



**GROW**  
2022 & Beyond

## 1H/2Q22 UNAUDITED RESULT

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# OVERVIEW OF MAP GROUP

**2,837**

Retail Stores\*

+ **26 online stores**

+ Presence in 3<sup>rd</sup> party online stores

**150+**

World Class Brands

**110+**

Retail Concepts

**79**

Cities

**22,279**

Employees



**MAP CLUB**

**MAP**  
GIFT VOUCHER

**MAP RETAIL ACADEMY**



\* Data includes Burger King and Domino's Pizza

# MORE THAN 150 EXCLUSIVE BRANDS

## ENTERTAIN OUR SHOPPERS 24 HOURS A DAY





# MAP RETAIL FOOTPRINT 1H22



	No. stores	Space (sqm)
<b>CONSOLIDATED</b>	<b>2,457</b>	<b>938,261</b>
<b>DEPT STORE</b>	<b>58</b>	<b>351,963</b>
<b>SPC. STORE</b>	<b>1,700</b>	<b>399,000</b>
<b>ACTIVE</b>	1,214	250,139
<b>FASHION &amp; BEAUTY</b>	432	139,993
<b>DIGITAL</b>	49	6,015
<b>OTHERS</b>	5	2,853
<b>F &amp; B</b>	<b>657</b>	<b>176,285</b>
<b>OTHERS</b>	<b>42</b>	<b>11,013</b>

Exclude:

**175** Burger King & **205** Domino's Pizza



# **1H/2Q 2022 FINANCIAL HIGHLIGHTS**



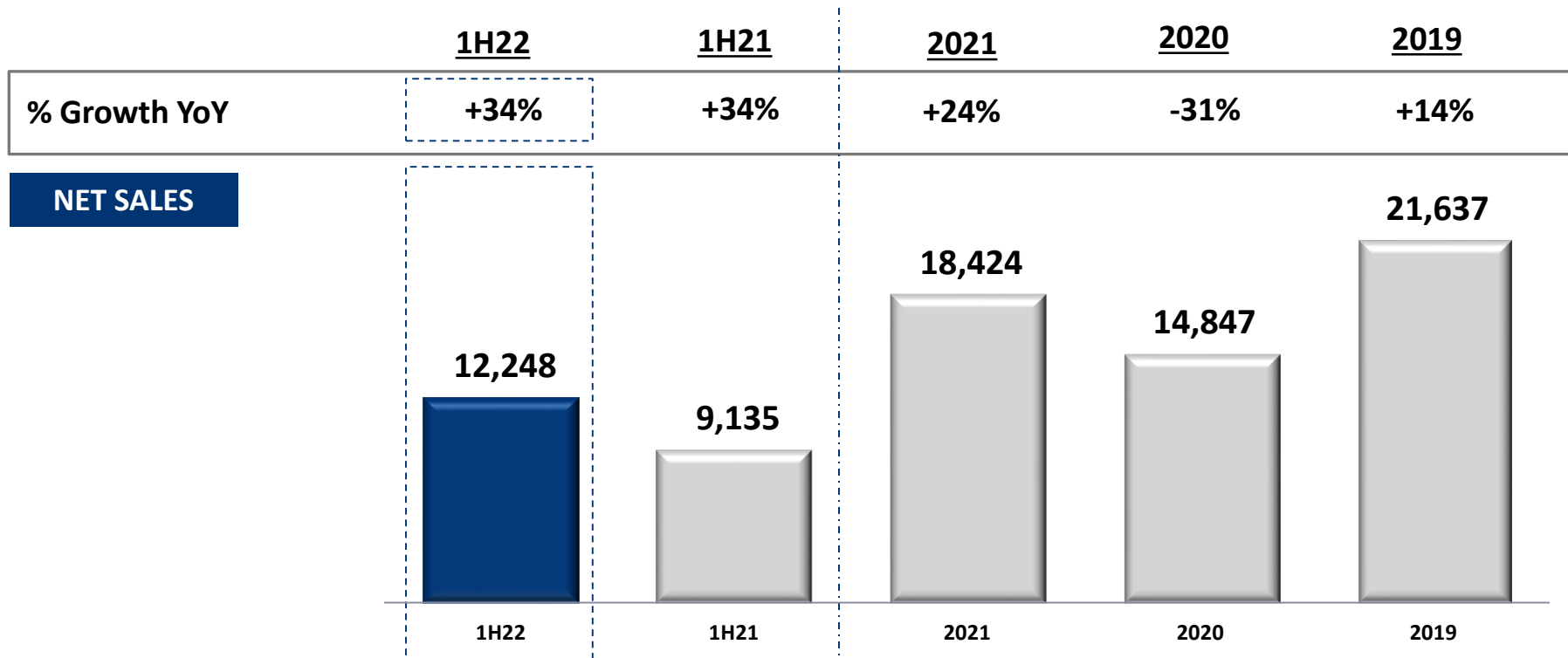
# FINANCIAL HIGHLIGHTS (IDR bn, %)

	1H22	1H21	Growth (%)	2Q22	2Q21	Growth (%)
Net sales	12,248	9,135	34.1%	6,615	4,822	37.2%
Gross Profit	5,432	3,896	39.4%	3,018	2,099	43.8%
GPM (%)	44.4%	42.7%		45.6%	43.5%	
EBIT	1,324	684	93.6%	836	496	68.4%
EBIT Margin (%)	10.8%	7.5%		12.6%	10.3%	
EBITDA	2,401	1,775	35.2%	1,375	1,048	31.2%
EBITDA Margin (%)	19.6%	19.4%		20.8%	21.7%	
Net Profit (Loss)	1,199 <sup>*)</sup>	288	316.3%	622	270	130.7%
NPM (%)	9.8%	3.2%		9.4%	5.6%	

<sup>\*)</sup> After PSAK 73/ IFRS 16

<sup>\*\*)</sup> Include gain on BK partial divestment in 1Q22 of Rp282.75 billion

