

No. Letter	SB-089/CSL-LN/BEI/VII/15
Company Name	PT Link Net Tbk
Stock Code	LINK
Attachment	2
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 3<sup>rd</sup>, 2015, 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:

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	August 3 <sup>rd</sup> , 2015 5:11:43
Attachment	OL_LN BEI - 20150803 - SB-089 - Penyampaian Slide Presentasi.pdf
	PT Link Net Results Update - 1H 2015_FINAL.pdf

This document is an official document of PT Link Net Tbk which do not require a signature for an electronically generated by the electronic reporting system. PT Link Net Tbk takes full responsibility for the information contained in this document.

No. SB-089/CSL-LN/BEI/VII/15

Jakarta, August 3<sup>rd</sup>, 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 June 30<sup>th</sup>, 2015.

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



**PT Link Net Tbk**  
**1H 2015 Results Update**  
**August 3, 2015**











## Section 1

### Financial performance

## Key highlights – 1H 2015

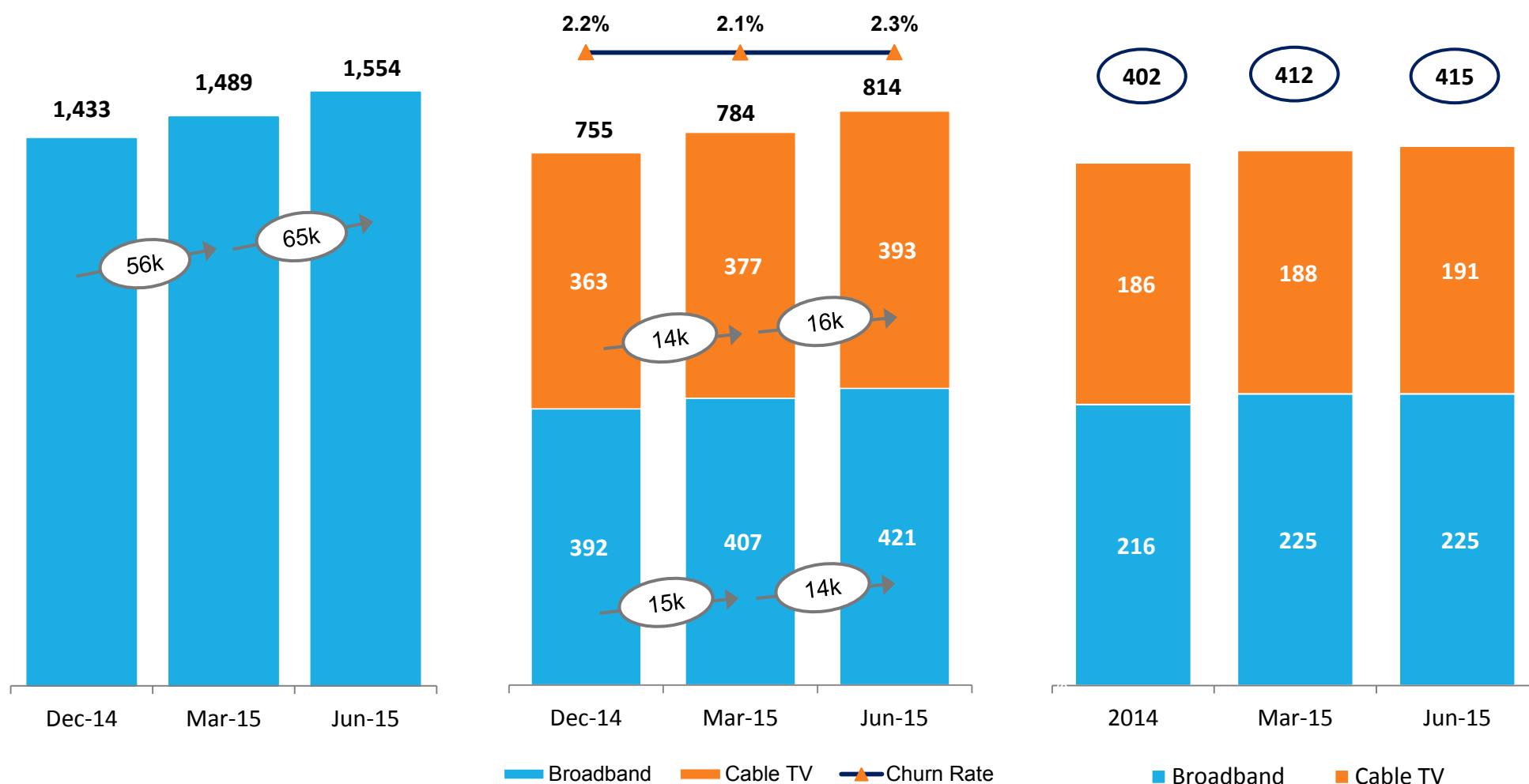
-  **Delivered steady financial results and yoy growth over last 2 quarters amidst external pressures**
  - Revenue of Rp 1,238 billion up 22%
  - EBITDA of Rp 715 billion up 23%
  - NPAT of Rp 314 billion up 13%
  
