



midi fresh



PT MIDI UTAMA INDONESIA TBK UPDATES ON 9M 2024 RESULTS

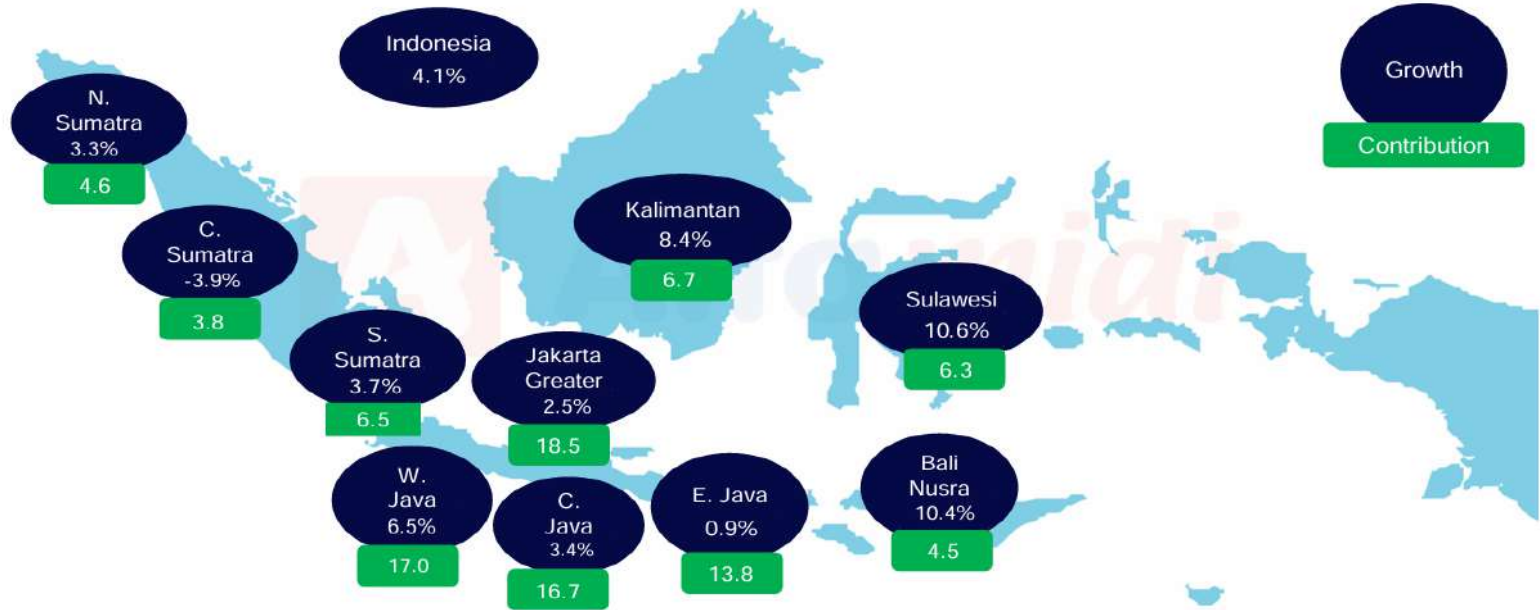


AGENDA

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

All regions growing, except Central Sumatra

Indonesia Total Groceries | Total FMCG 68 Categories | YTD Sep'24 vs YTD Sep'23



NIQ

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Source: NIQ (Nielsen IQ)

Indonesia Modern Trade (MT) Growth by Region

All Regions MT growth exceed overall Indonesia MT, except Java MT

Total Indonesia Modern Trade | Total FMCG 68 Categories | YTD Sep'24 vs YTD Sep'23

Retail Audit



NIQ

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Source: NIQ (Nielsen IQ)

