

Jakarta, 3 November 2022

PT WIR ASIA TBK

(IDX: "WIRG")

INVESTOR RELEASE

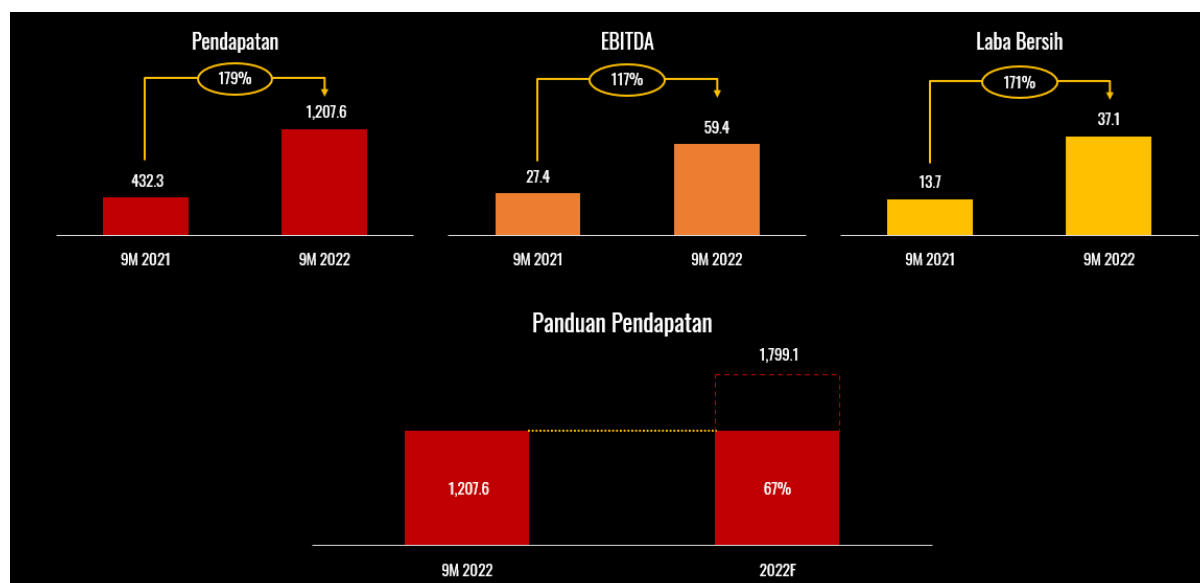
PT WIR ASIA TBK

RINGKASAN KINERJA KUARTAL KETIGA DAN PERIODE SEMBILAN BULAN TAHUN 2022

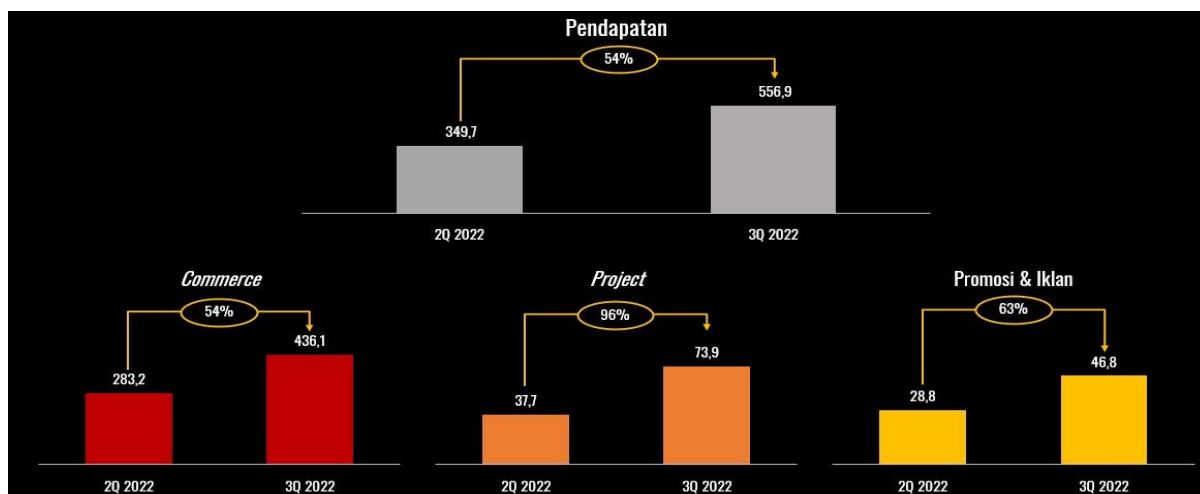
PENCAPAIAN KINERJA KEUANGAN YANG POSITIF PADA KUARTAL KETIGA DAN PERIODE SEMBILAN BULAN YANG BERAKHIR PADA 30 SEPTEMBER 2022

