



MR.D.I.Y. INDONESIA

2Q2025
Result Announcement

31 July 2025

Strictly Private & Confidential

MR.D.I.Y.
Always Low Prices

Disclaimer and Cautionary Statements

Forward-Looking Statements

This document may contain forward-looking information or forward-looking statements including, but not limited to discussions of strategy, future plans and indicative financial performance (collectively, "forward-looking information"). All information contained in this document that is not clearly historical in nature or that necessarily depends on future or subsequent events is forward-looking information prepared as of the date of this document is based upon the opinions and estimates of management as well as the information available to management as of the date of this document. In some cases, forward-looking information can be identified by the use of forward-looking terminology such as "expect", "will", "should", "intend", "anticipate", "potential", "proposed", "estimate" and other similar words, expressions and phrases, including negative and grammatical variations thereof, or statements that certain events or conditions "may," or "will" happen, or by discussion of strategy.

Forward-looking information is based on a variety of current internal expectations, estimates, projections, assumptions, and beliefs that, while deemed reasonable by management, are subject to significant business, economic, competitive landscape, and other uncertainties and contingencies. This information does not serve as a guarantee of future performance which involves both known and unknown risks, uncertainties, conditions and other factors (including the risk factors outlined in the Company's IPO Prospectus pertaining the Company's consolidated financial statements and Management's Discussion & Analysis), which could result in actual outcomes, performance, or achievements differing materially from those expressed or implied by the forward-looking information. Any estimates, business or investment strategies, or views expressed in this document are based on current market conditions and/or data provided by unaffiliated third-party sources, and may change without prior notice. If any information in this document was obtained from third-party sources, the Company has not independently verified it, and there is a risk that the assumptions and conclusions drawn based on such information may not be accurate or complete. Unless required by law, the Company is under no obligation to update or revise any forward-looking information due to new information, events, or otherwise. Readers are advised not to place undue reliance on this forward-looking information, which should not be seen as the sole basis for making any investment decisions.

Non-IFAS Measures

The Company uses the following non-Indonesian Financial Accounting Standards (IFAS) financial measure such as EBITDA. This non-IFAS financial measure has certain limitations in that they do not include the impact of certain expenses that are reflected in Company's consolidated financial statements that are necessary to operate the Company's business. Non-IFAS measurements are not intended to replace the presentation of The Company's financial results in accordance with IFAS. Thus, this non-IFAS financial measures should be considered in addition to, not as substitutes for, or in isolation from, measures prepared in accordance with IFAS

Consolidated Financial Information

The Company furnished the result for the six months ended 30 June 2025 and 2024. The information for the six months ended 30 June 2025 and 2024 is extracted from the unaudited and unreviewed consolidated financial statements of the Company as of and for the six months ended 30 June 2025 (with consolidated financial information for the six months ended 30 June 2024 disclosed as comparative). The Company's consolidated financial statements as of and for the six months ended 30 June 2025 (with consolidated financial information for the six months ended 30 June 2024 disclosed as comparative), have been prepared by and is the responsibility of management. This financial information has not been audited, reviewed, examined, or had any procedures applied by an independent certified public accountant. Accordingly, there are no opinions or any other form of assurance expressed with respect to any and all interim financial information as of and for the six months ended 30 June 2025 presented in this document.

Furthermore, in this document, the Company has also furnished the results of the three months ended 30 June 2025, 31 March 2025 and 30 June 2024 which have been prepared by and are the responsibility of management. The consolidated financial information for the three months ended 30 June 2025, 31 March 2025 and 30 June 2024 have not been audited, reviewed, examined, or had any procedures applied on. Accordingly, there are no opinions or any other form of assurance expressed with respect to any and all consolidated financial information for the three months ended 30 June 2025, 31 March 2025 and 30 June 2024 presented in this document.

Operating Metrics

Same Store Sales Growth or SSSG, a metric used to measure the revenue growth of stores that have been in operation for at least 24 months. The SSSG of the stores for a period is calculated by dividing (a) the revenue generated by the stores during that period after deducting the revenue generated by those same stores during the corresponding period of the same duration in the immediately preceding year, by (b) the revenue generated by those same stores during the period of the same duration in the immediately preceding year. SSSG for a six-month period can therefore only be calculated for the stores which have been in operation at a minimum of 24 months from July 1 in the two prior years and remained operating throughout the six months for the relevant period and SSSG for a 12-month period can therefore only be calculated for the stores which have been in operation for a minimum of 24 months from January 1 in the prior two years and remained operating throughout the relevant year.

