



Link Net

PT Link Net Tbk

Public Expose

April 21, 2017

Link Net

Agenda

1. 2016 Operational Performance

2. 2016 Financial Performance

3. Future Plan

1. 2016 Operational Performance

2016 operational key highlights

✓ Further strengthened growth momentum in most important metropolitan cities

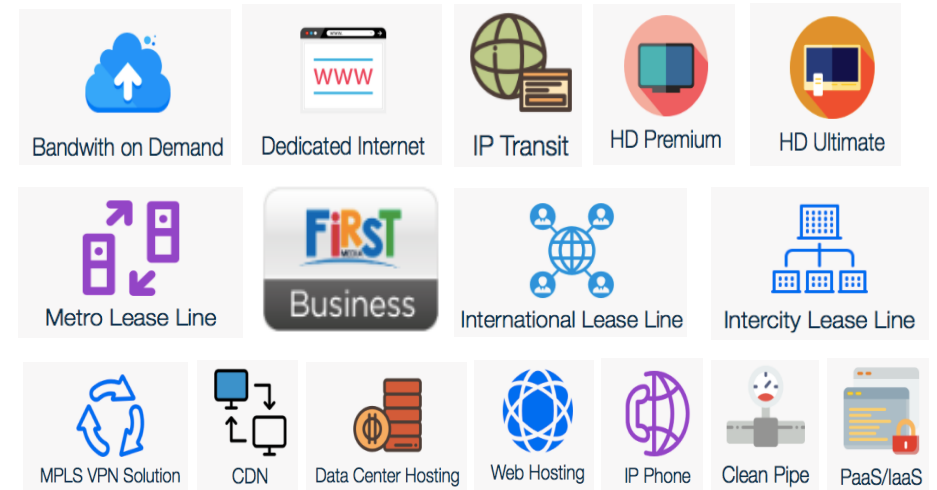
- Added **153 thousand** new home passes (Greater Jakarta, Surabaya and Bandung)
- Added **70 thousand** Cable TV, **64 thousand** Internet RGUs (grew **15% yoy**)
- Better customer retention with average monthly churn at **2.2%**
- **Premium ARPU** maintained at **IDR 407 thousand**

✓ Expansion into Medan and Batam for future growth



2016 operational key highlights

- Continued growth in Enterprise business, with major strategic wins across business sectors**



- Key Initiatives & Accolades**

- **First Media Smart Living** launched
- **FM-BOLT** bundled collaboration
- Won **“Top IT & Telco 2016 Award”** in Fixed Internet Provider category from I-tech Magazine

