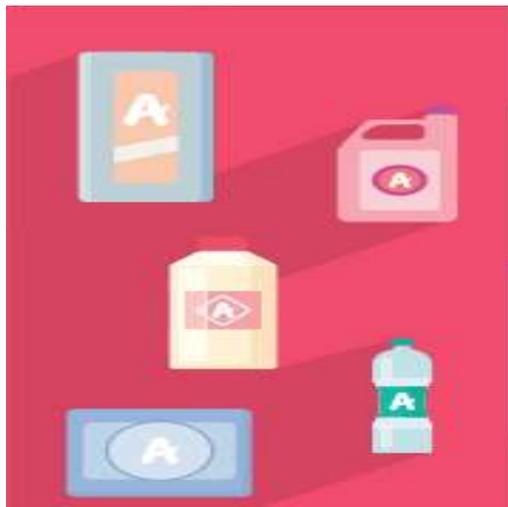




midi fresh



MANAGEMENT PRESENTATION
PT Midi Utama Indonesia Tbk
As of March 31, 2023

AGENDA

- ❖ Business Overview
- ❖ Operational Performance Ytd Mar 2023
- ❖ Financial Highlights Ytd Mar2023



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 1,000th 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 2,000th Alfamidi store
- ❖ Mar 2023 Operates 2,511 stores, enhancing MIDI's positioning as multi format retail company (Alfamidi, Alfamidi super, Midi fresh, Lawson).

Store Format of Alfamidi



- ❑ Selling area is around 200m² to 400m²;
- ❑ 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

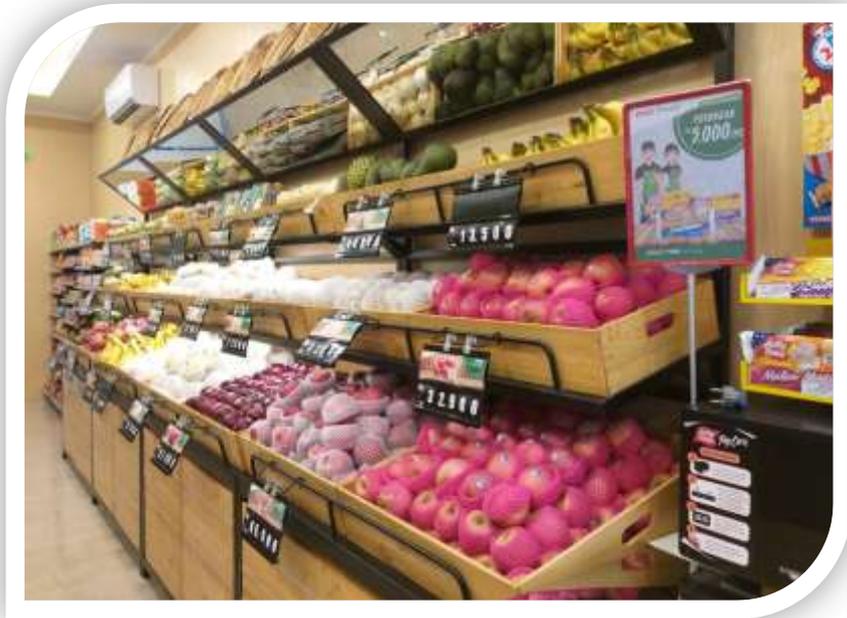


Store Format of Midi fresh



- ❑ 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 50m² to 200m²;
- ❑ 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

