



MR.D.I.Y. INDONESIA

1Q 2026
Result Announcement

29 April 2026

Strictly Private & Confidential

MR.D.I.Y.
Always Low Prices

Disclaimer and Cautionary 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.

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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 three months ended 31 March 2026 and 2025. The information for the three months ended 31 March 2026 and 2025 is extracted from the unaudited and unreviewed consolidated financial statements of the Company as of and for the three months ended 31 March 2026 (with consolidated financial information for the three months ended 31 March 2025 disclosed as comparative). The Company's consolidated financial statements as of and for the three months ended 31 March 2026 (with consolidated financial information for the three months ended 31 March 2025 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 31 March 2026 and for the three months ended 31 March 2026 and 2025 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 (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

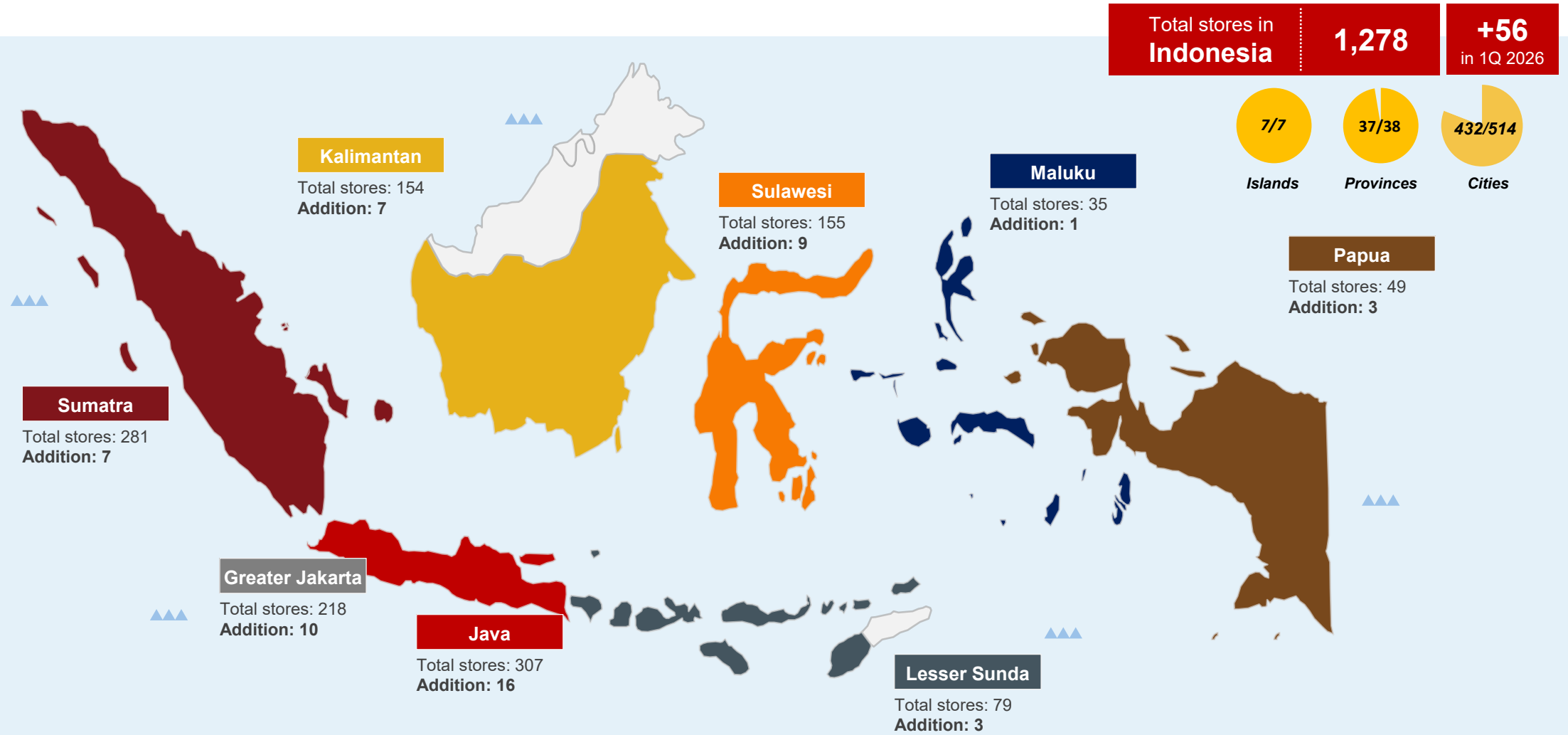
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1Q 2026 at a Glance

