



Pizza Hut

PT Sarimelati Kencana Tbk.

2021 Public Expose



Jakarta / 25 November 2021



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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. As of 3Q-21, SMK operates combined number of 521 Pizza Hut Outlets across Indonesia.

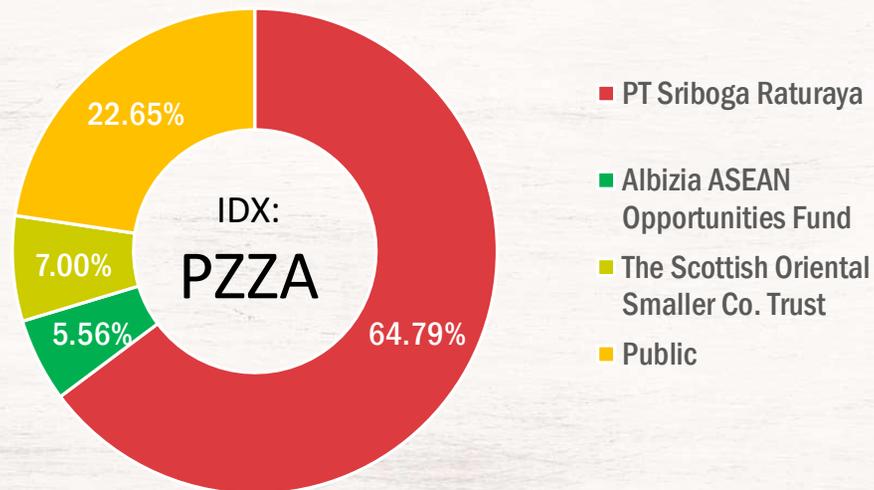
 SMK also operates a pasta factory in Jakarta, a protein factory in West Java and dough ball facilities in West, Central and East Java, Bali, South Sulawesi, North and South Sumatra and Riau.

 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, meat/cheese sauce, dough ball and vegetable processing factory.

Shares Highlights



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



Income Statement Highlights



in IDR billion	1H-21	1H-20	YoY	2Q-21	1Q-21	QoQ
Net Sales	1,689	1,818	-7.1%	975	714	36.5%
Gross Profit <i>Gross Profit Margin</i>	1,122 <i>66.4%</i>	1,184 <i>65.1%</i>	-5.2% <i>1.3ppt</i>	637 <i>65.4%</i>	484 <i>67.8%</i>	31.7% <i>1.5ppt</i>
Operating Profit <i>Operating Profit Margin</i>	57 <i>3.4%</i>	27 <i>1.5%</i>	114% <i>1.9ppt</i>	32 <i>3.3%</i>	25 <i>3.5%</i>	29.1% <i>-0.2ppt</i>
Net Profit <i>Net Profit Margin</i>	32 <i>1.9%</i>	10 <i>0.6%</i>	201% <i>1.3ppt</i>	27 <i>2.7%</i>	5 <i>0.7%</i>	447% <i>2ppt</i>
Number of Outlets	521 (+2)	519 (+3)				

