

The logo for 'erajaya' features a stylized graphic of three curved lines in red, blue, and white above the brand name in a bold, black, sans-serif font. The background of the slide is a collage of images: a smartphone displaying a gallery of photos, a close-up of a golden-brown loaf of bread, a pair of white sneakers, and a wooden lid on a jar.

erajaya

CORPORATE PRESENTATION

9M 2023 Result



ERAJAYA TODAY

Erajaya Journey

01



Established in 1996 as Smartphone Dealer

02



IPO in 2011 and growing as a national distribution company

03



#1 retailer and distributor for handset and telco business in region wide omni-channel coverage

04



Expansion to new verticals such as Digital, Active Lifestyle, Beauty & Wellness, also Food & Nourishment business

05



Included in several indices: Jakarta Islamic Index 70, Jakarta Stock Exchange Main Board Index, MSCI, Bloomberg, IDX ESG Leaders, and others.

ACCOLADES



SWA 100

8th rank in SWA100 for mid-cap market capitalization

FORTUNE

Top 25 - Indonesia's Biggest Corporations



FORBES

Top 50 - Best of The Best Companies

FINANCE ASIA

Asia's Best Companies (Consumer Cyclicals Company)



TRENASIA ESG AWARD

TrenAsia ESG Excellence

FIRST INDONESIA MAGAZINE

Human Capital on Resilience Excellence Award

FINANCIAL HIGHLIGHTS – 9M 2023



NET SALES
IDR 42.8 T



NET PROFIT
IDR 494.8 B



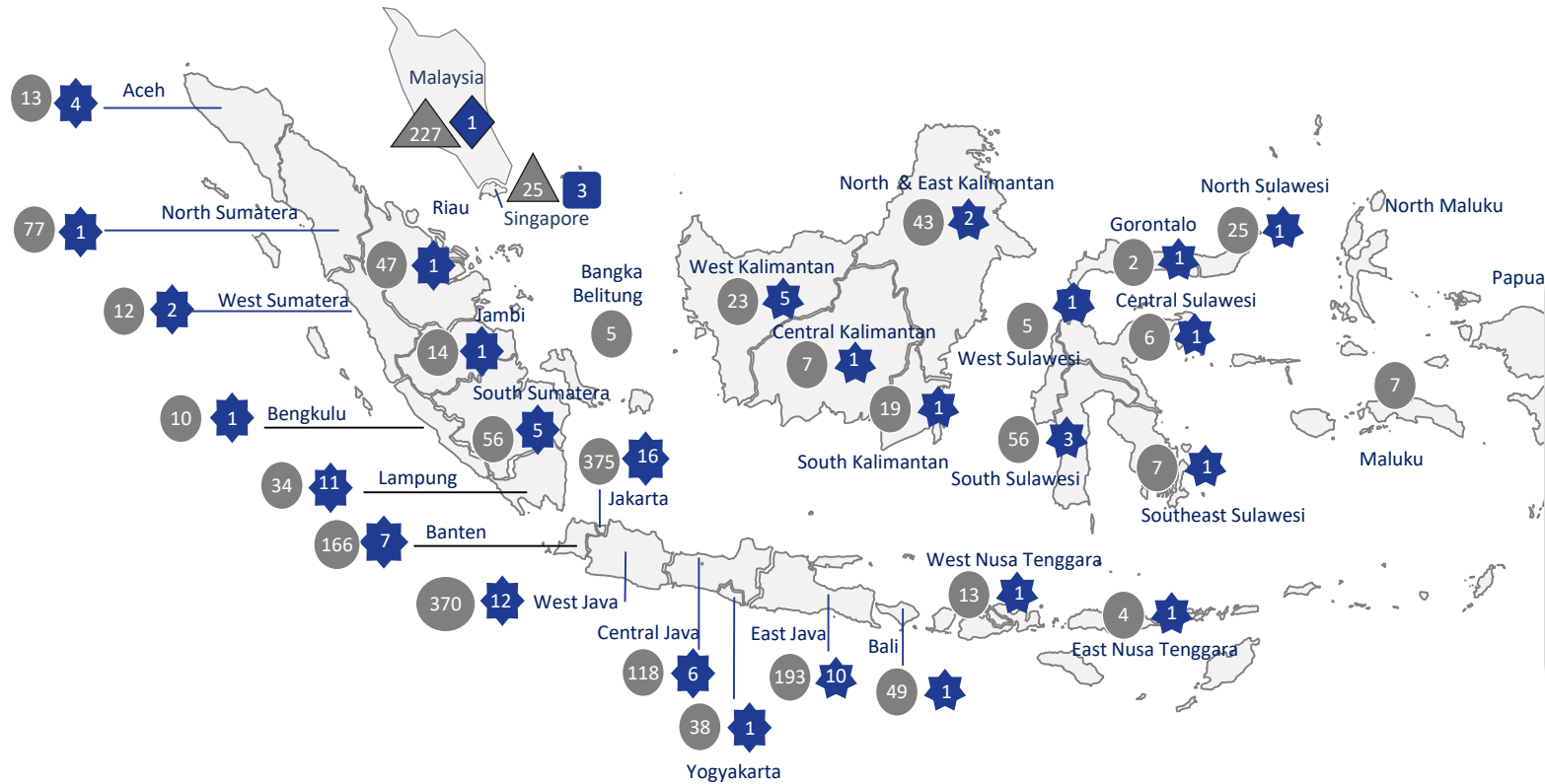
TOTAL ASSET
IDR 21.6 T



NET D/E RATIO
0.87x

Extensive Coverage Across Region

As of 30 September 2023



Legend

- Flagship retail ,multi-brand and joint business
- Distribution center
- Retail in Malaysia
- Distribution centre in Malaysia
- Retail in Singapore
- Distribution centre in Singapore

2,046 retail outlets

102 distribution centers

+/- 68,000 3rd party billed outlets

A low-angle photograph of a modern, multi-story building with a glass and metal facade, set against a clear blue sky. The building's lines are sharp and geometric, creating a sense of height and modernity.

VERTICAL UPDATE

