

No. : 024/CORSEC/WIRG/III/2023

Kepada Yth./To.

Otoritas Jasa Keuangan / Financial Services Authority (“ÓJK”)

Gedung Sumitro Djojohadikusumo
Jl. Lapangan Banteng Timur No. 2-4
Jakarta 10710

UP / Attn : **Bapak Inarno Djajadi**
Kepala Eksekutif Pengawas Pasar Modal / *Executive Chief of the Capital Market Supervisory*

Kepada Yth./To.

PT Bursa Efek Indonesia (“BEI”)

Gedung Bursa Efek Indonesia Tower I Lantai 6
Jl. Jend. Sudirman Kav. 52-53
Jakarta 12190

UP / Attn : **Bapak I Gede Nyoman Yetna**
Direktur Penilaian Perusahaan / *Director of Corporate Appraisal*

Perihal/*Subject* : **Penyampaian Investor Release Ringkasan Kinerja Tahun Buku 2022 /
Submission of Investor Release Fiscal Year 2022 Results Summary**

Dengan Hormat,

Dear Sir/Madam,

Merujuk kepada (i) Peraturan OJK Nomor 31/POJK.04/2015 tentang Keterbukaan Informasi atau Fakta Material oleh Emiten atau Perusahaan Publik; dan (ii) Peraturan Bursa Efek Indonesia Nomor I-E tentang Kewajiban Penyampaian Informasi, dengan ini kami sampaikan Laporan Informasi atau Fakta Material dengan uraian sebagai berikut:

Referred to (i) OJK Regulation Number 31/POJK.04/2015 concerning Disclosure of Information or Material Fact by Issuers or Public Company; and (ii) IDX Regulation Number I-E concerning Obligation of Information Submission, we hereby submit the Report of Information or Material Fact with detail as follows:

Nama Perusahaan Publik / : PT WIR ASIA Tbk (“Perseroan”/ *the “Company”*)
Company’s Name

Bidang Usaha / *Line of Business* : Jasa teknologi informasi termasuk bidang multimedia, telekomunikasi dan periklanan / *Information technology services include multimedia, telecommunications, and advertising*

Telepon / *Phone* : 021-53678064

Faksimili / *Fax* : 021-53669283

Alamat surat elektronik / *e-mail* : corsec@wirglobal.com

1.	Tanggal Kejadian <i>Date of Occurrence</i>	31 Maret 2023 <i>March 31, 2023</i>
2.	Jenis Informasi atau Fakta Material <i>Type of Information or Material Fact</i>	Informasi atau Fakta Material lainnya <i>Other Information or Material Fact</i>

3.	Uraian Informasi atau Fakta Material <i>Detail of Information or Material Facts</i>	Perseroan menyampaikan <i>Investor Release</i> atas Ringkasan Kinerja Tahun Buku 2022. <i>The Company submitted an Investor Release on the Fiscal Year 2022 Results Summary.</i>
4.	Dampak kejadian, informasi atau fakta material tersebut terhadap kegiatan operasional, hukum, kondisi keuangan, atau kelangsungan usaha Perseroan <i>Impacts of the occurrence, information or material fact to Company's operational, legal, financial condition or business continuity</i>	Tidak ada dampak kejadian terhadap kegiatan operasional, hukum, kondisi keuangan, atau kelangsungan usaha Perseroan. <i>There is no material impact to the operational activities, legal or financial conditions or the business continuity of the Company.</i>
5.	Informasi lain-lain <i>Others information</i>	Tidak ada informasi lainnya. <i>There is no other information.</i>

Demikian informasi ini kami sampaikan. Atas perhatiannya kami ucapkan terima kasih.

Thus, we convey the information. Thank you for your attention.

Jakarta, 31 Maret 2023 / *March 31, 2023*
PT WIR ASIA TBK



Ira Yuanita
Corporate Secretary

Tembusan / *CC:*

1. Dewan Komisaris / *Board of Commissioners of PT WIR Asia Tbk;*
2. Direksi / *Board of Directors of PT WIR Asia Tbk.*



Rilis Investor

PT WIR ASIA TBK
31 Maret 2023

RILIS INVESTOR

PT WIR ASIA TBK

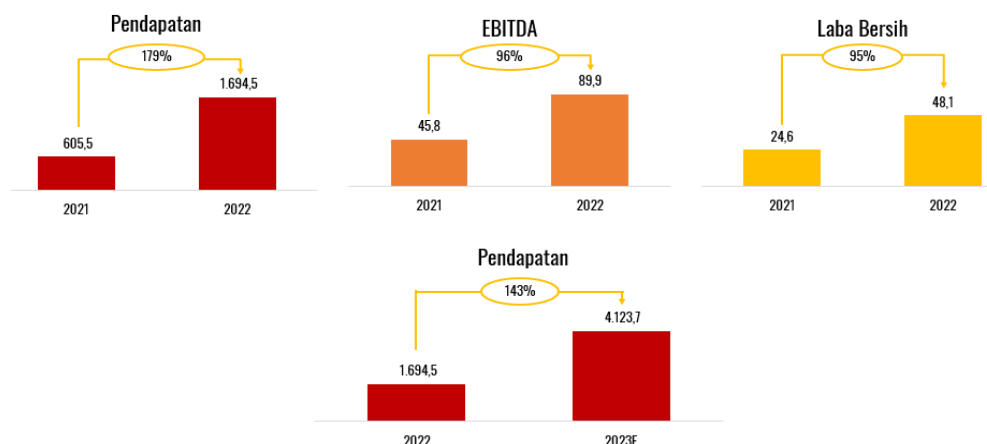
RINGKASAN KINERJA KUARTAL KEEMPAT DAN TAHUN PENUH 2022

