



midifresh



MANAGEMENT PRESENTATION

PT Midi Utama Indonesia Tbk
As of June 30, 2023



AGENDA

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



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
- ❖ Jun 2023 Operates 2,640 stores, enhancing MIDI's positioning as multi format retail company (Alfamidi, Alfamidi super, Midi fresh, Lawson).



Characteristics of Each Store Format

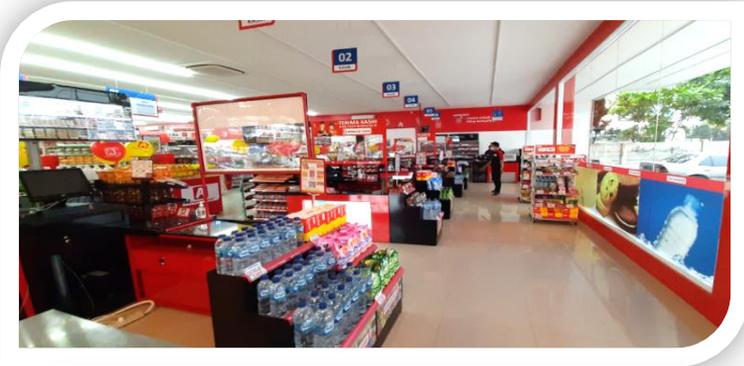
	<p>Selling area is around 200m² to 400m².</p>	<p>About 25% of selling area is allocated for fresh food products.</p>	<p>Number of items provided are approximately 7,000 SKUs.</p>
	<p>Selling area ≥ 500m².</p>	<p>About 25% of selling area is allocated for fresh food products.</p>	<p>Number of items provided are approximately 10,000 SKUs.</p>
	<p>Small format of fruit store; Selling area is around 30m² to 60m².</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 50m² to 200m² for stand alone format and around 9m² 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>



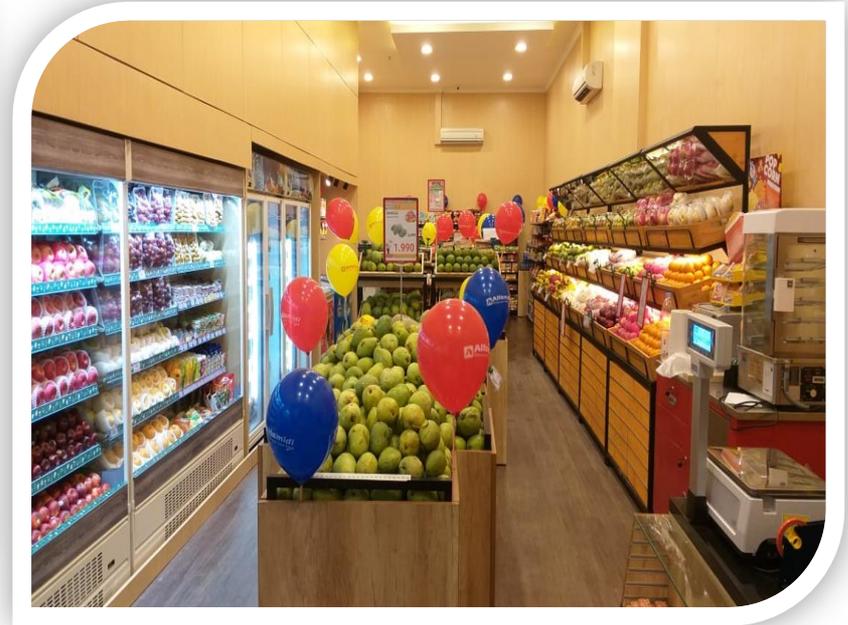
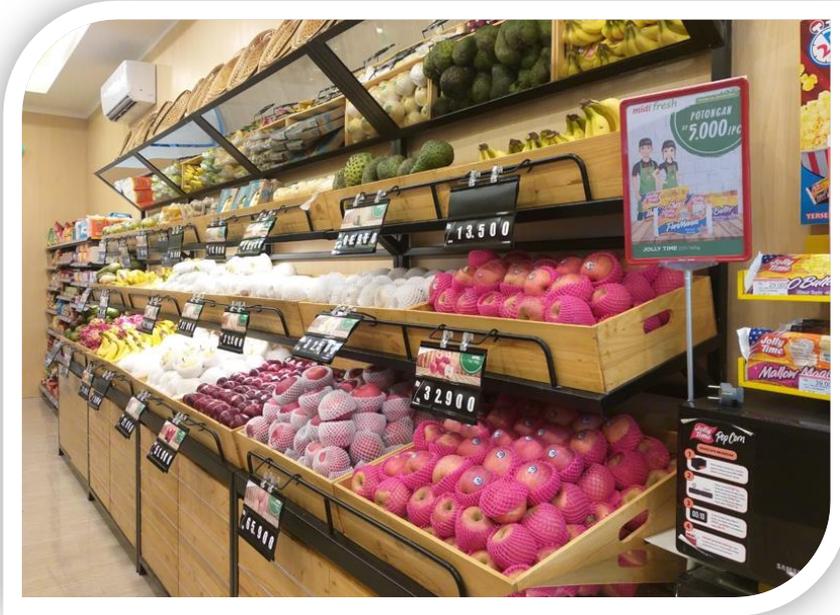
Store Ambience of Alfamidi