| | | | |
|---|--|---|---|
| Revenue IDR 2,365.4 bn (↑31.0% YoY) | GP Margin 51.5% (↓4.5 p.p. YoY) | Profit after Tax ("PAT") IDR 306.5 bn (↑35.5% YoY) | PAT Margin 13.0% (↑0.5 p.p. YoY) |
| Net cash from operating activities IDR 1,065.2 bn (↑ 250.6% YoY) | Gearing ratio 0.3x | 1,278 Stores 56 New stores | Return on Equity 26.8% |

Expanding Nationwide to Capture Indonesia's Large and Underpenetrated Retail Market



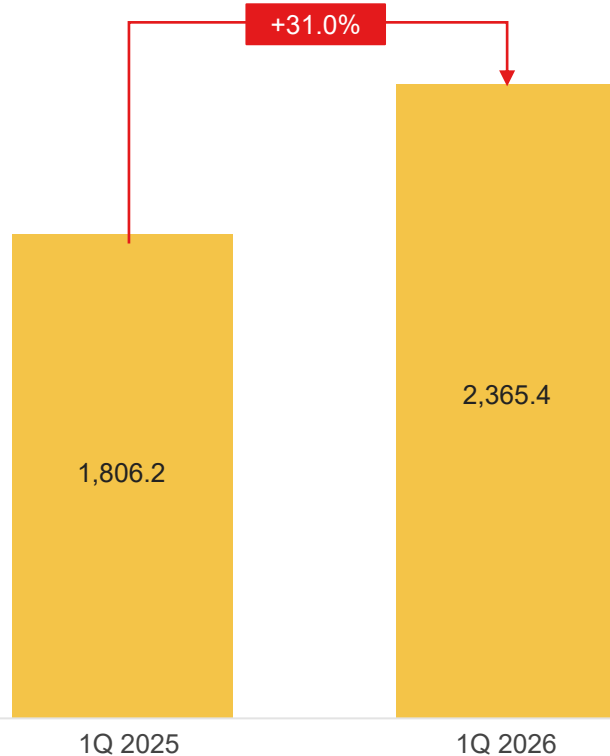
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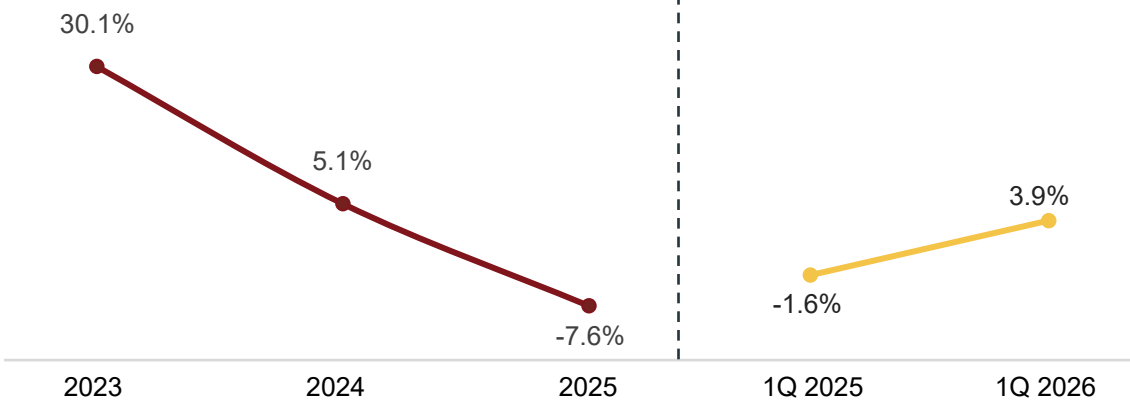
Executing Core Pillars to Drive Consistent Growth

