



PT Link Net Tbk

FY 2016 Earnings Conference Call

March 21, 2016



FY 2016 Key Highlights

▪ Financial achievements

- Revenue grew steady at **15% yoy**
- Profitable growth sustained with **EBITDA grew 19% yoy, at high of 58% margin**
- **Net profit up 28% yoy, at 28% margin**
- CAPEX investment on track with record high net cash position

▪ Operational achievements

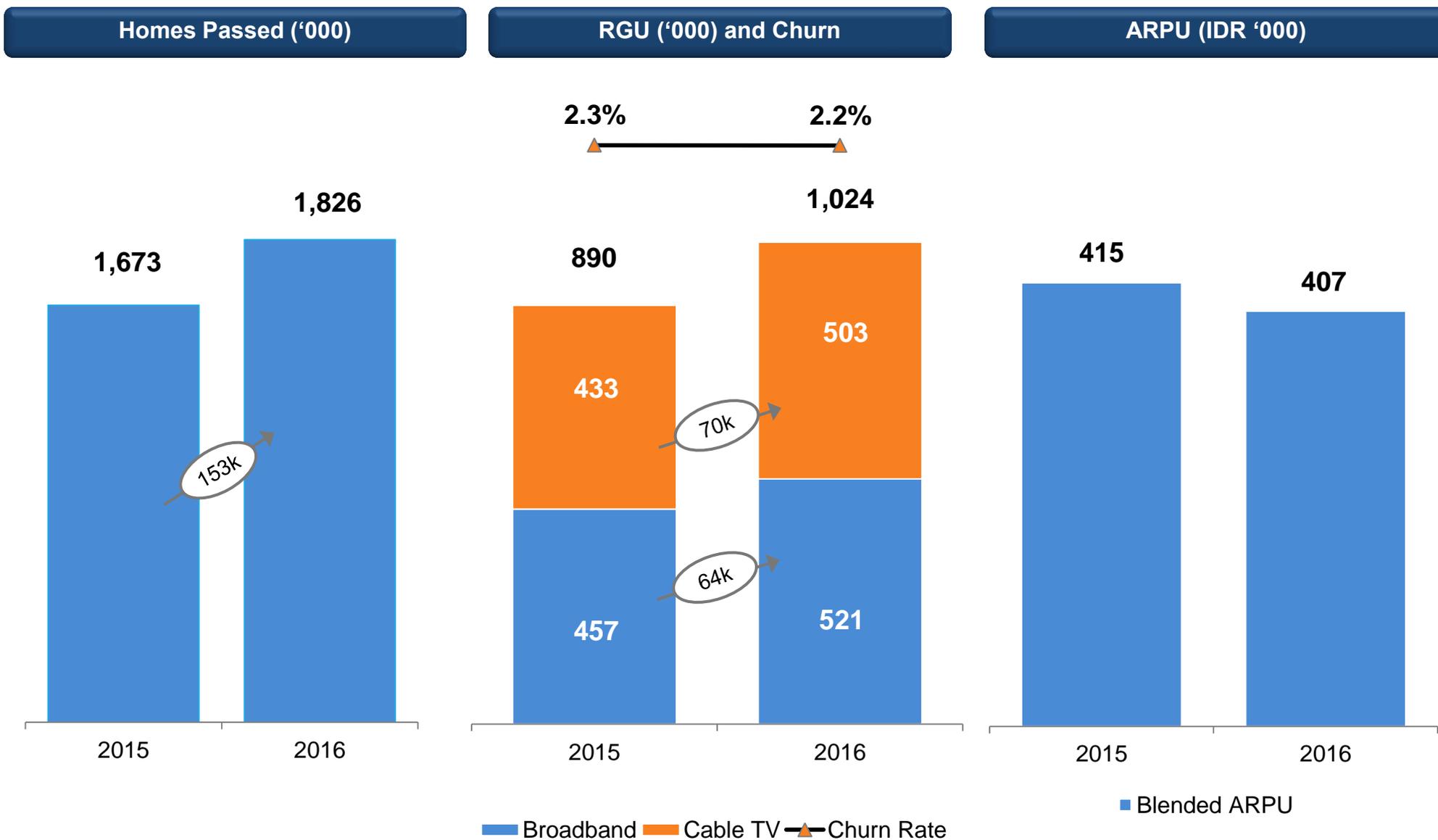
- Net Addition of **153 thousand** new homes passed
- Better customer retention with average monthly churn at **2.2%**
- Subscriber **RGU** base grew **15% yoy**, heighten overall penetration¹ at **29%**
- **Premium ARPU** maintained at **IDR 407 thousand**
- **Enterprise business** showing good momentum in 2H, contributed 16% of Total Revenue

