



Link Net

PT Link Net Tbk

9M 2017 Earnings Conference Call

November 1, 2017



Link Net

9M 2017 Key Highlights

▪ Financial achievements

- Revenue grew at **+16.8% yoy**
- EBITDA grew **+16.8% yoy**, with an EBITDA margin of **59.0% margin**
- Net profit up **+22.4% yoy**, at a margin of **29.5%**

▪ Operational achievements

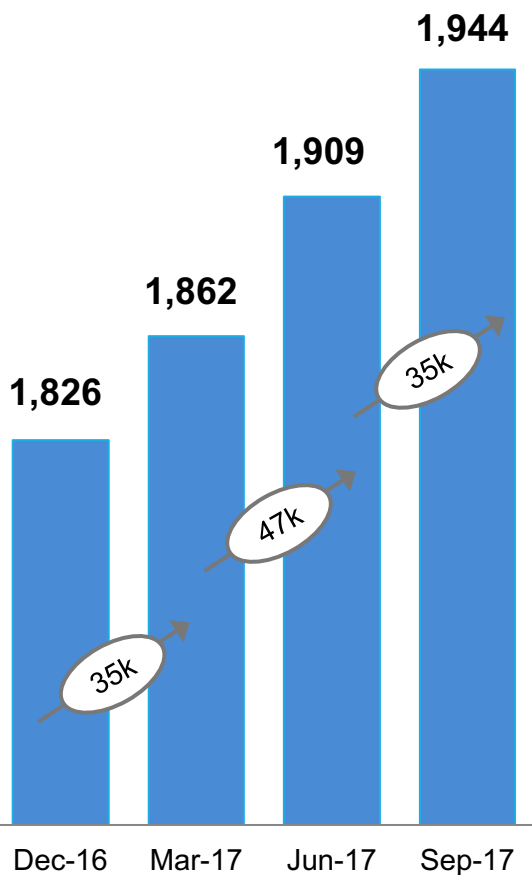
- Net Addition of **35,000 homes passed in 3Q**, with total homes passed at **1.944 million as at 9M17**.
- We added **27,000 revenue generating units (RGU's)** in 3Q17 taking total RGU's to **1.10 million**
- Penetration increased to **28.8%**
- Premium ARPU increased **Rp420k**

▪ Key initiatives & accolades

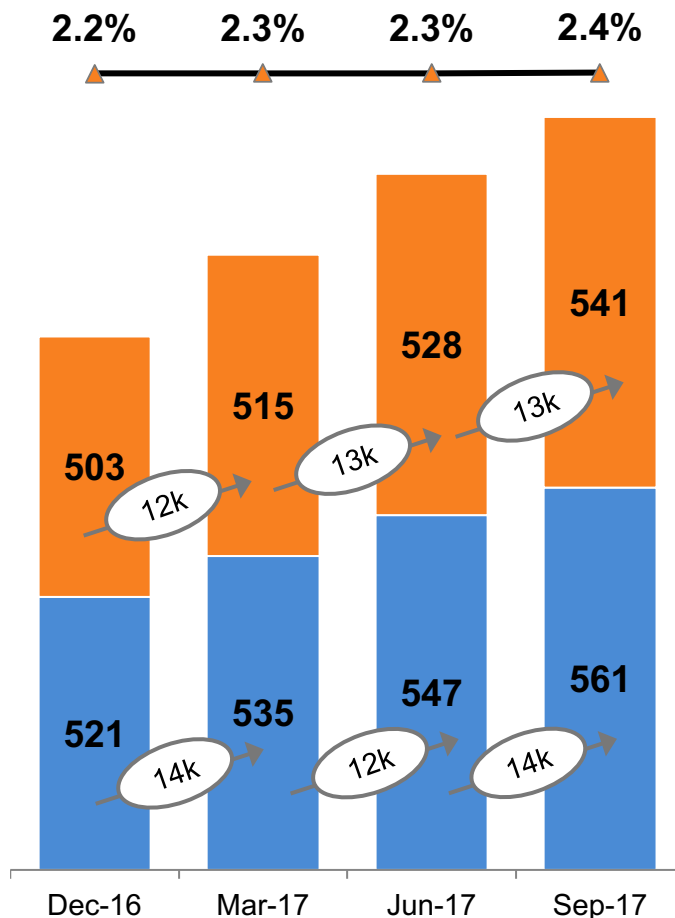
- Java intercity fiber backbone
- Propose an increase of dividend pay out ratio to **50% of Net profit**
- Acceleration expansion of network with target of **2.8 million homes passed by the end of 2021**
- Place second in **50 Best of the Best Companies 2017** from Forbes Indonesia

