



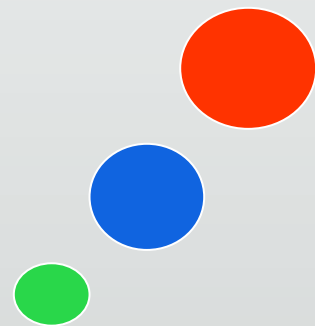
midi fresh

17 Tahun Melayani Konsumen Indonesia

17 Years of Serving Indonesian Customers with Excellence



PT MIDI UTAMA INDONESIA TBK UPDATES ON 9M 2025 RESULTS



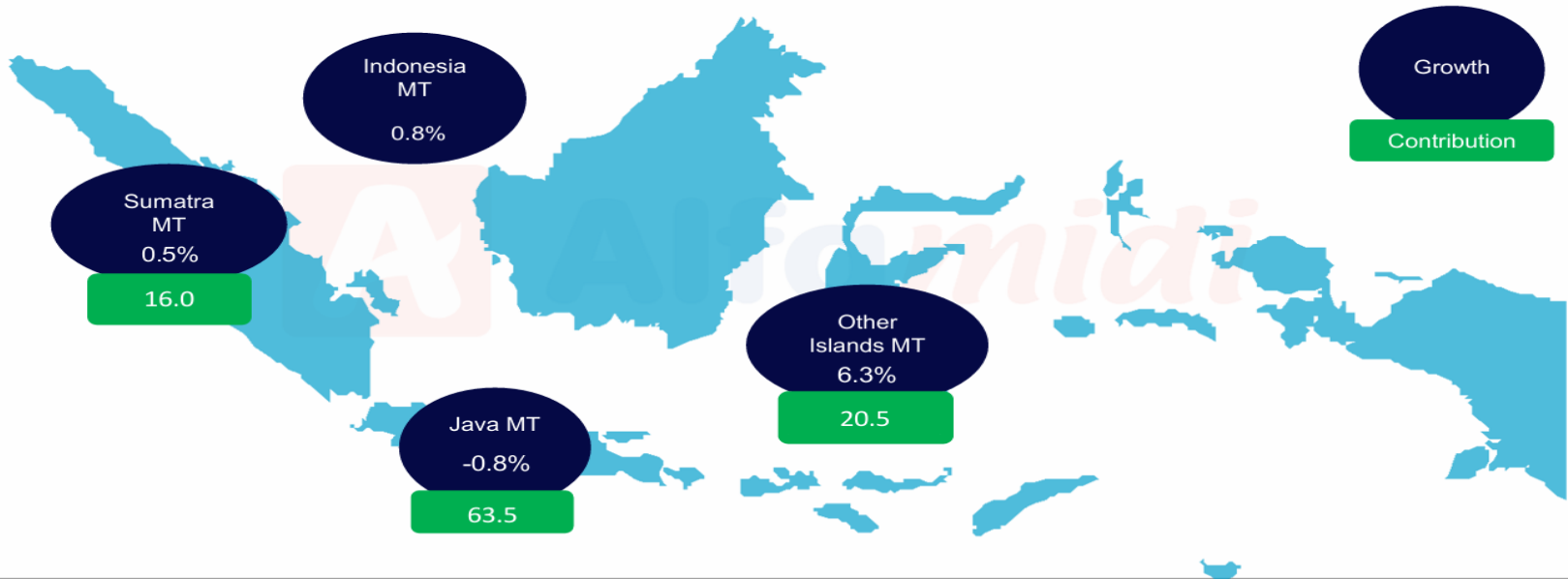
AGENDA

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

Indonesia Modern Trade (MT) Growth by Region

Other Islands driven Indonesia MT

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





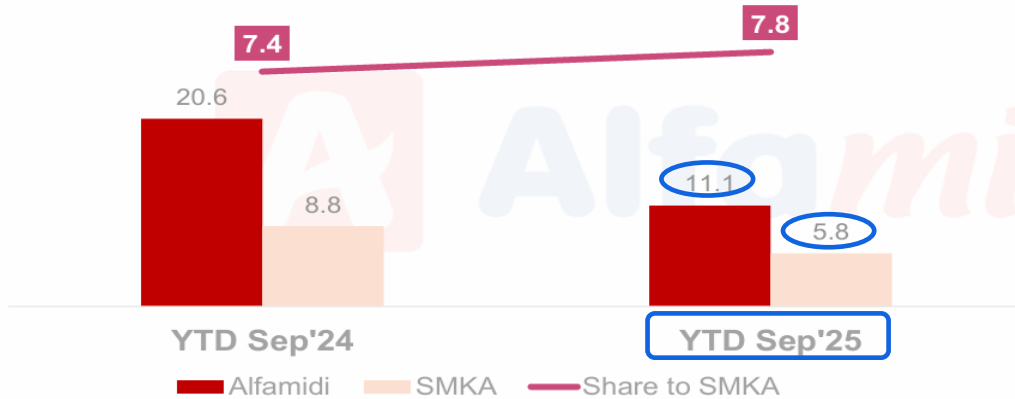
Market Snapshot from NielsenIQ for YTD Sep 2025



