

No. Letter	SB-069/CSL-LN/BEI/VIII/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 August 1<sup>st</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	August 1 <sup>st</sup> , 2017 17:37:03
Attachment	PT Link Net Tbk – 1H 2017 Earnings Slides vFINAL.pdf

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**Link Net**

# PT Link Net Tbk

1H 2017 Earnings Conference Call

August 1, 2017



**Link Net**

# 1H 2017 Key Highlights

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## ▪ 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

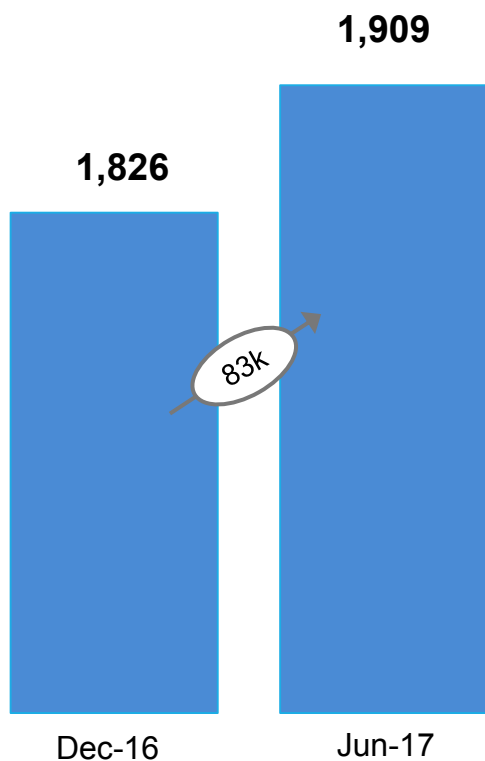
- Net Addition of **47,000 homes passed in 2Q**, with total homes passed at **1.9 million as at 1H17**.
- We added **25,000 revenue generating units (RGU's)** in 2Q17 taking total RGU's to **1.08 million**
- Penetration was maintained at its record high of **28.7%**
- Premium ARPU edged higher to a record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

## ▪ Key initiatives & accolades

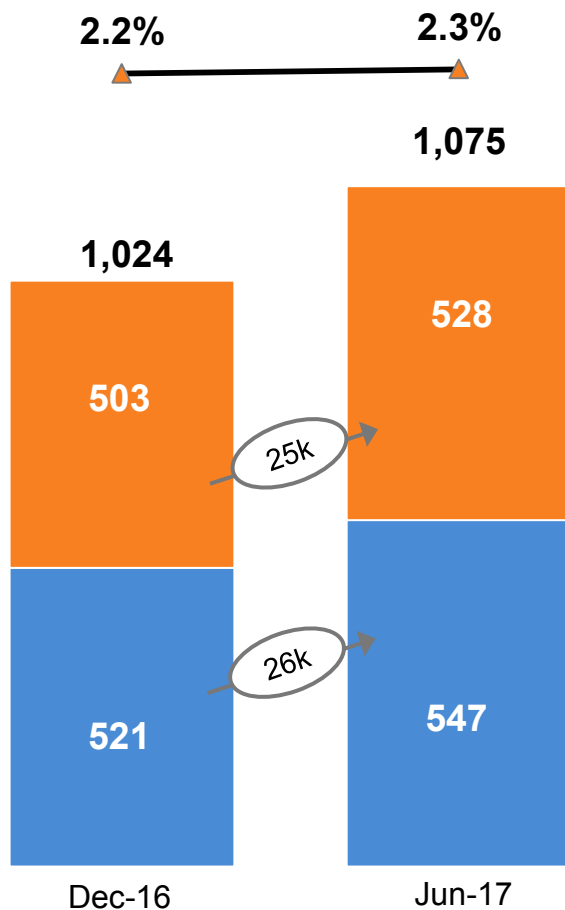
- 1<sup>st</sup> place in Indonesia's Service Quality Awards in recognition of our high quality customer service.
- We continued to develop partnerships with property developers as part of our 'smart rollout initiative'