PERTUMBUHAN KINERJA KEUANGAN YANG SIGNIFIKAN PADA KUARTAL KEEMPAT DAN TAHUN PENUH YANG BERAKHIR PADA 31 DESEMBER 2022

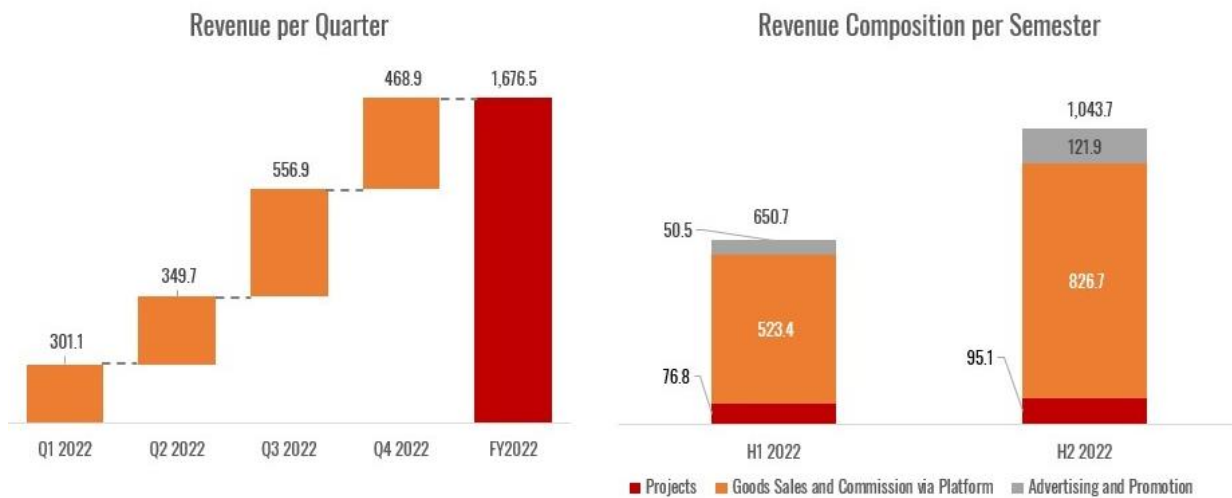
PT WIR Asia Tbk (BEI: "WIRG" atau "Perseroan"), perusahaan pengembang solusi platform teknologi *Business-to-Business-to-Customer* (B2B2C) berbasis *Software as a Service* (SaaS) dengan fitur teknologi berbasis *Augmented Reality* (AR), *Virtual Reality* (VR) dan *Artificial Intelligence* (AI) terkemuka di Asia Tenggara berhasil membukukan pendapatan konsolidasi sebesar Rp1.694,5 miliar selama tahun 2022 yang meningkat sebesar Rp1.089,0 miliar atau 179,8% jika dibandingkan dengan tahun 2021. Perseroan turut mencatatkan EBITDA dan Laba bersih masing-masing sebesar Rp89,9 miliar dan Rp48,1 miliar yang meningkat masing-masing sebesar Rp44,1 miliar dan Rp23,5 miliar atau 96,2% dan 95,3% jika dibandingkan dengan tahun 2021 sejalan dengan peningkatan pendapatan konsolidasi Perseroan.

Kontribusi pendapatan dari kuartal keempat adalah sebesar Rp486,9 miliar atau 28,7% dari total pendapatan konsolidasi sepanjang tahun 2022. Hal tersebut menunjukkan peningkatan signifikan paska IPO dimana pendapatan konsolidasi pada semester kedua tahun 2022 tumbuh sebesar Rp393,1 miliar atau 60,4% dibandingkan semester pertama tahun 2022.

Peningkatan kinerja Perseroan menunjukkan fokus manajemen dalam menjalankan strategi pertumbuhan yang holistik atas seluruh unit bisnis khususnya DAV, Mindstores, dan Minar yang merupakan solusi platform teknologi B2B2C. Platform B2B2C perseroan berkontribusi penuh dalam menghasilkan pendapatan recurring bagi Perseroan dengan model bisnis SaaS dengan fitur AR, VR, dan AI melalui segmen pendapatan operasi penjualan barang dan komisi via platform serta promosi dan iklan via platform yang mengalami pertumbuhan sebesar Rp1.055,3 miliar atau 225,9% selama tahun 2022 jika dibandingkan dengan tahun 2021.



Grafik 1 (dalam miliar rupiah): Pertumbuhan kinerja keuangan untuk tahun yang berakhir pada 31 Desember 2022 dan 2021; Pendapatan pada tahun 2022 vs proyeksi pendapatan pada tahun 2023.



Grafik 2 (dalam miliar rupiah): Pertumbuhan kinerja keuangan per kuartal 2022 beserta komposisi pendapatan per semester 2022

PENDAPATAN USAHA

Perseroan mencatatkan total pendapatan konsolidasi untuk tahun 2022 sebesar Rp1.694,5 miliar yang tumbuh signifikan sebesar Rp1.089,0 miliar atau 179,8% dibandingkan total pendapatan konsolidasi untuk tahun 2021 sebesar Rp605,5 miliar.

Berdasarkan tren kuartalan, Perseroan mencatatkan pendapatan konsolidasi sebesar Rp486,9 miliar untuk kuartal keempat tahun 2022 sehingga Perseroan mencatatkan peningkatan pendapatan secara signifikan sebesar Rp393,1 miliar atau 60,4% untuk semester kedua tahun 2022 menjadi Rp1.043,7 miliar jika dibandingkan dengan pendapatan konsolidasi pada semester pertama tahun 2022 sebesar Rp650,7 miliar.

