



*midifresh*



## MANAGEMENT PRESENTATION

PT Midi Utama Indonesia Tbk  
As of September 30, 2023



# AGENDA

- ❖ Business Overview
- ❖ Operational Performance Ytd Sep 2023
- ❖ Financial Highlights Ytd Sep 2023



# Business Overview

- ❖ 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 2023 Operates 2,781 stores, enhancing MIDI's positioning as multi format retail company (Alfamidi, Alfamidi super, Midi fresh, Lawson).

# Characteristics of Each Store Format

	<p>Selling area is around 200m<sup>2</sup> to 400m<sup>2</sup>.</p>	<p>About 25% of selling area is allocated for fresh food products.</p>	<p>Number of items provided are approximately 7,000 SKUs.</p>
	<p>Selling area ≥ 500m<sup>2</sup>.</p>	<p>About 25% of selling area is allocated for fresh food products.</p>	<p>Number of items provided are approximately 10,000 SKUs.</p>
	<p>Small format of fruit store; Selling area is around 30m<sup>2</sup> to 60m<sup>2</sup>.</p>	<p>Providing fruits (including juice, cut fruit), vegetables and other fresh food.</p>	<p>Number of items provided are approximately 1,200 SKUs.</p>
 	<p>Convenience store; Selling area is around 50m<sup>2</sup> to 200m<sup>2</sup> for stand alone format and around 9m<sup>2</sup> for store-in-store format.</p>	<p>Providing and more focusing on Ready-To-Eat (RTE) and Ready-To-Drink (RTD) products.</p>	<p>Approximately 1,200 SKUs for stand alone format and 250 SKUs for store-in-store format.</p>

# Store Ambience of Alfamidi

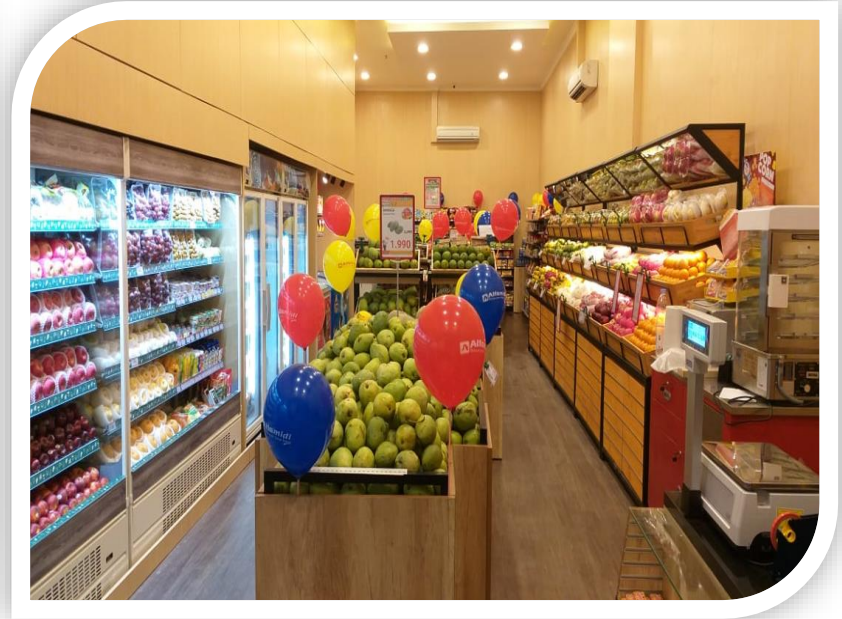
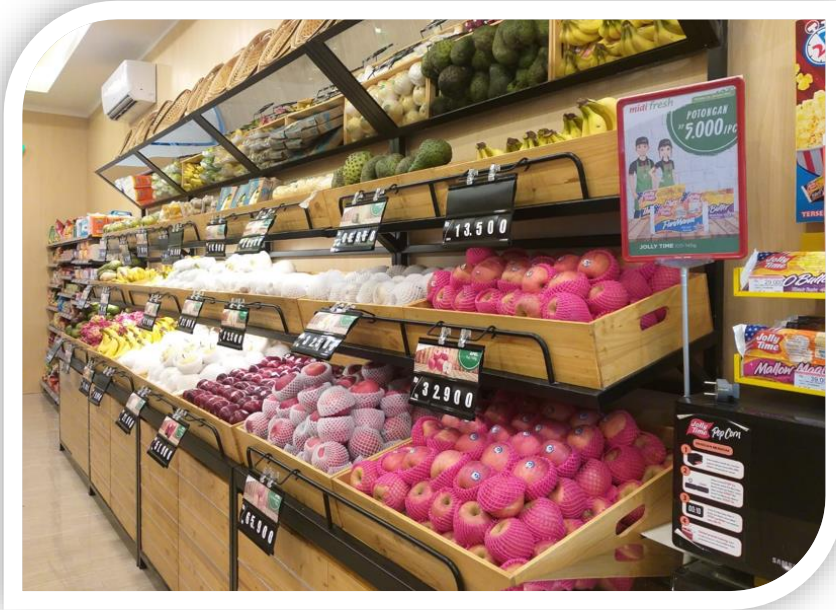




# Store Ambience of Alfamidi super



# Store Ambience of Midi fresh





## Store Ambience of Lawson stand alone format

## Groceries



## RTE & RTD



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

Launched in June 2022





# Operational Performance

## Ytd Sep 2023

# Net Stores Addition and Total Number of Stores

- Net stores addition YTD Sep 2023 = 418 stores, details as follows:

Alfamidi : 36 stores;

Alfamidi Super : 4 stores;

Midi fresh : (1) stores;

Lawson : 379 stores (consists of 172 stand alone format and 207 store-in-store format).