Pendapatan konsolidasi PT WIR Asia Tbk (BEI: "**WIRG**" atau "Perseroan") untuk periode 9 (sembilan) bulan tahun 2022 mengalami peningkatan sebesar Rp775,3 miliar atau 179% jika dibandingkan dengan periode yang sama pada tahun sebelumnya. EBITDA dan Laba bersih Perseroan juga turut mengalami peningkatan masing-masing sebesar Rp32,0 miliar dan Rp23,4 miliar atau 117% dan 171% jika dibandingkan dengan periode yang sama pada tahun sebelumnya.

Kontribusi pendapatan dari kuartal ketiga adalah sebesar Rp556,9 miliar atau 46% dari total pendapatan konsolidasi untuk periode sembilan bulan tahun 2022. Berdasarkan pencapaian pada kuartal ketiga, Perseroan optimis dapat mencapai target pendapatan konsolidasi yang ditetapkan sebelumnya untuk tahun 2022 sebesar Rp1,8 triliun.



Grafik 1 (dalam miliar rupiah): Pertumbuhan kinerja keuangan untuk periode sembilan bulan yang berakhir pada 30 September 2022 dan 2021 proyeksi 2022, serta komparasi terhadap proyeksi 2022



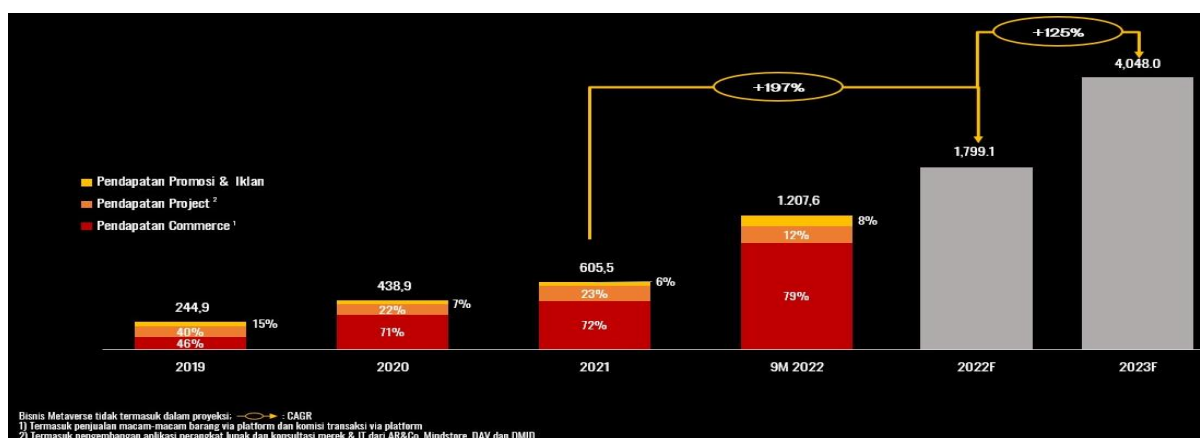
Grafik 2 (dalam miliar rupiah): Pertumbuhan kinerja keuangan Periode kuartal 2 dan kuartal 3 2022 beserta komposisi

PENDAPATAN USAHA

Perseroan mencatatkan total pendapatan konsolidasi sebesar Rp1.207,6 miliar yang tumbuh signifikan sebesar Rp775,3 miliar atau 179% dibandingkan total pendapatan konsolidasi untuk periode yang sama pada tahun 2021 sebesar Rp432,3 miliar.

Berdasarkan tren kuartalan, Perseroan mencatatkan pendapatan konsolidasi sebesar Rp556,9 miliar untuk kuartal ketiga tahun 2022 yang bertumbuh sangat positif sebesar Rp430,8 miliar atau 342% jika dibandingkan pendapatan konsolidasi pada kuartal sebelumnya sebesar Rp126,1 miliar.

