



Ooredoo Group

Capital Markets Day 2014

Indosat

May 12, 2014

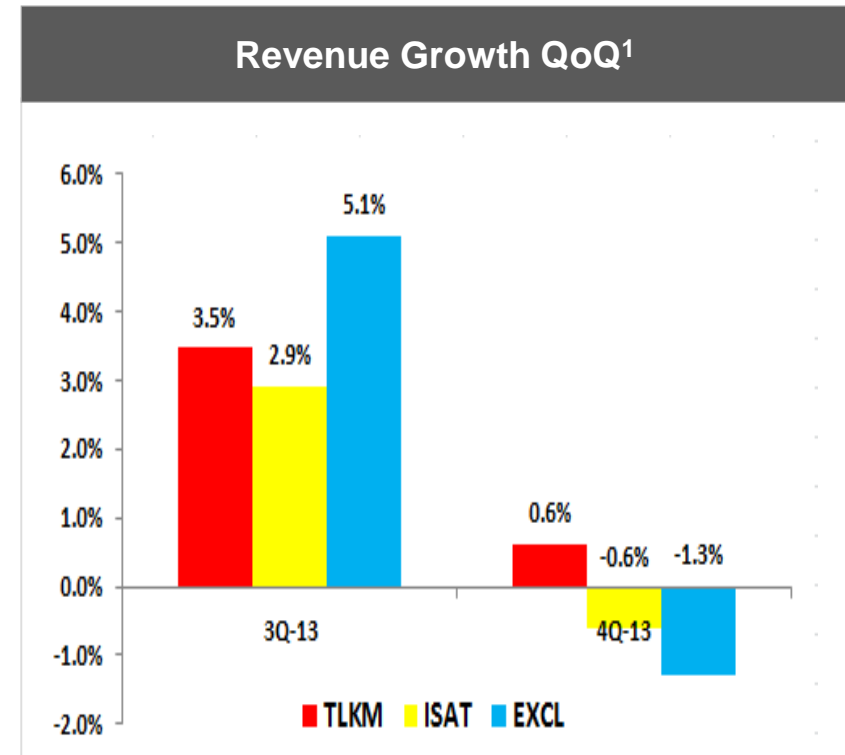
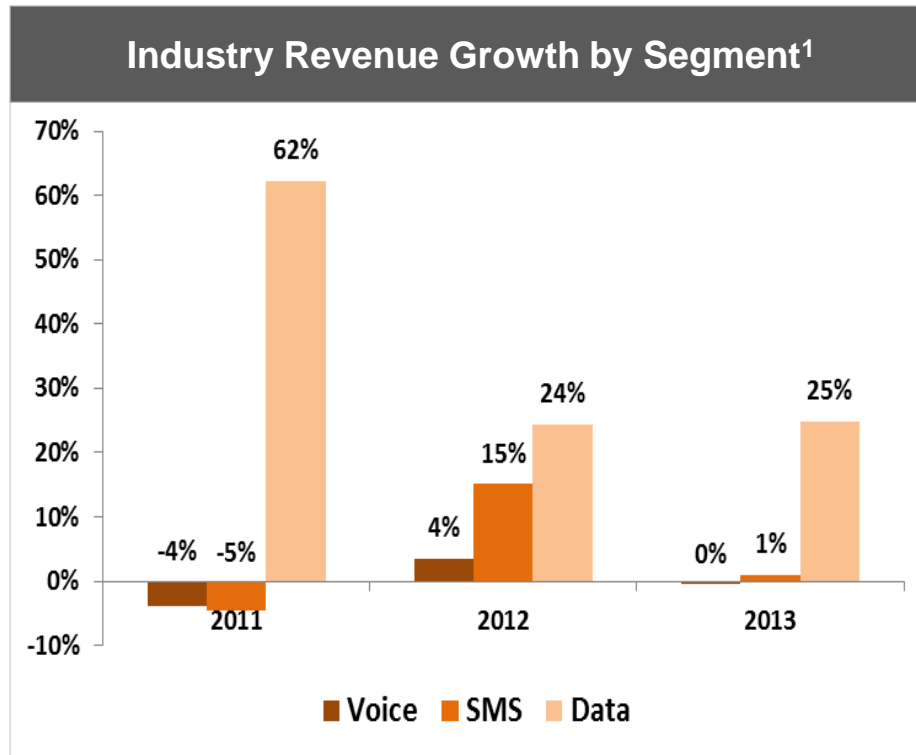


