

Feel
good.

MATAHARI



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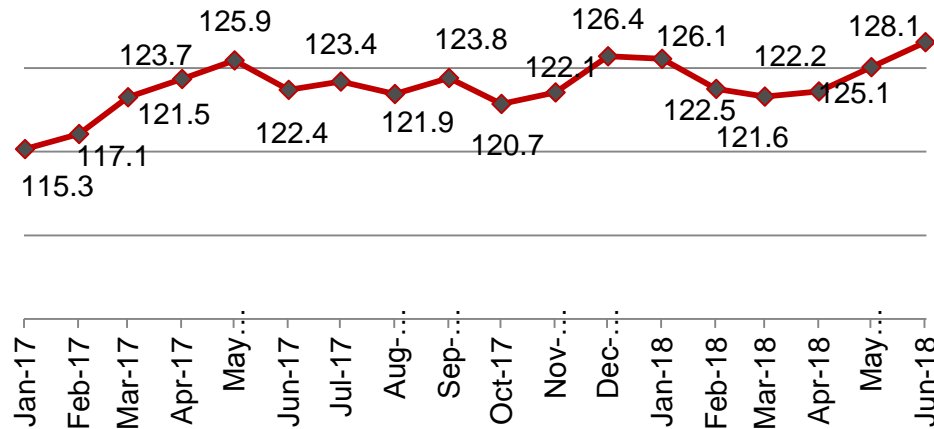
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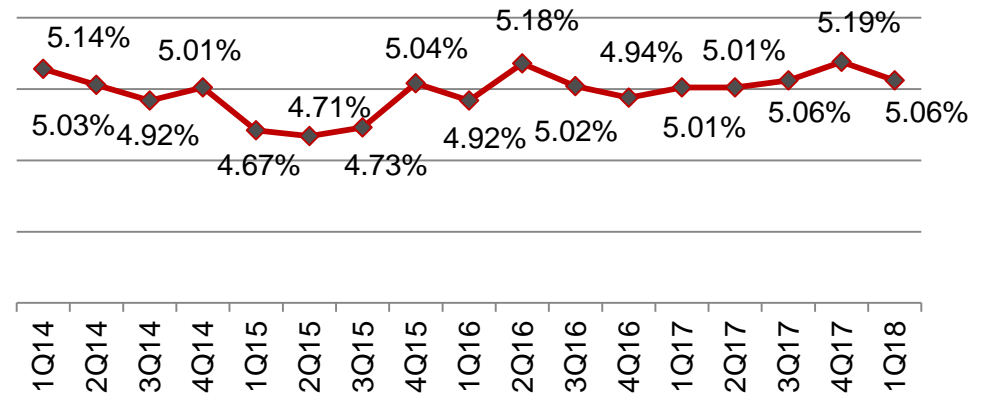


