



Link Net

PT Link Net Tbk
Corporate Presentation
Q3 2016

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Lippo Group business segments - gateway to reach Indonesia consumers



LIPPO GROUP

Successfully built **SCALE** and rooted **LEADERSHIP** in Indonesia **High-growth sectors**
 Combined Revenue **US\$ 2.5 billion**, market caps **over US\$ 11 billion**

Largest private service group in Indonesia

Market leader in strategic sectors in Indonesia

Gateway to reach Indonesia consumers

Provider of world-class products and services to Indonesian consumers

Partner of choice for reputable global institutions

FINANCIAL SERVICES



PROPERTY



SAN DIEGO HILLS
MEMORIAL PARK AND FUNERAL HOMES



MALLS



RETAILS



HOSPITALITY

HOTEL ARYADUTA

A Touch of Luxury



IMPERIAL KLUB GOLF

Karawaci, Tangerang

HEALTH CARE



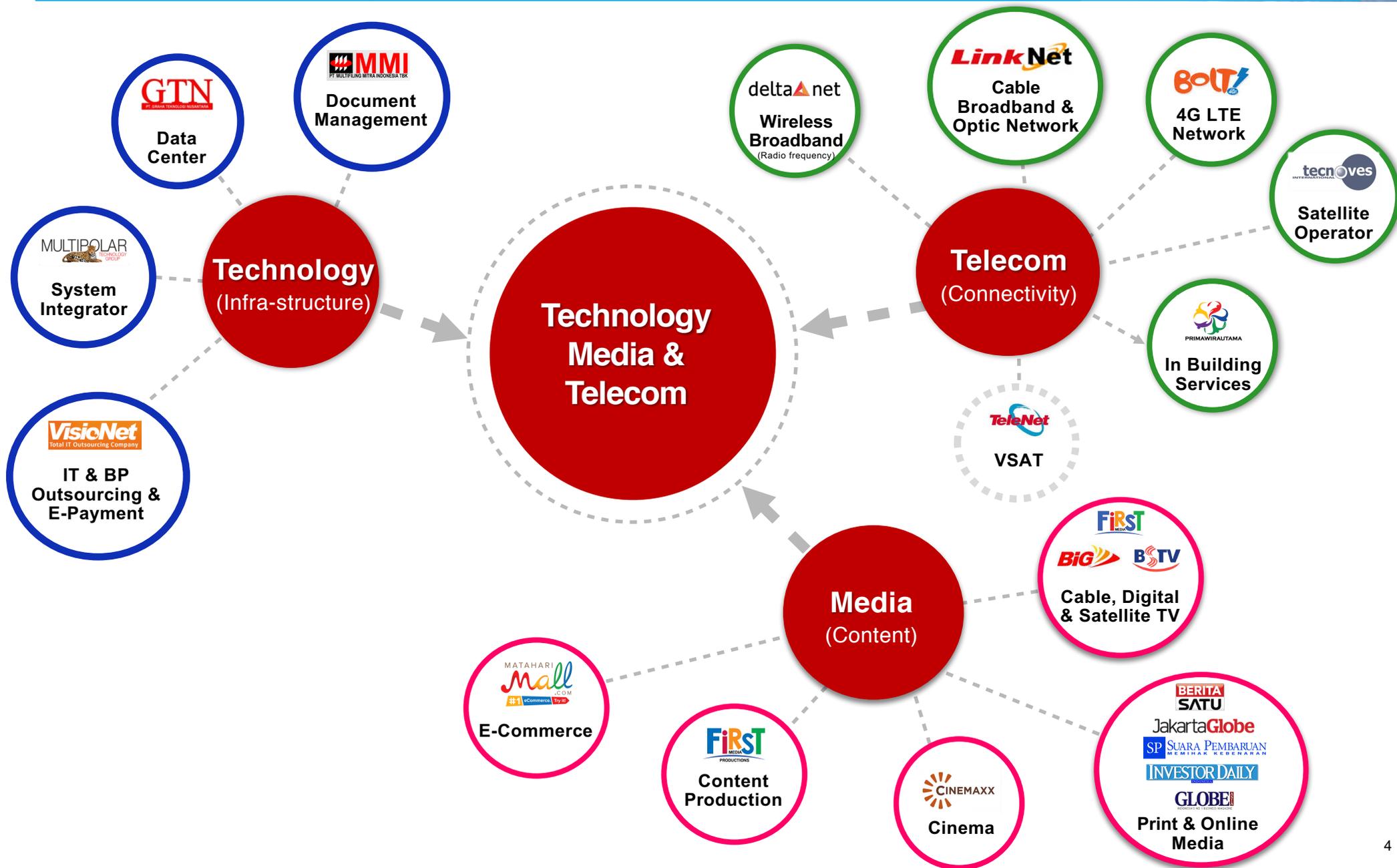
EDUCATION



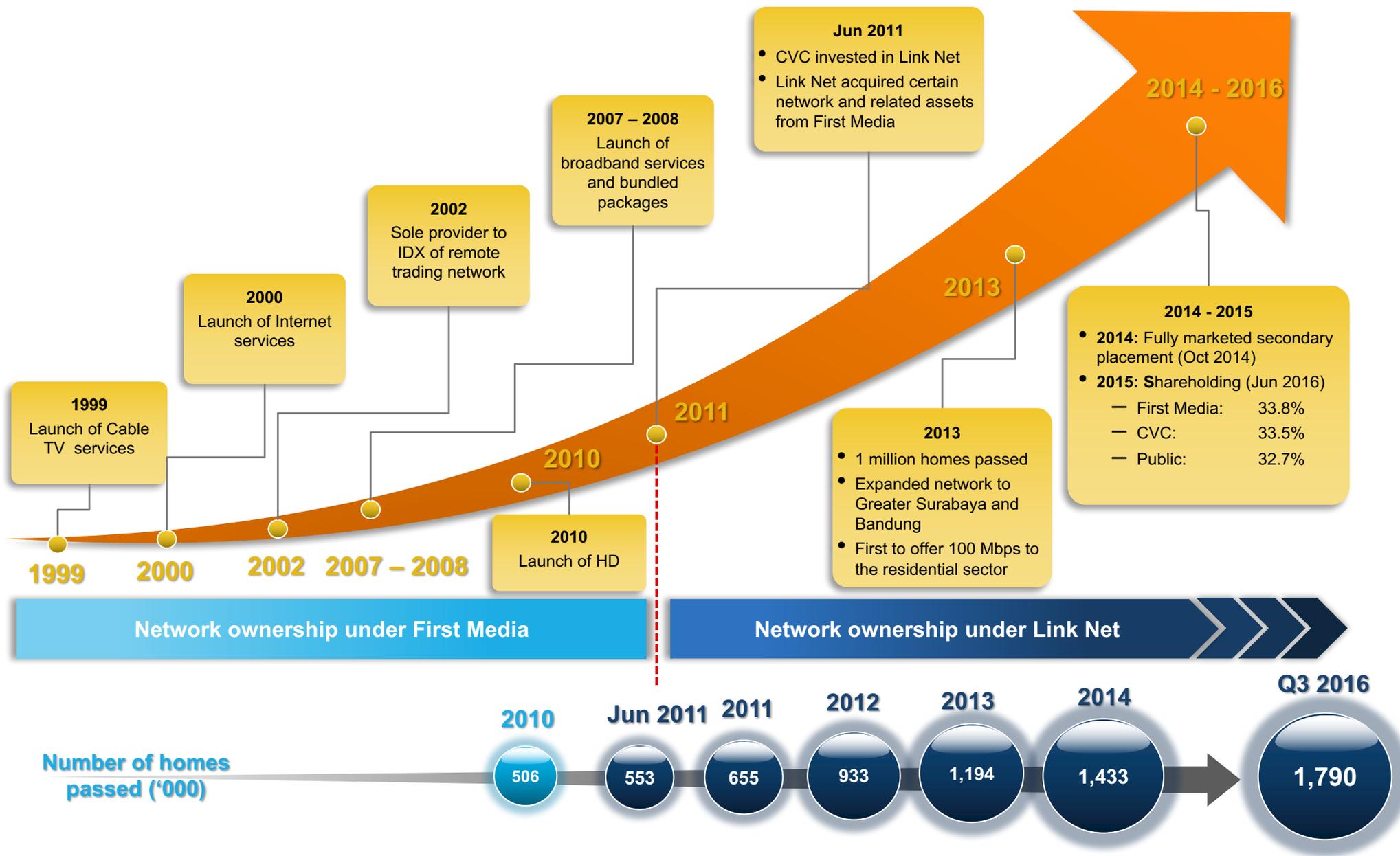
TECHNOLOGY MEDIA TELCO



Lippo Technology Media and Telecommunications (TMT) - an end-to-end ecosystem



Link Net – Key Milestones



Indonesia – A Large & Exciting Developing TMT Market

Indonesia today...

Large population base	254 million people ^(a)
Young population	54% of Indonesians under 30 years of age ^(a)
High GDP growth CAGR	5.8% real GDP growth rate ^(b)
Consumption driven economy	Consumption contribute to over 59% ^(d) of GDP
Urbanization with GDP concentration in cities	53% ^(f) urban population contributed to 74% ^(f) of GDP
Under-penetrated broadband	7.7% fixed broadband penetration rate ^(a)
Under-penetrated pay TV	10.7% pay TV penetration rate ^(a)

...with a highly compelling macro story

4 th largest by population country ^(c) in the world
One of the youngest ^(c) populations in the world
One of the fastest growing economies in the world ^(b)
Consumer class to grow by 90 million ^(e)
71% ^(g) urban population to contribute 86% ^(g) of GDP
Of the highest fixed broadband growth of 11.0% CAGR ^(h) in the world
Fast Pay TV subscriber growth of 6.0% CAGR ^(h)

Indonesia is a large and attractive cable market with faster growth in larger cities

