



# Link Net – Axiata Analyst & Investor Day

Kanishka Wickrama, Chief Financial Officer

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**Introduction to Link Net**

2

**Current Priorities**

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**Indonesia Fixed Broadband Opportunities**

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**Synergies between Link Net & XL Axiata.**

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# Profile Link Net

**3 Mio+**

Residential  
Homes-Passed

**~800K**

Residential  
Customers

**± 3.000**

Enterprise  
Customer

**200+**

Pre-wired  
Building/Areas

**27**

Key Cities in  
Indonesia



## Awards, Certifications & Licenses



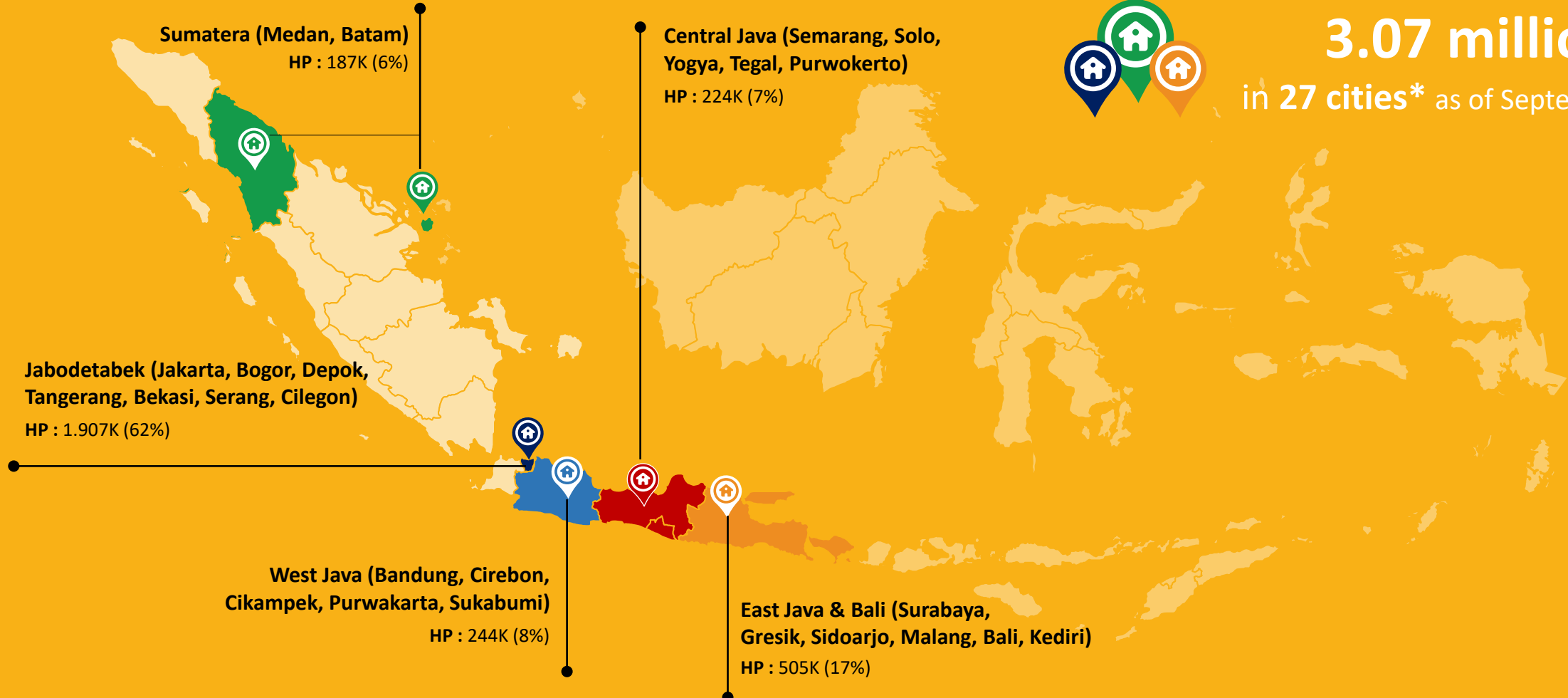
# Link Net's Footprints

Continuously expanding our coverage to reach more cities in Indonesia

TOTAL HOME PASS (HP)

**3.07 million**

in 27 cities\* as of September 2022



Note: Company data as of September 2022 unless otherwise stated

# RESIDENTIAL PRODUCTS



## FastNet

#1 unlimited internet for your home

- Speed Boost
- Game Xpert
- Super WiFi



## HomeCable

Enjoy 4K experience directly on your TV

- Smart Box XI Prime
- Multi-rooms
- Selection Pack
- TV Guide
- Premium TV Channel
- First Media Exclusive



## Streamtainment

Watch TV anytime anywhere

- FirstMedia X
- First+
- Catchplay+
- Cinema World VOD
- HBO GO
- iQIYI
- Lionsgate Play
- MOLA
- Viu



## Smart Living

Smart home in one click/voice command

- Home Cinema
- Smart Bedroom
- Home Monitoring
- First+ Cloud







± 3.000

Enterprise Customer



200+


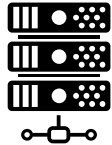




Pre-wired Building/Areas



27

Key Cities in Indonesia

## Our Enterprise Solutions:

 Connectivity	 Data Center	 Manage services	 Cloud services	 Voice	 VSAT Services
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**Indonesia Stock Exchange**



Link Net is the main provider for the Indonesia Stock Exchange (IDX) since 2001, making Link Net the most trusted internet provider in the Financial Services Industry.

