

Nomor Surat	SB-044/CSL-LN/PE/IV/19
Nama Emiten	PT Link Net Tbk.
Kode Emiten	LINK
Lampiran	2
Perihal	Penyampaian Materi Public Expose - Tahunan

### **Penyampaian Materi Public Expose**

Merujuk pada rencana penyelenggaraan Public Expose tahunan yang disampaikan Perseroan melalui Surat No SB-039/CSL-LN/PE/IV/19 Tanggal 09 April 2019, Perseroan menyampaikan materi public expose sebagaimana terlampir.

Nama Pengirim	Fellianty Widjaja
Jabatan	Corporate Secretary
Tanggal dan Jam	22 April 2019 15:37:21
Lampiran	20190422 LN - SB-044 - Penyampaian Materi Public Expose 2019.pdf LINK - Materi Paparan Publik.pdf

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Letter No.	SB-044/CSL-LN/PE/IV/19
Company's Name	PT Link Net Tbk
Stock Code	LINK
Attachment	2
Subject	Submission of Material of Public Expose - Annually

### **The Submission of Material of Public Expose**

Refer to the annually Public Expose implementation plan which reported by The Company by Letter Number SB-039/CSL-LN/PE/IV/19 dated April 9, 2019, The Company reports the material of Annual Public Expose as attached:

Sender	Fellianty Widjaja
Position	Corporate Secretary
Date and Time	April 22, 2019 15:37:21
Attachment	20190422 LN – SB-044 – Penyampaian Materi Public Expose 2019.pdf LINK – Materi Paparan Publik.pdf

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# PT Link Net Tbk

Paparan Publik

Jumat, 26 April 2019

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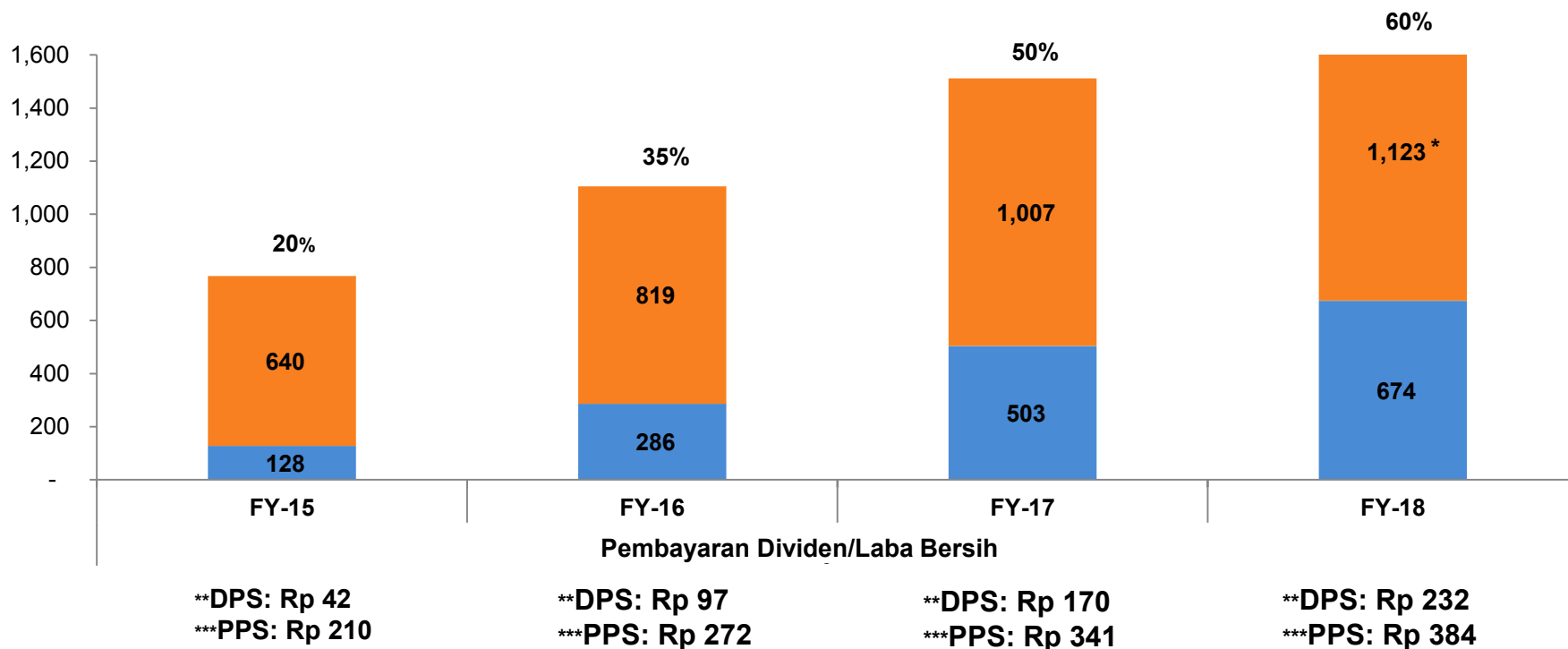
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# Pembayaran Dividen (dalam milyar Rupiah)

