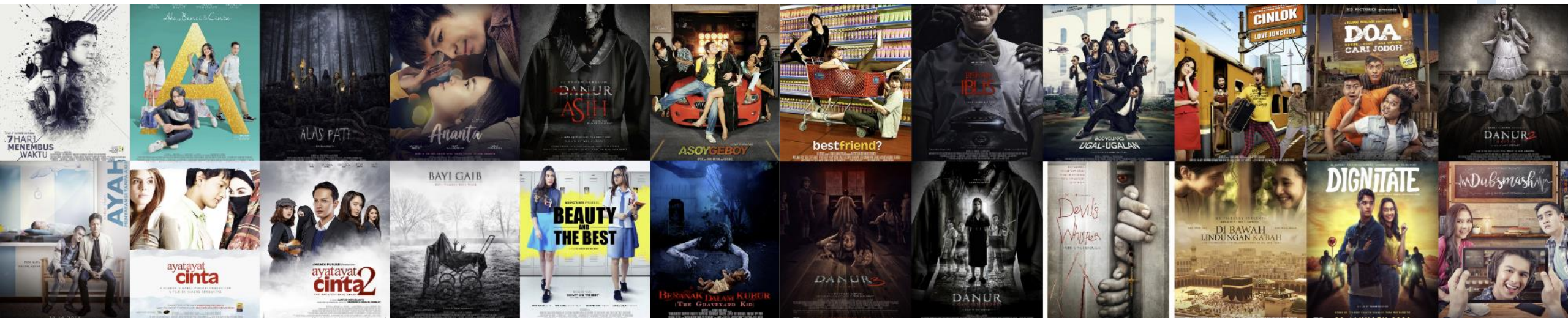




PT MD PICTURES TBK

PUBLIC EXPOSE PRESENTATION
25 November 2021

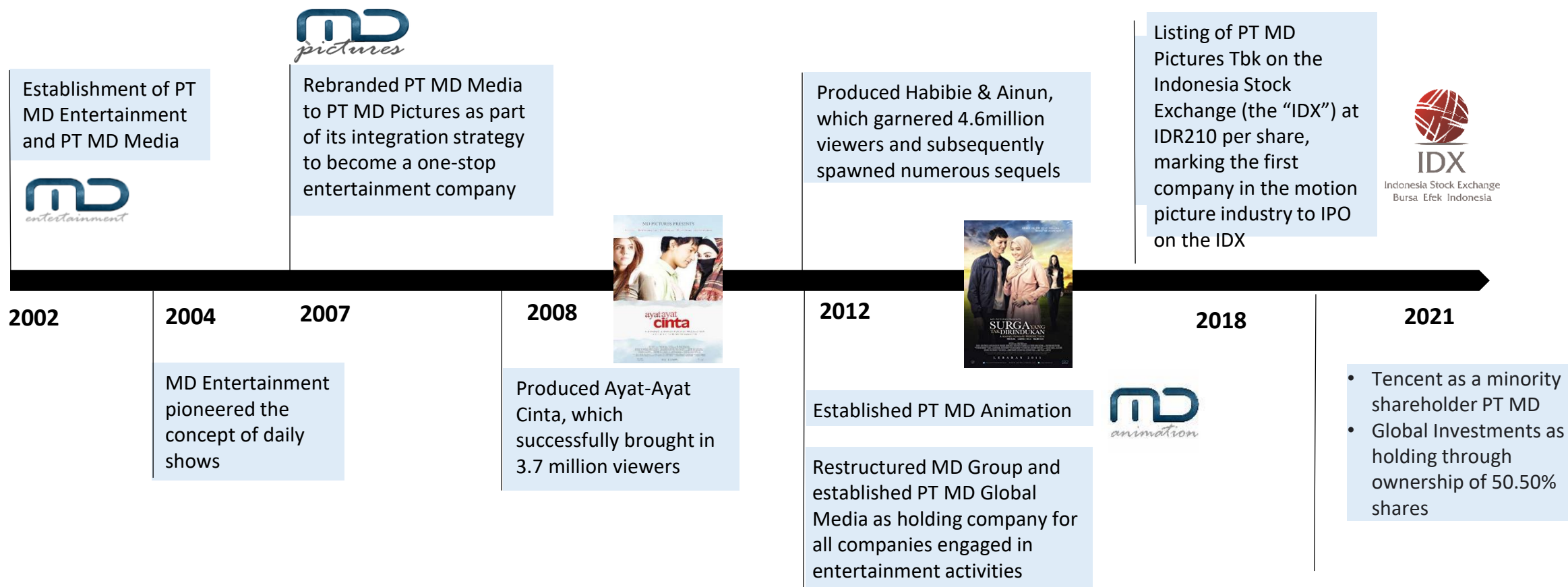


SECTION I

EXECUTIVE SUMMARY

GROWTH JOURNEY MILESTONES

Started as a local motion picture studio and became the leading motion picture production and distribution house in Indonesia



KEY INVESTMENT HIGHLIGHTS

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 150 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 8mn ticket admissions per annum with 10-17 theatrical releases per year in the past 3 years



2 Theatrical film distribution poised to grow

- Total ticket sales from Indonesia films reached IDR2.1tn in 2019, recording a 3-year CAGR of 16.8% p.a. from IDR1.3tn in 2016
- The Company's total ticket sales grew at 3-year CAGR of 31.3% p.a. from 2016 to 2019, significantly outperformed the 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 13.6x in merely two years and accounted for ~33% of total distribution revenue as of 2019