Indonesian economy at a glance

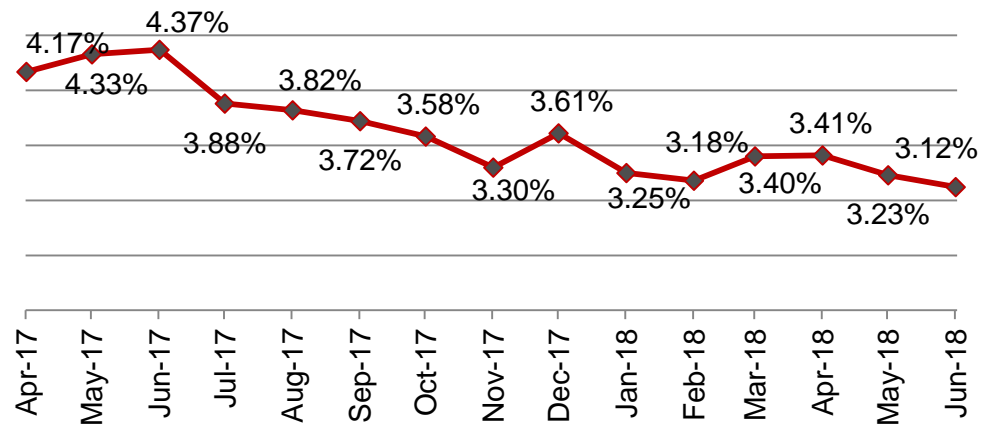
Consumer Confidence Index



GDP Growth



Inflation



Source: Bank Indonesia and BPS



Key Financial Highlights

2ND QUARTER

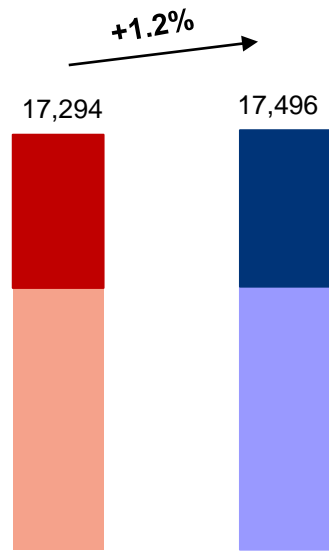
(in Rp Bn)	2017	2018	YoY
Gross Sales	6,802	7,002	+2.9% ▲
SSSG	14.6%	4.5%	
Gross Profit	2,450	2,526	+3.1% ▲
EBITDA	1,470	1,486	+1.1% ▲
Net Income	1,094	1,098	+0.4% ▲
Gross Margin	36.0%	36.1%	+10 bps ▲
EBITDA Margin	21.6%	21.2%	-40 bps ▼
Net Margin	16.1%	15.7%	-40 bps ▼

1st HALF

(in Rp Bn)	2017	2018	YoY
Gross Sales	10,017	10,370	+3.5% ▲
SSSG	8.0%	4.6%	
Gross Profit	3,615	3,744	+3.6% ▲
EBITDA	1,859	1,884	+1.4% ▲
Net Income	1,338	1,345	+0.5% ▲
Gross Margin	36.1%	36.1%	0 bps
EBITDA Margin	18.6%	18.2%	-40 bps ▼
Net Margin	13.4%	13.0%	-40 bps ▼

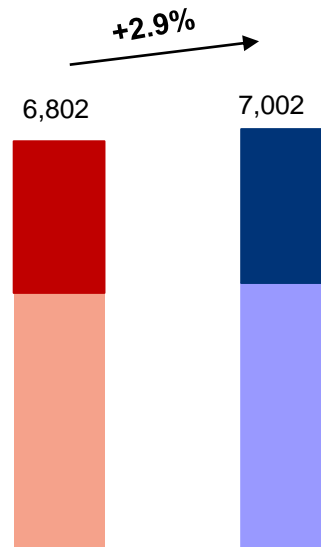
Total sales continue to grow

Sales



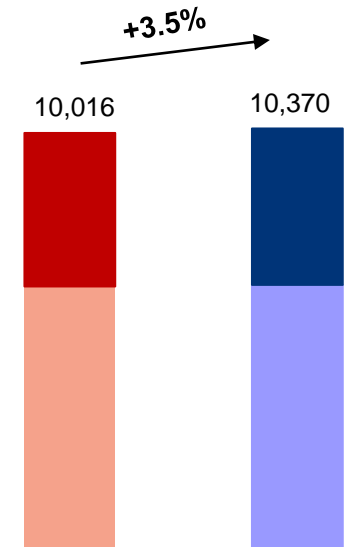
	FY '16	FY '17
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DP	37.0%	37.2%
CV	63.0%	62.8%



	Q2 '17	Q2 '18
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DP	37.2%	36.6%
CV	62.8%	63.4%

