



**WINNING CUSTOMERS' HEART,  
DRIVING SUSTAINABLE GROWTH**



## **PT MIDI UTAMA INDONESIA TBK UPDATES ON 9M 2026 RESULTS**

# AGENDA

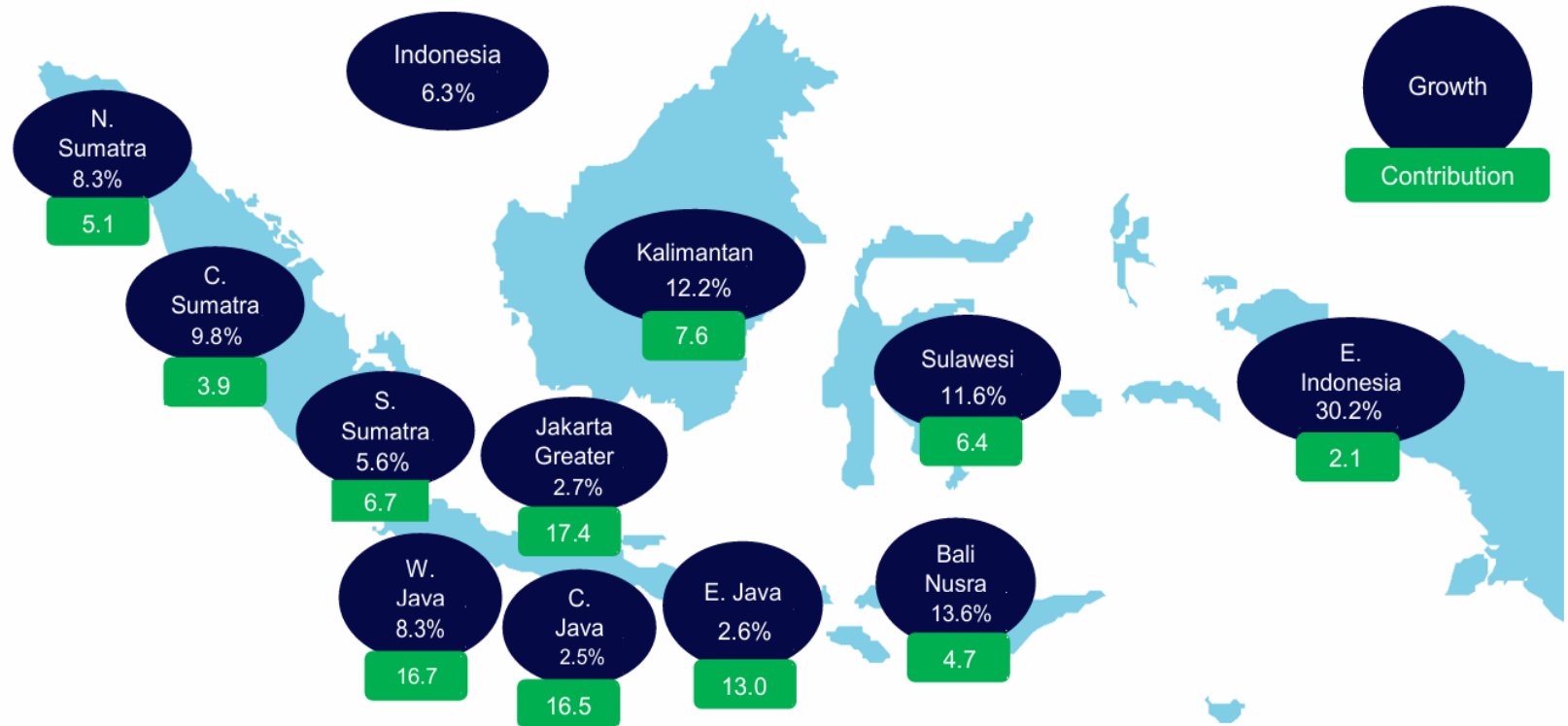
- ❖ Industry Updates
- ❖ Operational Performance
- ❖ Financial Highlights



# Industry Updates

# Indonesia Total Groceries Growth by Region

Indonesia Total Groceries | Total FMCG 81 Categories | YTD Sep'26 vs YTD Sep'25



Source: NIQ (Nielsen IQ);

# Indonesia Modern Trade (MT) Growth by Region

## Double-digit growth was recorded in Sumatra MT and Other Islands MT

Total Indonesia Modern Trade | Total FMCG 81 Categories | YTD Sep'26 vs YTD Sep'25



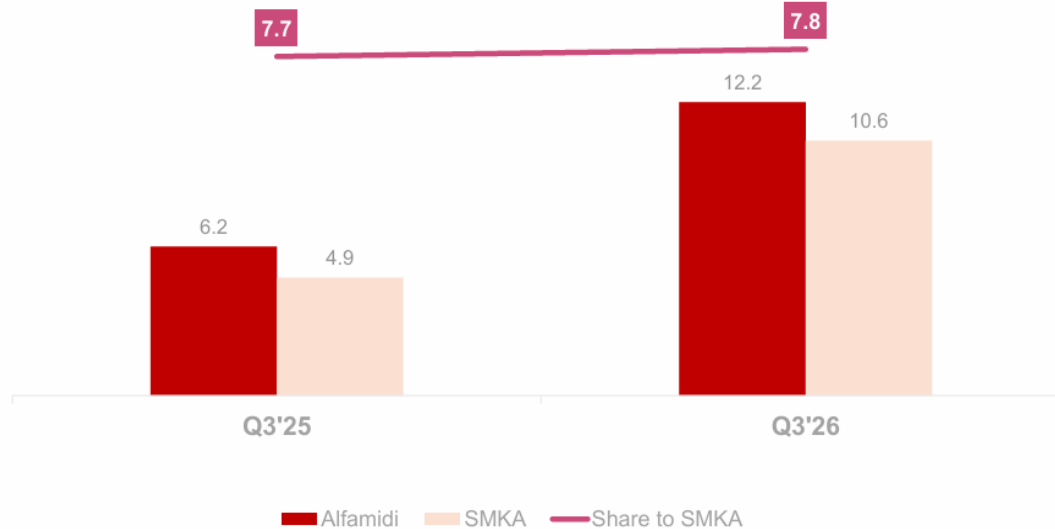
Source: NIQ (Nielsen IQ);



