



Company Update 1Q 2026 Financial Statements

PT Erajaya Swasembada Tbk | IDX: ERAA

PT Sinar Eka Selaras Tbk | IDX: ERAL

Investor Relations



Forward-Looking Statement

This presentation may contain forward-looking statements, including expectations, projections, and future plans. These statements are subject to risks and uncertainties that may cause actual results to differ materially from those expressed or implied.

We advise participants not to place undue reliance on such forward-looking statements, which reflect the company's views only as of today. The company undertakes no obligation to update or revise them in the future.

All financial figures discussed today are based on the consolidated financial statements of PT Erajaya Swasembada Tbk and PT Sinar Eka Selaras Tbk for the nine months ended March 31, 2026, unless otherwise stated.

The information presented is for informational purposes only and should not be considered financial or legal advice. Investors should conduct their own due diligence and consult with their own advisors before making any investment decisions.

Key Investment Highlights

- The biggest market share for single entity handset business retailer and distributor.
- Diversified business portfolio into higher margin businesses.
- Strong omni-channel infrastructure to create valuable synergy across all business verticals.
- ESG focus to create sustainable environment supporting business development.





Operational Review



Erajaya Digital is the Biggest Single Entity for Handset Business



DOMESTIC: 1,859 Stores

Erajaya Owned Retail Brand Store



Retail Branded Store



INTERNATIONAL: 242 Stores

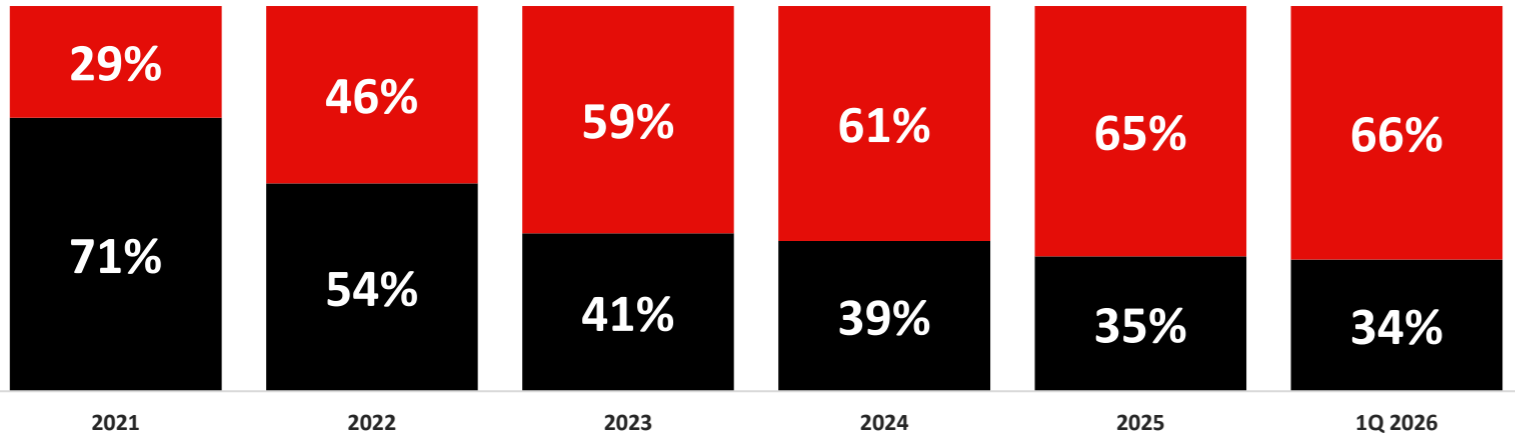
Erajaya Owned Retail Brand Store



Retail Branded Store

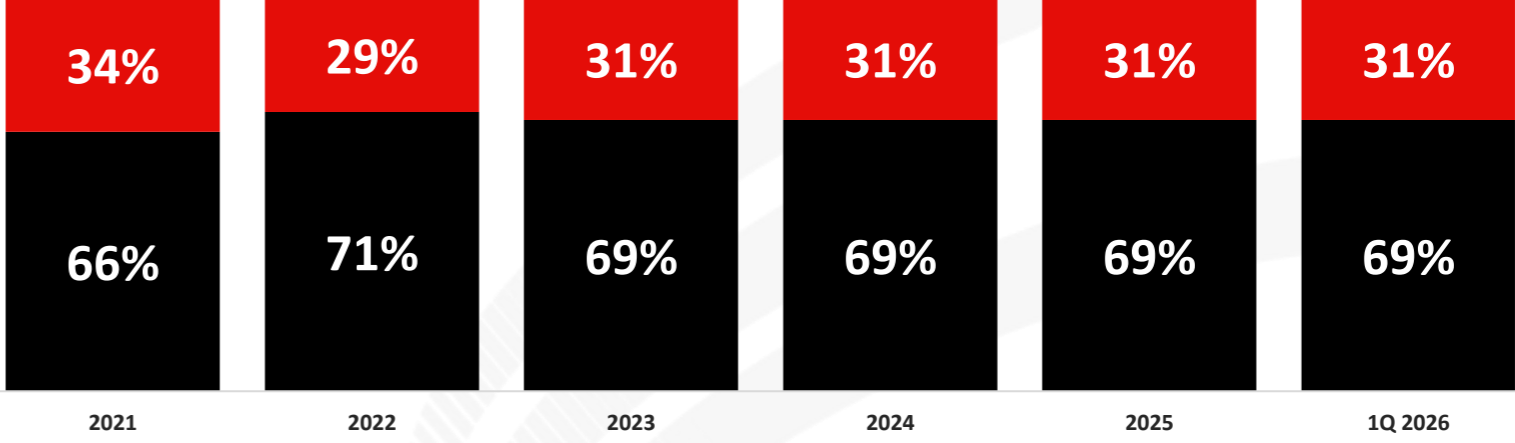


Focus on Direct-to-Consumer Business - Erajaya Digital



Note: Only Domestic Store ■ Mall ■ Street Level

Erajaya Digital Stores - Java & Ex-Java



Note: Only Domestic Store ■ Java ■ Ex-Java

- Focus on improving and expanding our retail channel to widen retail market share. Compared to the mid upper segment in Mall, we've seen lot of potential for the mass market segment.
- Capture mass market segment through our stores on the street level.

- Store presence remains concentrated in Java, providing significant expansion opportunities across Eastern Indonesia as the Group continues to broaden its national retail footprint.



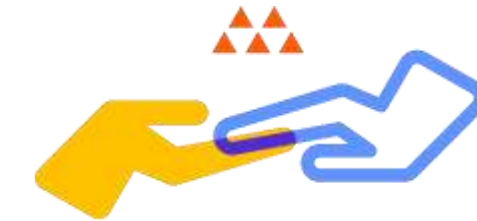
Broaden Our Target Audience

- Cater all segments.
- Expand our retail channel to untapped market in tier 2 & 3 city outside Java area with prudence.
- Tap the mass market audience through street level stores.



Keep on Widening Brand Portofolio

- Established good & long-term relationship with brand principals.
- Optimized our brand portfolio so we could expand product selection to improve store productivity.
- Adding brand that aligned with our target audience.



Provide Additional Retail Value to Our Costumers

- More than handset, we try to provide connectivity ecosystem through our stores.
- Become a reliable partner to provide information and solution for our costumers.

