



*Unlimited
Opportunities:*
Harmony in Synergy



MAP
PT MITRA ADIPERKASA TBK

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

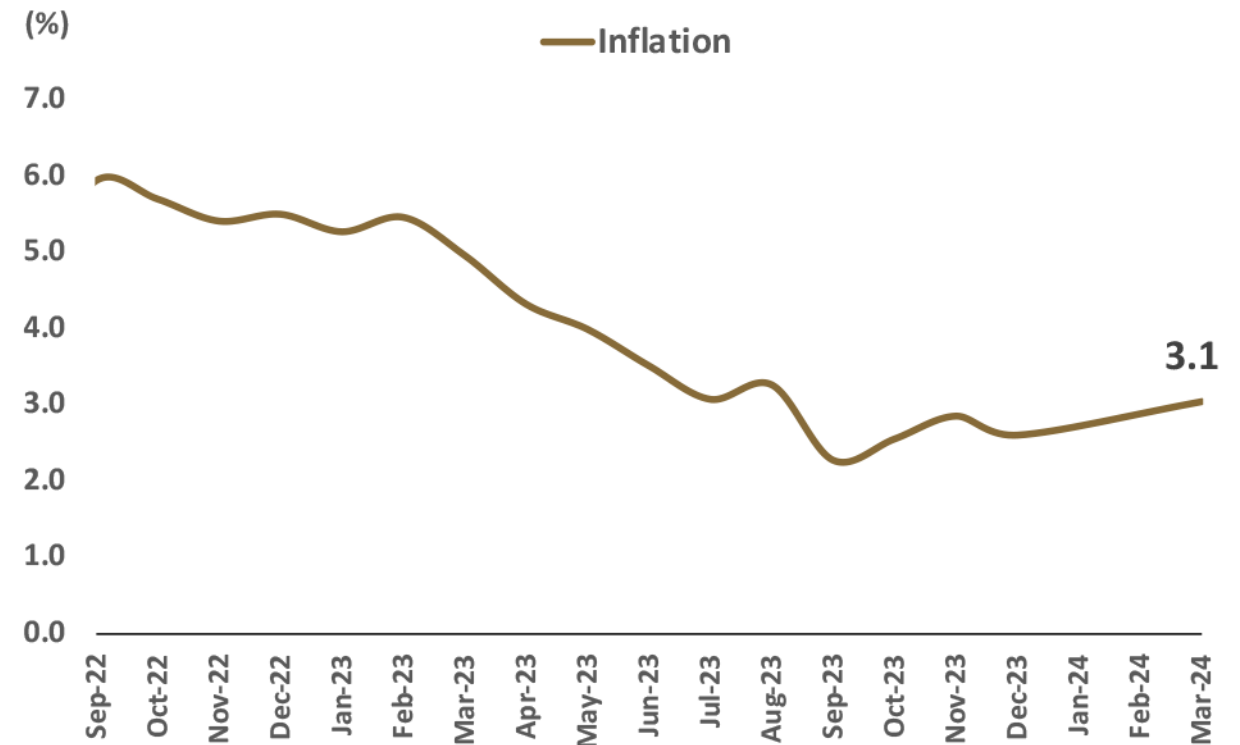
The Country has observed positive trends in overall macroeconomic indicators, including robust GDP growth along the year and well-controlled inflation rates.

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.bps.go.id/>



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

Overview of MMAP Group (Q1'24)

3,277

Retail Stores

+ **50 online stores**

+ Presence in 3rd party online stores

150+

World Class Brands

110+

Retail Concepts

7 Countries

- Indonesia
- Vietnam
- Thailand
- Cambodia
- Philippines
- Singapore
- Malaysia

Over

80

Cities *

29,747

Employees



MAP CLUB

MAP
GIFT VOUCHER

MAP RETAIL ACADEMY



* Excluding regional countries



Our *Brands*



Department Stores

Galleries Lafayette





Active: Sports

PLANET SPORTS

SPORTS STATION



SPORTS DIRECT

PLANET SPORTS KIDS

Foot Locker

asics*



HOKA

CONVERSE →

GOLF HOUSE

Reebok



crocs™



2XU



Champion

adidas*



ROOKIE USA



TeVa



* non-exclusive brands



Active: Leisure

LINEA

STACCATO

Onitsuka
Tiger

Dr. AirWair
Martens

STEVE
MADDEN

ROCKPORT

BIRKENSTOCK®
MADE IN GERMANY • TRADITION SINCE 1774

fitflop

Clarks

ALDO

NINE WEST

Payless
SHOESOURCE



Active: Kids

smiggle®
where a smile meets a giggle



KIDZ STATION

BABYZ STATION

Fashion

ZARA

Massimo Dutti

PULL&BEAR

BERSHKA

⌘ STRADIVARIUS

OYSHO

MARKS & SPENCER
LONDON

ZARA HOME

TUMI

MANGO

DKNY

SWAROVSKI

MAX&Co.

WEEKEND

MaxMara

LOEWE

MaxMara

BOSS

PANDORA

TOMMY HILFIGER

LACOSTE



Calvin Klein

TRUE RELIGION
BRAND JEANS

Ben Sherman

UNITED COLORS
OF BENETTON.

Triumph

rubi

COTTON:ON

FOREVER NEW

TED BAKER
LONDON

TISSOT
SWISS WATCHES SINCE 1853

swatch
SWISS MADE

TYPO

flying tiger

anello

kipling

SEPHORA

travelogue
essentials for your trip

BRIC'S

innisfree

LANEIGE

Sulwhasoo

ETUDE

Boots



Digital

digimap

digiplus

Food & Beverages



STARBUCKS®



* (MAP 11.20% OWNERSHIP)



* (MAP 33.52% OWNERSHIP)



Others

BOOKS
Kinokuniya



* (MAP 40% OWNERSHIP)

ALUN ALUN
INDONESIA
Inspiring Innovations

pt out of asia



Distribution Brands

Distribution - Sports



* non-exclusive brands



Distribution - Kids



* non-exclusive brands

Retail Footprint

Total Stores	Q1'24	Space (sqm)
• Consolidated	3,277	1,110,261
• Specialty Stores	2,367	549,087
– <i>Active</i>	1,719	366,625
– <i>Fashion, Beauty & Health</i>	535	170,385
– <i>Digital</i>	113	12,077
• Department Stores	62	333,802
• F&B	843	219,398
• Others	5	7,974



