



Link Net

PT Link Net Tbk

Q3 results update

November 2014

Link Net

Key highlights – 9M 2014 to 30th September 2014



Strong momentum in both growth and profitability over the nine months to 30 September 2014:

- Revenue of Rp1,550.2 billion up 28.2%
- EBITDA of Rp892 billion up 34.6%
- NPAT of Rp421 billion up 52.4%



Continued network expansion which at 30 September 2014 comprised:

- 1.4 million homes passed
- 372,373 broadband RGUs
- 343,472 Cable TV RGUs



Maintained high bundling rates:

- 93% of customers subscribe to both NGBB and Cable TV Services, up from 91% from the prior year



Completion of Private Placement:

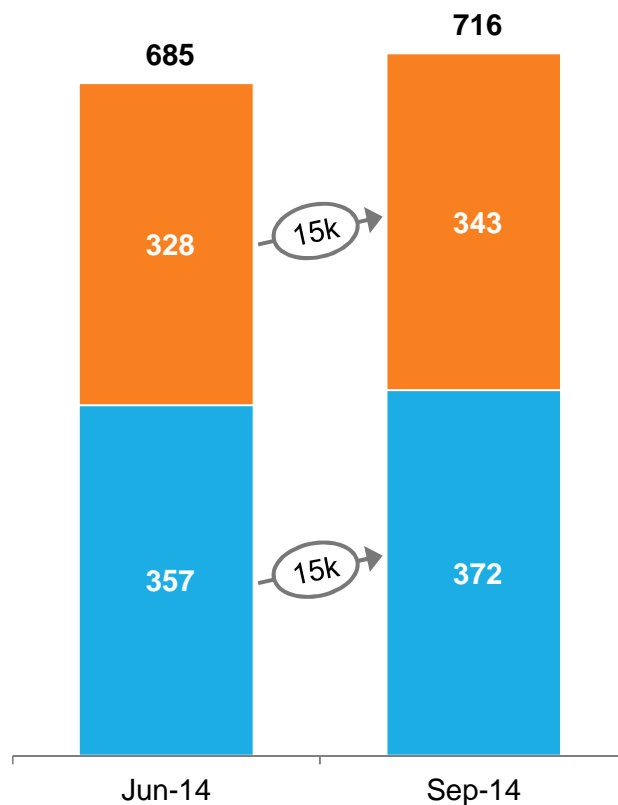
- Transaction was completed 3rd November 2014, where First Media, Asia Link Dewa and other shareholders sold a total of approximately 30% of Link Net Shares
- Post transaction, FM is the single largest shareholder

Link Net's key performance indicators

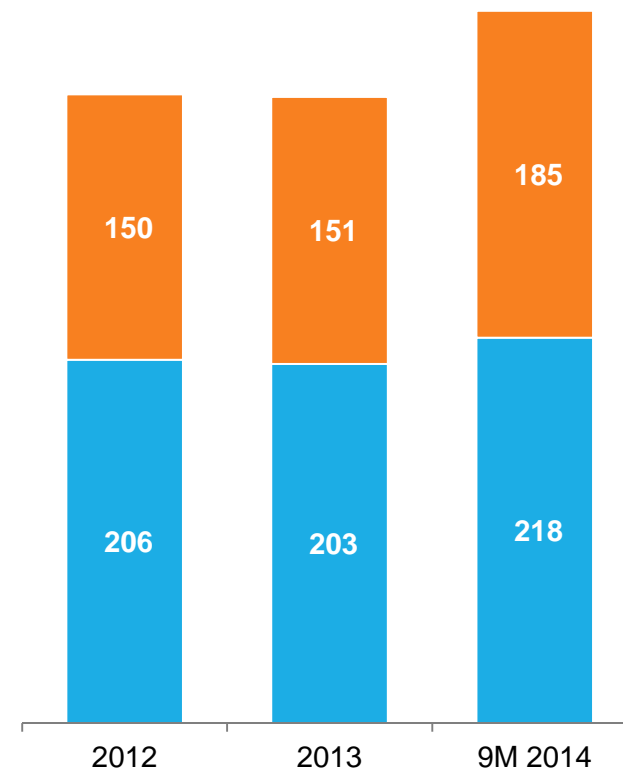
Homes Passed ('000)