Erajaya Active Lifestyle (ERAL IJ) Higher Margin Growth Engine

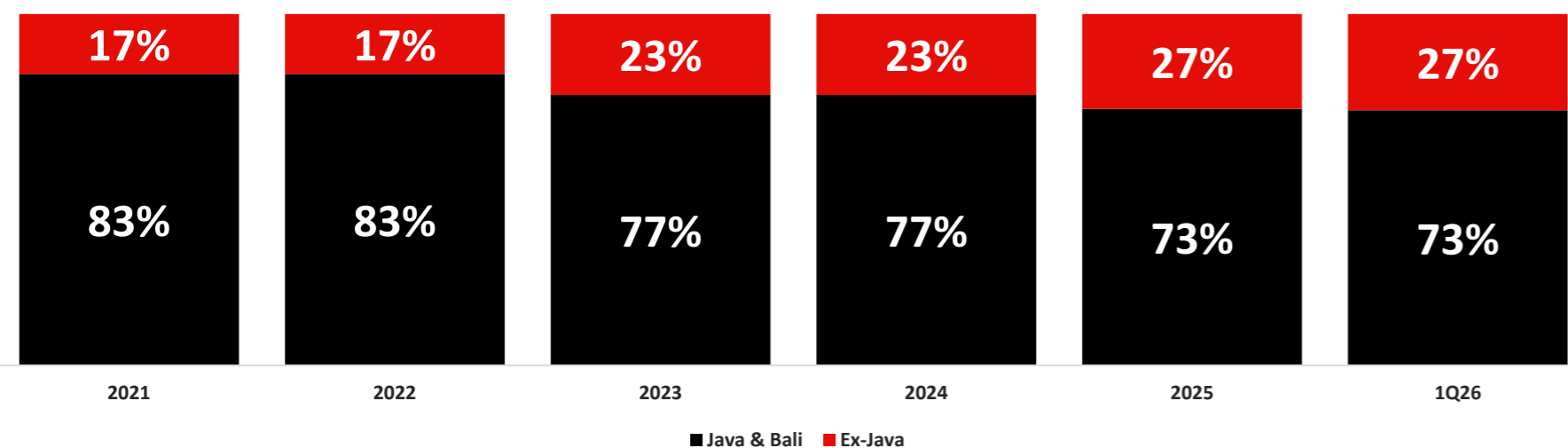


ERAL is the retail lifestyle business vertical that focuses on products such as smart technologies, athleisure, and lifestyle.

- To add 5 – 6 new brands per year selectively
- To grow our network by 50-60 stores per year

Total Number of Stores as of 1Q 2026 **219 stores**

SMART	ACTIVE	LIFESTYLE
Accessories & IoT	Sports & Outdoor Activities	Lifestyle Related Activities



Diversified Business Portfolio Into Higher Margin Businesses

Erajaya Food & Nourishment - Focus on F&B and groceries business.

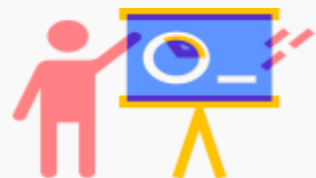


Total Number of Stores as of 1Q 2026 **84 stores**

Retail Brand



Our Strategy



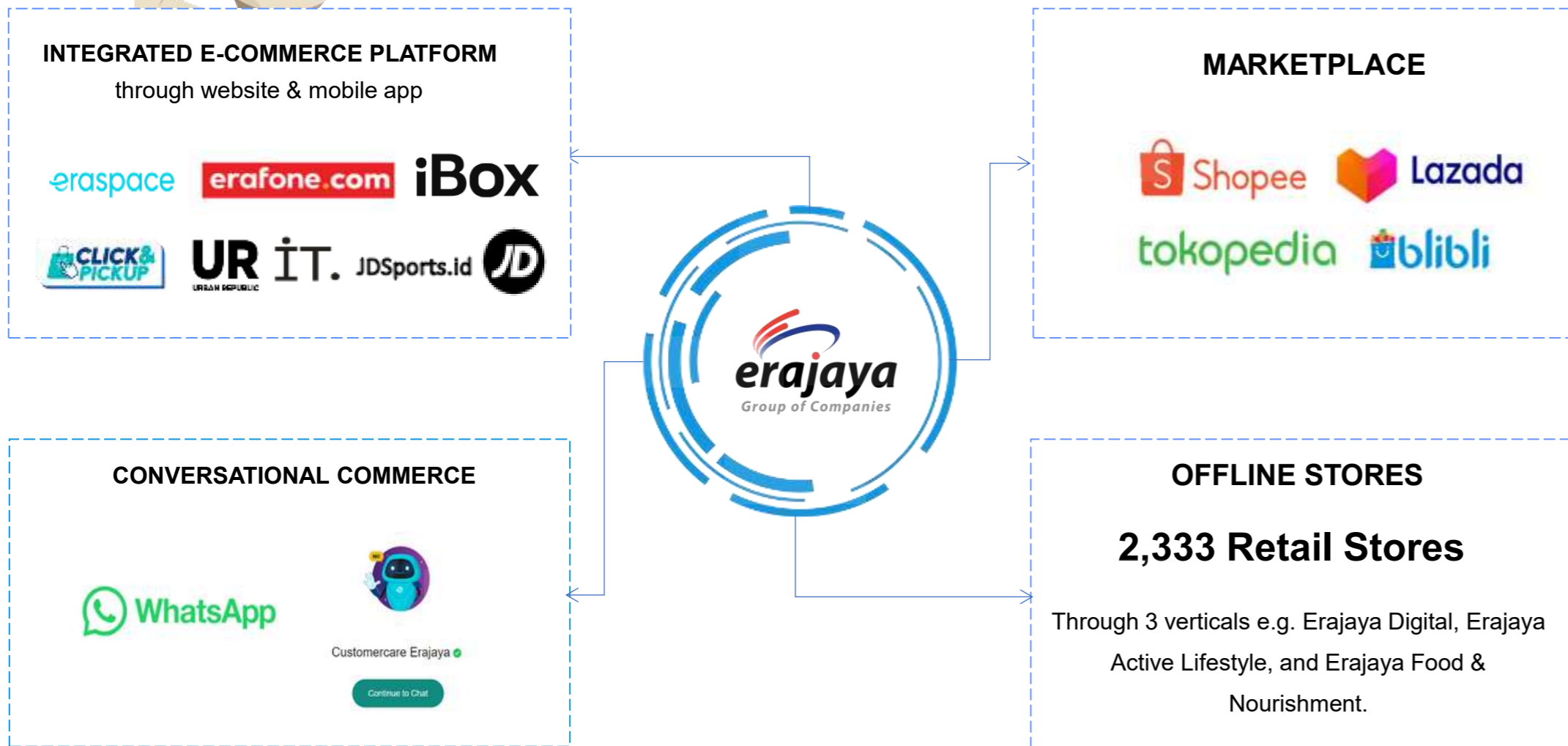
To expand our retail footprint across Indonesia as part of our long-term growth strategy.



To continue to diversify our retail brand portfolio. Through Erajaya Food & Nourishment, we are introducing innovative and high-potential businesses to the Indonesian market, broadening our offerings and capturing new opportunities in the evolving consumer landscape.

