

**Financial Performance: 9M23** 

#### HIGHLIGHTS

- 9M23 revenue grew by 1.2% YoY to Rp9.3 trillion, 3Q23 EBITDA up by 24.0% YoY to Rp35.0 billion
- Clean energy segment: 9M23 revenue increased by 473.5% YoY to Rp114.9 billion with positive traction
- Digital Cloud Advertising segment: 9M23 revenue increased by 51.0% YoY to Rp167.2 billion, advertising screen volume increased to 25,938
- ZKDigimax, MCASH group, is establishing an AI-based signage and retail peripheral production facility
- ZKDigimax expands the global reach of artificial intelligence (AI)-powered digital retail solutions

#### 9M23 revenue grew by 1.2% YoY to Rp9.3 trillion, 3Q23 EBITDA up by 24.0% YoY to Rp 35.0 billion

PT M Cash Integrasi Tbk ("MCASH" or "the Company") posted a satisfactory revenue growth of 1.2% YoY, swelling from Rp9.1 trillion in 9M22 to Rp9.3 trillion in 9M23. The major influencers of these results are from the digital cloud advertising segment (+51.0% YoY), clean energy segment (+473.5% YoY) and digital product aggregator segment (+2.4% YoY).

Meanwhile, the increase of 14.3% YoY in operating expenses, from Rp112.4 billion in 9M22 to Rp128.5 billion in 9M23, resulted in a decline in operating profit of 32.0% YoY, from Rp53.1 billion in 9M22 to Rp36.1 billion. Additionally, the Company's EBITDA is down by 1.5% YoY, from Rp95.2 billion in 9M22 to Rp93.8 billion in 9M23. As mentioned in last quarter's investor letter, this is due to the ongoing clean energy expansion in 2023. More positively though, on a quarterly basis, 3Q23 EBITDA has managed to post an increase of 24.0% YoY and 20.2% QoQ, from Rp28.2 billion in 3Q22 and Rp29.1 billion in 2Q23, respectively, to Rp35.0 billion in 3Q23.

Reviewing the bottom line, the Company's gain (loss) on other investment went from a gain of Rp637 million in 9M22 to a loss of Rp4.0 billion which resulted in net profit posting Rp16.2 billion in 9M23 against Rp40.2 billion in 9M22.

# Clean energy segment: 9M23 revenue increased by 473.5% YoY to Rp114.9 billion with positive traction

MCASH's clean energy segment continued to increase its revenue growth at 473.5% YoY, from Rp20.0 billion in 9M22 to Rp114.9 billion in 9M23. Breaking this down, Volta motorcycle sales grew from 3,075 units in 9M22 to 8,253 units in 9M23. Additionally, the Company's battery swap (SGB) stations, recorded 2.5 million battery swaps in 9M23 against the 349 thousand in 9M22, a 629.0% increase YoY. Another contributor is the Company's offering of electric motorcycle rental services through "Semolis," with 7,011 active users as of 9M23.



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In July 2023, Volta, collaborated with PT Telekomunikasi Selular (Telkomsel) to further develop the intern Internet of Things (IoT) technology throughout Volta's electric motorcycles. Through this collaborative upgrade, Volta users can benefit from the enhanced security, notably including the feature to remotely power the engine on or off.



Additionally, in September 2023, Volta participated in exhibition events to showcase their electric motorcycles with cutting-edge technology and promote the recent subsidy programs. One of these included the BCA Expo 2023, where customers were able to explore and learn about all of the motorcycles' features and also enjoy promotions and special interest rates from BCA for Motorcycle Loans (KSM) to purchase Volta motorcycles. Similarly, Volta engaged with customers at Bank Mandiri's "Mandiri Pakai Molis" event. Through this event, Volta educated the public on the sustainable and technological advantages of its electric motorcycles. Meanwhile, Bank Mandiri's subsidiary, Mandiri Utama Finance, offered attractive deals and promotions to the attendees financially empowering them to purchase the subsidized electric motorcycles. Through these events, Volta aims to accelerate the adoption of electric motorcycles throughout the Indonesian public.