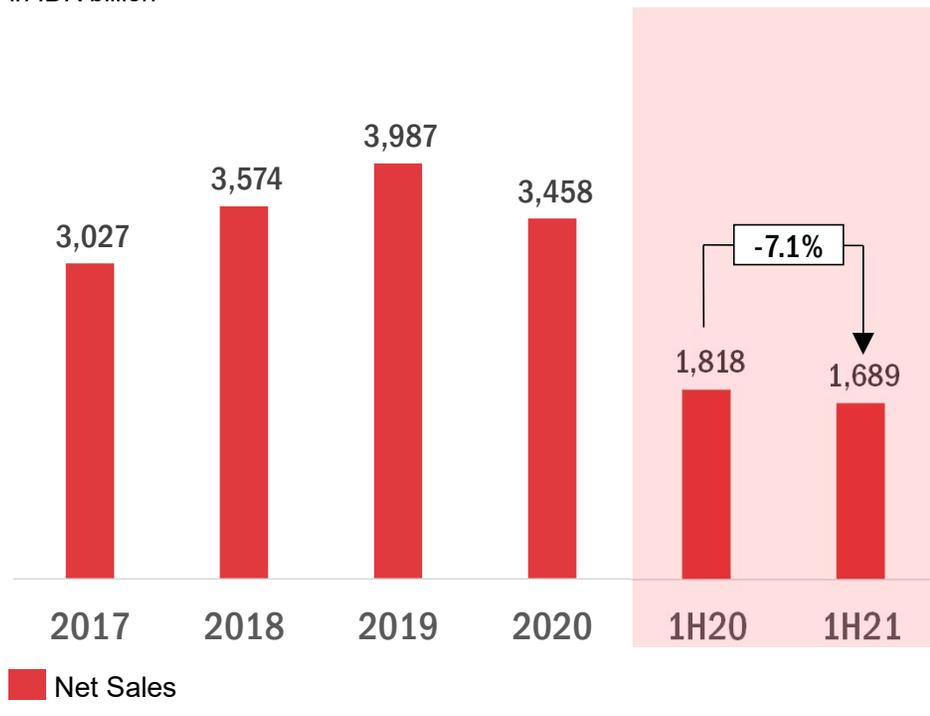


Sales and Profitability (1)



