



PT SARIMELATI KENCANA TBK.
2023 PUBLIC EXPOSE

JAKARTA / 30 NOVEMBER 2023



D I S C L A I M E R

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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 brand to become one of the most successful food franchises in Indonesia. By November 2023, SMK operates combined number of 611 Pizza Hut Outlets across 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.

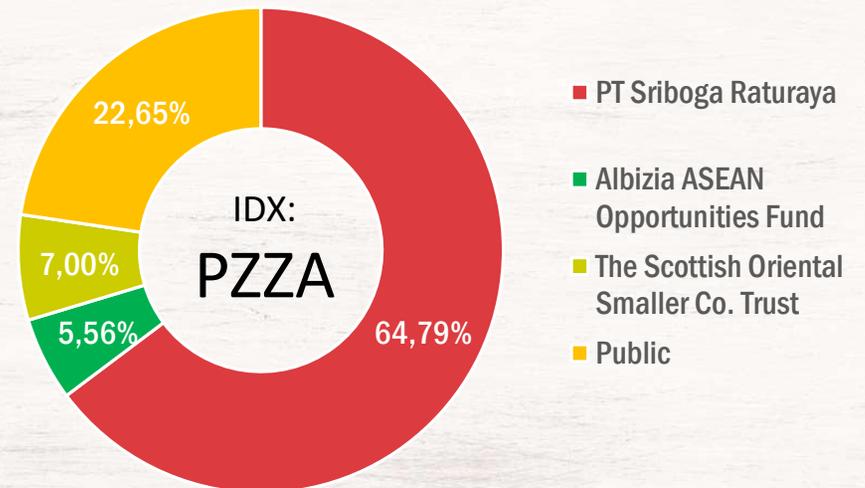


New factory in Cikarang has been operated since 2Q-20, to provide protein needs for the outlets. This facility is going to expand its production line to produce pasta, meet/cheese sauce, dough ball and vegetable processing factory to support SMK operational activities.

Shares Highlights



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



INCOME STATEMENT HIGHLIGHTS

in IDR billion

Net Sales

Gross Profit
Gross Profit Margin

Operating Profit
Operating Profit Margin

Net Profit
Net Profit Margin

Number of Outlet
YoY

3Q-23

3Q-22

YoY

3Q-23

2Q-23

QoQ

936.9

887.6

5.6%

936.9

972.5

-3.7%

623.6
66.6%

594.7
67.0%

4.9%
-0.4ppt

623.6
66.6%

643.4
66.2%

-3.1%
0.4ppt

23.7
2.5%

-22.6
-2.6%

204.9%
5.1ppt

23.7
2.5%

22.1
2.3%

7.5%
0.3ppt

6.2
0.7%

-29.8
-3.4%

120.7%
4.0ppt

6.2
0.7%

5.7
0.6%

6.9%
0.1ppt

611
(+26)

585
(+64)



INCOME STATEMENT HIGHLIGHTS (2)

in IDR billion	9M-23	9M-22	YoY
Net Sales	2,751.6	2,636.6	4.4%
Gross Profit <i>Gross Profit Margin</i>	1,823.7 <i>66.3%</i>	1,783.1 <i>67.6%</i>	2.3% <i>-1.4ppt</i>
Operating Profit <i>Operating Profit Margin</i>	-4.2 <i>-0.2%</i>	-11.3 <i>-0.4%</i>	62.7% <i>0.3ppt</i>
Net Profit <i>Net Profit Margin</i>	-38.9 <i>-1.4%</i>	-35.5 <i>-1.3%</i>	-9.7% <i>-0.1ppt</i>
Number of Outlets	611 (+26)	585 (+64)	



INCOME STATEMENT HIGHLIGHTS



In IDR billion

Net Sales

Gross Profit
Gross Profit Margin

Operating Profit
Operating Profit Margin

Net Profit
Net Profit Margin

Number of Outlet
YoY

3Q-23

2Q-23

1Q-23

936.9

972.5

842.1

623.6
66.6%

643.4
66.2%

556.7
66.1%

23.7
2.5%

22.1
2.3%

-50.0
-5.9%

6.2
0.7%

5.7
0.6%

-50.9
-6.0%

611
(+26)

612
(+41)

