



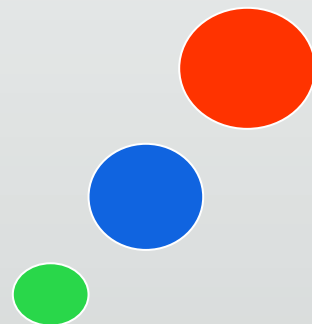
midi fresh

17 Tahun Melayani Konsumen Indonesia

17 Years of Serving Indonesian Customers with Excellence



PT MIDI UTAMA INDONESIA TBK UPDATES ON 1H 2025 RESULTS



AGENDA

- ❖ Industry Updates
- ❖ Operational Performance
- ❖ Financial Highlights

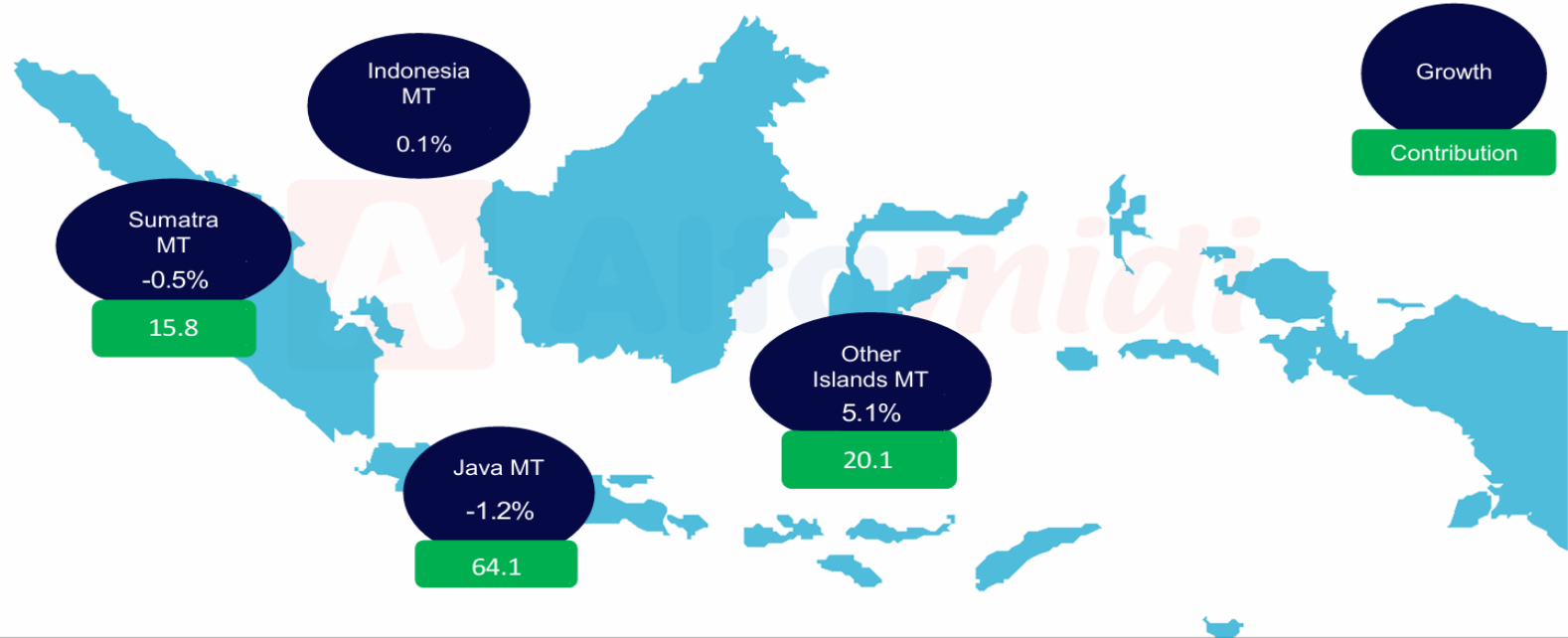
Industry Updates

Indonesia Modern Trade (MT) Growth by Region

Other Island MT Outperforming Indonesia MT

Total Indonesia Modern Trade | Total FMCG 68 Categories | YTD June'25 vs YTD June'24

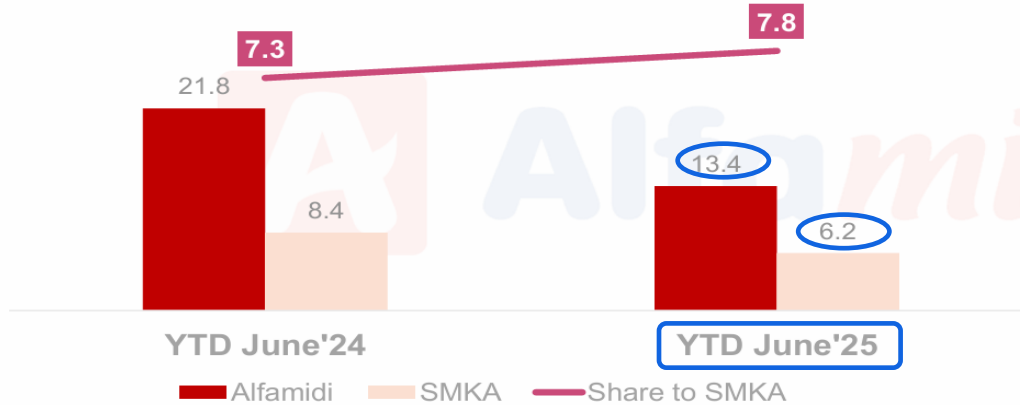
Retail Audit



Market Snapshot from NielsenIQ for YTD Jun 2025

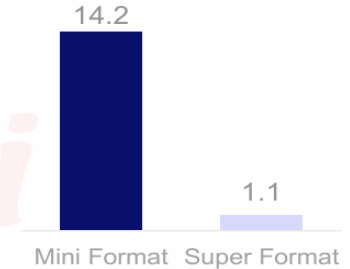
Total Business Unit Performance

We still perform faster than market generated 0.5% increment in our share to SMKA

