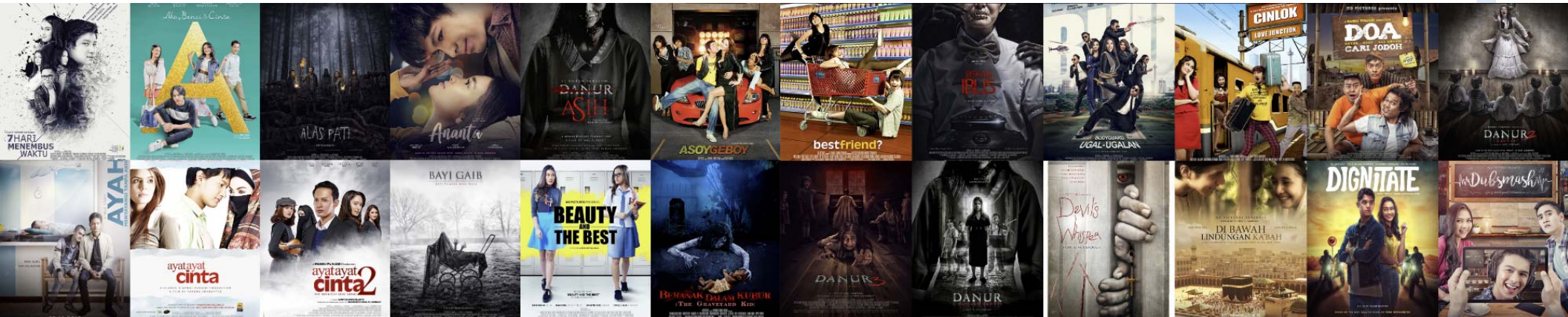




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MD pictures PT MD PICTURES TBK

CORPORATE PRESENTATION
2023 MAY / Q1 2023 YTD SUMMARY



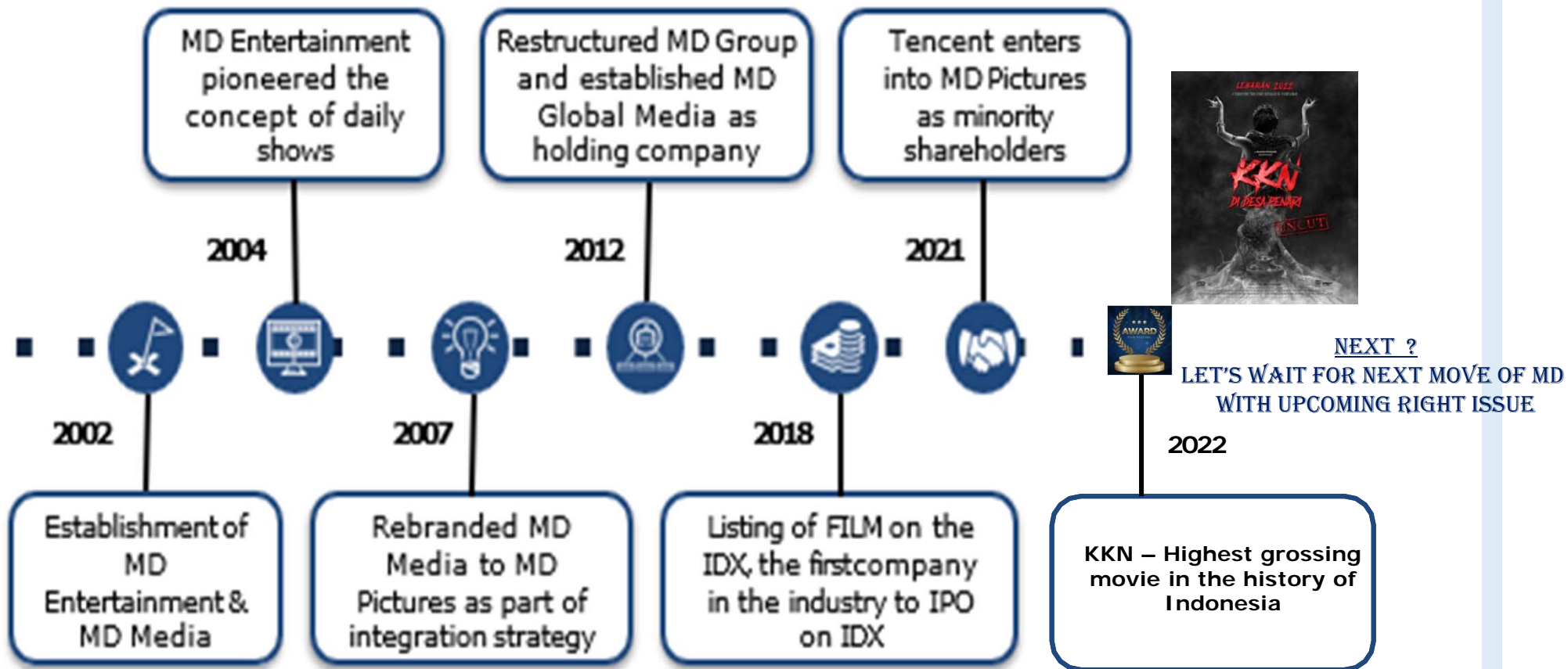
SECTION I

BUSINESS MILESTONES



FILM's business milestones

>> More than 20 years of successful track record on content production



SECTION II

COMPANIES WEALTH & CONSISTENT SUCCESS

FILM's wealth of valuable assets –Movies (1/4) -Consistency

With more than **180 movies** released and **combined over 80 million tickets sold**, including KKN: Di Desa Penari, Indonesia's top grossing movie of all time, also setting box office records across Malaysia and Singapore.



