



MVN

PT MNC Vision Networks Tbk

Corporate Update

September 2023

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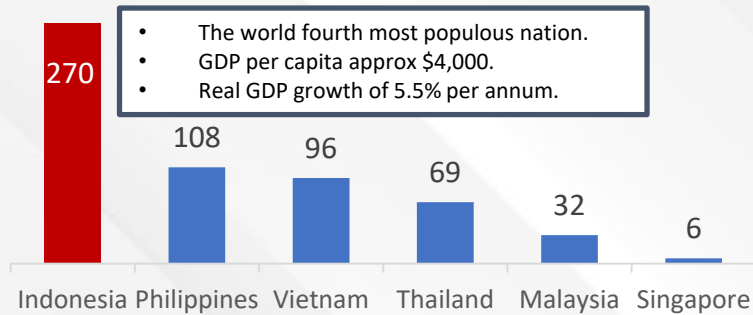
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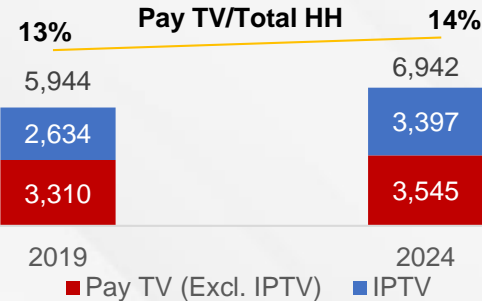
Macro Drivers Support Industry Growth

Population (in millions)



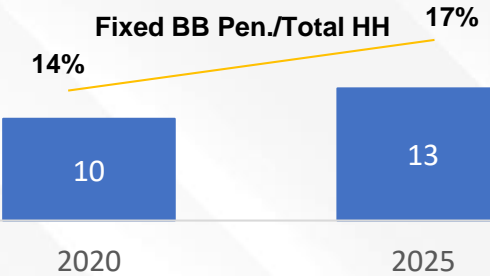
Pay TV/IPTV – Households Penetration

In thousand households



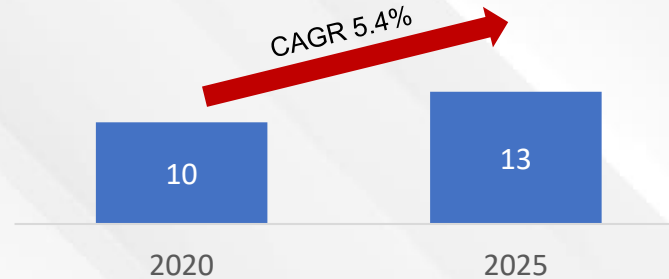
Fixed Broadband – Households Penetration

