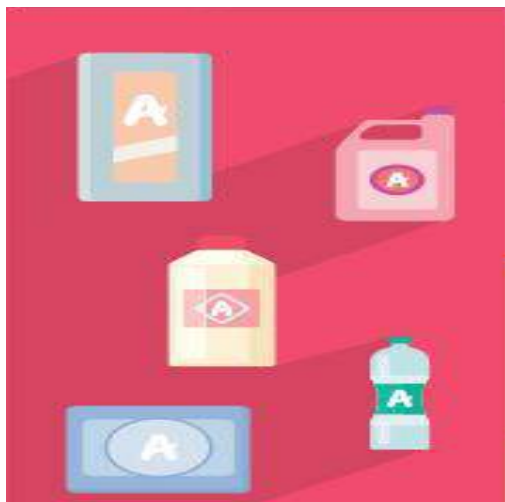




*midi fresh*



## MANAGEMENT PRESENTATION

PT Midi Utama Indonesia Tbk  
As of September 30, 2022

# AGENDA

- ❖ Business Overview
- ❖ Operational Performance and Financial Highlight  
Ytd Sep 2022



# Business Overview



# Milestones

- ❖ June 2007 The Company was established
- ❖ Dec 2007 Opened the first Alfamidi store
- ❖ Nov 2010 Conducted Initial Public Offering at Indonesia Stock Exchange
- ❖ Jun 2011 Signed Master License Agreement with Lawson Inc. Japan
- ❖ Jul 2011 Opened the first Lawson store
- ❖ Jun 2015 Introduced the first Alfamidi super store
- ❖ Dec 2015 Opened 1,000<sup>th</sup> Alfamidi store
- ❖ Mar 2018 Established PT Lancar Wiguna Sejahtera, a subsidiary which operates Lawson convenience stores starting from Oct 1, 2018
- ❖ Nov 2018 Introduced the first Midi fresh store
- ❖ Apr 2021 Obtained ISO 27001:2013 Certificate on Information Security Management System
- ❖ Nov 2021 Opened 2,000<sup>th</sup> Alfamidi store
- ❖ Sep 2022 Operates 2,200+ stores, enhancing MIDI's positioning as multi format retail company (Alfamidi, Alfamidi super, Midi fresh, Lawson).

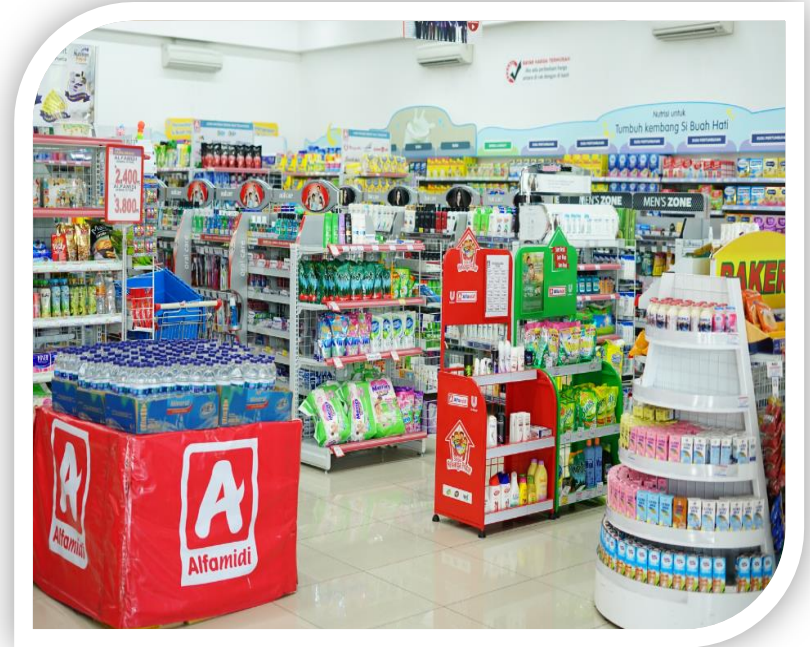
# Store Format of Alfamidi



- ❑ Selling area is around 200m<sup>2</sup> to 400m<sup>2</sup>;
- ❑ About 25% of selling area is allocated for fresh food products;
- ❑ The number of items provided are approximately 7,000 SKUs.