Financials 2023/24

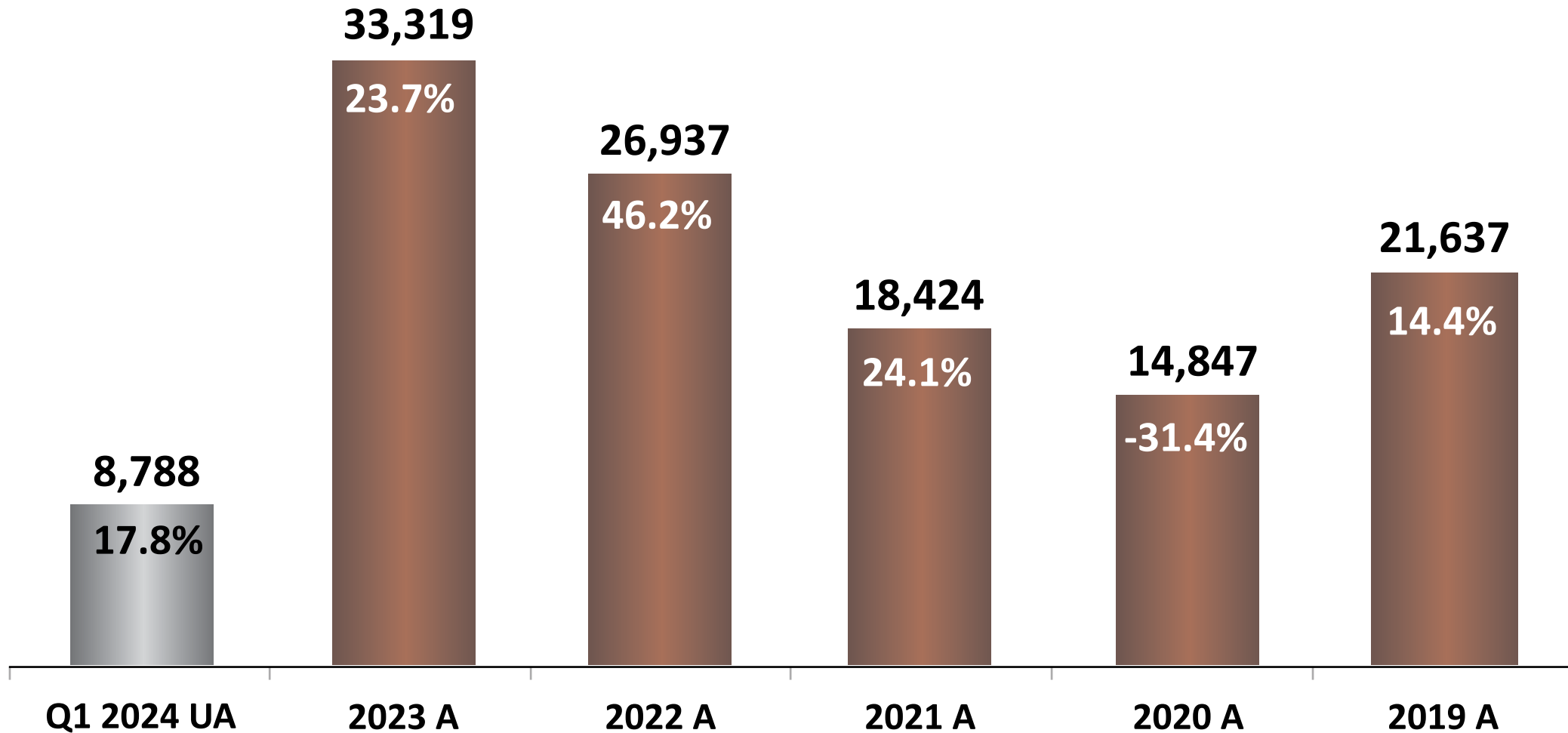
Consolidated Income Statement (2021 - Q1 2024)

