PT. Matahari Putra Prima Tbk (MPPA.JK)

making mppa RETAIL GROUP number 1

hypermart
Low prices and more ...

foodmart
Quality you can trust

boston
health & beauty inside out

Agenda

1. Overview of mppa RETAIL GROUP
2. Key Investment Highlights
3. Strategy for Growth
4. Financial Overview

mppa RETAIL GROUP

Section 1

Overview of MPPA

hypermart Low prices and more ...

foodmart Quality you can trust

boston health & beauty inside out

Vision & Mission

To be the no.**1** multi-format retailer in Indonesia

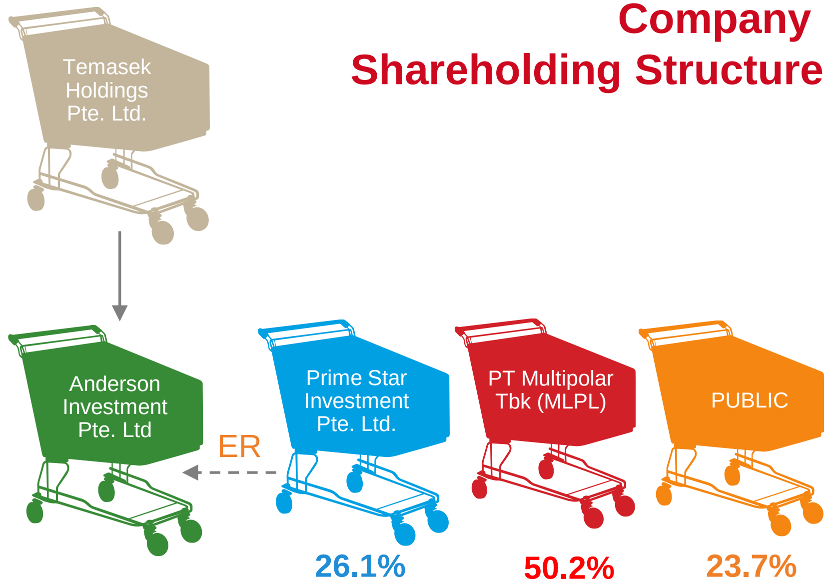
To transform MPPA into a world class multi-format retailer that generates sustainable organic sales and profit growth

Fastest Growing FMCG Modern Multi-format Food Retailer in Indonesia

Key Highlights

- **Fastest growing hypermarket in Indonesia**
  with market cap of IDR 17.6 tn (US$1,5 bn)
  as of 30 September 2014
- **Excellent results in 9M 2014**
  Sales increased 15.5%* and net income increased 109.5%
  (pro forma) SSSG increased 6.7%
- **Largest footprint of stores** versus our competitors
  as we are located in over 60 cities
- **Rapid annual expansion** to be accelerated in 2015
- **Proven asset light business model**
  scalable for rapid growth
- **Operating 246 stores**
- **No long term debt**

Company Shareholding Structure



In January 2013, PT. Multipolar Tbk (MLPL), the Company's major shareholder, through its wholly-owned subsidiary, Prime Star Investment Pte. Ltd. issued Exchangeable Rights (ER) in principle value of USD 300 million that are fully subscribed by Anderson Investments Pte. Ltd., a subsidiary of Temasek Holdings (Private) Limited. The ER are exchangeable in full and not in part for such number of shares representing 26.1% of the issued and outstanding shares of MPPA.

* Net Sales • Source : Company Data, Fact Set

Successful Retail Formats

mppa RETAIL GROUP

hypermart

foodmart

boston

Hypermart: **Format Definition**

Positioning

The destination for weekly, monthly and seasonal shopping, to fulfill the needs of the customers

Target Customers

Primary	Middle income Young families with children Aged 25 - 40 years old
Secondary	Middle income Established middle age customers

Store Information

No of stores[(a)]	101 stores
Average store size	± 6,100
Number of products	26000 – 31000
Product selection	Fresh food, grocery, non-food & electronics
Target customers	Middle income

(a) As of 30 September 2014 • Source: Company Data

Category Differentation

Destination The categories/sub categories that the format is considered as the best in the class for complete assortment & attractive promotion	• Fresh • Baby milk & diapers • Regular & adult milk • Health & beauty esp. skin care, hair care, oral care & men's care • Imported & specialty food • Electronics : brown & white + gadgets
Routine The categories/sub categories that the customers always buy routinely & low brand loyalty or low product uniqueness	• Cooking (incl. oil), rice & noodle • Breakfast food & drink • Cleaning (home & automotive) • Insect killer • Paper goods (incl. adult diapers)
Occasional The categories/sub categories that the customers buy on impulse/occasional/seasonal basis	• Toys & Sport • Household needs & kitchen gadgets • Towel & underwear • Electronic gadgets • Electrical accessories incl. batteries • Air freshener • Canned food • Ready to drink • Snack, biscuits & confectionery • OTC
Fill-in The categories/sub categories that the customers buy as fill-in while they shop	• Other soft lines • Stationery • Travel & bag

Hypermart contributed ± 91.3% of total revenue

Foodmart: **Format Definition**

foodmart

Format Positioning

The customers can do their grocery shopping conveniently and receive exciting promotions

Target Customers

Primary	Middle income Young families with children Aged 25 - 40 years old
Secondary	Middle income Established middle age customers

As of 30 September 2014 • Source : Company Data

Category Differentation

Destination The categories/sub categories that the format is considered as the best in the class for complete assortment & attractive promotion	• Fresh • Baby milk & diapers • Regular & adult Milk • Health & beauty esp. skin care, hair care, oral care & men's care
Routine The categories/sub categories that the customers always buy routinely & low brand loyalty or low product uniqueness	• Cooking (incl. oil), rice & noodle • Breakfast food & drink • Cleaning (home & automotive) • Insect killer • Paper goods (incl. adult diapers)
Occasional The categories/sub categories that the customers buy on impulse/occasional/ seasonal basis	• Toys & Sport • Household needs & kitchen gadgets • Towel & underwear • Electrical accessories incl. batteries • Air freshener • Canned food • Ready to drink • Snack, biscuits & confectionery • OTC
Fill-in The categories/sub categories that the customers buy as fill-in while they shop	• Other soft lines • Stationery • Travel & bag

Foodmart contributed ± **8.0%** of total revenue

Foodmart: **Store Information**

Foodmart **Gourmet**

No of stores[a]	11 stores
Average store size	± 1,500 sqm
No. of products	± 10,000
Target Customers	Middle to high income

Foodmart **Supermarket**

No of stores[a]	10 stores
Average store size	± 1,500 sqm
No. of products	± 10,000
Target Customers	Middle income

Foodmart **Express**

No of stores[a]	27 stores
Average store size	52 to 197 sqm
No. of products	± 4,500
Target Customers	Middle income

(a) As of 30 September 2014 • Source: Company Data

Boston: **Format Definition**

Positioning

Boston helps the customers by providing healthy living for their family at affordable price and friendly environment

Target Customers

Primary	Middle Income Young Families with children Aged 25 - 40 years old
Secondary	Middle Income Established middle age customers

Store Information

No of stores(a)	97 stores
Average Store Size SQM	± 52 sqm
Number of products	1300 – 3000
Product selection	Health, vitamins and beauty products
Target customers	Middle income

(a) As of 30 September 2014 • Source: Company Data

Category Differentation

Destination The categories/sub categories that the format is considered as best in the class for complete assortment & attractive promotion.	• Health food/supplement & OTC • Baby milk • Regular & adult milk • Health & Beauty esp. skin care, hair care, oral care & men's care
Routine The categories/sub categories that the customers always buy routinely & low brand loyalty or low product uniqueness.	• Baby & adult diapers
Occasional The categories/sub categories that the customers buy on impulse/ occasional/seasonal basis.	• Ready to drink • Healthy snack, biscuits, confectionery& breakfast
Fill-in The categories/sub categories that the customers buy as fill-in while they shop.	• Soft lines • Stationery • Sports & travel

Boston contributed ± .7% of total revenue

mppa RETAIL GROUP

Section 2

Key Investment Highlights

hypermart
Low prices and more ...

