

No. Letter	SB-042/CSL-LN/BEI/V/17
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 May 2<sup>nd</sup>, 2017, 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:

Impact on Operational Activities:

-

Impact on financial condition and financial projections:

-

The Impact of Law:

-

Impact on the Company's business continuity:

-

Sender	Timotius Max Sulaiman
Position	Corporate Secretary
Date and Time	May 2 <sup>nd</sup> , 2017 18:05:56
Attachment	PT Link Net Tbk – 1Q 2017 Earnings Slides vFINAL.pdf

This document is an official document of PT Link Net Tbk which do not require a signature for an electronically generated by the electronic reporting system. PT Link Net Tbk takes full responsibility for the information contained in this document.

The logo for Link Net, featuring the word "Link" in red and "Net" in black, with a stylized orange and yellow swoosh graphic behind the "Net" part.

**Link Net**

**PT Link Net Tbk**

**Q1 2017 Earnings Conference Call**

**May 3, 2017**

The Link Net logo, consisting of the word "Link" in red and "Net" in black, with a stylized orange and yellow swoosh graphic behind the "Net" part.

**Link Net**

## Q1 2017 Key Highlights

### ▪ Financial achievements

- Revenue grew higher at **20% yoy**
- EBITDA grew **19% yoy**, at high of **58.5% margin**
- Net profit up **26% yoy**, at **29.2% margin**
- Record high net cash position at **Rp 489 billion**, with strong free cash flow at **Rp 168 billion**

### ▪ Operational achievements

- Net Addition of **35 thousand** new homes passed
- **RGU** base grew **14% yoy**, bringing overall penetration<sup>1</sup> at **29%**
- **Premium ARPU** climbed up at record high **IDR 418 thousand**
- Enterprise business continue to grow, contributed **14% of Total Revenue**

### ▪ Key initiatives & accolades

- WOW Brand Awards (Category Pay TV) from Markplus Inc.
- Indonesia Most Innovative Business Award 2017 (Category Advertising, Printing, Media) from Warta Ekonomi Magazine
- New partnership additions to develop A and B real estates/house complexes

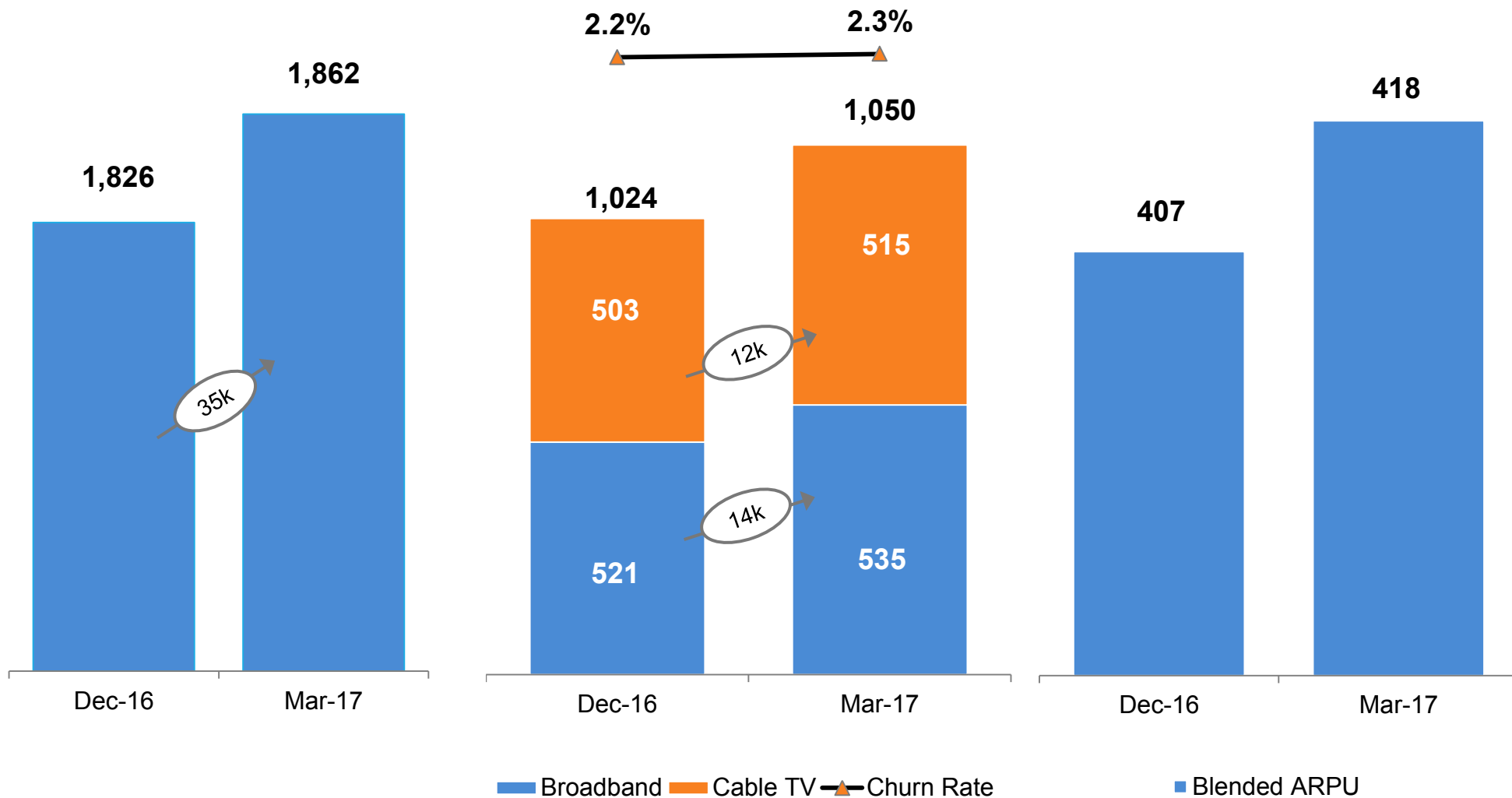
<sup>1</sup>Calculated as end of period broadband subscribers as a percentage of end of period homes passed

