

# **PT Link Net Tbk**

3Q21 Earnings Webinar Presentation





## **President Director & CEO**

Mr. Marlo Budiman



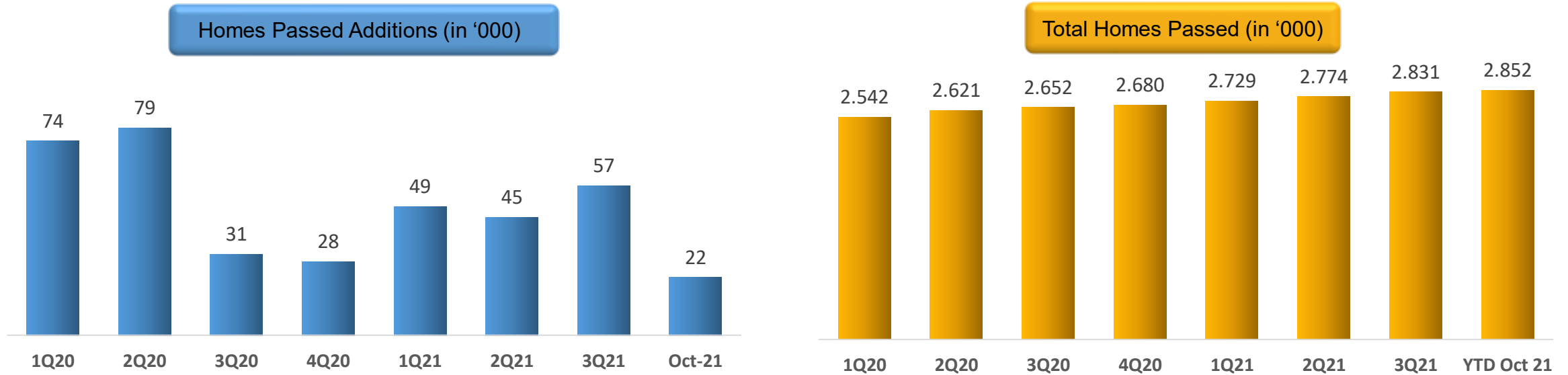
“Link Net’s migration project to shift our cables to our own infrastructure continues to progress with us now having **completed 55% of the entire project**. Our pace of migration continues to accelerate throughout the year. Link Net’s shareholders can look forward to our company attaining **infrastructure independence and enormous operational capabilities** which can be focused towards **network and subscriber growth**.”

# Migration Project Update

Link Net's migration project to shift our cables to our own infrastructure continues to progress with us now **having completed 55% of the entire project.**



