



## PRESS RELEASE

August 3, 2015

# LINK NET REGISTERS STEADY GROWTH IN H1 2015, ACHIEVING OVER 1.55 MILLION HOMES PASSED

### Key Results Highlights

- Revenue up 22% to Rp 1,238 billion
- Net profit up 13% to Rp 314 billion
- Operating profit margin maintained at 39%
- 1.55 million homes passed, with 121 thousand new homes added
- Blended RGUs rose to 814 thousand, with the addition of 59 thousand across broadband and cable TV<sup>\*)</sup>
- Average revenue per user increased to Rp 415 thousand

Jakarta, August 3, 2015, **PT Link Net Tbk** ("Link Net" or "the Company"; stock code: "LINK") reported robust set of results for the first half of 2015 with revenue steadily increasing 22% to Rp 1,238 billion, compared to the same period in 2014. This reflects the continued strong demand for next generation broadband and cable TV<sup>\*)</sup> services in the Company's key markets of Greater Jakarta, Greater Surabaya and Bandung, as it continues to expand its network now covering 1,553,870 homes passed as at 30 June 2015.

On top of adding 121,363 homes passed in the first half, the Company registered similar expansions in its broadband and cable TV<sup>\*)</sup> RGUs ("Revenue Generating Units"), which increased to 420,687 and 392,850, respectively or 813,537 in total, as at 30 June 2015. The Company's market leadership position has afforded it insight into customer needs and so is able to customize its content offering and capabilities in order to deliver on the last mile. This is evident in its consistently high bundling rate where 94% of its customers subscribe to both broadband and cable TV<sup>\*)</sup> services, as well as in the increase in its average revenue per user ("ARPU") to Rp 415,000 in H1 2015.

H1 2015 operating profit rose 20% to Rp 478 billion whilst net profit increased by 13% to Rp 314 billion. The implementation of disciplined cost management structures as well as gains in operational leverages have enabled the Company to maintain its high operating profit margin levels, which stood at 39% in H1 2015.

On June 30, 2015, Link Net announced that it has acquired a 51% stake in FMTV for approximately Rp10 billion. This acquisition is in line with Link Net's strategy to enhance shareholder value through better cooperation in its cable TV<sup>\*)</sup> service offering and by playing a bigger role in determining cable TV<sup>\*)</sup> strategies moving forward.

Commenting on the results, Roberto Feliciano, President Director, said:

<sup>\*)</sup>in collaboration with PT First Media Television ("FMTV")

*“We are pleased with our performance in the first half of 2015, which bears testimony to the Company’s strong fundamentals, as well as the strength of the team in executing our growth strategies, even in the midst of challenging times. We remain confident of achieving our growth targets for the year.”*

## **About PT Link Net Tbk**

PT Link Net Tbk ("Link Net"), established in 1996, is the largest provider of services via cable in Indonesia, providing subscription of high quality television services, high-speed next generation broadband internet, and data communications. Link Net operates in Greater Jakarta, Greater Surabaya and Bandung.

Link Net owns and operates a network of Hybrid Fiber Coaxial cable ("HFC") that provides high-speed internet access services to retail and business customers. Link Net also operates a subscription television channel in collaboration with PT First Media Television ("FMTV").

Learn more at [www.linknet.co.id](http://www.linknet.co.id)

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Certain statements in this release are or may be forward- looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions in Indonesia; the state of the property industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; the anticipated demand and selling prices for our developments and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in

\*in collaboration with PT First Media Television ("FMTV")

operation expenses, including employee wages, benefits and training, governmental and public policy changes; our ability to be and remain competitive; our financial condition, business strategy as well as the plans and objectives of our management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize, actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although we believe that the expectations of our management as reflected by such forward-looking statements are reasonable based on information currently available to us, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date hereof, and we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.