



PT Link Net Tbk

Earnings Call Presentation

1H20 & 2Q20 Results



Successfully Renew Right of Way Contract with ICON+

- Link Net has successfully renewed its right of way contract with state owned electricity pole company PT Indonesia Comnets Plus (ICON+) a subsidiary of PT PLN (Persero)
- The contract provides the right of way for Link Net to continue attaching its broadband cables to ICON+ electricity poles within Link Net's network

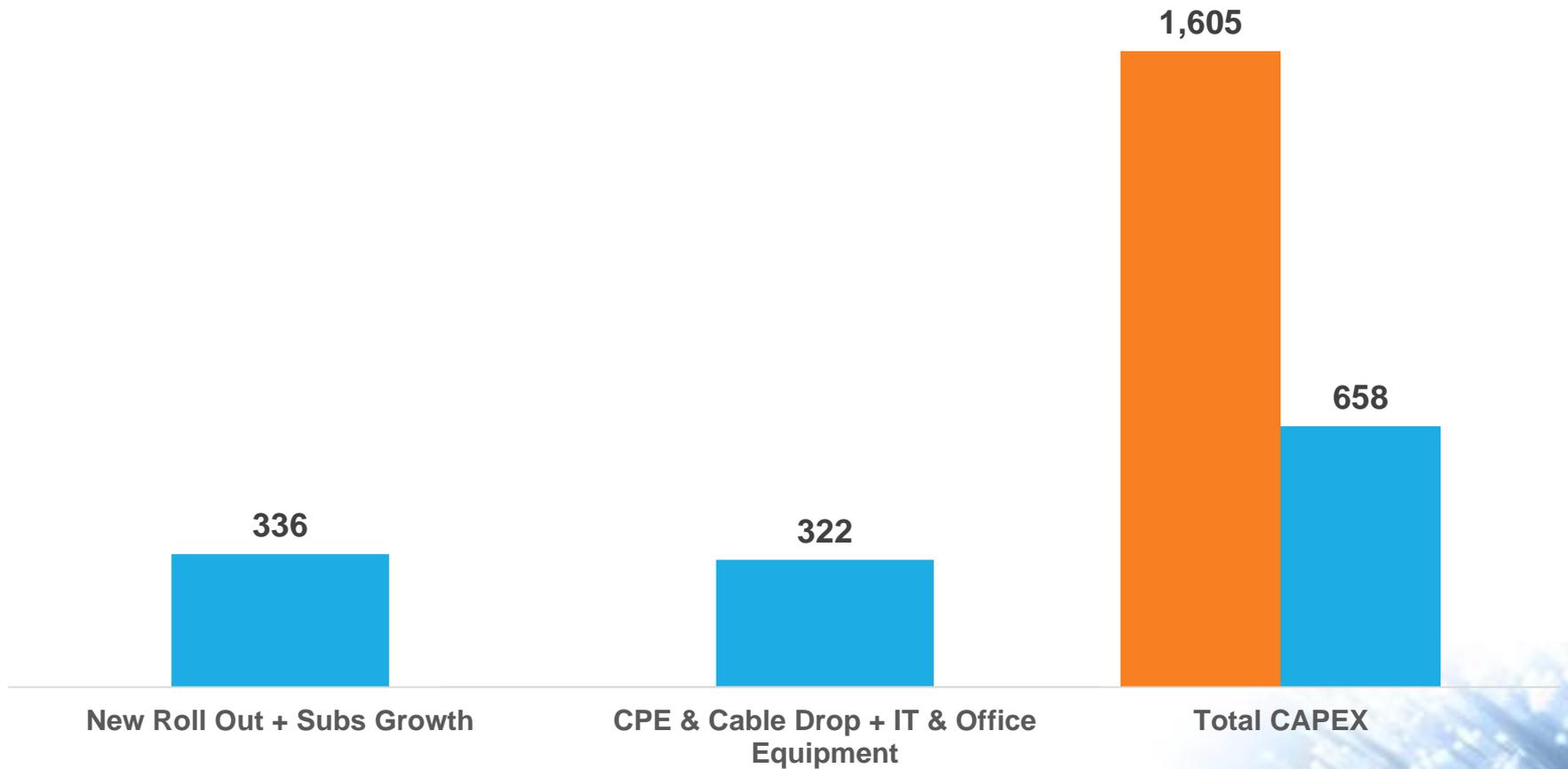


2020 Actual CAPEX & Budget

(IDR bn)

