

Ikhtisar Keuangan

Financial Highlights

(Dalam miliar Rupiah, kecuali dinyatakan lain)

2020

2019

2018

(In billion Rupiah, unless otherwise stated)

LAPORAN LABA RUGI DAN PENDAPATAN KOMPREHENSIF LAIN KONSOLIDASIAN

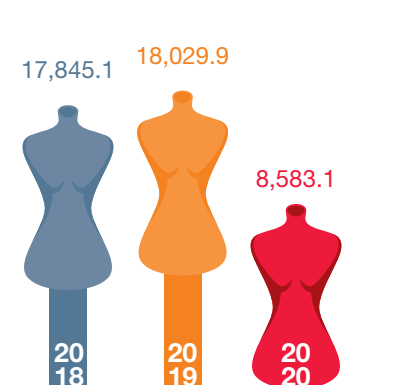
CONSOLIDATED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

	2020	2019	2018	
Penjualan Barang Dagangan	8,598.7	18,035.0	17,865.4	Merchandise Sales
Penjualan Eceran-Gerai	3,109.8	6,564.1	6,681.5	Retail Sales-Store
Penjualan Konsinyasi	5,488.9	11,470.9	11,183.9	Consignment Sales
Pendapatan <i>Matahari Rewards</i>	16.6	48.2	40.5	Matahari Rewards Subscription Revenue
Biaya Poin	(32.2)	(53.3)	(60.8)	Point Expense
Penjualan Kotor*	8,583.1	18,029.9	17,845.1	Gross Sales*
Beban Penjualan Konsinyasi	(3,794.3)	(7,878.9)	(7,696.6)	Consignment Cost
Pendapatan Jasa	50.3	125.4	96.6	Service Fee
Beban Pokok Pendapatan	(2,008.7)	(4,120.1)	(3,867.1)	Cost of Revenue
Laba Kotor	2,830.4	6,156.3	6,378.0	Gross Profit
Beban Usaha	(3,457.1)	(4,390.7)	(4,048.3)	Operating Expense
Kerugian atas Penurunan Nilai Investasi pada Instrumen Ekuitas	-	-	(769.8)	Impairment Loss on Investment in Equity Instrument
Keuntungan/(Kerugian) Lainnya-Bersih	(243.3)	27.0	6.8	Other Gain/(Losses)-Net
(Rugi)/Laba Operasi	(870.0)	1,792.6	1,566.8	Operating (Loss)/Profit
(Beban)/Penghasilan Keuangan-Bersih	(46.0)	(24.6)	8.5	Finance (Cost)/Income-Net
Bagian atas Hasil Bersih Ventura Bersama	(18.4)	(5.0)	-	Share of Results of Joint Venture
(Rugi)/Laba Sebelum Pajak Penghasilan	(934.4)	1,763.0	1,575.3	(Loss)/Profit Before Income Tax
Manfaat/(Beban) Pajak Penghasilan	61.2	(396.1)	(478.0)	Income Tax Benefit/(Expense)
(Rugi)/Laba Tahun Berjalan	(873.2)	1,366.9	1,097.2	(Loss)/Profit for the Year
Laba Komprehensif Lain, Setelah Pajak	44.5	33.3	49.0	Other Comprehensive Gain, Net of Tax
Jumlah (Rugi)/Pendapatan Komprehensif	(828.7)	1,400.2	1,146.2	Total Comprehensive (Loss)/Income
(Rugi)/Laba yang Diatribusikan kepada:				(Loss)/Profit Attributable to:
- Pemilik Entitas Induk	(873.2)	1,366.9	1,097.3	Owners of the Parent -
- Kepentingan Non-Pengendali	-	-	-	Non-Controlling Interests -
(Rugi)/Pendapatan Komprehensif yang Diatribusikan kepada:				Comprehensive (Loss)/Income Attributable to:
- Pemilik Entitas Induk	(828.7)	1,400.2	1,146.3	Owners of the Parent -
- Kepentingan Non-Pengendali	-	-	-	Non-Controlling Interests -
(Rugi)/Laba Bersih per Saham (Rp)	(332)	492	377	Net (Loss)/Earning per Share (Rp)

Penjualan Kotor

Gross Sales

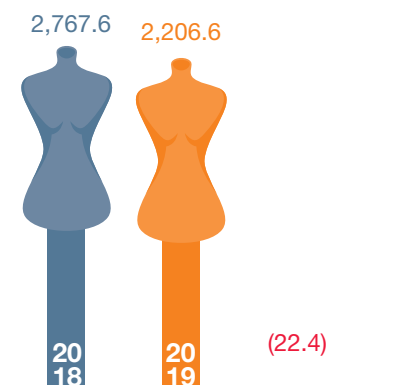
(Dalam miliar Rupiah/In billion Rupiah)



EBITDA yang Disesuaikan

Adjusted EBITDA

(Dalam miliar Rupiah/In billion Rupiah)

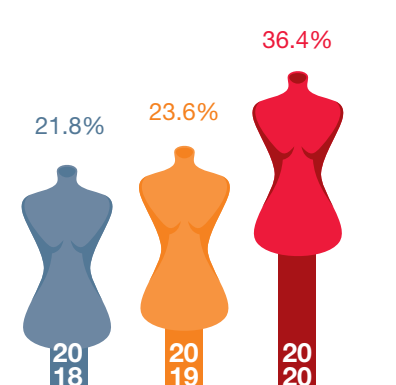


% OPEX yang Disesuaikan

terhadap Penjualan Kotor

Adjusted OPEX % to Gross Sales

(%)



(Dalam miliar Rupiah, kecuali dinyatakan lain)

