



PT Indosat Tbk.

1Q 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





**Financial and
Operational
Highlights**

Financial Highlights

in IDR billion

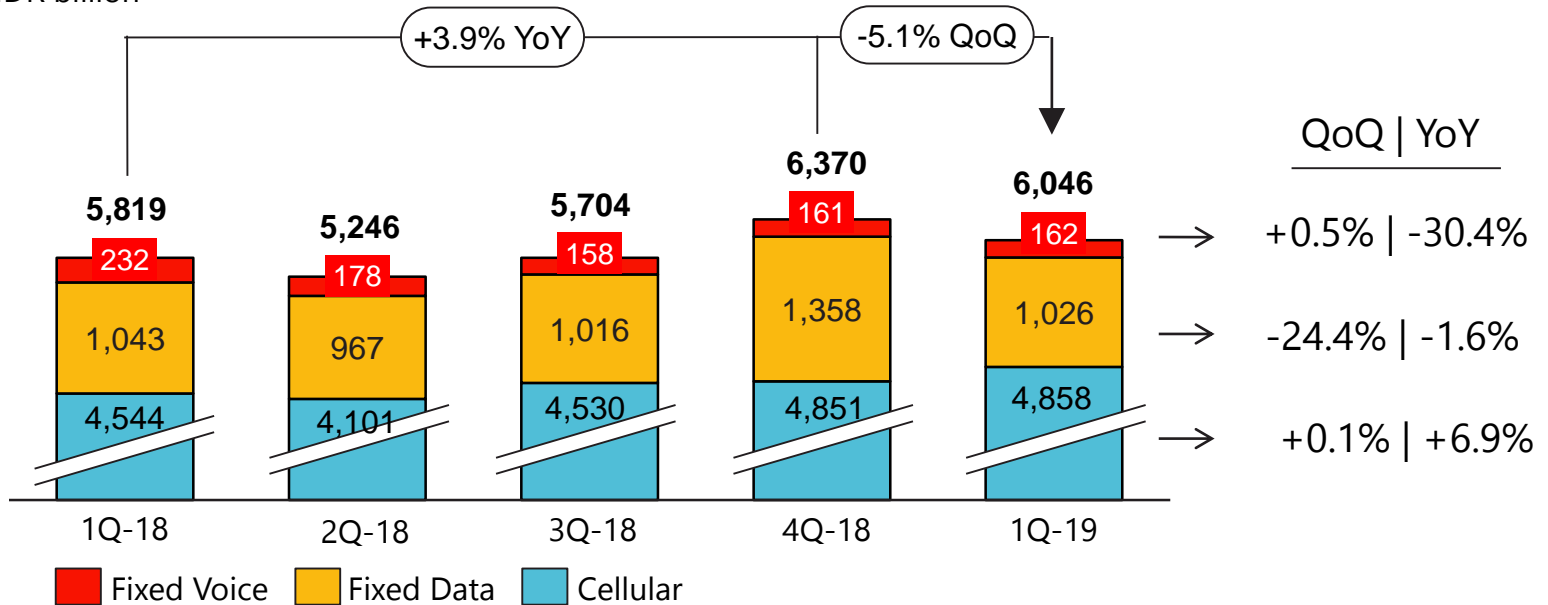
	1Q-18	1Q-19	YoY	4Q-18	1Q-19	QoQ
Operating Revenue	5,819	6,046	3.9%	6,370	6,046	-5.1%
EBITDA	2,069	2,157	4.2%	1,355	2,157	59.1%
EBITDA Margin	35.6%	35.7%	0.1ppt	21.3%	35.7%	14.4ppt
Loss Attributable to shareholders	-405	-293	27.8%	-865	-293	66.2%