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 Jun 2023

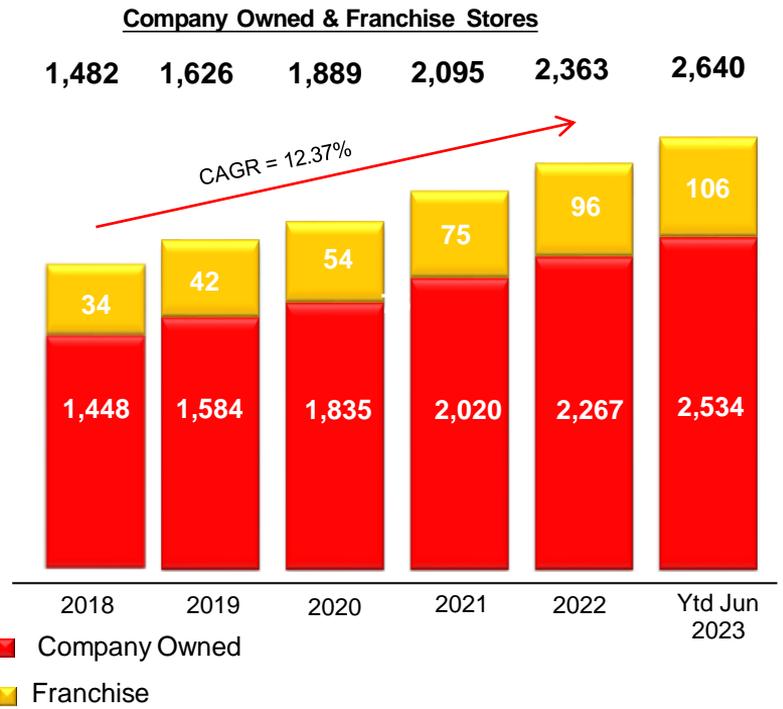
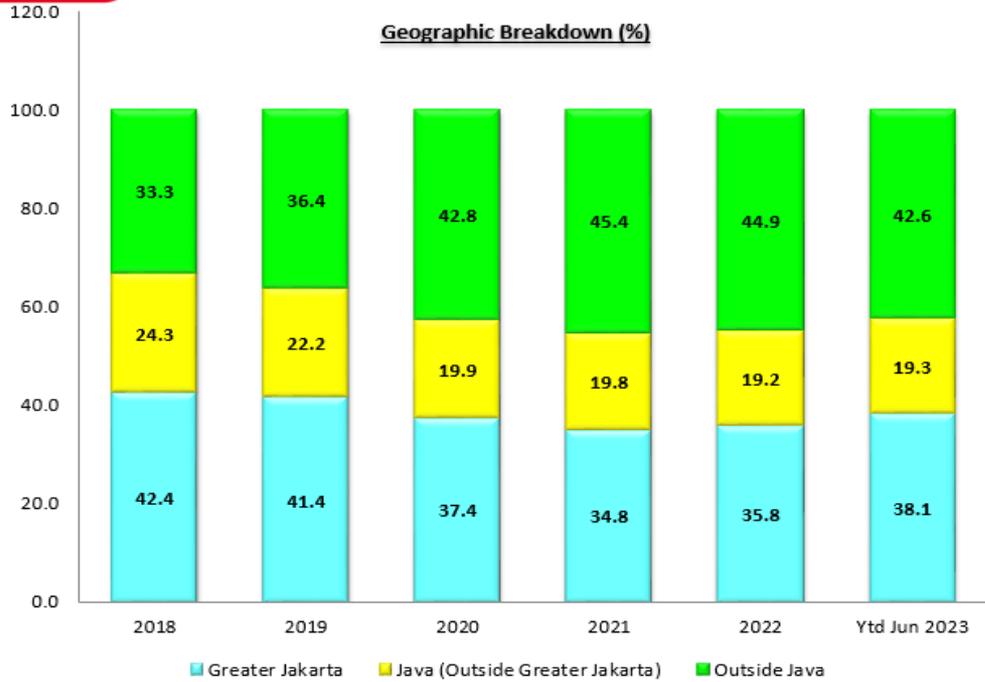