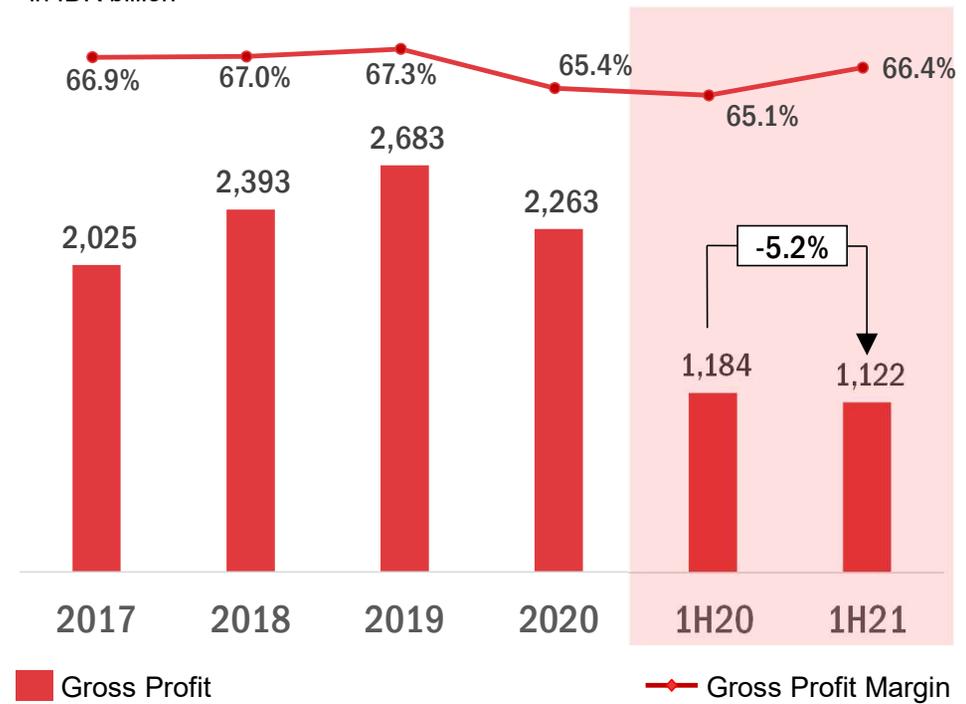
Net Sales

in IDR billion



Gross Profit & Gross Profit Margin

in IDR billion



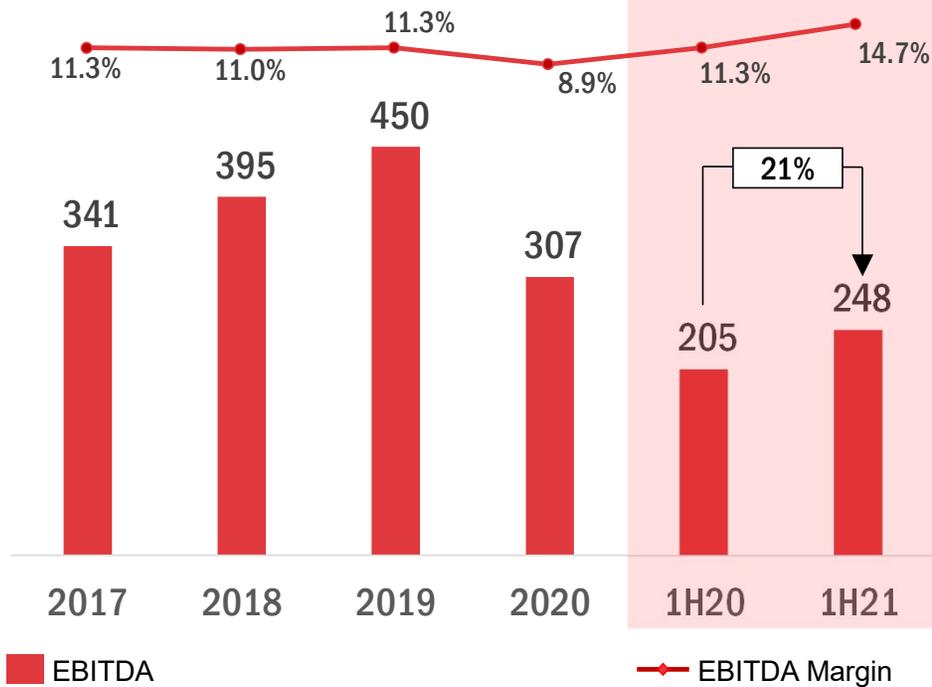


Sales and Profitability (2)



