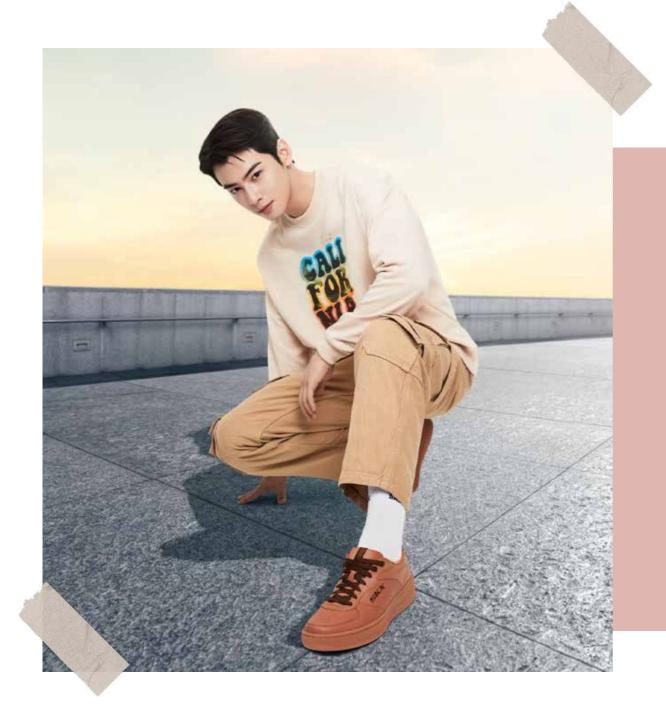




# PUBLIC EXPOSE

V.P. SHARMA Vice President Director

June 27th 2024



### **Table of Contents**

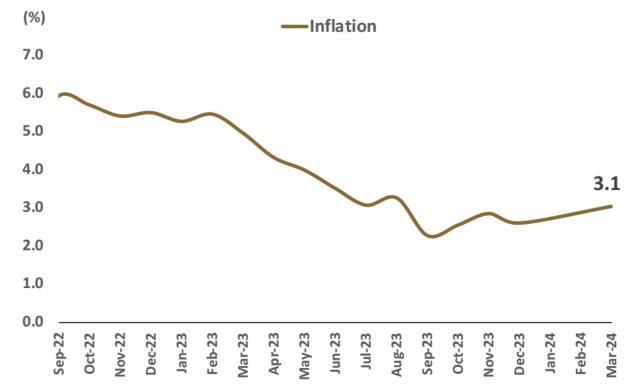
- Indonesia Macroeconomic indicators
- Overview of MAP Group
- Financials
- Group Strategy 2024 & Beyond
- 2023 / 2024 Achievements
- 2023 / 2024 New Stores
- Sustainability

### Indonesia Macroeconomic Indicators

The Country has observed positive trends in overall macroeconomic indicators, including robust GDP growth along the year and well-controlled inflation rates.

#### Indonesia GDP growth (%YoY)

Quarter	Q1	Q2	Q3	Q4	
2017	5.0	5.0	5.1	5.2	
2018	5.1	5.3	5.2	5.2	
2019	5.1	5.1	5.0	5.0	
2020	3.0	-5.3	-3.5	-2.2	
2021	-0.7	7.1	3.5	5.0	
2022	5.0	5.4	5.7	5.0	
2023	5.0	5.2	4.9	5.0	
2024	5.1				
GDP Growth Projection 2024: 5.2%					



