



**WINNING CUSTOMERS' HEART,
DRIVING SUSTAINABLE GROWTH**



PT MIDI UTAMA INDONESIA TBK UPDATES ON 1Q 2026 RESULTS



AGENDA

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



Industry Updates

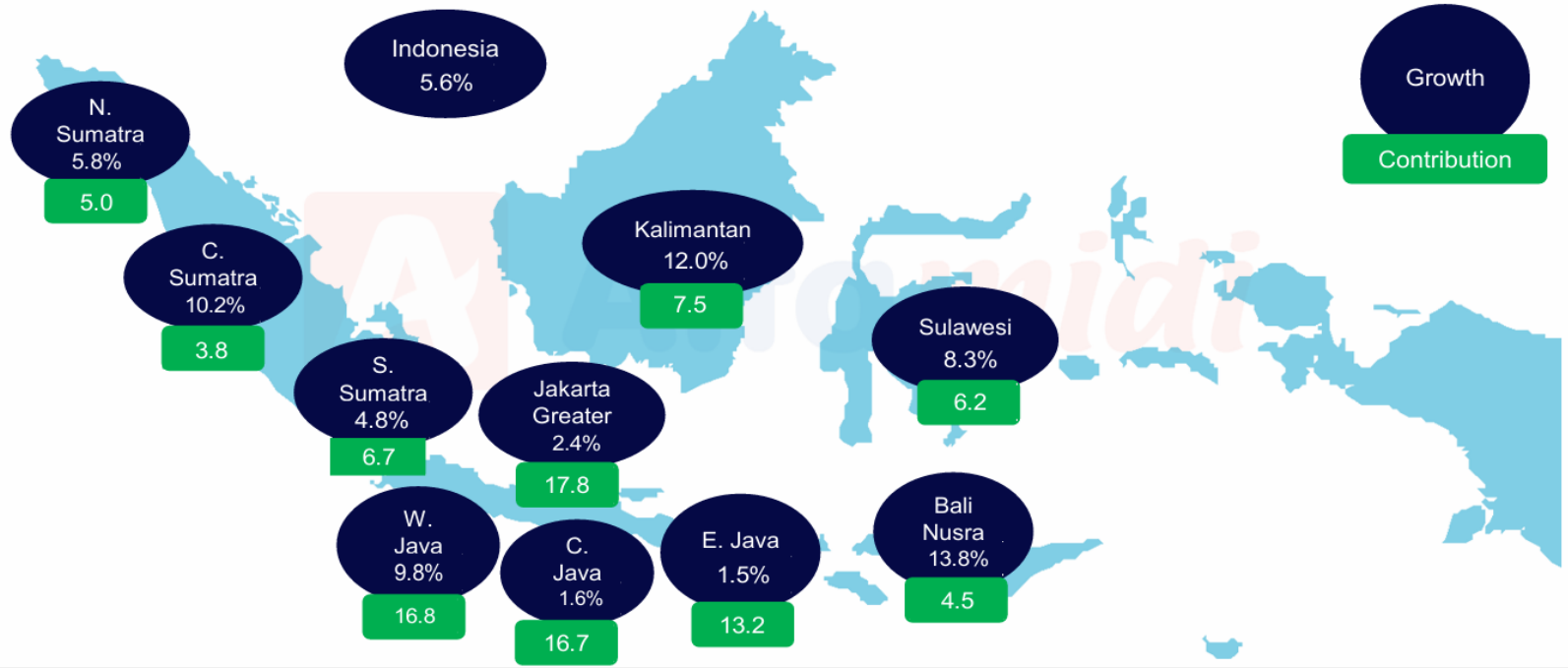


Indonesia Total Groceries Growth by Region

Growth Driven by Other Island Performance, with Support from Kalimantan

Retail Audit

Indonesia Total Groceries | Total FMCG 81 Categories | YTD Mar'26



NIQ

Source: NIQ (Nielsen IQ);

