PT Link Net Tbk

Q3 2016 Earnings Conference Call

November 2, 2016

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[1] at **28%**
  - **Premium ARPU maintained**, modest QoQ increase from IDR402 to **IDR403 thousand**

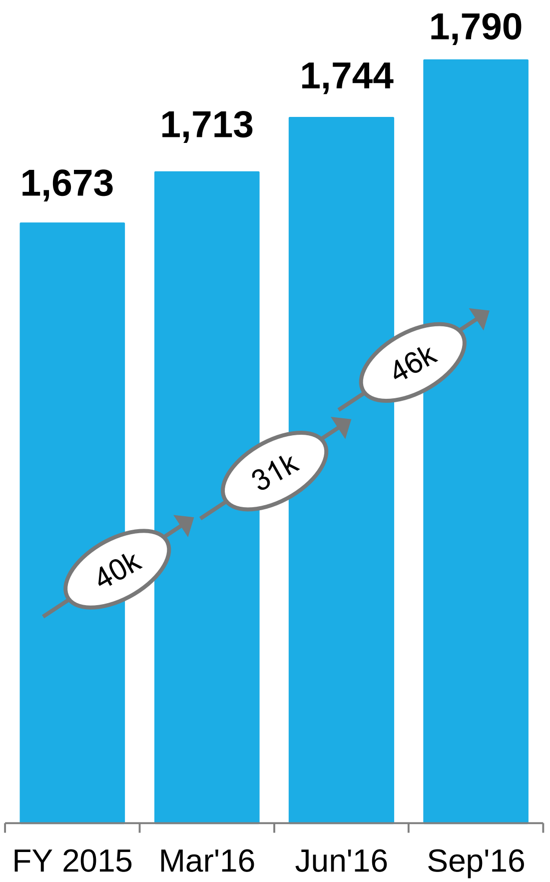
- **Challenges**
  - Customer **churn controlled at 2.2%**, within norm and market guidance
  - **Enterprise business** continue to grow, contribute 16% of Total Revenue, still has yet to gain significant momentum

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

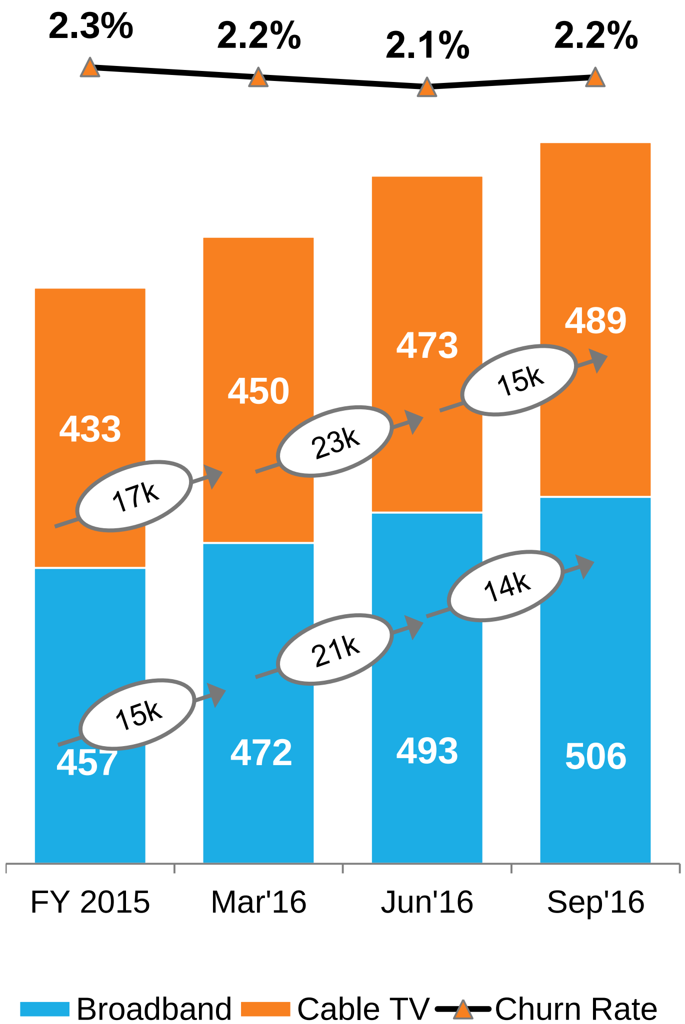
[1]Calculated as end of period broadband subscribers as a percentage of end of period homes passed

