

## MATAHARI MELAPORKAN PENJUALAN KOTOR SEBESAR RP 2,1 TRILIUN

**Highlights:**

- Penjualan kotor Tw1 2021 Rp 2.076 Miliar, lebih rendah 23,6% dari 2020 dan 37,4% dari 2019.
- Penjualan bersih menjadi Rp 1.162 Miliar, 25,0% di bawah 2020, dan 39,7% di bawah 2019.
- Rugi bersih Rp (95) Miliar, serupa tahun lalu, vs laba bersih Rp143 Miliar di Tw1 2019.

PT Matahari Department Store Tbk (“Matahari” atau “Perseroan”; kode saham: “LPPF”) melaporkan penjualan kotor sebesar Rp 2,1 Triliun untuk periode yang berakhir pada 31 Maret 2021, masing-masing 23,6% dan 37,4% di bawah periode yang sama di tahun 2020 dan 2019. Pendapatan bersih sebesar Rp 1,2 Triliun, lebih rendah 25,0% dari 2020 dan 39,7% dari 2019.

Deskripsi	Aktual Tw1 2021	Selisih	
		% dari Tw1 2020	% dari Tw1 2019
Penjualan Kotor	2.076	-23,6%	-37,4%
Pendapatan Bersih	1.162	-25,0%	-39,7%
Rugi Bersih	(95)	1,5%	-166,9%

Bisnis selama Triwulan 1 2021 masih terdampak oleh PSBB ketat yang berlaku hingga 8 Februari, yang kemudian berlanjut dengan PPKM Berskala Mikro yang sampai saat ini masih diterapkan. Perseroan telah memulai program musiman lebih awal agar keamanan kedatangan para pengunjung terjaga dan sebagai antisipasi atas situasi yang tidak menentu, khususnya dengan pembatasan mudik.

Perseroan dengan cermat mengawasi 23 gerai dalam pemantauan, dan berencana untuk menutup 13 gerai tahun ini. Sepuluh gerai dalam pemantauan lainnya masih terus ditinjau. Kami membuka satu gerai baru di Balikpapan (Kalimantan Timur) di April 2021.

Niraj Jain, Chief Financial Officer Matahari mengatakan, “Kami terus beroperasi dalam situasi makro yang menantang. Kami memastikan pengendalian yang ketat atas beban operasional dan belanja modal. Kami terus mendapat dukungan dari pemilik mal dan pemasok. Kami telah memperpanjang fasilitas pinjaman bank senilai Rp 1 Triliun dan mengakhiri Triwulan 1 dengan saldo pinjaman bank sebesar Rp 480 Miliar. Perseroan terus mengambil posisi konservatif dalam situasi dengan ketidakpastian yang tinggi.”



## **Tentang Matahari**

Matahari adalah platform ritel terbesar di Indonesia, dengan 147 gerai di 76 kota di seluruh Indonesia, serta secara *online* melalui Matahari.com. Selama lebih dari 60 tahun, Matahari menyediakan produk pakaian, kecantikan dan sepatu yang berkualitas, *fashionable* dan terjangkau bagi kalangan menengah Indonesia yang semakin meningkat. Matahari mempekerjakan lebih dari 40.000 karyawan (termasuk SPG produk konsinyasi) dan bermitra dengan sekitar 400-500 pemasok lokal serta internasional.

Perseroan menerima beberapa penghargaan dari industri – bertaraf nasional dan internasional – termasuk Top 500 Retail Asia Pacific dari Retail Asia, Euromonitor & KPMG; Brand Asia 2018 – Top 3 Most Powerful Retail Brands 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’s Brand Choice Award 2018 dari Warta Ekonomi. Seluruh penghargaan ini mendukung dan memperkuat reputasi Perseroan sebagai salah satu perusahaan yang terkemuka, dinamis, dan tepercaya di Indonesia.

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](mailto:corp.comm@matahari.co.id), [ir@matahari.co.id](mailto:ir@matahari.co.id)



[www.matahari.co.id](http://www.matahari.co.id)



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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



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