



PT Link Net Tbk.

Paparan Publik Tahunan 2024
Senin, 16 Desember 2024



▀ Tentang Link Net

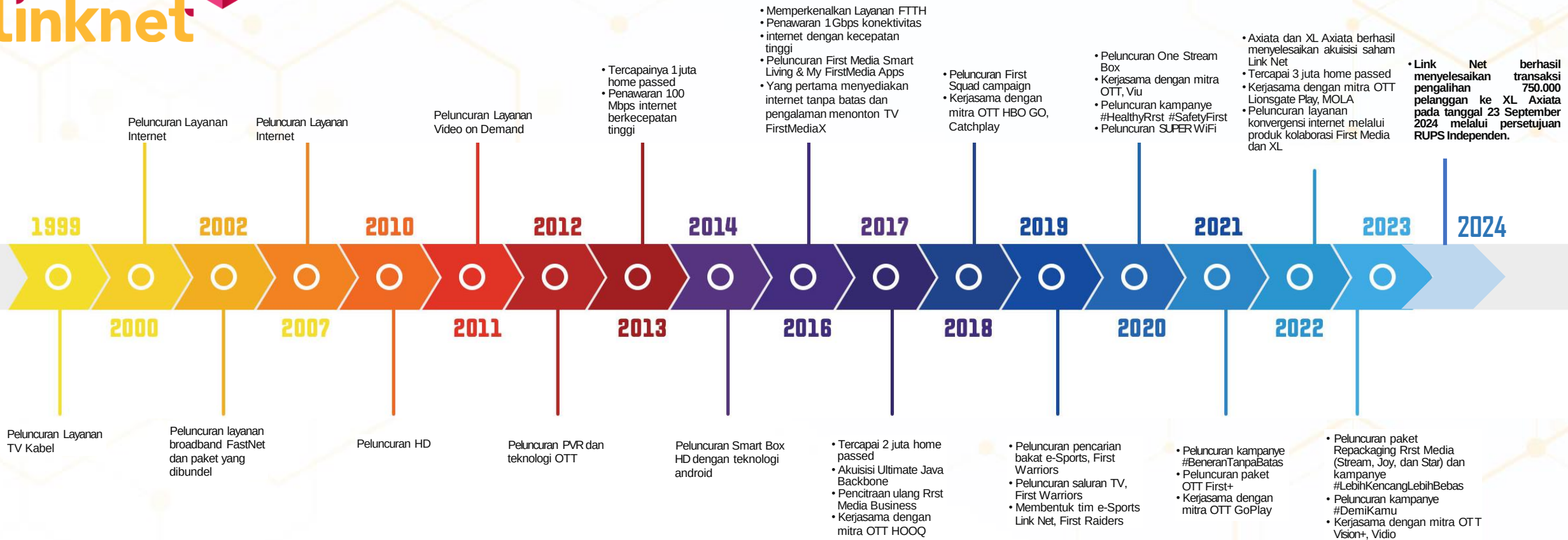
Jangkauan Link Net

Terus memperluas jangkauan kami untuk menjangkau lebih banyak kota di Indonesia



TOTAL HOME PASS

4 million
di 47 kota



Keunggulan Kompetitif Kami

Selalu melayani pelanggan dengan produk dan kualitas layanan terbaik



HIBURAN TANPA BATAS DENGAN KONTEN TERBAIK

Saluran Terbanyak dengan
Jumlah saluran HD tertinggi
dari penyedia mana pun di
Indonesia
(>200 saluran)

Over-The-Top (OTT)
(CATCHPLAY+, HBO GO,
VIU, Lionsgate Play, MOLA,
Vision+, Vidio dan lainnya
yang akan datang)

PEMIMPIN DALAM INOVASI PRODUK

Digital Smart Box X1
TV pintar interaktif

FirstMediaX
Aplikasi TV di mana saja

DOCSIS 3.1
Kecepatan hingga 10Gbps)

