Company Update
9M 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 period ended September 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.

Erajaya Group At A Glance (as of 9M2026)

30 years
Operation
(Est. 1996)

2,655 Stores
Across Indonesia,
Singapore, Malaysia

22,000+
Employment

3 Growth Verticals

- Erajaya Digital
- Erajaya Active Lifestyle
- Erajaya Food and Nourishment



30+
World Class Brands

IDR 76T
Annual Sales (FY'25)

19.3M
Eraspace Members



Operational Review

Erajaya Digital is the Largest Single Entity for Handset Business

DOMESTIC: 2,033 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
- Xiaomi Store
- HUAWEI — Huawei Store
- HONOR — Honor Store

INTERNATIONAL: 246 Stores

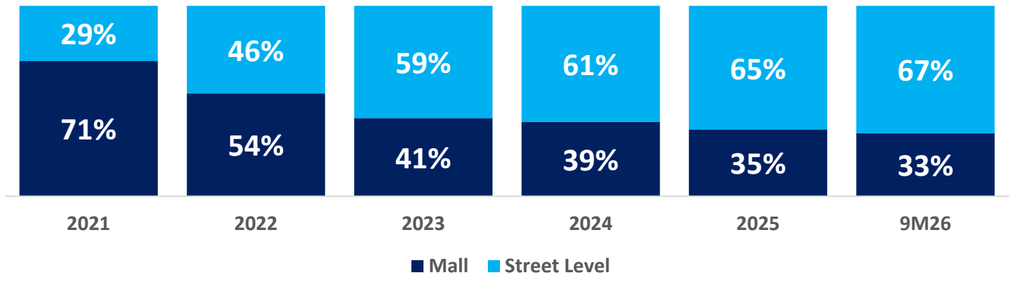
Erajaya Owned Retail Brand Store

- UR URBAN REPUBLIC — Gadget Multibrand Store
- Switch — Apple Authorized Reseller

Retail Branded Store

- SAMSUNG — Samsung Store
- Singtel — Network Operator
- SONY — Sony Store
- 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.

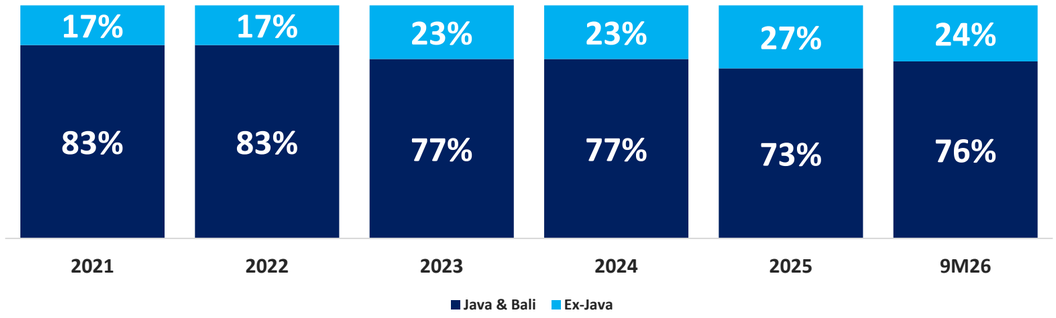
Erajaya Active Lifestyle (ERAL IJ) Higher Margin Growth Engine

SMART

ACTIVE

LIFESTYLE

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 9M2026 **279 stores**

Erajaya Food & Nourishment F&B and Groceries Business Diversification

Total Number of Stores as of 9M2026 **97 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 81% below 40 years old, which is most attractive and are providing the Company with higher LTV.



INTEGRATED E-COMMERCE PLATFORM
through website & mobile app

eraspace · erafone.com · iBox · CLICK&PICKUP · UR URBAN REPUBLIC · IT. · JDSports.id · JD