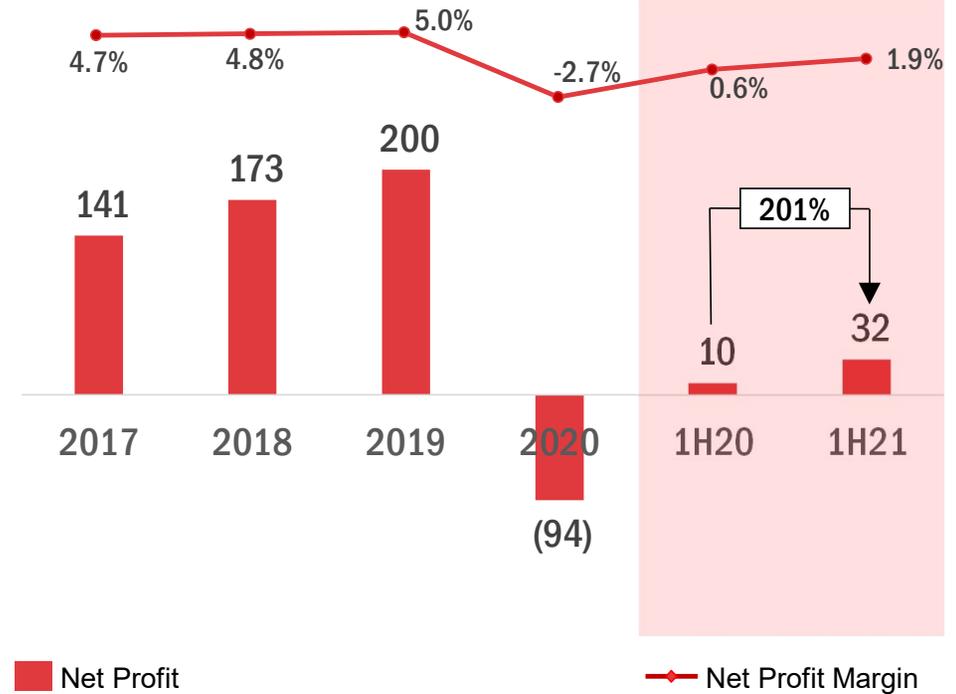
EBITDA & EBITDA Margin

in IDR billion



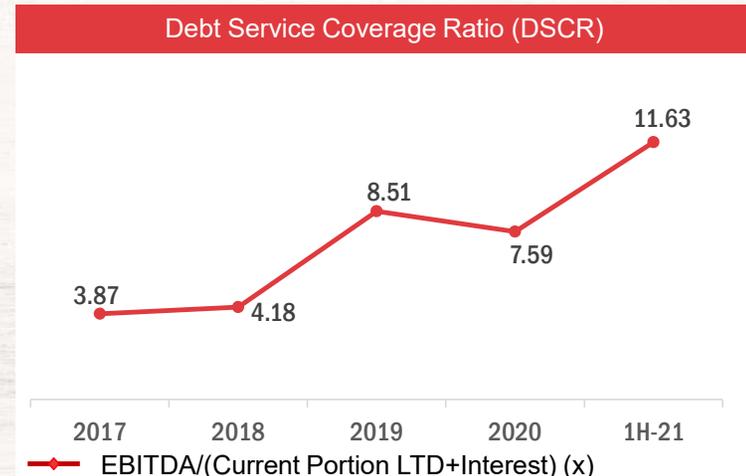
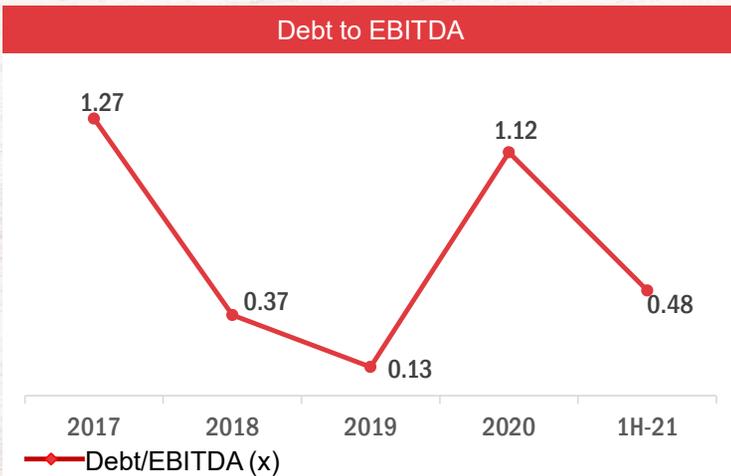
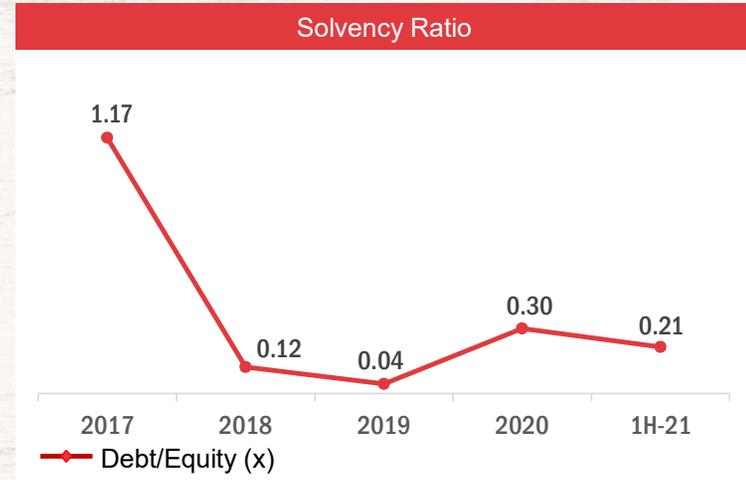
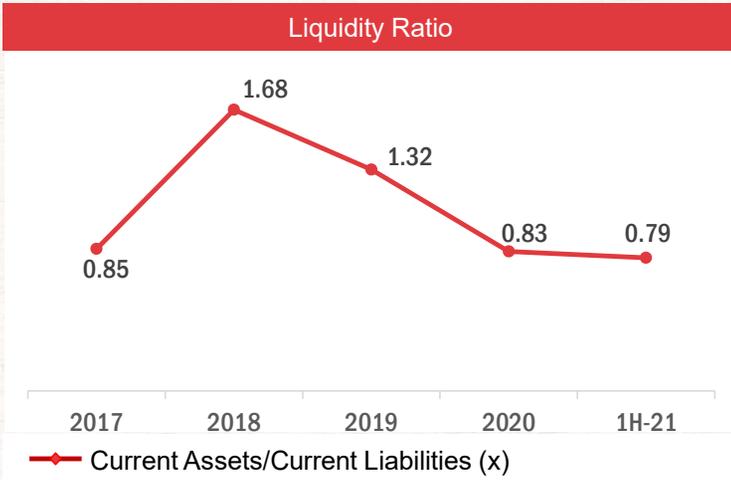
Net Profit & Net Profit Margin

