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CEO

Capital Markets Day 2022
September 26, 2022



Agenda



Indonesia – Digital powerhouse
of Southeast Asia



Indosat's transformation journey



IOH empowering Indonesia

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Indonesia...



Bali
Island of Gods



Jakarta - World's 2nd most
populous urban area



12 of the 24
unicorns in SE Asia

10th biggest GDP by 2030 and 4th largest by 2045

Demography & Economy

~ 273 Mn
Population

5.0%
GDP growth forecast 2022

\$1.05 Tn
Nominal GDP 2021 (Rank 16)

Digital indicators

~ 74%
Internet penetration rate

~ 133%
Mobile connection penetration

~ 40%
Banked population

~ 29%
Digital wallet transaction

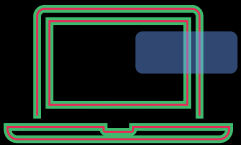
Sovereign Credit Ratings 2021

Baa2
Stable credit rating (Moody's)

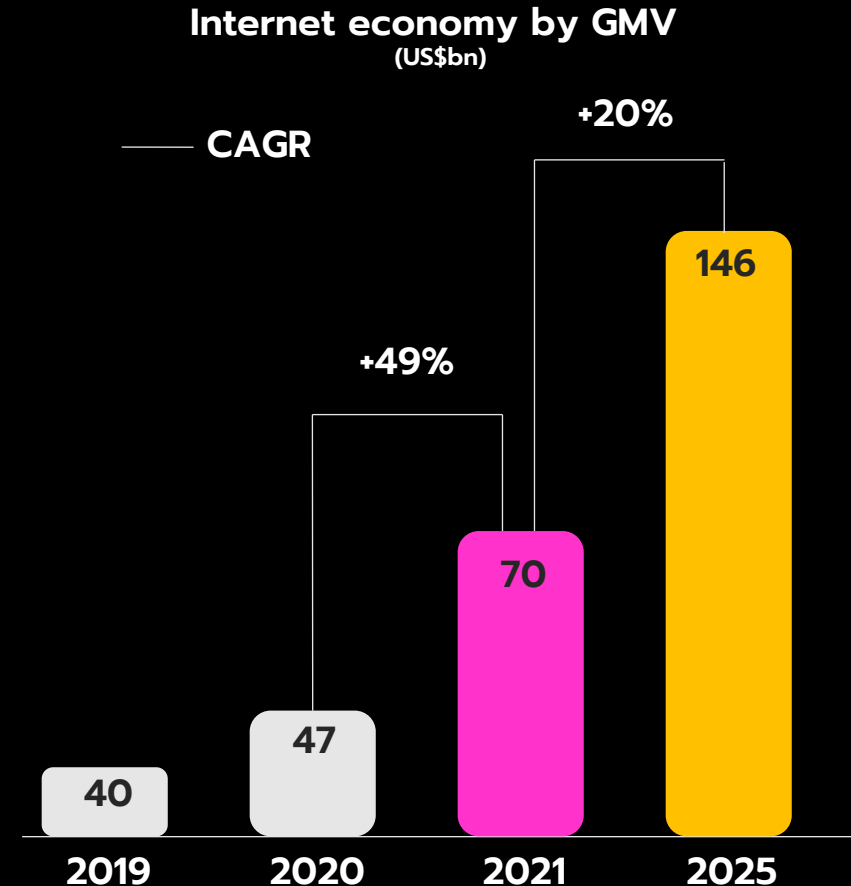
BBB
Stable credit rating (Fitch)

BBB
Stable credit rating (S&P)

Digital economy GMV of \$146 billion by 2025



Internet economy reaches **US\$70 bn**, signifying an optimistic outlook for the populous nation



