

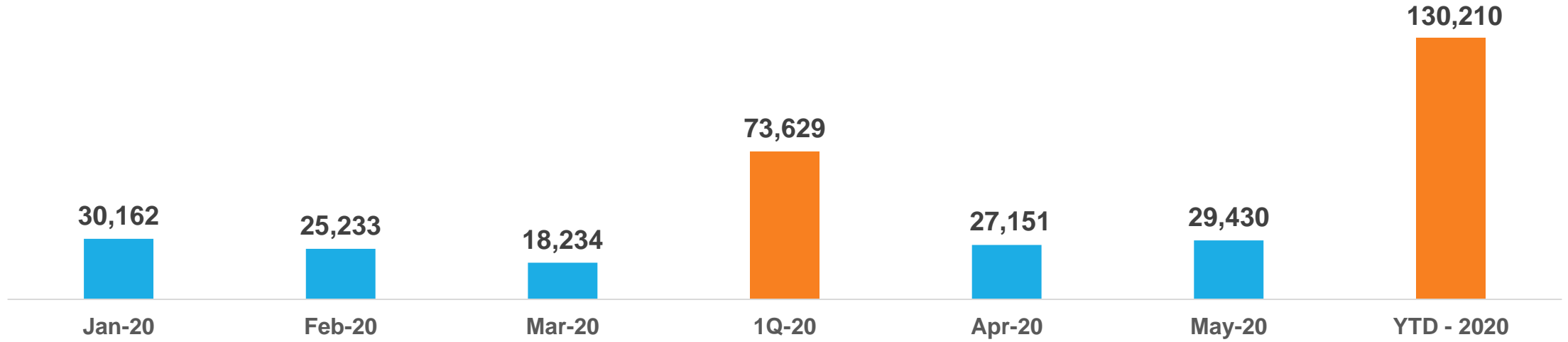


PT Link Net Tbk

1Q 2020 Earnings Call



Home pass Addition

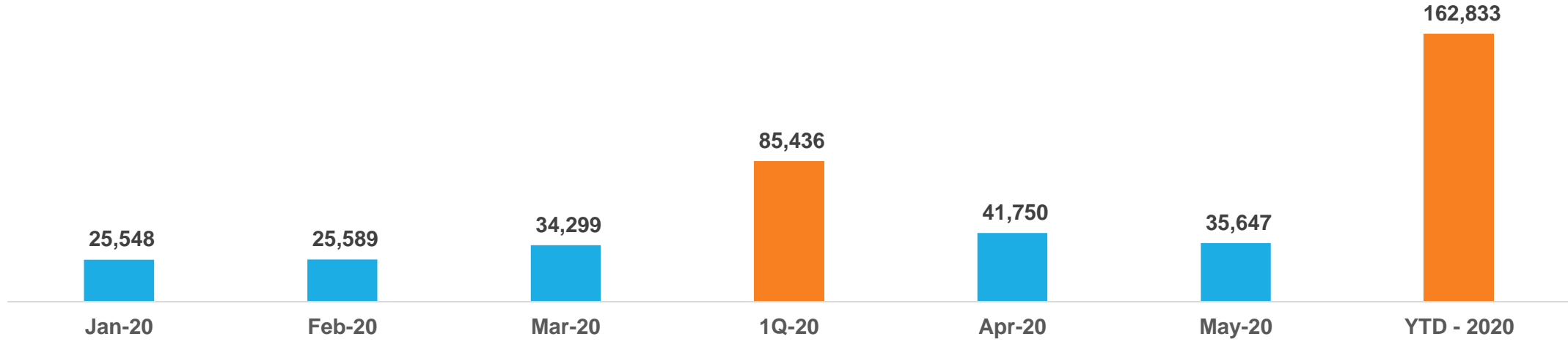


Total Home Pass

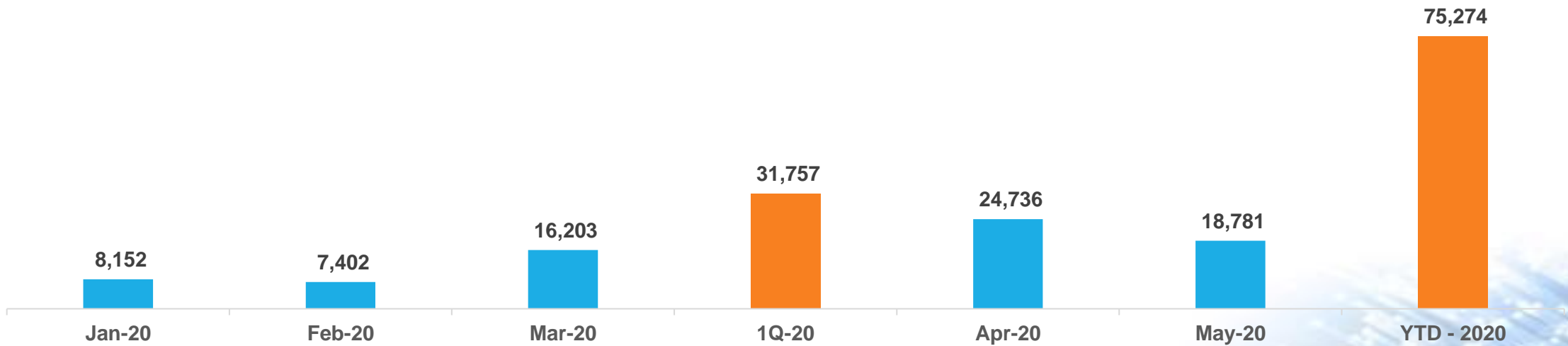


Subscriber Additions

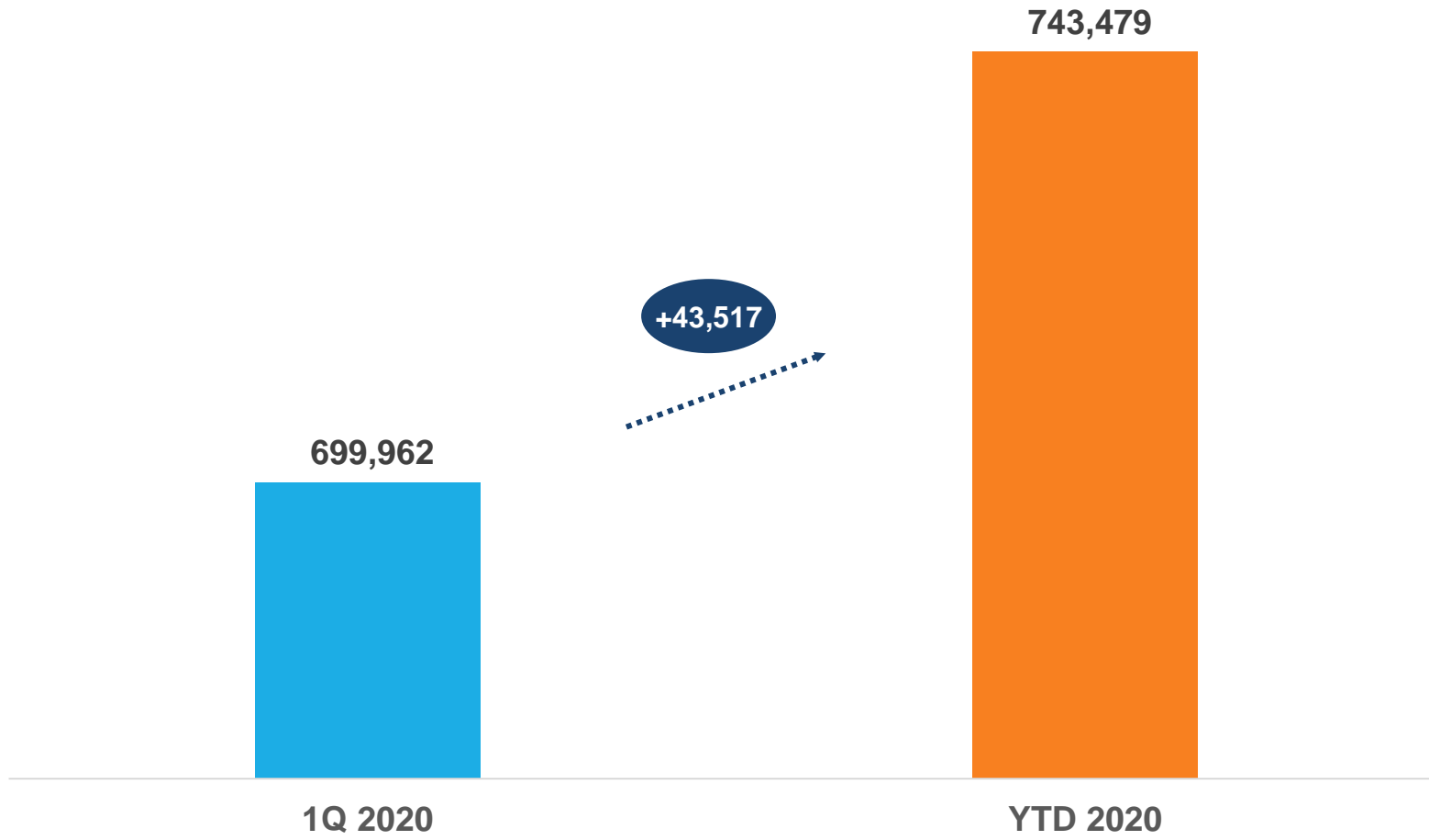
