



## 2Q26 Results Announcement

July 2026

# Disclaimer

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 and 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.

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The Company uses the following non-Indonesian Financial Accounting Standards (IFAS) financial measure such as EBITDA. These non-IFAS financial measures have 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, these non-IFAS financial measures should be considered in addition to, not as substitutes for, or in isolation from, measures prepared in accordance with IFAS.

The Company furnished the result for the six months ended 30 June 2026 and 2025. The information for the six months ended 30 June 2026 and 2025 is extracted from the unaudited and unreviewed consolidated financial statements of the Company as of and for the six months ended 30 June 2026 (with consolidated financial information for the six months ended 30 June 2025 disclosed as comparative). The Company’s consolidated financial statements as of and for the six months ended 30 June 2026 (with consolidated financial information for the six months ended 30 June 2025 disclosed as comparative), have been prepared by and are 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 30 June 2026 and for the six months ended 30 June 2026 and 2025 presented in this document.

Furthermore, in this document, the Company has also furnished the results of the three months ended 30 June 2026 and 2025 which have been prepared by and are the responsibility of management. The consolidated financial information for the three months ended 30 June 2026 and 2025 have not been audited, reviewed, examined, or had any procedures applied on by an independent certified public accountant. 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 2026 and 2025 presented in this document.

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 (e.g. 6 or 12 months) 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



▶▶ **01 Business Highlights**

02 Financial Results

03 Management Discussion



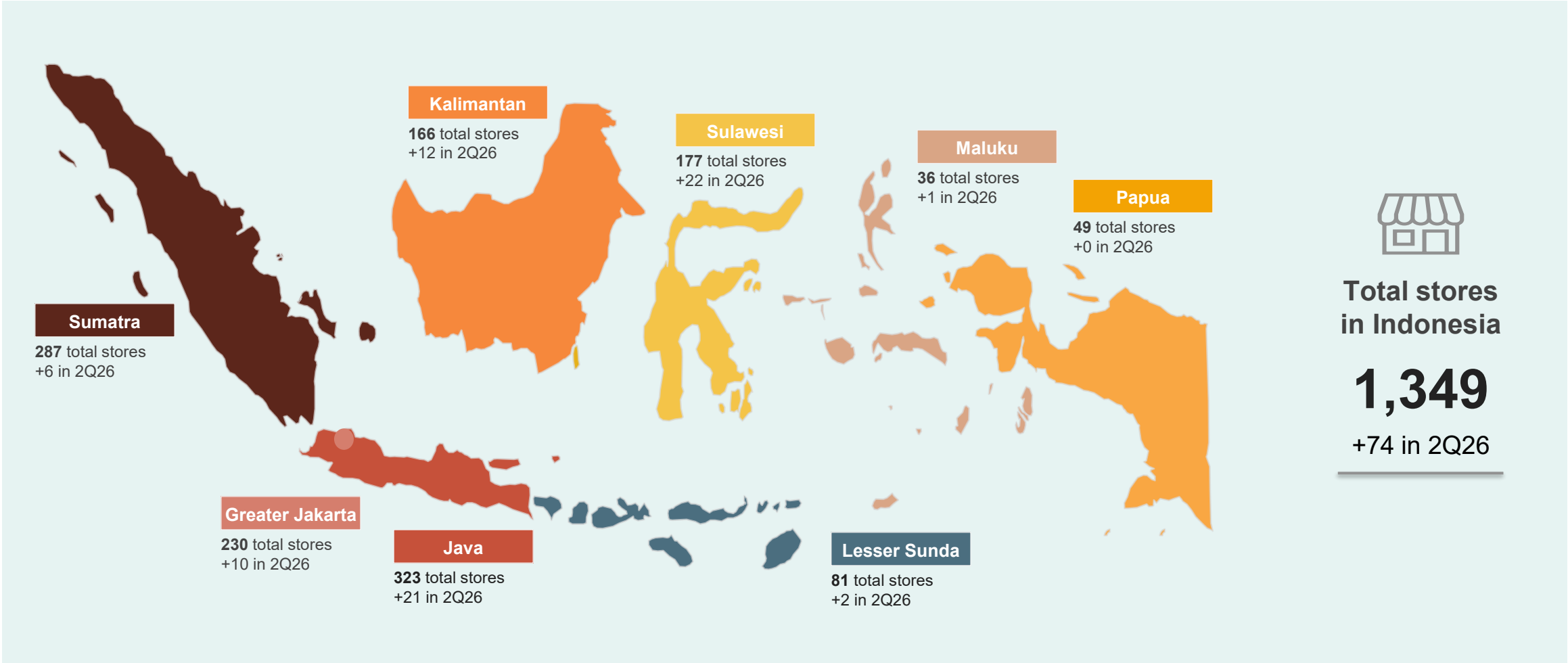
# Solid Growth, Strong Cash Flow and Disciplined Expansion