# Total Homes Passed and Additions

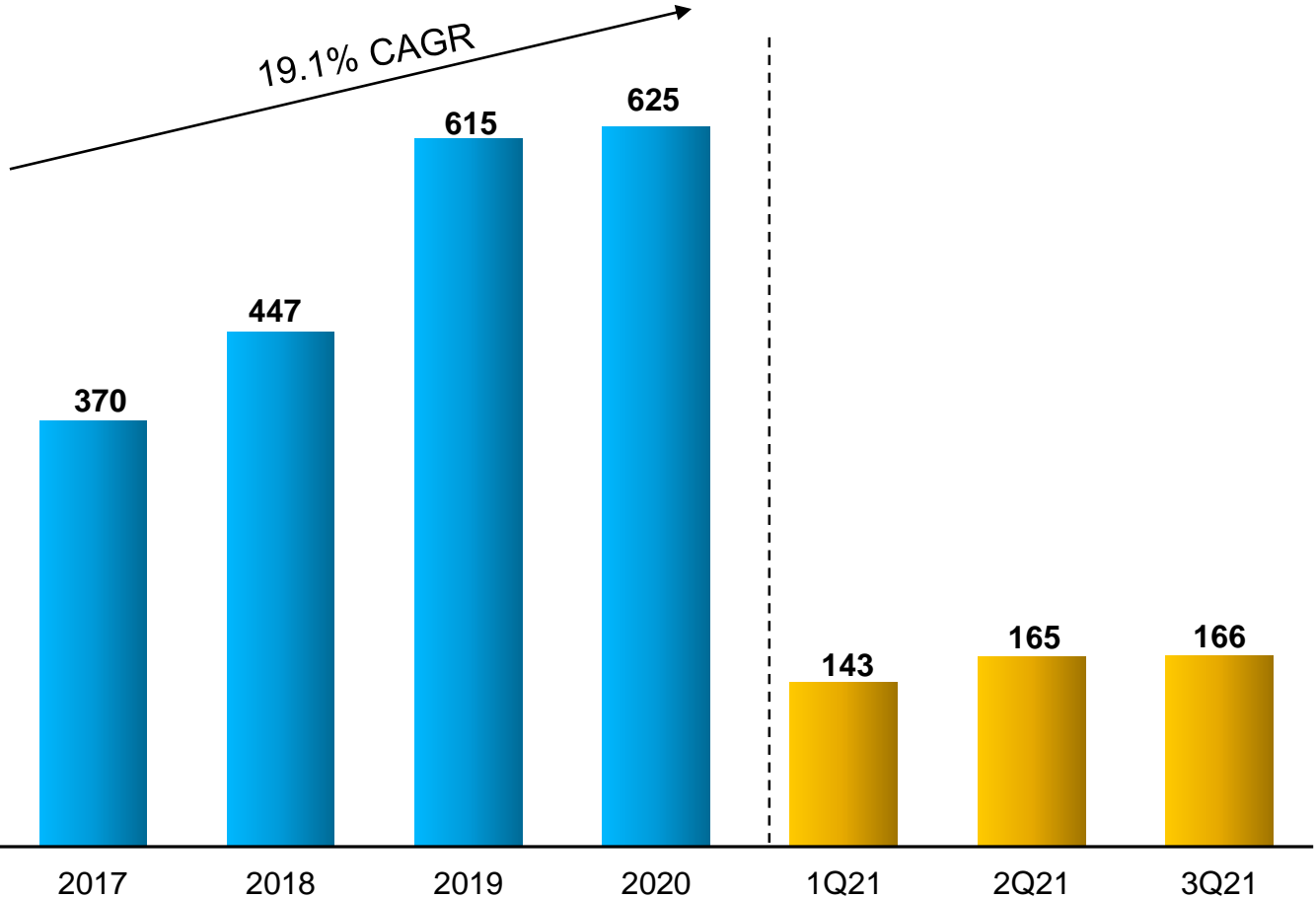


Home pass additions as at 9 months 2021 was **151. thousand**. We target to add a total of 180 to 190 thousand home passes to our network for full year 2021.

Link Net's operational focus is geared towards the successful completion of our migration project and thus home pass additions have been lower than in previous years. As of 9 months 2021 Link Net has a total of **2.8 million** homes passed.

# Enterprise Business – Continued Recovery During the Pandemic

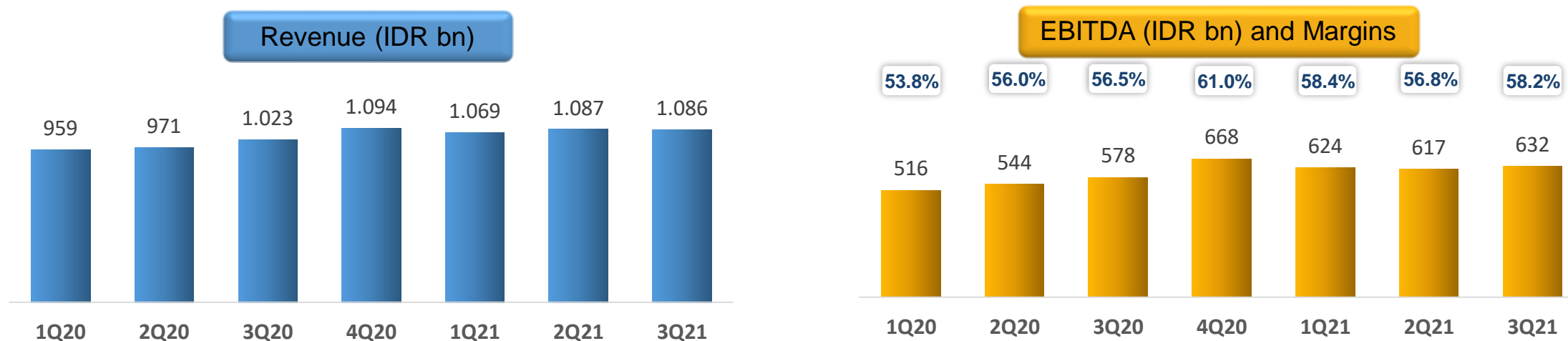
Enterprise Business Revenue (IDR bn)