# Homes passed & RGUs on track, while Penetration and ARPU improve further

Homes Passed ('000)

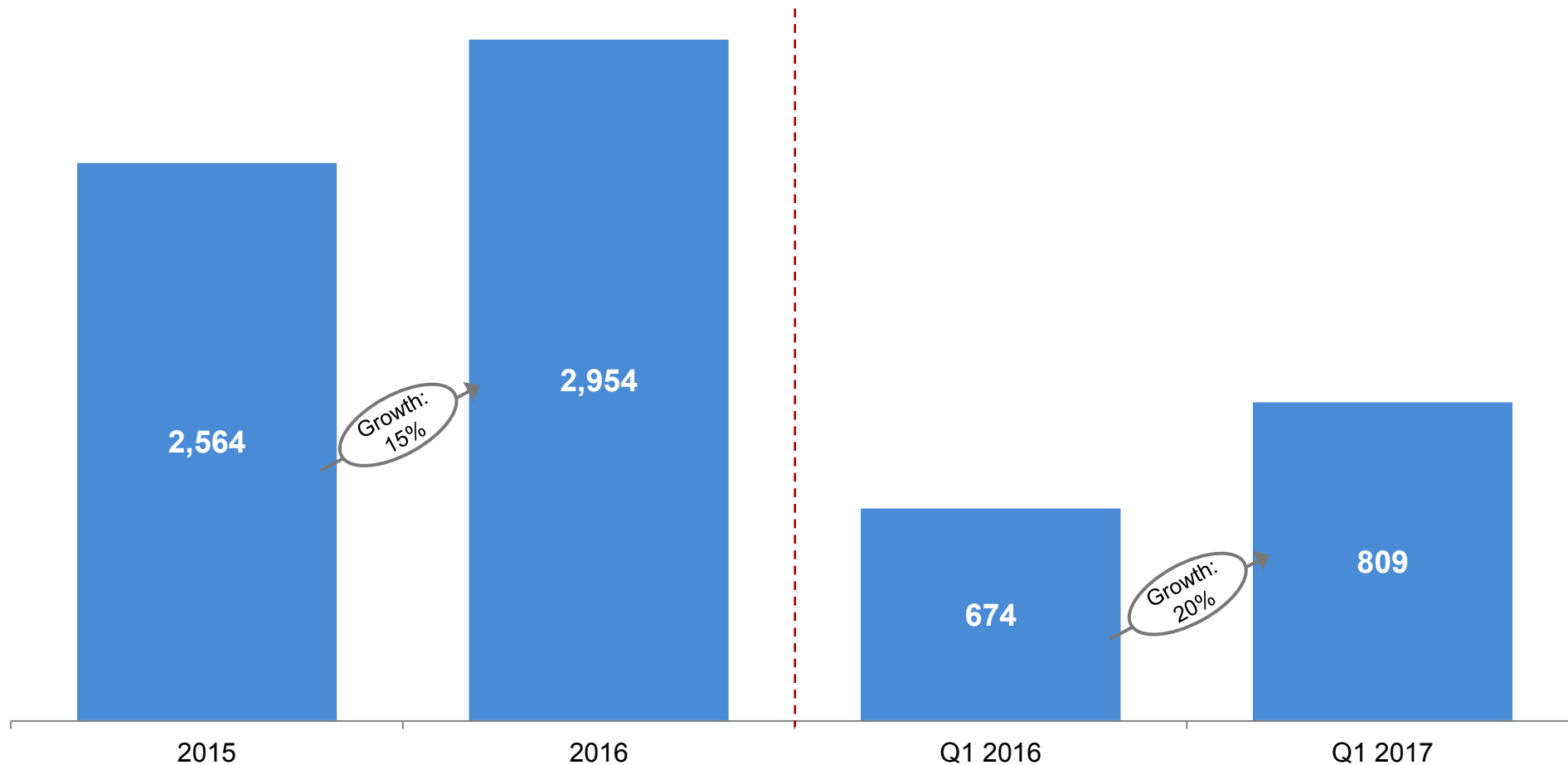
RGU ('000) and Churn

ARPU (IDR '000)



