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PT Nusantara Sejahtera Raya Tbk

INVESTOR UPDATE

9M2025



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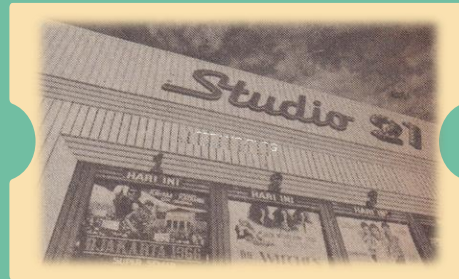
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Leading Cinema Operator with 35+ Years of Track Record

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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.



2024

Opened 16 new cinemas with 70 new screens.

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Market Dominance in Indonesia



The Largest Cinema Network in Indonesia with Strong Brand Equity

261

Total cinemas

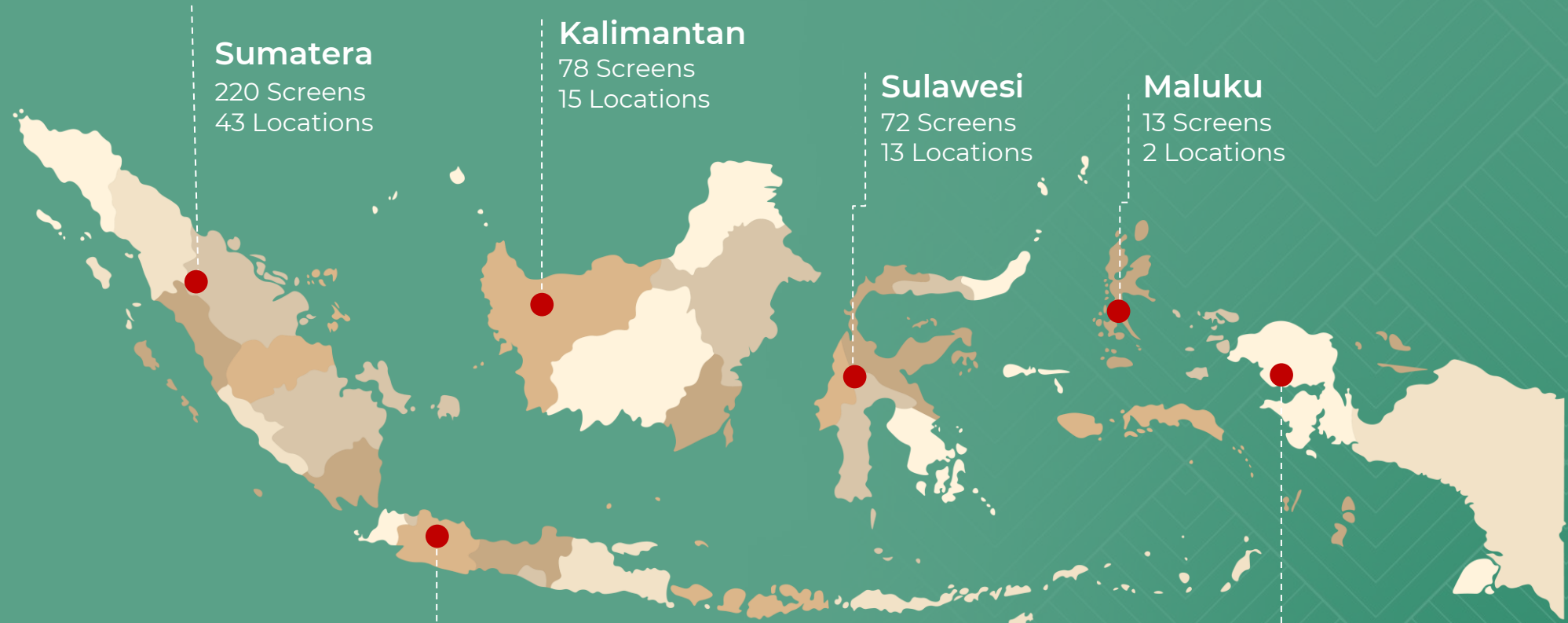
1.369

Screens

67

Cities

As per 30 Sep 2025, the Company operates 261 cinemas with a total of 1,369 screens in 67 cities across Indonesia