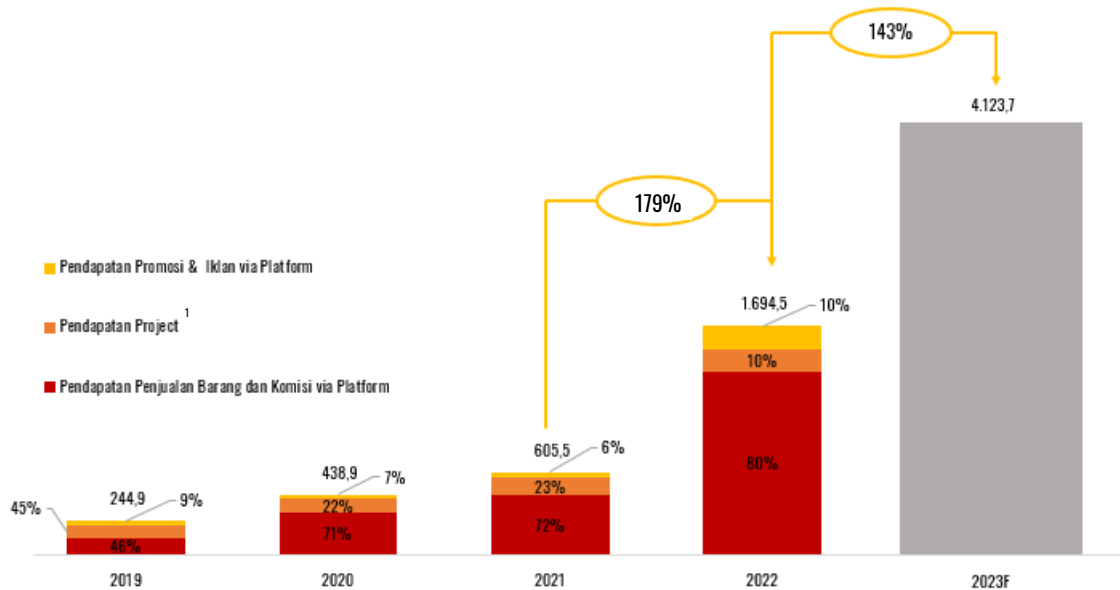
Tren peningkatan selama tahun 2022 ini ditunjang oleh pertumbuhan dan pengembangan secara holistik dari unit-unit bisnis Perseroan baik yang berasal dari solusi teknologi *Business-to-Business (B2B)* yang terdiri dari AR&Co dan DMID maupun solusi platform teknologi *Business-to-Business-to-Customer (B2B2C)* yang terdiri dari DAV, Mindstores, dan Minar yang berbasis *Software as a Service (SaaS)* dengan fitur AR, VR, dan AI serta menghasilkan pendapatan recurring bagi Perseroan. Unit bisnis B2B2C Perseroan memberikan kontribusi pertumbuhan yang paling besar sehingga mendorong pertumbuhan pendapatan konsolidasi dari segmen penjualan barang dan komisi via platform serta promosi dan iklan via platform yang mengalami pertumbuhan pada tahun 2022 masing-masing sebesar Rp916,2 miliar dan Rp139,1 miliar atau sebesar 211,2% dan 416,9% jika dibandingkan dengan tahun 2021.

Pada tahun 2022, segmen penjualan barang dan komisi via platform serta promosi dan iklan via platform masing-masing memiliki kontribusi sebesar 79,7% dan 10,2% terhadap total pendapatan konsolidasi Perseroan. Kontribusi dua segmen tersebut meningkat jika dibandingkan dengan kontribusi pada tahun 2021 yang masing-masing mencapai 71,6% dan 5,5%. khususnya pendapatan dari segmen promosi dan iklan via platform dengan peningkatan kontribusi hampir 2 kali lipat.

Pertumbuhan unit bisnis B2B2C tidak lepas dari strategi pemanfaatan dan optimalisasi unit bisnis DAV, MindStores, dan Minar yang memiliki tingkat skalabilitas yang tinggi dalam menyediakan solusi berupa platform berbasis SaaS dengan fitur AR, VR, dan AI untuk kebutuhan transaksi *commerce*, media promosi dan periklanan (*advertising*) bagi klien dan partner.

Unit bisnis B2B Perseroan yang terdiri dari AR&Co dan DMID terus bertumbuh secara konsisten dalam memberikan solusi perangkat lunak berbasis AR, VR, dan AI serta konsultasi *branding* dan implementasi Web 3.0. Dengan meningkatnya adopsi AR, VR, dan AI beserta Web 3.0, Perseroan berhasil mencatatkan pertumbuhan pada pendapatan konsolidasi dari segmen Project/Solusi sebesar Rp33,1 miliar atau 23,9% pada tahun 2022 jika dibandingkan dengan tahun 2021.

Dengan pencapaian pertumbuhan pendapatan konsolidasi yang sudah diraih selama tahun 2022, Perseroan optimis untuk terus meningkatkan tren pertumbuhan tersebut pada tahun 2023 dengan fokus utama meningkatkan jumlah pengguna dan tingkat penggunaan platform B2B2C berbasis SaaS dengan fitur AR, VR, dan AI melalui penambahan unit DAV secara berkesinambungan, penambahan jumlah partner dan klien pada DAV, Mindstores, dan Minar serta meningkatkan fitur serta update berkala pada platform. Di samping itu Perseroan akan terus meningkatkan jumlah *project* atas solusi B2B yang ditawarkan oleh AR&Co dan DMID dengan mengutamakan kreativitas, relevansi, dan perkembangan tren serta teknologi agar solusi yang ditawarkan dapat mendukung dan memperkuat bisnis klien dan partner Perseroan.