# Growing momentum continue to drive solid revenue growth and steady trajectory

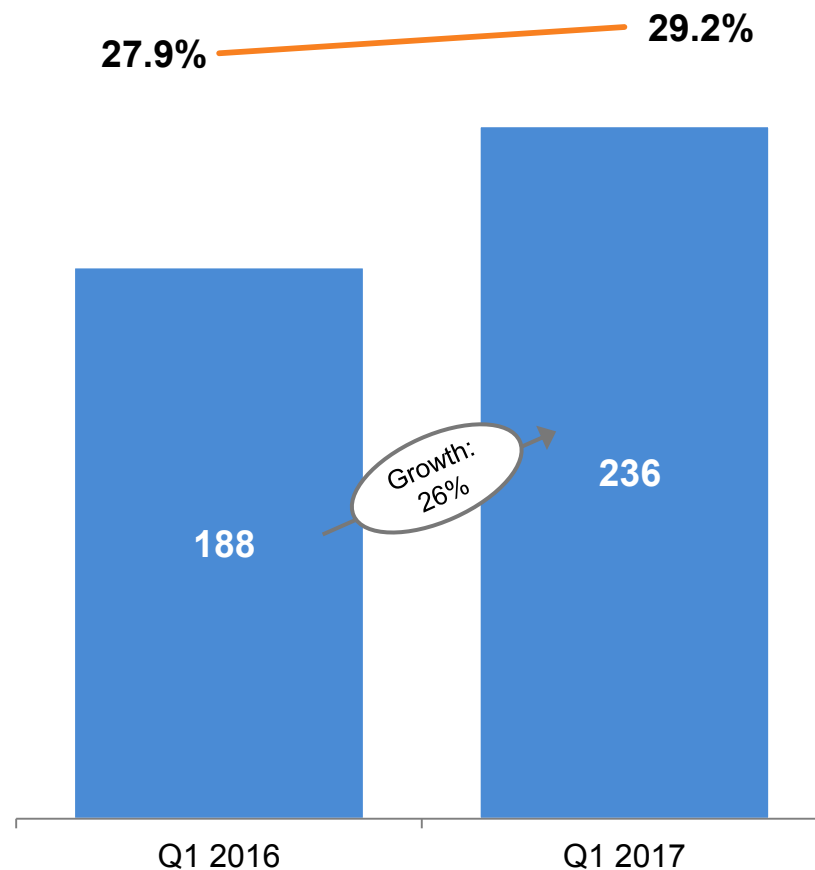
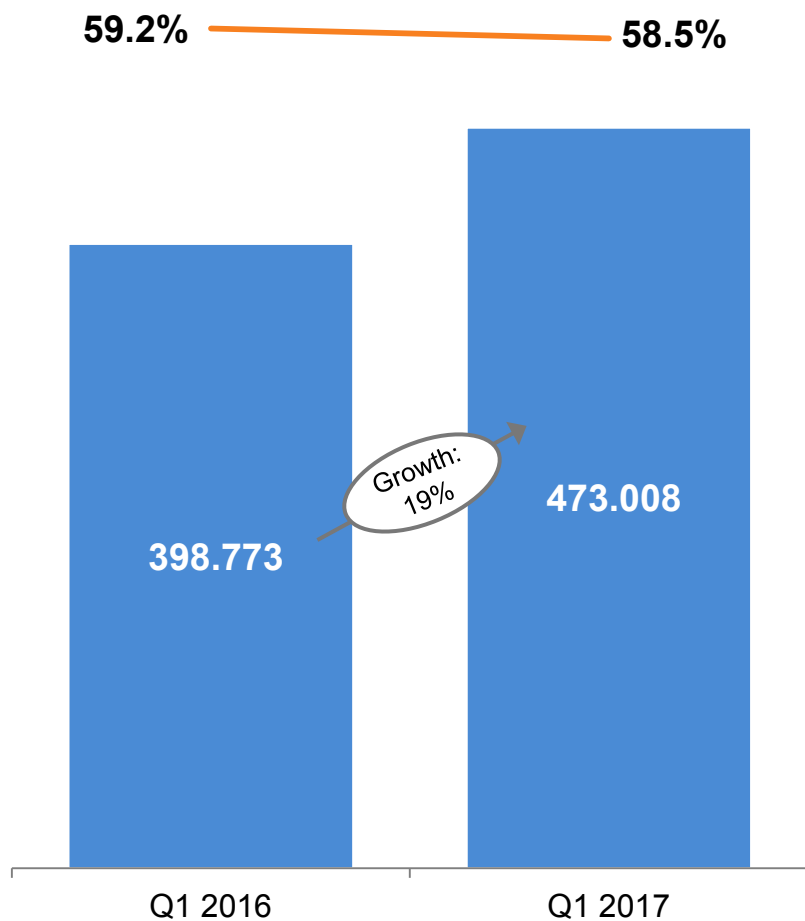
Revenue (IDR bn)



