

No. Letter	SB-076/CSL-LN/BEI/VIII/16
Company Name	PT Link Net Tbk
Stock Code	LINK
Attachment	1
Subject	Disclosure of Information That Should be Known by the Public - The Submission of The Company's Performance Presentation Slide

The Company/Issuer reported things as follows:

On August 3rd, 2016, the Company experienced events/obtain information/material facts, namely:

☉ Other:

- The Submission of The Company's Performance Presentation Slide

The impact of events, information or the important facts to the Company as follows:

The impact on Operational Activities:

-

The impact on financial condition and financial projections:

-

The impact of Law:

-

The impact on the Company's business continuity:

-

Sender	Maria Clarissa F. Joesoep
Position	Corporate Secretary
Date and Time	August 3 rd , 2016 16:24:47
Attachment	PT Link Net Tbk – Q2 2016 Earnings Slides (Distribution Copy).pdf

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Link Net

PT Link Net Tbk

Q2 2016 Earnings Conference Call

August 3, 2016



Link Net

H1 2016 highlights

▪ Achievements

- Profitable growth sustained with **EBITDA margin at record high of 59.7%**
- **Revenue growth steady at 12.6% yoy**
- **Net profit up 26.4% yoy at a high 28.5% margin**
- **Strong free cash flow generation even as CAPEX investments on track**

▪ Improvements

- **Subscriber RGU base grew 18.7% yoy** bringing overall penetration¹ **up to 28.2%**
- Better customer retention with average **monthly churn lower at 2.1%**

▪ Challenges

- **Premium ARPU maintained**, as combination of **defense & attack** strategies adopted
- **Enterprise business has yet to gain significant momentum** amidst softness in the SME and advertising markets

▪ Key Initiatives

- **FTTH expansion** in selected areas
- **Malang (East Java) roll-out** and commercial launch
- **1Gbps Mach 1** high speed internet launch
- **4K Ultra HD picture** and **4K X1 Smart Box** launch
- **“FMX”** enhanced TV Anywhere service launch

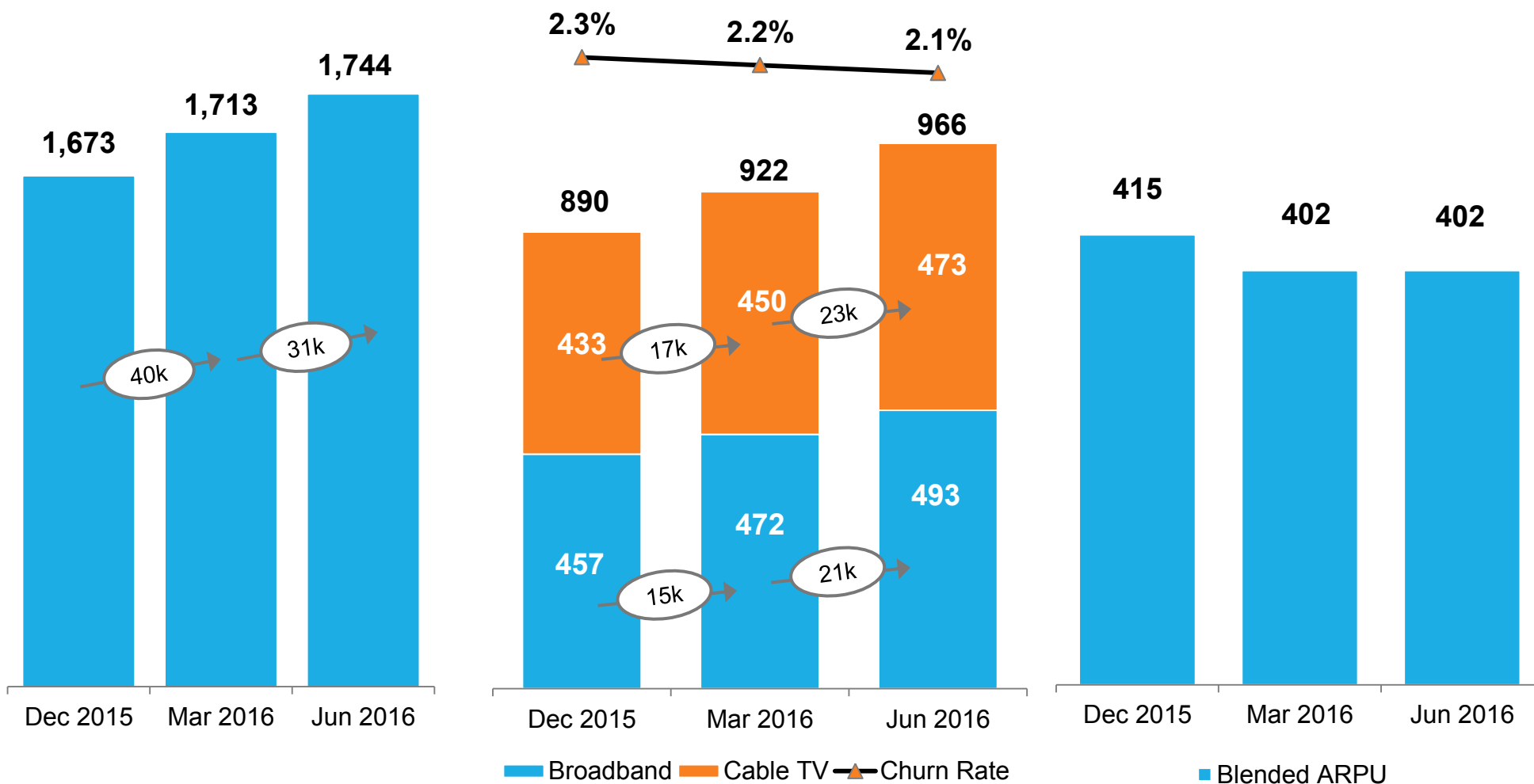
¹Calculated as end of period broadband subscribers as a percentage of end of period homes passed