Ytd Mar 2023

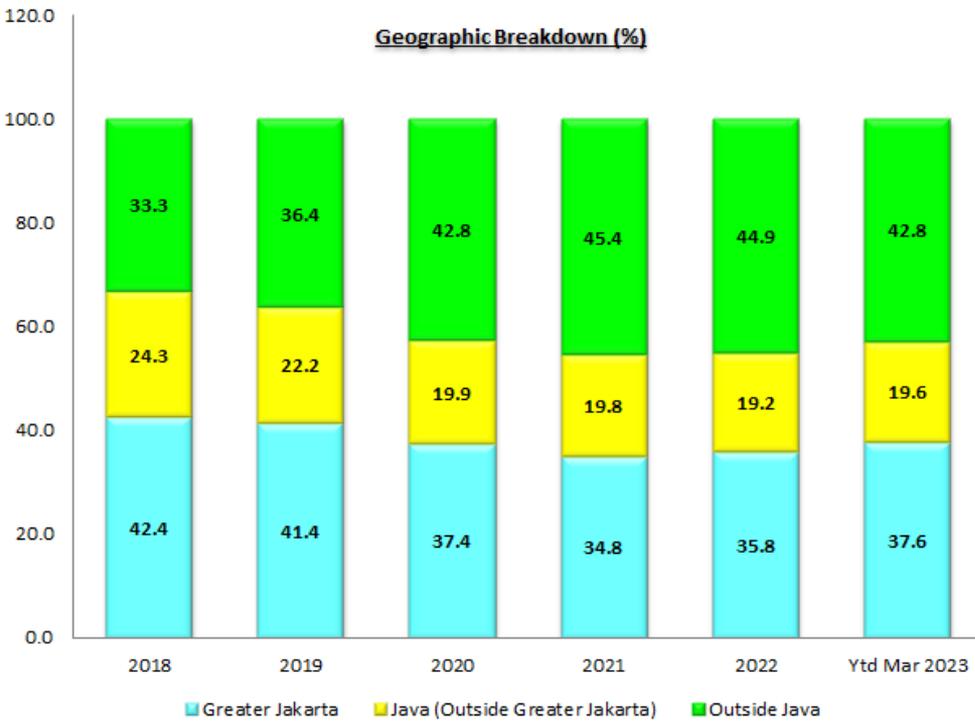


Net Stores Addition and Total Number of Stores

- Net stores addition YTD Mar 2023 = 148 stores, details as follows:
 - Alfamidi : 14 stores;
 - Alfamidi Super : 4 stores;
 - Midi fresh : (1) stores;
 - Lawson : 131 stores (consists of 38 stand alone format and 93 store-in-store format).
- Total number of stores as of Mar 31, 2023 = 2,511 stores, details as follows:
 - Alfamidi : 2,135 stores;
 - Alfamidi Super : 45 stores;
 - Midi fresh : 8 stores;
 - Lawson : 323 stores (consists of 152 stand alone format and 171 store-in-store format).



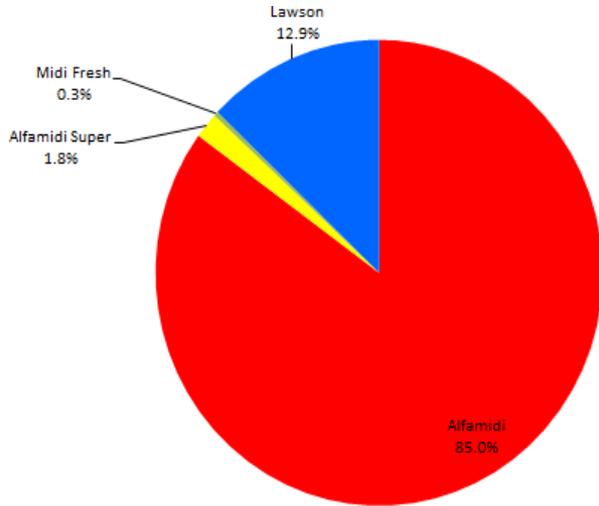
Stores Growth



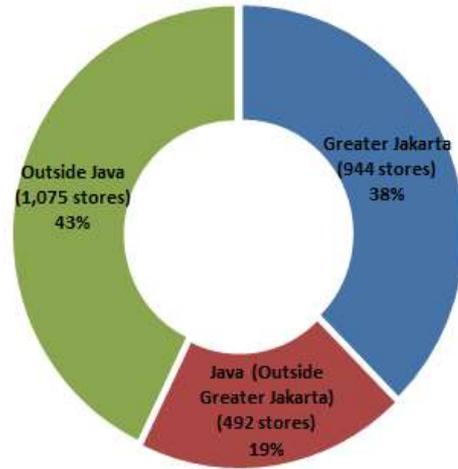
Above are consolidated total number of stores of Alfamidi, Alfamidi Super, Midi fresh and Lawson stores.