-  **Posted solid operating performance, further strengthening the foundation for our continued growth**
  - 1.55 million homes passed, 121k added in 1H 2015
  - 420,687 broadband RGUs, 29k added in 1H 2015
  - 392,850 cable TV RGUs, 30k added in 1H 2015
  - 94% bundling rate, up from 93% in prior year
  
-  **Continued product enhancements & innovations**
  - Maintained speed leadership with launch of 200 Mbps
  - Enhanced TV anywhere service and interactive experience
  
-  **Completion of FMTV majority stake acquisition**

# Continued strength in our operating performance

Homes Passed ('000)

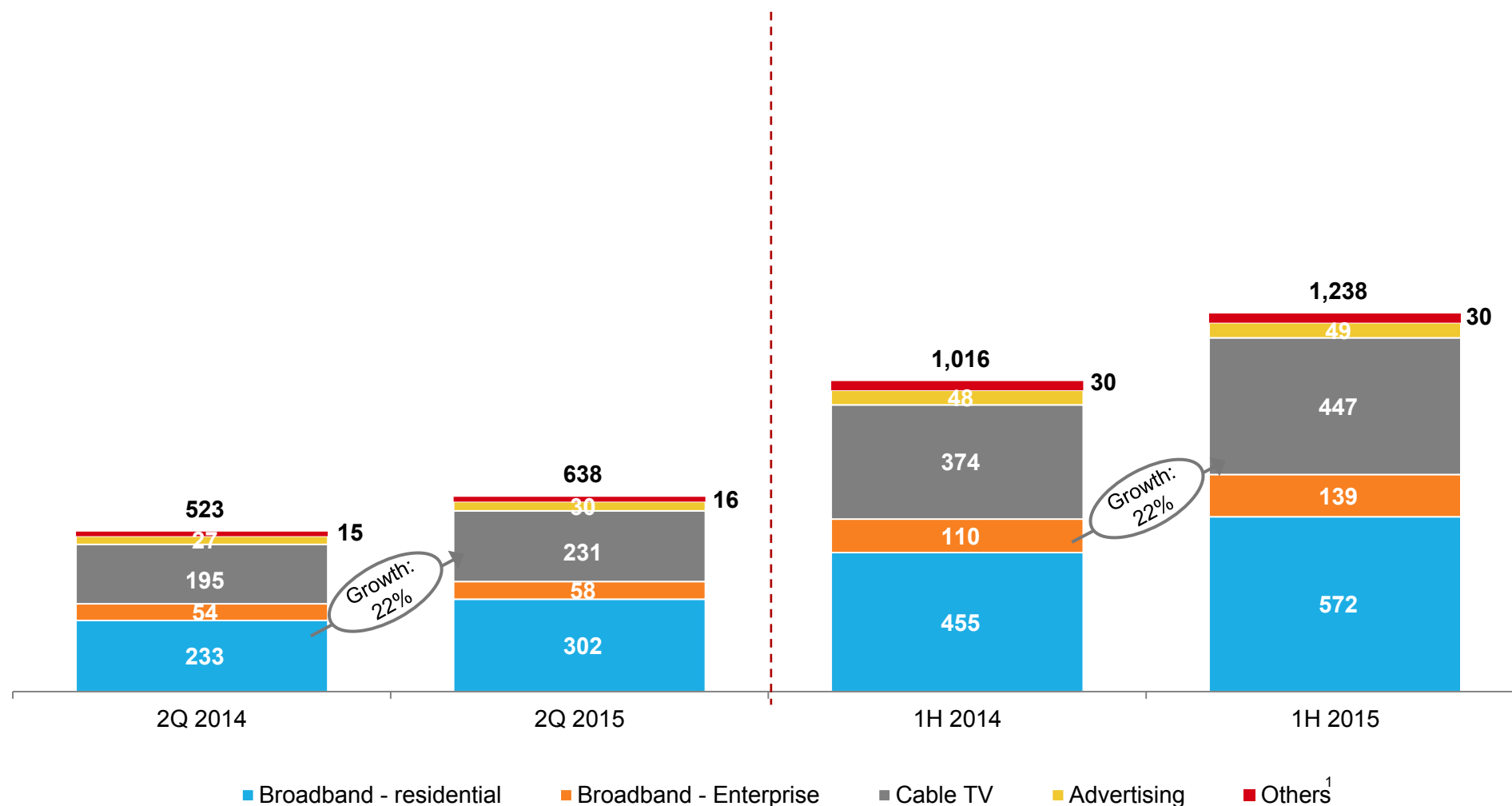
RGUs ('000) and Churn

ARPU (IDR '000)



# Steady revenue growth in 1H 2015

Revenue (IDR bn)

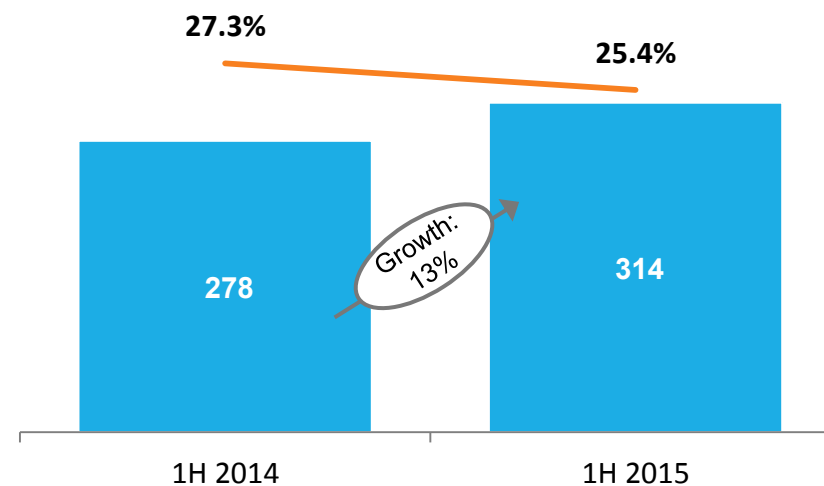
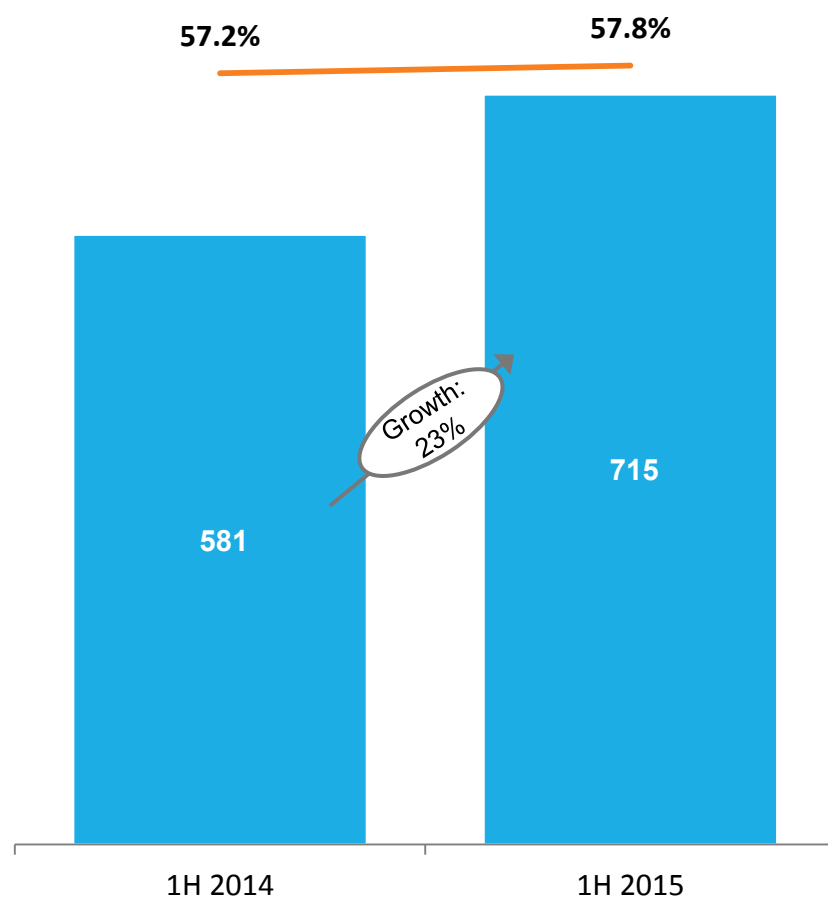