BLOCKBUSTERS AND ACCOLADES

Company's concepts with high franchise value



#4 in 2019
2.4 million viewers



#3 in 2018
2.6 million viewers



#3 in 2017
2.8 million viewers



#7 in 2017
1.6 million viewers



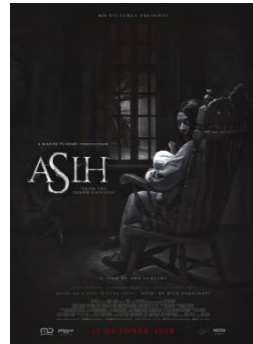
#6 in 2016
2.0 million viewers



#1 in 2012
4.6 million viewers



#5 in 2019
2.2 million viewers



#5 in 2018
1.7 million viewers



#4 in 2017
2.7 million viewers



#14 in 2017
0.8 million viewers



#1 in 2015
1.5 million viewers



#2 in 2008
3.7 million viewers

Source: Filmindonesia.or.id; IMBD

BLOCKBUSTERS AND ACCOLADES

More than 23 awards won since 2008



Police Movie Festival 2019

Mr Manoj Punjabi

“Produser Terbaik” (the Best Producer)



Indonesian Box Office Awards 2018

Mr Manoj Punjabi

“Producer of the Year”



i-Cinema Awards 2015

Surga Yang Tak Dirindukan

“Film Terfavorit” (Most Favourite Film)

“Pasangan Terfavorit” (Most Favourite Couple)



Piala Maya 2019

Foxtrot Six

**“Tata Efek Khusus Terpilih” (Selected
Special Visual Effects)**



Indonesian Box Office Awards 2018

Ayat-Ayat Cinta 2

**“Pemeran Utama Wanita Terbaik” (Best
Female Leading Role)**



Festival File Indonesia 2013

Habibie & Ainun

**“Skenario Terbaik” (Best Screenplay)
“Tata Busana Terbaik”) (Best Fashion)**



Piala Maya 2019

Twivortiare

**“Lagu Tema Terpilih” (Selected
Theme Song)**



Indonesia Box Office Movie Awards 2016

Surga Yang Tak Dirindukan

**“Film Box Office Terbaik” (Best Box Office Film)
“Original Soundtrack Terbaik” (Best Film
Original Soundtrack)**



Festival Film Bandung 2008

Ayat-Ayat Cinta

**“Film Terpuji” (Most Commended
Film)**

Source: Various award's registers

SECTION II

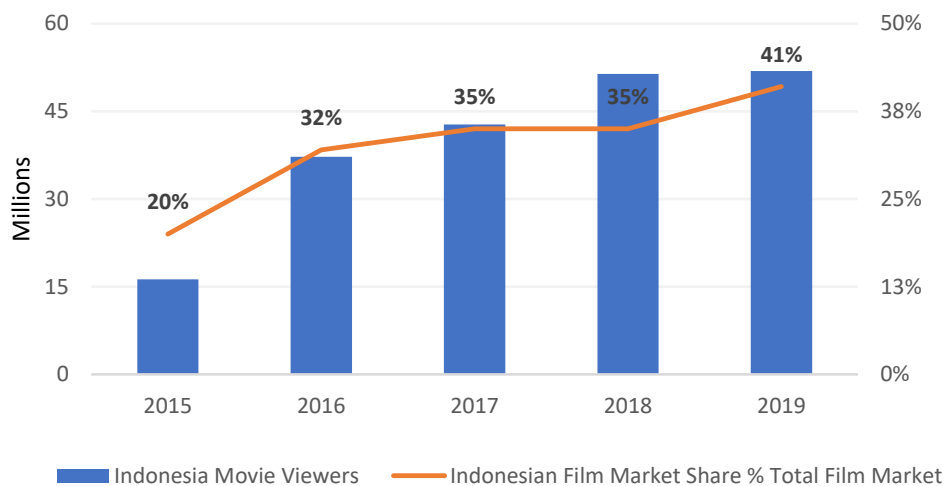
INDUSTRY & BUSINESS OVERVIEW

LOCAL TASTE

Unwavering preference for local content

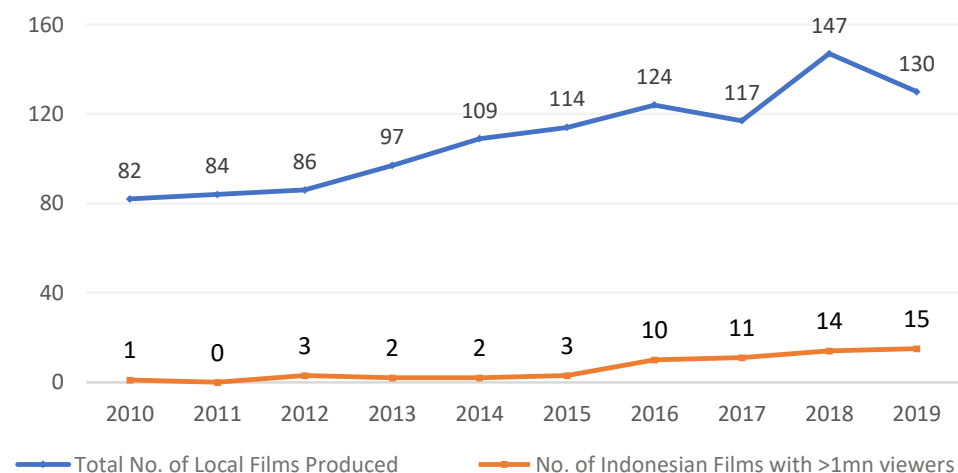
Preference for local films

- 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



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



Source: Company; uns.nesco.org

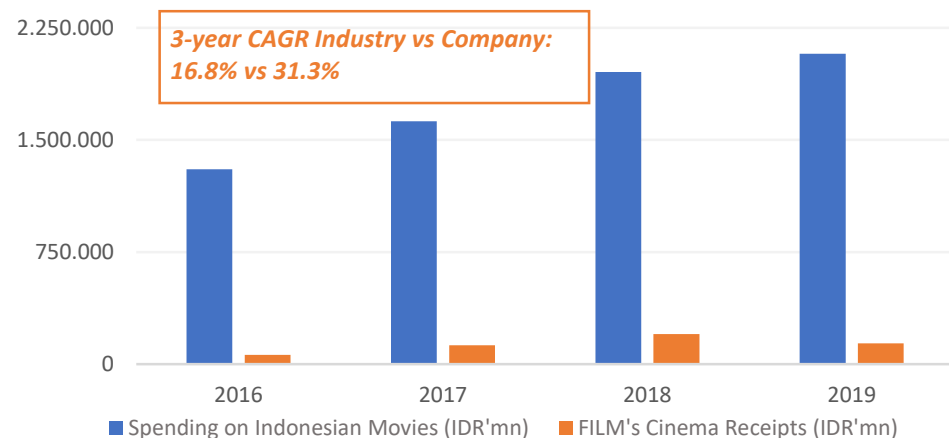


BOX OFFICE SUCCESS

In 2019, 130 local films were released with 52bn total viewers, of which the Company garnered 8.4mn viewers, the highest in the market