# Store Ambience of Alfamidi

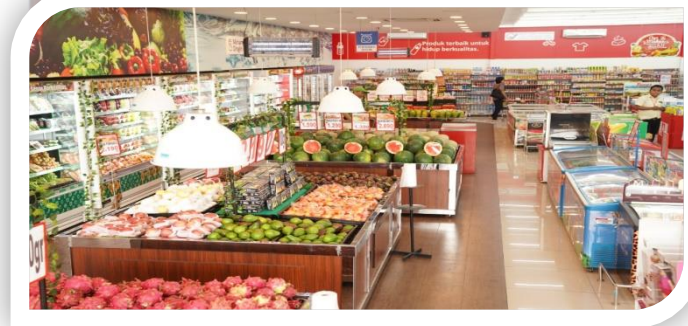
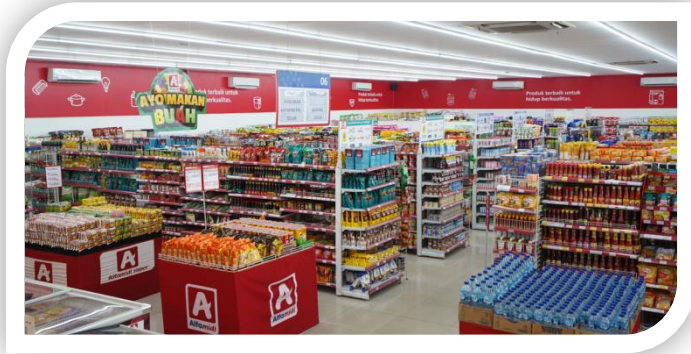


# Store Format of Alfamidi super



- ☐ Selling area  $\geq 500\text{m}^2$ ;
- ☐ About 25% of selling area is allocated for fresh food products;
- ☐ The number of items provided are approximately 12,000 SKUs.

# Store Ambience of Alfamidi super



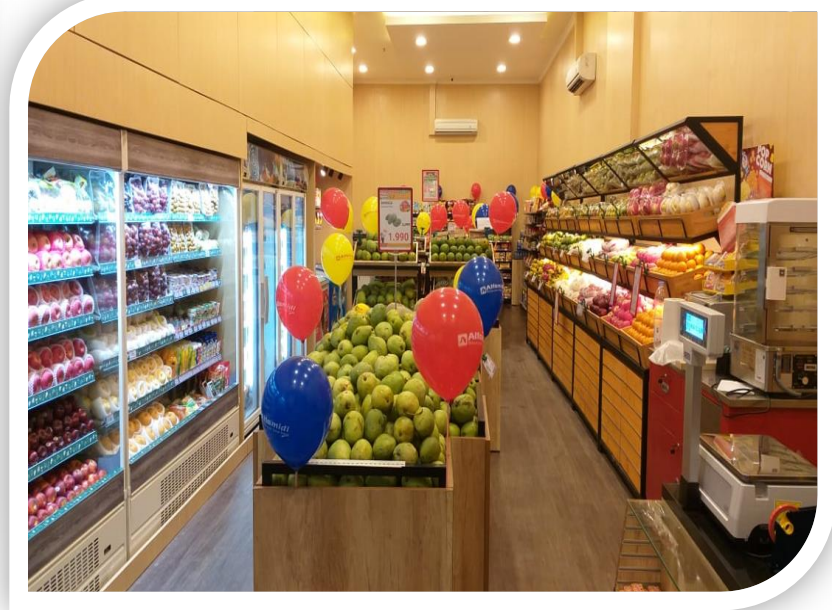
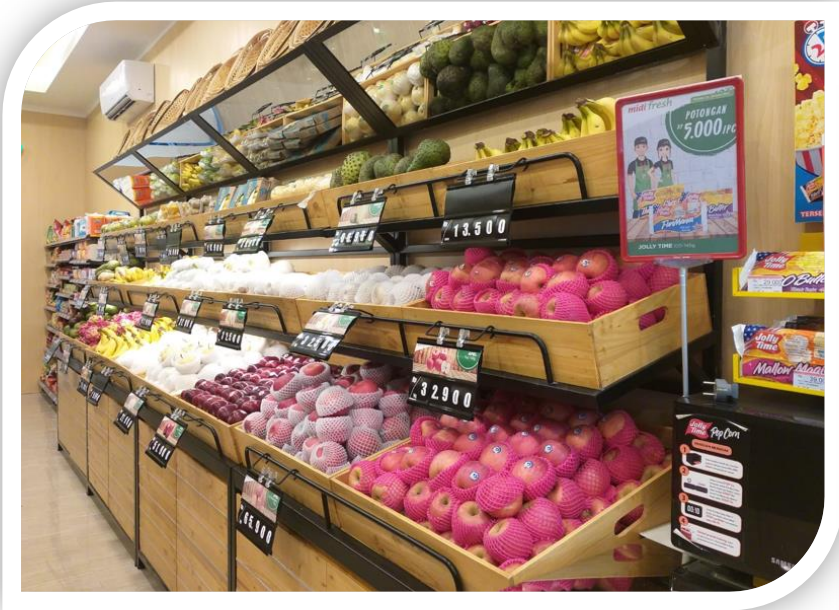