Performa positif ini ditunjang oleh pertumbuhan dan pengembangan secara holistik dari unit-unit bisnis Perseroan khususnya DAV dan MindStores yang menyediakan platform berbasis teknologi *Augmented Reality* (AR) - *Virtual Reality* (VR) - *Artificial Intelligence* (AI) untuk kebutuhan transaksi *commerce* dan media periklanan (*advertising*) yang menghasilkan *recurring income* serta AR&Co yang menawarkan jasa pembangunan solusi berbasis AR, VR, dan AI. Pertumbuhan unit-unit bisnis Perseroan tersebut juga dikatalisasi oleh terealisasinya rencana bisnis yang dijalankan Perseroan paska IPO.



Grafik 3 (dalam miliar rupiah): Komposisi pendapatan tahun 2019 – periode sembilan bulan yang berakhir pada 30 September 2022 dan proyeksi pendapatan pada tahun 2022 & 2023

BEBAN POKOK PENDAPATAN

Beban pokok pendapatan untuk periode 9 (sembilan) bulan tahun 2022 tercatat sebesar Rp1.075,1 miliar yang meningkat sebesar Rp693,9 miliar atau 182% secara YoY dari Rp381,3 miliar pada periode yang sama di tahun sebelumnya. Peningkatan beban pokok pendapatan ini sejalan dengan peningkatan pendapatan yang signifikan pada periode 9 (Sembilan) bulan tahun 2022.

BEBAN USAHA

Beban usaha meningkat sebesar Rp61,8 miliar atau 213% menjadi Rp90,8 miliar pada periode 9 (sembilan) bulan tahun 2022 jika dibandingkan secara YoY untuk periode yang sama pada tahun sebelumnya sebesar Rp29,0 miliar. Peningkatan pada beban usaha ini terutama dikontribusikan oleh peningkatan biaya marketing dan juga beban gaji pegawai seiring dengan perluasan lini bisnis Perseroan sehingga dapat menjadi pondasi yang mendukung rencana pertumbuhan bisnis Perseroan.

EBITDA

Selama periode 9 (sembilan) bulan tahun 2022, Perseroan berhasil mencatat EBITDA sebesar Rp59,4 miliar, yang meningkat secara signifikan sebesar Rp32,0 miliar atau 117% secara YoY dari Rp27,4 miliar untuk periode yang sama pada tahun sebelumnya. Marjin EBITDA Perseroan untuk periode 9 (sembilan) bulan tahun 2022 mengalami penurunan menjadi sebesar 4,9% dari 6,3% untuk periode yang sama pada tahun sebelumnya yang merupakan dampak dari meningkatnya kontribusi pendapatan Perseroan yang bersumber dari *recurring income* atas penggunaan *software platform* untuk kebutuhan transaksi *commerce* dan media periklanan (*advertising*) di bawah unit usaha DAV dan MindStores.

LABA BERSIH

Laba bersih konsolidasian Perseroan untuk periode 9 (sembilan) bulan Tahun 2022 sebesar Rp37,1 miliar mengalami pertumbuhan yang sangat positif yaitu sebesar Rp23,4 miliar atau 171% dari Rp13,7 miliar untuk periode yang sama pada tahun sebelumnya. Komitmen Perseroan dalam menjaga profitabilitasnya juga tercermin dengan mencatatkan marjin laba bersih konsolidasian untuk periode sembilan bulan tahun 2022 sebesar 3,1% yang tidak jauh berbeda dengan marjin laba bersih untuk periode yang sama pada tahun sebelumnya sebesar 3,2%.