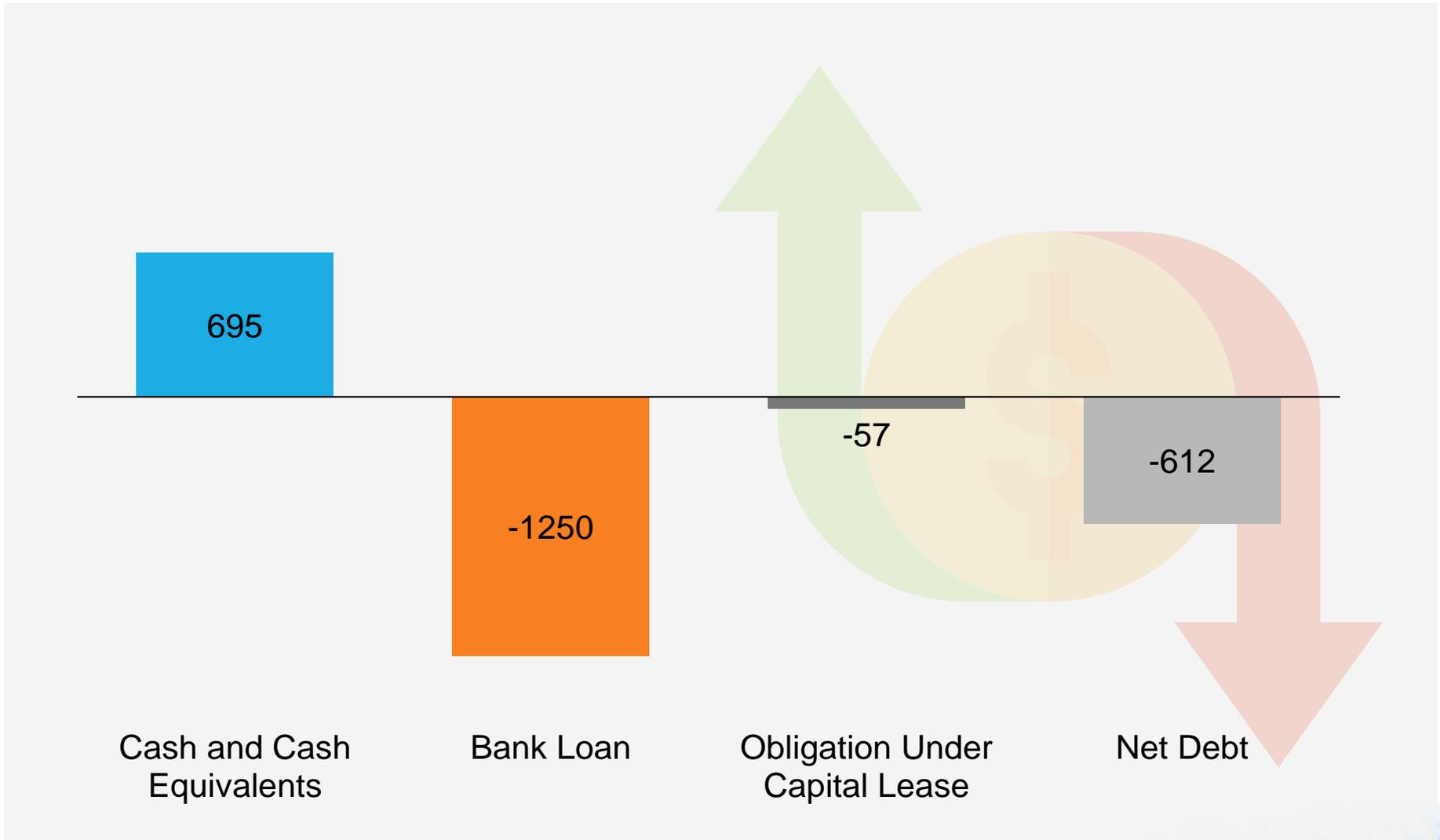
CAPEX (excluding migration) (IDR bn)