SuperWifi
Mesh Wifi router untuk jangkauan terbaik

KUALITAS PELAYANAN SUPERIOR

**Service Level Agreement
(3 – 4 jam)**
untuk menanggapi
masalah jaringan

Pusat Bantuan 24 Jam
Layanan Khusus untuk
Pelanggan Premium

My FirstMedia App
Layanan solusi cepat digital
one- stop 24 jam

JARINGAN KONEKSI TERPERCAYA

Peningkatan & memelihara
jaringan reguler

Implementasi **CNH (Status
Kesehatan Jaringan
Pelanggan)**, sebuah sistem
yang memantau kesehatan
umum jaringan kami

20 tahun pengalaman
dalam membangun
arsitektur jaringan

Link Net Awards

2017 to 2023



Link Net Awards

2024





Ikhtisar Bisnis

A. Bisnis Fiber



Large, increasing coverage with proven partners

- Large existing base of 4m homes passed in attractive areas.
- Strong pipeline of contracted and uncontracted HPs.
- Access to the best contractors with no new learning required.
- Rights for many key International and local channels.



Better experienced than other FiberCos

- Managing the second biggest network.
- Focused on network rollout and management after the ongoing carve-out of retail business.
- Highly experienced and proven rollout team who delivered most of the current footprint.



Superior services

- Have retail business experience, therefore can give much better service as compared to pure FiberCos.
- Superior network quality and operating model.
- Ability to provision bandwidth at attractive rates, if needed.
- Largest channel portfolio for PayTV offering wholesome channel lineup.

Benefits of Link Net Fiber Client-Partner



Exclusivity

Gain competitive advantage before a competitor gets access to same rollout.



Pre-existing footprint

Get access to existing network of Linknet at preferential rates offered only to anchor tenants



Access to Media Content

Access to one of the best media brand in Indonesia at highly attractive rates.



Site selection support

Access to Linknet's expertise in co-identifying the best areas to deploy.



High-quality ONTs

Linknet takes the responsibility to procure and install the best- quality ONTs.

Our Clients & Partners





Ikhtisar Bisnis

B. Bisnis Enterprise

Proven Expertise and Scalable Solution

- Proven long term portfolio of Reliable Connectivity
- Owners of 3 submarine cable systems with multiple paths to international gateway
- Scalable ICT Solution to meet the needs of every business size
- Recognized as the Winner of Service Quality Award in ISP for Corporate Customers

Delicate Service and Strong Commitment

- Customer as Priority is our Company Values
- Certified Engineers and Dedicated corporate assistances
- 24/7 well trained corporate helpdesks
- ISO Certifications

Licenses

- Internet Services Provider License (ISP)
- Local Fixed Network Packet-Switched Based Provider License
- Closed Fixed Network Provider License
- Network Access Point Provider License (NAP)
- VSAT Jartup License
- Pay TV



ISO 37001:2016
ISO 9001:2015
ISO 20000-1:2018
ISO 27001:2013
ISO 14001:2015
ISO 45001:2018
SMK3

Network

- Total Cable Length > 35.000 Km, CO, FO
- High Rise Buildings Coverage : > 200 Building in Jakarta Area
- PoPs ready nationwide, including in Prominent Data Centers:
 - ✓ Local : IDC, DCI, APJII, Elitery, Telkom DC, Tekno Village, Edge, BDDC, BDX, Area31, PDG, etc
 - ✓ International : Equinix, Global Switch



Providing Services **Beyond Connectivity**

OUR SERVICES



Connectivity



Corporate TV



ICT Solution



Media Sales



Professional
Services

INDUSTRY & SPECIAL SOLUTIONS



IoT Solution



Smart
Industrial
Solution



Smart Board



Remote
Solution



Hospitality
Solution



Security
Solution

Serve More Than 3,300 Customers



Financial Sector Industry (FSI)



