

No. Letter	SB-106/CSL-LN/BEI/X/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 November 2<sup>nd</sup>, 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	Timotius Max Sulaiman
Position	Corporate Secretary
Date and Time	November 2 <sup>nd</sup> , 2016 13:08:06
Attachment	PT Link Net Tbk - Q3 2016 Earnings Slides (Distribution Copy) FINAL2.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.



**Link Net**

**PT Link Net Tbk**

**Q3 2016 Earnings Conference Call**

**November 2, 2016**



**Link Net**

## 9M 2016 highlights

### ▪ Achievements

- **Revenue growth** grew steady at **14% yoy**, with Q3 2016 solid **16% yoy** growth
- Profitable growth sustained with **EBITDA grew 17% yoy, at high of 59%**
- **Net profit up 31% yoy** at a **high 28% margin**
- Large leverage capacity maintained and CAPEX investments on track

### ▪ Improvements

- Subscriber **RGU base grew 17% yoy** bringing overall penetration<sup>1</sup> at **28%**
- **Premium ARPU maintained**, modest QoQ increase from IDR402 to **IDR403 thousand**

### ▪ Challenges

- Customer **churn controlled at 2.2%**, within norm and market guidance
- **Enterprise business** continue to grow, contribute 16% of Total Revenue, still has yet to gain significant momentum

### ▪ Key Initiatives

- **First Media Business** launched
- Seamless internet access through **Cable and Wireless 4G bundle**
- **Medan** and **Batam** roll-out
- **FMX TV** anywhere services

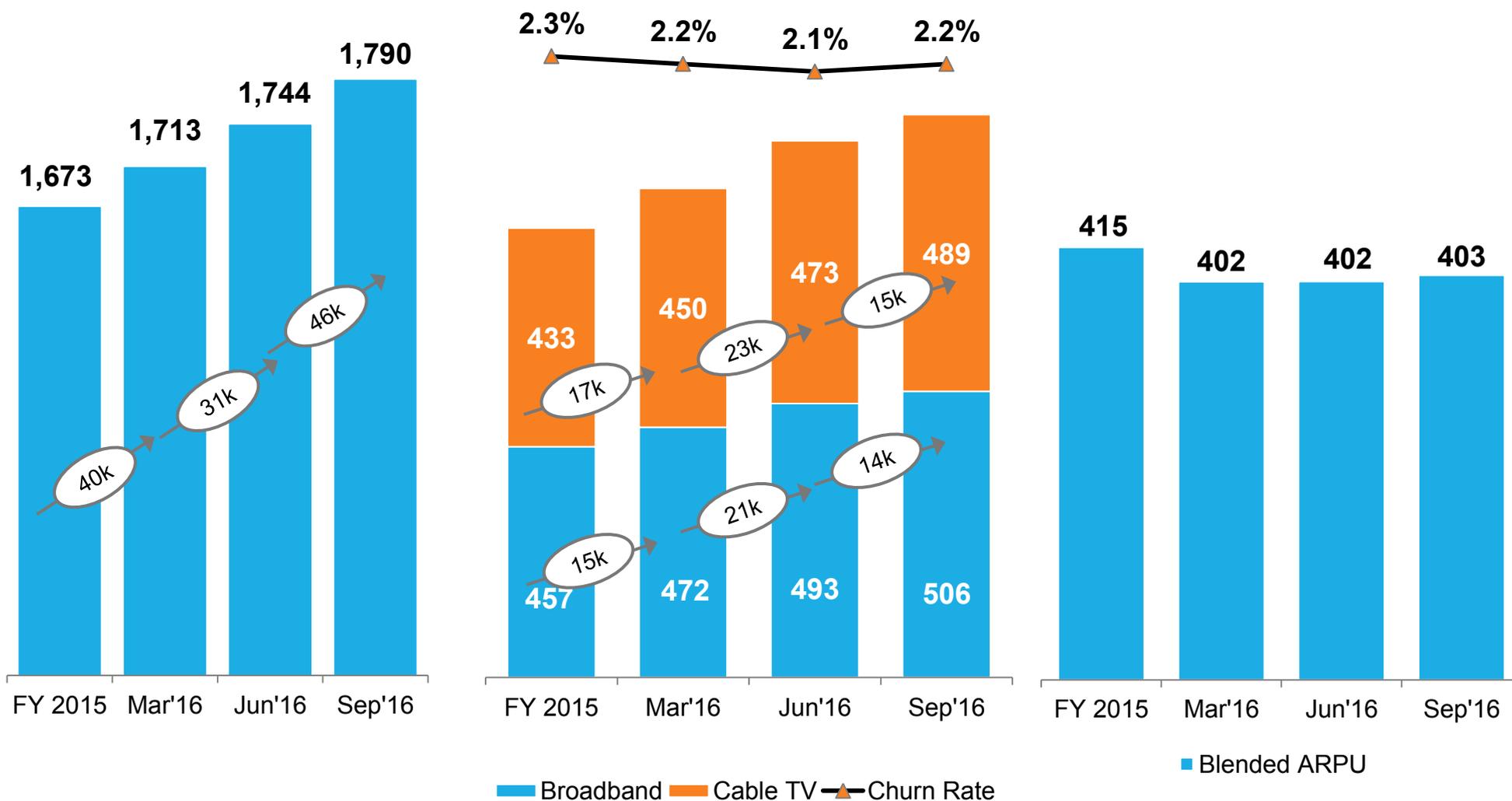
<sup>1</sup>Calculated as end of period broadband subscribers as a percentage of end of period homes passed

