Company Update
1H 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 six months period ended June 30, 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

- Drive market share gains in core businesses through productivity improvements
- Expand the portfolio of businesses and brands across digital, lifestyle, and food & nourishment
- Enhance omni-channel capabilities and CRM integration to deliver a seamless and best in class customer experience
- Focus on ESG practices to create business sustainability

Erajaya Group At A Glance (as of 1H2026)

30 years
Operation
(Est. 1996)

3 Growth Verticals
- Erajaya Digital
- Erajaya Active Lifestyle
- Erajaya Food and Nourishment

30+
World Class Brands

2,500+
Stores Across Indonesia, Singapore, Malaysia

erajaya digital

erafone, iBox, HONOR, erablue, HUAWEI, Xiaomi Store, erafone & more, SAMSUNG erafone, belkin, Marshall, IT. IMMERSIVE TECH, LOOPS, Lamina, NOTHING (R), logitech

erajaya active lifestyle

JD, UR URBAN REPUBLIC, GARMIN, dji, UNDER ARMOUR, asics, ANTA, SHOKZ, GENTLE WOMAN, XPENG, Wilson, MST GOLF, Levi's, URBAN, JBL

erajaya Group of Companies

erajaya food & nourishment

GrandLucky Superstore, Paris Baguette, CHAGEE, 1910 BACHA COFFEE, CURRY UP, I'm donut ?, Kedai Kopitiam Oriental Kopi

IDR 76T
Annual Sales (FY'25)

22,000+
Employment

18.4M
Eraspace Members

Operational Review

Erajaya Digital is the Biggest Single Entity for Handset Business

#EranyaKita TAHUN 30
erajaya Group of Companies

DOMESTIC: 1,920 Stores

Erajaya Owned Retail Brand Store

erafone — Gadget Multibrand Store

iBox — Apple Premium Partner

erablue ELECTRONICS — CE Multi Brand Store

Retail Branded Store

SAMSUNG erafone — Samsung Store

MI — Xiaomi Store

HUAWEI — Huawei Store

HONOR — Honor Store

INTERNATIONAL: 240 Stores

Erajaya Owned Retail Brand Store

UR URBAN REPUBLIC — Gadget Multibrand Store

Switch+ — Apple Authorized Reseller

Retail Branded Store

SAMSUNG — Samsung Store

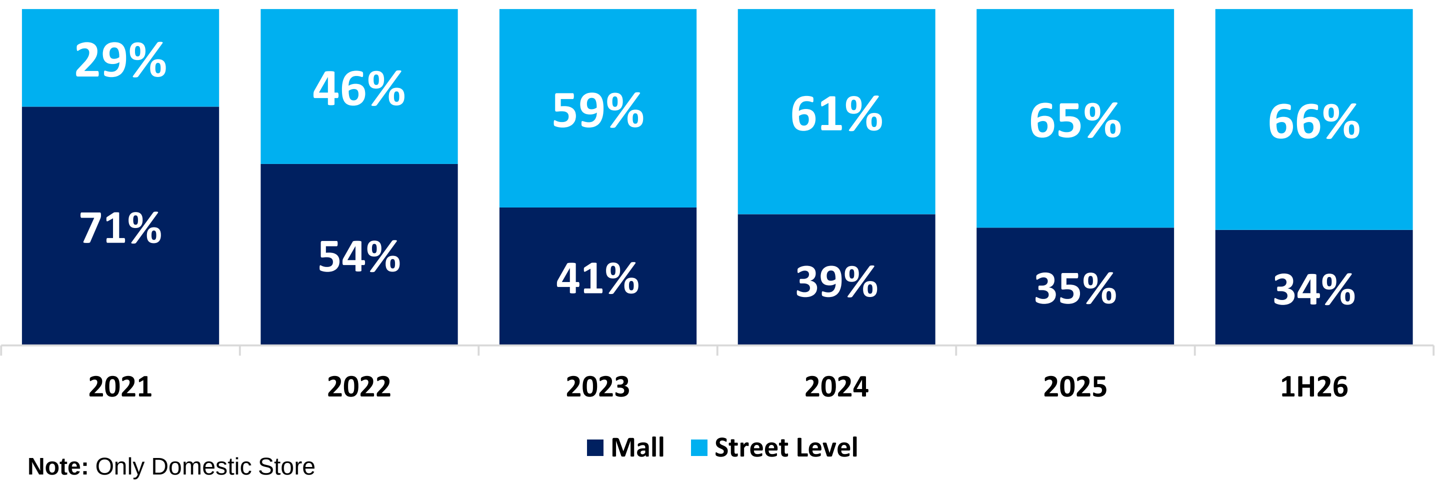
Singtel — Network Operator

SONY — Sony Store

MI — Xiaomi Store

HUAWEI — Huawei Store

Focus on Direct-to-Consumer Business - Erajaya Digital



Note: Only Domestic Store

- 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.

Erajaya Digital Stores - Java & Ex-Java

Note: Only Domestic Store

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

Erajaya Active Lifestyle (ERAL IJ) Higher Margin Growth Engine

TAHUN 30 #EranyaKita erajaya Group of Companies

SMART

UR URBAN REPUBLIC · dji · PlayStation · GARMIN · JBL · SHOKZ · SONY · harman/kardon by HARMAN · Marshall

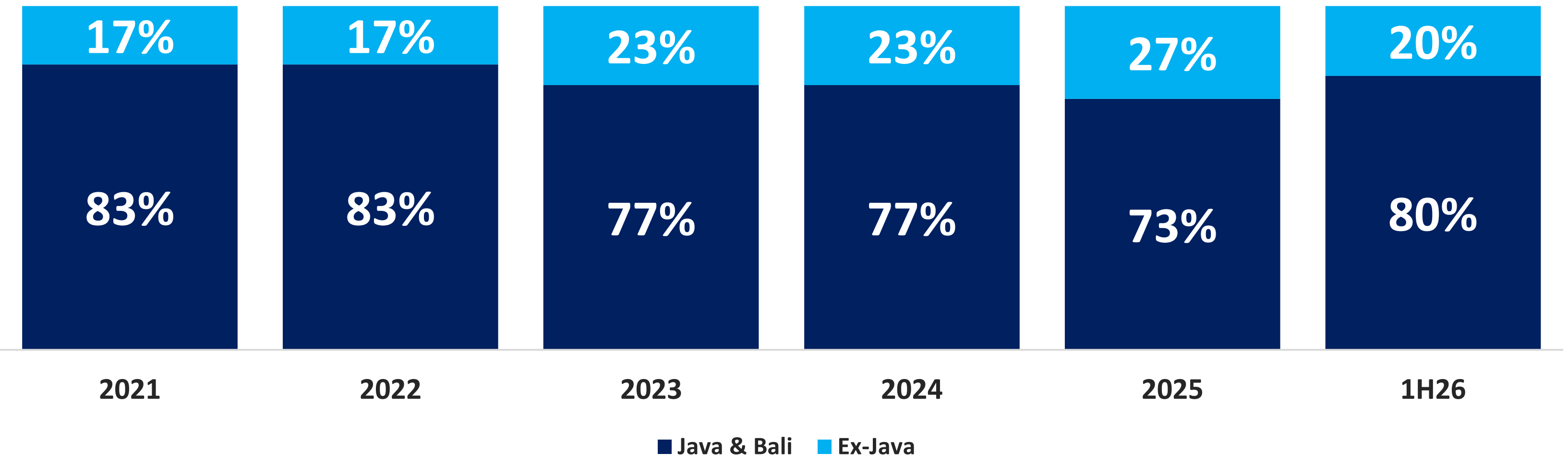
ACTIVE

asics · Wilson · Under Armour · URBAN ADVENTURE · ANTA · MST GOLF

LIFESTYLE

XPENG · GENTLEWOMAN · JD · Levi's

Store Network Nationwide



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 1H 2026 **256 stores**

Diversified Business Portfolio Into Higher Margin Businesses

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

Total Number of Stores as of 1H 2026 **90 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.