(a) Y/E Dec 2015, Source: 2016 Media Partners Asia

(b) 2014 – 19 CAGR, Source: 2015 Media Partners Asia and BMI

(c) Population Ranking 2015, Source: World Bank

(d) Based on 2013, Source: Nielsen

(e) Growth from 2010 to 2030, Source: McKinsey Global Institute

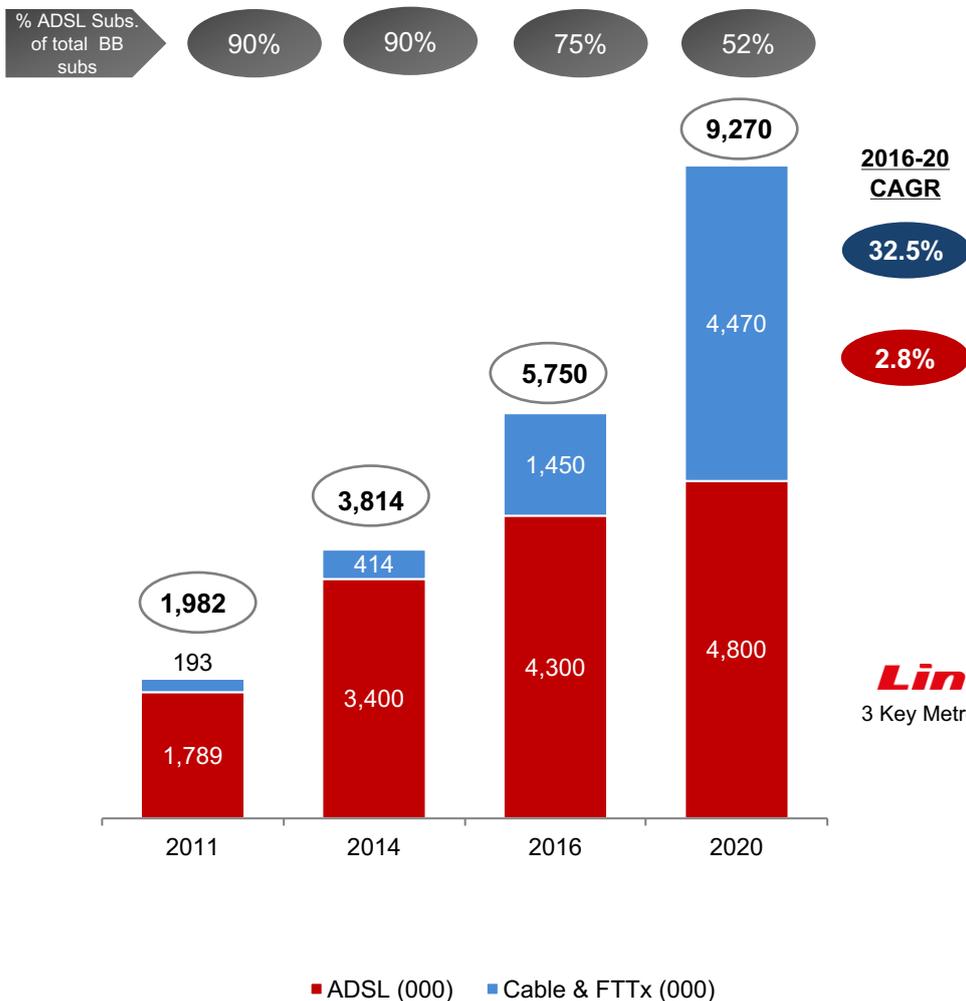
(f) Based on 2010, Source: McKinsey Global Institute

(g) By 2030, Source: McKinsey Global Institute

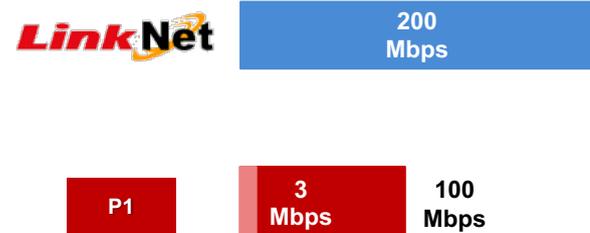
(h) 2016-21 CAGR, Source: 2016 Media Partners Asia

Link Net – Leading Provider of Broadband & IP Services Driving Adoption of *Internet of Things* via its NGBB^(a) Network

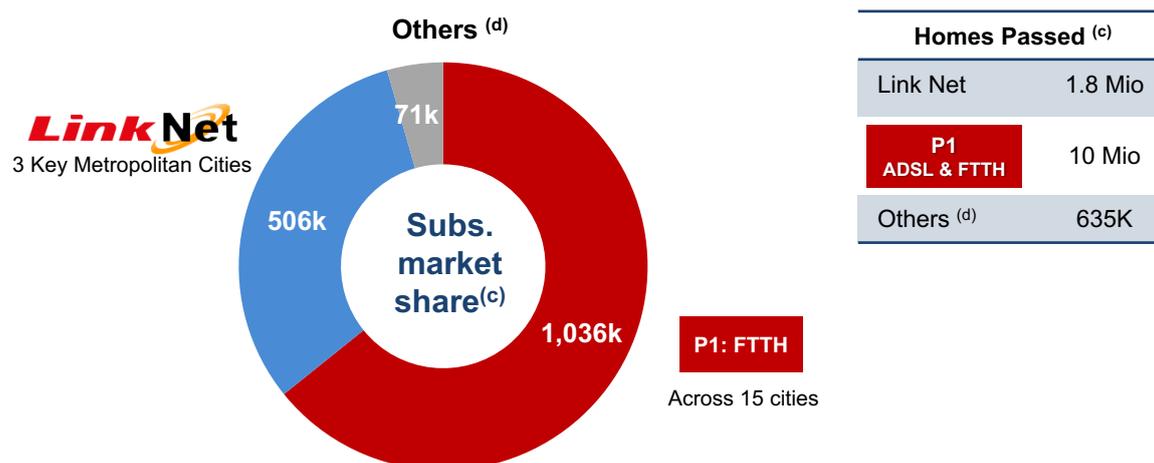
Large and fast growing market with strong demand ^(b)...



...with Link Net as the leading provider of broadband and IP services driving the adoption of Internet of Things...



...and the anchor provider to affluent AB households in Indonesia's top 3 metropolitan cities



(a) NGBB defined as Next Generation Broadband

(b) Source: MPA 1H2016

(c) Source: TLKM and Link Net based on 3Q16 earnings call report

(d) Source: "Others" Homes passed data sourced from News, and internal company data. Subs market share "Others" data from MPA 2016 and internal company

First Mover Advantage in an Industry with Significant Barriers to Entry

In contrast to others...

- 
IN-DEPT NRO EXPERIENCE: Link Net’s top tier personnel’s substantial expertise in quality, systematic roll out developed over many years of pioneering experience
- 
YEARS OF PROVEN TRACK RECORDS: Our reputation for quality service and customer support creates “sticky” relationships with its customers who are reluctant to switch out with risk of internet access disruptions
- 
PERMITS ADVANTAGE: Our long-built relationship working with community leaders and delivering on its promises lend to difficulties for new players with unproven track record in getting communities approval. Community leaders reluctant to provide access for new cable construction with potential disruptions to daily life
- 
MORE ATTRACTIVE FINANCIAL RETURN: Link Net’s shorter payback period and financial return
- 
PREMIUM FOCUS: Link Net’s focus and record of AB home passes and household penetration
- 
CONTENT STRENGTHS: Its undisputable breadth and quality of TV content offerings
- 
PREMIUM VALUE: The solid relationship between price and value for each of its offerings

Technologically Resilient State-of-the-Art Network and Superior Content Delivery – *Driver of the Internet of Things*

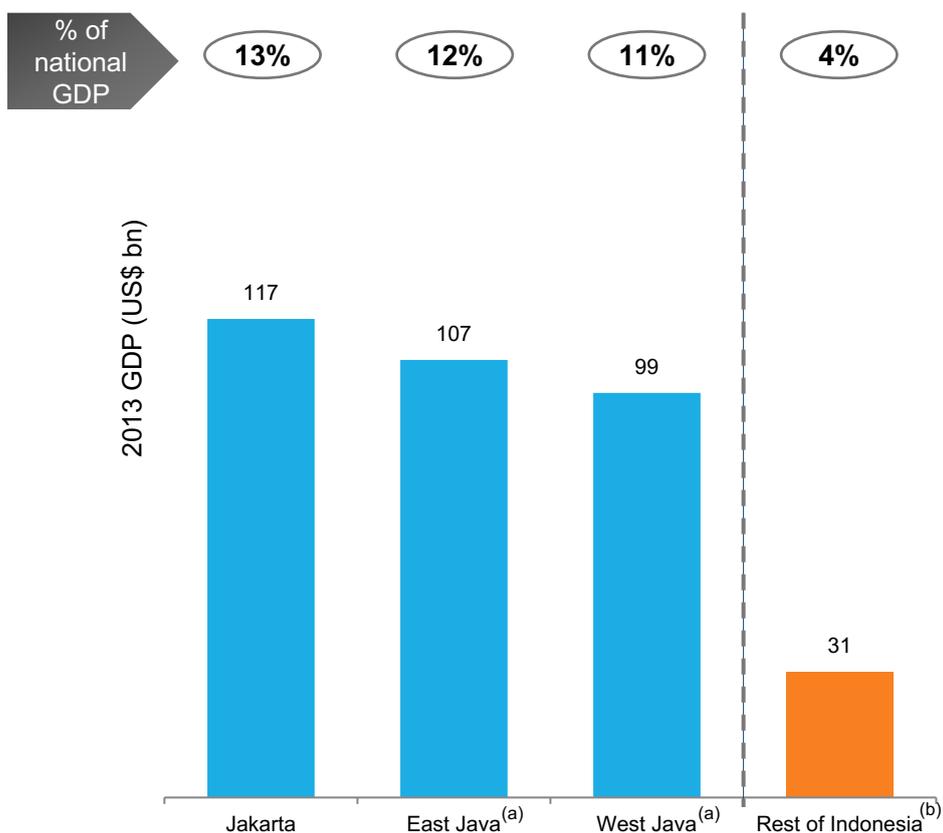
-  Currently capable of high speed internet **connectivity of up to 1 Gbps** -- fully DOCSIS 3.0 enabled.
-  **Fully owned fiber backbone and last mile^(a)** – ensuring high quality services and cost control
-  Link Net **owns and operates its own fiber lines to Singapore gateway**--from there it connects to the rest of the world
-  Supports large number of **High Definition channels and Value Added Service (VAS) - Industry leader**
-  **Low average homes-to-nodes ratio - 360 homes per node^(b)**