- Total number of stores as of Sep 30, 2023 = 2,781 stores, details as follows:

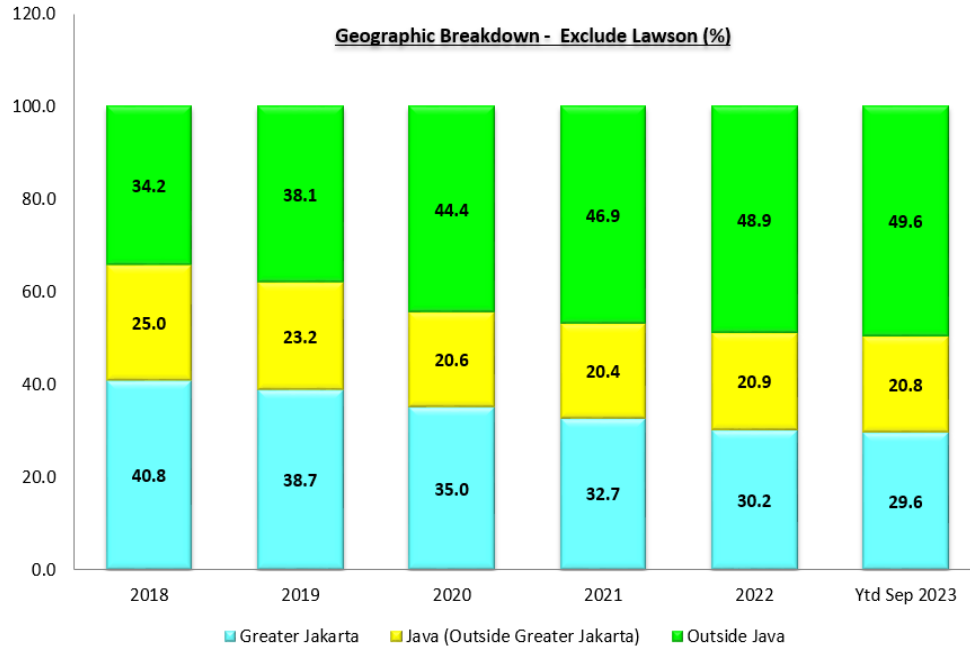
Alfamidi : 2,157 stores;

Alfamidi Super : 45 stores;

Midi fresh : 8 stores;

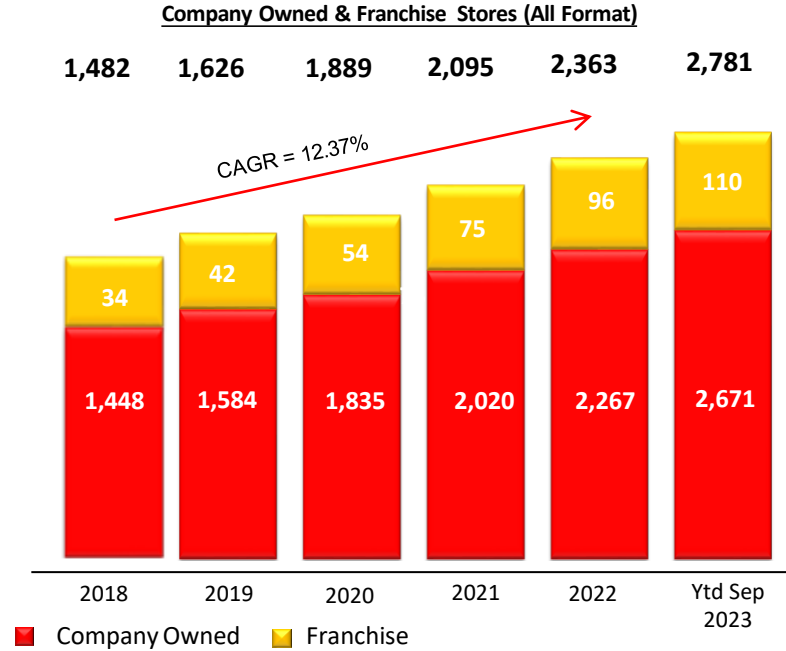
Lawson : 571 stores (consists of 286 stand alone format and 285 store-in-store format).





- For Alfamidi, the number of stores in outside Java island is still increasing comparing to Greater Jakarta and Java island (outside Greater Jakarta).
- Meanwhile, for Lawson, still concentrating the expansion in Java island, 73% in Greater Jakarta and 27% in Java island (outside Greater Jakarta).

