

PT Indomarco Prismaatama 

Table 1. Summary of unaudited 2015 results :

(Figures in Rp bn)	3Q15	4Q15	QoQ	Dec-14	Dec-15	YoY
Sales	13,151.4	13,495.1	2.6%	41,168.0	49,374.6	19.9%
Cost of Goods Sold	(10,681.8)	(10,807.6)	1.2%	(33,192.9)	(39,978.9)	20.4%
Gross Profit	2,469.6	2,687.5	8.8%	7,975.1	9,395.6	17.8%
Gross margin	18.8%	19.9%		19.4%	19.0%	
General and Administration	(499.2)	(535.9)	7.4%	(1,624.9)	(1,965.3)	20.9%
Selling expenses	(1,764.5)	(1,823.3)	3.3%	(5,648.7)	(6,839.0)	21.1%
Other income (expenses)	161.4	211.7	31.2%	417.4	615.0	47.3%
Total operating expense	(2,102.3)	(2,147.5)	2.2%	(6,856.2)	(8,189.3)	19.4%
Operating profit	367.3	540.0	47.0%	1,118.9	1,206.3	7.8%
Operating margin	2.8%	4.0%		2.7%	2.4%	
Total other income (exps.)	(102.9)	(117.9)	14.6%	(300.0)	(417.3)	39.1%
Pretax Profit	264.5	422.1	59.6%	818.9	789.0	-3.7%
Income tax expense, net	(30.7)	(55.7)	81.4%	(109.6)	(76.4)	-30.3%
Net income	233.8	366.4	56.7%	709.3	712.6	0.5%

Indomarco Prismaatama reported consolidated revenues of Rp 49.4 trillion for the period ending December 2015, up 19.9% YoY. Driving this growth is still our new store opening, we opened 1,637 new stores during the period (15.5% YoY), bringing our total number of stores to 12,210 as of end-Dec 2015.

Indomaret's average daily store sales (SPD) during 2015 strengthened to Rp 12.2 m/day up 4.9% from 2014 SPD of Rp 11.6 m/day. Given the government's resolve to 'front-load' 2016 budgetary spending and the relatively mild rainy season due to the el-Nino impact, we do expect potentially better consumer sentiment in the early part of 2016.

Operating expenses went up 19.4% YoY because of higher labor costs and electricity charges. As coal and oil prices have continued to remain weak, we expect electricity charges to stabilize in 2016 easing the pressure on our margins. Minimum wage increases of around 10% - which took effect on 1st January - is likely to raise our labor costs again in 2016, but we estimate its impact to be somewhat neutralized by the continued low fuel prices.

Financing charges for the quarter were Rp 117.9 bn up from Rp 102.9 bn in 3Q15 as we increased our borrowings from Rp 4.1 trillion to Rp 4.3 trillion as of end-Dec 2015. Despite our higher borrowing level, debt-to-equity was still less than 150% and estimated net-debt/EBITDA was only 1.38x.

Table 2. Indomaret's Regional Store Breakdown

(Stores)	2013	2014	2015
Greater Jakarta	3,213	3,447	3,823
Java - Bali	3,844	4,884	5,093
Other Islands	1,757	2,242	3,294
Grand total	8,814	10,573	12,210

Approximately 13% of the stores we opened in 2015 were in Java-Bali, 64% outside of Java and the remaining 23% in the Greater Jakarta area. By the end of 2015, 32% of our stores, or 3,889 stores, were owned by our franchisee partners, 522 franchised stores were opened in 2015.

PT Fastfood Indonesia Tbk (FAST.IJ)


Table 3. Summary of 2015 in-house financial results compared to 2014 audited results:

(Figures in Rpbn)	3Q15	4Q15	QoQ	Dec-14	Dec-15	YoY
Revenues	1,198.8	1,191.2	-0.6%	4,208.9	4,475.1	6.3%
Gross Profit	717.9	726.8	1.2%	2,542.6	2,723.7	7.1%
<i>gross margin</i>	<i>59.9%</i>	<i>61.1%</i>		<i>60.4%</i>	<i>60.9%</i>	
Selling and distribution costs	(595.7)	(570.0)	-4.3%	(1,976.6)	(2,201.5)	11.4%
General and admin exp.	(72.4)	(138.9)	91.9%	(391.3)	(446.1)	14.0%
Others, net	6.6	21.0	218.2%	25.5	44.3	73.7%
Operating profit	56.5	38.9	-31.2%	200.1	120.4	-39.8%
<i>operating margin</i>	<i>4.7%</i>	<i>3.3%</i>		<i>4.8%</i>	<i>2.7%</i>	
Pretax Profit	58.3	41.5	-28.8%	211.4	130.0	-38.5%
Income tax expense, net	(12.7)	20.4	-260.6%	(59.4)	4.2	-107.1%
Net income	45.6	61.9	35.7%	153.0	134.2	-12.3%
EPS (Rp)	23	31	34.8%	76.2	67.0	-12.1%

For the period ending December 2015, revenues grew 6.3% yoy to Rp 4.48 trillion as we added 40 net outlets during the year, an 8.2% increase over the past year and a little higher store productivity as SSSG grew by 1.1% YoY. F&B sales grew 6.5% compared to the previous year whilst CD consignment sales grew from Rp 173.9 billion in 2014 to Rp 199.7 billion this year. We did not increase prices in 2016 as our consumers were already feeling the pressure of the economic slowdown all throughout 2015. We managed to maintain our gross margin as chicken prices were also relatively stable all throughout the year.

