



**PT. Matahari Putra Prima Tbk**

## **PRESS RELEASE**

**For Immediate Release**

### **MPPA Q1 2015 RESULTS REVENUE INCREASED +7.1% NET INCOME INCREASED +60.1%**

**Highlights:**

- 7.1% net sales growth to Rp 3.35 trillion
- No long term debt

**Lippo Village, Tangerang, Indonesia**

**April 30, 2015**

**3M 2015 results:**

PT Matahari Putra Prima Tbk (MPPA) reports financial results for the three months ending 31st March 2015. Net sales were Rp 3.35 trillion, a 7.1% increase over last year, with a 60.1% growth in Net Income to Rp 81.6 billion, compared to Rp 51.0 billion last year. MPPA same store sales growth "SSSG" in Q1 (excluding temporarily closed stores) was 1.8%, due to the current weaker macro economy and competitive environment among existing stores operations.

Noel Trinder, CEO of the Company said, "We are pleased with our Net Income results in the first quarter despite a very challenging sales environment. Our business benefited from the productivity measures taken and realization of expense saving programs initiated in mid-2014 by the management team. Coupled with a renewed focus on margin enhancement, it enabled MPPA to post a strong Net Income."

Mr Trinder continued, "We are pleased with the performance from our first G7 store in North Lippo Karawaci and the response from customers that has driven and sustained a superior increase in both traffic and average purchase sizes. These results support our decision to remodel selected stores despite the impact closures have on SSSG. The investment we make today in our core business will fuel our earnings growth in 2016 and beyond."

During the quarter MPPA opened 14 new stores including 2 Hypermart, 1 Foodmart Supermarket, 9 Foodmart Express, and 2 Boston Health and Beauty stores.



**PT. Matahari Putra Prima Tbk**

	<b>March 31, 2015 Rp</b>	<b>March 31, 2014 Rp</b>	<b>Growth</b>
<b>NET SALES</b>	<u>3,347,477</u>	<u>3,126,398</u>	7.1%
<b>OPERATING PROFIT</b>	97,470	68,155	43.0%
<b>INCOME BEFORE INCOME TAX</b>	102,689	75,016	36.8%
<b>INCOME FOR THE PERIOD</b>	81,583	50,968	60.1%

For further information, please contact:

**Phoa Marchea Trenggono,**  
Investor Relations & Communications Officer

[marchea.phoa@mppa.co.in](mailto:marchea.phoa@mppa.co.in)

**Danny Kjongian,**  
Corporate Secretary. Director of  
Communications & Public Relations  
[danny.kjongian@hypermart.co.id](mailto:danny.kjongian@hypermart.co.id)

**About PT Matahari Putra Prima Tbk (MPPA)**

MPPA has operated 267 stores (107 Hypermart, 58 Foodmart and 102 Boston Health & Beauty) in 67 cities across Indonesia as of 31 December 2014. The Company continued the aggressive expansion and opened a total of 45 new stores in 2014, (8 Hypermart, 28 Foodmart and 6 Boston Health & Beauty).

MPPA continues to receive both domestic and international acknowledgement with several awards such as: 2014 Customer Satisfaction by Roy Morgan, 2014 Excellence Experience by Bisnis Indonesia & Carre CCSL, 2014 Top 500 Bronze Award by Retail Asia, 2014 Charta Peduli Indonesia by Dompot Dhuafa, 2014 Superbrand Indonesia by Superbrand, 2014 Best Senior Management IR Support & Most Improved Investor Relations by Alpha Southeast Asia, 2014 Most Admired Companies by Fortune Indonesia, and 2014 Most Admired Company by Warta Ekonomi.

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## **PT. Matahari Putra Prima Tbk**

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### **Forward-Looking Statements**

Certain statements in this release are or may be forward-looking statements. 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 release. 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 property 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; the anticipated demand and selling prices for our developments 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; our ability to be and remain competitive; our financial condition, business strategy as well as the plans and objectives of our 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, projects could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although we believe that the expectations of our 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 we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.



PT. MATAHARI PUTRA PRIMA Tbk.

INTERIM CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

March 31, 2015 and December 31, 2014

(Expressed in millions of Indonesian rupiah, except share data)

March 31, 2015      December 31, 2014 \*)

March 31, 2015      December 31, 2014 \*)

