



midi fresh



PT MIDI UTAMA INDONESIA TBK UPDATES ON 1H 2024 RESULTS





AGENDA

- ❖ Operational Performance Ytd Jun 2024
- ❖ Financial Highlights Ytd Jun 2024



Operational Performance Ytd Jun 2024





Net Stores Addition and Total Number of Stores

- Net stores addition YTD Jun 2024 = 97 stores, with details as follows:

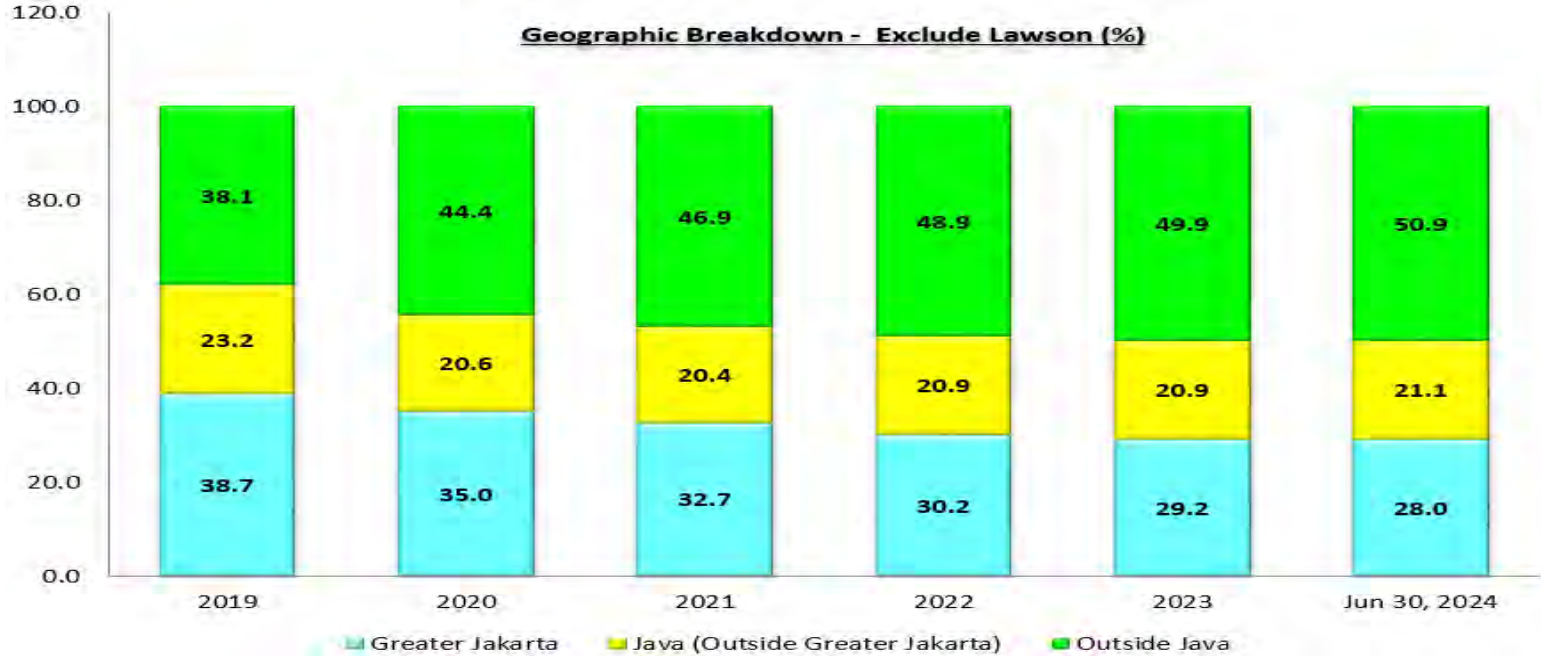
Alfamidi	: 71 stores;	} <i>75 stores</i>
Alfamidi Super	: 6 stores;	
Midi fresh	: (2) stores;	
Lawson	: 22 stores	

- Total number of stores as of Jun 30, 2024 = 3,003 stores, with details as follows:

Alfamidi	: 2,249 stores;	} <i>2,307 stores</i>
Alfamidi Super	: 52 stores;	
Midi fresh	: 6 stores;	
Lawson	: 696 stores	



