



Press Release

MD Pictures Tbk Successfully Achieves Solid Performance Throughout 2023

Successfully releasing the best content that is in demand by the Indonesian people. Solid financial performance supported by a strong balance sheet and abundant cash flow.

Jakarta, November 9, 2023 – PT MD Pictures Tbk (FILM) has maintained its position as a market leader in the Indonesian entertainment industry through a content creation strategy that caters to the interests of the Indonesian market.

'Kisah Tanah Jawa: Pocong Gundul' Among the Highest-Grossing Films in Indonesian Cinemas in 2023

Two MD Pictures films topped the Indonesian film box office for January-September 2023. In April 2023, the movie 'Sewu Dino' was the most-watched Indonesian film, attracting 4,886,406 viewers. In September 2023, the horror movie 'Kisah Tanah Jawa: Pocong Gundul' was released, garnering 1,648,624 viewers. These achievements have enabled MD Pictures to capture a market share of 27% by the third quarter of 2023 with two blockbuster movies.





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Top-10 Most Viewed Indonesian Movies 2023

No.	Movie Title	Production House	Viewership	Genre
1	Sewu Dino	MD Pictures	4,886,406	Horror
2	Di Ambang Kematian	MVP Pictures	3,177,990	Horror
3	Air Mata di Ujung Sajadah	Beehave Pictures, MBK Productions	3,124,938	Drama
4	Waktu Maghrib	Rapi Films, Sky Media	2,409,112	Horror
5	Petualangan Sherina 2	Miles Films, BASE Entertainment	2,336,101	Action
6	Suzzanna: Malam Jumat Kliwon	Soraya Intercine Films	2,189,363	Horror
7	Kisah Tanah Jawa: Pocong Gundul	MD Pictures	1,648,624	Horror
8	Ketika Berhenti di Sini	Sinemaku Pictures, Legacy Pictures	1,611,005	Drama
9	Buya Hamka	Falcon Pictures, Starvision Plus	1,297,791	Biopik
10	Khanzab	Dee Company, Umbara Brothers Film	1,166,706	Horror

Source: Cinepoint

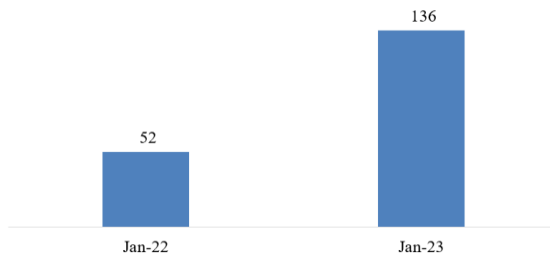
"MD's remarkable success in engaging the Indonesian audience is a testament to our unwavering commitment to delivering high-quality content that aligns with the unique preferences of the Indonesian market. We take pride in our ability to consistently provide captivating and relevant content that resonates with the Indonesian public," said Manoj Punjabi – CEO and Founder of PT MD Pictures Tbk.

'MD Pictures' content has found success not only in cinemas but also on digital platforms'

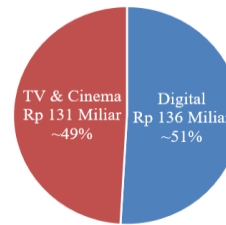
As of the end of September 2023, MD Pictures had a total revenue of Rp 294 billion. Content sales contributed 93% to the total revenue, which is the company's core business. The revenue generated from digital content sales amounted to Rp 136 billion as of September 30, 2023, an increase of 161% compared to the same period in 2022, when it was Rp 52 billion. The sales contribution from digital channels has become equivalent to non-digital segments such as TV and Cinema.

"As part of its strategy to remain relevant with market dynamics, MD plans to expand its distribution channels to include OTT platforms. MD's content distributed on OTT platforms has proven highly popular locally and internationally. This move is expected to become a new growth engine for MD, and we are very optimistic about the bright prospects ahead." explained Manoj Punjabi.

Digital Revenue Growth (Rp Billion)



MD Pictures Content Revenue 9M23





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MD Pictures' success in boosting revenue from the digital segment is inseparable from various series aired on leading digital platforms such as Disney+Hotstar, Prime Video, WeTV, and iflix, as well as Telkomsel MAXstream. Series like '**Induk Gajah**' on Prime Video, '**Mozachiko**' on WeTV Indonesia, '**Jurnal Risa**' on Disney+Hotstar, as well as '**Princess and The Boss**' on Telkomsel MAXstream, were watched by millions and topped the charts as the audience's most favored series.

'Thick Margins and Solid Cash Flow'

MD Pictures had a consistently strong financial performance throughout 2023. By the end of September 2023, their EBITDA had reached Rp 208 billion with an EBITDA margin of 71%. The EBITDA and margins improved since the year's second quarter, mainly due to the release of various films and blockbuster content. Additionally, MD Pictures maintained a strong cash flow with a *net cash* position of Rp 471 billion as of September 30, 2023.

Financial Performance (Rp Million)	1Q23	1H23	9M23
Sales	61	205	294
Gross Profit	34	142	191
Operating Profit	5	78	102
<i>Operating Margin</i>	<i>9%</i>	<i>38%</i>	<i>35%</i>
EBITDA	11	95	136
<i>EBITDA Margin</i>	<i>19%</i>	<i>46%</i>	<i>46%</i>
Cash Flow (Rp Billion)	1Q23	1H23	9M23
Cash Flow from Operating Activities	(1)	62	74
Cash Flow from Investing Activities	(4)	(8)	(8)
Cash Flow from Financing Activities	-	-	-
Net Increase (Decrease) Cash	(6)	54	66
Cash at Beginning	405	405	405
Cash at End	399	459	471

"MD Pictures has consistently maintained its position as a market leader, not only in terms of the fanbase of the content they produce but also in terms of their financial performance. The company boasts the highest EBITDA margin in its industry and a strong balance sheet with a solid net cash position" said Priyadarshi Anand – CFO of PT MD Pictures Tbk.



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About PT MD Pictures Tbk

MD Pictures is one of the largest media companies in Indonesia. It is the first national film company to be listed on the Indonesia Stock Exchange (IDX) with the code FILM. MD Pictures owns over **200 content libraries** and is a market leader in the domestic entertainment industry. The company has an integrated system and advanced facilities that cover the entire production chain, making it well-equipped to entertain, educate, and inspire viewers. MD Pictures aims to pioneer the Indonesian film industry by promoting innovation and collaboration to produce high-value film products.



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Financial Performance MD Pictures

Profit & Loss Statement (Rp Billion)	9M22	9M23
Revenue	382	294
Gross Profit	278	191
EBITDA	226	136
Operating Profit	196	102
Pre-Tax Profit	201	112
Net Profit	151	85

Balance Sheet (Rp Billion)	Sep-22	Sep-23
Cash and Cash Equivalents	434	471
Receivables	50	85
Total Assets	1.650	1.708
Payables	9	6
Liabilities	116	89
Equities	1.533	1.619