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

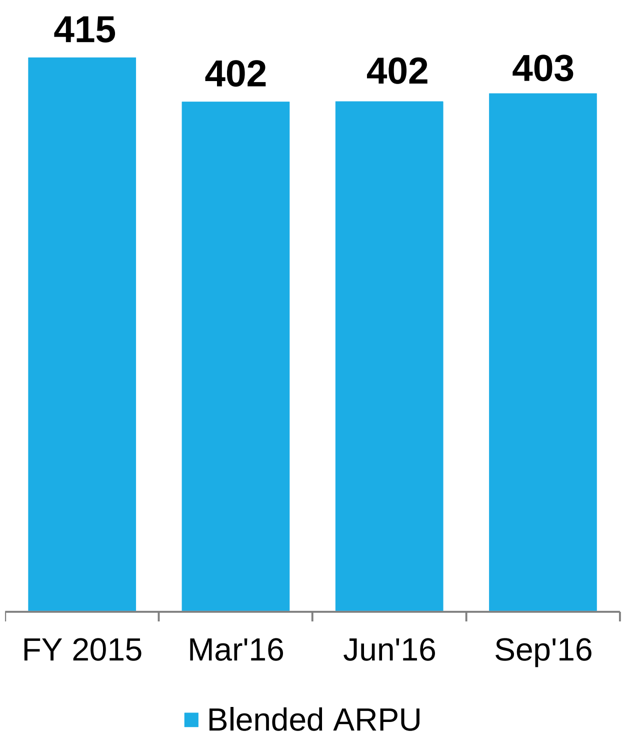
Homes Passed ('000)



