



## HIGHLIGHTS

- **1Q20 revenue grew by 143.2% YoY to Rp2.1 trillion, driven by 288.8% YoY growth of digital product aggregator members to 102.3k**
- **Listed subsidiary DMMX, performs admirably with 1Q20 net profit leaping by 492.7% YoY to Rp8.8 billion, supported by a 69.8% YoY growth in number of screens deployed**
- **Ideosource invests in GoPlay, gaining access to OTT distribution and monetization channel for contents**
- **Loyalty platform in collaboration with Alfamart sees healthy user traffic, transaction per day averaging IDR15 million/day**

### **1Q20 revenue grew 143.2% YoY to Rp2.1 trillion; Digital Product Aggregator growth story stay strong**

In 1Q20, PT NFC Indonesia Tbk (“NFCX” or “the Company”) saw revenues growing by 143.2% YoY to Rp2.1 trillion. The top-line expansion is mainly attributable to the outstanding performance of digital product aggregator segment, which grew by 143.5% YoY to Rp2.0 trillion in 1Q20, in tandem with a 288.8% YoY increase in number of members to 102.3k members in 1Q20 vs. 26.3K members in 1Q19. In addition, top-line growth was boosted by contribution from digital cloud advertising segment revenues which grew by 89.0% YoY to Rp23.7 billion in 1Q20.

For 1Q20, gross profit margins came under pressure due to an arbitrary shift in product mix towards lower-margined products. As a result, gross profit margins fell from 3.2% in 1Q19 to 1.3% in 1Q20. Operating profit margins fell from 2.2% in 1Q19 to 0.7% in 1Q20, cushioned by improvements in operating efficiency with operating expense-to-revenue ratio falling from 1.1% in 1Q19 to 0.5% 1Q20. Corresponding, 1Q20 attributable net profit fell 62.9% YoY to Rp5.1 billion. NFCX maintains a healthy financial position with a net cash position of Rp375 billion as of 1Q20.

### **DMMX ad spot network expands to 9,748 screens (+68.9% YoY) covering 7,365 spots (+58.2% YoY)**

PT Digital Mediatama Maxima Tbk (“DMMX”) ad spot network continues to expand at a robust pace with number of screens deployed growing by 68.9% YoY to 9,748 as of 1Q20 from 5,773 in 1Q19. In addition, DMMX’s Pojok Bayar platform also saw 2,000+ additional new members in the first 3 months of 2020. As a result, 1Q20 Revenues grew 478.8% YoY to Rp85.2 billion with net profit growing in tandem at 492.7% YoY to Rp8.8 billion. DMMX’s screen deployment activities remain sturdy even during the partial lockdown, adding 300+ screens between April and mid-May. In addition, DMMX’s management is also looking into potentially extending into Office Solutions, such as integrated meeting rooms with a video conference feature, to support commercial activities of SMEs under the “New Normal”.

### **Ideosource invests in GoPlay, GoJek’s on-demand video streaming platform**

The ongoing pandemic has reshaped the way people consume, especially products and services that are driven by discretionary demand, such as entertainment. As such, OTT video platforms such as GoPlay, has risen in popularity given the convenience that it provides. Content providers/ production houses, such as Ideosource, need to rethink the way their products are distributed and marketed. In 2Q20, Ideosource invested in GoPlay’s first round of independent funding, recognizing it as an incredible opportunity, as it opens an important distribution and monetization channel for its contents.



## INVESTOR BULLETIN

### 1Q20 Financial Results

From NFCX's perspective, with the progressive development of unique contents database in tandem with a deepening of partnership with GoPlay, NFCX will be able bring more innovative suite of products and services to empower modern retail to better engage an increasingly savvy generation of customers.

#### Loyalty platform in collaboration with Alfamart blooms

NFCX's loyalty platform, in partnership with Alfamart continues to see healthy transaction and user growth with average transaction of IDR15m/day with 15k new users since launch in 1Q20. During the period of social restrictions, the platform saw strong grassroot interest as a digital substitute to physical gifting that usually accompanies festivities. NFCX plans to continue developing and expanding the loyalty platform and potentially extend the service to other retail partners down the road.