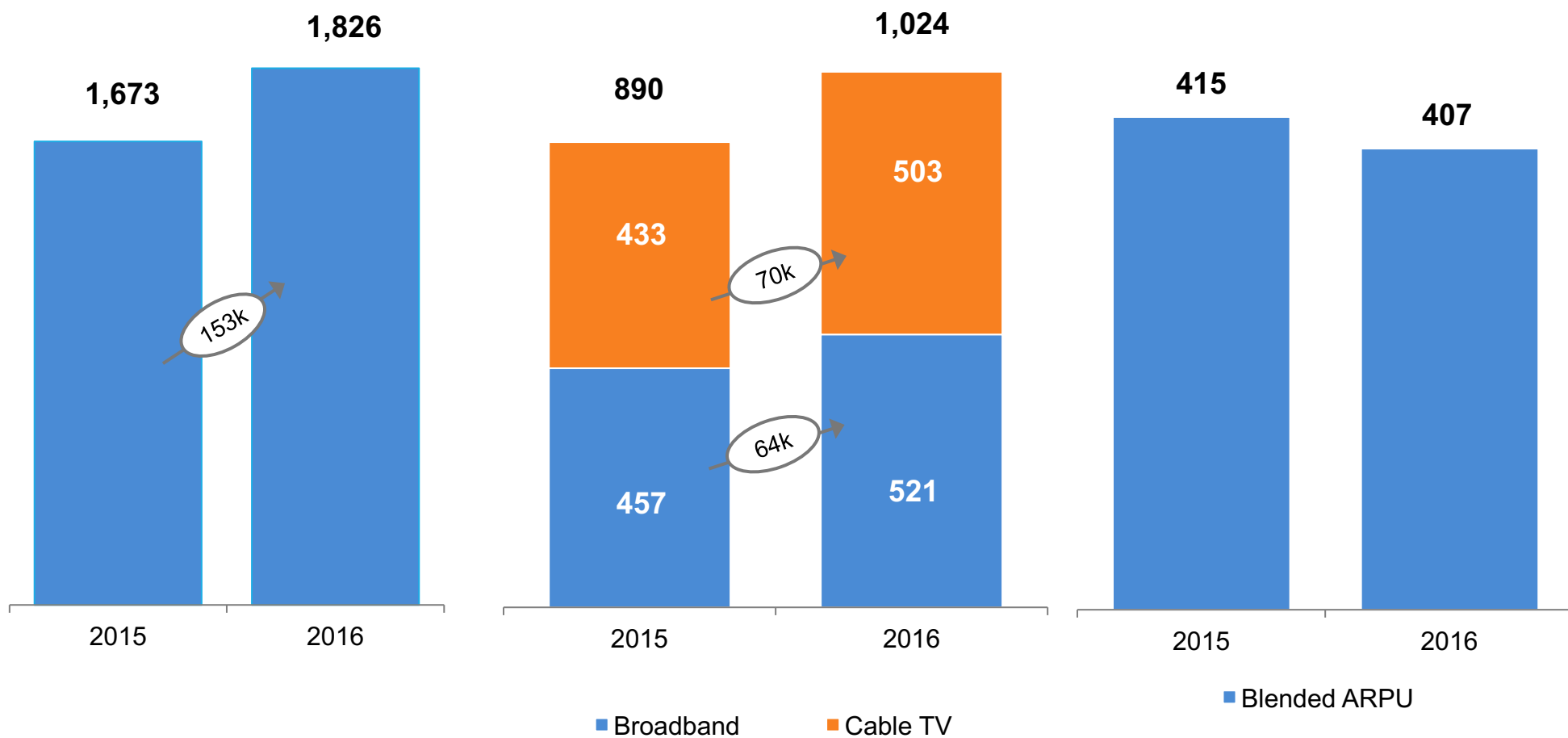


On track in all business aspects – homes passed, RGU, and ARPU

Homes Passed ('000)

RGU ('000)

ARPU (IDR '000)



Industry accolades achieved



Indonesia WOW Brand 2015 & 2017

- Silver Champion for Pay TV Category, 2015 & 2017
- Gold Champion for Fixed ISP Category, 2015
- From Markplus Inc



Top Telco 2014-2016

- Top Fixed Internet Category
- From Itech Magazine



Indonesia Most Innovative Business Award 2017

Advertising, Printing, and Media Category
From Warta Ekonomi



Customer Loyalty Award Net Promoter Leader Award 2016



Pay TV & Broadband/Fixed ISP category
SWA magazine, 2011-2016



Brand Finance plc
Brand Rating
2015



Top Brand Award
2012-2014

No	Nama Perusahaan	Indeks
1	PT Telekomunikasi Indonesia Tbk	100
2	PT Telkom Indonesia Tbk	95
3	PT Indosat Tbk	90
4	PT Smartfonia Tbk	85
5	PT XL Axiata Tbk	80
6	PT Transvision Tbk	75
7	PT MNC Media Tbk	70
8	PT Sinar Mas Tbk	65
9	PT Multi Media Indonesia Tbk	60
10	PT Citra Media Tbk	55
11	PT Visi Media Tbk	50
12	PT Media Nusantara Prima Tbk	45
13	PT Media Keluarga Tbk	40
14	PT Media Nusantara Kreatif Tbk	35
15	PT Media Nusantara Kreatif Tbk	30
16	PT Media Nusantara Kreatif Tbk	25
17	PT Media Nusantara Kreatif Tbk	20
18	PT Media Nusantara Kreatif Tbk	15
19	PT Media Nusantara Kreatif Tbk	10
20	PT Media Nusantara Kreatif Tbk	5

