

The Alfamart logo, featuring the word "Alfamart" in a blue sans-serif font with a red underline, set within a white rounded rectangle with a red border.

PT Sumber Alfaria Trijaya Tbk.



Management Presentation

March 2026

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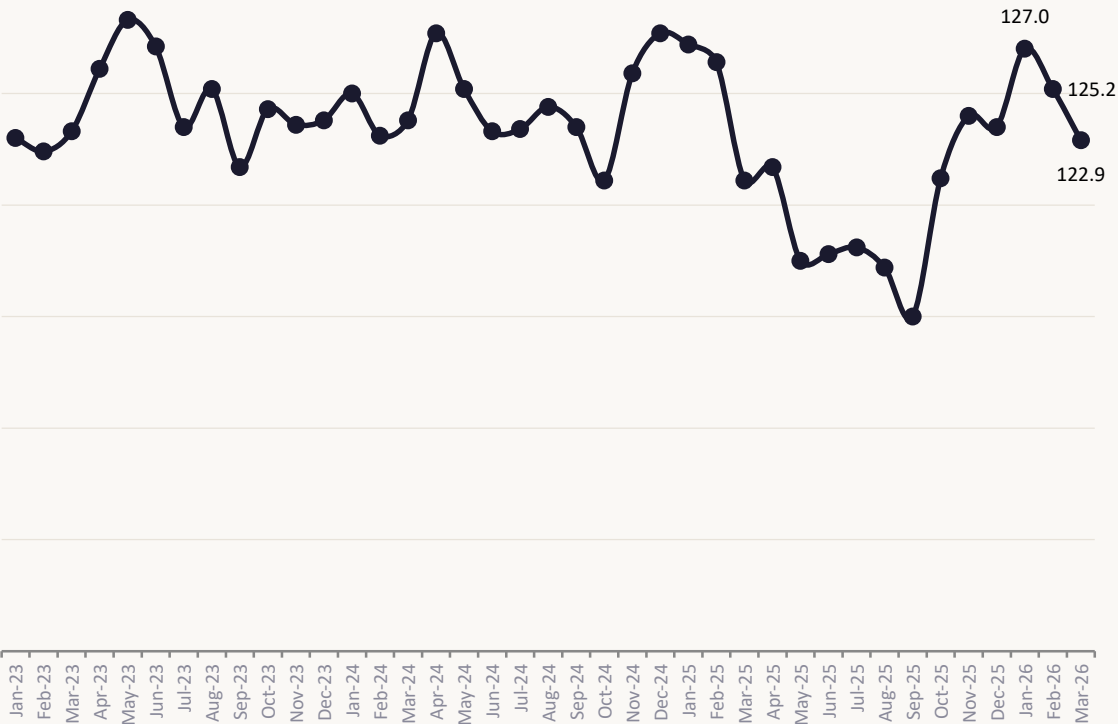
01 Industry Overview



122.9

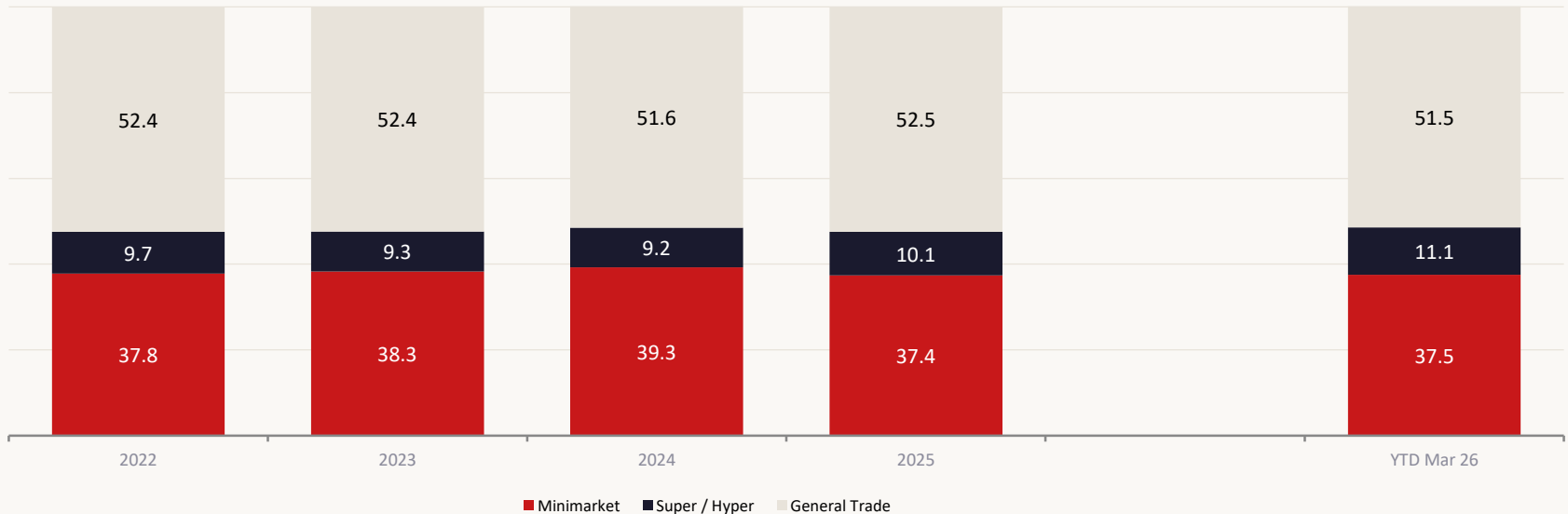
CCI moderated to 122.9 in March 2026 from its January peak of 127.0, but remains well above the September 2025 low – suggesting consumer confidence is still holding up.