Eraspac: Integrated Omni-channel Infrastructure

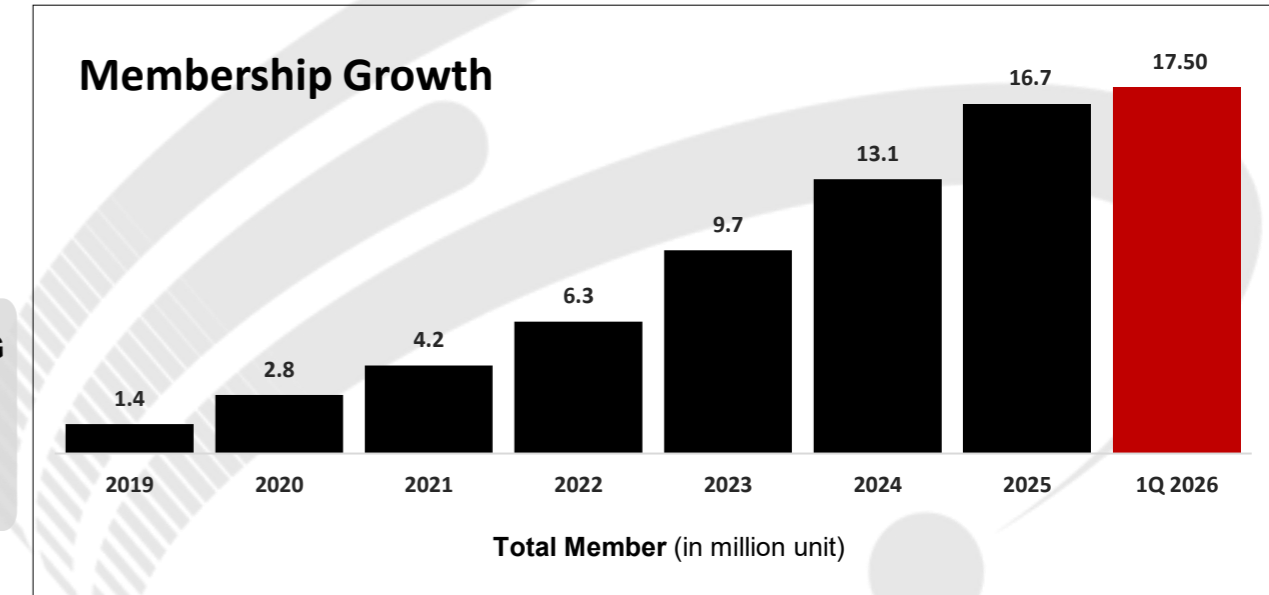
Eraspac membership demographic are 79% below 40 years old, which is most attractive and are providing the Company with higher LTV..



Total Members
17.5mn
5% growth
(vs 16.7 Mn in FY25)

Avg. Transaction Value
IDR 4.5mn
7% growth
(vs IDR 4.2mn in FY25)

Enhance customer experience to enjoy cross-synergy across Eraspac Group retail channel.
One platform for all channel.



ONLINE RETAIL QUARTERLY TRAFFIC RANKING

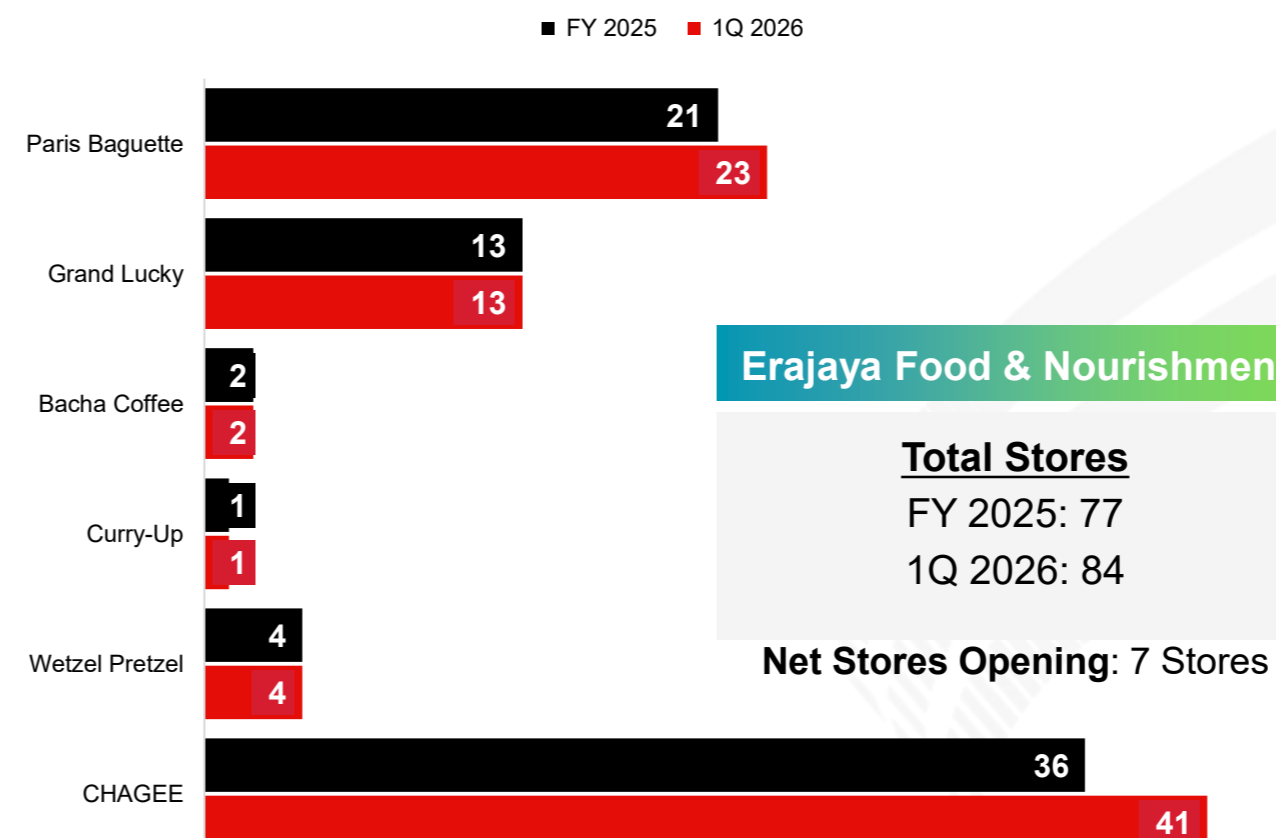
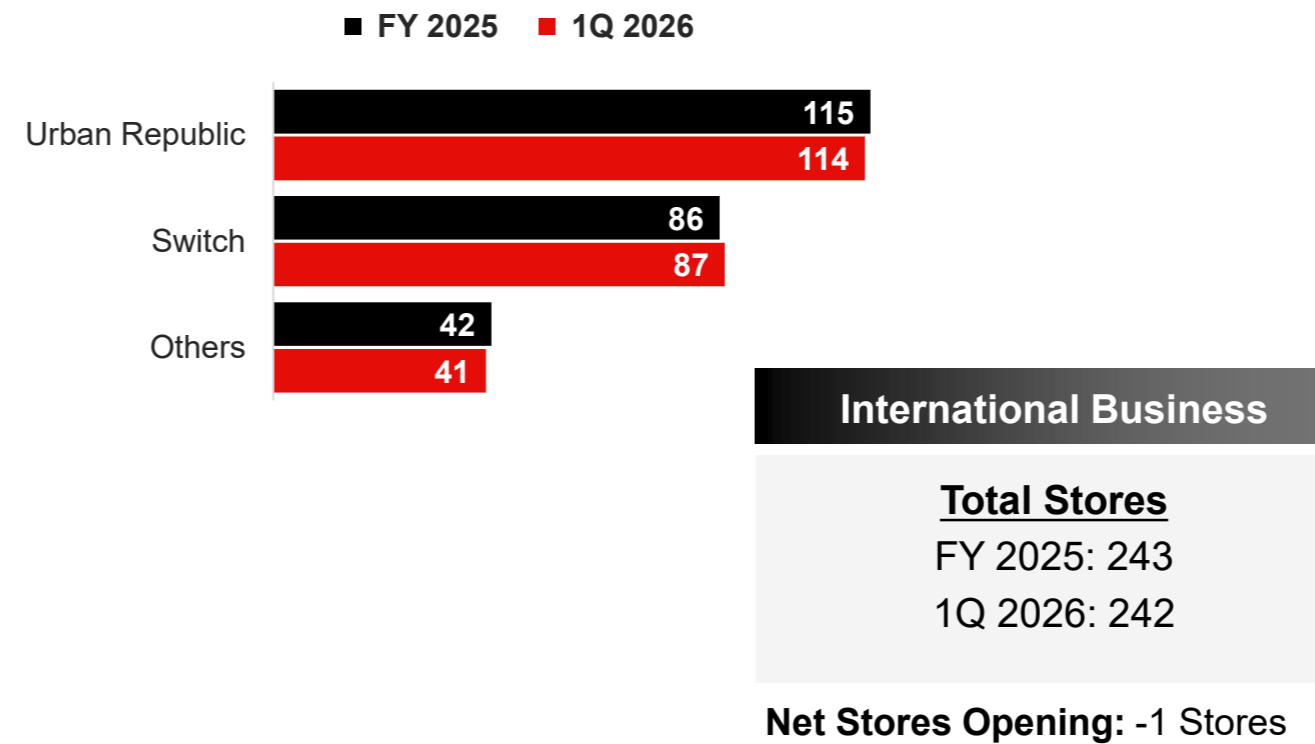
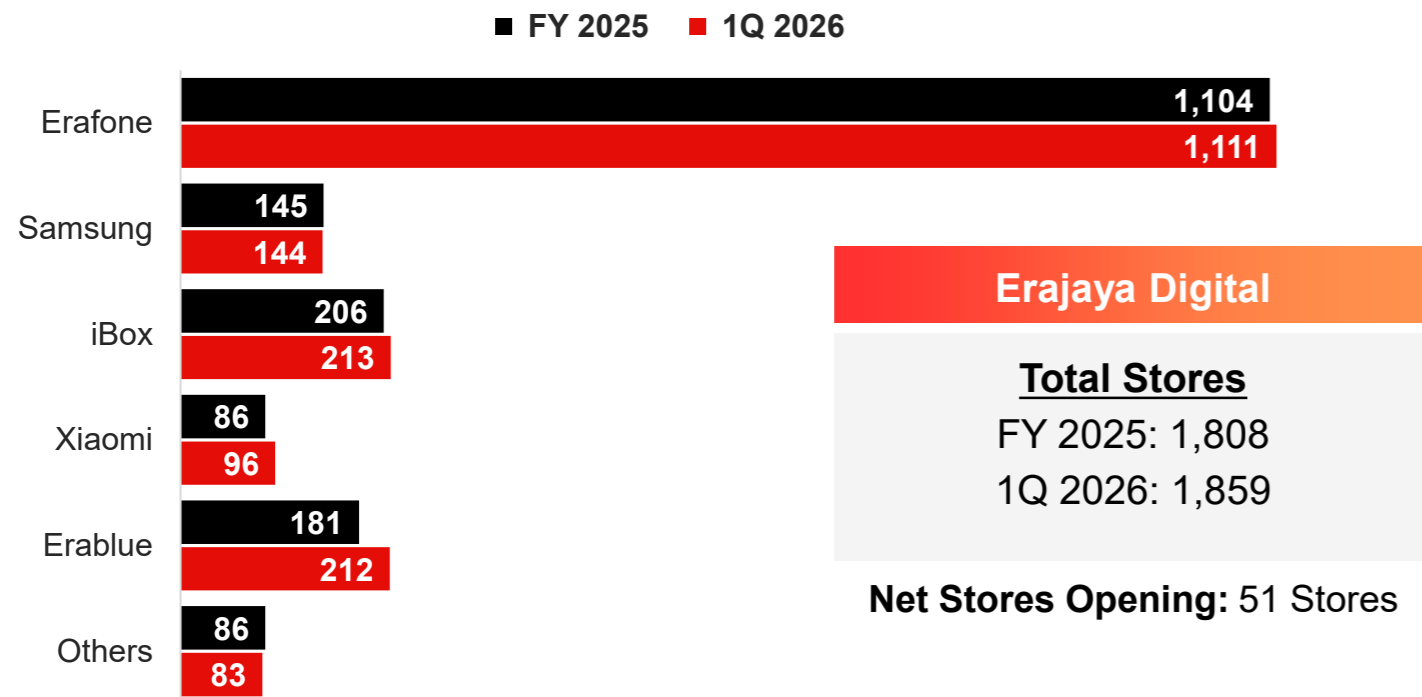
#1 iBox Traffic: 12 Mn **#5 eraspac** Traffic: 3 Mn