# Indonesia Modern Trade (MT) Growth by Region

## Total Business Unit Performance

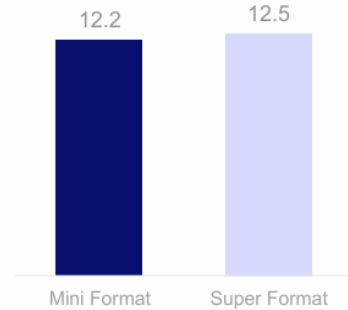
Continue outperforming the market



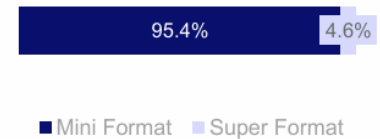
Alfamidi vs SMKA | Total Business Unit | Value Growth vs YA – Market Share to SMKA | Q3'2025 & Q3'2026

### Alfamidi Landscape Q3'26

#### Value Growth% vs YA



#### Value Contributions



**Source:** NIQ (Nielsen IQ); SMKA = Supermarket and Minimarket Key Accounts.



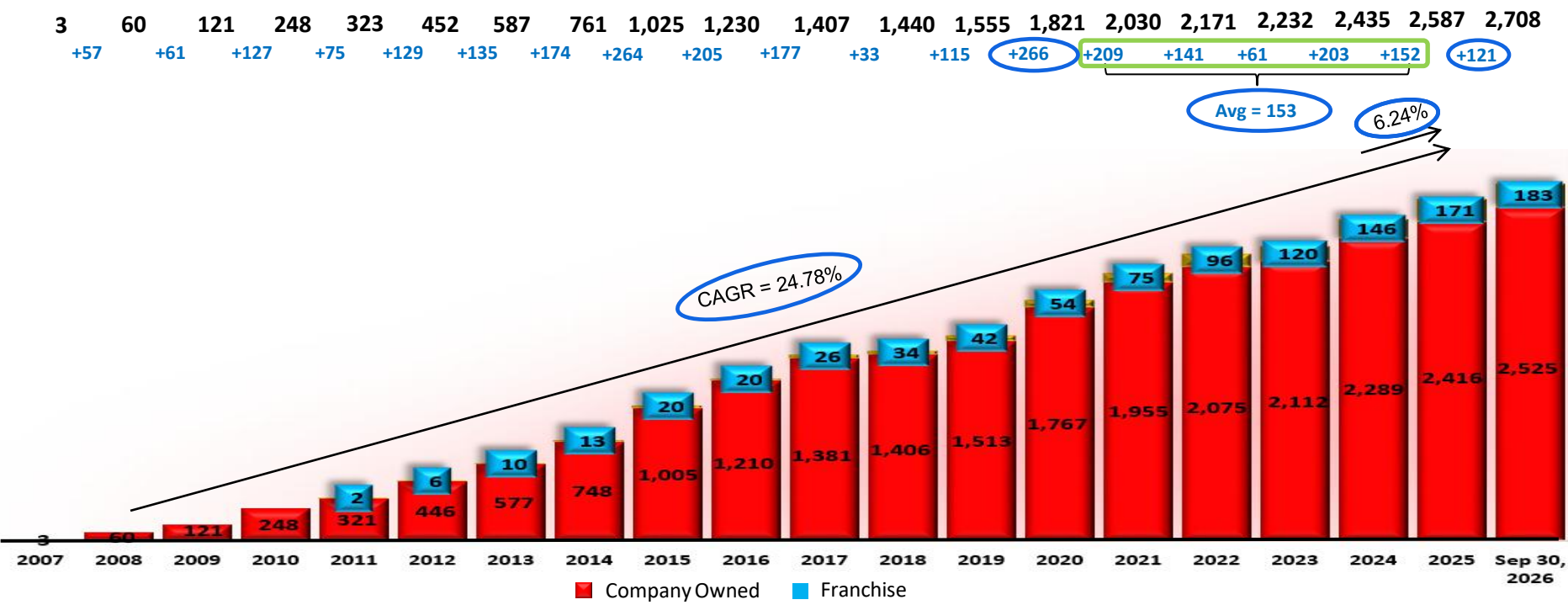
# Operational Performance

# Net Stores Addition and Total Number of Stores

- Net stores addition in 9M 2026 = 121 stores, with details as follows:  
Alfamidi : 115 stores;  
Alfamidi super : 7 stores;  
Midi fresh : (1) stores;  
(Net stores addition in 9M 2025 = 92 stores)
- Total number of stores as of Sep 30, 2026 = 2,708 stores, with details as follows:  
Alfamidi : 2,618 stores;  
Alfamidi super : 87 stores;  
Midi fresh : 3 stores;