Gross Subscriber Addition



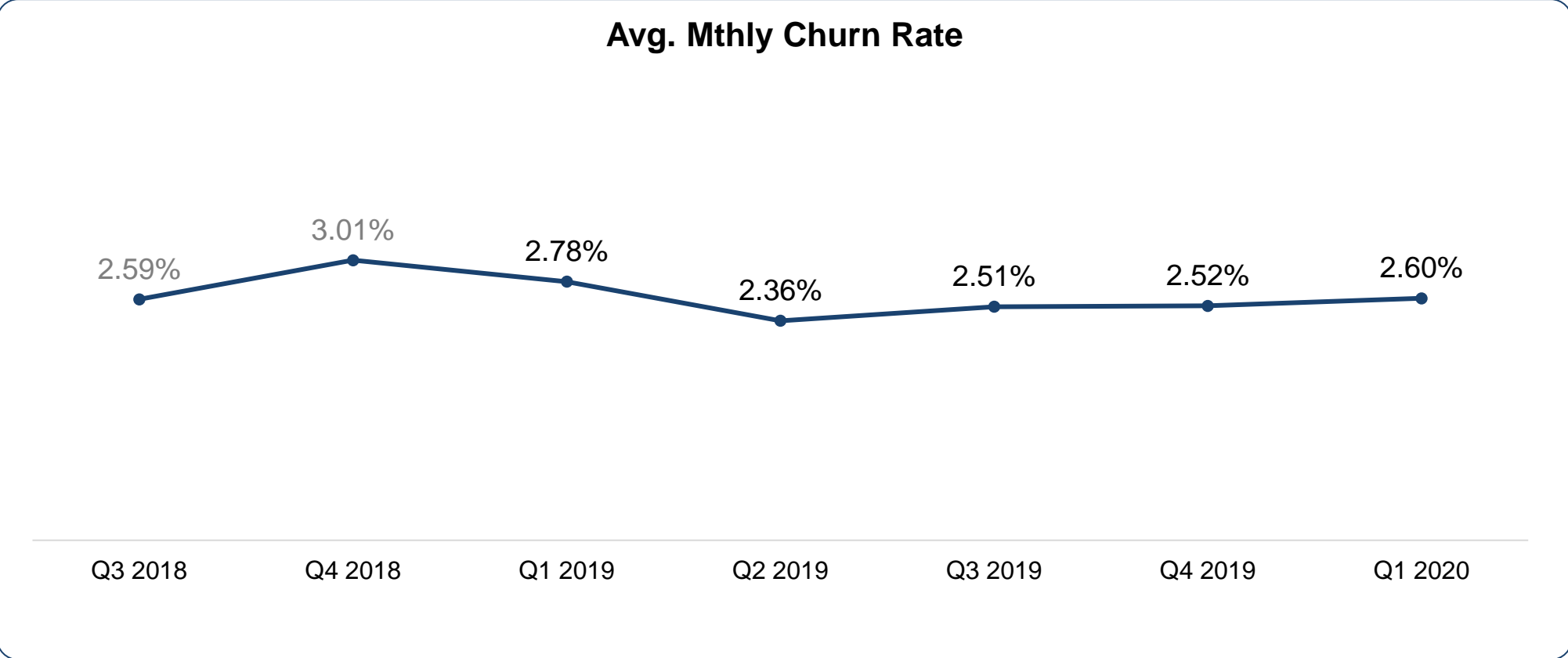
Net Subscriber Addition



Total Subscriber Additions



Increasing the number of retention agents & optimizing working hours to better match our customers schedule has been effective at managing churn



Subscriber Addition by Area

Net Add	Q1 – 2020	Percentage
Jakarta	14,672	46%
Surabaya	4,566	14%
Bandung	2,470	8%
Others	10,049	32%
TOTAL	31,757	

The data below shows that through Link Net's periodic upselling that ARPU increases significantly over 5 years.
Below is the growth in ARPU in each area

