

No. Letter	SB-030/CSL-LN/BEI/III/15
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 per December 31 st , 2014

The Company/Issuer reported things as follows:

On March 17th, 2015, the Company experienced events/obtain information/material facts, namely:

☉ Other:

- The Submission of The Company's Performance Presentation Slide per December 31st, 2014

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	Dicky Setiadi Moechtar
Position	Corporate Secretary
Date and Time	March 17 th , 2015 16:40:21
Attachment	OL_LN BEI - 20150317 - SB-030 - Penyampaian Slide Presentasi.pdf Link Net_Earning Slides FY 2014.pdf

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No. SB-030/CSL-LN/BEI/III/15

Jakarta, March 17th, 2015

To:

Direksi PT Bursa Efek Indonesia (Indonesia Stock Exchange)

Gedung Bursa Efek Indonesia Tower I Lt. 4

Jl. Jend. Sudirman Kav. 52-53

Jakarta 12190

Subject : The Submission of Presentation Slide

Dear Sir,

We herewith submitted the Performance Presentation Slide of PT Link Net Tbk as per December 31st, 2014.

Please be informed accordingly and thank you for your attention.

Yours faithfully,

PT Link Net Tbk.

For and behalf of Board of Directors

(signature)

Dicky Setiadi Moechtar

Director /Corporate Secretary

Cc:

- Head of Listing for Service Sector Division – IDX



Link Net

PT Link Net Tbk

Full Year 2014 Earnings Slide

March 2015



Link Net

Key highlights – FY 2014



Strong growth and profitability in 2014 compared to 2013:

- Revenue of Rp2,136.0 billion up 28.3%
- Adjusted EBITDA of Rp1,230.7 billion up 36.6%
- NPAT of Rp557.9 billion up 54.0%



Continued network expansion which at 31 December 2014 comprised:

- 1.4 million homes passed, an additional of 238k homes passed in 2014
- 392,134 broadband RGUs
- 362,643 Cable TV RGUs



Maintained high bundling rates:

- 93% of customers subscribe to both NGBB and Cable TV Services, up from 91% from the prior year

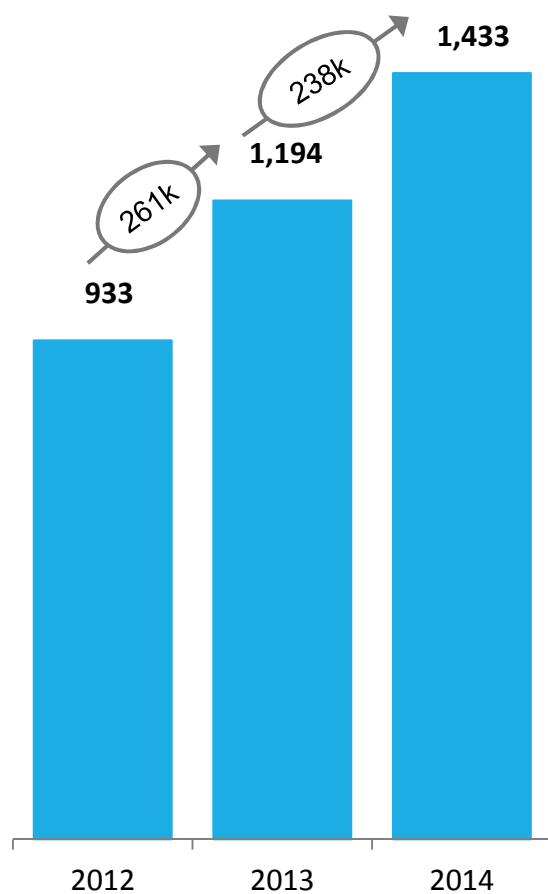


Shareholding structure as of December 2014:

