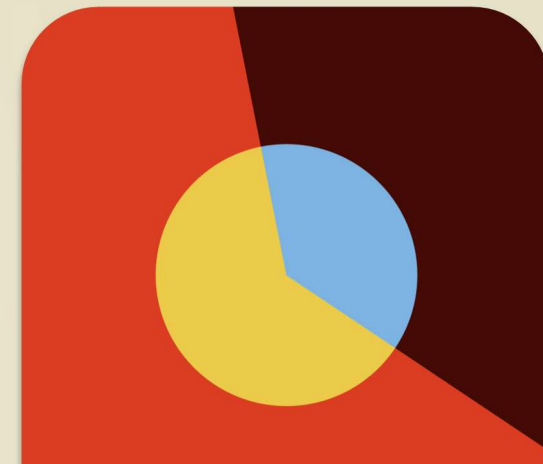


Company Update 1H26

ACES.IJ



DISCLAIMER

Certain information set forth in this presentation contains “forward-looking information”, including “future-oriented financial information” and “financial outlook”, under applicable securities laws (collectively referred to herein as forward-looking statements). Except for statements of historical fact, the information contained herein constitutes forward-looking statements and includes, but is not limited to, the (i) projected financial performance of the Company; (ii) completion of, and the use of proceeds from, the sale of the shares being offered here under; (iii) the expected development of the Company’s business, projects, and joint ventures; (iv) execution of the Company’s vision and growth strategy, including with respect to future M&A activity and global growth; (v) sources and availability of third-party financing for the Company’s projects; (vi) completion of the Company’s projects that are currently underway, in development or otherwise under consideration; (vii) renewal of the Company’s current customer, supplier and other material agreements; and (viii) future liquidity, working capital, and capital requirements. Forward-looking statements are provided to allow potential investors the opportunity to understand management’s beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment.

These statements are not guarantees of future performance and undue reliance should not be placed on them. Such forward-looking statements necessarily involve known and unknown risks and uncertainties, which may cause actual performance and financial results in future periods to differ materially from any projections of future performance or result expressed or implied by such forward-looking statements.

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Ritel perlengkapan rumah tangga dan gaya hidup terkemuka di Indonesia

Kawan Lama Group

Bagian dari KLG dengan pengalaman 70 tahun di industri ini

Ticker Code

ACES

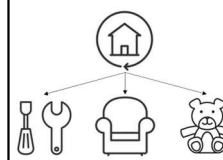
IPO pada tahun 2007 di Bursa Efek Indonesia (BEI)

Merek Ritel



Jaringan luas di seluruh negeri

***274** Stores
662k sqm



Melayani 50.000 SKU

- Perbaikan Rumah
- Gaya Hidup
- Mainan

ruparupa

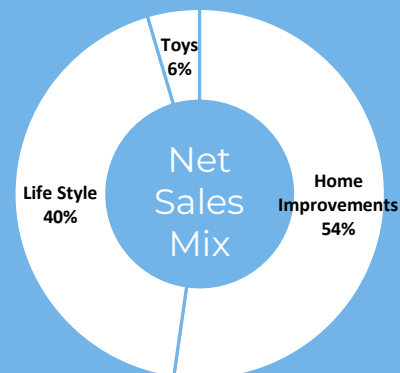
Platform e-commerce dan CRM terintegrasi, didirikan tahun 2019

AHI in numbers

Key Financial Highlight – 1H26

(IDR)

Sales NPAT	4.5tn 390bn
Gross Margin	47.4%
Net Margin	8.6%
ROA	8.8%
ROE	12.0%



ahi

Accolades

All the awards and achievements we've received reflect our unwavering dedication to delivering excellent service to both our customers and stakeholders.