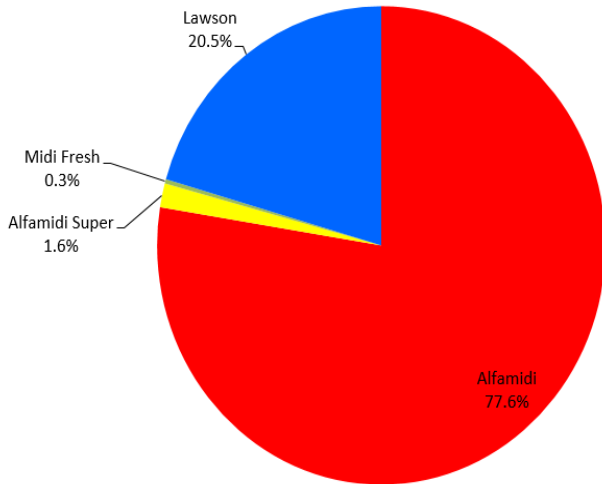
# Stores Growth



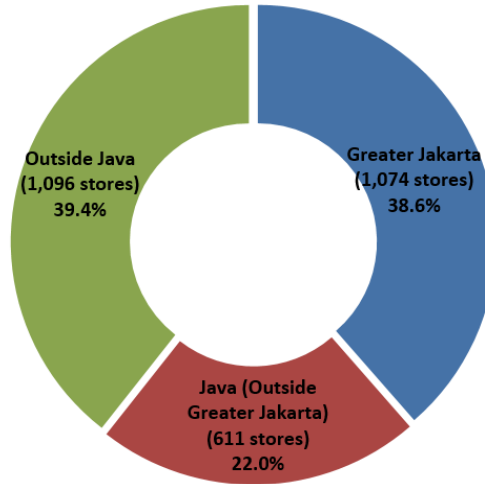
- As of Sep 30, 2023, the number franchise stores is equivalent to 4% of total consolidated stores.

# Stores Composition

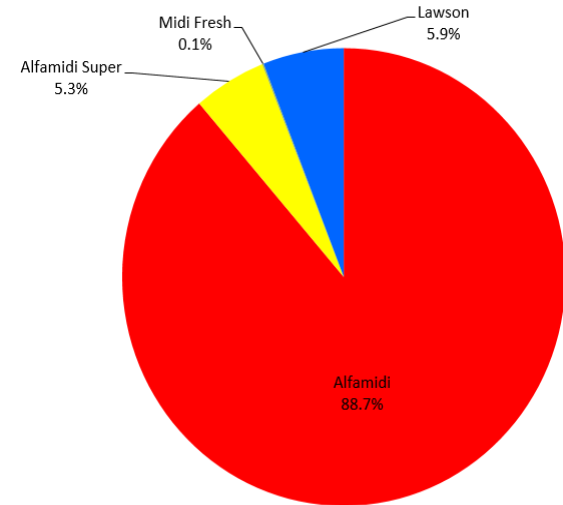
**Number of Stores  
(By Store Format)**



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



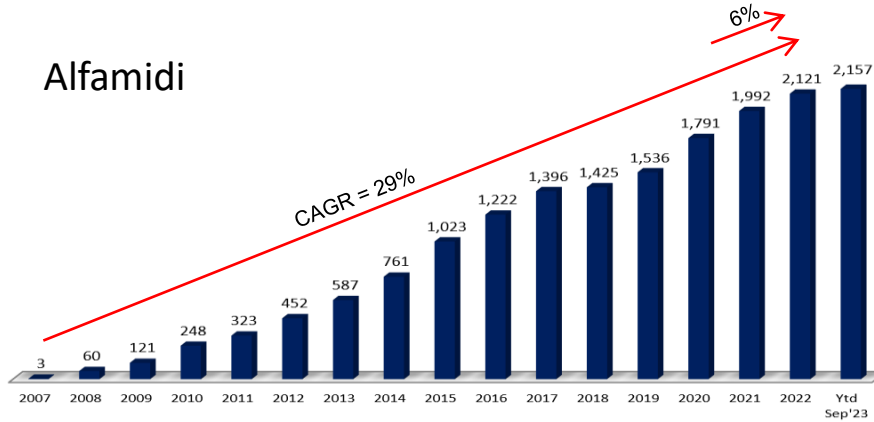
**Net Revenue  
(By Store Format)**



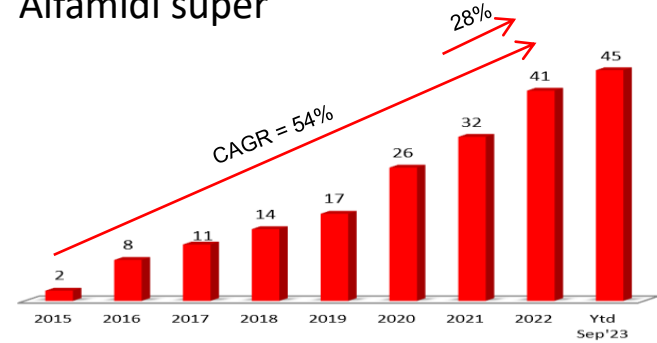
- In term of number of stores, contribution of Lawson was increased from 8.1% in 2022 to 20.5% in Ytd Sep 2023.
- Meanwhile, in term of net revenues, contribution of Lawson was increased as well from 3.2% in 2022 to 5.9% in Ytd Sep 2023.

