



## **PRESS RELEASE**

For Immediate Release

# **Indosat Ooredoo Hutchison, Asianet, and MNC Play Unite in Strategic Acquisition, Spearheading Indonesia's Digital Transformation Through Unparalleled Digital Service**

- *Indosat Ooredoo Hutchison (Indosat or IOH) has completed the acquisition of MNC Play customers to join the 100 million users that already enjoy Indosat services.*
- *Indosat is focused on spurring the growth of its Fiber-to-the-home (FTTH) business and ensuring marvelous experience and better services to MNC Play's operations and customer service.*
- *Asianet will own, manage, and operate all aspects of the fiber optic networks, while sales and customer service aspects will be handled by Indosat.*

**Jakarta, November 27, 2023 – Indosat Ooredoo Hutchison (Indosat or IOH)** is proud to announce the successful collaboration with Asianet (a Lightstorm group company) and PT MNC Kabel Mediacom (MNC Play), in bringing world-class digital experience to customers.

This strategic move involves the acquisition of customers from MNC Play, a leading fiber-based network services provider in the country. It reinforces Indosat's commitment to providing top-tier home internet to a broader audience while adding video entertainment provided by MNC Play as one service. This acquisition represents a significant milestone in the telecommunications industry of Indonesia, with Asianet providing the complete management of the fiber optics network. With the completion of this acquisition, Indosat is on the fast track to enhancing its Fiber-to-the-home (FTTH) business, operating under the Indosat HiFi brand. It fortifies the company's position in the market by welcoming over 300,000 new both fixed-home internet and entertainment customers into the fold, complementing Indosat's existing nearly 100 million users.

**Vikram Sinha, President Director and CEO of Indosat Ooredoo Hutchison**, said, "This acquisition aligns perfectly with our larger purpose of connecting and empowering Indonesians. We are excited to welcome MNC Play's customers into our family, ensuring they continue to enjoy marvelous experiences and better services. Indosat's focus extends beyond numbers to enhancing the customer experience. With the addition of IPTV services that are provided by MNC Play, Indosat HiFi has expanded not only to unparalleled home broadband services but also to offer entertainment such as cable and interactive TV."

**Ade Tjendra, President Director of MNC Play** said, "We are excited to support both Indosat and Asianet's long-term growth through the sale of our fixed broadband subscribers and home passes, respectively. Ahead of the integration process, we will ensure there's a smooth transition and keep a reliable service to our beloved consumers. Our employees, partners, and clients are unified behind our vision to focus on MNC Play's existing operations, concentrated on amplifying top-notch selection of video service content offering, both local and international origins to the growing IPTV customers in Indonesia."

Furthermore, this acquisition positions the customer to enjoy and choose the offer FTTH or Internet Protocol Television Services (*IPTV*) or both services as one package. Such services have the potential to



## **PRESS RELEASE**

For Immediate Release

drive customer acquisition and increase revenue from FTTH business, creating value for both the company and its customers.

As part of the transition, the management of fiber optic networks will be expertly handled by Asianet. **Amajit Gupta, Lightstorm Group CEO & MD** said “Following the acquisition, Lightstorm’s FTTH division, Asianet, will have a network of more than 15,000 kilometers of fiber and more than 1.5 million home passes across ten key cities in Indonesia, making it one of the largest carrier-neutral FTTH operators in the country. This transaction proves Lightstorm’s innovative shared infrastructure business model and establishes Asianet as a preferred infrastructure partner for telecom operators and Service Providers in the country. Asianet shares Indosat and the government’s vision to deliver a world-class digital experience, by connecting, and empowering every Indonesian”.

This acquisition is setting new industry standards in delivering quality home internet and entertainment services in Indonesia. With a relentless commitment to innovation and customer satisfaction, the future looks bright for the digitalization of Indonesia.

**END**

### **About Indosat Ooredoo Hutchison**

Indosat Ooredoo Hutchison (Indosat, IDX: ISAT) has the vision to become the most preferred digital telecommunications company in Indonesia. Together with its subsidiaries and affiliates, Indosat provides cellular services, ICT solutions, data centers, Fiber to the Home (FTTH), electronic payment services, financial services, and other digital services. Indosat has a larger purpose of empowering Indonesia, and with the spirit of Gotong Royong, Indosat wants to be the main collaborator in realizing it and creating meaningful change.

### **About MNC Play**

MNC Play is an IPTV provider that broadcasts high quality local and international programs. With the rising demand for exclusive video experience, MNC Play continues to show progress in increasing the number of subscribers to more than 330,000+ subscribers. MNC Play offers catch-up TV feature to watch up to 7 days back and a time shift feature for pause, play, and rewind with more than 112 channels and 43 HD quality premium channels.

### **About Asianet**

About Asianet: Asianet, a Lightstorm group company, is a digital infrastructure platform providing FTTH infrastructure across ten cities in Indonesia. The company aims to be the largest independent carrier-neutral and shared infrastructure provider in Indonesia. Its customers include asset-light telcos and ISPs who use Asianet’s FTTH infrastructure to serve their end customers.

For further information, please contact:

Steve Saerang  
SVP – Head of Corporate Communications PT. Indosat Tbk  
[steve.saerang@ioh.co.id](mailto:steve.saerang@ioh.co.id)

Luthan Fadel Putra  
Head of Investor Relations MNC Media & Entertainment  
[luthan.putra@mncgroup.com](mailto:luthan.putra@mncgroup.com)

Dhwani Arora  
Group Head of Corporate Marketing, Lightstorm  
[dhwani.arora@lightstorm.net](mailto:dhwani.arora@lightstorm.net)



## **PRESS RELEASE**

For Immediate Release

### **DISCLAIMER**

By accepting this Press Release, you are agreeing to be bound by the restrictions set out below. Any failure to comply with these restrictions may constitute a violation of applicable securities laws. The information and opinions contained in this Press Release have not been independently verified, and no representation or warranty, expressed or implied, is made as to, and no reliance should be placed on the fairness, accuracy, completeness or correctness of, the information or opinions contained herein. It is not the intention to provide, and you may not rely on this Press Release as providing, a complete or comprehensive analysis of the condition (financial or other), earnings, business affairs, business prospects, properties or results of operations of the company or its subsidiaries. The information and opinions contained in this Press Release are provided as at the date of this presentation and are subject to change without notice. Neither the company (including any of its affiliates, advisors and representatives) nor the underwriters (including any of their respective affiliates, advisors or representatives) shall have any responsibility or liability whatsoever (in negligence or otherwise) for the accuracy or completeness of, or any errors or omissions in, any information or opinions contained herein nor for any loss howsoever arising from any use of this presentation. In addition, the information contained in this Press Release contains projections and forward-looking statements that reflect the company's current views with respect to future events and financial performance. These views are based on a number of estimates and current assumptions which are subject to business, economic and competitive uncertainties and contingencies as well as various risks and these may change over time and in many cases are outside the control of the company and its directors. No assurance can be given that future events will occur, that projections will be achieved, or that the company's assumptions are correct. Actual results may differ materially from those forecasts and projected. This Press Release is not and does not constitute or form part of any offer, invitation or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of or be relied upon in connection with any contract, commitment or investment decision in relation thereto. Any investment in any securities issued by the company or its affiliates should be made solely on the basis of the final offer document issued in respect of such securities.