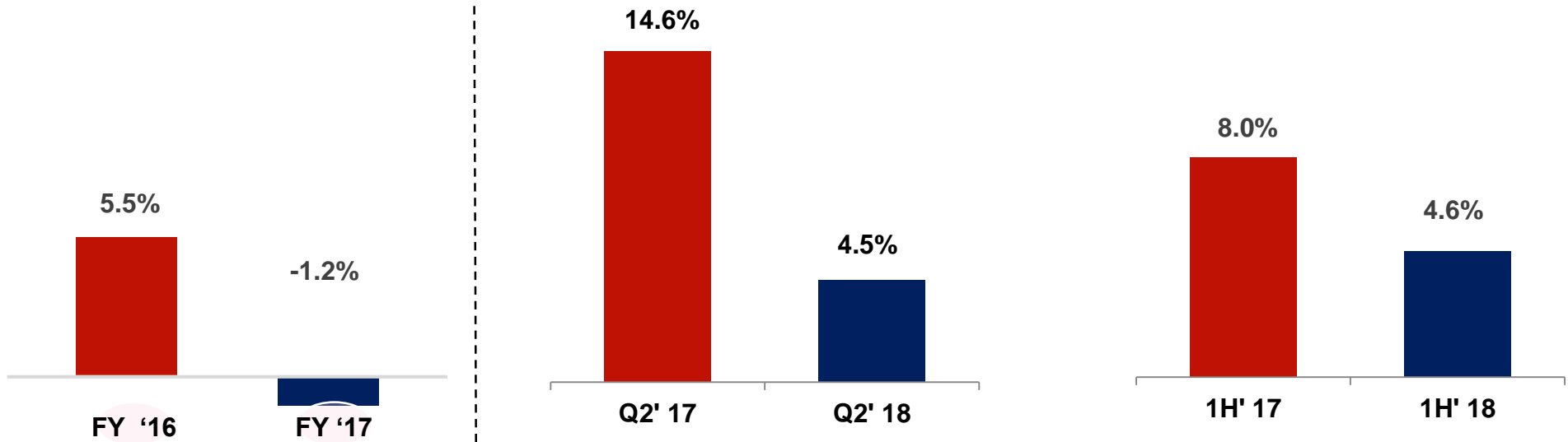


	1H '17	1H '18
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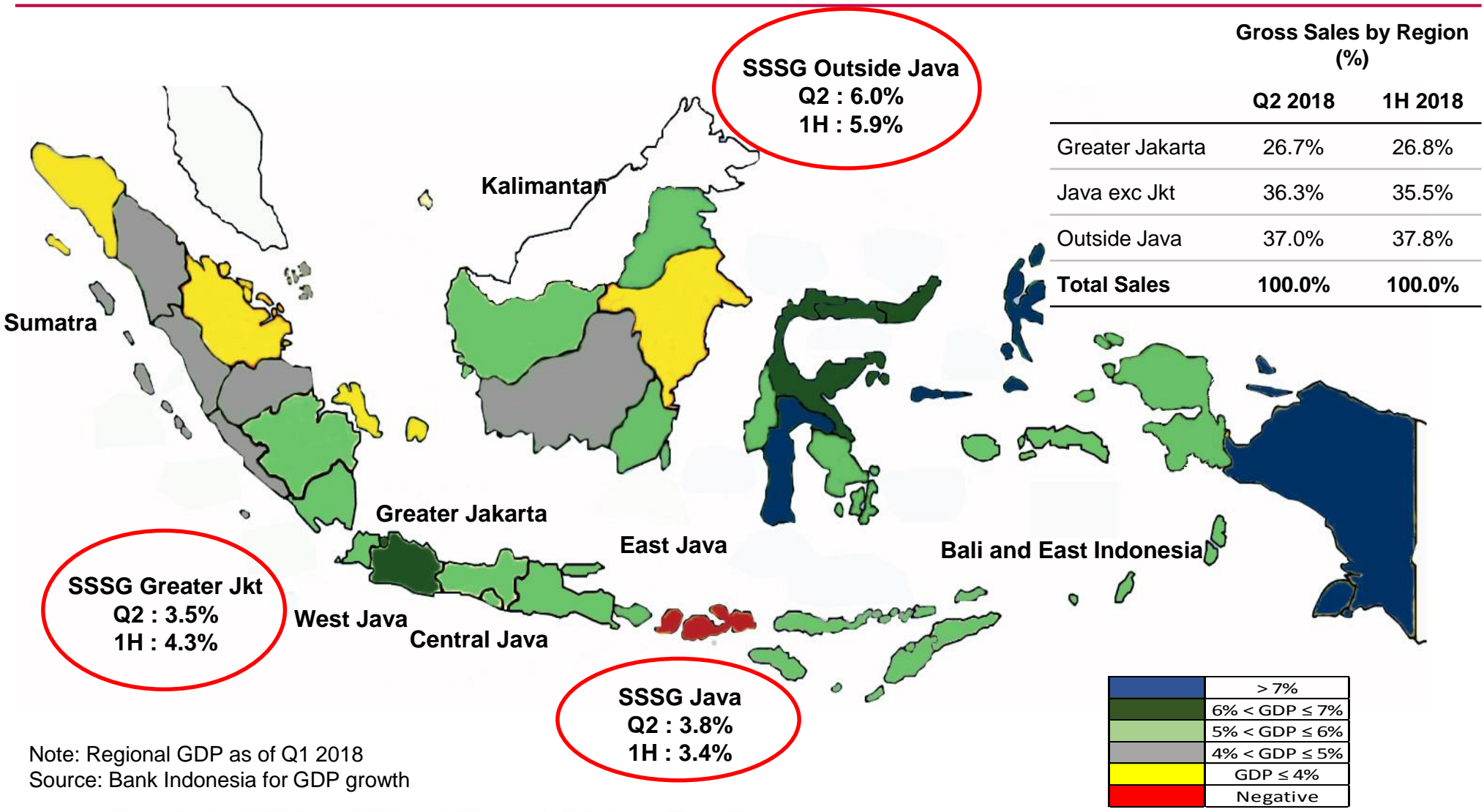
DP	37.1%	37.1%
CV	62.9%	62.9%