Revenue

Revenue (in IDR billion)

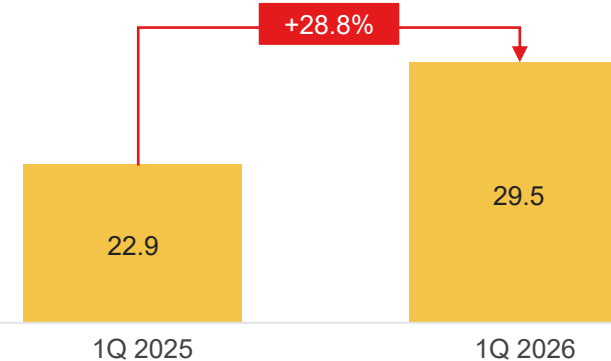


Same-Store Sales Growth (SSSG)



Number of Transactions

Transaction (in million)

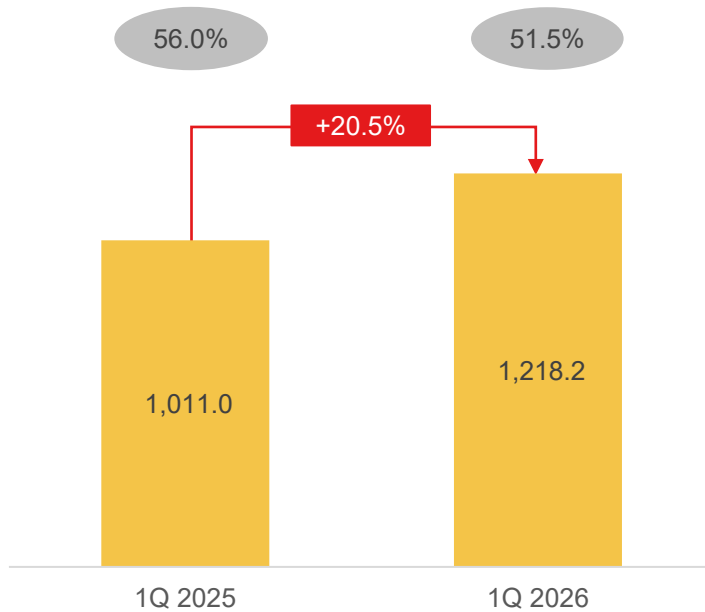


- While the external environment remains dynamic, we believe our value propositions of *Hemat*, *Lengkap*, and *Dekat* continue to sustain demand
- Revenue grew 31% YoY driven by stronger store accessibility & customer engagement, as well as effective capture of seasonal demand
- Transactions increased 29% YoY, while SSSG turned positive at 3.9%

Tactical Campaigns and Cost Control Drive Growth and Profitability

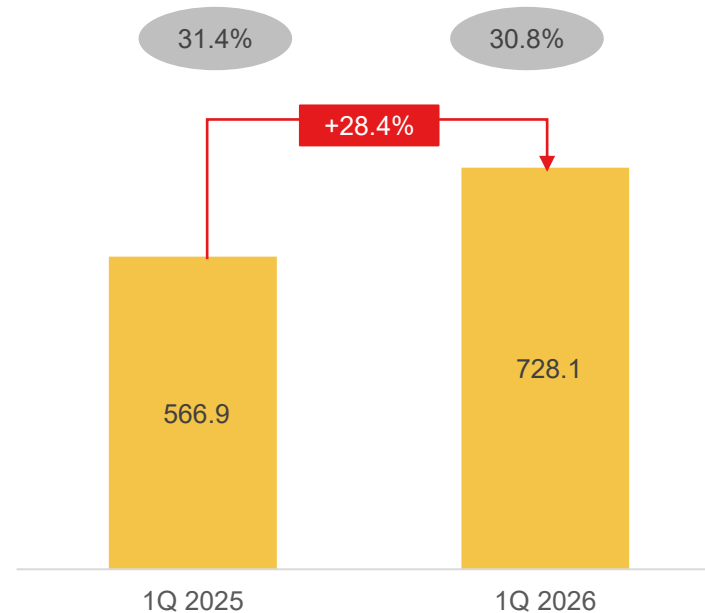
Gross Profit

■ Gross Profit (in IDR billion) ● Margin (%)