1) Termasuk pengembangan aplikasi perangkat lunak dan konsultasi merek & IT dari AR&Co, Mindstore, DAV dan DMID

Grafik 3 (dalam miliar rupiah): Komposisi pendapatan tahun 2019 – tahun 2022 dan proyeksi pendapatan pada tahun 2023

BEBAN POKOK PENDAPATAN

Beban pokok pendapatan Perseroan untuk tahun 2022 sebesar Rp1.489,3 miliar yang meningkat sebesar Rp959,1 miliar atau 180,9% secara YoY dari Rp530,2 miliar untuk tahun 2021. Peningkatan beban pokok pendapatan ini sejalan dengan peningkatan pendapatan yang signifikan sepanjang tahun 2022 khususnya beban pokok yang berkaitan langsung dengan segmen pendapatan yang berasal dari penjualan barang dan komisi via platform serta promosi dan iklan via platform yang meningkat masing-masing sebesar Rp900,1 miliar dan Rp65,1 miliar atau 213,9% dan 407,9% yang berasal dari platform B2B2C berbasis SaaS dengan fitur AR, VR, dan AI milik Perseroan.

BEBAN USAHA

Beban usaha untuk tahun 2022 meningkat sebesar Rp92,7 miliar atau 235,0% menjadi Rp132,1 miliar jika dibandingkan secara YoY dengan tahun sebelumnya sebesar Rp39,4 miliar. Peningkatan pada beban usaha ini terutama dikontribusikan oleh peningkatan biaya penjualan dan beban gaji pegawai seiring dengan pertumbuhan usaha Perseroan sehingga dapat menopang rencana pertumbuhan bisnis Perseroan di masa depan.

EBITDA

Sepanjang tahun 2022, Perseroan berhasil mencatat EBITDA sebesar Rp89,9 miliar, yang meningkat secara signifikan sebesar Rp44,1 miliar atau 96,2% secara YoY dari Rp45,8 miliar jika dibandingkan

dengan tahun 2021. Peningkatan EBITDA ini terutama disebabkan oleh peningkatan pendapatan konsolidasi Perseroan selama tahun 2022 yang berhasil menumbuhkan pendapatan pada setiap segmen operasinya.

Persentase margin EBITDA Perseroan untuk tahun 2022 mengalami penurunan menjadi sebesar 5,3% dari 7,6% jika dibandingkan dengan tahun sebelumnya yang merupakan dampak dari peningkatan kontribusi pendapatan Perseroan yang khususnya berasal dari segmen penjualan barang dan komisi via platform kontribusi sebesar menjadi sebesar 79,7% dibanding kontribusi pada tahun sebelumnya sebesar 71,6% atas penggunaan *software platform* DAV dan MindStores yang merupakan platform B2B2C berbasis SaaS dengan fitur AR, VR, dan AI. Penurunan tersebut juga disebabkan peningkatan beban usaha Perseroan pada tahun 2022 sebagai bagian dari strategi Perseroan untuk mempersiapkan fondasi yang dapat mendukung rencana pertumbuhan Perseroan.

LABA BERSIH

Laba bersih konsolidasi Perseroan untuk tahun 2022 mengalami pertumbuhan yang sangat positif menjadi sebesar Rp48,1 miliar dan meningkat sebesar Rp23,5 miliar atau 95,3% jika dibandingkan dengan laba bersih untuk tahun 2021 sebesar Rp24,6 miliar. Peningkatan tersebut bersumber dari pertumbuhan pendapatan konsolidasi Perseroan sepanjang tahun 2022 yang berkesinambungan dan berkelanjutan dengan fokus dalam menjaga profitabilitas.

Terdapat penurunan margin laba bersih untuk tahun 2022 menjadi sebesar 2,8% jika dibandingkan dengan margin laba bersih untuk tahun 2021 sebesar 4,1%. Penurunan tersebut terutama disebabkan perubahan kombinasi dari segmen pendapatan Perseroan dan peningkatan beban usaha Perseroan selama tahun 2022. Perseroan optimis bahwa dengan adanya optimalisasi atas penggunaan platform B2B2C platform berbasis SaaS dengan fitur AR, VR, dan AI yang akan terus dilakukan, profitabilitas usaha Perseroan akan terus meningkat kedepannya.

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

“Sepanjang tahun 2022 ini Perseroan terus mengukir sejarah baru dengan mencatatkan sahamnya di pasar modal pada bulan April 2022 dan mencatatkan rekor pencapaian pendapatan tertinggi sejak Perseroan didirikan. Perseroan berhasil membukukan pendapatan konsolidasi untuk tahun 2022 sebesar Rp1.694,5 miliar yang tumbuh 179,8% dibandingkan tahun 2021. Pertumbuhan tersebut tidak lepas dari konsistensi Perseroan dalam merealisasikan seluruh strategi bisnisnya baik terhadap unit bisnis B2B maupun terhadap platform solusi B2B2C berbasis SaaS dengan fitur AR, VR, dan AI yang didukung dengan penggunaan dana hasil IPO yang optimal. Dalam merealisasikan pertumbuhannya Perseroan juga selalu menjaga profitabilitas agar pertumbuhan tersebut dapat dilakukan secara berkesinambungan. Hal tersebut tercermin dengan pencapaian EBITDA dan laba bersih Perseroan menjadi Rp89,9 miliar dan Rp48,1 miliar yang masing-masing meningkat masing-masing sebesar 95,3% dan 96,2% dari tahun 2021. Berdasarkan pencapaian tersebut, kami sangat optimis untuk melanjutkan tren peningkatan tersebut di masa depan dengan menjalankan strategi pertumbuhan dan menjaga inovasi dalam industri teknologi berbasis AR, VR, dan AI secara konsisten.”

