



No.: SB-113/CSL-LN/PE/XII/24

Jakarta, 18 Desember 2024 / 18 December 2024

Kepada Yth./To,

**Direktur Penilaian Perusahaan /Director of Listing  
PT Bursa Efek Indonesia (“BEI”) / Indonesia Stock Exchange (“IDX”)**

Gedung Bursa Efek Indonesia, Tower 1  
Jl. Jend. Sudirman Kav. 52-53  
Jakarta 12190

**Perihal / Subject : Penyampaian Hasil Paparan Publik Tahunan PT Link Net Tbk / Submission on the Result of Annual Public Expose of PT Link Net Tbk**

Dengan hormat,

*With due respect,*

Memenuhi ketentuan butir III.3 Peraturan Nomor I-E tentang Kewajiban Penyampaian Informasi (Lampiran Keputusan Direksi BEI Nomor: Kep-00066/BEI/09-2022 tanggal 30 September 2022), berikut kami sampaikan laporan pelaksanaan Paparan Publik Tahunan PT Link Net Tbk (“**Link Net**” atau “**Perseroan**”) sebagai berikut:

*To comply with the provision of point III.3 of Regulation Number I-E concerning the Obligation of Information Submission (Attachment to the Decree of the Board of Directors of IDX Number: Kep-00066/BEI/09-2022 dated 30 September 2022), herewith we would like submits the result of the Public Expose of PT Link Net Tbk (“**Link Net**” atau “**Company**”) as follows:*

1. Paparan Publik Tahunan Perseroan telah dilaksanakan pada:  

Hari, Tanggal / Day, Date :	Senin, 16 Desember 2024 / Monday, 16 December 2024
Waktu / Time :	: 14:00 WIB – 14:50 WIB / 2.00 pm – 2.50 pm
Tempat / Venue :	: Live event – Microsoft Team
2. Manajemen Perseroan yang hadir:  

- Bapak Kanishka Gayan Wickrama	(Direktur / Director)
- Bapak Yosafat Hutagalung	(Direktur / Director)
- Bapak Ronald Chandra Lesmana	(Management)
- Bapak Eric Satya Ariyanto	(Management)
- Bapak Linggajaya	(Management)
- Bapak Thilan Wijesuriya	(Management)
3. Peserta Paparan Publik Tahunan sebagaimana daftar terlampir (Lampiran 1).
4. Ringkasan tanya jawab dalam Paparan Publik Tahunan terlampir (Lampiran 2).
5. Pemaparan materi Paparan Publik Tahunan disampaikan dalam bentuk presentasi terlampir (Lampiran 3).
1. *Annual Public Expose of the Company held on:*  
*1. Management of the Company present:*  
*2. Participant of Annual Public Expose as attached (Appendix 1).*  
*3. The summary of question and answer session of the Annual Public Expose as attached (Appendix 2).*  
*4. The Annual Public Expose material presented as attached (Appendix 3).*



Demikian dapat kami sampaikan,  
perhatiannya kami ucapkan terima kasih.

atas *Please be informed accordingly, thank you for  
your kind attention.*

Hormat kami / *Sincerely yours,*  
**PT Link Net Tbk**

A handwritten signature in black ink, appearing to read "Rininta Agustina Widya Pratika".

---

**Rininta Agustina Widya Pratika**  
*Corporate Secretary*



**Daftar Peserta / Participation list**

1.	Ayip Sugianto	Publik/Shareholder
2.	Annisa Saumi	Media - Bisnis Indonesia
3.	Hotman Hутагалунг	Publik/Shareholder
4.	Kafi Ananta Azhari	Publik/Shareholder
5.	Petrus Dabu	Media - Theeconomics.com
6.	Achmad Hermansjah	Publik/Shareholder
7.	Dinar Fitra Maghiszha	Media - IDX Channel
8.	Niko Margaronis	Publik/Shareholder
9.	Whitesides	Publik/Shareholder
10.	Bagaskara Wiratirta	Publik/Shareholder