Source: https://www.bi.go.id/

Source: https://www.bps.go.id/

# Overview of MAP Group (Q1'24)

3,277

#### **Retail Stores**

- + 50 online stores
- + Presence in 3<sup>rd</sup> party online stores

150+ **World Class Brands** 

**Retail Concepts** 

- Indonesia
   Philippines
- VietnamSingapore
- Thailand
- Malaysia
- Cambodia

Over

Cities \*

29,747

**Employees** 



MAPCLUB

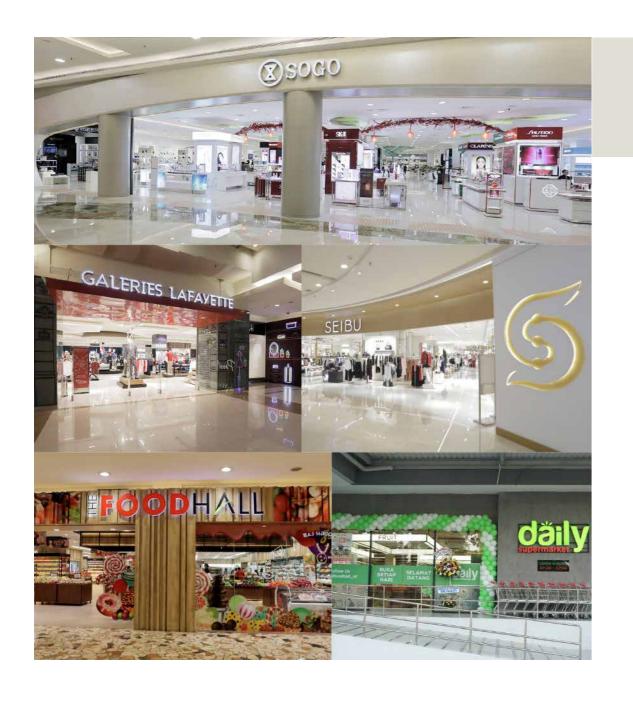




Excluding regional countries



# Our Brands



### Department Stores

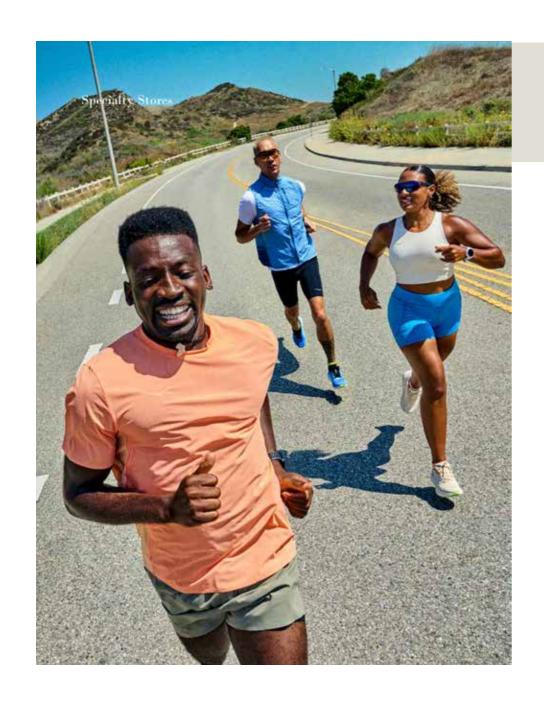












# Active: Sports

**PLANET SPORTS** 







**PLANET SPORTS KIDS** 







































\* non-exclusive brands



# Active: Leisure

LINEA STACCATO







ROCKPORT





NINE WEST





# Active: Kids









### Fashion

















rubi cotton:on forever new













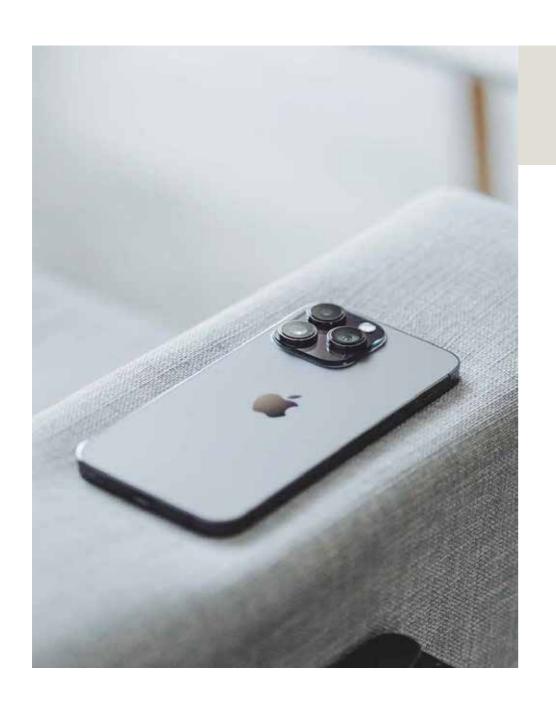












## Digital

digimap

digiplus









# Food & Beverages



















\* (MAP 11.20% OWNERSHIP)



\* (MAP 33.52% OWNERSHIP)



### **Others**





\* (MAP 40% OWNERSHIP)



pt out of asia



# Distribution-Sports

































































<sup>\*</sup> non-exclusive brands

# Distribution - Kids













































































































<sup>\*</sup> non-exclusive brands

### Retail Footprint

#### **Total Stores**

- Consolidated
- Specialty Stores
  - Active
  - Fashion, Beauty & Health
  - Digital
- Department Stores
- F&B
- Others

#### Q1'24 Space (sqm)

	_	
3,277	1,1	10,261
2,367	54	19,087
1,719	36	66,625
535	17	0,385
113	1:	2,077
62	33	3,802
843	21	9,398
5	7	7,974



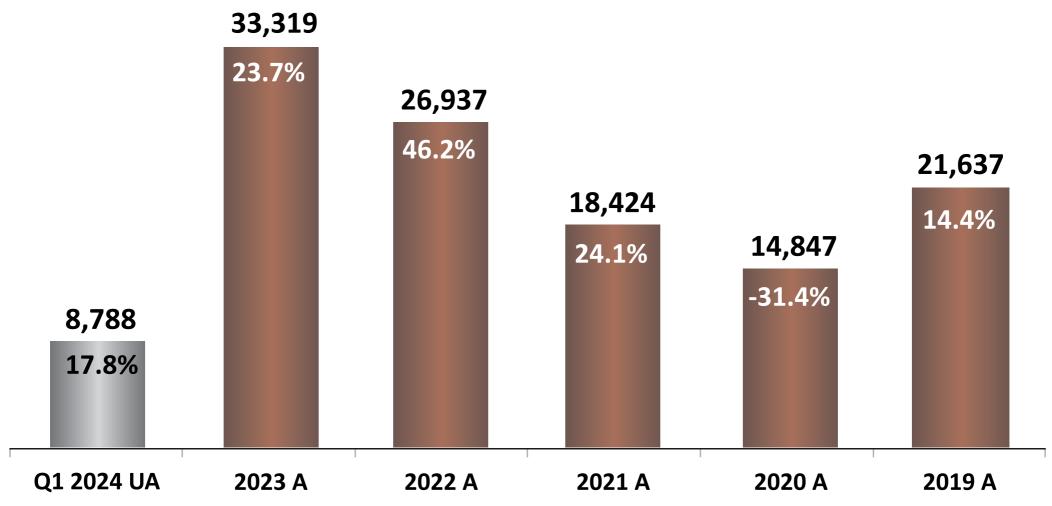
### Consolidated Income Statement (2021 - Q1 2024)

Consolidated	Unaudited		Audited			
(IDR Billion)	Q1 2024	Q1 2023*	2023	2022*	2021	
Net Sales	8,788	7,462	33,319	26,937	18,424	
% growth	18%	32%	24%	46%	24%	
<b>Gross Profit</b>	3,748	3,302	15,094	12,029	7,692	
% margin	43%	44%	45%	45%	42%	
% growth	13%	37%	25%	56%	24%	
EBIT	713	664	3,596	3,070	1,222	
% margin	8%	9%	11%	11%	7%	
% growth	7%	36%	17%	151%	2249%	
EBITDA	1,462	1,280	6,212	5,467	3,438	
% margin	17%	17%	19%	20%	19%	
% growth	14%	25%	14%	59%	53%	
Net Income/(Loss)	501	477	2,345	2,511	468	
% margin	6%	6%	7%	9%	3%	
% growth	5%	-26%	-7%	437%	180%	