Energy and Resource Sector



Digital Business / e-commerce



TMT



Retail



Hospitality



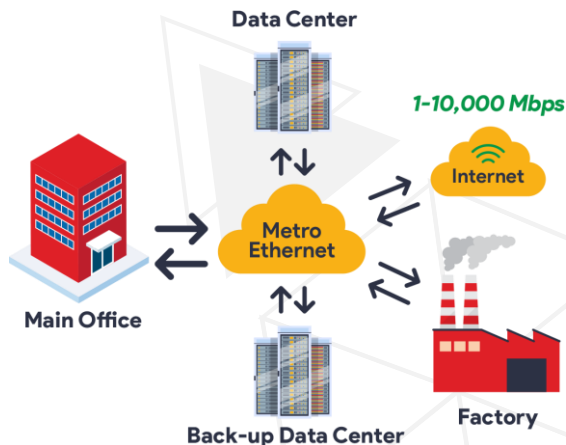
Government



Services Beyond Connectivity

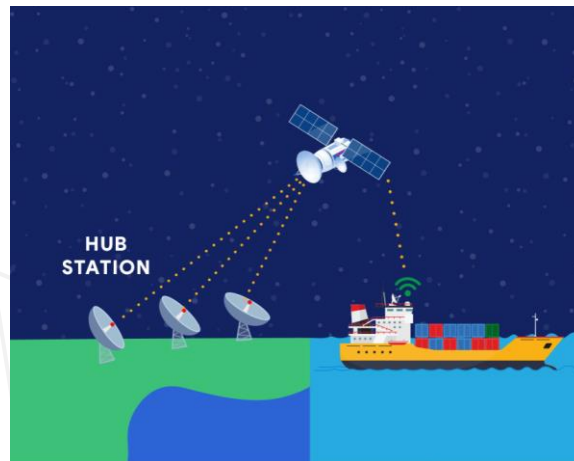
Terrestrial Connectivity

- > Local Link through Fiber Optic & wireless connection
- > International private line
- > Intercity connectivity



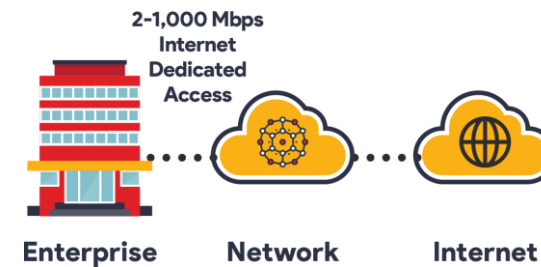
VSAT Connectivity

- > Remote area connection
- > Mobile VSAT solution



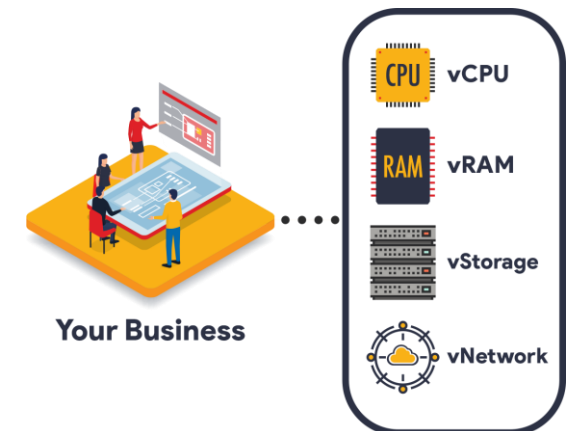
Content Services

- > Internet content (International, private peering & local)
- > Vcon, Voice, SMS, handled bundling services
- > Application bundling include Cloud & Private collocation



ICT Solution

- > Cloud & Data Center services
- > Supply & managed ICT peripheral (Router, access point, server, office peripheral/CPE)



Advance Industry Solutions



IOT SOLUTION

Supporting industry 4.0,
This solution is expected to
accelerating your digital business.
From smart utility, smart office, smart
surveillance etc.