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

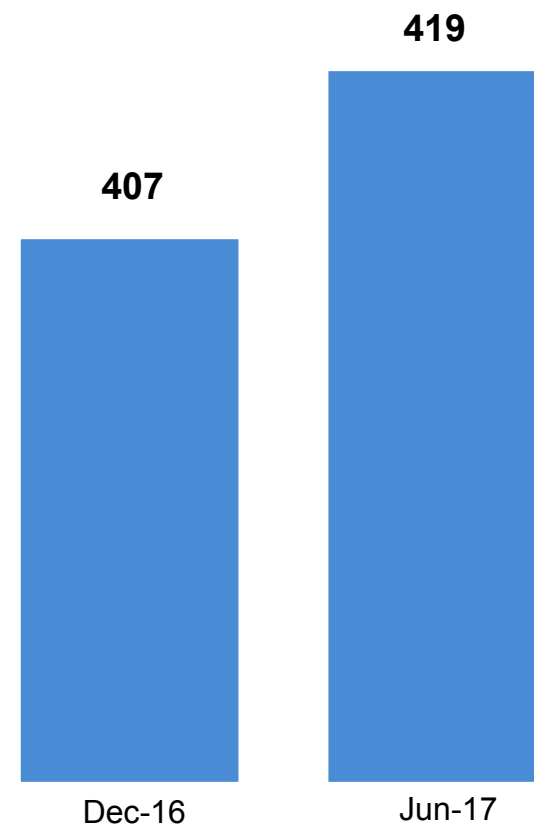
Homes Passed ('000)



RGU ('000) and Churn



ARPU (IDR '000)

