



PT SARIMELATI KENCANA TBK. PUBLIC EXPOSE 2022

JAKARTA / 24 NOVEMBER 2022

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COMPANY OVERVIEW

Snapshot



PT Sarimelati Kencana Tbk. ("SMK") (ticker IDX: PZZA) was established in 1987 and holds franchise agreement of Pizza Hut Indonesia from Pizza Hut Asia Pacific Holdings LLC. (Yum!).

SMK developed the Pizza Hut and PHD brands to become one of the most successful food franchises in Indonesia. By Mid November 2022, SMK currently operates combined number of **604 Outlets** across various regions of Indonesia.

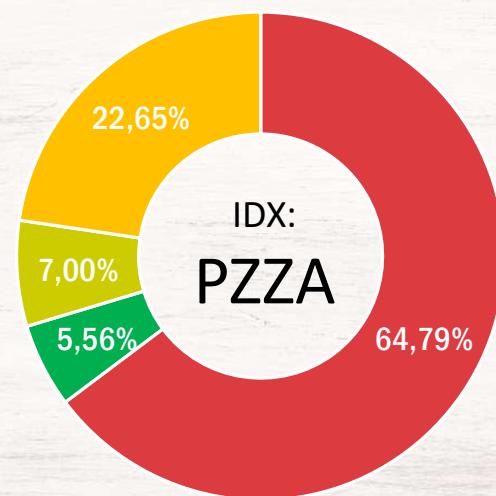
SMK also operates a pasta factory in Jakarta, a protein factory in West Java and dough ball facilities in West, Central and East Java, Bali, South Sulawesi, North and South Sumatra and Riau.

New factory in Cikarang has been operated since 2Q-20, to provide protein needs for the outlets. This facility is going to expand its production line to produce pasta, meet/cheese sauce, dough ball and vegetable processing factory to support operational activities of SMK.

Shares Highlights



Number of issued shares : 3,021,875,000



- PT Sriboga Raturaya
- Albizia ASEAN Opportunities Fund
- The Scottish Oriental Smaller Co. Trust
- Public



