



# Indosat Ooredoo

Re-igniting growth

Capital Market Day, Doha

19 JUNE 2019

# Key messages

Indonesia is a large and growing economy with digital gaining significant traction

Rapidly shifting industry dynamics in the Indonesian telco market with shift to data driving growth

We are regaining growth momentum after a challenging H1 2018

Shareholder commitment to investing in growth

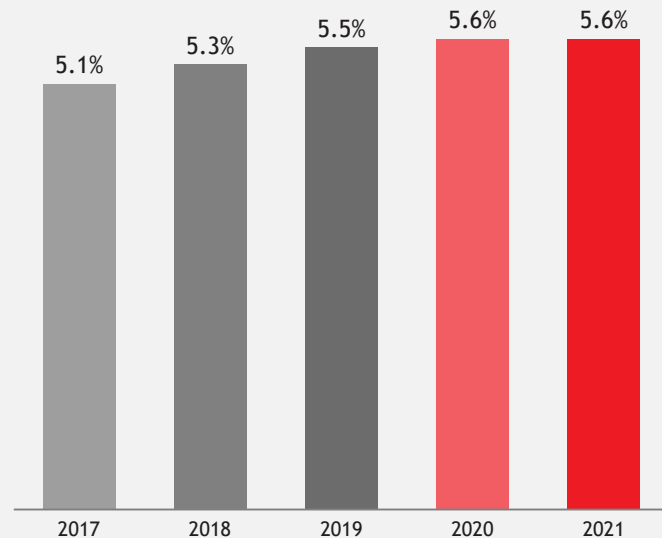
We are driving our refreshed strategy to

- Regain our market leading position with strong focus on execution
- Leverage our brand

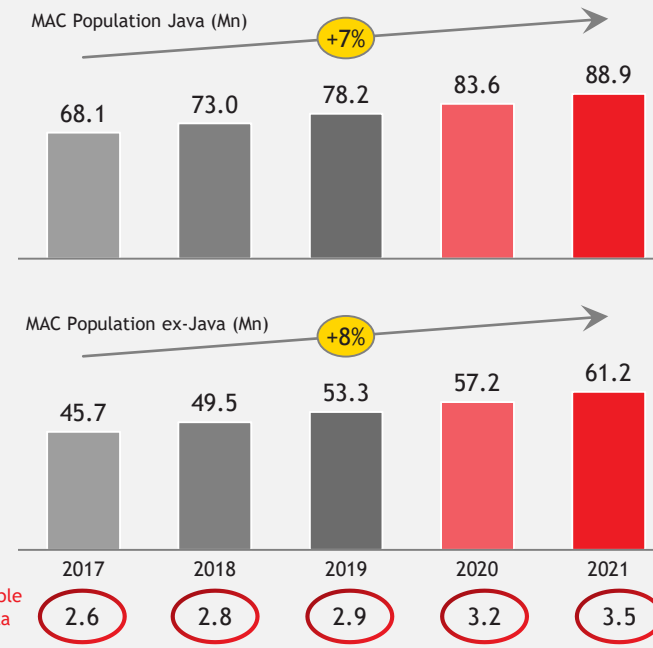
Clear action plan to return to sustainable, profitable growth

# Indonesia: Large and growing economy with significant digital traction

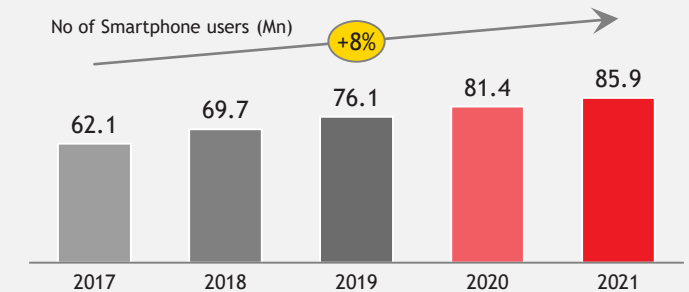
GDP expected to grow at a moderate pace



Promising economic prospects as affluence increases



Digital gaining significant traction



#3

worldwide

Time spent on social media globally

# Digital economy gaining traction across sectors

## Growing B2C digital economy



### Financial Technology

Breakthrough in financial service using technology as a process



### E-Commerce

Startup emerge every year in Indonesia as of now Indonesia has 4 unicorn Startups.



