



PT Indosat Tbk.

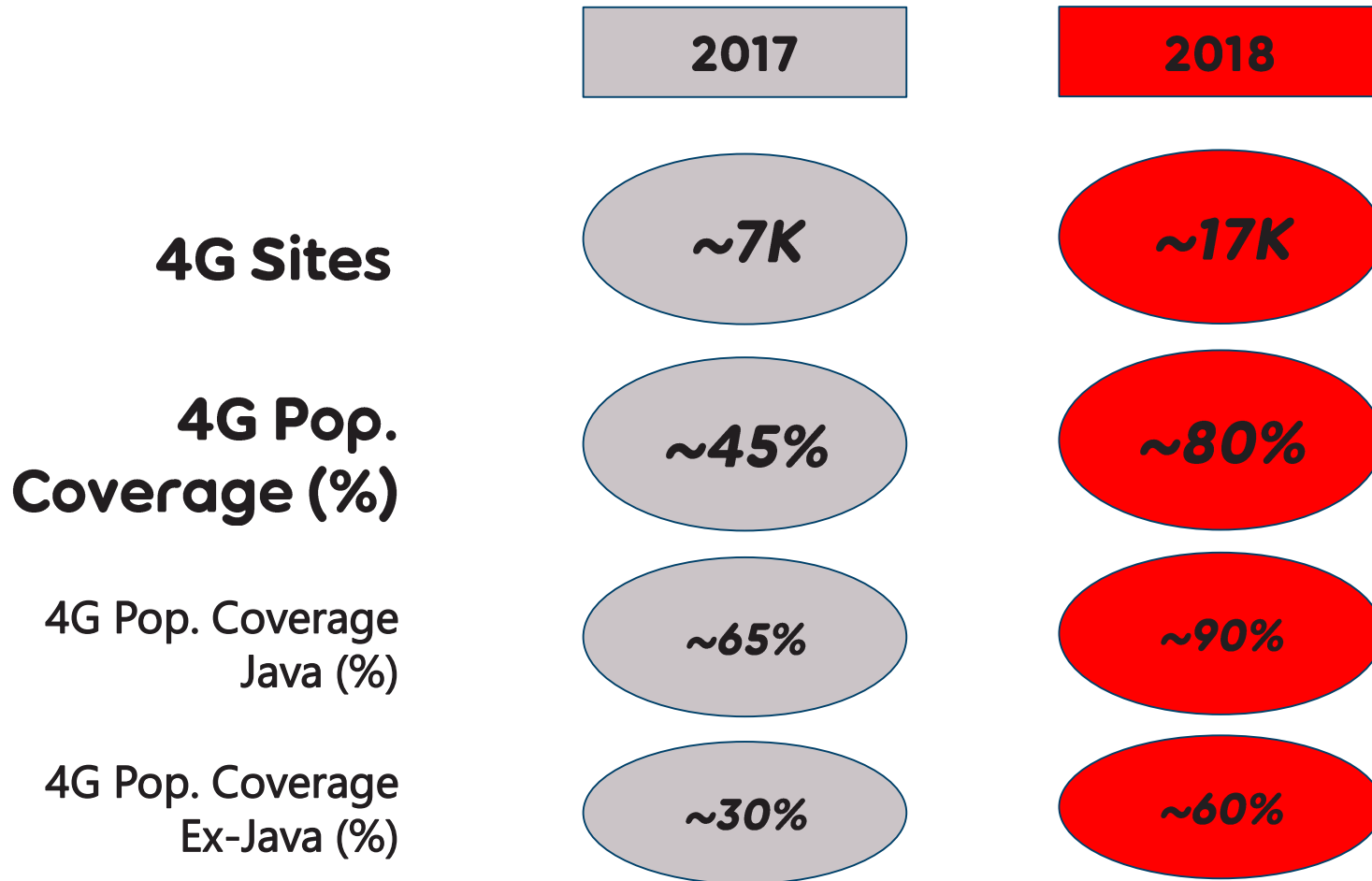
FULL YEAR 2018 Results

Disclaimer

- PT Indosat Tbk ("Indosat Ooredoo" or "Company") cautions investors that certain statements contained in this document state its management's intentions, hopes, beliefs, expectations, or predictions of the future are forward-looking statements
- The Company wishes to caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. Actual results may differ materially from those projected as a result of risks and uncertainties including, but not limited to:
 - The Company's ability to manage domestic and international growth and maintain a high level of customer service
 - Future sales growth
 - Market acceptance of the Company's product and service offerings
 - The Company's ability to secure adequate financing or equity capital to fund our operations
 - Network expansion
 - Performance of the Company's network and equipment
 - The Company's ability to enter into strategic alliances or transactions
 - Cooperation of incumbent local exchange carriers in provisioning lines and interconnecting our equipment
 - Regulatory approval processes
 - Changes in technology
 - Price competition
 - Other market conditions and associated risks
- The company undertakes no obligation to update publicly any forward-looking statements, whether as a result of future events, new information, or otherwise



