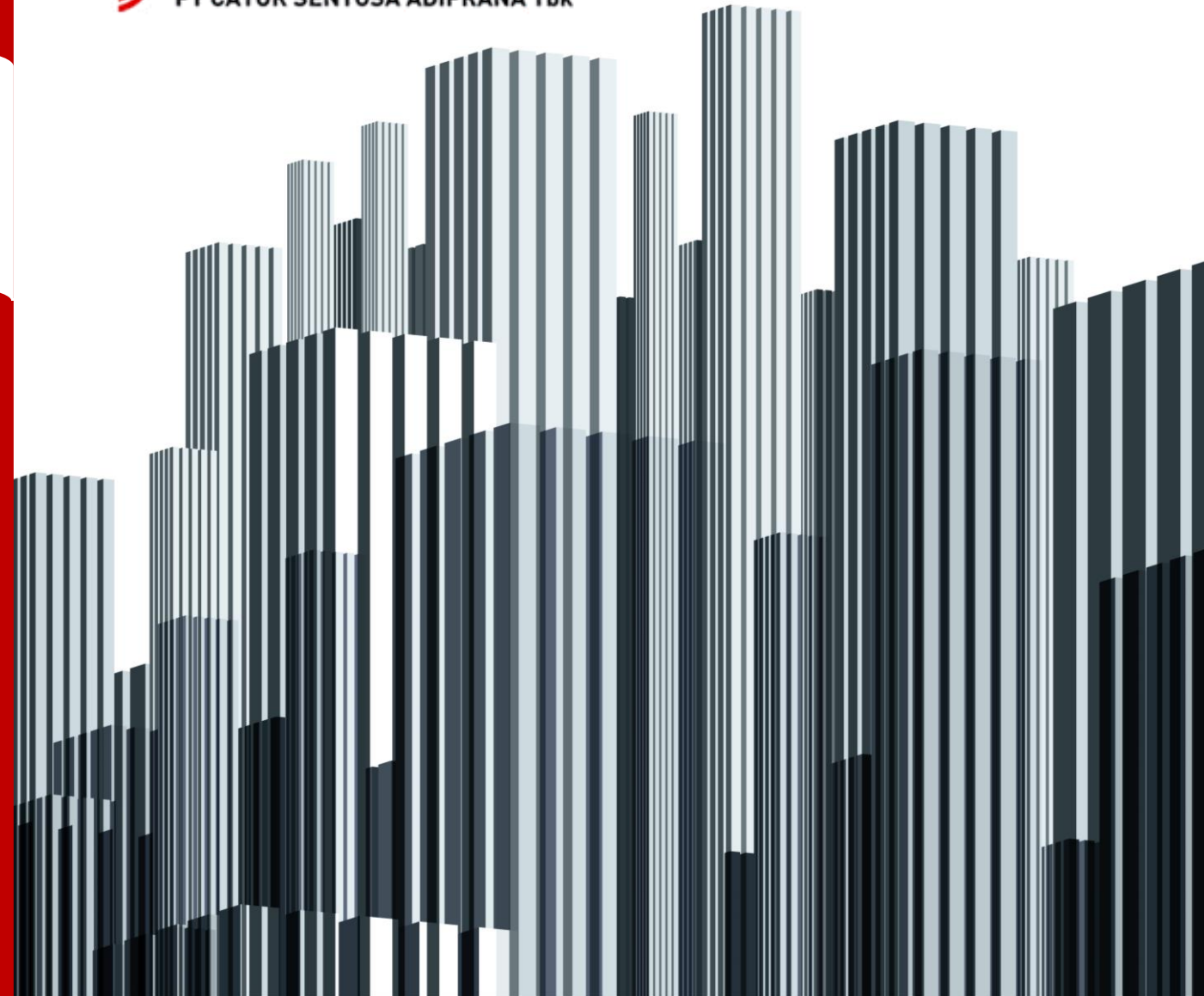




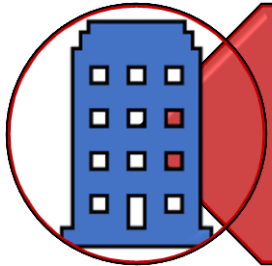
***“The Largest Distributor and Modern Retailer in
Building Materials and Home Improvement in
Indonesia”***

