



# PT Link Net Tbk

Signing Ceremony

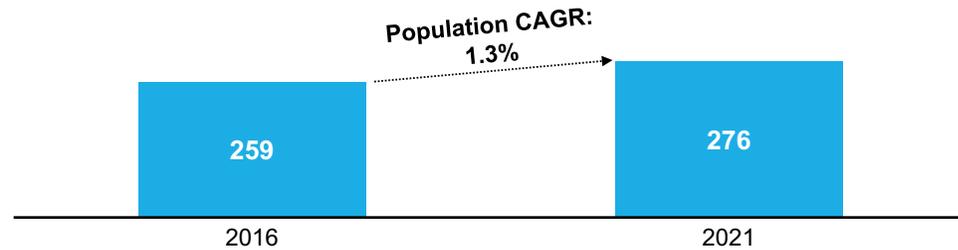
5 September 2017

# Indonesia macro: a massive opportunity

## Rising population growth

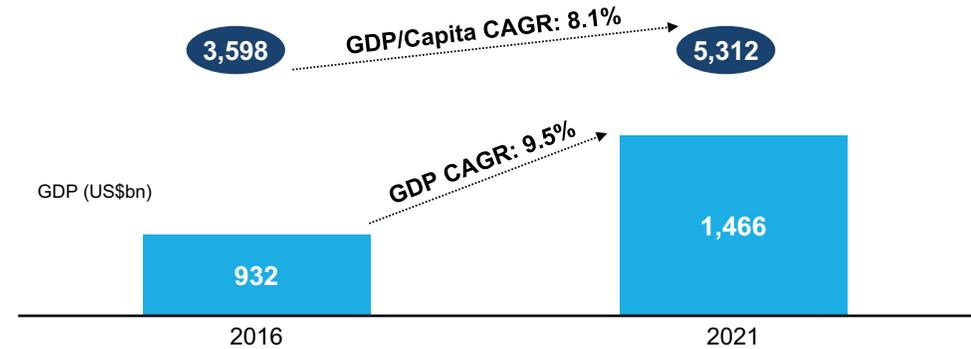
Population (m)

**~53% of population under 30 years of age Millennials with "internet lifestyle"**



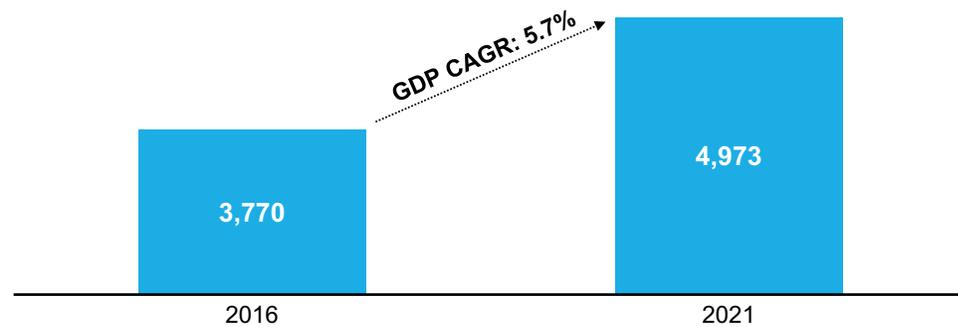
## Rapid GDP/capita growth<sup>(a)</sup>

GDP per capita (US\$)



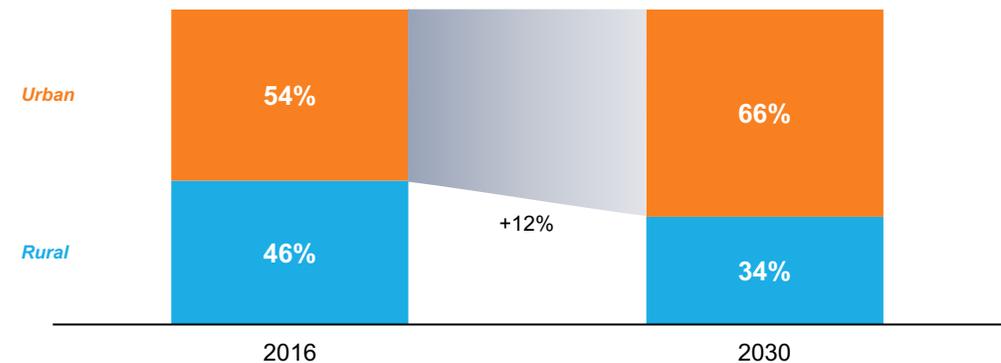
## Increasing disposable incomes<sup>(b)</sup>

Annual household disposable incomes (US\$)



