

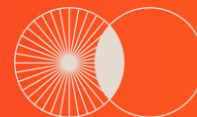


# PT WIR ASIA TBK

PUBLIC EXPOSE 2023

Friday, June 9, 2023

Ciputra Artpreneur Gallery, Jl. Prof. DR. Satrio Kav. 3-5  
Ciputra World 1, Karet Kuningan, Setiabudi,  
JAKARTA, INDONESIA



# DISCLAIMER

The following information contains statements about future events and expectations that are forward-looking statement by the management of PT WIR Asia Tbk (“WIR Group”) (“Company”), relating to financial trends for future periods, compared to the results for previous periods, characterized by the use of words and phrases such as “might”, “forecast”, “anticipated”, “projected”, “may”, “believe”, “predict”, “expect”, “continue”, “will”, “estimate”, “target”, and other similar expressions.

Forward looking information is based on management’s current views and assumptions including, but not limited to, prevailing economic and market conditions. Our business operates in an ever-changing macro environment. As such, any statement in this information that is not a statement of historical fact is forward-looking statement that involves known and unknown risks, uncertainties, and other factors which may cause WIR Group’s actual results, performance and achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

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# CODE OF CONDUCT

## PARTICIPANTS WHO ATTEND VIRTUALLY

1. Participants MUST do the naming on the zoom application with the format:

INSTITUTIONS/MEDIA: Name | Company name

Example: Farah Nadya | PT ABCD

INDIVIDUAL: Name | PS/Not PS

Example: Farah Nadya | PS (If participant is a Shareholder of the Company)

Amelita | Not PS (If participant is NOT a Shareholder of the Company)

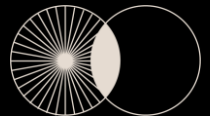
2. Participants who attend virtually MUST FILL OUT THE ATTENDANCE LIST in the chat column with the format:

INSTITUTIONS/MEDIA: Full name | Company name | Phone Number | Email address

Example: Farah Nadya | PT ABCD | 081253535353 | farahnadya@gmail.com

INDIVIDUAL: Full name | Phone Number | Email address

Example: Farah Nadya | 081253535353 | farahnadya@gmail.com

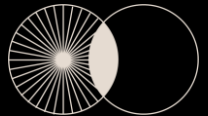


# CODE OF CONDUCT

3. If you do not fill in the attendance list in the chat column, then participants who attend virtually CANNOT ask questions and/or give opinions.
4. During the event, the representatives of the Company will present the material first. After the material has been presented, the Participants who are present virtually and want to ask QUESTIONS and/or give OPINIONS can be SUBMITTED THROUGH THE CHAT COLUMN with the format:

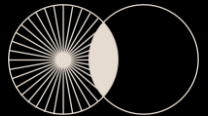
INSTITUTIONS/MEDIA: Full name | Company Name | Your question  
Example: Farah Nadya | PT ABCD | Your question

INDIVIDUAL: Full name | Your question  
Example: Farah Nadya | Your question



# CODE OF CONDUCT

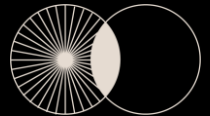
5. If you do not fill in the format in accordance with the provisions of No. 4, then the question will NOT be answered.
6. Questions will begin to be answered if they are in accordance with the material presented.
7. A question and answer session will be opened and will be given the opportunity to ask participants who are present virtually, which is a maximum of 2 (TWO) QUESTIONS, and each questioner can only ask 1 question.



# CODE OF CONDUCT

## PHYSICALLY ATTENDANT PARTICIPANTS

1. Participants **MUST RE-REGISTER** at the registration desk provided by the Company.
2. If the participant does not re-register and fill out the attendance form, the participant **CAN NOT** ask questions and/or give opinions.
3. During the event, the representatives of the Company will present the material first. After the material has been presented, the Participants who are physically present and want to ask a **QUESTION** and/or give an **OPINION** can raise their hands.
4. The committee will choose the participant who raises his hand first, and the MC will invite the participant to speak.
5. A question and answer session will be opened and will be given the opportunity to ask participants who are physically present, which is a maximum of 2 (TWO) **QUESTIONS**, and each questioner can only ask 1 question.

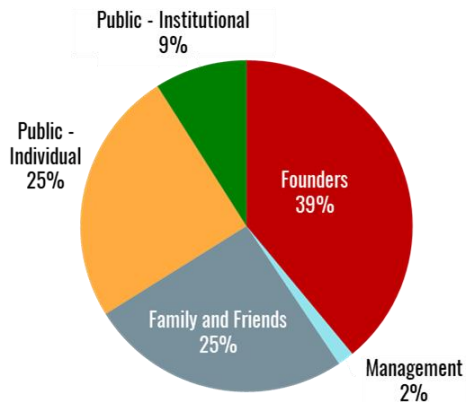




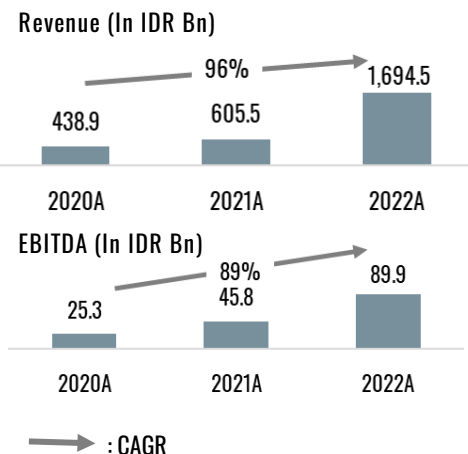
## General Overview

|                    |                                                                                                                                  |
|--------------------|----------------------------------------------------------------------------------------------------------------------------------|
| Company Name       | PT WIR ASIA Tbk ("WIRG.")                                                                                                        |
| Main business      | Offering SaaS based technology solutions featured with AR/VR/AI technology for B2B Solution Services and B2B2C Platform Services |
| Establishment date | 2009                                                                                                                             |
| IPO Date           | 4 April 2022                                                                                                                     |

## Ownership Structure as of 31 Mar 2023



## Key performances



## History

|      |                                                                                               |
|------|-----------------------------------------------------------------------------------------------|
| 2009 | WIR Group was established                                                                     |
| 2012 | Provided the first virtual concert with AR features                                           |
| 2015 | Started new business line of advertising and media through DAV with Alfamart                  |
| 2016 | Received a MURI award for the first 3D virtual retail store network                           |
| 2018 | Grand launching of Alfamind                                                                   |
| 2019 | Minar was launched                                                                            |
| 2022 | WIR Group Initial Public Offering (IDX: WIRG)<br>Nusameta showcased its demo in the G20 Event |
| 2023 | Received "Best Transformation & Digital Innovation 2023" in the Digitech Award 2023           |

## Main Business

|                                            |                                           |                                                                                                                                                                                      |
|--------------------------------------------|-------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Project Services<br>&<br>Platform Services | AR/VR/AI Solution Provider                |                                                                                                   |
|                                            | Branding and Web 3.0 Consultant           |                                                                                                   |
|                                            | Interactive IoT Device Platform           |                                                                                                   |
|                                            | 3D Virtual Stores Network Platform        |                                                                                                   |
| Platform Services                          | Geo-location AR Based App (Lifestyle App) |  MINAR by      |
|                                            | Metaverse Platform                        |  nusameta by  |

# WIR Awards & Achievements



2014  
Listed at Innovation 40  
Companies by The New  
Economy awarded at  
the London Stock  
Exchange Studio (UK)



2016  
Silicon Valley, USA



2015  
Silicon Valley, USA



2019 – 2023  
Representing Indonesia  
in WEF Davos



2020  
Germany



2021  
Coverage by Forbes



October 2022  
ISeeAR, a new innovation  
of AR&Co, won 2022  
Asian Technology  
Excellence Awards



July 2022  
Best IPO at the Investor  
Awards 2022 by Investor  
Magazine & Berita Satu  
Holdings



August 2022  
Awarded Best Public  
Company by Warta  
Ekonomi with Prominent  
Trading Frequency