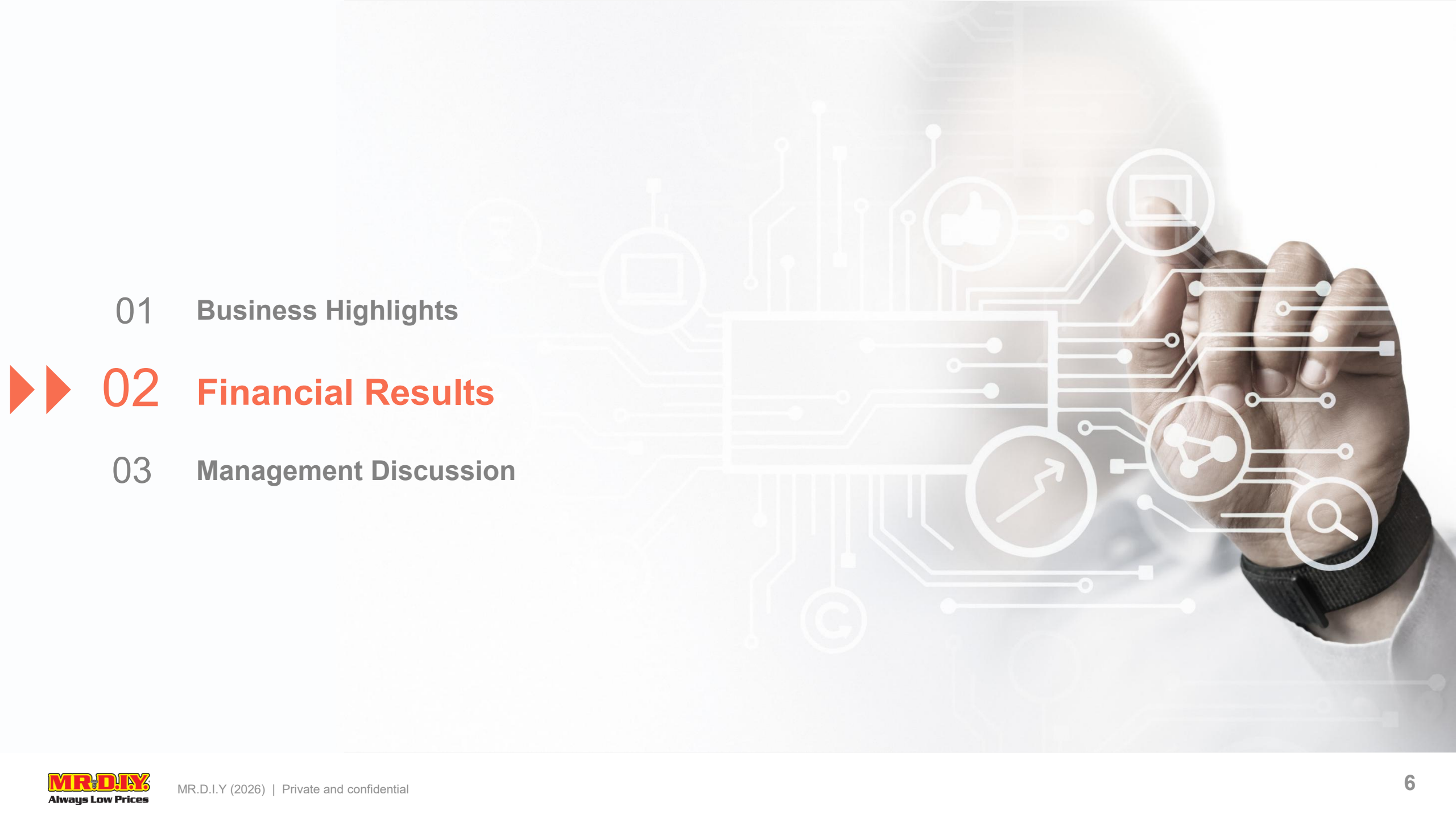
|                                                                                                          |                                                                          |                                                                                              |                                                                          |
|----------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|----------------------------------------------------------------------------------------------|--------------------------------------------------------------------------|
| <p>Revenue<sup>1</sup></p> <p><b>IDR 2,282.5 bn</b></p> <p>(↑ 18.4% YoY)</p>                             | <p>GP Margin<sup>1</sup></p> <p><b>52.5%</b></p> <p>(↓ 3.4 p.p. YoY)</p> | <p>Profit after Tax ("PAT")<sup>1</sup></p> <p><b>IDR 284.2 bn</b></p> <p>(↑ 1.1% YoY)</p>   | <p>PAT Margin<sup>1</sup></p> <p><b>12.5%</b></p> <p>(↓ 2.1p.p. YoY)</p> |
| <p>Net cash from operating activities<sup>2</sup></p> <p><b>IDR 1,420.0 bn</b></p> <p>(↑ 166.4% YoY)</p> | <p>Gearing ratio<sup>2</sup></p> <p><b>0.3x</b></p>                      | <p><b>1,349</b></p> <p>Stores<sup>2</sup></p> <p><b>74</b></p> <p>New stores<sup>2</sup></p> | <p>Return on Equity<sup>3</sup></p> <p><b>27.5%</b></p>                  |