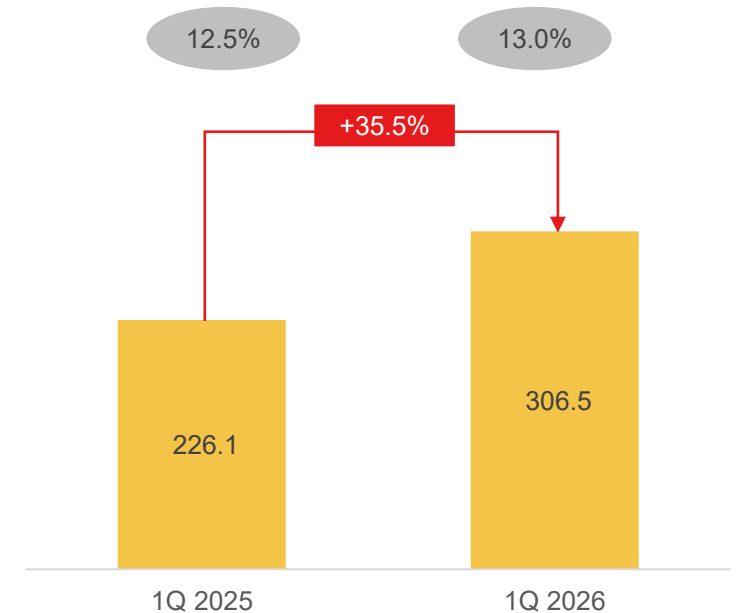
EBITDA

■ EBITDA (in IDR billion) ● Margin (%)



PAT

■ PAT (in IDR billion) ● Margin (%)