Public Expose

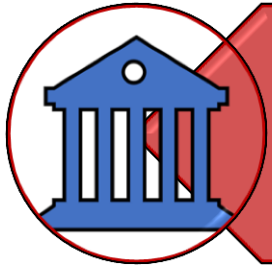
**2 September 2021
CSA Academy, Jakarta**



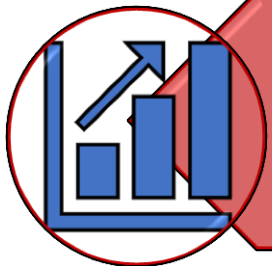
Agenda



1. Company Overview



2. Financial Highlights



3. Growth Strategy



1. Company Overview

KEY MANAGEMENT TEAM



Board of Commissioners

1

• Achmad Widjaja - President Commissioner

2

• Paramate Nisagornsern - Commissioner

3

• Kenneth Ng Shih Yek - Commissioner

4

• Justin Seow Han Yong - Commissioner

5

• Justinus Aditya Sidharta - Independent Commissioner

6

• Henny Ratnasari Dewi - Independent Commissioner

KEY MANAGEMENT TEAM

Board of Directors



Budyanto Totong
President Director

*>45 years of experience
in Distribution & Building
Materials;
Founder of CSAP*



Antonius Tan
Director

*>30 years of experience
in Banking*



Warit Jintanawan
Director

*>20 years of experience
in Distribution and Retail*



Andy Totong
Director

*>15 years of experience
in Modern Retail*

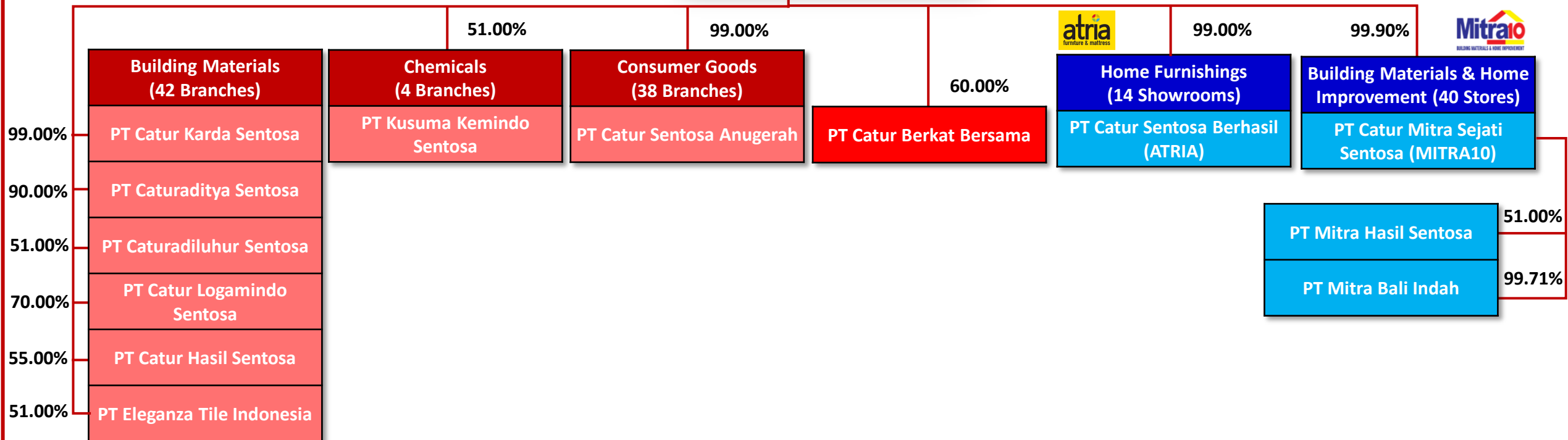
SHAREHOLDING STRUCTURE

PT Buanatata Adisentosa	SCG Retail Holding Co. Ltd.	NT Asian Discovery Master Fund	Albizia Asean Opportunities Fund	Management	Public
32.01%	30.86%	13.18%	10.00%	5.79%	8.16%



