

No. Letter	SB-032/CSL-LN/BEI/III/16
Company Name	PT Link Net Tbk
Stock Code	LINK
Attachment	1
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 March 22nd, 2016, 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	March 22 nd , 2016 21:11:45
Attachment	PT Link Net Tbk FY 2015 Earnings Results Update.pdf

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Link Net

PT Link Net Tbk
FY 2015 Financial Results
March 23, 2016

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Key highlights – FY 2015

- Delivered profitable growth, amidst external pressures**
 - Revenue of IDR 2,564 billion, up 20% yoy
 - EBITDA of IDR 1,450 billion, up 18% yoy
 - NPAT of IDR 640 billion, up 15% yoy

- Strengthened foundation for further growth in 3 key coverage areas**
 - 1.67 million homes passed, added 240k in 2015
 - 456,876 broadband RGUs, added 65k in 2015
 - 432,889 cable TV RGUs, added 70k in 2015
 - 95% bundling rate, up 2% from FY14

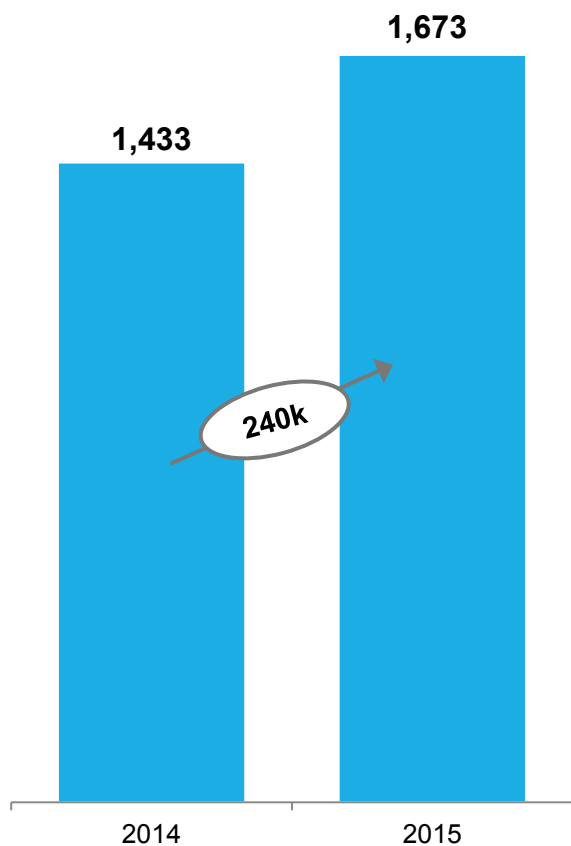
- Sustained premium ARPU at IDR 415k, reflecting strong brand equity**

- Continued growth momentum in enterprise business, with major strategic wins across broad range of client businesses**

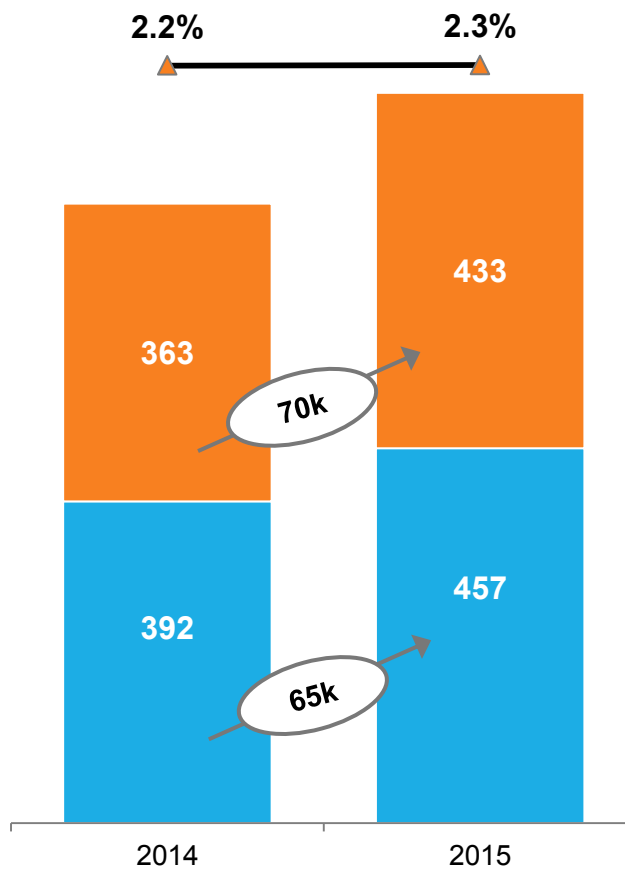
- For the 5th time since 2011, received the “2016 SWA Customer Loyalty Award Net Promoter Leader” in both Broadband/Fixed ISP and Pay TV categories, a testament to our customer-focused strategy**