foodmart
Quality you can trust

boston
health & beauty inside out

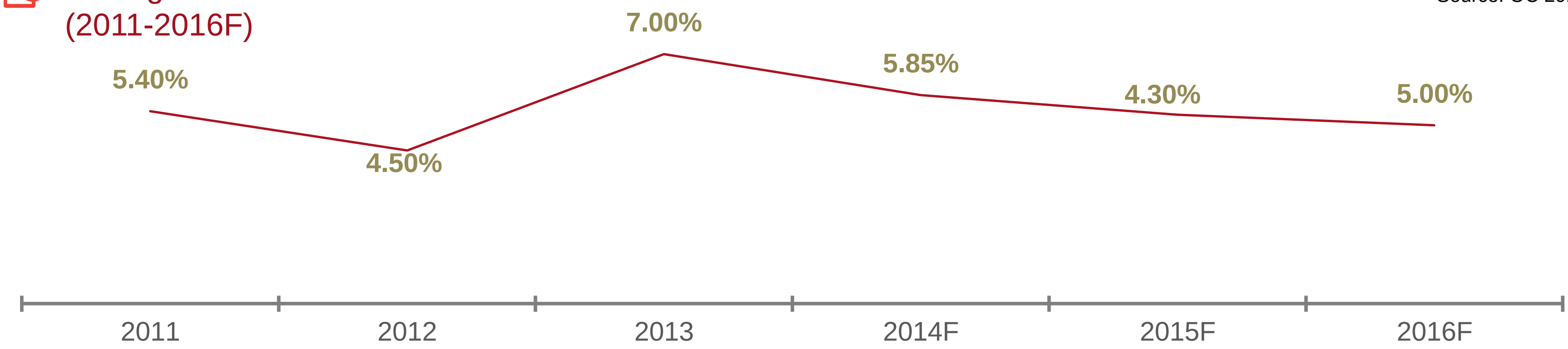
Key Investment Highlights

1. Our targeted customer is the fast growing middle income class
2. Extensive and attractive nationwide store footprint
3. Proven asset light business model scalable for rapid growth
4. Efficient logistics platform driving productivity improvement
5. Established customer loyalty program
6. Localized assortment supporting flavors and ethnicity of region

1. Attractive exposure to large and growing middle income class and underpenetrated modern grocery retail sector

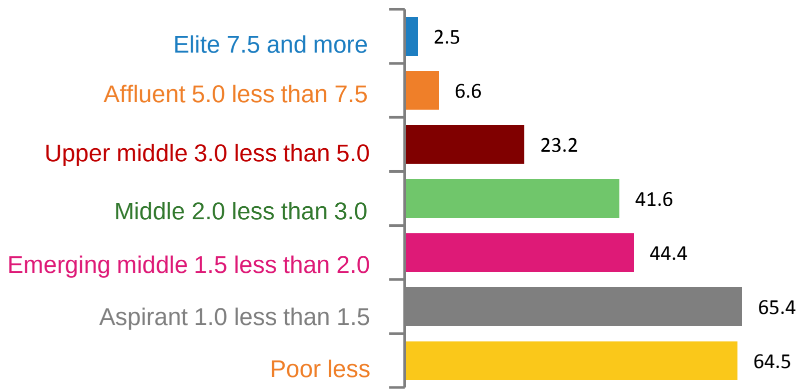
Average Inflation in Indonesia (2011-2016F)

Source: OC 2012



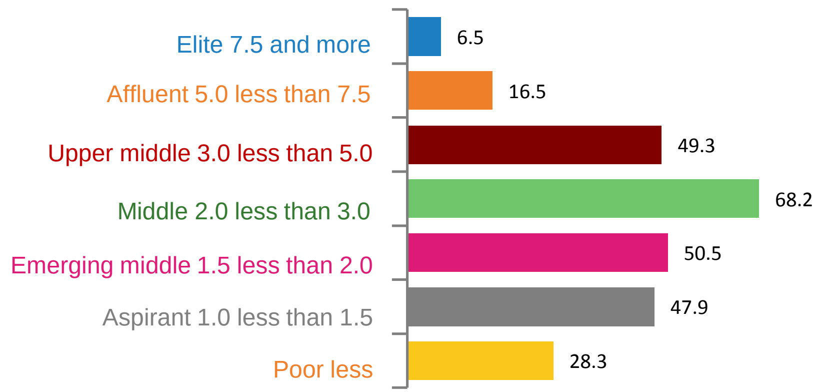
Indonesia's Population Growing and Becoming More Affluent

Indonesia monthly household expenditure Population 2012 (millions)



74 million MACs in 2012

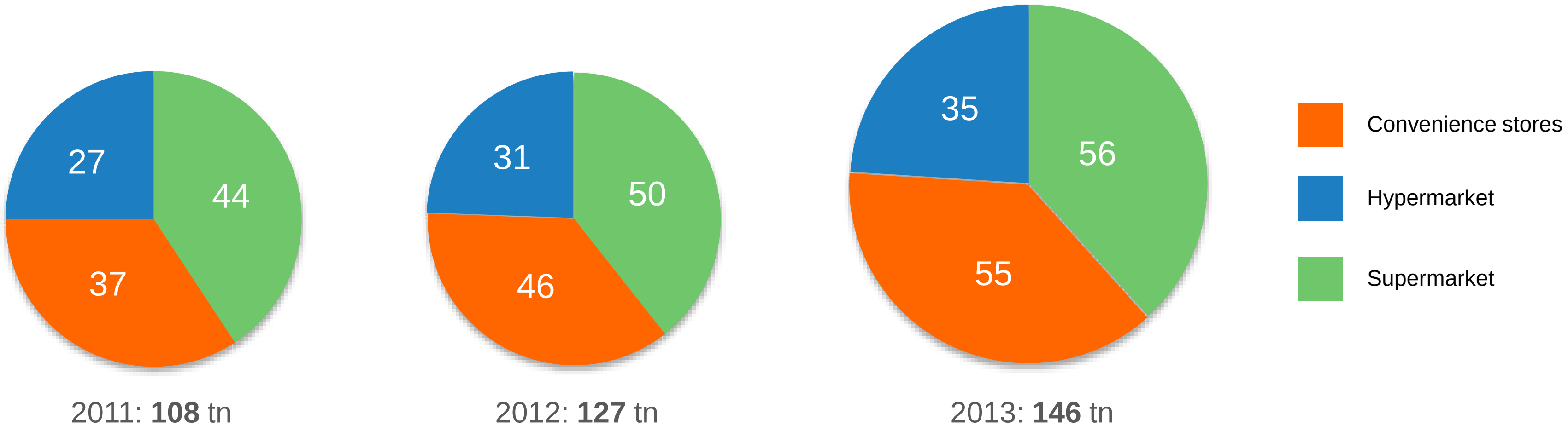
Indonesia monthly household expenditure Population 2020 (millions)



141 million MACs in 2020

Source: Indonesian Government Statistics Office (BPS)

Modern Grocery Retailing Grows Even Faster than Overall Retailing (IDR tn)



Source: OC dated January 25th, 2014

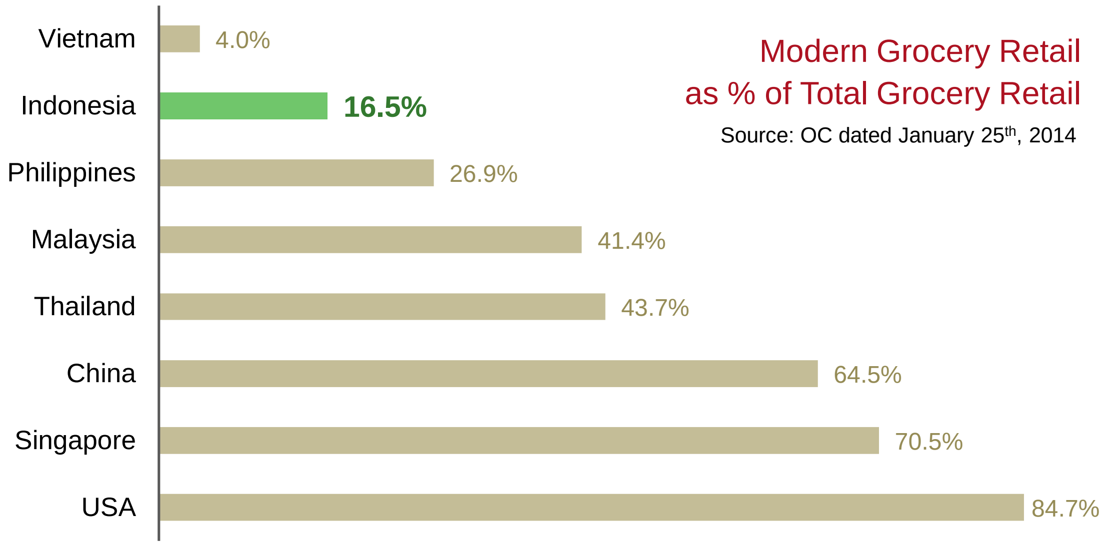
Modern Grocery Retail Penetration Still Low

