



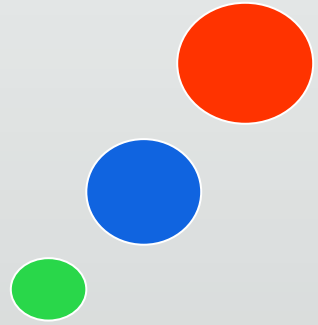
midi fresh



17 Tahun Melayani Konsumen Indonesia

17 Years of Serving Indonesian Customers with Excellence

PT MIDI UTAMA INDONESIA TBK UPDATES ON FY 2025 RESULTS



AGENDA

- ❖ Industry Updates
- ❖ Operational Performance
- ❖ Financial Highlights



Industry Updates



Indonesia Modern Trade (MT) Growth by Region

Other Islands stills driven Indonesia MT

Total Indonesia Modern Trade | Total FMCG 68 Categories | FY 2025





Market Snapshot from NielsenIQ for FY 2025



Total Business Unit Performance

Our performance better than market with increment of our share



Alfamidi vs SMKA | Total Business Unit | Value Growth vs YA – Market Share to SMKA | FY 2024 & FY 2025



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15

Source: NIQ (Nielsen IQ); SMKA = Supermarket and Minimarket Key Accounts.



Net Stores Addition and Total Number of Stores

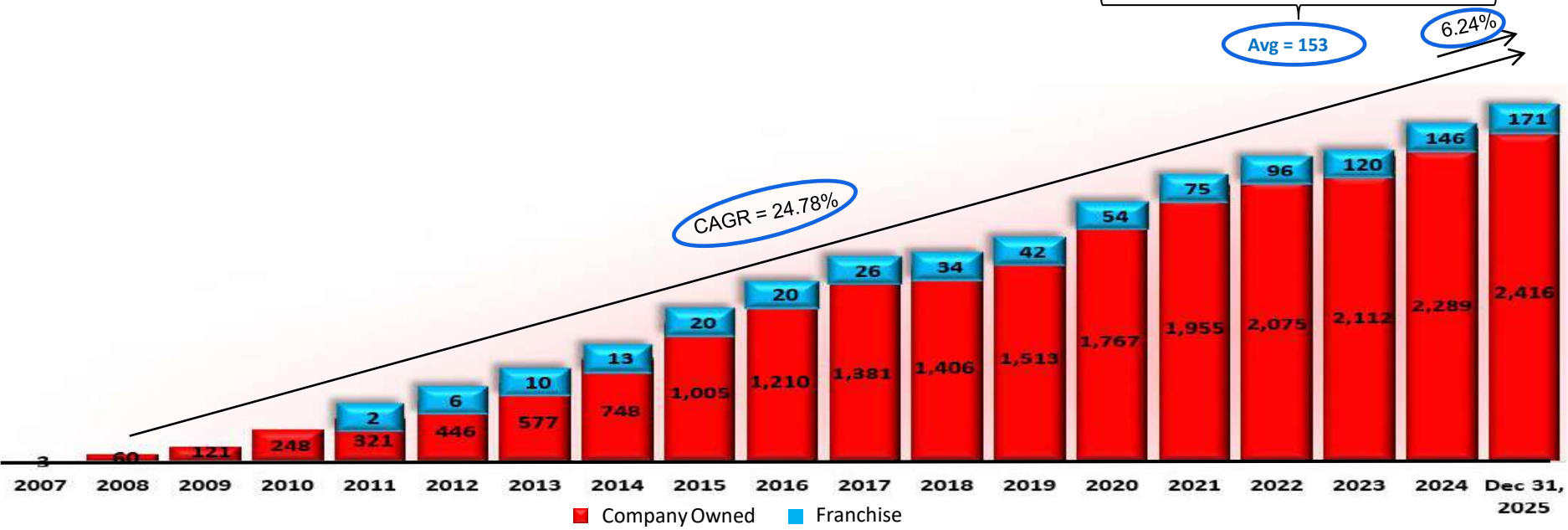
- Net stores addition for YTD Dec 2025 = 152 stores, with details as follows:
 - Alfamidi : 135 stores;
 - Alfamidi super : 18 stores;
 - Midi fresh : (1) stores;
- Total number of stores as of Dec 31, 2025 = 2,587 stores, with details as follows:
 - Alfamidi : 2,503 stores;
 - Alfamidi super : 80 stores;
 - Midi fresh : 4 stores;



Stores Growth

Company Owned & Franchise Stores (All Formats excluding Lawson)

3	60	121	248	323	452	587	761	1,025	1,230	1,407	1,440	1,555	1,821	2,030	2,171	2,232	2,435	2,587
	+57	+61	+127	+75	+129	+135	+174	+264	+205	+177	+33	+115	+266	+209	+141	+61	+203	+152