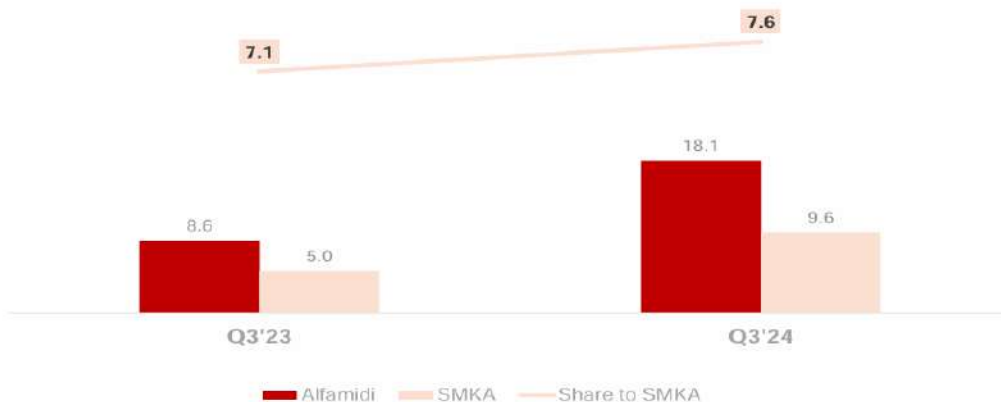


Market Snapshot from NielsenIQ for Q3 2024



We continue to grow significantly better than the market, and our market share has increased

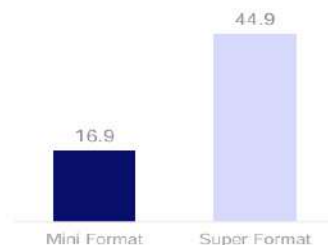
Strong performance fueled by our Super Format



Alfamidi vs SMKA | Total Business Unit | Value Growth vs YA – Market Share to SMKA | Q3'23 – Q3'24

Alfamidi Landscape Q3'2024

Value Growth vs YA



Value Contributions



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Source: NIQ (Nielsen IQ)

Note: SMKA = Supermarket and Minimarket Key Accounts; YA = Year Ago/Last Year



Financial Highlights

Ytd Sep 2024





Financial Highlights YTD Sep 2024

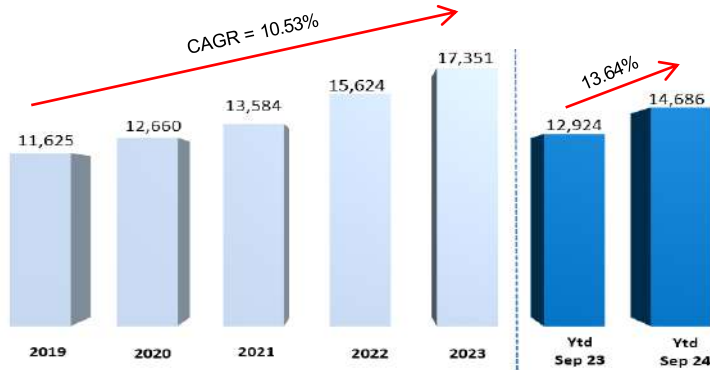
(in billion Rupiah)

Statement of Profit and Loss	9M			Quarterly				
	9M 2023	9M 2024	YoY (%)	3Q 2023	1Q 2024	2Q 2024	3Q 2024	YoY (%)
Consolidated								
Net Revenue	12,924	14,686	13.64%	4,276	4,794	4,991	4,902	14.64%
Gross Profit	3,365	3,907	16.11%	1,121	1,268	1,328	1,311	16.89%
% GP	26.04%	26.60%	0.57%	26.23%	26.45%	26.61%	26.74%	0.51%
EBIT	342	457	33.47%	78	153	170	134	71.43%
% EBIT	2.65%	3.11%	0.46%	1.83%	3.19%	3.40%	2.74%	0.91%
Net Income	391	467	19.55%	131	159	166	142	8.29%
% Net Income	3.02%	3.18%	0.16%	3.07%	3.31%	3.33%	2.90%	-0.17%
Parent Entity Only (Additional Information)								
SSSG% of Alfamidi	6.14%	10.11%		3.99%	13.67%	6.10%	11.07%	
EBIT	426	614	43.98%	128	198	210	206	60.99%
% EBIT	3.46%	4.44%	0.98%	3.17%	4.37%	4.49%	4.46%	1.29%
Net Income	389	567	45.69%	134	180	194	192	43.74%
% Net Income	3.16%	4.10%	0.94%	3.31%	3.98%	4.16%	4.15%	0.84%

