



**PT Link Net Tbk**  
**Company Presentation**  
**FY18 Earnings Call**

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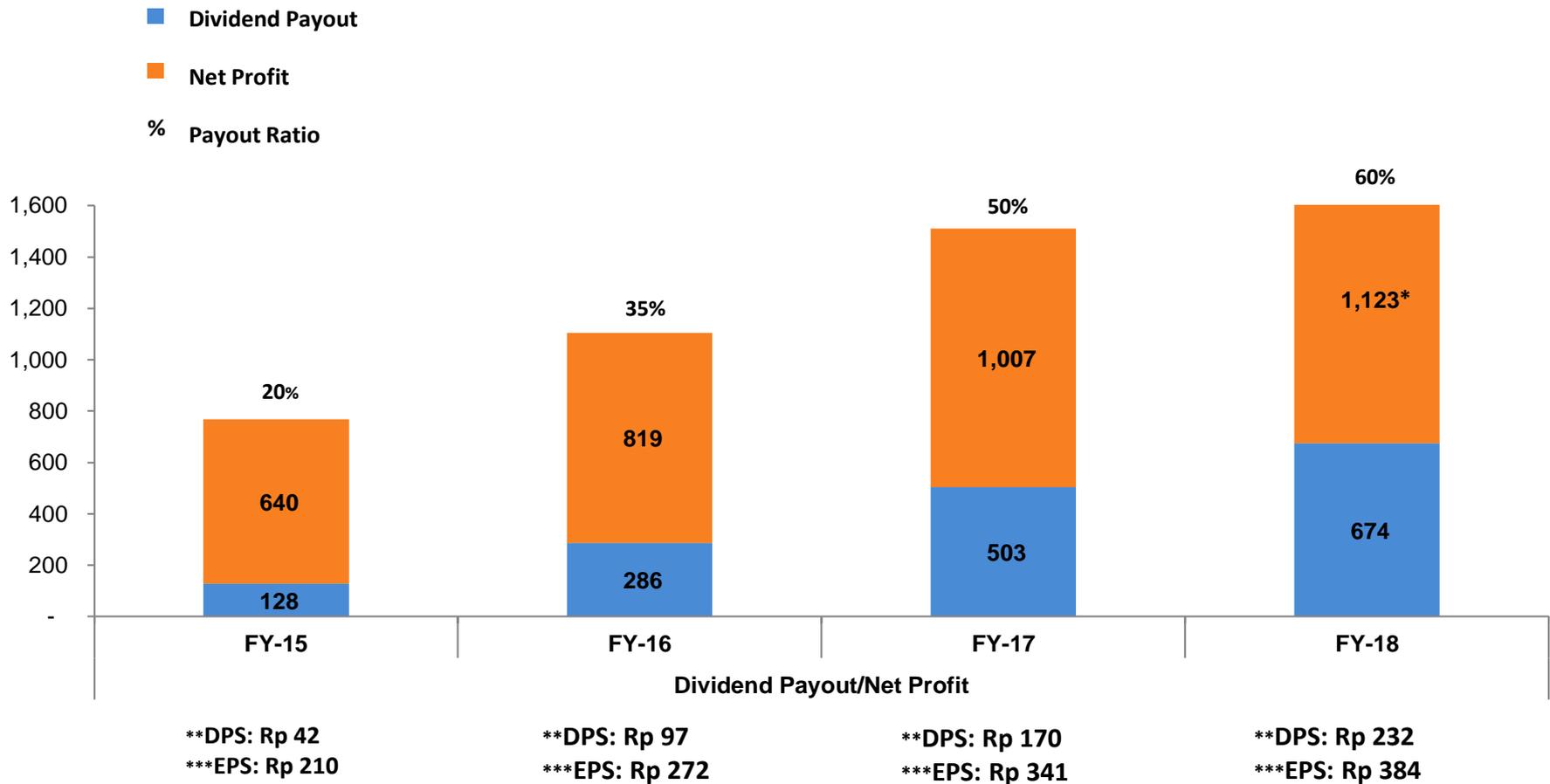
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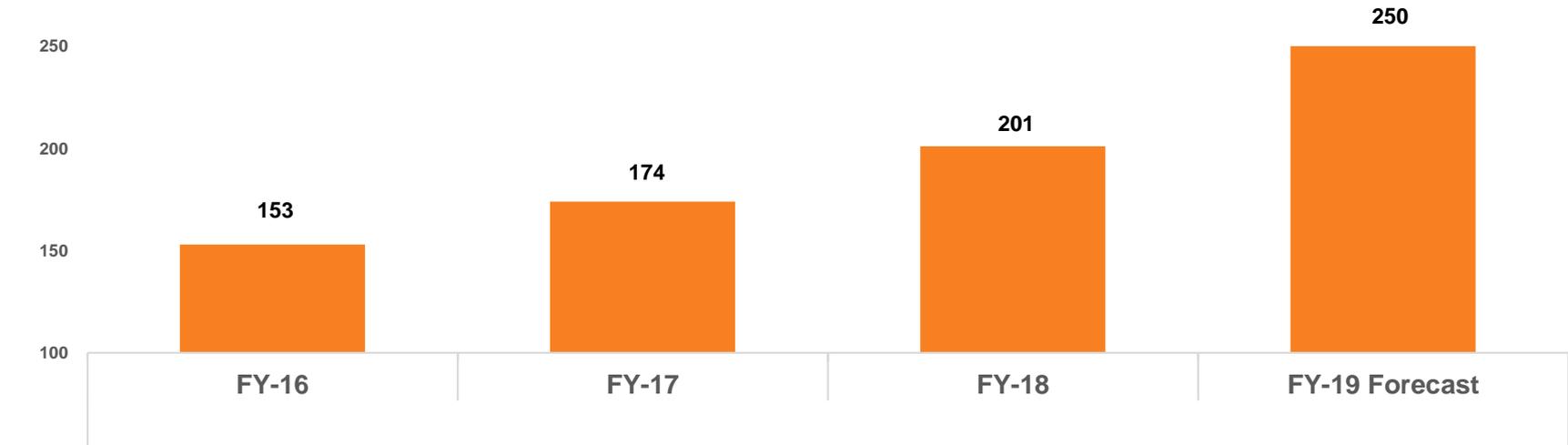
# Dividend Payout (IDR bn)