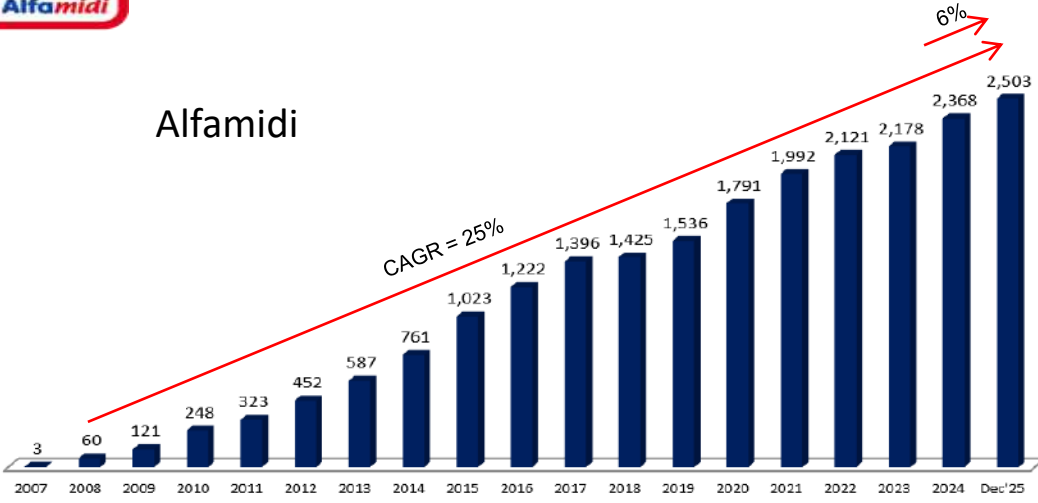


- As of Dec 31, 2025, the number franchise stores is equivalent to 6.6% of total consolidated stores.
- The total number of new stores opened (all formats) in 2020, amounting to 266 stores, was the highest since establishment.
- In the last 5 years (2021-2025), the average number of new stores opened is 153 stores (all formats) per year.