<sup>1</sup> "Others" primarily includes revenue from payment charges, installation charges and auxiliary equipment sales.

# Healthy margins maintained

EBITDA (IDR bn)

Net Profit <sup>(1)</sup> (IDR bn)



EBITDA and Net profit margins

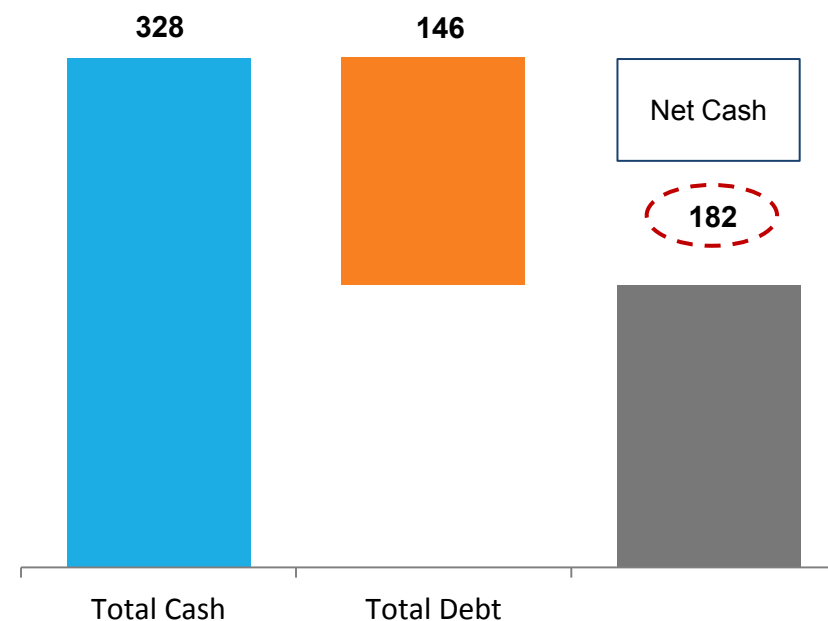
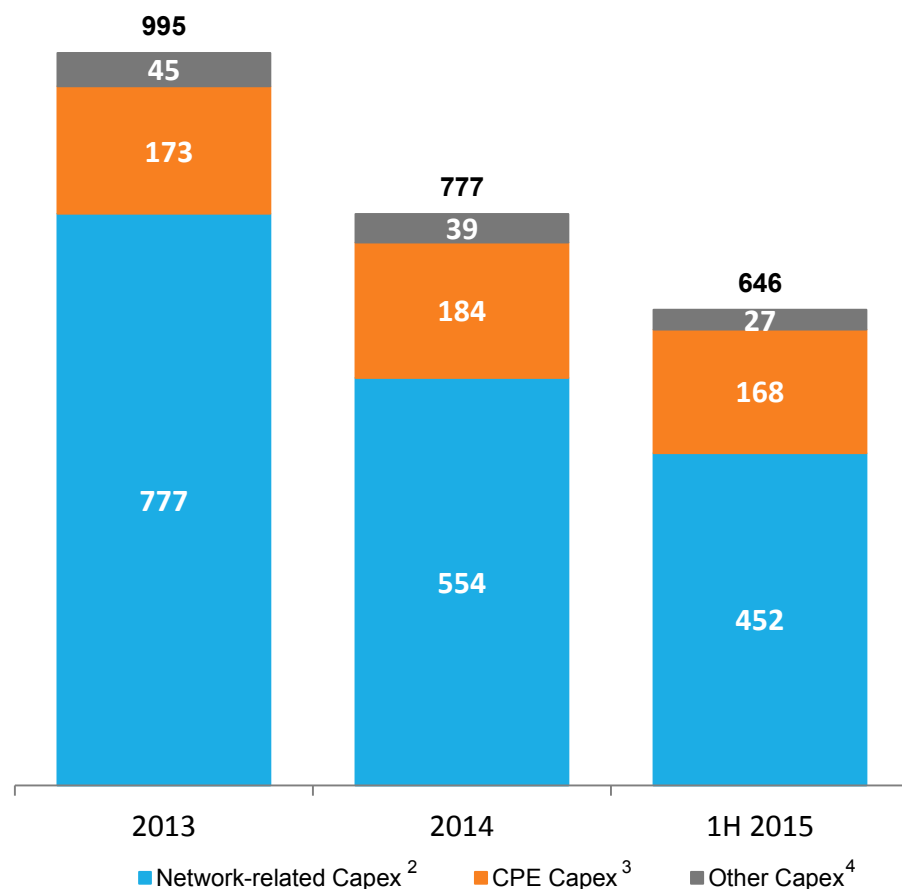
<sup>1</sup> Finance costs in 1H 2015 P&L include net foreign exchange losses of Rp22 billion and financing and payment channel charges of Rp21 billion.