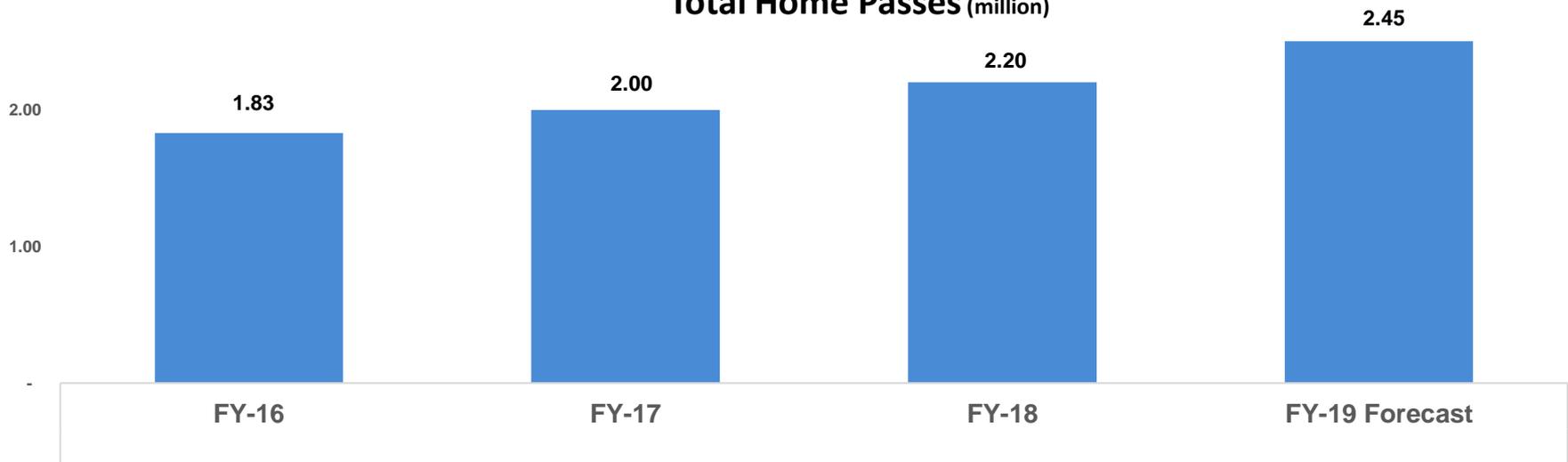
\* Normalized Net Profit is without Provisions  
 \*\* DPS is calculated excluding Treasury Shares  
 \*\*\* EPS is calculated excluding Treasury Shares