Eraspace: Integrated Omni-channel Infrastructure

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

My eraspace

INTEGRATED E-COMMERCE PLATFORM
through website & mobile app

eraspace, erafone.com, iBox, Click & Pickup, UR Urban Republic, iT., JDSports.id, JD

MARKETPLACE

Shopee, Lazada, tokopedia, blibli

CONVERSATIONAL COMMERCE

WhatsApp

Customercare Erajaya

Continue to Chat

OFFLINE STORES

2,506 Retail Stores

Through 3 verticals e.g. Erajaya Digital, Erajaya Active Lifestyle, and Erajaya Food & Nourishment.

ONLINE RETAIL YTD TRAFFIC RANKING

iBox Traffic: 24.5 Mn

eraspace Traffic: 5.6 Mn

JD Traffic: 3 Mn

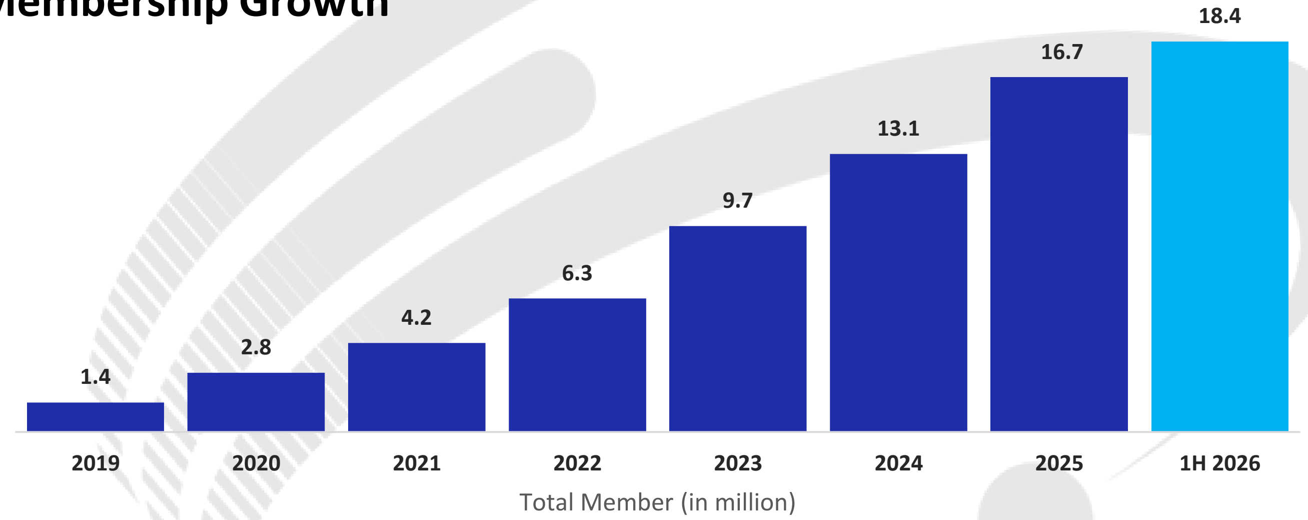
Total Registered Members
18.4mn
11% growth
(vs 16.7 Mn in FY25)

Avg. Transaction Value
IDR 4.2mn
(3.9X from Non-Members)

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

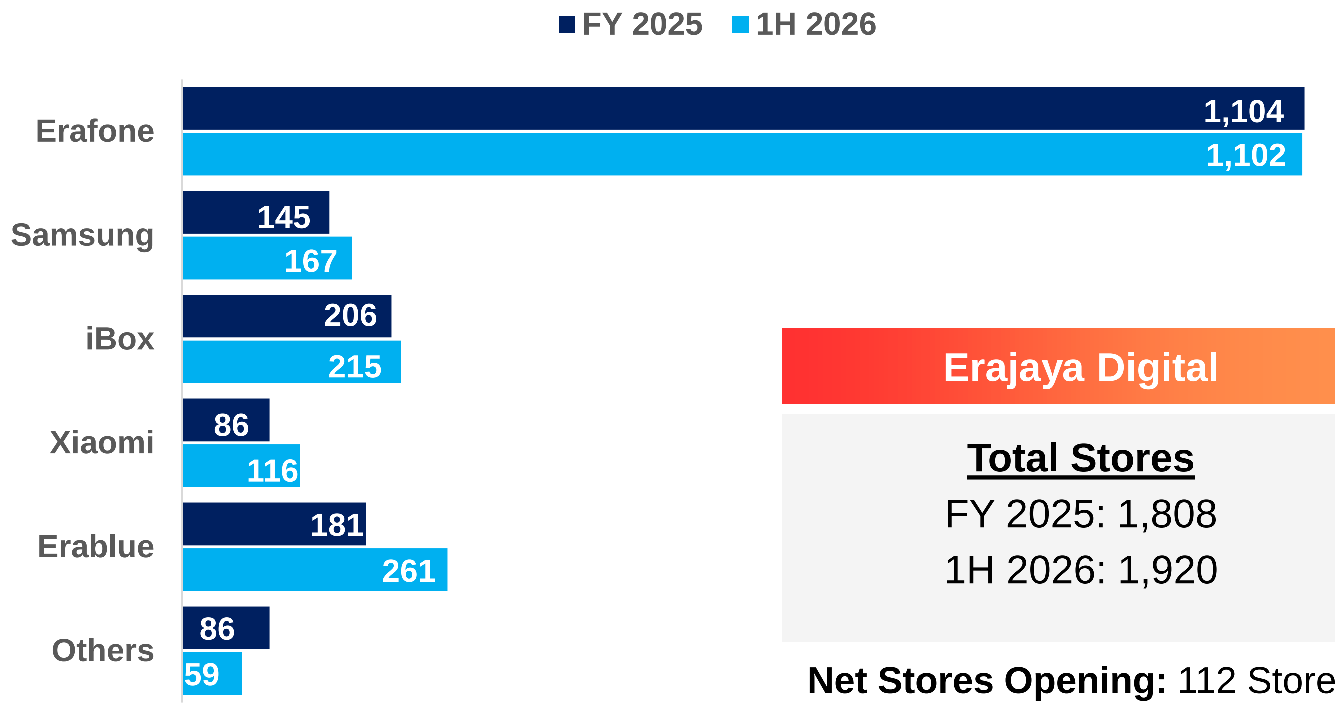
erafone, iBox, eraspace, mi, SAMSUNG by erafone, UR Urban Republic, iT., dji, GARMIN, JD, asics, Paris Baguette, GrandLucky Superstore, CHAGEE, 1910 Bacha Coffee, ANTA, Under Armour, GENTLEWOMAN, I'm donut ?