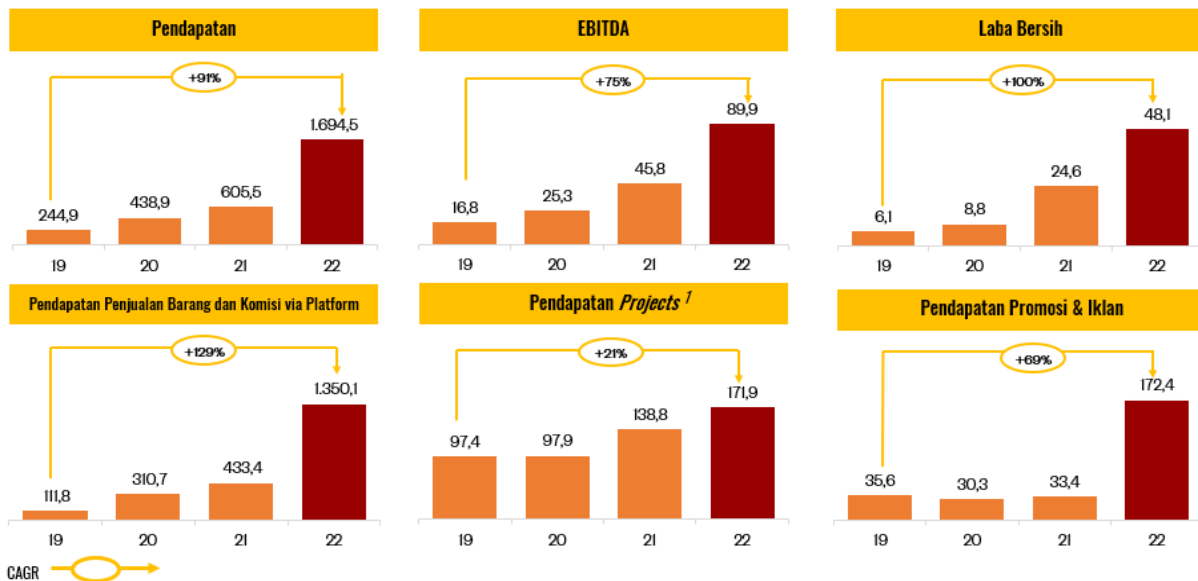
RINGKASAN KINERJA KEUANGAN | Untuk Tahun Yang Berakhir Pada 31 Desember 2021 dan 2022

Ikhtisar Keuangan untuk tahun yang berakhir pada tanggal 31 Desember

Uraian	2022	2021
Pendapatan	1.694.478.768.356	605.519.140.299
Laba Kotor	205.137.802.851	75.288.159.228
Laba Usaha	73.043.051.673	35.852.740.533
Laba Bersih Tahun Berjalan	48.123.654.721	24.638.744.125
Laba Bersih Tahun Berjalan Distribusikan Kepada:		
Pemilik entitas induk	41.382.576.571	22.159.367.268
Kepentingan non pengendali	6.741.078.150	2.479.376.857
Jumlah Laba Komprehensif	48.123.654.721	24.638.744.125

Uraian	As of December 2022	As of December 2021
Modal Kerja Bersih ¹	321.511.860.367	38.678.160.009
Jumlah Aset	885.150.718.224	260.273.448.636
Jumlah Liabilitas	258.704.232.346	109.953.611.137
Jumlah Ekuitas	626.446.485.878	150.319.837.499

¹Modal Kerja Bersih = Total Aset Lancar - Total Liabilitas Jangka Pendek



1) Termasuk pengembangan aplikasi perangkat lunak dan konsultasi merek & IT dari AR&Co, Mindstore, DAV, DMID, dan Nusameta

Grafik 4 (dalam miliar rupiah): Pertumbuhan kinerja keuangan tahunan (2019 - 2022)

--Selesai--



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 platform teknologi Business-to-Business-to-Customer (B2B2C) berbasis Software as a Service (SaaS) 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

PT WIR ASIA Tbk

Telepon : (021) 5367 8064
Fax : (021) 5367 4611
Email : corsec@wirglobal.com
Website : www.wir.group

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Investor Release

PT WIR ASIA TBK
March 31st 2023



Jakarta, 31 March 2023
 PT WIR ASIA TBK
 (IDX: "WIRG")

INVESTOR RELEASE

PT WIR ASIA TBK

4Q 2022 AND FULL-YEAR 2022 RESULTS SUMMARY

SIGNIFICANT PERFORMANCE GROWTH DURING THE FOURTH QUARTER AND YEAR ENDED AT 31 DECEMBER 2022

PT WIR Asia Tbk (IDX: "WIRG" or "the Company"), Southeast Asia's leading Business-to-Business-to-Customer solution platform provider utilizing Software as a Service(SaaS) with Augmented Reality(AR), Virtual Reality(VR) and Artificial Intelligence(AI) as a feature, announced FY2022 consolidated revenue IDR1,649.5 billion increased by IDR1,089.0 billion or 179.8% compared to the same period in 2021. EBITDA and Net Profit was IDR89.9 billion and IDR48.1 billion, increased by IDR44.1 billion and IDR23.5 billion, or 96.2% and 95.3%, respectively, compared to the same period in 2021 in line with the increase in the consolidated revenue of the Company.

