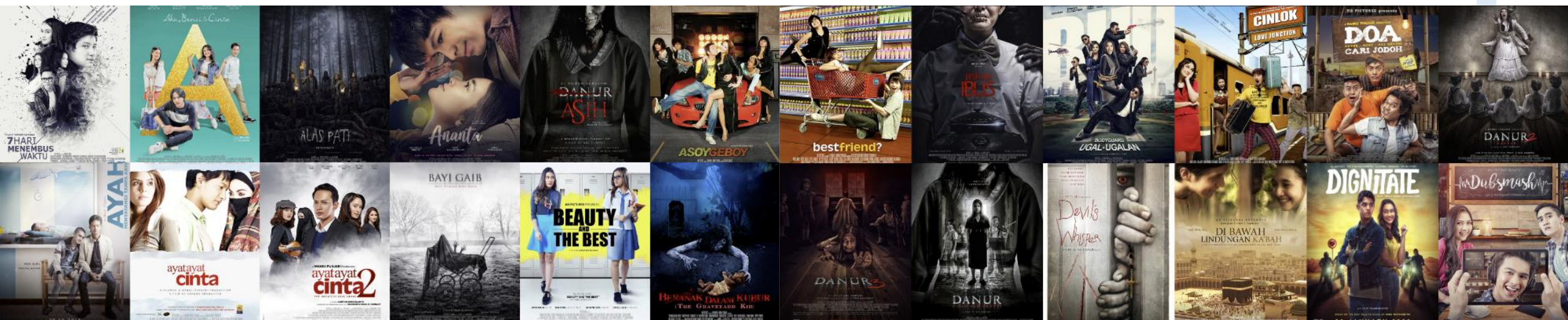




# PT MD PICTURES TBK

CORPORATE PRESENTATION  
2022 & Q1 2023 PUBLIC EXPOSE SUMMARY



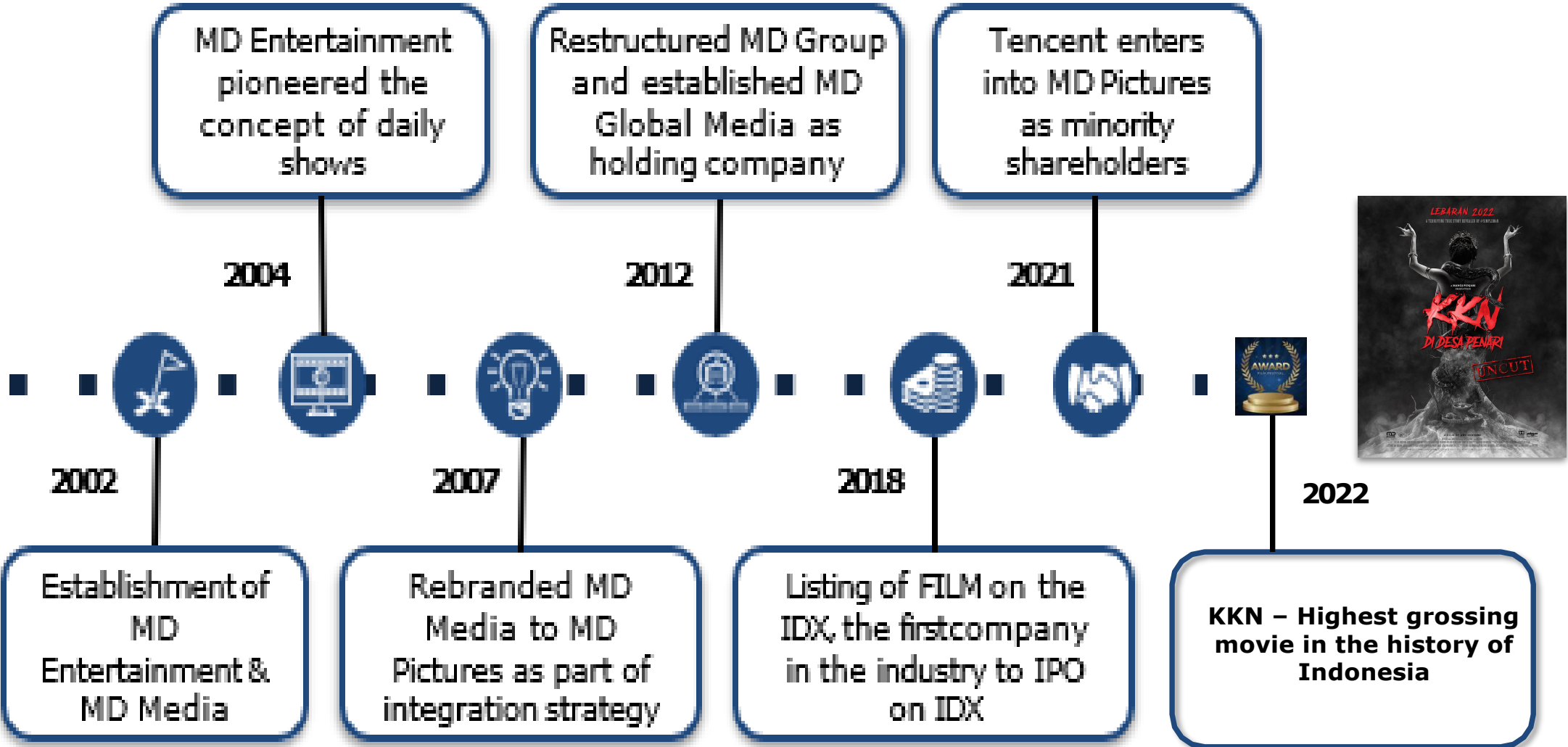
**SECTION I**

**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 (1/3)-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 – Multiple Exclusive Movies OTT (2/3)