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CMD Presentation 2019

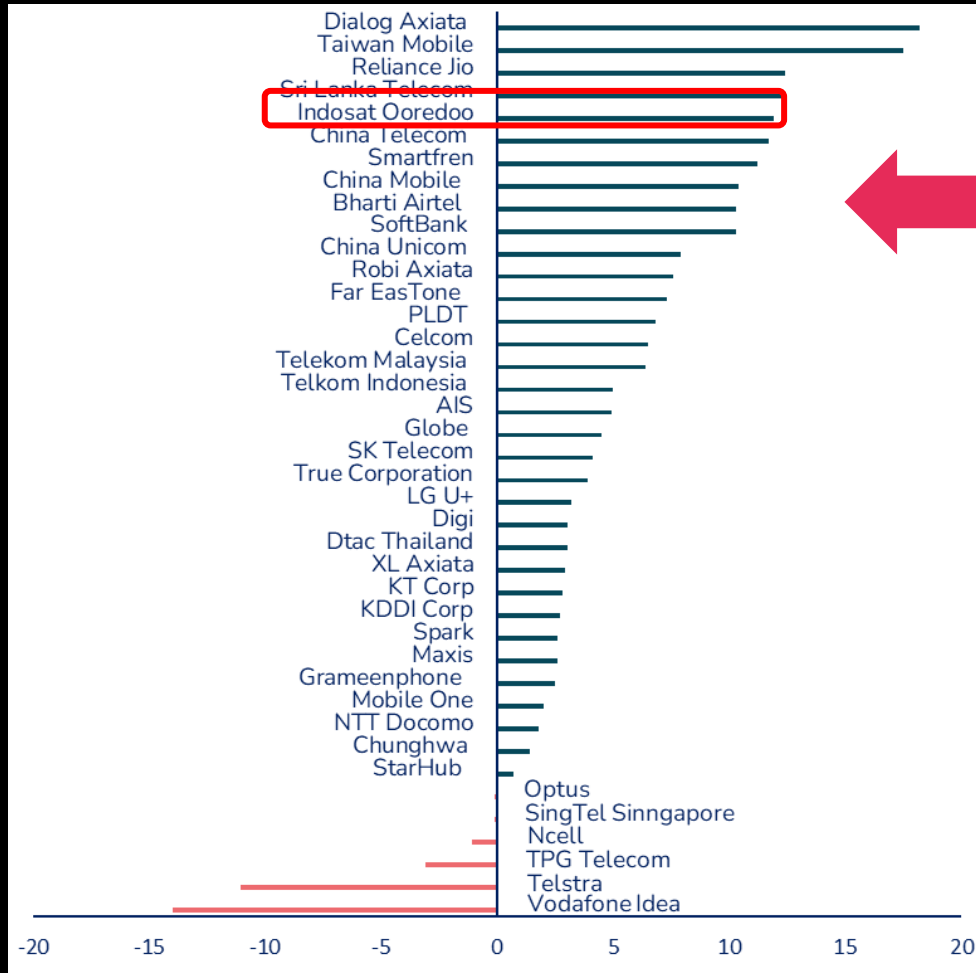
RECAP

2019: focused on execution and