In million households



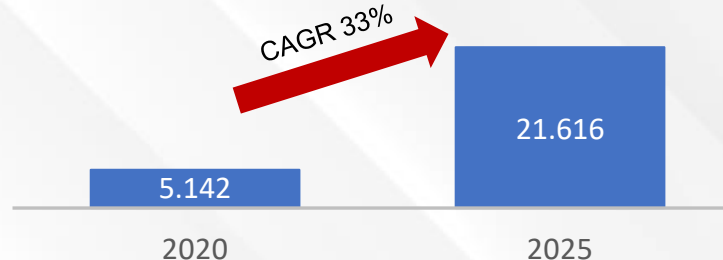
Fixed Broadband Subs

In million



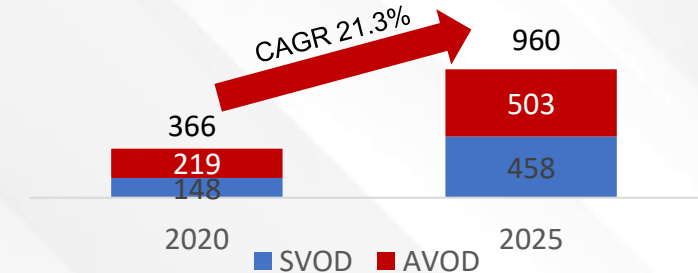
Direct SVOD Subs

In thousands



Online Video Revenue

In \$ mn

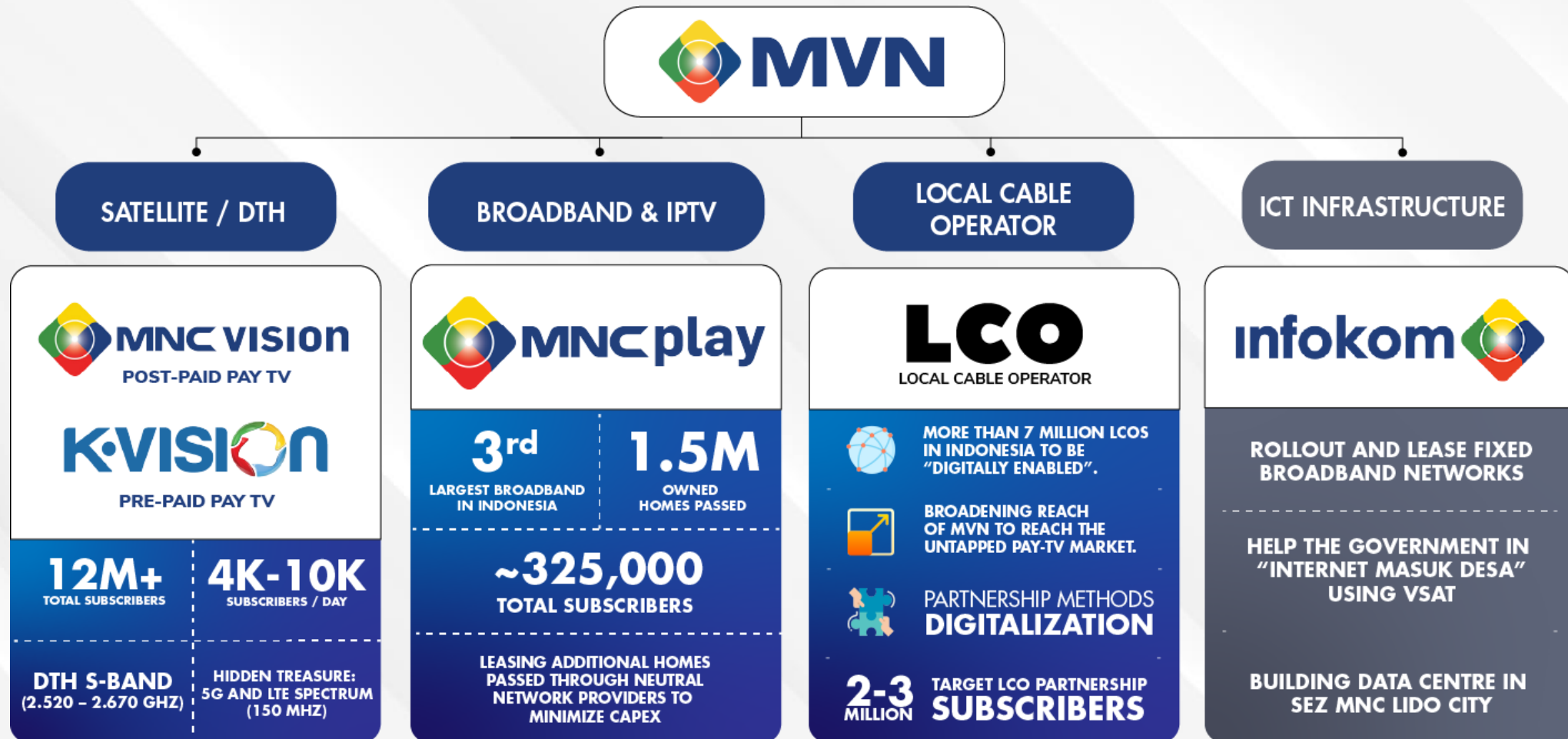


- A large & young population, 226mn people below age of 54; growing by 3 to 4mn people every year for the next 15 years.
- Fixed broadband subs stood at 10 million households by end of 2020. This figure will grow to 13mn households in 2025, which represents 5.4% CAGR (2020 – 2025).