# Store Format of Midi fresh



- ❑ Fruit store
- ❑ Selling area is around 30m<sup>2</sup> to 60m<sup>2</sup>;
- ❑ Providing fruits (including juice, cut fruit), vegetables and other fresh food.

# Store Ambience of Midi fresh



# Store Format of Lawson



- ❑ Convenience store
- ❑ Providing dan more focusing on ready-to-eat dan ready-to-drink products.



# Store Ambience of Lawson





# Store Ambience of Lawson shop-in-shop format (inside Alfamidi store)

In June 2022, we launched new format of Lawson store, so called shop-in-shop format, inside Alfamidi stores, which only sell ready-to-eat and ready-to-drink products.





# Operational Performance and Financial Highlight Ytd Sep 2022

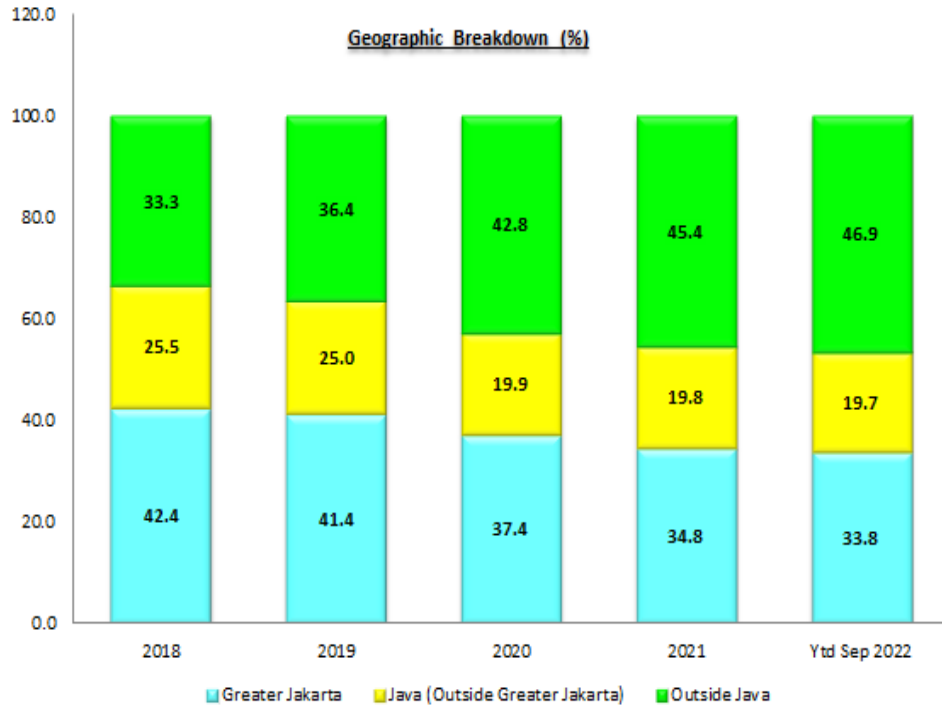
## I. NET STORES ADDITION AND TOTAL NUMBER OF STORES

- Alfamidi : 102 stores; Alfamidi Super : 7 stores; Midi fresh : 3 stores; Lawson : 42 stores; Total = 154 stores.
- Outer island still grew higher than Java.
- Total number of stores = 2,249 stores, with the detail as follows:  
Alfamidi : 2,094 stores (incl. 83 Franchise); Alfamidi Super : 39 stores; Midi fresh : 9 stores; Lawson: 107 stores.

