



PRESS RELEASE

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PT LINK NET TBK (LINK NET) HAS SUCCESSFULLY SECURED & SIGNED A RENEWAL OF ITS RIGHT OF WAY CONTRACT WITH PT INDONESIA COMNETS PLUS (ICON+), A SUBSIDIARY OF PT PLN (PERSERO).

LINK NET BOOKS HIGHEST QUARTERLY SUBSCRIBER GROWTH IN COMPANY'S HISTORY.

2Q2020 Year on Year Result Highlights

- **Link Net added 62,430 Net Subscribers in 2Q20**
- **Link Net added an additional 21,807 Net Subscribers in July 2020**
- **Link Net added 78,912 additional home passes in 2Q20**
- **Network penetration has increased to 29.1%**
- **Link Net booked Revenue growth of 6.2% in 2Q20**
- **Link Net booked EBITDA growth of 0.3% in 2Q20**
- **ARPU for 1H2020 is Rp375k**
- **ARPU as at end of July 2020 was Rp374k**
- **Churn reduced to 2.4% in 2Q20 from 2.6% in 1Q20**

PT Link Net Tbk ("Link Net" or the "Company"; stock code: "LINK")

Link Net has successfully renewed its right of way contract with state owned electricity pole company PT Indonesia Comnets Plus (ICON+) a subsidiary of PT PLN (Persero). The contract provides the right of way for Link Net to continue attaching its broadband cables to ICON+ electricity poles within Link Net's network. The contract extension lasts until the end of June 2022 (inclusive of a 6 month grace period).

The Company is in the process of migrating its broadband cables to its own infrastructure. Link Net management plan to substantially increase the Company's infrastructure independence in the coming years and ahead of any future contract renewals.

Link Net added 62,430 new net subscribers in 2Q20 taking total subscribers to 762,392. In July the Company added an additional 21,807 new net subscribers taking total subscribers to 784,199 as of the end of July. The Company added an additional 78,912 home passes to its network in 2Q20, taking total home passes to 2.621 million. Despite rapid network expansion,

penetration has grown to a record high of 29.1% in 2Q20 compared with 27.5% as at 1Q20. Churn in 2Q20 reduced to 2.4% compared with 2.6% in 1Q20.

Link Net's average revenue per user (ARPU) for 1H2020 was Rp375k. Despite record subscriber growth ARPU stabilized and as at the end of July ARPU was Rp374k. The Company booked revenue of Rp971bn in 2Q20 compared with Rp915bn in 2Q19, growing 6.2%. Quarter on Quarter, Link Net's Revenue grew 1.3% in 2Q20 compared with 1Q20. The Company booked EBITDA of Rp543bn in 2Q20, growing 0.3% compared with 2Q19. Quarter on Quarter, EBITDA grew 5.4% in 2Q20 compared with 1Q20. EBITDA margins in 2Q20 were 55.9%, expanding from 53.8% in 1Q20.

Mr. Marlo Budiman, President Director and CEO, commenting on the results, said: *"I'm pleased the negotiations for the renewal of Link Net's right of way contract with ICON+ have come to an acceptable conclusion. The contract renewal provides all our shareholders with certainty and a clear strategy going forward. The Company will continue the process of migrating cables to our own infrastructure and thus increasing Link Net's infrastructure independence. Link Net added 62,430 subscribers in the 2nd quarter 2020, more than in any previous quarter in the Company's listed history. Penetration of our network is at a record high of 29.1% as management have successfully grown the subscriber base and thus the Company's asset utilization. Management believe that access to high speed internet provides numerous and large benefits to society and they come to work each day with the central goal of continuously improving broadband connectivity and penetration for Indonesians."*

About PT Link Net Tbk

Link Net owns and operates a network of Hybrid Fiber Coaxial cable ("HFC") and Fiber-to-the Home (FTTH) that provide high-speed internet access services to retail and business customers. Link Net also operates a subscription television channel in collaboration with PT First Media Television ("FMTV"), its subsidiary.

Learn more at www.ir.linknet.co.id

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