Stores Composition

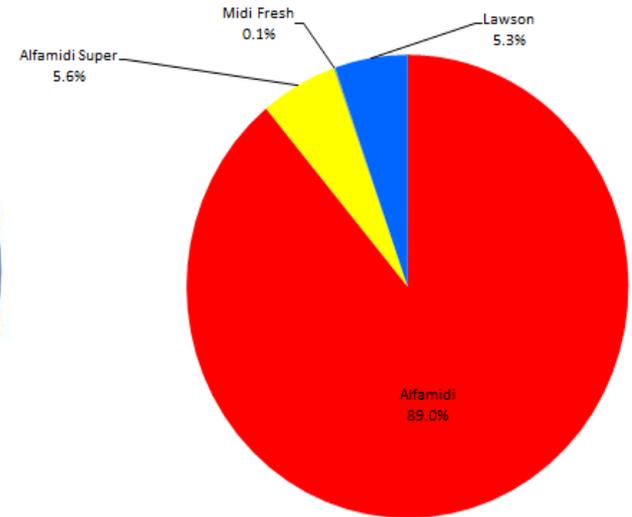
**Number of Stores
(By Store Format)**



**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 5S 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, R1/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, Blibli Click&Collect, Shopee, Lazada, Bliblimart, Tokopedia dan Bukalapak.

Presence on Social Media & Customer Loyalty Contribution

Presence on Social Media

	FY 2022	Ytd Mar-23
 Alfamidi Ku	1.2 M User	1.2 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	71.2 K User

Customer Loyalty Contribution

5.04 M

Total Alfamidi Registered Member
Growth 7.45% (Ytd Mar-22 vs Ytd Mar-23)

32.18%

Sales contribution of member
Growth 6.37% (Ytd Mar-22 vs Ytd Mar-23)

REDUCING PLASTIC BAG USAGE

- Plastic bags usage were decreased by 3.57% (YoY) from 32.50% to 28.93%.
- We encourage customers to use Go Green shopping bags.

APPLICATION OF SOLAR PANEL

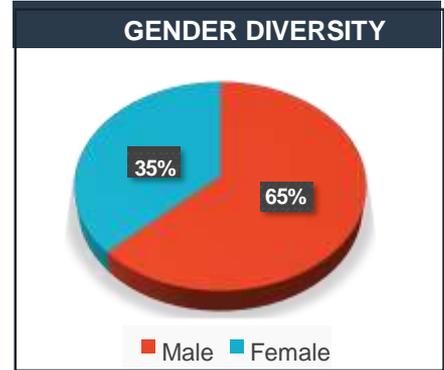
- Company has used solar panel in branch Palu, Central Sulawesi with a capacity of 41.44 kWp which can produce electricity power up to 52,220 kWh or equivalent to reducing carbon dioxide (CO₂) emissions of approximately 64,000 kg per year.





DEVELOPING SMEs (LOCAL ITEM)

Developing local SMEs to sell their local products in Alfamidi stores.