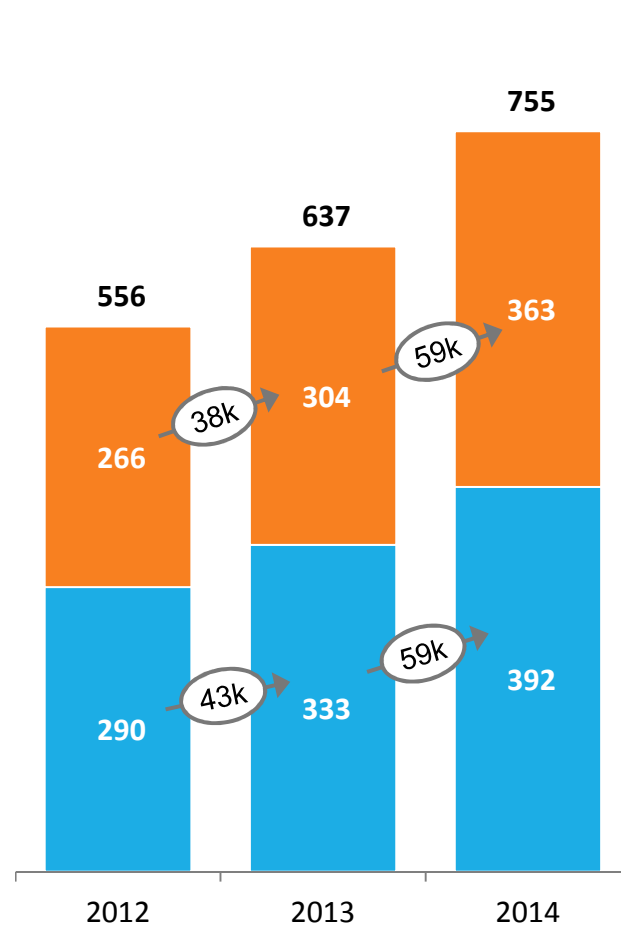
- First Media - 33.82%
- ALD - 33.45%
- Public - 32.73%

Link Net's key performance indicators

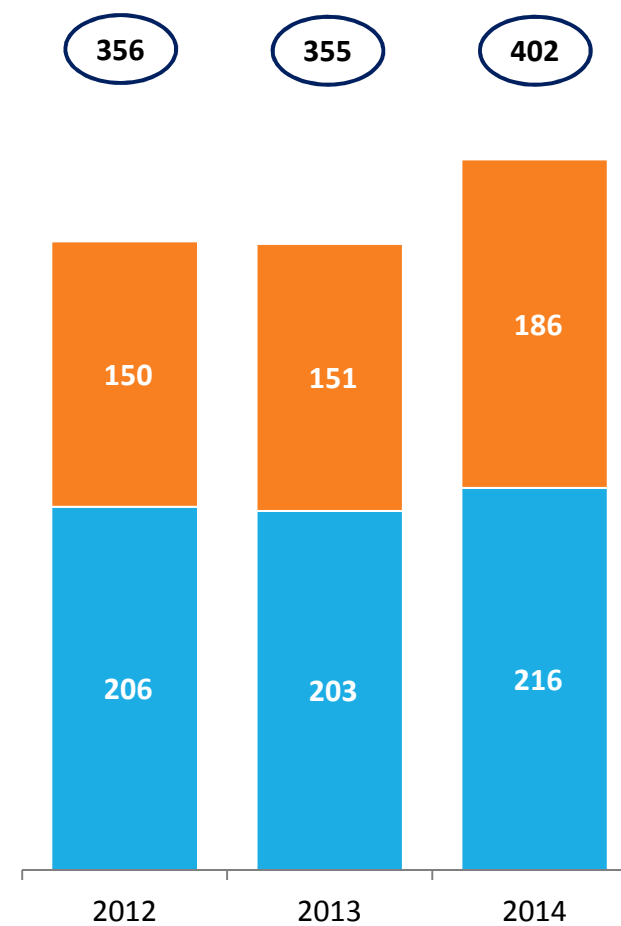
Homes Passed ('000)



RGUs ('000)



ARPU (IDR '000)

