



GROW
ENDLESS POSSIBILITIES

Unaudited 3Q22 Result

MAP
active



SETTING THE SCENE

MAP Active 1995 - 2025

Who We are

...and where we came from

What's Next ?

regional growth and brand collaborations

Ultimate Goal ?

one stop shop for global brands in SE Asia

OUR STORY

1995

- Established under MAPI with first Sports Station & Golf House



1997

- **50 Stores**
- First Royal Sporting House



1999

- Opening of Kidz Station, Planet Sports & The Athletes Foot

2001

- **200 Stores**

2008

- **500 Stores**
- Launch Payless Shoe Source



2015

- **780 Stores**
- MAP Active partners with CVC Capital Partners

2018

- Astec Acquisition



- IPO



2019

- Vietnam Launch



2020

- Expansion to Philippines & Thailand

2021

- **1974 Stores**

2022

- Entry to Singapore & Malaysia

MAP **ACTIVE SALES** POINTS 9M22



INDONESIA

- **1,313** sales points
- 6 proprietary multi brand online stores
- 5 mono brand online stores
- 40+ exclusive brands

VIETNAM



SINGAPORE

PHILIPPINES



THAILAND



MALAYSIA



OUR EXCLUSIVE BRANDS 2021/22

* Unified offline & online platforms

SPORTS



**PLANET
SPORTS***

**SPORTS
STATION***

Foot Locker*

adidas
SWIM

aetrex*

AIRWALK

astec

crocs*

CONVERSE*

BROOKS

Champion

diora

HOKA ONE ONE

NEW ERA

ROOKIE USA

new balance*



Reebok

SPALDING
TRUE TO THE GAME

speedo

SKECHERS*

saucony 2XU

GOLF

GOLF HOUSE

Cleveland GOLF
WHERE SCORING MATTERS

MIZUNO

SRIXON

Tabata

XXIO
EXPERIENCE THE DIFFERENCE

Wilson

OUR EXCLUSIVE BRANDS 2021/22

* Unified offline & online platforms



LEISURE

BIRKENSTOCK®



LINEASHOES*

NINE WEST



ROCKPORT

STEVE
MADDEN

STACCATO

KIDS



carter's
babies and kids



ASEAN **STRATEGIC** INITIATIVES

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

1

Unifying Retail Experience Options

Engaging & satisfy our shoppers with seamless unification of purchase options across all physical, digital & social channels

2

Execute Digital & Technology Change

Build an integrated data driven digital ecosystem to refine our planning, purchasing, & speed to market across ASEAN

3

Strategic Acquisitions or Partnerships 2021/22

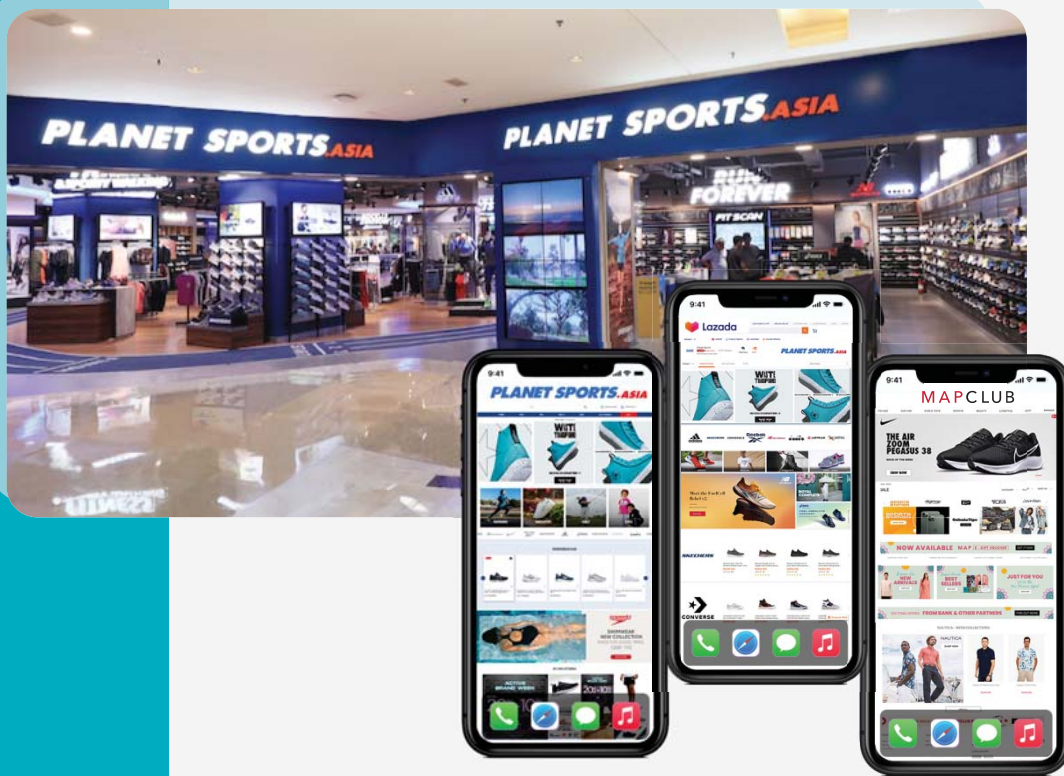
Identify opportunities which are scalable & complementary to long term growth within ASEAN



