

Ooredoo Group

Capital Markets Day 2016

Indosat Ooredoo update - Caba Pinter,
Indosat Ooredoo CFO

26 Sept 2016
Doha, Qatar



Indonesia landscape & teledensity - 2016

Population



259
MILLION

Islands



17 K

Active Mobile
Social Accounts



66
MILLION

Mobile Internet
Penetration



25%

Fixed Phone
Penetration



7%

Fixed Broadband
Penetration



2%

Source: Nielsen, Roland Berger



Indonesia is now in a “Mobile First”/Digital Era



“Smart And Smarter”
Devices



49%
Mobile
Broadband
Penetration



79M
Active Social
Media Accounts



88M
Active Internet
Users



3H 30M
Average Time
Spent On Mobile
Internet



66M
Active Mobile
Social Accounts



188.5M
Visits To Top E-
commerce Sites In
June 2016

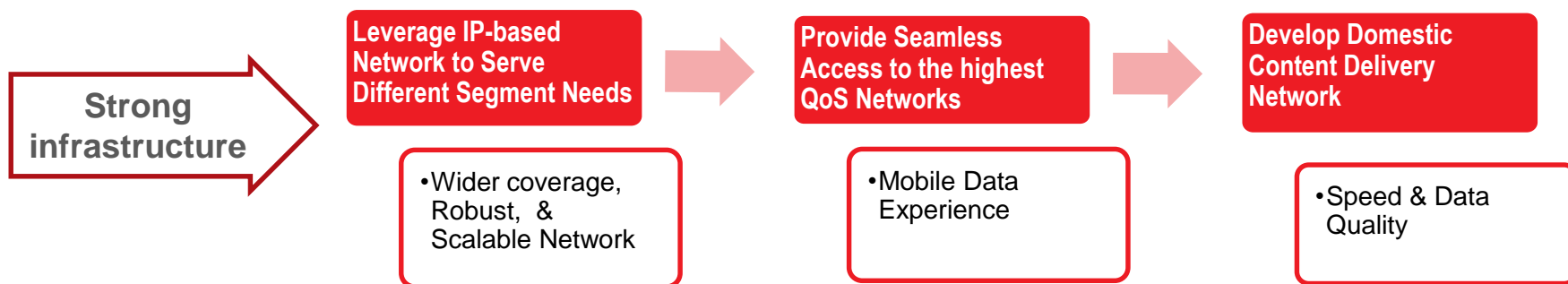
“Mobile First”



Indosat Ooredoo is well positioned

Indosat Ooredoo is an integrated Telco company – a strong player in consumer, B2B and digital space

Providing robust infrastructure to capture value in the mobile data traffic growth



Cellular & B2B



Digital Services

Ads Platform



Billing



Entertainment



Shopping



Cloud storage



Indosat Ooredoo becoming increasingly relevant to customers

Indosat Ooredoo Positioning



We are building Indonesia's leading digital Telco, enabling access and...

1 Liberating products & services

Affordability & Accessibility

2 A data strong network

4G LTE for Everybody

3 We treat our customer like a friend

New Behavior & Customer-centric Experience



What does this mean?

- ✓ New look & feel! New logo & designs, reskinned Galeri/ outlets/ office/ materials
- ✓ Digital customer experience! Revamped digital touch points, Apps Corner
- ✓ New culture & behavior! Can-do attitude, Reform mindset: positive & curious

Indosat Ooredoo becoming increasingly relevant to customers



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From High Variety package offer...



