

**Feel
good.**



MATAHARI

Q1 2018 Earnings Call

30 April 2018

Table of Content

❑ Indonesia Macro Overview	4	❑ Operational & Strategic Updates	
❑ Q1 2018		❑ Store Network	16
❑ Key Financial Highlights	6	❑ Initiatives roll out update	17
❑ Sales and DP/CV Mix	7	❑ Mataharistore.com	18
❑ Same Store Sales Growth	8	❑ Appendix	
❑ Regional GDP, Sales and SSSG	9	❑ Shareholding Structure	21
❑ Gross Profit and Margin	10		
❑ OPEX	11		
❑ EBITDA and Margin	12		
❑ Net Income and Margin	13		
❑ Inventory and Cash Position	14		

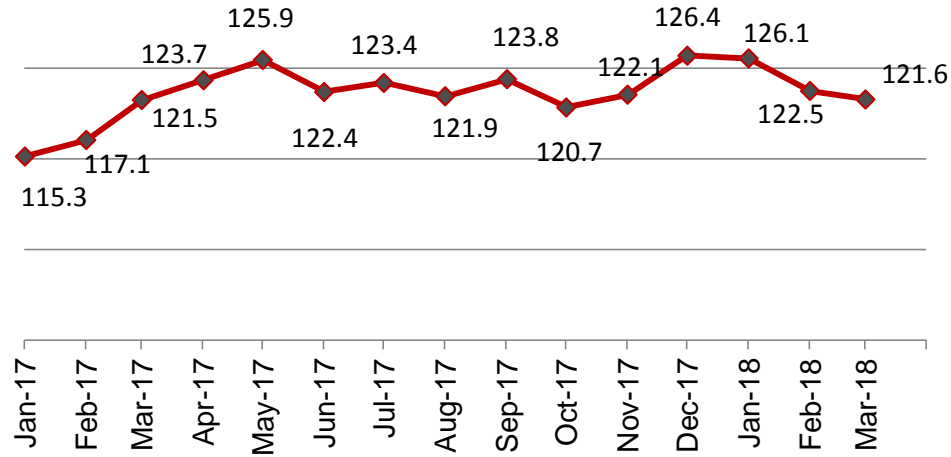
**Feel
good.**



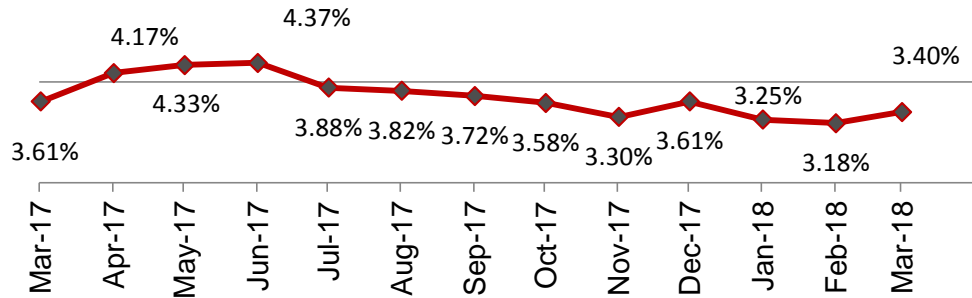
Indonesia Macro Overview

Indonesian economy at a glance

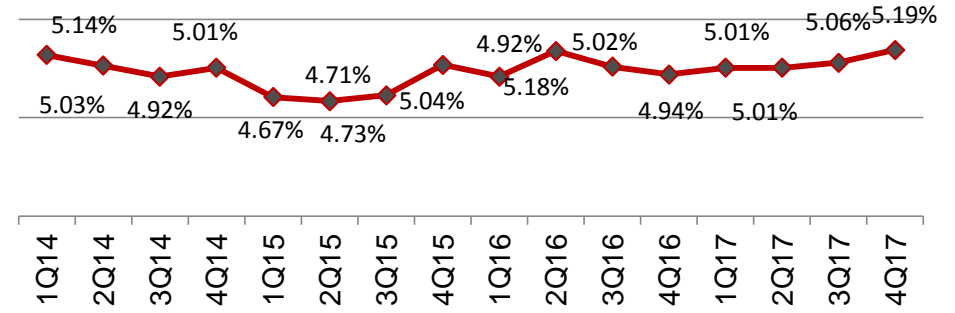
Consumer Confidence Index



Inflation



GDP Growth



Source: Bank Indonesia and BPS

Feel
good.



