



midi fresh



PT MIDI UTAMA INDONESIA TBK UPDATES ON 1Q 2024 RESULTS

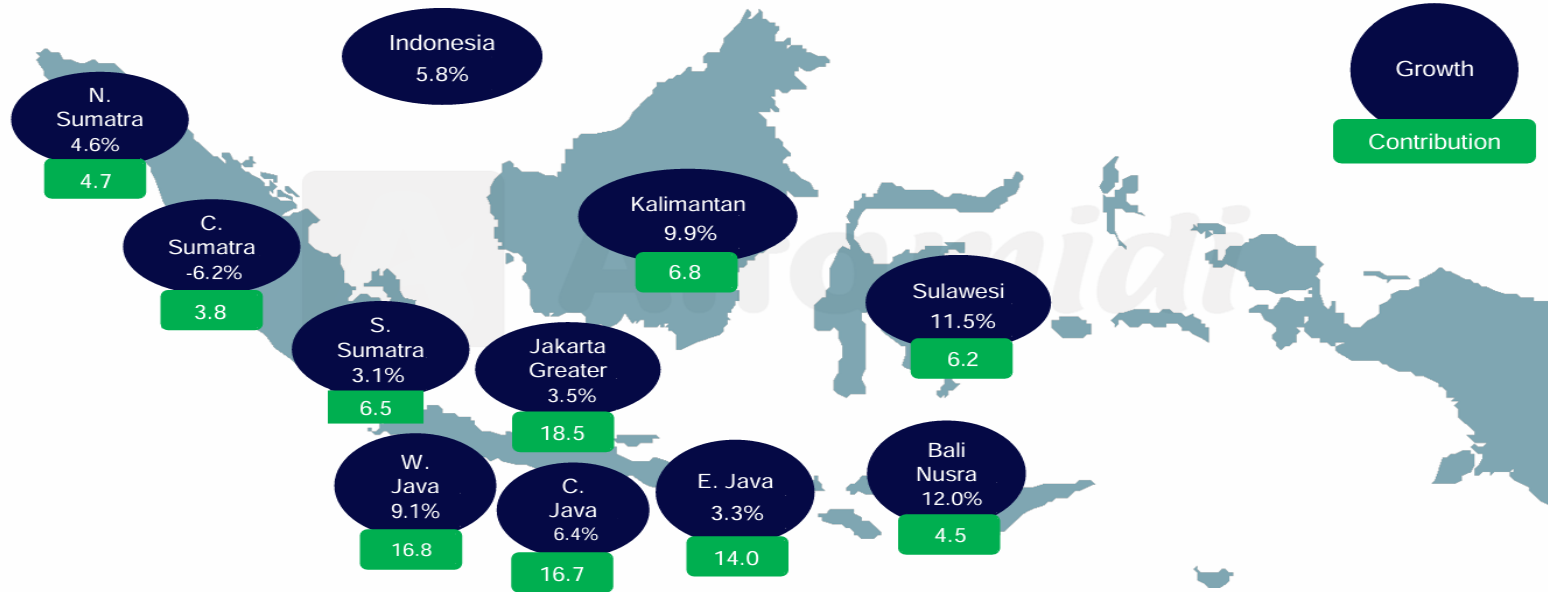


AGENDA

- ❖ Industry Updates
- ❖ Operational Performance Ytd Mar 2024
- ❖ Financial Highlights Ytd Mar 2024