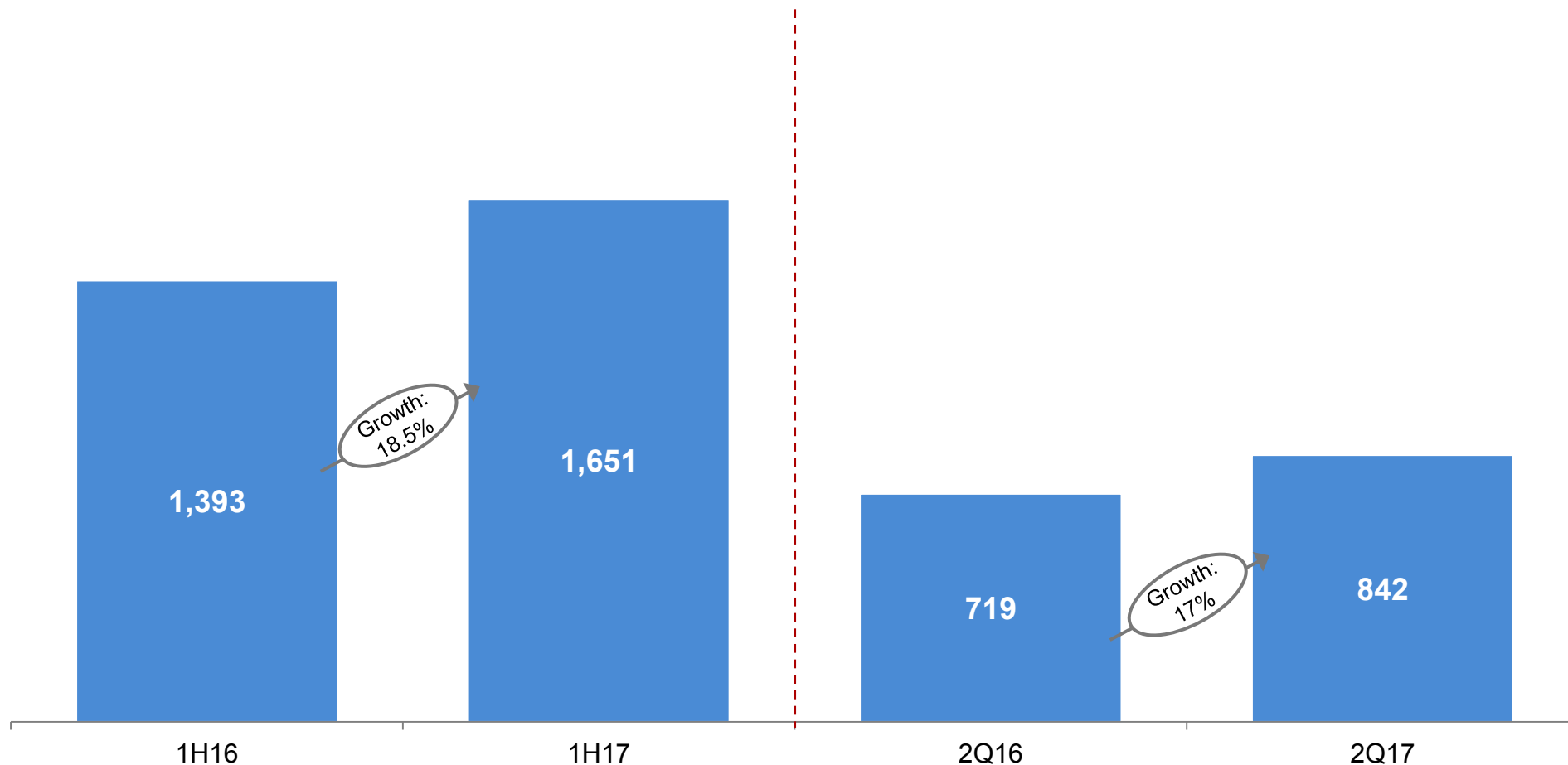


■ Broadband ■ Cable TV ▲ Churn Rate

■ Blended ARPU

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

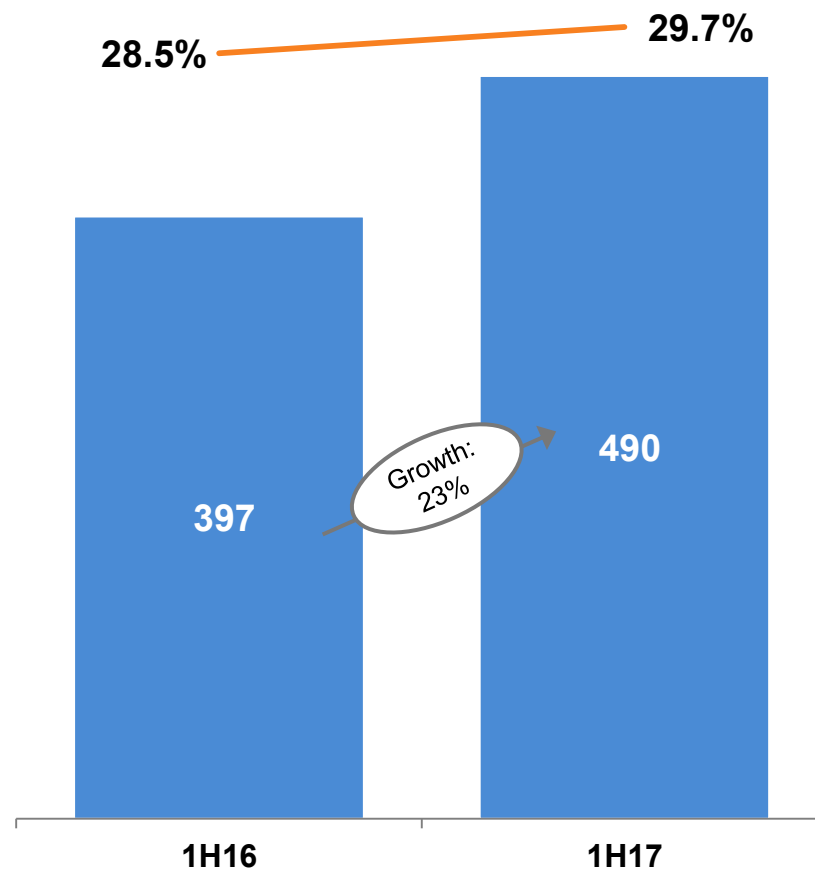