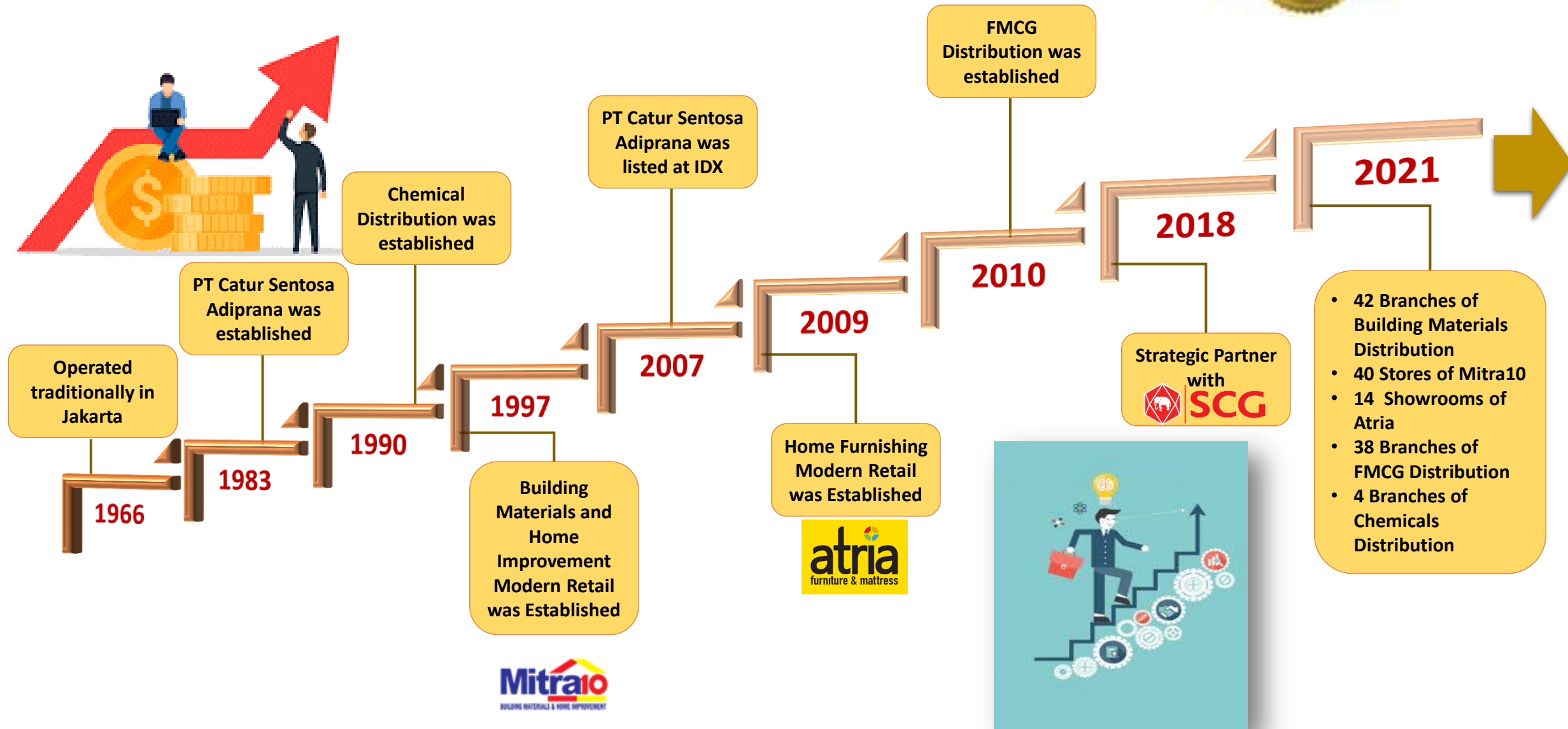
DISTRIBUTION

MODERN RETAIL



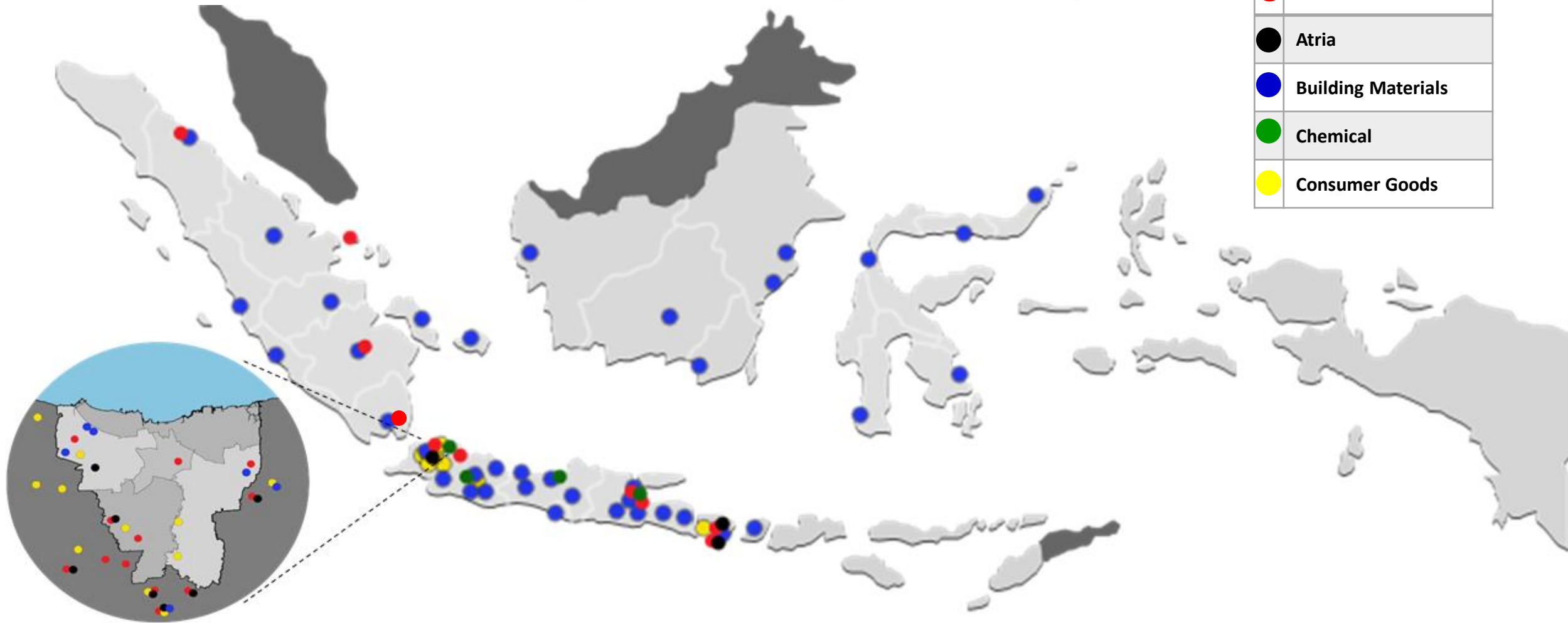


COMPANY MILESTONES



NATIONWIDE OPERATION

●	Mitra10
●	Atria
●	Building Materials
●	Chemical
●	Consumer Goods



**42 Branches
In 40 cities
48 Warehouses**

**4 Chemicals
Distribution Branches**

**38 Consumer Goods
Distribution Branches**

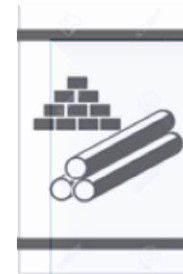
**40 Stores Mitra10
Building Materials and
Home Improvement**