Only Central Sumatera is experiencing decline in growth

Indonesia Total Groceries | Total FMCG 68 Categories | YTD Mar'24 vs YTD Mar'23

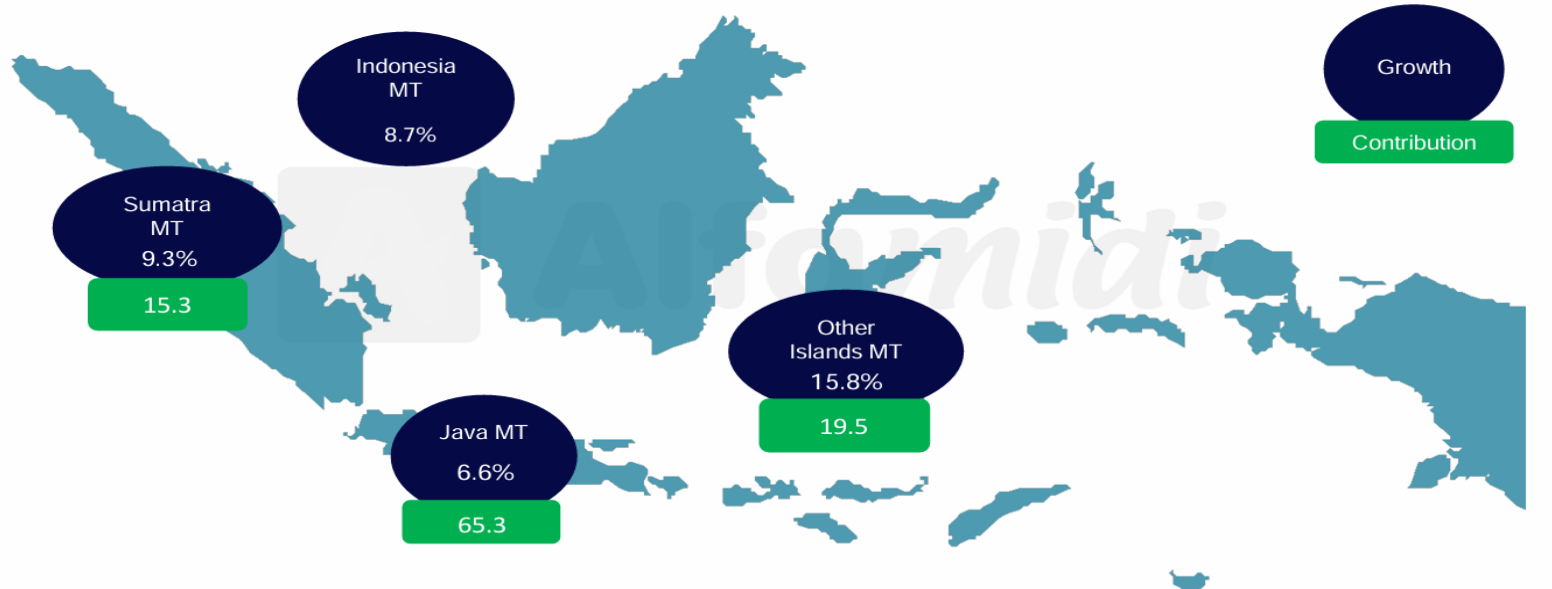


Indonesia Modern Trade (MT) Growth by Region

All MT regions are growing, notably outside Java area (Sumatra & Other Island)

Total Indonesia Modern Trade | Total FMCG 68 Categories | YTD Mar'24 vs YTD Mar'23

Retail Audit



NIQ

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Source: NIQ (Nielsen IQ)



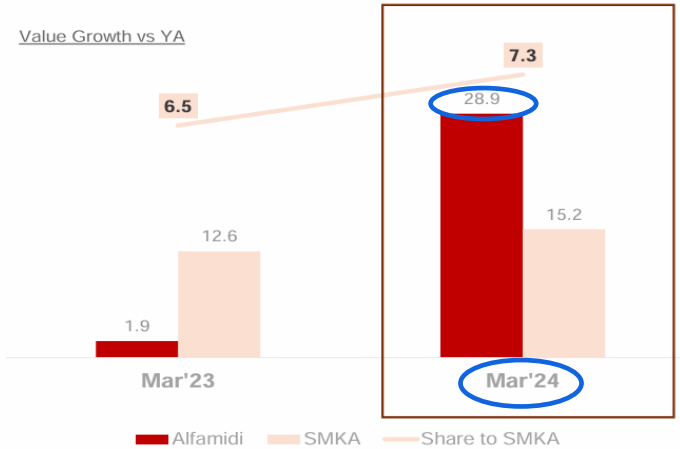
Market Snapshot from NielsenIQ for MTD Mar 2024

Scantrack



The market is still growing strong in the double digits

Super format grows faster than Mini format in this month

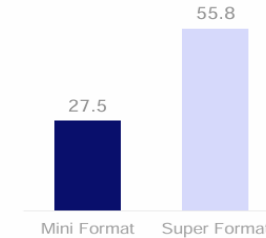


Alfamidi vs SMKA | Total Business Unit | Value Growth vs YA – Market Share to SMKA | Mar'24

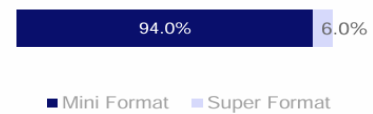


Alfamidi Landscape Mar'24

Value Growth vs YA



Value Contributions



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Source: NIQ (Nielsen IQ)

