

|             |  |
|-------------|--|
| Nomor Surat | SB-031/CSL-LN/BEI/III/15   |
| Nama Emiten | PT Link Net Tbk.   |
| Kode Emiten | LINK   |
| Lampiran    | 3  |
| Perihal     | Keterbukaan Informasi Yang Perlu Diketahui Publik - Penyampaian Siaran Pers Kinerja Perseroan Per 31 Desember 2014 |

Perseroan / Emiten melaporkan hal-hal sebagai berikut:

Pada tanggal 17 Maret 2015 Perseroan mengalami peristiwa/memperoleh informasi/fakta material yaitu:

- Penggabungan usaha atau Peleburan usaha
- Pembelian Saham
- Pembentukan Usaha Patungan
- Pemecahan Saham
- Pembagian Dividen Saham
- Pendapatan dari Dividen yang Luar Biasa Sifatnya
- Perolehan atau Kehilangan Kontrak Penting
- Produk atau Penemuan Baru yang Berarti
- Perubahan dalam Pengendalian atau Perubahan Penting dalam Manajemen
- Pengumuman Pembelian Kembali atau Pembayaran Efek yang Bersifat Utang
- Penjualan Tambahan Efek ke Masyarakat atau Secara Terbatas yang Material Jumlahnya
- Pembelian atau Kerugian Penjualan Aktiva Yang Material
- Perselisihan Tenaga Kerja yang Relatif Penting
- Pemogokan Karyawan
- Tuntutan Hukum yang Penting Terhadap Perusahaan, Dan Atau Direktur Dan Komisaris Perusahaan
- Pengajuan Penawaran Untuk Pembelian Efek Perusahaan Lain
- Penggantian Wali Amanat
- Perubahan Tahun Fiskal Perusahaan
- Perkembangan Restrukturisasi Hutang
- Kebakaran Fasilitas Produksi
- Bencana Alam
- Penghentian Sebagian atau Seluruh Aktivitas Operasi Perseroan dan/atau Anak Perusahaan dan/atau Segmen Usaha karena Pertimbangan Bisnis
- Dibekukannya Produk Utama atau Mengalami Kondisi yang Berpotensi Mengakibatkan Pembekuan Produk Utama
- Pernyataan Tidak Mampu Membayar Bunga Pinjaman dan/atau Pokok Pinjaman
- Menerima Pernyataan Default dari Kreditur
- Pencabutan Sebagian atau Seluruh Ijin Usaha
- Penambahan Unit Usaha
- Pembentukan Anak Perusahaan atau Perusahaan Asosiasi Baru
- Perubahan Penggunaan Dana Hasil Penawaran Umum dari yang telah Ditetapkan dalam Prospektus
- Libur Perusahaan
- Lainnya:
  - Penyampaian Siaran Pers Kinerja Perseroan Per 31 Desember 2014

Dampak kejadian, informasi atau fakta penting tersebut terhadap Perseroan sebagai berikut:

Dampak terhadap Kegiatan Operasional:

-

Dampak terhadap kondisi keuangan dan proyeksi keuangan:

-

Dampak Hukum:

-

Dampak terhadap kelangsungan usaha Perseroan:

-

|                 |   |
|-----------------|---|
| Nama Pengirim   | Dicky Setiadi Moechtar                                      |
| Jabatan         | Corporate Secretary   |
| Tanggal dan Jam | 17 Maret 2015 16:41:06                                      |
| Lampiran        | OL_LN BEI - 20150317 - SB-031 - Penyampaian Siaran Pers.pdf |
|                 | Link Net _Press Release 2014 FY Result _Bahasa.pdf          |
|                 | Link Net _Press Release 2014 FY Result.pdf                  |

Dokumen ini merupakan dokumen resmi PT Link Net Tbk. yang tidak memerlukan tanda tangan karena dihasilkan secara elektronik. PT Link Net Tbk. bertanggung jawab penuh atas informasi tertera di dalam dokumen ini.

No. SB-031/CSL-LN/BEI/III/15

Jakarta, 17 Maret 2015

Kepada Yth.:

**Direksi PT Bursa Efek Indonesia**

Gedung Bursa Efek Indonesia Tower I Lt. 4

Jl. Jend. Sudirman Kav. 52-53

Jakarta 12190

**Perihal : Penyampaian Siaran Pers**

Dengan hormat,

Bersama ini kami sampaikan Siaran Pers Kinerja PT Link Net Tbk per 31 Desember 2014.

Demikian surat ini kami sampaikan. Atas perhatiannya kami ucapkan terima kasih.