# NET SALES & GROWTH (IDR bn, %)



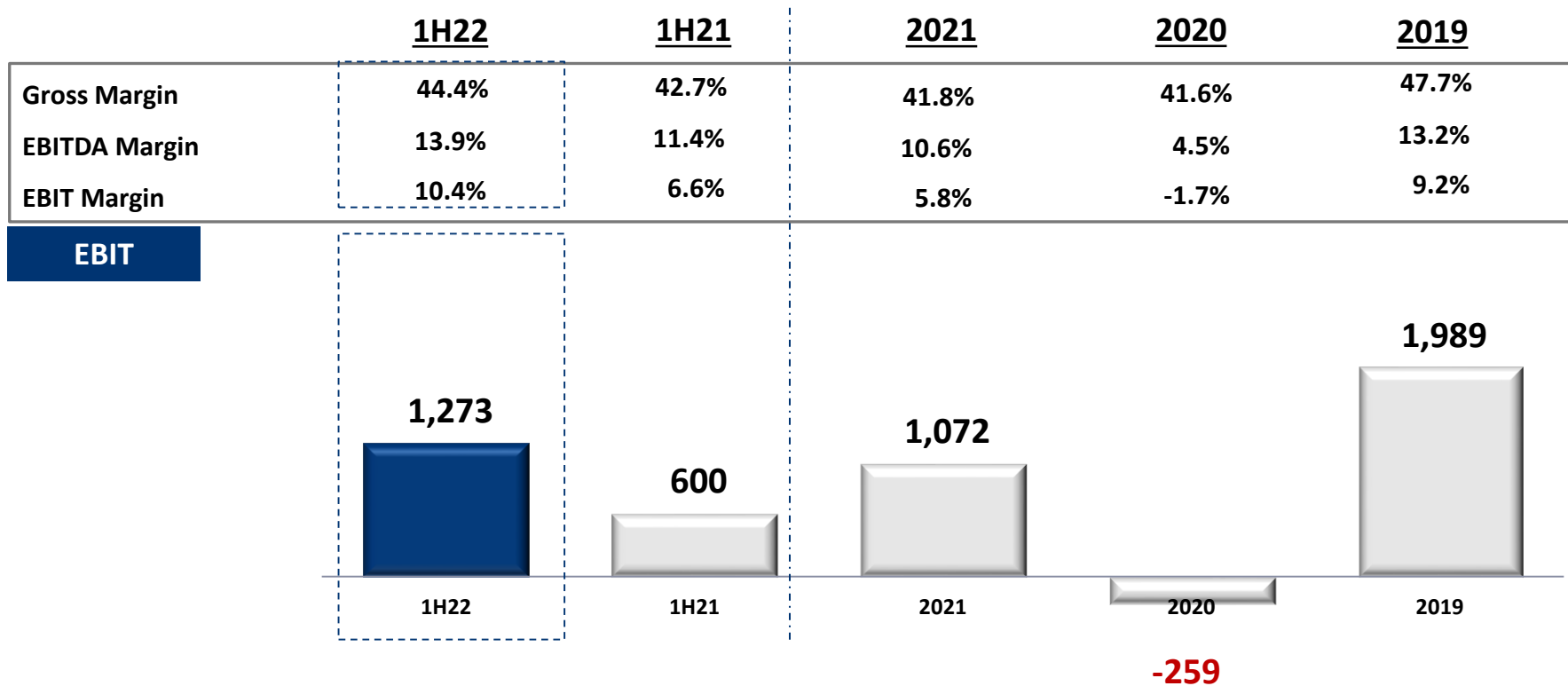
# OPERATIONAL EXPENDITURE \*

(as % of sales)

	1H22	1H21	2021	2020	2019
<b>NET SALES</b>	12,248	9,135	18,424	14,847	21,637
<b>LABOUR</b>	11.4%	11.9%	12.0%	14.8%	12.8%
<b>RENTAL</b>	9.7%	9.2%	8.7%	11.1%	11.1%
<b>DEPR. &amp; AMORT.</b>	3.4%	4.7%	4.7%	6.1%	3.9%
<b>UTILITIES</b>	1.3%	1.5%	1.4%	1.8%	1.4%
<b>A &amp; P</b>	1.2%	1.5%	1.6%	1.3%	1.4%
<b>OTHERS</b>	7.1%	7.3%	7.6%	8.4%	7.8%
<b>TOTAL OPEX</b>	34.0%	36.1%	36.0%	43.4%	38.5%

\*) Prior PSAK 73/ IFRS 16

# PROFITABILITY\*) (IDR bn, %)

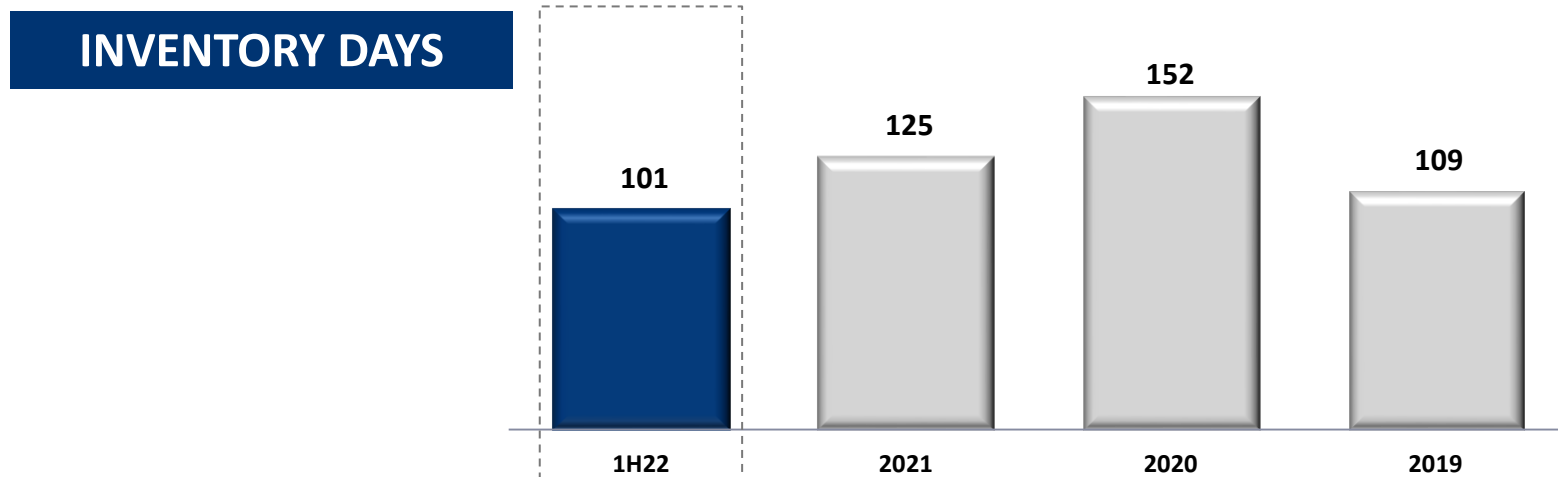


\*) Prior PSAK 73/ IFRS 16



# INVENTORY LEVEL (Days, IDR bn, %)

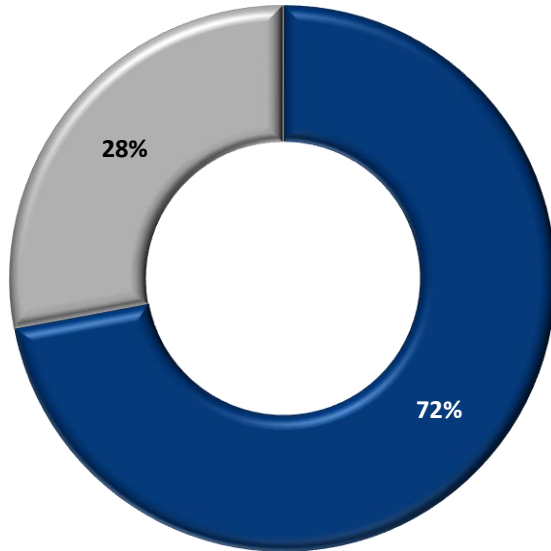
	<u>1H22</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Aging inventory > 6 month	29%	43%	38%	23%



The higher margins in the period reflected the Group's extensive investments into data analytics and merchandise planning programs. This unlocked new potential to sharpen deeper product buys against the businesses best-selling brands and products. This created a revitalized product supply engine that drove higher sales throughput, higher margins, and reduced clearance and aging merchandise.

# DEBT STRUCTURE & LEVERAGE (IDR bn, %)

## DEBT PROFILE

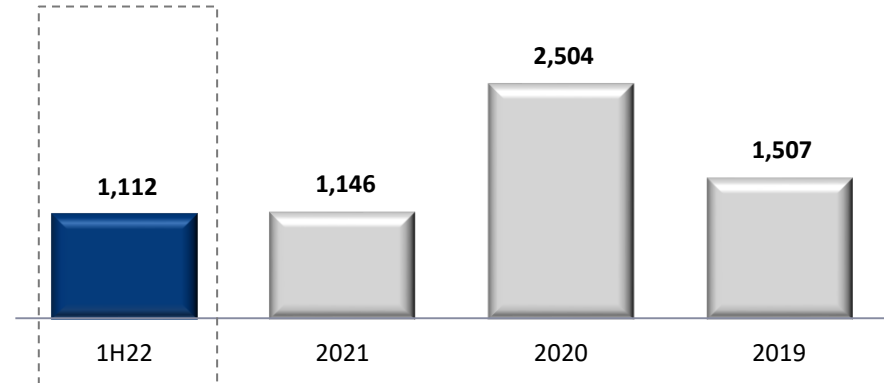


- Loan with Floating Interest Rate
- Loan with Zero Coupon

## LEVERAGE\*

	<u>1H22</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Net DER	-24.8%	-23.0%	-4.4%	-4.2%
Blended CoF	5.3%	5.4%	6.6%	6.9%