Monthly CCI Trend



Trade Channel Contribution

Minimarkets remained relatively stable, while supermarkets and hypermarkets experienced stronger festive momentum, supported by a shift from general trade.



Indonesia Groceries Growth

+5.6%

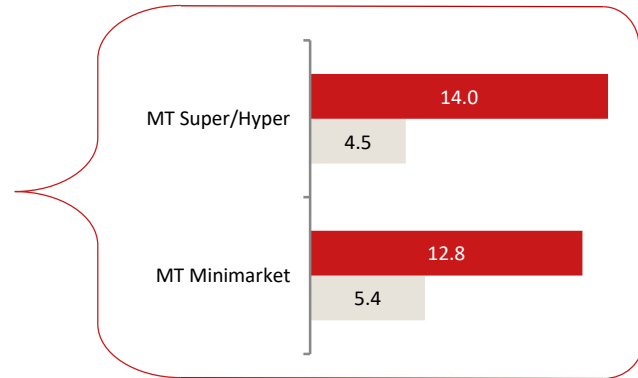
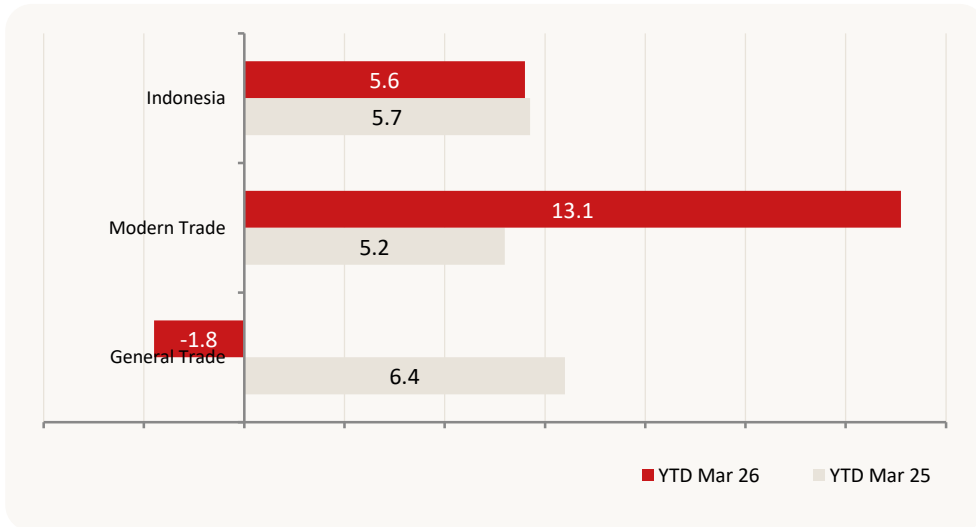
INDONESIA