**14 Showrooms Atria
Home Furnishing**

Mitra10 : the largest building materials and home improvement retail stores in Indonesia



- Operate 40 existing stores (114,641 sqm selling area)
- Target to rollout 3-6 stores/year



Offer building materials and home improvement products more than 70,000 SKUs



Hold 1,529,508 members as of July 2020



Operate 5 DCs with the total area of around 40,700 sqm



Manage more than 170 Fleets to ensure on time delivery



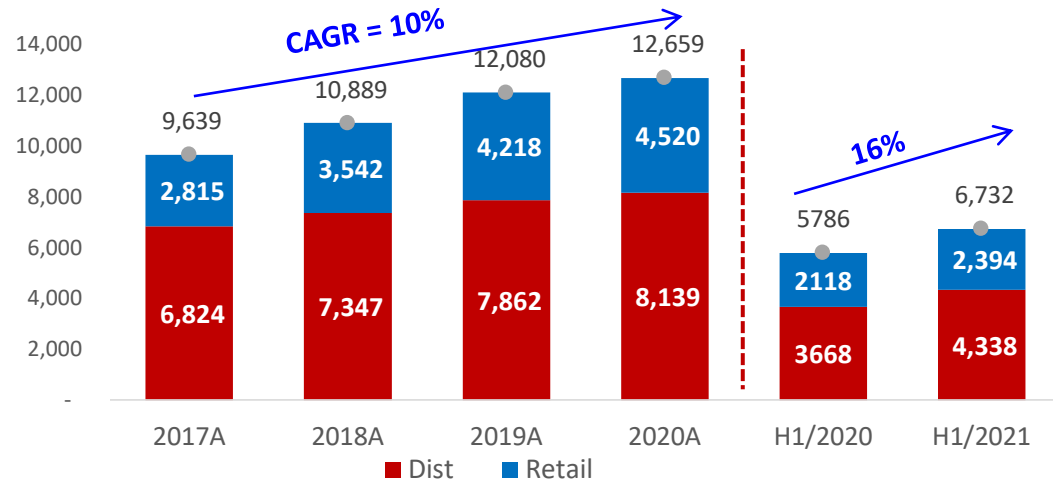
Relaunch Mitra10.com website with click and collect and nationwide delivery