■ Budget ■ Actual



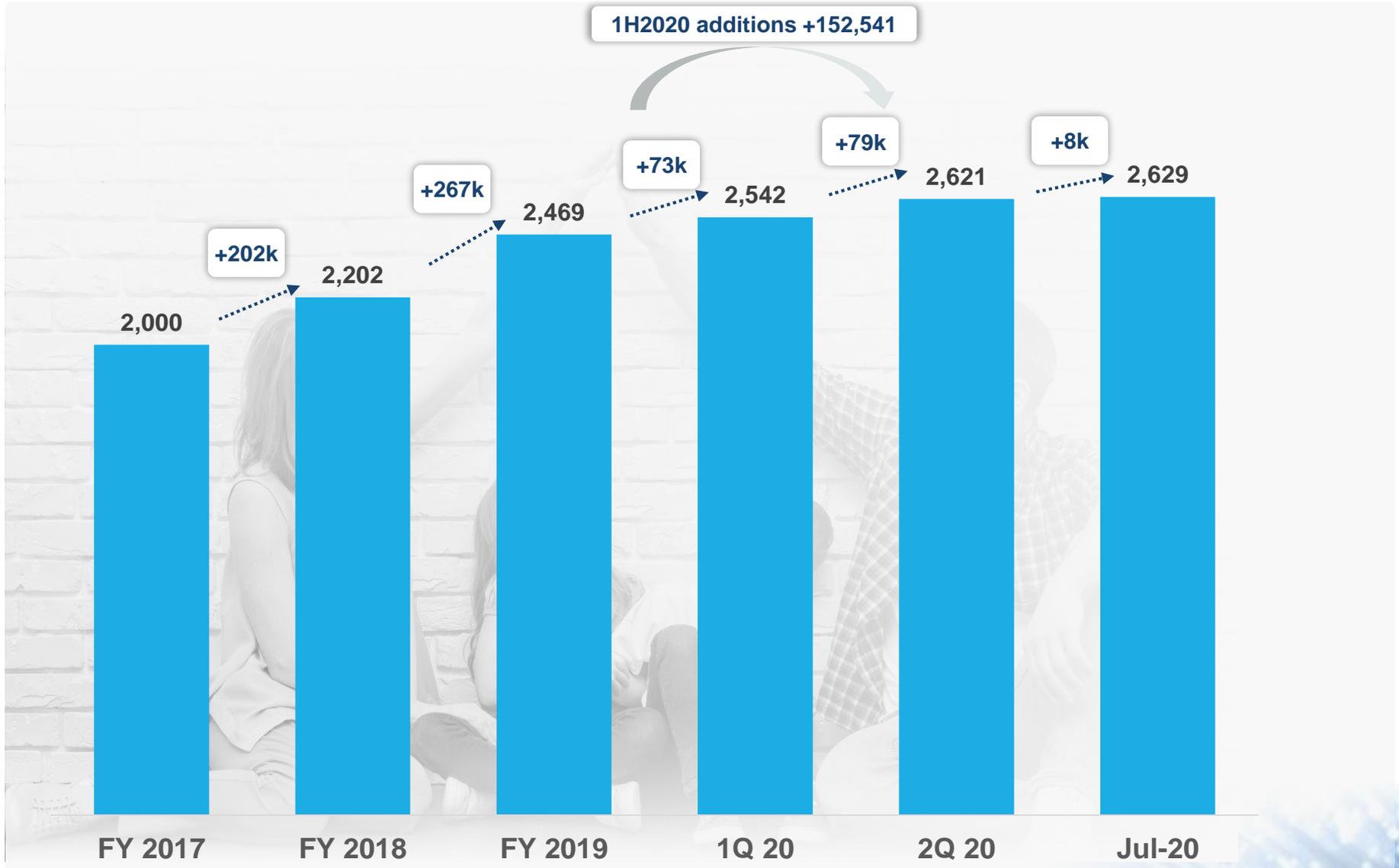
Cash and Debt Position as at 1H2020

IDR bn



Home Passed

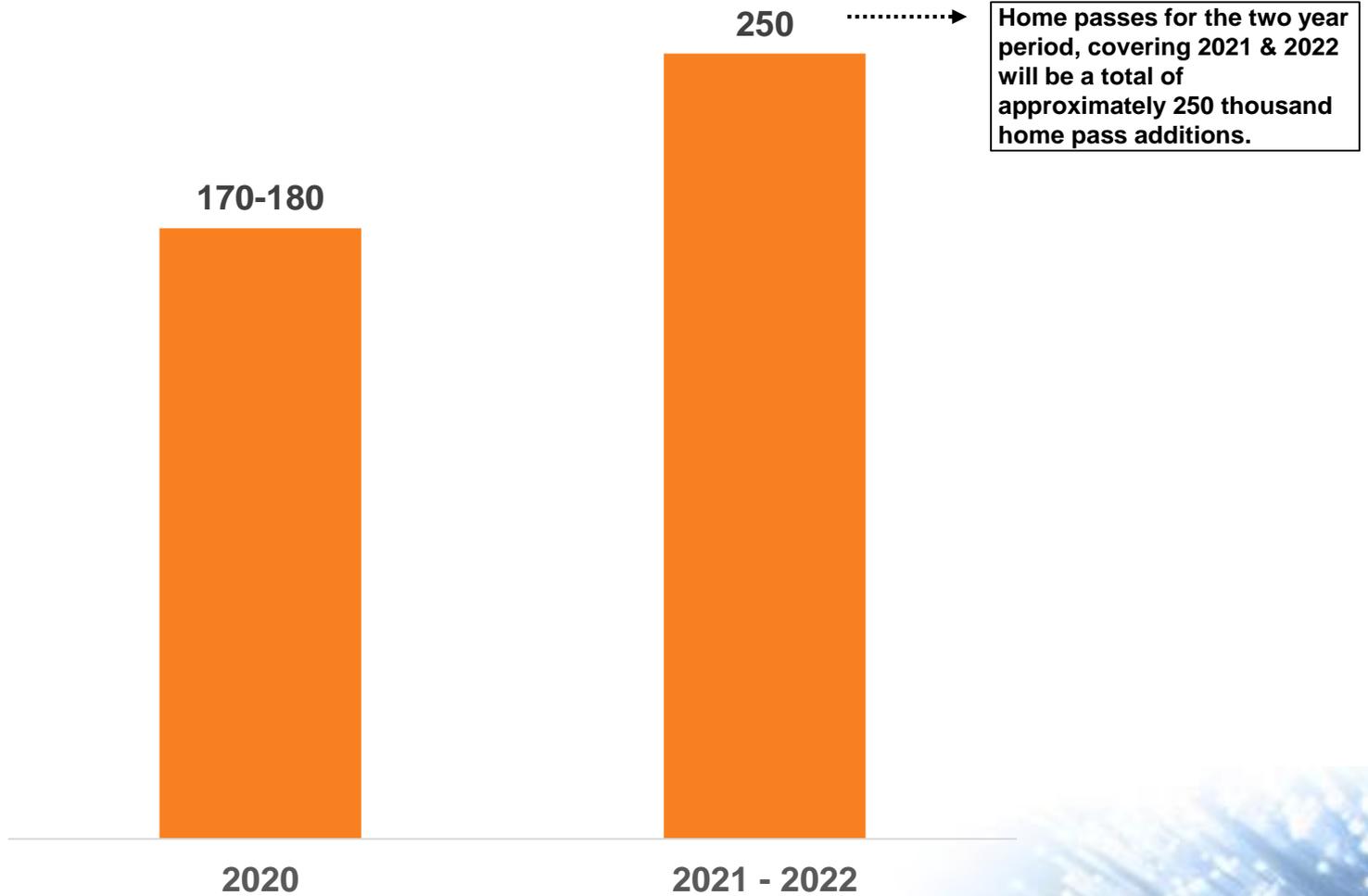
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Homes Passed Guidance