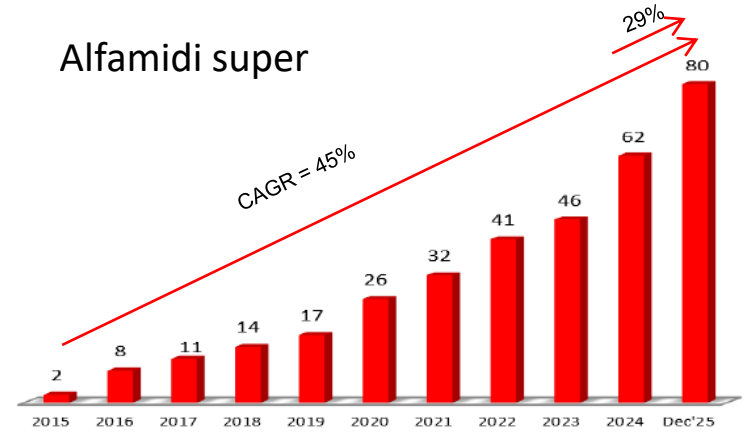


Stores Growth

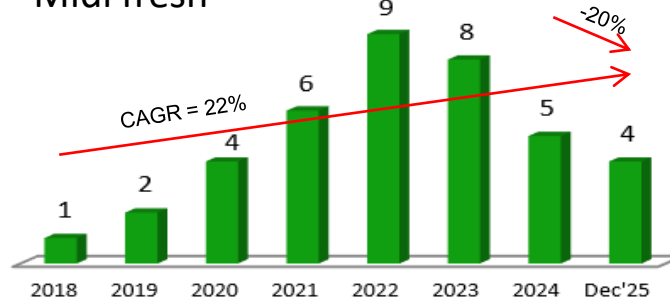
Alfamidi



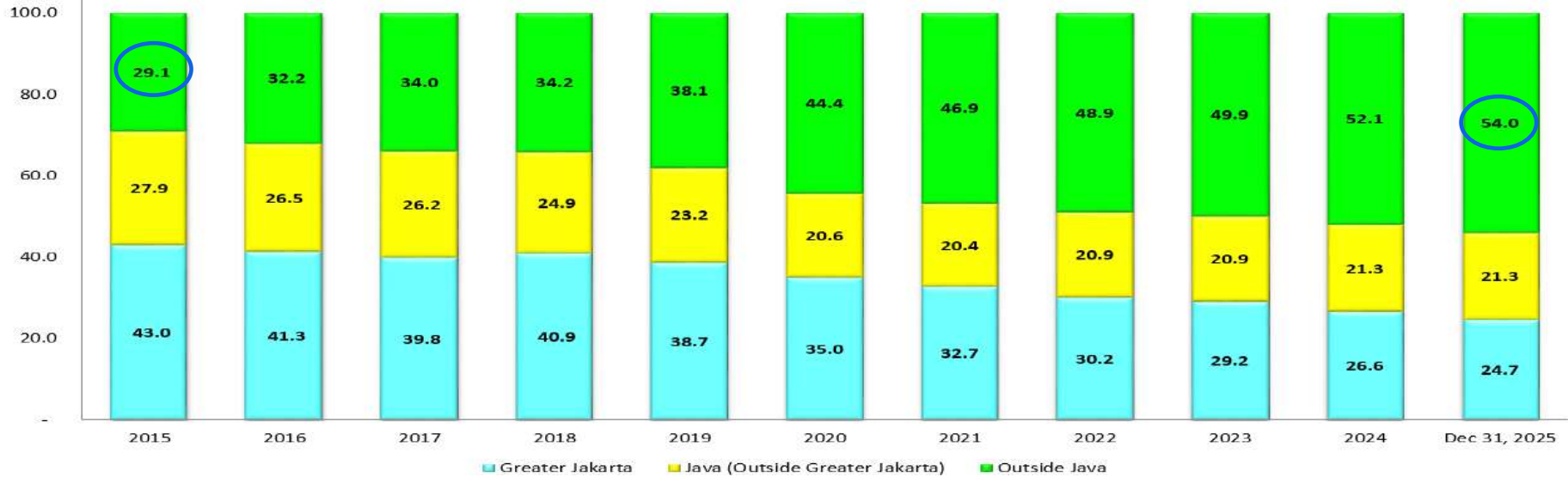
Alfamidi super



Midi fresh



Geographic Breakdown (%)

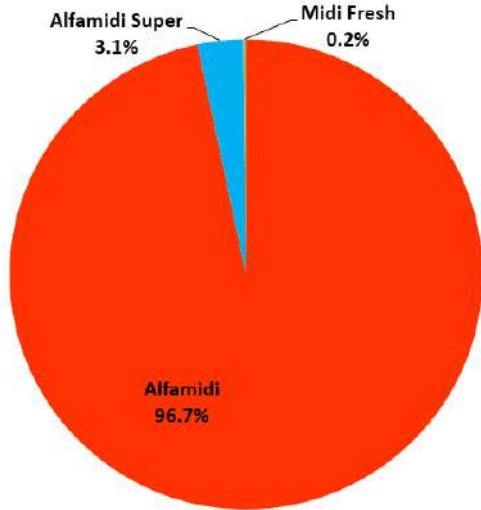


- Based on geographic breakdown, as of Dec 31, 2025, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 54.0%, 21.3% and 24.7%, respectively.
- The number of Alfamidi stores in outside Java island keeps increasing compared to Greater Jakarta and Java island (outside Greater Jakarta). It has been increased by 24.9% from 29.1% in as of Dec 31, 2015 to 54.0% as of Dec 31, 2025.

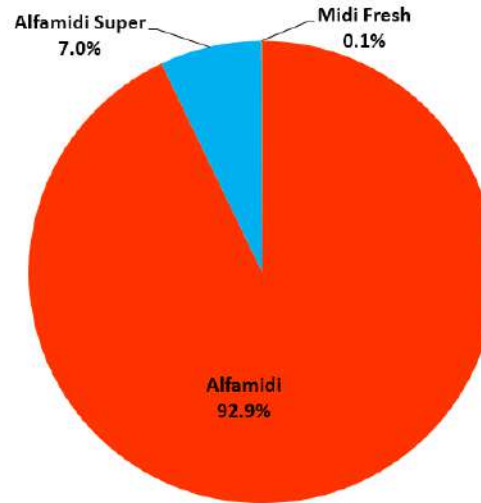


Stores Composition (By Store Format)

Number of Stores
As of Dec 31, 2025



Net Revenue
Ytd Dec 2025





- As of Dec 31, 2025, Alfamidi stores are supported by 11 warehouses and 3 sub-warehouses/depot, with the detail as follows:
2 warehouses in Greater Jakarta, 2 warehouses in Java island (outer Greater Jakarta), 7 warehouses and 3 sub-warehouses/depot in outer Java island.
- During 12M 2025 Alfamidi has penetrated to 1 new province and 12 new cities/districts
In total, Alfamidi has penetrated to 24 provinces of 38 provinces in Indonesia (63%) and 225 cities/districts of 372 cities/districts in those 24 provinces (60%).

Online Channel



- To fulfill customers' need, besides through physical stores (offline channel), the Company does have online channel as well, through app of **Midi Kriing**, which is available on platform of Google Playstore and Appstore. The order will be delivered to customers without delivery fee (**free delivery**) from our closest store with maximum distance of 5 kilometers.
- Besides that, the Company has cooperation as well with several e-commerce platform such as Gomart, Grabmart, Bibli Click&Collect, Shopee, Lazada, Bliblimart and Tokopedia.
- For YTD Dec 31, 2025, sales through online channel contributed 2.78% of total sales increased by 0.25% compared to 2.53% for YTD Dec 31, 2024.