FILM's wealth of valuable assets –Movies (2/4)



FILM : After a very successful box office in 2022 with the release of **KKN** (highest grossing title in the history of Indonesia).
 2023 : With the release of **Sewu Dino**, FILM again at the top of the box office chart for 2023 and still counting.

2023

Release in April 2023, more than 4.3jt ticket nonton and still counting

Peringkat	Judul	Produksi	Penonton
1	<i>Sewu Dino</i>	MD Pictures	4.344.901
2	<i>Waktu Maghrib</i>	Rapi Films	2.409.112
3	<i>Buya Hamka Vol. I</i>	Falcon Pictures, Starvision Plus	1.203.619
4	<i>Khazab</i>	Dee Company	1.135.222
5	<i>Jalan yang Jauh, Jangan Lupa Pulang</i>	Visinema Pictures	866.367
6	<i>Mangkujiwo 2</i>	MVP Pictures	555.934
7	<i>Bayi Ajaib</i>	Falcon Pictures	434.228
8	<i>Perjanjian Gaib</i>	Maxima Pictures	352.740
9	<i>Hidayah</i>	Pichouse Films	333.982
10	<i>Bismillah Kunikahi Suamimu</i>	MD Pictures	273.231

Digital

2022

Cinema



FILM's wealth of valuable assets – Multiple Exclusive Movies OTT (3/4)



Platform: Disney+Hotstar



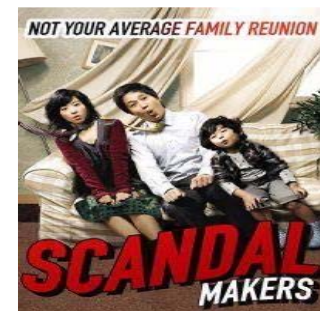
Platform: Disney+Hotstar



Platform: Amazon Prime



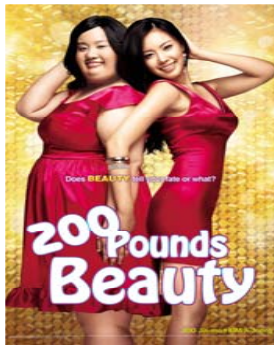
Platform: Disney+Hotstar



Platform: Amazon Prime



Platform: Disney+Hotstar



Platform: Amazon Prime



Platform: Disney+Hotstar



Platform: Amazon Prime



FILM's wealth of valuable assets – (4/4) New Original Series for the Online Revolution



+ Many more high quality digital series in production for multiple platforms with a 2023 release!

SECTION III

KEY INVESTMENT HIGHLIGHTS



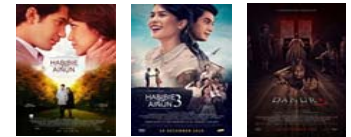
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KEY INVESTMENT HIGHLIGHTS – (1/2)

A rare opportunity to participate in Indonesia's rising motion picture industry

1 Award-winning content library to support growth

- Vast film library of more than 180 titles, including 23 award winners
- Country's top producer of highest-rated TV "sinetron" drama series, with over 10,000 hours of TV productions, now also producing online original series for the growing OTT market
- At least 7-12 theatrical releases per year in the last few years. Market share consistently of the Indonesian box office above 1/4th (~29% in 2022)



2 Theatrical film distribution poised to grow

- Total box office ticket for 2022 in Indonesia film reached 54 million which is the highest in any previous years (i.e. both pre or post pandemic)
- Previous highest total box office was in 2019 when the total box office in Indonesian film reached 51.9 million
- With the rising middle class, media industries has rare opportunity to participate in Indonesian's rising motion picture Industry

3 Well positioned to capture Indonesia's fast growing OTT market

- Moved aggressively beyond the big screen to monetize its content in multiple revenue streams, including Direct To OTT Content, Original Series, and Ongoing Library and Current Film Licensing
- Secured multi-year licensing contracts with all major online platforms, including Disney+Hotstar, Viu, WeTV, Netflix, iFlix, MOX, MAXstream, and iTunes
- Digital sales have grown multiple times in last two years. This is a huge opportunity for MD as a production house



KEY INVESTMENT HIGHLIGHTS – (2/2)

A rare opportunity to participate in Indonesia's rising motion picture industry

4 Leading local producer catering to Indonesia's preference of local content

- Local content accounted for 41% of Indonesia's film market share in 2019 and grown to more than 50% in 2022
- Within the local film market, the MD remained as Indonesia's top producer
- The Company is proactively strengthening its market leading position. In the medium term, the Company aims to reach 30-40% of market share by:
 - expanding production to directly theatrical film releases, Direct To OTT feature films, and direct OTT Original Series every year
 - acquiring smaller companies with potential and talent
 - adding on its production pipeline and content library by acquiring quality content and IP

