

Corporate Presentation

PT Erajaya Swasembada Tbk.

9M 2019 Update



Agenda



Erajaya Today

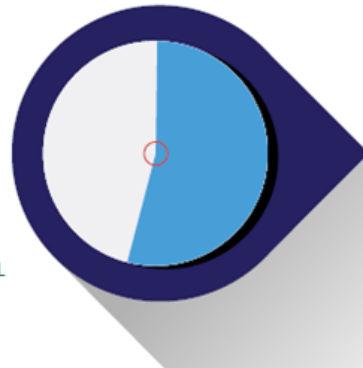
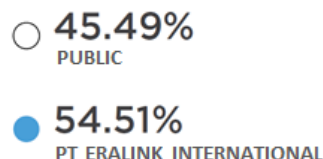
Financial Performance 9M 2019

Erajaya Profile

Highlights

- **Leading Retailer and Distributor** of mobile communication devices, IOT, gadgets, accessories, content and value added services
- **Market Leader** with approximately 35%* market share in Indonesia
- **Regionwide Coverage** with more than 1,100 retail stores, 80 distribution centers and more than 58,000 third party outlets as channels
- Included in **Various Indices of JSX** such as LQ-45, Jakarta Islamic Index, IDX30, IDXValue30, IDXGrowth30 and MSCI Small Cap Index

- **Shareholding Structure:**



Nationwide Omnichannel Network

Map of operations (as of 31 December 2019)

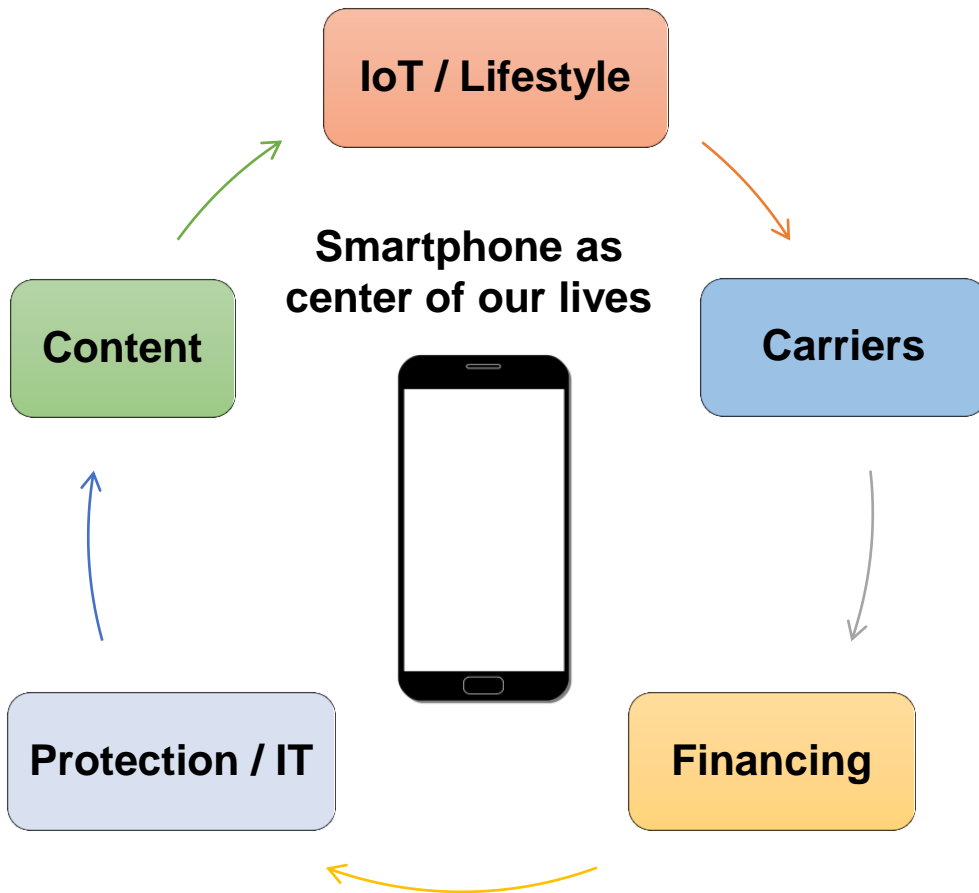


★ 1,134 retail outlets


★ 83 distribution centers

★ +/- 61,000+ 3rd party billed outlets


Holistic Value Proposition to Customers




IoT / Lifestyle




Content




Carriers



Protection / IT



Financing



Portfolio of Products in Digital-technology Lifestyle



GoPro



DJI



Garmin



JUUL



Phillips Hue



WPS Office

Next Generation Retail Store Concept

Erafone Megastore 3.0 Concept Store



MS 3.0 Mall Kelapa Gading



MS 3.0 Bali



MS 3.0 Kemang

Continuous Brand Awareness Campaigns

Brand development program through events



Events: iBoxing Weeks, Gadget Invasion Week, Indocomtech, Samsung Galaxy Land, Pekan Raya Jakarta and others

