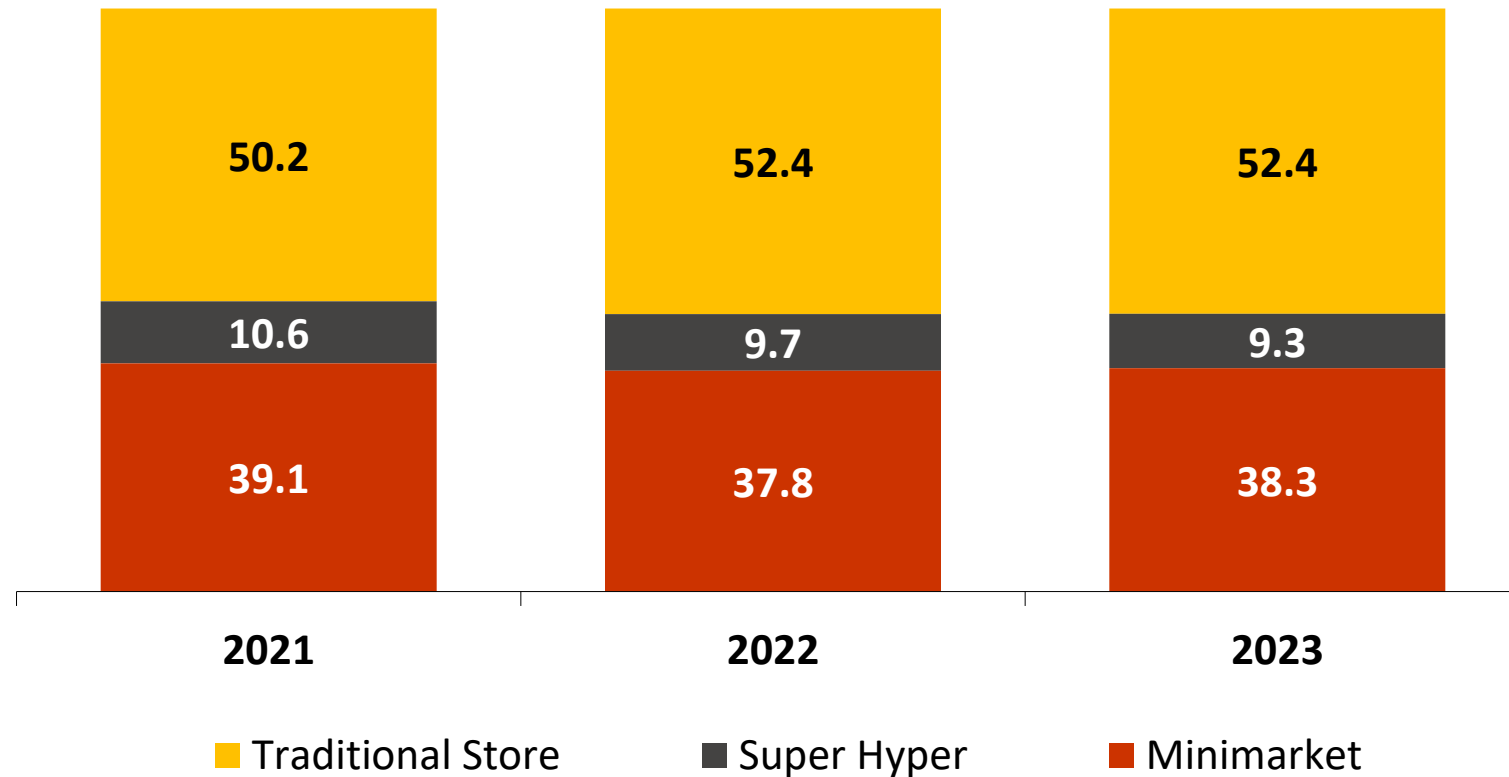
Source: Bank Indonesia

# Trade Channel Contribution

Indonesia Total Grocery | Total 68 Categories (excluding Cigarettes)

YTD Dec-22 vs YTD Dec-23

Traditional stores remains stable, while Super Hyper loses share to Minimarket.