Solid operating performance despite external pressures

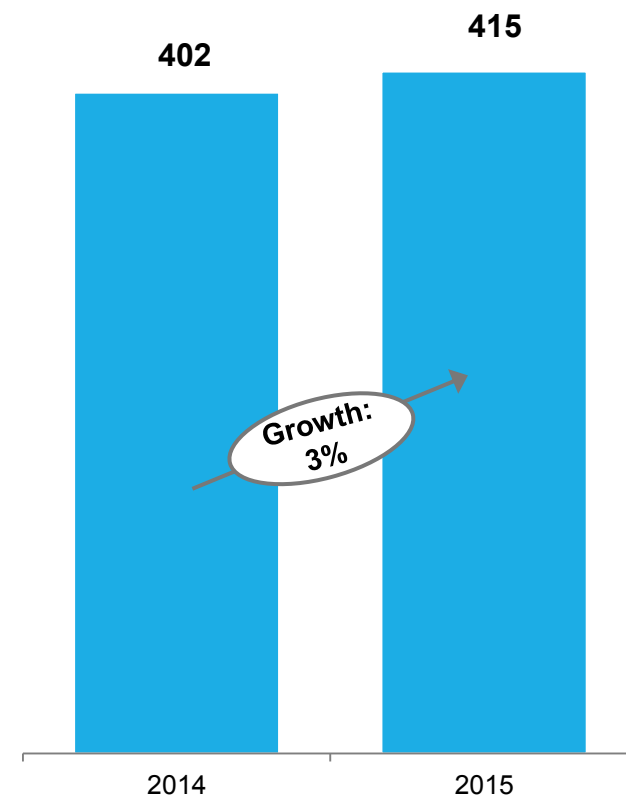
Homes Passed ('000)



RGUs ('000) and Churn %



ARPU (IDR '000)