Continued subscriber growth, strong network rollout, and robust ARPU

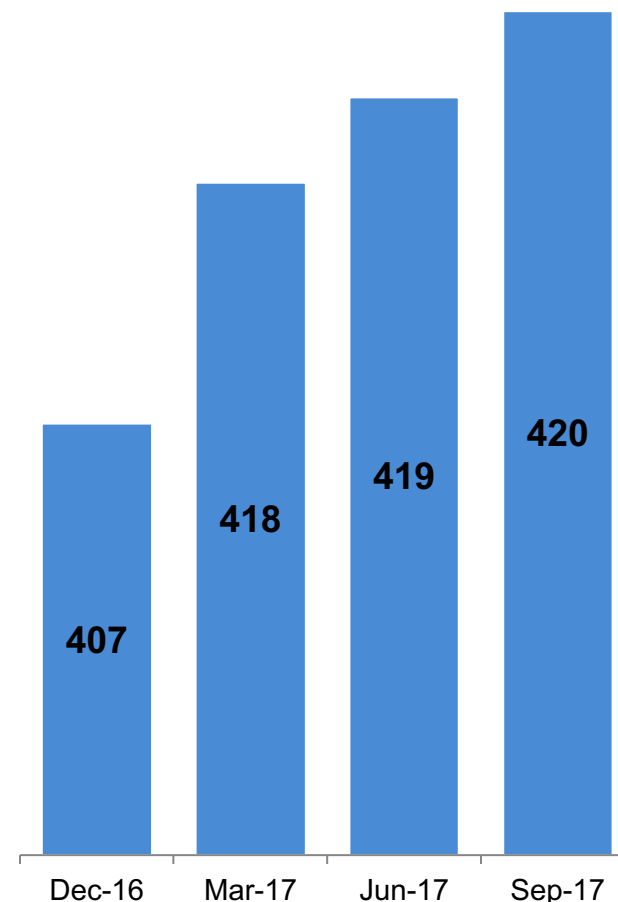
Homes Passed ('000)



RGU ('000) and Churn



ARPU (IDR '000)



