

Letter No.	SB-039/CSL-LN/PE/IV/17
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-028/CSL-LN/PE/IV/17 dated April 20th, 2017, 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 22 people.

Sender	Timotius Max Sulaiman
Position	Corporate Secretary
Date and Time	April 27 th , 2017 19:02:05
Attachment	20170427 - SB-039 - Hasil Public Expose 2017.pdf Lampiran 1 - Daftar Hadir PE 2017.pdf Lampiran 2 - Ringkasan Tanya Jawab PE 2017.pdf Lampiran 3 - Materi PE 2017.pdf

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PT Link Net Tbk takes full responsibility for the information contained in this document.

No: SB-039/CSL-LN/PE/IV/17

Jakarta, 27 April 2017

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 21 April 2017

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-027/CSL-LN/PE/IV/17, dated 6 April 2017, concerning the planning to organize the Public Expose Year 2017 and No. SB-028/CSL-LN/PE/IV/17, dated 18 April 2017, concerning the content submission of Public Expose Year 2017, we herewith submitted the report of the Company's Annually Public Expose:

1. Annually Public Expose was held on:

Day/Date : Friday, 21 April 2017
Time : 11:30 – 12:30
Venue : Ballroom B, Hotel Aryaduta Tugu Tani Jakarta
Jl. Prapatan 44-48, Jakarta 10110

2. The Company's management are present:

- Irwan Djaja : President Director
- Timotius Max Sulaiman : Director and Corporate Secretary
- Sutrisno Budhidarma : Board of Management – Residential Sales
- Meena Kumari Adnani : Board of Management – Marketing and Content
- 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 – Attachment 1).

4. Summary of the question and answer in the Annual Public Expose attached as Attachment 2.
5. Annual Public Expose was opened by Mr. Irwan Djaja, at 11:30 and continued with the presentation material content Annual Public Expose 2017 in the form of presentation as attached (Attachment 3).
6. Annual Public Expose closed by Mr. Joel Munte, on 12:30.

Please be informed accordingly and thank you for your attention.

Yours faithfully,
PT Link Net Tbk
For and behalf of Board of Directors

(signature)


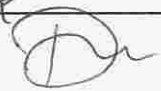

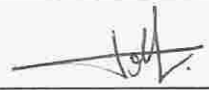


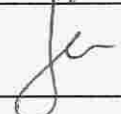



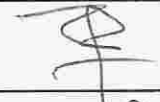



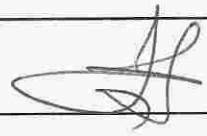


Timotius Max Sulaiman
Corporate Secretary

Cc:

- Head Executive of Capital Market Supervisory Commissioner

PUBLIC EXPOSE
PT LINK NET TBK

ARYADUTA HOTEL JAKARTA - April 21th, 2017

NAME	MEDIA	SIGNATURE
Runi	Foran Tempo	
Denny	Akurat.co	
Yana / Tika / David / Joko	Berita Satu TV	
Dede. S	Harian Kontan	
Fathya	Bloumberg	
Yoran	Sindonews	
Iona	Suara Pembinaan	
Dewi N.	Emwita daily	
Danz	e-BURSA.com	
BUDI	1907NEWS	
Juliyar	Indo Pas	
Alang	18x Channel	
Amad	IQplus	
Anas	Warta Ekonomi	
Tayan	Majalah Stabilitas	
Adiputro	Lautan Kerja. ID	
Go Ddi	Gatra	

Summary of Questions and Answers in the Public Expose of 2017:

Question 1:

What is the total dividend to be distributed this year and what date it is distributed. For 2017, what is the target of revenue and profit up to the end of the year and what factors drive that target. How much the allocation of capital expenditure this year, what is it used for and where is the funding source from?

Answer:

Our total net profit in 2016 reached 819 billion, of which 35% of the net profit will be distributed in the form of dividend pay-out ratio so that every shareholder earns Rp96.8 and in total the dividend is worth Rp286,4 billion. For the distribution, there are several stages starting cum-cash dividend in the regular market and negotiations will be announced on May 2nd, 2017, ex-cash dividend in the regular market and negotiations on May 3rd, 2017, cum-cash dividend on the cash market on May 5th, 2017, and ex-cash dividend on the cash market on May 8th, 2017. The payment of this dividend to the shareholders will be executed no later than May 26th, 2017.

