

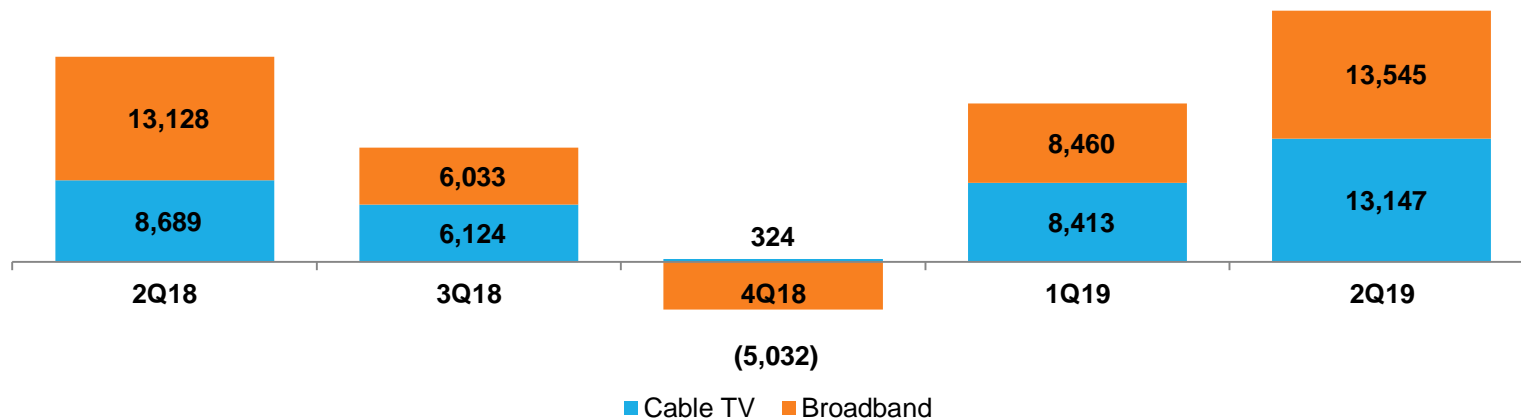


# PT Link Net Tbk

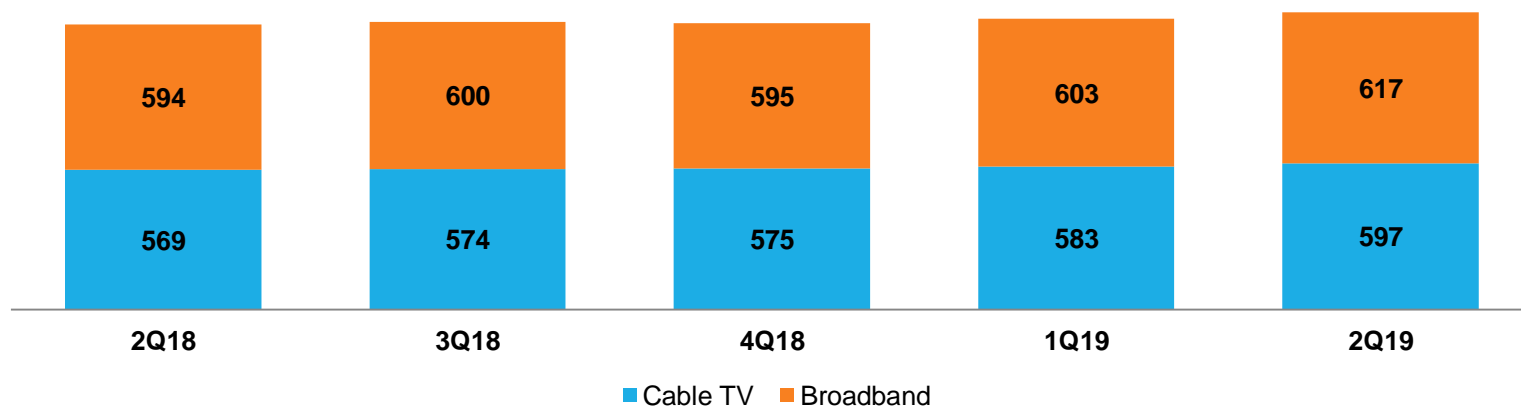
## 2Q 2019 Earnings Call

# Total Number of Subscribers

## Additional Subs Added