PEFINDO25 Index
(01/08/2015 to
31/01/2016)



Net Promoter Leader
Award 2011-2014



Corporate Image
Award 2012-2014



2015 Frost & Sullivan
Indonesia Excellent
Awards

Word Of Mouth
Marketing Award
2015

2. 2016 Financial Performance

2016 financial key highlights

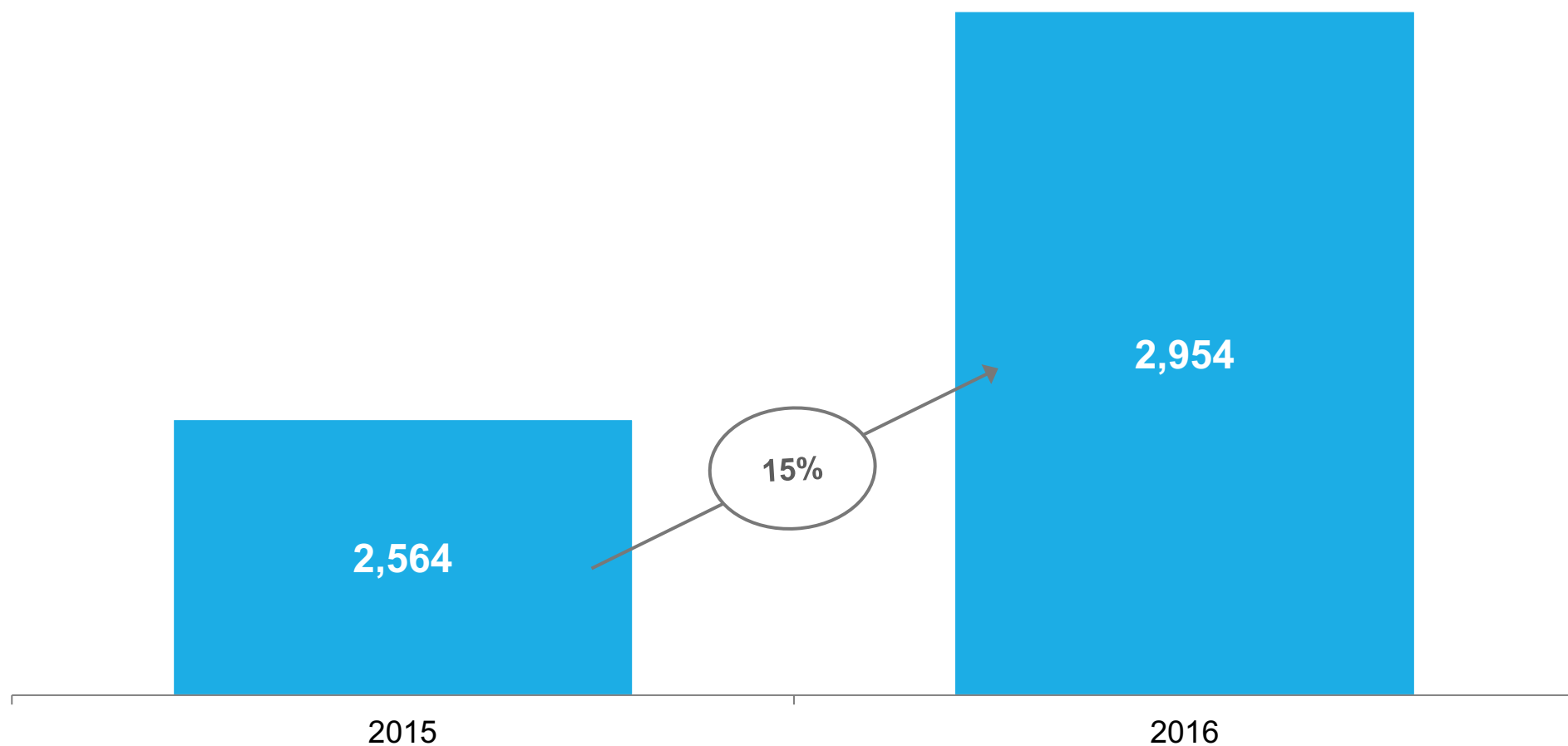
- ☑ **Strong financial position and trajectory**
 - Revenue closing in to **Rp 3 trillion**, up **15% yoy**
 - **Enterprise** business contributed **16%** of total revenue