November 2022  
Alibaba Cloud's  
AsiaStar 10x10 –  
Frontier Award



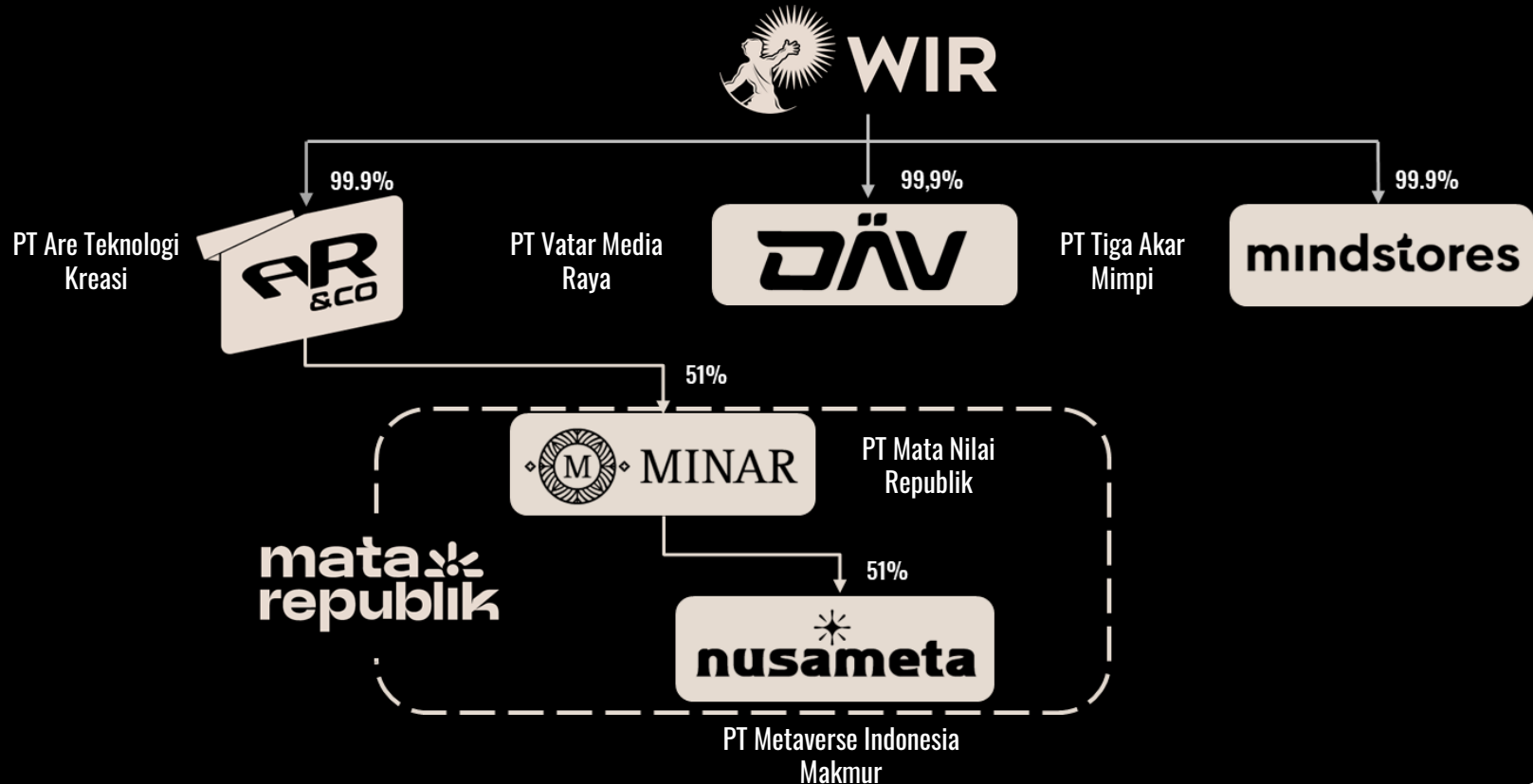
March 2023  
The 8th Public Relation  
Indonesia Award (PRIA)

*Category: "2022 Most  
Popular in Printed and Online  
Media"*



March 2023  
Digitech Award 2023

*Category: "The Best  
Transformation & Digital  
Innovation 2023"*



Since 2009, WIR has provided solutions for clients across industries, both locally and globally.





# SOLUTIONS & SERVICES



# SMART SOCIETY ECOSYSTEM

AR VR AI:  
IOT DEVICE/PORTAL



VIRTUAL STORE  
O2O

**mindstores**

AR VR AI +  
GEO LOCATION



WEB 2.0  
**O2O**

mata  
by republik

**SAAS**  
(SOFTWARE AS A SERVICE)  
**PLATFORM**



AUGMENTED  
REALITY



VIRTUAL  
REALITY



ARTIFICIAL  
INTELLIGENCE

WEB 3.0

**META-  
VERSE**

NEW DEVELOPMENT

**nusameta**

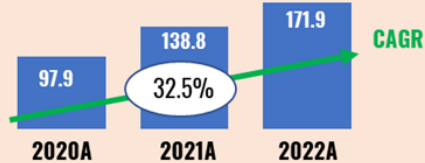
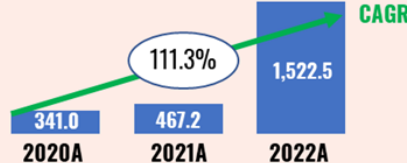
by **mata**  
by republik

AI VR AR  
SOLUTION



METaverse  
STRATEGIST/  
INTEGRATOR

**DMID**

|                                    | AR/VR/AI powered SaaS based Business Solution Platform                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
|------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-------|------|-------|-------|-------|-------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|-----------------------|-------|-------|-------|-------|-------|---------|
| Services Offered                   | Project Services                                                                                                                                                                                                                                                                       | Platform Services                                                                                                                                                                                                                     |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| Descriptions                       | <ul style="list-style-type: none"><li>- AR/VR/AI powered software development</li><li>- Branding strategy and web 3.0 implementation consultancy</li><li>- Platform adjustments and customization.</li><li>- AR/VR based theme park and entertainment enabler</li></ul>                | <ul style="list-style-type: none"><li>- 3D Virtual Store platform</li><li>- IoT Device platform</li><li>- Geolocation AR based App</li><li>- Metaverse platform</li></ul>                                                             |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| Revenue Segments                   | <ol style="list-style-type: none"><li>1. Software development</li><li>2. Brand and IT Consultancy</li></ol>                                                                                                                                                                            | <ol style="list-style-type: none"><li>1. Commission and sales of goods on transactions in the platform</li><li>2. Promotion and advertising fees in the platform</li><li>3. Digital goods and services within the platform*</li></ol> |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| Revenue Trends<br>(in IDR billion) |  <table><tr><th>Year</th><th>Revenue (IDR billion)</th></tr><tr><td>2020A</td><td>97.9</td></tr><tr><td>2021A</td><td>138.8</td></tr><tr><td>2022A</td><td>171.9</td></tr></table> <p>CAGR: 32.5%</p> | Year                                                                                                                                                                                                                                  | Revenue (IDR billion) | 2020A | 97.9 | 2021A | 138.8 | 2022A | 171.9 |  <table><tr><th>Year</th><th>Revenue (IDR billion)</th></tr><tr><td>2020A</td><td>341.0</td></tr><tr><td>2021A</td><td>467.2</td></tr><tr><td>2022A</td><td>1,522.5</td></tr></table> <p>CAGR: 111.3%</p> | Year | Revenue (IDR billion) | 2020A | 341.0 | 2021A | 467.2 | 2022A | 1,522.5 |
| Year                               | Revenue (IDR billion)                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| 2020A                              | 97.9                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| 2021A                              | 138.8                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| 2022A                              | 171.9                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| Year                               | Revenue (IDR billion)                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| 2020A                              | 341.0                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| 2021A                              | 467.2                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |
| 2022A                              | 1,522.5                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                       |                       |       |      |       |       |       |       |                                                                                                                                                                                                                                                                                              |      |                       |       |       |       |       |       |         |

Note:

Project services are defined as project-based solutions with high degree of customization in accordance with clients' requirements.

Platform services are defined as leveraging WIR Group's platform featuring AR, VR, and AI as solutions to clients with minimum customization

\*Upcoming products and services

**WIR**

# SaaS Solution Engagement Journey (AR/VR/AI)

## Partner/Clients Journey

Systematic potential client selection and engagement  
Acknowledged reputation as a market leader in SEA



**Professional Team**   **IPs and Creativities**

Leveraging  
AR/VR/AI Technologies,  
Platforms, and Knowledge



**Corporate Clients/Partners**

Leveraging  
Networks of Clients and Track  
Records since 2009

### B2B Project/Solution



#### Clients Requirements

- Interactive marketing event/campaign
- Branding, AR/VR and Web 3.0 implementation Consultancy
- AR/VR apps/web development
- AR/VR business process application

### Solution based on Requirements



### B2B2C Platform

#### Clients Requirements

- Retail commerce digitalization enabler
- IoT device application
- O2O commerce application
- Interactive and digital ads placement
- Products and media placement
- Web 3.0 development and application

## Revenue Streams Generation

### B2B REVENUE STREAM

- Project based revenue with requirements and milestones
- Duration of the project mostly <1 year

**DMID**

### B2B2C REVENUE STREAM

- Project based revenue on platform onboarding revenue on lump sum basis or fixed periodical fees
- Goods sales and commission revenue for retail transactions done through platforms
- Promotion and advertising revenue from ads and media placement in the platforms

**mata republik****MINAR nusameta**

Following are some of the achievements of the Company and its subsidiaries throughout 2022

### Collaboration for Indonesian Maestros



The AR&Co business unit has had many opportunities to collaborate with well-known figures such as Indonesian painter maestros

### Mindstores New Features



The Mindstores business unit introduced its new feature, namely a centralized inventory management system integrated with various sales channels

### Success Story of Virtual Store Owners



The Mindstores business unit has many more success stories from virtual shop owners who use the Mindstores platform

### DAV as a promotion channel for service providers



The DAV business unit is collaborating with BAF, opening a new channel for service providers to promote using kiosks

### New Type of DAV Kiosk



The DAV business unit introduced its newest type of machine with the capacity to help provide public services

Following are some of the achievements of the Company and its subsidiaries throughout 2022

### Addition of the Company's Patents



In 2022, the Company has processed an additional 1 (one) copyright, 1 (one) granted patent, 2 (two) registered patents, and 4 (four) patents that are ready to be registered with HAKI.

### Consistency in building Web3 Community



The number of collaborations that have been built between Nusameta and various educational institutions and the Web3 community continues to increase.

### Successful G20 and B20 Event



The company successfully participated in the G20 and B20 events in Bali.

### Participation at the World Economic Forum, Davos



The Company again participated in the Indonesian pavilion which was held at the World Economic Forum in Davos, Switzerland.