Note: 1) Reflect 2Q figures; 2) Reflect figures as at end of 6M26; 3) Reflect TTM figures

MR.D.I.Y. Lotte Mall Jakarta Flagship Store

# Network Reached 1,349 Stores Across Indonesia





01 Business Highlights

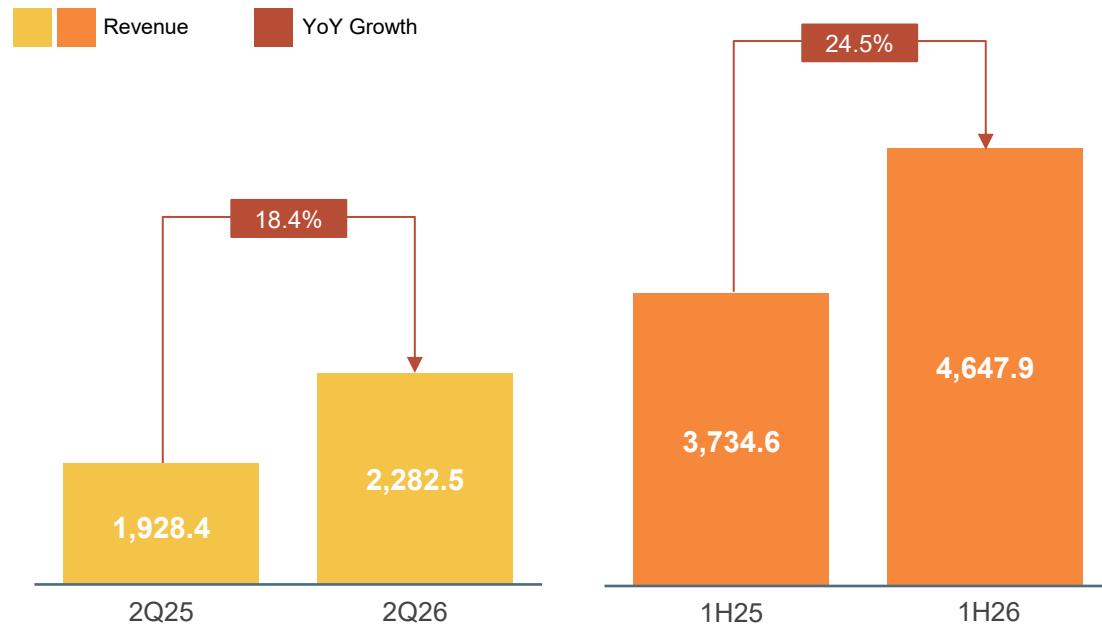
▶▶ 02 **Financial Results**

03 Management Discussion



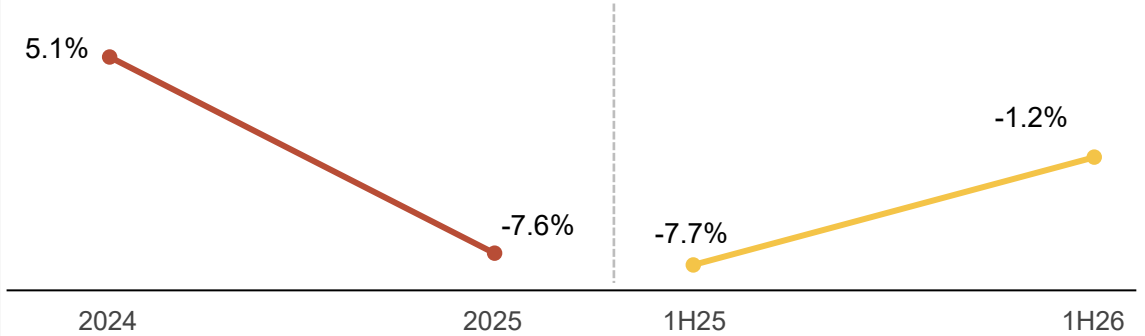
# 1H26 Revenue Grew 24.5% as Transactions Rose 23.3%

Revenue (IDR'bn)