- ☑ **Delivered a sustainable profitable growth on scale & cost advantages**
 - Operating Profit at **Rp 1.122 billion**, up **20% yoy**, at **38% margin**
 - Net profit booked at **Rp 819 billion**, up **28% yoy**, at **28% margin**
 - Strategic CAPEX investment with record high net cash position



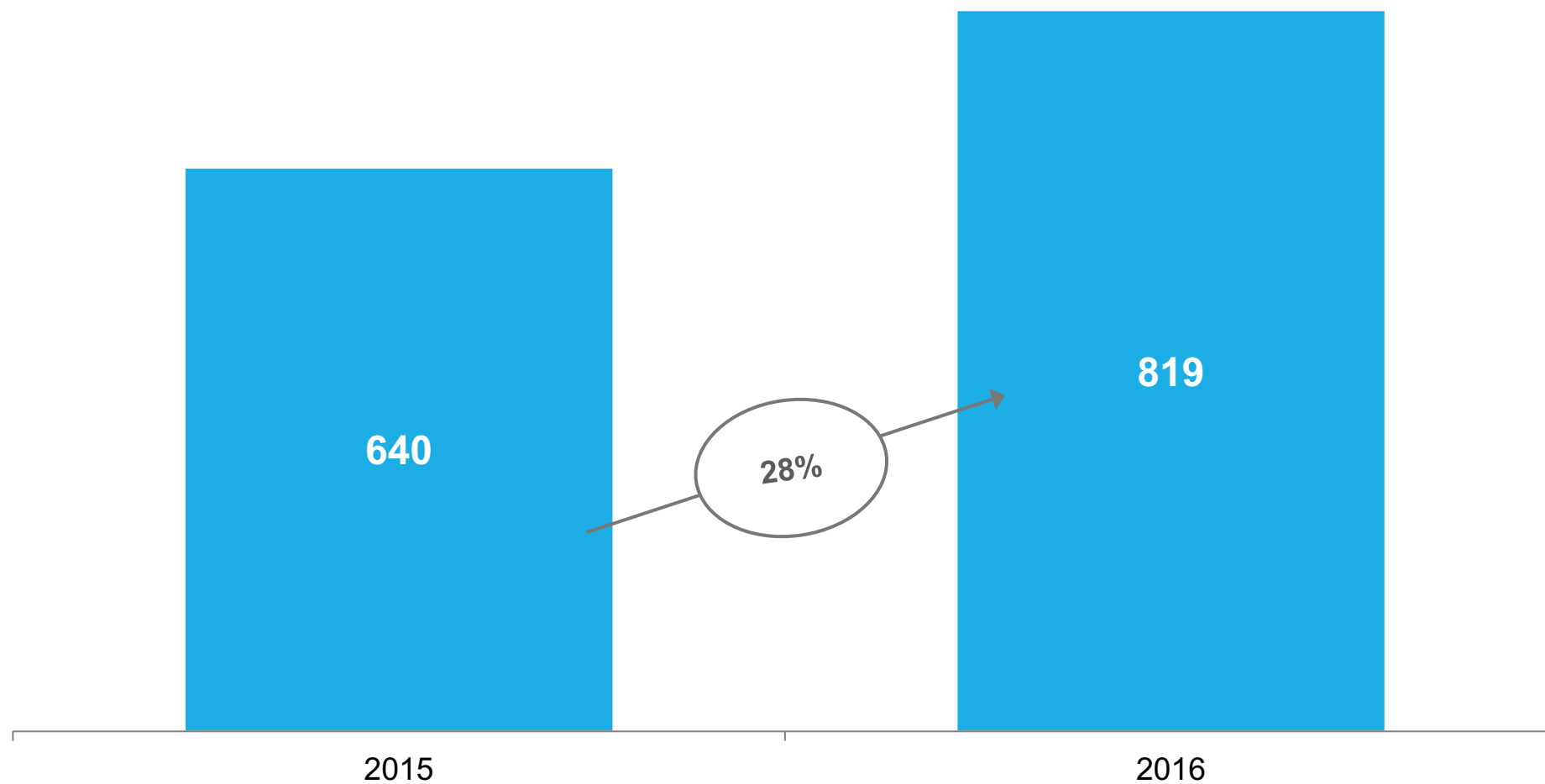
Solid revenue growth and steady trajectory continues