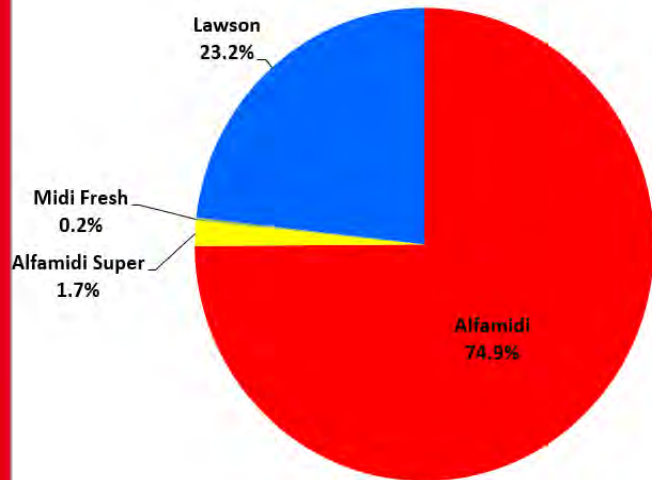
Stores Composition



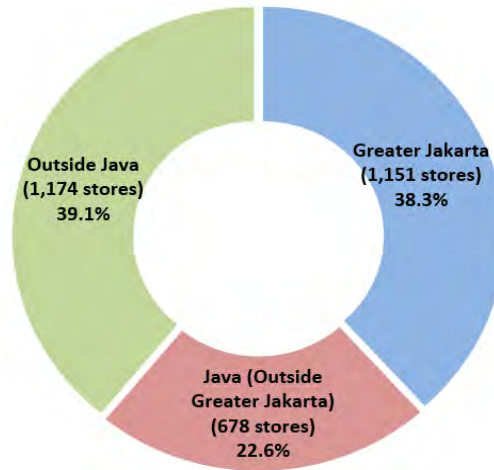
- Based on geographic breakdown, as of Jun 30, 2024, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 50.9%, 21.1% and 28.0%, respectively. The number of Alfamidi stores in outside Java island keeps increasing compared to Greater Jakarta and Java island (outside Greater Jakarta). It has been increased by 12.8% from 38.1% in as of Dec 31, 2019 to 50.9% as of Jun 30, 2024.
- Meanwhile, for Lawson, still concentrating the expansion in Java island, 72% in Greater Jakarta and 28% in Java island (outside Greater Jakarta).

Stores Composition

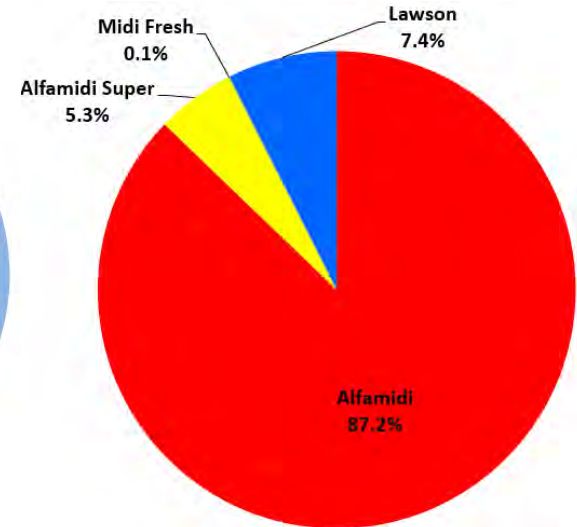
**Number of Stores
(By Store Format)**
As of Jun 30, 2024