# Operational Achievements

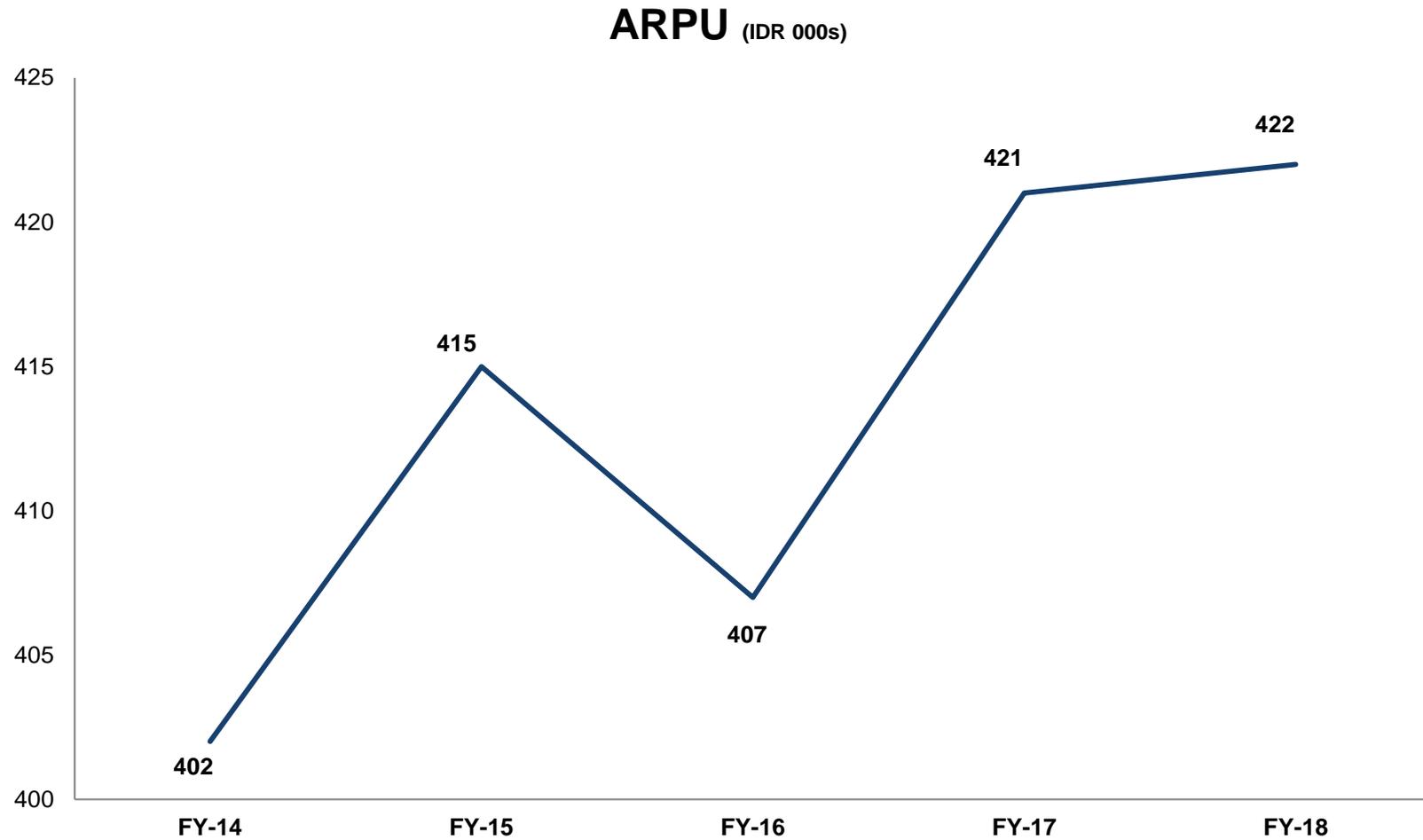
### Home Passes (000s)