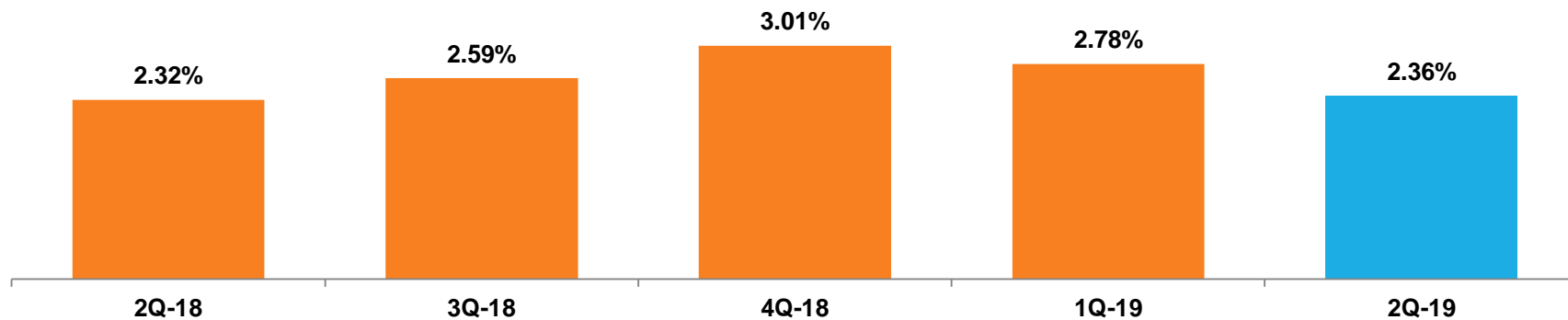
## No. Subscribers



# Churn Rate

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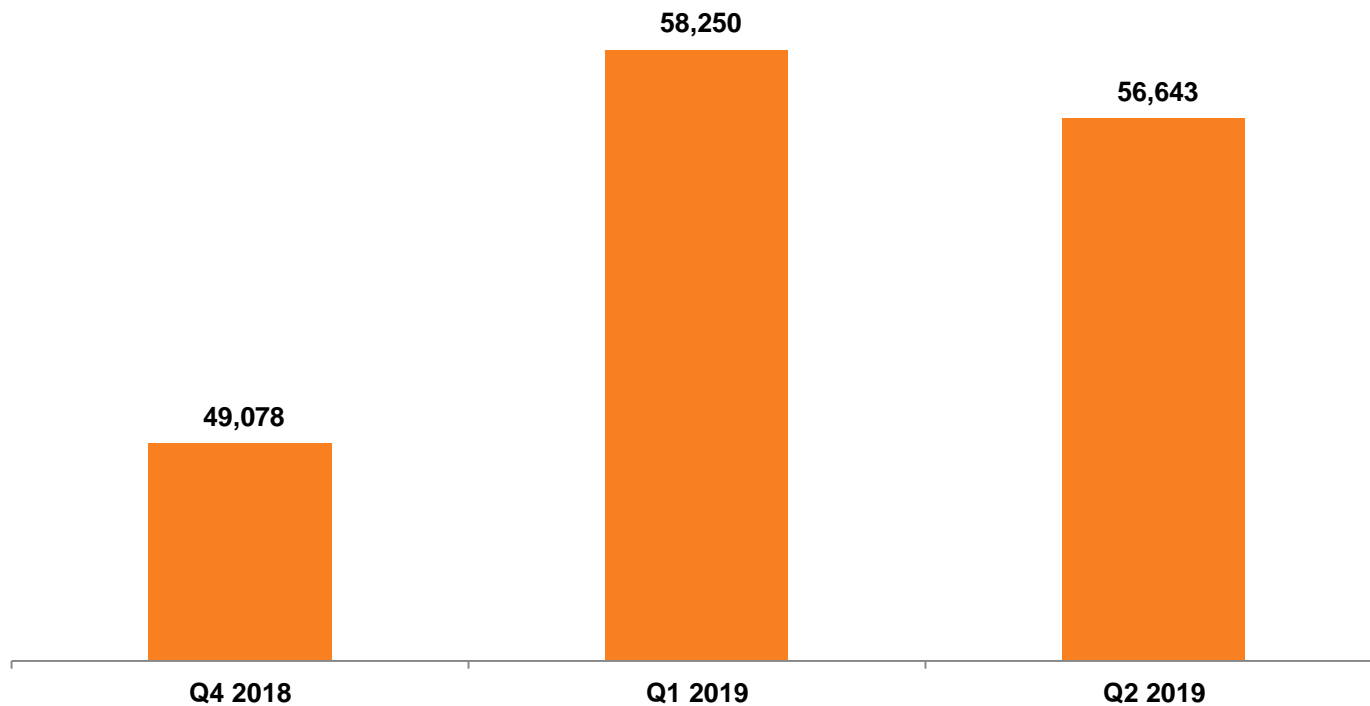
## Churn Rate