+13.1%

MODERN TRADE

-1.8%

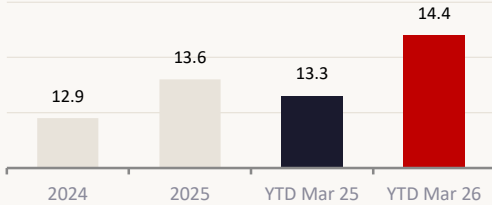
GENERAL TRADE



Market Share

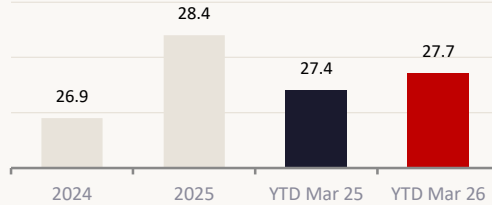
ALFAMART

To Indonesia



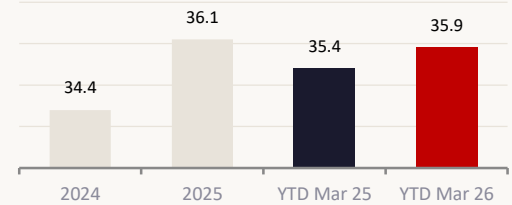
ALFAMART

To Modern Trade



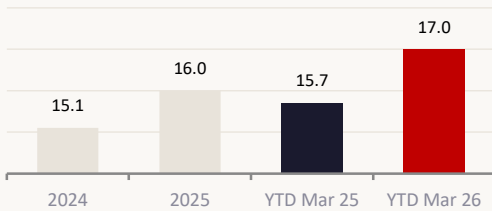
ALFAMART

To MT Minimarket



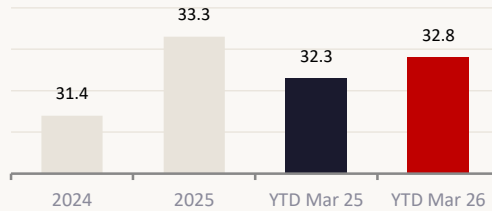
ALFAMART + ALFAMIDI

To Indonesia



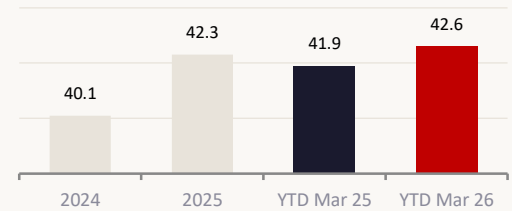
ALFAMART + ALFAMIDI

To Modern Trade



ALFAMART + ALFAMIDI

To MT Minimarket



Modern Trade Stores

MINIMARKET

| Brand | 2025 | YTD Mar 2026 |
|-----------------|---------------|---------------|
| Indomaret | 23,866 | 24,072 |
| Alfamart | 21,120 | 21,287 |
| Alfamidi | 2,507 | 2,546 |
| Circle K | 501 | 498 |
| Lawson | 355 | 351 |
| Foodmart Mini | 27 | 27 |

SUPERMARKET

| Brand | 2025 | YTD Mar 2026 |
|-----------------------|-----------|--------------|
| Superindo | 259 | 275 |
| Ramayana | 52 | 54 |
| Alfamidi Super | 80 | 81 |
| Farmers Market | 37 | 38 |
| Foodhall | 43 | 49 |
| Foodmart Super | 22 | 22 |
| Hero | 23 | 22 |
| Ranch Market | 19 | 20 |
| Aeon | 13 | 13 |

HYPERMARKET

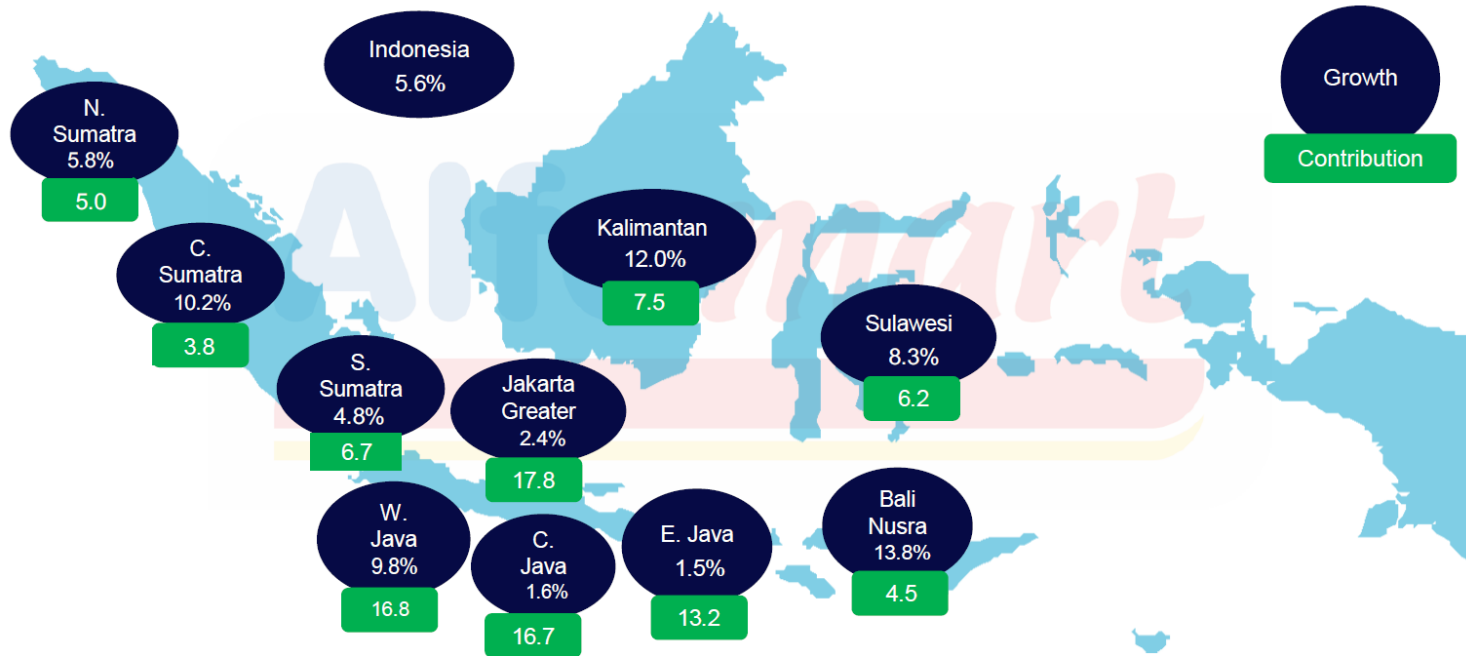
| Brand | 2025 | YTD Mar 2026 |
|-------------|------|--------------|
| Hypermart | 109 | 112 |
| Lotte Hyper | 13 | 13 |

PERSONAL CARE

| Brand | 2025 | YTD Mar 2026 |
|----------------|------------|--------------|
| Dan+Dan | 374 | 380 |
| Guardian | 361 | 374 |
| Watsons | 219 | 226 |
| Boston | 23 | 23 |
| Aeon PC | 5 | 5 |