To increase brand equity, brand awareness dan maintain customer loyalty, several special promotion events carried out during 2025 are as follows:

PERIODE: MULAI 1 JANUARI 2025 EDISI 02, PERIODE: 36 - 31 JANUARI 2025

CASHBACK UPTO 35K

#AlfamidiFavoritKeluarga

Setiap belanja minimal Rp 100.000* dan di dalamnya terdapat produk sponsor Semarak Awal Tahun atau House Brand/Private Label akan mendapatkan Voucher Cashback Up To Rp 35.000

Alfamidi PROMO MEMBER

HEALING

Hobibawa Traveling Bersama Alfamidi

Periode: 01 Januari - 30 April 2025

25 DISKON BELANJA

10 HARI BELANJA BELI 100

3 Paket Family Trip UNIVERSAL STUDIO SINGAPORE

Alfamidi

SERUNYA MUDIK

Periode: 08 Januari s.d 13 Maret 2025

GRAND PRIZES

10 PESUNDA SPECIAL

RIBUAN TIKET BUS

PULSAAN DOKU PEMAYAT

DAPATKAN DOORPRIZE MENARIK

Alfamidi

RAIH MOBIL IMPIAN KELUARGA

KUMPULKAN KOINNYA & DAPATKAN HADIAHNYA

1 MOBIL

GRAND PRIZE WULING BINGUO

10 UANG TUNAI Rp 5.000.000

50 VOUCHER BELANJA Rp 2.400.000

Alfamidi

CASH BACK UP TO 60K

Periode: Mulai 01 Juli 2025

EDISI 13, PERIODE: 1 - 31 JULI 2025

Setiap belanja minimal Rp 100.000* dan di dalamnya terdapat produk House Brand/Private Label akan mendapatkan Voucher Cashback Up To Rp 60.000

Alfamidi Family Fun Walk

Periode: 01 Juli - 31 Juli 2025

100% DISKON BELANJA

100% DISKON BELANJA

100% DISKON BELANJA

Alfamidi

Tebus Murah Handuk Terry Palmer

(dengan Harga Special)

BLUE COTTON Available di Solar

Rp 199.900

Rp 69.900

Mekanisme: Setiap belanja minimal Rp 100.000* menggunakan member Alfamidi bisa **TEBUS MURAH** Handuk Terry Palmer dengan Harga Special

Alfamidi

Tebus Murah

Alfamidi Facial Tissue 400gr Rp 25.000

Rp 14.900

Tisu Wajah Facial Tissue

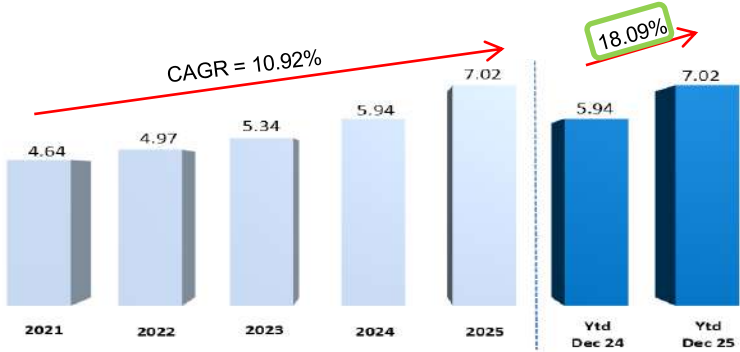
Mekanisme: Setiap belanja minimal Rp 100.000* menggunakan member Alfamidi bisa **TEBUS MURAH** Alfamidi Facial Tissue 400g dengan harga special Rp 14.900



Customer Relationship Management (CRM)

Total Alfamidi Registered Member

(in million)



Customer Loyalty Contribution

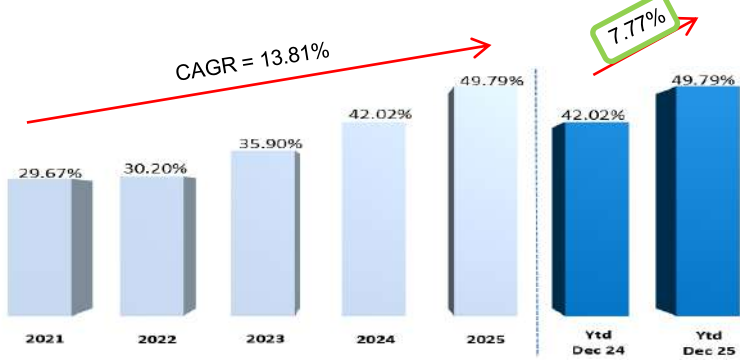
7.02 M

49.79%

Total Alfamidi Registered Member Growth 18.09% (Ytd Dec-24 vs Ytd Dec-25)

% Sales contribution of member Growth 7.77% (Ytd Dec-24 vs Ytd Dec-25)