▪ Key Initiatives & Accolades (4Q 2016)

- Continue the NextGen roadshow
- **First Media Smart Living** launched
- Won “**Top IT & Telco 2016 Award**” in Fixed Internet Provider category from I-tech Magazine

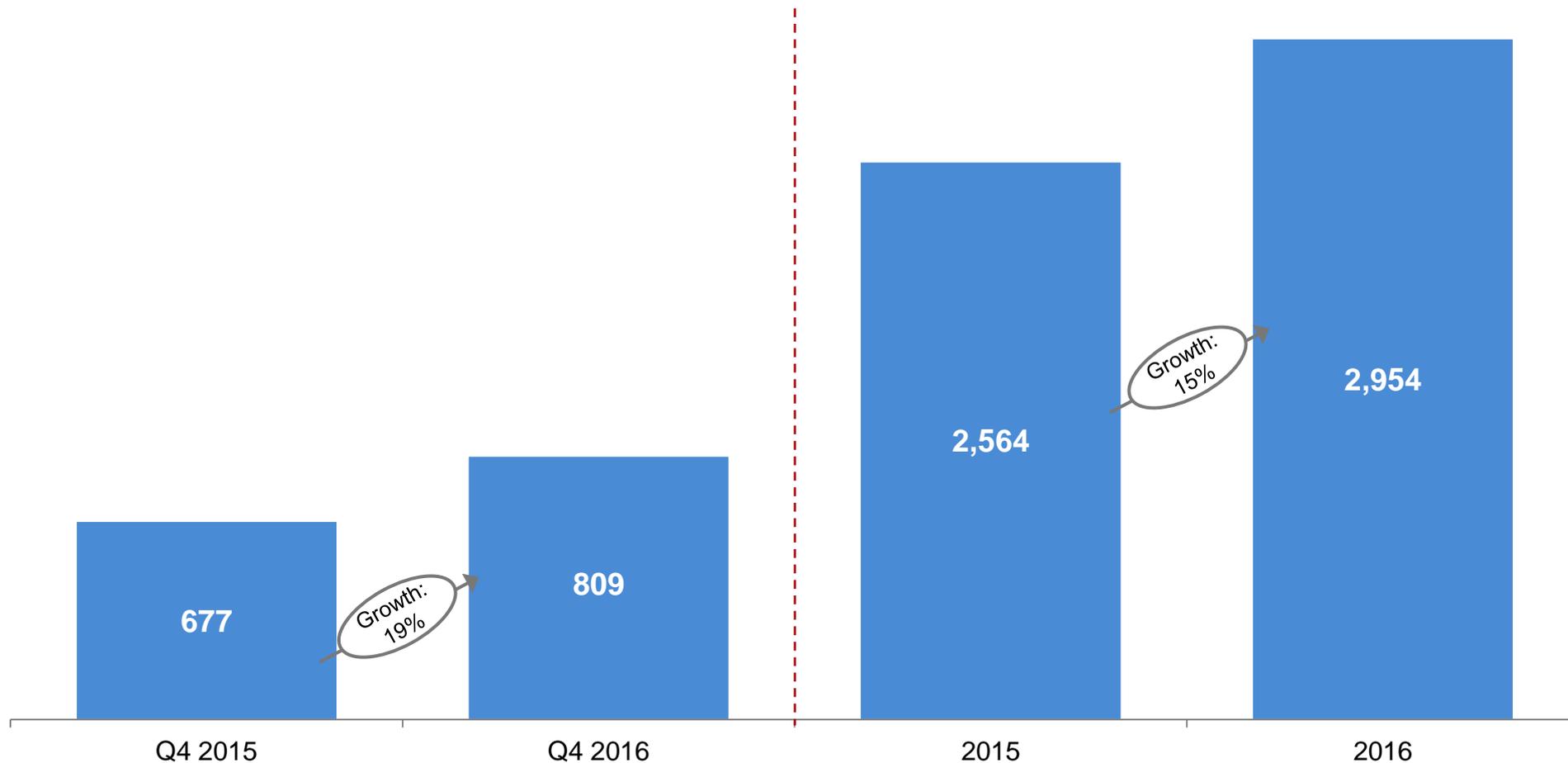
¹Calculated as end of period broadband subscribers as a percentage of end of period homes passed