Link Net’s enterprise business has continued to rebound in 2021. We are beginning to see signs of a recovery in the hotel and tourism industry.

In the 3rd quarter we saw an increase in orders from our enterprise clients. As COVID restrictions soften this should continue to be a positive catalyst for our enterprise business. In 9 months 2021, Enterprise revenue grew **9.8% Year on Year** and **14.4% in the 3rd quarter**.

# Continued to Book Strong Revenue and EBITDA Growth



Despite a challenging operating environment Link Net has continued to book strong financial results. In 9 months 2021, Year on Year revenue and EBITDA grew **9.8%** and **14.4%** respectively.

Link Net's shareholders can look forward to our company attaining **infrastructure independence** and enormous operational capabilities which can be **focused towards network and subscriber growth**.



# Enterprise Sales Director

Mr. Agung Wiguna



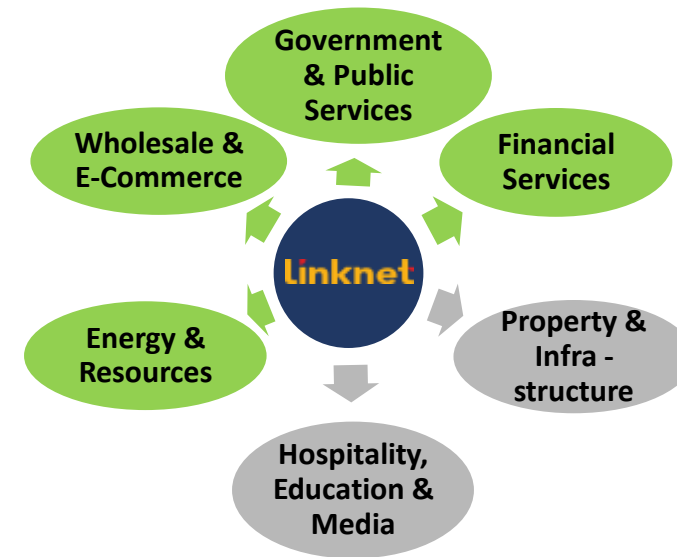
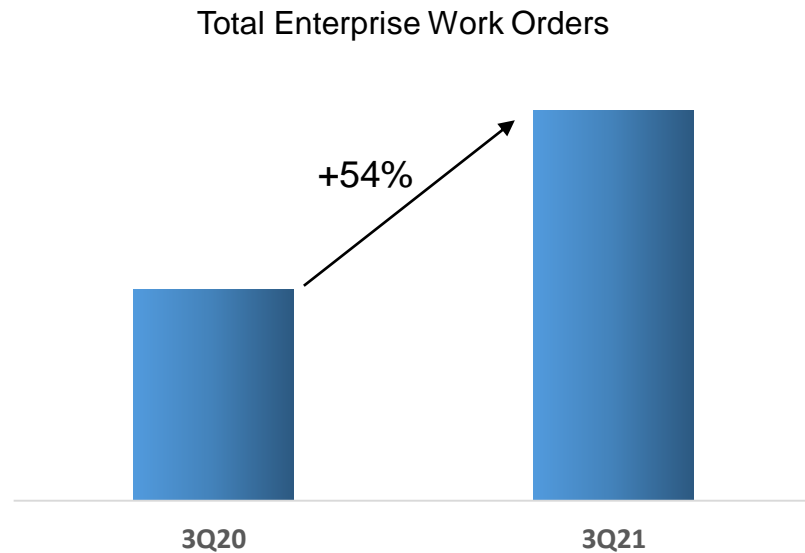
## Mr. Agung Wiguna – Enterprise Sales Director

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“The 3rd quarter was strong despite some social restrictions remaining in place. With many of these restrictions having softened in the 4th quarter we are seeing a **continued rebound of our business**. We’ve made **productive base outside of Jakarta** and are building a lucrative **satellite business**. I expect the 4th quarter in 2021 to be even stronger than the 3rd quarter.”