REMOTE SOLUTION

Remote Solutions is the Information
and Communication Technology
Solutions areas with limited
infrastructure. Suitable for Branches,
Rural area, Drilling, etc.

HOSPITALITY SOLUTION

Accelerate Hospitality Segment
Customers transform from Analog to
Digital End-Point. Providing IPTV
System, PMS, Digital Concierge, and
helping customer to save the cost.

TRANSFORMASI SMART BUILDING
MELALUI LAYANAN
KONEKTIVITAS PREMIUM
Optimalisasi operasional bisnis Anda bersama Link Net



ICT SOLUTION NIRKABEL
MENDUKUNG REMOTE WORKING
DI RURAL AREA



WUJUDKAN **AKSELERASI** BISNIS HOSPITALITY
MELALUI TEKNOLOGI ANDAL





Ikhtisar Bisnis

C. Bisnis Media

Komitmen untuk Menjadi Penyedia Internet, TV Berbayar, dan Hiburan Terkemuka di Indonesia



Konten Lokal Utama	Faktual & Gaya Hidup	Hiburan Regional & Anak-Anak	Film & Hiburan	Saluran Olahraga dan Berita Terkemuka	OTT

- ☒ Jumlah saluran HD dan 4K tertinggi untuk memberikan pengalaman HD berkualitas tinggi bagi pelanggan:
 - Menawarkan 101* saluran HD and 4 saluran 4K
 - Total 222^(a) saluran (101HD, 121 SD, 4 4K)
- ☒ Pertama yang meluncurkan layanan TV Anywhere dengan lebih dari 100 saluran
 - Jumlah saluran TV Anywhere tertinggi di antara operator TV kabel
- ☒ Kerjasama dengan penyedia OTT yang semakin meningkatkan perpustakaan konten OTT untuk pelanggan

- ☒ Pemahaman mendalam dan unik tentang preferensi pemirsa di Indonesia
- ☒ Sumber konten melalui berbagai penyedia internasional dan lokal, yang telah menjalin hubungan yang mendalam dengan Link Net

Pilihan Saluran Terluas dan Beragam Untuk Menyesuaikan Preferensi Pemirsa

(a) Berdasarkan penawaran paket yang paling tinggi



▀ Ikhtisar Finansial & Operasional

Rangkuman Pencapaian Finansial pada YTD Sep 24 & 3Q24

Pencapaian YTD Sep 2024

Pendapatan dibukukan di
Rp 2,78 triliun
menurun
5,1%
pada YTD Sep 24 vs YTD Sep 23

EBITDA tercatat di
Rp 1,234 triliun
menurun
5.9%
pada YTD Sep 24 vs YTD Sep 23

Marjin EBITDA pada
44.4%
di YTD Sep 24

Laba Bersih tercatat sebesar
minus Rp 802 miliar
menurun
192.5%
pada YTD Sep 24 vs YTD Sep 23