Some highlights of what The Company has done in the Q1 2023



## SAMSUNG

AR&Co collaborated with Samsung to promote the Suga of BTS concert using AR technology



## NAS SUMMIT.

AR&Co presented several interactive experiences, both through in-location or social media, to support the NAS Summit Jakarta



## nusameta

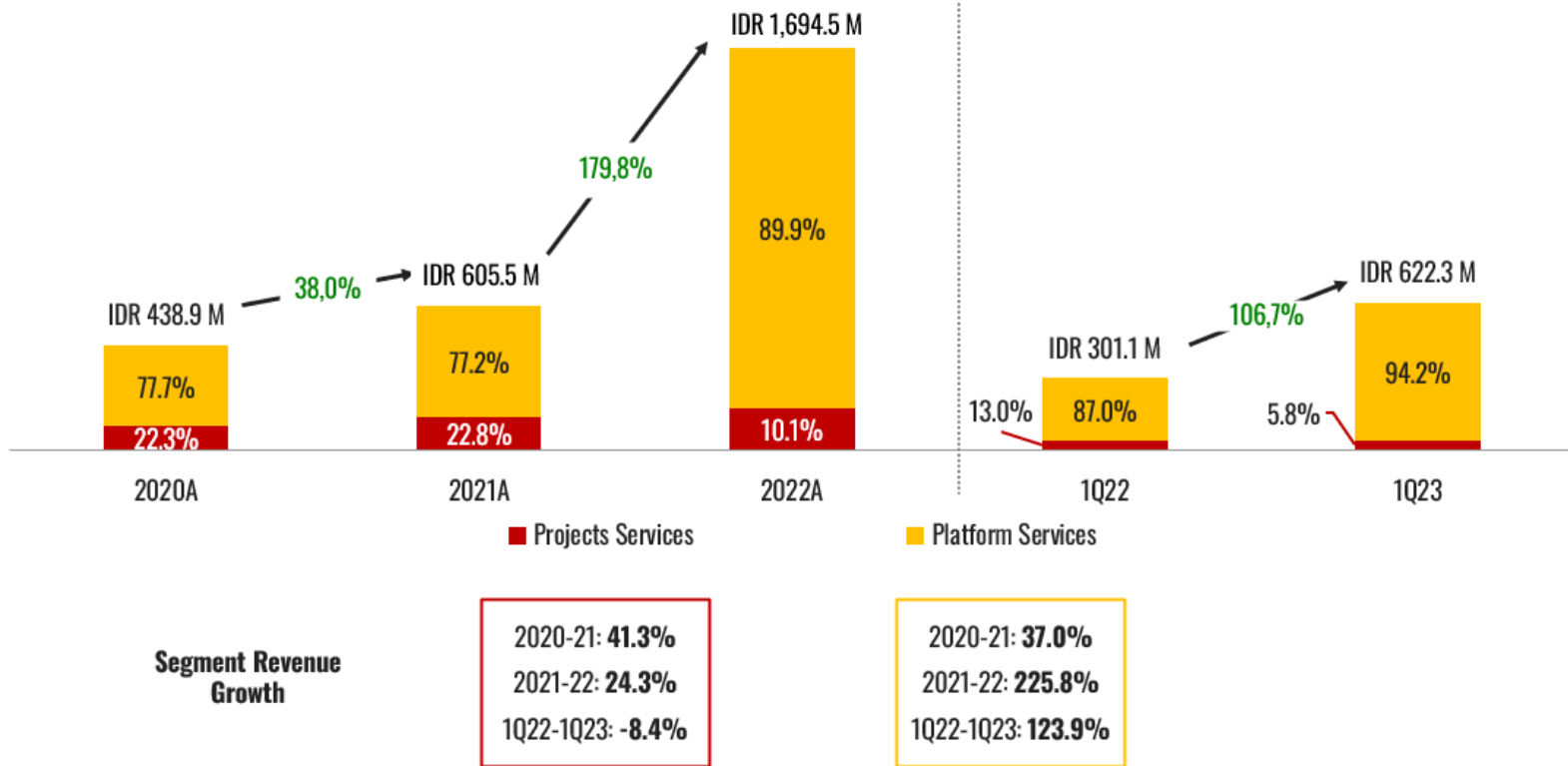
Nusameta's preparation for its platform to launch in Q4 of 2023



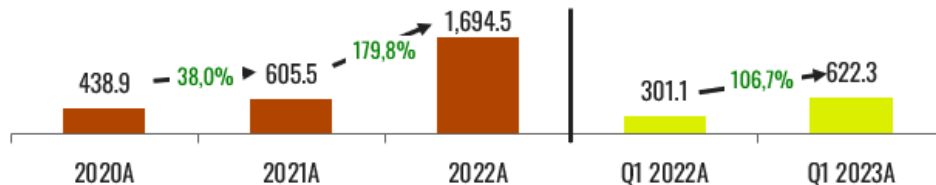
# COMPANY FINANCIALS



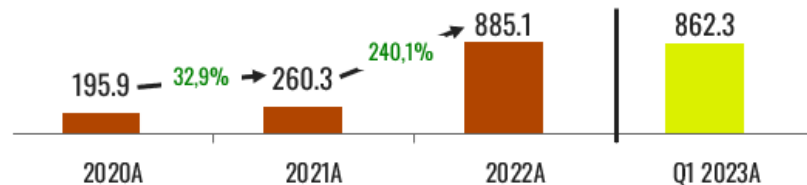
# Historical Revenue by Segment



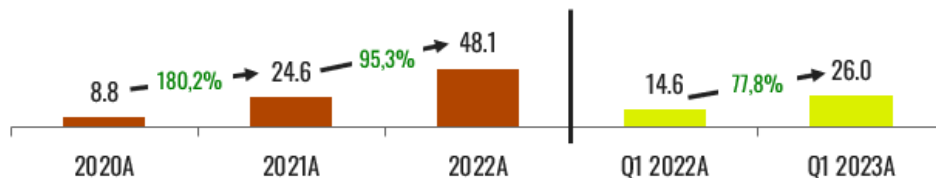
Revenue (In IDR Billion)



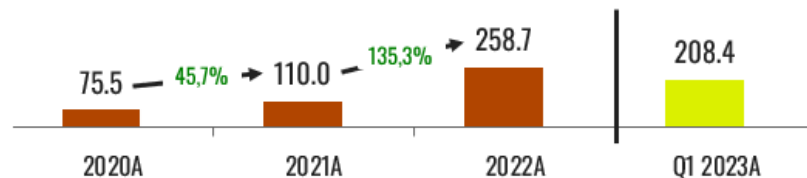
Total Assets (In IDR Billion)



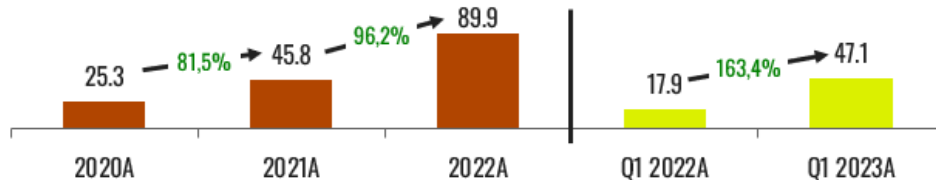
Net Income (In IDR Billion)



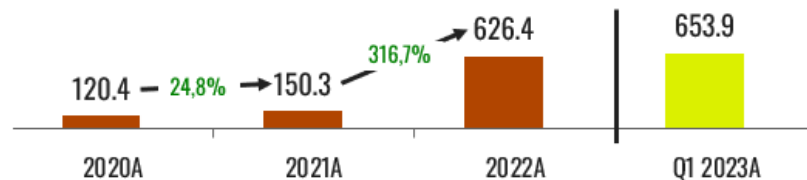
Total Liabilities (In IDR Billion)



EBITDA (In IDR Billion)



Total Equity (In IDR Billion)



| Statement of Financial Position | As of 31 Dec 2022                | As of 31 Mar 2023 | Difference (%) |
|---------------------------------|----------------------------------|-------------------|----------------|
| Total Assets                    | 885,150,718,224                  | 862,281,112,075   | -2.6%          |
| Total Liabilities               | 258,704,232,346                  | 208,412,674,820   | -19.4%         |
| Total Equity                    | 626,446,485,878                  | 653,868,437,255   | 4.4%           |
| Statement of Profit & Loss      | For three months period ended in |                   | Difference (%) |
|                                 | 31 Mar 2022                      | 31 Mar 2023       |                |
| Revenues                        | 301,054,924,724                  | 622,296,325,108   | 106.7%         |
| Gross Profit                    | 41,122,306,899                   | 81,460,257,913    | 98.1%          |
| <i>Gross Profit Margin</i>      | <i>13.7%</i>                     | <i>13.1%</i>      |                |
| Operating Profit                | 15,130,053,966                   | 41,362,587,985    | 173.4%         |
| <i>Operating Profit Margin</i>  | <i>5.0%</i>                      | <i>6.6%</i>       |                |
| Net Income                      | 14,637,824,805                   | 26,025,776,417    | 77.8%          |
| <i>Net Income Margin</i>        | <i>4.9%</i>                      | <i>4.2%</i>       |                |
| EBITDA                          | 17,870,559,203                   | 47,066,746,486    | 163.4%         |
| <i>EBITDA Margin</i>            | <i>5.9%</i>                      | <i>7.6%</i>       |                |



