

# Financial Tear Sheet

## CORPORATE PROFILE



## PRIMARY IR CONTACT

Investor Relations

**E-mail:** [IR@matahari.co.id](mailto:IR@matahari.co.id)

PT Matahari Department Store Tbk (“Matahari” or “Company”) is Indonesia’s foremost retailer of affordable fashion, accessories, beauty and homeware. Matahari delivers a compelling proposition of stylish merchandise, outstanding value and an exceptional shopping experience, partnering with trusted local and international suppliers to offer an unparalleled assortment of fashion-forward exclusive brands and aspirational international labels.

Matahari’s position as Indonesia’s preferred department store is underpinned by its range of exclusive brands. Sold only in the Company’s outlets, they have consistently been ranked among Indonesia’s top brands, winning numerous accolades over the years for design, quality and value, and attest to Matahari’s deep understanding of its value-conscious customers across the country.

Matahari has been a fixture on Indonesia’s retail scene for almost six decades. The first outlet, a children’s clothing store, opened on October 24, 1958 in Jakarta’s Pasar Baru district. Since then, Matahari has grown to become a nationwide business, opening Indonesia’s first modern department store in 1972 and establishing a loyal customer base across the country. With a network of 142 stores in 66 cities, Matahari directly provides employment for over 50,000 people in Indonesia and sources over 80% of its direct purchases and consignment products from approximately 850 local suppliers.

In 2009, the Company was spun off from PT Matahari Putra Prima Tbk (MPP) to form a new entity, PT Matahari Department Store Tbk (Matahari). Asia Color Company Limited, a subsidiary of CVC Capital Partners Asia Pacific III L.P. and CVC Capital Partners Asia Pacific III Parallel Fund – A, L.P. (together “CVC Asia Fund III”), became Matahari’s majority shareholder in April 2010.

A public float of Matahari’s shares by Asia Color Company Limited and PT Multipolar Tbk in 2013 attracted global attention and expanded public ownership in the Company from

1.85% to 47.35% by March 28, 2013. This action not only significantly raised the Company's profile in Indonesia and abroad, but has also strengthened the liquidity of its share trading on the IDX, expanded access to financing on domestic and international capital markets and also made it eligible for a reduced rate of income tax in accordance with prevailing taxation regulations in Indonesia.

Between March 2014 and February 2015, Asia Color Company Limited reduced its shareholding in the Company, and as at February 28, 2015, Asia Color Company held 2.00% of the Company's shares, while PT Multipolar Tbk owned 20.48% and the public held 77.52% of the shares. In May 2016, Asia Color Company Limited sold all of the Company's shares. Currently the Company's shareholders are PT Multipolar Tbk owned 20.48% and the public owned 79.52% of the shares. On 6 September 2016, PT Multipolar Tbk reduced its shareholding in the Company, at the moment the Company's shareholders are PT Multipolar Tbk owned 17.48% and public owned 82.52%.

Realising the potential of e-commerce to significantly expand the Company's business throughout the country, on 11 August 2015, the Company exercised an option to purchase 2,631,580 (two million six hundred and thirty one thousand five hundred eighty) shares in PT Global Ecommerce Indonesia (GEI), representing 2.5% of the total shares of GEI. On 16 December 2015, following the increase of issued and paid up capital of GEI, the Company's shares in GEI were diluted to 1.99%. On 30 December 2015, the Company exercised an option to purchase 4,404,700 (four million four hundred four thousand seven hundred) shares, bringing its total shareholding to 5.16% of GEI's total shares. On 20 January 2016, the Company exercised an additional option purchase 7,864,075 (seven million eight hundred and sixty four thousand seventy five) shares in GEI, bringing the Company's total shareholding to 10.33%. The Company's shares then were diluted to 10% after another option holder implemented its option. As at 29 January 2016, the Company owns 10% of the GEI's total shares.

## STOCK PERFORMANCE

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## RECENT HEADLINES

08-Jun-2017

Keterbukaan Informasi yang Perlu Diketahui Publik –  
Siaran Pers mengenai PT Matahari Department Store  
Tbk Membuka Gerainya yang ke 155 di Manhattan  
Time Square Medan

08-Jun-2017

Information Disclosure That Should be Known by  
Public – Press Release of PT Matahari Department  
Store Tbk Opened its 155th Store at Manhattan Time  
Square Medan

07-Jun-2017

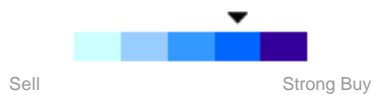
Monthly Report of Shareholders Registration

## UPCOMING EVENTS

There are currently no events scheduled.

## ANALYST ESTIMATES / RATINGS

Mean Recommendation: 2.4



### EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Jun 17	349.34	385.97	348.63
QTR	Sep 17	155.22	161.54	170.73
QTR	Dec 17	158.69	132.83	149.76
QTR				
FY	Dec 17	746.17	744.94	753.14
FY	Dec 18	819.44	824.62	829.71

## BOARD OF DIRECTORS

JOHN BELLIS	President Commissioner Independent
JONATHAN L. PARAPAK	Commissioner Independent
WILLIAM TRAVIS SAUCER	Commissioner
SIGIT PRASETYA	Commissioner
HERBERT STEPIC	Commissioner Independent
HENRY JANI LIANDO	Commissioner
JOHN RIADY	Commissioner
NIEL NIELSON	Commissioner
JOHANES JANY	Commissioner
BUNJAMIN J. MAILLOOL	President Director
RICHARD GIBSON	Vice President Director
ANDRE RUMANTIR	Director Non-Affiliated
EDDY HARSONO HANDOKO	Director
CHRISTIAN KURNIA	Director

## MANAGEMENT

RICHARD GIBSON	Chief Executive Officer
CHRISTIAN KURNIA	Director – Merchandising, Marketing & Store Operations
MARTINUS LAIHAD	Director - Procurement, Systems & Procedures
MARIA CLARISSA FERNANDEZ JOESOEP	Chief Financial Officer
MIRANTI HADISUSILO	Director - Corporate Secretary & Legal
IRWIN ABUTHAN	Director - Store Planning & Development
ANDRE RUMANTIR	Director – Human Resources
KEITH JONES	DC & Logistic Operations

## OWNERSHIP SUMMARY

Shareholders				
	Holders	Value (\$MM)	% O/S	Shares
Institution	244	1,800.82	59.9	1,748,818,095
Mutual Fund	610	1,253.78	40.2	1,173,799,882
Insider *	0	.00	0.0	0

\*Insider values reflect direct beneficial ownership.

Top Holders				
	Shares Held	% O/S	Share Change	Filing Date
PT Multipolar Tbk	509,992,000	17.5	0	31-Mar-2017
Vontobel Asset Management, Inc.	216,437,658	7.4	-9,987,585	17-Mar-2017
Capital World Investors	179,990,700	6.2	80,049,900	31-Mar-2017
The Vanguard Group, Inc.	69,393,988	2.4	830,468	30-Apr-2017
Capital International, Inc.	58,339,420	2.0	11,347,658	31-Mar-2017
BlackRock Institutional Trust Company, N.A.	48,672,900	1.7	1,968,300	31-May-2017
T. Rowe Price International (UK) Ltd.	39,949,503	1.4	0	30-Apr-2017
Columbia Wanger Asset Management, LLC	39,011,800	1.3	-200,000	30-Apr-2017
Capital Research Global Investors	36,286,000	1.2	-41,199,000	31-Mar-2017
Fidelity Worldwide Investment (UK) Ltd.	23,144,369	0.8	-17,743,383	31-Mar-2017

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