4G Roll Out Acceleration





**Financial and
Operational
Highlights**

Financial Highlights

in IDR billion

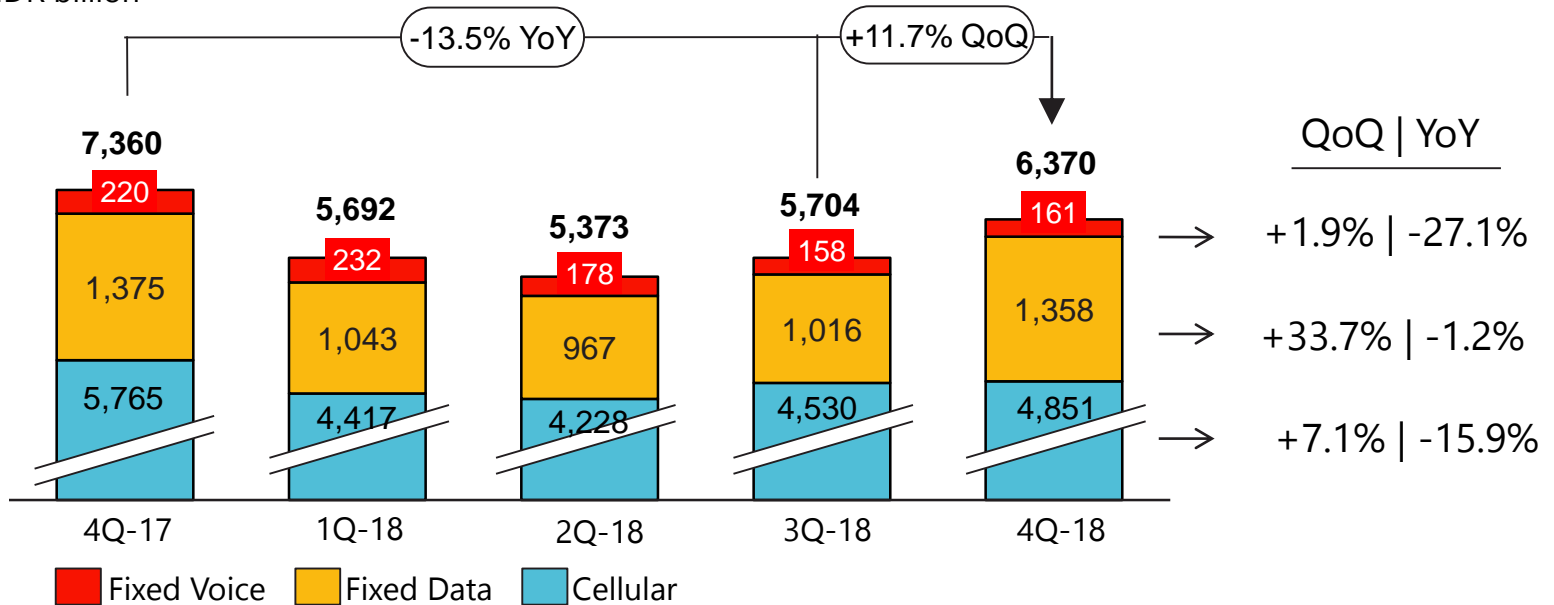
	FY-17	FY-18	YoY	3Q-18	4Q-18	QoQ
Operating Revenue	29,926	23,140	-22.7%	5,704	6,370	11.7%
EBITDA	12,763	6,500	-49.1%	1,642	1,355	-17.5%
EBITDA Margin	42.6%	28.1%	-14.5ppt	28.8%	21.3%	-7.5ppt
Profit (Loss) Attributable to shareholders	1,136	-2,404	-311.6%	-845	-865	-2.3%



