



1972-2024  
**STRONGER  
& BETTER**

# PANR: Earnings Call 3Q24

November 2024

**PT. PANORAMA SENTRAWISATA, TBK.**





# A quick look on who we are



Panorama has served over than 50 years.  
Serving to **individual** and **corporate clients**,  
both **domestically** and **internationally**

**21 outlets, 8 cities, 3 countries,**  
**1.7 million pax handled, 4K talents**

## MULTI MARKET

- Retail Market
- Corporate Market
- Foreign Tourist

## MULTI MODEL

- B2C
- B2B
- B2B2C

## MULTI PRODUCT

### Product for Retail

**Panorama JTB**

**panorama  
ministry**



### Product for Corporate

**orange**  
incentive  
house



### Product for Foreign Tourist

**Panorama**  
Destination  
INDONESIA

**Panorama**  
Destination  
THAILAND

**Panorama**  
Destination  
MALAYSIA



# Our Businesses

## OUTBOUND / TRAVEL-LEISURE

- Outbound Tours
- Corporate Travel
- Corporate Incentive Management
- Travel Franchise
- Pilgrimage Tours
- Moslem Tour

**Panorama JTB**

**orange**  
incentive house

**CWT**

**CHAN**  
BROTHERS

**trip**  
tour

**Preferred**  
Tours Management

**wupi**  
Oak Ribet, Pasti Hepil

**smart HOLIDAY**  
PERFECT TRAVEL EXPERIENCE

**panorama**  
ministry

## TRAVEL RELATED

- MICE (Meeting, Incentive, Convention, Exhibition)
- Transportation Provider (Coaches, Medium Buses, Mini Van)
- Shuttle Services
- Logistic
- B2B Hotel Aggregator

**WHITE HORSE**  
GROUP

**DayTrans**  
SHUTTLE • TRAVEL • COURIER

**explorer.**

**MG group**

**Panoramamedia**

## INBOUND

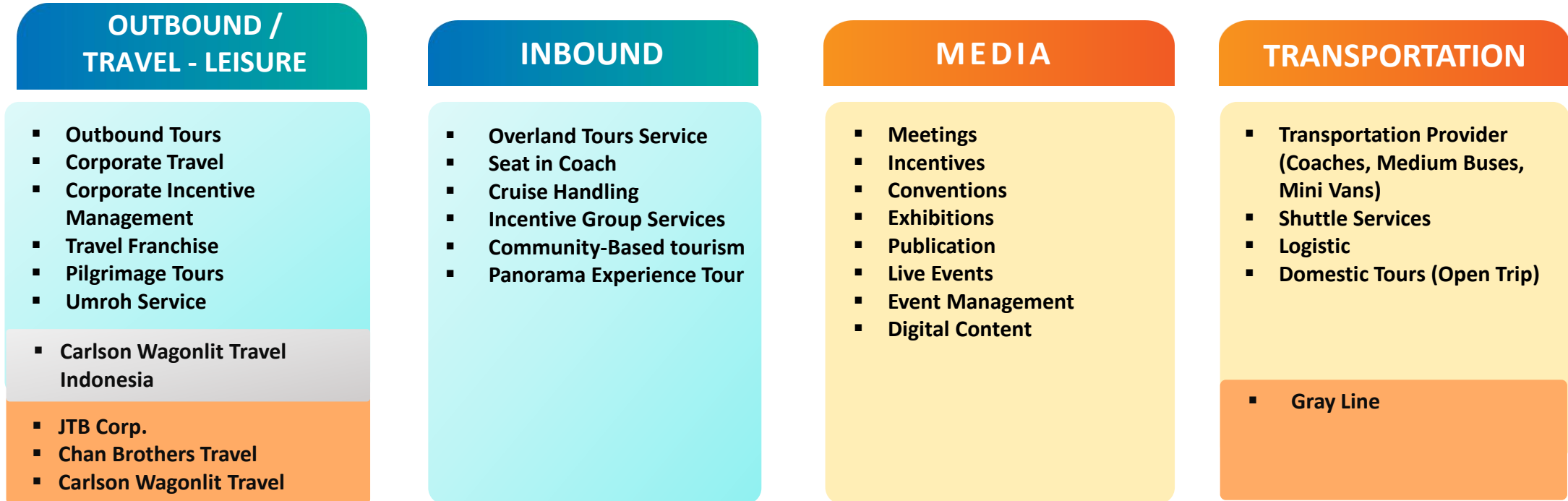
- Overland Tours Service
- Seat in Coach
- Cruise Handling
- Incentive Group Services
- Community-Based tourism
- Panorama Experience Tour