Area	60th Month
Jakarta	52%
Surabaya	59%
Bandung	51%

Home Pass Penetration Rate 2020

	Jan-20	Feb-20	Mar-20	Apr-20	May-20
Jan 2020	14%	18%	20%	22%	24%
Feb 2020		12%	17%	20%	22%
Mar 2020			14%	20%	23%

First Squad Home Services (FSHS)



LEBIH NYAMAN DAN PRODUKTIF DIRUMAH

Untuk kenyamanan dan keamanan Anda agar tetap produktif di rumah, First Media Home Service akan memberikan layanan terbaik ke rumah Anda. #HealthyFirst #SafetyFirst

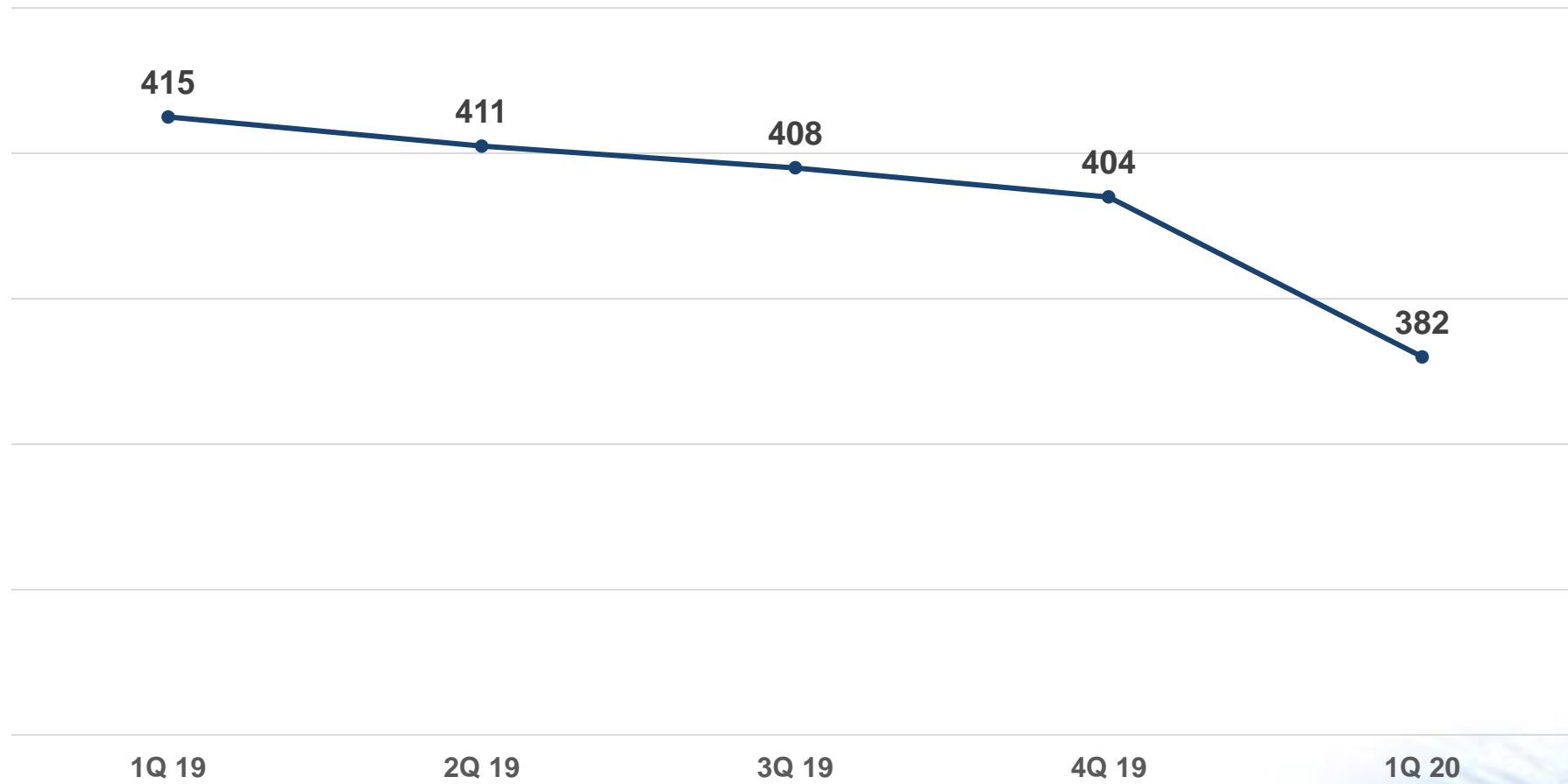
DISKON 30% BERLANGGANAN

- BONUS SPEED UPGRADE HINGGA 6 BULAN**
- BONUS ALL TV CHANNELS SELAMA 3 BULAN**
- BONUS CATCHPLAY+ MOVIE LOVERS SELAMA 3 BULAN**
- FIRSTMEDIA PEDULI**
DONASI UNTUK TENAGA KESEHATAN YANG MENANGANI COVID-19
RP 10.000*