# Trend of Number of Stores

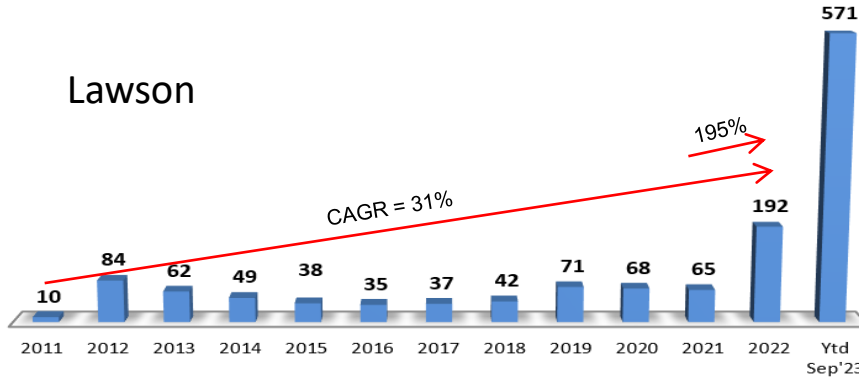
Alfamidi



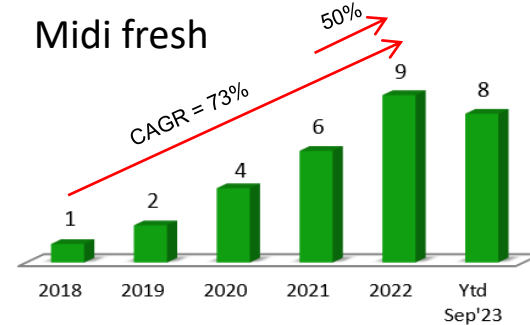
Alfamidi super

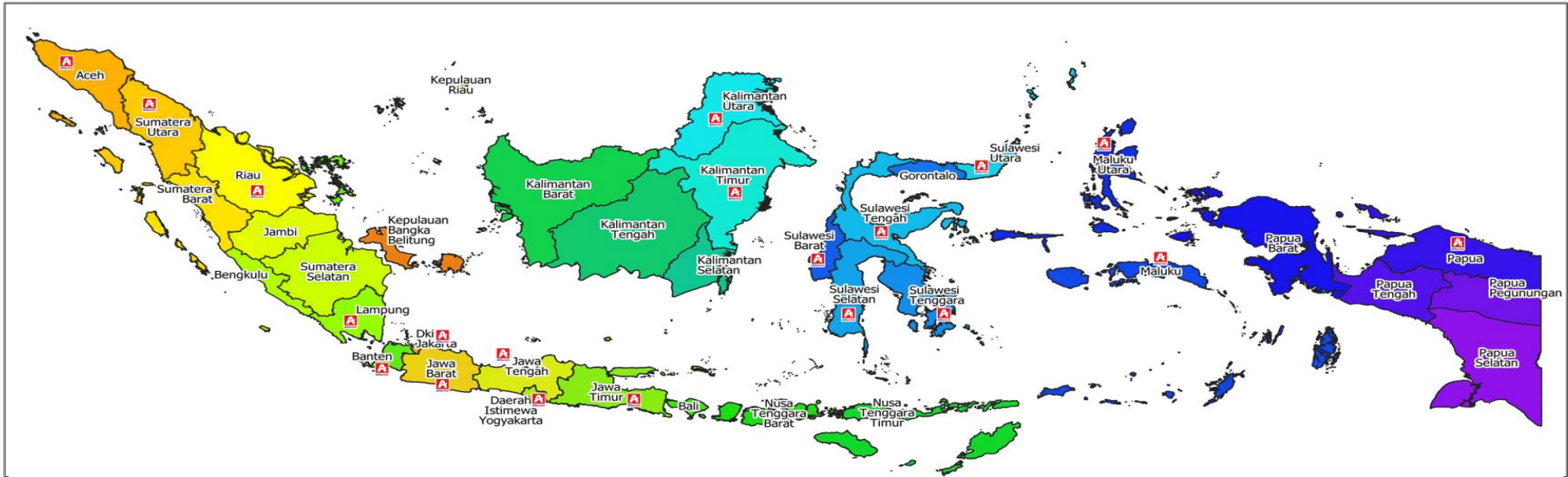


Lawson



Midi fresh





## 1. Head Office

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

## 2. Medan Branch

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

## 3. Bekasi Branch

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

## 4. Bitung Branch

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

## 5. Yogyakarta Branch

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

## 6. Pasuruan Branch

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

## 7. Samarinda Branch

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

## 8. Makassar Branch

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

## 9. Manado Branch

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

## 10. Palu Branch

Jl. Karanja Lembah RT. 006 RW. 003, Birobuli, Palu Selatan, Kota Palu 94231  
Telp. : 0451 8001909

## 11. Kendari Branch

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

## 12. Ambon Branch

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





Warehouse in Bitung (Cikupa, Tangerang)



- To fulfill customers' need, besides through physical stores (offline channel), the Company does have online channel as well, through app of Midi Kriing, which is available on platform of Google Playstore and Appstore. The order will be delivered to customers without delivery fee (**free delivery**) from our closest store with maximum distance of 5 kilometers.
- Besides that, the Company has cooperation as well with several e-commerce platform such as Gomart, Grabmart, Blibli Click&Collect, Shopee, Lazada, Bliblimart, Tokopedia dan Bukalapak.
- For YTD Sep 30, 2023, sales through online channel contributed 1.8% of total sales, decreased by 0.5% compared to 2.3% for YTD Sep 30, 2022.