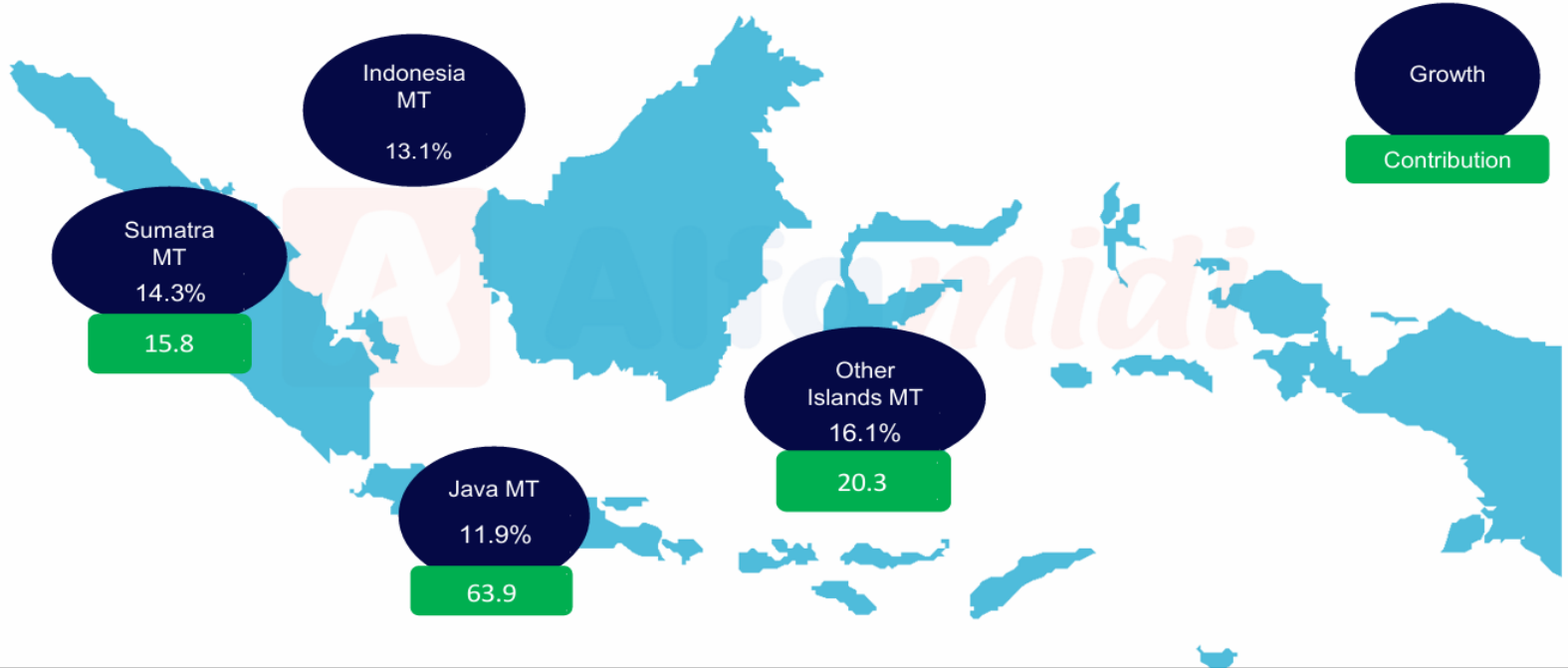
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Indonesia Modern Trade (MT) Growth by Region

Other Islands Continue Driving Indonesia MT Growth

Total Indonesia Modern Trade | Total FMCG 81 Categories | YTD Mar'26 vs YTD Mar'25

Retail Audit



NIQ

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Source: NIQ (Nielsen IQ);



Operational Performance



Net Stores Addition and Total Number of Stores

- Net stores addition for YTD Mar 2026 = 40 stores, with details as follows:

Alfamidi : 38 stores;

Alfamidi super : 2 stores;

(Net stores addition in 1Q 2025 = 34 stores, 1Q 2024 = 33 stores; 1Q 2023 = 17 stores)

- Total number of stores as of Mar 31, 2026 = 2,627 stores, with details as follows:

Alfamidi : 2,541 stores;

Alfamidi super : 82 stores;

Midi fresh : 4 stores;