Net income/(loss) before minority

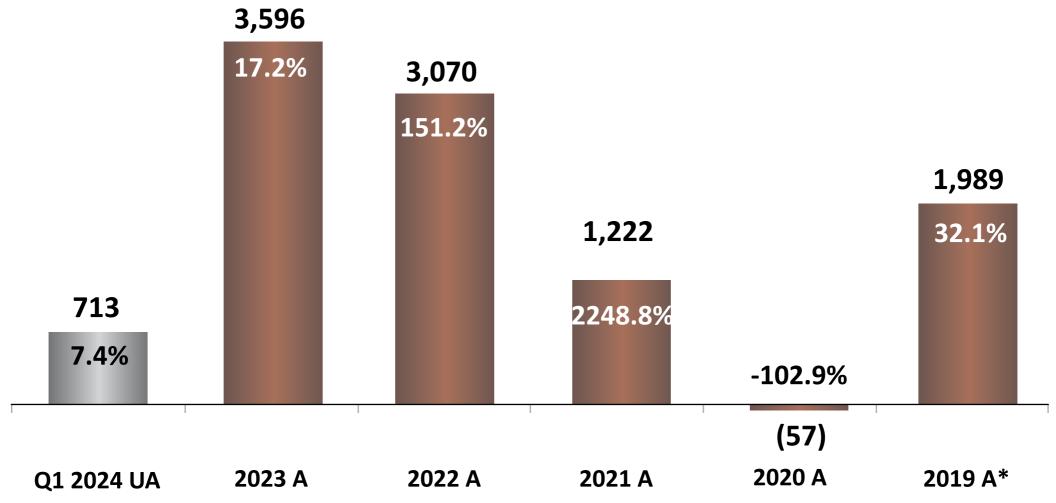
<sup>\*</sup> As restated

#### **Net Sales**



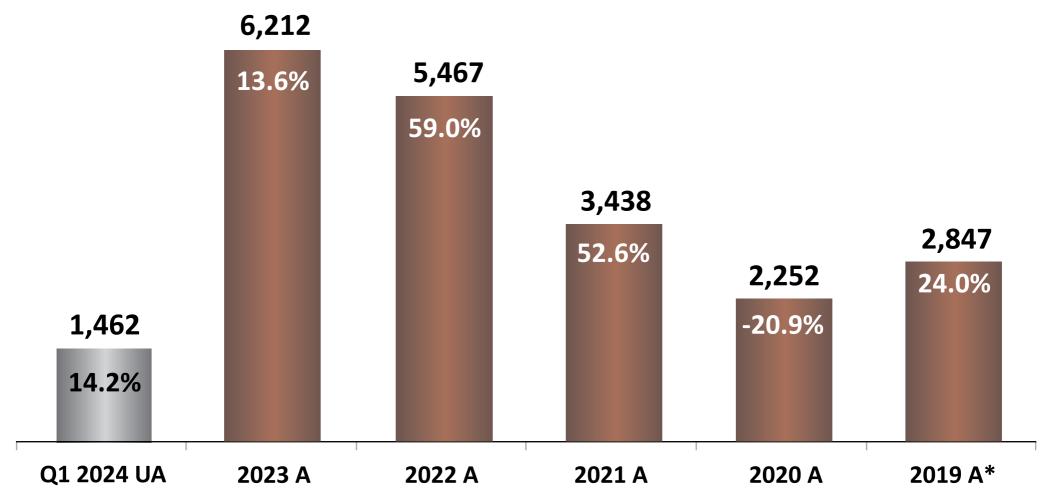
Presented in billion Rupiah Percentage in bar chart indicates % growth versus previous year

#### **EBIT**



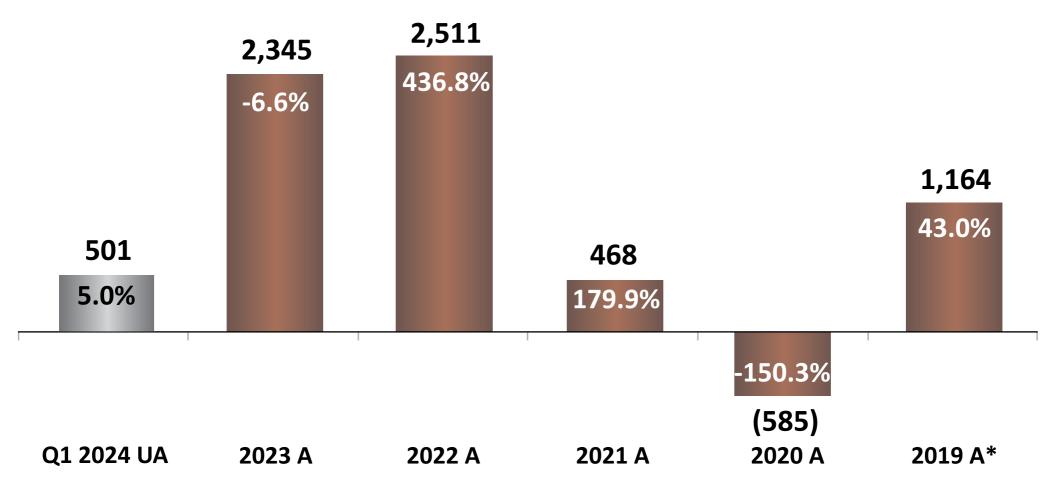
Presented in billion Rupiah
Percentage in bar chart indicates % growth versus previous year
\* Prior PSAK 73 / IFRS 16

#### **EBITDA**



Presented in billion Rupiah
Percentage in bar chart indicates % growth versus previous year
\* Prior PSAK 73 / IFRS 16

#### **Net Income**



Presented in billion Rupiah
Percentage in bar chart indicates % growth versus previous year
\* Prior PSAK 73 / IFRS 16

### Inventory Level

**Aging Inventory** 

1Q24 24% 2023

23%

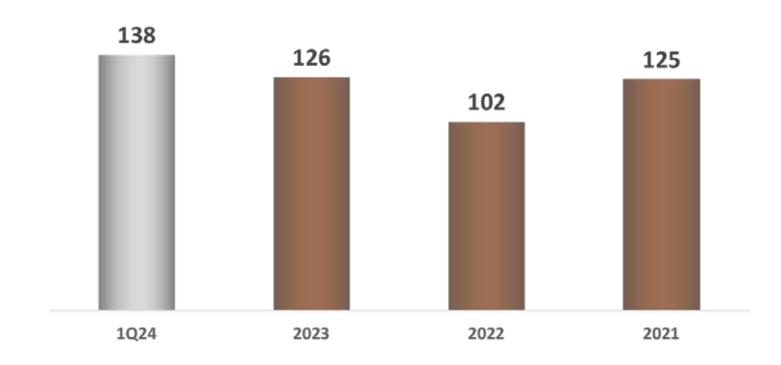
25%

2022

2021

43%

**Inventory Days** 



### **Balance Sheet**

Balance Sheet	UA	UA Audited		
(IDR Billion)	Q1 2024	2023	2022*	2021*
Assets				
Cash And Cash Equivalent	2,830	3,675	3,851	2,778
Account Receivables	1,231	1,145	899	606
Inventories	8,852	8,088	4,699	3,731
Property, Plant And Equipment - Net	5,628	5,291	3,841	3,587
Right Of Use - Net	5,322	5,322	4,736	3,582
Other Assets	4,359	3,996	2,986	2,514
Total Assets	28,222	27,517	21,013	16,799
Liabilities And Equity				
Bank Loan	3,477	2,885	611	1,146
Bond Payable	430	430	430	404
Account Payable	3,712	4,095	3,309	2,521
Lease Liabilities	4,942	5,007	4,631	3,548
Others Liabilities	2,726	2,688	2,275	2,008
Total Liabilities	15,287	15,105	11,257	9,627
Minority Interest	2,501	2,414	1,619	1,210
<b>Equity Attributable to the Owner of the Company</b>	10,434	9,998	8,136	5,963
Total Equity	12,935	12,412	9,756	7,172

<sup>\*</sup> As restated



## Our 4 Strategies

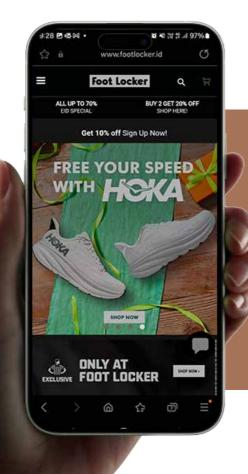
Maximizing brand possibilities to be the leading one-stop shop for multi-channel retail sales & marketing in ASEAN:

- 1 Unifying Retail Experience Options
- 2 Accelerate Regional Branded Commerce
- (3) Execute Digital & Technology Change
- 4 Strategic Acquisitions or Partnerships



#### Strategy 1: Unifying Retail Experience Options

- Integrated data driven digital ecosystem
- Online & offline stores to service our shoppers 24 x 7





Multi-channels to service customers nationwide

- offline
- online
- chat & buy
- marketplace channels



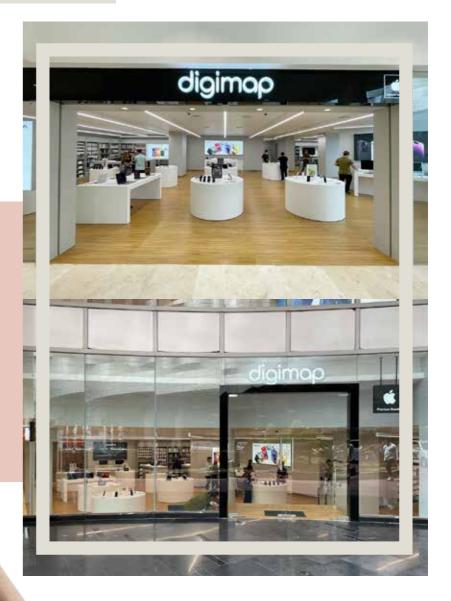
#### Strategy 1: Unifying Retail Experience Options (Cont'd)

# digimap enhancing life

Multi-channels to service customers nationwide

- offline
- online
- · chat & buy
- marketplace channels





#### Strategy 2: Accelerate Regional Branded Commerce

- Managing & marketing major brands across populous ASEAN nations
- Unifying offline + online + all retail touchpoints to maximize sales potential.



### MAP Stores in ASEAN - Q1'24

#### **INDONESIA**

- 2,911 stores
- 30 online stores

#### **PHILIPPINES**

- 179 stores
- 5 online stores

#### **VIETNAM**

- 53 stores
- 5 online stores

#### **THAILAND**

- 42 stores
- 2 online stores

#### **MALAYSIA**

- 50 stores
- 3 online stores

#### **SINGAPORE**

- 31 stores
- 3 online stores

#### **CAMBODIA**

- 11 stores
- 2 online stores

#### Strategy 2: Accelerate Regional Branded Commerce (Cont'd)

Veranza Gensan, Philippines



**Emsphere, Thailand** 



Chipmong, Cambodia



Lotte Mall West Lake, Hanoi, Vietnam



Mall TRX, Malaysia



**Vivo City, Singapore** 



# **Philippines**



































### Vietnam































♦ STRADIVARIUS

### **Thailand**

















NINE WEST **STEVE MADDEN** 









# Singapore























## Malaysia

















ALDO flying tiger

### Cambodia























### Strategy 3: Execute Digital & Technology Change

- Integrated data driven digital ecosystem
- To refine our planning, purchasing, selling, & speed to market across ASEAN

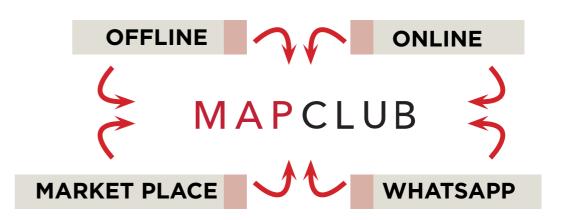
a. MAP CLUB - One power App for branded shopping

A retail community App which aggregates all MAP's commerce & customer collaboration

in one ecosystem.

ALL BRANDS
ALL SALES CHANNELS
ALL RETAIL CATEGORIES
eMONEY & INCENTIVES





### Strategy 3: Execute Digital & Technology Change (Cont'd)

#### b. Endless Aisle (Save The Sale)

 A process to optimize the company's inventories by online access to all stores and DC stocks nationwide.

• When a size or colour is not available, staff can utilize a PDT to fulfill from alternate

destinations.

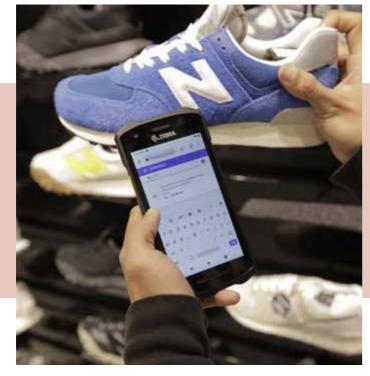
 Product is then despatched to the customer address.



### Strategy 3: Execute Digital & Technology Change (Cont'd)

#### c. BluTab Technology

A proprietary O2O technology that assists online shoppers with faster deliveries by fulfillment from a store closest to their address.