Financial Highlights

Ytd Mar 2023

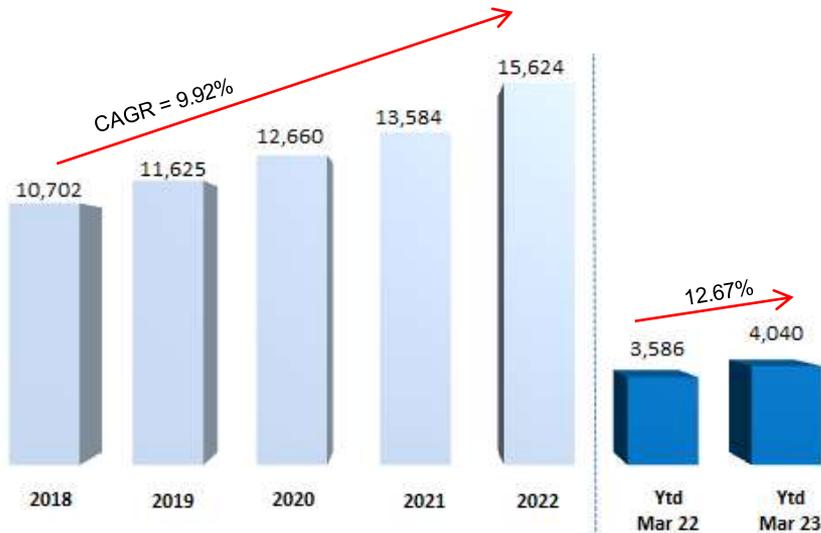
Financial Highlights YTD Mar 2023

- Revenue increased by 12.67% (YoY) from IDR 3.59 trillion to IDR 4.04 trillion.
- Operating margin grew from 4.20% to 4.51% (YoY).
- Net income margin attributable to owners of the parent company grew from 2.49% to 2.91% (YoY).
- Net income attributable to owners of the parent company increased by 31.83% (YoY) from IDR 89.13 billion to IDR 117.51 billion.
- Net Interest Bearing Debt = IDR 1.07 trillion, decreased 52.71% compared to Dec 31, 2017 (IDR 2.26 trillion).
- Net Interest Bearing Debt-to-Equity ratio = 0.46x, has been significantly decreased (Dec 31, 2017 = 2.45x).

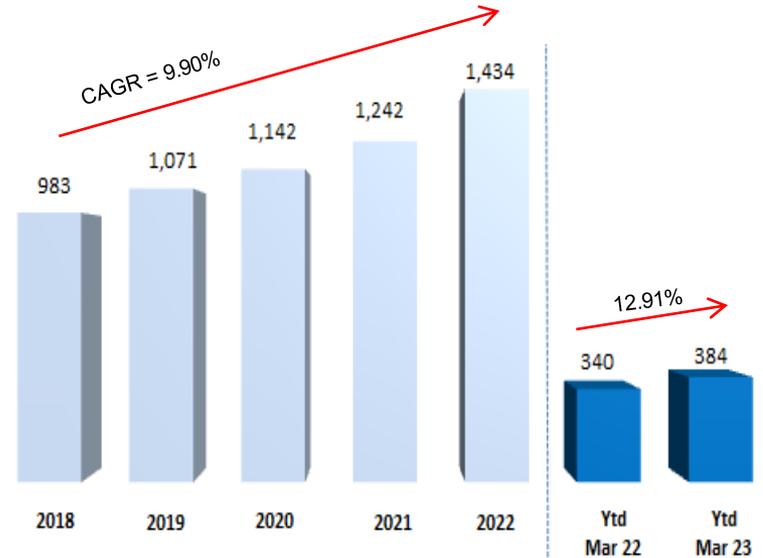
Consolidated Statement of Income

YTD Mar 2023 [IDR Billion]