- 1. Business Highlights**
2. Financial Results
3. Management Discussion

2Q2025 at a Glance



Revenue
IDR 1,928.4 bn
(↑8.8% YoY)

GP Margin
55.9%
(↑1.0 p.p. YoY)

Profit after Tax ("PAT")
IDR 281.3 bn
(↓21.3% YoY)

PAT Margin
14.6%
(↓5.6 p.p. YoY)

Net cash from operating
activities
IDR 533.0 bn
(↑167.0% YoY)

Gearing ratio
0.4x

1,086
Stores
65
new stores

Return on Equity
29.3%

Store Network as per 30 June 2025



Total 2Q2025 Addition: 65 stores
Store count as per 30 June 2025

Maintaining Growth Amid Shifts in Landscape

Store Count Progression

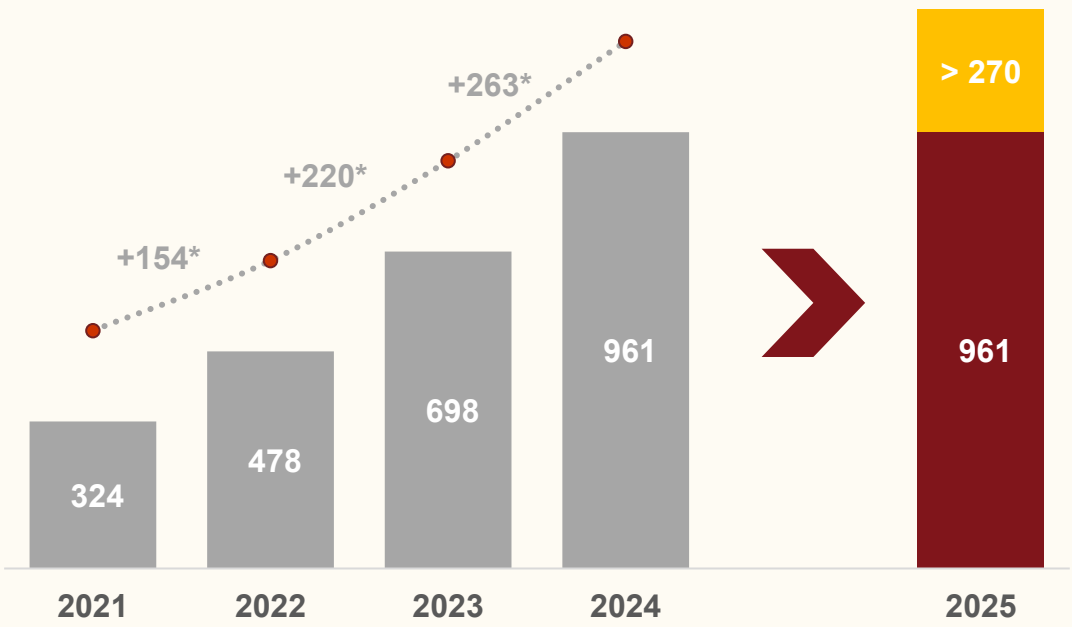
2025 YTD New Stores

128

Targeted New Stores for 2025

>270

Committed to grow to cater underserved markets despite shifts in consumer landscape