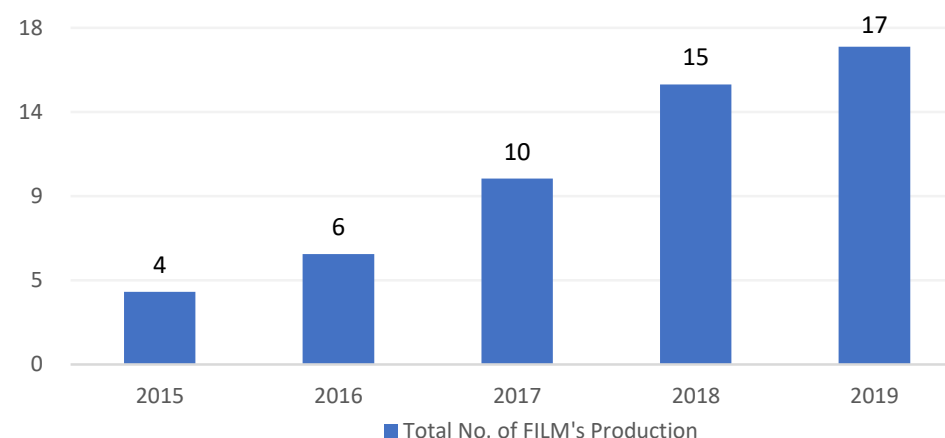
Gaining popularity of the Company's production

- 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 8mn ticket admissions per annum with 10-17 theatrical releases in the past 3 years
- In 2019, the Company garnered 8.4mn movie viewers, which accounted for 16.1% of total 52bn local movie viewers, the highest in the market



Source: filminonesia.or.id

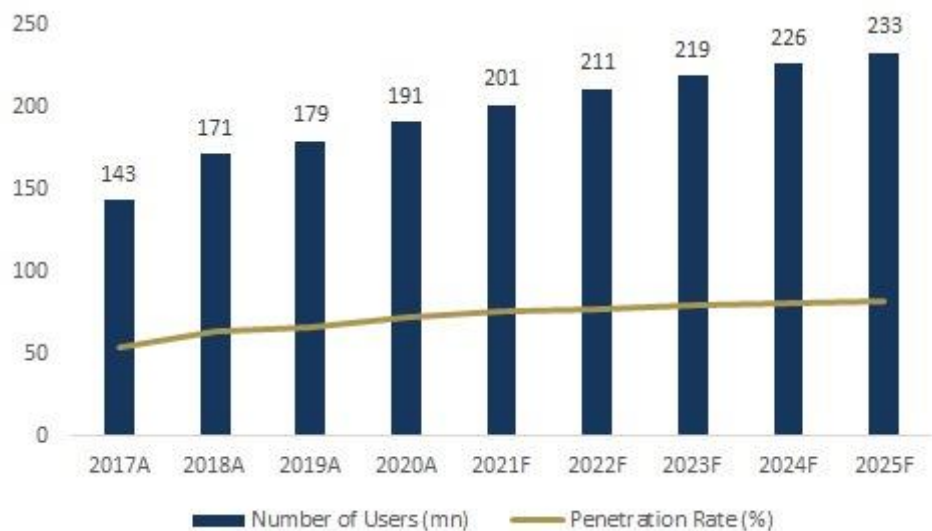


AGE OF ONLINE STREAMING

New paradigm of content consumption

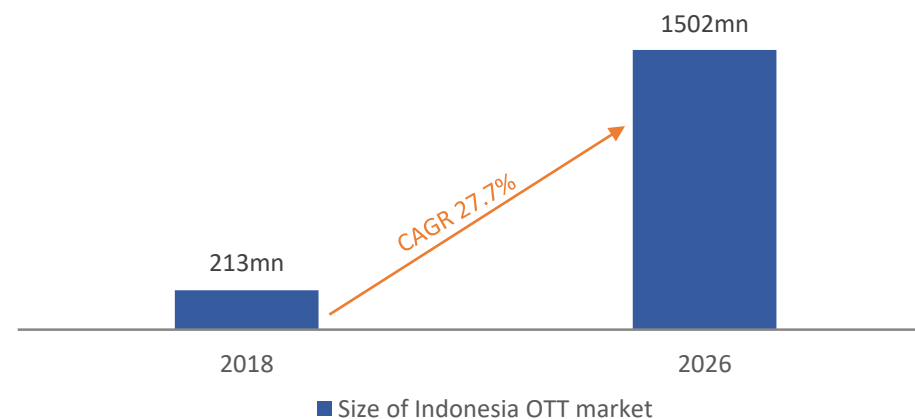
Growing internet consumption

- Indonesia is dominated by the younger generation and a growing middle-and-affluent-consumer class, who are tech-savvy and eager to spend their money on purchasing new products and services
- The rate of internet and social media use are rapidly climbing in Indonesia
- Indonesia has over 170 million active internet users in 2018, approximately 65% of the population