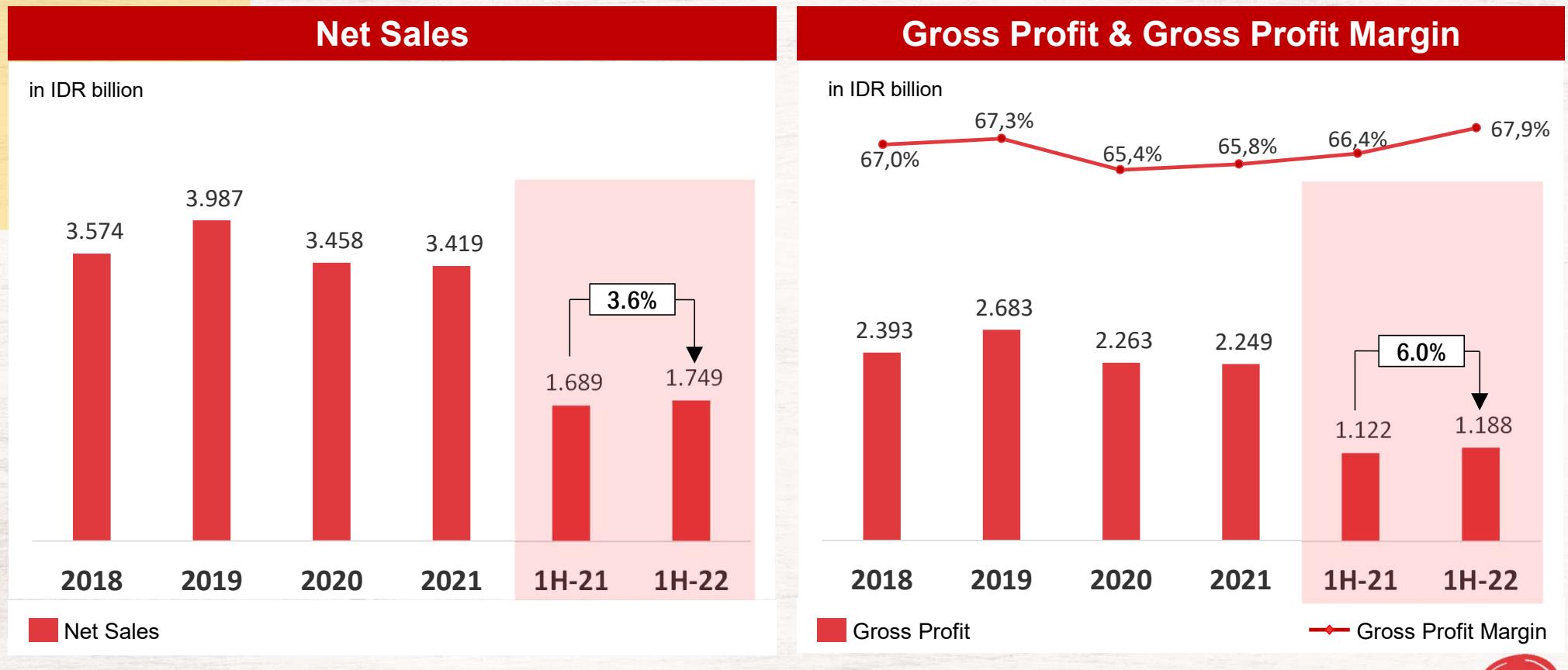
INCOME STATEMENT HIGHLIGHTS

in IDR billion

	1H-22	1H-21	YoY	2Q-22	1Q-22	QoQ
Net Sales	1,749.0	1,688.5	3.6%	896.2	852.8	5.1%
Gross Profit <i>Gross Profit Margin</i>	1,188.4 <i>67.9%</i>	1,121.6 <i>66.4%</i>	6.0% <i>1.5ppt</i>	607.8 <i>67.8%</i>	580.7 <i>68.1%</i>	4.7% <i>-0.3ppt</i>
Operating Profit <i>Operating Profit Margin</i>	11.3 <i>0.6%</i>	57.5 <i>3.4%</i>	-80.4% <i>-2.8ppt</i>	-0.2 <i>0.0%</i>	11.5 <i>1.3%</i>	-101.9% <i>-1.3ppt</i>
Net Profit <i>Net Profit Margin</i>	-5.9 <i>-0.3%</i>	31.5 <i>1.9%</i>	-118.8% <i>-2.2ppt</i>	-8.3 <i>-0.9%</i>	2.3 <i>0.3%</i>	-453.6% <i>-1.2ppt</i>
Number of Outlets	571 <i>(+31)</i>	522 <i>(+2)</i>				



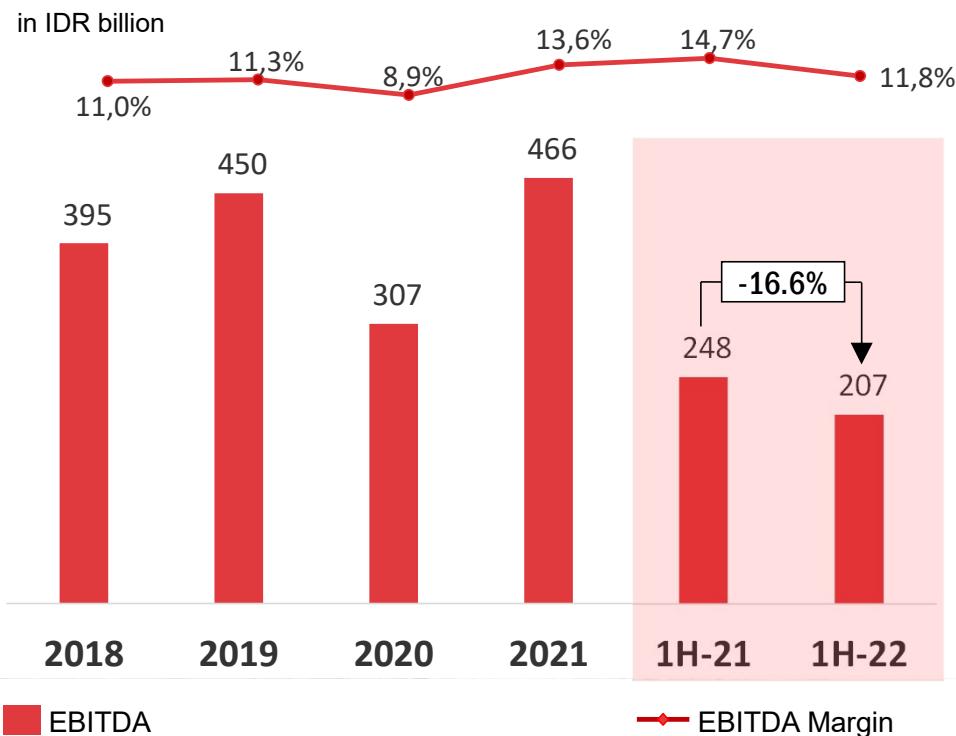
SALES AND PROFITABILITY (1)



