

PRESS RELEASE

For Immediate Release

MAP Active Sales Surge in Q4

Jakarta, 11th April 2022 – PT Map Aktif Adiperkasa Tbk (MAPA), the sports, kids and leisure subsidiary of PT Mitra Adiperkasa Tbk (MAPI), announced its results for FY'21 and Q4'21.

Net revenue for full year 2021 was Rp6 trillion, an increase of 26.4% from Rp4.8 trillion for full year 2020. GPM improved by 280 bps to 42.8% from 40%. Operating profit grew 499.1% to Rp479.5 billion from Rp 80 billion, EBITDA increased 56.5% from Rp704.4 billion to Rp1.1 trillion; while net profit surged to Rp230.4 billion from Rp4.3 billion in the previous year.

MAPA reported net revenue of Rp2.2 trillion for Q4'21, up 140.9% from the Rp930.8 billion posted in Q3'21. GPM rose by 350 bps from 40% in Q3 to 43.5% for the quarter. Whilst MAPA recorded an operating profit of Rp384.7 billion versus operating loss of Rp94.5 billion in Q3'21. EBITDA was Rp551 billion from Rp55.6 billion; with net profit of Rp245.3 billion versus net loss of Rp107.2 billion in Q3'21.

Sales and gross margins continued to improve quarter on quarter at rates of 140.9% and 3.5%, respectively. Category momentum in Running, Golf, Lifestyle, and Kids drove the demand as consumers demonstrated new shopping enthusiasm for the holiday period. Meanwhile, the boost in revenues resulted in a higher efficiency in overall inventory, with inventory days reflecting their best levels since the beginning of the pandemic.

Commenting on the results, Ratih D. Gianda, VP Investor Relations, Corporate Communications and Sustainability of MAP Group advised, “Our exceptionally strong Q4 conveys another big step in our recovery from the Covid pandemic. Our proven strategies across merchandising, planning, and data analytics, alongside a gradual reopening of each economy, has allowed strong sales and profitable growth for the quarter. We have set up our business for an encouraging growth trajectory in 2022.”

MAPA continued to make encouraging progress with its MAP CLUB CRM program with ever improving targeting of members with customized products matching their age, gender and favourite brands, which was reflected in better sales and average transaction value.

Ratih said, “The final quarter of 2021 demonstrated the power and consistency of our MAP Active business model where we maximized our brand partners’ performance by utilizing all our unique capabilities of operational excellence and data management in tandem with servicing the needs of our most loyal shoppers.”

Ratih emphasized that the pandemic has done nothing to dampen MAPA’s plans of regional expansion with its most preferred partners. During the quarter, the company opened 24 shops in Indonesia, 8 stores in Philippines and 5 stores in Vietnam with brands including Skechers, Converse, FitFlop, Lego, Dr. Martens, and New Balance. An online channel for Converse was also opened as well as numerous third-party online marketplace stores.

“Maximizing ‘branded commerce’ with our best partners is our No. 1 aim in the region. Our teams continue to exploit all channels of growth whether offline flagship stores, online brand channel, or marketplace shop in shops; and all bonded by our ONE DATA program which gives us a unique perspective on where our diverse base of customers prefer to shop,” Ratih added.

Ratih finally cautioned that given the continued uncertainty related to Covid-19, particularly related to the explosion of Omicron cases in South East Asia, as well as on going and evolving impact of global supply chain constraints from suppliers and logistics providers, there may be some impact on the business in H1 of 2022, particularly in the event of any impact related to store closures within the region.

About PT Map Aktif Adiperkasa Tbk (MAPA)

As per end of December 2021, MAPA, a subsidiary of PT Mitra Adiperkasa Tbk (MAPI), operates 1,128 stores in 78 cities throughout Indonesia and manages more than 40 exclusive brands. Its three principal business lines include Sports, Leisure footwear and Kids. MAPA operates retail multi-brand concepts including Planet Sports Asia, Foot Locker, Sports Station, Golf House, Royal Sporting House, Kidz Station, Planet Sports Kids, and many more. In 2018, the company acquired Astec, a leading regional brand in badminton, fitness and leisure activities, founded by Olympic and World Champions, Alan Budikusuma and Susi Susanti. For more information about MAPA, please visit www.mapactive.id.

For more information, please contact:

Ratih Darmawan Gianda

VP Investor Relations, Corporate Communications and Sustainability

MAP Group

PT Map Aktif Adiperkasa Tbk

Sahid Sudirman Center 26th Floor

Jalan Jend. Sudirman Kav. 86 Jakarta 10220

Telephone: +6221 80648 488 Ext. 89088