

Letter No.	SB-046/CSL-LN/PE/IV/16
Company's Name	PT Link Net Tbk
Stock Code	LINK
Attachment	1
Subject	Report of Public Expose Result - Annually

### **Submission of Public Expose Result**

Referring to the letter of the Company's number SB-039/CSL-LN/PE/IV/16 dated April 12, 2016, the Company convey result of the Public Expose as attached.

Participants who attended the public expose event (excluding the management and employees of the Company) are 17 people.

Sender	Dicky Setiadi Moechtar
Position	Corporate Secretary
Date and Time	April 20 <sup>th</sup> , 2016 18:10:58
Attachment	20160420 - SB-046 - Penyampaian Hasil Public Expose Th. 2016.pdf

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No: SB-046/CSL-LN/PE/IV/16

Jakarta, 20 April 2016

**To:**  
**PT Bursa Efek Indonesia (Indonesia Stock Exchange)**  
**Gedung Bursa Efek Indonesia**  
**Jl. Jend. Sudirman Kav. 52-53**  
**Jakarta Selatan 12190**

**Up : Mr. Samsul Hidayat**  
**Director of Listing**

**Subject : The Submission of Annually Public Expose Result PT Link Net Tbk ("The Company") date 15 April 2016**

Dear Sir,

To meet the Regulation I-E point V.2 Decision of the Board of Director of Jakarta Stock Exchange No.: Kep.-306/BEJ/07-2004, dated 19 July 2004, regarding Obligation of Information Submission, and referring to the Company's letter No. SB-039/CSL-LN/PE/IV/16, dated 12 April 2016, concerning the content submission of Public Expose Year 2016, we herewith submitted the report of the Company's Annually Public Expose:

1. Annually Public Expose was held on:  
Day/Date : Friday, 15 April 2016  
Time : 10:30 – 11:30  
Venue : Ballroom B, Hotel Aryaduta Tugu Tani Jakarta  
Jl. Prapatan 44-48, Jakarta 10110
2. The Company's management are present:
  - Ali Chendra : President Commissioner
  - Dicky Setiadi Moechtar : Director and Corporate Secretary
  - Maria Clarissa Fernandez Joesoep : Director
  - Liryawati : Board of Management – Investor Relation
  - Joel Munte : Division Head – Investor Relation
3. Public attendance:
  - The private financiers
  - Journalists from various media;(attached photocopy of the attendance list – Annex 1).
4. Summary of the question and answer in the Annual Public Expose attached as Appendix 2.

5. Annual Public Expose was opened by Mr. Joel Munte, at 10:30 and continued with the presentation material content Annual Public Expose 2016 in the form of presentation as attached (Annex 3).
6. Annual Public Expose closed by Mr. Dicky Setiadi Moechtar, on 11:30.

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 and Corporate Secretary

**Cc:**

- Head Executive of Capital Market Supervisory Commissioner

# **Annex 1**

ARYADUTA HOTEL JAKARTA - April 15th, 2016

NAME	MEDIA	SIGNATURE
Ana M	Bisnis Indonesia	aw
PAMELA SARNIA	KONTAN	Pan
Wenny	The Jakarta Post	Wenny
Anko	inilah.com	Anko
Jangfar	Indo pos	Jangfar
Mediaa	KOMPAS	Am
Asikin	Asikin	Asikin
PARO	Investor Daily	PARO
	Berita Satu News	
	Meine TV News.com	
	Warta Ekonomi	
	Tribun News	
	Neraca	
	Info Bank	
	Top Saham.com	
	IQ Plus Info	
	Market Insight.com	

## **Annex 2**

## **Summary of Questions and Answers in the *Public Expose* of 2016:**

### **Question 1:**

With regard to the results of GMS which was recently held, was there any dividend payment to the shareholders and was there any change in the management related to the composition of Board of Directors and Board of Commissioners? How much capex is made available this year and how much has been absorbed to date? Related to the target of revenues and profit this year, is there any increase or growth?