On track in all business aspects – homes passed, RGU, and ARPU



Solid revenue growth and steady trajectory

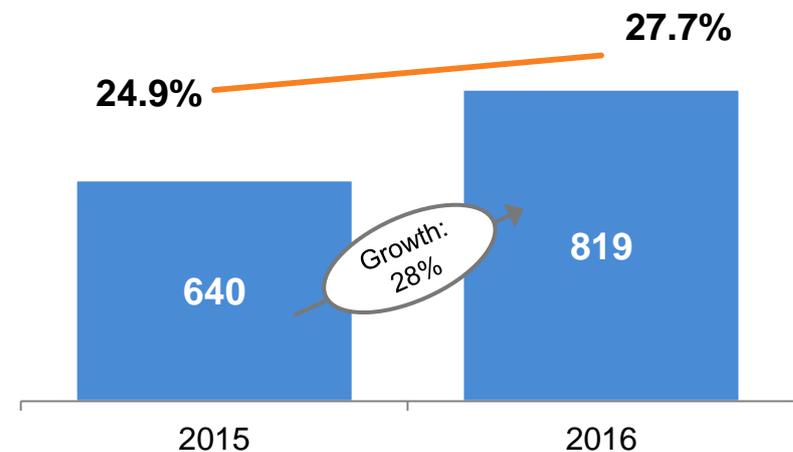
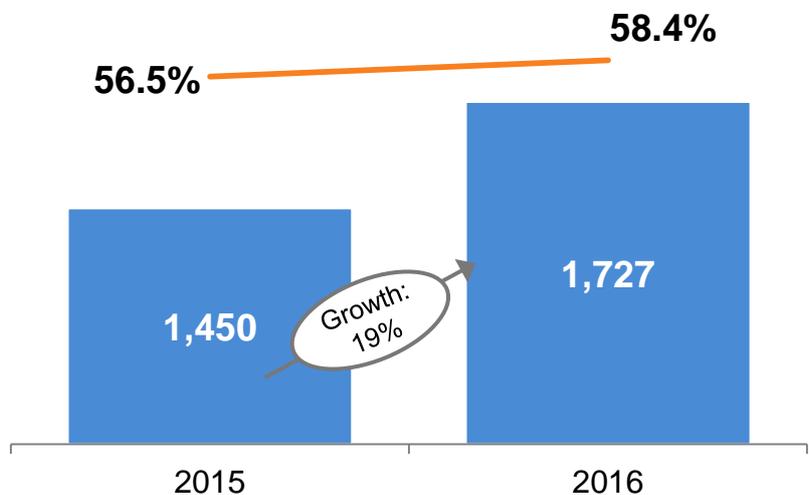
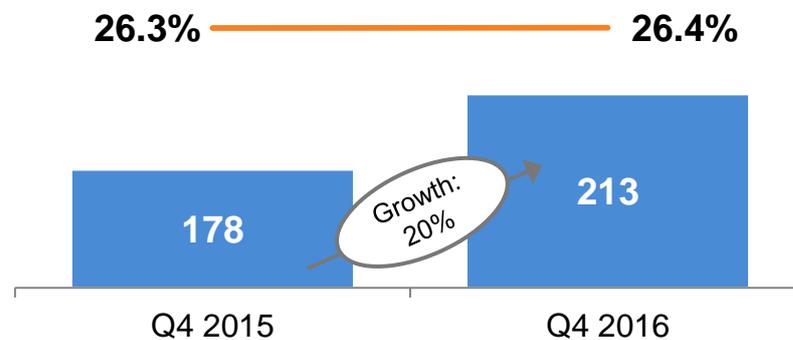
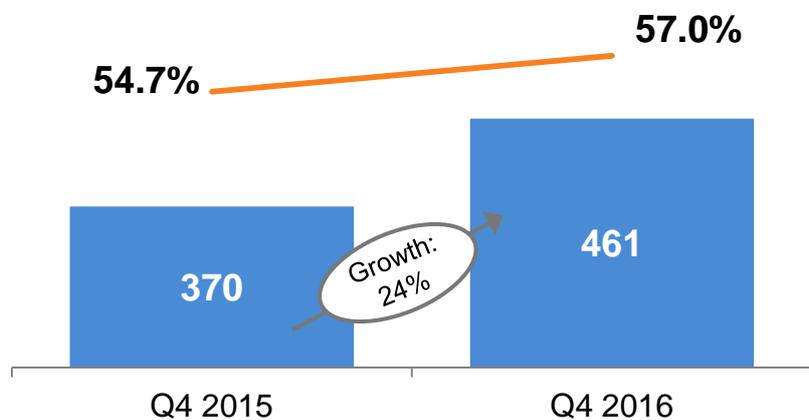
Revenue (IDR bn)