Net Stores Addition and Total Number of Stores

- Net stores addition YTD Jun 2023 = 277 stores, details as follows:
 - Alfamidi : 24 stores;
 - Alfamidi Super : 4 stores;
 - Midi fresh : (1) stores;
 - Lawson : 250 stores (consists of 102 stand alone format and 148 store-in-store format).
- Total number of stores as of Jun 30, 2023 = 2,640 stores, details as follows:
 - Alfamidi : 2,145 stores;
 - Alfamidi Super : 45 stores;
 - Midi fresh : 8 stores;
 - Lawson : 442 stores (consists of 216 stand alone format and 226 store-in-store format).



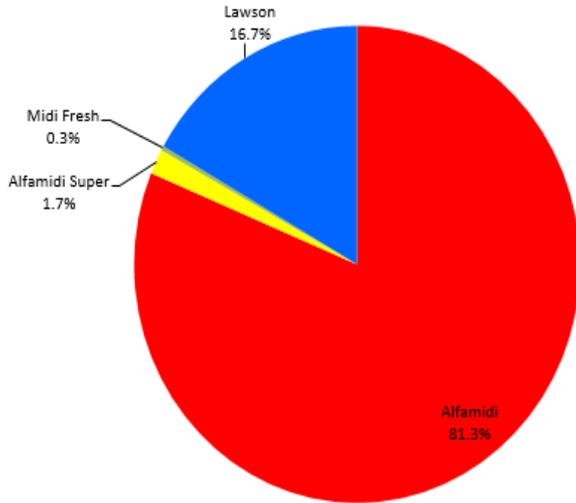
Stores Growth



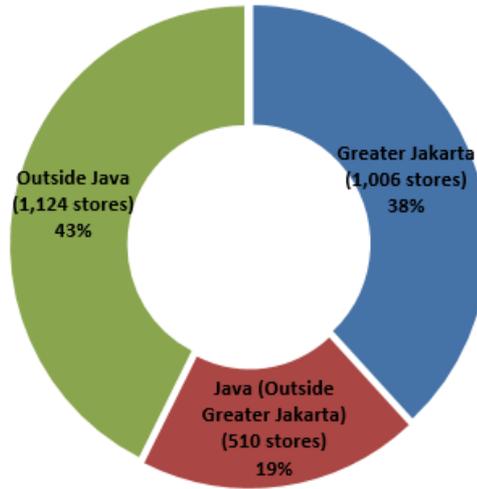
- Above are consolidated total number of stores of Alfamidi, Alfamidi Super, Midi fresh and Lawson stores.
- For Alfamidi, the contribution in outside Java island is still higher comparing to Greater Jakarta and Java island (outside Greater Jakarta).
- Meanwhile, for Lawson, still concentrating the expansion in Java island.
- As of Jun 30, 2023, the number franchise stores is equivalent to 4% of total stores.

