



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

**Jakarta, Indonesia – 2 December 2019**

### **IPTV EXPLORES ACQUISITION OF A MAJORITY STAKE IN LINK**

PT MNC Vision Networks Tbk (“the Company or “IPTV”) has signed a term sheet to explore possible acquisition of a majority stake in PT Link Net Tbk (“LINK”) from PT First Media Tbk and Asia Link Dewa.

The success of this corporate action will be subject to due diligence, certain other customary condition precedents, financing, and signing of the definitive agreement.

The acquisition can potentially create various synergies in content, network, bandwidth and many others which should result in stronger revenue growth as well as improved profitability due to cost saving in the elements mentioned above.

IPTV envisages that additional revenues should come from higher content related revenue, increase of advertising sales, additional home pass as a result from the relocation of overlapping network, and higher OTT SVOD/AVOD revenues.

On the cost side, savings would come from, among others, economies of scale in content costs, reduction in bandwidth costs, lower operational expenses, as well as more effective usage of marketing expenses.

IPTV notes that this transaction can only be completed after all the conditions precedents are met and definitive binding agreement is signed.

### **Comments from Ade Tiendra, President Director of IPTV:**

“We are all very delighted to be able to agree on the commercial terms to acquire LINK. If the deal is successful, this combination would benefit the Company, which should significantly increase its presence in the broadband & IPTV/Cable TV business moving forward.

LINK is an exceptional fit to our existing group structure, and I believe the deal should solidify the Company’s dominant position as the most integrated subscription based media group in the country supported with its strongest in house content.”

### **About PT MNC Vision Networks (IPTV):**

IPTV is the largest Pay TV, digital and broadband group in Indonesia. It has PT MNC Sky Vision Tbk, the largest direct to home (DTH) pay TV operator using weatherproof S-band technology, which owns 2.4 million post paid subscribers under the brand MNC Vision.

IPTV recently acquired a majority stake in K-Vision, the largest prepaid DTH pay TV operator using Ku-band technology, which focuses on the lower ARPU in the mid to low mass market.

In broadband services, IPTV has rolled out 1.5 million home passes of fiber to the home (FTTH) network in 9 cities under the brand MNC Play. As a newcomer in the market, it has grown fast and become the number three largest FTTH operator after Linknet and Indihome.

IPTV also operates OTT (over the top) video streaming service called MNC Now, which has grown to become the fastest growing OTT in Indonesia. In less than two years MNC now has more than 20 million monthly active users (MAU) for both AVOD and SVOD services.

Last but not least, IPTV is the only integrated pay TV, digital and broadband group that produces original content, both linear channels and VODs in short, medium and long formats, exclusively for the use of its platforms.

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