



PT MD PICTURES TBK

CORPORATE PRESENTATION
 2023 AUG / Q2 2023 YTD SUMMARY



SECTION I

SUMMARY OF FINANCIAL PERFORMANCE



FILM's business

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

Overview of PTMD Pictures Tbk. ('FILM')

Consistent
Margin

The largest content production house with a successful track record on all platforms in Indonesia

>180 movies released in all platform including **KKN di Desa Penari**, Indonesia's top grossing movies of all time

2 **16 original series** including Layangan Putus, Antares, & My Lecturer My Husband

3 **25 direct-to-OTT movies** on global platforms

4 **13 completed /production/post-production cinema movies/ OTT movies / series**



Robust, consistent and resilience financial performance

FY 2022

Rp 436 M
Revenue 2022

Rp 307 M (70%)
Gross Profit 2022

Rp 156 M (36%)
Net Profit 2022

20% (Rp 250 M –Rp 436 M)
Revenue CAGR
(2019-2022)



Nationwide partnership with the largest cinema operators in Indonesia with >80mn tickets sold



FILM has aggressively ventured into digital platforms including OTT content, original series, and other film licensing



FILM has also secured multi-years licensing with major platforms



Deep relationship with contents distribution platforms

6 Month 2Q 2023

Rp Rp 205 M
Revenue 2Q 2023

Rp 142M (69%)
Gross Profit 2Q 2023

Rp 61 M (30%)
Net Profit 2Q 2023



Significant opportunities and multiple levers for resilient growth

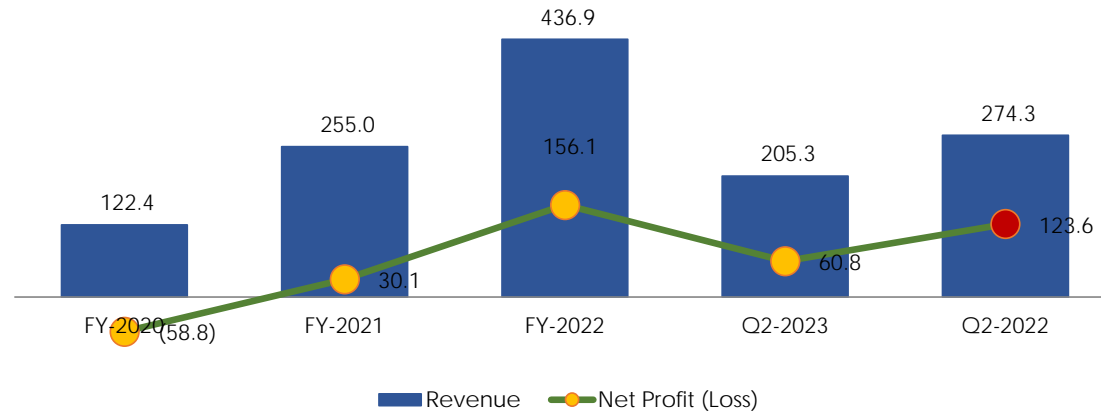


FILM's business

>> Financial Performance 2Q 2023

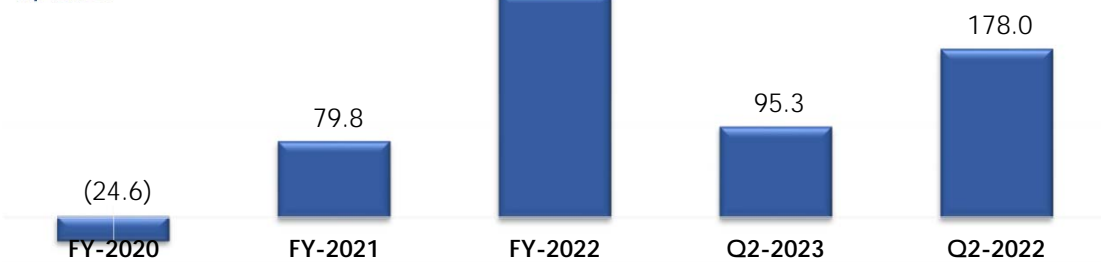
REVENUE AND NET PROFIT (LOSS)