### Omni Channel: 50 Online Stores

#### **ACTIVE**

**Converse ID** 

**Converse PH** 

**Converse SG** 

**Converse MY** 

**Converse VN** 

Fitflop ID

Fitflop PH

Aldo TH

**Aldo MY** 

Aldo SG

Aldo ID

**Hoka ID** 

Hoka PH

Stevemadden.id

Planetsports.asia

Sportsstation.id

Lineashoes.com

**Footlocker ID** 

**Footlocker PH** 

**Footlocker SG** 

**Footlocker MY** 

**Footlocker VN** 

**Footlocker TH** 

Kidzstation.asia

Reebok.id

Crocs.id

Skechers.id

**BricksActive.id** 

Newbalance.id

#### **FASHION**

**ZARAID** 

**ZARA VN** 

**ZARA CB** 

Pull & Bear.com

Massimo Dutti ID

Massimo Dutti VN

Stradivarius.com

Zarahome.com

Bershka.com

Mango.com

Lacoste.com

Marks&Spencer.com

Tumi.com

Sephora ID

#### DIGITAL

Digimap ID

Digimap PH

**Digibox VN** 

**Digibox CB** 

#### **DEPT. STORE**

**SOGO ID** 

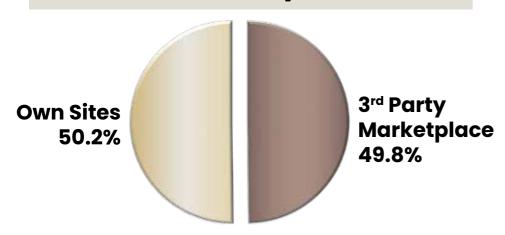
#### **OTHERS**

Kinokuniya ID

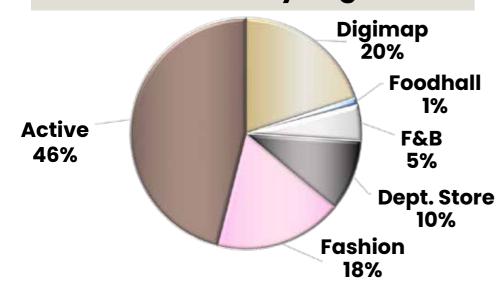


## Digital Performance (IDR bn, %)

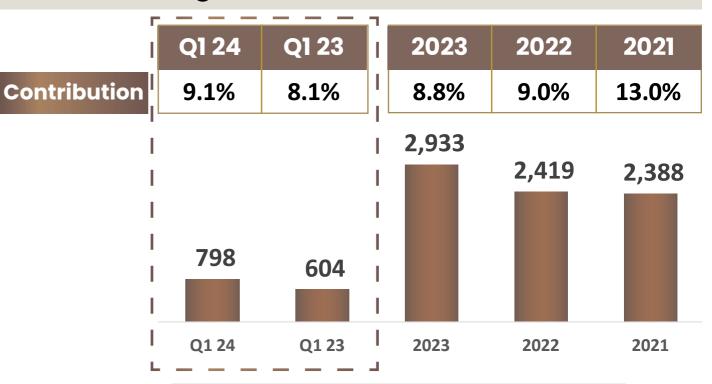
#### **Contribution by Channel**



#### **Contribution by Segment**



#### **Digital Sales Performance**



Q1 2024 Sales Contribution
9.1%

## Strategy 4: Strategic Acquisitions or Partnerships

### a. **SPORTS DIRECT**

- MAP entered into a partnership with Sports Direct.
- As per May 2024, launched 3 Sports Direct stores in Kota Kasablanka,
   Plaza Senayan and Supermal Karawaci.







### Strategy 4: Strategic Acquisitions or Partnerships (Cont'd)

### b. flying tiger

- MAP entered into an exclusive partnership with Danish-based brand, Flying Tiger Copenhagen.
- Launched 11 Flying Tiger stores as per May 2024.







### Strategy 4: Strategic Acquisitions or Partnerships (Cont'd)

#### c. Joint Venture

#### **BOSS**

The Company has established a joint venture for the operation of BOSS in Indonesia.





#### Boss

Plaza Indonesia

## **Key Strategies**

## OPERATIONAL INVESTMENT

- Productivity
   Growth
- Channel and digital capabilities
- Strengthening Leadership team in each country

## PORTFOLIO ENHANCEMENT

- Acquisition
- Partnership
- Joint Venture
- Category expansion

#### **EFFICIENCY**

- Cost control
- Key focus on home market -Indonesia





## 2023/2024 Achievements

## Rebalancing LQ45 Semakin Dekat, Saham ADMR, MAPI hingga GGRM Potensial Masuk

Rebalancing Indeks LQ45 berlaku efektif per 31 Juli 2023. Sejumlah saham seperti ADMR, MAPI hingga GGRM berpeluang masuk ke dalam indeks terlikuid ini.



Annisa Kurniasari Saumi - Bisnis.com

24 Juli 2023 | 08:19 WIB



Pegawai mengamati layar yang menampilkan pergerakan Indeks Harga Saham Gabungan (IHSG) di PT Bursa Efek Indonesia (BEI). Jakarta, Kamis (27/10/2022). Bisnis - Himawan L Nugraha



## MAPI Part of LQ45 Index



## High Market Capitalization

- TEMPO-IDN Financial -





## Analyst's Favorite in the Consumer Cyclicals Sector

- Certified Securities Analyst Awards 2023 -





## MAPA Part of FTSE Index







- BPJS Ketenagakerjaan - (Ministry of Manpower)





## Growing in the New Era (Retail Business Category)

- Bisnis Indonesia -



#### SPORTS STATION

The Top-selling **Brand in The Sports** & Outdoor Category



- Shopee -





Distribution
Partner
of the Year
Award



## M&S

ZALORA
Best Growth
2023





No 1 chain of stores based on quality/merchandise depth and store upkeep

No 1 group of trainers across all Indonesia partners



## Highest Partner Sales

- HOME CREDIT -





# Best Consumer Cyclical Sector on the Development Board

- CSA Institute -







Best Sales Volume Fashion Merchant

- BRI Award -



## Highest Sales Volume Growth

- BNI Award -







Marketing Journey Experience 2023 &

**Service Quality** 

- Marketing Magazine -



Best Companies to Work for in Asia 2023 & 2024

- HR Asia -





## 2023/2024 Mew Stones

## **BOSS** Plaza Indonesia



## flying tiger Lippo Mall Puri, Indonesia









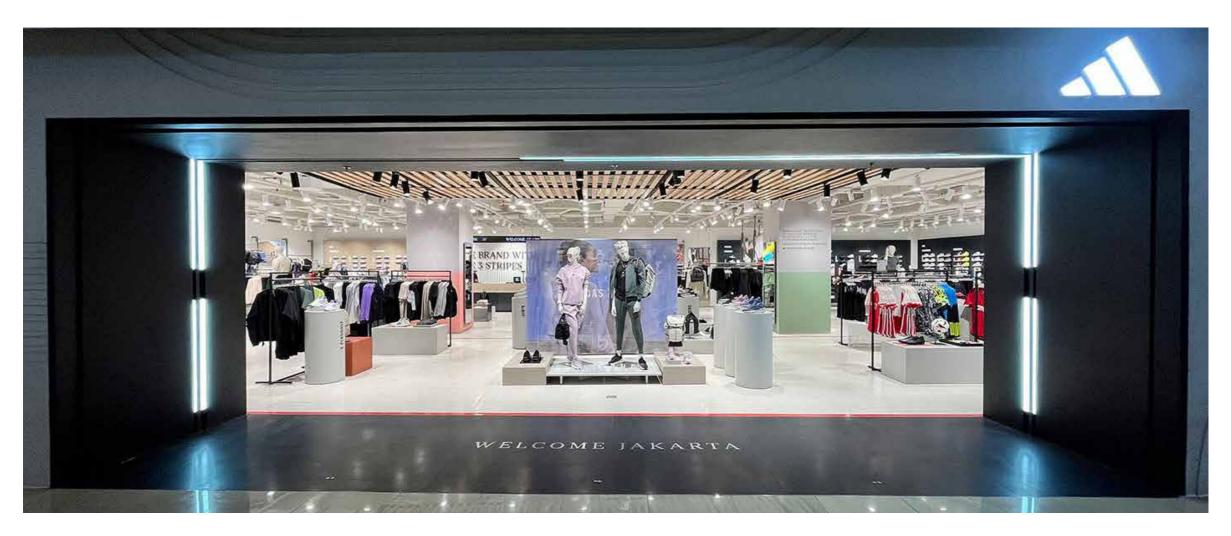
## SPORTS DIRECT Kota Kasablanka, Indonesia



