



INVESTOR BULLETIN

Financial Performance: 1Q19

MCAS HIGHLIGHTS

- **1Q19 revenue grew 68.9% to Rp2.0 trillion; net profit up 60.3% YoY to Rp35.5 billion**
- **John Mayer concert: tapping a lucrative showbiz business**
- **MCAS subsidiary, PT Telefast Indonesia, set to IPO in 2H19**

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Our bottom-up expansion strategy has continued to show eminent result in 1Q19, both in terms of growth and profitability. Revenue has been expanding by a full 68.9% YoY, from Rp1.2 trillion in 1Q18 to Rp2.0 trillion in 1Q19. In terms of cushion, composition of non-digital product sales segment, as a percentage to total sales, continued to increase, up from 32.6% in 1Q18 to 41.5% in 1Q19. We discern how our diversified distribution infrastructure portfolio has enabled us to be readier to grab greater business opportunities this year, given our better (more complete) offerings to commercial partners as well as to customers. With a more diversified revenue mix, we also managed to improve our gross margin, lifting from 3.0% in 1Q18 to 3.2% in 1Q19. As a result, the Company successfully booked 79.3% YoY growth in operating profit and 60.3% YoY growth in net profit, to Rp42.8 billion and Rp35.5 billion in 1Q19, respectively.

John Mayer concert: tapping a lucrative showbiz business

John Mayer Asia Tour Concert, scheduled for Jakarta on 5 April 2019 went off successfully, with 9,000 tickets sold out. The most interesting aspect was that MCAS acted as a ticket distributor for offline channel, utilizing its digital kiosks across Indonesia to distribute concert tickets throughout the archipelago. This is a very strong showcase, that with a powerful distribution network confirms that MCAS opportunities shall be limitless. As of March 2019, MCAS group controls 78,254 distribution points; through this massive infrastructure, the Company also intends to tap into entertainment and showbiz sectors, by establishing PT Monetix Digital Indonesia.



Source: Company

Following another IPO for MCAS Subsidiary: PT Telefast Indonesia

After successfully delivering IPOs for its two subsidiaries last year (NFCX and DIVA), the Company aims for another of its subsidiaries to go public, namely, PT Telefast Indonesia (TI); 25% of its shares are to be released in 2H19, through the Indonesia Stock Exchange.



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FINANCIAL HIGHLIGHTS

(Expressed in Billion Rupiah, Unless Otherwise Stated)

Income Statement	1Q18	1Q19	Change
Revenue	1,203.0	2,031.5	68.9%
Gross Profit	36.1	65.9	82.6%
Operating Profit	23.9	42.8	79.3%
Pre-tax Income	27.3	61.1	123.8%
Net Income*	22.1	35.5	60.3%
Financial Position	FY18	1Q19	Change
Assets	1,438.0	1,586.0	10.3%
Liabilities	385.4	481.3	24.9%
Equity	1,052.7	1,104.7	4.9%
Revenues	1Q18	1Q19	Change
Digital products	810.6	1,187.8	46.5%
Digital product exchange/aggregator	390.1	826.6	111.9%
Digital cloud advertising	2.3	10.9	365.7%
CPaaS	-	5.6	NA
Internet of thing	-	0.6	NA
Total Revenues	1,203.0	2,031.5	68.9%

*) attributable to owners of the Company

Operational Matrix	1Q18	1Q19	Change
Distribution Points*	58,785	78,254	33.1%
Digital Product Exchange Members	24,402	26,335	7.9%
Advertising Points	2,500	4,655	86.2%
CPaaS	-	3,506,992	NA

**includes digital product exchange members and advertising poin

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