RGUs ('000)



ARPU (IDR '000)

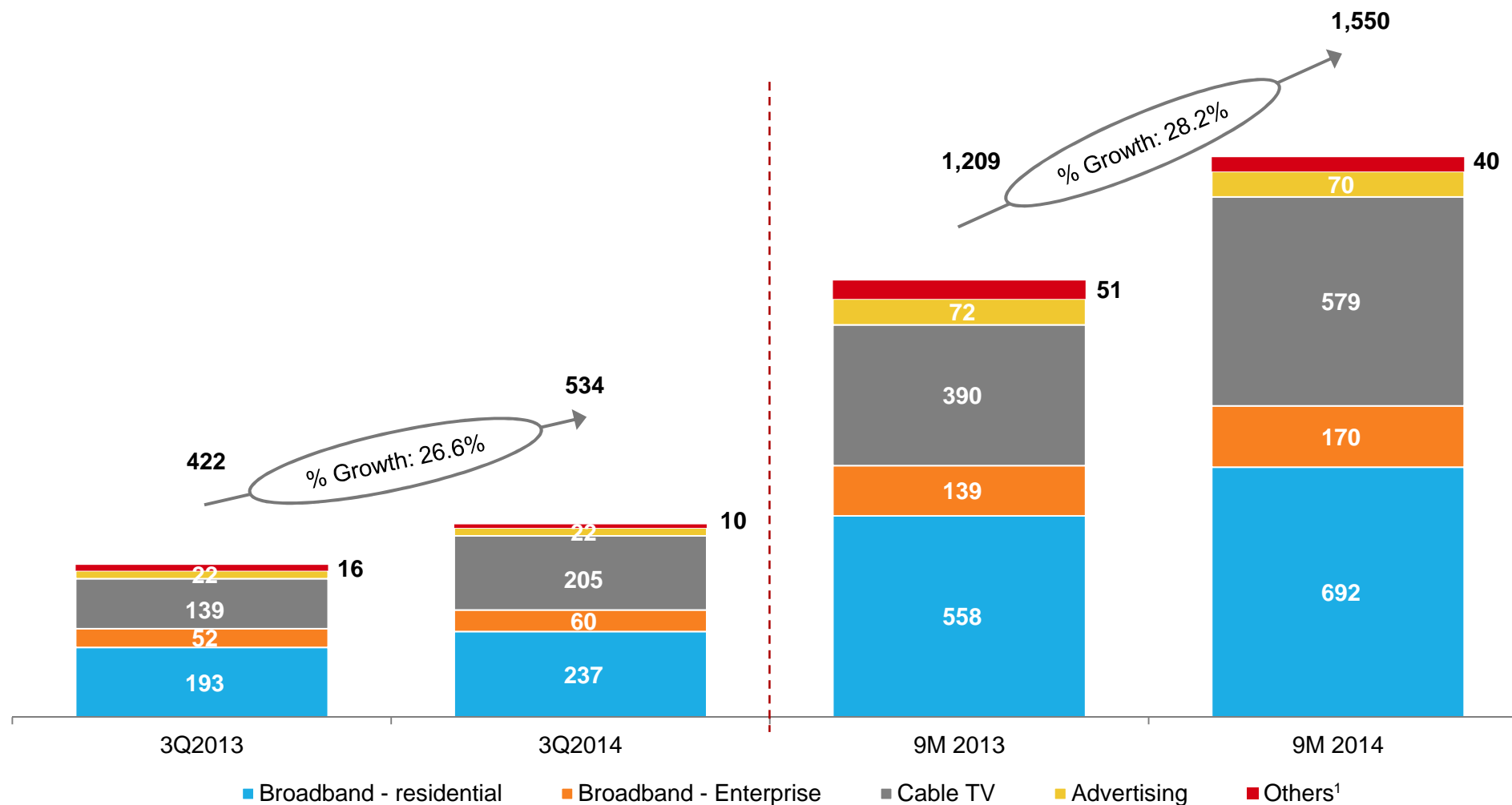


■ Broadband ■ Cable TV