Platform: Disney+Hotstar



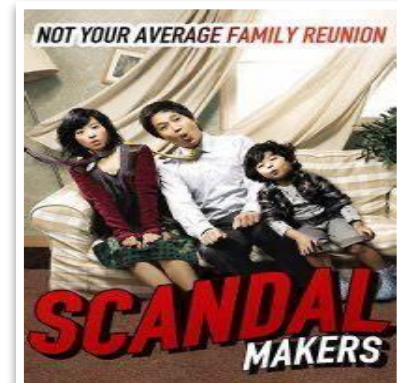
Platform: Disney+Hotstar



Platform: Amazon Prime



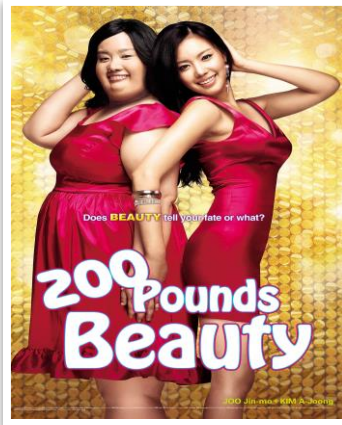
Platform: Disney+Hotstar



Platform: Amazon Prime



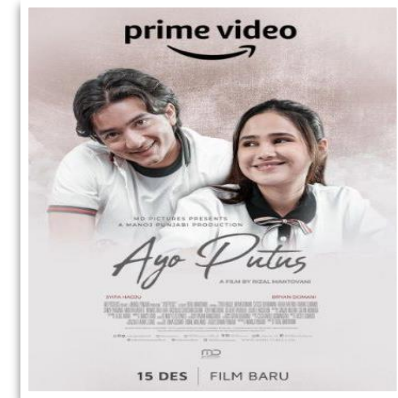
Platform: Disney+Hotstar



Platform: Amazon Prime

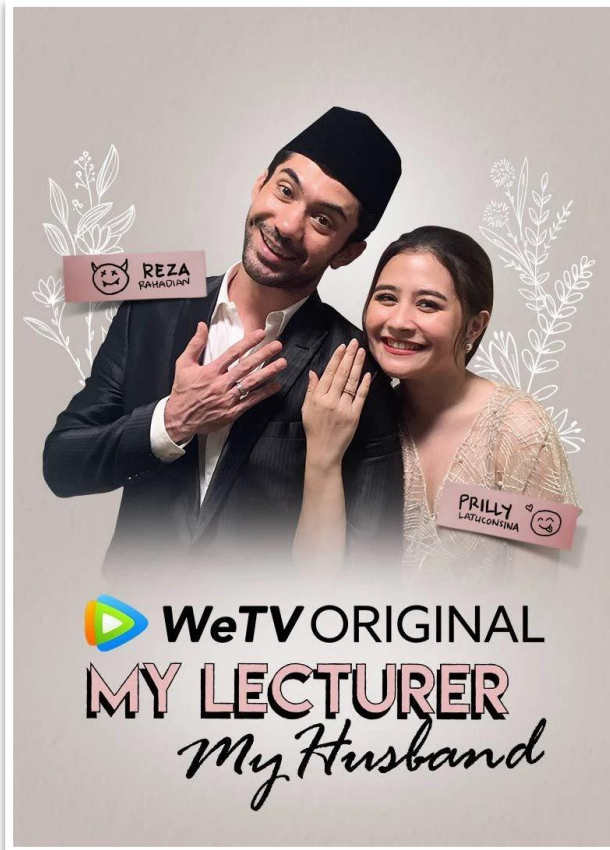


Platform: Disney+Hotstar



Platform: Amazon Prime

## FILM's wealth of valuable assets – (3/3) New Original Series for the Online Revolution



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