% Sales contribution of member



Presence on Social Media



Alfamidi Ku



Alfamidi



Alfamidi_ku



@Alfamidi_ku



@Alfamidi_ku

	FY 2024	FY 2025
Alfamidi Ku	1.3 M User	1.3 M User
Alfamidi	1 M User	1 M User
Alfamidi_ku	1.1 M User	1.1 M User
@Alfamidi_ku	123 K Followers	103 K Followers
@Alfamidi_ku	508.8 K User	573 K User



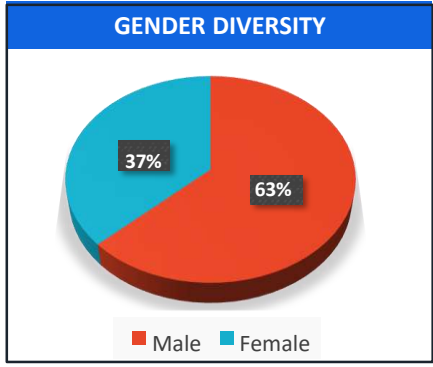
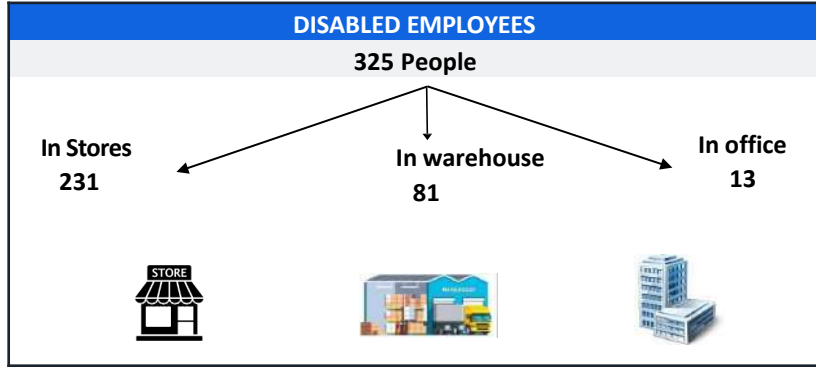
REDUCING PLASTIC BAG USAGE

- Plastic bags usage was keep decreasing. It was decreased by 0.81% (YoY) from 23.05% for 12M 2024 to 22.24% for 12M 2025.
- We keep encouraging customers to use Go Green shopping bags.

APPLICATION OF SOLAR PANEL

- In total, Company has installed solar panel in 8 owned-warehouses (2 in 2025), 29 Alfamidi super store and 1 Alfamidi store (15 stores in 2025).
- The installation of solar panels have reduced CO₂ emission by approximately 1,376 tons in 2025.
- We plan to continue the installation of solar panel in 2 owned-warehouse and 25 stores in 2026.





• There are 2 female Directors in our Board of Directors (40%).

Corporate Social Responsibility (CSR)

In line with one of the Company's visions to be a retail network that integrated with the society, the Company is fully committed to carry out Corporate Social Responsibility (CSR) to the society.

Several CSR activities carried out during 2025 are as follows:



Donation to natural disaster victims



Empowerment of Micro, Small and Medium Entrepreneurs.



Blood donation



Free health check for people surrounding stores.



Supporting the socialization and early detection of cervical cancer.



To preserve nature, we participated in activities of trees mangrove planting.

Corporate Social Responsibility (CSR)

In line with one of the Company's visions to be a retail network that integrated with the society, the Company is fully committed to carry out Corporate Social Responsibility (CSR) to the society.

Several CSR activities carried out during 2025 are as follows:



Continuing the collaboration with local schools to develop **Alfamidi Class Teaching Factory and Laboratory**.

Through the Alfamidi Class program, the students have the opportunity to learn firsthand about how the modern retail industry works.

The **'Edukasi Keluarga Balita'** program is a CSR initiative of 'Alfamidi Healthy Family' in the health sector. This program will be held routinely every month in the Alfamidi store yard with a different theme to provide information and knowledge to participants.

"Alfamidi's Kampung Merdeka" is one of Alfamidi's Corporate Social Responsibility (CSR) programs that focuses on environmental education and family economic empowerment through community-based waste bank management with a sustainable approach.

Alfamidi not only builds collaboration in education but also plays a role in creating broader job opportunities for the graduates.



2025 Award for zero accidents/zero work accidents, by the East Java Provincial Government.



2025 Silver category award for the occupational safety and health development committee of companies in the West Java region, from the West Java Provincial Government.



The Best Human Capital 2025 for commitment to Diversity and Inclusion through Strategic Employment Initiatives, from Warta Ekonomi.



2025 Indonesia Excellence Good Corporate Governance Award 2025 for Empowering Employees through Inclusivity, Engagement, Development, and Comprehensive Support Programs (Human Capital), from Warta Ekonomi.



Indonesia Best Workplace Award 2025 for Empowering Employees through Inclusivity, Engagement, Development, and Comprehensive Support Programs (Human Capital), from Warta Ekonomi.



Our online delivery platform, **MIDI Kriing** obtained 2025 TOP Indonesia Original Brand Award from SWA Magazine for category of Groceries Shopping App.