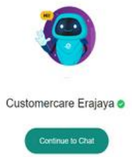
MARKETPLACE

Shopee · Lazada · tokopedia · blibli

erajaya Group of Companies

CONVERSATIONAL COMMERCE

WhatsApp



OFFLINE STORES

2,655 Retail Stores

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

ONLINE RETAIL YTD TRAFFIC RANKING

iBox Traffic: 36.5 Mn · eraspace Traffic: 7.8 Mn · JD Traffic: 4.8 Mn



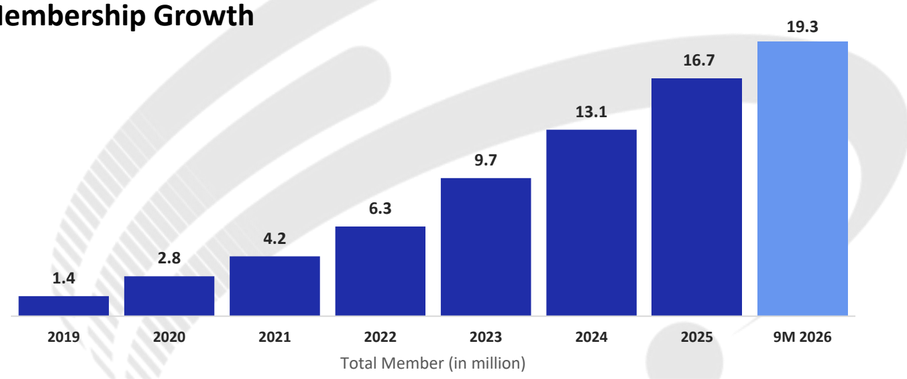
Total Registered Members
19.3mn
16% growth
(vs 16.7 Mn in FY25)

Avg. Transaction Value
IDR 4.2mn
(4.0X from Non-Members)

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

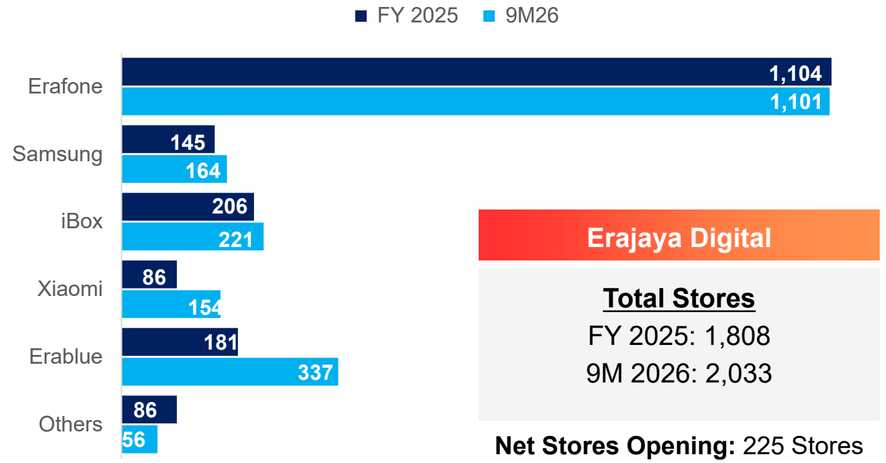
erafone · iBox · eraspace · mi · SAMSUNG by erafone · UR URBAN REPUBLIC · IT. · dji · GARMIN · JD · asics · GrandLucky Superstore · CHAGEE · 1910 BACHA COFFEE · ANTA · GENTLEWOMAN · I'm donut ?

Membership Growth



Number of Stores by Verticals

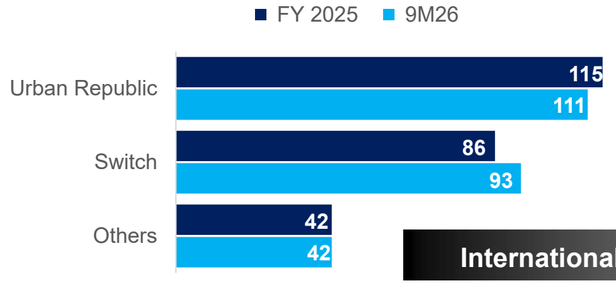
Total 322 Net New Stores Opening in 9M2026