To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during Ytd Sep 2023 are as follows:

Mulai 1 Agustus 2023

**TEBUS MURAH**  
Porcelain Enamel Hello Kitty Series  
dengan HARGA SPESIAL!

SEMARAK ULANG TAHUN 16th Anniversary

Dapatkan Koleksinya

Hello Kitty  
Available Colors  
■ White ■ Pink

Rp 44.900 Enamel Mug 380ml	Rp 84.900 Enamel Mug 750ml	Rp 109.900 Enamel Sauce Pot 16cm	Rp 119.900 Enamel Sauce Pan 16cm
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Mekanisme:  
Setiap belanja minimal Rp 100.000\* di dalamnya terdapat produk terpilih bisa tebus murah Porcelain Enamel Hello Kitty Series dengan Harga Spesial  
\*Tidak termasuk pembelian barang baru > 1 tahun, rokok, gula/dasa/kecap, minuman beralkohol dan minuman berenergi  
\*S&K berlaku

Periode : 16 Juli - 31 Agustus 2023

**Cash Back**  
upto 25K

SEMARAK ULANG TAHUN 16th Anniversary

Belanja minimal Rp 200.000\* dan di dalamnya terdapat produk sponsor BUA 16, akan mendapatkan VOUCHER CASHBACK up to Rp 25.000\*\*!

\*Khusus Member  
\*\*Khusus rokok, susu bayi < 3 thn, gula/dasa/kecap, minyak goreng, gula pasir, beras, dan minuman beralkohol

Mulai 16 Januari 2023

**GELED K**  
GELEGAR HADIAH KECE

Grand Prizes  
**Sepeda Motor**  
HONDA BEAT

Logam Mulia  
@ 2 gram

Produk Gratis & Ribuan Voucher  
Setiap Harinya!

Minimal belanja Rp 100.000 dan di dalamnya ada produk sponsor\*  
Apabila Anda beruntung!

\*S & K berlaku

Periode : 1 Maret - 30 April 2023

**Ramadhan BERKAH**  
Beragam Kejuatan Hadiah

Hadiah UMROH

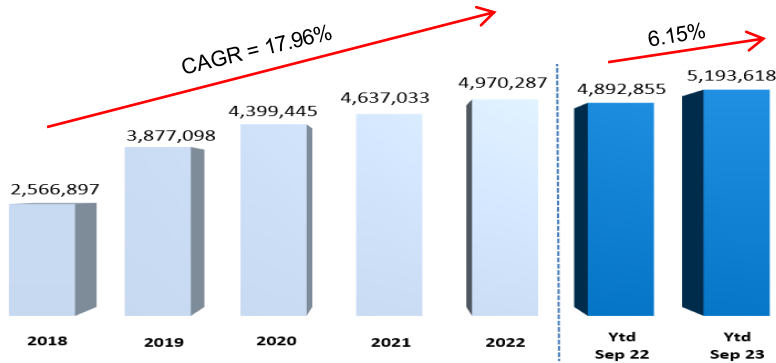
Uang Tunai 10jt

Voucher Belanja 1jt

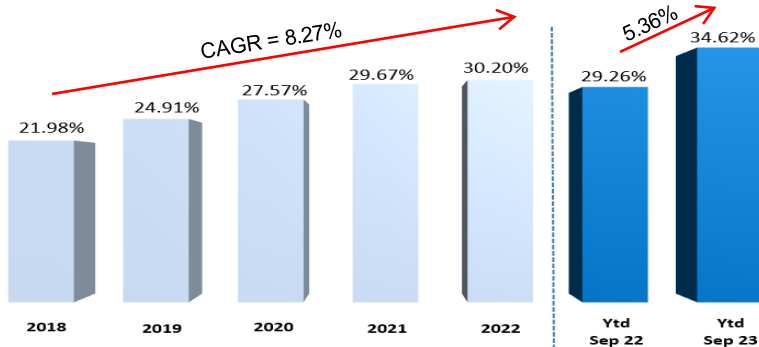
Voucher Belanja 500rb

Mekanisme :

## Total Alfamidi Registered Member



## % Sales contribution of member



## Customer Loyalty Contribution

5.19 M

Total Alfamidi Registered Member  
Growth 6.15% (Ytd Sep-22 vs Ytd Sep-23)

34.62%

% Sales contribution of member  
Growth 5.36% (Ytd Sep-22 vs Ytd Sep-23)

## Presence on Social Media



Alfamidi Ku

FY 2022

Ytd Sep-23

1.2 M User

1.3 M User



Alfamidi

1 M User

1 M User



Alfamidi\_ku

871 K User

1 M User



@Alfamidi\_ku

123 K Followers

123 K Followers



@Alfamidi\_ku

28.8 K User

186.7 K User





## REDUCING PLASTIC BAG USAGE

- Plastic bags usage were decreased by 4.36% (YoY) from 31.96% for 9M 2022 to 27.59% for 9M 2023.
- 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 64,000 kg per year.
- Company also has installed solar panel in the store as trial. It is located in Alfamidi super Suvarna, branch Bitung, Banten with a capacity of 74.25 Kwp.