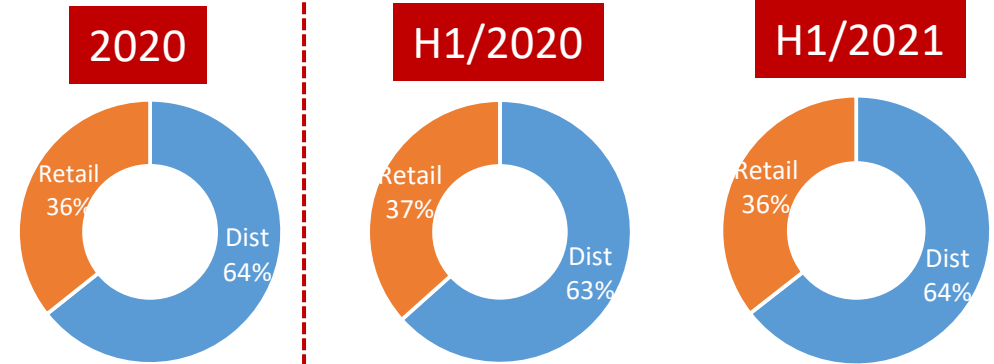
2. Financial Highlights

CSA CONSOLIDATED FINANCIAL HIGHLIGHTS AND 1H-21 KEY ACHIEVEMENT

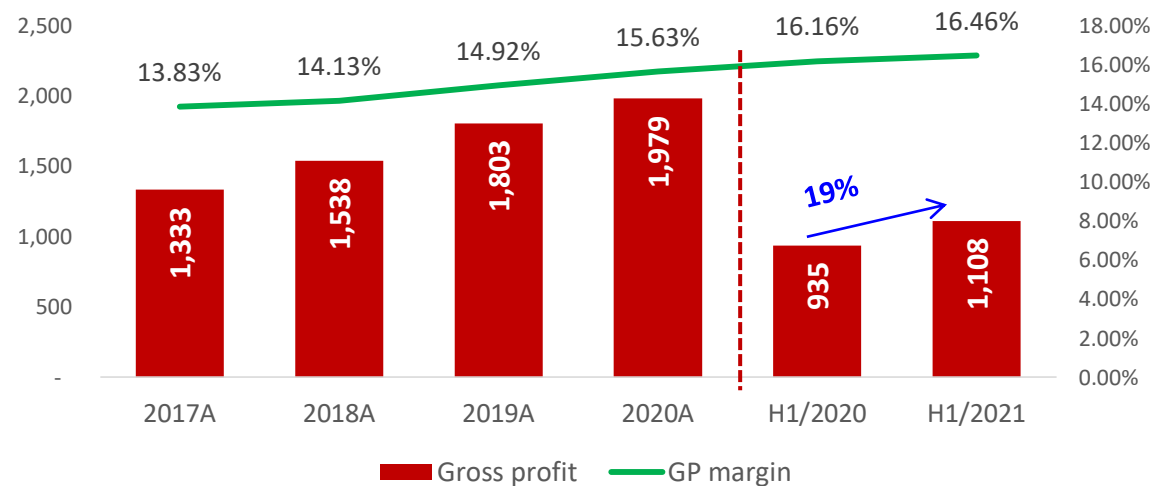
NET SALES (in IDR Billion)