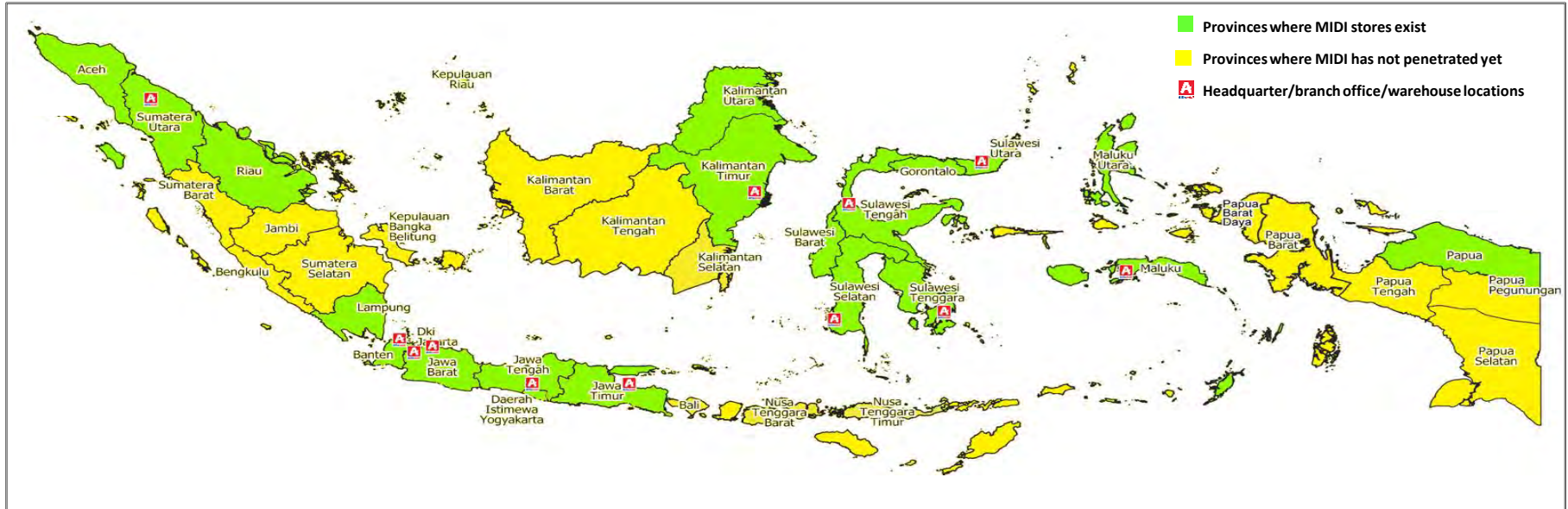


**Number of Stores
(All Formats incl. Lawson;
By Geographic Location)**
As of Jun 30, 2024



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





As of Jun 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 1H 2024 Alfamidi has penetrated to 1 new province (Q2 2024) and 7 new cities/districts (5 in Q1 and 2 in Q2). In total, Alfamidi has penetrated to 21 provinces of 38 provinces in Indonesia (55%) and 200 cities/districts of 345 cities/districts in those 21 provinces (58%). We are planning to penetrate to 2 additional provinces in 2H 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, Blibli Click&Collect, Shopee, Lazada, Bliblimart, Tokopedia dan Bukalapak.
- For YTD Jun 30, 2024, sales through online channel contributed 1.98% of total sales, increased by 0.13% compared to 1.85% for YTD Dec 31, 2023.

To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during 1H 2024 are as follows:

Alfamidi
Periode : Mulai 1 Januari 2024

SEMARAK AWAL TAHUN

CASHBACK UP TO 35K

*Syarat & Ketentuan Berlaku

www.alfamidiku.com | Alfamidi Ku | alfamidi_ku | alfamidi_ku | alfamidi_ku | 1500-828

PERIODE : 16 - 29 Februari 2024 | EDISI 04, PERIODE : 16 - 29 FEBRUARI 2024

TEBUS MURAH RP 14.900

Belanja minimal Rp 100.000* menggunakan member Alfamidi bisa Tebus Alfamidi Facial Tissue 400g dengan HARGA SPESIAL RP 14.900

*Kecuci Susu Bayi - 3tb, Rokok, Pulsa, Minyak Goreng Gula Pasir Bekas, Transaksi Poebase Dan Item Tebus Murah Tidak Berlaku di outlet

Alfamidi
Periode : 1 Februari - 30 Maret 2024

SERUNYA MUDIK 2024

5 Keluarga Spesial MUDIK EKSKLUSIF dengan Mudi & Supir Pemandu (Maksimal 4 orang)

GRAND PRIZES

Keberangkatan : Museum Purwa Bhakti Pertiwi TMIJum, 5 April 2024 | 06.00 - Selesai

1500 TIKET BUS Untuk 750 Pemenang

Surabaya - Yogyakarta Solo

SELAMAT MENUNAIKAN IBADAH PUASA RAMADHAN 1445 H | EDISI 06, PERIODE : 16 - 31 MARET 2024

Ramadhan BERKAH 2024

Beragam Kejutan Hadiah

Periode : 1 Maret - 15 April 2024

Uang Tunai 5jt, 10jt, 500rb

dan Ribuan Hadiah Menarik Lainnya

Cek Kotor Seruk Andat

Alfamidi

BAYAR TAGIHAN DI ALFAMIDI BISA BAWA PULANG MOTOR
(Layanan Multifinance & Public Utility)