## Increasing urbanization<sup>(c)</sup>

As % of GDP



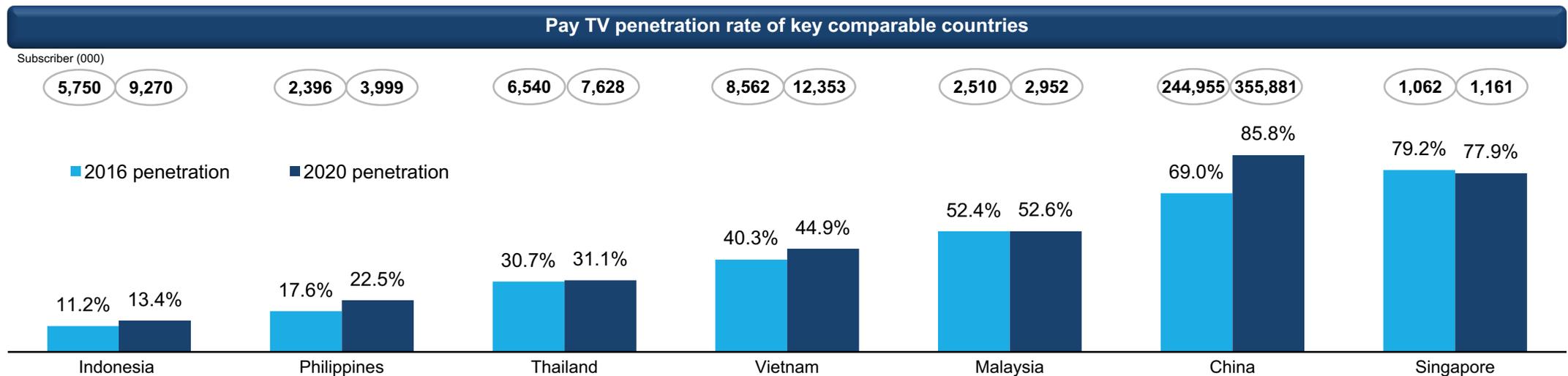
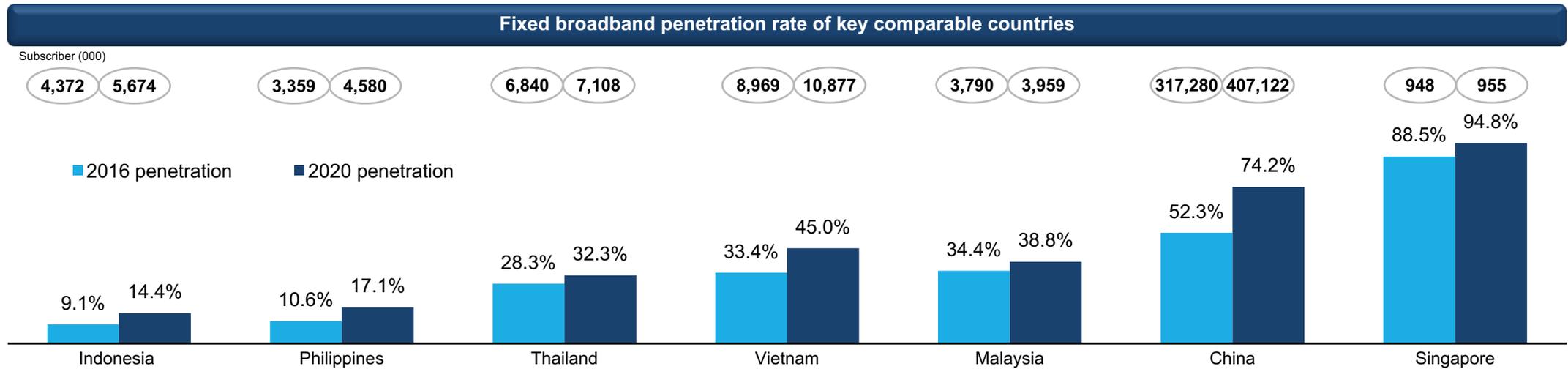
Source: 2017 Media Partners Asia unless otherwise stated

a) Source: IMF Data (GDP refers to nominal GDP)