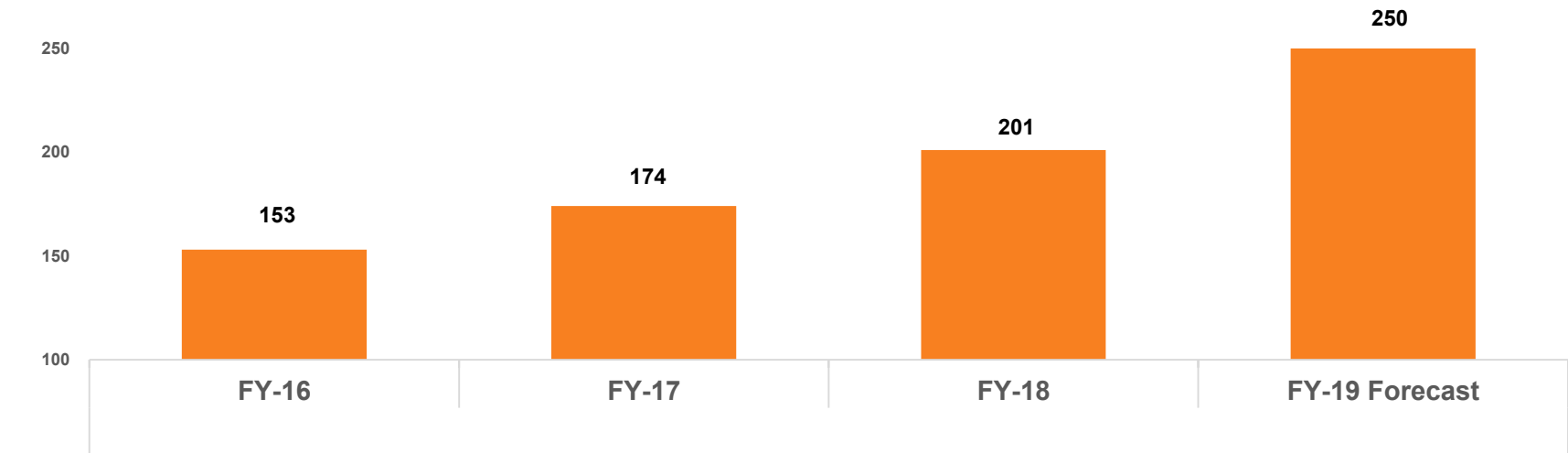
- Pembayaran Dividen
- Laba Bersih
- % Rasio Pembayaran Dividen



