

Jangkauan & Kualitas
Terluas & Terbaik

Telkomsel Corporate Presentation Q1-2014



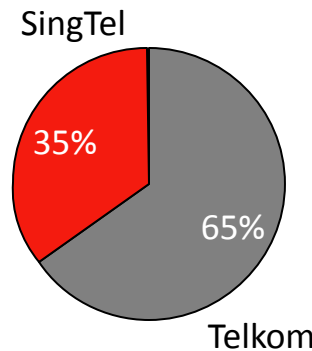
AGENDA

1. Performance Highlights Q1-2014

2. Brief Corporate Strategy

3. 2014 Guidance

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

kartuHalo

simPATI



Network

Continue to roll out Network

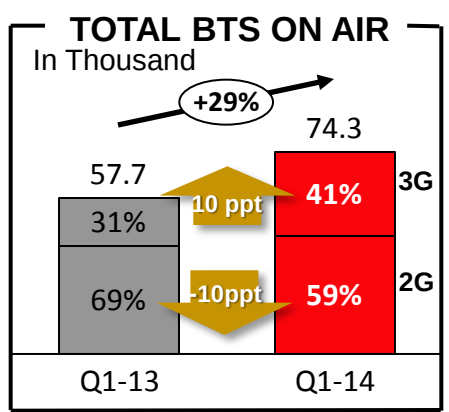
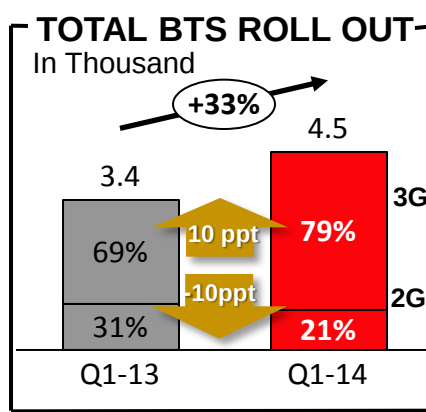
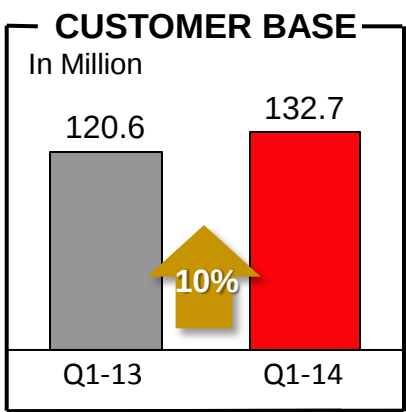
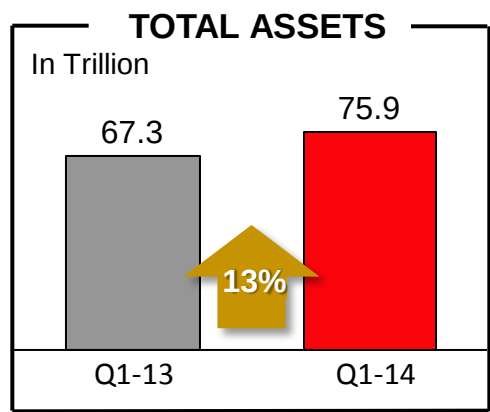
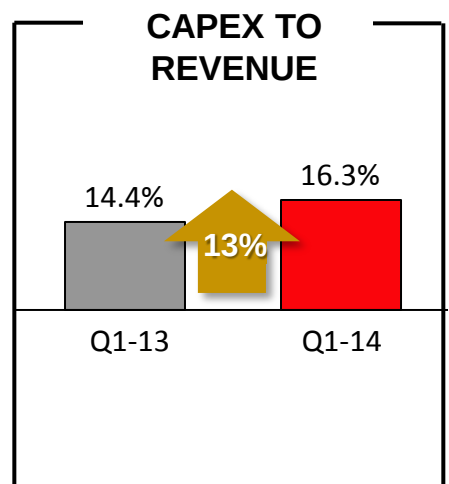
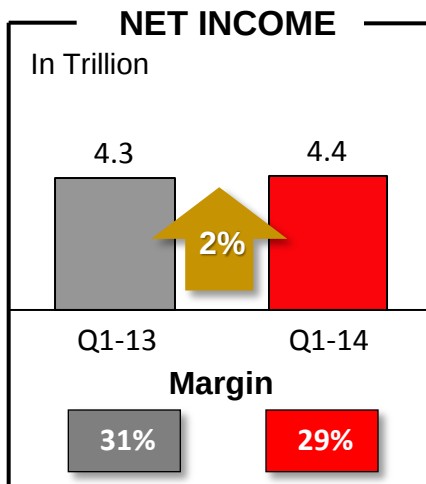
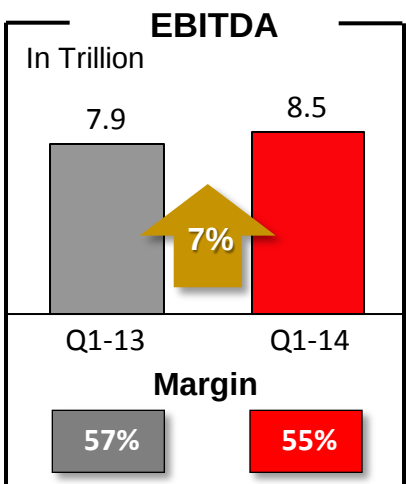
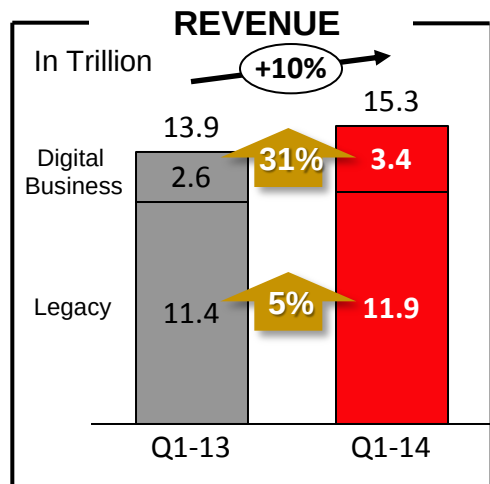
- 74,326 BTS on-air covering $\pm$ 95% of population
- $\pm$ 300 Broadband Cities



