

## Highlights

- **1H22 core (operating) profit jumped +83% YoY to Rp5.8 billion, driven by margin improvement and cost control discipline**
- **Logistics revenue starting to kick-in, as a showcase of how we create multi-stream value within our SME networks**
- **Digital product sales: minor hiccup on the top line, while still well-compensated by margin improvement, resulting in profit growth of 12% YoY to Rp42.8 billion**
- **Tour & travel revenue skyrocketed 16x YoY to Rp32.8 billion, while a collaboration with MCAS and Mahaka Group could become the next game-changer**
- **Digital financial service revenue +38% YoY to Rp85.8 billion; API BI Fast connection will add muscle to business prospects**

### **1H22 core (operating) profit jumped +83% YoY to Rp5.8 billion, driven by margin improvement and cost control discipline**

PT Distribusi Voucher Nusantara Tbk (“DIVA” or “the Company”) demonstrated sustained robust performance in its core operating results during 1H22. Revenues contracted slightly, down by 3.3% YoY to Rp2.3 trillion, compared to Rp2.4 trillion over the same time span last year. However, this is neutralized by an improvement in gross margin and stronger cost control at the operating expense level. Gross margin managed to move northward, from 1.9% in 1H21 to 2.2% in 1H22. Hence, gross profit saw a 14.8% YoY rise, up from Rp44.6 billion in 1H21 to Rp51.2 billion in 1H22. We interpret this trade-off as a positive signal. Meanwhile, we managed to control our operating expenses, holding growth to only 9.6% YoY, from Rp41.4 billion in 1H21 to Rp45.4 billion in 1H22. As a result, operating profit recorded a 83.0% YoY jump, soaring from Rp3.1 billion in 1H21 to Rp5.8 billion in 1H22.

Meanwhile, 1H22 net income was recorded at only Rp92.1 billion, against Rp682.1 billion in 1H21, but this was primarily driven by non-core earning components. In 1H22, the Company only managed to earn Rp94.1 billion gain from its marketable security investments, down from the Rp682.7 billion recorded for 1H21. As of 1H22, DIVA sat on a net cash war chest of Rp1.8 trillion (including marketable securities and restricted deposits), against interest-bearing liabilities of just Rp91.1 billion. Thus, DIVA has ample headroom to finance its business expansion more aggressively from 2022 onwards.

### **Logistics revenue starts to kick in, as a showcase of how we create multi-stream value within our SME networks**

DIVA, in collaboration with PT Telefast Indonesia Tbk (IDX: TFAS) and SiCepat Group, has developed a breakthrough logistic service solution, utilizing an SME network as a “micro drop point” for parcel delivery. From a customer standpoint, this is quite beneficial, allowing them to drop off packages at their neighborhood SME outlet (*warung*), thus saving time and economizing on transportation costs. And as for the courier company, this will boost productivity and save costs, because of fewer pick-up

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points and a quicker pick-up time, while avoiding the need for “expansion capex” (such as an office service branch). This is known as a “light asset strategy”.

As of 1H22, DIVA succeeded in recruiting 238 SME members as logistic drop point outlets. These SMEs can now take in an additional revenue stream from logistic services, augmenting sales of digital products sourced from DIVA. This is how DIVA nurtures a sustainable bond with its SME members. As of 1H22, a staggering 5.1 million packages have passed through the hands of DIVA drop-point merchant members. As this handy service gains momentum and popularity, net commission revenue of Rp163 million, recorded by DIVA in 1H22 (after sharing with merchant owners), represents a huge upside potential, as outlet conversion rate is still less than 1% of total DIVA SME network of 54.6K outlets.

Another potential business that we are considering introducing within our SME network is in-store cloud advertising. For this, DIVA will collaborate with PT Digital Mediatama Maxima Tbk (IDX: DMMX). In fact, DIVA currently works together in this area of enterprise at hundreds of public transportation premises, combining self-service kiosks with digital advertising screens. As of this writing, DMMX is still “project-piloting” in +200 SME segment outlets. Should this yield successful results, DIVA will soon incorporate the business into its SME network.

