



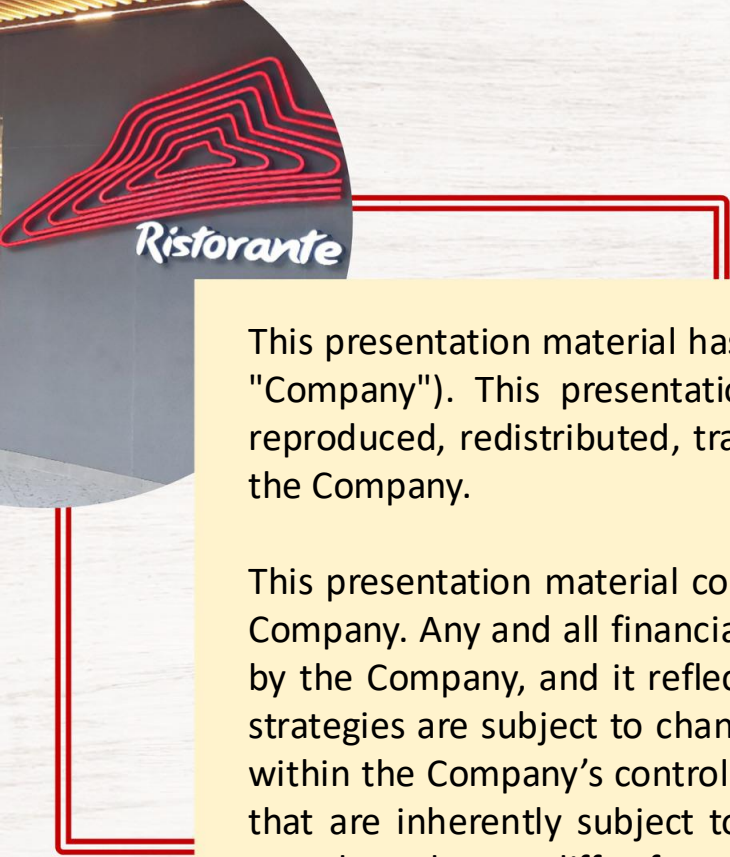
PT SARIMELATI KENCANA TBK.

PUBLIC EXPOSE 2024

JAKARTA / 14 NOVEMBER 2024



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COMPANY OVERVIEW


Snapshot



 **PT Sarimelati Kencana Tbk.** (“SMK”)(ticker IDX: PZZA) was established in 1987 and holds franchise agreement of Pizza Hut Indonesia from Pizza Hut Asia Pacific Holdings LLC. (Yum!).

 SMK developed the Pizza Hut brand to become one of the most successful food franchises in Indonesia. By September 2024, SMK operates combined number of **595** Pizza Hut Outlets across Indonesia.

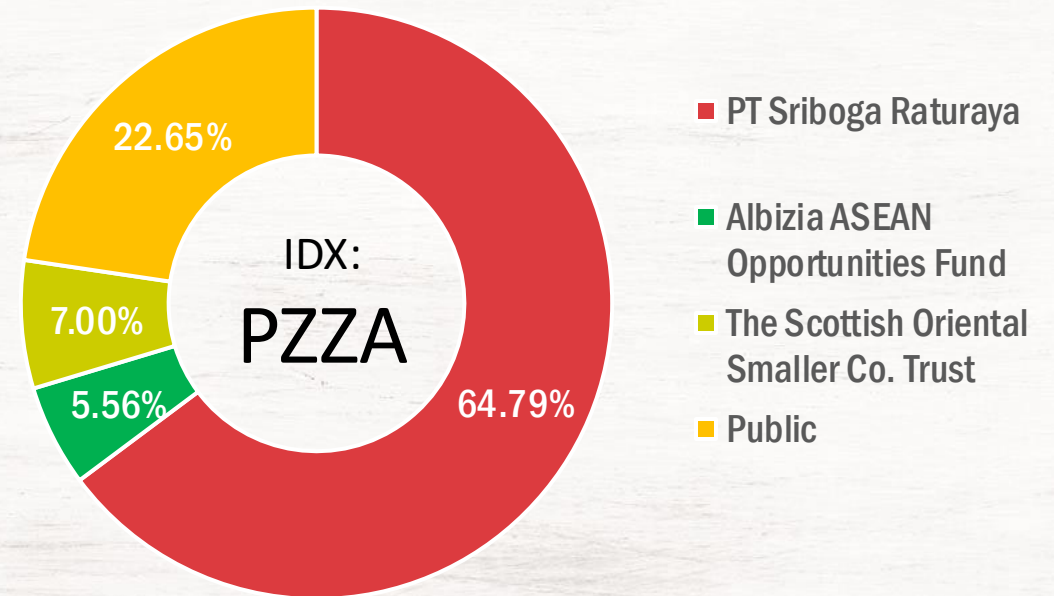
 SMK also operates a pasta factory in Jakarta, a protein factory in West Java and dough ball facilities in West, Central and East Java, Bali, South Sulawesi, North and South Sumatra and Riau.