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

Net income/(loss) before minority

* As restated

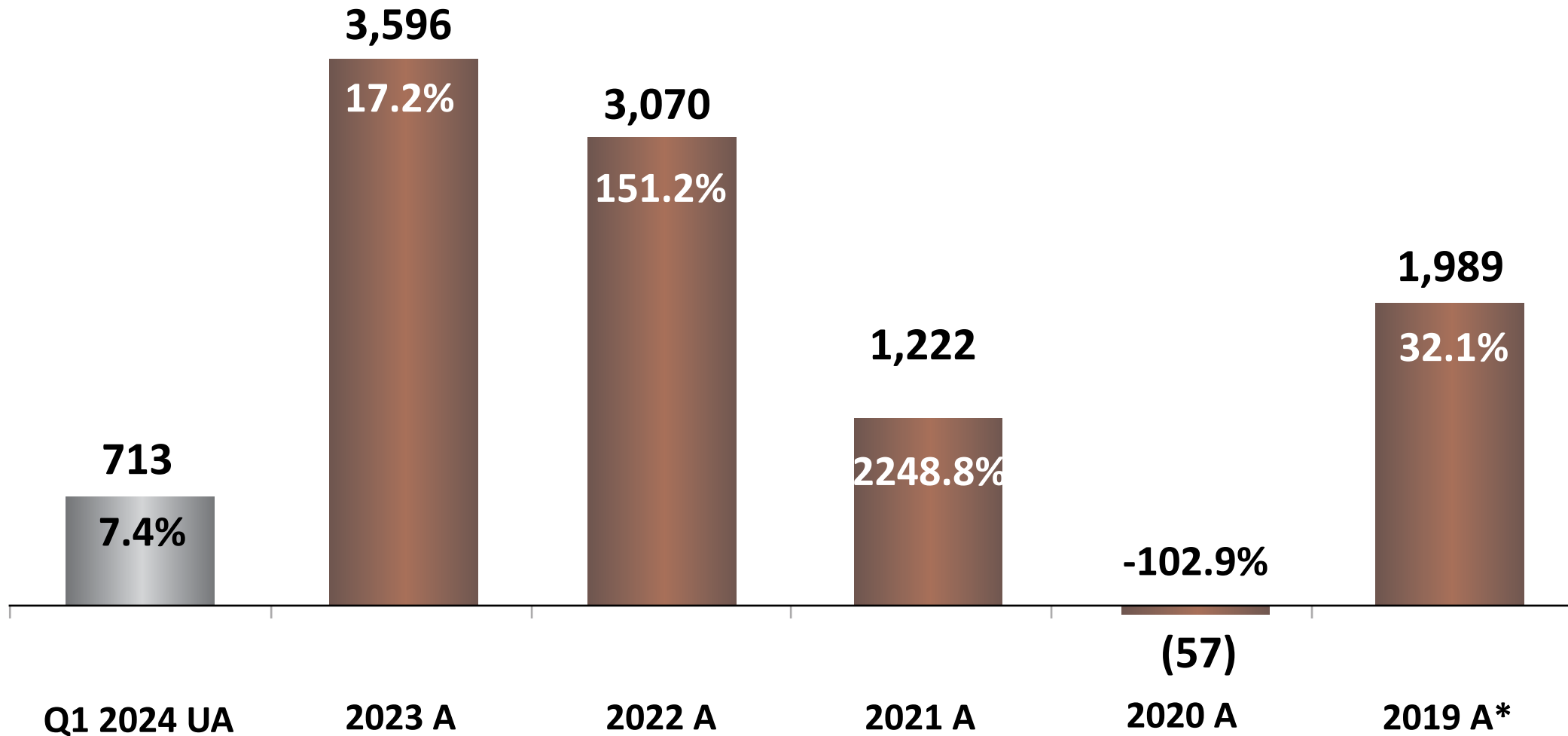
Net Sales



Presented in billion Rupiah

Percentage in bar chart indicates % growth versus previous year

EBIT

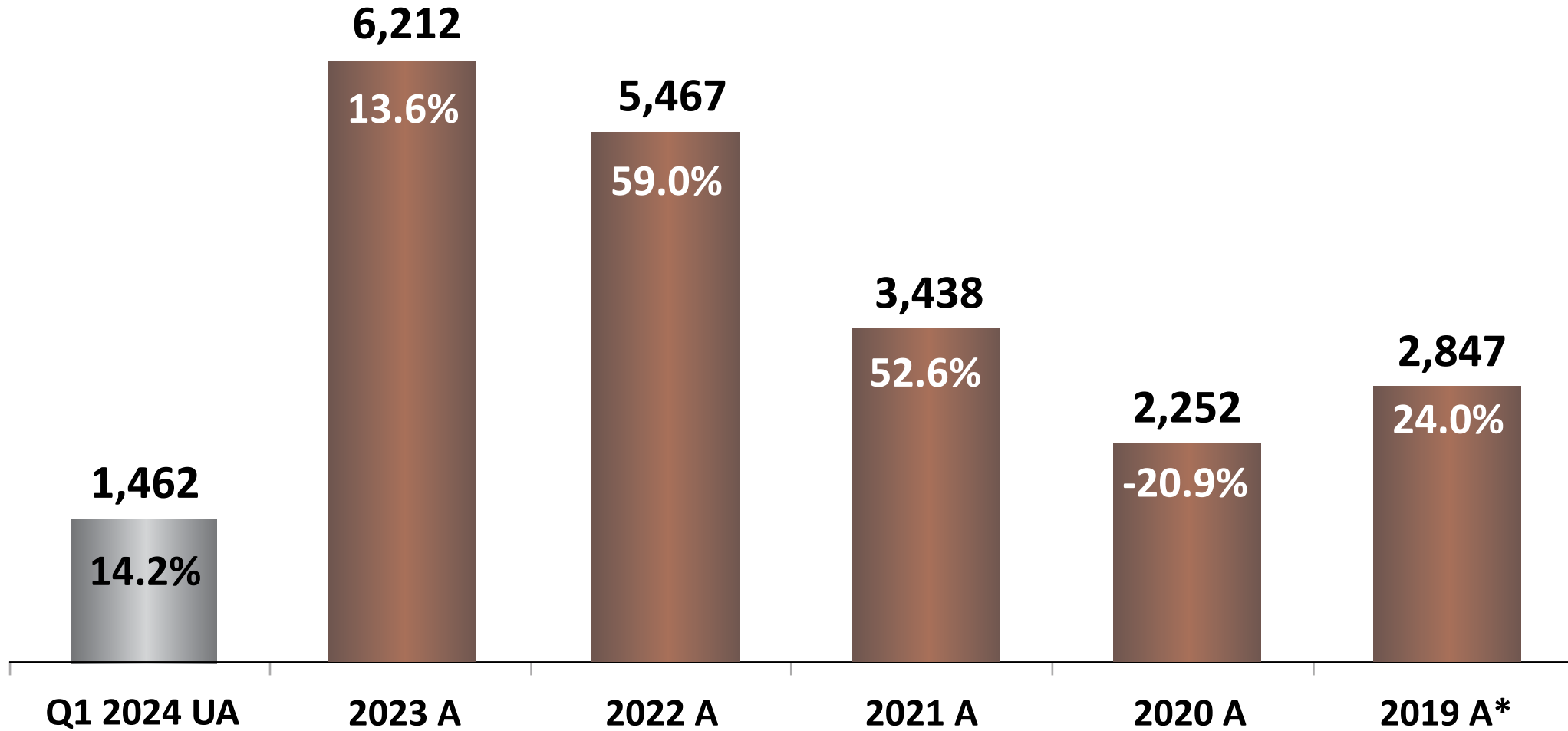


Presented in billion Rupiah

Percentage in bar chart indicates % growth versus previous year

* Prior PSAK 73 / IFRS 16

EBITDA

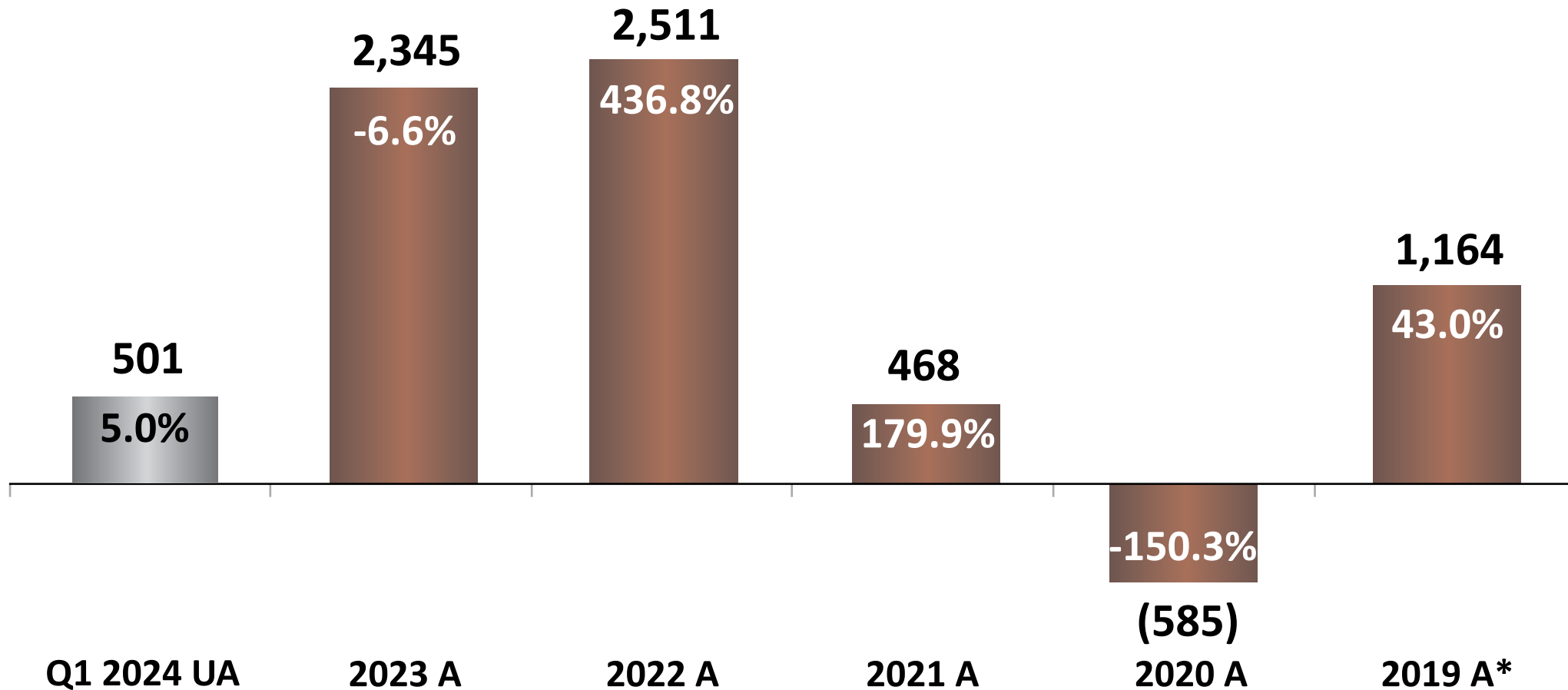


Presented in billion Rupiah

Percentage in bar chart indicates % growth versus previous year

