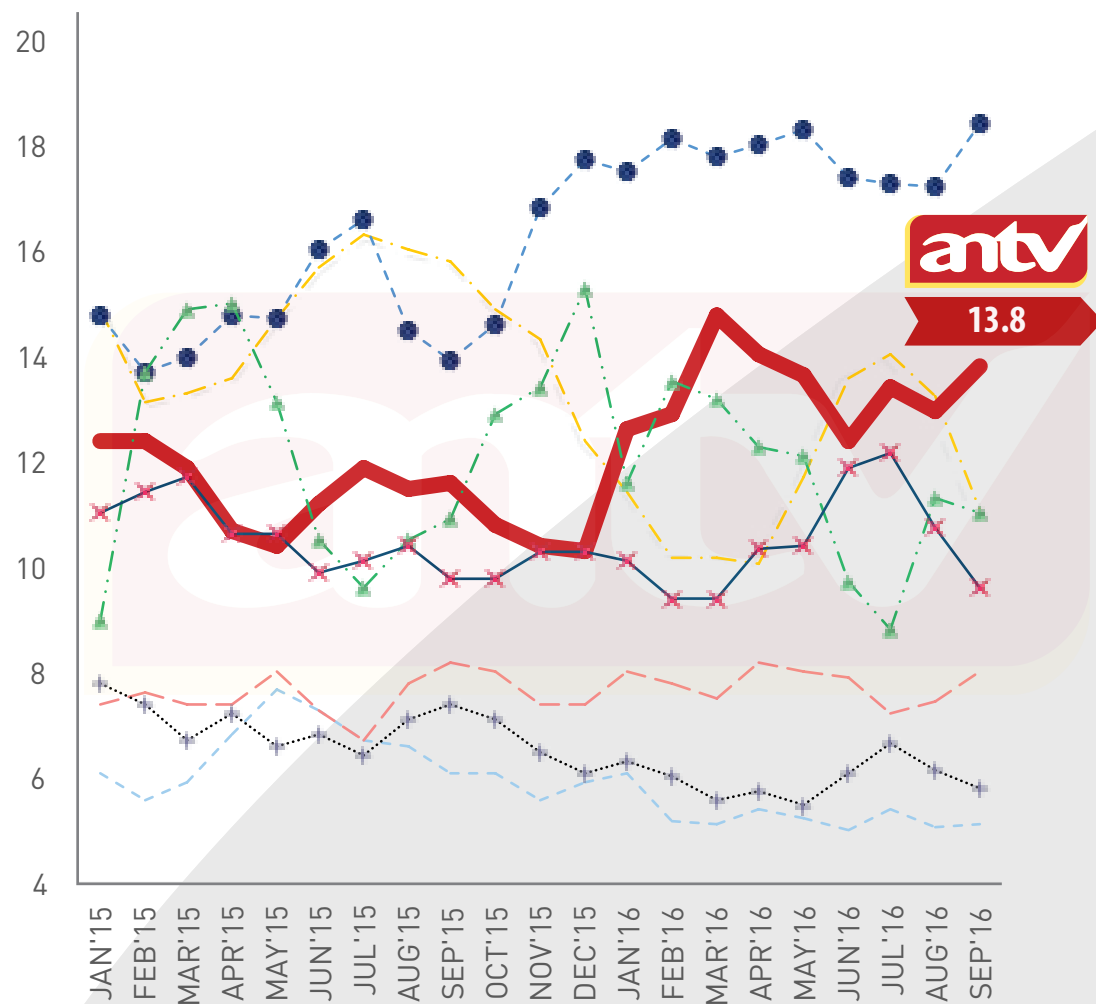


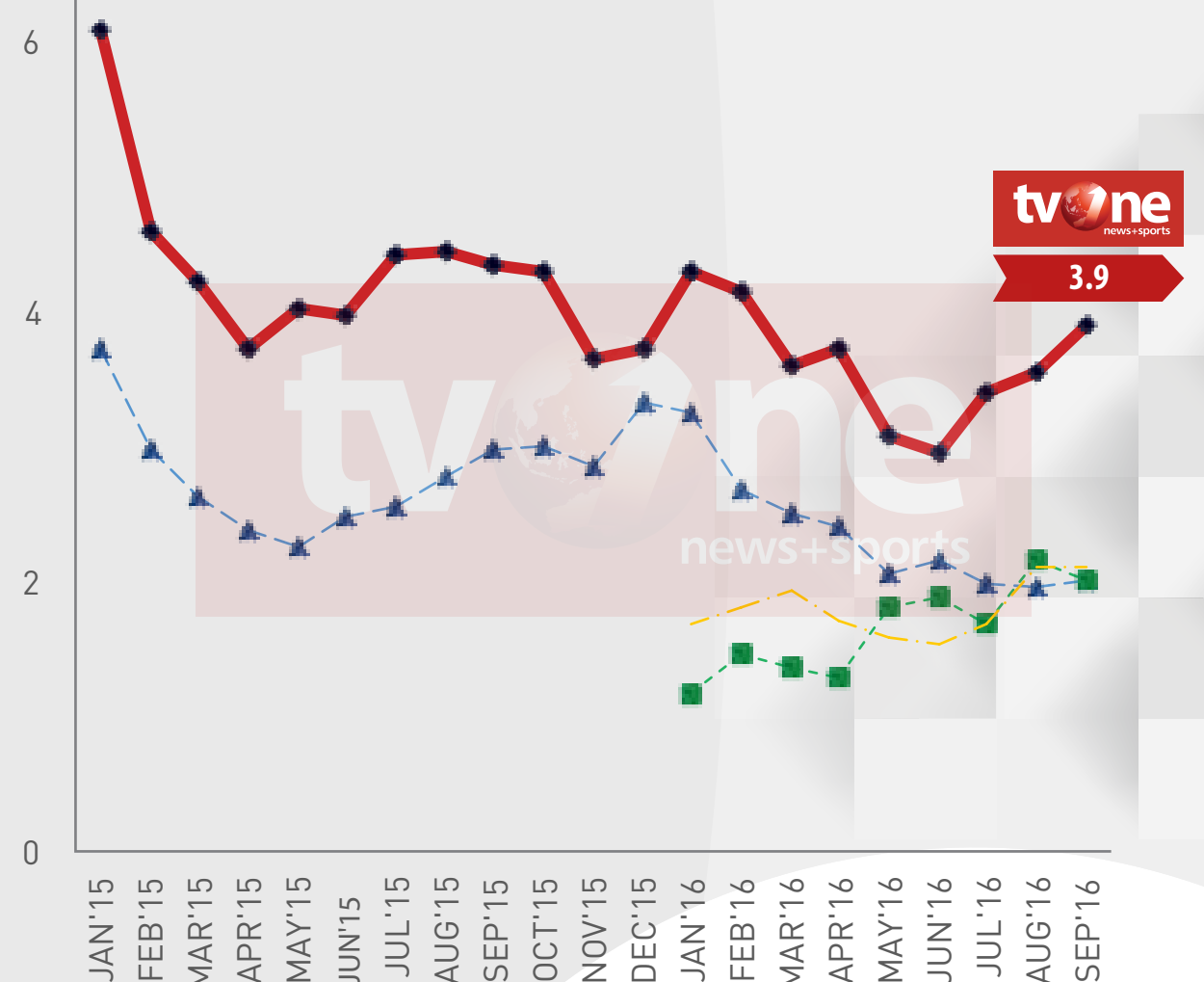
TV Share



Source

AGB Nielsen Media Research 11 cities, 1 Jan 2014– 31 Oct 2016, TA : All People SEC

TV Share



Top 5 Programs



NO	PROGRAM	GENRE	RATING	SHARE
1	THAPKI	Drama Series	3	22.4
2	UTTARAN	Drama Series	2.7	13.1
3	MOHABBATEIN	Drama Series	2.7	12.9
4	LONCENG CINTA	Drama Series	2.4	17.7
5	ANANDHI	Drama Series	2.1	14.7



Top 5 Programs



NO	PROGRAM	GENRE	RATING	SHARE
1	DI BAWAH BENDERA MERAH PUTIH	Special Event	1.1	8.1
2	LAWYERS CLUB	TalkShow	1.1	5
3	KABAR SIANG(F03)	News	0.9	6.4
4	BREAKING NEWS	Special News	0.8	4.9
5	WORLD BOXING(L)	Sport Match	0.8	6.8



Management Discussion

- ANTV retained number 2 position for average audience share of Q3 2016 despite falling to 3rd at the end of Q2 and early Q3. SCTV surpasses ANTV in Jun-Aug but ANTV managed to regain 2nd after increasing strongly in Aug-Sep. Compared to YTD last year, ANTV has gone up by average share of 11.7 to 13.4 and from 3rd to 2nd position.