Segment Revenue Overview

Operating Revenue Breakdown

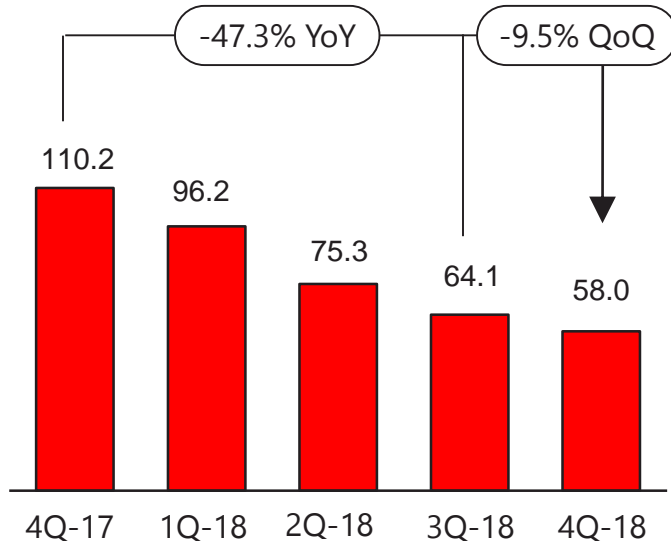
in IDR billion



Cellular Customer Base

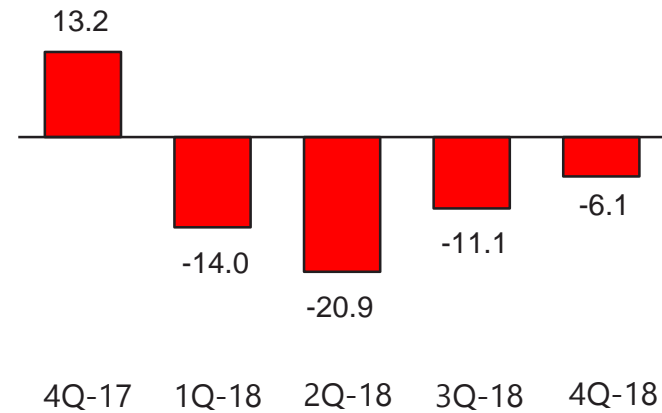
Number of cellular customers

in million



Net cellular customers adds

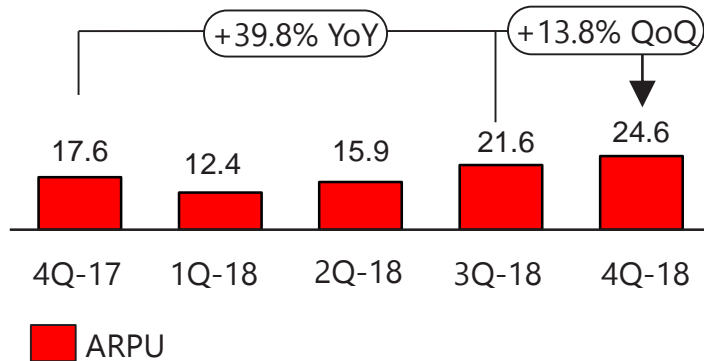
in million



ARPU and voice usage indicator

ARPU

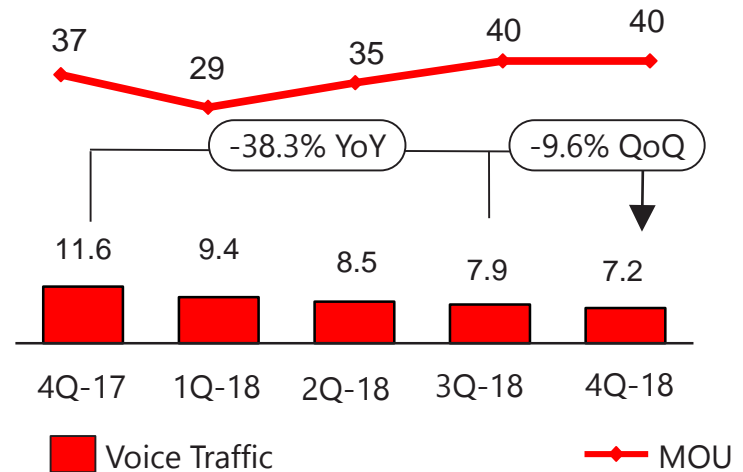
in thousand IDR
(ARPU)



Voice Traffic and MOU

in billion minutes
(Voice Traffic)

