



PT Link Net Tbk

FY 2017 Earnings Conference Call

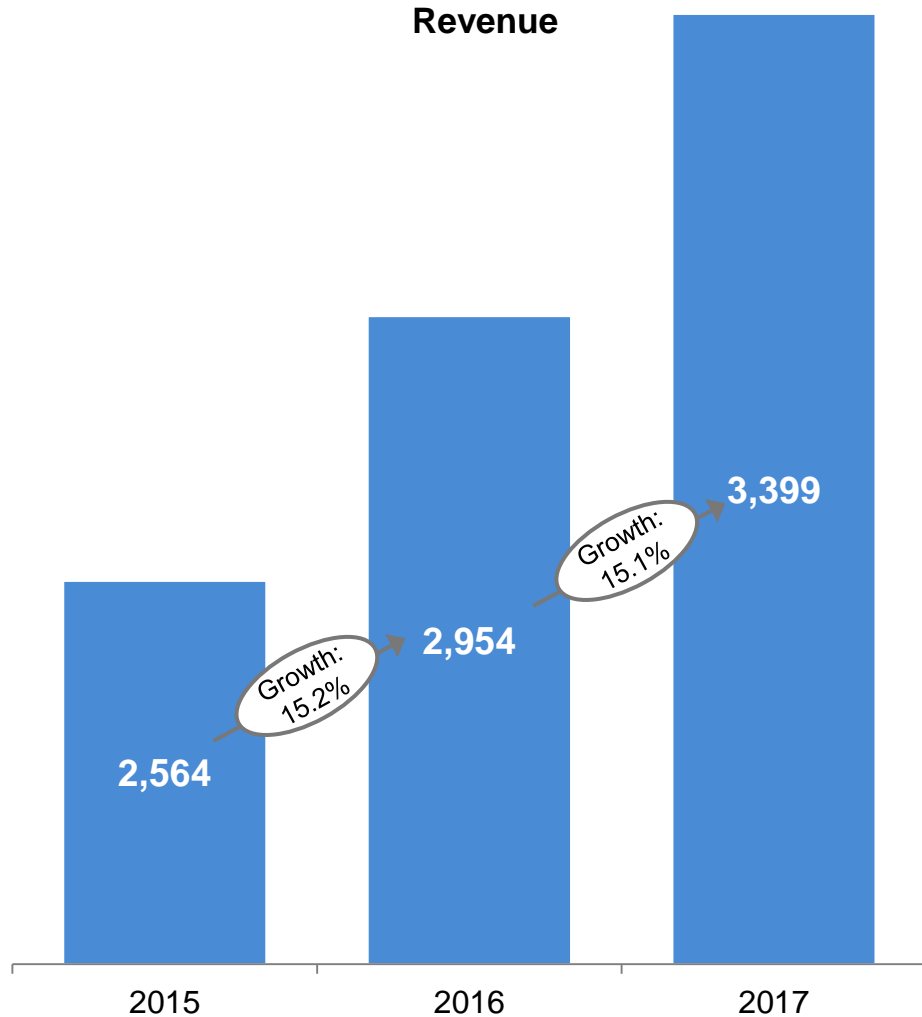
March 23, 2018



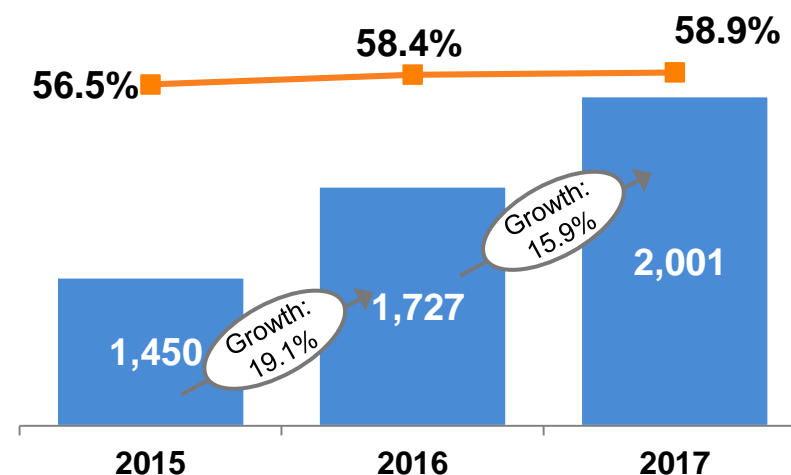
Double Digit Revenue & Earnings Growth

Revenue, EBITDA , Net Profit