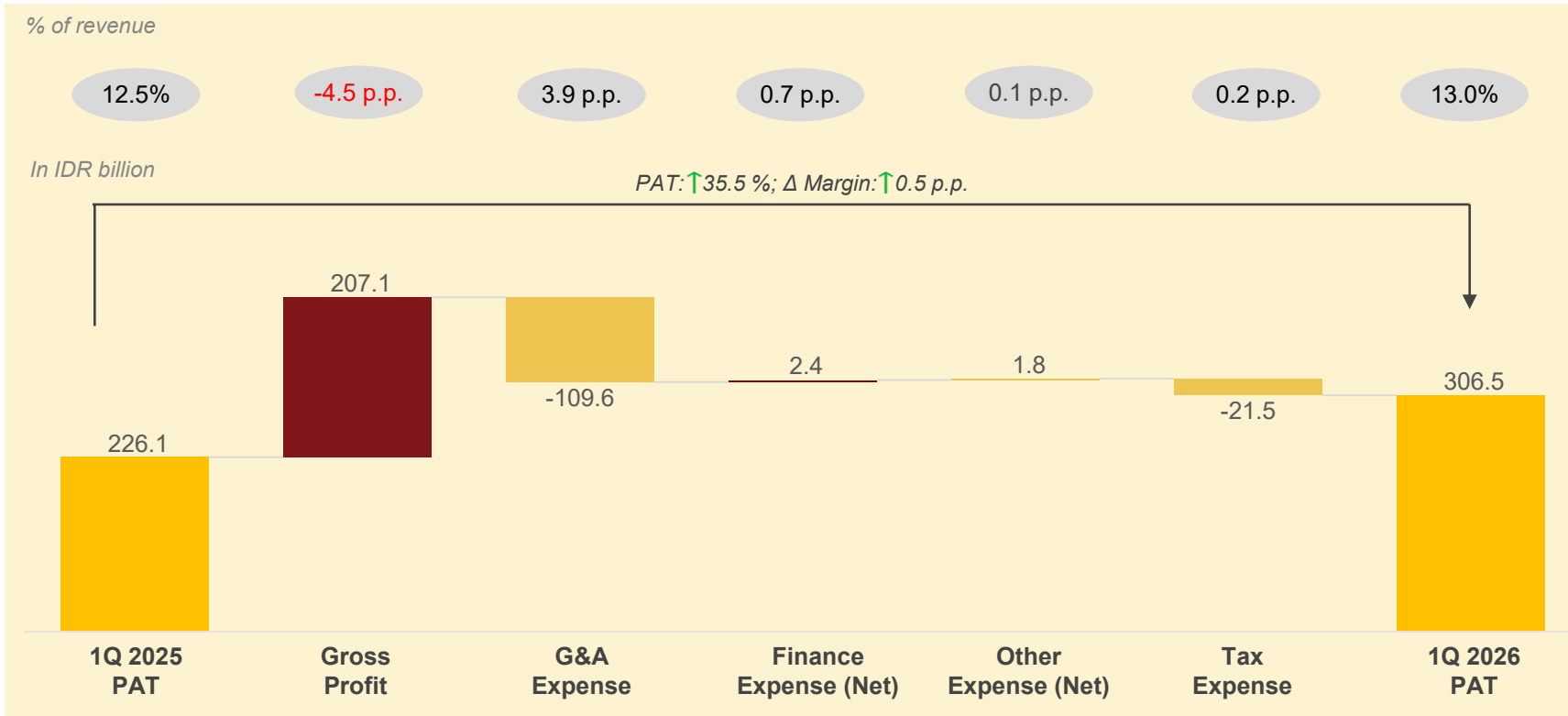


In 1Q 2026, we stepped up promotional activities to capture seasonal demand and strengthen value positioning

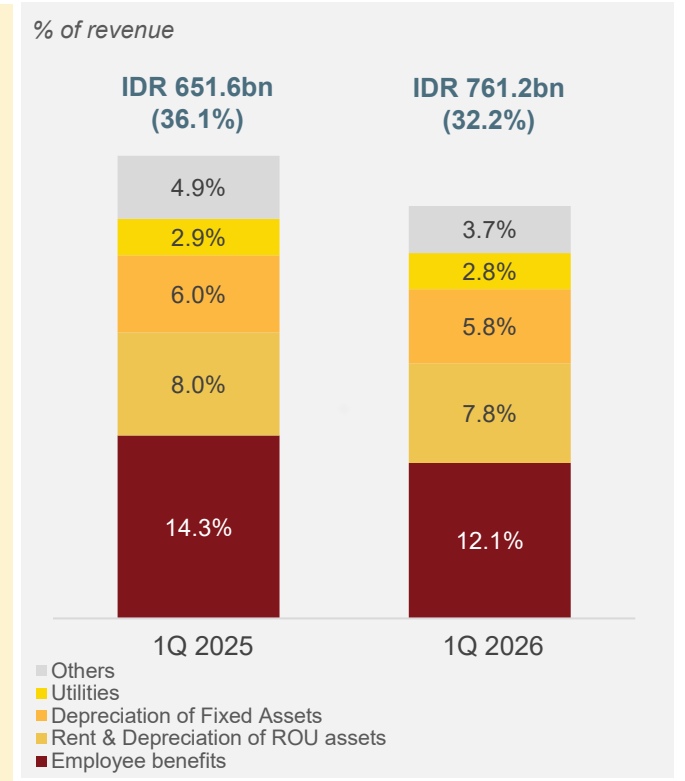
- Gross margin at 51.5% reflects targeted promotions
- Strong earnings growth YoY, with EBITDA +28% and PAT +35% → demonstrates our ability to balance growth with profitability

