



# 9M 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)**



# Our Customers

FMCG		Electronic	
Energy		Telco	
Tech & Dev Supply		Property	
Health, Pharmacy, and Lifestyle		Travel and logistic	
Education		Manufacturing	
Automotive		Financial & Insurance	
Government & NGO		Agriculture	
		Aerospace	

# Eranyacloud Customer Growth

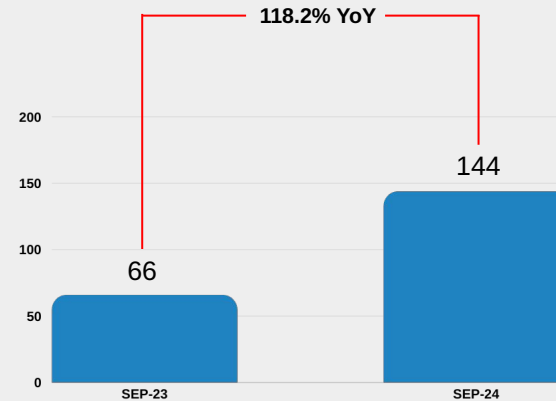
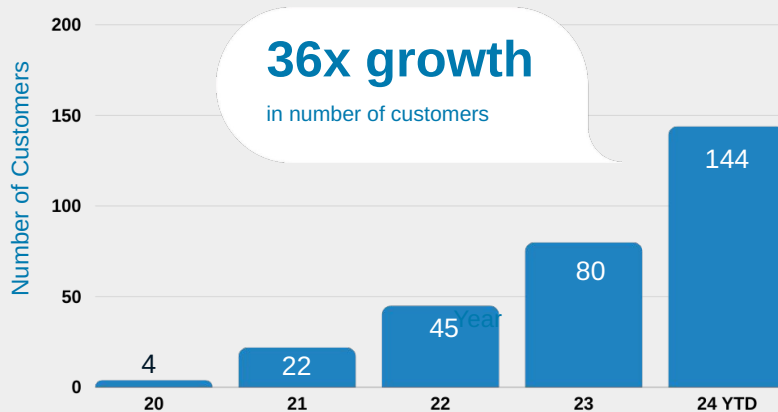
Some of our notable new clients in Q3 2024:



PT MUSTIKA RATA SOEDIBYO

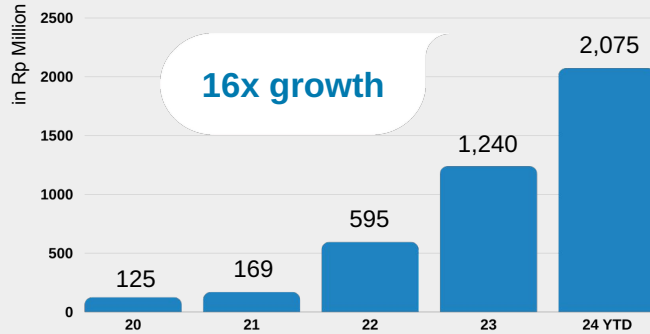


## Number of Customers Growth (YoY)

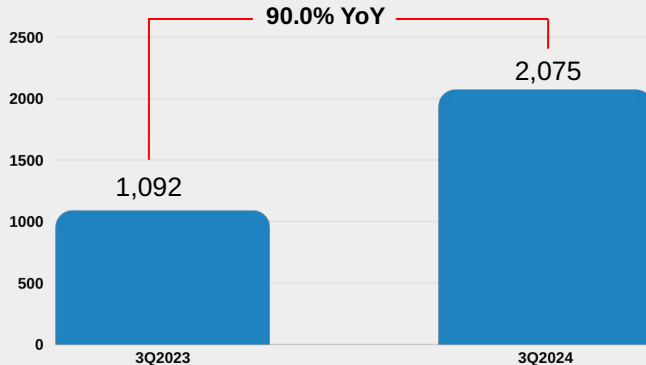


# MRR & Revenue Growth

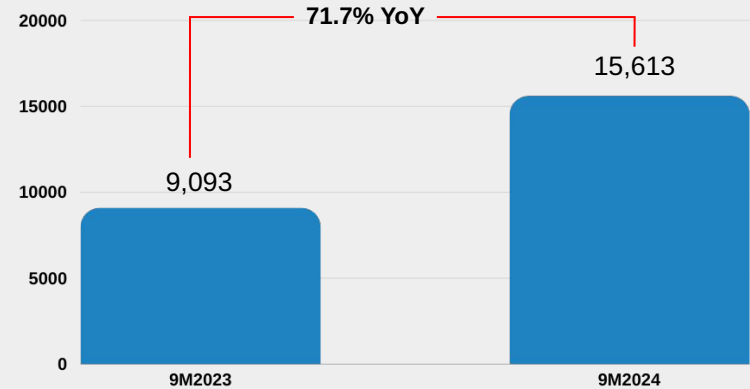
### Average Monthly Recurring Revenue (MRR)



### MRR Growth (YoY)



### Revenue - Cloud Services



*We achieved solid MRR growth and customer expansion by offering competitive pricing, robust platform security, ISO 9001/27001 compliance, a 99.9% uptime SLA, a certified team, and API compatibility, making our cloud solutions reliable and accessible for diverse client needs.*



# Accelerating Revenue Growth

## B2C

### Centralized Self-Service Portal (4Q 2024)

Accelerates customer acquisition with flexible, hourly pay-as-you-go billing, allowing clients to onboard quickly and pay only for the resources they use. With easy multi-cloud integration, it provides a scalable, cost-effective solution that grows with client needs.

### Product Integration (1Q 2025)

- Backup Disaster Recovery
- Web Application Firewall (WAF) SaaS
- Product SaaS

## B2B

### Partnership through Channel Manager (CM)

- Partner as a Reseller
- Partner as a Project (Strategic Partnership)
- Partner ecosystem integrates partner products with SaaS, PaaS, and bundled solutions

### Business Development

- Focusing on large corporation/SME
- New customers
- Upselling solutions

Channel Manager (CM) connects with multiple partners, who then deliver our solutions to a vast network of end users—maximizing reach, scalability, and engagement across diverse markets.

### Upselling Solutions:

- New issue → Deliver solution
- Maintain Relationship:
  - Selling value added services
  - New projects addition



# Our New Products

Eranyacloud's latest solutions are crafted for unparalleled flexibility, robust security, and high-performance, addressing the evolving demands of modern cloud environments. These innovations enable businesses to scale effortlessly, safeguard critical data, and optimize operations for today's digital landscape.



Centralized Self-Service Portal



Security Operations Center as a Service (SOCaaS)



Private Cloud



GPU as a Service (AI/ML)