2025 Indonesia Brand Excellence in Customers Value Award from SWA Magazine for Category of Supermarket.

2025 Indonesia Most Excellent Company with Outstanding Retail Innovation Enhancing Customer Experience and Local Community Empowerment from Warta Ekonomi.

2025 The Best Public Company 2025 in Food & Staples Retailing for the Capacious Market Capitalization for Sustainability Business from Warta Ekonomi.

2025 Customer Service Quality Award from SWA Magazine for Category of Supermarket.



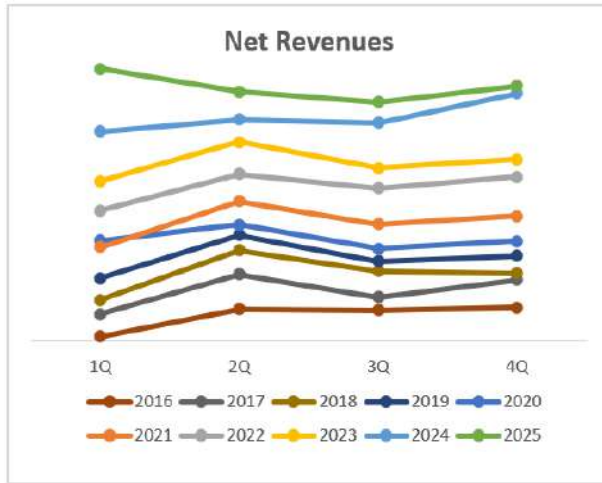
Financial Highlights

Ytd Dec 2025





Financial Highlights YTD Dec 2025



We managed to rebound in 4Q. Historically, in the last 10 years, net revenues in 4Q were always higher than 3Q except in 2018.

Statement of Profit or Loss	Full Year (in bn Rp)		
	FY 2024	FY 2025	YoY (%)
Net Revenue	19,888	20,642	3.79%
Gross Profit	5,232	5,396	3.12%
% GP	26.31%	26.14%	-0.17%
EBIT	515	764	48.24%
% EBIT	2.59%	3.70%	1.11%
Net Income	546	792	45.01%
% Net Income	2.75%	3.84%	1.09%

Note: FY 2024 figures include 12 months of accounts of PT Lancar Wiguna Sejahtera (LWS), a subsidiary which has been divested on May 14, 2025, whereas FY 2025 figures include 4 months of accounts of LWS's accounts.

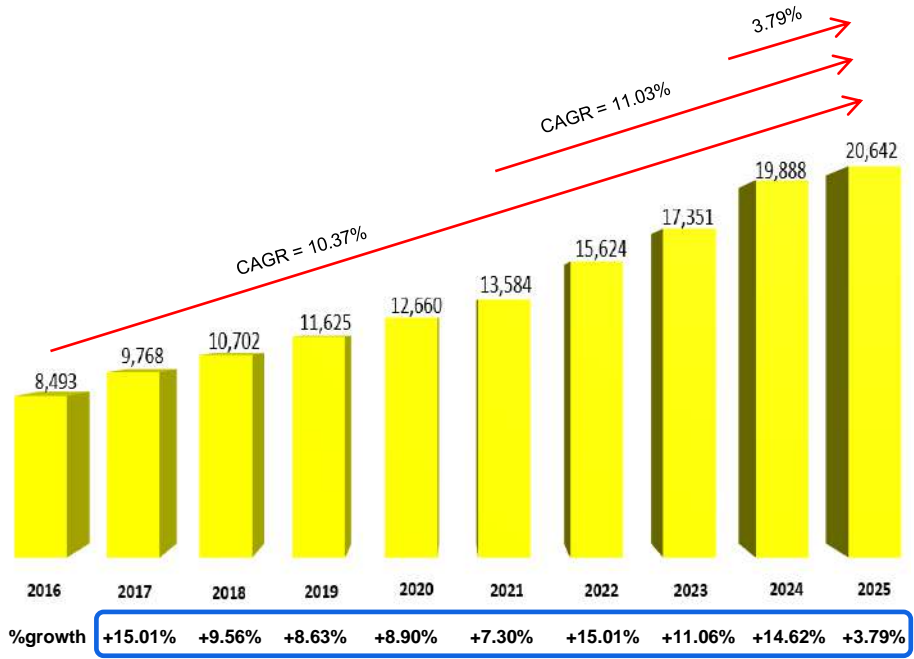
(in bn Rupiah)

Statement of Profit or Loss	Quarterly					Full Year		
	4Q 2024	3Q 2025	4Q 2025	QoQ (%)	YoY (%)	FY 2024	FY 2025	YoY (%)
Parent Entity Only, excluding Subsidiary (Additional Information Only)								
SSSG% of Alfamidi	9.13%	-1.36%	-0.39%			9.86%	1.48%	
Net Revenue	5,013	4,905	5,112	4.23%	1.97%	18,843	20,387	8.19%
Net Income	145	200	202	0.72%	39.09%	712	839	17.85%
% Net Income	2.89%	4.08%	3.94%	-0.14%	1.05%	3.78%	4.11%	0.34%