***Digital product sales: minor hiccup on the top line, while well-compensated by margin improvement, resulting in profit growth of 12% YoY, to Rp42.8 billion***

DIVA digital product segment reported a minor hiccup in revenue, settling by -5.7% YoY, from Rp2.3 trillion in 1H21 to Rp2.2 trillion in 1H22, as we shifted gears into a profitability mode during the semester. We conclude that the experiment yielded a positive impact, as the improvement in gross margin, from 1.6% in 1H21 to 1.9% in 1H22, overcame the mild decline in revenue. The result: gross profit from the segment still managed to expand by 11.7% YoY, climbing from Rp38.3 billion in 1H21 to Rp42.8 billion in 1H22.

***Tour & travel revenue skyrocketed 16x YoY to Rp32.8 billion, as collaboration with MCAS and Mahaka Group could be the next game-changer***

Revenue from tour & travel segment posted a 16-fold YoY increase, soaring from a meager Rp2.0 billion in 1H21 to Rp32.8 billion in 1H22. This is in line with what we predicted in the earlier quarter, looking at air passenger statistics. We trust this surge in recovery will continue in coming quarters. Worth noting: our pre-pandemic revenue record from the segment stood at Rp187.8 billion (as of 2019).

We also expect our collaboration with MCAS and Mahaka Group will expedite recovery. DIVA, through its subsidiary PT Surprise Indonesia, has recently signed a three-party agreement with PT Mahaka Media Tbk (IDX: ABBA) and PT M Cash Integrasi Tbk (IDX: MCAS) for the collaborative development of a Moslem Travel Platform in Indonesia.

This novel platform will focus on the network of Muslim communities managed by ABBA through Harian Republika, the first newspaper for the Muslim community in Indonesia, established in 1993. In its role

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as a technology company, MCAS is the platform provider that brings strong digital infrastructure and a complete digital ecosystem into this collaboration, with various synergies able to build an innovative and useful platform for the Muslim community. Surprise itself is a part of the Smiling Tour Group and DIVA, which offers B2B services for tour packages, and functions as an agent for various recreational products, serving Umrah travel needs in this cooperative venture. Surprise currently manages affairs for more than 1,000 travel agents located in Jakarta, Java and surrounding areas, as an agent consolidator nationally.

This Moslem Travel Platform is to be released in the second semester of 2022. Users will enjoy flexibility in setting Umrah travel schedules, with convenient personalization and best prices in one application platform, starting from booking airline tickets, hotel reservations, transportation, travel agenda arrangements and all facilities in just one hand. We foresee this cooperation as possessing a huge business potential. Worth noting that Indonesian Umrah pilgrim numbers reached 1.2 million by 2019, as Indonesia is the second-largest contributor of Umrah pilgrims globally.

***Digital financial service revenue +38% YoY to 85.8 billion, as API BI Fast connection adds muscle to business prospects***

Revenue from the digital financial service segment rose by 37.8% YoY, from Rp62.3 billion in 1H21 to Rp85.8 billion in 1H22. DIVA, working through its subsidiary PT Multidaya Dinamika (MDD), continued to strengthen its position in the digital payment enabler space, supporting Government, financial institutions and merchants in their quest to implement and nurture a cashless ecosystem throughout all corners of the archipelago.

DIVA recently acquired the ability to facilitate monetary transactions through BI-FAST infrastructure, offering an inter-bank fund transfer service at a very competitive fee, undercutting conventional pricing. This feature will not only limited to money transfer service, but to be expanded into inter-bank cash withdrawals using QRIS, bulk credit, direct debit and requests for payment, among others. Note that BI-FAST payment system infrastructure was established by Bank Indonesia (the nation's central bank), offering access via payment system industry applications to facilitate secure retail payments for nearly 300 million consumers across the nation.