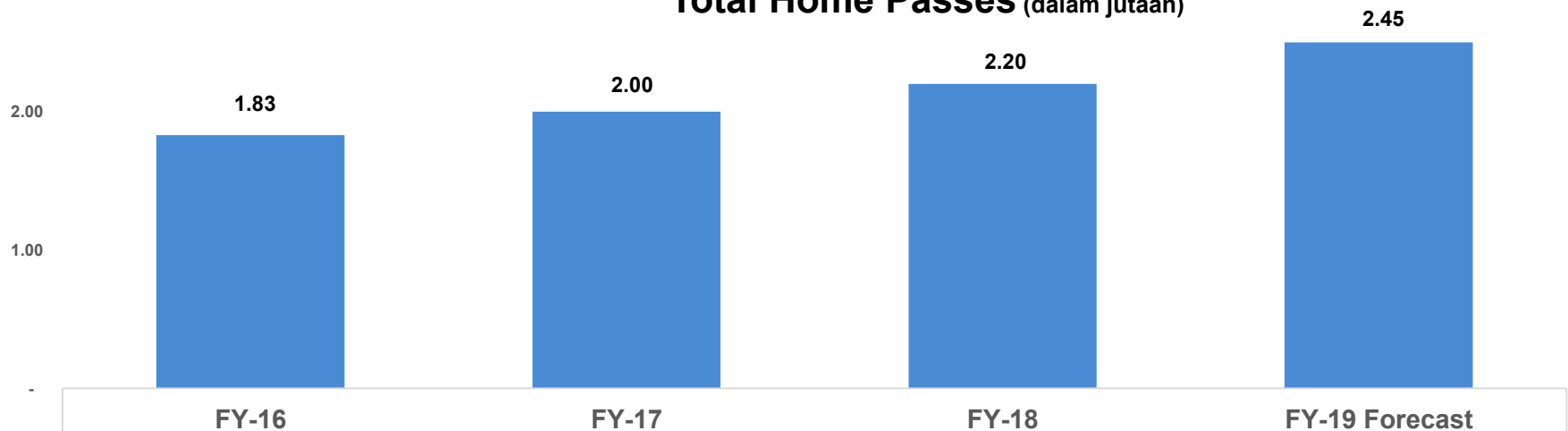
\* Laba Bersih sebelum penghapusan piutang  
 \*\* DPS tidak termasuk saham treasuri  
 \*\*\* PPS tidak termasuk saham treasuri

# Ikhtisar Operasional

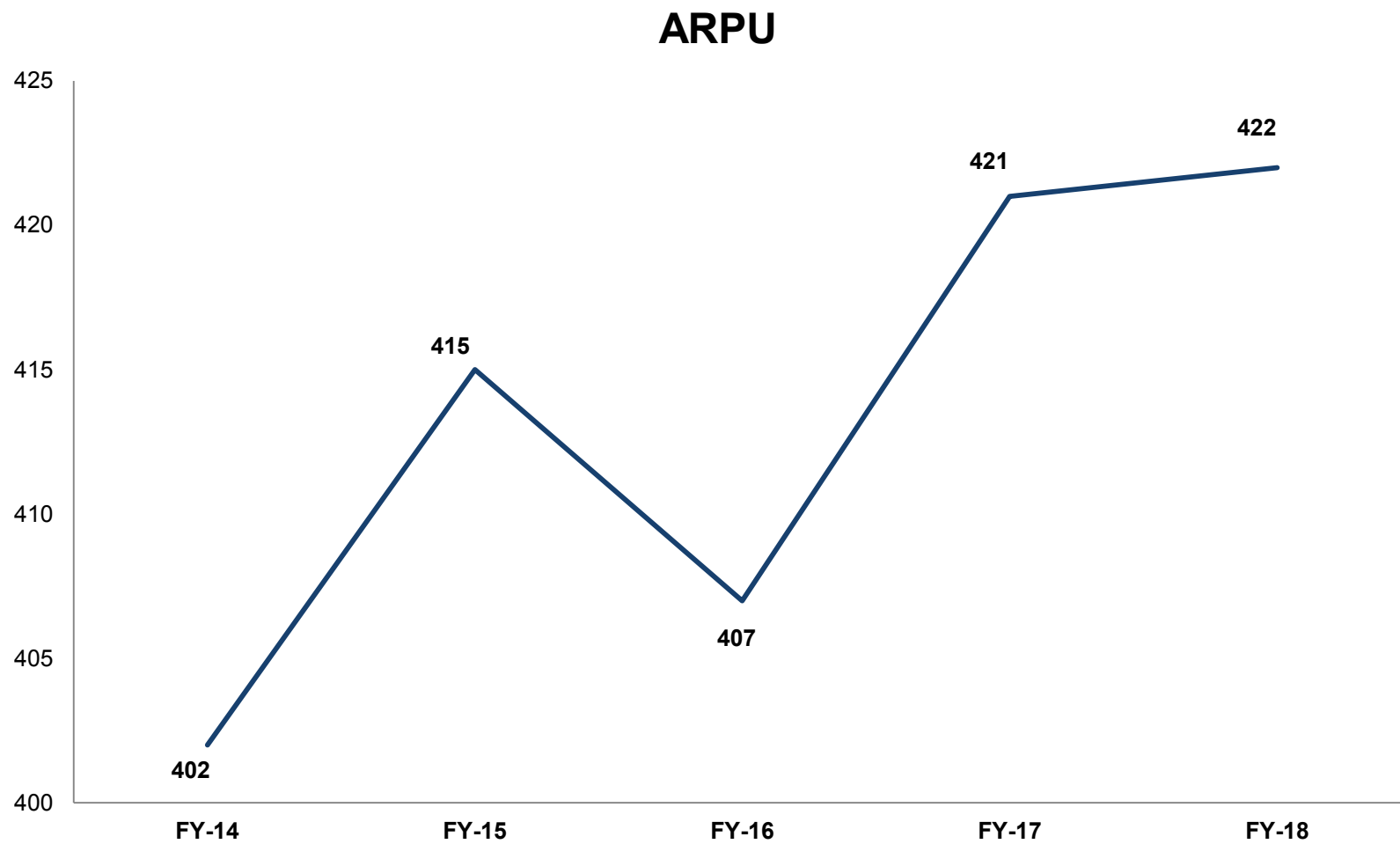
## Home Passes (dalam ribuan)