KOMENTAR DARI MICHEL BUDI WIRJATMO, DIREKTUR UTAMA PT WIR ASIA Tbk

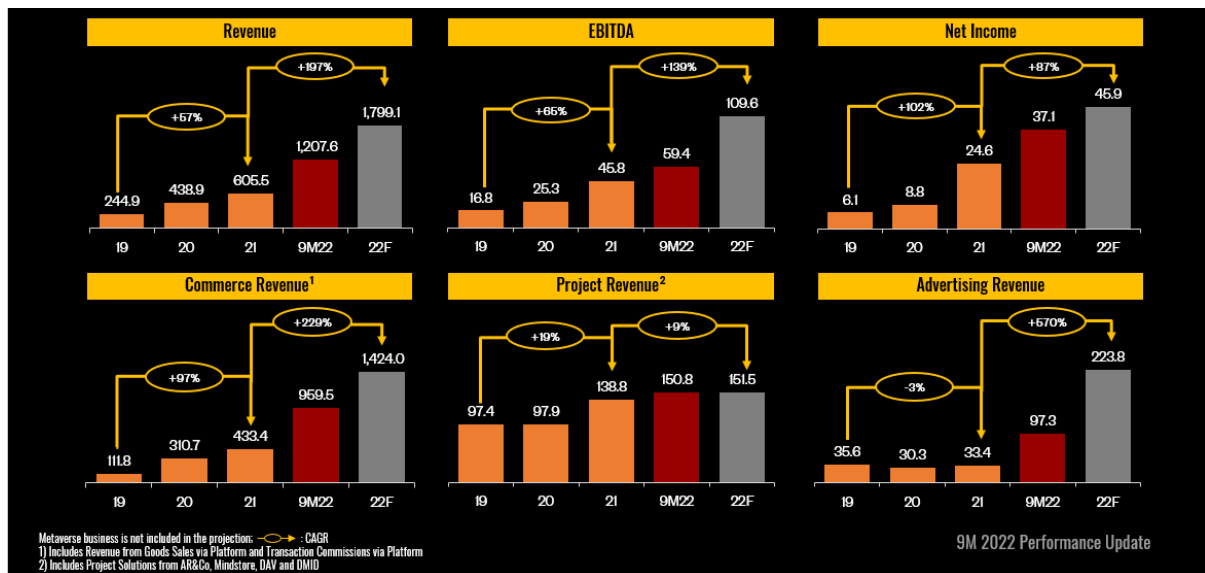
“Sepanjang kuartal ketiga tahun 2022 ini WIRG terus konsisten dalam merealisasikan strategi pertumbuhan dan pengembangan unit-unit bisnis Perseroan. Hal tersebut tercermin dari performa yang sangat positif pada kuartal ketiga tahun 2022 dimana Perseroan berhasil mencatatkan tambahan pendapatan konsolidasi sebesar Rp556,9 miliar sehingga Perseroan membukukan pendapatan konsolidasi sebesar Rp1.207,6 untuk periode sembilan bulan yang berakhir pada 30 September 2022. Kami meyakini bahwa dengan strategi yang kami jalankan saat ini, kami dapat menjaga inovasi dan tren pertumbuhan Perseroan serta tetap menjadi pemimpin dalam industri teknologi berbasis AR, VR, dan AI.”

RINGKASAN KINERJA KEUANGAN | Periode 9 (Sembilan) Bulan Tahun 2022

Untuk Periode 9 (Sembilan) Bulan yang Berakhir pada 30 September

Uraian	2022	2021
Pendapatan	1.207.591.029.747	432.264.812.556
Laba Kotor	132.427.489.935	50.982.399.376
Laba Usaha	41.664.489.435	21.998.937.608
Laba Bersih Tahun Berjalan	37.126.807.923	13.677.738.876
Laba Bersih Tahun Berjalan		
Distribusikan Kepada:		
Pemilik entitas induk	50.384.211.665	18.096.248.663
Kepentingan non pengendali	(13.257.403.742)	(4.418.509.787)
Jumlah Laba Komprehensif	37.126.807.923	13.677.738.876

Uraian	As of September 2022	As of December 2021
Modal Kerja Bersih	412.244.122.156	38.678.160.009
Jumlah Aset	778.522.868.633	260.273.448.636
Jumlah Liabilitas	167.696.030.896	109.953.611.137
Jumlah Ekuitas	610.826.837.737	150.319.837.499



Grafik 4 (dalam miliar rupiah): Pertumbuhan kinerja keuangan tahunan, periode sembilan bulan yang berakhir pada 30 September 2022 dan proyeksi untuk tahun 2022

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Tentang PT WIR ASIA Tbk

PT WIR ASIA Tbk dan Perusahaan Anak (selanjutnya disebut sebagai “**WIR Group**”) adalah salah satu pelopor perusahaan berbasis *Augmented Reality* (AR) di Asia Tenggara yang sudah membangun solusi untuk puluhan industri mancanegara dengan mengkombinasikan teknologi imersif seperti *Virtual Reality* (VR) & *Artificial Intelligence* (AI) dan telah mendapatkan 5 (lima) paten global untuk AR yang teregistrasi pada Patent Cooperation Treaty (PCT).