Membership Growth



Number of Stores by Verticals

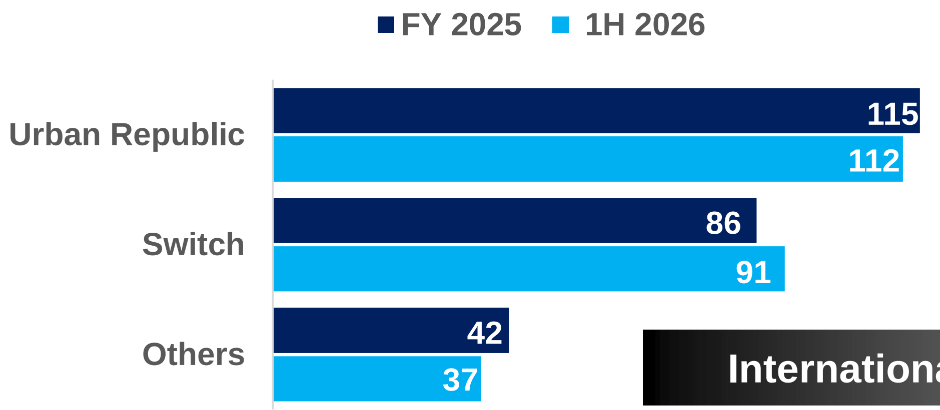
Total 173 Net New Stores Opening in 1H2026