### On Demand Services

Offer convenient services to society, such as online transportation.



### Internet of Things

To expand connectivity continuously. Supported by access and speed of internet



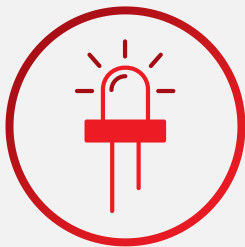
## Industry 4.0 starting to make in-roads across key economic sectors



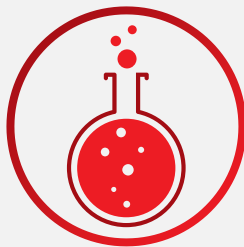
Textile & Clothing



Automotive



Electronics



Chemicals

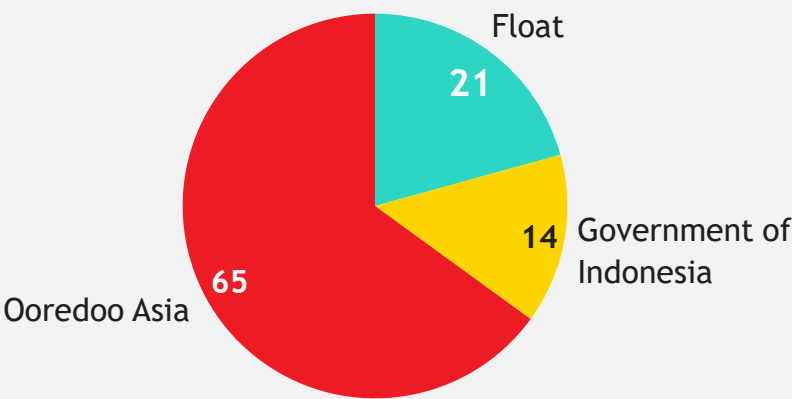


Food & Beverages

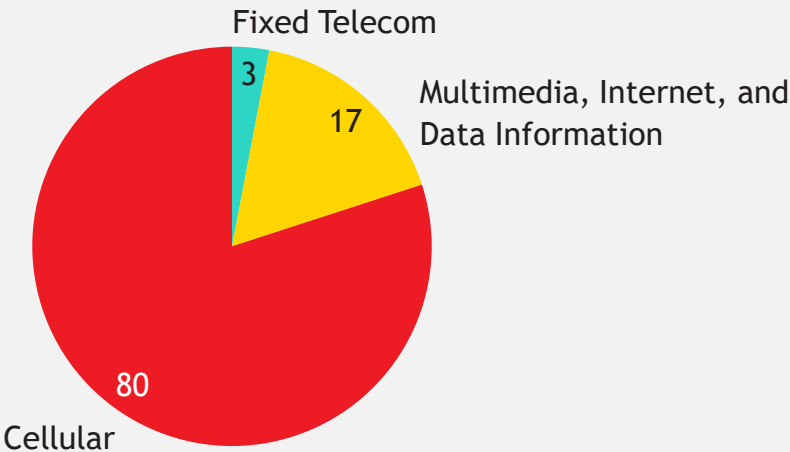
# Indosat Ooredoo at a glance

Integrated Telco in Indonesia - a strong player in consumer, B2B and digital space

## Shareholders



## Cellular, B2B & Digital with well established brands



## Services

Cellular	FTTH
Fixed Connectivity	Wireless Connectivity
Satellite Services	Data Center and Cloud

