



Company Update

1Q 2026

PT Sinar Eka Selaras Tbk | IDX: ERAL

Forward Looking Statement



This presentation may contain forward-looking statements, including expectations, projections, and future plans. These statements are subject to risks and uncertainties that may cause actual results to differ materially from those expressed or implied.

We advise participants not to place undue reliance on such forward-looking statements, which reflect the company's views only as of today. The company undertakes no obligation to update or revise them in the future.

All financial figures discussed today are based on the consolidated financial statements of PT Sinar Eka Selaras Tbk for the nine months ended March 31, 2026, unless otherwise stated.

The information presented is for informational purposes only and should not be considered financial or legal advice. Investors should conduct their own due diligence and consult with their own advisors before making any investment

Building Worldclass Active Lifestyle Brand Portfolio



ERAL is the retail lifestyle business vertical that focuses on products such as smart technologies, athleisure, and lifestyle.

- To add 5 – 6 new brands per year selectively
- To grow our network by 50-60 stores per year

Total Number of Stores as of 1Q 2026 **219 stores**

SMART

Accessories & IoT

UR
URBAN REPUBLIC

GARMIN™

dji



SHOKZ

ACTIVE

Sports & Outdoor Activities

asics

URBAN
ADVENTURE



MST GOLF®



Wilson.

