

No. : 038/CORSEC/WIRG/IV/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 Q1-2023 / *Submission of Investor Release Q1-2023 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 / *Company's Name* : PT WIR ASIA Tbk ("Perseroan"/ *the "Company"*)  
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](mailto:corsec@wirglobal.com)

|    |  |  |
|----|--|--|
| 1. | Tanggal Kejadian<br><i>Date of Occurrence</i>                                      | 27 April 2023<br><i>April 27, 2023</i>   |
| 2. | Jenis Informasi atau Fakta Material<br><i>Type of Information or Material Fact</i> | Informasi atau Fakta Material lainnya<br><i>Other Information or Material Fact</i> |

|    |  |  |
|----|--|--|
| 3. | Uraian Informasi atau Fakta Material<br><br><i>Detail of Information or Material Facts</i>   | Perseroan menyampaikan <i>Investor Release</i> atas Ringkasan Kinerja Q1-2023.<br><br><i>The Company submitted an Investor Release on the Q1-2023 Results Summary.</i>   |
| 4. | Dampak kejadian, informasi atau fakta material tersebut terhadap kegiatan operasional, hukum, kondisi keuangan, atau kelangsungan usaha Perseroan<br><br><i>Impacts of the occurrence, information, or material fact to the Company's operational, legal, financial condition or business continuity</i> | Sampai dengan tanggal keterbukaan informasi ini, tidak ada dampak kejadian terhadap kegiatan operasional, hukum, kondisi keuangan, atau kelangsungan usaha Perseroan.<br><br><i>As of the date of this information disclosure, there is no specific impact of events on the Company's operational activities, laws, financial condition, or business continuity.</i> |
| 5. | Informasi lain-lain<br><br><i>Others information</i>   | Tidak ada informasi lainnya.<br><br><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, 27 April 2023 / *April 27, 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 Q1-2023**

**27 April 2023**

**PT WIR ASIA TBK**

RILIS INVESTOR

PT WIR ASIA TBK

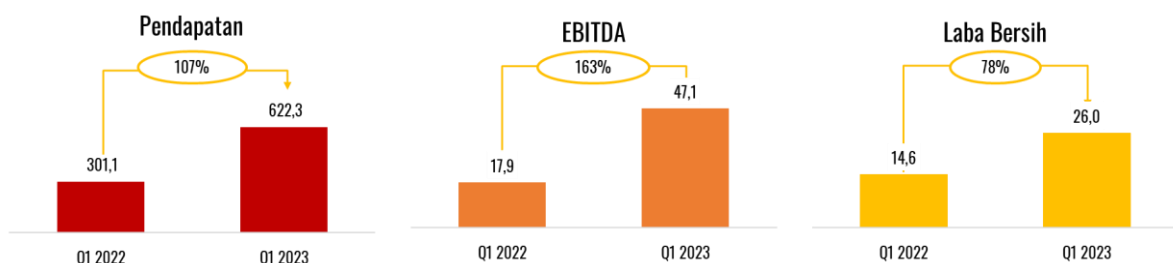
# RINGKASAN

## KINERJA KUARTAL PERTAMA 2023

### KINERJA KEUANGAN YANG TERUS BERTUMBUH SEPANJANG KUARTAL PERTAMA TAHUN 2023

PT WIR Asia Tbk (BEI: “**WIRG**” atau “Perseroan”), perusahaan pengembang platform solusi bisnis *Software-as-a-Service (SaaS)* berbasis teknologi *immersive* dengan fitur *Augmented Reality (AR)*, *Virtual Reality (VR)* dan *Artificial Intelligence (AI)* terkemuka di Asia Tenggara yang menerapkan model bisnis *Business-to-Business (B2B)* dan *Business-to-Business-to-Consumer (B2B2C)* berhasil membukukan pendapatan konsolidasi sebesar Rp622,3 miliar, meningkat 106,7% tahun-ke-tahun (Q1 2022: Rp301,1 miliar). Perseroan turut mencatatkan EBITDA dan Laba bersih masing-masing sebesar Rp47,1 miliar dan Rp26,0 miliar yang meningkat masing-masing 163,4% (Q1 2022: Rp 17,9 miliar) dan 77,8% (Q1 2022: Rp 14,6 miliar) tahun-ke-tahun.