b) Source: OECD Data

c) Source: World Bank and IMF

# Indonesia fixed broadband and Pay TV are significantly underpenetrated



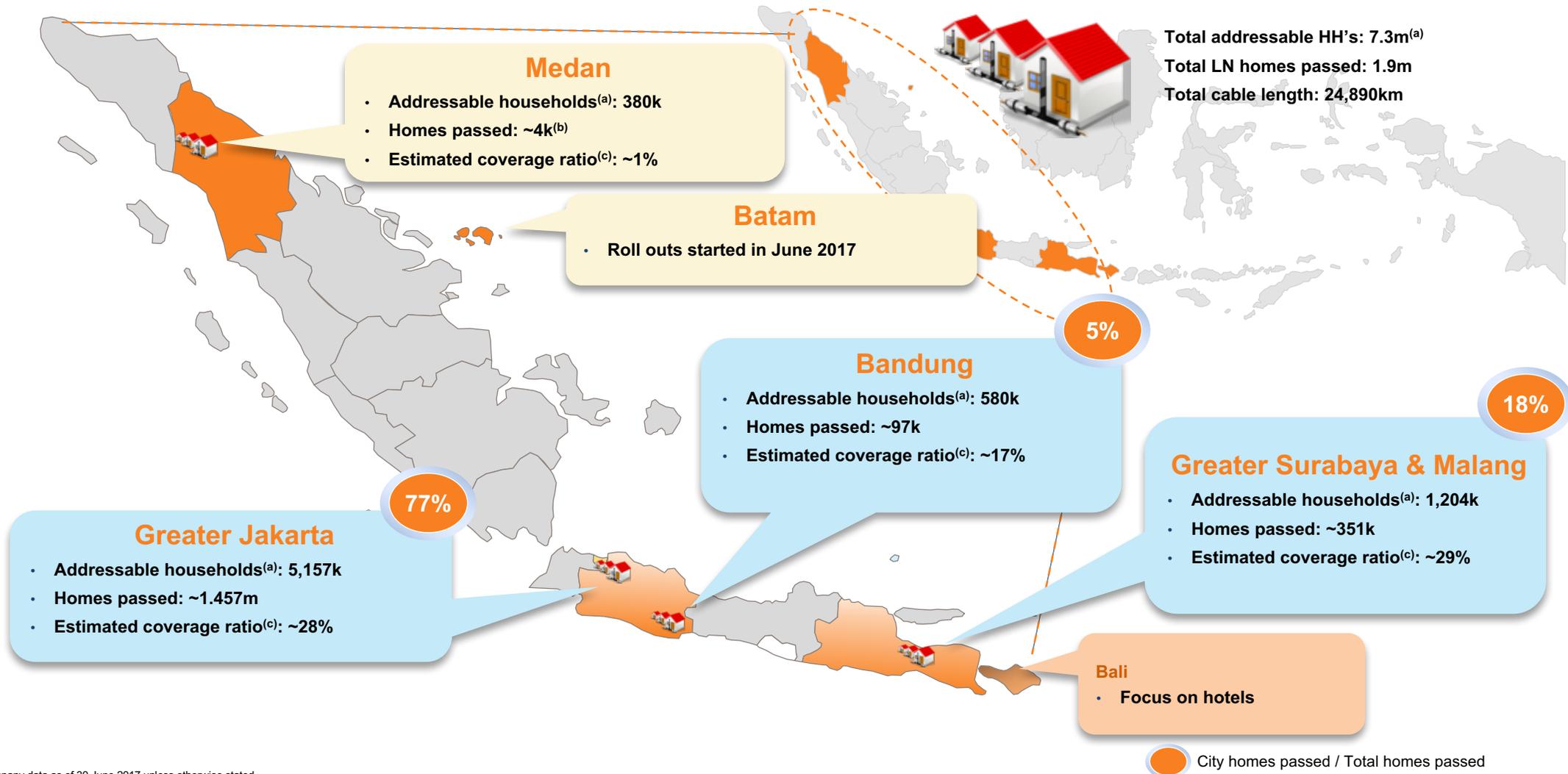
# Link Net at a glance



Note: Company data as of 30 June 2017 unless otherwise stated

- a) HSBB refers to High Speed Broadband which is a fixed network capable of providing internet speeds of at least 4Mbps
- b) Source: 2017 Media Partners Asia. Link Net is a leading HSBB provider in Indonesia in terms of subscriber market share as of 30 June 2017 according to Media Partners Asia
- c) 7.3m addressable homes – According to, and based on addressable market of Upper 1, Upper 2 and Middle 1 SEC households, as defined by, Nielsen (2Q17 definition of SEC classification) – For Greater Jakarta, Greater Surabaya (Includes Malang) and Medan. Nielsen reports based on number of people aged 10 and above. Addressable homes or households is derived by assuming each home or household has 4 people each
- d) Revenue CAGR over FY2014 to FY2016
- e) Refers to 2016. EBITDA is a non-GAAP financial measure of the Company's performance and should not be considered as an alternative to performance measures derived in accordance with IFAS. See slide 38 for more information, including a reconciliation to profit for the period. EBITDA margin is defined as EBITDA divided by revenue
- f) Limited exceptions for certain last mile owned by property developers

# ...and operates in most attractive metropolitan areas



Note: Company data as of 30 June 2017 unless otherwise stated

a) According to, and based on addressable market of Upper 1, Upper 2 and Middle 1 SEC households as defined by Nielsen (2Q17 definition of SEC classification) – For Greater Jakarta, Greater Surabaya (Includes Malang) and Medan. Nielsen reports based on number of people aged 10 and above. Addressable homes or households is derived by assuming each home or household has 4 people each

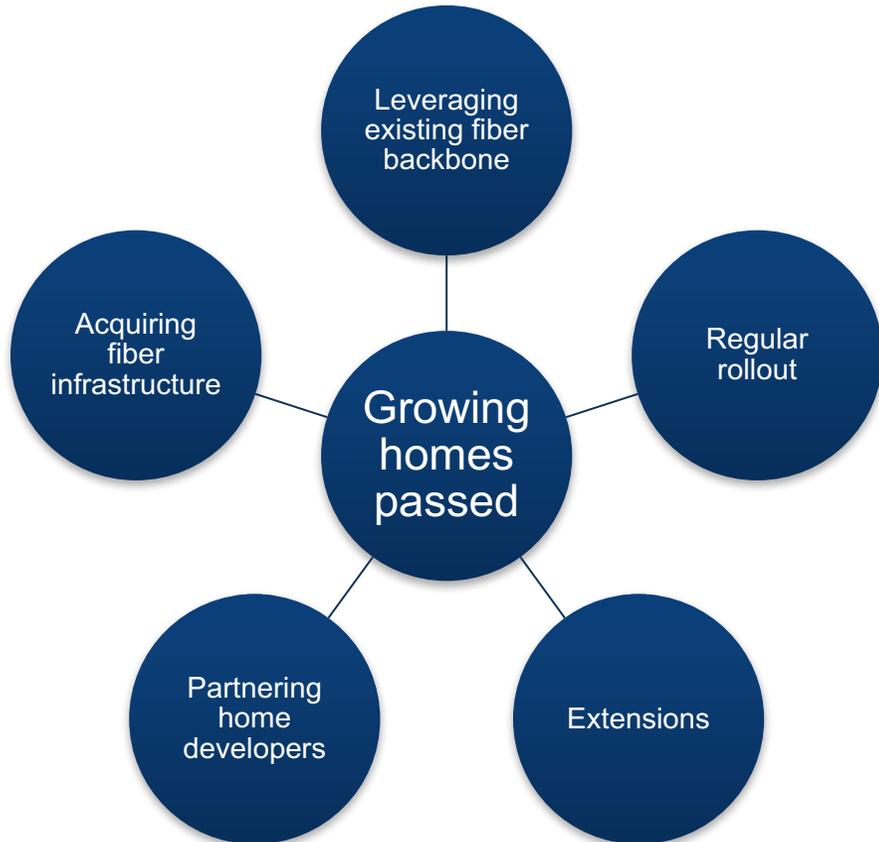
b) Includes homes passed for Batam, where roll outs started in June 2017

