



Corporate Presentation

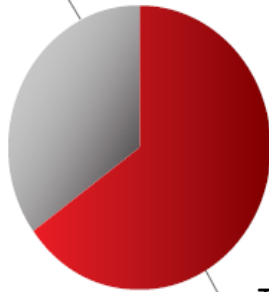
**Singtel Investor Day
31 May 2016**

**Heri Supriadi- Director of Finance
Alistair Johnston- Director of Marketing**



Profile

Singtel



Telkom
Indonesia

- Operating since 1995, Telkomsel is the subsidiary of PT Telekomunikasi Indonesia Tbk (65%) and Singapore Telecom Mobile Pte Ltd (35%)
- Leading cellular operator in Indonesia serving more than 153 million customers and 4,900 employees
- Covering $\pm$ 99% of population with more than 110 Thousand BTS

Brands

Top Brand Equities in Indonesia:

kartuHalo

simPATI

KARTU ♥ As

LOVE

Network

Maintained network superiority:

- 55.6% of 3G/4G BTS
- $\pm$ 300 broadband cities



Widest Coverage in Indonesia



**Population Coverage: $\pm 99\%$
with 3G Coverage: $\pm 66\%$**

**Papua, Maluku,
Sulawesi, Kalimantan
CB portion:
22%**

**Sumatera
CB portion: 27%**

- A
- B
- C
- D

**Greater Jakarta &
West Java
CB portion: 24%**

**Java & Bali
CB portion: 26%**

Indonesia Telco Industry Overview

8 players (4 GSM + 4 CDMA)
in mature industry with
estimated 130% SIM-card
penetration
($\pm 75\%$ population-based).
Relatively stable
competition in legacy
businesses

Growing Data Business with
around 56% 3G/4G BTS and
42% 3G/4G capable device
penetration

Tremendous growth in Digital
Business with data traffic and
data revenue grew by 90%
and 48% YoY, respectively in
1Q-16

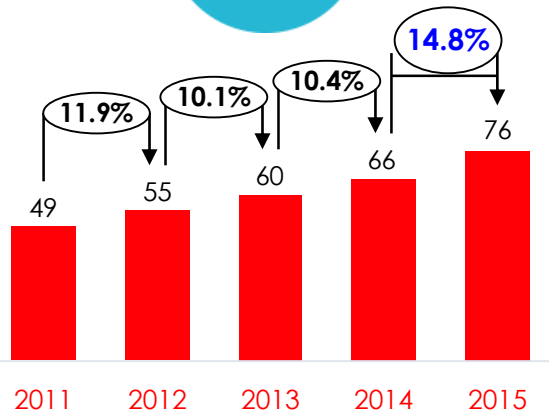
4th Consecutive Year of Triple Double Digit growth



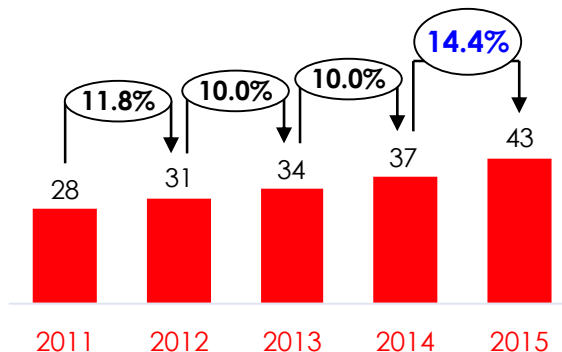
Telkomsel extended it's market leadership with consecutive
TRIPLE DOUBLE DIGIT GROWTH since 2011