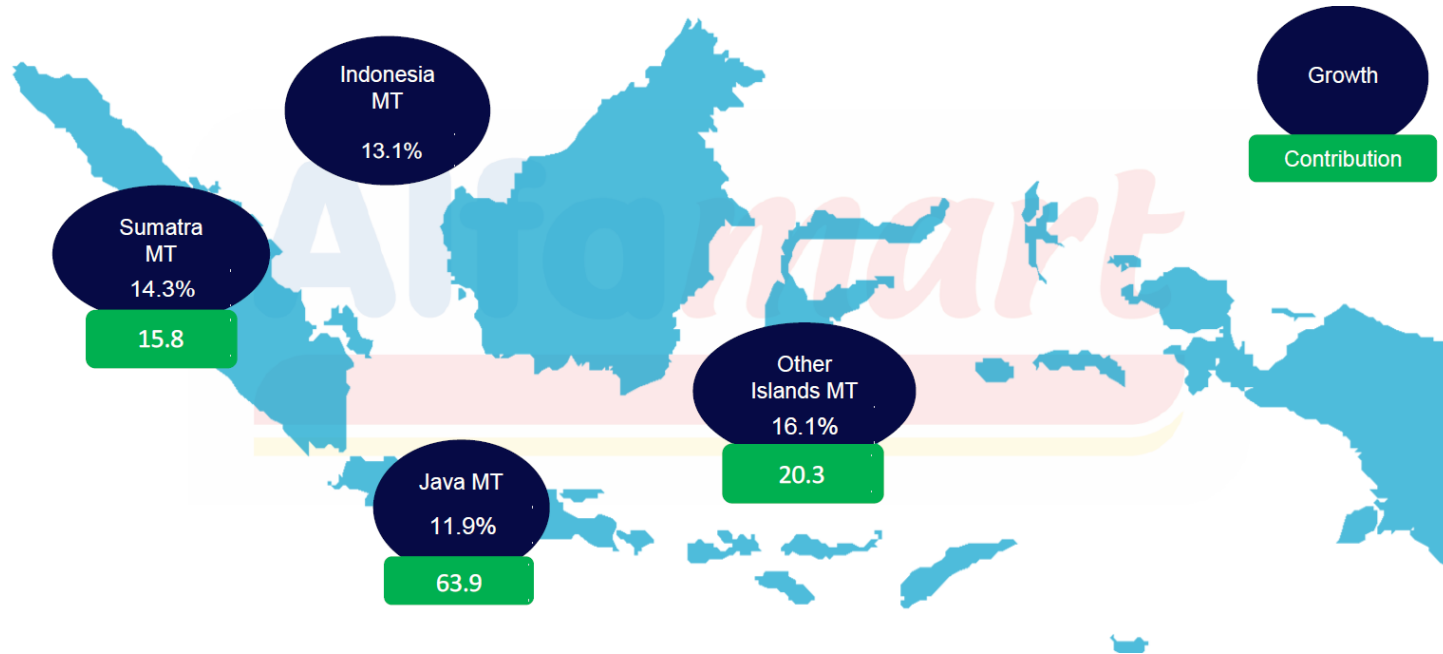
Indonesia Groceries Growth

Outer island regions — particularly Kalimantan at 12.0% and Bali Nusra at 13.8% — grew well ahead of the national average.