1. UNIFYING **RETAIL** EXPERIENCE OPTIONS

We have devised an integrated data driven digital ecosystem between online & offline stores to service our shoppers more conveniently 24 hours a day

Our flagship store, Planet Sports, is now available via offline, online, chat, & marketplace channels to service customers nationwide



2. EXECUTE DIGITAL & TECHNOLOGY CHANGE

Build an integrated data driven digital ecosystem to refine our planning, purchasing, selling, & speed to market across ASEAN

a. MAPCLUB

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

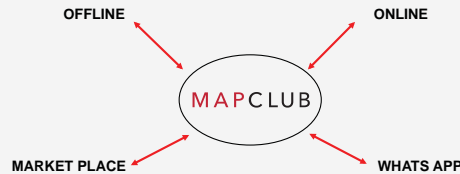
**One power APP for
branded shopping**

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



MAPCLUB unifies data from all our sales channels enabling more targeted services to the company's most frequent shoppers.

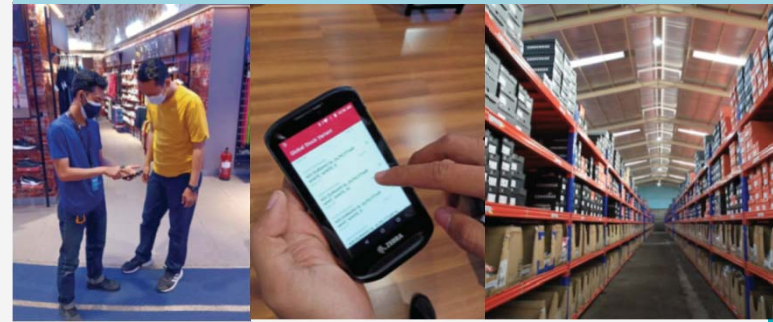
MAPCLUB will launch in our new ASEAN markets in Q1 2023



b. BluTab Technology



A proprietary 020 technology that assists online shoppers with faster deliveries by fulfillment from a store closest to their address



c. Endless Aisle (Save The Sale)

A process to optimize the company's inventories by online access to all store and DC stocks nationwide

When a size or color is not available, staff can utilize a PDT to fulfill a customer's requirement from alternate destinations. Product is then dispatched to the customer address

d. Technology and Digital Operations



3. STRATEGIC ACQUISITIONS & PARTNERSHIPS 2021/22

The company Identified several opportunities in 2021/22 which are scalable & complementary to our long term growth in SE Asia

Foot Locker

The company has confirmed a long term partnership with Foot Locker for omni channel retail in the markets of Indonesia, Thailand, and Philippines