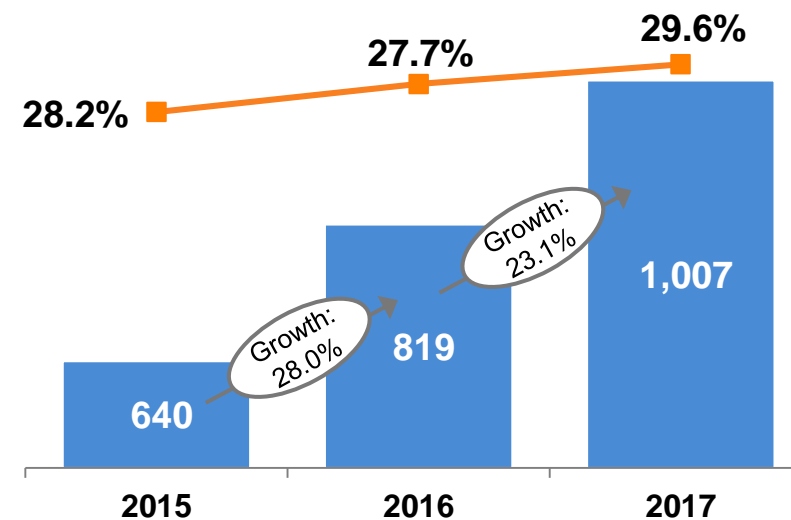
Revenue



EBITDA

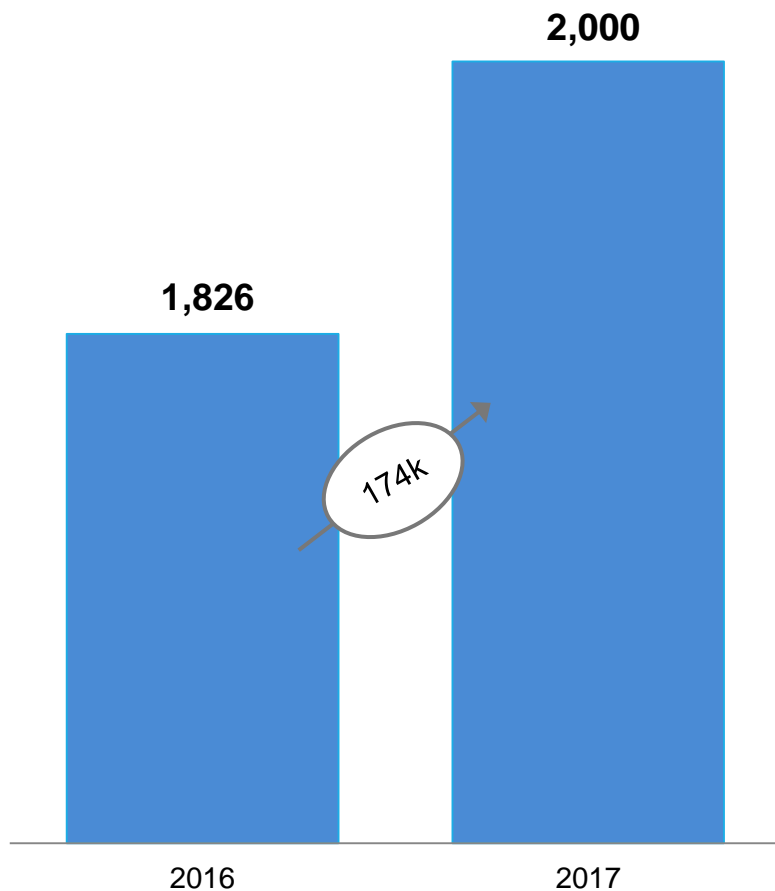


Net Profit

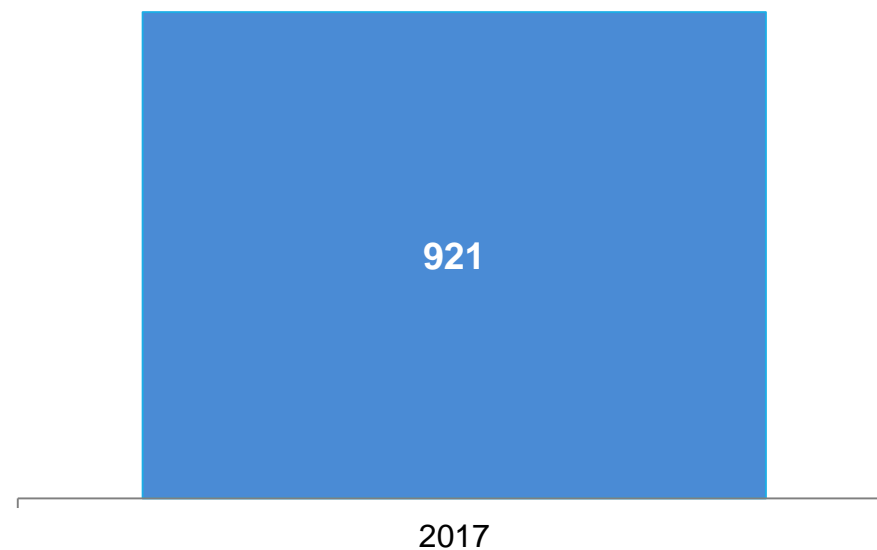


Strong homes passed numbers, brought in under budget

Homes Passed ('000)



CAPEX (IDR Bn)