## DISABLED EMPLOYEES

273 People

In Stores  
183



In warehouse  
79



In office  
11



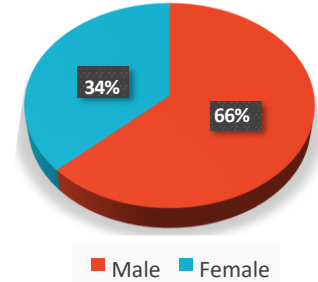
Total disable employees is amounted to 273 people, equivalent to 1.03% of total employees as of Sep 30, 2023 of 26,418.

Minimum requirement based on Law No. 8 Year 2016 on People with Disabilities = 1%. MIDI has complied with this law.

## DEVELOPING SMEs (LOCAL ITEM)

- Developing local Small and Medium-sized Entrepreneurs (SMEs) to sell their local products in Alfamidi stores. Currently, approx. 200 SMEs.
- Giving opportunities to SMEs to sell their F&B products in store parking space as tenants. Currently, approx. 3,000 tenants.

## GENDER DIVERSITY



# Corporate Social Responsibility (CSR)



In line with one of the Company's visions to be a retail network that integrated with the society, the Company is fully committed to carry out Corporate Social Responsibility (CSR) to the society.

Several CSR's activities carried out are as follows:

- Donation to natural disaster victims;
- Empowerment of Micro, Small and Medium Entrepreneurs;
- Engaged in community activities around the stores and warehouses.



# Financial Highlights

## Ytd Sep 2023



# Financial Highlights YTD Sep 2023

(in billion Rupiah)

Consolidated Statement of Profit and Loss	Quarterly						9M			FY 2022
	3Q 2022	1Q 2023	2Q 2023	3Q 2023	QoQ (%)	YoY (%)	9M 2022	9M 2023	YoY (%)	
Net Revenue	3,899	4,040	4,608	4,276	-7.20%	9.66%	11,558	12,924	11.82%	15,624
Gross Profit	1,015	1,088	1,155	1,121	-2.93%	10.48%	2,942	3,365	14.39%	3,953
GP %	26.03%	26.93%	25.07%	26.23%			25.45%	26.04%	0.58%	25.30%
Operating Income	176	182	210	180	-13.91%	2.67%	489	572	17.01%	638
Opr. Inc. margin %	4.51%	4.51%	4.55%	4.22%			4.23%	4.43%	0.20%	4.08%
Net Income	115	118	142	131	-7.40%	13.94%	309	391	26.48%	399
Net Income margin %	2.95%	2.91%	3.08%	3.07%			2.67%	3.02%	0.35%	2.55%
EBITDA	369	384	420	395	-5.81%	6.96%	1,061	1,198	12.89%	1,434
EBITDA margin %	9.47%	9.49%	9.10%	9.24%			9.18%	9.27%	0.09%	9.18%
SSSG% of Alfamidi	9.83%	6.16%	8.21%	3.99%			6.84%	6.14%		7.11%

## 9M 2022 vs 9M 2023:

- Revenue increased by 11.82% (YoY) from IDR 11.56 trillion to IDR 12.92 trillion.
- Gross profit margin grew by 0.58% from 25.45% to 26.04% (YoY).
- Operating margin grew by 0.20% from 4.23% to 4.43% (YoY).
- Net income margin attributable to owners of the parent company grew by 0.35% from 2.67% to 3.02% (YoY).
- Net income attributable to owners of the parent company increased by 26.48% (YoY) from IDR 308.75 bn to IDR 390.51 bn.

# Financial Highlights YTD Sep 2023

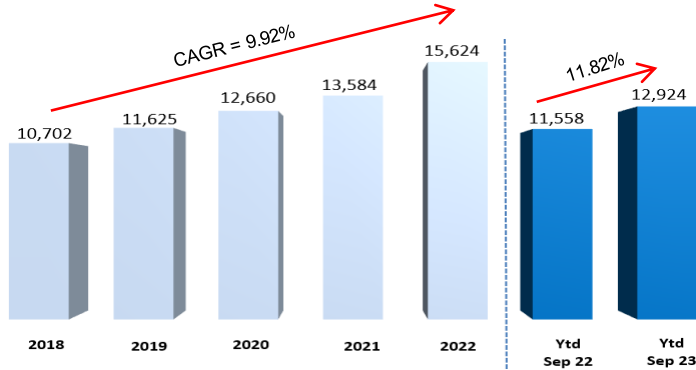
(in billion Rupiah)