Agenda



Erajaya Today

Financial Performance 9M 2019

9M 2019 Financial Performance

Income Statement (in IDR billion)	9M 19	9M 18	Growth
Sales	23,613	25,333	-6.8%
Cost of Goods Sold	21,763	22,992	-5.4%
Gross Profit	1,850	2,341	-21.0%
Gross Margin	7.8%	9.2%	
Operating Expenses	1,567	1,348	16.3%
Income From Operations	493	1,087	-54.7%
Finance Costs	254	235	8.1%
Net Income	166	637	-73.9%
Net Margin	0.7 %	2.5%	

9M 2019 Financial Performance

in IDR Billion	31-Sep-19	30-Jun-19	%
Current Assets			
Cash and Cash Equivalent	550	386	42.5%
Accounts Receivable	2,218	2,357	-5.9%
Inventories	3,455	4,632	-25.4%
Other Current Asset	989	1,391	-28.9%
Total Current Asset	7,212	8,766	-17.7%

Non Current Asset			
Fixed Assets - net	610	602	1.3%
Estimated Claim for Tax Refunc	825	626	31.8%
Intangible Assets	711	712	-0.1%
Other Non - Current Asset	469	434	8.1%
Total Non Current Assets	2,615	2,374	10.2%

Total Assets	9,827	11,140	-11.8%
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in IDR Billion	31-Sep-19	30-Jun-19	%
Current Liabilities			
Short-term bank loans	2,658	3,062	-13.2%
Accounts payable	2,013	3,017	-33.3%
Taxes payable	34	28	21.4%
Other current liabilities	122	100	22.0%
Total Current Liabilities	4,827	6,207	-22.2%

Non Current Liabilities			
Lease payables	0.8	0.9	-11.1%
Deffered Tax Liabilities	6.0	0.5	1100.0%
Long-term Employee Benefits	139	129	7.8%
Consumer Financing Payable	-	-	-
Total Non Current Liabilities	146	131	11.3%

Total Liabilities	4,973	6,338	-21.5%
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Equity			
Share capital	1,595	1,595	0.0%
Additional paid-in-capital	594	594	0.0%
Retained earnings	2,491	2,435	2.3%
Others	174	178	-2.2%
Total Equity	4,854	4,802	1.1%

Total Liabilities & Equity	9,827	11,140	-11.8%
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9M 2019 Financial Performance

Description	9M 19	9M 18
Net Debt (IDR billion)	2,110	4,578
Net Working Capital (IDR billion)	2,384	2,297
Net Debt/Equity	0.4	1.0
Net Working Capital/Net Sales	10.1%	9.1%
ROCE*	5.9%	14.6%

