



PT Indosat Tbk.

1H 2019 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



2019 : Focused on execution and delivering on targets

Network Experience



4200 physical sites roll out



Increased fiberized sites



Improving network experience

Execution Excellence



Growing retail outlets,
Distribution = Network
Site level performance



Strong regional
Structure



War On Waste - Cost
Initiatives

Leverage Brand Strength



Strong brand equity
leveraging Indosat's 50-
year tradition



Convert customer loyalty
into base growth



Cross functional programs to embed agile way of working

Bringing Indosat Glory Back - **Kemenangan**

Sustainable topline growth

Gaining market share

Bottom line improvements





**Financial and
Operational
Highlights**

Financial Highlights

in IDR billion

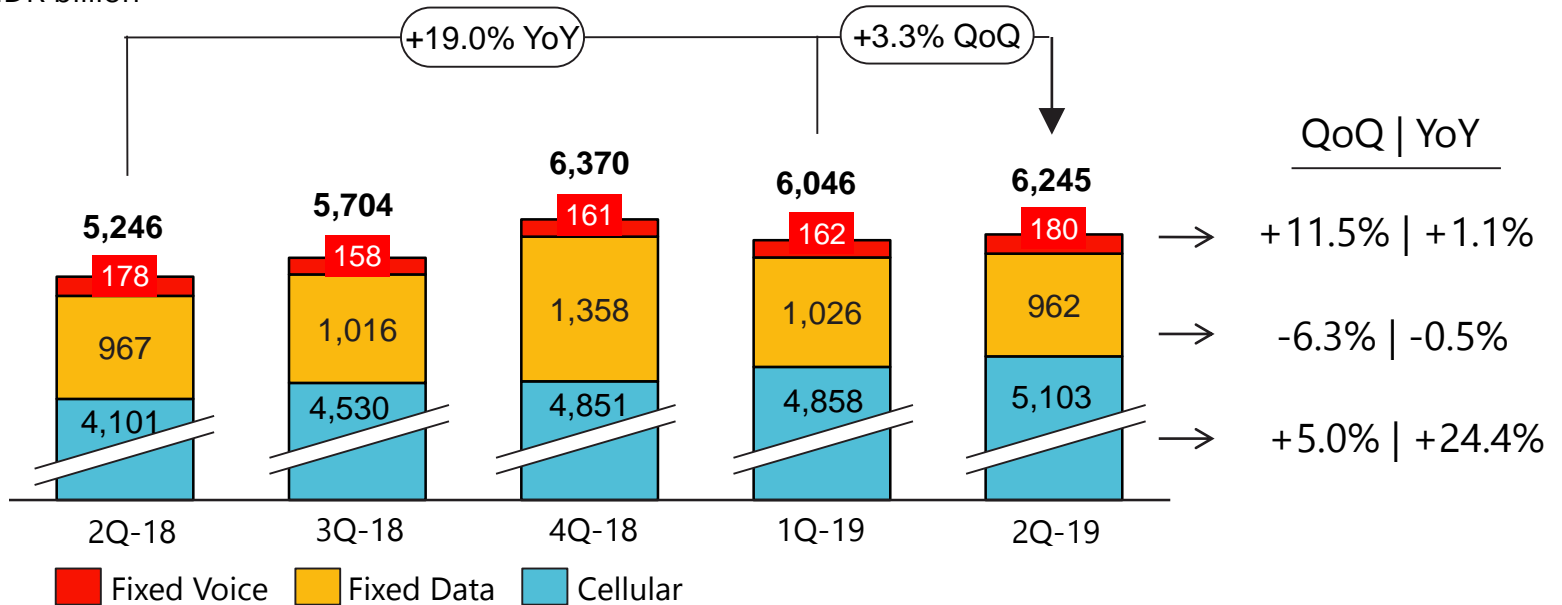
	1H-18	1H-19	YoY	1Q-19	2Q-19	QoQ
Operating Revenue	11,066	12,292	11.1%	6,046	6,245	3.3%
EBITDA	3,503	4,433	26.6%	2,157	2,276	5.5%
EBITDA Margin	31.7%	36.1%	4.4ppt	35.7%	36.4%	0.7ppt
Loss Attributable to shareholders	-694	-332	52.2%	-293	-39	86.5%



