



PT. Matahari Putra Prima Tbk

PRESS RELEASE

For Immediate Release

MPPA DELIVERED RP2.9 TRILLION SALES; VOLUMES SURGE BY 3.9% YOY; EFFICIENCY MEASURES PUT IN PLACE LAST YEAR BEGINNING TO BEAR FRUIT

Jakarta, Monday, April 30, 2018

PT Matahari Putra Prima Tbk (“Company/MPPA”) announced today its financial results for 1Q 2018, which reflects a progress on the Company’s direction toward effecting transformation while still navigating the business through a still soft market environment.

The pricing strategy introduced in 2017 has shown encouraging results where we began to see transaction volume going up by 3.9% on a year-on-year basis over the 1Q 2018, which signals positive traction and improved engagement with our customers. The Company will continue to put forward customer-centricity as its focus in driving its business.

The Company registered a net sales of Rp2.9 trillion for the 1Q 2018, lower than the previous year. However, on the cost side the Company has made a good progress as a result of efficiency measures put in-place in 2017. General and administrative expenses came down by 28.4% y.o.y, resulting in a net loss of Rp159.8 billion for the 1Q 2018, an improvement from a net loss of Rp 176.7 billion in 1Q 2017.

The Company remains optimistic for 2018. The upcoming Lebaran season as well as the major events happening in the second half of the year, including the nationwide regional election, Asian Games and the World Cup will be one of the catalysts that drives demand growth for the retail business in Indonesia.

*****OOO*****

For further information, please contact:

Danny Kojongian

Director – Corporate Secretary & Public Affairs

Email: corporate.communication@hypermart.co.id

This press release has been prepared by PT Matahari Putra Prima Tbk (**MPPA**) and is circulated for the purpose of general information only. It is not intended for any specific person or purpose and does not constitute a recommendation regarding the securities of MPPA. No warranty (expressed or implied) is made to the accuracy or



PT. Matahari Putra Prima Tbk

completeness of the information. All opinions and estimations included in this release constitute our judgment as of this date and are subject to change without prior notice. MPPA disclaims any responsibility or liability whatsoever arising which may be brought against or suffered by any person as a result of reliance upon the whole or any part of the contents of this press release and neither MPPA nor any of its affiliated companies and their respective employees and agents accepts liability for any errors, omissions, negligent or otherwise, in this press release and any inaccuracy herein or omission here from which might otherwise arise.

Forward-Looking Statements

Certain statements in this release are or may be forward-looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions in Indonesia; the state of the property industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; the anticipated demand and selling prices for our developments and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in operation expenses, including employee wages, benefits and training, governmental and public policy changes; our ability to be and remain competitive; our financial condition, business strategy as well as the plans and objectives of our management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize; actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although we believe that the expectations of our management as reflected by such forward-looking statements are reasonable based on information currently available to us, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date hereof, and we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.