## SECTION III

## MARKET AND INDUSTRY UPDATES

---

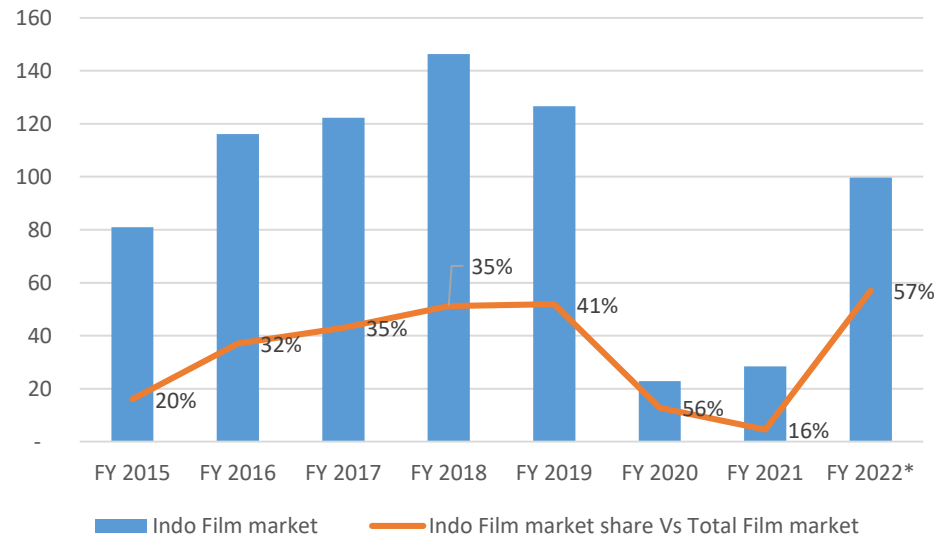


# LOCAL TASTE – (1/2)

## Unwavering preference for local content

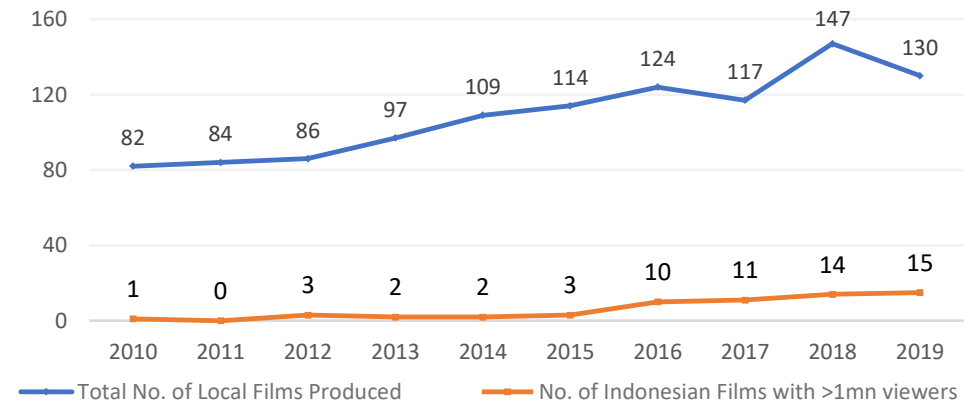
### Preference for local films

- In Indonesia, local movies viewers accounted for 57% of total movie viewers in 2022 increasing from 41% in 2019 (before covid)
- Within local movie market in 2022, the **MD** secured the highest number of viewers with market share ~27%.



