



Link Net

PT Link Net Tbk

Public Expose

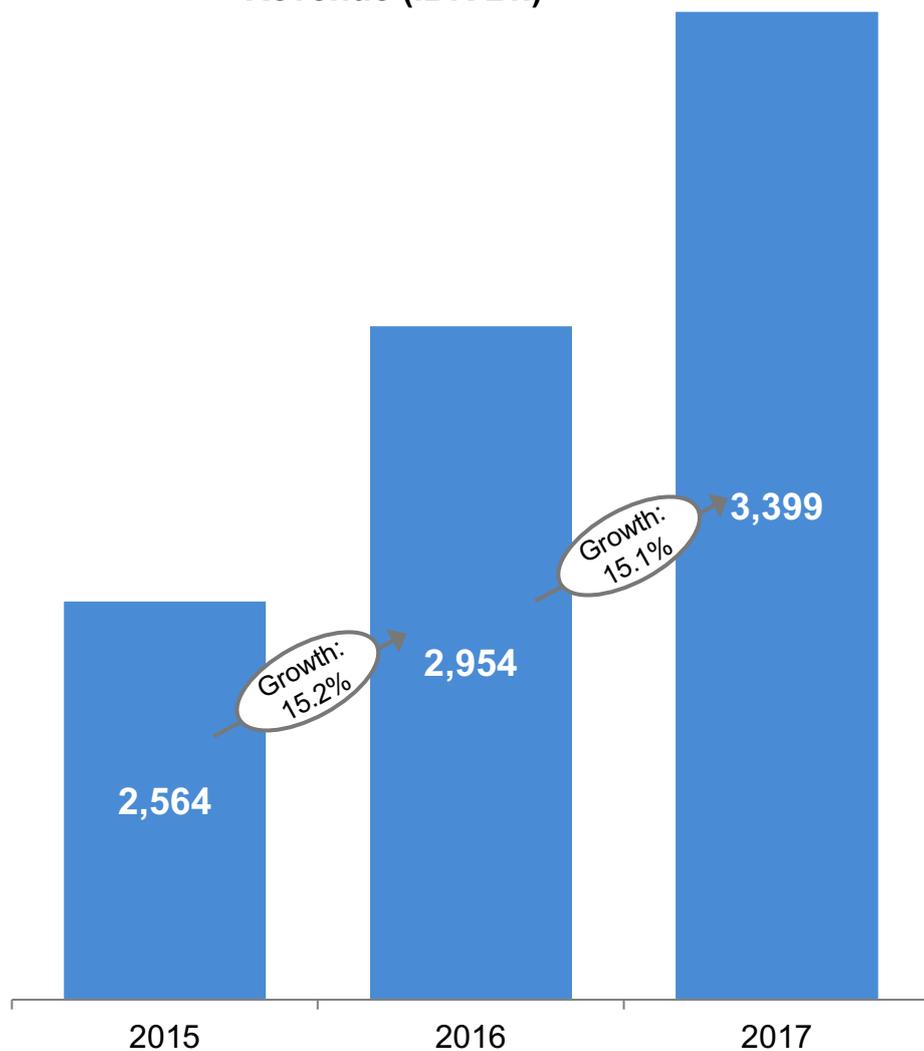
April 12, 2018

Link Net

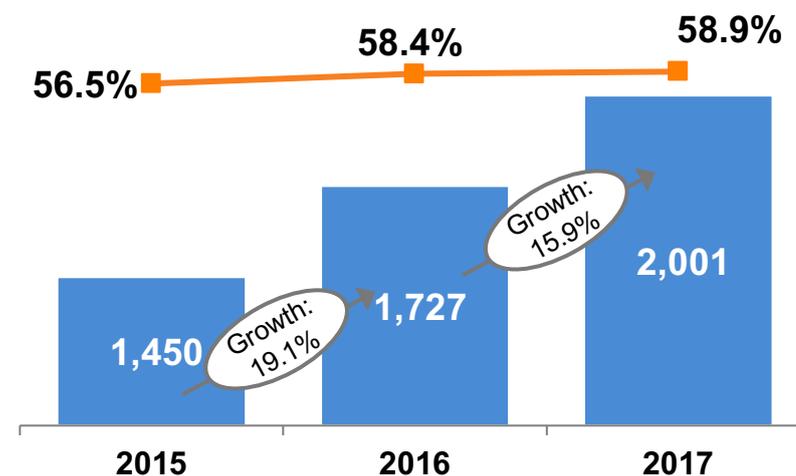
Double Digit Revenue & Earnings Growth