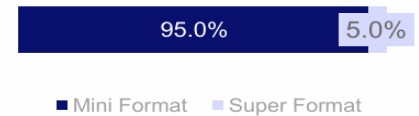


Alfamidi Landscape YTD June'25

Value Growth% vs YA



Value Contributions



Alfamidi vs SMKA | Total Business Unit | Value Growth vs YA – Market Share to SMKA | YTD June 24 & YTD June 25

Operational Performance



Net Stores Addition and Total Number of Stores

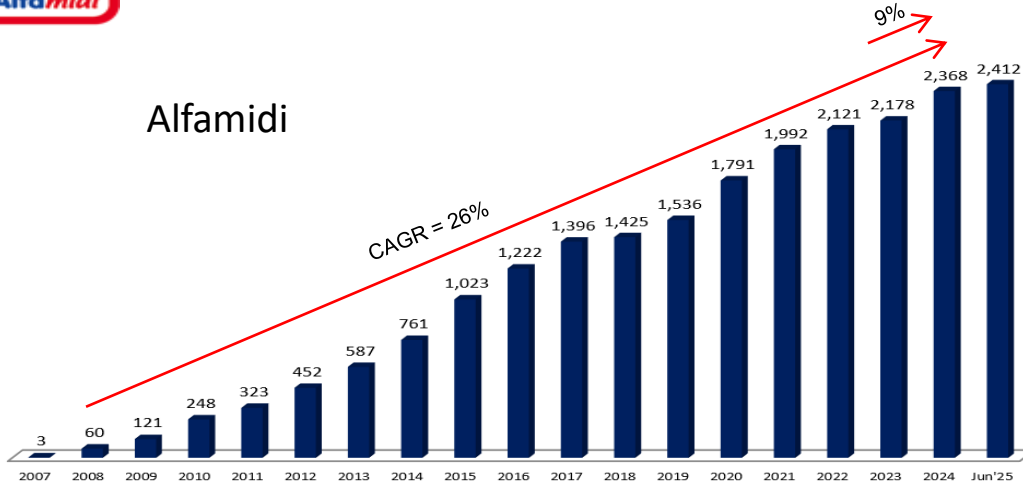
- Net stores addition for YTD Jun 2025 = 51 stores, with details as follows:

Alfamidi	: 44 stores;
Alfamidi super	: 8 stores;
Midi fresh	: (1) stores;

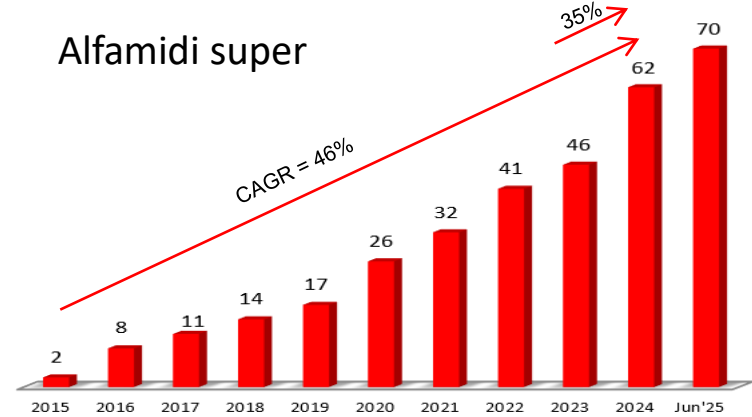
- Total number of stores as of Jun 30, 2025 = 2,486 stores, with details as follows:

Alfamidi	: 2,412 stores;
Alfamidi super	: 70 stores;
Midi fresh	: 4 stores;