# Continued Recovery of Link Net's Enterprise Business

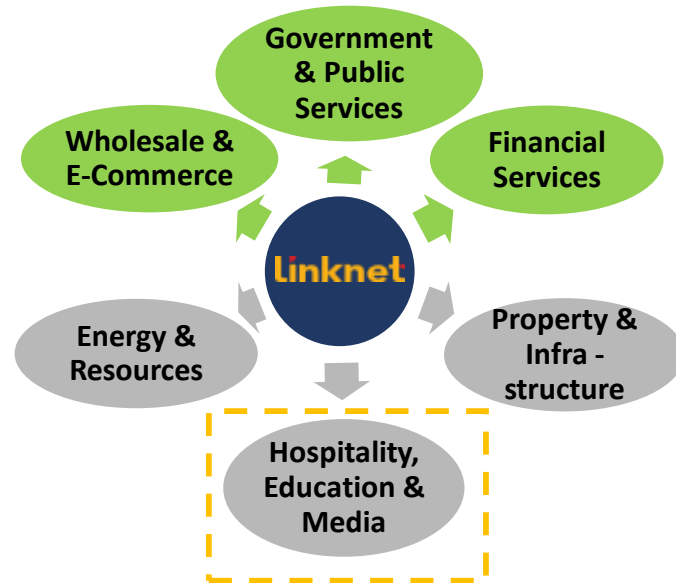


Link Net's Enterprise business has continued to recover during Pandemic. QnQ new work orders have **continued to increase** despite some social restrictions remaining in place.

In October mobile restrictions were reduced and we are seeing signs of business activity increasing and work forces returning to offices in larger numbers. Total orders were **improved by +54%** in this 3rd quarter, compared to last year.

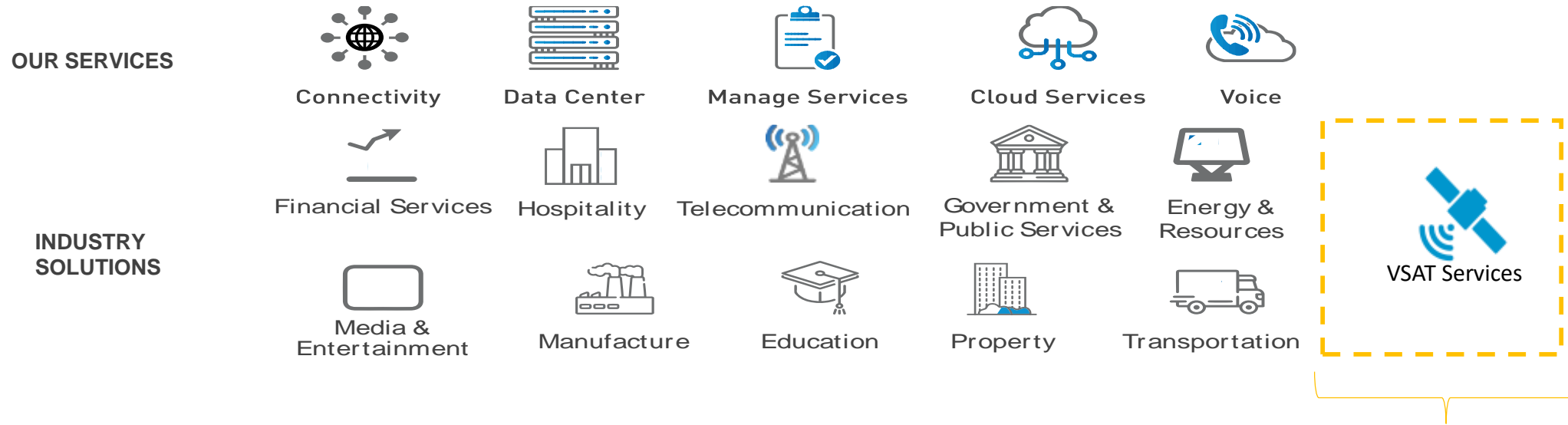
Government sector still become our strong arm to grow as we managed to bring in significant orders this quarter followed by Energy & Resources sector.

