



h hypermart

9M 2014 Financial Update


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Low prices and more ...

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boston
health & beauty inside out

Agenda

- 
- ★ Key Highlights 9M 2014
 - ★ Financial Update
 - ★ Financial Summary



Key Highlights

9M 2014

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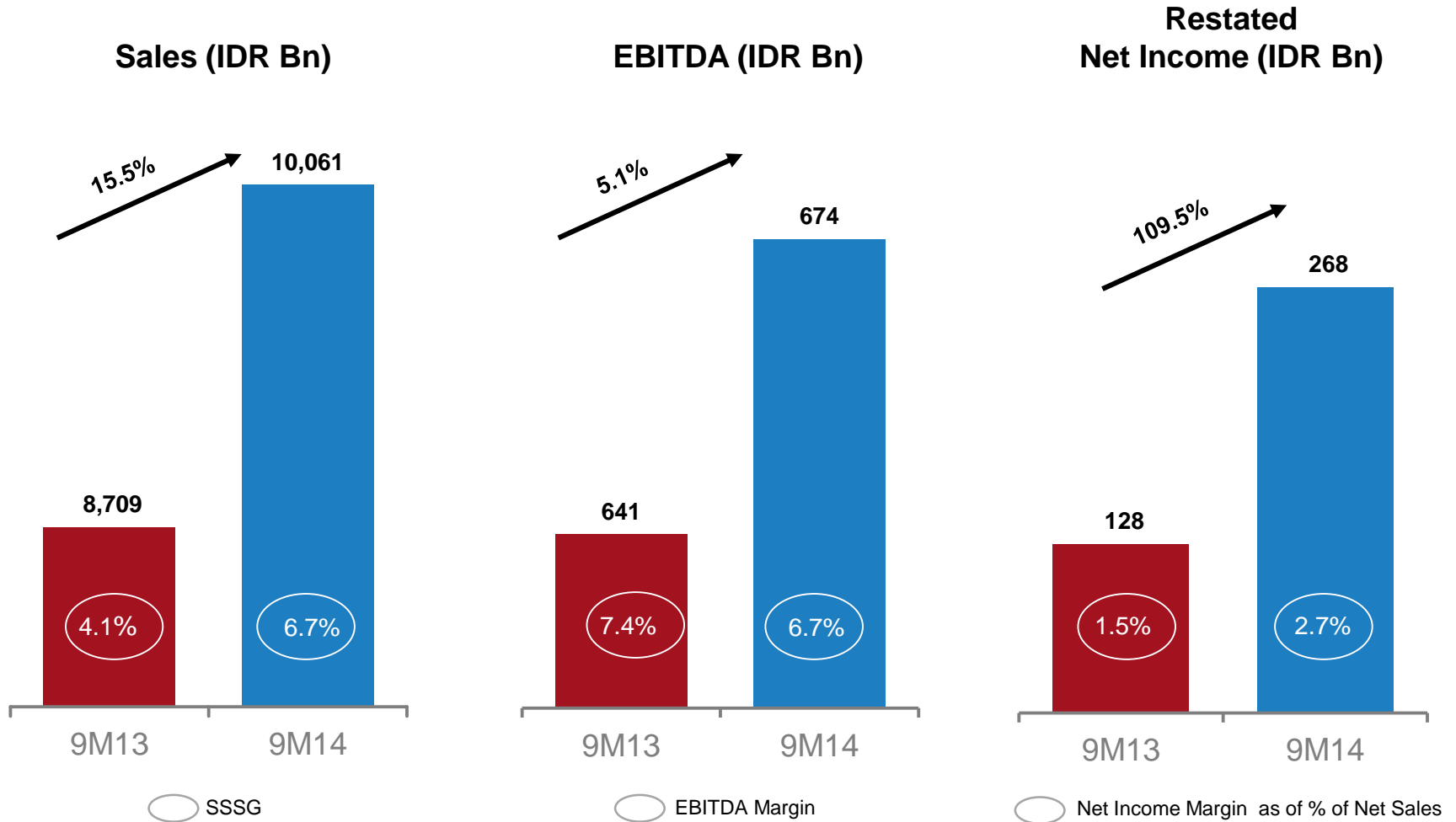
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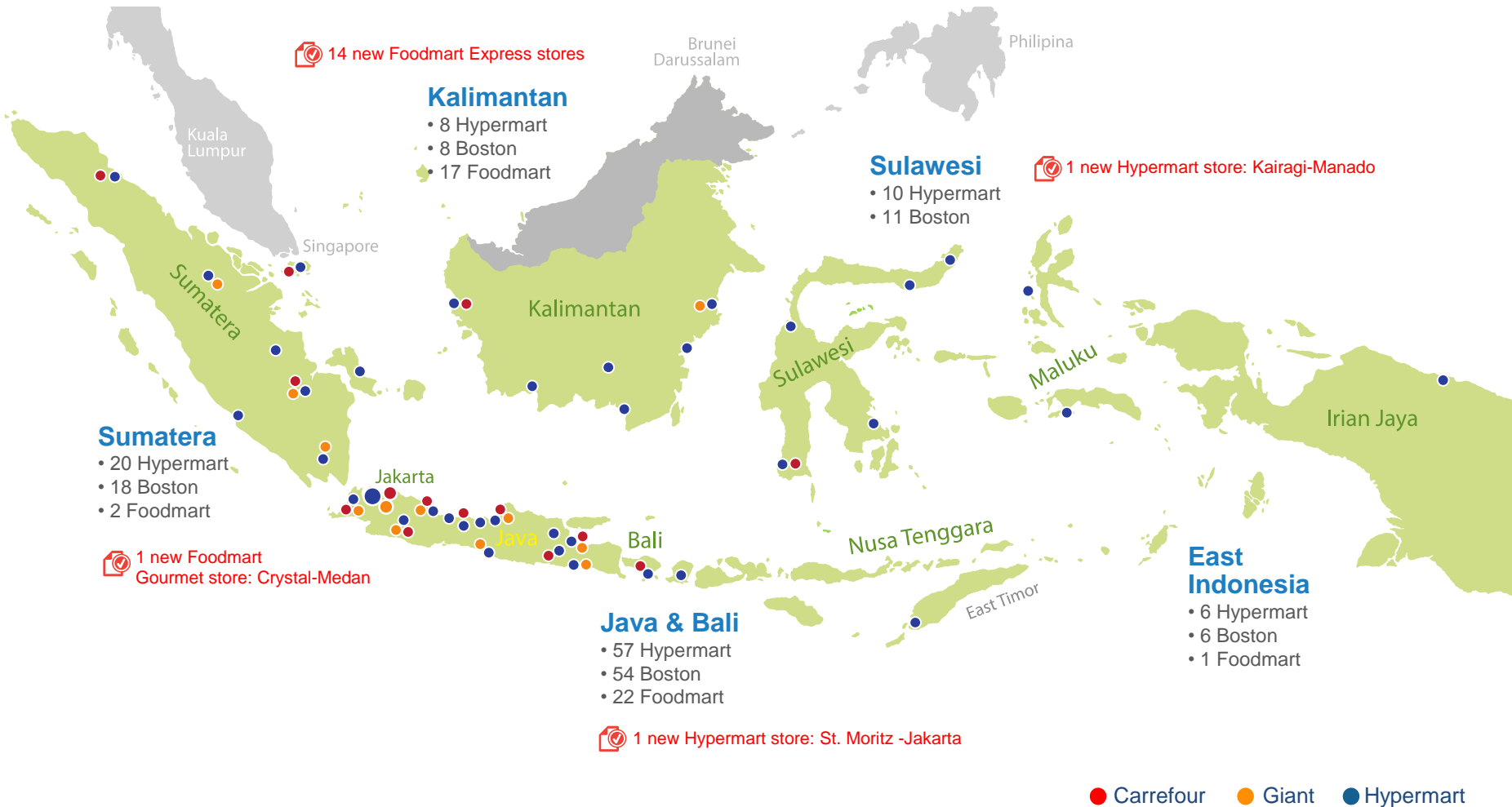
Key Highlights YTD 9M 2014