RGU ('000) and Churn

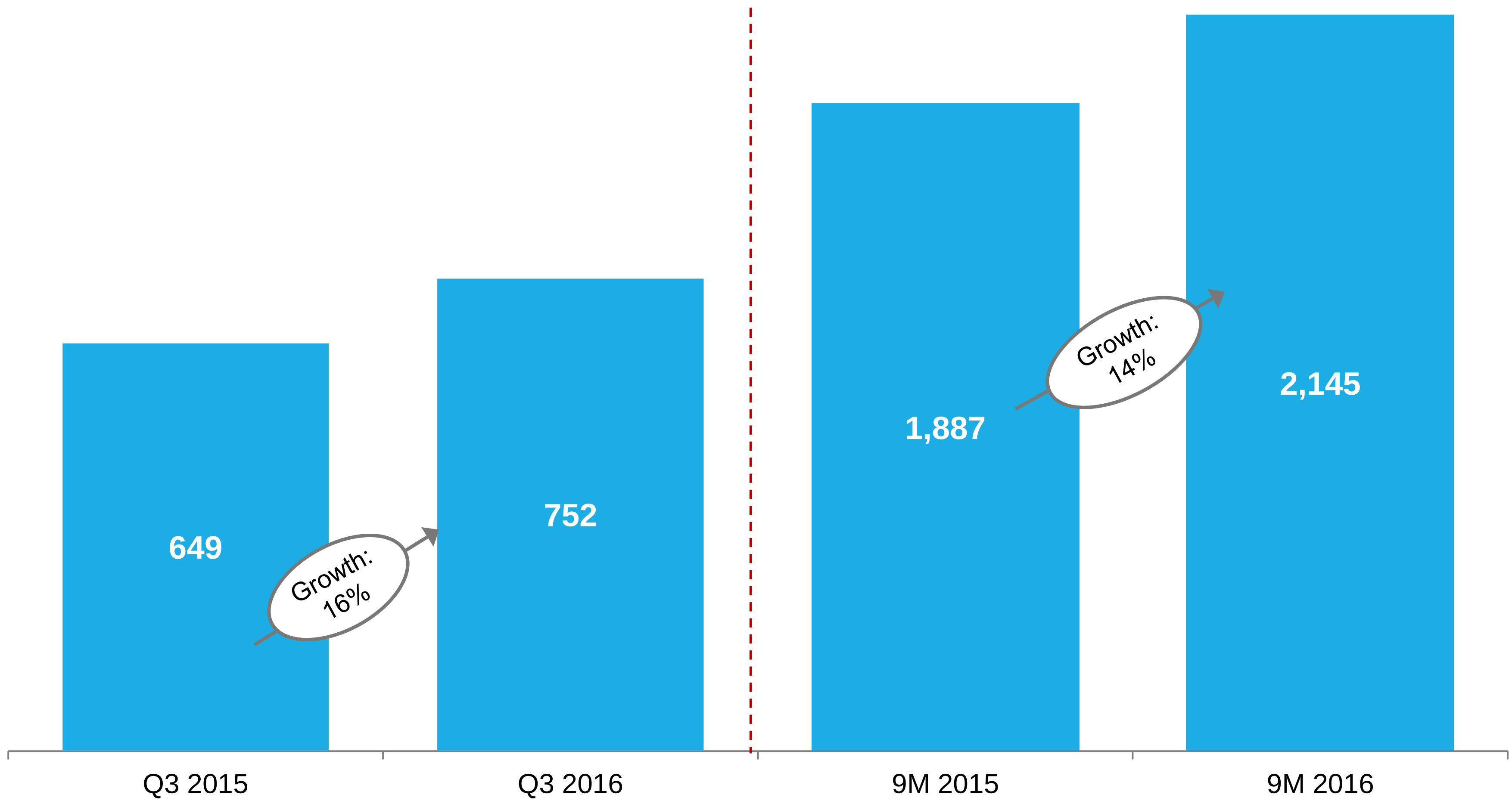


ARPU (IDR '000)



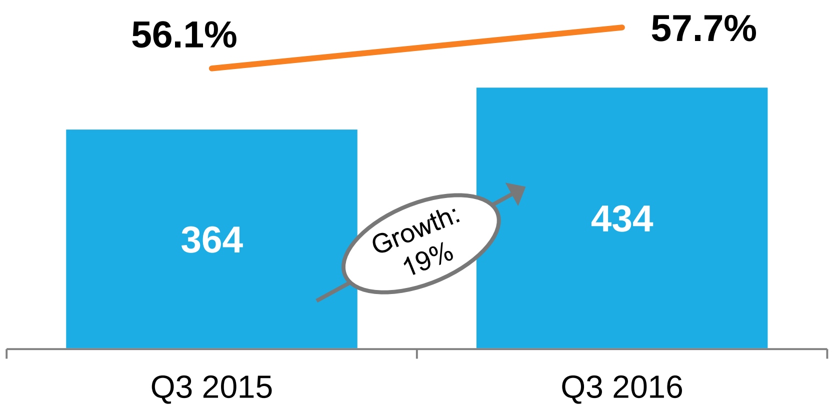
Steady revenue growth trajectory continues despite challenging business and competitive environment

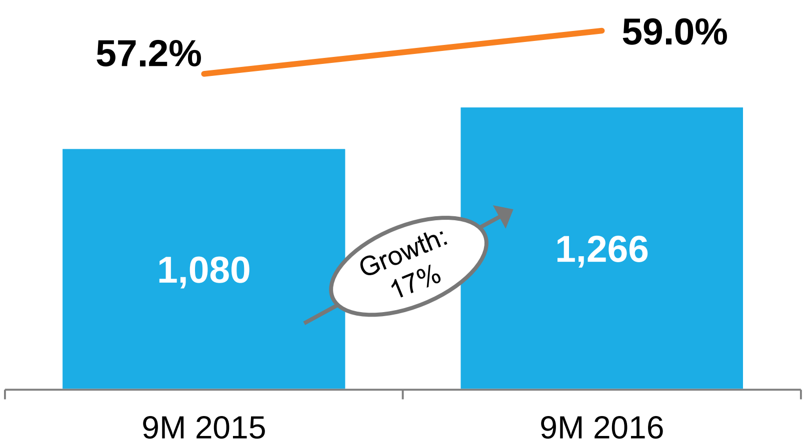
Revenue (IDR bn)