Hormat kami,

*vs*  
**PT Link Net Tbk**  
atas nama Direksi



**Dicky Setiadi Moechtar**

Direktur/Corporate Secretary

Tembusan:

- Kepala Divisi Penilaian Perusahaan Sektor Jasa – BEI



## SIARAN PERS

17 Maret 2015

# LINK NET MENCATAT PERTUMBUHAN YANG KUAT DI TAHUN 2014, DENGAN LABA BERSIH MENINGKAT SEBESAR 54,0% DIBANDING TAHUN SEBELUMNYA

### Ringkasan Tahun 2014:

- Pendapatan sebesar Rp 2.136,0 miliar, naik 28.3% dibanding tahun lalu
- Rasio laba sebelum bunga, pajak, depresiasi dan amortisasi setelah penyesuaian (“*Adjusted EBITDA*”) terhadap pendapatan mencapai 57,6% atau meningkat sebesar 3,5%
- Mencapai 1,4 juta *homes passed* di tahun 2014 dengan penambahan sebanyak 238.161 sepanjang tahun 2014
- Jumlah pelanggan internet dan pelanggan televisi berbayar<sup>\*)</sup> masing-masing mencapai 392.134 and 362.643, atau meningkat 17,8% dan 19,2% dari tahun sebelumnya.

PT Link Net Tbk (“Link Net” atau “Perseroan”; kode saham: “LINK”) mencatat pertumbuhan yang kuat untuk tahun yang berakhir tanggal 31 Desember 2014, dengan laba bersih sebesar Rp 557,9 miliar, kenaikan yang signifikan sebesar 54,0% dibandingkan tahun 2013.

Jumlah pendapatan mencapai Rp 2.136,0 miliar, naik 28,3% dibandingkan dengan tahun lalu. Hasil ini juga seiring dengan komitmen dari Perseroan untuk memperluas jaringan dan memenuhi permintaan jasa internet dan televisi berbayar<sup>\*)</sup>.

Perseroan juga berhasil membukukan *Adjusted EBITDA* sebesar Rp 1.230,7 miliar pada tahun 2014. Hal mana mencerminkan hasil Perseroan dalam memaksimalkan efisiensi, sehingga *Adjusted EBITDA* meningkat sebesar 36,6% dibandingkan dengan tahun lalu. Di samping itu, jumlah gabungan pelanggan jasa internet dan televisi berbayar<sup>\*)</sup> mencapai sekitar 755 ribu pelanggan (*RGU*).

Per Desember 2014, jumlah *homes passed* Link Net telah mencapai 1,4 juta, meningkat sekitar 238 ribu *homes passed* di tahun 2014. Pertumbuhan ekonomi di Indonesia dan permintaan terhadap jasa layanan internet diharapkan akan mendorong pertumbuhan bisnis Perseroan.

Richard Kartawijaya, *Chief Executive Officer* Perseroan mengatakan, “Kami sangat senang dengan pencapaian kami di tahun 2014, yang merefleksikan kemampuan dan komitmen dalam meraih target strategis kami di tahun 2014. Indonesia dan perkembangannya yang pesat terutama di segmen menengah merupakan pasar yang

<sup>\*)</sup>Penyediaan layanan televisi berbayar bekerjasama dengan PT First Media Television (“FMTV”)



penting bagi kami. Kami akan terus berusaha mengembangkan bisnis melalui perluasan jaringan kami. Awal tahun 2015 telah diawali dengan baik dan diharapkan kami akan menuju tahun-tahun berikutnya dengan perkembangan dan kesuksesan”.

| <b>Ringkasan Tahun 2014</b>  |  |  |           |
|------------------------------|--|--|-----------|
| (IDR bn)                     | Tahun yang berakhir pada tanggal<br>31 Desember 2014 | Tahun yang berakhir pada tanggal<br>31 Desember 2013 | Perubahan |
| Pendapatan                   | 2.136,0  | 1.664,6  | 28,3%     |
| <i>Adjusted EBITDA</i>       | 1.230,7  | 900,6  | 36,6%     |
| Rasio <i>Adjusted EBITDA</i> | 57,6%  | 54,1%  | 3,5 p     |
| Rasio laba bersih            | 26,1%  | 21,8%  | 4,3 p     |

### **Tentang PT Link Net Tbk**

PT Link Net Tbk ("Link Net"), berdiri di tahun 1996, adalah penyedia jasa melalui kabel terbesar di Indonesia, dengan menyediakan jasa kabel televisi berbayar\* dengan kualitas tinggi, koneksi kabel internet pita lebar berkecepatan tinggi, dan sambungan komunikasi data. Link Net beroperasi di Jabodetabek, Surabaya dan Bandung.

