

PRESS RELEASE

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MAPA's Q2 MOMENTUM CONTINUES ACROSS ALL FRONTS

Jakarta, August 8th, 2022: PT Map Aktif Adiperkasa Tbk (MAPA), the Sports, Kids, and Leisure subsidiary of PT Mitra Adiperkasa Tbk (MAPI), as well as the leader in the sales & marketing of premium brands, today announced its results for Q2 and H1 ending June 30th, 2022.

MAPA successfully posted another strong quarter of sales and income growth while successfully navigating the ongoing impacts of Covid-19, supply chain disruptions, and inflationary pressures.

“Our team produced another strong quarterly performance by exhibiting exceptional execution of product sales and marketing with our preferred partners,” said Ratih D. Gianda, VP Investor Relations, Corporate Communications and Sustainability of MAP Group.

In H1'22, total sales versus 2021 jumped almost 50% fuelled by new door openings, an enlarged base of active MAPCLUB members, and robust growth in the categories of Running, Sports Lifestyle, Kids Early Learning products, and Formal Footwear as the trend to work from office returned.

The excellent results were assisted by a strong performance during the Lebaran holiday period when families were able to return to their home towns for the first time in two years. Additional gains came from MAPA's digital sales, which accelerated more than 27%, despite its physical store network becoming almost 100% operational following the gradual reductions of Covid-19 pandemic measures.

Ratih added, “MAPA’s methods of working closely with our preferred partners, continues to provide the bedrock of our business performance. We maximize our sales growth through a curated mix of online and offline channels, while leveraging our MAPCLUB data to fine tune customer targeting. The results are there to see despite the challenges from the outside macro environment.”

“Our team focus for H2 is two pronged,” advised Ratih. “Namely, to continue delivering excellent financial results; and to invest in new brands and retail categories to ensure a more balanced growth path for our investors. We believe our unique ‘Brand Commerce’ operating model is a key business differentiator which enables the positive results that we see today.”

Q2’22 Financial Review

- Net sales increased by 49.1% to Rp2.4 trillion from Rp1.6 trillion in prior year
- Gross margin increased by 480 bps to 48.2% from 43.4% in Q2’21
- Operating profit surged 160.3% to Rp405.8 billion
- EBITDA grew 81.9% to Rp561.1 billion from Rp308.4 billion
- Net Income rose significantly to Rp307.3 billion from Rp91.6 billion in prior year

H1’22 Financial Review:

- Net sales increased by 49.6% to Rp4.3 trillion from Rp2.9 trillion in prior year
- Gross margin increased by 380 bps to 47.0% from 43.2% in H1’21
- Operating profit recorded at Rp637.9 billion, grew by 236.9%
- EBITDA jumped 91.2% to Rp948.1 billion from Rp495.9 billion
- Net Income rose significantly to Rp477.7 billion from Rp92.2 billion in prior year

About PT Map Aktif Adiperkasa Tbk (MAPA)

PT Map Aktif Adiperkasa Tbk (MAPA) is a 'brand commerce' entity managing and marketing international brands across Indonesia. A subsidiary of PT Mitra Adiperkasa Tbk (MAPI), MAPA operate more than 40 exclusive brands across 1,214 stores and 10 online sites. Its three principal business lines are Sports, Leisure, and Kids which are sold via mono-brand and wholly owned multi-brand store formats including PlanetSports.Asia, Sports Station, Golf House, and Kidz Station. In 2018, the company acquired Astec, a leading regional brand in badminton, fitness, and leisure activities founded by Olympic Champions, Alan Budikusuma and Susi Susanti. For more information about MAPA, please visit www.mapactive.id.

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