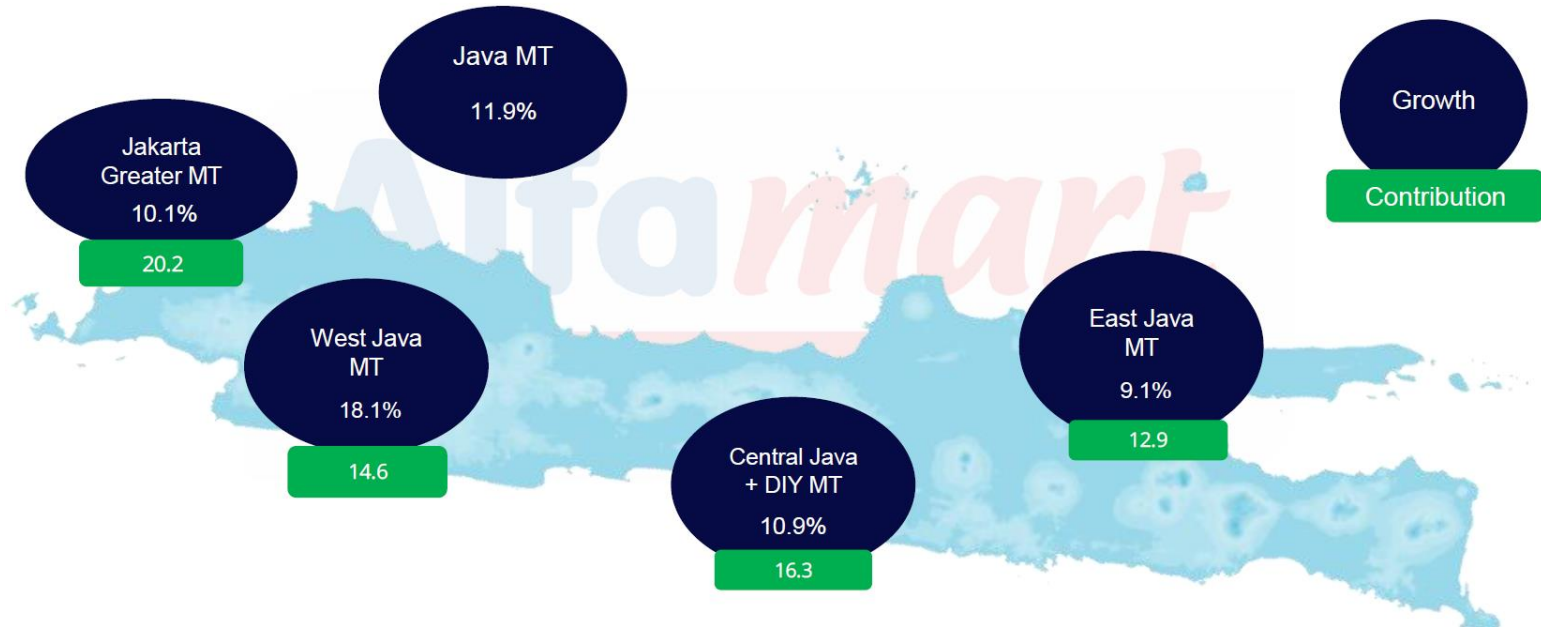
MT Growth by Region

MT growth of 13.1% reflected a strong shift in consumer shopping preferences, with Outer Islands as the core driver and faster growth momentum emerging from Java.



Java MT Growth

Java MT delivered solid 11.9% growth, anchored by strong momentum in West Java.

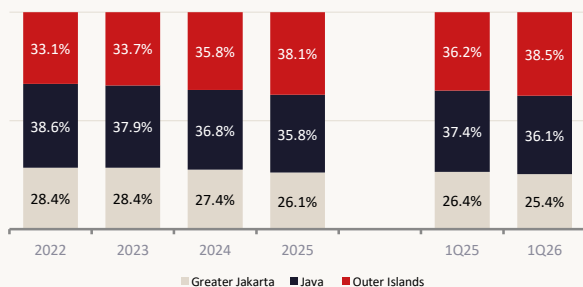


02 Business Performance

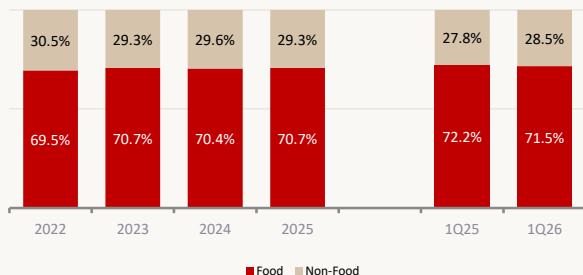


Financial Highlights

Revenue by Region



Revenue by Type



1Q25

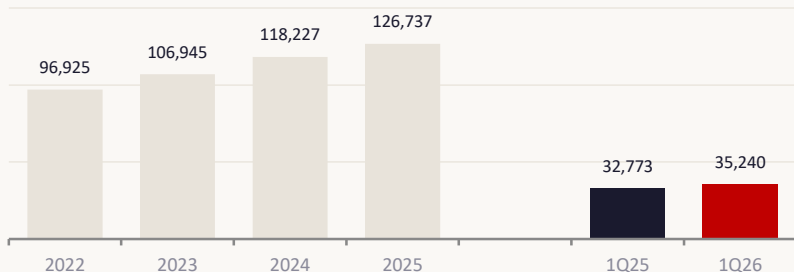
1Q26

YoY

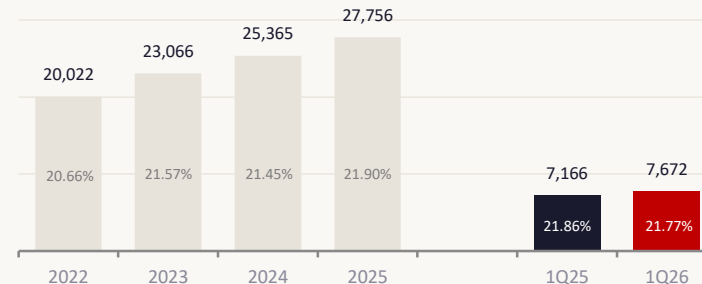
| | 1Q25 | 1Q26 | YoY |
|-------------------------|--------|--------|--------|
| Revenue | 32,773 | 35,240 | +7.5% |
| Gross Profit | 7,166 | 7,672 | +7.1% |
| <i>GP Margin</i> | 21.86% | 21.77% | ▼0.09 |
| Operating Income | 1,260 | 1,443 | +14.5% |
| <i>OP Margin</i> | 3.85% | 4.10% | ▲0.25 |
| Net Profit Attributable | 975 | 1,076 | +10.3% |
| <i>NPAT Margin</i> | 2.98% | 3.05% | ▲0.08 |
| EBITDA | 2,356 | 2,617 | +11.1% |
| <i>EBITDA Margin</i> | 7.19% | 7.43% | ▲0.24 |

Income Statement

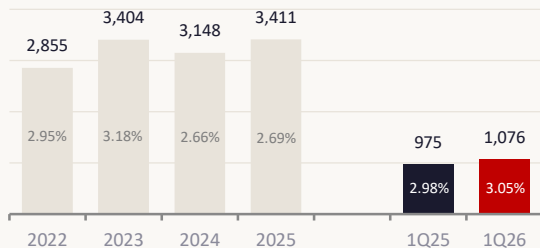
Revenue (IDR bn)



