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PT Nusantara Sejahtera Raya Tbk

INVESTOR UPDATE

Q3 - 2024

*the
Premiere*

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PT Nusantara Sejahtera Raya Tbk



COMPANY OVERVIEW

Leading Cinema Operator with Track Record of Innovation

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1987

Pioneer of modern cineplexes in Indonesia with the opening of Studio 21.



2002 *the Premiere*

Opened our 1st premium cinema with recliner seats in Indonesia.



2006

Launched widely used mobile ticketing application, m.tix, in Indonesia.



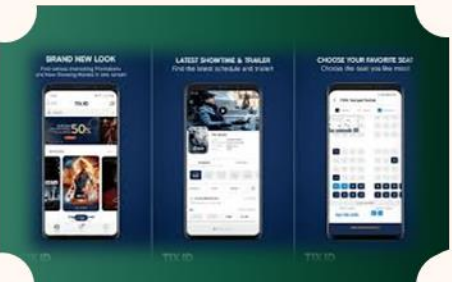
2012 **IMAX**

Opened the 1st commercial digital IMAX[®] theatre in Indonesia.



2016

GIC invested in the company to become its new shareholder.



2018 **TIX ID**

Launched TIX.ID, Indonesia's only ticket aggregator platform with Cinema XXI's inventory.



2020

Opened the 1st IMAX[®] with laser theatre in Indonesia.



2021

Launched m.food (online F&B ordering) within m.tix.



2023

Listed at the IDX on 2 Aug with the ticker code of CNMA



9M-2024

Opened 9 new cinemas with 42 new screens

Best-in-class Product and Service Offerings



Cinema

- Deluxe
- The Premiere
- IMAX®

63% Revenue Contr.



F&B

- XXI Cafe
- XXI Cafe Box
- The Premiere Cafe
- XXI Lounge
- Hello Sunday

34% Revenue Contr.



Digital

- m.tix
- TIX.ID

2% Revenue Contr.



Advertisement

- Screen-based Advertisement
- Offline Advertisement
- Online Advertisement
- Partnership

1% Revenue Contr.