* Prior PSAK 73 / IFRS 16

Net Income



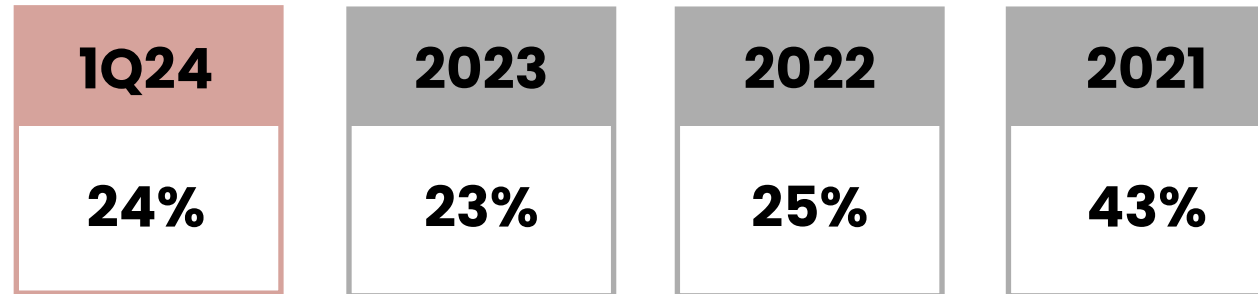
Presented in billion Rupiah

Percentage in bar chart indicates % growth versus previous year

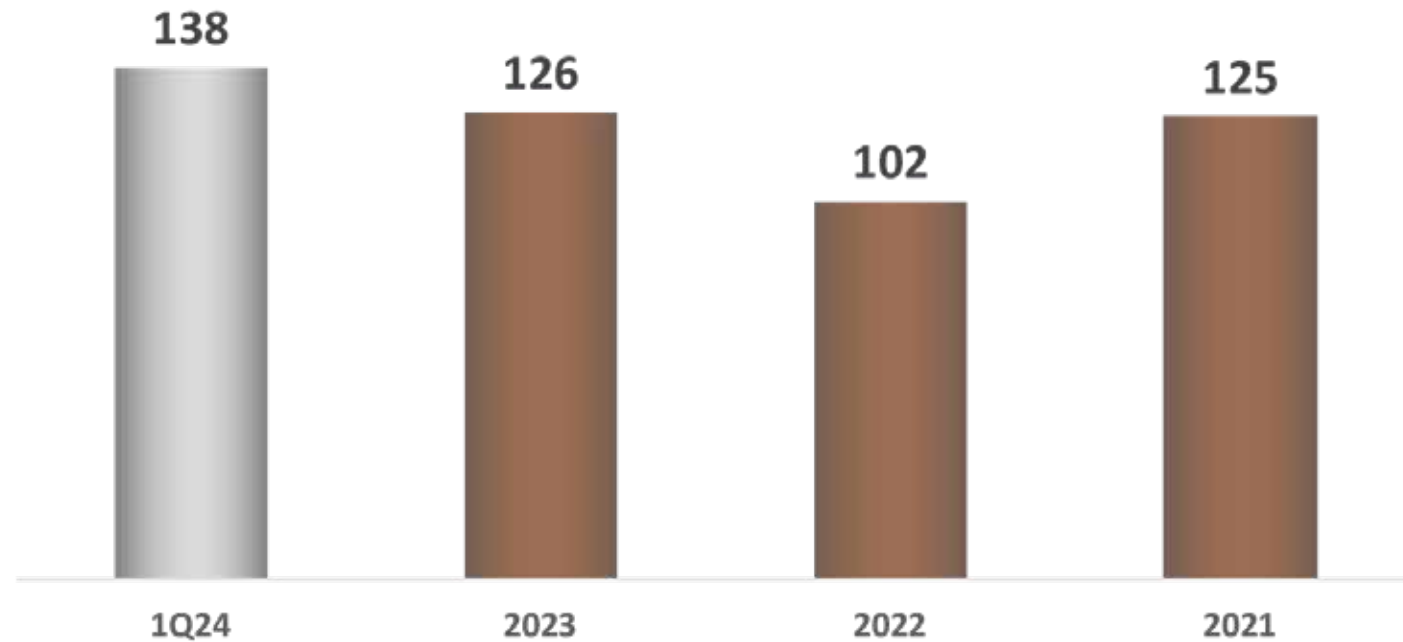
* Prior PSAK 73 / IFRS 16

Inventory Level

Aging Inventory



Inventory Days



Balance Sheet

Balance Sheet (IDR Billion)	UA Q1 2024	Audited		
		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
Equity Attributable to the Owner of the Company	10,434	9,998	8,136	5,963
Total Equity	12,935	12,412	9,756	7,172