*Jumlah gerai AZKO di akhir Juni 2026

Our stores are present in over **95** cities throughout Indonesia

As of 1H26, AHI owns a total of 274 AZKO stores, 79 Toys Kingdom stores, and 20 NEKA store

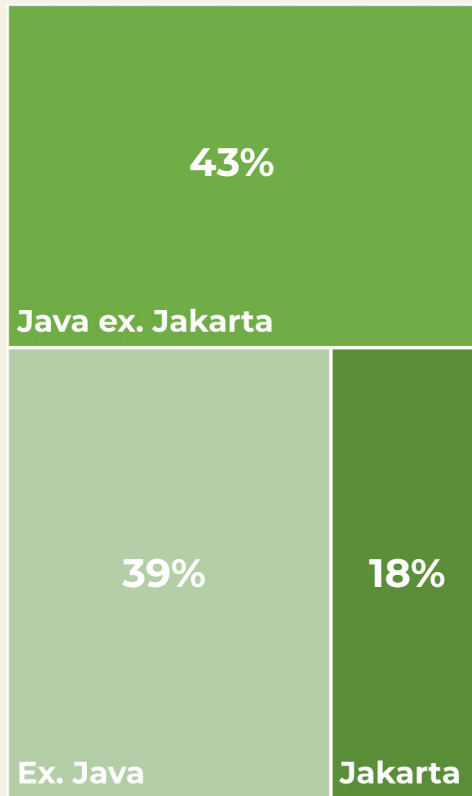




Operational Update

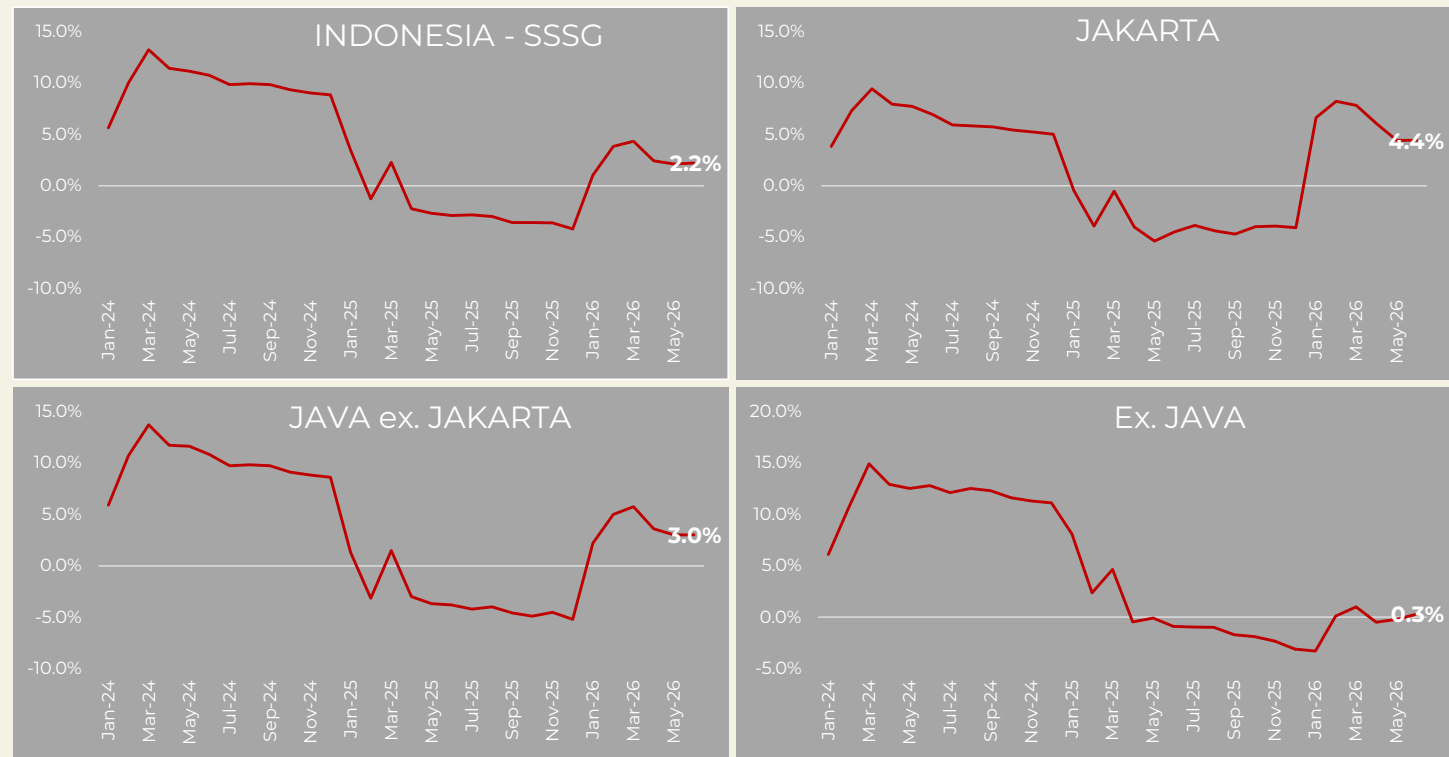
Resilient Purchasing Power Across All Regions in 1H26 vs. 1H25