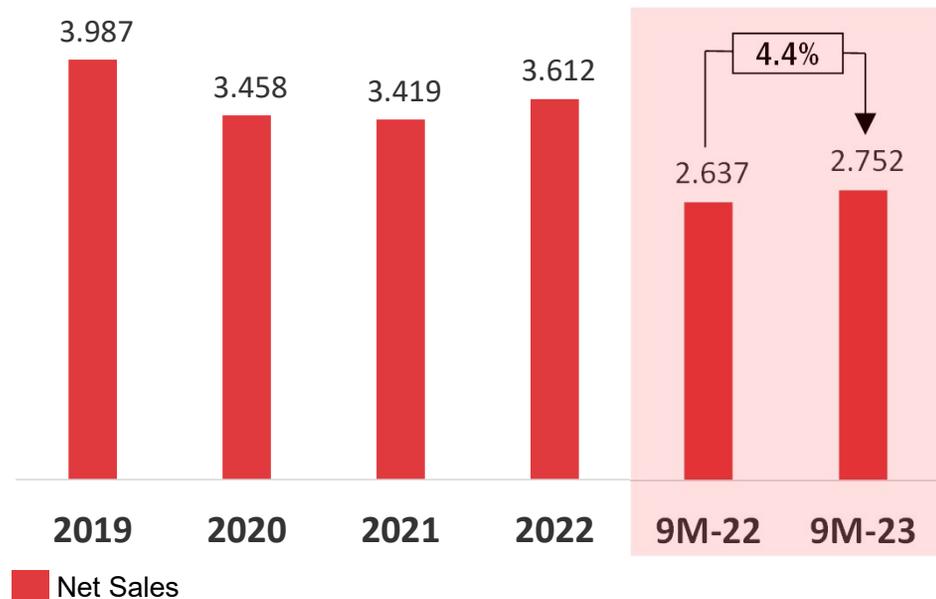
614
(+65)



SALES AND PROFITABILITY (1)