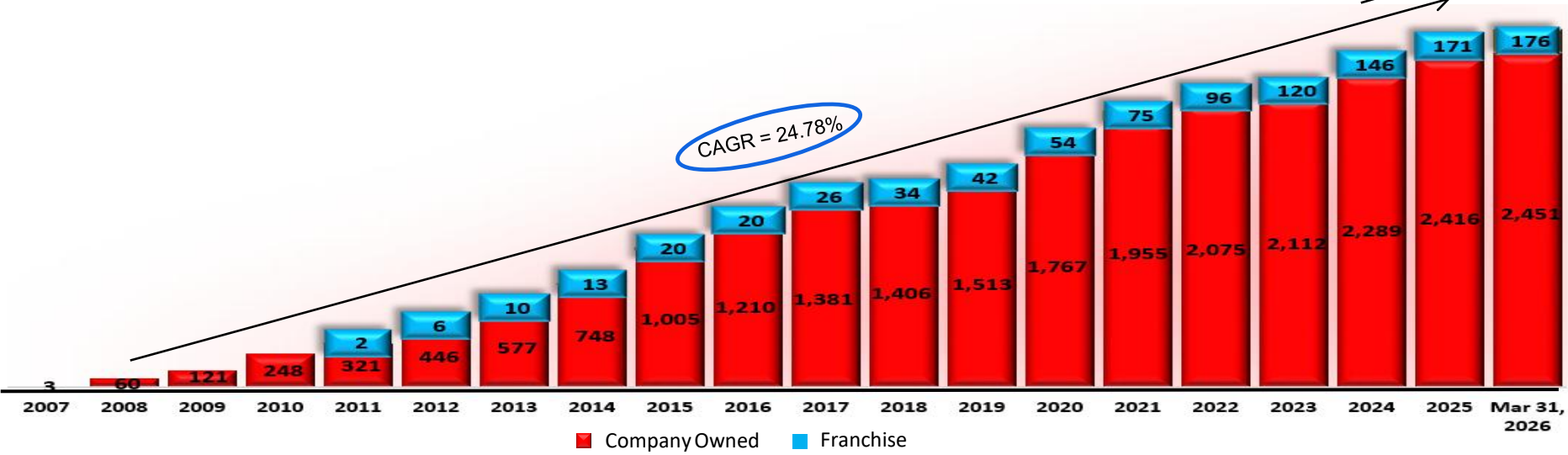
Stores Growth

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	2,627
	+57	+61	+127	+75	+129	+135	+174	+264	+205	+177	+33	+115	+266	+209	+141	+61	+203	+152	+40

Avg = 153
6.24%

CAGR = 24.78%

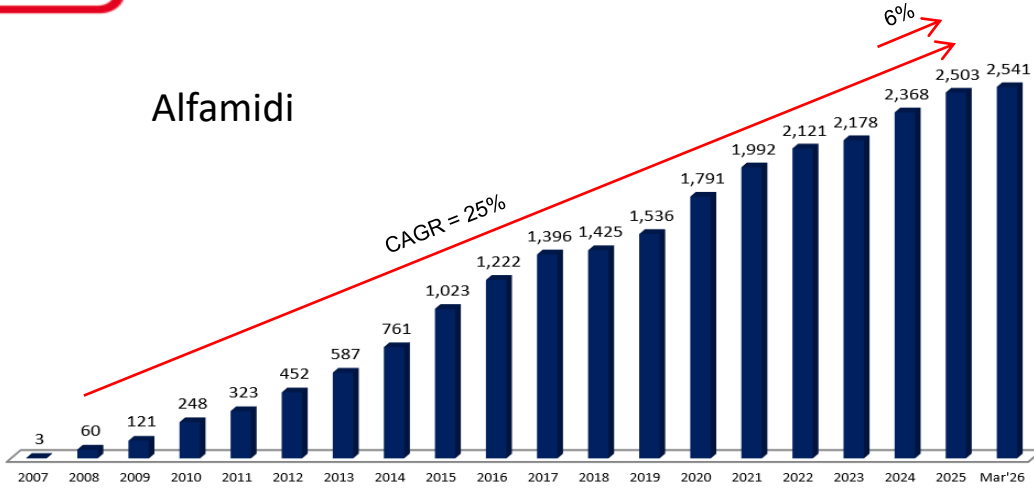


- As of Mar 31, 2026, the number franchise stores is equivalent to 6.7% of total consolidated stores.
- The total number of new stores opened (all formats) in 2020, amounting to 266 stores, was the highest since establishment.
- In the last 5 years (2021-2025), the average number of new stores opened is 153 stores (all formats) per year.