FINANCIAL HIGHLIGHTS

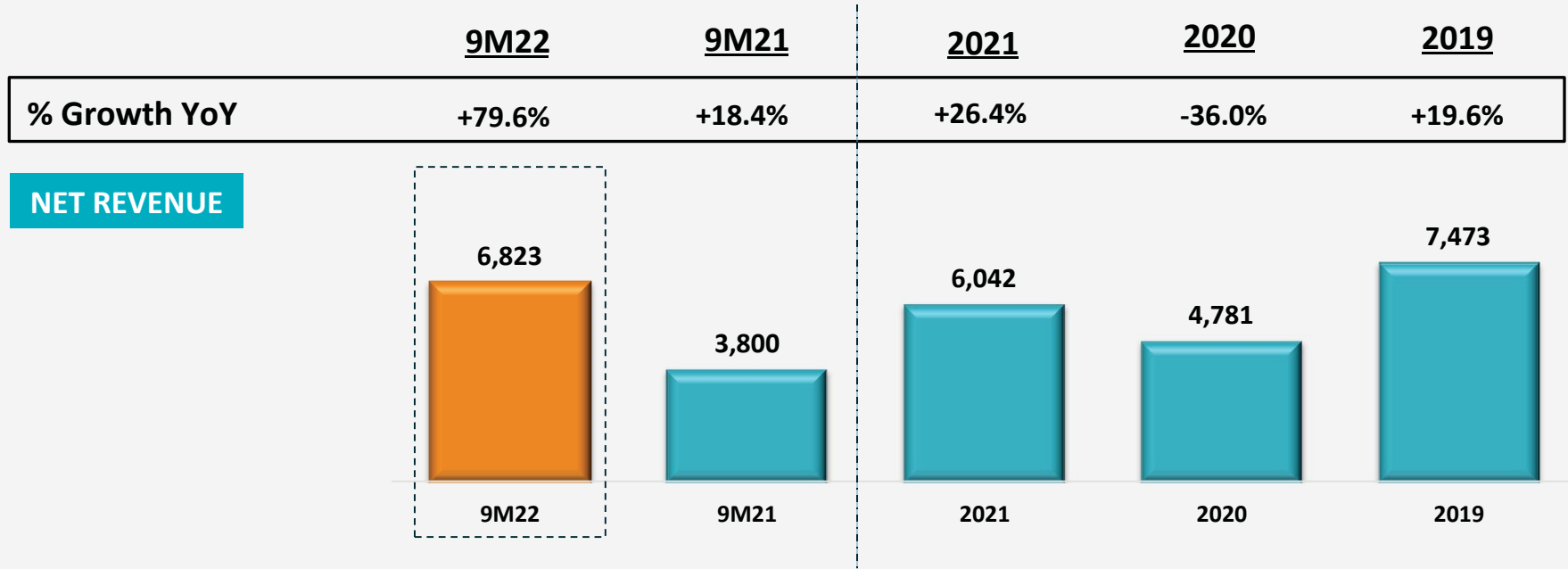


Financial Highlights (IDR bn, %)

	9M22	9M21	Growth (%)	3Q22	3Q21	Growth (%)
Net sales	6,823	3,800	79.6%	2,531	931	171.9%
Gross Profit	3,280	1,611	103.6%	1,261	372	238.5%
GPM (%)	48.1%	42.4%		49.8%	40.0%	
EBIT	1,122	95	1082.9%	484	(95)	611.7%
EBIT Margin (%)	16.4%	2.5%		19.1%	-10.2%	
EBITDA	1,597	552	189.5%	648	56	1066.3%
EBITDA Margin (%)	23.4%	14.5%		25.6%	6.0%	
Net Profit (Loss)	804	(15)	5490.9%	326	(107)	404.4%
NPM (%)	11.8%	-0.4%		12.9%	-11.5%	

*) After PSAK 73/ IFRS 16

Net Revenue & Growth (IDR bn, %)



Sales for the 9M showed growth of almost 80%, albeit due to a lower comparison from Jul-Aug 2021 when malls closed due to the Covid Delta variant. This was fuelled by a strong response to its July back-to-school campaigns in Q3 and ever increasing consumer demand for its Sports, Kids, and Leisure products from preferred brand partners.

Operational Expenditure *

(as % of sales)

NET SALES	9M22	9M21	2021	2020	2019
RENTAL	10.0%	10.7%	9.2%	11.3%	10.3%
LABOUR	10.2%	13.2%	11.7%	12.4%	10.4%
DEPR. & AMORT.	2.3%	4.1%	3.6%	4.4%	2.4%
LOGISTICS	1.7%	2.6%	2.3%	2.5%	2.1%
OTHERS	7.7%	10.0%	8.6%	8.5%	6.6%
TOTAL OPEX	32.0%	40.5%	35.3%	39.1%	31.8%

*) Prior PSAK 73/ IFRS 16

Operational Expenditure – 9M22 *

(IDR bn, %)