Consolidated Statement of Financial Position	Sep 30, 2022	Mar 31, 2023	Jun 30, 2023	Sep 30, 2023	Dec 31, 2022
Cash and Cash Equivalents	363	348	321	326	417
Total Assets	6,765	7,521	7,200	7,393	6,905
Interest-Bearing Debts	1,724	1,419	1,278	171	1,565
Total Liabilities	4,922	5,216	4,873	3,642	4,918
Total Equity	1,843	2,305	2,327	3,751	1,987
ROAA %	4.72	1.63	3.68	5.46	6.03
ROAE %	17.59	5.48	12.02	16.31	21.83
Gross Gearing (x)	0.94	0.62	0.55	0.05	0.79
Net Gearing (x)	0.74	0.46	0.41	-	0.58

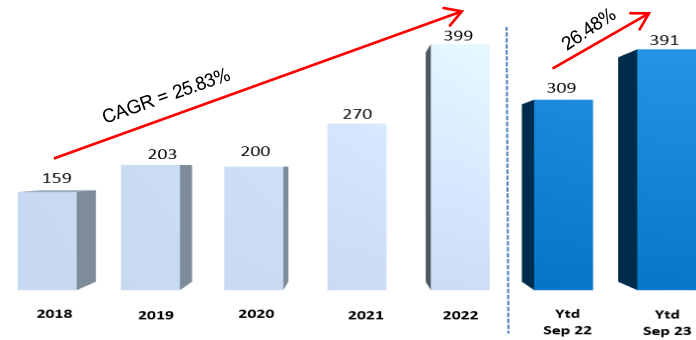
- Interest-bearing debts decreased significantly to Rp171 bn.
- Correspondingly, gross gearing decreased to 0.05x.
- ROAA% for 9M increased by 0.74% from 4.72% as of Sep 30, 2022 to 5.46% as of Sep 30, 2023.
- ROAE% for 9M decreased by 1.28% from 17.59% as of Sep 30, 2022 to 16.31% as of Sep 30, 2023 due to pre-emptive rights issuance in Jul 2023, but, still managed to reach above 15%.

# Consolidated Statement of Income (YTD Sep 2023; in IDR Billion)

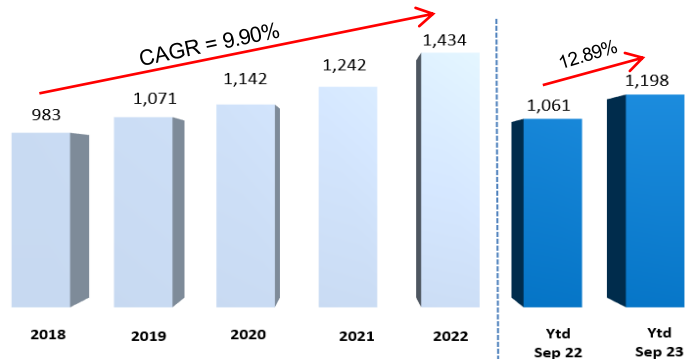
## REVENUE



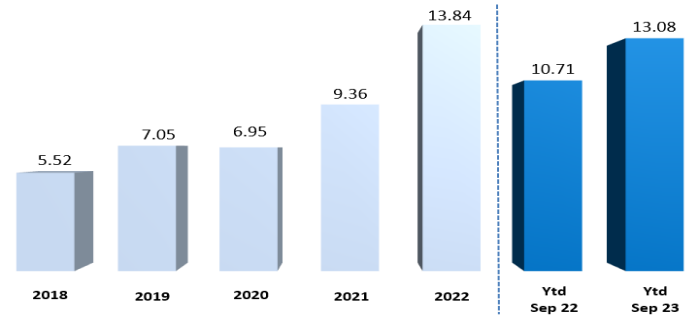
## Income for the year attributable to owners of the parent company