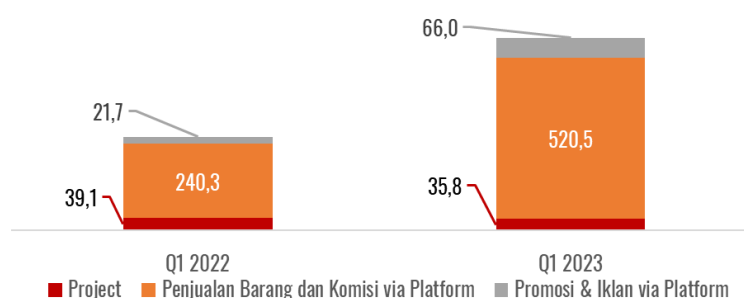
Pencapaian kinerja Perseroan pada kuartal pertama 2023 merupakan aktualisasi dari ekspansi pendapatan *recurring* Perseroan atas platform solusi bisnis SaaS berbasis teknologi *immersive* dengan fitur AR, VR, dan AI melalui model bisnis B2B2C-nya yang menghasilkan segmen pendapatan operasi penjualan barang dan komisi via platform serta promosi dan iklan via platform sebesar Rp586,5 miliar meningkat 123,9% tahun-ke-tahun (Q1 2022: Rp262,0 miliar).



Grafik 1 (dalam miliar rupiah): Pertumbuhan kinerja keuangan untuk kuartal pertama tahun 2022 dan 2023.

# PENDAPATAN USAHA

### Komposisi Pendapatan Kuartal Pertama per Tahun



Grafik 2 (dalam miliar rupiah): Komposisi Pendapatan untuk kuartal pertama tahun 2022 dan 2023.

Perseroan mencatatkan total pendapatan konsolidasi untuk kuartal pertama 2023 sebesar Rp622,3 miliar yang tumbuh signifikan 106,7% tahun-ke-tahun (Q1 2022: Rp301,1 miliar).

Sepanjang kuartal pertama 2023, Perseroan berhasil menjaga dan meningkatkan kinerjanya melalui pertumbuhan pendapatan konsolidasi yang berasal dari segmen penjualan barang dan komisi via platform serta promosi dan iklan via platform yang mengalami pertumbuhan secara yoy masing-masing sebesar Rp280,2 miliar dan Rp44,3 miliar atau sebesar 116,6% dan 203,7% jika dibandingkan dengan kuartal pertama tahun 2022.

Pertumbuhan tersebut menunjukkan traksi dan penerimaan yang positif terhadap platform solusi bisnis SaaS dengan fitur AR, VR, dan AI milik Perseroan baik yang berasal dari model bisnis *Business-to-Business (B2B)* yang terdiri dari AR&Co dan DMID maupun model bisnis *Business-to-Business-to-Customer (B2B2C)* yang terdiri dari DAV, Mindstores, dan Minar. Melalui penerapan *digitalization, creativity, interactivity*, serta *immersiveness*, platform solusi bisnis SaaS Perseroan mampu membantu klien dan partner menjadi solusi untuk meningkatkan performa bisnisnya.

## BEBAN POKOK PENDAPATAN

Beban pokok pendapatan Perseroan untuk kuartal pertama 2023 sebesar Rp540,9 miliar yang meningkat 108,1% tahun-ke-tahun (Q1 2022: Rp259,9 miliar). Peningkatan beban pokok pendapatan ini sejalan dengan peningkatan pendapatan selama kuartal pertama tahun 2023 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 Rp273,6 miliar dan Rp11,2 miliar atau 118,6% dan 297,9% yang berasal dari model bisnis B2B2C dari platform solusi bisnis SaaS berbasis teknologi immersive dengan fitur AR, VR, dan AI.

## **BEBAN USAHA**

Beban usaha untuk kuartal pertama 2023 sebesar Rp40,1 miliar, meningkat 54,3% secara yoy (Q1 2022: Rp26,0 miliar). Peningkatan pada beban usaha ini terutama dikontribusikan oleh peningkatan beban gaji pegawai yang meningkat seiring dengan penambahan karyawan untuk mendukung pertumbuhan usaha Perseroan. Melalui strategi Perseroan dalam melakukan optimalisasi model bisnis B2B2C dari platform solusi bisnis SaaS berbasis teknologi immersive dengan fitur AR, VR, dan AI dan pemanfaatan sumber daya yang ada secara efisien sehingga Perseroan dapat mencapai tingkat pertumbuhan pendapatan konsolidasi yang jauh lebih tinggi (106,7%) dibandingkan tingkat pertumbuhan beban usahanya.