In terms of revenue and profit targets, management is confident enough with the 2016 development, where we achieve 15% growth. We are consistently building our new networks continuously every year. Seeing the development and potential market, in the future management is confident enough to gain 13%-15% growth. Regarding profitability, of course we hope to maintain or even better than last year in terms of profit margin.

Related to capex, we allocate for maintenance, development of new areas (expansion) where we have done in 4 (four) main city and new city like Medan and Batam, and purchasing set top box and cable modem which will be supplied to customers. Total expected capex is certainly not far from before, probably around 1 trillion. Several capex funding sources will be taken from the company's internal cash flow, as we see a fairly small debt position where there is no long-term debt and only the debt from financing vendor. In addition, management always explores the best options available whether in the form of financing from financial institutions or other forms we obtain from the capital market.

Question 2:

Last year it was reported that shareholders canceled selling shares in Link Net, is it possible to do this again this year (the sale of shares by shareholders). Will there be some kind of cooperation with other companies. Regarding BigTV's canceled IPO plan, will this year be done again seeing conditions that may improve?

Answer:

Related to the sale of shares, from shareholders of course they have their own strategies, when they do the action and when to realize the return, in this case the management only performs the operational functions of the company. So, it may be asked directly to shareholders.

Regarding the cooperation with other companies, of course we realize in this business, a surviving company is a company that can offer integrated solutions and synergize for its customers either in the house, on the street, or in the places where they go, so this into what we need. We see PT Link Net Tbk not only as a technology company, but also a company that prioritizes customers, where we try to fill the interests and willingness of customers so that we can provide the best quality. In order to provide the best quality, the company will see what things or products that can be offered to customers, and if we can do it ourselves we will find the relevant partner.

Regarding BigTV, PT Link Net Tbk has a 15% ownership of PT Indonesia Media Televisi. Certainly related to the IPO plan or other corporate actions from BigTV, we adjust to how the market conditions. If market conditions allow, we will dialogue with management of BigTV how the best solution for them to enter the capital market. Currently, we as a shareholder focus on customer growth and revenue from BigTV.

Question 3:

Please explain in more detail for the expansion in the corporate segment, and how will the sustainable expansion be in 2017, and how to allocate its capex?

Answer:

Our focus is on residential, which is the biggest contribution, but the management also sees the corporate segment (enterprise) can be a significant potential market. There are several factors that we see. The first factor is that we see our enterprise industry is growing rapidly including the Small Medium Enterprises (SME) that are being promoted by the government that can become a big potential market. The second factor is the infrastructure when we do a network withdrawal in an area where when we do it we pass through the business area that the cost and capex is already happened or used. And the third factor is that we see residential and enterprise segments interconnected whereby we can create products that we can offer to customers from home to office or the place of business.

We see the current industry condition is very promising. Many companies are starting to get financing from several investors both domestically and abroad. Around a month ago, PT Link Net Tbk as an Internet provider provides internet connectivity for businesses under the auspices of Bank Mandiri. Moreover, this year the government proclaimed the growth of financing for the SME sector with the aim to increase economic growth, so this can be a very large and vast market. In addition, in terms of capex we do network intensification, where every network we support for the residential market we do also mapping for the enterprise market and SMEs, so we can use the network to distribute our services to enterprise and SMEs.

Question 4:

What is the target of homes passed in this year. In addition to Batam and Medan which city will be the destination. What percentage of market shares, what percentage for commercial and residential revenues, and whether the first quarter can be announced?

Answer:

For 2017, our homes passed target is still the same as in previous years ranged from 120 thousand to 150 thousand.

Currently we have built network intensively in 4 (four) big cities namely Jakarta and surrounding areas, Surabaya and surrounding areas, Bali, and Bandung. In the last year we have announced to enter and add the network in 2 (two) more cities, Medan and Batam, hopefully in the second semester we can see the contribution of revenue from the two new cities. For other cities to this day is still under consideration and we can not yet announce.