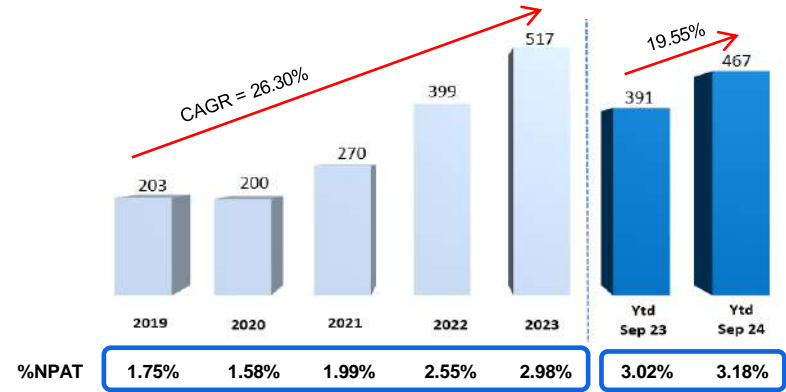


Consolidated Statement of Income (YTD Sep 2024; in IDR Billion)

REVENUE



Income for the year attributable to owners of the parent company

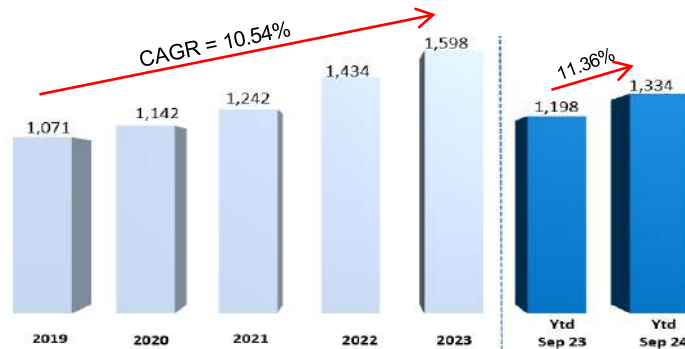


%NPAT

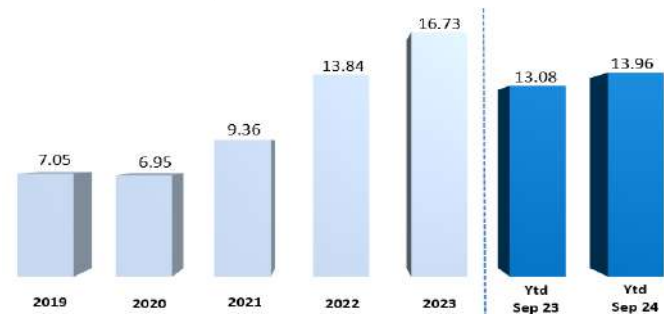
1.75% 1.58% 1.99% 2.55% 2.98%

3.02% 3.18%

EBITDA



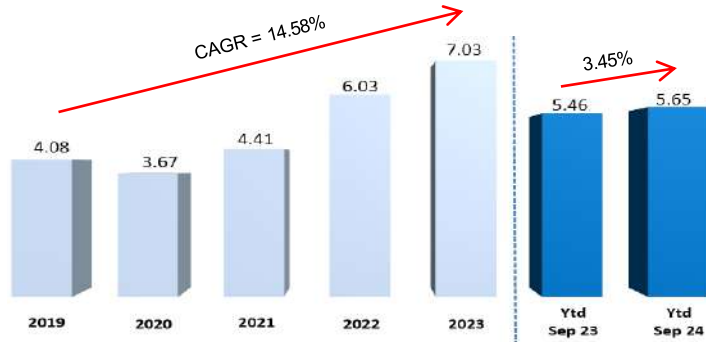
Earnings Per Share (Full Amount)



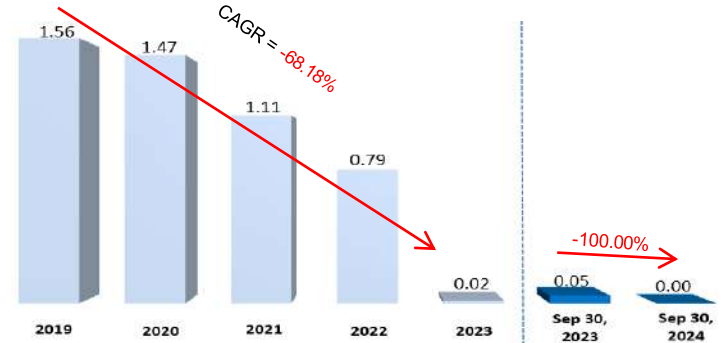


Return & Leverage (YTD Sep 2024)