Scantrack

Total Business Unit Performance

Performance Exceeds Market with Double-Digit Growth and 0.4% Share Gain in SMKA



Alfamidi Landscape YTD Sep'25

Value Growth% vs YA

11.8

-1.2

Mini Format Super Format

Value Contributions

95.2%

4.8%

Mini Format Super Format

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



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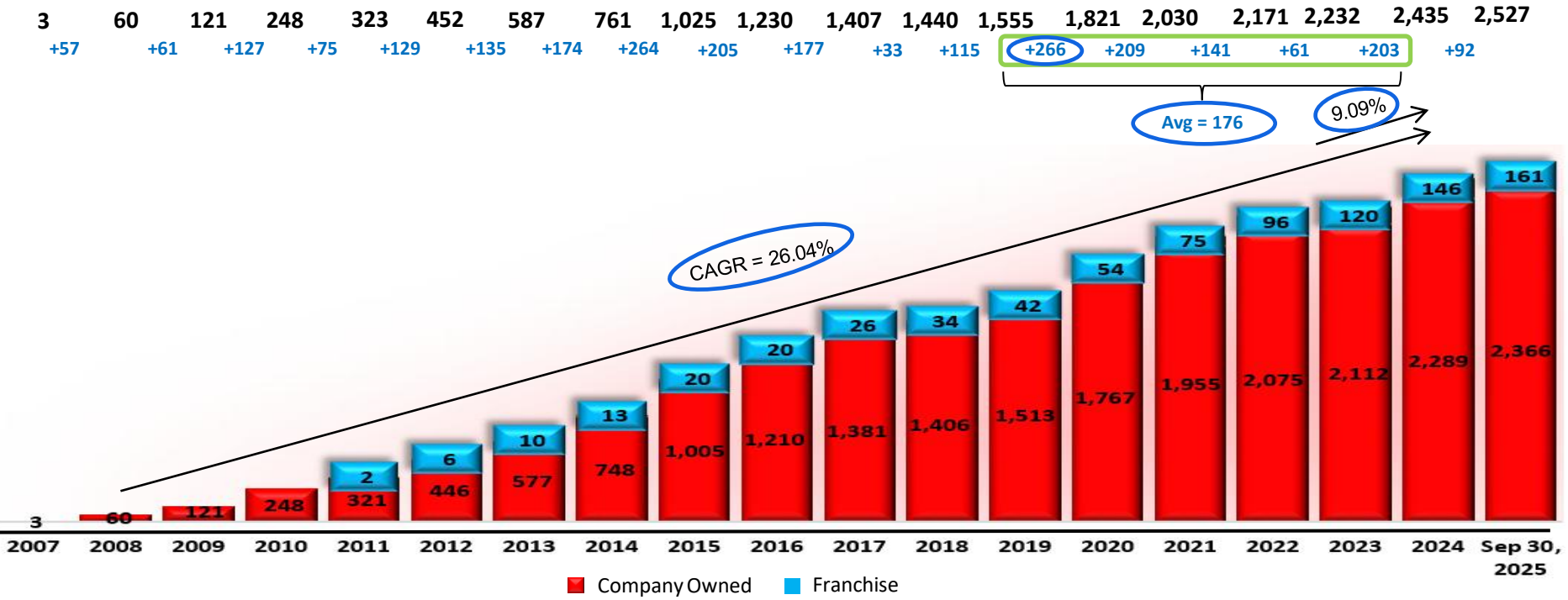
Net Stores Addition and Total Number of Stores

- Net stores addition for YTD Sep 2025 = 92 stores, with details as follows:
 - Alfamidi : 80 stores;
 - Alfamidi super : 13 stores;
 - Midi fresh : (1) stores;
- Total number of stores as of Sep 30, 2025 = 2,527 stores, with details as follows:
 - Alfamidi : 2,448 stores;
 - Alfamidi super : 75 stores;
 - Midi fresh : 4 stores;



Stores Growth

Company Owned & Franchise Stores (All Formats excluding Lawson)