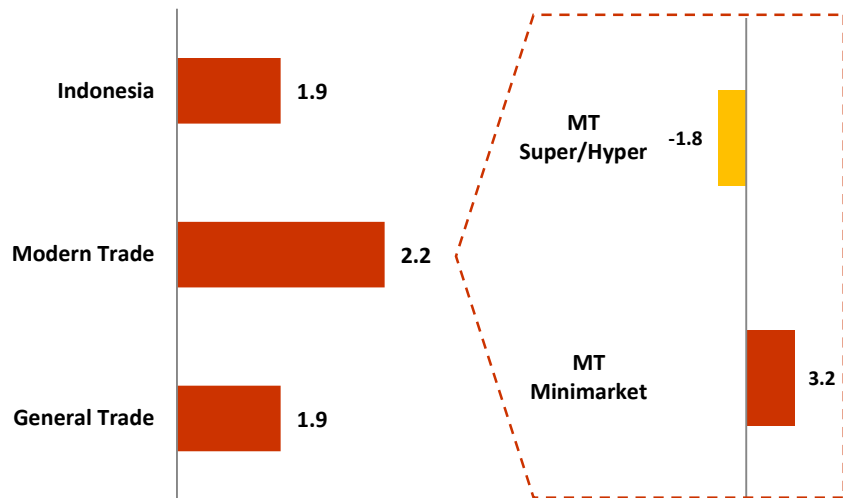


Source: Nielsen

# Channel Growth & Market Share



## Trade Channel Growth YTD Dec-23 (%) (Indonesia Total Groceries / 68 categories)

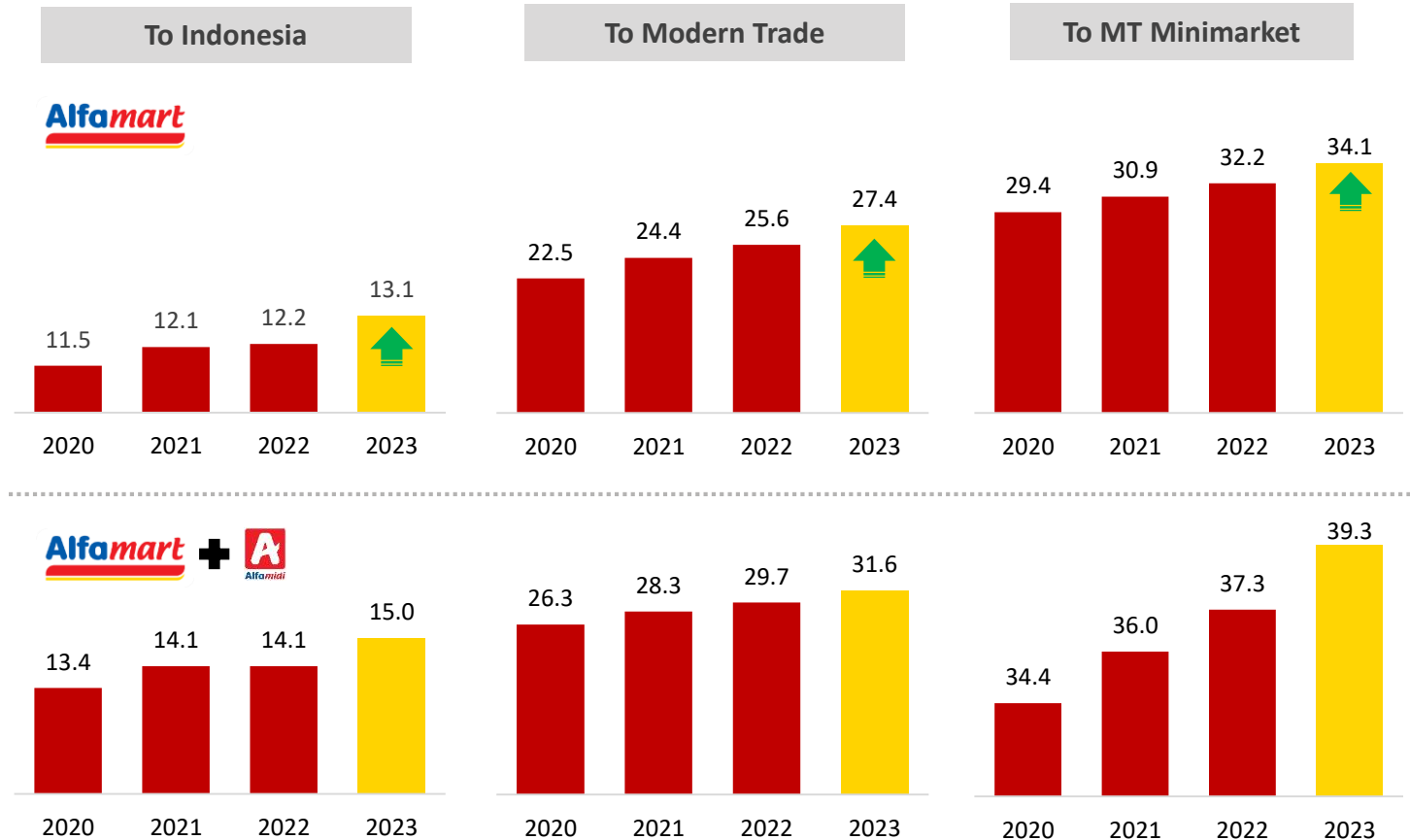


- Minimarket remains the growth driver in Modern Trade.

Source: Nielsen

## Alfamart Market Share (%)

Alfamart still consistently gains market share across all industry landscape.



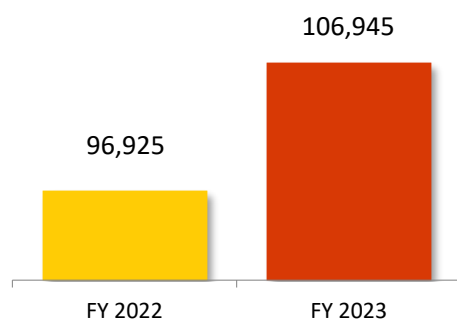


# Performance Highlight YTD Dec-2023



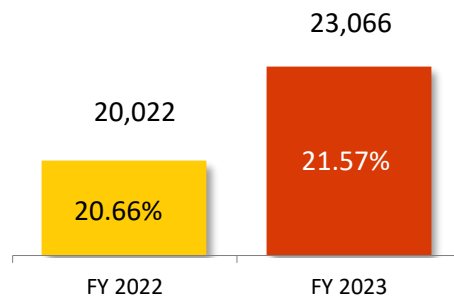
## Revenue

Revenue increased by 10.34% YoY.



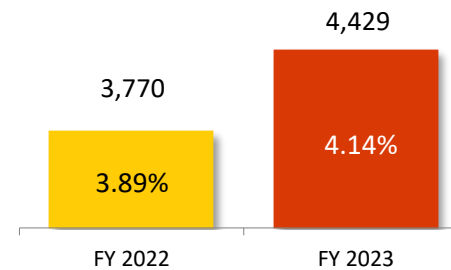
## Gross Profit / Margin

Gross Profit grew by 15.20% YoY, with Gross Profit Margin of 21.57%.



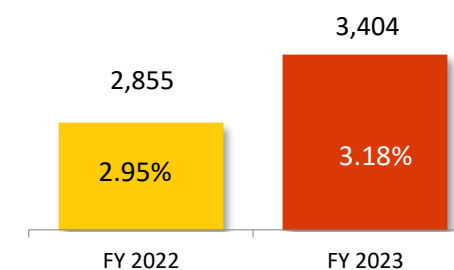
## Operating Income / Margin

Operating Income grew by 17.48%, with Operating Income Margin of 4.14%.



## Net Profit / Margin

Net Profit grew by 19.21% YoY and Net Profit Margin improved to 3.18%.



\*Net profit attributable to owners of the parent company

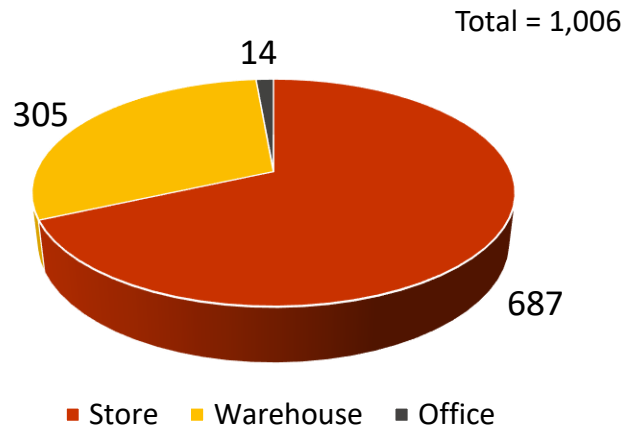
Quarterly Performance	Q3 2023	Q4 2023	Q4 2022
Revenue	26,191	26,920	24,786
Gross Profit	5,461	6,169	5,207
GP Margin	20.85%	22.92%	21.01%
Operating Income	772	1,548	1,435
Op. Income Margin	2.95%	5.75%	5.79%
Net Profit	578	1,213	1,104
NP Margin	2.21%	4.51%	4.45%

FY 2022	FY 2023
Revenue	96,925
Gross Profit	20,022
GP Margin	20.66%
Operating Income	3,770
Op. Income Margin	3.89%
Net Profit	2,855
NP Margin	2.95%

**Note:**  
Net store addition  
YTD Dec-2023 = 1,843

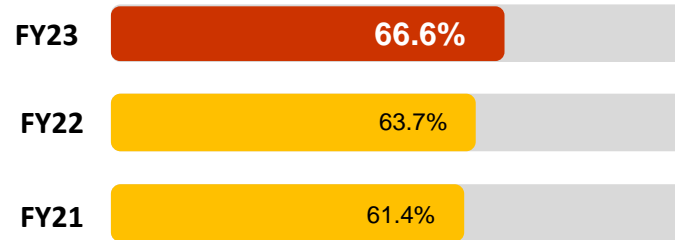
# ESG & CSR

## Disabled Employees YTD Dec-23



## Plastic Bag Usage

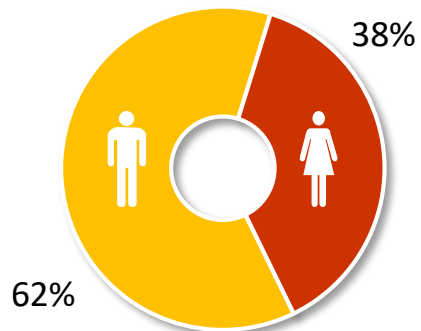
In YTD Dec-23, the number of transactions without plastic bag reached 1.1bn or equivalent to 66.6% of total transactions.