Erajaya Business Vertical

ERAJAYA DIGITAL



INTERNATIONAL BUSINESS



ERAJAYA ACTIVE LIFESTYLE



ERAJAYA BEAUTY & WELLNESS



ERAJAYA FOOD & NOURISHMENT



- **Erafone**
Multibrand Gadget
- **iBox**
Apple Reseller
- **Samsung**
Monobrand Gadget
- **Mi Store**
Monobrand Gadget
- **Erablue**
Multibrand CE

- **Urban Republic**
Multibrand Gadget
- **Switch**
Apple Reseller
- **Xiaomi**
Monobrand Gadget
- **Samsung**
Monobrand Gadget
- **Huawei**
Monobrand Gadget
- **Sony**
Monobrand Gadget
- **SingTel**
Network Operator

- **Urban Republic**
Multibrand IoT
- **Garmin**
IoT Smartwatch
- **DJI**
IoT Drone
- **Marshall**
Speaker
- **IT**
IoT Ecosystem
- **JD Sport**
Sport Apparel
- **ASICS**
Sport Apparel
- **Urban Adventure**
Outdoor Equipment

- **Wellings**
Pharmacy
- **The Face Shop**
Cosmetic & Skincare
- **B2B Medical Equipment Distributorship**

- **Paris Baguette**
Bakery Café
- **Sushi Tei Group**
Japanese Restaurant
- **Grand Lucky**
Grocery Store

List Of Stores By Verticals

ERAJAYA DIGITAL

	30-Sep-22	30-Sep-23
Erafone	548	1,017
Samsung	118	132
iBox	88	116
Xiaomi	72	84
Erablue	-	9
Others	9	8
Join Business	209	172
Operator	74	53

Total stores 30 September 2023: 1,591 stores (+386 new stores)

ERAJAYA ACTIVE LIFESTYLE

	30-Sep-22	30-Sep-23
Urban Republic	23	48
Garmin	12	22
DJI	7	8
JD Sport	5	9
ASICS	3	9
IT	-	2
Urban Adventure	-	1
Logitech	-	1

Total stores 30 September 2023: 100 stores (+37 new stores)

INTERNATIONAL BUSINESS

	30-Sep-22	30-Sep-23
MALAYSIA		
Urban Republic	66	117
Switch	69	87
Branded Store*	24	23

*includes Samsung, Xiaomi, Huawei

	30-Sep-22	30-Sep-23
SINGAPORE		
Urban Republic	2	4
Switch	-	6
Xiaomi	7	8
Singtel	8	7

Total stores 30 September 2023: 252 stores (+70 new stores)

ERAJAYA BEAUTY & WELLNESS

	30-Sep-22	30-Sep-23
Wellings	7	16
The Face Shop	35	18

Total stores 30 September 2023: 34 stores (+3 new stores)

ERAJAYA FOOD & NOURISHMENT

	30-Sep-22	30-Sep-23
Paris Baguette	7	9
Sushi Tei	51	54
Grand Lucky	3	6

Total stores 30 September 2023: 69 stores (+8 new stores)