5 Experienced production team and talent and internal ecosystem

- Equipped with its own experienced production team and employees, together with access the whole MD group ecosystem

6 Under – served Indonesia cinema market

- Indonesia has a relatively small number of cinemas and screens per capita, with huge unmet demand due to the lack of screens in Indonesia and concentration of cinemas in big cities

7 Burgeoning foreign investment and supporting local policies

- Government revised its negative list in 2016 to support the development of motion picture industry and the entire upstream to downstream of the industry have been opened up for 100% foreign ownership
- Local policies requires at least 60% of films screened annually to be local



SECTION IV

MARKET AND INDUSTRY UPDATES



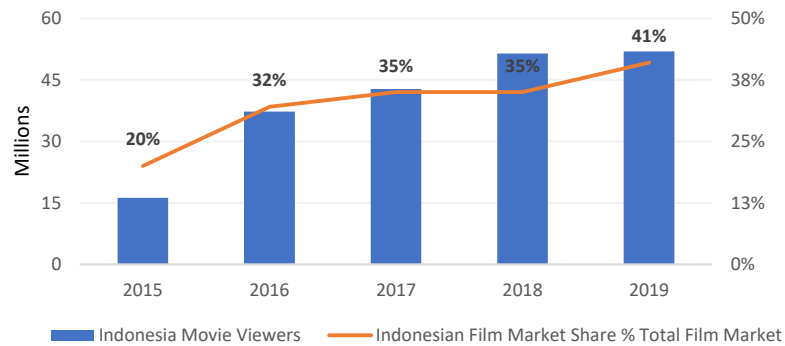
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LOCAL TASTE – (1/2)

Unwavering preference for local content

Preference for local films

- In Indonesia, local movies viewers accounted for 41% of total movie viewers in 2019 increasing from 32% in 2016
- Within local movie market, the Company secured the highest number of viewers
- Indonesia box office 2022 for Indonesian film is **54 million** (> 50% of the total Indonesian box office. Second time in the history Indonesian box office, total box office of Indonesian movies above 50 million

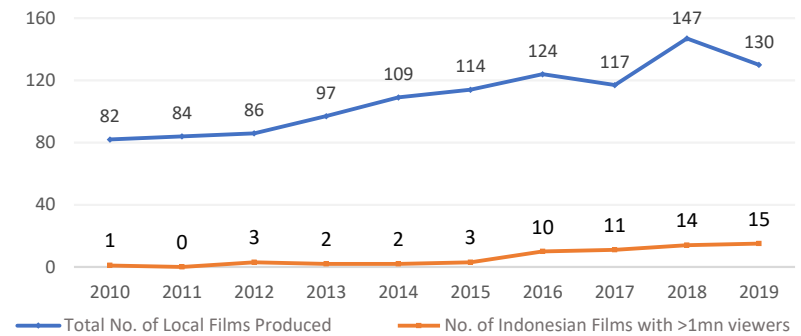


Source: Company; uns.nesco.org



Increasing production of Indonesian films with >1mn views

- Only 1 local film recorded sale of more than a million tickets in 2010
- 10 local films recorded over one million ticket sales in 2016
- 15 local films recorded over one million ticket sales in 2019
- **14 local films recorded over one million ticket sales in 2022**



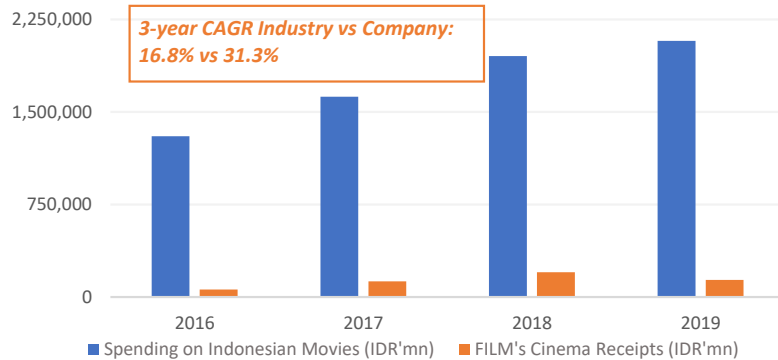
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BOX OFFICE SUCCESS – (2/2)

In 2022, multiple local films were released with a total view of 54 million, of which the MD garnered 15.5 mn viewers, the highest in the market

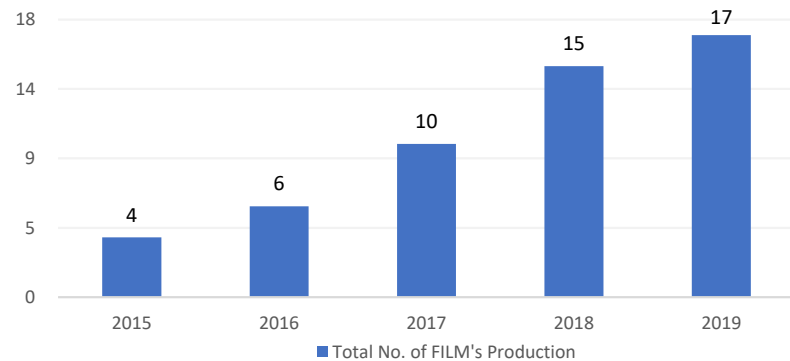
Gaining popularity of the Company's production