Segment Revenue Overview

Operating Revenue Breakdown

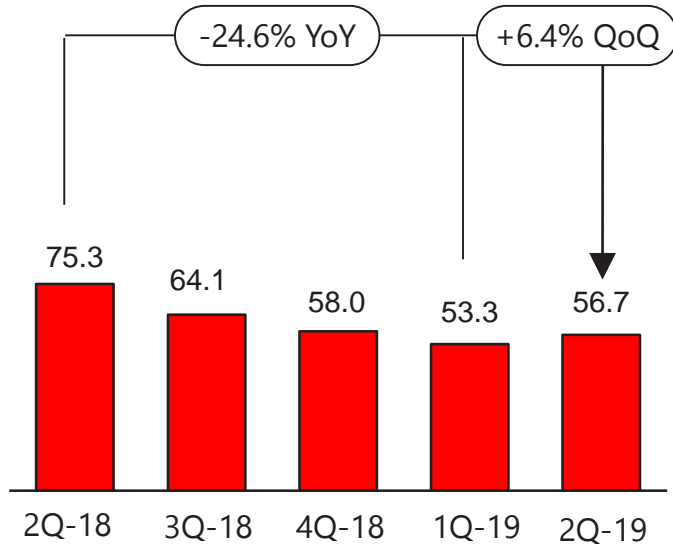
in IDR billion



Cellular Customer Base

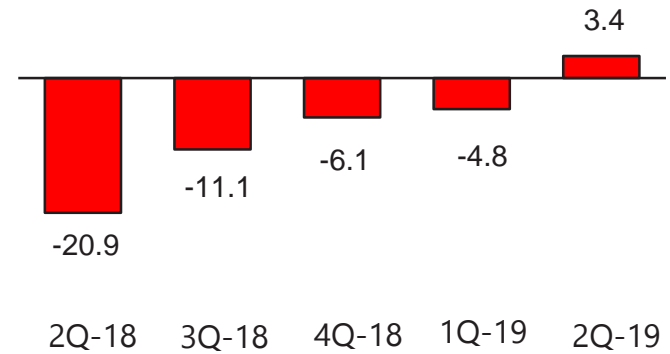
Number of Cellular Customers

in million



Net Cellular Customers Adds

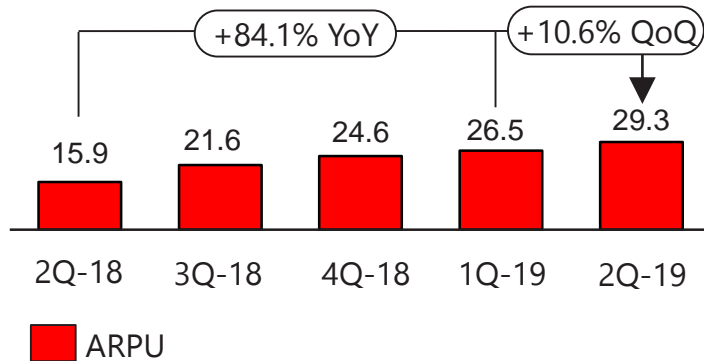
in million



ARPU and voice usage indicator

ARPU

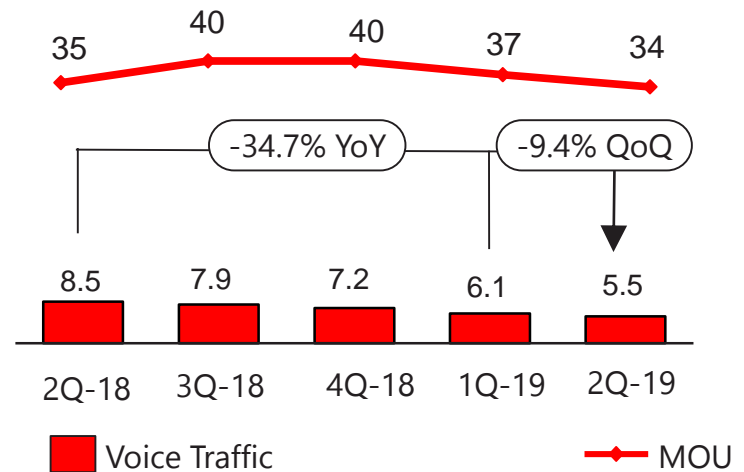
in thousand IDR
(ARPU)



Voice Traffic and MOU

in billion minutes
(Voice Traffic)