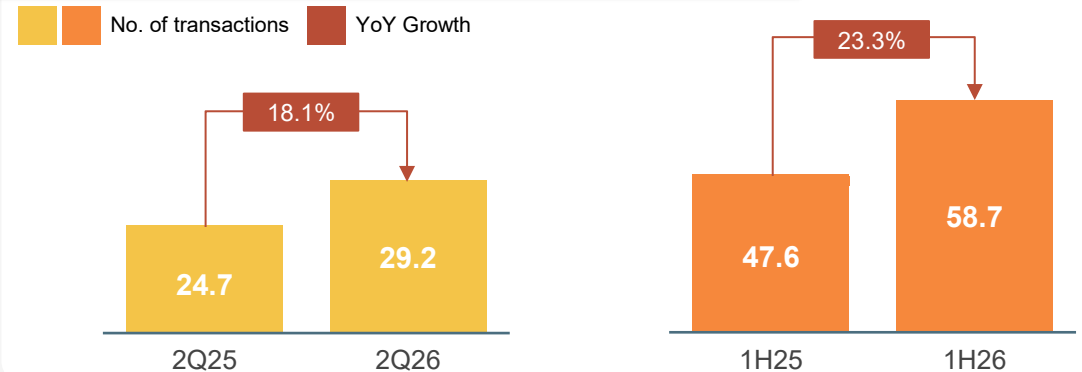


- 1H26 revenue **grew 24.5% YoY**, supported by continued store expansion and **23.3% growth in customer transactions**
- 2Q26 performance was temporarily affected by **Lebaran calendar shift, selective consumer spending, and temporary replenishment delay**

Same-Store Sales Growth (%)

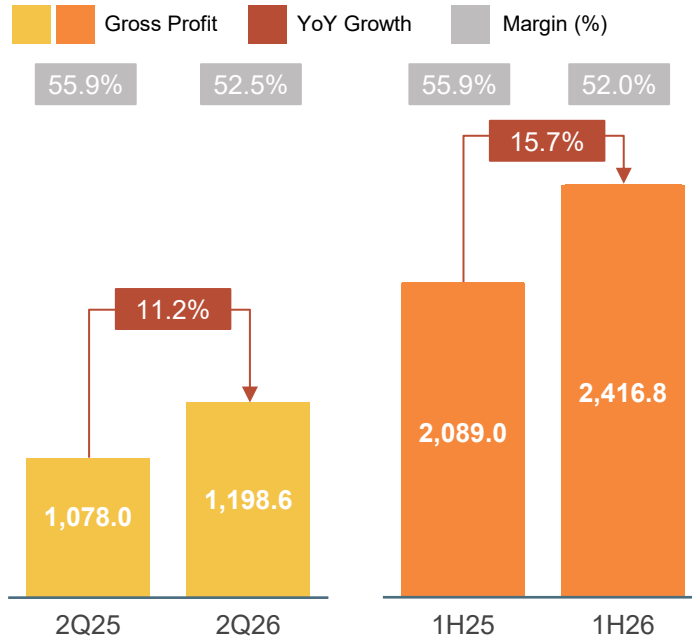


Number of Transactions (million transactions)

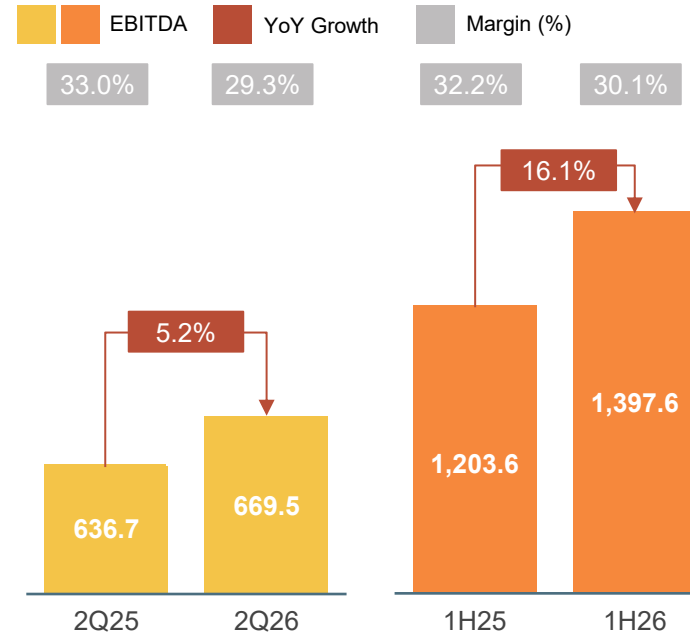


# Sequential Margin Recovery Supported Earnings Growth

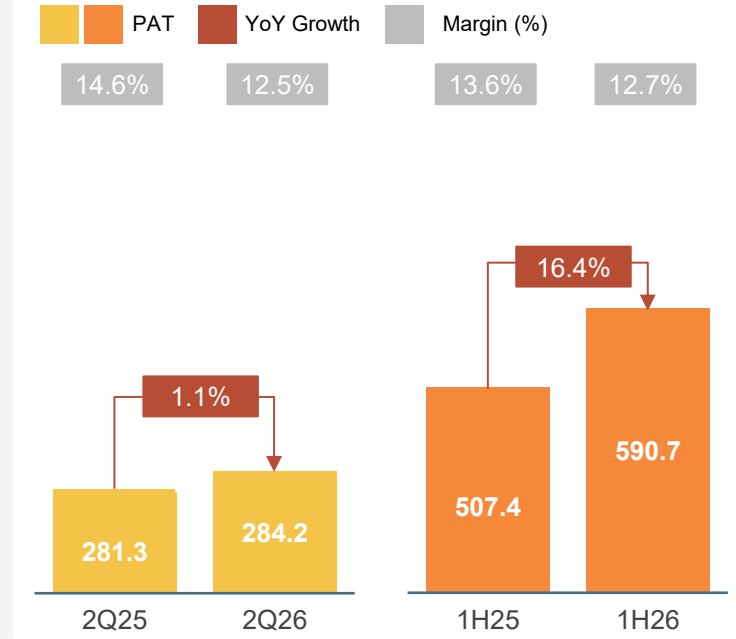
## Gross Profit & Margins (IDR'bn, %)