- 76% of the net addition to total subscriber growth from 2019 to 2024 is projected to be from increasing IPTV subscribers
- Direct SVOD penetration to total population in Indonesia remains one of the lowest in the Asia Pacific region at 2% in 2020 – this is projected to grow significantly from 5.1 million subscribers in 2020 to 21.6 million in 2025, representing a CAGR of 33%

- With an increase in fixed broadband adoption and ever more affordable mobile data, OTT media demand is projected to increase substantially over the next 3-5 years
- Online video revenue (SVOD and AVOD) is projected to grow from \$366 million in 2020 to \$960 million in 2025

Corporate Structure (IPTV)



 = in the process of acquisition



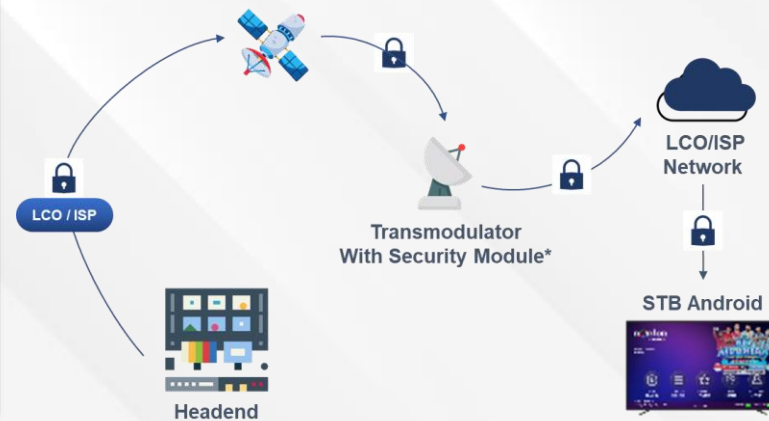
- **MNC Vision provides DTH-based Pay TV services** in Indonesia with ~1.4mn subscribers, which represents 90% market share. Capturing massive market opportunity in an archipelago.
- **Subscriber's growth** will be focused on reaching broader segments in tier 2 and tier 3 cities (70% of total households in Indonesia) and LCO (local cable operator) partnerships to expand DTH market share.
- **Hidden Treasure:** Monetization of 5G and LTE Spectrum (150 Mhz).



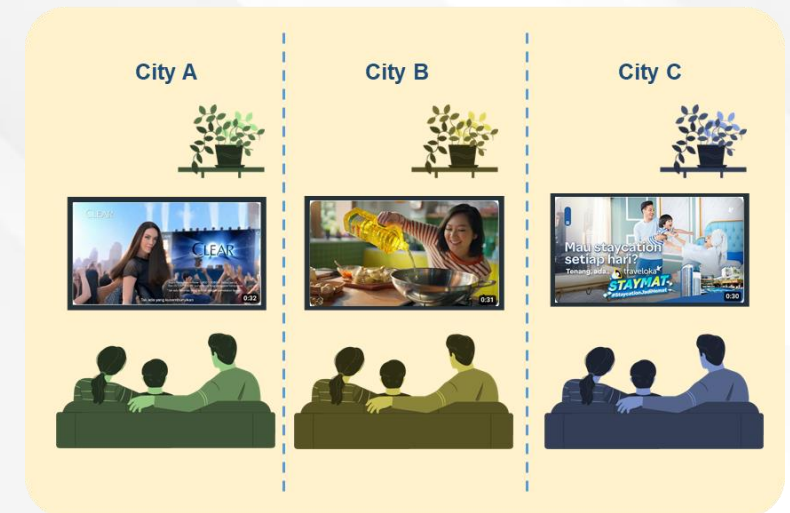
LCO

LOCAL CABLE OPERATOR

- **Shift in LCO network technology** from coaxial to FO which is FTTH-ready
- **Pay-TV content services from LCO and ISP**
- **Android application technology** capabilities that can be used on Android STBs.
- **Market potential continues to grow** along with the development of LCO and ISP networks