Sejak 2009, WIR Group telah menyelesaikan ribuan proyek dan melayani lebih dari 20 negara termasuk di antaranya Amerika Serikat, Jerman, Spanyol, Nigeria, Singapura, Malaysia, Thailand, Filipina, Myanmar & banyak lainnya. Selain itu, WIR Group juga telah mendapatkan banyak pengakuan Internasional di antaranya Excellent Communications Design Apps dalam German Design Award 2020, AR Best Campaign at the Augmented World Expo’s 7th Annual Auggie Awards 2015 dan 2016 di Silicon Valley, Innovation 40 dari The New Economy London di London Stock Exchange, dan Metaverse Tech Companies to Watch in 2022 versi Forbes.

WIR Group kemudian menyelesaikan berbagai proyek di bidang edukasi, penerbitan, dan game. WIR Group pada 2015 memperluas kegiatan usahanya untuk memberikan jasa layanan media/iklan, melalui unit teknologi DAV dan perdagangan ritel melalui Mind Store. Pada 2019, Perseroan membentuk unit teknologi Minar di bawah PT Mata Nilai Republik untuk mengembangkan AR *geo location-based gaming*. Pada tanggal 04 April 2022, PT WIR ASIA Tbk atau dikenal WIR Group resmi mencatatkan saham di Bursa Efek Indonesia (BEI) dengan kode saham WIRG.

Untuk informasi lebih lanjut dapat menghubungi:

Corporate Secretary

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9M 2022 AND 3Q 2022 RESULTS SUMMARY

POSITIVE FINANCIAL PERFORMANCE DURING THE THIRD QUARTER AND THE NINE-MONTH PERIOD ENDED AT 30 SEPTEMBER 2022

The consolidated revenue of PT WIR Asia Tbk (IDX: "WIRG" or "the Company") in 9M-2022 increased by IDR775.3 billion or 179% compared to the same period in 2021. EBITDA and Net Profit grown by IDR32.0 billion and Rp 23.4 billion, or 117% and 171%, respectively, compared to the same period in 2021.

The revenue contribution from the third quarter was IDR556.9 billion or 46% from total consolidated revenue in 9M 2022. Based on the achievements during the third quarter, the Company is optimistic to achieve the previously set consolidated revenue target for 2022 of IDR1.8 trillion.

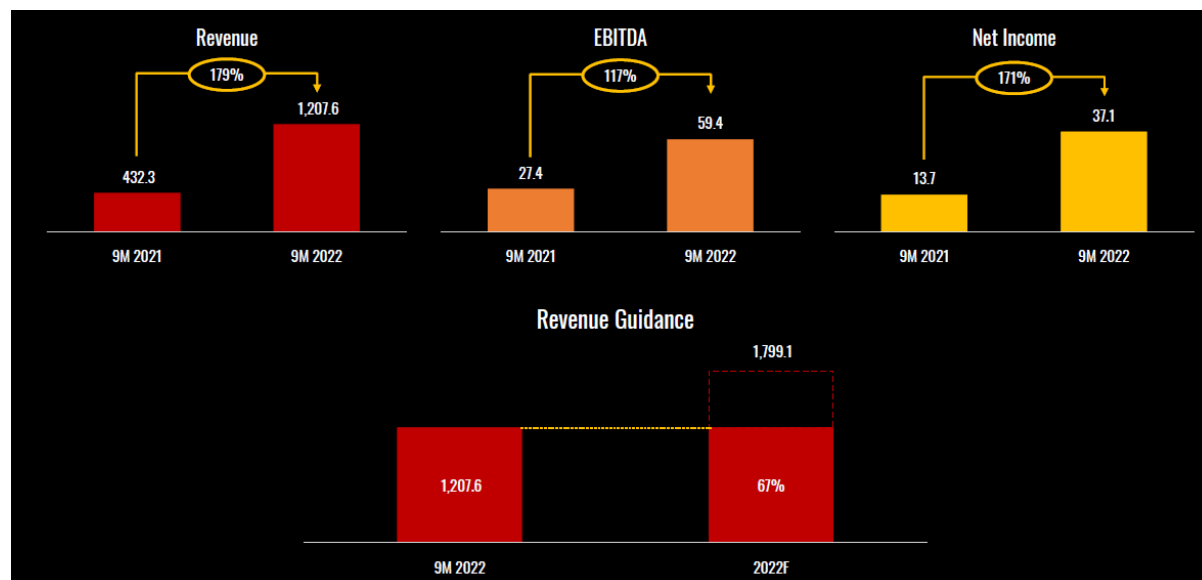


Figure 1: Growth highlights for 9M 2022 vs 9M 2021, and comparison to the 2022 projection (in IDR billions)