## **EBITDA**

Perseroan berhasil mencatat EBITDA sebesar Rp47,1 miliar, yang meningkat secara signifikan 163,4% tahun-ke-tahun (Q1 2022: Rp17,9 miliar). Peningkatan EBITDA ini terutama disebabkan oleh peningkatan pendapatan konsolidasi Perseroan.

Persentase margin EBITDA Perseroan untuk kuartal pertama 2023 mengalami kenaikan menjadi sebesar 7,6% dari 5,9% jika dibandingkan secara yoy yang merupakan dampak dari optimalisasi model bisnis B2B2C dari platform solusi bisnis SaaS berbasis teknologi immersive dengan fitur AR, VR, dan AI sehingga meningkatkan kontribusi pendapatan Perseroan yang khususnya berasal dari segmen penjualan barang dan komisi via platform kontribusi serta promosi dan iklan via platform.

## **LABA BERSIH**

Laba bersih konsolidasi Perseroan mengalami pertumbuhan yang sangat positif menjadi sebesar Rp26,0 miliar, meningkat 77,8% secara yoy (Q1 2022: Rp14,6 miliar). Peningkatan tersebut bersumber dari pertumbuhan pendapatan konsolidasi Perseroan sepanjang kuartal pertama tahun 2023 yang berkesinambungan dan berkelanjutan dengan fokus dalam menjaga profitabilitas.

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

*“Perseroan telah mengawali tahun 2023 dengan pencapaian yang sangat baik dimana Perseroan membukukan pendapatan konsolidasi sebesar Rp622,3 miliar yang bertumbuh sebesar 106,7% secara yoy. Pertumbuhan tersebut turut diikuti dengan pertumbuhan EBITDA dan laba bersih Perseroan menjadi Rp47,1 miliar dan Rp26,0 miliar yang masing-masing meningkat sebesar 163,4% dan 77,8% secara yoy. Perseroan optimis bahwa tren pertumbuhan yang berkelanjutan dalam industri teknologi immersive AR, VR, dan AI dapat dijalankan secara konsisten di masa depan.”*

## RINGKASAN KINERJA KEUANGAN

Ikhtisar Keuangan untuk tahun yang berakhir pada tanggal 31 Maret

| Uraian  | Untuk periode yang berakhir pada |                         |
|---|----------------------------------|-------------------------|
|   | 31 Maret 2023                    | 31 Maret 2022           |
| Pendapatan  | 622.296.325.108                  | 301.054.924.724         |
| Laba Kotor  | 81.460.257.913                   | 41.122.306.899          |
| Laba Usaha  | 41.362.587.985                   | 15.130.053.966          |
| Laba Bersih Tahun Berjalan                          | 26.025.776.417                   | 14.637.824.805          |
| Laba Bersih Tahun Berjalan<br>Distribusikan Kepada: |                                  |                         |
| Pemilik entitas induk                               | 14.332.096.919                   | 13.316.810.343          |
| Kepentingan non pengendali                          | 11.693.679.498                   | 1.321.014.462           |
| Jumlah Laba Komprehensif                            | 24.959.309.693                   | 14.637.824.805          |
|   | Per Posisi                       |                         |
| <b>Uraian</b>                                       | <b>31 Maret 2023</b>             | <b>31 Desember 2022</b> |
| Modal Kerja Bersih <sup>1)</sup>                    | 333.377.620.560                  | 321.511.860.367         |
| Jumlah Aset   | 862.281.112.075                  | 885.150.718.224         |
| Jumlah Liabilitas                                   | 208.412.674.820                  | 258.704.232.346         |
| Jumlah Ekuitas                                      | 653.868.437.255                  | 626.446.485.878         |

<sup>1)</sup>Modal Kerja Bersih = Total Aset Lancar – Total Liabilitas Jangka Pendek

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# **Investor Release Q1-2023**