Events To Meet The Demand

Offline events with communities and market enthusiast to increase awareness



Omni-channel Proposition

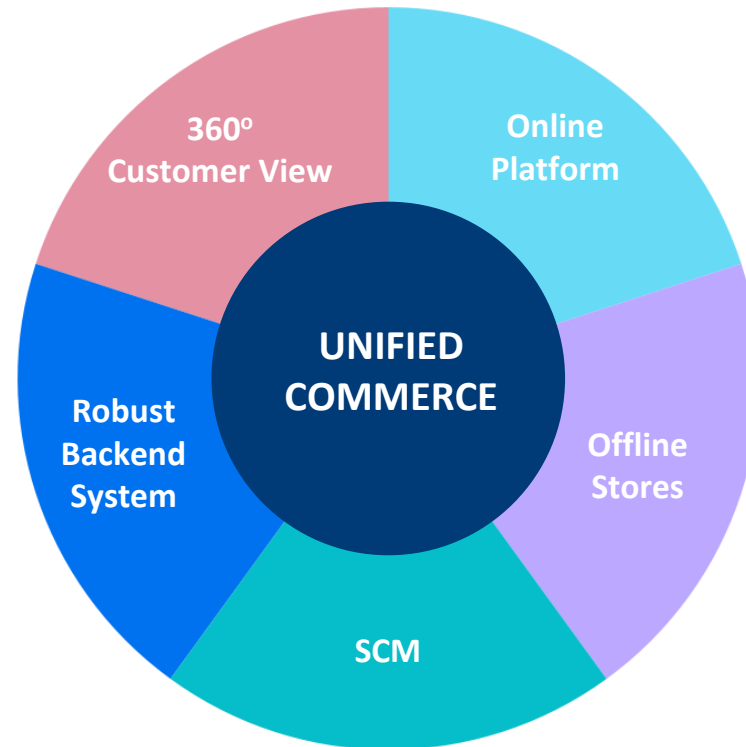
Online Retail Ranking (SimilarWeb)

#2 
(Traffic: 2.67M)

#3 
(Traffic: 1.96M)

Online Sneakers Ecommerce Ranking

#2 
(Traffic: 384K)



Loyalty Program



Total Members
8.9 Million
57% growth (from 9M 2022)



Average Transactions Value
6.1 Million

Collaboration with E-commerce Market



Unique Shopping Experience in Erajaya Digital Complex



- Erajaya Group inaugurates Erajaya Digital Complex (EDC), on September 16, 2023. With a 2-hectare retail space, EDC located in PIK 2 area.
- Several outlets including the DJI Experience Store, Erafone & More, iBox, IT (Immersive Tech), GARMIN Brand Store, Samsung by Erafone, Urban Republic, Xiaomi Store and many more.

4 main pillars for “Sustainable Development Goals”



Encourage the empowerment of local community potential to generate income



Ensure healthy lives and promote the community well-being of all ages



Support business flow process and business needs through competency improvement of teachers and students in our core business



Develop forest area as reforestation centers and environmental-based education models by involving the community