Sumatera

220 Screens
43 Locations

Kalimantan

78 Screens
15 Locations

Sulawesi

72 Screens
13 Locations

Maluku

13 Screens
2 Locations

Java*

924 Screens
175 Locations

*Including Greater Jakarta with
563 screens in 101 locations

Bali & Nusa Tenggara

43 Screens
9 Locations

Papua

19 Screens
4 Locations

Expanding Footprint in Underserved Markets



Basko City Mall XXI
 (5 screens), Kota Padang

Suzuya Merdeka Mall Siantar XXI
 (4 screens), Kota Pematangsiantar

Tenth Avenue XXI
 (3 screens), Kota Bandung

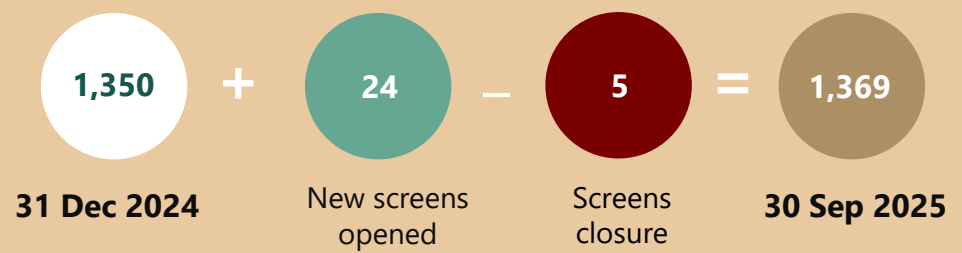
Living World Grand Wisata XXI
 (5 screens), Kab. Bekasi

Bandara City Mall XXI
 (3 screens), Kab. Tangerang

Mall Indramayu XXI
 (4 screens), Kab. Indramayu

+6 New Outlets

+24 New Screens



Expansion Focus & Strategy:

- Strategic presence in major shopping malls nationwide.
- Long-term partnerships with top-tier mall developers.
- Expanding into untapped markets and high-potential 2nd and 3rd tier cities.

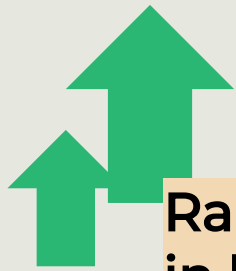
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Attractive Cinema Landscape in Indonesia



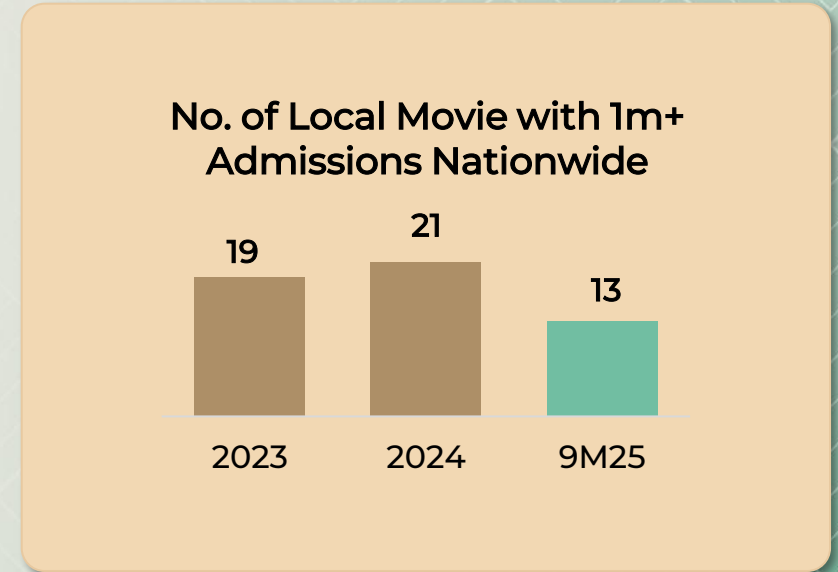
Strong Local Movie Industry to Drive Admissions



