



INVESTOR FACT SHEET

Edition 3Q 16

Dominant and Innovative ISP Company of SCALE in Indonesia

Transforming lives through technology...

COMPANY OVERVIEW

Founded in 1999, PT Link Net is Indonesia's first Next Generation Broadband (NGBB) provider. From our modest beginning, we have grown to be one of the LARGEST and STRONGEST Internet and Cable TV Operator in the country.

We provide superior products and best-in-class services in most important metropolitan cities, with AFFLUENT Residential homes passed, and Subscribers/ Revenue Generating Units (RGUs) of SCALE. We have also proven track record in Enterprise sector with flagships businesses and institutions portfolio.

We are very proud of our 20 years long-standing, proven track records. We constantly responds and adapt to the changing environment, with one thing remain the same – our focus on service and helping our customers to prosper and grow.

Stock Highlights (per EOP 3Q 16)

| | |
|--------------------|---------------------|
| Ticker symbol | LINK |
| Stock Price | Rp 4,360 |
| Shares outstanding | 3 Bn units |
| Market cap | Rp 13.1Tn |
| 52 wk range | Rp 2,875 – Rp 4,980 |
| PE (X) | 16.7x |
| EV/EBITDA (X) | 8.0x |

NGBB PIONEER of SCALE

1.8 Mn Affluent Homes & 1 Mn Rev. Generating Subs.

Link Net is a dominant player with a proven track record since 2000. We have a large residential customer base, with a focus on Indonesia's most affluent households in Indonesia's most prosperous cities. We also have a strong and growing enterprise business.

STATE-OF-THE-ART-NETWORK

Technologically Resilient & Future-proof (HFC & FTTH)

Link Net's own fiber trunks to support future bandwidth and data growth. We have a highly upgradable HFC network and we're rolling out FTTH in green field areas ~ 24 Km cable length

UNDER-PENETRATED, LARGE MARKET

Only 7.7% National Penetration (mostly ADSL)

Indonesia is highly under-penetrated^(a) and one of the fastest growing broadband markets globally^(b)

SOLID FINANCIAL RECORD

9M Rev. +14% yoy, EBITDA +17% yoy, Margin 59%

Highly attractive financial profile with faster investment return, and visible strong growth trajectory and operating outlook. We consistently delivered high margins despite continued expansion over the years, and no debt... leaving us room for continued expansion and investment in quality network.

SUPERIOR PRODUCT & SERVICES

High 97% bundled take-up rate

Differentiated bundled packages with significant value. And second to none, best-in-class services

DEEP AND EXPERIENCED MANAGEMENT

Our management team has diverse skills and complementary expertise with a strong domestic & international track record.

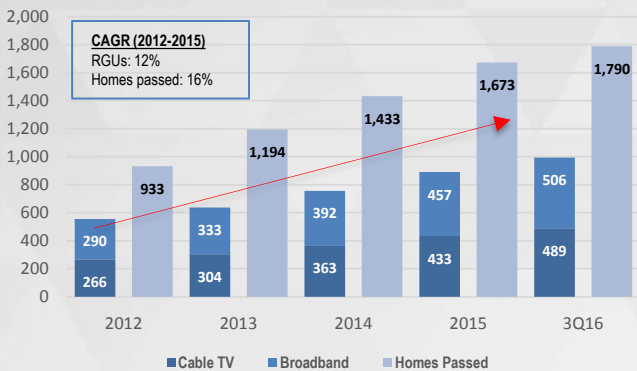
(a) Source : Based on MPA data 2013
(b) Source : Based on MPA EOP Dec 2015 data / 2016 MPA Report





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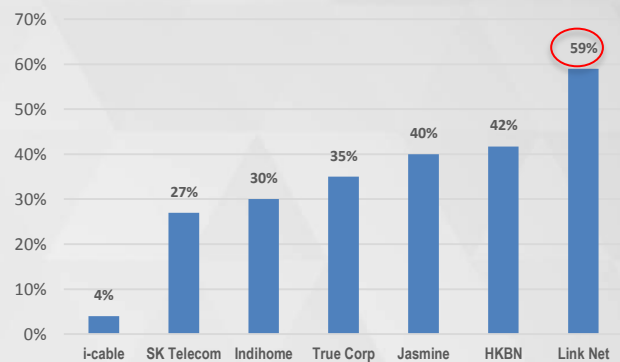
Home Passed & RGU



Link Net continues to expand and now has 23,814 kms of cable in Indonesia's highest GDP cities, successfully closing into 1.8 million affluent homes, and consistently grow Subscribers by 16% CAGR.

* Source: Link Net company data (as at EOP 3Q 16)

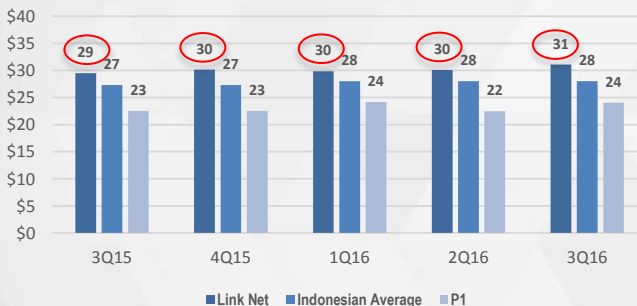
9M EBITDA Margin



Despite continued expansion, Link Net's EBITDA margin continued to be HIGH - 59% is one of the highest amongst telco worldwide!

* Source: APAC Broadband companies public disclosures (as at EOP 3Q 16)

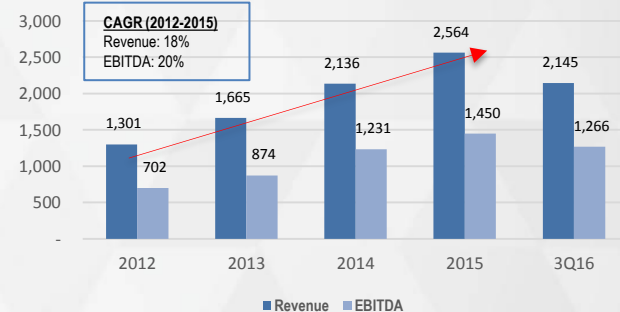
Bundled ARPU (\$USD)



Proven track record of Superior Product & High Quality Service earns Link Net a CONSISTENT Market PREMIUM ARPU of ~ US\$31 (highest among players in Indonesia).

* Source: Media Partners Asia (MPA) & company data (as at EOP 3Q 16)

Revenue & EBITDA (Rp Bn)



Albeit competitions emergence and macro headwinds, Link Net CONSTANTLY Delivered Double Digit Revenue growth along the years, and a very healthy EBITDA.

* Source: Link Net company data (as at EOP 3Q 16)

For more information:

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