Event & Others

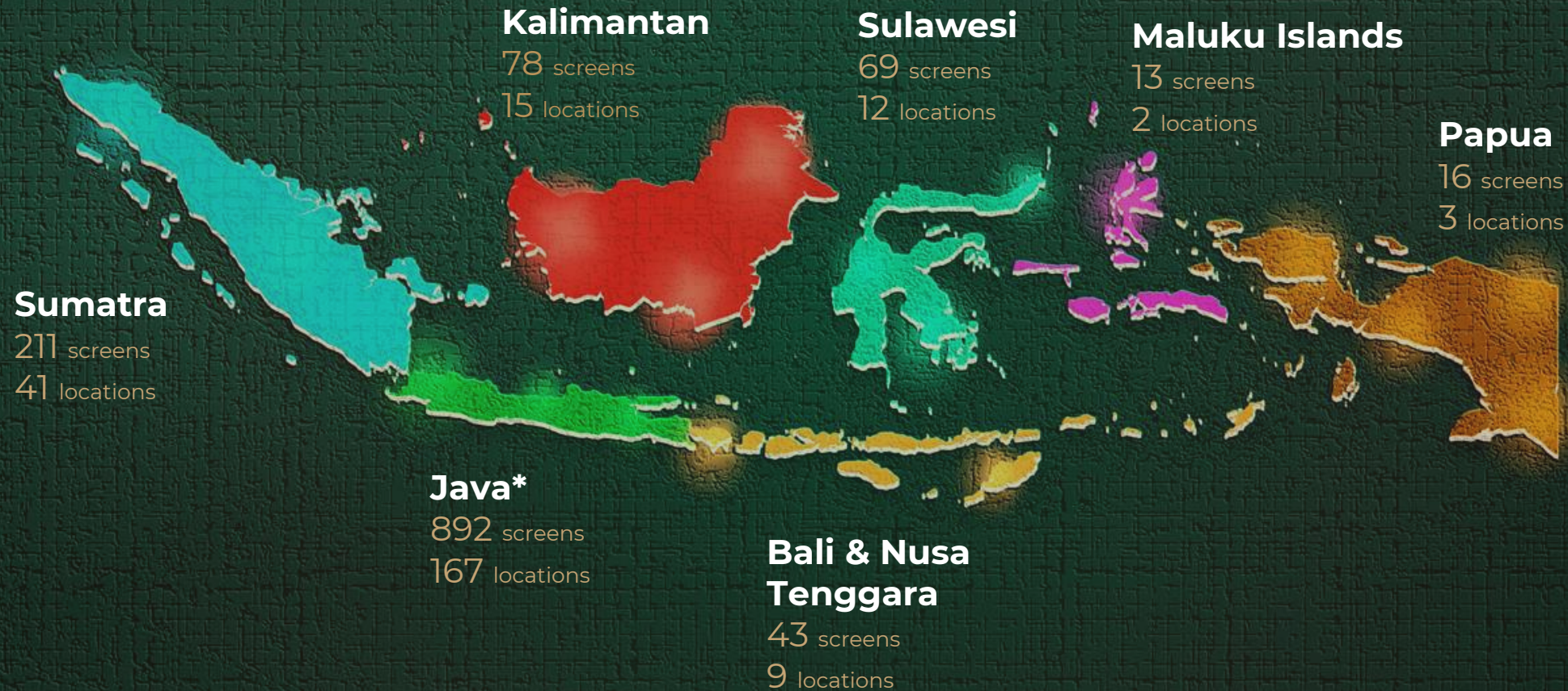
- The Ballroom
- The Club
- Others

1% Revenue Contr.

Largest Cinema Chain in Indonesia

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As per 30 September 2024, the Company operates 249 cinemas with a total of 1,322 screens in 61 cities all over Indonesia.



**Including Greater Jakarta with 524 screens in 93 locations*

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BUSINESS UPDATE

Key Highlights 9M24



Cinemas' network expansion that located in strategic landmark malls across Indonesia.



Attractive domestic movie industry has driven admission growth and provides box office revenue diversification.



Maximizing F&B revenue led by F&B product development and effective marketing.



Robust financial position with resilient profitability.



249 Cinemas and
1,322 Screens in
61 Cities



66.1mn Admission
12% Admission Growth YoY
65% Domestic Movies to Admission



17% Cinema Rev. Growth YoY
6% F&B Rev. Growth YoY
54% F&B to GBO



18% EBITDA Growth YoY
31% EBITDA Margin
37% PATMI Growth YoY
12.4% PATMI Margin

SCREEN GROWTH UPDATE

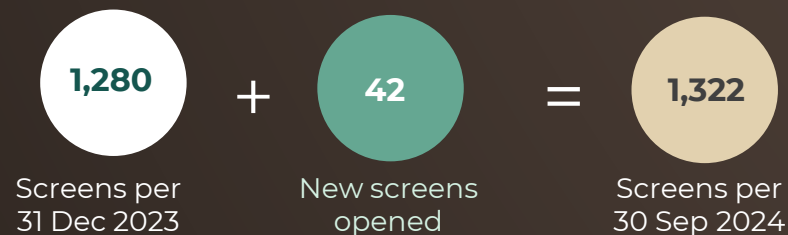


#	Cinemas Opened	Opening Date	TOTAL Screens	DELUXE Screens	PREMIERE Screens	IMAX® Screens
1.	Summarecon Bandung XXI	18-Jan-24	6	4	1	1
2.	Sun City Madiun XXI	31-Jan-24	3	3	0	0
3.	Aeon Mall Deltamas XXI	22-Mar-24	7	5	1	1
4.	City Mall Garut XXI	27-Mar-24	3	3	0	0
5.	One Mall Batam XXI	3-Apr-24	3	3	0	0
6.	Jambu Dua XXI	5-Apr-24	4	4	0	0
7.	Living World Kota Wisata XXI	5-Apr-24	5	3	1	1
8.	Icon Bali XXI	7-Jun-24	4	2	1	1
9.	Citimall Cimanggis XXI	27-Sep-24	4	4	0	0
Total new screens opened			39	31	4	4
From new outlets						
Additional screens to the existing locations			3			
New Screens Opened in JAN - SEPTEMBER 2024			42			