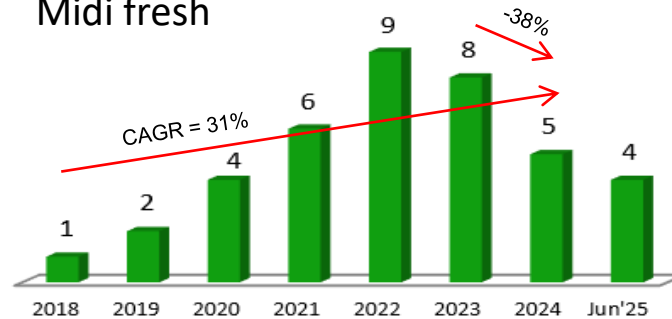
Alfamidi



Alfamidi super



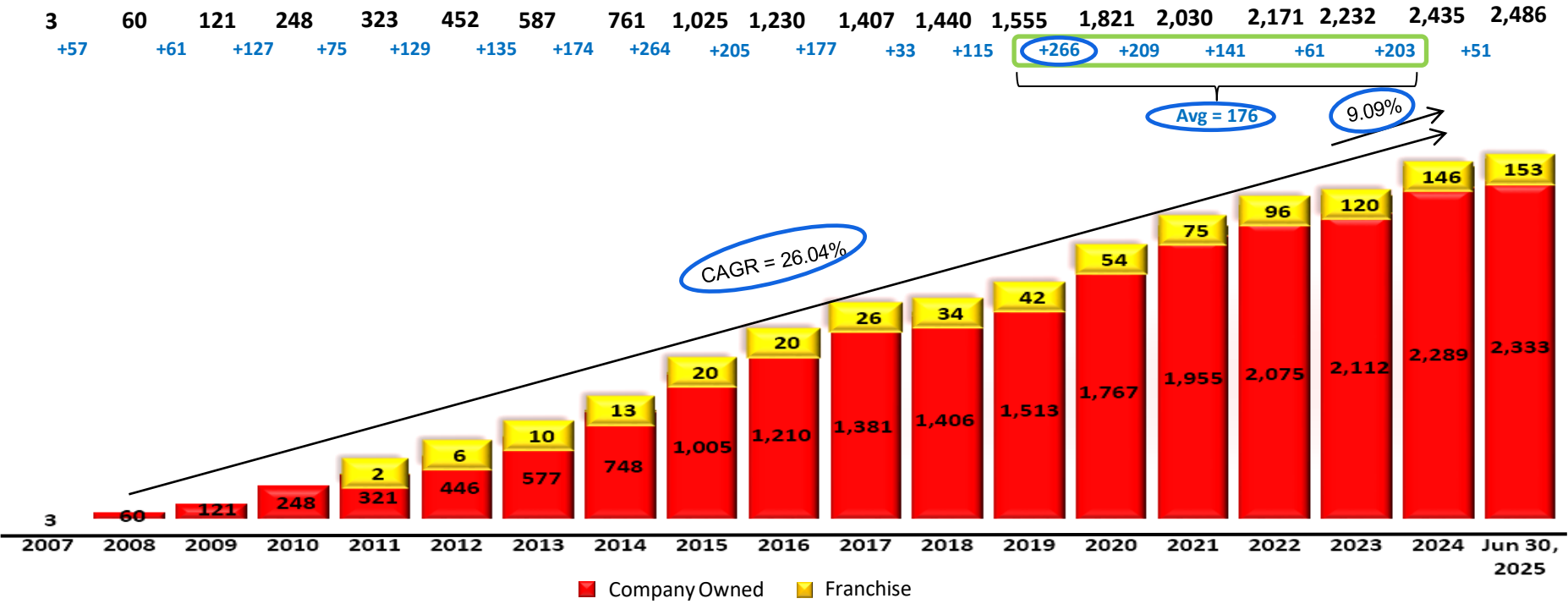
Midi fresh



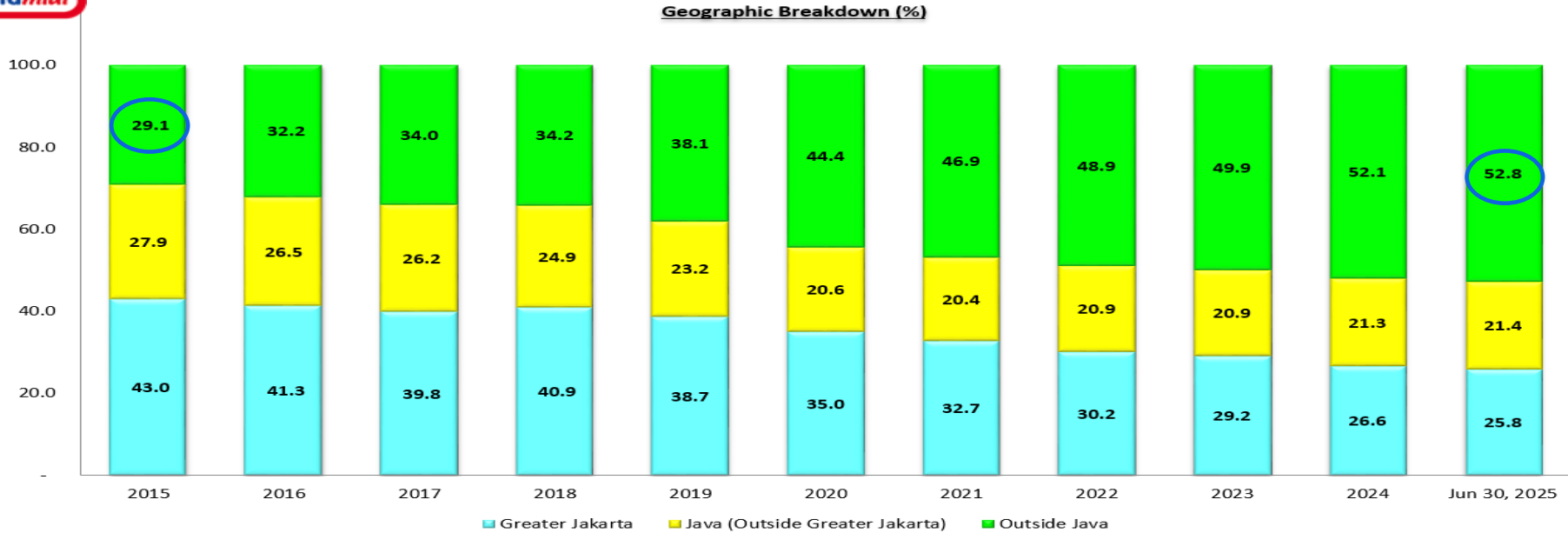


Stores Growth

Company Owned & Franchise Stores (All Formats excluding Lawson)



- As of Jun 30, 2025, the number franchise stores is equivalent to 6.2% of total consolidated stores.
- The total number of new stores opened (all formats) in 2020, amounting to 266 stores, was the highest since establishment.
- In the last 5 years (2020-2024), the average number of new stores opened is 176 stores (all formats) per year.

