

# Kinerja Keuangan

## Financial Performance

(Dalam miliar Rupiah, kecuali dinyatakan lain)  
(In billion Rupiah, unless otherwise stated)

2023

2022

2021

### Laporan Laba Rugi dan Pendapatan Komprehensif Lain Konsolidasian Consolidated Statements of Profit or Loss and Other Comprehensive Income

|   |           |           |           |
|---|-----------|-----------|-----------|
| Penjualan Barang Dagangan   Merchandise Sales   | 12,552.3  | 12,413.3  | 10,283.8  |
| Penjualan Eceran-Gerai   Retail Sales-Store   | 3,729.0   | 3,785.8   | 3,445.1   |
| Penjualan Konsinyasi   Consignment Sales  | 8,823.3   | 8,627.5   | 6,838.7   |
| Pendapatan Matahari Rewards   Matahari Rewards Subscription Revenue                                       | 0.2       | 0.8       | 14.8      |
| Biaya Poin   Point Expense  | 0.2       | (78.2)    | (52.5)    |
| Penjualan Kotor*   Gross Sales*   | 12,552.7  | 12,335.9  | 10,246.1  |
| Beban Penjualan Konsinyasi   Consignment Cost   | (6,025.5) | (5,896.1) | (4,671.5) |
| Pendapatan Jasa   Service Fee   | 11.3      | 14.8      | 11.3      |
| Beban Pokok Pendapatan   Cost of Revenue  | (2,225.2) | (2,053.5) | (2,006.4) |
| Laba Kotor   Gross Profit   | 4,313.3   | 4,401.1   | 3,579.5   |
| Beban Usaha   Operating Expense   | (3,109.1) | (2,808.7) | (2,542.4) |
| Keuntungan/(Kerugian) Lainnya- Bersih   Other Gain/(Losses)-Net   | (28.4)    | 255.6     | 85.3      |
| Laba/(Rugi) Operasi   Operating Profit/(Loss)   | 1,175.8   | 1,848.0   | 1,122.4   |
| (Beban)/Penghasilan Keuangan-Bersih   Finance (Cost)/Income-Net   | (345.2)   | (211.1)   | (19.5)    |
| Bagian atas Hasil Bersih Ventura Bersama   Share of Results of Joint Venture                              | -         | -         | -         |
| Laba/(Rugi) Sebelum Pajak Penghasilan   Profit/(Loss) Before Income Tax                                   | 830.6     | 1,636.9   | 1,102.9   |
| (Beban)/Manfaat Pajak Penghasilan   Income Tax (Expense)/Benefit  | (155.2)   | (253.7)   | (190.0)   |
| Laba/(Rugi) Tahun Berjalan   Profit/(Loss) for the Year   | 675.4     | 1,383.2   | 912.9     |
| Penghasilan Komprehensif Lain, Setelah Pajak   Other Comprehensive Income, Net of Tax                     | 142.5     | (100.0)   | (33.0)    |
| Jumlah Penghasilan Komprehensif   Total Comprehensive Income  | 817.9     | 1,283.2   | 879.9     |
| Laba/(Rugi) yang Diatribusikan kepada:   Profit/(Loss) Attributable to:                                   |           |           |           |
| - Pemilik Entitas Induk   Owners of the Parent  | 675.4     | 1,383.2   | 912.9     |
| - Kepentingan Non-Pengendali   Non-Controlling Interests  | -         | -         | -         |
| Pendapatan/(Rugi) Komprehensif yang Diatribusikan kepada:<br>Comprehensive Income/(Loss) Attributable to: |           |           |           |
| - Pemilik Entitas Induk   Owners of the Parent  | 817.9     | 1,283.2   | 879.9     |
| - Kepentingan Non-Pengendali   Non-Controlling Interests  | -         | -         | -         |
| Laba/(Rugi) Bersih per Saham (Rp)   Net Earnings/(Loss) per Share (IDR)                                   | 298       | 582       | 351       |

\* 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.

| (Dalam miliar Rupiah, kecuali dinyatakan lain)<br>(In billion Rupiah, unless otherwise stated) | 2023 | 2022 | 2021 |
|--|------|------|------|
|--|------|------|------|

### Laporan Posisi Keuangan Konsolidasian Consolidated Statements of Financial Position

|  |         |         |         |
|--|---------|---------|---------|
| Kas dan Setara Kas   Cash and Cash Equivalent  | 507.6   | 354.3   | 661.4   |
| Persediaan   Inventories   | 792.8   | 896.0   | 746.8   |
| Beban Dibayar di Muka   Prepaid Expenses   | 53.5    | 58.3    | 10.9    |
| Aset Lancar Lainnya**   Other Current Assets**   | 94.1    | 137.3   | 94.4    |
| Jumlah Aset Lancar   Total Current Assets  | 1,448.0 | 1,445.9 | 1,513.5 |
| Aset Tetap (Setelah Dikurangi Akumulasi Penyusutan)   Fixed Assets (Net of Accumulated Depreciation) | 705.3   | 685.6   | 647.3   |
| Aset Hak Guna   Right-of-Use Assets  | 2,508.8 | 2,526.9 | 2,602.2 |
| Uang Jaminan   Refundable Deposits   | 155.0   | 163.8   | 115.7   |
| Aset Tidak Lancar Lainnya***   Other Non-Current Assets***   | 1,063.3 | 928.0   | 972.5   |
| Jumlah Aset Tidak Lancar   Total Non-Current Assets  | 4,432.4 | 4,304.3 | 4,337.7 |
| Jumlah Aset   Total Assets   | 5,880.4 | 5,750.2 | 5,851.2 |
| Jumlah Liabilitas Lancar   Total Current Liabilities   | 2,953.0 | 2,355.9 | 2,070.0 |
| Jumlah Liabilitas Tidak Lancar   Total Non-Current Liabilities                                       | 2,896.7 | 2,814.1 | 2,775.2 |
| Jumlah Liabilitas   Total Liabilities  | 5,849.7 | 5,170.0 | 4,845.2 |
| Jumlah Ekuitas   Total Equity  | 30.7    | 580.2   | 1,006.0 |
| Jumlah Liabilitas dan Ekuitas   Total Liabilities and Equity   | 5,880.4 | 5,750.2 | 5,851.2 |

\*\* 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 Tangguhan, 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.

| (Dalam persentase atau kali)<br>(In percentage or times) | 2023 | 2022 | 2021 |
|--|------|------|------|
|--|------|------|------|

### Rasio Keuangan Financial Ratio

|   |          |        |       |
|---|----------|--------|-------|
| Rasio Laba Kotor terhadap Penjualan Bersih (%)   Gross Profit Margin (%)              | 66.0%    | 68.2%  | 64.1% |
| Tingkat Pengembalian Aset (%)   Return on Assets (%)                                  | 11.5%    | 24.1%  | 15.6% |
| Tingkat Pengembalian Ekuitas (%)   Return on Equity (%)                               | 2,200.0% | 238.4% | 90.7% |
| Aset Lancar terhadap Liabilitas Lancar (x)   Current Asset to Current Liabilities (x) | 0.5      | 0.6    | 0.7   |
| Jumlah Liabilitas terhadap Jumlah Ekuitas (x)   Total Liabilities to Total Equity (x) | 190.5    | 8.9    | 4.8   |
| Jumlah Liabilitas terhadap Jumlah Aset (x)   Total Liabilities to Total Assets (x)    | 1.0      | 0.9    | 0.8   |