(a) Limited exceptions for certain last mile owned by property developers

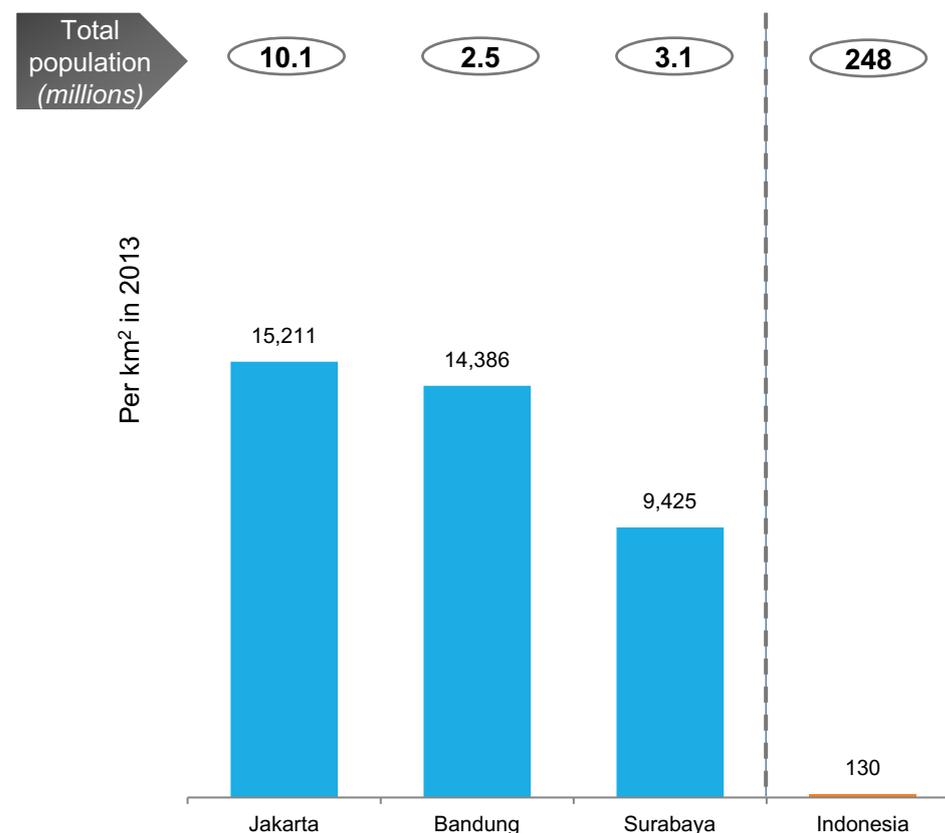
(b) Source: Media Partners Asia

Selective expansion and marketing strategy, targeting high potential urban areas...

Operating in provinces with high GDP



Operating in cities with high population



(a) Key cities in East Java include Gresik, Bangkalan, Mojokerto, Surabaya, Sidoarjo, Lamongan and West Java includes Bandung
 (b) Rest of Indonesia figure is the average of the remaining top 12 provinces as per BPS excluding Jakarta, East Java and West Java
 Source: Media Partners Asia, Biro Pusat Statistik (BPS), Nielsen and Company data

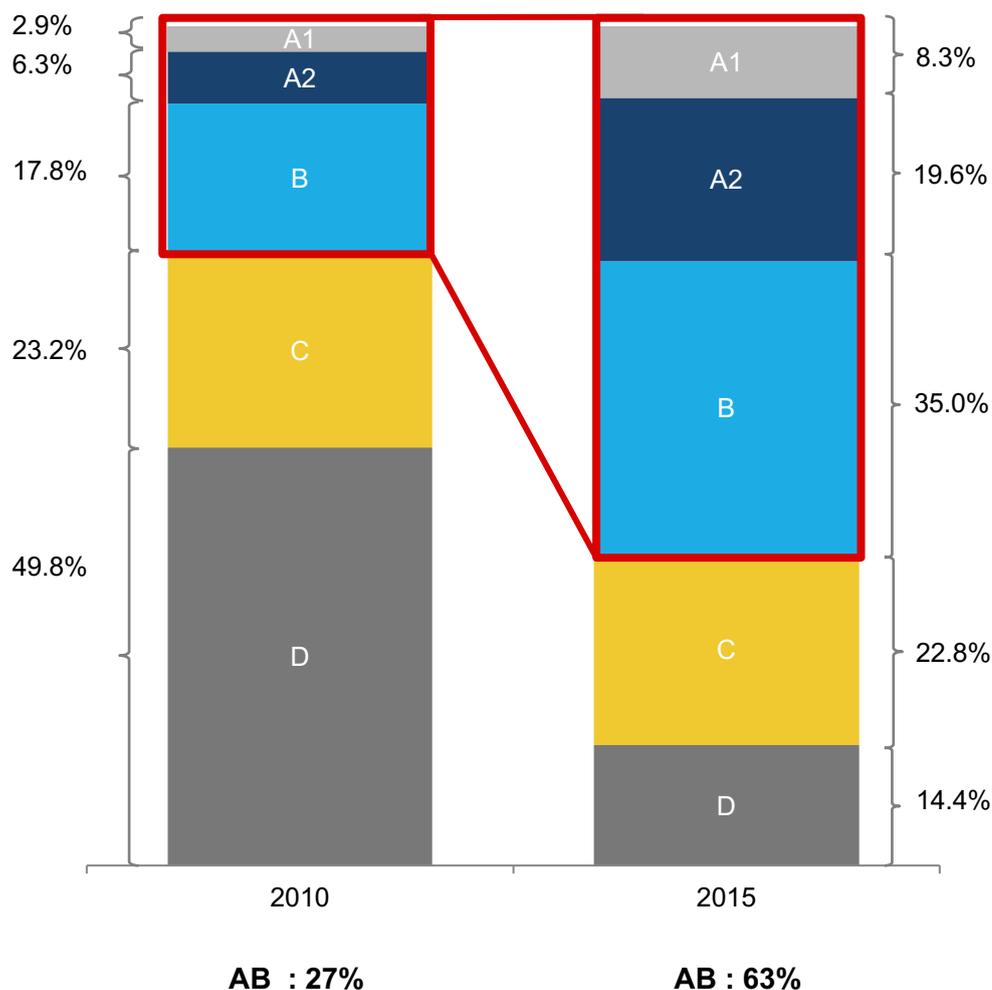
...and appealing to the most lucrative and fastest growing demographics – the Millennials

Households in Link Net's operating cities^(a)

Link Net's target market

Monthly expenditure (IDR '000) ^(b)

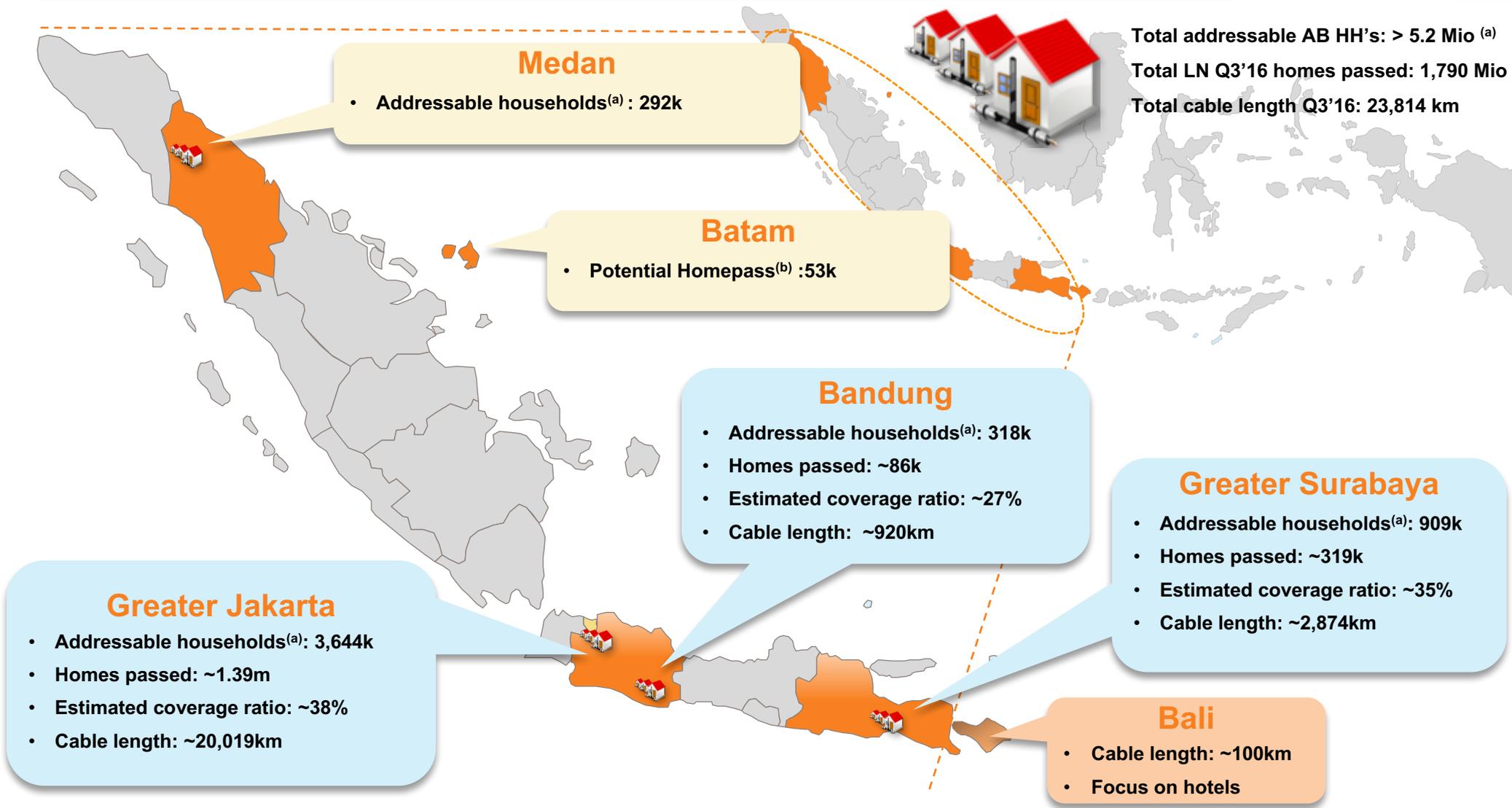
A1	10,000
A2	5,000
B	3,000
C	2,000
D	1,500



- Increasing proportion of AB segment since 2010
- AB segment less price sensitive
- Un-satisfied demand for quality broadband and premium entertainment experience
- Affordable entry level packages also available for C1 segment customers
- ABC1 growth driven by robust Indonesia macro fundamentals where lower income CDE HHs moving to affluent AB households

(a) Cities include Greater Jakarta, Greater Surabaya and Bandung
 (b) Based on Nielsen 2015, AB HH monthly expenditure updated to Minimal Rp 3 mio
 Source: Nielsen, assuming 4 pax per household

Continue the Sytematic Roll-out and Geographic Expansion plan, while Marketing for Greater Adoption in Existing Cities



Link Net NGBB player of SCALE, operating in the most attractive metropolitan areas of Indonesia