A market of opportunities

- 248 million people , **4th largest World population**
- 50% of the population is under 30 years old
- **US\$ 5,302 GDP per capita (PPP) and growing**
- **57% of the population is middle class**
- **6% average economic growth** for the past 5 years
- 29% Internet penetration
- **20% smartphone penetration**



Competition remains intense despite recent consolidation



- **Very competitive, predominantly prepaid market** with more than 310 million subscriptions
- **Declining industry revenue growth**; the growth is mainly driven by **data**
- Indosat's **subscriber market share** is approximately 19%

1Q14 financial highlights

in IDR billion	1Q-13	1Q-14	YoY	4Q-13	1Q-14	QoQ
Operating Revenue	5,788	5,773	-0.3%	6,056	5,773	-4.7%
EBITDA	2,629	2,611	-0.7%	2,410	2,611	8.3%
EBITDA Margin	45.4%	45.2%	-0.2ppt	39.8%	45.2%	5.4ppt
Profit /Loss Attributable to Owners of the Company	-71	800	1,224.6%	-1,016	800	-178.8%

- **Stable operating performance**
- **Revenue momentum expected to pick up in 2H14** following Java Phase-1 network modernization completion

Our focus

- Executing well on **network modernization** to improve network quality and **customer experience**
- Driving strong **uptake, usage, monetization of our data services** and developing our **data ecosystem**
- Improving **cost efficiencies** to enable investments for growth
- **People and culture**
- Developing **adjacent and new businesses**



Our rebranding journey is underway...



- Ooredoo Group & Opco rebranding is a good opportunity for Indosat to **re-brand itself towards a data-centric era**
- The re-branding is a new phase in our development and will set the tone for **our new corporate image on quality, care, and innovation**
- The moment for change is planned to be synchronous with the beginning of the new phase, with **noticeable milestones of improvements in our service quality**

Current campaigns

**RASAKAN CEPATNYA
SUPER INTERNET
SEKARANG!** UP TO 42Mbps

**Puas BBM & Internetan
mulai Rp 25.000**

Registrasi *123*2#



indosat **IME** indosat **MENTARI**

	Kuota hingga 14 GB	GRATIS Indosat Super Wifi	GRATIS BBM	Paket EXTRA	Kecepatan hingga 42 Mbps
					
SUPER INTERNET	✓	✓	✓	✓	✓

**BURUAN GABUNG DAN
ISI PULSA SEKARANG!!!**

GRATIS

8 JAM NELPON | 8 JAM SMS | 8 JAM INTERNETAN

TEKAN *123*888#

lalu isi ulang SEGERA!

**PLUS BISA
NONTON BOLA
LANGSUNG**
di Spanyol, Inggris,
Perancis dan Brasil



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indosat **IME** indosat **MENTARI**

No. Iklan/promosi : 6841/5/P5085/PL/01/02/4/2014, Tanggal : 14 April 2014



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QATAR
SAMSUNG

Mobile Financial Systems



dompotku

**Tak Perlu Uang Tunai
Cukup Dengan Dompotku
Tekan *789#**

Transfer Saldo

Rp Bayar Tagihan

Isi Pulsa

**DAN AKSES+
DOMPETKU**

**Kini Anda Dapat Menikmati
Layanan Setor & Tarik Tunai Dompotku Melalui Outlet Akses+**

**telecoms
AWARDS 2014**

Best Mobile Financial Service

2014 guidance

	FY 2013 Actuals	FY 2014 Guidance
Consolidated Revenue Growth	6.4%	In line with Industry or better
EBITDA Margin	43.5%	Low-Mid 40's
Cash CAPEX	IDR 9.67 trillion	IDR 8-9 trillion

Thank You

Any further questions?

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Upcoming events

AGMS 2014

Disclaimer

- PT Indosat Tbk cautions investors that certain statements contained in this document state management's intentions, hopes, beliefs, expectations, or predictions of the future are forward-looking statements
- Management 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:
 - Our ability to manage domestic and international growth and maintain a high level of customer service
 - Future sales growth
 - Market acceptance of our product and service offerings
 - Our ability to secure adequate financing or equity capital to fund our operations
 - Network expansion
 - Performance of our network and equipment
 - Our 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



Thank you

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Upcoming
events

2014 1H Results – August 2014 *TBD*