

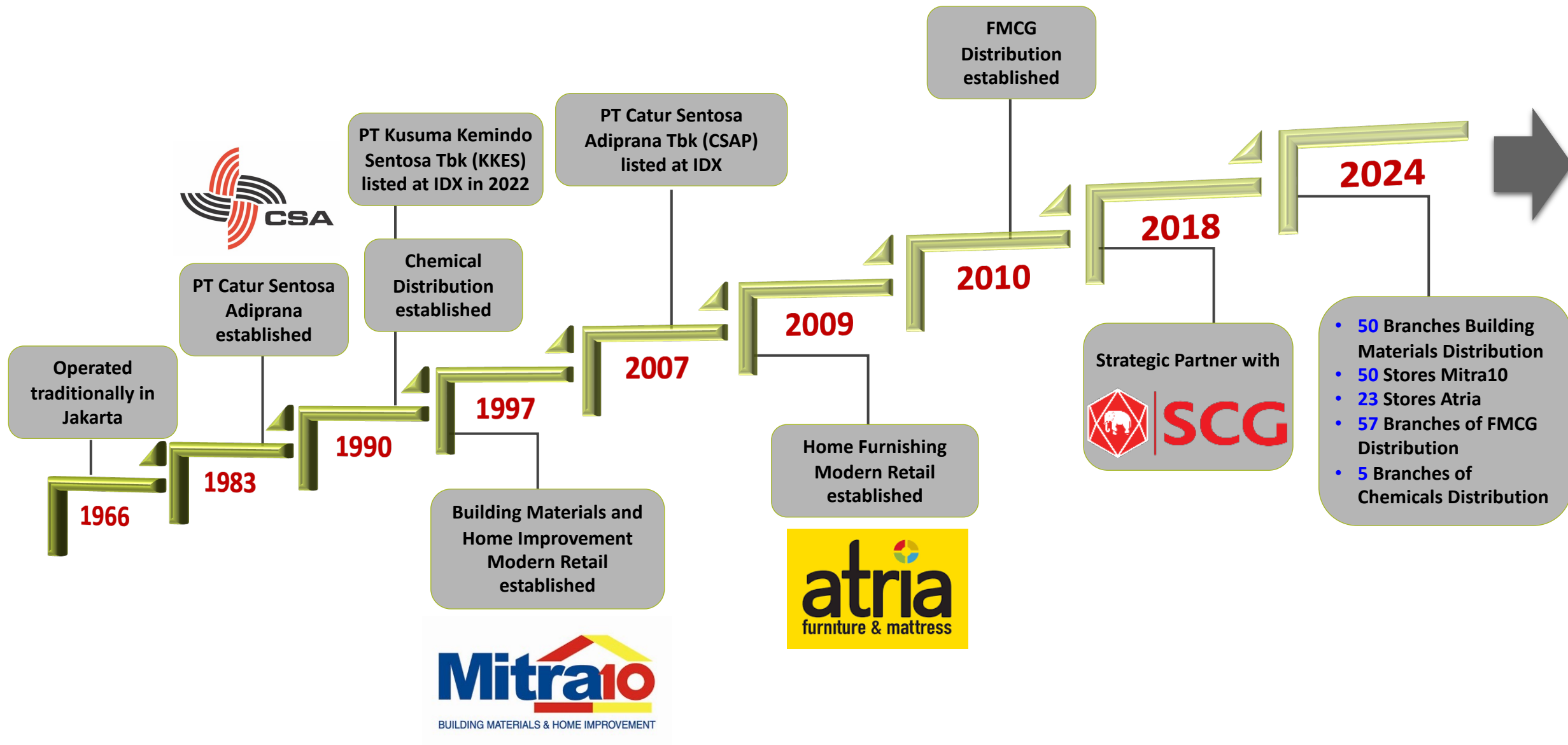
PAPARAN PUBLIK
PT Catur Sentosa Adiprana Tbk

Jakarta, 27 Juni 2024

Indonesia's Largest Building Materials & Home Improvement
Retail and Distribution



Company Milestones



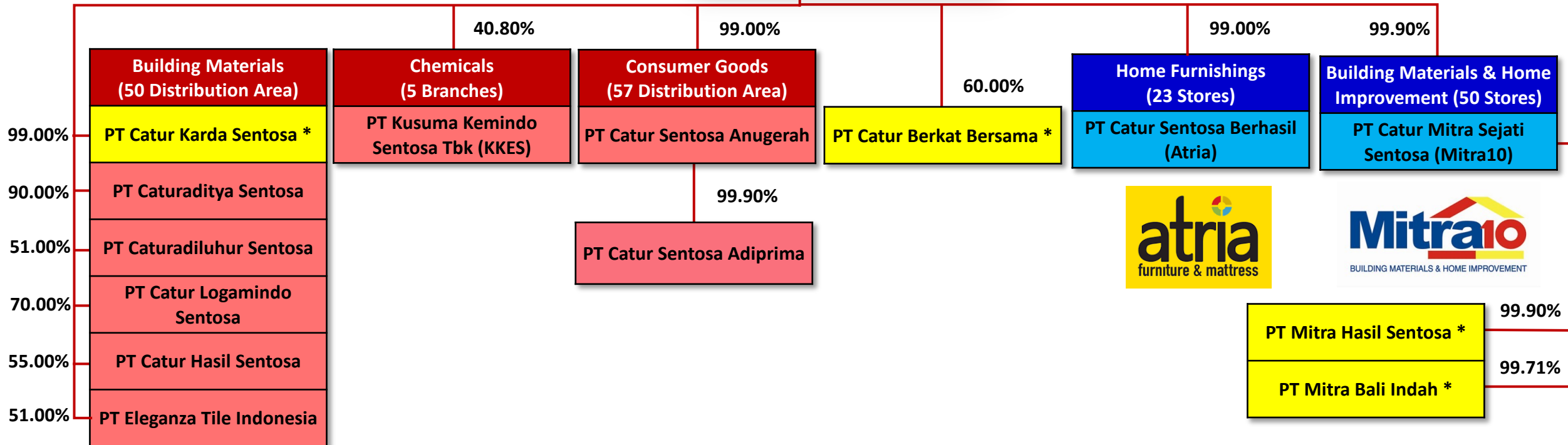
Shareholding Structure

PT Buanatata Adisentosa	SCG Retail Holding Co. Ltd.	NT Asian Discovery Master Fund	Albizia Asean Opportunities Fund	Management	Public
32.01%	30.90%	13.18%	10.00%	6.23%	7.68%