## CSR

- Consumer Donations IDR 13.4bn used for healthcare, education, others
- Donation to natural disaster victims
- Free health service for the local communities
- Kampung Alfamart Sahabat Bumi: education to the communities about reducing plastic use, waste recycling, and tree planting

## Gender Diversity



## Green Energy

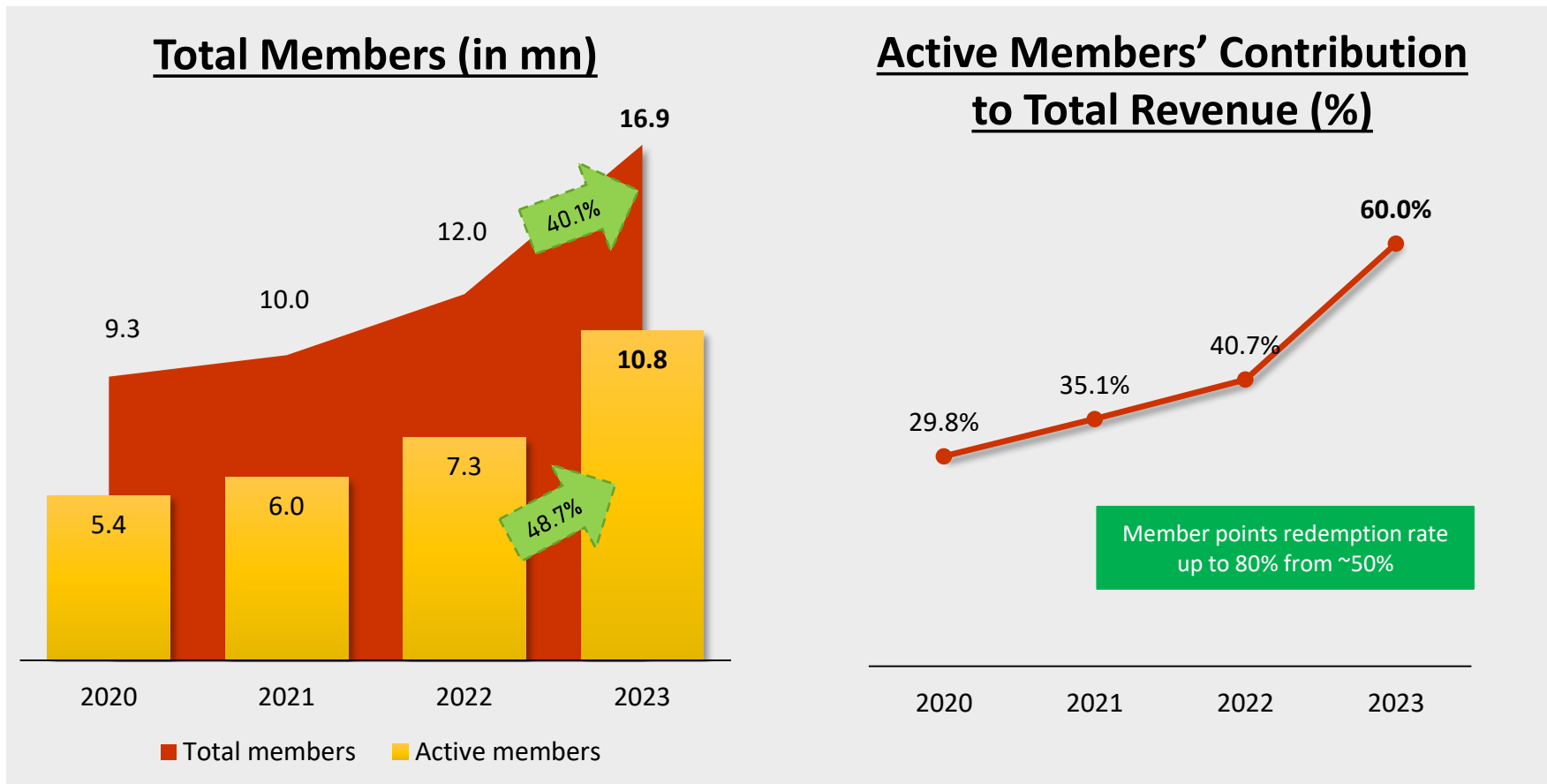
The Company has installed solar panels in 20 branches.

Est. has reduced 1,876ton CO2eq (0.15% of Company's 2023 Total Emissions).



# Membership & Alfagift (Online Sales)

- FY23 Alfagift Sales accounted for 5.1% of total Revenue, up ~40% YoY.
- FY23 Alfagift basket size +19.8% YoY, surpassing the Indonesia online spending growth rate of 14% YoY\*.
- CRM as a vital component of the Company's strategy; to prioritize building and maintaining strong customer relationships, driving growth, and ensuring business sustainability.



## Social Media Presence

	YTD Dec-22	YTD Dec-23
	433k	1.5mn
	3.2mn	3.6mn
	357k	361k
	19.0k	24.6k
	1.9mn	2.0mn
	17.6mn	17.6mn