## Total Home Passes (dalam jutaan)



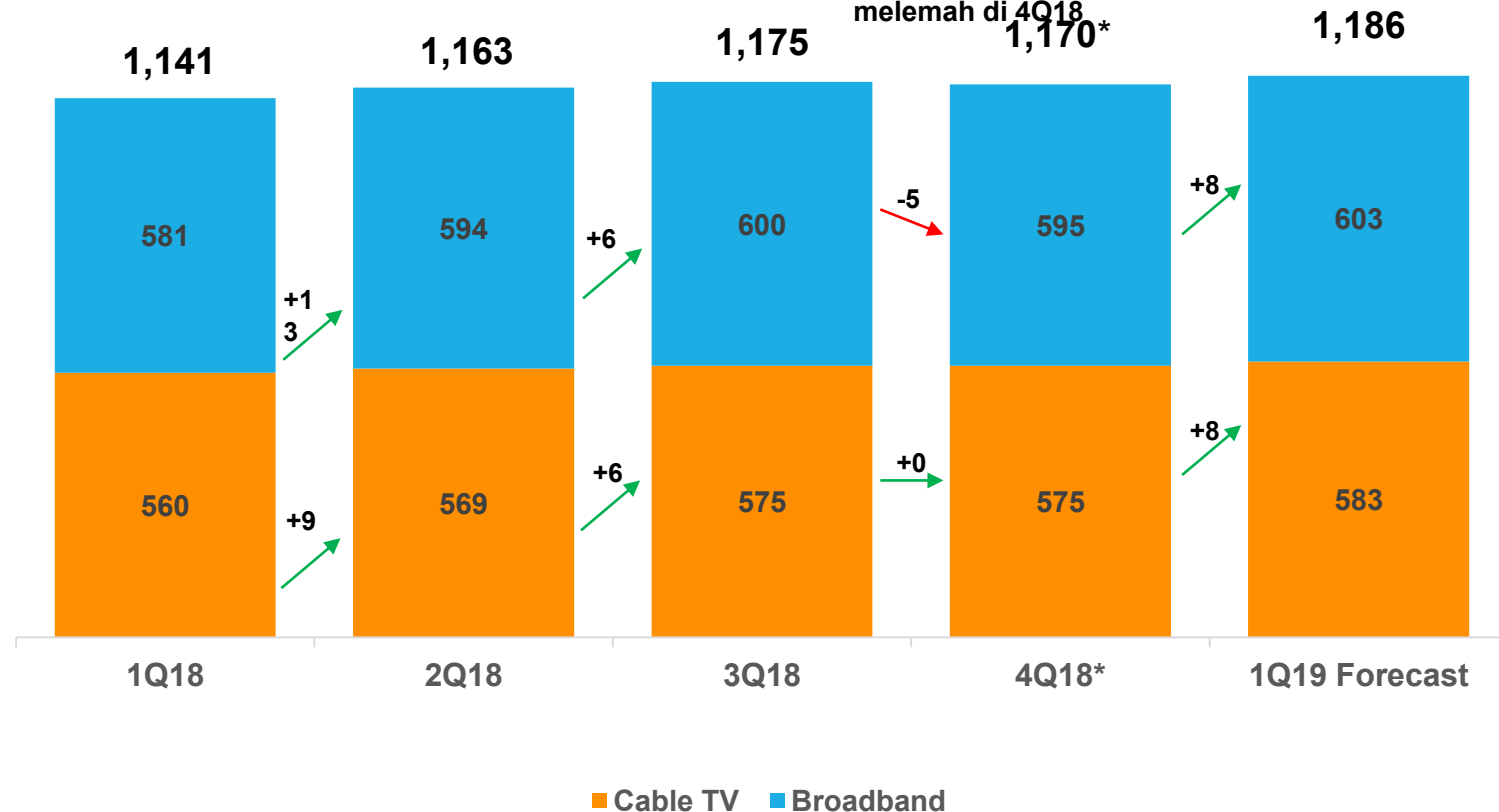
# Pendapatan Rata-Rata per Pelanggan (ARPU) (dalam ribuan Rupiah)