(IDR bn)	9M22	9M21	9M20	9M19	GROWTH vs 9M19		
					9M22	9M21	9M20
RENTAL	681	407	424	568	19.9%	-28.4%	-25.4%
LABOUR	699	500	426	573	22.0%	-12.7%	-25.7%
DEPR. & AMORT.	160	157	159	129	23.3%	21.3%	22.6%
WAREHOUSE	114	98	87	119	-4.5%	-18.0%	-27.0%
OTHERS	527	378	306	331	59.2%	14.2%	-7.7%
TOTAL OPEX	2,181	1,540	1,401	1,721	26.7%	-10.5%	-18.6%

*) Prior PSAK 73/ IFRS 16

Operational Expenditure – 3Q22 *

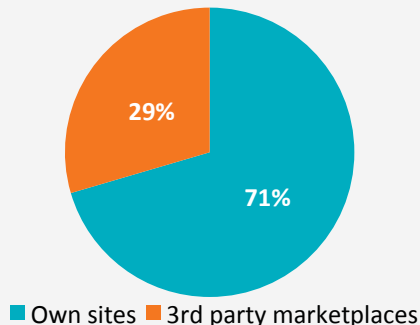
(IDR bn, %)

(IDR bn)	3Q22	3Q21	3Q20	3Q19	GROWTH vs 2019		
					3Q22	3Q21	3Q20
RENTAL	251	119	120	205	22.9%	-42.0%	-41.3%
LABOUR	249	165	147	202	23.4%	-18.3%	-27.3%
DEPR. & AMORT.	55	51	53	45	21.9%	13.5%	17.8%
WAREHOUSE	38	28	28	44	-12.8%	-36.4%	-36.1%
OTHERS	187	113	94	140	33.1%	-19.3%	-33.0%
TOTAL OPEX	780	476	442	636	22.7%	-25.1%	-30.5%

*) Prior PSAK 73/ IFRS 16

Digital Performance (IDR bn, %)

CHANNEL BREAKDOWN



9M22 sales
Contribution

9.6%

% Sales
Growth YoY

15.7%

DIGITAL SALES PERFORMANCE

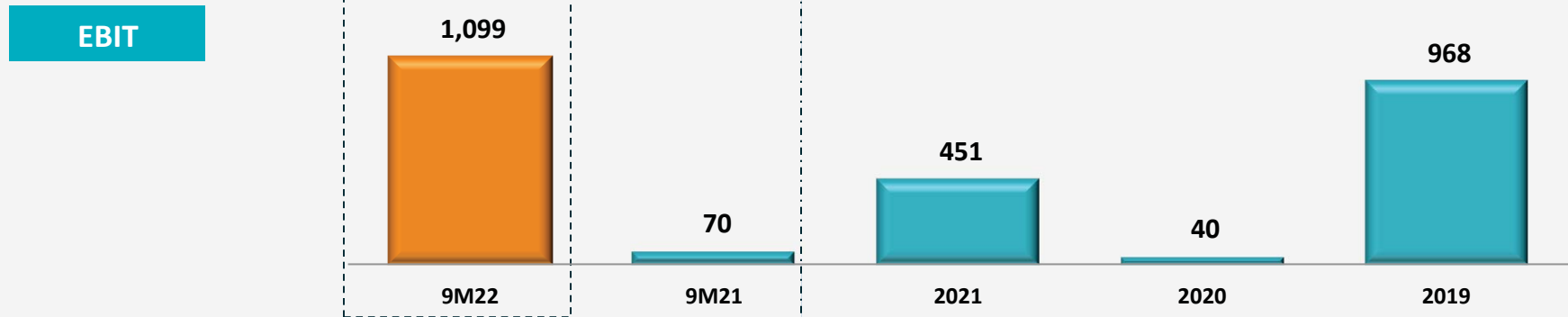
	<u>9M22</u>	<u>9M21</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
% Contribution to sales	9.6%	14.9%	13.6%	13.4%	1.9%



Digital sales grew by almost 16% for the 9M despite the re opening of malls. Particular strength at PlanetSports.Asia, KidzStation.Asia, and the newly launched Footlocker.id and Lineashoes.com was apparent.

