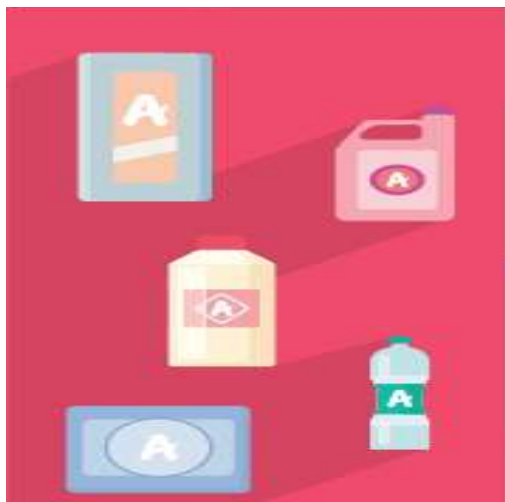




*midi fresh*



## MANAGEMENT PRESENTATION

PT Midi Utama Indonesia Tbk  
As of December 31, 2022

# AGENDA

- ❖ Business Overview
- ❖ Operational Performance and Financial Highlight  
Ytd Dec 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
- ❖ Dec 2022 Operates 2,363 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 30m2 to 60m2;
- ❑ Providing fruits (including juice, cut fruit), vegetables and other fresh food.

# Store Ambience of Midi fresh



# Store Format of Lawson



- ❑ Convenience store
- ❑ Selling area is around 50m<sup>2</sup> to 200m<sup>2</sup>;
- ❑ Providing dan more focusing on ready-to-eat dan ready-to-drink products.

# Store Ambience of Lawson





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

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





# Operational Performance and Financial Highlight Ytd Dec 2022

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

- Net stores addition = 268 stores, details as follows:  
Alfamidi : 129 stores; Alfamidi Super : 9 stores; Midi fresh : 3 stores; Lawson : 127 stores.
- Total number of stores = 2,363 stores, details as follows:  
Alfamidi : 2,121 stores; Alfamidi Super : 41 stores; Midi fresh : 9 stores;  
Lawson : 192 stores (consists of 114 stand alone format and 78 store-in-store format).

## II. FINANCIAL PERFORMANCE

- Revenue increased by 15.01% (YoY) from IDR 13.58 trillion to IDR 15.62 trillion.
- Operating margin grew from 3.58% to 4.08% (YoY).
- Net profit margin grew from 1.99% to 2.55% (YoY).
- Net profit increased by 47.92% (YoY) from IDR 269.69 billion to IDR 398.92 billion.
- Net Interest Bearing Debt = IDR 1.15 trillion, decreased 49.27% compared to Dec 31, 2017 (IDR 2.26 trillion).
- Net Interest Bearing Debt-to-Equity ratio = 0.58x, has been significantly decreased (Dec 31, 2017 = 2.45x).



## III. ESG & SUSTAINABILITY

### REDUCING PLASTIC BAG USAGE

- Plastic bags usage were decreased by 2.60% (YoY) from 34.37% to 31.77%.
- We encourage customers to use Go Green shopping bags.



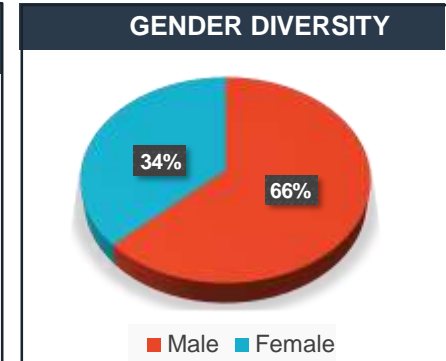
### APPLICATION OF SOLAR PANEL

- Company has used solar panel in branch Palu, Central Sulawesi with a capacity of 41.44 kWp which can produce electricity power up to 52,220 kWh or equivalent to reducing carbon dioxide (CO2) emissions of approximately 43,000 kg per year.