## EBITDA & Margins (IDR'bn, %)



## PAT & Margins (IDR'bn, %)

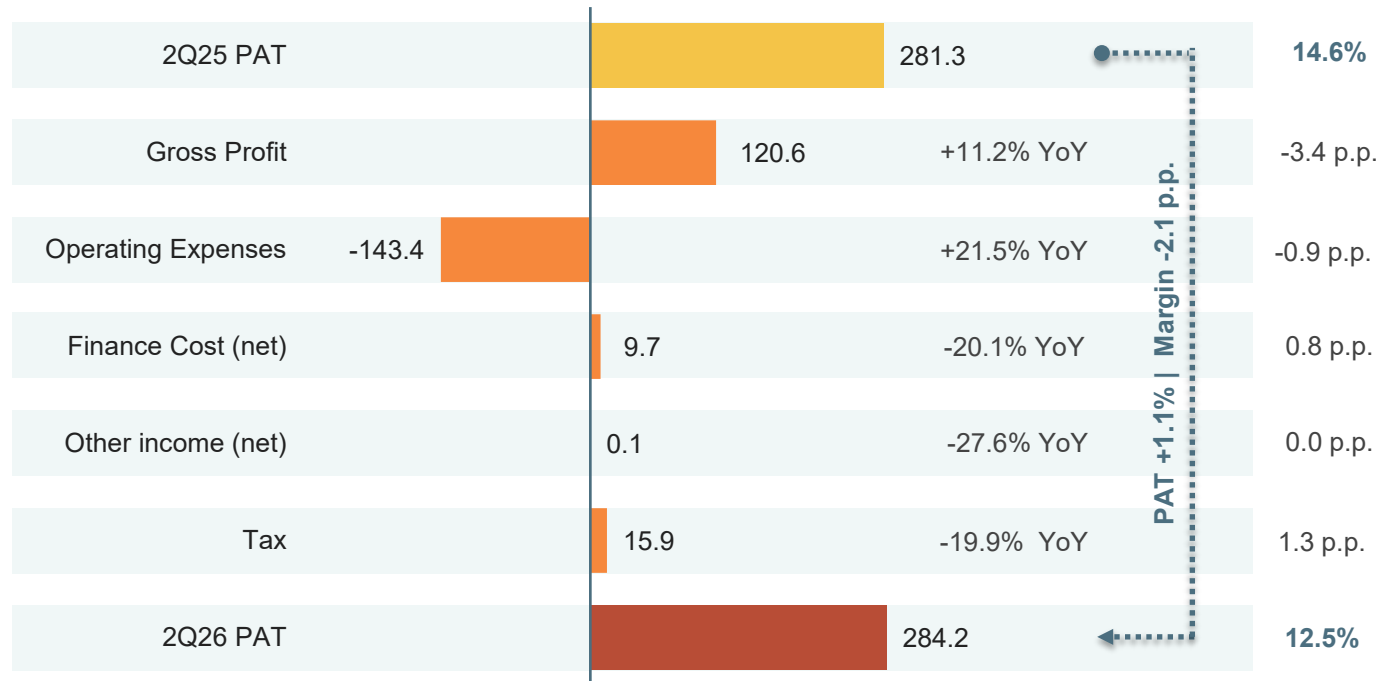


- Gross margin improved sequentially to 52.5% in 2Q26 (vs 51.5% in 1Q26), demonstrating **continued margin recovery**
- Despite a softer year-on-year comparison in 2Q26, **EBITDA margin remained healthy at 29.3% and PAT margin at 12.5%**, reflecting disciplined cost management