**Panorama**  
Destination  
INDONESIA

**Panorama**  
Destination  
MALAYSIA

**Panorama**  
Destination  
THAILAND

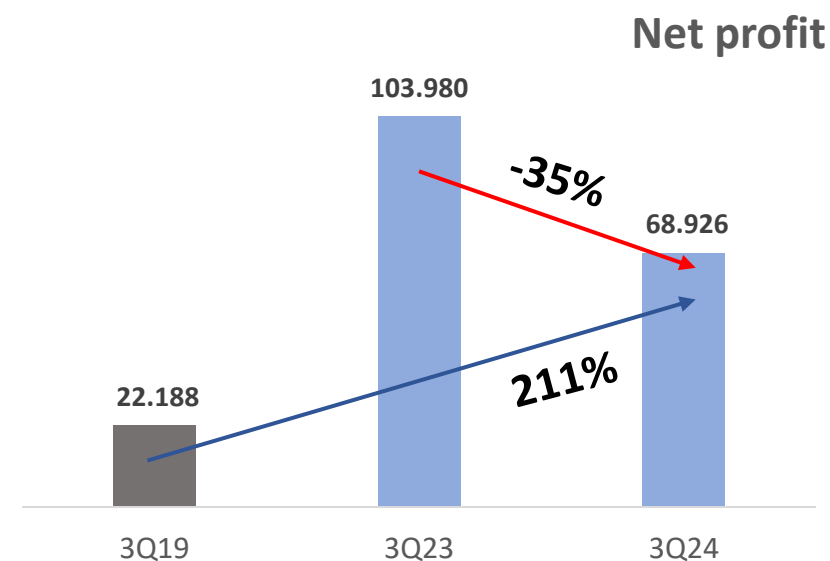
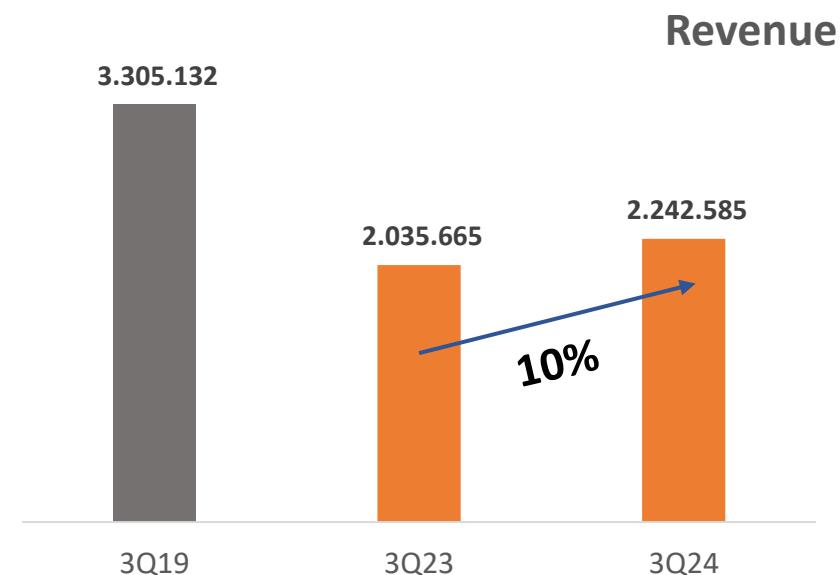
# Business Pillars