Stores Composition

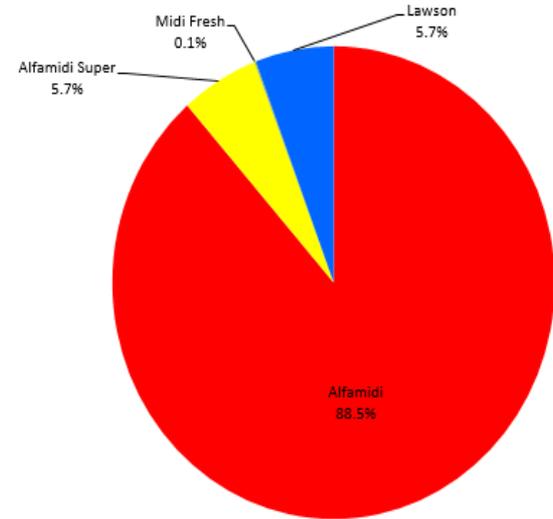
Number of Stores (By Store Format)



Number of Stores (By Geographic Location)



Net Revenue (By Store Format)



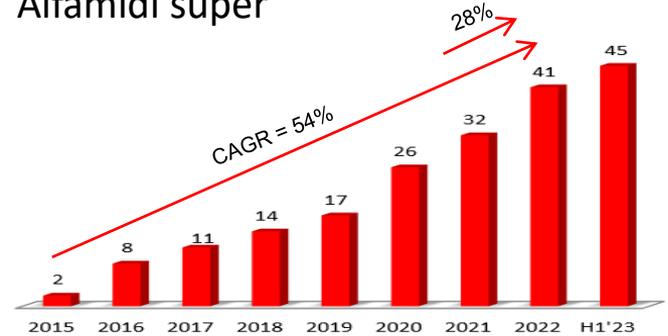
- In term of number of stores, contribution of Lawson was increased from 8.1% in 2022 to 16.7% in 1H 2023.
- Meanwhile, in term of net revenues, contribution of Lawson was increased as well from 3.2% in 2022 to 5.7% in 1H 2023.

Trend of Number of Stores

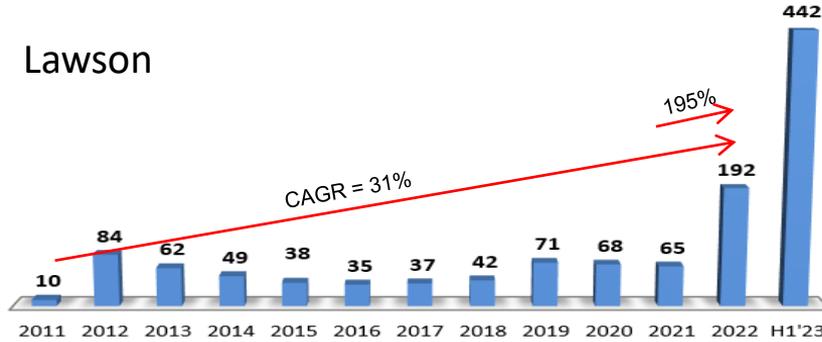
Alfamidi



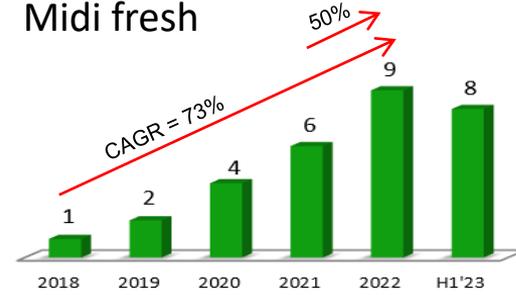
Alfamidi super



Lawson



Midi fresh



INFORMATION



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 SS 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, Birobuti, 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, R I /KW : 022/004 Kelurahan Passo, Baguala, Ambon 97232



Warehouse in Bitung (Cikupa, Tangerang)



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.



Promotions

To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during 1H 2023 are as follows:

Handuk Premium
Morning Whistle by Terry Palmer

BAMBOO COTTON
70 x 135 cm

Mulai 16 Januari 2023

Khusus Member **HANYA Rp 69.900** (dari 199.900)

Pakai lebih hemat dengan O'posy **+ Potongan Rp 1.500**

Mekanisme: Khusus member, Belanja min Rp 75.000* di dalamnya ada produk sponsor/produk maller berjalan. Dapatkan HARGA SPESIAL Handuk Premium Katun Bambu.

*Tidak termasuk pembelian satu bayi < 1 tahun, rokok, pulsa data/voice, transaksi kebankn dan Handuk Premium Katun Bambu.

GELED K
GELEGAR HADIAH REZE

Mulai 16 Januari 2023

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!