Source: OC 2012

	07–12 CAGR	12–17E CAGR
Convenience stores	26.9%	15.1%
Hypermarkets	15.6%	11.3%
Supermarkets	14.0%	10.1%
MGR	18.2%	12.5%

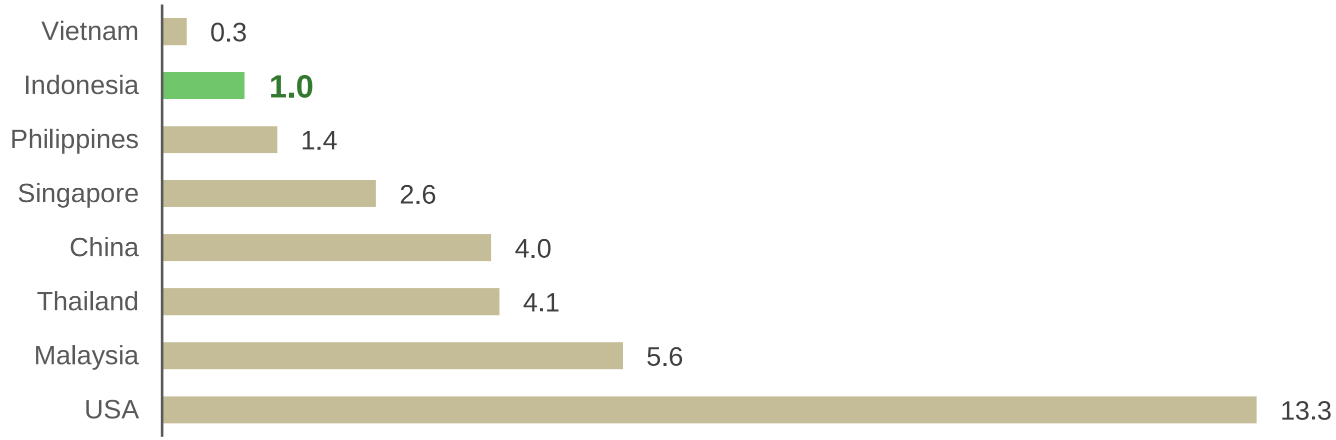
Modern Grocery Retail as % of Total Grocery Retail

Source: OC dated January 25th, 2014

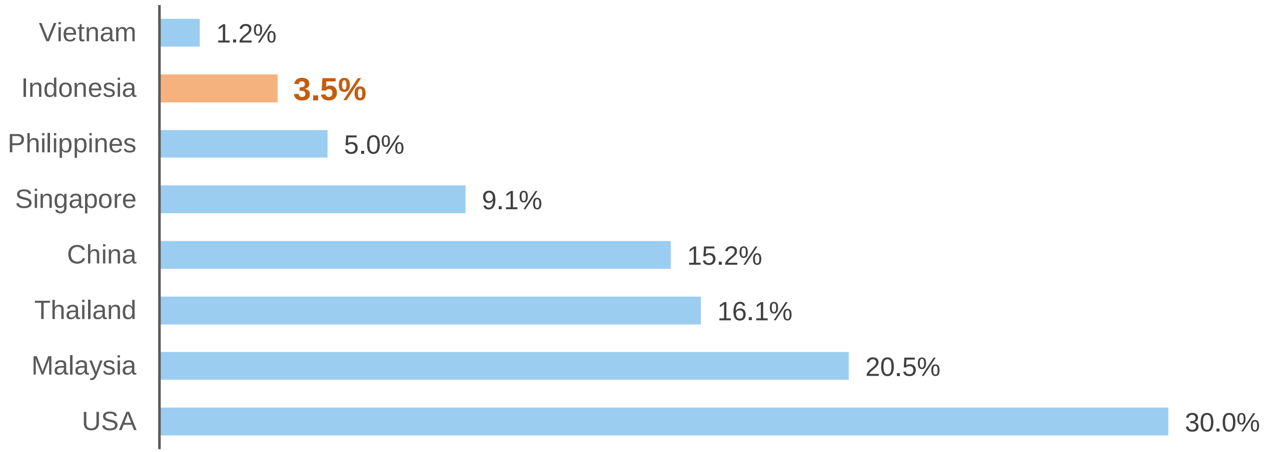


Vast Potential in Indonesia's Hypermarket Segment (2013)

Number of hypermarkets per million people of selected countries



Hypermarket sales as a percentage of total grocery sales



Source: OC dated January 25th, 2014

Indonesia's Hypermarket Competitive Landscape

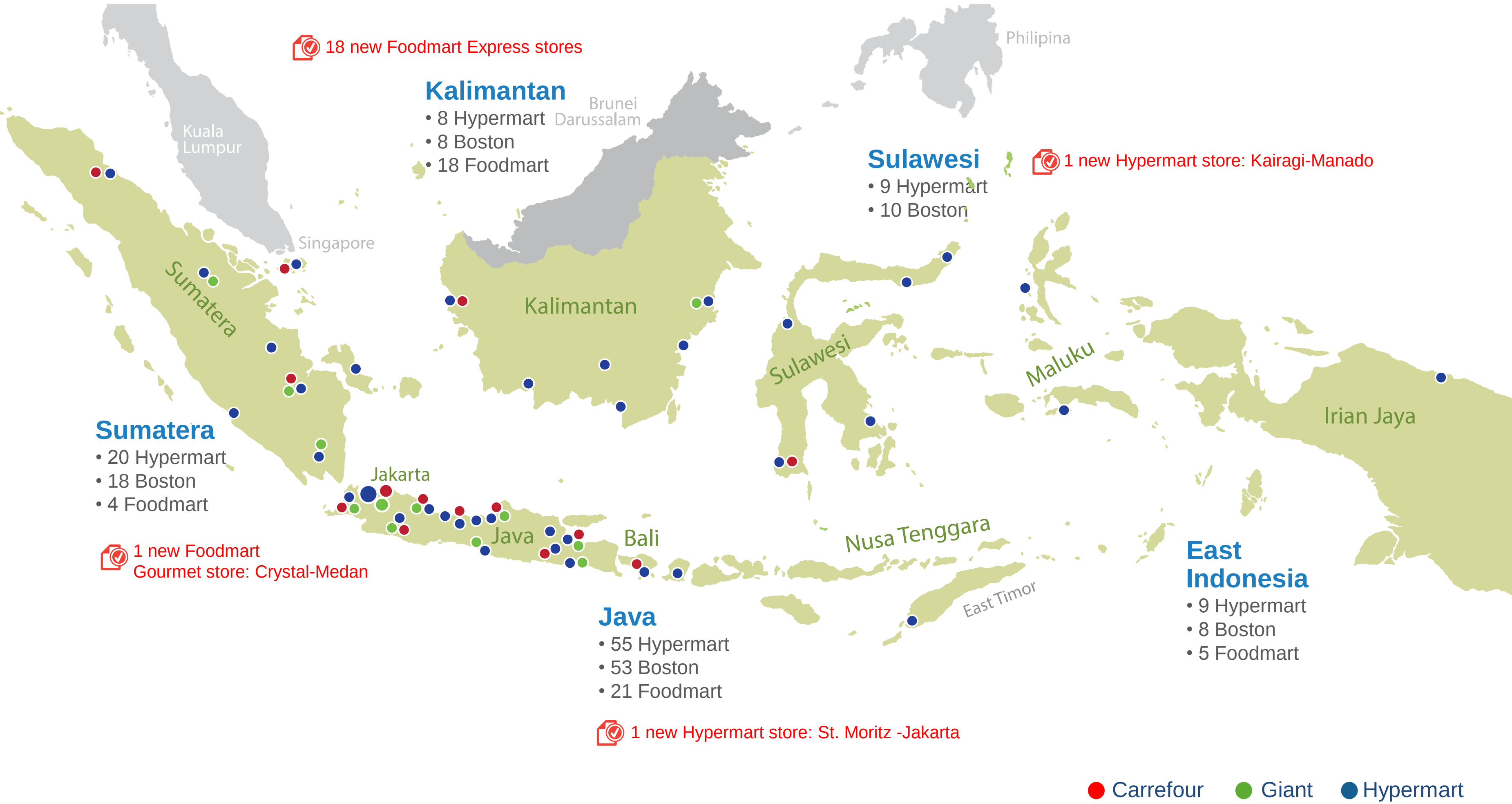
	hypermart Low prices and more ...	TRANSmart Carrefour	Giant	LOTTEMart
Description	• Hypermart is MPPA's hypermarket brand • Largest footprint of coverage	• In 2012 Carrefour exited Indonesia and converted to local ownership CT Corp • Operates supermarket and hypermarkets • Concentration in Java region	• Dairy Farm International through its subsidiaries operates as an Asian retailer of fresh foods, consumer and durable goods • Operates hypermarket Giant brand	• LOTTE Co. through its subsidiaries, engages in food,hotels,construction, and other businesses in Asia • LotteMart is the hypermarkets chain of LOTTE Co. and entered Indonesia in 2010
No. of Stores*	101	58**	55	12
Target Customer Of Each Brand	Middle income	Middle to upper income	Middle to low income	Middle to upper income
Hypermarket Market Share(a)	+11.4% 2007: 24.10% 2013: 35.50%	17.2% 2007: 53.60% 2013: 36.40%	+4.2% 2007: 21.70% 2013: 25.90%	+1.5% 2007: 0.30% 2013: 1.80%

