



PRESS RELEASE

May 7, 2021

Link Net FY2020 Results

- **EBITDA Grew 11.3% to Rp2.3tn**
- **Earnings Per Share Grew 9.3% to Rp340 per share**
- **Dividend Payout Ratio of 30%, totaling Rp283bn for FY2020**
- **Revenue Grew 7.8% to Rp4.05tn**
- **FY20 Pole Migration on schedule and under budget**
- **Record Net Subscriber additions of 171k**
- **Home pass additions of 211k**
- **Network Penetration increases to 31.3%**

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

Link Net added a record number of new subscribers in FY2020, adding an additional 171k subscribers, growing its total subscriber base by 25% to 839k subscribers as at FY2020. The Company added an additional 211k home passes to its network growing its total network size to 2.68 million homes passed. As at FY2020 Link Net had record high penetration of its network of 31.3%. Average Revenue Per User remained at market leading levels and was Rp364k for FY2020.

Over the past several years, management began seeing shifts in consumer behavior that were resulting in continued increases in demand for fixed line broadband. As the COVID pandemic struck society we began to see an acceleration of these changes. Changes such as working from home, learning from home, increased use of ecommerce and the enormous growth of services like tele-medicine are very likely here to stay in some form. These changes in consumer behavior will lead to continued heightened demand for high-speed internet connections with unlimited download quotas.

Link Net booked revenue of Rp4.05tn in FY2020, growing 7.8% Year on Year. EBITDA grew by 11.3% in FY2020 to Rp2.3tn, with an EBITDA margin of 56.9%. Earnings per share increased 9.3% in FY2020 to Rp340 per share. Net Profit increased 5.3% in FY2020 to Rp942bn with a Net Profit margin of 23.3%.

In 4Q2020, Revenue increased 10.7% to Rp1.09tn compared with 4Q2019. Quarter on Quarter Revenue grew 7% in 4Q2020 compared with 3Q2020. EBITDA in 4Q2020 was Rp668bn, growing 48.4% compared with 4Q2019. Quarter on Quarter, EBITDA grew 15.4% in 4Q2020 compared with 3Q2020. EBITDA margin in 4Q2020 was 61%. Net Profit in 4Q2020 grew 99.5% to Rp243bn compared to 4Q2019.

Link Net will pay a dividend of approximately Rp283bn for FY2020, a payout of 30% of Net Profit, the dividend is subject to approval at Link Net’s annual general meeting of shareholders.

In 2020, Link Net began the process of migrating our broadband cables to our own pole infrastructure to attain infrastructure independence. The Company's target was to migrate 60,000-65,000 poles in 2020 and as at the end of FY2020 Link Net had migrated 65,100 poles to our own infrastructure. The management is pleased to report that the project is on schedule, fully funded and under budget. The project is on track to be completed by the middle of 2022. At that time the right of way payments of 3.6% of revenue will cease, the additional funds will then positively impact our cash flow and earnings.

In line with our mission to strengthen corporate governance at all levels, in 2020 we appointed top tier firm Ernst & Young as Link Net's auditor. Ernst & Young audited our financial statements in 2020 and we look forward to a continued relationship with them for many years to come.

To comply with Indonesian accounting standards, Link Net has implemented PSAK 71, 72 and 73 in its FY2020 Financial Statements.

Management want our business to contribute to the improvement in the quality of life of people across the country. To ensure that we can accelerate our Environmental, social and governance capabilities we hired an ESG screening firm named EcoVadis to perform a thorough review of our business. This review highlighted our strengths and also areas where we can improve. To ensure that we will consistently improve in years to come, we've commissioned a global ESG consultancy to assist us in implementing a thorough ESG framework over the next 3 years.

Mr. Marlo Budiman, President Director and CEO, commenting on the results: *"Overall, 2020 was a strong year for our business despite the challenges presented by COVID. We expanded our subscriber base by 25% and these subscribers will continue to contribute to revenue and earnings growth in 2021 and beyond. Our migration plan is on schedule, fully funded and under budget and once complete by mid 2022 the fees we are paying for pole rental will cease and this amount will be added to and will increase our earnings. We are seeing very positive revenue and earnings growth in our business units in new cities outside of Jakarta and this is expected to continue in 2021 and beyond. I look forward to updating you on our continued success throughout 2021."*

FY20 vs FY19 Results

Financials (IDR bn)	FY20	FY19	%
Revenue	4,048	3,755	7.8%
EBITDA	2,305	2,070	11.3%
<i>Margin (%)</i>	56.9%	55.1%	3.3%
Net Profit	942	895	5.3%
<i>Margin (%)</i>	23.3%	23.8%	-2.3%
EPS (Rp)	340	311	9.3%

4Q20 vs 4Q19 Results

Financials (IDR bn)	4Q20	4Q19	%
Revenue	1,094	989	10.7%
EBITDA	668	450	48.4%
Margin (%)	61.0%	45.5%	34.1%
Net Profit	243	122	99.5%
Margin (%)	22.2%	12.3%	80.2%

4Q20 vs 3Q20 Results

Financials (IDR bn)	4Q20	3Q20	%
Revenue	1,094	1,023	7.0%
EBITDA	668	578	15.4%
Margin (%)	61.0%	56.5%	7.9%
Net Profit	243	243	0.1%
Margin (%)	22.2%	23.7%	-6.4%

About PT Link Net Tbk

PT Link Net Tbk ("Link Net"), is one of the largest owners and operators of fixed high speed broadband in Indonesia. The Company provides high-quality pay television services, high-speed broadband connections, and data communications under the "First Media" brand.

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

For further information, please contact:

Joel Ellis

Head of Investor Relations

PT Link Net Tbk

Tel: +62 812 911 77785

Email: Joel.Ellis@linknet.co.id
