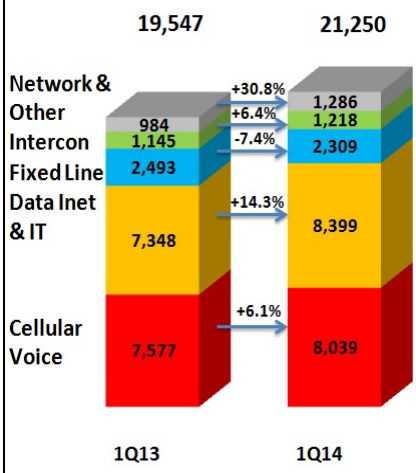
# infomemo

THE FIRST QUARTER 2014 RESULTS (UNAUDITED)

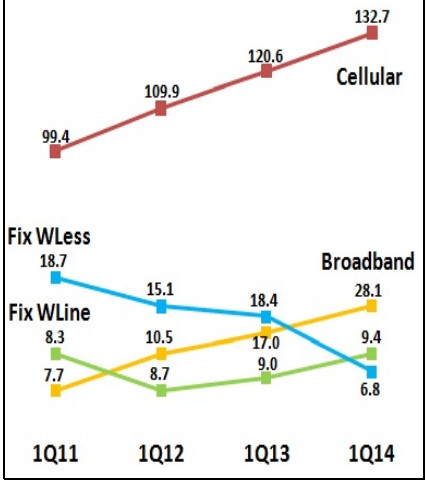
Telkom Indonesia
*the world in your hand*

| TICKERS: | ISSUED SHARES: | SHAREHOLDER COMPOSITION: | CONVERSION RATES (US$ 1.00): |
|---|---|---|---|
| IDX : TLKM | 100,799,996,400 shares | Govt. of Indonesia : 53.1% | March 31, 2014 = Rp11,360.0 |
| NYSE : TLK | | Public : 46.9% | March 31, 2013 = Rp9,717.5 |
| LSE : TKIA | | Excl. Treasury stock : 3,699,142,800 shares. | |

FINANCIAL PERFORMANCE
Revenue
(in Rp. Bn)




OPERATIONAL PERFORMANCE
Subscribers
(million)




# Highlight

- **Consolidated revenue for 1Q14 grew by 8.7% YoY to Rp21.3 trillion and our celullar subsidiary recorded a 9.8% Year on Year (YoY) revenue growth to Rp 15,289 trillion.**
- **Data, Internet & IT Services revenue become the biggest contributor of total group revenue with 39.5% contribution and 14.3% growth YoY.**
- **Broadband users that consist of fixed broadband, Flash and Blackberry, grew by 65.3% YoY, meanwhile cellular subscribers increased by 10.0% YoY to 132.7 million.**
- **Telkomsel kept enhancing its network with more than 1,000 new BTSs per month deployed during 1Q14 where 79.4% of which were 3G Node B.**

## Financial Highlights

| Key Indicators (Rp. Bn) | YoY | | | QoQ | | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth (%) | 1Q14 | 4Q13 | 3Q13 | 2Q13 | Growth (%) |
| Revenues | 21,250 | 19,547 | 8.7 | 21,250 | 21,468 | 21,339 | 20,613 | (1.0) |
| Expenses | 14,270 | 12,797 | 11.5 | 14,270 | 14,924 | 13,883 | 13,517 | (4.4) |
| Operating Profit | 6,980 | 6,750 | 3.4 | 6,980 | 6,544 | 7,456 | 7,096 | 6.7 |
| EBITDA | 10,991 | 10,049 | 9.4 | 10,991 | 9,498 | 11,803 | 10,426 | 15.7 |
| EBITDA Margin (%) | 51.7 | 51.4 | 0.3 | 51.7 | 44.2 | 55.3 | 50.6 | 7.5 |
| Net Income | 3,649 | 3,477 | 4.9 | 3,649 | 3,148 | 3,932 | 3,648 | 15.9 |