c) Coverage ratio calculated as homes passed divided by the total addressable households (based on Nielsen data)

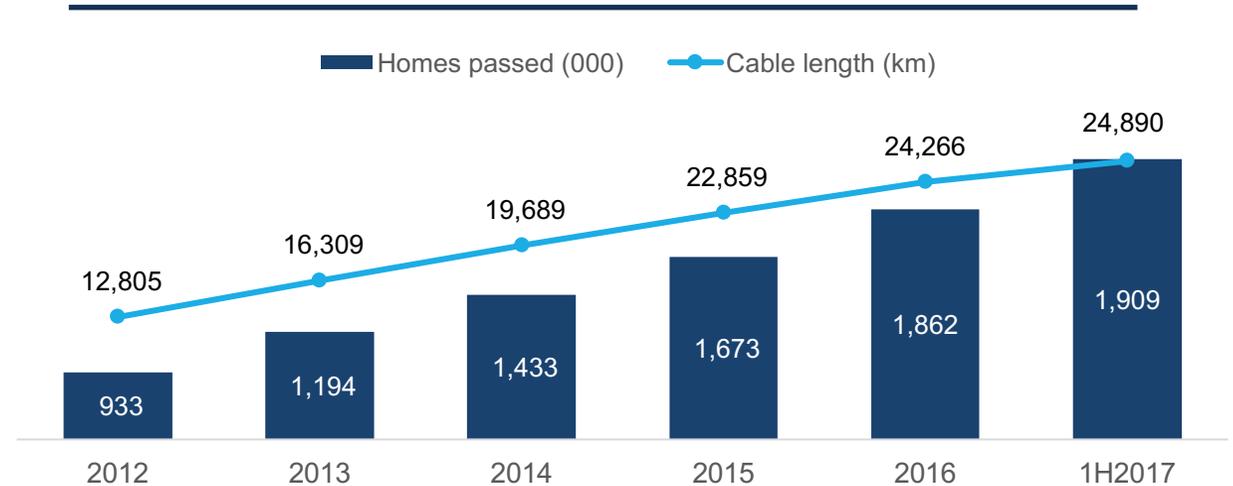
## Link Net has achieved roll-out success ...

Link Net is able to gradually ramp up new roll-outs over the past 5 years, supported by continuing growth in existing markets, expansion into in new regions and new avenues such as partnering housing developers to accelerate this deployment, and acquiring fiber infrastructure

