



Link Net

PT Link Net Tbk

1H 2017 Earnings Conference Call

August 1, 2017



Link Net

1H 2017 Key Highlights

▪ Financial achievements

- Revenue grew at **+18.5% yoy**
- EBITDA grew **+17% yoy**, with an EBITDA margin of **59.1% margin**
- Net profit up **+23.3% yoy**, at a margin of **29.7%**

▪ Operational achievements

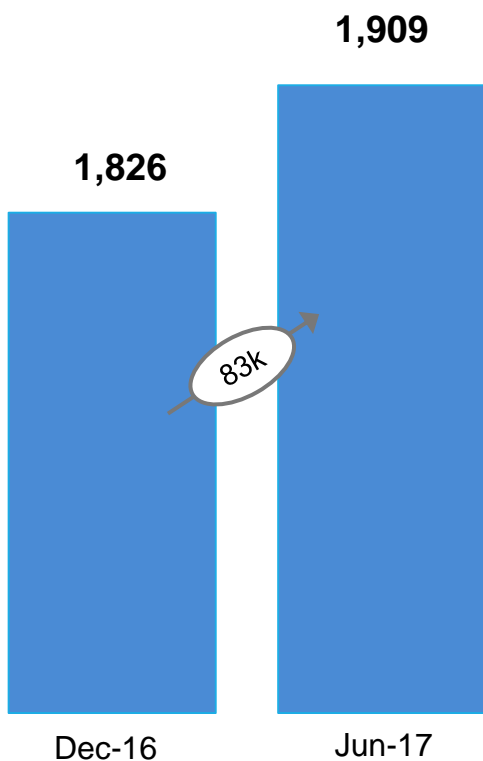
- Net Addition of **47,000 homes passed in 2Q**, with total homes passed at **1.9 million as at 1H17**.
- We added **25,000 revenue generating units (RGU's)** in 2Q17 taking total RGU's to **1.08 million**
- Penetration was maintained at its record high of **28.7%**
- Premium ARPU edged higher to a record **Rp419k**

▪ Key initiatives & accolades

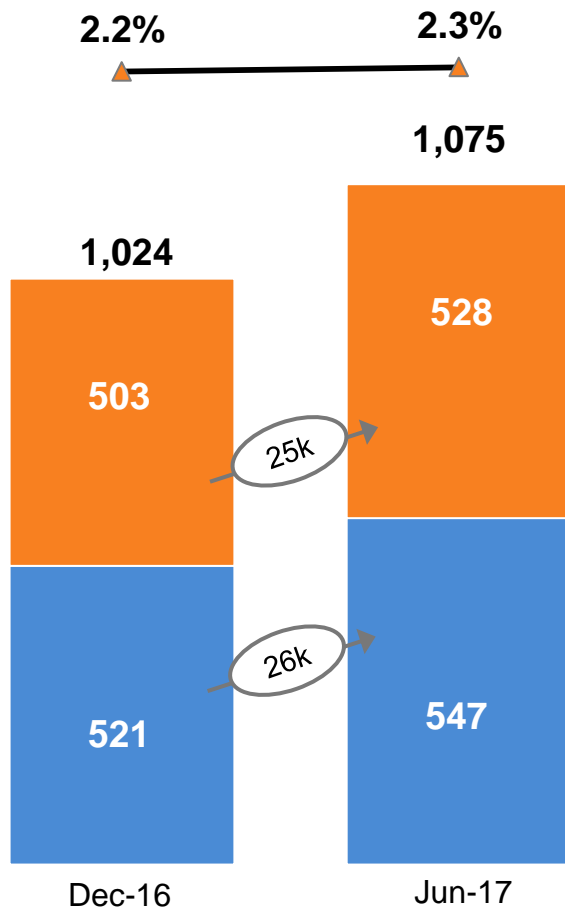
- 1st place in Indonesia's Service Quality Awards in recognition of our high quality customer service.
- We continued to develop partnerships with property developers as part of our 'smart rollout initiative'

Homes passed & RGUs on track, Penetration remains strong and ARPU edges to record high