Revenue contribution from fourth quarter amounts to IDR486.9 billion or 28.7% from total consolidated revenue in FY2022. It showed a significant increase in revenue post IPO by IDR393.1 billion or 60.4% in the second-half of 2022 compared to the first-half of 2022.

The increase of the Company performance showed management focus on holistic growth of overall business units especially DAV, Mindstores, and Minar – platform solution technology for Business-to-Business-to-Customer (B2B2C). These B2B2C platforms contributed recurring income to the Company by using Software as a Service (SaaS) model with Augmented Reality (AR) - Virtual Reality (VR) - Artificial Intelligence (AI) features, through Goods Sales & Transaction Commission via Platform and Advertising and Promotion via Platform revenue segment which increased by IDR1,055.3 billion or 225.9% in FY2022 compared to FY2021.

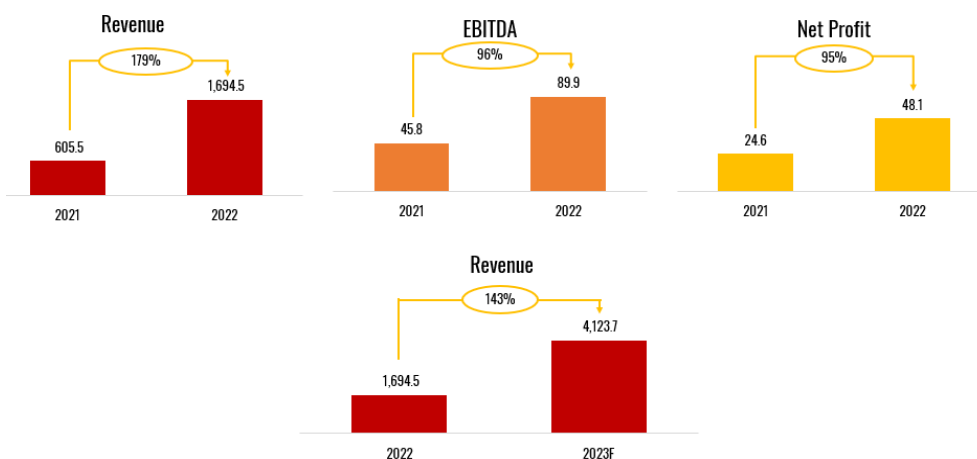


Figure 1 (In IDR Billion): Growth highlights for yearly financial performance which ended in 31 December 2022 and 2021; 2022 Revenue vs 2021 Revenue

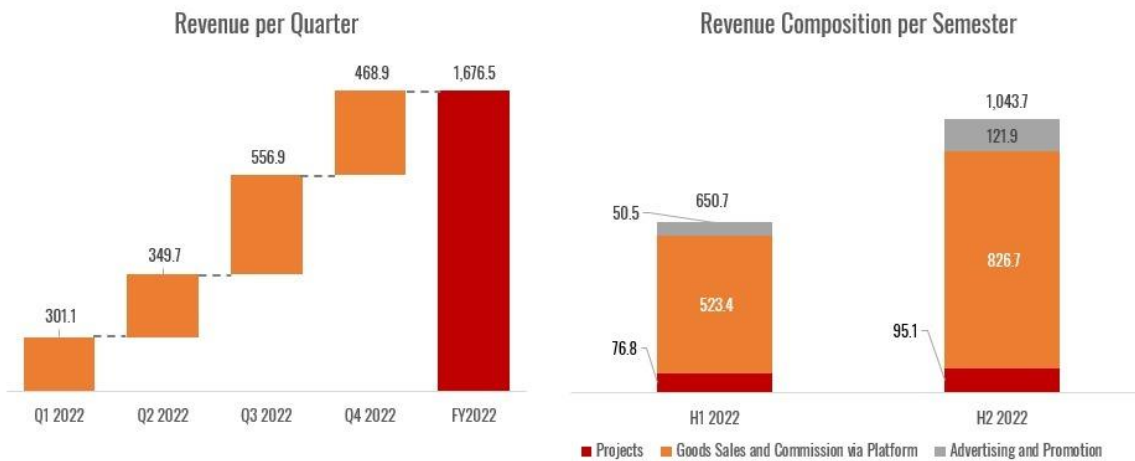


Figure 2 (In IDR Billion): Growth Highlights for Revenue Generated per Quarter and Revenue Composition per Semester 2022

OPERATING REVENUES

The Company recorded consolidated revenue of IDR1,694.5 billion, which grew significantly by IDR1,089.0 billion or 179.8% compared to consolidated revenue for 2021 of IDR605.5 billion.

Based on the quarterly trends, the Company recorded consolidated revenue of IDR486.9 billion for the fourth quarter of 2022 which contributed significant increase in revenue by IDR393.1 billion or 60.4% for the second-half of 2022 to IDR1,043.7 billion compared to the first-half of 2022 (IDR650.7 billion).

The upward trend in 2022 is supported by holistic growth and development from the Company's business units including Business-to-Business (B2B) technology solutions which consist of AR&Co and DMID, as well as platform solution for Business-to-Business-to-Customer (B2B2C) which consist of DAV, Mindstore, and Minar, featured with AR, VR, and AI that is based on Software as a Service (SaaS) with AR, VR, and AI features which generated recurring income. The Company's B2B2C unit have the largest FY2022 revenue contribution, thus drove the growth of consolidated revenue from Goods Sales and Commission via Platform, and Advertising and Promotion via Platform by IDR916.2 billion and IDR 139.1 billion or 211.2% and 416.9% respectively, compared to FY2021.