Prepaid & Postpaid Cellular Services

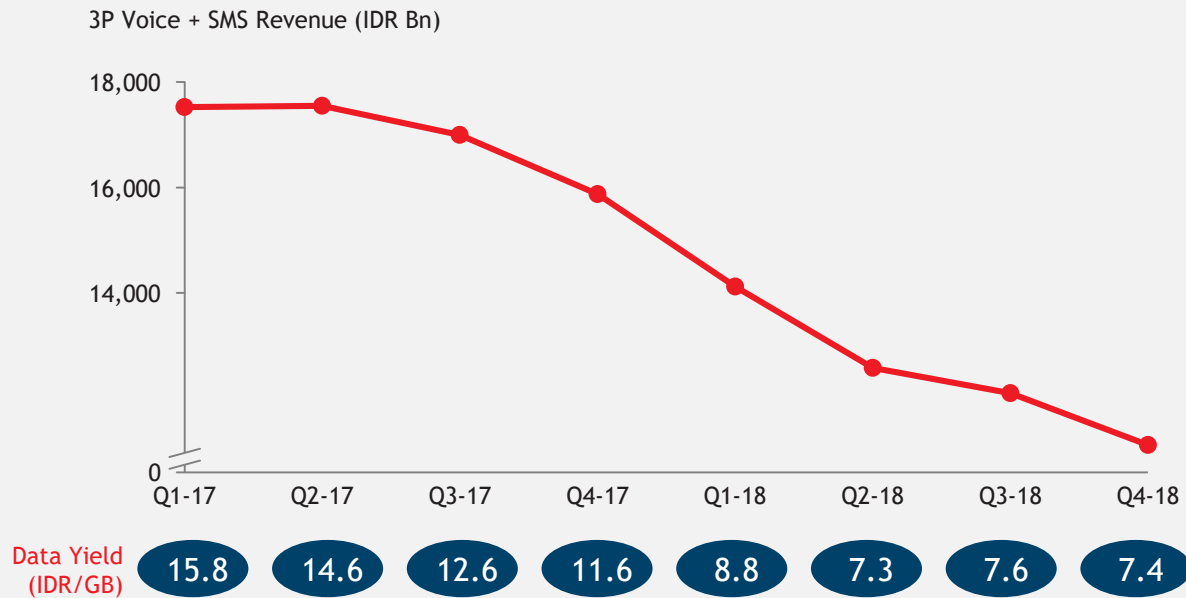
business

INDOSAT M2  
Satellite & Multimedia Services  
An Indosat Company

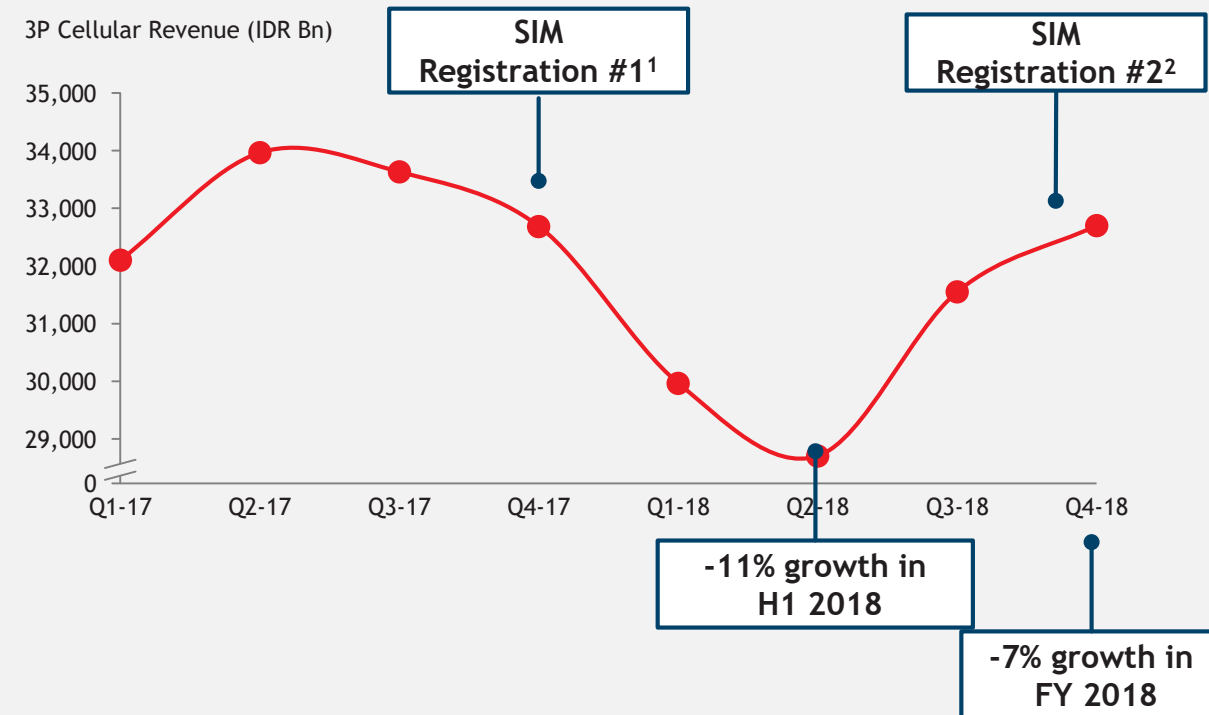
lintasarta  
An Indosat Company

# 2018: A watershed year for Indonesian Telco

Accelerating decline of voice/SMS revenue and data yield. . .