Revenue (IDR bn)



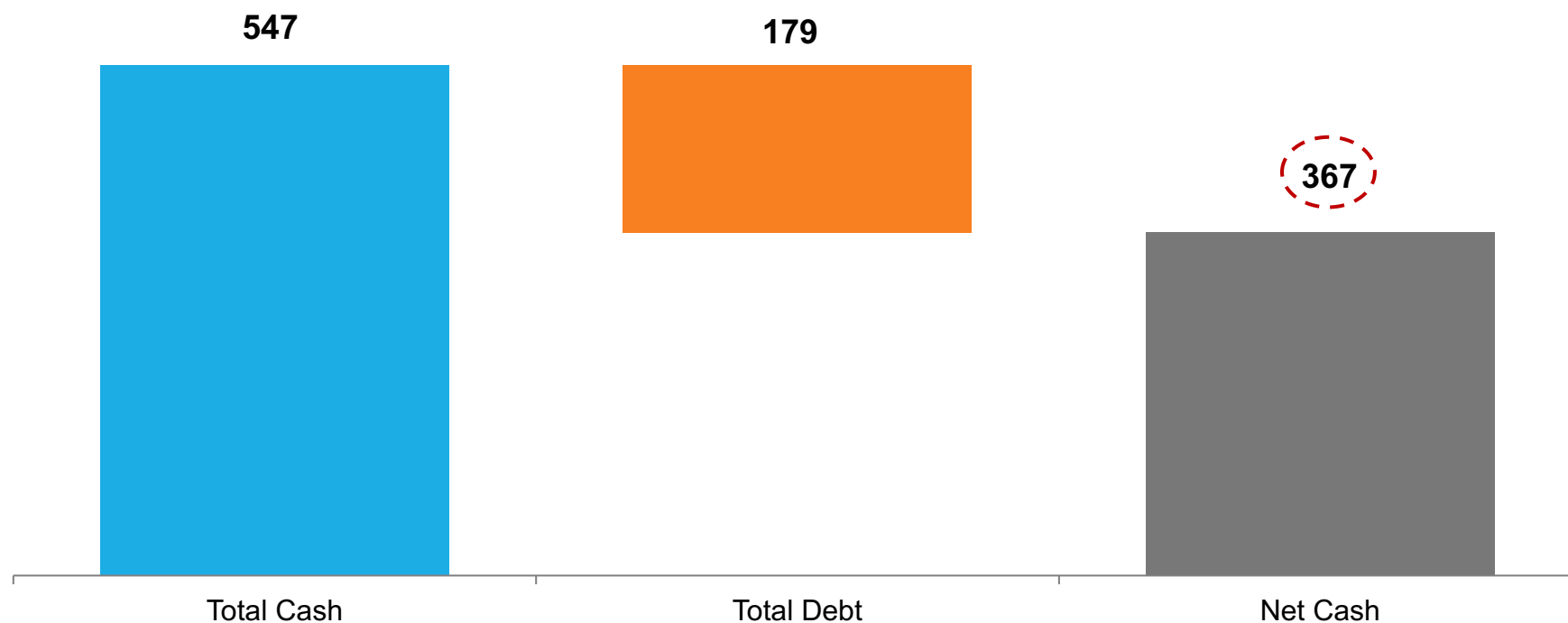
Net Profit growth on scale and cost advantages

Net Profit (IDR Bn)