- ★ Total sales increased by 15.5% over LY to Rp 10.1 tn
- ★ Delivered a 6.7% same store sales growth
- ★ Merchandise gross margin increased to 17.1% of net sales, up 145 bps over LY
- ★ EBITDA increased by 5.1% over LY to Rp 674 bn, at 6.7% of net sales
- ★ Reported net income increased by 10.3% over LY to Rp 354.0 bn
- ★ Restated net income increased by 109.5% from Rp 128.0 bn in 9M 2013, to Rp 268.2 bn in 9M 2014
- ★ Opened 2 Hypermart, 4 Foodmart Gourmet, 14 Foodmart Express and 4 Boston Health & Beauty bringing the total to 246 stores, and expanded 1 Logistic Network

Financial Snapshot YTD September 2014



New Stores Opened in 9M 2014



As of 30 September 2014 • Source: Company Data

Stores Opened in 9M 2014

Hypermart

- * Manado, Lippo Plaza Kairagi - May 30
- * Jakarta, St. Moritz - June 27

Foodmart Gourmet

- * Medan, Crystal Lane - March 14
- * Jakarta, Plaza Lippo Kuningan - August 20
- * Medan, Sun Plaza - August 28
- * Beach Walk Kuta, Bali - September 4

Foodmart Express

- * Palangkaraya - 7 stores
- * Banjarbaru - 7 stores

Boston Health & Beauty

- * Jogja, Sapphire – March 4
- * Manado, Lippo Plaza Kairagi - May 14
- * Jakarta, St. Moritz - June 27
- * Purwakarta, Siloam – August 18



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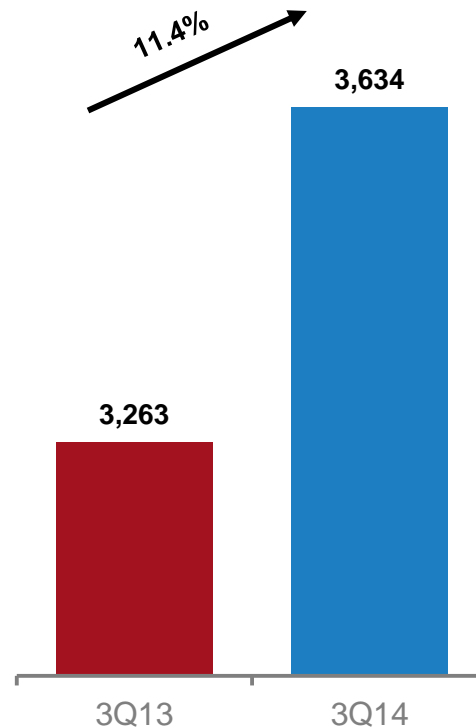
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Strong Sales Growth in 9M (Net Sales)