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### FINANCIAL HIGHLIGHTS

(Expressed in Billion Rupiah, Unless Otherwise Stated)

Income Statement	1H21	1H22	%YoY
Revenue	2,397.9	2,319.9	(3.3)
Gross Profit	44.6	51.2	14.8
Operating Income	3.1	5.8	83.0
Net Income*	682.1	92.1	(86.5)

\*Attributable to the Owners of the Company

Financial Position	2021	1H22	%Ytd
Asset	2,360.1	2,439.8	3.4
Liabilities	211.7	201.9	(4.6)
Equity	2,148.5	2,237.9	4.2
Net Cash (Debt)	1,629.5	1,669.7	2.5

Revenues	1Q21	1Q22	%YoY
Digital Products & Services	2,333.6	2,201.1	(5.7)
Tour & Travel	2.0	32.8	1,532.1
Digital Financial Services	62.3	85.8	37.8
Logistics	-	0.2	N.M
<b>Total Revenues</b>	<b>2,397.9</b>	<b>2,319.9</b>	<b>(3.3)</b>

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DAN ENTITAS ANAKNYA  
LAPORAN POSISI KEUANGAN  
KONSOLIDASIAN INTERIM  
Tanggal 30 Juni 2022 (Tidak Diaudit)  
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PT DISTRIBUSI VOUCHER NUSANTARA Tbk  
AND ITS SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENT OF  
FINANCIAL POSITION  
As of June 30, 2022 (Unaudited)  
(Expressed in Rupiah, unless otherwise stated)

	30 Juni 2022/ June 30, 2022	Catatan/ Notes	31 Desember 2021/ December 31, 2021	
<b>ASET</b>				<b>ASSETS</b>
<b>ASET LANCAR</b>				<b>CURRENT ASSETS</b>
Kas dan setara kas	169.149.115.888	2,4,35	251.973.930.638	Cash and cash equivalents
Investasi lainnya	1.607.103.815.000	2,5,7i,35	1.499.634.820.000	Other investments
Piutang usaha - neto		2,6, 16,35		Trade receivables - net
Pihak ketiga	19.568.344.521		59.647.212.395	Third parties
Pihak berelasi	134.313.294.669	7a	75.054.996.141	Related parties
Piutang lain-lain		2,35		Other receivables
Pihak ketiga	3.811.738.421		5.108.565.376	Third parties
Pihak berelasi	1.022.099.995	7b	670.623.000	Related parties
Persediaan	165.398.651.847	2,8,16,30	172.614.763.570	Inventories
Uang muka dan beban dibayar di muka	25.866.984.801	2,9	27.692.082.295	Advances and prepaid expenses
Pajak dibayar di muka	3.822.940.727	2,19a	4.744.565.888	Prepaid taxes
Piutang pihak ketiga	24.147.090.157	2,10,35	22.970.475.477	Due from third parties
Piutang pihak berelasi - jangka pendek	73.552.607.651	2,7c,35	33.764.637.665	Short-term due from related parties
Deposito yang dibatasi penggunaannya	52.456.983.750	2,7j, 11,16,35	52.456.983.750	Restricted time deposits
<b>Total Aset Lancar</b>	<b>2.280.213.667.427</b>		<b>2.206.333.656.195</b>	<b>Total Current Assets</b>
<b>ASET TIDAK LANCAR</b>				<b>NON-CURRENT ASSETS</b>
Aset tetap - neto	77.876.780.510	2,12, 21,22,32	70.740.143.690	Property and equipment - net
Aset takberwujud - neto	26.221.857.233	2,15,32	27.358.883.156	Intangible assets - net
Aset hak-guna - neto	4.183.973.454	2,23,32	4.436.934.853	Right-of-use assets - net
Investasi pada entitas asosiasi	20.712.140.467	2,13	22.324.753.482	Investment in associates
Investasi saham	10.356.483.133	2,14,35	10.356.483.133	Investment in shares
Aset pajak tangguhan	9.262.795.458	2,19e	9.048.856.003	Deferred tax assets
Goodwill	6.098.739.878	1c,2	6.098.739.878	Goodwill
Taksiran tagihan pajak penghasilan	4.017.607.801	2,19d	2.681.526.452	Estimated claims for tax refund
Aset tidak lancar lainnya	835.295.272		768.835.273	Other noncurrent assets
<b>Total Aset Tidak Lancar</b>	<b>159.565.673.206</b>		<b>153.815.155.920</b>	<b>Total Non-current Assets</b>
<b>TOTAL ASET</b>	<b>2.439.779.340.633</b>		<b>2.360.148.812.115</b>	<b>TOTAL ASSETS</b>