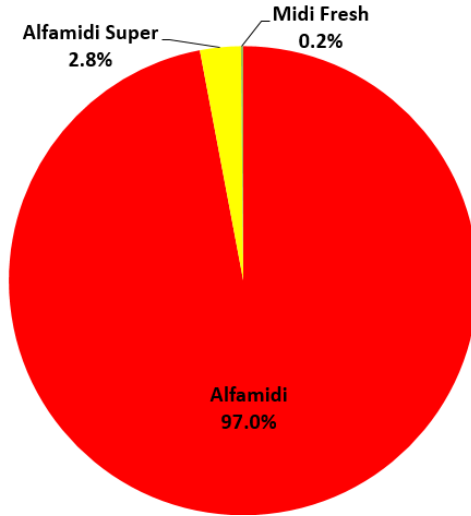


- Based on geographic breakdown, as of Jun 30, 2025, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 52.8%, 21.4% and 25.8%, respectively.

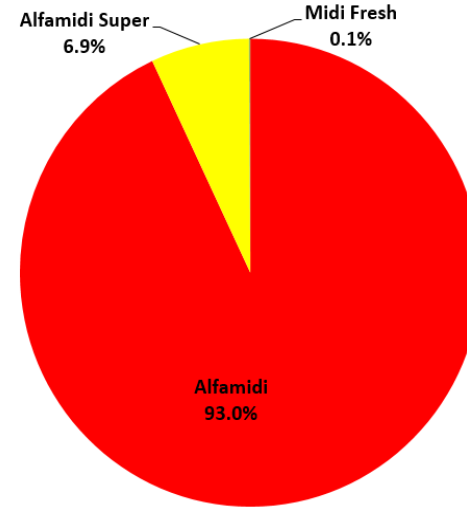
The number of Alfamidi stores in outside Java island keeps increasing compared to Greater Jakarta and Java island (outside Greater Jakarta). It has been increased by **23.7%** from 29.1% in as of Dec 31, 2015 to 52.8% as of Jun 30, 2025.

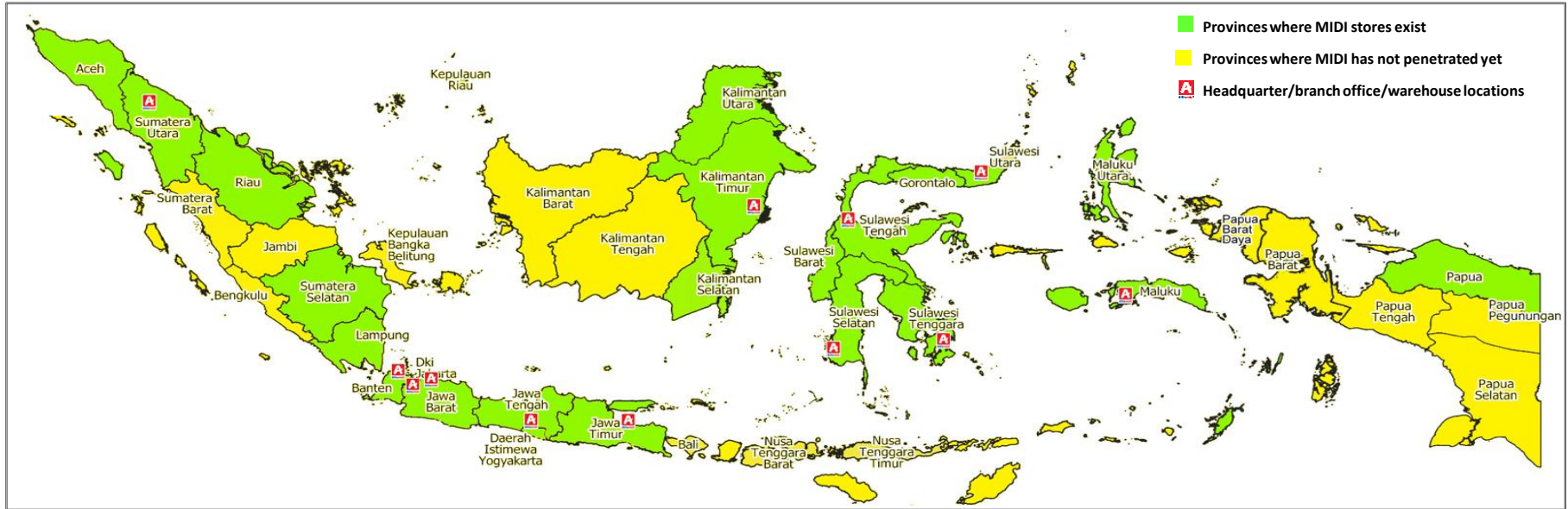
Stores Composition (By Store Format)

Number of Stores
As of Jun 30, 2025



Net Revenue
Ytd Jun 2025





- As of Jun 30, 2025, Alfamidi stores are supported by 11 warehouses, with the detail as follows:
2 warehouses in Greater Jakarta, 2 warehouses in Java island (outer Greater Jakarta) and 7 warehouses in outer Java island.
- During 1H 2025 Alfamidi has penetrated to 3 new cities/districts.
In total, Alfamidi has penetrated to 23 provinces of 38 provinces in Indonesia (61%) and 216 cities/districts of 358 cities/districts in those 23 provinces (60%).