Q1 2018 Financials









Key Financial Highlights

IDR Bn

Q1 '17

Q1 '18

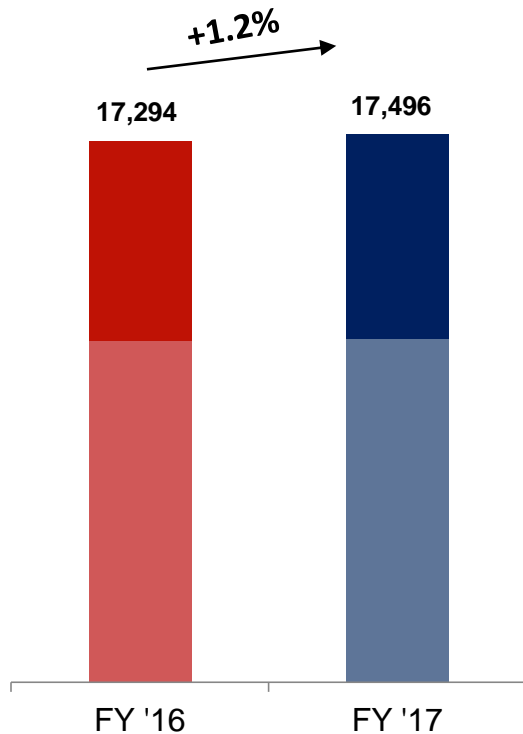
△

Gross Sales	3,214	3,368		4.8%
SSSG	-3.5%	4.8%		
Gross Profit	1,165	1,218		4.5%
EBITDA	389	398		2.4%
Net Income	244	247		1.0%
Gross Margin	36.3%	36.2%		10 bps
EBITDA Margin	12.1%	11.8%		30 bps
Net Margin	7.6%	7.3%		30 bps