Sponsor Program: Bimbeli, Mama, Pampers, FINE GOLD 999,9, FINE GOLD 999,9

*Sponsor hadiah setiap Sabtu. *S & K berlaku

Multicolor Glass Mug collection

Kunggulan Produk: Modern, Exclusive, Multicolor, Collectable

Apresiasi untuk Pelanggan

Periode: 1 Maret - 30 April 2023

Ramadhan BERKAH
Beragam Kejutan Hadiah

Hadiah **UMROH**

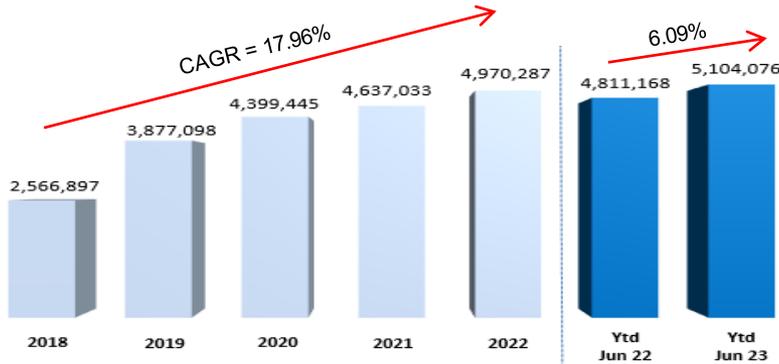
Uang Tunai **10jt**
Voucher Belanja **1jt**
Voucher Belanja **500rb**

Mekanisme: dan Silakan Hadiah Menawar Lalanya

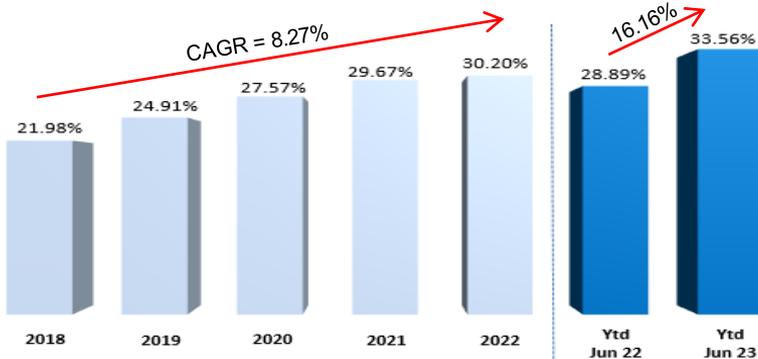


Customer Relationship Management (CRM)

Total Alfamidi Registered Member



% Sales contribution of member



Customer Loyalty Contribution

5.10 M

Total Alfamidi Registered Member
Growth 6.09% (Ytd Jun-22 vs Ytd Jun-23)

33.56%

% Sales contribution of member
Growth 4.67% (Ytd Jun-22 vs Ytd Jun-23)

Presence on Social Media



Alfamidi Ku

FY 2022

Ytd Jun-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

107.2 K User

REDUCING PLASTIC BAG USAGE

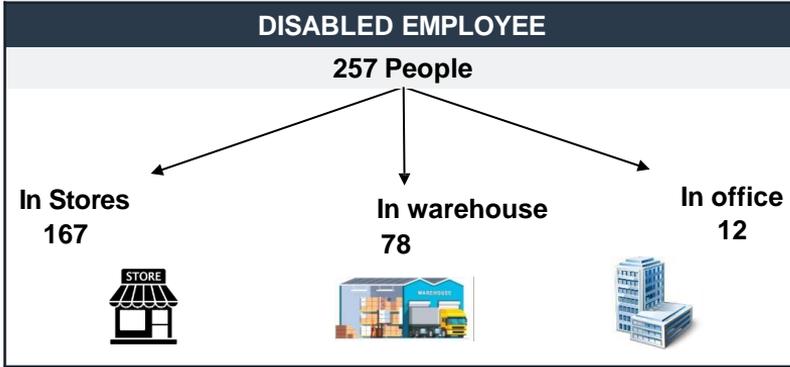
- Plastic bags usage were decreased by 3.61% (YoY) from 32.18% to 28.57%.
- We encourage customers to use Go Green shopping bags.