### **Ringkasan tanya jawab / Summary of question and answer**

#### **Pertanyaan 1 / Question 1 (Achmad Hermansjah – Publik/Shareholder):**

1. Kapan Link Net dapat menghasilkan laba pasca pengalihan bisnis ke XL Axiata?
2. Progress atas isu link net menjual aset fiber optik kepada pihak lain bagaimana?
3. Apa dampak merger XL-Smartfren terhadap bisnis Link Net ke depan
1. *When will Link Net be able to make a profit after the business transfer to XL Axiata?*
2. *What is the progress on the issue of Link Net selling fiber optic assets to other parties?*
3. *What impact will the XL-Smartfren merger have on Link Net's business going forward?*

#### **Jawaban / Answer:**

1. Investasi pengembangan jaringan menjadi prioritas utama Perseroan saat ini, dan di tahun 2025 dan 2026 rencana belanja modal untuk perluasan jaringan. Kami berharap Perseroan akan kembali meraih keuntungan atau laba pada tahun-tahun setelah itu. Namun, itu semua akan tergantung pada seberapa banyak perluasan jaringan yang akan kami lakukan selama periode tersebut.
2. Mengacu pada pengumuman sebelumnya, meskipun XL adalah penyewa utama jaringan Link Net. Saat ini, kami memiliki operator pihak ketiga lainnya di mana kami telah mulai melakukan kerja sama.
3. Link Net tidak menjadi bagian dalam proses merger antara XL dan Smartfren. Mengingat saat ini XL merupakan penyewa utama, hal ini tentu akan berdampak positif bagi Link Net. Semakin kuat posisi pasar XL setelah merger, semakin kuat juga penetrasi jaringan Link Net, yang akan membantu mendorong bisnis Link Net ke depannya.

1. *Network development investment is the Company's top priority at present, and in 2025 and 2026 the capital expenditure plan is for network expansion. We expect the Company to return to profitability in the years after that. However, it will all depend on how much network expansion we will undertake during that period.*
2. *Referring to the previous announcement, although XL is the main customer of Link Net's network, currently, we have the other third-party operators with whom we have started the cooperation.*
3. *Link Net is not part of the merger process between XL and Smartfren. Given that XL is currently the main customer, this will certainly have a positive impact on Link Net. The stronger XL's market position after the merger, the stronger Link Net's network penetration, which will help drive Link Net's business going forward.*

#### **Pertanyaan 2 / Question 2 (Dinar dan Anissa – Media):**

1. Bagaimana fokus ekspansi Link Net setelah XL Axiata mengumumkan merger dengan Smartfren? Apakah restrukturisasi bisnis LINK tetap berjalan dengan adanya merger ini?
2. Berapa capex yang disiapkan untuk tahun depan, dan akan digunakan untuk apa saja? Berapa dana yang disiapkan untuk ekspansi *homes passed* tahun depan dan berapa juta target pembangunan *homes passed* yang akan dilakukan tahun depan?

1. *What is Link Net's expansion focus after XL Axiata announced its merger with Smartfren? Does LINK's business restructuring continue with this merger?*
2. *How much capex is set for next year, and what will it be used for? How much funding is set aside for next year's homes passed expansion and how many million homes passed builds will be targeted next year?*

3. Bagaimana dengan target *top line* dan *bottom line* untuk tahun ini? Lalu untuk tahun depan bagaimana targetnya?
3. *What is the top line and bottom line target for this year? What is the target for next year?*

Jawaban / Answer:

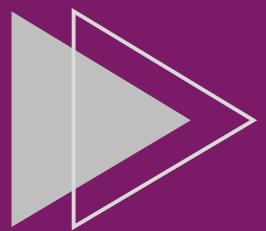
1. Seperti yang telah disampaikan sebelumnya, Link Net tidak menjadi bagian dalam proses merger antara XL dan Smartfren. Sehingga, Link Net akan tetap melanjutkan operasi bisnis sambil meninjau ulang ekspansi kami.
2. Sebagian besar belanja modal akan digunakan untuk pembangunan jaringan FTTH, kami menargetkan tambahan 1 juta hingga 1,5 juta *homes passed* untuk tahun 2025.
3. Saat ini kami sedang memfinalisasi rencana bisnis untuk tahun-tahun ke depan, sehingga kami belum dapat mengomentari lebih lanjut terkait dengan target *top line* dan *bottom line*.
1. *As previously stated, Link Net was not part of the merger process between XL and Smartfren. So, Link Net will continue to operate our business while reviewing our expansion.*
2. *Most of the capital expenditure will be used for FTTH network development, we are targeting an additional 1 million to 1.5 million homes passed by 2025.*
3. *Currently, we are finalizing our business plan for the coming years, so we cannot comment further on top line and bottom line targets.*