*Rp Billion



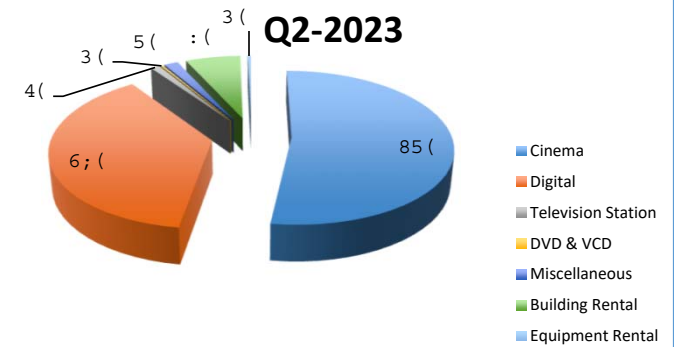
EBITDA

*Rp Billion

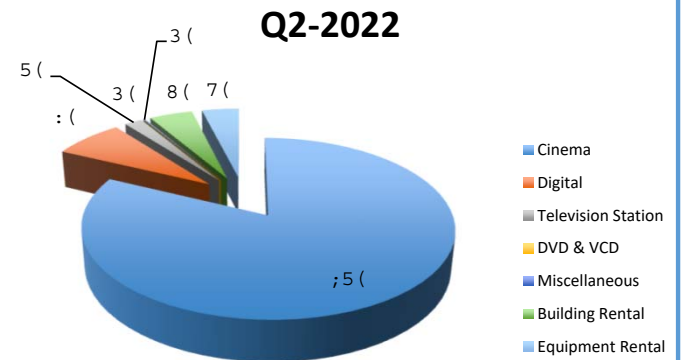


REVENUE COMPOSITION

Q2 - 2023 (Rp.205,3 Billion)



Q2 - 2022 (Rp.274,3 Billion)





FILM's business

>> Key Financial Indicators 2Q 2023

Healthy
and light
B/S

- ❑ **Free cash position** increased from Rp 83 M in 2021 to **Rp 458M in 2Q 2023**
 >> **Jump of 451% in the free cash position**
- ❑ Gross Profit margin improve from 57% in 2021 to **69% in 2Q 2023**
 >> **Jump of 21% in the gross margin**
- ❑ Current Assets to Current Liabilities ratio improve from 4.4x in 2021 to **10.4 by 2Q 2023**
 >> **Improvement of 136% in the current ratio**

Neraca <i>(dalam jutaan Rupiah, kecuali dinyatakan lain)</i>	FY-2020	FY-2021	FY-2022	Q2-2023	Q2-2022	Balance Sheet <i>(in millions of Rupiah, unless otherwise stated)</i>
Jumlah aktiva	1.353.530	1.309.715	1.615.412	1.672.936	1.598.752	Total assets
Jumlah aktiva lancar	190.722	184.001	504.135	569.077	489.831	Total current assets
Jumlah kewajiban lancar	18.047	41.892	68.036	54.874	83.981	Total current liabilities
Hutang jangka panjang	3.950	9.604	8.568	23.304	8.896	Long-term debt
Hak minoritas atas aktiva bersih anak perusahaan	9.157	5.622	1.739	(149)	5.158	Minority Interest in consolidated subsidiaries
Ekuitas - bersih	1.322.377	1.252.597	1.537.070	1.594.907	1.500.716	Stockholders' equity - net