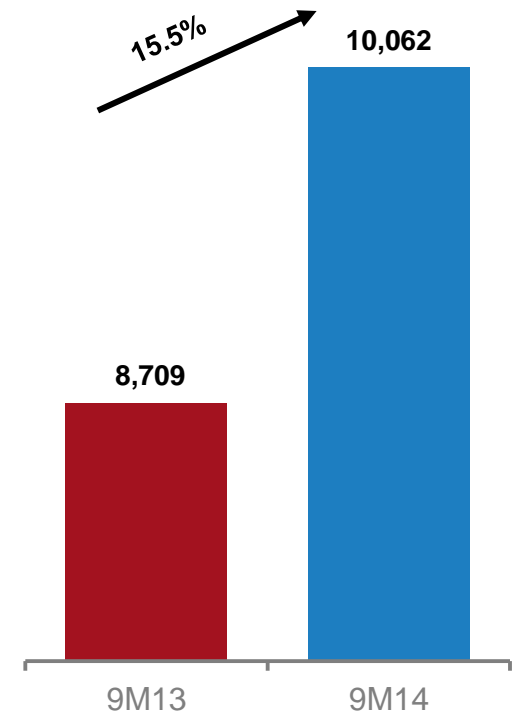
Strong sales growth



3Q



YTD September

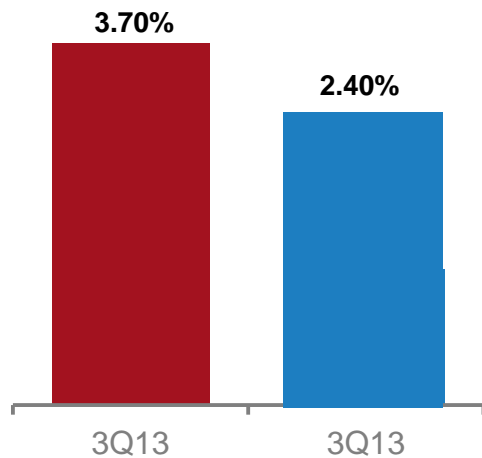