*Answer:*

It has been resolved in the GMS for the financial year ending 31 December 2015 that there will be payment of dividends in the total amount of Rp. 127.791.274.128 and the cash distributions of dividends amounting to Rp 42 per share, and in the GMS it was also resolved that there is change in the management and the composition of Board of Directors is as follows :

President Director	: Mr. Irwan Djaja
Director	: Mr. Dicky Setiadi Moechtar
Director	: Mr. Henry Riady
Director	: Mr. Sigit Prasetya
Director	: Mr. Andy Nugroho Purwohardono
Director	: Mr. Edward Sanusi
Director	: Ms. Maria Clarissa Fernandez Joesoep
Independent Director	: Mr. Henry Jani Liando

Therefore, there will be new faces in the Board of Directors, and it is expected that there will be more innovations in the performance of Company for 2016 and the years ahead.

Further, the amount of *capex* planned by the Company for the year of 2016 amounts to Rp 900 billion – Rp. 1 trillion and up to March the absorption already reached 25% as such it is in accordance with the schedule where the absorption within a quarter is  $\frac{1}{4}$  of *capex*. It is mainly utilized for the expansion of its cable network to achieve more homepassed.

In terms of revenues and profit, the target for this year is to have the same increase as the year of 2015. The Company is optimistic that they could achieve the target despite of external pressure.

### **Question 2:**

It was mentioned that there has been quite a large number of corporate customers, what is the strategy to strengthen corporate customers and what institutions are targeted for internet service provision? What is the strategy of the Company in facing another big player in the field of cable internet in the big city? How many additional homepassed are expected with the capital expenditure mentioned earlier?

*Answer:*

For corporation segment, our focus is primarily on SOE (*Small Medium Enterprise/UKM*) market, we believe that this market requires support of data and internet access, where today is a digital era and certainly this market will always require connectivity, and this provides an opportunity for the Company to target this market.

Currently, we are present in Jakarta, Bandung, Surabaya, and Denpasar markets. Though there is no residential market in Denpasar and we only target the hotel market, we have the best cable reach for *broadband*, as such we will maintain our excellence in networks, besides we will continuously improve the quality of internet connection. In Indonesian market,

speed and reach are the benchmark for internet. Therefore, we will constantly give our priority to the speed of internet service in our network, in particular in facing competitions. In terms of reach, we will constantly adjust the level of speed and amount payable by the customer. For television, we are currently the most dominant player, we have 150 digital channels and have the highest number of HD programs with 70 *channels* and we will continue increasing this in the future. We have also prepared FMX OTT service, *video streaming* service for *linier programming* and *video on demand*, thus our customers can still enjoy television broadcast outside their homes. Our main activities are to maintain our market leadership. In terms of sale, we strive continuously for doing community-based marketing.

In terms of *homespassed*, we target 120-150 thousands additional *homespassed* this year. Additionally, we have modernized our networks, because implementation of Docsis 3.0 will require more solid networks.

During 2015 we obtained 1567 corporation accounts, one of them is *Indonesia Stock Exchange* (Bursa Efek Indonesia) where our cooperation has been established for 15 years and this cooperation has been extended for another 5 years. In addition, we have also entered into a cooperation with *government*, *financial institution*, *international school*, etc. Our target is not only SOE but also *large enterprise*. From what we have observed, competitors started to enter with fibre infrastructure some two years ago, as at that time penetration for broadband business in Indonesia was low, only 6,1% hence the competitors could cover the need of broadband of Indonesian people who on the average are young and below 30 years. Therefore, we do not call them competitors, as their presence has been positive in educating and spurring the infrastructure to faster growth that has long been undertaken by us.