in IDR billion



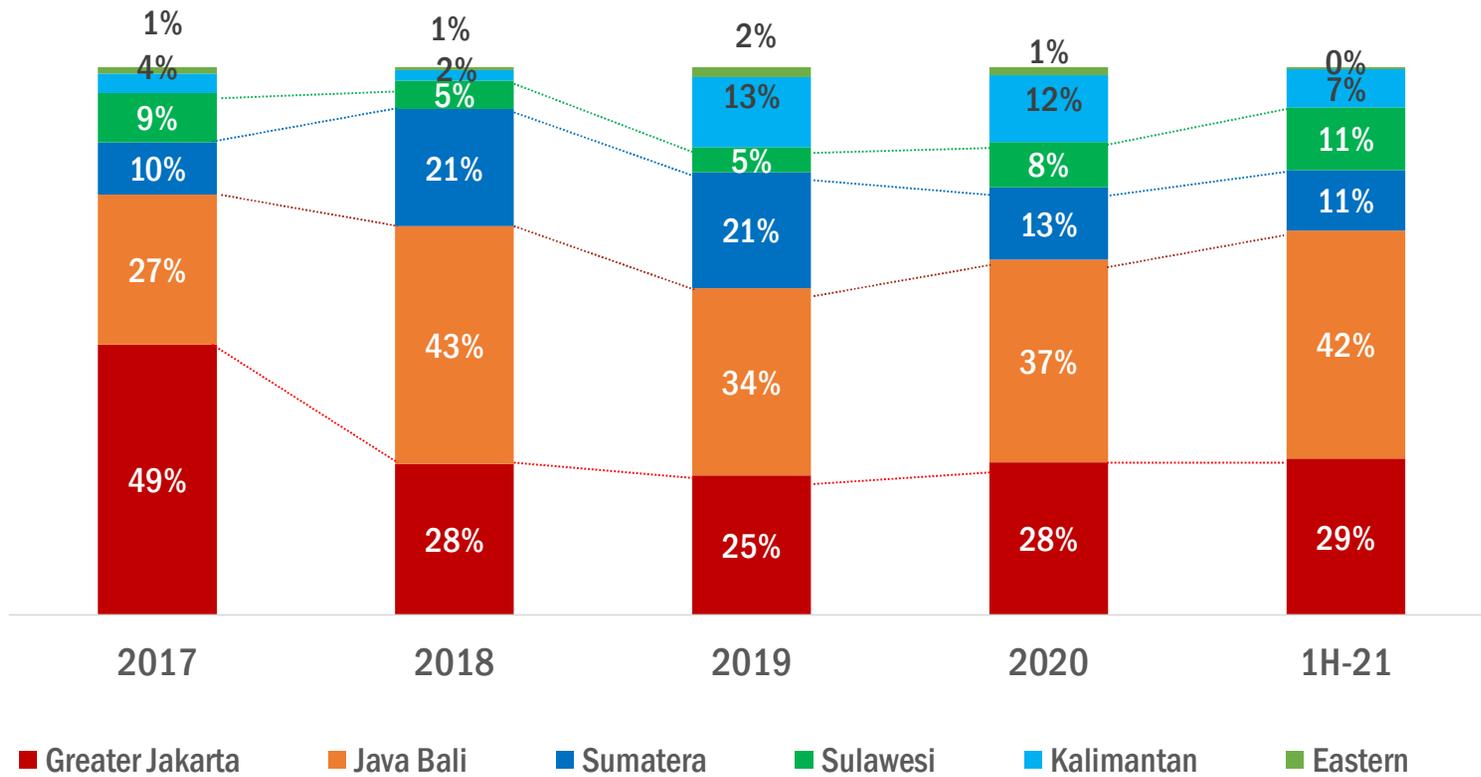


Balance Sheet





Capex Allocation

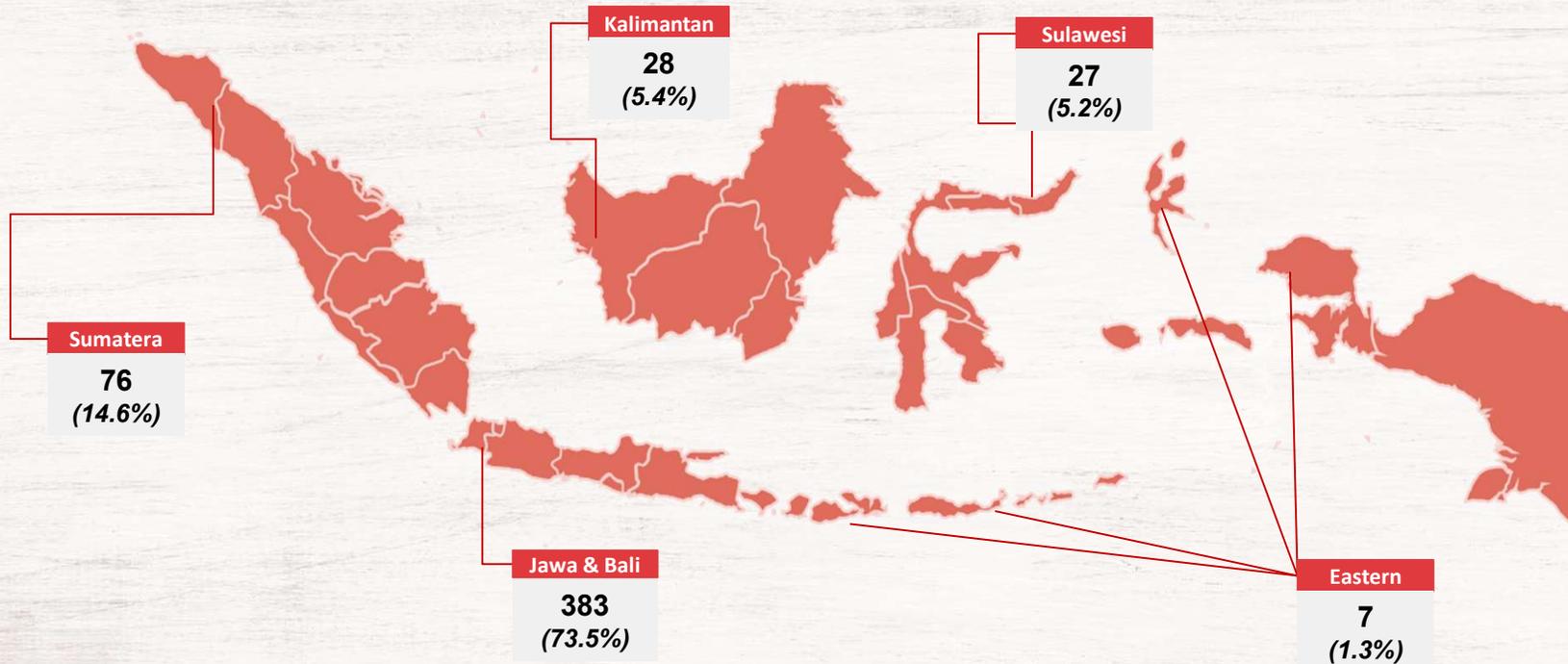


Any improvement, whether it is big or small, is important nowadays...

-  We have reduced our bank loan by IDR 103bn from IDR 343bn at the end of 2020 to IDR 240bn by end of 1H-21.
-  We tripled our net profit in 1H-21 from IDR 10bn in 1H-20 to become IDR 32bn due to consistent cost saving program that we have implemented since the beginning of pandemic.
-  Our GPM and OPM improved by 1.3ppt and 1.9ppt compared to 1H-20 figure, showing improved result from initiatives taken and better situation during Lebaran in 2021.
-  We added 4 outlets in Sumatera, followed by 2 and 3 outlets in Kalimantan and Sulawesi respectively, to reflect our focus for expansion into higher profitability areas. Expect further expansion for the rest of the year 2021.
-  Our partnership with aggregators is going stronger as we believe that aggressive offers to grow online will add value to our business in the future
-  Annual General Meeting of Shareholders dated 20-May-2021, decided for cash dividend distribution to the shareholders in the amount of IDR 66bn indicating our commitment to increase shareholder value.