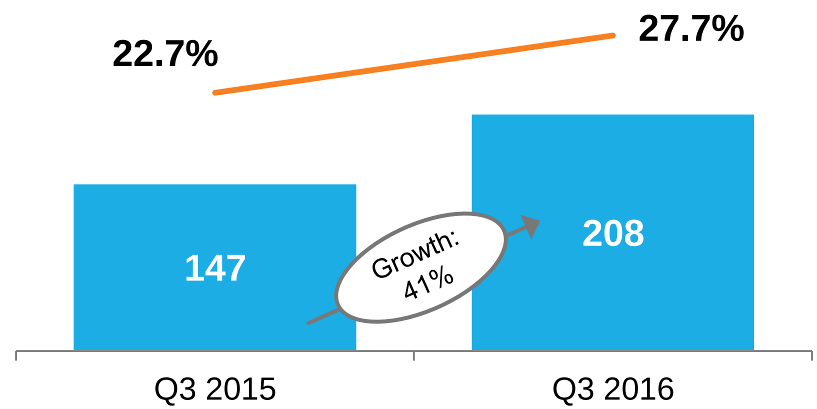
Stronger margins on further scale and cost advantages

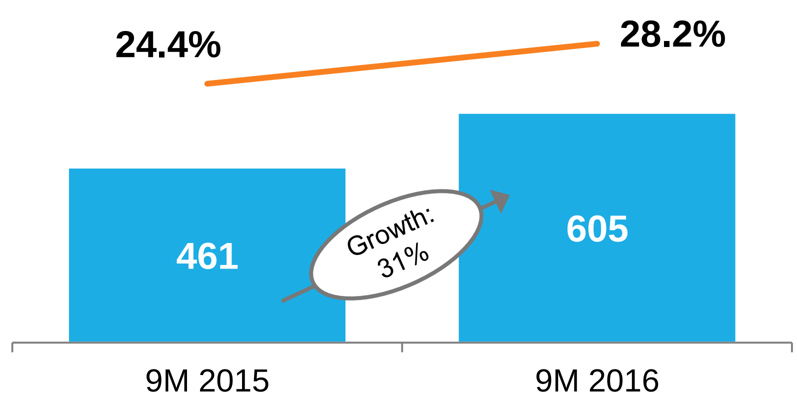
EBITDA (IDR Bn)





Net Profit (IDR Bn)