# Stores Growth

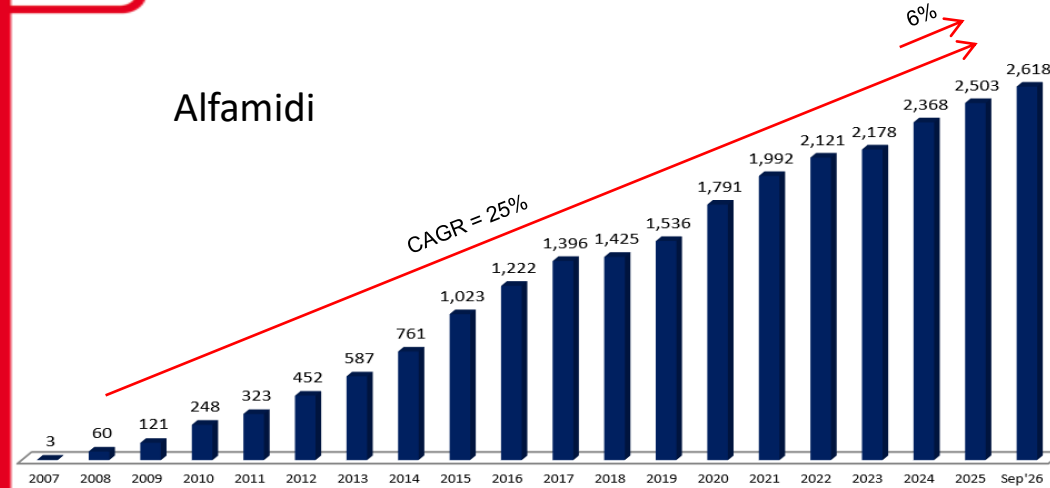
Company Owned & Franchise Stores (All Formats excluding Lawson)



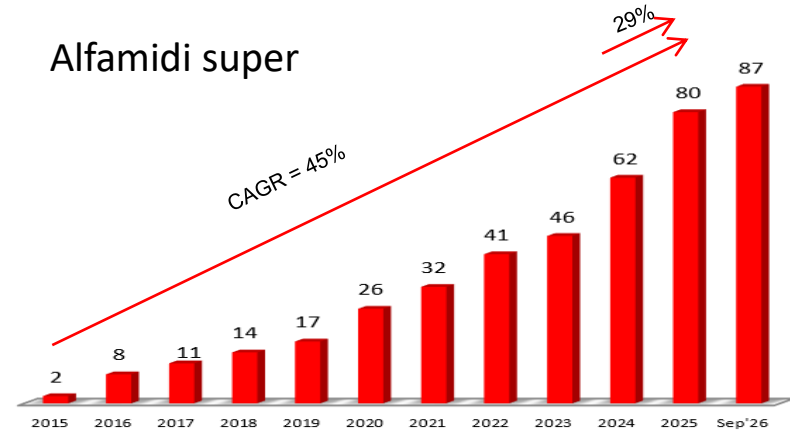
- As of Sep 30, 2026, the number franchise stores is equivalent to 6.76% of total consolidated stores.
- The total number of new stores opened (all formats) in 2020, amounting to 266 stores, was the highest since establishment.
- In the last 5 years (2021-2025), the average number of new stores opened is 153 stores (all formats) per year.

