

Announcement

31 October 2025

PT DFI RETAIL NUSANTARA TBK NINE MONTHS RESULTS ENDED 30 SEPTEMBER 2025

The following announcement was issued today by the Company's 89.3%-owned subsidiary, PT DFI Retail Nusantara Tbk.

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Tangerang Selatan, 31 October 2025

PT DFI RETAIL NUSANTARA TBK
NINE MONTHS RESULTS ENDED 30 SEPTEMBER 2025

Highlights

- Net revenue grew 4% year-on-year to Rp 3,511 billion, driven by strong Lebaran Festive sales
- Profit from continuing operations increased by 46% year-on-year to Rp 35 billion, driven by stronger profitability across business segments
- Health and Beauty delivered double-digit sales and profit growth
- Improved IKEA profitability supported by effective cost-saving initiatives

Results

	Unaudited NINE MONTHS		Change
	2025	2024	
	Rp billion	Rp billion	%
Net Revenue	3,511	3,380	4
Gross Profit	1,622	1,431	13
Profit from Continuing Operations	35	24	46
Reported Profit	70	184	-62
	Rp	Rp	%
Profit Per Share from Continuing Operations	9	6	50
Reported Profit per Share	17	44	-62

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PRESIDENT DIRECTOR'S STATEMENT

Introduction

The Company reported improved financial results for the nine months ended 30 September 2025, primarily driven by robust festive season sales and strong performance of Guardian. Despite a soft trading environment in home furnishings, IKEA reported narrowing losses compared to the same period last year, benefitting from lower supplier costs and effective implementation of cost-saving initiatives. This resulted in an improved profit from continuing operations of Rp 35 billion for the period ended 30 September 2025. Net profit was Rp 70 billion, down 62% year-on-year, due to a one-off gain on disposal of properties and Hero Supermarket in the same period last year.

Company Performance

Net revenue for the period ended 30 September 2025 reached Rp 3,511 billion, representing a 4% year-on-year increase. Profit from continuing operations was Rp 35 billion, a significant improvement from Rp 24 billion profit in the prior comparable period, supported by Guardian's strong performance and narrowing losses at IKEA.

Guardian continued to deliver double-digit growth in sales and profit for the first nine months of 2025. Like-for-like sales increased by 9% year-on-year, led by higher footfall in premium malls and tourist locations. Guardian continues to accelerate growth by enhancing its health and beauty proposition, expanding its store footprint, advancing omnichannel integration and capturing market share to increase accessibility for customers.

Despite continued softness in home furnishings demand, lower supplier costs, disciplined cost control and operational improvements resulted in narrowing losses at IKEA compared to the same period last year. The team remains focused on driving sales growth through initiatives such as enhanced affordability, improved product range relevance, expanded food offerings, and growth of digital footprint through Shopee.

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Business Update

The Company completed the sale of two properties in June 2025, further strengthening its financial position.

Prospects

The Company expects the Health and Beauty business to maintain its strong growth momentum, despite ongoing uncertainty regarding the recovery of the Home Furnishings business. With a sharpened strategic focus, the Company is well positioned for sustainable growth in the medium to long term.

Hadrianus Wahyu Trikusumo

President Director

31 October 2025

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