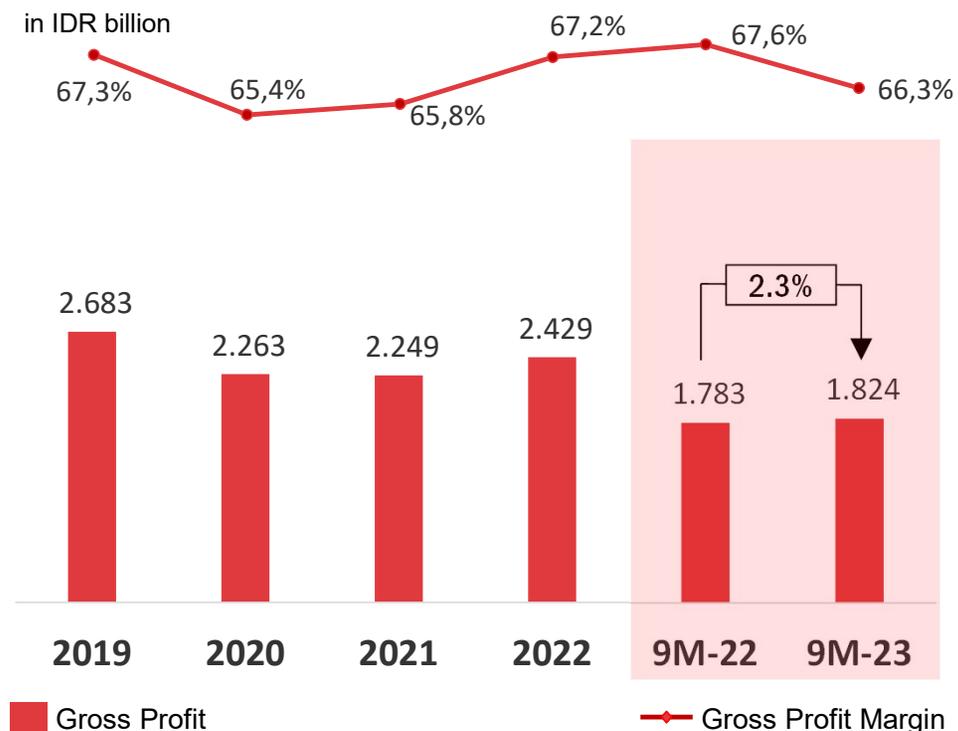
Net Sales

In IDR billion



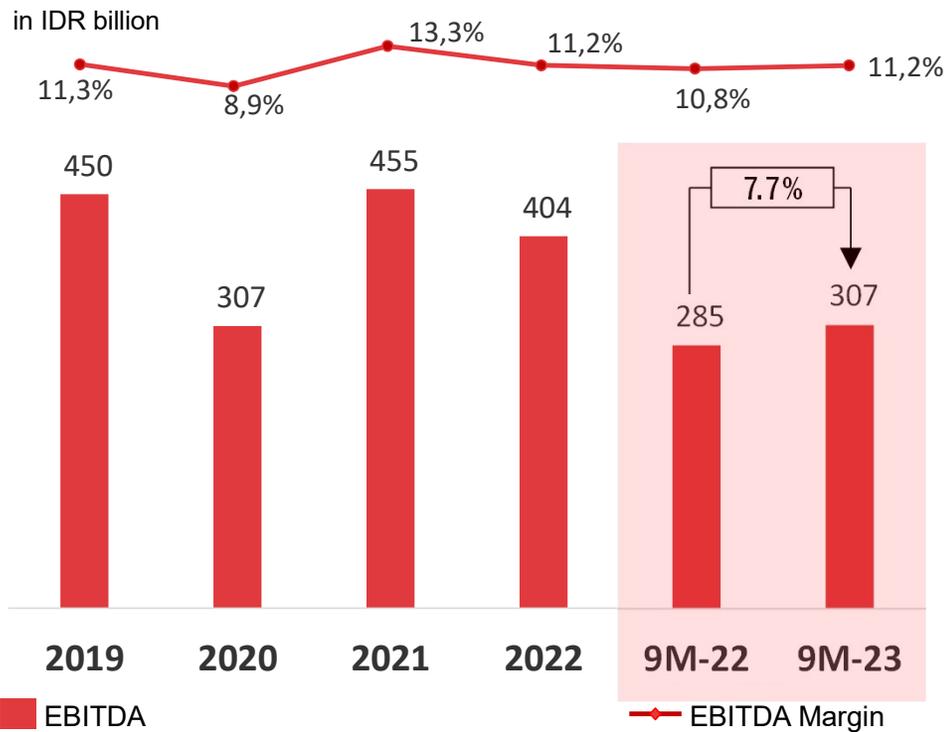