# Cash flow positive despite continued expansion

Capex breakdown<sup>1</sup> (IDR bn)

Net Cash with large leverage capacity<sup>5</sup> (IDR bn)



<sup>1</sup> Capital expenditure represents additions to property, plant and equipment (PPE).

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

<sup>3</sup> CPE capital expenditure is the sum of additions to converters, decoders, cable modems and set-top boxes.

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

<sup>5</sup> Total cash and debt position as of June 30, 2015. Total debt mainly comprises vendor financing.



## Section 2

### Outlook and strategy

## Changing macroeconomic and competitive landscape...

### Economic Conditions

#### Slowing domestic economic growth & global concerns

- Q1 2015 GDP growth was at 4.71%, weakest growth in 6 years.
- Indonesia's central bank expects Q2 2015 GDP growth to remain limited, partly caused by weak consumer spending.
- Ongoing concerns regarding economic slowdown in China, Greece crisis and Fed tightening.

### Competition

#### Intensifying competition from existing & new players

- FTTH players and new start-ups emerging
- Similar product offerings – Internet and TV bundled

## Our strategies to drive future growth amidst external concerns

**Residential  
80-85% of Revenue**

- A** Expand network coverage into areas with attractive penetration potential ~ approximately 200K to 240K additional homes passed per annum
- B** Increase penetration in existing coverage areas
- C** ARPU growth of around 3% to 5% per year

**Enterprise  
15-20% of  
Revenue**

- D** Increase penetration of large and untapped enterprise market
- E** Grow advertising sales to monetize un-utilised inventory

## Significant room to grow in existing cities

	AB households <sup>(a)</sup>	Homes passed <sup>(b)</sup>	Coverage ratio (%)
Greater Jakarta	3,347k	1.2m	~36%
Greater Surabaya	474k	252k	~53%
Bandung	238k	57k	~24%

(a) AB SES households defined by Nielsen as households with monthly expenditure of ≥ IDR2.0m and assuming 4 people per household; Addressable market consists of households (HH) = SEC A, B households as defined by Nielsen

