

RAMAYANA SALES TREND & PROJECTION (UNAUDITED)

Projected Net Sales - 2017

MONTH	MONTHLY		QUARTERLY		CUMMULATIVE	
	(Rp bn)	(%)	(Rp bn)	(%)	(Rp bn)	(%)
Jan	569.6	6.9%			569.6	6.9%
Feb	421.0	5.1%			990.6	12.0%
Mar	492.0	5.9%	1,482.6	17.9%	1,482.6	17.9%
Apr	576.0	7.0%			2,058.6	24.9%
May	731.0	8.8%			2,789.6	33.7%
Jun	2,196.3	26.6%	3,503.3	42.4%	4,985.9	60.3%
Jul	563.6	6.8%			5,549.5	67.1%
Aug	426.3	5.2%			5,975.8	72.3%
Sep	469.5	5.7%	1,459.3	17.6%	6,445.2	77.9%
Oct	486.9	5.9%			6,932.1	83.8%
Nov	516.0	6.2%			7,448.2	90.1%
Dec	821.2	9.9%	1,824.2	22.1%	8,269.4	100.0%
TOTAL	8,269.4	100.0%		100.0%		

Actual Net Sales - 2017

MONTH	SALES	SSG	GROWTH	CUMMULATIVE	
	(Rp bn)	(YTD)	(YTD)	(Rp bn)	(%)
Jan	569.6	4.5%	3.9%	569.6	6.9%
Feb	421.0	-0.1%	-1.1%	990.6	12.0%
Mar	492.0	1.0%	-0.2%	1,482.6	17.9%
Apr	576.0	4.4%	3.1%	2,058.6	24.9%
May	731.0	4.8%	4.1%	2,789.6	33.7%
Jun	2,196.3	14.4%	14.2%	4,985.9	60.3%
Jul	563.6	-0.3%	-0.4%	5,549.5	67.1%
Aug					
Sep					
Oct					
Nov					
Dec					
TOTAL	5,549.5				

Growth Projection : 0.50%

* Initial sales target : 8.903,1 mn (growth 8,2%)

* Revised target effective from July - December 2017

Actual Net Sales - 2016

MONTH	SALES	SSG	GROWTH	CUMMULATIVE	
	(Rp bn)	(YTD)	(YTD)	(Rp bn)	(%)*
Jan	548.4	5.5%	5.8%	548.4	6.6%
Feb	453.4	2.0%	2.1%	1,001.8	12.1%
Mar	482.3	-0.1%	-0.5%	1,484.1	17.9%
Apr	512.4	1.5%	0.8%	1,996.5	24.0%
May	681.8	4.3%	3.7%	2,678.3	32.2%
Jun	1,686.6	27.5%	27.0%	4,364.9	52.6%
Jul	1,206.3	7.7%	6.9%	5,571.3	67.1%
Aug	414.5	7.2%	6.3%	5,985.8	72.1%
Sep	449.6	7.1%	6.1%	6,435.4	77.5%
Oct	489.8	6.5%	6.1%	6,925.2	83.4%
Nov	501.7	6.2%	5.7%	7,426.8	89.4%
Dec	801.6	6.3%	5.7%	8,228.4	99.1%
TOTAL	8,228.4				

* relative to full year projection

Actual Net Sales - 2015

MONTH	SALES	SSG	GROWTH	CUMMULATIVE	
	(Rp bn)	(YTD)	(YTD)	(Rp bn)	(%)*
Jan	518.7	-5.5%	-5.8%	518.7	6.5%
Feb	463.3	0.5%	0.2%	982.0	12.3%
Mar	510.2	-3.3%	-3.5%	1,492.2	18.7%
Apr	489.5	-3.9%	-4.0%	1,981.7	24.8%
May	602.8	-4.4%	-4.4%	2,584.6	32.3%
Jun	853.2	-1.2%	-1.0%	3,437.8	43.0%
Jul	1,775.1	-4.2%	-4.0%	5,212.9	65.2%
Aug	418.3	-4.8%	-4.3%	5,631.2	70.4%
Sep	433.1	-4.1%	-3.4%	6,064.3	75.8%
Oct	466.6	-3.7%	-2.9%	6,530.9	81.6%
Nov	497.7	-3.5%	-2.7%	7,028.6	87.9%
Dec	755.7	-2.7%	-1.9%	7,784.2	97.3%
TOTAL	7,784.2				

* relative to full year projection

For year 2015 :

- 1 new store, adding 9.715 sqm
- 3 Stores closed, reducing 22.659 sqm
- Idul Fitri/Lebaran fell on 17 July 2015

Actual Net Sales - 2014

MONTH	SALES	SSG	GROWTH	CUMMULATIVE	
	(Rp bn)	(YTD)	(YTD)	(Rp bn)	(%)*
Jan	550.4	17.1	19.1	550.4	
Feb	428.9	9.2	11.4	979.3	
Mar	566.6	7.5	9.3	1,545.8	19.5%
Apr	516.8	7.1	8.3	2,062.6	
May	641.4	8.1	8.9	2,704.1	
Jun	767.6	6.8	7.1	3,471.7	24.3%
Jul	1,955.9	16.4	16.2	5,427.6	
Aug	454.9	1.9	0.7	5,882.4	
Sep	396.4	1.3	0.3	6,278.8	35.3%
Oct	452.4	0.9	-0.1	6,731.2	
Nov	495.0	1.0	0.0	7,226.3	
Dec	714.8	0.6	-0.3	7,941.0	20.9%
TOTAL	7,941.0				

* relative to full year projection

For year 2014 :

- 2 Stores closed, 3 stores reduced, reducing 17.994 sqm
- Idul Fitri/Lebaran fell on 28 July 2014

Actual Net Sales - 2013

MONTH	SALES	SSG	GROWTH	CUMMULATIVE	
	(Rp bn)	(YTD)	(YTD)	(Rp bn)	(%)*
Jan	462.2	-11.8	-5.6	462.2	
Feb	416.5	-7.5	-1.3	878.8	
Mar	534.9	-3.5	2.4	1,413.7	17.7%
Apr	490.0	-3.9	1.8	1,903.7	
May	579.3	-2.0	3.1	2,483.0	
Jun	757.5	1.3	5.5	3,240.5	22.9%
Jul	1,431.8	11.9	17.6	4,672.4	
Aug	1,170.8	0.5	5.8	5,843.2	
Sep	416.3	0.6	5.7	6,259.5	37.9%
Oct	480.6	1.0	6.2	6,740.1	
Nov	486.3	1.5	6.6	7,226.4	
Dec	742.1	2.2	6.9	7,968.5	21.4%
TOTAL	7,968.5				