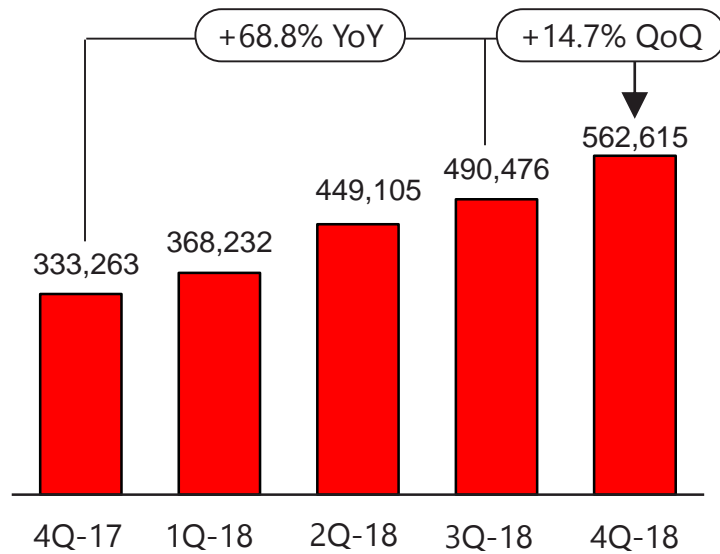
in minute/subscriber
(MOU)