Erajaya Digital

Total Stores
FY 2025: 1,808
9M 2026: 2,033

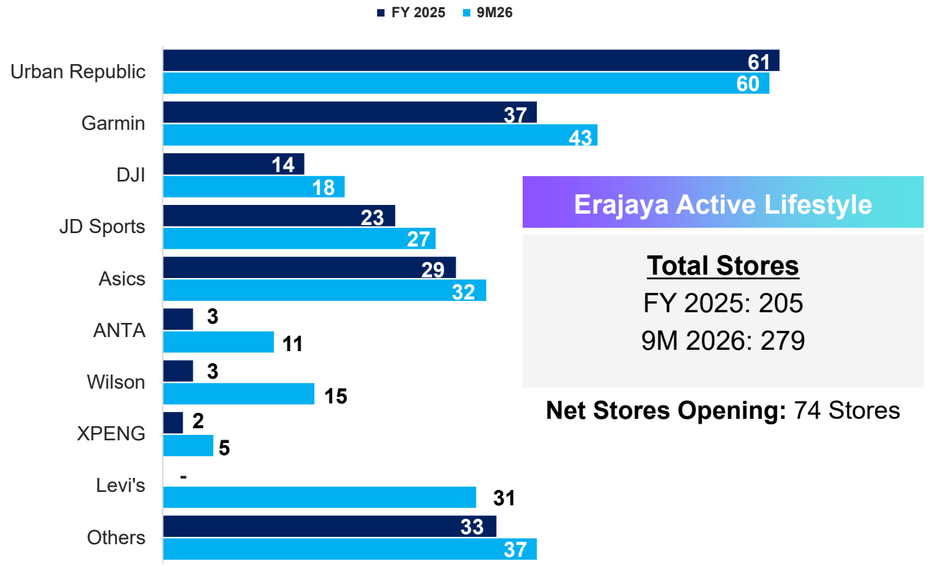
Net Stores Opening: 225 Stores



International Business

Total Stores
FY 2025: 243
9M 2026: 246

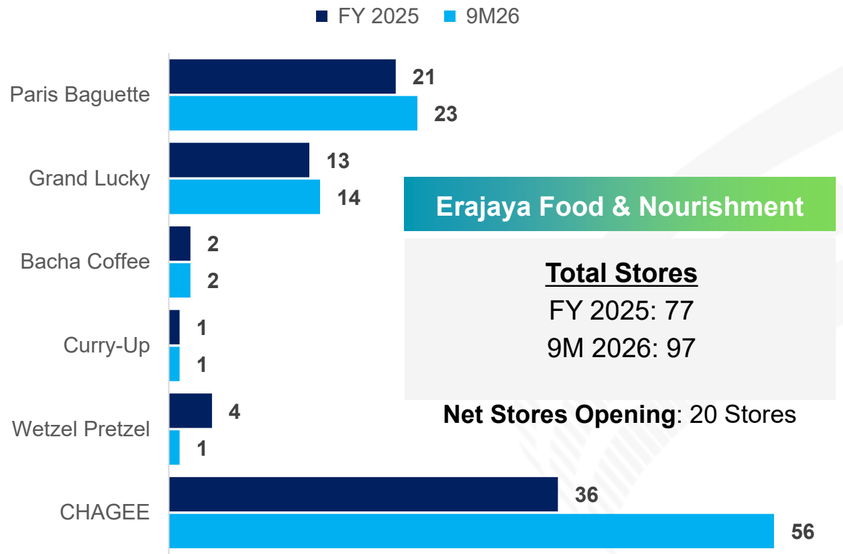
Net Stores Opening: 3 Stores



Erajaya Active Lifestyle

Total Stores
FY 2025: 205
9M 2026: 279

Net Stores Opening: 74 Stores



Erajaya Food & Nourishment

Total Stores
FY 2025: 77
9M 2026: 97

Net Stores Opening: 20 Stores

- **Erajaya Digital:** Total stores increased from **1,808** to **2,033**, bringing total Net Stores Add to 225 stores, this generated by **338 openings** and **113 closures**. Largest addition is on Erablue (156 Net stores add), XiaoMi (68 Net Store add), and Samsung (19 Net Stores Add).

- **Erajaya Active Lifestyle:** Total stores increased from **205** to **279**, bringing total Net Stores add to 74 stores, generated by **84 openings** and **10 closures**. Levi's, Wilson, Anta, and Garmin with 31, 12, 8, and 6 stores added respectively.

- **Erajaya Food & Nourishment:** Total stores grew from **77** to **97** with **20 net additions.** Most added stores are from Chagee with 20 new openings.

- **International Business:** The total stores count are maintained at **246** stores.

9M2026 SSSG booked at 1.4%

ERAA's September operational SSSG was recorded at -4.2% and cumulative 9M2026 SSSG remained positive at +1.4%, in line with Management's expectations as customers held back purchases ahead of Apple's new product launch.

3Q26 SSSG of -4.3% was largely driven by normalization from a high 3Q25 base, which benefited from iPhone 16 spillover demand, and by customers deferring purchases within the quarter.

9M2026	3Q26	September
+1.4%	−4.3%	−4.2%
Jan–Sep	Jul–Sep	Sep only

9M2026 SSSG booked at 9.2%

ERAL's September only SSSG was recorded at 10.1%, bringing 9M2026 SSSG to 9.2%, with 3Q26 SSSG was also booked at 10.1%.

Brands which led to SSSG expansion for September were Urban Republic, DJI, MST Golf, and Garmin.