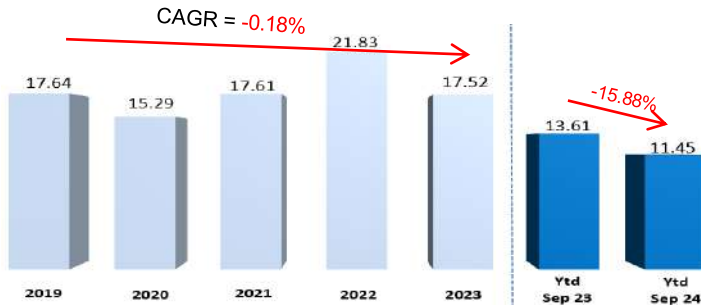
ROAA (%)



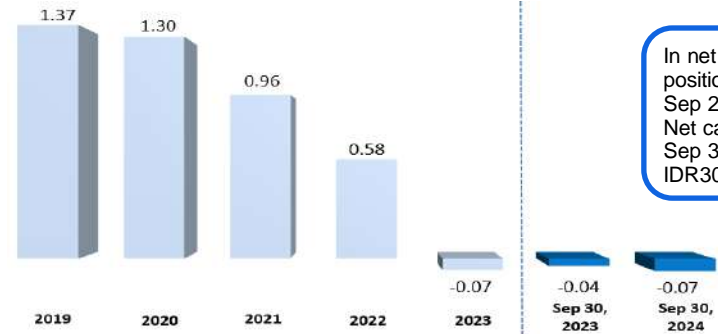
Gross Interest Bearing Debt-to-Equity (x)



ROAE (%)



Net Interest Bearing Debt-to-Equity (x)



In net cash position since Sep 2023.
 Net cash as of Sep 30, 2024 = IDR308bn

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



Operational Performance Ytd Sep 2024





Net Stores Addition and Total Number of Stores

- Net stores addition YTD Sep 2024 = 50 stores, with details as follows:

Alfamidi	: 123 stores;	} 129 stores;
Alfamidi Super	: 9 stores;	
Midi fresh	: (3) stores;	

Lawson : (79) stores, with details as follows:

- stand alone format → opened 63, closed 57, net = +6;
- store-in store format → opened 20, closed 105, net = (85).

- Total number of stores as of Sep 30, 2024 = 2,956 stores, with details as follows:

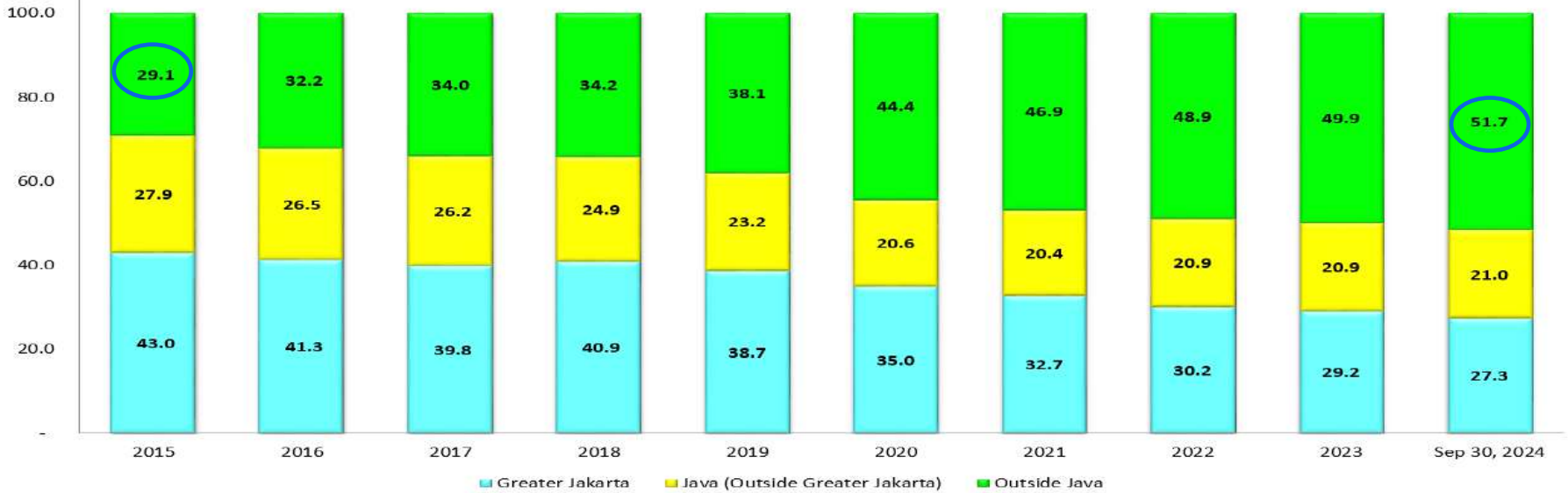
Alfamidi	: 2,301 stores;	} 2,361 stores; We have installed Ja~di booth in 18 stores.
Alfamidi Super	: 55 stores;	
Midi fresh	: 5 stores;	