\*Source: Nielsen



# Industry Update

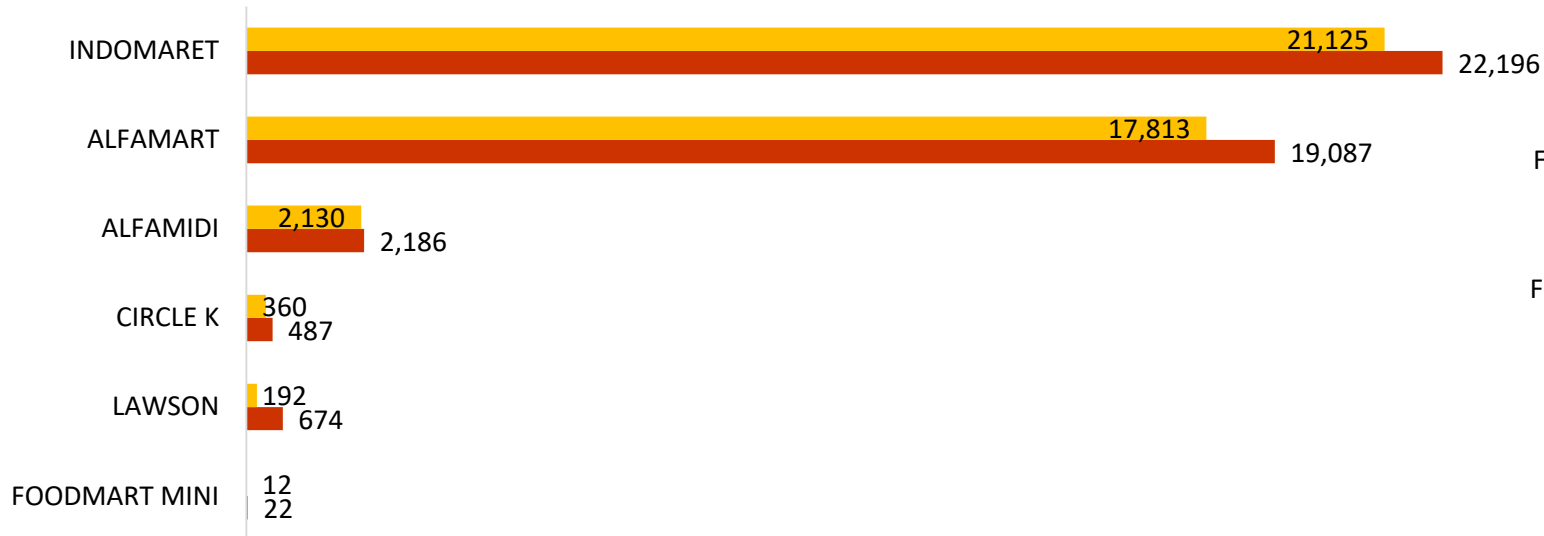




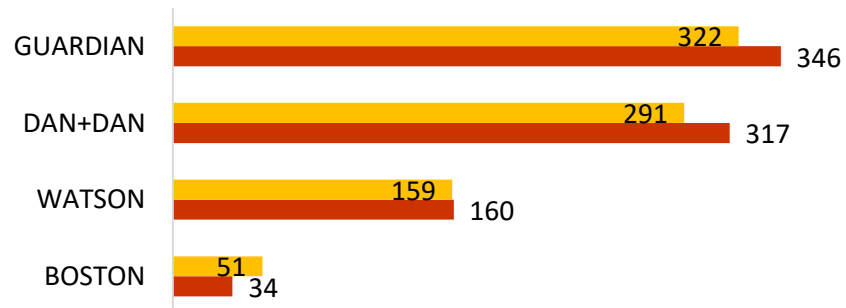
# MT Stores in Indonesia



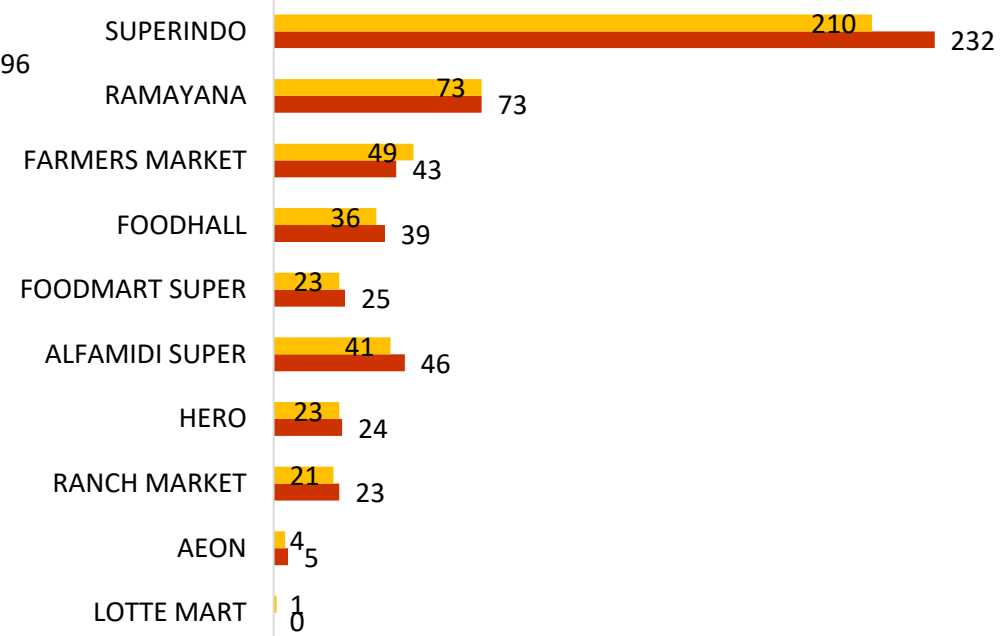
## MINIMARKET



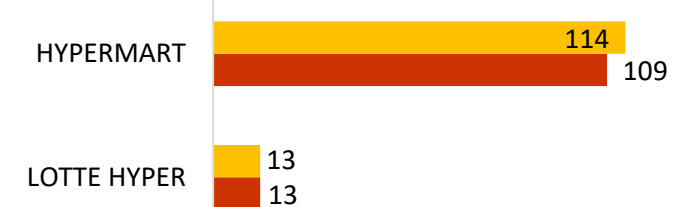
## PERSONAL CARE



## SUPERMARKET



## HYPERMARKET



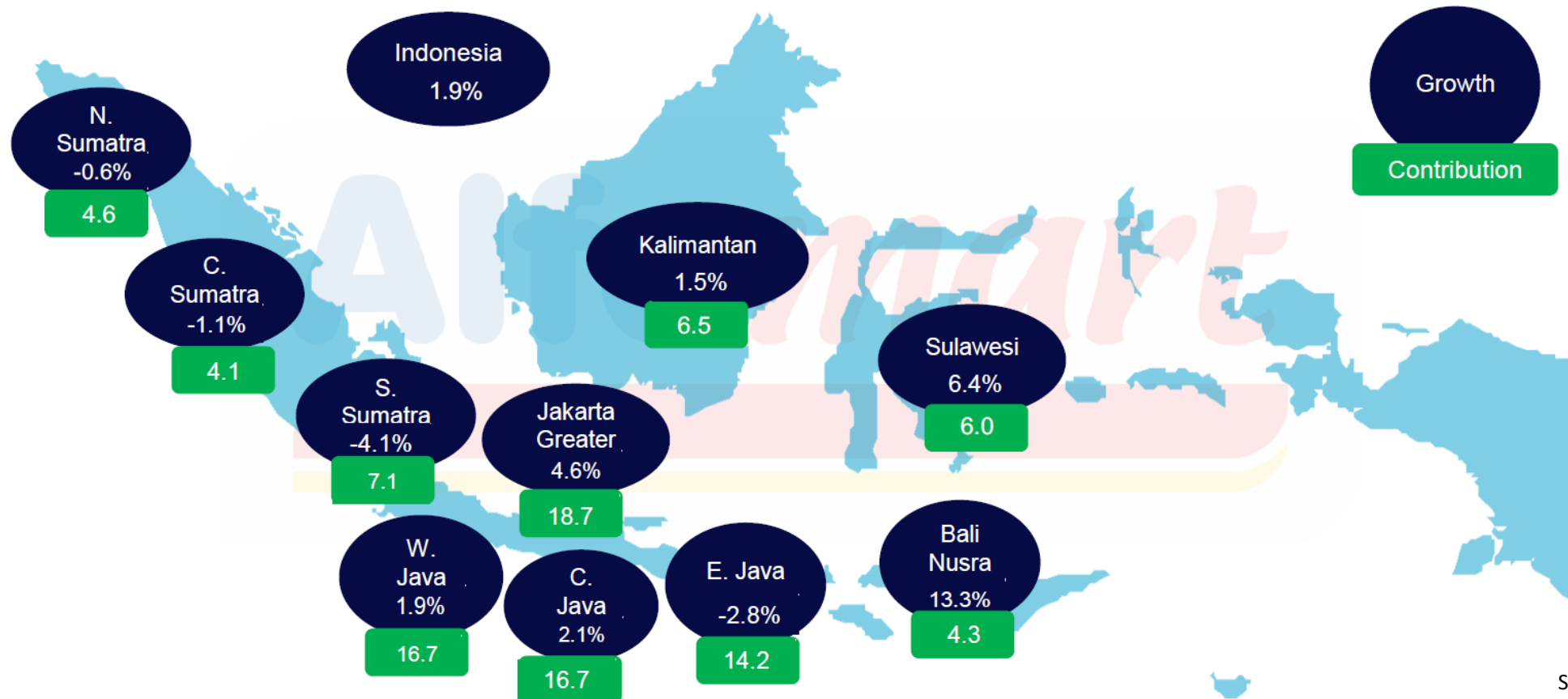
■ FY 2022 ■ FY 2023

Source: Nielsen

# Indonesia Groceries Growth by Region

- Bali Nusra leads with strong double digit growth or 13.3%
- Followed by Sulawesi 6.4% and Greater Jakarta 4.6%
- Java still contributes the highest 66.3% of total Indonesia