Clean Water Facilities Program



UKM Expo



Erajaya Gadget Movement



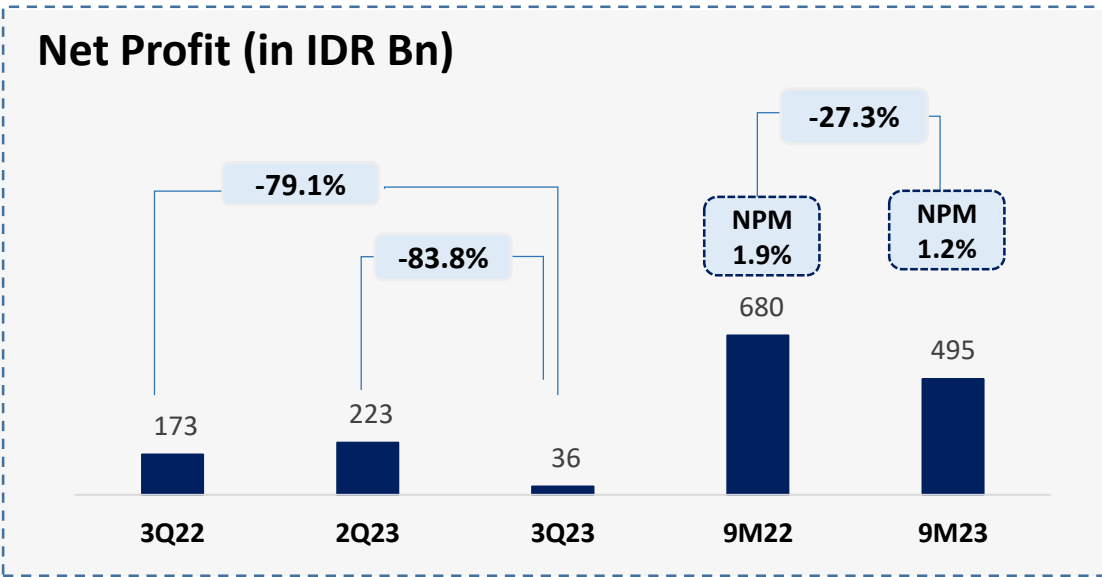
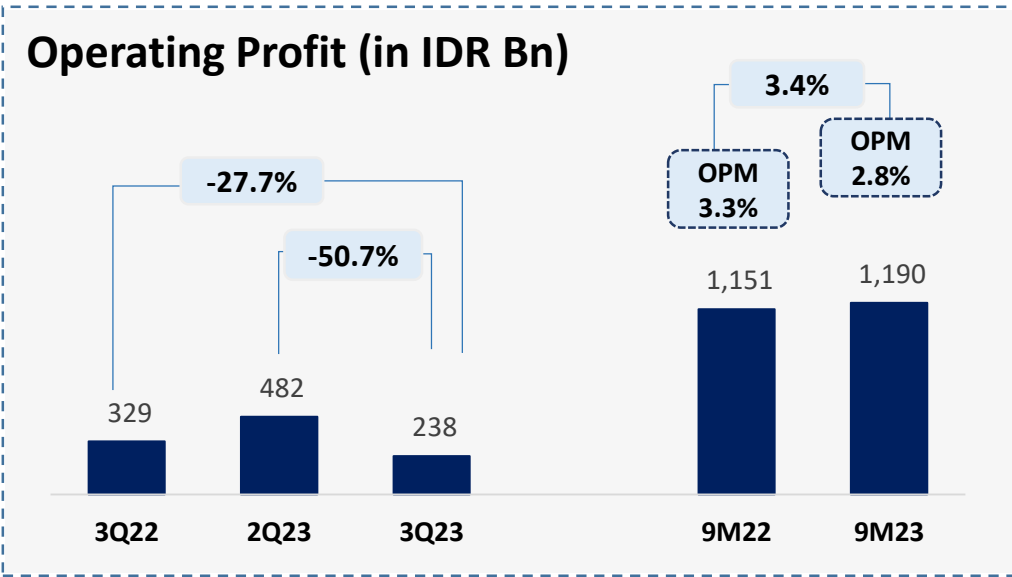