# Jumlah Pelanggan (dalam ribuan)

## Jumlah Pelanggan

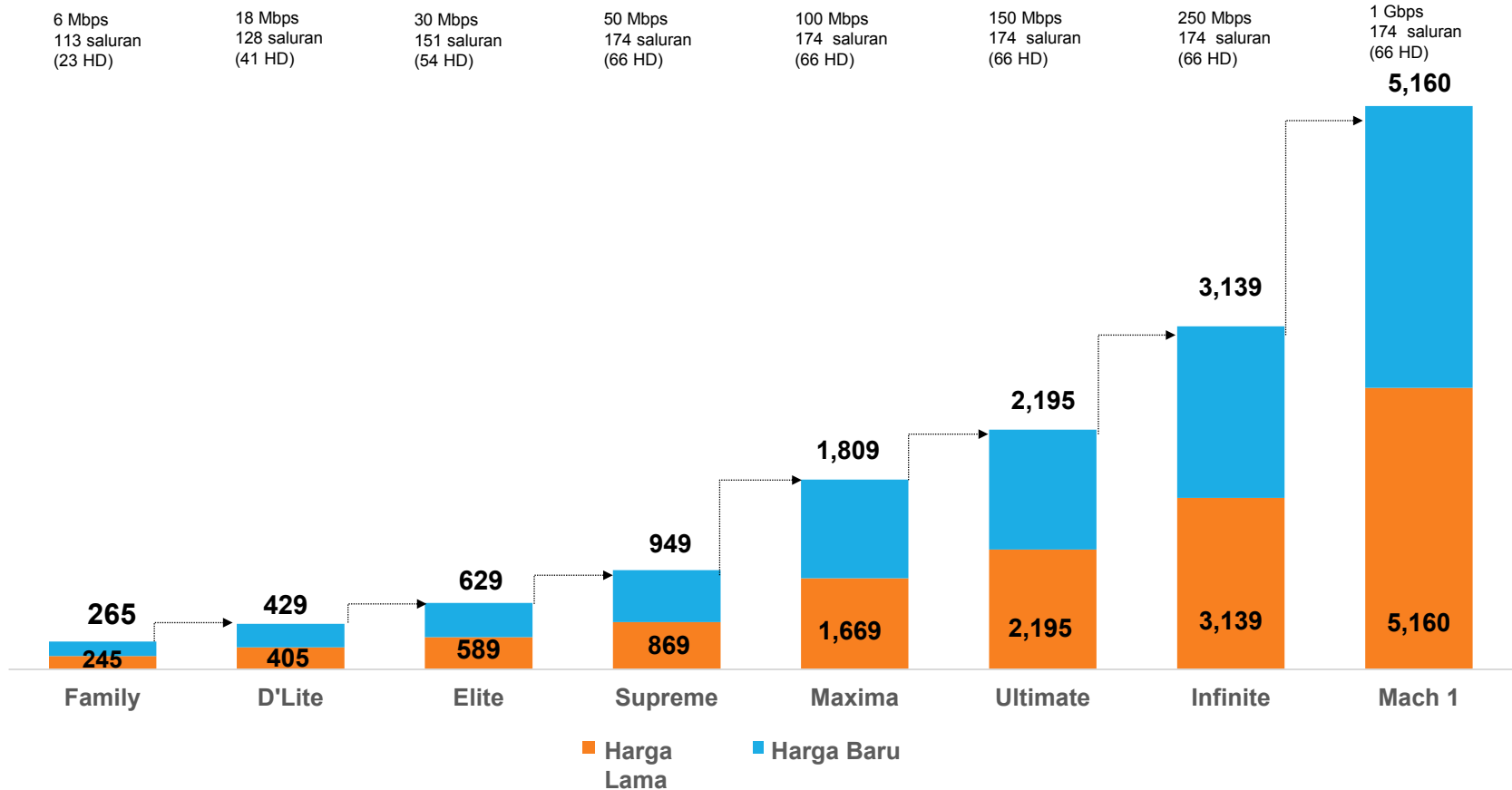
Kenaikan harga sebesar 8% yang diterapkan di 3Q18, menghasilkan pertumbuhan jumlah pelanggan yang melemah di 4Q18