SSSG was 4.5% in Q2 2018 and 4.6% in 1H 2018

SSSG %



Outside Java outperformed the other regions

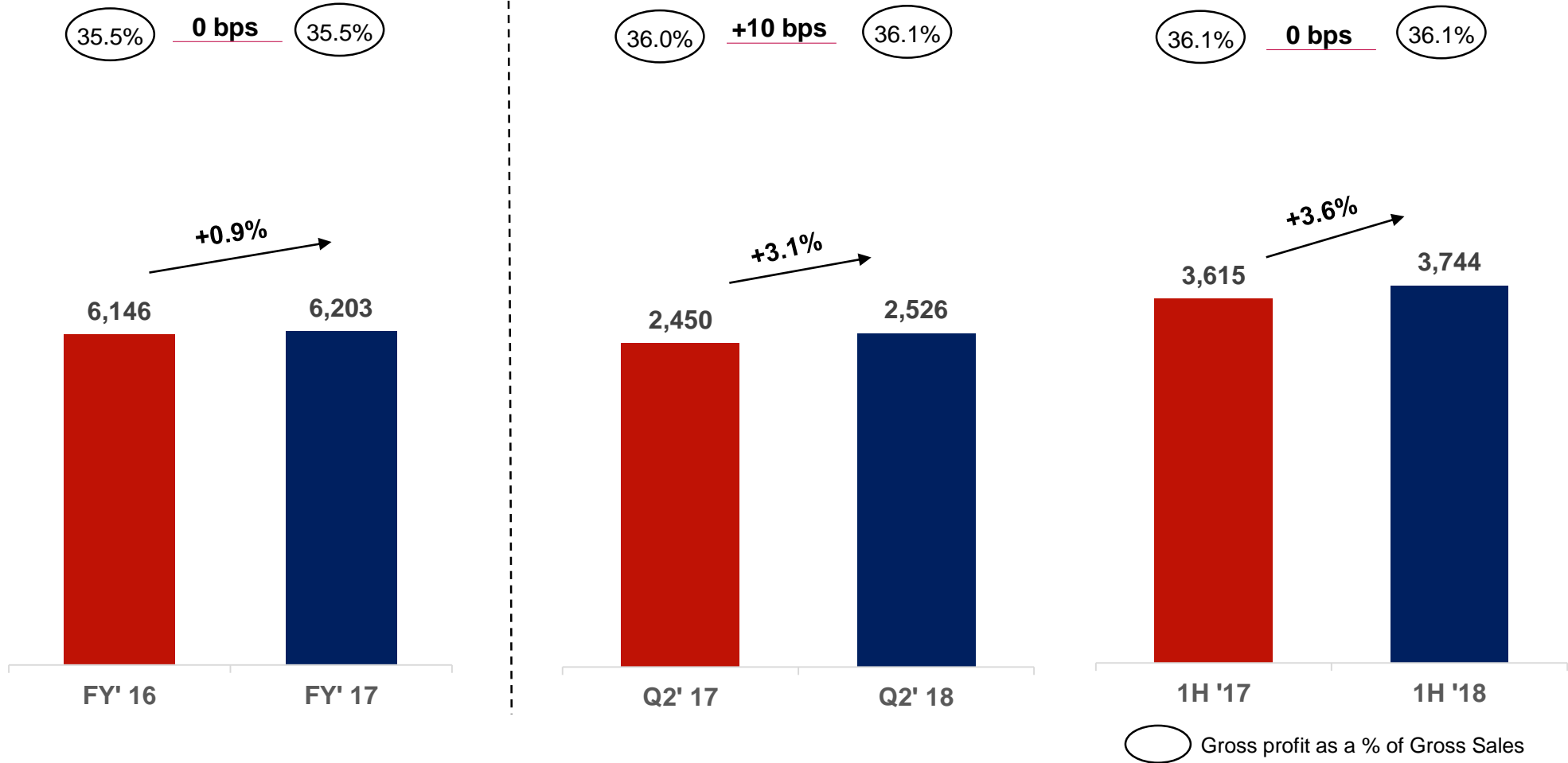


Note: Regional GDP as of Q1 2018
Source: Bank Indonesia for GDP growth

Merchandise margins increased in Q2, flat in 1H

Gross profit and margins

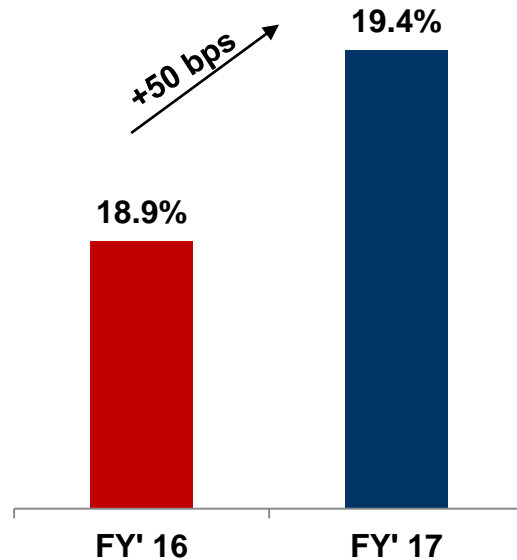
IDR Bn



