Company Update

9M 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 period ended September 30, 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

Erajaya Active Lifestyle (ERAL IJ) Higher Margin Growth Engine

SMART

UR URBAN REPUBLIC
dji
GARMIN
JBL
SHOKZ
SONY
harman/kardon by HARMAN
Marshall

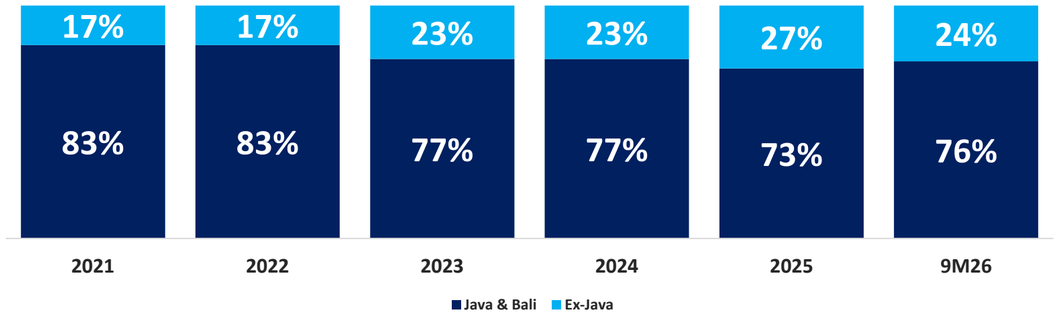
ACTIVE

asics
Wilson
URBAN ADVENTURE
ANTA
MST GOLF

LIFESTYLE

XPENG
GENTLEWOMAN
JD
Levi's

Store Network Nationwide



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 9M 2026 **279 stores**

Synergy Within the Group Ecosystem

Business to Consumers (“B2C”)

Retail Stores

SMART	ACTIVE	LIFESTYLE
UR, DJI, PlayStation, GARMIN, JBL, SHOKZ, SONY, harman/kardon, Marshall	asics, Wilson, Under Armour, URBAN ADVENTURES, ANTA, MST GOLF	XPENG, GENTLEWOMAN, JD, Levi's

Online Channel

Erajaya Marketplace

eraspace

Total Registered Members: 19.3 Mn
(16% growth YoY)

JDSports.id

YTD Traffic: 4.8 Mn

E-Commerce

Shopee tokopedia blibli



Business to Business (“B2B”)