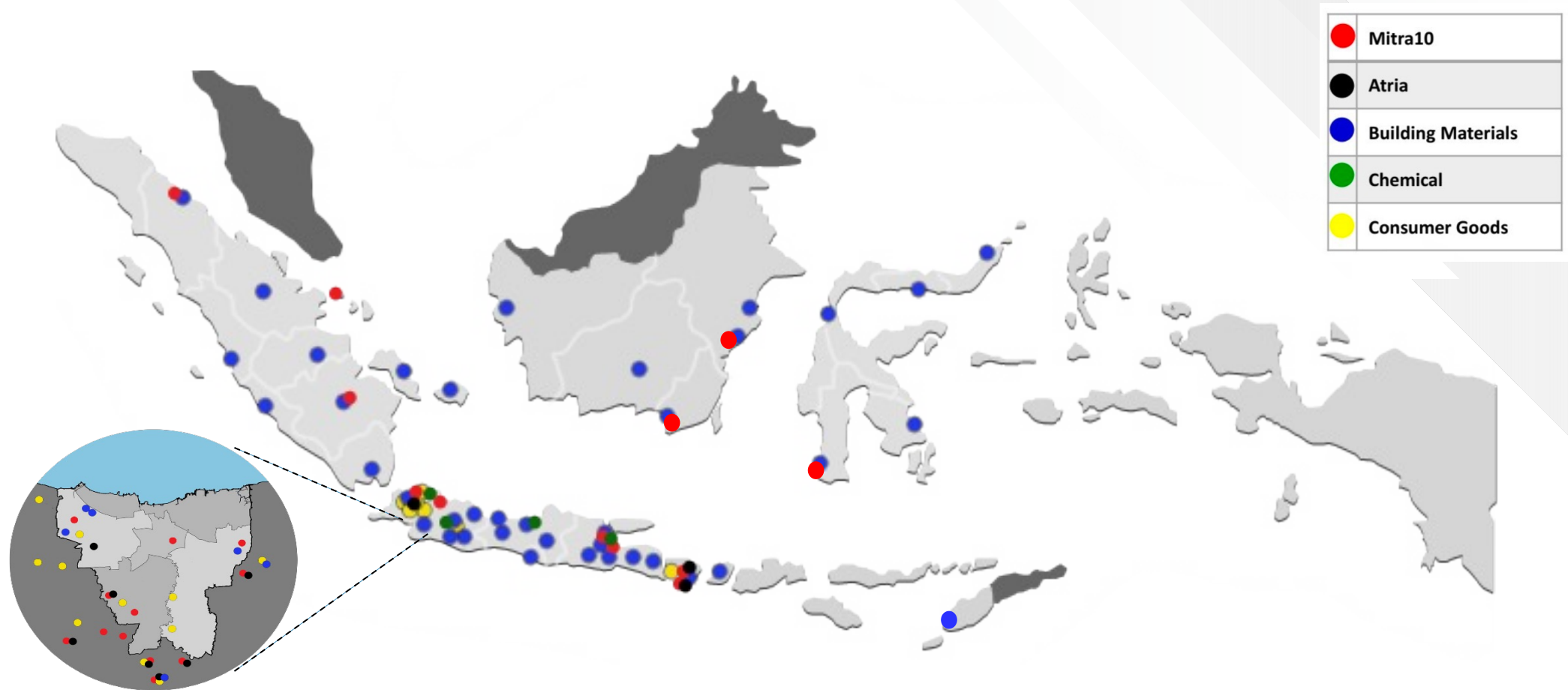
DISTRIBUTION

MODERN RETAIL



* Not Operating

CSAP: Nationwide Operation



50 Building Materials
Distribution Branches

5 Chemicals Distribution
Branches

57 FMCG/Consumer
Goods Distribution
Branches

50 Stores Mitra10
Building Materials &
Home Improvement

23 Stores Atria Home
Furnishing

Board of Commissioners



5 1 4 6 2 3

- 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**

**CEO / President
Director**

*>50 years experience
In Building Materials*



**Andy Totong
Strategic
&
Development Director**
*>20 years experience in
Modern Retail*



**Antonius Tan
H R
Director**
*>20 years
experience in HR*



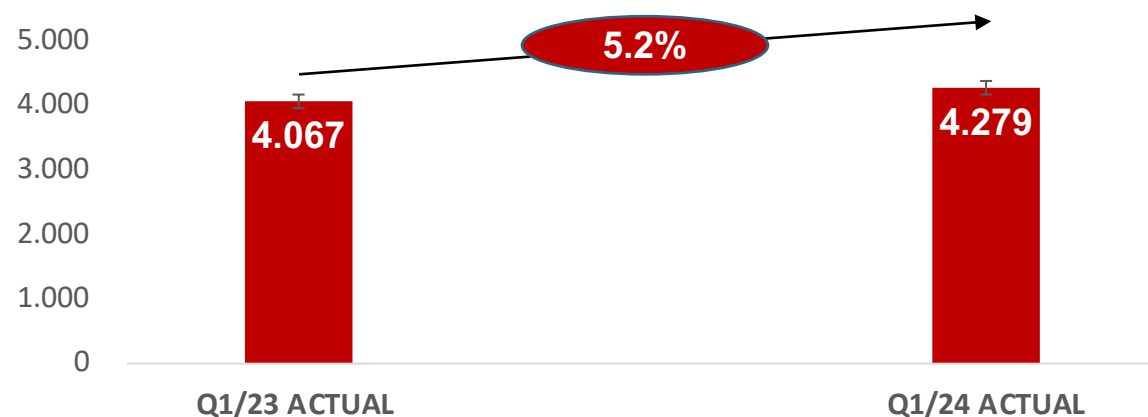
**Warit Jintanawan
Operating Director**
*>30 years experience in
Building Materials*