9M2026	3Q26	September
+9.2%	+10.1%	+10.1%
Jan–Sep	Jul–Sep	Sep only



Financial Review

ERAA Financial Performance

Erajaya Group Profit & Loss (Presented in IDR Billion)

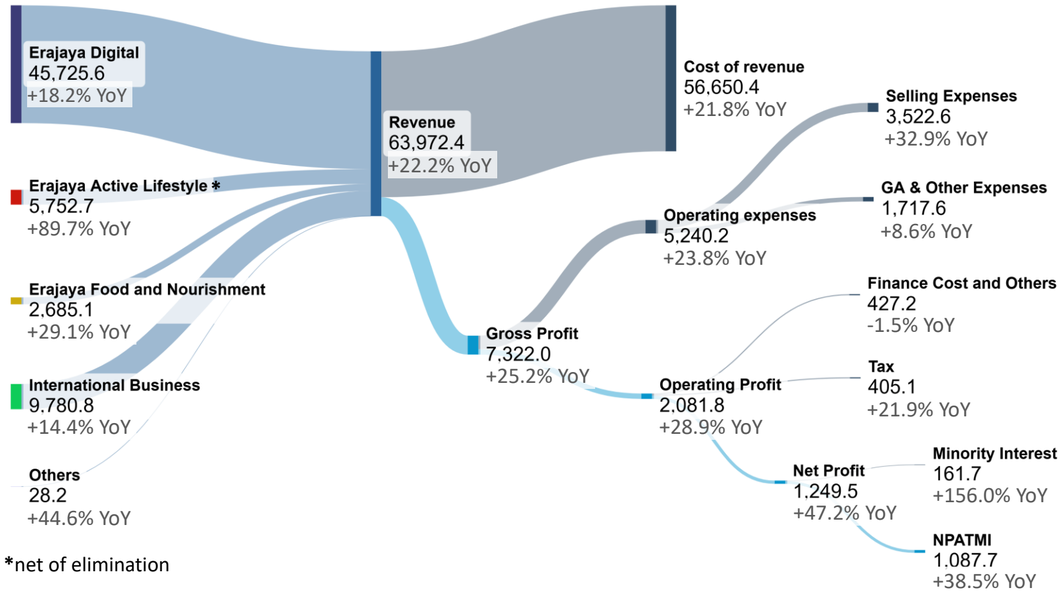
	3Q25	3Q26	9M25	9M26	% Net Sales	9M YoY Δ (value)	9M YoY Δ (%)
Net Sales	17,318	21,077	52,364	63,972	100.0%	11,608	22.2%
Gross Profit	1,883	2,526	5,846	7,322	11.5%	1,476	25.2%
OPEX	-1,390	-1,883	-4,232	-5,240	-8.2%	-1,009	23.8%
Operating Income	493	643	1,615	2,082	3.3%	467	28.9%
Net Income	243	377	849	1,249	2.0%	401	47.2%
NPATMI	217	304	786	1,088	1.7%	302	38.5%
EBITDA	852	1,058	2,638	3,278	5.1%	640	24.2%

9M 2026: Strong Revenue and Profit Growth

- **Revenue** reached IDR 64.0tn, up 22.2% YoY, driven by broad based growth across verticals:
  - **ED**, continues to anchor the Group, supported by resilient handset demand and scaling consumer electronics.
  - **EAL**, booked growth of 44.7% YoY, driven by strong growth in active and lifestyle segments.
  - **EFN**, booked 29.1% YoY growth, mainly contributed by Grand Lucky, the Company flagship premium supermarket.
- **Gross profit** rose by 25.2% YoY to IDR 7.3tn, with GPM improving to 11.5% from 11.2% in 9M25.
- **Opex to sales** was recorded at 8.2% vs. 8.1% LY, increased due to business expansion as well as promotional activities in 3Q26.
- **NPATMI** grew 38.5% to IDR 1.1tn, representing 1.7% margin as opposed to 1.5% in 9M25. In-line with Management goals to expand its bottom line.

Erajaya Group 9M 2026 – P&L Diagram

Revenue by Vertical:

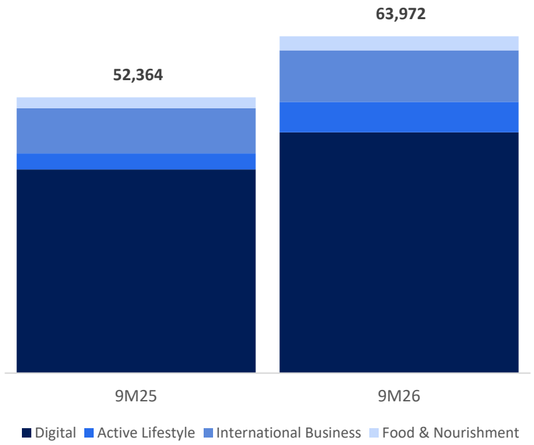


*net of elimination

ERAA Segmented Sales Breakdown

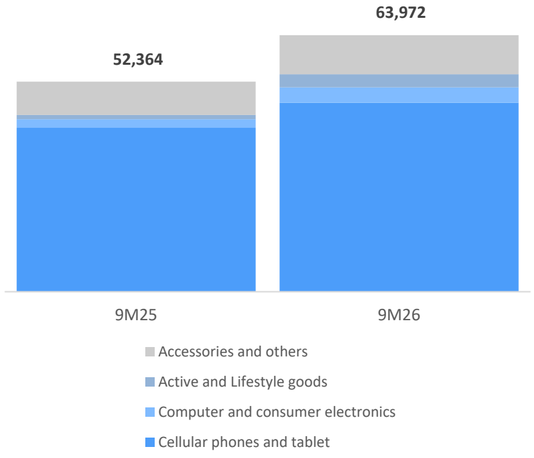
9M 2026 (Presented in IDR Billion)

Sales Contribution by Vertical

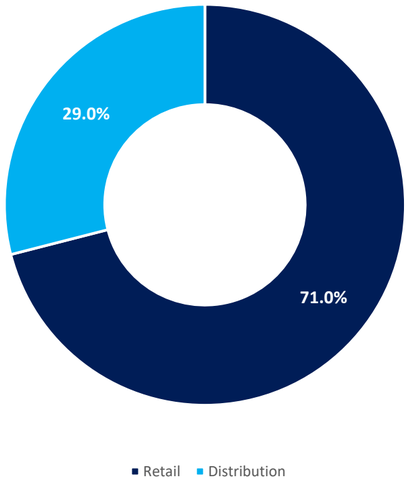


By vertical	9M25	9M26
Digital	73.9%	71.5%
Active Lifestyle	5.8%	9.0%
International Business	16.3%	15.3%
Food & Nourishment	4.0%	4.2%

Sales Contribution by Segment



By segment	9M25	9M26
Cellular phones and tablet	78.1%	73.6%
Computer and consumer electronics	4.1%	6.0%
Active and Lifestyle goods	2.0%	5.1%
Accessories and others	15.8%	15.3%



Strong 9M26 from resilient core demand:

- ERAA recorded solid topline growth, with sales increasing from IDR 52.4tn to IDR 64.0tn (+22.2% YoY). Growth remains anchored by digital, while the two growth verticals continue to scale.
- Erajaya Digital continue to dominate at 71.5% 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 71.0%, reinforcing ERAA's direct-to-consumer strategy. Distribution reduced to 29.0%, indicating a deliberate shift toward higher-margin channels.

ERAA Key Ratios

9M 2026 (Presented in IDR Billion)

IDR amounts are in billions	9M 2025	9M 2026	Δ YoY (%)
CAPEX	(489)	(719)	47.0%
OPEX	(4,232)	(5,240)	23.8%
Inventories	12,244	13,546	10.6%
Net Debt Excl. Lease Liabilities	5,947	4,582	(23.0%)
Net Working Capital	6,351	7,603	19.7%
Net Debt / Equity (x) – Excl. Lease Liabilities	0.6 x	0.4 x	
Net Working Capital / Net Sales (%)	7.7%	8.7%	
ROIC (%) – Excl. Lease Liabilities	11.1%	14.6%	

In days	9M 2025	9M 2026	Δ (days)
Average Trade Receivable Days	6	6	0
Average Inventory Days	56	60	4
Average Trade Payable Days	(31)	(31)	0
Cash Conversion Cycle (CCC)	31	35	4