# Demand Recovery from Hospitality Industry



We're seeing very **positive signs** that hospitality has begun to recover. Hotels are hosting far more events in recent months than they have been for some time. We've seen large increases in **broadband on demand requests** where hotels request upgrades in their bandwidth for specific large events.

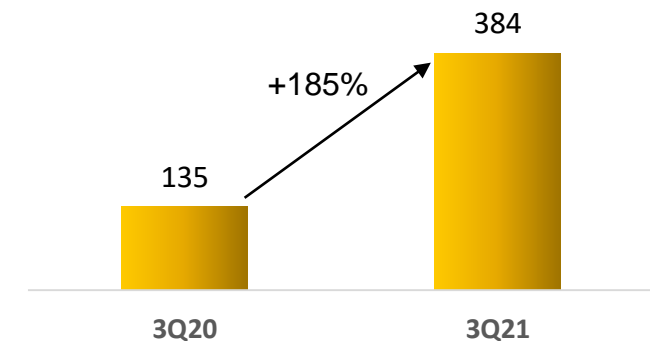
# Link Net's Complete ICT Solutions for Enterprise Customers



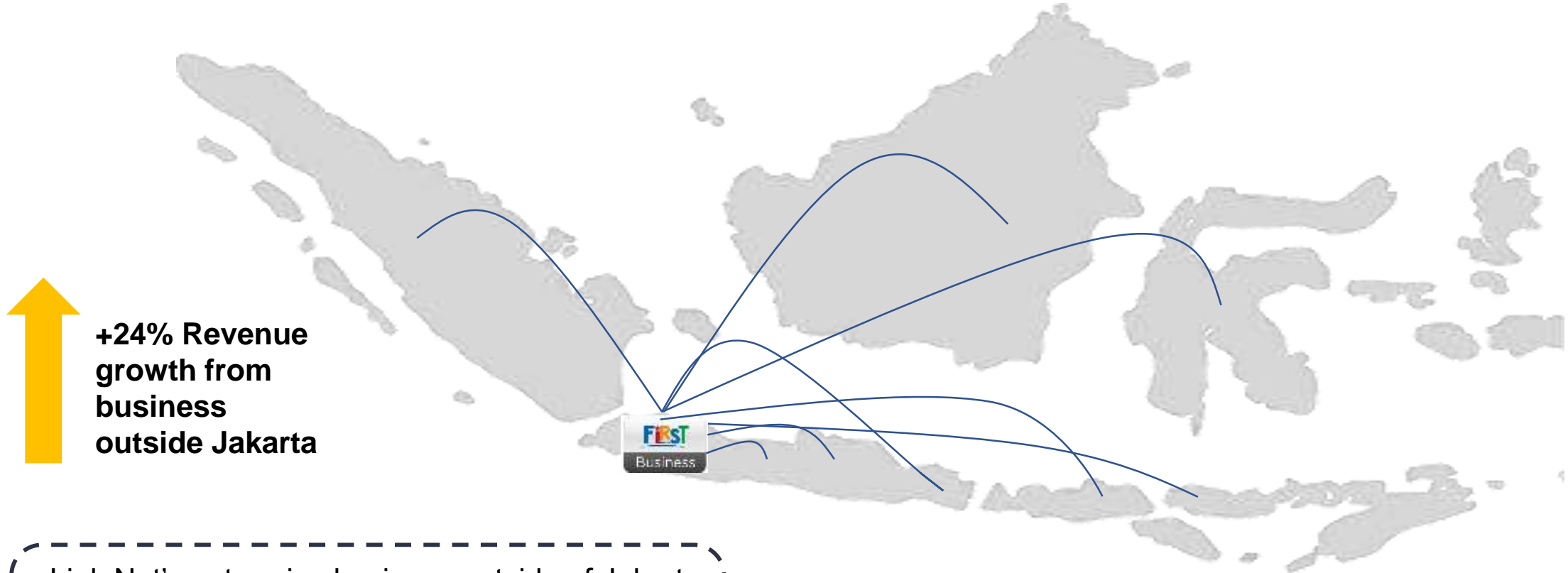
Total Sites Connected with Satellite

Link Net's enterprise satellite business continues to **expand rapidly**. Quarter on Quarter, Link Net grew the number of sites for satellite connection to **384 from 135** sites or growing **185%**.