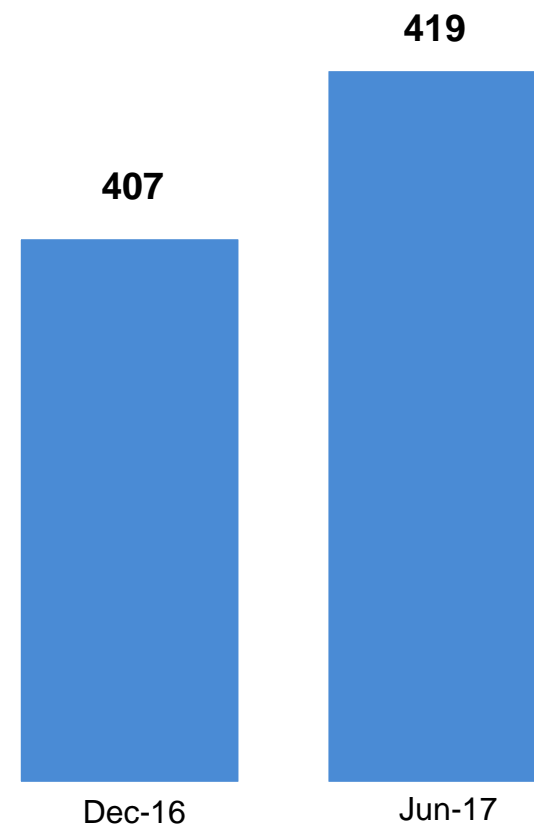
Homes Passed ('000)



RGU ('000) and Churn



ARPU (IDR '000)

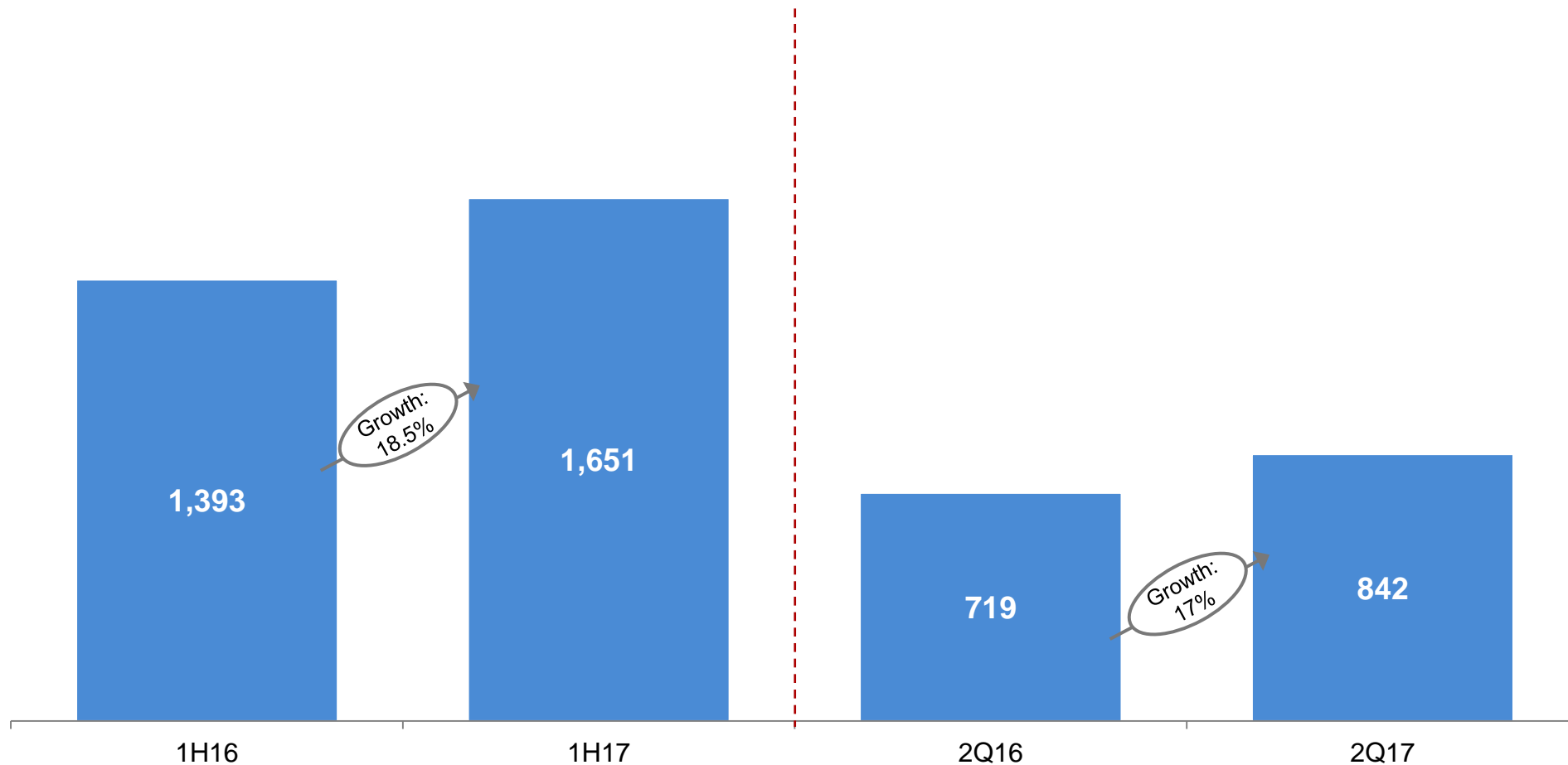


■ Broadband ■ Cable TV ▲ Churn Rate

■ Blended ARPU

High ARPU as well as intensified cross selling & upselling continues to drive strong revenue growth