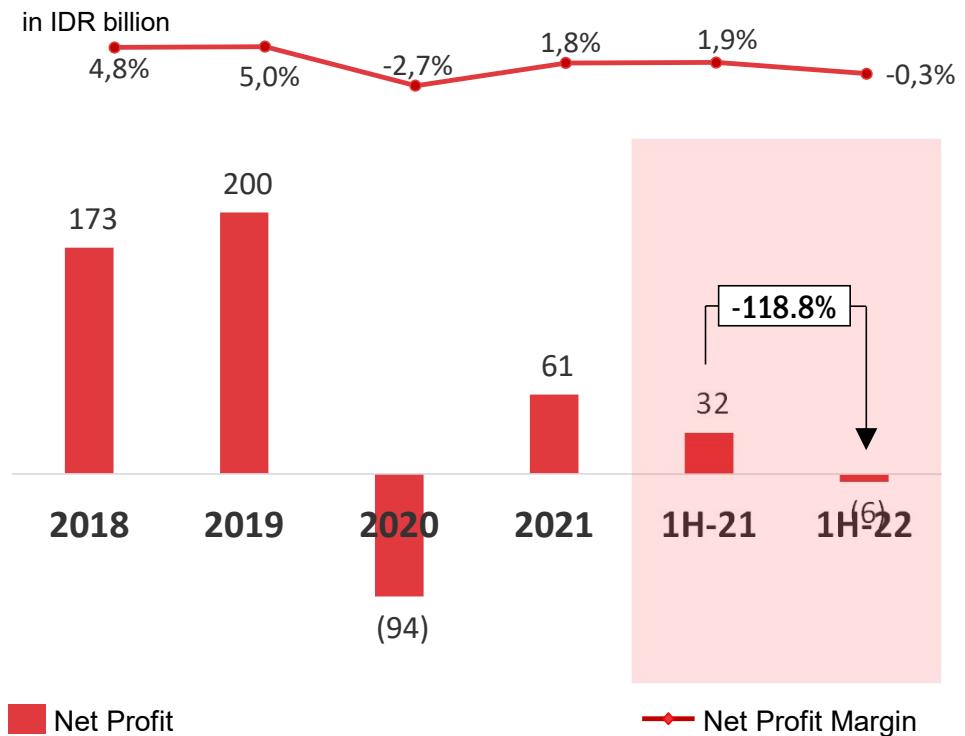


SALES AND PROFITABILITY (2)