7.0% growth y-o-y

For year 2013 :

- 8 New stores + 1 expanded, adding 57.889 sqm
- 3 store closed, 2 stores reduced, reducing 13.675 sqm
- 44.214 sqm net addition in 2013
- Idul Fitri/Lebaran fell on 8 & 9 Agt 2013

PT Ramayana Lestari Sentosa Tbk. Changes in Space Year to Date 2013

Category	Code	Address	City	G. Space	N. Space	Supermarket	Date	Status	D-Date
Opened	R107	Jl.H.R Lukman, Link. Kayu Manis, Kab Bogor	Cibinong	12,656	11,447	Full Supermarket	Mär.13	JIL	Mär.13
Opened	R108	Jl.Raya Bogor, Cililitan, Jakarta Timur	East Jakarta	3,379	3,379	Dry Grocery	Mai.13	Owned	Mai.13
Opened	R110	Jl.DR. Sutomo, Kel Noyontaan, Jateng	Pekalongan	10,000	10,000	Full Supermarket	Mai.13	JIL	Mai.13
Opened	R115	Mall Mega Sanur Bulu Kumba, Jl Samratulangi	Bulukumba	4,300	4,300	Dry Grocery	June-13	Private	June-13
Opened	R112	Jl.Zaenal Mustofa, No. 253, Kel Cihideung	Tasikmalaya	8,600	5,971	Full Supermarket	July-13	JIL	July-13
Opened	R116	Plaza Bangkinang	Bangkinang	4,400	3,300	Dry Grocery	July-13	Private	July-13
Opened	R111	Jl.Sultan Hassanudin, Tanuti, Ambon	Ambon	4,979	3,041	None	July-13	Private	July-13
Opened	R114	Jl.Bogor Baru, Kel Kedaung Jaya, Kec Tanah	Bogor	8,410	5,983	Dry Grocery	July-13	JIL	July-13
Expanded	R05	Jl. Hasanuddin Bawah Terminal Blok M Mall	South Jakarta	1,165	1,255	None	Sep.92	Private	Sep.13
Closed	R64	Jl. Ikan Paus, Binjai	Medan	-9,100	-4,286	Full Supermarket	Jun.05	Owned	Sep.13
Closed	R005A	Jl. Hasanuddin, Terminal Blok M Mall	South Jakarta	-1,619	-1,754	Full Supermarket	Aug.93	Private	Sep.13
Closed	RB15	Jl. Gajah Mada No. 120, Sidoarjo Plaza	Java East	-1,230	-697	None	Jul.95	Private	Dec-13
Reduced	R95	Jl. Jend. Sudirman	Balikpapan	-1,107	-1,031	None	Dez.10	Private	Sep.13
Reduced	RB11	Jl. Simpang Lima, Mal Citraland, Lt. 1	Semarang	-619	-488	None	Nov.93	Private	Sep.13
Sub-total				44,214	40,420				

Total Change	44,214	40,420
---------------------	---------------	---------------

End of 2012	962,567	691,592
End of Dec' 2013	1,006,781	732,012

PT Ramayana Lestari Sentosa Tbk. Changes in Space Year to Date 2014

Category	Code	Address	City	G. Space	N. Space	Supermarket	Date	Status	D-Date
Closed	R112	Jl. H. Zaenal Mustofa, No. 253 Kel Cihideung	Tasikmalaya	-8,600	-5,971	Full Supermarket	July-13	JIL	Jän.14
Reduced	RB11	Jl. Simpang Lima, Mal Citraland, Lt. 1	Semarang	-1,925	-1,855	None	Nov.93	Private	June-14
Reduced	R114	Jl.Bogor Baru Kel Kedaung Jaya	Bogor	-2,000	-1,800	Dry Grocery	July-13	JIL	Aug-14
Reduced	R110	Jl. DR. Sutomo, Kel Noyontaan Pekalongan	Pekalongan	-1,660	-1,660	Full Supermarket	Mai.13	JIL	Aug-14
Closed	RB02	Jl. Dalem Kaum No. 46-52	Bandung	-3,809	-500	None	Okt.88	JIL	Oct-14
Sub-total				-17,994	-11,786				

Total Change	-17,994	-11,786
---------------------	----------------	----------------

End of 2013	1,006,781	732,012
End of Dec' 2014	988,787	720,226

PT Ramayana Lestari Sentosa Tbk. Changes in Space Year to Date 2015

Category	Code	Address	City	G. Space	N. Space	Supermarket	Date	Status	D-Date
Closed	R116	Plaza Bangkinang	Bangkinang	-4,400	-3,300	Dry Grocery	July-13	Private	Mär.15
Opened	R119	Mall Dinoyo City Square Jl. MT Haryono, Kel Dinoyo	Malang	9,715	9,208	SPAR	June-15	Owned	June-15
Closed	R28	Jl. By-Pass Cikarang, Pasar Baru Cikarang	Bekasi	-7,724	-4,194	Full Supermarket	Aug.95	Government	Nov-15
Closed	R56	Jl. Jend. Sudirman	Pekan Baru	-10,535	-8,395	Full Supermarket	Nov.01	Government	Dec-15
Sub-total				-12,944	-6,681				

Total Change	-12,944	-6,681
---------------------	----------------	---------------

End of 2014	988,787	720,226
End of Dec' 2015	975,843	713,545

PT Ramayana Lestari Sentosa Tbk. Changes in Space Year to Date 2016

Category	Code	Address	City	G. Space	N. Space	Supermarket	Date	Status	D-Date
Closed	R84	Jl. Raya Perawang, Kel. Tualang, Kab. Siak	Perawang	-5,462	-3,747	Full Supermarket	Jul.08	JIL	Jän.16
Opened	R120	Jl. Slamet Riyadi, Laweyan, Solo	Solo	9,376	5,743	None	May-16	Owned	May-16
Opened	R121	Jl. Raya Tajur RT 02/02, Sindangsari, Bogor Timur	Tajur	4,603	3,043	SPAR	Jun.16	Owned	Jun.16
Closed	R65	Jl. Aksara No. 2	Medan	-9,008	-6,701	Full Supermarket	Mai.05	Private	Jul.16
Closed	R95	Jl. Jend. Sudirman	Balikpapan	-8,846	-8,350	None	Dez.10	Private	Jul.16
Sub-total				-9,337	-10,012				