# Digital Cloud Advertising segment: 9M23 revenue increased by 51.0% YoY to Rp167.2 billion, advertising screen volume increased to 25,938

The Company's digital cloud advertising segment also continued to increase outstandingly by 51.0% YoY, from Rp110.7 billion in 9M22 to Rp167.2 billion in 9M23. This is due to the increase in screen numbers from 22,017 in 9M22 to 25,938 in 9M23 and in advertising points from 12,895 in 9M22 to 13,605 in 9M23. With more clients choosing to use the Company's Infrastructure as a Service (laaS), gross profit of



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the digital cloud advertising segment has increased by 21.6% YoY to Rp54.7 billion in 9M23.

ZKDigimax, MCASH group, is establishing an AI-based signage and retail peripheral production facility In September 2023, in a joint venture between DMMX and ZKTeco, the construction of an Artificial Intelligence ("AI")-based Signage and Retail Peripheral production facility began in Dongguan City, Guangdong Province, China. This step marks the continuation of ZKDigimax's efforts to build artificial intelligence ("AI") infrastructure to empower the Smart Retail Platform ecosystem in the global market. Through the AI-based Signage and Retail Peripherals, under the "ZKDigimax" brand, it is expected that ZKDigimax will be able to provide end-to-end service solutions for retail enthusiasts in the global market, addressing their needs for Smart Retail Platforms.

#### ZKDigimax expands the global reach of artificial intelligence (AI)-powered digital retail solutions

Following this, ZKDigimax maintains its strong approach to developing Al-based retail solution platforms globally by participating in various leading technology exhibitions worldwide. ZKDigimax boasts a presence in 22 countries and is committed to continue expanding its global coverage. This year, ZKDigimax has explored opportunities at the Smart Nation Expo 2023 in Malaysia and the International Security Fair ESS+ 2023 in Colombia, where they showcased their innovations in digital retail solutions to the attendees. These solutions transform the way consumers shop, interact, and transact, while also providing new ways to analyze consumer behavior and retail outlet behavior providing information to retailers trying to enter the modern retail era.



Furthermore, ZKDigimax will also be actively participating in GITEX Global in Dubai, an international platform that attracts global technology industry leaders. These exhibitions will allow ZKDigimax to interact with key stakeholders, share insights, and demonstrate their strong commitment to leading the growing digital retail industry.



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FINANCIAL HIGHLIGHTS

(Expressed in Billions of Rupiah, Unless Otherwise Stated)

Profit & Loss	9M22	9M23	Change (%)
Revenue	9,147.6	9,258.5	1.2
Gross Profit	165.5	164.6	(0.5)
EBITDA	95.2	93.8	(1.5)
Operating Profit	53.1	36.1	(32.0)
Net Income*	40.2	16.2	(59.6)

<sup>\*)</sup> Attributable to owners of the company

Financial Position	2022	9M23	Change (%)
Assets	1,911.4	1,932.7	1.1
Liabilities	617.0	747.5	21.2
Equity	1,294.4	1,185.2	(8.4)

Revenues	9M22	9M23	Change (%)
Digital Products & Services	1,736.1	1,653.6	(4.8)
Digital Product Aggregator	7,054.4	7,223.0	2.4
Digital Cloud Advertising	110.7	167.2	51.0
Software-as-a-Service	64.7	50.8	(21.4)
Clean Energy Products & Services	20.0	114.9	473.5
Digital Wholesale	159.7	48.1	(69.9)
Content & Entertainment	2.1	0.9	(56.2)
Total Revenues	9,147.6	9,258.5	1.2

Gross Profit Margin (%)	9M22	9M23
Digital Products & Services	2.3	2.7
Digital Product Aggregator	0.7	0.6
Digital Cloud Advertising	40.6	32.7
Software-as-a-Service	39.0	15.8
Clean Energy Products & Services	32.2	12.0
Digital Wholesale	0.4	3.2
Content & Entertainment	74.6	47.2
Average Gross Margin	1.8	1.8