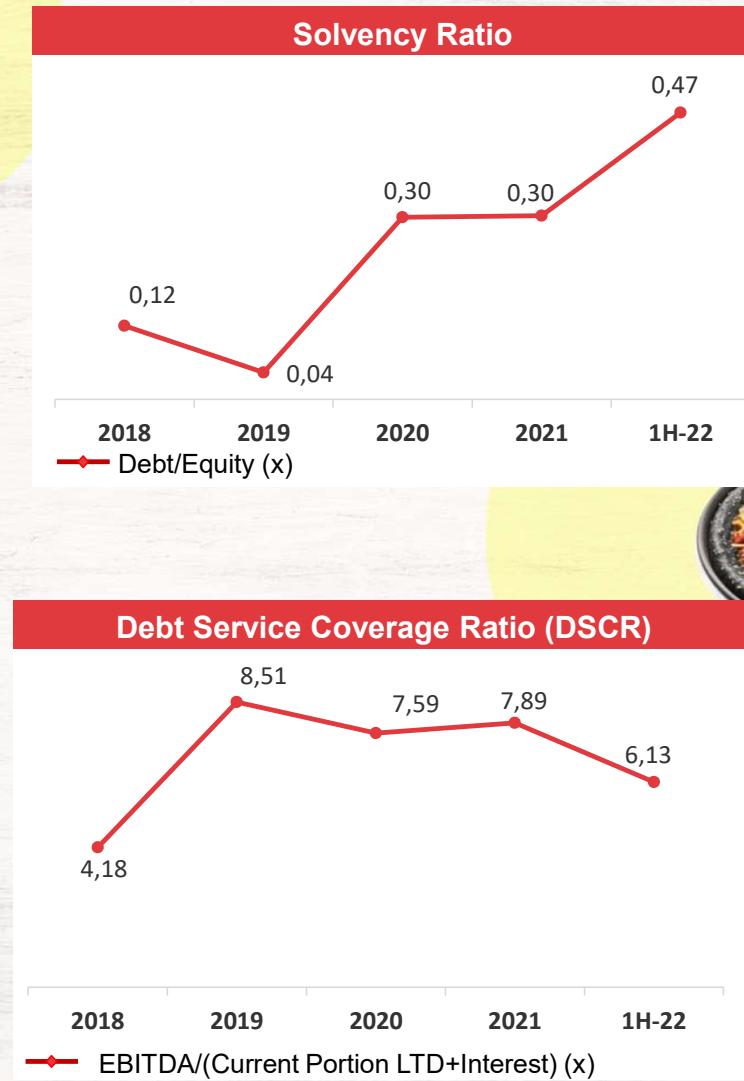
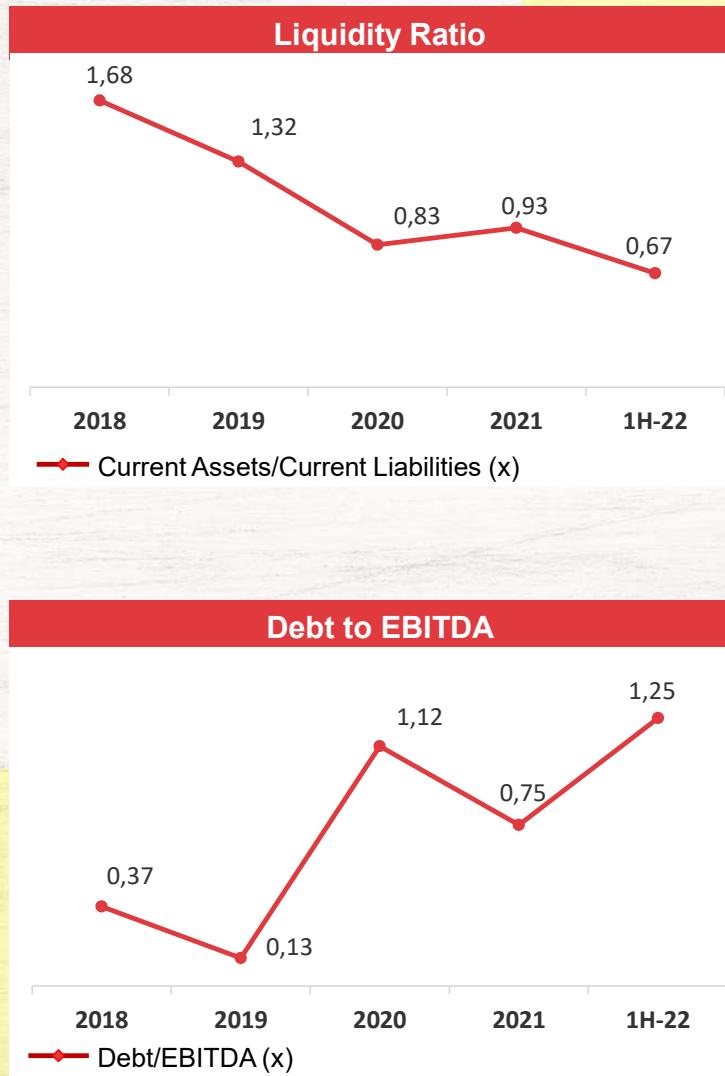
EBITDA & EBITDA Margin