2015	Achievement	YoY Growth
Revenue	76.05	14.8%
EBITDA	42.60	14.4%
Net Income	22.37	15.4%

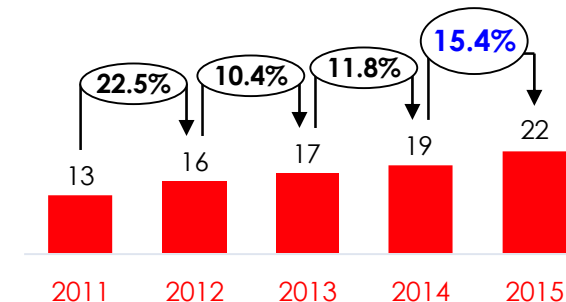
Revenue



EBITDA



Net Income



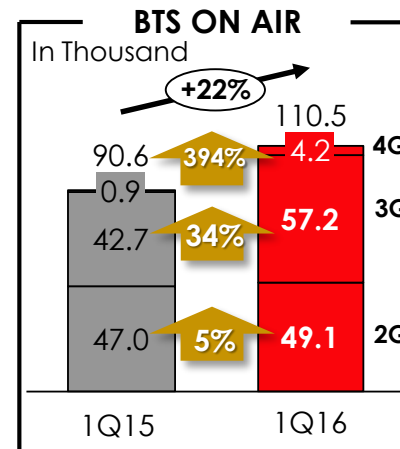
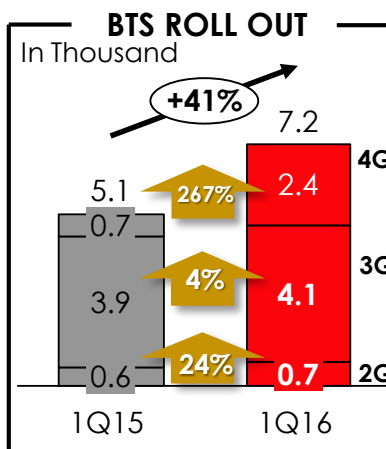
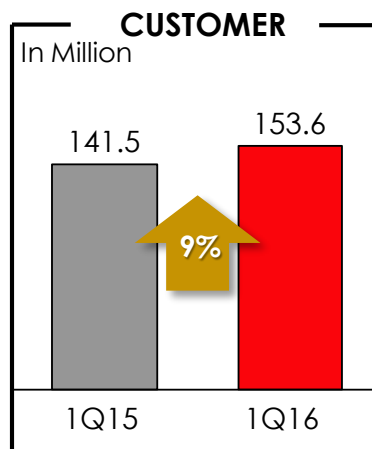
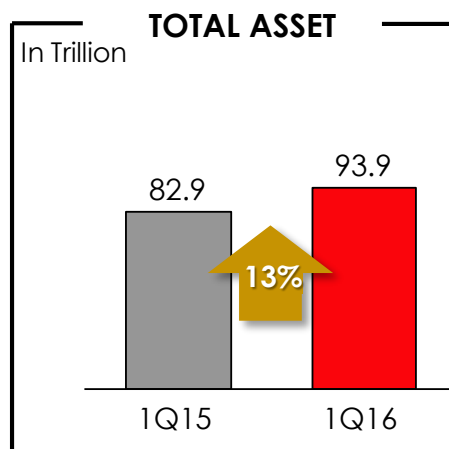
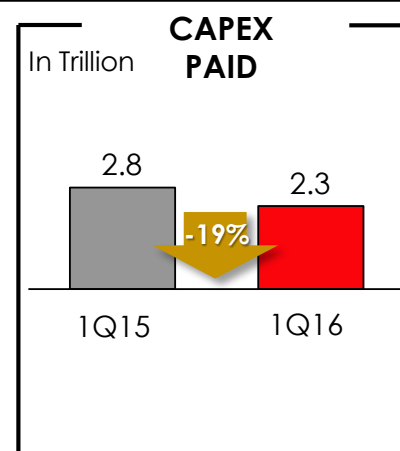
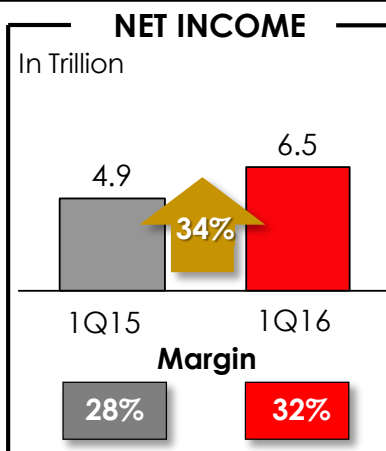
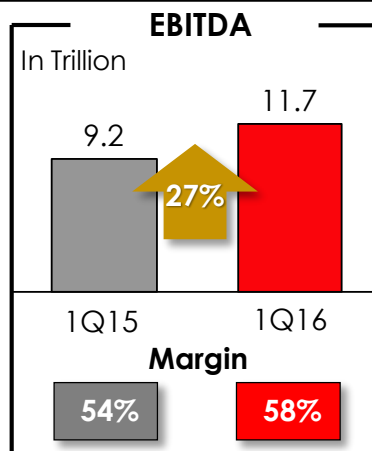
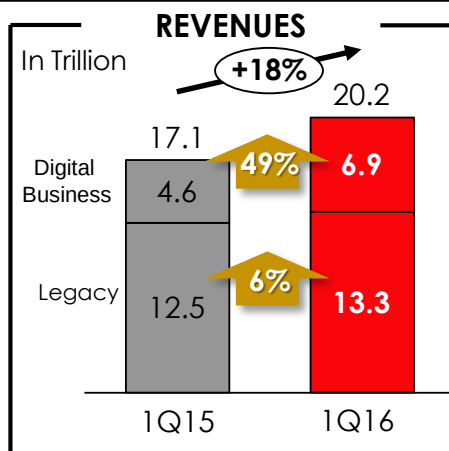
Figures in Rp. Trillion

Sustained Momentum in Q1-16

Outperformed the industry, another triple double-digit growth



YEAR-ON-YEAR ACHIEVEMENT



Key to these results is the implementation of cluster based pricing to monetize Telkomsel's competitive advantage



Superior Network



#1 Mobile Network
in Indonesia

LEVERAGE

Network superiority
to drive monetization

Zonal Marking



> 500 Pricing Zones

CAPITALIZE

on different market
scenarios within &
outside Java

Leading Brands



#1 Trusted Brand

EXPLOIT

the legacy,
strengthen the core

Higher value CB



45% higher ARPU

OPTIMIZE

pricing base on
higher ability to pay

Despite strong performance in Q1-16, still much uncertainties in the industry



OTT Services

Cannibalization of Voice & SMS revenue growth by OTT services



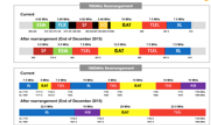
Data Pricing

Bonus quota for 4G and Subscribers' migration to larger data packages will accelerate decline in data yield (RpMB)