 New factory in Cikarang has been operated since August 2020, to provide protein needs for the outlets. This facility is going to expand its production line to produce pasta, meat/cheese sauce, dough ball and vegetable processing factory to support SMK for the next 10 years of operation.

Share Highlights



Number of issued shares : 3,021,875,000



INCOME STATEMENT HIGHLIGHTS

In IDR billion

	3Q-24	2Q-24	1Q-24
Net Sales	664.8	734.9	638.2
Gross Profit <i>Gross Profit Margin</i>	462.3 69.5%	503.6 68.5%	432.9 67.8%
Operating Profit <i>Operating Margin Profit</i>	-15.4 -2.3%	-6.9 -0.9%	-60.1 -9.4%
Net Profit <i>Net Profit Margin</i>	-21.6 -3.2%	-16.4 -2.2%	-58.7 -9.2%
Number of Outlet YoY	595 (-17)	610 (-2)	611 (-3)

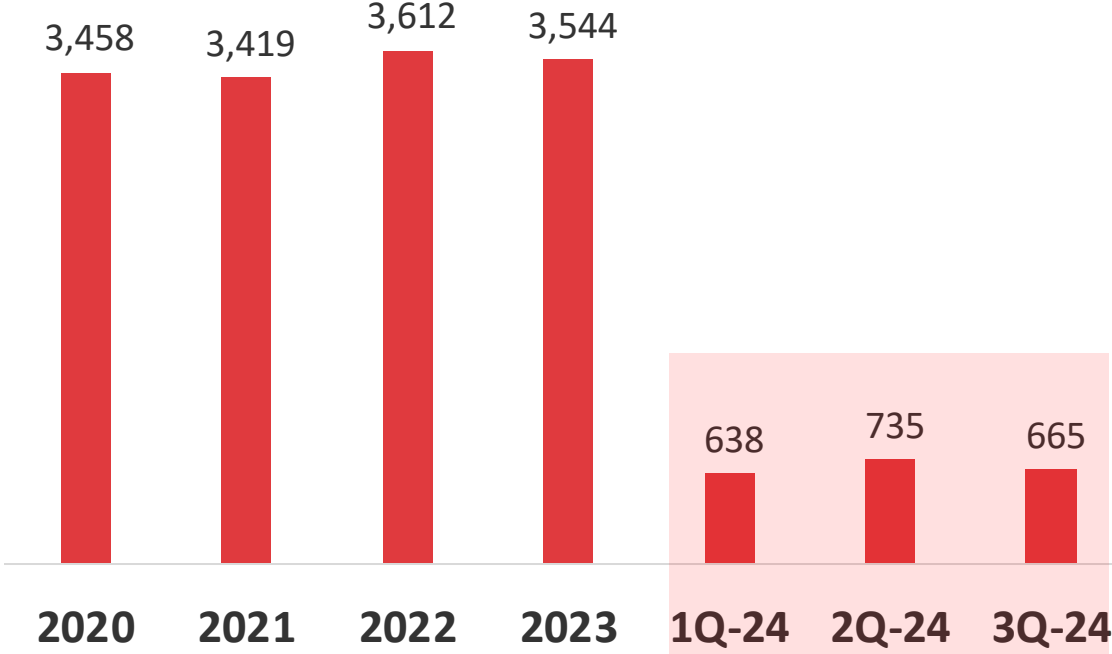




SALES AND PROFITABILITY (1)