Lawson : 595 stores (consists of 375 stand alone format and 220 store-in-store format)



Stores Composition

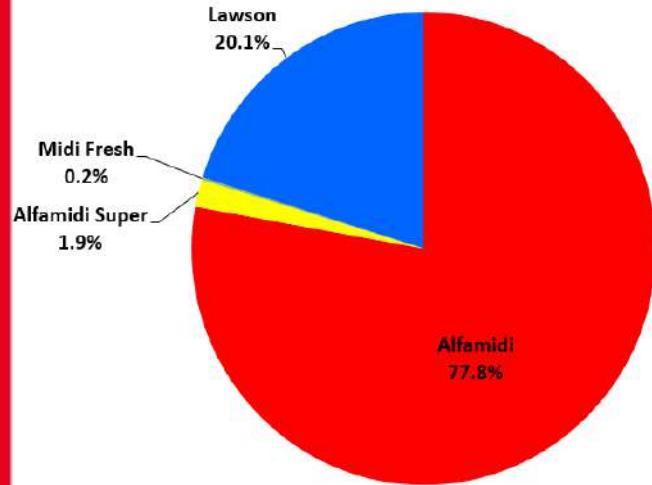
Geographic Breakdown - Exclude Lawson (%)



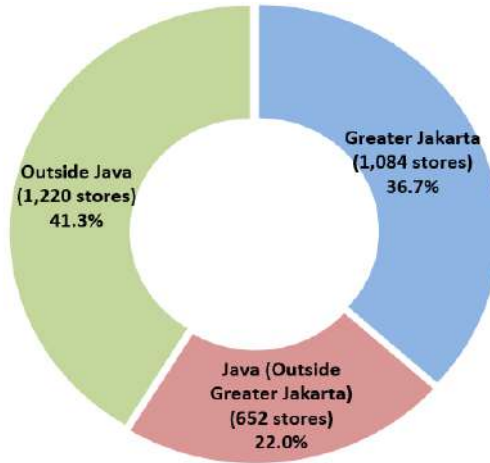
- Based on geographic breakdown, as of Sep 30, 2024, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 51.7%, 21.0% and 27.3%, respectively. The number of Alfamidi stores in outside Java island keeps increasing compared to Greater Jakarta and Java island (outside Greater Jakarta). It has been increased by 22.6% from 29.1% in as of Dec 31, 2015 to 51.7% as of Sep 30, 2024.
- Meanwhile, for Lawson, still concentrating the expansion in Java island, 74% in Greater Jakarta and 26% in Java island (outside Greater Jakarta).

Stores Composition

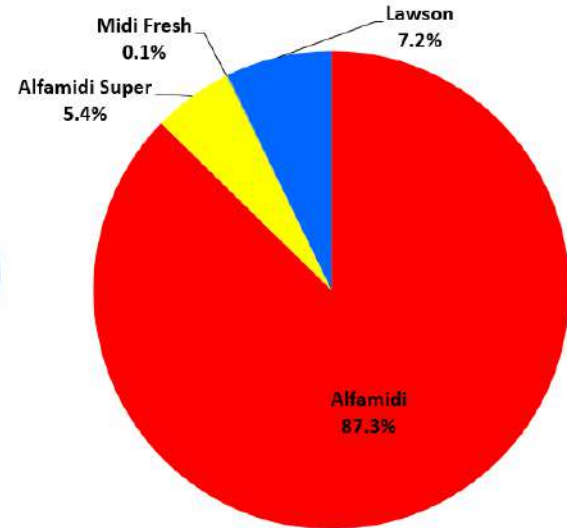
**Number of Stores
(By Store Format)**
As of Sep 30, 2024



**Number of Stores
(All Formats incl. Lawson;
By Geographic Location)**
As of Sep 30, 2024



**Net Revenue
(By Store Format)**
Ytd Sep 2024





To fulfill customers' demand and need, we have expanded further the fresh food category by launching a pilot project named **Ja-di** in August 2024.

