



1H 2024 EARNINGS CALL

PT ERA DIGITAL MEDIA TBK (AWAN)



Disclaimer

This document may contain forward-looking statements within the meaning of safe-harbor. Actual results could differ materially from projections, estimations or expectations. These may involve risks and uncertainties and may cause actual results and development to differ substantially from those expressed or implied in the statements. The company does not guarantee that any action, which may have been taken in reliance of this document will bring specific results as expected.

About Us

PT Era Digital Media Tbk (EDM) is a company **specializing in mobile digital entertainment**, committed to pioneering innovations in the VAS (Value Added Service) sector.

Through strategic partnerships with telecommunications companies, EDM has unveiled a high-quality, engaging, and innovative digital entertainment platform, delivering a fresh smartphone experience to users throughout Indonesia. EDM serves as the parent company of PT Era Awan Digital.

Our Core Businesses



Game Server



IT Infrastructure



OTT and Content Production



Mobile Content And Games



RODA EMAS
Gold-bar themed game app
(rodaemas.id)



FUNTIME
Portal Game HTML5
(funtime.id)



TGAME.ID
Telkomsel exclusive game
(tgame.id)



TRIVIA
Trivia Quiz
(3via.in)



TBL
Telkomsel Trivia Quiz
(tbl.id)



XTRIVIA
XL Trivia Quiz
(xtrivia.id)



KataKutu
Tebak & Susun Kata
(Katakutu.id)



FUNBID
Game Lelang
(funbid.id)



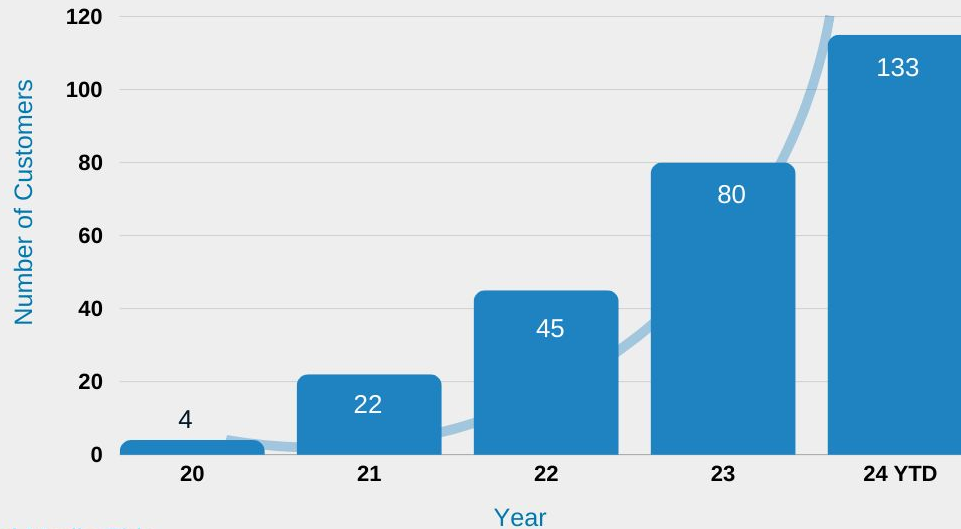
Enterprise Grade Cloud in Minutes

Subsidiary Company of
PT. ERA DIGITAL MEDIA Tbk (AWAN)



Eranyacloud Customer Growth 2024

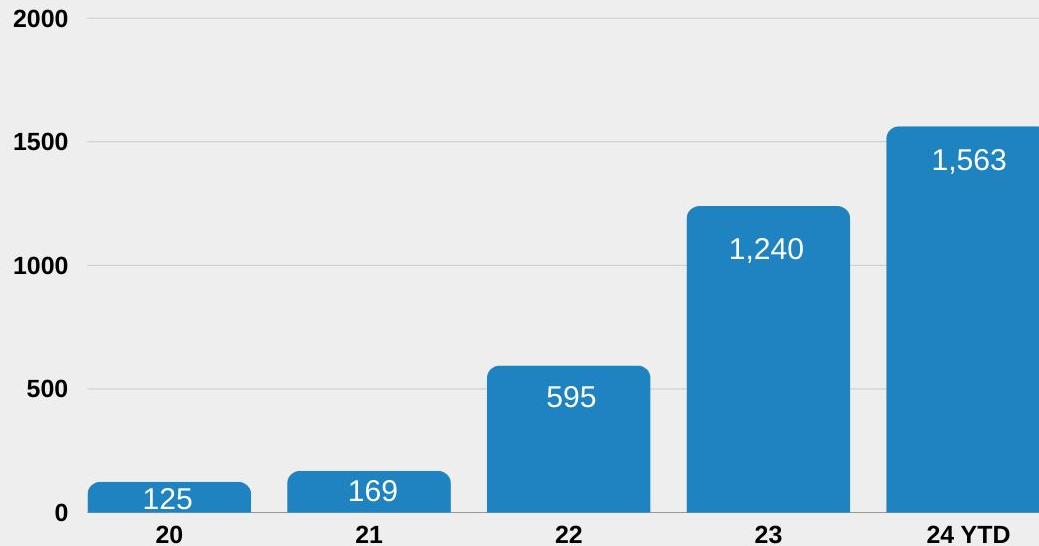
Some of our notable new clients in 2024:



33x growth
in number of customers

EranyacLOUD Revenue Growth

EranyacLOUD Monthly Recurring Revenue (MRR) *in Million



12x Growth
in MRR

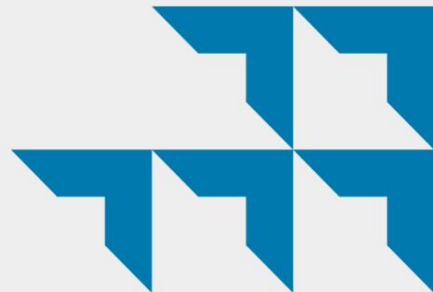
Public Cloud Market Size, by Country, in USD Billion, SEA 2021-2025

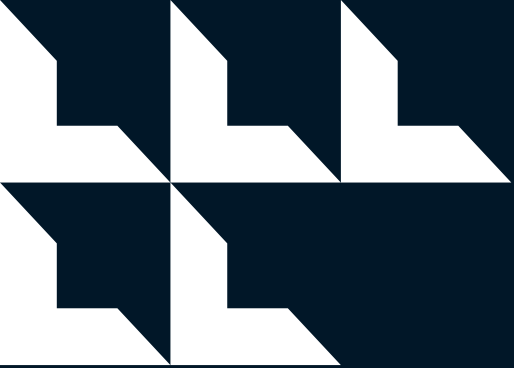
Year	ASEAN	Singapore	Malaysia	Thailand	Indonesia
2025	12.5	4.7	2.06	1.73	2.83
2021	5.6	2.82	0.86	0.74	0.57

We will expand regionally to the Philippines, Thailand, and Vietnam with support from our team in Indonesia...



Source: Twimbit





PLAYPORT





PLAYPORT

Benefits of Using Playport Servers



Low Latency (~20ms)

Our Indonesia-based Data Center ensures the best speed with all local internet providers.



99% Uptime & DDoS Protection

Servers are online 24/7 with a 99% uptime SLA and DDoS protection.



Instant Setup

Start playing with friends in minutes through our easy web interface.



Game Switching

Switch games on the same server at no extra cost.



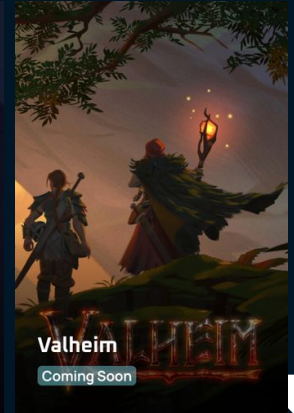
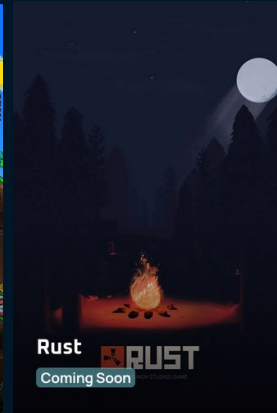
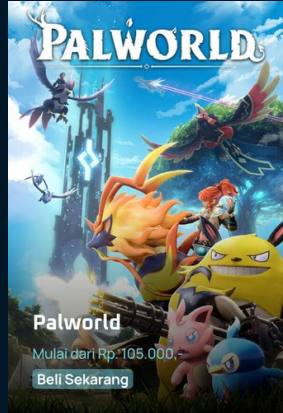
24/7 Discord Support

Our fast, reliable support team is always available to keep your server running smoothly.