## Operational Highlights

| Subscribers (000) | YoY | | | QoQ | | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth (%) | 1Q14 | 4Q13 | 3Q13 | 2Q13 | Growth (%) |
| **Broadband** | | | | | | | | |
| Fixed Broadband/Speedy | 3,120 | 2,652 | 17.6 | 3,120 | 3,013 | 2,894 | 2,781 | 3.6 |
| Mobile Broadband/Flash | 17,315 | 8,767 | 97.5 | 17,315 | 17,271 | 12,665 | 11,113 | 0.3 |
| BlackBerry | 7,631 | 5,557 | 37.3 | 7,631 | 7,556 | 7,021 | 6,332 | 1.0 |
| Total | 28,066 | 16,976 | 65.3 | 28,066 | 27,840 | 22,580 | 20,226 | 0.8 |
| **Cellular** | | | | | | | | |
| Postpaid | 2,525 | 2,219 | 13.8 | 2,525 | 2,489 | 2,412 | 2,326 | 1.4 |
| Prepaid | 130,126 | 118,391 | 9.9 | 130,126 | 129,023 | 125,492 | 122,765 | 0.9 |
| Total | 132,651 | 120,610 | 10.0 | 132,651 | 131,513 | 127,904 | 125,091 | 0.9 |
| **Fixed Line** | | | | | | | | |
| LIS Wireline | 9,442 | 9,044 | 4.4 | 9,442 | 9,351 | 9,245 | 9,151 | 1.0 |
| LIS Wireless | 6,830 | 18,384 | (62.8) | 6,830 | 6,766 | 11,551 | 15,550 | 0.9 |
| **Total** | **16,272** | **27,428** | **(40.7)** | **16,272** | **16,117** | **20,796** | **24,701** | **1.0** |


**Investor Relations**
PT Telekomunikasi Indonesia Tbk
Graha Merah Putih, 5th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 5215109
Fax : 62 21 5220500
Email : investor@telkom.co.id
Website : www.telkom.co.id



**DISCLAIMER**
This document contains financial conditions and result of operation, and may also contain certain projections, plans, strategies, and objectives of the Company, which would be treated as forward looking statements within the meaning of applicable law. Forward looking statements, by their nature, involve risk and uncertainty that could cause actual results and development to differ materially from those expressed or implied in these statements. Telkom Indonesia does not guarantee that any action, which may have been taken in reliance on this document, will bring specific results as expected.

# PT TELEKOMUNIKASI INDONESIA, Tbk.
# THE FIRST QUARTER 2014 (UNAUDITED)

The following analysis and discussion is based on our Indonesian GAAP financial statements for the three months ended March 31, 2013 and 2014. The reports have been submitted to Indonesia Financial Services Authority (OJK).

## FINANCIAL RESULTS

### Revenues

| Key Indicators (Rp.Bn) | YoY | | | QoQ | | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth (%) | 1Q14 | 4Q13 | 3Q13 | 2Q13 | Growth (%) |
| Cellular Voice | 8,039 | 7,578 | 6.1 | 8,039 | 8,473 | 8,267 | 7,820 | (5.1) |
| Fixed Line Voice | 2,309 | 2,494 | (7.4) | 2,309 | 2,306 | 2,382 | 2,519 | 0.1 |
| Data, Internet & IT Service (Incl.SMS) | 8,399 | 7,347 | 14.3 | 8,399 | 8,376 | 8,294 | 7,692 | 0.3 |
| Interconnection | 1,218 | 1,145 | 6.4 | 1,218 | 1,210 | 1,278 | 1,210 | 0.7 |
| Network | 371 | 332 | 11.7 | 371 | 342 | 256 | 323 | 8.5 |
| Other Telco Services | 915 | 651 | 40.6 | 915 | 761 | 862 | 1,049 | 20.2 |
| **Total** | **21,250** | **19,547** | **8.7** | **21,250** | **21,468** | **21,339** | **20,613** | **(1.0)** |

Total revenue for 1Q14 is Rp21.3 trillion, an increase of 8.7% YoY, with Data, Internet & IT Services being the largest contributor replacing Cellular Voice revenue which now being the second largest contributor. Total revenue decreased by 1.0% Quarter on Quarter (QoQ) with the details as follows:

- **Cellular voice revenues** decreased by 5.1% QoQ due to the decrease in traffic, whereas high seasonality in last quarter was because Christmas and New Year holiday. On yearly basis it grew by 6.1% as a result of higher usage due to the increase in number of subcribers.
- **Fixed line voice revenues,** which consist of Fixed Wireline and Fixed Wireless Voice revenues, increased by 0.1% QoQ while for the YoY it decreased by 7.4%.
  - **Fixed wireline revenue** went up by 1.8% QoQ as a result of the increase in our new fixed wireline subscribers; while for the YoY it went down by 6.4% due to the decrease in our subscribers' local usage.
  - **Fixed wireless revenue** went down for both QoQ and YoY, by 13.0% and by 15.3% respectively; both were caused by the decrease in prepaid subscribers' local usage.
- **Data, Internet & IT Services revenues** slightly increased by 0.3% QoQ and also increased by 14.3% YoY as a result of the increase in our corporate internet service and higher usage of cellular data traffic.
- **Interconnection revenues** increased slightly by 0.7% QoQ and went up by 6.4% YoY as a result of an increase in international incoming call to both fixed line and cellular subscribers**.**
- **Network revenues** increased for both QoQ and YoY, 8.5% and 11.7% respectively, the increase were resulted from the increase of our Transponder capacities.
- **Other telecommunication services revenues** increased by 20.2% QoQ and by 40.6% YoY, both of which resulted from the ascending performance of our Corporate Solution business.

## Expenses

| Key Indicators (Rp. Bn) | YoY | | | QoQ | | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth (%) | 1Q14 | 4Q13 | 3Q13 | 2Q13 | Growth (%) |
| Operation, Maintenance & Telecommunication Services | 5,106 | 4,698 | 8.7 | 5,106 | 5,217 | 4,383 | 5,034 | (2.1) |
| Personnel | 2,242 | 2,331 | (3.8) | 2,242 | 2,766 | 2,362 | 2,274 | (18.9) |
| Interconnection | 1,294 | 1,175 | 10.1 | 1,294 | 1,291 | 1,265 | 1,196 | 0.2 |
| Marketing | 697 | 651 | 7.1 | 697 | 939 | 766 | 688 | (25.8) |
| General & Administrative | 920 | 643 | 43.1 | 920 | 1,757 | 760 | 995 | (47.6) |
| Depreciation & Amortization | 3,948 | 3,462 | 14.0 | 3,948 | 4,708 | 4,132 | 3,478 | (16.1) |
| (Gain)/Loss on Forex – net & Others – net | 63 | (163) | 138.7 | 63 | (1,754) | 215 | (148) | 103.6 |
| **Total** | **14,270** | **12,797** | **11.5** | **14,270** | **14,924** | **13,883** | **13,517** | **(4.4)** |

Compared to quarter results, total expenses decreased by 4.4%; while for the yearly basis, it was increased by 11.5% respectively, with the following details:

- **Operation & Maintenance ("O&M") expenses** went down by 2.1% QoQ due to lower business volume as compared to busy 4Q13. Whereas for the YoY the expenses increased by 8.7% which was in line with the accelerated network deployment.

- **Personnel expenses** declined by 18.9% QoQ and by 3.8% YoY. For the QoQ, the decrease occurred because of higher incentive distributed in 4Q13 to the employees. While for the YoY, the decline was due to the decrease in net periodic pension cost.

- **Interconnection expenses** grew slightly by 0.2% QoQ, and also went up by 10.1% YoY, both were due to the increase traffic with other operators.

- **Marketing expenses** went down by 25.8% QoQ mostly due to the lower advertising and promotion activities compared to the last quarter peak traffic; whereas for the YoY, it went up by 7.1% due to the increase in sponsorship and customer loyalty programs.

- **General & Administrative expenses** went down by 47.6% QoQ mostly due to one-off provision for doubtful account on past quarter. However the expenses went up by 43.1% YoY due to the increase in provision for doubtful account as we adjusted accounting treatment on provision for doubtful account starting 4Q13.

- **Depreciation & Amortization expenses** decreased by 16.1% QoQ as we applied accelerated depreciation in the previous quarter for our fixed wireless business portfolio. Whereas the expense increased by 14.0% YoY due to accelerated network deployment in our cellular subsidiary.

## EBITDA, EBITDA Margin, and Net Income

In the first quarter of 2014, EBITDA increased by 9.4% YoY and 15.7% QoQ to Rp11.0 trillion. While EBITDA margin increased for both YoY and QoQ, by 0.3% and 7.5% respectively.

