

PT KRESNA GRAHA INVESTAMA Tbk (KREN) FINANCIAL PERFORMANCE: 1H19

- **1H19 revenue +74.2% YoY to Rp4.9 trillion, NPAT +22.7% YoY to Rp257.0 billion**
- **KREN celebrates its 17th anniversary as a public company, growing its massive and in-depth digital infrastructures**
- **Proudly delivered the 1st football club in Indonesia to be listed in IDX and more IPO to come**
- **Matchmove Pay Pte. Ltd (MMP) partnering with AsiaTop Loyalty, received funding from NTT Docomo Ventures**
- **Sturdy revenue booked at Rp4.9 trillion in 1H19 Vs Rp2.8 in 1H18, backed by Digital & Technology segment, representing 94.0% of total revenue in 1H19.**

1H19 revenue +74.2% YoY to Rp4.9 trillion, NPAT +22.7% YoY to Rp257.0 billion

Ending the first-half of this year, PT Kresna Graha Investama Tbk (“KREN” or “the Company”) marked a stellar performance. Consolidated revenue surged by 74.2%YoY, from Rp2.8 trillion in 1H18 to Rp4.9 trillion in 1H19, driven by the buoyant revenue from digital & technology segment which contributed 90.1% and 94.0% to total revenue in the respective semesters. Profitability wise, gross margin from digital & technology segment managed to improve, from 3.1% in 1H18 to 3.2% in 1H19. Operating expense (ex COGS) as a percentage to revenue also declined, from 4.5% in 1H18 to 3.3% in 1H19. Hence, the company exhibits a sturdy growth of 22.7% YoY in net profit after tax (NPAT), Rp209.4 billion in 1H18 to Rp257.0 billion in 1H19. Meanwhile, 1H19 net income stood at a strong Rp142.7 billion against Rp165.2 billion in the previous year.

KREN celebrates its 17th anniversary as a public company, growing its massive and in-depth digital infrastructures

Since listing its shares on the IDX in 2002, KREN has successfully spurred its market capitalization, moving from Rp1.5 trillion, today standing above Rp10 trillion. This remarkable growth is the result of the Company's persistent business strategies, securing its position as a 'Digital Business Integrator' since 2015. Over the past two years, the Company has been actively investing in a variety of digital sectors: payments, P2P Lending, distribution, retail, communications, travel, transportation, entertainment, advertising, software-as-a-service (SaaS) and artificial intelligence (AI). Notable achievements mark the Company journey as a digital business integrator, among them nurturing subsidiaries PT NFC Indonesia Tbk (NFCX) and PT Distribusi Voucher Nusantara Tbk (DIVA). These went public in 2018, following the successful IPO of PT M Cash Integrasi Tbk (MCAS) in November 2017.



PT Kresna Graha Investama Tbk (KREN) celebrated its 17th anniversary of listing in IDX

Envisioning a 'Digital Indonesia' has been in Company sights for the last 17 years; thus, a broad digital foundation has been set, with KREN as a digital business integrator at the center of its ecosystem. Following its varied business strategies and investments, KREN has successfully created a massive and in-depth digital distribution footing across the nation, by 1,153.4% YTD to 94,114 points as of 1H19, from 809 points in 2017.

Matchmove signs partnership with AsiaTop Loyalty, receives investment from NTT Docomo Ventures

In April 2019, Matchmove Pay Pte. Ltd (MMP), a KREN Subsidiary that provides a mobile wallet platform across the Asian region, announced its partnership with AsiaTop Loyalty, a Singapore-based fintech company presenting a groundbreaking technology platform to revolutionize the loyalty rewards industry, projected at US\$7.3 billion by the end of 2022. Through the AsiaTop platform, Merchants can now issue branded virtual or physical prepaid cards to their customers, thus bringing them into their customized loyalty rewards program on the cloud. The cards sport a Mastercard chip or emblem and are accepted by the world's major card networks. This is the first of its kind in Singapore. Consumers will come to trust the loyalty reward program more, as points awarded are displayed instantly on the app, and can be converted back to cash on a Mastercard prepaid card, for subsequent expenditure at the merchants. This partnership seeks to disrupt the age-old loyalty rewards market with an optimistic approach between a fintech- and a cloud-based platform that offers merchants and partners the prime benefit of launching an innovative loyalty rewards programs at the high speed-to-market required of businesses today.

Further, in May 2019, MMP received an investment from NTT Group's fund managed by NTT DOCOMO Ventures, the venture capital arm of NTT DOCOMO, Inc. specializing in investments in incubation, early stage, middle stage, and later/pre-IPO stage companies. This investment is perceived as demonstrating a high degree of affinity between MMP service and NTT DATA business engaged in the payment service provider (PSP) business, comprehensively providing member stores (retailers or e-commerce) with a payment protocol (credit cards, debit cards, and e-wallet) in Asian countries. Through this investment, NTT Docomo reportedly anticipates the generation of future business.

Kresna Securities conveys the first football club, soon deliver more IPOs by end of 2019

KREN Subsidiary, PT Kresna Sekuritas (KS), proudly delivered PT Bali Bintang Sejahtera Tbk (BOLA) as the first football club listed in IDX on 17 June 2019 with the IPO proceeds of Rp350 billion. Public response was massive, as depicted by the skyrocketed price of 69.14% to Rp296 per share from its IPO price of Rp175 per share on the day it was listed. Given, the massive acknowledgment, this IPO marks a spectacular point to contribute to burgeoning Indonesia's football Industry as well as inspiring more Indonesian football club to go public.

Early this July, KS has successfully delivered PT Satyamitra Kemas Lestari Tbk (SMKL), a total solution packaging company, listed on the IDX. SKL releases 1.3 billion shares to the public, equivalent to 32.10% of its issued and fully-paid capital. On IPO day, its share leaped by 69.95% to Rp328 per share from its offered IPO price of Rp193 per share, reaping Rp124.5 billion as IPO proceed. KS will soon deliver more IPOs in 2019. Shortly, KS will deliver a steel company, PT Gunung Raja Paksi (GRP) along with other digital companies which include PT Telefast Indonesia (TI), a subsidiary of MCAS; and PT Digital Mediatama Maxima (DMM), a subsidiary of NFCX. KS targets a total collection of proceeds from IPO projects it underwrites to reach Rp2.5 to Rp3.0 trillion in 2019

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FINANCIAL HIGHLIGHTS

(Expressed in Billion Rupiah, unless otherwise stated)

INCOME STATEMENT	1H18	1H19	Change
Revenue	2,784.1	4,850.1	74.2%
Operating Profit	226.9	271.3	19.6%
Pre-tax Income	220.1	278.6	26.6%
Net profit after tax	209.4	257.0	22.7%
Net Income*	165.2	142.7	-13.6%

*Attributable to Owners of the parent entity

FINANCIAL POSITION	FY18	1H19	Change
Asset	3,504.2	3,522.6	0.5%
Liabilities	897.3	650.5	-27.5%
Equity	2,606.9	2,872.0	10.2%

Revenue Breakdown by Segment	1H18	1H19	Change
Financial & Investment	274.7	289.6	5.4%
Technology & Digital			
• Digital Product Sales	1,629.2	2,342.4	43.8%
• Digital Product Exchange/Aggregator	865.4	2,156.7	149.2%
• Digital Cloud Advertising	14.9	43.8	194.0%
• Communication platform as a service	-	11.8	NA
• Internet of things	-	5.9	NA
Sub Total Technology & Digital	2,509.4	4,560.5	81.7%
Total revenue	2,784.1	4,850.1	74.2%

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