# Homes passed and RGU additions ON TRACK as penetrations continue to inch-up

Homes Passed ('000)

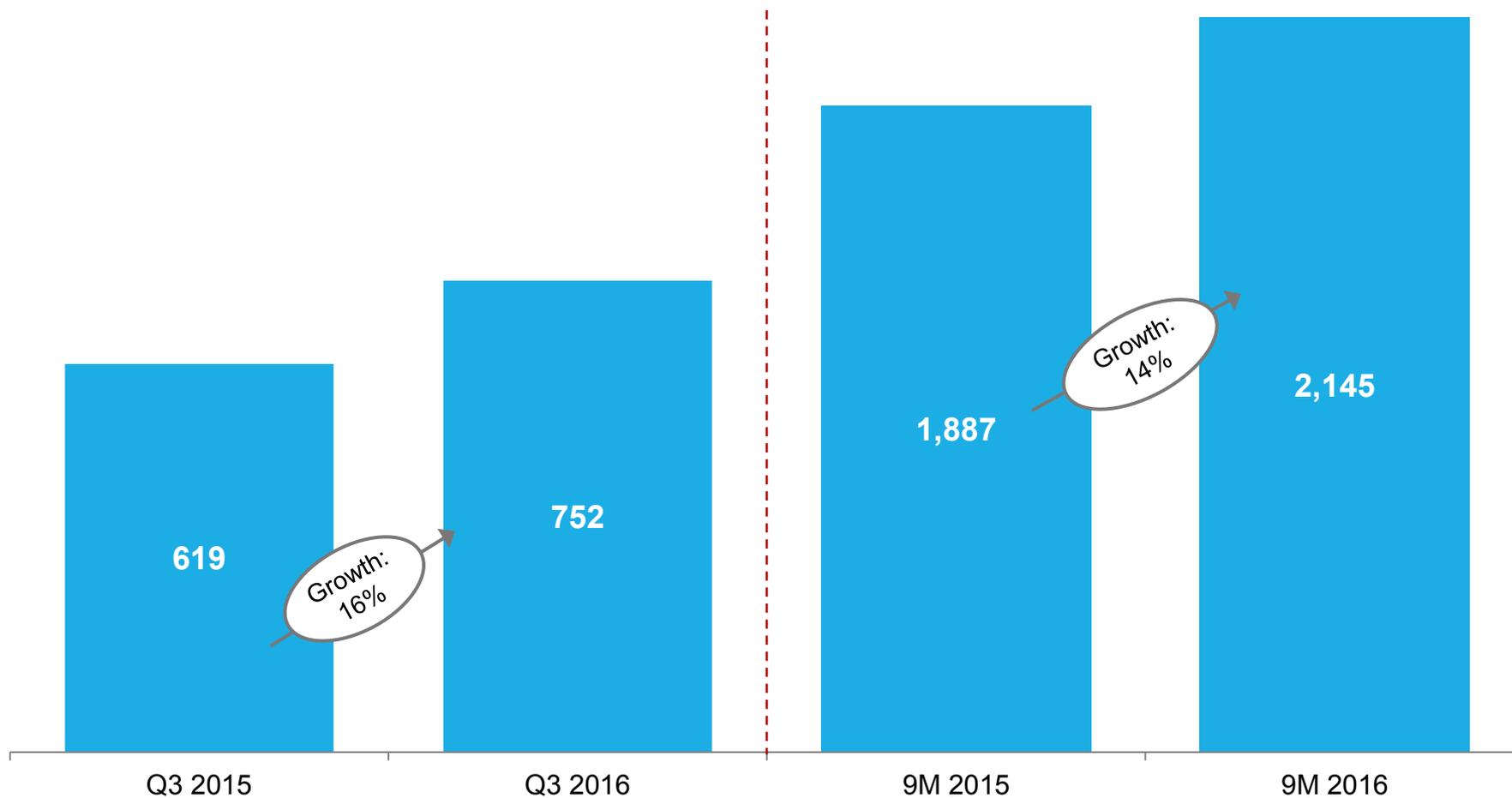
RGU ('000) and Churn

ARPU (IDR '000)



# Steady revenue growth trajectory continues despite