## GROSS DEBT

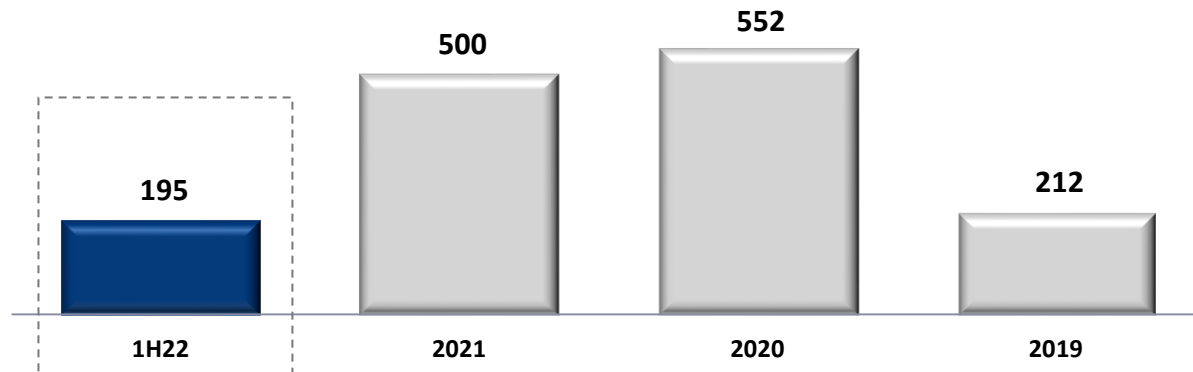


\*) Exclude zero coupon bond (GA)

# FINANCIAL CHARGES STRUCTURE (IDR bn)

	<u>1H22</u>	<u>2021</u>	<u>2020</u>	<u>2019*</u>
Interest expense on loans	56	193	214	171
Amortized interest on zero coupon bond	14	28	29	41
Interest expense on lease liabilities (non-cash item)	125	279	309	-

## FINANCE CHARGES



\*) no restatement for FY19 book (still based on old standard PSAK 30)

# BALANCE SHEET (IDR bn)

ASSETS	As of 30 Jun22	As of 31 Dec21	As of 31 Dec20	LIABILITIES & EQUITY	As of 30 Jun22	As of 31 Dec21	As of 31 Dec20
Cash & equivalents	3,159	2,778	2,788	Bank loan	1,112	1,146	2,504
Account Receivables	684	606	508	Account Payable	2,364	2,521	2,486
Inventories	4,115	3,731	3,715	Bonds Payable	419	404	376
Property, Plant, Equipment	3,633	3,587	3,926	Lease Liability	3,524	3,548	3,918
ROU Asset	3,450	3,582	4,067	Other Liabilities	2,290	2,068	1,867
Other Assets	2,933	2,499	2,646	Equity & Minority Interest	8,264	7,096	6,499
<b>TOTAL ASSETS</b>	<b>17,974</b>	<b>16,783</b>	<b>17,650</b>	<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>17,974</b>	<b>16,783</b>	<b>17,650</b>

# STRATEGY FOR 2022 AND BEYOND

## Our **4** Pillars of Growth

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# OUR **4** PILLARS OF GROWTH

Maximizing brand possibilities to be the leading one-stop shop for multi-channel retail sales & marketing:

- 1. Unifying Retail Purchase Options**
- 2. Launch Regional Branded Commerce**
- 3. Execute Digital Change**
- 4. Strategic Partnerships**



# Pillar 1: Unifying Retail Purchase Options

- Integrated data driven digital ecosystem
  - Online & offline stores to service our shoppers 24 x 7
- Multi-channels to service customers nationwide via offline, online, chat & buy and marketplace channels



# Pillar 2: Launch Regional Branded Commerce

- Managing & marketing major brands
- Unifying offline + online + all retail touch points to maximize sales potential.

## INDONESIA



[zara.com/id](https://www.zara.com/id)

**ZARA**



[converse.id](https://www.converse.id)

**CONVERSE**

## VIETNAM



[zara.com/vn](https://www.zara.com/vn)

**ZARA**



**digibox**

## PHILIPPINES



**new balance**

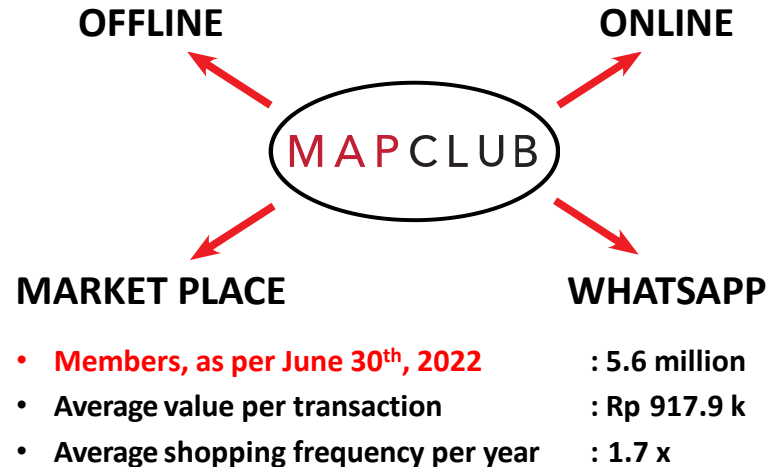
## Pillar 3: Execute Digital Change

- Integrated data driven digital ecosystem
- To refine our planning, purchasing, selling & speed to market across ASEAN

### a. **MAP CLUB** – One power App for branded shopping

A retail community App which aggregates all MAP's commerce & customer collaboration in one ecosystem.

**ALL BRANDS**  
**ALL SALES CHANNELS**  
**ALL RETAIL CATEGORIES**  
**eMONEY & INCENTIVES**



## **Pillar 3: Execute Digital Change** (Cont'd)

### **b. Endless Aisle (Save The Sale)**

- A process to optimize the company's inventories by online access to all stores and DC stocks nationwide.
- When a size or color is not available, staff can utilize PDT to fulfill from alternate destinations.
- Product is then dispatched to the customer address.



### **c. BluTab Technology**

A proprietary O2O technology that assists online shoppers with faster deliveries by fulfillment from a store closest to their address.



# DIGITAL RETAIL STORES

## MAP CLUB

### ACTIVE

- Planet Sports.Asia
- Foot Locker
- Converse
- Crocs
- Skechers
- Reebok
- New Balance
- Linea Shoes
- Kidz Station

### FASHION

- Zara ID
- Zara VN
- Massimo Dutti ID
- Massimo Dutti VN
- Pull and Bear
- Stradivarius
- Bershka
- Zara Home
- Lacoste
- Mango
- Tumi
- Sephora
- Marks & Spencer