* As restated



Group Strategy for 2024 & Beyond

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

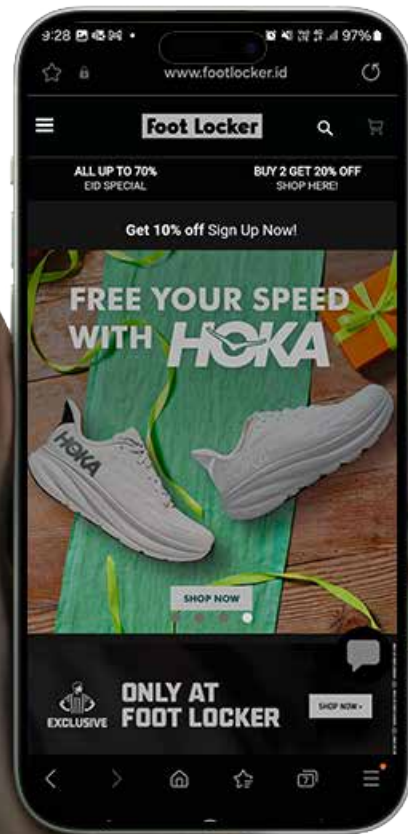
3 Execute Digital & Technology Change

4 Strategic Acquisitions or Partnerships

Prudent Expansion

Strategy 1: Unifying Retail Experience Options

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



Foot Locker

Multi-channels to service customers nationwide

- offline
- online
- chat & buy
- marketplace channels

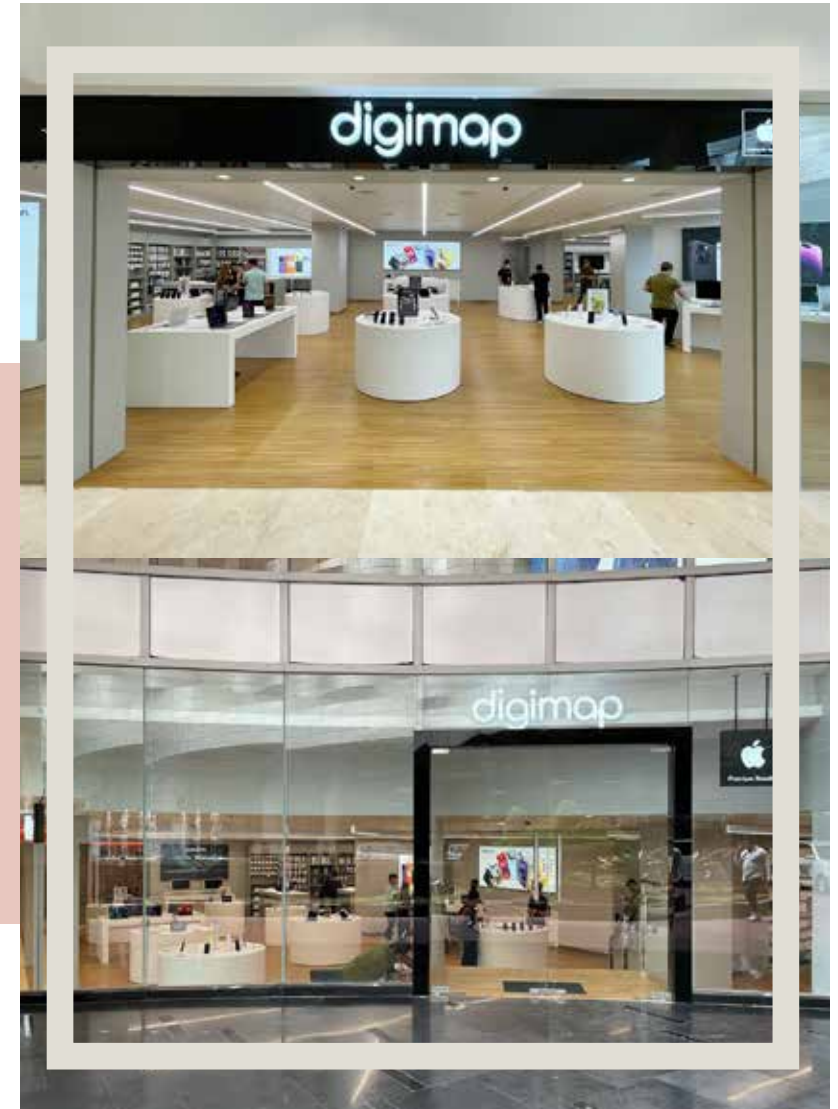
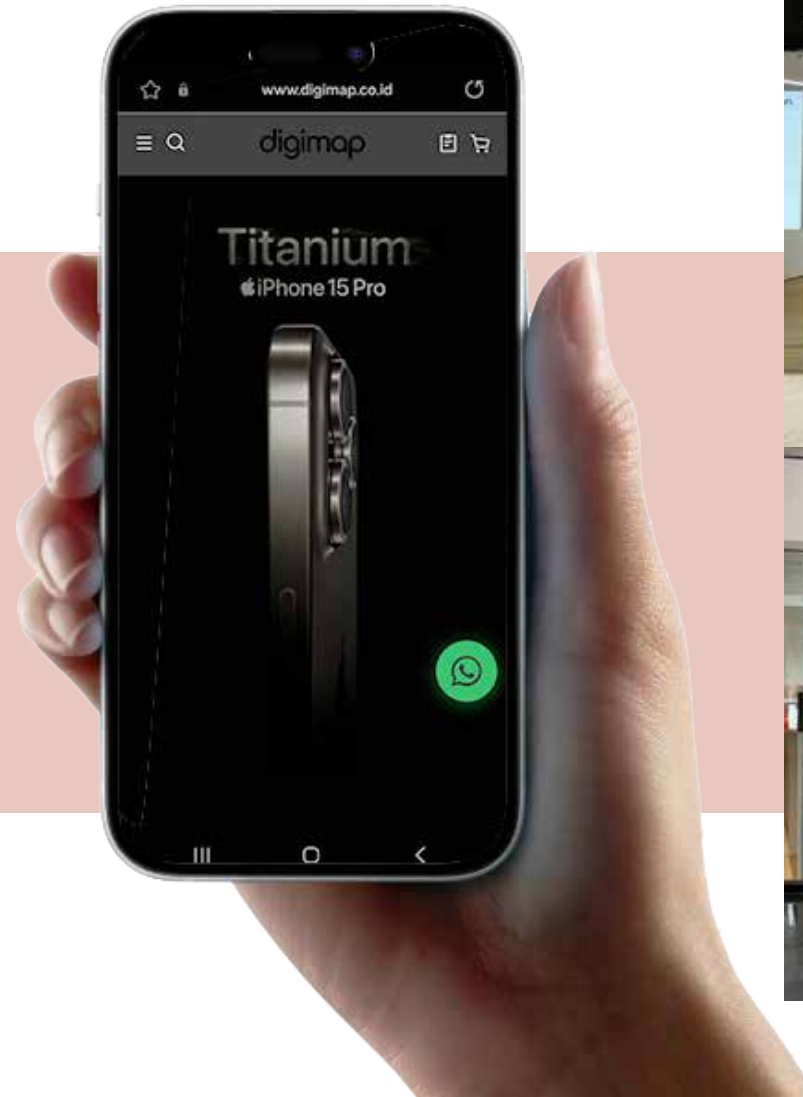


Strategy 1: Unifying Retail Experience Options (Cont'd)

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.**

ZARA Indonesia



Zara.com/ID



ZARA Cambodia



Zara.com/CB

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

Foot Locker

new balance

CONVERSE

SKECHERS

HOKA

lotto

diora

AIRWALK

HaddadBrands

**Dr. AirWair
Martens**

fitflop

2XU

ROOKIE USA



astec

TeVa

PLANET SPORTS

Vietnam

Foot Locker

new balance

CONVERSE →

SKECHERS

astec

lotto

diora

BIRKENSTOCK
MADE IN GERMANY · TRADITION SINCE 1774

smiggle
where a smile meets a giggle

ROOKIE USA

ZARA

Massimo Dutti

MARKS & SPENCER

VICTORIA'S SECRET

PULL&BEAR

STRADIVARIUS



Thailand

Foot Locker

 **new balance**

**Dr. AirWair
Martens**
Bouncing Sole







ROOKIE USA



NINE WEST

STEVE MADDEN

ALDO



ZURU



Singapore

Foot Locker

CONVERSE 

 **lotto**

Reebok 


astec

HOKA 

 **AIRWALK**


LACOSTE

ALDO

flying tiger

**Dr. AirWair
Martens**


Malaysia

Foot Locker

CONVERSE 



Reebok 




LACOSTE

ALDO

flying tiger

Cambodia



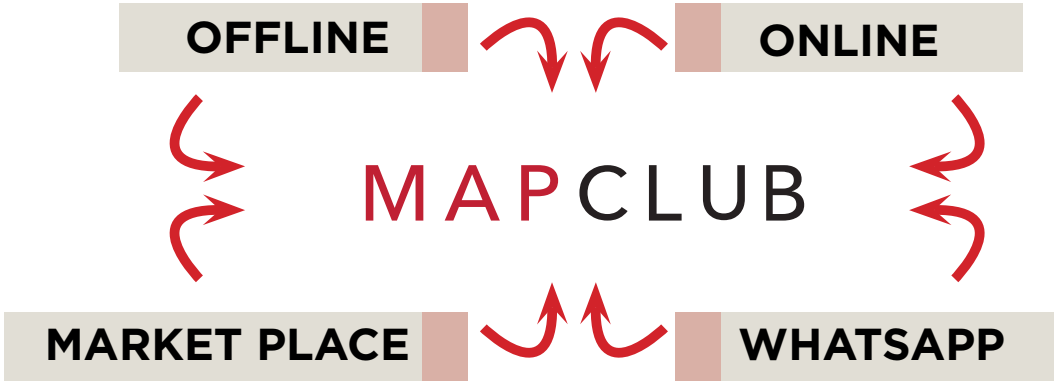
Strategy 3: Execute Digital & Technology Change