Increasing demand of OTT services

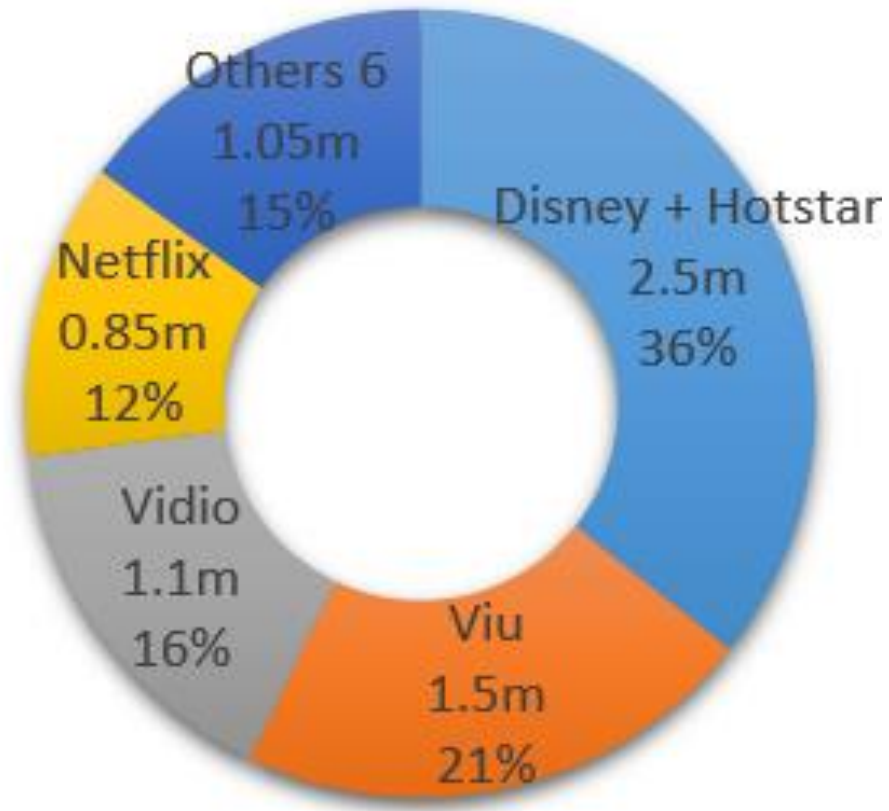
- The arrival of OTT services has drastically changed Indonesia's television market from the days when there were only FTA channels or paid channels
- OTT players are gaining market share from traditional TV operators
- The Indonesian OTT market is currently valued at US\$213mn in 2018 and is projected to reach US\$1,502mn by 2026, growing at a CAGR of 27.7% from 2019 to 2026



Source: Statista; APJJ; Allied Market Research; S&P; Media Partners Asia and public announcements

GLOBAL OTT PLATFORMS DRIVE IMPRESSIVE SUBSCRIBER GROWTH

OTT Subscription Growth in Indonesia



- Top 10 operators in Indonesia reached roughly 7m subscriber base
- Top 4 platforms account for > 80 % of the total SVOD customers:
 - *Disney + Hotstar.* : 2.5 m
 - *Viu* : 1.5 m
 - *Vidio* : 1.1 m
 - *Netflix.* : 0.85m
- Indonesia saw a net addition of about 3.6m subscribers between September 2020 to January 2021
- However total subscribers still represent less than 3% of the population and 10% of the households, leaving a lot of room for future growth
- In parallel, ad-supported platforms such as WeTV, YouTube, and the free [vidio.com](https://www.vidio.com) site, are attracting over 150 million monthly viewers

Source: Media Partners Asia (MPA). Jan 2021
Statista Research, Feb 2020

DIGITAL DISTRIBUTION

In Q3-2021, the Company generated 85,8% of the total distribution revenue from digital channels

Opportunities presented by OTT services

- OTT services allow the Company's content to move beyond the big screens and be monetized multiple times via various online distributors concurrently
- International OTT platforms also represent springboard to international market and brand recognition

Company's digital distribution strategy

- The Company started developing its digital business since 2017
- Digital distribution segment grew exponentially of 279% to IDR 157bn in Q3-2021 from IDR 41bn in Q3-2020
- The Company has secured multi-year licensing contracts with all major online platforms, including Disney+Hotstar, Viu, WeTV, Netflix, iFlix, MOX, MAXstream, and iTunes
- Digital productions have scaled up dramatically with commitments from several key online platforms, enabling the Group to target producing ~20 Direct To OTT movies and ~16 OTT Original Series per year