Homes passed and RGU additions on track as penetration and churn improves further

Homes Passed ('000)

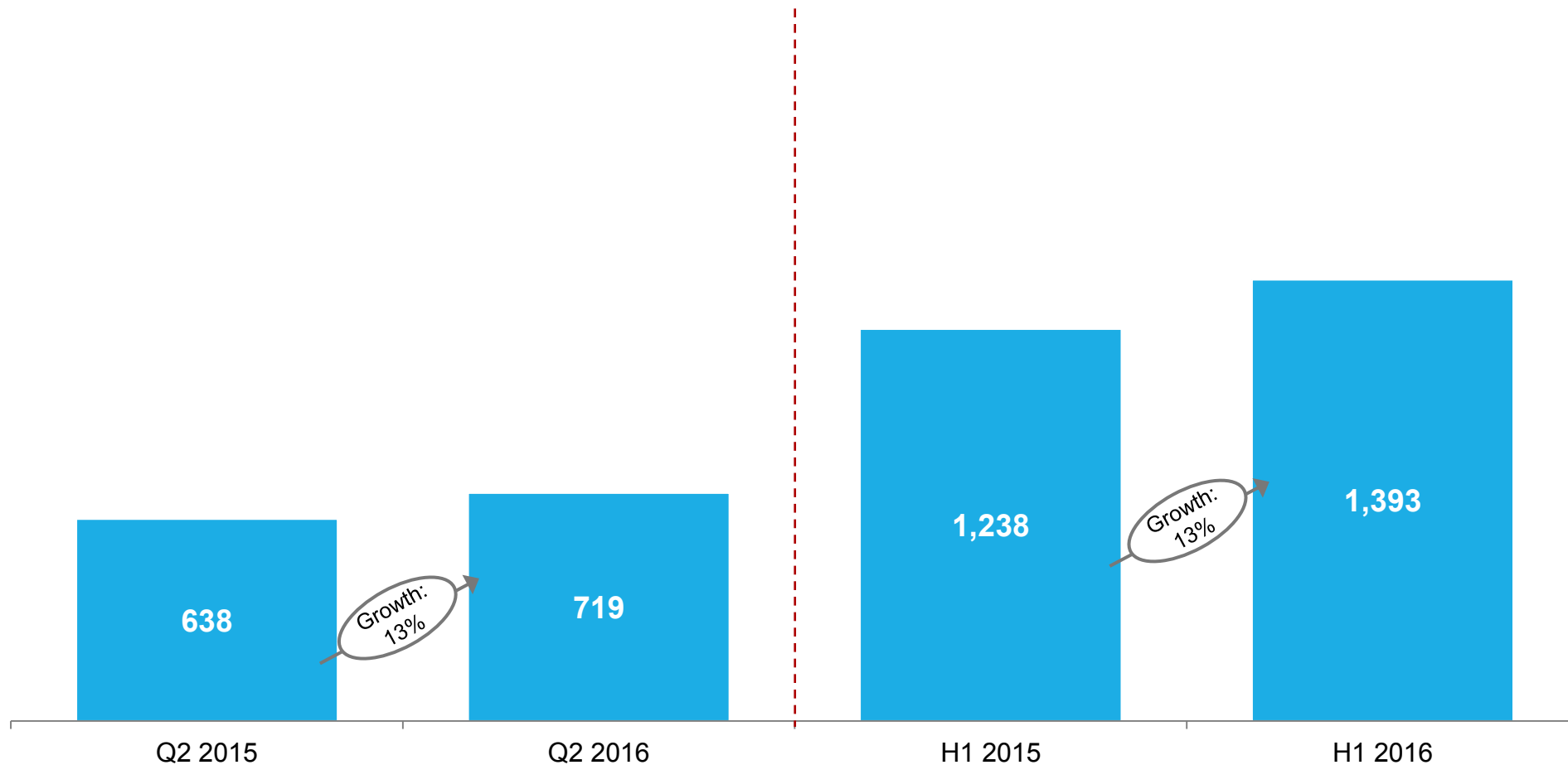
RGU ('000) and Churn

ARPU (IDR '000)



Steady revenue growth despite challenging