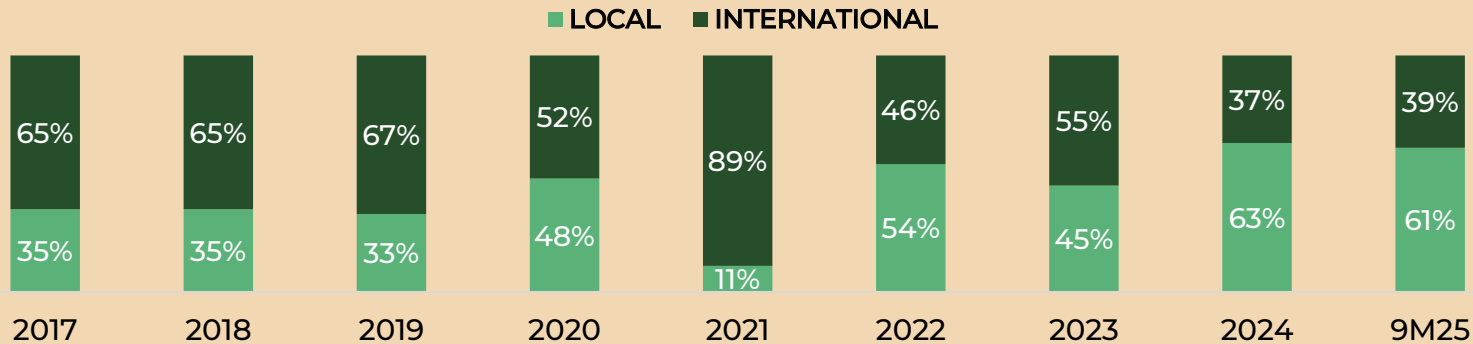
Rapid growth in local film production and box office revenue



Increasing audience preference for high-quality local content



% Local and International Movies to Admissions in Cinema XXI



Local Movie Contribution to Admissions at Cinema XXI

61%

Up to 30 Sep 2025

Cinema-Going Habit in Indonesia

Cinemas mostly strategically located in malls

MALL

as one of the most preferred weekend destinations in Indonesia

Strong Content Driving Cinema Admissions

High-quality content is the primary catalyst for cinema admissions

Strong Festive Season Demand, Driven by Family Movie-Going Habits

Five movies released during Ramadan 2025 collectively recorded over 20mn admissions

Movies released during Ramadan 2025



Jumbo
10.1mn+



Pabrik Gula
4.7mn+



Komang
3mn+



Qodrat 2
2.2mn+



Norma: Antara Mertua dan Menantu
700k+

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Diversified Offerings



Cross-selling Optimization Through Innovation and Technology

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Cinema

- Deluxe
- The Premiere
- IMAX®

62.1%

of 9M25 revenue



F&B

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

33.8%



Others

Digital

- m.tix
- TIX.ID

Event

- The Ballroom
- The Club
- Others

Advertisement

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

4.1%

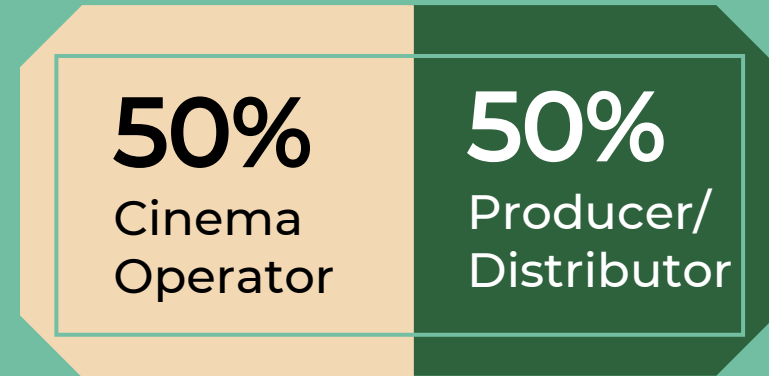
Cinema

- **Flexible Pricing:** leveraging data-driven insights to adjust ticket prices based on the Cinema's performance to optimize revenue.
- **Growth in Average Ticket Price (ATP):** fueled by higher revenue contributions from premium cinemas.
- **ATP moderated in 3Q25,** mainly due to fewer public holidays with premium ticket pricing (15 days) compared to 2Q25 (27 days).