# Sustainable profitable growth continues on scale and cost advantages

EBITDA (IDR Bn)

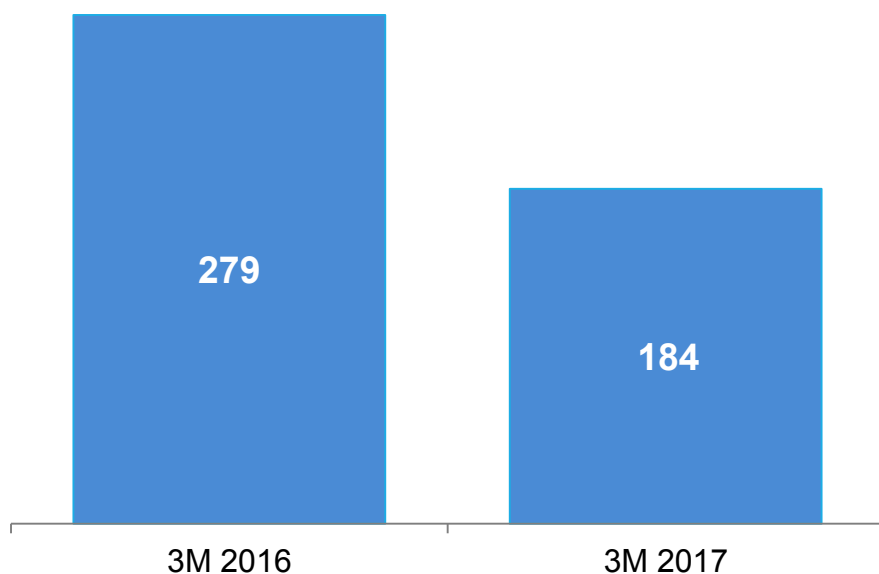
Net Profit (IDR Bn)