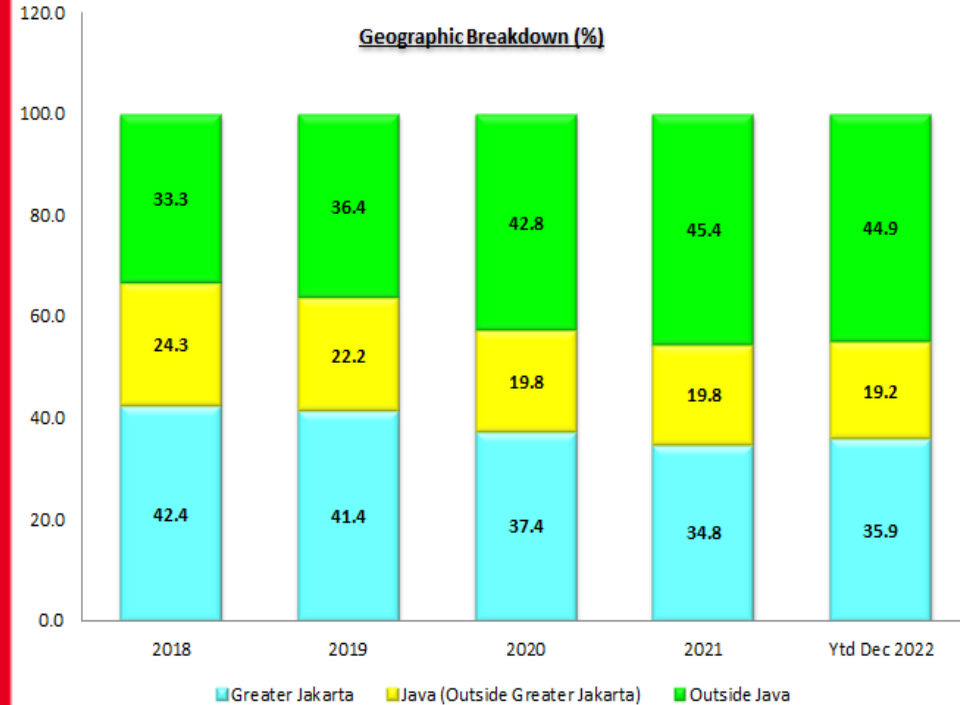


## III. ESG & SUSTAINABILITY



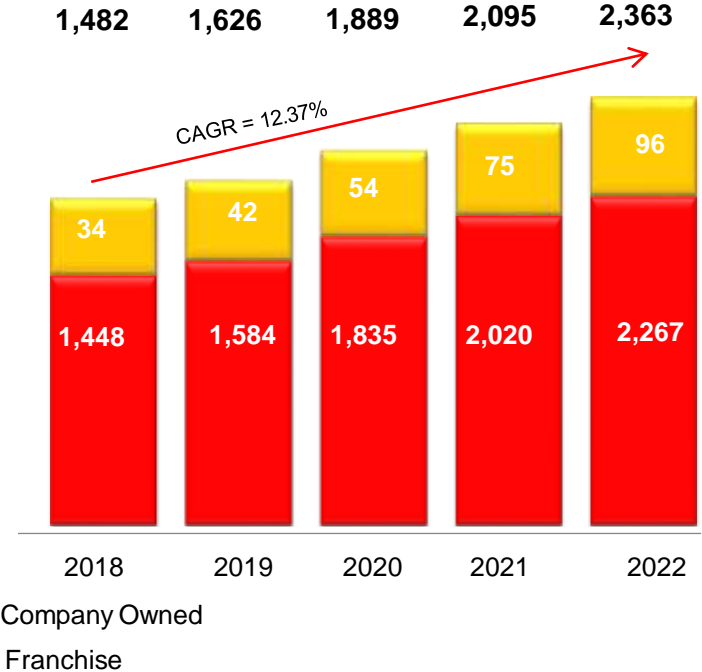
# Stores Growth

Geographic Breakdown (%)