Revenue, EBITDA , Net Profit

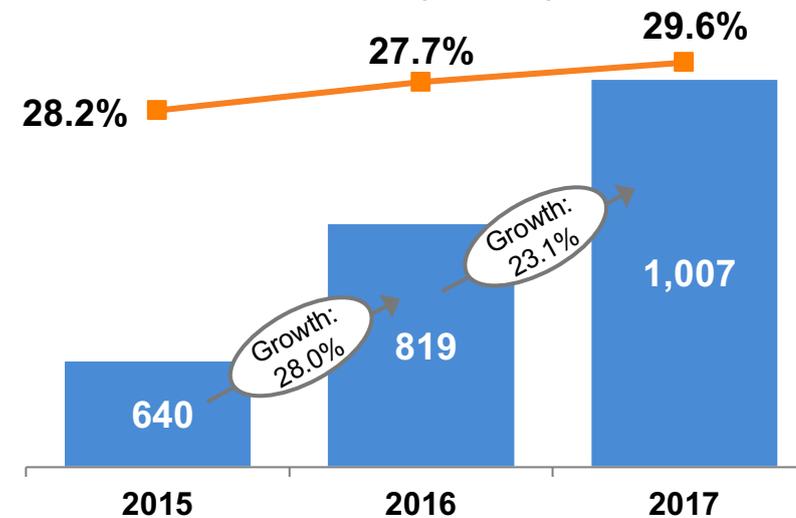
Revenue (IDR Bn)



EBITDA (IDR Bn)

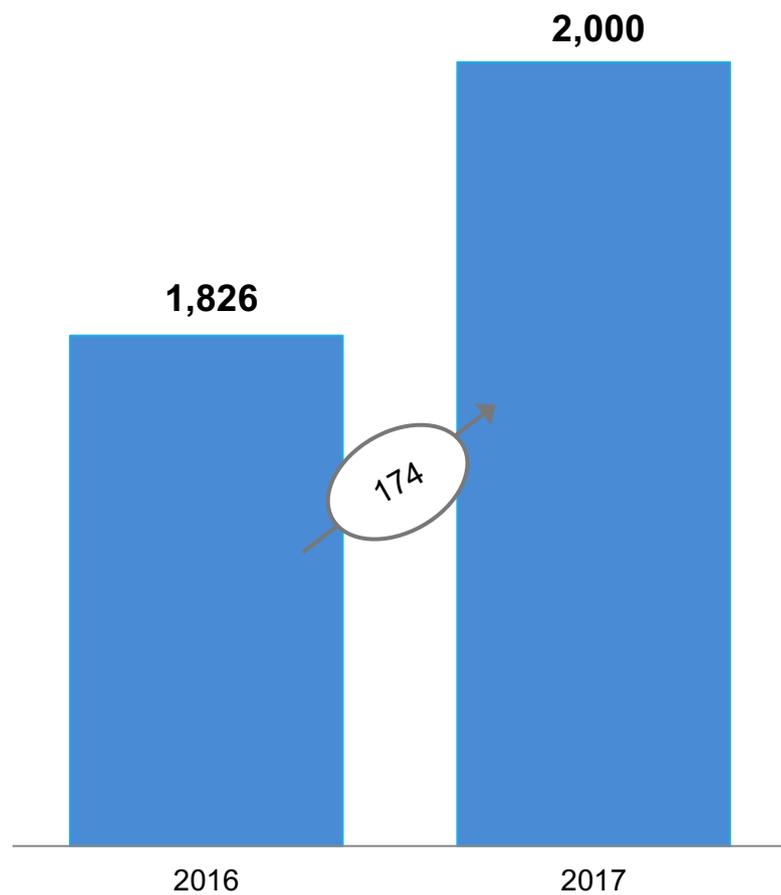


Net Profit (IDR Bn)