Partners



MULTIPLE EXCLUSIVE MOVIES & DIRECT-TO-OTT FEATURE FILMS



Platform: Disney+Hotstar



Platform: Disney+Hotstar



Platform: Disney+Hotstar



Platform: Disney+Hotstar



Platform: Disney+Hotstar



Platform: Disney+Hotstar



Platform: Disney+Hotstar



Platform: Disney+Hotstar

NONTON SEKARANG DI

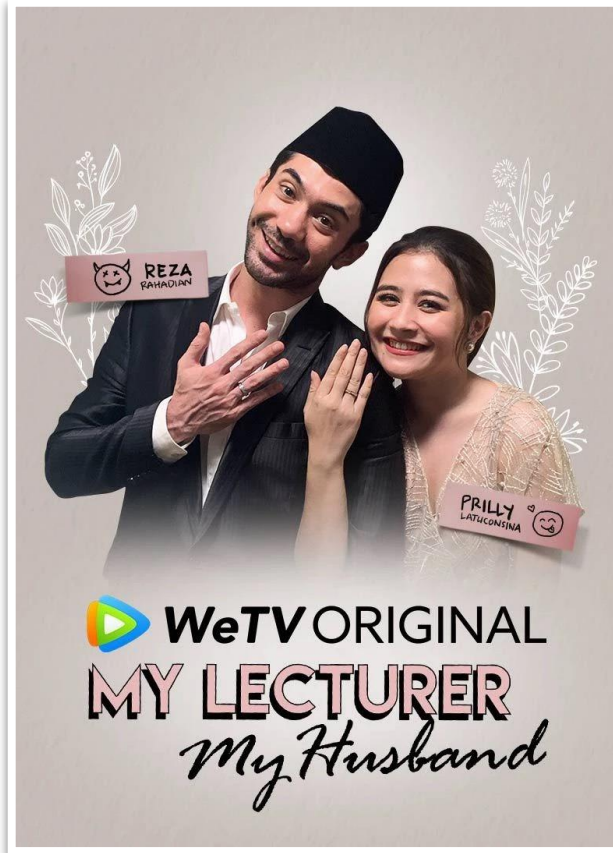
viu

- HABIBIE AINUN 3
- MEKAH I'M COMING
- TWIVORTIARE
- #DIGNITATE

Platform: Viu

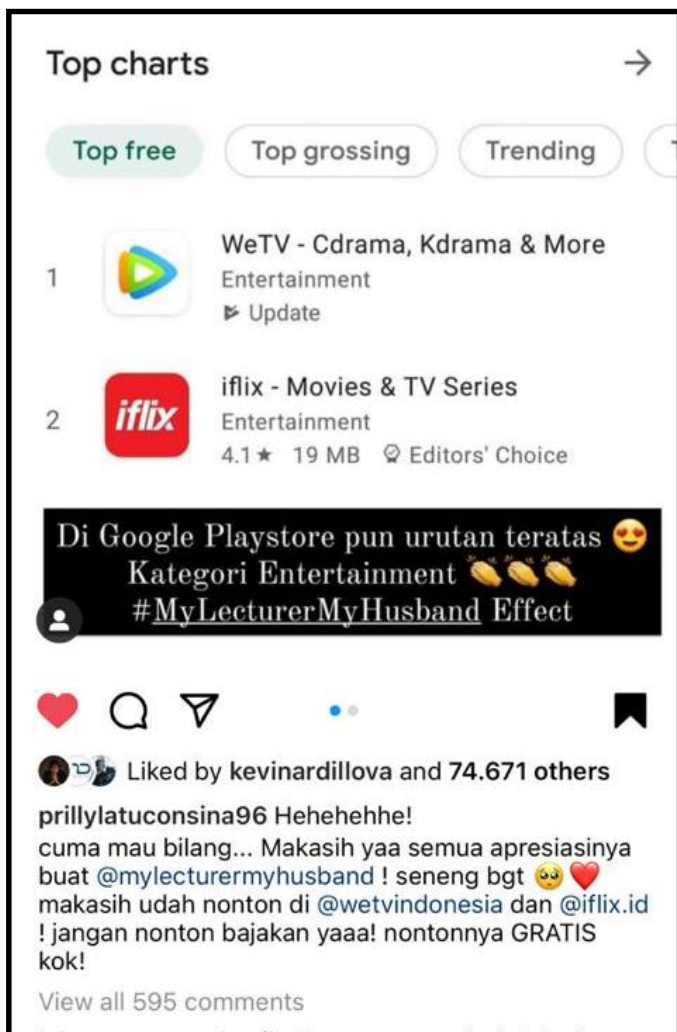


NEW ORIGINAL SERIES FOR THE ONLINE REVOLUTION



+ Many more high quality digital series in production now for 2021 release!