## 7eva Plaza Indonesia



## adidas Central Park, Indonesia





## Plaza Indonesia





## Living World Denpasar Bali, Indonesia



#### Foot Locker.

#### Sumarecon Mall Serpong, Indonesia



#### PLANET SPORTS Bintaro Xchange 2, Indonesia



#### **2XU** Grand Indonesia



#### SPORTS STATION Palu Grand Mall, Indonesia



#### Crocs™ Bintaro Xchange 2, Indonesia



















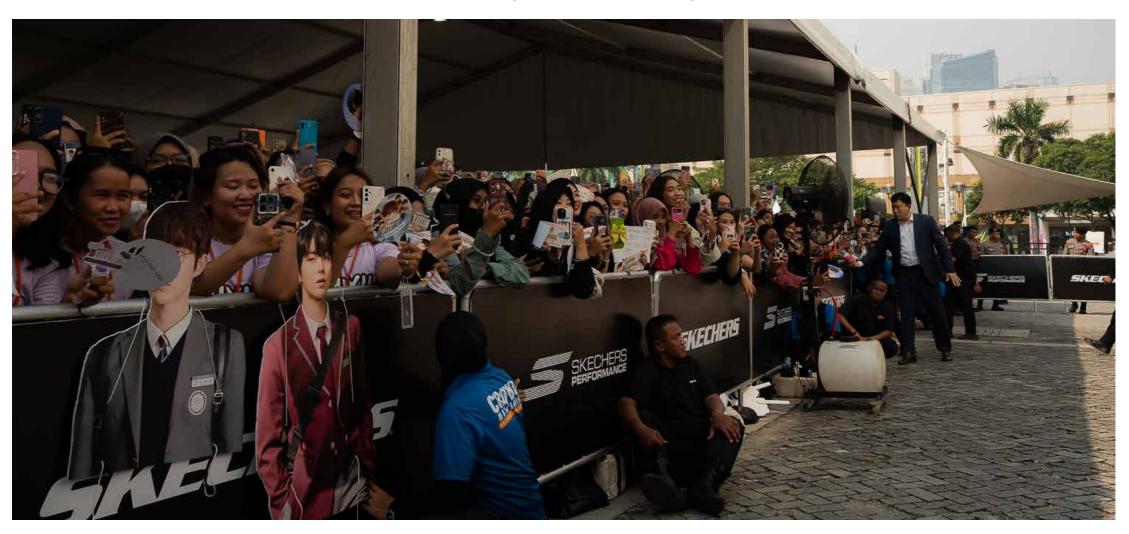












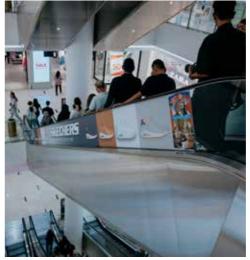




















#### ALDO Indonesia

#### Tunjungan Plaza Surabaya



#### **Trans Studio Makassar**





### BIRKENSTOCK® Kota Kasablanka, Indonesia

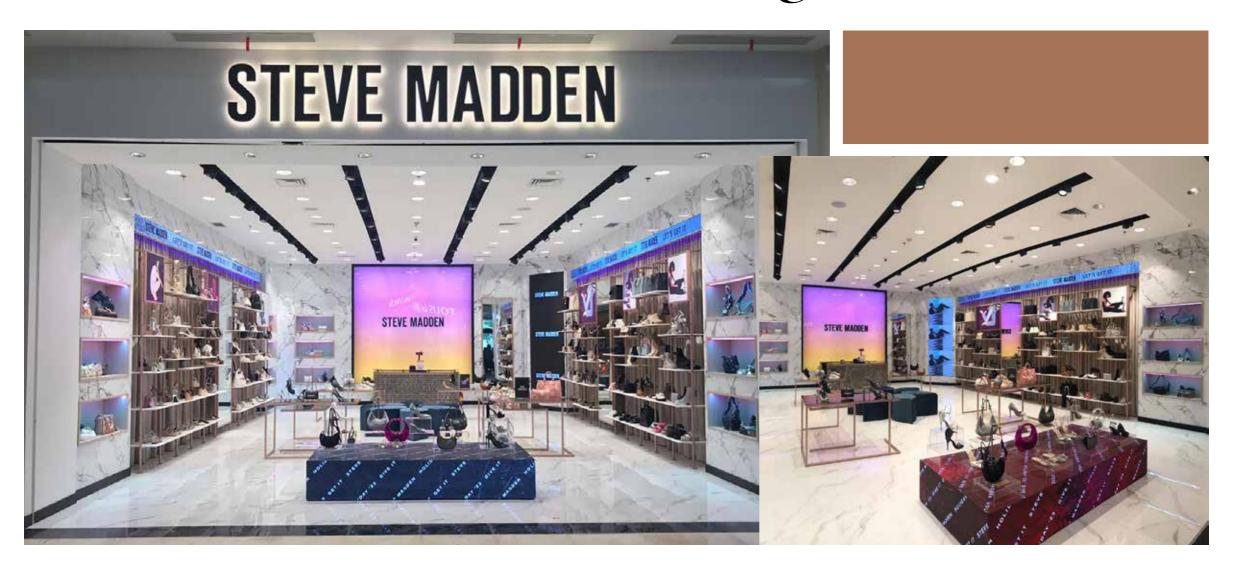




#### Trans Studio Makassar, Indonesia



#### STEVE MADDEN Bintaro Xchange 2, Indonesia





### Lippo Mall St. Moritz, Indonesia





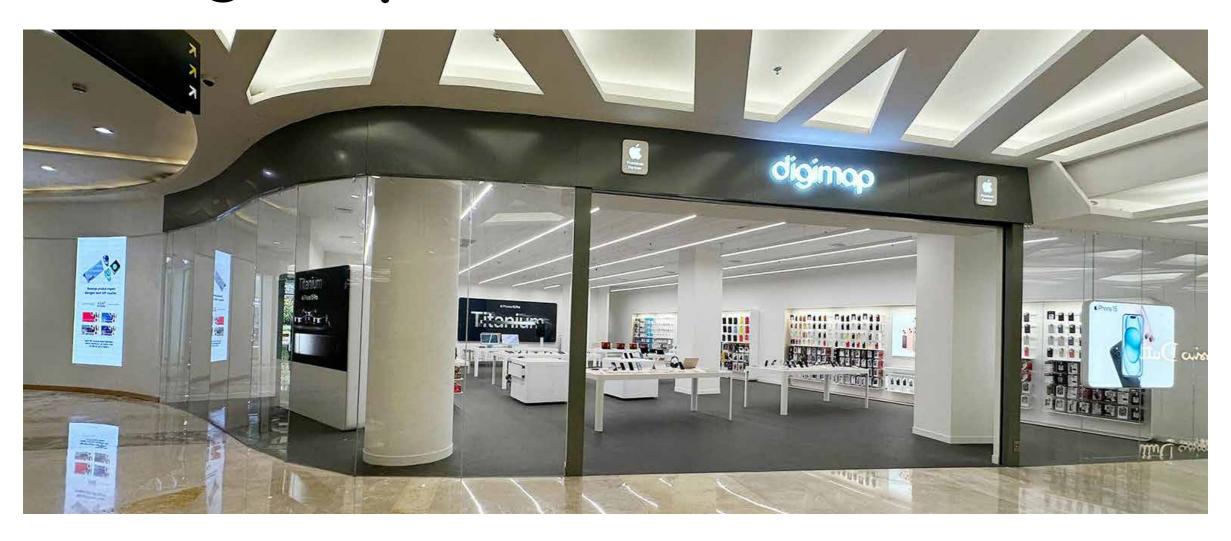
#### **Grand Indonesia**



#### BABYZ STATION Pondok Indah 3, Indonesia



### digimap TP 3 Surabaya, Indonesia



### digiplus TP3 Surabaya, Indonesia



#### SAMSUNG The Grand Outlet, Karawang-Indonesia







### Reserve PIK Landslide, Indonesia





### KCIC Halim Station Jakarta, Indonesia



#### HXA. SM Aura, Philippines



#### 2XU One Ayala, Philippines



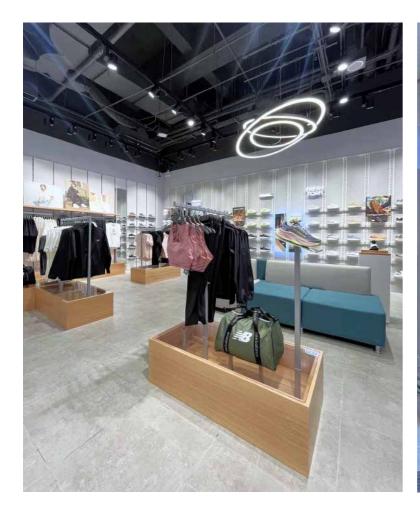






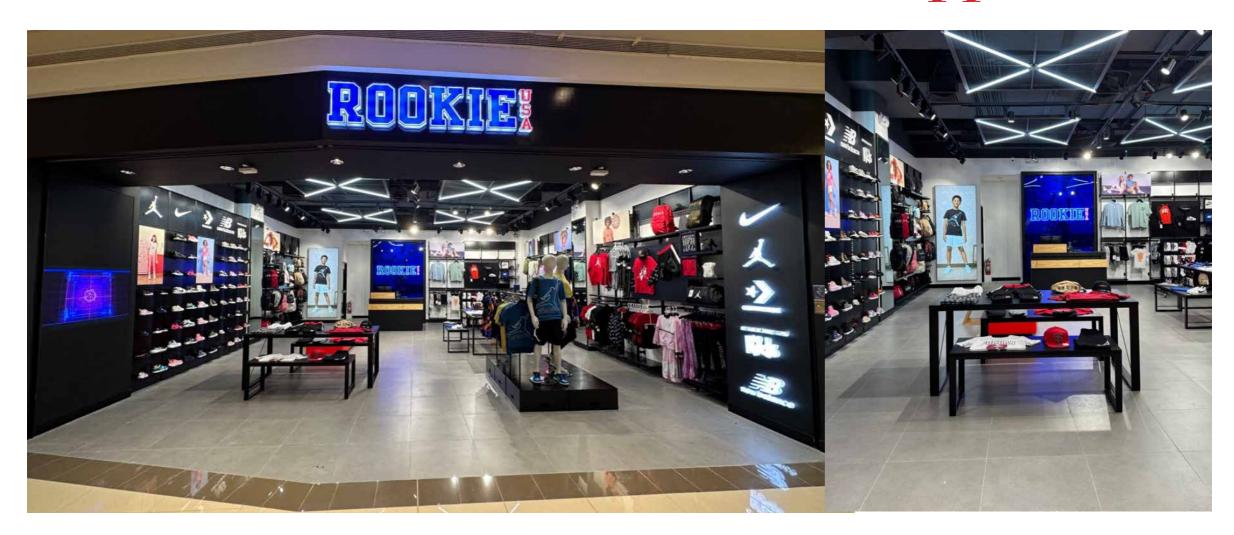


#### Galeria Cebu, Philippines





#### ROOKIEUSA USA Festival, Philippines



### Foot Locker. Lotte Mall West Lake Hanoi, Vietnam



### Massimo Dutti Lotte Mall West Lake Hanoi, Vietnam



### MARKS & SPENCER Lotte Mall West Lake Hanoi, Vietnam



### CONVERSE\* Lotte Mall West Lake Hanoi, Vietnam



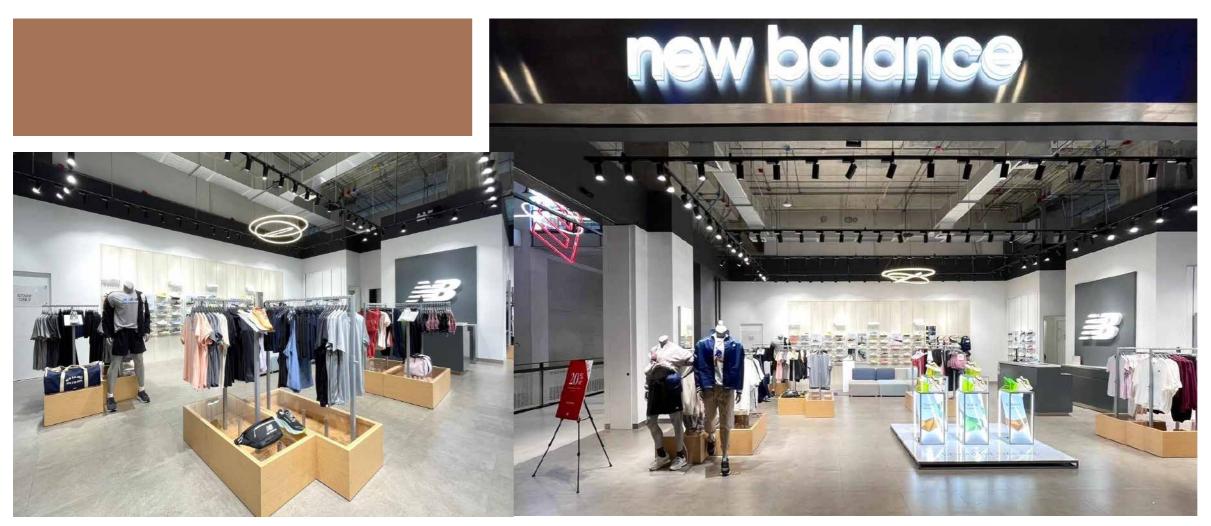


#### foot locker. Emsphere, Thailand





#### Emsphere, Thailand





## Dr. AirWair Emsphere, Thailand



# LACOSTE Vivocity, Singapore



# LACOSTE Wisma Atria, Singapore



# LACOSTE Suria KLCC - Kuala Lumpur, Malaysia





# LACOSTE TRX, Malaysia



## foot Locker. TRX, Malaysia



## Crocs™ Phnom Penh, Cambodia





## Phnom Penh, Cambodia





## MSCI ESG Ratings

#### - As per 14<sup>th</sup> April 2024

#### **COMPARISON WITH GLOBAL PEERS (RETAIL)**

Industria de Diseno Textil, S.A.	ΔА
The Home Depot, Inc.	AA
Lowe's Companies, Inc.	AA
Amazon.com, Inc.	BBB
Alibaba Group Holding Ltd.	BBB
PT Mitra Adiperkasa Tbk	BBB
Central Retail Corporation PCL	BBB