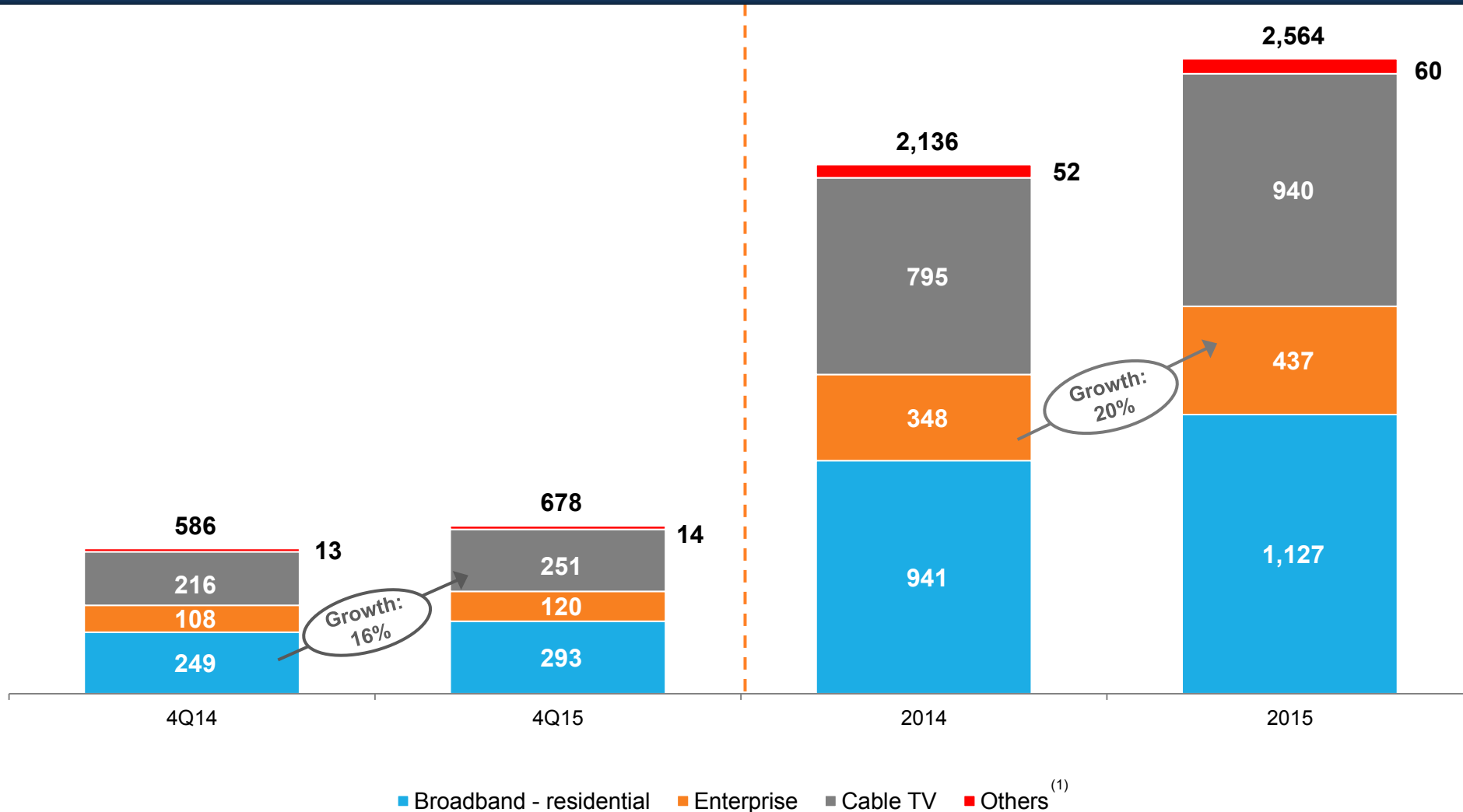


■ Broadband ■ Cable TV ▲ Churn Rate

■ Blended ARPU

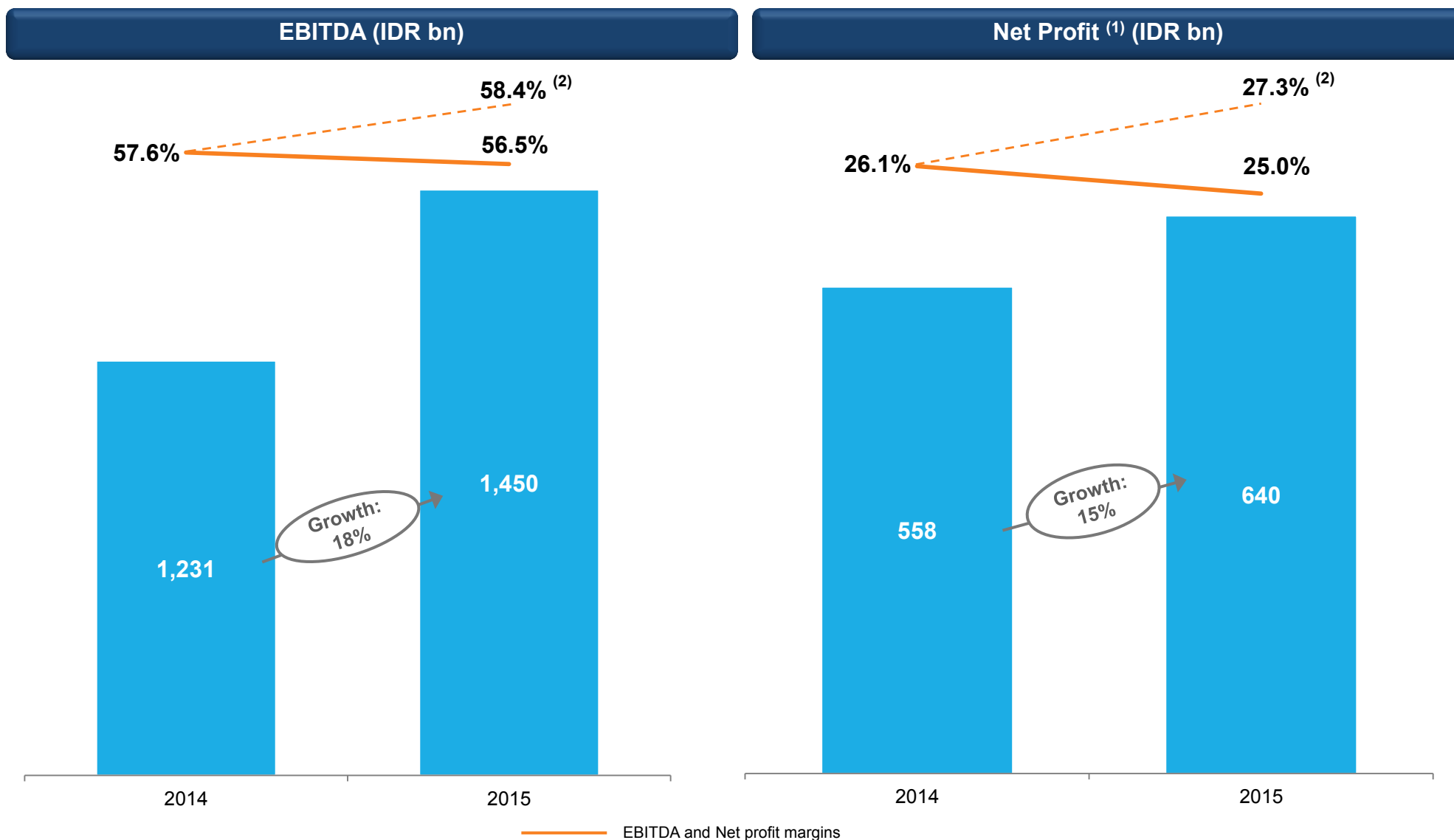
Consistent revenue growth across all areas of business