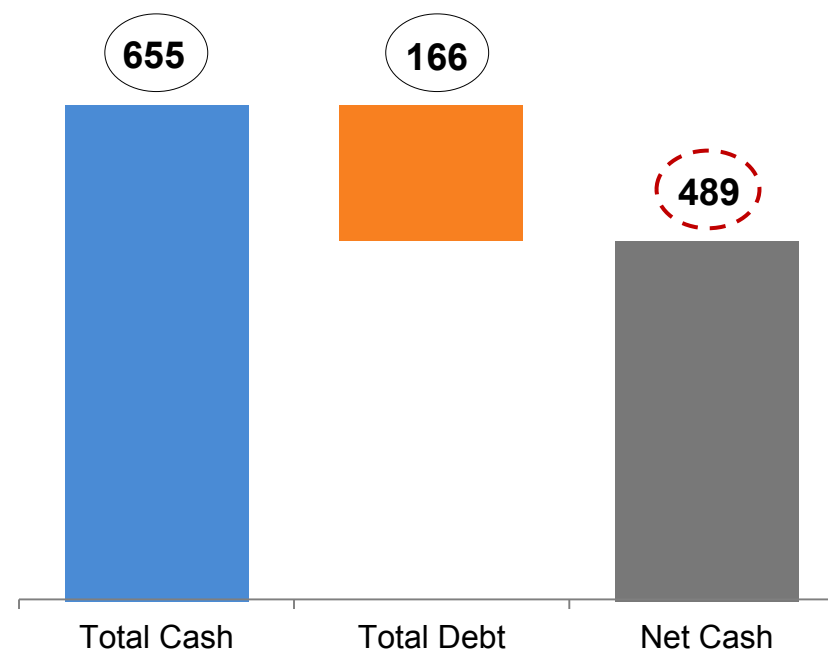
EBITDA and Net profit margins

# Strategic spending on back of strong balance sheet, with record high net cash position

CAPEX<sup>1</sup> (IDR bn)



Net Cash<sup>2</sup> (IDR bn)



<sup>1</sup> Capital expenditure represents additions to property and equipment.

<sup>2</sup> Total cash and debt position as of December 2016. Total debt mainly comprises vendor financing



**Link** Net

Appendix

**Link** Net



## Profit and loss summary

(IDR bn)	Year ended Dec 31		3M ended Maret 31	
	2015	2016	1Q 2016	1Q 2017
<b>Revenue</b>	<b>2,564.3</b>	<b>2,954.2</b>	<b>673.8</b>	<b>809.0</b>
<b>EBITDA</b>	<b>1,449.9</b>	<b>1,726.6</b>	<b>398.8</b>	<b>473.0</b>
D&A	(515.1)	(604.8)	(145.0)	(155.5)
<b>Operating Profit</b>	<b>934.8</b>	<b>1,121.8</b>	<b>253.7</b>	<b>317.5</b>
<i>Margin %</i>	36.5%	38.0%	37.7%	39.2%
Finance Income	15.5	13.0	2.9	4.1
Finance Cost	(73.0)	(45.7)	(7.0)	(7.9)
Share in Loss of Associate	(20.9)	-	-	-
<b>Profit Before Tax</b>	<b>856.4</b>	<b>1,089.1</b>	<b>249.6</b>	<b>313.7</b>
Tax Expense	(216.7)	(270.5)	(61.7)	(77.6)
<b>Net Profit</b>	<b>639.7</b>	<b>818.6</b>	<b>188.0</b>	<b>236.2</b>
<i>Margin %</i>	24.9%	27.7%	27.9%	29.2%

## Balance sheet summary

(IDR bn)	As at Dec 31 2016	As at Mar 31, 2017
<b>Current Assets</b>		
Cash and Cash Equivalents	546.7	655.3
Trade Receivables	324.4	338.4
<b>Total Current Assets</b>	<b>907.2</b>	<b>1,045.6</b>
<b>Non-Current Assets</b>		
Property and Equipment - Net	3,807.4	3,844.0
<b>Total Non-Current Assets</b>	<b>4,147.9</b>	<b>4,244.3</b>
<b>Total Assets</b>	<b>5,055.0</b>	<b>5,289.9</b>
<b>Current Liabilities</b>		
Payables	232.9	178.1
Current Maturities of Long-Term Debt	48.9	45.4
<b>Total Current Liabilities</b>	<b>850.8</b>	<b>852.8</b>
<b>Non-Current Liabilities</b>		
Long-Term Debt – Net of Current Maturities	130.3	120.8
<b>Total Non-Curent Liabilities</b>	<b>241.2</b>	<b>237.9</b>
<b>Total Liabilities</b>	<b>1,092.0</b>	<b>1,090.7</b>
<b>Total Equity</b>	<b>3,963.1</b>	<b>4,199.2</b>
<b>Total Liabilities and Equity</b>	<b>5,055.0</b>	<b>5,289.9</b>

Net Cash of  
IDR 489.1 bn