### 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**



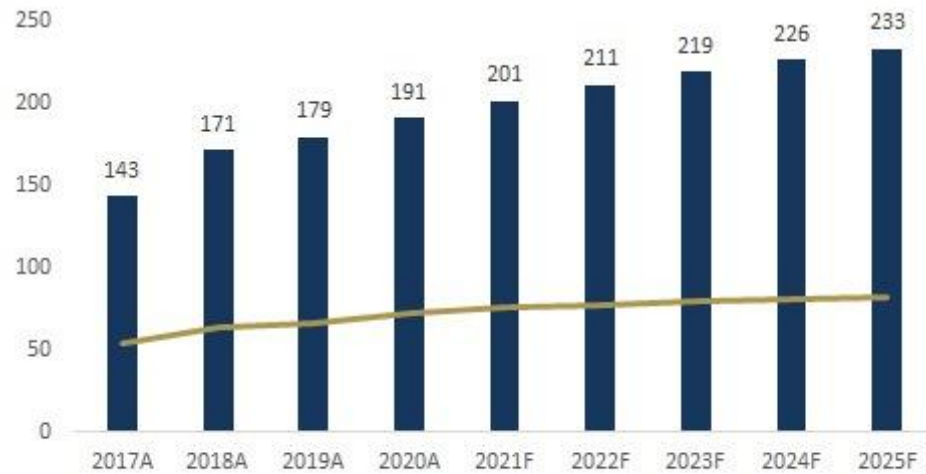
Source: Company; filmindonesia, Cinepoint



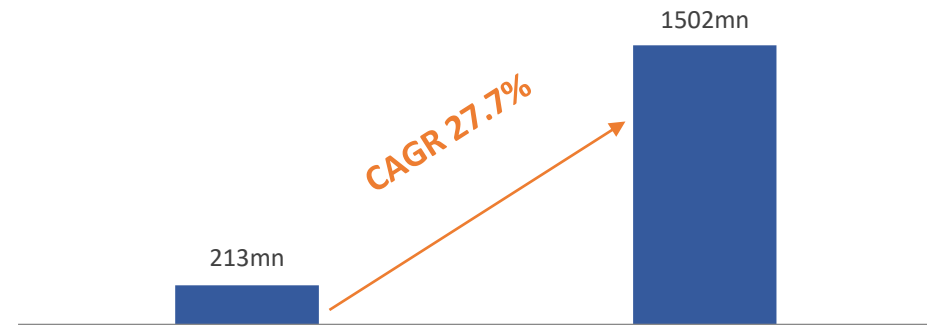
# AGE OF ONLINE STREAMING

*New paradigm of content consumption*

Growing internet consumption



Increasing demand of OTT services



## Partners

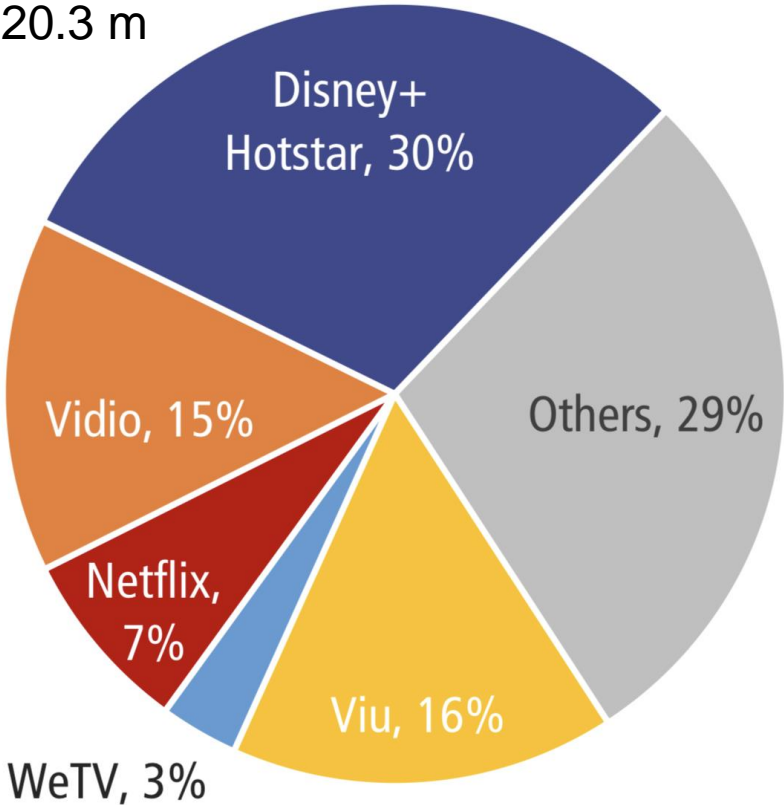


# LOCAL CONTENT IS DRIVING IMPRESSIVE SUBSCRIBER GROWTH

## 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

# MD roared back into the cinema with its first two theatrical releases in 2021 & early 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 Lengger Maut	222.062
6	Teka-teki Tika	173.017
7	Beberapa	138.258