No. of Cinemas **Number of Screens 2019-2024**

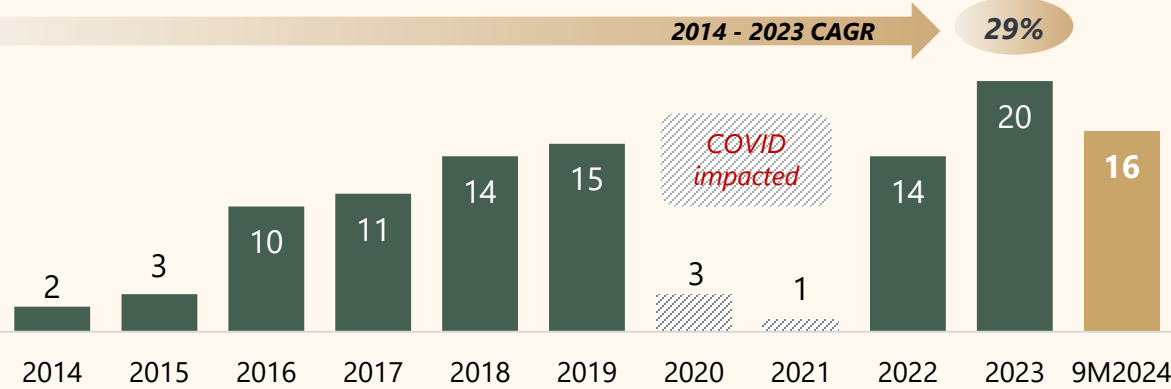


Note: No closure FROM JAN – SEP. 2024



Domestic movies have grown in popularity and amplify Indonesia's domestic GBO

No. of domestic movies with 1m+ admissions



Source: Film Indonesia, Cinepoint

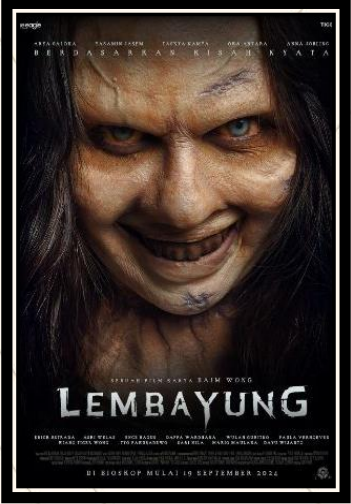
Domestic movies slates with 1m+ admissions in 3Q24