challenging business and competitive environment

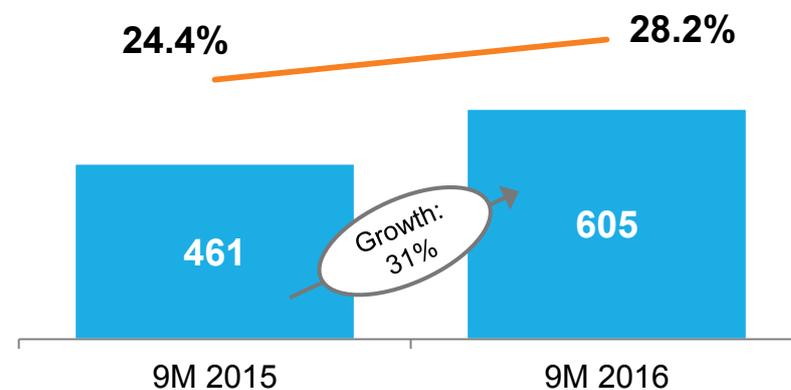
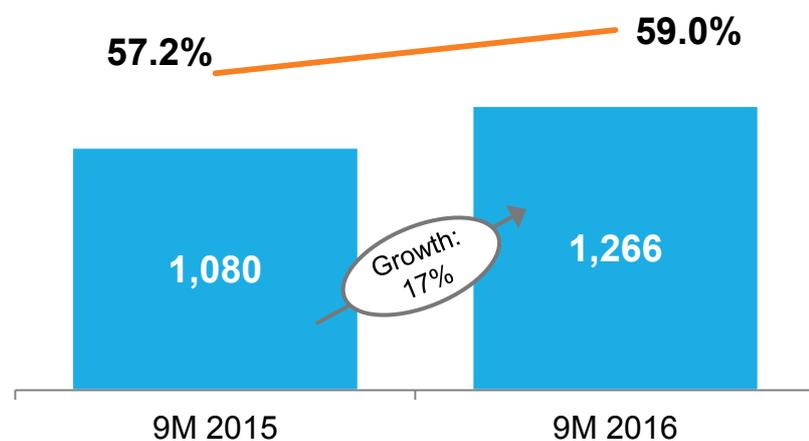
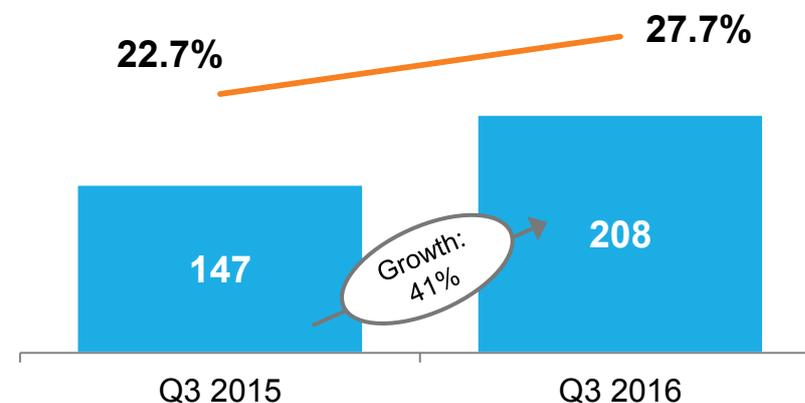
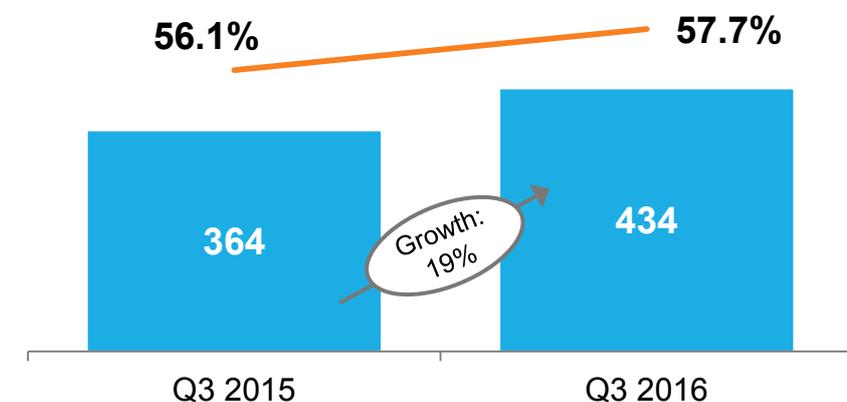
Revenue (IDR bn)