Net Sales

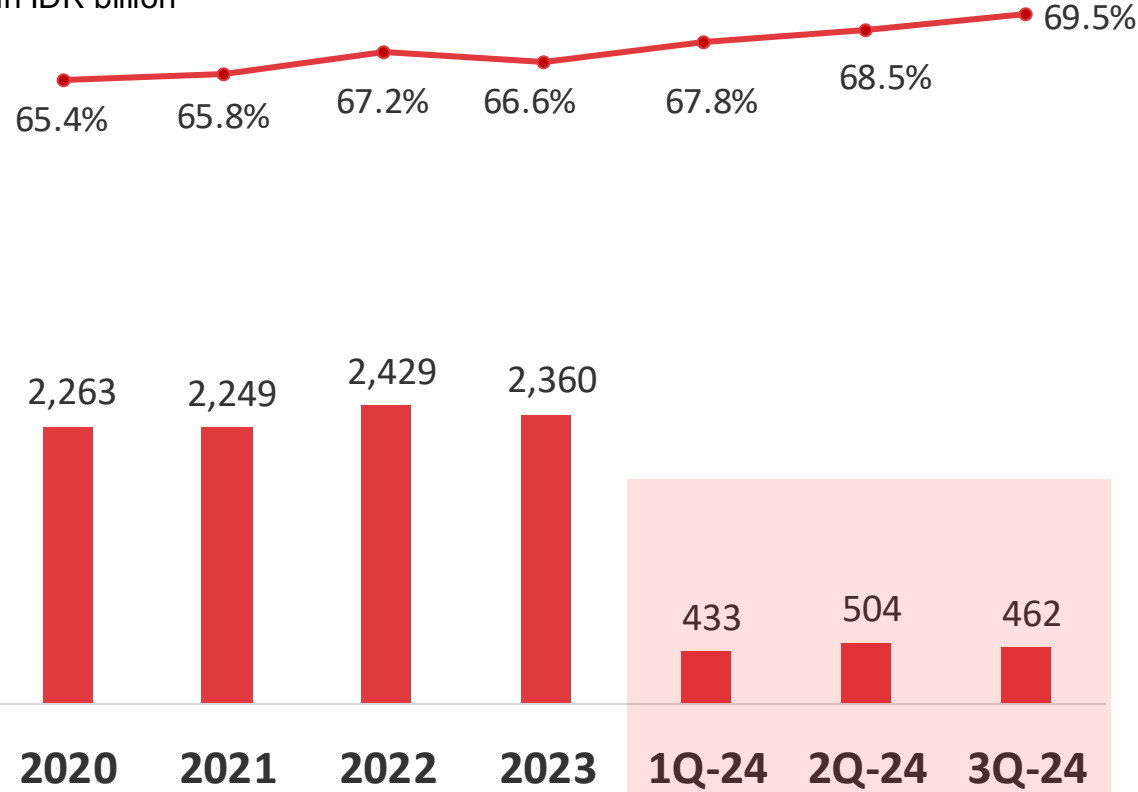
in IDR billion



Net Sales

Gross Profit & Gross Profit Margin

in IDR billion