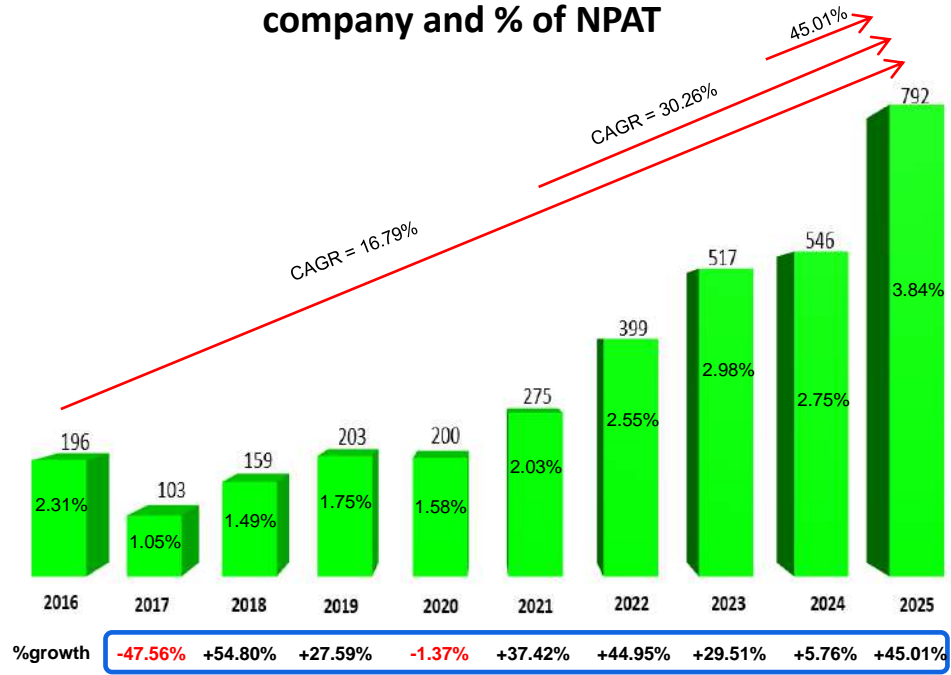


Consolidated Statement of Income (YTD Dec 2025; in IDR Billion)

Net Revenues



NPAT attributable to owners of the parent company and % of NPAT

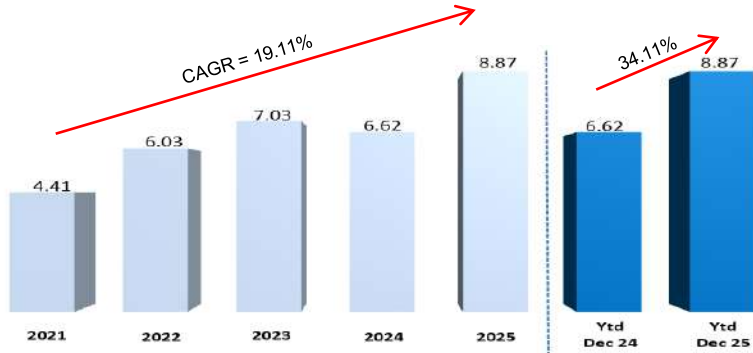


Note: Above revenues and NPAT figures for year 2018 - 2025 are consolidated figures, which include the accounts of LWS, a subsidiary, which has been divested on May 14, 2025, but, for 2025, only include 4 months accounts of LWS.

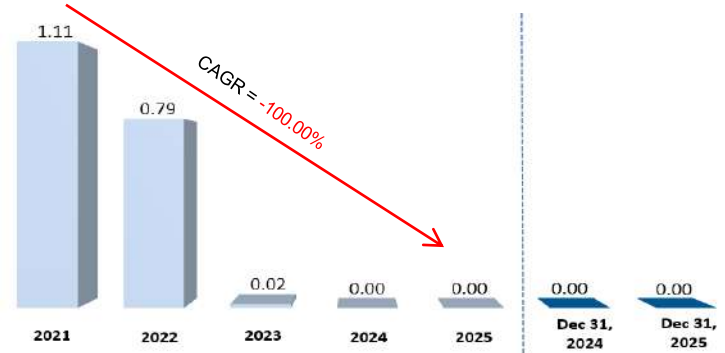


Return & Leverage (YTD Dec 2025)

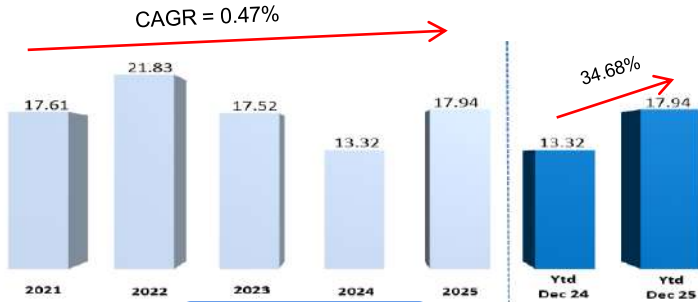
ROAA (%)