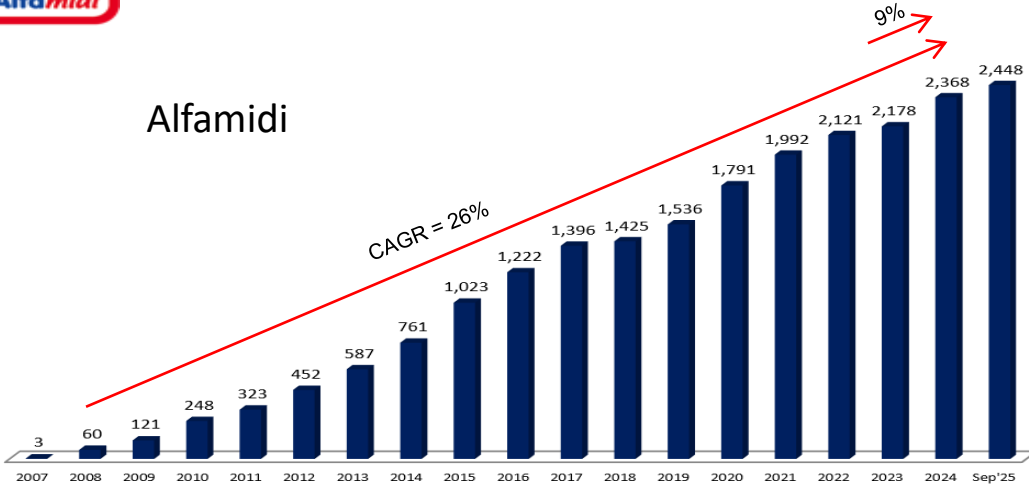


- As of Sep 30, 2025, the number franchise stores is equivalent to 6.4% of total consolidated stores.
- The total number of new stores opened (all formats) in 2020, amounting to 266 stores, was the highest since establishment.
- In the last 5 years (2020-2024), the average number of new stores opened is 176 stores (all formats) per year.

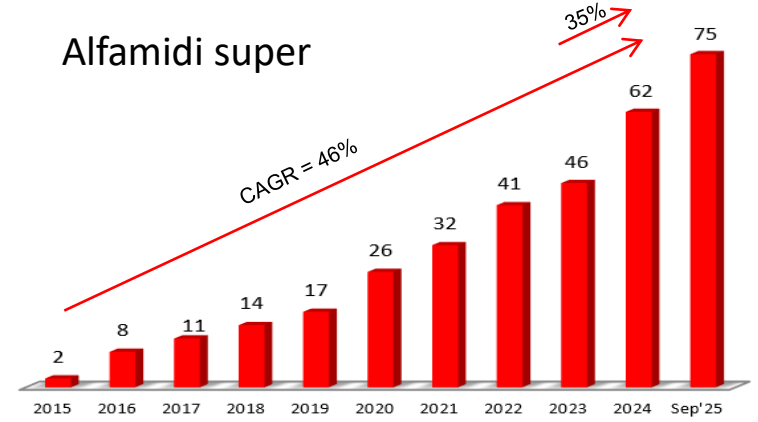


Stores Growth

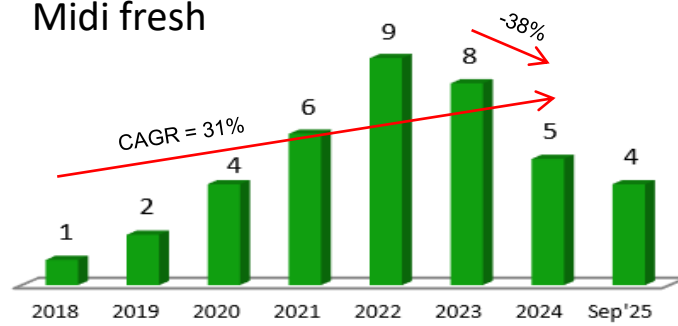
Alfamidi



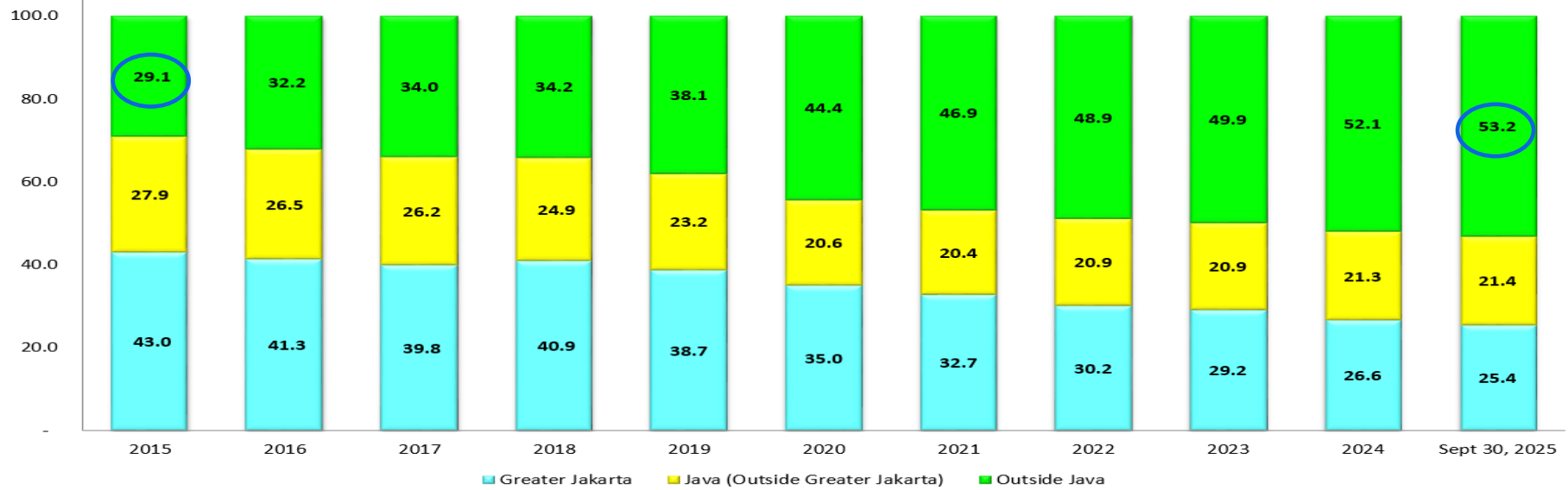
Alfamidi super



Midi fresh



Geographic Breakdown (%)