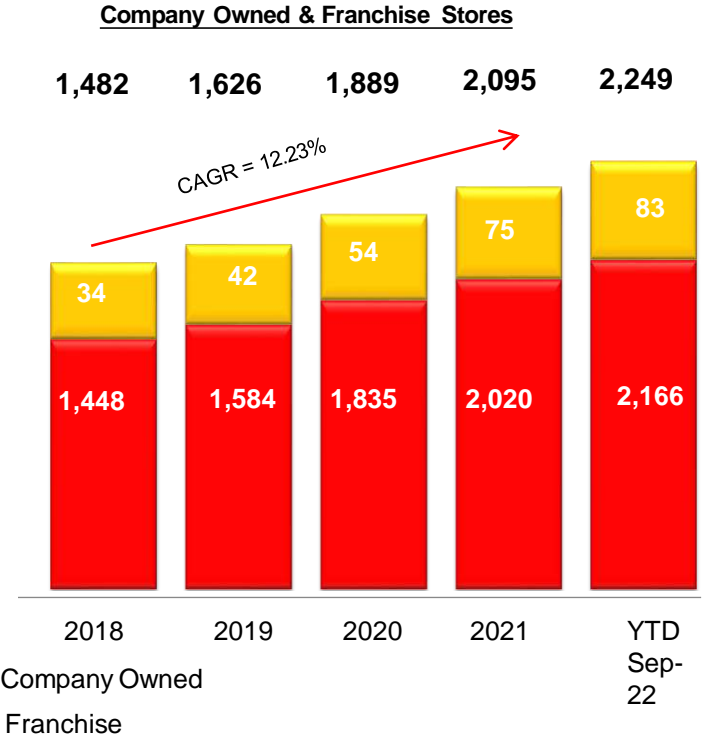
## II. FINANCIAL PERFORMANCE

- Revenue increased by 14.53% (YoY) from IDR 10.09 trillion to IDR 11.56 trillion.
- Operating margin grew from 3.59% to 4.23% (YoY).
- Net profit margin grew from 1.94% to 2.67% (YoY).
- Net profit increased by 57.31% (YoY) from IDR 196.27 billion to IDR 308.75 billion.
- Net Interest Bearing Debt = IDR 1.72 trillion, decreased 30.86% compared to Dec 31, 2017 (IDR 2.49 trillion).
- Net Interest Bearing Debt-to-Equity ratio = 0.74x, has been significantly decreased (Dec 31, 2017 = 2.45x).

# Stores Growth



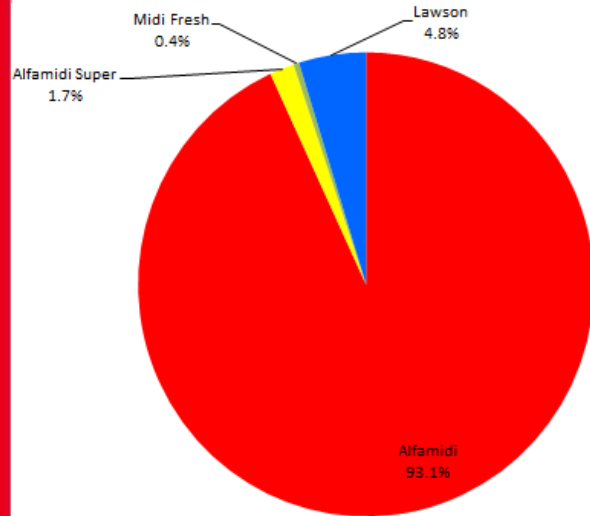
Above are consolidated total number of stores of Alfamidi, Alfamidi Super, Midi fresh and Lawson stores.