Total sales, and direct purchase contribution, continue to grow

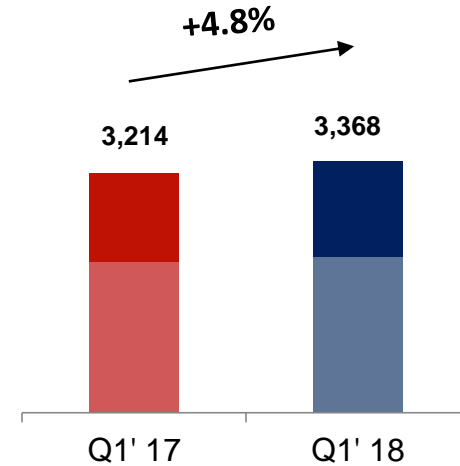
Sales

IDR Bn



Sales mix

DP	37.0%	37.2%
CV	63.0%	62.8%



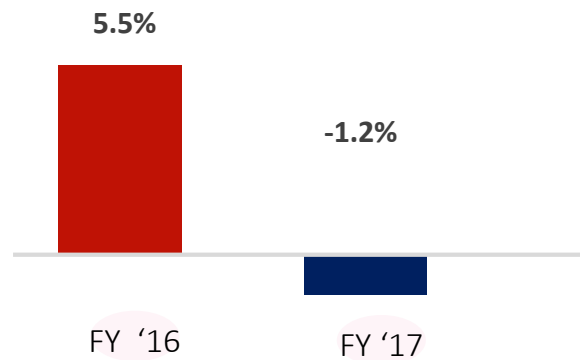
Sales mix

DP	36.9%	38.1%
CV	63.1%	61.9%

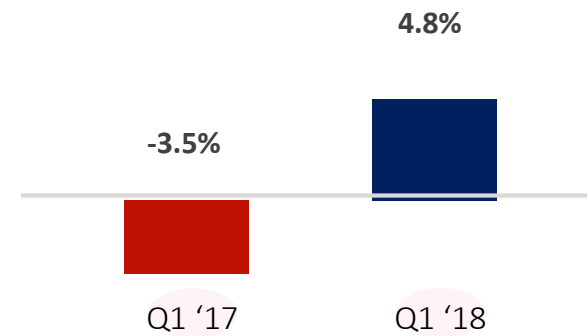