Strategic spending on back of strong balance sheet

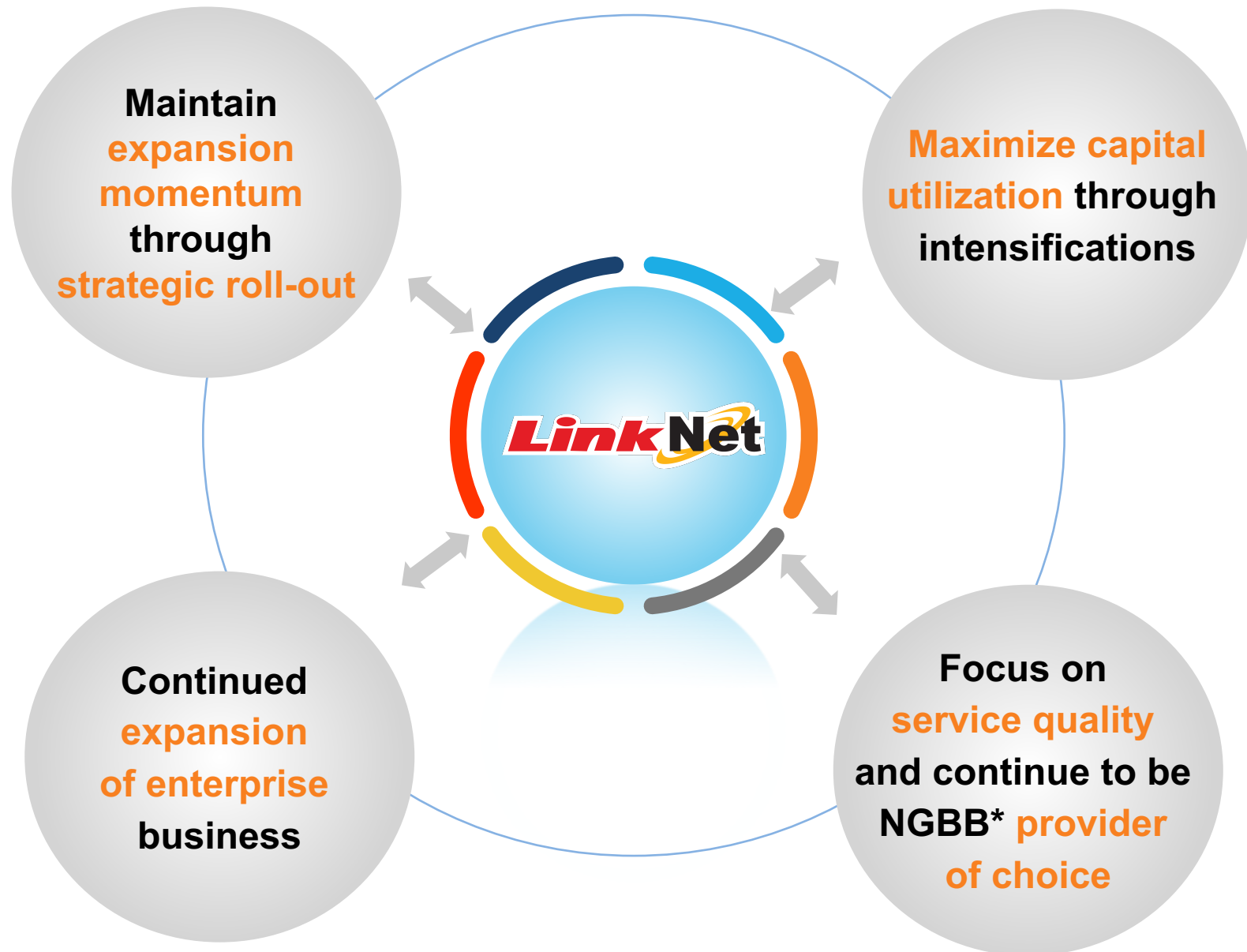
Net Cash* (IDR Bn)



**Total cash and debt position as of December 2016. Total debt mainly comprises vendor financing*

3. Future Plan

Link Net – expansion and utilization





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Thank you

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