## EBITDA

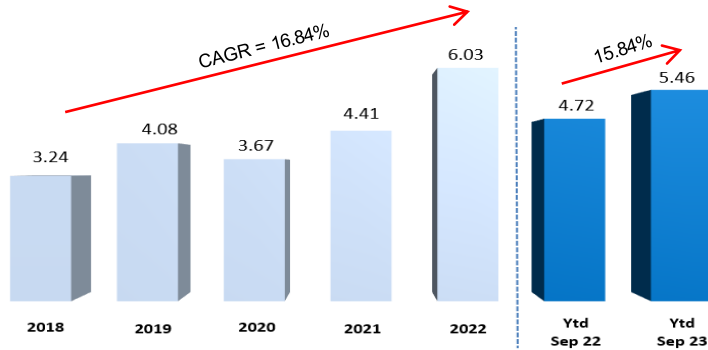


## Earnings Per Share (Full Amount)

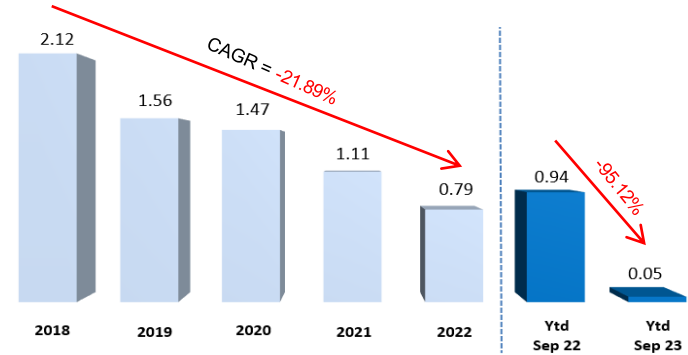


# Return & Leverage (YTD Sep 2023)

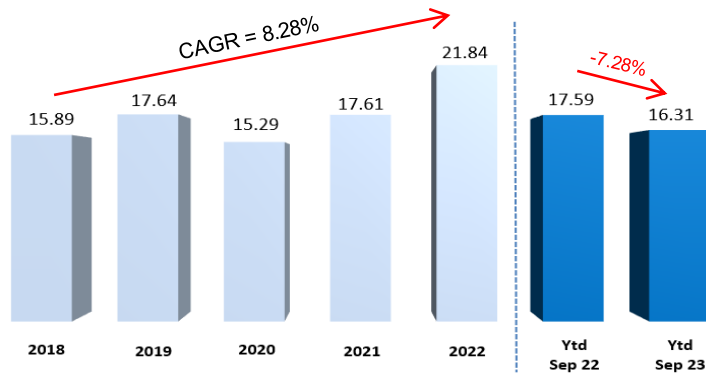
## ROAA (%)



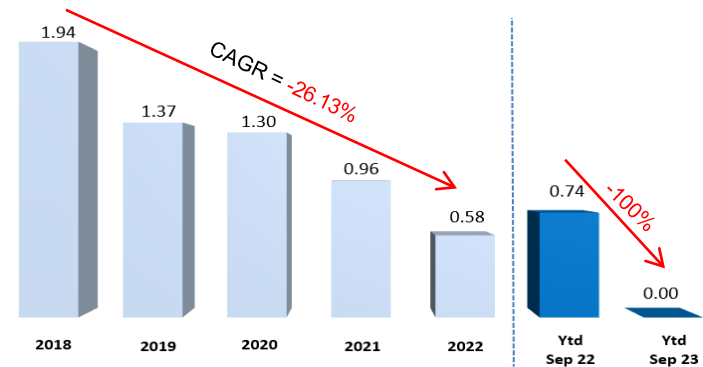
## Gross Interest Bearing Debt-to-Equity (x)



## ROAE (%)



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

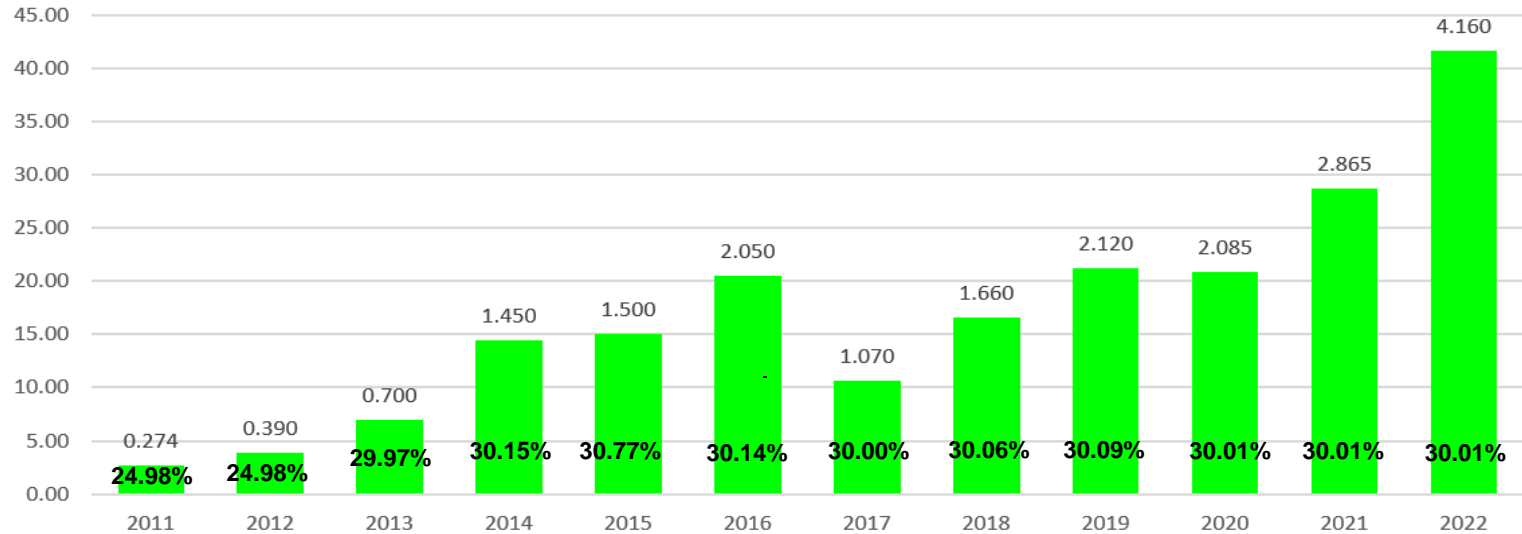


\* There is pre-emptive right issuance in Jul 2023.



# Trend of Dividend Payout Ratio

Dividend  
(Rp / Share)



Total Dividend Paid

(Rp million)

2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
7,898	11,241	20,176	41,794	43,235	59,088	30,841	47,847	61,106	60,097	82,579	119,906

**Note:** For comparison purpose, dividend per share for year 2011-2021 was recalculated using number of shares after stock split.



# Thank You!

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