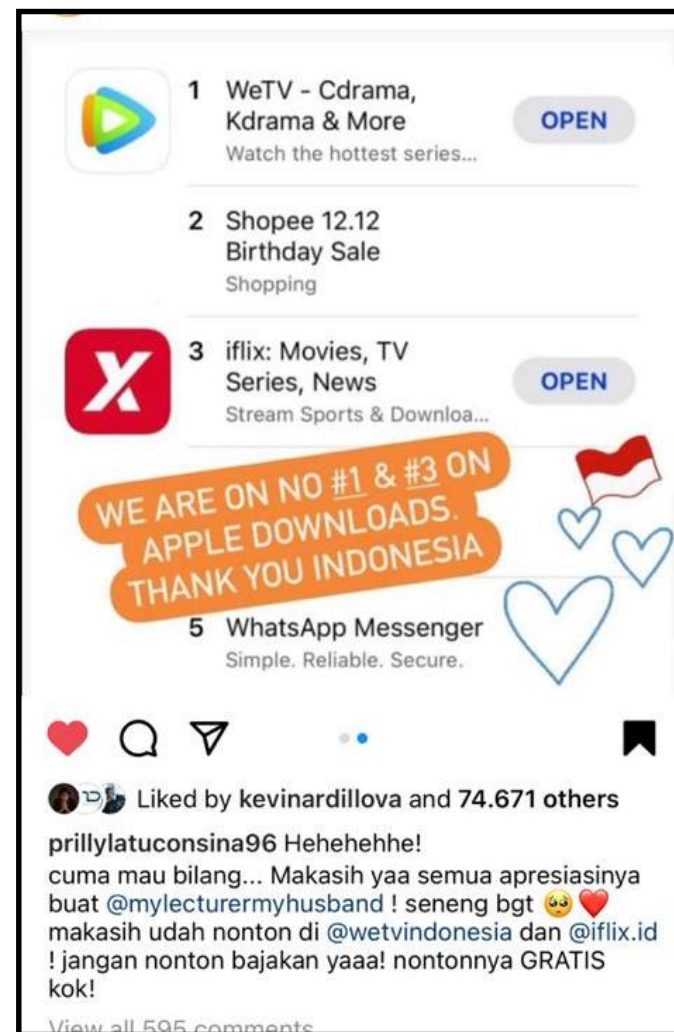
THE POWER OF MD CONTENT



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

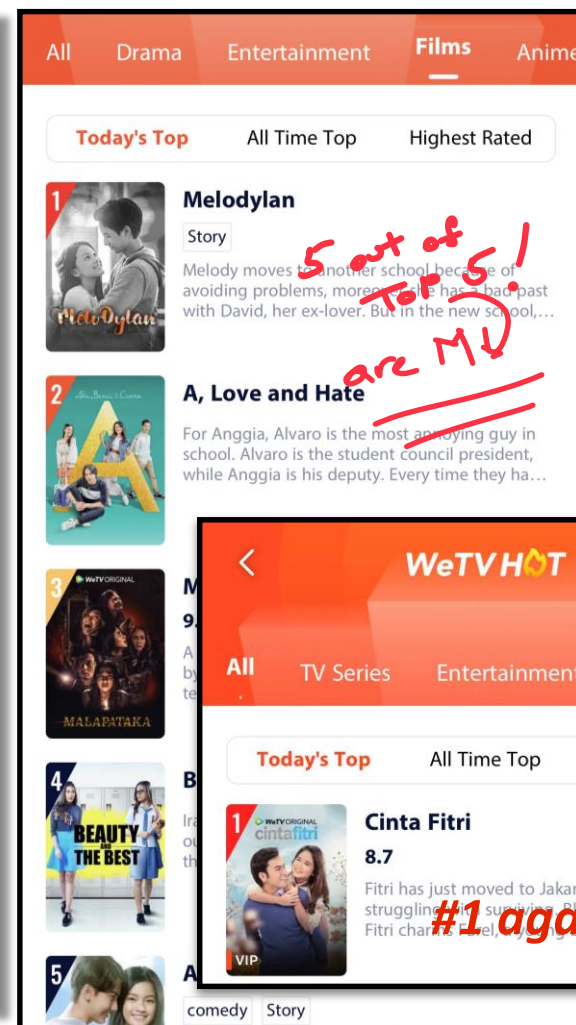
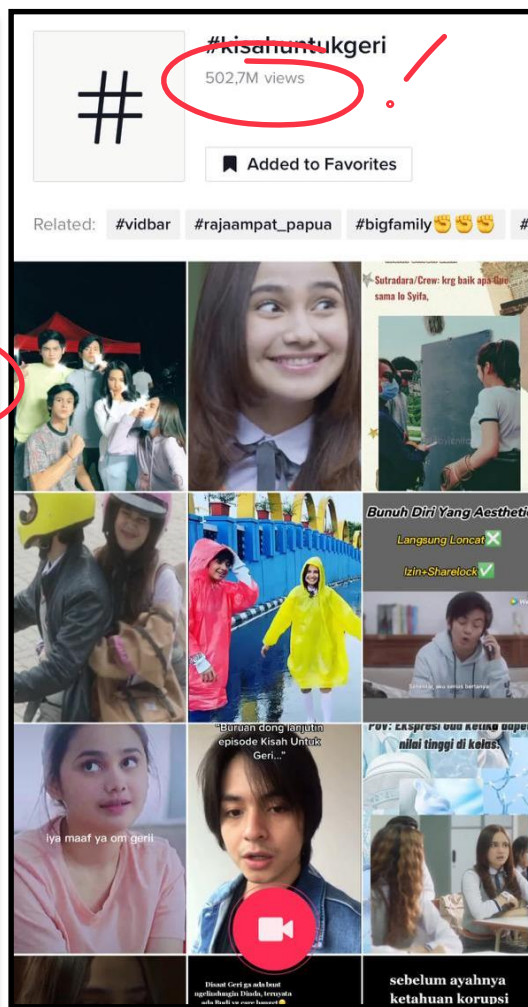
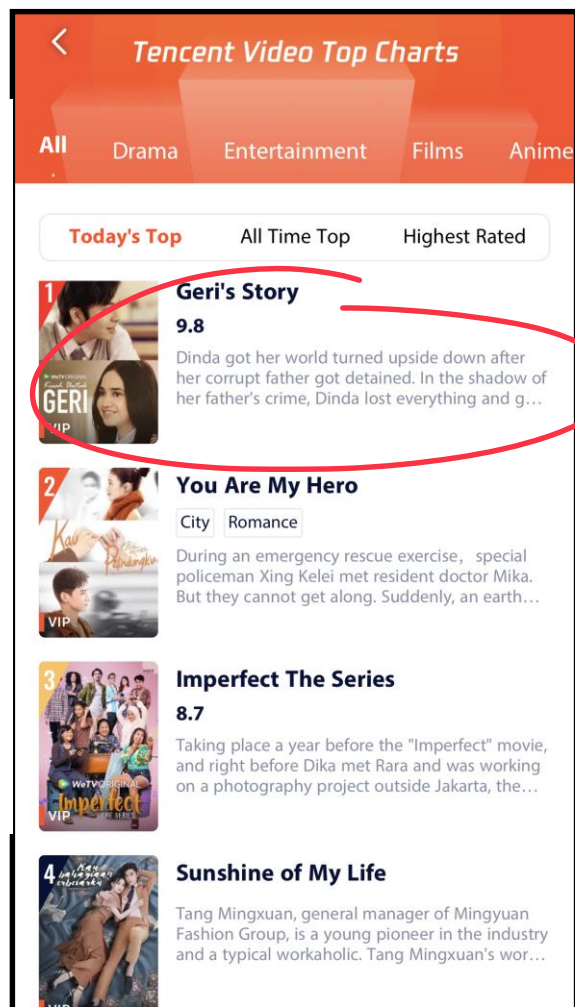
Google Playstore & Apple Store!

and IFlix became #2 & #3!



THE POWER OF MD CONTENT

And our next Original Series, **Geri's Story**, jumped straight to #1, with huge viral engagement on Instagram and TikTok, while MD films sweep their top 5 charts!



5 out of 5!
are MD!

#1 again!