PT Matahari Department Store Tbk	BBB
Lotte Shopping Co., Ltd	ВВ

#### PT MITRA ADIPERKASA TBK Retail - Consumer Discretionary | ID

	WEIGHT	SCORE
Environment	20%	3.7
Product Carbon Footprint Raw Material Sourcing	10% 10%	2.9 4.4
Social	45%	5.9
Labor Management Privacy & Data Security	20% 25%	3.6 7.8
Governance	35%	4.7
Weighted-Average Key Issue (WAKI) Score Industry Adjusted Score		5.0 5.4

<sup>\*</sup>THE USE BY PT MITRA ADIPERKASA TBK OF ANY MSCI ESG RESEARCH LLC OR ITS AFFILIATES ("MSCI") DATA, AND THE USE OF MSCI LOGOS, TRADEMARKS, SERVICE MARKS OR INDEX NAMES HEREIN, DO NOT CONSTITUTE A SPONSORSHIP, ENDORSEMENT, RECOMMENDATION, OR PROMOTION OF PT MITRA ADIPERKASA BY MSCI. MSCI SERVICES AND DATA ARE THE PROPERTY OF MSCI OR ITS INFORMATION PROVIDERS, AND ARE PROVIDED 'AS-IS' AND WITHOUT WARRANTY. MSCI NAMES AND LOGOS ARE TRADEMARKS OR SERVICE MARKS OF MSCI.

## People - Gender Equality

**Gender Composition per Dec 2023** 

## **All Employees 52%** 48% Male **Female**





## Starbucks Community Store at Tanah Abang



#### Starbucks First "Signing" Store for the Hearing-Impaired Community













## MAP RETAIL ACADEMY

#### Raising Retail Education Standards







## **Quality Training for the Communities**

The Company believes that knowledge is to be shared - MAP Retail Academy provides training to external parties to strengthen Indonesian Retail Industry









Gordon Institute of Business Science, University of Pretoria, South Africa





MAP Goes to Campus – Universitas Indonesia

## Rumah Belajar Anak Bintang - RAJAB

 Initiated in 2014, in cooperation with Karang Taruna Jawa Barat (West Java Youth Organization)



- RAJAB is a character building education program for underprivileged children
- Currently RAJAB operates in 7 villages across
   West Java



## **RAJAB** Waste Reduction

Through Rumah Belajar Anak Bintang (RAJAB), our community development program, we also encourage sustainable lifestyle from the early age

#### **Ecobrics**





Used mineral bottles are hardened by compacting hard to recycle plastic packaging (sachet, candy wraps, etc) inside the bottle





Tied ecobricks is then covered with fabrics





The reinforced plastic bottles/ecobricks are then tied together







## **RAJAB** Waste Reduction

#### **Planting the Earth**





We teach the next generation that planting is fun and important