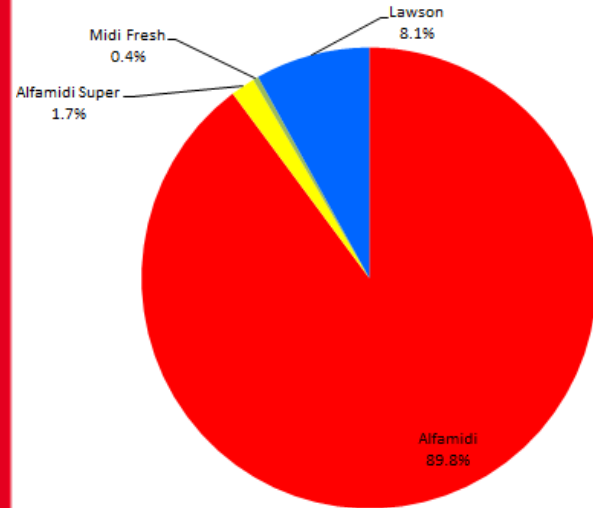
Above are consolidated total number of stores of Alfamidi, Alfamidi Super, Midi fresh and Lawson stores.

Company Owned & Franchise Stores

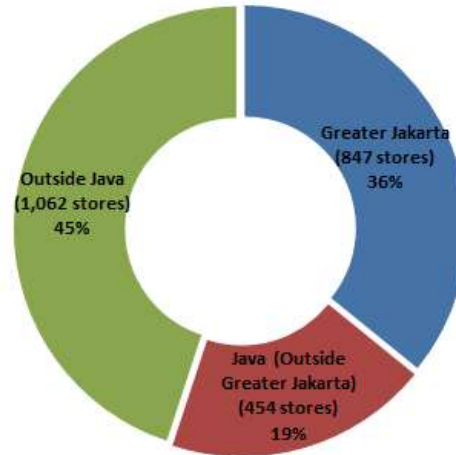


# Stores Composition

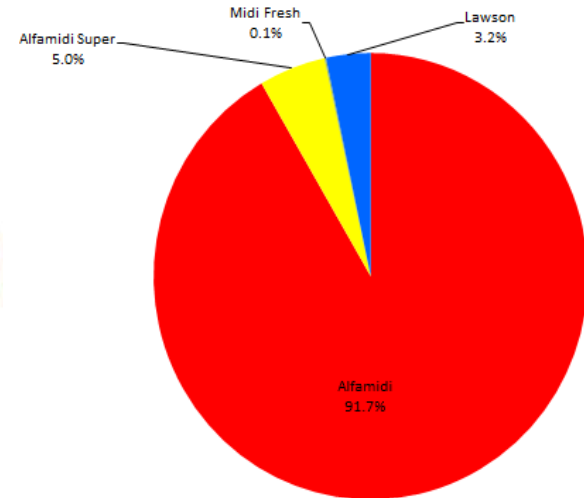
**Number of Stores  
(By Store Format)**



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



**Net Revenue  
(By Store Format)**



## INFORMATION

Call Center : 0-800-167-8888



### 1. Kantor Pusat

Head Office  
Gedung Alfa Tower, Lantai 12, Kav. 7 – 9, Jl. Jalur Sutera Barat, Alam Sutera, Tangerang, Banten 15143  
Telp. : 021 8082 1618 (hunting)  
Fax. : 021 8082 1628

### 2. Cabang Medan

Medan Branch  
Jl. Mg. Manurung No. 8A Kawasan Industri Amplas Km 9,5 Timbang Deli, Medan Amplas, Medan 20148  
Telp. : 061-80039005  
Fax : 061-80508016

### 3. Cabang Bekasi

Bekasi Branch  
Jl. Jababeka XI, Blok L, Kav 3-5. Kawasan Industri Jababeka, Harjamekar Cikarang Utara, Bekasi 17530.  
Telp. : 021-89846688  
Fax : 021-89844578