For market share may be quite difficult to give, because we do not have data for total market share as a whole. If we see broadband market growth in Asia-Pacific is around 36%-38%, while in Indonesia is still around 9%. Of the 9% is only about 2% broadband market 1 Mbps and above, so we are rather difficult to determine the current market share. The current contribution of revenue from enterprise is 16%, but in the future with product innovations that we do, we are able to target approximately 16%-20% in the next 2-3 years.

For the first quarter we have not been able to provide, possibly at the end of the month are able to publish.



PT Link Net Tbk

Paparan Publik

21 April 2017



Agenda Presentasi

-
1. **Kinerja Operasional Tahun 2016**
 2. **Kinerja Keuangan Tahun 2016**
 3. **Rencana Mendatang**
-

1. Kinerja Operasional Tahun 2016

Ikhtisar kinerja operasional tahun 2016



Memperkuat momentum pertumbuhan di kota metropolitan utama

- Menambah **153 ribu** *homes passed* baru (Jakarta dan sekitarnya, Surabaya, dan Bandung)
- Menambah **70 ribu** pelanggan TV berbayar, **64 ribu** pelanggan internet (meningkat **15%**)
- Retensi pelanggan yang lebih baik dengan rata-rata *churn* bulanan sebesar 2.2%
- Mempertahankan **ARPU (Average Revenue per User)** pada level yang premium yaitu **Rp 407 ribu** per pelanggan

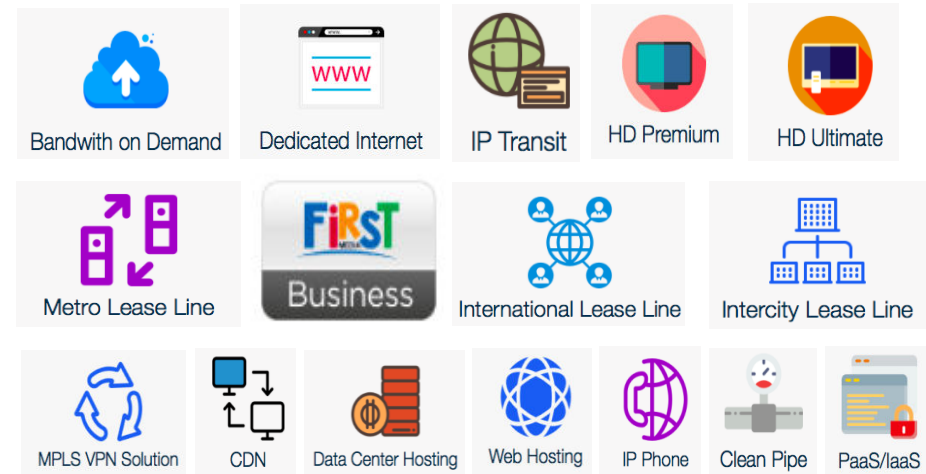


Melakukan ekspansi ke Medan dan Batam untuk mendukung pertumbuhan dimasa mendatang



Ikhtisar kinerja operasional tahun 2016

Melanjutkan pertumbuhan pada bisnis korporasi, dengan pencapaian strategis utama pada seluruh sektor bisnis



Inisiatif kunci & penghargaan (Triwulan 4/2016)

- Kolaborasi antara First Media dan Bolt
- Meluncurkan produk **First Media Smart Living**
- Memperoleh penghargaan “**Top IT & Telco 2016 Award**” untuk kategori *Fixed Internet Provider* dari I-tech Magazine