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 & Lody	107.803

And then in 2022: breaking all box office records!

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

 **OliverChen**  
@OLIVERCHENZ1

@bicaraboxoffice Amazing news The Malaysian distributor said that KKN beat #DoctorStrange 🤖 at the box office in its second weekend RM5.82m. This means that KKN's opening box office has exceeded 6M! ! ! !

Also setting box office records across Malaysia & Singapore!



# MD EARNED OVER 34% OF THE TOP 15 BOX OFFICE IN FULL 2022.



Rank	Title	Production House	Total Views
1	KKN di Desa Penari	MD Pictures	10,061,033
2	Pengabdian Setan 2: Communion	Rapi Films	6,390,970
3	Miracle in Cell No. 7	Falcon Pictures	5,860,917
4	Ngeri-Ngeri Sedap	Imajinari	2,886,121
5	Ivanna	MD Pictures	2,793,775
6	Sayap-Sayap Patah	Maxima Pictures	2,426,084
7	Mencuri Raden Saleh	Visinema Pictures	2,350,741
8	Kukira Kau Rumah	MD Pictures	2,220,180
9	The Doll 3	Hitmaker Studios	1,767,049
10	Qodrat	Magma Entertainment	1,761,237
11	Jailangkung: Sandekala	Sky Media	1,546,295
12	Qorin	IDN Pictures	1,330,323
13	Kuntilanak 3	MVP Pictures	1,313,304
14	Argantara	Hitmaker Studios	1,101,359
15	Keramat 2: Caruban Larang	Starvision Plus	918,099



*In top 15 list, MD generate >15 million views with market share of 34%*

## AND MD AGAIN RISING TO THE TOP OF THE BOX OFFICE TABLE IN 2023

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 **Sewo Dino**, FILM again at the top of the box office chart for 2023 and become 7<sup>th</sup> highest of all times till May 2023.



Rank	Title	Production House	Total Views
1	Sewo Dino	MD Pictures	4,823,997
2	Waktu Maghrib	Rapi Films	2,409,122
3	Buya Hamka	Falcon Pictures, Starvision Plus	1,296,776
4	Khanzab	Dee Company	1,166,706
5	Jalan yang Jauh, Jangan Lupa Pulang	Visinema Pictures	866,367
6	Hello Ghost	Falcon Pictures	697,800
7	Mangujwo 2	MVP Pictures	555,934
8	Bayi Ajaib	Falcon Pictures	434,228
9	Hati Suhita	Starvision Plus	361,238
10	Perjanjian Gaib	Maxima Pictures	352,740
11	Hidayah	MD Pictures	333,982
12	Bismillah Kunikahi Suamimu	MD Pictures	273,231
13	Pesugihan: Bersekutu dengan Iblis	Virgo Putra Film	248,012
14	Iblis Dalam Darah	Helroad Films	227,168
15	Para Betina Pengikut Iblis	Falcon Black	214,585

# MD ALSO DOMINATE THE TOP WATCHED FILMS ONLINE

## Tencent's WeTV

**Top charts**

Top free | Top grossing | Trending

- 1** WeTV - Cdrama, Kdrama & More Entertainment  
Update
- 2** iflix - Movies & TV Series Entertainment  
4.1 ★ 19 MB Editors' Choice

**1** WeTV - Cdrama, Kdrama & More  
Watch the hottest series...

**2** Shopee 12.12 Birthday Sale  
Shopping

**3** iflix: Movies, TV Series, News  
Stream Sports & Downloa...

**WE ARE ON NO #1 & #3 ON APPLE DOWNLOADS. THANK YOU INDONESIA**

The week we released our first series with WeTV, they became the #1 downloaded app on both Google Playstore & Apple Store!