Erajaya Goup Retailers

erafone iBox SAMSUNG by erafone

Enterprises

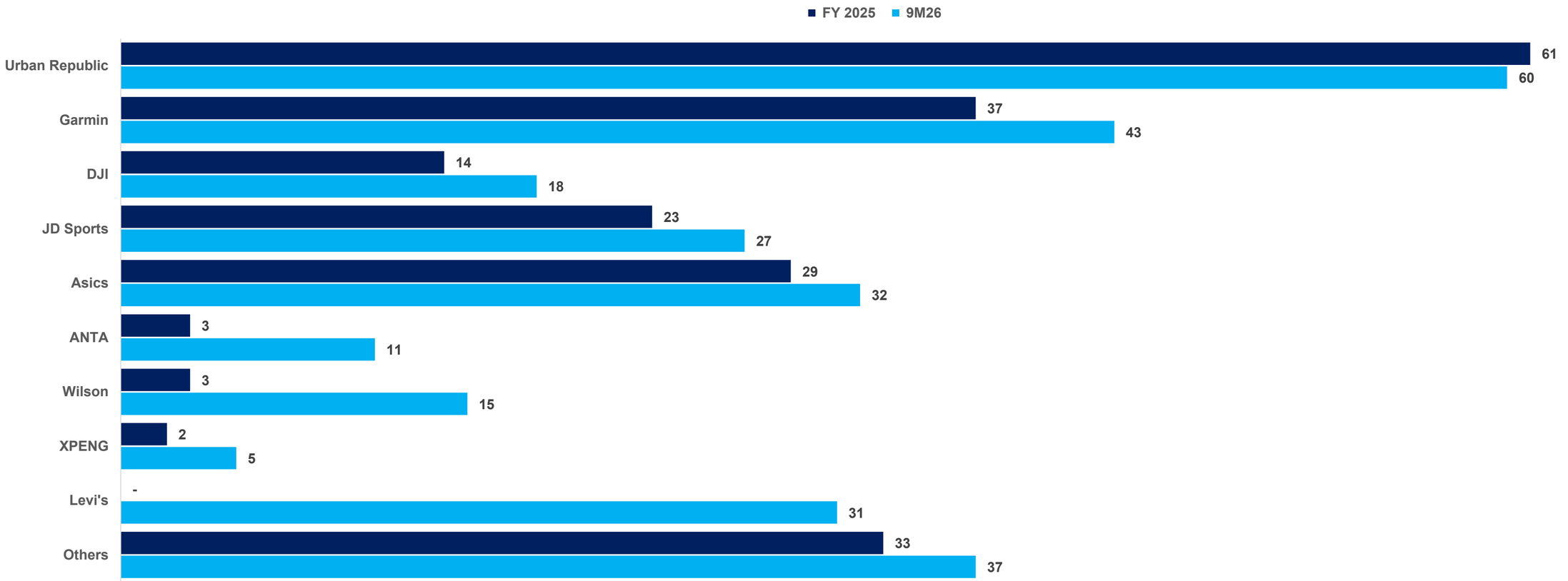
Third party resellers

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

<u>Erajaya Active Lifestyle</u>: Total stores increased from **205 to 279**, bringing total Net Stores addition to 74 stores, generated by **84 openings** and **10 closures**, led by Levi's®, Wilson, and Anta with 31, 12, and 8 stores added respectively in 9M26.



SAME STORE SALES GROWTH

9M2026 SSSG booked at **9.2%**

ERAL's September only SSSG was recorded at 10.1%, bringing 9M2026 SSSG to 9.2%, with 3Q26 SSSG was also booked at 10.1%.

Brands which led to SSSG expansion for September were Urban Republic, DJI, MST Golf, and Garmin.

9M2026	3Q26	September
+9.2%	**+10.1%**	**+10.1%**
Jan–Sep	Jul–Sep	Sep only



ERAL Financial Performance

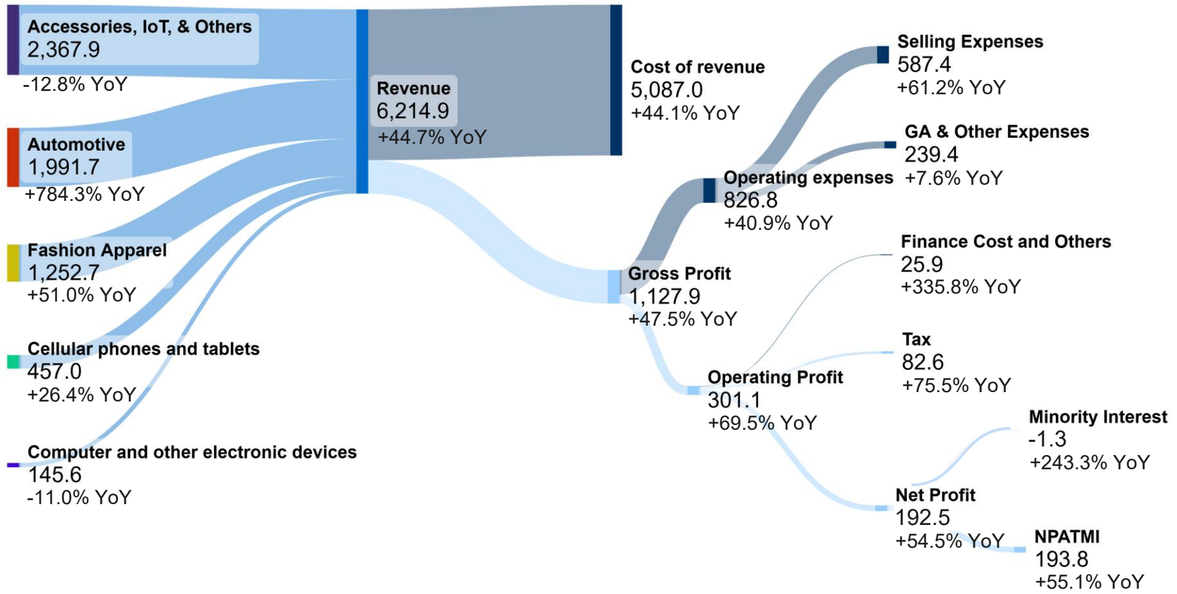
9M 2026 (Presented in IDR Billion)