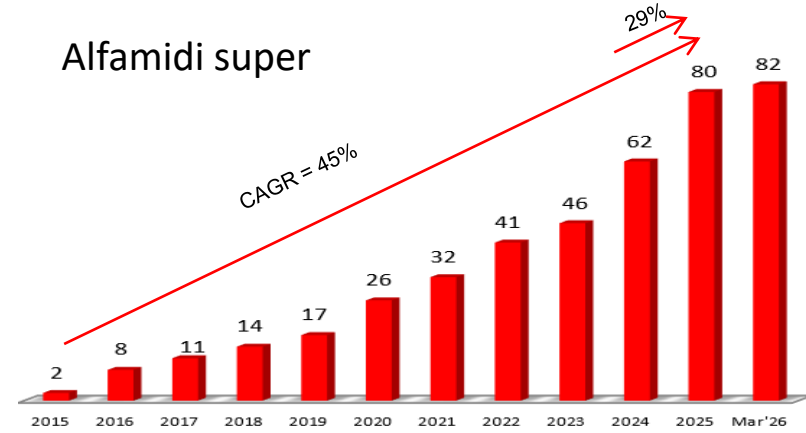


Stores Growth

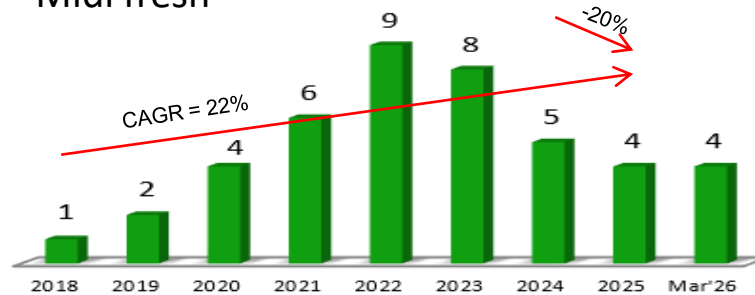
Alfamidi

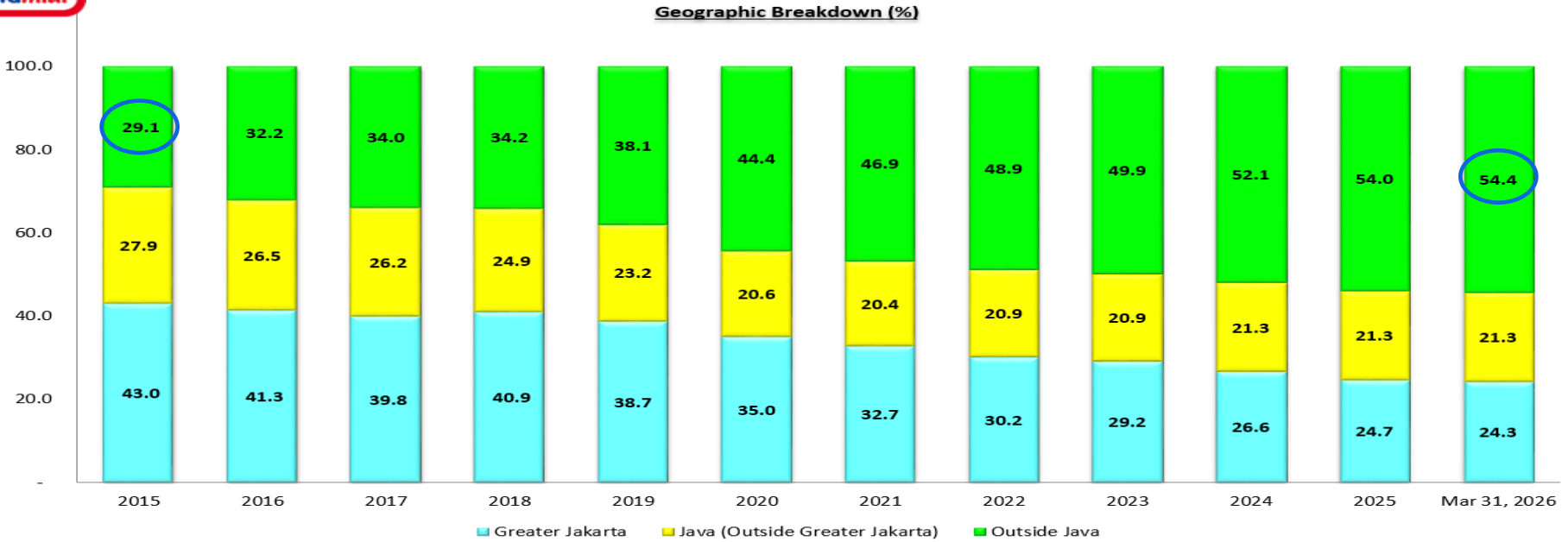


Alfamidi super



Midi fresh



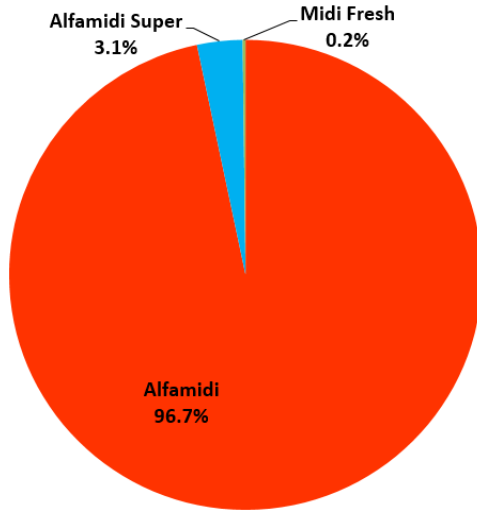


- Based on geographic breakdown, as of Mar 31, 2026, the number of Alfamidi stores located in outside Java island, Java island (other than Greater Jakarta) and Greater Jakarta are equivalent to 54.4%, 21.3% and 24.3%, respectively.
- The number of Alfamidi stores in outside Java island keeps increasing compared to Greater Jakarta and Java island (outside Greater Jakarta). It has been increased by 25.3% from 29.1% in as of Dec 31, 2015 to 54.4% as of Mar 31, 2026.