- **Monetization of advertising inventory on MNC Vision**
- **Introducing Audience measurement** combined with enriched data for targeted advertisement
- **Optimal additional transponder requirements**



Ads Channel Generated by INVIDI



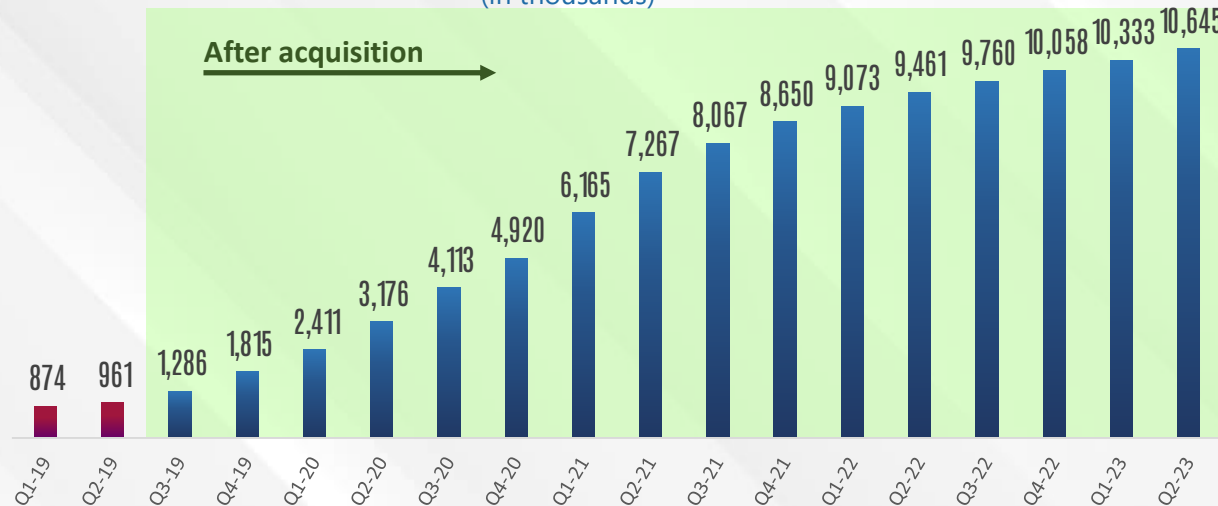
Pay TV Platform for the Mass Market

- **Prepaid Pay TV**, which captures mass market in Indonesia with 20+ mio target homes that can potentially be a subscriber
- **Acquires 4,000 – 10,000 new subscribers on a daily basis** with more than 10.6m+ subscribers as of June 2023
- **LCO Partnership** through digitalization and content licensing



