



PT. MD Entertainment Tbk (“FILM”) Press release 2Q24 results | July 2024

MD Entertainment Continues to Lead the Media and Entertainment Industry

Jakarta, July 30, 2024 – PT MD Entertainment Tbk (FILM) solidifies its position as the market leader in the media and entertainment industry by consistently delivering diverse content that caters to local tastes. With robust financials, a strong balance sheet with a net cash position (enabling the company to distribute 2023 DPS of IDR25 totaling IDR237bn, DPR of 250%), and solid management, MD Entertainment continues to achieve unprecedented heights. To date, five of FILM’s movies are ranked among this year’s top-15 most viewed movies. The company's innovative approach and commitment to quality have set new benchmarks in the industry.

Top-15 most viewed movies 2024 YTD

Rank	Movie title	Production house	Viewers
1	Agak Laen	Imajinari Pictures	9,127,602
2	Vina: Sebelum 7 hari	Dee Company	5,815,043
3	Ipar adalah Maut	MD Entertainment	4,758,487
4	Badarawuhi di Desa Penari	MD Entertainment	4,015,120
5	Siksa Kubur	Rapi Films	4,000,826
6	Sekawan Limo	Starvision Plus	2,303,234
7	Pemandi Jenazah	VMS Studio	1,645,513
8	Ancika: Dia yang Bersamaku 1995	MD Entertainment	1,318,885
9	The Architecture of Love	Starvision Plus	1,003,999
10	Kereta Berdah	MVP Pictures	1,000,027
11	Jurnal Risa by Risa Saraswati	MD Entertainment	838,763
12	Trinil: Kembalikan Tubuhku	Dapur Film	835,126
13	Munkar	MD Entertainment	773,367
14	Menjelang Ajal	Rapi Films	711,122
15	Tuhan, Izinkan aku Berdosa	MVP Pictures	655,725

Sources: cinepoint (data as of 30/07)



FILM's latest hits dominating the Indonesian cinema

"Ipar Adalah Maut" and "Badarawuhi: Di Desa Penari" have ranked among the most-viewed movies this year, with both being highly anticipated releases. These films have been included in the top-50 most-viewed Indonesian movies of all time, ranking 10th and 15th respectively.

"Ipar Adalah Maut" has garnered 4,758,487 views and continues to attract audiences as it is currently airing in cinemas. Meanwhile, "Badarawuhi: Di Desa Penari" has achieved 4,015,120 views. These significant milestones have enabled FILM to capture a market share of 27.3%, solidifying its remarkable stance in the industry.

As part of the plan to penetrate domestic content entertainment, FILM has also aggressively penetrated TV series like "Kawin Tangan" through its local partner, WeTV (owned 14.6% stake – via Tencent - in the company). Other titles like "Induk Gajah" and "Cinta Dua Dunia" will be introduced shortly on third-party digital platforms.

Manoj Punjabi, CEO of MD Entertainment, stated, "I always prioritize quality and strive to create trends rather than follow them. In Indonesia, the most popular genres are horror and drama, and I have a strong intuition about which films will succeed."

Top-20 most viewed movies of ALL TIME

Rank	Movie title	Production house	Viewers
1	KKN di Desa Penari	MD Entertainment	10,061,033
2	Agak Laen	Imajinari	9,127,602
3	Warkop DKI Reborn: Jangkrik Boss! Part 1	Falcon Pictures	6,858,616
4	Pengabdian Setan 2: Communion	Rapi Films	6,391,982
5	Dilan 1990	Max Pictures	6,315,664
6	Miracle in Cell No.7	Falcon Pictures	5,852,916
7	Vina: Sebelum 7 Hari	Dee Company	5,815,492
8	Dilan 1991	Max Pictures	5,253,411
9	Sewu Dino	MD Entertainment	4,886,406
10	Ipar Adalah Maut	MD Entertainment	4,752,342
11	Laskar Pelangi	Miles Films	4,719,453
12	Habibie & Ainun	MD Entertainment	4,583,641
13	Pengabdian Setan	Rapi Films	4,208,103
14	Warkop DKI Reborn: Jangkrik Boss Part 2	Falcon Pictures	4,083,190
15	Badarawuhi di Desa Penari	MD Entertainment	4,015,120
16	Siksa Kubur	Rapi Films	4,000,826
17	Ayat-Ayat Cinta	MD Entertainment	3,676,210
18	Ada Apa Dengan Cinta 2	Miles Films	3,665,509
19	Suzzanna: Bernapas Dalam Kubur	Soraya Films	3,346,185
20	Di Ambang Kematian	MVP Pictures	3,302,047