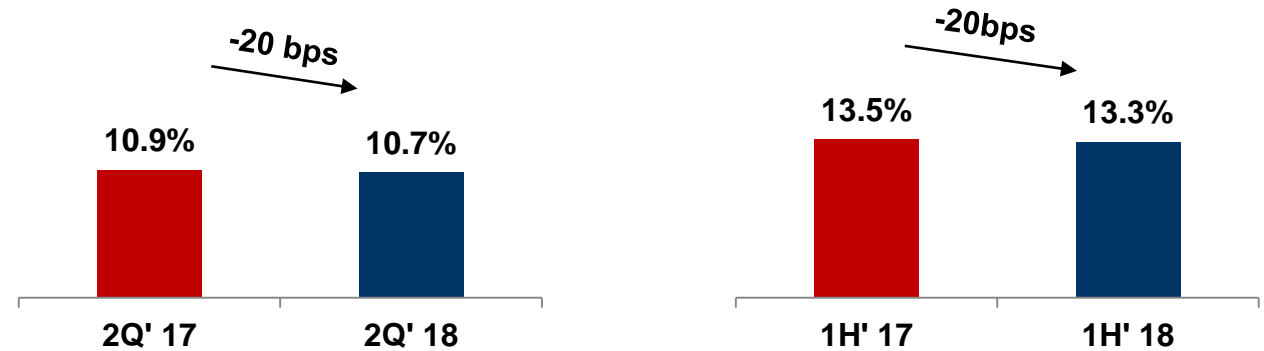
Store opex leverages, overall marketing spend up over last year

Opex⁽¹⁾ as a % of Gross Sales

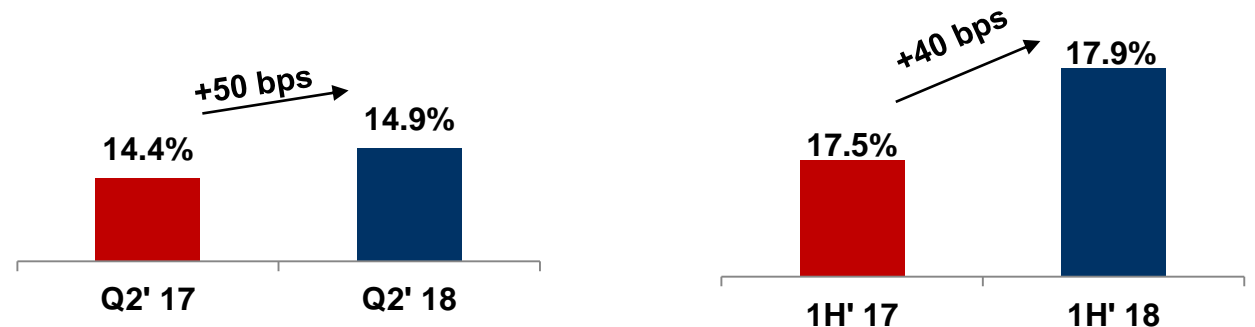
Total Company



Comp store



Total Company



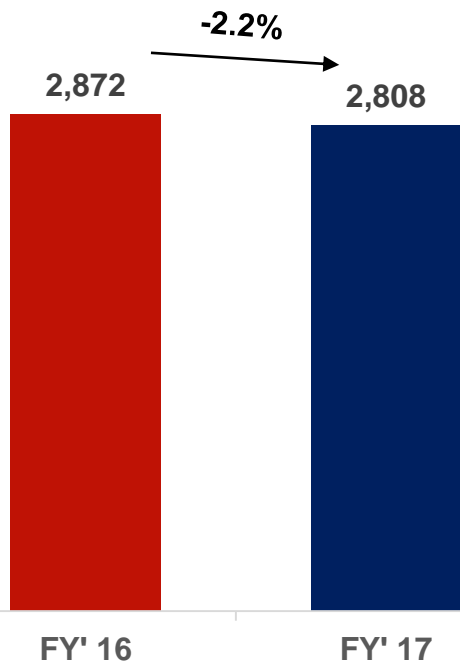
Note
1. Opex calculated as Adjusted Gross Profit less Adjusted EBITDA