APPLICATION OF SOLAR PANEL

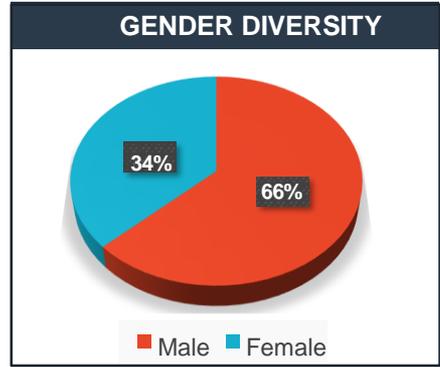
- Company has used solar panel in branch Palu, Central Sulawesi with a capacity of 41.44 kWp which can produce electricity power up to 52,220 kWh or equivalent to reducing carbon dioxide (CO2) emissions of approximately 64,000 kg per year.





DEVELOPING SMEs (LOCAL ITEM)

- Developing local Small and Micro Entrepreneurs (SMEs) to sell their local products in Alfamidi stores. Currently, approx. 150 SMEs.
- Giving opportunities to SMEs to sell their F&B products in store parking space as tenants. Currently, approx. 3,000 tenants.



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 Jun 2023



Financial Highlights YTD Jun 2023

(in billion Rupiah)

Consolidated Statement of Profit and Loss	Quarterly					1st Half		
	2Q 2022	1Q 2023	2Q 2023	QoQ (%)	YoY (%)	1H 2022	1H 2023	YoY (%)
Net Revenue	4,073	4,040	4,608	14.06%	13.14%	7,659	8,648	12.92%
Gross Profit	987	1,088	1,155	6.16%	17.09%	1,927	2,243	16.45%
GP %	24.22%	26.93%	25.07%			25.15%	25.94%	
Operating Income	163	182	210	14.97%	28.80%	313	392	25.06%
Opr. Inc. margin %	4.00%	4.51%	4.55%			4.09%	4.53%	
Net Income	104	118	142	20.63%	35.76%	194	259	33.95%
Net Income margin %	2.56%	2.91%	3.08%			2.53%	3.00%	
EBITDA	352	384	420	9.38%	19.08%	692	803	16.06%
EBITDA margin %	8.65%	9.49%	9.10%			9.04%	9.29%	
SSSG% of Alfamidi	3.36%	6.16%	8.21%			5.36%	7.24%	

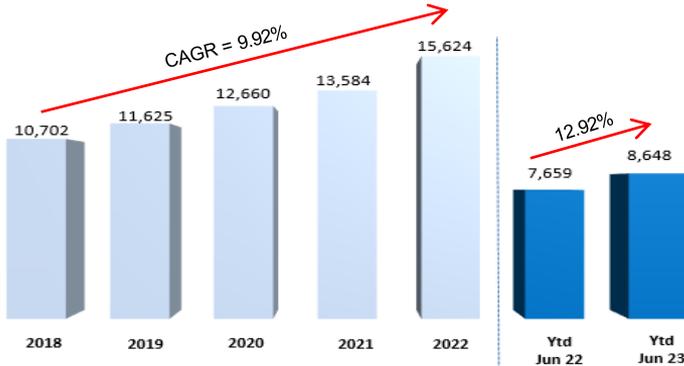
1H 2022 vs 1H 2023:

- Revenue increased by 12.92% (YoY) from IDR 7.66 trillion to IDR 8.65 trillion.
- Gross profit margin grew by 0.79% from 25.15% to 25.94% (YoY).
- Operating margin grew by 0.44% from 4.09% to 4.53% (YoY).
- Net income margin attributable to owners of the parent company grew by 0.47% from 2.53% to 3.00% (YoY).
- Net income attributable to owners of the parent company increased by 33.95% (YoY) from IDR 193.54 bn to IDR 259.26 bn.