#### Key performance drivers in the next few quarters:

- Organic expansion of Digital Product Aggregator membership
- Screen deployment activities remain robust & Expansion of ad spot network continues

## FINANCIAL SUMMARY

(expressed in Billion Rupiah, otherwise stated)

	1Q19	1Q20	%Change
Revenue	844.7	2,053.9	143.1%
Gross Profit	27.4	25.9	-5.6%
Operating Profit	18.3	15.0	-17.7%
Pre-tax Income	20.7	18.8	-9.1%
Net Income*	<b>13.7</b>	<b>5.1</b>	-62.9%

\*)Attributable to the Owners of the Company

	1Q19	1Q20	%Change
Assets	1,341.1	1,432.0	177.7%
Liabilities	283.9	377.3	256.4%
Equity	1,057.3	1,054.7	155.3%

Business Segment:	1Q19	1Q20	%Change
Digital Product Aggregator	833.8	2,030.2	143.5%
Digital cloud advertising	10.9	23.7	116.8%
Total Revenues	844.7	2,053.9	143.1%

Segment Gross Profit Margins:	1Q19	1Q20
Digital Product Aggregator	2.9%	0.8%
Digital cloud advertising	28.9%	43.9%



## INVESTOR BULLETIN

### 1Q20 Financial Results

<b>Operational Matrix:</b>	<b>1Q19</b>	<b>1Q20</b>	<b>%Change</b>
Digital Product Aggregator members	26,335	102,393	288.8%
Digital cloud advertising points	4,655	7,365	58.2%
Digital Product Aggregator sales (RpBn)	833.8	2,030.2	143.5%
Average Transaction/Member (RpMn)	31.7	19.8	-37.5%

**Further Information, please contact:**

**Jo Cheah Zhuo En, CFA**

**Head of Investor Relations**

PT NFC Indonesia Tbk

Email: [cheah.zhuoen@ptnfc.com](mailto:cheah.zhuoen@ptnfc.com)

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**PT NFC INDONESIA Tbk DAN ENTITAS ANAK**  
**LAPORAN POSISI KEUANGAN KONSOLIDASIAN INTERIM**  
Tanggal 31 Maret 2020 dan 31 Desember 2019  
(Tidak Diaudit)  
(Disajikan dalam Rupiah, kecuali dinyatakan lain)

**PT NFC INDONESIA Tbk AND SUBSIDIARIES**  
**INTERIM CONSOLIDATED STATEMENT OF FINANCIAL**  
**POSITION As of March 31, 2020 and December 31, 2019**  
(Unaudited)  
(Expressed in Rupiah, unless otherwise stated)