Link Net will continue to penetrate the satellite broadband market with Link Nets complete satellite solution to customers across Indonesia.



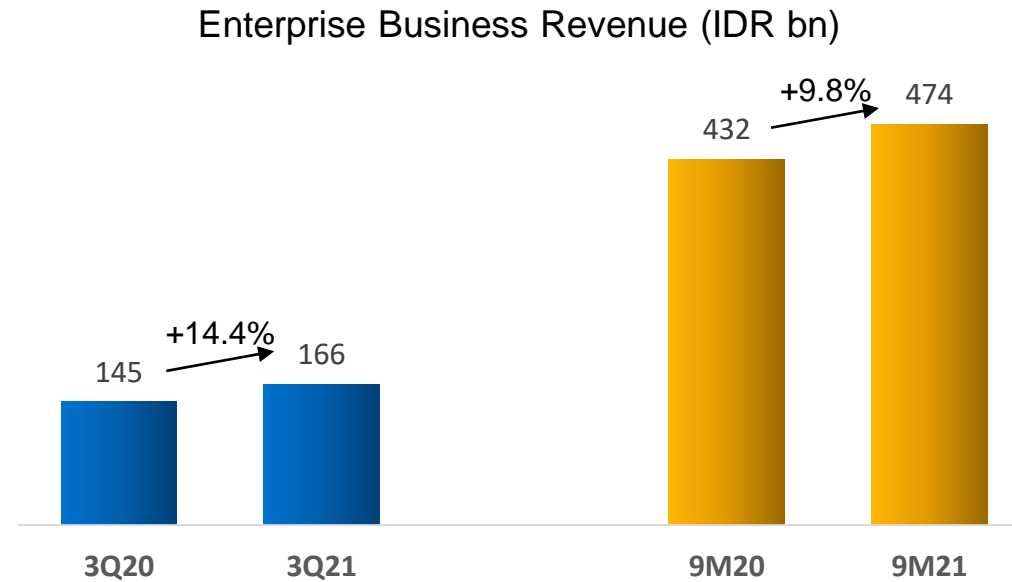
# Enterprise Business Growth Outside Jakarta



**+24% Revenue growth from business outside Jakarta**

Link Net's enterprise business outside of Jakarta has grown by around **24% over the past year** as we continue to make strong base in key metropolitan cities throughout the country.

# Enterprise Business – Overall Revenue Growth



In the 3rd quarter of 2021, Link Net's enterprise revenue grew **14.4% Year on Year** to **166 billion rupiah**. For 9 months 2021 Enterprise revenue is **474 billion rupiah**, growing **10% Year on Year**.

The 3rd quarter was strong despite some social restrictions remaining in place. With many of these restrictions having softened in the 4th quarter we are seeing a **continued rebound** of our business.



# Chief Financial Officer

Mr. Johannes

## Mr. Johannes – Chief Financial Officer

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“Link Net continues to experience financial growth. Our migration project **continues to advance** and each month we’re moving closer and closer to **infrastructure independence** and all the benefits that will bring our company. We continue to expand our network and we’ve now reached **2.85 million homes passed.**”