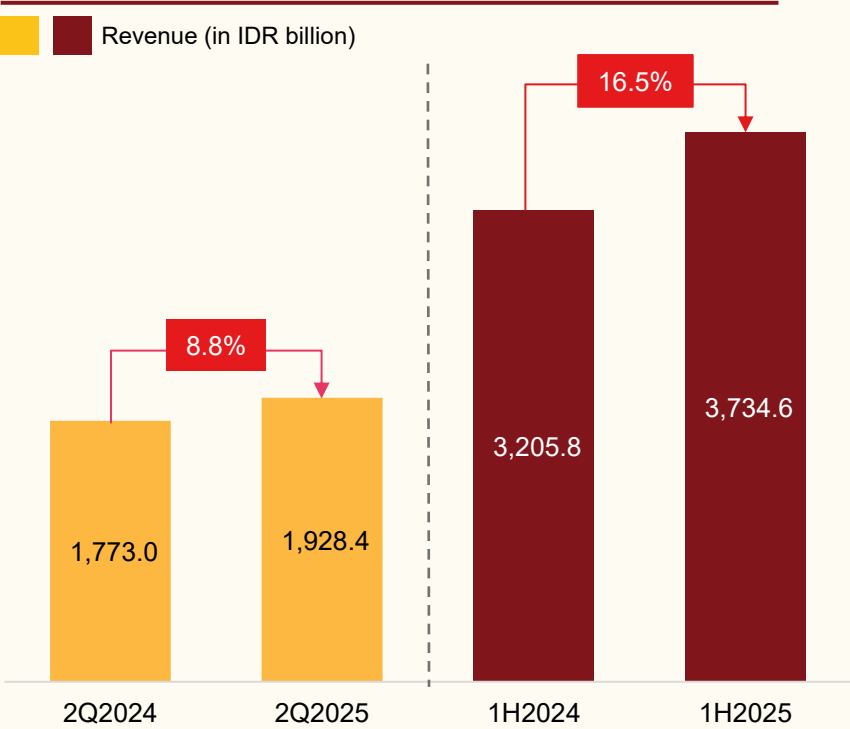


- Value-conscious spending
- Prioritizing essentials

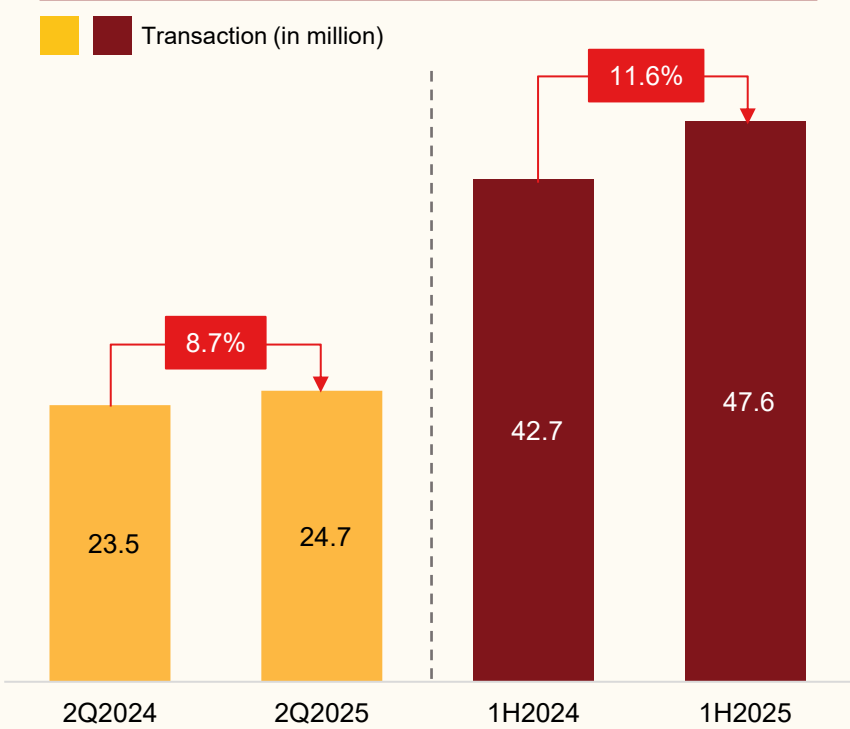
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Revenue and Transactions Positive Momentum Maintained