\*Jumlah pelanggan Broadband setelah pemutusan 5,000 pelanggan dari Internux



# Kenaikan Harga per Paket (dalam ribuan Rupiah)



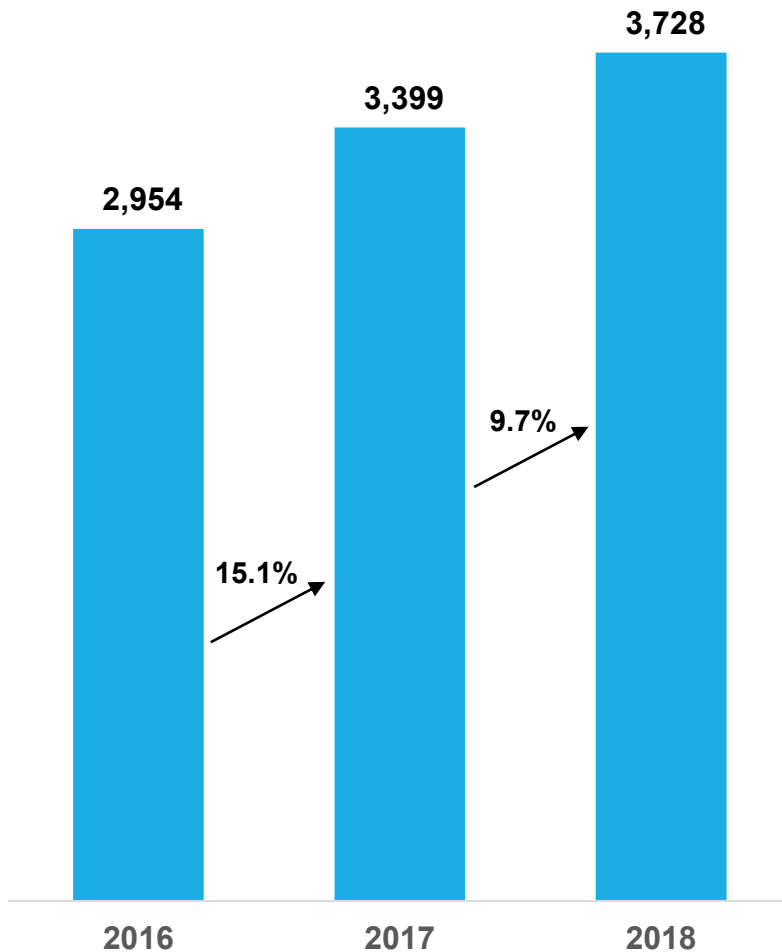
a) Semua harga sudah termasuk biaya sewa CPE, tidak termasuk pajak 10% dan tambahan saluran. Jumlah saluran yang ditawarkan Link Net adalah 174 saluran.

b) Modem nirkable Docsis 3.0 (sebelumnya Docsis 2.0) dan STB HD untuk paket FAMILY dan D'LITE. Modem Wi-Fi Docsis 3.0 dan STB X1 4K (sebelumnya X1 HD STB) untuk paket ELITE. Harga yang tertera adalah untuk semua paket termasuk tambahan layanan First Media X