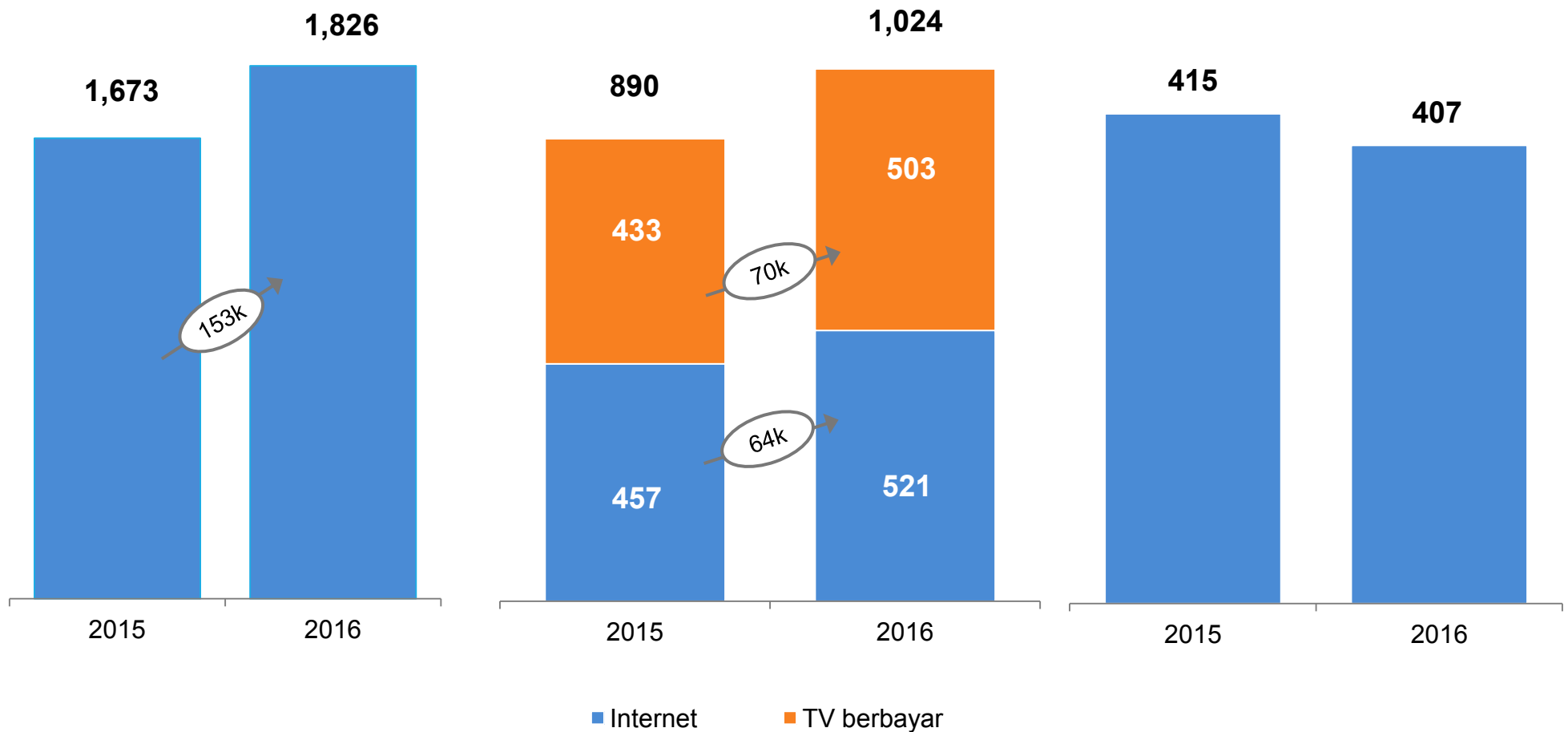


Pencapaian dalam semua aspek bisnis – *homes passed, pelanggan, dan ARPU*

Homes Passed ('000)

Pelanggan ('000)

ARPU (Rp '000)



Penghargaan yang diterima



Indonesia WOW Brand 2015 & 2017

- Silver Champion for Pay TV Category, 2015 & 2017
- Gold Champion for Fixed ISP Category, 2015
- From Markplus Inc



Top Telco 2014-2016

- Top Fixed Internet Category
- From Itech Magazine



Indonesia Most Innovative Business Award 2017

Advertising, Printing, and Media Category
From Warta Ekonomi



Customer Loyalty Award Net Promoter Leader Award 2016



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



Word Of Mouth
Marketing Award
2015



Brand Finance plc
Brand Rating
2015



Top Brand Award
2012-2014



PEFINDO25 Index
(01/08/2015 to
31/01/2016)



Net Promoter Leader
Award 2011-2014



Corporate Image
Award 2012-2014



2015 Frost & Sullivan
Indonesia Excellent
Awards

2. Kinerja Keuangan Tahun 2016

Ikhtisar kinerja keuangan tahun 2016



Pertumbuhan kinerja keuangan yang kuat

- Pendapatan meningkat **15%** menjadi **Rp 2,95 triliun**
- **Bisnis korporasi** memberikan kontribusi sebesar 16% dari total pendapatan