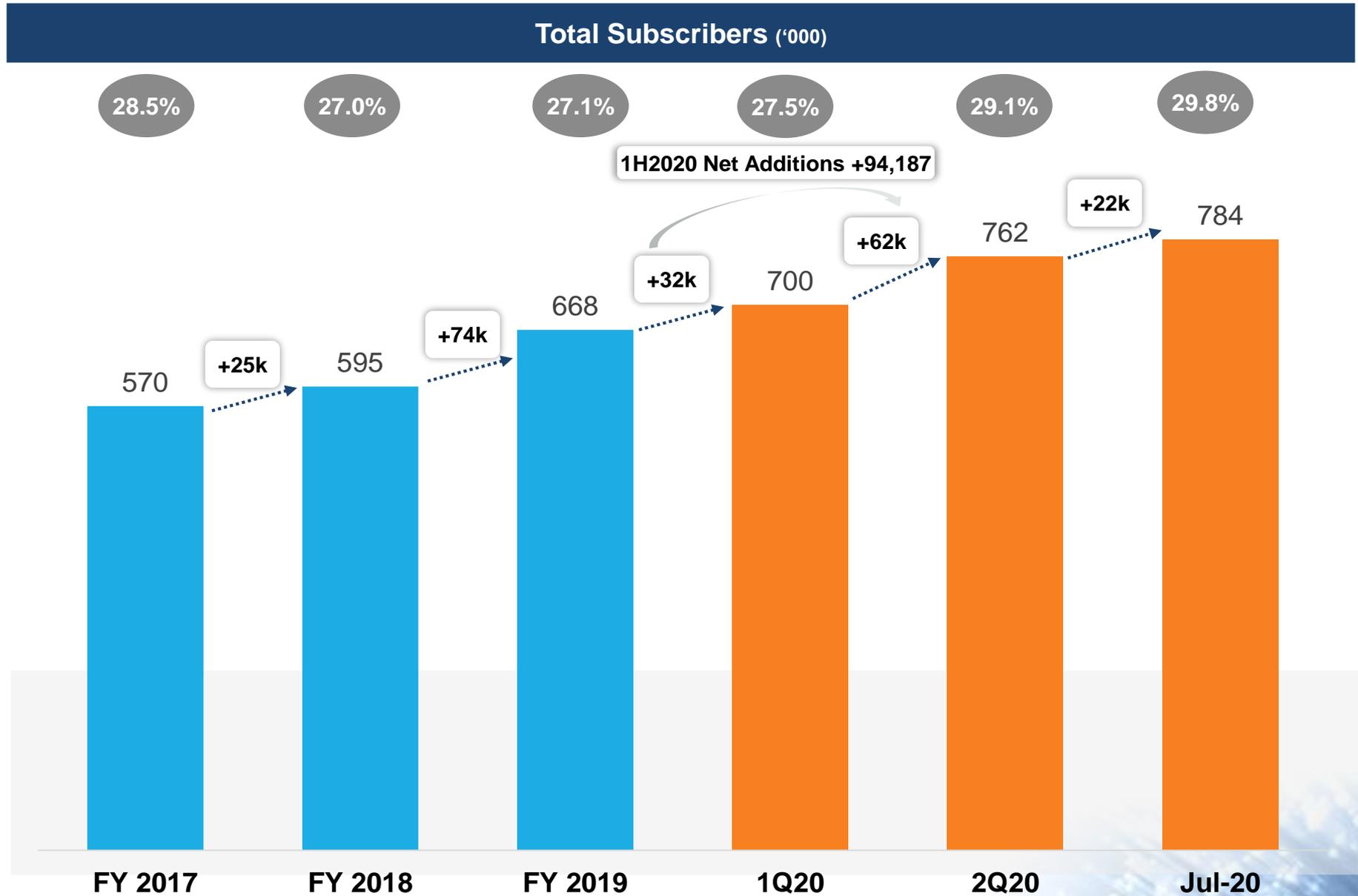
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Home Passed Guidance ('000)



Subscriber Additions

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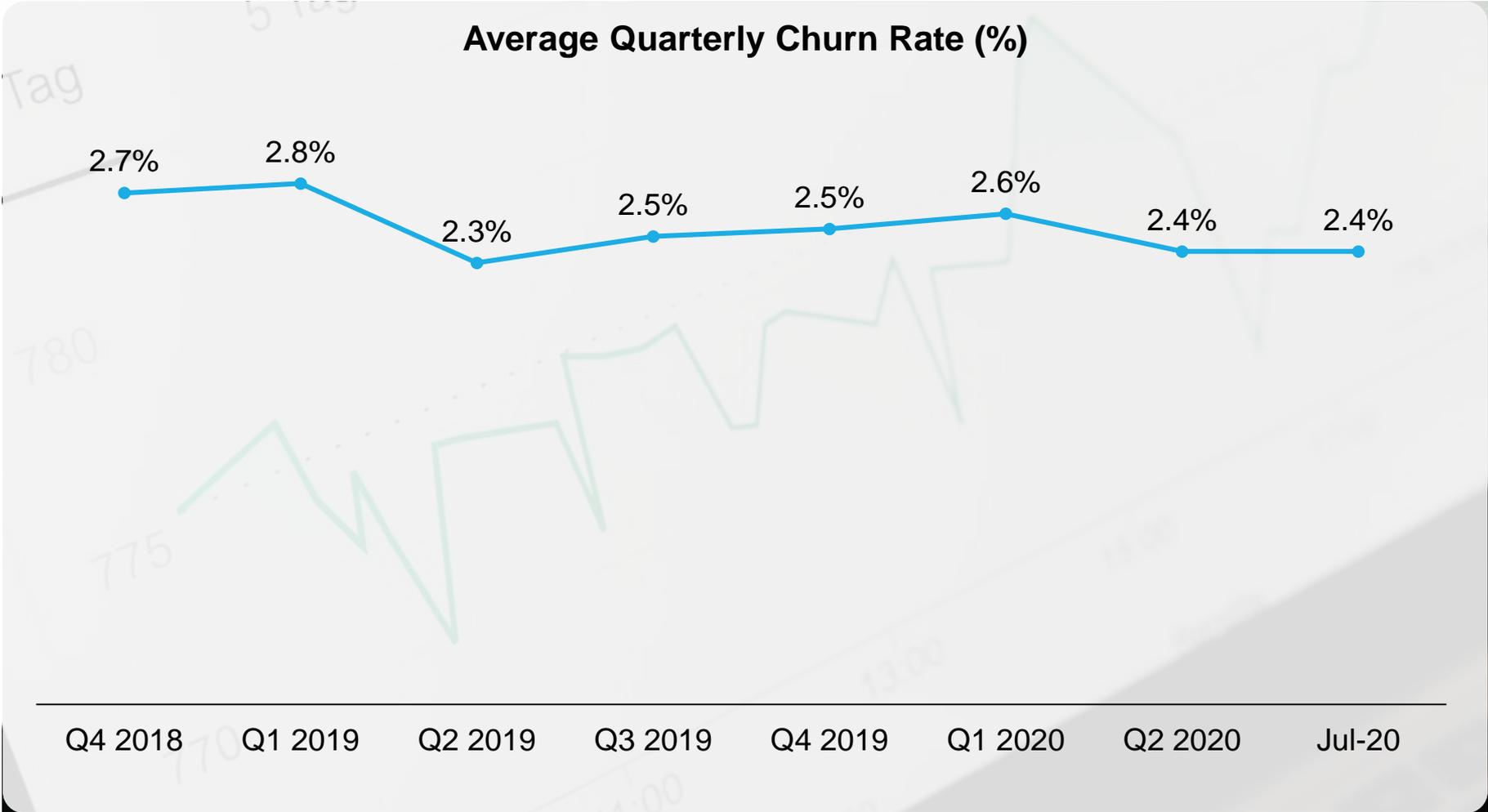