Note: SMKA = Supermarket and Minimarket Key Accounts; YA = Year Ago/Last Year



Operational Performance Ytd Mar 2024

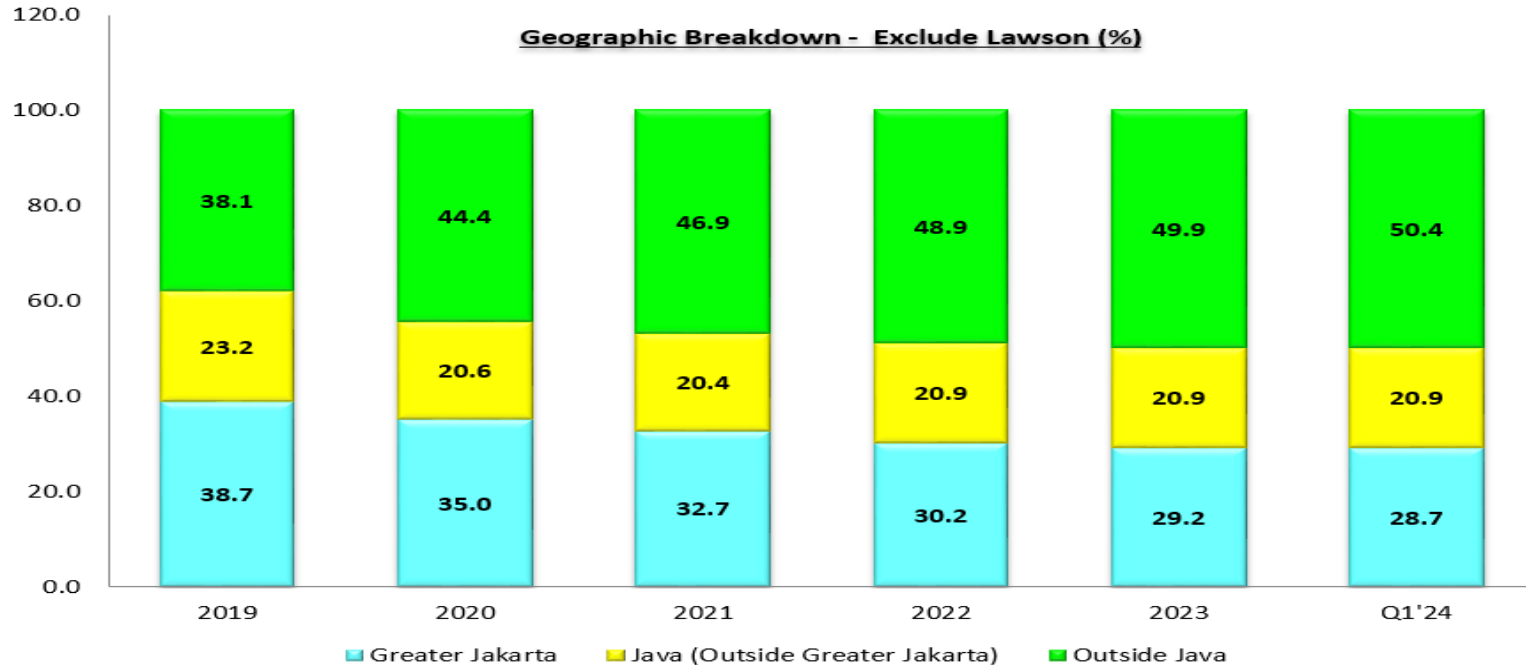




Net Stores Addition and Total Number of Stores

- Net stores addition YTD Mar 2024 = 52 stores, with details as follows:
 - Alfamidi : 30 stores;
 - Alfamidi Super : 3 stores;
 - Lawson : 19 stores.

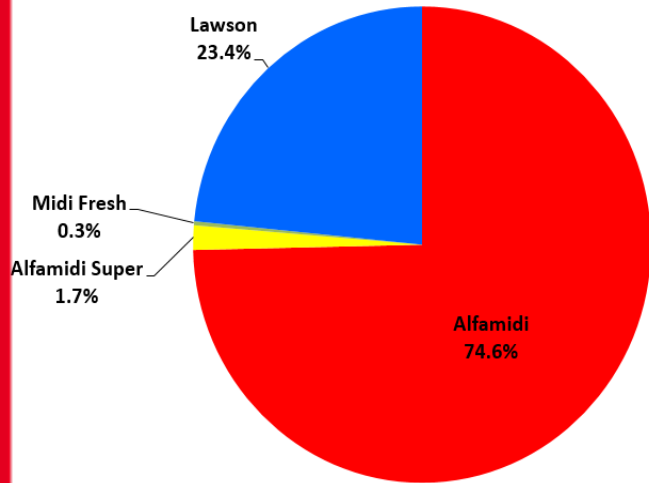
- Total number of stores as of Mar 31, 2024 = 2,958 stores, with details as follows:
 - Alfamidi : 2,208 stores;
 - Alfamidi Super : 49 stores;
 - Midi fresh : 8 stores;
 - Lawson : 693 stores.