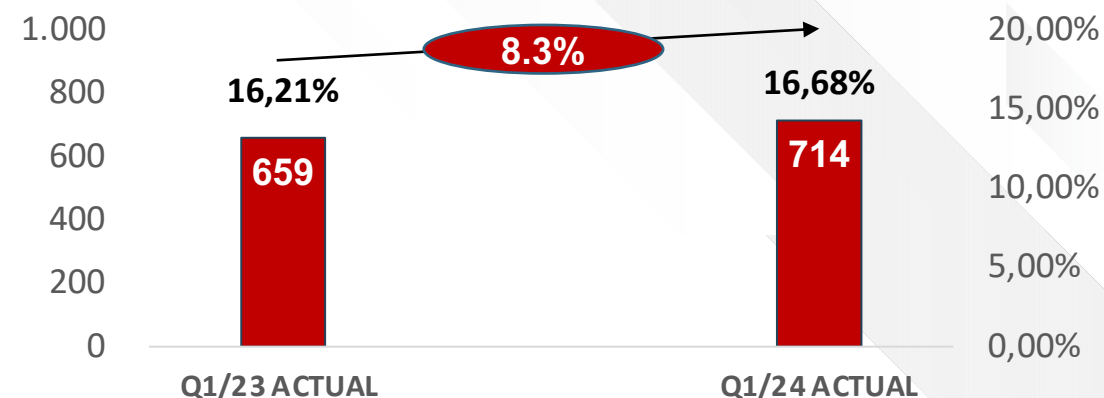
**Surjati Tanril
CFO**
*>20 years experience in
Accounting & Corporate
Finance*

CSAP Consolidated – Q1-2024 Financial Highlights

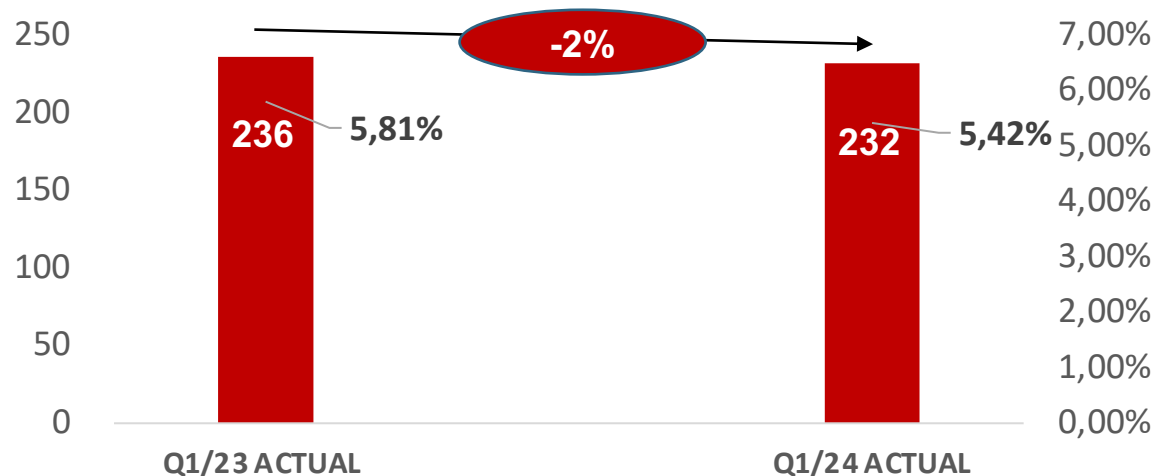
SALES (In IDR Billion)



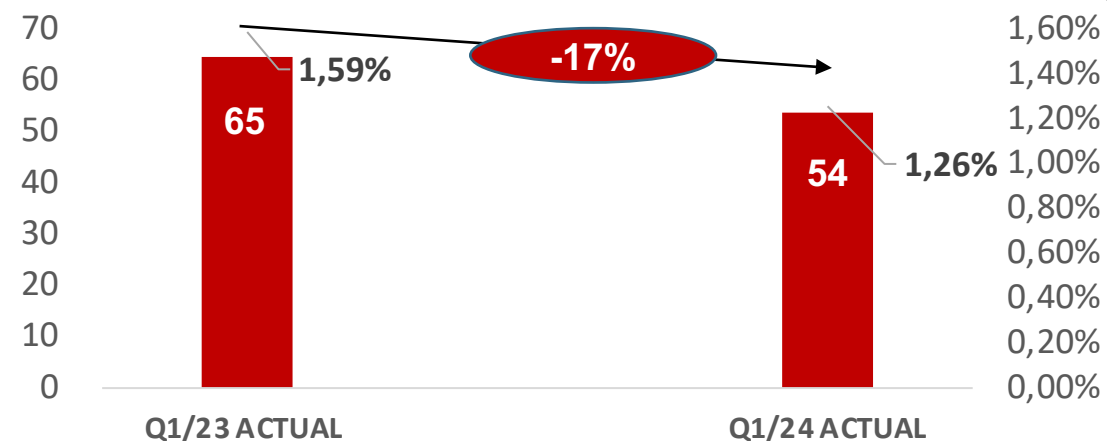
GROSS PROFIT (In IDR Billion)



EBITDA (In IDR Billion)



NET PROFIT (In IDR Billion)