... Leading to market contraction for the first time in 2018

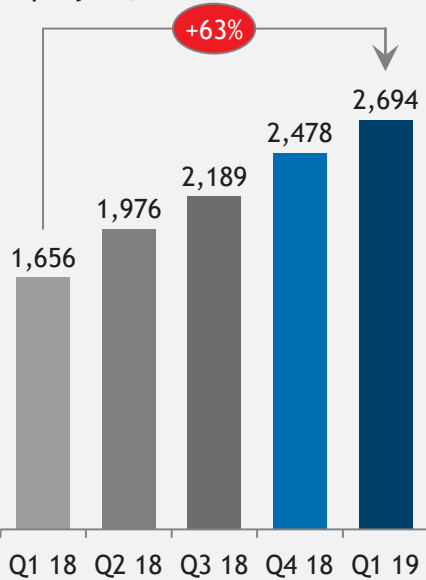


# Data driving industry growth



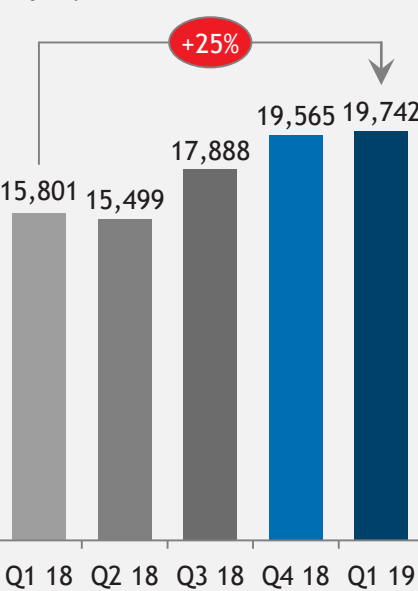
## Data traffic

3 player , PB



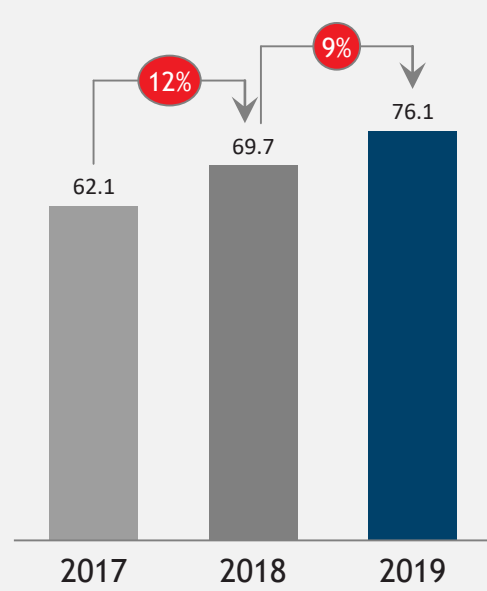
## Data revenues

3 player , IDR Bn



## Smart phone Handsets

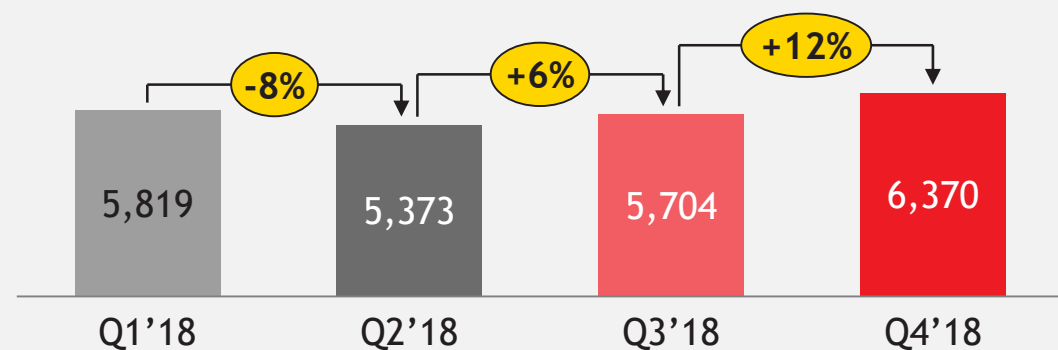