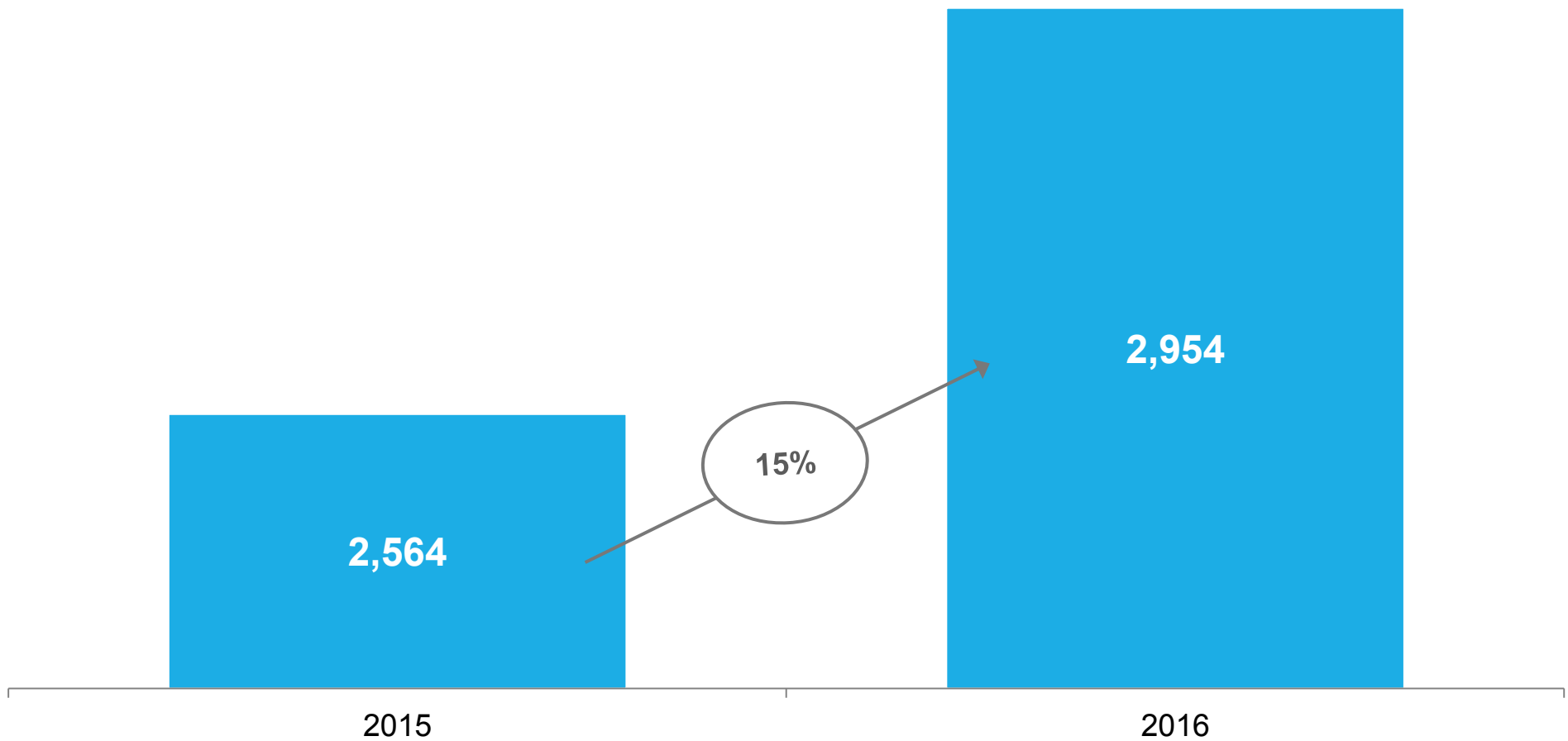


Menunjukkan pertumbuhan pendapatan yang berkelanjutan dan manajemen biaya yang bijak.