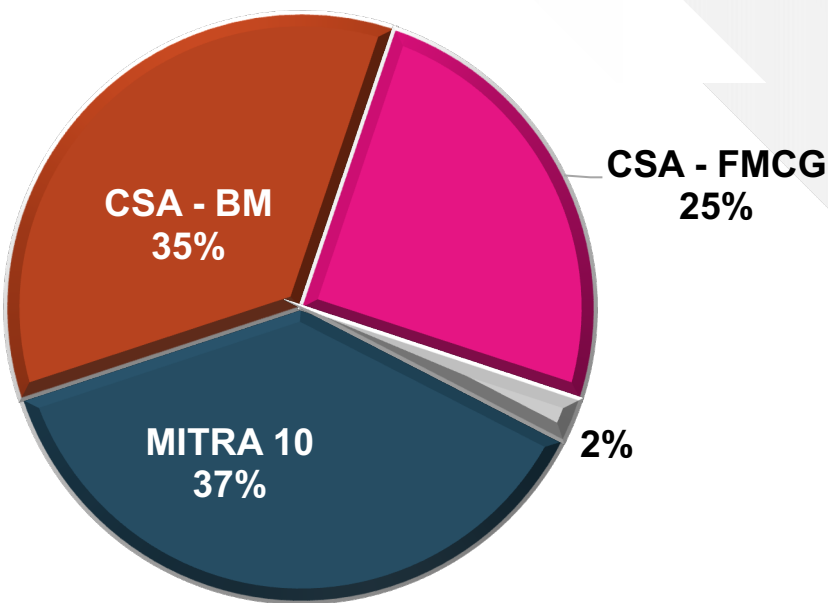
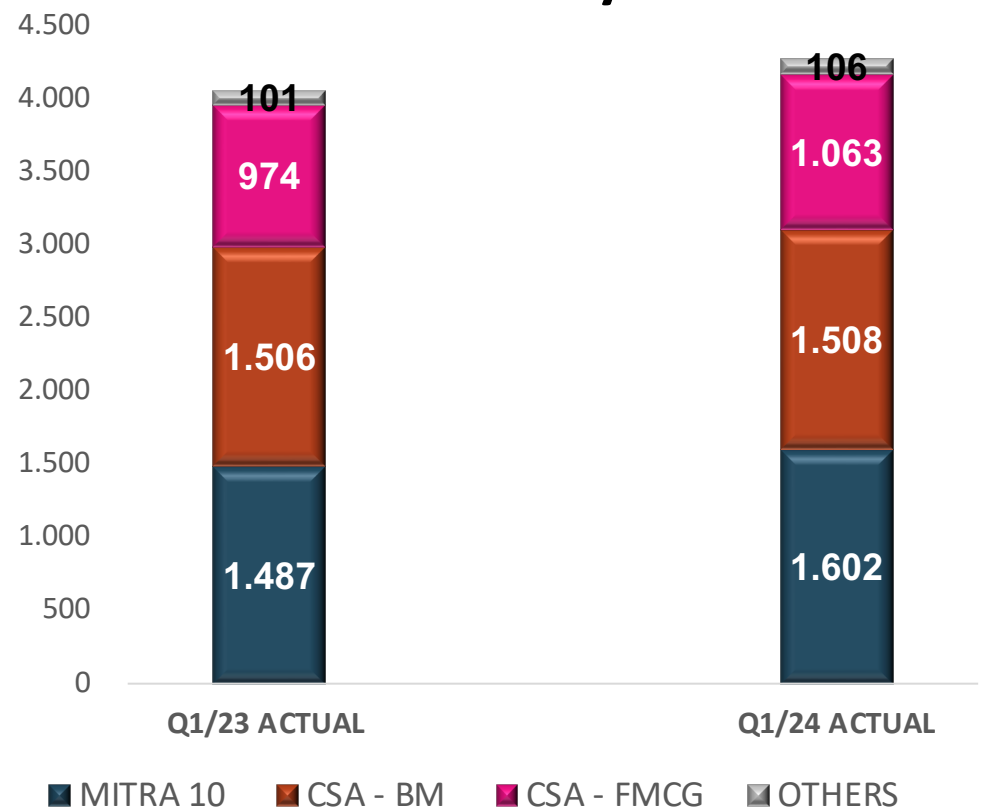
CSAP Consolidated – SALES and EBITDA Contribution

4,067 billion

4,279 billion

Sales Q1/2024

Sales by BU





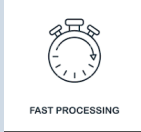
Mitra10 – Customer Needs and Market Opportunities