Erajaya Digital

Total Stores
FY 2025: 1,808
1H 2026: 1,920

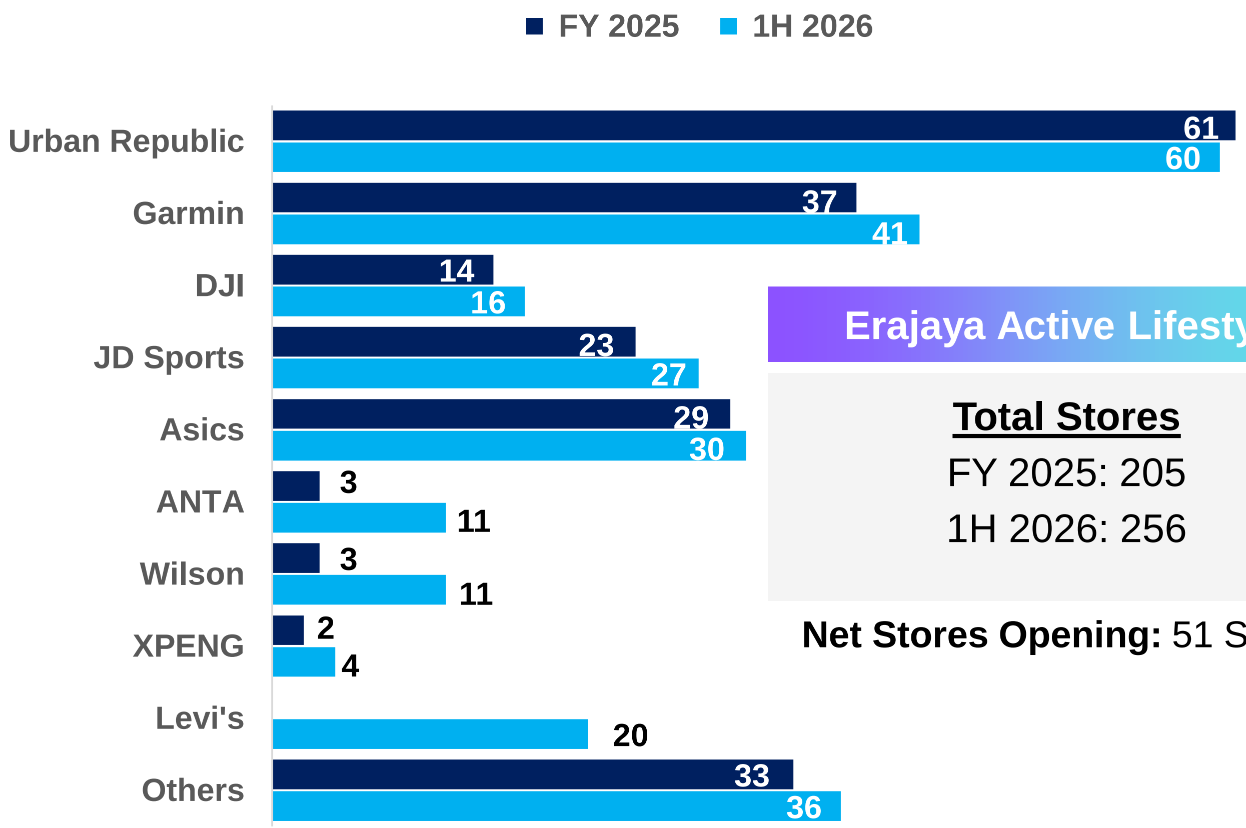
Net Stores Opening: 112 Stores



International Business

Total Stores
FY 2025: 243
1H 2026: 240

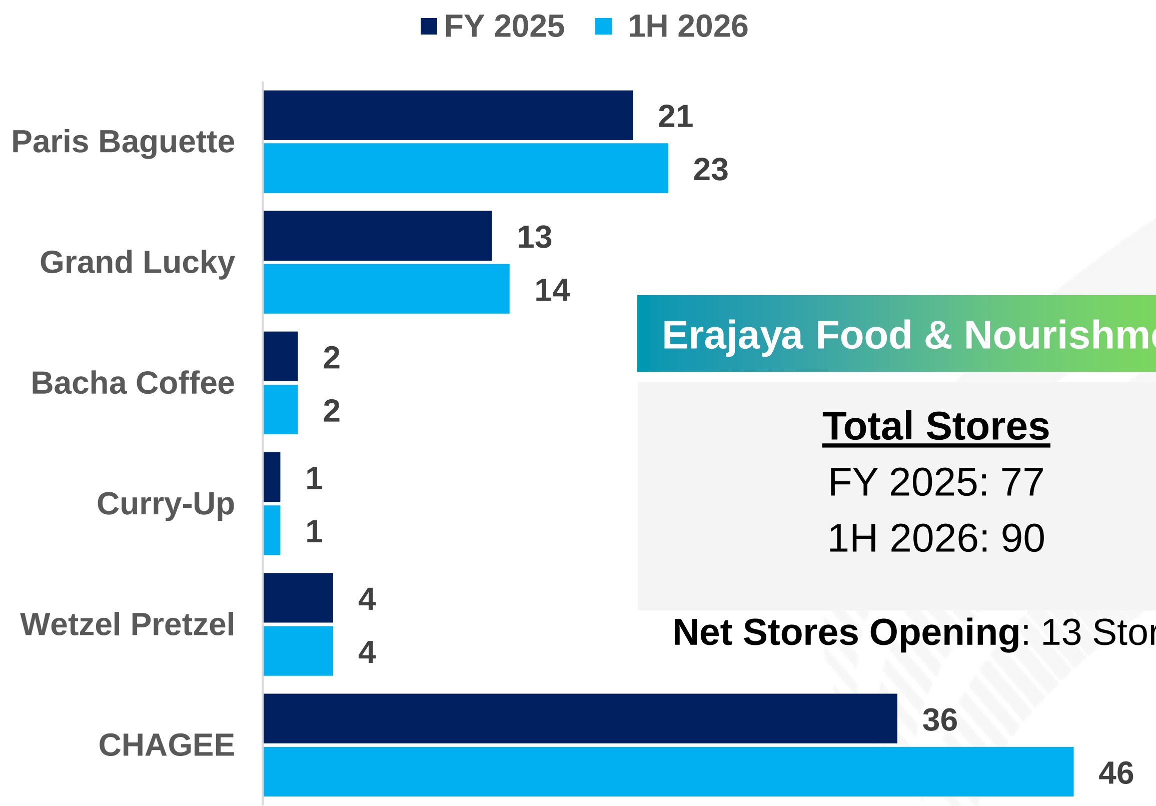
Net Stores Opening: -3 Stores



Erajaya Active Lifestyle

Total Stores
FY 2025: 205
1H 2026: 256

Net Stores Opening: 51 Stores



Erajaya Food & Nourishment

Total Stores
FY 2025: 77
1H 2026: 90

Net Stores Opening: 13 Stores

- **Erajaya Digital**: Total stores increased from **1,808** to 1,920. bringing total Net Stores Add to 112 stores, this generated by **191 openings** and **79 closures**. Largest addition is on Erablue (80 Net stores add), XiaoMi (30 Net Store add), and Samsung (22 Net Stores Add).
- **Erajaya Active Lifestyle**: Total stores increased from **205** to **256**, bringing total Net Stores add to 51 stores, generated by **57 openings** and 6 **closures**. Levi's, Wilson, Anta, and Garmin with 20, 8, 8, and 4 stores added respectively.
- **Erajaya Food & Nourishment:** Total stores grew from **77** to **90** with **13 net additions,** no closures on this ytd for the vertical. Most added stores are from Chagee with 10 new openings.
- **International Business:** The total stores count decreased by 3 to **240 from 243** last year. The verticals open 15 new stores and close 18 stores in SG and Malaysia.

1H2026 SSSG booked at 4.1%

ERAA's 2Q26 SSSG reflected the expected impact of a high comparison base, in line with Management's expectations. June 2026 SSSG came in at -11.6% YoY, bringing 2Q26 SSSG to -15.1% YoY. Despite the quarterly normalization, cumulative 1H26 SSSG remained positive at +4.1% YoY, underscoring the Group's resilient first-half performance and disciplined execution.

Consistent with trends seen earlier in 2Q26, June softness was primarily driven by normalization from last year's iPhone 16-led surge. Meanwhile, tighter memory chip supply kept channel inventories lean and moderated handset sales across the market.

1H2026 SSSG booked at 8.8%

ERAL posted June 2026 SSSG of -0.5% YoY, bringing 2Q26 SSSG to a relatively stable -0.7% YoY. Despite the softer quarterly performance, strong demand across its diversified active lifestyle portfolio supported 1H26 SSSG of +8.8% YoY.

JD Sports, Urban Republic, and DJI continued to drive growth, demonstrating the portfolio's resilience in navigating through a more challenging consumer spending environment.

Financial Review

ERAA Financial Performance

Erajaya Group Profit & Loss (Presented in IDR Billion)

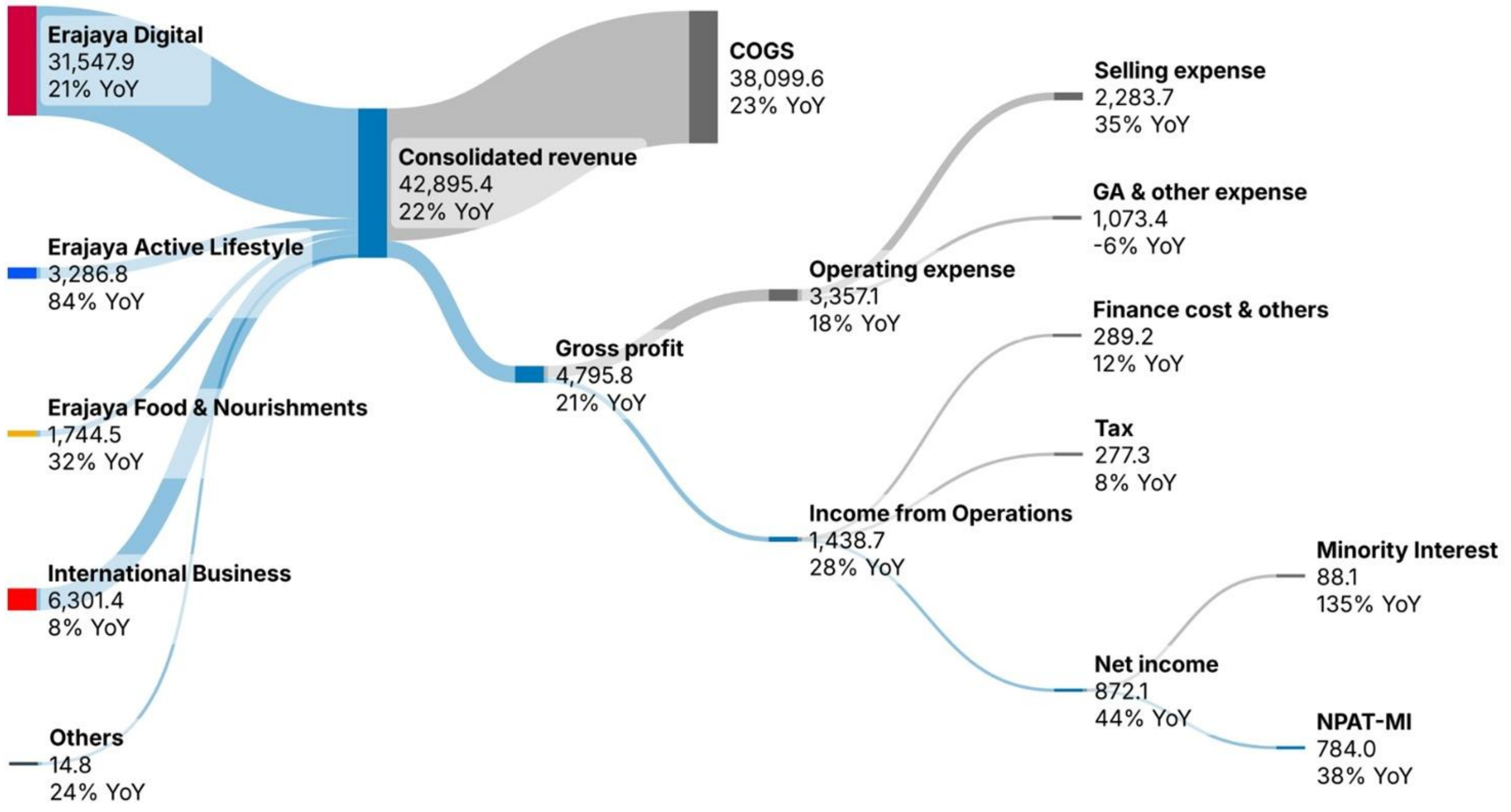
	2Q25	2Q26	1H25	1H26	% Net Sales	1H YoY Δ (value)	1H YoY Δ (%)
Net Sales	19,164	20,482	35,046	42,895	100.0%	7,849	22.4%
Gross Profit	2,169	2,408	3,964	4,796	11.2%	832	21.0%
OPEX	(1,480)	(1,771)	(2,842)	(3,357)	(7.8%)	(515)	18.1%
Operating Income	689	637	1,122	1,439	3.4%	317	28.3%
Net Income	394	376	606	872	2.0%	266	44.0%
NPATMI	365	331	568	784	1.8%	216	38.0%
EBITDA	1,038	1,051	1,786	2,220	5.2%	434	24.3%