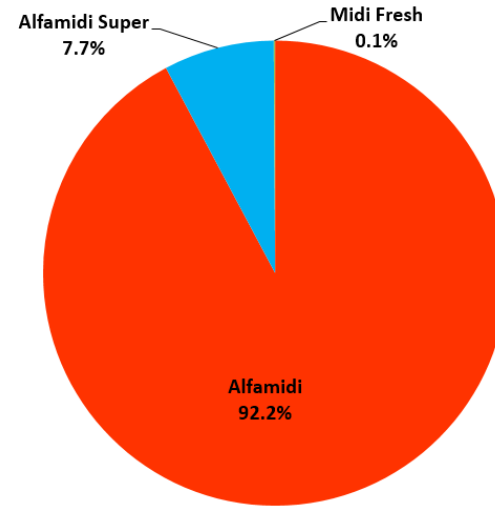


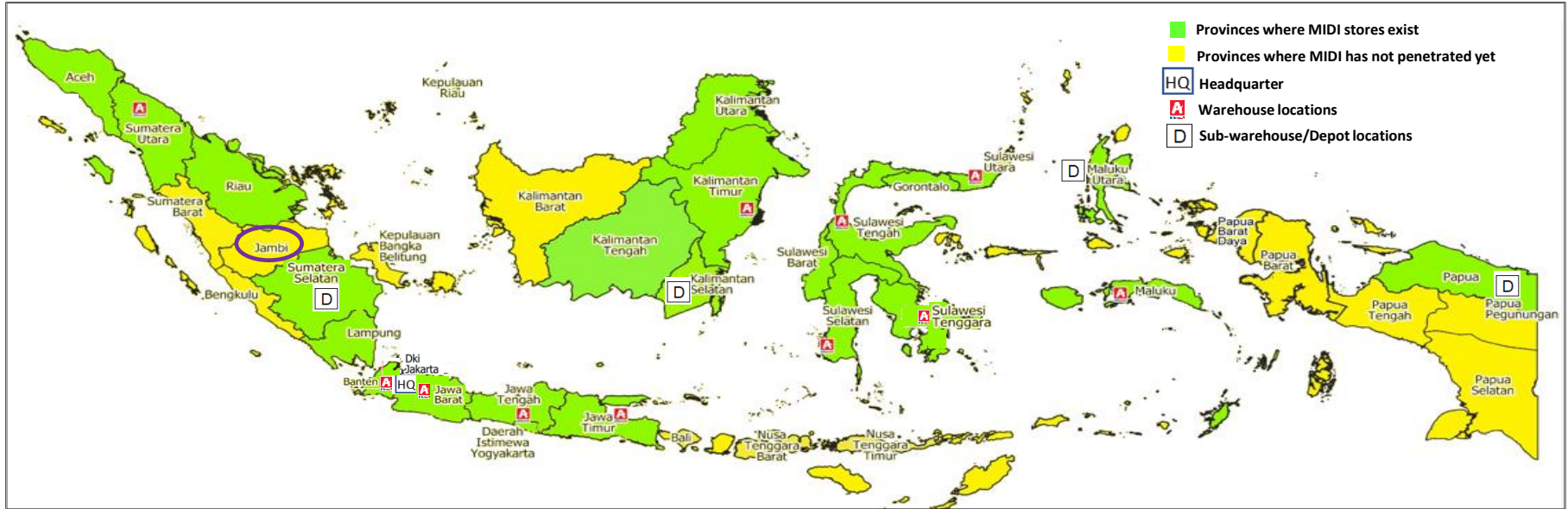
Stores Composition (By Store Format)

Number of Stores As of Mar 31, 2026



Net Revenue Ytd Mar 2026





- As of Mar 31, 2026, Alfamidi stores are supported by 11 warehouses and 4 sub-warehouses/depot, with the detail as follows: 2 warehouses in Greater Jakarta, 2 warehouses in Java island (outer Greater Jakarta), 7 warehouses and 4 sub-warehouses/depot in outer Java island.
- We have penetrated to 24 provinces of 38 provinces in Indonesia (63%) and 225 cities/districts of 372 cities/districts in those 24 provinces (60%).