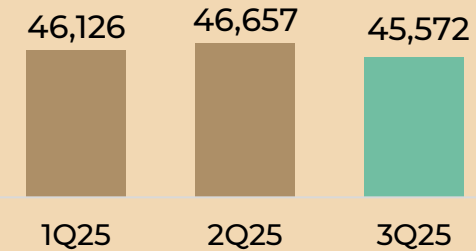
ATP (in IDR)

YTD Sep 24		YTD Sep 25
44,454	↑	46,183
	3.8% yoy	

50-50 Revenue Sharing Scheme



ATP trend in 2025 (in IDR)



Admission

Admission (in mn)

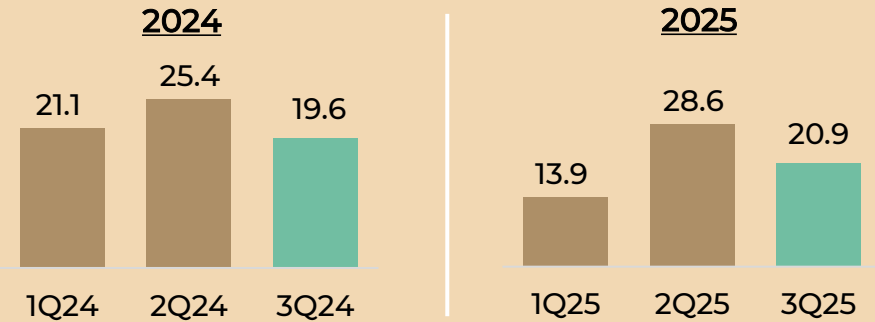
YTD Sep 24
66.1

↓
-4.1% yoy

YTD Sep 25
63.4

- **Driven by content:** quarterly admission reflects movie slates performance and holiday momentum (2Q: Eid-Mubarak holiday).
- **Admission performance:** local movies continued to dominate, but lower admissions highlights soft demand; international movies recovery remained below expectations.

Admission trend (in million)



Local vs International Admission (in '000)

ADMISSION	YTD SEP-24	YTD SEP-25	Growth
LOCAL	42,642	38,426	-9.9%
INTERNATIONAL	23,440	24,948	6.4%
TOTAL	66,081	63,374	-4.1%

F&B

- Strong R&D led to 80% contribution of “our own recipes” menus to total F&B sales.
- Package offerings tailored for different customer segments.
- Introducing trendy and contemporary flavors that match current market trends.

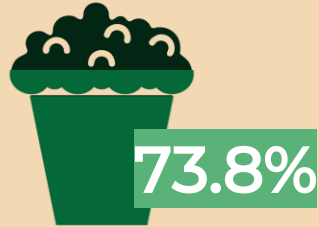
F&B Spend Per Head (IDR)

YTD Sep 24 **23,970** ↑ YTD Sep 25 **25,182**
 5.0% yoy

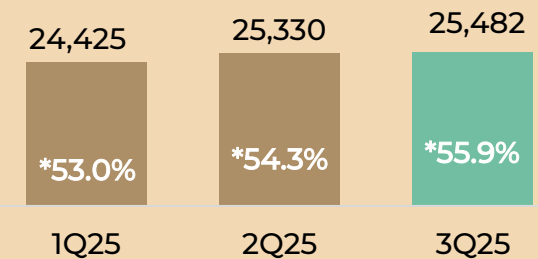
F&B to GBO¹

YTD Sep 24 **53.9%** ↑ YTD Sep 25 **54.5%**
 1.2% yoy

Gross Profit Margin



F&B Spend per Head in 2025 (in IDR)