Gross Interest Bearing Debt-to-Equity (x)

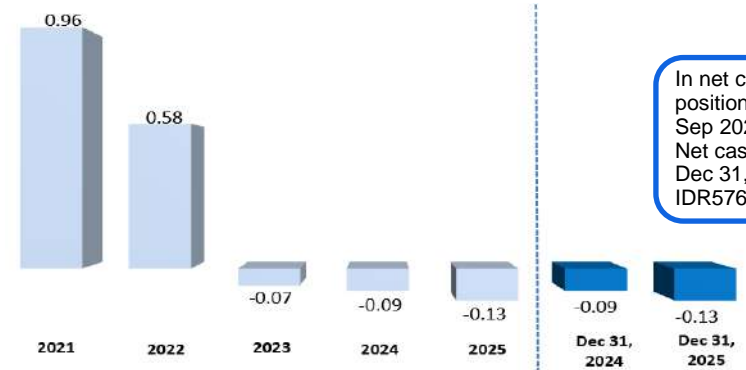


ROAE (%)



Decrease in 2023 and 2024 were due to increase inf equity as a result of pre-emptive right issuance in Jul 2023.

Net Interest Bearing Debt-to-Equity (x)

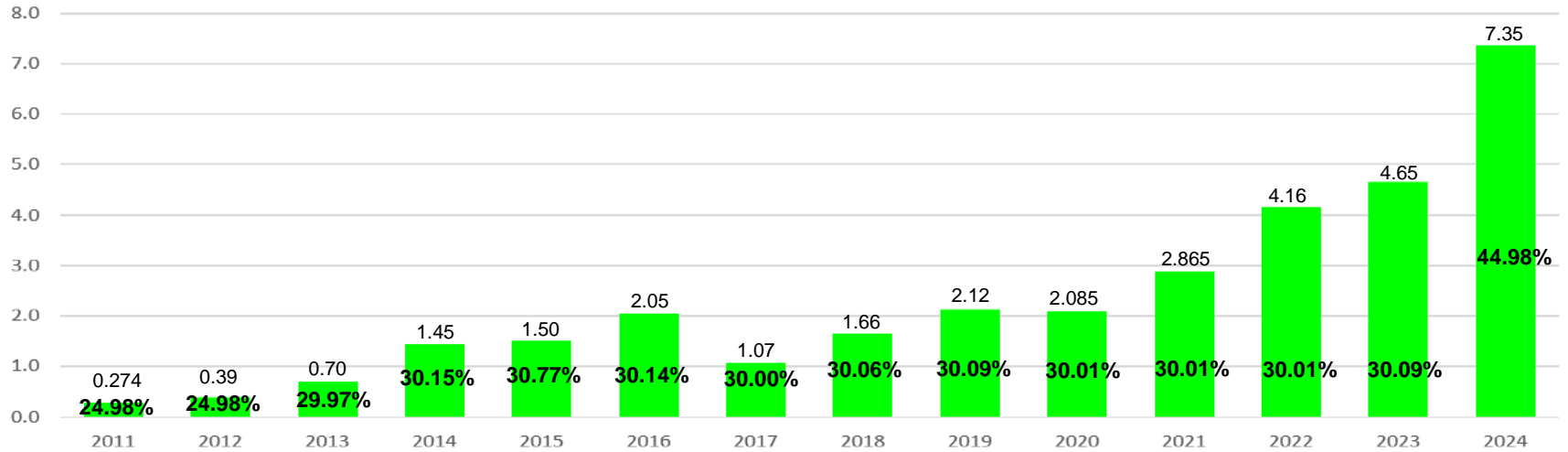


In net cash position since Sep 2023.
Net cash as of Dec 31, 2025 = IDR576bn



Trend of Dividend Payout Ratio

Dividend
(Rp / Share)



Total Dividend Paid

(Rp million)

2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024
7,898	11,241	20,176	41,794	43,235	59,088	30,841	47,847	61,106	60,097	82,579	119,906	155,474	245,749

%Growth	+42.3%	+79.5%	+107.1%	+3.4%	+36.7%	-47.8%	+55.1%	+27.7%	-1.7%	+37.4%	+45.2%	+29.7%	+58.1%
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- Since listed in the end of 2010, we have been consistently distributing dividend every year.
- The payout ratio is equivalent to 25% in 2011-2012, 30% in 2013-2023 and 45% in 2024.
- Dividend distributed grew significantly every year and only decreased in 2017 and 2020.
- For comparison purpose, dividend per share for year 2011-2021 was recalculated using number of shares after stock split carried out in 2022.

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