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

### Business Update of IPTV

#### **The Fastest Growing and Largest SVOD OTT Platform**

Vision+, a subsidiary of PT MNC Vision Networks Tbk (“IPTV” or “the Company”) has grown remarkably over the last one year to be the largest subscription online video streaming platform in Indonesia. Vision+ was recently ranked as the sixth most visited entertainment sites in Indonesia through a research conducted by Comscore. It currently has more than 1.6 million paid subscribers with 33 million Monthly Active Users (MAU), placing Vision+ ahead of most of its local and international competitors in the market. Recently, Media Partners Asia (MPA) released a report showing that there are approximately 5.1 million direct SVOD subscribers (2020) in Indonesia, this represents 31% subscribers penetration market share for Vision+ in 2020.

#### Top Entertainment Websites in Indonesia per December 2020

Rank	Media
1	Youtube
2	Mi Music - Songs & Playlists
3	Grid.id
4	Google Play Music
5	Brilio.net
<b>6</b>	<b>Visionplus.id</b>
7	The Viva Networks
8	Kapanlagi.com
9	Channelthree.tv
10	Vidio.com

Vision+ continues to dominate the market through its comprehensive exclusive content, in the form of suited pay channels and VOD originals produced by Vision Pictures. In addition, the online platform also has the most complete local Free-to-Air channels and the most extensive selection of international premium channels with catch up features. Furthermore, 4 FTA channels, namely RCTI, MNCTV, GTV, & iNews (MNCN) which commands an average

audience share of more than 50% on primetime and TV One & ANTV (VIVA) which are both exclusive to the IPTV Group. This makes Vision+ as the only OTT platform to exclusively carry all FTA channels in Indonesia. Historically, performance of FTA channels on subscribers based platform in Indonesia have always been strong, which accounts for more than 70% of the Pay-TV and OTT audience on any given period.

Starting in 2020, Vision+ has entered into the original production space and is committed to produce up to 20 fresh episodes every month that is exclusive to the platform. Vision+ has produced multiple episodes across 3 titles to date, such as “Disconnected”, “Skripsick”, and “Twisted”.

### **Continued Dominance of K-Vision**

K-Vision continues to make headway in dominating the prepaid DTH Pay-TV market, reaching a record breaking monthly acquisition rate of 514,000 in January 2021 with an aggregate total subscribers of 5.74 million users as of 21<sup>st</sup> February 2021

Furthermore, K-Vision has started a new initiative involving a QR code on TV to ease the process for customers to purchase top up sales voucher using various e-money platforms. In 2021, K-Vision targets its monthly top up sales voucher to reach Rp40 billion on a monthly basis from Rp13 billion level in H2-2020.

### **Update on Fixed Broadband and Fibre Optic Pay-TV Service**

As previously announced, MNC Play continued to expand its network/homepass through various partnership with neutral network providers. Moreover, MNC Play has reached an agreement with ICON+, Fiberstar and is currently undergoing a negotiation with Moratelindo to do the same arrangement. The targeted additional homepass post-partnership is expected to reach 1 million. Expanding through leasing excess capacity from neutral network providers is in line with the Company’s eagerness to significantly reduce its CAPEX and OPEX allocation in the foreseeable future.

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

“We are very pleased with the development and performance of IPTV and its business units. Heading into 2021, we expect IPTV to have a more solid growth given its current performance. Through its various initiatives, Vision+ will continue to be the strongest online video steaming service in the market. IPTV has revamped its business model across its subsidiaries to be more effective and efficient.”

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For more information, please contact:

Investor Relations:

**Samuel Hartono Tanoesoedibjo**  
[Samuel.tanoesoedibjo@mncgroup.com](mailto:Samuel.tanoesoedibjo@mncgroup.com)

**Stefanie Laurensia Prasetyo**  
[stefanie.prasetyo@mncgroup.com](mailto:stefanie.prasetyo@mncgroup.com)

**PT MNC Vision Networks Tbk.**

MNC Tower, 29<sup>th</sup> floor  
Jl. Kebon Sirih Kav 17 - 19  
Jakarta 10340  
Phone: 62-21 3913338  
Fax : 62-21 3910454

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