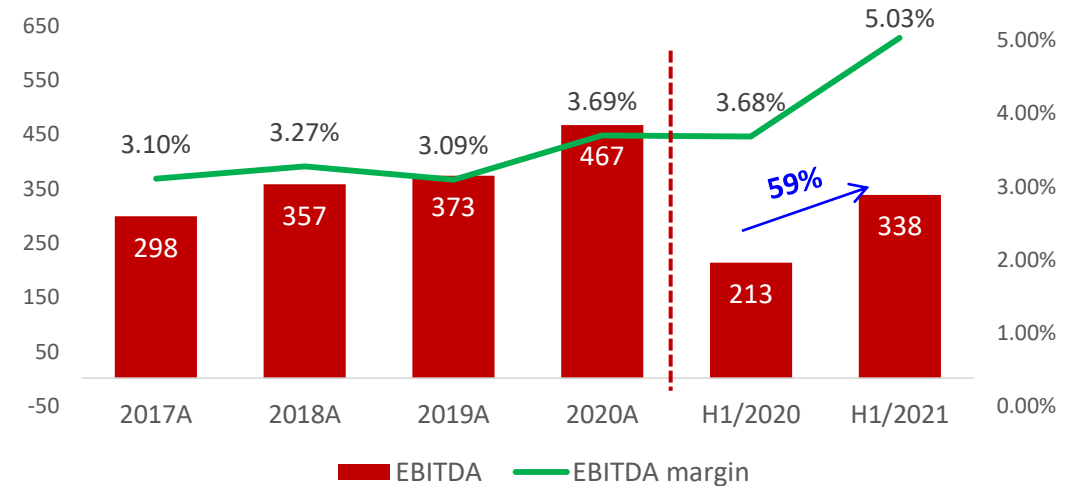
SALES CONTRIBUTION BY BUSINESS UNIT



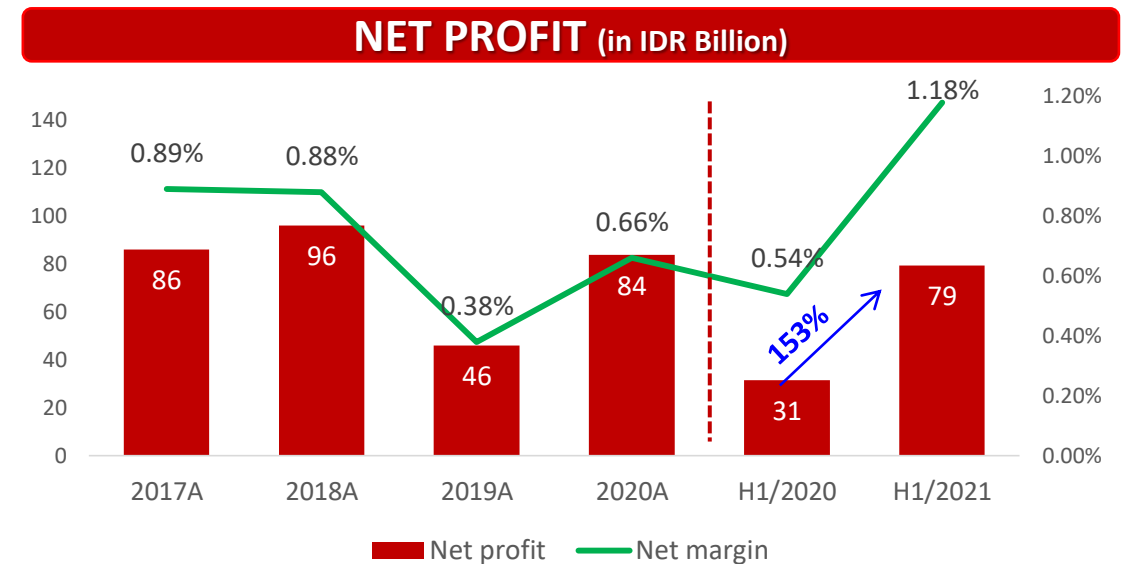
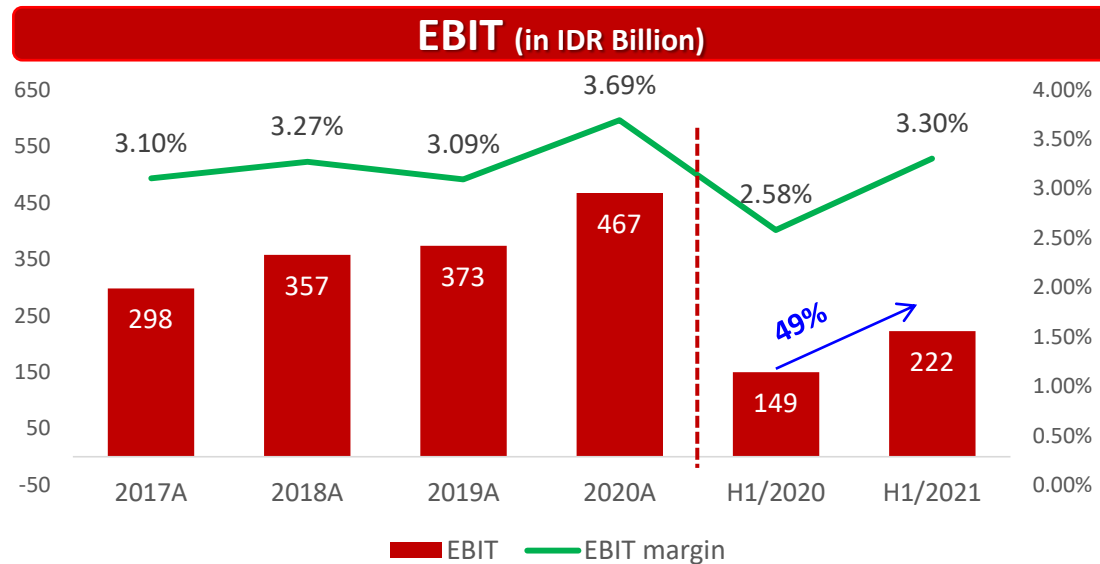
GROSS PROFIT (in IDR Billion)