business and competitive environment

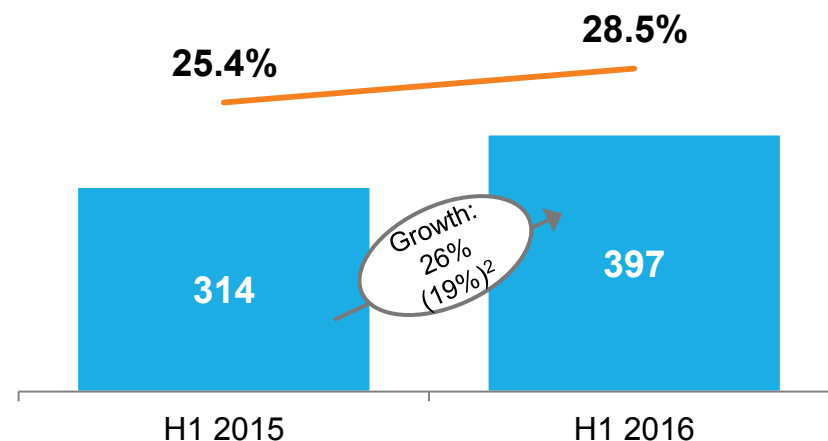
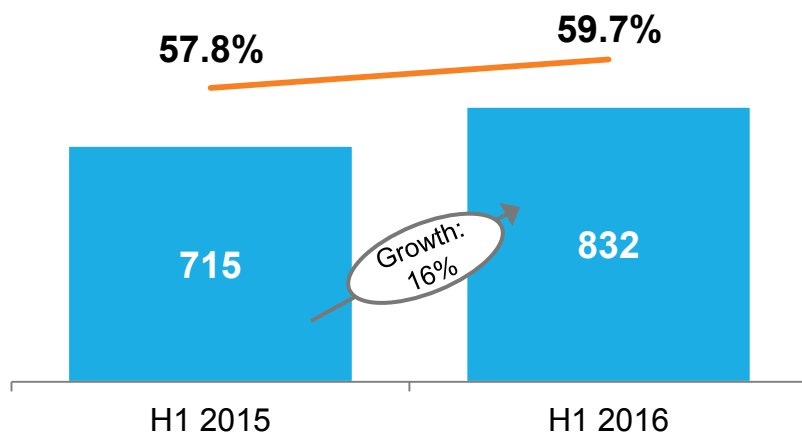
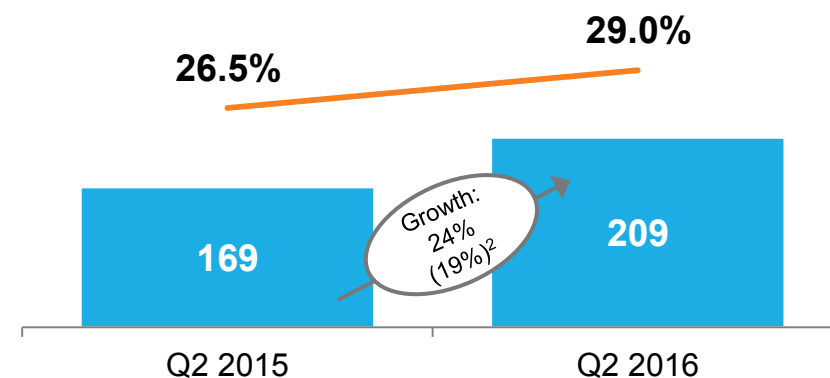
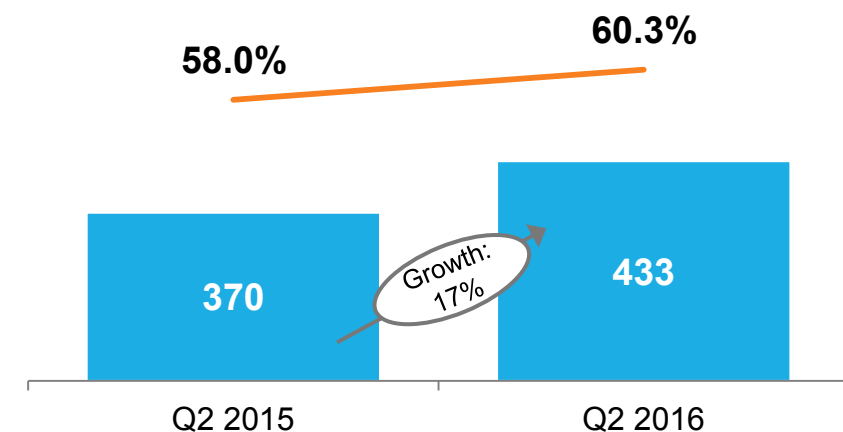
Revenue (IDR bn)