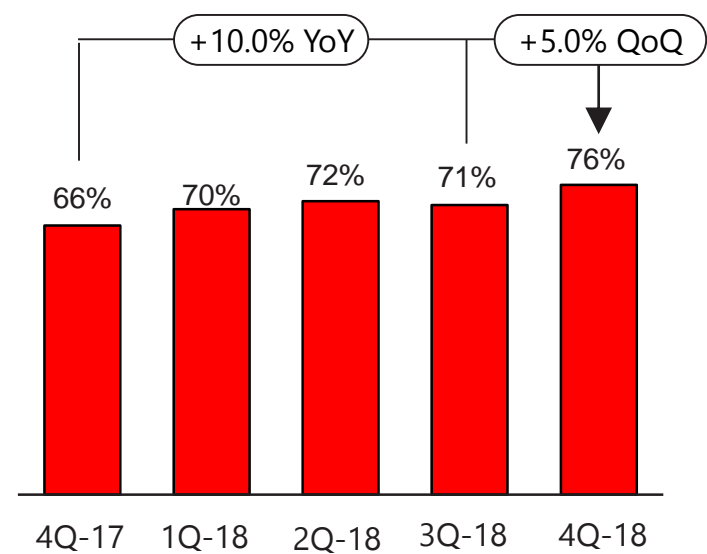
Strong Data Usage

Data Usage

in TByte

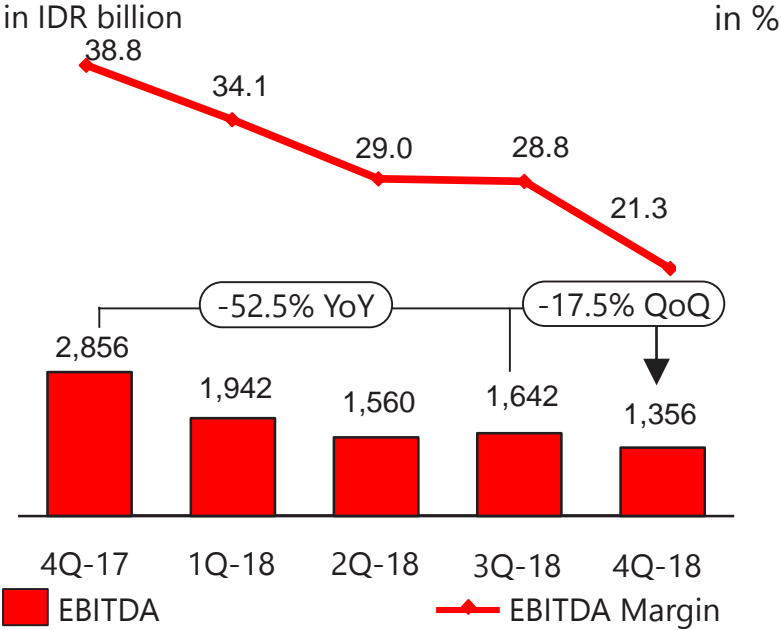


Smartphone Penetration

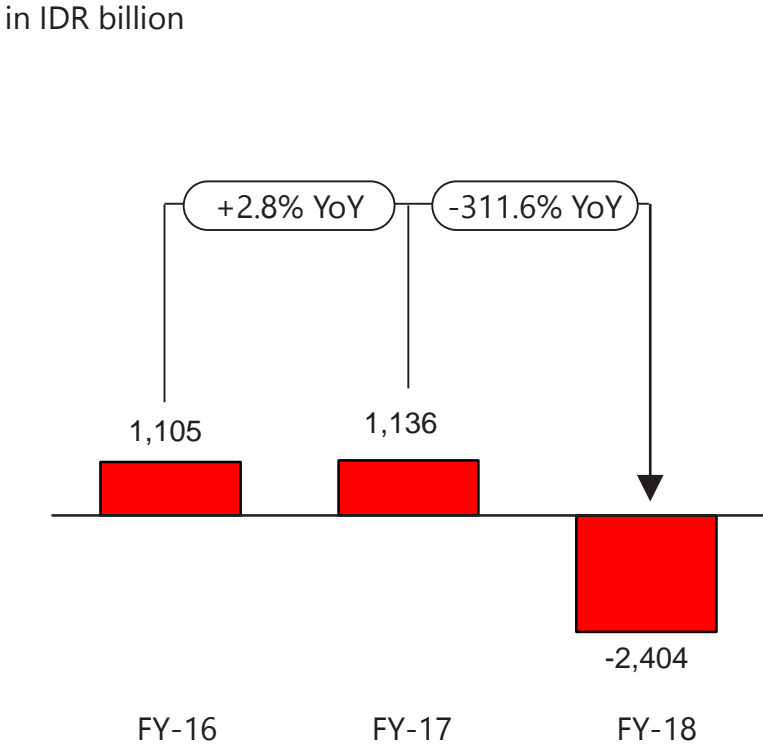


EBITDA and Net Profit performance

EBITDA and EBITDA margin



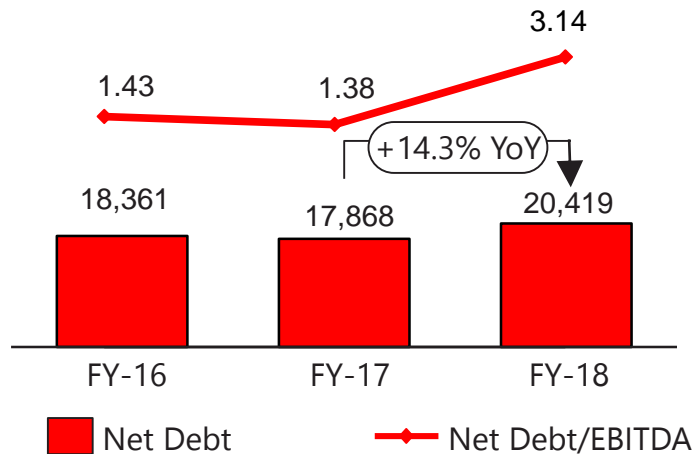
Net profit



Balance sheet

Net debt* and net debt/EBITDA

in IDR billion



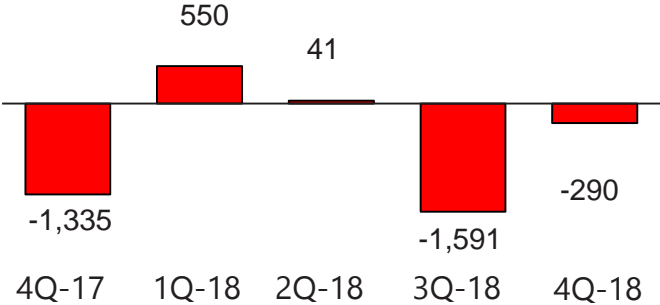
Higher gearing during investment mode, committed to maintain the ratio below the covenant which as 4x net debt to EBITDA.

