



# XXI

PT Nusantara Sejahtera Raya Tbk

# COMPANY PRESENTATION

Full year of 2023 (FY23)



Cinema XXI



*the Premiere*



Cinema 21



m.bix



m.food  
EXTRA SPEED



XXI  
Café



Hello  
Sunday



XXI Lounge



*the Ballroom*



*the Club*

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# CINEMA

- Admission increased 25.7% compared to FY22
- Opened 18 new locations and 75 screens

# F&B

- Revenue grew 29.3% compared to FY22
- F&B to GBO achieved 58.3%

# FINANCIAL

- Revenue is IDR 5.2 T., growing 18.9% compared to FY22
- EBITDA increased to IDR 1.7 T or representing an EBITDA margin of 33.3%
- Net profit recorded is IDR 742 B.

# OPERATIONAL HIGHLIGHTS

## OPERATIONAL HIGHLIGHTS



	Units	FY23	FY22
Admission	m.	84.3	67.1
Avg. ticket price	IDR	41,368	44,704
Occupancy	%	27.0	25.1
F&B to GBO	%	58.3	52.0
F&B spend	IDR	24,122	23,447

# FINANCIAL HIGHLIGHTS

# FINANCIAL HIGHLIGHTS

## Profit & Loss Statement



In IDR m.

	FY23	FY22	change
Revenue	5,230,778	4,401,050	18.9%
Gross profit	3,130,260	2,626,752	19.2%
<i>Gross margin</i>	<i>59.8%</i>	<i>59.7%</i>	
Net profit	742,308	504,535	47.1%
<i>Net margin</i>	<i>14.2%</i>	<i>11.5%</i>	
EBITDA	1,743,984	1,436,059	21.4%
<i>EBITDA margin</i>	<i>33.3%</i>	<i>32.6%</i>	

# FINANCIAL HIGHLIGHTS

## Balance Sheet & Cash Flow



In IDR m.

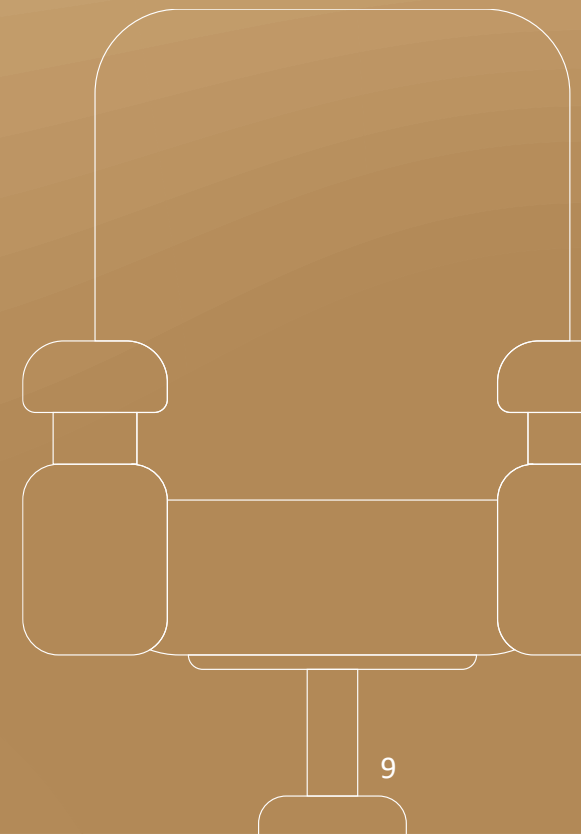
	31-Dec-23	31-Dec-22	31-Dec-21
Cash & cash eqv	2,686,818	2,048,962	1,089,780
Total assets	7,370,131	6,759,546	6,417,741
Total equity	4,959,336	2,652,649	3,956,563

	FY23	FY22	FY21
Cash from operation	1,792,741	1,303,720	418,937
Capital expenditures	817,649	100,084	80,162

Note:

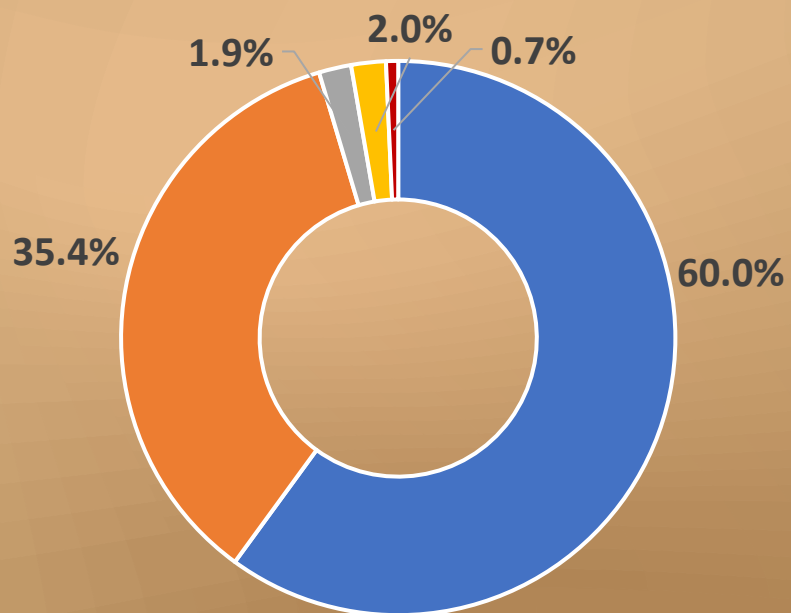
The Company is in a net-cash position



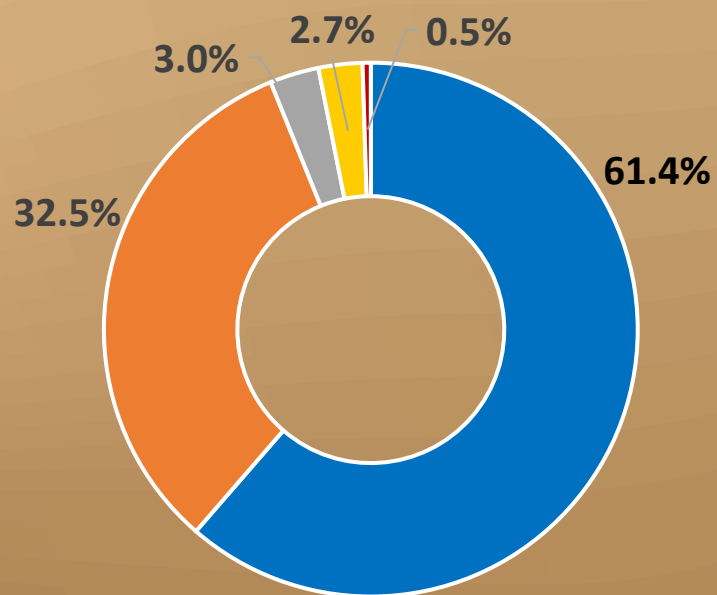
# FY23 REVENUE CONTRIBUTION



FY23



FY22



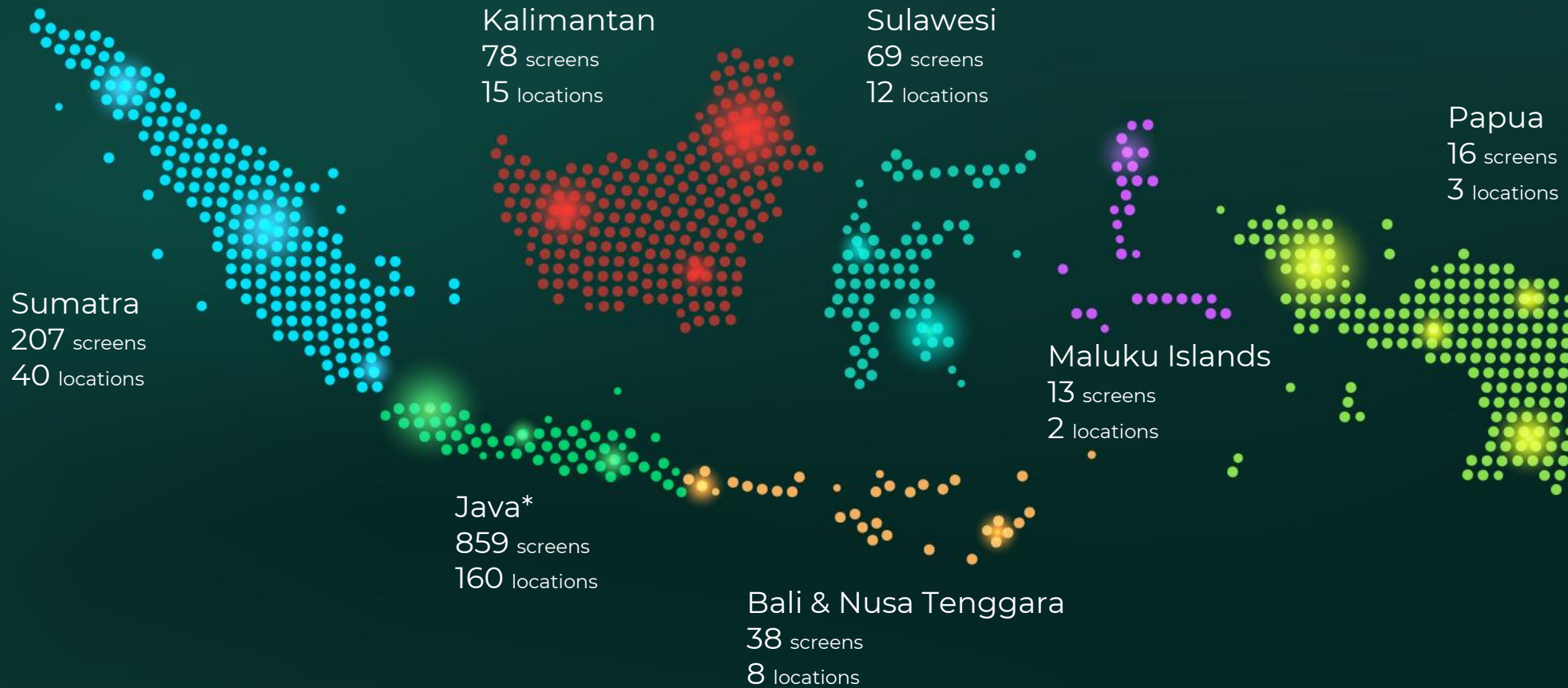
- Cinema
- F&B
- Ads
- Digital Platform
- Event & Others

# OUTLET PRESENCE & EXPANSION

# OUTLET PRESENCE



As per 31 Dec 2023, CNMA operates **240 cinemas** with a total of **1,280 screens** in **60 cities** all over Indonesia.



\*Including Greater Jakarta with 514 screens in 91 locations

# FY23 EXPANSION PATH +9M23



No	Location	City, Province	Opening Date	No of Locations	No of Screens
<b>Total per 30 September 2023</b>				<b>10</b>	<b>45</b>
4Q23 addition:					
11	Sukaramai Trade Center	Pekanbaru, Riau	05-Oct	1	4
12	Citimall Bontang	Bontang, East Kalimantan	11-Oct	1	4
13	Ciplaz, Parung	Bogor, West Java	20-Oct	1	4
14	The Park	Kendari, South East Sulawesi	02-Nov	1	4
15	Citimall	Kuala Kapuas, Central Kalimantan	08-Nov	1	3
16	Queen City	Semarang, Central Java	11-Nov	1	4
17	Citi Plaza	Bondowoso, East Java	17-Nov	1	3
18	Bintaro Xchange	South Jakarta, Jakarta	01-Dec	1	3
				8	29
Additional screens to the existing locations					3
<b>Total per 31 December 2023</b>				<b>18</b>	<b>77</b>