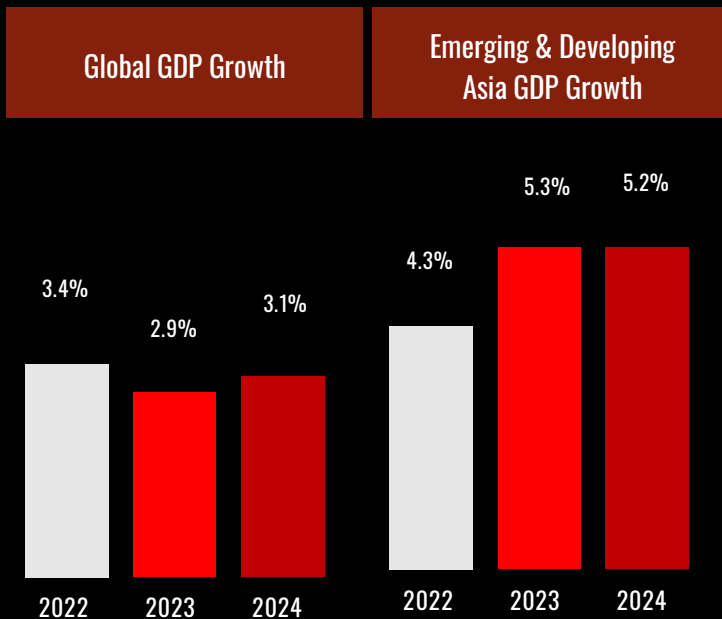
# Key Operational Metrics

|                                |             | 2020   | 2021   | 2022   | Description                                                                                                                                                                                                        |
|--------------------------------|-------------|--------|--------|--------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Project Services               |             |        |        |        |                                                                                                                                                                                                                    |
| Number of Projects             | #           | 135    | 203    | 159    | <ul style="list-style-type: none"><li>• Good client retention rate</li><li>• Higher project values in 2022</li><li>• Increasing clients coverage</li></ul>                                                         |
| Avg. Project Value             | IDR         | 0.73Bn | 0.68Bn | 1.08Bn |                                                                                                                                                                                                                    |
| Number of Clients              | #           | 70     | 61     | 88     |                                                                                                                                                                                                                    |
| Client Retention*              | %           | 28%    | 43%    | 62%    |                                                                                                                                                                                                                    |
| Platform Services              |             |        |        |        |                                                                                                                                                                                                                    |
| Monthly Active Users/Players   | users/month | 16.1K  | 23.8K  | 56.3K  | <ul style="list-style-type: none"><li>• Increasing number of users and transactions in the platform</li><li>• Driving the increase in goods sales and commission as well as advertising revenue streams.</li></ul> |
| Monthly Number of Transactions | trx/month   | 1.3Mn  | 1.6Mn  | 3.6Mn  |                                                                                                                                                                                                                    |
| DAV Devices                    | units       | 998    | 1,000  | 3,500  |                                                                                                                                                                                                                    |

\*Clients retention is based on previous year's clients retained to the following year

# Industry Outlook





## Optimistic Macro Outlook for Indonesia in 2023

While global growth is still being weighed down by geo-political instability and rising food and energy costs, recent reopening of China brings faster economic recovery.

Asia Pacific area is expected to have the highest GDP Growth with 5.3% and 5.2% for 2023 and 2024, respectively, showing a strong growth trend throughout the region.

Also, Bank Indonesia (The Central Bank of Indonesia) projected a solid growth in the range 4.5%-5.3% in 2023.

*Source: IMF, World Economic Outlook Updated, January 2023 & Ministry of Finance of Republic of Indonesia*



# WIR Industry Outlook (Multi Industries Application)



- XR technology is seeing a growth in the adoption towards multiple industries
- Other industries start gaining momentum (i.e: entertainment, sports, retails, automotive, and even healthcare sectors)
- Furthermore, XR solutions are also being leveraged in the Public Sector (i.e.: remote assistance/maintenance, supply chain management, virtual documentation, workflow visualization and building smart infrastructure).
- Over the years, WIR solutions have already been applied throughout many industry sectors (i.e.: Sports & Entertainment, Gaming, Retail, Education, and Healthcare) and more to come.
- Riding on the trend of XR technology adoptions, WIR will continue to innovate and provide more applications in sectors such as Advertising, Healthcare, Retail, and Education. (Boasting total market size of USD 5.3 trillion including SEA region market size of USD 152 billion)

Source: Frost & Sullivan (March 2022), Statista (April 2023), Company Analysis

# COMPANY STRATEGIC PILLARS



# The Vision & Mission



Menyediakan solusi *Smart Society* dan dunia *Metaverse* O2O (*Online-to-Offline*) yang dapat dinikmati semua orang | Dalam menyongsong era web 3.0.

Providing Smart Society solutions  
and the world of O2O (Online-to-Offline) metaverse for everyone |  
For entering the era of web 3.0.



**MISI**  
**MISSION**

Memperkaya pengalaman  
kehidupan individu, perusahaan  
dan masyarakat melalui solusi  
realita digital melalui  
AR, VR, dan AI.

Enriching life experiences for individuals, companies, and societies through digital reality solution covering AR, VR, and AI.



## Organic Growth Strategy

- Improved data analytical tools, Optimize dashboard features, penetrate different industries through implementation of more platform applications.
- Adding new products and services, Increasing devices deployment, adding more features and options.
- Increase efficiency of talents and talents development
- Improve project management and employee retention program

## Inorganic Growth Strategy

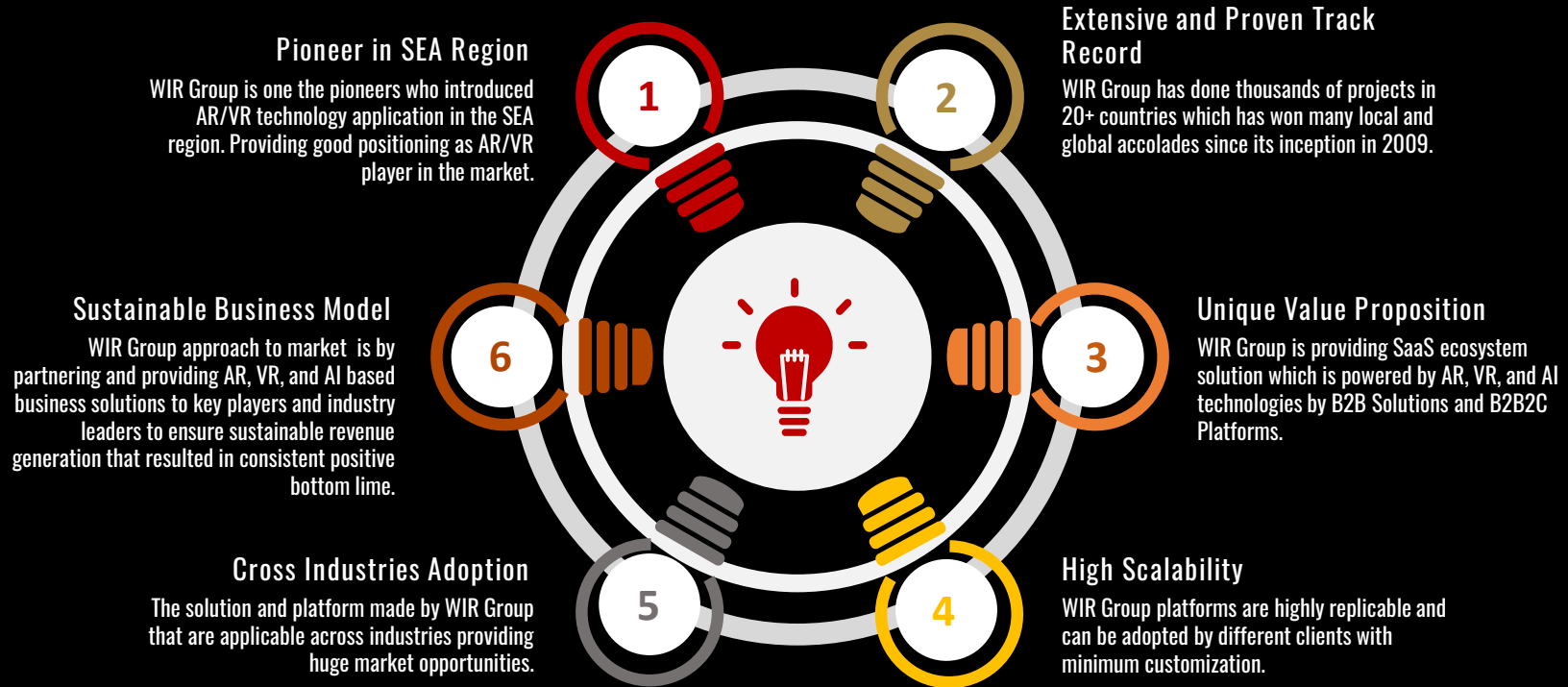
- Focused growth through bolt-on acquisition technologies, IPs, related business

### OBJECTIVES

Sustainable Growth; Higher Profitability Margin; Maximizing Shareholders Value



# Competitive Advantages





THANK YOU





# PT WIR ASIA TBK

PAPARAN PUBLIK 2023

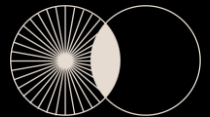
Jumat, 9 Juni 2023

Ciputra Artpreneur Gallery, Jl. Prof. DR. Satrio Kav. 3-5  
Ciputra World 1, Karet Kuningan, Setiabudi,  
JAKARTA, INDONESIA



# DISCLAIMER

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# TATA TERTIB

## PARA PESERTA YANG HADIR SECARA VIRTUAL

1. Peserta WAJIB melakukan PENAMAAN pada aplikasi zoom dengan format:

INSTITUSI/MEDIA: Name | Company name

Contoh: Farah Nadya | PT ABCD

INDIVIDU: Name | PS/Not PS

Contoh: Farah Nadya | PS (Jika merupakan Pemegang Saham Perseroan)

Amelita | Bukan PS (Jika BUKAN merupakan Pemegang Saham Perseroan)

2. Peserta yang hadir secara virtual WAJIB MENGISI DAFTAR HADIR pada kolom chat dengan format:

INSTITUSI/MEDIA: Nama lengkap | Nama perusahaan | Nomor Telephone | Alamat e-mail