Despite the additional 40 outlets, our total employees was reduced to 16,345 as of end 2015 from 16,902 as of end 2014. This was primarily due to the productivity enhancement program launched starting two years ago, thereby reducing the average total manning level in each outlet. However, due to the significant increase in Indonesian Regional Minimum Wage, our average salaries increased by approximately 11.3% compared to the previous year. Along with increases in utility costs and coupled with underachievement in targeted revenues of about 11%, our operating margin came under pressure and fell to 2.7% from 4.8% in 2014.

During the year, new COB (Chicken on the Bone) product - Red Hot Chicken - was introduced and was very well accepted by consumers because of its spicy flavor complemented with a mixture of Szechuan sauce. Several other new products were introduced, particularly in 'goceng' (Rp 5,000/piece) and 'praktis' menu categories as well as in Home Delivery and KFC Coffee business units. Value offerings were continuously offered during the year with "Jagonya Ayam 1" (consisting of 1pc of drumstick, 1 rice and 1 drink) as well as "Jagonya Ayam 2" (consisting of 2 pcs of wings, 1 rice and 1 drink) and promotions in the form of free products and souvenir items for Drive-Thru business units.

Table 4. KFC's restaurants breakdown by asset type

Store Type	2013	2014	2015
Free Standing Stores	66	76	91
In-line Stores	152	163	183
Mall stores	209	213	220
Food-court Stores	39	38	39
Box	-	3	7
Total	466	493	540

The total number of outlets in the network by the end of 2015 was 540 units, 47 more than in the previous year (a total of 40 net new restaurants were opened during the year, plus 3 new outlets to replace permanently closed stores and 4 box units). By the end of 2015, we have opened 4 units of KFC Box (scaled-down model) and their performances were generally good. We are planning to continue expanding our network in 2016 through a net addition of approximately 40 outlets under the regular store format as well as 'Box', depending on the final mutual agreement with our Franchisor.

PT Nippon Indosari Corpindo Tbk (ROTI.IJ) 
Table 5. Summary of *unaudited* 2015 results :

(Figures in Rp bn)	3Q15	4Q15	QoQ	Dec-14	Dec-15	YoY
Sales	530.3	605	14%	1,880.3	2,174	15%
Gross Profit	280.5	325	16%	901.4	1,154	28%
<i>gross margin</i>	<i>52.9%</i>	<i>53.7%</i>		<i>47.9%</i>	<i>53.2%</i>	
Selling and Distribution Costs	(129.6)	(186.9)	44%	(482.5)	(594.9)	28%
General and Admin Exp.	(55.5)	(65.9)	19%	(156.3)	(211.4)	22%
Others	11.0	12	0.9%	36	42	17%
Total operating expense	(174.1)	(240.8)	38%	(638.8)	(764.3)	20%
Operating profit	106.4	84.2	-21%	298.6	389.7	31%
<i>operating margin</i>	<i>20.1%</i>	<i>13.9%</i>		<i>15.9%</i>	<i>18.3%</i>	
Total Other income (exps)	(14.2)	26.8	89%	(46)	(21.7)	-53%
Pretax Profit	92.2	111	20%	252.8	368	46%
Income tax expense, net	(22.9)	(28)	22%	(64.2)	(92)	43%
Net income	69.3	83	20%	188.6	276	46%
EPS (Rp)	14	17	21%	37.3	55	47%

For the period ending December 2015, ROTI recorded a 15% YoY increase in sales to Rp 2.714 trillion (unaudited) similar to the growth rate recorded in 2014, indicating the continued strength of Sari Roti brand in the market.

Quarter-over-quarter sales grew by 14% to Rp 605 billion, the quarter's growth was also very encouraging given there was no price hike in 2015. Gross margin improved from 52.9% in Q3 to 54% in Q4, a 1.1% YoY gross margin improvement for the year. Going forward, we will continue our investments in Sari Roti brand to enhance its equity.

We added 8 new sandwich production lines to meet the increasing consumer demand, bringing our total production lines to 60 by the end of 2015.