Sales mix trend by area



■ Jakarta ■ Java ex. Jakarta ■ Ex. Java

SSSG trend per area & National



- 1H26 SSSG came in within our FY2026 guidance of 2–4%, driven by a slight improvement in conversion rate and an increase in basket size, which helped mitigate offset higher cost inflation.

Strategic Expansion with 10 New AZKO Stores Across 5 New Cities in 1H26



Berau, Kalimantan
(Ex Java | 1Q)



TSM, Bandung
(Java excl. Jakarta | 1Q)



Pasuruan
(Java excl. Jakarta | 2Q)



Pekalongan, West Java
(Java excl. Jakarta | 2Q)



Semarang, Central Java
(Java excl. Jakarta | 2Q)



Meruya, West Jakarta
(Jakarta | 2Q)



Timika, Papua
(Ex Java | 2Q)



Bandung, West Java
(Java excl. Jakarta | 2Q)



Kuningan, West Java
(Java excl. Jakarta | 2Q)



Pondok Indah
(Jakarta | 2Q)



Strategic Expansion with 10 New NEKA Stores in 1H26



Lampung Bandar Jaya
(Ex Java | 1Q)



Lampung Ratu DiBalau
(Ex Java | 1Q)



Lampung Urip
(Ex Java | 2Q)



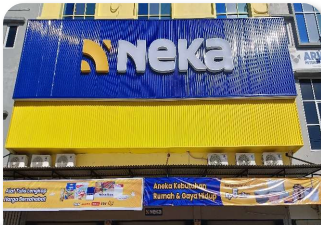
Metro Lampung
(Ex Java | 2Q)



Leuwiliang, Bogor
(Java excl. Jakarta | 2Q)



Cisoka, Tigarasa
(Java excl. Jakarta | 2Q)



M. Isa Palembang
(Ex Java | 2Q)



Kaliurang Jogja
(Java excl. Jakarta | 2Q)



Otista, Subang
(Java excl. Jakarta | 2Q)



Cilendek, Bogor
(Java excl. Jakarta | 2Q)



2Q26 Marketing Activities





Solusi rumah rapi maksimal

STORA

Hingga 5 Mei '26





Bonus
2X Kooin
 untuk produk
 STORA terbaru

Cashback hingga

Rp 500 ribu*

kode voucher **SOLUSIRAPI**
 Berlaku di 

Follow @a2ko.id
 hubungi layanan customer care
 @a2ko.id atau @a2ko.id

Download official e-commerce
 AZKO Indonesia sekarang





Penjaga kualitas udara di segala cuaca

Hingga 2 Juni '26

azko.id

Cashback hingga

Rp 500 ribu*

Kode Voucher:
ANDALANRUMAHIMO

Berlaku di  **Rumahan.com**




[rumahan.com](https://www.rumahan.com)


azko.id

Kunjungi **AZKO** sekarang

Edisi Special

Minggu 30 Juni '26

AZ·KO

BOOM SALE

Harga turun, kualitas tetap naik

INDONESIA - Rabu (24/02/2026) pertama besar-besaran dari AZKO resmi melanda seluruh pasar dengan media berteknologi Indonesia memiliki kesempatan untuk belanja berbagai kebutuhan rumah dan gaya hidup yang lebih hemat hingga 70%, promo beli 1 gratis 1, dan cashback hingga Rp 1 juta di aplikasi kupunya.

azko.id

#AZKOIndonesia

Follow @azko.id

Nunggu layanan customer care

@azko.id @azko.id @azko.id

Download official e-commerce

AZKO Indonesia sekarang

kupunya

100%



az·ko

norium

The Art of Clean Air

1/7

Elevate the air you live in



Neka
Belanja hepi gak mikir lagi!