Kang Mak 4.8mn+



Sekawan Limo 2.5mn+



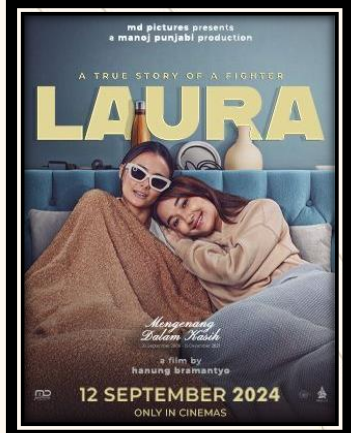
Lembayung 1.6mn+



Home Sweet Loan 1.6mn+



Sumala 1.3mn+



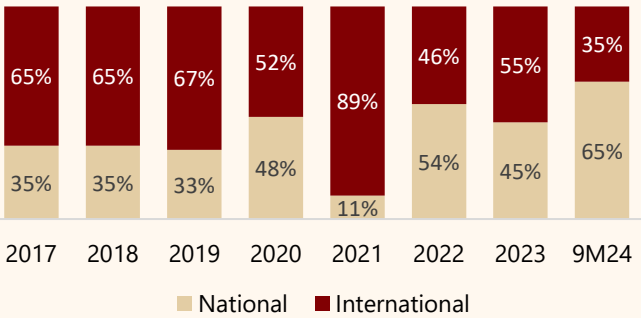
Laura 1.2mn+

Indonesian Movie to Admissions at Cinema XXI

64.6%

Up to 30 Sep 2024

% National and International Movies to Admissions



■ National ■ International

FOOD AND BEVERAGES

Leveraging the strength of F&B offerings

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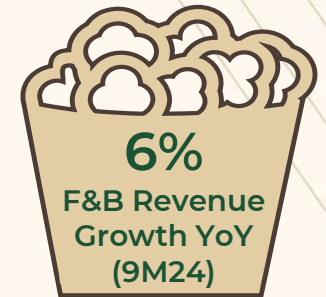
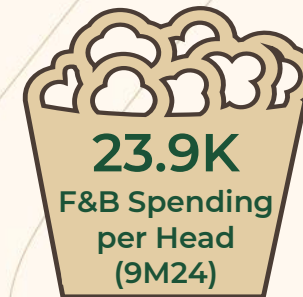
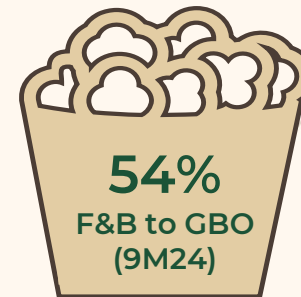


Introducing **localized F&B** products to maximize reach.

Enhance the selling of packaged **F&B** products for customers to **enjoy outside the cinema**.



Introducing a **snack box** for customers' special or private events.



KEY OPERATING NUMBERS

Particulars	Units				FULL YEAR
		9M24	9M23	Change	FY23
		Reported (A)	Reported (B)	YoY Change (%) (A / B-1)	
<u>Operating Numbers</u>					
Number of Cinema		249	233	6.87	240
Number of Screens		1,322	1,250	5.76	1,280
Admission (thousand)		66,081	59,128	11.76	84,264
Avg.Ticket Price (ATP)	IDR	44,454	42,907	3.61	41,368
Occupancy	%	24.5%	26,5%	-9.43	27,0%
F&B to GBO	%	53.9%	59,0%	-8.54	58.3%
F&B Spend per Head (SPH)	IDR	23,970	25,296	-5.24	24,122

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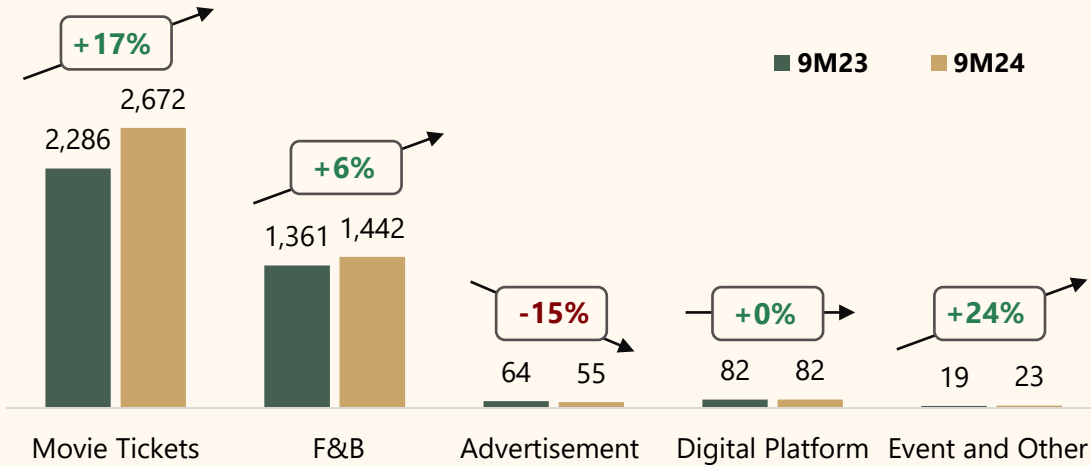
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FINANCIAL HIGHLIGHT

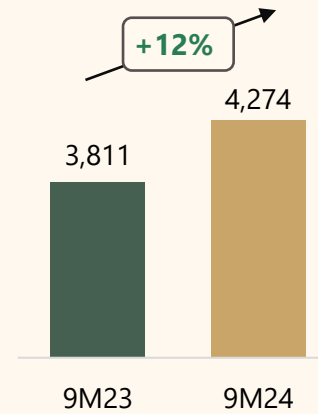
REVENUE BY SERVICE OFFERING

(in Billion IDR)