Total Change	-9,337	-10,012
---------------------	---------------	----------------

End of 2015	975,843	713,545
End of Dec' 2016	966,506	703,533

PT Ramayana Lestari Sentosa Tbk. Changes in Space Year to Date 2017

Category	Code	Address	City	G. Space	N. Space	Supermarket	Date	Status	D-Date
Closed	R05	Jl. Hasanuddin Bawah Terminal Blok M Mall	South Jakarta	-6,065	-4,699	None	Sep.92	Private	Jän.17
Opened	R122	Jl. Raya Pondok Aren, Pondok Betung, Tangerang	Tangerang	4,007	2,902	None	Mai.17	Owned	Mai.17
Opened	R123	Jl. Boulevard kav. 9, Medan Satria, Bekasi	Bekasi	3,113	2,724	None	Mai.17	Private	Mai.17
Opened	R124	Jl. Raya Serang no. 19 RT001/RW01, Cikupa	Tangerang	7,740	6,155	SPAR	Mai.17	JIL	Mai.17
Sub-total				8,795	7,082				

Total Change	8,795	7,082
---------------------	--------------	--------------

End of 2016	966,506	703,533
End of Jul' 2017	975,301	710,615

PT Ramayana Lestari Sentosa Tbk.'s Stores Breakdown per Region (Year to Date)

Region	%	# of Stores	Gross Space (m2)	Net Space (m2)	Gross Space (%)	Net Space (%)	Avg. Gross Space (m2)	Avg. Net Space (m2)
Greater Jakarta	37.4%	43	315,921	231,922	32.4%	32.6%	7,347	5,394
Jakarta	15.7%	18	112,214	87,307	11.5%	12.3%	6,234	4,850
Bodetabek	21.7%	25	203,707	144,615	20.9%	20.4%	8,148	5,785
West Java	11.3%	13	117,506	89,922	12.0%	12.7%	9,039	6,917
Central Java	6.1%	7	49,938	36,026	5.1%	5.1%	7,134	5,147
East Java	9.6%	11	97,769	64,184	10.0%	9.0%	8,888	5,835
Bali	2.6%	3	30,819	19,494	3.2%	2.7%	10,273	6,498
Jambi	0.9%	1	9,497	7,307	1.0%	1.0%	9,497	7,307
Lampung	2.6%	3	29,560	19,734	3.0%	2.8%	9,853	6,578
Riau	6.1%	7	74,947	53,799	7.7%	7.6%	10,707	7,686
N. Sumatera	3.5%	4	37,323	26,569	3.8%	3.7%	9,331	6,642
W. Sumatera	2.6%	3	21,995	17,828	2.3%	2.5%	7,332	5,943
S. Sumatera	2.6%	3	31,150	21,560	3.2%	3.0%	10,383	7,187
S. Kalimantan	1.7%	2	18,906	12,690	1.9%	1.8%	9,453	6,345
E. Kalimantan	4.3%	5	52,103	39,823	5.3%	5.6%	10,421	7,965
W. Kalimantan	0.9%	1	12,797	7,469	1.3%	1.1%	12,797	7,469
S. Sulawesi	3.5%	4	31,070	28,089	3.2%	4.0%	7,768	7,022
C.Sulawesi	0.9%	1	8,250	5,669	0.8%	0.8%	8,250	5,669
Maluku	0.9%	1	4,979	3,041	0.5%	0.4%	4,979	3,041
Nusa Tenggara	0.9%	1	7,583	5,530	0.8%	0.8%	7,583	5,530
Papua	1.7%	2	23,188	19,959	2.4%	2.8%	11,594	9,980
Total		115	975,301	710,615	100%	100%	8,481	6,179

Region	%	# of Stores	Gross Space (m2)	Net Space (m2)	Gross Space (%)	Net Space (%)	Avg. Gross Space (m2)	Avg. Net Space (m2)
Java	64.3%	74	581,134	422,054	59.6%	59.4%	7,853	5,703
Bali	2.6%	3	30,819	19,494	3.2%	2.7%	10,273	6,498
Sumatera	18.3%	21	204,472	146,797	21.0%	20.7%	9,737	6,990
Kalimantan	7.0%	8	83,806	59,982	8.6%	8.4%	10,476	7,498
Sulawesi	4.3%	5	39,320	33,758	4.0%	4.8%	7,864	6,752
Maluku	0.9%	1	4,979	3,041	0.5%	0.4%	4,979	3,041
Nusa Tenggara	0.9%	1	7,583	5,530	0.8%	0.8%	7,583	5,530
Papua	1.7%	2	23,188	19,959	2.4%	2.8%	11,594	9,980
Total		115	975,301	710,615	100.0%	100.0%	8,481	6,179

Region	%	# of Stores	Gross Space (m2)	Net Space (m2)	Gross Space (%)	Net Space (%)	Avg. Gross Space (m2)	Avg. Net Space (m2)
Java	64.3%	74	581,134	422,054	59.6%	59.4%	7,853	5,703
Outside Java	35.7%	41	394,167	288,561	40.4%	40.6%	9,614	7,038
Total		115	975,301	710,615	100.0%	100.0%	8,481	6,179

Region	%	# of Stores	Gross Space (m2)	Net Space (m2)	Gross Space (%)	Net Space (%)	Avg. Gross Space (m2)	Avg. Net Space (m2)
Greater Jakarta	37.4%	43	315,921	231,922	32.4%	32.6%	7,347	5,394
Rest Java	27.0%	31	265,213	190,132	27.2%	26.8%	8,555	6,133
Outer Island	35.7%	41	394,167	288,561	40.4%	40.6%	9,614	7,038
Total		115	975,301	710,615	100.0%	100.0%	8,481	6,179

PT Ramayana Lestari Sentosa Tbk.'s Stores Breakdown per Status (Year to Date)