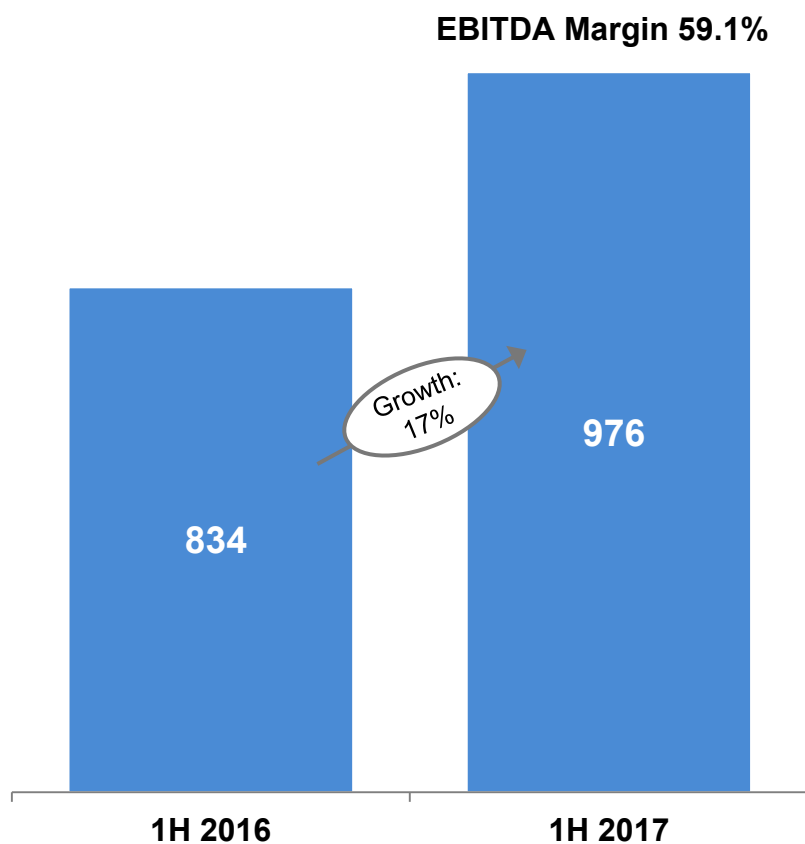
Revenue (IDR bn)



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

EBITDA (IDR Bn)

Net Profit (IDR Bn)