Stronger margins on further scale and cost advantages as well as stronger Rupiah

EBITDA (IDR Bn)

Net Profit¹ (IDR Bn)

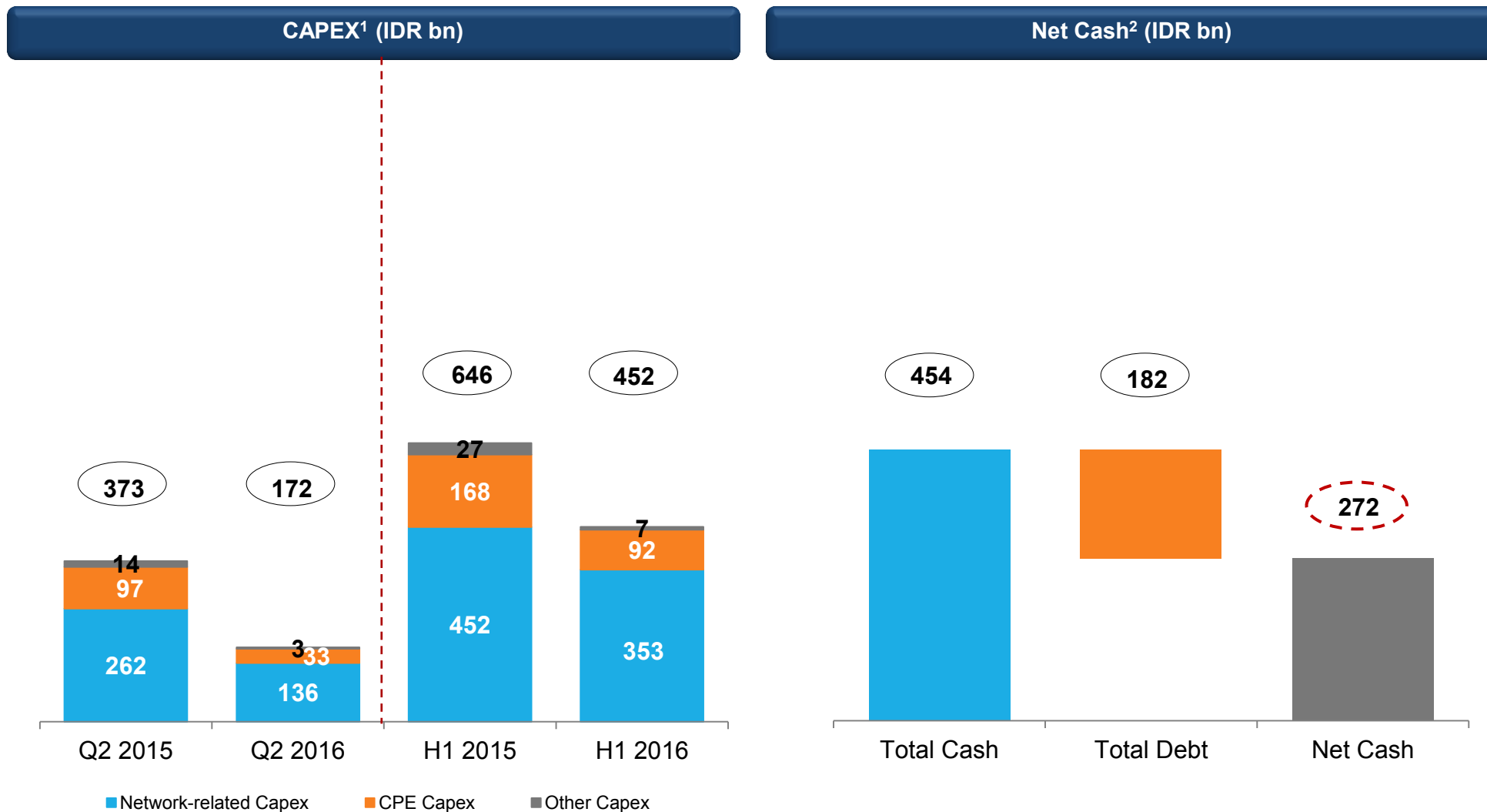


EBITDA and Net profit margins

¹ Finance costs in 1H 2016 P&L include net foreign exchange gain of Rp7 billion and financing & payment channel charges of Rp24 billion.

² On normalized basis for 2015 (excluding share in associate losses)

Smarter and more strategic spending on back of strong balance sheet



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

² Total cash and debt position as of June 30, 2016. Total debt mainly comprises vendor financing.

The background features a dynamic, blue-toned scene of fiber optic cables and data streams. Numerous bright blue lines of light curve and flow across the frame, creating a sense of motion and connectivity. In the background, there are faint, semi-transparent representations of data packets or code, including alphanumeric strings like '3D', 'AD', 'AB', 'CO', 'AD', 'E1', 'E2', 'E3', 'E4', 'E5', 'E6', 'E7', 'E8', 'E9', 'E0', 'E1', 'E2', 'E3', 'E4', 'E5', 'E6', 'E7', 'E8', 'E9', 'E0'.

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Appendix