# PT Link Net Tbk.

Paparan Publik Tahunan 2024  
Senin, 16 Desember 2024

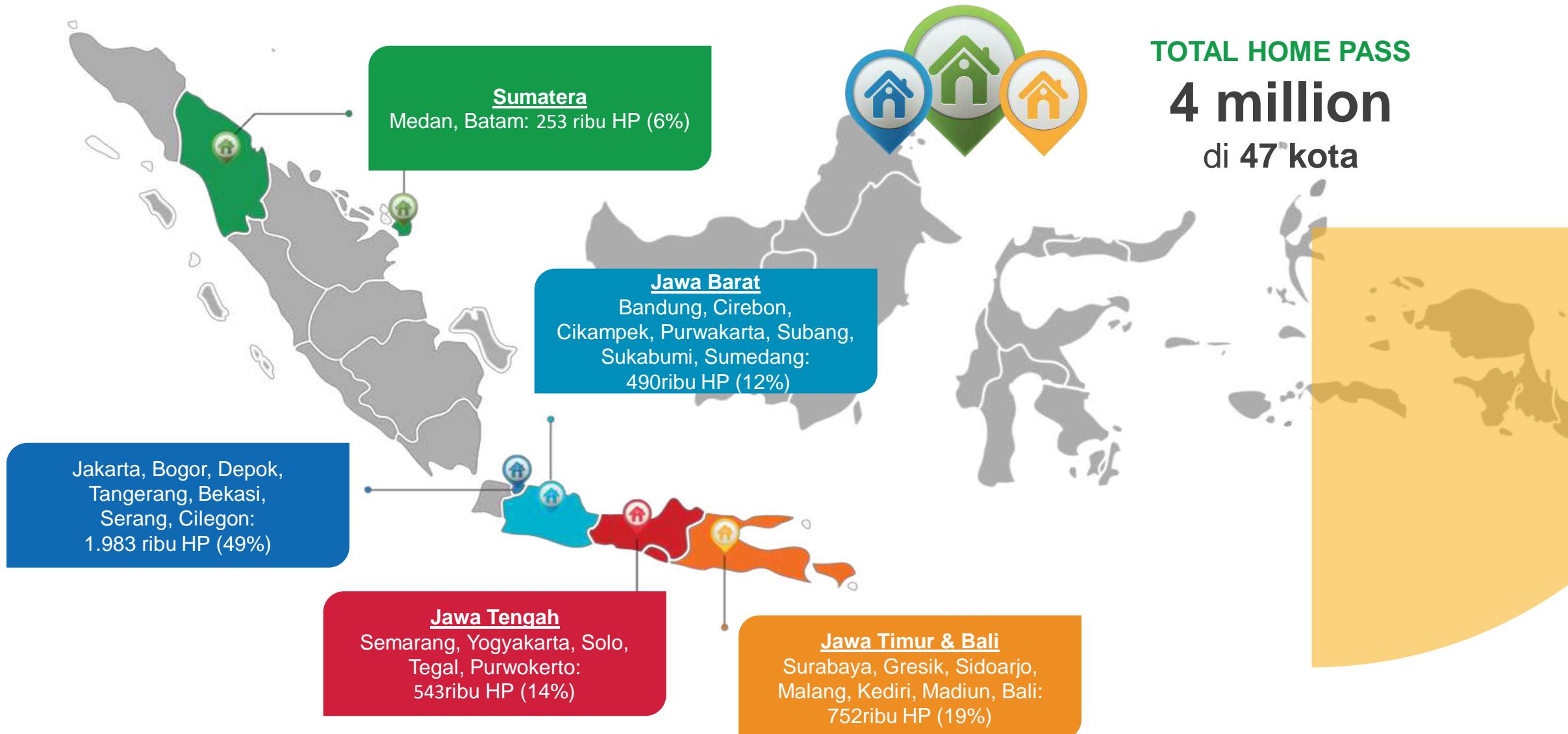


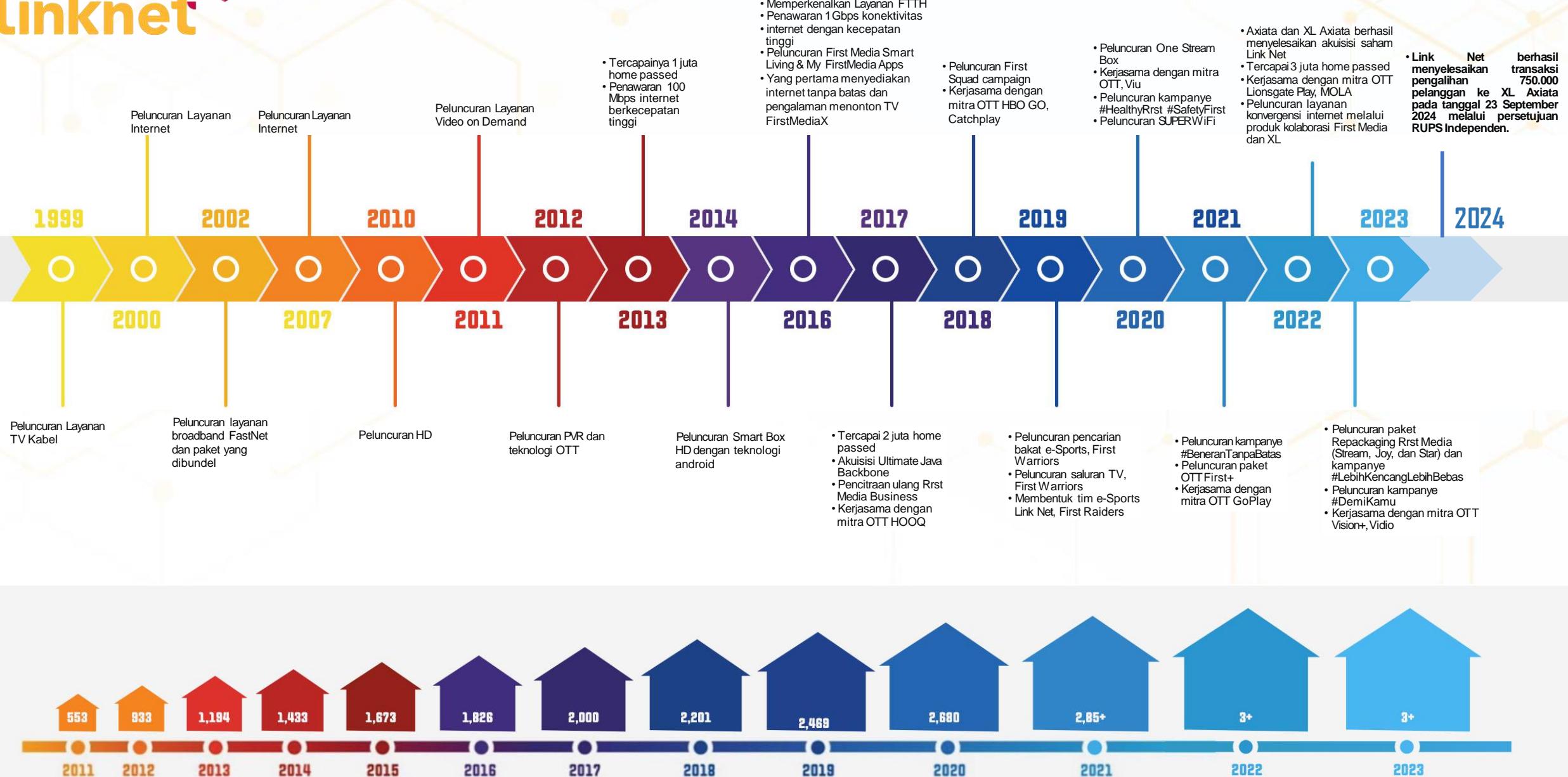


## ► Tentang Link Net

# Jangkauan Link Net

Terus memperluas jangkauan kami untuk menjangkau lebih banyak kota di Indonesia





# Link Net Awards

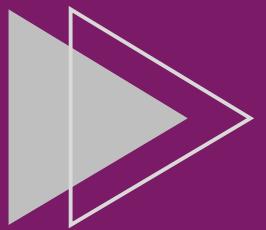
2017 to 2023