Leveraging existing & new channels to accelerate homes passed



Homes passed and cable length



Strong execution track record in rolling new homes passed

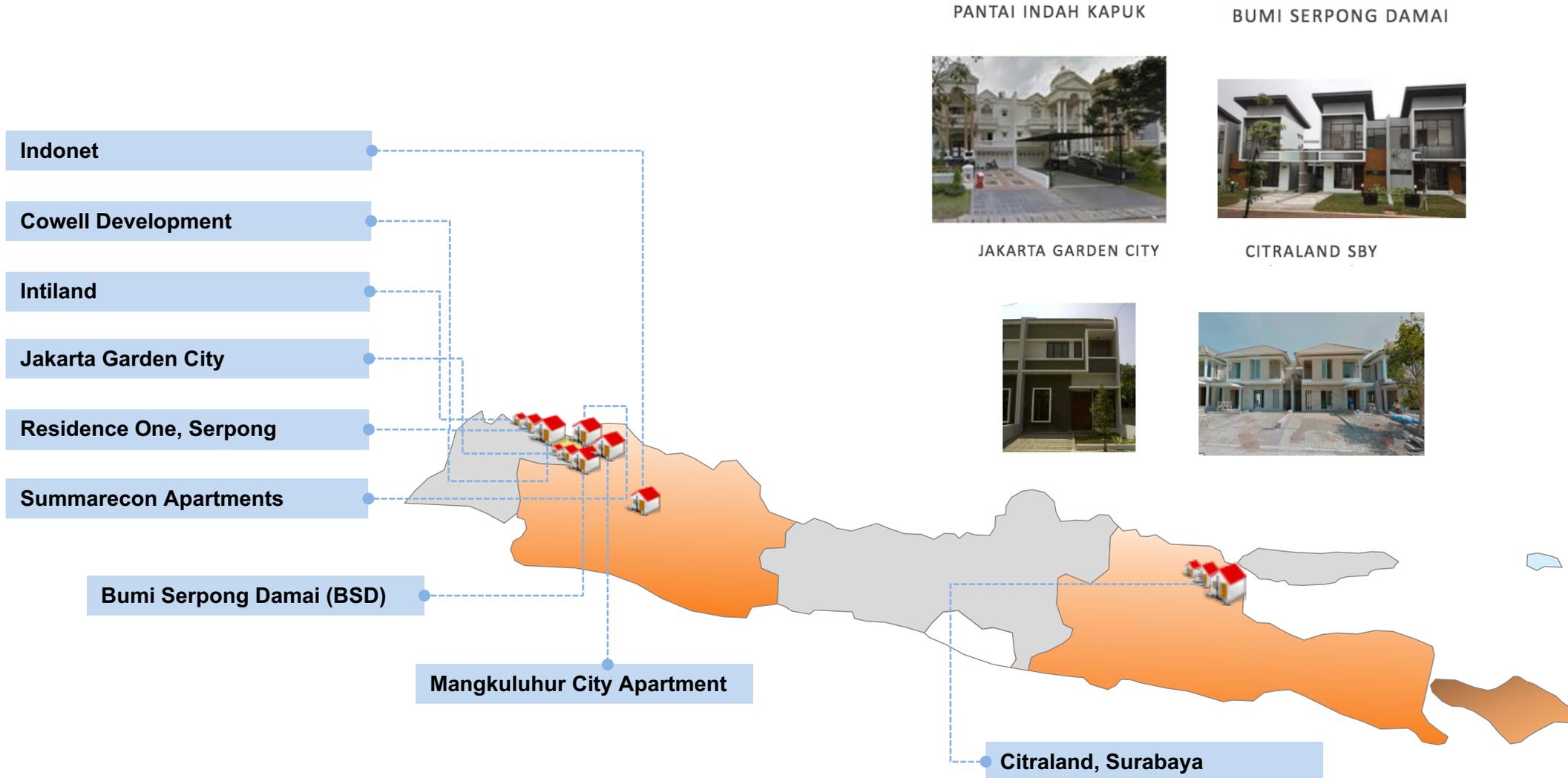


Maximized investment returns by cherry picking the premium households who can afford Link Net services



Proven expansion strategy and technical know-how

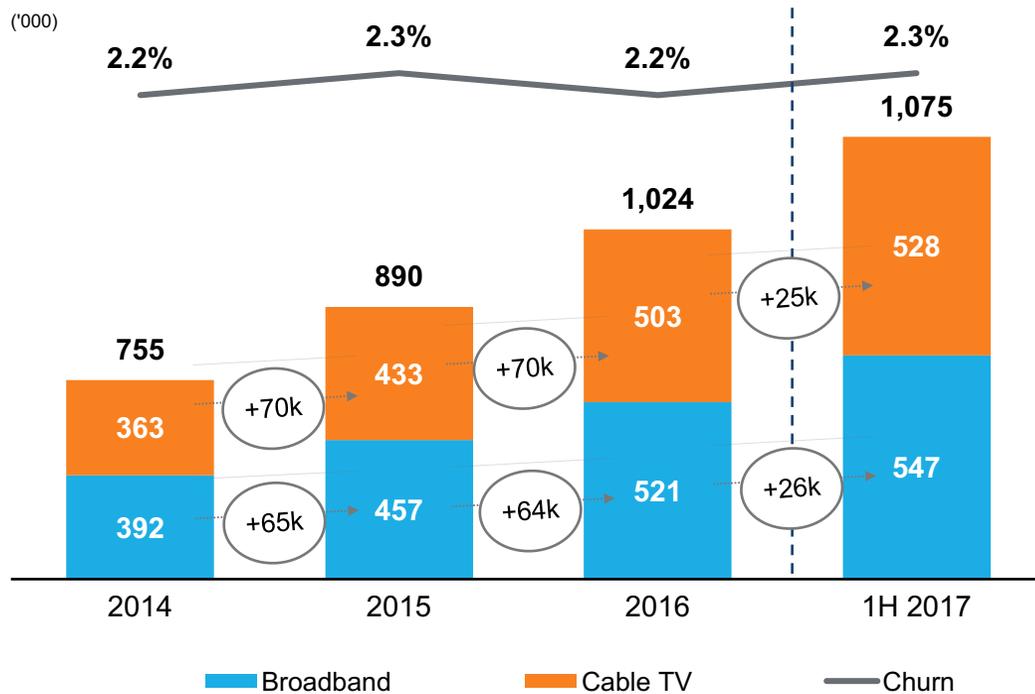
# Partnering home developers to accelerate homes passed



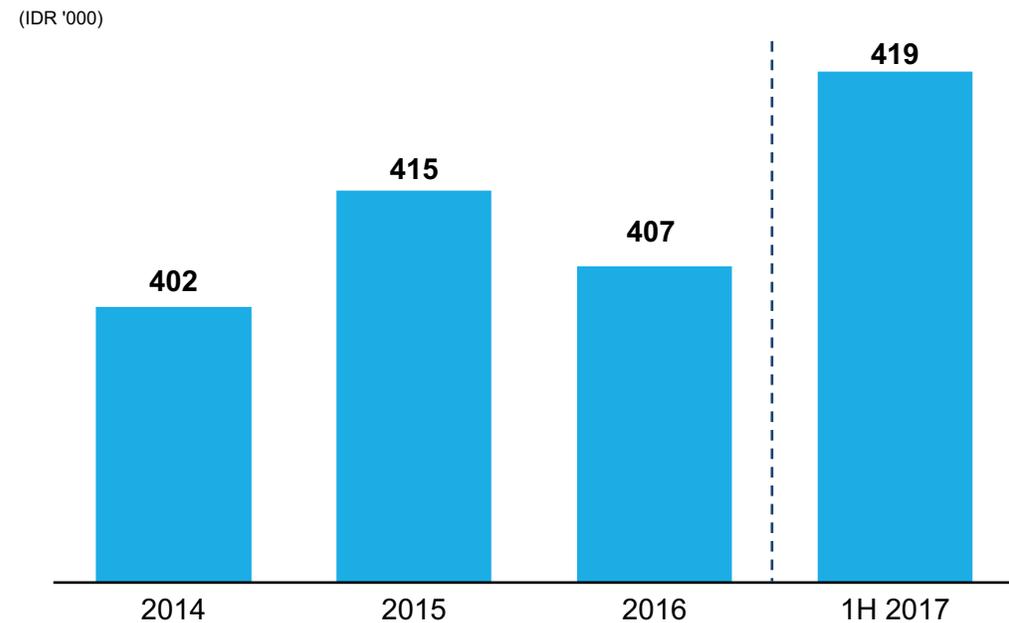
# ...and enlarge its subscriber base whilst maintaining its premium ARPU