EBITDA (in IDR Billion)



CSA CONSOLIDATED FINANCIAL HIGHLIGHTS AND 1H-21 KEY ACHIEVEMENT



CSA CONSOLIDATED

- Consolidated Sales 1H-21 achieved IDR 6,732 billion or increased 16% YoY, while Net Profit 1H-21 recorded IDR 79 billion, grew 153% YoY.
- This is due to the improvement in gross profit and strategic cost management programs during COVID-19 outbreak.
- Sales from Distribution of building materials and FMCG Business Unit grew 16% and 22% YoY respectively in 1H-21 due to the market penetration into new area and the recovery of the market from last year.

MODERN RETAIL

- Mitra 10 rolled out 1 new store – Banjarmasin in June 2021, totaling 40 stores. (2 Sept 2021 di Jakabaring, Palembang)
- 1H-21 GP margin increased to 23% from 22% same period last year:
 - Portfolio adjustment to increase private brand contribution.
 - New private design products with local principals.
 - Increase local brand gross profit margin from increasing economy of scale.

CSA CONSOLIDATED

FINANCIAL HIGHLIGHTS – BALANCE SHEET

DESCRIPTION	2018A	2019A	2020A	1H2020	1H2021
Current Assets	4.074	4.502	4.420	4.030	4.755
Non – Current Assets	1.712	2.082	3.197	2.680	3.274
TOTAL ASSETS	5.785	6.585	7.616	6.710	8.029
Current Liabilities	3.303	3.957	4.061	3.530	4.308
Non-Current Liabilities	541	656	1.502	1.172	1.579
TOTAL LIABILITIES	3.845	4.613	5.563	4.702	5.886
TOTAL EQUITY	1.941	1.972	2.054	2.008	2.142
TOTAL LIABILITIES & EQUITY	5.785	6.585	7.616	6.710	8.029

PANDEMIC COVID-19 CSA MAINTAINING RESILIENCE: Review existing Policies, Procedures and Response Plan



Crisis Response and Management

- Ensuring the relevancy of our current Crisis and Business Continuity policies, procedures and response plan given the recent developments.
- Establish a crisis response structure with established work streams, clear responsibilities and accountabilities.



Workforce

- Adjust HR policies to align with regulations (e.g. entitlements during PSBB, working from home policies, etc.).
- Tailor best practice templates and communications materials such as emails, WhatsApp, Zoom and follow tightly on Health Protocol.



Operations Supply Chain Management

- Revisit and strengthen Internal Control Process and Procedures to adjust with the new strategy and response plan for Supply Chain Management.
- Model customer behavioral change and prioritize actions to Focus on House Brands and as a result has contributed to better financial.



3. Growth Strategy

DISTRIBUTION

- Focus to increase house brands/products to increase profitability
- Increase profitability and Strategic Cost Management for Distribution business

MODERN RETAIL

- Expansion plan to rollout 3-6 stores/year to get more coverage
- Target to set up regional DC on the east region to support store expansion and e-commerce

SUPPLY CHAIN

- Invest in key infrastructure and technology to improve supply chain efficiency and performance
- Develop system to digitize and automate purchasing and replenishment process to increase accuracy and productivity



THANK YOU

For more information:

PT. CATUR SENTOSA ADIPRANA TBK.

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