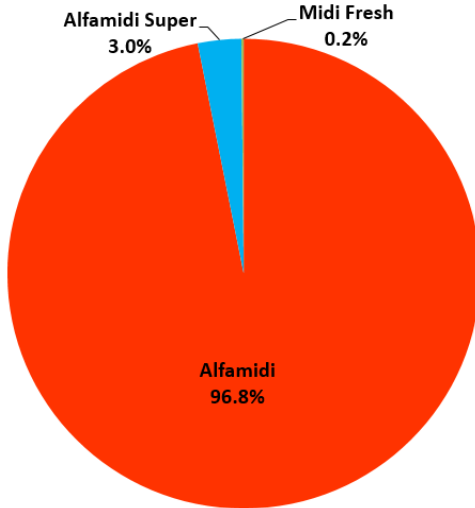


- Based on geographic breakdown, as of Sep 30, 2025, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 53.2%, 21.4% and 25.4%, respectively.
- The number of Alfamidi stores in outside Java island keeps increasing compared to Greater Jakarta and Java island (outside Greater Jakarta). It has been increased by **24.1%** from 29.1% in as of Dec 31, 2015 to 53.2% as of Sep 30, 2025.

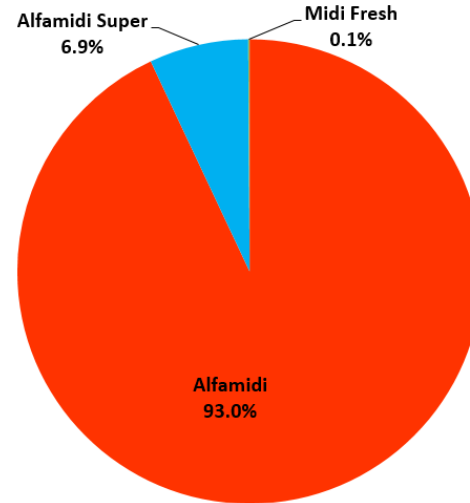


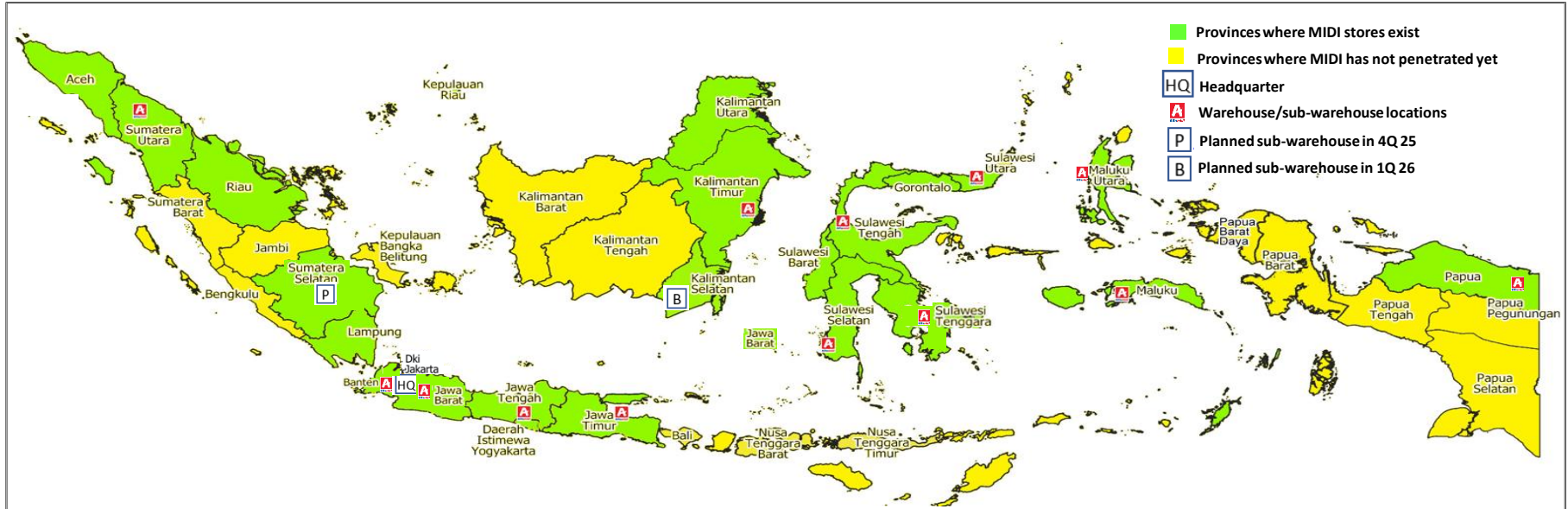
Stores Composition (By Store Format)