### Total Home Passes (million)

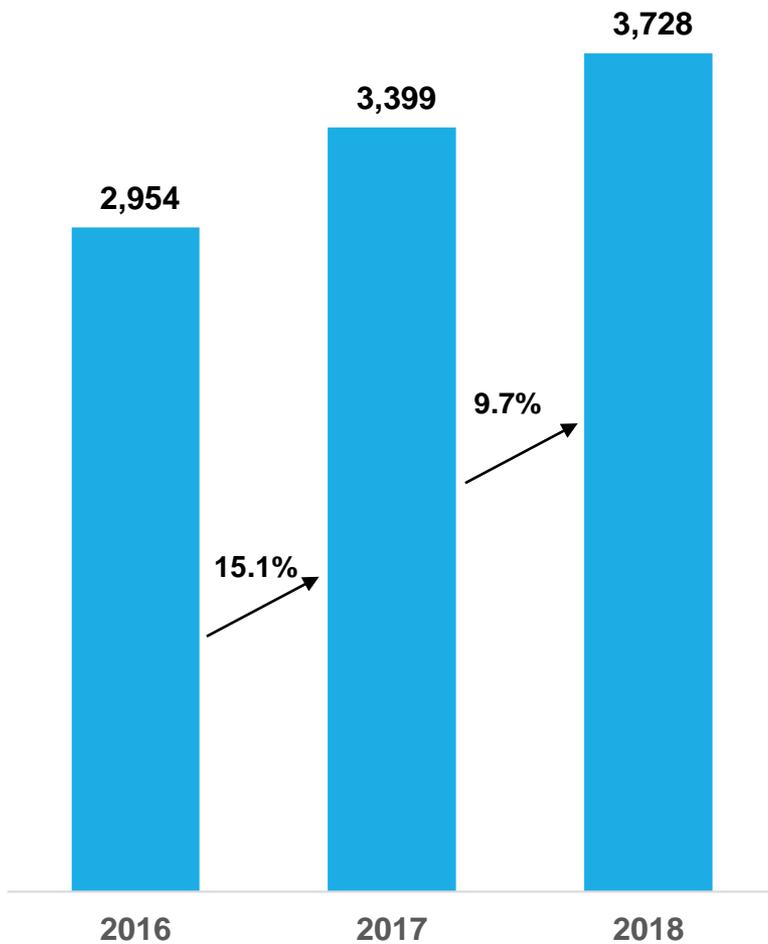


## ARPU – ARPU Continued to Increase

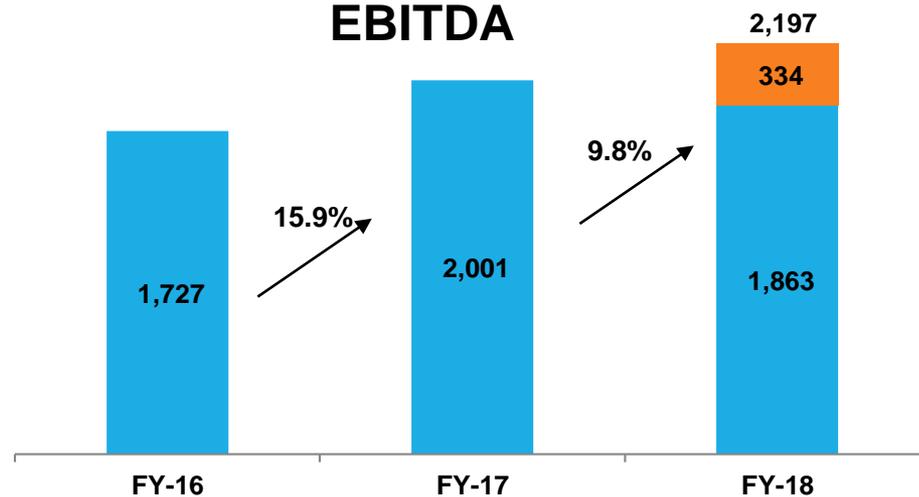


# Financial Highlights – Revenue, EBITDA, and Net Profit (in IDR bn)

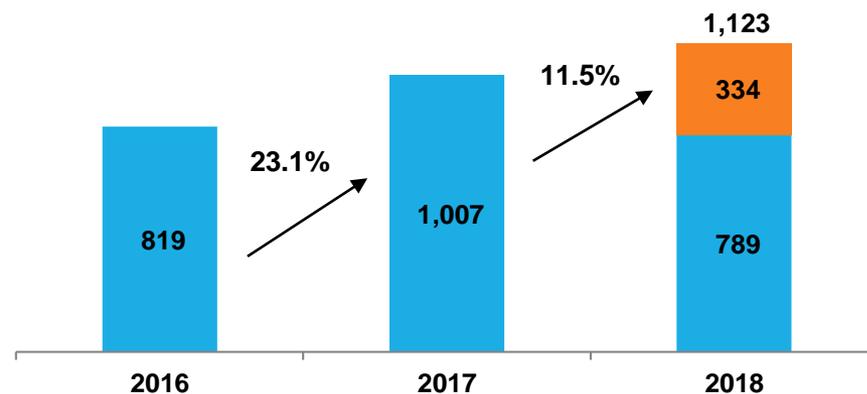
## Revenue



## EBITDA



## NET PROFIT



## Board Directors Addition



### Desmond Poon, Chief Technology Officer & Product Director

- Desmond currently serves as Chief Product and Technology Officer of PT Link Net Tbk.
- He oversees the product planning, as well as engineering and operations of the Company.
- During his tenure in Link Net, he has launched several initiatives such as OTT, Android TV STB, 4K TV, FTTH, and Smart Living.
- Prior joining Link Net, he was the Vice President of Network Engineering in Starhub Singapore
- He holds a Masters and Bachelor Degree of Computer Technology from Nanyang Technological University and a Masters of Business Administration from the University of Surrey

## Board of Commissioners Addition



### Suvir Varma,

- Mr. Suvir Varma was a Senior Partner and Head of Private Equity Practice in Asia at Bain & Company Inc. and was a Member of Executive Committee at Singapore Venture Capital & Private Equity Association
- He has more than 20 years of experience across consulting and finance-related roles focusing on strategic developments and operational improvements
- Received a Bachelor of Science – Hons., Finance, Accounting and Business Policy from Babson College and MBA in Finance, Strategy and Accounting from University of Chicago

## Board of Management Addition



### Victor Indajang, Deputy CEO & COO

- Extensive experience Director of Operations & Technology roles across banking & the high speed broadband industry over the last 13 years
- Previously served as Link Net's Operation Director from 2009 until 2015
- Played a pivotal role in developing operations the support Link Net's network