- Total ticket sales from local movies reached IDR2.1tn, recording a 3-year CAGR of 16.8% from 2016 to 2019
- The Company outperformed the local movie industry in terms of total ticket sales with a 3-year CAGR of 31.3% from 2016 to 2019



Growing market share of local movie viewers

- The Company is able to secure at least 15.5 mn ticket admissions in 2022. Vs total box office Indonesia movies 54 mn.
- MD market share of ~29% (2022), highest in the market.**
- In 2019, the Company garnered 9.3 mn movie viewers, which accounted for ~18% of local movie viewers, the highest in the market.



Source: filminonesia.or.id



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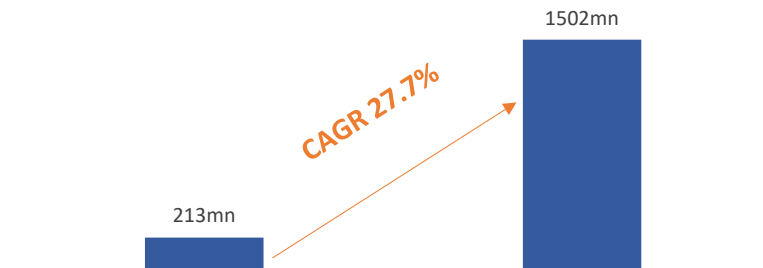
AGE OF ONLINE STREAMING

New paradigm of content consumption

Growing internet consumption



Increasing demand of OTT services



Partners



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LOCAL CONTENT IS DRIVING IMPRESSIVE SUBSCRIBER GROWTH

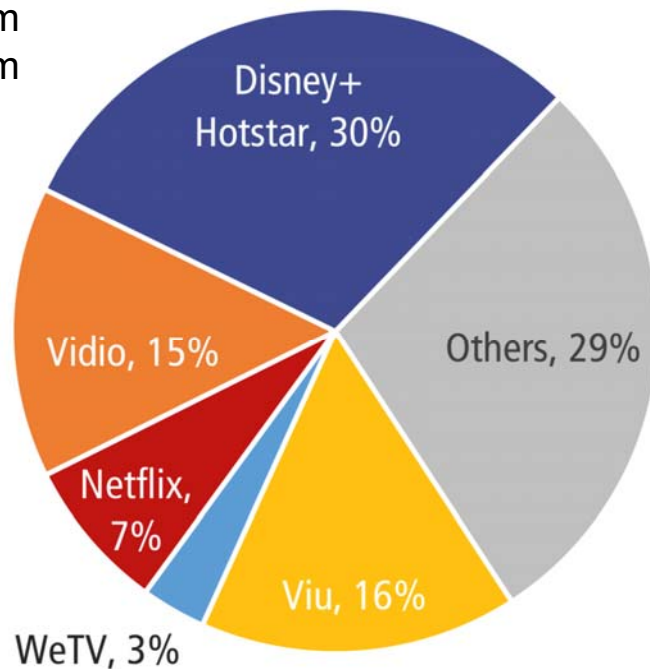
Paid Subs

2020 : 7.5 m

2021 : 15.8 m

2022f : 20.3 m

OTT Subscription Growth in Indonesia



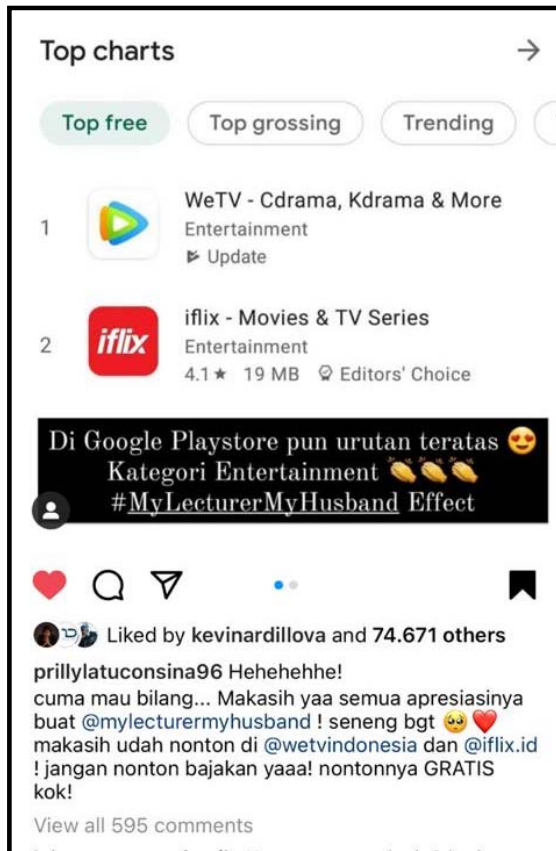
- Indonesia is Southeast Asia's largest streaming market, generating **US\$725m** in subscription revenue in 2021.
- Indonesia had 15.8m paid SVOD subscribers at year-end 2021, doubling the number of paying subs a year prior.
- Local content played a major role in subscriber acquisition for all platforms.
- MD Pictures' Original Series Antares and Layangan Putus were WeTV's most watched series in 2021
- MD Pictures' Surga Yang Tak Dirindukan 3 was Disney+Hotstar's most watched local film.