1 HONDA BEAT

5 LOGAM MULIA @ 2GRAM

10 VOUCHER BELANJA @ Rp 1jt

30 VOUCHER BELANJA @ Rp 500rb

50 VOUCHER BELANJA @ Rp 200rb

20 VOUCHER BELANJA @ Rp 100rb

Alfamidi

PaHaLa PARADE HADIAH ALFAMIDI

2 Pemenang Honda Beat

2 Pemenang Umroh @ 1 Ret Umroh

11 Pemenang Logam Mulia @ 1 gram

10 VOUCHER BELANJA @ Rp 500rb

100 VOUCHER BELANJA @ Rp 50rb

Periode : 1 Juni - 31 Agustus 2024

Mekanisme:

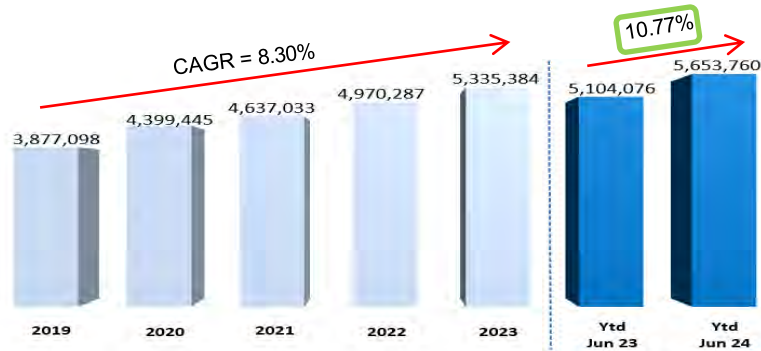
- Setiap belanja menggunakan kartu member alfamidi minimal Rp. 100.000 (tidak termasuk satu hari + 1 tahun, Pulsa, Duita Dan Stokasi Tersebut) akan mendapatkan 1.4 Koin.
- Setiap koin periode 12 A Koin akan mendapatkan 1 kesempatan mengikuti program Undian.
- Jumlah A Koin yang sudah didapat bisa di Share di aplikasi MudiKling.
- Berdasarkan proses pemilihan official di Toko dan di aplikasi MudiKling.
- Hadiah hadiah sebesar 25% ditanggung pemenang.
- Syarat & ketentuan berlaku.

MidiKling **Download Sekarang!**

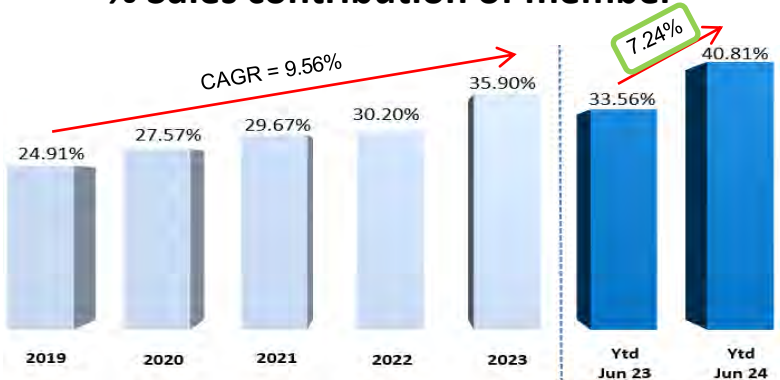


Customer Relationship Management (CRM)

Total Alfamidi Registered Member



% Sales contribution of member



Customer Loyalty Contribution

5.65 M

Total Alfamidi Registered Member
Growth 10.77% (Ytd Jun-23 vs Ytd Jun-24)

40.81%

% Sales contribution of member
Growth 7.24% (Ytd Jun-23 vs Ytd Jun-24)

Presence on Social Media



Alfamidi Ku

FY 2023

Ytd Jun-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

373.9 K User



REDUCING PLASTIC BAG USAGE

- Plastic bags usage was keep decreasing. It was decreased by 4.81% (YoY) from 28.57% for 6M 2023 to 23.76% for 6M 2024.
- We keep encouraging 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 and in branch Boyolali with a capacity of 207 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.
- Company also has installed solar panel in one of the store as a pilot project. It is located in Alfamidi super Suvarna, branch Bitung, Banten with a capacity of 74.25 Kwp.
- We shall continue the installation of solar panel in 6 other owned-warehouses and 13 Alfamidi super stores within this year.**



DISABLED EMPLOYEES



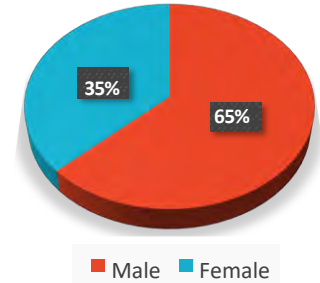
Total disable employees is amounted to 298 people, equivalent to 1.07% of total employees of Alfamidi as of Jun 30, 2024.