ONLINE SNEAKERS E-COMMERCE TRAFFIC RANKING

#2 JD Traffic: 1.5 Mn

Number of Stores by Verticals

Total 71 Net New Stores Opening in 1Q 2026



- **Erajaya Digital:** Total stores increased from **1,808** to **1,859**, bringing total Net Stores Add to **51** stores, this generated by **68 openings** and **17 closures**. Largest addition is on Erablue (31 Net stores add), XiaoMi (10 Net Store add), and Erafone (9 Net Stores Add).

- **Erajaya Active Lifestyle:** Total stores increased from **205** to **219**, bringing total Net Stores add to **14** stores, generated by **18 openings** and **4 closures**. Wilson, Anta, and Garmin with 5, 3, and 2 stores added respectively.

- **Erajaya Food & Nourishment:** Total stores grew from **77** to **84** with **7 net additions**, no closures on this quarter for the vertical. Most added stores are from Chagee with 5 new openings.

- **International Business:** The total store count decreased by 1 to **242** from **243** last year. The verticals open 5 new stores in Singapore and close 6 stores in SG and Malaysia.



1Q 2026 SSSG surge to **27.5%**

1Q2026 was exceptionally high as the quarter have a low base last year from the lack of NPI and boosted by high demand of IP17 as well as seasonality from CNY and Ramadhan.

March 2026 only SSSG was posted at 29.6%.

Expect normalization for 2Q 2026 from the launch of IP16 in April 2025.



1Q2026 SSSG up by **20.1%**

SSSG was driven by strong performance across Urban Republic, XPENG, and JD Sports.

March 2026 only SSSG for ERAL was posted at +17.8%.