Segment Revenue Overview

Operating Revenue Breakdown

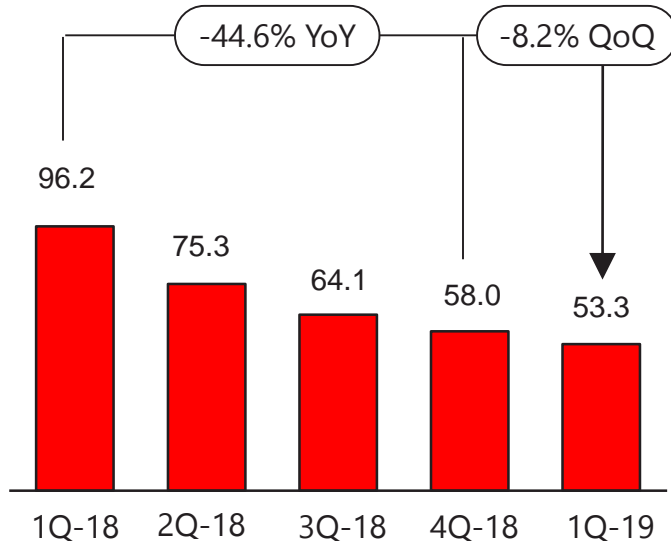
in IDR billion



Cellular Customer Base

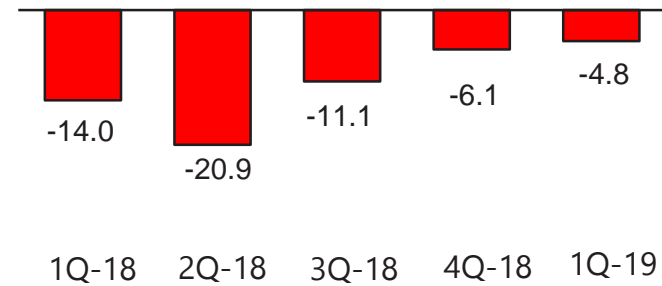
Number of Cellular Customers

in million



Net Cellular Customers Adds

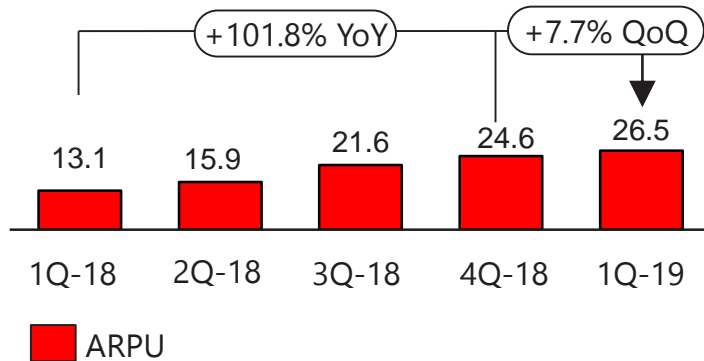
in million



ARPU and voice usage indicator

ARPU

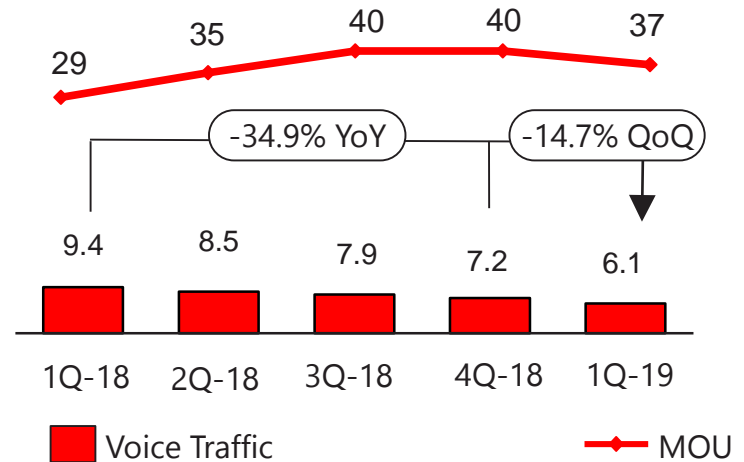
in thousand IDR
(ARPU)