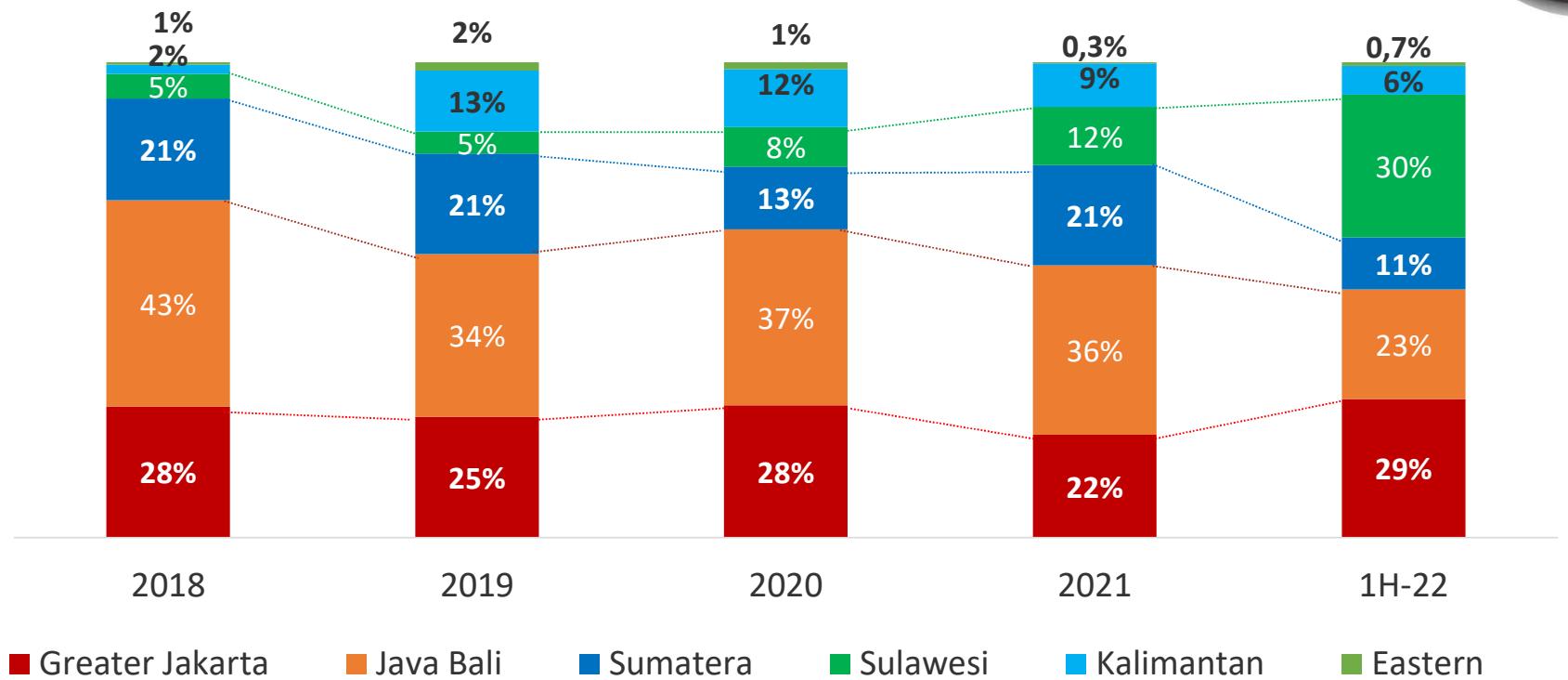
Net Profit & Net Profit Margin



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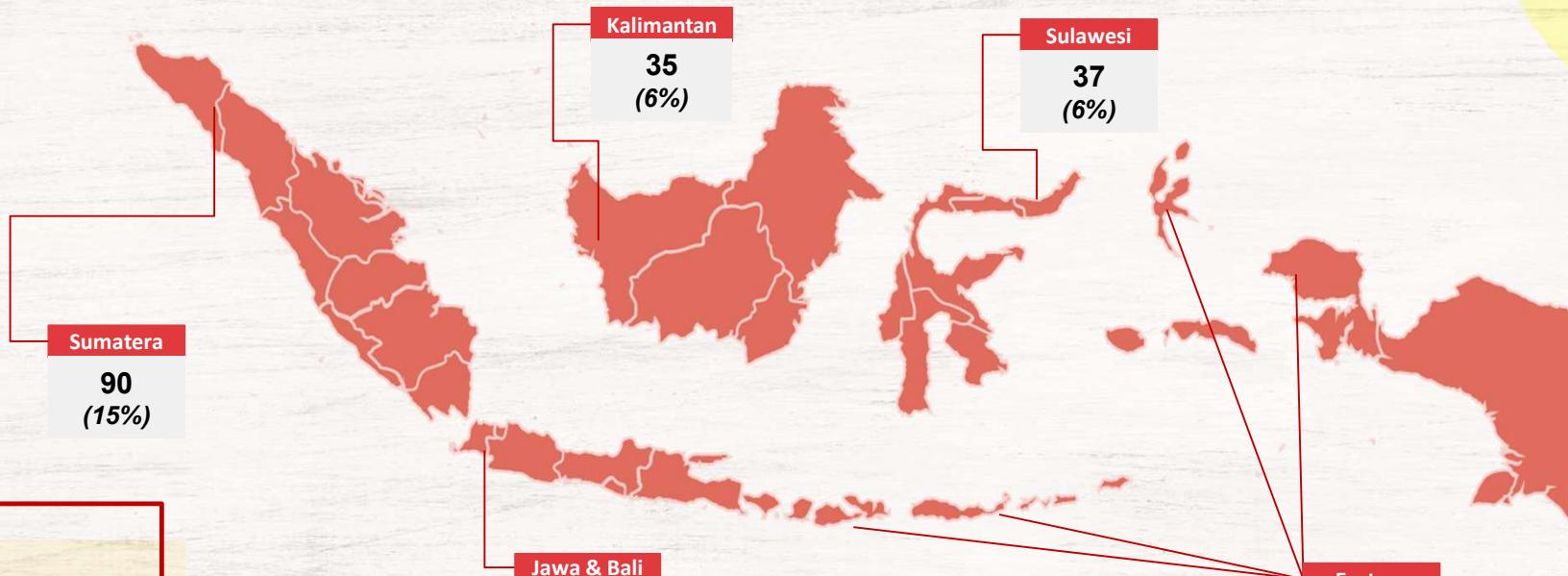