Financial Review



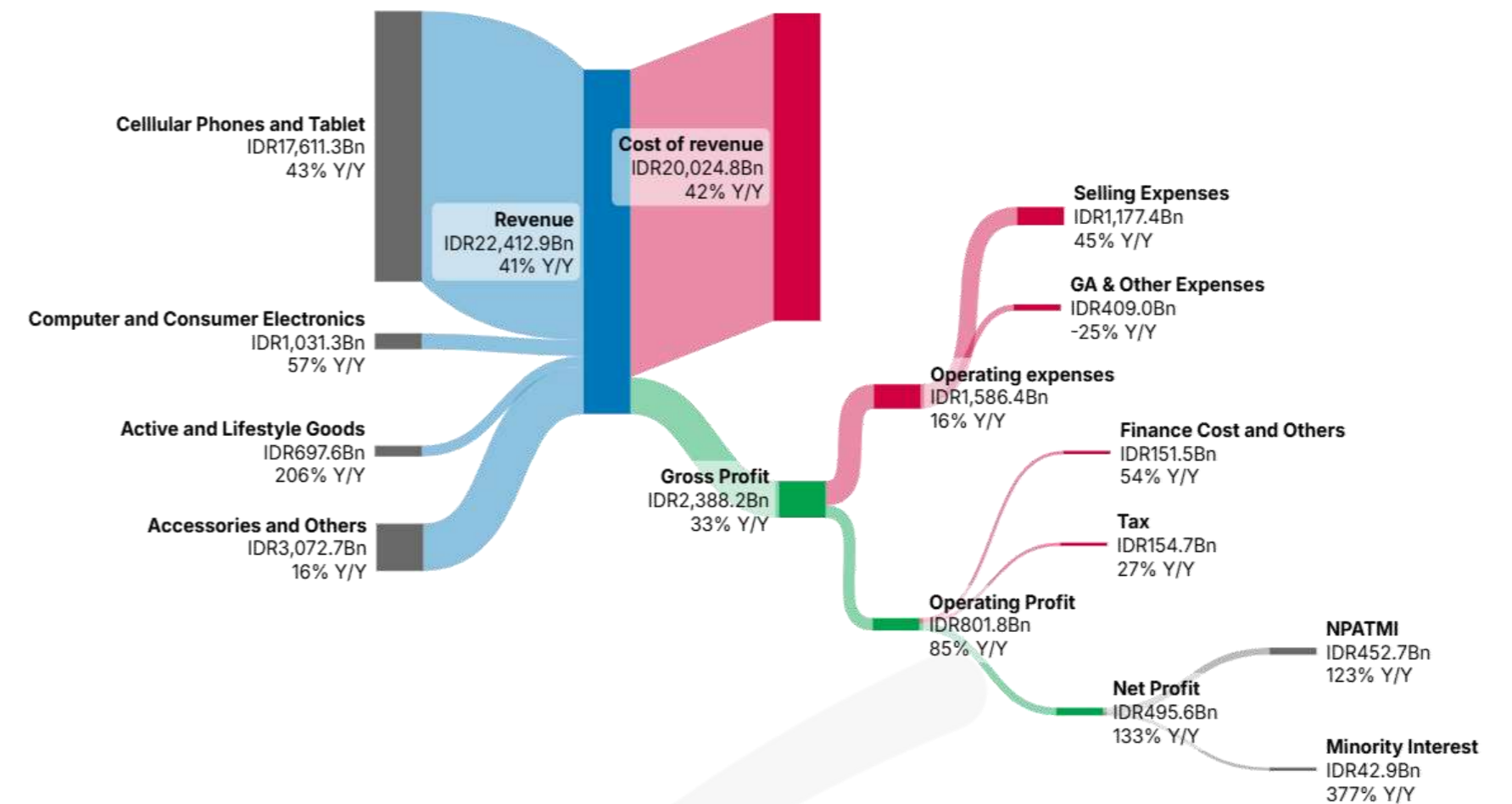
ERAA Financial Performance

Erajaya Group Profit & Loss (Presented in IDR Billion)



	1Q25	1Q26	% Net Sales	Δ (value)	Δ (%)
Net Sales	15,882	22,413	100.0%	6,530	41.1%
Gross Profit	1,795	2,388	10.7%	593	33.1%
OPEX	1,362	1,586	7.1%	224	16.4%
Income From Operations	432	802	3.6%	369	85.4%
Net Income	212	496	2.2%	283	133.5%
Net Income Attributable to Parent	203	453	2.0%	249	122.7%
EBITDA	748	1,169	5.2%	421	56.3%

Erajaya Group 1Q 2026 – P&L Diagram



1Q 2026 : A Festive Surge

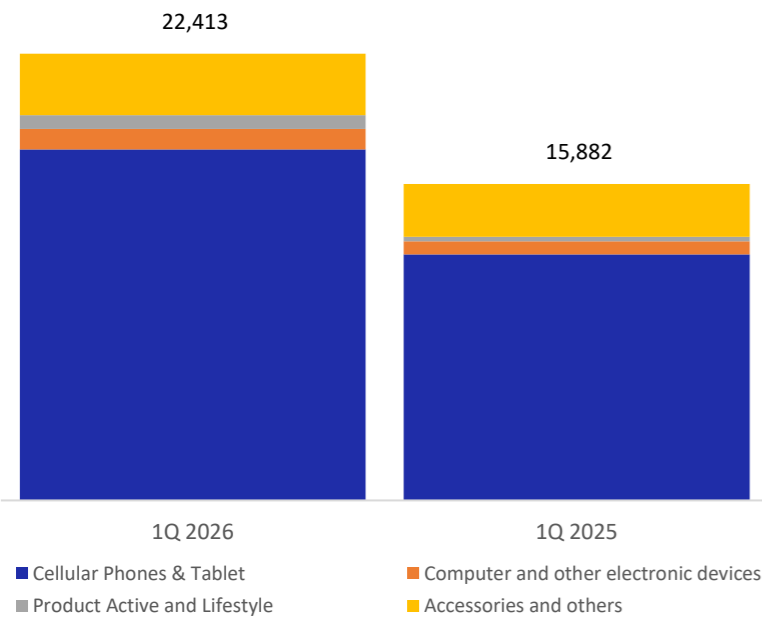
- Revenue reached IDR 22.4 trillion, +41.1% YoY increase. Growth was driven by outstanding performances across verticals.
 - Erajaya Digital, mobile phones contribution is at 78.6% compared to 77.7% LY.
 - Erajaya Active Lifestyle, expanding +34% YoY, driven by Urban Republic, XPENG, and JD Sports.
 - Erajaya Food & Nourishment, supported Grand Lucky and continued footprint expansion.
- Gross Profit increased +33.1% YoY to IDR 2.4 trillion, with GPM at 10.7%.
- OPEX-to-sales in 1Q26 improved to 7.1% (vs. 8.6% in 1Q25), reflecting further cost discipline
- NPATMI rose +122.7% YoY to IDR 453billion, with margin recorded at 2.0%

ERAA Segmented Sales Breakdown

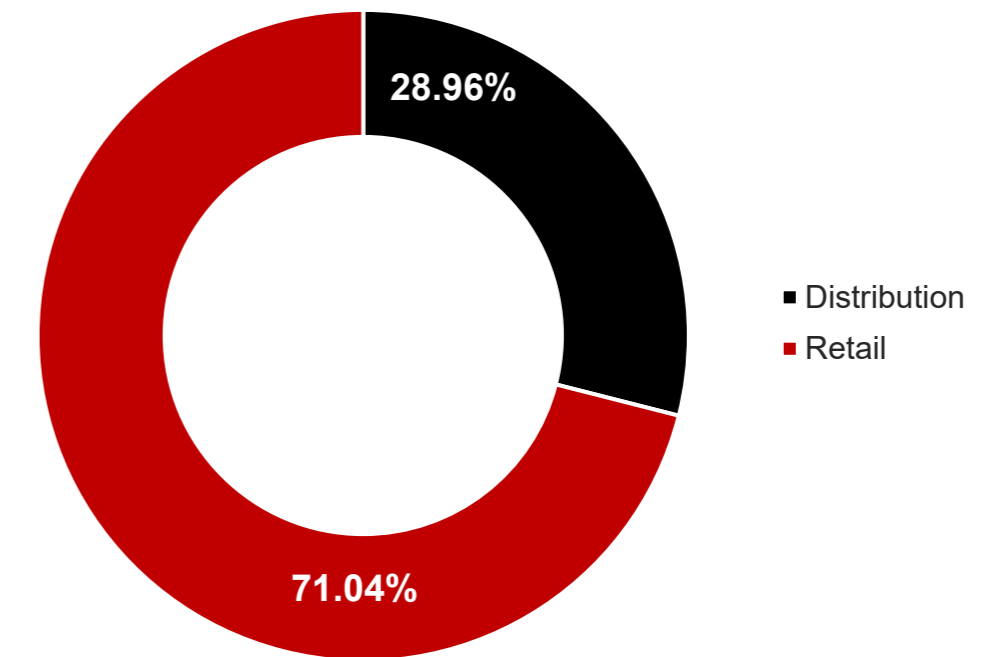
1Q 2026 (Presented in IDR Billion)