TOTAL REVENUE

(in Billion IDR)

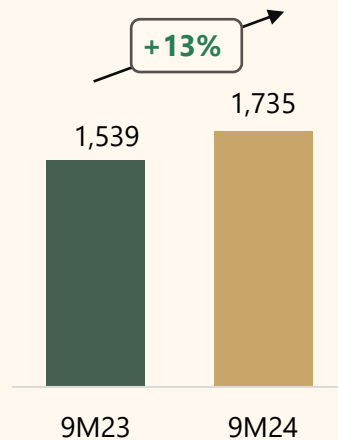


Revenue is increasing by 12%, mainly due to **the increase in movie ticket sales**, contributing to most of the total revenue.

The increase in revenue is also attributed to the **expansion in the number of screens** compared to the previous period.

COST OF GOOD SOLD

(in Billion IDR)



GROSS PROFIT MARGIN

(in %)



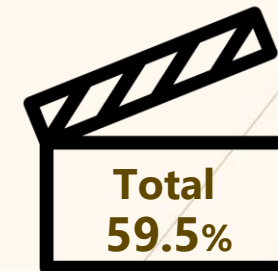
Cinema
50.0%



F&B
73.7%

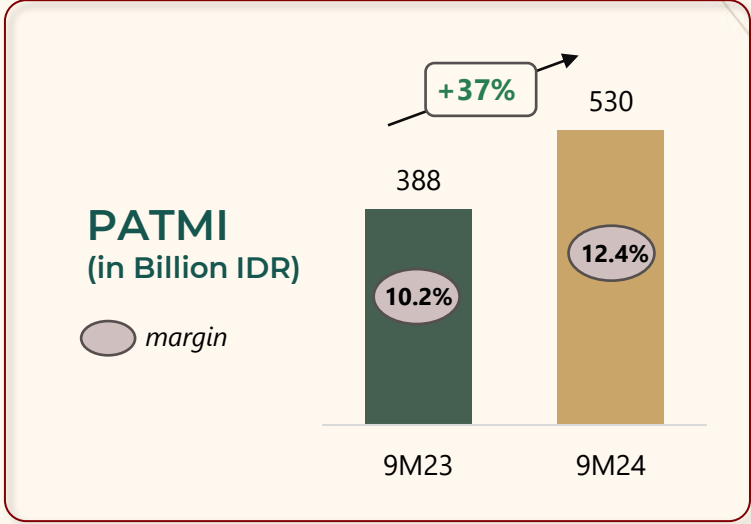
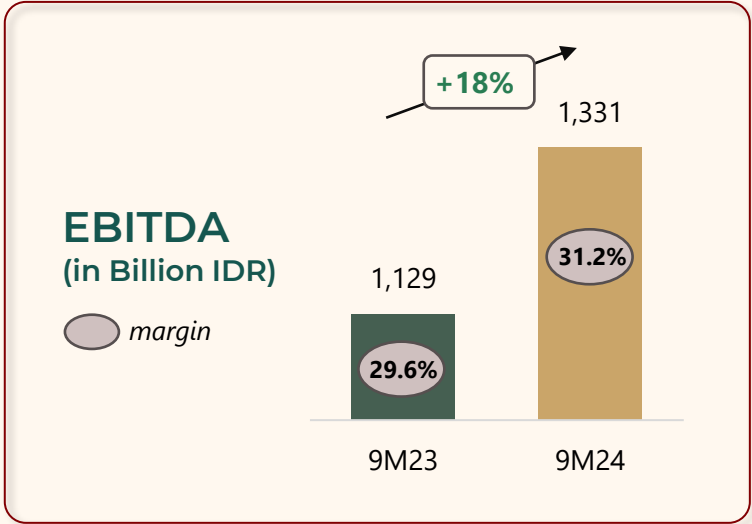