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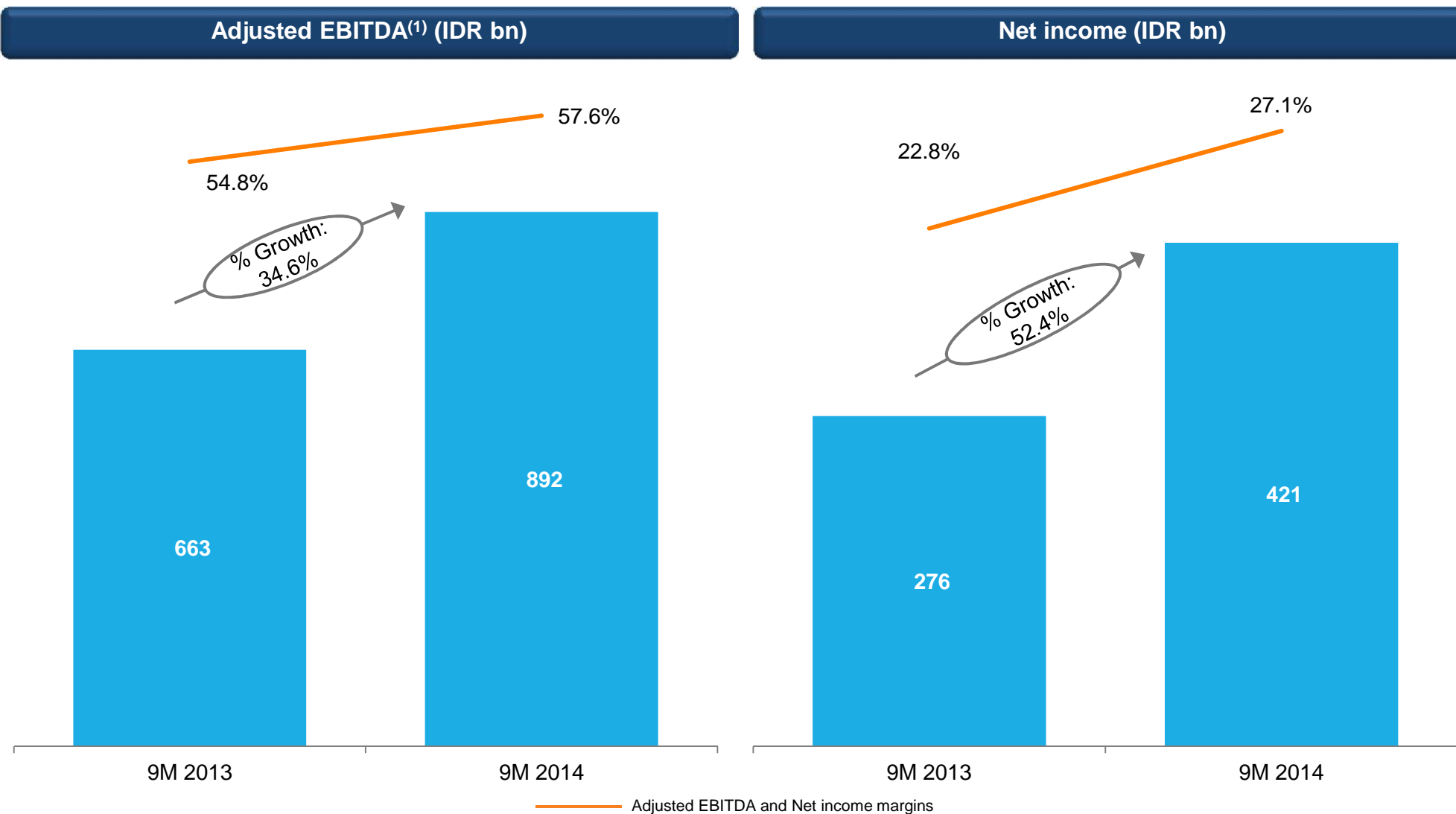
Strong revenue growth continues in 9M2014