# Stronger margins on further scale and cost advantages

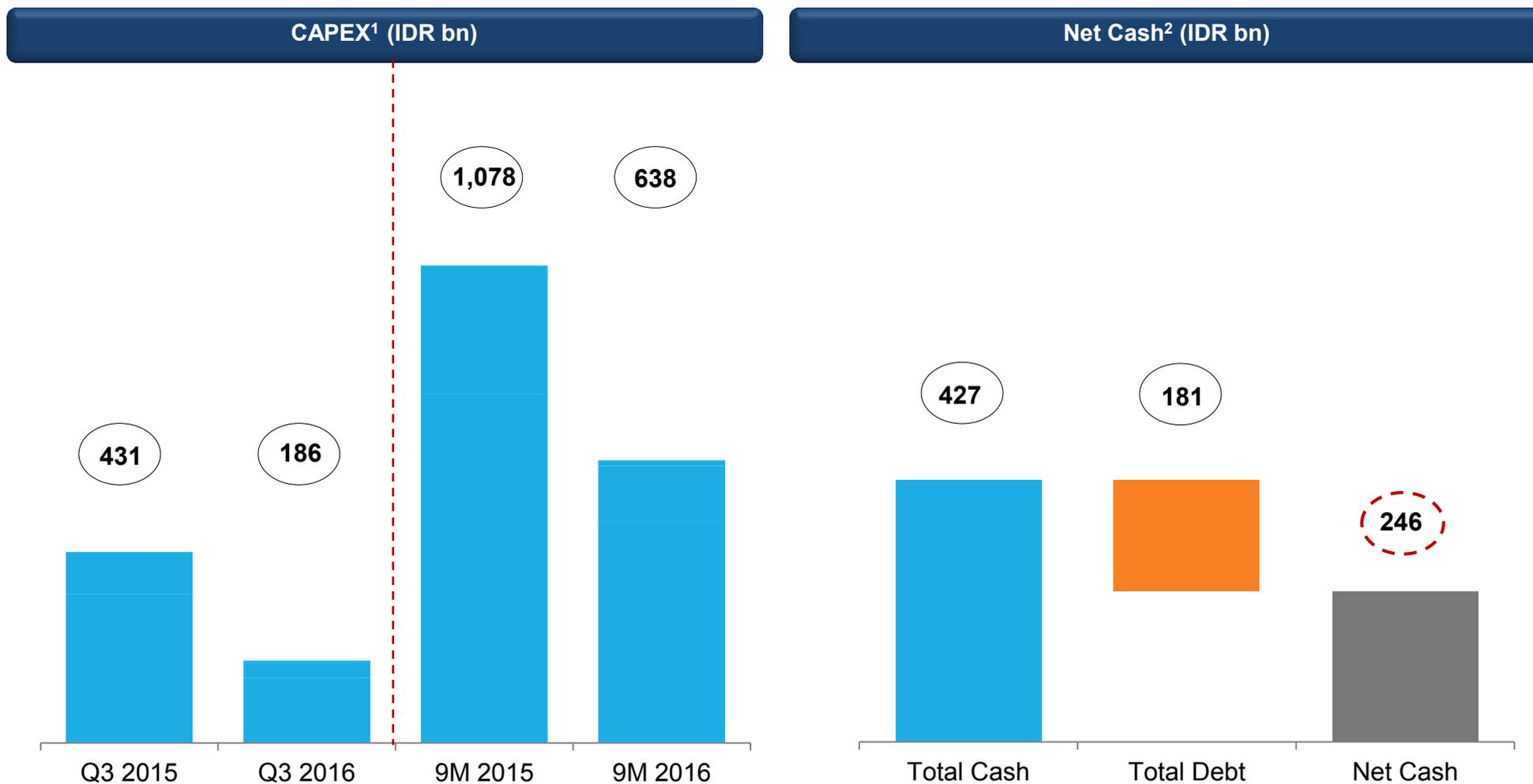
EBITDA (IDR Bn)