# Stores Growth

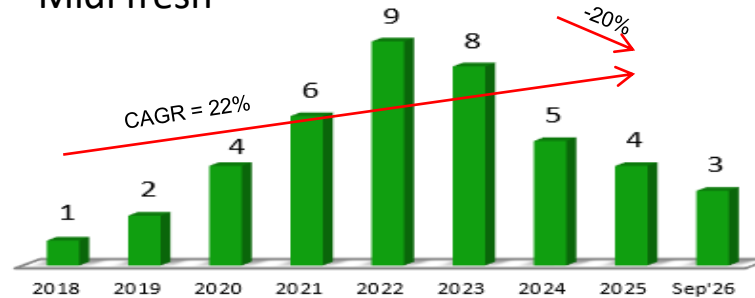
Alfamidi

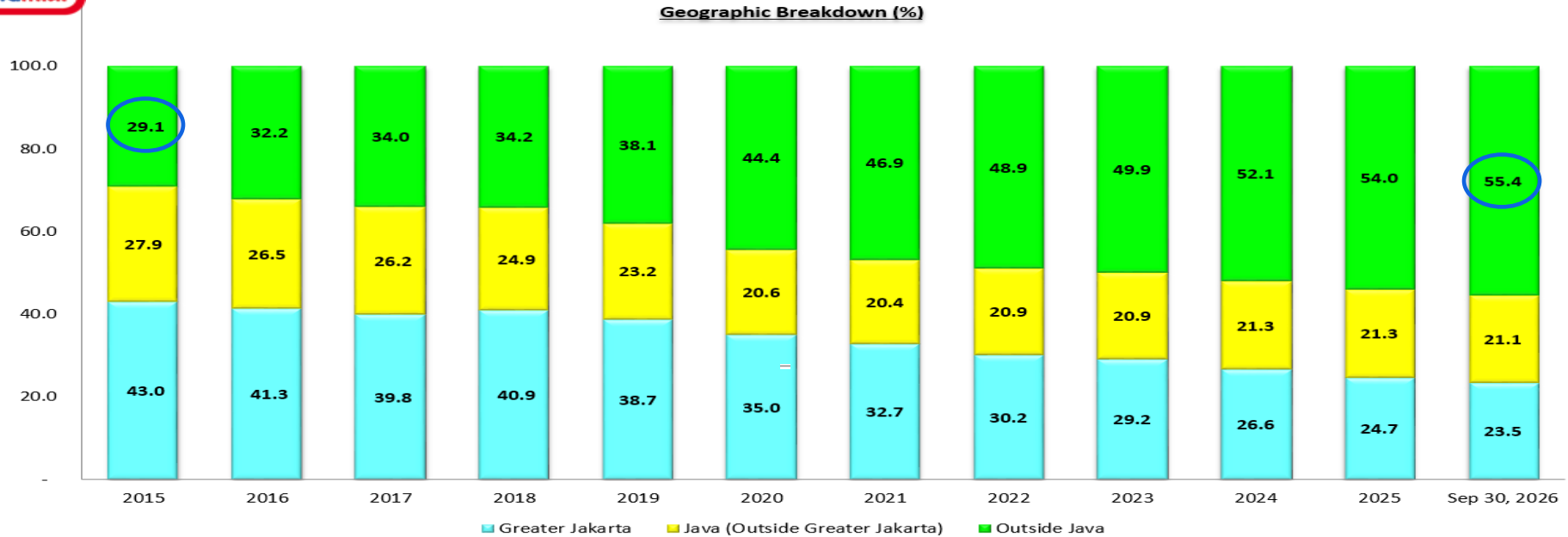


Alfamidi super



Midi fresh

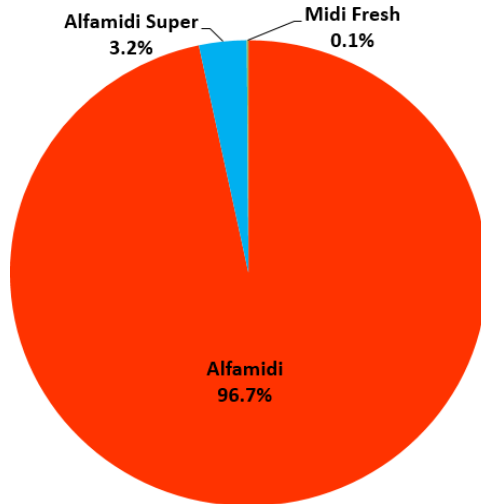




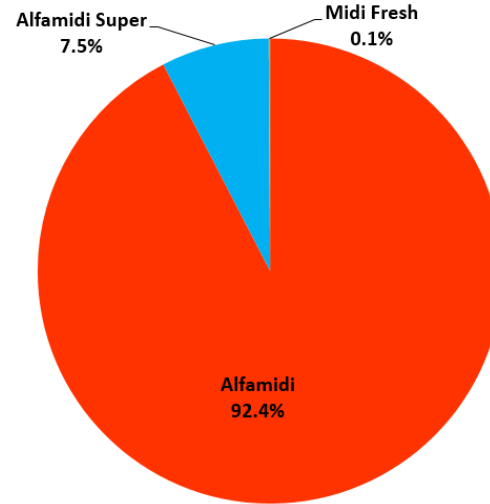
- Based on geographic breakdown, as of Sep 30, 2026, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 55.4%, 21.1% and 23.5%, respectively.
- The number of Alfamidi stores in outside Java island keeps increasing compared to Greater Jakarta and Java island (outside Greater Jakarta). It has been increased by **26.3%** from 29.1% in as of Dec 31, 2015 to 55.4% as of Sep 30, 2026.

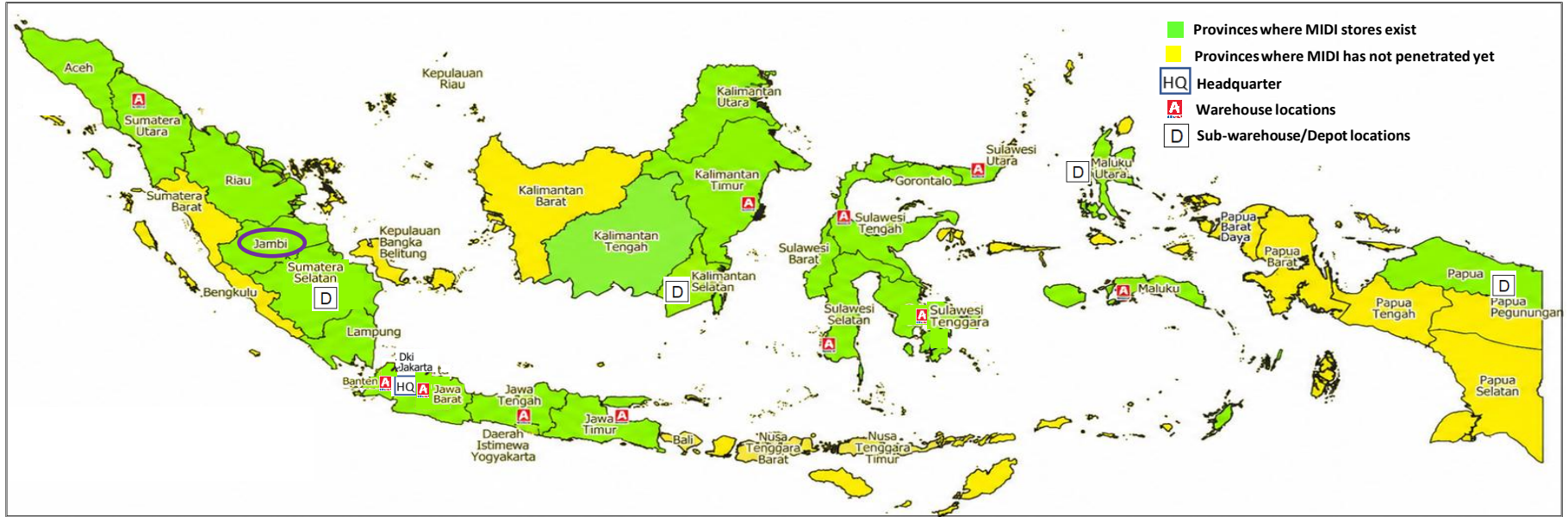
# Stores Composition (By Store Format)