Link Net achieved strong RGU additions with further penetrations while retaining premium ARPU

## Added new RGUs while keeping churn at 2.3%



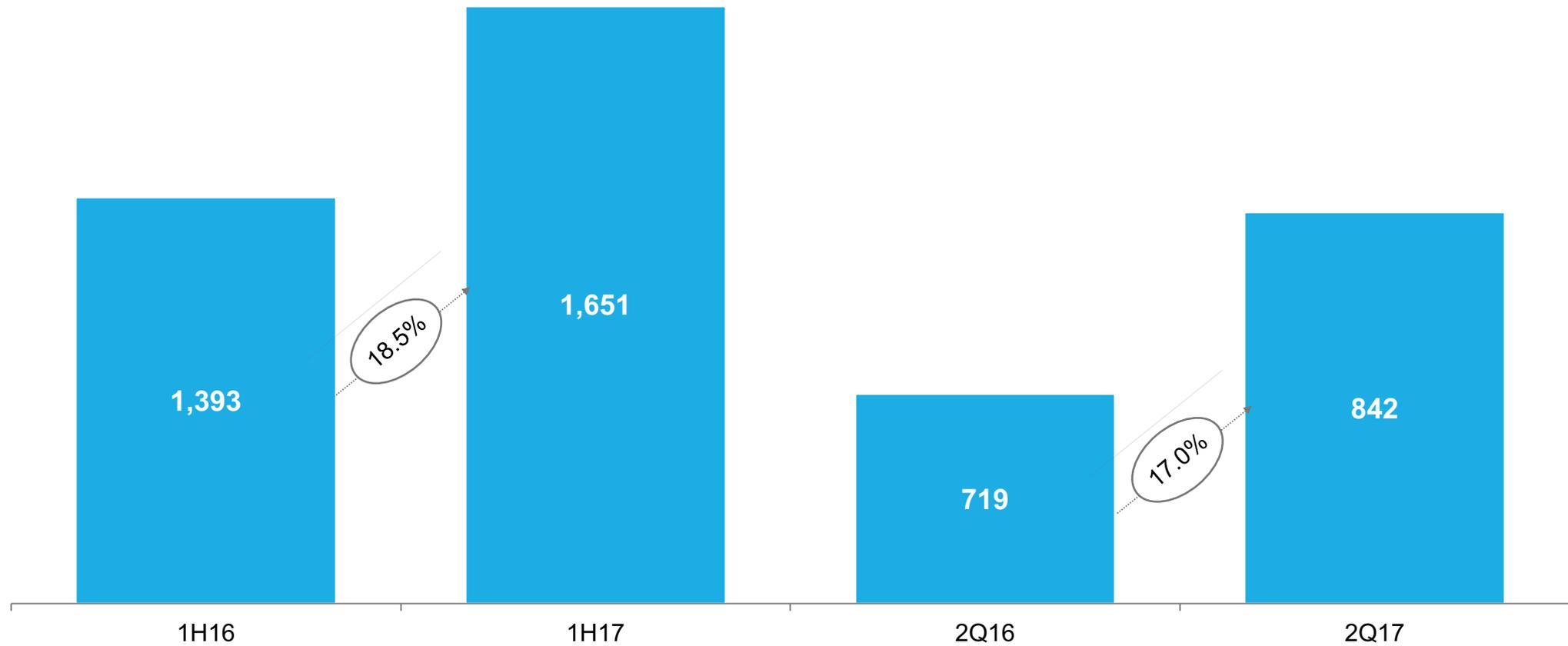
## Maintaining premium ARPU



## Highly attractive financial profile...

### Revenue

(IDR billions)

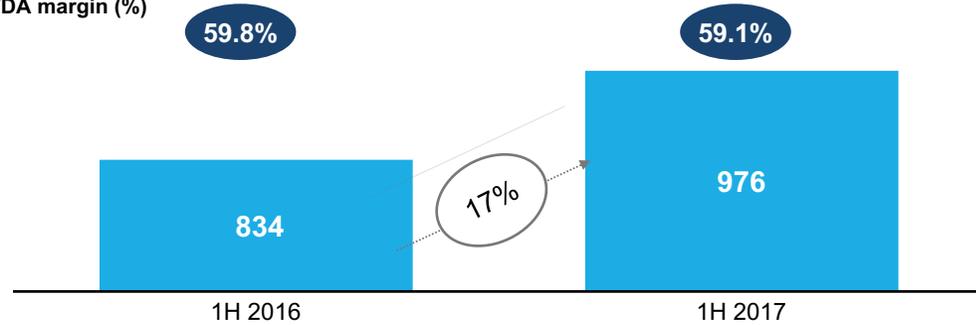


## ... with potential leverage capacity

### EBITDA

(IDR in billions)