### 4. Cabang Bitung

Bitung Branch  
Jl. Industri, Km. 12 Kp. Kadu Desa, Bunder, Cikupa, Tangerang 15710  
Telp. : 021-29676789  
Fax : 021-29676788

### 5. Cabang Yogyakarta

Yogyakarta Branch  
Jl. Janti No. 262 Ringroad Timur, Tegal Pasar Banguntapan, Bantul, Yogyakarta  
Telp. : 0274-4932186  
Fax : 0274-4932177

### 6. Cabang Pasuruan

Pasuruan Branch  
Jl. Raya Beji, Desa Cangkring, Kec. Beji, Kab. Pasuruan, Jawa Timur 67154  
Telp. : 0343-6531973

### 7. Cabang Samarinda

Samarinda Branch  
Jl. Suryanata (Kompleks BIZ Park) RT.15 Kel. Bukit Pinang Kec. Samarinda Ulu, Samarinda, Kalimantan Timur 75124.  
Telp. : 0541-274859

### 8. Cabang Makassar

Makassar Branch  
Jl. Kima 8, Blok SS No. 23 Kecamatan Biringkanaya, Makassar.  
Telp. : 0411-4723149  
Fax : 0411-4723419

### 9. Cabang Manado

Manado Branch  
Kompleks Pergudangan Olympic Grup Jl. Raya Manado-Bitung Km. 15, Kolongan, Kalawat Jaga VI, Minahasa Utara, Sulawesi Utara  
Telp. : 0431-7005999  
Fax : 0431-7006488

### 10. Cabang Palu

Palu Branch  
Jl. Karanja Lembah RT. 006 RW. 003, Birobutu, Palu Selatan, Kota Palu 94231  
Telp. : 0451-8001909  
Fax : 0451-8001313

### 11. Cabang Kendari

Kendari Branch  
Jl. Patimura Kompleks Bizpark G6-G7 No.5, Kecamatan Puuwatu, Kendari  
Telp. : 0401-3418661

### 12. Cabang Ambon

Ambon Branch  
Jl. Sisingamangaraja No.88, RT/RW : 022/004 Kelurahan Passo, Baguala, Ambon 97232



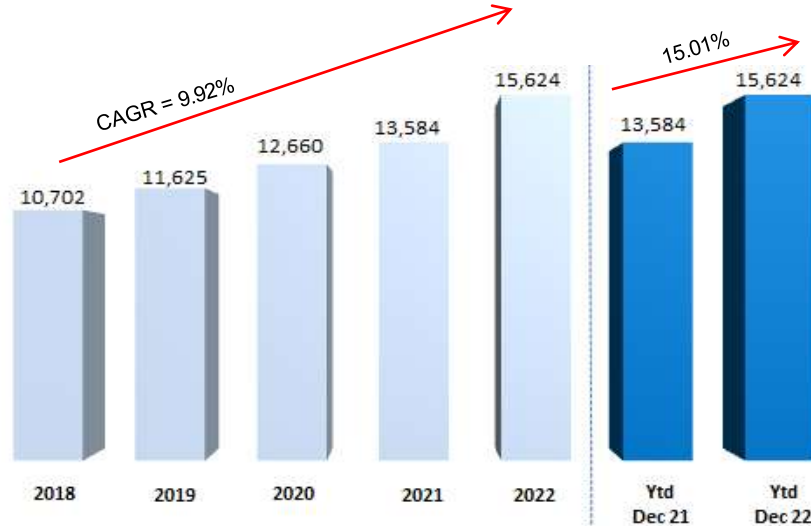


Warehouse in Bitung (Cikupa, Tangerang)