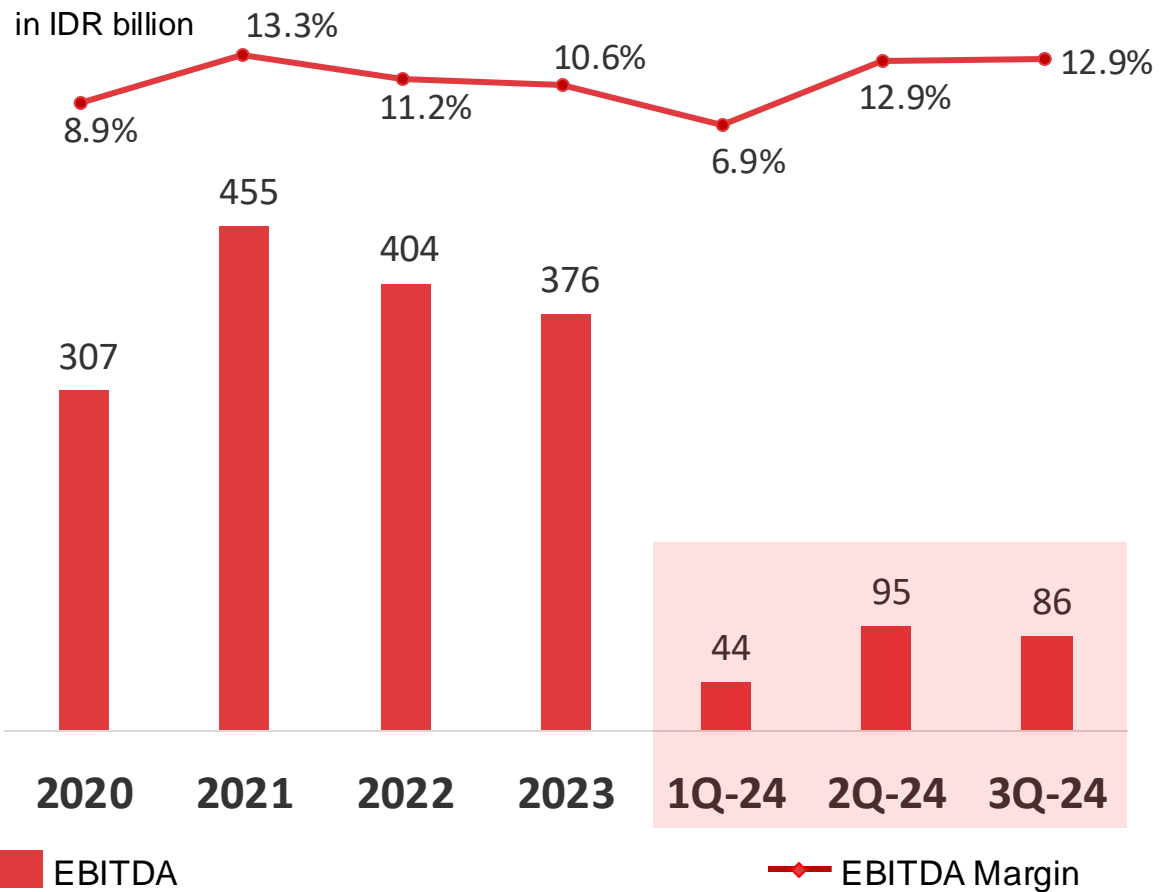
Gross Profit

Gross Profit Margin

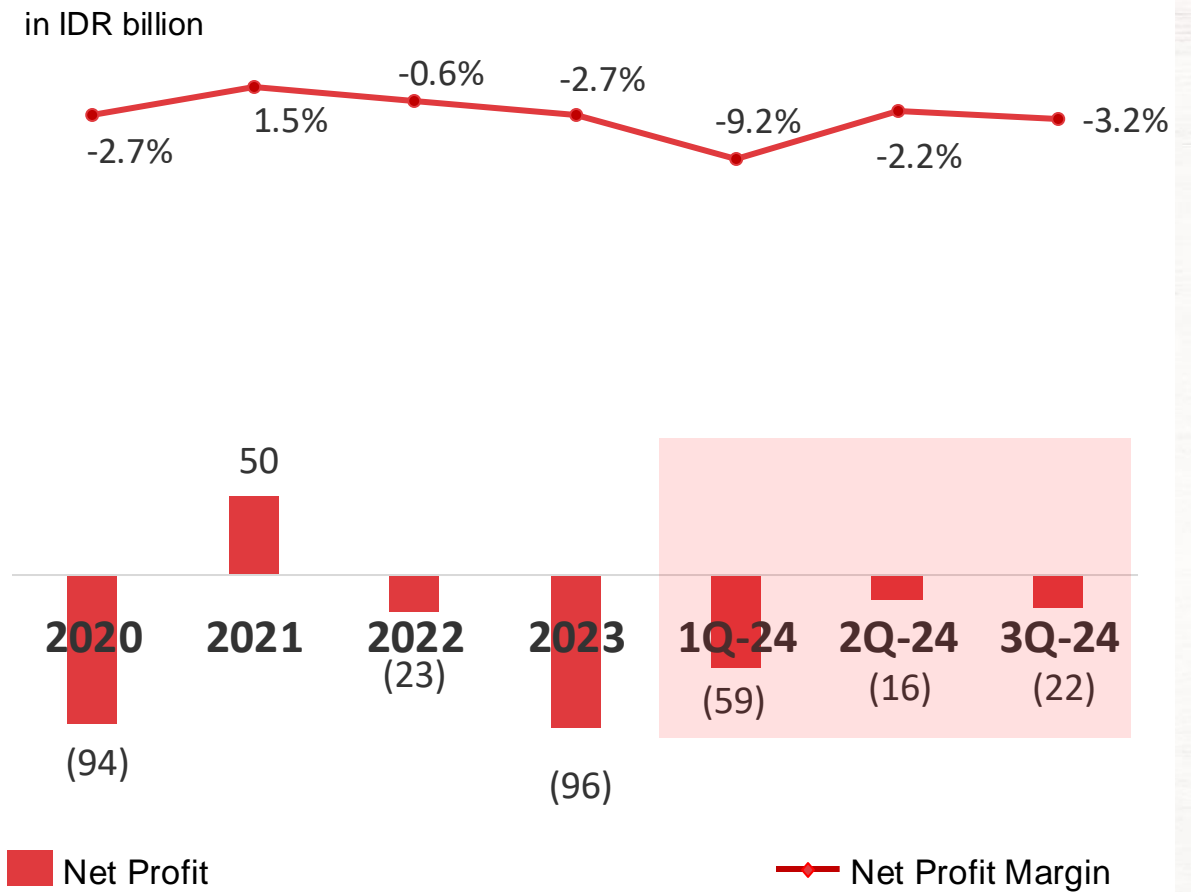


SALES AND PROFITABILITY (2)