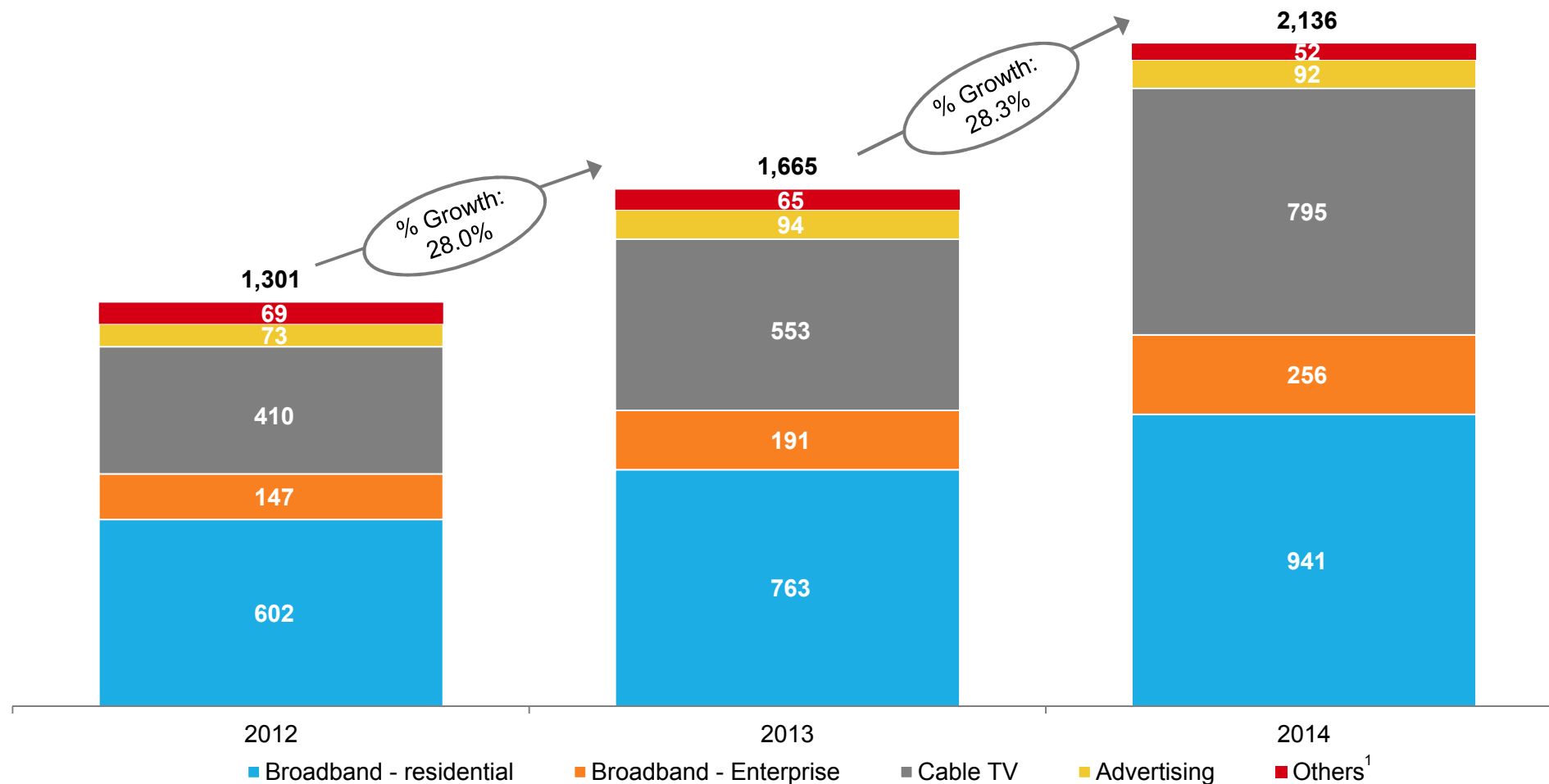


■ Broadband ■ Cable TV

■ Broadband ■ Cable TV

Strong revenue growth continues in FY 2014

Revenue (IDR bn)