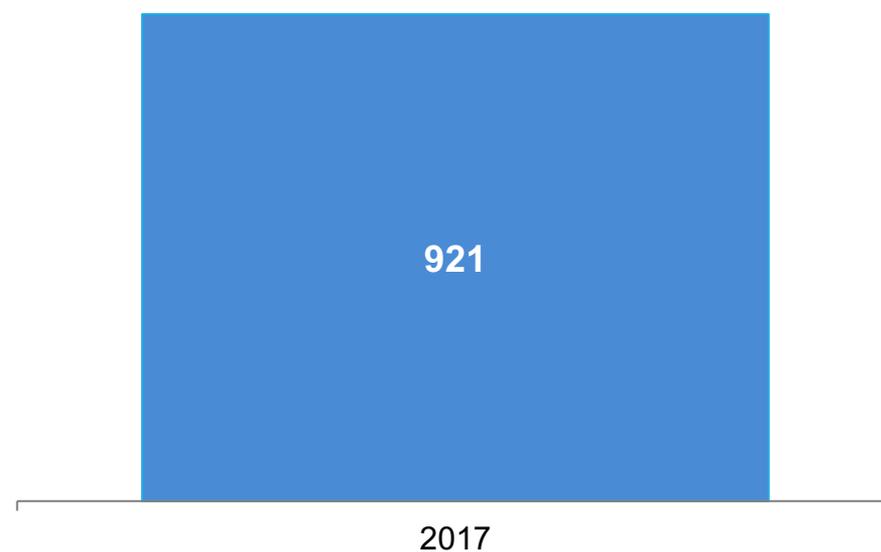


Homes Passed and CAPEX

Homes Passed ('000)