## Gross Subs Addition

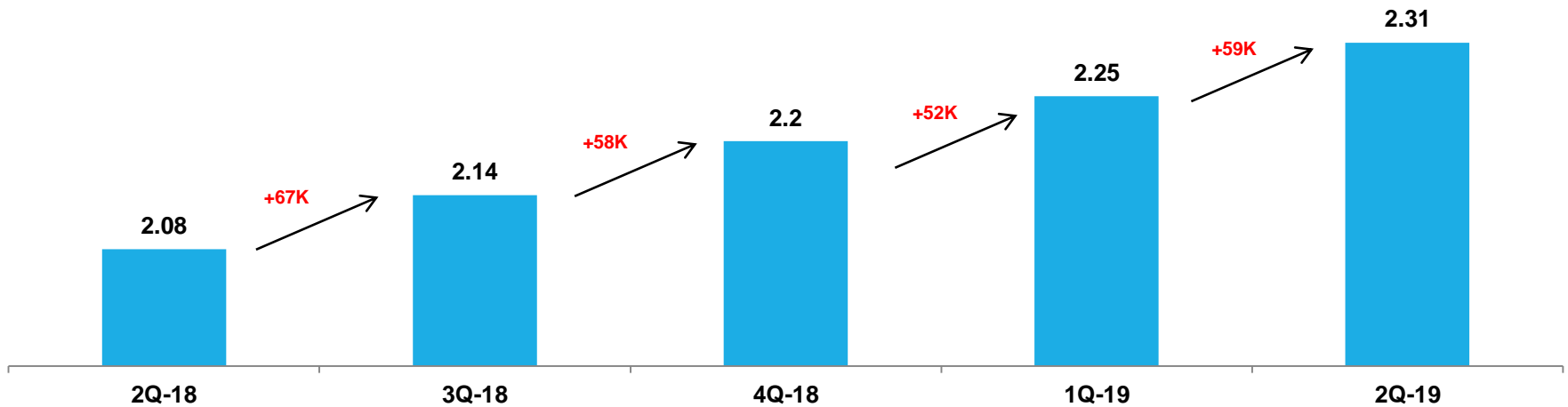
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### Gross Additional Subs