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Profit and loss summary

6M ended June 30,

(IDR bn)	1H 2015	1H 2016
Revenue	1,237.5	1,393.1
EBITDA	715.3	831.9
D&A	(236.8)	(293.7)
Operating Profit	478.6	538.2
<i>Margin %</i>	38.7%	38.6%
Finance Income	8.3	6.6
Finance Cost	(42.6)	(17.5)
Share in Loss of Associate	(20.9)	-
Profit Before Tax	423.4	527.3
Tax Expense	(109.4)	(130.5)
Net Profit	314.0	396.8
<i>Margin %</i>	25.4%	28.5%

Balance sheet summary

(IDR bn)	As at Dec 31 2015	As at Jun 30, 2016
Current Assets		
Cash and Cash Equivalents	325.4	453.9
Trade Receivables	242.1	291.3
Total Current Assets	604.8	782.4
Non-Current Assets		
Property, Plant and Equipment - Net	3,492.8	3,663.5
Total Non-Current Assets	3,833.3	3,963.1
Total Assets	4,438.1	4,745.5
Current Liabilities		
Payables	177.2	122.1
Current Maturities of Long-Term Debt	69.8	38.7
Total Current Liabilities	647.8	566.6
Non-Current Liabilities		
Long-Term Debt – Net of Current Maturities	31.4	143.1
Total Non-Curent Liabilities	123.0	245.4
Total Liabilities	770.8	812.0
Total Equity	3,667.3	3,933.5
Total Liabilities and Equity	4,438.1	4,745.5

Net Cash of
IDR 272.1 bn