**Financial Sector Industry (FSII)**



**Digital Business/ E-commerce**



**TMT**



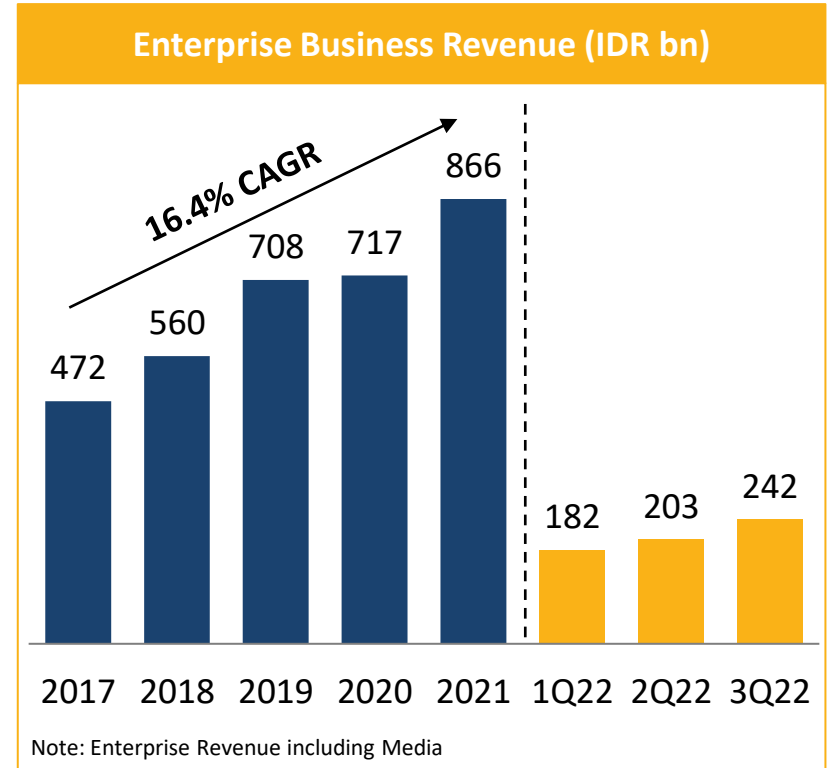
**Retail**



**Hospitality**



**Government**

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## Programs to strengthen customer loyalty are



**Quality improvement of first-time subscribers:** measures include initial investment from customers in form of installation cost or deposit for service.