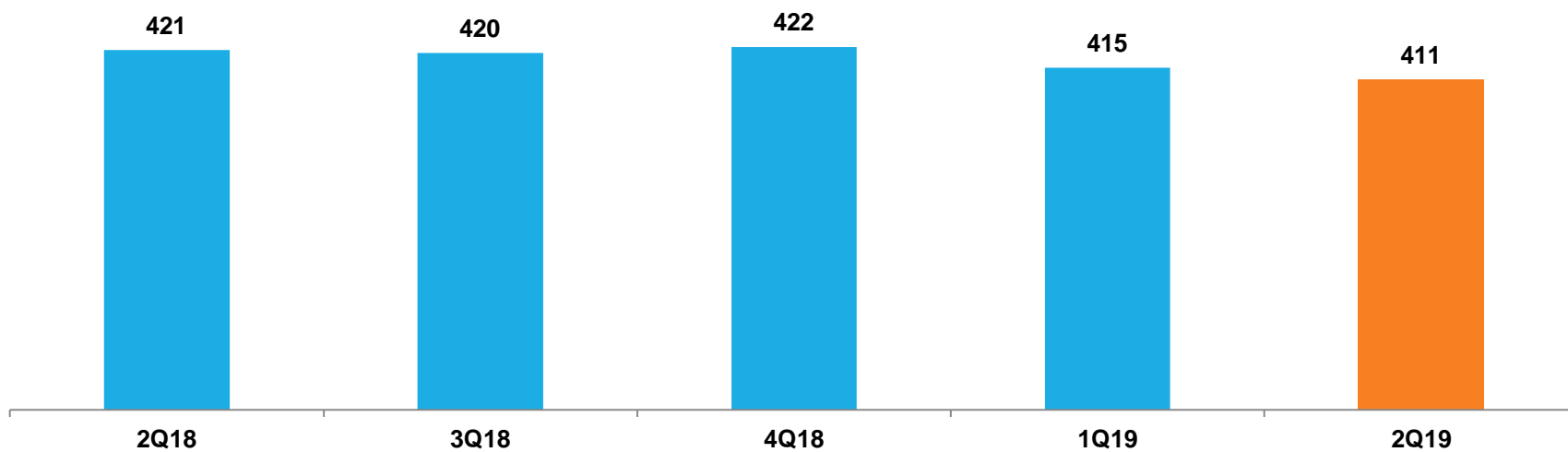
# Operational Achievements

**Total Home Pass (million)**



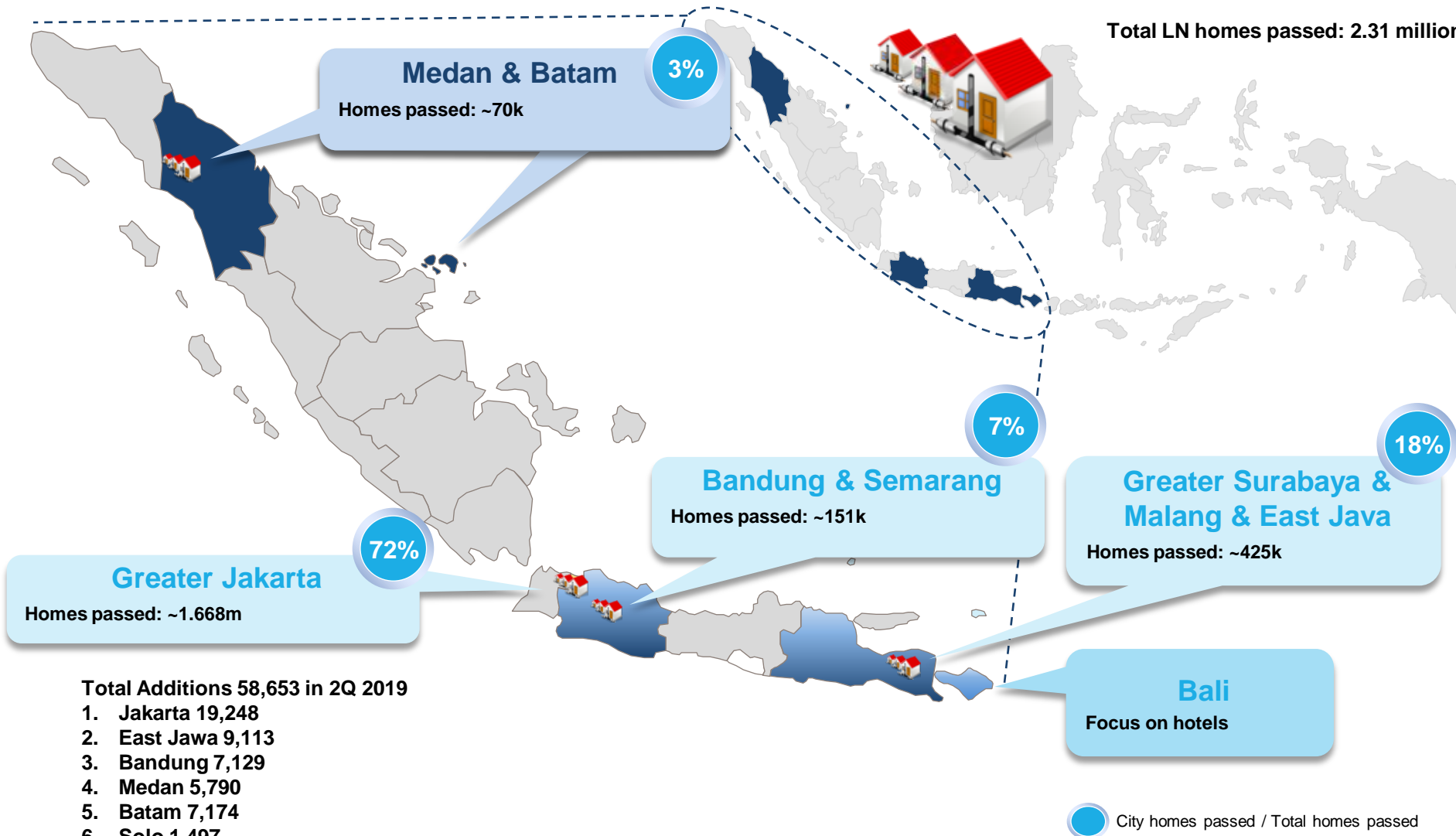
# ARPU

ARPU ('000)



# Link Net's Footprint

Total LN homes passed: 2.31 million



Total Additions 58,653 in 2Q 2019

1. Jakarta 19,248
2. East Jawa 9,113
3. Bandung 7,129
4. Medan 5,790
5. Batam 7,174
6. Solo 1,497
7. Semarang 2,223

City homes passed / Total homes passed

## Price Increase – Opt Out Model

| Package     | Current Price (Inc CPE) | Current Speed (Mbps) | New Price (Inc CPE) | Increase | New Speed (Mbps) |
|-------------|-------------------------|----------------------|---------------------|----------|------------------|
| Family Plus | 339,000                 | 10                   | 349,000             | 10,000   | <b>15</b>        |
| Dlite       | 429,000                 | 18                   | 439,000             | 10,000   | <b>25</b>        |
| Elite       | 629,000                 | 30                   | 639,000             | 10,000   | <b>40</b>        |
| Supreme     | 949,000                 | 50                   | No Change           | -        | <b>75</b>        |
| Maxima      | 1,809,000               | 100                  | No Change           | -        | <b>150</b>       |
| Ultimate    | 2,195,000               | 150                  | No Change           | -        | <b>200</b>       |
| Infinite    | 3,139,000               | 250                  | No Change           | -        | <b>300</b>       |
| 1 Gbps      | 5,100,000               | 1000                 | No Change           | -        | No change        |