Source: Media Partners Asia (MPA). Mar 2022



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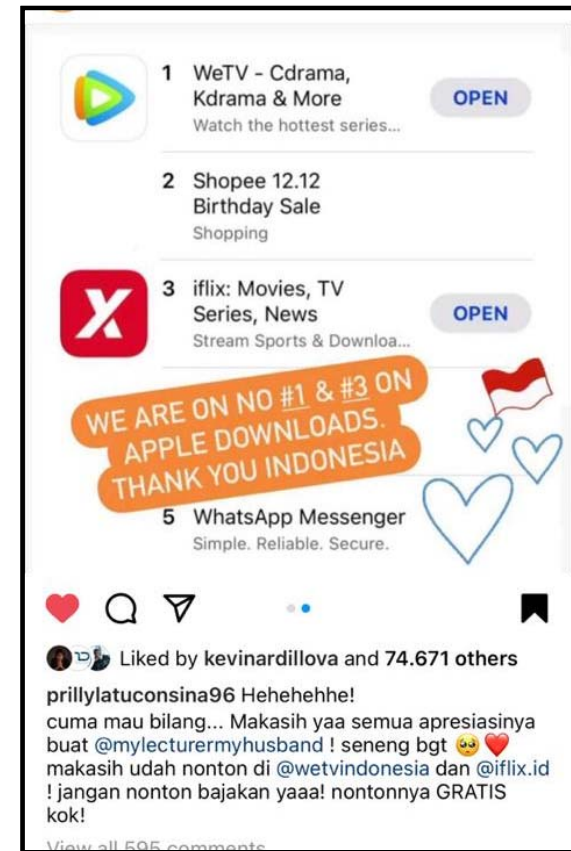
POWER OF MD CONTENT



The week we released our first drama series to Tencent, WeTV became the most downloaded app on both

Google Playstore & Apple Store!

and IFlix became #2 & #3!



LAYANGAN PUTUS FLIES HIGH GLOBALLY



United States #1
Indonesia #1
Malaysia #1
Netherlands #1
Singapore #1
UAE #1

Russia #1
Belgium #1
UK #2
Sweden #2
Switzerland #2
USA #2

15 Million Views in One Day!

Over 5 Billion TikTok Follows!



MD roared back into the cinema with its first two theatrical releases in 2021 & 2022!



film indonesia

Data penonton

15 Film Indonesia peringkat teratas dalam perolehan jumlah penonton pada tahun 2021 berdasarkan tahun edar film

#	Judul	Penonton
1	Makmum 2	1.750.421
2	Nussa	445.777
3	Yowis Ben 3	418.526
4	Yowis Ben Finale	369.211
5	Tarian Lenggeng Maut	222.062
6	Teka-teki Tika	173.017
7	Berkelana	138.268

film indonesia

Data penonton

15 Film Indonesia peringkat teratas dalam perolehan jumlah penonton pada tahun 2022 berdasarkan tahun edar film

#	Judul	Penonton
1	Kukira Kau Rumah	2.217.091
2	Dear Nathan: Thank You Salma	754.122
3	Teluh	489.241
4	Merindu Cahaya de Amstel	401.271
5	Garis Waktu	254.374
6	Cinta Pertama, Kedua & Ketiga	108.579
7	Ben & Jody	107.803

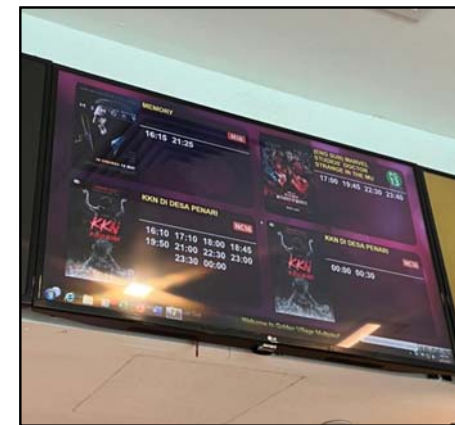


And then in Q2 2022: breaking all box office records!

The highest box office for an Indonesian film in history!!!



Also setting box office records across Malaysia & Singapore!



MD EARNED OVER 58% OF THE TOP 15 BOX OFFICE IN FIRST HALF 2022.