## **Annex 3**



**PT Link Net Tbk**

**Public Expose**

**April 15, 2016**



# Agenda

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**1. 2015 Operational Performance**

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**2. 2015 Financial Performance**

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**3. Future Plan**

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## **1. 2015 Operational Performance**

## 2015 operational key highlights

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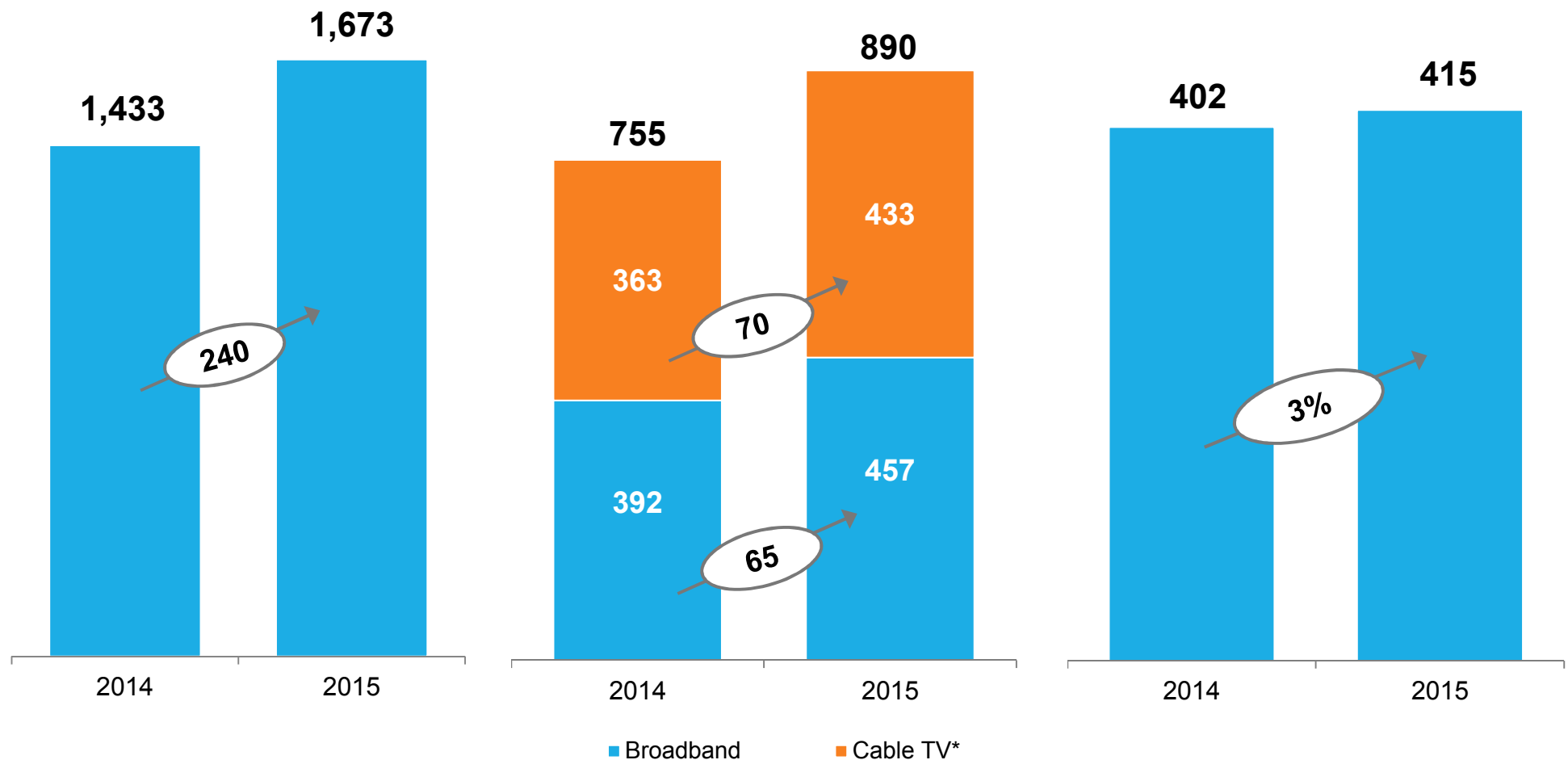
- ☑ Strengthened foundation for further growth in 3 coverage areas (Greater Jakarta, Surabaya and Bandung)
  - Added 240k new home passess
  - Added 65k broadband RGUs
  - Added 70k cable TV RGUs
  - 95% bundling rate between broadband cable TV
- ☑ Sustained premium ARPU at IDR 415k, reflecting strong *brand equity*
- ☑ Continued growth momentum in enterprise business, with major strategic wins across broad range of client businesses
- ☑ For the 5<sup>th</sup> time since 2011, received the “2016 SWA Customer Loyalty Award Net Promoter Leader” in both Broadband/Fixed ISP and Pay TV categories, a testament to our customer-focused strategy