Nationwide Presence

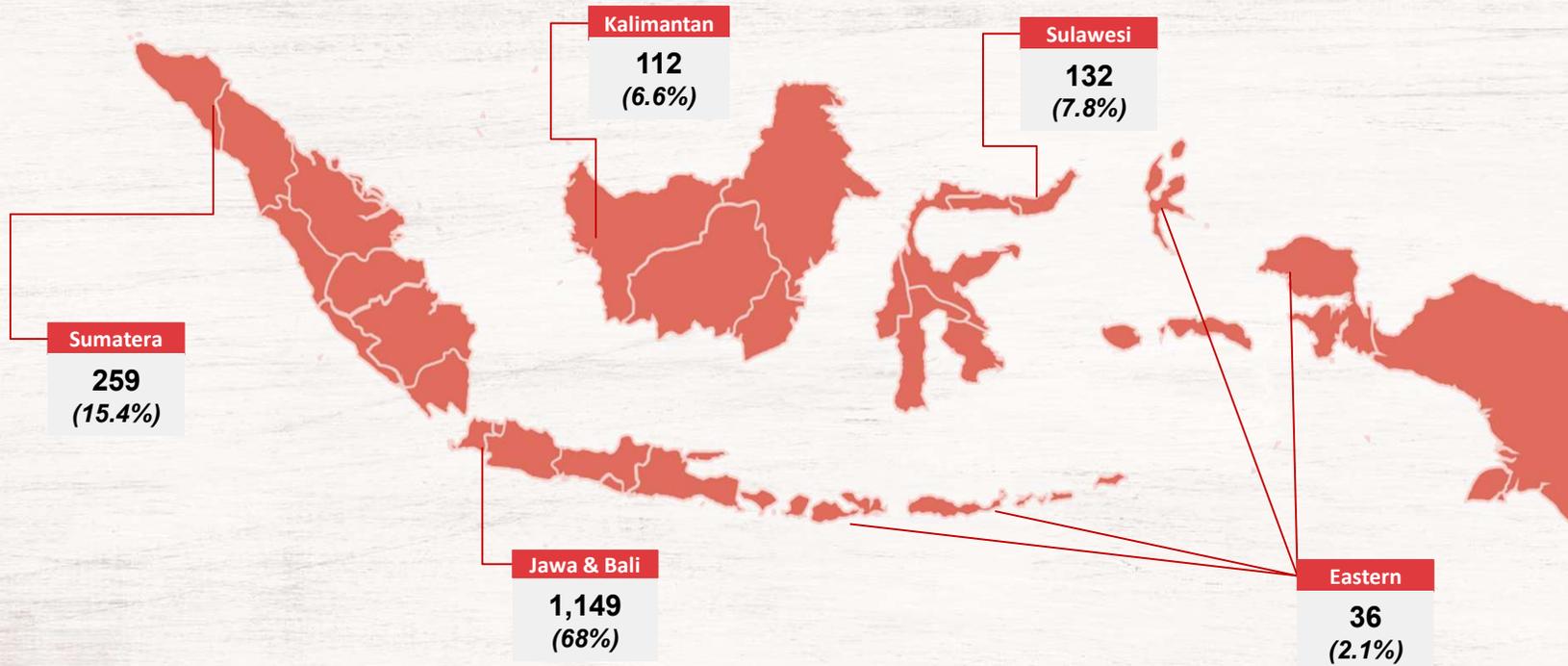
in Outlets



- ✓ As of 3Q-21, **521** outlets are operated in more than 105 cities across Indonesia
- ✓ In 2021, we are aiming for green field area to develop new outlets at other Islands which are going to be our priority

Net Sales by Region

in IDR billion



Outlet Development by Region



Region	Number of Outlets		
	by end 9M-20	Net Built	by end 9M-21
Greater Jakarta, Jawa, Bali	390	-7	383
Sumatera	72	4	76
Sulawesi	25	3	28
Kalimantan	25	2	27
Eastern Indonesia	7	-	7
Total	519	2	521



Marketing Campaign focus on VALUE

Abundant **VALUE**
"Abundance" and "Togetherness"
for Idul Fitri

Strengthen online own platform with
integrated Apps + VALUE



Farmer Empowerment



We believe that environmental sustainability has to be our concern as an F&B company. Therefore, we develop sustainable CSR program that involves farmers in order to maintain the food cycle which will produce good quality products.



Currently, we have assisted 3 groups of farmers in West Java, Central Java and South Sulawesi to produce high quality vegetables, such as red bell peppers, green peppers, romaine and head lettuce, green beans, carrots, baby corn and tomatoes in accordance with the standards of GAP (Good Agricultural Practices) and GHP (Good Handling Practices).



These groups have managed, in total, 41 green houses covering an area of 10,400m² with 52,000 plants that meet the needs of vegetables at our outlets in the respective area.