% : Penetration Rate (%)

Churn Rate

(%)

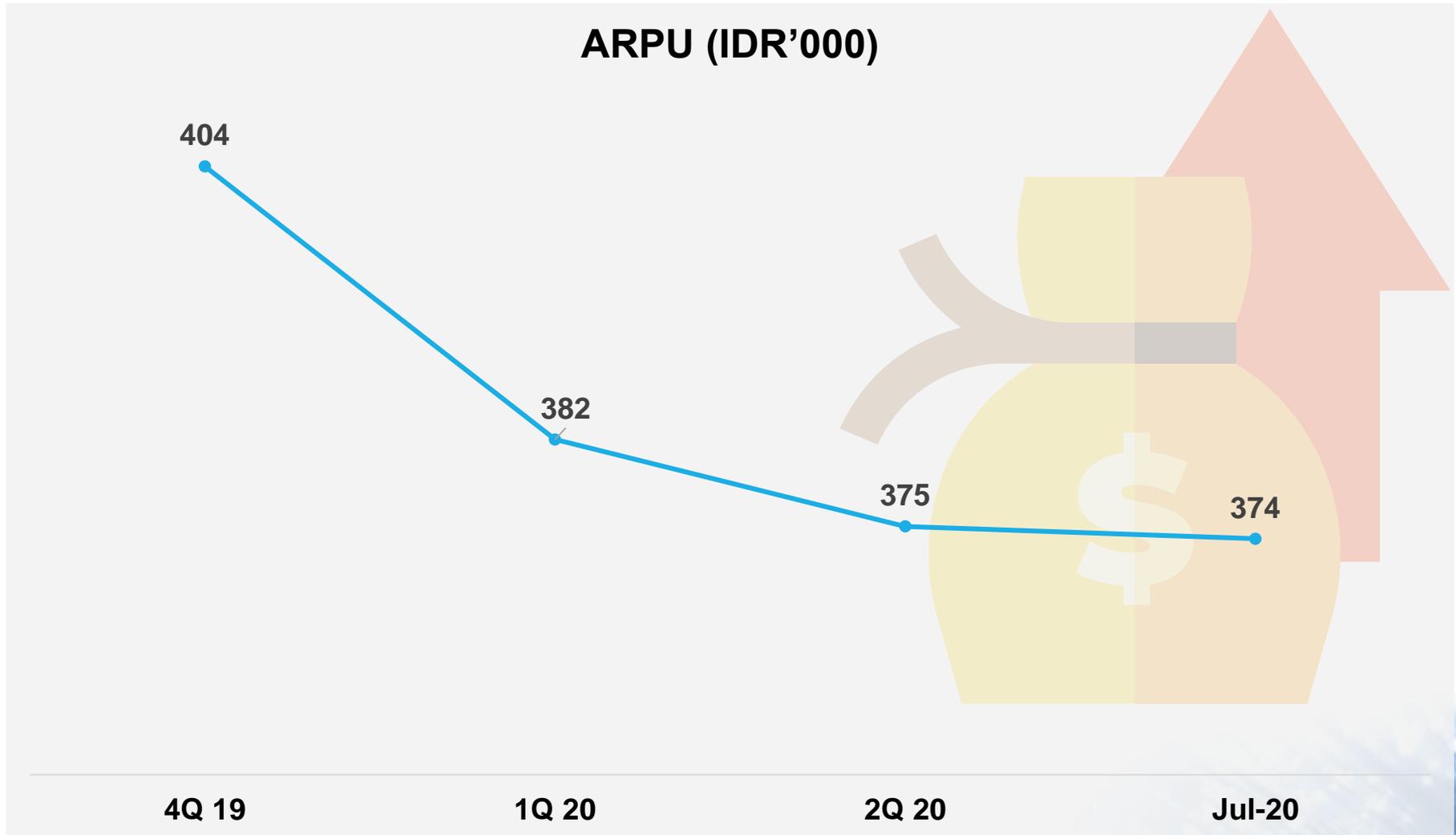
Increasing the number of retention agents & optimizing working hours to better match our customers schedule has been effective at managing churn



ARPU

(IDR'000)

Maintained a high ARPU, although as expected some downward pressure as we aim for subs growth and larger market share expanding into secondary cities.



