

Telkomsel Corporate Presentation Q1-2014



AGENDA

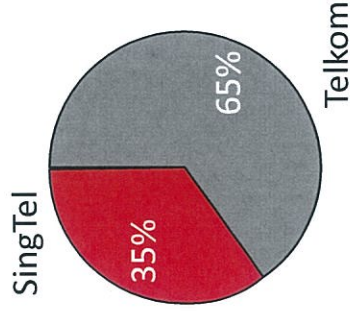
1. Performance Highlights Q1-2014

2. Brief Corporate Strategy

3. 2014 Guidance

Telkomsel Profile

Profile



- Operating since 1995, a subsidiary of Telkom Indonesia (65%) and SingTel (35%)
- Largest Customer base of 132.7 million
- 4,697 employees

Brands

Ownership of the brands with the top brand equities in Indonesia

kartu-Telco

simPATI



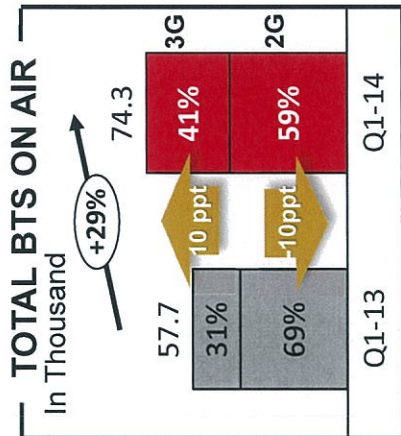
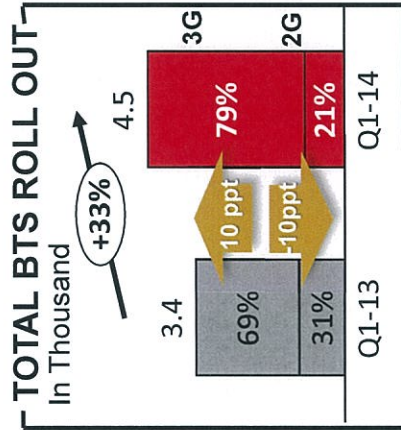
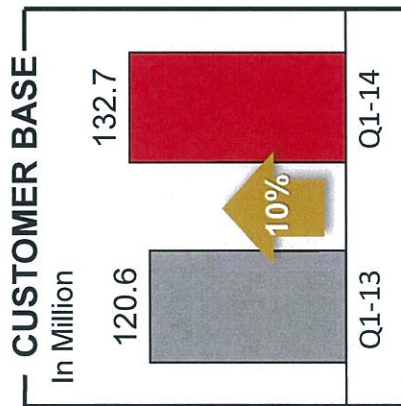
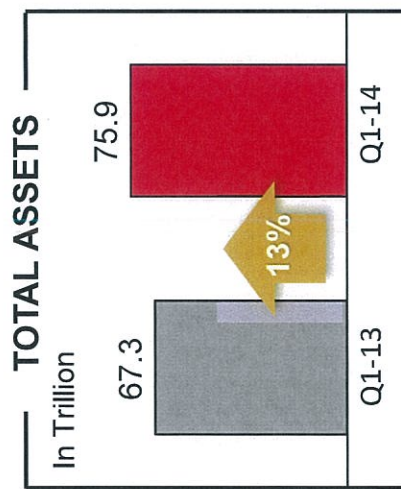
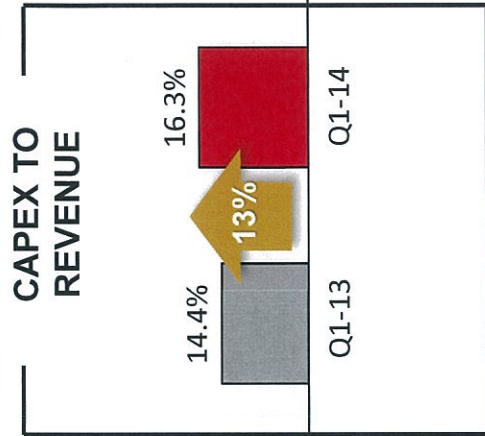
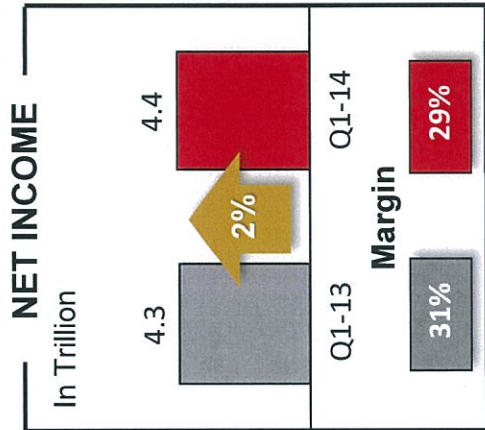
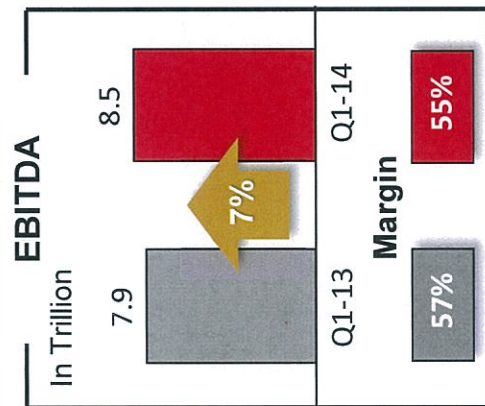
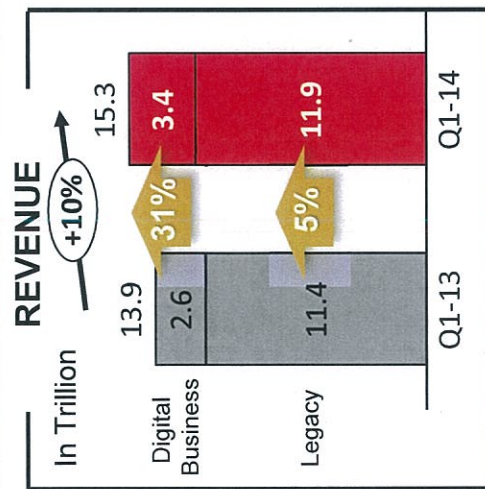
Network