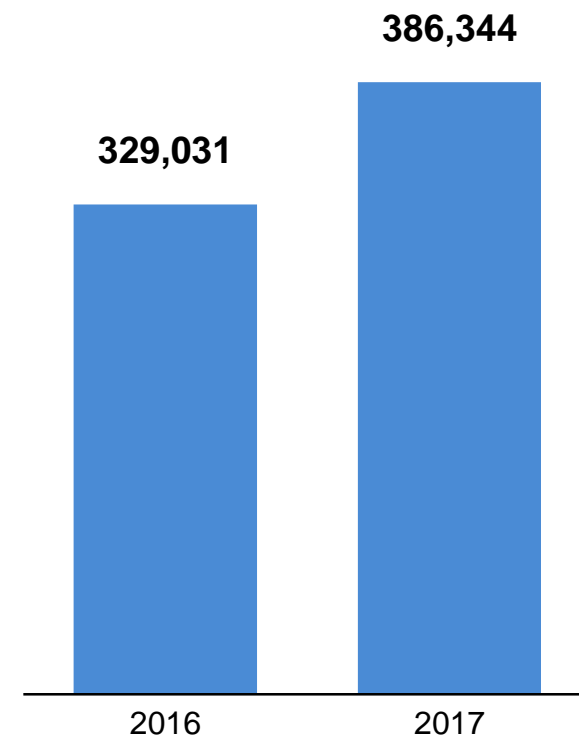
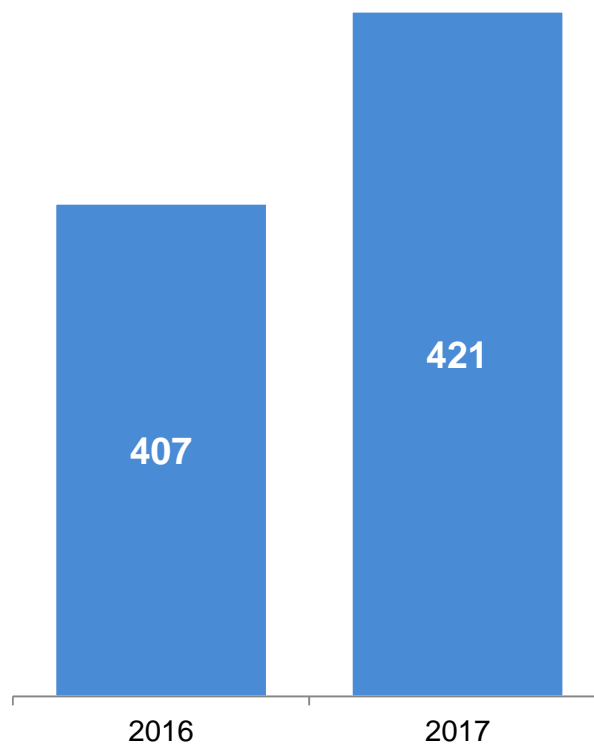
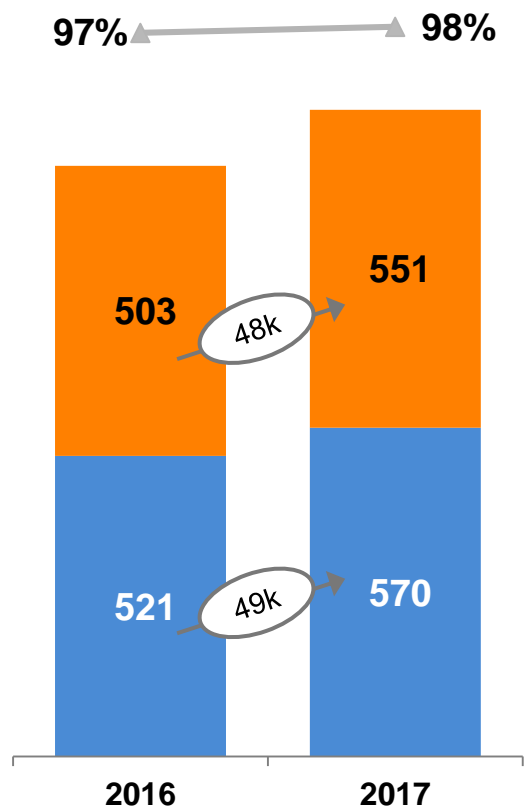


Continued subscriber growth, and record high ARPU