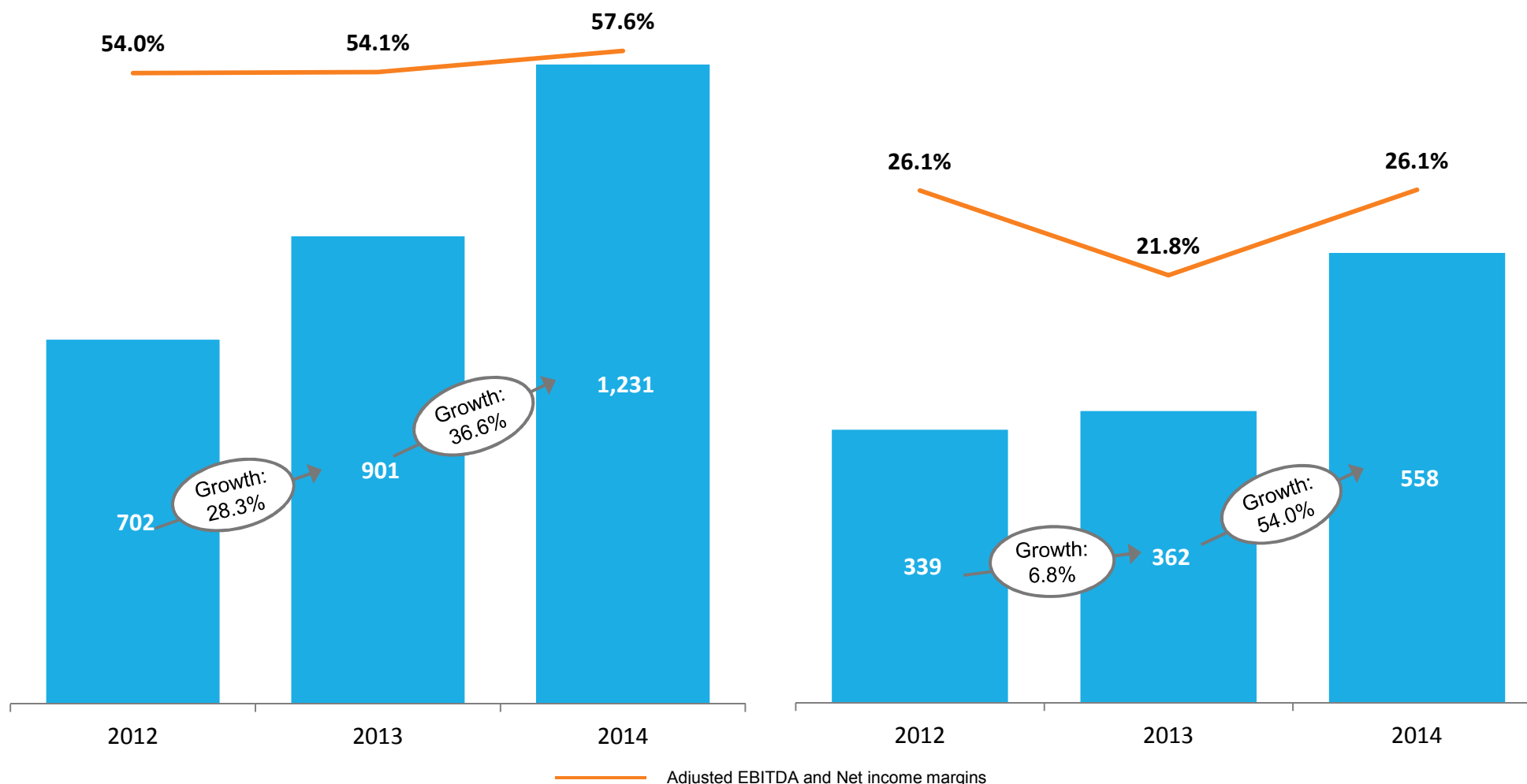


¹ "Others" primarily includes revenue from installation charges, sales of cable modems and promotional items

Continued margins improvement and profitability

Adjusted EBITDA⁽¹⁾ (IDR bn)

Net income (IDR bn)