Gross Profit & Gross Profit Margin

in IDR billion

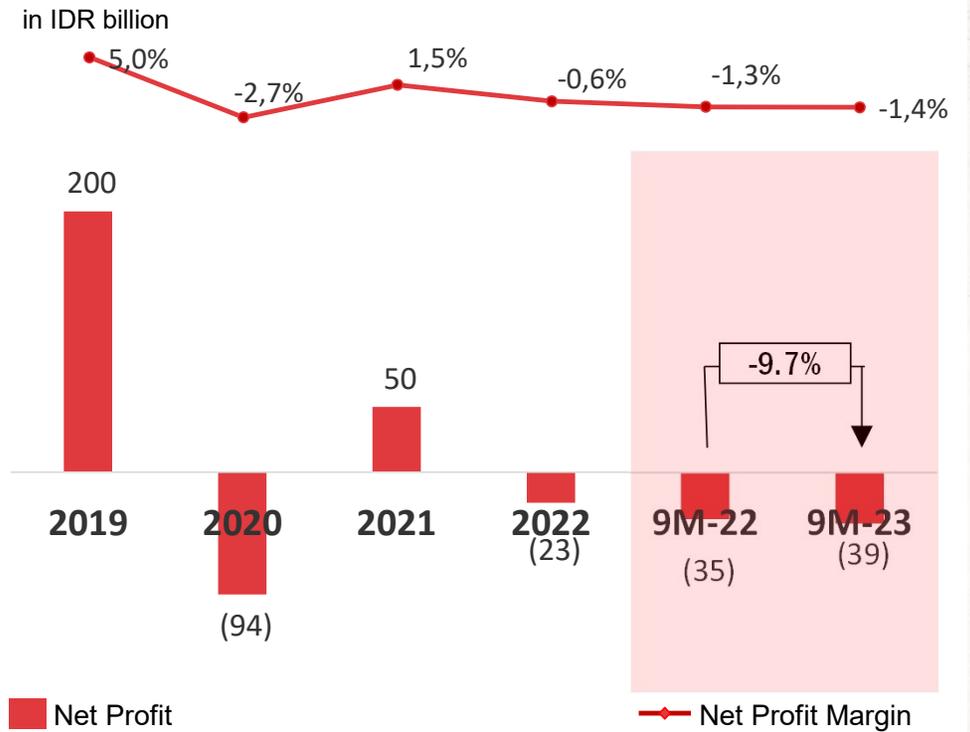


SALES AND PROFITABILITY (2)