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, Blibli mart and Tokopedia.
- For YTD Jun 30, 2025, sales through online channel contributed 2.94% of total sales increased by 0.41% compared to 2.53% for YTD Dec 31, 2024.

Promotion Activities

To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during 1H 2025 are as follows:



CASHBACK UP TO 35K

Periode: Mulai 1 Januari 2025

EDISI 02, PERIODE : 16 - 31 JANUARI 2025

Semarak Awal Tahun

#AlfamidiFavoritKeluarga

Setiap belanja minimal Rp100.000* dan di dalamnya terdapat produk sponsor Semarak Awal Tahun atau House Brand/Private Label akan mendapatkan Voucher Cashback Up To Rp 35.000

*Kursi mobil, susu bayi < 1 liter, minyak goreng, gula pasir, beras, pasta, deterjen, dan transaksi feedback



Tebus Murah

Alfamidi Facial Tissue 400g

Rp14.900

PERIODE : 1 - 28 FEBRUARI 2025

EDISI 04, PERIODE : 16 - 28 FEBRUARI 2025

Mekanisme : Belanja minimal Rp 100.000* menggunakan member Alfamidi bisa Tebus Alfamidi Facial Tissue 400g dengan harga special Rp 14.900



PROMO MEMBER HEALING

Periode : 01 Januari - 30 April 2025

Khusus Member

Hebohnya Traveling Bareng Alfamidi

25 LOGAM MULIA 1000

10 VOUCHER BELANJA 1000

100 VOUCHER BELANJA 5000

3 Paket Family Trip UNIVERSAL STUDIO SINGAPORE



SERUNYA MUDIK 2025

PERIODE : 18 Januari s.d 15 Maret 2025

Khusus Member

KEBERANGKATAN Museum Purwa Bhakti Perdas TMI Kamis, 27 Maret 2025 06.00 wib - Selesai

DAPATKAN DOORPRIZE MENARIK

10 KULUARGA SPESIAL

RIBUAN TIKET BUS

PULIHAN TIKET PESAWAT



GELEDK

GELEGAR HADIAH KECE

PERIODE : 16 APRIL - 31 MEI 2025

EDISI 06, PERIODE : 16 - 30 APRIL 2025

Senyum Keluarga Alfamidi

LOGAM MULIA 25g

LOGAM MULIA 5g

LOGAM MULIA 1g

dan Ribuan Hadiah Menarik Lainnya



RAIH MOBIL IMPIAN KELUARGA

KUMPULKAN A-KOINNYA & DAPATKAN HADIAHNYA

PERIODE : 01 MEI - 31 AGUSTUS 2025

EDISI 12, PERIODE : 16 - 30 JUNI 2025

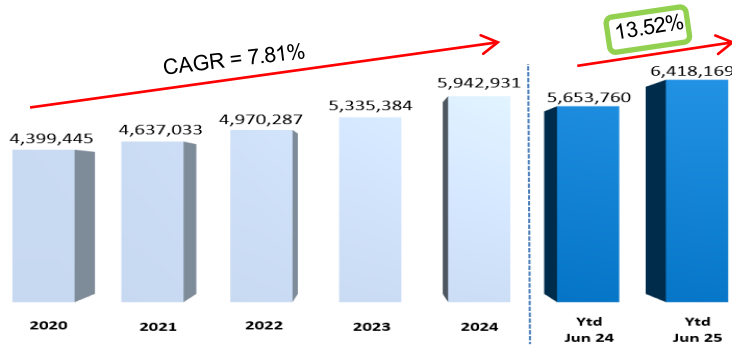
Khusus Member

GRAND PRIZE WULING BINGUO

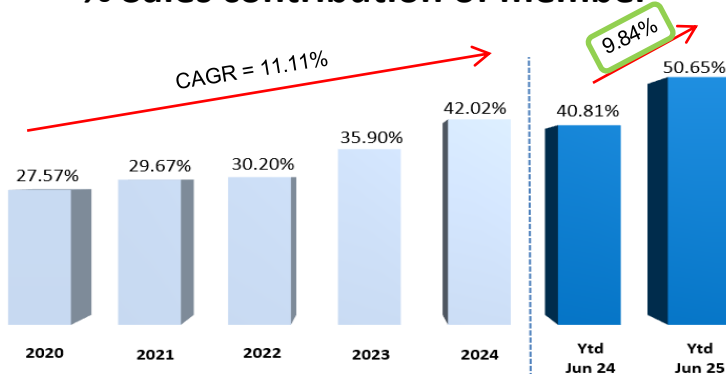
10 UANG TUNAI (Rp 5.000.000)