Ja-di stands for *Jajan di Alfamidi* (in Indonesian), which means *snacking at Alfamidi* (in English).

Ja-di is focusing on mixed fruits juice and vegetables juice, ice cream (both in scoop and cone) and added with several Ready-to-Drink (RTD) products and local snacks as complements.

The operation of **Ja-di** is handled by the store's employees of Alfamidi. Hence, we expect the efficiency and productivity will be improved as well.

We shall review any input obtained from customers and execute necessary improvements required on this pilot project.

This is one of our initiatives and innovations to further improve the sales, margin and at the end, the profitability of Alfamidi.

As an initial target, we plan to open 50 booths of **Ja-di** inside Alfamidi stores until year-end.

Once it has been proven as a profitable business model, we shall roll out massively in other selected potential Alfamidi stores.



As of Sep 30, 2024

- Alfamidi stores are supported by 11 warehouses, with the detail as follows:
2 warehouses in Greater Jakarta, 2 warehouses in Java island (outside Greater Jakarta) and 7 warehouses in outside Java island.
- In 9M 2024 Alfamidi has penetrated to 2 new provinces (1 in Q2 and 1 in Q3) and 11 new cities/districts (5 in Q1, 2 in Q2 and 4 in Q3). In total, Alfamidi has penetrated to 22 provinces of 38 provinces in Indonesia (58%) and 204 cities/districts of 345 cities/districts in those 22 provinces (59%). We are planning to penetrate to 1 additional province in Q4 2024.

Online Channel

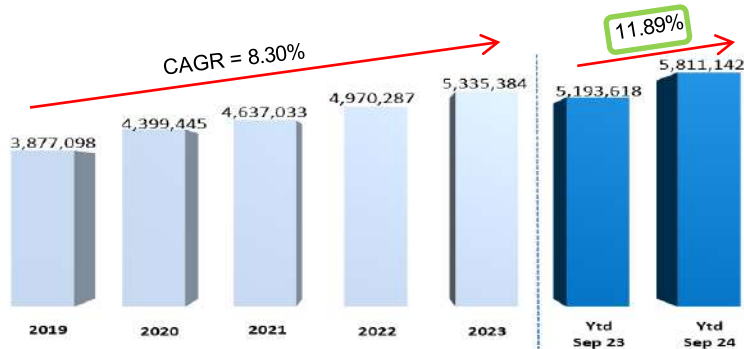


- To fulfill customers' need, besides through physical stores (offline channel), the Company does have online channel as well, through app of **Midi Kriing**, which is available on platform of Google Playstore and Appstore. The order will be delivered to customers without delivery fee (**free delivery**) 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, BibliMart, Tokopedia dan Bukalapak.
- For YTD Sep 30, 2024, sales through online channel contributed 2.32% of total sales, increased by 0.47% compared to 1.85% for YTD Dec 31, 2023.

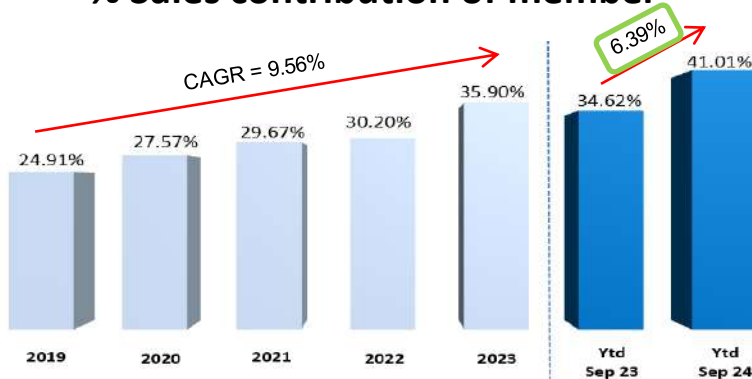


Customer Relationship Management (CRM)

Total Alfamidi Registered Member



% Sales contribution of member



Customer Loyalty Contribution

5.81 M

Total Alfamidi Registered Member
Growth 11.89% (Ytd Sep-23 vs Ytd Sep-24)

41.01%

% Sales contribution of member
Growth 6.39% (Ytd Sep-23 vs Ytd Sep-24)