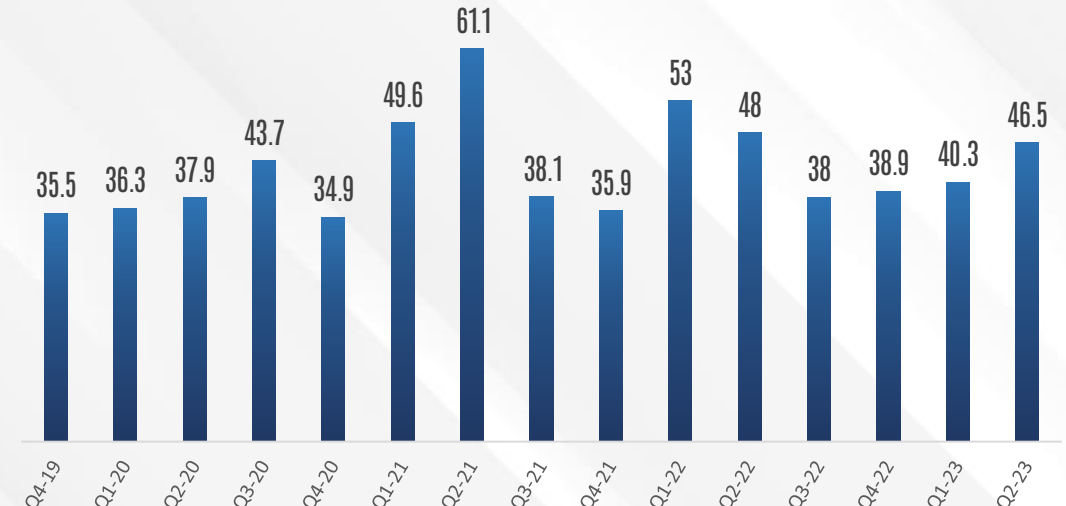
Customer Base

(in thousands)



Top Up Voucher Purchase

(in billions)

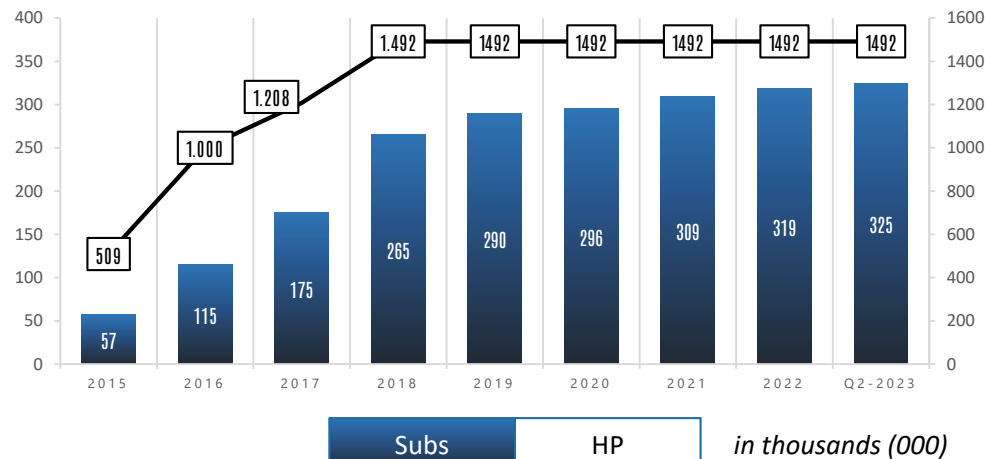


2 STRATEGIC STANCE FOR BROADBAND & IPTV EXPANSION

1

MNC Play is the 3rd largest broadband and IPTV operator with close to 1.5mn home pass (+243,000 from network partnership) and ~325,000 subscribers since its inception in 2015.

Subs & HP Growth 2015 - 2023



2

Secured various partnership with neutral network providers to expand its home pass network that lower capex and opex requirement in the future and allows the Company to focus on the delivery of its services (internet & IPTV)

MNC Play has secured partnership with ICON+, FiberStar, IBS and Serpong Mas Telematika (SMT) which allows the Company to lease excess network capacity to penetrate into customer homes.


This will expedite MNC Play's future growth, both in terms of number of subscribers and home pass expansion, without having to do internal home pass rolling out activities.