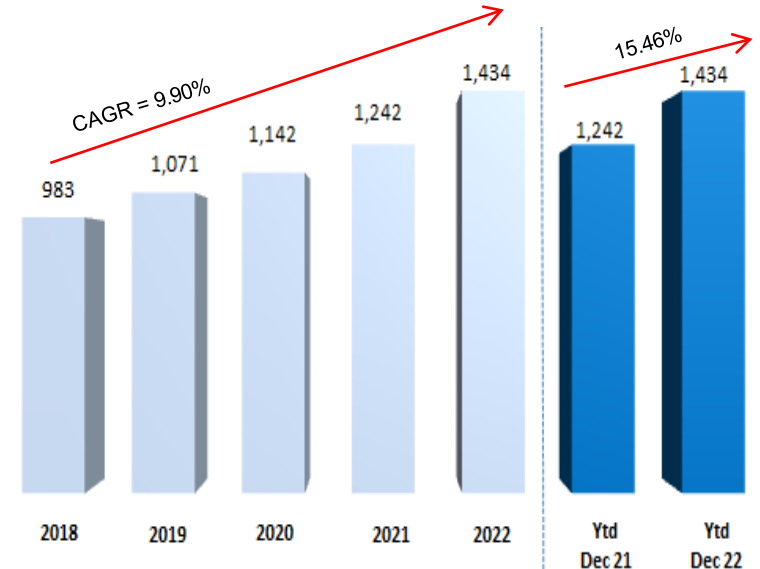
# Consolidated Statement of Income

YTD Dec 2022 [IDR Billion]

## REVENUE



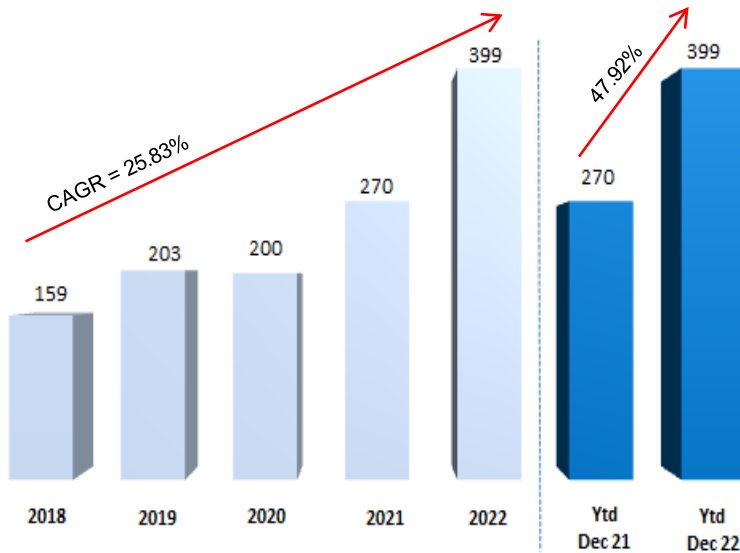
## EBITDA



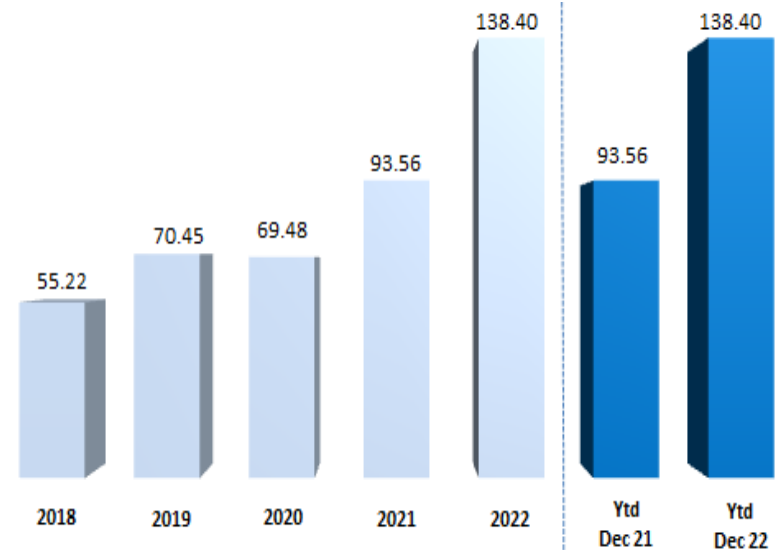
# Consolidated Statement of Income

YTD Dec 2022 [IDR Billion]