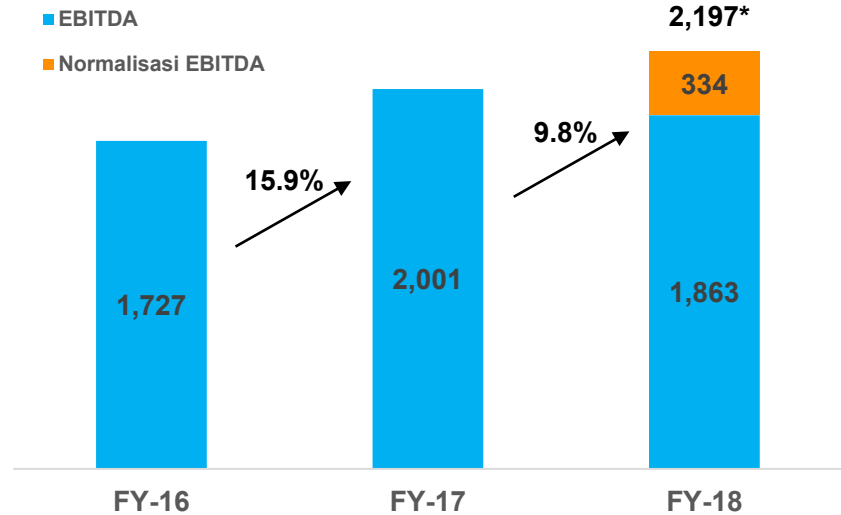
# Ikhtisar Keuangan – Penghasilan, EBITDA, dan Laba Bersih

(dalam milyaran Rupiah)

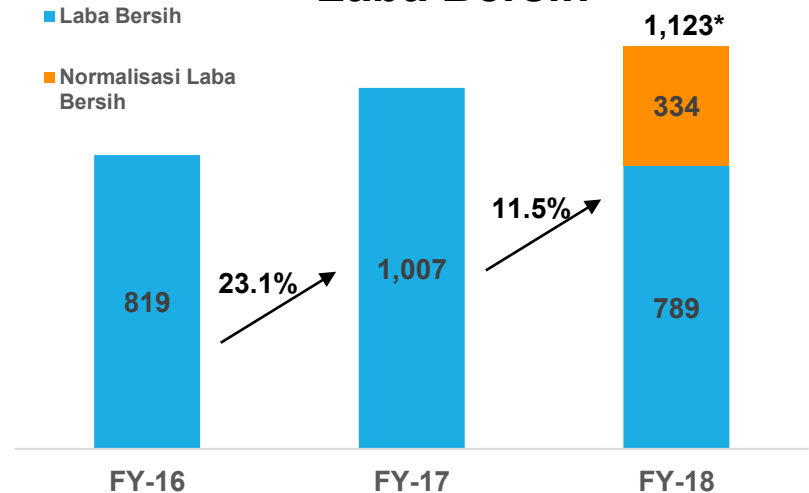
## Penghasilan



## EBITDA



## Laba Bersih



\*EBITDA & Laba Bersih tercatat Rp1,863 milyar & Rp789 milyar pada FY18 karena terjadi penghapusan piutang sekali sebesar Rp 334 milyar. Normalisasi EBITDA & Laba Bersih sebelum penghapusan piutang adalah Rp2,197 milyar dan Rp1,123 milyar.

## Pembelian Kembali Saham

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1. Peraturan:
  1. Jumlah maksimum pembelian saham hingga 14 Juli 2019 adalah 216,028,106 lembar saham
  2. Jumlah maksimum pembelian saham hingga 19 Juli 2019 adalah 75,146,002 lembar saham
2. Jumlah saham yang dibeli kembali hingga 15 April 2019 – 5,406,900 lembar saham
3. Harga rata-rata saham yang dibeli kembali: Rp4,394

## Perubahan Jajaran Manajemen



**Victor Indajang, Deputy CEO & COO**

- Memiliki pengalaman yang panjang sebagai Direktur Operasi dan Teknologi di bidang banking dan industri broadband selama 13 tahun
- Sebelumnya, Beliau menjabat sebagai Direktur Operasi di Link Net dari tahun 2009 hingga 2015
- Beliau berpengaruh besar dalam pengembangan operasi Perseroan untuk mendukung jaringan Link Net



**Johannes, Chief Financial Officer**

- Beliau memiliki pengalaman lebih dari 20 tahun di bidang Finance dan Audit melalui berbagai jabatan senior eksekutif
- Sebelum bergabung dengan Perseroan, Beliau menjabat sebagai Senior Finance Executive di PT Smart Tbk (Sinarmas Group)