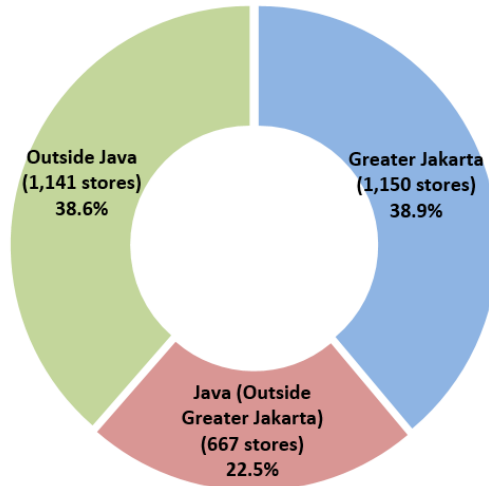
- The number of Alfamidi stores in outside Java island is still increasing comparing to Greater Jakarta and Java island (outside Greater Jakarta). Based on geographic breakdown, as of Mar 31, 2024, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 50.4%, 20.9% and 28.7%, respectively.
- Meanwhile, for Lawson, still concentrating the expansion in Java island, 72% in Greater Jakarta and 28% in Java island (outside Greater Jakarta).

Stores Composition

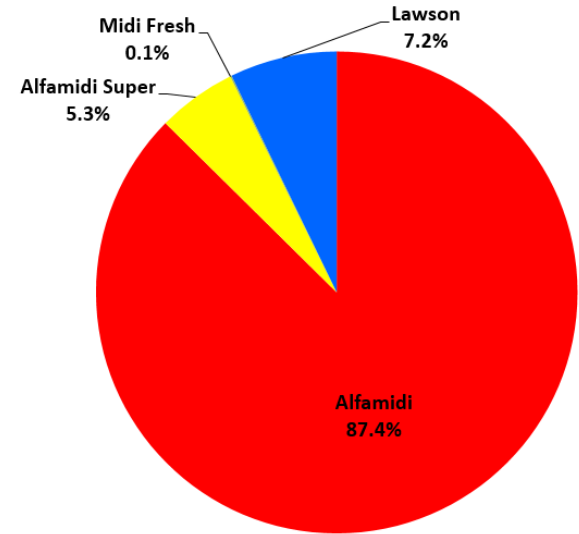
**Number of Stores
(By Store Format)**



**Number of Stores
(All Formats incl. Lawson;
By Geographic Location)**



**Net Revenue
(By Store Format)**



- In term of number of stores, contribution of Lawson was increased by 0.2% from 23.2% as of Dec 31, 2023 to 23.4% as of Mar 31, 2024.
- Meanwhile, in term of net revenues, contribution of Lawson was increased as well by 0.8% from 6.4% for FY 2023 to 7.2% in Q1 2024.



Online Channel



- 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 Mar 31, 2024, sales through online channel contributed 1.94% of total sales, increased by 0.09% compared to 1.85% for YTD Dec 31, 2023.

To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during 1Q 2024 are as follows:



Alfamidi
Periode : Mulai 1 Januari 2024

SEMARAK AWAL TAHUN

CASHBACK UP TO 35K

*Syarat & Ketentuan Berlaku

www.alfamidiku.com | Alfamidi Ku | alfamidi_ku | alfamidi_ku | alfamidi_ku | alfamidi_ku

Khusus Member



PERIODE : 16 - 29 Februari 2024 | EDISI 04, PERIODE : 16 - 29 FEBRUARI 2024

TEBUS MURAH RP 14.900

Rp 25.200

Belanja minimal Rp 100.000* menggunakan member Alfamidi bisa Tebus Alfamidi Facial Tissue 400g dengan **HARGA SPESIAL RP 14.900**

*Kecuali Susu Bayi - 1th, Rokok, Pula, Minyak Goreng, Gula Pasir, Beras, Transaksi Feebase Dan Item Tebus Murah Tidak Berhak Collecting

Khusus Member



Alfamidi
Periode : 1 Februari - 20 Maret 2024

SERUNYA MUDIK

GRAND PRIZES 5 Keluarga Spesial
MUDIK EKSKLUSIF dengan Mobil + Supir Pribadi (Maksimal 4 orang)

Keberangkatan :
Museum Purna Bhakti Pertiwi TMII
Jumat, 5 April 2024 | 06.00 - Selesai