EBITDA & EBITDA Margin

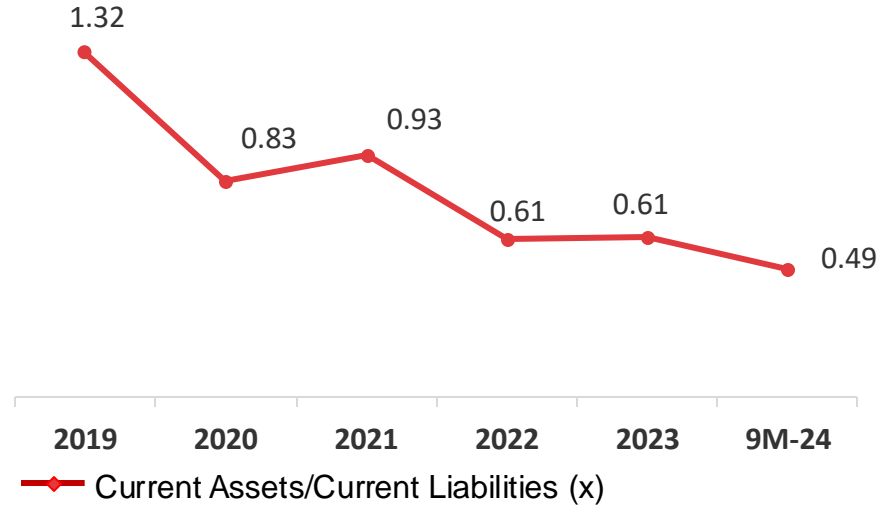


Net Profit & Net Profit Margin

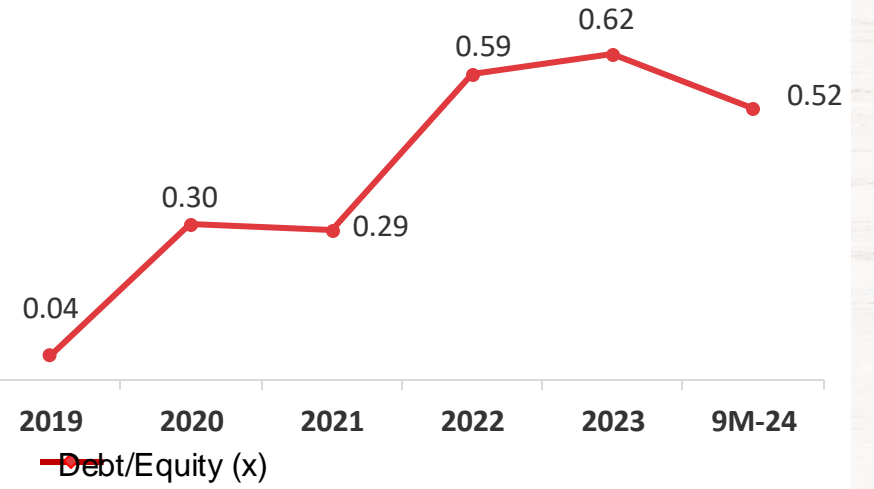


BALANCE SHEET

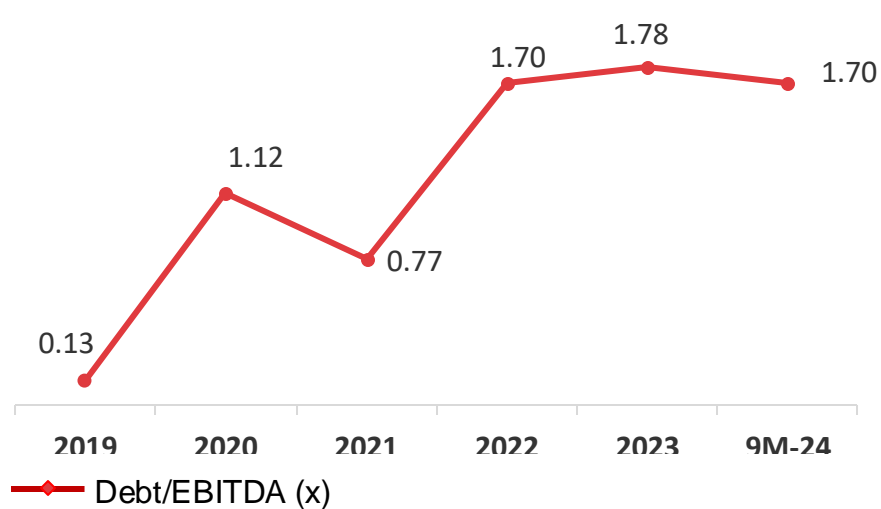
Liquidity Ratio



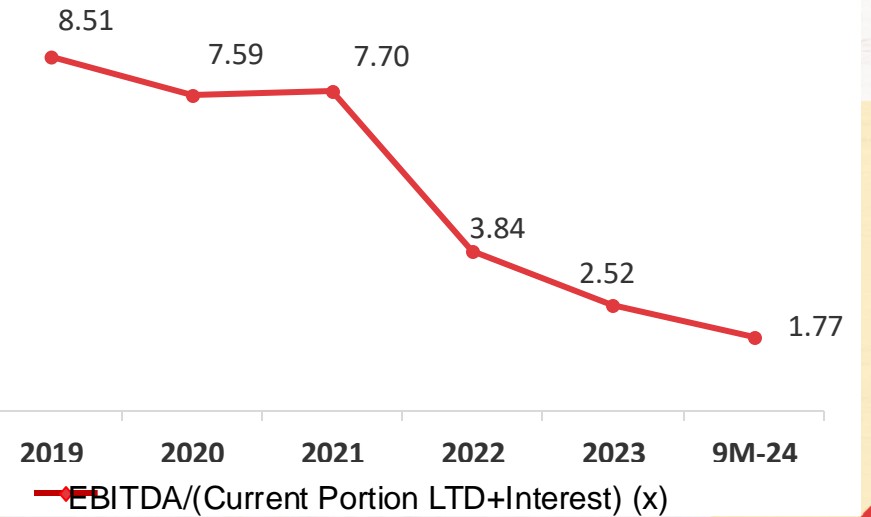
Solvency Ratio



Debt to EBITDA



Debt Service Coverage Ratio (DSCR)