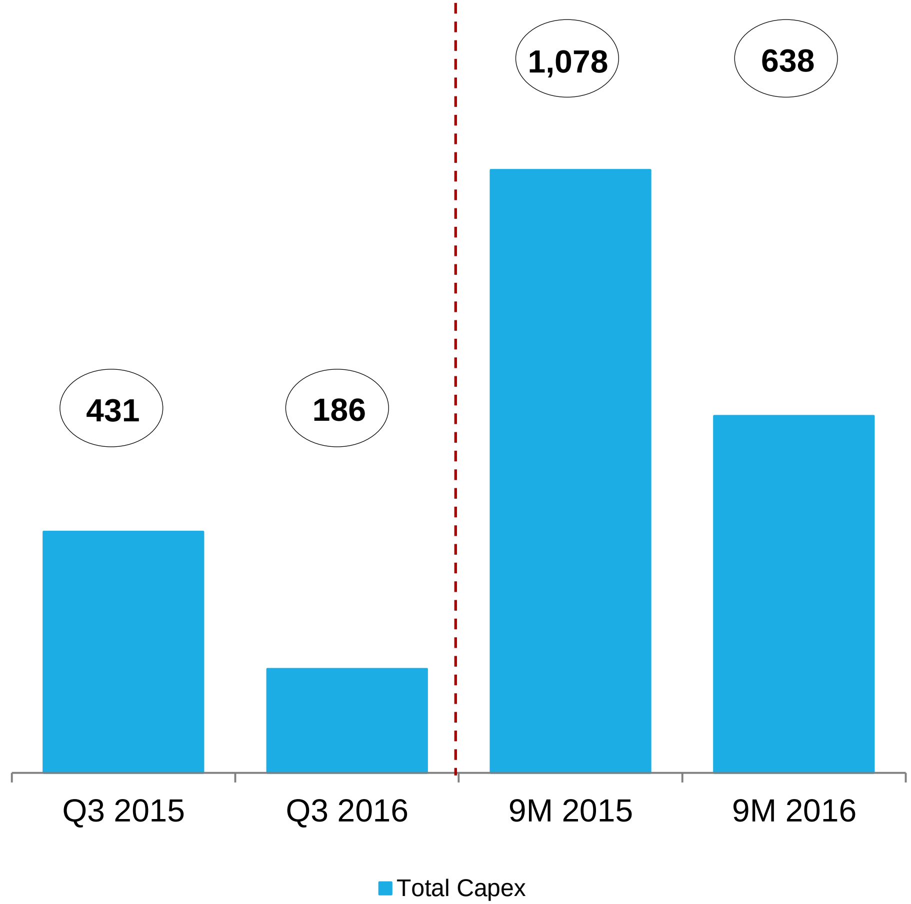




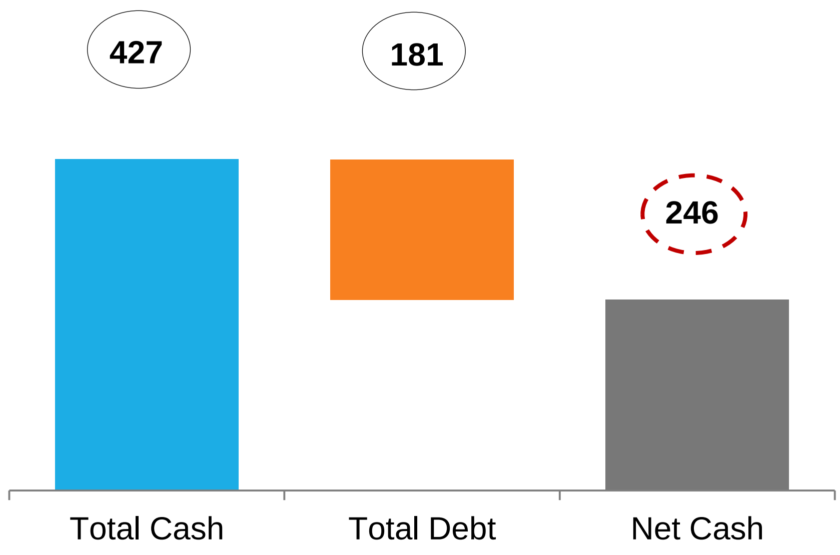
EBITDA and Net profit margins

More strategic spending on back of strong balance sheet

CAPEX[1] (IDR bn)



Net Cash[2] (IDR bn)



[1] *Capital expenditure represents additions to property, plant and equipment (PPE).*

[2] *Total cash and debt position as of September 30, 2016. Total debt mainly comprises vendor financing.*

Appendix

Profit and loss summary

(IDR bn)	3M ended Sep 30		9M ended Sep 30	
	3Q 2015	**3Q 2016**	**9M 2015**	**9M 2016**
Revenue	**649.4**	**752.3**	**1,886.9**	**2,145.4**
EBITDA	**364.3**	**433.8**	**1,079.6**	**1,265.7**
D&A	(135.7)	(151.8)	(372.5)	(445.5)
Operating Profit	**228.6**	**281.9**	**707.2**	**820.2**
Margin %	*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)	-
Profit Before Tax	**195.7**	**276.8**	**619.1**	**804.2**
Tax Expense	(48.4)	(68.5)	(157.8)	(199.0)
Net Profit	**147.3**	**208.4**	**461.3**	**605.2**
Margin %	*22.7%*	*27.7%*	24.4%	28.2%

Balance sheet summary

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

Net Cash of IDR 246.2 bn