SSSG improved to 4.8% in Q1 2018

SSSG %

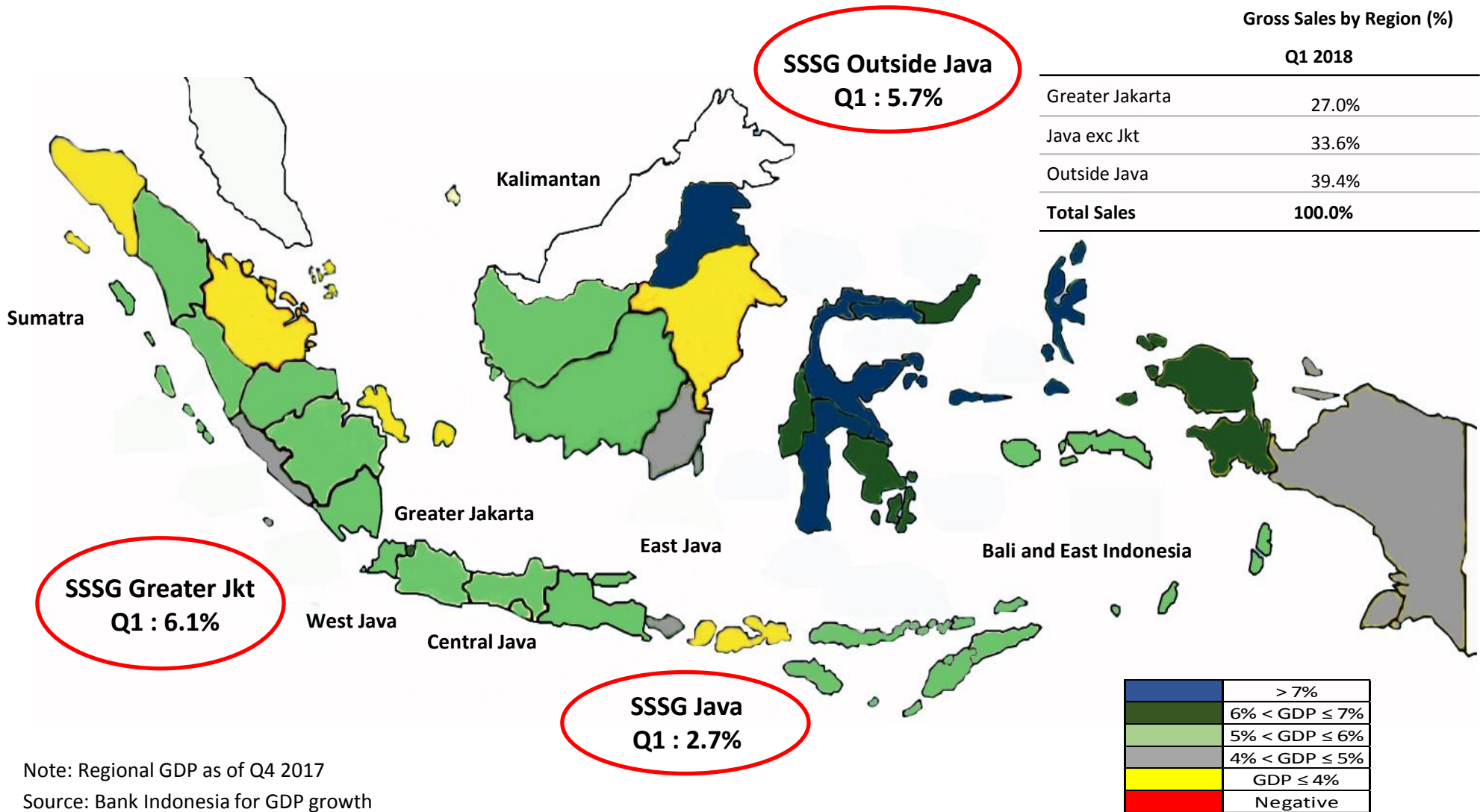
FY



Q1



Greater Jakarta leads sales growth, Kalimantan strengthens



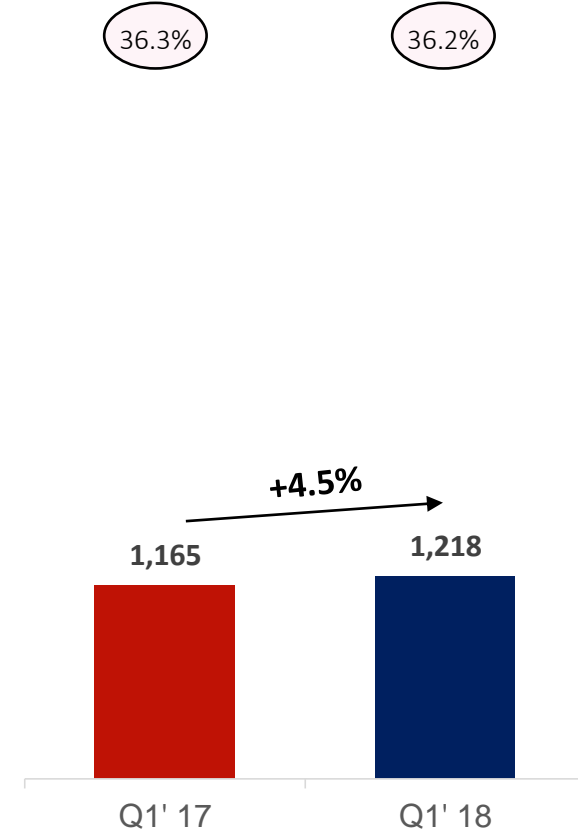
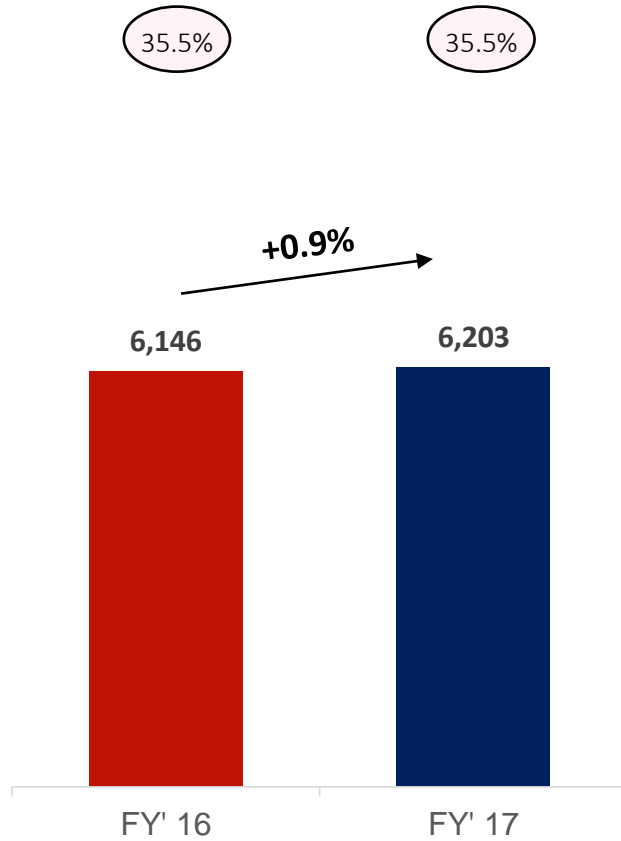
Note: Regional GDP as of Q4 2017