Revenue (IDR bn)



¹ "Others" primarily includes revenue from installation charges, sales of cable modems and promotional items

Continued margins improvement and profitability



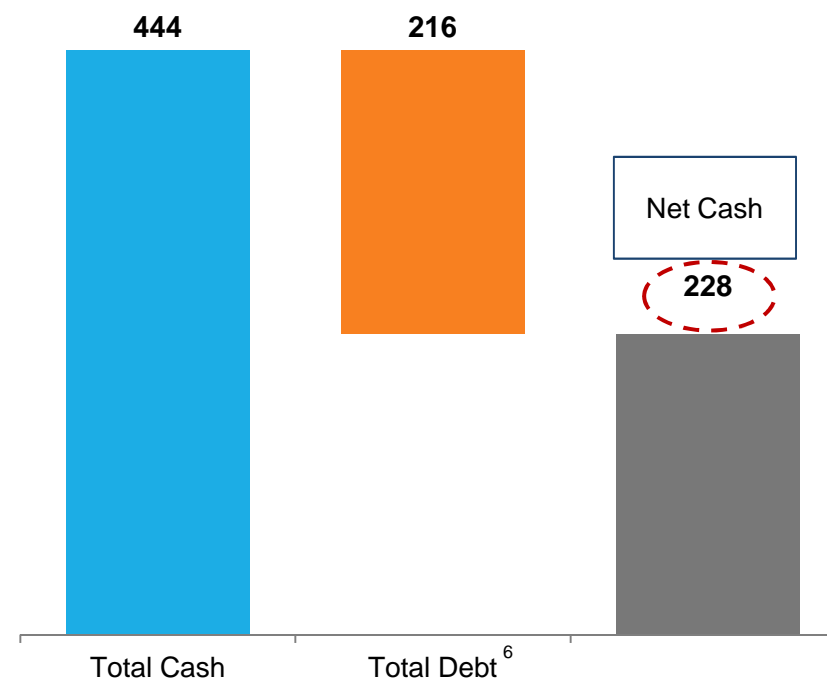
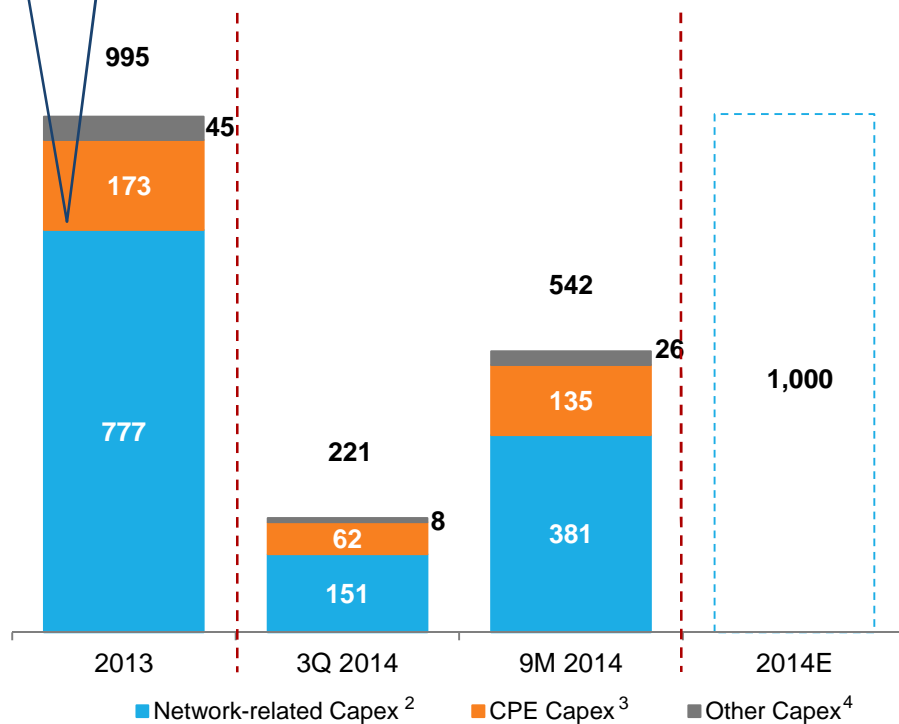
¹ Adjusted EBITDA is a non-GAAP measure and is defined as the Company's profit for the year before finance costs, finance income, share of loss in associate, income tax expenses, depreciation and amortisation and is adjusted by adding back certain non-recurring expenses to the Company's profit for the year. The non-recurring expenses during the period under review comprise: (1) impairment charges related to a one time policy change of IDR 13.1 bn which reflected charges taken in connection with the change in the calculation of chum and the discontinuation of the Selected Promotional Package and (2) fees related to corporate action of the Company amounting to IDR 2.1 bn for 9M 2013