Indonesia Total Grocery | Total 68 Categories | YTD Dec-22 vs YTD Dec-23

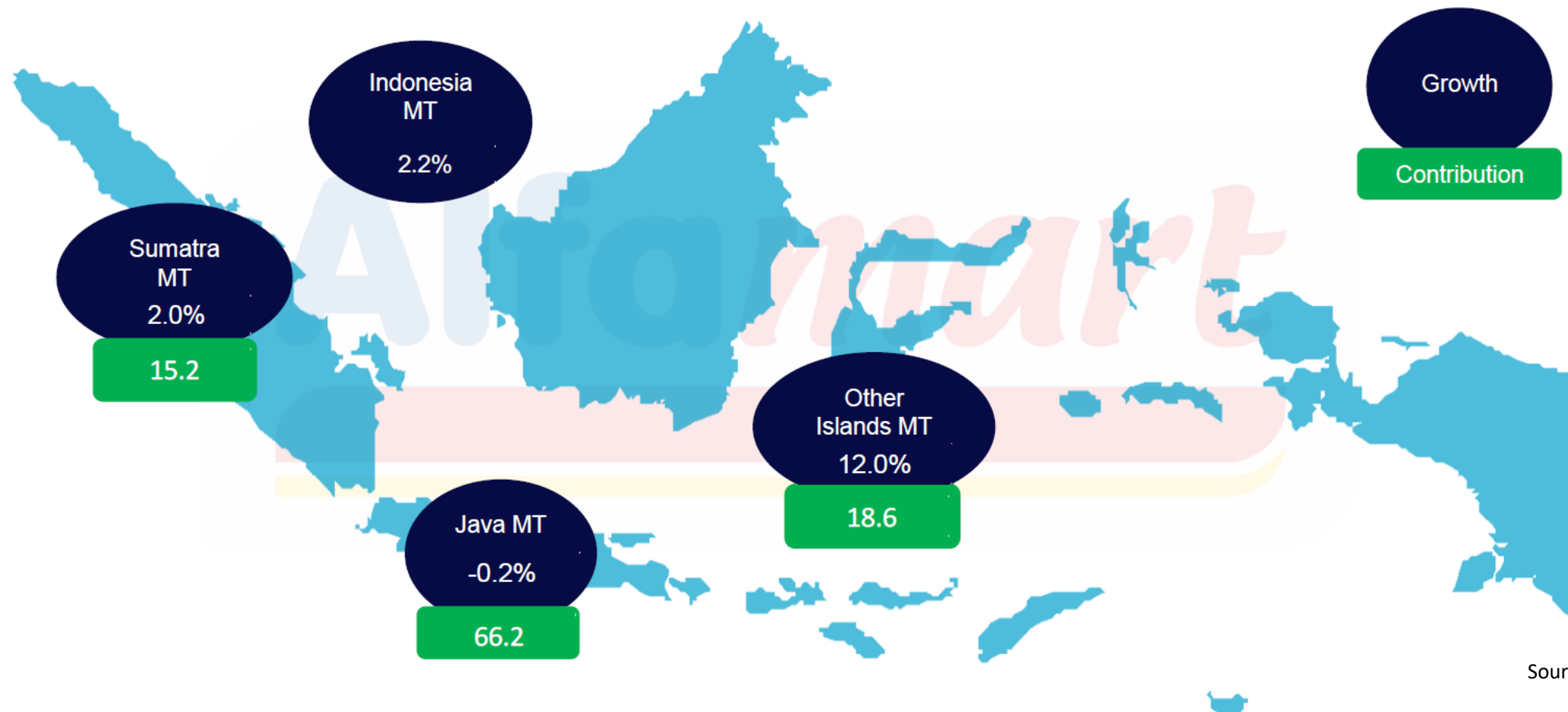


Source: Nielsen

# Modern Trade Growth by Region

- Outer islands significantly outperforming the other regions.
- Java remains the main contributor both in MT and nation wide.

**Indonesia Total Grocery | Total 68 Categories | YTD Dec-22 vs YTD Dec-23**

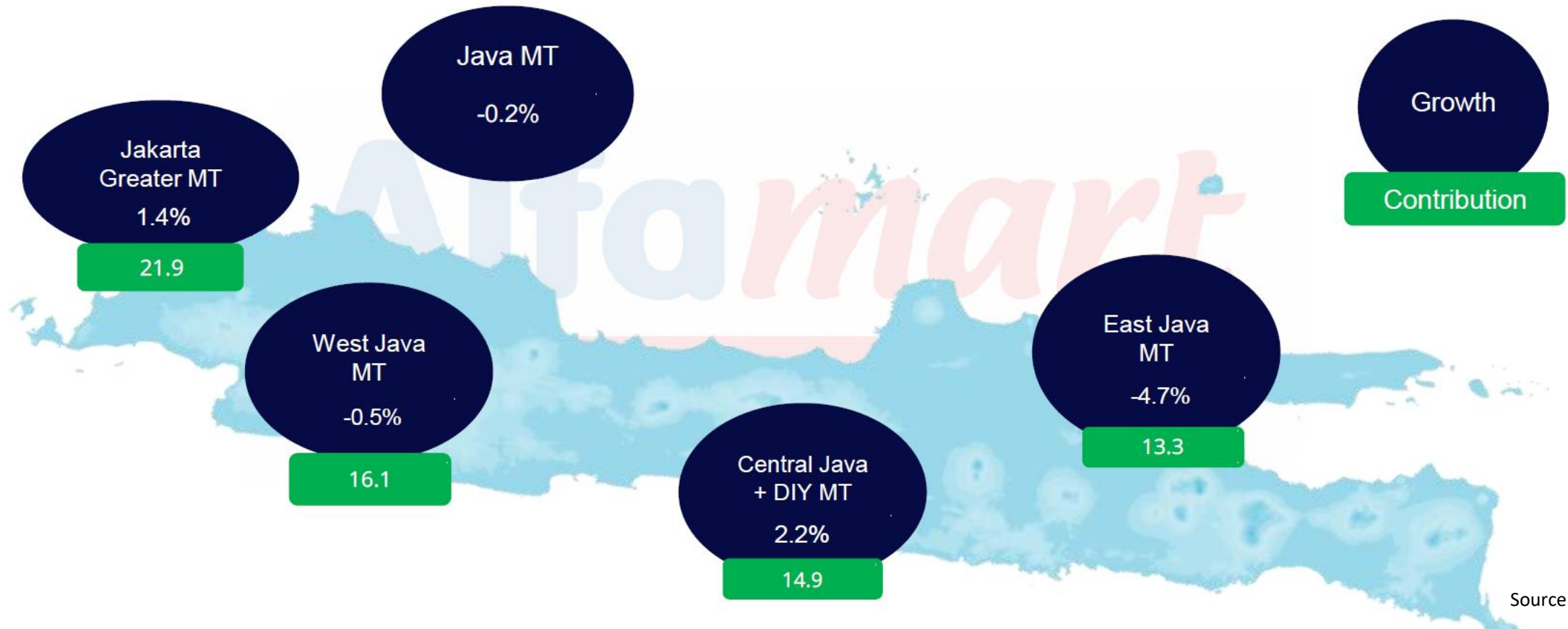


Source: Nielsen

# Java MT Growth by Region

- Java reported a marginal decline in growth, primarily influenced by East Java.
- Central Java maintained positive growth, trailing behind Greater Jakarta.