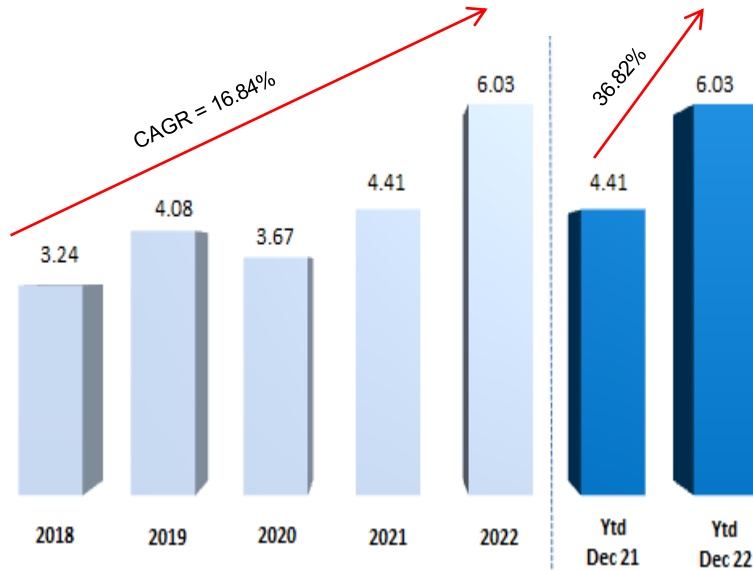
## Income for the year attributable to owners of the parent company



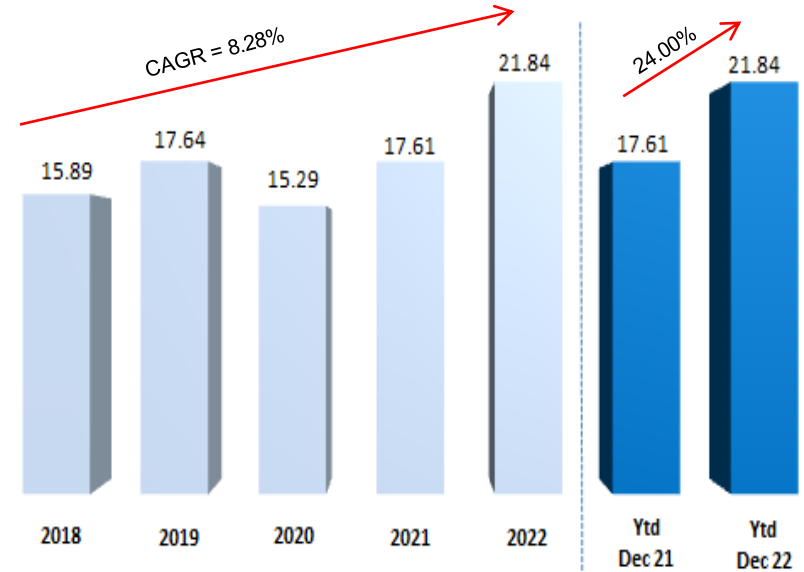
## Earnings Per Share (Full Amount)