Customer Needs

Simple



Location near
housing area



Fast in & Out
For cash & carry



Trusted brand



Guaranteed
low price



Convenient

Complex



Complete range
of products



Deliver fast and
large quantity



Comfortable
look & feel



Good product
display design

Market Opportunities



Indonesia has the largest
population in ASEAN, 270 million
people



60% of Indonesian population are in
productive age



New capital city is being developed in
East Kalimantan



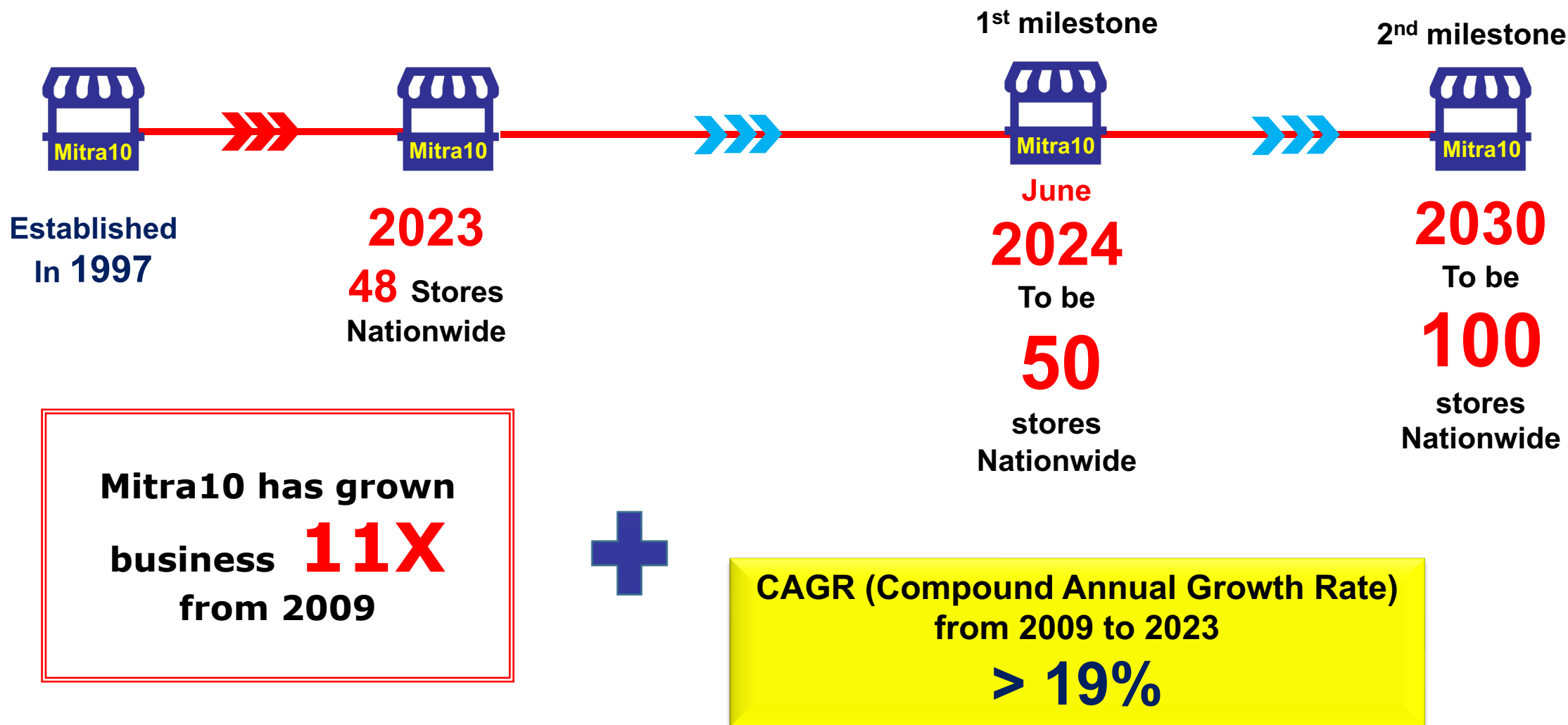
New president's strategy to build new
house to fulfill gap for people at 3
million houses/year



Shopping behavior shifting towards
modern retail (current below 20%)

Mitra10 : The Business Journey

Over 25 years, Mitra10 has grown to 50 stores, and is ready to accelerate growth to 100 stores nationwide for the next 6 years. Mitra10 grows sustainably to be present in all major islands in Indonesia.



Mitra10: The Largest Modern Retail for Building & Home Improvement in Indonesia



No. Of Store >>> 50 Stores



Selling Area >>> 180.000 SQM



Warehouse Area >>> 100.000 SQM



6 Distribution Centers >>> 100.000 SQM



Our Employee ➡ ~ 5.000



Our Suppliers ➡ ~ 750

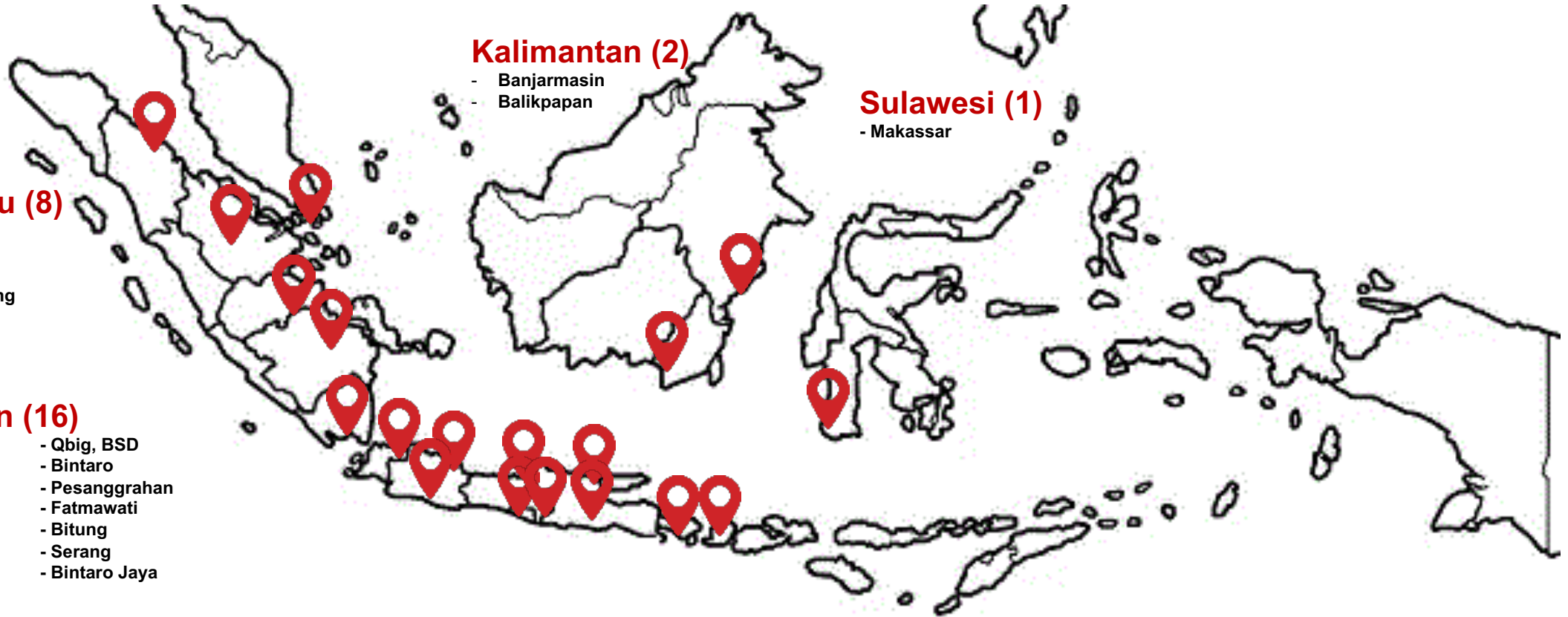


Total SKUs ➡ ~ 65.000



Monthly Traffic ➡ ~ 1.000.000

Mitra10: Our 50 Stores Network



West Java (11)

- Cinere
- Tasikmalaya
- Bogor
- Cirebon
- Depok
- Jatimakmur
- Cibinong
- Karawang
- Cibubur
- Cikarang
- Kalimalang