Revenue (IDR bn)



⁽¹⁾ "Others" primarily include revenue from payment charges, installation charges and auxiliary equipment sales.

Continued margins improvement in constant currency terms



(1) Finance costs in FY 2015 P&L include net foreign exchange translation losses of Rp 30 billion and financing and payment channel charges of Rp 43 billion.

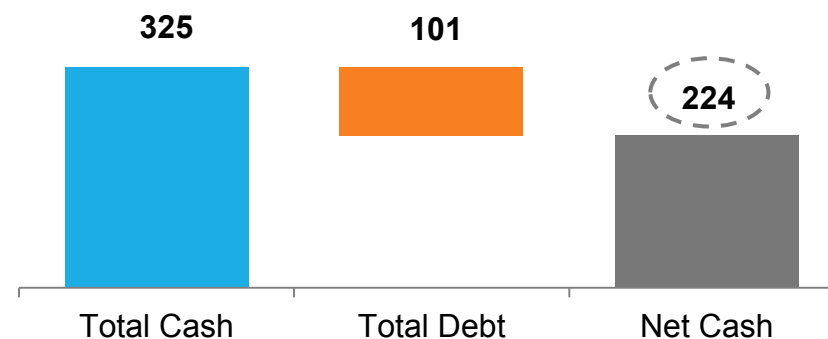
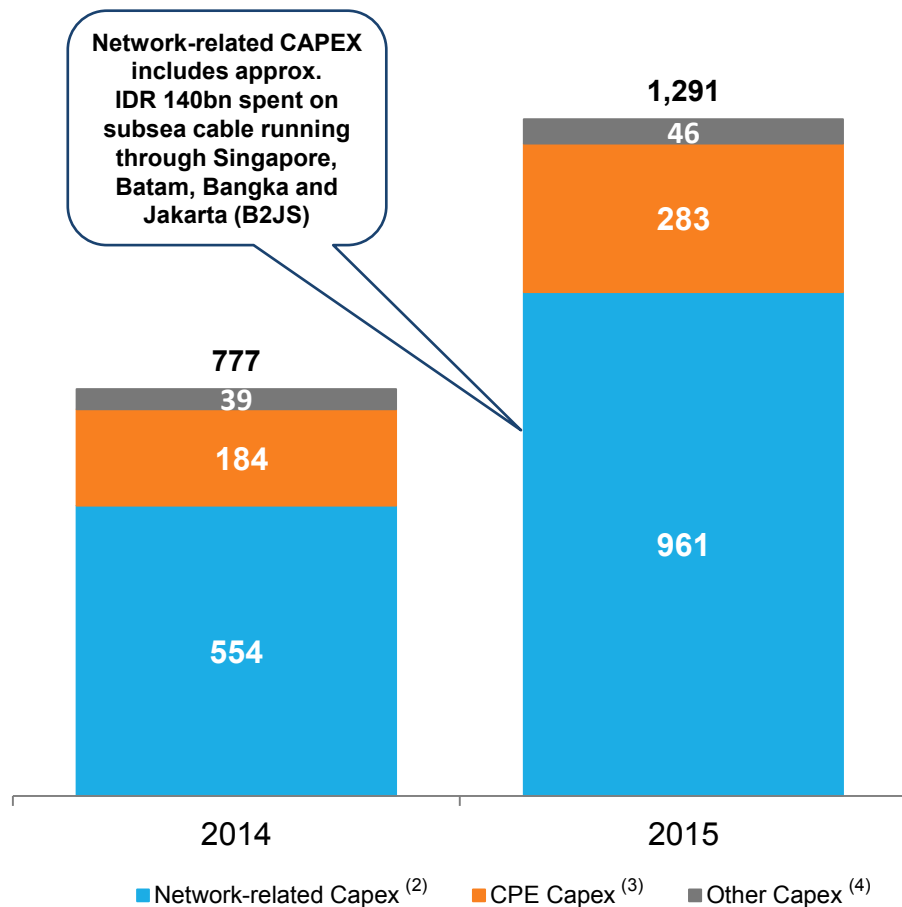
(2) Represents approximate pro-forma margins in constant currency terms