ERAL Financial Performance

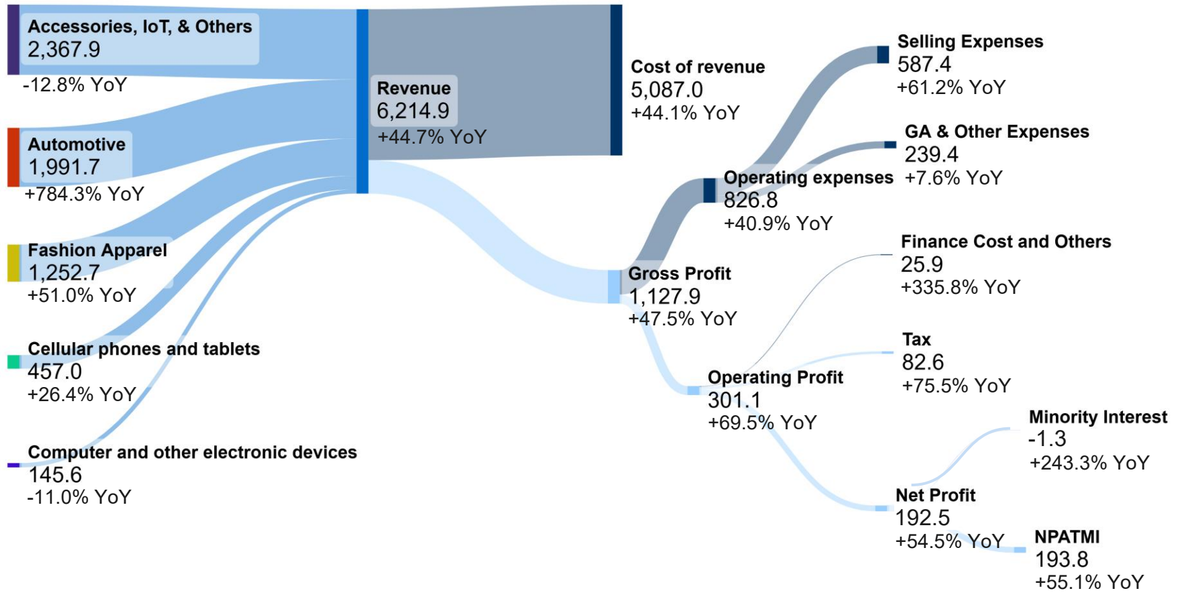
9M 2026 (Presented in IDR Billion)

	3Q25	3Q26	9M25	9M26	% Net Sales	9M YoY Δ (value)	9M YoY Δ (%)
Net Sales	1,680	2,530	4,294	6,215	100.0%	1,921	44.7%
Gross Profit	302	460	764	1,128	18.1%	363	47.5%
OPEX	-232	-336	-587	-827	-13.3%	-240	40.9%
Operating Income	70	124	178	301	4.8%	123	69.5%
Net Income	45	86	125	193	3.1%	68	54.5%
NPATMI	45	85	125	194	3.1%	69	55.1%
EBITDA	119	186	303	469	7.5%	166	54.6%

Strong topline growth driven by higher margin segment:

- **Revenue** increased strongly to IDR 6.2tn (+44.7% YoY), mainly driven by exceptional growth in lifestyle segment which increased by 254.7% and active segment by 55.9% YoY.
- **Gross profit** climbed by 47.5% YoY to IDR 1.1tn, supported by higher margin in fashion apparel, automotive, and accessories. As a results, GPM improved to 18.1% (vs. 17.8% in 9M25), indicating that gross profit grew faster than sales.
- **Opex to sales** improved to 13.3% (vs. 13.7% in 9M25), despite retail stores expansion.
- **NPATMI** grew 55.1% YoY to IDR 193.8bn outpacing revenue growth, with net margin improved to 3.1% from 2.9% in 9M25. The improvement reflects stronger conversion of revenue growth into earnings.

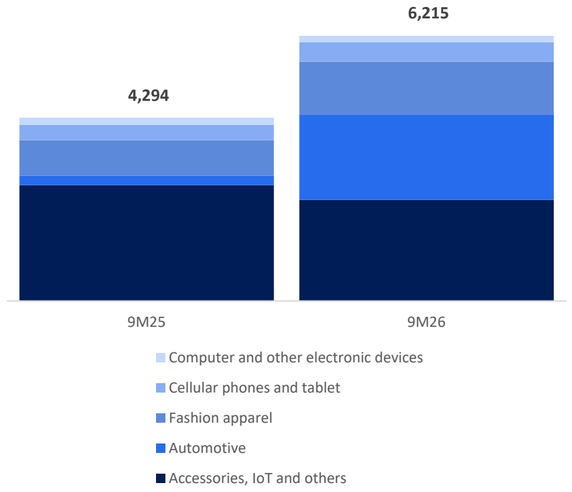
ERAL 9M 2026 – P&L Diagram



ERAL Segmented Sales Breakdown

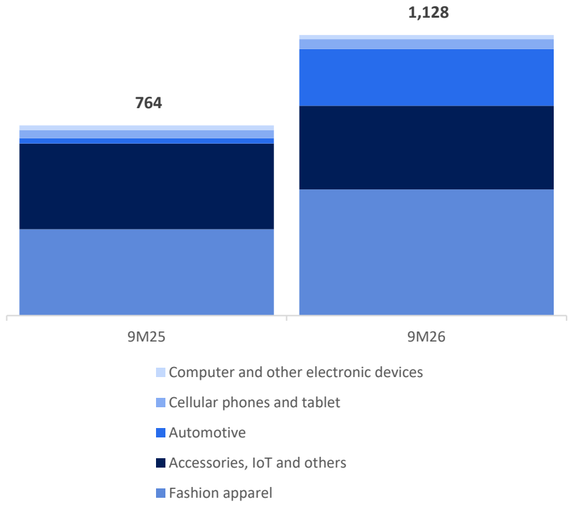
9M 2026 (Presented in IDR Billion)