2020

2019

2018

(In billion Rupiah, unless otherwise stated)

LAPORAN POSISI KEUANGAN KONSOLIDASIAN

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

Kas dan Setara Kas	524.0	1,172.5	1,184.1	Cash and Cash Equivalent
Persediaan	889.5	1,098.5	1,290.6	Inventories
Beban Dibayar di Muka	16.4	146.0	135.3	Prepaid Expenses
Aset Lancar Lainnya **	180.3	331.8	404.4	Other Current Assets**
Jumlah Aset Lancar	1,610.2	2,748.8	3,014.4	Total Current Assets
Aset Tetap (Setelah Dikurangi Akumulasi Penyusutan)	862.0	1,433.3	1,249.1	Fixed Assets (Net of Accumulated Depreciation)
Aset Hak Guna	2,671.9	-	-	Right-of-Use Assets
Sewa Jangka Panjang	-	227.5	375.0	Long-Term Lease
Uang Jaminan	130.1	165.7	163.2	Refundable Deposits
Aset Tidak Lancar Lainnya***	1,044.9	257.6	234.7	Other Non-Current Assets***
Jumlah Aset Tidak Lancar	4,708.9	2,084.1	2,022.0	Total Non-Current Assets
Jumlah Aset	6,319.1	4,832.9	5,036.4	Total Assets
Jumlah Liabilitas Lancar	2,856.3	2,597.9	2,739.8	Total Current Liabilities
Jumlah Liabilitas Tidak Lancar	2,881.7	488.4	480.8	Total Non-Current Liabilities
Jumlah Liabilitas	5,738.0	3,086.3	3,220.6	Total Liabilities
Jumlah Ekuitas	581.1	1,746.6	1,815.8	Total Equity
Jumlah Liabilitas dan Ekuitas	6,319.1	4,832.9	5,036.4	Total Liabilities and Equity

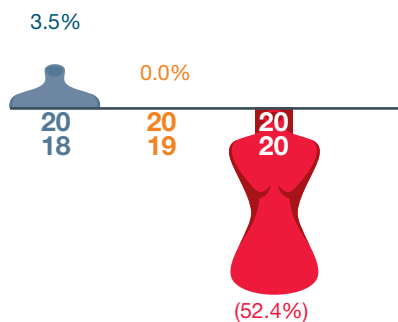
* Manajemen, untuk tujuan analisis, percaya bahwa nilai Penjualan Kotor yang merupakan kontribusi dari Penjualan Eceran-Gerai dan Penjualan Konsinyasi sebelum disesuaikan dengan beban penjualan konsinyasi merupakan acuan yang lebih baik untuk penilaian kinerja Perseroan secara keseluruhan.
Management, for analytical purpose, believes that Gross Sales, which is contributed by Retail Sales-Store and Consignment Sales before adjusted by Consignment Cost, reflect a better guidance to the overall activity of the Company.

** Aset Lancar Lainnya sebagian besar terdiri dari Piutang Usaha, Piutang Lain-Lain, Pajak Dibayar di Muka, dan Uang Muka Sewa.
Other Current Assets mainly consist of Trade Receivables, Other Receivables, Prepaid Taxes, and Rental Advances.

*** Aset Tidak Lancar Lainnya sebagian besar terdiri dari Uang Muka Pembelian Aset Tetap dan Aset Pajak Tanggungan, Properti Investasi, dan Investasi pada Instrumen Ekuitas.
Other Non-Current Assets mainly consist of Advances for Purchase of Fixed Assets and Deferred Tax Assets, Investment Property, and Investment in Equity Instrument.

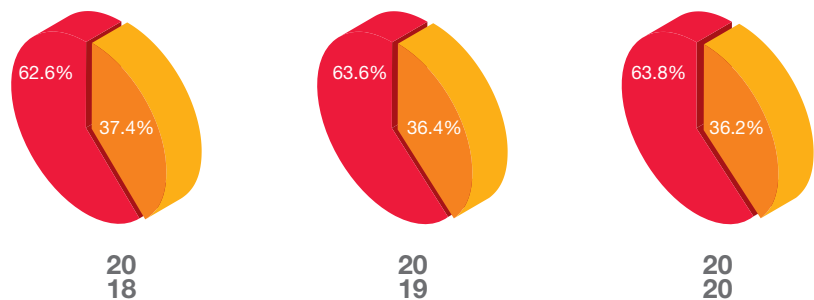
**Pertumbuhan Penjualan pada Gerai yang Sama
Same-Store Sales Growth (SSSG)**

(%)



**Kontribusi Penjualan Direct Purchase dan Konsinyasi
Contribution of Direct-Purchase and Consignment Sales**

Direct Purchase ● Consignment ●
(Pendapatan (%)/Revenue (%))



(Dalam persentase atau kali)

2020

2019

2018

(In percentage or times)

RASIO KEUANGAN

FINANCIAL RATIO

Rasio Laba Kotor Terhadap Penjualan Bersih (%)	58.5%	59.9%	62.3%	Gross Profit Margin (%)
Tingkat Pengembalian Aset (%)	(13.8%)	28.3%	21.8%	Return on Assets (%)
Tingkat Pengembalian Ekuitas (%)	(150.3%)	78.3%	60.4%	Return on Equity (%)
Aset Lancar Terhadap Liabilitas Lancar (x)	0.6	1.1	1.1	Current Asset to Current Liabilities (x)
Jumlah Liabilitas Terhadap Jumlah Ekuitas (x)	9.9	1.8	1.8	Total Liabilities to Total Equity (x)
Jumlah Liabilitas Terhadap Jumlah Aset (x)	0.9	0.6	0.6	Total Liabilities to Total Assets (x)