Indonesia, # Mn



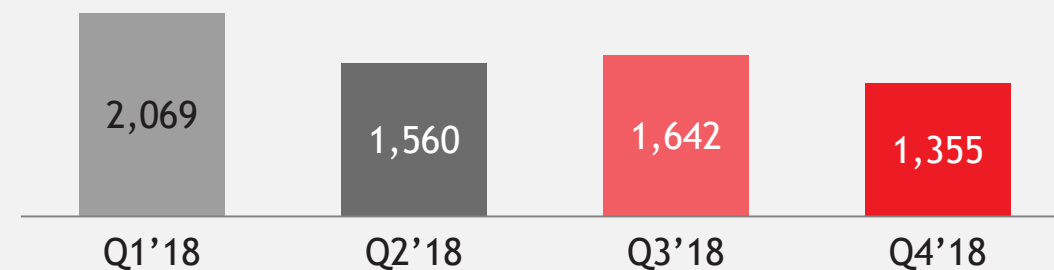
# We had a challenging 2018 but turnaround started in H2

Strong top line recovery Q2'18 onwards. EBITDA decline largely attributed to 4G rollout expansion

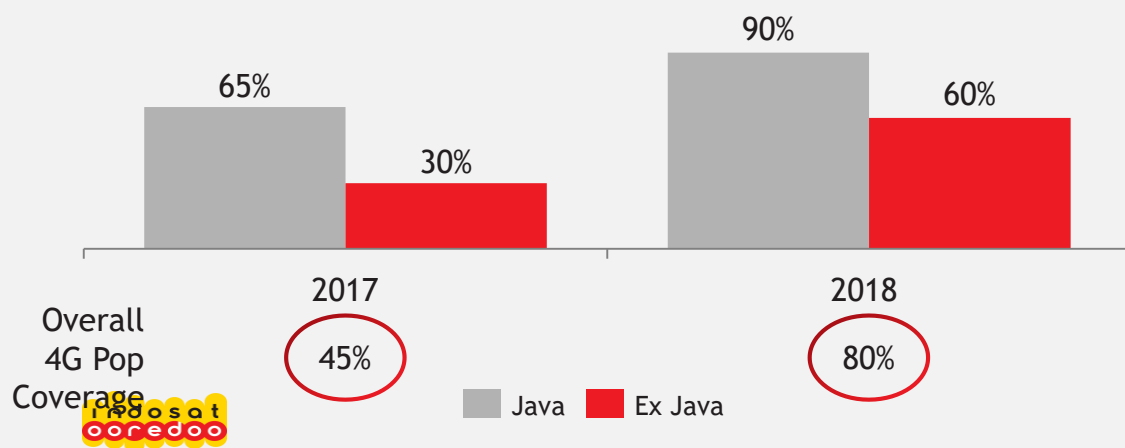
## Operating Revenue ( IDR billion )



