



PRESS RELEASE

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3Q2020 Year on Year Result Highlights

- Link Net booked Revenue growth of 6.5% in 3Q2020
- Link Net booked EBITDA growth of 7.0% in 3Q2020
- Link Net added 53,277 Net Subscribers in 3Q2020
- Network penetration has increased to a record high of 30.8%
- ARPU for 9M2020 remains stable at Rp369k

PT Link Net Tbk (“Link Net” or the “Company”; stock code: “LINK”) added 53,277 additional net subscribers in 3Q2020, compared with 29,019 in 3Q2019. For 9 months 2020, Link Net has added an additional 147,464 net subscribers compared with 51,024 for 9 months 2019. As at the end of 3Q2020 Link Net had a total of 815,669 subscribers. As at 3Q2020 Link Net’s network size was 2.652 million homes passed compared with 2.397 million homes passed as at 3Q2019. Link Net’s network has grown by 255,019 homes passed over the past 4 quarters. Penetration of Link Net’s network has reached 30.8% as at the end of 3Q2020 compared with 26.9% as at the end of 3Q2019. As of 9M2020 Average Revenue Per User (ARPU) is Rp369k per month.

The Company’s record subscriber growth has led to continued revenue growth. Link Net booked revenue of Rp1.023tn in 3Q2020 compared with Rp961bn in 3Q2019, growing 6.5% Year on Year. For 9M2020 Link Net booked Revenue of Rp2.954tn compared with Rp2.767tn for 9M2019, growing 6.8%.

Link Net management have successfully implemented cost control measures in 2020. The table below shows Link Net’s key cost components throughout 2020 are either stable or declining as a % of revenue.

Cost Components (% of Revenue)	1Q20	2Q20	3Q20
Cost of Sales			
Content Cost % of Revenue	9.3%	9.3%	9.1%
Internet Cost % of Revenue	6.2%	4.6%	4.4%
OPEX			
Sales & Marketing Expense % of Revenue	9.5%	9.8%	9.5%
General & Administration Expense % of Revenue	14.7%	14.4%	13.1%

Growth in revenue along with downward pressure on the Company's cost base have led to growth in EBITDA in 3Q2020. The Company's EBITDA accelerated in the 3rd quarter with the Company booking EBITDA of Rp578bn in 3Q2020 compared with Rp540bn in 3Q2019, growing 7.0% Year on Year. EBITDA margin for 3Q2020 is 56.5% expanding from 56.3% in 3Q2019. Link Net recorded EBITDA of Rp1.637tn in 9M2020 compared with Rp1.621tn in 9M2019, growing 1.0%.

Mr. Marlo Budiman, President Director and CEO, commenting on the results, said: "Over the past 18 months Link Net management have put in place strategies to ensure our business could accelerate its growth trajectory. These strategies have worked and Link Net is experiencing the highest subscriber growth in the company's listed history. Management have also effectively managed the Company's cost base which has led to accelerated EBITDA growth.

Link Net's vision is to provide as many Indonesians as possible with high speed internet and world class entertainment. The year 2020 has been tough for people and companies all over the globe because of the COVID-19 pandemic. However I'm proud of the work that the Link Net team has done to ensure that our customers are able to successfully work and learn from home during these trying times. We look forward to continuing to support our customers across the country for the rest of the year and into 2021."

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 and Pay TV to retail and business customers.

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

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