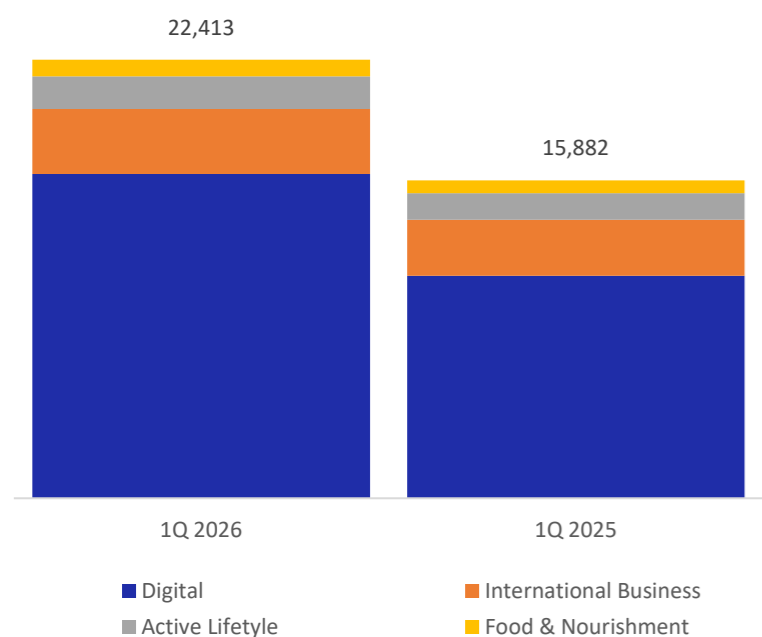
Sales Contribution by Segment



By segment	1Q 2026	1Q 2025
Cellular Phones & Tablet	78.6%	77.7%
Computer & Other Electronic Devices	4.6%	4.1%
Operator Products	3.1%	1.4%
Accessories & Others	13.7%	16.7%



Sales Contribution by Vertical



By Verticals	1Q 2026	1Q 2025
Digital	74.0%	70.0%
Int'l Business	14.8%	17.6%
Active Lifestyle	7.5%	8.3%
Food & Nourishment	3.8%	4.1%

Strong 1Q26 from festive demand and low-base effect.

- ERAA recorded solid topline growth, with sales increasing from IDR 15.9tn to IDR 22.4tn (+41.1% YoY). Growth remains anchored by digital, while new verticals continue to scale.
- Erajaya Digital continue to dominate at 74% of sales (vs. 70% in 1Q25), reflecting stable core demand. The growth from Digital was exceptional as the Company saw resilient demand in Apple products. Festivities during the quarters also propelled the contribution from Digital compared to other verticals which we expect will normalize in coming quarters.
- Retail contribution reached 71.04%, reinforcing ERAA's direct-to-consumer strategy. Distribution reduced to 28.9%, indicating a deliberate shift toward higher-margin channels.

ERAA Key Ratios

1Q 2026 (Presented in IDR Billion)



<i>IDR amounts are in billions</i>	1Q 2025	1Q 2026	Δ YoY (%)	<i>In days</i>	1Q 2025	1Q 2026	Δ (days)
CAPEX	(189)	(462)	144.43%	Average Trade Receivable Days	7	6	(1)
OPEX	(1,362)	(1,586)	16.44%	Average Inventory Days	62	58	(4)
Inventories	12,221	14,006	14.61%	Average Trade Payable Days	(38)	(26)	12
Net Debt	6,131	8,637	40.87%	Cash Conversion Cycle (CCC)	31	38	7
Net Working Capital	5,456	9,858	80.68%				
Net Debt / Equity (x)	0.54 x	0.64 x					
Net Working Capital / Net Sales (%)	7.77%	9.51%					
ROIC (%)	11.60%	13.85%					



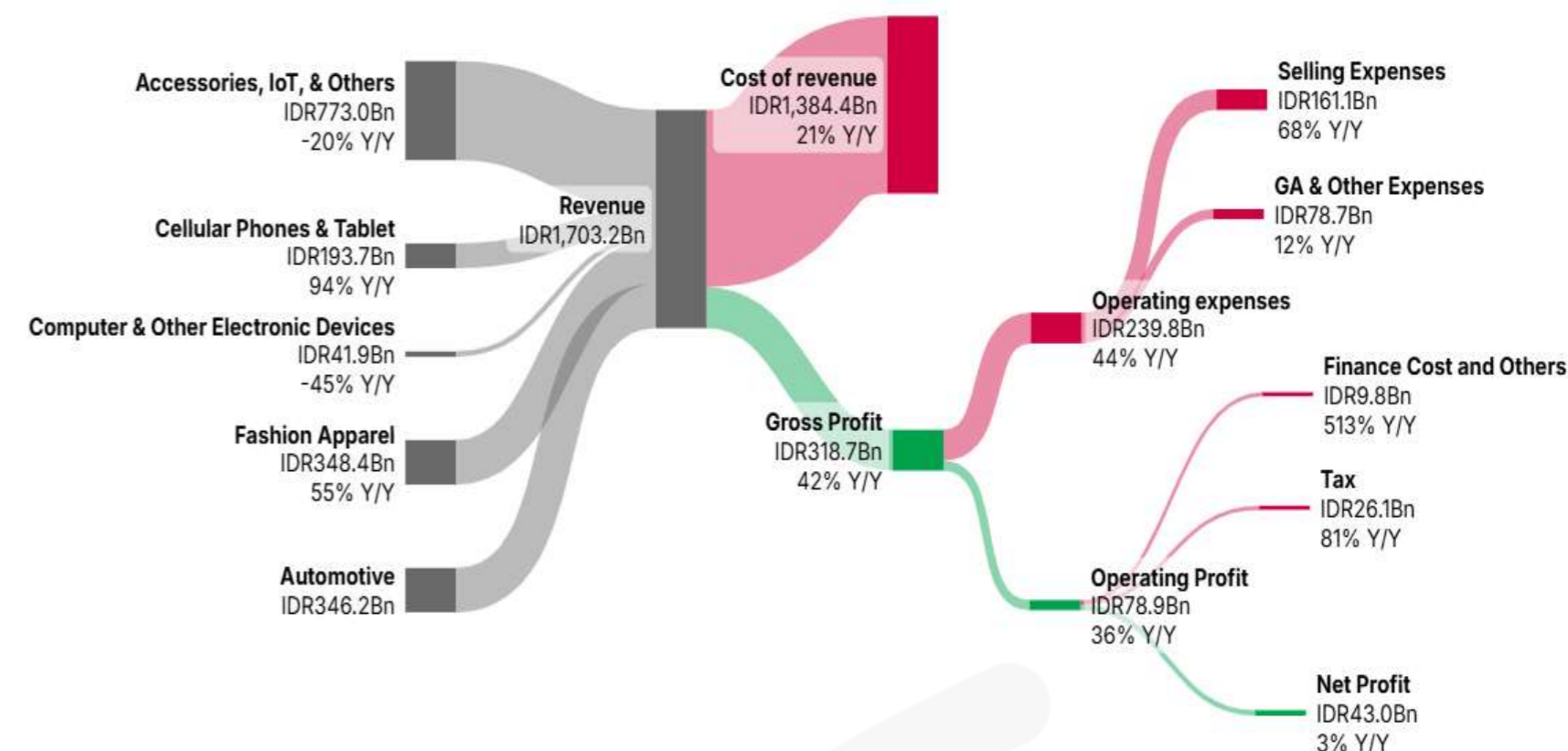
ERAL Financial Performance

1Q 2026 (Presented in IDR Billion)



	1Q 25	1Q 26	% Net Sales	Δ (value)	Δ (%)
Net Sales	1,371	1,703	100.0%	332	24.2%
Gross Profit	224	319	18.7%	94	42.0%
OPEX	167	240	14.1%	73	44.0%
Operating Income	58	79	4.6%	21	36.2%
Net Income	42	43	2.5%	1	2.6%
NPATMI	42	44	2.6%	2	4.4%
EBITDA	94	131	7.7%	37	39.3%