**Network maintenance programs:** rebuilding areas of the network with higher frequency trouble tickets.

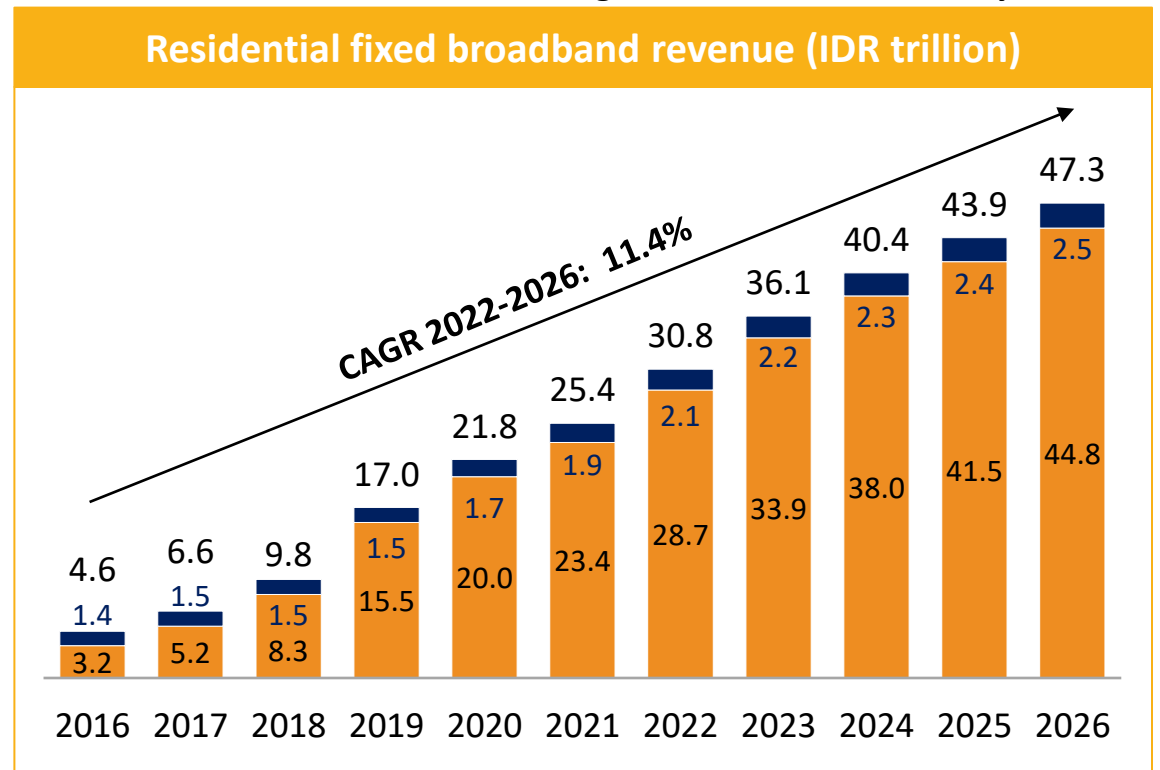
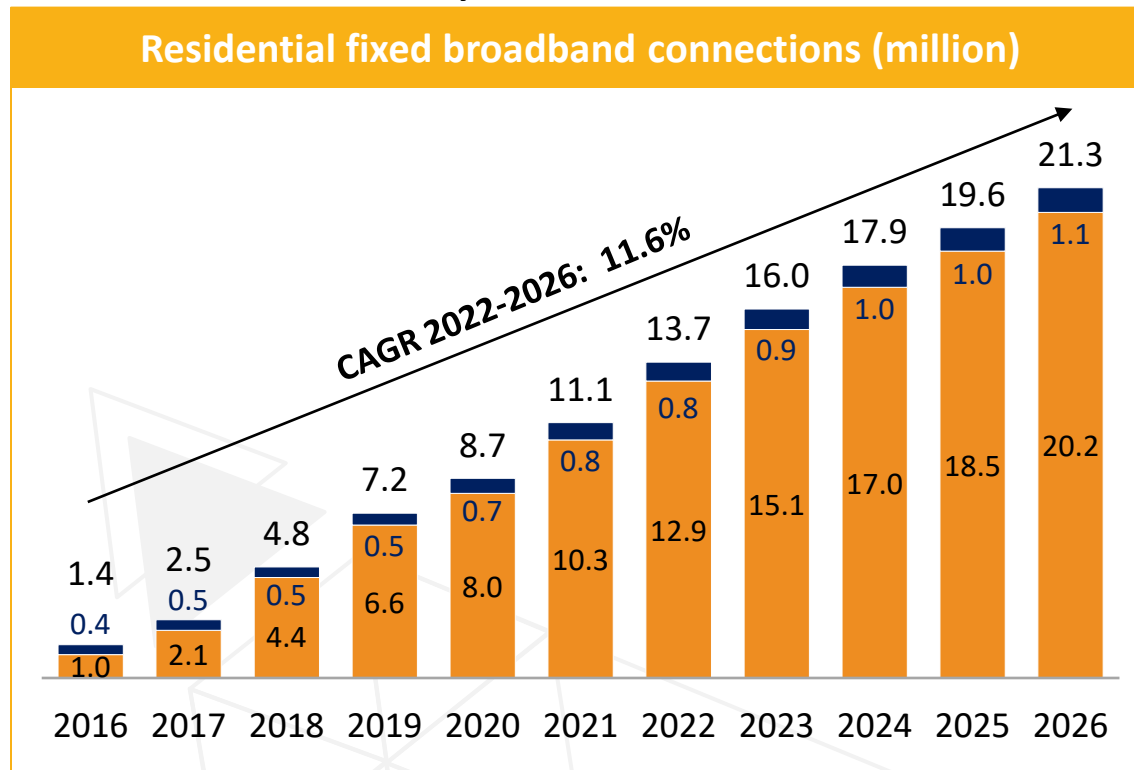


**Value for money:** providing speed upgrades to customers

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# Fixed Broadband Internet in Indonesia

- High Speed Fixed Broadband connection grew from only 1.4mn in 2016 to 13.7million today. The subscriber market is forecast to continue growing at CAGR of 11.6% up until 2026 with an expected addition of another 7.6 million subscribers in only 4 years.
- Penetration of broadband in Indonesia is still below many emerging market peers and this provides significant room for expansion for the foreseeable future.
- **Link Net will substantially accelerate Home Pass Growth from 2023 onwards with an aim to double its existing market share within 3-5 years.**



Source: Analysis Mason

■ FTTH ■ HFC

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The purpose is synergies between a broadband and mobile telco.



**Mobile Bundling:** XL & Link Net have successfully launched a mobile bundling product. Link Net's customers can now receive a XL mobile product at great value for money.



**Shared Infrastructure:** Both companies have begun utilizing each others infrastructure including inter-island links and poles. This assists both companies to reduce costs and accelerate operational growth.



**Future Synergies:** The pace of partnership between XL & Link Net in the leveraging of each company's products and infrastructure is accelerating and we expect significant cost savings and revenue enhancements as a direct result of these projects in 2023.



**THANK YOU**