..Becoming Clear and Simple packages



Indosat Ooredoo becoming increasingly relevant to customers



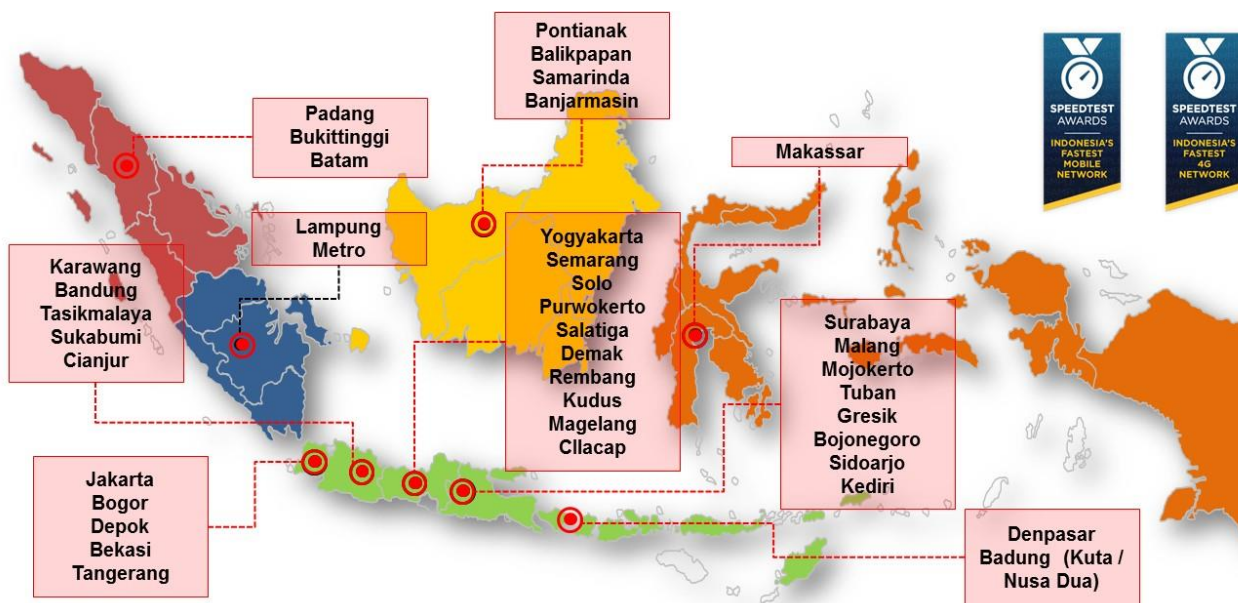
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4G now in 40 Cities covering 43m people



Indosat Ooredoo becoming increasingly relevant to customers

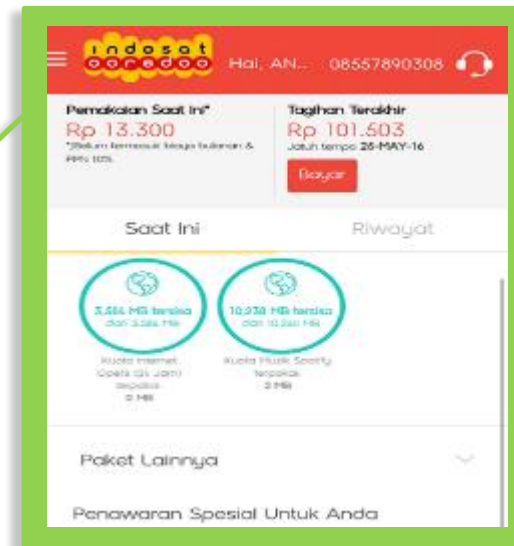


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Enrich customers touch points to customize to simplify experience