Status	%	# of Stores	Gross Space (m2)	Net Space (m2)	Gross Space (%)	Net Space (%)	Avg. Gross Space (m2)	Avg. Net Space (m2)
Owned	23.5%	27	227,876	156,486	23.4%	22.0%	8,440	5,796
Jakarta Inti Land	33.9%	39	364,611	272,109	37.4%	38.3%	9,349	6,977
Government	10.4%	12	97,780	67,151	10.0%	9.4%	8,148	5,596
Private	32.2%	37	285,034	214,869	29.2%	30.2%	7,704	5,807
Total		115	975,301	710,615	100.0%	100.0%	8,481	6,179

PT Ramayana Lestari Sentosa Tbk.'s List of Stores

NO	CODE	ADDRESS	CITY	REGION	G. SPACE	N. SPACE	SUPERMARKET	OPEN DATE	STATUS
1	C001	Jl. Taman Mini Raya	East Jakarta	Jakarta	7,453	4,950	None	Jul.06	Private
2	R02	Pulo Gadung Trade Center, Jl. Raya Bekasi km 21	Bekasi	Bodetabek	9,000	5,946	Full Supermarket	Aug.04	Private
3	R06	Jl. Pahlawan No.1000	Serpong	West Java	4,347	4,397	None	Mai.05	Owned
4	R08	Jl. H. Agus Salim No. 34-38	Central Jakarta	Jakarta	3,640	2,309	Full Supermarket	Dez.85	JIL
5	R10	Jl. Pasar Palmerah Lt. 2	West Jakarta	Jakarta	3,537	4,234	Full Supermarket	Mär.89	Government
6	R11	Jl. Raya Ragunan No. 113, Pasar Minggu	South Jakarta	Jakarta	4,800	4,005	Full Supermarket	Sep.89	JIL
7	R12	Jl. Pasar Baru No. 69	Central Jakarta	Jakarta	1,854	1,130	None	Sep.89	Owned
8	R13	Jl. Raya Bogor, Pasar Kramat Jati, Lt. 1	East Jakarta	Jakarta	8,325	3,963	Full Supermarket	Jän.90	Government
9	R14	Jl. Tanjung Duren Barat, Pasar Kopro Lt. 2-3	West Jakarta	Jakarta	6,283	4,384	Full Supermarket	Nov.90	Government
10	R15	Jl. Dewi Sartika No. 1	Bogor	Bodetabek	9,841	7,855	Full Supermarket	Okt.90	Private
11	R20	Jl. Ciputat Raya, Plaza Ciputat Raya	Tangerang	Bodetabek	7,794	6,376	Full Supermarket	Nov.91	Owned
12	R21	Jl. Ir. H. Juanda, Pratama Plaza	Bekasi	Bodetabek	9,342	5,552	Full Supermarket	Dez.91	JIL
13	R22	Jl. Ragunan, ex Terminal Pasar Minggu	South Jakarta	Jakarta	9,300	6,791	Full Supermarket	Jän.93	Government
14	R24	Jl. Raya Pondok Gede, samping Terminal	Bekasi	Bodetabek	8,665	5,060	None	Feb.93	Owned
15	R25	Jl. Surya Kencana No. 3	Bogor	Bodetabek	9,936	3,645	Full Supermarket	Okt.93	Government
16	R26	Jl. Merdeka, dekat Terminal Cimone	Tangerang	Bodetabek	10,335	4,831	Full Supermarket	Jän.96	JIL
17	R29	Jl. Kramat Jaya, Tugu Koja, Tanjung Priok	North Jakarta	Jakarta	8,007	6,839	Full Supermarket	Dez.95	JIL
18	R30	Jl. Antasari no.1, Plaza Mitra	Banjarmasin	South Kalimantan	7,572	5,644	Full Supermarket	Jun.00	Private
19	R31	Jl. Daan Mogot Raya, Kodim	Tangerang	Bodetabek	9,822	8,069	Full Supermarket	Jän.96	JIL
20	R32	Jl. Tebet Raya Dalam, Pasar Tebet	South Jakarta	Jakarta	3,404	2,557	Full Supermarket	Aug.96	Government
21	R33	Jl. Yos Sudarso, Koja Plaza, Tanjung Priok	North Jakarta	Jakarta	5,019	5,559	Full Supermarket	Aug.96	Private
22	R34	Jl. Margonda Raya, Plaza Depok	Bogor	Bodetabek	13,197	9,552	SPAR	Okt.96	JIL
23	R35	Jl. Raya Serang, Mal Cilegon	Cilegon	West Java	12,500	12,122	SPAR	Nov.96	JIL
24	R36	Jl. Jend. A. Yani, Jambu Dua	Bogor	Bodetabek	11,100	8,747	Full Supermarket	Jän.97	Private
25	R37	Jl. Raya Cibitung	Bekasi	Bodetabek	8,509	6,422	SPAR	Aug.05	JIL
26	R38	Jl. I Gusti Ngurah Rai, Klender	East Jakarta	Jakarta	8,495	7,358	Full Supermarket	Nov.00	JIL
27	R39	Jl. Veteran	Purwakarta	West Java	6,170	3,487	Full Supermarket	Okt.05	Private
28	R40	Jl. Lingkar Luar Barat, Cengkareng Timur	West Jakarta	Jakarta	11,619	6,998	SPAR	Jul.97	JIL
29	R41	Jl. Pattimura, Sutomo, Pantuan	P. Siantar	North Sumatera	7,767	5,633	SPAR	Sep.09	Owned
30	R42	Jl. Raya Bogor, Graha Cijantung	East Jakarta	Jakarta	8,740	6,752	Full Supermarket	Nov.97	Private
31	R43	Jl. Raya Jakarta-Bogor, Cibinong	Bogor	Bodetabek	8,418	6,977	Full Supermarket	Mai.01	Owned
32	R44	Jl. Pondok Raya, Plaza Bintaro, Bintaro	Tangerang	Bodetabek	3,443	3,159	None	Nov.97	Private