### DIGITAL

- Digimap

### OTHERS

- Kinokuniya

### WHATSAPP CHAT & BUY

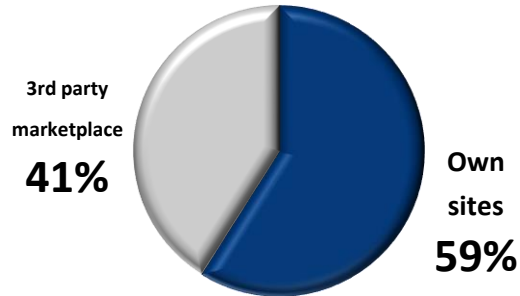
### 3<sup>rd</sup> PARTY MARKETPLACES

- Shopee
- Tokopedia
- Zalora
- JD.id
- Lazada
- Blibli

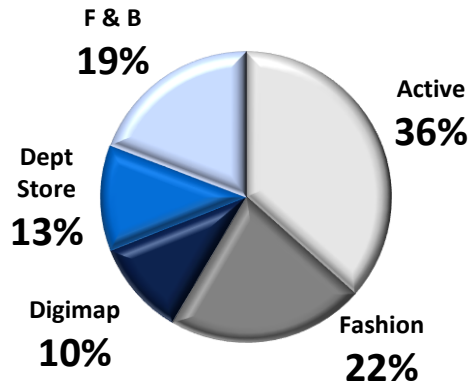


# DIGITAL PERFORMANCE (IDR bn, %)

## CONTRIBUTION BY CHANNEL

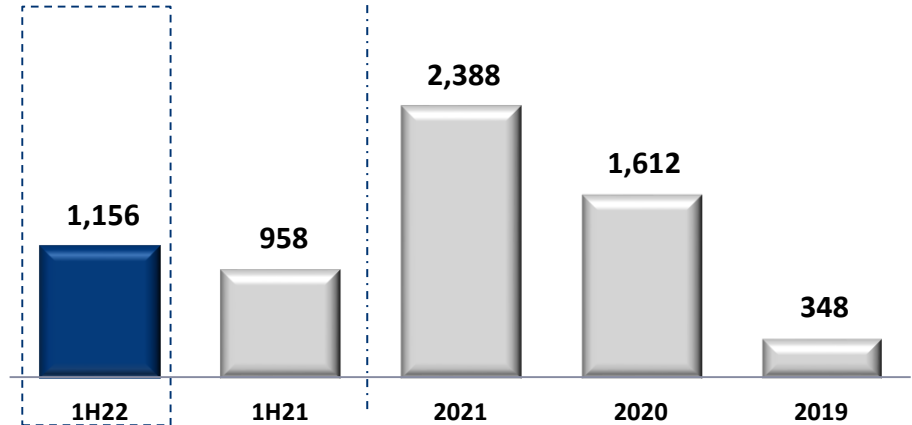


## CONTRIBUTION BY SEGMENT



## DIGITAL SALES PERFORMANCE

	1H22	1H21	2021	2020	2019
Contribution	9.4%	10.5%	13.0%	10.9%	1.6%



1H22 Sales Contribution

**9.4%**

1H22 Growth YoY (%)

**20.7%**



## Pillar 4: Strategic Partnerships

### Foot Locker

Long term partnership with Foot Locker for omni channel retail in the markets of Indonesia



### Subway

- A new major addition to MBA's brand portfolio
- 27 stores in Indonesia (end of June 2022)



### Digibox in Vietnam

- Launch on 9<sup>th</sup> April 2022
- Offer an extensive range of Apple products including iPhone, iPad, Apple Watch, Mac and other Apple accessories.





# S U S T A I N A B I L I T Y



# MSCI ESG RATINGS<sup>\*)</sup>

## COMPARISON WITH GLOBAL PEERS (RETAIL)

Industria de Diseno Textil, S.A.	AAA
The Home Depot, Inc.	AA
Lowe's Companies	AA
Amazon.com, Inc.	BBB
Alibaba Group Holding Limited	BBB
<b>PT Mitra Adiperkasa Tbk</b>	<b>BB</b>
Lotte Shopping Co., LTD.	BB
Central Retail Corporation PCL	BB

**\*) As per 21 June 2022**

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## PT MITRA ADIPERKASA TBK Retail – Consumer Discretionary | ID

	Weight	Score
<b>Environment</b>	18%	3.4
Product Carbon Footprint	9%	2.4
Raw Material Sourcing	9%	4.4
<b>Social</b>	<b>49%</b>	<b>4.8</b>
Labour Management	18%	5.0
Privacy & Data Security	17%	6.0
Chemical Safety	14%	3.0
<b>Governance</b>	<b>33%</b>	<b>4.0</b>
Weighted Average Key Issue (WAKI) Score		<b>4.3</b>
Average Industry WAKI		<b>5.3</b>
MAPI Industry Adjusted Score*		<b>3.4</b>

\*Industry Adjusted Score is not updated yet, last update: 2 November 2021

# THE SUSTAINABLE DEVELOPMENT GOALS



# 3 PILLARS OF SDGs





# GOVERNANCE





# Sustainability Reports

MAP Group has published our first Sustainability Reports which contained information on our contribution to the SDGs and our efforts in building a sustainable business.

The report can be downloaded in:

- <https://www.map.co.id/investor/details/>
- <https://mapactive.id/investor/>
- <https://www.mbai.co.id/en/investors/>

Our group will continue to publish this report annually



**Our 2021 Sustainability Reports**

# Governance (G) – Compliance to Regulations

As a Public Listed Company, we comply with regulations from Indonesia Stock Exchange (IDX), Financial Services Authority (OJK), and other relevant regulators.

## Some of our responsibilities are:

- Submit monthly shareholder report to IDX
- Submit quarterly, 1H, 9M, FY financial report
- Conduct AGM and Public Expose
- Disclosure of Corporate information
- Conduct Management meetings regularly
  - a. BOD meeting
  - b. BOC meeting
  - c. BOC BOD meeting
  - d. Audit Committee meeting
- Set up corporate committees:
  - a. Internal Audit – include store review
  - b. Audit Committee
  - c. Nomination and Remuneration Committee
- Produce and publish Annual Report
- Produce and publish Sustainability Report



**Our 2021 Annual Reports**

# Governance (G) – Brand Partners ESG Achievements/Ratings

## Brands

**INDITEX**

AMOREPACIFIC



**DIADORA**

## ESG Achievements/ Ratings

**MSCI**  
ESG RATINGS



CCC	B	BB	BBB	A	AA	AAA
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**MSCI**  
ESG RATINGS



CCC	B	BB	BBB	A	AA	AAA
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Green Building –  
Distribution center in California



## Brands

**SEPHORA**



## ESG Achievements/ Ratings



**Forbes**

Forbes 2020 America Best  
Employers for Women

**MSCI**  
ESG RATINGS

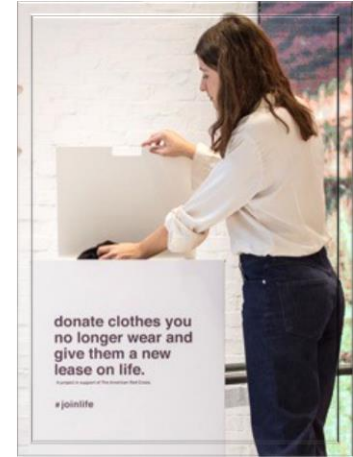


CCC	B	BB	BBB	A	AA	AAA
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**40%**

Less carbon emission in 2020  
(compared to 2015 emission)

# PLANET/ENVIRONMENT



## “The Green Champions”



- In total of **88 Employees** have volunteered to become Green Champions
- The Green Champions are **committed to implement sustainable practices** in their daily activities
- The Green Champions also remind and encourage other employees to **implement more sustainable lifestyle**



# Planet (E) – Single Use Plastic Reduction



## "No Plastic Use" Campaign



Starting 1 July 2020, The Foodhall is not providing single-use plastic bag anymore to support DKI Jakarta's regulation on plastic bags usage.



## Encourage Tumbler Usage



## Starbucks X 3.1 Phillip Lim Collection



Bees

Coral

Rainforest

## % of Non-single Use Plastic Bags FY 2021:

<b>85%</b> Fashion*	<b>100%</b> Kids and Active	<b>99%</b> F&B
<b>100%</b> Department Stores	<b>100%</b> Digital & Others (Digimap, Kinokuniya)	

**TOTAL: 36,570,575 (99%)**  
paper or non woven bags  
from total shopping bags of 36,976,475



\* Remaining plastic bags are biodegradable plastic bags (mostly in outstation)

\*\* Remaining plastic bags are used by Genki Sushi

\*\*in compliance to Pergub DKI Jakarta No 142 Year 2019

# Planet (E) – Single Use Plastic Reduction



**MAP**  
Mitra Adiperkasa



## Starbucks Greener Nusantara Program (since 2019)

Plastic Straws Replaced  
by Paper Straws



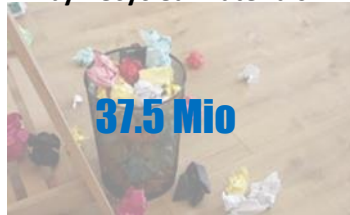
Plastic Utensils Replaced  
by Biodegradable Materials



Plastic Stirrer Replaced  
by Wooden Straws



Single Use Tissue Replaced  
by Recycled Materials



Less Plastic Bottles by  
Utilizing Glass Bottle



Single Use plastic Cups  
Replaced by 100% Recycled  
Cups



## Starbucks Collaboration with Surya Indoplastik (since Apr 2021)

Used rPET collected will be recycled by PT Surya Indoplastik into new rPET cups creating closed cycle in our plastic cup lifecycle