SECTION II

COMPANIES WEALTH & CONSISTENT SUCCESS



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

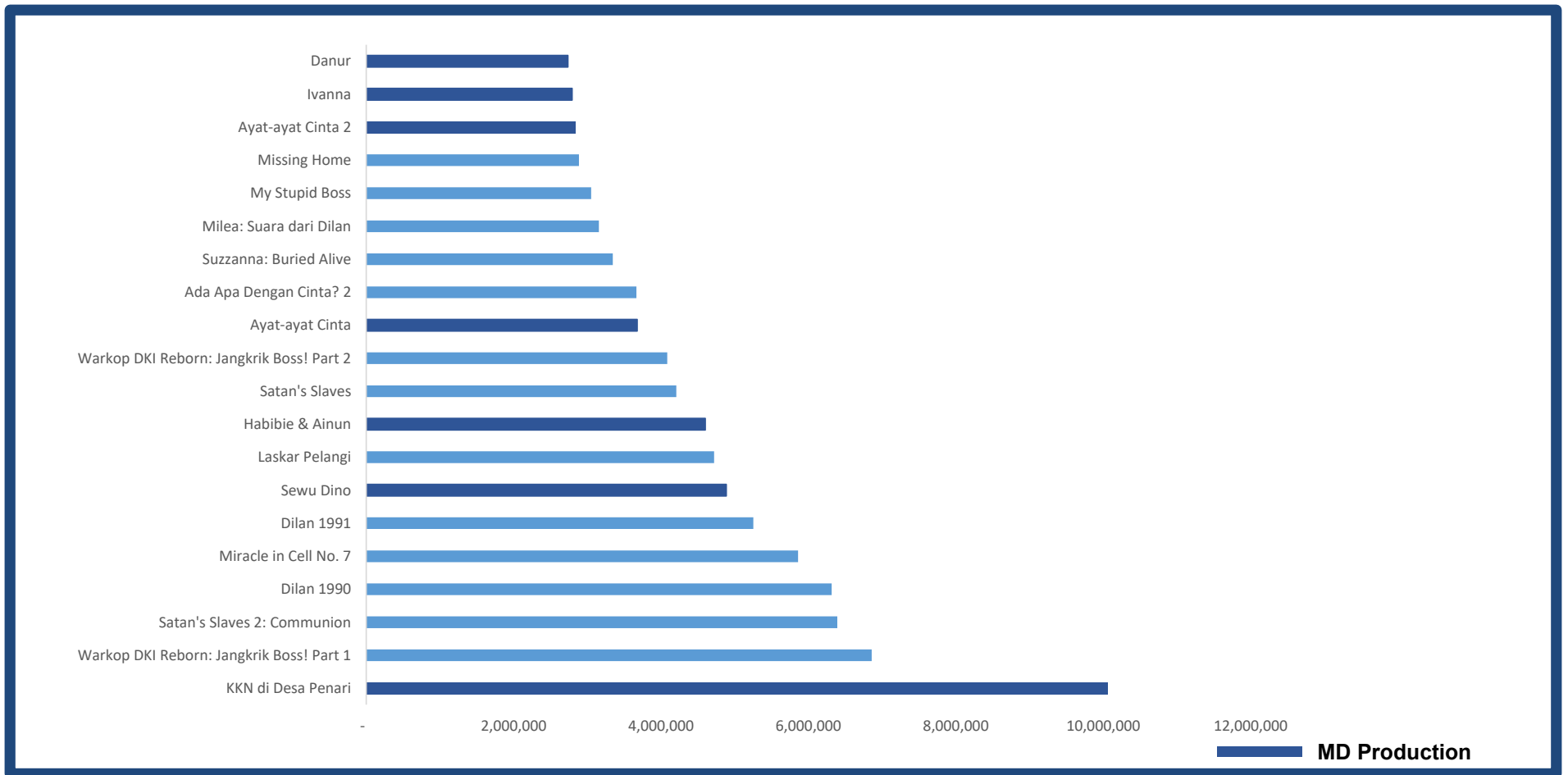
>> With more than 180 movies released and combined over 80 million tickets sold





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

>> Top 20 box office Indonesian movies of all times , MD contributed 7 movies and consistently hold highest market share





FILM's wealth of valuable assets –Movies (3/4) -Consistency

>> New Original OTT Series for the Online Revolution OTT original trending from MD



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

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

>> New Original OTT Movies for the Online Revolution OTT original trending from MD