Note: The Company did not have any closures in 4Q23

# 2023 MOVIE SLATES

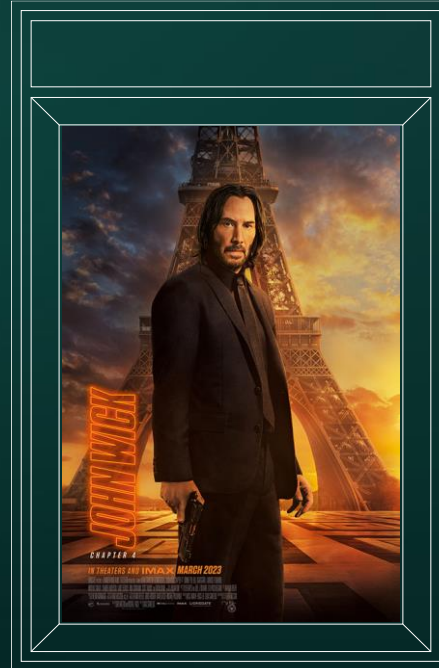
1Q23



Ant Man & the Wasp:  
Quantumania



Waktu Maghrib



John Wick:  
Chapter 4



Jalan yang Jauh  
Jangan Lupa Pulang



Shazam! Fury of the Gods

2Q23



Fast X



Sewu Dino



Transformers:  
Rise of the Beast

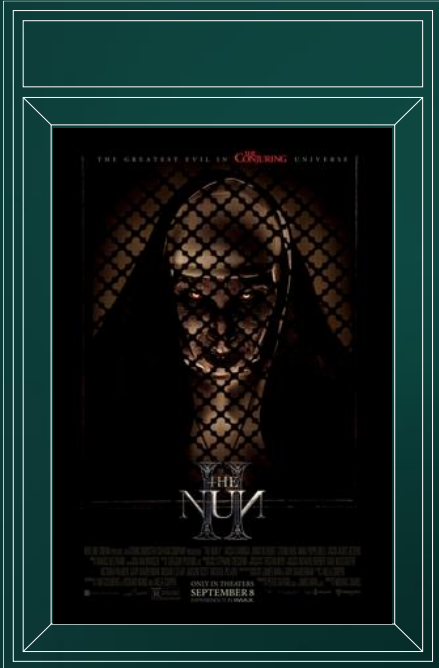


Guardians of the Galaxy  
Vol. 3



Evil Dead Rise

3Q23



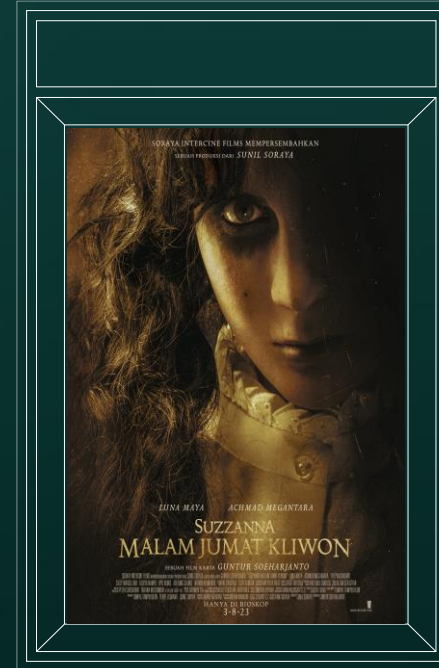
The Nun II



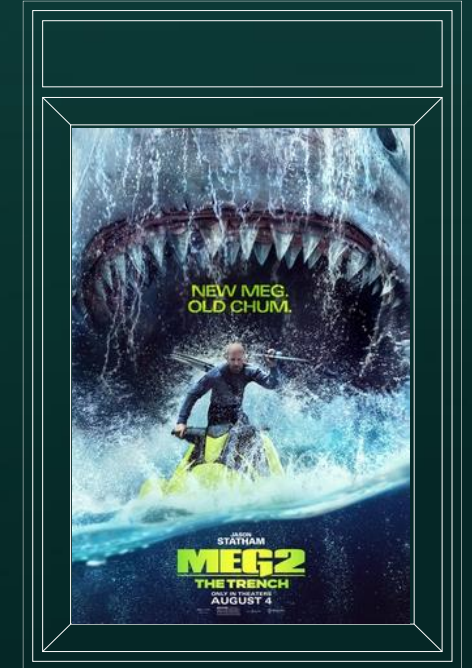
Mission: Impossible –  
Dead Reckoning Part One



Insidious:  
The Red Door



Suzzana:  
Malam Jumat Kliwon



Meg 2:  
The Trench

4Q23



172 Days



Di Ambang Kematian



Aquaman



The Marvels



Sijin

# 2024 MOVIE SLATES

# 2024 HOLLYWOOD MOVIES

# XXI

## HOLLYWOOD

Madame Web

Bob Marley: One Love