Operating Leverage and Prudent Cost Management Enables Scale

Changes to PAT Margin



Breakdown of G&A expenses



- G&A ratio improved to 32.2% (vs. 36.1% in 1Q 2025), with improvements across all key cost components
- Improved operational efficiencies and stronger operating leverage as we scale

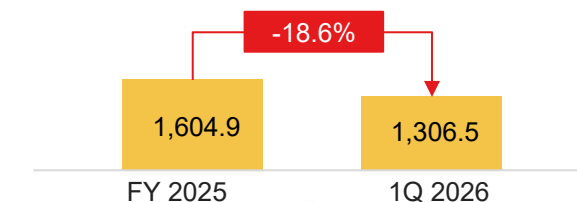
Statement of Profit and Loss

| In IDR Billion | 1Q 2026 | 1Q 2025 | % change* |
|---------------------------------------|----------------|----------------|-------------|
| Revenue | 2,365.4 | 1,806.2 | 31.0 |
| Cost of Sales | (1,147.2) | (795.2) | 44.3 |
| Gross Profit | 1,218.2 | 1,011.0 | 20.5 |
| G&A Expenses (excl. D&A Expense) | (490.1) | (444.1) | 10.3 |
| EBITDA | 728.1 | 566.9 | 28.4 |
| D&A Expense | (271.1) | (207.5) | 30.7 |
| Operating Profit | 457.0 | 359.4 | 27.2 |
| Finance Income | 2.1 | 2.1 | (1.5) |
| Finance Costs | (45.2) | (47.6) | (5.0) |
| Other Expense – Net | (0.5) | (2.3) | (79.7) |
| Profit Before Tax | 413.4 | 311.6 | 32.7 |
| Income Tax Expense – Net | (107.0) | (85.4) | 25.2 |
| Profit for the Period | 306.5 | 226.1 | 35.5 |
| Other Selected Financial Data: | | | |
| Gross Profit Margin (%) | 51.5 | 56.0 | (4.5 p.p.) |
| EBITDA Margin (%) | 30.8 | 31.4 | (0.6 p.p.) |
| Net Profit Margin (%) | 13.0 | 12.5 | 0.5 p.p. |

¹⁾ Variance in %change is due to rounding

Statement of Financial Position

| In IDR Billion | 31.03.2026 | 31.12.2025 | % change* | |
|---------------------------------------|----------------|----------------|--------------|--|
| Non-Current Assets | | | | |
| Fixed Assets (FA) | 1,858.9 | 1,845.1 | 0.8 | FA and ROU reflects continuous network expansion |
| Rights-of-use assets (ROU) | 1,649.0 | 1,617.3 | 2.0 | |
| Other Assets | 655.5 | 582.7 | 12.5 | |
| Current Assets | | | | |
| Inventories | 2,388.4 | 2,596.0 | (8.0) | Inventories level reflects stock normalization post-seasonality and working capital discipline |
| Cash and bank balance | 883.9 | 613.9 | 44.0 | |
| Other Assets | 272.5 | 369.0 | (26.1) | |
| Total Assets | 7,708.2 | 7,623.9 | 1.1 | |
| Non-Current Liabilities | | | | |
| Lease liabilities | 365.9 | 378.6 | (3.4) | Borrowings reduced by 19%, strengthening financial flexibility |
| Borrowings | 666.5 | 812.3 | (17.9) | |
| Others liabilities | 46.8 | 42.7 | 9.6 | |
| Current Liabilities | | | | |
| Lease Liabilities | 594.1 | 582.5 | 2.0 | Improving solvability to support expansion and maintaining financial resilience |
| Trade Payables | 126.0 | 151.2 | (16.7) | |
| Borrowings | 640.1 | 792.7 | (19.3) | |
| Others current liabilities | 747.2 | 648.8 | 15.2 | |
| Total Liabilities | 3,186.5 | 3,408.7 | (6.5) | |
| Total Equity | 4,521.7 | 4,215.2 | 7.3 | |
| Total Liabilities & Equity | 7,708.2 | 7,623.9 | 1.1 | |