1500 TIKET BUS Untuk 750 Pemenang

Surabaya Yogyakarta Solo

Khusus Member

RAKATKAN BONGKAR SEMARAK



SELAMAT MENUNAIKAN IBADAH PUASA RAMADHAN 1445 H | EDISI 06, PERIODE : 16 - 31 MARET 2024

Ramadhan BERKAH
Beragam Kejutan Hadiah

Periode : 1 Maret - 15 April 2024

Uang Tunai **5jt** dan **10jt**

Voucher Belanja **500rb**

dan Ribuan Hadiah Menarik Lainnya

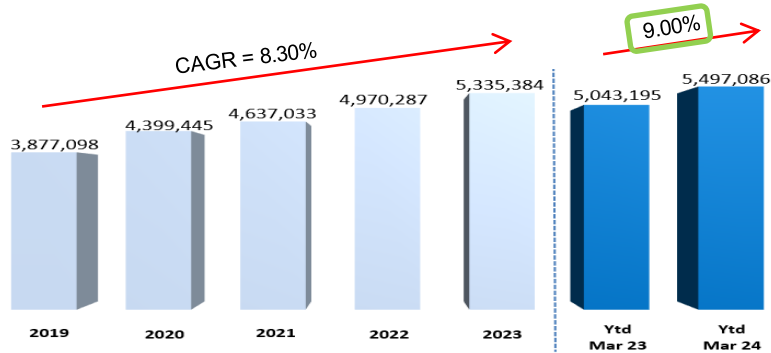
Khusus Member

Cek Ekor Struk Andal!

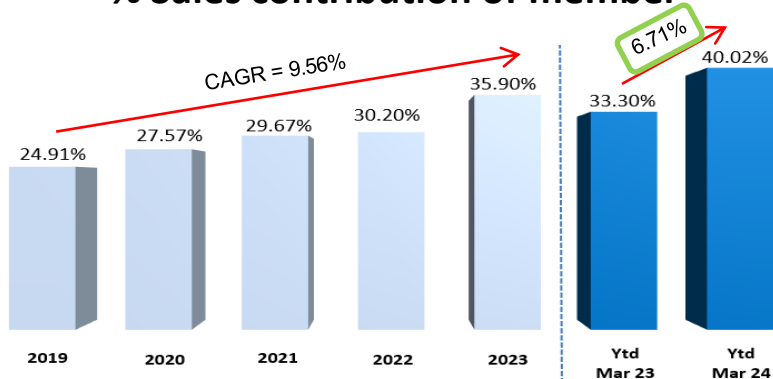


Customer Relationship Management (CRM)

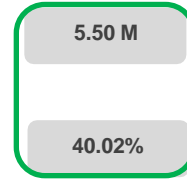
Total Alfamidi Registered Member



% Sales contribution of member



Customer Loyalty Contribution



Total Alfamidi Registered Member Growth 9.0% (Ytd Mar-23 vs Ytd Mar-24)

% Sales contribution of member Growth 6.71% (Ytd Mar-23 vs Ytd Mar-24)

Presence on Social Media



Alfamidi Ku

FY 2023	Ytd Mar-24
1.3 M User	1.3 M User



Alfamidi

1 M User	1 M User
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Alfamidi_ku

1 M User	1.1 M User
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@Alfamidi_ku

123 K Followers	123 K Followers
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@Alfamidi_ku

263.8 K User	312.1 K User
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REDUCING PLASTIC BAG USAGE

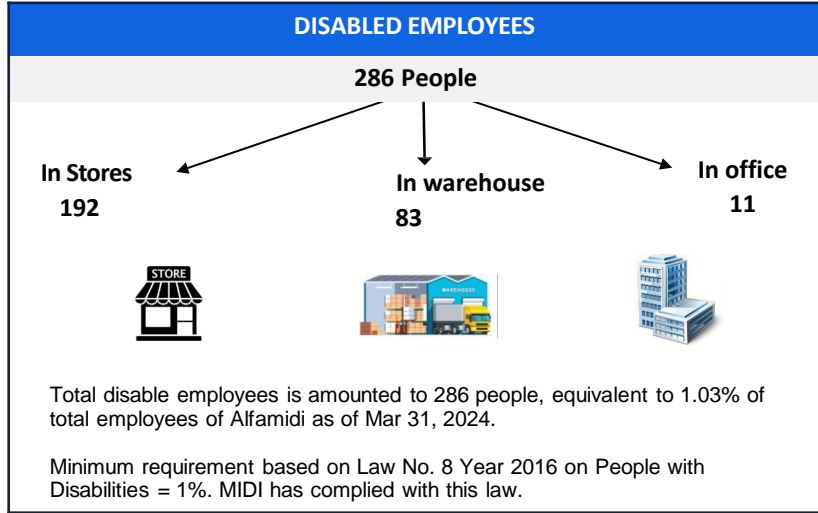
- Plastic bags usage was keep decreasing. It was decreased by 4.82% (YoY) from 28.93% for 3M 2023 to 24.11% for 3M 2024.
- We keep encouraging customers to use Go Green shopping bags.