Price Increase of Rp10,000 with Internet Speed Boost

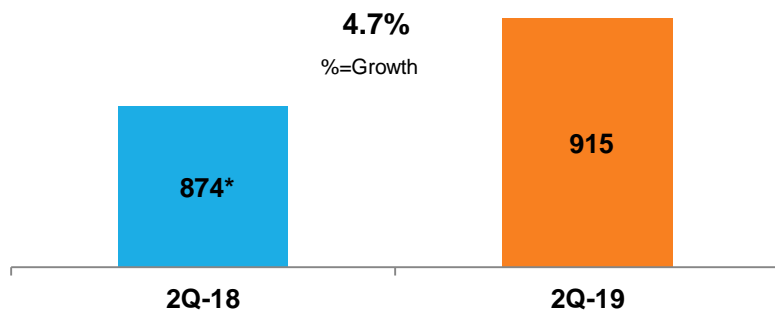


## Link Net Normalized Numbers for 2018

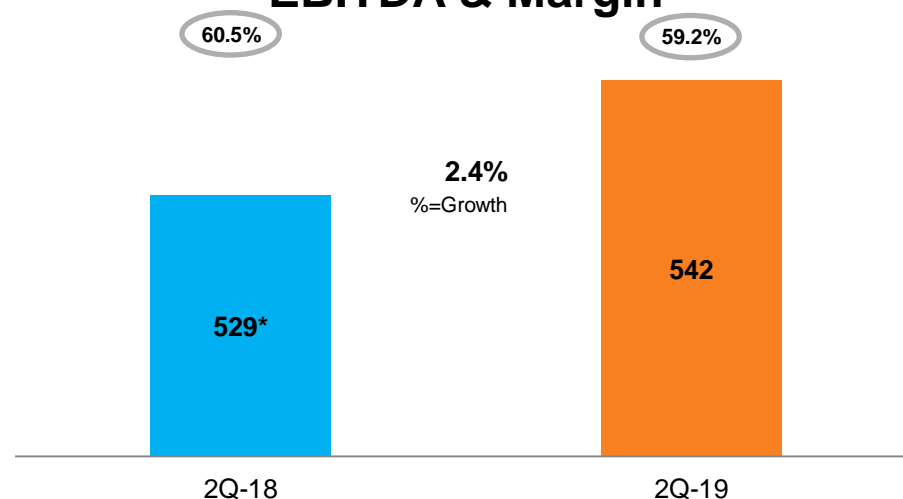
|            | 1Q18 ex-Internux | 1Q18 | Difference | Q218 ex-Internux | 2Q18 | Difference | 3Q18 ex-Internux | 3Q18 | Difference | 4Q18 ex-Internux | 4Q18 | Difference |
|------------|------------------|------|------------|------------------|------|------------|------------------|------|------------|------------------|------|------------|
| Revenue    | 846              | 907  | 61         | 874              | 939  | 65         | 879              | 949  | 70         | 910              | 934  | 24         |
| EBITDA     | 510              | 534  | 24         | 529              | 555  | 26         | 532              | 556  | 24         | 549              | 552  | 3          |
| Net Profit | 242              | 266  | 24         | 254              | 281  | 27         | 245              | 269  | 24         | 304              | 307  | 3          |

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

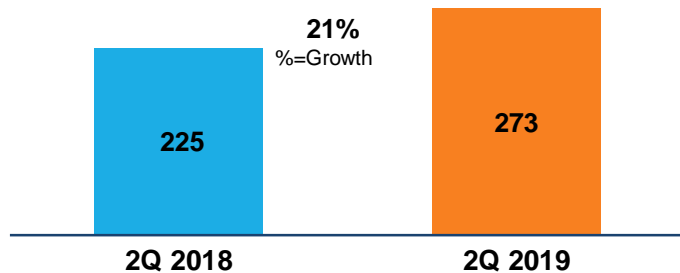
## Revenue



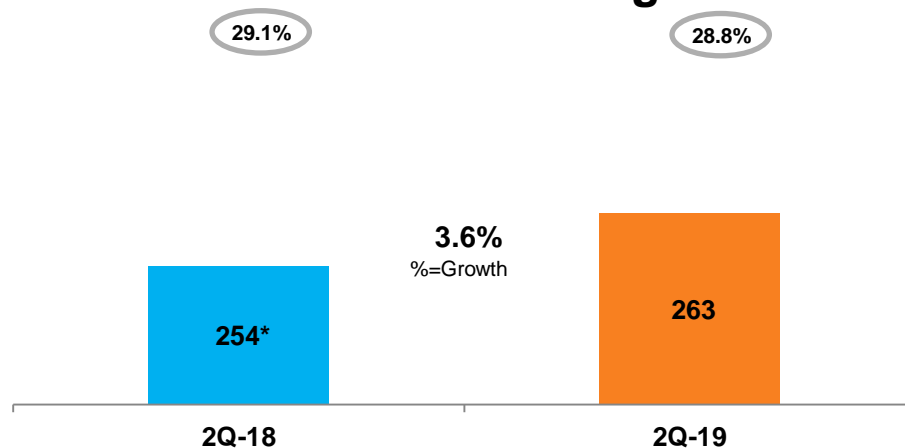
## EBITDA & Margin



## CAPEX



## Net Profit & Margin

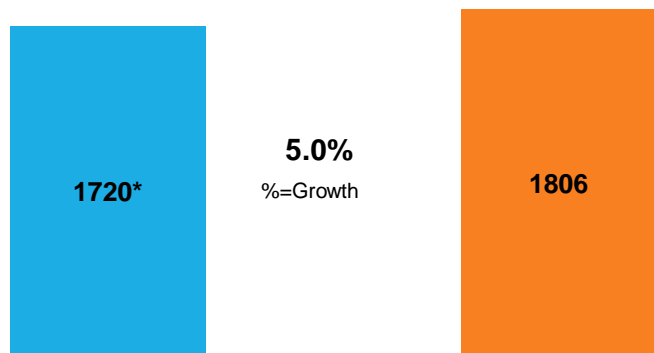


\*Normalized Revenue, EBITDA, Net Profit.  
Excluding Revenue, EBITDA, Net Profit derived from Internux