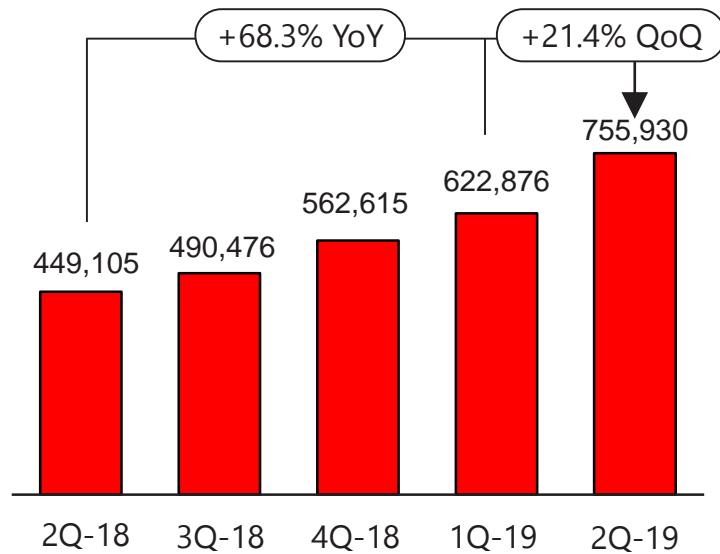
in minute/subscriber
(MOU)



Strong Data Usage

Data Usage

in TByte



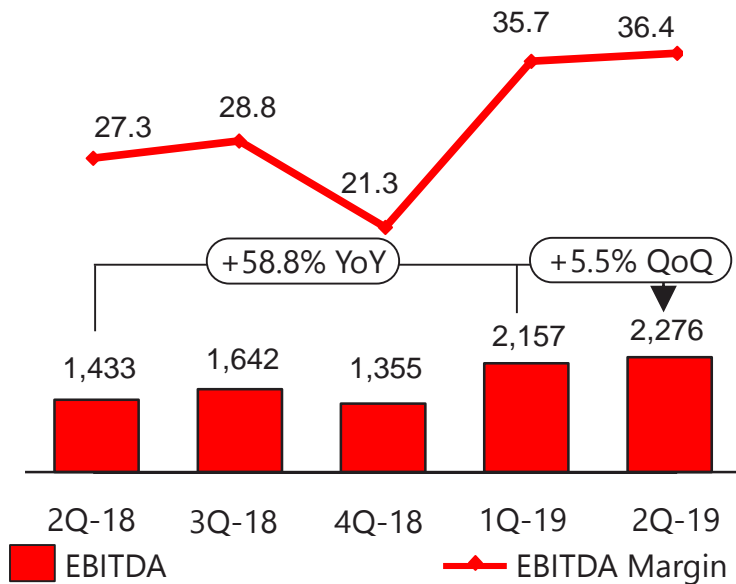
4G massive expansion resulting in continued data traffic and 4G users growth