 *Subsidiaries*  *Associated Companies*  *Strategic Partner Alliance*

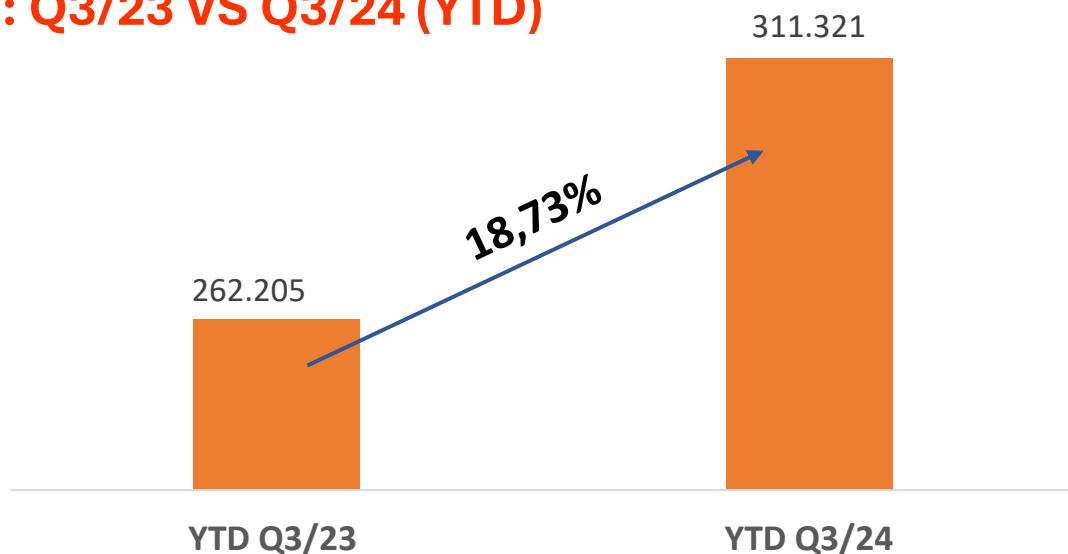
# Bottomline performance is on the right track

- The company has framed 2024 as a year of normalization.
- Revenue in the third quarter of 2024 (Q3 2024) increased by 10% compared to the previous quarter (Q3 2023). However, net profit declined significantly by 35% due to a substantial increase in human resources expenses. These increased HR costs are considered an investment for future business growth in 2025 onward.
- External factors, such as rising costs of goods sold in tourism packages (including airfares, hotel rates, local transport), also contributed to the decline in net profit.
- Although the total revenue in Q3 2024 is still lower than the pre-pandemic level (Q3 2019), the company's bottom line (net profit) has seen a remarkable improvement, surging by 211% compared to the same period before the pandemic.



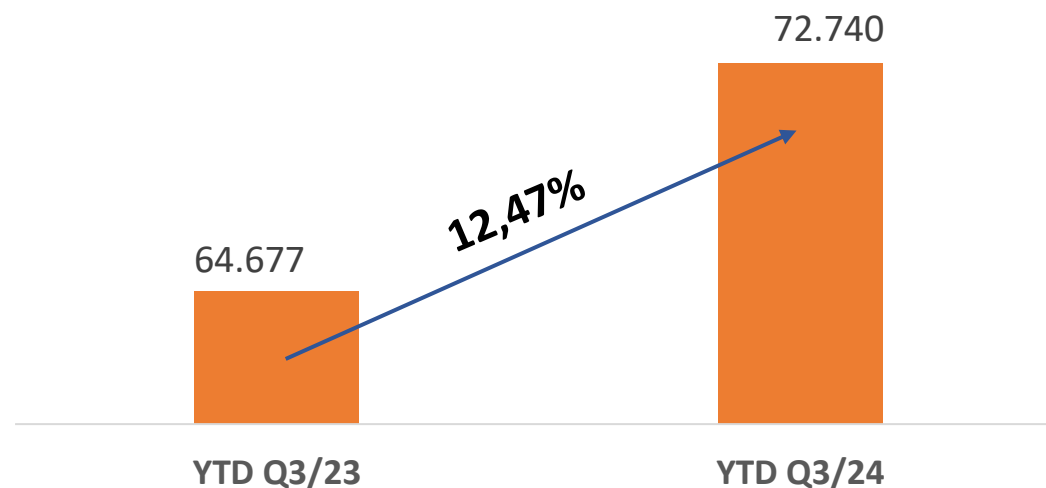
# Pax Handling Performance

## OUTBOUND/TRAVEL & LEISURE Pax Handling : Q3/23 VS Q3/24 (YTD)



- Pax handling contribution still dominated by Corporate Travel market which specifically through business trip services
- The contribution from Leisure (group tour) start higher in Q3/24
- The Incentive tour segment start giving positive trajectory from Q1-Q3 2024 compare last year