*Excluding obligation under finance lease

Free cash flow & Capex

Free cash flow

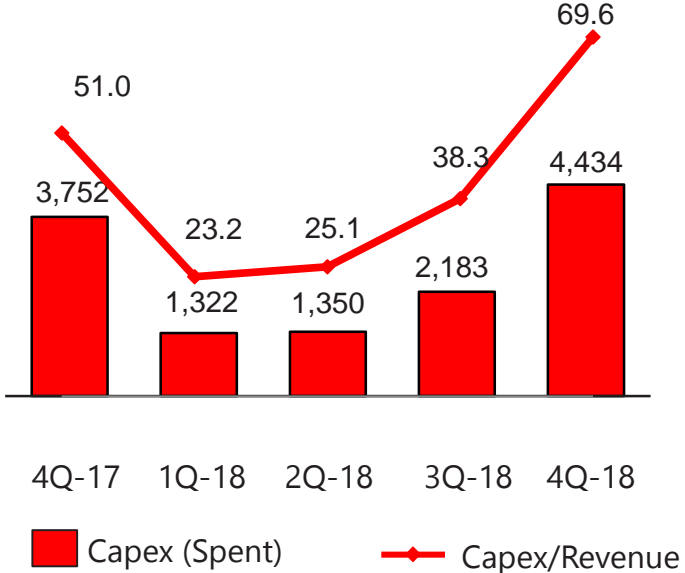
in IDR billion



Capex and Capex/Revenue

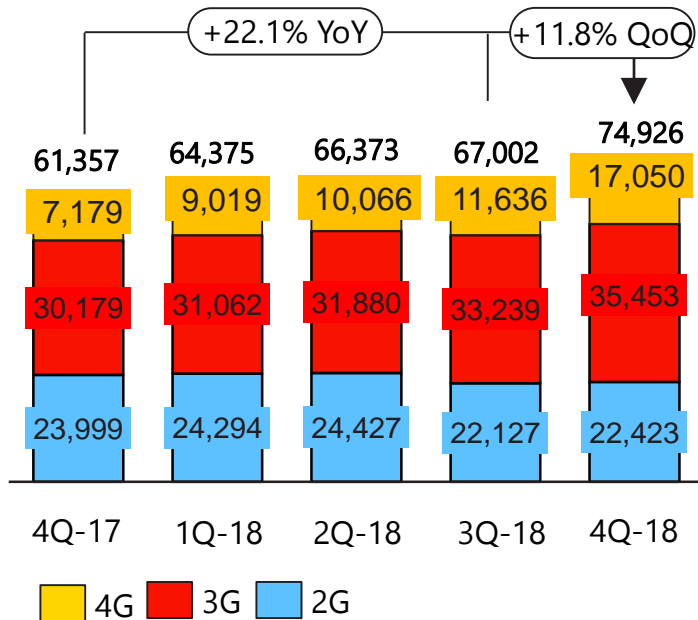
in IDR billion

in %



Network Development

Number of BTS



- **Massive network expansion** at the end of 2018
- **Delivered more than 1,000 4G sites per week**, with top speed of 1,200 sites per week.
- 4G population coverage also improved from **45% to 80% by end of 2018**.



Key updates

Guidance

	2018 Guidance	FY 2018 Actual	2019 Guidance
Consolidated Revenue Growth	Below market	-22.7%	In Line w/ Market
EBITDA Margin	Mid 30's	28.1%	Low 30's
CAPEX	~ IDR 8 trillion (Spent)	IDR 9.3 trillion (Spent)	~ IDR 10 trillion (Spent)



Thank You

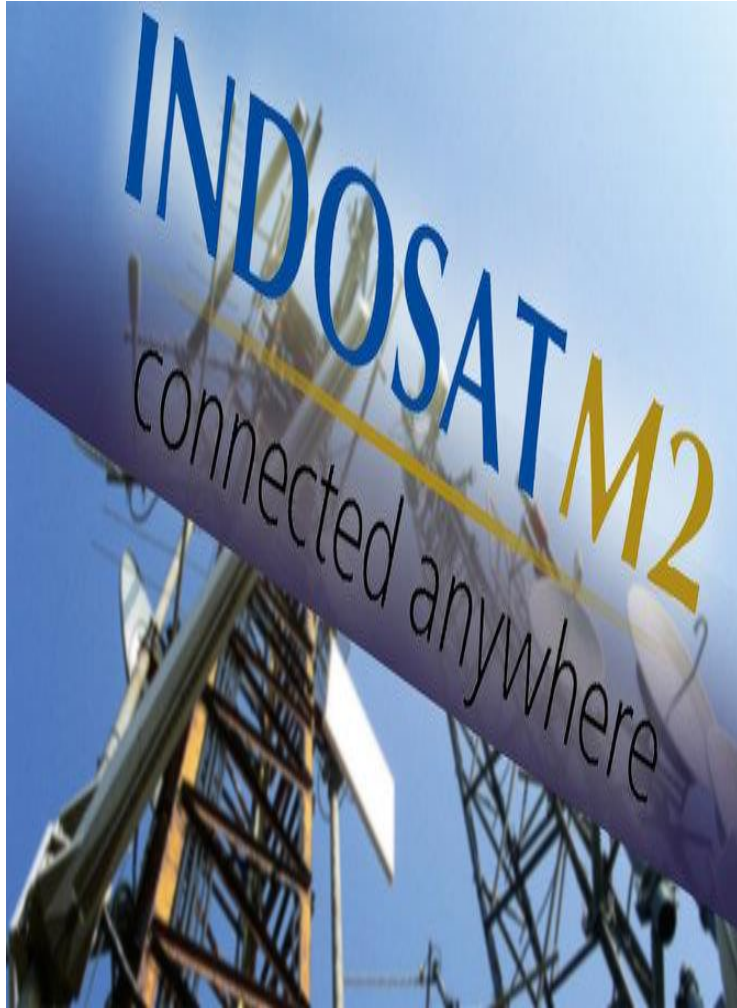
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**Supplemental
Information**