GENTLEWOMAN

LIFESTYLE

Lifestyle Related Activities

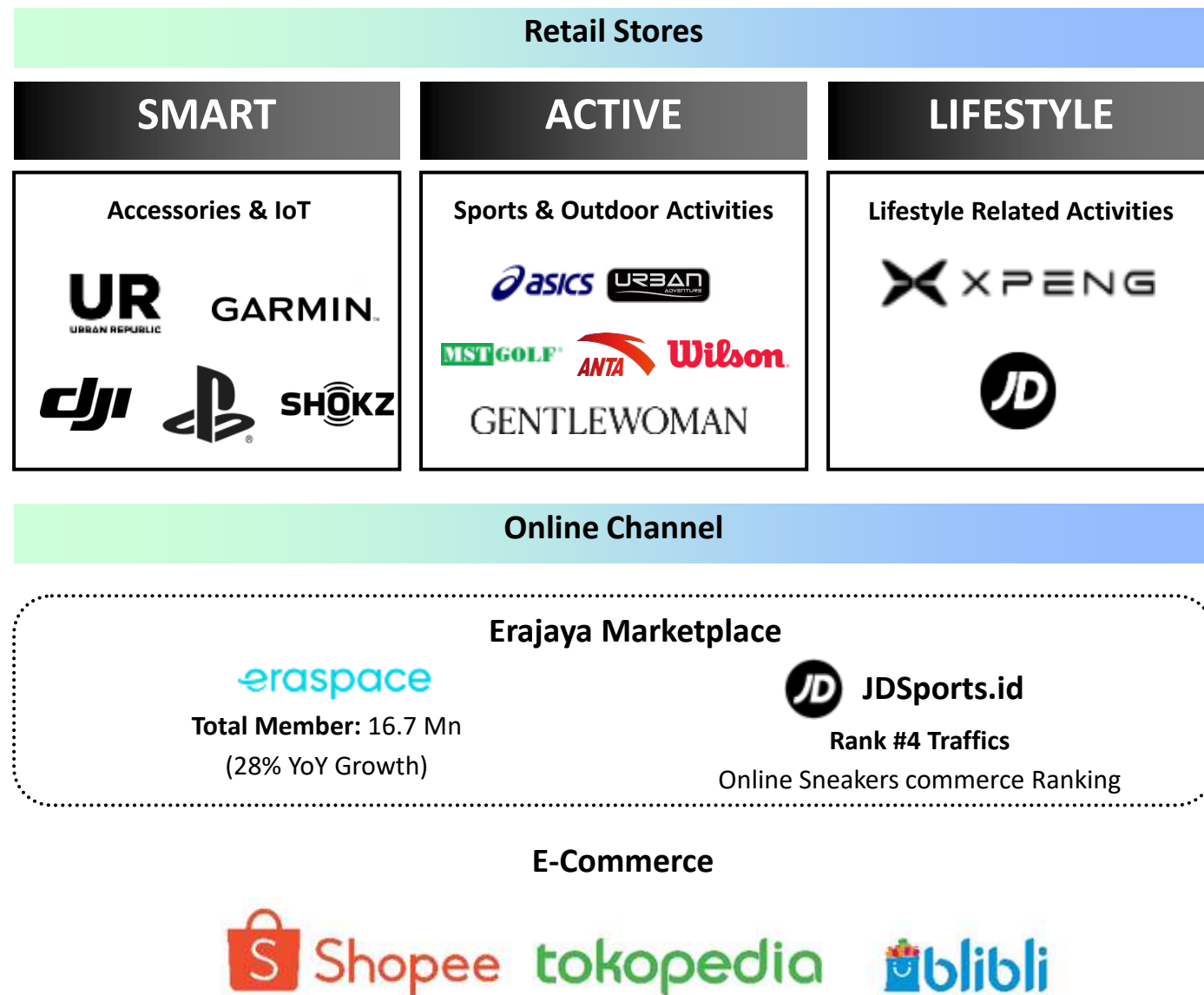
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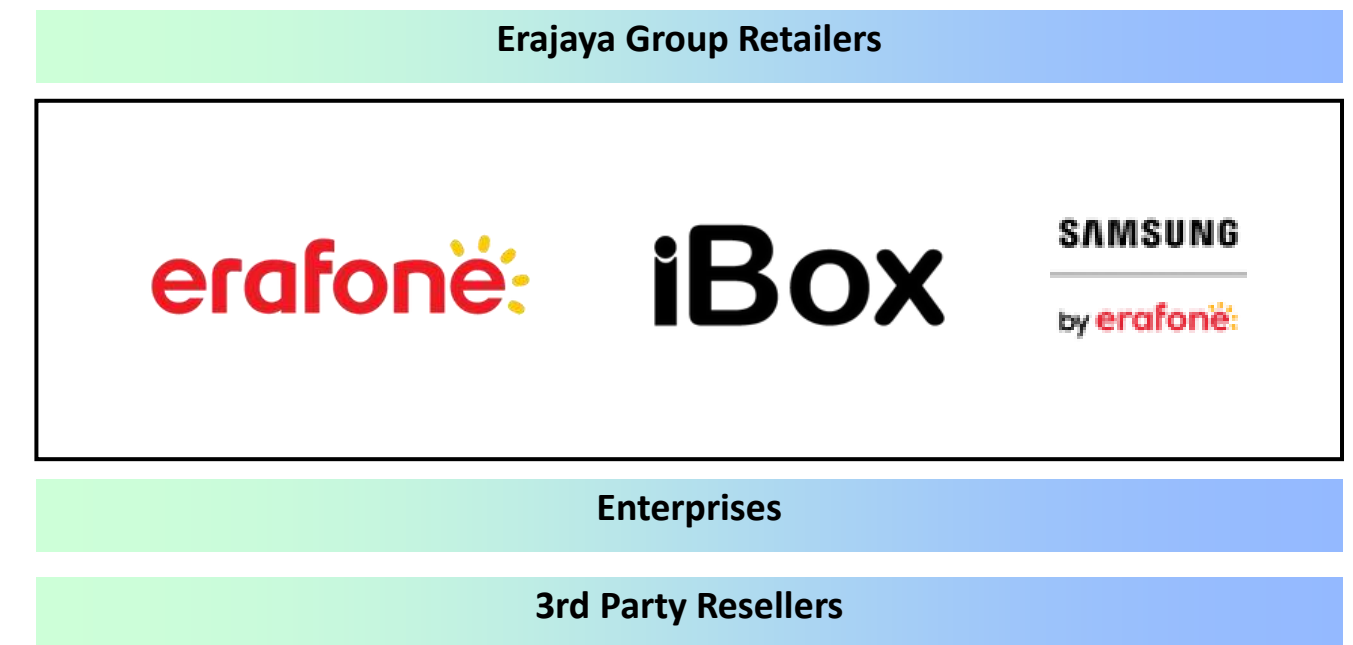
Synergy Within the Group Ecosystem



Business to Consumers ("B2C")



Business to Business ("B2B")