**27<sup>th</sup> of April 2023**

**PT WIR ASIA TBK**



## INVESTOR RELEASE

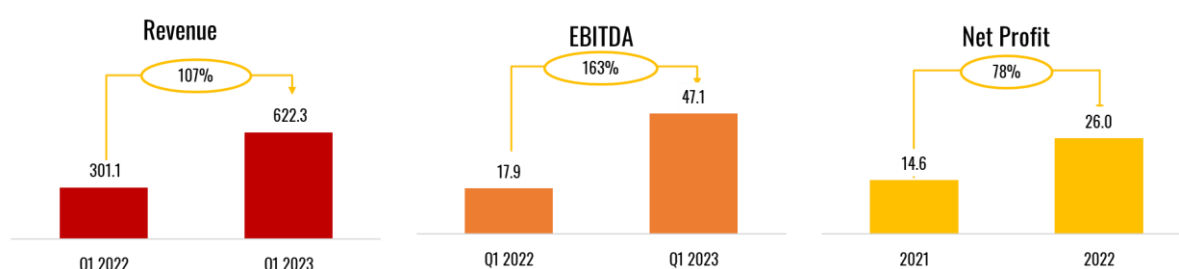
### PT WIR ASIA TBK

# 1Q 2023 RESULTS SUMMARY

## SUSTAINABLE GROWTH DURING THE FIRST QUARTER 2023

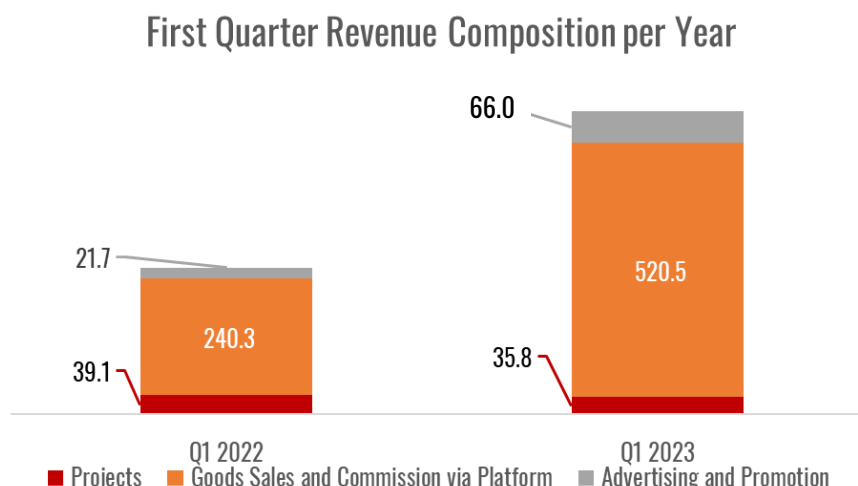
PT WIR Asia Tbk (IDX: “**WIRG**” or “the Company”), Southeast Asia's leading Software-as-a-Service(SaaS) based business solution platform developer based on immersive technology featuring Augmented Reality (AR), Virtual Reality (VR), and Artificial Intelligence (AI) that implements both Business-to-Business (B2B) and Business-to-Business-to-Consumer (B2B2C) business models, announced FY2022 consolidated revenue of IDR622.3 billion increased by 106,7% yoy (1Q22: IDR301.1 billion). The Company also booked EBITDA and Net Profit amounting IDR47.1 billion and IDR26.0 billion, respectively which increased by 163.4% (1Q22: IDR17.9 billion) and 77.8% (1Q22: IDR14.6 billion), respectively.

The Company's performance in the first quarter of 2023 is achieved through the actualization of the expansion of the Company's recurring revenue on its business solution platform of immersive technology-based SaaS business solutions with AR, VR, and AI features through its B2B2C business model. This has resulted in the Company's operational revenue segments of sales of goods and commission via the platform as well as promotion and advertising via the platform reaching Rp586.5 billion, an increase of 123.9% yoy (Q1 2022: Rp262.0 billion).



Graph 1 (in Billion Rupiah): Growth highlights for the first quarter of 2022 and 2023.

## OPERATING REVENUES



Graph 2 (in Billion Rupiah): Revenue composition for the first quarter of 2022 and 2023.

The Company recorded consolidated revenue IDR622.3 billion for the first quarter of 2023, which grew significantly by 106.7% yoy (1Q22: IDR301.1 billion).

Throughout the first quarter of 2023, the Company has managed to maintain and improve its performance through the growth of consolidated revenue from the sales of goods and commissions via the platform, as well as promotions and advertisements via the platform segments which have grown by IDR 280.2 billion and IDR 44.3 billion, respectively, or 116.6% and 203.7% compared to the first quarter of 2022.