2

RAPID HOMEPASS EXPANSION THROUGH PARTNERSHIP WITH NEUTRAL NETWORK PROVIDERS


- The Company has secured partnerships with leading network providers to expedite its network expansion to more than 1,000,000 homes (covering 14+ cities)
- MNC Play is the first broadband provider to secure a multi-year deal with state-owned electricity company subsidiary, ICON+, which has a huge consumer market access and very low roll-out costs per home passed in Indonesia




Lease Excess Capacity




- A subsidiary of state-owned electricity company (PLN), which has huge consumer market access and very low roll-out costs per homepass



- One of the leader in the FTTx industry in Indonesia, responsible for designing, building, and operating high quality network infrastructure

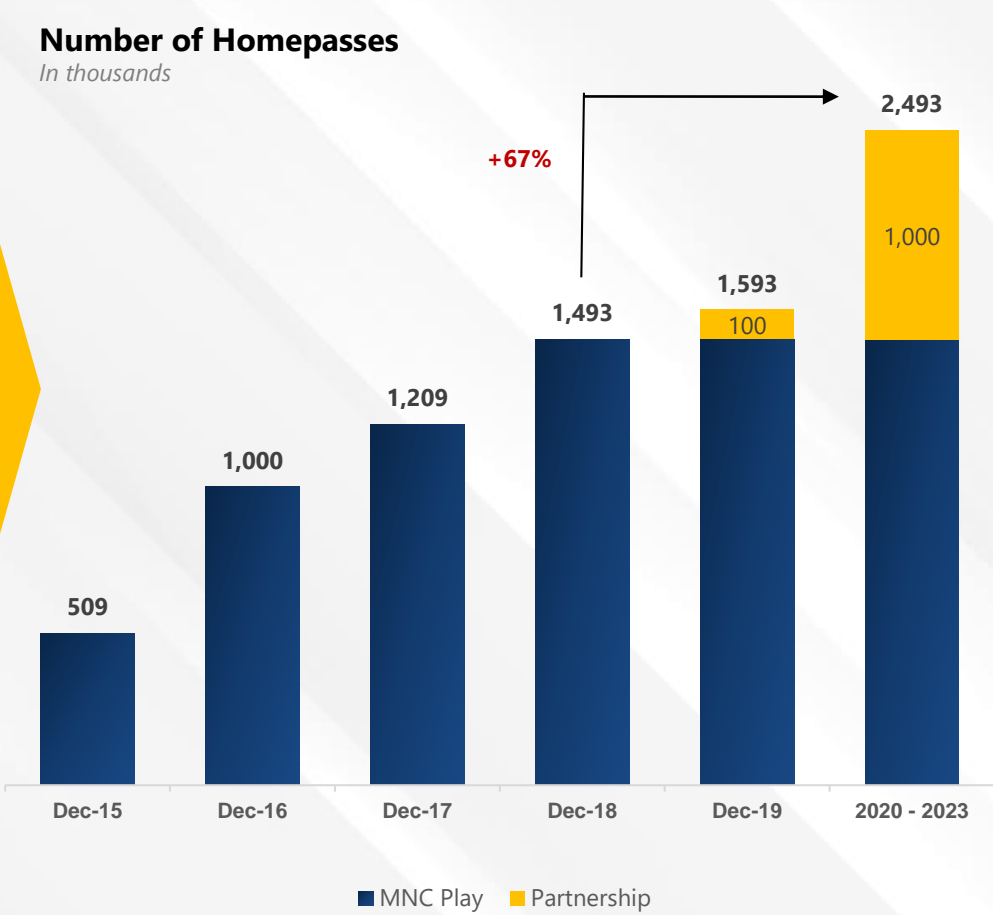


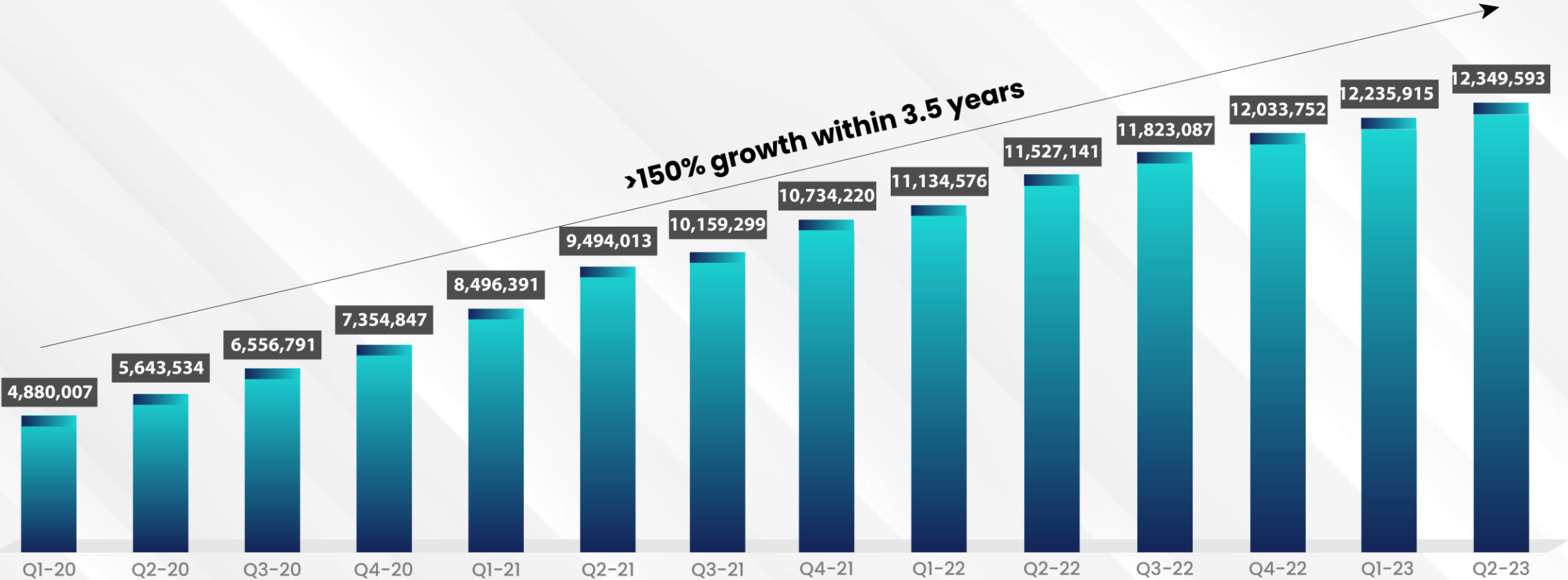
- IBS is one of Indonesia's "big four" publicly traded independent tower companies in the country. IBS infrastructure is strategically located where operators need it most,



- Established as a company that plans, builds and manages fiber optic networks in the Bumi Serpong Damai (BSD), Deltamas and will expand to other areas.