Number of Stores
As of Sep 30, 2025



Net Revenue
Ytd Sep 2025





- As of Sep 30, 2025, Alfamidi stores are supported by 11 warehouses and 2 sub-warehouses/depot, with the detail as follows:
2 warehouses in Greater Jakarta, 2 warehouses in Java island (outer Greater Jakarta) , 7 warehouses and 2 sub-warehouses/depot in outer Java island.
- During 9M 2025 Alfamidi has penetrated to 6 new cities/districts.
In total, Alfamidi has penetrated to 23 provinces of 38 provinces in Indonesia (61%) and 219 cities/districts of 358 cities/districts in those 23 provinces (61%).

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, Bibli Click&Collect, Shopee, Lazada, Bliblimart and Tokopedia.
- For YTD Sep 30, 2025, sales through online channel contributed 2.84% of total sales increased by 0.31% compared to 2.53% for YTD Dec 31, 2024.

To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during 9M 2025 are as follows:

CASHBACK UP TO 35K

Periode: Mulai 1 Januari 2025
Semarak Awal Tahun

#AlfamidiFavoritKeluarga
Setiap belanja minimal Rp 100.000* dan di dalamnya terdapat produk sponsor Semarak Awal Tahun atau House Brand/Private Label akan mendapatkan Voucher Cashback Up To Rp 35.000

Tebus Murah Alfamidi Facial Tissue 400g Rp 14.900

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 UNIVERSE

Periode: 01 Januari - 30 April 2025

Keberangkatan: 10 KEMBARA MULIA, 25 VOUCHER BELANJA, 100 VOUCHER BELANJA

3 Paket Family Trip UNIVERSAL STUDIO SINGAPORE

SERUNYA MUDIK 2025

PERIODE: 18 Januari s.d 18 Maret 2025

GRAND PRIZES: 10 KELUARGA SPESIAL, RIBUAN TIKET BUS, PULIHAN TIKET PESAWAT

GELED K GELEGAR HADIAH BECE

PERIODE: 18 APRIL - 31 MEI 2025
EDISI 08, PERIODE: 18 - 30 APRIL 2025

Hadiah: LOGAM MULIA 5g, LOGAM MULIA 25g, LOGAM MULIA 1g

RAIH MOBIL IMPIAN KELUARGA

PERIODE: 01 MEI - 31 AGUSTUS 2025
EDISI 12, PERIODE: 16 - 30 JUNI 2025

KUMPULKAN A-KOINNYA & DAPATKAN HADIAHNYA

GRAND PRIZE WULING BINGUO

CASH BACK UP TO 60K

Periode: Mulai 01 Juli 2025
EDISI 13, PERIODE: 1 - 15 JULI 2025

Setiap belanja minimal Rp 100.000* dan di dalamnya terdapat produk House Brand/Private Label akan mendapatkan Voucher Cashback Up To Rp 60.000

Familday FUN WALK 2025

PERIODE: 7 SEPTEMBER 2025
ANJUNGAN INKEX LOSARI PAKASSAN, SULAWESI SELATAN

GRAND PRIZE: 2 Unit Honda Beat Street

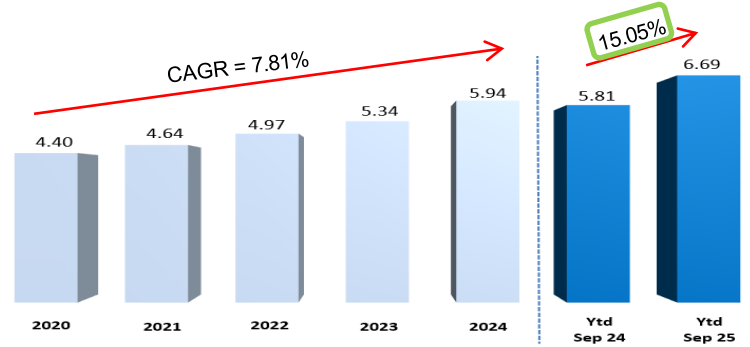
HARGA TIKET: Rp. 50.000



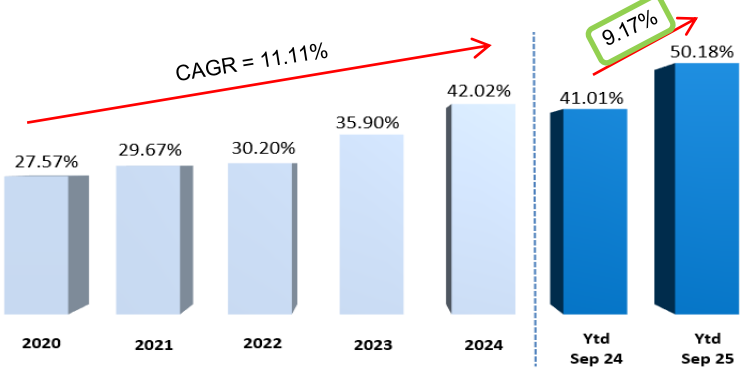
Customer Relationship Management (CRM)