- 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

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

Converse ID

Converse PH

Converse SG

Converse MY

Converse VN

Stevemadden.id

Fitflop ID

Fitflop PH

Aldo TH

Aldo MY

Aldo SG

Aldo ID

Hoka ID

Hoka PH

FASHION

ZARA ID

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

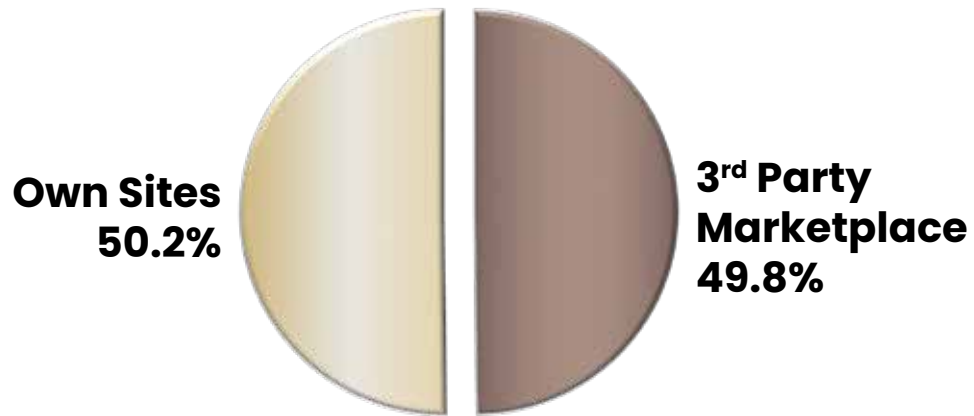
OTHERS

Kinokuniya ID

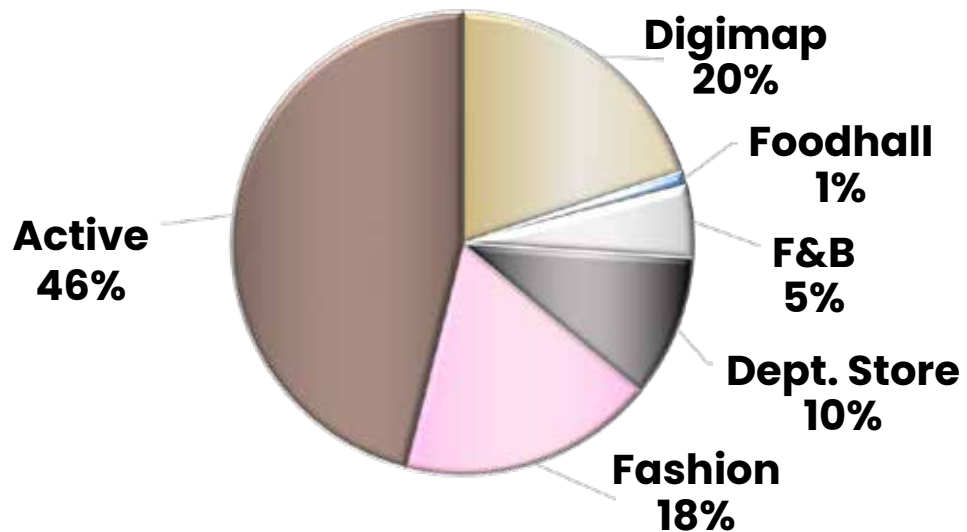


Digital Performance (IDR bn, %)

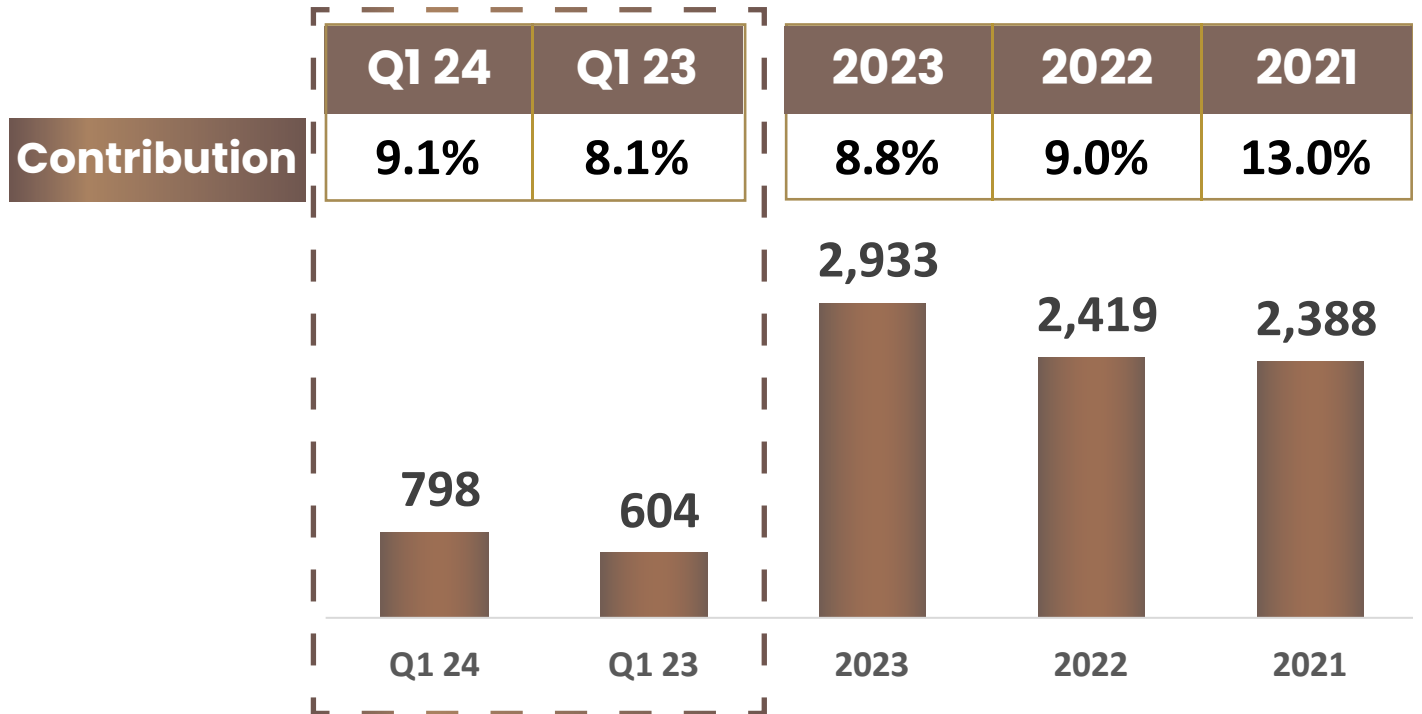
Contribution by Channel



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**

Prudent Expansion



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 berpotensi 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

MAP
Mitra Adiperkasa

“ **MAPI Part of LQ45 Index** ”



“ **High Market Capitalization** ”
- **TEMPO-IDN Financial** -



**“ Analyst’s Favorite in
the Consumer Cyclical Sector ”**
- Certified Securities Analyst Awards 2023 -



MAP
active

“ MAPA Part of
FTSE Index ”

ADRO, BUMI, BRMS, dan MAPA Masuk Indeks FTSE Global Equity Syariah

Selasa, 05 September 2023 / 20:14 WIB



ANTARA FOTO/Hafidz Mubarak A

ILUSTRASI, FTSE Russel mengocok ulang penghuni FTSE Global Equity Syariah Index Series.