# Solid operating performance despite external pressures

Homes Passed ('000)

RGUs ('000)

ARPU (IDR '000)



\* In cooperation with subsidiary PT First Media Television



# Industry accolades



**Customer Loyalty Award Net Promoter Leader Award 2016**

**Pay TV & Broadband/Fixed ISP category  
SWA magazine, 2011-2016**

No.	Kode	Nama	Kategori
1	ALFA	Astra International Tbk.	Bank
2	ASNT	Aksi Telekomunikasi Tbk.	Bank
3	ASRI	Astra International Tbk.	Bank
4	ASRI	Astra International Tbk.	Bank
5	ASRI	Astra International Tbk.	Bank
6	ASRI	Astra International Tbk.	Bank
7	ASRI	Astra International Tbk.	Bank
8	ASRI	Astra International Tbk.	Bank
9	ASRI	Astra International Tbk.	Bank
10	ASRI	Astra International Tbk.	Bank
11	ASRI	Astra International Tbk.	Bank
12	ASRI	Astra International Tbk.	Bank
13	ASRI	Astra International Tbk.	Bank
14	ASRI	Astra International Tbk.	Bank
15	ASRI	Astra International Tbk.	Bank
16	ASRI	Astra International Tbk.	Bank
17	ASRI	Astra International Tbk.	Bank
18	ASRI	Astra International Tbk.	Bank
19	ASRI	Astra International Tbk.	Bank
20	ASRI	Astra International Tbk.	Bank

**PEFINDO25 Index  
(01/08/2015 to 31/01/2016)**  
Company/Stock with sound financial and liquidity performance  
PEFINDO25 initiated by Central Bank Indonesia and IDX



**Word Of Mouth Marketing Award 2015  
First Winner in Cable TV category  
SWA magazine, 2011-2015**



**2015 Frost & Sullivan Indonesia Excellent Awards  
Fixed Broadband Service of the Year**  
(Company recognized to have pushed boundaries of excellence – rising above competitions and demonstrating outstanding performance)



**Word Of Mouth Marketing Award 2015  
Fixed Internet Provider category  
SWA magazine, 2011-2015**



**Top Telco 2015  
Top Fixed Internet 2015  
From Itech Magazine**



**Indonesia WOW Brand 2015  
Silver Champion of Indonesia  
WOW Brand 2015  
Pay TV Category  
From Markplus Inc**



**Brand Finance plc  
Brand Rating**  
Rank 79th in Most Valuable Indonesia Brands 2015  
From Brand Finance



**Indonesia WOW Brand 2015  
Gold Champion of Indonesia  
WOW Brand 2015  
Fixed Internet Service Provider Category  
From Markplus Inc**

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## **2. 2015 Financial Performance**