REVENUE



EBITDA

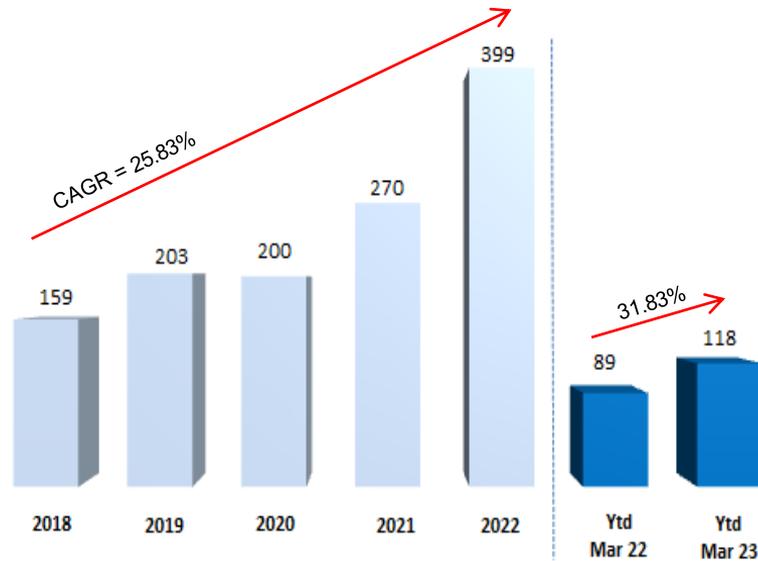




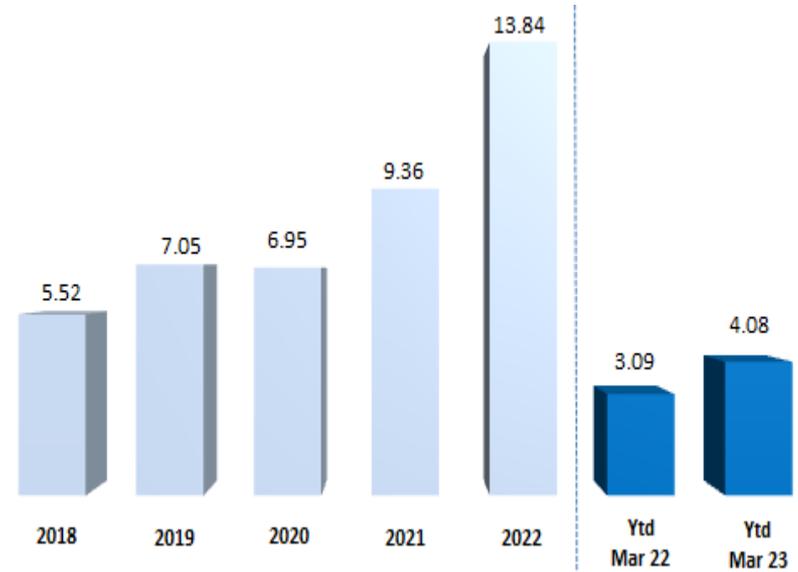
Consolidated Statement of Income

YTD Mar 2023 [IDR Billion]

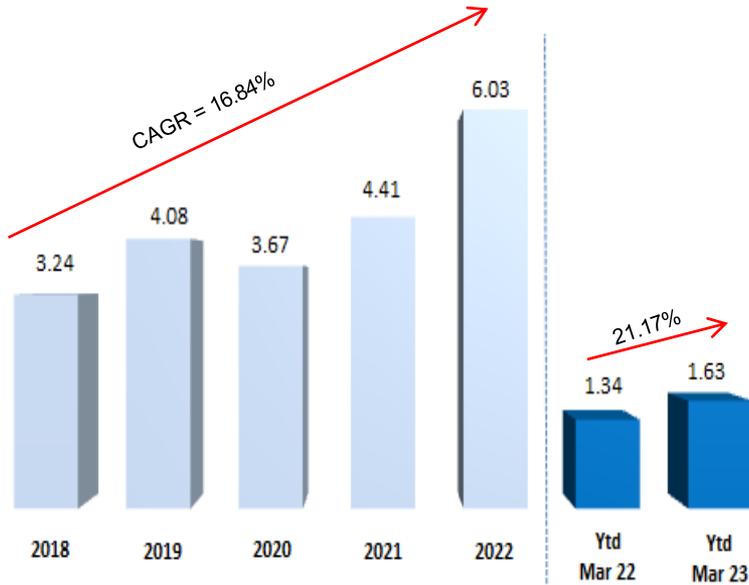
Income for the year attributable to owners of the parent company