Driven by improved Same Store Sales Growth

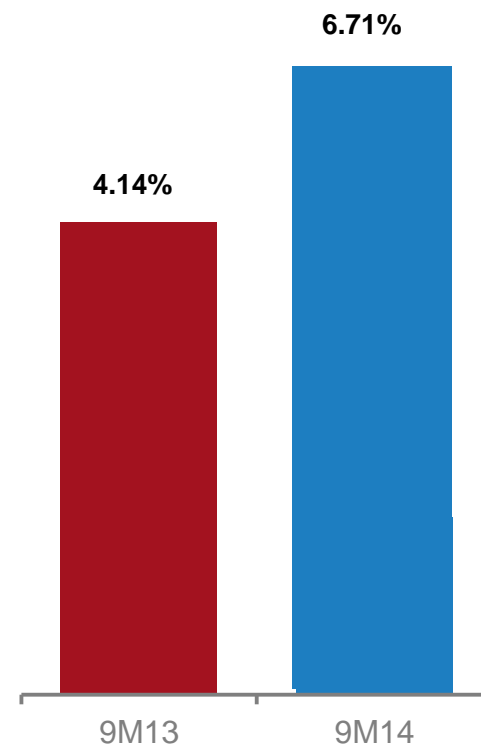
Same Store Sales growth in 2013



3Q

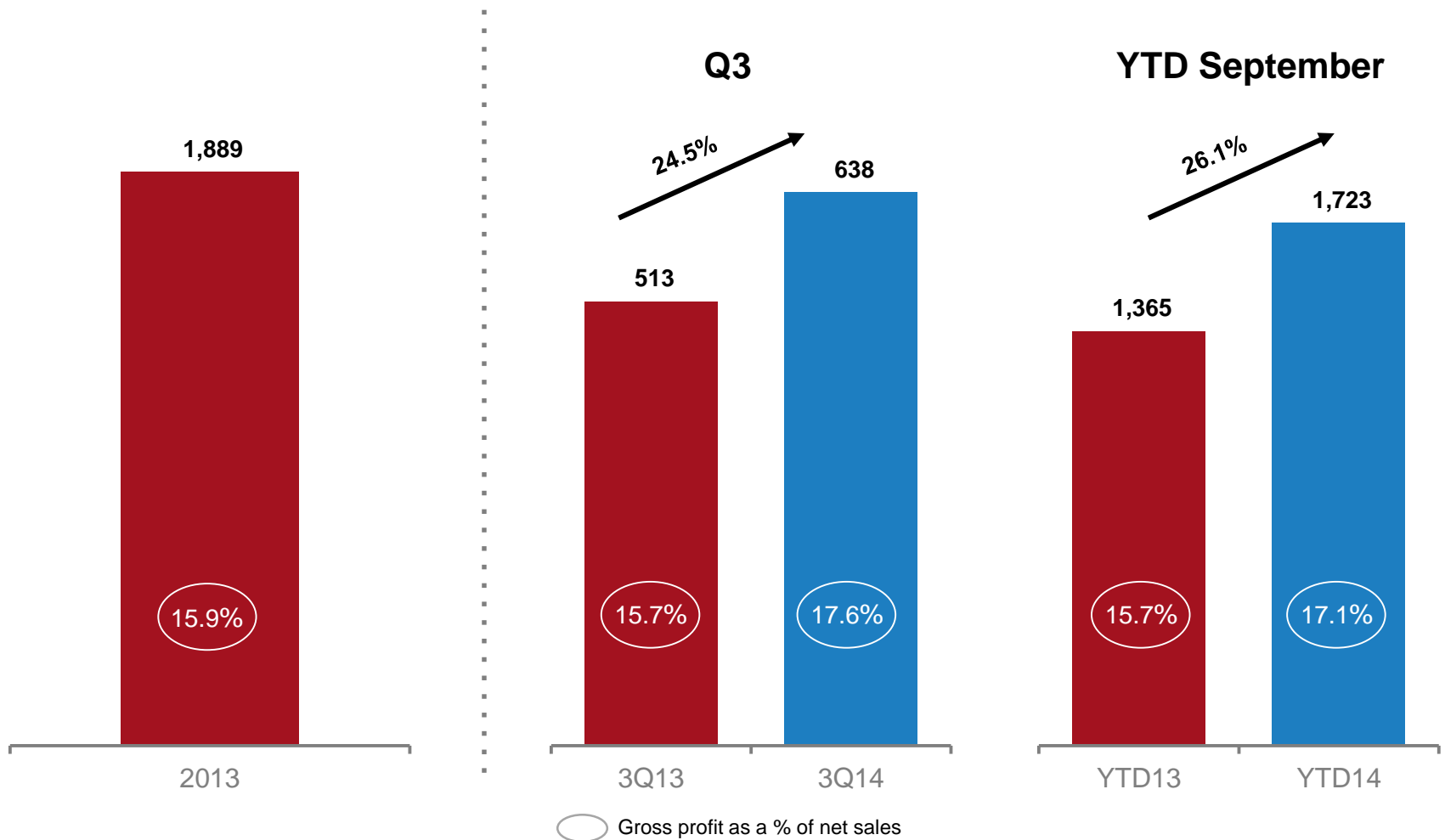