delivering on targets



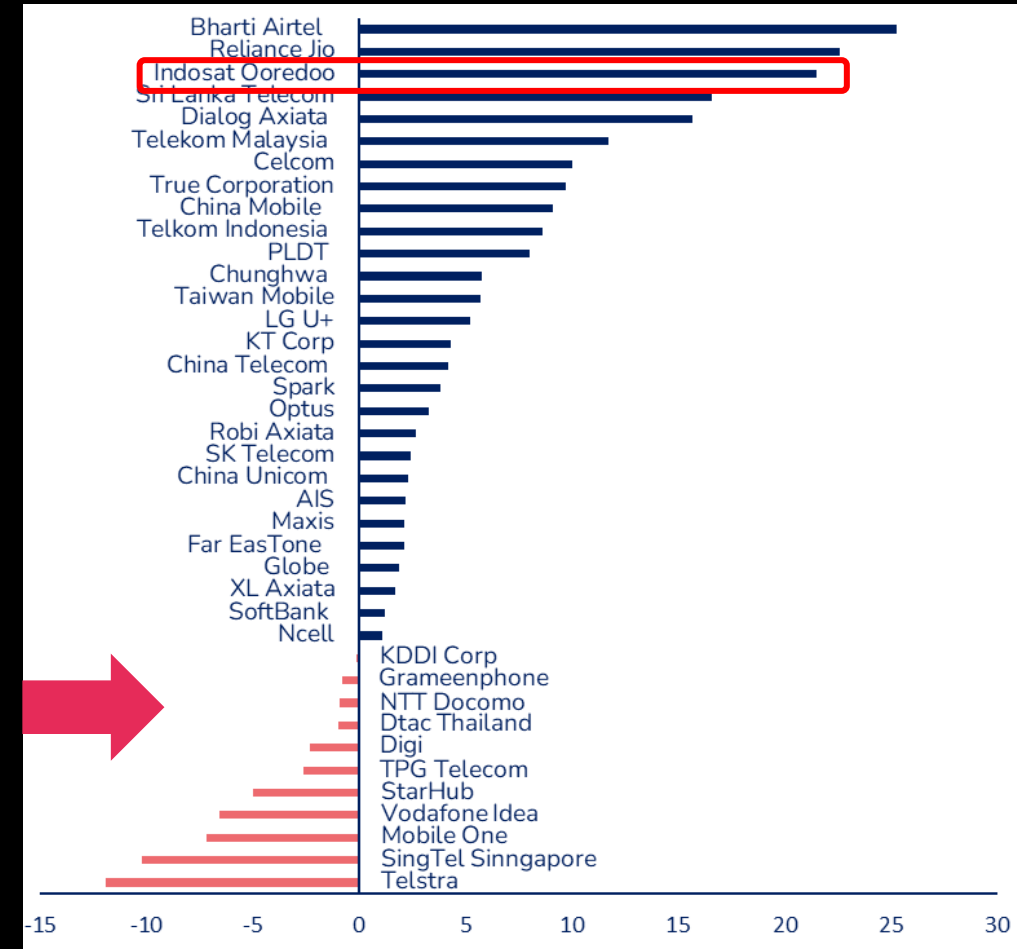
Focused on execution and delivering on targets to “Bring Indosat Glory Back” Kemenangan