CAPEX ALLOCATION



NATIONWIDE PRESENCE

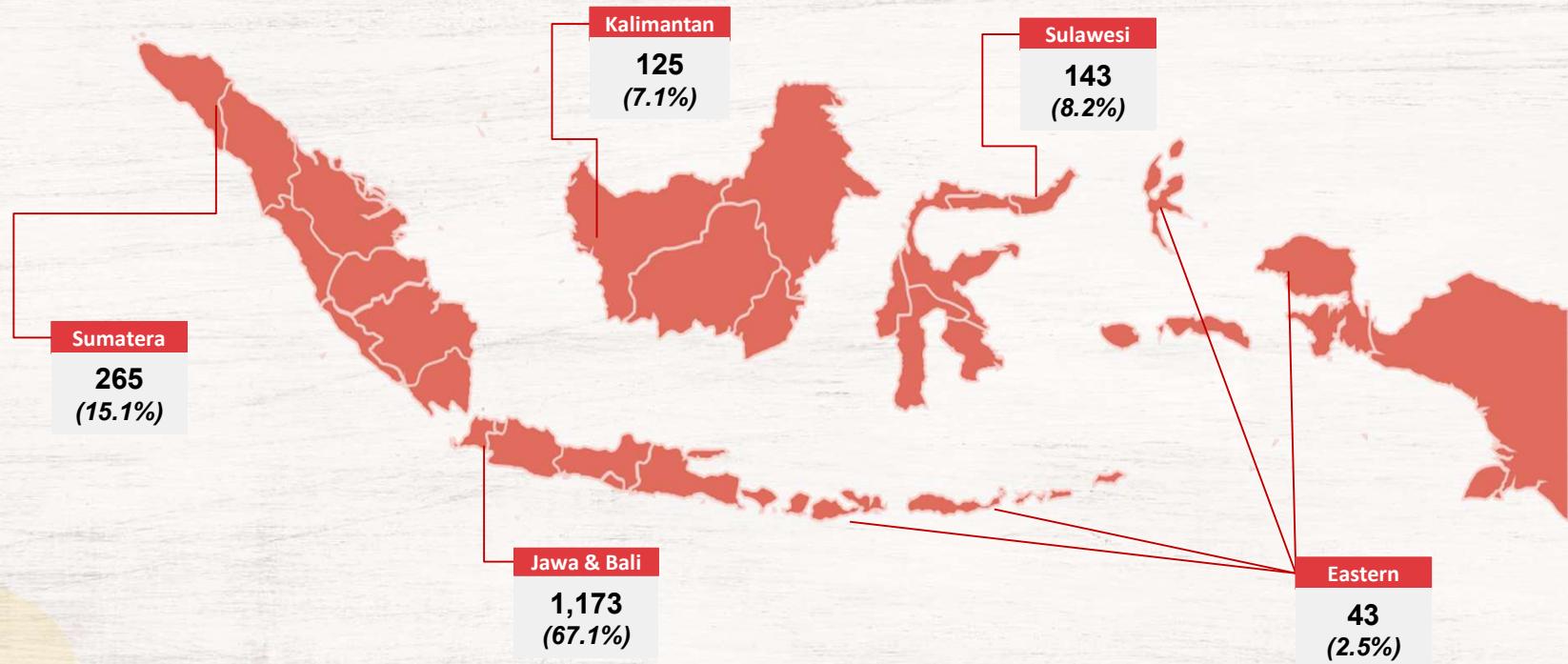
Outlets Qty



- ✓ By 21 November 2022, there are **604 Outlets** being operated in more than 120 cities across Indonesia.
- ✓ As planned, we make our presence in green field area to develop new outlets.

NET SALES BY REGION

in IDR billion



- ✓ Significant sales growth generated in Eastern area (+20% YoY), Kalimantan (+11.7% YoY) and Sulawesi (+7.9% YoY)

NEW OUTLETS DEVELOPMENT BY REGION



REGIONS	NUMBER OF OUTLETS		
	31 DEC 2021	Growth	21 NOV 22
Greater Jakarta, Jawa, Bali	391	38	429
Sumatera	81	9	90
Sulawesi	31	6	37
Kalimantan	29	6	35
Eastern Indonesia	8	5	13
Total	540	64	604



600TH OUTLET OF PIZZA HUT



Pizza Hut Perintis Kemerdekaan is the **600th Outlet** opened in Indonesia

Jl. Perintis Kemerdekaan No. 237 – Makassar, Sulawesi Selatan.

11 NOVEMBER 2022

With the opening of Pizza Hut Perintis Makassar, the Total Outlets in Sulawesi region is **37**, consisting of **26** Pizza Hut Outlets and **11** PHD Outlets.

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THANK YOU