Revenue

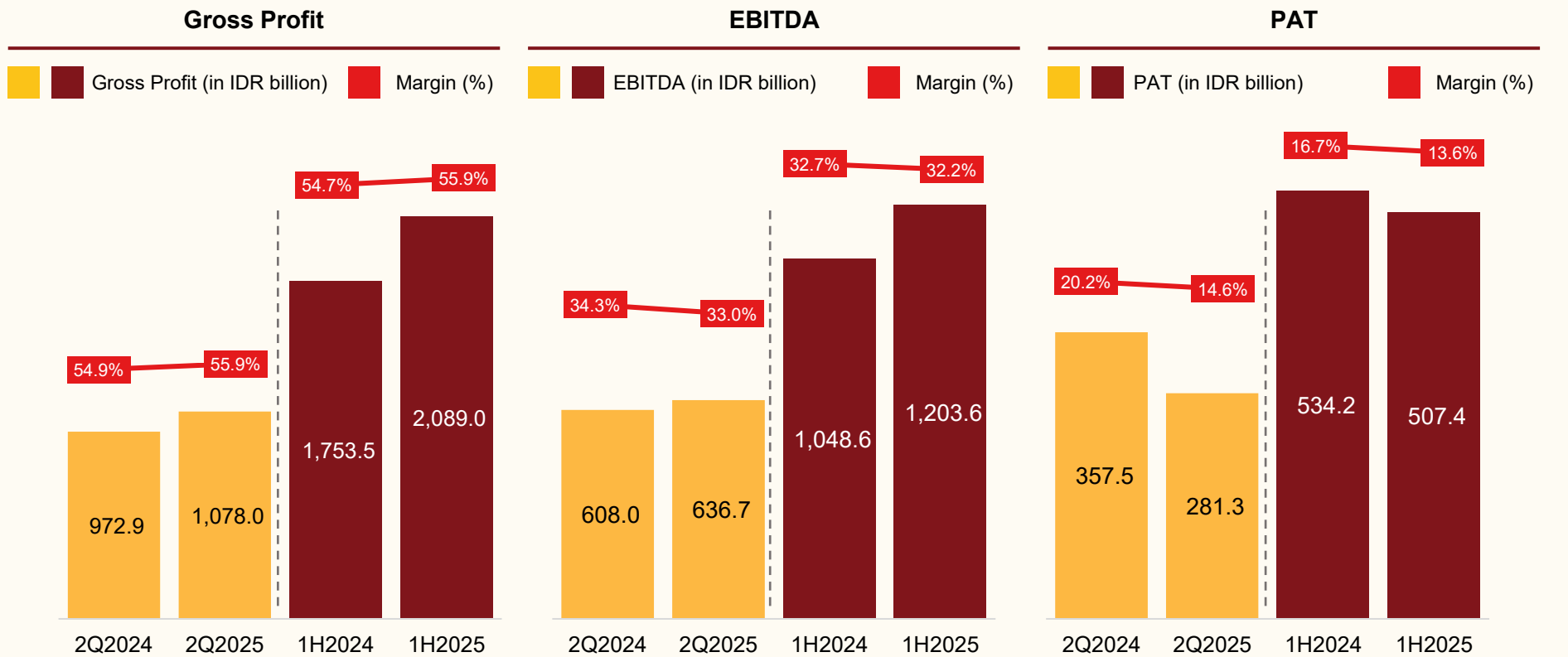


Number of Transaction



- Strong growth in revenue and number transaction
- Underscores strong customer engagement and resilient demand across our product categories

Operational Discipline Supports Stable Long-term Margins while Investment in Expansion Continues

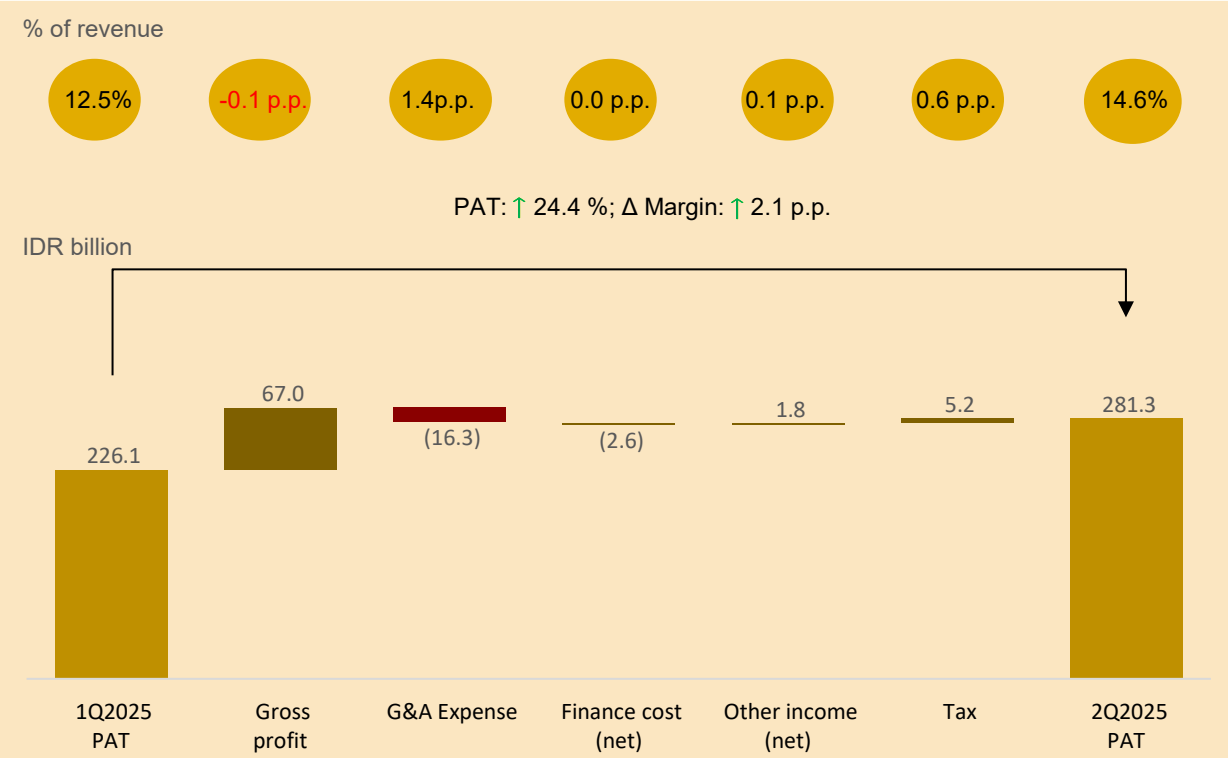


GP Margin levels remain well-anchored supported by:

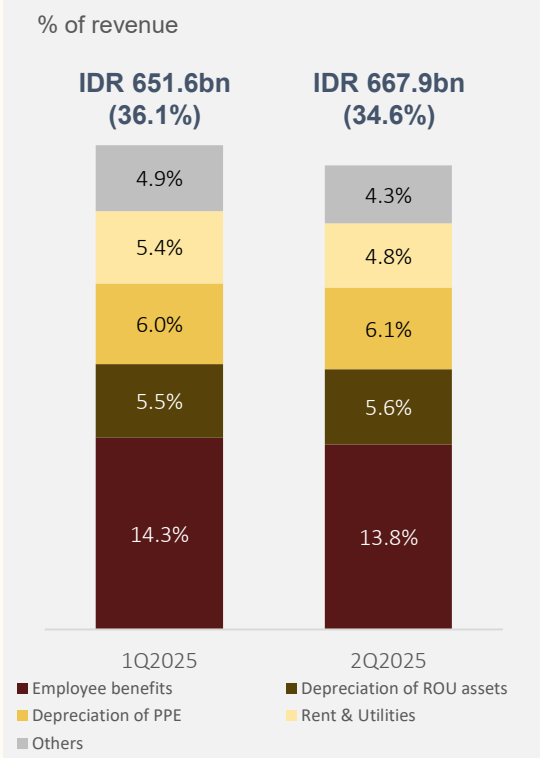
- Economies of Scale: Our scale enhance purchasing power and cost leverage across group
- Logistics Cost: Efficient logistics cost resulting from optimized routes and tighter network of stores
- Product Mix: Optimized product assortment to stay aligned with customer demand