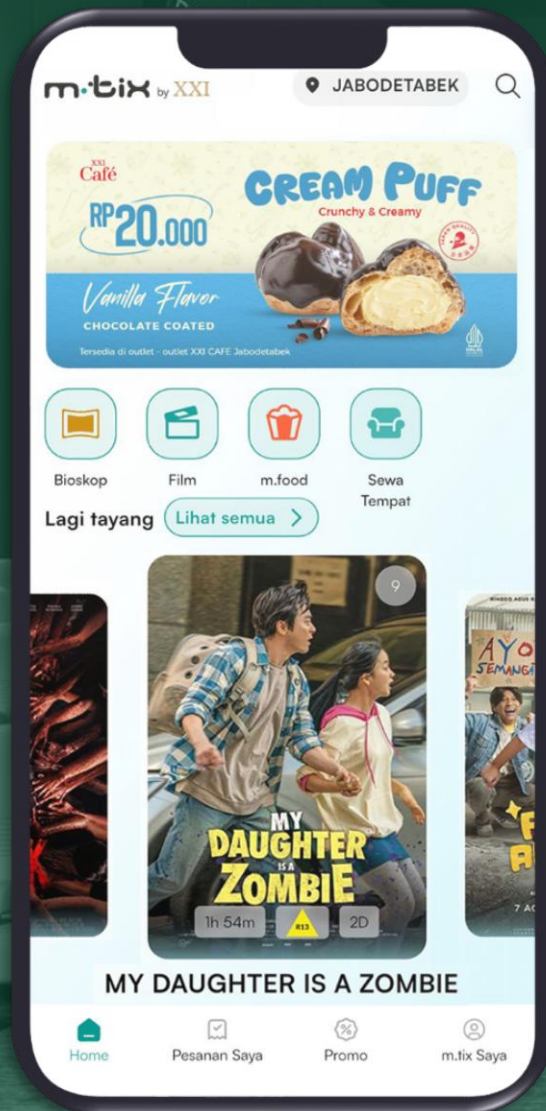


*F&B to GBO ratio

¹ GBO = Gross Box Office

Leveraging on Technology: m.tix & Tix.id

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- **Optimized UI/UX Design**
Seamless ticket booking and payment through a user-centric, integrated mobile app.
- **Enhanced Customer Support**
Dedicated assistance to ensure a smooth and satisfying customer experience.
- **App Engagement Incentives**
The convenience fee is waived for customers ordering F&B through m.tix, encouraging higher F&B spend per head.

Key Operating Numbers

Key Metrics	Units	YTD Sep'24	YTD Sep'25	Change
Number of Cinema		249	261	4.8% ↑
Number of Screens		1,322	1,369	3.6% ↑
Admission (thousand)		66,081	63,374	-4.1% ↓
Avg. Ticket Price (ATP)	IDR	44,454	46,183	3.9% ↑
Occupancy	%	24.5%	23.8%	-2.8% ↓
F&B to GBO	%	54.0%	54.5%	0.9% ↑
F&B Spend per Head (SPH)	IDR	23,970	25,182	5.0% ↑

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Robust and Resilient Financials



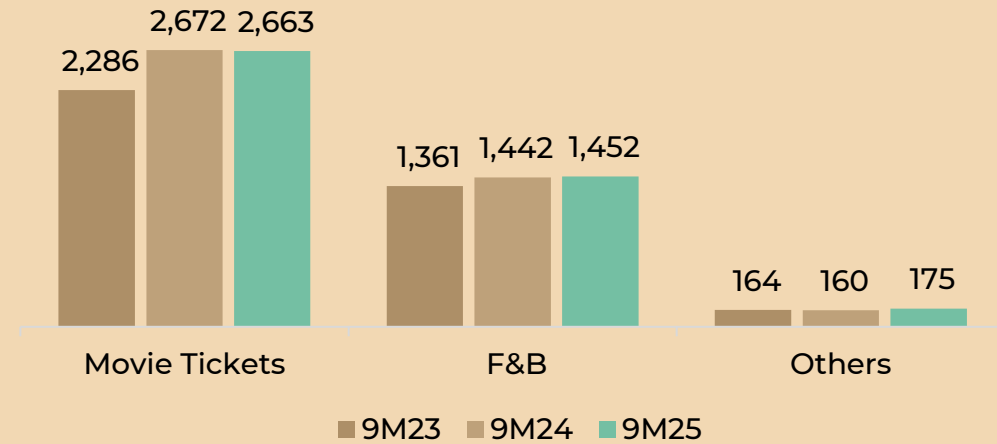
Financial Highlights

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Particulars (million of IDR)	YTD SEP '24	YTD SEP '25	%
Total Revenue	4,273,987	4,290,870	0.40
COGS	-1,735,278	-1,735,890	0.04
Expenses	-1,220,122	-1,288,312	5.59
Other (expense) income, net	15,323	3,412	-77.73
EBITDA	1,333,910	1,270,080	-4.79
EBITDA Margin	31.20%	29.60%	-5.16
Depreciation & Amortization	-562,435	-597,999	6.32
EBIT	771,475	672,081	-12.88
Finance Costs, net	-37,382	-50,574	35.29
PBT	734,093	621,507	-15.34
Corporate income tax	-148,344	-125,339	-15.51
Minority interest	-55,979	-51,258	-8.43
PATMI	529,770	444,910	-16.02
PATMI %	12.40%	10.37%	-16.35