**Number of Stores**  
As of Sep 30, 2026



**Net Revenue**  
Ytd Sep 2026





- As of Sep 30, 2026, Alfamidi stores are supported by 11 warehouses and 4 sub-warehouses/depot, with the detail as follows:  
2 warehouses in Greater Jakarta, 2 warehouses in Java island (outer Greater Jakarta), 7 warehouses and 4 sub-warehouses/depot in outer Java island.
- In 9M 2026 Alfamidi has penetrated to 1 new province (Jambi) and 5 new cities/districts.  
(in FY 2025 → 1 new province and 12 new cities/districts; in FY 2024 → 3 new provinces & 19 new cities/districts)
- As of Sep 30, 2026, we have penetrated to 25 provinces of 38 provinces in Indonesia (66%) and 230 cities/districts of 383 cities/districts in those 25 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 and Grabmart.
- For YTD Sep 30, 2026, sales through online channel contributed 2.84% of total sales increased by 0.06% compared to 2.78% for YTD Dec 31, 2025.

To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during 2026 are as follows:



**Cashback up to 50K**  
Mulai 16 Februari 2026 | EDISI 04, PERIODE: 16 - 28 FEBRUARI 2026  
Setiap belanja minimal Rp 100.000\* akan mendapatkan Voucher Cashback up to Rp 50.000

**SERUNYA MUDIK 2026**  
Khusus Member | Periode: 1 Januari - 28 Februari 2026  
DAPATKAN DOORPRIZE MENARIK

**GELED K**  
GELEGAR HADIAH KECE  
Belanja & Temukan Kejutan di Ekor Struk  
UANG TUNAI 10 JUTA  
UANG TUNAI 5 JUTA  
UANG TUNAI 1 JUTA  
RIBUAN VOUCHER BELANJA

**TWIN DATE 5.5 BESOK!**  
Khusus Member | Periode: 5 MARE 2026 - HANYA 1 HARI  
BELI 1 GRATIS 1 | BELI 2 GRATIS 1 | BELI 2 GRATIS 2 | BELI 5 GRATIS 5

**Camilan Nonton Bola**  
Alfamidi | Periode: 16 - 30 Juli 2026  
Table of product prices and offers.

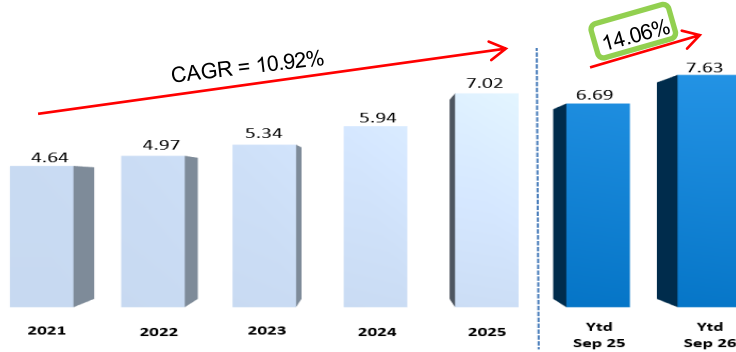
**DOUBLE SURPRIZE**  
Mulai 1 Juli 2026 | EDISI 14, PERIODE: 16 - 31 JULI 2026  
CASHBACK up to 50K | UANG TUNAI 1,9jt  
DAN RIBUAN HADIAH LAINNYA

**SEMARAK KEMERDEKAAN!**  
Belanja Lebih Hemat, Bonus Voucher Menarik  
Belanja min. Rp170.000, hemat Rp17.000!  
Gift Voucher Rp17.000

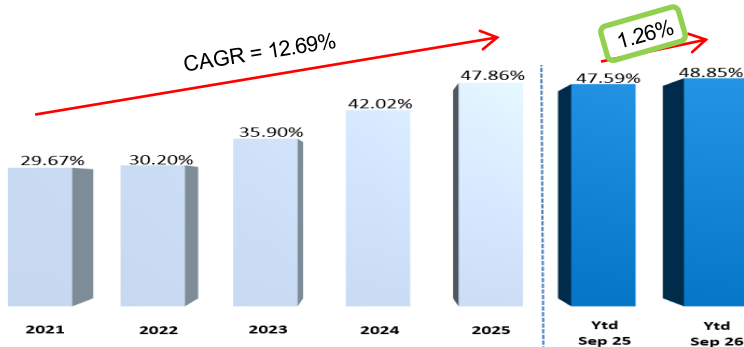
**Tebus Murah**  
Periode: 1 - 15 September 2026  
Alfamidi Facial Tissue 400gr  
Rp14.900