APPLICATION OF SOLAR PANEL

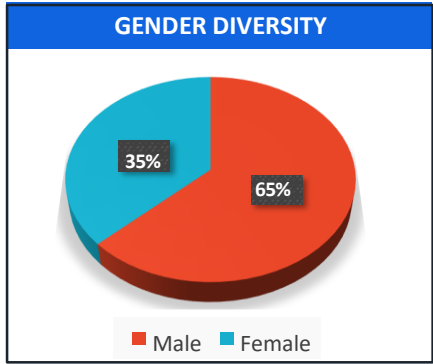
- Company has used solar panel in branch Palu, Central Sulawesi with a capacity of 41.44 Kwp which can produce electricity power up to 52,220 kWh or equivalent to reducing carbon dioxide (CO₂) emissions of approximately 64,000 kg per year.
- Company also has installed solar panel in one of the store as a pilot project. It is located in Alfamidi super Suvarna, branch Bitung, Banten with a capacity of 74.25 Kwp.
- We shall continue the installation of solar panel in 9 other owned-warehouses and 4 Alfamidi super stores within this year.





DEVELOPING SMEs (LOCAL ITEM)

- Developing local Small and Medium-sized Entrepreneurs (SMEs) to sell their local products in Alfamidi stores. Currently, approx. 250 SMEs.
- Giving opportunities to SMEs to sell their F&B products in store parking space as tenants. Currently, approx. 3,100 tenants.



• There are 2 female Directors in our Board of Directors (40%).

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.
- Support the government's program to prevent stunting by distributing nutritious food.



Financial Highlights

Ytd Mar 2024



Financial Highlights YTD Mar 2024

(in billion Rupiah)

Consolidated Statement of Profit and Loss	Quarterly				
	1Q 2023	4Q 2023	1Q 2024	QoQ (%)	YoY (%)
Net Revenue	4,040	4,427	4,794	8.3%	18.7%
Gross Profit	1,088	1,144	1,268	10.9%	16.5%
GP %	26.93%	25.84%	26.45%		
Operating Income	182	170	209	22.7%	14.7%
Opr. Inc. margin %	4.51%	3.85%	4.36%		
Net Income	118	126	159	25.7%	34.9%
Net Income margin %	2.91%	2.85%	3.31%	0.5%	0.4%
SSSG% of Alfamidi	6.16%	6.22%	13.67%		

(in billion Rupiah)

Consolidated Statement of Financial Position	Mar 31, 2023	Dec 31, 2023	Mar 31, 2024
Cash and Cash Equivalents	348	327	412
Total Assets	7,521	7,786	8,510
Interest-Bearing Debts	1,419	63	150
Total Liabilities	5,216	3,874	4,418
Total Equity	2,305	3,912	4,092
Gross Gearing (x)	0.62	0.02	0.04
Net Gearing (x)	0.46	(0.07)	(0.06)
Net Interest-Bearing Debts	1,071	(264)	(262)

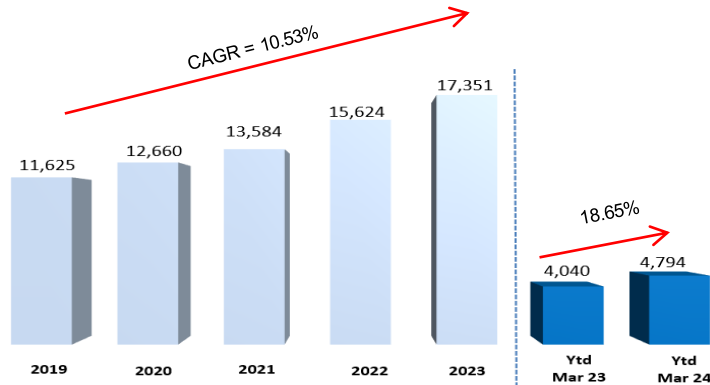
1Q 2023 vs 1Q 2024:

- Revenue increased by 18.7% (YoY) from IDR 4.04 trillion to IDR 4.79 trillion.
- Net income attributable to owners of the parent company increased by 34.9% (YoY) from IDR 117.51 bn to IDR 158.57 bn.
- Net income margin attributable to owners of the parent company grew by 0.4% from 2.91% to 3.31% (YoY).
- In net cash position of Rp262bn as of Mar 31, 2024.