Minimum requirement based on Law No. 8 Year 2016 on People with Disabilities = 1%. MIDI has complied with this law.

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.

GENDER DIVERSITY



- 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'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.
- Support the government's program to prevent stunting by distributing nutritious food.



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 Krieng** obtained 2024 TOP Indonesia Original Brand Award from SWA Magazine for category of Groceries Shopping App.



Financial Highlights

Ytd Jun 2024





Financial Highlights YTD Jun 2024

(in billion Rupiah)

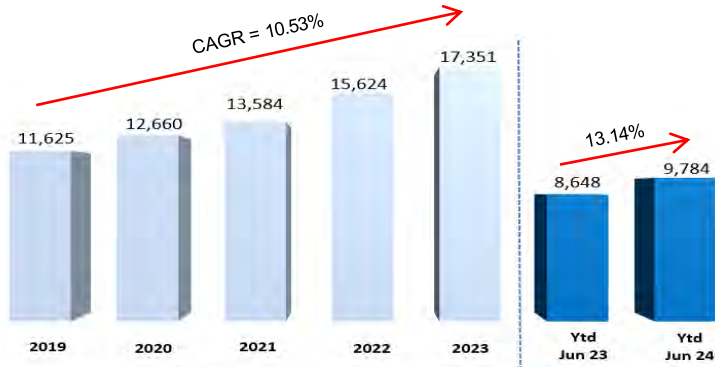
Consolidated Statement of Profit and Loss	Quarterly					1st Half		
	2Q 2023	1Q 2024	2Q 2024	QoQ (%)	YoY (%)	1H 2023	1H 2024	YoY (%)
Net Revenue	4,608	4,794	4,991	4.11%	8.31%	8,648	9,784	13.14%
Gross Profit	1,155	1,268	1,328	4.71%	14.94%	2,243	2,596	15.71%
GP %	25.07%	26.45%	26.61%	0.15%	1.54%	25.94%	26.53%	0.59%
EBIT margin	144	153	170	10.99%	17.55%	264	323	22.22%
EBIT margin %	3.14%	3.19%	3.40%	0.21%	0.27%	3.05%	3.30%	0.25%
Net Income	142	159	166	4.77%	17.20%	259	325	25.24%
Net Income margin %	3.08%	3.31%	3.33%	0.02%	0.25%	3.00%	3.32%	0.32%
SSSG% of Alfamidi	8.21%	13.67%	6.10%			7.24%	9.64%	

- Notes:**
- Revenue increased by 13.14% y-o-y and 4.11% q-o-q.
 - GP margin improved by 0.59% y-o-y and 0.15% q-o-q.
 - EBIT margin improved by 0.25% y-o-y and 0.21% q-o-q.
 - Net income attributable to owners of the parent company increased by 25.24% y-o-y from IDR 259.26 bn to IDR 324.70 bn.
 - % Net income margin attributable to owners of the parent company improved by 0.32% from 3.00% to 3.32% y-o-y.

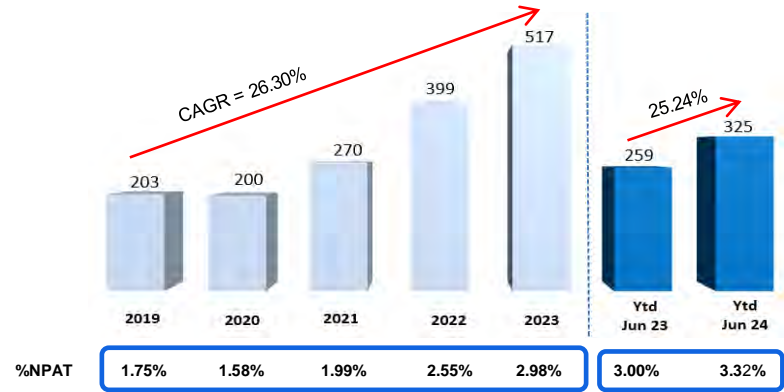


Consolidated Statement of Income (YTD Jun 2024; in IDR Billion)