EBITDA & EBITDA Margin

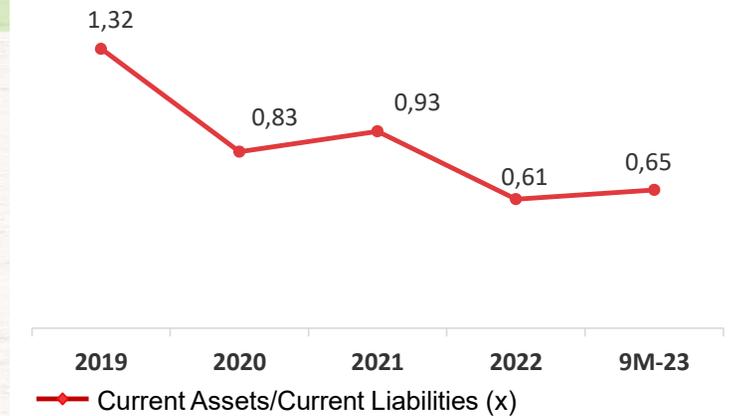


Net Profit & Net Profit Margin

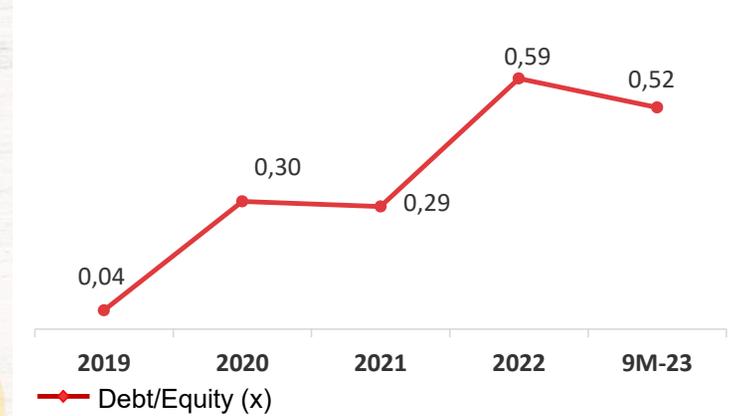


BALANCE SHEET

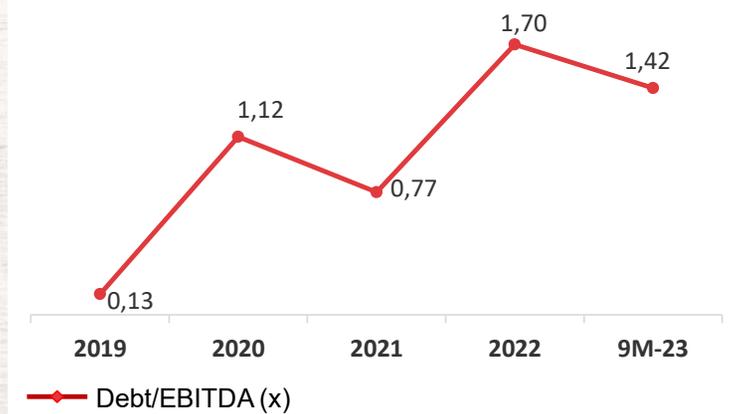
Liquidity Ratio



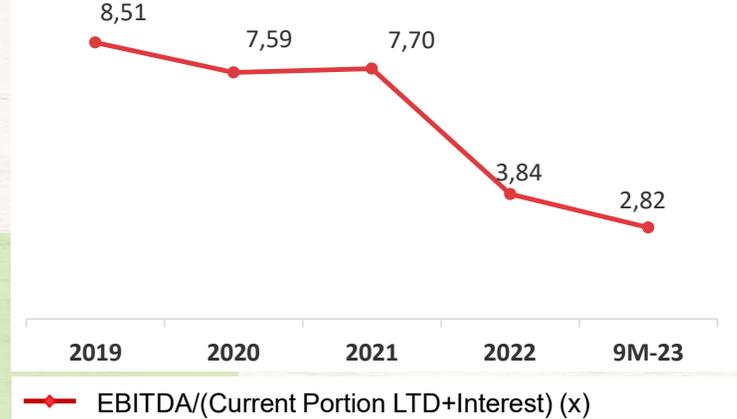
Solvency Ratio



Debt to EBITDA



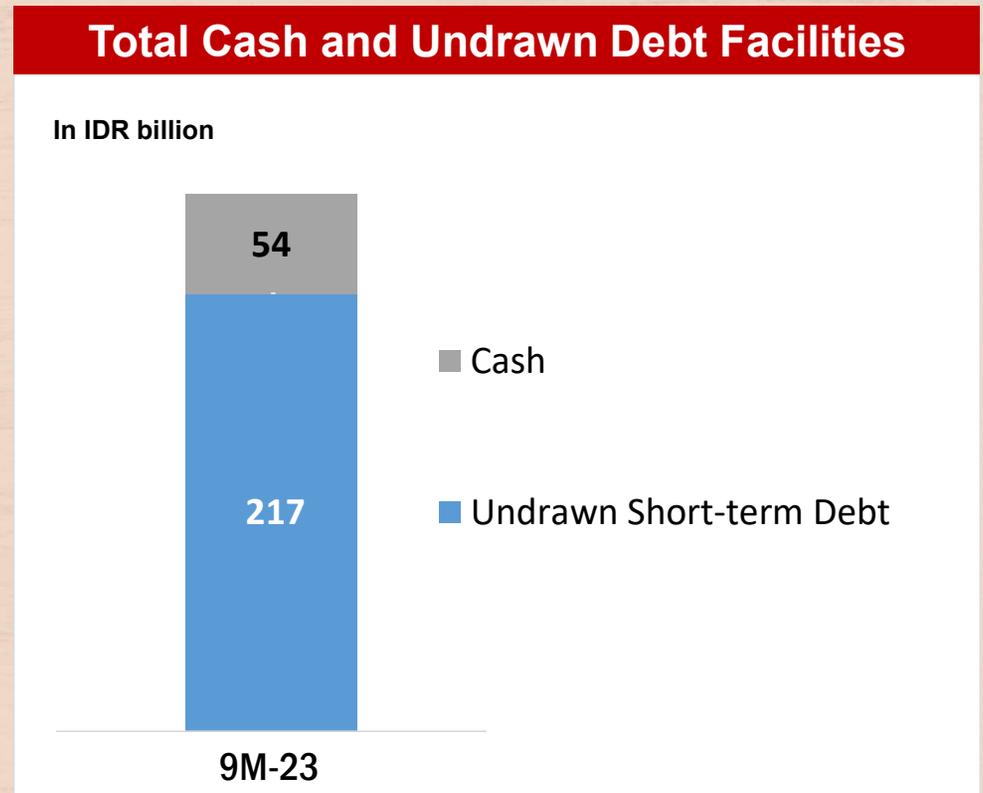
Debt Service Coverage Ratio (DSCR)