Contoh: Farah Nadya | PT ABCD | 081253535353 | farahnadya@gmail.com

INDIVIDU: Nama lengkap | Nomor Telephone | Alamat e-mail

Contoh: Farah Nadya | 081253535353 | farahnadya@gmail.com

# TATA TERTIB

## PARA PESERTA YANG HADIR SECARA VIRTUAL

3. Jika tidak mengisi daftar hadir di kolom chat, maka peserta yang hadir secara virtual TIDAK DAPAT mengajukan pertanyaan dan/atau memberikan pendapat
4. Saat acara berlangsung, narasumber akan memaparkan materi terlebih dahulu. Setelah materi selesai dipaparkan, maka para Peserta yang hadir secara virtual dan ingin mengajukan PERTANYAAN dan/atau memberikan PENDAPAT, dapat DISAMPAIKAN MELALUI KOLOM CHAT dengan format:

INSTITUSI/MEDIA: Nama lengkap | Nama perusahaan | Pertanyaan Anda  
Contoh: Farah Nadya | PT ABCD | Pertanyaan Anda

INDIVIDU: Nama lengkap | Pertanyaan Anda  
Contoh: Farah Nadya | Pertanyaan Anda

# TATA TERTIB

5. Jika tidak mengisi format sesuai dengan ketentuan No. 4, maka pertanyaan TIDAK AKAN DIJAWAB.
6. Pertanyaan akan mulai dijawab jika sesuai dengan materi yang dipaparkan.
7. Sesi Tanya Jawab akan dibuka dan akan diberikan kesempatan bertanya kepada para peserta yang hadir secara virtual yaitu maksimal sebanyak 2 (DUA) PERTANYAAN, dan setiap penanya hanya dapat mengajukan 1 (satu) pertanyaan

# TATA TERTIB

## PARA PESERTA YANG HADIR SECARA FISIK

1. Peserta WAJIB melakukan REGISTRASI ULANG pada meja registrasi yang telah disediakan oleh Perseroan.
2. Jika tidak melakukan registrasi ulang dan mengisi formulir daftar hadir, maka peserta TIDAK DAPAT mengajukan pertanyaan dan/atau memberikan pendapat.
3. Saat acara berlangsung, narasumber akan memaparkan materi terlebih dahulu. Setelah materi selesai dipaparkan, maka para Peserta yang hadir secara fisik dan ingin mengajukan PERTANYAAN dan/atau memberikan PENDAPAT, dapat MENGANGKAT TANGAN.
4. Panitia akan memilih peserta yang mengangkat tangan terlebih dahulu, dan MC akan mempersilakan peserta untuk berbicara.
5. Sesi tanya jawab akan dibuka dan akan diberikan kesempatan bertanya kepada para peserta yang hadir secara fisik yaitu maksimal sebanyak 2 (DUA) PERTANYAAN, dan setiap penanya hanya dapat mengajukan 1 pertanyaan.

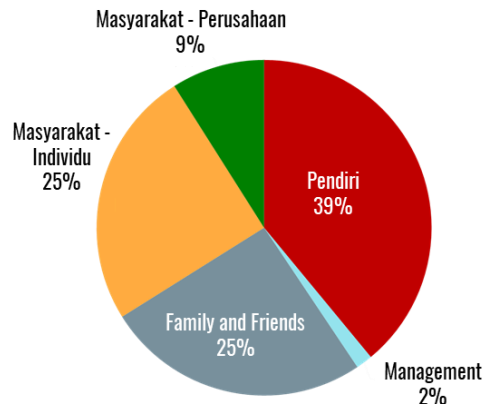


# WIR Ringkasan Eksekutif

## Gambaran Umum

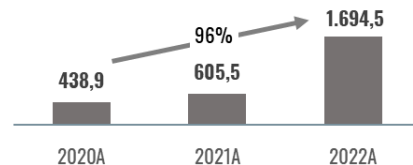
|                    |                                                                                                                              |
|--------------------|------------------------------------------------------------------------------------------------------------------------------|
| Nama Perusahaan    | PT WIR Asia Tbk ("WIRG.")                                                                                                    |
| Jenis Usaha        | Menawarkan solusi teknologi berbasis SaaS dengan fitur teknologi AR/VR/AI untuk solusi project B2B dan solusi platform B2B2C |
| Establishment date | 2009                                                                                                                         |
| IPO Date           | 4 April 2022                                                                                                                 |

## Struktur Pemegang Saham per 31 Mar 2023

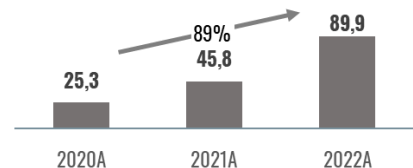


## Performa Perusahaan

Pendapatan (dalam miliar Rupiah)



EBITDA (dalam miliar Rupiah)



: CAGR

## Sejarah

|      |                                                                                                        |
|------|--------------------------------------------------------------------------------------------------------|
| 2009 | WIR Group didirikan                                                                                    |
| 2012 | Menghadirkan konser virtual pertama dengan fitur AR di Indonesia                                       |
| 2015 | Memulai lini bisnis baru sebagai perusahaan periklanan dan media melalui DAV bersama Alfamart          |
| 2016 | Mendapatkan penghargaan MURI sebagai jaringan toko ritel virtual 3D pertama                            |
| 2018 | Peluncuran perdana Alfamind                                                                            |
| 2019 | Peluncuran MINAR                                                                                       |
| 2022 | WIR Group Initial Public Offering (IDX: WIRG)<br>Nusameta menampilkan protipe pada rangkaian acara G20 |
| 2023 | Mendapatkan penghargaan "Best Transformation & Digital Innovation 2023" pada Digitech Award 2023       |

## Usaha Perusahaan

| Unit Bisnis                                      | Deskripsi                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
|--------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| B2B<br>Business-to-Business                      |  Penyedia Perangkat Lunak Berbasis AR/VR/AI<br> Konsultan <i>Branding</i> dan Web 3.0                                                                                                                                                                                                                                     |
| B2B2C<br>Business-to-Business<br>- to - Consumer |  Platform Perangkat IoT Interaktif<br> Platform jaringan toko virtual 3D<br> Perangkat lunak berbasis <i>Geo-location AR</i><br> Platform Metaverse |

# WIR Penghargaan & pencapaian



2014  
Terdaftar di Innovation  
40 Companies oleh The  
New Economy awarded  
at the London Stock  
Exchange Studio (UK)



2016  
Silicon Valley, USA



2015  
Silicon Valley, USA



2019 – 2023  
Mewakili Indonesia di  
WEF Davos



2020  
Germany Design Award  
Winner



2021  
Diliput oleh Forbes



Oktober 2022  
ISeeAR, inovasi baru dari  
AR&Co, memenangkan  
2022 Asian Technology  
Excellence Awards  
**2022**



Juli 2022  
Best IPO pada Investor  
Awards 2022 oleh  
Investor Magazine &  
Berita Satu Holdings



Agustus 2022  
Best Public Company  
oleh Warta Ekonomi with  
Prominent Trading  
Frequency



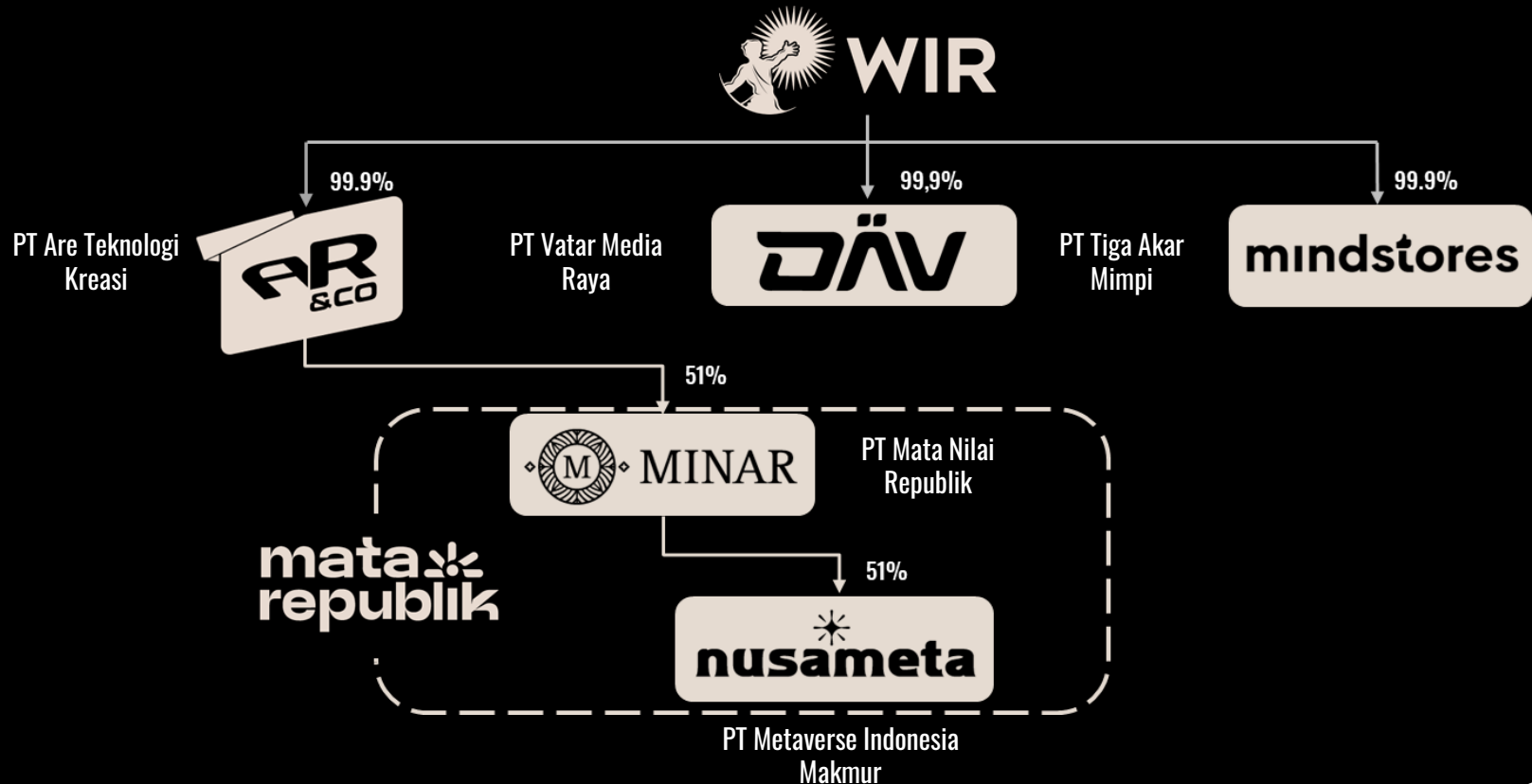
November 2022  
Alibaba Cloud's  
AsiaStar 10x10 –  
Frontier Award



