

Feel good.



<input type="checkbox"/> Q1 2020 Performance Updates	
<input type="checkbox"/> Key Financial Highlights	4
<input type="checkbox"/> Stores Portfolio	5
<input type="checkbox"/> Balance Sheet	6
<input type="checkbox"/> COVID Response	
<input type="checkbox"/> Pre-emptive Measures	8
<input type="checkbox"/> Safely Back	9
<input type="checkbox"/> Staying Compliant	10
<input type="checkbox"/> Liquidity Actions	11
<input type="checkbox"/> Moving Forward	12
<input type="checkbox"/> Operational Update	
<input type="checkbox"/> Matahari Rewards	14
<input type="checkbox"/> Operational Update	15
<input type="checkbox"/> Summary	16
<input type="checkbox"/> Contact Us	17

**Feel
good.**



Q1 2020 PERFORMANCE UPDATES

KEY FINANCIAL HIGHLIGHTS



(in IDR Bn)	QUARTER			FULL YEAR		
	2020	2019	Variance %	2019	2018	Variance %
Gross Sales	2,719	3,318	-18.1%	18,035	17,865	0.9%
SSSG%	-18.2%	-1.7%		0.0%	3.5%	
Sales mix:						
DP	36.1%	37.9%		36.4%	37.4%	
CV	63.9%	62.1%		63.6%	62.6%	
Gross Profit	913	1,174	-22.2%	6,116	6,343	-3.6%
GM%	33.6%	35.4%		33.9%	35.5%	
OPEX	(878)	(887)	-1.0%	(3,910)	(3,576)	9.3%
OPEX%	-32.3%	-26.7%		-21.7%	-20.0%	
EBITDA	36	287	-87.6%	2,207	2,768	-20.3%
EBITDA Margin%	1.3%	8.7%		12.2%	15.5%	
Net Income	(94)	143	-165.9%	1,367	1,097	24.6%
Net Income Margin%	-3.5%	4.3%		7.6%	6.1%	

We are likely to end the year with a portfolio of 145-150 large  MATAHARI format Multibrand Stores.

Date	MDS Large-Format Stores		Specialty Stores			Total Stores
	# Store	Comments	Nevada	361°	OVS	
1 st Jan'20	157		1	6	5	169
Jan - May	New store:					
	1	PTC Mall Palembang				1
	Closed stores:					
	-5	Negative EBITDA / Lease Expiry	-1	-6	-5	-17
Current	153		0	0	0	153

So far, we have closed 5 large format stores, 45% of our non profitable stores

BALANCE SHEET



ASSETS				LIABILITIES AND EQUITY			
(in IDR Bn)	End Mar 2020	End Dec 2019	Variance	(in IDR Bn)	End Mar 2020	End Dec 2019	Variance
Cash & Bank	1,459	1,173	286	Bank Loans	1,620	0	1,620
Receivables	66	86	(20)	Trade Payables	1,389	1,471	(82)
Inventories	1,823	1,099	724	Employee Benefit Oblig.	504	520	(16)
Fixed Assets	1,425	1,433	(8)	Other Liabilities	838	1,095	(257)
RoUA (PSAK 73)	3,598	-	3,598	Lease Liability (PSAK 73)	3,549	-	3,549
Others	845	1,042	(197)	Equity	1,316	1,747	(431)
TOTAL ASSETS	9,216	4,833	4,383	TOTAL LIAB. & EQUITY	9,216	4,833	4,383

Remarks:

- Due to implementation of PSAK 73: Leases, which effective 1 Jan 2020, the Total Asset has increased by 3.5 Trillion of recognizing Right of Use Assets, and corresponding Lease Liability also being recorded amounted to 3.5 Trillion.
- Bank loan of 1.6 Trillion was drawn to preserve cash which reflected in our cash balance of 1.5 Trillion.



COVID RESPONSE

PRE-EMPTIVE MEASURES

- By the end of Mar'20, we announced several prudent measures to position the company to best navigate the continued spread and impact of COVID-19.
- We proactively closed all but 3 Stores on 30 Mar'20.
- Online channels, including Matahari.com, became our operational focus.



BELANJA DARI RUMAH DI MATAHARI.COM



Stores Reopening

Early May'20

Lebaran

Today

24

95

145

5-Star Pledge



PROMISE 1 – FAMILY FIRST

We prioritise cashiers for families and the elderly.



PROMISE 2 – MEDICAL

Medical workers will get priority at the front of the queue.



PROMISE 3 – ESSENTIALS

Baby wear is placed in prominent easy-to-find positions.



PROMISE 4 – SAFER STORES

We frequently sanitise our stores and our staff are equipped with masks, face shield, and sanitizers.



PROMISE 5 – ROOM TO MOVE

We make sure physical distancing is maintained in all of our stores.