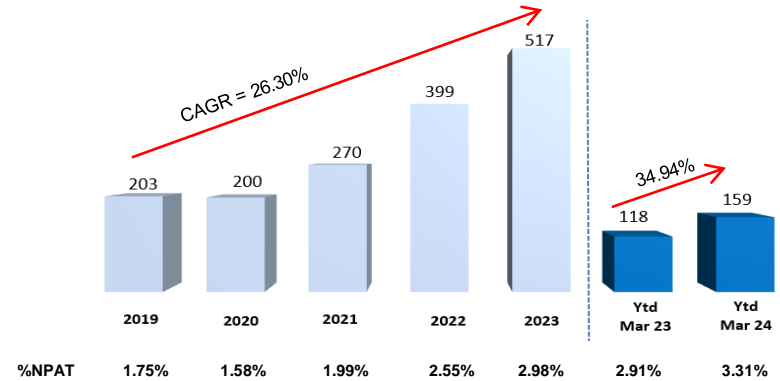


Consolidated Statement of Income (YTD Mar 2024; in IDR Billion)

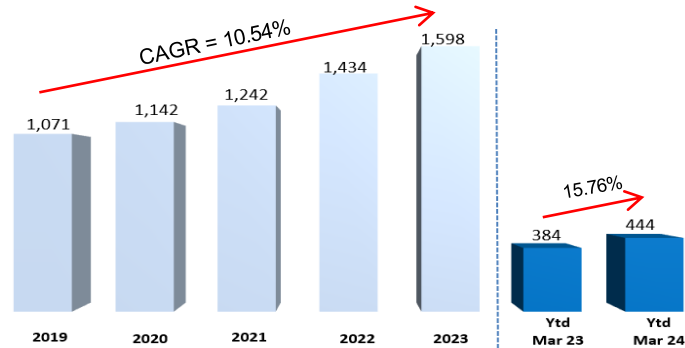
REVENUE



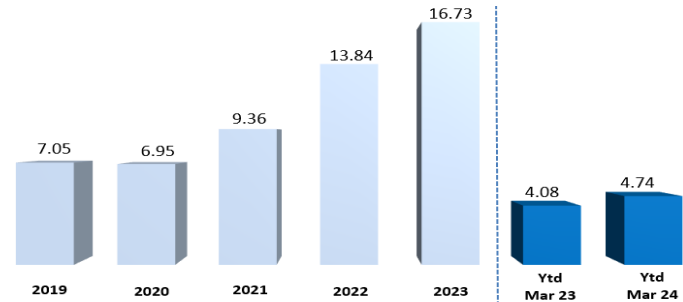
Income for the year attributable to owners of the parent company



EBITDA



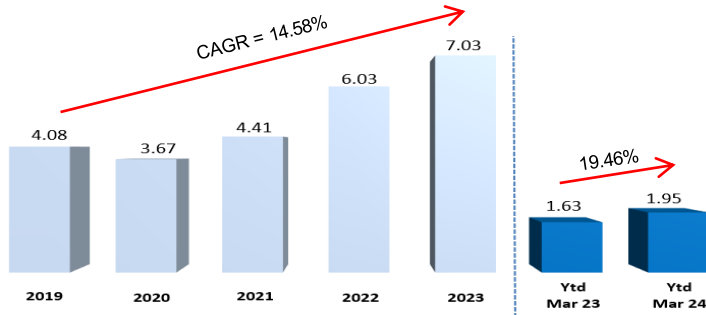
Earnings Per Share (Full Amount)



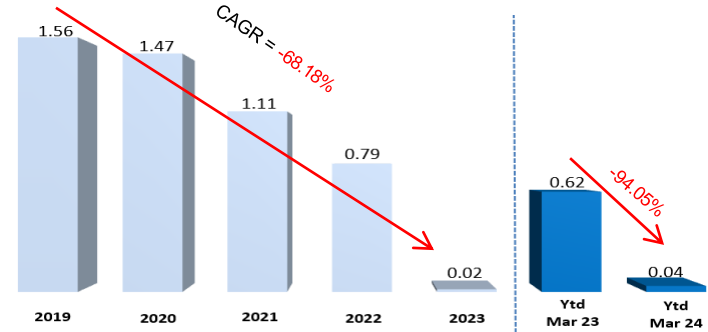


Return & Leverage (YTD Mar 2024)