Results are progressing positively

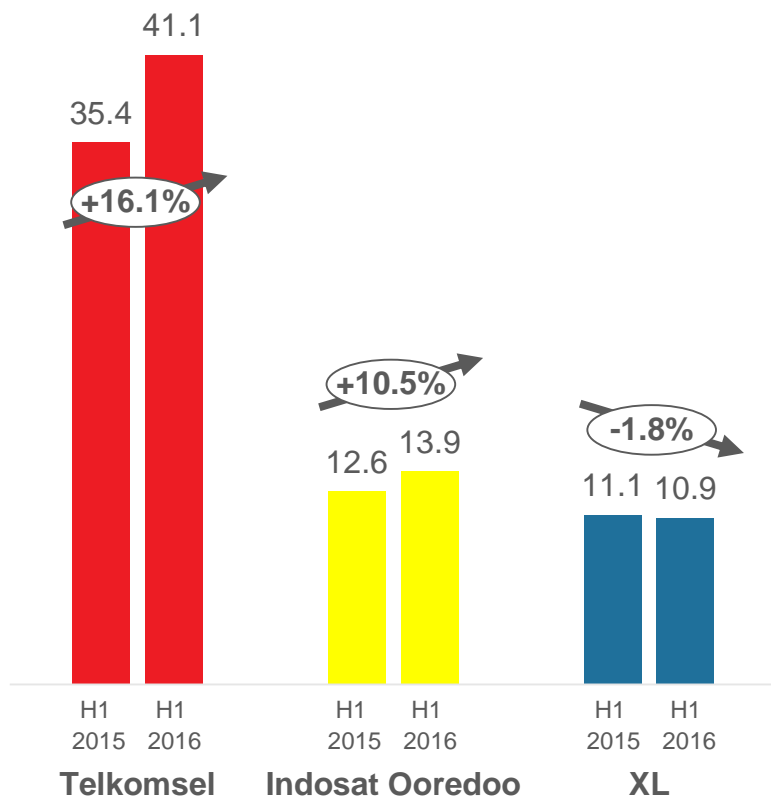
H1 2016 vs. H1 2015 Results

(Results in IDR Bn)	H1 2015	H1 2016	Growth (%)
Operating Revenue	12,620	13,942	10.5%
EBITDA	5,362	6,040	12.6%
EBITDA Margin	42.5%	43.3%	+0.8 ppt
Profit (Loss) attributable to Owners of Parent	-734	428	NA

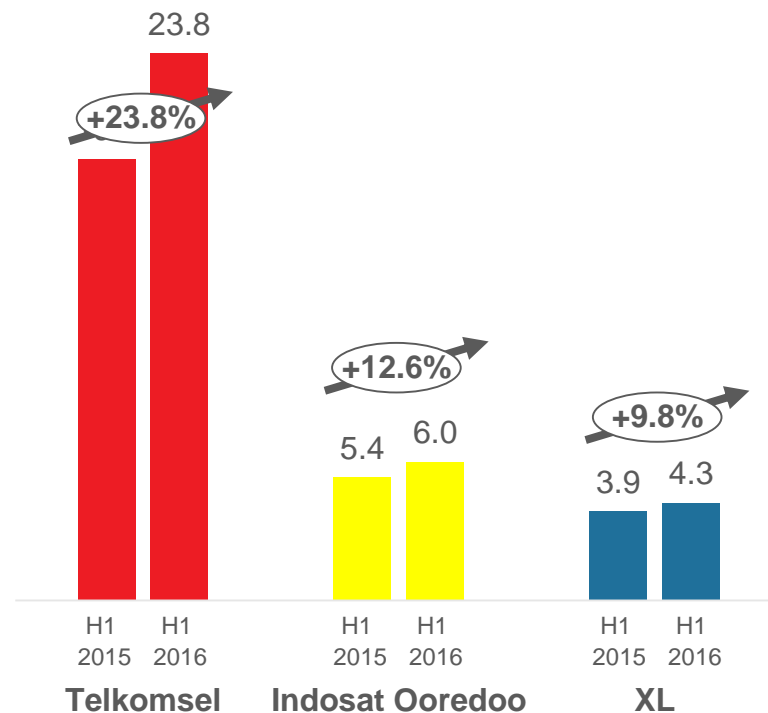
- Double digit Revenue and EBITDA growth YoY in two consecutive quarters supported by growth in all services (voice, SMS, data and VAS).
- Positive bottom line maintained in line with stabilized currency and reduction of USD debt portion.

And doing well versus our competition

Total Revenue by Operator, IDR Tn



EBITDA by Operator, IDR Tn



Looking forward...

Challenges

- Slow speed of change in the regulatory environment
- Maintain the currently reasonable competition landscape
- Up-skill for the digital future

Ambitions

- Secure leadership in the digital space (revenue, customer experience and brand preference)
- Achieve and exceed investor guidance
- Become a significantly stronger No 2 than today

Thank you

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