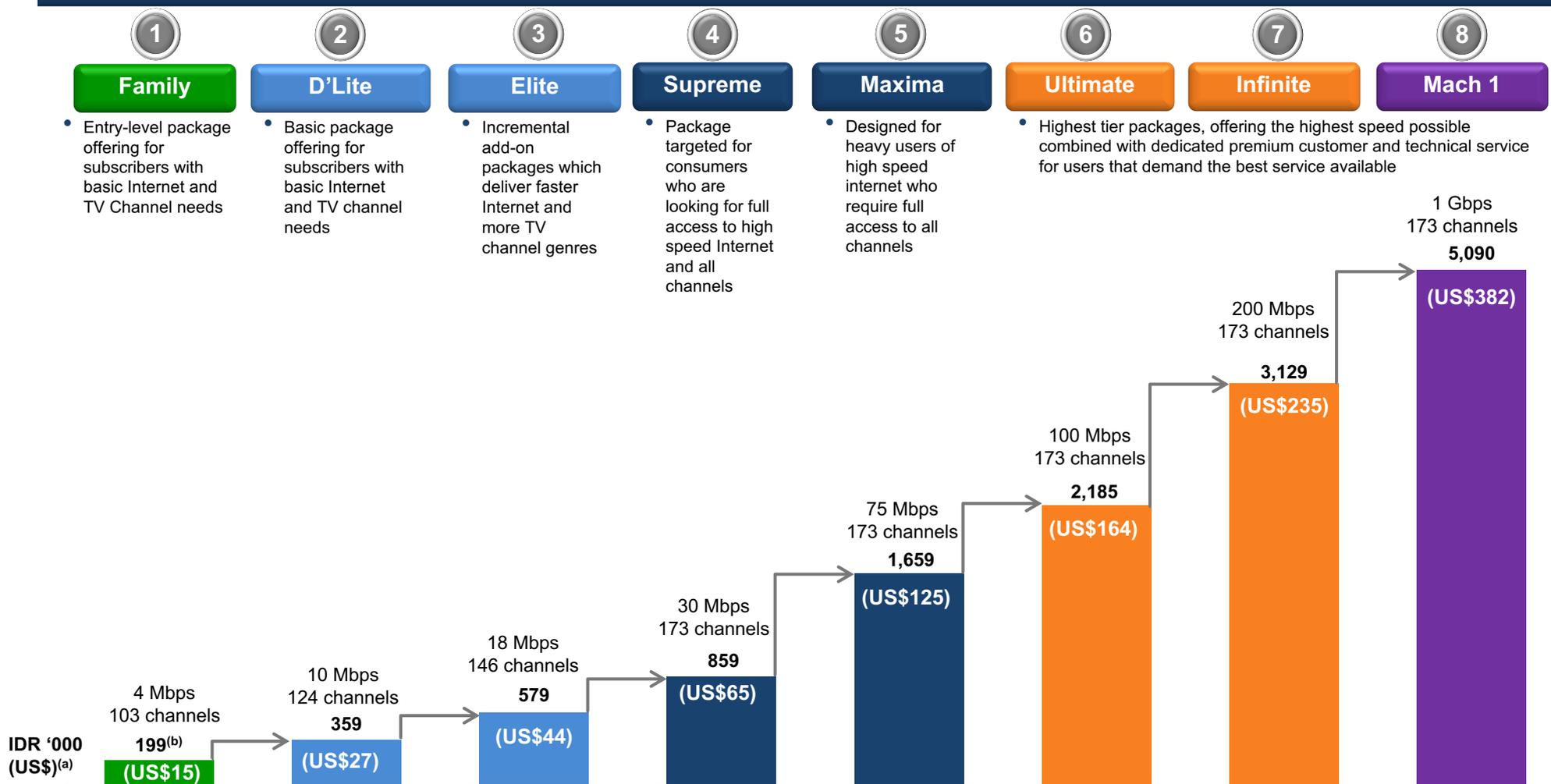
(a) Based on addressable market of AB SES households as defined by Nielsen (2015 definition of SES classification)

(b) Based on internal company data survey (in absence of Nielsen)

Source: Company data as of 3Q16

Constantly proving our leadership in product-service innovations, with winning price-value range of broadband and video content packages

Catering to a large addressable market from a large C population to a fast growing AB segment



Profitability margins are similar across all packages from entry-level to most premium tier package

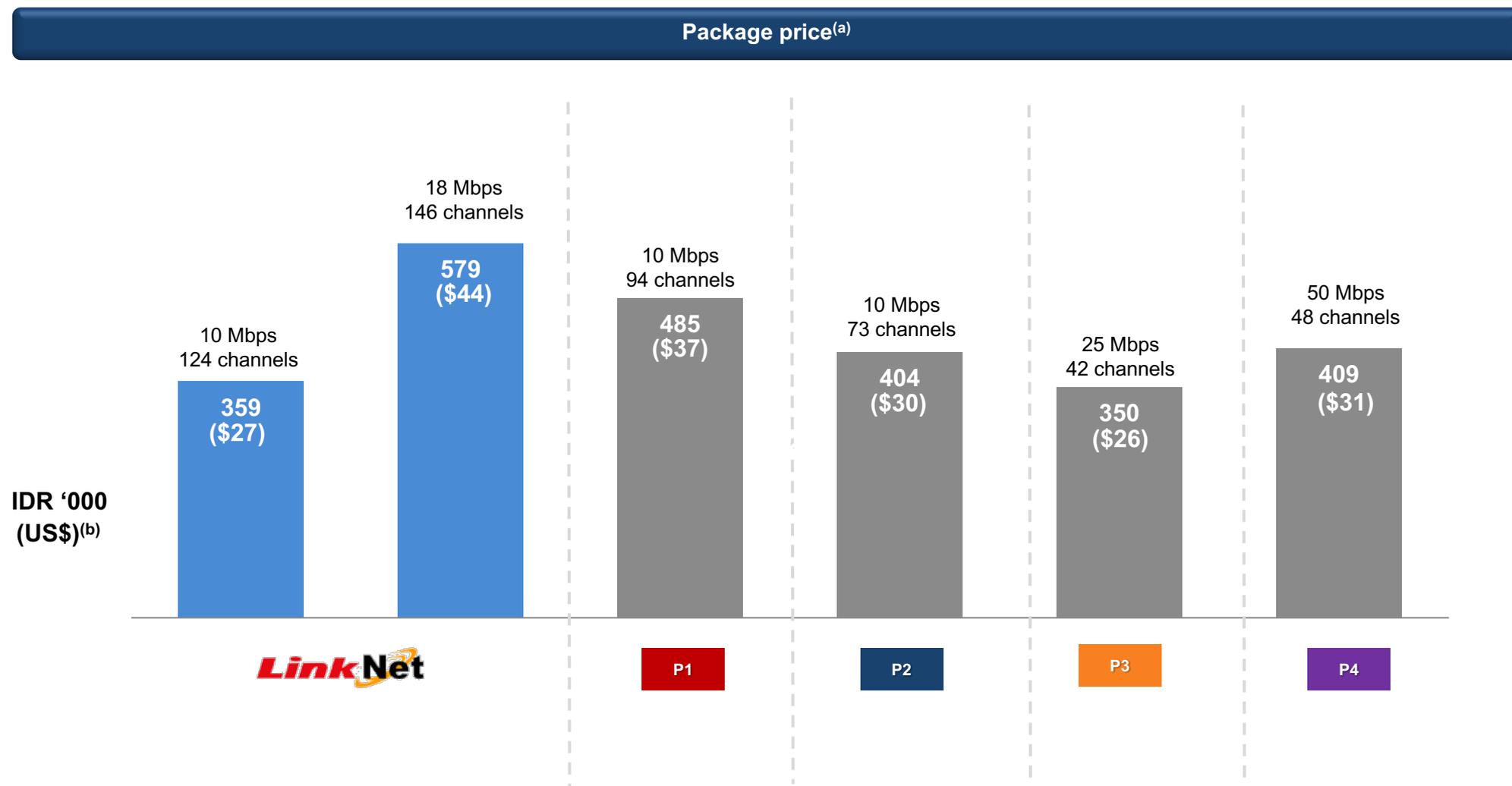
(a) US\$1 : IDR13,300 exchange rate was assumed

(b) Wireless Docsis 2.0 Wi-fi Modem and HD STB for FAMILY and D'LITE & Wireless Docsis 3.0 Wi-fi Modem and X1 4K STB for ELITE up

Source: Company data as of February 2017

All price is including CPE rental All price exclude 10% VAT

Choice Combo Packages of Video and Broadband Services deliver Superior Added Value to Customers



(a) For comparison across products, packages analysed offer 10 & 18 Mbps for Link Net vs. others similar mbps Internet package

(b) USDIDR exchange rate of 13,300

Source: Company data, Corporate websites of service providers as of February 2017

Premium ARPU maintained based on proven track record of Package Enhancements and Upselling

Continuous innovations to stay ahead of the game

Maintain speed leadership with launch of 1 Gbps across all cities

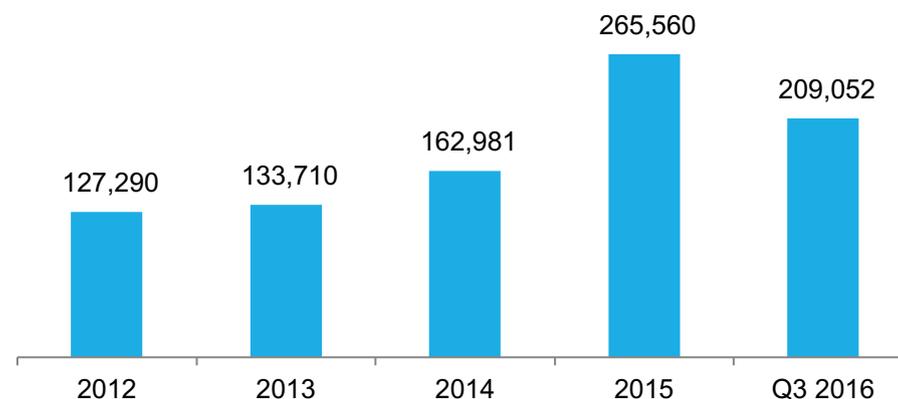
LTV Anywhere with FMX (> 150 live stream channels, 7 days catch up, premium VOD)