Voice Traffic and MOU

in billion minutes
(Voice Traffic)

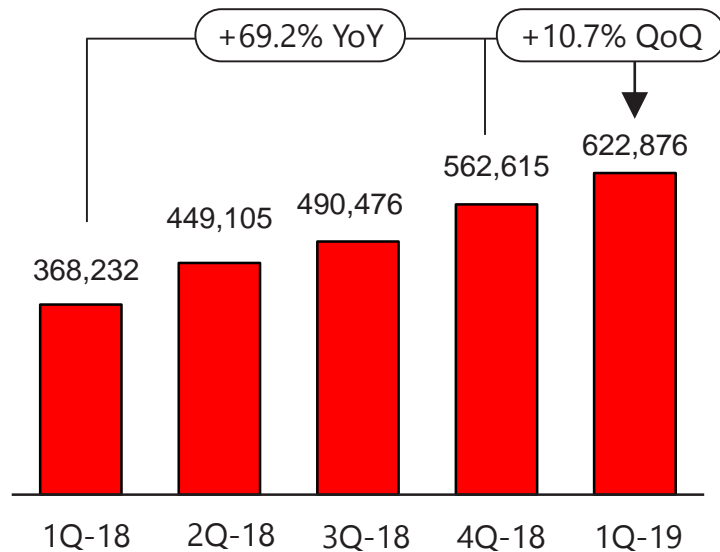
in minute/subscriber
(MOU)