* As of September 2014

** Hypermarket Format

Source: OC dated January 25th, 2014

3. Extensive and Attractive Nationwide Store Footprint



As of 30 September 2014 • Source: Company Data

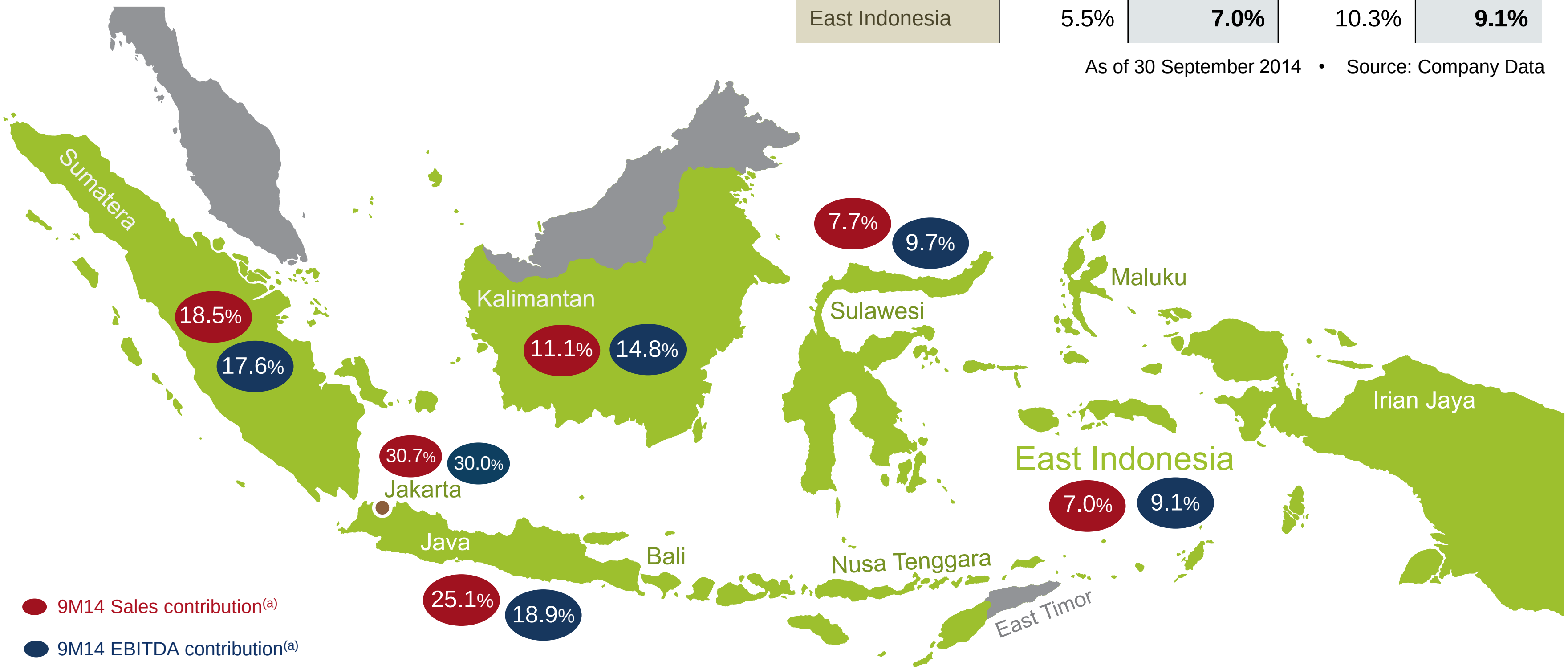
2015 We Will Focus on More Profitable Outer Islands

- **Over 60% of new stores in 2015 will be opened in outer islands**
- Focus on penetration outside Java where there is less competition and typically higher profitability
- Maximize utilization of the superior logistics infrastructure and distribution process to cater to these markets ahead of our competitors

Island Outside Java are More Profitable

	Sales contribution[a]		EBITDA contribution[a]	
Region	2013	**9M14**	2013	**9M14**
Greater Jakarta	31.4%	**30.7%**	26.0%	**30.0%**
Java	24.5%	**25.1%**	18.9%	**18.9%**
Sumatera	19.3%	**18.5%**	20.8%	**17.6%**
Kalimantan	11.1%	**11.1%**	14.7%	**14.8%**
Sulawesi	8.1%	**7.7%**	9.3%	**9.7%**
East Indonesia	5.5%	**7.0%**	10.3%	**9.1%**

As of 30 September 2014 • Source: Company Data



3. Proven Asset Light Business Model Scalable for Rapid Growth

Asset Light Cash Generative

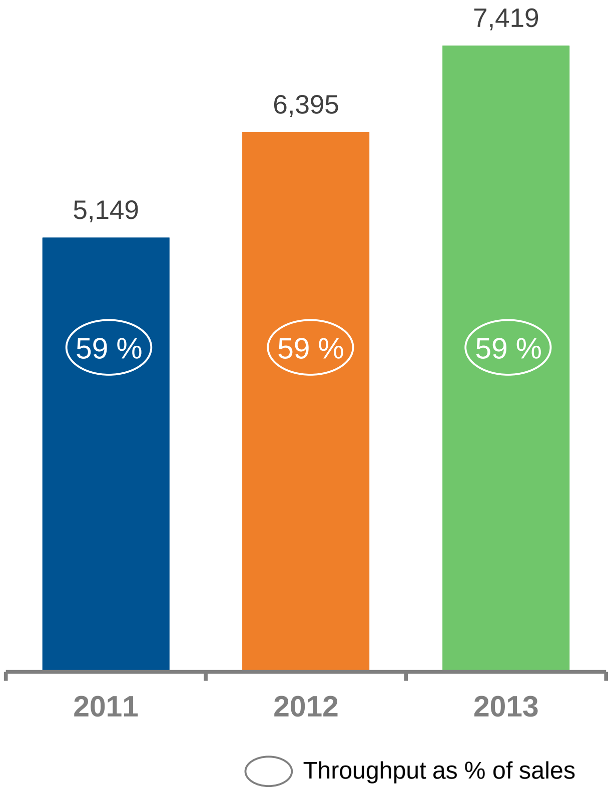
- Asset-light business model with 100% of stores leased
- Self-funding working capital
- **Limited capital expenditure requirements**
  Capital expenditure of ~4-5% of sales
- No long term debt