Indonesia Total Grocery | Total 68 Categories | YTD Dec-22 vs YTD Dec-23



Source: Nielsen





# Network & Distribution



# Distribution Centers

## Warehouses & Stores

- As of December 2023, we managed 45 warehouses (Alfamart, Alfamidi, & Dan+Dan), 15 Depos, 17 Store hubs scattered throughout Indonesia.
- 22,310 stores scattered across Indonesia.  
(26.9% Greater Jakarta; 40.1% Java; 33.0% Outer Islands)



### Greater Jakarta

- Balaraja
- Bekasi 1 & 2<sup>a</sup>
- Bitung 1<sup>a</sup> & 2<sup>b</sup>
- Bogor
- Cikokol
- Cileungsi
- Parung

### Java

- Bandung 1 & 2
- Cianjur
- Cilacap
- Jember
- Karawang
- Klaten
- Malang
- Pasuruan<sup>a</sup>
- Boyolali<sup>a</sup>
- Plumbon
- Rembang
- Semarang
- Serang
- Sidoarjo
- Yogyakarta
- Madiun
- Tegal (U/C)

### Outer Islands

- Ambon<sup>a</sup>
- Bali
- Banjarmasin
- Batam
- Jambi
- Kendari<sup>a</sup>
- Kotabumi
- Lampung
- Lombok
- Palopo (U/C)
- Makassar 1 & 2<sup>a</sup>
- Manado 1 & 2<sup>a</sup>
- Medan 1 & 2<sup>a</sup>
- Palembang
- Palu<sup>a</sup>
- Pekanbaru
- Pontianak
- Samarinda<sup>a</sup>
- Gorontalo (U/C)

### Depos & Store hubs

#### 15 Depos

- Sumbawa (NTB)
- Gorontalo
- Bitung
- Yogyakarta
- Bandung
- Bengkulu
- Ternate
- Tobelo
- Balaraja
- Lhokseumawe
- Pangkal Pinang
- Pematang Siantar
- Brebek
- Tarakan
- Jayapura

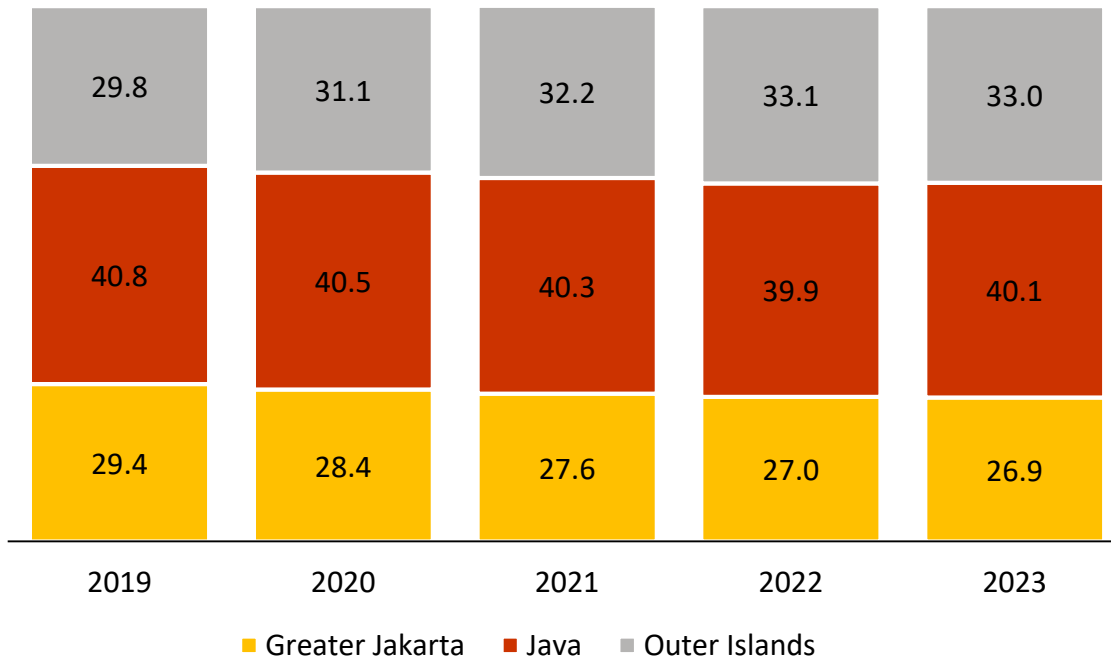
#### 17 Store Hubs

11 NTT + 2 Bintan + 1 West Papua + 2 Bangka Belitung + 1 East Kalimantan

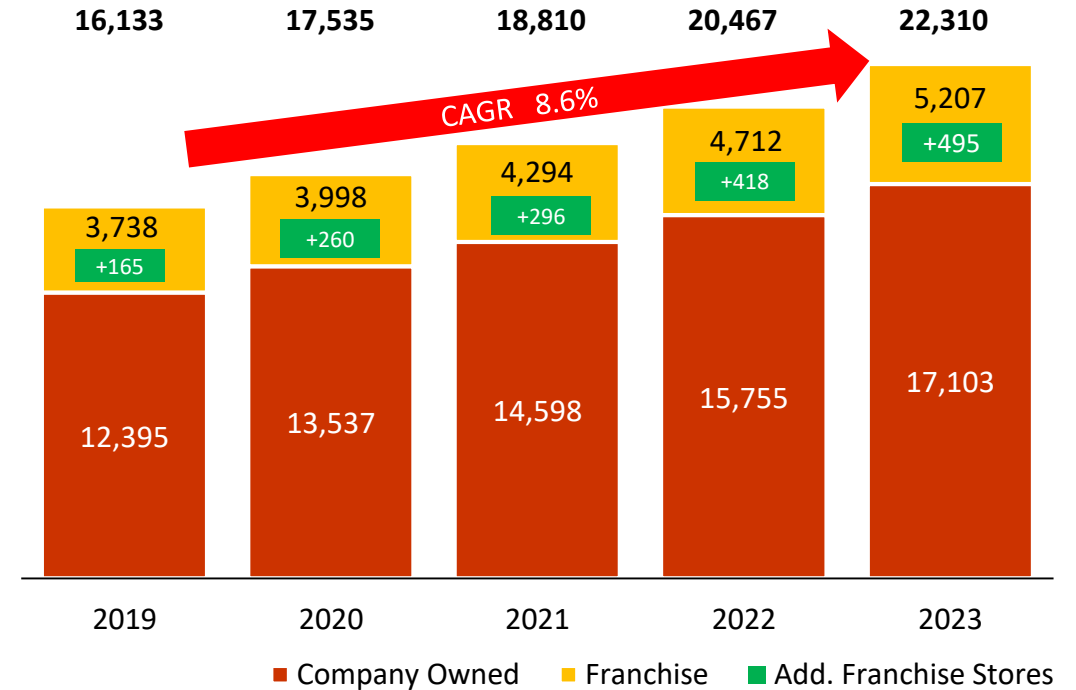
Notes : <sup>a</sup>) DC Alfamidi   <sup>b</sup>) DC Dan+Dan  
Excluding small warehouses for STL and Lawson

# Stores

**Store Geographic Breakdown (%)**



**Company Owned & Franchise Stores**



- Total of 22,310 stores, with about 67% of stores still located mainly within Java Island.
- The proportion of stores in the outer islands has been steadily rising due to the trend of store openings shifting from Greater Jakarta to the outer islands.
- FY 2023 reported the highest number of franchise stores ever opened (+495 new franchise stores).