#### Plant vase from used fabrics

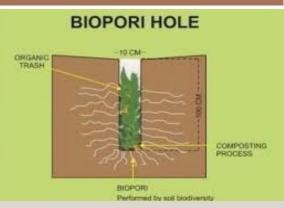




**RAJAB Panyocokan** 

#### **Soil Biopore Creation**





Aside teaching the students about composting, this activity will also stimulate soil organism to create biopores, which increase soil ability to absorb water

#### Reuse/recycling of used paper





**RAJAB Sukawening** 

## **Coaching Clinics**

## MAP conducts Coaching Clinics to encourage kids to pursue a healthy and active lifestyle









## Donation and Voluntary Programs

## MAP conducts various donations and voluntary programs to support communities



Food & Beverage Donation Program



Starbucks Humanitarian Aid For Gaza



Sogo's Partnership with Benih Baik and Other Foundations to Create Positive Impacts



#### Starbucks "Greener" Store - First in Indonesia

STARBUCKS® At Adhyaksa Lebak Bulus, Jakarta





## **Energy and Emission Reduction**











Planting of Mangrove Trees to rehabilitate the environment & protect the coastline

## **Waste Reduction**



No Single Use Plastic Shopping Bags



Greener Nusantara Program
- Plastic reduction in F&B Stores



Take Back Program



Waste Management Program
- Working with local start-up to recycle our waste

## Clean Water Supply





Clean Water Filtration System Donated to Disaster Impacted Area

MAP: Manufacturing for the world

### PT OUT OF ASIA

#### Main Factory/Warehouse:

- Location: Bantul (Jogjakarta)
- Employ over 3,000 artisans in 4 islands (Bali + Java + Lombok + Sumatra)
- Export to over 20 countries worldwide

#### Some of our clients:

ZARA HOME

#M HOME

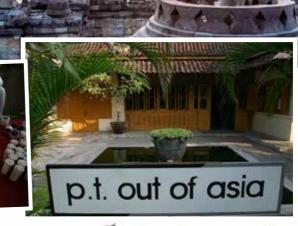
THE BODY SHOP.

Crate&Barrel

MARKS & SPENCER

Plus many more!







## Supporting Indonesian Brands

### **DEPARTMENT STORES**









#### **MAP ACTIVE**





## Partnership with Local Farmers



Donation of Coffee Tree Seeds to Starbucks Farmer Support Center



Indonesia Sumatera Coffee is Sold in Over 80 Countries through Starbucks

### Bringing Best Global Practices to Indonesia - PT Mitra Garindo Perkasa

 PT Mitra Garindo Perkasa, our subsidiary, operates 33,000 sqm garment manufacturing plant in Gunung Putri, Bogor

 The Company manufactures products for well-known international brands - bringing international practices to Indonesia













# Thank You