PLAYPORT

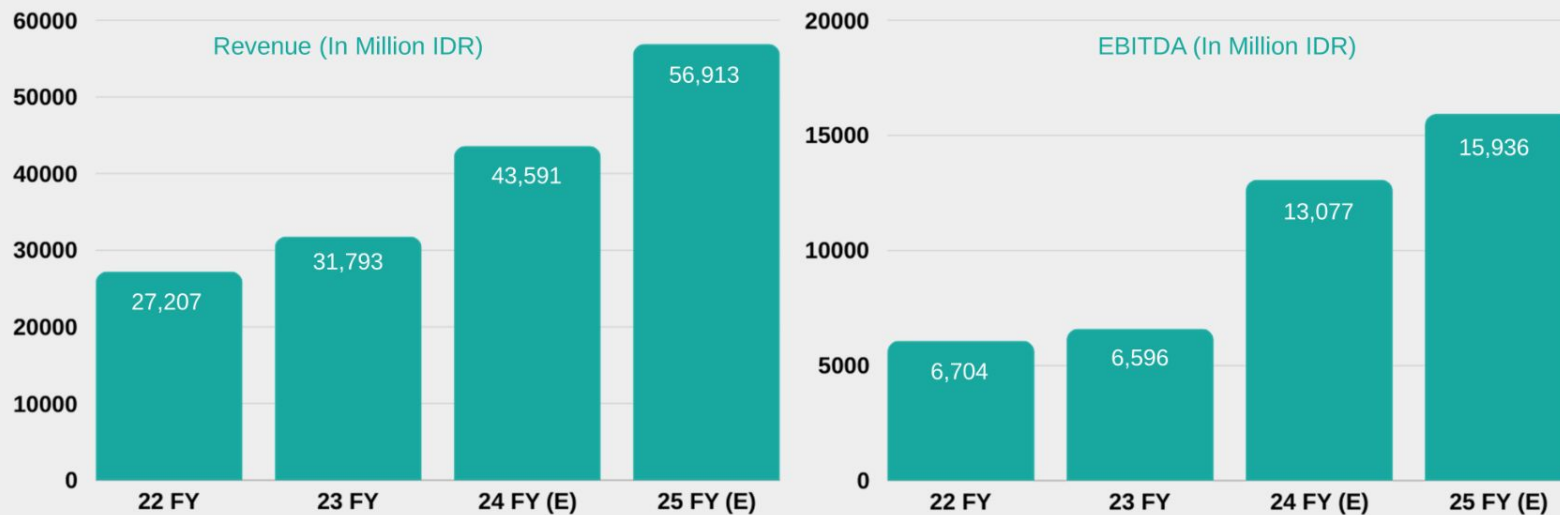
Games Collection



FINANCIALS

Financials

Balance Profile of Growth and Profitability



Financials

Financial Highlights and KPIs

(in Million IDR)	20 FY	21 FY	22 FY	23 FY	24 3Q
Revenue	31,454	28,491	27,207	31,793	33,637
EBITDA	8,147	9,116	6,704	6,596	8,777
Asset	15,139	17,845	24,606	97,714	99,245
Liabilities	8,126	10,075	3,859	6,397	5,390
Capex	3,627	397	2,116	26,148	419