## Disney+

**TOP Movies on Disney+ on Week 36, 2022**

Rank	Movie Title	Score
1.	KKN in Dancer's Village	58
2.	Garis Waktu	48
3.	Doctor Strange in the Multiverse of Madness	40
4.	Prey <b>h</b>	28
5.	I Need You Baby	27
6.	Lightyear	25
7.	Thor: Love and Thunder	20
8.	Kukira Kau Rumah	17

MD Films continues to top Disney+ charts upon release. 4 out of 8 of the top movies.

## Amazon Prime

**Prime Top 10 movies in Indonesia**

- 1** 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...  
Included with Prime
- 2** Ivanna  
103 min 2022 18+ Suspense • Horror  
Ambar & Dika have just begun with a new chap when years-old grudge of a malicious entity u...  
Included with Prime
- 3** Ayo Putus  
91 min 2022 13+ Comedy • Drama  
The school's Number 1 playboy, Selatan, who his 'three daysdating', has finally met his ma...  
Included with Prime



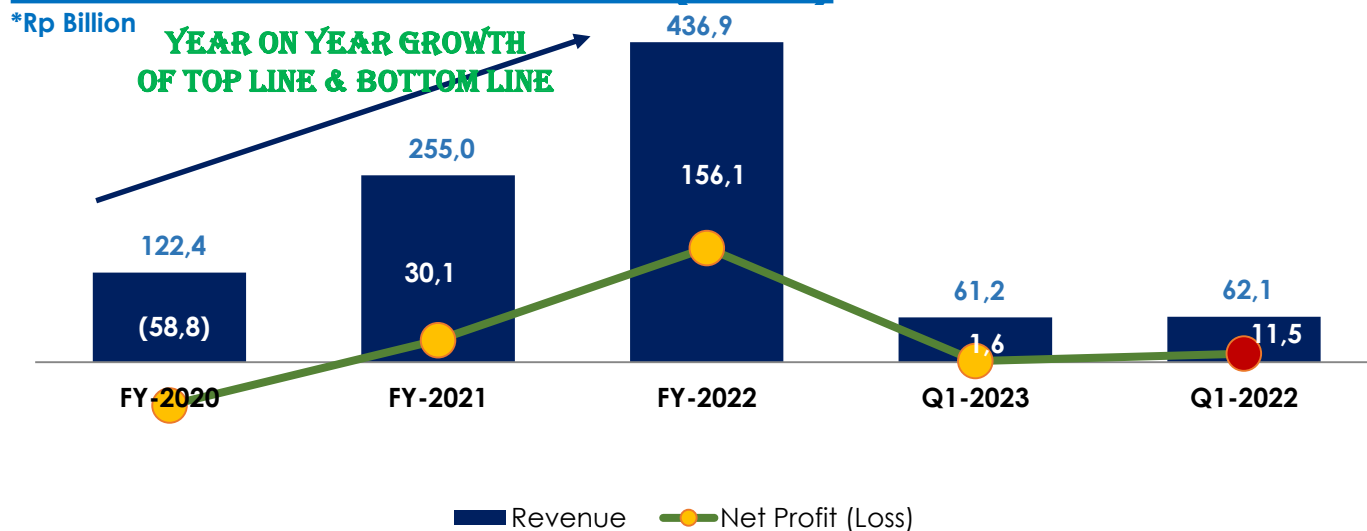
## SECTION IV

## FINANCIAL HIGHLIGHTS

---

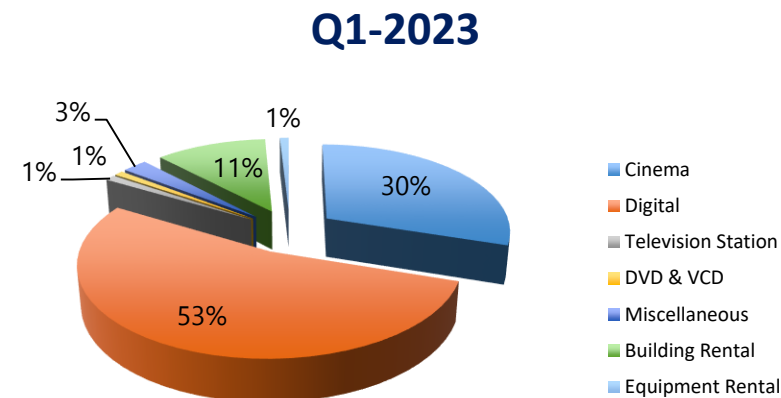
# REVENUE SUMMARY

## REVENUE AND NET PROFIT (LOSS)

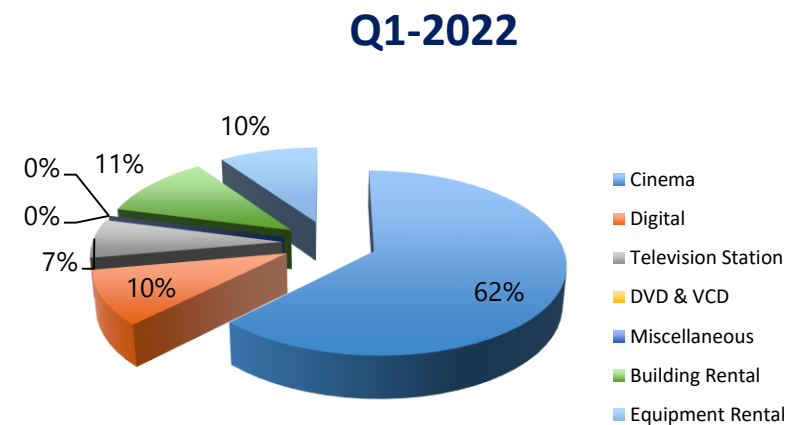


## REVENUE COMPOSITION

Q1 - 2023 (Rp.61,2 Billion)

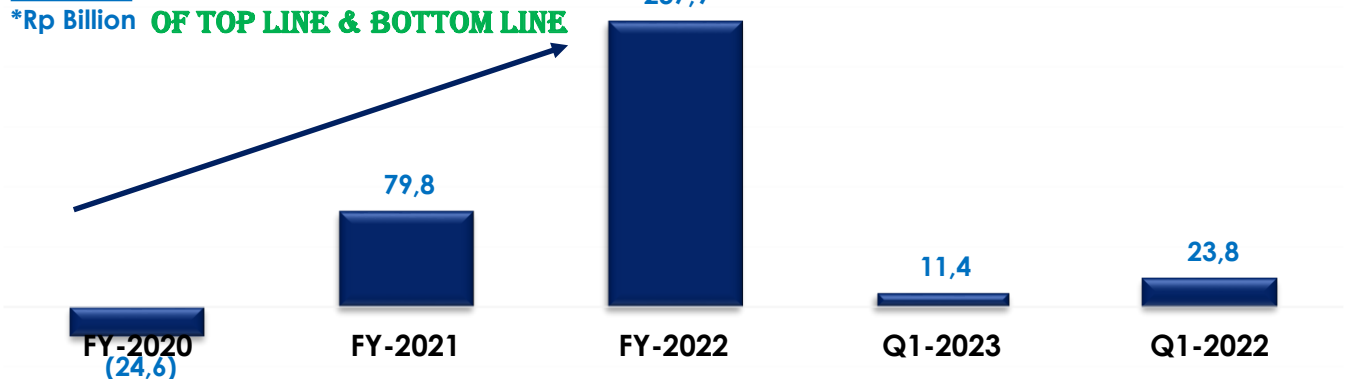


Q1 - 2022 (Rp.62,1 Billion)