#### For further Information, please contact:

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PT M CASH INTEGRASI Tbk DAN ENTITAS ANAKNYA LAPORAN POSISI KEUANGAN KONSOLIDASIAN INTERIM Tanggal 30 September 2023 dan 31 Desember 2022 (Tidak Diaudit)

(Disajikan dalam Rupiah, kecuali dinyatakan lain)

#### PT M CASH INTEGRASI Thk AND ITS SUBSIDIARIES INTERIM CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at September 30, 2023 and December 31, 2022 (Unaudited) (Expressed in Rupiah, unless otherwise stated)

	30 September 2023/ September 30, 2023	Catatan / Notes	31 Desember 2022/ December 31, 2022	
ASET	<u></u>	-	<u> </u>	ASSETS
ASET LANCAR				CURRENT ASSETS
Kas dan setara kas	219.924.263.439	5,40	295.851.773.056	Cash and cash equivalents
Investasi lainnya	23.954.572.800	6,8k,18,40	27.789.927.000	Other investments
Piutang usaha - neto		7,19,		Trade receivables - net
Pihak ketiga	160.938.995.741	35,37,40	150.919.583.473	Third parties
Pihak berelasi	22.074.419.460	8a	7.232.675.241	Related parties
Piutang lain-lain - pihak ketiga	21.604.944.919	39	31.041.575.595	Other receivables - third parties
Persediaan	387.077.515.593	10,19,33	412.688.316.160	Inventories
Beban dibayar dimuka	28.592.111.388	11	18.438.142.834	Prepaid expenses
Uang muka jangka pendek	209.396.381.552	12a	190.053.406.664	Short-term advances
Pajak dibayar dimuka -				
jangka pendek	44.547.706.350	21a	30.387.188.580	Short-term prepaid taxes
Piutang pihak ketiga	32.518.885.269	9,40	42.433.821.386	Due from third parties
Piutang pihak berelasi	97.358.313.509	8b,40	102.424.025.313	Due from related parties
Deposito yang dibatasi				
penggunaannya	18.600.000.000	13,19,40	17.000.000.000	Restricted time deposits
Total Aset Lancar	1.266.588.110.020		1.326.260.435.302	Total Current Assets
ASET TIDAK LANCAR			<del></del>	NON-CURRENT ASSETS
		14,22,25		
Aset tetap - neto	361.116.301.590	33,34,35	341.442.278.556	Property and equipment - net
Aset takberwujud - neto	21.031.029.464	15,33,35	24.316.526.607	Intangible assets - net
Aset hak-guna - neto	3.254.499.715	26a,35	4.214.615.195	Right-of-use assets - net
Investasi pada entitas asosiasi	119.466.159.616	16	83.184.373.642	Investment in associates
Investasi saham	79.714.144.531	17	49.725.866.290	Investment in shares
Investasi pada obligasi konversi	40.000.000.000	18	40.000.000.000	Investment in convertible bonds
Aset pajak tangguhan	10.361.518.453	21f	7.455.438.547	Deferred tax assets
Goodwill	12.163.204.173	4	12.163.204.173	Goodwill
Uang muka jangka panjang	11.014.875.261	12b	11.139.248.870	Long-term advances
Pajak dibayar dimuka -				
jangka panjang	3.440.536.000	21b	4.948.181.000	Long-term prepaid taxes
Tagihan restitusi pajak penghasilan	4.364.208.167	21h	5.564.699.416	Estimated claims for tax refund
Aset tidak lancar lainnya	183.763.717		953.591.949	Other non-current assets
Total Aset Tidak Lancar	666.110.240.687		585.108.024.245	Total Non-current Assets
TOTAL ASET	1.932.698.350.707		1.911.368.459.547	TOTAL ASSETS