Serba Ada untuk Berbagai Hobi

Hingga 30 Apr '26

Peralatan Lengkap untuk Berkebun



Aneka Pot Tanaman
Kaca oval
Rp 5.000



Aneka Alat Berkebun
Kaca oval
Rp 8.000



Aneka Tanaman
Ananas
Rp 20.000

Perlengkapan Olahraga Favorit



Aneka Bola
Keras
Rp 60 ribu



Aneka Tali
Sport
Rp 3.000



Tali Skipping
Rp 15.000



Aneka Dumbell
Rp 30.000



Tegel Benang
Rp 35.000



Botol Termos
Wadukada Steel
Rp 50.000



Botol Termos
Sport
Rp 25.000



Handuk Tangan
Rp 2.000



Kacamata Berang Anak
Rp 20.000



Tenda outdoor
Rp 25.000



Neka

Belanja hepi gak mikir lagi!

Koleksi Penyimpanan

Buat Rumah Rapi

Hingga 31 Mei '26



Kotak Penyimpanan Kertas
Rp ~~115.000~~
Rp115.000



Tempat Penyimpanan Makanan
Rp ~~45.000~~
Rp45.000



Bongko Penyimpanan OBOWAD
Rp ~~99.000~~
Rp99.000



Kotak Penyimpanan Lantai
Rp ~~45.000~~
Rp45.000



Kotak Penyimpanan Lantai
Rp ~~60.000~~
Rp60.000



Keranjang Penyimpanan
Rp ~~12.000~~
Rp12.000



Kotak Penyimpanan Lantai
Rp ~~75.000~~
Rp75.000



Rak 3 Tingkat
Rp ~~40.000~~
Rp40.000



Rak 3 Tingkat
Rp ~~50.000~~
Rp50.000



Rak 4 Tingkat
Rp ~~75.000~~
Rp75.000



Rak 3 Tingkat
Rp ~~70.000~~
Rp70.000



Neka

Belanja hepi gak mikir lagi

Siap Kembali ke Sekolah

Hingga 31 Juli '26

Alat Tulis Lengkap Harga Bersahabat

Semua kebutuhan sekolah lengkap di sini










Aneka Beca &dollar
Maket di
Rp 5 ribu



Wadah Penyimpanan
Rp 25.000
Rp23.000



Leot Penyimpanan Alat Tulis
Rp 65.000
Rp70.000



Aneka Pencil Warna
Maket di
Rp 6 ribu



Aneka Silet Altiman
Maket di
Rp 15 ribu



Korset Lipat
Rp 70.000
Rp65.000



Aneka Mekanik
Maket di
Rp 17 ribu







AZKO and NEKA continued to roll out refreshed monthly thematic campaigns. In addition, we actively engaged customers through various community activities.



- Complements the market segment of AHI, with characteristic of **agile, flexible,** and **mass**
- Community engagement strategy and collaboration with local partners
- Focus on outskirts Jakarta and ex-Java
- Store size of **<700 sqm** with MPP structures **<10 employees**
- Offering **>10k SKUs** with **>15 categories**
- Avg. basket size of **IDR 80k – 100k**
- Offering competitive price



★ **Belanja HEPI** ★
★ **Gak Mikir LAGI** ★

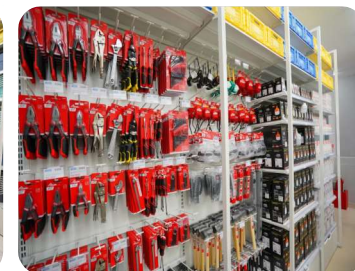
Total 20 stores as per 1H26



Ahmad Yani Serang, Banten



Dramaga Bogor, West Java

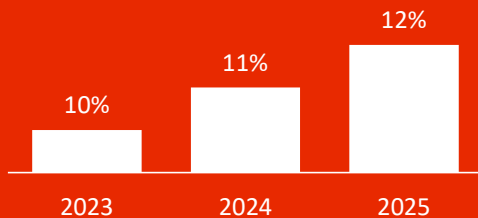


Enhancing customer experience with fresh store concept and elevating online experience



- Introduce a new, fresh concept for Tier-A stores in partnership with professional consultants to enhance the customer experience
- Develop store clusters using customer profiles and local competitive dynamics to optimize product offerings.
- Improve online shopping experience by offering 12-hour live streaming sessions in dedicated new live shopping studios.