\*Above are the consolidated numbers of Alfamart, Alfamidi, Lawson, and Dan+Dan stores





# Financial Highlights



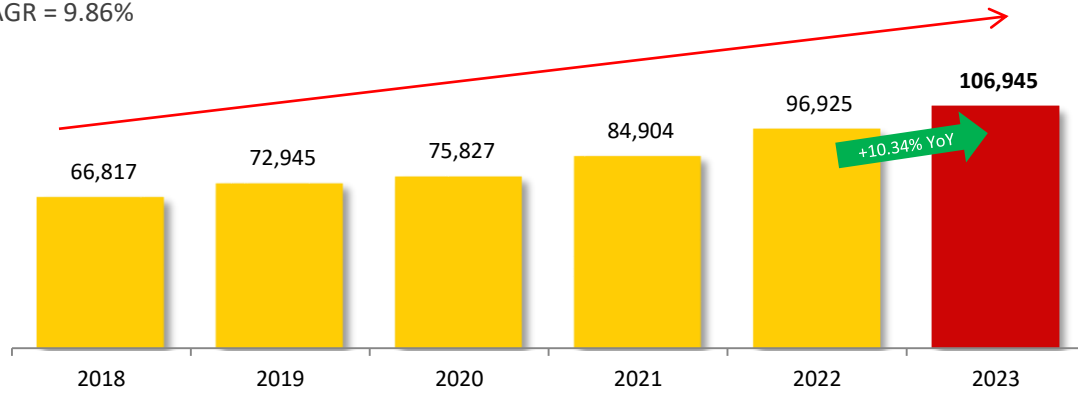


# Consolidated Income Statement – YTD Dec-23 (Audited)



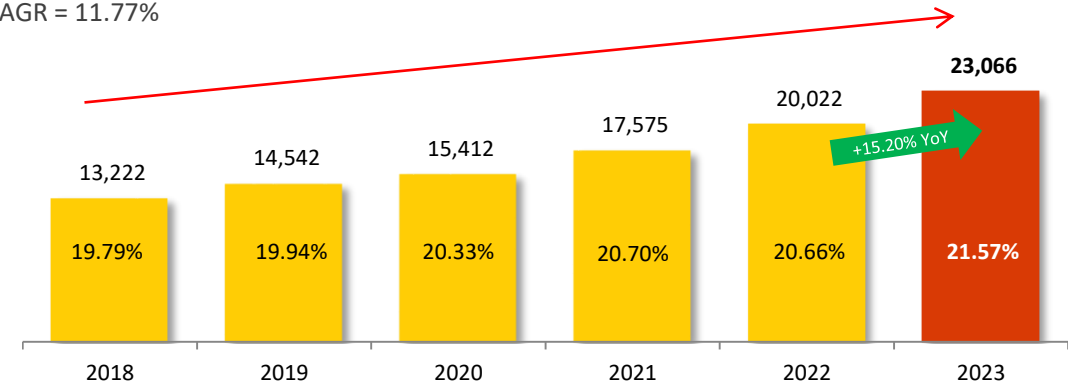
## REVENUE

CAGR = 9.86%



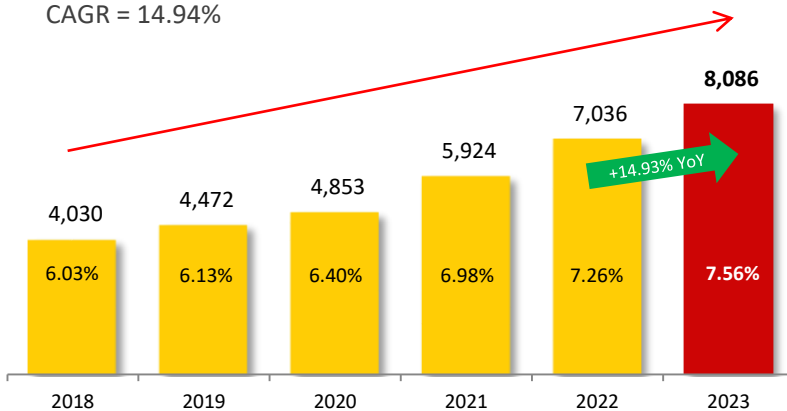
## GROSS PROFIT (IDR bn / %)

CAGR = 11.77%



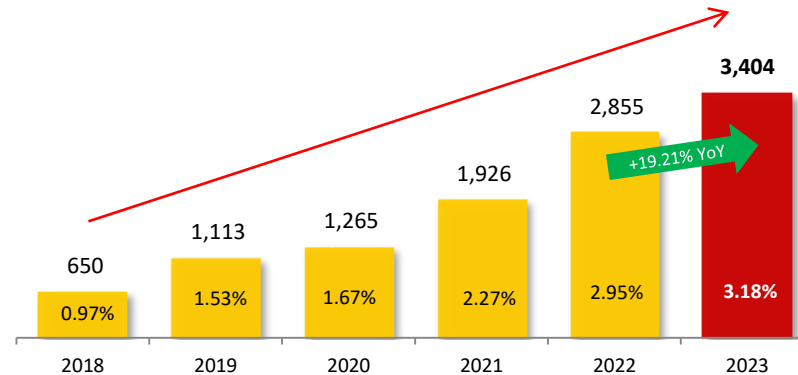
## EBITDA (IDR bn / %)

CAGR = 14.94%



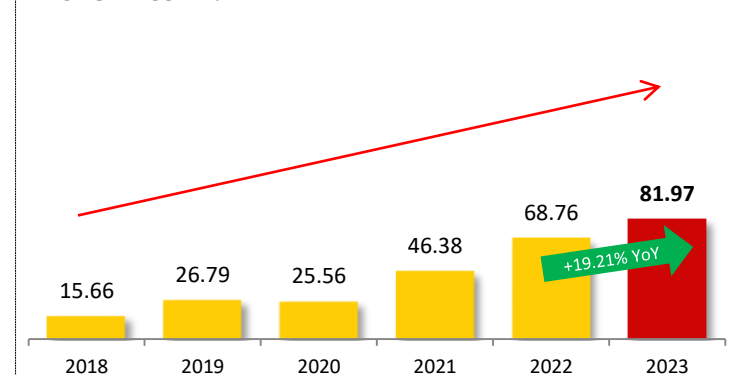
## Net Profit attributable to owners of the Parent Company (IDR bn / %)