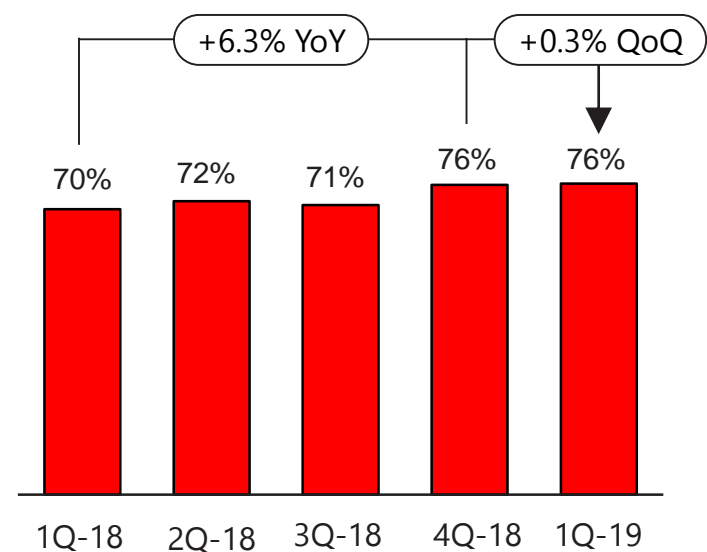
Strong Data Usage

Data Usage

in TByte

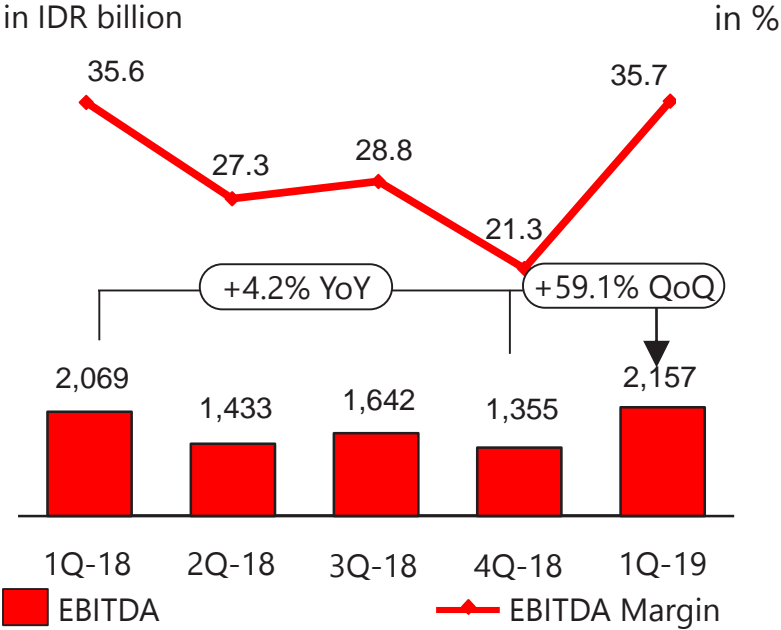


Smartphone Penetration

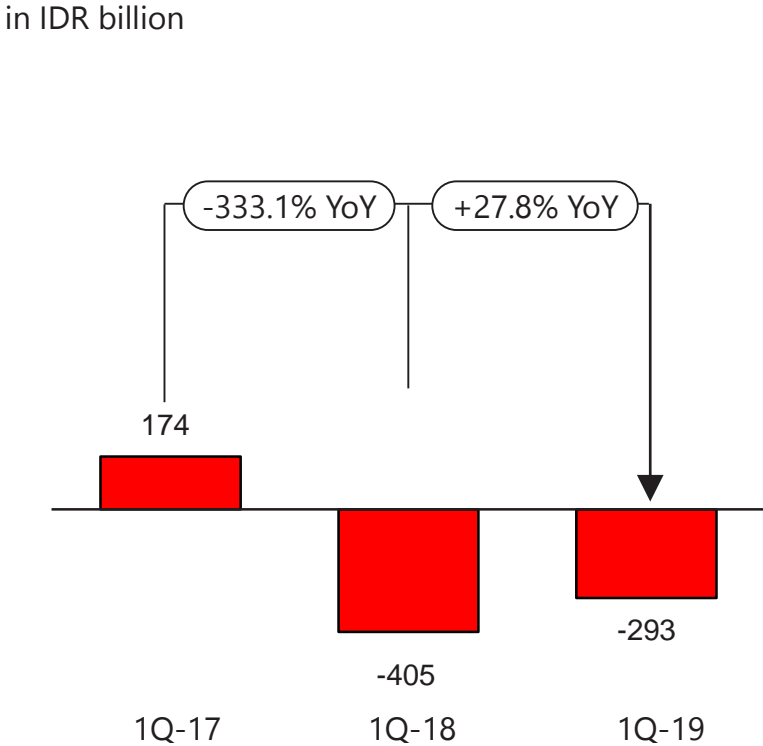


EBITDA and Net Profit

EBITDA and EBITDA Margin



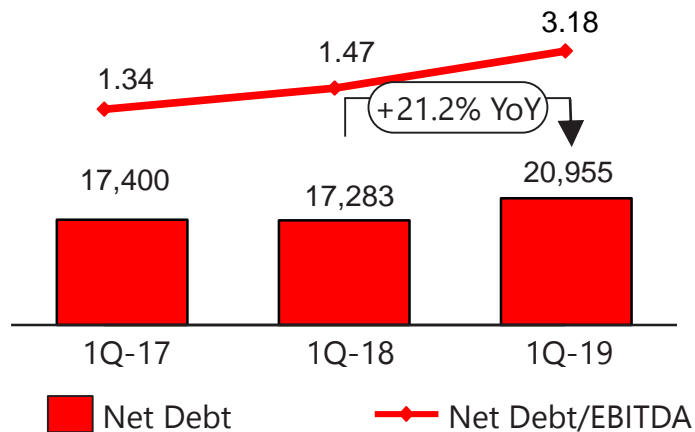
Net Profit



Balance Sheet

Net Debt and Net Debt/EBITDA

in IDR billion

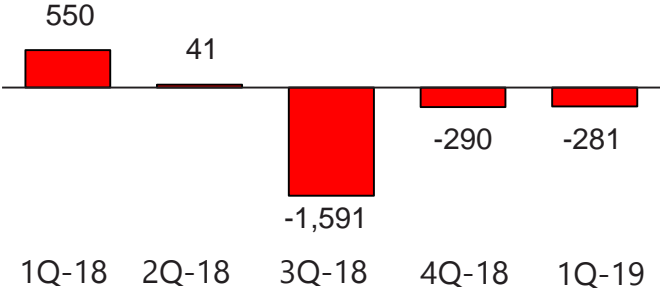


- Higher gearing to support network expansion and improvement.
- Committed to maintain a ratio below covenant value of 4x net debt to EBITDA