33	R45	Jl. Sultan Toha	Jambi	Sumatra Jambi	9,497	7,307	Full Supermarket	Okt.04	Private
34	R46	Jl. Dr. Muwardi II, Pasar Muka	Cianjur	West Java	7,623	4,136	Full Supermarket	Dez.99	Government
35	R47	Jl. Lapangan Tembak, Cibubur	Bogor	Bodetabek	3,243	2,386	SPAR	Jul.03	Owned
36	R48	Jl. R. Intan, Pasar Bawah, Tanjung Karang	Lampung	Sumatra Lampung	10,000	6,996	Full Supermarket	Nov.99	Government
37	R49	Jl. HOS Cokroaminoto, Ciledug	Tangerang	Bodetabek	11,500	7,825	SPAR	Jun.05	Owned
38	R50	Jl. Andi Pettarani; Panakukang Mas	Ujung Pandang	South Sulawesi	8,101	7,750	Full Supermarket	Mai.02	Private
39	R51	Jl. Sukarno, Plaza Muara Rapak	Balikpapan	East Kalimantan	9,908	7,924	Full Supermarket	Sep.03	Government
40	R52	Jl. Pasar Pangkal Pinang, Bangka	Pangkal Pinang	South Sumatera	9,324	7,101	Full Supermarket	Okt.02	Government
41	R54	Jl. Letkol Iskandar, Kompleks Ilir Barat Permai	Palembang	South Sumatera	13,200	7,625	Full Supermarket	Nov.00	Private
42	R55	Jl. Pulau Irian	Samarinda	East Kalimantan	8,387	6,929	Full Supermarket	Nov.01	Private
43	R57	Jl. Tanjung Pura	Pontianak	South Kalimantan	12,797	7,469	Full Supermarket	Nov.01	Owned
44	R58	Jl. Sisingamangaraja	Medan	North Sumatera	12,270	6,866	Full Supermarket	Jul.03	Owned
45	R60	Jl. Gajah Mada, Pasar Simpang 3	Tarakan	East Kalimantan	9,926	8,699	Full Supermarket	Nov.02	Private
46	R61	Jl. Lalamentik, Floabamora Mal	Kupang	Bali-NT	7,583	5,530	SPAR	Okt.03	JIL
47	R62	Jl. Iskandar Muda, Plasa Medan Baru	Medan	North Sumatera	8,094	7,633	Full Supermarket	Okt.03	Private
48	R63	Jl. P. Antasari, Pasar Sentra Antasari	Banjarmasin	South Kalimantan	11,334	7,046	Full Supermarket	Mai.04	Government
49	R66	Jl. Pemuda	Padang	West Sumatera	11,178	9,633	SPAR	Apr.10	Owned
50	R67	Jl. Tuparev	Karawang	West Java	14,885	10,126	SPAR	Jul.05	JIL
51	R68	Jl. Alternatif, Cileungsi	Bogor	Bodetabek	8,387	5,565	Full Supermarket	Sep.05	JIL
52	R70	Jl. Pengayoman	Makassar	South Sulawesi	8,185	7,444	Dry Grocery	Sep.05	Private
53	R71	Jl. Juanda	Bogor	Bodetabek	7,569	5,436	SPAR	Dez.05	Private
54	R73	Jl. Emmy Saellan	Palu	Central Sulawesi	8,250	5,669	Full Supermarket	Sep.06	Private
55	R74	Jl. R.E Martadinata, Cikarang	Bekasi	Bodetabek	6,277	5,058	SPAR	Sep.06	Private
56	R75	Jl. Veteran, Kel Kota Baru	Serang	West Java	11,202	8,048	SPAR	Okt.06	Private
57	R77	Jl. A.Yani. No. 1, Kel Benteng Pasar Atas	Bukit Tinggi	West Sumatera	4,661	4,217	Full Supermarket	Jul.07	Private
58	R78	Jl. Jend. A Yani	Baturaja	South Sumatera	8,626	6,834	Full Supermarket	Aug.07	Owned
59	R79	Jl. Perintis Kemerdekaan	Makassar	South Sulawesi	10,484	8,595	SPAR	Sep.07	JIL
60	R80	Jl. Jend. Sudirman	Dumai, Kep. Riau	Sumatra Riau	8,052	6,493	Full Supermarket	Dez.07	Owned
61	R81	Jl. Mulawarman	Bontang, Kaltim	East Kalimantan	7,616	4,915	Full Supermarket	Dez.07	Owned
62	R82	Jl. Raya Sesetan	Bali	Bali-NT	11,881	7,610	Full Supermarket	Jun.07	Private
63	R83	Jl. Adi Sucipto	Banyuwangi	East Java	8,599	4,864	Full Supermarket	Jun.07	Private
64	R85	Jl. Jenderal Sudirman	Duri	Sumatra Riau	7,552	6,348	Full Supermarket	Jul.08	JIL
65	R86	Jl. Lintas Timur	Kerinci	Sumatra Riau	6,484	5,513	Full Supermarket	Jul.08	JIL
66	R88	Jl. Jend. Sudirman	Paya Kumbuh	West Sumatera	6,156	3,978	Full Supermarket	Mär.09	Private
67	R89	Jl. Jend. Sudirman	Tebing Tinggi	North Sumatera	9,192	6,437	Full Supermarket	Sep.08	Owned
68	R90	Jl. Jend. Sudirman	Kotabumi	Sumatra Lampung	8,960	4,781	Full Supermarket	Sep-08	Owned
69	R91	Jl Raya Abepura, Kec Jayapura Selatan	Abepura	Papua	11,315	8,735	Full Supermarket	Mai.10	Owned
70	R93	Jl. Latumenten No 33	West Jakarta	Jakarta	3,099	1,994	None	Aug.09	Private