MAP
active

“ **Most Accurate Data** ”

- **BPJS Ketenagakerjaan -
(Ministry of Manpower)**



MAP
active

“ Growing
in the New Era ”
(Retail Business Category)

- Bisnis Indonesia -



SPORTS STATION

“ The Top-selling
Brand in The Sports
& Outdoor Category ”

- Shopee -





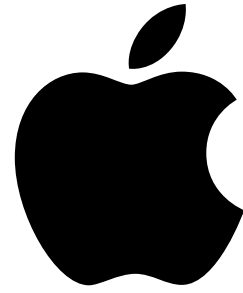
“ **Distribution
Partner
of the Year
Award** ”



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 *New Stores*

BOSS Plaza Indonesia



flying tiger copenhagen Lippo Mall Puri, Indonesia



**SPORTS
DIRECT**

Kota Kasablanka, Indonesia



TeVa Plaza Indonesia





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**





SKECHERS

Senayan City, **Indonesia**





SKECHERS

Senayan City, **Indonesia**





Senayan City, **Indonesia**





SKECHERS

Senayan City, **Indonesia**





SKECHERS

Senayan City, **Indonesia**





Senayan City, Indonesia



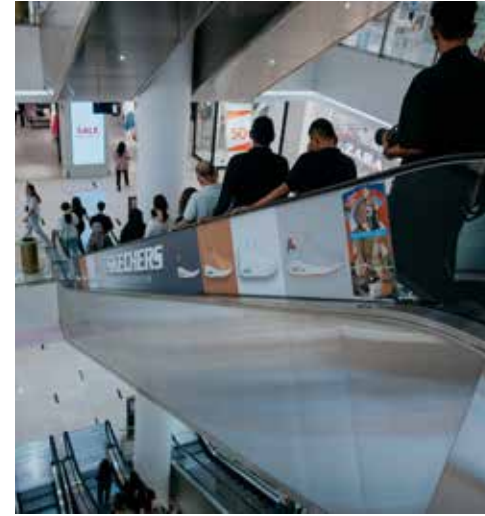


Senayan City, **Indonesia**





Senayan City, Indonesia



ALDO Indonesia

Tunjungan Plaza Surabaya



Trans Studio Makassar



BIRKENSTOCK®
MADE IN GERMANY • TRADITION SINCE 1774

Kota Kasablanka, Indonesia

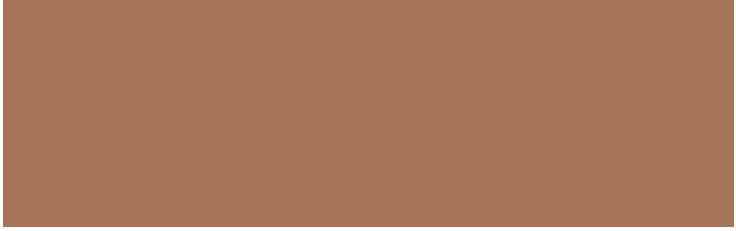




Trans Studio Makassar, **Indonesia**



STEVE MADDEN Bintaro Xchange 2, **Indonesia**



**KIDZ
STATION**

Lippo Mall St. Moritz, Indonesia





Grand Indonesia



BABYZ STATION Pondok Indah 3, Indonesia



digimap TP 3 Surabaya, **Indonesia**



digiplus TP 3 Surabaya, Indonesia



SAMSUNG The Grand Outlet, Karawang - Indonesia





Reserve PIK Landslide, Indonesia





KCIC Halim Station Jakarta, Indonesia



HOKA SM Aura, Philippines



2XU One Ayala, Philippines





One Ayala, **Philippines**

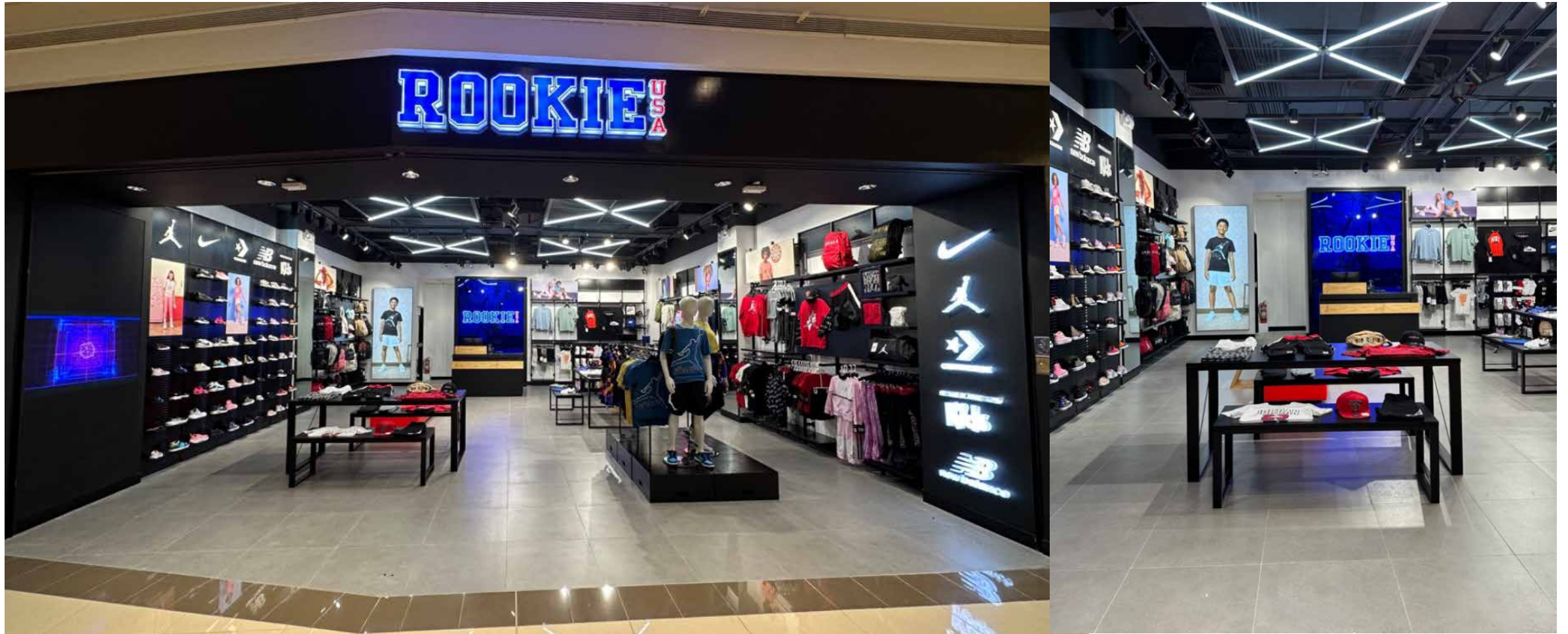




Galeria Cebu, **Philippines**



ROOKIE^{USA} USA Festival, Philippines



Foot Locker

Lotte Mall West Lake Hanoi, Vietnam



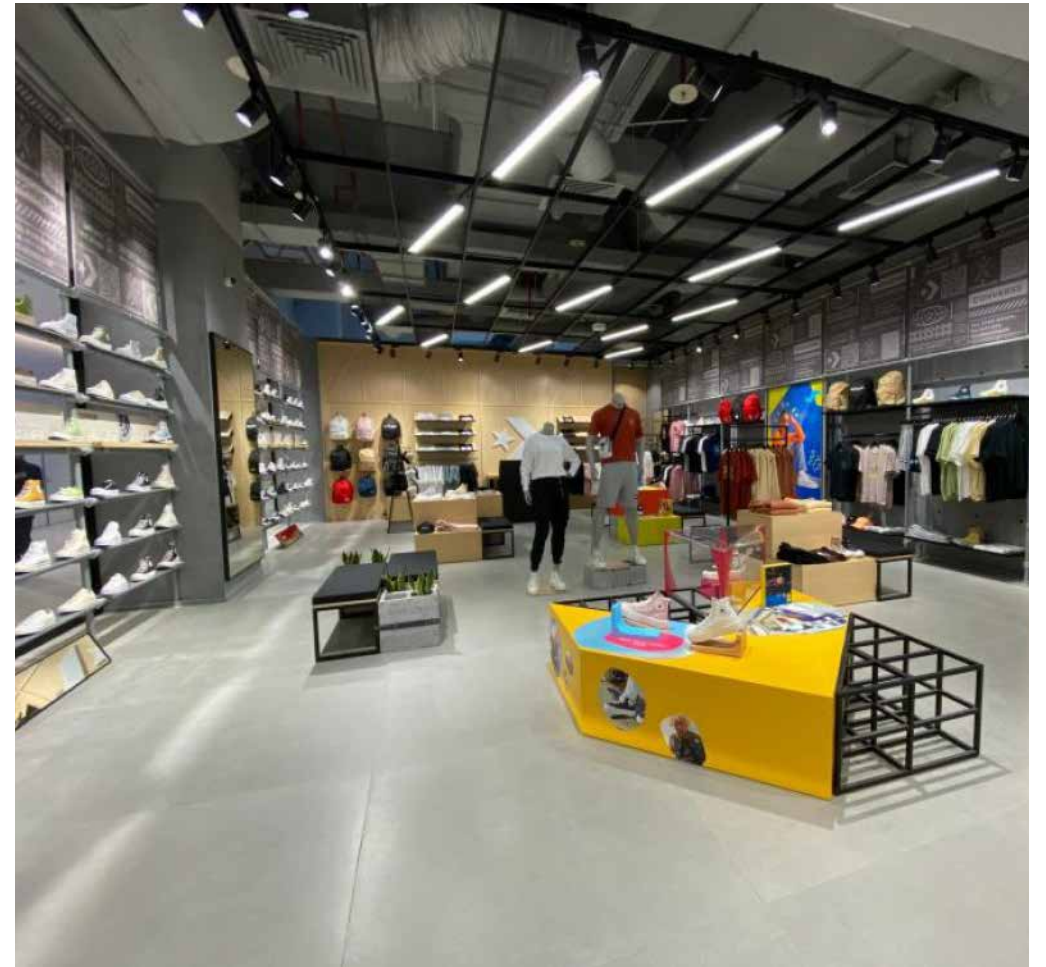
Massimo Dutti Lotte Mall West Lake Hanoi, Vietnam



MARKS & SPENCER LONDON **Lotte Mall West Lake Hanoi,**
Vietnam



CONVERSE ➔ Lotte Mall West Lake Hanoi, Vietnam



Foot Locker Emsphere, Thailand





Emsphere, Thailand





Emsphere, Thailand



 **LACOSTE** Vivocity, *Singapore*



 **LACOSTE** Wisma Atria, **Singapore**





Suria KLCC - Kuala Lumpur, Malaysia




LACOSTE TRX, *Malaysia*



Foot Locker

TRX, Malaysia



crocs™ Phnom Penh, Cambodia





Phnom Penh, Cambodia





Sustainability

MSCI ESG Ratings

– As per 14th April 2024

COMPARISON WITH GLOBAL PEERS (RETAIL)

Industria de Diseno Textil, S.A.	AA
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	BB