Fastest in both revenue & EBITDA margin growth



APAC Telecom %
revenue change

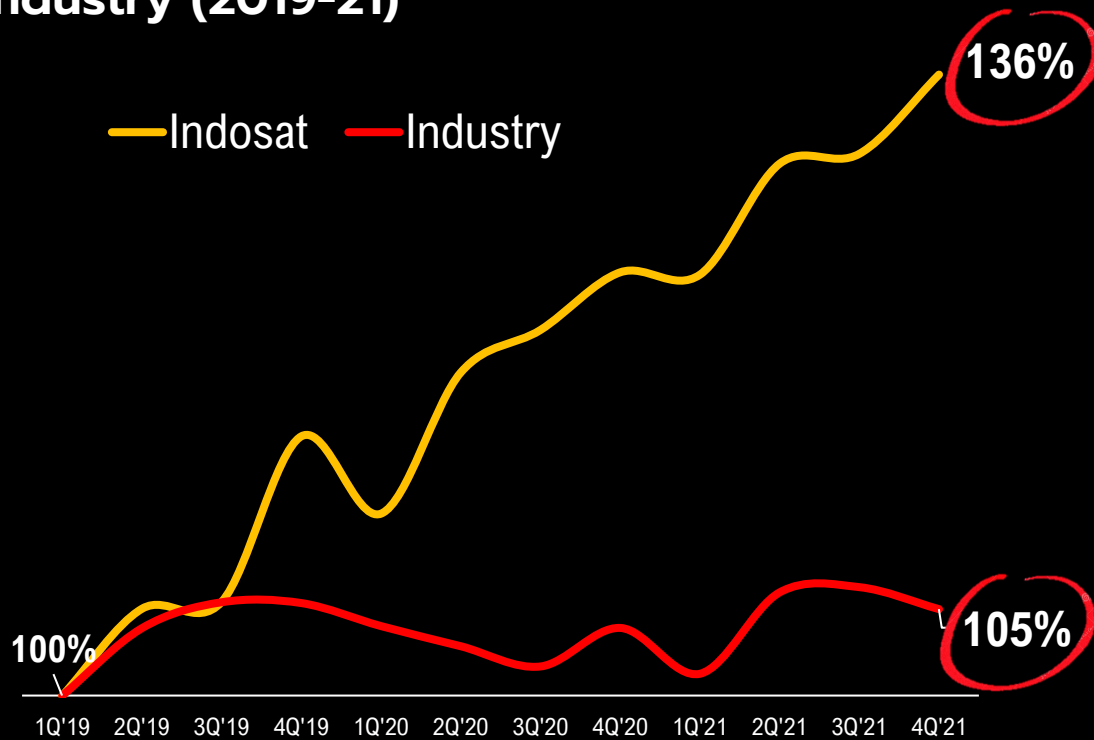
APAC Telecom %
EBITDA change



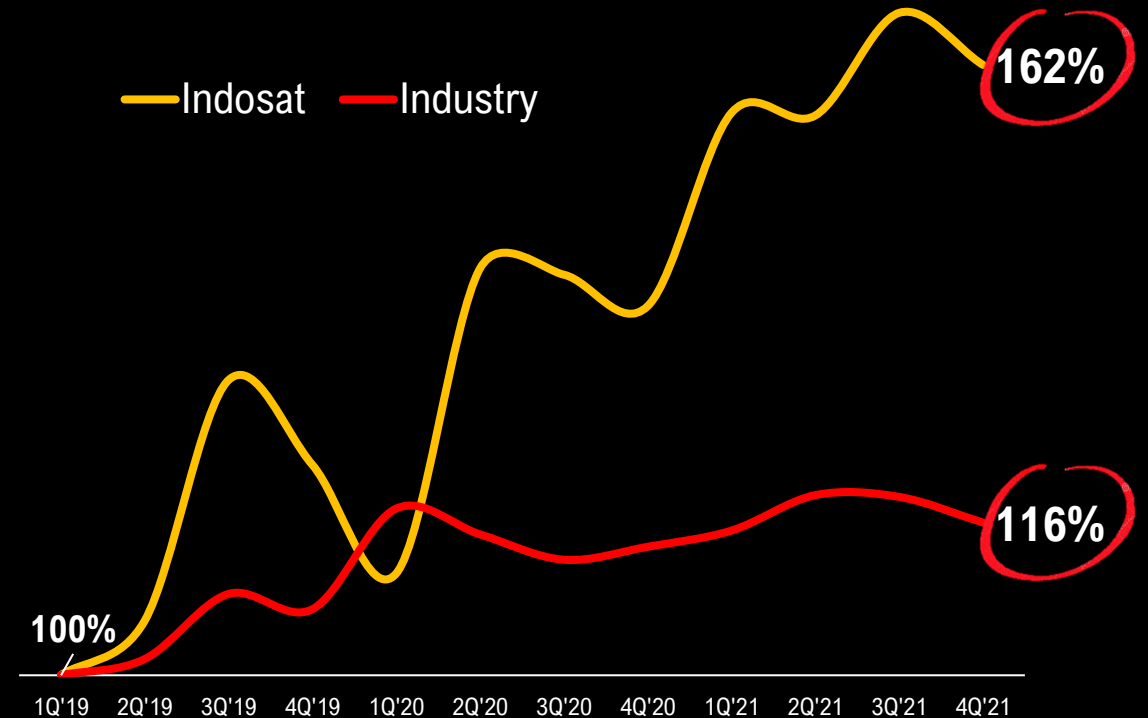
Sustainable revenue growth with profitability

EBITDA growing 2X vs Revenue

Indosat indexed revenue growth is **7x** vs Industry (2019-21)