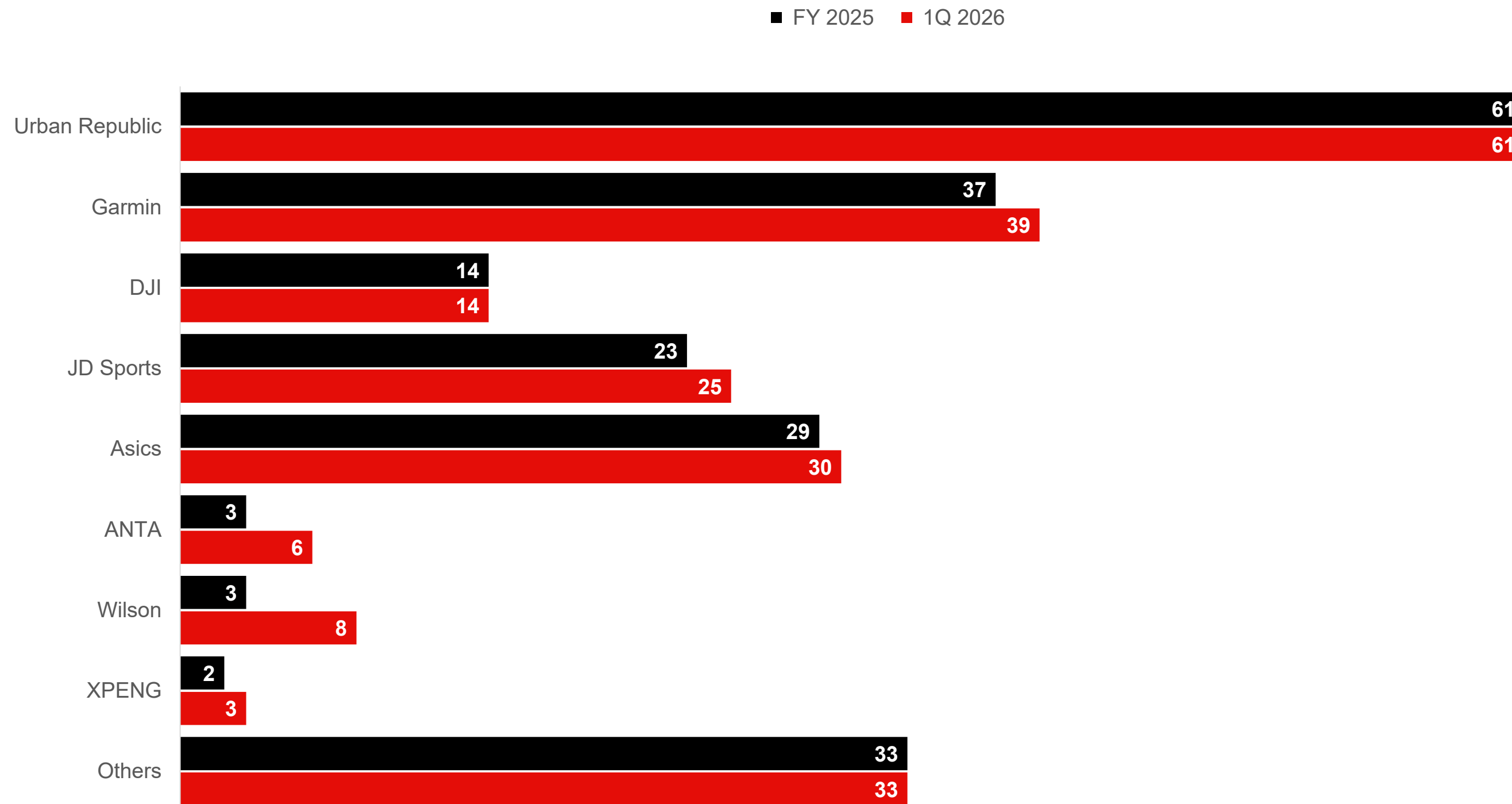
To accelerate our growth trajectory, we will strategically leverage the inherent strengths and interconnectedness of our business ecosystem. This involves fostering deeper collaborations and synergies across our various entities, partners, and customer relationships to unlock new opportunities for expansion, optimize resource allocation, and drive innovation.

By capitalizing on the collective capabilities and market reach within our ecosystem, we can create a powerful engine for sustainable and scalable growth, enabling us to penetrate new markets, enhance our offerings, and solidify our competitive advantage.

Growing Retail Network to Establish Strong Presence



Erajaya Active Lifestyle: Total stores increased from **205 to 219**, bringing total Net Stores add to 14 stores, generated by **18 openings** and **4 closures**. Wilson, Anta, and Garmin with 5, 3, and 2 stores added respectively.