# 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.

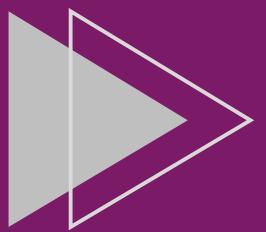


## High-quality ONTs

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



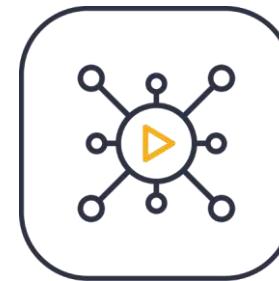
Connectivity



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

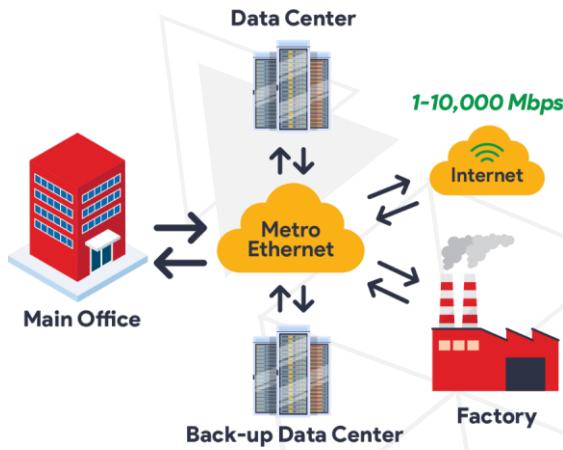