- Thanks to Indian series "Thapki" combined with new Indian series "Gopi" and "Lonceng Cinta", ANTV claims number 1 position the afternoon timeslot. ANTV's strategy to dominate afternoon timeslot coupled with the rerun of the ever successful local series such as Tuyul & Mba Yul, Jin & Jun, Jinny Oh Jinny and Putri Duyung in the morning timeslot proved to be a winning recipe helping ANTV to gain and maintain 2nd position.
- TVONE picked up strongly in Q3 2016 by benefiting from the Jessica Wongso's trial live coverage which really got Indonesian viewers' attention. With all live coverage from Jessica's trial, TVONE maintained strong lead compared to other news TV. This helped TVONE to retain its dominance in news TV stations.



Company's Financial Data

VIVA	Unit	2013	2014	2015	3Q15	3Q16	% growth
Revenue	IDR bn	1,689.9	2,272.7	2,108.7	456.3	586.2	28.5%
EBITDA	IDR bn	654.5	866.2	628.4	95.4	126.4	32.5%
EBITDA Margin	%	38.7%	38.1%	29.8%	20.9%	21.6%	
Net Profit (Loss) attributable to parent	IDR bn	107.4	144.3	(511.8)	(287.5)	6.4	
Net Profit (Loss Margin)	%	6.4%	6.4%	-24.3%	-63.0%	1.1%	
EPS	IDR	6.5	8.8	(31.1)	(17.5)	0.4	



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