SAME STORE SALES GROWTH



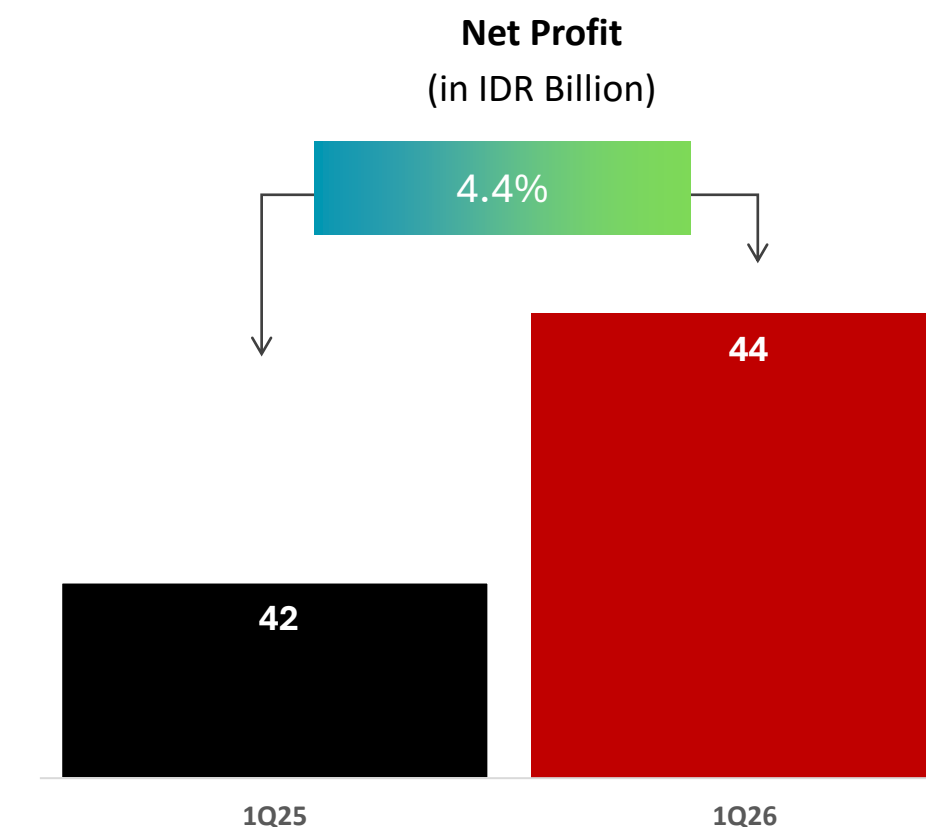