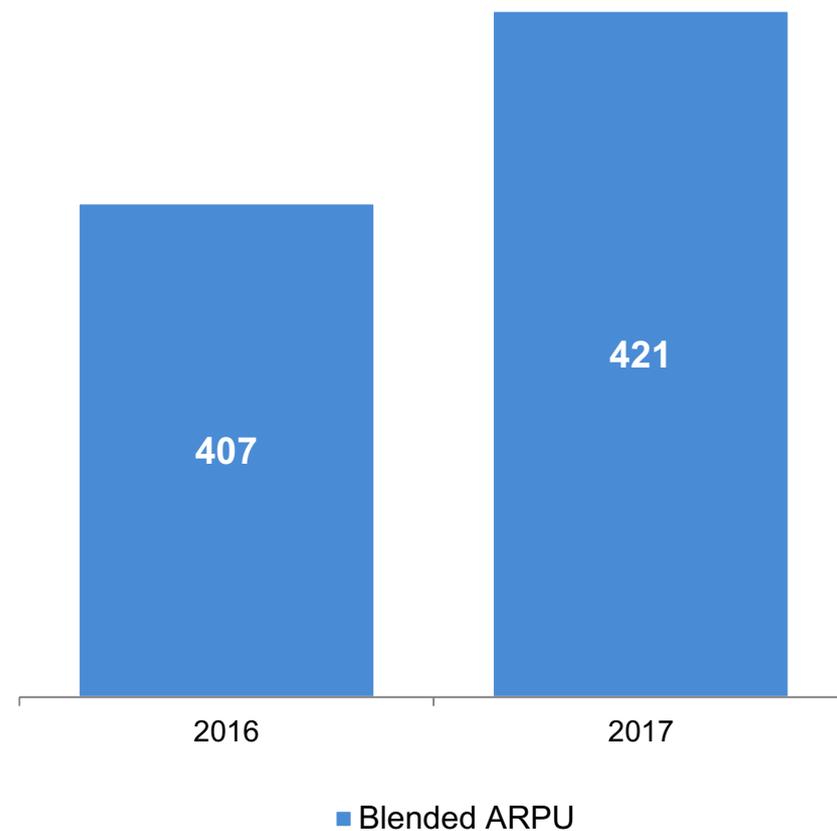
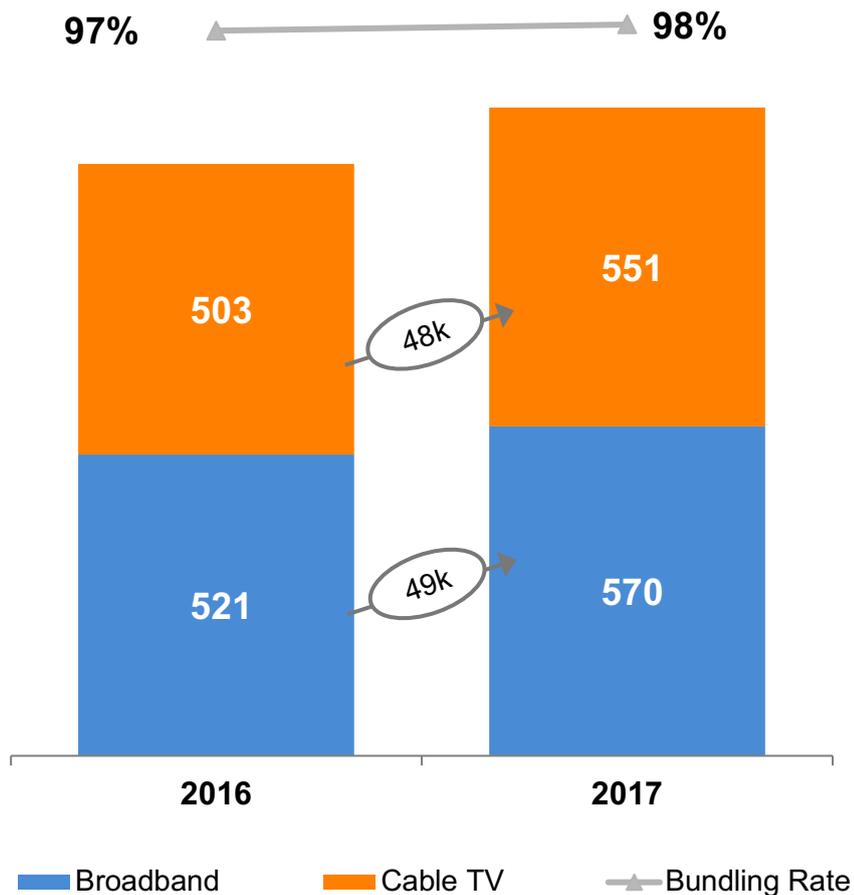
CAPEX (IDR Bn)



Subscribers and ARPU

RGU ('000)

ARPU (IDR '000)





CEO Remarks



Link Net's compounded annual growth rate (3 yr)

Revenue (%)

EBITDA (%)

Net Profit (%)