PT Ramayana Lestari Sentosa Tbk.'s List of Stores

NO	CODE	ADDRESS	CITY	REGION	G. SPACE	N. SPACE	SUPERMARKET	OPEN DATE	STATUS
71	R94	Jl. M. Yamin	Samarinda	East Kalimantan	16,266	11,356	SPAR	Aug.10	JIL
72	R96	Jl. HR. Subrantas	Panam	Sumatra Riau	16,850	11,697	None	Dez.10	Owned
73	R97	Jl. Raya Padalarang, Kab. Bandung Barat	Padalarang	West Java	7,739	6,265	Full Supermarket	Mär.11	JIL
74	R98	Jl. Panglima Sudirman	Kediri	East Java	10,320	7,218	Full Supermarket	Jul.11	JIL
75	R99	Jl. Guntur, Kel Pakuwon	Garut	West Java	11,230	10,109	SPAR	Aug.11	JIL
76	R100	Jl. Raya Plered	Cirebon	West Java	11,400	9,600	Full Supermarket	Mär.12	JIL
77	R101	Jl. Z.A. Pagar Alam	Lampung	Sumatra Lampung	10,600	7,957	Full Supermarket	Apr.12	JIL
78	R102	Jl. Pasar Kebayoran Lama	South Jakarta	Jakarta	8,806	8,374	Full Supermarket	Mai.12	Government
79	R103	Jl. Jend Ahmad Yani, Kel Klademak	Sorong	Papua	11,873	11,224	Full Supermarket	Dez.12	JIL
80	R105	Jl. Raya Parung Bogor, Kab. Bogor	Bogor	West Java	8,800	5,700	SPAR	Jul.12	Owned
81	R106	Jl. Siliwangi/ Kamp. Sekarwangi, Cibadak	Sukabumi	West Java	8,138	7,375	Full Supermarket	Nov.12	JIL
82	R107	Jl.H.R Lukman, Link. Kayu Manis	Bogor	Bodetabek	12,656	11,447	Full Supermarket	Mär.13	JIL
83	R108	Jl.Raya Bogor, Cililitan, Jakarta Timur	Jakarta	Jakarta	3,379	3,379	Dry Grocery	Mai.13	JIL
84	R109	Jl. Raya Teratai Putih, Duren Sawit	Jakarta	Jakarta	6,454	5,731	Dry Grocery	Nov.12	JIL
85	R110	Jl. DR. Sutomo, Kel Noyontaan Pekalongan	Pekalongan	Central Java	8,340	8,340	Full Supermarket	Mai.13	Owned
86	R111	Maluku Mall City, Jl Sultan Hassanudin	Ambon	Maluku	4,979	3,041	None	July-13	Private
87	R114	Jl.Bogor Baru Kel Kedaung Jaya	Bogor	Bodetabek	6,410	4,183	SPAR	July-13	JIL
88	R115	Mall Mega Sanur Bulu Kumba, Jl Samratulangi	Bulu Kumba	South Sulawesi	4,300	4,300	Dry Grocery	June-13	Private
89	R119	Mall Dinoyo City Square Jl. MT Haryono	Malang	East Java	9,715	9,208	None	June-15	Private
90	R120	Jl. Slamet Riyadi, Laweyan, Solo	Solo	Central Java	9,376	5,743	None	May-16	JIL
91	R121	Jl. Raya Tajur RT 02/02, Sindangsari, Bogor Timur	Tajur	Bodetabek	4,603	3,043	SPAR	Jun.16	JIL
92	R122	Jl. Raya Pondok Aren, Pondok Betung, Tangerang	Tangerang	Bodetabek	4,007	2,902	None	May-17	Owned
93	R123	Jl. Boulevard kav. 9, Medan Satria, Bekasi	Bekasi	Bodetabek	3,113	2,724	None	May-17	Private
94	R124	Jl. Raya Serang no. 19 RT001/RW01, Cikupa	Tangerang	Bodetabek	7,740	6,155	SPAR	May-17	JIL
95	RB03	Jl. Pemuda; Jl. Jend Sudirman	Salatiga	Central Java	8,400	6,394	Full Supermarket	Mai.02	JIL
96	RB05	Jl. Tipar Gede No. 17	Sukabumi	West Java	10,351	5,708	Full Supermarket	Nov.90	Private
97	RB07	Jl. Pasuketan, Mal Cirebon, Lt. 1	Cirebon	West Java	6,500	4,133	Full Supermarket	Sep.91	Private
98	RB09	Jl. Malioboro No. 124	Jogyakarta	Central Java	5,510	2,502	None	Feb.93	Owned
99	RB10	Jl. Kusuma Bangsa, THR Mal Surabaya	Surabaya	East Java	3,703	2,929	Full Supermarket	Okt.93	Private
100	RB11	Jl. Simpang Lima, Mal Citraland, Lt. 1	Semarang	Central Java	5,875	4,300	None	Nov.93	Private
101	RB12	Jl. Rio No. 1, Cimahi Mekar	Bandung	West Java	5,421	4,416	Full Supermarket	Dez.93	Owned
102	RB13	Jl. Merdeka Timur, Plaza Mataraman	Malang	East Java	13,199	7,597	Full Supermarket	Nov.94	Private
103	RB14	Jl. Taman Jayeng Romo, Jembatan Merah	Surabaya	East Java	6,264	4,683	Full Supermarket	Nov.94	Private
104	RB16	Jl. Gubernur Suryo, Plaza Multi Sarana	Gresik	East Java	14,390	9,044	SPAR	Nov.95	JIL
105	RB17	Jl. Jend. A. Yani 66-74	Jogyakarta	Central Java	6,139	3,871	None	Nov.00	Owned
106	RB20	Jl. Diponegoro No. 103-AI	Denpasar	Bali-NT	10,370	6,620	Full Supermarket	Jul.97	JIL
107	RB21	Jl. Komplek Jodoh, Marina	Batam	Sumatra Batam	9,760	6,069	Full Supermarket	Sep.01	JIL
108	RB22	Jl. Bungur Asih	Surabaya	East Java	9,296	4,415	Full Supermarket	Dez.97	Owned
109	RB23	Jl. Raya Krian, Kompleks Pasar Krian	Sidoarjo	East Java	4,585	3,364	Full Supermarket	Aug.99	Owned
110	RB26	Jl. Wiratno	Tanjung Pinang	Sumatra Batam	15,334	7,332	Full Supermarket	Mai.02	Owned
111	RB27	Jl. Diponegoro	Sidoarjo	East Java	13,000	7,323	SPAR	Okt.01	JIL
112	RB28	Jl. Simpang Tujuh	Kudus	East Java	6,298	4,876	Full Supermarket	Aug.01	JIL
113	RB29	Jl. Jend. Sudirman	Denpasar	Bali-NT	8,568	5,264	Full Supermarket	Okt.01	JIL
114	RB30	Jl. Kawasan Komersil Muka Kuning	Batam	Sumatra Batam	10,915	10,347	Full Supermarket	Aug.02	Private
115	RB31	Jl. Bubutan no 1-7	Surabaya	East Java	4,698	3,539	None	Sep.06	Private
Total					975,301	710,615			

PT RAMAYANA LESTARI SENTOSA Tbk.

