

MATAHARI MELAPORKAN PENJUALAN KOTOR SEBESAR Rp 18,0 Triliun

2019 Highlights:

- **Penjualan kotor tercatat sebesar Rp18,0 triliun, sedikit meningkat 0,9% dari 2018**
- **Same store sales growth (SSSG) konstan**
- **Laba bersih sebesar Rp 1,4 triliun, meningkat 25% dari 2018**
- **Membuka 3 gerai *large format* baru dan 8 gerai *specialty*, sehingga jumlah total gerai menjadi 169 per akhir 2019**

PT Matahari Department Store Tbk ("Matahari" atau "Perusahaan"; kode saham: "LPPF") mencatat penjualan kotor sepanjang tahun 2019 sebesar Rp 18,0 triliun, naik 0,9% dari Rp 17,9 triliun di 2018. Pendapatan bersih konstan di Rp 10,3 triliun, begitu juga SSSG. Laba bersih sebesar Rp 1,4 triliun, meningkat 25% dari laba bersih setelah penurunan nilai investasi di tahun 2018 (menurun 27% dari laba bersih sebelum penurunan nilai investasi di tahun 2018).

Per akhir 2019, Matahari mengoperasikan 169 gerai di 76 kota di seluruh Indonesia, setelah membuka 3 gerai *large format* baru tahun 2019 di Bandung (Jawa Barat), Batam (Kepulauan Riau) dan Dumai (Riau), ditambah 8 gerai *specialty* di Medan (Sumatera Utara), Jakarta, Cibubur (Jawa Barat) dan Surabaya (Jawa Timur). Kami mengantisipasi pembukaan 6 gerai baru pada tahun 2020.

Terry O'Connor, CEO Perseroan mengatakan, "Saya senang dapat bergabung dengan Perseroan dan memiliki kesempatan untuk bekerja dengan banyak individu berbakat yang berkomitmen untuk kesuksesan jangka panjang Matahari. Perusahaan memiliki basis pelanggan dan pasar yang kuat untuk dikembangkan. Saya yakin bahwa, terlepas dari lingkungan ritel yang menantang dan kompetitif, kami akan terus memperluas jaringan, jangkauan, dan relevansi kami. Pelanggan loyalitas aktif kami, sekarang berjumlah 7,9 juta, dan telah tumbuh lebih dari 10% dari periode yang sama tahun lalu. Analisa mendalam atas dalam program loyalitas akan memandu dan membantu kami secara konsisten dalam memberikan nilai dan *engagement* yang luar biasa. Lingkungan ritel terus berkembang pesat dan kami perlu beradaptasi dengan permintaan konsumen dan tren yang terus berubah. Kami melihat banyak potensi di semua jalur dan akan fokus tidak hanya pada pembaruan gerai dan bisnis online kami di MATAHARI.COM, tetapi juga terus melanjutkan solusi Omni-Channel untuk pelanggan kami. Kami percaya inisiatif ini akan memberikan dasar yang kuat untuk pertumbuhan kami di masa mendatang.

Tentang Matahari

Matahari adalah platform ritel terbesar di Indonesia, dengan 169 gerai di 76 kota di seluruh Indonesia per akhir 2019, 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 lebih dari 1.000 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 2019 – Gold Champion dari MarkPlus Inc. Di samping itu, Perseroan juga meraih penghargaan Indonesia Netizen Brand Choice Award 2017 dari Warta Ekonomi.

Untuk informasi lebih lanjut, harap menghubungi

Corporate Communications / Investor Relations
PT Matahari Department Store Tbk
Tel: (62 21) 547 5333
E-mail: corp.comm@matahari.co.id, ir@matahari.co.id



www.matahari.co.id



Matahari



@matahari



MATAHARI



@GayaMatahari



Matahari

This press release has been prepared by PT Matahari Department Store Tbk ("LPPF") and is circulated for the purpose of general information only. It is not intended for any specific person or purpose and does not constitute a recommendation regarding the securities of LPPF. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this release constitute our judgment as of this date and are subject to change without prior notice. LPPF disclaims any responsibility or liability whatsoever arising which may be brought against or suffered by any person as a result of reliance upon the whole or any part of the contents of this press release and neither LPPF nor any of its affiliated companies and their respective employees and agents accepts liability for any errors, omissions, negligent or otherwise, in this press release and any inaccuracy herein or omission here from which might otherwise arise.

Forward-Looking Statements

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.