JAKARTA FILM STUDIOS

First film studio complex of its kind



Jakarta Film Studios is the first studio complex of its kind in Indonesia to house sound mixing, editing, props, sets, camera/equipment rental and soundstages in a single facility

It aims to take Indonesian movie making to the next level by providing a modern facility for shooting, mixing, editing and equipment rentals

Asset

- Custom built world-class, Hollywood style, workspace of over 22,000sqm in Jakarta, Indonesia
- First Dolby Atmos mixing studio (Fourmix) in the region along with editing and grading facilities (Fix It) and 3 state of the art NC 22 soundstages ranging from 177sqm to 576sqm
- Ready-made sets and thousands of props on site for rental purposes

Services

- Ancillary services include:
 - Office building, studio and ready-made sets rental
 - Shooting equipment rental
 - Recording and sound mixing

SECTION III

FINANCIAL HIGHLIGHTS

FINANCIAL HIGHLIGHT

Ringkasan Keuangan

Financial Highlight

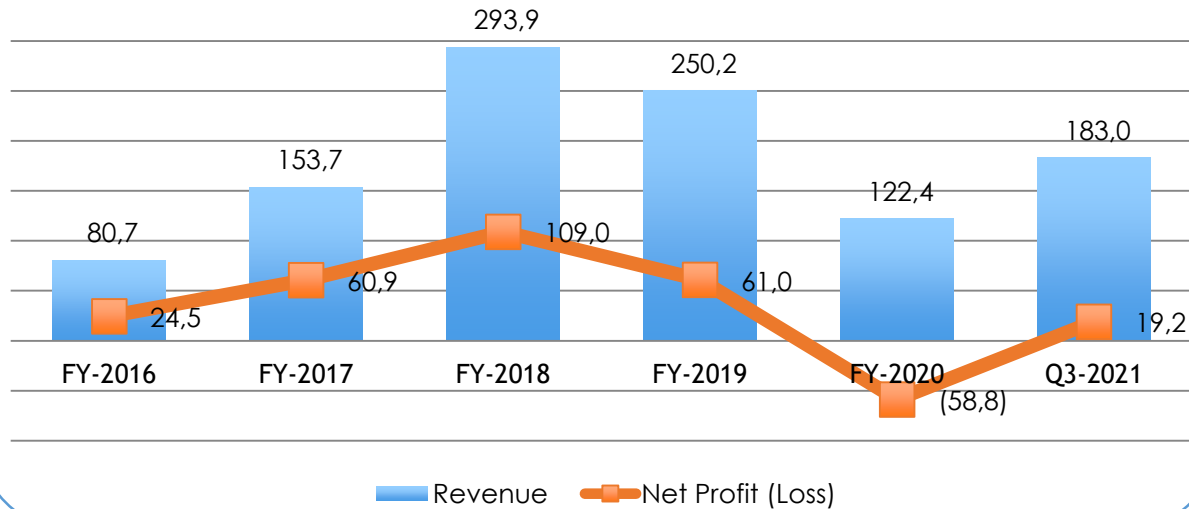
Laporan Laba Rugi (dalam jutaan rupiah)	FY-2016	FY-2017	FY-2018	FY-2019	FY-2020	Q3-2021	Statement of Income (in million rupiah)
Penjualan bersih	80,748	153,719	293,928	250,246	122,366	183,006	Net sales
Laba kotor	38,733	107,379	221,467	145,651	19,536	93,144	Gross profit
Laba usaha	27,980	76,575	129,522	60,720	(59,696)	40,735	Income from operations
Laba (rugi) sebelum taksiran pajak penghasilan	28,559	77,980	137,021	66,860	(55,331)	22,488	Income (loss) before provision for income tax
Laba (rugi) bersih	24,502	60,881	109,049	60,957	(58,797)	19,219	Net profit (loss)
Jumlah saham yang beredar	0.01	0.01	9,511.22	9,511.22	9,452.55	9,364.30	Number of shares
Laba (rugi) bersih per saham (Rp)	2.33	5.80	0.0000115	0.0000064	(0.0000060)	0.0000023	Net income (loss) per share (Rp)
Laba usaha per saham (Rp)	2.66	7.29	0.0000136	0.0000064	(0.0000063)	0.0000044	Income from operation per share (Rp)
Dividen tunai (Rp/lb)	-	1,428,571.43	-	-	-	-	Cash dividend (Rp/sh)

Neraca (dalam jutaan rupiah)							Balance Sheet (in million rupiah)
Jumlah aktiva	110,948	201,384	1,380,826	1,441,036	1,353,530	1,295,513	Total assets
Jumlah aktiva lancar	13,725	34,876	330,903	285,843	190,722	172,648	Total current assets
Jumlah kewajiban lancar	10,120	53,454	35,527	22,346	18,047	44,237	Total current liabilities
Hutang jangka panjang	903	1,598	1,399	3,865	3,950	3,531	Long-term debt
Hak minoritas atas aktiva bersih anak perusahaan	-	-	1,001	10,993	9,157	6,433	Minority Interest in consolidated subsidiaries
Ekuitas - bersih	99,925	146,332	1,342,899	1,403,832	1,322,377	1,241,312	Stockholders' equity - net