Goods Sales and Commission via Platform, as well as Advertising and Promotion via Platform have the largest contribution to FY2022 consolidated revenue, 79.7% and 10.2% respectively. These two segments contributions increased compared to FY2021 contributions, 71.6% and 5.5% respectively, especially the Advertising and Promotion segment which almost doubled in the contribution.

The growth of the B2B2C business unit cannot be separated from the strategy of utilizing and optimizing the DAV, MindStores and Minar business units which have a high level of scalability in providing solutions in the form of SaaS based platforms with AR, VR and AI features for the needs of commerce transactions, promotional media and advertising for clients and partners.

The Company's B2B units which consist of AR&Co and DMID are consistently growing in offering AR, VR, and AI base software solutions, and branding and WEB 3.0 implementations consultation. With increasing AR, VR, AI, and Web 3.0 adoption, in FY2022, the Company records growth on consolidated revenue from Project/Solution segment IDR33.1 billion or 23.9% compared to FY2021.

With achievement of consolidated revenue growth in FY2022, the Company is optimistic in keeping the upward trend in 2023, with main focus in adding more users and more utilization of SaaS based B2B2C platforms – featured with AR, VR, and AI by continuously deploying more DAV units, acquire more clients for DAV, MindStores, and Minar, and improving features and providing periodical updates on the platforms. In addition, the Company will be increasing the number of projects on B2B solutions offered by AR&Co and DMID by prioritizing creativity, relevance, and up-to-date trend and technology in order to support and strengthen clients' and partners' business through the solutions offered by the Company.

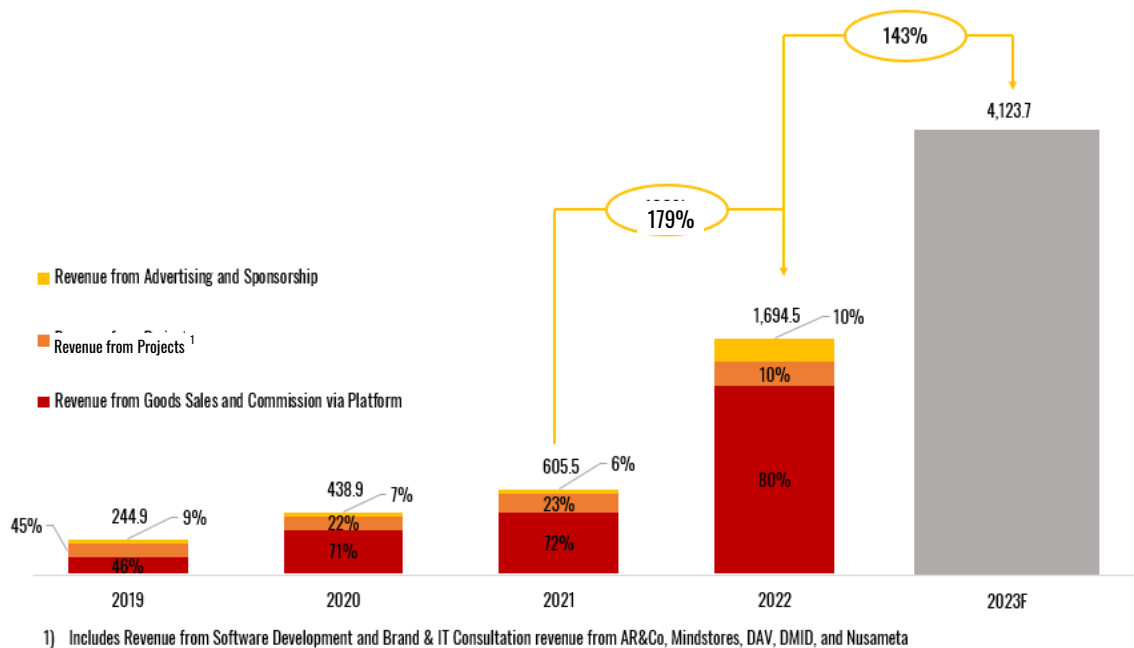


Figure 3 (In IDR billion): Revenue composition 2019 – 2022 and revenue forecast for 2023

COST OF REVENUE

The cost of revenue in FY2022 amounts to IDR1,489.3 billion, which increased by IDR959.1 billion or 180.9% YoY from IDR530.2 billion in 2021. The increase was in line with the significant increase in FY2022 revenue, especially through costs related to revenue segments via SaaS based B2B2C platforms featured with AR, VR and AI: Goods Sales and Transaction Commission via Platform and Advertising and Promotion via Platform, which increased by 213.9% (IDR900.1 billion) and 407.9% (IDR65.1 billion) respectively.

OPERATING EXPENSES

Operating expenses increased by IDR92.7 billion or 235.0% to IDR132.1 billion in FY2022, from IDR39.4 billion in FY2021. The increase in operating expenses was mainly due to the increase of selling expenses and remuneration expenses which are in line with the expansion of the Company's business lines that are becoming part of the Company's foundation to support the Company's growth plans.

EBITDA

The Company recorded FY2022 EBITDA IDR89.9 billion, which increased significantly by IDR44.1 billion or by 96.2% YoY compared to FY2021 (IDR45.8 billion). This increase is due to the increase of FY2022 consolidated revenue, resulting in revenue growth in each of the Company's operational segments.