YTD September



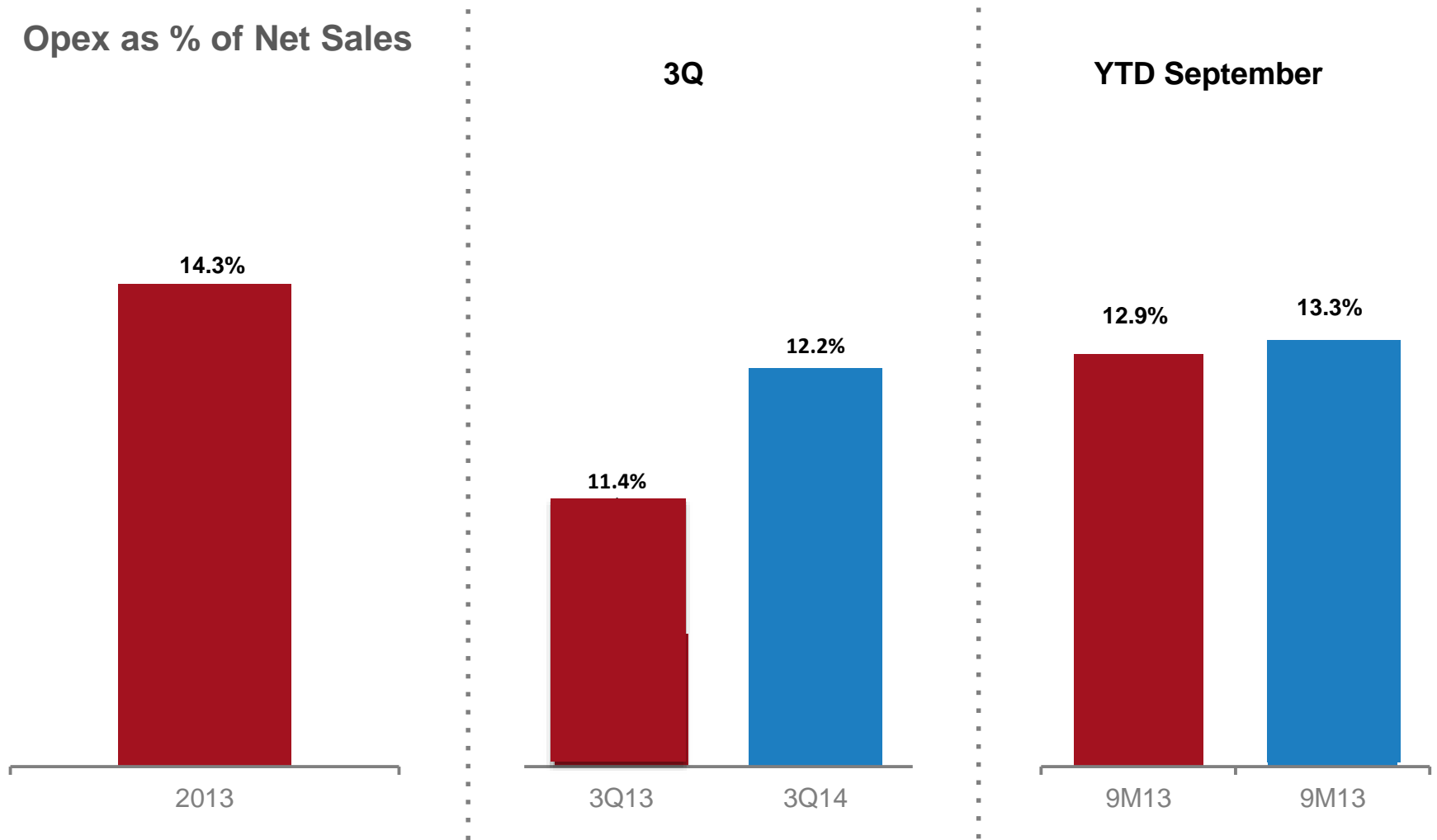
Merchandise margins continue to strengthen

Gross profit and margins (IDR Bn)