# 9M21 Financial Results Highlights

Revenue increased  
**9.8%**  
to  
**IDR3.2tn**  
in 9M21 vs 9M20

EBITDA grew **14.4%**  
to **IDR1.9tn**  
in 9M21 vs 9M20

EBITDA Margin of  
**57.8%**  
in 9M21

Net Profit of  
**IDR687bn**  
in 9M21

Net Profit Margin of  
**21%**  
In 9M21

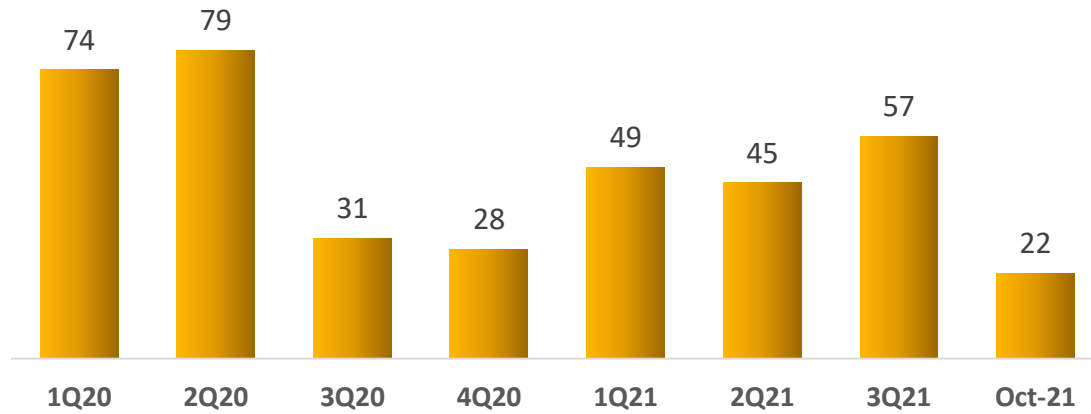
Average Revenue per User  
(ARPU) remained high at  
**IDR349k**  
as of September 2021

Operating Cash Flow at  
**IDR1.3tn**  
as of September 2021

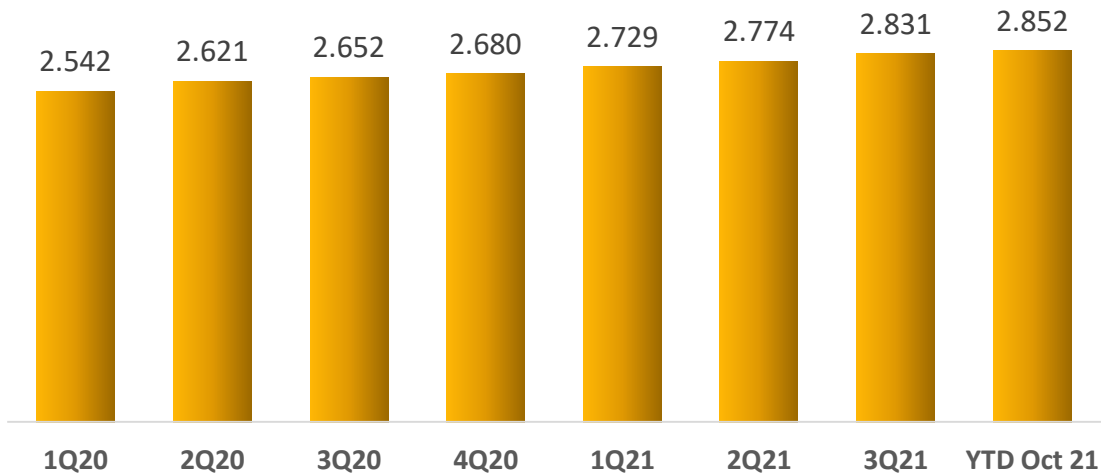
Net Cash Position at  
**IDR426bn**  
as of September 2021

# Financial and Operational Results Summary

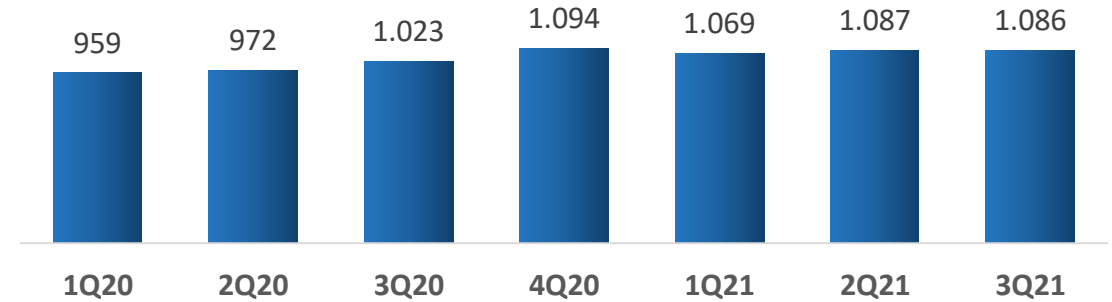
Homes Passed Additions (in '000)