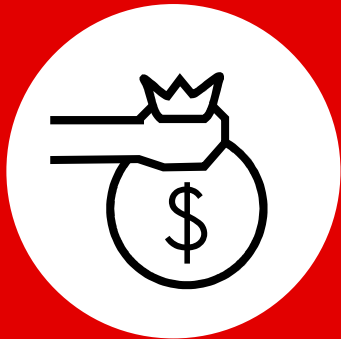
Shop Safe

Several stores incidentally inspected by local authorities
156 times with 'Satisfactory' result

4 Stores selected as Role Model Stores

7 Stores selected as contestant in
National Health Protocols for COVID-19 implementation

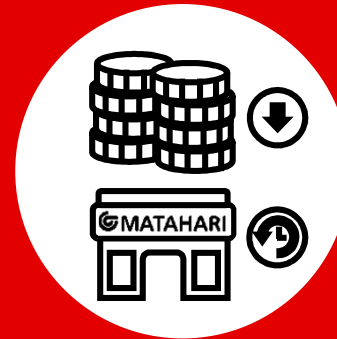
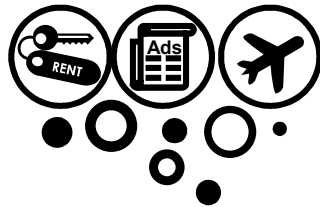




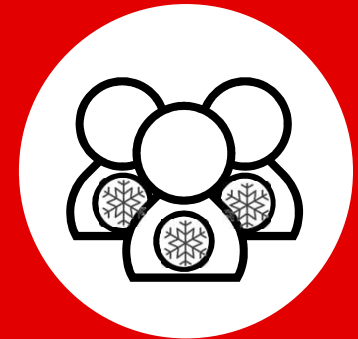
- Retaining net profit of 2019, not to be distributed as dividend
- Securing necessary funding



Reducing all non-essential operating expenses



Eliminating all non-committed Capex for the year, including several new stores opening



- Freezing manpower hiring
- More focused management structure



STORES

- Stores progressively reopening starting May'20
- Each stores having COVID-19 task force
- Stores strictly implementing COVID-19 health protocols
- Stores conducting employee self-assessment and rapid test for staffs.



SUPPORT CENTER

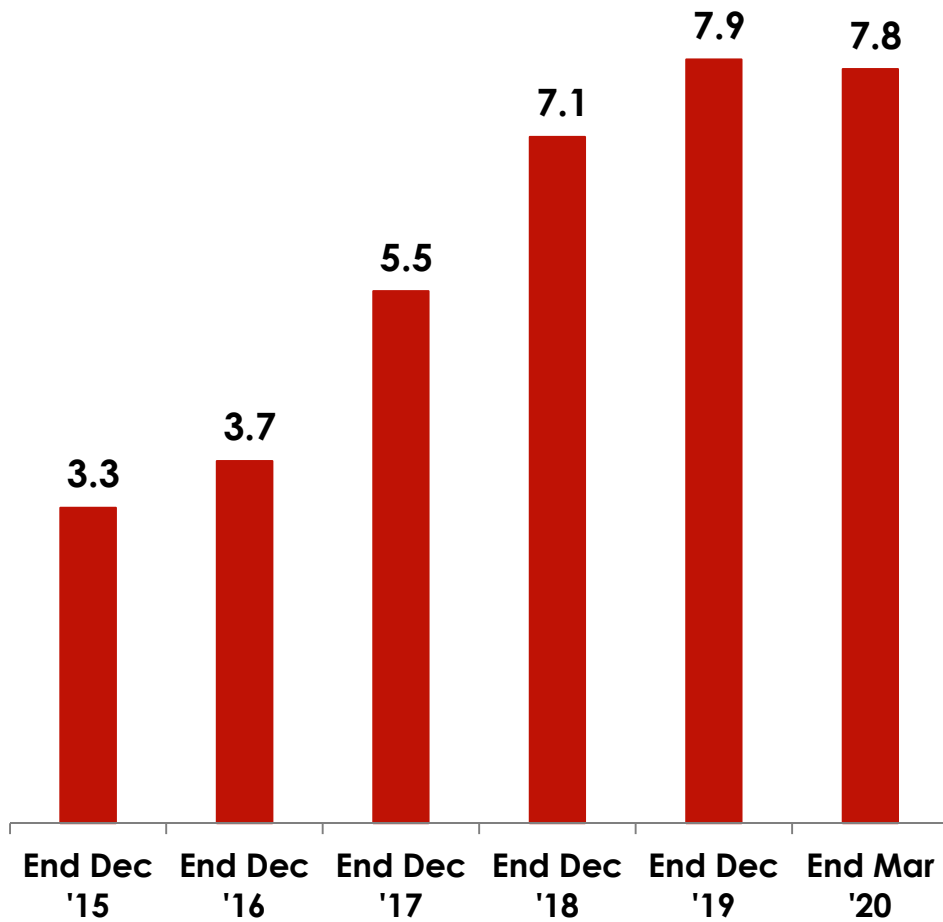
- Being ready to be back Work From Office in Jul'20, with Work Split arrangement, self-assessment check, and rapid test
- Constant COVID-19 health protocols campaign
- Health protocols guidance and measures in place, including physical distancing, obligation to wear masks, and hygiene discipline