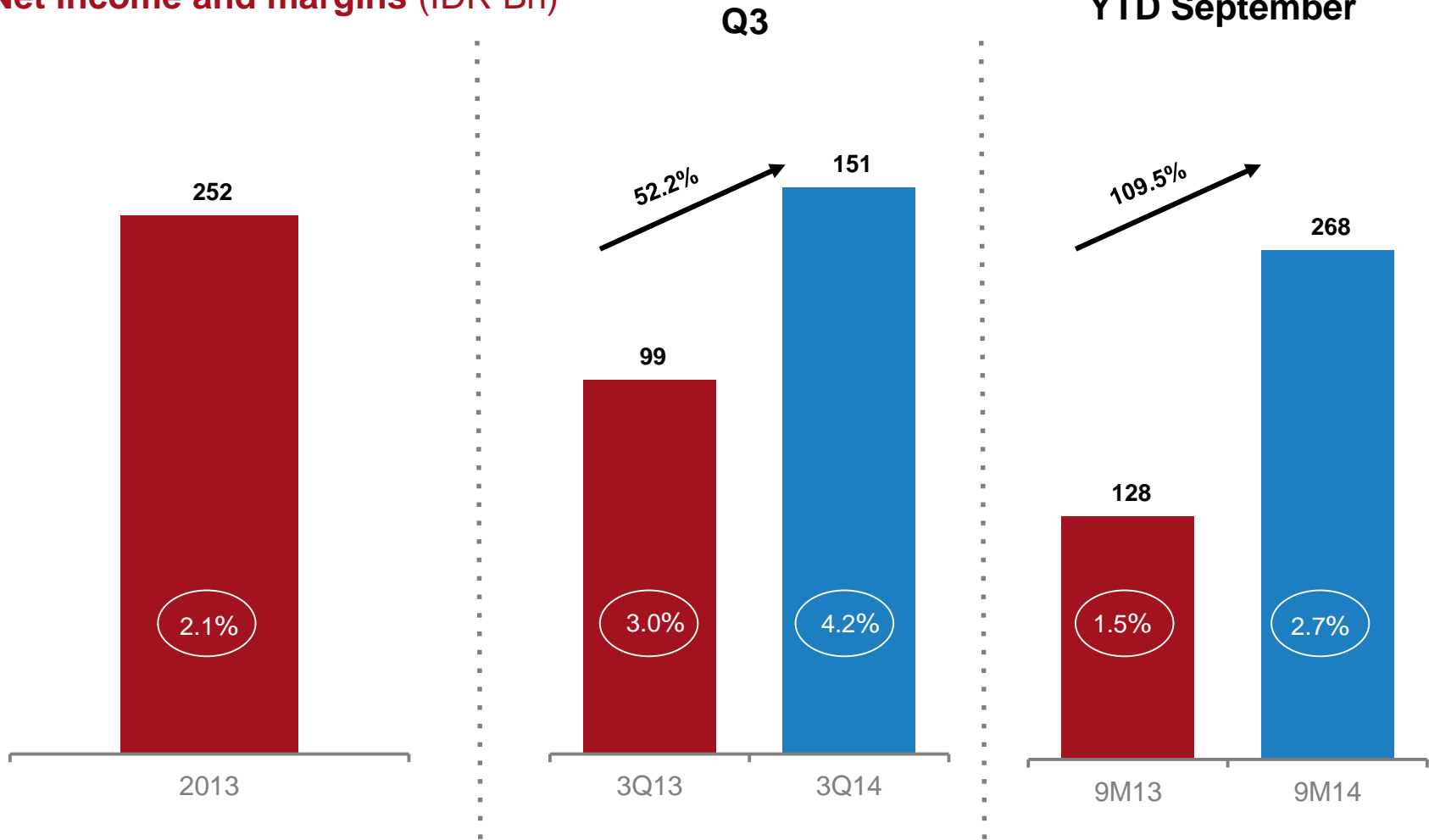
Expenses came in lower than planned, with stores continuing to offset labor cost increases with operational efficiencies

Opex as % of Net Sales



YTD comparable net income (restated)

Net income and margins (IDR Bn)





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Financial Summary

	3Q13	3Q14	9M13	9M14
Gross Sales	3,442,679	3,789,164	9,154,810	10,568,987
SSSG	3.7%	2.4%	4.1%	6.7%
Growth	10.4%	10.1%	10.4%	15.4%
Net Revenue	3,262,665	3,634,378	8,709,381	10,061,869
Growth	8.1%	11.4%	9.3%	15.5%
Gross Profit	512,718	638,331	1,365,111	1,722,852
Margin	15.7%	17.6%	15.7%	17.1%
EBITDA	191,080	266,846	641,462	673,707
Margin	5.9%	7.3%	7.4%	6.7%
Income Before Tax				
Reported	127,417	197,413	421,218	467,884
Restated	127,417	197,413	228,356	382,221
Margin	3.9%	5.4%	2.6%	3.8%
Net Income				
Reported	99,079	150,814	320,901	353,957
Restated	99,079	150,814	128,039	268,294
Margin	3.04%	4.15%	1.47%	2.67%
Growth	15.0%	52.2%	88.8%	10.3%

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