Profitability^{*)} (IDR bn, %)

	<u>9M22</u>	<u>9M21</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Gross Margin	48.1%	42.4%	42.8%	40.0%	44.7%
EBITDA Margin	18.5%	6.1%	11.1%	5.3%	15.4%
EBIT Margin	16.1%	1.8%	7.5%	0.8%	12.9%

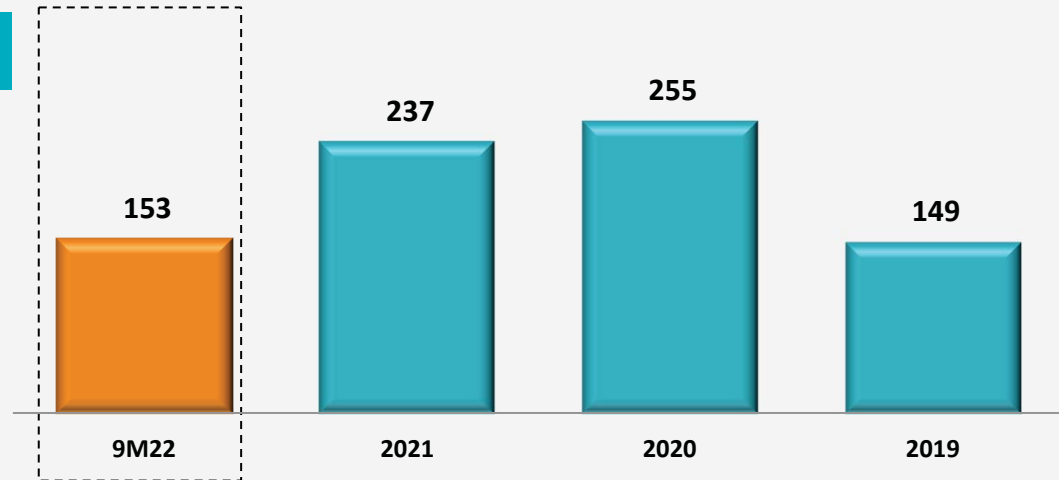


Gross margins showed significant improvement enhanced by the company's continued investments in CRM and Loyalty program, which ensured a refined targeting of members towards specific brands. This aided more enduring brand relationships plus a significant upside to average transaction values and inventory turns versus prior year.

Inventory Level (Days, IDR bn, %)

	<u>9M22</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Aging inventory > 6 month	22%	45%	38%	17%

INVENTORY DAYS



The continued momentum in our business, a buoyant shopping demand that allowed us to market the latest products from our preferred brand partners, together with on-the-ground community marketing, digital activations, and targeting of our best MAP CLUB members, resulted in new highs at the top and bottom of our financial statement as well as significant improvement in our inventory days and aging level.

Balance Sheet (IDR bn)

ASSETS	9M22	FY21	FY20	LIABILITIES & EQUITY	9M22	FY21	FY20
CASH & EQUIVALENTS	1,298	662	599	BANK LOAN	61	62	493
ACCOUNT RECEIVABLES	299	317	291	ACCOUNT PAYABLE	819	763	778
INVENTORIES	2,461	2,279	2,278	EMPLOYEE BENEFIT OBLIGATIONS	159	151	190
PROPERTY, PLANT, EQUIPMENT	733	653	728	LEASE LIABILITY	866	710	737
ROU ASSET	921	792	898	OTHER LIABILITIES	420	402	195
OTHERS	653	616	588	EQUITY & MINORITY INTEREST	4,040	3,231	2,989
TOTAL ASSETS	6,365	5,319	5,382	TOTAL LIABILITIES & EQUITY	6,365	5,319	5,382

A full-page background image of a man in a blue athletic shirt and shorts running on a rocky, mountainous trail. A horizontal teal band is superimposed across the middle of the image, serving as a background for the title text.

APPENDIX

Operational Expenditure*

(IDR bn, %)

	(IDR bn)	9M22	9M21	9M22 vs 9M21 Growth
RENTAL		347	96	259.3%
LABOUR		699	500	39.8%
DEPR. & AMORT.		471	455	3.6%
WAREHOUSE		114	98	16.4%
OTHERS		527	367	43.9%
TOTAL OPEX		2,158	1,516	42.4%

*) After PSAK 73/ IFRS 16

A woman with dark hair and bangs, wearing a red tank top and black leggings, is in the foreground performing a squat with a barbell. In the background, a man is also performing a squat with a barbell. A semi-transparent teal horizontal band is overlaid across the middle of the image.

THANK YOU

MAP
active