	3Q25	3Q26	9M25	9M26	% Net Sales	9M YoY Δ (value)	9M YoY Δ (%)
Net Sales	1,680	2,530	4,294	6,215	100.0%	1,921	44.7%
Gross Profit	302	460	764	1,128	18.1%	363	47.5%
OPEX	-232	-336	-587	-827	-13.3%	-240	40.9%
Operating Income	70	124	178	301	4.8%	123	69.5%
Net Income	45	86	125	193	3.1%	68	54.5%
NPATMI	45	85	125	194	3.1%	69	55.1%
EBITDA	119	186	303	469	7.5%	166	54.6%

Strong topline growth driven by higher margin segment:

- **Revenue** increased strongly to IDR 6.2tn (+44.7% YoY), mainly driven by exceptional growth in lifestyle segment which increased by 254.7% and active segment by 55.9%.
- **Gross profit** climbed by 47.5% YoY to IDR 1.1tn, supported by higher margin in fashion apparel, automotive, and accessories. As a results, GPM improved to 18.1% (vs. 17.8% in 9M25), indicating that gross profit grew faster than sales.
- **Opex to sales** remained stable at 13.3%, despite retail stores expansion.
- **NPATMI** grew 55.1% YoY to IDR 193.8bn outpacing revenue growth, with net margin improved to 3.1% from 2.9% in 9M25. The improvement reflects stronger conversion of revenue growth into earnings.

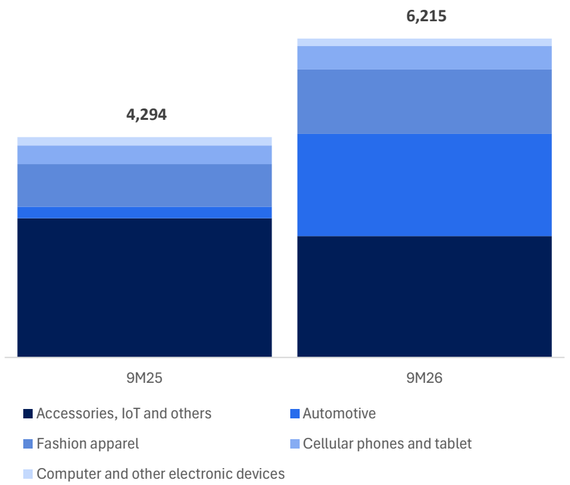
ERAL 9M 2026 – P&L Diagram



ERAL Segmented Sales Breakdown

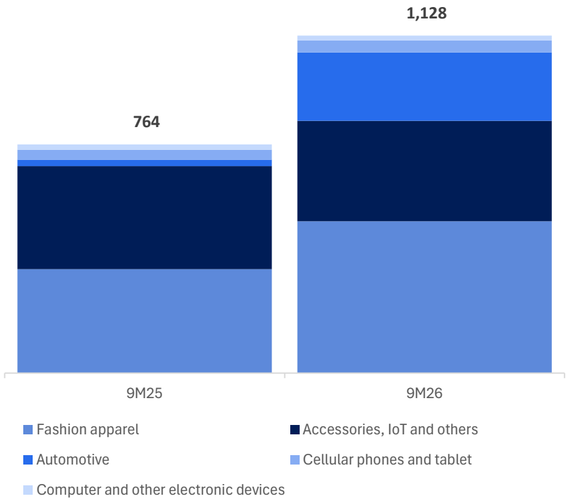
9M 2026 (Presented in IDR Billion)