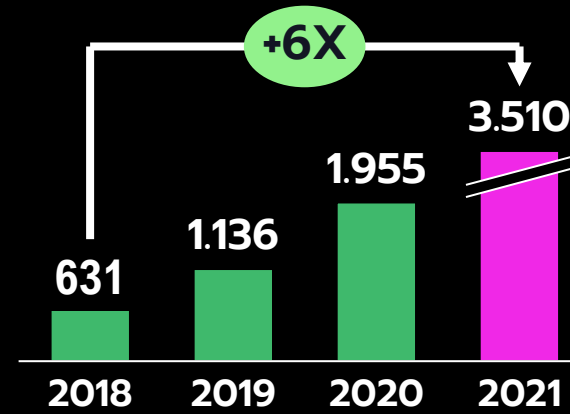
Indosat indexed EBITDA growth is **4x** vs Industry (2019-21)



Delivering shareholder value

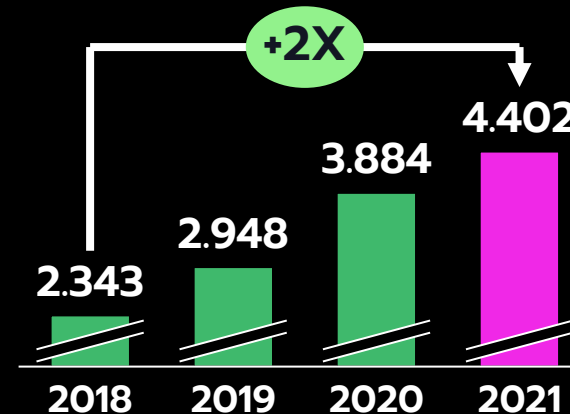
Market capitalization

Indosat market capitalization improved
+4X vs 2018



Enterprise value

Indosat enterprise value improved
+2X vs 2018



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IOH empowering Indonesia

IOH was born on 4th Jan 2022

**Deliver world-class digital experiences,
connecting and empowering
every Indonesian**





~100 Mn
customers

>US\$3.0 Bn
annual revenue

>US\$6.0 Bn
enterprise value

Bigger | Bolder | Better

Enhanced scale

Financial strength

Pre-eminent network

Proven loyal expertise

Strong talent

IOH a leading digital telco in Indonesia

Strong shareholders

Global telecom

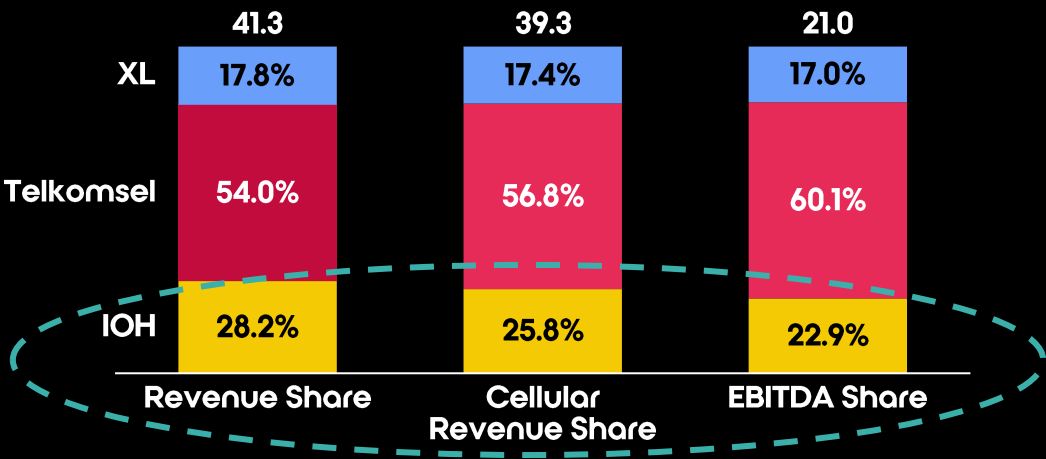


State-owned enterprise

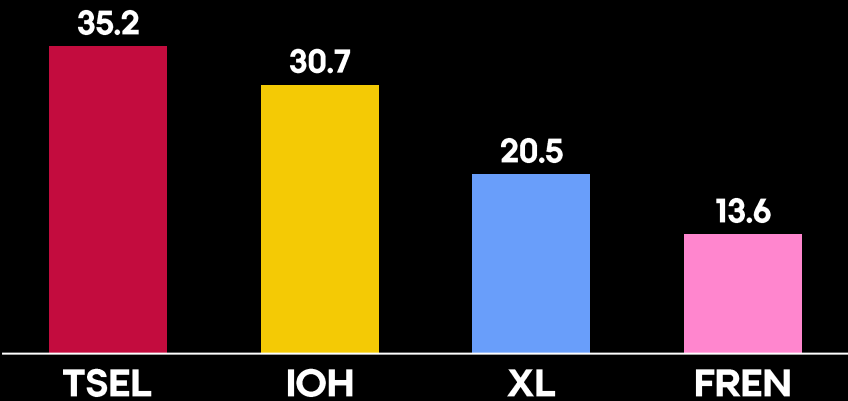