Operating EBTDA up 1.4% for 1H 2018

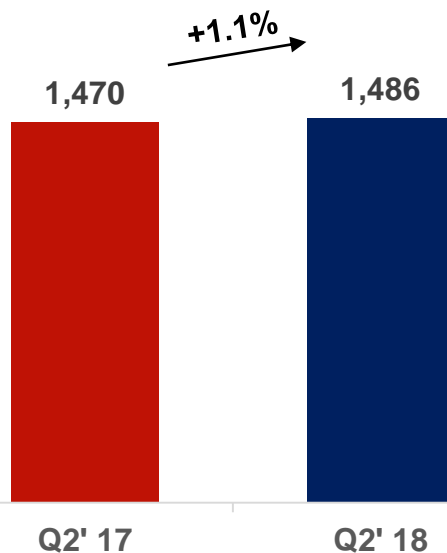
EBITDA and Margins

IDR Bn

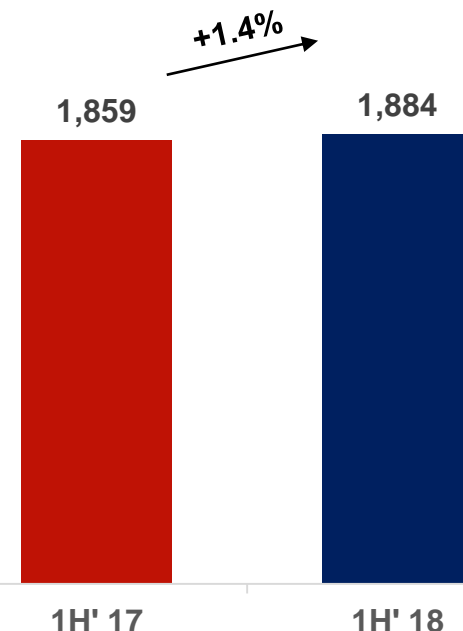
16.6% -60 bps 16.0%



21.6% -40 bps 21.2%



18.6% -40 bps 18.2%

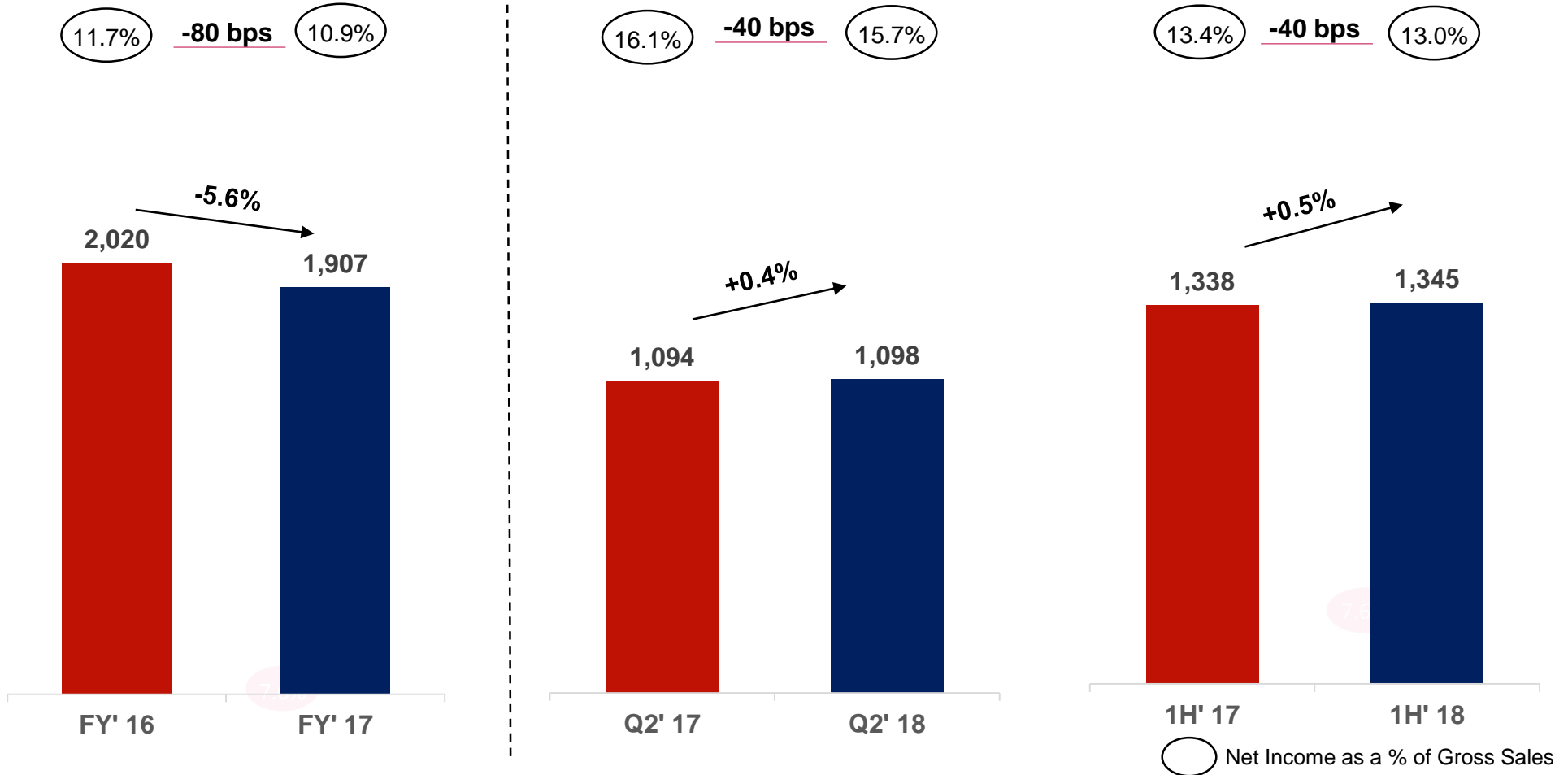


Notes
EBITDA adjusted for severance pay

○ EBITDA as a % of Gross Sales

Net income up by 0.4% in 2Q 2018 and 0.5% in 1H 2018

Net Income (IDR Bn)



Post Lebaran cash on hand is Rp 2.5T

INVENTORY DAYS, CASH POSITION AND OUTSTANDING BANK LOAN BALANCE

(in IDR Bn)	End of Mar 2018	End June 2018