Financial Highlights 1H2024

Positive Revenue
growth to

Rp **22.58**
billion  **91.3%**
YoY

Gross
Profit

Rp **13.48**
billion  **143.1%**
YoY

Gross Margin
59,7%

Operating
Income

Rp **1.70**
billion  **174.9%**
YoY

Operating Margin
7,53%

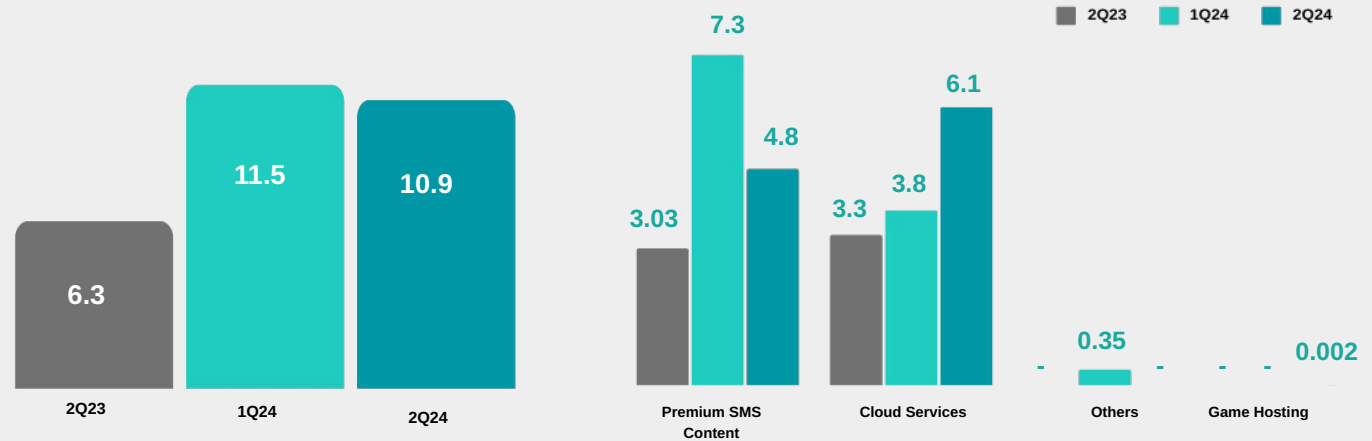
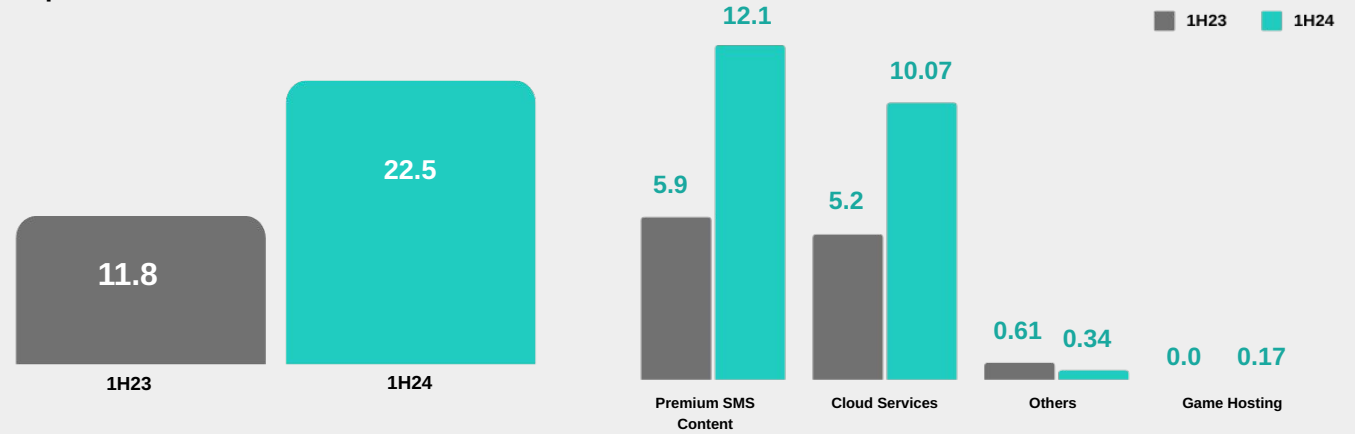
Net
Income