driven by strong upsell transactions

RGU ('000)

ARPU (IDR '000)

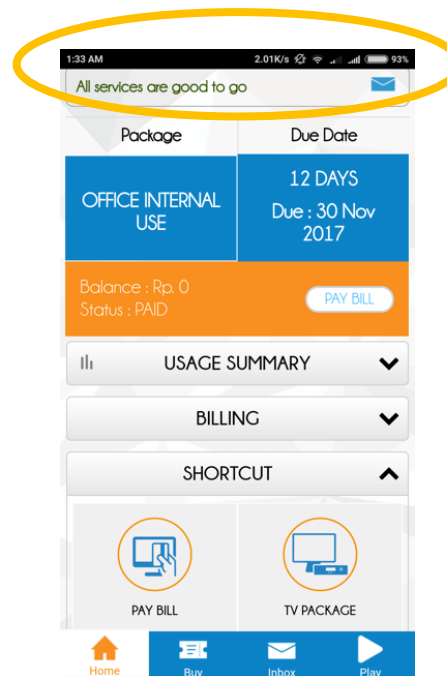
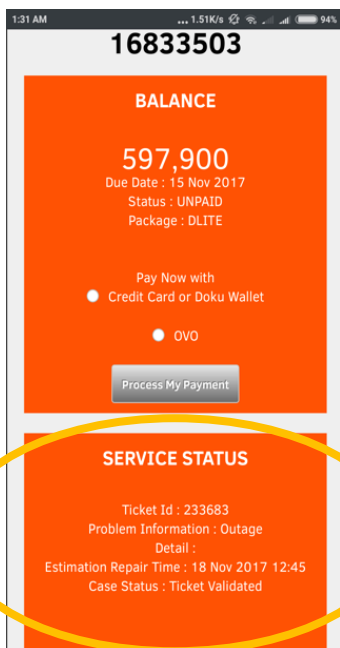
Upsell transaction