1Q14 Solid Revenue Growth, Maintained Healthy Margins



YEAR-ON-YEAR ACHIEVEMENT

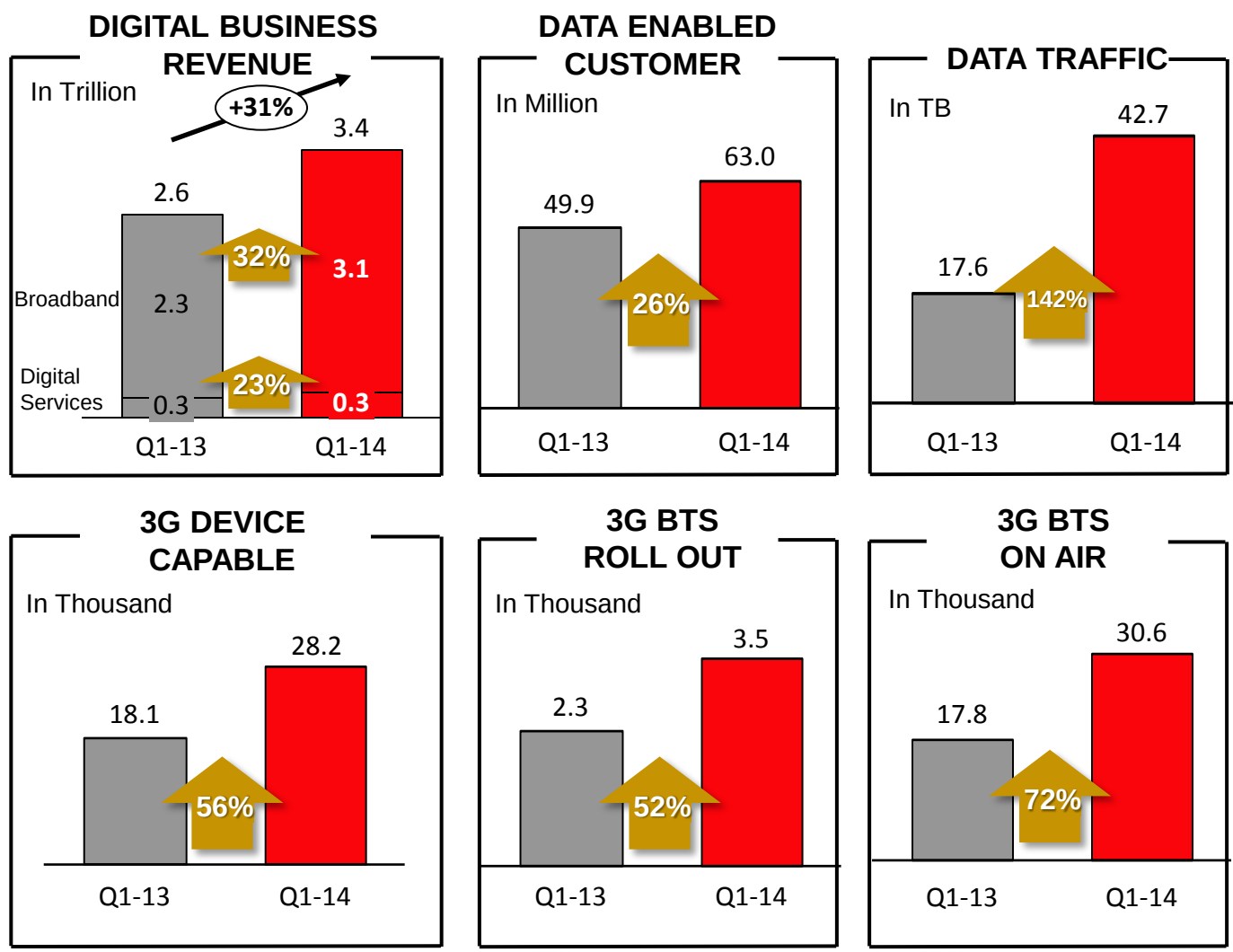


Debt to Equity Ratio (DER)*:
 Mar-14: 3% (Mar-13: 6%)
 *) excluding obligation for finance lease

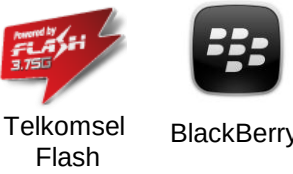
Free Cash Flow
 Mar-14: Rp.4.0tn (Mar-13: Rp.5.1tn)

1Q14 Continue to grow Digital Business

YEAR-ON-YEAR ACHIEVEMENT



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"