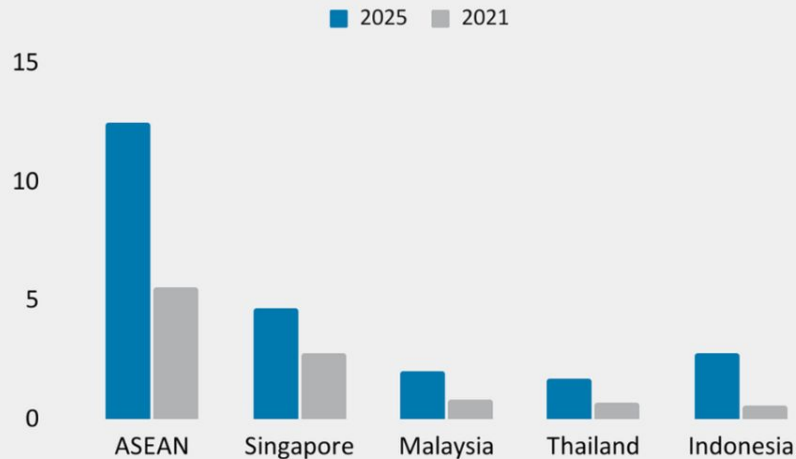
Virtualization Platform



## 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...*

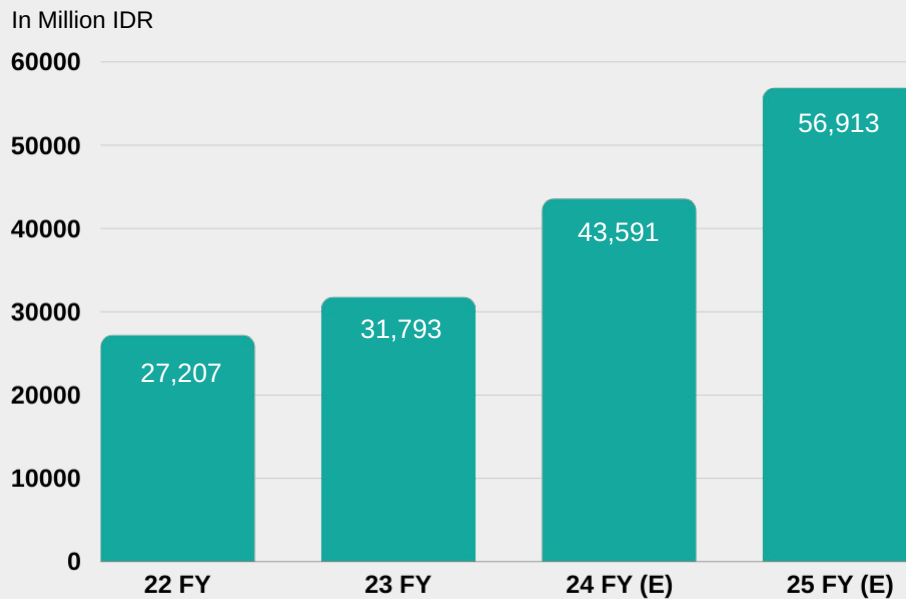


Source: Twimbit

# FINANCIALS

# Financials

## Revenue Growth



# Financials

## Financial Highlights and KPIs

(in Million IDR)	20 FY	21 FY	22 FY	23 FY	24 9M
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 9M2024