- Laba Bersih meningkat 28% menjadi Rp 819 miliar, dengan margin laba bersih 28%
- Belanja Modal selaras dengan posisi *net cash* yang tinggi

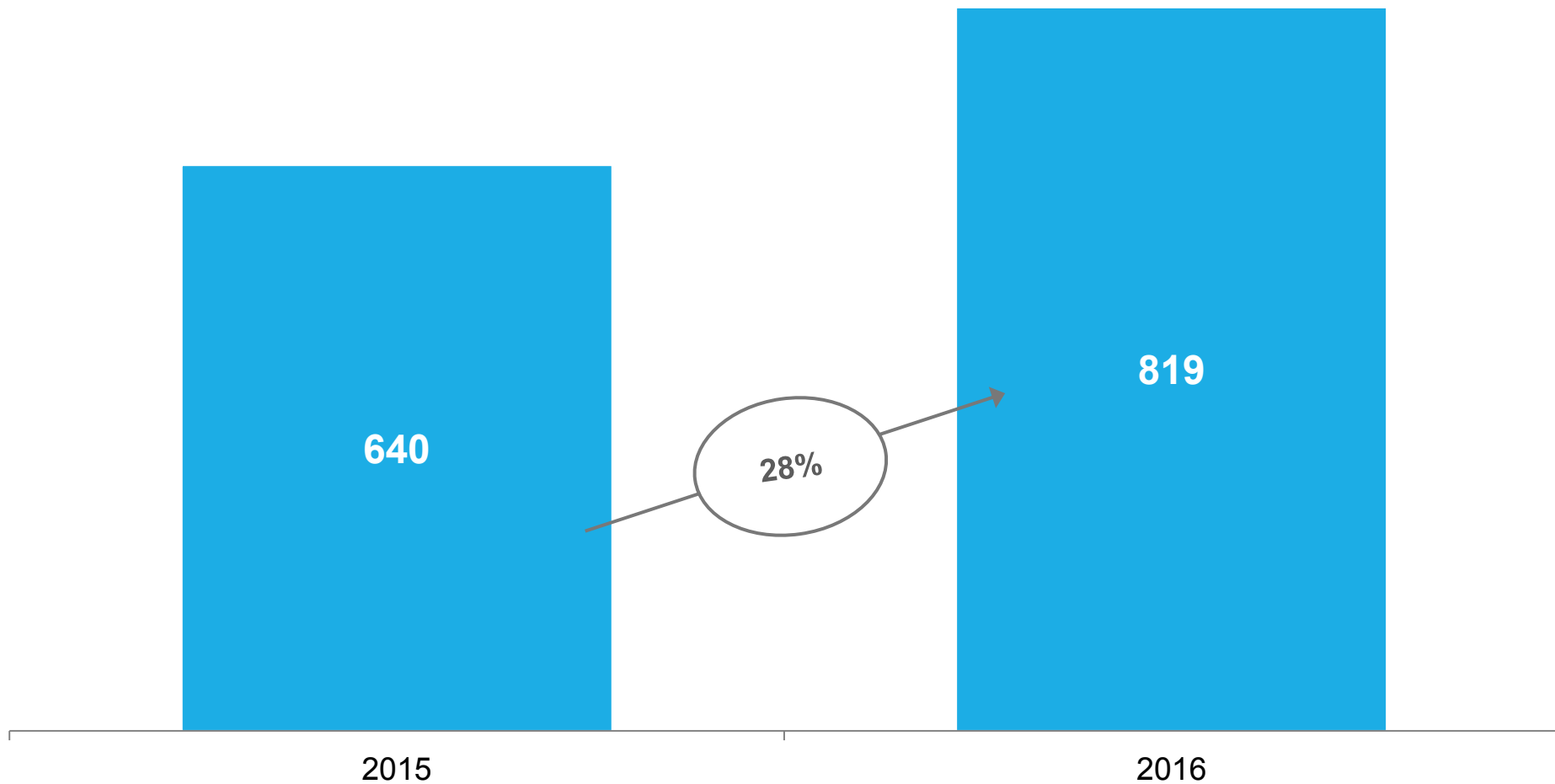
Pertumbuhan pendapatan yang solid dan stabil