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## Financial Performance: 1H22 Results

PT DISTRIBUSI VOUCHER NUSANTARA Tbk  
DAN ENTITAS ANAKNYA  
LAPORAN POSISI KEUANGAN  
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PT DISTRIBUSI VOUCHER NUSANTARA Tbk  
AND ITS SUBSIDIARIES  
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FINANCIAL POSITION  
As of June 30, 2022 (Unaudited)  
(Expressed in Rupiah, unless otherwise stated)

	30 Juni 2022/ June 30, 2022	Catatan/ Notes	31 Desember 2021/ December 31, 2021	
<b>LIABILITAS</b>				<b>LIABILITIES</b>
<b>LIABILITAS JANGKA PENDEK</b>				<b>CURRENT LIABILITIES</b>
		2,6, 7j,8,11,16		
Utang bank jangka pendek	69.136.614.894	33,35,41	81.083.974.232	Short-term bank loans
Utang usaha		2,17,35		Trade payables
Pihak ketiga	8.495.695.870		9.572.121.444	Third parties
Pihak berelasi	44.564.261.968	7d	17.665.176.014	Related parties
Utang lain-lain		2,35		Other payables
Pihak ketiga	2.302.869.365		1.023.431.619	Third parties
Pihak berelasi	4.532.802.073	7e	4.108.271.876	Related parties
Beban akrual	704.162.662	2,18,35	698.539.100	Accrued expenses
Utang pajak	2.453.333.585	2,19b	3.753.100.297	Taxes payable
Uang muka penjualan	21.759.482.887	2,20	35.769.919.254	Advances from customers
Utang pihak berelasi	21.495.190.344	2,7f,35	28.597.189.168	Due to related parties
Bagian liabilitas jangka panjang yang jatuh tempo dalam waktu satu tahun:				Current maturities of long-term liabilities:
Utang bank	7.554.000.000	2,33,35 7j,12,21	7.554.000.000	Bank loans
Utang pembiayaan	82.336.643	12,22	27.268.678	Financing payables
Liabilitas sewa	1.781.727.585	23	1.533.997.184	Lease liabilities
<b>Total Liabilitas Jangka Pendek</b>	<b>184.862.477.876</b>		<b>191.386.988.866</b>	<b>Total Current Liabilities</b>
<b>LIABILITAS JANGKA PANJANG</b>				<b>NON-CURRENT LIABILITIES</b>
Liabilitas jangka panjang setelah dikurangi bagian yang jatuh tempo dalam waktu satu tahun:				Long-term liabilities - net of current maturities:
Utang bank	10.072.000.000	2,33,35 7j,12,21	13.849.000.000	Bank loans
Utang pembiayaan	148.159.680	12,22	58.520.445	Financing payables
Liabilitas sewa	2.277.704.859	23	2.446.529.867	Lease liabilities
Liabilitas imbalan kerja	4.515.257.431	2,24,32	3.940.101.596	Employee benefits liabilities
<b>Total Liabilitas Jangka Panjang</b>	<b>17.013.121.970</b>		<b>20.294.151.908</b>	<b>Total Non-current Liabilities</b>
<b>TOTAL LIABILITAS</b>	<b>201.875.599.846</b>		<b>211.681.140.774</b>	<b>TOTAL LIABILITIES</b>