Positive Revenue  
growth to

Rp **33.6**  
billion  **45.2%**  
YoY

Gross  
Profit

Rp **19.6**  
billion  **43.8%**  
YoY

Gross Margin  
**58.2%**

EBITDA

Rp **8.8**  
billion  **131.5%**  
YoY

EBITDA Margin  
**26.1%**

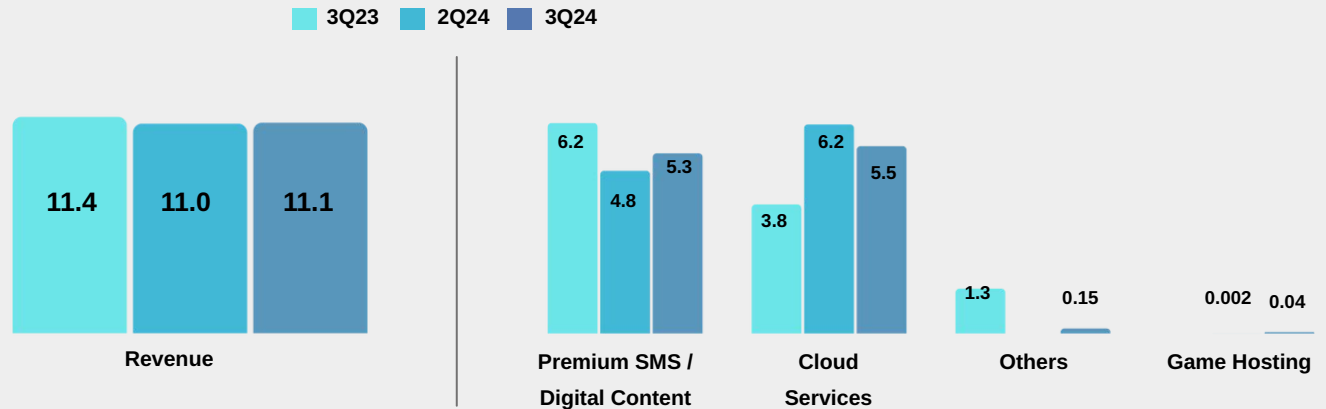
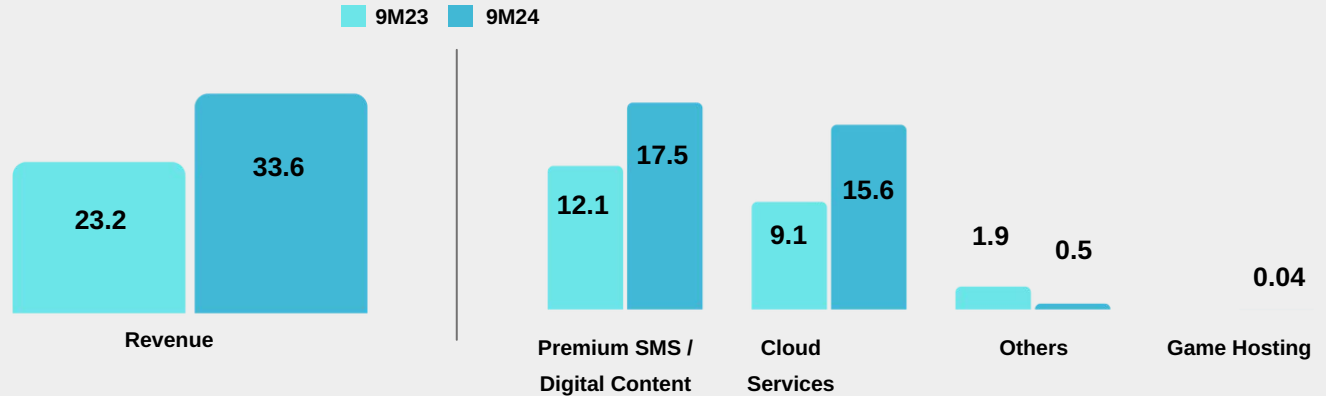
Net  
Income

Rp **2.2**  
billion  **582%**  
YoY

Net Margin  
**6.7%**

# Financial Performance - Revenues

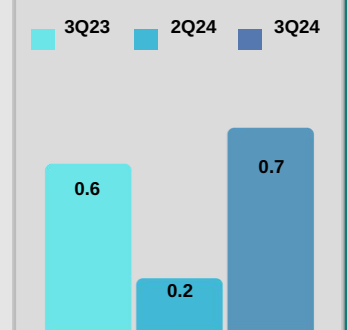
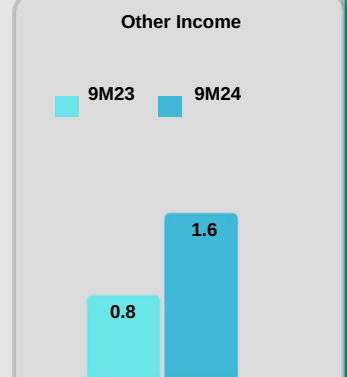
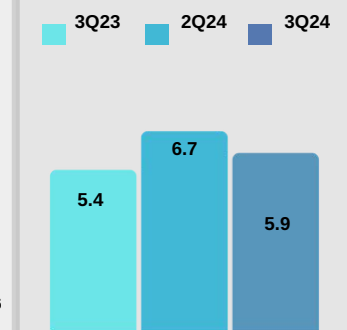
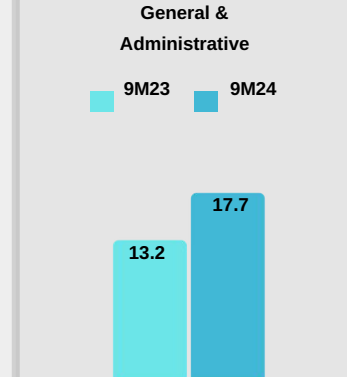
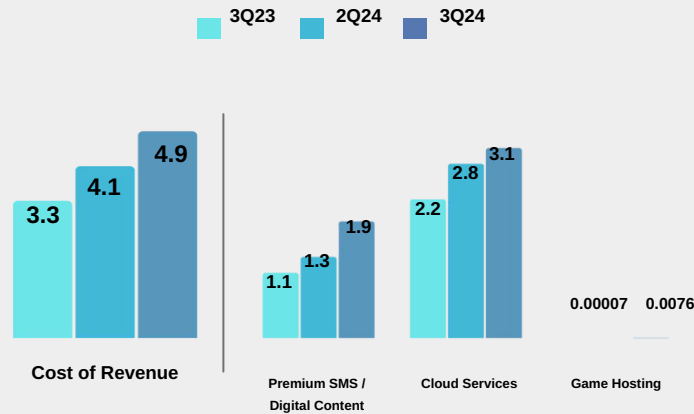
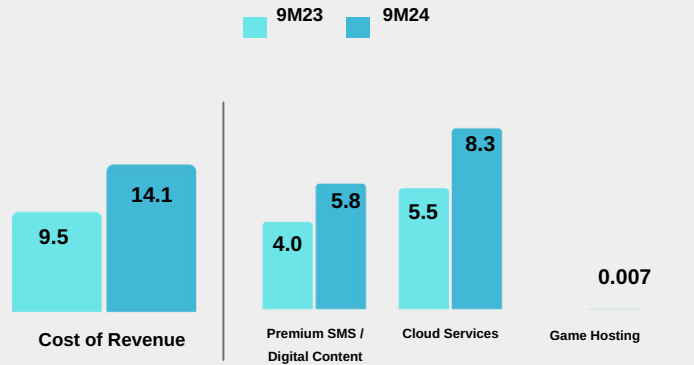
In Rp Billion