UNDRAWN DEBT FACILITIES



Total Cash and Undrawn Debt Facilities

in IDR billion

24

198

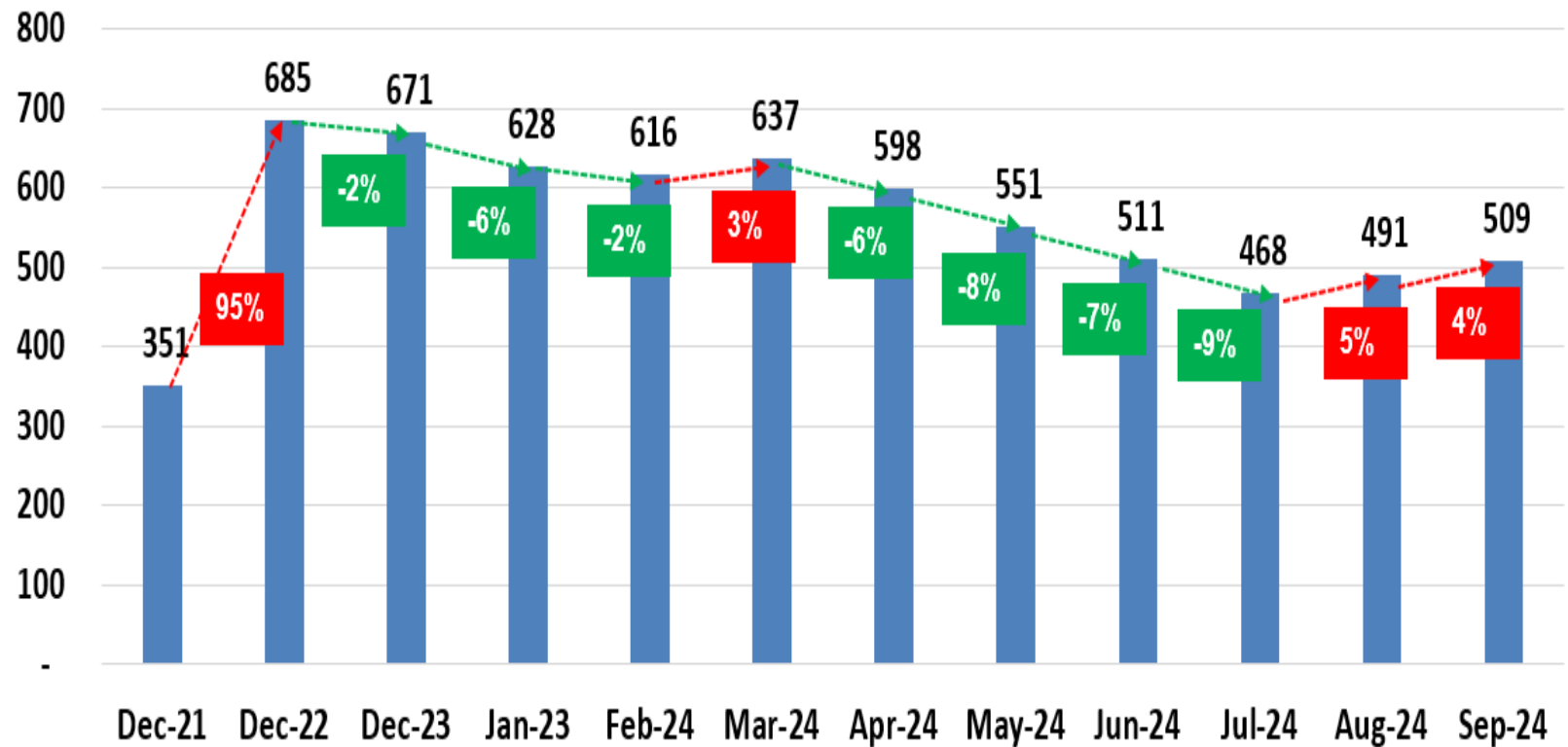
Cash

Undrawn Short-term Debt

9M-24

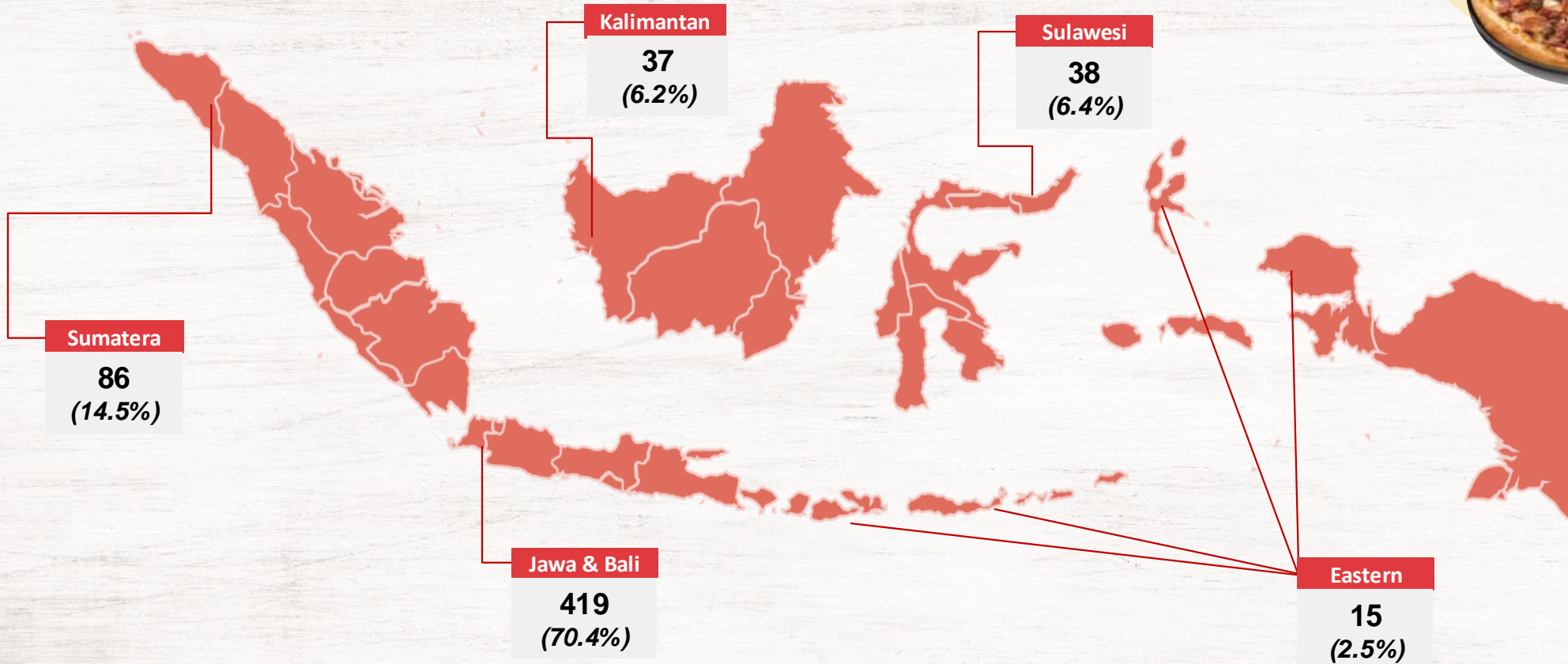


Outstanding Loan



NATIONWIDE PRESENCE

in Outlets



- ✓ By end of 9M-24, **595** outlets are operated in more than 120 cities across Indonesia.
- ✓ We rejuvenate our current outlets to be more relevant as a melting pot for Gen Z and Alpha



OUTLET DEVELOPMENT BY REGION

Region	Number of Outlets		
	by 9M-23	Net built	by 9M-24
Greater Jakarta, Jawa, Bali	431	-12	419
Sumatera	91	-5	86
Sulawesi	39	-1	38
Kalimantan	38	-1	37
Eastern Indonesia	13	2	15
Total	612	-17	595



NEW OPENING RISTORANTE OUTLET

PIZZA HUT RISTORANTE METRO PONDOK INDAH



Pizza Hut Ristorante
is Coming to Pondok Indah!