### Johannes, Chief Financial Officer

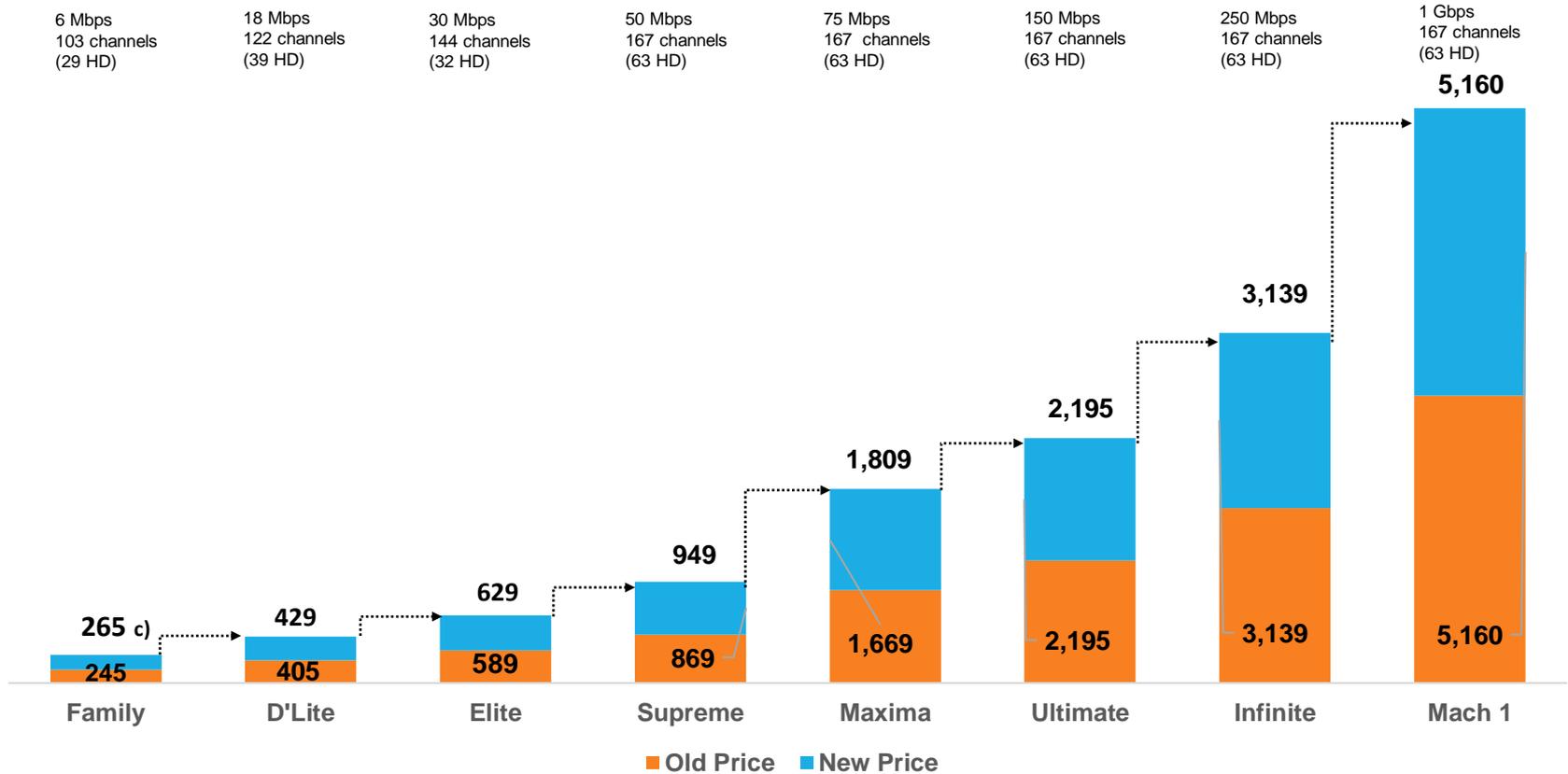
- Johannes has more than 20 years of experience across Finance and Audit through various senior executive leadership roles.
- Previous to Link Net, Johannes was a senior finance executive at PT Smart Tbk (Sinarmas Group Company)

## Share Buy-Back

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1. Buyback Mandates:
  1. Maximum of 216,028,106, up until 14 July 2019
  2. Maximum of 75,146,002, up until 19 July 2020
2. Total Amount of Shares bought back in 2019 – 2,676,200 Shares
3. Average Price Paid for Shares bought back in 2019: Rp4,394