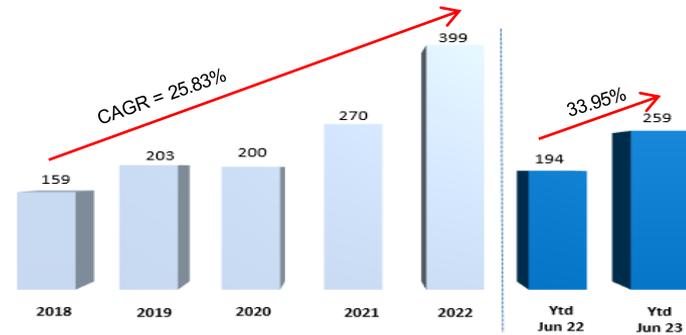


Consolidated Statement of Income (YTD Jun 2023; in IDR Billion)

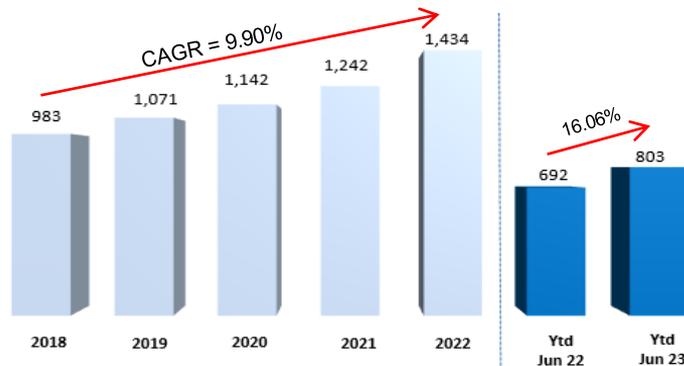
REVENUE



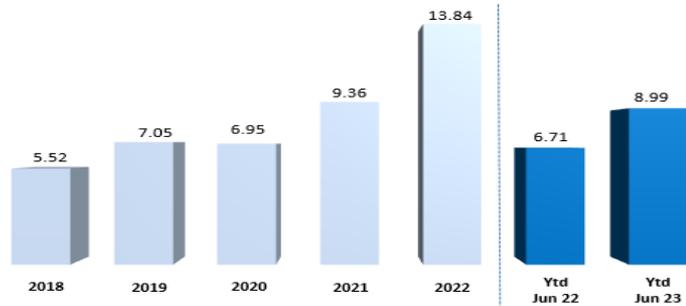
Income for the year attributable to owners of the parent company



EBITDA



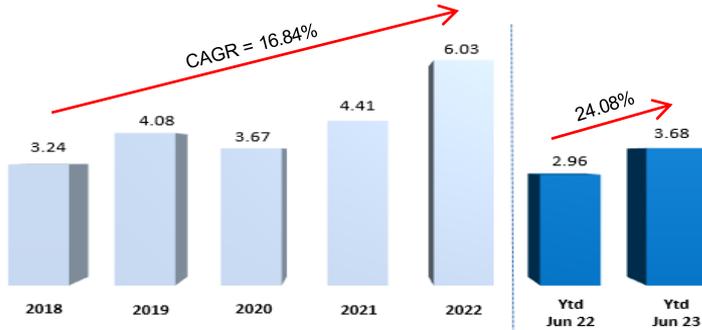
Earnings Per Share (Full Amount)



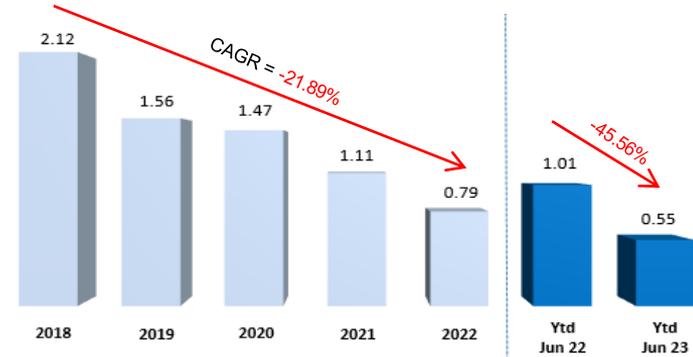


Return & Leverage (YTD Jun 2023)

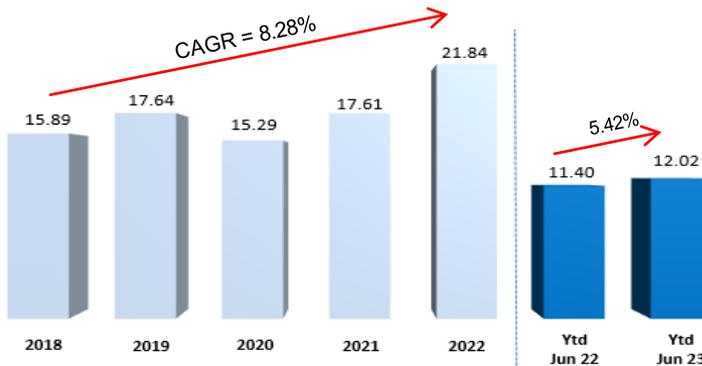
ROAA (%)