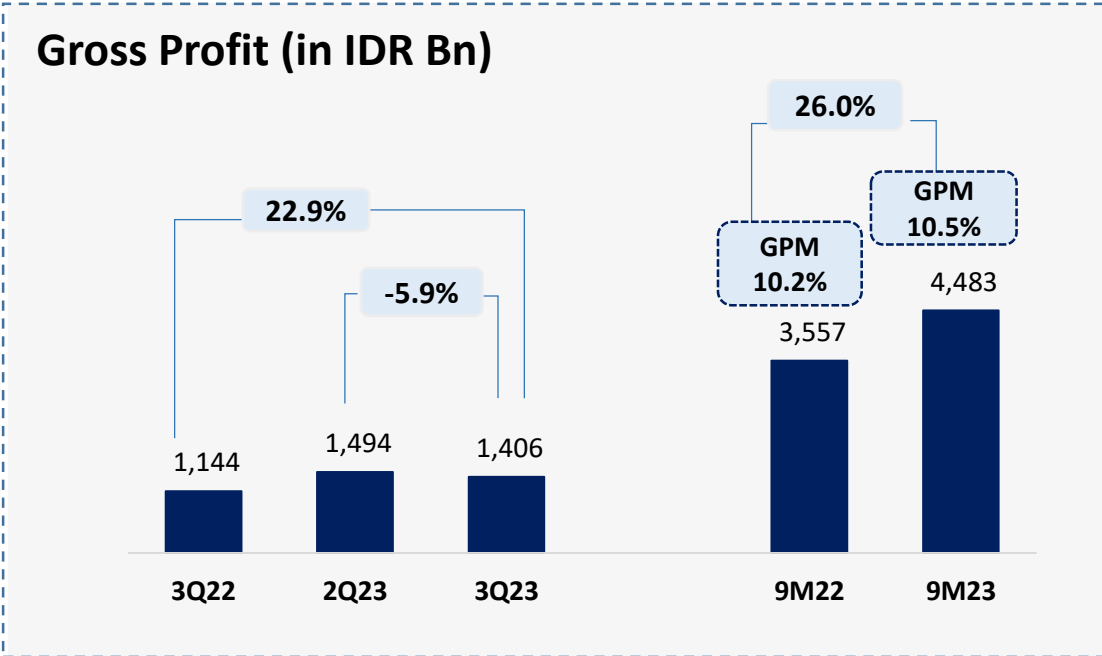
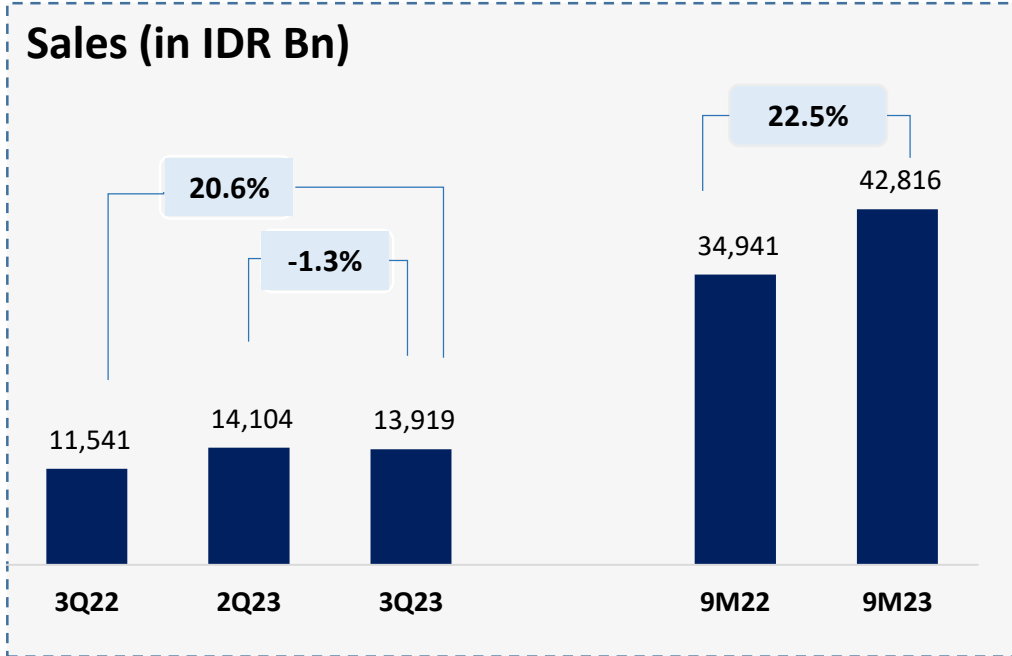
Collaboration with KEMENKOPUKM