Scalable

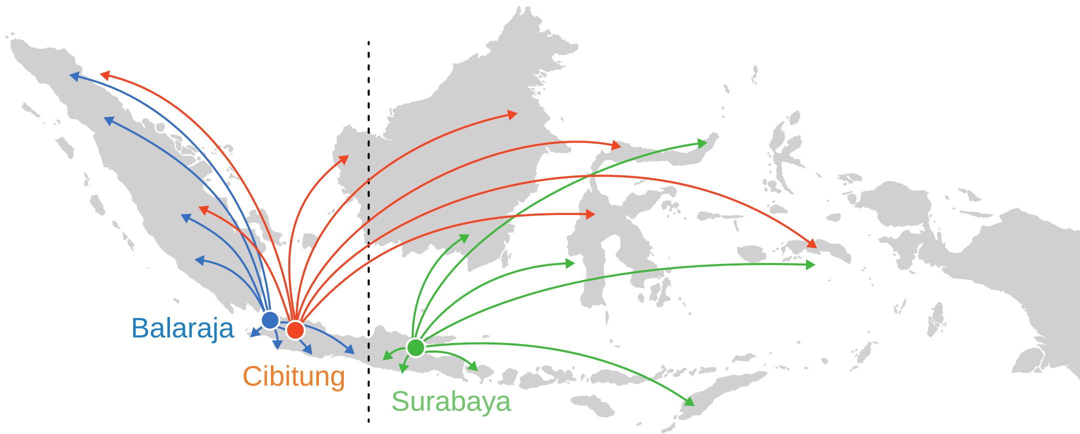
- Fully leased store base enables rapid opening of new stores
- Fast payback and attractive returns
- **New stores typically cash flow positive in first year**
- **Average repayment period of capital investments within 5 years**
- Operating leverage driving profitability

5. Efficient Logistics Platform in Place for Rapid Expansion Across Indonesia

DC Throughput (IDR bn)



Logistics net cost is **0.3**% of sales



Segmentation of Distribution Centers

	Dry Goods		Fresh
Location	Balaraja	Surabaya	Cibitung
Space	**38,000 m²**	**16,000 m²**	**4,000 m²**
Capacity	40,565 Plts	9,000 Plts	2,300 Plts
No of SKUs	**12,500**	**5,000**	**950**
WMS	Manhattan	Manhattan	Manhattan

Source: Company Data as of 31st December 2013

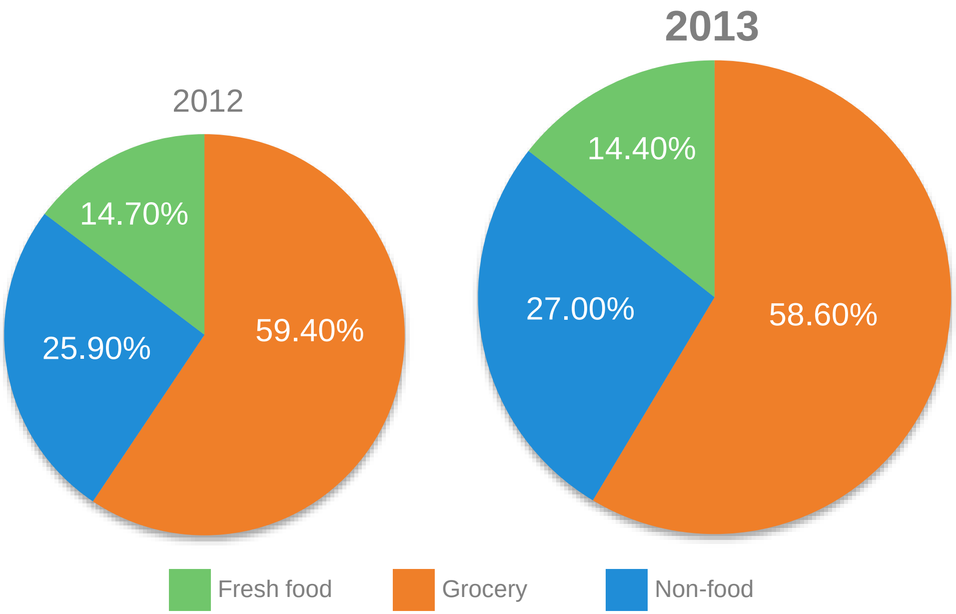
Established customer loyalty program

- More than 3.2 million members with average of Rp350k per transaction per day for 60% of 2013 gross sales
    - Basket size is 62% more for Hicard hold
    - Discounts of 5 to 15%
    - Additional benefits with discounts for services and restaurants
- Bank Mandiri co-branded Hypermart Visa : 440,000 cards issued

Source: Company Data as of 31st December 2013

6. Strength in Assortment and Category Dominance

Sales Breakdown by Merchandise



Flexibility to customize product offering on a store by store basis, which is important for Indonesia given its regional variations in consumption patterns across the archipelago

Top 10 Suppliers

Grocery	All
Unilever	Unilever
Nestle	Nestle
Danone	**Samsung**
Indofood	Nutricia
Wings	Unicharm
Unicharm	Sari Husada
P&G	**LG**
FFI	Sayap Mas Utama
Kalbe	**Sharp**
Khong Guan	**Sanghiang**

Source: Company Data as of 31st December 2013

mppa RETAIL GROUP

Section 3

Strategy for Growth

hypermart Low prices and more ...

foodmart Quality you can trust

boston health & beauty inside out

Strategy for Growth: **Making MPPA Number One**

1. Generation 7 Hypermart
2. Accelerate expansion
3. Renovation 60 stores over 5 years
4. New formats G7: wholesale and Boston expansion
5. Expand logistic network
6. Fresh food leadership
7. Leverage data, build business intelligence system and enabling technology
8. Direct sourcing capability for fresh & bazaar
9. Private label and direct import development: target to 5.0-10.0% of sales
10. Improving capability: investing in training & development

Strategy for Growth

The 5 Pillars of Growth of mppa RETAIL GROUP

hypermart


hypermart
MATAHARI
hypermart


MATAHARI
hypermart
so much more...

New format G7: **Isometric with Zoning**


Expansion Strategy
Penetration
Saturation
Leverage Competitive Advantage
Penetration
Hypermart to penetrate top 120 cities of Indonesia
Saturation
Open new stores in cities that are still under penetrated
After mini Hypermart and Foodmart to be used to lock-out competitors
Foodmart to open only in cities where there is a Hypermart

5 Pillars of Growth # 3: Sustainable Retail Management

Business Development
New Format G7

- Site selection process
- Feasibility & post mortem study
- Effective project management
- Format development
- Hypermart G7

Financial & Capital Control

- Replenishment system
- Expand logistic network
- Warehouse management system
- Transportation management

Oracle Finance

Logistic

- Capital efficiency
- Operation expenses control
- Budget & reporting
- Business intelligence
- Internal audit

Manhattan WMS
Routing System
Voice Pick

Operation Excellence

- Store operation standard
- Service quality excellence
- Inventory & shrinkage management
- Peak hours management
- Productivity & OPEX control

Oracle Retail
Aplica & MS Dynamic
Business intelligent

Merchandising & Marketing

- Assortment planning
- Category management
- CRM system
- Pricing & margin mix
- Inventory efficiency

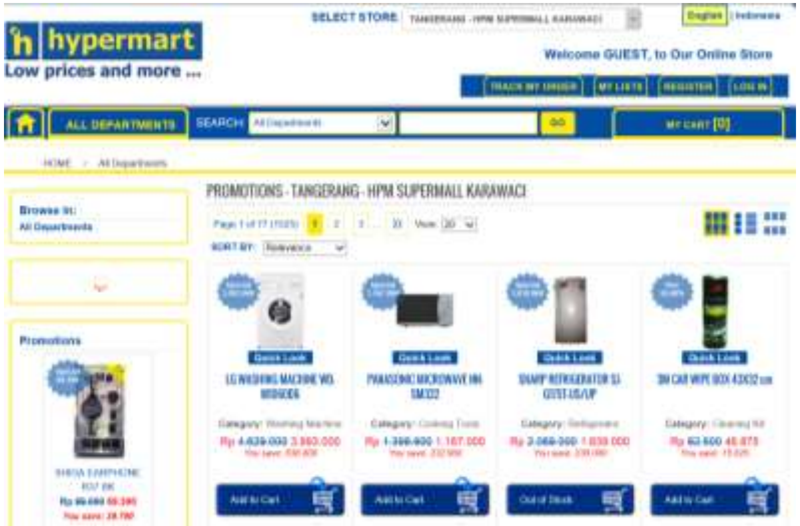
Oracle Retail
Oracle CRM

5 Pillars of Growth # **4: Renovation**

Renovation cycle	Priority	Period in years	Reinvestment level %
hypermart	**A**	5	80 to 90%
	B	7	50 to 70%
foodmart	**A**	5 to 7	80 to 90%
	B	7	50 to 70%
boston	**A**	5 to 7	80 to 90%
	B	7	50 to 70%

Mobile apps

Online



1

- Go on the Store website
- Select a store
- Select your product
- Order items
- Pay with card

2

- Store received the order
- Picking the order within 2 hours
- The order ready to deliver/pick up at store

3

Pick Up/Delivered :