1. Secured various partnership with neutral network providers for homes passed expansion to lower CAPEX and OPEX requirement
2. Partnership with ICON+, a subsidiary of state-owned electricity company (PLN), is an important milestone for MNC Play. ICON+ manages 100% of the electricity pole in Indonesia, which provides MNC Play with the ability to roll out new home passes all over the country





Source: Company Data



8 /20 Popular Pay TV Channels in Indonesia

Rank	Channel	Audience Share (January – August 2023)
1	SPORTSTARS 2	6.01
2	KIDS TV	4.04
3	CARTOON NETWORK	6.91
4	BTV PAY	6.36
5	ENTERTAINMENT	4.15
6	SINDONEWS TV	3.52
7	S-ONE	3.82
8	SPORTSTARS	3.51
9	NICK JUNIOR	3.21
10	CELEBRITIES TV	2.29
11	CINEMAX	2.80
12	VISION PRIME	2.70
13	TVN	2.92
14	NICKELODEON	2.68
15	AXN	3.45
16	HBO	4.12
17	TVN MOVIES	0.83
18	OKEZONE TV	1.86
19	CELESTIAL MOVIES	1.41
20	NGC WILD	1.83

Source : Nielsen - Media

16 Pay Channels In Various Genres for The Exclusive Use of Our Subscription Based Platforms




















<https://www.mncvisionnetworks.com/>

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