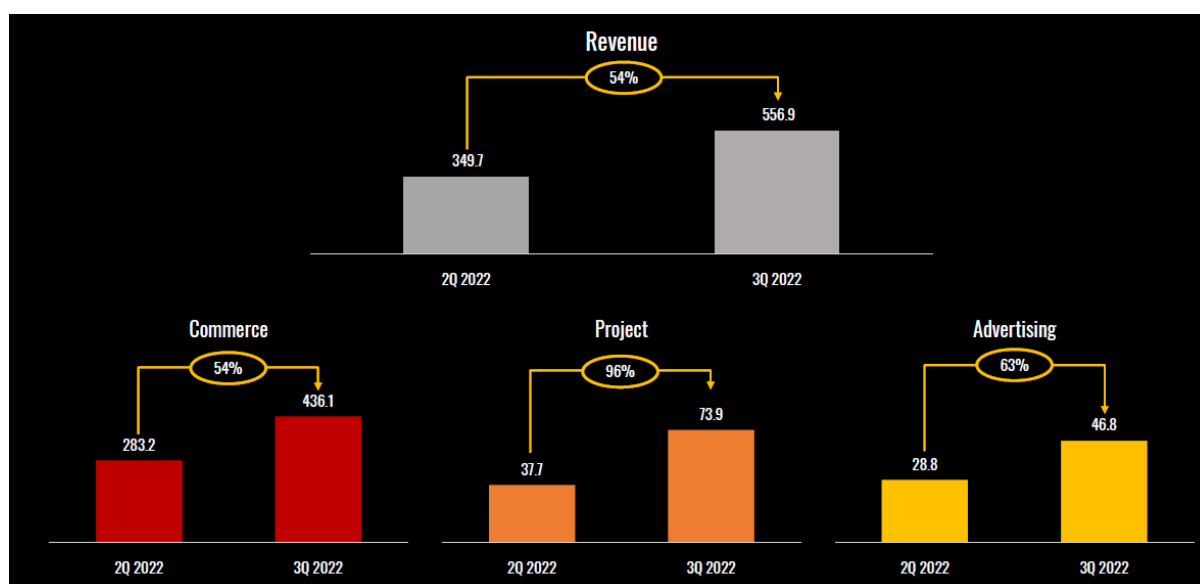


Figure 2: Growth highlights for 3Q v Q2-2022 with their revenue composition (in IDR billions)

OPERATING REVENUES

The Company recorded total consolidated revenue of IDR1,207.6 billion, which grew significantly by IDR775.3 billion or 179% compared to consolidated revenue for the same period in 2021 of IDR432.3 billion.

Based on the quarterly trends, the Company recorded consolidated revenue of IDR556.9 billion for the third quarter of 2022 which has grown very positively by IDR430.8 billion or by 342% compared to consolidated revenue in the previous quarter of IDR126.1 billion.

This positive performance is supported by holistic growth from Company's business units, especially DAV and MindStores, which offer technology platforms based on Augmented Reality (AR) - Virtual Reality (VR) - Artificial Intelligence (AI) for commerce transactions and advertising that generates recurring income. The growth is also seen in AR & Co, Company's business unit which offers an AR, VR, and AI based solution. The catalyst of business units' growth is through realization of business plans carried out by the Company after the IPO.