PT MITRA ADIPERKASA TBK Retail – Consumer Discretionary | ID

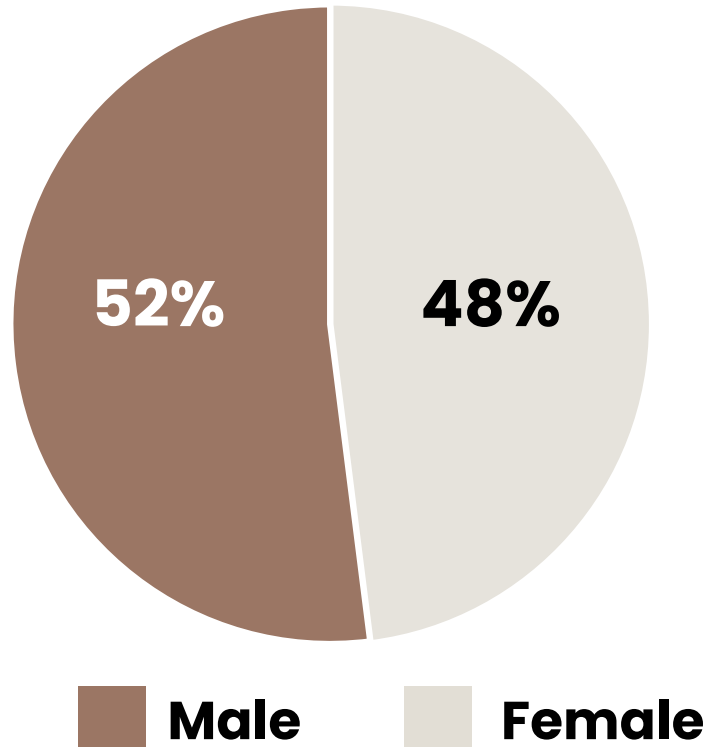
	WEIGHT	SCORE
Environment	20%	3.7
Product Carbon Footprint	10%	2.9
Raw Material Sourcing	10%	4.4
Social	45%	5.9
Labor Management	20%	3.6
Privacy & Data Security	25%	7.8
Governance	35%	4.7
Weighted-Average Key Issue (WAKI) Score		5.0
Industry Adjusted Score		5.4

*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



**Employed more than 29,000 people
and provides Equal Opportunity in
all Levels**



STARBUCKS®

Starbucks Community Store at Tanah Abang

Starbucks First “Signing” Store for the Hearing-Impaired Community





MAP RETAIL ACADEMY

Raising Retail Education Standards



The Company provides many training opportunities to help our employees grow their skills and careers

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



Jakarta Global Camp
Tsinghua University

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

Ecobricks



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



The reinforced plastic bottles/ecobricks are then tied together



Tied ecobricks is then covered with fabrics



Small stool chair from 23 used plastic bottle and approx. 5.75kg plastic waste is made



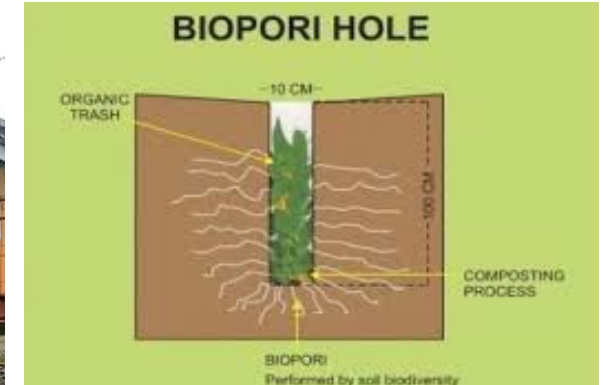
RAJAB Waste Reduction

Planting the Earth



We teach the next generation that planting is fun and important

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

Plant vase from used fabrics



RAJAB Panyocokan

Reuse/recycling of used paper



RAJAB Sukawening

Coaching Clinics

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



Running Coaching Clinic



Swimming Coaching Clinic



Badminton Coaching Clinic



Basketball Coaching Clinic

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



Utilization of Solar Panel in Starbucks stores



Plant Based Menu



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

Waste Reduction



No Single Use Plastic Shopping Bags



Take Back Program



Greener Nusantara Program
- Plastic reduction in F&B Stores



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

Clean Water Supply



Built 16 Water Towers to provide access to clean water



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

H&M HOME

THE BODY SHOP.

Crate&Barrel

MARKS & SPENCER

LONDON

Plus many more!



Supporting Indonesian Brands

DEPARTMENT STORES

Galleries Lafayette



MAP ACTIVE



Partnership with Local Farmers



Donation of Coffee Tree Seeds to Starbucks Farmer Support Center



Indonesia Sumatra 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