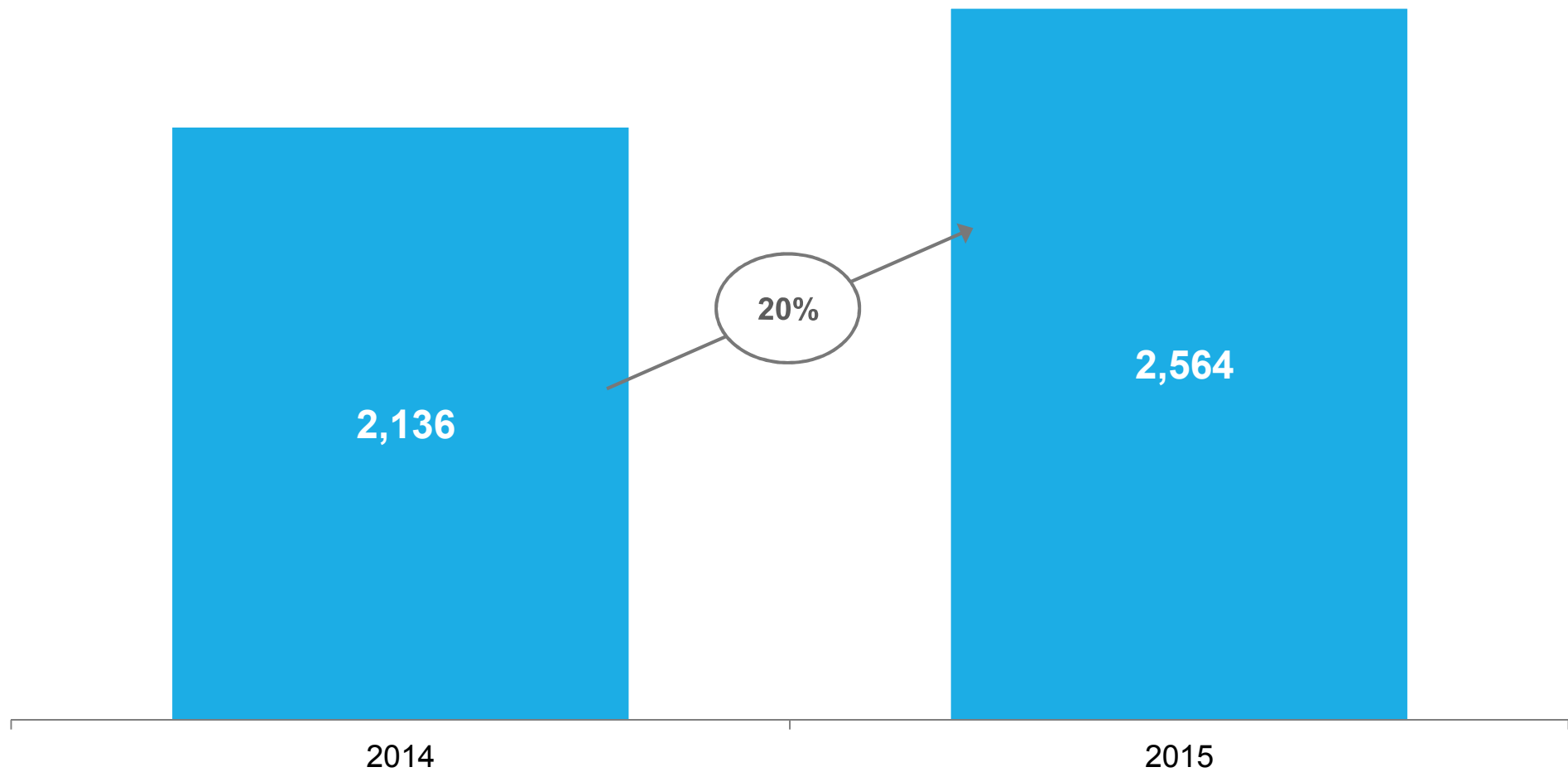
## 2015 financial key highlights

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-  **Delivered profitable growth, amidst external pressures**
  - Revenue of IDR 2,6 trillion, up 20% yoy
  - Operating profit of IDR 935 billion, up 12% yoy
  - NPAT of IDR 640 billion, up 15% yoy
  