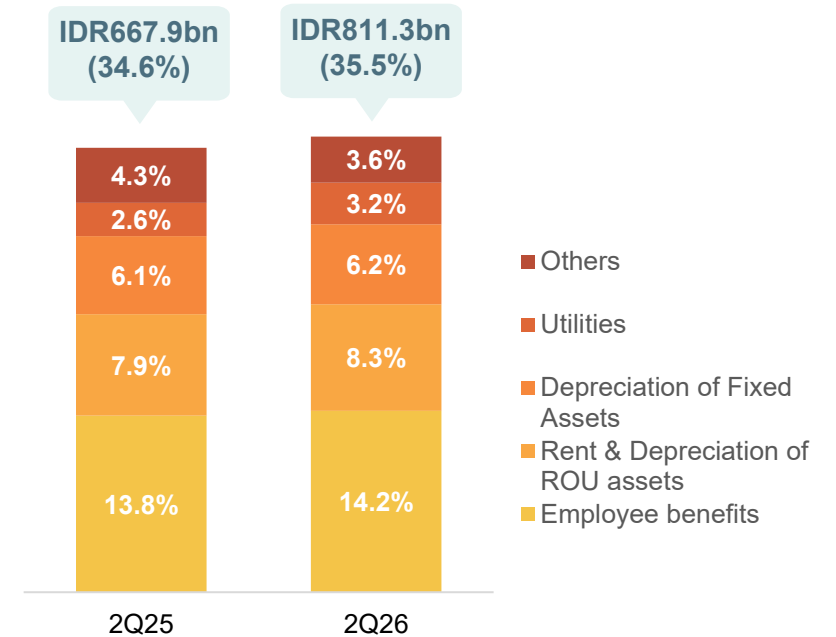


# Promotions and Expansion Shaped 2Q Margins

Changes to PAT Margin (IDR'bn, %)



Breakdown of Operating Expenses (% of revenue)



## 2Q26 vs 2Q25

- Depreciation and rent increased in line with the expansion of store network, with 74 new stores opened in 2Q26 (vs. 65 in 2Q25)
- Employee benefits inched up due to the timing of certain periodic operating activities
- Overall cost movements remained within Management's expectations and continue to support the Company's long-term growth strategy

# 1H26 Revenue Grew 24.5%; PAT Grew 16.4% YoY

| (IDR'bn)                                           | 2Q25           | 2Q26           | Change*      | 1H25           | 1H26           | %Change*     |
|----------------------------------------------------|----------------|----------------|--------------|----------------|----------------|--------------|
| Revenue                                            | 1,928.4        | 2,282.5        | 18.4%        | 3,734.6        | 4,647.9        | 24.5%        |
| Cost of Goods Sold                                 | (850.4)        | (1,083.9)      | 27.5%        | (1,645.5)      | (2,231.1)      | 35.6%        |
| <b>Gross Profit</b>                                | <b>1,078.0</b> | <b>1,198.6</b> | <b>11.2%</b> | <b>2,089.0</b> | <b>2,416.8</b> | <b>15.7%</b> |
| G&A Expenses (excl. depreciation and amortization) | (441.3)        | (529.1)        | 19.9%        | (885.5)        | (1,019.2)      | 15.1%        |
| <b>EBITDA</b>                                      | <b>636.7</b>   | <b>669.5</b>   | <b>5.2%</b>  | <b>1,203.6</b> | <b>1,397.6</b> | <b>16.1%</b> |
| Depreciation and Amortization                      | (226.6)        | (282.2)        | 24.5%        | (434.1)        | (553.3)        | 27.5%        |
| <b>Operating Profit</b>                            | <b>410.1</b>   | <b>387.3</b>   | <b>-5.5%</b> | <b>769.5</b>   | <b>844.3</b>   | <b>9.7%</b>  |
| Finance Income                                     | 1.4            | 3.4            | 149.5%       | 3.5            | 5.5            | 57.9%        |
| Finance Costs                                      | (49.5)         | (41.8)         | (15.4%)      | (97.1)         | (87.0)         | (10.4%)      |
| Other Expenses – Net                               | (0.5)          | (0.4)          | (27.6%)      | (2.8)          | (0.8)          | (70.8%)      |
| <b>Profit Before Income Tax</b>                    | <b>361.5</b>   | <b>348.6</b>   | <b>-3.6%</b> | <b>673.1</b>   | <b>762.0</b>   | <b>13.2%</b> |
| Income Tax Expenses – Net                          | (80.2)         | (64.3)         | (19.9%)      | (165.7)        | (171.3)        | 3.4%         |
| <b>Profit After Tax (PAT)</b>                      | <b>281.3</b>   | <b>284.2</b>   | <b>1.1%</b>  | <b>507.4</b>   | <b>590.7</b>   | <b>16.4%</b> |
| <b>Other Selected Financial Data:</b>              |                |                |              |                |                |              |
| Gross Profit Margin (%)                            | 55.9%          | 52.5%          | (3.4 p.p.)   | 55.9%          | 52.0%          | (3.9 p.p.)   |
| EBITDA Margin (%)                                  | 33.0%          | 29.3%          | (3.7 p.p.)   | 32.2%          | 30.1%          | (2.1 p.p.)   |
| PAT Margin (%)                                     | 14.6%          | 12.5%          | (2.1 p.p.)   | 13.6%          | 12.7%          | (0.9 p.p.)   |

\*Note: Variance in % change is due to rounding.