Sources: cinepoint (data as of 30/07)

Upcoming movies



Azzamine
 Drama movie
 August 22, 2024



Laura: A True Story of a Fighter
 Drama movie
 September 12, 2024



Perewangan
 Horror movie
 Date tbd.

Upcoming series



Kawin tangan
 Drama series
 June 14, 2024



Induk Gajah Season 2
 Drama series
 August 1, 2024



Cinta Dua Dunia
 Drama series
 Date tbd.

Financial highlights

(IDR bn)	1H23	1H24	YoY (%)	2Q23	1Q24	2Q24	QoQ (%)	YoY (%)
Revenue	205.3	217.4	5.9	144.1	54.2	163.2	200.9	13.2
Gross profit	141.8	143.4	1.1	112.9	28.9	114.5	295.3	6.2
EBIT	78.1	76.7	(1.8)	72.7	(3.9)	80.6	n/a	10.8
Pre-tax profit	78.9	96.8	22.7	75.9	5.1	91.7	1698.0	20.8
Net profit*	62.1	77.2	24.3	57.5	4.6	72.6	1478.3	26.3
Gross margin (%)	69.1	66.0		74.7	53.3	70.1		
EBIT margin (%)	38.0	35.3		50.4	(7.2)	49.4		
Pre-tax margin (%)	38.4	44.5		52.7	9.4	56.2		
Net margin (%)	30.2	35.5		39.9	8.5	45.2		

*Net profit attributable to: Owners of the parent

FILM booked 1H24 strong net profit of IDR72.6bn, an increase of 24.3% yoy compared to 1H23's IDR62.1bn. This growth was reflected in the 2Q24 performance of its two blockbuster movies, "**Ipar Adalah Maut**" and "**Badarawuhi: Di Desa Penari**". Note that "**Ipar Adalah Maut**" is still counting; hence, it has not been fully reflected in 2Q24 revenues. This is not to mention that FILM had not introduced any new content, which limit its digital revenues.

FILM's EBIT of IDR76.7bn slightly declined (-180bps) due mainly to the high production cost of its IMAX "**Badarawuhi: Di Desa Penari**" movie. However, it should be viewed as part of its long-term strategy to quality local content with high-resolution pictures into the global market. Below the operating line, FILM managed to book net interest income, well supported by its strong position worth IDR582.1bn as of June 30, 2024.



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FILM's Future Plans: Global Expansion to Reach New Heights

FILM aims to expand its reach through international distribution partnerships and co-productions with major Hollywood studios in the future. The management believes this would become a leading growth engine in the long run.

In March 2024, FILM officially announced a global distribution partnership with LIONSGATE Entertainment Corp., a well-known player in the Hollywood industry. "Dancing Village: The Curse Begins" marked the first milestone of this partnership, being successfully distributed nationwide in the USA. This collaboration is set to broaden the audience reach, ensuring that FILM's movie creations captivate viewers on a global scale.

FILM is also exploring potential co-productions with major Hollywood production houses. These collaborations may involve phased capital injections to support movie production, enabling risk mitigation and sustainable partnership growth. Leveraging international marketing channels will significantly broaden FILM's audience reach.

Additionally, FILM is considering inorganic expansion to grasp broader demographics and distribute its content through various methods, including TV networks and OTT platforms. This strategy would open new revenue streams for FILM, including advertising revenue.