IM2 case development



On September 16, 2014, the South Jakarta Attorney Office (“Kejaksaan Negeri Jakarta Selatan”), without preliminary notification, executed the Supreme Court’s Decision on Mr. Indar Atmanto. The execution was done based on a quotation of the Supreme Court’s Decision, which states, among others, that (i) Mr. Indar Atmanto is found guilty and sentenced to eight years imprisonment and charged with penalty of Rp300,000,000,- (if the penalty is not paid, Mr. Indar Atmanto would serve an additional six months imprisonment), and (ii) IM2 pay the losses sustained by the State amounting to Rp1,358,343,346,674,-.

Subsequently, on January 16, 2015, Mr. Indar Atmanto and/or his lawyer or IM2 received the document on the Supreme Court’s decision regarding the litigation case. As of the issuance date of the consolidated financial statements, Mr. Indar Atmanto and IM2 plan to conduct further legal act by submitting a reconsideration request *peninjauan kembali* (“PK”).

On March 16, 2015, Mr. Indar Atmanto’s submission of Judicial Review [Peninjauan Kembali (“PK”)] was officially registered at the Corruption Court under No. 08/AKTA.PID.SUS/PK/TPK/2015/PN.Jkt.Pst.

On November 4, 2015, the Supreme Court’s official website announced that the Judicial Review filed by Mr. Indar Atmanto was rejected based on Supreme Court’s decision dated October 20, 2015. However, no detailed information regarding the exact content of such Supreme Court’s decision was available. As of the issuance date of the interim consolidated financial statements, the official copy of such Supreme Court’s decision hasn’t been received.



Credit ratings

FitchRatings

On 19 February 2019, Fitch Ratings has revised Indonesian telecom operator PT Indosat Tbk's (Indosat Ooredoo) Outlook to Negative from Stable. At the same time, the agency has affirmed the company's Long-Term Foreign- and Local-Currency Issuer Default Ratings (IDR) at 'BBB+', and the foreign-currency senior unsecured rating at 'BBB+'. Fitch Ratings Indonesia has also affirmed the National Long-Term Rating at 'AAA(idn)', with Stable Outlook.

MOODY'S

On 18 February 2019, Moody's Investors Service has reaffirmed **Baa3** of Indosat Tbk. (P.T.) (Indosat Ooredoo)'s standalone credit strength, which reflects its established market position, strong financial profile and their expectation of moderate growth in the cellular market. The outlook for the rating is **stable**. The stable outlook reflects their expectation that Indosat Ooredoo will maintain a strong financial profile through steady revenue and earnings growth and that the competitive and regulatory environments will remain moderate.