This growth indicates positive tractions and feedbacks towards the Company's SaaS business solution platform with AR, VR, and AI features, both from the Business-to-Business (B2B) model consisting of AR&Co and DMID, as well as the Business-to-Business-to-Customer (B2B2C) model consisting of DAV, Mindstores, and Minar. Through the implementation of digitalization, creativity, interactivity, and immersiveness, the Company's SaaS business solution platform is able to assist clients and partners in providing solutions to improve their business performance.

## COST OF REVENUE

The Company's cost of revenue for the first quarter of 2023 amounted to Rp540.9 billion, which increased by 108.1% yoy (Q1 2022: Rp259.9 billion). The increase in cost of revenue is in line with the increase in revenue during the first quarter of 2023, especially the cost of revenue directly related to sales of goods and commissions via the platform, as well as promotions and advertising via the platform revenue segments, which increased by Rp273.6 billion and Rp11.2 billion, respectively, or 118.6% and 297.9%, respectively, from the B2B2C business model of the SaaS business solution platform based on immersive technology featuring AR, VR, and AI.

## **OPERATING EXPENSES**

The Company's operating expenses for the first quarter of 2023 amounted to Rp40.1 billion, increasing by 54.3% yoy (Q1 2022: Rp26.0 billion). The increase in operating expenses is mainly attributed to the increase in employee salaries, which has increased in line with the addition of employees to support the company's business growth. Through the company's strategy in optimizing the B2B2C business model of SaaS business solution platform based on immersive technology featuring AR, VR, and AI and efficiently utilizing existing resources, the Company has been able to achieve a much higher level of consolidated revenue growth (106.7%) compared to the growth rate of its operating expenses.

## **EBITDA**

The Company recorded 1Q23 EBITDA of IDR47.1 billion, which increased significantly by 163.4% YoY (1Q22: IDR17.9 billion). This increase in EBITDA was due to the increase of the consolidated revenue.

The Company's EBITDA margin percentage for the first quarter of 2023 increase to 7.6% from 5.9% yoy, due to the optimisation of B2B2C business model from SaaS business solution platform based on immersive technology featuring AR, VR, and AI which increased the contributions of revenue segments from Goods Sales and Commission via platform as well as promotion and advertising via platform.

## **NET INCOME**

The Company's consolidated net profit achieved a very positive growth to become IDR26.0 billion, which grew by 77.8% yoy (1Q22: IDR14.6 billion). The increase was due to the Company's continuous and sustainable consolidated revenue growth during the first quarter of 2023 with focus on maintaining profitability.

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

*“The Company started the year 2023 with excellent achievements where the Company booked a consolidated revenue of IDR622.3 billion which grew by 106.7% yoy. This growth was also followed by the growth of EBITDA and net profit to IDR47.1 billion and IDR 26.0 billion, which respectively increased by 163.4% and 77.8% yoy. The Company is optimistic that the continuous growth trend in the AR, VR and AI immersive technology industry can be carried out consistently in the future.”*

## SUMMARY OF FINANCIAL PERFORMANCE

### Financial Overview for the year ended in March 31

| Description                                 | For the period ended in        |                                   |
|---|--------------------------------|-----------------------------------|
|   | 31 <sup>st</sup> of March 2023 | 31 <sup>st</sup> of March 2022    |
| Revenue                                     | 622,296,325,108                | 301,054,924,724                   |
| Gross Profit                                | 81,460,257,913                 | 41,122,306,899                    |
| Operating Income                            | 41,362,587,985                 | 15,130,053,966                    |
| Net Income for the Year                     | 26,025,776,417                 | 14,637,824,805                    |
| Net Income for the Year<br>Attributable to: |                                |                                   |
| Owners of Parent Entity                     | 14,332,096,919                 | 13,316,810,343                    |
| Non-Controlling Interest                    | 11,693,679,498                 | 1,321,014,462                     |
| Total Comprehensive Income                  | 24,959,309,693                 | 14,637,824,805                    |
|   |                                | As of                             |
| Description                                 | 31 <sup>st</sup> of March 2023 | 31 <sup>st</sup> of December 2022 |
| Net Working Capital <sup>1)</sup>           | 333,377,620,560                | 321,511,860,367                   |
| Total Assets                                | 862,281,112,075                | 885,150,718,224                   |
| Total Liabilities                           | 208,412,674,820                | 258,704,232,346                   |
| Total Equity                                | 653,868,437,255                | 626,446,485,878                   |

<sup>1)</sup>Working Capital = Total Current Assets – Total Current Liabilities

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