LTM Ave. Inventory Days	120 days	123 days
Cash on Hand	Rp 1,106 Bn	Rp 2,502 bn
Outstanding Bank Loan Balance	Rp 0	Rp 0

CAPEX AND REFURBISHMENTS

(in IDR Bn)	FY 2017	FY 2018E
Capex	Rp 323 Bn	Rp 350-450 Bn
Refurbishments	16	10-20

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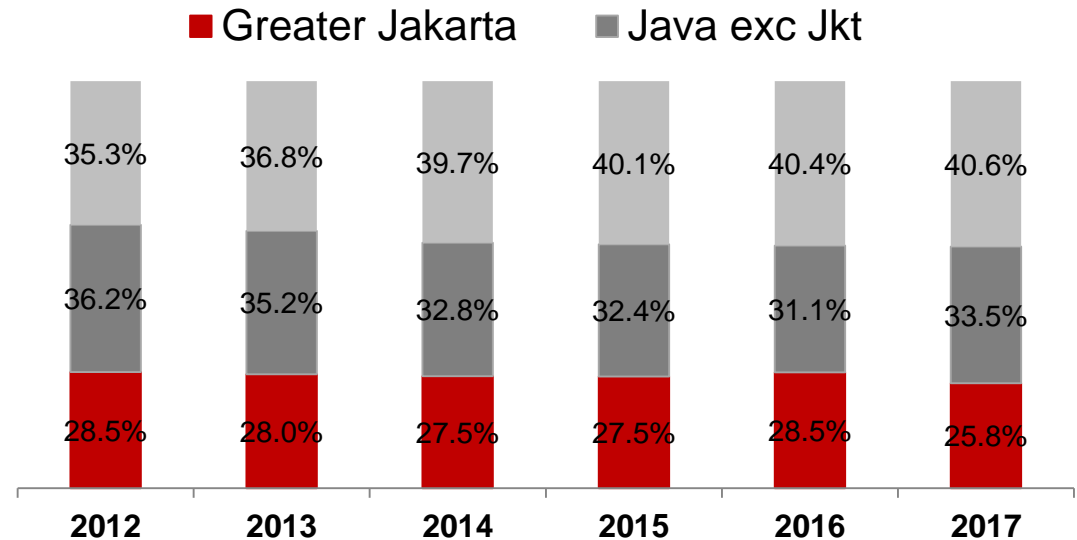


Operational and Strategic Updates

FY2018 expansion plans

- Opened 2 new stores in Q2
 - May: Mamuju, Sulawesi (new city)
 - May: Cilegon, West Java
- Closed 1 store in Q2
 - Apr: Medan, Sumatra (Lease expiry)
- Will open 1-2 more new stores in 2H18