Sales Contribution by Segment



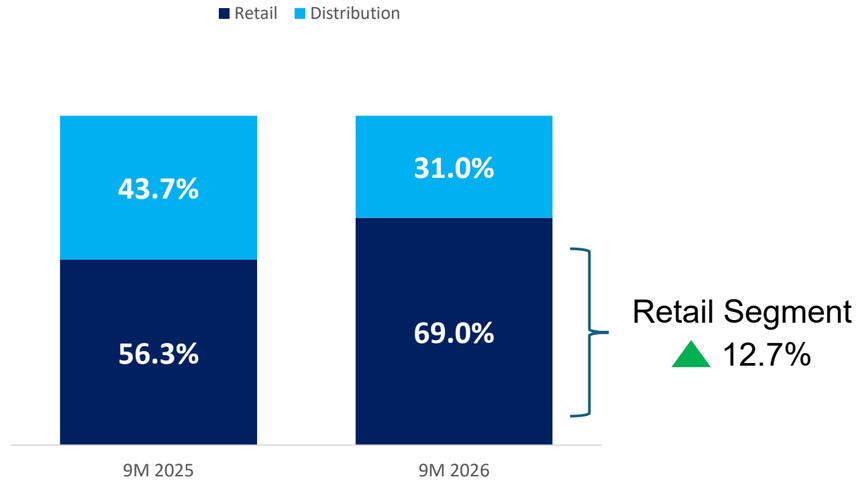
Revenue segment	9M25	9M26
Accessories, IoT and others	63.2%	38.1%
Automotive	5.2%	32.0%
Fashion apparel	19.3%	20.2%
Cellular phones and tablet	8.4%	7.4%
Computer and other electronic devices	3.8%	2.3%

Gross Profit Contribution by Segment



GP by segment	9M25	9M26
Accessories, IoT and others	45.1%	29.8%
Automotive	2.8%	20.2%
Fashion apparel	45.4%	45.0%
Cellular phones and tablet	4.3%	3.5%
Computer and other electronic devices	2.4%	1.5%

Sales Per Business Channel (%)



ERAL is accelerating it transition into a diversified lifestyle retail platform

- **ERAL's sales mix continued to diversify**, with accessories declining to 38.1% (vs. 63.2% in 9M25) in line with company's focus. Meanwhile, contribution from other categories increased, with automotive to 32.0% and fashion apparel to 20.2% from total sales.
- **Gross profit increased 47.5% YoY to IDR 1.1tn,** supported by improved contribution from higher-margin segments, particularly Automotive.
- **Retail channel contribution expanded to 69.0% of total sales in 9M26** from 56.3%, reflecting ERAL's successful transition toward a stronger active lifestyle retail platform.

ERAL Key Ratios

9M 2026 (Presented in IDR Billion)

IDR amounts are in billions	9M 2025	9M 2026	Δ YoY (%)
CAPEX	(165)	(93)	(44.0%)
OPEX	(587)	(827)	40.9%
Inventories	1,287	1,654	28.5%
Net Debt Excl. Lease Liabilities	(133)	(282)	112.3%
Net Working Capital	879	958	9.0%
Net Debt / Equity (x) – Excl. Lease Liabilities	(0.1 x)	(0.1 x)	
Net Working Capital / Net Sales (%)	12.8%	11.9%	
ROIC Excl. Lease Liabilities	12.5%	16.4%	

In days	9M 2025	9M 2026	Δ (Days)
Average Trade Receivable Days	21	11	(9)
Average Inventory Days	78	74	(4)
Average Trade Payable Days	(47)	(36)	11
Cash Conversion Cycle (CCC)	52	50	(2)

Thank You!

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