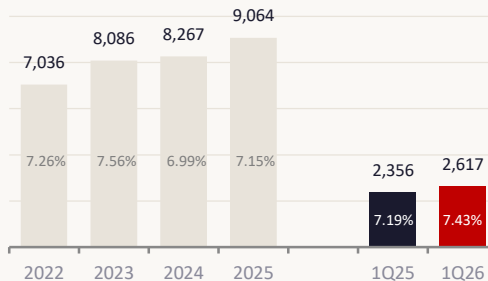
Gross Profit (IDR bn / %)



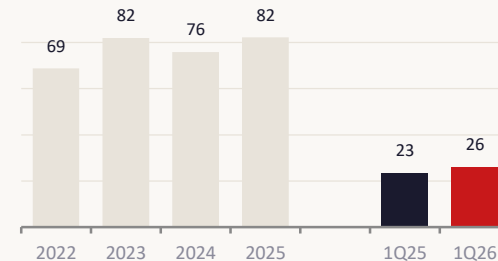
Net Profit Att. to Owners of the Parent Company (IDR bn / %)



EBITDA (IDR bn / %)

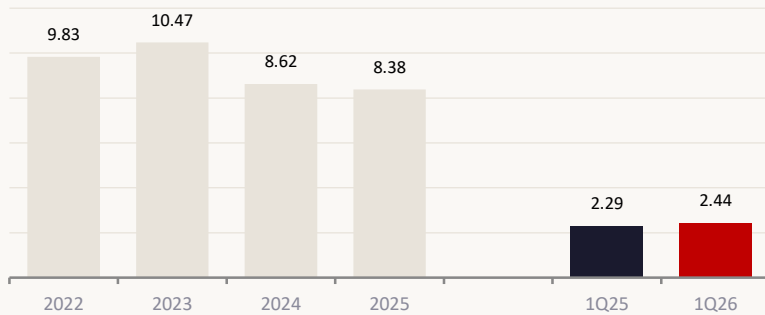


Earnings per Share (IDR)

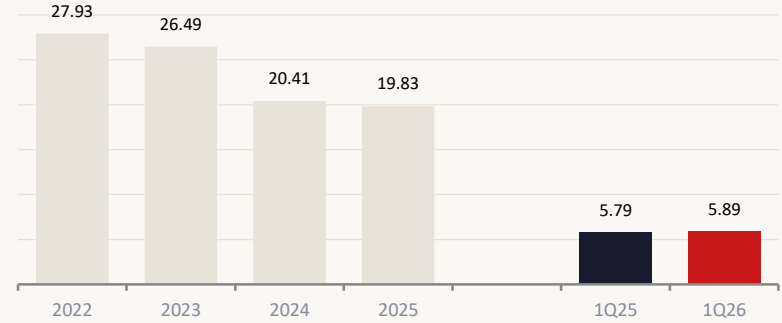


Key Financial Ratios

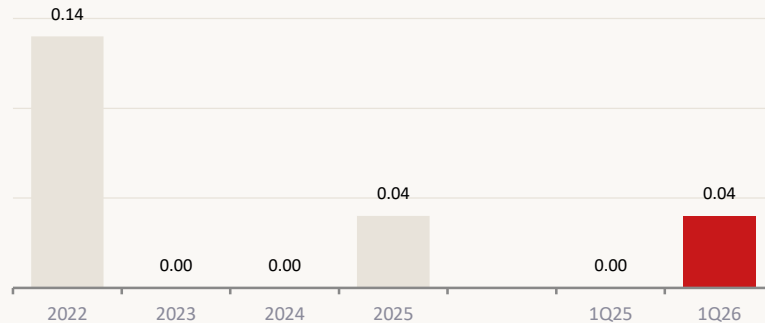
ROAA (%)



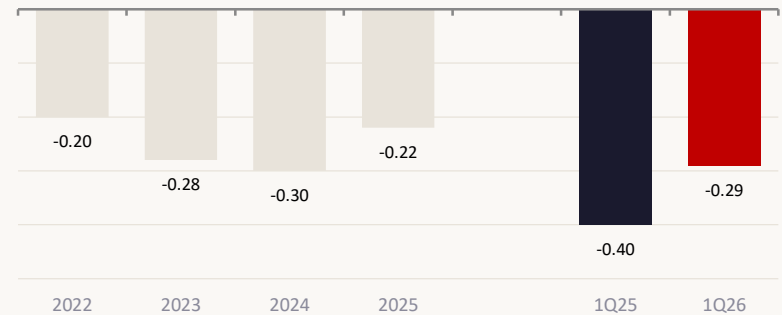
ROAE (%)



DER — Gross Debt to Equity (x)



Net Gearing Ratio (x)



Online Sales

8.6%

of Total Revenue

+13%

Growth YoY

~3,000

Stores as delivery points
50+ dark stores

2x

Spend per transaction
vs. offline

MEMBERS

Active **17.5mn**

Total **25.1mn**

Active members grew ~22% YoY.

Members contributed to 60% of Total Revenue.



LOYALTY PROGRAM

A-member Benefits

- Redeemable A-Points
- Merchant vouchers and discounts
- Exclusive promotions
- Personalized offers
- Loyalty rewards
- Access to special events

SEASONAL CAMPAIGN



Alfagift serves as a central pillar of our omnichannel strategy, complementing and extending the reach of our offline stores.