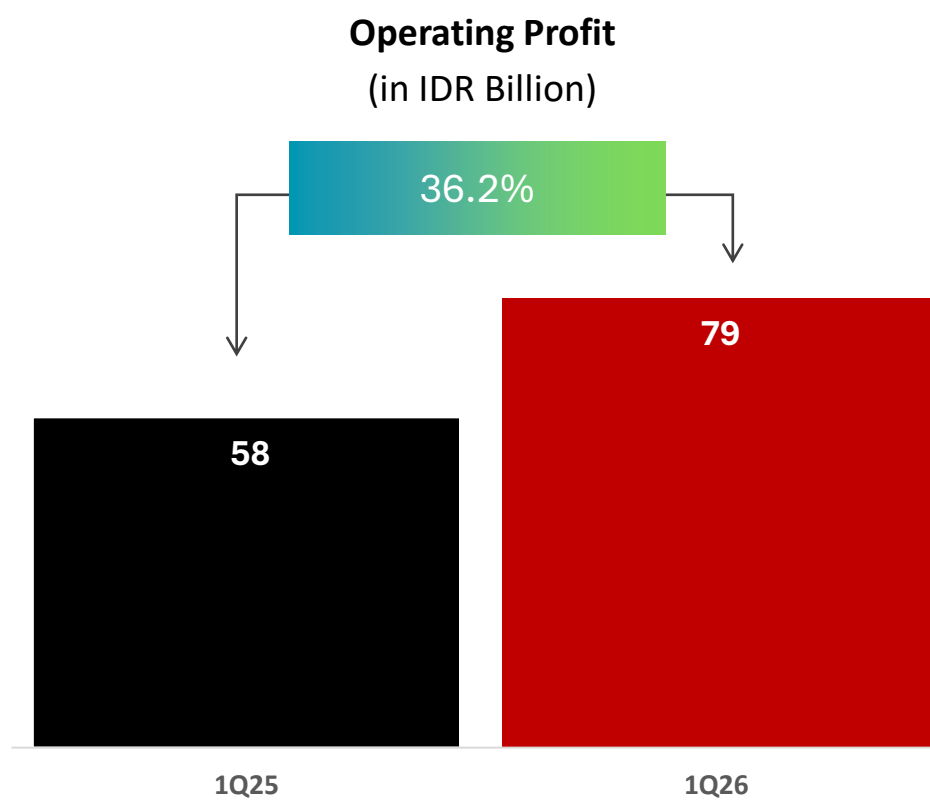
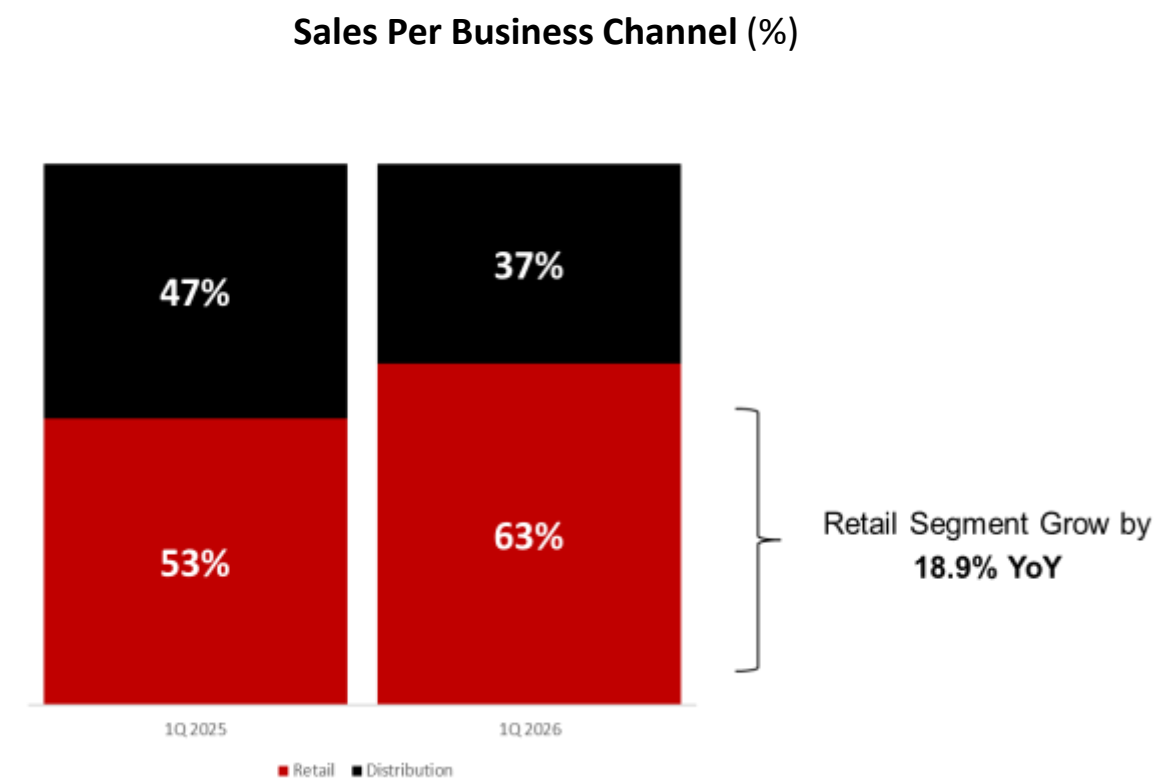
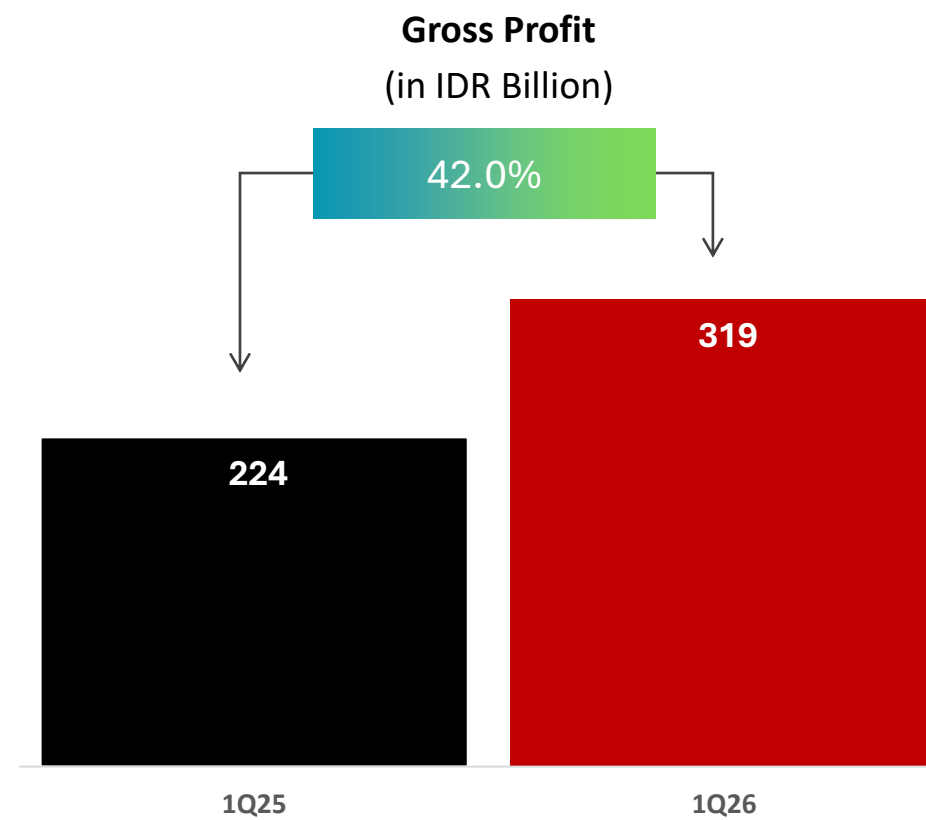