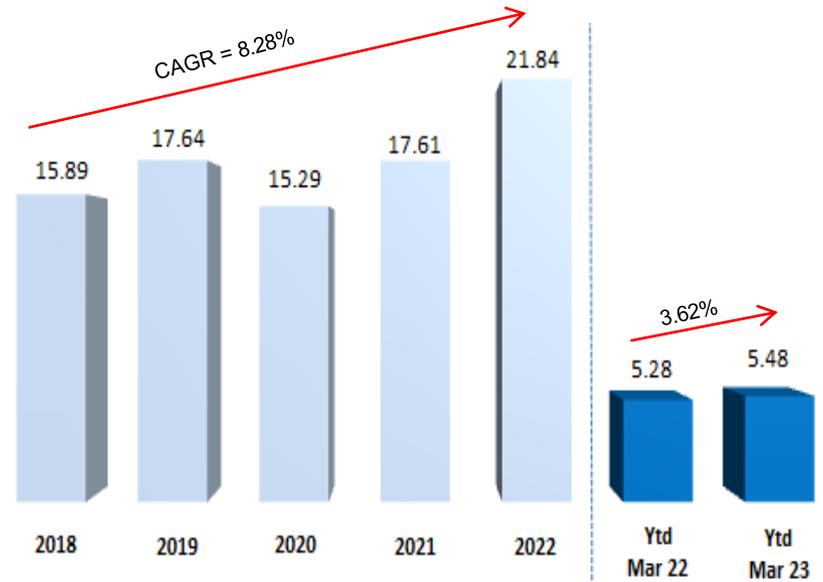
Earnings Per Share (Full Amount)



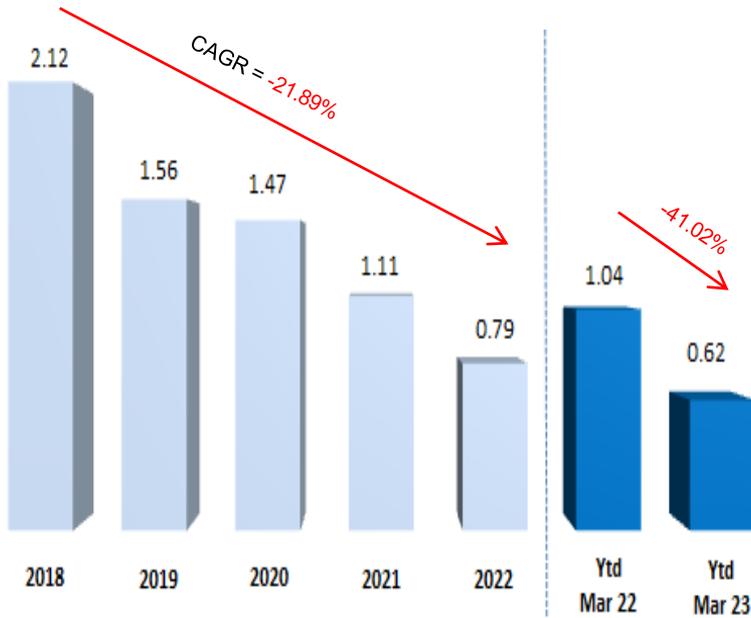
ROAA (%)



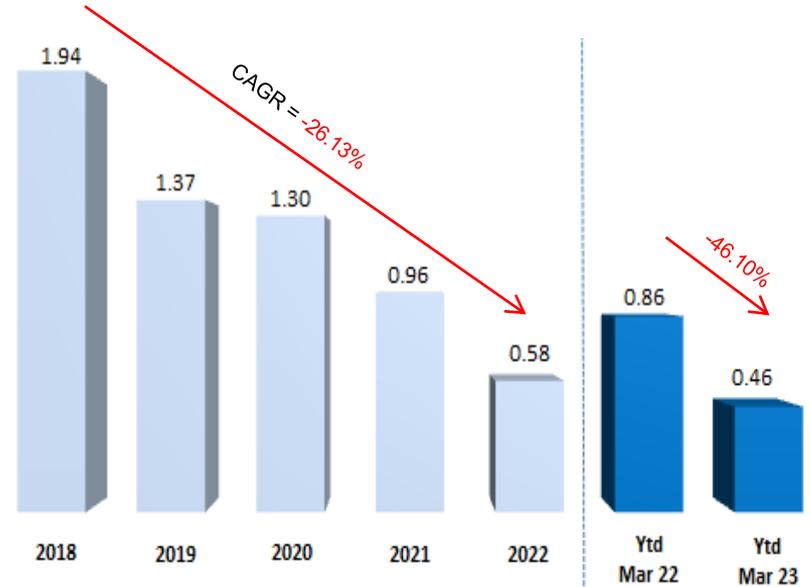
ROAE (%)



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!

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