Net Income for 1Q14 increased by 4.9% YoY to Rp3.6 trillion, while it increased by 15.9% QoQ.

The basis to calculate the EBITDA is the expenses without Depreciation and Amortization expenses, Forex Exchange Gain or Loss, and Others-Net.

## Financial Position

| Key Indicators (Rp.Bn) | YoY | | | QoQ | | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth (%) | 1Q14 | 4Q13 | 3Q13 | 2Q13 | Growth (%) |
| Assets | 130,472 | 116,104 | 12.4 | 130,472 | 127,951 | 120,795 | 111,472 | 2.0 |
| Liabilities | 47,945 | 44,137 | 8.6 | 47,945 | 50,527 | 48,055 | 46,723 | (5.1) |
| Non-controlling Interests | 18,418 | 16,935 | 8.8 | 18,418 | 16,882 | 15,385 | 13,783 | 9.1 |
| Equity attributable to owners of the company | 64,109 | 55,032 | 16.5 | 64,109 | 60,542 | 57,355 | 50,966 | 5.9 |

- Increase in assets by 2.0% QoQ due to the increase in short-term deposit.
- Decrease in Liabilities by 5.1% QoQ as the decrease of account payable to third-parties.
- Increase in non-controlling interest of 9.1% QoQ was due to the increase in Telkomsel's Net Income.
- Increase in Equity of 5.9% QoQ was due to the increase in our unappropriated Retained Earnings, resulted from the increase in Net Income

## Cash Flows

| Key Indicators (Rp. Bn) | YoY | | |
|---|---|---|---|
| | 1Q14 | 1Q13 | Growth (%) |
| Cash Flow provided by Operating Activities | 7,751 | 7,685 | 0.9 |
| Cash Flow (used in) received from Investing Activities | (890) | 81 | (1,198.8) |
| Cash Flow used in Financing Activities | (530) | (801) | (33.8) |
| Net Increase in Cash & Cash Equivalent | 6,331 | 6,965 | (9.1) |
| Effect of Foreign Rate Changes | (327) | 29 | (1,227.6) |
| Cash & Cash Equivalents at Beginning of Periods | 14,696 | 13,118 | 12.0 |
| Cash & Cash Equivalents at End of Periods | 20,700 | 20,112 | 2.9 |

- Net cash provided by operating activities slightly increased by 0.9% YoY as the increase in our cash received from customers and decrease of payments to employees, compensated by increase of payments for expenses.
- Net cash used in investing activities increased by 1198.8% YoY due to increase in asset acquisition.
- Net cash used in financing activities decreased by 33.8% YoY as the decrease in repayment of our two-step loans and bank loans.

## Debts

| Currencies (Rp.Bn) | YoY | | | QoQ | | | Portion (%) | | |
|---|---|---|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth (%) | 1Q14 | 4Q13 | Growth (%) | 1Q14 | 4Q13 | 1Q13 |
| IDR/Rupiah | 12,040 | 13,293 | (9.4) | 12,040 | 12,626 | (4.6) | 81.4 | 82.6 | 82.2 |
| USD/US Dollar | 1,811 | 1,927 | (6.0) | 1,811 | 1,682 | 7.7 | 12.2 | 11.0 | 11.9 |
| JPY/Japanese Yen | 940 | 951 | (1.2) | 940 | 979 | (4.0) | 6.4 | 6.4 | 5.9 |
| **Total** | **14,791** | **16,171** | **(8.5)** | **14,791** | **15,287** | **(3.2)** | **100.0** | **100.0** | **100.0** |

Our debts consisted of Short and Long-Term Bank Loans, Two-Step Loans ("TSL"), and Bonds and Notes. During first quarter 2014, we made repayment of Short-Term Bank Loans amounting to Rp302 billion, Long-Term Bank Loans amounting to Rp27 billion, TSL amounting to Rp1,179 billion, and Notes of Rp56 billion. We also made new debts for working capital purposes in the form of Short-Term Bank Loans amounting to Rp347 billion, Long-Term Bank Loans amounting to Rp867 billion, and Notes of Rp21 billion.