1H 2026: Core Demand Holds

- Revenue reached IDR 42.9tn, up 22.4% YoY, driven by broad based growth across verticals:
  - **ED**, remained the core contributor, supported by strong handsets sales alongside continued traction in consumer electronics.
  - **EAL**, accelerated by 41.0% YoY, fuelled by XPENG, UR, and JD Sports.
  - **EFN**, underpinned by Grand Lucky and ongoing store footprint expansion.
- Gross profit rose by 21.0% YoY to IDR 4.8tn, with GPM holding steady at 11.2%.
- Opex to sales improved to 7.8% (vs. 8.1% in 1H25), reflecting disciplined cost control despite continued expansion.
- NPATMI jumped 38.0% YoY to IDR 784bn, with net margin expanding to 1.8% (vs. 1.6% in 1H25).

Erajaya Group 1H 2026 – P&L Diagram

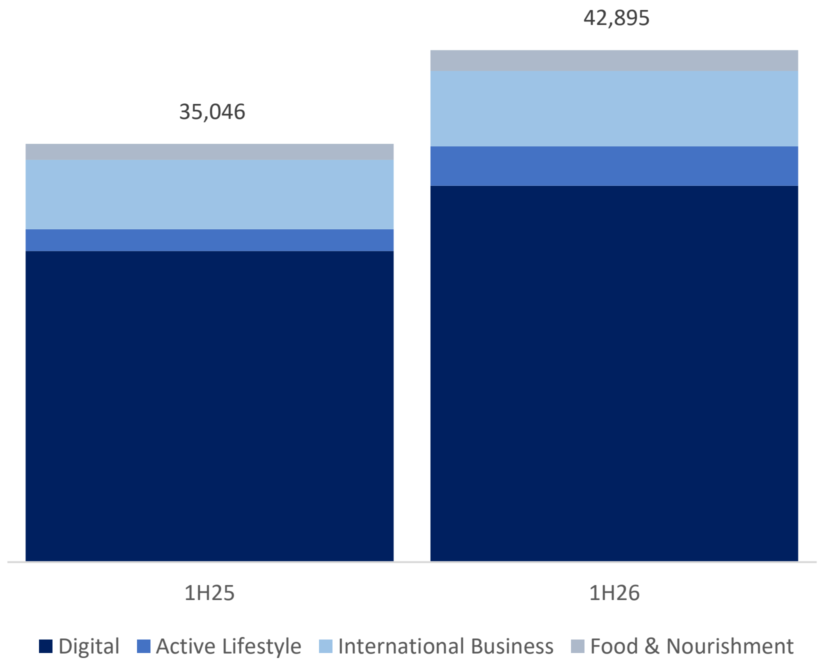
Revenue by Vertical, net of eliminations:



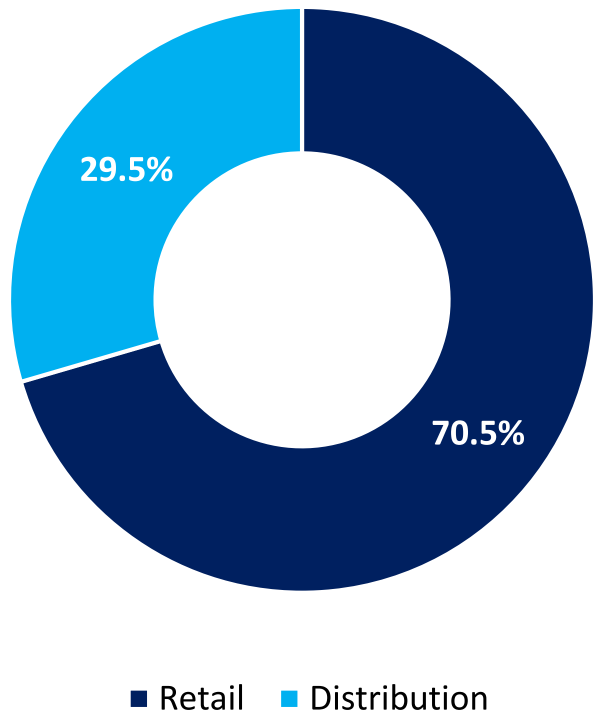
ERAA Segmented Sales Breakdown

1H 2026 (Presented in IDR Billion)

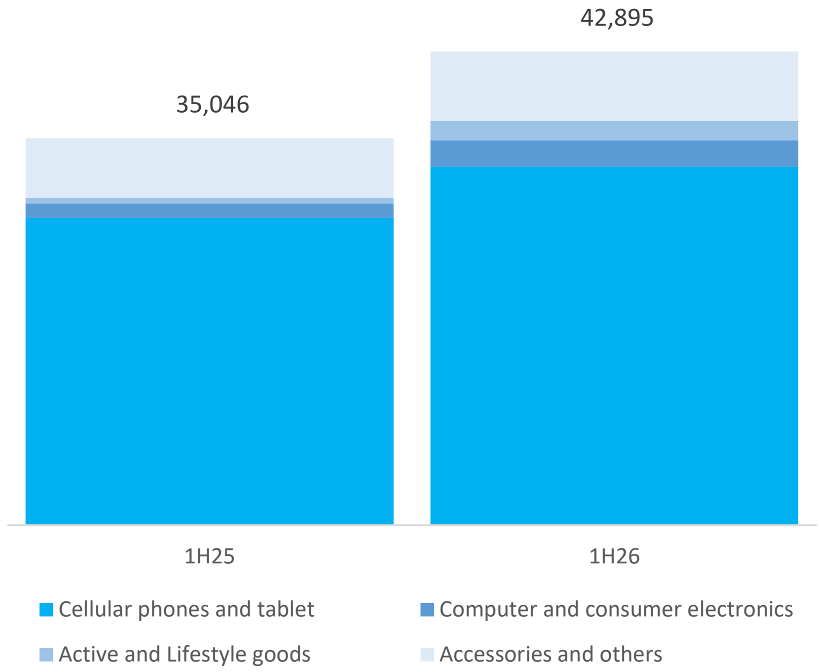
Sales Contribution by Vertical



By vertical	1H25	1H26
Digital	74.4%	73.5%
Active Lifestyle	5.1%	7.7%
International Business	16.6%	14.7%
Food & Nourishment	3.8%	4.1%



Sales Contribution by Segment



By segment	1H25	1H26
Cellular phones and tablet	79.4%	75.6%
Computer and consumer electronics	3.8%	5.6%
Active and Lifestyle goods	1.4%	4.1%
Accessories and others	15.4%	14.7%

Strong 1H26 from resilient core demand:

- ERAA recorded solid topline growth, with sales increasing from IDR 35.0tn to IDR 42.9tn (+22.4% YoY). Growth remains anchored by digital, while new verticals continue to scale.
- Erajaya Digital continue to dominate at 74% of sales, reflecting stable core demand. The growth from Digital was supported by strong handset sales and continued traction in consumer electronics.
- Retail contribution reached 70.5%, reinforcing ERAA's direct-to-consumer strategy. Distribution reduced to 29.5%, indicating a deliberate shift toward higher-margin channels.