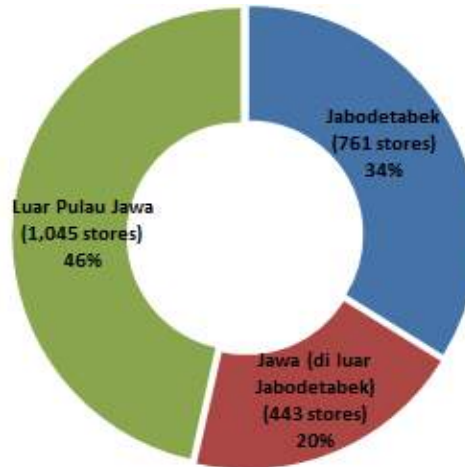


# Stores Composition

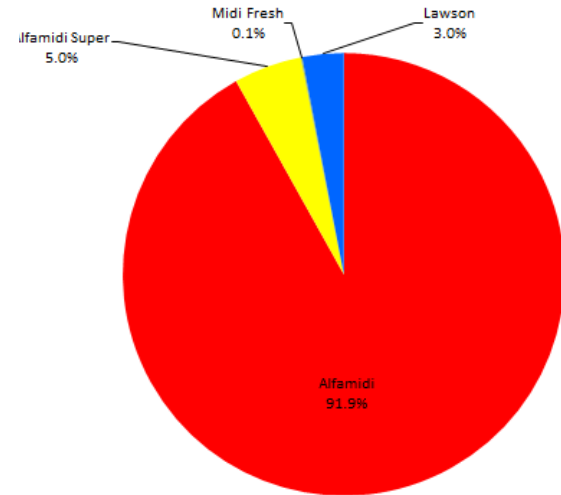
**Number of Stores  
(By Store Format)**



**Number of Stores  
(By Geographic  
Location)**



**Net Revenue  
(By Store Format)**



## INFORMATION

Call Center : 0-800-167-8888



- |   |   |   |   |  |   |
|---|---|---|---|--|---|
| <p><b>1. Kantor Pusat</b><br/>Head Office<br/>Gedung Alfa Tower, Lantai 12, Kav. 7 – 9, Jl. Jalur Sutera Barat, Alam Sutera, Tangerang, Banten 15143<br/>Telp. : 021 8082 1618 (hunting)<br/>Fax. : 021 8082 1628</p> | <p><b>2. Cabang Medan</b><br/>Medan Branch<br/>Jl. Mg. Manurung No. 8A Kawasan Industri Amplas Km 9,5 Timbang Deli, Medan Amplas, Medan 20148<br/>Telp. : 061-80039005<br/>Fax : 061-80508016</p> | <p><b>3. Cabang Bekasi</b><br/>Bekasi Branch<br/>Jl. Jababeka XI, Blok L, Kav 3-5. Kawasan Industri Jababeka, Harjamekar Cikarang Utara, Bekasi 17530.<br/>Telp. : 021-89846688<br/>Fax : 021-89844578</p>                      | <p><b>4. Cabang Bitung</b><br/>Bitung Branch<br/>Jl. Industri, Km. 12 Kp. Kadu Desa, Bunder, Cikupa, Tangerang 15710<br/>Telp. : 021-29676789<br/>Fax : 021-29676788</p>      | <p><b>5. Cabang Yogyakarta</b><br/>Yogyakarta Branch<br/>Jl. Janti No. 262 Ringroad Timur, Tegal Pasar Banguntapan, Bantul, Yogyakarta<br/>Telp. : 0274-4932186<br/>Fax : 0274-4932177</p> | <p><b>6. Cabang Pasuruan</b><br/>Pasuruan Branch<br/>Jl. Raya Beji, Desa Cangkring, Kec. Beji, Kab. Pasuruan, Jawa Timur 67154<br/>Telp. : 0343-6531973</p> |
| <p><b>7. Cabang Samarinda</b><br/>Samarinda Branch<br/>Jl. Suryanata (Kompleks BIZ Park) RT.15 Kel. Bukit Pinang Kec. Samarinda Ulu, Samarinda, Kalimantan Timur 75124.<br/>Telp. : 0541-274859</p>                   | <p><b>8. Cabang Makassar</b><br/>Makassar Branch<br/>Jl. Kima 8, Blok SS No. 23 Kecamatan Biringkanaya, Makassar.<br/>Telp. : 0411-4723149<br/>Fax : 0411-4723419</p>                             | <p><b>9. Cabang Manado</b><br/>Manado Branch<br/>Kompleks Pergudangan Olympic Grup Jl. Raya Manado-Bitung Km. 15, Kolongan, Kalawat Jaga VI, Minahasa Utara, Sulawesi Utara<br/>Telp. : 0431-7005999<br/>Fax : 0431-7006488</p> | <p><b>10. Cabang Palu</b><br/>Palu Branch<br/>Jl. Karanja Lembah RT. 006 RW. 003, Birobuti, Palu Selatan, Kota Palu 94231<br/>Telp. : 0451-8001909<br/>Fax : 0451-8001313</p> | <p><b>11. Cabang Kendari</b><br/>Kendari Branch<br/>Jl. Patimura Kompleks Bizpark G6-G7 No.5, Kecamatan Puuwatu, Kendari<br/>Telp. : 0401-3418661</p>                                      | <p><b>12. Cabang Ambon</b><br/>Ambon Branch<br/>Jl. Sisingamangaraja No.88, RI/KW : 022/004 Kelurahan Passo, Baguala, Ambon 97232</p>                       |