Platform: Disney+Hotstar



Platform: Disney+Hotstar



Platform: Amazon Prime



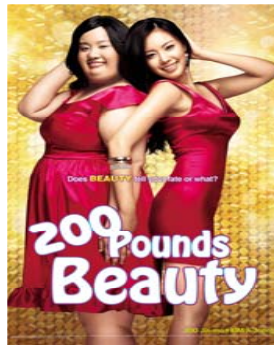
Platform: Disney+Hotstar



Platform: Amazon Prime



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Platform: Amazon Prime

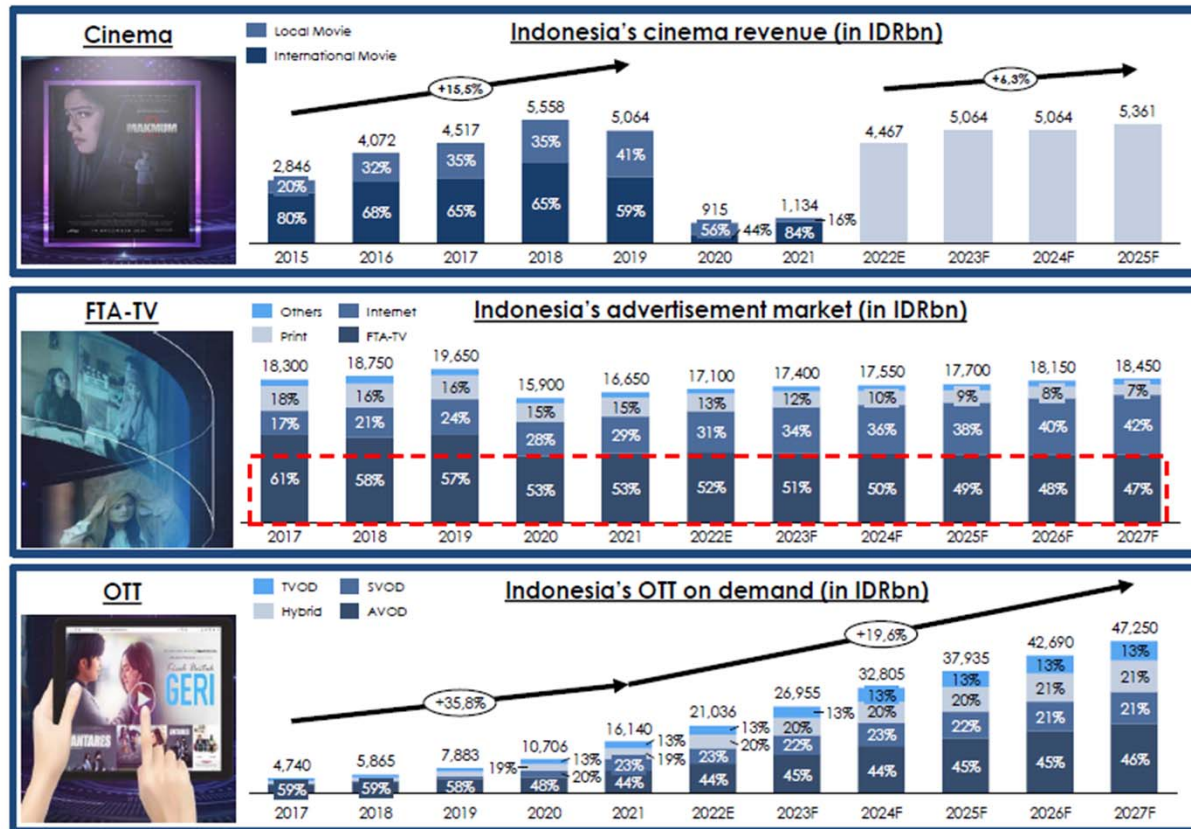
SECTION III

MARKET AND INDUSTRY UPDATES



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FILM and content Industry market Overviews – Indonesia (1/2)



Source: filmindonesia.or.id, BPI, SCCM Research, Nielsen, MDIA, Ministry of communication and informatics

- Indonesia's cinema revenue performed at solid growth rate of **155% CAGR** historically. While due to pandemic, cinema was forced to stop its operation in 2020-2021.
- However, global and Indonesia cinema business is projected to have a strong growth following the end-of-pandemic and global cinema and film trend.

- Although internet is disrupting the market, TV is still expected to dominate the advertisement market due to high TV penetration and media consumption in Indonesia
- Going forward, TV still will be the main advertising channel as it can reach more audiences at the same time.

- The OTT market is projected to growth by CAGR of **19.6%** until 2027, with AVOD as the highest contributor
- The OTT market is here to stay and will grow further along the way, supported by the past pandemic outbreak and rising smartphone usage and internet connectivity.

Unwavering preference for local content

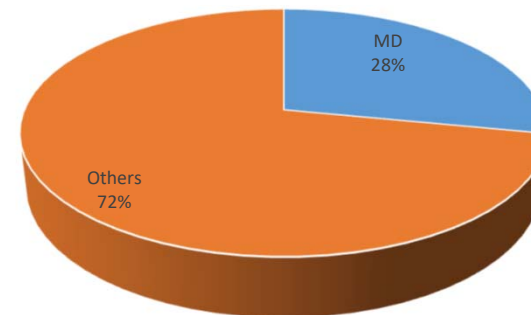
Preference for local films

- In Indonesia, local movies viewers accounted for >50% in 2022, 41% of total movie viewers in 2019 increasing from 32% in 2016. Local movie trend is increasing y-o-y.
- Indonesia box office 2022 for Indonesian film is **56 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
- Within local movie market, the MD secured the highest number of viewers with market share of > 28% in 2022 and holding similar market share in 2023 till date in terms of number of ticket sold.

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**
- **7 local films recorded over one million ticket sales in 2023 till date**

Indonesian Box Office - 2022



Source: Company; uns.nesco.org

MD ALSO DOMINATE THE TOP WATCHED FILMS ONLINE

Disney+

FlixPatrol

TOP Movies on Disney+ on Week 36, 2022

	Overview	Full Details
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

Thanks sooo much

1 UNREAD MESSAGE

Today

Top 10 Movies in Indonesia on Amazon Prime Video:

1. Ayo Putus
3. Ivanna
8. Before I Met You

🙏🙏🙏🙏
Thank you MD Team!

11.45

Before I Met You

105 min 2022 13+ Drama • Romance

It's a about GADIS who is loved by BARA. She first but then love grows. But she's faced with

Ivanna

103 min 2022 18+ Suspense • Horror

Ambar & Dika have just begun with a new chat when years-old grudge of a malicious entity u

Included with Prime

Ayo Putus

91 min 2022 13+ Comedy • Drama

The school's Number 1 playboy, Selatan, wh his 'three daysdating', has finally met his ma

Included with Prime

Prime Top 10 movies in Indonesia

1



THE END

THANK YOU



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