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LIABILITAS DAN EKUITAS	<u>,                                      </u>	<del>8</del>	2 <del></del>	LIABILITIES AND EQUITY
LIABILITAS LIABILITAS JANGKA				LIABILITIES
PENDEK		7,9,10,13		CURRENT LIABILITES
Utang bank jangka pendek Utang usaha	61.019.754.500	19,36,40 20,40	59.988.224.824	Short-term bank loans Trade payables
Pihak ketiga Pihak berelasi	61.884.869.230 199.828.508.142	8c	42.920.368.937 117.692.130.705	Third parties Related parties
Utang lain-lain - pihak ketiga Beban akrual	24.264.238.885 3.865.092.986	40 40	16.906.637.375 4.555.635.215	Other payables - third parties Accrued expenses
Deposit dari pelanggan Utang pajak	66.448.842.627 7.739.846.504	24 21c	132.761.209.757 10.040.534.116	Deposit from customers Taxes payable
Utang pihak ketiga Utang pihak berelasi Bagian liabilitas jangka	107.441.035.717 83.265.865.223	23,40 8d,40	114.429.320.750 51.116.892.500	Due to third parties Due to related parties
panjang yang jatuh tempo dalam waktu satu tahun:		36,40		Current maturities of long-term liabilities:
Utang bank Utang pembiayaan	18.480.859.207 724.925.858	8j,14,22 14,25	29.688.668.415 1.043.453.327	Bank loan Financing payables
Liabilitas sewa	738.946.100	26b,35	2.352.788.333	Lease liabilities
Total Liabilitas Jangka Pendek	635.702.784.979		583.495.864.254	Total Current Liabilities
LIABILITAS JANGKA PANJANG	00 050 004 000	07		NON-CURRENT LIABILITIES
Utang konversi Liabilitas jangka panjang setelah dikurangi	90.050.334.220	27	=	Convertible note
bagian yang jatuh tempo dalam satu tahun: Utang bank	11.305.721.899	36,40 8i,14,22	23.297.924.629	Long-term liabilities - net of current maturities: Bank loan
Utang pembiayaan Liabilitas sewa	165.774.583 402.932.085	14,25 8q,26b,35	585.526.041 1.278.390.647	Financing payables Lease liabilities
Liabilitas imbalan kerja Karyawan	9.792.211.500	28,35	8.253.196.747	Employee benefits liabilities
Liabilitas pajak tangguhan	52.865.288	21f	67.404.289	Deferred tax liabilities
Total Liabilitas Jangka Panjang	111.769.839.575		33.482.442.353	Total Non-current Liabilities
TOTAL LIABILITAS	747.472.624.554		616.978.306.607	TOTAL LIABILITIES



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	30 September 2023/ September 30, 2023	Catatan / Notes	31 Desember 2022/ December 31, 2022	
EKUITAS	1,5	XX	<u> </u>	EQUITY
Ekuitas Yang Dapat				Equity Attributable to
Diatribusikan Kepada				Owners of
Pemilik Entitas Induk				the Company
Modal saham - nilai nominal				Share capital - par value
Rp 100 per saham				Rp 100 per share
Modal dasar -				Authorized capital -
2.603.800.000 saham				2,603,800,000 shares
Modal ditempatkan				Transaction IV III and IV III
dan disetor penuh -	22 722 222 222	-00	00 700 000 000	Issued and fully paid capital -
867.933.300 saham	86.793.330.000	29	86.793.330.000	867,933,300 shares
Tambahan modal disetor - neto	305.799.191.804	30	305.799.191.804	Additional paid-in capital - net Differences in value of transactions with
Selisih atas transaksi dengan pihak nonpengendali	(658.959.874.554)	32b	(541.731.575.775)	noncontrolling interests
Saldo laba	(030.939.874.334)	320	(541.751.575.775)	Retained earnings
Telah ditentukan				rectamed carriings
penggunaannya	1.400.000.000	31	1.300.000.000	Appropriated
Belum ditentukan	1. 100.000.000	0.	1.000.000	/ Ippropriated
penggunaannya	456.490.100.862		451.499.093.503	Unappropriated
Penghasilan				Other comprehensive
komprehensif lain				income
Keuntungan aktuaria	542.295.906	28	320.054.300	Actuarial gains
Selisih kurs penjabaran				Differences in translation of
laporan keuangan dalam				financial statements
mata uang asing	8.768.129		13.684.075	in foreign currencies
Total ekuitas yang dapat diatribusikan kepada				Total equity attributable to
Pemilik Entitas Induk	192.073.812.147		303.993.777.907	Owners of the Company
Kepentingan nonpengendali	993.151.914.006	32a	990.396.375.033	Noncontrolling interests
Repellungan nonpeligendan		32a	990.090.075.000	Noncontrolling Interests
TOTAL EKUITAS	1.185.225.726.153		1.294.390.152.940	TOTAL EQUITY
TOTAL LIABILITAS DAN EKUITAS	1.932.698.350.707		1.911.368.459.547	TOTAL LIABILITIES AND EQUITY