Store Count Split by Region

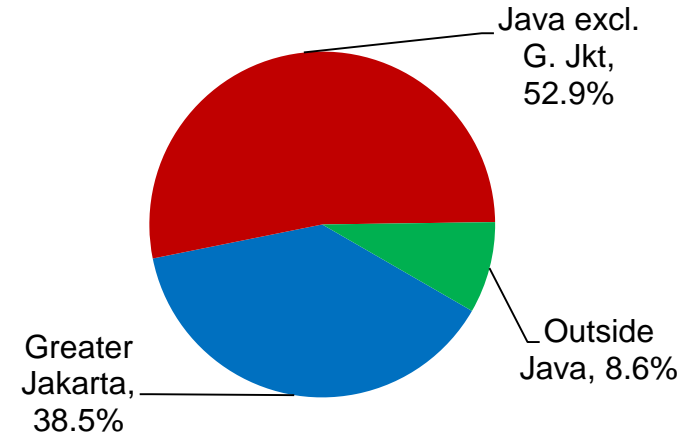


No	Geographic area	Actual		FY2018	Forecast	
		FY2017	Q2 2018	Balance	Future Pipeline 2019 and onwards	
		# of stores	# of stores	# of stores	# of stores	% mix
1	Jabodetabek (Greater Jakarta)	40	40	0	6	15.8%
2	Java (Exc Greater Jakarta)	52	52	1-2	13	34.2%
3	Outside Java	63	63	0	19	50.0%
	Total	155	155	1-2	38	100.0%

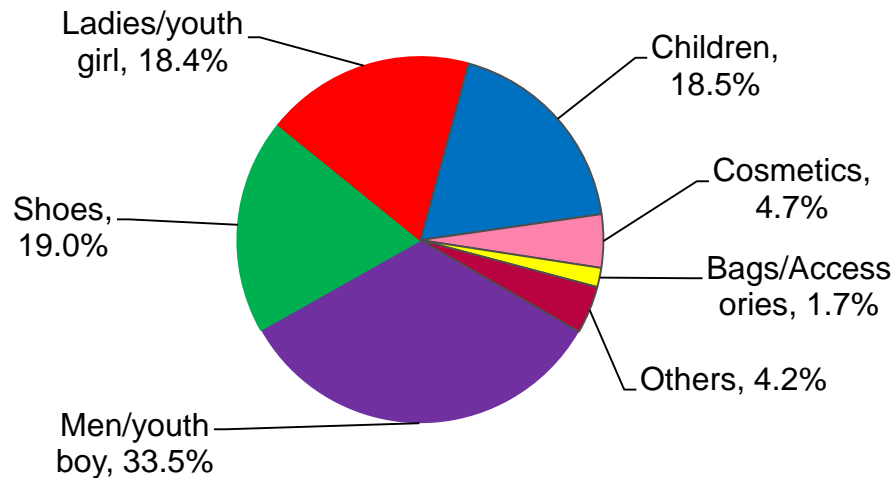
Matahari.com performance update

MATAHARI.COM	
	Q2 '18
Sales growth (QoQ)	32%
Basket size growth (QoQ)	46%

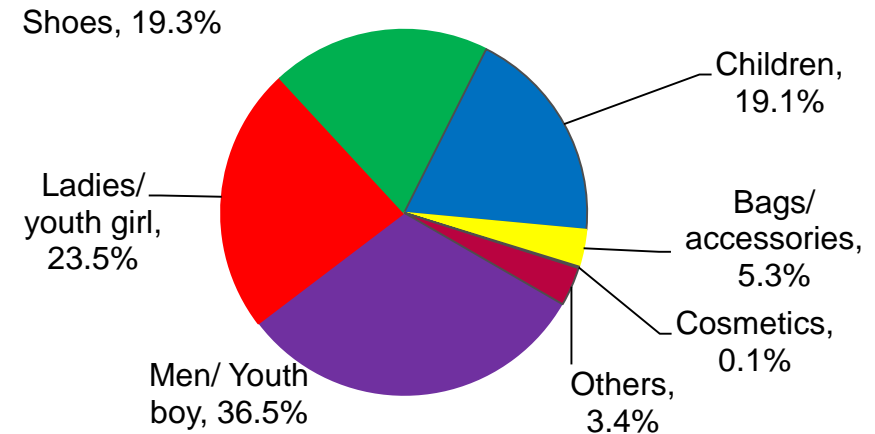
Sales by Region – Online (Q2 2018)



Sales by Category - Offline (Q2 2018)



Sales by Category - Online (Q2 2018)



Summary

- ❑ **Same store sales growth in Q2 was 4.5% and gross margin rose 10 bps following a tighter and more selective promotions strategy**
- ❑ **Total same store sales growth for the 1st half was 4.6%**
- ❑ **Our new merchandising initiatives continue to gain traction**
- ❑ **2018 new stores are now seen at 3-4 stores for the year**
- ❑ **Our Online business is on track to double sales from last year**
- ❑ **“Mataharistore.com” has been rebranded to “Matahari.com”, with the new app to be launched by the end of this year**



Appendix

Shareholding Structure