- Give the number of the order
- Employees give your shopping goods

mppa RETAIL GROUP

Section 4

Financial Overview

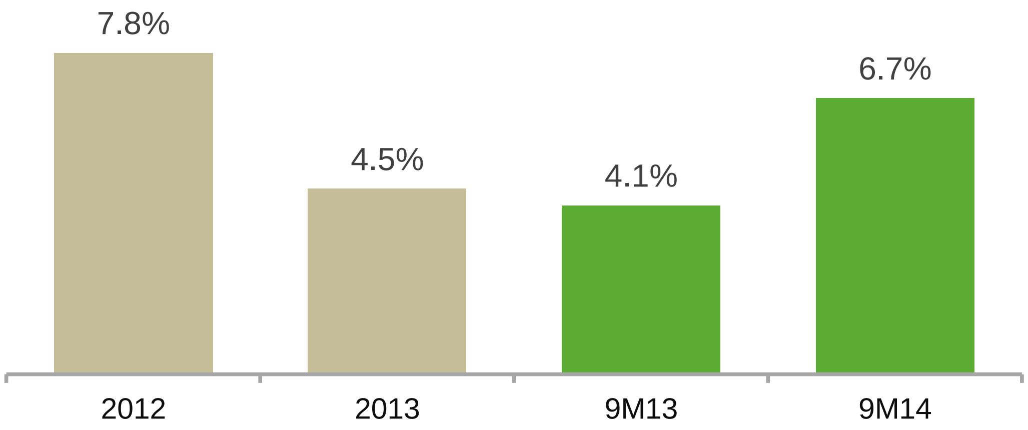
The section
should be reviewed
in conjunction with the
2013 MPPA **Annual Report**
And **9M14 Financial Report**

hypermart Low prices and more ...

foodmart Quality you can trust

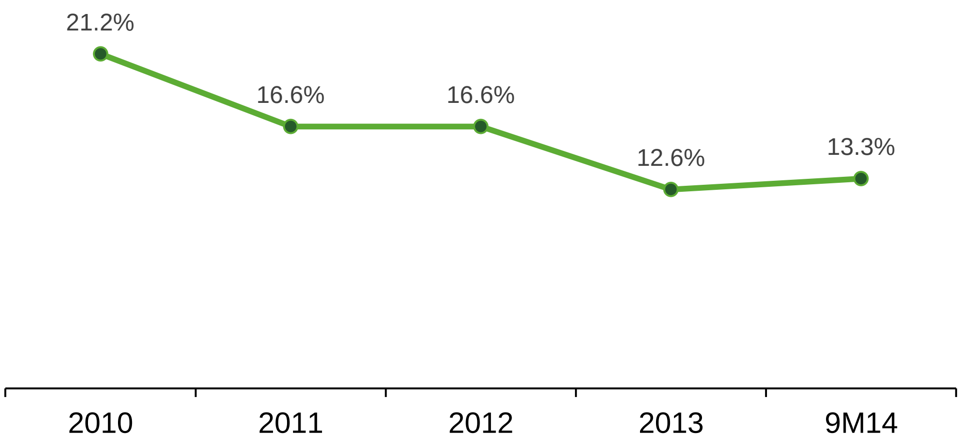
boston health & beauty inside out

Comparable Store Growth



Expense Ratio as a % of Sales

Operating expenses[(a)] as % of sales



(a) Operating expenses excluding depreciation and amortization • Source: Company Data

MPPA 9M14 Restated

	30 Sept/ Sept, 2014 Rp	30 Sept/ Sept, 2013 Rp Restated [1]
NET SALES	10,061,869	8,709,381
COST OF SALES	(8,339,017)	(7,344,270)
GROSS PROFIT	1,722,852	1,365,111
Selling expenses	(161,529)	(209,977)
General and administrative expenses	(1,174,002)	(917,529)
Other expenses	(23,232)	(24,508)
Other income	86,392	210,399
ADJUSTED OPERATING PROFIT [1]	**450,481**	**423,496**
Extra-ordinary Item (2)	0	-
EBIT	450,481	423,496
Finance income	31,828	71,848
Finance costs	(14,424)	(74,126)
INCOME BEFORE INCOME TAX	**467,885**	**421,218**
Income tax expenses	(113,927)	(100,317)
Current	--	--
Deferred	--	--
Total Income Tax Expense - Net	--	--
INCOME FOR THE PERIOD	**353,958**	**320,901**

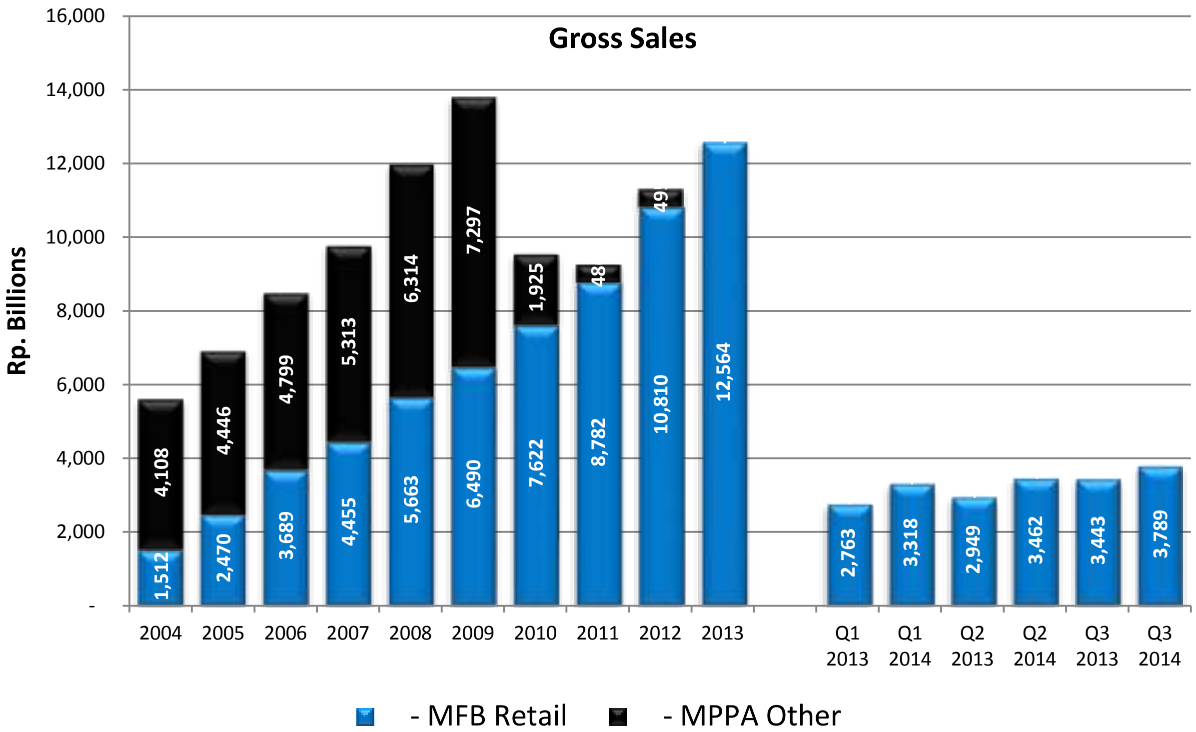
	Sept 30, 2014 Rp	Sept 30, 2013 Rp	Growth
NET SALES	*10,061,869*	*8,709,381*	15.5%
OPERATING PROFIT			
Reported	*450,480*	*423,496*	6.4%
Extra-Ordinary Gain [1]	*(85,663)*	*(192,862)*	
Restated [2]	*364,817*	*230,634*	58.2%
INCOME BEFORE INCOME TAX			
Reported	*467,884*	*421,218*	11.1%
Restated [2]	*382,221*	*228,356*	67.4%
INCOME FOR THE PERIOD			
Reported	*353,957*	*320,901*	10.3%
Restated [2]	*268,294*	*128,039*	109.5%

(1) *In the 9 months ended September 2014 and 2013, the Company recorded a non-cash gain associated with the reversal of an impairment charge related to certain non operating leases. The comparative results have been adjusted to exclude this non-recurring income. See Notes to the Consolidated Financial Statements (Note 13 - Rental Advances and Deposits, Note 14 - Prepaid Long Term Rents).*

(2) *Extra-Ordinary Gain - Impairment reversal for cancellation of non-operating lease agreements (See note 14)*