	Catatan/ Notes	31 Maret 2020/ March 31, 2020	31 Desember 2019/ December 31, 2019	
<b>ASET</b>				<b>ASSETS</b>
<b>ASET LANCAR</b>				<b>CURRENT ASSETS</b>
Kas dan setara kas	2d,2r,6,33	322.108.787.075	465.146.929.177	Cash and cash equivalents
Investasi lainnya	2e,2r,7,9a,33	-	115.190.306.000	Other investments
Piutang usaha	2r,8,17,33			Trade receivables
Pihak ketiga - neto		161.020.746.889	166.965.903.740	Third parties - net
Pihak berelasi	2e,9b	116.925.980.106	86.308.832.113	Related parties
Piutang lain-lain -				Other receivable
Pihak ketiga	2r,33	4.272.281.538	6.283.921.072	Third parties
Persediaan	2f,10,17,27	292.484.146.144	177.077.003.587	Inventories
Uang muka	2e,9d,11	244.126.988.993	167.631.052.693	Advances
Beban dibayar di muka	2g	118.283.973	104.943.824	Prepaid expenses
Pajak dibayar di muka	2q,19a	17.393.840.292	11.732.097.708	Prepaid taxes
Piutang pihak berelasi	2e,2r,9c,33	128.444.828.090	57.746.740.407	Due from related parties
Deposito berjangka yang dibatasi penggunaannya	2h,2r,13	56.750.000.000	3.750.000.000	Restricted time deposits
Pendapatan yang masih harus diterima	2p,2r	342.222.222	-	Accrued income
Total Aset Lancar		1.343.988.105.322	1.257.937.730.321	Total Current Assets
<b>ASET TIDAK LANCAR</b>				<b>NON-CURRENT ASSETS</b>
Aset tetap - neto	2j,2i,14,20,29	18.700.210.392	18.852.297.568	Property and equipment - net
Aset takberwujud - neto	2k,2l,15,29	15.911.602.244	11.692.131.978	Intangible assets - net
Aset pajak tangguhan	2q,19e	429.018.855	401.136.000	Deferred tax assets
Investasi pada entitas asosiasi	2m,16	51.925.117.772	51.207.214.465	Investment in associates
Aset tidak lancar lainnya		1.027.734.647	1.027.734.647	Other noncurrent assets
Total Aset Tidak Lancar		87.993.683.910	83.180.514.658	Total Non-current Assets
<b>TOTAL ASET</b>		<b>1.431.981.789.232</b>	<b>1.341.118.244.979</b>	<b>TOTAL ASSETS</b>

Catatan atas laporan keuangan konsolidasian interim terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan konsolidasian secara keseluruhan.

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<b>LIABILITAS</b>				<b>LIABILITIES</b>
<b>LIABILITAS JANGKA PENDEK</b>				<b>CURRENT LIABILITIES</b>
Utang bank jangka pendek	2r,17,33	3.750.000.000	3.750.000.000	Short-term bank loans
Utang usaha:	2r,18,33			Trade payables:
Pihak ketiga		172.043.406.985	63.759.529.173	Third parties
Pihak berelasi	2e,9e	133.070.292.637	126.481.522.876	Related parties
Utang lain-lain:				Other payables:
Pihak ketiga	2r,33	3.357.749.573	4.621.541.550	Third parties
Beban akrual	2r,33	1.299.362.120	1.392.115.644	Accrued expenses
Uang muka penjualan	2e,2p,9g	4.192.977.363	5.942.977.363	Unearned revenues
Utang pajak	2q,19b	17.056.248.197	15.238.358.092	Taxes payable
Bagian utang pembiayaan yang jatuh tempo dalam waktu satu tahun	2r,14,20,33	161.249.000	522.160.000	Current maturities of financing payables
Utang pihak berelasi - jangka pendek	2e,2r,9f,33	41.466.381.683	61.249.644.125	Short-term due to related parties
Total Liabilitas Jangka Pendek		<u>376.397.667.558</u>	<u>282.957.848.823</u>	Total Current Liabilities
<b>LIABILITAS JANGKA PANJANG</b>				<b>NON-CURRENT LIABILITIES</b>
Bagian utang pembiayaan setelah dikurangi bagian yang jatuh tempo dalam waktu satu tahun	2r,14,20,33	-	143.766.667	Financing payables - net of current maturities
Liabilitas imbalan kerja karyawan	2o,21,29	876.088.250	749.348.000	Employee benefits liabilities
Total Liabilitas Jangka Panjang		<u>876.088.250</u>	<u>893.114.667</u>	Total Non-current Liabilities
<b>TOTAL LIABILITAS</b>		<u><b>377.273.755.808</b></u>	<u><b>283.850.963.490</b></u>	<b>TOTAL LIABILITIES</b>