INCOME STATEMENT

as of 30 June 2016 & 2017 (Unauditted)

(Expressed in Millions Rupiah)

Description	1H16	% Sales	1H17	% Sales	% Change
REVENUES					
Outright sales	2,765,555	63.3%	2,972,488	59.6%	7.5%
Consignment sales	1,602,992	36.7%	2,013,381	40.4%	25.6%
Cost of consignment sales	1,212,644	27.8%	1,520,948	30.5%	25.4%
Commission on consignment sales	390,348	8.9%	492,433	9.9%	26.2%
TOTAL REVENUES	3,155,903	72.2%	3,464,921	69.5%	9.8%
COST OF OUTRIGHT SALES	1,959,951	44.9%	2,120,786	42.5%	8.2%
GROSS PROFIT	1,195,952	27.4%	1,344,135	27.0%	12.4%
Selling expenses	209,497	4.8%	207,047	4.2%	-1.2%
General and administrative expenses	731,944	16.8%	735,360	14.7%	0.5%
Other income	5,220	0.1%	14,395	0.3%	175.8%
Other expense	9,255	0.2%	1,389	0.0%	-85.0%
INCOME FROM OPERATIONS	250,476	5.7%	414,734	8.3%	65.6%
Finance income	47,064	1.1%	39,732	0.8%	-15.6%
INCOME BEFORE INCOME TAX	297,540	6.8%	454,466	9.1%	52.7%
Income tax expense - net	43,484	1.0%	85,688	1.7%	97.1%
INCOME FOR THE YEAR	254,056	5.8%	368,778	7.4%	45.2%

OPERATING EXPENSES

Description	1H16	% Sales	1H17	% Sales	% Change
Salaries & allowances	323,256	7.4%	332,674	6.7%	2.9%
Electricity & energy	146,325	3.3%	135,422	2.7%	-7.5%
Rental expense (net)	96,384	2.2%	91,593	1.8%	-5.0%
Depreciation	93,190	2.1%	93,656	1.9%	0.5%
Repairs & maintenance	85,981	2.0%	78,503	1.6%	-8.7%
Transportation	43,225	1.0%	32,097	0.6%	-25.7%
Plastic Bags	10,469	0.2%	12,555	0.3%	19.9%
Promotion	48,685	1.1%	60,425	1.2%	24.1%
Credit Card Charges	3,662	0.1%	4,233	0.1%	15.6%
Contributions & retributions	4,545	0.1%	5,889	0.1%	29.6%
Tax and Licence	7,843	0.2%	7,574	0.2%	-3.4%
Insurance	12,053	0.3%	13,332	0.3%	10.6%
Telecommunications	4,545	0.1%	3,143	0.1%	-30.8%
Supplies	19,199	0.4%	18,927	0.4%	-1.4%
Donation & Entertainment	1,952	0.0%	4,811	0.1%	146.5%
Bank charges	2,136	0.0%	1,962	0.0%	-8.1%
Jamsostek	8,453	0.2%	12,141	0.2%	43.6%
Stationery	10,283	0.2%	11,645	0.2%	13.2%
Traveling	7,393	0.2%	8,643	0.2%	16.9%
Security	3,195	0.1%	5,122	0.1%	60.3%
Professional fees	1,074	0.0%	991	0.0%	-7.7%
Others	7,593	0.2%	7,069	0.1%	-6.9%
Total	941,441	21.6%	942,407	18.9%	0.1%

PT RAMAYANA LESTARI SENTOSA Tbk.

BALANCE SHEET

as of 30 June 2016 & 2017 (Unaudited)

(Expressed in Millions Rupiah)

Description	1H16	% Asset	1H17	% Asset	% Change
Current assets					
Cash & cash equivalents	1,270,426	23.9%	1,399,436	24.0%	10.2%
Time deposits	975,674	18.4%	1,403,415	24.1%	43.8%
Short-term investment	33,961	0.6%	118,665	2.0%	249.4%
Account receivable					
Trade	10,656	0.2%	20,389	0.4%	91.3%
Others	40,005	0.8%	32,861	0.6%	-17.9%
Inventories	1,084,274	20.4%	862,153	14.8%	-20.5%
Advances and prepaid expenses	41,514	0.8%	71,840	1.2%	73.1%
Current portion of long-term rent	113,302	2.1%	95,442	1.6%	-15.8%
Total current assets	3,569,812	67.2%	4,004,201	68.8%	12.2%
Non-current assets					
Prepaid fixed assets	1,311,189	24.7%	1,268,043	21.8%	-3.3%
Prepaid Long-term rent - net current portion	353,440	6.7%	467,492	8.0%	32.3%
Security deposits	29,225	0.6%	29,424	0.5%	0.7%
Deferred tax asset - net	39,706	0.7%	40,485	0.7%	2.0%
Other non current assets	6,609	0.1%	13,483	0.2%	104.0%
Total non current assets	1,740,169	32.8%	1,818,927	31.2%	4.5%
Total assets	5,309,981	100.0%	5,823,128	100.0%	9.7%

Description	1H16	% Liab & Equity	1H17	% Liab & Equity	% Change
Current liabilities					
Account payable					
Trade	1,465,049	27.6%	1,812,048	31.1%	23.7%
Others	9,670	0.2%	16,315	0.3%	68.7%
Accrued expenses	45,126	0.8%	34,277	0.6%	-24.0%
Taxes payable	126,146	2.4%	192,674	3.3%	52.7%
Total current liabilities	1,645,991	31.0%	2,055,314	35.3%	24.9%
Non current liabilities					
Estimated liabilities for employees	283,644	5.3%	301,005	5.2%	6.1%
Total non current liabilities	283,644	5.3%	301,005	5.2%	6.1%
Total Liabilities	1,929,635	36.3%	2,356,319	40.5%	22.1%
Stockholders' equity					
Capital stock- Rp50 par value per share					
Authorized - 28,000,000,000 shares; Issued and fully paid- 7,096,000,000 shares	354,800	6.7%	354,800	6.1%	0
Additional paid-in capital - net	117,570	2.2%	132,494	2.3%	12.7%
Treasury share - 373.181.100 shares	-137,739	-2.6%	-339,861	-5.8%	146.7%
Other Comprehensive Income (Loss)	-46,910	-0.9%	-54,430	-0.9%	16.0%
Retained earnings					
Appropriated	70,000	1.3%	70,000	1.2%	0.0%
Unappropriated	3,022,625	56.9%	3,303,806	56.7%	9.3%
Total stockholders' equity	3,380,346	63.7%	3,466,809	59.5%	2.6%
Total liabilities & equity	5,309,981	100.0%	5,823,128	100.0%	9.7%

PT RAMAYANA LESTARI SENTOSA Tbk.