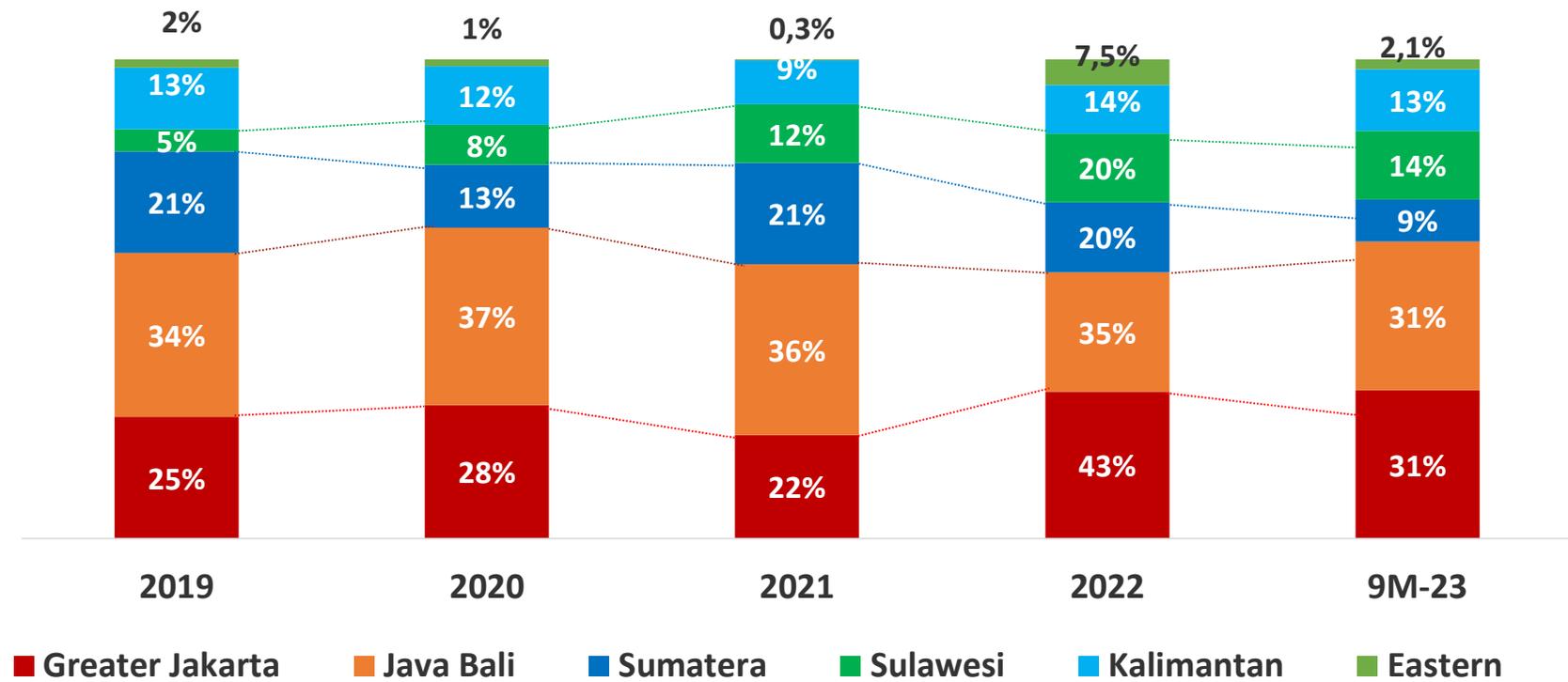


UNDRAWN DEBT FACILITIES

-  Total available cash and cash equivalents is IDR 54 billion
-  Total undrawn debt facilities is IDR 217 billion
-  Company has secured IDR 100 billion debt facilities from CIMB Niaga in 1Q-23 and utilized IDR 100 billion of the debt facilities to improve the debt profile