Maret 2023  
The 8th Public Relation  
Indonesia Award (PRIA)  
*Kategori: "2022 Most  
Popular in Printed and Online  
Media"*



Maret 2023  
Digitech Award 2023  
*Kategori: "The Best  
Transformation & Digital  
Innovation 2023"*



Sejak 2009, WIR Group telah menyediakan solusi untuk klien dari berbagai industri, baik lokal dan global





# SOLUSI & JASA TEKNOLOGI



# SMART SOCIETY ECOSYSTEM

AR VR AI:  
IOT DEVICE/PORTAL



VIRTUAL STORE  
O2O

**mindstores**

WEB 2.0  
**O2O**

AR VR AI +  
GEO LOCATION



**SAAS**  
(SOFTWARE AS A SERVICE)  
**PLATFORM**



AUGMENTED  
REALITY



VIRTUAL  
REALITY



ARTIFICIAL  
INTELLIGENCE

WEB 3.0

**META-  
VERSE**

NEW DEVELOPMENT

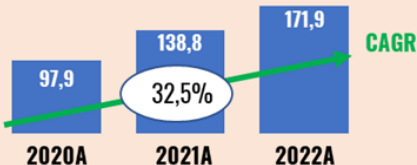
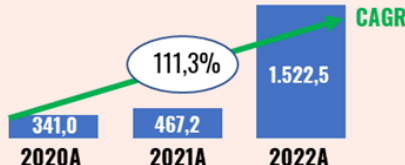
**nusameta**

AI VR AR  
SOLUTION



METaverse  
STRATEGIST/  
INTEGRATOR

**DMID**

| Platform Solusi Bisnis berbasis SaaS menggunakan teknologi AR/VR/AI |                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                               |
|---------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Solusi                                                              | Solusi Project                                                                                                                                                                                                                                                         | Solusi Platform                                                                                                                                                                                               |
| Deskripsi                                                           | <ul style="list-style-type: none"> <li>- Pengembangan perangkat lunak menggunakan teknologi AR/VR/AI</li> <li>- Konsultasi strategi branding dan implementasi web 3.0</li> <li>- Kustomisasi platform</li> <li>- Penyedia hiburan dan wahana berbasis AR/VR</li> </ul> | <ul style="list-style-type: none"> <li>- Platform toko virtual 3D</li> <li>- Perangkat platform IoT</li> <li>- Aplikasi berbasis geolokasi AR</li> <li>- Platform Metaverse</li> </ul>                        |
| Segmen Pendapatan                                                   | <ol style="list-style-type: none"> <li>1. Pengembangan perangkat lunak</li> <li>2. Konsultasi brand dan IT</li> </ol>                                                                                                                                                  | <ol style="list-style-type: none"> <li>1. Komisi transaksi dan penjualan barang pada platform</li> <li>2. Biaya promosi dan iklan pada platform</li> <li>3. Produk dan jasa digital pada platform*</li> </ol> |
| Tren Pendapatan<br>(dalam Miliar IDR)                               |  <p>97,9      138,8      171,9</p> <p>2020A      2021A      2022A</p> <p>CAGR 32,5%</p>                                                                                               |  <p>341,0      467,2      1.522,5</p> <p>2020A      2021A      2022A</p> <p>CAGR 111,3%</p>                                |

Note:

Solusi Project didefinisikan sebagai solusi berbasis proyek dengan tingkat penyesuaian yang tinggi sesuai dengan kebutuhan klien.

Solusi platform didefinisikan sebagai memanfaatkan platform WIR yang menawarkan solusi AR, VR, dan AI kepada klien dengan penyesuaian minimal.

\*Produk dan Layanan akan mendatang

## Alur Klien/Rekan

Seleksi dan pengikatan potensial klien yang sistematis  
Dikenal reputasi sebagai pemimpin pasar di Asia Tenggara



**Tim Profesional**  
**Kekayaan Intelektual dan Kreativitas**

Memanfaatkan teknologi AR/VR/AI, platform dan pengetahuan



**Klien/Rekan Korporat**

Memanfaatkan jaringan klien dan riwayat kerja dari 2000

## Alur Penghasilan Pendapatan

### Project/Solusi B2B



### Kebutuhan Klien

- Acara/kegiatan pemasaran interaktif
- Konsultasi branding, AR/VR dan implementasi Web 3.0
- Pengembangan web/aplikasi AR/VR
- Aplikasi proses bisnis menggunakan AR/VR

### Solusi berdasarkan Kebutuhan



### Platform B2B2C

### Kebutuhan Klien

- Penyedia solusi digitalisasi transaksi retail
- Aplikasi perangkat IoT
- Aplikasi transaksi komersial O2O
- Penempatan iklan interaktif dan digital
- Penempatan media dan produk
- Pengembangan dan aplikasi Web 3.0

### Pendapatan B2B

- Pendapatan berbasis project berdasarkan ruang lingkup dan pencapaian yang sudah ditentukan
- Durasi project pada umumnya <1 tahun



### Pendapatan B2B2C

- Pendapatan project untuk proses onboarding platform dengan pembayaran sekaligus (lump sum)
- Pendapatan penjualan barang dan komisi untuk transaksi pada platform
- Pendapatan promosi dan periklanan dari penempatan iklan dan media pada platform



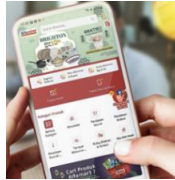
Berikut adalah beberapa pencapaian Perseroan dan anak perusahaan sepanjang tahun 2022

## Kolaborasi untuk Maestro Indonesia



Unit bisnis AR&Co mendapatkan banyak kesempatan berkolaborasi dengan tokoh kenamaan seperti maestro pelukis Indonesia

## Fitur Baru Mindstores



Unit usaha Mindstores memperkenalkan fitur barunya yaitu sistem manajemen inventaris terpusat terintegrasi dengan berbagai kanal penjualan

## Kisah Sukses Pemilik Toko Virtual



Unit usaha Mindstores memiliki lebih banyak lagi kisah sukses dari pemilik toko virtual pengguna platform Mindstores

## DAV sebagai kanal promosi penyedia solusi



Unit usaha DAV berkolaborasi dengan BAF, membuka kanal baru bagi penyedia layanan solusi untuk berpromosi menggunakan kiosk

## Tipe Kiosk Terbaru DAV



Unit usaha DAV memperkenalkan tipe mesin terbarunya dengan kapasitas untuk membantu memberi layanan publik

Berikut adalah beberapa pencapaian Perseroan dan anak perusahaan sepanjang tahun 2022

### Penambahan Paten Perseroan



Pada tahun 2022, Perseroan telah memproses tambahan 1 (satu) hak cipta, 1 (satu) granted patent, 2 (dua) registered patent, dan 4 (empat) patent yang siap didaftarkan ke HAKI

### Konsistensi membangun Komunitas Web3



Terus meningkatnya jumlah kolaborasi yang terbangun antara Nusameta dengan berbagai institusi pendidikan dan komunitas Web3

### Kesuksesan Ajang G20 dan B20



Perseroan sukses berpartisipasi di dalam ajang G20 dan B20 di Bali

### Partisipasi di World Economic Forum, Davos



Perseroan kembali berpartisipasi di paviliun Indonesia yang diselenggarakan pada World Economic Forum di Davos, Swiss

Beberapa kegiatan signifikan yang dilakukan Perusahaan pada Q1 2023



## SAMSUNG

AR&Co berkolaborasi dengan Samsung untuk mempromosikan konser Suga of BTS menggunakan teknologi AR



## NAS SUMMIT.

AR&Co mempertunjukkan beberapa pengalaman interaktif, baik in-location dan media sosial