Reprioritizing Key Cost Components to Sustain Profitability

Changes to PAT Margin



Breakdown of G&A expenses



2Q2025 vs 1Q2025:

- 2Q2025 PAT margin was 2.1 p.p. higher compared to previous quarter, supported by disciplined operational efficiencies across the organization
- We maintained a disciplined approach to cost management, which has allowed us to deliver higher PAT and sustain profitability

Statement of Profit and Loss

In IDR Billion	2Q 2025	2Q 2024	% Change ¹	1H 2025	1H 2024	% Change ¹
Revenue	1,928.4	1,773.0	8.8	3,734.6	3,205.8	16.5
Cost of sales	(850.4)	(800.1)	6.3	(1,645.5)	(1,452.3)	13.3
Gross profit	1,078.0	972.9	10.8	2,089.0	1,753.5	19.1
G&A expenses (excl. depreciation and amortization)	(441.3)	(364.9)	20.9	(885.4)	(704.9)	25.6
EBITDA	636.7	608.0	4.7	1,203.6	1,048.6	14.8
Depreciation and amortization	(226.6)	(132.3)	71.3	(434.1)	(301.2)	44.1
Operating profit	410.1	475.7	(13.8)	769.5	747.4	3.0
Finance income	1.4	1.5	(6.7)	3.5	3.1	12.9
Finance costs	(49.5)	(46.8)	5.7	(97.1)	(85.8)	13.2
Other income – net	(0.5)	29.1	(101.7)	(2.8)	33.5	(108.4)
Profit before tax	361.5	459.5	(21.3)	673.1	698.2	(3.6)
Income tax expense - net	(80.2)	(102.0)	(21.3)	(165.7)	(164.0)	1.0
Profit for the period	281.3	357.5	(21.3)	507.4	534.2	(5.0)
Normalized profit for the period	281.3	329.4	(14.6)	507.4	506.1	0.3
Other selected financial data:						
Gross profit margin (%)	55.9	54.9	1.0 p.p.	55.9	54.7	1.2 p.p.
EBITDA margin (%)	33.0	34.3	(1.3) p.p.	32.2	32.7	(0.5) p.p.
Net profit margin (%)	14.6	20.2	(5.6) p.p.	13.6	16.7	(3.1) p.p.
Normalized net profit margin (%)	14.6	18.6	(4.0) p.p.	13.6	15.8	(2.2) p.p.

A Normalized profit figures exclude one-time items occurred in 2024 (mainly related to reversal of inventory provision and ROU) to reflect a clearer view of current performance

Note:

¹Variance in %change is due to rounding

Statement of Financial Position

IDR'bn	Unaudited 30.6.2025	Audited 31.12.2024	% Change*
Non-Current Assets			
Property and equipments	1,678.6	1,478.1	13.6
Rights-of-use assets	1,409.1	1,207.0	16.7
Other Assets	470.0	402.1	16.9
Current Assets			
Inventories	2,074.0	1,894.9	9.4
Trade & other receivables	0.2	0.6	(74.7)
Cash and bank balance	356.9	672.7	(47.0)
Other Assets	733.0	679.8	7.8
Total Assets	6,721.8	6,335.3	6.1
Non-Current Liabilities			
Lease liabilities	350.4	310.3	12.9
Borrowings	837.7	764.5	9.6
Others liabilities	32.8	27.9	17.9
Current Liabilities			
Lease Liabilities	403.0	355.9	13.2
Trade & other payables	178.4	202.9	(12.1)
Borrowings	536.8	757.3	(29.1)
Others current liabilities	788.6	829.8	(5.0)
Total Liabilities	3,127.7	3,248.6	(3.7)
Total Equity	3,594.1	3,086.7	16.4
Total Liabilities & Equity	6,721.8	6,335.3	6.1

Note:

*) Variance in %change is due to rounding

A

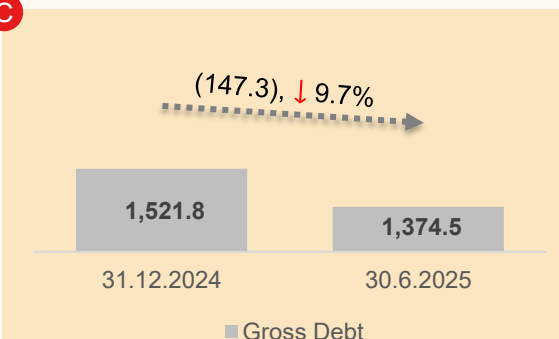
- Increase in right-of-use assets and property, plant, and equipment (PPE) reflects the expansion of our total store network, with 90.0% of PPE being **store-related**