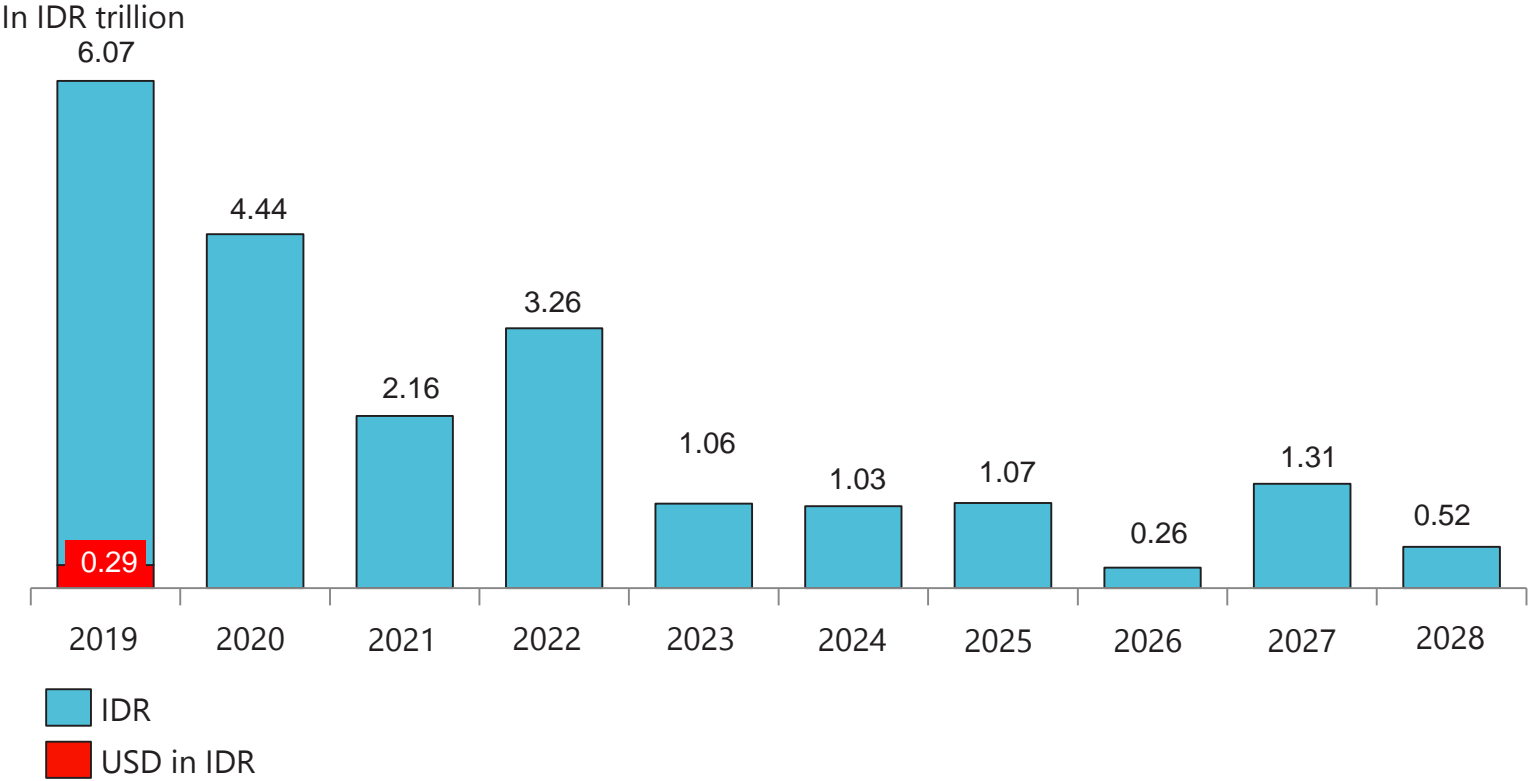
On 25 January 2019, PEFINDO has assigned "idAAA" rating to PT Indosat Tbk (ISAT)'s proposed Shelf Registration Bond III Year 2018-2020 and "idAAA(sy)" rating to ISAT's proposed Shelf Registration Sukuk Ijarah III Year 2018-2020. PEFINDO has also affirmed its "idAAA" ratings for ISAT and its Shelf Registration Bond II Year 2017-2019, Shelf Registration Bond I Year 2014-2016, and Bond VIII Year 2012. PEFINDO has also affirmed its "idAAA(sy)" ratings for ISAT's Shelf Registration Sukuk Ijarah II Year 2017-2019, Shelf Registration Sukuk Ijarah I Year 2014-2016, and Sukuk Ijarah V Year 2012. The outlook for the corporate rating is "stable".

STANDARD
& POOR'S

On December 8, 2017, S&P Global Ratings raised its long-term corporate credit rating on Indonesia-based telecommunications operator PT Indosat Tbk. (Indosat) to '**BBB-**' from '**BB+**'. The outlook is **stable**. The upgrade reflects their expectation that Indosat will maintain its solid cash flow adequacy and reduce debt over the next 12-24 months. The company's steady cash flows, moderate capital spending, and prudent financial policies should support the improvement. We anticipate that Indosat's ratio of funds from operations (FFO) to debt will remain above 40% until 2019.



Debt maturity profile*



* Excluding obligation under finance lease



Spectrum overview

in Mhz



Indosat

Valid until



Telkomsel



XL Axiata



Hutchison



Smartfren

	850 - 900 Mhz	1800 Mhz	2100 Mhz	2300 Mhz
Indosat	2 x 12.5 2020	2 x 20.0 2020	2 x 15.0 2019, 2026, 2028	15.0* 2019
Telkomsel	2 x 15	2 x 22.5	2 x 15.0	45.0
XL Axiata	2 x 7.5	2 x 22.5	2 x 15.0	-
Hutchison	-	2 x 10.0	2 x 15.0	-
Smartfren	2 x 11.0	-	-	30.0

* Indosat/IM2: West Java exclude Bogor, Depok & Bekasi