Deep margins continues on scale and cost advantages

EBITDA (IDR Bn)

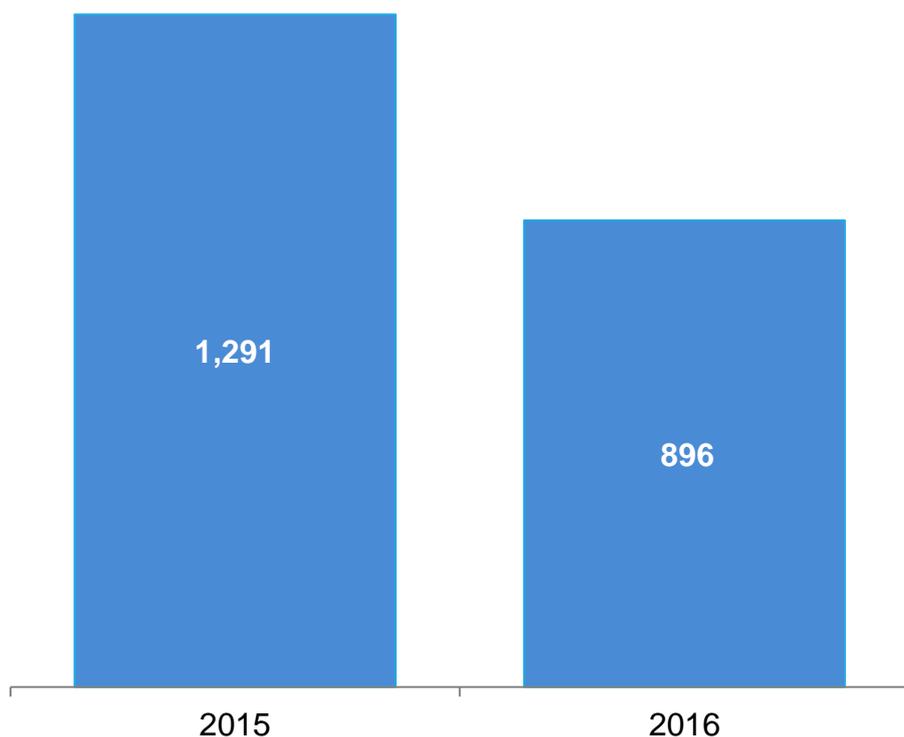
Net Profit (IDR Bn)