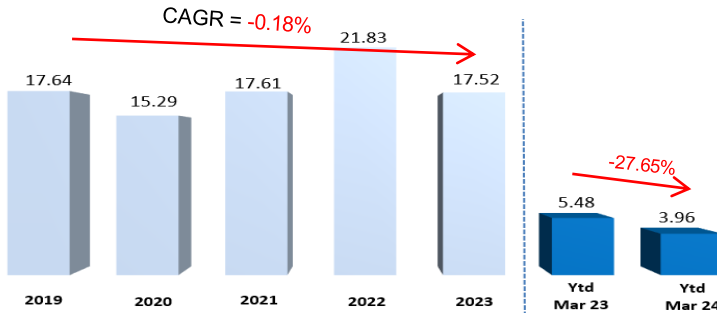
ROAA (%)



Gross Interest Bearing Debt-to-Equity (x)

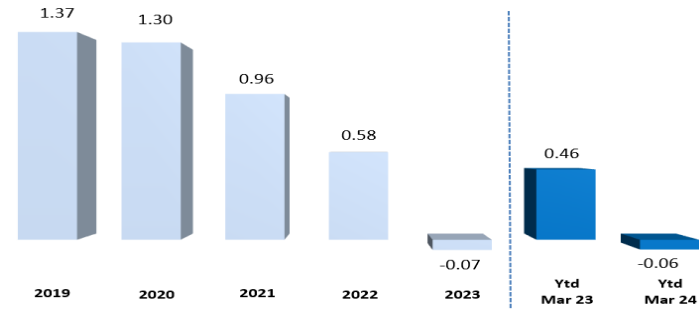


ROAE (%)



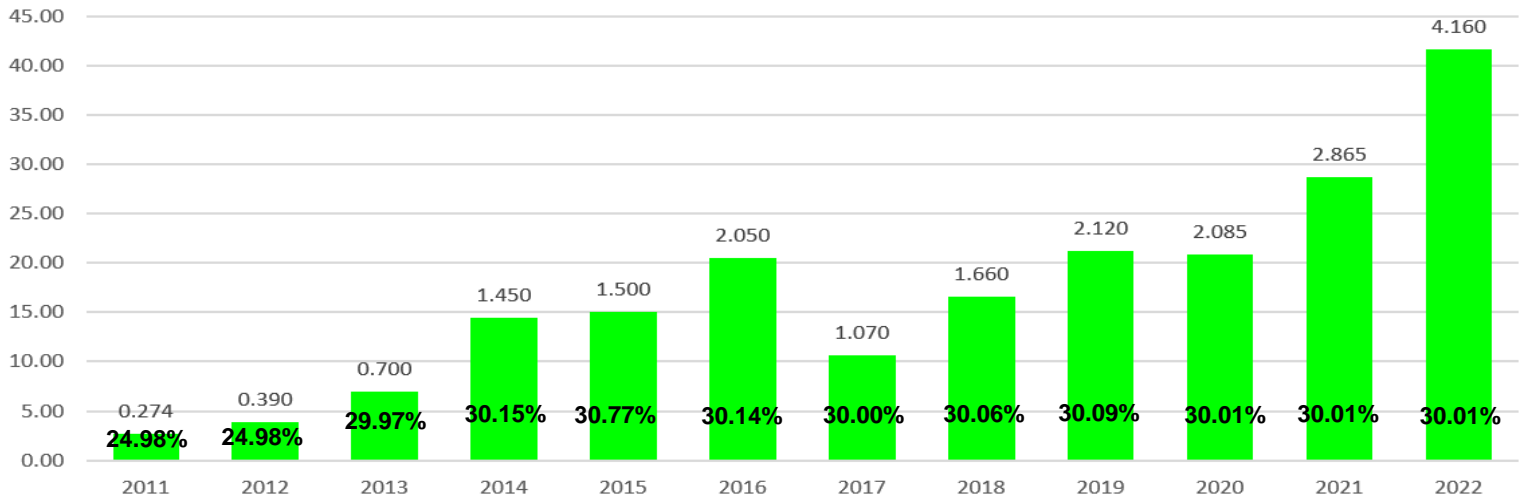
Decrease was due to pre-emptive right issuance in Jul 2023.

Net Interest Bearing Debt-to-Equity (x)



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

+42.3%	+79.5%	+107.1%	+3.4%	+36.7%	-47.8%	+55.1%	+27.7%	-1.7%	+37.4%	+45.2%
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- Since listed in the end of 2010, we have been consistently distributing dividend every year. The payout ratio is equivalent to 25% of in 2011-2012 and 30% since 2013.
- Dividend distributed grew significantly every year and only decreased in 2017 and 2020.
- For comparison purpose, dividend per share for year 2011-2021 was recalculated using number of shares after stock split carried out in 2022.



Thank You!

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