Our gross profit margin reached the highest level in five years at 53.2%, mainly due to the lower raw material cost. The effect of higher gross profit margin trickled down to operating level, boosting our operating margin to 18.3% in FY15 (vs 14% in FY14), resulting in net profit margin improvement by 28% to 12.8% in FY15. The Advertising and Promotion budget for 2015 remained at around 5% of sales, the budget was intended to support our brand promotion and sales enhancing activities throughout the year. Despite the relatively tighter monetary condition in 2015, we managed to keep our borrowing costs low, thanks mainly to our 2013 and 2015 bond issues at 8% and 10% coupon rates respectively.

PT Mega Akses Persada 
Table 1. Summary of *unaudited* 2015 results :

(Figures in Rp bn)	3Q15	4Q15	QoQ	Dec-14	Dec-15	YoY
Sales	2.1	3.8	74.7%	1.1	8.1	n.m
General and Administration	(3.4)	(5.2)	51.9%	(0.5)	(12.3)	n.m
Selling expenses	(0.9)	(0.5)	-42.5%	0.0	(2.4)	n.m
Other income (expenses)	0.0	0.0	n.m	0.0	0.0	n.m
Total operating expense	(4.3)	(5.7)	32.6%	(0.5)	(14.8)	n.m
Operating profit	(2.1)	(1.9)	-10.2%	0.6	(6.7)	n.m
<i>Operating margin</i>	<i>-98.6%</i>	<i>-50.7%</i>		<i>52.5%</i>	<i>-82.9%</i>	n.m
Total other income (exps.)	(4.2)	(1.6)	-63.3%	(0.1)	(5.7)	n.m
Pretax Profit	(6.4)	(3.5)	-45.6%	0.5	(12.4)	n.m
Income tax expense, net	0.0	0.0	n.m	(0.0)	0.0	-100.0%
Net income	(6.4)	(3.5)	-45.6%	0.5	(12.4)	n.m

Mega Akses Persada (MAP) reported a consolidated revenue of Rp 8.1 billion for the period ending December 2015, up 74.7% QoQ. We commenced our operations in September 2014 making YoY comparison less meaningful.

As of end-2015, we have deployed our network of optical fiber cable in 23 Indonesian cities, with a total length of about 800 km. We started with deployment in Java and Sumatra during the first phase of our roll-out plan. As of the end of 2015, we have over 1,500 users connected to our network with an ARPU of Rp 820 thousand for the year or Rp 903 thousand in the 4Q alone. MAP accounted for about 58.5% of 2015 Indoritel consolidated revenues.

PT Indoritel Makmur Internasional Tbk. (DNET.IJ)

Table 6. Summary of unaudited consolidated 2015 results :

(Figures in Rp bn)	3Q15	4Q15	QOQ%	Dec-14	Dec-15	YOY%
Sales	2.6	4.7	78.8%	1.9	9.2	377.5%
Share of profit of associates	128.0	208.5	62.9%	383.3	422.4	10.2%
Selling expenses	(1.1)	(0.7)	-32.8%	(1.0)	(2.3)	119.6%
General and administrative	(9.1)	(11.1)	21.3%	(13.6)	(28.3)	108.8%
Other expenses (income)	(0.3)	(0.1)	-65.4%	(1.7)	(1.0)	-39.6%
Total operating expense	117.5	196.6	67.3%	367.0	390.7	6.5%
Operating profit	120.1	201.3	67.6%	368.9	399.9	8.4%
Non-operating Income (expenses)	6.8	4.0	-41.0%	23.6	26.4	12.2%
Pretax Profit	127.0	205.3	61.7%	392.5	426.4	8.6%
Income tax expense, net	(0.0)	(0.0)	0.0%	0.1	(0.0)	-104.4%
Net income	127.0	205.3	61.7%	392.6	426.4	8.6%
EPS (Rp)	9.0	14.5	61.7%	27.7	30.1	8.6%

Revenues went up 377.5% yoy during the period ending December 2015 from Rp 1.9 bn to Rp 9.2bn, mostly due to consolidation of our new subsidiary - PT. Mega Akses Persada ("MAP") - from 1st August 2015. We acquired new shares of MAP on July 22, 2015.

Associate contributions went up 10.2% yoy as Indomarco Prismatama continued with its new store roll-out plan and Nippon Indosari's strong performance. Non-operating income consisted mainly of interest income. As of December 2015, we had a total cash balance Rp 293.7 billion.

ND95 had 916 installs all throughout Indonesia as of end-December 2015, of which, 30 were new installs. ND95 accounted for about 39.9% of unaudited consolidated revenues.

The remaining 1.6% of revenue was generated by our ecommerce division - Ogahruigi.com. This site saw registered membership went up 6% YoY in 2015, of which 6,458 members were active at the end of 2015. We added 1,720 new members since end-September 2015. Total number of merchants as of December 2015 was 1,376. We added 70 new merchants in 2015.