Source: Bank Indonesia for GDP growth

Merchandise margins 10 bps lower in Q1 on clearance

Gross profit and margins

IDR Bn

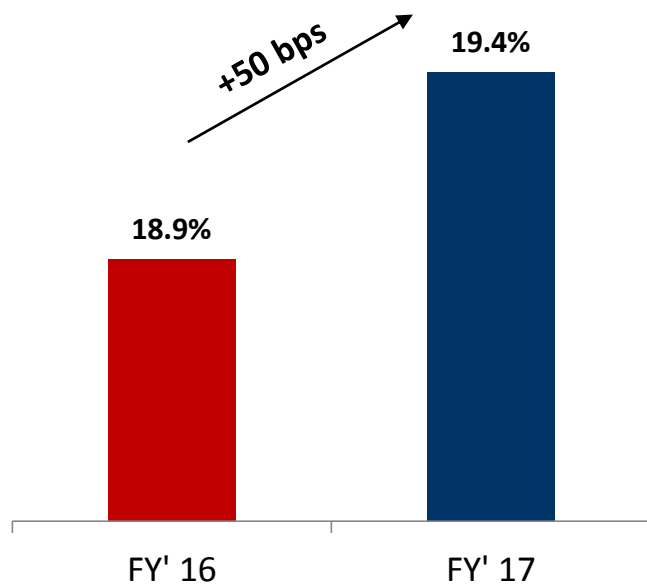


○ Gross profit as a % of Gross Sales

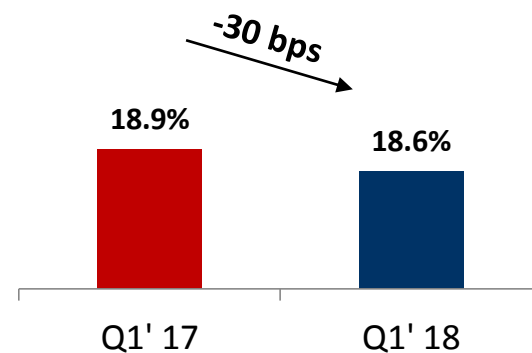
Same store opex expenses leverage in Q1

Opex⁽¹⁾ as a % of Gross Sales

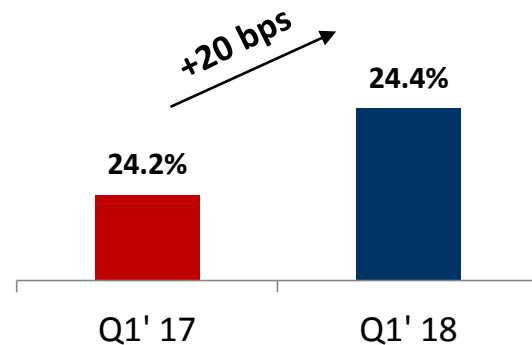
Total Company



Comp store



Total Company

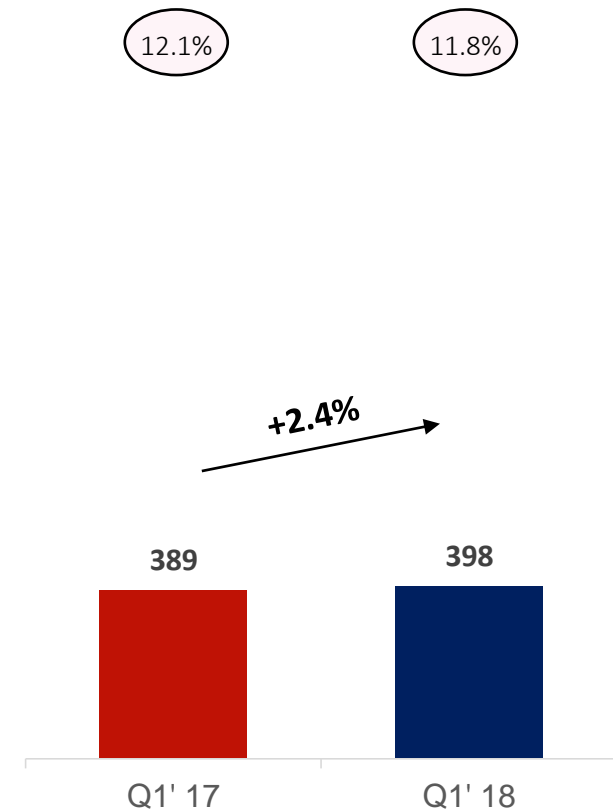
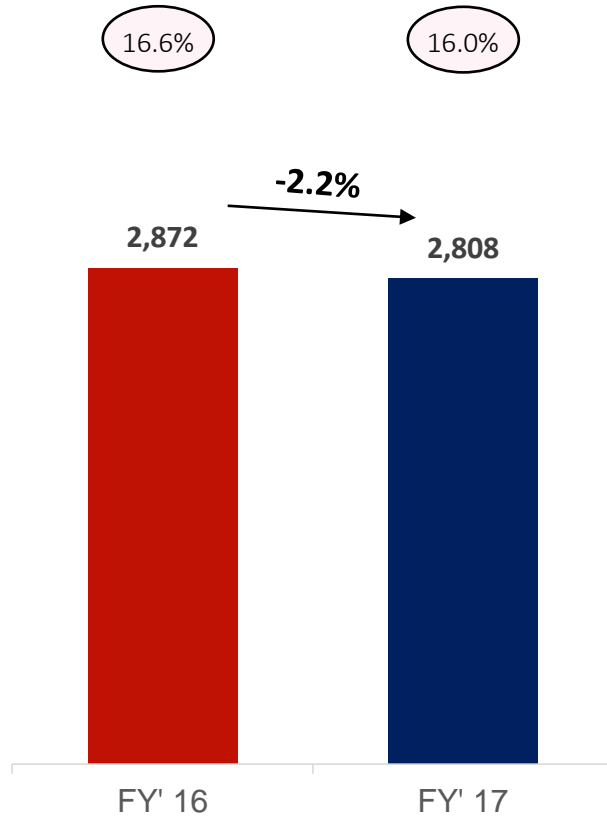