Net Profit (IDR Bn)



EBITDA and Net profit margins

# More strategic spending on back of strong balance sheet



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

<sup>2</sup> Total cash and debt position as of September 30, 2016. Total debt mainly comprises vendor financing.



**Link** Net

Appendix

**Link** Net

# Profit and loss summary

(IDR bn)	3M ended Sep 30		9M ended Sep 30	
	3Q 2015	3Q 2016	9M 2015	9M 2016
<b>Revenue</b>	<b>649.4</b>	<b>752.3</b>	<b>1,886.9</b>	<b>2,145.4</b>
<b>EBITDA</b>	<b>364.3</b>	<b>433.8</b>	<b>1,079.6</b>	<b>1,265.7</b>
D&A	(135.7)	(151.8)	(372.5)	(445.5)
<b>Operating Profit</b>	<b>228.6</b>	<b>281.9</b>	<b>707.2</b>	<b>820.2</b>
<i>Margin %</i>	35.2%	37.5%	37.5%	38.2%
Net Finance Income (Cost)	(32.9)	(5.1)	(67.3)	(16)
Share in Loss of Associate	-	-	(20.9)	-
<b>Profit Before Tax</b>	<b>195.7</b>	<b>276.8</b>	<b>619.1</b>	<b>804.2</b>
Tax Expense	(48.4)	(68.5)	(157.8)	(199.0)
<b>Net Profit</b>	<b>147.3</b>	<b>208.4</b>	<b>461.3</b>	<b>605.2</b>
<i>Margin %</i>	22.7%	27.7%	24.4%	28.2%

# Balance sheet summary

(IDR bn)	As at Dec 31 2015	As at Sep 30, 2016
<b>Current Assets</b>		
Cash and Cash Equivalents	325.4	427.2
Trade Receivables	242.1	341.7
<b>Total Current Assets</b>	<b>604.8</b>	<b>812.0</b>
<b>Non-Current Assets</b>		
Property, Plant and Equipment - Net	3,492.8	3,699.1
<b>Total Non-Current Assets</b>	<b>3,833.3</b>	<b>4,026.7</b>
<b>Total Assets</b>	<b>4,438.1</b>	<b>4,838.7</b>
<b>Current Liabilities</b>		
Payables	177.2	187.0
Current Maturities of Long-Term Debt	69.8	42.7
<b>Total Current Liabilities</b>	<b>647.8</b>	<b>714.7</b>
<b>Non-Current Liabilities</b>		
Long-Term Debt – Net of Current Maturities	31.4	138.3
<b>Total Non-Curent Liabilities</b>	<b>123.0</b>	<b>249.5</b>
<b>Total Liabilities</b>	<b>770.8</b>	<b>964.2</b>
<b>Total Equity</b>	<b>3,667.3</b>	<b>3,874.5</b>
<b>Total Liabilities and Equity</b>	<b>4,438.1</b>	<b>4,838.7</b>

Net Cash of  
IDR 246.2 bn