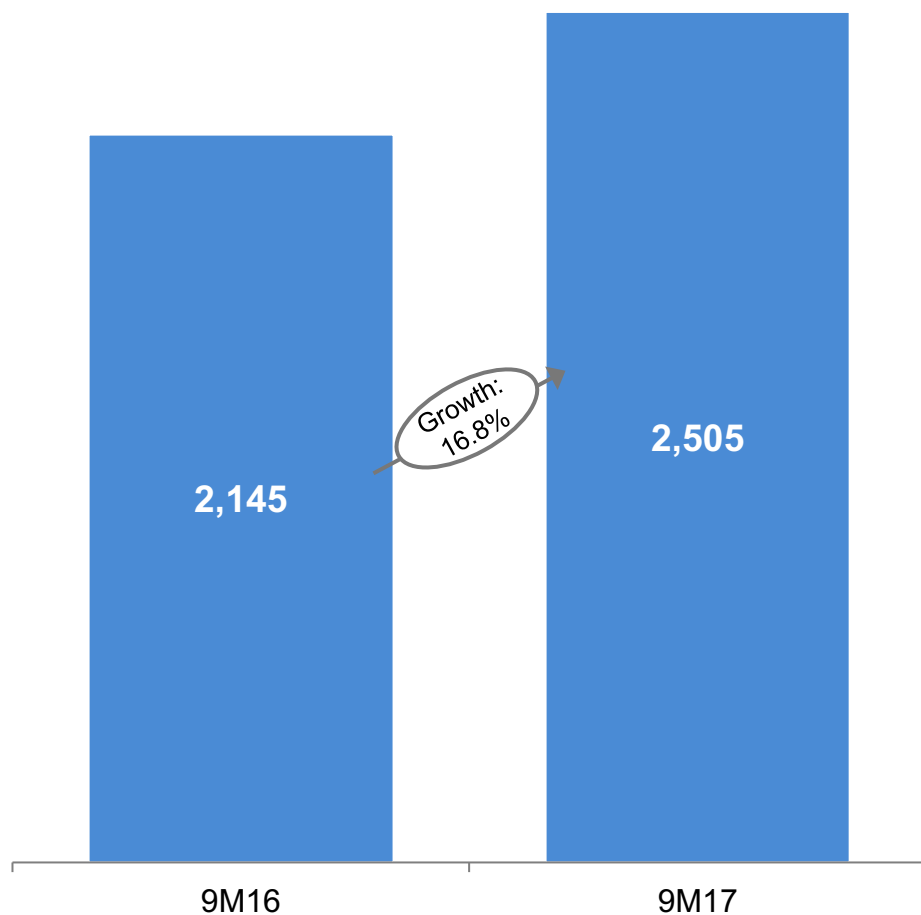
■ Broadband ■ Cable TV ▲ Churn Rate

■ Blended ARPU

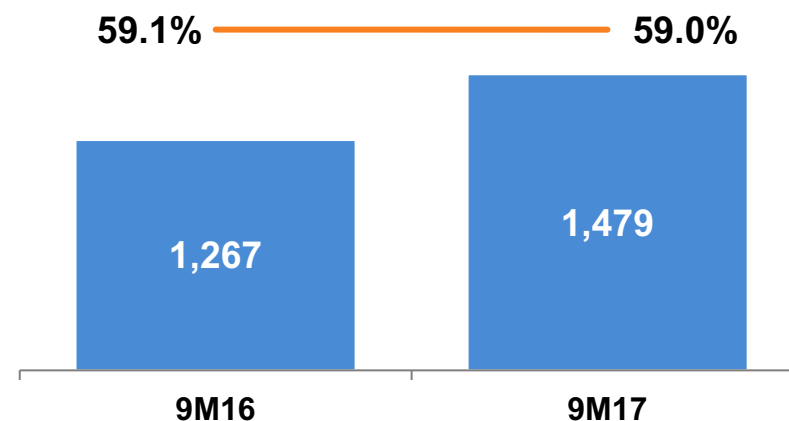
Double Digit Top Line & Bottom Line Growth and Thick Margins