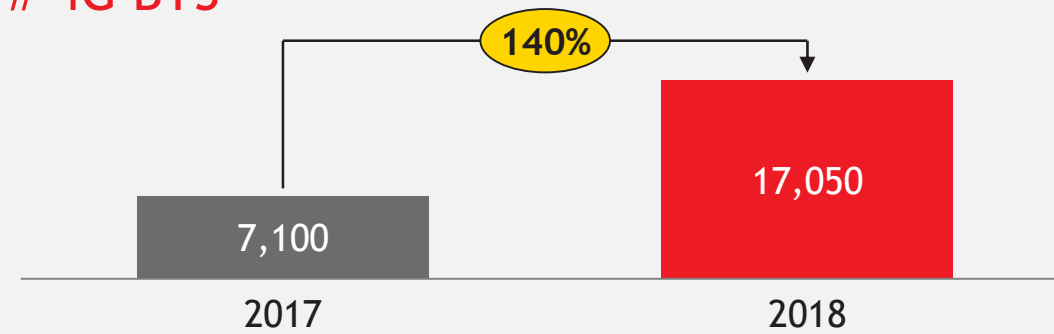
## EBITDA ( IDR billion )



## 4G Population coverage



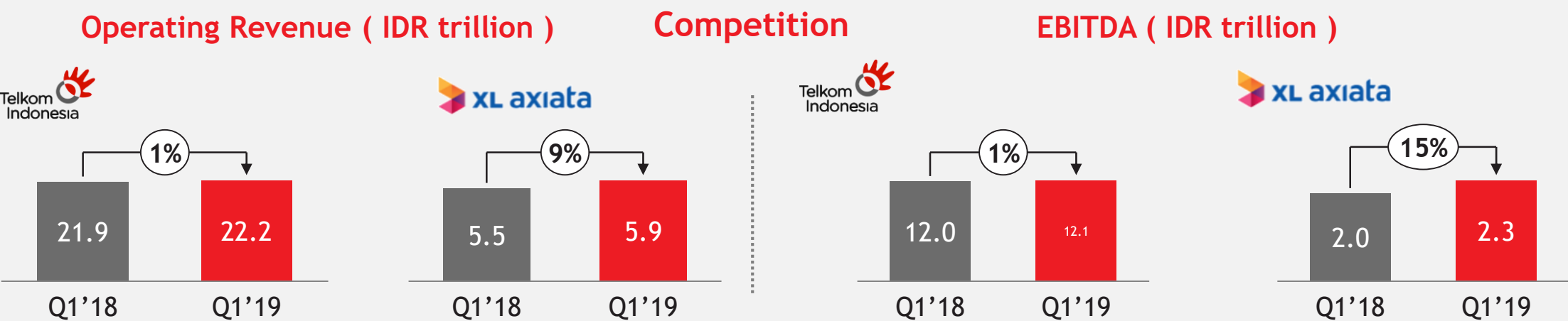
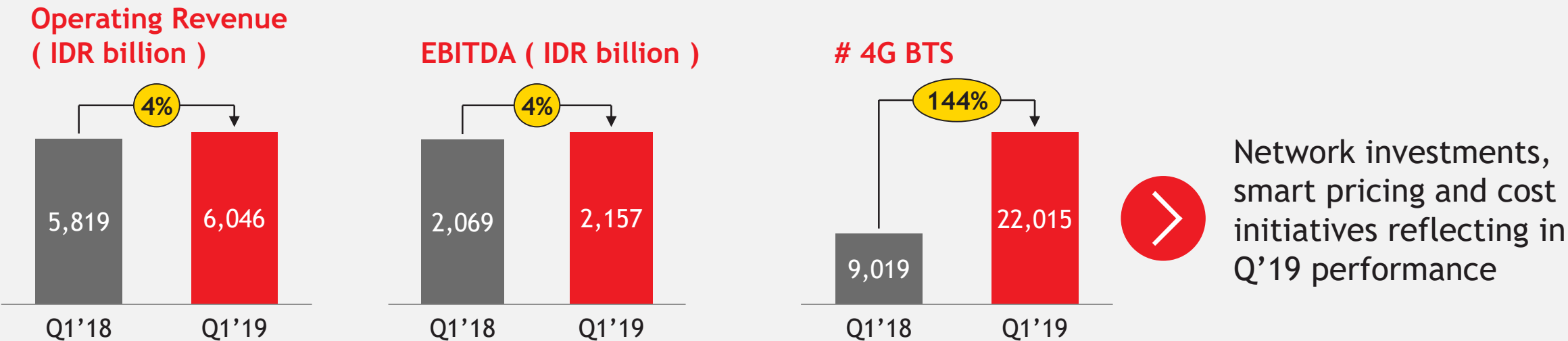
## # 4G BTS