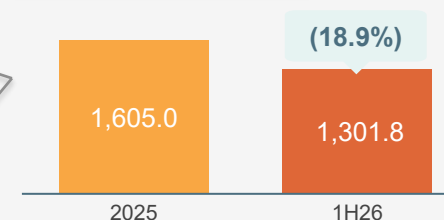
# Strong Balance Sheet Supported Continued Growth

| (IDR'bn)                              | 31.12.2025     | 30.06.2026     | Change*      |
|---------------------------------------|----------------|----------------|--------------|
| <b>Non-Current Assets</b>             |                |                |              |
| Fixed Assets (FA)                     | 1,845.1        | 1,914.3        | 3.8%         |
| Right-of-Use Assets (ROU)             | 1,617.3        | 1,713.5        | 5.9%         |
| Other Non-Current Assets              | 582.7          | 867.9          | 48.9%        |
| <b>Current Assets</b>                 |                |                |              |
| Inventories                           | 2,596.0        | 2,338.0        | (9.9%)       |
| Cash and Cash Equivalents             | 614.0          | 911.5          | 48.5%        |
| Other Current Assets                  | 369.0          | 543.8          | 47.4%        |
| <b>Total Assets</b>                   | <b>7,623.9</b> | <b>8,289.0</b> | <b>8.7%</b>  |
| <b>Non-Current Liabilities</b>        |                |                |              |
| Lease Liabilities                     | 378.6          | 357.5          | (5.6%)       |
| Bank Loans                            | 812.3          | 537.5          | (33.8%)      |
| Other Non-Current Liabilities         | 42.7           | 50.9           | 19.3%        |
| <b>Current Liabilities</b>            |                |                |              |
| Lease Liabilities                     | 582.5          | 632.4          | 8.6%         |
| Trade Payables                        | 151.2          | 104.7          | (30.7%)      |
| Bank Loans                            | 792.7          | 764.2          | (3.6%)       |
| Other Current Liabilities             | 648.8          | 1,426.7        | 119.9%       |
| <b>Total Liabilities</b>              | <b>3,408.7</b> | <b>3,874.0</b> | <b>13.7%</b> |
| <b>Total Equity</b>                   | <b>4,215.2</b> | <b>4,415.0</b> | <b>4.7%</b>  |
| <b>Total Liabilities &amp; Equity</b> | <b>7,623.9</b> | <b>8,289.0</b> | <b>8.7%</b>  |

Increase in fixed assets and ROU reflects continuous investment in stores and infrastructure to support long-term expansion

Inventory normalized following the seasonal build-up in 1Q26

## Gross Loans (IDR'bn)



Gross loans reduced by ~19%, reflecting continued deleveraging and a stronger balance sheet

Increase in other current liabilities mainly reflects accrued dividends declared during the quarter (IDR 443.9bn), which were paid in July

\*Note: Variance in % is due to rounding



# Robust Cash Flow Funded Expansion and Deleveraging

| (IDR'bn)                                                 | 30.06.2025     | 30.06.2026     |
|----------------------------------------------------------|----------------|----------------|
| Cash Generated from Operations                           | 590.0          | 1,464.2        |
| Net Payment of Bank Charges                              | (57.0)         | (44.2)         |
| <b>Net Cash from Operating Activities</b>                | <b>533.0</b>   | <b>1,420.0</b> |
| Acquisition of Fixed Assets                              | (428.9)        | (400.5)        |
| Receipts from Disposal of Fixed Assets                   | 0.3            | 1.5            |
| Investment in Associate                                  | -              | (108.0)        |
| <b>Net Cash Used in Investing Activities</b>             | <b>(428.6)</b> | <b>(507.0)</b> |
| Receipts from Bank Loans                                 | 400.0          | 275.0          |
| Payments of Bank Loans                                   | (547.3)        | (578.1)        |
| Payments of Leases                                       | (272.9)        | (365.2)        |
| Receipts from Capital Issuance in Subsidiary             |                | 52.9           |
| <b>Net Cash Used in Financing Activities</b>             | <b>(420.2)</b> | <b>(615.4)</b> |
| <b>Net Increase/(Decrease) in Cash &amp; Equivalents</b> | <b>(315.9)</b> | <b>297.6</b>   |
| Cash & Cash Equivalents at the Beginning of Period       | 672.7          | 613.9          |
| <b>Cash &amp; Cash Equivalents at the end of Period*</b> | <b>356.9</b>   | <b>911.5</b>   |

Net operating cash flow as at 30 June 2026

**IDR 1,420.0bn (+166.4%)**

Continued investment in business expansion while reducing leverage through net loan repayment

Ending cash balance of IDR 911.5bn provides ample liquidity to support growth and shareholder returns

*\*Note: Variance in ending cash balance is due to rounding.*

# Key Financial Ratios Remain Strong



Note:  
(1) Figures as of FY23-24 for inventory turnover are as if MIY has been consolidated since 1 January 2023



