

Matahari Reports Gross Sales of IDR 2.7 Trillion

Highlights :

- Sales in Q1 2023 were IDR 2.7 Trillion, growing by 14.2%. SSSG was 10.4%
- Gross Margin of the Q1 2023 was 35.4% vs 35.5% in Q1 2022, mainly due to mix shift
- EBITDA for Q1 2023 was IDR 234 Billion, reflecting normalizing retail rent and minimum wage growth
- The opening of 7 new stores before Lebaran has been completed with significant investment within the quarter
- Active Loyalty base growing 7.6 Million, contributing to 81.7% of total sales, giving a broader opportunity across 2023 for well-segmented communication
- Strengthening customer proposition online with strong marketplace growth and range expansion on Matahari.com, delivering strong digital revenue growth
- Seasonal merchandising drive is now underway with well-prepared ranges, investment in staffing from both Matahari and its vendors and a full marketing program across March and April 2023.

Matahari ("the Company"; stock code: "LPPF") posted Gross Sales of IDR 2.7 Trillion, reflecting a 14.2% year-on-year growth in the first quarter of 2023. EBITDA was IDR 234 Billion, reflecting normalizing rental costs and minimum wage impact.

(in Billion Rupiah)

Description	Q1 2023	Variance
		of Q1 2022
Gross Sales	2,746	14.2%
Net Revenue	1,443	12.1%
EBITDA	234	-6.8%

Year to date, the Company managed to open 7 new stores before Lebaran in Bekasi, Cikarang, two stores in Semarang, Sleman, Balikpapan, and Bali. Matahari is on track to open 12-15 new stores in 2023. These new stores will also assist the results for Lebaran 2023 in an enlarged store portfolio comprised of 155 stores as of today.

On 29 March 2023, the Annual General Meeting of Shareholders ("AGMS"; "Meeting") passed all the resolutions, which are intended to maximize the shareholders' value. Among others, the Meeting approved the distribution of dividends of IDR 525 per share from 2022 Net Profit. In addition, the AGMS approved the continuation of the share buyback program until 28 September 2024.

Terry O'Connor, Vice President Director and CEO of Matahari, said, "Matahari is committed to enhancing returns to shareholders. We are delighted to start the year with 7 new stores, which effectively support our engagement with shoppers in the key Lebaran season. At the same time, we are happy with our progress in our omni-channel initiatives and to see a growing loyalty base giving a broader opportunity for well-segmented communication. With such progress, we believe our long-term outlook is positive."



About Matahari

Matahari is the largest retail platform in Indonesia, with 155 stores in 81 cities across Indonesia as well as presence online on matahari.com, social commerce platform "Shop & Talk", and third-party marketplaces. 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 30,000 employees (including consignment SPGs) and partners with around 600 local as well as international suppliers.

The Company has received many industry recognitions – nationally and internationally – including Top 100 Most Valuable Brand by Brand Finance, Most Improved Investor Relations and Top 5 Best Senior Management IR Support in 2022 from Alpha Southeast Asia, Top 10 CSR Donor from IDX, Best Non-Financial Sector and Top 10 Mid-Cap Issuers ASEAN Corporate Governance Awards 2022, Top Digital Company & Best Excellent Service Experience Index Award 2022 from Marketing Magazine, Top 50 Most Valuable Brand Awards 2021 from Brand Finance Indonesia, 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.

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