**Financial Performance: 9M23** 

PT M CASH INTEGRASI Tbk DAN ENTITAS ANAKNYA LAPORAN LABA RUGI DAN PENGHASILAN KOMPREHENSIF LAIN KONSOLIDASIAN INTERIM Untuk Periode Sembilan Bulan yang Berakhir Pada Tanggal 30 September 2023 dan 2022 (Tidak Diaudit) (Disajikan dalam Rupiah, kecuali dinyatakan lain) PT M CASH INTEGRASI The AND ITS SUBSIDIARIES
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	30 September 2023/ September 30, 2023	Catatan/ <i>Notes</i>	30 September 2022/ September 30, 2022	
OPERASI YANG DILANJUTKAN	5 · · · · · · · · · · · · · · · · · · ·	S 7	·	CONTINUING OPERATIONS
PENDAPATAN NETO	9.258.519.064.907	8e,33 8f,10	9.147.616.878.073	NET REVENUES
BEBAN POKOK PENDAPATAN	9.093.882.323.151	14,15,34	8.982.106.868.473	COST OF REVENUES
LABA KOTOR	164.636.741.756		165.510.009.600	GROSS PROFIT
BEBAN USAHA				OPERATING EXPENSES
Beban penjualan	22.300.860.266	35	21.566.227.060	Selling expenses
Beban umum dan		8i,14,15,	22 227 22222	General and administrative
administrasi	106.221.197.424	26,27,36	90.831.889.674	expenses
Total Beban Usaha	128.522.057.690		112.398.116.734	Total Operating Expenses
LABA USAHA	36.114.684.066		53.111.892.866	OPERATING INCOME
PENGHASILAN (BEBAN) LAIN-LAIN				OTHER INCOME (EXPENSES)
		7,8h,19,22		
Beban bunga	(12.402.915.838)	25,26b,37	(13.396.998.044)	Interest expenses
Keuntungan (rugi) investasi lainnya	(4.008.014.200)	6	636.896.000	Gain (loss) on other investments Gain (loss) on foreign
Laba (rugi) selisih kurs - net	(3.396.809.845)		323.748.974	exchange - net
Bagian atas rugi neto entitas asosiasi	(1.422.214.026)	16	(5.696.122.600)	Share in net loss of associates
Pendapatan bunga	5.844.835.687		4.264.117.686	Interest income
				Gain on sale of property and
Laba penjualan aset tetap	66.062.500	14	36.966.748	equipment
Keuntungan pembelian	1,2,2,2,0			
dengan diskon	13.838.148			Gain on bargain purchase
Lain-lain - neto	2.774.774.576		1.875.660.740	Others - net
Total Penghasilan (beban)	<u> </u>			Total Other Income
Lain-Lain - Neto	(12.530.442.998)		(11.955.730.496)	(expenses) - Net