Free Cash Flow & Capex

Free Cash Flow

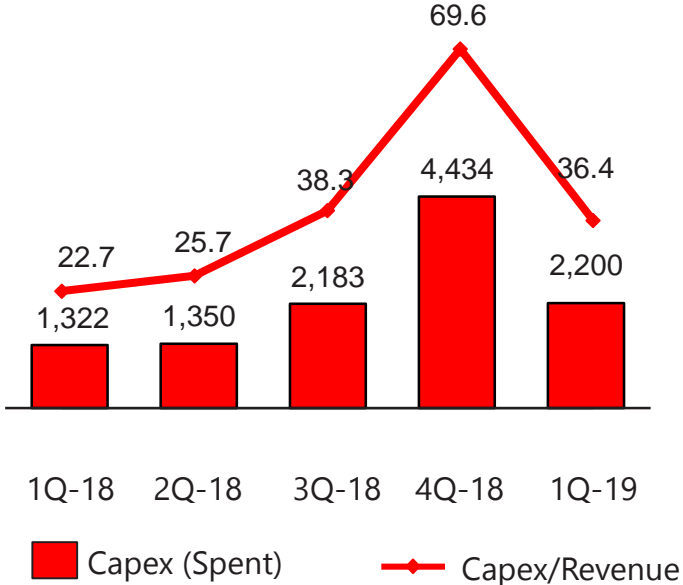
in IDR billion



Capex and Capex/Revenue

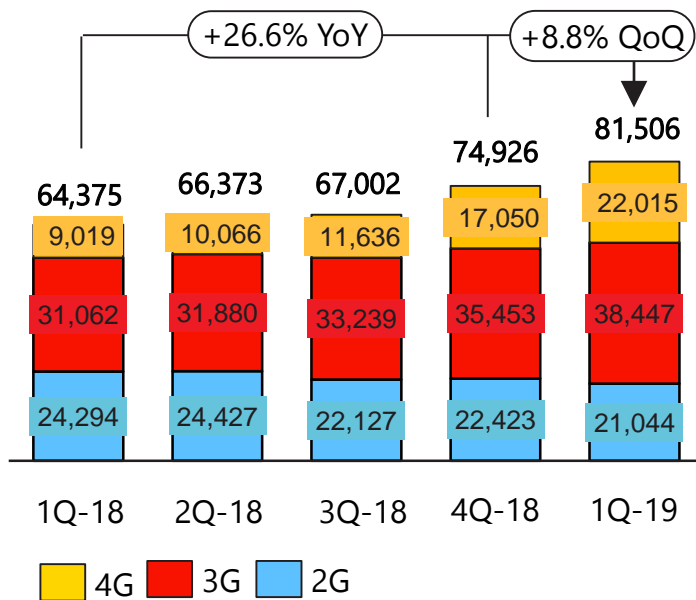
in IDR billion

in %



Network Development

Number of BTS



- Fast paced 3G/4G network extension
- Adding **12,996 4G BTS** YoY
- 4G Service now operates in 422 cities

4G Plus #MakinKuatInternetan

Sekarang
Internetan
Makin Kuat

Buktikan 4G Plus Kuat Di Kotamu!
#MakinKuatInternetan





Thank You

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