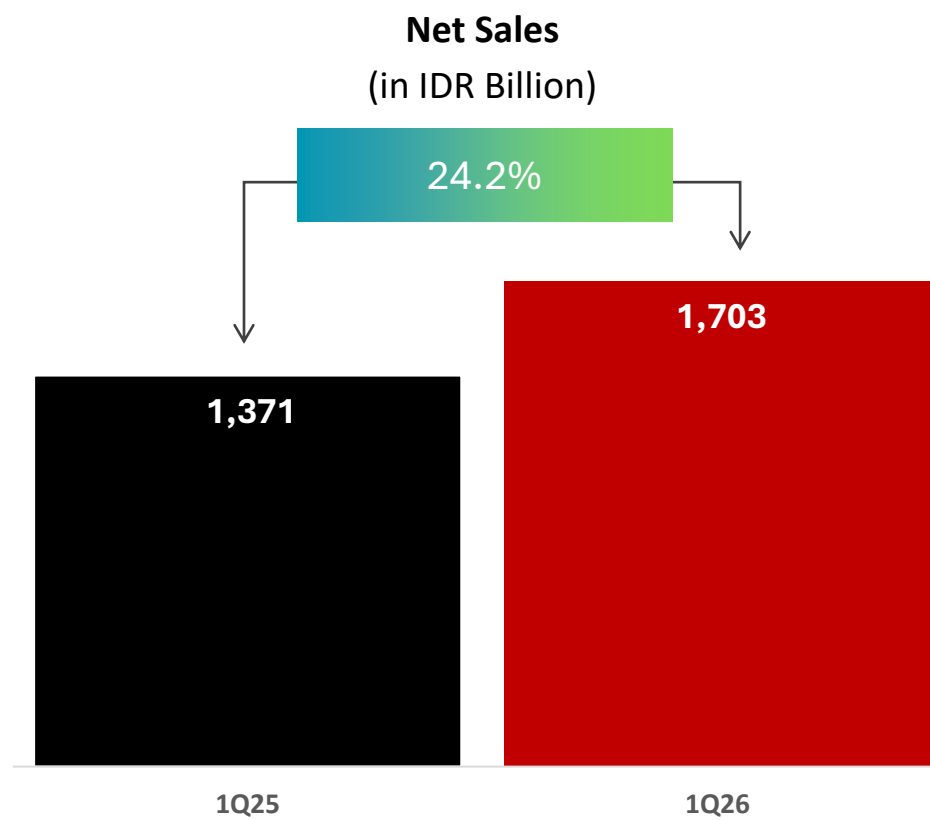
1Q2026 SSSG up by 20.1%