Rp **1.69**
billion  **174.4%**
YoY

Net Margin
7,47%

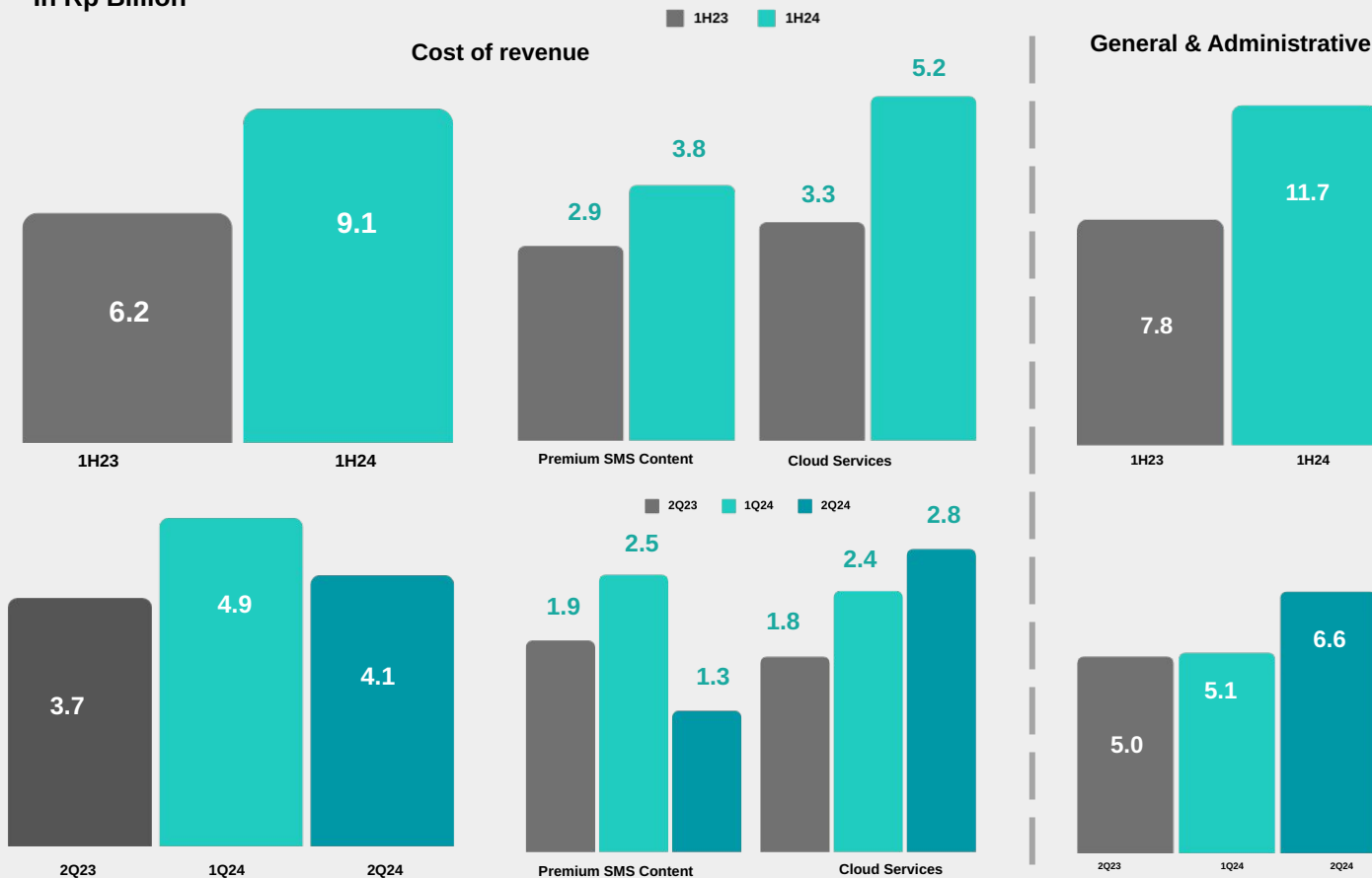
Financial Performance - Revenues

In Rp Billion



Financial Performance - Expenses

In Rp Billion

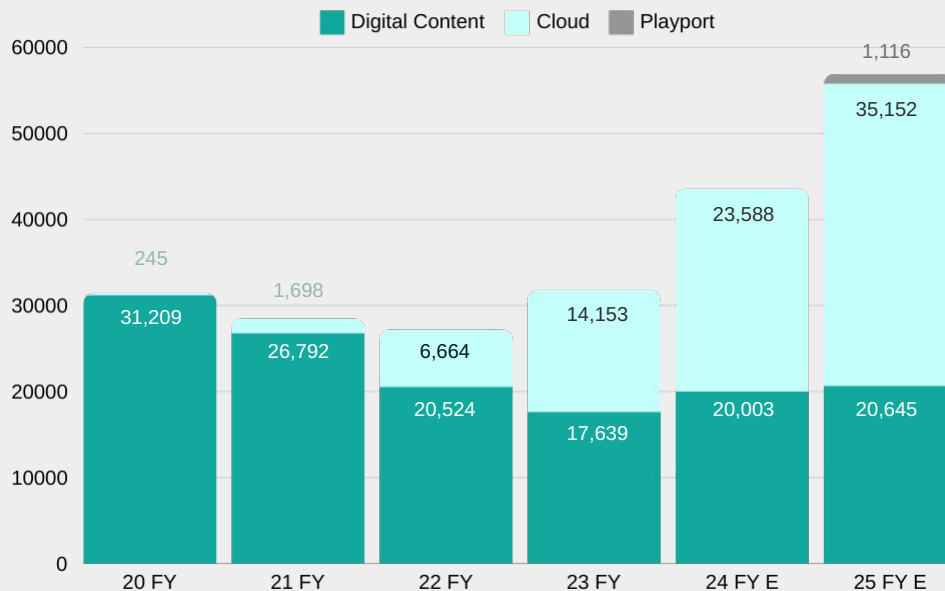


COMPANY GUIDANCE 2024

TOTAL REVENUE	Rp 40-45 Bn	GROSS MARGIN	55-60%
<hr/>			
OPERATING MARGIN	7-9%	NET MARGIN	5-7%
		CAPEX	0%
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ARPU	Rp 19-25 Mn (Cloud)	MRR	Rp 1.5-2.0 Bn (Cloud)

Financials

Segmented Revenue





THANK YOU

For more information, please contact our Investor Relations:
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PT Era Digital Media Tbk