Marjin Laba Bersih pada
minus 28.8%
di YTD Sep 24

Pencapaian 3Q 2024

Pendapatan dibukukan di
Rp 950 miliar
menurun
1,82%
pada 3Q 24 vs 3Q 23

EBITDA tercatat di
Rp 361 miliar
menurun
7,89%
pada 3Q 24 vs 3Q 23

Marjin EBITDA pada
38.0%
di 3Q 24

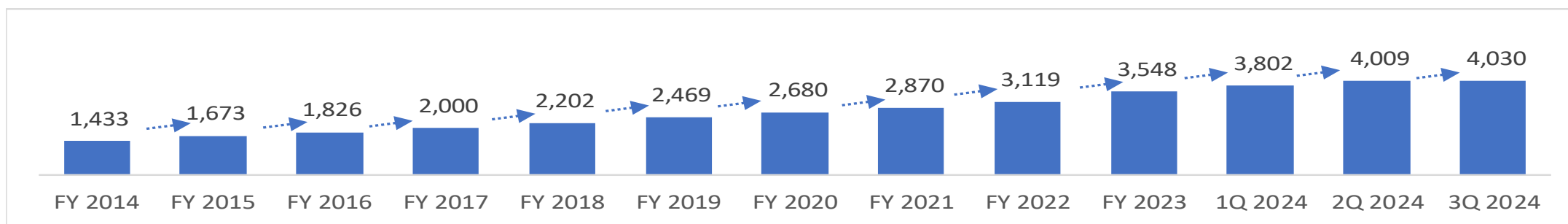
Laba Bersih tercatat sebesar
minus Rp 519miliar
menurun
100.5%
pada 3Q 24 vs 3Q 23

Marjin Laba Bersih pada
minus 54.7%
di 3Q 23

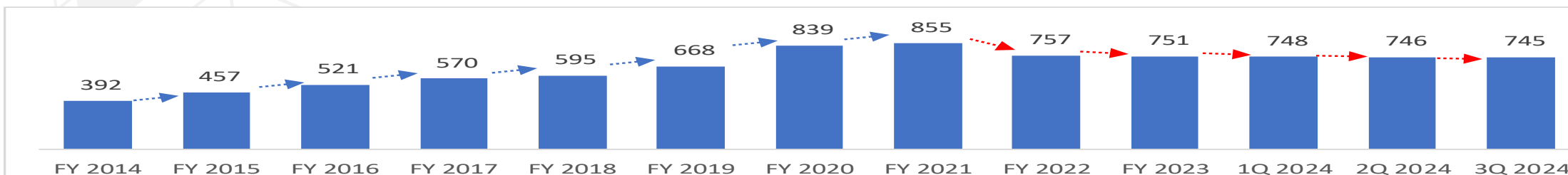
Tingkat Penetrasi Jaringan



Home Passed ('000)

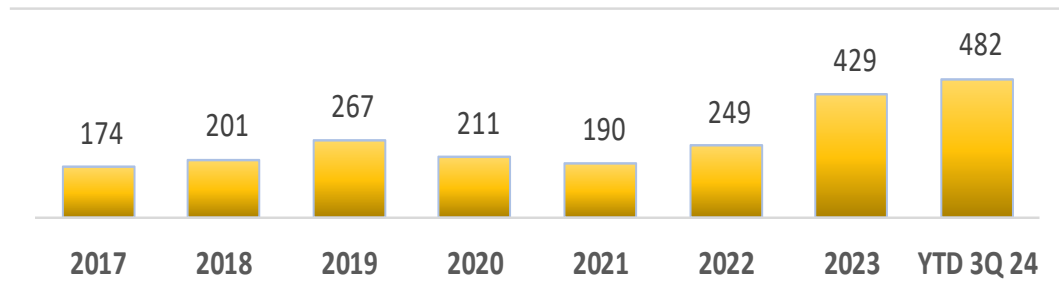


Total Pelanggan ('000)