## INBOUND Pax Handling : Q3/23 VS Q3/24 (YTD)

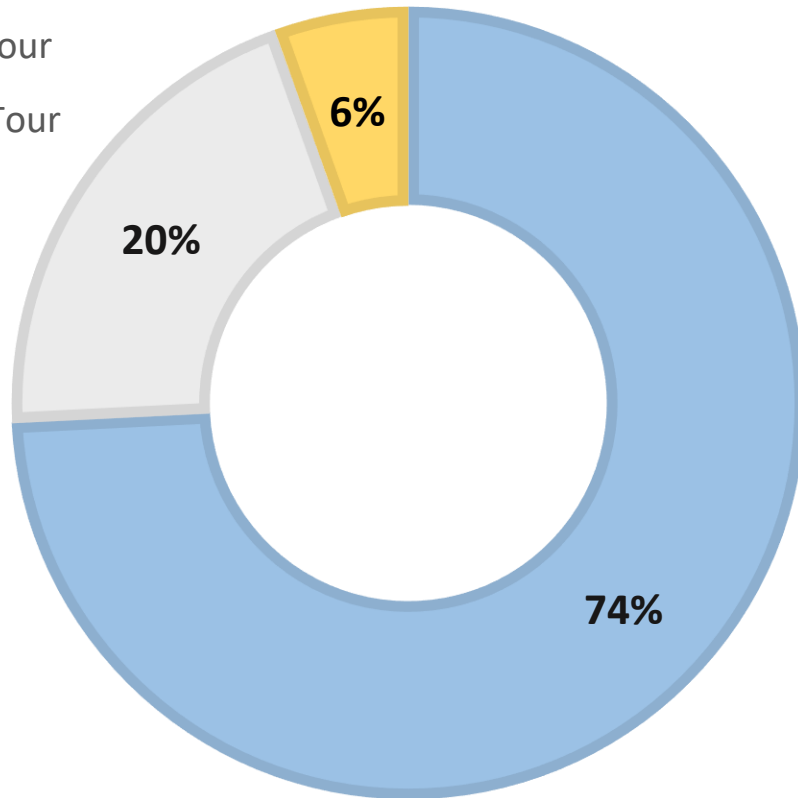


- Indonesia office giving positive performance until Q3/24 for 23% growth compare Q3/3
- Thailand office performance was pressured down to -16% due to losing one contract with one travel agent, but this is only occurred in Phuket. The team has resolved the situation by taking back the contract for 2025.
- Malaysia office is recording positive growth for 15% compare same period last year

# Operational Contribution Performance

## MARKET CONTRIBUTION

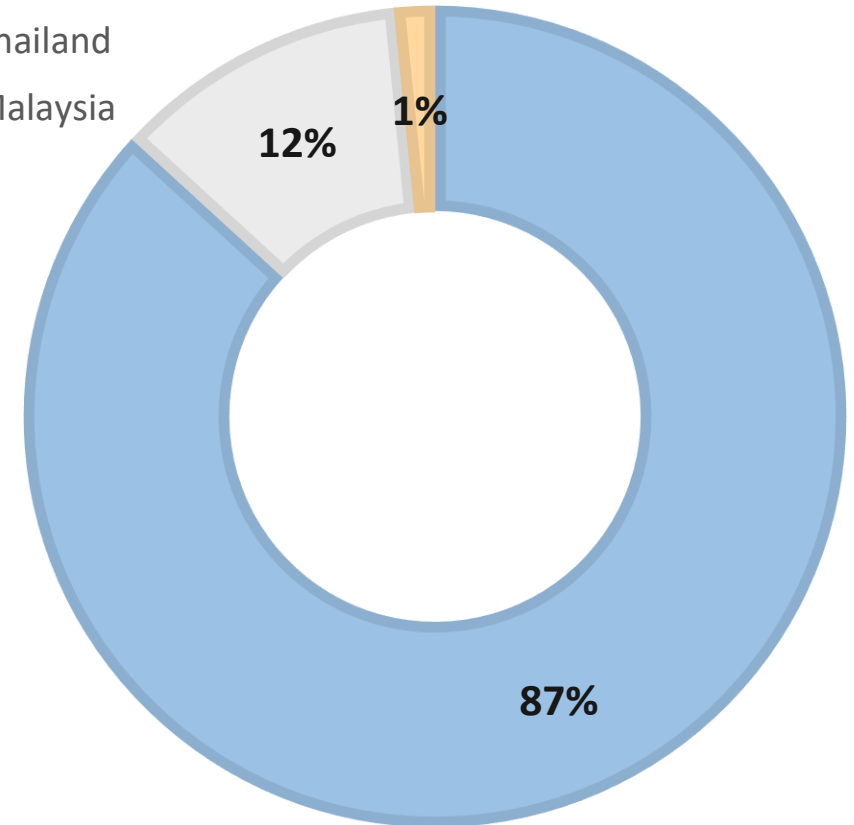
- Corporate Travel
- Leisure / Tour
- Incentive Tour



**Outbound**

## DESTINATION CONTRIBUTION

- Indonesia
- Thailand
- Malaysia



**Inbound**



# Panorama



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& BETTER**

## THANK YOU

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