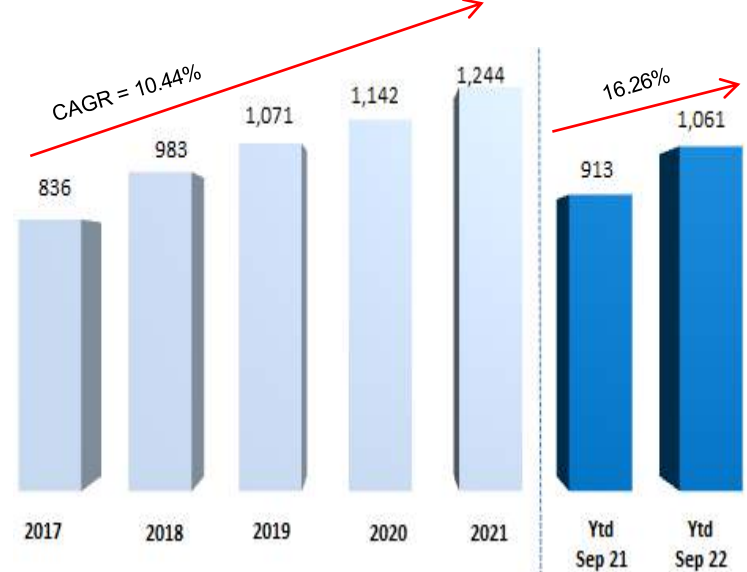
# Consolidated Statement of Income

YTD Sep 2022 [IDR Billion]

## REVENUE



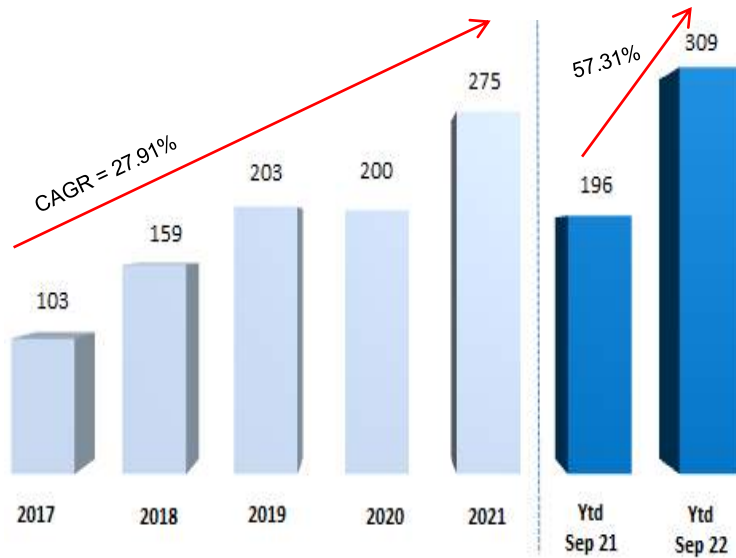
## EBITDA



# Consolidated Statement of Income

YTD Sep 2022 [IDR Billion]

## Income for the year attributable to owners of the parent company



## Earnings Per Share (Full Amount)







# Thank You!

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