(b) As of 1H 2015

Source: Media Partners Asia, Nielsen, Company data

**Link Net is well positioned to capture the rising wealth of these fast-growing cities**

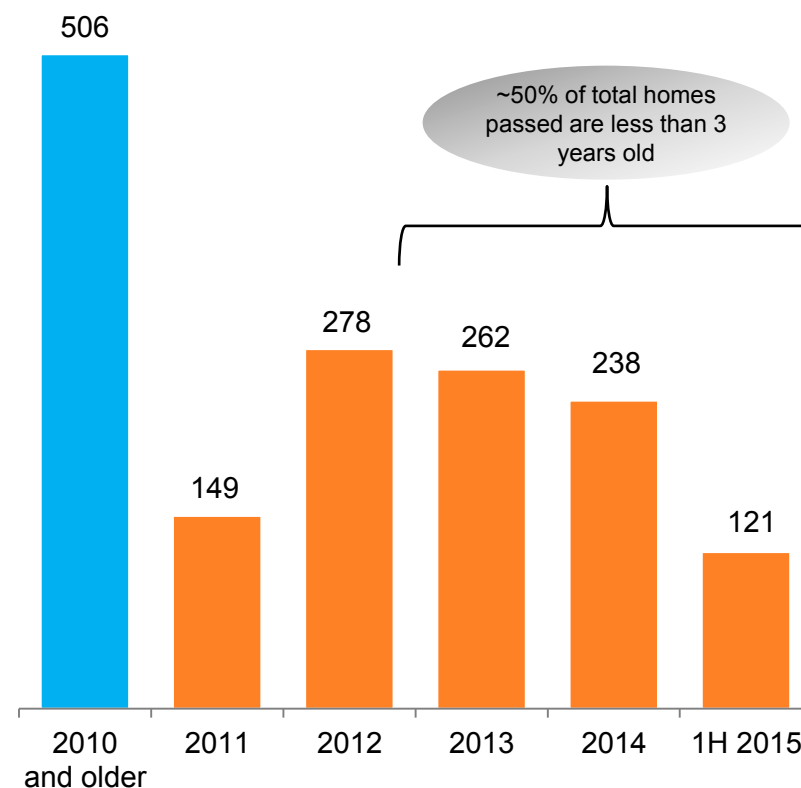
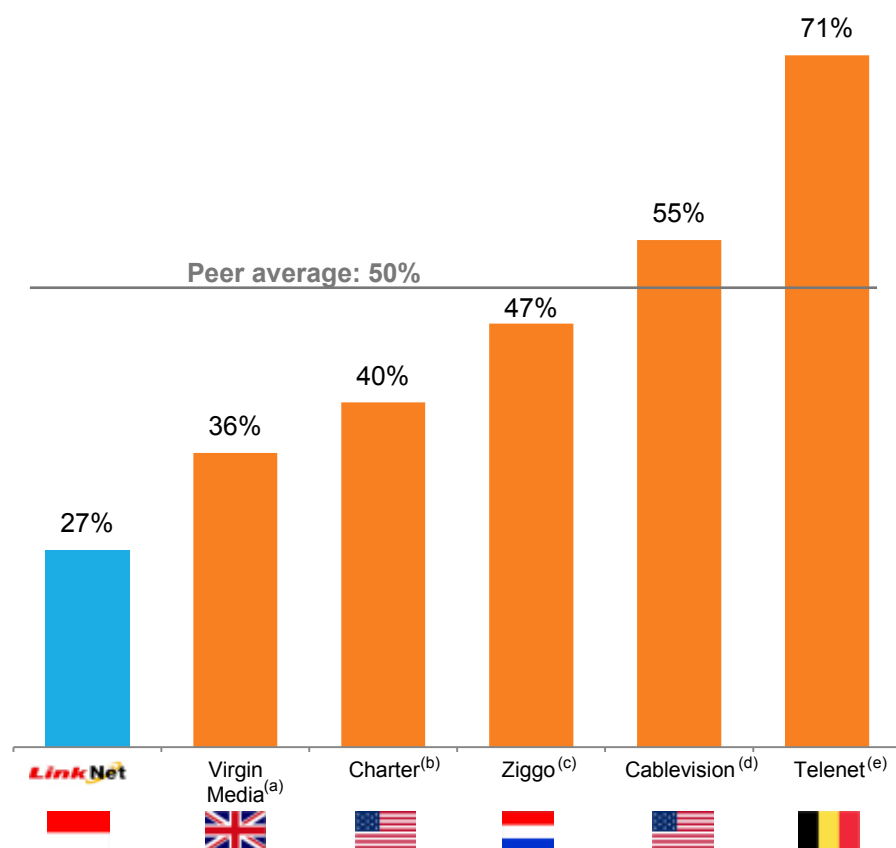