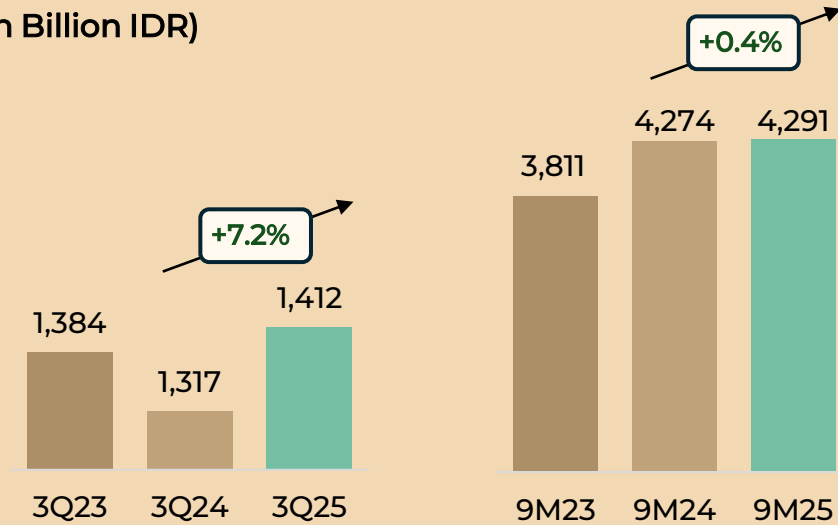
REVENUE BY SERVICE OFFERINGS

(in Billion IDR)



TOTAL REVENUE

(in Billion IDR)