50 VOUCHER BELANJA (Rp 2.400.000)

Total Alfamidi Registered Member



% Sales contribution of member



Customer Loyalty Contribution

6.42 M

Total Alfamidi Registered Member
Growth 13.52% (Ytd Jun-24 vs Ytd Jun-25)

50.65%

% Sales contribution of member
Growth 9.84% (Ytd Jun-24 vs Ytd Jun-25)

Presence on Social Media



Alfamidi Ku

FY 2024

Ytd Jun-25

1.3 M User

1.2 M User



Alfamidi

1 M User

1 M User



Alfamidi_ku

1.1 M User

1.1 M User



@Alfamidi_ku

123 K Followers

120 K Followers



@Alfamidi_ku

508.8 K User

558 K User



REDUCING PLASTIC BAG USAGE

- Plastic bags usage was keep decreasing. It was decreased by 0.79% (YoY) from 23.76% for 1H 2024 to 22.97% for 1H 2025.
- We keep encouraging customers to use Go Green shopping bags.



APPLICATION OF SOLAR PANEL

- In total, Company has installed solar panel in 7 owned-warehouses (1 in 1H 2025) and in 18 of Alfamidi super store (3 in 1H 2025).
- The installation of solar panels have reduced CO₂ emission by approximately 595.50 tons for YTD Jun 2025.
- We plan to continue the installation of solar panel in 1 other owned-warehouse and 16 Alfamidi super stores within this year.



DISABLED EMPLOYEES

309 People

In Stores
220

In warehouse
77

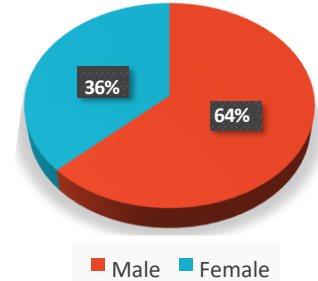
In office
12



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



- 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 activities carried out during 2025 are as follows:



Donation to natural disaster victims



Empowerment of Micro, Small and Medium Entrepreneurs.



Blood donation



Free health check for people surrounding stores.



Participate in effort to prevent stunting.



To preserve nature, we participated in activities of trees planting.

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 activities carried out during 2025 are as follows:



The '**Edukasi Keluarga Balita**' program is a CSR initiative of 'Alfamidi Healthy Family' in the health sector. This program will be held routinely every month in the Alfamidi store yard with a different theme to provide information and knowledge to participants.



"**Alfamidi's Kampung Merdeka**" is one of Alfamidi's Corporate Social Responsibility (CSR) programs that focuses on environmental education and family economic empowerment through community-based waste bank management with a sustainable approach.



Awards in 1H 2025



2025 Award for zero accidents/zero work accidents, by the East Java Provincial Government.



2025 Silver category award for the occupational safety and health development committee of companies in the West Java region, from the West Java Provincial Government.



The Best Human Capital 2025 for commitment to Diversity and Inclusion through Strategic Employment Initiatives, from Warta Ekonomi.



2025 Indonesia Excellence Good Corporate Governance Ethics in Enhancing Inclusive Economic Growth through transparent and Ethical Business Operation Category Retail & Trade, from Warta Ekonomi.

Financial Highlights



Financial Highlights YTD Jun 2025

Statement of Profit or Loss	Quarterly					1st Half		
	2Q 2024	1Q 2025	2Q 2025	QoQ (%)	YoY (%)	1H 2024	1H 2025	YoY (%)
Net Revenue	4,991	5,525	4,846	-12.29%	-2.91%	9,784	10,370	5.99%
Gross Profit	1,328	1,451	1,184	-18.38%	-10.83%	2,596	2,635	1.49%
% GP	26.61%	26.26%	24.44%	-1.82%	-2.17%	26.53%	25.41%	-1.13%
EBIT	170	197	207	5.15%	21.90%	323	404	25.21%
% EBIT	3.40%	3.56%	4.27%	0.71%	0.87%	3.30%	3.89%	0.60%
Net Income	166	190	200	5.13%	20.47%	325	391	20.27%
% Net Income	3.33%	3.45%	4.13%	0.68%	0.80%	3.32%	3.77%	0.45%

Note:

Above figures for period of 2024 and 1Q 2025 are consolidated figures, which include the accounts of PT Lancar Wiguna Sejahtera, a subsidiary, which has been divested on May 14, 2025.

Parent Entity Only, excluding Subsidiary (Additional Information Only)

SSSG% of Alfamidi	6.10%	12.46%	-4.07%			9.64%	3.92%	
Net Revenue	4,677	5,333	5,038	-5.53%	7.72%	9,197	10,370	12.76%
Net Income	194	230	206	-10.45%	6.18%	374	437	16.69%
% Net Income	4.16%	4.32%	4.10%	-0.23%	-0.06%	4.07%	4.21%	0.14%

Additional Information (in bn Rp)

Period	2024	2025	YoY (%)
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NPAT

