

MATAHARI REPORTS GROSS SALES OF RP 2.1 TRILLION

Highlights :

- Q1 2021 gross sales was Rp 2,076 Billion, 23.6% below 2020 and 37.4% below 2019.
- Net revenue came in at Rp 1,162 Billion, 25.0% below 2020, and 39.7% below 2019.
- Net loss of Rp (95) Billion, similar to last year, vs net profit of Rp 143 Billion in Q1 2019

PT Matahari Department Store Tbk (“Matahari” or “the Company”; stock code: “LPPF”) reported gross sales of Rp 2.1 Trillion for the period ending 31 March 2021, 23.6% and 37.4% below the same period in 2020 and 2019, respectively. Net revenue at Rp 1.2 Trillion was 25.0% below 2020 and 39.7% below 2019.

Description	Actual Q1 2021	Variance	
		% of Q1 2020	% of Q1 2019
Gross Sales	2,076	-23.6%	-37.4%
Net Revenue	1,162	-25.0%	-39.7%
Net Loss	(95)	1.5%	-166.9%

Business in Q1 2021 was impacted by hard PSBB which was implemented until 8 February followed by Micro PPKM which is still on-going. The Company has started its seasonal campaign earlier to manage crowd safety and try to counter the uncertain environment particularly given the Mudik restriction.

The Company is closely monitoring its 23 watch list stores, and plans to close 13 stores this year. The balance of 10 watch list stores continue to be under review for the future. We are opening one new store in Balikpapan (East Kalimantan) in April 2021.

Niraj Jain, Chief Financial Officer of Matahari said, “We continue to trade in a tough macro environment. We are keeping a tight control on our operating cost as well as capital expenditure. We continue to receive support from our landlords as well as suppliers. We have renewed our Rp 1 Trillion bank facility and ended Q1 with Rp 480 Billion of outstanding bank loan. The Company continues to take a conservative stance given the continued highly uncertain environment.”



About Matahari

Matahari is the largest retail platform in Indonesia, with 147 stores in 76 cities across Indonesia as well as presence online on Matahari.com. For over 60 years, Matahari has provided the growing Indonesian middle class with quality, fashionable and affordable apparel, beauty and footwear products. Matahari employs around 40,000 employees (including consignment SPGs) and partners with around 400-500 local as well as international suppliers.

The Company has received many industry recognitions – nationally and internationally – including Top 500 Retail Asia Pacific from Retail Asia, Euromonitor & KPMG; Brand Asia 2018 – Top 3 Most Powerful Retail Brands in Indonesia from Nikkei BP Consulting, Inc. and WoW Brand Award 2019 – Gold Champion from MarkPlus Inc. The Company also received the Netizen’s Brand Choice Award 2018 from Warta Ekonomi. All of these awards reaffirm the Company’s position as one of the leading, most dynamic, and trusted companies in Indonesia.

For further information, please contact:

Corporate Communications / Investor Relations
PT Matahari Department Store Tbk
Tel: (62 21) 547 5333
E-mail: corp.comm@matahari.co.id, ir@matahari.co.id



www.matahari.co.id



Matahari



@matahari



MATAHARI



@gayamatahari

This press release has been prepared by PT Matahari Department Store Tbk (“LPPF”) and is circulated for the purpose of general information only. It is not intended for any specific person or purpose and does not constitute a recommendation regarding the securities of LPPF. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this release constitute our judgment as of this date and are subject to change without prior notice. LPPF disclaims any responsibility or liability whatsoever arising which may be brought against or suffered by any person as a result of reliance upon the whole or any part of the contents of this press release and neither LPPF nor any of its affiliated companies and their respective employees and agents accepts liability for any errors, omissions, negligent or otherwise, in this press release and any inaccuracy herein or omission here from which might otherwise arise.

Forward-Looking Statements

Certain statements in this release are or may be forward- looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions in Indonesia; the state of the property industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; the anticipated demand and selling prices for our developments and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in operation expenses, including employee wages, benefits and training, governmental and public policy changes; our ability to be and remain competitive; our financial condition, business strategy as well as the plans and objectives of our management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although we believe that the expectations of our management as reflected by such forward-looking statements are reasonable based on information currently available to us, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date hereof, and we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.