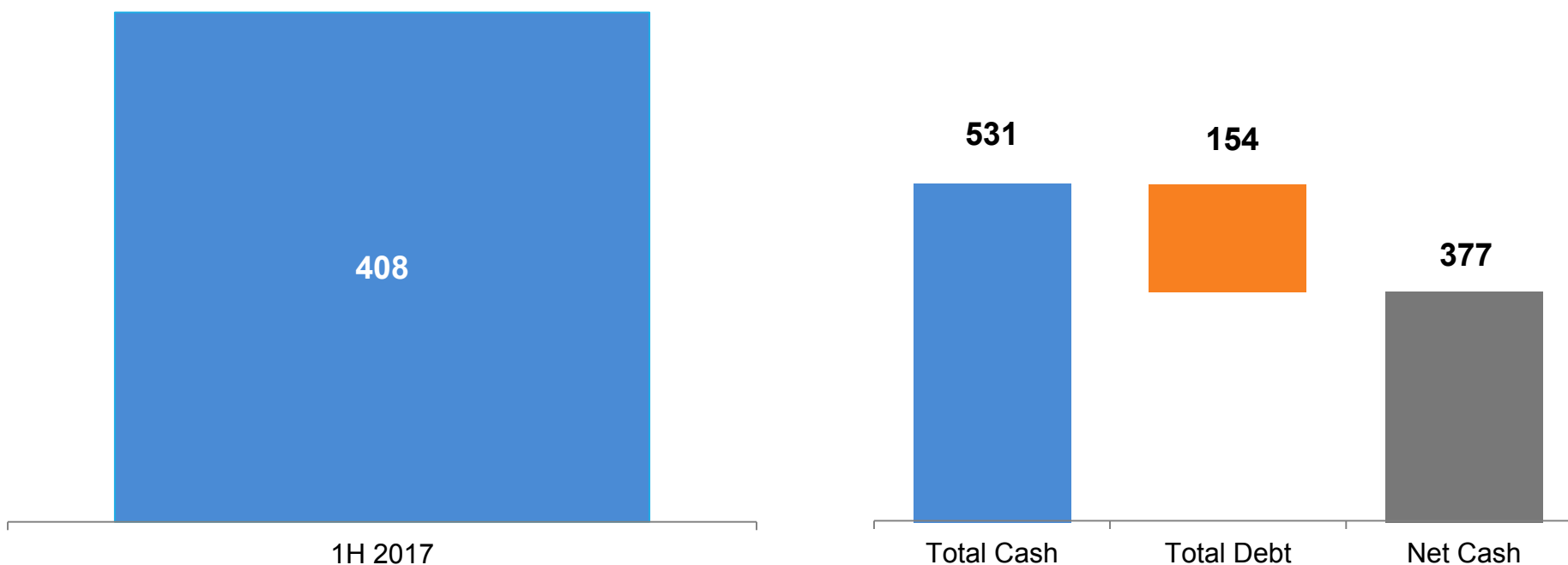


— Net profit margins

# 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 curve and flow across the frame, creating a sense of motion and connectivity. In the background, there are faint, semi-transparent patterns of hexadecimal characters (A-F, 0-9) and binary code (0s and 1s), suggesting a digital or network environment.

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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
<b>Revenue</b>	<b>1,393.1</b>	<b>1,650.6</b>	<b>719.3</b>	<b>841.6</b>
<b>EBITDA</b>	<b>833.6</b>	<b>975.6</b>	<b>434.8</b>	<b>502.6</b>
D&A	(294.8 )	(314.1)	(149.7)	(158.6)
<b>Operating Profit</b>	<b>538.8</b>	<b>661.5</b>	<b>285.1</b>	<b>344.0</b>
<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	-	-	-	-
<b>Profit Before Tax</b>	<b>527.9</b>	<b>651.4</b>	<b>278.3</b>	<b>337.7</b>
Tax Expense	(130.5)	(161.2)	(68.8)	(83.6)
<b>Net Profit</b>	<b>397.4</b>	<b>490.2</b>	<b>209.5</b>	<b>254.1</b>
<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
<b>Current Assets</b>		
Cash and Cash Equivalents	453.9	531.0
Trade Receivables	291.3	419.5
<b>Total Current Assets</b>	<b>782.4</b>	<b>1,006.7</b>
<b>Non-Current Assets</b>		
Property and Equipment - Net	3,663.5	3,916.9
<b>Total Non-Current Assets</b>	<b>3,963.1</b>	<b>4,286.0</b>
<b>Total Assets</b>	<b>4,745.5</b>	<b>5,292.7</b>
<b>Current Liabilities</b>		
Payables	122.1	247.9
Current Maturities of Long-Term Debt	38.7	42.4
<b>Total Current Liabilities</b>	<b>566.6</b>	<b>890.5</b>
<b>Non-Current Liabilities</b>		
Long-Term Debt – Net of Current Maturities	143.1	111.8
<b>Total Non-Curent Liabilities</b>	<b>245.4</b>	<b>235.2</b>
<b>Total Liabilities</b>	<b>812.0</b>	<b>1,125.8</b>
<b>Total Equity</b>	<b>3,933.5</b>	<b>4,166.9</b>
<b>Total Liabilities and Equity</b>	<b>4,745.5</b>	<b>5,292.7</b>

Net Cash of  
IDR 376.9 bn