# Price Increase per Package (IDR 000s)



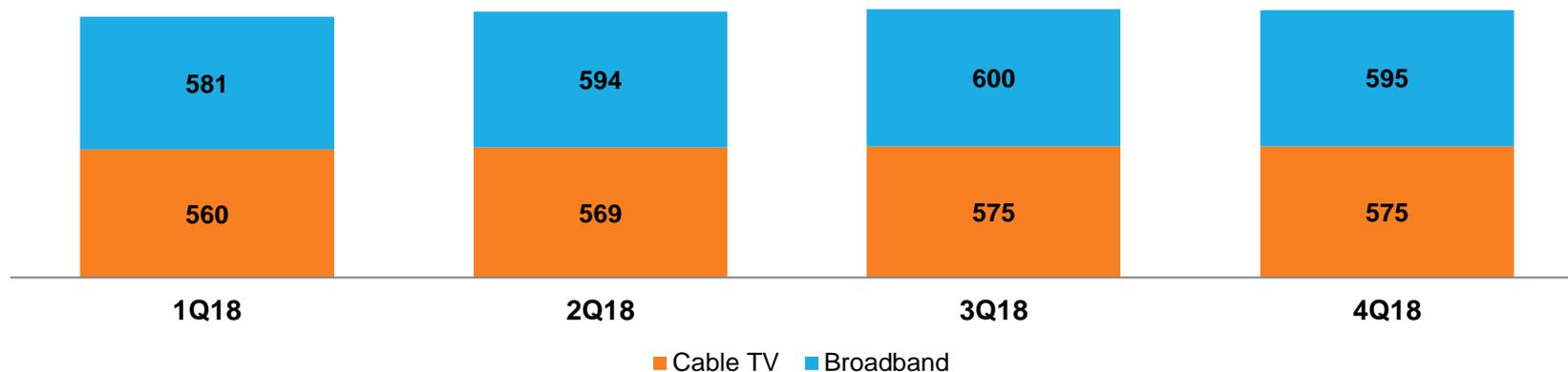
a) All price is including CPE rental, excluding 10% VAT and add-on channels. Total Link Net channel offering are 167

b) Wireless Docsis 3.0 Modem (previously Docsis 2.0) and HD STB for FAMILY and D'LITE & Wireless Docsis 3.0 Wi-fi Modem and X1 4K STB (previously X1 HD STB) for ELITE. Prices for all packages include First Media X

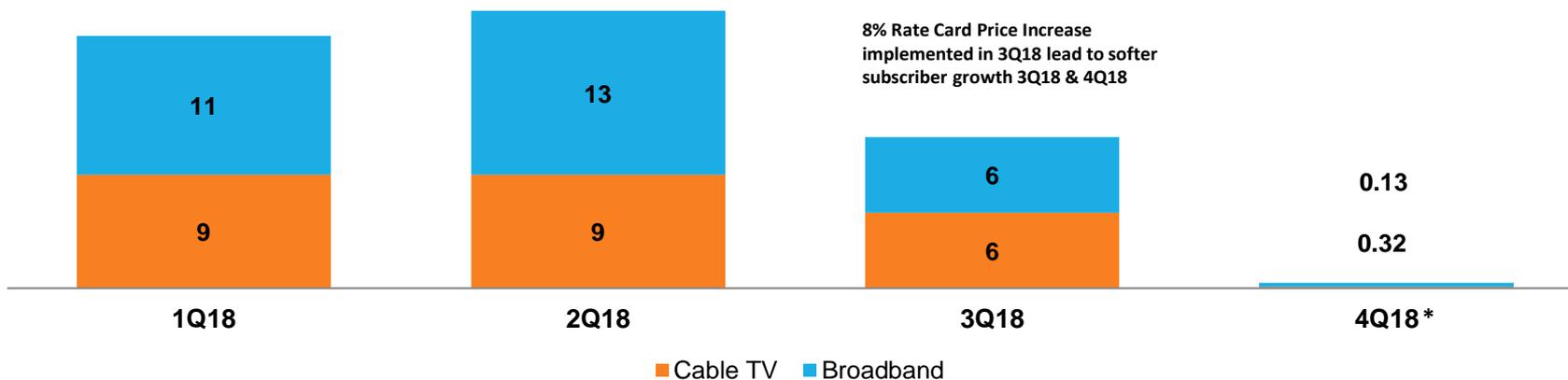
c) USD/IDR exchange rate of 14,200

# Total No. of Subscribers (000's)

## No. Subscribers



## Additional Subscribers



ARPU: Rp 421

ARPU: Rp 421

ARPU: Rp 418

ARPU: Rp 429

\*Normalized Broadband Subscribers once off disconnection of 5,000 Internux Subscribers

# Churn Rate