Multi-Screen Interactive Experience with next generation cable OTT STB



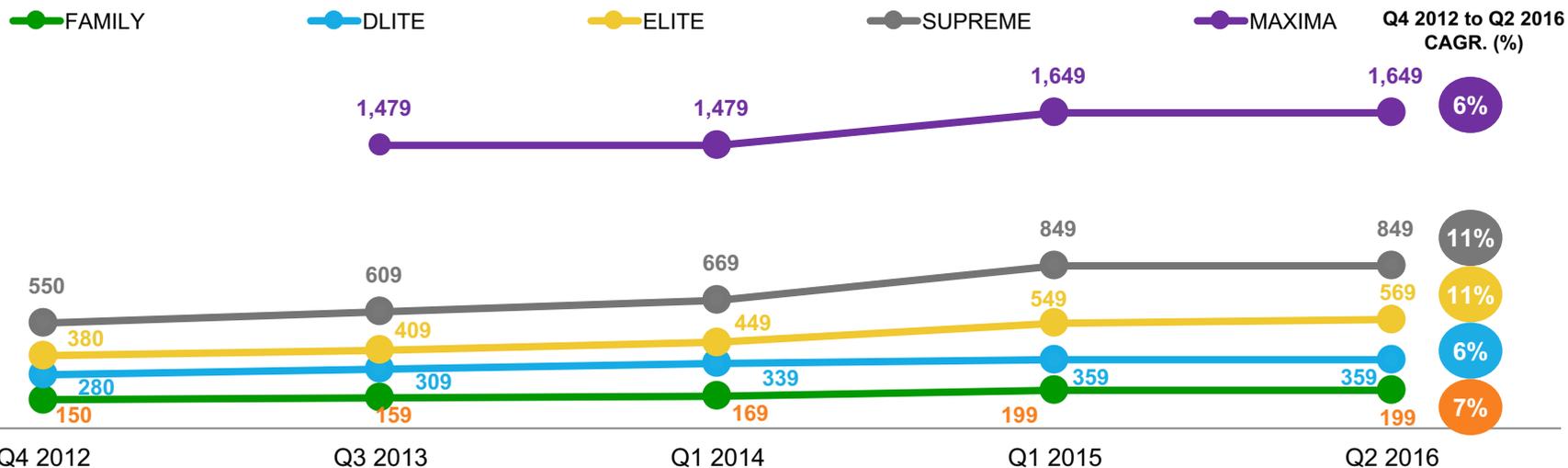
Successful upselling through focused marketing efforts

No. of upgrade transactions each year



Combo Product Retail Price Movement^(a)

(IDR '000s)



(a) 2016 Combo repackage. No change in "ULTIMATE" and "INFINITE" combo.
Source: Company data

(Deferred re-pricing to Q2'16 amidst slow macro)

9M 2016 highlights

▪ Achievements

- **Revenue growth** grew steady at **14% yoy**, with Q3 2016 solid **16% yoy** growth
- Profitable growth sustained with **EBITDA grew 17% yoy, at high of 59%**
- **Net profit up 31% yoy** at a **high 28% margin**
- Large leverage capacity maintained and CAPEX investments on track

▪ Improvements

- Subscriber **RGU base grew 17% yoy** bringing overall penetration¹ at **28%**
- **Premium ARPU maintained**, modest QoQ increase from IDR402 to **IDR403 thousand**

▪ Challenges

- Customer **churn controlled at 2.2%**, within norm and market guidance
- **Enterprise business** continue to grow, contribute 16% of Total Revenue, still has yet to gain significant momentum

▪ Key Initiatives

- **First Media Business** launched
- Seamless internet access through **Cable and Wireless 4G bundle**
- **Medan** and **Batam** roll-out
- **FMX TV** anywhere services

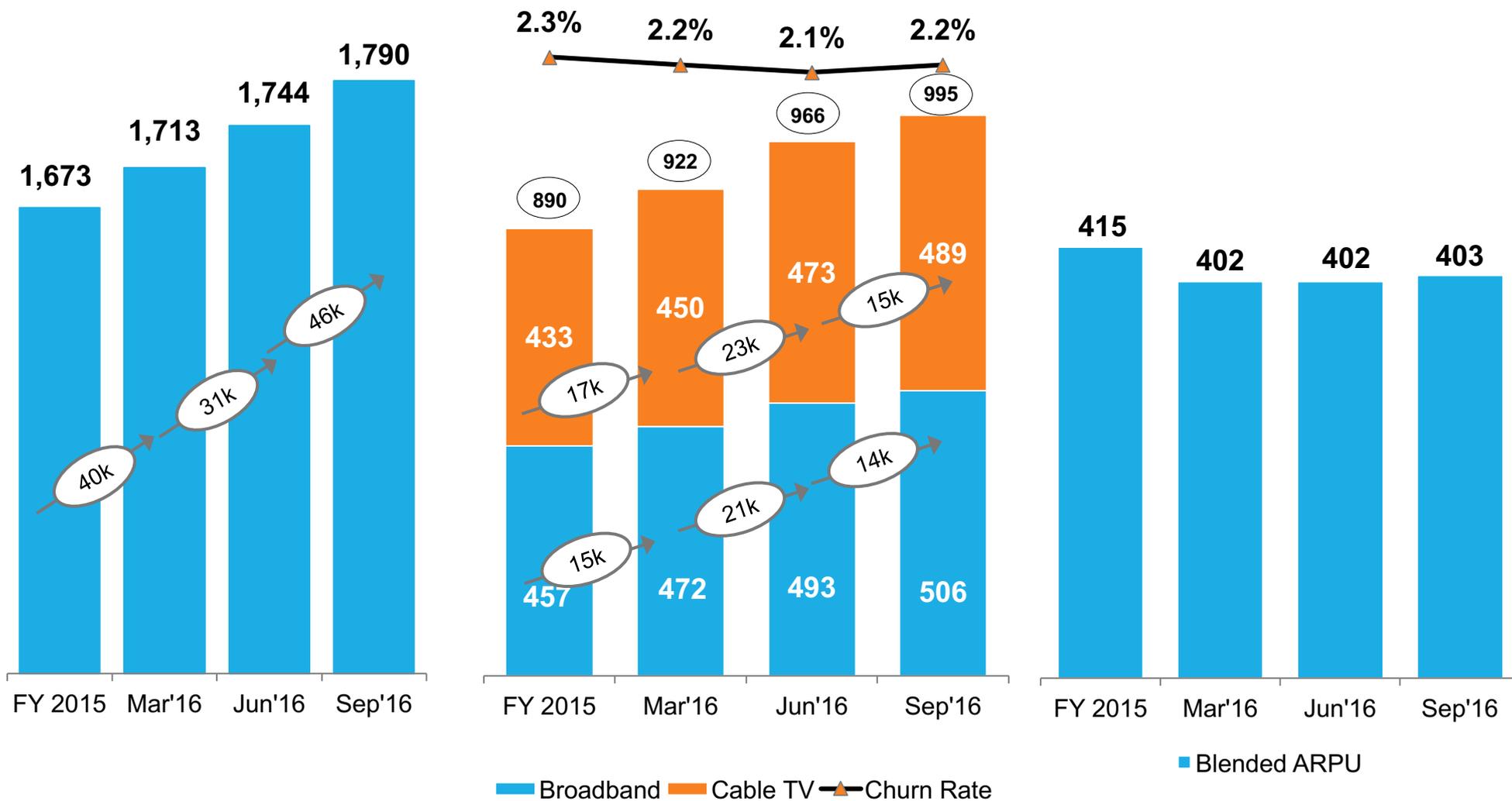
¹Calculated as end of period broadband subscribers as a percentage of end of period homes passed

Homes passed and RGU additions ON TRACK as penetrations continue to inch-up

Homes Passed ('000)

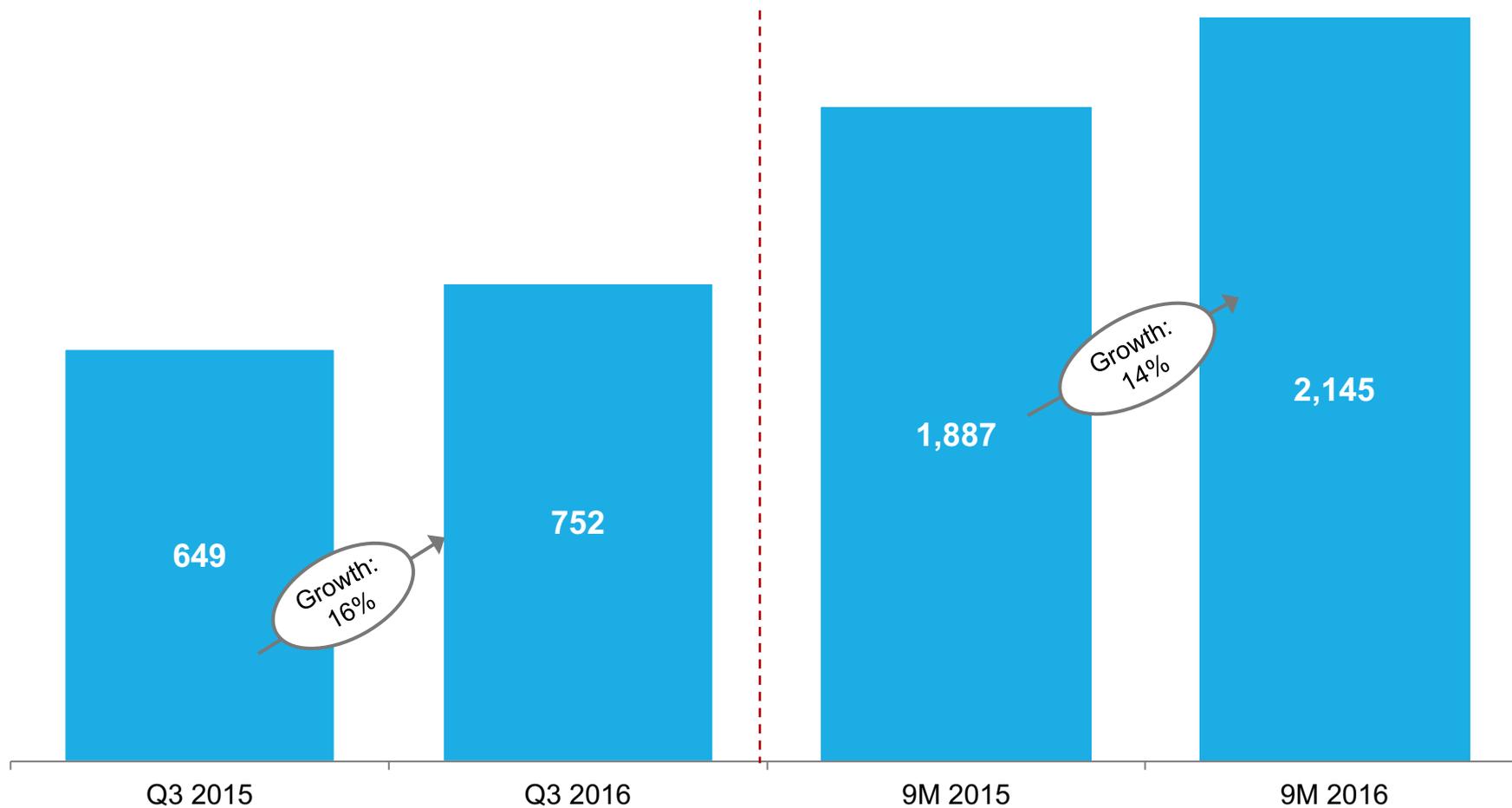
RGU ('000) and Churn

ARPU (IDR '000)