■ Broadband ■ Cable TV ▲ Bundling Rate

■ Blended ARPU

HOOQ, FMX, Cek.firstmedia.com, and MyFirstMedia App

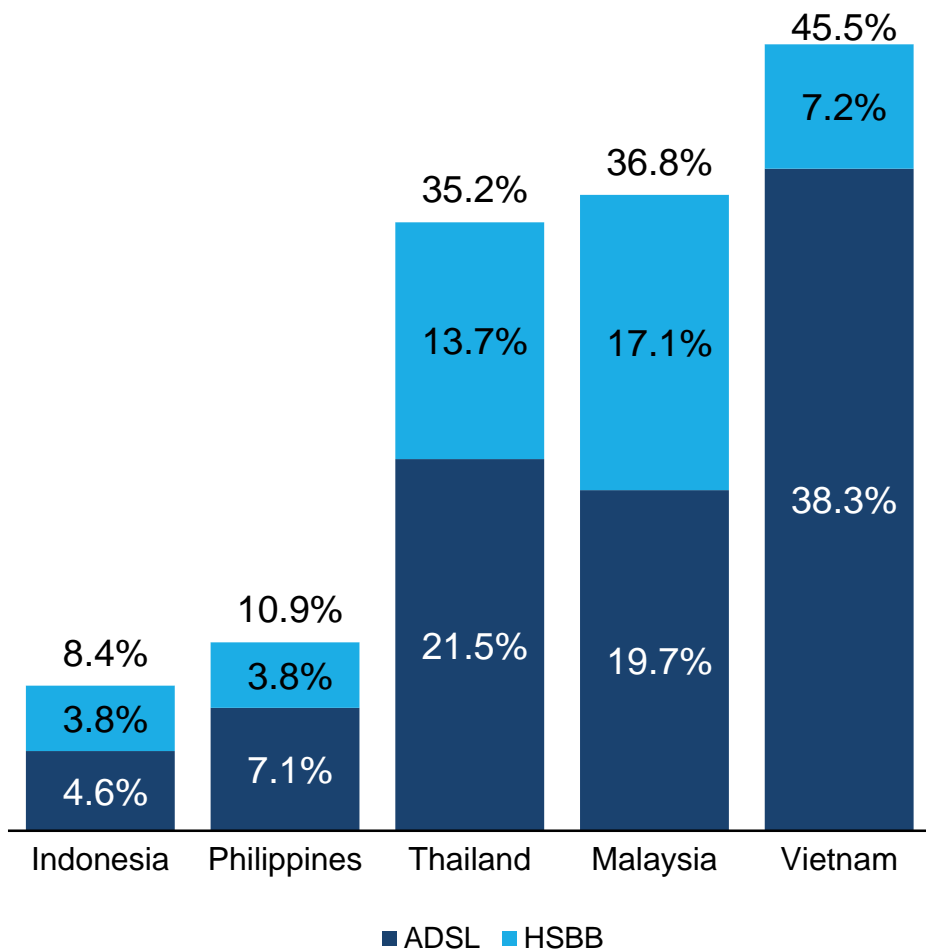


Available Now!