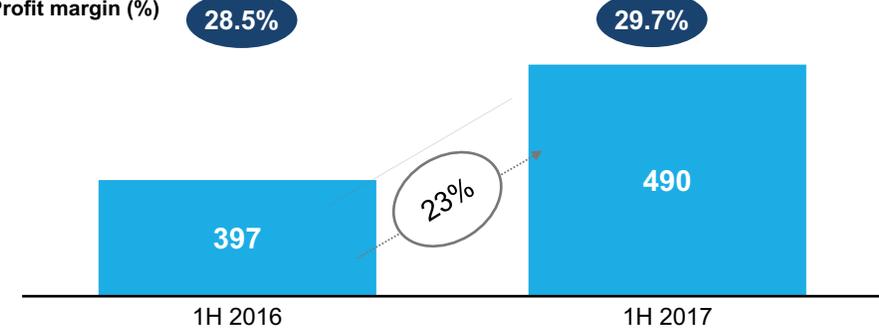
EBITDA margin (%)



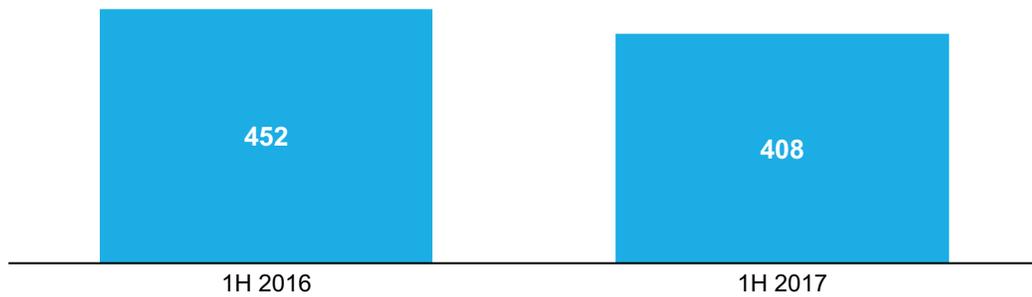
### Net Profit

(IDR in billions)

Net Profit margin (%)



### Capex (IDR bn)<sup>(1)</sup>



### Net Cash with potential leverage capacity<sup>(2)</sup>

(IDR in billions)



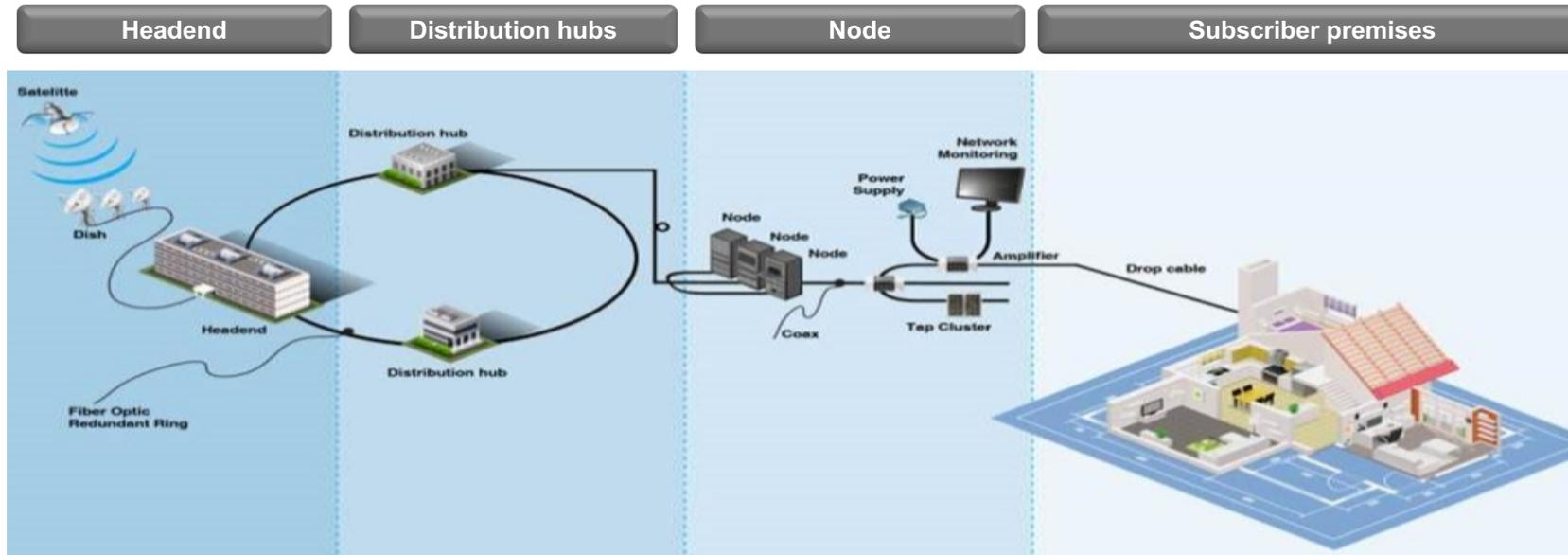
Source: Company information

(1) Capex represents additions to property and equipment

(2) Total cash and debt position as of June 30, 2017. Total debt mainly comprises vendor financing