Revenue, EBITDA, Net Profit

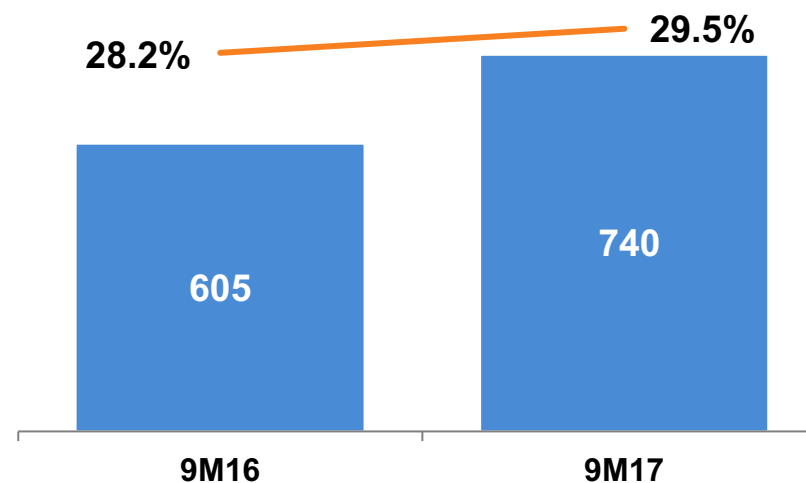
Revenue



EBITDA



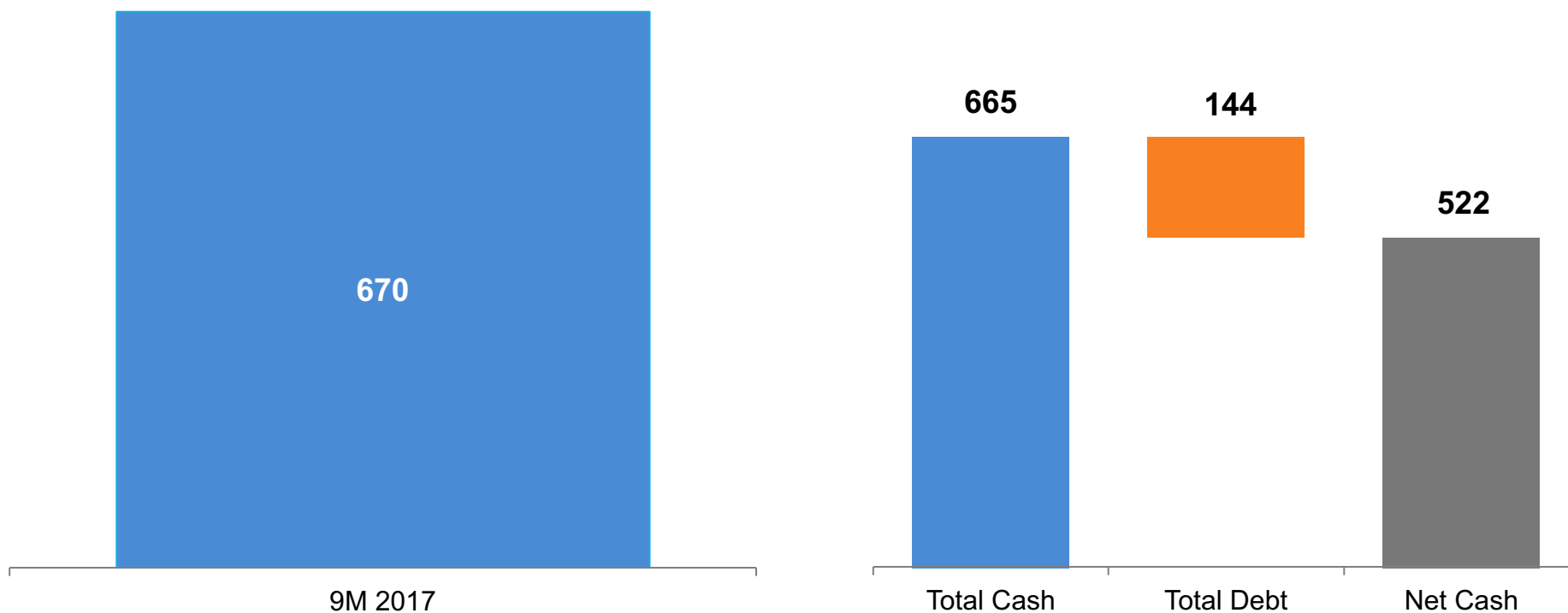
Net Profit



Our strong balance sheet allows us to accelerate growth and pay higher dividends with our own cash flow.

CAPEX (IDR bn)

Net Cash (IDR bn)



The background features a dynamic, abstract composition of glowing blue fiber optic cables and data streams. The cables are bundled and curve across the frame, with bright blue light trails and small glowing nodes. In the background, there is a faint, semi-transparent grid of alphanumeric characters (hexadecimal and decimal) in shades of blue and white, suggesting a digital or network environment.

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Appendix

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Profit and loss summary

(IDR bn)	Year ended September 30		3M ended September 30	
	9M 2016	9M 2017	3Q 2016	3Q 2017
Revenue	2,145.4	2,505.3	752.3	854.7
EBITDA	1,267.1	1,479.3	433.5	503.7
D&A	(447.5)	(475.9)	(152.8)	(161.8)
Operating Profit	819.6	1,003.4	280.7	341.9
<i>Margin %</i>	38.2%	40.1%	37.3%	40.0%
Finance Income	10.3	11.6	3.8	3.9
Finance Cost	(26.3)	(31.1)	(8.9)	(13.3)
Share in Loss of Associate	-	-	-	-
Profit Before Tax	803.6	983.9	275.6	332.5
Tax Expense	(199.0)	(243.7)	(68.5)	(82.5)
Net Profit	604.6	740.3	207.1	250.0
<i>Margin %</i>	28.2%	29.5%	27.5%	29.3%

Balance sheet summary

(IDR bn)	As at Sep 30 2016	As at Sep 30, 2017
Current Assets		
Cash and Cash Equivalents	427.2	665.2
Trade Receivables	341.7	384.3
Total Current Assets	812.0	1,108.0
Non-Current Assets		
Property and Equipment - Net	3,699.1	4,026.1
Total Non-Current Assets	4,026.7	4,433.1
Total Assets	4,838.7	5,541.1
Current Liabilities		
Payables	187.0	293.3
Current Maturities of Long-Term Debt	42.7	39.9
Total Current Liabilities	714.7	894.6
Non-Current Liabilities		
Long-Term Debt – Net of Current Maturities	138.3	103.6
Total Non-Curent Liabilities	249.5	233.6
Total Liabilities	964.2	1,128.2
Total Equity	3,874.5	4,412.9
Total Liabilities and Equity	4,838.7	5,541.1

Net Cash of
IDR 521.7 bn