Presence on Social Media



Alfamidi Ku

FY 2023

Ytd Sep-24

1.3 M User

1.3 M User



Alfamidi

1 M User

1 M User



Alfamidi_ku

1 M User

1.1 M User



@Alfamidi_ku

123 K Followers

123 K Followers



@Alfamidi_ku

263.8 K User

426.7 K User



REDUCING PLASTIC BAG USAGE

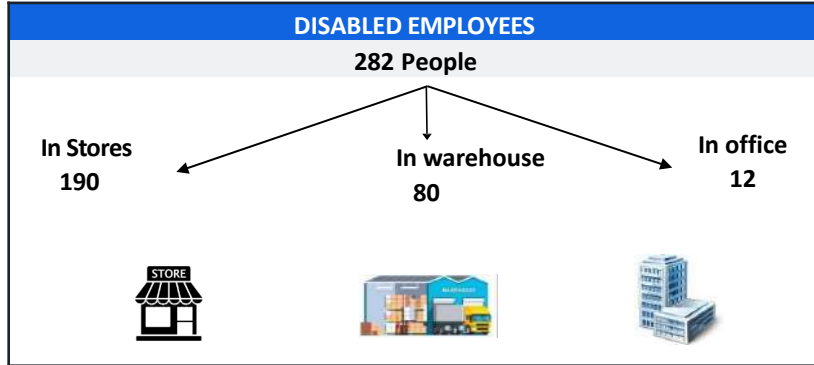
- Plastic bags usage was keep decreasing. It was decreased by 4.37% (YoY) from 27.59% for 9M 2023 to 23.22% for 9M 2024.
- We keep encouraging customers to use Go Green shopping bags.



APPLICATION OF SOLAR PANEL

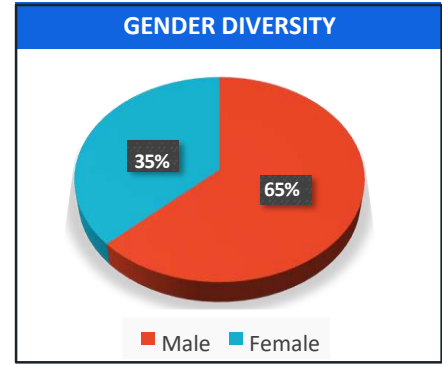
- Company has installed solar panel in 2 owned-warehouses (in branch Palu, Central Sulawesi and branch Boyolali, Central Java).
- Company also has installed solar panel in 3 of Alfamidi super store.
- The installation of solar panels have reduced CO₂ emission by approximately 249.76 tons for YTD Sep 2024.
- We plan to continue the installation of solar panel in 6 other owned-warehouses and 9 Alfamidi super stores within this year.





DEVELOPING SMEs (LOCAL ITEM)

- Developing local Small and Medium-sized Entrepreneurs (SMEs) to sell their local products in Alfamidi stores. Currently, approx. 270 SMEs.
- Giving opportunities to SMEs to sell their F&B products in store parking space as tenants. Currently, approx. 3,000 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 2024 are as follows:



Donation to natural disaster victims



Participate in effort to prevent stunting.



Empowerment of Micro, Small and Medium Entrepreneurs.



Blood donation



Free health check for people surrounding stores.



In supporting Indonesian education, the Company collaborates with several vocational schools by providing Alfamidi Class and Teaching Programs in those vocational schools.

Corporate Social Responsibility (CSR)

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Several CSR activities carried out during 2024 are as follows:



Carried out fogging and spraying to prevent the spread of dengue fever and malaria caused by mosquitoes.



Carried out training on recycling of organic waste and making eco enzymes.



To preserve nature, we participated in activities of cleaning the beach side from the garbage waste and trees planting. To celebrate Alfamidi 17th Anniversary, we have planted 19,730 trees across Indonesia.

Awards in 2024



Work Safety and Health Award from Governor of Banten province for zero work accidents.



2024 Indonesia Human Capital Award from Warta Ekonomi as The Best Human Capital for Establishing Qualified Human Capital Through Employee Lifecycle Process for category of Retail.



Our online delivery platform, **MIDI Kriing** obtained 2024 TOP Indonesia Original Brand Award from SWA Magazine for category of Groceries Shopping App.



Award obtained from BPJS Ketenagakerjaan for the Company's active participation in providing opportunities, job employments and inclusivity for the disabled employees in Indonesia.

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Thank You!

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