FINANCIAL HIGHLIGHT

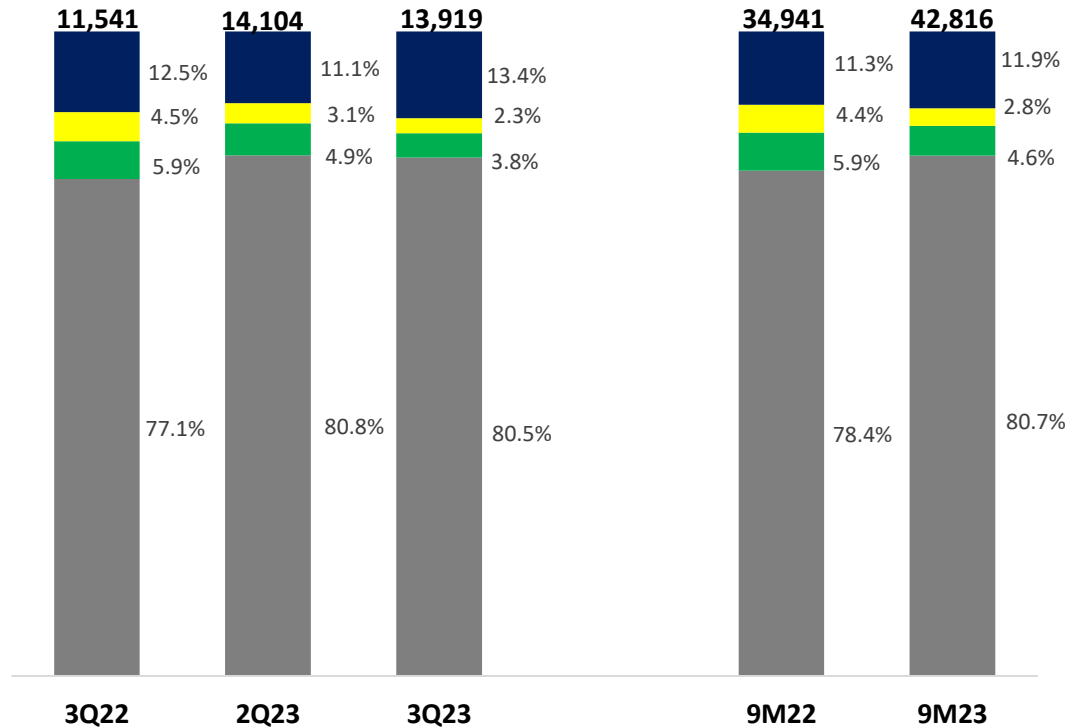
Income Statement Highlight



9M23 Sales Breakdown

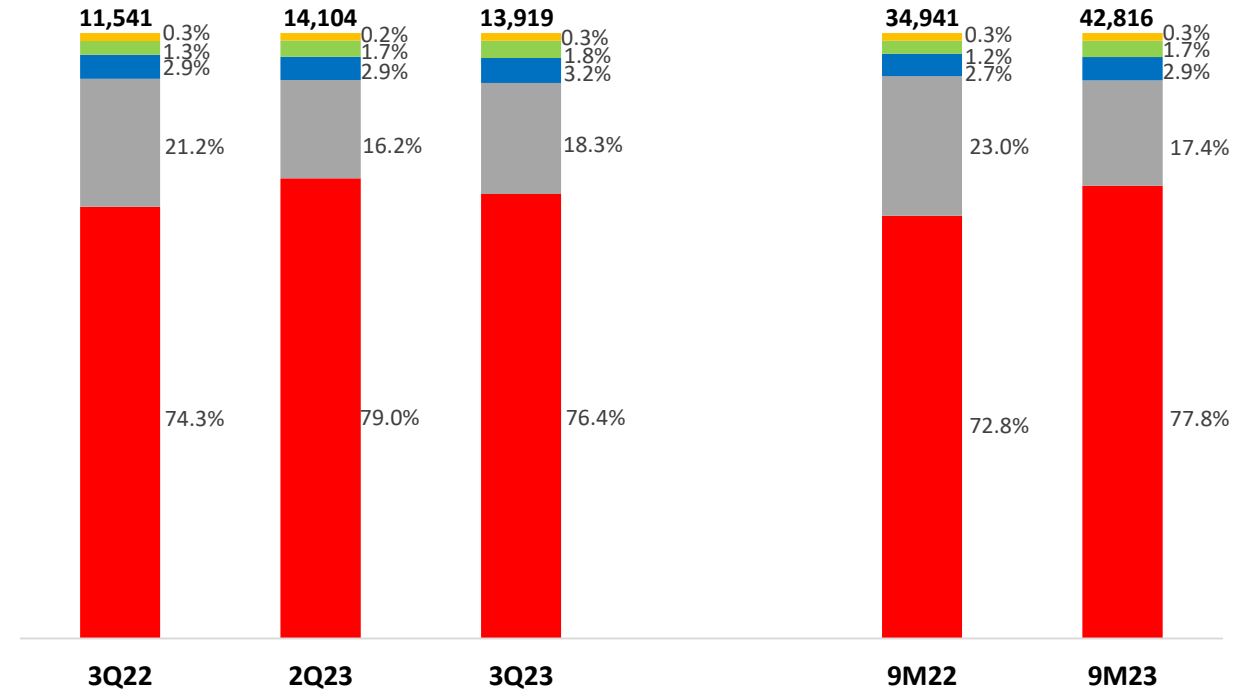


Sales by Category (9M 2023)



■ Cellular Phones & Tablet ■ Voucher ■ Computer & Other Electronic Devices ■ Accessories & others