Total Alfamidi Registered Member

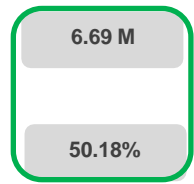
(in million)



% Sales contribution of member



Customer Loyalty Contribution



Total Alfamidi Registered Member Growth 15.05% (Ytd Sep-24 vs Ytd Sep-25)

% Sales contribution of member Growth 9.17% (Ytd Sep-24 vs Ytd Sep-25)

Presence on Social Media



Alfamidi Ku



Alfamidi



Alfamidi_ku



@Alfamidi_ku



@Alfamidi_ku

	FY 2024	Ytd Sep-25
Alfamidi Ku	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	114 K Followers
@Alfamidi_ku	508.8 K User	571 K User

REDUCING PLASTIC BAG USAGE

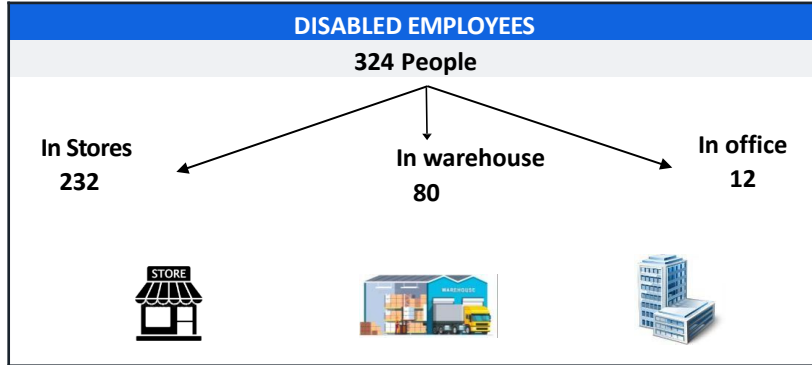
- Plastic bags usage was keep decreasing. It was decreased by 0.70% (YoY) from 23.22% for 9M 2024 to 22.52% for 9M 2025.
- We keep encouraging customers to use Go Green shopping bags.



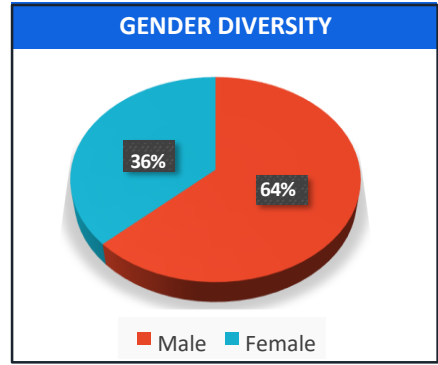
APPLICATION OF SOLAR PANEL

- In total, Company has installed solar panel in 8 owned-warehouses (2 in 9M 2025) and in 22 of Alfamidi super store (7 in 9M 2025).
- The installation of solar panels have reduced CO₂ emission by approximately 1,004 tons for 9M 2025.
- We plan to continue the installation of solar panel in 8 Alfamidi super stores in Q4 of 2025.





- ### 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. 3,300 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 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 mangrove planting.

Corporate Social Responsibility (CSR)

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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.

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.



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.

Awards in 9M 2025



Our online delivery platform, **MIDI Kriing** obtained 2025 TOP Indonesia Original Brand Award from SWA Magazine for category of Groceries Shopping App.



2025 Indonesia Brand Excellence in Customers Value Award from SWA Magazine Category Supermarket.



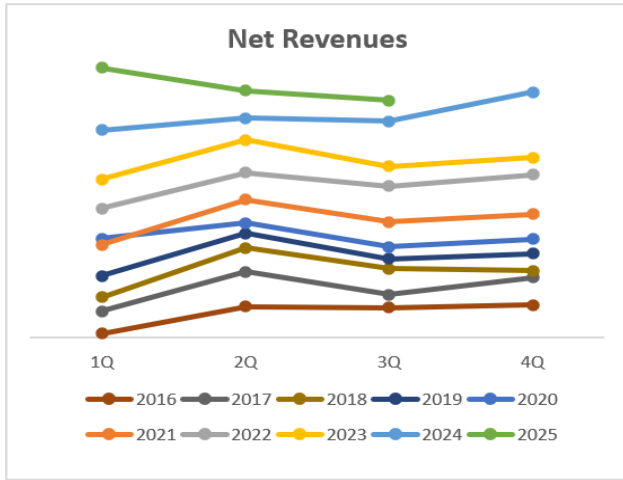
Indonesia Best Workplace Award 2025 for Empowering Employees through Inclusivity, Engagement, Development, and Comprehensive Support Programs (Human Capital), from Warta Ekonomi.