Note
1. Opex calculated as Adjusted Gross Profit less Adjusted EBITDA

Q1 EBITDA grew by 2.4% yoy

EBITDA and Margins

IDR Bn



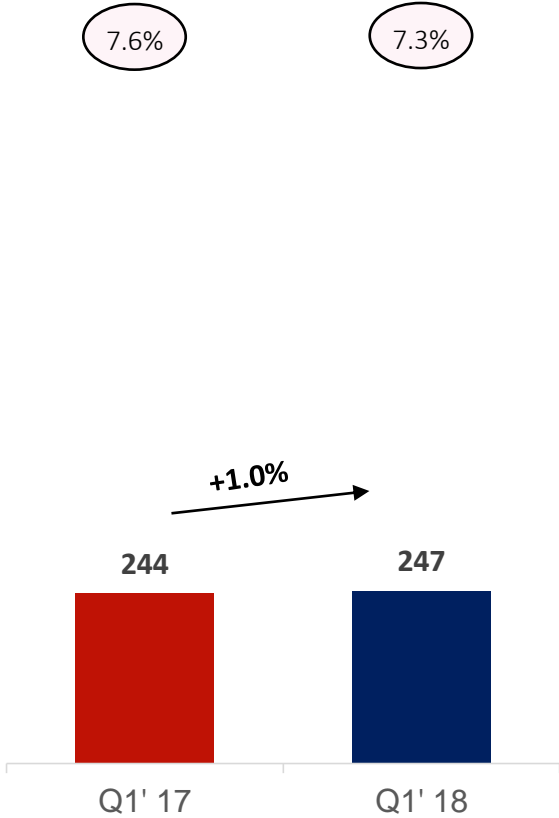
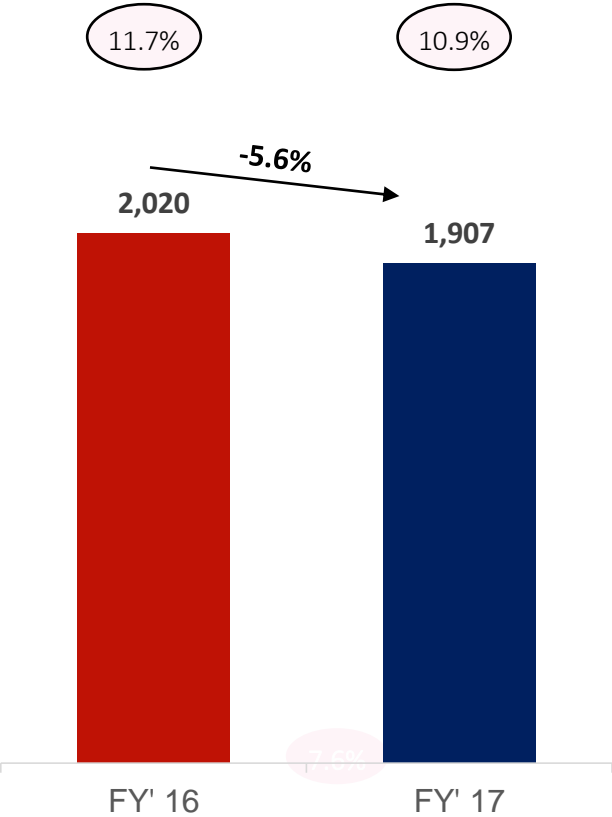
Notes

EBITDA adjusted for severance pay

○ EBITDA as a % of Gross Sales

Net income was Rp247bn in Q1 2018

Net Income (IDR Bn)



○ Net Income as a % of Gross Sales

Balance sheet remains healthy

INVENTORY DAYS, CASH POSITION AND OUTSTANDING BANK LOAN BALANCE

	End of Dec 2017	End of Mar 2018
LTM Ave. Inventory Days	118 days	120 days
Cash on Hand	Rp 1,583 Bn	Rp 1,106 Bn
Outstanding Bank Loan Balance	Rp 0	Rp 0