Pendapatan (*dalam miliar Rupiah*)



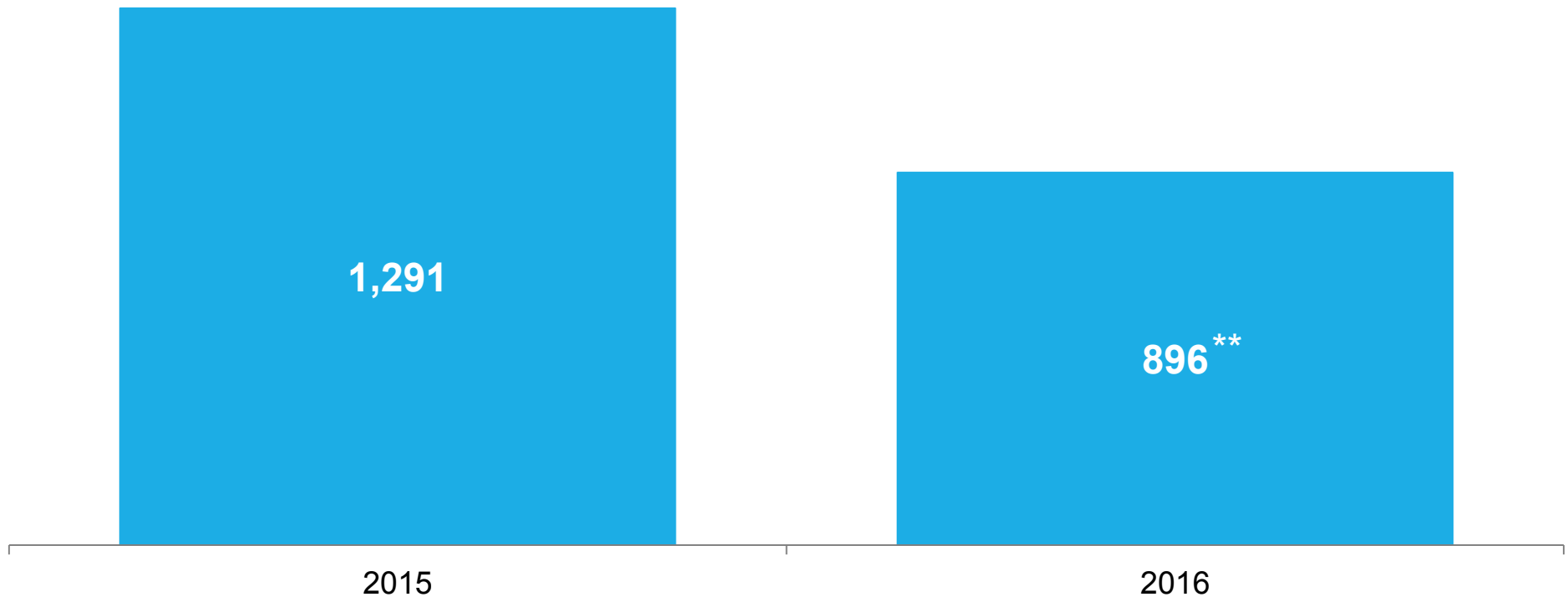
Pertumbuhan laba bersih dengan manajemen biaya yang bijak

Laba Bersih (*dalam miliar Rupiah*)



Belanja modal yang didukung dengan neraca yang kuat

Belanja Modal* (dalam miliar Rupiah)



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

** Jumlah belanja modal tahun 2016 mencapai Rp 1,028 miliar, dimana Rp 883 miliar merupakan aset yang diperoleh dari perolehan langsung dan Rp 145 miliar diperoleh dari transaksi penjualan dan penyewaan kembali melalui utang sewa pembiayaan. Aset yang dijual dalam transaksi penjualan dan penyewaan kembali tersebut mempunyai nilai perolehan sebesar Rp 132 miliar.

3. Rencana Mendatang

Link Net – ekspansi yang berkelanjutan



The background is a dark blue field filled with numerous bright blue, glowing lines that swirl and radiate across the frame, creating a sense of dynamic energy and connectivity. Scattered throughout this field are various characters from the hexadecimal system (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**

Terima kasih

***Link* Net**