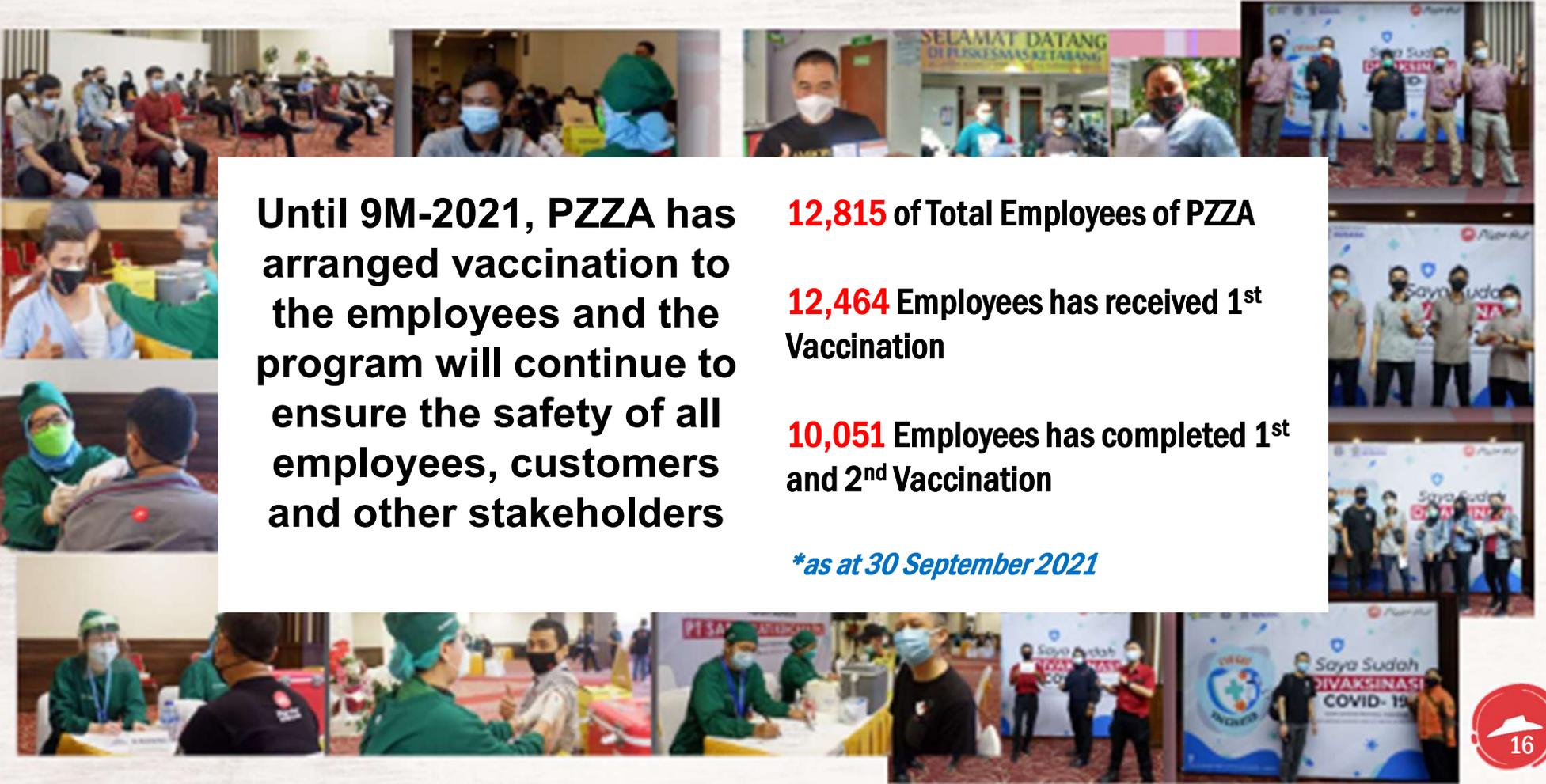
2 more groups of farmers are being formed and trained in North Sulawesi and West Java as we see growing demand on those particular areas.

Farmer Empowerment Program

44 Paprika Green Houses and 19 Tomato Huts



Vaccine for Covid-19



Until 9M-2021, PZZA has arranged vaccination to the employees and the program will continue to ensure the safety of all employees, customers and other stakeholders

12,815 of Total Employees of PZZA

12,464 Employees has received 1st Vaccination

10,051 Employees has completed 1st and 2nd Vaccination

**as at 30 September 2021*



**Thank
you**