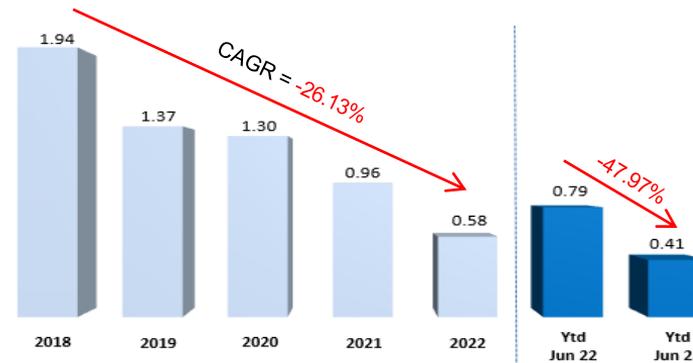
Gross Interest Bearing Debt-to-Equity (x)



ROAE (%)



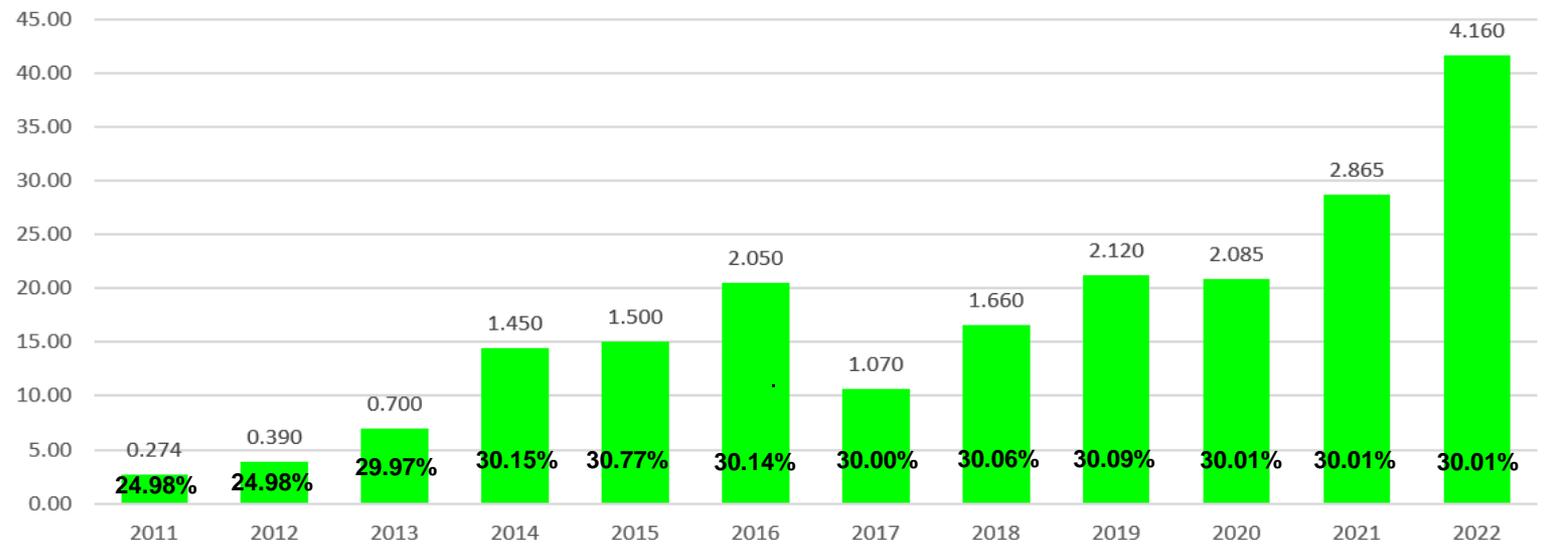
Net Interest Bearing Debt-to-Equity (x)





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

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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