<u>ASSETS</u>		<u>LIABILITIES AND STOCKHOLDERS' EQUITY</u>			
<b>CURRENT ASSETS</b>		<b>LIABILITIES &amp; EQUITIES</b>			
Cash and cash equivalents	414,233	747,710			
Account receivables - Third Parties	18,604	31,331			
Other receivable	347,008	351,933			
Merchandise inventories	2,812,401	2,655,023	Account payables	1,695,092	1,893,341
Prepaid expenses	83,953	73,466	Accrued expenses	333,797	305,118
Other current assets	50,058	44,601	Taxes payable	163,508	155,913
<b>Total Current Assets</b>	<b>3,726,257</b>	<b>3,904,064</b>	Short-term employee benefit liabilities	90,307	137,042
			Other current financial liabilities	177,998	179,266
			Other current liabilities	75,601	81,640
			<b>Total current liabilities</b>	<b>2,536,303</b>	<b>2,752,320</b>
<b>NON-CURRENT ASSETS</b>		<b>NON-CURRENT LIABILITIES</b>			
Other non-current financial asset	17,787	20,114			
Fixed Assets	1,318,296	1,272,601	Long-term employee benefit liabilities	214,574	206,855
Rental advances and deposits	225,610	209,406	Other non-current liabilities	50,137	46,331
Prepaid long term rent	211,464	181,902	<b>Total non-current liabilities</b>	<b>264,711</b>	<b>253,186</b>
Intangible assets	5,739	6,316			
Other non-current assets - net	141,086	175,619	<b>Total Liabilities</b>	<b>2,801,014</b>	<b>3,005,506</b>
Deferred tax assets	58,146	57,272			
<b>Total Non-Current Assets</b>	<b>1,978,128</b>	<b>1,923,230</b>	<b>STOCKHOLDERS' EQUITY</b>		
<b>TOTAL ASSETS</b>	<b>5,704,385</b>	<b>5,827,294</b>	<b>Equity attributable to Equity holders of the parent</b>		
			Capital stock - Rp 50 per share as at March 31, 2015 and December 31, 2014 :		
			Authorized - 10,800,000,000 shares		
			Issued and fully paid - 5,377,962,800 shares as at March 31, 2015 and December 31, 2014		
			268,898	268,898	
			774,578	774,578	
			Additional paid-in capital		
			Retained earnings		
			Appropriated		
			30,000	30,000	
			Unappropriated		
			1,856,763	1,775,180	
			Other comprehensive income		
			(26,898)	(26,898)	
			<b>2,903,341</b>	<b>2,821,758</b>	
			Equity attributable to Equity holders of the parent		
			30	30	
			Non-controlling interests		
			2,903,371	2,821,788	
			Stockholders' Equity - Net		
			<b>5,704,385</b>	<b>5,827,294</b>	
			<b>TOTAL LIABILITIES &amp; STOCKHOLDER'S EQUITY</b>		

\*) After Restatements

**PT. MATAHARI PUTRA PRIMA Tbk**

**INTERIM CONSOLIDATED STATEMENTS OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME**

For the Three Months Period Ended March 31, 2015 and 2014  
(Expressed in millions of Indonesian rupiah, except share data)

	March 31, 2015	March 31, 2014 *)
Net Sales	3,347,477	3,126,398
Cost of Sales	<u>(2,750,084)</u>	<u>(2,596,486)</u>
Gross Profit	597,393	529,912
Selling expenses	(53,212)	(78,563)
General and administrative expenses	(441,834)	(369,492)
Other expenses	(5,015)	(13,702)
Other income	<u>138</u>	<u>-</u>
Operating Income	<u>97,470</u>	<u>68,155</u>
Interest income	5,500	15,295
Interest expenses	(281)	(8,434)
Income Before Income Tax	<u>102,689</u>	<u>75,016</u>
Income tax expense	<u>(21,106)</u>	<u>(24,048)</u>
Income for the year	<u><u>81,583</u></u>	<u><u>50,968</u></u>
Other Comprehensive Income:		
Item that will not be reclassified subsequently to profit or loss:		
Actuarial gain (losses) on defined benefit pension plans	<u>-</u>	<u>(1,703)</u>
Total Comprehensive Income for the year	<u><u>81,583</u></u>	<u><u>49,265</u></u>
Income Attributable to:		
Owner of the parent	<u>81,583</u>	<u>50,968</u>
	<u><u>81,583</u></u>	<u><u>50,968</u></u>
Comprehensive income Attributable to :		
Owner of the parent	<u>81,583</u>	<u>49,265</u>
	<u><u>81,583</u></u>	<u><u>49,265</u></u>
Basic Earning Per Share	<u>15</u>	<u>9</u>

\*) After Restatements

PT MATAHARI PUTRA PRIMA Tbk.

INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS

For the Three Months Period Ended March 31, 2015 and 2014

(expresses in millions of Indonesian Rupiah)

	March 31, 2015	March 31, 2014
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Receipts from customers	3,360,204	3,071,179
Payments to suppliers	(3,104,598)	(2,833,441)
Payments for operating expenses	(176,238)	(167,551)
Payments to employees	(241,639)	(227,069)
Cash received from rental income	80,942	131,612
Payments for rental expenses	(172,475)	(143,428)
Other income	241,170	171,199
Other expenses	(230,194)	(128,469)
<b>Net Cash Used in Operating Activities</b>	<b>(242,828)</b>	<b>(125,968)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Fixed Assets		
Sale	1,169	472
Acquisition	(29,874)	(96,679)
Addition of Intangible Assets	-	(475)
Increase of other financial assets	(6)	(3,556)
Increase in rental advances and deposits	(28,779)	(10,100)
Proceeds from refund of rental advances and deposits	-	531,628
Increase in other current assets - net	(5,764)	(193)
Increase in other non-current assets - net	(32,662)	(26,382)
<b>Net Cash Provided from (Used in) Investing Activities</b>	<b>(95,916)</b>	<b>394,715</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Finance income	5,614	11,137
Finance cost	(281)	(8,279)
<b>Net Cash Provided from Financing Activities</b>	<b>5,333</b>	<b>2,858</b>
<b>INCREASE ( DECREASE ) IN CASH AND CASH EQUIVALENTS</b>	<b>(333,411)</b>	<b>271,605</b>
<b>CASH AND CASH EQUIVALENTS AT BEGINNING OF YEAR</b>	<b>747,710</b>	<b>1,302,610</b>
Effect of rate change differences on cash and cash equivalents	(66)	(344)
<b>CASH AND CASH EQUIVALENTS AT THE END OF YEAR</b>	<b>414,233</b>	<b>1,573,871</b>