AZKO – Online sales contribution

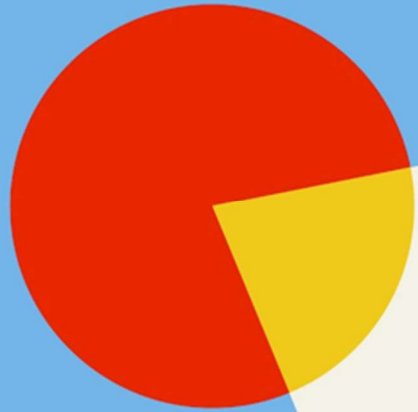


AHI has continued to strengthen omnichannel strategy since the pandemic, resulting in online sales rising from below 5% in 2021 to 12% in 2025.



Online channel partner

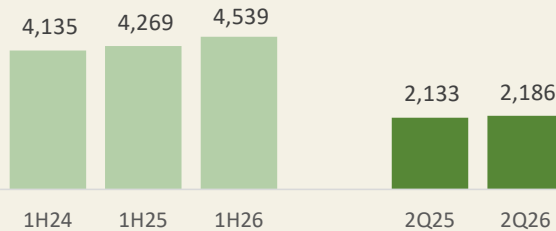




Financial Update 1H26

SALES

(IDR bn)

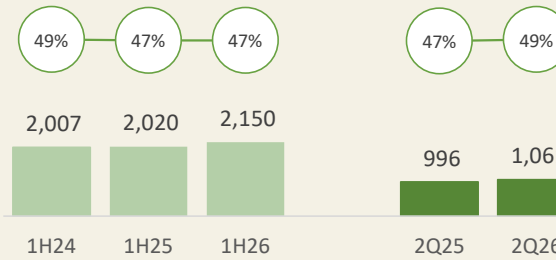


GROWTH (%)

1H YoY : +6.3%
2Q YoY : +2.5%

GROSS PROFIT

(IDR bn / %Margin)



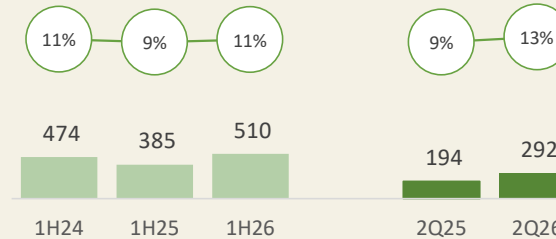
1H YoY : +6.4%
2Q YoY : +6.6%

Solid growth in both sales and profitability through the first half of 2026.

- Sales in the Home Improvement category increased as a proportion of total sales, primarily driven by strong demand for safes and electrical products.
- Gross profit margin increased to 48.5% in 2Q26, driven by higher average selling prices and a favorable product mix.
- Foreign exchange gains also contributed to the improvement in profitability, with EBIT growing 32% YoY and net profit increasing 33% YoY.
- Excluding foreign exchange gains, Core Operating Profit still grew by 7% YoY in 1H26.

EBIT

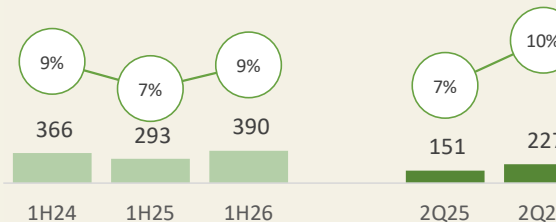
(IDR bn / %Margin)



1H YoY : +32.3%
2Q YoY : +50.8%

NET INCOME ATTRIBUTABLE TO SHAREHOLDERS

(IDR bn / %Margin)