- This growth is driven by the addition of 125 net new stores in 1H2025

B

- Total inventory increased by 9.4% in-line with higher number of operating stores, ensuring sufficient stock to capture back-to-school seasonality demand and maintain stable availability through the post-season period

C



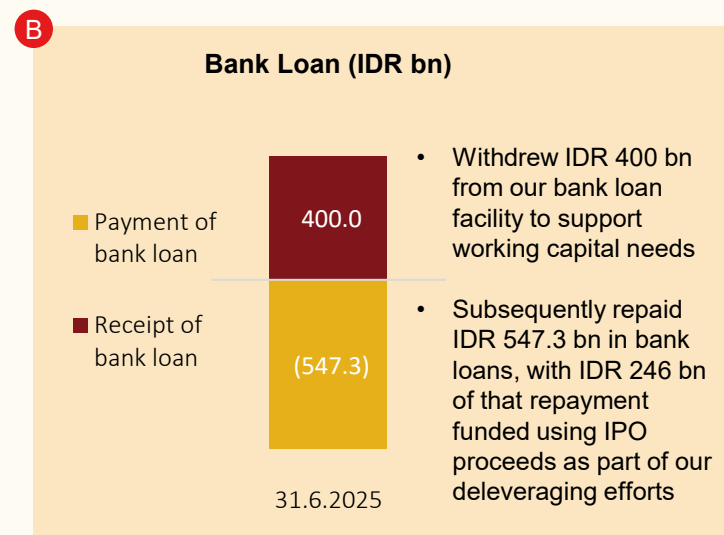
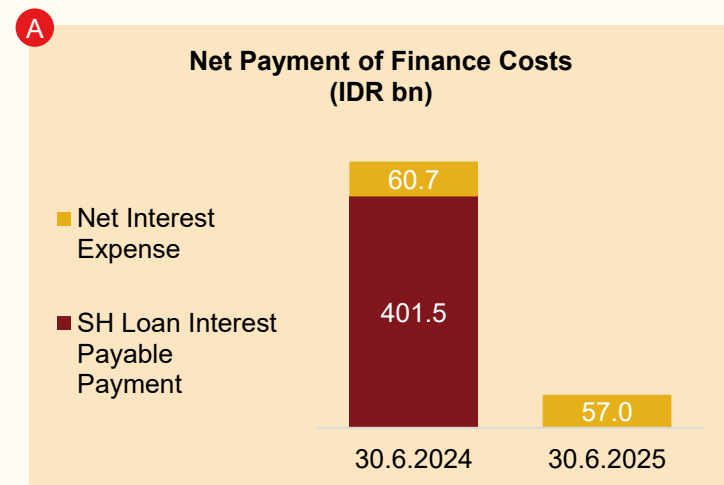
- Decrease in gross debt reflects disciplined cash management and a continued focus on maintaining a healthy balance sheet
- Gearing ratio remains healthy at 0.4x (vs FY24: 0.5x)

D

- Total shareholders' equity **increased by 16.4%** to **IDR3,594.1 bn** as at 30 June 2025

Cash Flow Statement

IDR'bn	30.6.2025	30.6.2024
Cash generated from operations	590.0	661.8
Net Payment of finance costs	(57.0)	(462.2)
Net cash from operating activities	533.0	199.6
Acquisition of property and equipments	(428.6)	(280.7)
Acquisition of subsidiary with cash	-	(360.5)
Receipt from disposal of property and equipments	-	15.3
Net cash used in investing activities	(428.6)	(625.9)
Receipt of bank loan	400.0	1,152.9
Payment of bank loan	(547.3)	-
Payment of shareholders loan	-	(1,250.1)
Receipt from issuance capital	-	500.0
Receipt of related parties transaction	-	459.8
Payment of related parties transaction	-	(38.0)
Payment for leases (prepayment)	(272.9)	(328.9)
Net cash used in financing activities	(420.2)	495.6
Net (decrease)/increase in cash & equivalents	(315.9)	69.3
Cash & cash equivalents b/f	672.7	291.4
Cash & cash equivalents c/f	356.9	360.7

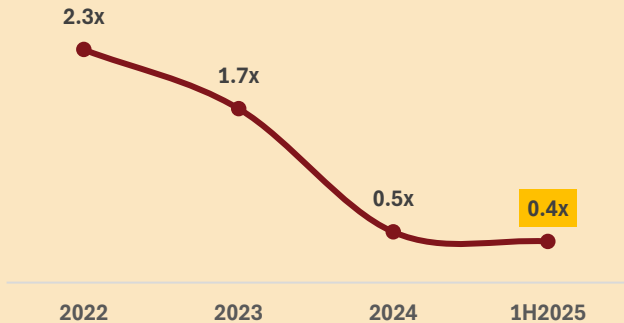


Disciplined Capital Structure with Seasonality-Driven Metrics

Gearing Ratio

(Times)