The Company's EBITDA margin percentage in 2022 decreased to 5.3% from 7.6% compared to last year's EBITDA margin, this is due to the increase in revenue contribution of Goods Sales and Commission via platform which amounts to 79.7% compared to last year's contribution of 71.6% from DAV's and Mindstores' SaaS based platform featured with AR, VR, and AI. The decrease in EBITDA margin was also due to increase in operating expenses during 2022 which is in line with the Company's strategy to prepare a foundation in supporting the Company's growth plans.

NET INCOME

The Company's consolidated net profit for FY2022 experienced a very positive growth to IDR48.1 billion which increased significantly by IDR23.5 billion or 95.3% YoY from IDR24.6 in 2021. The increase is due

to continuous and sustainable consolidated revenue growth during 2022 with focus on maintaining profitability.

FY2022 saw a decrease in Net income margin to 2.8% compared to FY2021 (4.1%). The decrease was due to change in the Company's revenue segment combination and increase in operating expense during 2022. The Company is optimistic that with the optimization and continuous usage of the SaaS based B2B2C platform featured with AR, VR, and AI, the Company's profitability will continue to increase in the future

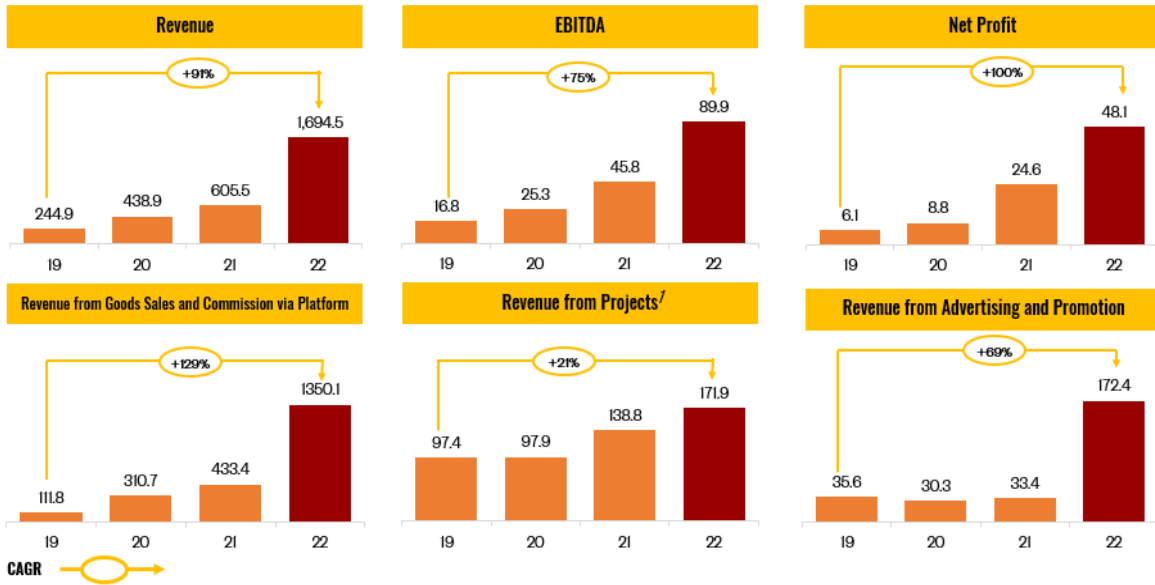
REMARK FROM MICHEL BUDI WIRJATMO, PRESIDENT DIRECTOR OF PT WIR ASIA Tbk

“Throughout 2022, the Company continues to engrave new records by listing on the capital market in April 2022 and recording a new achievement of the highest revenue since the Company was founded. The Company managed to record a consolidated revenue of IDR1,694.5 billion for 2022, increased by 179.8% compared to 2021. This growth cannot be separated from the Company's consistent effort in executing all of its business strategies both for B2B business units and for the SaaS based B2B2C solution platform with AR, VR, and AI features, which is supported by optimal use of IPO proceeds. In realizing its growth, the Company also continuously maintains profitability so that this growth can be carried out on a sustainable basis. This is reflected in the achievement of the Company's EBITDA and net profit of IDR 89.9 billion and IDR 48.1 billion, which increased by 95.3% and 96.2% respectively compared to 2021. Based on these achievements, we are very optimistic to continue this upward trend in the future by executing a growth strategy and consistently maintaining innovation in the AR, VR and AI-based technology industry.”

SUMMARY OF FINANCIAL PERFORMANCE | For The Year Ended in 31 December 2021 and 2022

Uraian	Financial Overview for the year ended in December 31	
	2022	2021
Revenue	1,694,478,768,356	605,519,140,299
Gross Profit	205,137,802,851	75,288,159,228
Operating Income	73,043,051,673	35,852,740,533
Net Income for the Year	48,123,654,721	24,638,744,125
Net Income for the Year Attributable to:		
Owners of Parent Entity	41,382,576,571	22,159,367,268
Non-Controlling Interest	6,741,078,150	2,479,376,857
Total Comprehensive Income	48,123,654,721	24,638,744,125
Uraian	As of December 2022	As of December 2021
Net Working Capital ¹	321,511,860,367	38,678,160,009
Total Assets	885,150,718,224	260,273,448,636
Total Liabilities	258,704,232,346	109,953,611,137
Total Equity	626,446,485,878	150,319,837,499

¹Working Capital = Total Current Assets – Total Current Liabilities



1) Includes Revenue from Software Development and Brand & IT Consultation revenue from AR&Co, Mindstores, DAV, DMID, and Nusameta

Figure 4 (In IDR billion): Annual Financial Performance Growth (2019-2022)

--Ends--



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 Software-as-a-Service (SaaS) based Business-to-Business-to-Customer (B2B2C) 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.

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