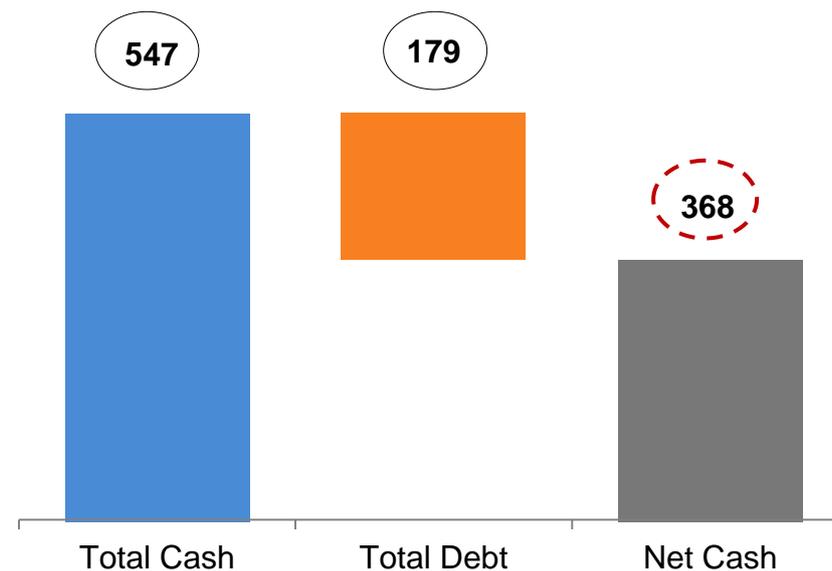
EBITDA and Net profit margins

Strategic spending on back of strong balance sheet

CAPEX¹ (IDR bn)



Net Cash² (IDR bn)



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

² Total cash and debt position as of December 2016. Total debt mainly comprises vendor financing



Link Net

Appendix

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Profit and loss summary

(IDR bn)	Year ended Dec 31		3M ended Dec 31	
	2015	2016	4Q 2015	4Q 2016
Revenue	2,564.3	2,954.2	677.4	808.7
EBITDA	1,449.9	1,726.6	370.2	460.9
D&A	(515.1)	(604.8)	(142.6)	(159.3)
Operating Profit	934.8	1,121.8	227.6	301.6
<i>Margin %</i>	36.5%	38.0%	33.6%	37.3%
Net Finance Income (Cost)	(57.5)	(32.7)	9.8	(16.7)
Share in Loss of Associate	(20.9)	-	-	-
Profit Before Tax	856.4	1,089.1	237.3	284.9
Tax Expense	(216.7)	(270.5)	(58.9)	(71.5)
Net Profit	639.7	818.6	178.4	213.4
<i>Margin %</i>	24.9%	27.7%	26.3%	26.4%

Balance sheet summary

(IDR bn)	As at Dec 31 2015	As at Dec 31, 2016
Current Assets		
Cash and Cash Equivalents	325.4	546.7
Trade Receivables	242.1	324.4
Total Current Assets	604.8	907.2
Non-Current Assets		
Property, Plant and Equipment - Net	3,492.8	3,807.4
Total Non-Current Assets	3,833.3	4,147.9
Total Assets	4,438.1	5,055.0
Current Liabilities		
Payables	177.2	232.9
Current Maturities of Long-Term Debt	69.8	48.9
Total Current Liabilities	647.8	850.8
Non-Current Liabilities		
Long-Term Debt – Net of Current Maturities	31.4	130.3
Total Non-Curent Liabilities	123.0	241.2
Total Liabilities	770.8	1,092.0
Total Equity	3,667.3	3,963.1
Total Liabilities and Equity	4,438.1	5,055.0

Net Cash of
IDR 367.5 bn