Sales Contribution by Segment



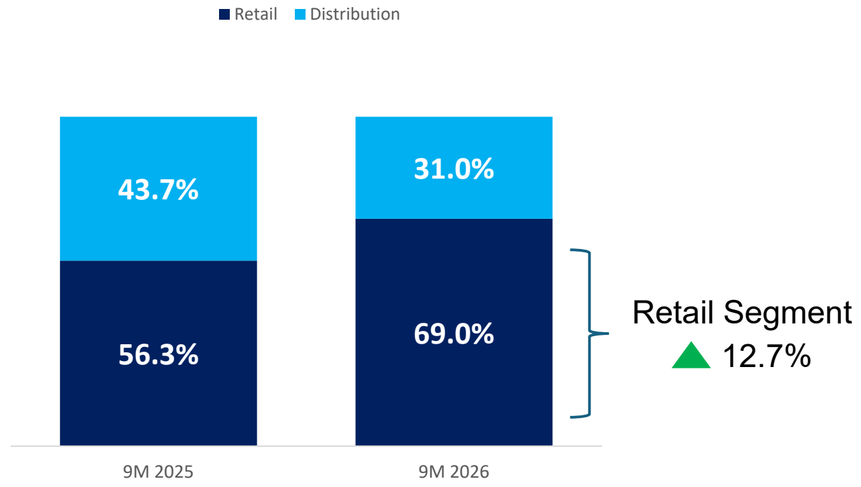
Revenue segment	9M25	9M26
Accessories, IoT and others	63.2%	38.1%
Automotive	5.2%	32.0%
Fashion apparel	19.3%	20.2%
Cellular phones and tablet	8.4%	7.4%
Computer and other electronic devices	3.8%	2.3%

Gross Profit Contribution by Segment



GP by segment	9M25	9M26
Accessories, IoT and others	45.1%	29.8%
Automotive	2.8%	20.2%
Fashion apparel	45.4%	45.0%
Cellular phones and tablet	4.3%	3.5%
Computer and other electronic devices	2.4%	1.5%

Sales Per Business Channel (%)



ERAL is accelerating its transition into a diversified lifestyle retail platform

- **ERAL's sales mix continued to diversify**, with accessories declining to 38.1% (vs. 63.2% in 9M25) in line with company's focus. Meanwhile, contribution from other categories increased, with automotive to 32.0% and fashion apparel to 20.2% from total sales.
- **Gross profit increased 47.5% YoY to IDR 1.1tn,** supported by improved contribution from higher-margin segments, particularly Automotive.
- **Retail channel contribution expanded to 69.0% of total sales in 9M26** from 56.3%, reflecting ERAL's successful transition toward a stronger active lifestyle retail platform.

ERAL Key Ratios

9M 2026 (Presented in IDR Billion)

IDR amounts are in billions	9M 2025	9M 2026	Δ YoY (%)
CAPEX	(165)	(93)	(44.0%)
OPEX	(587)	(827)	40.9%
Inventories	1,287	1,654	28.5%
Net Debt Excl. Lease Liabilities	(133)	(282)	112.3%
Net Working Capital	879	958	9.0%
Net Debt / Equity (x) – Excl. Lease Liabilities	(0.1 x)	(0.1 x)	
Net Working Capital / Net Sales (%)	12.8%	11.9%	
ROIC Excl. Lease Liabilities	12.5%	16.4%	

In days	9M 2025	9M 2026	Δ (Days)
Average Trade Receivable Days	21	11	(9)
Average Inventory Days	78	74	(4)
Average Trade Payable Days	(47)	(36)	11
Cash Conversion Cycle (CCC)	52	50	(2)

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

4,883 E-Waste Units

322 Ton CO_2e Reduced

~11.24Kg Methane Emissions Avoided

Equivalent to ~3,882 mature trees & 374,997 kWh of energy saved
Based on Life Cycle Product Assessment

Vocational Partnership

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

703 On the Job Training (PKL) Alumni

255 School Partnership (SMK) across **30 Provinces**

844 Participant Successfully Placed into Careers

33 trained teachers & 107 certified apprentice teachers

Thank You.