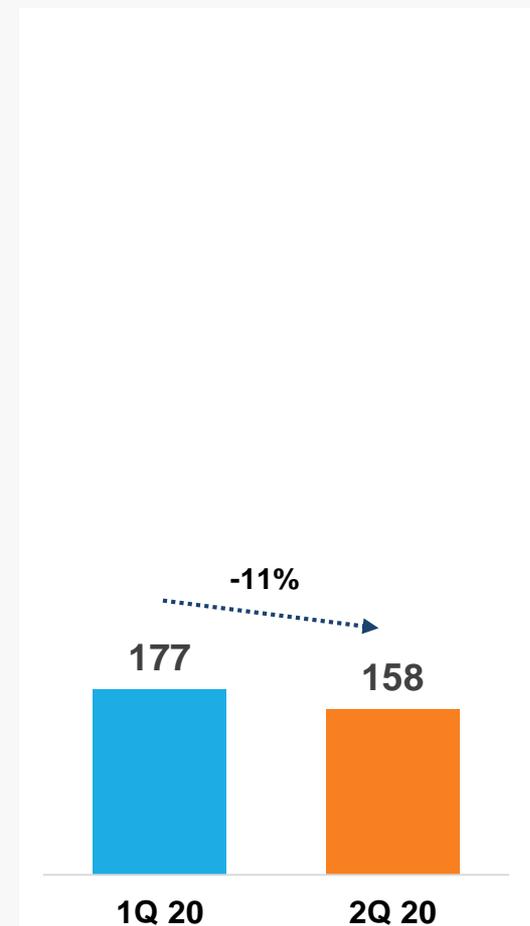
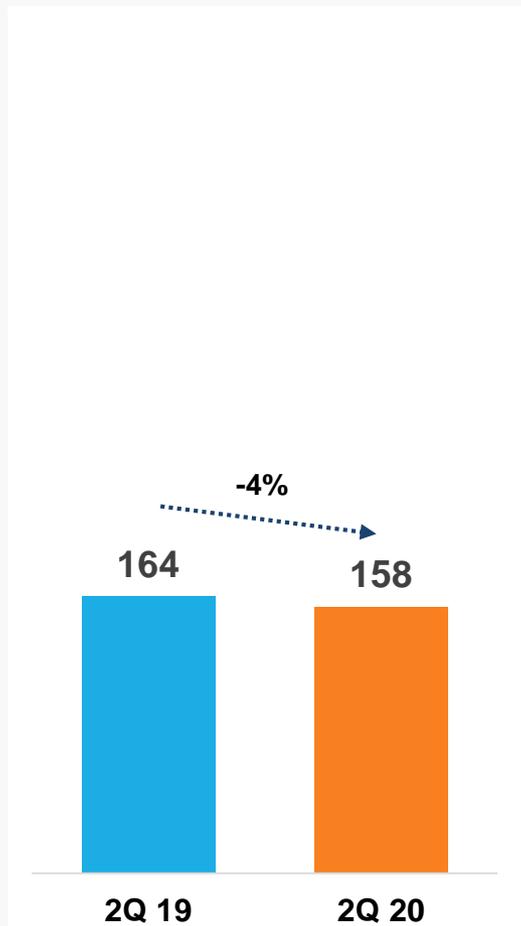
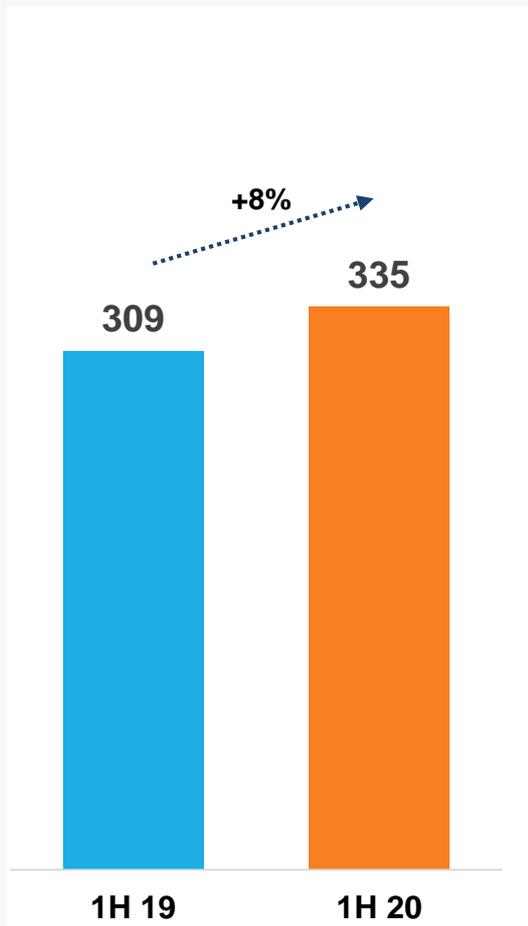
ARPU Growth

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- The table shows that through Link Net's periodic upselling, that ARPU increases significantly over 5 years
- Below is the growth in ARPU of each selected major cities:

Area	60 th Month ARPU Growth
Jakarta	52%
Bandung	59%
Surabaya	51%

Enterprise Revenue (bn) and Growth



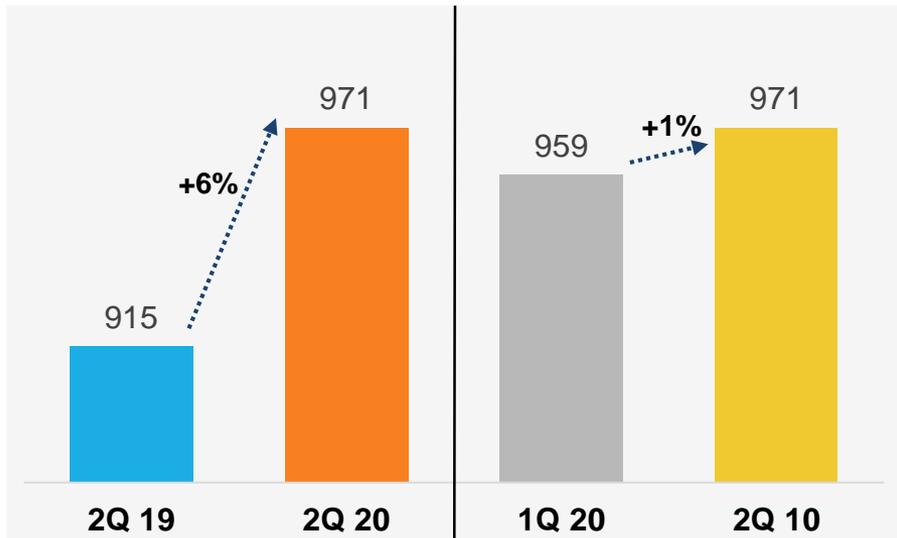
Financial Results Overview

(IDR bn)