Digital
78.0%

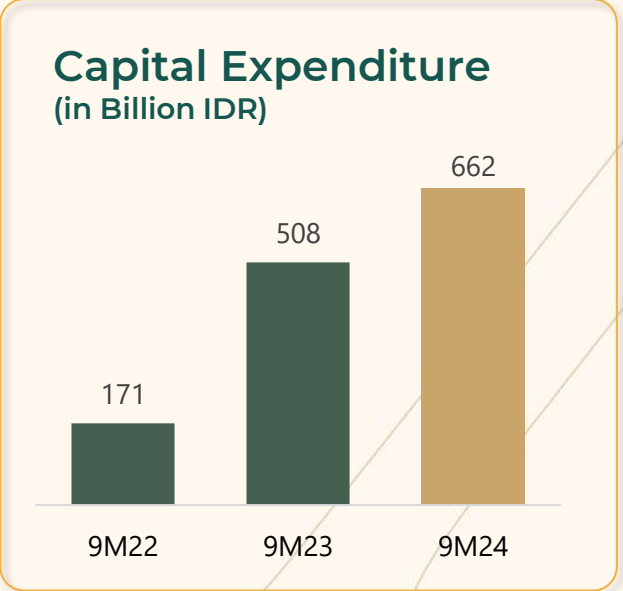
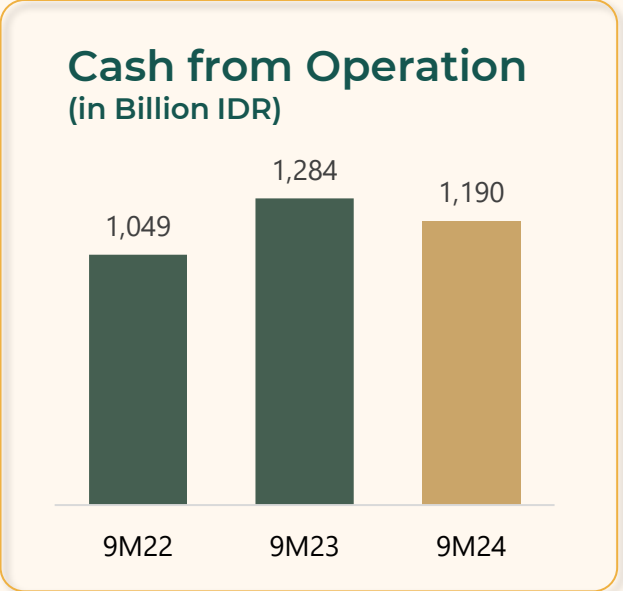
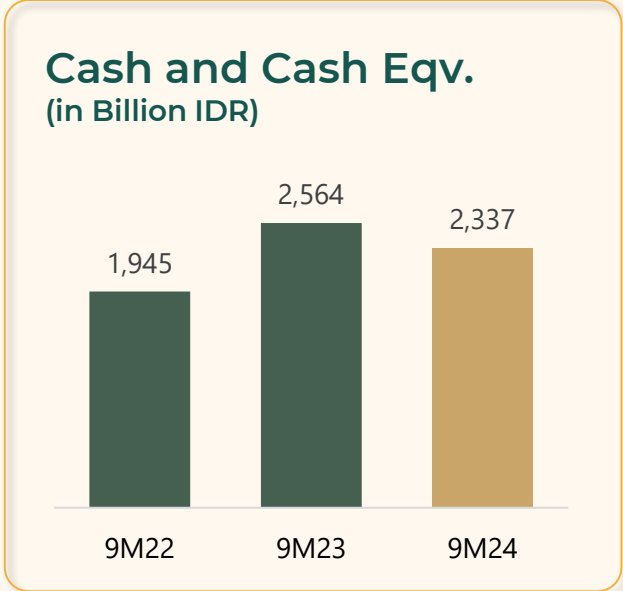


Gross Profit increased by 12% YoY in 9M24 with **stable gross margin** around 59-60%.

F&B's **gross profit margin improved** in 9M24 become 73.7% from 72.3% last year as the result of F&B cost and pricing optimization.



EBITDA and PATMI increased by 18% and 37% YoY from the previous year, mainly due to **higher admissions and effective cost management**, resulting in improved profitability.



Company is in a strong financial position with a **net cash balance**.

Capital expenditure is allocated for **maintenance Capex and network expansion**.

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4Q - GROWTH STRATEGY

Growth Strategy in 4Q-2024



New cinemas are scheduled to open across 8 locations (Jakarta, Bekasi, Surabaya, Klaten, Timika, Mamuju) in 4Q-24, which will result in the addition of more than 30 new screens.