Central Java (4)

- Yogyakarta
- Solo Baru
- Semarang
- Tegal

East Java (5)

- Ahmad Yani, Surabaya
- Kedungdoro, Surabaya
- Wiyung, Surabaya
- Sidoarjo
- Malang

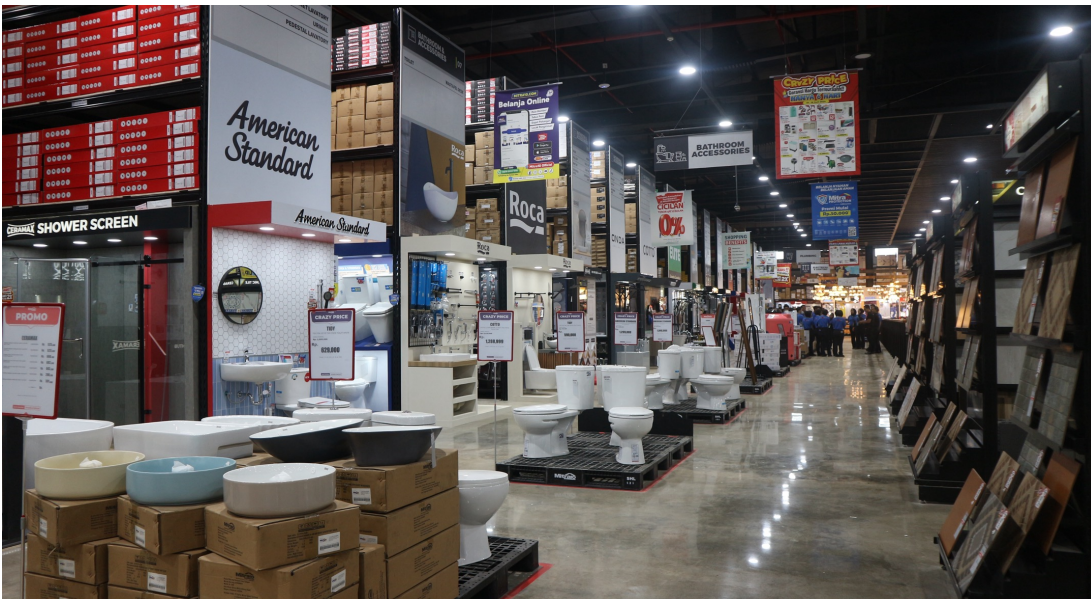
Bali & West Nusa Tenggara (3)