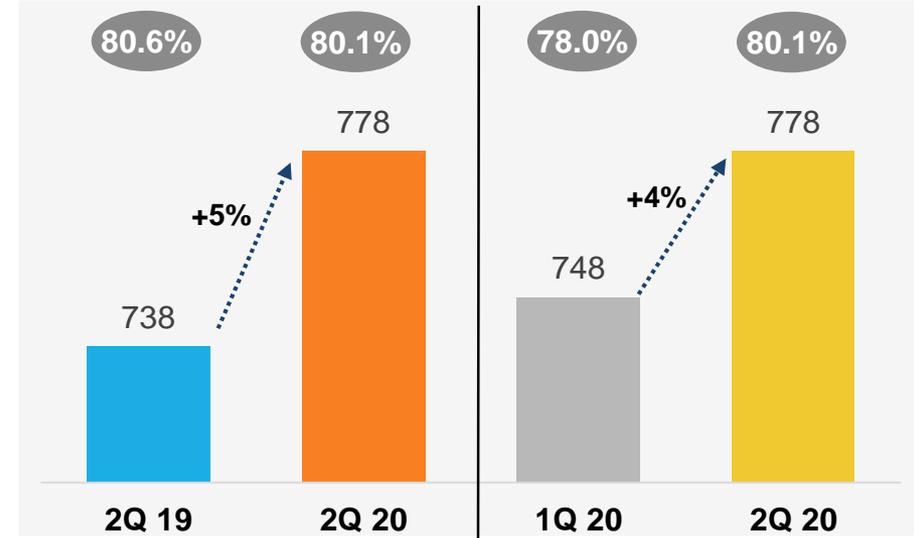
⬆️: % growth

⬆️: Margin (%)