INCOME STATEMENT

as of 31 December 2015 & 2016 (Auditted)

(Expressed in Millions Rupiah)

Description	FY15	% Sales	FY16	% Sales	% Change
REVENUES					
Outright sales	4,788,667	61.5%	5,092,752	61.8%	6.4%
Consignment sales	2,997,527	38.5%	3,141,892	38.2%	4.8%
Cost of consignment sales	-2,253,190	-28.9%	-2,377,607	-28.9%	5.5%
Commission on consignment sales	744,337	9.6%	764,285	9.3%	2.7%
TOTAL REVENUES	5,533,004	71.1%	5,857,037	71.1%	5.9%
COST OF OUTRIGHT SALES	-3,537,000	-45.4%	-3,654,539	-44.4%	3.3%
GROSS PROFIT	1,996,004	25.6%	2,202,498	26.7%	10.3%
Selling expenses	-385,212	-4.9%	-408,190	-5.0%	6.0%
General and administrative expenses	-1,377,266	-17.7%	-1,436,917	-17.4%	4.3%
Other income	19,420	0.2%	15,345	0.2%	-21.0%
Other expense	-2,252	0.0%	-4,582	-0.1%	103.5%
INCOME FROM OPERATIONS	250,694	3.2%	368,154	4.5%	46.9%
Finance income	113,926	1.5%	96,911	1.2%	-14.9%
INCOME BEFORE INCOME TAX	364,620	4.7%	465,065	5.6%	27.5%
Income tax expense - net	-28,566	-0.4%	-56,586	-0.7%	98.1%
INCOME FOR THE YEAR	336,054	4.3%	408,479	5.0%	21.6%

OPERATING EXPENSES

Description	FY15	% Sales	FY16	% Sales	% Change
Salaries & allowances	596,200	7.7%	610,354	7.4%	2.4%
Electricity & energy	289,842	3.7%	285,756	3.5%	-1.4%
Rental expense (net)	195,765	2.5%	195,138	2.4%	-0.3%
Depreciation	185,583	2.4%	186,687	2.3%	0.6%
Repairs & maintenance	138,862	1.8%	166,970	2.0%	20.2%
Transportation	62,260	0.8%	70,075	0.9%	12.6%
Plastic Bags	23,571	0.3%	24,250	0.3%	2.9%
Promotion	83,584	1.1%	97,104	1.2%	16.2%
Credit Card Charges	6,840	0.1%	6,941	0.1%	1.5%
Tax and Licence	25,484	0.3%	26,142	0.3%	2.6%
Insurance	24,260	0.3%	24,712	0.3%	1.9%
Supplies	34,146	0.4%	40,018	0.5%	17.2%
Jamsostek	14,106	0.2%	20,148	0.2%	42.8%
Stationery	17,388	0.2%	23,574	0.3%	35.6%
Traveling	18,642	0.2%	21,875	0.3%	17.3%
Others	45,945	0.6%	45,363	0.6%	-1.3%
Total	1,762,478	22.6%	1,845,107	22.4%	4.7%

PT RAMAYANA LESTARI SENTOSA Tbk.

BALANCE SHEET

as of 31 December 2015 & 2016 (Auditted)

(Expressed in Millions Rupiah)

Description	FY15	% Asset	FY16	% Asset	% Change
Current assets					
Cash & cash equivalents	844,253	18.5%	603,750	13.0%	-28.5%
Time deposits	984,004	21.5%	1,156,855	24.9%	17.6%
Short-term investment	483	0.0%	68,148	1.5%	14009.3%
Account receivable					
Trade	3,652	0.1%	12,025	0.3%	229.3%
Others	29,960	0.7%	39,701	0.9%	32.5%
Inventories	823,909	18.0%	834,400	18.0%	1.3%
Advances and prepaid expenses	23,745	0.5%	23,187	0.5%	-2.3%
Current portion of long-term rent	121,166	2.6%	92,749	2.0%	-23.5%
Total current assets	2,831,172	61.9%	2,830,815	60.9%	0.0%
Non-current assets					
Prepaid fixed assets	1,333,227	29.1%	1,279,282	27.5%	-4.0%
Prepaid Long-term rent - net current portion	342,432	7.5%	454,652	9.8%	32.8%
Security deposits	28,369	0.6%	29,241	0.6%	3.1%
Deferred tax asset - net	33,457	0.7%	45,437	1.0%	35.8%
Other non current assets	6,247	0.1%	7,582	0.2%	21.4%
Total non current assets	1,743,732	38.1%	1,816,194	39.1%	4.2%
Total assets	4,574,904	100.0%	4,647,009	100.0%	1.6%

Description	FY15	% Liab & Equity	FY16	% Liab & Equity	% Change
Current liabilities					
Account payable					
Trade	885,960	19.4%	897,748	19.3%	1.3%
Others	13,598	0.3%	6,442	0.1%	-52.6%
Accrued expenses	29,049	0.6%	43,073	0.9%	48.3%
Taxes payable	32,283	0.7%	61,718	1.3%	91.2%
Total current liabilities	960,890	21.0%	1,008,981	21.7%	5.0%
Non current liabilities					
Estimated liabilities for employees	280,210	6.1%	300,629	6.5%	7.3%
Total non current liabilities	280,210	6.1%	300,629	6.5%	7.3%
Total Liabilities	1,241,100	27.1%	1,309,610	28.2%	5.5%
Stockholders' equity					
Capital stock- Rp50 par value per share	354,800	7.8%	354,800	7.6%	0.0%
Authorized - 28,000,000,000 shares; Issued and fully paid- 7,096,000,000 shares					
Additional paid-in capital - net	117,570	2.6%	132,494	2.9%	12.7%
Treasury share - 208.332.000 shares	-135,846	-3.0%	-339,861	-7.3%	150.2%
Other Comprehensive Income	-47,819	-1.0%	-57,083	-1.2%	19.4%
Retained earnings					
Appropriated	70,000	1.5%	70,000	1.5%	0.0%
Unappropriated	2,975,099	65.0%	3,177,049	68.4%	6.8%
Total stockholders' equity	3,333,804	72.9%	3,337,399	71.8%	0.1%
Total liabilities & equity	4,574,904	100.0%	4,647,009	100.0%	1.6%