Figure 1. Top Indonesian Movies With Most Views 2022

Rank	Title	Year Released	Total Viewers	Production House
1	KKN Desa Penari	2022	10,058,788	MD Pictures
2	Ngeri-ngeri Sedap	2022	2,884,375	Vsionari Film Fund
3	Ivanna	2022	2,793,775	MD Pictures
4	Kukira Kau Rumah	2022	2,220,180	MD Pictures
5	The Doll 3	2022	1,764,077	Hitmaker Studios
6	Kuntilanak 3	2022	1,313,304	MVP Pictures
7	Dear Nathan: Thank You Salma	2022	754,744	Rapi Films
8	Gara-gara Warisan	2022	57,483	Starvision
9	Menjelang Magrib	2022	556,193	Helroad Films
10	Teluh	2022	500,039	Mercusuar Films
11	Iblis dalam Kandungan	2022	494,896	DHF Entertainment
12	Keluarga Cemara 2	2022	434,978	Visinema Pictures
13	Merindu Cahaya de Amstel	2022	401,419	Maxstream
14	Cinta Subuh	2022	339,163	Falcon Pictures
15	Garis Waktu	2022	325,800	MD Pictures

Source: Company, SSI Research



No other studio had more than one film in the Top 15 in H1 2022
Full year 2022, MD generate ~15.5 mn views with market share of 29%



MD ALSO DOMINATE THE TOP WATCHED FILMS ONLINE



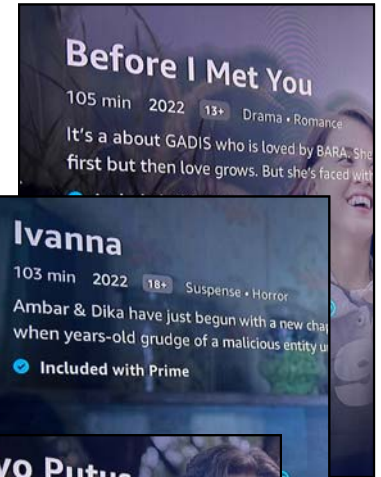
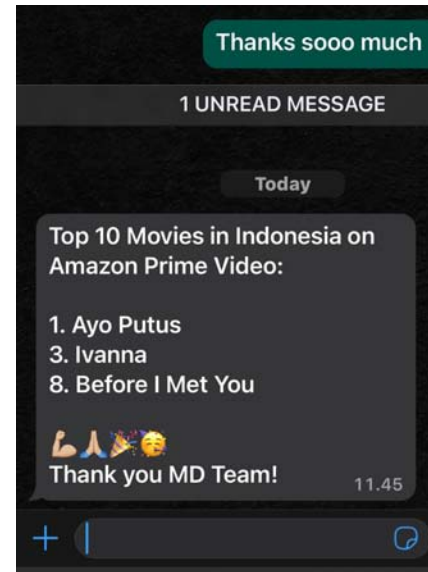
Disney+

FlixPatrol

TOP Movies on Disney+ on Week 36, 2022

Rank	Movie	Views
1.	KKN in Dancer's Village	58
2.	Garis Waktu	48
3.	Doctor Strange in the Multiverse of Madness	40
4.	Prey	28
5.	I Need You Baby	27
6.	Lightyear	25
7.	Thor: Love and Thunder	20
8.	Kukira Kau Rumah	17
9.	Frozen II	16
10.	Pinocchio	16