Financial Highlights





Financial Highlights YTD Sep 2025



Historically, in the last 10 years, net revenues in 3Q were always lower than 2Q. It is a normal cycle.

Statement of Profit or Loss	9M (in bn Rp)		
	9M 2024	9M 2025	YoY (%)
Net Revenue	14,686	15,275	4.01%
Gross Profit	3,907	3,946	1.01%
% GP	26.60%	25.84%	-0.77%
EBIT	457	603	32.02%
% EBIT	3.11%	3.95%	0.84%
Net Income	467	591	26.53%
% Net Income	3.18%	3.87%	0.69%

Note: Above figures for period of 9M 2024 are consolidated figures, which include the accounts of PT Lancar Wiguna Sejahtera, a subsidiary, which has been divested on May 14, 2025.

Additional Information (in bn Rp)

Period	2024	2025	YoY (%)
NPAT			
Q1	159	190	20.1%
Q2	166	200	20.5%
Q3	142	200	40.8%
Q4	80		
9M	467	591	26.5%
FY	546		

Shares of Loss of Subsidiary

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

NPAT Parent Only Excl. Subsidiary

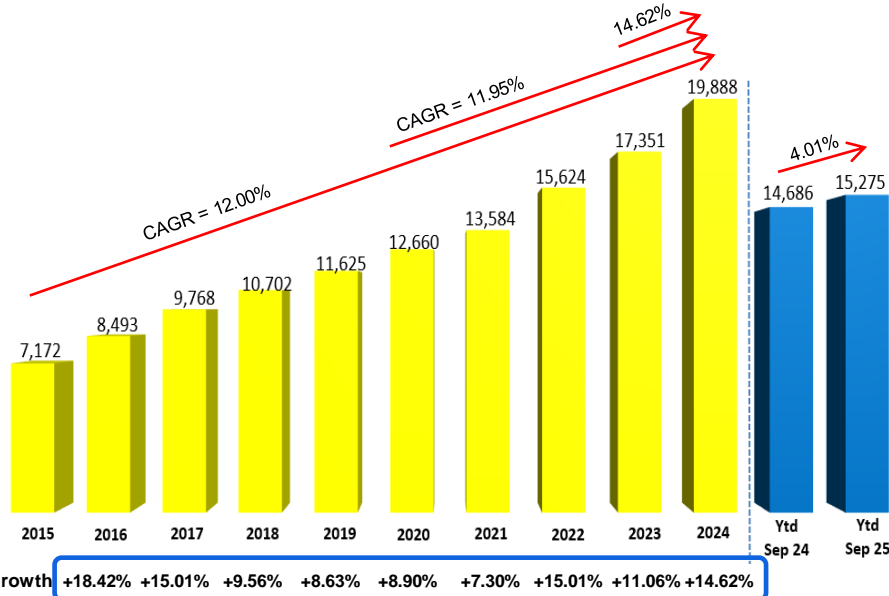
Q1	180	230	28.0%
Q2	194	206	6.2%
Q3	192	200	4.1%
Q4	145		
9M	567	637	12.4%
FY	712		

Statement of Profit or Loss	(in bn Rupiah)					(in bn Rupiah)		
	Quarterly					9M		
	3Q 2024	2Q 2025	3Q 2025	QoQ (%)	YoY (%)	9M 2024	9M 2025	YoY (%)
Parent Entity Only, excluding Subsidiary (Additional Information Only)								
SSSG% of Alfamidi	11.07%	-4.07%	-1.36%			10.11%	2.14%	
Net Revenue	4,633	5,038	4,905	-2.65%	5.87%	13,830	15,275	10.45%
Net Income	192	206	200	-3.00%	4.10%	567	637	12.42%
% Net Income	4.15%	4.10%	4.08%	-0.01%	-0.07%	4.10%	4.17%	0.07%