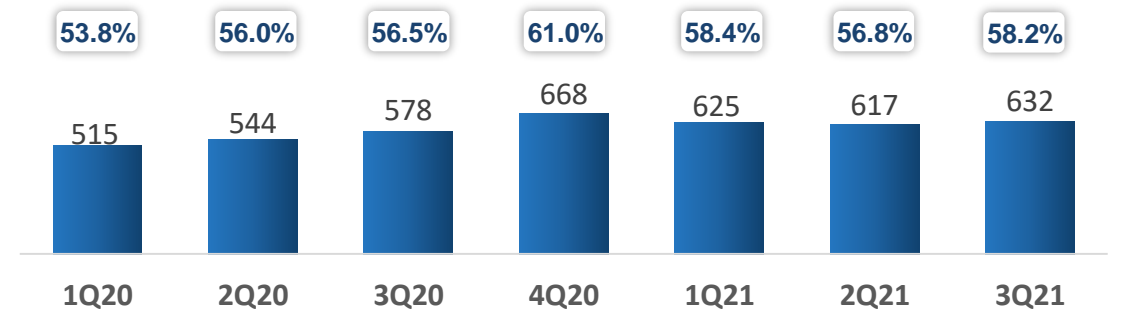
Total Homes Passed (in '000)



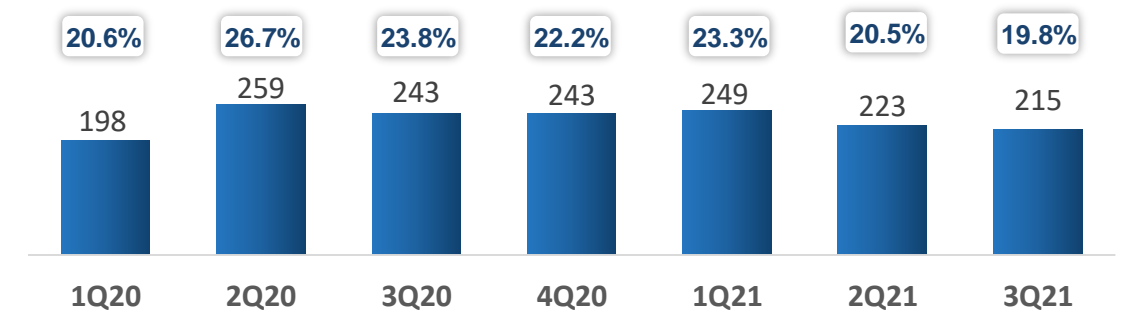
Revenue (IDR bn)



EBITDA (IDR bn)



Net Profit (IDR bn)



# Supporting Communities in Need

Link Net continued its support to the communities impacted by the pandemic. Link Net are all in this together and Link Net will continue to support Indonesian communities through our future CSR programs.



**First Squad Interlink (*Internet Keliling*):**  
Set up Wi-Fi hotspots in community areas where students can come and access the internet to facilitate their online learning activities.



**First Festival:**  
Online music festival where the proceeds are used to donate personal protective equipment and vitamins to medical staff.



**First Media *Peduli Guru*:**  
Special programs for Link Net's subscribers who are school teachers with 3 months free internet access to support them in their teaching activities.



**First Squad Home Services (FSHS):**

- Building sanitization stations within communities.
- Offering home sanitization service for new installation and network maintenance.
- Providing sanitization packs to communities.

# Supporting Communities in Need



To support the government vaccination scheme, we provide tents and internet services in vaccination centers across Jakarta, West Java and East Java.

# Thank You

Earnings Video Playback

YouTube: [https://youtu.be/yFhmwczy2\\_o](https://youtu.be/yFhmwczy2_o)

IGTV: <https://www.instagram.com/p/CW5MkT8Br41/>

LinkedIn:

<https://www.linkedin.com/feed/update/urn:li:activity:6871365909177614336>

**linknet**

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