# Services Beyond Connectivity



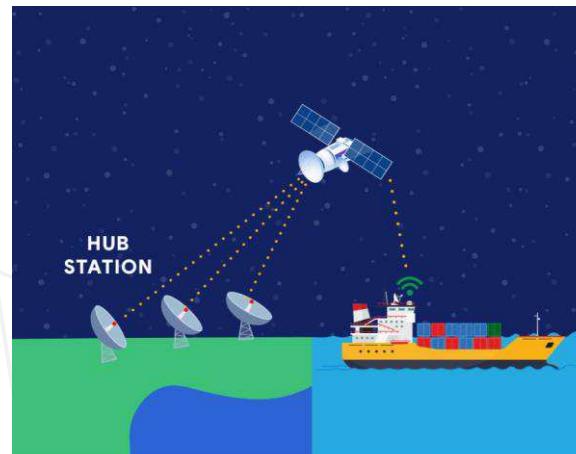
## Terrestrial Connectivity

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



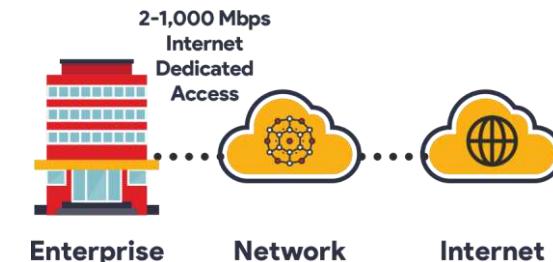
## VSAT Connectivity

- Remote area connection
- Mobile VSAT solution



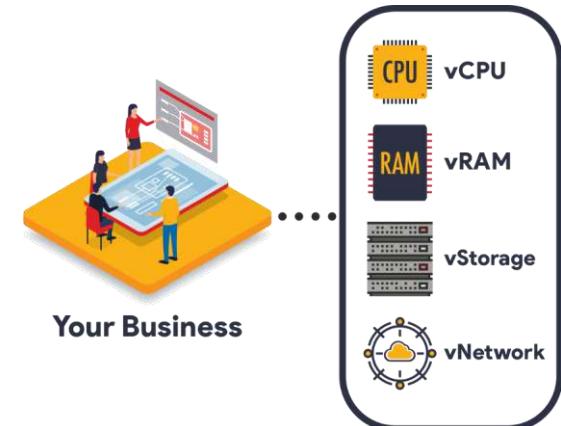
## Content Services

- 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.