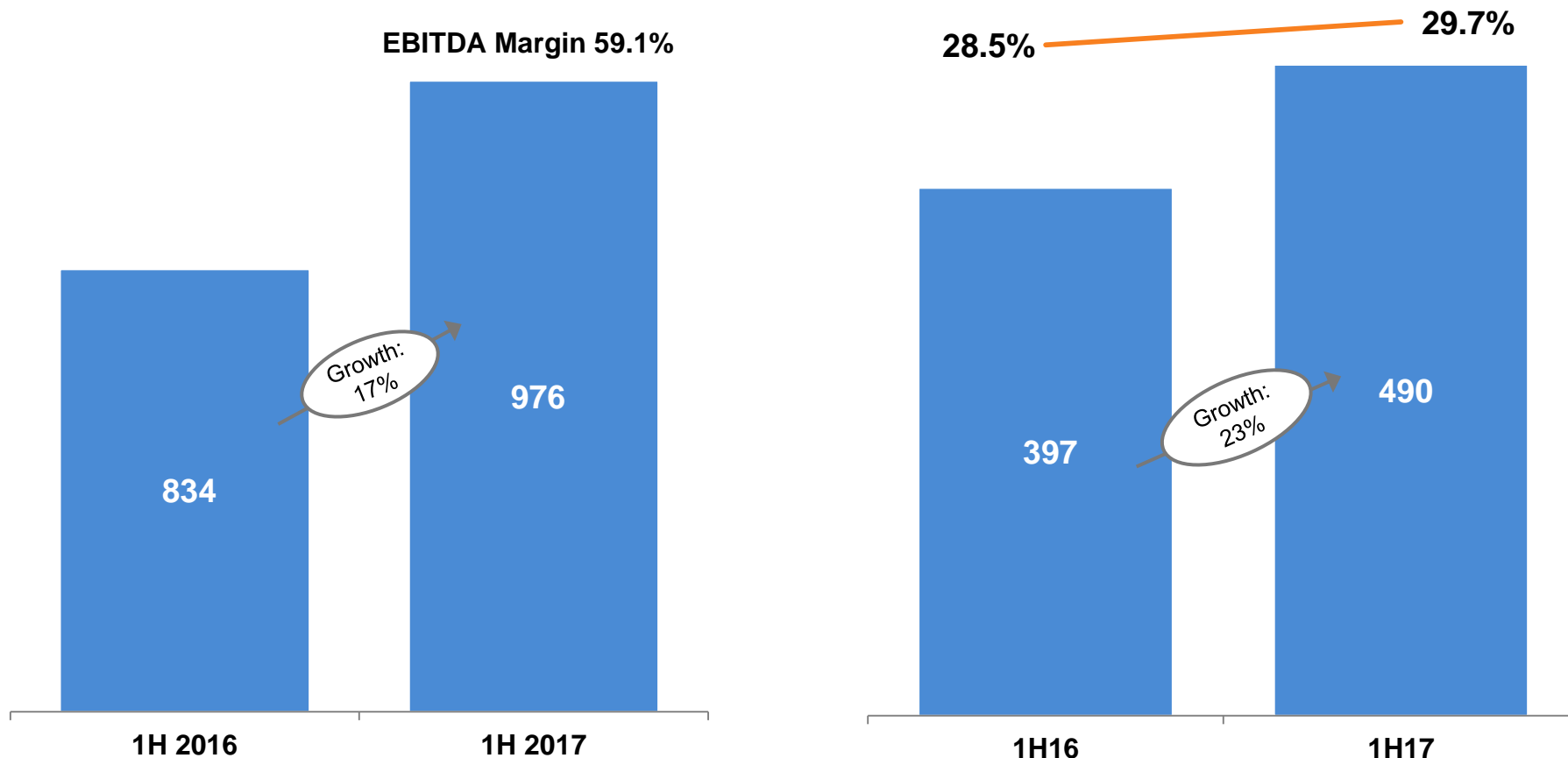
Revenue (IDR bn)



High EBITDA & Margin expansion driven by cost control and high ARPU

EBITDA (IDR Bn)

Net Profit (IDR Bn)