Steady revenue growth trajectory continues despite challenging business and competitive environment

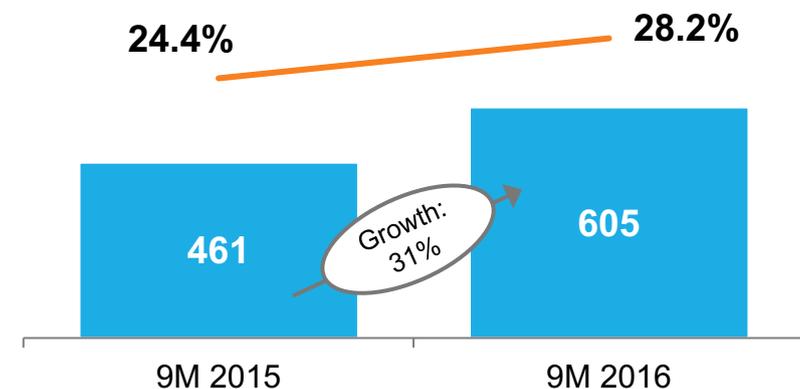
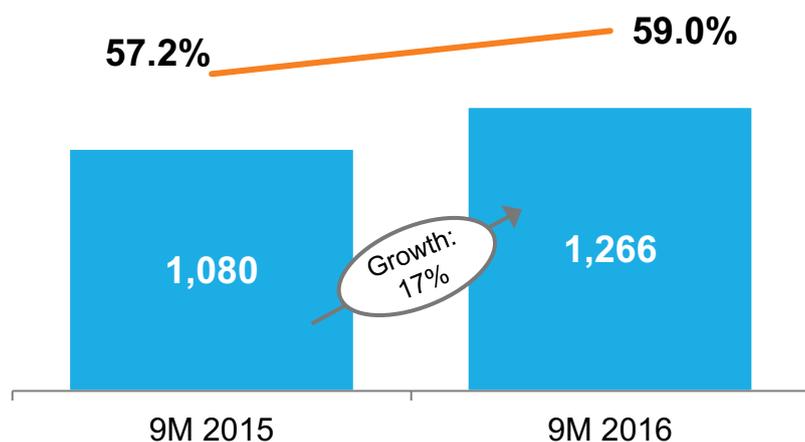
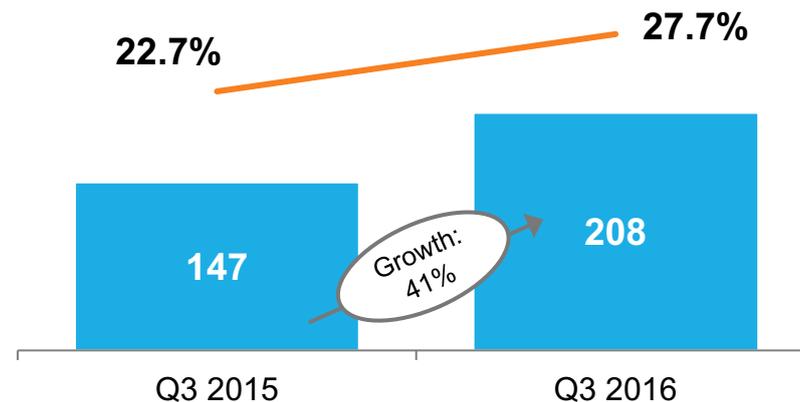
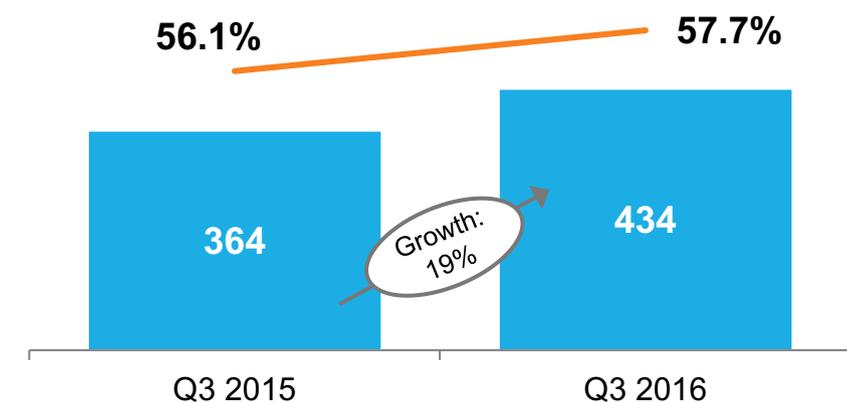
Revenue (IDR bn)



Stronger margins on further scale and cost advantages

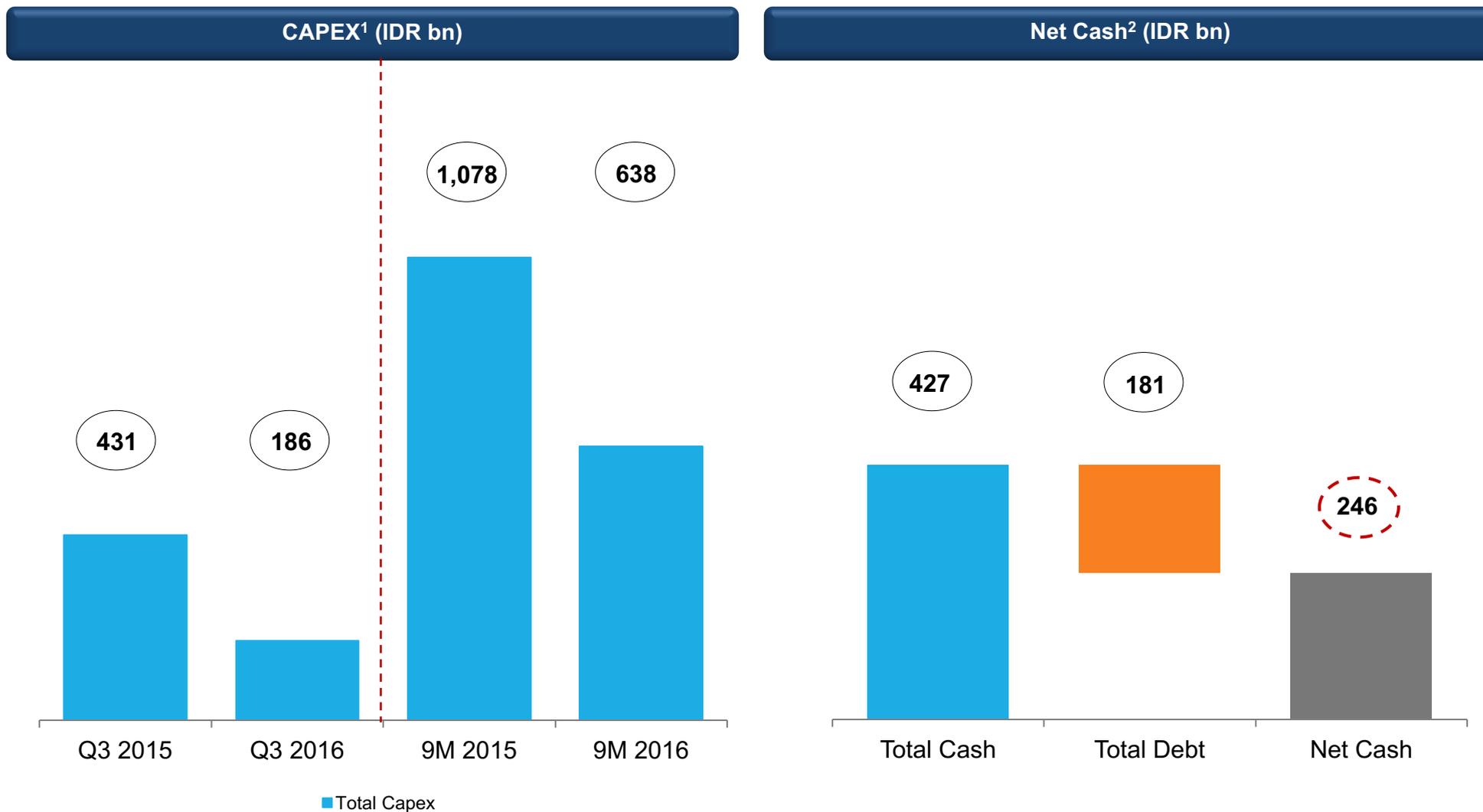
EBITDA (IDR Bn)

Net Profit (IDR Bn)



— EBITDA and Net profit margins

More strategic spending on back of strong balance sheet



¹ Capital expenditure represents additions to property, plant and equipment (PPE).

² Total cash and debt position as of September 30, 2016. Total debt mainly comprises vendor financing.