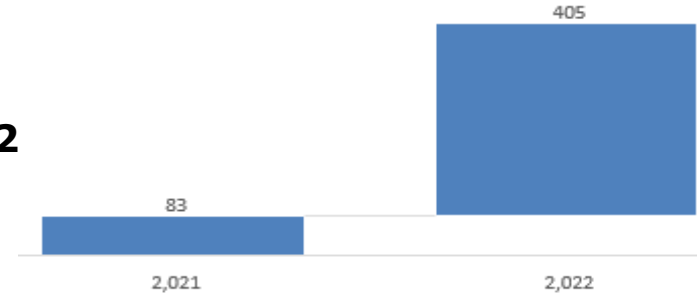
## EBITDA

**YEAR ON YEAR GROWTH OF TOP LINE & BOTTOM LINE**

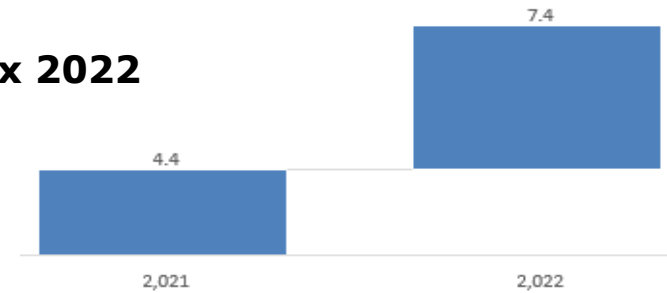


# FINANCIAL HIGHLIGHT

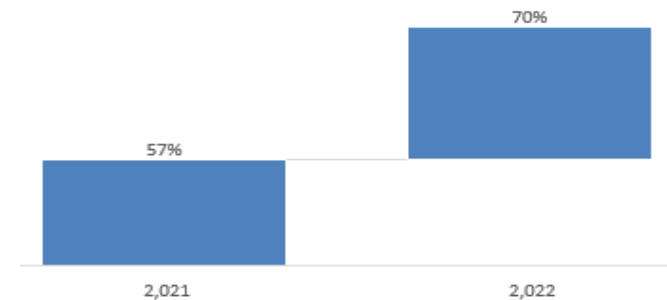
- ❑ **Free cash position** increased from Rp 83 M in 2021 to **Rp 405M in 2022**



- ❑ 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

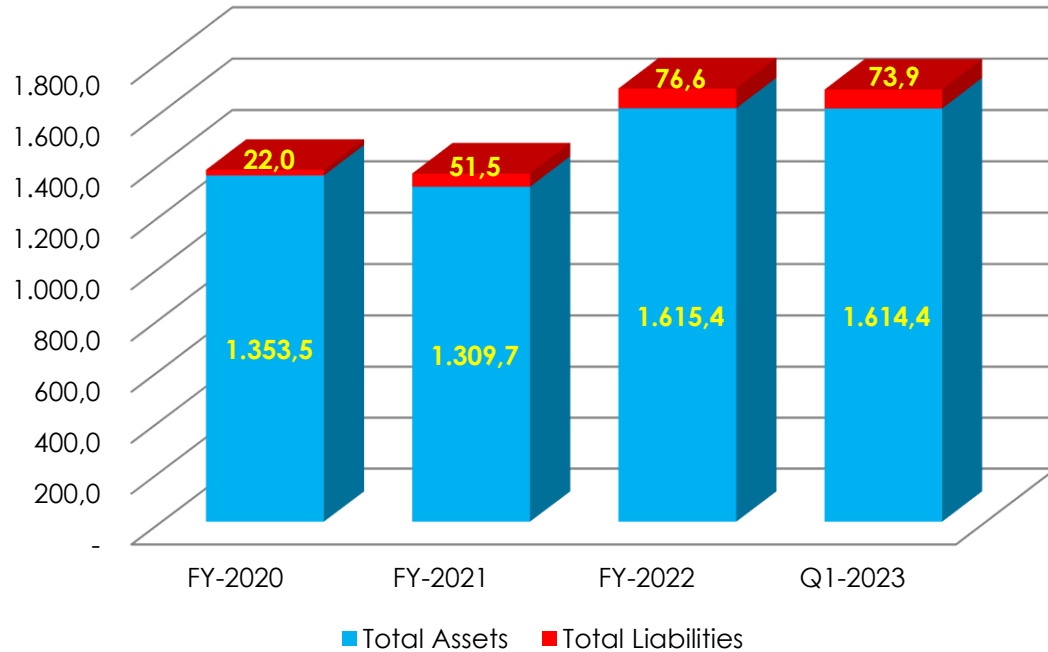
## Financial Highlight

<b>Laporan Laba Rugi</b> <i>(dalam jutaan Rupiah, kecuali dinyatakan lain)</i>	<b>FY-2020</b>	<b>FY-2021</b>	<b>FY-2022</b>	<b>Q1-2023</b>	<b>Q1-2022</b>	<b>Statement of Income</b> <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)*
<b>Neraca</b> <i>(dalam jutaan Rupiah, kecuali dinyatakan lain)</i>	<b>FY-2020</b>	<b>FY-2021</b>	<b>FY-2022</b>	<b>Q1-2023</b>	<b>Q1-2022</b>	<b>Balance Sheet</b> <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

# BALANCE SHEET AND RATIOS

## Balance Sheet

\*Rp. Billion



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

**THE END**

THANK YOU

---