Amazon Prime



SECTION V

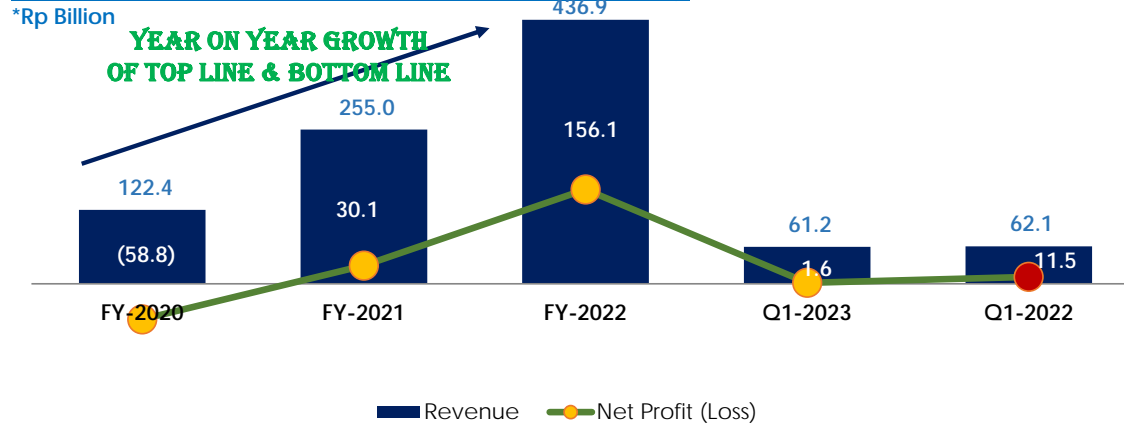
FINANCIAL HIGHLIGHTS



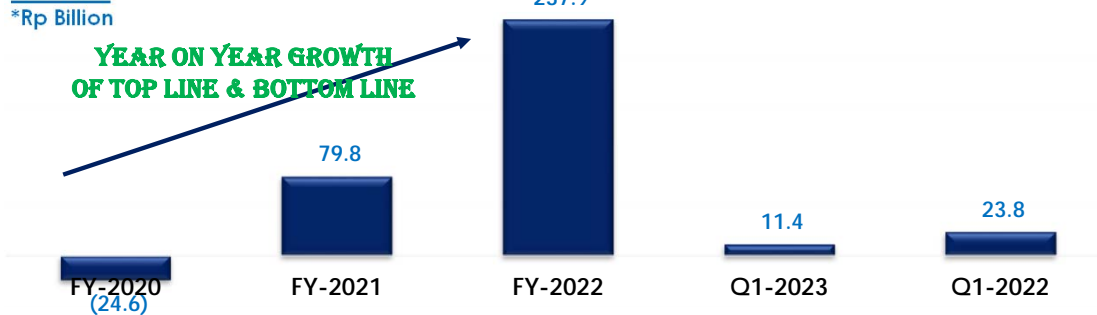
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REVENUE SUMMARY

REVENUE AND NET PROFIT (LOSS)

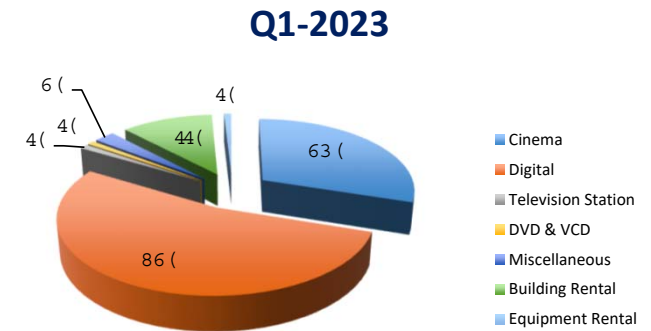


EBITDA

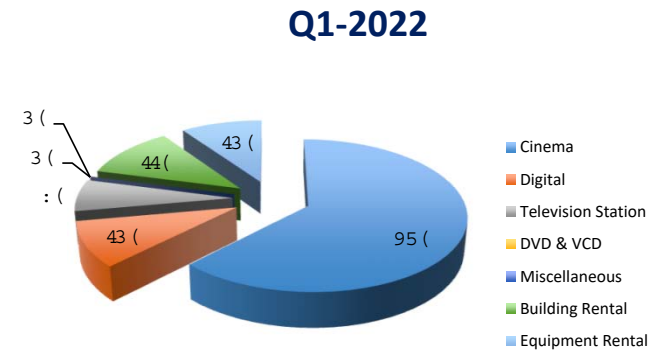


REVENUE COMPOSITION

Q1 - 2023 (Rp.61,2 Billion)

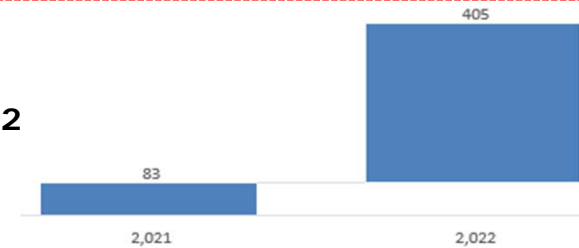


Q1 - 2022 (Rp.62,1 Billion)

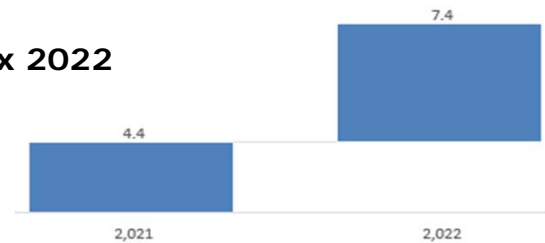


FINANCIAL HIGHLIGHT

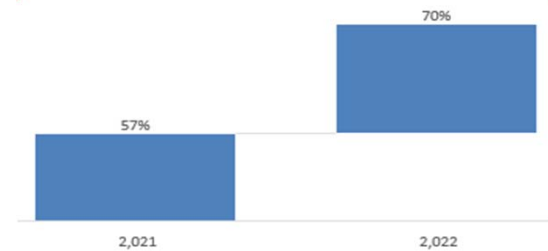
- ❑ **Free cash position** increased from Rp 83 M in 2021 to **Rp 405M in 2022**



- ❑ Current Assets to Current Liabilities ratio improve from 4.4x in 2021 to **7.4x 2022**