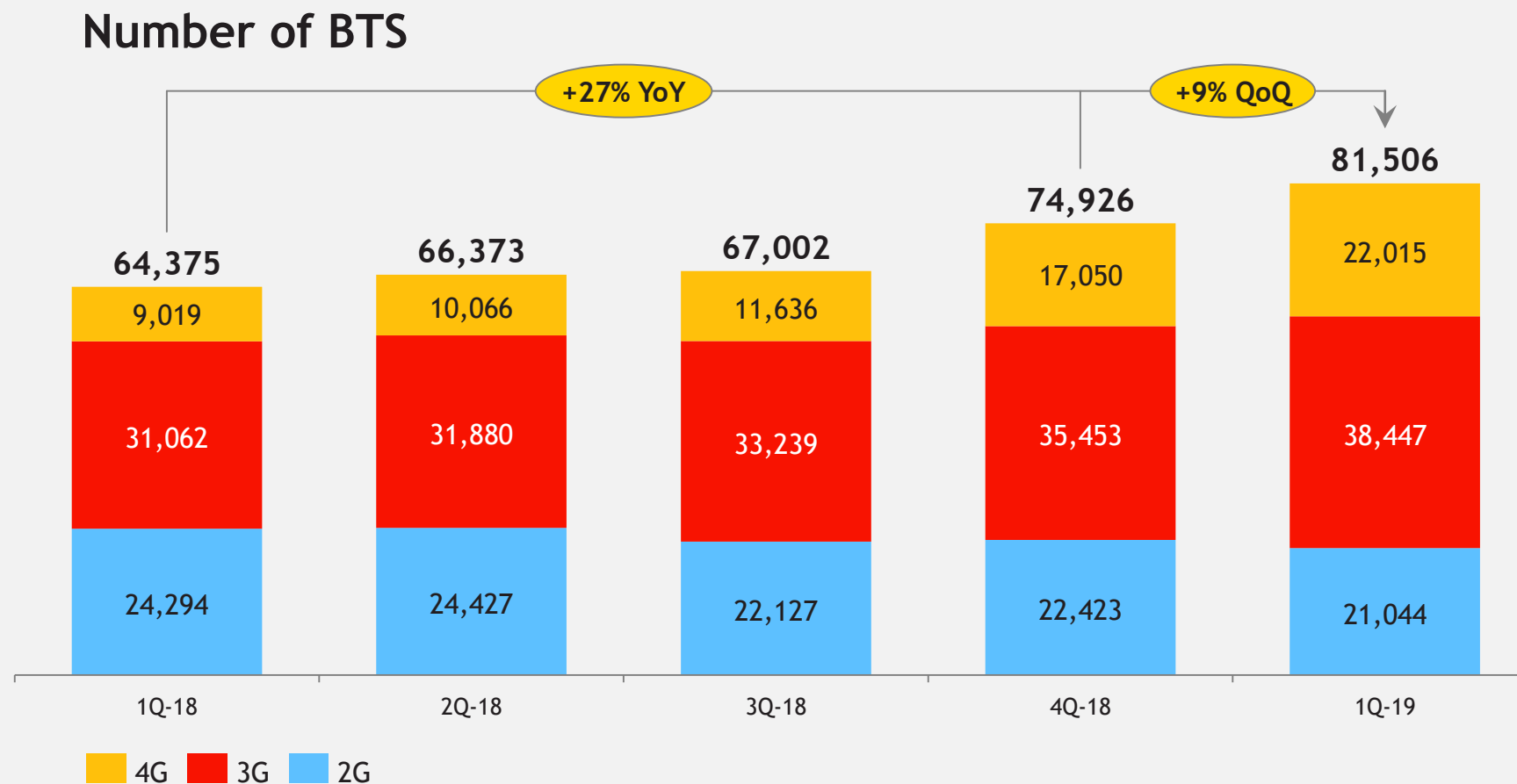
Continued investment in 4G expansion contributing to strong top line growth



# Continued growth momentum in Q1 2019



# We are committed to investing for growth



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

# Our strategy



# 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



Thank you