ERAL 1Q 2026 – P&L Diagram



Strong topline growth driven by smartphone demand

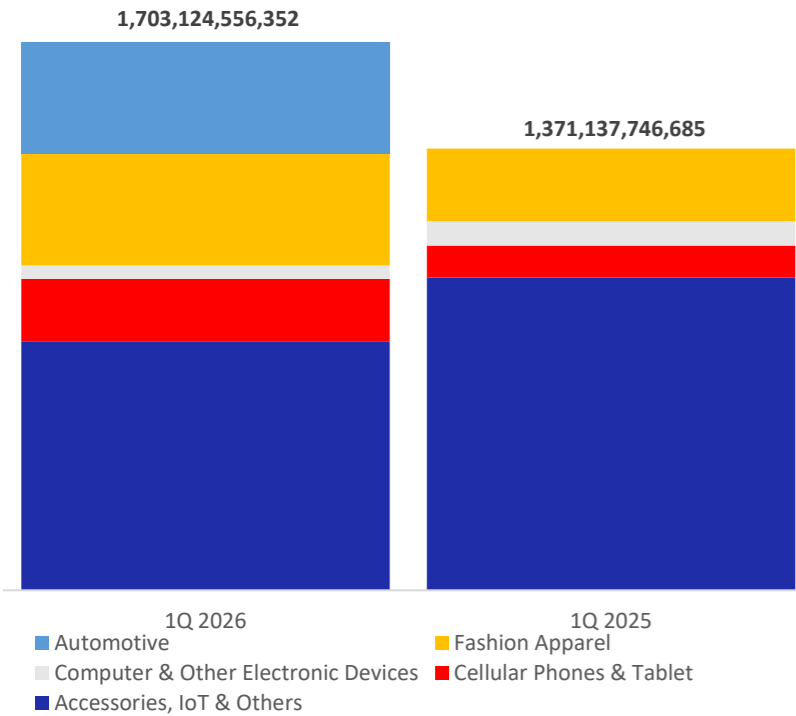
- **Revenue** increased strongly to IDR1.7tn (+42% YoY), mainly driven by exceptional growth in Cellular Phones & Tablets (+94% YoY), while Fashion Apparel also delivered solid growth (+55% YoY).
- **Gross profit** rose 42% YoY to IDR318.7bn, reflecting healthy topline expansion and stable profitability across core business segments.
- **Operating expenses** increased 44% YoY to IDR239.8bn, primarily due to higher selling expenses (+68% YoY) related to retail expansion and stronger sales activities during the festive quarter.
- **Operating profit** grew 36% YoY to IDR78.9bn; however, net profit growth moderated to 3% YoY at IDR43.0bn, impacted by significantly higher finance costs and tax expenses during the period.

ERAL Segmented Sales Breakdown

1Q 2026 (Presented in IDR Billion)

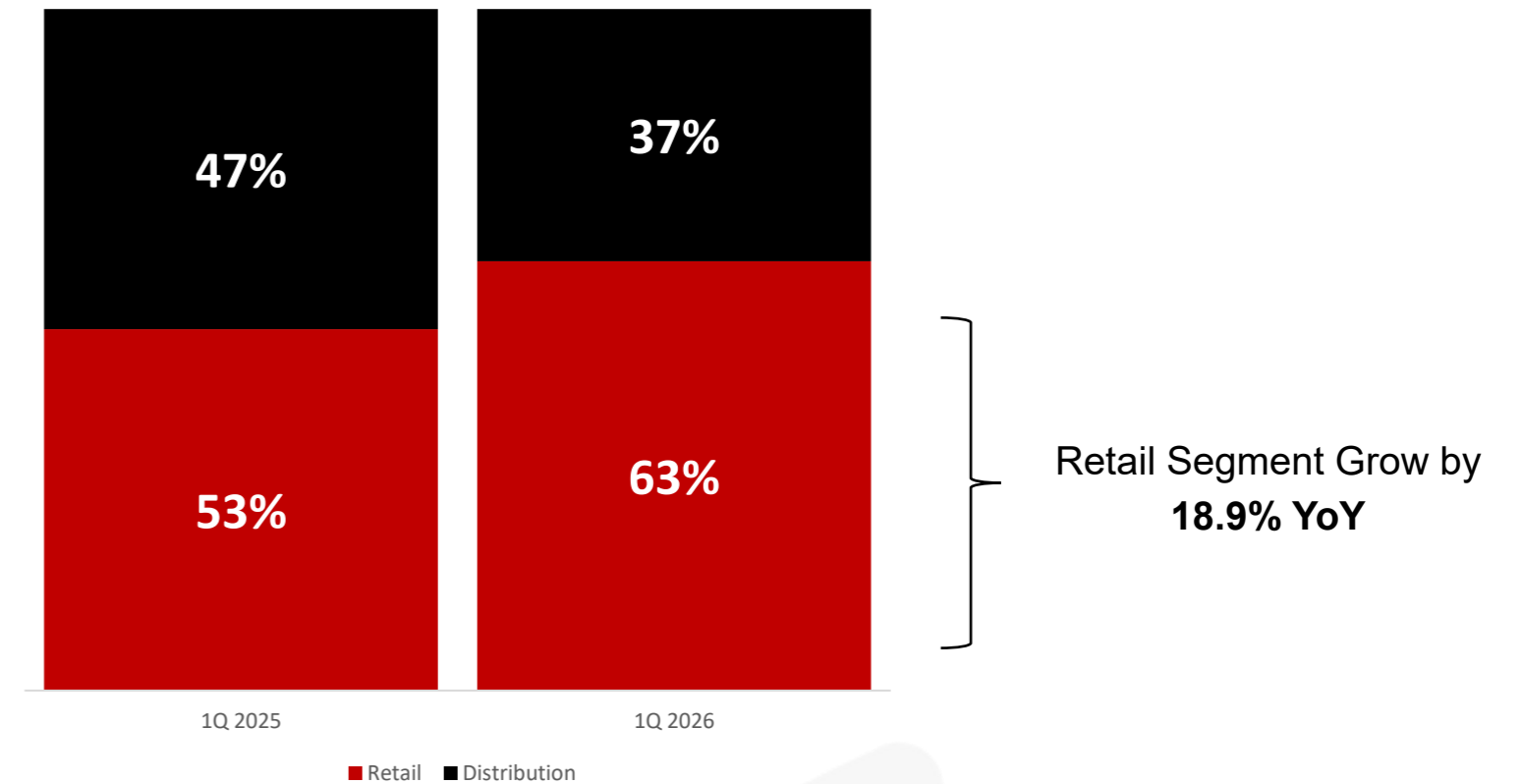


Sales Contribution by Segment

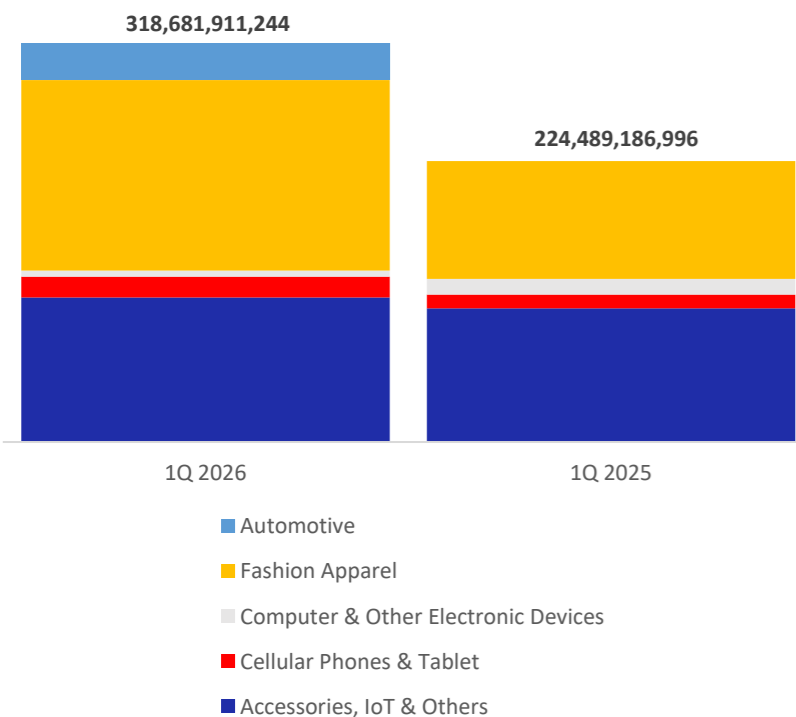


Segment	1Q 2026	1Q 2025
Accessories, IoT & Others	45.4%	70.8%
Cellular Phones & Tablet	11.4%	7.3%
Computer & Other Electronic Devices	2.5%	5.5%
Fashion Apparel	20.5%	16.4%
Automotive	20.3%	0.0%