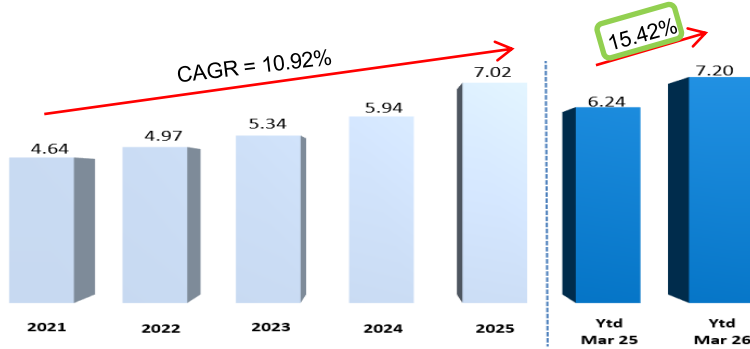
Online Channel



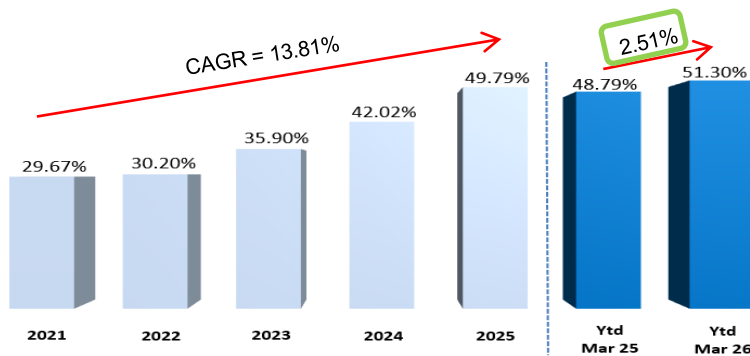
- To fulfill customers' need, besides through physical stores (offline channel), the Company does have online channel as well, through app of **Midi Kriing**, which is available on platform of Google Playstore and Appstore. The order will be delivered to customers without delivery fee (**free delivery**) 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 and Grabmart.
- For YTD Mar 31, 2026, sales through online channel contributed 2.61% of total sales, decreased by 0.17% compared to 2.78% for YTD Dec 31, 2025.

Customer Relationship Management (CRM)

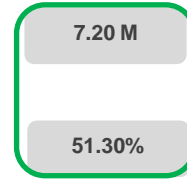
Total Alfamidi Registered Member (in million)



% Sales contribution of member



Customer Loyalty Contribution



Total Alfamidi Registered Member
Growth 15.42% (Ytd Mar-25 vs Ytd Mar-26)

% Sales contribution of member
Growth 2.51% (Ytd Mar-25 vs Ytd Mar-26)

Presence on Social Media



Alfamidi Ku

FY 2025

Mar 2026

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

103 K Followers

103 K Followers



@Alfamidi_ku

573 K User

580 K User



REDUCING PLASTIC BAG USAGE

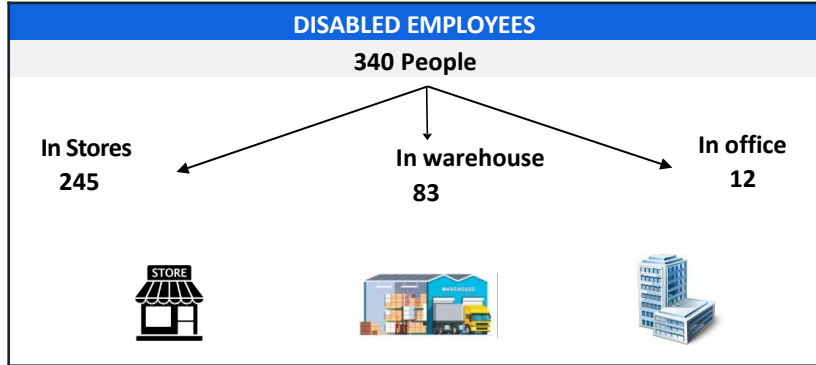
- Plastic bags usage was keep decreasing. It was decreased by 2.17% (YoY) from 23.53% for 1Q 2025 to 21.36% for 1Q 2026.
- We keep encouraging customers to use Go Green shopping bags.



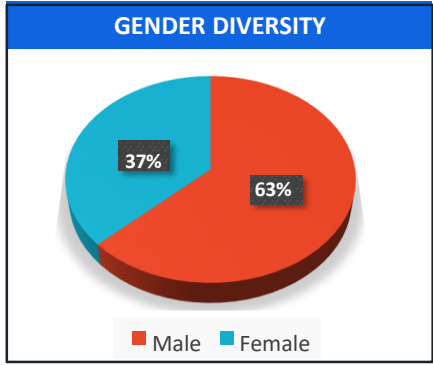
APPLICATION OF SOLAR PANEL

- In total, Company has installed solar panel in 8 owned-warehouses, 31 Alfamidi super store and 3 Alfamidi store (4 stores in 2026).
- The installation of solar panels have reduced CO₂ emission by approximately 498 tons in Q1 2026.
- We plan to continue the installation of solar panel in 2 owned-warehouse and 21 stores within this year.





- ### DEVELOPING SMEs (LOCAL ITEM)
- Developing local Small and Medium-sized Entrepreneurs (SMEs) to sell their local products in Alfamidi stores. Currently, approx. 225 SMEs.
 - Giving opportunities to SMEs to sell their F&B products in store parking space as tenants. Currently, approx. 3,600+ tenants.



- 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 Q1 2026 are as follows:



Donation to natural disaster victims



Participate in effort to prevent stunting.



Empowerment of Micro, Small and Medium Entrepreneurs.



Blood donation



Free health check for people surrounding stores.



Distributing food packages to people in need during Ramadan 2026

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Several CSR activities carried out during Q1 2026 are as follows:



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.