SSSG was driven by strong performance across Urban Republic, XPENG, and JD Sports.

March 2026 only SSSG for ERAL was posted at +17.8%.



Profit & Loss Highlight



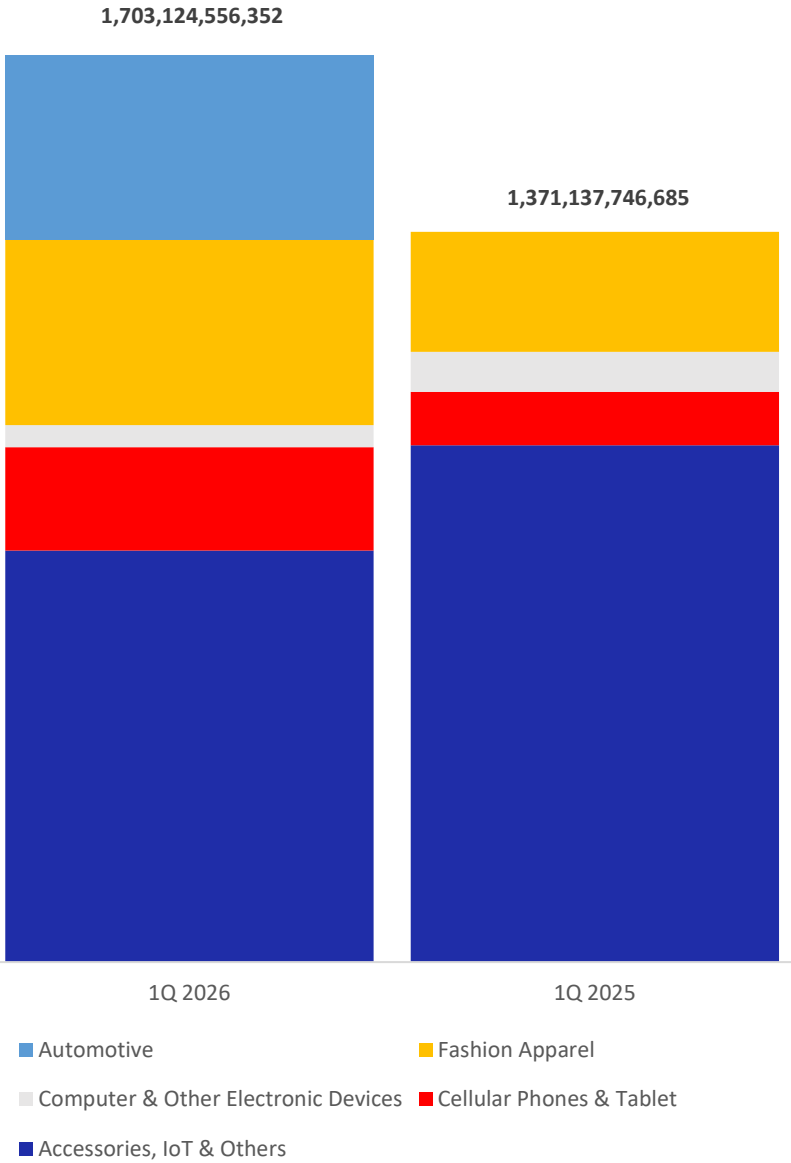
Strong operational performance with improving profitability, amid expansion.

- The Company delivered strong profitability improvement in 1Q26, supported by solid retail growth and a better sales mix. Net sales grew 24.2% YoY to IDR 1.7 trillion, while gross profit increased 42.0% YoY to IDR 319 billion, reflecting healthier margins and stronger retail contribution.
- Retail contribution rose to 63% of total sales from 53% in 1Q25, driven by 18.9% YoY retail growth, reinforcing the Company's shift toward a more consumer-focused business mix.
- Operating profit increased 36.2% YoY to IDR 79 billion on improved operating leverage and profitability. Net profit grew 4.4% YoY to IDR 44 billion, moderated by higher financing and non-operational expenses.