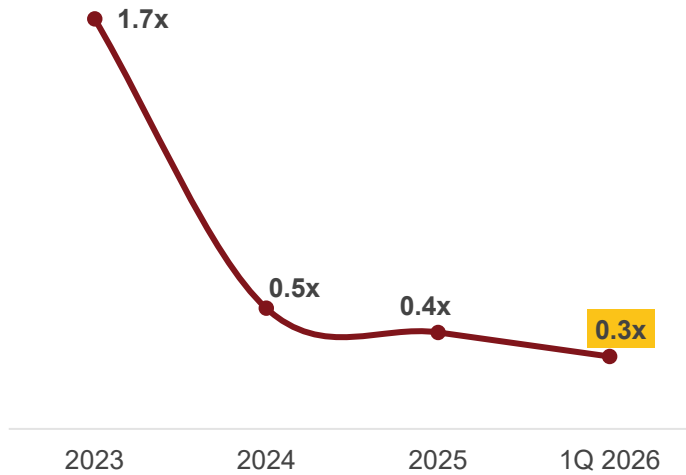
* Variance in %change is due to rounding

Cash Flow Statement

| In IDR Billion | 1Q 2026 | 1Q 2025 | |
|---|----------------|----------------|---|
| Cash generated from operations | 1,089.2 | 331.8 | |
| Net payment of finance charges | (24.0) | (28.0) | |
| Net cash from operating activities | 1,065.2 | 303.8 | Cash from operations increased approx. 3.5x , reflecting strong business performance and earnings conversion |
| Acquisition of fixed assets | (323.3) | (238.3) | |
| Receipt from disposal of fixed assets | 1.5 | - | |
| Net cash used in investing activities | (321.8) | (238.3) | |
| Receipt of bank loan | - | 270.0 | |
| Payment of bank loan | (298.3) | (415.5) | Loan repayment of IDR 298.3 billion , reflects continued deleveraging |
| Receipt from issuance capital | - | - | |
| Proceed for Dividend | - | - | |
| Payment for leases | (175.0) | (184.9) | |
| Net cash used in financing activities | (473.4) | (330.4) | |
| Net (decrease)/increase in cash & equivalents | 270.0 | (264.9) | |
| Cash & cash equivalents b/f | 613.9 | 672.7 | |
| Cash & cash equivalents c/f | 883.9 | 407.9 | Ending cash of IDR 883.9 billion strengthens liquidity to support expansion and strategic initiatives |

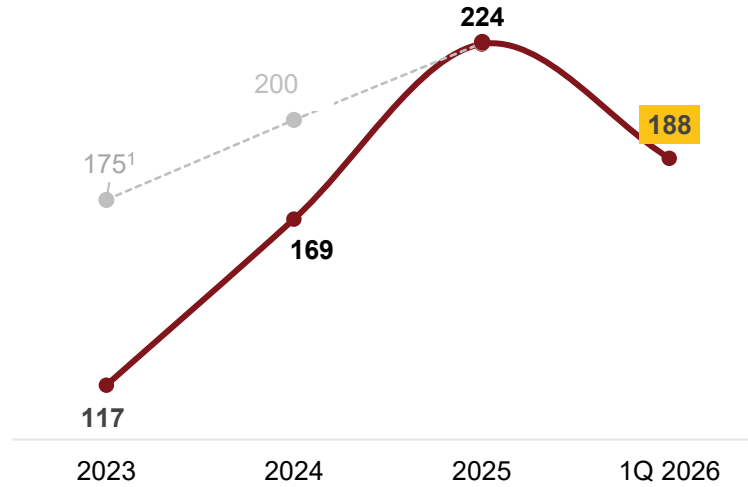
Robust Financial Position and Operational Efficiency

Gearing Ratio
(Times)