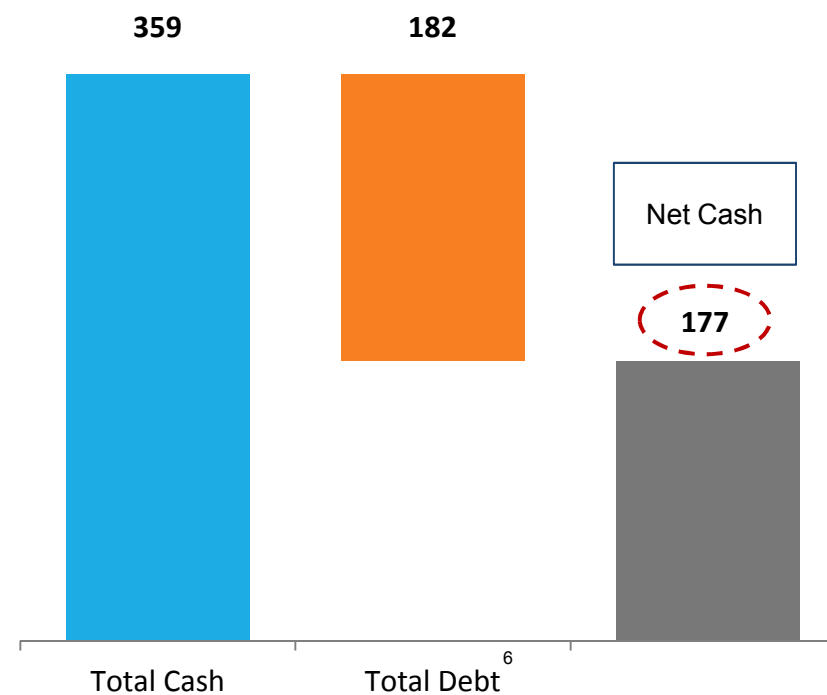
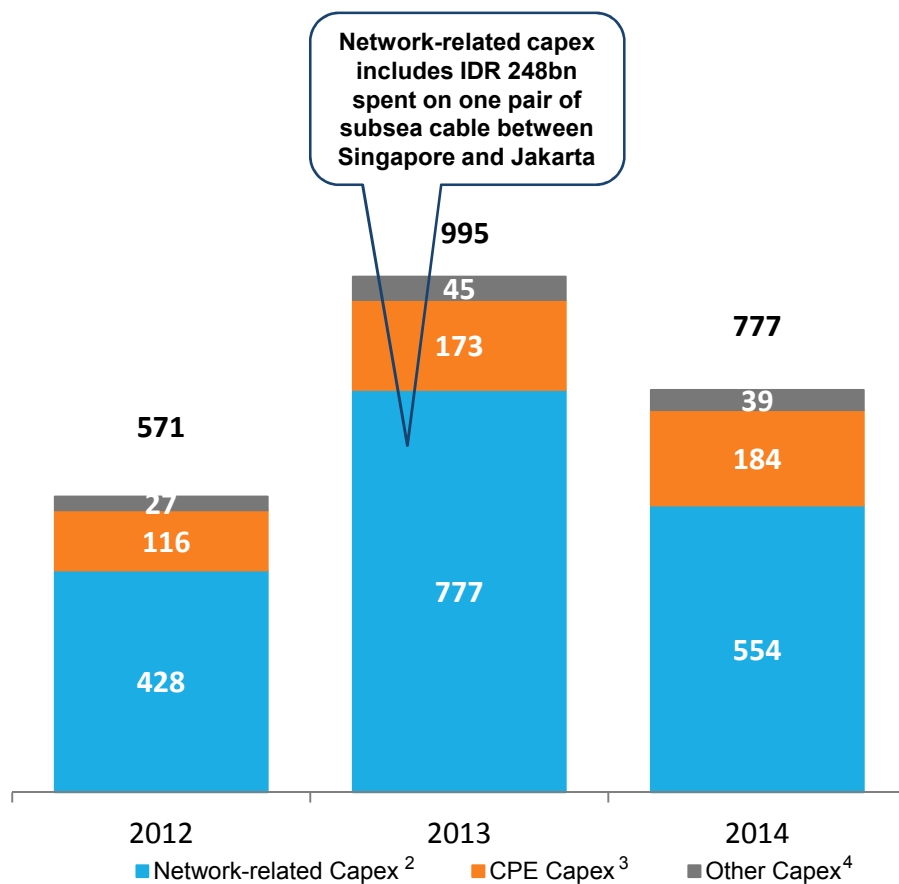