GROSS PROFIT MARGIN



Cinema
50.0%



F&B
73.8%

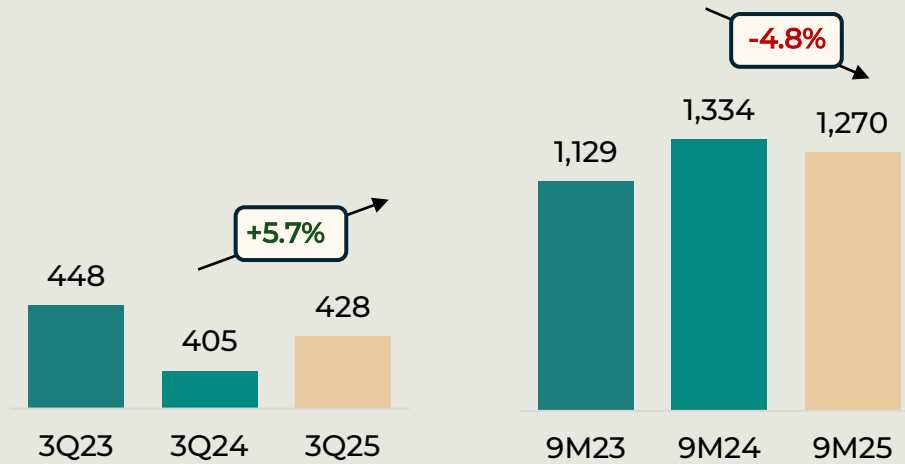


Others
79.6%

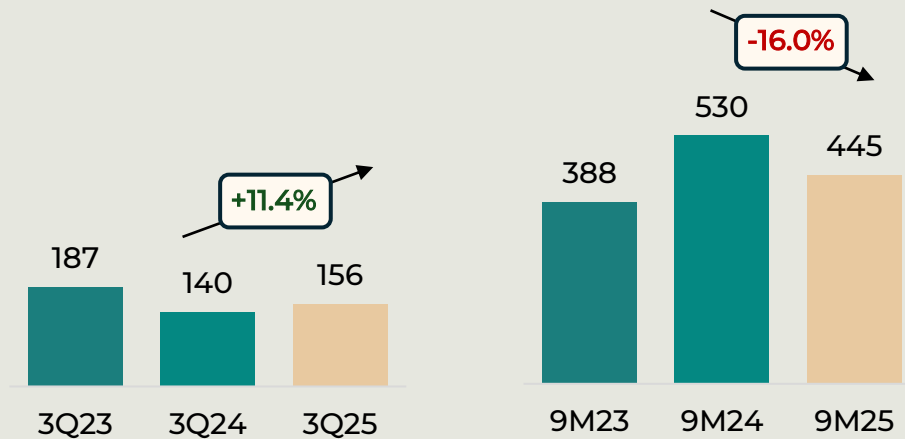
Total
59.6%

- **3Q25 Revenue Growth:** Revenue increased 7.2% YoY, driven by 8.3% rise in movie ticket sales and 5.0% increase in F&B sales.
- **9M25 Performance:** Total revenue reached IDR 4.3 trillion, stable versus the prior year, amidst weak 1Q25 performance.
- **Stable Margin:** Gross profit margin remained steady at 59.6%, (9M24: 59.5%), highlighting disciplined cost control.

EBITDA (in Billion IDR)

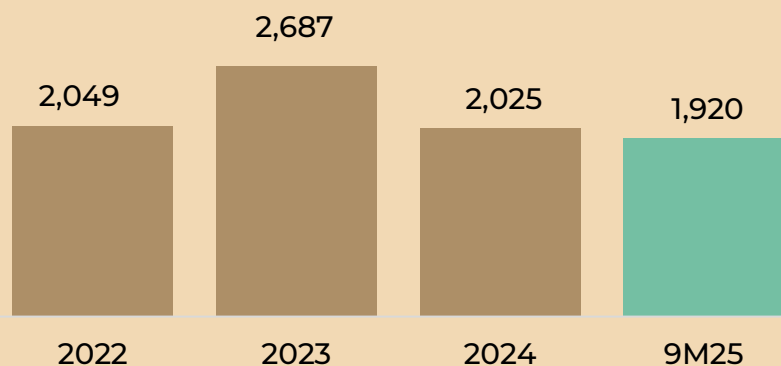


PATMI (in Billion IDR)

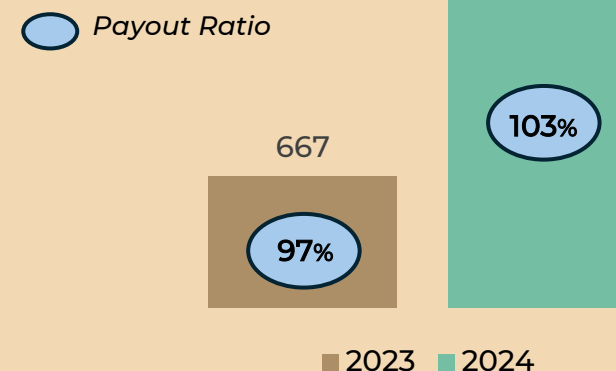


- **3Q25 year-on-year profitability improved**, with EBITDA grew 5.7% YoY and PATMI increased 11.4% YoY, driven by higher admissions and prudent cost management.
- **9M25 EBITDA and PATMI declined by 4.8% YoY and 16.0%, respectively**, on the back of weak admissions in 1Q25 and slower than expected recovery in 3Q25.

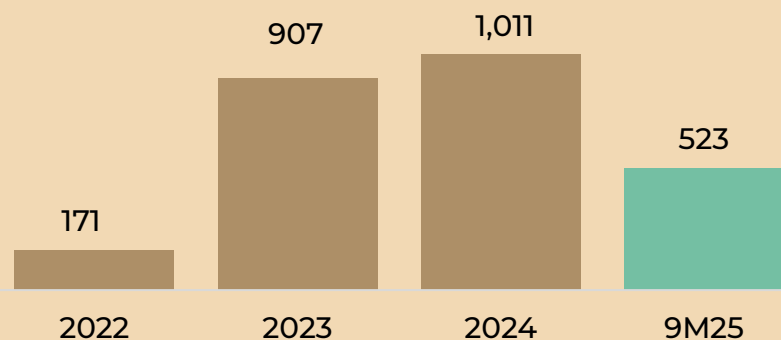
Cash and Cash Eqv. (in Billion IDR)