EBITDA and Loss Attributable to Shareholders

EBITDA and EBITDA Margin

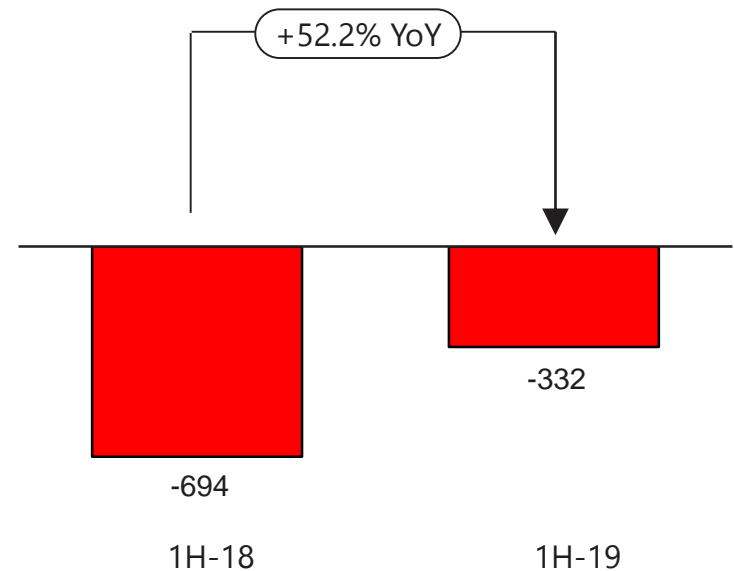
in IDR billion

in %



Loss Attributable to Shareholders

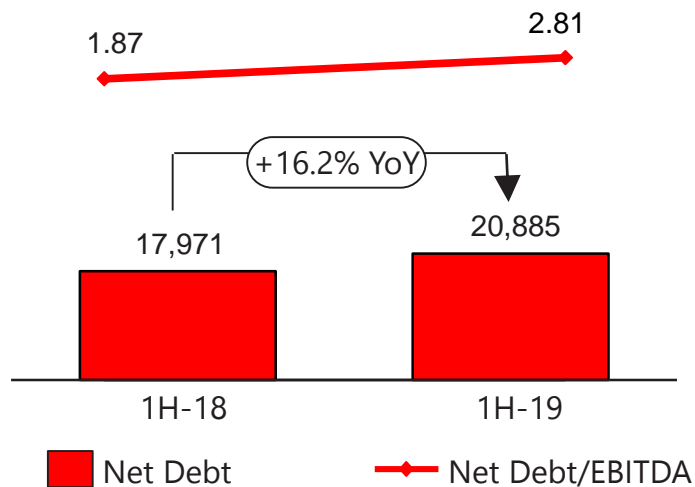
in IDR billion



Balance Sheet

Net Debt and Net Debt/EBITDA

in IDR billion

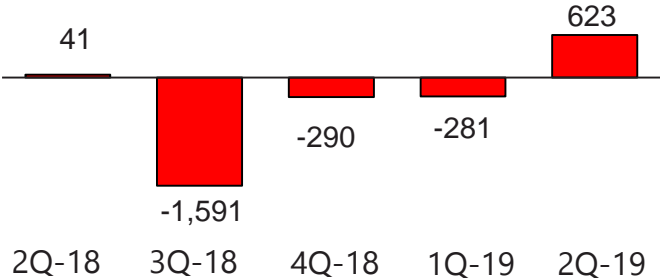


- Higher gearing to support network expansion and improvement.
- Committed to maintain a ratio below covenant value of 4x net debt to EBITDA

Free Cash Flow & Capex

Free Cash Flow

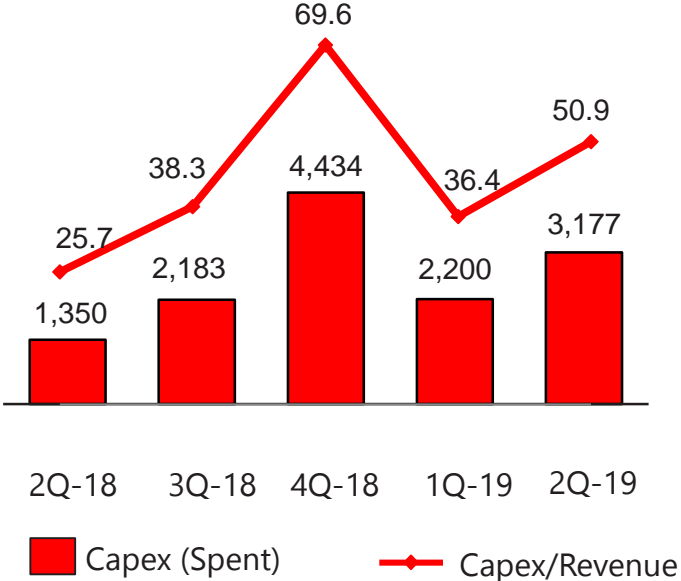
in IDR billion



Capex and Capex/Revenue

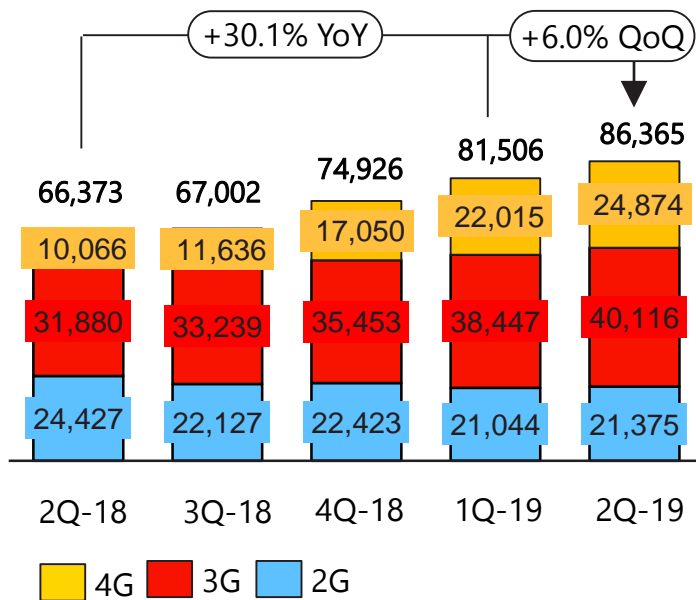
in IDR billion

in %



Network Development

Number of BTS



- Fast paced 3G/4G network extension
- Adding **14,808 4G BTS** YoY
- 4G Service now operates in 475 cities



Thank You

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