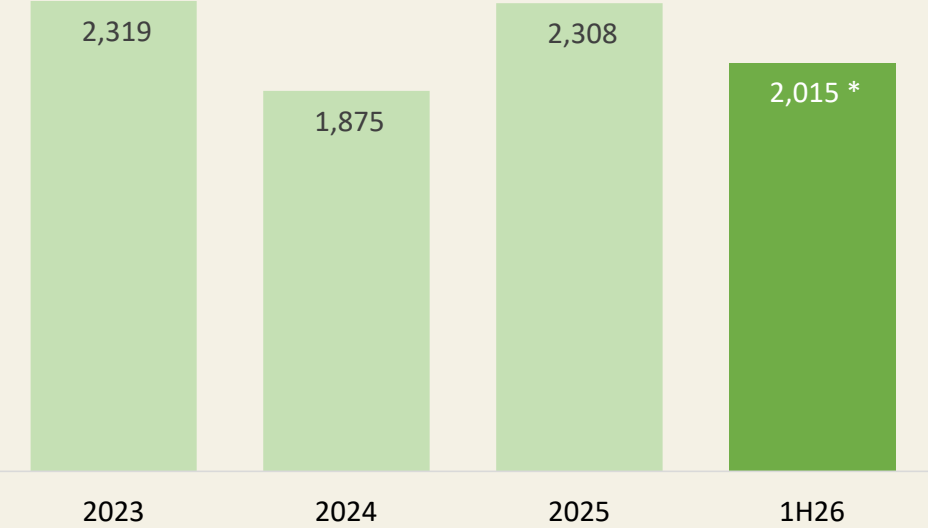


1H YoY : +33.3%
2Q YoY : +49.9%

Liquidity Optimization & Inventory Normalization Outlook

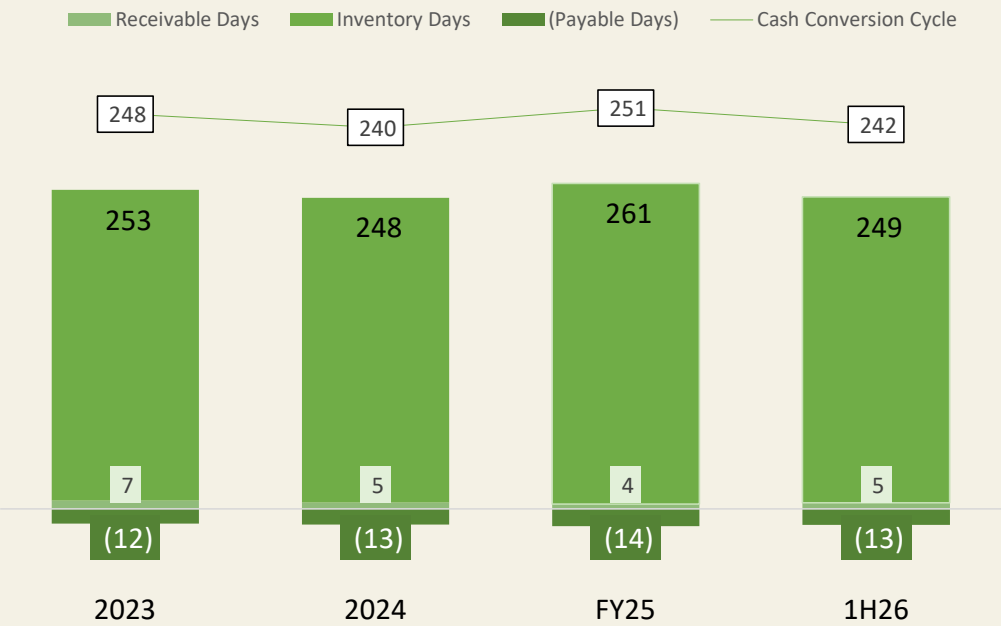


Cash & Cash Equivalent (IDR bn)



* data on 1H26 includes short term investment

Cash Conversion Cycle (in days)



- Inventory days increased to a normalized level of 249 days, in line with our previous guidance, as logistics conditions returned to normal.