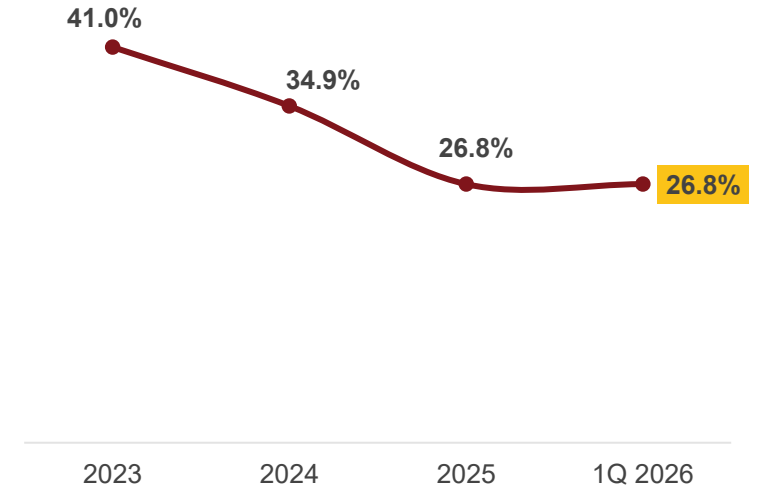
Gearing at 0.3x, reflecting continued deleveraging and a stronger capital structure

Inventory Turnover
(Days)



Inventory normalizing post-seasonality, improving working capital efficiency

Return on Equity
(%)



ROE sustained at c.27%, demonstrating consistent profitability

Note:

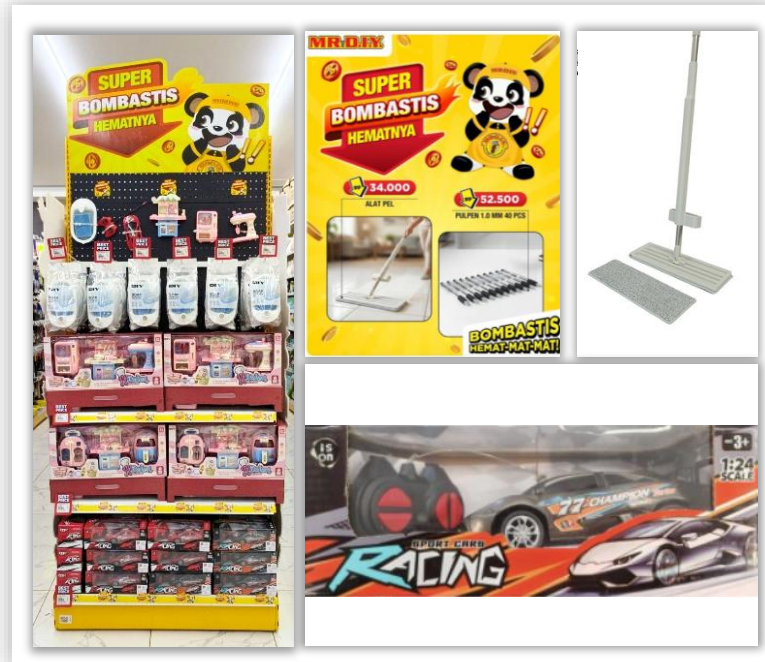
(1) Figures as of FY23-24 for inventory turnover are as if MIY has been consolidated since 1 January 2023

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Value-Led Campaigns to Drive Traffic and Strengthen Engagement

Super Bombastis (Super Price)



Unbeatable pricing on high-demand products

Hemat Mantul (Outstanding Value Savings)



Limited-time, attractive promotion

Ramadan Special



Curated Ramadan-focused campaign

Affordability top-of-mind

Continuously Refreshing and Innovating Our Product Range



Refresh Existing Product Range



Refreshed designs and improved functionality



Enriching and renewing variance of existing products



Product Brand Expansion



Well-known tumbler and lunch box brand



Wide-ranging kitchen and home electronic appliances



Developing In-House Brand & IP



Daily essentials with appealing designs



Top-selling IP with enhanced designs and format expansion

Upgrading Stores to Enhance Customer Experience

Original



Frontage



In-store

2.0



Brighter and more visible frontage



Warm and refined in-store ambiance



Radiant night time frontage

Q & A Session