Penyaluran Lemari Sampah



Pelatihan Eco Enzyme



Tukar Sampah jadi Berkah



Edutrip
Pelatihan Pengelolaan Sampah

"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.



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.

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

Awards in Q1 2026



2026 Best Public Relations in Enhancing Corporate Reputation through Responsible Community, from Warta Ekonomi



2026 Indonesia Brand Excellence in Customers Value Award from SWA Magazine for Category of Supermarket.



MIDI Kriing, our online shopping apps obtained 2026 Indonesia Brand Excellence in Customers Value Award from SWA Magazine for Category of Filter Groceries Shopping App.



Financial Highlights

Financial Highlights YTD Mar 2026

(in bn Rupiah)

Statement of Profit or Loss	Quarterly				
	1Q 2025	4Q 2025	1Q 2026	QoQ (%)	YoY (%)
Net Revenue	5,525	5,367	5,880	9.55%	6.43%
Gross Profit	1,451	1,449	1,465	1.08%	0.97%
% GP	26.26%	27.00%	24.91%	-2.09%	-1.35%
EBIT	197	160	291	81.36%	47.76%
% EBIT	3.56%	2.99%	4.95%	1.96%	1.38%
Net Income	190	202	266	31.70%	39.50%
% Net Income	3.45%	3.76%	4.52%	0.76%	1.07%

Note: The above statement of profit or loss for 2025 includes profit or loss of PT Lancar Wiguna Sejahtera, a subsidiary, which has been divested on May 14, 2025.

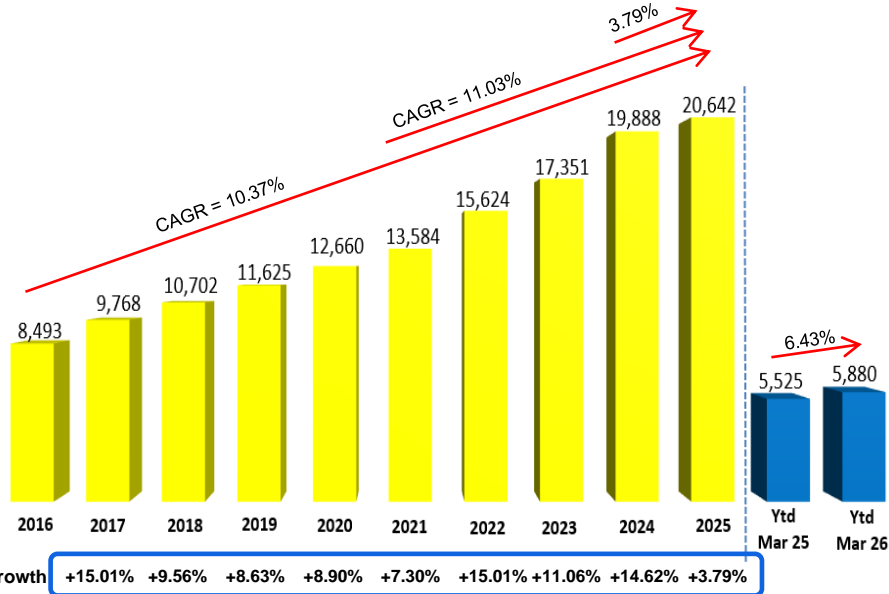
Parent Entity Only, excluding Subsidiary (Additional Information Only)

SSSG% of Alfamidi	12.46%	-0.39%	4.64%		
Net Revenue	5,333	5,112	5,880	15.02%	10.27%
Net Income	230	202	266	31.70%	15.22%
% Net Income	4.32%	3.94%	4.52%	0.57%	0.19%

