

Indosat's Key Highlights

For the Period Ended 30 June 2013

“Indosat records strong revenue growth in 1H 2013, consolidated revenue grew 14.2% year on year driven by strong customer base growth.”

Jakarta, Indonesia, 30 July 2013: PT Indosat Tbk (“Indosat” or the “Company”) (Ticker: ISAT: IDX) publishes the key highlights of its unaudited operational and financial results for the period ended 30 June 2013. Please be advised that the key highlights are merely issued to coincide with the release of Ooredoo QSC (formerly known as Qatar Telecom QSC) results for the period ended 30 June 2013, as our indirect majority shareholder that consolidates Indosat’s results in its financial statements. Subject to the completion of, including but not limited to the limited review by the Public Accountant on the Company’s Interim consolidated financial statements which are prepared in accordance with the Indonesian Financial Accounting Standards (IFAS), Indosat expects to file and release its interim consolidated financial statements for the period ended 30 June 2013 on or around 2 August 2013 (“Indosat’s Official Release”). Accordingly, these key highlights may differ from what is contained in Indosat’s Official Release.

Financial and Operational Highlights:

	Quarterly Analysis			Year on Year Analysis		
	2Q 2013	1Q 2013	% change	1H 2013	1H 2012*	% change
Revenue (IDRbn)	5,919.9	5,788.2	2.3	11,708.1	10,256.5	14.2
Cellular (IDRbn)	4,820.5	4,751.3	1.5	9,571.8	8,420.4	13.7
Non-Cellular (IDRbn)	1,099.4	1,036.9	6.0	2,136.3	1,836.1	16.3
Expenses *(IDRbn)	5,289.3	5,224.9	1.2	10,514.2	8,843.6	18.9
Operating Profit (IDRbn)	630.6	563.3	12.0	1,193.9	1,412.9	(15.5)
Other Expenses - net (IDRbn)	(791.0)	(612.7)	29.1	(1,403.7)	(1,476.1)	(4.9)
EBITDA** (IDRbn)	2,681.8	2,629.2	2.0	5,311.0	4,847.3	9.6
<i>EBITDA Margin (%)</i>	<i>45.3%</i>	<i>45.4%</i>	<i>(0.1)</i>	<i>45.4%</i>	<i>47.3%</i>	<i>(1.9)</i>
Loss For the Period Attributable to Owners of the Company (IDRbn)	(160.1)	(71.1)	124.9	(231.2)	(180.5)	28.1
Cash-out Capex (IDRbn)	2,749.8	2,612.1	5.3	5,361.9	3,133.7	71.1
Total Debt (IDRbn)	20,299.2	21,459.1	(5.4)	20,299.2	25,795.5	(21.3)
Obligation Under Capital Lease (IDRbn)	3,429.0	3,364.4	1.9	3,429.0	1,035.2	231.2
Total Cellular Customers (mn)	56.5	55.9	0.9	56.5	50.9	10.9
ARPU Cellular (IDR thousand)	27.3	26.5	3.0	26.9	25.6	5.4
ARPM (IDR)	136	127	6.9	131	132	(2.0)
MoU (minute / customer)	92.0	95.2	(3.4)	93.7	95.8	(2.2)
Data Traffic (TB)	5,904	5,257	12.3	11,161	6,663	67.5
SMS Traffic (mn)	69	67	4.1	136	124	9.5
BTS (Total)	22,449	22,097	1.6	22,449	21,039	6.7
2G BTS	17,668	17,452	1.2	17,668	16,898	4.6
3G BTS	4,781	4,645	2.9	4,781	4,141	15.5

- Cellular revenues grew 13.7% compared to the same period last year, supported by continued growth in the cellular customer base, which stood at 56.5mn customers at the end of 1H 2013.
- Fixed Data (MIDI) revenue increased driven by strong growth in revenues from Connectivity services (such as MPLS, Transponder, DPLC, IPLC) and Internet services.
- Fixed Voice (Fixed Telecom) revenues increased owing to higher international direct dial (IDD) revenues as a result of a higher traffic, offset by lower FWA revenue due to decreasing FWA customers.

* Including the restatement due to retrospective application of lease transaction under PSAK 30 (revised 2011) effective January 1, 2012.

** EBITDA (earnings before interest, taxes, depreciation and amortization) is a non-GAAP measure that management believes is a useful supplemental measure of cash available prior to debt service, capital expenditures and income tax. Investors are cautioned that EBITDA should not be construed as an alternative to net income determined in accordance with GAAP as an indicator of the Company's performance or to cash flows from operations as a measure of liquidity and cash flows. EBITDA does not have a standardized meaning prescribed by GAAP. The Company's method of calculating EBITDA may differ from the methods used by other companies and, accordingly, it may not be comparable to similarly titled measures used by other companies.

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About Indosat

Indosat is the leading telecommunication and information operator in Indonesia which provides cellular, fixed line, data communication and internet. In the first quarter of 2013, it has 55.9 million cellular customers through its brands, Indosat IM3, Indosat Mentari and Indosat Matrix. Indosat operates IDD services with access code 001, 008 and Flatcall 01016. And it also offers corporate solution services supported by integrated telecommunication networks throughout Indonesia. Indosat is the subsidiary of the Ooredoo. Indosat shares are listed in Indonesia Stock Exchange (IDX:ISAT).

Disclaimer

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