Continued expansion funded by cash

Capex breakdown¹ (IDR bn)

Net Cash with large leverage capacity⁵ (IDR bn)

Network-related capex includes IDR 248bn spent on one pair of subsea cable between Singapore and Jakarta



¹ Capital expenditure represents additions to property, plant and equipment (PPE)

² Network-related capital expenditure is the sum of additions to head-end electronics and network service control points

³ CPE capital expenditure is the sum of additions to converters, decoders, cable modem and set-top boxes

⁴ Other capital expenditure is the sum of additions to land, buildings, leasehold improvements, furniture and fixtures, office equipment and vehicles

⁵ Total debt and cash position as of September 2014

⁶ Total debt includes vendor financing

Profit and loss summary

(IDR bn)	Period ending December 31,			9M ending September 30,		3M ending September 30,	
	2011	2012	2013	9M 2013	9M 2014	3Q 2013	3Q 2014
Revenue	582.6	1,300.6	1,664.6	1,209.1	1,550.2	421.9	534.2
Adjusted EBITDA	329.4	701.8	900.6	662.9	892.4	228.4	311.4
D&A	(113.0)	(207.5)	(280.5)	(199.2)	(278.6)	(73.4)	(97.7)
Operating Profit	216.4	494.3	593.8	448.5	613.8	141.9	213.7
<i>Margin %</i>	37.1%	38.0%	35.7%	37.1%	39.6%	33.6%	40.0%
Finance Income	17.5	38.4	24.3	20.2	13.2	3.4	5.0
Finance Cost	(33.3)	(72.1)	(120.8)	(94.6)	(37.9)	(53.2)	(17.7)
Share of Loss in Associate	-	(0.9)	(10.0)	(4.0)	(24.2)	(3.9)	(9.0)
Profit Before Tax	200.6	459.7	487.3	370.0	565.0	88.2	192.0
Tax Expense	(52.1)	(120.7)	(125.1)	(94.0)	(144.4)	(22.1)	(49.1)
Net Income	148.4	339.0	362.2	276.1	420.6	66.1	142.8
<i>Margin %</i>	25.5%	26.1%	21.8%	22.8%	27.1%	15.7%	26.7%

Balance sheet summary

(IDR bn)	As at June 30,	As at Sep 30,
	2014	2014
Current Assets		
Cash and Cash Equivalents	379.3	443.8
Trade Receivables ¹	134.4	132.8
Total Current Assets	566.1	620.5
Non-Current Assets		
Property, Plant and Equipment - Net	2,442.1	2,569.4
Total Non-Current Assets	2,857.8	2,980.8
Total Assets	3,423.9	3,601.3
Current Liabilities		
Payables ¹	108.5	92.7
Current Maturities of Long-Term Debt	70.0	66.3
Total Current Liabilities	448.7	493.7
Non-Current Liabilities		
Long-Term Debt – Net of Current Maturities	163.3	149.3
Total Non-Curent Liabilities	220.5	210.1
Total Liabilities	669.2	703.8
Total Equity	2,754.6	2,897.4
Total Liabilities and Equity	3,423.9	3,601.3

Net Cash of
IDR 228 bn

¹ Trade receivables include receivables from both third-parties and related parties. Payables includes payables to both third parties and related parties