



PRESS RELEASE

MULTIPOLAR BOOKS Rp 17.1 TRILLION IN CONSOLIDATED SALES AGAINST THE BACKDROP OF CHALLENGING DOMESTIC RETAIL

(3 April 2018) PT Multipolar Tbk ("Multipolar", IDX: MLPL) today files its full-year 2017 consolidated financial report reporting a total sales of Rp 17.1 trillion. This sales is largely contributed by MPPA, Multipolar Technology and Mbiz subsidiaries. However, in the midst of a challenging domestic retail condition in 2017, Multipolar records a net loss of Rp 1.2 trillion (Rp 1.8 trillion including non-controlling interests). This loss is largely attributed to the losses booked at a few of its subsidiaries and associates, among others MPPA and First Media, while other subsidiaries and associates record stable and improving performance.

2017 was a challenging year for the domestic retail industry. A decline in consumption is felt by the majority of retailers, with MPPA which books a sales of Rp 12.6 trillion being of no exception. To overcome these challenges, MPPA's management has taken several strategic measures, including more competitive pricing, optimization of merchandise offering, and operational efficiency. In executing these measures, in 2017 MPPA consolidated its financial structure to put itself in a stronger position in the near future.

In the TMT (Technology, Multimedia and Telecommunications) segment, Multipolar's associate First Media (IDX: KBLV) books a consolidated sales of Rp 982 billion in 2017.

Multipolar is confident that the performance of these two businesses will improve as the domestic economy improves and the relatively new businesses grow stronger.

Despite the challenging domestic retail condition in 2017, Matahari Department Store ("MDS", IDX: LPPF) manages to achieve a slight sales growth to Rp 17.5 trillion. MDS adds eight new stores in 2017, bringing its total operating stores to 155 in 73 cities across Indonesia.

Multipolar Technology (IDX: MLPT) is also able to increase its consolidated revenue to Rp 2.1 trillion in 2017. Along with subsidiaries such as Visionet Data Internasional and Graha Teknologi Nusantara, MLPT maintains its position as one of the leading players providing IT-based solutions such as system integration, managed services, as well as IT consulting and data center services.

Multipolar's other subsidiaries and associates such as Nadya Putra Investama, Matahari Pacific, Multifiling Mitra Indonesia and Timezone continues to contribute positively to its financial performance.

Multipolar, a Lippo Group company, is a diversified holding company focused on the retail and TMT (Technology, Multimedia and Telecommunications) segments. In retail, it owns 50.2% of Matahari Putra Prima (MPPA) and 17.5% of Matahari Department Store, the largest hypermarket network and the largest department store in Indonesia, respectively, as well as other retail ventures. In TMT, Multipolar owns 80% of Multipolar Technology, a premier IT systems integrator, outsourcing and services provider, 33.8% of First Media, the country's largest fiber-optic internet broadband and cable TV network and operator, as well as other interests in the TMT sector.

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