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	Catatan/ Notes	31 Maret 2020/ March 31, 2020	31 Desember 2019/ December 31, 2019	
<b>EKUITAS</b>				<b>EQUITY</b>
<b>Ekuitas yang dapat diatribusikan kepada pemilik Entitas Induk</b>				<b>Equity attributable to Owners of the Company</b>
Modal saham - nilai nominal Rp100 per saham				Share capital - par value Rp100 per share
Modal dasar - 2.000.000.000 saham tanggal 31 Maret 2020 dan 31 Desember 2019				Authorized capital - 2,000,000,000 as of March 31, 2020 and December 31, 2019
Modal ditempatkan dan disetor penuh – 666.667.500 saham pada tanggal 31 Maret 2020 dan 31 Desember 2019	22	66.666.750.000	66.666.750.000	Issued and fully paid capital - 666,667,500 shares as of March 31, 2020 and December 31, 2019
Tambahan modal disetor - neto	2u,2z,23	283.429.037.784	283.429.037.784	Additional paid-in capital - net
Selisih atas transaksi dengan pihak nonpengendali	2c	85.612.629.811	85.612.629.811	Difference in value of transaction with noncontrolling interests
Saldo laba:				Retained earnings:
Telah ditentukan penggunaannya	24	200.000.000	200.000.000	Appropriated
Belum ditentukan penggunaannya		56.033.713.300	50.953.110.971	Unappropriated
Penghasilan komprehensif lain				Other comprehensive income (losses)
Keuntungan (kerugian) aktuarial	2o,21	(30.284.171)	(13.761.236)	Actuarial gains (losses)
Selisih kurs karena penjabaran laporan keuangan	2x	-	76.099.673	Exchange difference on financial statements translation
<b>Total ekuitas yang dapat diatribusikan kepada pemilik Entitas Induk</b>		<b>491.911.846.724</b>	<b>486.923.867.003</b>	<b>Total equity attributable to Owners of the Company</b>
Kepentingan nonpengendali	2c,25	562.796.186.700	570.343.414.486	Noncontrolling interests
<b>TOTAL EKUITAS</b>		<b>1.054.708.033.424</b>	<b>1.057.267.281.489</b>	<b>TOTAL EQUITY</b>
<b>TOTAL LIABILITAS DAN EKUITAS</b>		<b>1.431.981.789.232</b>	<b>1.341.118.244.979</b>	<b>TOTAL LIABILITIES AND EQUITY</b>

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**PT NFC INDONESIA Tbk DAN ENTITAS ANAK  
LAPORAN LABA RUGI DAN PENGHASILAN  
KOMPREHENSIF LAIN KONSOLIDASIAN INTERIM  
Periode Tiga Bulan yang Berakhir  
Pada Tanggal 31 Maret 2020 dan 2019 (Tidak Diaudit)  
(Disajikan dalam Rupiah, kecuali dinyatakan lain)**

**PT NFC INDONESIA Tbk AND SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENT OF PROFIT OR LOSS  
AND OTHER COMPREHENSIVE INCOME  
For Three Month Periods Ended  
March 31, 2020 and 2019 (Unaudited)  
(Expressed in Rupiah, unless otherwise stated)**