REVENUE

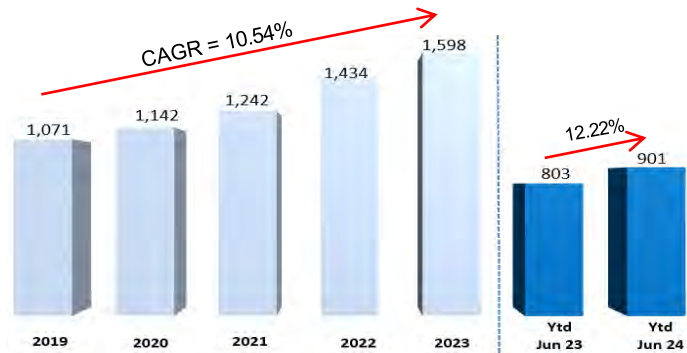


Income for the year attributable to owners of the parent company

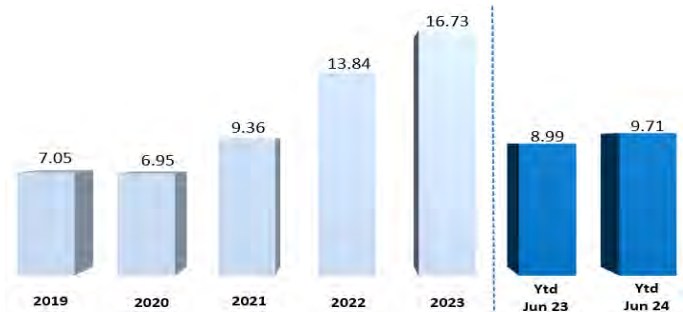


%NPAT	2019	2020	2021	2022	2023	Ytd Jun 23	Ytd Jun 24
	1.75%	1.58%	1.99%	2.55%	2.98%	3.00%	3.32%

EBITDA



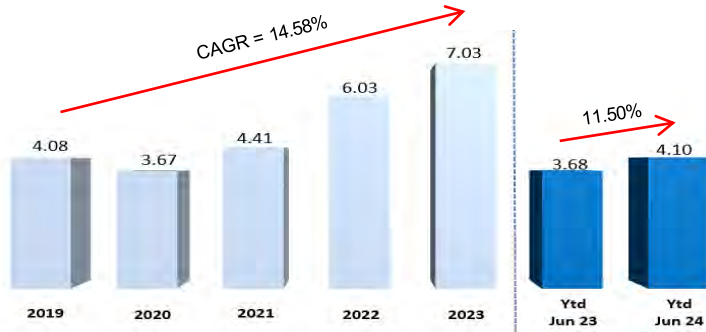
Earnings Per Share (Full Amount)



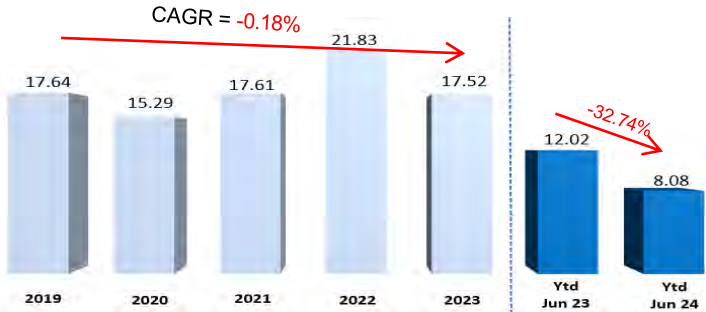


Return & Leverage (YTD Jun 2024)

ROAA (%)

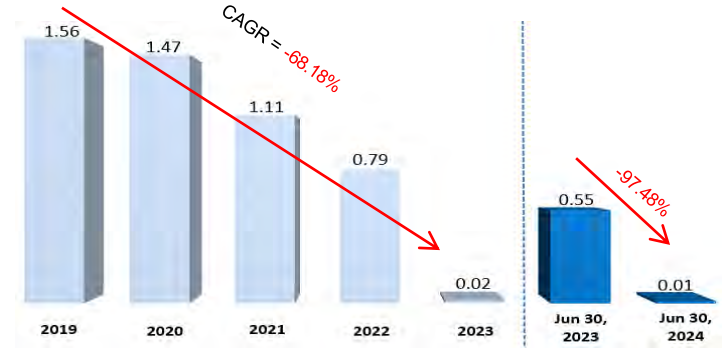


ROAE (%)