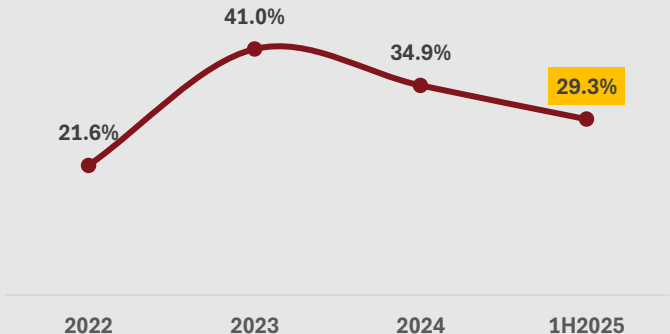
Reflects balanced financial leverage supported by a strong cash position



Return on Equity ¹

(%)

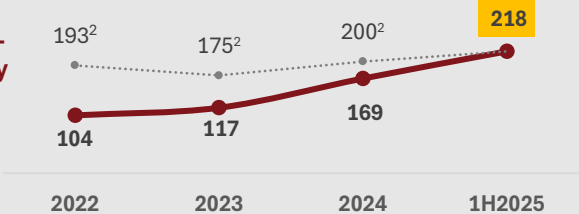
Robust ROE at c.29%



Inventory Turnover

(Days)

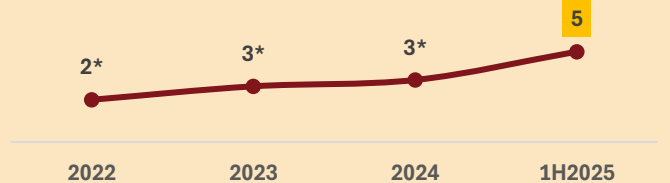
Inventory days reduced from 230 in 1Q25, relatively high as a strategic preparation for early July back-to-school seasonality



Trade Payable Turnover

(Days)

Trade payable turnover remained short at 5 days



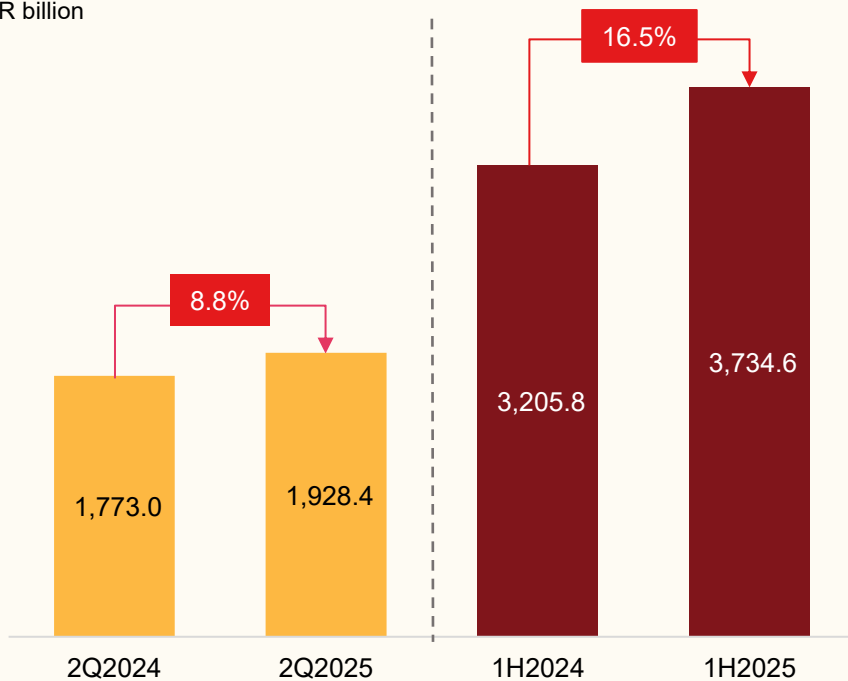
Note:
(1) Total equity as at year end/period
(2) Figures as of FY22-24 for inventory turnover are as if MIY has been consolidated since 1 January 2022

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Steady, Robust Growth despite Softer SSSG