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INTERIM CONSOLIDATED STATEMENT OF  
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As of June 30, 2022 (Unaudited)  
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<b>EKUITAS</b>				<b>EQUITY</b>
<b>Ekuitas yang dapat diatribusikan kepada Pemilik Entitas Induk</b>				<b>Equity attributable to Owners of the Company</b>
Modal saham - nilai nominal Rp 50 per saham				Share capital - par value Rp 50 per share
Modal dasar - 4.000.000.000 saham				Authorized capital - 4,000,000,000 shares
Modal ditempatkan dan disetor penuh - 1.428.571.400 saham	71.428.570.000	25	71.428.570.000	Issued and fully paid capital - 1,428,571,400 shares
Tambahan modal disetor Saham treasuri	592.674.751.173 (8.829.590.000)	2,26 2,25	592.674.751.173 (8.829.590.000)	Additional paid-in capital Treasury stock
Selisih atas transaksi dengan pihak nonpengendali	1.959.079.763	2	1.959.079.763	Differences in value of transactions with noncontrolling interests
Penghasilan komprehensif lain	502.440.867		527.798.764	Other comprehensive income
Saldo laba				Retained earnings
Telah ditentukan penggunaannya	500.000.000	27	500.000.000	Appropriated
Belum ditentukan penggunaannya	1.531.702.047.374		1.439.633.637.749	Unappropriated
<b>Total ekuitas yang dapat diatribusikan kepada Pemilik Entitas Induk</b>	<b>2.189.937.299.177</b>		<b>2.097.894.247.449</b>	<b>Total equity attributable to Owners of the Company</b>
Kepentingan non-pengendali	47.966.441.610	2,28	50.573.423.892	Non-controlling interests
<b>TOTAL EKUITAS</b>	<b>2.237.903.740.787</b>		<b>2.148.467.671.341</b>	<b>TOTAL EQUITY</b>
<b>TOTAL LIABILITAS DAN EKUITAS</b>	<b>2.439.779.340.633</b>		<b>2.360.148.812.115</b>	<b>TOTAL LIABILITIES AND EQUITY</b>

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LAPORAN LABA RUGI DAN PENGHASILAN  
KOMPREHENSIF LAIN KONSOLIDASIAN INTERIM  
Untuk Periode Enam Bulan yang Berakhir  
Pada Tanggal 30 Juni 2022 (Tidak Diaudit)  
(Disajikan dalam Rupiah, kecuali dinyatakan lain)**

**PT DISTRIBUSI VOUCHER NUSANTARA Tbk  
AND ITS SUBSIDIARIES  
INTERIM CONSOLIDATED STATEMENT OF PROFIT OR LOSS  
AND OTHER COMPREHENSIVE INCOME  
For The Six-Month Period Ended  
June 30, 2022 (Unaudited)  
(Expressed in Rupiah, unless otherwise stated)**