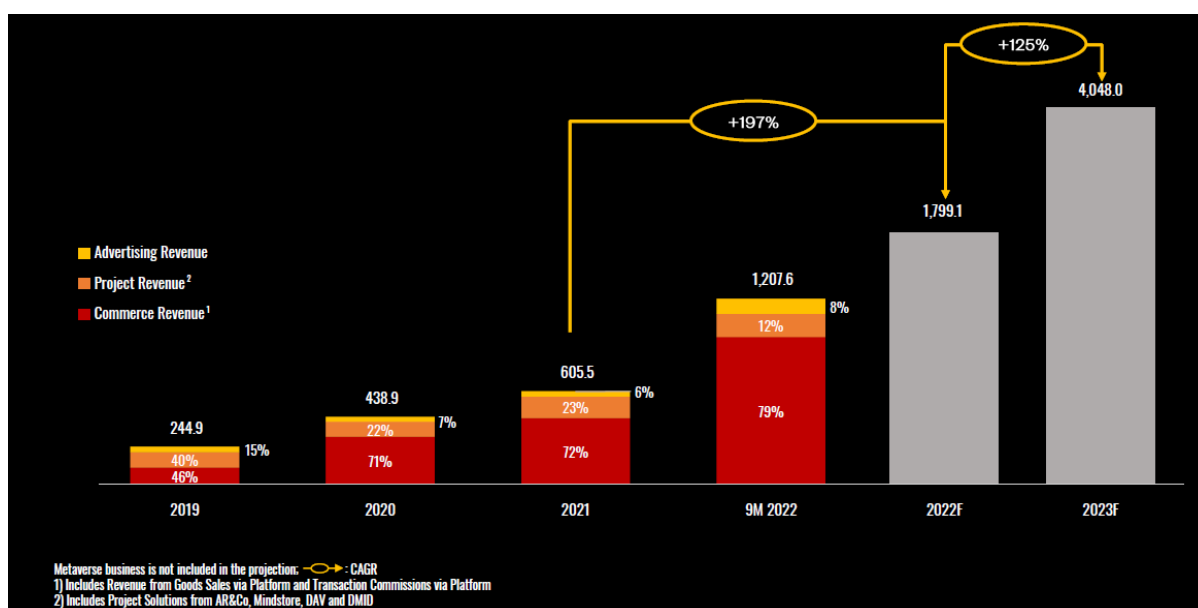


Figure 3: Revenue composition 2019 – 9M 2022 and revenue forecast for 2022 & 2023 (in IDR billions)

COST OF REVENUE

The cost of revenue in 9M 2022 was recorded at IDR1,075.1 billion, which increased by IDR693.9 billion or 182% YoY from IDR381.3 billion in the same period in the previous year. The increase in the cost of revenue was in line with the increase in revenue in 9M 2022.

OPERATING EXPENSES

Operating expenses increased by IDR61.8 billion or 213% to IDR90.8 billion in 9M 2022, from IDR29.0 billion in 9M 2021. The increase in operating expenses was mainly due to the increase of marketing expenses and remuneration expenses which in line with the expansion of Company's business lines that are becoming part of the Company's foundation to support the Company's growth plans.

EBITDA

The Company recorded EBITDA for 9M 2022 of IDR59.4 billion, which increased significantly by IDR 32.0 billion or by 117% YoY compared to 9M 2021 EBITDA of IDR27.4 billion. While EBITDA margin for 9M 2022 decreased to 4.9% from 6.3% YoY for 9M 2021, which was due to an increase in The Company's revenue contribution from the recurring income from the usage of the software platform for commerce transaction and advertising purposes under DAV and MindStores business units.

NET INCOME

The Company's consolidated net profit for 9M 2022 amounts IDR37.1 billion which increased by IDR23.4 billion or 171% YoY from IDR13.7 billion for the same period in the previous year. The Company's commitment to maintaining its profitability is also reflected in the consolidated net profit margin for 9M 2022 which amounts to 3.1% that are not significantly changed from 9M 2021 net profit margin which amounts to 3.2%.

REMARK FROM MICHEL BUDI WIRJATMO, PRESIDENT DIRECTOR OF PT WIR ASIA Tbk

“During the third quarter of 2022, WIRG has been consistent in realizing the growth and development of the Company’s business units. This effort is reflected in the very positive result during the third quarter of 2022 where the Company managed to record additional consolidated revenue of IDR556.9 billion, which led to a consolidated revenue of IDR1,207.6 for the nine months period that ended in September 30, 2022. We believe that with our current strategy, we will be able to maintain the Company’s innovation and growth trends, as well as maintaining its position as industry leader in the AR, VR, and AI Industry”

SUMMARY OF FINANCIAL PERFORMANCE | 9M-2022

Description	9 (Nine) month period ended 30 September	
	2022	2021
Revenue	1,207,591,029,747	432,264,812,556
Gross Profit	132,427,489,935	50,982,399,376
Operating Income	41,664,489,435	21,998,937,608
Net Income for the Year	37,126,807,923	13,677,738,876
Net Income for the Year attributable to:		
Owners of Parent Entity	50,384,211,665	18,096,248,663
Non-Controlling Interest	(13,257,403,742)	(4,418,509,787)
Total Comprehensive Income	37,126,807,923	13,677,738,876