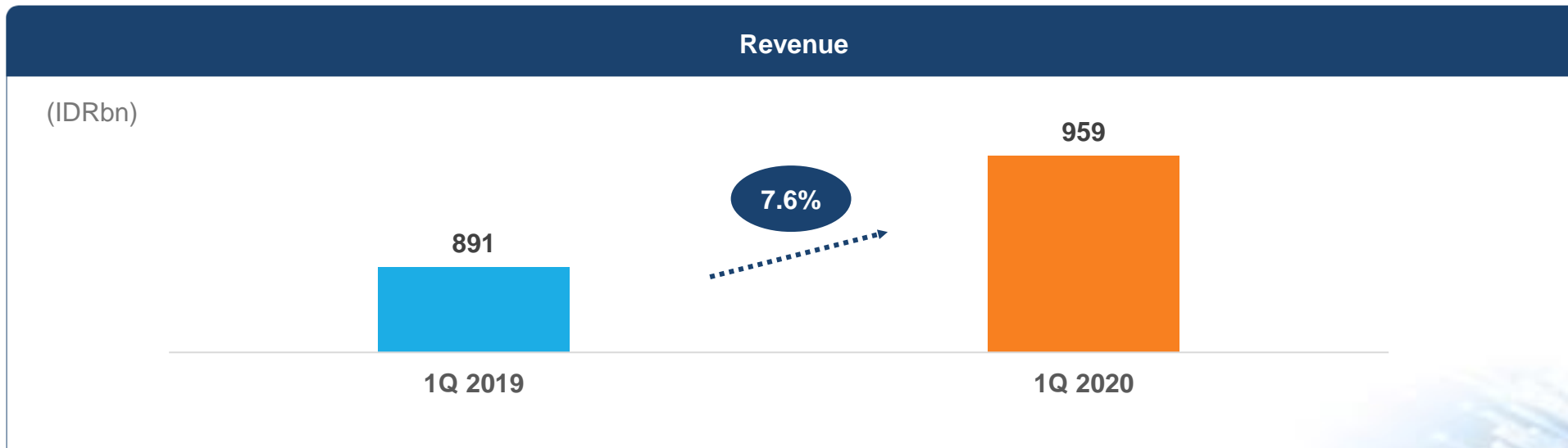
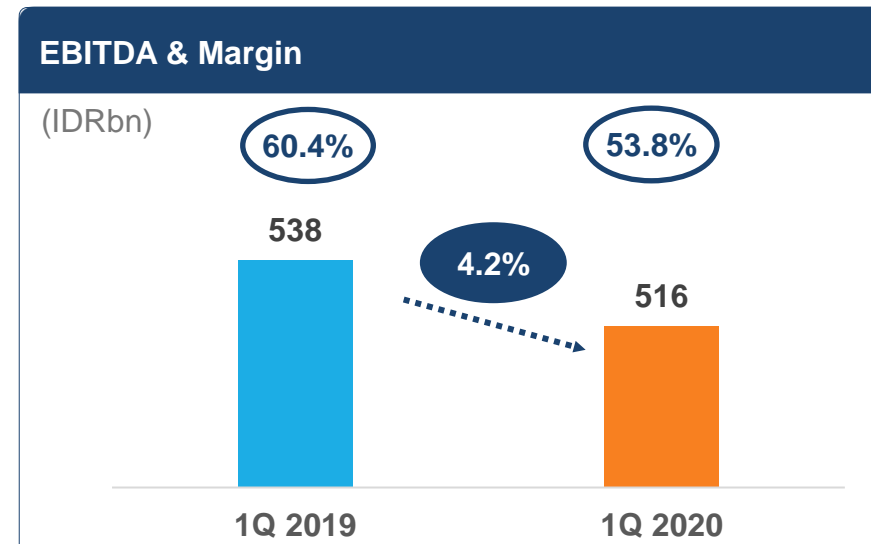
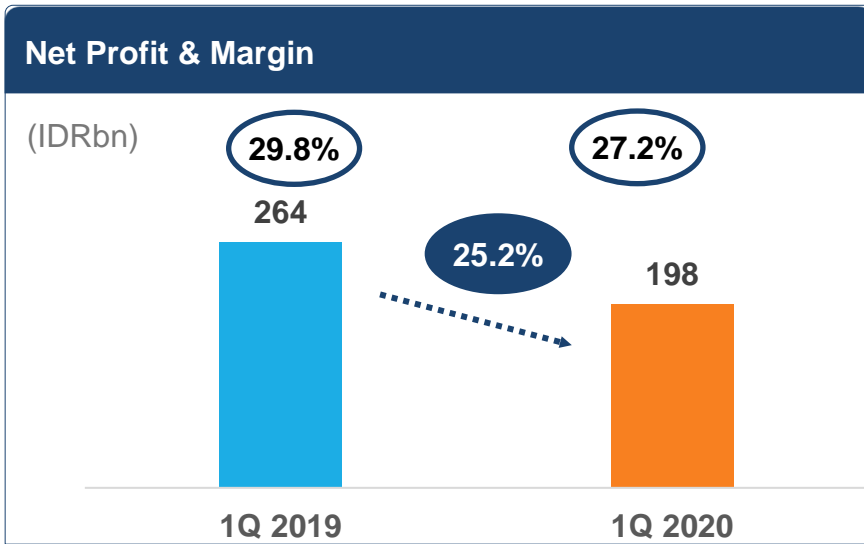
Untuk berlangganan, keluhan pelanggan dan pemasangan silakan Hubungi/ WA:
0811 XXXX XXXX
FIRSTMEDIA.COM