# Financial Performance - Expenses

In Rp Billion

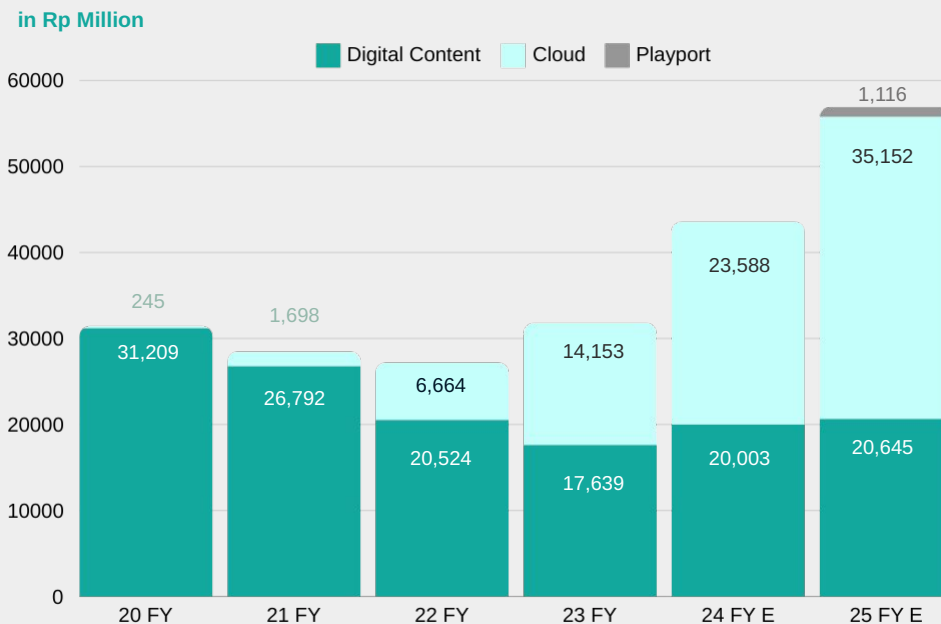


# COMPANY GUIDANCE 2024

TOTAL REVENUE	<b>Rp 40-45 Bn</b>	GROSS MARGIN	<b>55-60%</b>
<hr/>			
EBITDA MARGIN	<b>24-28%</b>	NET MARGIN	<b>5-7%</b>
		CAPEX	<b>0%</b>
<hr/>			
ARPU	<b>Rp 19-25 Mn (Cloud)</b>	MRR	<b>Rp 1.5-2.0 Bn (Cloud)</b>

# Financials

## Segmented Revenue





# THANK YOU

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