01 **Business Highlights**

02 **Financial Results**

▶▶ 03 **Management Discussion**

# Agile Operations in a Dynamic Environment

## 2Q26 Market Dynamics



### Calendar Shift

No seasonality uplift in 2Q26



### Operating Environment

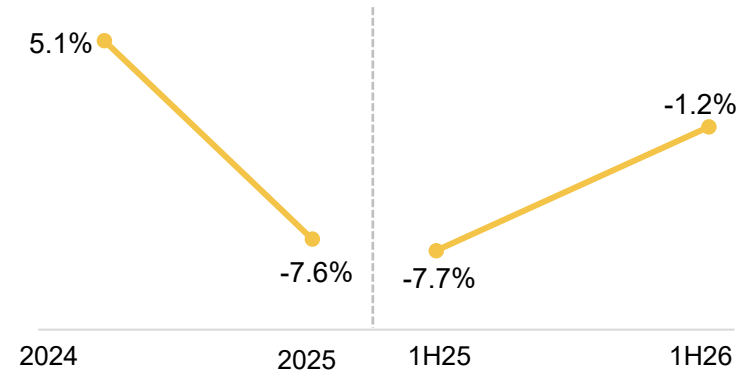
Selective consumer behaviour



### Logistics Headwind

Short-term replenishment delay

### Same-Store Sales Growth (SSSG)



## Key Actions



### Value-Led Campaigns

Price Lock, Super Price, Back-To-School



### Alternative Delivery Methods

Strengthened coordination with logistics partners and explore options



### Inventory Prioritization

Prioritized fast-moving products for higher-turnover stores



# Value-Led Campaigns Reinforced Affordability and Traffic

## Price-Lock ("Harga Tetap Sama")



*Strong commitment to maintain affordability despite increase in price of goods*

## Super Price ("Super Bombastis")



*Long-standing program offering unbeatable price supporting repeat traffic*

## Back-to-School



*Thematic campaign leveraging complete stationery and apparel offering*

# MR.D.I.Y. Untuk Indonesia: Creating Community Value



*Women & Children Empowerment*



*Environmental Sustainability*



*MSME Empowerment*

## Initiative 1: Distribution of STEM Learning kits



*Inspire the next generation of Indonesian children through the distribution of **free STEM kits***

## Initiative 2: Waste Recycling Program



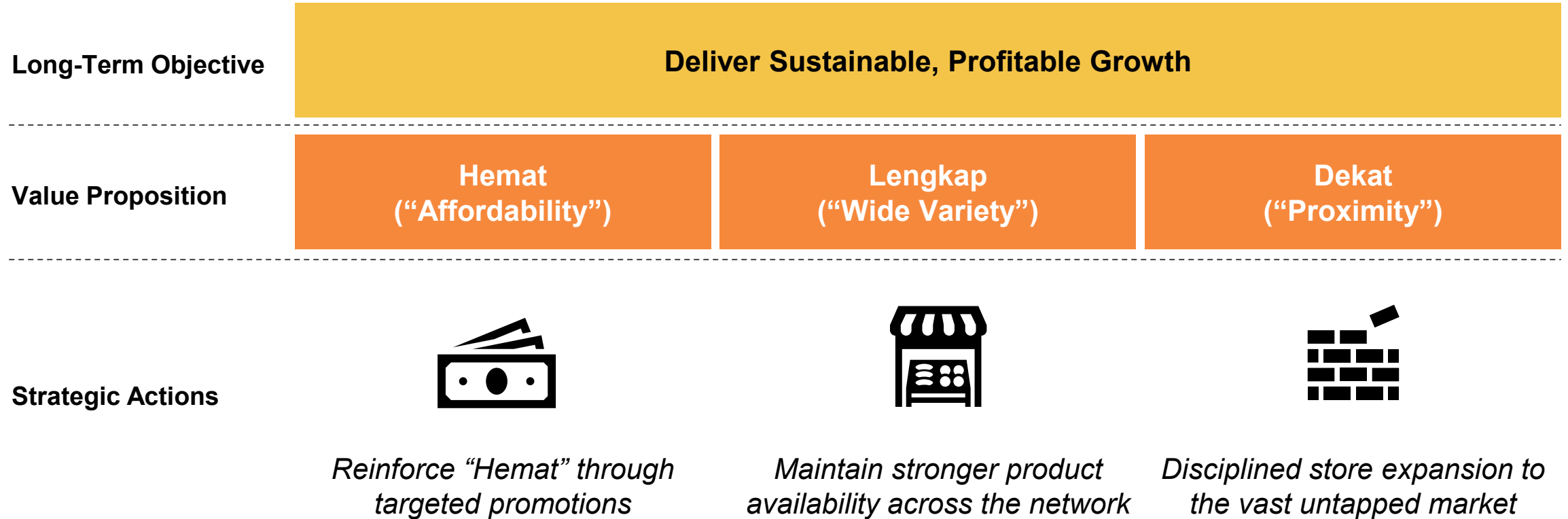
*Expanding recycling drop boxes and reduce carbon footprint*

## Initiative 3: MSME and Suppliers Development



*Development of MSME and suppliers' capabilities to grow local economy*

# 2H26 Priorities: Productivity and Sustain Disciplined Growth





# Q&A Session