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	30 September 2023/ September 30, 2023	Catatan/ <i>Not</i> es	30 September 2022/ September 30, 2022	
OPERASI YANG DILANJUTKAN				CONTINUING OPERATIONS
<u>(Ianjutan)</u> LABA SEBELUM BEBAN PAJAK				(continued) INCOME BEFORE INCOME TAX
PENGHASILAN	23.584.241.068		41.156.162.370	EXPENSE
BEBAN PAJAK PENGHASILAN	7.340.213.709	21d	11.332.183.265	INCOME TAX EXPENSE
LABA NETO PERIODE BERJALAN SETELAH DAMPAK PENYESUAIAN PROFORMA	16.244.027.359		29.823.979.105	NET INCOME FOR THE PERIOD  AFTER EFFECT OF PROFORMA ADJUSTMENT
Dampak penyesuaian proforma atas laba tahun berjalan	-		-	Effect of proforma adjustment on net income for the year
LABA PERIODE BERJALAN DARI OPERASI YANG DILANJUTKAN	16.244.027.359		29.823.979.105	NET INCOME FOR THE PERIOD FROM CONTINUING OPERATIONS
OPERASI YANG DIHENTIKAN				DISCONTINUED OPERATIONS
Laba tahun berjalan setelah pajak dari operasi yang dihentikan	<b>₩</b>		10.346.798.701	Net income for the year from discontinued operations
LABA NETO PERIODE BERJALAN	16.244.027.359		40.170.777.806	NET INCOME FOR THE PERIOD
PENGHASILAN (RUGI) KOMPREHENSIF LAIN				OTHER COMPREHENSIVE INCOME (LOSS)
Pos-pos yang tidak akan direklasifikasikan ke laba				Items that will not be
rugi pada periode berikutnya:				reclassified to profit or loss in subsequent period:
Pengukuran kembali				Remeasurement of
liabilitas imbalan kerja karyawan	480.500.425	28	202.563.348	employee benefits liabilities
Efek pajak terkait	(103.479.540)	21f	(42.333.391)	Related tax effect  Item that will
Pos-pos yang akan direklasifikasi ke laba				be reclassified to profit or loss in
rugi periode berikutnya: Selisih kurs penjabaran laporan				subsequent period:  Exchange difference
keuangan dalam mata				due on translation of
uang asing	(32.558.933)		2.900.000	financial statements
TOTAL PENGHASILAN				TOTAL OTHER COMPREHENSIVE
KOMPREHENSIF LAIN - NETO	344.461.952		163.129.957	INCOME - NET
TOTAL LABA KOMPREHENSIF	16.588.489.311		40.333.907.763	TOTAL COMPREHENSIVE INCOME



**Financial Performance: 9M23** 

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	30 September 2023/ September 30, 2023	Catatan/ Notes	30 September 2022/ September 30, 2022	
Laba neto yang dapat diatribusikan kepada: Pemilik Entitas Induk Laba periode berjalan dari				Net income for the attributable to: Owners of the Company Net income for the period
operasi yang dilanjutkan Laba periode berjalan dari	5.091.007.359		10.957.608.860	from continuing operation  Net income for the periode
operasi yang dihentikan	<del>-</del> :		10.346.798.701	from discontinued operation
Kepentingan nonpengendali	11.153.020.000		18.866.370.245	Noncontrolling interests
LABA NETO PERIODE BERJALAN	16.244.027.359		40.170.777.806	NET INCOME FOR THE PERIOD
Total penghasilan komprehensif yang dapat diatribusikan kepada	:			Total comprehensive income attributable to:
Pemilik Entitas Induk				Owners of the Company
Laba komprehensif dari	5 222 222 212		44 440 474 004	Comprehensive income
operasi yang dilanjutkan Laba komprehensif dari	5.308.333.019		11.110.174.904	from continuing operation Comprehensive income
operasi yang dihentikan	=		10.346.798.701	from discontinued operation
Kepentingan nonpengendali	11.280.156.292		18.876.934.158	Noncontrolling interests
TOTAL PENGHASILAN				TOTAL COMPREHENSIVE
KOMPREHENSIF	16.588.489.311		40.333.907.763	INCOME
LABA PER SAHAM YANG				EARNINGS PER SHARE
DAPAT DIATRIBUSIKAN				ATTRIBUTABLE TO
KEPADA PEMILIK				OWNERS OF THE
		40		
ENTITAS INDUK:	5.07	42	42.02	COMPANY:
Dari operasi yang dilanjutkan	5,87		12,62	From continuing operations
Dari operasi yang dihentikan			11,92	From discontinued operations
TOTAL LABA PER SAHAM				TOTAL BASIC EARNINGS PER
DASAR	5,87		24,54	SHARE
	7/-			