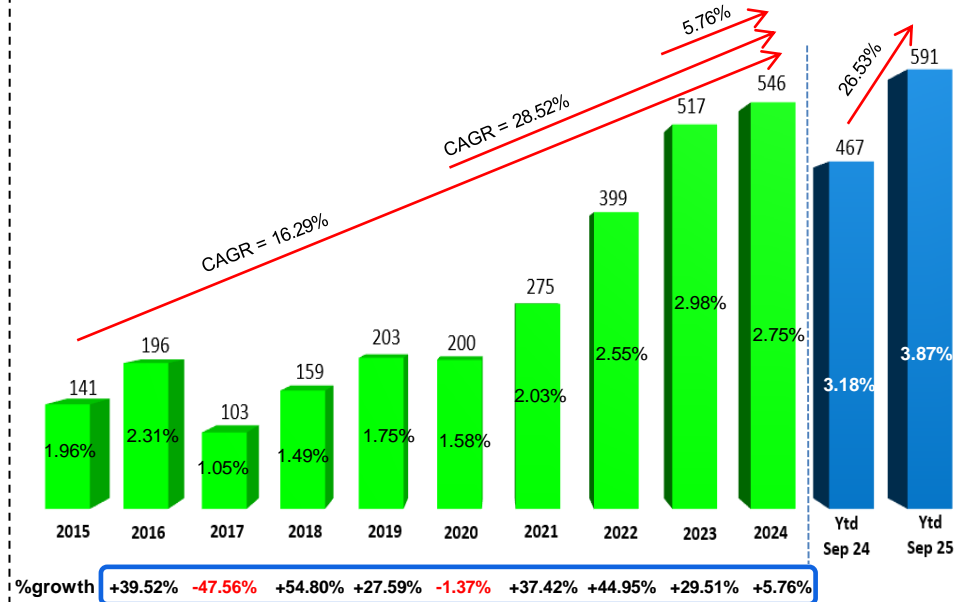


Statements of Income (YTD Sep 2025; in IDR Billion)

Net Revenues



NPAT and % of NPAT

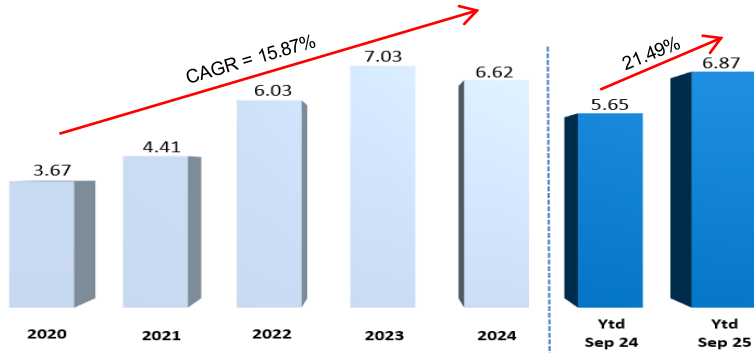


Note: Above revenues and NPAT figures for year 2018 - 2024 are consolidated figures, which include the accounts of LWS, a subsidiary, which has been divested on May 14, 2025.

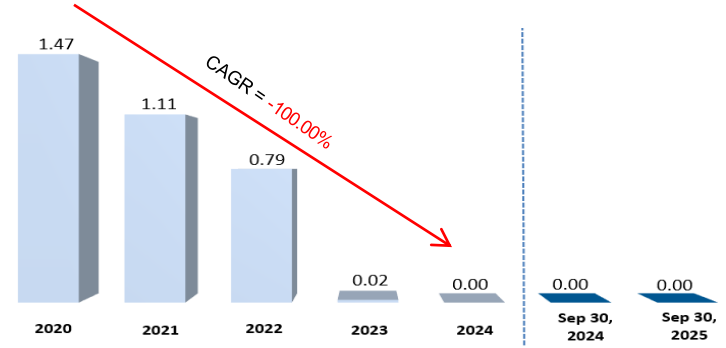


Return & Leverage (YTD Sep 2025)

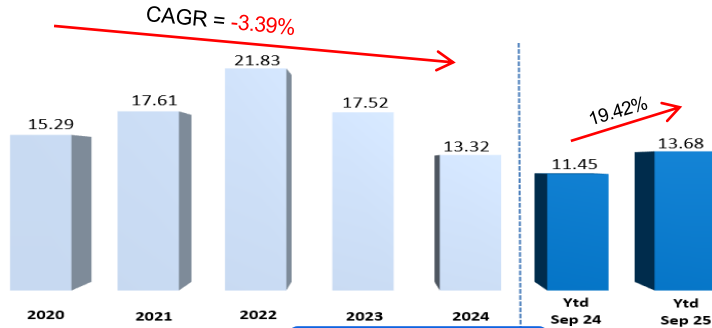
ROAA (%)



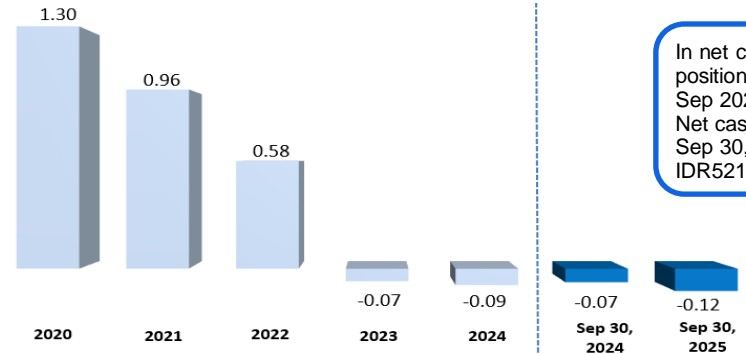
Gross Interest Bearing Debt-to-Equity (x)



ROAE (%)



Net Interest Bearing Debt-to-Equity (x)



In net cash position since Sep 2023.
Net cash as of Sep 30, 2025 = IDR521bn

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

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