ARPU (Rp '000)



1Q 2020 Financial Highlights – Revenue, EBITDA, and Net Profit (in IDR bn)



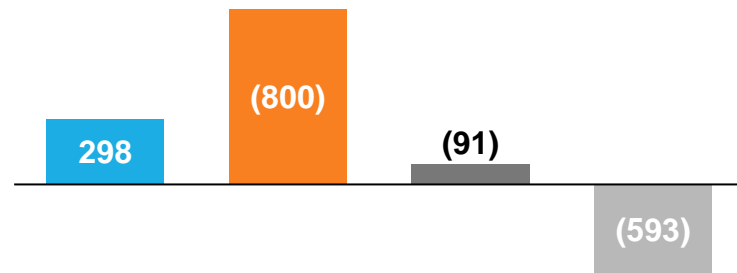
Cost of Revenue	1Q - 2019	1Q - 2020	%
Cable TV	80,742	89,610	11%
Broad Band	38,656	59,325	53%
Others	37,356	61,861	66%
Total	156,754	210,796	34%

Selling Expenses	1Q - 2019	1Q - 2020	%
Employee Cost	45,007	67,566	50%
Commission	8,176	11,138	36%
Promotion	5,303	9,196	73%
Others	4,121	3,119	-24%
Total	62,607	91,019	45%

Cash and Debt Position

Cash and Debt Position (FY19)

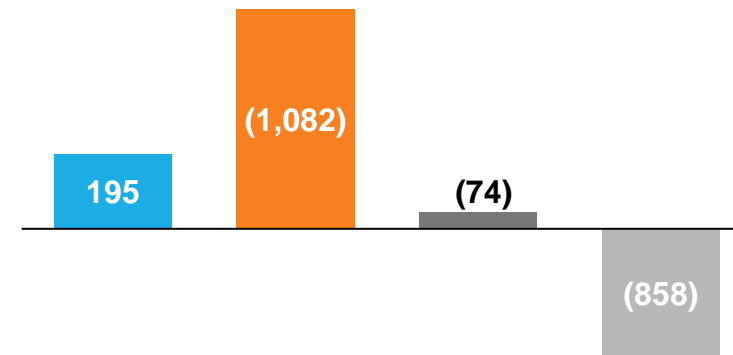
(IDRbn)



Cash and Cash Equivalents Bank Loan Obligation Under Capital Lease Net Debt

Cash and Debt Position (1Q20)

(IDRbn)



Cash and Cash Equivalents Bank Loan Obligation Under Capital Lease Net Debt

Estimated Debt by 2020 (2 Trillion Rupiah)

Dividend Per Share was **Rp 178.8**

Total Dividend Pay-Out was **Rp 491,992,417,228**

Equates to **55%** Pay-Out Ratio



PT Link Net Tbk

Thank you