Dune: Part Two

Kung Fu Panda 4

Ghostbusters: Afterlife 2

Godzilla x Kong: The New Empire

The Fall Guy

Kingdom of the Planet of the Apes

Bad Boys 4

Inside Out 2

A Quiet Place: Day One

Despicable Me 4

Deadpool & Wolverine

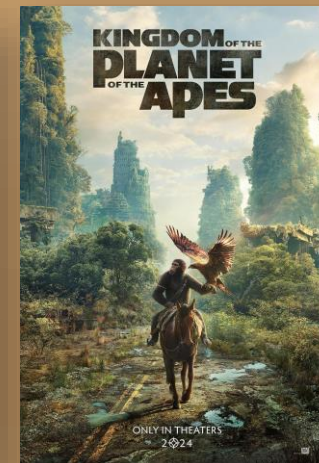
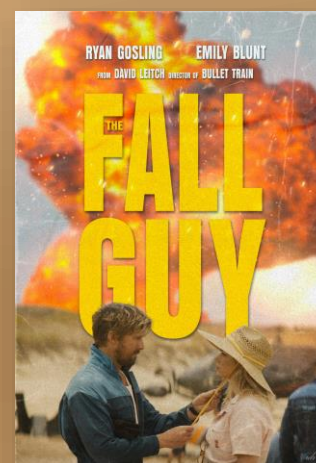
Venom 3

Mufasa: The Lion King

Joker: Folie à Deux

Untitled Karate Kid Movie

Lord of the Rings: The War of the Rohirrim



# 2024 INDONESIAN MOVIES



## LOCAL

Ancika : Dia Yang Bersamaku 1995

Agak Laen

Siksa Kubur

Kaka Boss

Badarawuhi di Desa Penari

Heartbreak Motel

Tukar Takdir

Laura

The Architecture of Love

Vina: Sebelum Tujuh Hari

Ipar adalah Maut

Catatan Harian Menantu Sinting

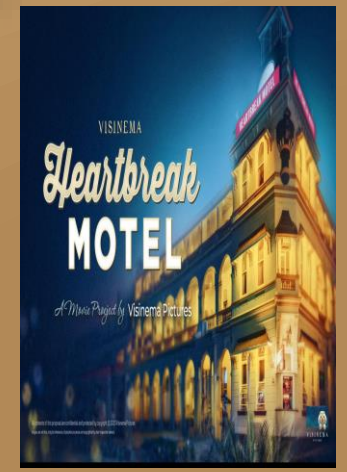
Danur 4

5 CM: Secret Garden

Warkop DKI 5

Comic 8 Revolution

Khanzab 2





XXI

THANK YOU