Key Investment Highlights



Large and attractive market

1

- Indonesia most underpenetrated and fastest growing broadband market globally^(a,b)
- Link Net focus on large & fast growing affluent core households, in most important metropolitan cities
- Large residential consumer base and untapped enterprise upside



Pioneer NGBB player of scale

2

- The leading provider of broadband and IP services driving the adoption of the Internet of Things via its Next Generation Broadband Network (NGBB)
- Dominant NGBB & Cable TV player in Indonesia, with proven track record
- Natural entry barriers^(c) from first mover advantage



State-of-the-art network

3

- Technologically resilient and highly redundant network
- Future Proof -- Highly upgradable network
- Abundant Link Net owned fiber trunks to support future international bandwidth and data growth



Superior product offerings & services

4

- Differentiated product packages offering significant value to customers
- High take-up of bundled packages
- Best-in-class services



Strong financial performance

5

- Highly attractive financial profile with visible strong growth trajectory and operating outlook
- High margins despite continued expansion



Deep and experienced management team

6

- Complementary skills and expertise with strong domestic and international track record

(a) Most underpenetrated and fastest growing broadband market globally out of the top 20 largest global economies

(b) Source: Based on 2013 data from MPA

(c) Source: Media Partners Asia

Profit and loss summary

(IDR bn)	3M ended Sep 30		9M ended Sep 30	
	3Q 2015	3Q 2016	9M 2015	9M 2016
Revenue	649.4	752.3	1,886.9	2,145.4
EBITDA	364.3	433.8	1,079.6	1,265.7
D&A	(135.7)	(151.8)	(372.5)	(445.5)
Operating Profit	228.6	281.9	707.2	820.2
<i>Margin %</i>	35.2%	37.5%	37.5%	38.2%
Net Finance Income (Cost)	(32.9)	(5.1)	(67.3)	(16)
Share in Loss of Associate	-	-	(20.9)	-
Profit Before Tax	195.7	276.8	619.1	804.2
Tax Expense	(48.4)	(68.5)	(157.8)	(199.0)
Net Profit	147.3	208.4	461.3	605.2
<i>Margin %</i>	22.7%	27.7%	24.4%	28.2%

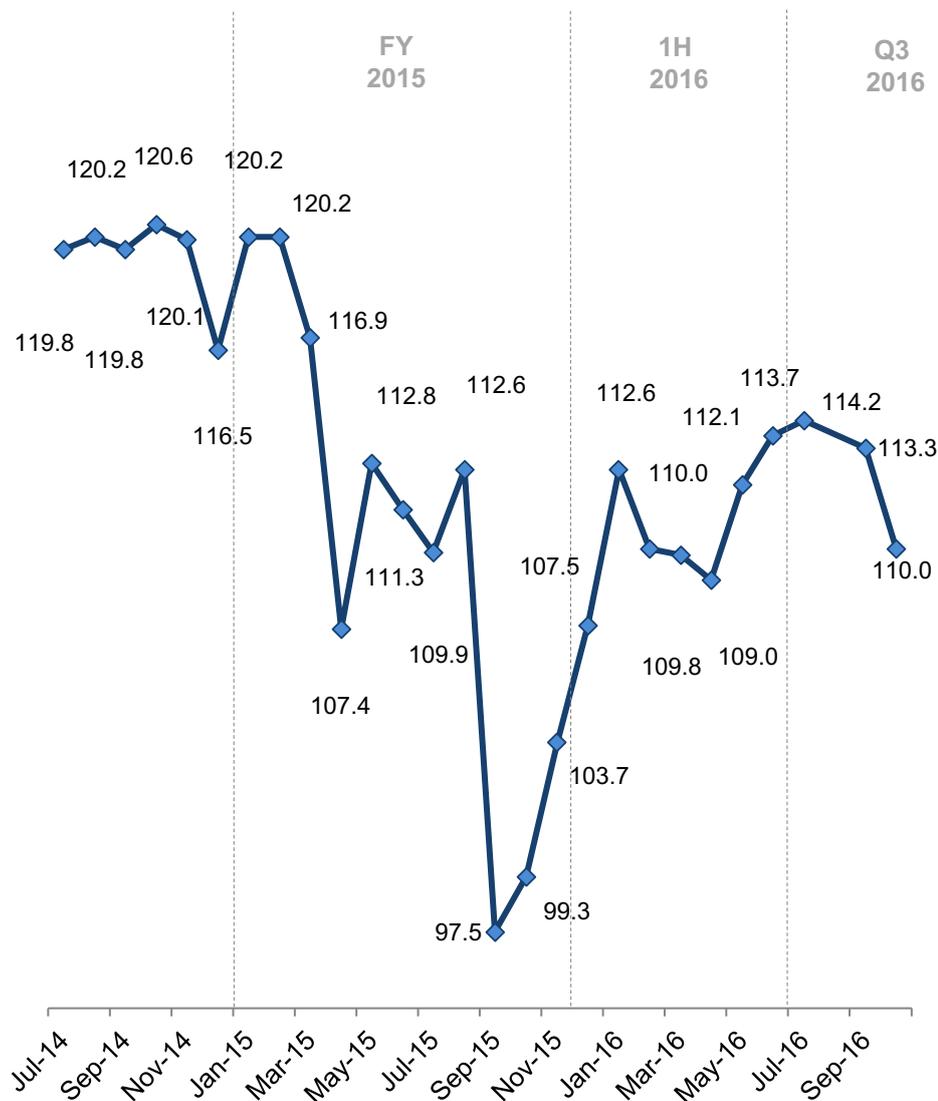
Balance sheet summary

(IDR bn)	As at Dec 31 2015	As at Sep 30, 2016
Current Assets		
Cash and Cash Equivalents	325.4	427.2
Trade Receivables	242.1	341.7
Total Current Assets	604.8	812.0
Non-Current Assets		
Property, Plant and Equipment - Net	3,492.8	3,699.1
Total Non-Current Assets	3,833.3	4,026.7
Total Assets	4,438.1	4,838.7
Current Liabilities		
Payables	177.2	187.0
Current Maturities of Long-Term Debt	69.8	42.7
Total Current Liabilities	647.8	714.7
Non-Current Liabilities		
Long-Term Debt – Net of Current Maturities	31.4	138.3
Total Non-Curent Liabilities	123.0	249.5
Total Liabilities	770.8	964.2
Total Equity	3,667.3	3,874.5
Total Liabilities and Equity	4,438.1	4,838.7

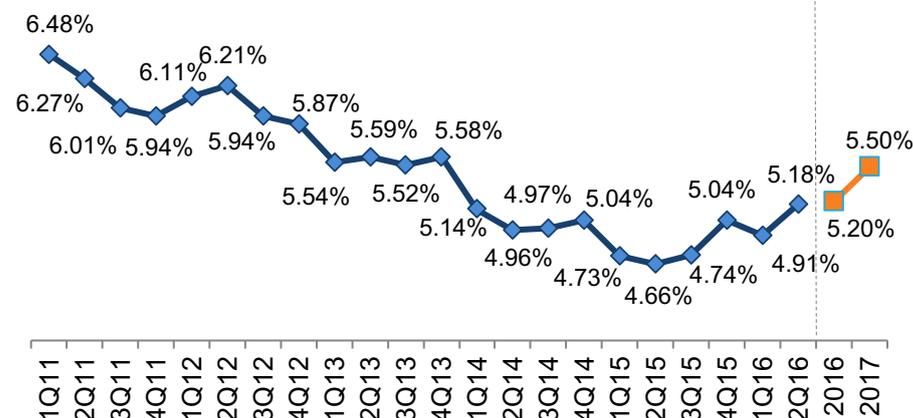
Net Cash of
IDR 246.2 bn

Positive trend and outlook on Indonesia macro economics

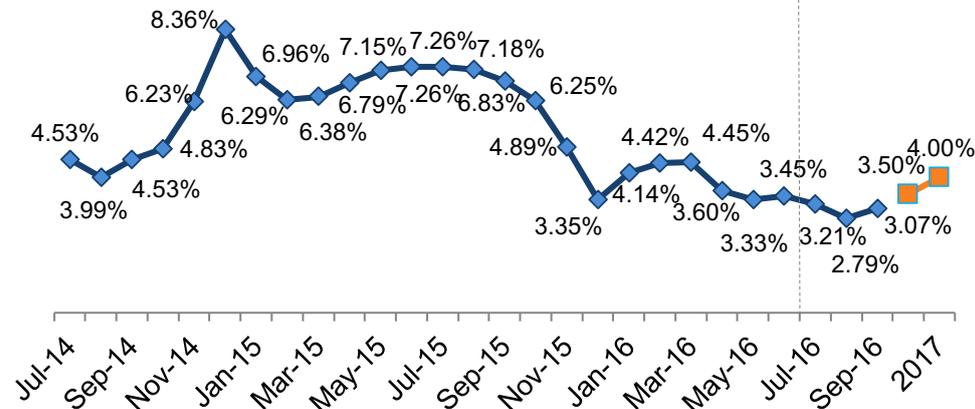
Consumer Confidence Index



GDP Growth



Inflation



Link Net's deep and experienced management team



Irwan Djaja, Chief Executive Officer

- Over 20 years of experience in audit, consulting and corporate finance in various industries including telecoms and media
- Earned numerous international accounting professional certifications.
- Has held a number of senior positions for TMT pillar of Lippo Group, i.e. CFO and CEO First Media, CEO Berita Satu, CFO Link Net, etc.



Meena Adnani, Marketing & Content Channel Director

- 22 years of experience in media and marketing
- Previously Executive Vice President of Content Development and Business Affairs at First Media, Tbk



Desmond Poon, CTO & Product Director

- 19 years of experience in technology
- Previously Vice President of Home Solutions and Architecture at StarHub



Agus Setiono, New Roll Out ("NRO") Director

- 23 years of experience in consumer and operations
- Previously Vice President of Cards Marketing at Citibank



Ferliana Suminto, Director of Corporate Resources

- Over 20 years experience in finance, business development as well as information & communication technology, including those at Pelita Harapan University
- Currently covering matters related to procurement and HR



Timotius Sulaiman, Chief Financial Officer

- 20 years experience in audit & accounting in multimedia and telco companies including Orange TV, Nokia Siemens Network, and Mobile-8
- Previously, Director and CFO at PT Internux (Bolt! 4G LTE)



Sutrisno Budidharma, Residential Sales Director

- 24 years of banking experience in banking where he was responsible for Sales and Branch Operations
- Previously, Business Development & Direct Sales Director at PT Link Net, Tbk



Liryawati, Investor Relation Director

- 20 years in FMCG, Electronics and Telco. Expertise in Marketing, Sales and Retail
- Previously, worked in Philip Morris, Coca-Cola, Samsung. Last position as CMO to BOLT! 4G TD-LTE Operator



Joseph Lembayung, Enterprise Sales Director

- 15 years in Information & Communication Technology – Sales, Account, Project, Channel & Marketing in Carrier, Enterprise and Corporate & regional role
- Last position in Microsoft Indonesia in Media & Telecommunication



Edward Sanusi, Operations Director

- 19 years experience in managing technology related business models for software development, ISP, Cable TV, Social Media and system integration.
- Previously, Managing Director at Plasmedia - PT Plexis Erakarsa Pirantiniaga

Complementary skills and expertise with strong domestic and international track record

Industry accolades achieved over time



Customer Loyalty Award Net Promoter Leader Award 2016
Pay TV & Broadband/Fixed ISP category
SWA magazine, 2011-2016