Spectrum

10 MHz in 2.1GHz and 30MHz in 2.3 GHz available for auction & Risk of cost escalation.



Changing Regulations

Interconnection & Network Sharing

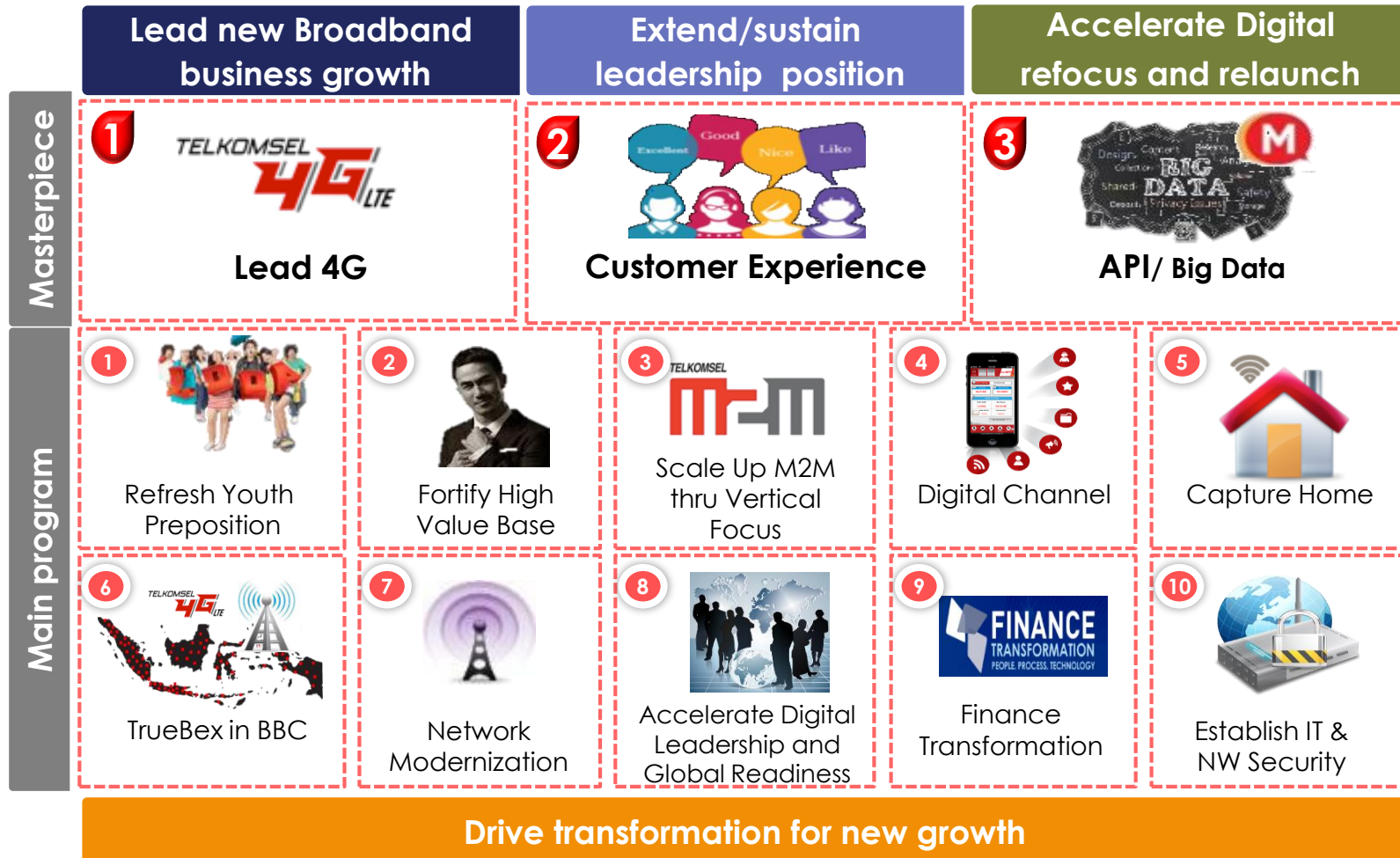


Gaps in Digital Expertise

Lack of internal Digital Marketing & UX Specialists



TRIPLE DOUBLE DIGIT GROWTH



2016 Corporate Guidance



Revenue

Inline or slightly above market growth rate

EBITDA Margin

Slightly decline as compared to FY 2015 (-1ppt)

Capex

15%-18% Capex spending as % of revenue

ARPU

Mid to High Single Digit Increase as compared to FY 2015

BTS Roll-out

Focus on 3G-4G, accounted for >85% of new BTS deployed

Thank You



- **First** in transforming into a dominant Digital Telco Company – beyond traditional Telco
- **Fastest** in providing a seamless mobile and home integrated service
- **Finest** in delivering GREAT experience beyond customers expectation

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