	31 Maret 2020/ March 31, 2020	Catatan/ Notes	(Disajikan kembali, Catatan 4/As restated, Note 4) 31 Maret 2019/ March 31, 2019 <sup>*)</sup>	
<b>PENDAPATAN NETO</b>	2.053.858.437.142	2e,2p,9i,26	844.742.626.148	<b>NET REVENUES</b>
<b>BEBAN POKOK PENDAPATAN</b>	2.027.969.044.288	2e,2p, 9j,10,27	817.308.332.948	<b>COST OF REVENUES</b>
<b>LABA BRUTO</b>	<b>25.889.392.854</b>		<b>27.434.293.200</b>	<b>GROSS PROFIT</b>
<b>BEBAN USAHA</b>				<b>OPERATING EXPENSES</b>
Beban penjualan	962.844.589	2p,28	932.415.110	Selling expenses
Beban umum dan administrasi	9.894.988.756	2p,14, 15,21,29	8.226.866.964	General and administrative expenses
Total Beban Usaha	10.857.833.345		9.159.282.074	Total Operating Expenses
<b>LABA USAHA</b>	<b>15.031.559.509</b>		<b>18.275.011.126</b>	<b>OPERATING INCOME</b>
<b>PENGHASILAN (BEBAN) LAIN-LAIN</b>				<b>OTHER INCOME (EXPENSES)</b>
Pendapatan bunga	6.637.714.833	2p 30	777.853.963	Interest income
Laba investasi lainnya	110.120.000	2s,7	-	Gain on other investments
Laba selisih kurs	(18.625.315)	2x	1.800.942.135	Gain on foreign exchange - net
Beban bunga	(3.350.869.297)		(546.903.473)	Interest expenses
Bagian laba entitas asosiasi	717.903.307	2m,16	-	Share in net gain of associates
Lain-lain - neto	(316.639.959)		384.425.843	Others - net
Total Penghasilan Lain-lain - Neto	3.779.603.569		2.416.318.468	Total Other Income - Net
<b>LABA SEBELUM BEBAN PAJAK PENGHASILAN</b>	<b>18.811.163.078</b>		<b>20.691.329.594</b>	<b>INCOME BEFORE INCOME TAX EXPENSE</b>
<b>BEBAN PAJAK PENGHASILAN - NETO</b>	<b>(3.167.280.010)</b>	2q,19c,19d	<b>(5.243.585.563)</b>	<b>INCOME TAX EXPENSE - NET</b>
<b>LABA NETO PERIODE BERJALAN SETELAH DAMPAK PENYESUAIAN PROFORMA</b>	<b>15.643.883.068</b>		<b>15.447.744.031</b>	<b>NET INCOME FOR THE PERIOD AFTER EFFECT ON PROFORMA ADJUSTMENT</b>

\*) Laporan laba rugi dan penghasilan komprehensif lain konsolidasian untuk tahun yang berakhir pada tanggal 31 Maret 2019 termasuk laporan laba rugi dan penghasilan komprehensif lain PT Inova Duapuluh Duapuluh dan PT Abdi Anugerah Persada yang masing-masing diakuisisi pada tanggal-tanggal 20 Februari 2019 dan 19 Maret 2019 (Catatan 1c).

\*) The consolidated statement of profit or loss and other comprehensive income for the year ended March 31, 2019 excluded the statements of profit or loss and other comprehensive income of PT Inova Duapuluh Duapuluh and PT Abdi Anugerah Persada, which were acquired and established in February 20, 2019 and March 19, 2019, respectively (Note 1c).

Catatan atas laporan keuangan konsolidasian interim terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan konsolidasian secara keseluruhan.

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**AND OTHER COMPREHENSIVE INCOME**  
**For Three Month Periods Ended**  
**March 31, 2020 and 2019 (Unaudited)**  
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	31 Maret 2020/ March 31, 2020	Catatan/ Notes	(Disajikan kembali, Catatan 4/As restated, Note 4) 31 Maret 2019/ March 31, 2019 <sup>*)</sup>	
Dampak penyesuaian proforma atas laba neto tahun berjalan	-	4	34.318.619	<i>Effect of proforma adjustment on net income for the year</i>
<b>LABA NETO PERIODE BERJALAN</b>	<b>15.643.883.068</b>		<b>15.482.062.650</b>	<b>NET INCOME FOR THE PERIOD</b>
<b>PENGHASILAN (BEBAN) KOMPREHENSIF LAIN</b>				<b>OTHER COMPREHENSIVE INCOME (LOSS)</b>
<b>Pos-pos yang tidak akan direklasifikasi ke laba rugi periode berikutnya:</b>				<b>Items that will not be reclassified to profit or loss in subsequent period:</b>
Pengukuran kembali liabilitas imbalan kerja karyawan	(21.183.250)	2o,21	13.975.750	<i>Remeasurement of employee benefits liabilities</i>
Efek pajak terkait	4.660.315	19e	(3.493.938)	<i>Related tax effect</i>
<b>Pos-pos yang akan direklasifikasi ke laba rugi periode berikutnya:</b>				<b>Item that will be reclassified to profit or loss in subsequent period:</b>
Selisih kurs karena penjabaran laporan keuangan	-	2x	(108.584.510)	<i>Exchange difference on financial statements translation</i>
Total penghasilan (beban) komprehensif lain - neto	(16.522.935)		(98.102.698)	<i>Total other comprehensive income (loss) - net</i>
<b>TOTAL LABA KOMPREHENSIF</b>	<b>15.627.360.133</b>		<b>15.383.959.952</b>	<b>TOTAL COMPREHENSIVE INCOME</b>