CAGR = 39.26%



## EARNINGS PER SHARE

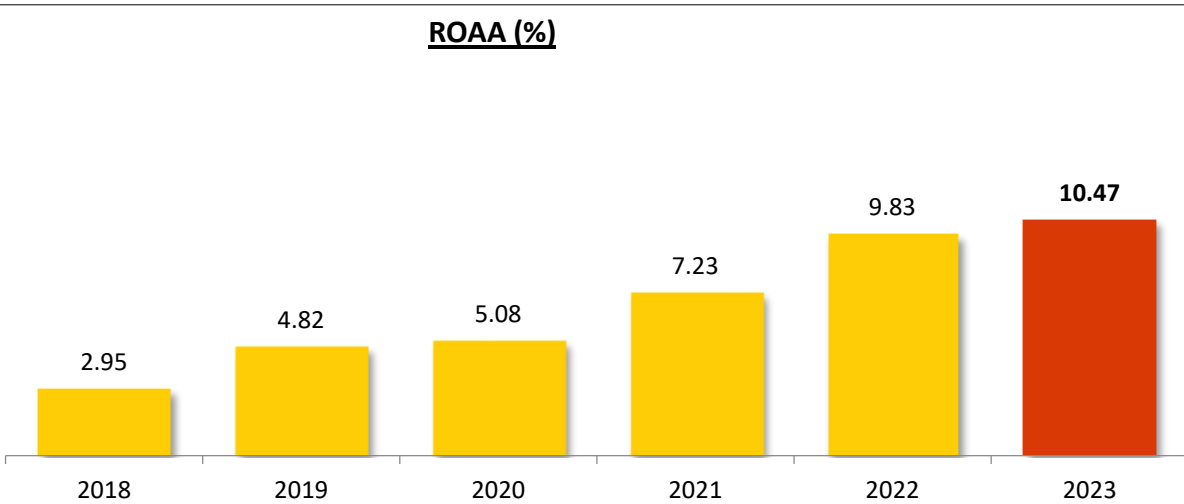
CAGR = 39.24%



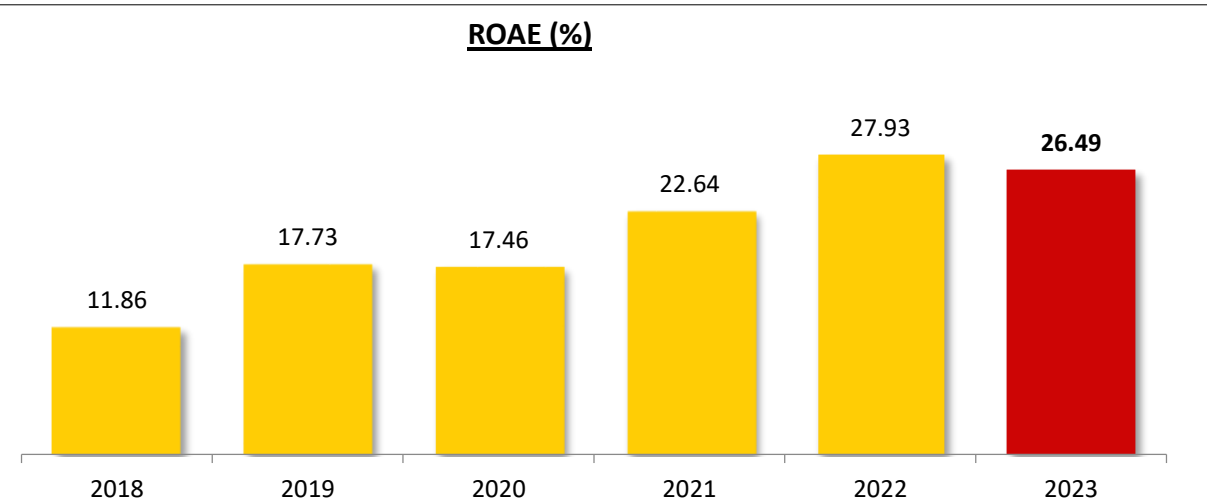
# Return & Leverage YTD Dec-23 (Unaudited)



**ROAA (%)**

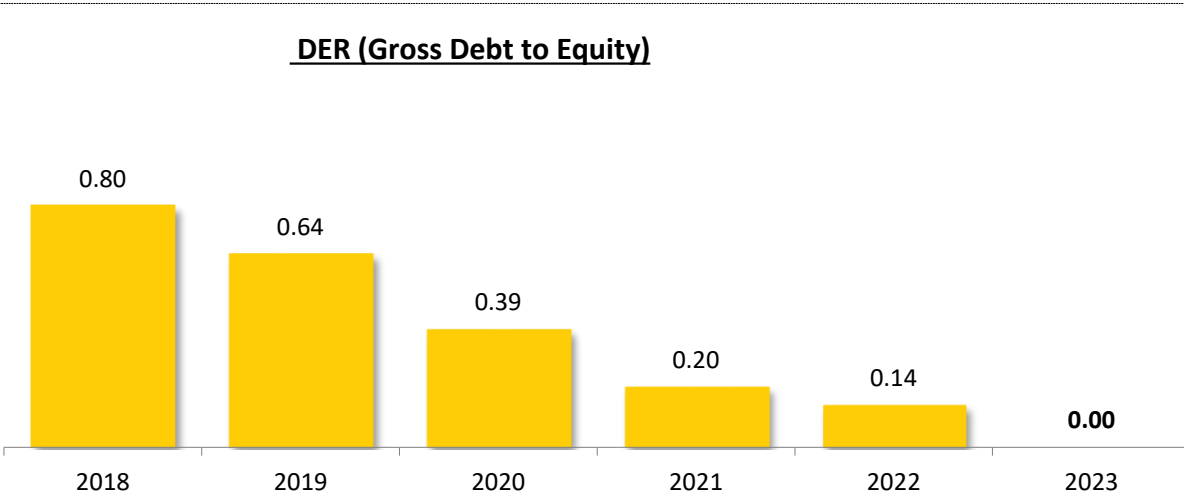


**ROAE (%)**

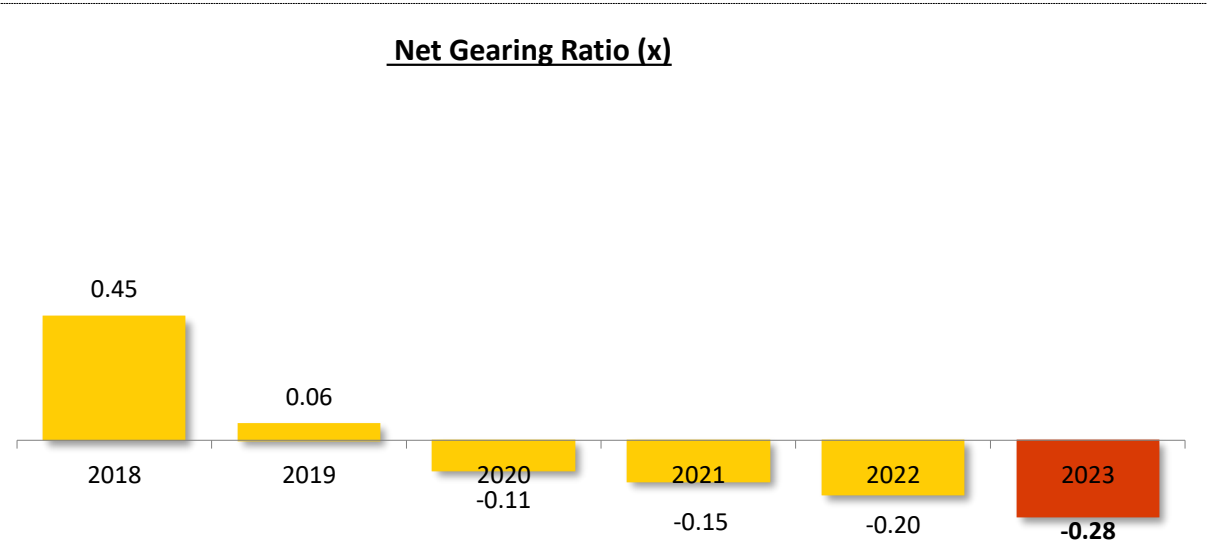


\*Equity Attributable to Owners of the Parent Company

**DER (Gross Debt to Equity)**



**Net Gearing Ratio (x)**



# Thank You

PT. Sumber Alfaria Trijaya Tbk.  
Alfa Tower  
Alam Sutera, Tangerang  
Indonesia