	30 Juni 2022/ June 30, 2022	Catatan/ Notes	30 Juni 2021/ June 30, 2021	
<b>PENJUALAN NETO</b>	2.319.909.084.249	2,7g,29 2,	2.397.889.734.212	<b>NET SALES</b>
<b>BEBAN POKOK PENJUALAN</b>	2.268.738.914.311	7h,8,30	2.353.318.719.636	<b>COST OF GOODS SOLD</b>
<b>LABA KOTOR</b>	<b>51.170.169.938</b>		<b>44.571.014.576</b>	<b>GROSS PROFIT</b>
<b>BEBAN USAHA</b>				<b>OPERATING EXPENSES</b>
Beban penjualan	3.785.808.951	31	4.211.840.137	Selling expenses
Beban umum dan administrasi	41.630.411.181	2,7i,12,15, 23,24,32	37.214.536.623	General and administrative expenses
Total Beban Usaha	45.416.220.132		41.426.376.760	Total Operating Expenses
<b>LABA USAHA</b>	<b>5.753.949.806</b>		<b>3.144.637.816</b>	<b>OPERATING INCOME</b>
<b>PENGHASILAN (BEBAN) LAIN-LAIN</b>		2		<b>OTHER INCOME (EXPENSES)</b>
Keuntungan investasi lainnya	94.134.747.000	5	682.725.660.200	Gains on other investments
Pendapatan bunga	1.820.332.448	4,11	2.305.035.473	Interest income
Pendapatan sewa	1.907.661.225	7k	1.485.156.876	Rent income
Beban bunga	(3.575.538.667)	22,23,33	(5.723.953.872)	Interest expenses
Bagian atas rugi neto entitas asosiasi	(1.612.613.015)	13	(531.435.957)	Share in net loss of associates
Lain-lain - neto	40.140.621		(373.736.492)	Others - net
Total Penghasilan Lain-lain - Neto	92.714.729.612		679.886.726.228	Total Other Income - Net
<b>LABA SEBELUM MANFAAT (BEBAN) PAJAK PENGHASILAN</b>	<b>98.468.679.418</b>		<b>683.031.364.044</b>	<b>INCOME BEFORE INCOME TAX BENEFIT (EXPENSE)</b>
<b>MANFAAT (BEBAN) PAJAK PENGHASILAN</b>	<b>(2.024.645.277)</b>	2,19c	<b>(746.171.511)</b>	<b>INCOME TAX BENEFIT (EXPENSE)</b>
<b>LABA NETO TAHUN BERJALAN</b>	<b>96.444.034.141</b>		<b>682.285.192.533</b>	<b>NET INCOME FOR THE YEAR</b>

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For The Six-Month Period Ended  
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<b>PENGHASILAN (RUGI) KOMPREHENSIF LAIN</b>				<b>OTHER COMPREHENSIVE INCOME (LOSS)</b>
<i>Pos-pos yang tidak akan direklasifikasi ke laba rugi pada periode berikutnya:</i>				<i>Items that will not be reclassified to profit or loss in subsequent period:</i>
Bagian penghasilan (rugi) komprehensif lain entitas asosiasi	-	2,13	972.779	<i>Share in other comprehensive income (loss) of associates</i>
Efek pajak terkait	2.246.452	2,19e	(54.017.370)	<i>Related tax effect</i>
Pengukuran kembali liabilitas imbalan kerja	(10.211.147)	2,24	245.533.500	<i>Remeasurement of employee benefits liabilities</i>
<b>PENGHASILAN KOMPREHENSIF LAIN - NETO</b>	<b>(7.964.695)</b>		<b>192.488.909</b>	<b>OTHER COMPREHENSIVE INCOME - NET</b>
<b>TOTAL PENGHASILAN KOMPREHENSIF</b>	<b>96.436.069.446</b>		<b>682.477.681.442</b>	<b>TOTAL COMPREHENSIVE INCOME</b>
Laba neto yang dapat diatribusikan kepada:				<i>Net income for the year attributable to:</i>
Pemilik Entitas Induk	92.068.409.625		682.110.835.315	<i>Owners of the Company</i>
Kepentingan non-pengendali	4.375.624.516	2,28	174.357.218	<i>Non-controlling interests</i>
<b>LABA NETO TAHUN BERJALAN</b>	<b>96.444.034.141</b>		<b>682.285.192.533</b>	<b>NET INCOME FOR THE YEAR</b>
Total penghasilan komprehensif yang dapat diatribusikan kepada:				<i>Total comprehensive income attributable to:</i>
Pemilik Entitas Induk	92.043.051.728		682.283.733.420	<i>Owners of the Company</i>
Kepentingan non-pengendali	4.393.017.718	2,28	193.948.022	<i>Non-controlling interests</i>
<b>TOTAL PENGHASILAN KOMPREHENSIF</b>	<b>96.436.069.446</b>		<b>682.477.681.442</b>	<b>TOTAL COMPREHENSIVE INCOME</b>
<b>LABA NETO PER SAHAM YANG DIATRIBUSIKAN KEPADA PEMILIK ENTITAS INDUK</b>	<b>65,76</b>	2,37	<b>974,45</b>	<b>EARNINGS PER SHARE ATTRIBUTABLE TO OWNERS OF THE COMPANY</b>

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