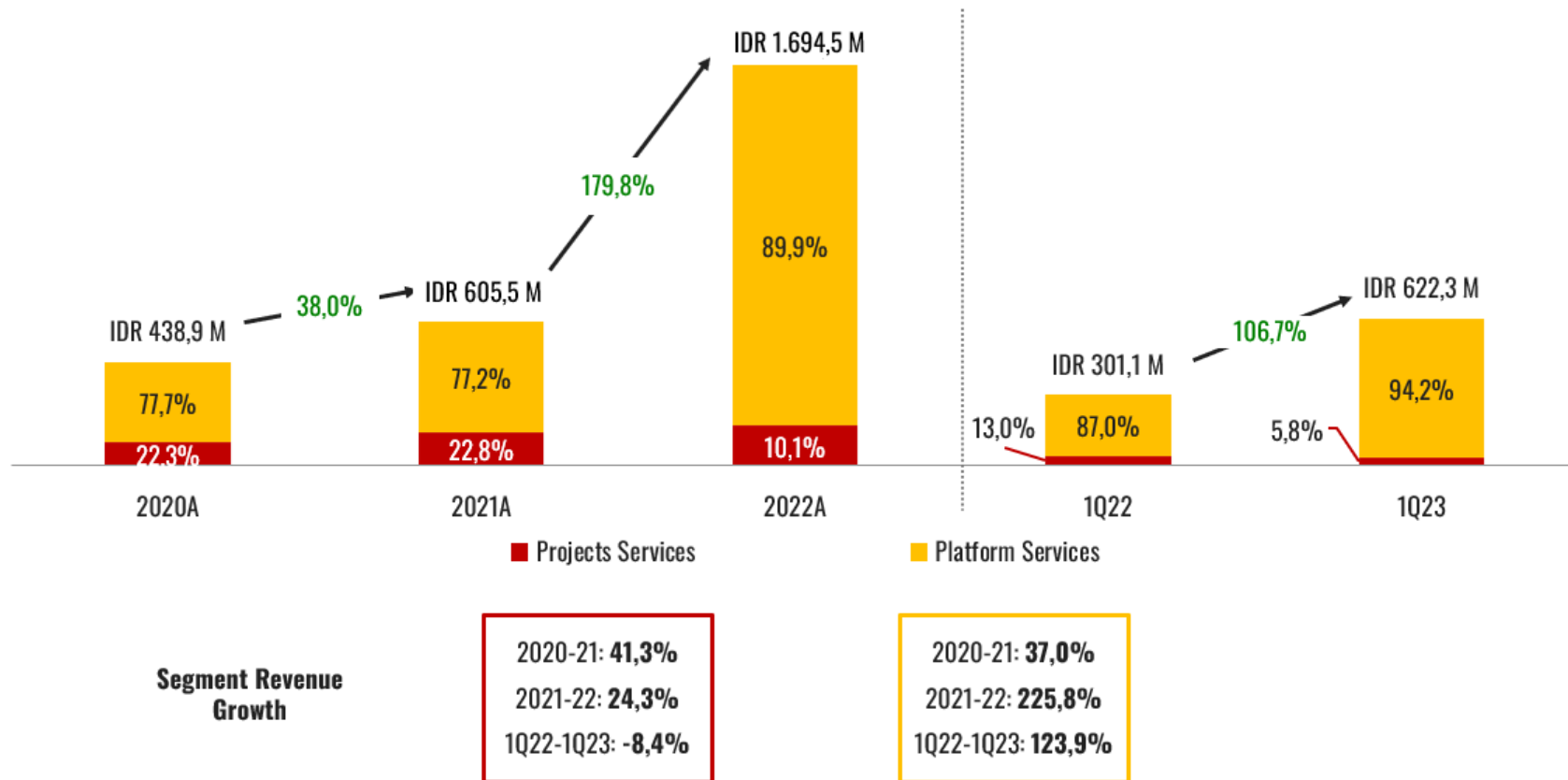
## nusameta

Persiapan platform Nusameta untuk launch pada Q4 2023

# KONDISI KEUANGAN PERUSAHAAN

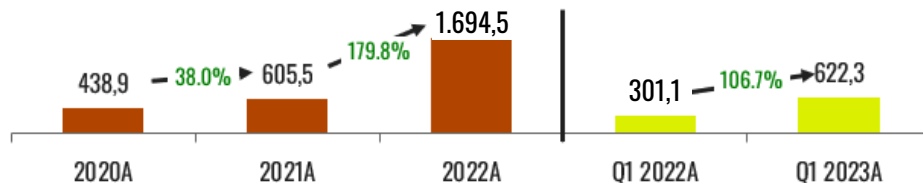
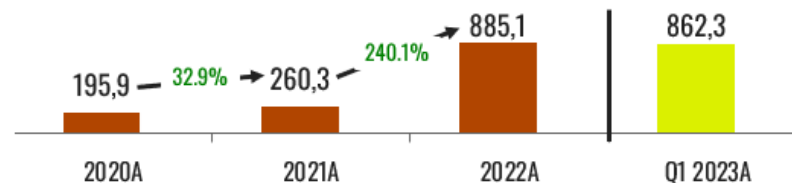
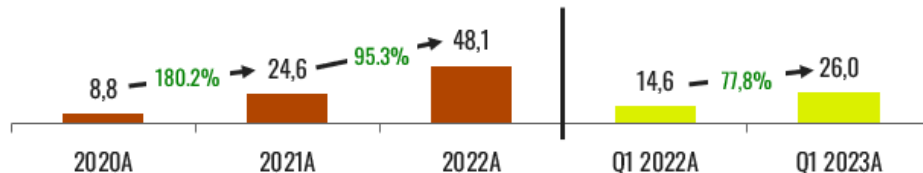
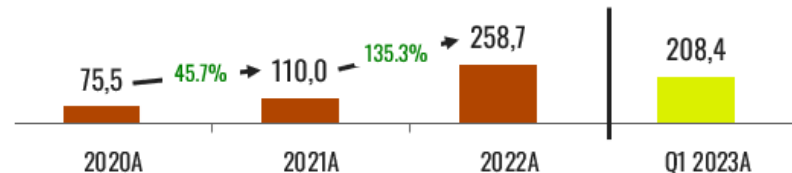
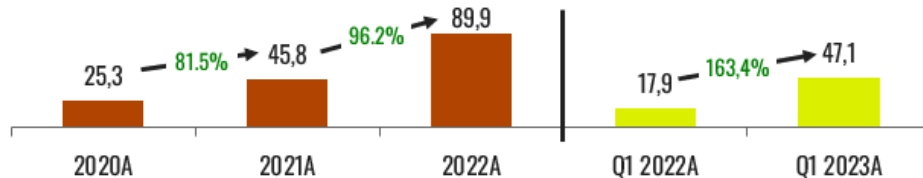
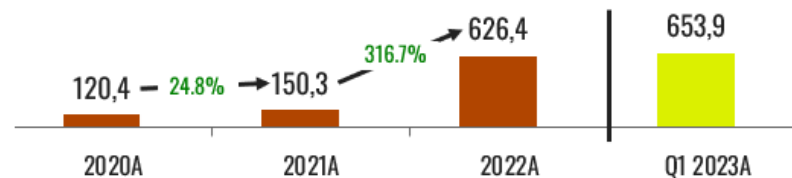


# Rincian Pendapatan berdasarkan Segmen



**WIR**

# Performa Keuangan

**Pendapatan (Dalam IDR Miliar)****Total Aset (Dalam IDR Miliar)****Laba Bersih (Dalam IDR Miliar)****Total Liabilitas (Dalam IDR Miliar)****EBITDA (Dalam IDR Miliar)****Total Ekuitas (Dalam IDR Miliar)**

| Laporan Posisi Keuangan   | Per 31 Dec 2022                          | Per 31 Mar 2023 | Perbedaan (%) |
|---------------------------|------------------------------------------|-----------------|---------------|
| Total Aset                | 885.150.718.224                          | 862.281.112.075 | -2,6%         |
| Total Liabilitas          | 258.704.232.346                          | 208.412.674.820 | -19,4%        |
| Total Ekuitas             | 626.446.485.878                          | 653.868.437.255 | 4,4%          |
| Laporan Laba Rugi         | Untuk periode 3 bulan yang berakhir pada |                 | Perbedaan (%) |
|                           | 31 Mar 2022                              | 31 Mar 2023     |               |
| Pendapatan                | 301.054.924.724                          | 622.296.325.108 | 106,7%        |
| Laba Kotor                | 41.122.306.899                           | 81.460.257.913  | 98,1%         |
| <i>Margin Laba Kotor</i>  | <i>13,7%</i>                             | <i>13,1%</i>    |               |
| Laba Usaha                | 15.130.053.966                           | 41.362.587.985  | 173,4%        |
| <i>Margin Laba Usaha</i>  | <i>5,0%</i>                              | <i>6,6%</i>     |               |
| Laba Bersih               | 14.637.824.805                           | 26.025.776.417  | 77,8%         |
| <i>Margin Laba Bersih</i> | <i>4,9%</i>                              | <i>4,2%</i>     |               |
| EBITDA                    | 17.870.559.203                           | 47.066.746.486  | 163,4%        |
| <i>Margin EBITDA</i>      | <i>5,9%</i>                              | <i>7,6%</i>     |               |

|                                  |                    | 2020  | 2021  | 2022  | Deskripsi                                                                                                                                                                                     |
|----------------------------------|--------------------|-------|-------|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Solusi Project                   |                    |       |       |       |                                                                                                                                                                                               |
| Jumlah Project                   | #                  | 135   | 203   | 159   | <ul style="list-style-type: none"><li>• Retensi klien yang baik</li><li>• Pendapatan per project yang lebih tinggi pada tahun 2022</li><li>• Peningkatan penjangkauan klien</li></ul>         |
| Pendapatan Rata-Rata per Project | IDR                | 0.73M | 0.68M | 1.08M |                                                                                                                                                                                               |
| Jumlah Klien                     | #                  | 70    | 61    | 88    |                                                                                                                                                                                               |
| Retensi Klien*                   | %                  | 28%   | 43%   | 62%   |                                                                                                                                                                                               |
| Solusi Platform                  |                    |       |       |       |                                                                                                                                                                                               |
| Pengguna Aktif per Bulan         | pengguna/<br>bulan | 16,1K | 23,8K | 56,3K | <ul style="list-style-type: none"><li>• Peningkatan jumlah pengguna dan transaksi pada platform</li><li>• Mendorong peningkatan pendapatan penjualan barang dan komisi maupun iklan</li></ul> |
| Transaksi per Bulan              | trx/<br>bulan      | 1,3jt | 1,6jt | 3,6jt |                                                                                                                                                                                               |
| Perangkat Mesin DAV              | jumlah             | 998   | 1.000 | 3.500 |                                                                                                                                                                                               |