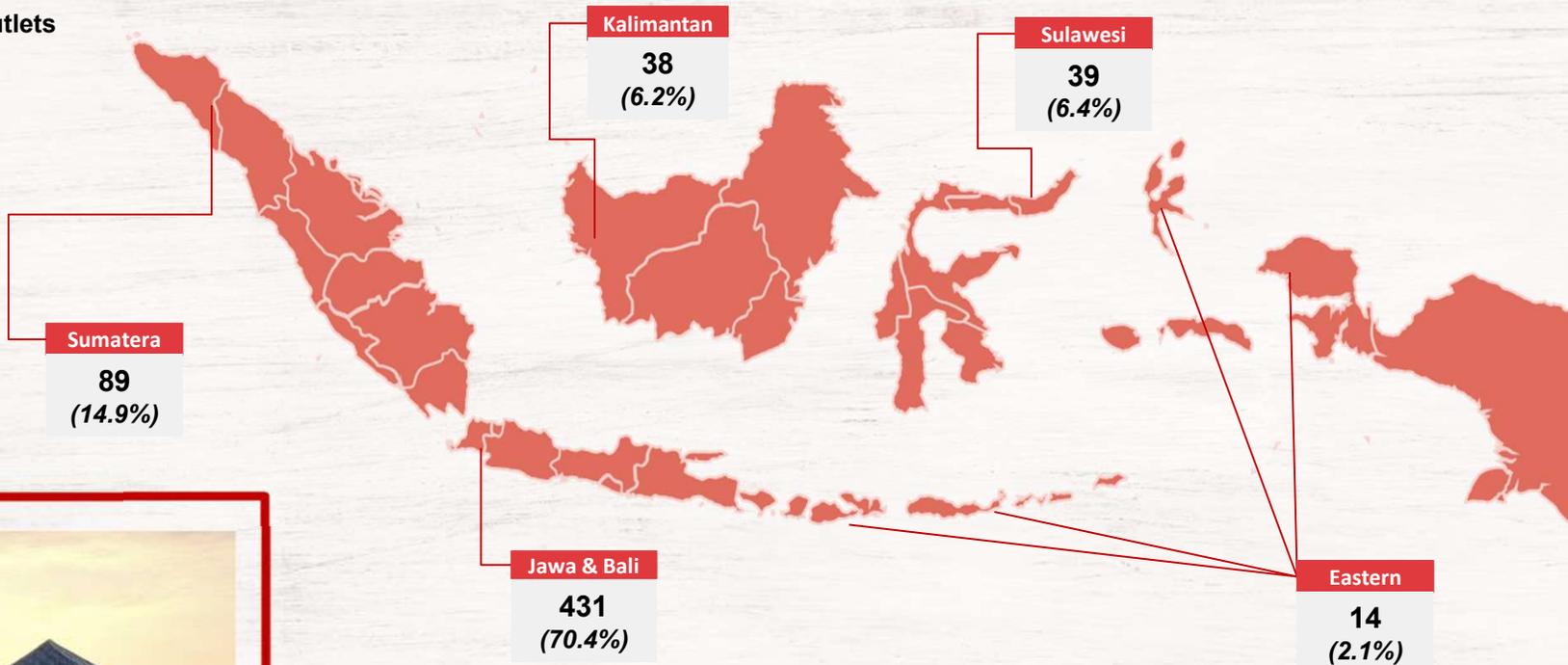


CAPEX ALLOCATION



NATIONWIDE PRESENCE

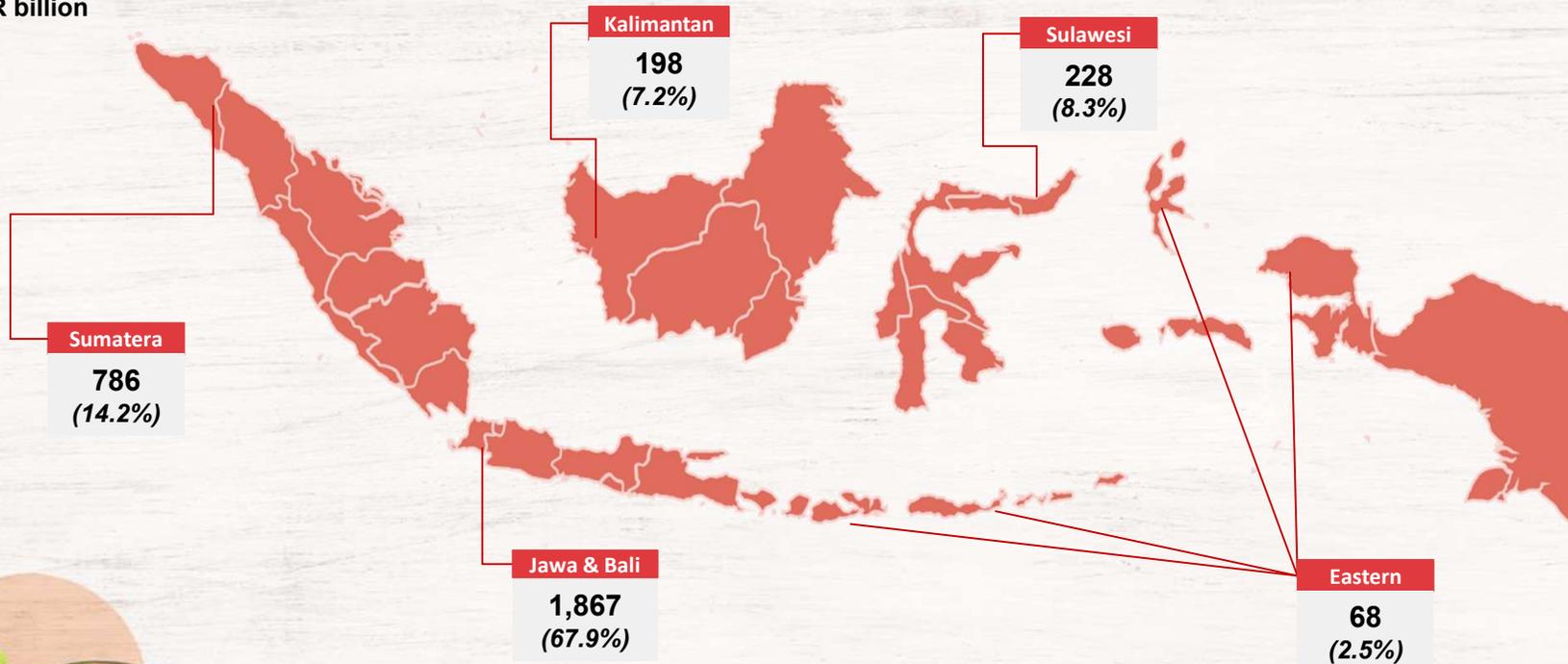
In Outlets



- ✓ By end of 30 November 2023, **611** outlets are operated in more than 120 cities across Indonesia.
- ✓ We rejuvenate our current outlets to be more relevant as a hang out place.

NET SALES BY REGION

In IDR billion



- ✓ Significant sales growth generated in Sulawesi (+8% YoY), Jawa & Bali ex-Jakarta (+8.1% YoY) and Kalimantan (+4.3% YoY)



OUTLET DEVELOPMENT BY REGION

Region	Number of Outlets		
	by 9M-22	Built	by 9M-23
Jabodetabek, Jawa, Bali	419	12	431
Sumatera	87	2	89
Sulawesi	35	4	39
Kalimantan	33	5	38
Eastern Indonesia	11	3	14
Total	585	26	611

OUTLET NEW LOOK



HUMANITARIAN AID

The Indonesian Red Cross (PMI) received humanitarian aid in the amount of IDR 1 Billion from Pizza Hut Indonesia which was represented by the Secretary General, Mr. AM Fachir at the PMI Headquarters, Gatot Subroto, Jakarta Selatan.

This fund is a form of aspiration from the whole Management and Employees of Pizza Hut who are concern with the victims due to humanitarian crisis in Gaza and also as a form of the Company's commitment to humanity and to relieve the burdens of Our brothers and sisters in Palestine.