Description	Per Posisi September 2022	
	Per Posisi September 2022	Per Posisi Desember 2021
Net Working Capital	412,244,122,156	38,678,160,009
Total Assets	778,522,868,633	260,273,448,636
Total Liabilities	167,696,030,896	109,953,611,137
Total Equity	610,826,837,737	150,319,837,499

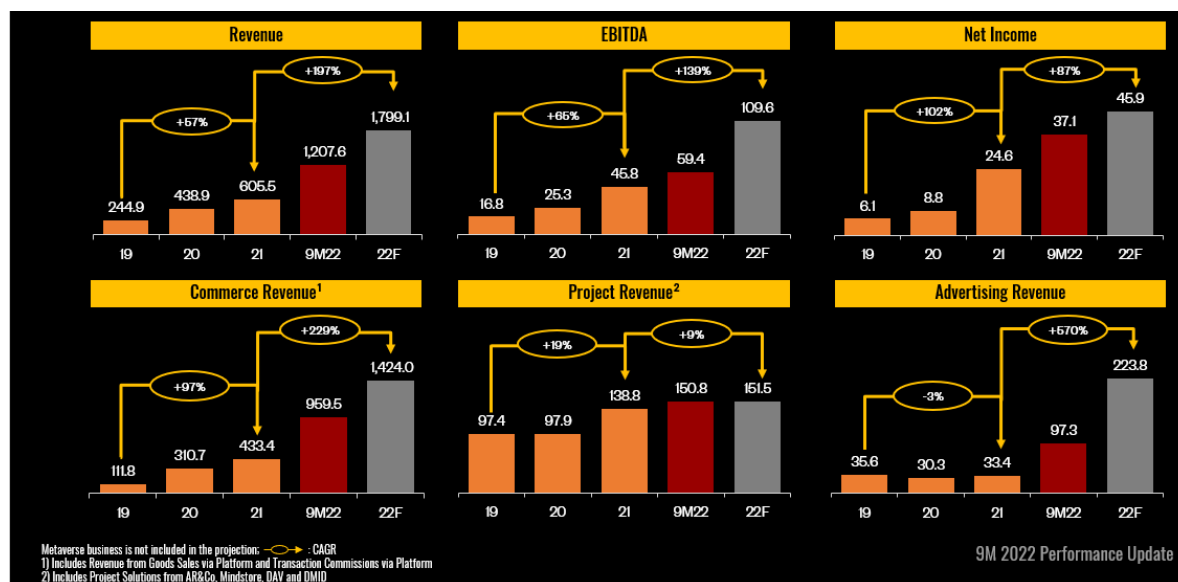


Figure 4: Financial Performance Growth for 9M 2022 and 2022 forecast (in IDR billions)

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About PT WIR ASIA Tbk

PT WIR ASIA Tbk and its Subsidiaries (hereinafter referred to as “WIR Group”) is one of the pioneers in the Southeast Asian Augmented Reality (AR) technology industry that has developed solutions for dozens of foreign companies by combining immersive technology such as Virtual Reality (VR) & Artificial Intelligence (AI), and the holder of 5 (five) global patents for AR registered with the Patent Cooperation Treaty (PCT).

Since 2009, WIR Group has completed thousands of projects and served clients in over 20 countries including the US, Germany, Spain, Nigeria, Singapore, Malaysia, Thailand, the Philippines, and Myanmar. WIR Group has received multiple international acknowledgments and accolades, such as the Excellent Communications Design Apps in the 2020 German Design Award, AR Best Campaign at the Augmented World Expo’s 7th Annual Auggie Awards in 2015 and 2016 at the Silicon Valley, Innovation 40 from The New Economy London in London Stock Exchange, and Metaverse Tech Companies to Watch in 2022 according to Forbes.

WIR Group has completed numerous projects in the field of education, publishing, and gaming. In 2015, WIR Group expanded its scope to offer media/advertising services through its technology unit DAV, and retail trade service through Mindstores. In 2019, the Company established Minar technology unit through PT Mata Nilai Republik to develop AR geo location-based gaming. On April 4, 2022, PT WIR Asia Tbk or known as WIR Group officially listed its shares on the Indonesian Stock Exchange under the ticker symbol WIRG.

For further information please contact:

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