



PRESS RELEASE

POLARIS' ASSOCIATED COMPANY, TRIKOMSEL ESTABLISHES A STRATEGIC ALLIANCE WITH SCM TO GROW ITS DISTRIBUTION NETWORK BY 2,000 RETAILERS AND 100 MASTER DEALERS

13 April 2015 – PT Trikomsel Oke Tbk. ("Trikomsel"), listed public company on the main board of the Indonesia Stock Exchange since 2009 with the stock code "TRIO" and a distributor and retailer of telecommunication products in Indonesia and Surya Citra Multimedia Group ("SCM"), a company with extensive network of distributors in 18 provinces in Indonesia, have embarked on a strategic partnership to cooperate in selling telecommunication products in Indonesia.

The partnership's strategic objective will increase the market share of Trikomsel through 6,000 mobile phone retailers (allowing Trikomsel to penetrate its sales in tier 2 and tier 3 cities) and the projected sales by Rp 1 trillion. This partnership will combine the strengths of Trikomsel's significant distribution network in Indonesia with more than 4,000 mobile phone retailers in 33 provinces and SCM with more than 2,000 mobile phone retailers' network in 18 provinces in Indonesia.

Pak Sugiono Wiyono, the President Director of Trikomsel said, "We welcome partnership with SCM. With expertise and advantages of both sides, we believe this partnership will provide a positive contribution to both of the company and that will eventually be able to improve services to customers throughout Indonesia. This synergy is the first step of the other partnership in media business."

"With this alliance, Trikomsel will be able to further develop the retail capabilities through its own stores such OkeShop and Global Teleshop or through online shops", Pak Sugiono Wiyono added.

Pak Kawiro Susilo, founder and CEO of SCM said, "We are optimistic with this mutually partnership will bring new strength in the mobile phone market, both in traditional and modern retail market, so it will be able to benefit both consumers and principals".

About SCM

Established in 2011, in Jakarta. SCM is a national distributor for various mobile phones brands and within 3 years SCM has branches in almost all major cities in Indonesia. With the branches and point of distribution in 21 cities and 18 provinces, SCM is in the top three major national distributors in the industry.

SCM has a solid management and organization consisting of experienced entrepreneurs and professionals who have a good track record.

As of 2015, SCM holds brand of distributorship license for Sony, Samsung, ZTE, Hewlett Packard, Blackberry and Sharp with coverage dealers and retailers throughout Indonesia.





For futher information, please visit http://www.scmindo.co.id About Trikomsel (IDX: TRIO)

Established in 1996, in Jakarta, Trikomsel is a leading distributor and retailer of mobile communication products in Indonesia, which has a network of close to 900 retail outlets under "OkeShop" and "Global Teleshop" and serves thousands of third party resellers throughout Indonesia.

Trikomsel was listed on Main Board of Indonesia Stock Exchange in 2009 (TRIO) with a market capitalization of Rp 7.38 trillion (per 27 March 2015). Trikomsel is an associated company of Polaris Ltd. Besides Polaris Ltd, Softbank Group is also a shareholder of Trikomsel with ownership of 19.90%.

As of 31 December 2014, total net sales of Trikomsel reached Rp 10.78 trillion and net income for the year reach Rp 322,56 million.

For futher information, please visit http://www.oke.com.

About Polaris (SGX: 5BI)

Polaris Ltd. is a Singapore-based company active in the distribution and retail of smart mobile devices, and lifestyle electronics in Asia, with extensive operations in Singapore, as well as business activities in Asian countries including Cambodia, Indonesia, Myanmar, Philippines and Thailand.

Polaris Ltd. is an authorised distributor and retailer for many smart mobile device and lifestyle electronics vendors, including Alcatel, Apple, Huawei, HTC, Lenovo, Sony, Xiaomi and ZTE. Polaris is also the authorised promoter and retailer of telecommunications services of Singtel Group. There are a total of 24 retail stores in Singapore under Apple, Lenovo, Singtel, and Sony brands, as well as 14 retail stores in Myanmar under e-city brand.

For futher information, please visit http://www.wearepolaris.com.

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