Link Net memiliki dan mengoperasikan jaringan kabel *Hybrid Fiber Coaxial* ("HFC") yang menyediakan jasa akses internet berkecepatan tinggi kepada pelanggan retail dan korporasi. Link Net juga mengoperasikan layanan televisi berbayar dengan bekerjasama dengan PT First Media Television ("FMTV").

Informasi lebih rinci silahkan membuka [www.linknet.co.id](http://www.linknet.co.id)

*Untuk informasi lebih lanjut, harap hubungi:*

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\*)Penyediaan layanan televisi berbayar bekerjasama dengan PT First Media Television ("FMTV")

This press release has been prepared by PT Link Net Tbk (“Link Net”) and is circulated for the purpose of general information only. It is not intended for any specific person or purpose and does not constitute a recommendation regarding the securities of Link Net. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this release constitute our judgment as of this date and are subject to change without prior notice. Link Net disclaims any responsibility or liability whatsoever arising which may be brought against or suffered by any person as a result of reliance upon the whole or any part of the contents of this press release and neither Link Net nor any of its affiliated companies and their respective employees and agents accepts liability for any errors, omissions, negligent or otherwise, in this press release and any inaccuracy herein or omission here from which might otherwise arise.

### *Forward-Looking Statements*

Certain statements in this release are or may be forward- looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions in Indonesia; the state of the property industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; the anticipated demand and selling prices for our developments and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in operation expenses, including employee wages, benefits and training, governmental and public policy changes; our ability to be and remain competitive; our financial condition, business strategy as well as the plans and objectives of our management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although we believe that the expectations of our management as reflected by such forward-looking statements are reasonable based on information currently available to us, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date hereof, and we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.



## PRESS RELEASE

17 March 2015

# LINK NET REPORTS STRONG RESULTS IN 2014, WITH A 54.0% INCREASE IN NET INCOME

### FY 2014 Highlights:

- Total revenue up 28.3% to Rp 2,136.0 billion
- Adjusted EBITDA margin up 3.5 percentage points to 57.6%
- 1.4 million homes passed achieved with 238,161 additional homes passed in 2014
- Broadband RGUs reached 392,134 and Cable TV<sup>\*)</sup> RGUs reached 362,643, representing growth of 17.8% and 19.2%, respectively

PT Link Net Tbk ("Link Net" or "the Company"; stock code: "LINK") reported strong full year 2014 results for the year ended 31 December 2014, with a record net income of Rp 557.9 billion, a significant increase of 54.0% compared to FY2013.

Total revenue was Rp 2,136.0 billion, a 28.3% increase over last year. This reflects the Company's continued commitment to network expansion and meeting the demand for broadband and cable TV<sup>\*)</sup> services.

With prudent cost management and relying on operating leverage, adjusted EBITDA also increased by 36.6% to Rp 1,230.7 billion for FY2014. This is on the back of a total of approximately 755 thousand RGUs ("Revenue Generating Units") consisting of both broadband and cable TV services.

As of December 2014, Link Net is pleased to report a total of 1.4 million homes passed, or an additional of 238 thousand homes passed in 2014 in line with the Company's target. The growing Indonesia market and the rising demand for better connectivity and services continue to be strong drivers for Link Net's business.

Commenting on the results and outlook, Richard Kartawijaya, Chief Executive Officer, said, "We are very pleased with our 2014 results which bear testament to our ability and commitment to deliver on our 2014 strategic objectives. Indonesia and its robust growing affluent middle class remain an important market for us and we will continue to pursue our growth by expanding the business and growing our network. 2015 has started strong and we are looking forward to another year of growth and success."

\*) in collaboration with PT First Media Television ("FMTV")



| <b>FY 2014 Highlights</b> |                                 |                                 |               |
|---------------------------|---------------------------------|---------------------------------|---------------|
| (IDR bn)                  | Year ended<br>December 31, 2014 | Year ended<br>December 31, 2013 | <b>Change</b> |
| Revenue                   | 2,136.0                         | 1,664.6                         | 28.3 %        |
| Adjusted EBITDA           | 1,230.7                         | 900.6                           | 36.6%         |
| Adjusted EBITDA Margin    | 57.6%                           | 54.1%                           | 3.5 pp        |
| Net Income Margin         | 26.1%                           | 21.8%                           | 4.3 pp        |

### **About PT Link Net Tbk**

PT Link Net Tbk ("Link Net"), established in 1996, is the largest provider of services via cable in Indonesia, providing subscription of high quality television services<sup>\*</sup>, high-speed next generation broadband internet, and data communications. Link Net operates in Greater Jakarta, Greater Surabaya and Bandung.

Link Net owns and operates a network of Hybrid Fiber Coaxial cable ("HFC") that provides high-speed internet access services to retail and business customers. Link Net also operates a subscription television service in collaboration with PT First Media Television ("FMTV").

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

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