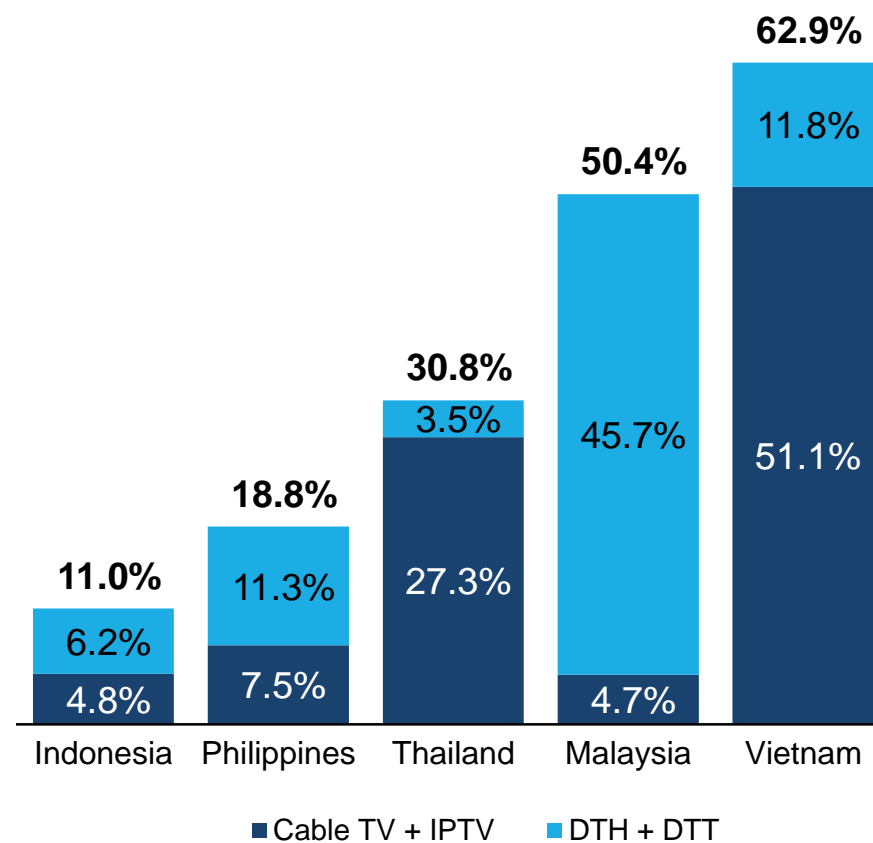


Indonesia has the lowest broadband and pay TV penetration amongst comparable Asian emerging markets

Broadband penetration (2017)



Pay TV penetration (2017)



Link Net's compounded annual growth rate (3 yr)

Revenue (%)

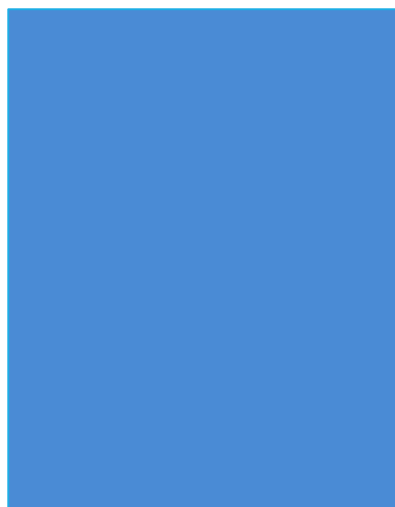
EBITDA (%)

EPS (%)

17%

18%

23%



Link Net Valuation's

PE (x)

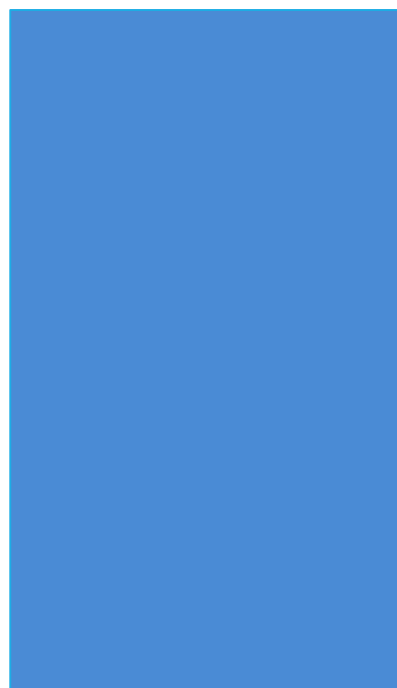
EV/EBITDA (x)