Dividend (in Billion IDR)



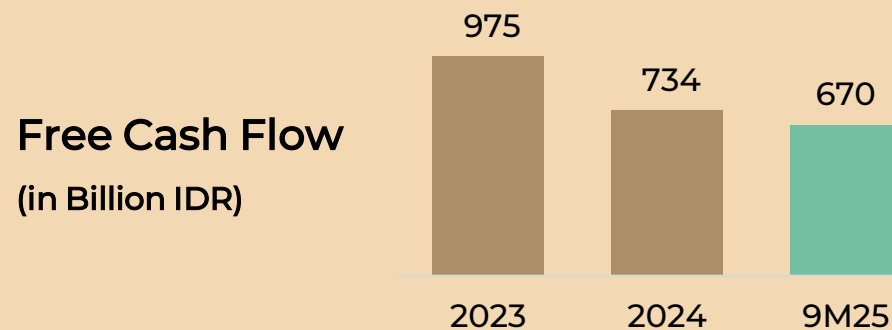
Capital Expenditure (in Billion IDR)



- **Solid cash position** of IDR 1.9T, driven by robust operating cash flow and disciplined capex spending.
- **Capex spent** at IDR 523 billion up to Sep-25 (-21% YoY), mainly for new site development and maintenance capex.
- **High dividend payout** on the back of strong cash generation.

Strong Free Cash Flow Generation

- **Consistent track record of free cash flow generation**, with FCF reaching IDR 670 billion in 9M25, already at ~91% of FY2024 full-year level.
- Operational cash flow of IDR 1.14 trillion and capex discipline continued to result in **positive FCF**.
- **FCF-to-PATMI ratio strengthened** to 150.7% in 9M25, underscoring efficient cash conversion and robust earnings quality.
- **Solid cash generation** continues to enhance liquidity, support investment capacity, and create shareholder value.



(in Billion IDR)

Particulars	2023	2024	9M2025
Cash from Operating Activities	1,792,741	1,643,741	1,143,637
Acquisition of Fixed Assets	(817,649)	(910,078)	(473,393)
Free Cash Flow (FCF)	975,092	733,663	670,244
PATMI	687,762	728,950	444,910
% FCF to PATMI	141.8%	100.7%	150.7%

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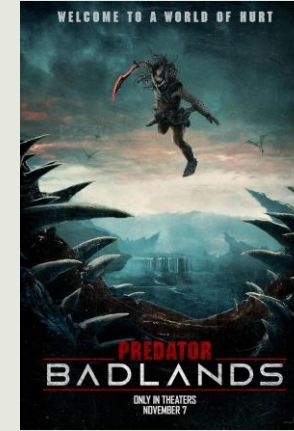
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Movie Pipelines



Movie Slates in 4Q-2025

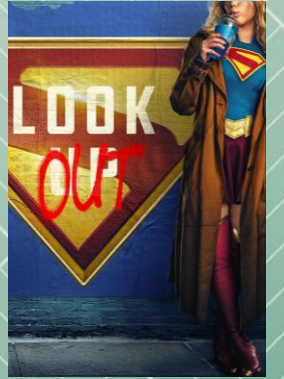
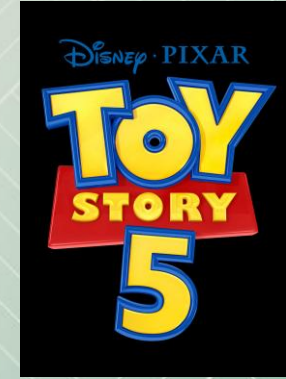
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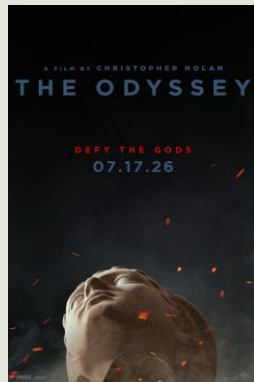
2026 Hollywood Line-up to Fuel Growth Momentum

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1H 2026



2H 2026



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THANK YOU

For further information:

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Website: www.cinema21.co.id