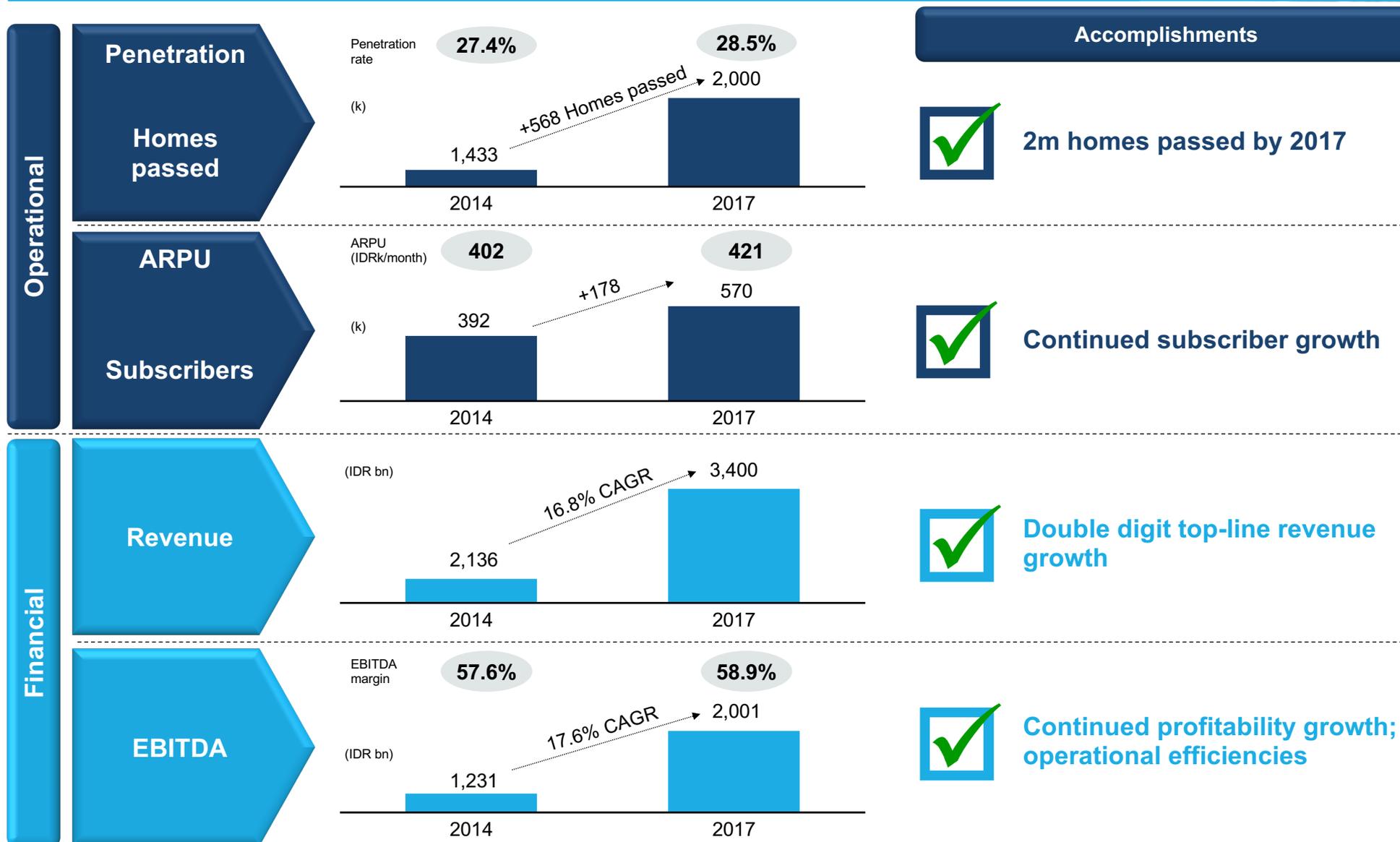
17%

18%

22%



Link Net has delivered since its 2014 re-IPO



HOOQ & Catchplay



CATCHPLAY

Super high-speed internet

COUNTRIES WITH THE LARGEST NUMBER OF ACTIVE FACEBOOK USERS

#	TOP COUNTRIES	USERS	% TOTAL*
01	INDIA	250,000,000	12%
02	UNITED STATES	230,000,000	11%
03	BRAZIL	130,000,000	6%
04	INDONESIA	130,000,000	6%
05	MEXICO	83,000,000	4%
06	PHILIPPINES	67,000,000	3%
07	VIETNAM	55,000,000	3%
08	THAILAND	51,000,000	2%
09	TURKEY	51,000,000	2%
10	UNITED KINGDOM	44,000,000	2%

COUNTRIES WITH THE LARGEST NUMBER OF ACTIVE INSTAGRAM USERS

#	COUNTRY	USERS	PENETRATION
01	UNITED STATES	110,000,000	34%
02	BRAZIL	57,000,000	27%
03	INDONESIA	53,000,000	20%
04	INDIA	52,000,000	4%
05	TURKEY	33,000,000	41%
06	RUSSIA	29,000,000	20%
07	IRAN	24,000,000	29%
08	JAPAN	22,000,000	17%
09	UNITED KINGDOM	21,000,000	32%
10	MEXICO	20,000,000	15%