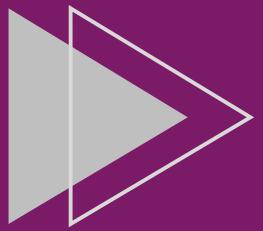
## ICT SOLUTION NIRKABEL MENDUKUNG REMOTE WORKING DI RURAL AREA



## 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.





► **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<sup>(a)</sup> 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

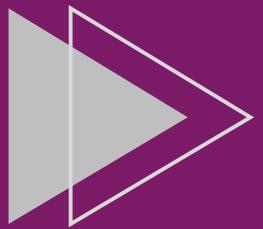
- Kerjasama dengan penyedia OTT yang semakin meningkatkan perpustakaan konten OTT untuk pelanggan

- 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 519 miliar** menurun **100.5%** pada 3Q 24 vs 3Q 23

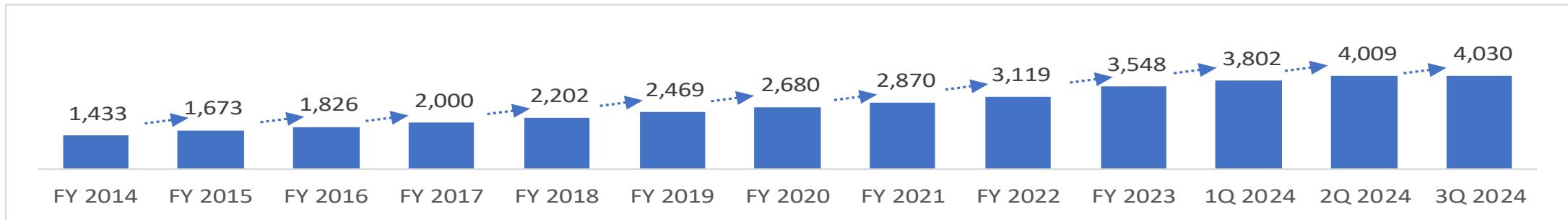
**Marjin Laba Bersih** pada **minus 54.7%** di 3Q 23