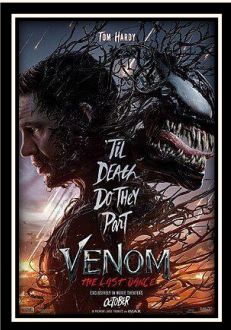
Continue optimizing F&B revenue through innovative product launches, product diversification, and more attractive promotional schemes.



Box Office revenue maximizing, supported by upcoming movie slates.



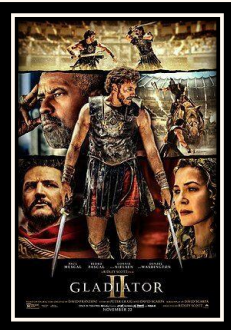
Strive for operational excellence to uphold and enhance profitability.



Venom



Red One



Gladiator II



Wicked



Moana 2



Kraven the Hunter



Mufasa

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For further information:

Email: investor.relations@nsr.co.id

Website: www.cinema21.co.id

THANK YOU



Cinema XXI

the Premiere

Cinema 21

m-tix

m-food
EXTRA SPEED

XXI
Café

Hello
Sunday

XXI Lounge

the Ballroom

the Club



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Appendix

REVENUE ANALYSIS

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Particulars	JAN - SEP			FULL YEAR
	9M24	9M23	Change	Jan-Dec '23
	Reported (A)	Reported (B)	YoY Change (%) (A / B-1)	
<i>Number of screens</i>	1,322	1,250	5.76	1,280
<u>Presented in million of Rp</u>				
Sale of Movie Tickets	2,672,379	2,285,633	16.92	3,140,140
Sale of Food & Beverages	1,441,578	1,361,068	5.92	1,849,524
Advertisement Income	54,972	64,319	-14.53	98,546
Digital Platform	81,738	81,517	0.27	105,626
Event and other revenue	23,321	18,733	24.49	36,941
TOTAL REVENUE	4,273,988	3,811,270	12.14	5,230,777

EXPENSES ANALYSIS

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JAN - SEP

FULL YEAR

In million of IDR	3Q24	3Q23	Change (%)	JAN-DEC 23
	Reported (A)	Reported (B)	YoY Change (%) (A / B-1)	
<u>Variable Cost</u>				
COGS	1,735,278	1,538,670	12.78	2,100,518
<u>Fixed Cost</u>				
Depreciation and Amortization	559,895	515,258	8.66	698,096
Employee compensation	477,389	440,006	8.50	577,026
Maintenance	212,433	211,456	0.46	263,104
Electricity & Water / Utilities	198,704	175,874	12.98	240,955
Rent	107,784	95,831	12.47	130,190
Other expenses	226,353	210,232	7.67	167,901

RESULT SUMMARY

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Particulars (million of IDR)	JAN-SEP				FULL YEAR
	2024	2023	Change	%	2023
	(A)	(B)	A - B	(A / B-1)	
Total Revenue	4,273,988	3,811,270	462,718	12.14	5,230,777
COGS	(1,735,278)	(1,538,670)	196,608	12.78	(2,100,518)
Expenses	(1,222,663)	(1,133,399)	89,264	7.88	(1,379,176)
Other income (expense), net	15,323	(10,392)	25,715	247.45	(7,100)
EBITDA	1,331,370	1,128,809	202,561	17.94	1,743,983
EBITDA Margin	31.2%	29.6%	1.53%	5.18	33.34
Depreciation & Amortization	559,895	515,258	44,637	8.66	698,096
EBIT	771,475	613,551	157,924	25.74	1,045,887
Finance Costs, net	(37,382)	(82,875)	(45,493)	-54.89	95,494
PBT	734,093	530,676	203,417	38.33	950,393
Corporate income tax	(148,344)	(110,705)	37,639	34.00	(208,085)
Minority interest	(55,979)	(32,066)	23,913	74.57	(54,545)
PATMI	529,770	387,904	141,865	36.57	687,762
PATMI %	12.4%	10.2%	2.2%	21.79	13.2%