\*Retensi klien berdasarkan klien tahun sebelumnya yang menerima solusi projects pada tahun berikutnya

# PROSPEK INDUSTRI



## Peningkatan PBB Global

## Peningkatan PBB Negara Asia Berkembang

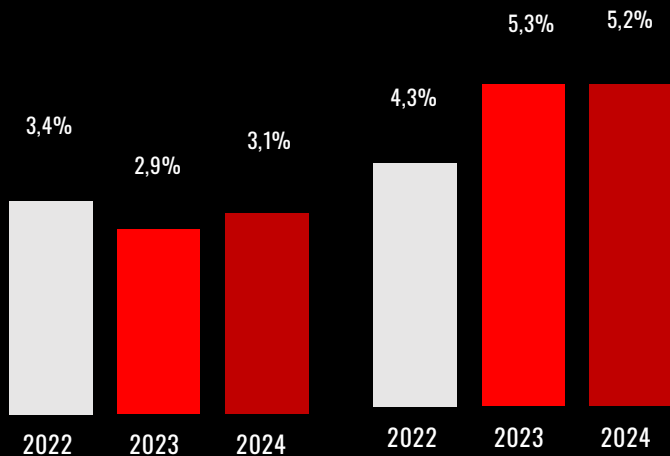
## Prospek Optimis Kondisi Makro Indonesia pada Tahun 2023

Pertumbuhan global masih terbebani oleh ketidakstabilan geopolitik dan kenaikan biaya pangan dan energi, pembukaan kembali ekonomi di China turut mempercepat pemulihan ekonomi.

Asia Pasifik diperkirakan akan memiliki pertumbuhan GDP tertinggi dengan 5,3% dan 5,2% untuk tahun 2023 dan 2024, masing-masing menunjukkan tren pertumbuhan yang kuat di seluruh wilayah.

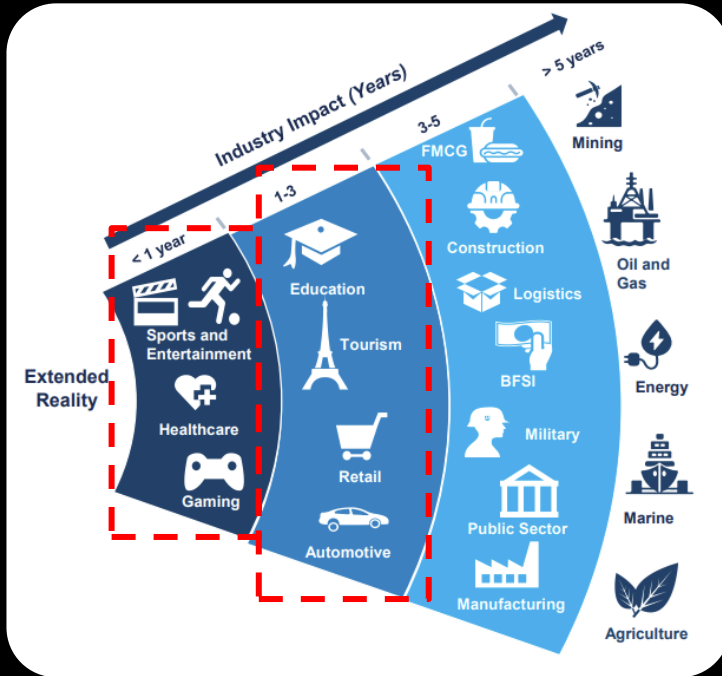
Selain itu, Bank Indonesia memproyeksikan pertumbuhan yang solid dalam kisaran 4,5%-5,3% pada tahun 2023.

*Sumber: IMF, World Economic Outlook Updated, January 2023 & Ministry of Finance of Republic of Indonesia*





# WIR Prospek Industri (Aplikasi Untuk Multi Industri)



- Teknologi XR mengalami pertumbuhan dalam adopsi ke berbagai industri
- Industri lain mulai mendapatkan momentum (yaitu: hiburan, olahraga, ritel, otomotif, dan bahkan sektor kesehatan)
- Solusi XR juga dimanfaatkan di Sektor Publik yaitu untuk bantuan/pemeliharaan jarak jauh, manajemen rantai pasokan, dokumentasi virtual, visualisasi alur kerja, dan membangun infrastruktur cerdas.
- Selama bertahun-tahun, solusi WIR telah diterapkan di banyak sektor industri (yaitu: Olahraga & Hiburan, Permainan, Ritel, Pendidikan, dan Perawatan Kesehatan) dan lebih banyak lagi yang akan datang.
- Mengikuti tren adopsi teknologi XR, WIR akan terus berinovasi dan menyediakan lebih banyak aplikasi di sektor-sektor seperti Periklanan, Kesehatan, Ritel, dan Pendidikan. (Dengan total ukuran pasar sebesar USD 5,3 triliun termasuk ukuran pasar kawasan Asia Tenggara sebesar USD 152 miliar)

Sumber: Frost & Sullivan (Maret 2022), Statista (April 2023), Company Analysis

# PILAR STRATEGIS PERUSAHAAN





# Visi & Misi



## VISI VISION

Menyediakan solusi *Smart Society* dan dunia *Metaverse* O2O (*Online-to-Offline*) yang dapat dinikmati semua orang! Dalam menyongsong era web 3.0.

Providing *Smart Society* solutions and the world of *O2O* (*Online-to-Offline*) metaverse for everyone! For entering the era of web 3.0.



## MISI MISSION

Memperkaya pengalaman kehidupan individu, perusahaan dan masyarakat melalui solusi realita digital melalui AR, VR, dan AI.

Enriching life experiences for individuals, companies, and societies through digital reality solution covering AR, VR, and AI.



## Strategi Pertumbuhan Organik

- Peningkatan *data analytical tools*, optimasi fitur *dashboard*, menjangkau berbagai industri melalui implementasi aplikasi platform yang lebih banyak.
- Menambahkan produk dan layanan baru, meningkatkan penyebaran perangkat, menambahkan lebih banyak fitur dan pilihan.
- Meningkatkan efisiensi dan pengembangan talenta
- Meningkatkan manajemen proyek dan program retensi karyawan

## Strategi Pertumbuhan Anorganik

- Pengembangan terfokus melalui akuisisi teknologi, kekayaan intelektual, dan bisnis yang berhubungan

### Tujuan

Pertumbuhan Berkelanjutan; Peningkatan Margin Keuntungan; Memaksimalkan Nilai Pemegang Saham



# Keunggulan Kompetitif

## Pionir di Asia Tenggara

WIR Group adalah salah satu pionir yang memperkenalkan aplikasi teknologi AR/VR di wilayah Asia Tenggara (SEA). Memberikan posisi yang baik sebagai pemain AR/VR di pasar.

## Model Bisnis Berkelanjutan

Pendekatan pasar WIR Group adalah dengan menjalin kemitraan dan menyediakan solusi bisnis berbasis AR, VR, dan AI kepada pemain kunci dan pemimpin industri untuk memastikan arus pendapatan yang berkelanjutan yang menghasilkan keuntungan yang konsisten.

## Potensial Market yang Besar

Solusi dan platform yang dibuat oleh WIR Group dapat diterapkan di berbagai industri, memberikan peluang pasar yang besar.

## Rekam Jejak yang Ekstensif dan Teruji

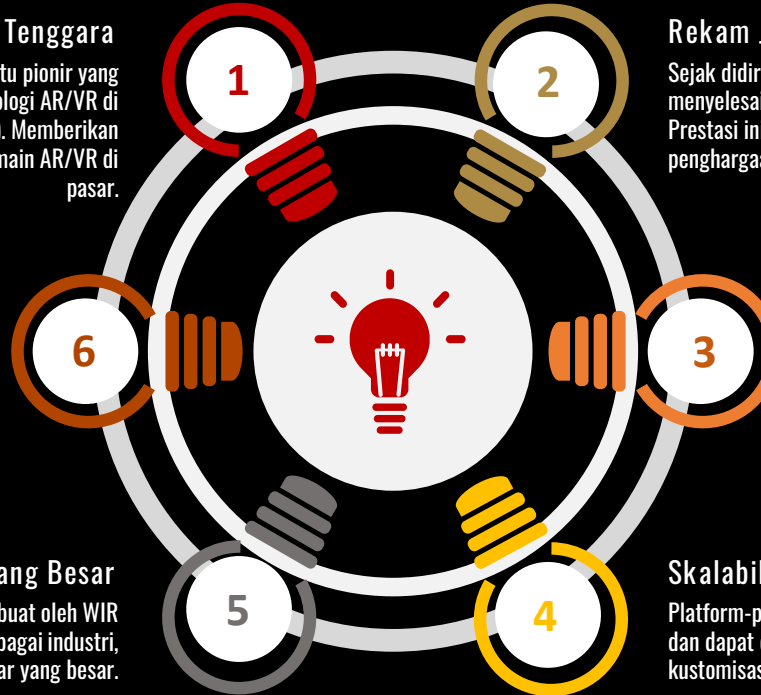
Sejak didirikan pada tahun 2009, WIR Group telah menyelesaikan ribuan project di lebih dari 20 negara. Prestasi ini telah memenangkan berbagai penghargaan lokal dan global.

## Proposisi Nilai Unik

WIR Group menyediakan solusi ekosistem SaaS yang didukung oleh teknologi AR, VR, dan AI melalui Solusi B2B dan Platform B2B2C.

## Skalabilitas Tinggi

Platform-platform WIR Group dapat direplikasi dan dapat diadopsi oleh klien-klien dengan kustomisasi yang minim





THANK YOU