\*) Laporan laba rugi dan penghasilan komprehensif lain konsolidasian untuk tahun yang berakhir pada tanggal 31 Maret 2019 termasuk laporan laba rugi dan penghasilan komprehensif lain PT Inova Duapuluh Duapuluh dan PT Abdi Anugerah Persada yang masing-masing diakuisisi pada tanggal-tanggal 20 Februari 2019 dan 19 Maret 2019 (Catatan 1c).

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<b>PT NFC INDONESIA Tbk DAN ENTITAS ANAK LAPORAN LABA RUGI DAN PENGHASILAN KOMPREHENSIF LAIN KONSOLIDASIAN INTERIM Periode Tiga Bulan yang Berakhir Pada Tanggal 31 Maret 2020 dan 2019 (Tidak Diaudit) (Disajikan dalam Rupiah, kecuali dinyatakan lain)</b>	<b>31 Maret 2020/ March 31, 2020</b>	<b>Catatan/ Notes</b>	<b>(Disajikan kembali, Catatan 4/As restated, Note 4) 31 Maret 2019/ March 31, 2019<sup>*)</sup></b>	
Laba neto tahun berjalan yang dapat diatribusikan kepada:				<i>Net income for the year attributable to:</i>
Pemilik Entitas Induk	5.080.602.329		13.699.283.501	<i>Owners of the Company</i>
Kepentingan nonpengendali	10.563.280.739	2c	1.782.779.149	<i>Non-controlling interests</i>
<b>TOTAL</b>	<b>15.643.883.068</b>		<b>15.482.062.650</b>	<b>TOTAL</b>
Total laba komprehensif yang dapat diatribusikan kepada:				<i>Total comprehensive income attributable to:</i>
Pemilik Entitas Induk	5.064.079.394		13.682.619.186	<i>Owners of the Company</i>
Kepentingan nonpengendali	10.563.280.739	2c	1.701.340.766	<i>Non-controlling interests</i>
<b>TOTAL</b>	<b>15.627.360.133</b>		<b>15.383.959.952</b>	<b>TOTAL</b>
<b>LABA NETO PER SAHAM DASAR YANG DIATRIBUSIKAN KEPADA PEMILIK ENTITAS INDUK</b>	<b>7,62</b>	2w,35	<b>20,54</b>	<b>BASIC EARNINGS PER SHARE ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>

\*) Laporan laba rugi dan penghasilan komprehensif lain konsolidasian untuk tahun yang berakhir pada tanggal 31 Maret 2019 termasuk laporan laba rugi dan penghasilan komprehensif lain PT Inova Duapuluh Duapuluh dan PT Abdi Anugerah Persada yang masing-masing diakuisisi pada tanggal-tanggal 20 Februari 2019 dan 19 Maret 2019 (Catatan 1c).

\*) The consolidated statement of profit or loss and other comprehensive income for the year ended March 31, 2019 excluded the statements of profit or loss and other comprehensive income of PT Inova Duapuluh Duapuluh and PT Abdi Anugerah Persada, which were acquired and established in February 20, 2019 and March 19, 2019, respectively (Note 1c).

Catatan atas laporan keuangan konsolidasian interim terlampir merupakan bagian yang tidak terpisahkan dari laporan keuangan konsolidasian secara keseluruhan.

The accompanying notes to the interim consolidated financial statements form an integral part of these consolidated financial statements taken as whole.