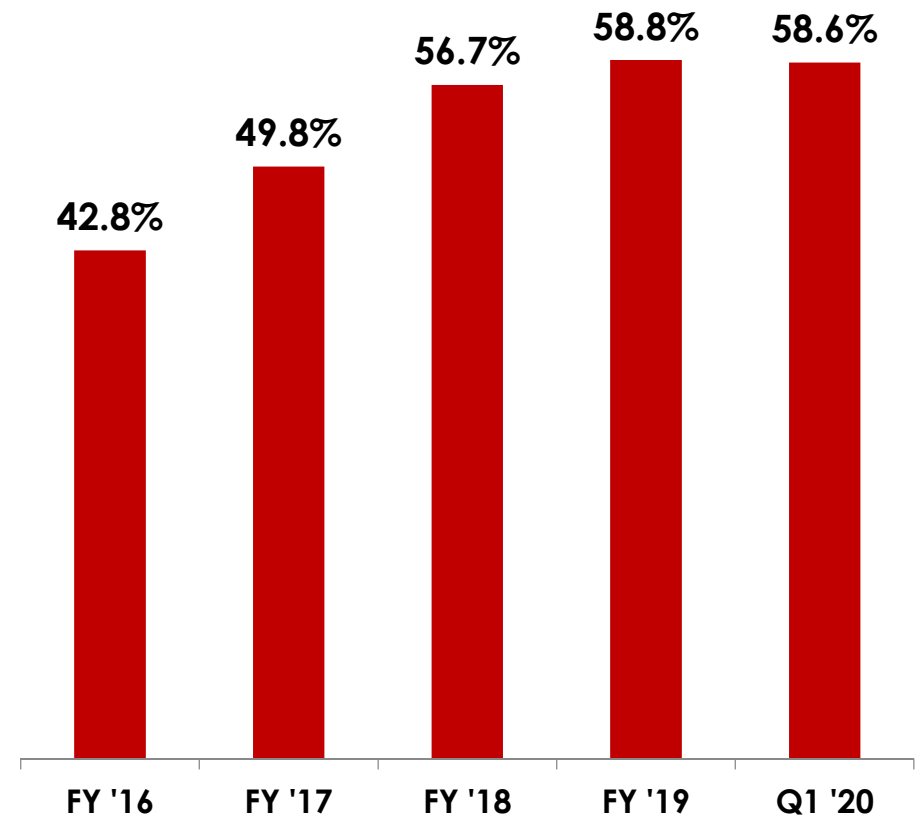
**Feel
good.**

OPERATIONAL UPDATE

No. of active members (in millions of people)



Member sales contribution



Customers

- Customer Segmentation progressing well.
- Targeted marketing rebuild with ROI approach.
- Loyalty Program Review, Feel Good 2.0 Commerciality.
- Expanding Channels Capabilities - New Platform, Marketplaces.

Operations

- Assortment Optimisation and Category strategies
- Rationalized 107 underperforming brands.
- Pricing and Promotions Optimisation.
- 8-Fold increase in Email Address capture.

Talent

- Talent Review and Identification of gaps.
- Organisation Restructure – Flatter, Leaner.
- Investing in Culture and Skills.
- Changing our physical environment.

Financial

- Store Portfolio renewal and reformatting.
- Secured Additional bank Loan for any further COVID Risk.
- Feasibility and ROI based Capex Spending.
- Project Why Spend More Launched.

- **Q1 2020 Same-store sales growth at -18.2%, mainly driven by Mid March decline.**
- **COVID 19 Impact on our Business Health and Customer Safety became our key priority.**
- **Expect Full Impact of COVID19 closures in Q2 results and a slow rebuild across balance of the year.**
- **Our Operational initiatives are designed to use this slow period to reform our customer centric approach to optimize 2021 opportunities and beyond.**
- **We have protected our Cash and People resources and we seek investor patience as we pivot to a brighter future.**

PT. Matahari Department Store Tbk.
15F Menara Matahari Jl. Bulevar Palem Raya No. 7
Lippo Karawaci 1200 Tangerang 15811, Indonesia

Phone: +6221 547 5333

Fax: +6221 547 5232

Email: ir@matahari.co.id

DISCLAIMER: This presentation has been prepared by PT. Matahari Department Store Tbk. ("LPPF" or "Company") for informational purposes. Neither this presentation nor any of its content may be reproduced, disclosed or used without the prior written consent of the Company.

This presentation may contain forward looking statements which represent the Company's present views on the probable future events and financial plans. These views are based on current assumptions, are exposed to various risks, and are subject to considerable changes at any time. The Company warrants no assurance that such outlook will, in part or as a whole, eventually be materialized. Actual results may differ materially from those projected.

The information is current only as of its date and shall not, under any circumstances, create any implication that the information contained therein is correct as of any time subsequent to the date thereof or that there has been no change in the financial condition or affairs of LPPF since such date. This presentation may be updated from time to time and there is no undertaking by LPPF to post any such amendments or supplements on this presentation.

The Company will not be responsible for any consequences resulting from the use of this presentation as well as the reliance upon any opinion or statement contained herein or for any omission.

**Feel
good.**



Thank you!