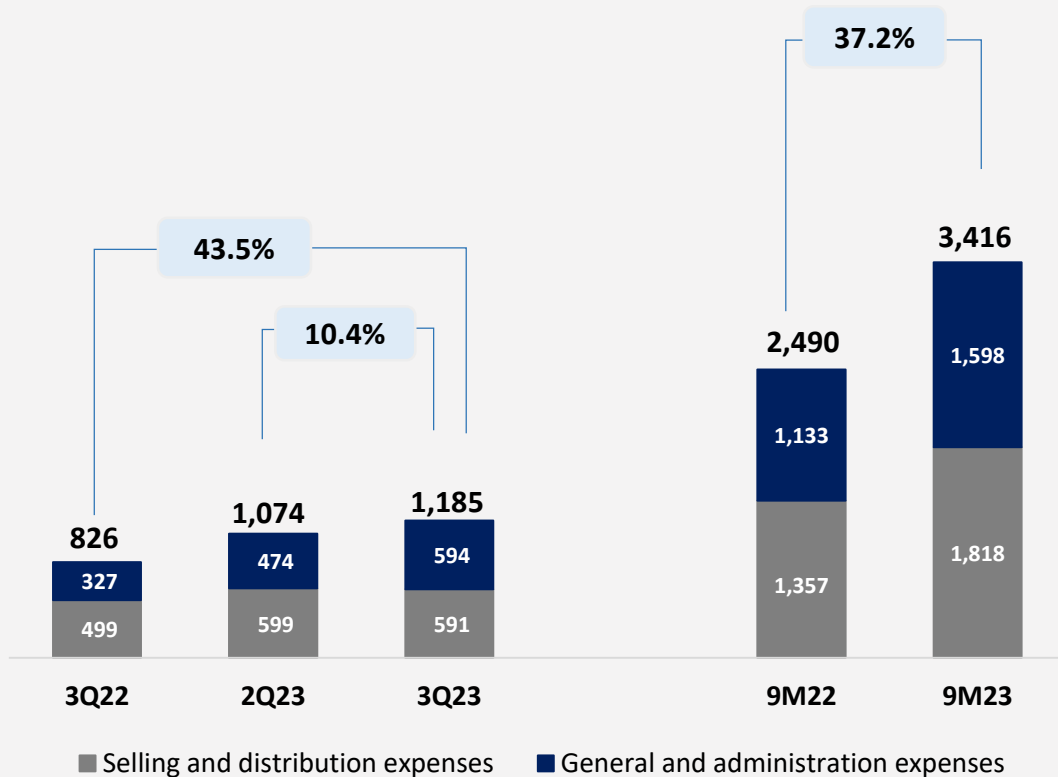
Sales by Vertical (9M 2023)



■ Digital ■ International Business ■ Active Lifestyle ■ Food & Nourishment ■ Beauty & Wellness

Operating Expense Highlight

(in IDR Bn)



Higher Operational Expenses as a result of expansion store

- Number of stores opened in 3Q 2023 was 181 stores, higher compared with 153 opened in 3Q 2022
- Higher salaries in selling expenses by 3Q 2023, increased by 41% compared with 3Q 2022
- Increased GA expenses, owing to higher salaries increased by 37% while depreciation increased by 67% (3Q23 vs. 3Q22)
- Provision for obsolescence inventories and for impairment of trade receivables also increased by 150% and 167% (3Q23 vs. 3Q22) respectively
- One time cost for impairment of receivables and clearance of certain non-performing inventory in Malaysia happened in 3Q 2023
- The new stores were still ramping up, thus haven't fully realized their full potentials