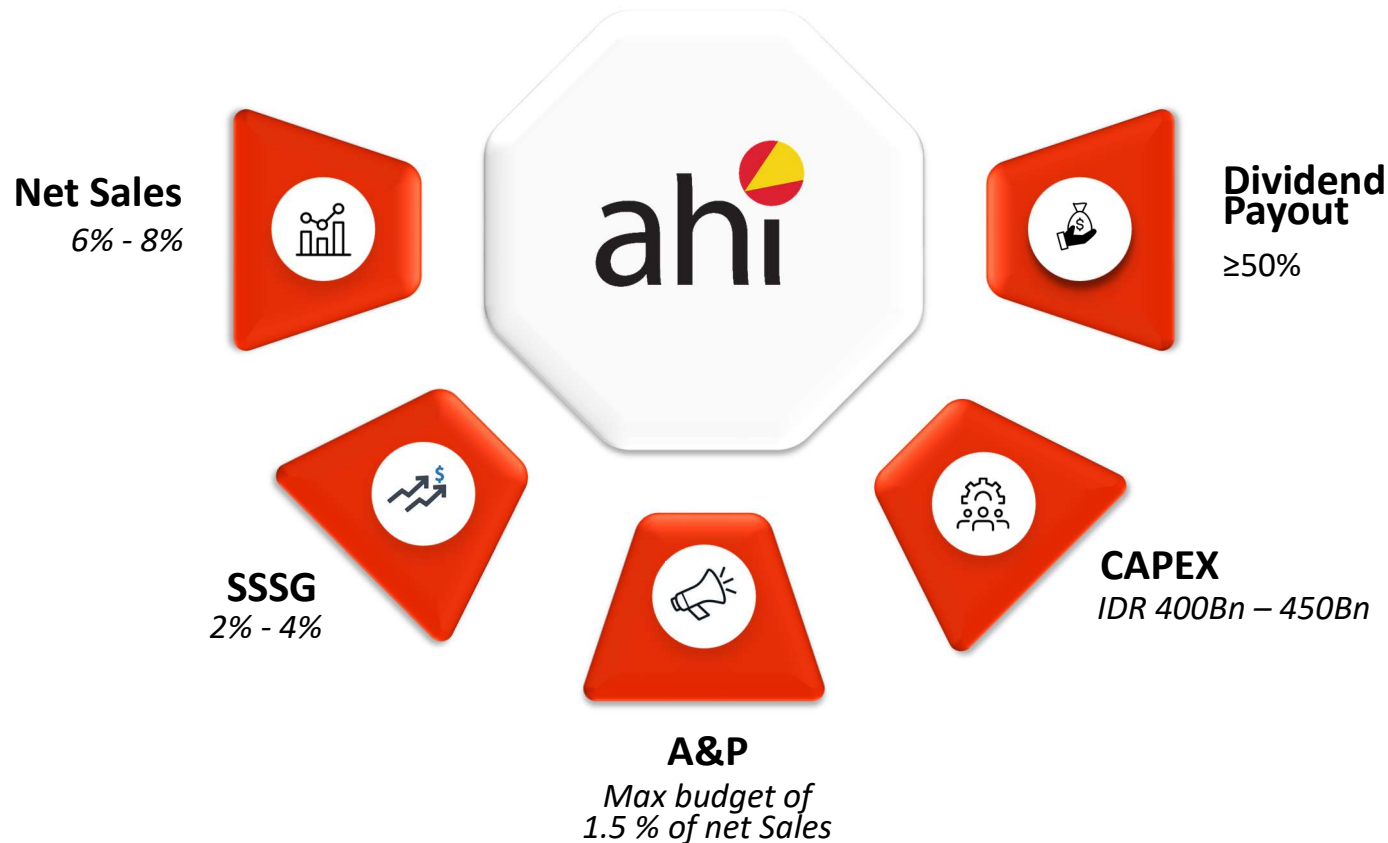


Guidance FY26

Strengthen retail footprint to increase market share across all consumer segments



Guidance 2026



AZKO

- AZKO targeted to open 25-30 new stores
- Unlock the targeted potential of private label products in AZKO.
- Add more online streaming sessions.

NEKA

- Opening 40-50 NEKA stores all across Indonesia



az•Ko