Q1	159	190	20.1%
Q2	166	200	20.5%
Q3	142		
Q4	80		
1H	325	391	20.3%
9M	467		
FY	546		

Shares of Loss of Subsidiary

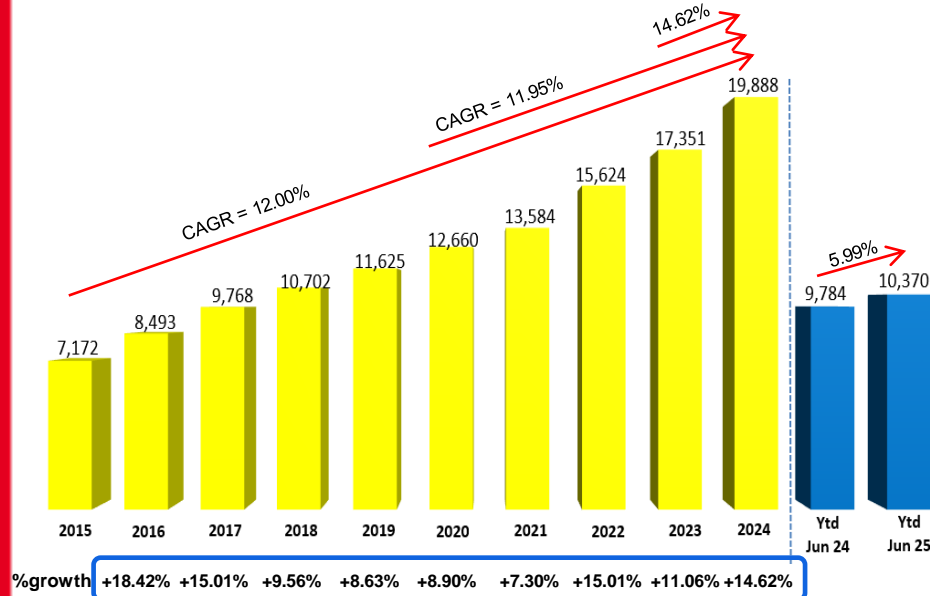
Q1	(21)	(40)
Q2	(28)	(6)
Q3	(50)	0
Q4	(65)	0
1H	(50)	(46)
9M	(100)	(46)
FY	(165)	(46)

NPAT Parent Only Excl. Subsidiary

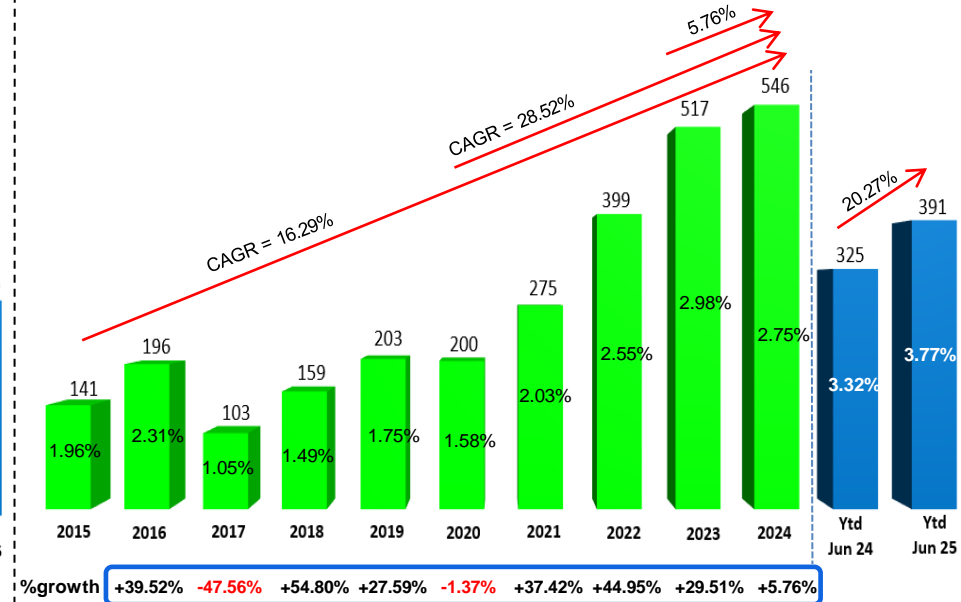
Q1	180	230	28.0%
Q2	194	206	6.2%
Q3	192		
Q4	145		
1H	374	437	16.7%
9M	567		
FY	712		

Statements of Income (YTD Jun 2025; in IDR Billion)

Net Revenues



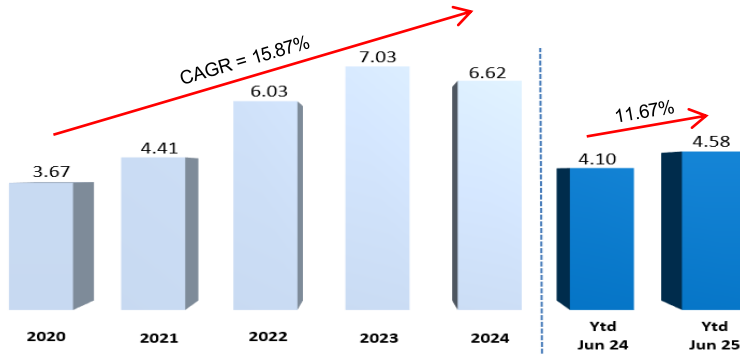
NPAT and % of NPAT



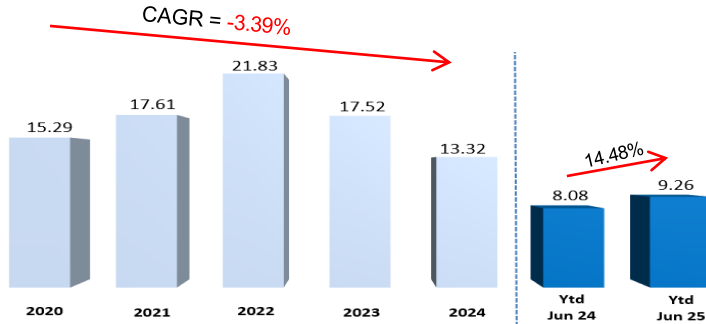
Note: Above revenues and NPAT figures for year 2018 - 2024 are consolidated figures, which include the accounts of LWS, a subsidiary, which has been divested on May 14, 2025.