# Customer Relationship Management (CRM)

## Total Alfamidi Registered Member (in million)



## % Sales contribution of member



## Customer Loyalty Contribution

7.63 M

Total Alfamidi Registered Member  
Growth 14.06% (Ytd Sep-25 vs Ytd Sep-26)

48.85%

% Sales contribution of member  
Growth 1.26% (Ytd Sep-25 vs Ytd Sep-26)

## Presence on Social Media



Alfamidi Ku

FY 2025

Sep 2026

1.3 M User

1.2 M User



Alfamidi

1 M User

1 M User



Alfamidi\_ku

1.1 M User

1.2 M User



@Alfamidi\_ku

103 K Followers

103 K Followers



@Alfamidi\_ku

573 K User

591 K User



## REDUCING PLASTIC BAG USAGE

- Plastic bags usage was keep decreasing. It was decreased by 4.04% (YoY) from 22.52% for 9M 2025 to 18.48% for 9M 2026. (Usage for FY2025=22.24%; FY2024=23.05%)
- We keep encouraging customers to use Go Green shopping bags.



## APPLICATION OF SOLAR PANEL

- In total, Company has installed solar panel in 8 owned-warehouses, 36 Alfamidi super store and 3 Alfamidi store (+9 stores in 9M 2026).
- The installation of solar panels have reduced CO<sub>2</sub> emission by approximately 1,401 tons in 9M 2026.
- We plan to continue the installation of solar panel in 2 owned-warehouse and 10 stores in Q4 2026.



## DISABLED EMPLOYEES

346 People

In Stores  
255

In warehouse  
79

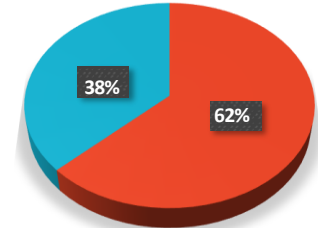
In office  
12



## DEVELOPING SMEs (LOCAL ITEM)

- Developing local Small and Medium-sized Entrepreneurs (SMEs) to sell their local products in Alfamidi stores. Currently, approx. 245 SMEs.
- Giving opportunities to SMEs to sell their F&B products in store parking space as tenants. Currently, approx. 4,000+ tenants.

## GENDER DIVERSITY



Male Female



- 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 9M 2026 are as follows:



Donation to natural disaster victims



Empowerment of Micro, Small and Medium Entrepreneurs.



Blood donation



Free health check for people surrounding stores.



Assistance for orphans



Participate in effort to prevent stunting

# 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 9M 2026 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.



Continuing the collaboration with local schools to develop **Alfamidi Class Teaching Factory and Laboratory**.

Through the Alfamidi Class program, the students have the opportunity to learn firsthand about how the modern retail industry works.

Alfamidi not only builds collaboration in education but also plays a role in creating broader job opportunities for the graduates.

# Awards in 9M 2026



2026 Best Public Relations in Enhancing Corporate Reputation through Responsible Community, from Warta Ekonomi.



2026 Indonesia Brand Excellence in Customers Value Award from SWA Magazine for Category of Supermarket.



**MIDI Kriing**, our online shopping apps obtained 2026 Indonesia Brand Excellence in Customers Value Award from SWA Magazine for Category of Filter Groceries Shopping App.



2026 The Best Human Capital for Developing the Potential of HR to Create Qualified and Competitive Employee Category Retail, from Warta Ekonomi.



# Financial Highlights



# Financial Highlights 9M 2026

(in billion Rp)

| Statement of Profit or Loss | Quarterly |         |         |         |         | 9M      |         |         |
|-----------------------------|-----------|---------|---------|---------|---------|---------|---------|---------|
|                             | 3Q 2025   | 2Q 2026 | 3Q 2026 | QoQ (%) | YoY (%) | 9M 2025 | 9M 2026 | YoY (%) |
| <b>Net Revenue</b>          | 4,905     | 5,367   | 5,429   | 1.16%   | 10.70%  | 15,275  | 16,676  | 9.17%   |
| <b>Gross Profit</b>         | 1,312     | 1,436   | 1,464   | 1.97%   | 11.64%  | 3,946   | 4,365   | 10.61%  |
| % GP                        | 26.74%    | 26.76%  | 26.97%  | 0.21%   | 0.23%   | 25.84%  | 26.18%  | 0.34%   |
| <b>EBIT</b>                 | 199       | 224     | 228     | 1.60%   | 14.19%  | 603     | 743     | 23.11%  |
| % EBIT                      | 4.07%     | 4.18%   | 4.19%   | 0.02%   | 0.13%   | 3.95%   | 4.45%   | 0.50%   |
| <b>Net Income</b>           | 200       | 220     | 220     | -0.36%  | 9.69%   | 591     | 706     | 19.44%  |
| % Net Income                | 4.08%     | 4.11%   | 4.04%   | -0.06%  | -0.04%  | 3.87%   | 4.23%   | 0.36%   |

- Notes:**
- Historically, in the last 10 years, net revenues in 3Q were always lower than 2Q, but, in 3Q26, we managed to book higher net revenue compared to 2Q26.
  - NPAT of 4.23% is the highest % NPAT we ever achieved for 9M period.