Operational Network



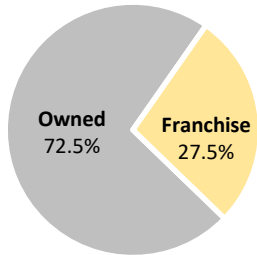
Stores Network

24,645

Total stores (group)

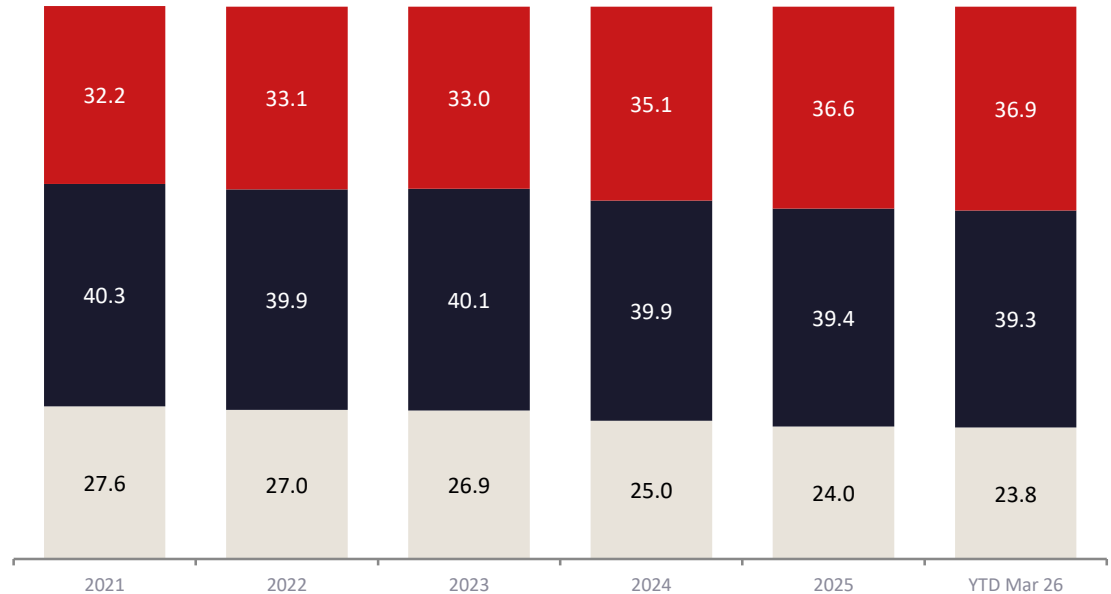
+209

Net additions in YTD March 2026 (group)



Stores by Type (Alfamart only)

Store Geographical Breakdown (%)



Distribution Centers

51

Warehouses operated across Indonesia
(Alfamart, Alfamidi, Dan+Dan, & Lawson)