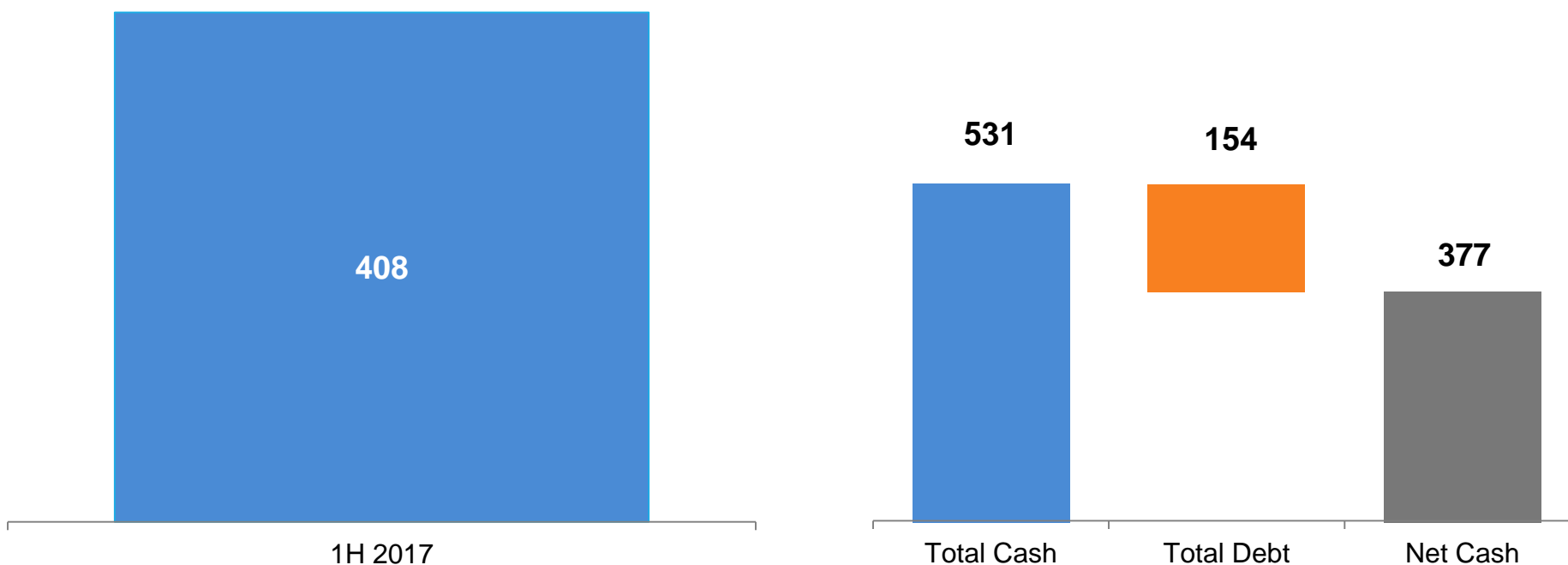


— Net profit margins

Strategic spending on the back of a strong balance sheet, with strong net cash position & high Free Cash Flow

CAPEX (IDR bn)

Net Cash (IDR bn)



The background features a dynamic, blue-toned scene of fiber optic cables and data streams. Numerous bright blue lines of light crisscross the frame, some appearing as blurred streaks to suggest motion. In the background, there are faint, semi-transparent patterns of alphanumeric characters (hexadecimal-like strings) scattered across the dark blue space, creating a sense of digital connectivity and data flow.

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Appendix

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Profit and loss summary

(IDR bn)	Year ended June 30		3M ended June 30	
	1H 2016	1H 2017	2Q 2016	2Q 2017
Revenue	1,393.1	1,650.6	719.3	841.6
EBITDA	833.6	975.6	434.8	502.6
D&A	(294.8)	(314.1)	(149.7)	(158.6)
Operating Profit	538.8	661.5	285.1	344.0
<i>Margin %</i>	38.7%	40.1%	39.6%	40.9%
Finance Income	6.6	7.7	3.6	3.6
Finance Cost	(17.5)	(17.8)	(10.4)	(9.9)
Share in Loss of Associate	-	-	-	-
Profit Before Tax	527.9	651.4	278.3	337.7
Tax Expense	(130.5)	(161.2)	(68.8)	(83.6)
Net Profit	397.4	490.2	209.5	254.1
<i>Margin %</i>	28.5%	29.7%	29.1%	30.2%

Balance sheet summary

(IDR bn)	As at Jun 30 2016	As at Jun 30, 2017
Current Assets		
Cash and Cash Equivalents	453.9	531.0
Trade Receivables	291.3	419.5
Total Current Assets	782.4	1,006.7
Non-Current Assets		
Property and Equipment - Net	3,663.5	3,916.9
Total Non-Current Assets	3,963.1	4,286.0
Total Assets	4,745.5	5,292.7
Current Liabilities		
Payables	122.1	247.9
Current Maturities of Long-Term Debt	38.7	42.4
Total Current Liabilities	566.6	890.5
Non-Current Liabilities		
Long-Term Debt – Net of Current Maturities	143.1	111.8
Total Non-Curent Liabilities	245.4	235.2
Total Liabilities	812.0	1,125.8
Total Equity	3,933.5	4,166.9
Total Liabilities and Equity	4,745.5	5,292.7

Net Cash of
IDR 376.9 bn