



PT MNC VISION NETWORKS TBK (“IPTV”) BUSINESS UPDATE

Jakarta, Indonesia – 11 December 2019

IPTV TO FURTHER INCREASE ITS STAKE IN K-VISION TO 80%

PT MNC Vision Networks Tbk (“the Company or “IPTV”) is set to acquire an additional 20% of its stake at K-Vision, which brings the Company’s ownership to 80%.

K-Vision was initially acquired in July to further complement the Company’s subsidiary, MNC Vision, a DTH based post-paid Pay TV service. K-Vision is well positioned to penetrate the middle to lower market segment, whereas MNC Vision, focuses on premium market. Moreover, DTH Pay-TV continues to show promising prospect for IPTV in general, as it is addressable for 70% of the Indonesian households.

K-Vision is a DTH Pay TV service with prepaid business model by selling equipment, including its set top box (STB) outright, with the option to subscribe content packages through pre-paid vouchers that cost between Rp50.000 to Rp180.000. The Company is targeting at least 30% of K-Vision newly acquired customers to continuously subscribe premium channels by purchasing the content vouchers.

As of today, K-Vision is the fastest growing Pay-TV service in Indonesia, reaching daily acquisition of 5000-7000 new customers on a daily basis. Furthermore, this makes K-Vision the largest Pay-TV operator in the country, in terms of its daily customer acquisition.

Comments from Ade Tjendra, President Director of IPTV:

“We are truly excited to increase our stake at K-Vision. The decision to acquire K-Vision in July has proved to be a significant growth driver for the Company, which was reflected in our Q3-2019 result. I believe the combination of our comprehensive operating lines have staked out strong, sustainable and in a unique position within the ecosystem to perform well going forward. Additionally, we recently kick-off our due diligence to acquire LINK, which I expect to be completed before March 2020. Last but not least, IPTV has been actively pursuing to buy out LCO (local cable operator) throughout Indonesia to further cement the Company’s position as the biggest Pay-TV group in the nation.”

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