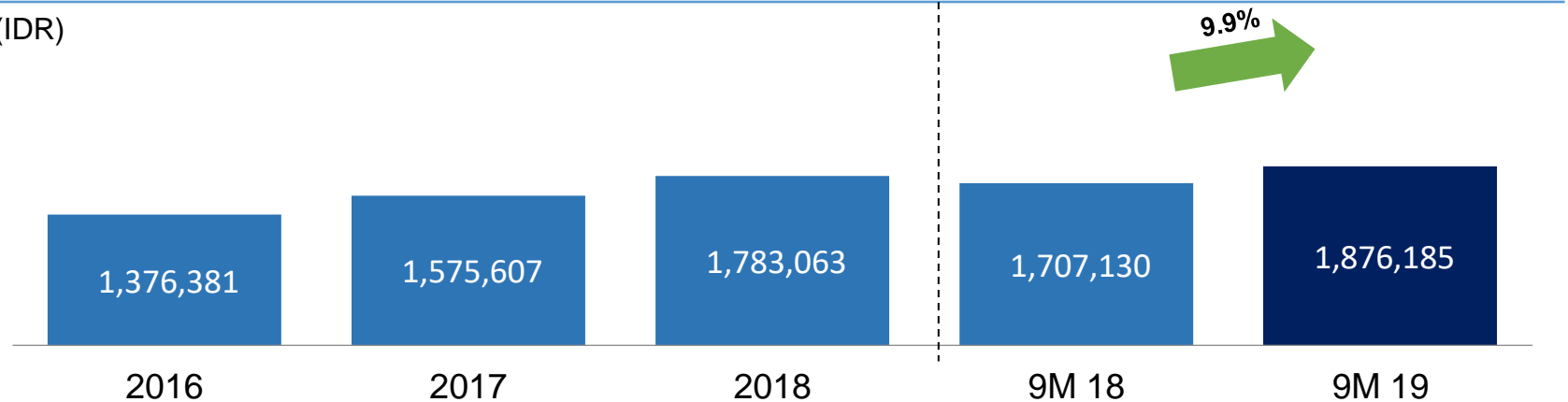
* 9 months period

Average Inventory days	64	58
Average Trade Receivable days	15	14
Average Trade Payable days	28	28
Cash Conversion Cycle (CCC)	51	44

9M 2019 Financial Performance

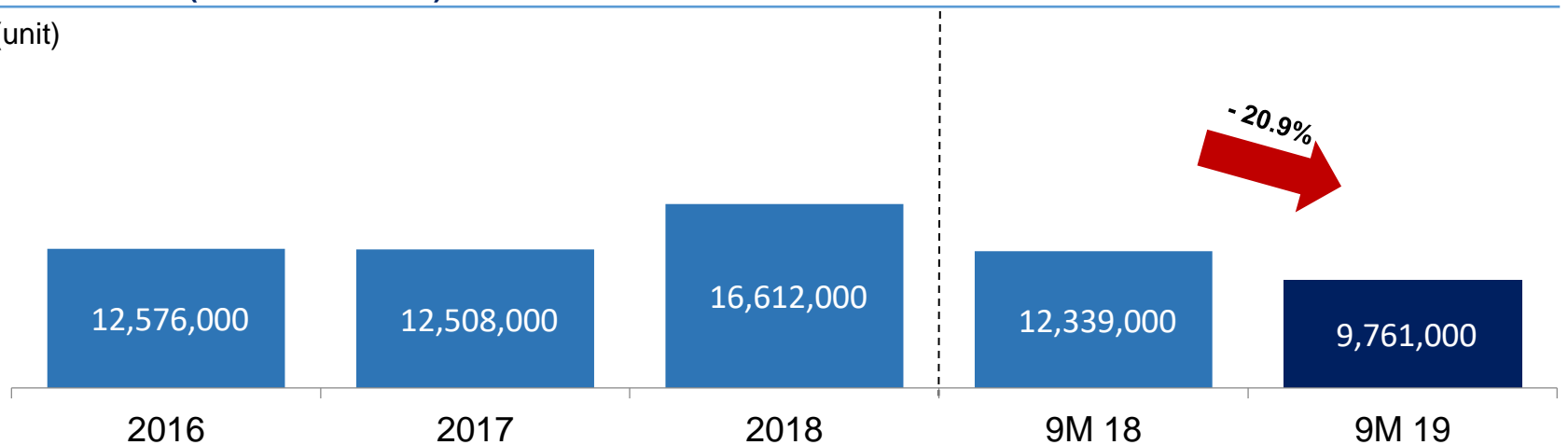
Average Selling Price (mobile handsets)

(IDR)



Sales Volume (mobile handsets)

(unit)



Thank you



Business Company

Invoice No. 123456789

Date: 12/31/2016

Customer: ABC Corp.

Item	Quantity	Unit Price	Total
Product A	100	10.00	1000.00
Product B	50	20.00	1000.00
Product C	25	40.00	1000.00
Product D	12.5	80.00	1000.00

Region	2015	2016	% Growth
Europe	2,568,790	2,511,566	-2.2%
Product A1	976,819	971,104	-0.6%
Product A2	123,000	123,000	0.0%
Product A3	42,104,545	42,104,545	0.0%
Product A4	179,984	179,984	0.0%
Product A5	600,164	600,164	0.0%
Product A6	244,833	244,833	0.0%
Product A7	75,301	75,301	0.0%
Product A8	845,609	845,609	0.0%
Product A9	503,980	503,980	0.0%
Product A10	43,000	43,000	0.0%
Product A11	481,771	481,771	0.0%
Product A12	182,706	182,706	0.0%
Product A13	8,587,284	8,587,284	0.0%
Total	12,337	12,337	0.0%

Product	2015	2016	% Growth
Product A - Europe	152	150	-1.3%
Product A - Asia	338	334	-1.2%
Product A - Americas	26,509	26,509	0.0%
Product A - Africa	87,256	87,256	0.0%