MPPA Historical Sales

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	Q1 2013	Q1 2014	Q2 2013	Q2 2014	Q3 2013	Q3 2014
Net Revenue (Rp. Billion)						**10,281**	**8,545**	**8,909**	**10,868**	**11,913**	**2,640**	**3,126**	**2,807**	**3,301**	**3,263**	**3,634**
Gross Revenue (Rp. Billion)	**5,620**	**6,916**	**8,488**	**9,768**	**11,977**	**13,787**	**9,547**	**9,268**	**11,305**	**12,564**	**2,763**	**3,318**	**2,949**	**3,462**	**3,443**	**3,789**
- MFB Retail	1,512	2,470	3,689	4,455	5,663	6,490	7,622	8,782	10,810	12,564	2,763	3,318	2,949	3,462	3,443	3,789
- MPPA Other	4,108	4,446	4,799	5,313	6,314	7,297	1,925	486	495	-	-	-	-	-	-	-



9M NOTES

- MFB-Retail grew 15.5% in 9M 2014
- MFB Comp Sales grew 6.7% in 9M 2014
- All MPPA Sales generated by MPPA Retail

FULL YEAR NOTES

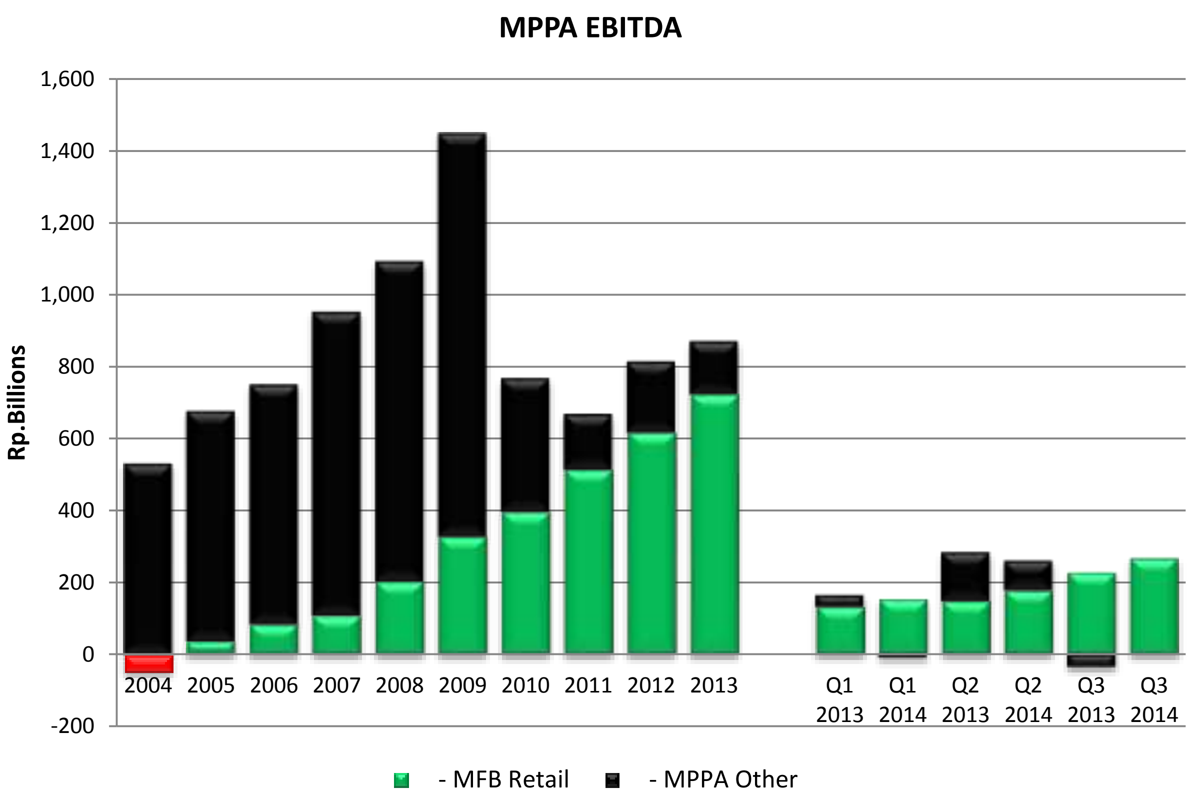
- MFB-Retail 18.0% CAGR 2010-2013
- MFB-Retail has consistently grown top line sales
- After the divestiture of Matahari Department stores in 2010, MFB-Retail contributed the majority of sales
- In 2009, MPPA was required to report Gross Sales following BAS7
- Reported Sales are Net Sales with variance attributable to consignment COGS.

This should be reviewed in conjunction with the 2013 MPPA Annual Report

MPPA Historical EBITDA

	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
EBITDA (Rp. Billion)	**482**	**677**	**751**	**953**	**1,094**	**1,451**	**769**	**669**	**815**	**871**
- MFB Retail	(49)	36	83	108	202	327	396	513	616	723
- MPPA Other	531	641	668	845	892	1,124	373	156	199	148

Q1 2013	Q1 2014	Q2 2013	Q2 2014	Q3 2013	Q3 2014
165	**146**	**284**	**261**	**192**	**267**
132	154	148	177	227	267
33	(8)	136	84	(35)	0



Quarter NOTES

● MPPA results included a one time gain of reversal for impairment in the amount of Q1-2013 (33.8 B); Q2-2013 (159.0 B); and Q3-2013(0.0 B); Q1-2014 (0.0 B); Q2-2014 (85.6 B); and Q3-2014 (0.0 B)

FULL YEAR NOTES

● MFB-Retail 21.9% CAGR 2010-2013

● MFB-Retail EBITDA represents the Business Unit EBITDA and does not reflect MPPA other corporate activity and subsidiaries that are currently offsetting income reported in Other MPPA

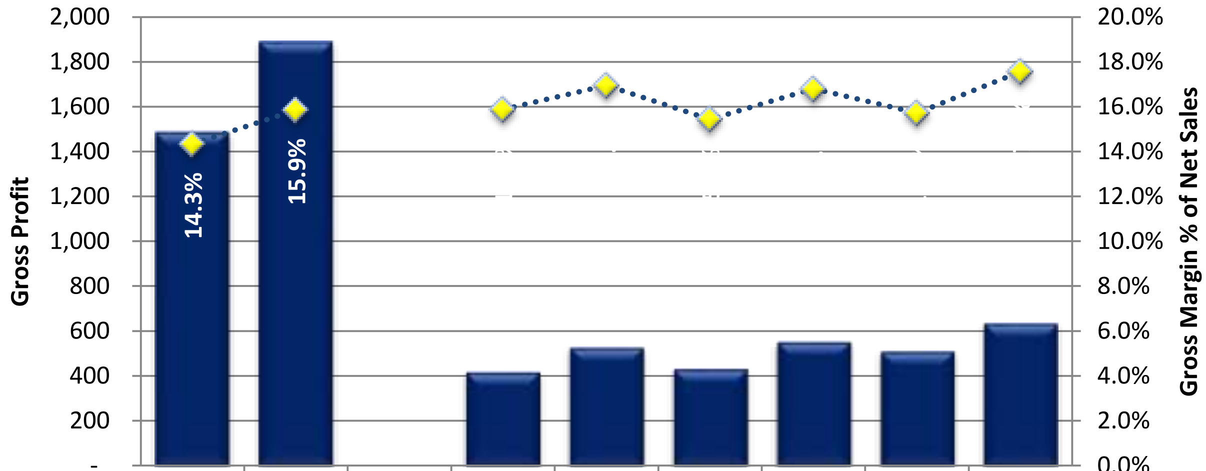
● On going corporate activities impacting MFB-Retail EBITDA in 2014 is expected to run .30% of Sales

1 MPPA 2012 reported EBITDA was 785 prior to a reclass for consistency with 2013 reporting.

2 MPPA Historical EBITDA was generated from revenue and expenses that will no longer be incurred as a result of the 2012 corporate restructuring.

3 Future MPPA EBITDA will be comprised of MFB-Retail less on-going corporate activities which is a different income composition than generated in historical MPPA.