REVENUE SUMMARY

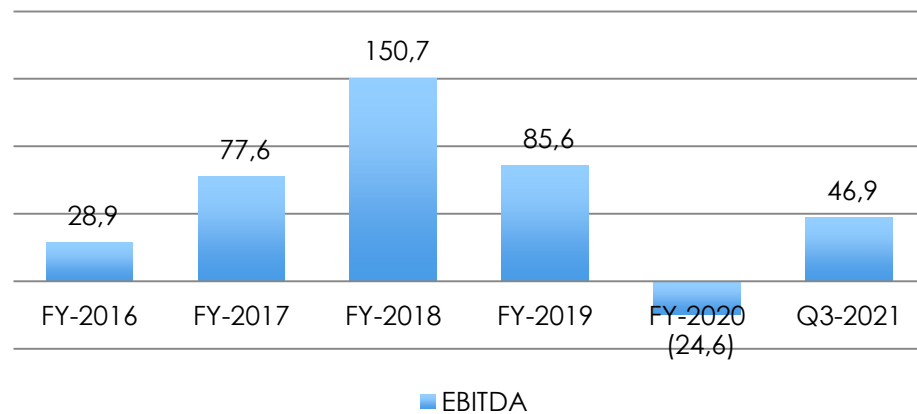
LAPORAN LABA RUGI

*Rp Miliar



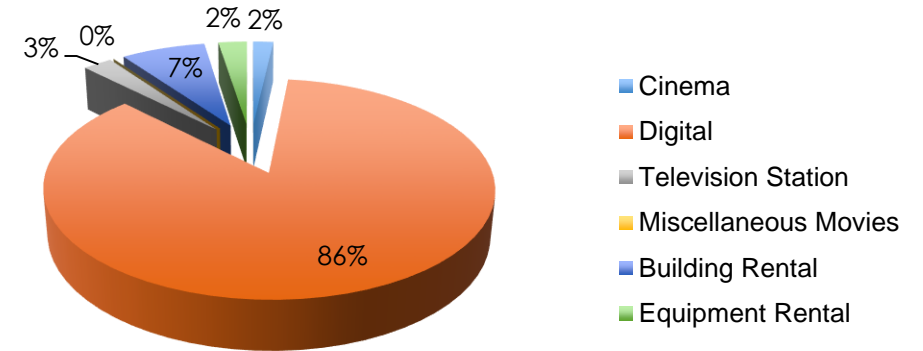
EBITDA

*Rp Miliar

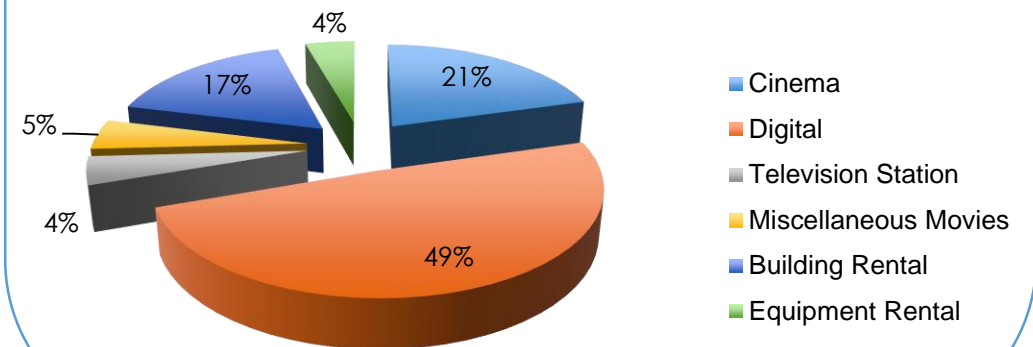


KOMPOSISI PENJUALAN

Q3-2021



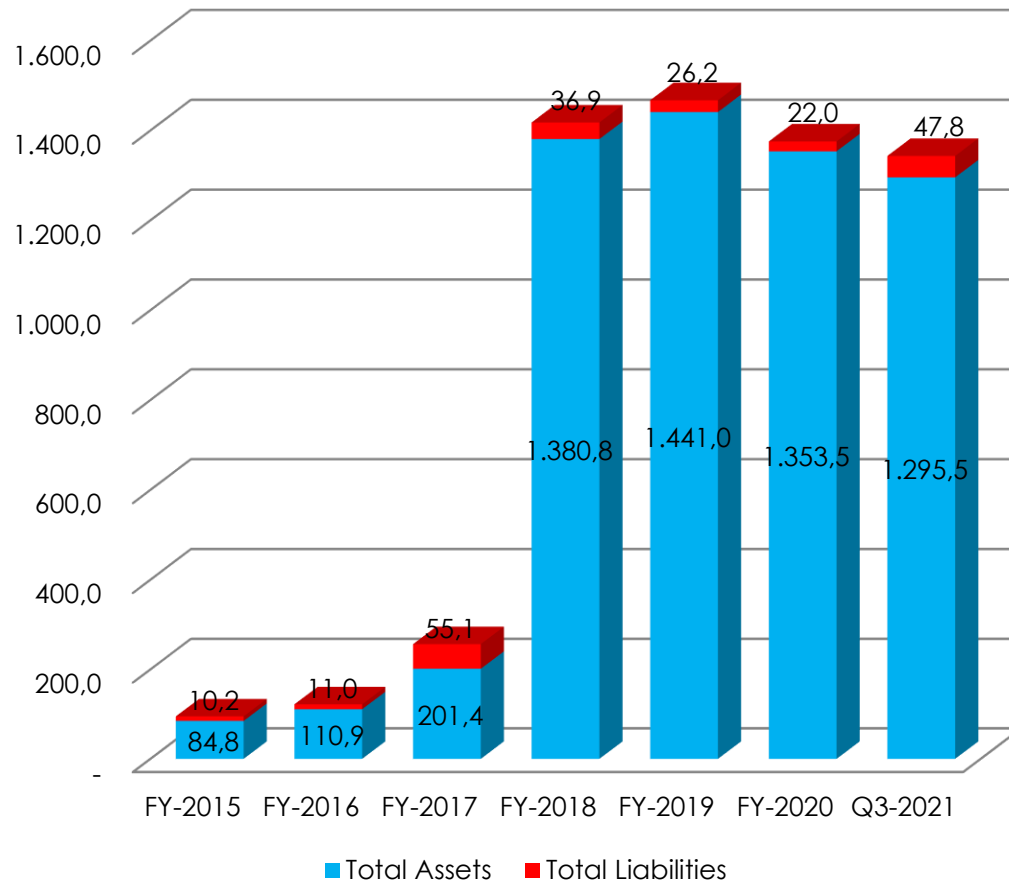
Q3-2020



BALANCE SHEET

Large performing strong asset base and minimal debt

Aset dan Liabilitas (Rp Miliar)



Ratios %

Q3-2021

Sales growth	49.6
Gross profit growth	376.8
Operating profit growth	(168.2)
Pre-tax profit growth	(140.6)
Net income growth	(132.7)
Gross profit margin	50.9
Operating profit margin	22.3
Net profit margin	10.5
Return on equity	1.5
Return on assets	1.5
Current ratio	2,928.6
Debt to total assets	3.7
Debt to equity	3.8

THE END

THANK YOU