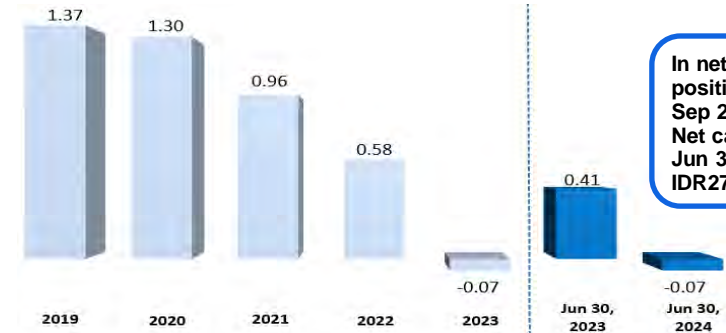


Decrease was due to pre-emptive right issuance in Jul 2023.

Gross Interest Bearing Debt-to-Equity (x)



Net Interest Bearing Debt-to-Equity (x)

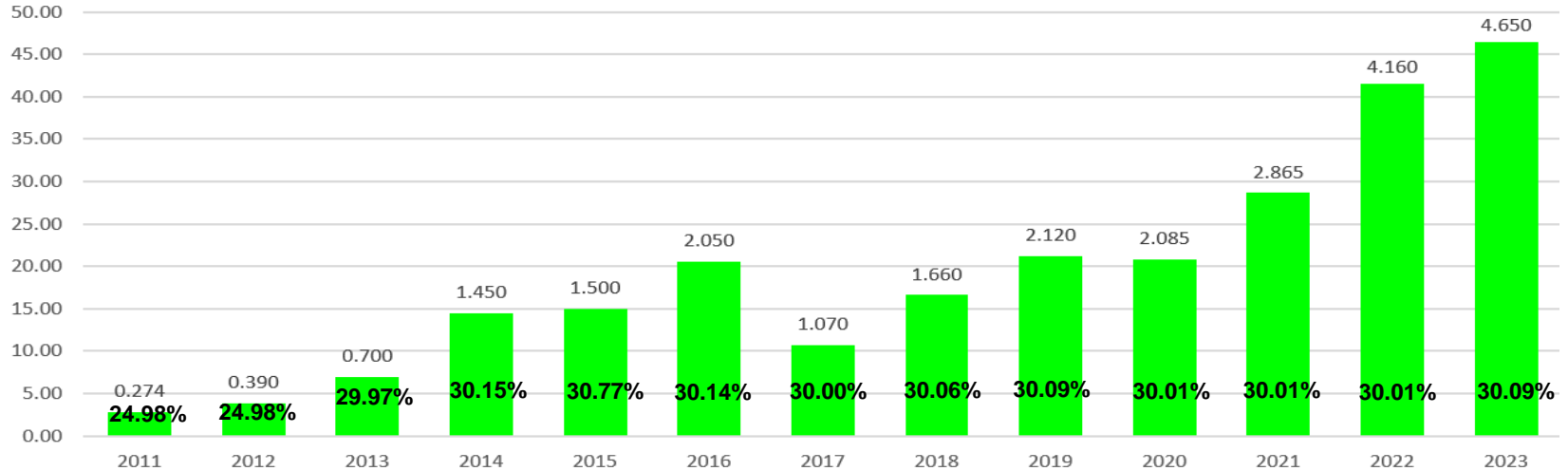


In net cash position since Sep 2023.
Net cash as of Jun 30, 2024 = IDR274bn



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
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

+42.3%	+79.5%	+107.1%	+3.4%	+36.7%	-47.8%	+55.1%	+27.7%	-1.7%	+37.4%	+45.2%	+29.7%
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- Since listed in the end of 2010, we have been consistently distributing dividend every year. The payout ratio is equivalent to 25% of in 2011-2012 and 30% since 2013.
- 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 2022.



Thank You!

t +62 21 8082 1618

f +62 21 8082 1628

PT MIDI UTAMA INDONESIA Tbk
Gedung Alfa Tower Lantai 12
Jl. Jalur Sutera Barat, Alam Sutera
Tangerang - Banten 15143