PT. Sarimelati Kencana Tbk



A member of Sriboga Group



Palang
Merah
Indonesia

DONASI KEMANUSIAAN KONFLIK GAZA

Pizza Hut Indonesia

Turut mendonasikan senilai:

Rp 1.000.000.000,-

FARMERS EMPOWERMENT



**RUKUN BERSAMA FARMERS
SURABAYA, EAST JAVA**



**SAYRAM GARDEN FARMERS
BEDUGUL, BALI**



**LEMBANG AGRI FARMERS
WEST BANDUNG,
WEST JAVA**



**SIDOMAJU DUA FARMERS
SEMARANG, CENTRAL JAVA**



**SRI REJEKI FARMERS
BOYOLALI, CENTRAL JAVA**



**TUNAS TANI
PANGRANGO FARMERS
BOGOR, WEST JAVA**



**SUMBER TANI MULYA FARMERS
BANDUNG, WEST JAVA**



**VETERAN FARMERS
MAKASSAR, SOUTH SULAWESI**



**A'MAKALENDONG FARMERS
MANADO, NORTH SULAWESI**

2023 PIZZA HUT GLOBAL CHAMPIONSHIP



Contingent from Pizza Hut Indonesia represents the Asian Region competed in **2023 PIZZA HUT GLOBAL CHAMPIONSHIP** in September 2023 against 7 (seven) countries, among others, England, India, Guatemala, Bahrain, Egypt, Cyprus and Hong Kong.

Pizza Hut Indonesia Team won 2 (two) trophies, as follows:

1. **Winner of Pizza Hut Global Championship;**
2. **Winner of Best Cheer.**



PT. SARIMELATI KENCANA Tbk.



THANK YOU