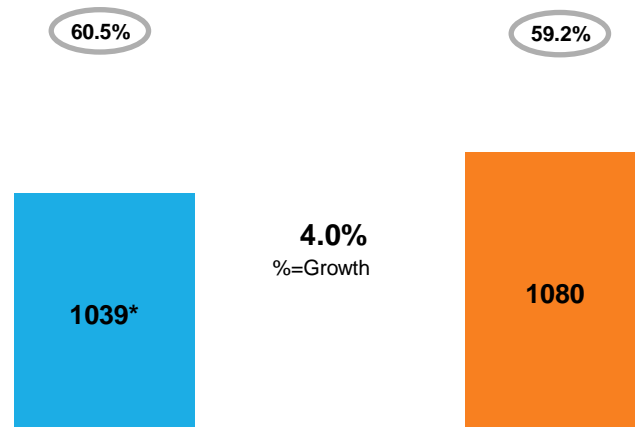
# 1H19 Financial Highlights – Revenue, EBITDA, and Net Profit

(in IDR bn)

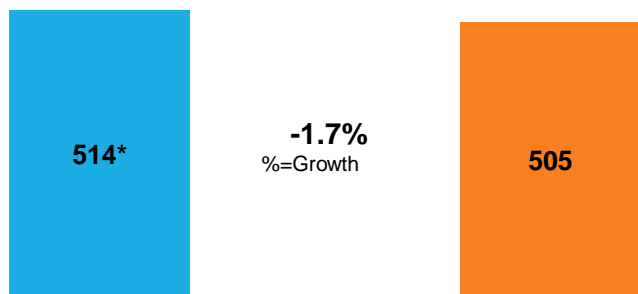
## Revenue



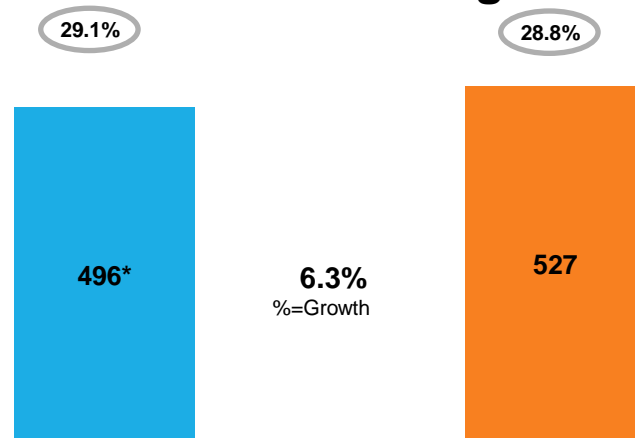
## EBITDA & Margin



## CAPEX

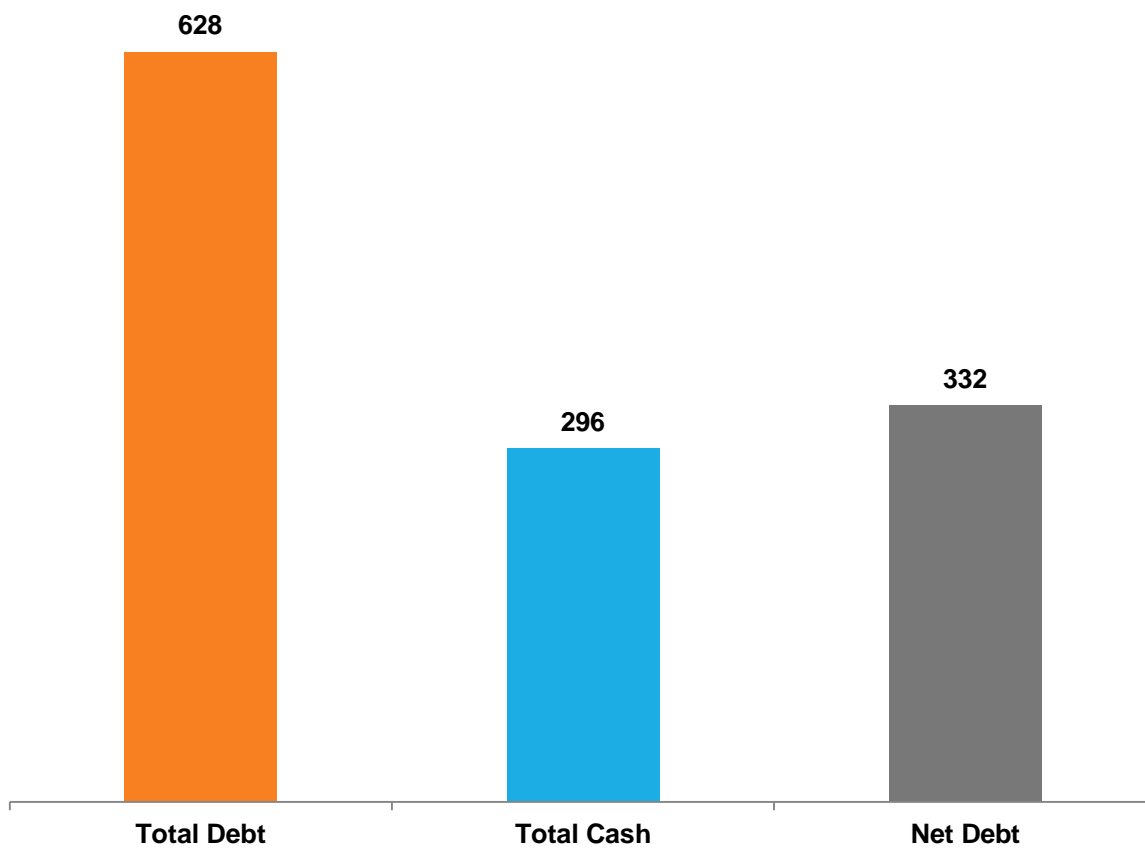


## Net Profit & Margin



\*Normalized Revenue, EBITDA, Net Profit.  
Excluding Revenue, EBITDA, Net Profit derived from Internux

## Cash & Debt (IDR - bn)



## Share Buy-Back

1. Cancellation of Treasury Shares **(36,905,900)**
2. Buyback Mandates:
  1. Maximum of 216,028,106, up until 14 July 2019 (Expired)
  2. Maximum of 75,146,002, up until 19 July 2020
  3. Proposed BuyBack 212,337,526 for 18 Month duration  
*Subject to approval at EGM 29<sup>th</sup> August 2019*
3. Price Limit of all BuyBacks Rp6,000 Per-Share

| BuyBack              | Period | Amount (Rp)            | Unit              | Average Price |
|----------------------|--------|------------------------|-------------------|---------------|
|                      | 19-Mar | 8,255,819,000          | 1,897,000         | 4,352         |
|                      | 19-Apr | 30,263,756,000         | 6,987,000         | 4,331         |
|                      | 19-May | 60,519,559,000         | 14,686,000        | 4,121         |
|                      | 19-Jun | 23,197,892,000         | 5,495,600         | 4,221         |
|                      | 19-Jul | 36,787,839,000         | 8,633,600         | 4,261         |
| <b>Total BuyBack</b> |        | <b>159,024,865,000</b> | <b>37,699,200</b> | <b>4,218</b>  |

# E-Sports

## E-Sports in Indonesia

- Approximately 34 Million Active Gamers in Indonesia. That is 65% of Indonesia Online population.
  - Free Fire was #4 in the Top 5 most played Mobile Games
1. Creating our own Channel (First Warrior)  
Launching September
  2. Creating 2 teams to compete in “Free Fire” Mobile Game  
Qualification for Team run from September – October (Online)  
  
Talent Search will be in all cities Link Net has a footprint in
  3. Creation of our own League  
Proposed 2020



## New CTO

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**Edward Sanusi, Chief Technology Officer & Chief Product Officer**

- Over 21 years of experience in managing technology related business models for software development, ISP, Cable TV, social media, and system integration
- Previously Director / CEO in PT Plexis Erakarsa Pirantiniaga (PlasMedia)



END

THANK YOU