MPPA Gross Margin



	2012	2013		Q1 2013	Q1 2014	Q2 2013	Q2 2014	Q3 2013	Q3 2014
- MFB Retail	1,489	1,889		419	530	433	555	513	638
% of Net Sales	14.3%	15.9%		15.9%	16.9%	15.4%	16.8%	15.7%	17.6%

Gross Profit	2012	2013	Q1 2013	Q1 2014	Q2 2013	Q2 2014	Q3 2013	Q3 2014
MPPA Total	1,898	1,889	419	530	433	555	513	638
- MFB Retail	1,489	1,889	419	530	433	555	513	638
- MPPA Other	409	0	-	-	-	-	-	-

% of Net Sales	2012	2013	Q1 2013	Q1 2014	Q2 2013	Q2 2014	Q3 2013	Q3 2014
MPPA Total	17.5%	15.9%	15.9%	16.9%	15.4%	16.8%	15.7%	17.6%
- MFB Retail	14.3%	15.9%	15.9%	16.9%	15.4%	16.8%	15.7%	17.6%
- MPPA Other	83.9%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%

mppa RETAIL GROUP

Apendix 1

Additional Information

hypermart Low prices and more ...

foodmart Quality you can trust

boston health & beauty inside out

MPPA Share Price Performance as of October 2014

Source: Thomson Reuters

MPPA Board of Directors

Benjamin J. Mailool
President Director

Prior to joining the Company in 2002, he assumed his position as CEO of PT Bukit Sentul Tbk, and Vice President in Citibank N.A, and has more than 20 years of experience in the industry.

Noel Trinder
Vice President Director

Joined the Company in 2003 - 2011 as CEO of Matahari Food Business and had the prominent role of the inception and development of Hypermart format during his tenure.

Carmelito Regalado
Director

Joined the Company in March 2002, has over 35 years of experience and was elected as President of Matahari Food Business Division of MPPA in late 2009

Richard H. Setiadi
Director

Joined the Company in 2001, and started his career as an auditor with Arthur Andersen where he conducted audits in several reputable companies.

Lina H. Latif
Director

Joined the Company in 2001 and started her career as Senior Auditor at Prasetio & Utomo Co since 1979 and joined Lippo Group since 1985

Ishak Kurniawan
Director

Joined the Company in April 2008. Prior to joining the Company, he served as the Country Human Resources Officer in Citibank N.A with more than 24 years of experience

Key Management of MPPA Retail

Noel Trinder

Chief Executive Officer of MPPA and Lippo Consumer Retail

Joined the Company in 2003 - 2011 as CEO of Matahari Food Business and had the prominent role of the inception and development of Hypermart format during his tenure. Rejoined the company in April 2014 as CEO of MPPA.

Carmelito J. Regalado *President and Deputy CEO of MPPA and Lippo Consumer Retail*	Joined the Company in March 2002, has over 35 years of experience and was elected as President of Matahari Food Business Division of MPPA in late 2009.	**Djamel Derguini** *Chief Operation Officer*	Joined the Company in 2014. He has a broad knowledge in Supermarket businesses with more than 20 years experience. He started his professional career in hypermarket business in 1986 by joining the Carrefour Group,
Patrick J. Hopper *Chief Financial and Information Officer*	Joined the Company in April 2013, with more than 30 years of experience in retail industry and more than 10 years exposure in the emerging market. Prior to joining, he worked as a Partner of Retail Solutions, working with retailers, retail lenders and investors throughout Central and Eastern Europe. He also held various important operational and financial positions in Tesco and Kmart.	**Ishak Kurniawan** *Senior Director of Human Capital*	Joined the Company in April 2008, becoming a Director in 2013. Prior to joining the Company, he served as the Country Human Resources Officer in Citibank N.A. with more than 24 years of experience. He graduated with an MBA from San Diego State University, USA.
Keith Dolling *Distribution Centers and Logistics Advisor*	Joined the Company in January 2004 as Logistics Advisor. His 36-years professional career has been intensively focused in distribution & logistic aspects with the experience in holding several director positions in TOPS Retail (Malaysia) Sdn Bhd, Daria-Varia Laboratoria Group, Kalbe Farma Group and TNT Logistics Indonesia	**Danny Crayton** *Chief of Investor Relations & Communications*	Joined the Company in September 2013 with more than 44 years of experience. Prior to that, he assumed the role of a Director in Matahari Department Store (2003-2012). He also held senior positions in Moore's, Belk and Ivey's Department Stores in the USA prior to joining Matahari..
Danny Kojongian *Director of Communication and Public Relations*	Joined the Company in 1996. His career in the Company has grown from Senior Manager to the present Director position and has been assuming the communications & public relations roles since 1996. He started his professional career in PT Duta Pertiwi as Treasury Senior Staff (1994-1996).	**Ang Kasmin Rasilim** *Director of Risk Management*	Joined the Company in 2003. His career path includes positions in Gramedia Group (1989-1995) as Marketing Manager, WalMart International Jakarta (1996-1998) as Loss Prevention Country Manager and PT Hero Supermarket Tbk as Procurement General Manager.
Gilles Pivon *Director of Hypermart and Boston Health & Beauty Operations*	Joined the Company in 2009 as VP Sales Development FMCG's Non Food of Hypermart. He started his professional career in hypermarket business in 1986 by joining the Carrefour Group, France. During his career path, he has assumed several key positions, include the Regional Director of Carrefour Taiwan (2004-2006) and the Regional Director of Carrefour Belgium (2007-2009).	**Meshvara Kanjaya** *Director of Merchandising and Marketing*	Previously worked for the Company for the period of 2003-2007 as Format Director of Foodmart. In late 2009, she rejoined the Company as Director of Merchandising & Marketing. She started her career in PT Procter & Gamble Indonesia in Product Development Department as Industrial Chemist.
Emi Nuel *Director of Foodmart Operations*	Joined the Company in 2004 as VP Head of Operations Hypermart. Within 2008-2009, he assumed key position as President Director – COO of Mitra 10. In late 2009, he returned to the Company as Format Director of Foodmart. He started his professional career in Astra Group in 1990. He worked as Marketing Planning Manager of DHL (1996-1999) and Store GM of Carrefour (1999-2003).	**Benjamin M. Lamberte, Jr** *Director of Store Planning & Design*	Benjamin M. Lamberte, Jr. has detailed knowledge of store planning, operations and setting up of supermarket outlets. His breadth of experience also includes negotiating with landlords in retail space requirements and in project management operations. Previously worked for Dairy Farm International.
Iwan Goenadi *Director of Information Technology*	Joined the Company as Head of Management System (MIS) in 1998. He was appointed as Head of Store Operations Supermarket in 1999 and MIS Director since 2002	**Laniawati S. Matita** *Director of Human Capital*	Joined the Company in 2013 with more than 20 years of experience in Human Resources. Prior to joining, she assumed several important positions in Human Resources department of PT Argo Pantes Tbk, PT Alam Sutera Realty Tbk, Astra Group, among others.

Investor Relations Contacts

Danny Crayton
Chief of Investor Relations
and Communications

e-Mail : danny.crayton@mppa.co.in
Mobile : +62 811 880 1534
Office : +62 21 547 5132

Danny Kojongian
Director of Communications
and Public Relations

e-Mail : danny.kojongian@hypermart.co.id
Office : +62 21 547 5478
+62 21 546 9333 Ext 9501

Phoa Marchea Trenggono
Investor Relations
and Communications Officer

e-Mail : marchea.phoa@mppa.co.in
Mobile : +62 822 6024 1110
Office : +62 21 547 5132

mppa RETAIL GROUP

PT Matahari Putra Prima Tbk
Address : Menara Matahari, 16th Floor
7 Boulevard Palem Raya
Lippo Village
Tangerang 15811
Banten – Indonesia
Website : www.hypermart.co.id

Disclaimer

This presentation has been prepared by PT Matahari Prima Putra Tbk (MPPA) and is circulated for the purpose of general information only. It is not intended for any specific person or purpose and does not constitute a recommendation regarding the securities of MPPA. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this report constitute our judgment as of this date and are subject to change without prior notice. MPPA disclaims any responsibility or liability whatsoever arising which may be brought against or suffered by any person as a result of reliance upon the whole or any part of the contents of this presentation and neither MPPA nor any of its affiliated companies and their respective employees and agents accepts liability for any errors, omissions, negligent or otherwise, in this presentation and any inaccuracy herein or omission here from which might otherwise arise.

Forward-Looking Statements

The information communicated in this presentation contains certain statements that are or may be forward looking. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this presentation. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions in Indonesia; the state of the retail industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in operation expenses, including employee wages, benefits and training, governmental and public policy changes; MPPA's ability to be and remain competitive; MPPA's financial condition, business strategy as well as the plans and objectives of MPPA's management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, store openings could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although MPPA believes that the expectations of its management as reflected by such forward-looking statements are reasonable based on information currently available to us, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date hereof, and MPPA undertakes no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.