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## **INVESTOR RELEASE PT MNC VISION NETWORKS TBK (“IPTV”)**

### **IPTV Completed its First Local Cable Operator Acquisition**

PT MNC Vision Networks (“MVN” or “the Company”) has completed the acquisition of a Local Cable Operator (LCO) in Batam - Kepulauan Riau named PT AMG Kundur Vision (AMG) for its majority shares of 80%.

The closure of the agreement is in-line with the Company’s vision to capture all the available Pay-TV market in Indonesia, even in such areas that are not attainable for the Company’s two DTH Pay-TV units, namely MNC Vision (post-paid DTH) and K-Vision (pre-paid DTH).

The Company has set numerous potential LCO targets all over the nation to further elevate MVN brand by being present in all of Indonesia’s provinces. This way, reach and penetration of nationwide Pay-TV market will be maximized.

Subscribers’ base of AMG will hover around 35,000 subscribers at end of 2020, 45,000 subscribers in 2021, and 55,000 subscribers in 2022.

### **IPTV Subscribers Update**

As of May 2020, total aggregate subscribers of MVN subsidiaries through MNC Vision (post-paid DTH), K-Vision (pre-paid DTH), MNC Play (IPTV and broadband), Play Box (Android TV OTT Box), and LCO has reached 5.4 million subscribers.

The acquisition of K-Vision in mid-2019 turned out to be very rigorous, as it proved to be a catalyst on the subscribers’ growth driver for the Company. K-Vision consistently acquires over 200,000 in 3 consecutive months and on the 1<sup>st</sup> of June, subscriber’s daily acquisition was 11,680 new subscribers, which is a new all-time high.

Furthermore, the Company’s OTT platform, Vision+ has also been showing strong performance throughout the year by gaining more than 29 million monthly active user (MAU) as of May 2020.

## **MNC Channels Performance Update**

The Company's 12 pay channels posted a new record in May (10-16) by accumulating a total audience share of 21.1% (excl FTA owned by MNCN), which was the highest amongst all pay channel group. Introduced in January 2020, Vision Prime, the newest pay channel under MNC Channel's portfolio performed exceptionally well by being ranked as the #1 pay channel on Pay-TV/IPTV platform.

## **Comments from Ade Tjendra, President Director of MVN:**

"I am very happy to announce that we have closed our first local cable operator deal in Batam, Kepulauan Riau. Our ultimate goal is to acquire LCO in every province to strengthen our national network or sublicense our channels if they want to be independent. This will be a big step towards establishing a much stronger presence in smaller cities all over the nation. Furthermore, the growth of K-Vision has been tremendous and it promises a strong future for the Company. The Company's content arms, MNC Channels, continued to perform and improves its quality of production, which was shown on its strong performance in May 2020. IPTV is set to have strong results this year."

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