Get Ready to Slice into Something New

Pizza Hut Ristorante
Metro Pondok Indah

Jl. Metro Pondok Indah III BB 58
Rt. 015 Rw. 05 Pondok Pinang,
Kebayoran Lama, Jakarta Selatan

Dine-in Takeaway Delivery Ojek Online



PIZZA HUT CARES "8P PROGRAM"



**PETANI &
UMKM**



**PEMBERDAYAAN
PEREMPUAN**



**PENYANDANG
DISABILITAS**



**PENGLOLAAN SISA
MAKANAN & KOTAK KEMASAN**



**PENINGKATAN
GIZI ANAK**



**PRIORITAS
KARYAWAN**



**PENGHEMATAN ENERGI
& PERALIHAN ENERGI TERBARUKAN**



**PMI &
PANTI ASUHAN**





PEMBERDAYAAN PEREMPUAN

Pizza Hut Ristorante,
Gatot Subroto
Jakarta Selatan

30 Female Employees

OUR FIRST FEMALE OUTLET



FOOD WASTE MANAGEMENT



**PENGELOLAAN SISA
MAKANAN & KOTAK KEMASAN**

Pizza Hut x TUKR

Instead of disposing used cooking oil irresponsibly, we channel it to trusted distributors to be processed into more environmentally friendly products, such as biodiesel and alternative raw materials.





PENINGKATAN
GIZI ANAK

National Children's Day

- 3 Cities & Nutritionist
- > 600 Children



DIVERSITY AND INCLUSIVITY



- 3 Teman Tuli Crew
- Participated in The 11th WFD RSA Youth Camp, Yogyakarta
- Received an award from BPJS Employment for diversity and inclusivity employment



FARMERS AND SMEs EMPOWERMENT



> 100 Farmers

100% Local-made Paprikas

9 Indonesian Territories





HUMANITARIAN AID



Red Cross and Orphanage



PMI &
PANTI ASUHAN



> 500 Blood
Bags

> 100 Disaster Relief
Food Packages

> 1000 Orphanage
Food Aid Packages



SAVING AND TRANSFERRING TO RENEWABLE ENERGY

Pizza Hut x ALVA



**PENGHEMATAN ENERGI
& PERALIHAN ENERGI TERBARUKAN**



100% LED Lights in PHR and PHD outlets

Pizza Hut x Voltron x HAKA AUTO





PIZZA HUT DELIVERY HOT BOX



**PENGHEMATAN ENERGI
& PERALIHAN ENERGI TERBARUKAN**





Sports Activities



EMPLOYEE PRIORITY

Disaster Relief Assistance



PRIORITAS
KARYAWAN



PIZZA HUT INDONESIA CELEBRATES 40TH ANNIVERSARY THROUGH COLLABORATION WITH KOMIKFAKTAP



MERDEKA MAKAN ENAK

Celebration of Indonesia Independence day



EAT FEAST

ALL YOU CAN EAT AT PIZZA HUT
RISTORANTE

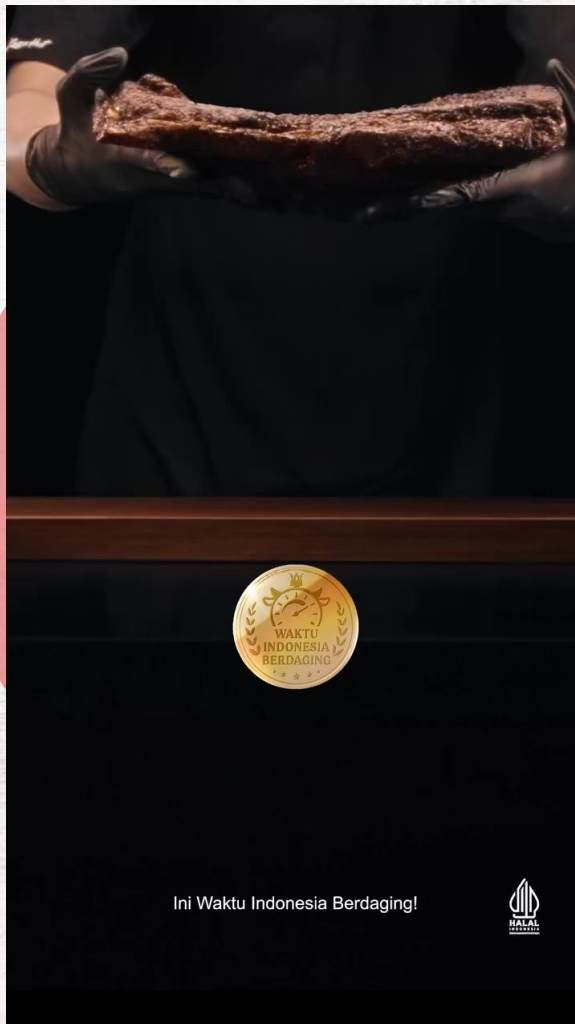


PIZZA HUT BOOTH AT BRUNO MARS JAKARTA CONCERT



NEW MENU

Premium Meaty Pizza and more menu with Pizza Hut





THANK YOU