## ROAA (%)

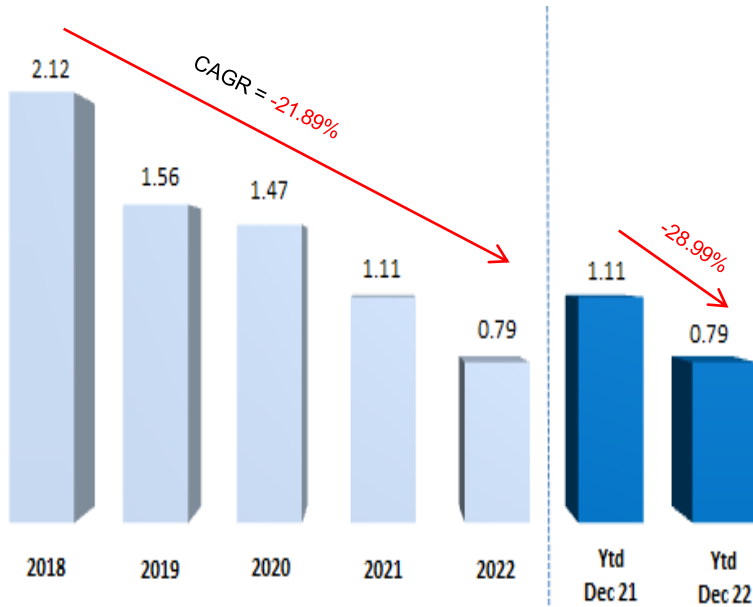


## ROAE (%)

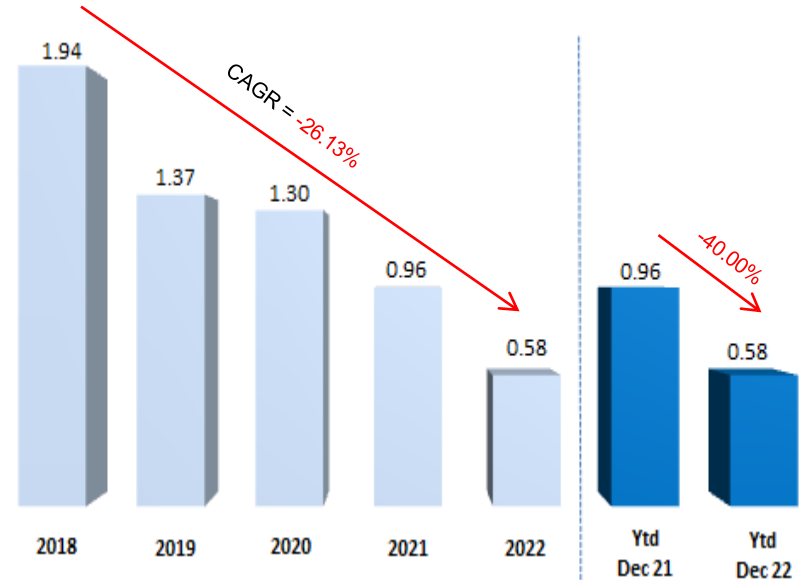




## Gross Interest Bearing Debt-to-Equity (x)



## Net Interest Bearing Debt-to-Equity (x)



# Trend of Dividend Payout Ratio

Fiscal Year	Dividend per Share (Full Rupiah)	Total Shares	Total Dividend Paid (Rp million)	Dividend Payout Ratio (%)
2011	2.74	2,882,353,000	7,898	24.98%
2012	3.90	2,882,353,000	11,241	24.98%
2013	7.00	2,882,353,000	20,176	29.97%
2014	14.50	2,882,353,000	41,794	30.15%
2015	15.00	2,882,353,000	43,235	30.77%
2016	20.50	2,882,353,000	59,088	30.14%
2017	10.70	2,882,353,000	30,841	30.00%
2018	16.60	2,882,353,000	47,847	30.06%
2019	21.20	2,882,353,000	61,106	30.09%
2020	20.85	2,882,353,000	60,097	30.01%
2021	28.65	2,882,353,000	82,579	30.01%



# Thank You!

t +62 21 8082 1618

f +62 21 8082 1628

PT MIDI UTAMA INDONESIA Tbk  
Gedung Alfa Tower Lantai 12  
Jl. Jalur Sutera Barat, Alam Sutera  
Tangerang - Banten 15143