- ❑ Gross Profit margin improve from 57% in 2021 to **70% in 2022**



FINANCIAL HIGHLIGHT

Ringkasan Keuangan

Financial Highlight

Laporan Laba Rugi <i>(dalam jutaan Rupiah, kecuali dinyatakan lain)</i>	FY-2020	FY-2021	FY-2022	Q1-2023	Q1-2022	Statement of Income <i>(in millions of Rupiah, unless otherwise stated)</i>
Penjualan bersih	122.366	255.041	436.858	61.158	62.147	Net sales
Laba kotor	19.536	144.278	306.974	34.109	34.907	Gross profit
Laba usaha	(59.696)	67.714	192.983	5.386	16.735	Income from operations
Laba (rugi) sebelum taksiran pajak penghasilan	(55.331)	50.451	204.282	2.926	15.453	Income (loss) before provision for income tax
Laba (rugi) bersih	(58.797)	30.136	156.106	1.641	11.484	Net profit (loss)
Jumlah saham yang beredar	9.453	9.364	9.438	9.511	9.364	Number of shares
Laba (rugi) bersih per saham (Rp)*	(6,03)	3,60	16,89	0,30	1,14	Net income (loss) per share (Rp)*
Dividen tunai (Rp/lb)*	-	11	-	-	-	Cash dividend (Rp/sh)*
Neraca <i>(dalam jutaan Rupiah, kecuali dinyatakan lain)</i>	FY-2020	FY-2021	FY-2022	Q1-2023	Q1-2022	Balance Sheet <i>(in millions of Rupiah, unless otherwise stated)</i>
Jumlah aktiva	1.353.530	1.309.715	1.615.412	1.614.397	1.327.175	Total assets
Jumlah aktiva lancar	190.722	184.001	504.135	496.588	223.870	Total current assets
Jumlah kewajiban lancar	18.047	41.892	68.036	64.071	48.454	Total current liabilities
Hutang jangka panjang	3.950	9.604	8.568	9.876	9.018	Long-term debt
Hak minoritas atas aktiva bersih anak perusahaan	9.157	5.622	1.739	493	6.454	Minority Interest in consolidated subsidiaries
Ekuitas - bersih	1.322.377	1.252.597	1.537.070	1.539.957	1.263.249	Stockholders' equity - net



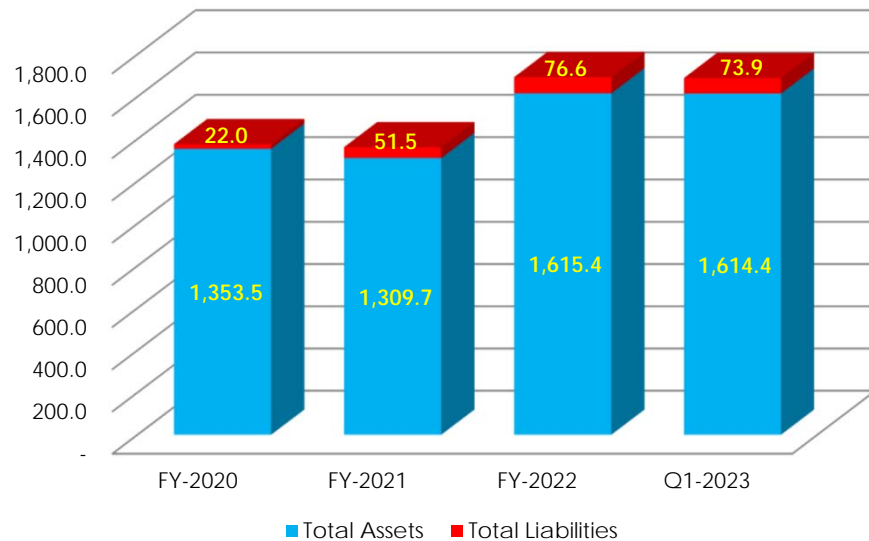
*Nilai penuh

*Full amount

BALANCE SHEET AND RATIOS

Balance Sheet

*Rp. Billion



Rasio - rasio %	Q1-2023	Ratios %
Pertumbuhan penjualan	(86,00)	<i>Sales growth</i>
Pertumbuhan laba kotor	(88,89)	<i>Gross profit growth</i>
Pertumbuhan laba usaha	(97,21)	<i>Operating profit growth</i>
Pertumbuhan laba sebelum taksiran pajak penghasilan	(98,57)	<i>Pre-tax profit growth</i>
Pertumbuhan laba bersih	(98,95)	<i>Net income growth</i>
Gross profit margin	55,77	<i>Gross profit margin</i>
Operating profit margin	8,81	<i>Operating profit margin</i>
Net profit margin	2,68	<i>Net profit margin</i>
Rasio laba terhadap ekuitas	0,11	<i>Return on equity</i>
Rasio laba terhadap jumlah aktiva	0,10	<i>Return on assets</i>
Rasio lancar	2.519,69	<i>Current ratio</i>
Rasio kewajiban terhadap jumlah aktiva	4,58	<i>Debt to total assets</i>
Rasio kewajiban terhadap ekuitas	4,80	<i>Debt to equity</i>

BUSINESS PLAN

ACTION CAPITAL MARKET 2023+:

- Total numbers of paid up shares of PT MD Pictures Tbk (“FILM”) : **9,511,217,000 shares**
- Plan max size of the **rights issue is 20%** i.e. **1,902.243,400 shares** (Rights issue approved by EGM on 25 May 2022)

PLANS :

- **Setting the stage for the next level of growth** and value creation for our shareholders
- MD is exploring various **business expansion and growth opportunities**
- **MD has a huge capacity and resources** with a large valuable IP catalog and a repeatable, successful track record.
- MD expects to grow in a **similar trend through 2023 and beyond** (i.e. Strong positive cash flow & healthy margins)
- MD has a very strong **pipeline of feature films and original series for 2023+** which will continue to drive topline revenue growth and sustainable bottom line profit for its shareholders

THE END

THANK YOU



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