## Additional Information

% SSSG of Alfamidi                      -1.4%      2.7%      5.2%                                      2.1%      4.2%

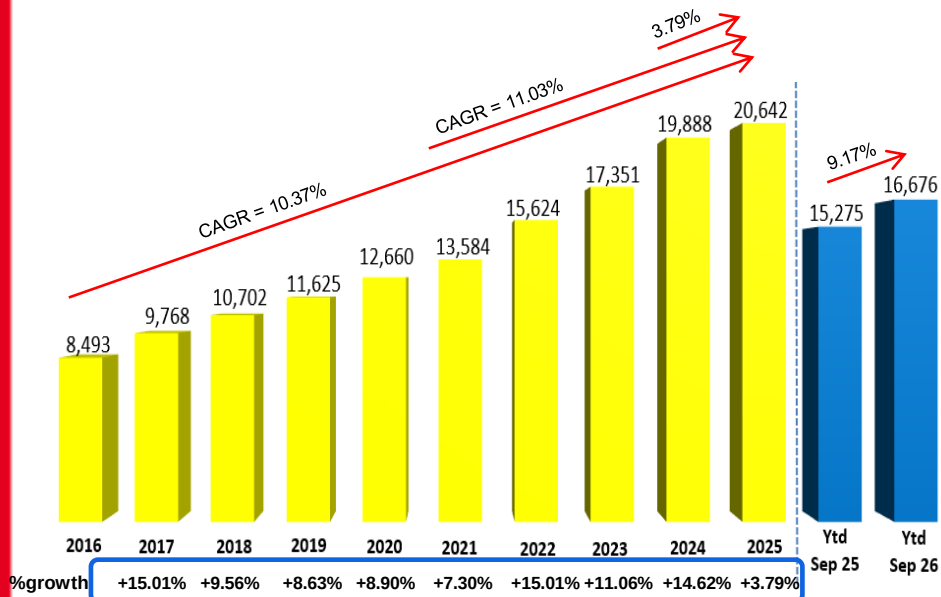
In 2026, we reclassify revenue recognition of top-up of mobile airtime and mobile data to fee-based income.

% SSSG of Alfamidi (if 2026 revenue incl. top-up of mobile airtime and mobile data) as follows:

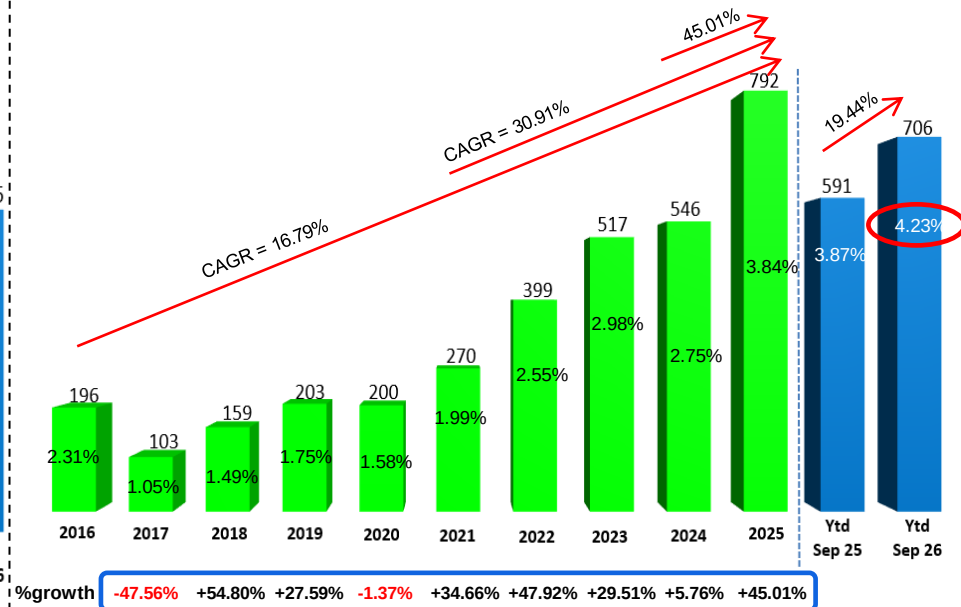
3.4%      6.1%                                      4.9%

# Statements of Income (9M 2026; in IDR Billion)

## Net Revenues



## NPAT and % of NPAT



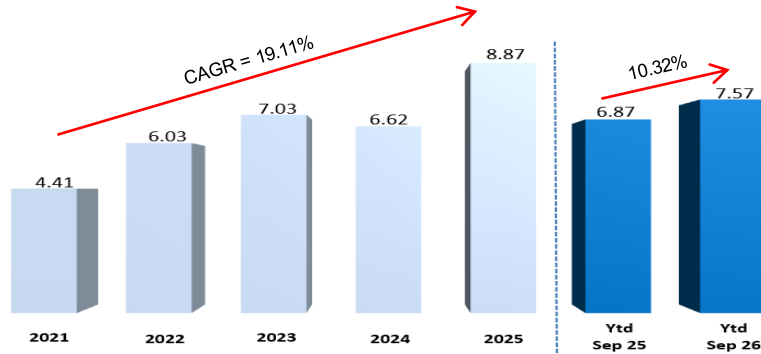
### Note:

Above revenues and NPAT figures for year 2018 - 2025 are consolidated figures, which include the accounts of LWS, a subsidiary, which has been divested on May 14, 2025, but, for 2025, only include 4 months accounts of LWS.