ERAA Key Ratios

1H 2026 (Presented in IDR Billion)

IDR amounts are in billionse	1H 2025	1H 2026	Δ YoY (%)
CAPEX	(430)	(417)	(2.86%)
OPEX	(2,842)	(3,357)	18.12%
Inventories	11,724	12,481	6.45%
Net Debt Excl. Lease Liabilities	9,634	4,846	(49.70%)
Net Working Capital	9,035	8,211	(9.12%)
Net Debt / Equity (x) – Excl. Lease Liabilities	1.02 x	0.44 x	
Net Working Capital / Net Sales (%)	9.60%	8.98%	
ROIC (%) – Excl. Lease Liabilities	9.64%	12.67%	

In days	1H 2025	1H 2026	Δ (days)
Average Trade Receivable Days	6	6	0
Average Inventory Days	55	57	2
Average Trade Payable Days	(22)	(27)	(5)
Cash Conversion Cycle (CCC)	38	36	(3)

ERAL Financial Performance

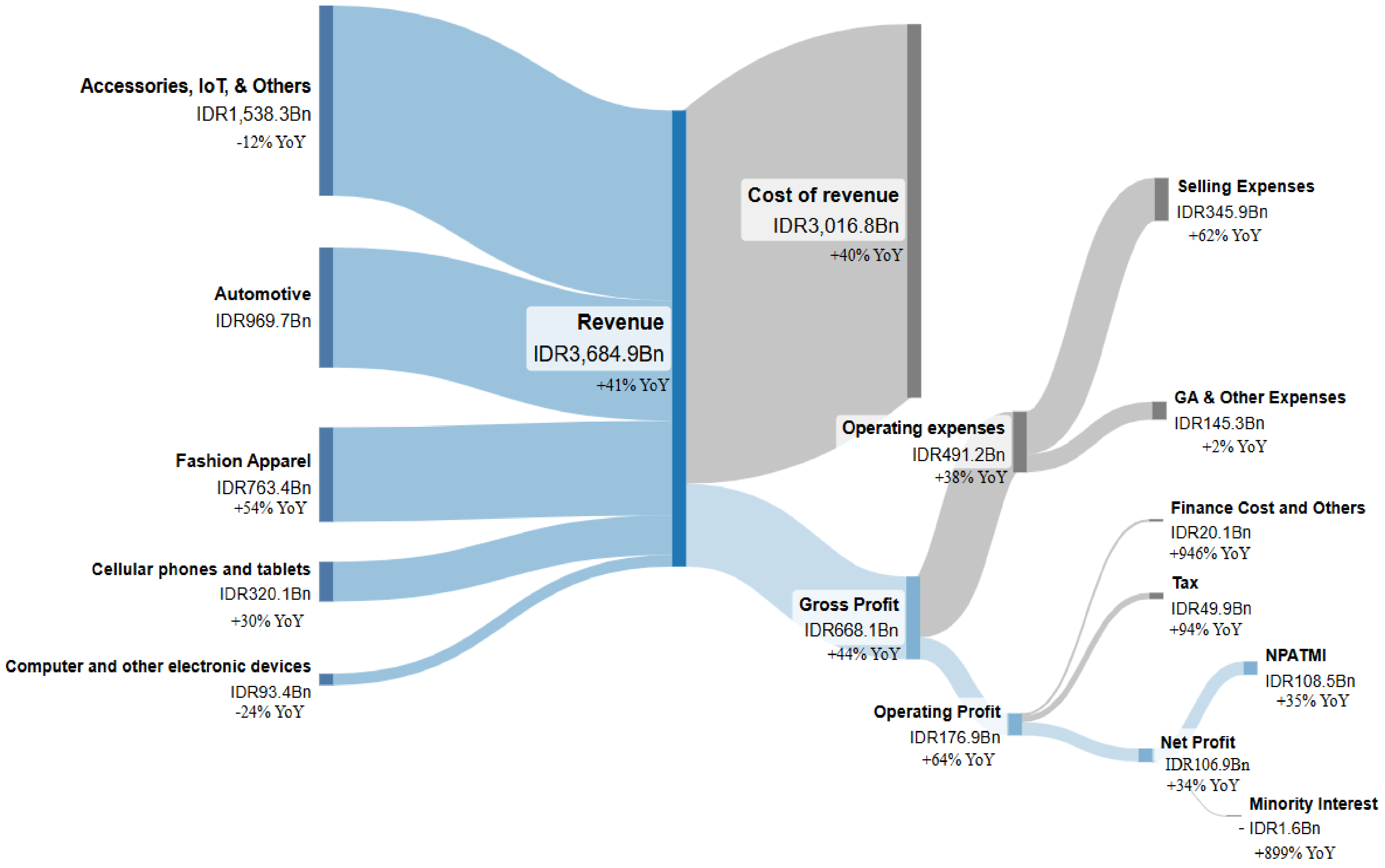
1H 2026 (Presented in IDR Billion)

	2Q25	2Q26	1H25	1H26	% Net Sales	1H YoY Δ (value)	1H YoY Δ (%)
Net Sales	1,243	1,982	2,614	3,685	100.0%	1,071	41.0%
Gross Profit	238	349	463	668	18.1%	205	44.4%
OPEX	(189)	(251)	(355)	(491)	(13.3%)	(136)	38.3%
Operating Income	50	98	108	177	4.8%	69	64.3%
Net Income	38	64	80	107	2.9%	27	33.5%
NPATMI	38	65	80	108	2.9%	28	35.3%
EBITDA	90	152	184	283	7.7%	99	53.7%

Strong topline growth driven by higher margin segment:

- **Revenue** increased strongly to IDR 3.7tn (+41% YoY), mainly driven by exceptional growth in Fashion Apparel (+53.8% YoY), Cellular phones and tablets (+30.3% YoY), and Automotive which booked revenue of IDR 969.7bn, emerging as a new growth driver in FY26.
- **Gross profit** climbed by 44.4% YoY to IDR 668bn, supported by higher margin in fashion apparel and the addition of the automotive segment. Consequently, GPM improved to 18.1% (vs. 17.7% in 1H25).
- **Opex to sales** remained stable at 13.3%, despite retail stores expansion.
- **NPATMI** reached IDR 108bn (+35.3% YoY), driven by a more favorable sales mix from higher margin segments, with net margin recorded at 2.9%.