**299 Kg**

Plastic Cups Collected and Recycled by FY21

\* Data FY21

# Planet (E) – Fresh Water Availability



## “Planet Water Partnership”



14<sup>th</sup> Aqua tower installation in SDN 6 Pemenang Barat, North Lombok



Since 2011, **14 Aqua Towers** (clean water filtration system) has been built in **6 locations** (Bali, Bekasi, Lombok, Medan, Surabaya, and Tangerang). Pumps, pipes and filter provided access to clean water for over one thousand people



14<sup>th</sup> Aqua tower installation in Pondok Pesantren Al-Ijtihad, Danger, East Lombok



# Planet (E) – Energy & Emission Reduction



To “Reduce Energy”, we:



Encourage  
Virtual Meeting



Switch off office light & AC during  
lunch break & after office hours



Utilize  
LED Bulb

**Digital Implementation and Integrated System  
to Reduce Paper Consumption**



**Robotic Process Automation (RPA)**

Simplify work process, improve accuracy,  
productivity and efficiency

**Solar Panel Installation  
to “Reduce Emission”**



- The first Starbucks Indonesia with solar panel installed at **Starbucks Drive-Thru Cipondoh**, started to operate in March 2021
- The solar panel provides 13% of the store electricity consumption every month.

**Electricity Consumption\*:**

FY 2020

FY 2021

**1.69** Gwh<sup>\*\*\*</sup>



**1.58** Mwh<sup>\*\*\*</sup>

**TOTAL ENERGY REDUCTION:**

**0.11** Gwh<sup>\*\*\*</sup> (-6.5% YoY)

**Electricity & Water Cost FY 2021\*\***  
(in Rp Million/ thousand sqm)

**288.1** vs **290.6** in FY20  
Reduced by **0.8%** YoY

\* Sahid Sudirman Center Office Only

\*\* Store & office

\*\*\* Gwh: Megawatt hour

# Planet (E) – Emission Reduction



## Plant Based Option

- Starbucks, Pizza Marzano , Genki Sushi and Subway have offered plant based option in the menu
- Aside of providing various health benefit to our customer, those plant based menu is also environmental friendly
- Producing meat and dairy based menu may cause higher emission, due to excessive land use during farming

# Planet (E) – Converse City Forest



Converse and PT Map Aktif Adiperkasa Tbk are working together with local artist to create a special mural, which created with special paint that can absorb emission and other air pollutant

**MAP**  
active



1



Jl. MH Thamrin Jakarta (Completed in 4 December 2020)

Mural Size: 13,6m x 2,8m (equals to 300 trees)

YTD 2021

**4 = 700**

Murals "Planted" Trees

2



Jl. RS Fatmawati, Jakarta  
(Completed in 6 March 2021)

Mural Size: 15m x 17m (equals to 177 trees)

3



Jl. Ir. H. Juanda, Jakarta  
(Completed in June 2021)

Mural Size: 6 m x 25 m (equals to 150 trees)

4



Jl. Raya Joglo, Jakarta  
(Completed in 13 March 2021)

Mural Size: 15m x 12m (equals to 73 trees)

# Planet (E) – Take Back Program



**ZARA**



Implementing Stores:

**66 stores**

All Zara stores in 5 cities (Jakarta, Bandung, Denpasar, Medan, Surabaya)  
+ All Zara Home, Massimo Dutti, Pull & Bear, Stradivarius, and Bershka Store

\*Other Inditex brands will implement soon



**464 kg**

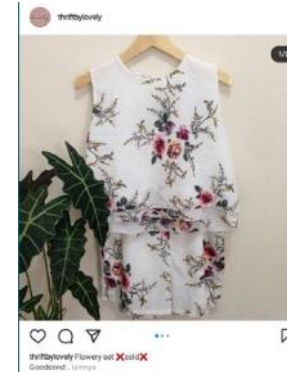
For donation



Used Clothes Collected

**3,506 kg**

Until Dec 2021



**909 kg**

Sold for second hand use, funds will be used  
for Sekolah Relawan operational funds  
(sold online only through various IG ex.  
Thriftbylovely, due to Pandemic)

**1,322 kg**

Down cycled  
(For pillow/couch stuffing)

**811 kg**

Up cycled  
(Totebag/Bandana)



# Planet (E) – Waste Management



**duitin**

Waste Management started at  
**18/10/2021**

Waste Collected and Recycled:

**950.13 kg**

FY 2021

Implementing Stores

**18**

FY2021

# Planet (E) – RAJAB Waste Reduction

Through Rumah Belajar Anak Bintang (RAJAB), our community development program, we also encourage sustainable lifestyle from the early age

## Plant vase from used fabrics



## Reusable bags from used plastic bags



## Reuse/recycling of used paper



RAJAB Panyocokan



RAJAB Kamojing



RAJAB Sukawening

# SOCIAL (PEOPLE & PROSPERITY)



17 PARTNERSHIPS FOR THE GOALS



16 PEACE AND JUSTICE



17 PARTNERSHIPS FOR THE GOALS



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



11 SUSTAINABLE CITIES AND COMMUNITIES



12 RESPONSIBLE CONSUMPTION AND PRODUCTION



13 CLIMATE ACTION



13 CLIMATE ACTION



14 LIFE BELOW WATER



14 LIFE BELOW WATER



15 LIFE ON LAND



15 LIFE ON LAND



8 DECENT WORK AND ECONOMIC GROWTH



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



10 REDUCED INEQUALITIES





# People (S) – Skills for the Future



## Our “Internal Training” consist of:



### MAP Retail Academy

Focused on soft skills and certification preparation

### Internal Trainings

Done By HR/Principals



### Online Platforms

Refreshments, sharing sessions, technical and soft skills

# SBU

### From SBU

Focused on technical skills

**85.08%** of our employees are High School Graduates. Professional trainings can help them grow their career path.

## MAP Retail Academy

The First Academy in Indonesia with professional retail certification

### The Unbeatable Benefits

#### 1. Part of Industry



Together with All Brands under MAP, including ZARA, Marks & Spencer, Skechers, Starbucks, etc., to provide real best practices, industry-standard learning & teaching, and practitioner.

#### 2. International Curriculum



We adopt and adapt International curriculum standards in the retail industry.

#### 3. Licensed by Government



Lembaga Sertifikasi Profesi (LSP) MAP is licensed by BNSP to be able to conduct assessment and release nationally recognized certificate.



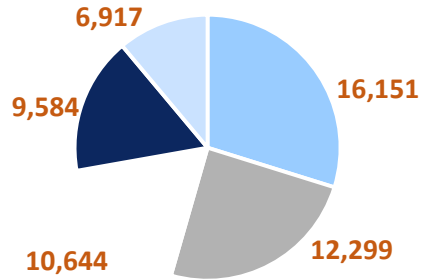
# People (S) – Online Training



**MAP**  
Mitra Adiperkasa

Employees Certified

**1,356**



Total Access of  
Online Training

**55.5 k**

External Training  
Session Participants

**899**

**i active**



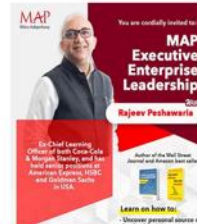
**iActive Access by end FY'21**

Materials	Sessions	Participants
Personal development	64	16,151
Well being	17	12,299
Selling skills	41	10,644
Leadership	41	9,584
Customer service	49	6,917
<b>Total</b>	<b>212</b>	<b>55,595</b>

\* Data FY 2021



**Motivational Session**  
**Merry Riana**



**Leadership Session**  
**Rajeev Peshwaria**

Modul Category	Total Modules	Total Access
Soft Skills	140	5,198
Technical Skills	224	5,177
New Systems	20	5,146
<b>TOTAL</b>	<b>384</b>	<b>15,512</b>