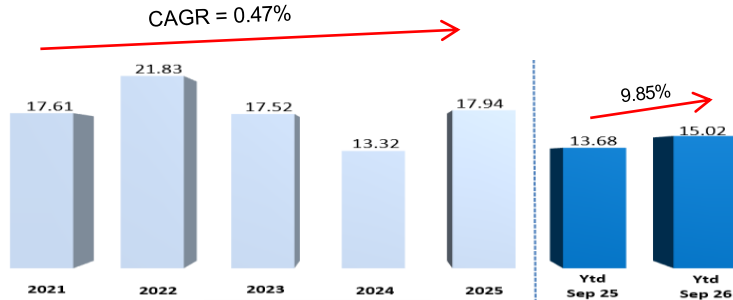
NPAT of 4.23% is the highest % of NPAT we ever achieved for 9M.

# Return & Leverage (9M 2026)

## ROAA (%)

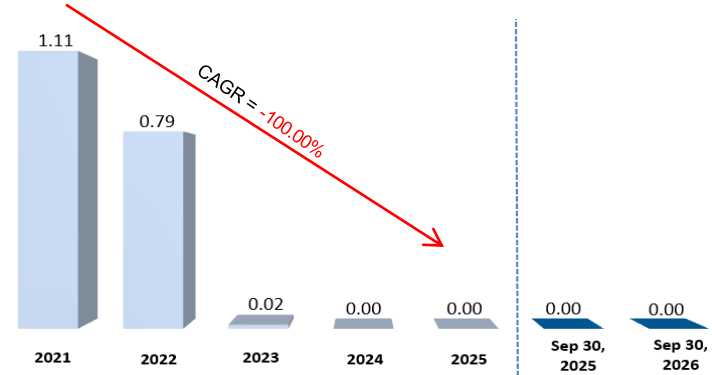


## ROAE (%)

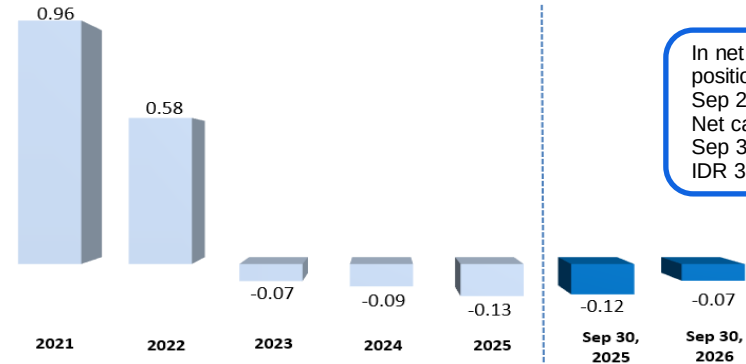


Decrease of ROAE in 2023 and 2024 were due to increase in equity as a result of pre-emptive right issuance in Jul 2023.

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



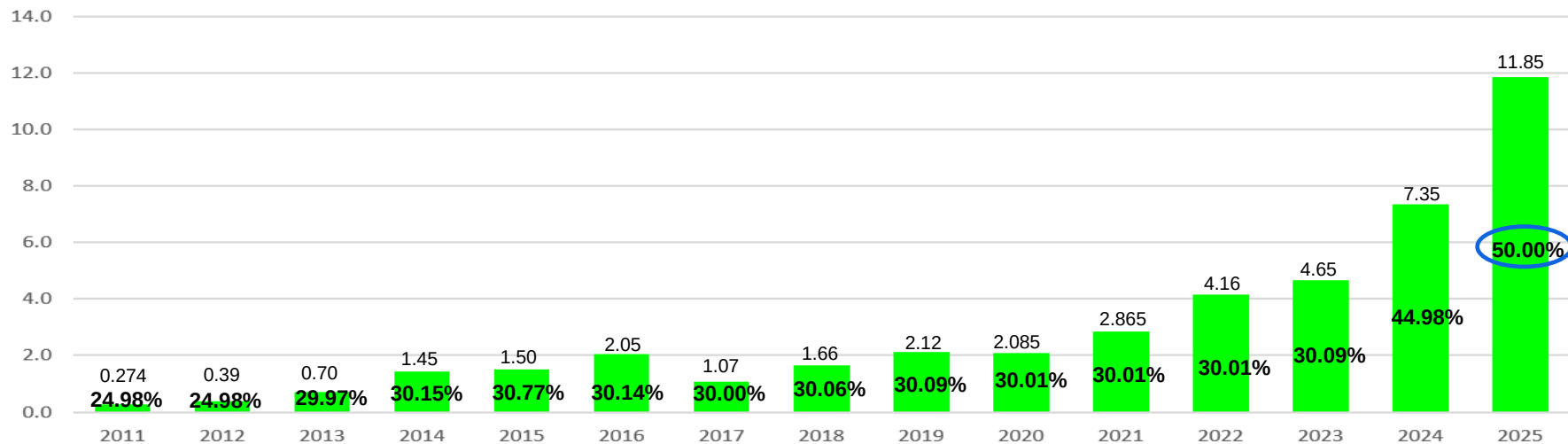
## Net Interest Bearing Debt-to-Equity (x)



In net cash position since Sep 2023.  
Net cash as of Sep 30, 2026 = IDR 321bn.

# 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    | 2025    |
|-------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|---------|---------|
| 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 | 396,208 |

| %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% | +61.2% |
|---------|--------|--------|---------|-------|--------|--------|--------|--------|-------|--------|--------|--------|--------|--------|
|---------|--------|--------|---------|-------|--------|--------|--------|--------|-------|--------|--------|--------|--------|--------|

- 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, 45% in 2024 and 50% in 2025.
- 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 2023.

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