CAPEX AND REFURBISHMENTS

	FY 2017	FY 2018E
Capex	Rp 323 Bn	Rp 400-500 Bn
Refurbishments	16	15-20

**Feel
good.**

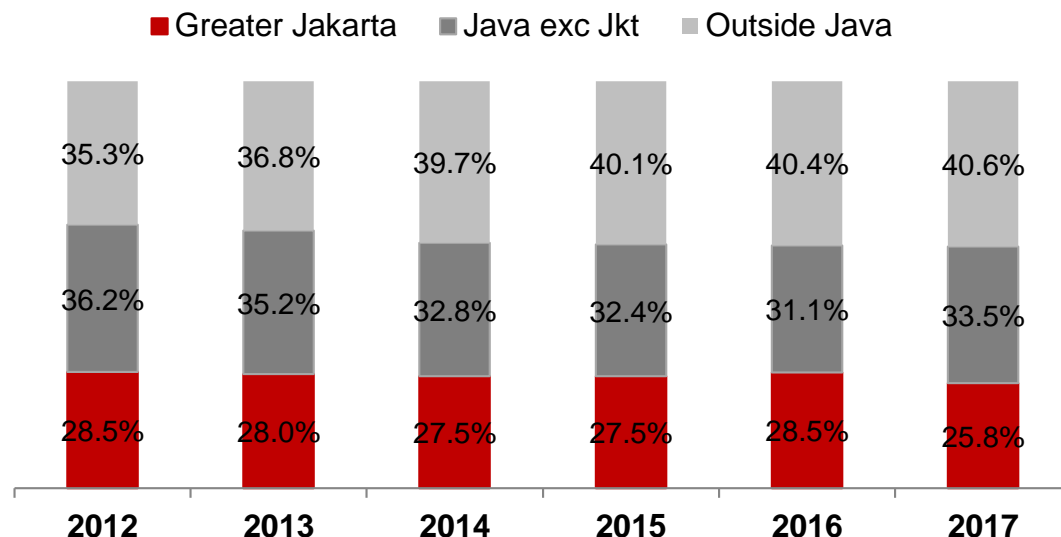


Operational and Strategic Updates

FY2018 expansion plans

- Forecast revised to 4-6 new stores
 - 2 new stores prior to Lebaran
- 1 stores impacted by fire
- 1 underperforming store lease expired in April and will not be renewed (Grand Palladium, Medan)

Store Count Split by Region



No	Geographic area	Actual		New Store Opening Plan	Forecast	
		FY2017	Q1 2018	FY2018E	Future Pipeline 2019 and onwards	
		# of stores	# of stores	# of stores	# of stores	% mix
1	Jabodetabek (Greater Jakarta)	40	40	0	4	12.1%
2	Java (Exc Greater Jakarta)	52	51	3-5	11	33.3%
3	Outside Java	63	63	1	18	54.5%
	Total	155	154	4-6	33	100.0%

Key merchandising initiatives roll-out update

Disney

154 stores



DP Handbags

98 stores



Naura & Neona

92 stores



IFF Designers - Muslimwear

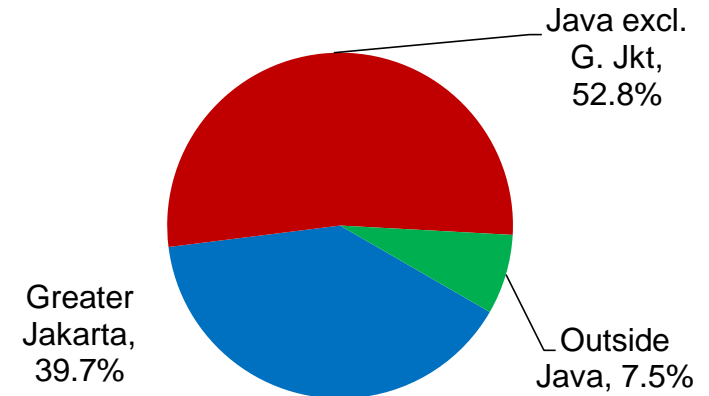
67 stores



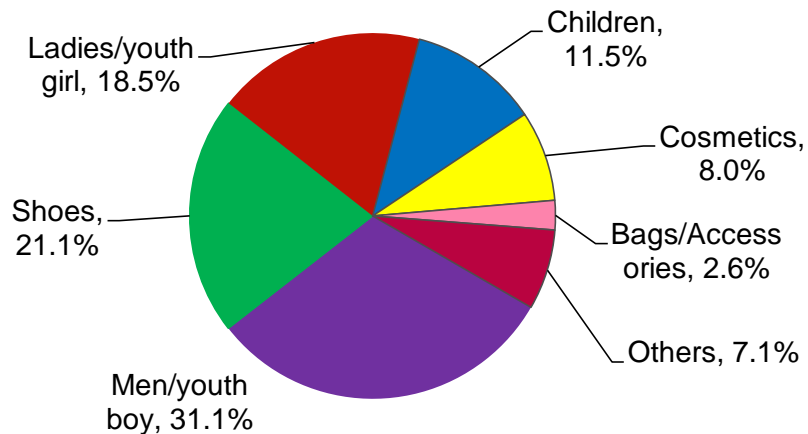
Mataharistore.com performance update

Mataharistore.com	Q1 2017	Q4 2017	Q1 2018
No. of transactions ('000)	67	215	270
Store pick-ups (%)	2.4%	3.7%	3.5%
DP: CV sales mix ratio	77:23	73:27	79:21