# Significant homes penetration upside

Expected penetration upside through increasing disposable income in Indonesia

Link Net's young vintages have expected penetration upside

Unique broadband customers as a % of homes passed



Note: As of Dec 2014

(a) % Internet RGUs of homes passed

(b) % penetration of internet passings

(c) From Liberty Global's supplementary information on Ziggo. % Internet RGUs of homes passed

(d) % High speed data of total serviceable passings

(e) % Basic cable TV subscribers of total homes passed

Source: Company data and public filings

(f) Additional homes passed during the year/period

Source: Company data

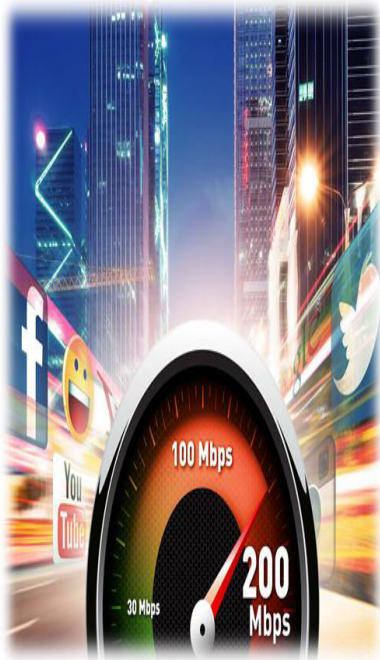
# Market leadership position and continued focus on strategies to support growth trajectory

## Continuous innovations to stay ahead of the game

Maintain speed leadership with launch of 200 Mbps across all cities

TV Anywhere service on First Media Go

Multi-Screen Interactive Experience with next generation cable OTT STB



Accelerating structural demand for higher bandwidth broadband, as well as premium entertainment such as HD



Introduction of VAS such as TV Anywhere and Video on Demand



Targeted upselling of customers to higher value tiers to meet the rising demand



Competition with limited number of players differentiated on quality and product offering, instead of price

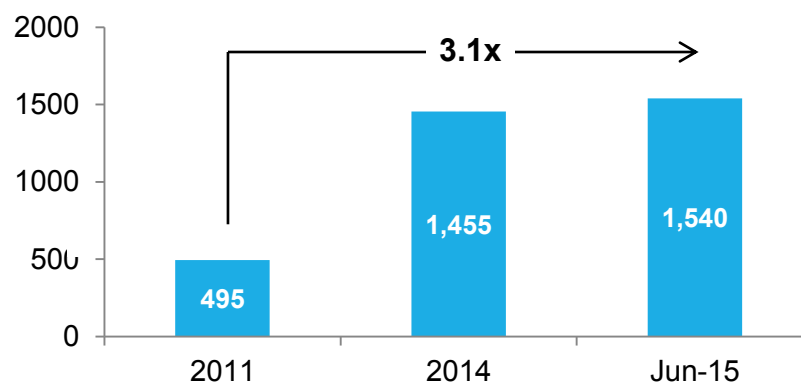


Cable industry leader, Link Net driving stronger ARPUs by delivering a higher value proposition with bundling and premium product offering

# Significant growth upside from enterprise market and advertising

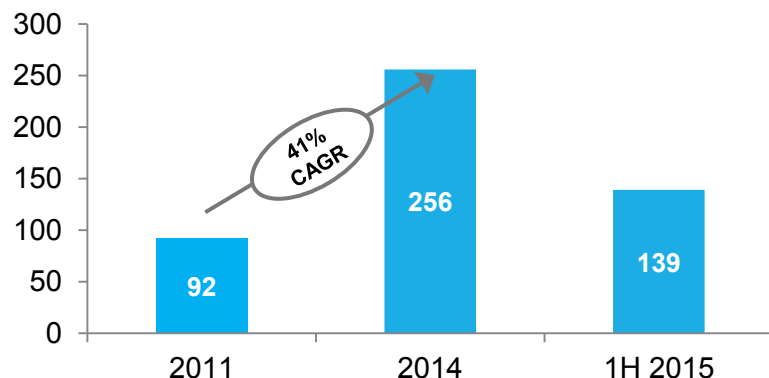
Increase penetration of large and untapped enterprise market