# People (S) – Quality Education for Public



## We Are Official Partner of The Government “Kampus Merdeka” Project



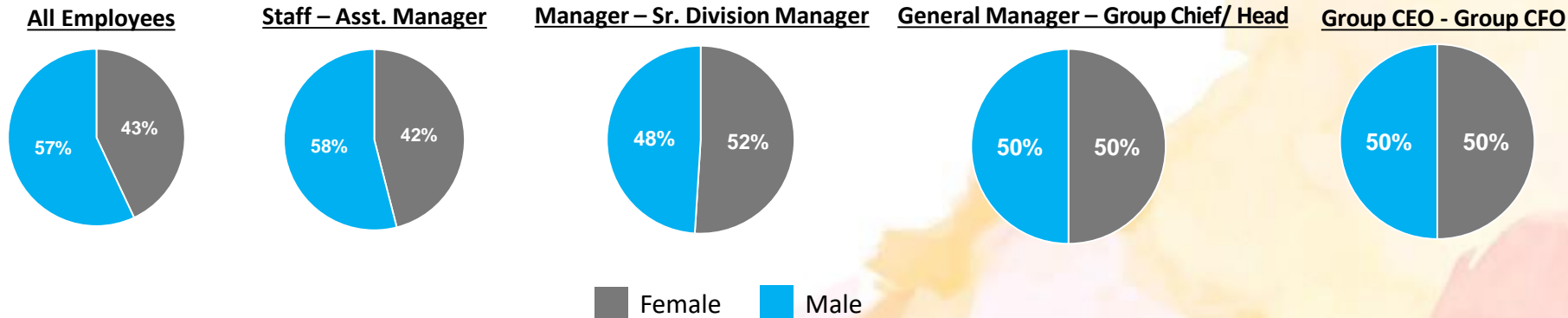
- **MAP retail academy** is an **official partner** for “**Certified Internship and Independent Study**”, a program under **Kampus Merdeka** project
- **Kampus Merdeka** Project is a program owned by Indonesia **Ministry of Culture and Education (Kemendikbud)**
- The program aims to equip student with a job ready skill, which hopefully will be beneficial for their career once they graduate
- The program launched in **23 August 2021** **99 students** are participating in **batch 1** of the program.
- The program continues to **batch 2** in February 2022. **92 students** are participating in batch 2

# People (S) – Edge Certification



- MAP passed the **EDGE Assess certification**
- **EDGE (Economic Dividends for Gender Equality)** is a global assessment tools and business certification for gender equality
- Edge Certificate measure **Gender Equality** through 4 components:
  - Gender Balance at all levels
  - Pay equity
  - The effectiveness of policies and practices to ensure equitable career flows for women and men
  - An inclusive culture

## Gender Composition per Dec 2021



# People (S) – Special Crew



## We aim to “Improve our Workplace” inclusion



**SUNYI BERSUARA**

Mendekati Hari Disabilitas Internasional pada 3 Desember, kami memulai #SunyiBersuara sebagai bentuk dukungan kepada mereka yang tidak bersuara, yaitu para teman Tuli.

Kesempatan kerja adalah hak semua orang, tidak terkecuali Teman Tuli dan penyandang disabilitas lainnya.

Kami sudah memulai langkah kecil, dan ingin mengajak teman-teman untuk turut serta membiasakan kesetaraan di tempat kerja.

Kunjungi,  
**SunyiBersuara.id**

karena yang sunyi dan tidak bisa mendengar juga berhak untuk bersuara dan didengar.

  
#SunyiBersuara  
#BersamaKitaBisa

**SUNYI BERSUARA**

**ORDER YOUR WAY**  
*You'll find them handy*

**1 MAU MAKAN APA?**  
Tunjuk gambar menu yang ingin dipesan

**2 BERAPA JUMLAH PESANAN?**  
1/2/3 Berikan informasi dengan jarimu

**3 MAKAN DIMANA?**  
Ditempat atau dibawa pulang?

**4 MAU BERTERIMA KASIH?**  
Katakan "terima kasih" dengan bahasa isyarat

... Jangan lupa bayar ya-

95 Special Crew (hearing and speaking impaired) in **Bali, Makassar and Jakarta** for equal opportunity

Burger King Sunset Road, **Bali**; Burger King Hasanuddin, **Makassar**; Burger King Skyline, **Jakarta**

# People (S) – Ensuring Food Safety



Attained **ISO 22000**  
– Food Safety Management System

## SOP

Implement clear  
**Standard Operating Procedure**  
of food handling, hygiene and sanitation



Provide clear  
**Halal Label**

For central production of:



F&B Brands that have obtained  
“Halal Certificate”

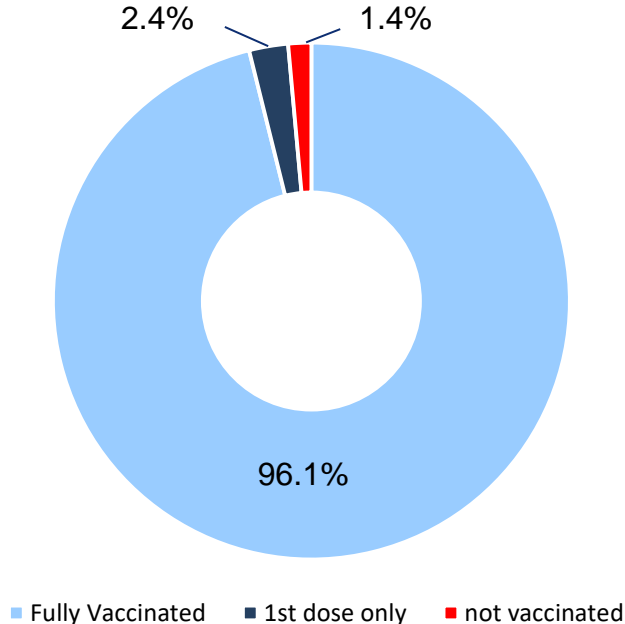


# People (S) – %Covid-19 Vaccination

FY 2021,

**98.56%** of MAP's employees

have already been vaccinated against COVID-19



DESCRIPTION	TOTAL
	% CONT
VACCINATED	
Fully Vaccinated	96.1%
Only 1st Shot	2.4%
<b>TOTAL VACCINATED</b>	<b>98.6%</b>
NOT YET	
Can't be Vaccinated	0.9%
Waiting to be Vaccinated	0.5%
<b>TOTAL NOT YET</b>	<b>1.4%</b>





## Rumah Belajar Anak Bintang (RAJAB)



PT Mitra Adiperkasa Tbk



Karang Taruna  
Jawa Barat



RAJAB is a **Community development program** which provides free character building education **for underprivileged children.**



This program, which was initiated in 2014, is **now operating in 7 villages in West Java.**



**Character building education program** is guided through 3 school subjects (Math, Science, & English), cultural education, field trip, and inspirational class.

To ensure the effectiveness of character building education, RAJAB also **engages with the students' parents, local community**, as well as **providing capacity building to its mentors.**

# Prosperity – Quality Education for Public

## “Community Store”

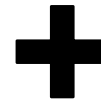


- The Community Store is **located in Tanah Abang**, the largest textile market in Southeast Asia
- **Thousands of young people** with limited access to education or career development opportunities live in Tanah Abang
- This Store will not only operate as a coffee shop, but it also **house rooms for workshop and classes**

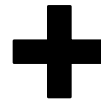
- **Part of the store revenue** will also be used to **support the activities** done in the workshop and classes
- **Most of the workers in this community store** also comes from the Tanah Abang Community



PT MAP Boga Adiperkasa, Tbk



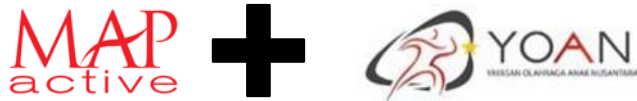
Yayasan Sahabat Anak



Indonesia Street  
Children Organization



## Partnership with “Yayasan Olahraga Anak Nusantara (YOAN)”



- **YOAN is a sports foundation** that involves in coaching young athletes properly, carrying the concept: **“Build people through sports”**.
- **This program aims to:**
  - Spread active and healthy lifestyle
  - Enhancing the love of sports through sports competitions
  - Further train and build young athletes character to help them achieve a better future