-  **Sustained strong financial position amid continuous expansion**

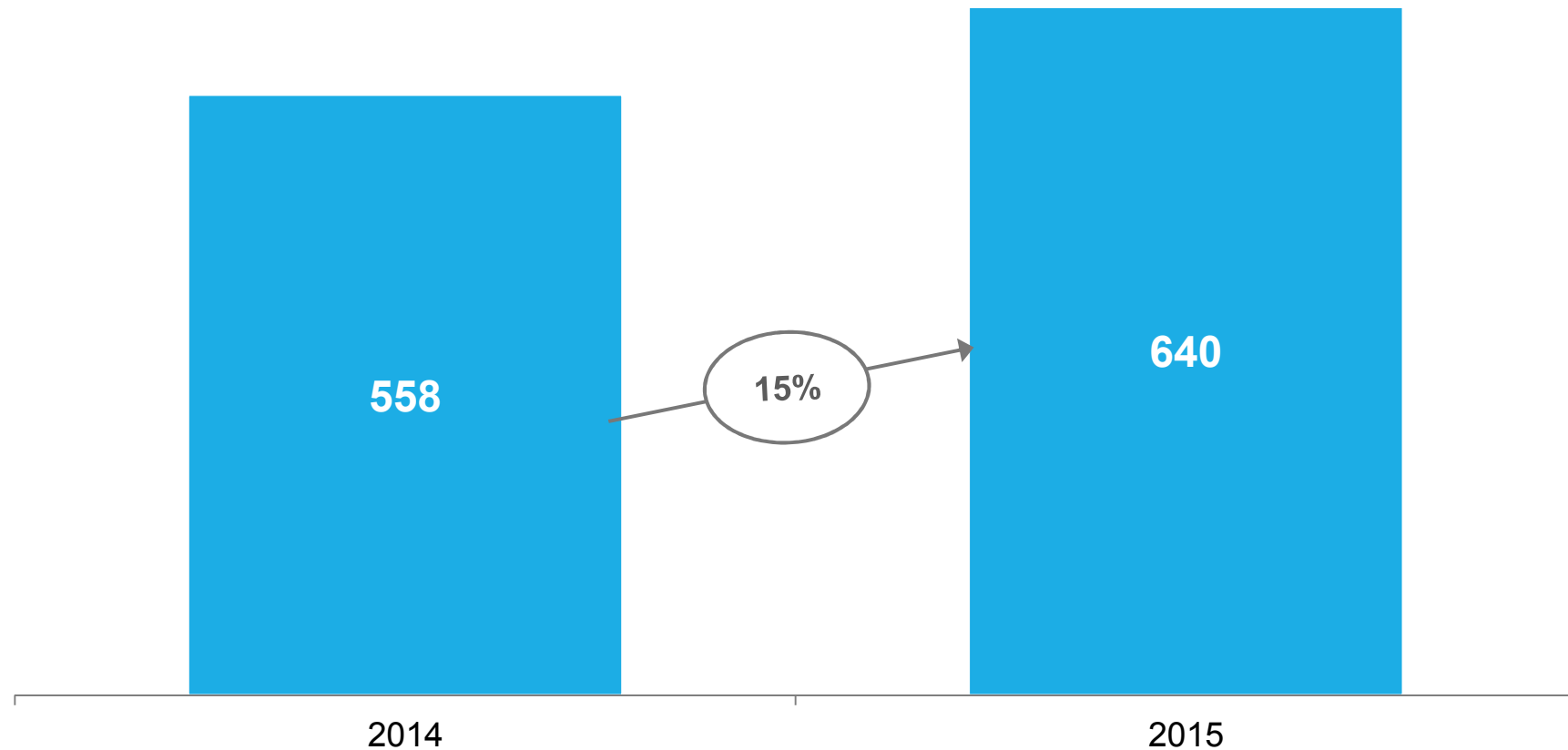
## Revenue growth amid macro economic pressure

Revenue (IDR bn)