# Ikhtisar Operasional

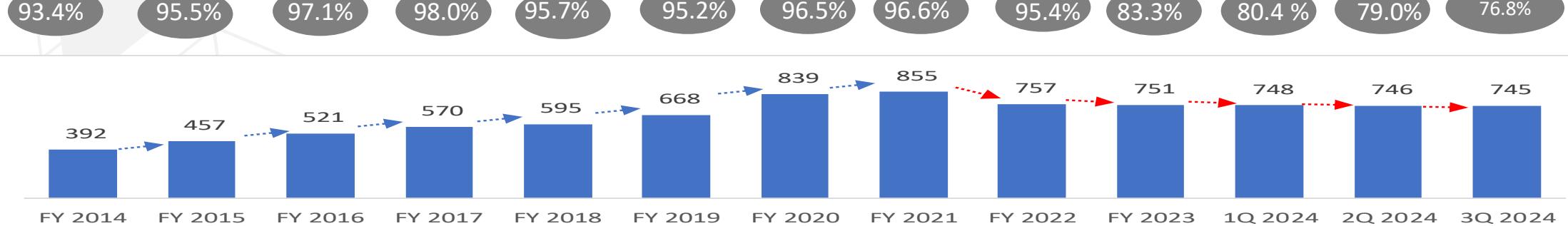
## Tingkat Penetrasi Jaringan



## Home Passed ('000)

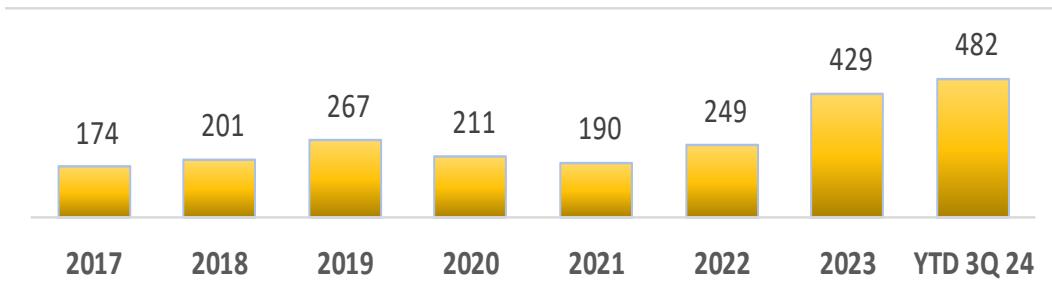


## Total Pelanggan ('000)

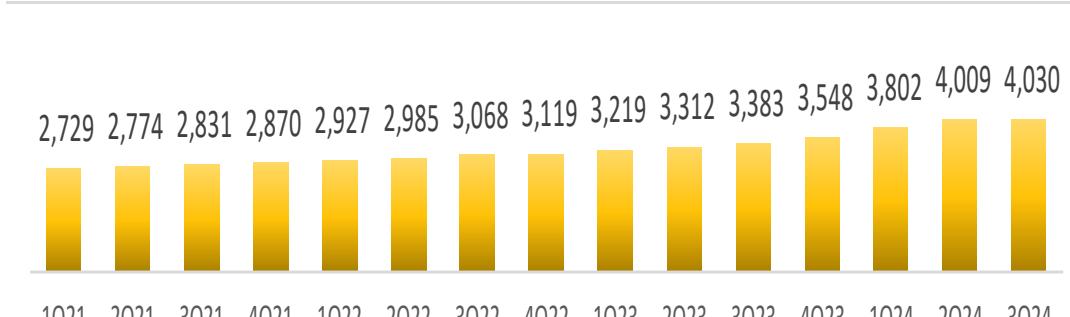


# Ringkasan Hasil Keuangan dan Operasional

Penambahan Homes Passed (dalam'000)



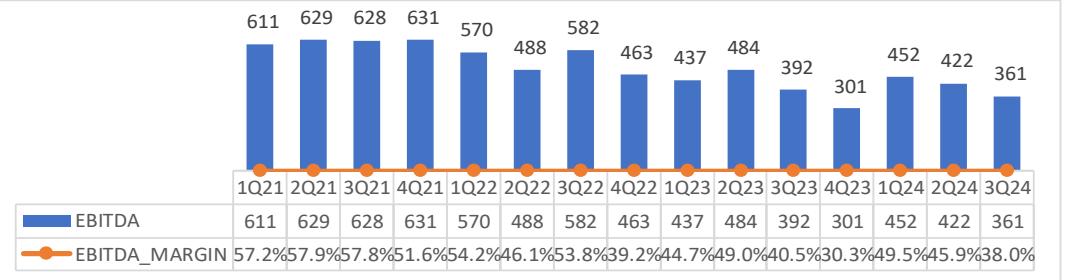
Total Homes Passed (dalam'000)



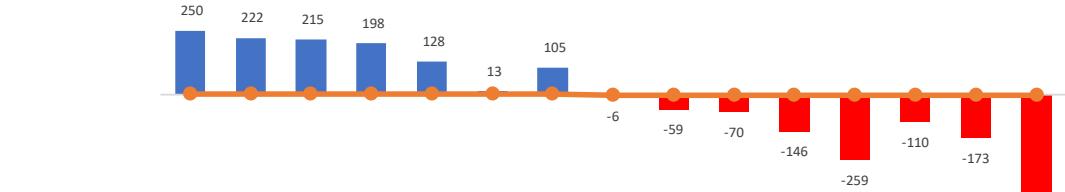
Pendapatan (Rp miliar)



EBITDA (Rp miliar)



Laba Bersih (Rp miliar)



	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23	3Q23	4Q23	1Q24	2Q24	3Q24
PAT	250	222	215	198	128	13	105	-6	-59	-70	-146	-259	-110	-173	-519
PAT_MARGIN	23.4%	20.4%	19.8%	16.2%	12.2%	1.2%	9.7%	-0.5%	-6.0%	-7.1%	-15.0%	-26.1%	-12.0%	-18.8%	-54.7%

**DISCOVER**  
POSSIBILITIES

*With Us!*

[www.linknet.co.id](http://www.linknet.co.id)



**linknet** 