**YOAN event with Triyaningsih**  
Olympian and SEA Games Gold Medals  
5K, 10K, and Marathon

## Working together with small and medium enterprise that wants to “Create Positive Impact”



Kreskros



ALUN ALUN  
INDONESIA  
Inspiring Innovations

- Their products utilize plastic and textile waste
- The Company also engage with the local community (near Ambarawa, Central Java), especially woman in creating their products



### OUT OF ASIA

- Main factory: Bantul (Jogjakarta)
- Employ 3,000+ artisans in 4 islands (Bali, Java, Lombok, Sumatera)
- Export to over 20 countries worldwide
- Main clients: Zara Home, Body Shop, H&M Home, etc

# Prosperity – Department Store & Benih Baik



**MAP**  
Mitra Adiperkasa

**MAP**  
Mitra Adiperkasa

**MAP CLUB**



**BenihBaik.com**

## SOGO Help Kids in Hunger



**IDR 2,268,695,022**

Total Funds Collected

15 October 2020 – 15 January 2021  
Donation Period

According to UNICEF, worldwide child malnutrition case increased by 15% during the COVID-19 Pandemic

The fund will be used for:

- Provide food for children in need

## SOGO Peduli Covid – 19



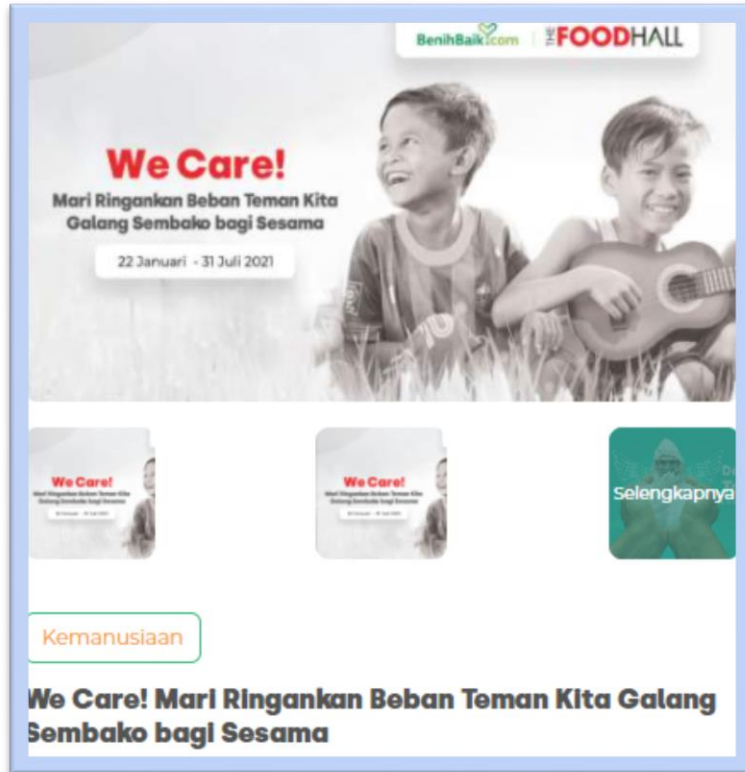
**IDR 1,841,263,096**

Total Funds Collected (YTD Apr 2021)

15 January – 5 April 2021  
Donation Period

To help mitigate COVID-19 Pandemic, the fund will be used for:

- Provide personal protective equipment for medical workers
- Provide free PCR test for community



## The FoodHall “We Care!” Campaign

- To ease the impact of COVID 19 Pandemic, **IDR 157 million** worth of basic groceries were distributed directly by The FoodHall in September & October 2020
- To create more sustainable impact, The FoodHall is collaborating with BenihBaik.com for the next program
- Customers can choose to donate in kind or cash
- 1<sup>st</sup> period started in 22 January 2021 – 31 July 2021
- After great response, the program is **extended to 31 July 2022**

**IDR 489,888,716**

Total Donation Collected (FY 2021)





# THANK YOU



## **INVESTOR RELATIONS CONTACT DETAILS:**

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and Sustainability for MAP Group

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**Febby Stephanie**

Investor Relations Manager

Email : [Febby.Stephanie@map.co.id](mailto:Febby.Stephanie@map.co.id)

" This presentation material contains the latest financial information, business strategies and the prospective financial information of the Company. The business strategies are subject to changes due to uncertainties that could affect the business of the Company and are not within the Company's control. The prospective financial information is prepared based on the assumption made by the Company and is presented on a basis consistent with the accounting policies adopted by the Company and it reflects the current reasonable judgment of the Company regarding the expected conditions. The prospective financial information is based on a number of assumptions which are inherently subject to significant uncertainty due to factors, which are not within the Company's control. The Company's actual result may differ from such forecast and such differences may be material. Under no circumstances should this prospective financial information be regarded as a representation or warranty with respect to the achievement by the Company of any particular result and there can be no assurance that the business strategies will not vary."

# Appendix





# Appendix I: Company overview



# MILESTONES

## 1995

- **Incorporation**  
Started with Sports before venturing into Fashion and Lifestyle

## 1997

- Foray into **Kids products** (toys & apparel)

## 2002

- Diversified into **Food & Beverage** with Starbucks Coffee
- Started operations of **Garment Factory** in Gunung Putri, Bogor

## 2003

- Ventured into **Department Stores**



## 2004

- **IPO of MAP** (Listed on Indonesia Stock Exchange)



## 2005

- **Best Managed Company** in Indonesia - AsiaMoney



## 2007

- **Best Managed Company** in Indonesia - FinanceAsia



## 2011

- **Top 40 Companies** in Indonesia - Forbes Indonesia



## 2012

- **Most Admired Companies** in Indonesia - Fortune Indonesia
- **Best Capital Award** (nomination) - Indonesia Stock Exchange
- **#1 Retail Company** in Indonesia - SWA Magazine

## 2013

- **Nomination for Retailer of the Year (Emerging Market)** - World Retail Congress





# MILESTONES

## 2014

- **Most Powerful & Valuable Company** in Indonesia (Retail) – Warta Ekonomi
- **Corporate Social Responsibility (CSR) Award** – Finance Asia
- **Investor Relations Award** – FinanceAsia
- **Strategic partnership** with Everstone for Burger King and Domino's Pizza

## 2015

- **Most Admired Companies** in Indonesia (Retail) – Warta Ekonomi
- **Strategic partnership** with CVC for Active Division (MAA)
- Launch of **MAPEMALL.com**
- Launch of **MAP Club**
- Launch of **MAP Retail School**
- **Ventured into Vietnam** (First Zara Store in HCM City)
- **Strategic partnership** with General Atlantic for F&B (MBA)

## 2016

## 2017

- **IPO of MBA** (MAP Boga)
- **Further expansion in Vietnam**
- **Best Mid-Cap Company** in Indonesia (3rd placing) – FinanceAsia
- **Best CEO** – Obsession Media Group
- **Most Powerful Company** (Retail Trade) – Warta Ekonomi
- **"Best in CSR"** – Padmamitra Award from Jakarta Provincial Government

## 2018

## 2019

## 2020

## 2021

- **IPO of MAA** (MAP Active)
- **"Best in CSR"** – Padmamitra Award (National level) – for excellence in CSR from Indonesia's Ministry of Social Affairs and Forum CSR Kessos
- **Best in Corporate Communication** – SWA Group Magazine
- Launch **Planetsports.asia** & **Kidzstation.asia**
- **Ventured into new-age technology** with the launch of Digimap (Apple Premium Reseller)
- Launched **Zara.com/id** & **Zara.com/vn**
- **Launched Starbucks Dewata**, the biggest and one-of-a-kind Starbucks Reserve in South East Asia

- **Ventured into Philippines** (MAP Active)
- **Top 50 Companies in Indonesia** - Forbes Indonesia
- **Bank Indonesia's Best Corporate Statistics Respondent** – Bank Indonesia
- **PT Panen Lestari Indonesia "Best CASA (Dept. Store Merchant Category)"** – Bank Rakyat Indonesia