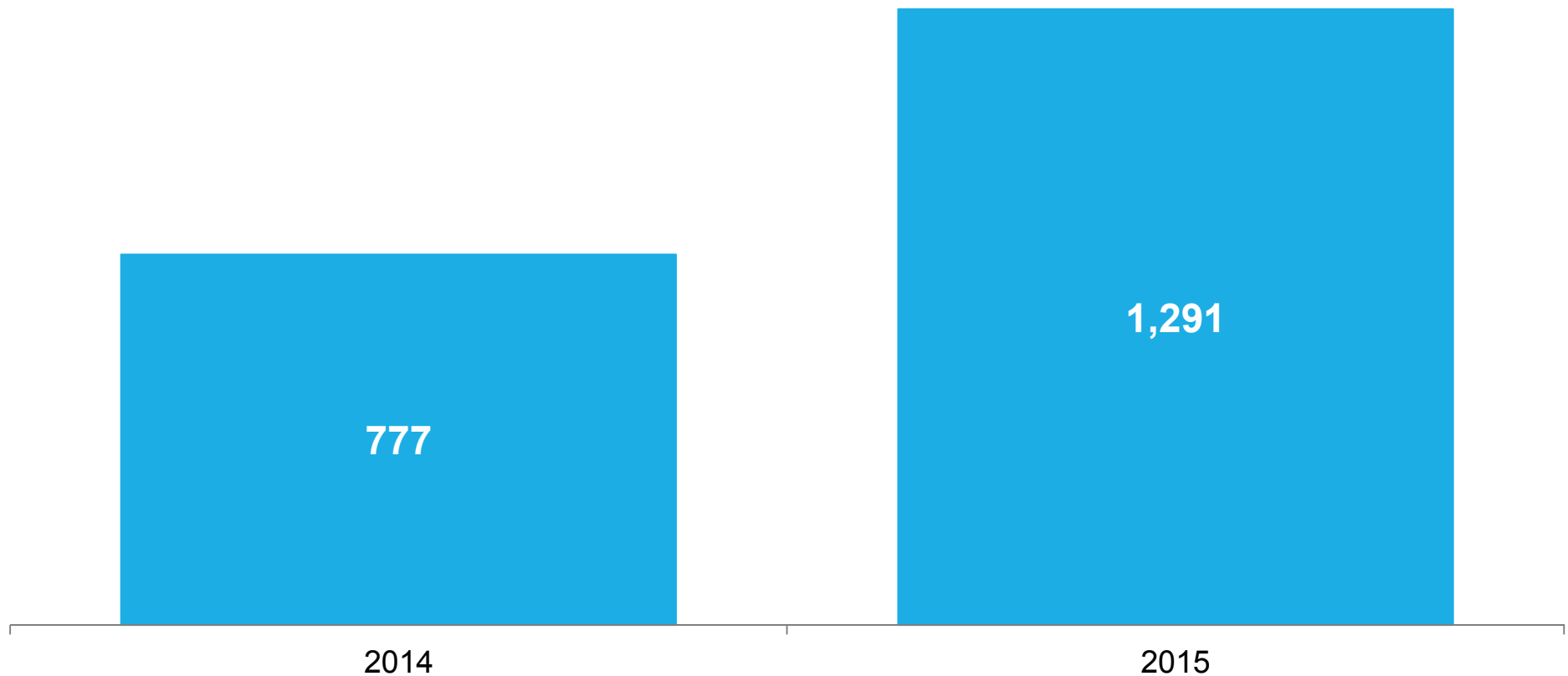
## Net profit growth with operating leverages and prudent financial management

Net Profit (IDR Bn)



## Continuing expanding network and market penetration

CAPEX\* (IDR Bn)



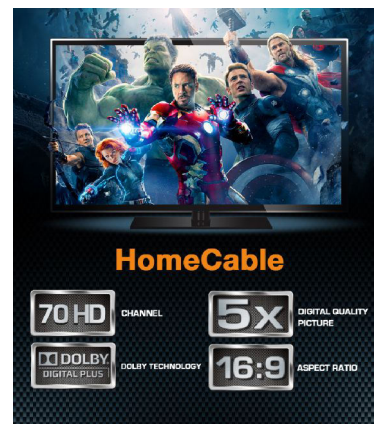
\* Belanja modal merupakan penambahan aset tetap di laporan posisi keuangan.

## **3. Future Plan**

# Consistent innovation that continue to create internet & entertainment superior experience

## 70 HD CHANNELS

Excellent TV Entertainment by offering the most comprehensive HD channels



## SMART HOMES

Home Security, Automation, Wellness and Energy Management



## FMX OTT

LTV Anywhere with FMX (> 150 live stream channels, 7 days catch up, premium VOD)



## SMART X1 STB

Multi-Screen Interactive TV experience, Google Cast, 7 days catch-up





The background of the slide is a dark blue field filled with numerous bright blue, glowing light trails that swirl and curve across the frame, creating a sense of dynamic movement and energy. Scattered throughout this field are various hexadecimal characters (0-9 and A-F) in a lighter blue, semi-transparent font, giving the impression of digital data or code floating in space.

***Link* Net**

Thank you

***Link* Net**