Segmented Sales Breakdown

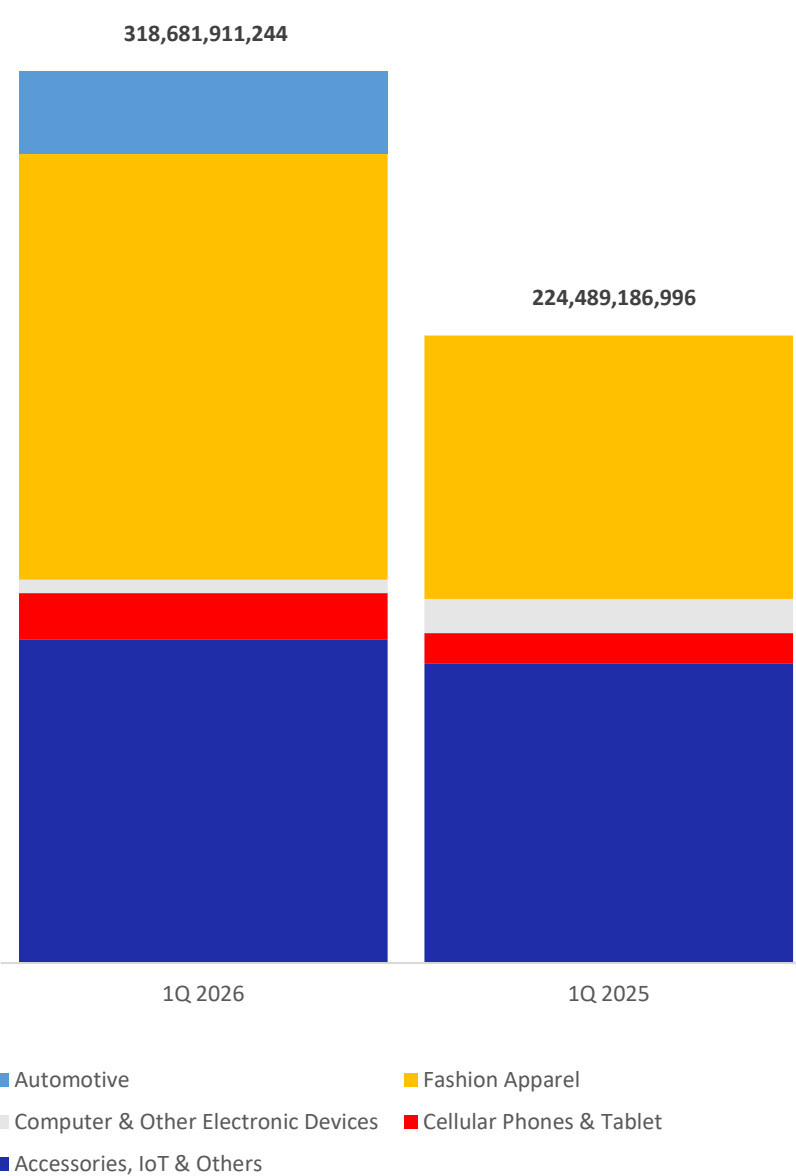


Sales Contribution by Segment



| Segment | 1Q 2026 | 1Q 2025 |
|-------------------------------------|---------|---------|
| Accessories, IoT & Others | 45.4% | 70.8% |
| Cellular Phones & Tablet | 11.4% | 7.3% |
| Computer & Other Electronic Devices | 2.5% | 5.5% |
| Fashion Apparel | 20.5% | 16.4% |
| Automotive | 20.3% | 0.0% |

Gross Profit Contribution by Segment



| Segment | 1Q 2026 | 1Q 2025 |
|-------------------------------------|---------|---------|
| Accessories, IoT & Others | 36.3% | 47.6% |
| Cellular Phones & Tablet | 5.2% | 4.9% |
| Computer & Other Electronic Devices | 1.5% | 5.5% |
| Fashion Apparel | 47.8% | 42.0% |
| Automotive | 9.2% | 0.0% |

ERAL is accelerating its transition into a diversified lifestyle retail platform

- Revenue grew 24% YoY to IDR1.7tn, primarily driven by strong momentum in Cellular Phones & Tablets (+94% YoY) and Fashion Apparel (+55% YoY), while Automotive emerged as a meaningful new growth contributor during the quarter.
- Gross profit increased 42% YoY to IDR318.7bn, supported by improved contribution from higher-margin segments, particularly Fashion Apparel and Automotive, partially offset by weaker profitability in Computers & Other Electronic Devices.

Key Ratios



IDR amounts are in billions

| | 1Q 25 | 1Q 26 | Δ YoY (%) | <i>In days</i> | 1Q 25 | 1Q 26 | Δ (Days) |
|--|--------|--------|-----------|--------------------------------------|-------|-------|----------|
| CAPEX | (30) | (30) | (0.5%) | Average Trade Receivable Days | 27 | 17 | (11) |
| OPEX | (167) | (240) | 44.0% | Average Inventory Days | 62 | 85 | 23 |
| Inventories | 1,135 | 1,494 | 31.7% | Average Trade Payable Days | (39) | (31) | 8 |
| Net Debt | (386) | 257 | (166.5%) | Cash Conversion Cycle (CCC) | 50 | 71 | 20 |
| Net Working Capital | 832 | 1,288 | 54.8% | | | | |
| Net Debt / Equity (x) | (0.10) | 0.29 | | | | | |
| Net Working Capital / Net Sales (%) | 12.94% | 16.85% | | | | | |
| ROIC | 15.72% | 11.09% | | | | | |



Thank You!

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