No.	Rank	Company	Market
1.	1.	PT Telekomunikasi Indonesia Tbk	Telecom
2.	2.	PT Telkom Indonesia Tbk	Telecom
3.	3.	PT Indosat Tbk	Telecom
4.	4.	PT XL Axiata Tbk	Telecom
5.	5.	PT Smartfonia Tbk	Telecom
6.	6.	PT Transvision Tbk	Media
7.	7.	PT Sinar Dunia Tbk	Media
8.	8.	PT Garuda Indonesia Tbk	Airline
9.	9.	PT Garuda Indonesia Tbk	Airline
10.	10.	PT Garuda Indonesia Tbk	Airline
11.	11.	PT Garuda Indonesia Tbk	Airline
12.	12.	PT Garuda Indonesia Tbk	Airline
13.	13.	PT Garuda Indonesia Tbk	Airline
14.	14.	PT Garuda Indonesia Tbk	Airline
15.	15.	PT Garuda Indonesia Tbk	Airline
16.	16.	PT Garuda Indonesia Tbk	Airline
17.	17.	PT Garuda Indonesia Tbk	Airline
18.	18.	PT Garuda Indonesia Tbk	Airline
19.	19.	PT Garuda Indonesia Tbk	Airline
20.	20.	PT Garuda Indonesia Tbk	Airline

PEFINDO25 Index
(01/08/2015 to 31/01/2016)
Company/Stock with sound financial and liquidity performance
PEFINDO25 initiated by Central Bank Indonesia and IDX



Top Telco 2016
Top Fixed Internet 2016
From Itech Magazine



2015 Frost & Sullivan Indonesia Excellent Awards
Fixed Broadband Service of the Year
(Company recognized to have pushed boundaries of excellence – rising above competitions and demonstrating outstanding performance)



Word of Mouth Marketing Award 2015
Fixed Internet Provider category
SWA magazine, 2011-2015



Top Brand Award 2012-2014
Internet Service Provider Fixed
From Frontier Consulting Group & Marketing Magazine



Word of Mouth Marketing Award 2015
First Winner in Cable TV category
SWA magazine, 2011-2015



Corporate Image Award 2012-2014
Pay TV & Internet Provider
From Frontier Consulting Group & TEMPO Magazine



Indonesia WOW Brand 2015
Silver Champion of Indonesia WOW Brand 2015
Pay TV Category
From Markplus Inc



Net Promoter Leader Award 2011-2014
Pay TV and BB/Fixed ISP category
From SWA magazine



Indonesia WOW Brand 2015
Gold Champion of Indonesia WOW Brand 2015
Fixed Internet Service Provider Category
From Markplus Inc



Brand Finance plc Brand Rating
Rank 79th in Most Valuable Indonesia Brands 2015
From Brand Finance



Top Telco 2014 & 2015
Top Fixed Internet
From Ikatan TI Indonesia & iTech Magazine

Examples of target customers households

Premium



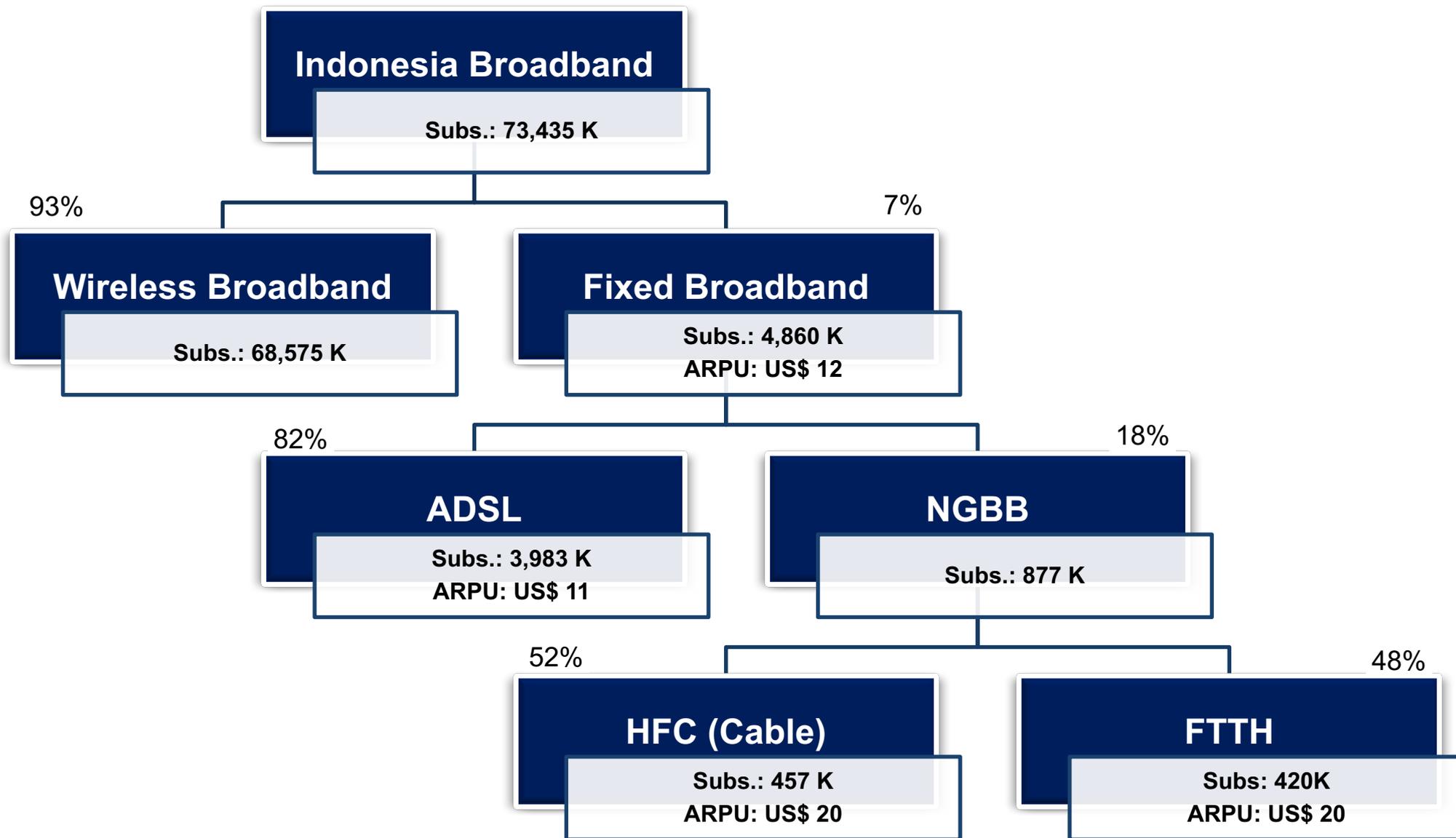
Intermediate



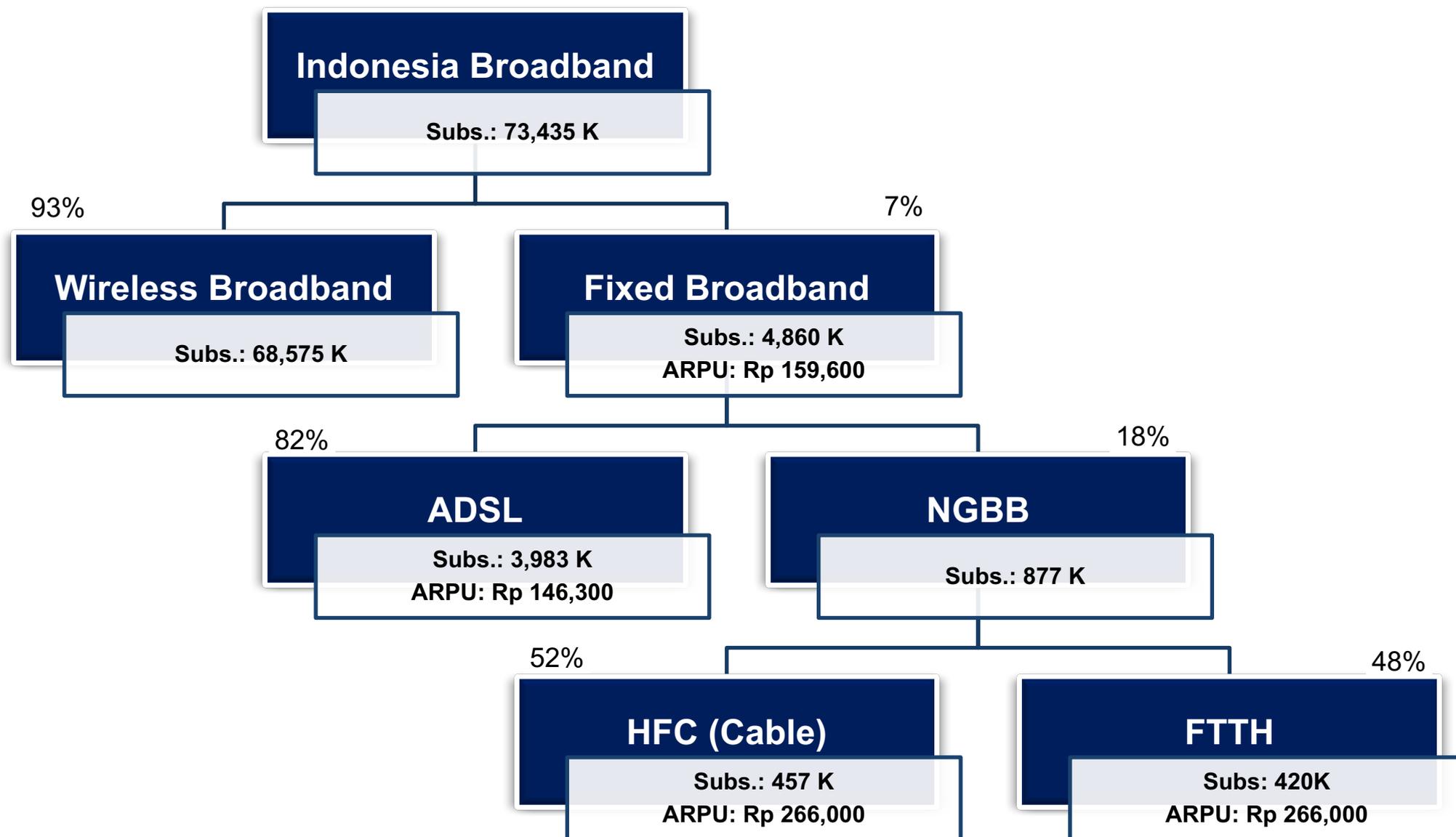
Entry level



Broadband subscribers share by technology and ARPU (USD)



Broadband subscribers share by technology and ARPU



The background features a dynamic, abstract composition of glowing blue fiber optic lines that swirl and converge, creating a sense of motion and connectivity. Interspersed among these lines are various hexadecimal characters (A-F, 0-9) in a light blue, semi-transparent font, suggesting a digital or data-driven environment.

Link Net

Thank you

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