Return & Leverage (YTD Jun 2025)

ROAA (%)

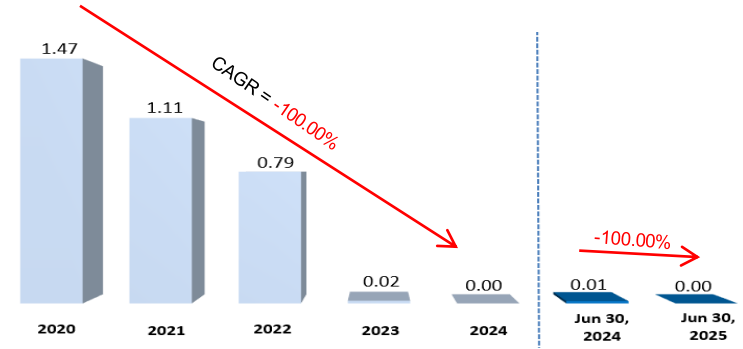


ROAE (%)

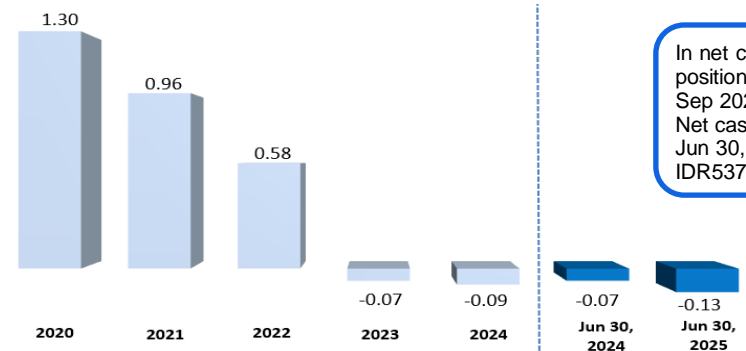


Decrease was due to pre-emptive right issuance in Jul 2023.

Gross Interest Bearing Debt-to-Equity (x)

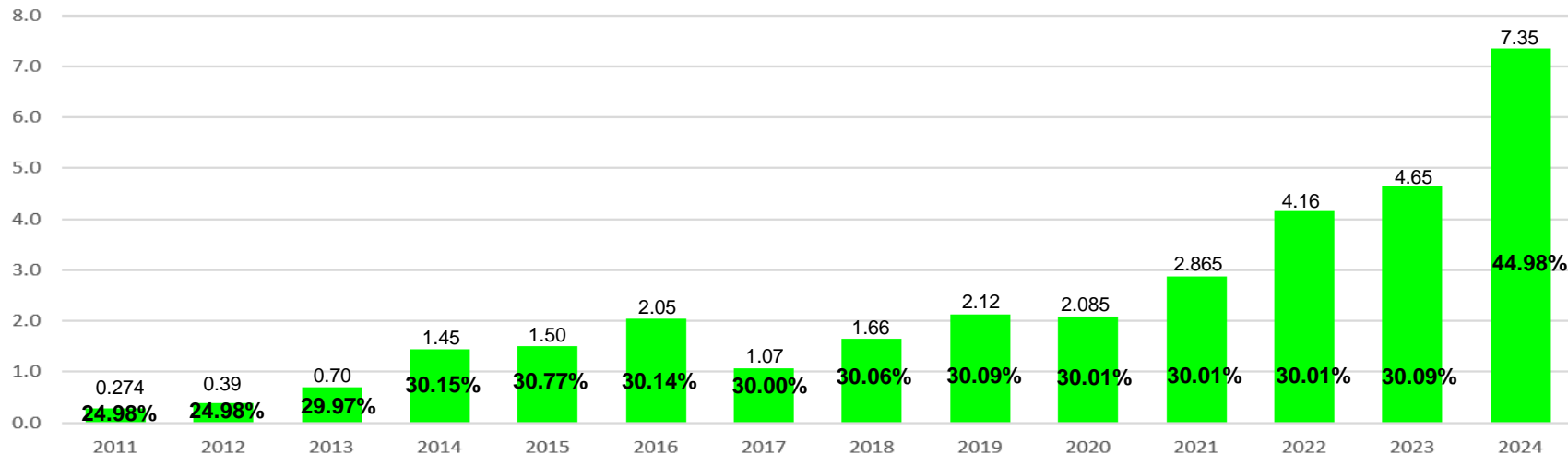


Net Interest Bearing Debt-to-Equity (x)



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	2023	2024
7,898	11,241	20,176	41,794	43,235	59,088	30,841	47,847	61,106	60,097	82,579	119,906	155,474	245,749

%Growth	+42.3%	+79.5%	+107.1%	+3.4%	+36.7%	-47.8%	+55.1%	+27.7%	-1.7%	+37.4%	+45.2%	+29.7%	+58.1%
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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% in 2011-2012, 30% in 2013-2023 and 45% in 2024.
- 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.

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