Cash flow positive while continuing to expand

CAPEX Breakdown⁽¹⁾ (IDR bn)

Net Cash with Large Leverage Capacity⁽⁵⁾ (IDR bn)

Network-related CAPEX includes approx. IDR 140bn spent on subsea cable running through Singapore, Batam, Bangka and Jakarta (B2JS)



⁽¹⁾ Capital expenditure (CAPEX) represents additions to property, plant and equipment (PPE).

⁽²⁾ Network-related CAPEX is the sum of additions to head-end electronics and network service control points.

⁽³⁾ CPE CAPEX is the sum of additions to converters, decoders, cable modems and set-top boxes.

⁽⁴⁾ Other CAPEX is the sum of additions to land, buildings, leasehold improvements, furniture and fixtures, office equipment and vehicles.

⁽⁵⁾ Cash and debt position as of December 31, 2015. Debt mainly comprises vendor financing.

The background features a dynamic, abstract composition of glowing blue fiber optic cables that curve and swirl across the frame. Interspersed among these light trails are faint, semi-transparent binary digits (0s and 1s) and alphanumeric characters, creating a sense of digital connectivity and data flow. The overall color palette is dominated by various shades of blue, from deep navy to bright cyan, with a white horizontal band at the bottom.

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Appendix

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Profit and loss summary

(IDR bn)	Year ended Dec 31		3M ended Dec 31	
	2014 ^{*)}	2015	4Q 2014 ^{*)}	4Q 2015
Revenue	2,136.0	2,564.3	585.7	677.4
EBITDA	1,230.7	1,449.9	338.3	370.2
D&A	(393.4)	(515.1)	(114.8)	(142.6)
Operating Profit	837.3	934.8	223.5	227.6
<i>Margin %</i>	39.2%	36.5%	38.1%	33.6%
Finance Income	17.6	15.5	4.4	3.7
Finance Costs	(55.7)	(73.0)	(17.8)	5.7
Share in Loss of Associate	(43.2)	(20.9)	(19.1)	-
Profit Before Tax	755.9	856.4	191.0	236.9
Tax Expense	(198.0)	(216.7)	(53.6)	(58.9)
Net Profit	557.9	639.7	137.4	178.0
<i>Margin %</i>	26.1%	24.9%	23.4%	26.3%

^{*)} As restated for implementation of new accounting standards

Balance sheet summary

(IDR bn)	As at Dec 31 2014 ^{*)}	As at Dec 31, 2015
Current Assets		
Cash and Cash Equivalents	358.7	325.4
Trade Receivables	176.8	242.1
Total Current Assets	574.9	604.8
Non-Current Assets		
Property, Plant and Equipment - Net	2,693.6	3,492.8
Total Non-Current Assets	3,167.3	3,833.3
Total Assets	3,742.2	4,438.1
Current Liabilities		
Payables	112.7	177.2
Current Maturities of Long-Term Debt	90.7	69.8
Total Current Liabilities	551.4	647.8
Non-Current Liabilities		
Long-Term Debt – Net of Current Maturities	91.3	31.4
Total Non-Curent Liabilities	156.8	122.9
Total Liabilities	708.2	770.8
Total Equity	3,034.0	3,667.3
Total Liabilities and Equity	3,742.2	4,438.1

Net Cash of
IDR 224 bn

^{*)} As restated for implementation of new accounting standards