Sales Per Business Channel (%)



Gross Profit Contribution by Segment



Segment	1Q 2026	1Q 2025
Accessories, IoT & Others	36.3%	47.6%
Cellular Phones & Tablet	5.2%	4.9%
Computer & Other Electronic Devices	1.5%	5.5%
Fashion Apparel	47.8%	42.0%
Automotive	9.2%	0.0%

ERAL is accelerating its transition into a diversified lifestyle retail platform

- **Revenue grew 24% YoY to IDR1.7tn**, primarily driven by strong momentum in Cellular Phones & Tablets (+94% YoY) and Fashion Apparel (+55% YoY), while Automotive emerged as a meaningful new growth contributor during the quarter.
- **Gross profit increased 42% YoY to IDR318.7bn**, supported by improved contribution from higher-margin segments, particularly Fashion Apparel and Automotive, partially offset by weaker profitability in Computers & Other Electronic Devices.

ERAL Key Ratios

1Q 2026 (Presented in IDR Billion)

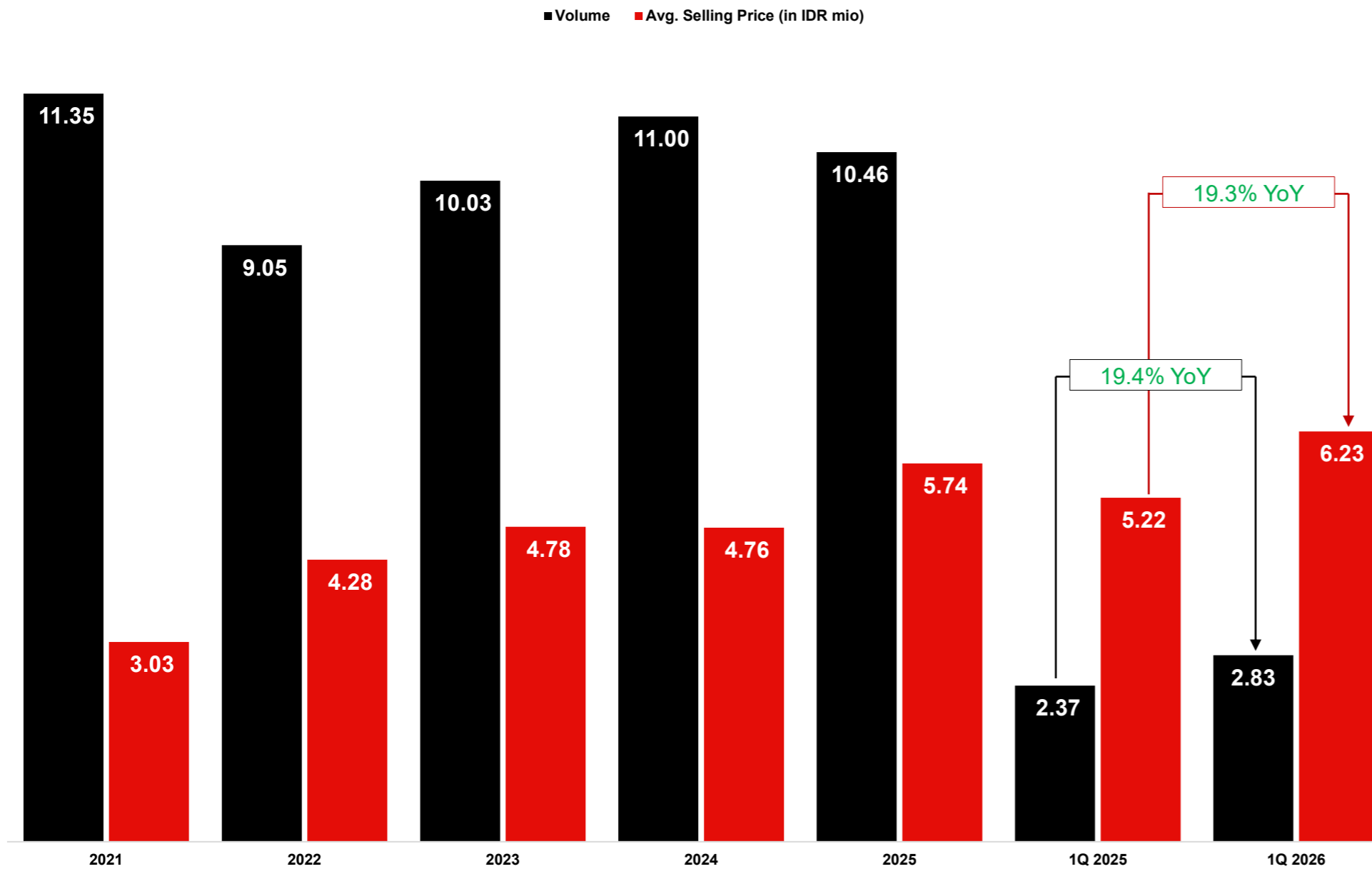


IDR amounts are in billions

	1Q 25	1Q 26	Δ YoY (%)	<i>In days</i>	1Q 25	1Q 26	Δ (Days)
CAPEX	(30)	(30)	(0.5%)	Average Trade Receivable Days	27	17	(11)
OPEX	(167)	(240)	44.0%	Average Inventory Days	62	85	23
Inventories	1,135	1,494	31.7%	Average Trade Payable Days	(39)	(31)	8
Net Debt	(386)	257	(166.5%)	Cash Conversion Cycle (CCC)	50	71	20
Net Working Capital	832	1,288	54.8%				
Net Debt / Equity (x)	(0.10)	0.29					
Net Working Capital / Net Sales (%)	12.94%	16.85%					
ROIC	15.72%	11.09%					

ERAA Volume & Average Selling Price

1Q 2026 (Presented in IDR Billion)



Note: (in Mn Unit / IDR)

In 1Q26, Erajaya Group recorded smartphone sales volume of 2.83 million units, representing a 19.4% YoY increase from 2.37 million units in 1Q25. The improvement reflects resilient consumer demand, particularly in the premium smartphone segment during the festive period.

Average selling price (ASP) increased from IDR 5.22 million in 1Q25 to IDR 6.23 million in 1Q26, marking a 19.3% YoY increase. The stronger ASP was primarily driven by a richer product mix and continued robust demand for premium devices, particularly Apple products.

While premium smartphones continued to outperform in both demand and pricing, the mid-to-low segment remained relatively challenging. Management expects the premium-led growth trend to continue in the coming quarters.

Focus on ESG to Create Sustainable Environment Supporting Business Development



Lentera Cerdas

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

Lentera Sehat

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

Lentera Kasih

Encourage the empowerment of local community potential to generate income.

Lentera Hijau

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

SUSTAINALYTICS ESG SCORE 17.03

Achieved 10 SDG Goals



Thank You.



Email

investor.relations@erajaya.com



Website

www.erajaya.com



Call us

+62 21 690 5788