# Fully-owned<sup>(a)</sup> advanced and technologically resilient HSBB network

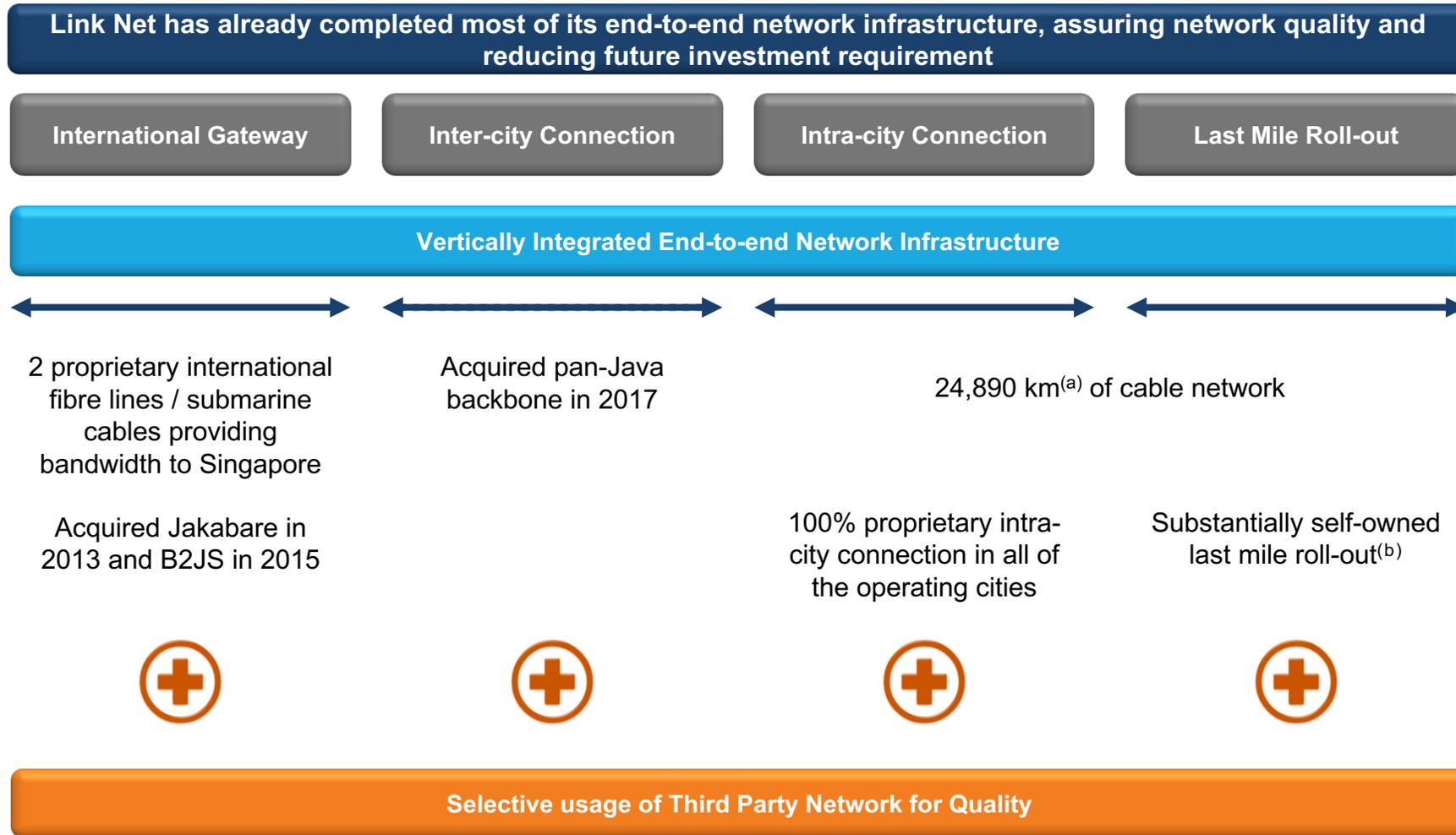
Future proof network with abundant bandwidth capacity and high level of network redundancy



- ✓ **>24,800 km** of cable across Indonesia
- ✓ Has access to a total of **780 Gbps of International bandwidth capacity**
- ✓ **Owns and has the capability to operate up to 8 Tbps** fiber lines to Singapore gateway
- ✓ **Fully owned** fiber backbone and last mile<sup>(a)</sup>
- ✓ **Technologically agnostic approach** to future rollout:
  - **HFC** network in the **existing brownfield** areas and **FTTH** network to be rolled out in **new areas within the brownfield** for enhancement
  - **FTTH** network to be rolled-out in **greenfield areas** with market skewed to the fiber-centric infrastructure
- ✓ Offering a **high quality** HFC and FTTH network offering speeds upgradable to 10Gbps

a) Limited exceptions for certain last mile owned by property developers  
 b) Refers to greenfield network rollouts only  
 c) Gigabit Passive Optical Network

## Fully-owned<sup>(b)</sup> advanced and technologically resilient HSBB network (cont'd)



a) Total cable length includes HFC and FTTH

b) Limited exceptions for certain last mile owned by property developers



**Link** Net

Thank you

**Link** Net