19

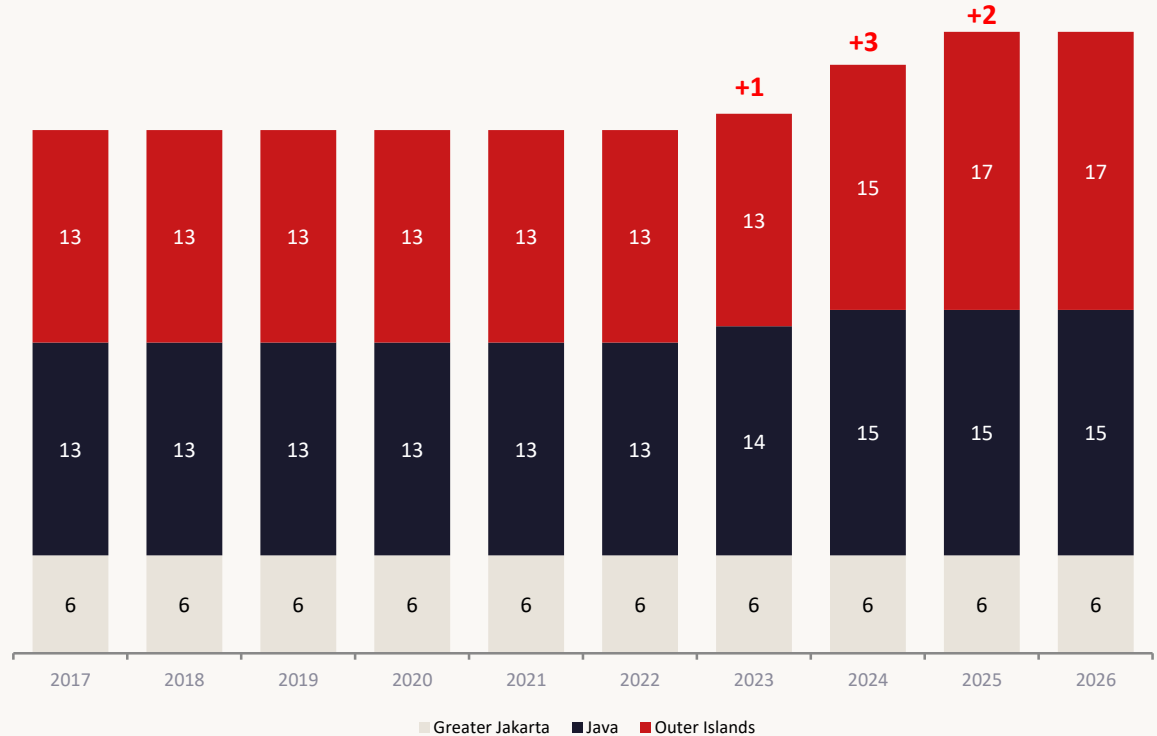
Depos

20

Store hubs

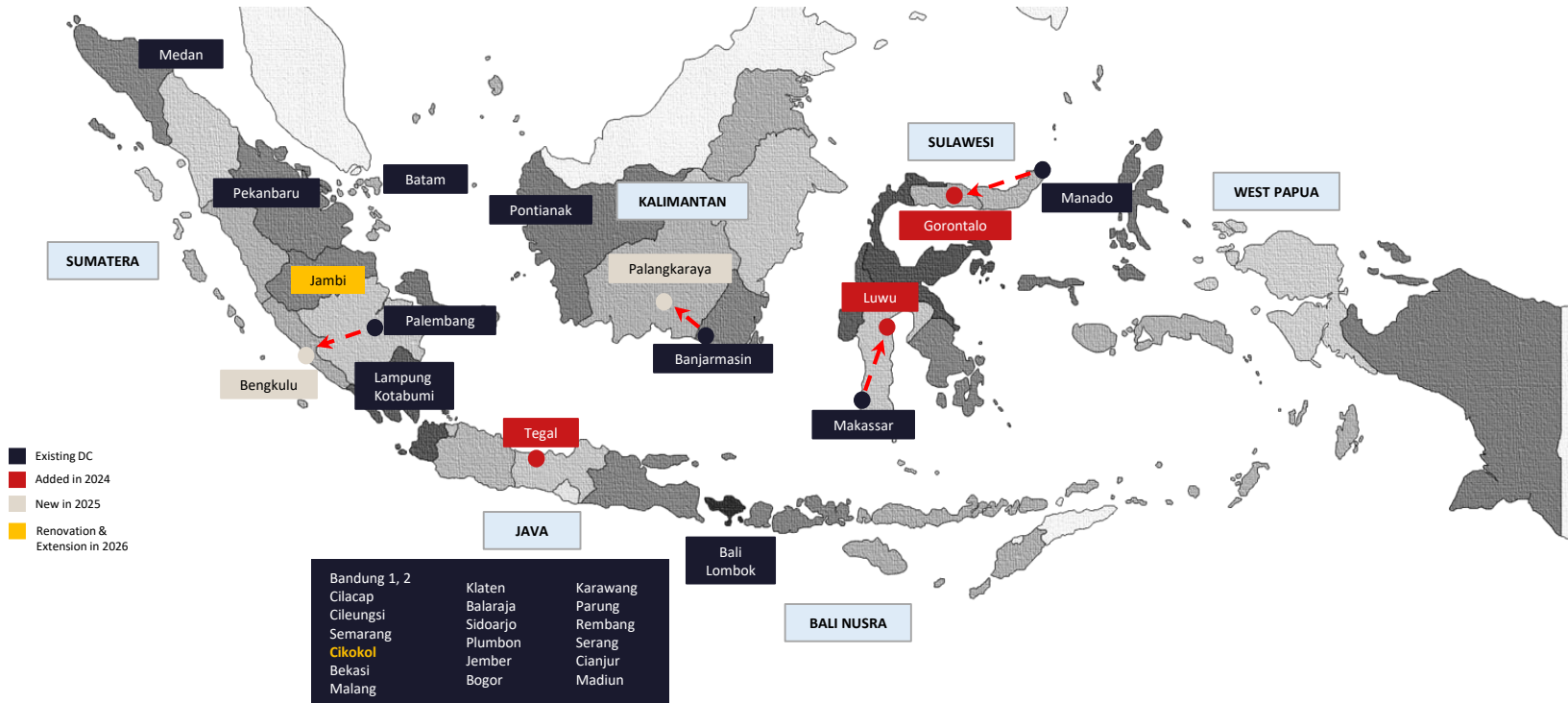


Alfamart – Distribution Centers



DC Expansion Plan

In 2026, Alfamart's DC focus shifts from expansion to optimization — capital directed toward renovating and expanding capacity at existing facilities, with no new DCs planned.



04 Sustainability



Sustainability

SOLAR PANELS

Alfamart

33 warehouses + 2 stores

1,512 tons CO₂ reduced

Alfamidi

8 warehouses + 34 stores

498 tons CO₂ reduced



NO PLASTIC BAG

Share of transactions with plastic bag

30.1%

Alfamart

23.5%

Alfamidi

WORKFORCE DIVERSITY

Alfamart

39% F

61% M

Alfamidi

37% F

63% M

ALFABILITY



An inclusive employment program launched in 2016, creating equal opportunities for persons with disabilities while strengthening a diverse and sustainable workforce.

1,139

Total employees with disabilities
Alfamart + Alfamidi

Voice of Employee

EMPLOYEE FOCUSED ACTIVITIES



*2025 Survey Results

EMPLOYEE SURVEY*

Happiness

8.65_{/10}

Satisfaction

3.52_{/4}

- Job
- Peer
- Superior
- Organization

- Engaging & balanced workload
- Employee development
- Employee involvement
- Employee feedback & engagement

- Conducted every year
- Carried out in the head office, warehouse, and store levels
- ~132,000 respondents*

Thank You

PT Sumber Alfaria Trijaya Tbk.

Alfa Tower, Alam Sutera, Tangerang, Indonesia



March 2026

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