# ORGANIZATION STRUCTURE

## BOARD of COMMISSIONERS

**Sri Indrastuti Hadiputranto**  
Independent President Commissioner

**GBPH. H. Prabukusumo, S.Psi**  
Independent Vice President Commissioner

**Hendry Hasiholan Batubara**  
Commissioner

**Tan Enk Ee**  
Commissioner

## BOARD of DIRECTORS

**H.B.L. Mantiri**  
President Director

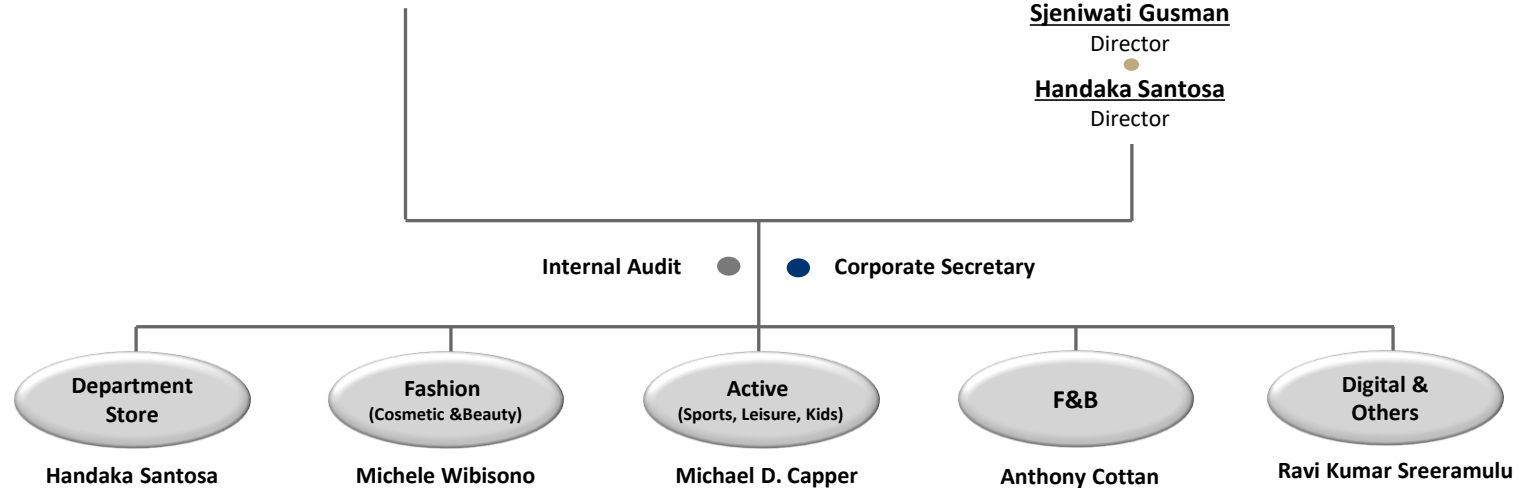
**V.P. Sharma**  
Vice President Director

**Susiana Latif**  
Director

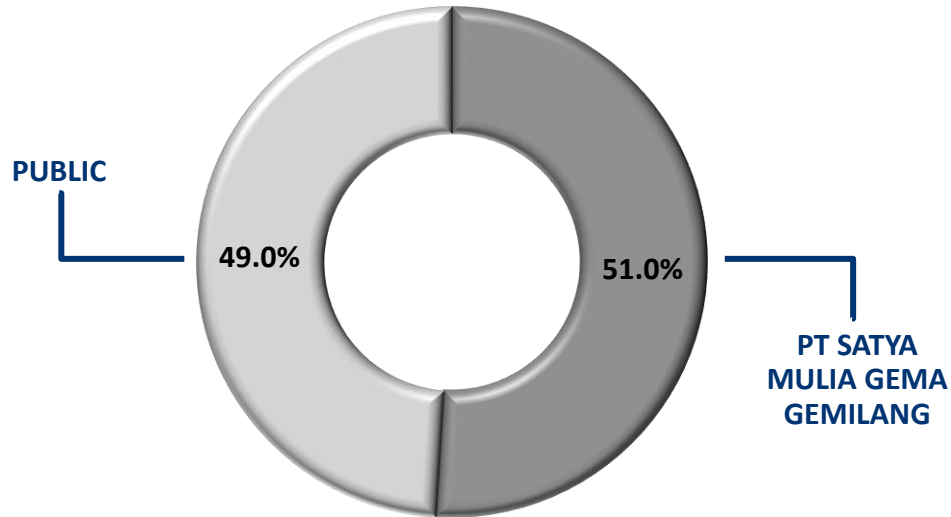
**Michael D. Capper**  
Director

**Sjeniwati Gusman**  
Director

**Handaka Santosa**  
Director



# SHAREHOLDER STRUCTURE



## MAP – as at 30<sup>th</sup> June 2022

Local Share Ownership	66.4%
Foreign Share Ownership	33.6%

Note: There is no affiliation between numbers of the board of Commissioners, the Board of Directors, or Majority and/or Controlling Shareholders.



# Appendix II: Financials

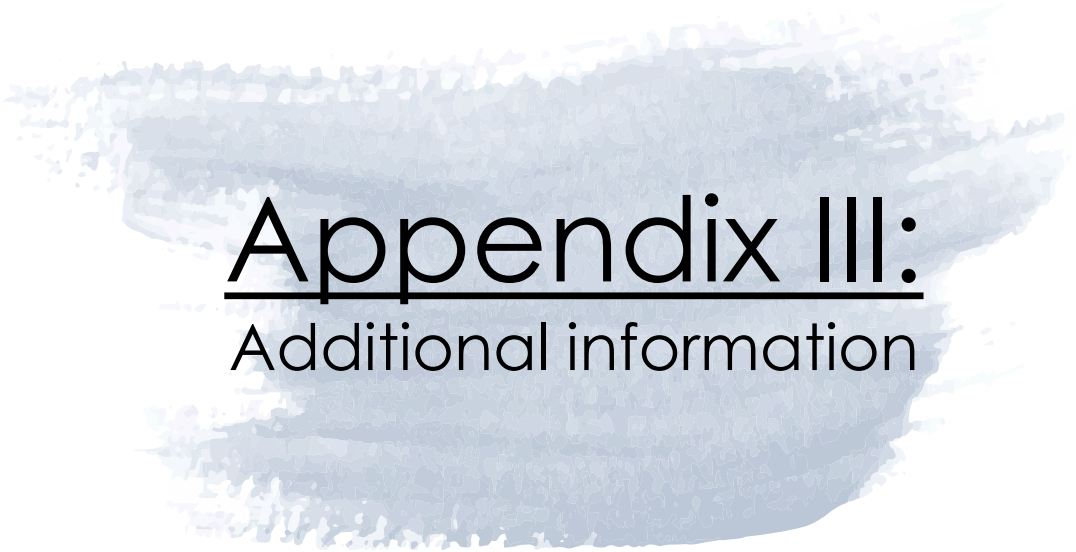
# FINANCIAL HIGHLIGHTS\* (IDR bn, %)

	1H22	1H21	Growth (%)	2Q22	2Q21	Growth (%)
Net sales	12,248	9,135	34.1%	6,615	4,822	37.2%
Gross Profit	5,439	3,902	39.4%	3,022	2,101	43.9%
GPM (%)	44.4%	42.7%		45.7%	43.6%	
EBIT	1,273	600	112.0%	819	455	80.0%
EBIT Margin (%)	10.4%	6.6%		12.4%	9.4%	
EBITDA	1,697	1,037	63.6%	1,033	672	53.8%
EBITDA Margin (%)	13.9%	11.4%		15.6%	13.9%	
Net Profit (Loss)	1,266**)	349	263.1%	644	302	113.5%
NPM (%)	10.3%	3.8%		9.7%	6.3%	

\*) Prior PSAK 73 (IFRS 16)

\*\*) Include BK partial divestment in 1Q22





# Appendix III: Additional information

# PSBB & PPKM TIMELINE

2020 – YTD 2022