Email

investor.relations@erajaya.com

Website

www.erajaya.com

Call us

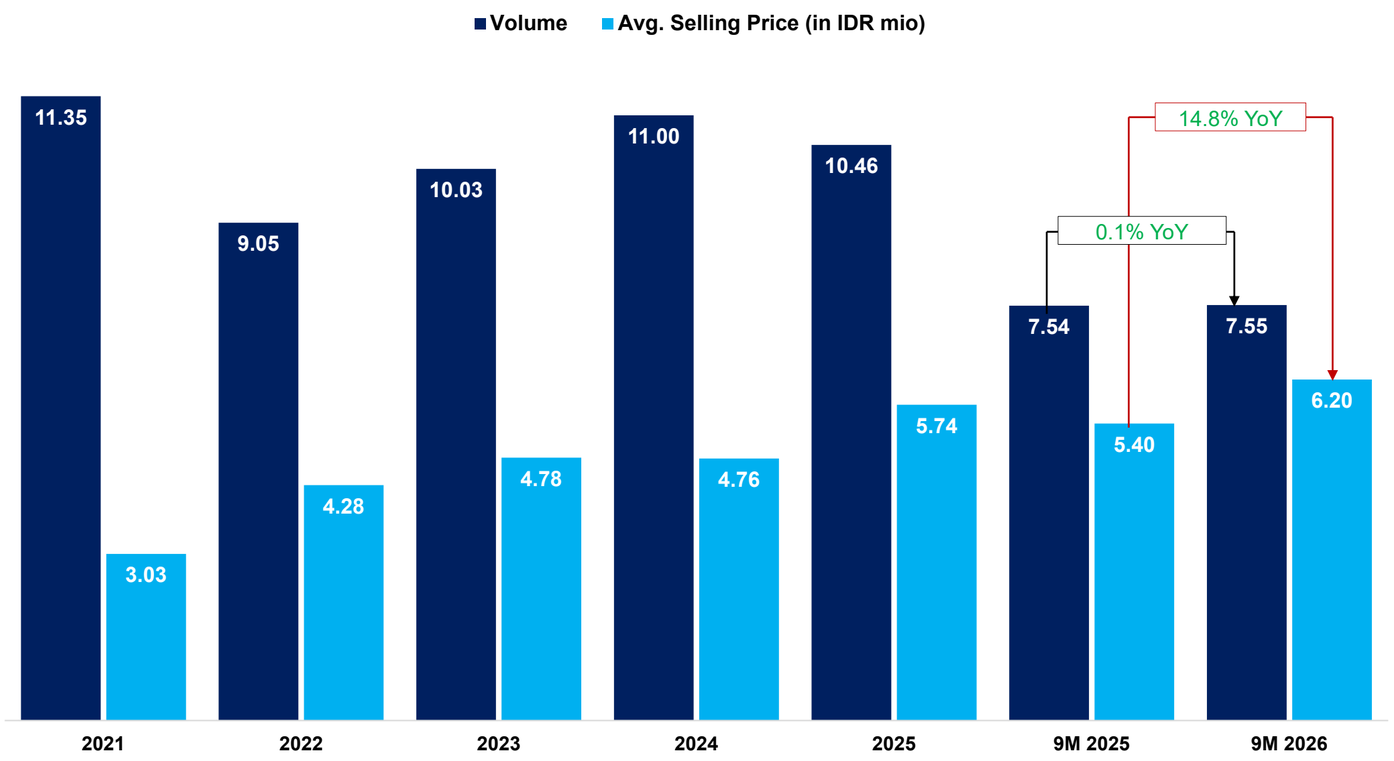
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Appendix

Mobile Phones - Volume & Average Selling Price

9M 2026



Note: (in Mn Unit / IDR)

In 9M26, Erajaya Group recorded smartphone sales volume of 7.55 million units, broadly stable compared to 7.54 million units in 9M25, reflecting the impact of ongoing global memory chipset supply constraints.

Meanwhile, average selling price (ASP) increased by 14.8% YoY to IDR 6.20 million, from IDR 5.40 million in 9M25. This growth was supported by a richer product mix and sustained demand for flagship premium devices.

Overall, smartphone sales remained resilient despite supply-side constraints, with stable volumes complemented by higher ASP. This highlights the market's ability to navigate supply pressures, supported by resilient mass-market demand and continued strength in the premium segment.