- Gatot Subroto
- By-Pass
- Mataram, Lombok

Mitra10: Store Appearance



Mitra10: Store Appearance



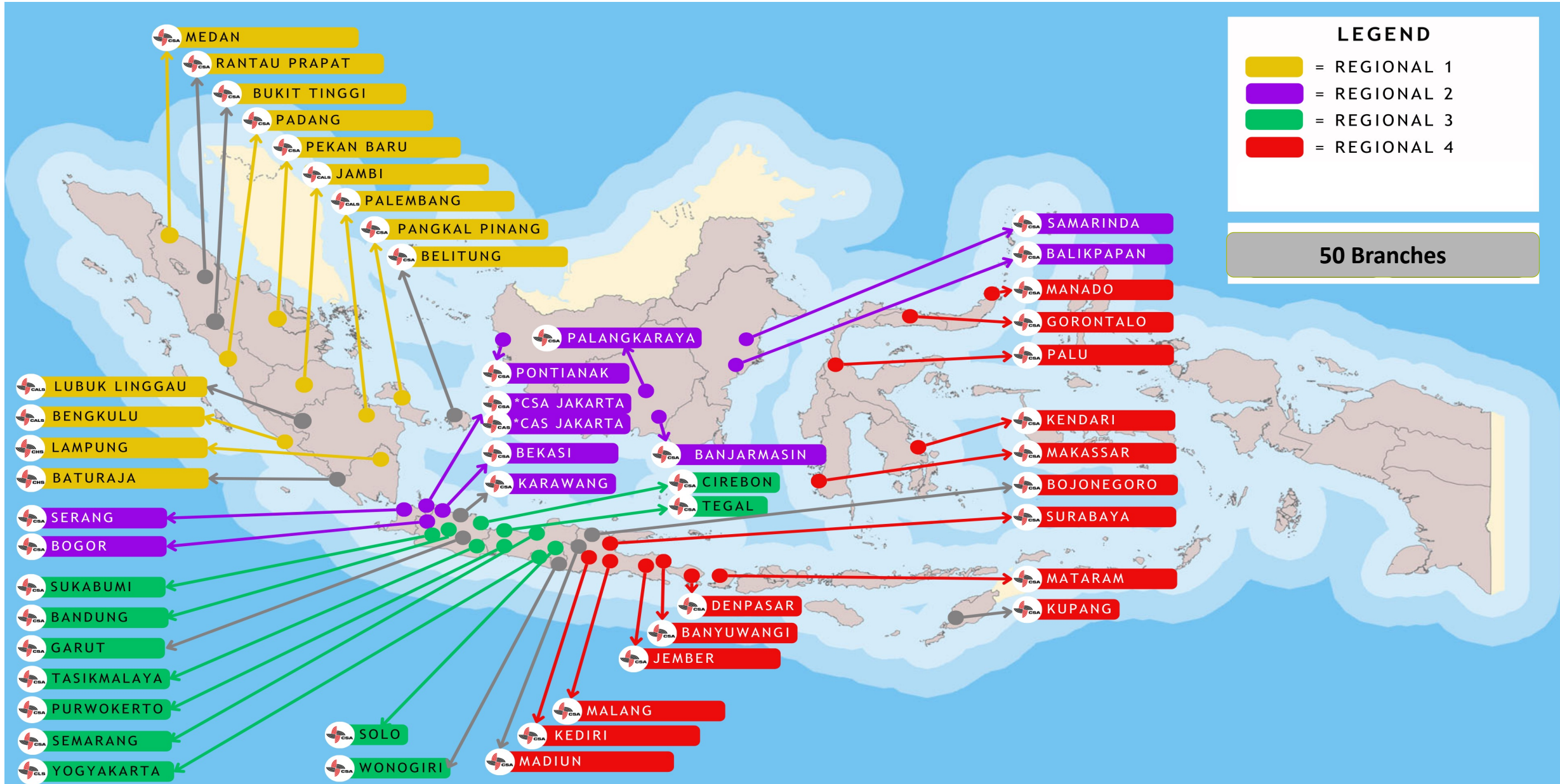
Mitra10: Store Appearance





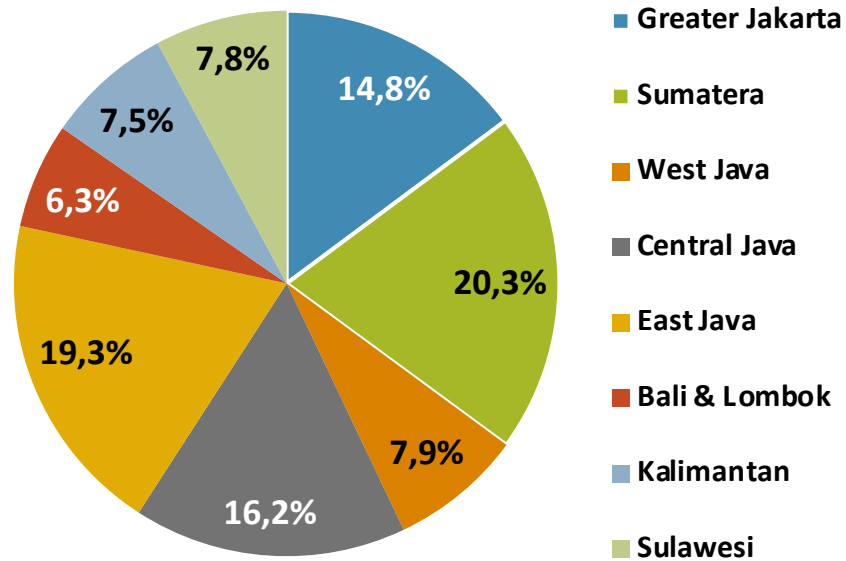
Building Materials Distribution

Building Materials : Distribution Network

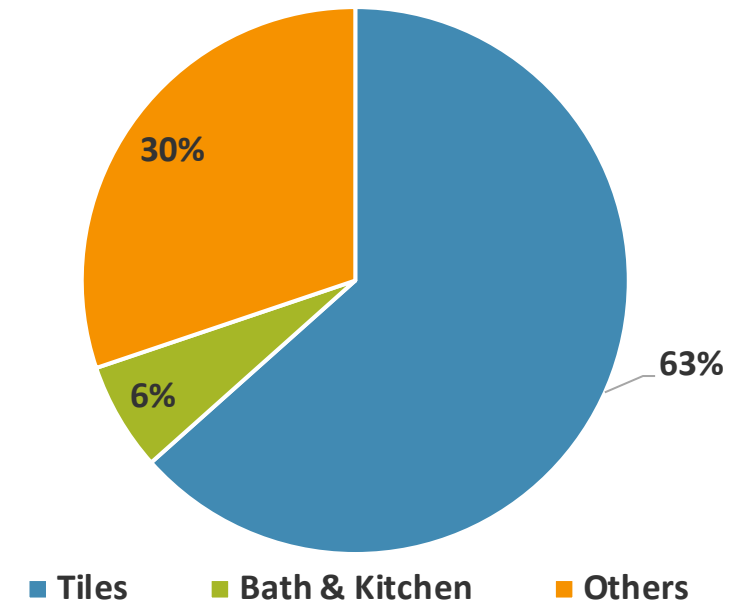


Building Materials – Q1-2024 Financial Highlights

Region:



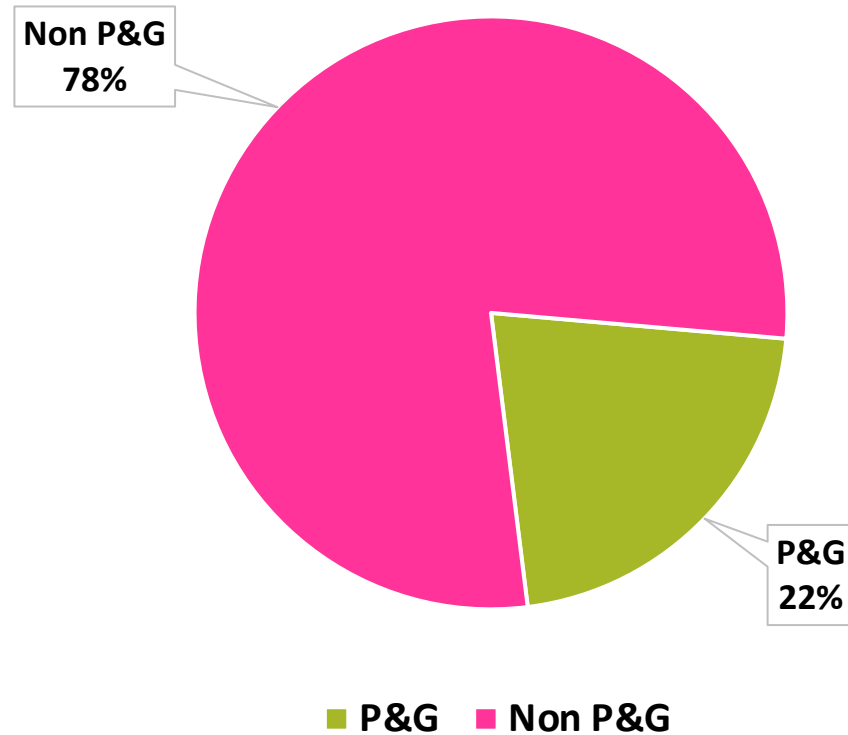
Categories:



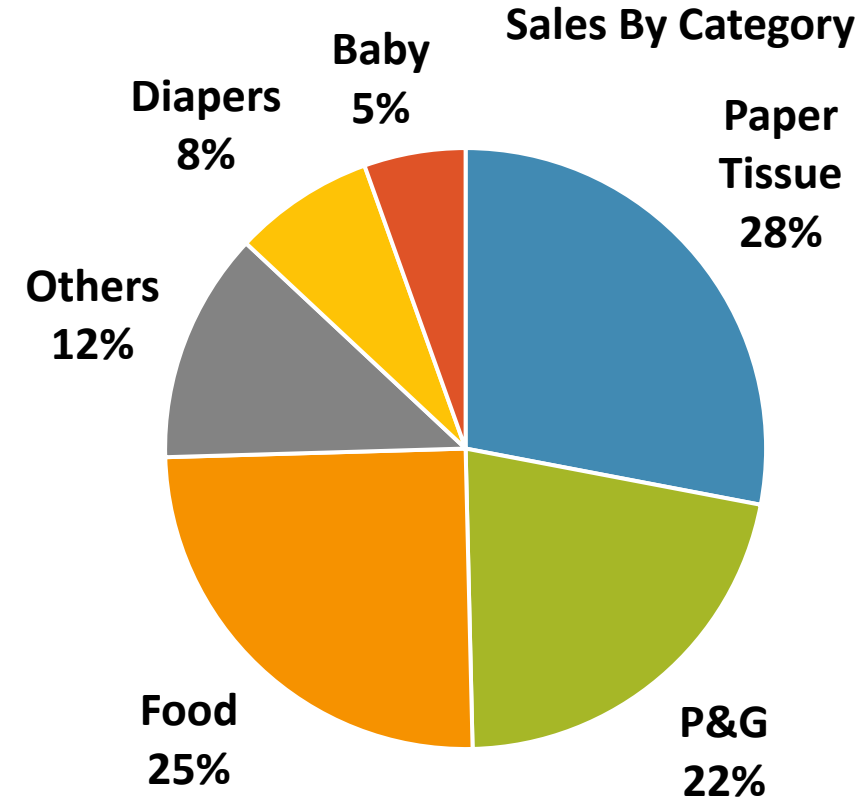
FMCG Distribution

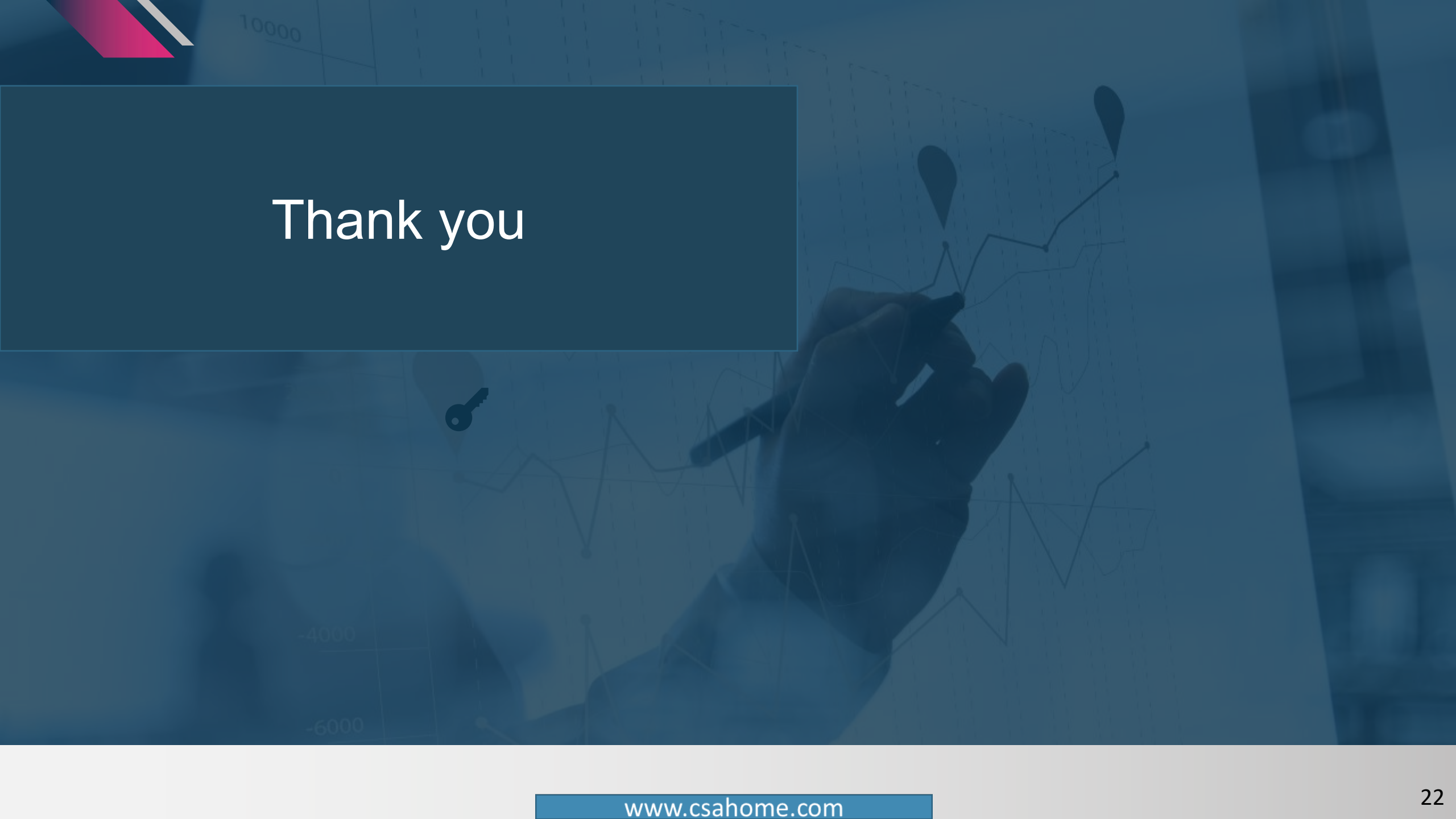
Distribution of FMCG : Revenue Contribution & Structure

Contribution



Sales By Category





Thank you