TRIPLED DataComm customers



... experiencing significant growth since 2011

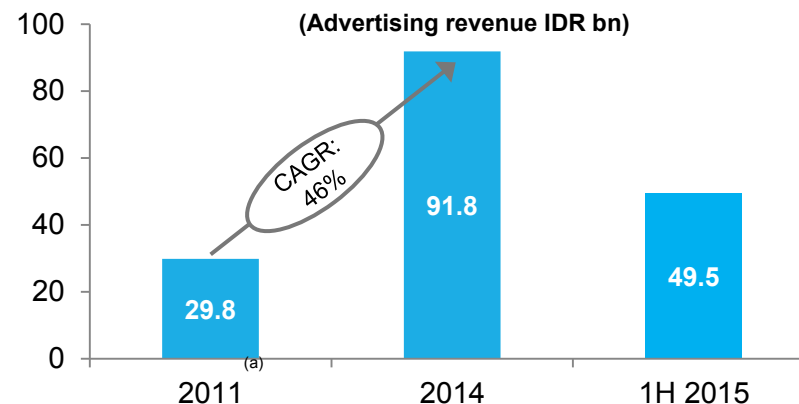
(DataComm revenue IDR bn)



Source: Company data

setting stage for upside growth in Link Net's advertising revenue

(Advertising revenue IDR bn)



(a) 2011 financials not directly comparable as they account for financial performance post-acquisition of assets in June 2011  
Source: Company data



The background of the slide is a dark blue field filled with numerous bright blue, glowing lines that swirl and curve across the frame, creating a sense of dynamic movement and connectivity. Scattered throughout this field are various characters from the hexadecimal system, including letters A through F and numbers 0 through 9, rendered in a lighter blue, semi-transparent font. The overall aesthetic is high-tech and digital.

***Link* Net**

**Appendix**

***Link* Net**

# Profit and loss summary

(IDR bn)	6M ended June 30,	
	1H 2014 <sup>*)</sup>	1H 2015
Revenue	1,016.0	1,237.5
EBITDA	581.0	714.9
D&A	(180.9)	(236.8)
<b>Operating Profit</b>	<b>400.1</b>	<b>478.1</b>
Margin %	39.4%	38.6%
Finance Income	8.3	8.4
Finance Cost	(20.2)	(42.6)
Share in Loss of Associate	(15.2)	(20.9)
<b>Profit Before Tax</b>	<b>373.0</b>	<b>423.1</b>
Tax Expense	(95.3)	(109.4)
<b>Net Profit</b>	<b>277.7</b>	<b>314.0</b>
Margin %	27.3%	25.4%

<sup>\*)</sup> As restated for implementation of new accounting standards, among others



# Balance sheet summary

(IDR bn)	As at Dec 31 2014*)	As at Jun 30, 2015
<b>Current Assets</b>		
Cash and Cash Equivalents	366.8	328.4
Trade Receivables <sup>1</sup>	176.8	209.7
<b>Total Current Assets</b>	<b>583.2</b>	<b>578.0</b>
<b>Non-Current Assets</b>		
Property, Plant and Equipment - Net	2,693.6	3,114.0
<b>Total Non-Current Assets</b>	<b>3,167.9</b>	<b>3,558.2</b>
<b>Total Assets</b>	<b>3,751.0</b>	<b>4,136.2</b>
<b>Current Liabilities</b>		
Payables <sup>1</sup>	108.4	196.5
Current Maturities of Long-Term Debt	90.7	97.2
<b>Total Current Liabilities</b>	<b>547.4</b>	<b>662.4</b>
<b>Non-Current Liabilities</b>		
Long-Term Debt – Net of Current Maturities	91.3	49.2
<b>Total Non-Current Liabilities</b>	<b>156.8</b>	<b>122.6</b>
<b>Total Liabilities</b>	<b>704.2</b>	<b>785.0</b>
<b>Total Equity</b>	<b>3,046.9</b>	<b>3,351.2</b>
<b>Total Liabilities and Equity</b>	<b>3,751.0</b>	<b>4,136.2</b>

Net Cash of  
IDR 182bn

<sup>1</sup> Receivables among others include receivables from both third parties and related parties. Payables include payables to both third parties and related parties.

\*) As restated for implementation of new accounting standards