PEG

15.18

7.33

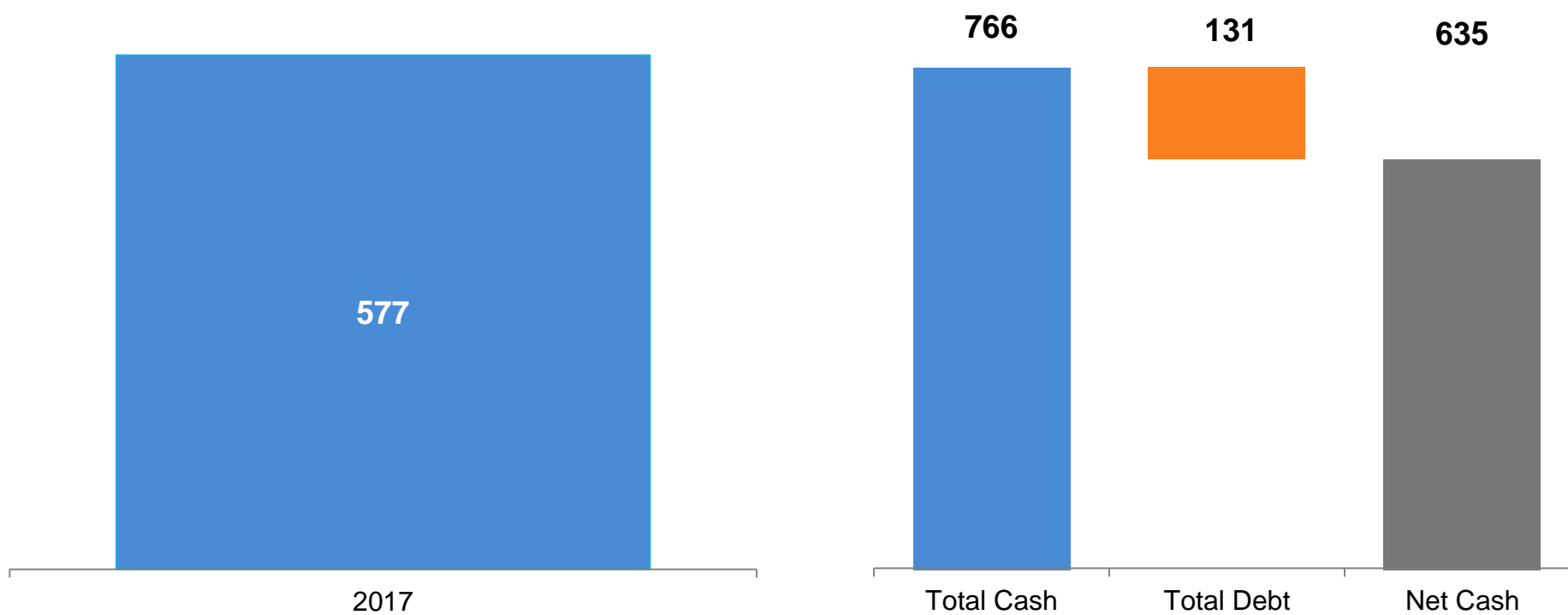
0.66



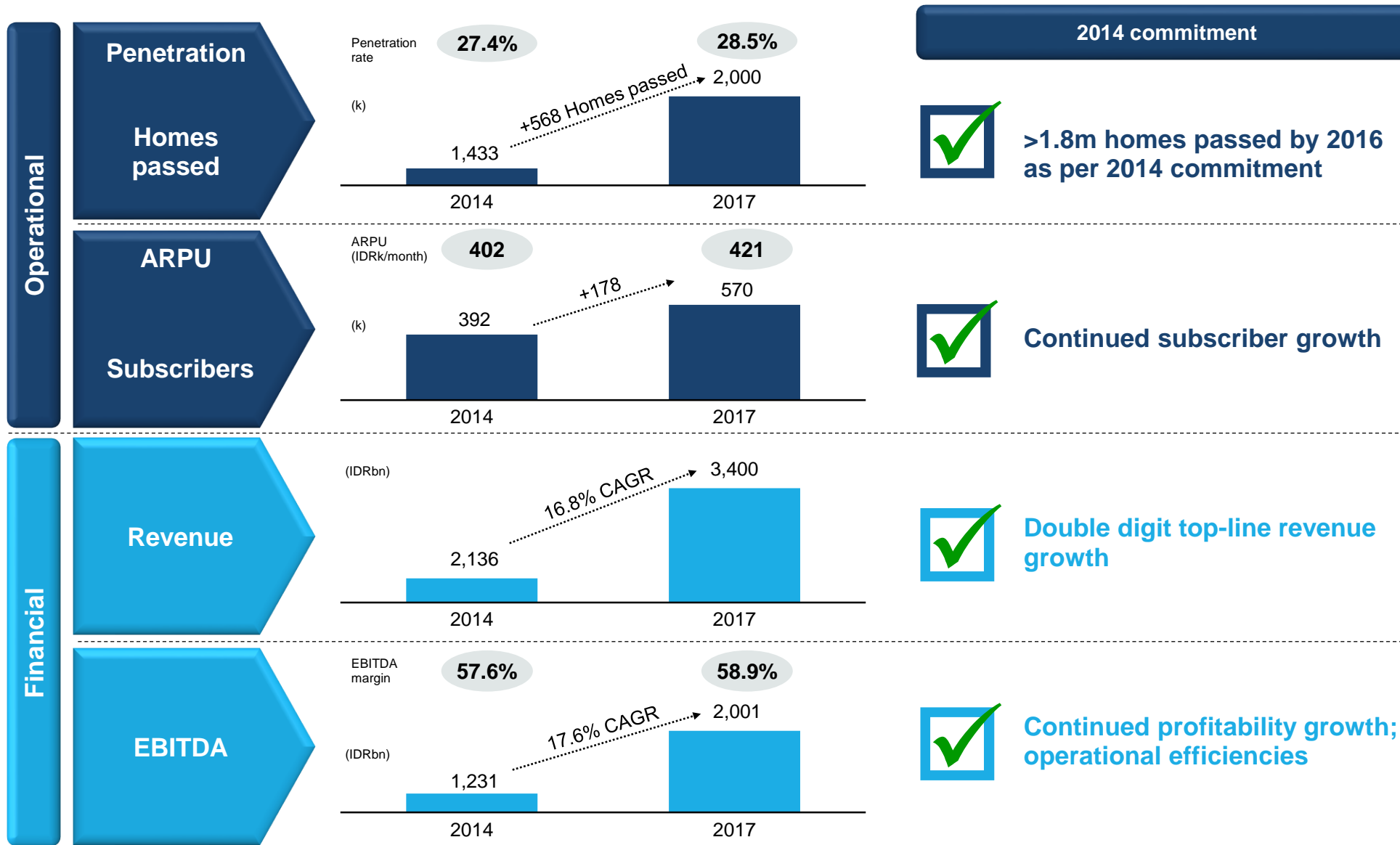
Our strong balance sheet allows us to accelerate growth and pay higher dividends with our own cash flow

Free Cash Flow (IDR bn)

Net Cash (IDR bn)



Link Net has delivered since its 2014 re-IPO



The background features a dynamic, abstract composition of glowing blue fiber optic cables that curve and swirl across the frame. Interspersed among these light trails are faint, semi-transparent characters and numbers, including letters like 'A', 'B', 'C', 'D', 'E', 'F' and digits like '0', '1', '2', '3', '4', '5', '6', '7', '8', '9', which suggest a digital or data network environment.

Link Net

Thank you

Link Net