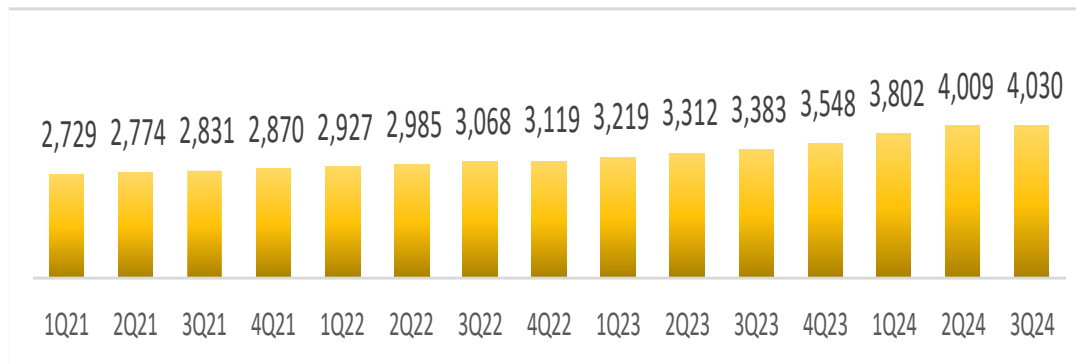


Ringkasan Hasil Keuangan dan Operasional

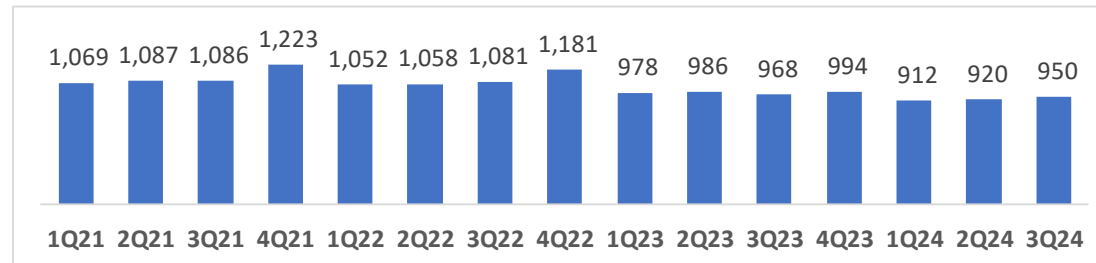
Penambahan Homes Passed (dalam'000)



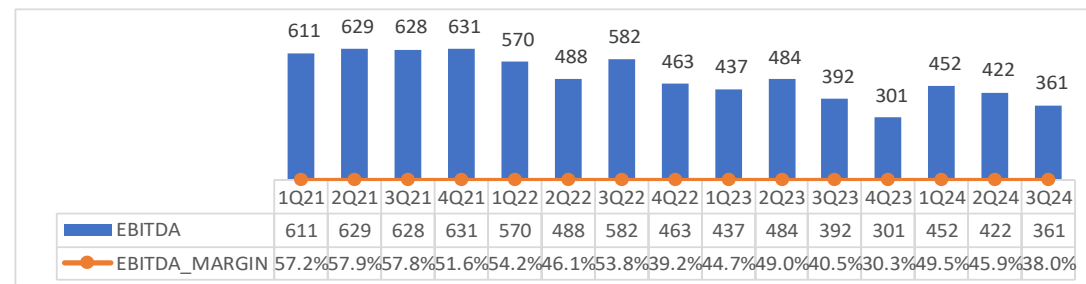
Total Homes Passed (dalam'000)



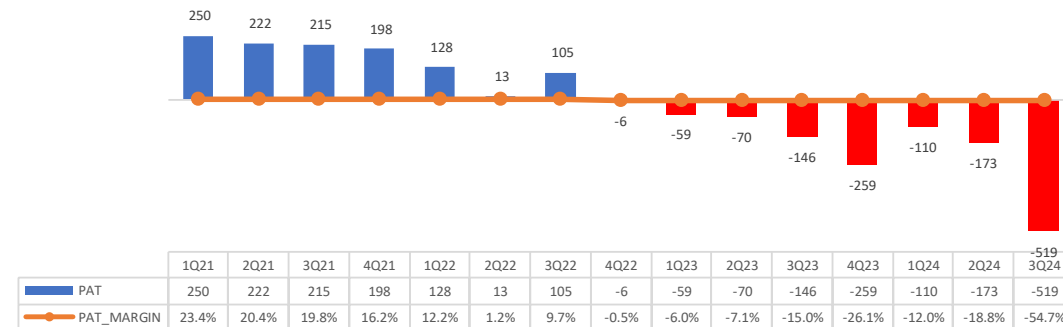
Pendapatan (Rp miliar)



EBITDA (Rp miliar)



Laba Bersih (Rp miliar)



DISCOVER
POSSIBILITIES

With Us!

www.linknet.co.id



linknet 