¹ Adjusted EBITDA is a non-GAAP measure and is defined as the Company's profit for the year before finance costs, finance income, share of loss in associate, income tax expenses, depreciation and amortisation and is adjusted by adding back certain non-recurring expenses to the Company's profit for the year. The non-recurring expenses during the period under review comprise: (1) impairment charges related to a one time policy change of IDR 13.1 bn which reflected charges taken in connection with the change in the calculation of churn and the discontinuation of the Selected Promotional Package and (2) fees related to corporate action of the Company amounting to IDR 13.3bn for 2013

Continued expansion funded by cash

Capex breakdown¹ (IDR bn)

Net Cash with large leverage capacity⁵ (IDR bn)



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

² Network-related capital expenditure is the sum of additions to head-end electronics and network service control points

³ CPE capital expenditure is the sum of additions to converters, decoders, cable modem and set-top boxes

⁴ Other capital expenditure is the sum of additions to land, buildings, leasehold improvements, furniture and fixtures, office equipment and vehicles

⁵ Total debt and cash position as of December 2014

⁶ Total debt includes vendor financing



Link Net

Appendix

Link Net

Profit and loss summary

(IDR bn)	Year ending December 31,			3M ending December,	
	2012	2013	2014	4Q 2013	4Q 2014
Revenue	1,300.6	1,664.6	2,136.0	455.5	585.7
Adjusted EBITDA	701.8	900.6	1,230.7	237.7	338.2
D&A	(207.5)	(280.5)	(393.4)	(81.2)	(114.8)
Operating Profit	494.3	593.8	837.3	145.3	223.4
<i>Margin %</i>	<i>38.0%</i>	<i>35.7%</i>	<i>39.2%</i>	<i>31.9%</i>	<i>38.1%</i>
Finance Income	38.4	24.3	17.6	4.1	4.4
Finance Cost	(72.1)	(120.8)	(55.7)	(26.2)	(17.8)
Share of Loss in Associate	(0.9)	(10.0)	(43.2)	(6.0)	(19.1)
Profit Before Tax	459.7	487.3	755.9	117.3	190.9
Tax Expense	(120.7)	(125.1)	(198.0)	(31.1)	(53.6)
Net Income	339.0	362.2	557.9	86.1	137.3
<i>Margin %</i>	<i>26.1%</i>	<i>21.8%</i>	<i>26.1%</i>	<i>18.9%</i>	<i>23.4%</i>

Balance sheet summary

	As at Dec 31	As at Dec 31,	As at Dec 31,
(IDR bn)	2012	2013	2014
Current Assets			
Cash and Cash Equivalents	817.9	370.0	358.7
Trade Receivables ¹	98.6	108.9	176.8
Total Current Assets	1,023.1	562.4	574.9
Non-Current Assets			
Property, Plant and Equipment - Net	1,577.0	2,295.0	2,693.6
Total Non-Current Assets	1,997.0	2,662.8	3,167.1
Total Assets	3,020.2	3,225.2	3,742.0
Current Liabilities			
Payables ¹	90.1	178.8	112.7
Current Maturities of Long-Term Debt	16.1	81.4	90.7
Total Current Liabilities	306.2	460.4	551.4
Non-Current Liabilities			
Long-Term Debt – Net of Current Maturities	523.7	195.1	91.3
Total Non-Curent Liabilities	557.0	245.7	155.9
Total Liabilities	863.3	706.1	707.2
Total Equity	2,156.9	2,519.1	3,034.8
Total Liabilities and Equity	3,020.2	3,225.2	3,742.0

Net Cash of
IDR 177 bn

¹ Trade receivables include receivables from both third-parties and related parties. Payables includes payables to both third parties and related parties