Continue to roll out Network

- 74,326 BTS on-air covering $\pm$ 95% of population
- $\pm$ 300 Broadband Cities



YEAR-ON-YEAR ACHIEVEMENT



Debt to Equity Ratio (DER)*:

Mar-14: 3% (Mar-13: 6%)

*) excluding obligation for finance lease

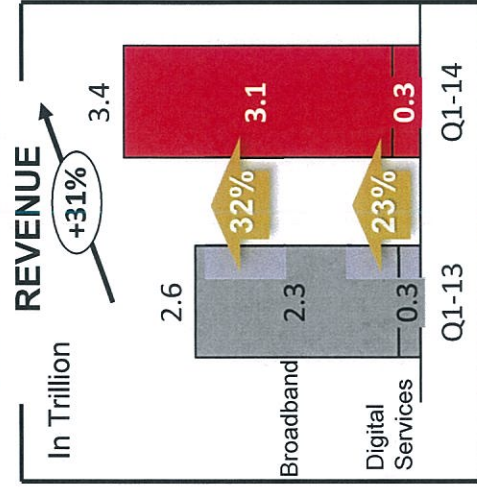
Free Cash Flow

Mar-14: Rp.4.0tn (Mar-13: Rp.5.1tn)

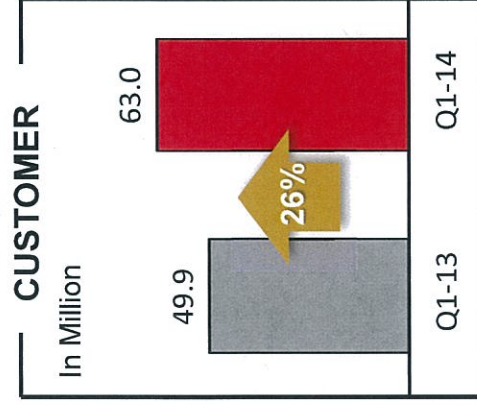
1Q14 Continue to grow Digital Business

YEAR-ON-YEAR ACHIEVEMENT

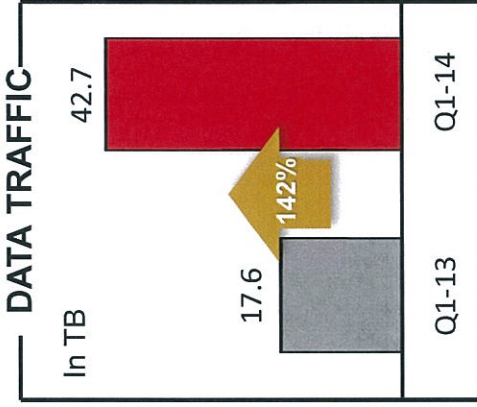
DIGITAL BUSINESS REVENUE



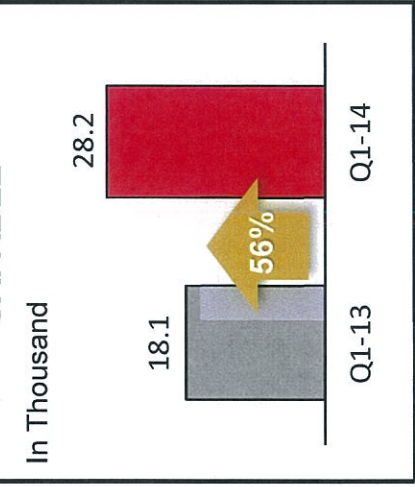
DATA ENABLED CUSTOMER



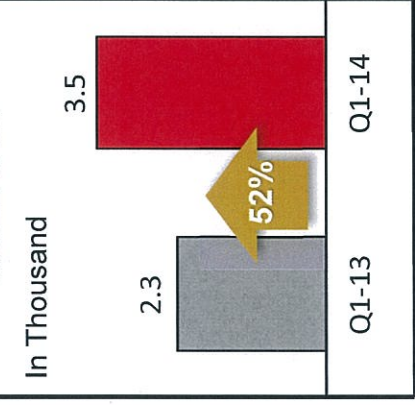
DATA TRAFFIC



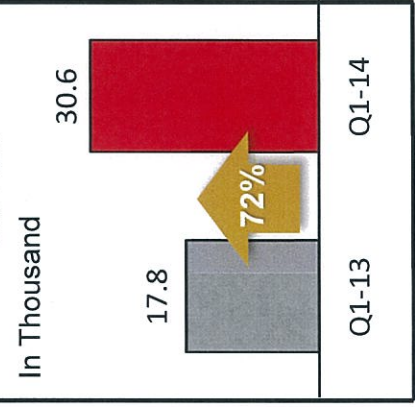
3G DEVICE CAPABLE



3G BTS ROLL OUT



3G BTS ON AIR

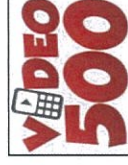


Broadband:



Digital Services:

- Digital Lifestyle
- Digital Advertising
- Digital Payment & Mobile Banking



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Maintain Growth Through 5-Part Strategies

1

Exploit voice and SMS services by enhancing micro-cluster based pricing and providing the best class of network quality

2

Strengthen the broadband services through a focus on driving the number of data users, smartphone penetration and network quality and coverage

3

Trigger the digital ecosystem through the creation of innovative and differentiated digital products and deliver new revenue streams from digital lifestyle, digital payment, digital advertising and M2M

4

Drive investment in innovation by investing in and incubating digital platform businesses

5

Acquire selectively as a part of the Telkom Group's strategy by partnering with regional operators and mobile data/broadband service providers

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2014 Telkomsel Guidance

Revenue	Inline with or above market growth
EBITDA Margin	Slightly decline compared to FY13
CAPEX	20% over revenue
ARPU	Slightly increase compare to FY13
BTS roll out	± 1,000 BTS / month (75% are 3G BTS)

Thank You

Telkomsel ...

"Karya Tiada Henti Membangun Negeri"