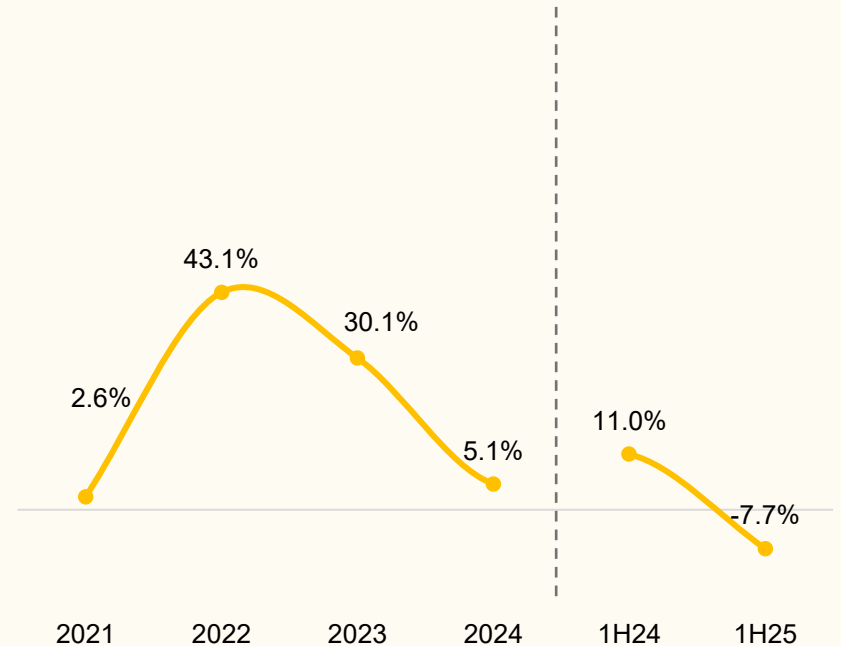
Growth in Revenue Remains Robust

In IDR billion



SSSG¹ Softened Compared to Same Period Last Year

In %



- Revenue growth and store expansion remains strong on the back of positive contribution from new stores and higher transaction volume
 - +262 net stores addition from same period last year (>20 stores per month)
- SSSG softened as a result of: i) Softer macroeconomic environment ii) High base last year

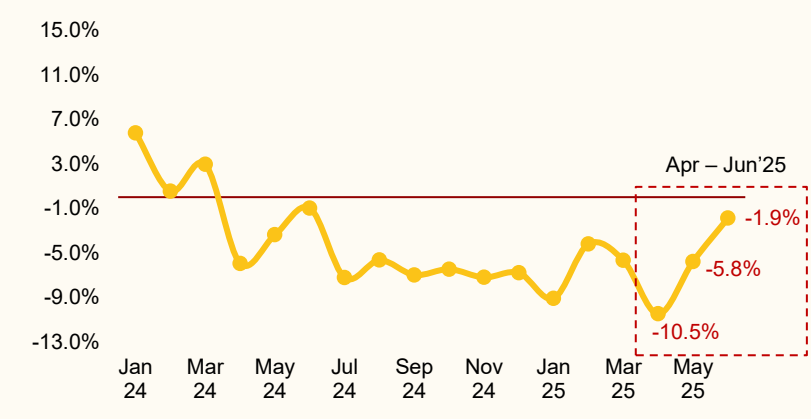
Note:

(1) Figures of FY21-23 for SSSG are as if MIY has been consolidated since 1 January 2021

Navigating Growth in a Softer Environment

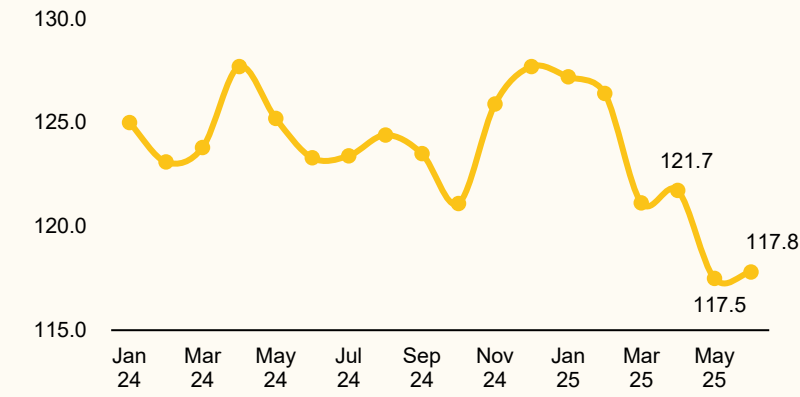
Household Retail Sales Index Growth Remains Subdued

Annual Growth of Retail Sales Index – Household Equipment (% YoY)



Shift in Consumer Confidence

Consumer Confidence Index



Continue accelerating growth with over 270 new stores in FY2025, reflecting our confidence in the market and our proven, scalable model



Penetration 2% of TAM¹, significant untapped potential

- TAM includes all 10 DIY's product categories



Value-for-money proposition



Sustaining profitability through lean operations and cost stewardship

Source: Central Bank of Indonesia

Notes: (1) Includes home improvement, home lifestyle, home centre, toys, sports, health & beauty, apparel & footwear, jewellery & watch, electronics & appliances. Source: Frost & Sullivan



Commitment to Our Core Pillars with Focus on Price-to-Value

Our Core Pillars and Initiatives



H2 Focus: Advancing Growth with Focus



Q & A Session

