

## **MATAHARI MELAPORKAN PENJUALAN KOTOR SEBESAR Rp 13,6 TRILIUN**

### **Highlights:**

- **Total penjualan kotor sebesar Rp 13,6 triliun**
- **Same store sales growth (SSSG) sebesar 4,4%**
- **Laba bersih sebesar Rp 1,5 triliun**

PT Matahari Department Store Tbk (“Matahari” atau “Perseroan”; kode saham: “LPPF”) hari ini melaporkan penjualan kotor sebesar Rp 13,6 triliun sepanjang sembilan bulan pertama tahun 2018, meningkat 3,0% dibanding Rp 13,2 triliun di periode yang sama tahun lalu, dimana pendapatan bersih naik 3,0% menjadi Rp 7,8 triliun. *Same store sales growth* tercatat sebesar 4.4%, dan laba bersih tercatat sebesar Rp 1,5 triliun, ekuivalen 11% dari penjualan.

Saat ini Matahari memiliki 155 gerai di 74 kota di Indonesia, dimana 2 gerai barunya resmi dibuka pada tahun ini di Mamuju (Sulawesi) dan Cilegon (Jawa Barat), Matahari juga menawarkan *merchandise* nya secara *online* melalui MATAHARI.COM. Perseroan berencana untuk membuka 1 gerai baru lagi pada kuartal terakhir 2018.

Richard Gibson, *CEO* dan *Vice President Director* Perseroan mengatakan, “Inisiatif *merchandise* kami terus berlanjut meningkatkan daya tarik pelanggan. Kami terus memperkenalkan berbagai cara inovatif untuk meningkatkan penawaran produk *merchandise* kami, untuk meningkatkan pengalaman belanja pelanggan. Basis keanggotaan pelanggan aktif kami juga terus meningkat, saat ini berjumlah 6,7 juta, dimana hal ini merupakan bukti kekuatan kami dalam memberikan nilai lebih kepada pelanggan. “

### **Tentang Matahari**

Matahari adalah platform ritel terbesar di Indonesia, dengan 155 gerai di 74 kota di seluruh Indonesia, serta secara online melalui MATAHARI.COM. Selama lebih dari 60 tahun, Matahari menyediakan pakaian, kecantikan dan produk sepatu yang berkualitas, *fashionable* dan terjangkau bagi kalangan menengah Indonesia yang semakin meningkat. Matahari mempekerjakan lebih dari 40.000 karyawan dan ber-partner dengan sekitar 850 pemasok lokal serta internasional.



Perseroan menerima beberapa penghargaan dari industri – bertaraf nasional dan internasional – termasuk Top 500 Retail Asia Pacific - 3rd Retailer in Indonesia dari Retail Asia, Euromonitor, & KPMG; Brand Asia 2017 – Top 3 Most Powerful Retail Brand in Indonesia dari Nikkei BP Consulting, Inc dan WoW Brand Award 2017 – Gold Champion dari MarkPlus Inc. Di samping itu, Perseroan juga meraih penghargaan Indonesia Netizen Brand Choice Award 2017 dari Warta Ekonomi. Seluruh penghargaan ini memperkuat posisi Perseroan sebagai salah satu perusahaan yang terkemuka, dinamis, dan terpercaya di Indonesia.

*Untuk informasi lebih lanjut, harap menghubungi:*

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Certain statements in this release are or may be forward- looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions in Indonesia; the state of the property industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; the anticipated demand and selling prices for our developments and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in operation expenses, including employee wages, benefits and training, governmental and public policy changes; our ability to be and remain competitive; our financial condition, business strategy as well as the plans and objectives of our management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although we believe that the expectations of our management as reflected by such forward-looking statements are reasonable based on information currently available to us, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date hereof, and we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.