Alexa's Ranking of Top Websites in Indonesia

#	WEBSITE	TIME	PAGES
01	GOOGLE.CO.ID	6M 28S	8.44
02	GOOGLE.COM	7M 32S	8.56
03	YOUTUBE.COM	8M 18S	4.79
04	DETIK.COM	10M 27S	6.79
05	TRIBUNNEWS.COM	6M 05S	3.57
06	TOKOPEDIA.COM	13M 08S	7.41
07	FACEBOOK.COM	10M 21S	4.00
08	BUKALAPAK.COM	8M 34S	5.13
09	YAHOO.COM	4M 02S	3.61
10	LIPUTAN6.COM	4M 57S	2.19



Superior quality HD experience



194 channels

71 “HD” channels

2 “4K” channels

Growing opportunity for enterprise business

Strategic roadmap for enterprise business



Complementary bandwidth utilization from residential broadband



Increasing customer stickiness, especially for SMEs with end-to-end solutions



Dedicated internal resource allocation to focus solely on marketing to enterprise customers

Recent initiatives

1

More competitive product offerings

- Standardized service packages
- End to end solution via bundled offering
- Value added services and managed services

2

Continued service expansions and improvements

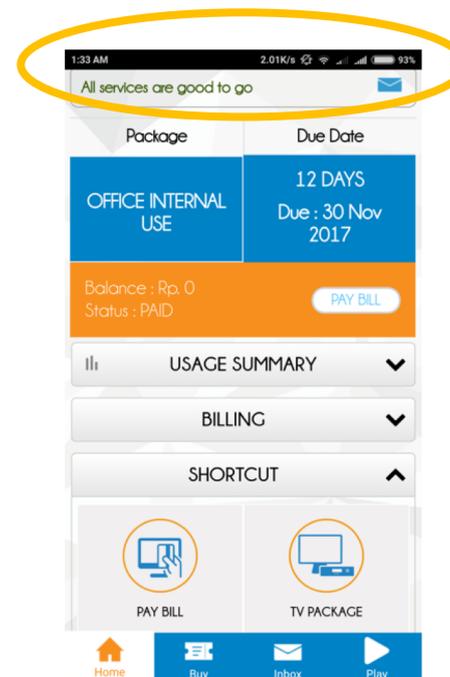
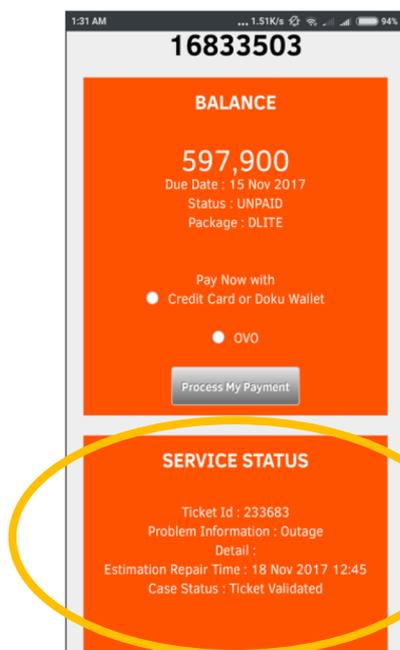
- Pre-wiring of office buildings
- Standardized and automation of work orders to increase efficiency and reduce delivery lead time

3

Sales capability and internal process improvement

- Dedicated sales team
- Automation of network monitoring and trouble ticketing system

Exceptional customer service



Available Now!



Accolades received



Best of the Best Companies 2017

2nd place
From Forbes Indonesia



Service Quality Award 2017

Diamond (First Rank) Pay TV Category
by Service Excellence Magazine and
Carre-CCSL



Indonesia WOW Brand 2017

Silver Champion,
Pay TV Category

From Markplus Inc



Indonesia Most Innovative Business Award 2017

Advertising, Printing, and Media
Category

From Warta Ekonomi

FY 2018 Guidance

Homes passed:

Continued network expansion

Capex:

Continued capital expenditure
to fuel network growth

Revenue growth:

Robust revenue growth in
2018

The background features a dynamic, abstract composition of glowing blue fiber optic cables that curve and swirl across the frame. Interspersed among these light trails are faint, semi-transparent characters and numbers, including letters like 'A', 'B', 'C', 'D', 'E', 'F' and digits like '0', '1', '2', '3', '4', '5', '6', '7', '8', '9', suggesting a digital or network environment.

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Thank you

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