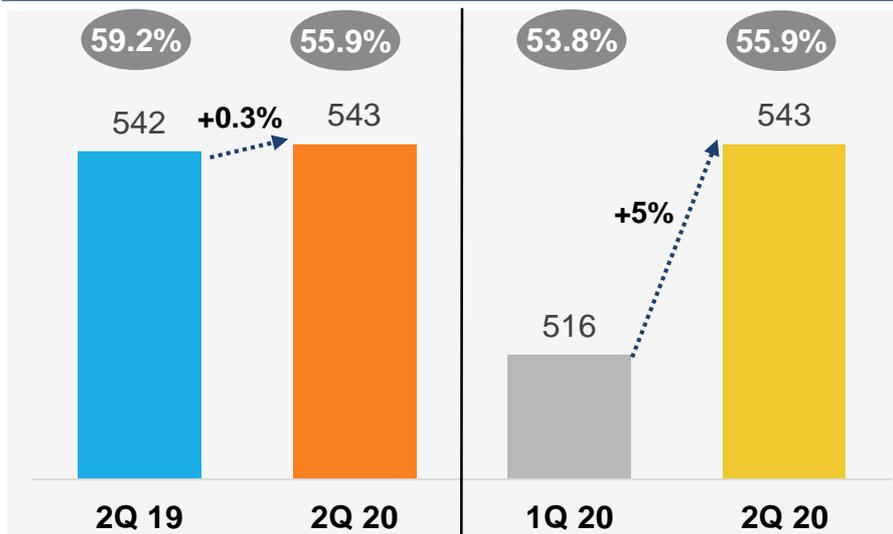
Revenue



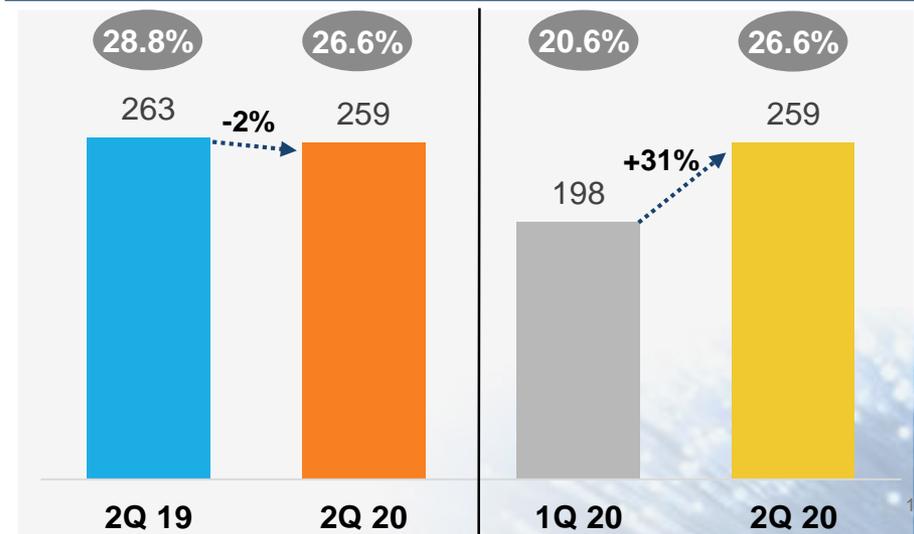
Gross Profit & Margin



EBITDA & Margin



Net Profit & Margin



Thank You

Appendix

Operational Results Overview

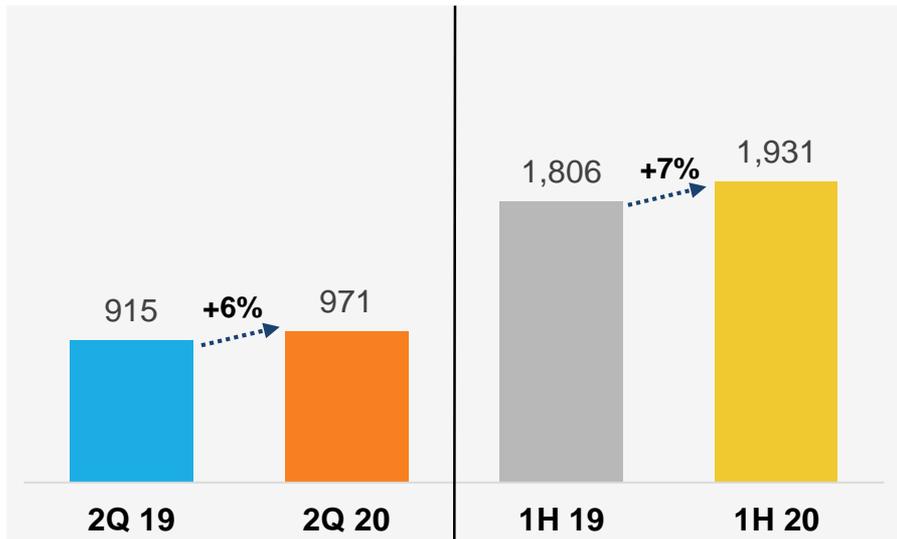
Key Operational Drivers	Q2-2020	Q2-2019	YoY Growth 2019-2020
Homes Passed :			
Beginning Balance	2,542,268	2,253,830	
Addition	78,912	58,653	34.5%
Ending Balance	2,621,180	2,312,483	13.3%
Subscribers CATV:			
Beginning Balance	645,110	593,619	
Net Addition	63,272	13,147	381.3%
Ending Balance	738,230	596,657	23.7%
Subscribers BB :			
Beginning Balance	668,205	613,805	
Net Addition	62,430	13,545	360.9%
Ending Balance	762,392	616,712	23.6%
Bundled % :	96.0%	95.9%	
ARPU :			
Blended ARPU	375,000	411,000	
Pen. Rate :	29.3%	27.0%	
Churn Rate :			
Average/Month	2.4%	2.4%	

Financial Results Overview

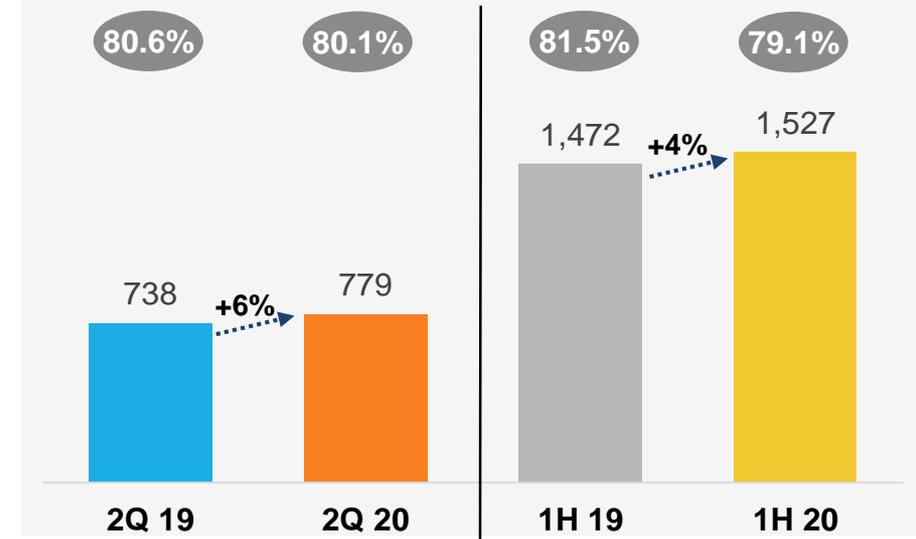
(IDR bn)

⬆️: % growth ⬆️: Margin (%)

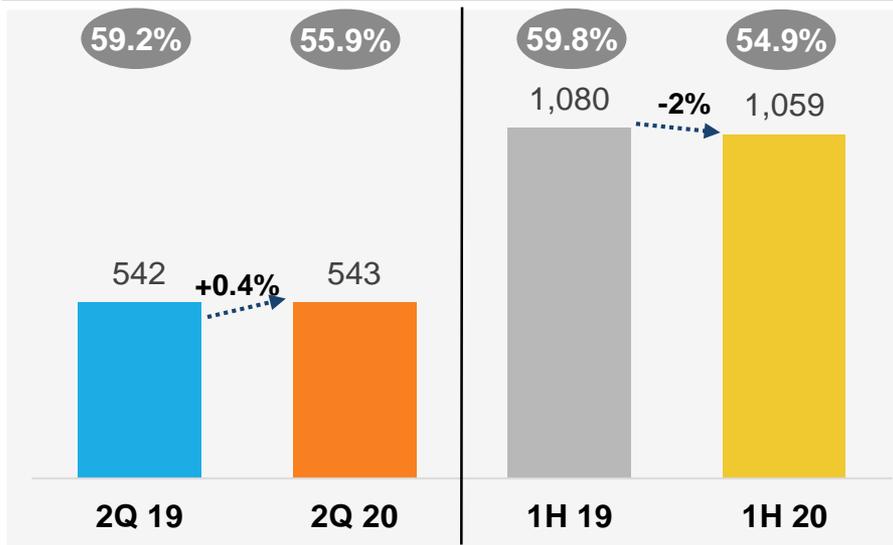
Revenue



Gross Profit & Margin



EBITDA & Margin



Net Profit & Margin