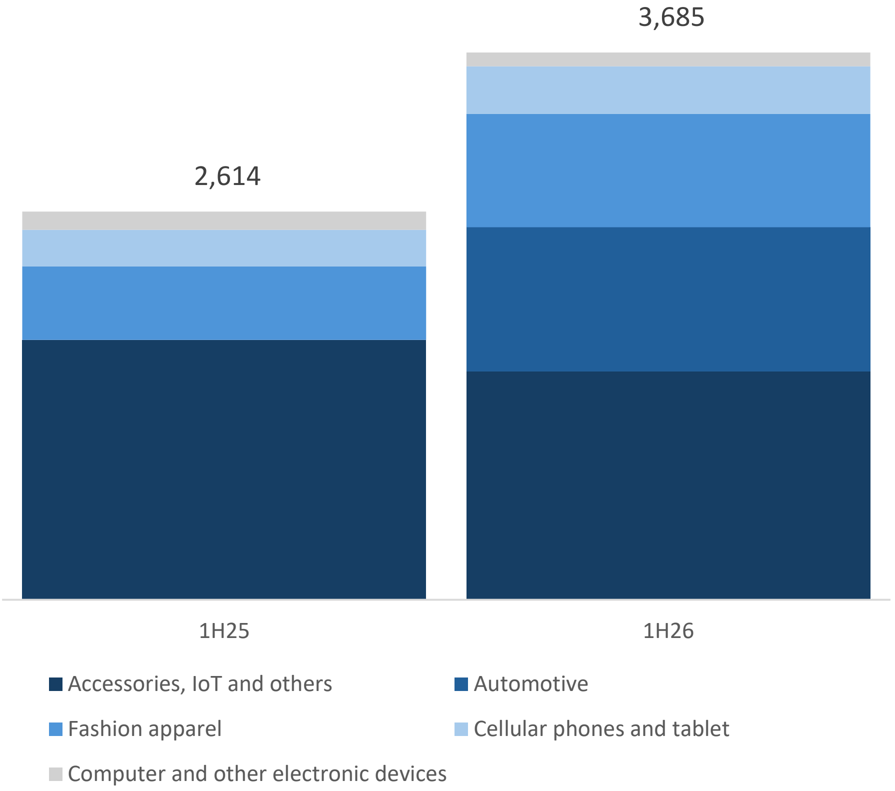
ERAL 1H 2026 – P&L Diagram



ERAL Segmented Sales Breakdown

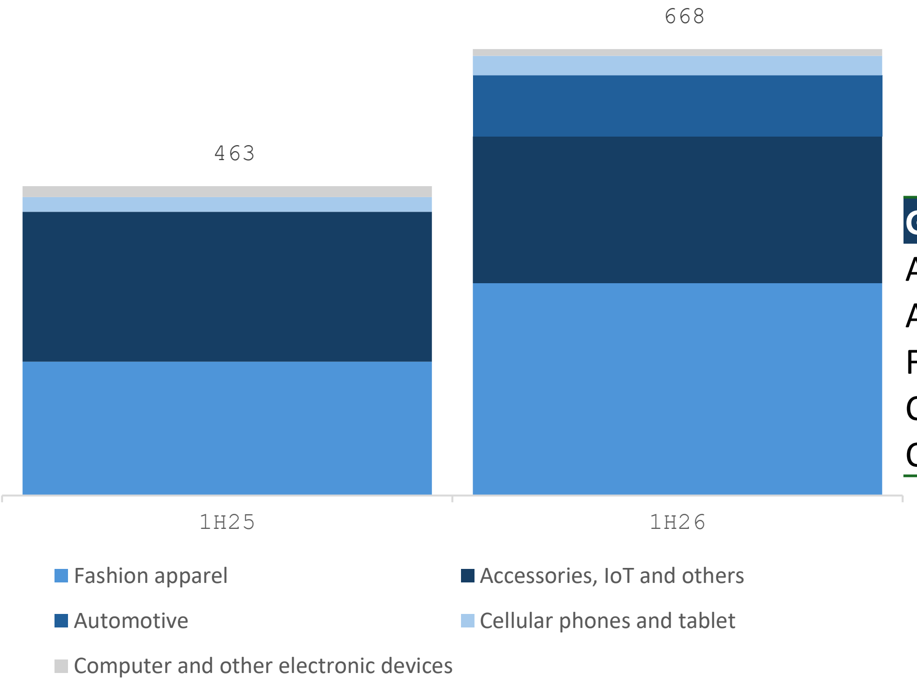
1H 2026 (Presented in IDR Billion)

Sales Contribution by Segment



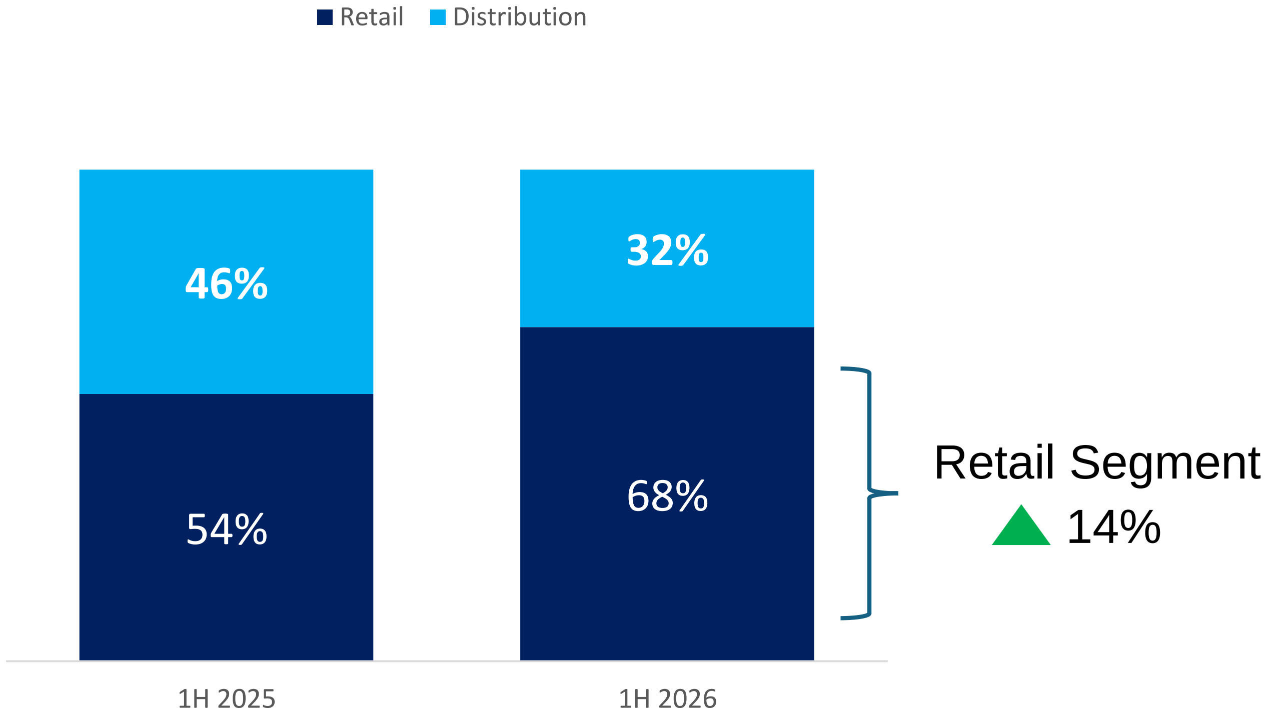
Revenue segment	1H25	1H26
Accessories, IoT and others	66.9%	41.7%
Automotive	0.0%	26.3%
Fashion apparel	19.0%	20.7%
Cellular phones and tablet	9.4%	8.7%
Computer and other electronic devices	4.7%	2.5%

Gross Profit Contribution by Segment



GP by segment	1H25	1H26
Accessories, IoT and others	48.5%	32.8%
Automotive	0.0%	13.7%
Fashion apparel	43.3%	47.6%
Cellular phones and tablet	4.7%	4.3%
Computer and other electronic devices	3.6%	1.6%

Sales Per Business Channel (%)



ERAL is accelerating it transition into a diversified lifestyle retail platform

- **ERAL's sales mix continued to diversify**, with accessories declining to 42% (vs. 67% in 1H25) in line with company's focus. Meanwhile, contribution from other categories increased, with fashion apparel to 20.7%, and automotive now accounting for 26.3% of ERAL's total sales.
- **Gross profit increased 44.4% YoY to IDR 668bn,** supported by improved contribution from higher-margin segments, particularly Fashion Apparel and Automotive, which was partially offset by weaker profitability in Computers & Other Electronic Devices.
- **Retail channel contribution expanded to 68% of total sales in 1H26** from 54%, reflecting ERAL's successful transition toward a stronger lifestyle retail platform.