Revenue & EBITDA market share

As of Q2-22, total in IDR Tn



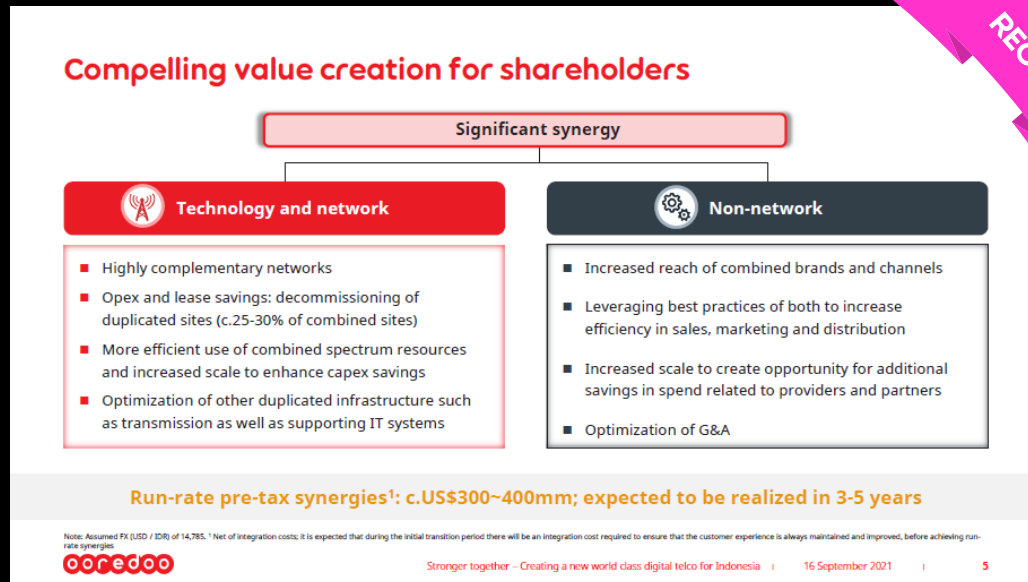
Spectrum market share (%)



Both network integration and synergy realization are ahead of plans

What we spoke about in Sep'21?

Where we are now, after 8 months?



RECAP

Almost 50% sites already integrated (21k sites)

With improving Customer Experience

Target to finish network integration in 12 months

On track to deliver on higher end of \$400 Mn in synergies

Delivered strong Q2 results both financially and operationally



IOH focus will remain to strengthen core business and grow adjacent revenues leveraging strategic partnerships

**Strengthen
CORE
Business**

**Grow
Adjacent
Revenues**

**Leveraging
our
partnerships**

**Building
Customer Trust
(MX)
Marvelous Experience**

Empowering Indonesia



~275 million
Indonesians



62 million
SMEs



5,000
enterprises



Public sector



Thank you