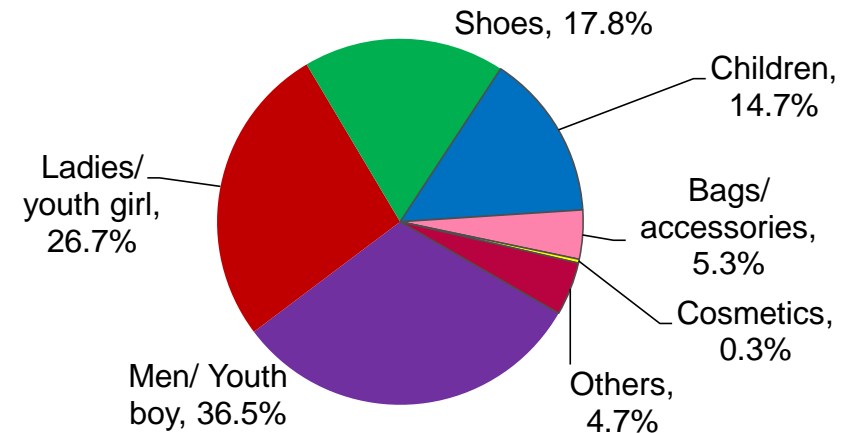
Sales by Region – Online (1Q18)



Sales by Category - Offline (Q1 2018)



Sales by Category - Online (Q1 2018)



Summary

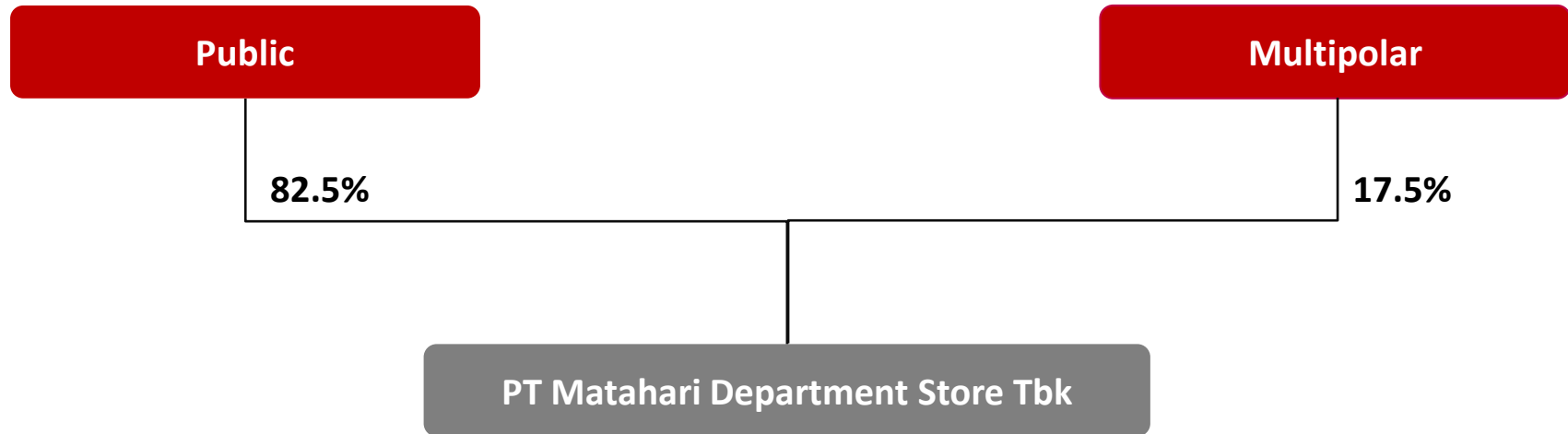
- ❑ **Same store sales growth increased from 3.7% in Q4 2017 to 4.8% in Q1 2018**
- ❑ **Growth drivers were an increase in transactions and unit volumes**
- ❑ **Merchandising initiatives are performing well, with the Home initiative being piloted in the middle of the year**
- ❑ **2018 Store expansion plans have been pulled back, anticipating developer delays**
- ❑ **Mataharistore.com performance continues to show strong growth in terms of both transactions and sales**

Feel
good.



Appendix

Shareholding Structure



Notes