ERAL Key Ratios

1H 2026 (Presented in IDR Billion)

IDR amounts are in billions	1H 2025	1H 2026	Δ YoY (%)
CAPEX	(123)	(35)	(71.7%)
OPEX	(355)	(491)	38.3%
Inventories	872	1,279	46.6%
Net Debt Excl. Lease Liabilities	(417)	(275)	(34.2%)
Net Working Capital	667	904	35.6%
Net Debt / Equity (x) – Excl. Lease Liabilities	(0.25 x)	(0.15 x)	
Net Working Capital / Net Sales (%)	11.99%	12.97%	
ROIC Excl. Lease Liabilities	15.93%	15.71%	

In days	1H 2025	1H 2026	Δ (Days)
Average Trade Receivable Days	20	12	(7)
Average Inventory Days	68	72	4
Average Trade Payable Days	(39)	(30)	9
Cash Conversion Cycle (CCC)	48	54	6

Erajaya Group's ESG Commitment

Environmental · Social · Governance — 30 Years Erajaya

Wana Erajaya

Conservation & Carbon Offsetting . Since 2018

7.486	Trees Planted
16 Ha	Conserved Land
53.385	Ton CO_2/Year

2 locations: Rumpin Forest (Bogor) & Tahura Djuanda (Bandung)

Sustainable Gadget

E-Waste Management & Circular Economy· Since 2023

4.238	E-Waste Units
258	Ton CO_2e Reduced
~9Kg	Methane Emissions Avoided

Equivalent to ~3,070 mature trees & 301,261 kWh of energy saved
Based on Life Cycle Product Assessment

Vocational Partnership

Partnering with Ministry of Education, Culture, Research, and Technology · Since 2019

610	On the Job Training (PKL) Alumni
207	Partner Vocational High Schools (SMK)
778	Alumni Successfully Placed into Careers

3 trained teachers & 90 certified apprentice teachers

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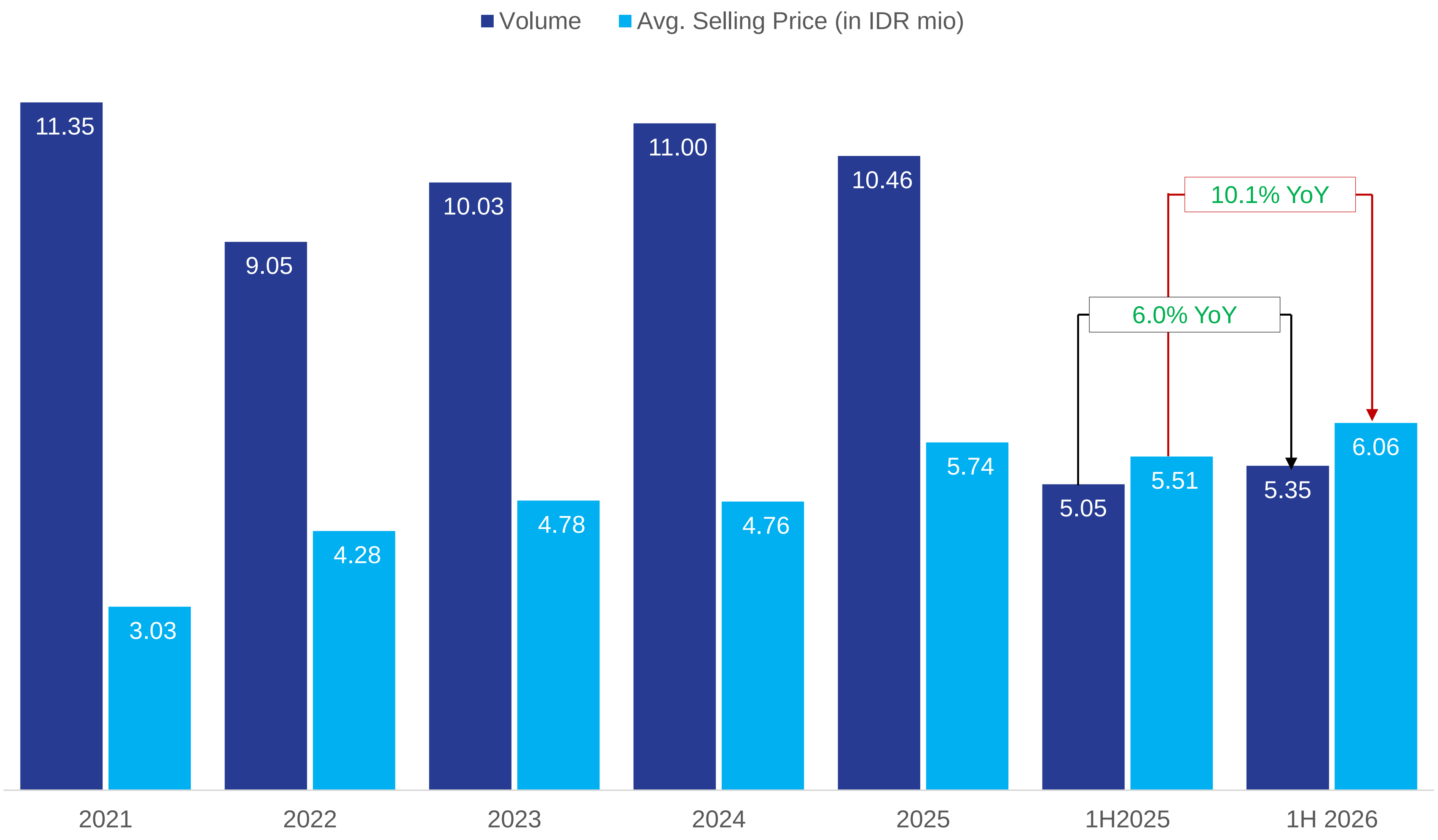
Appendix

Mobile Phones - Volume & Average Selling Price

1H 2026 (Presented in IDR Billion)



Note: (in Mn Unit / IDR)

In 1H26, Erajaya Group recorded smartphone sales volume of 5.35 million units, representing a 6.0% YoY increase from 5.05 million units in 1H25. The improvement reflects resilient consumer demand, particularly in the premium smartphone, despite global memory chips supply chain shortage.

Average selling price (ASP) increased from IDR 5.51 million in 1H25 to IDR 6.06 million in 1H26, marking a 10.1% YoY increase. The stronger ASP was primarily driven by a richer product mix and continued robust demand for premium devices, particularly Apple products.

Despite chipset supply constraints, 1H26 smartphone sales showed clear resiliency. This dual-engine growth — volume resilience in the mass market and value resilience at the premium tier — shows the market successfully navigating supply-side pressure through demand diversification and pricing power.

GIIAS – GX & L03