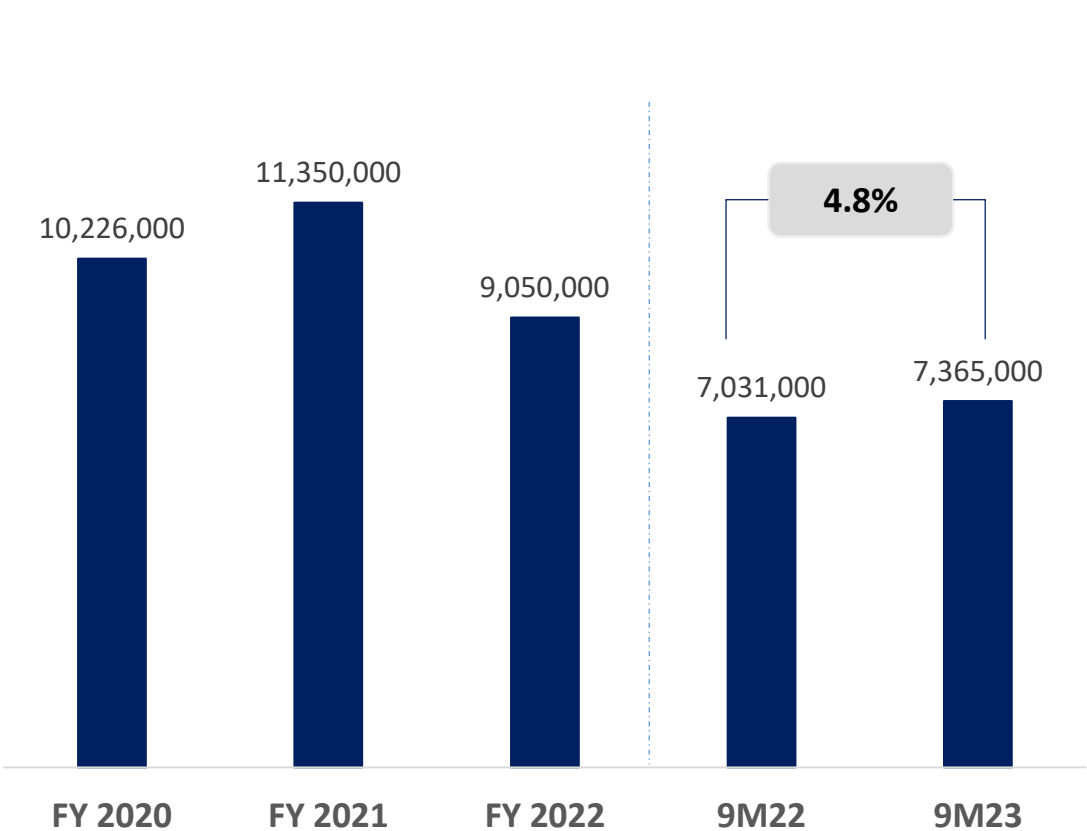
Consolidated Key Ratios

Description	Sep-22	Sep-23
CAPEX (IDR billion)	467	712
Net Debt (IDR billion)	3,889	6,758
Net Working Capital (IDR billion)	1,577	1,385
Net Debt/Equity (x)	0.58	0.87
Net Working Capital/Net Sales (%)	4.5%	3.2%
ROCE* (%) <i>* 9 months period</i>	11.6%	8.5%
Average Inventory days	46	50
Average Trade Receivable days	6	7
Average Trade Payable days	21	22
Cash Conversion Cycle (CCC)	31	35

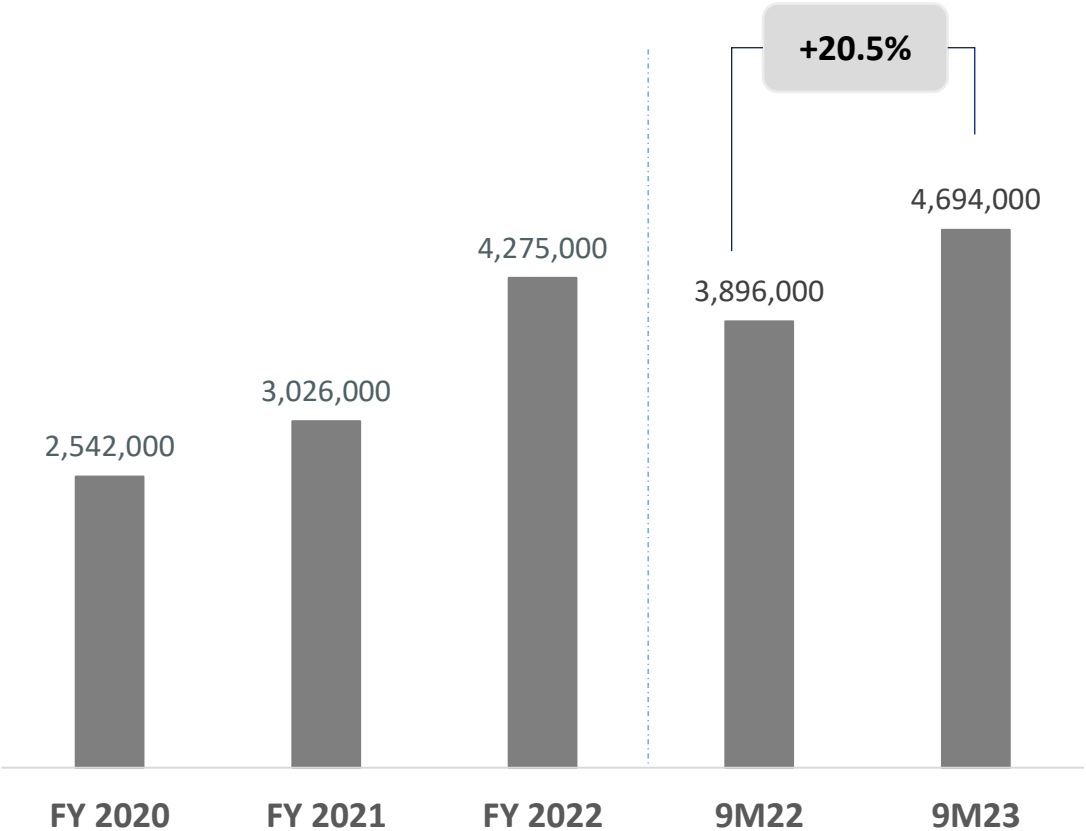
Volume & Average Selling Price



Volume Expressed in Units



ASP Expressed in IDR





THANK YOU!

Erajaya Plaza

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