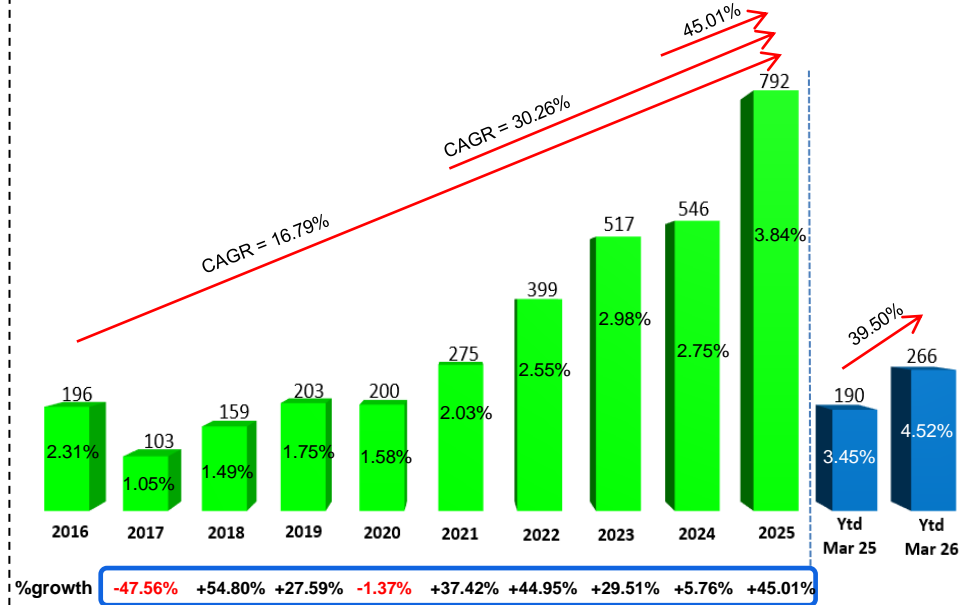


Statements of Income (YTD Mar 2026; in IDR Billion)

Net Revenues



NPAT and % of NPAT

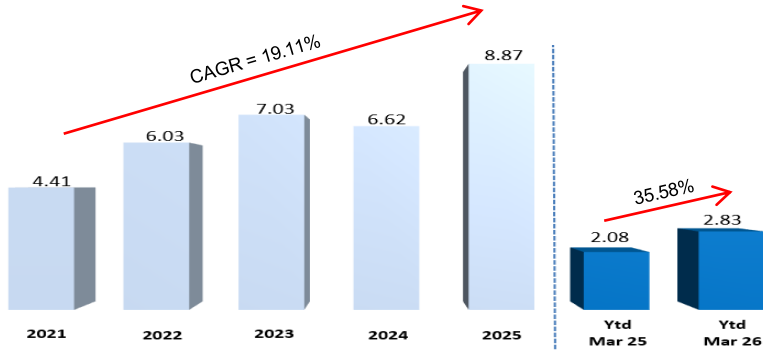


Note: Above revenues and NPAT figures for year 2018 - 2025 are consolidated figures, which include the accounts of LWS, a subsidiary, which has been divested on May 14, 2025, but, for 2025, only include 4 months accounts of LWS.

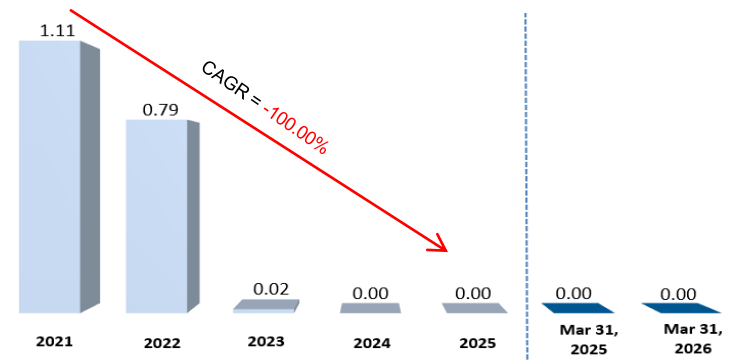


Return & Leverage (YTD Mar 2026)

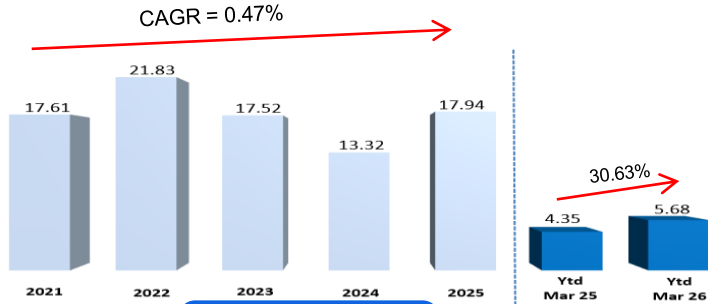
ROAA (%)



Gross Interest Bearing Debt-to-Equity (x)

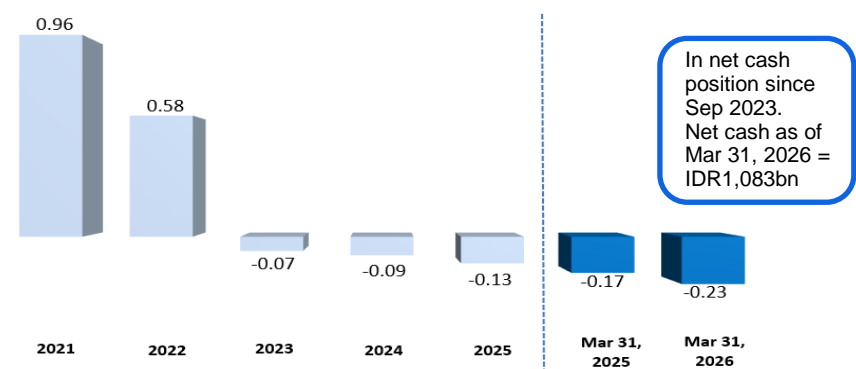


ROAE (%)



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 Mar 31, 2026 = IDR1,083bn

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