### Gearing

| Key Indicators | YoY | | |
|---|---|---|---|
| | 1Q14 | 1Q13 | Growth |
| Net Debt to Equity (%) | (13.4) | (8.9) | (4.5) |
| Debt to Equity (%) | 23.1 | 29.4 | (6.3) |
| Debt to EBITDA (%) | 134.6 | 160.9 | (26.3) |
| Debt Service Ratio (Times) | 2.4 | 1.9 | 0.5 |

### Financial Ratios

| Ratios (%) | YoY | | | QoQ | | | | |
|---|---|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth | 1Q14 | 4Q13 | 3Q13 | 2Q13 | Growth |
| Profit Margin | 32.9 | 34.5 | (1.7) | 32.9 | 30.5 | 34.9 | 34.4 | 2.4 |
| Profit for the year attributable to owners Margin | 17.2 | 17.8 | (0.6) | 17.2 | 14.7 | 18.4 | 17.7 | 2.5 |
| EBITDA Margin | 51.7 | 51.4 | 0.3 | 51.7 | 44.2 | 55.3 | 50.6 | 7.5 |
| Current Ratio | 137.0 | 133.9 | 3.1 | 137.0 | 116.3 | 118.3 | 95.4 | 20.7 |
| Return on Assets | 2.8 | 3.0 | (0.2) | 2.8 | 2.5 | 3.3 | 3.3 | 0.3 |
| Return on Equity | 5.7 | 6.3 | (0.6) | 5.7 | 5.2 | 6.9 | 7.2 | 0.5 |
| Total Liabilities to Equity | 74.8 | 80.2 | (5.4) | 74.8 | 83.5 | 83.8 | 91.7 | (8.7) |

## Telkomsel Financial Result

Telkomsel continued to strengthen its **digital business** with strong revenue growth from this segment that in line with the increased in data users and data traffic which supported our robust performance in 1Q14. Total revenue grew by 9.8% YoY, driven by strong growth in digital business (31.3%YoY) with broadband grew by 32.3% YoY and digital services grew by 23.0% YoY. Digital business contribution to total revenue increased to 22.0% from 18.4% last year. We continued our growth in legacy business (4.9% YoY) with Voice grew by 6.8% YoY and SMS grew by 0.1% YoY. Despite higher contribution from digital business, we maintained our margins at healthy level with EBITDA and Net Income margins stood at 55.4% and 28.7% respectively.

## Income Statement

| Statement of Income (Rp. Bn) | YoY | | | QoQ | | |
|---|---|---|---|---|---|---|
| | 1Q14 | 1Q13 | Growth % | 1Q14 | 4Q13 | Growth % |
| Revenues | 15,289 | 13,928 | 9.8 | 15,289 | 16,037 | (4.7) |
| Expenses (incl. Depreciation) | 9,571 | 8,279 | 15.6 | 9,571 | 10,361 | (7.6) |
| EBITDA | 8,466 | 7,884 | 7.4 | 8,466 | 8,474 | (0.1) |
| EBITDA Margin (%) | 55.4 | 56.6 | (1.2) | 55.4 | 52.8 | 2.5 |
| Net Income | 4,388 | 4,294 | 2.2 | 4,388 | 4,238 | 3.6 |
| Net Income Margin (%) | 28.7 | 30.8 | (2.1) | 28.7 | 26.4 | 2.3 |

Telkomsel recorded **operating revenues** of Rp15,289 billion in 1Q14, an increase of 9.8% YoY. On quarterly basis, operating revenue declined by 4.7% better than the QoQ decline of 5.1% in 1Q13.

- *Prepaid revenue* increased by 10.1% YoY to Rp12,744 billion (-3.4% QoQ) driven by 9.9% YoY growth in prepaid subscriber base coupled with higher data broadband usage which resulted in increased ARPU.

- *Postpaid revenue* increased by 9.4% YoY to Rp1,199 billion (-3.9% QoQ) driven by 13.8% YoY growth of postpaid subscriber base and combined with higher data broadband usage.

- *Interconnection and international roaming revenues* increased by 3.2% YoY to Rp1,153 billion mainly due to the increase in traffic of interconnection and international roaming. On quarterly basis however, it declined by -7.2% QoQ mainly due to higher traffic in the previous quarter which was caused by festive season (Christmas and New Year).

For 1Q14, total **expenses** including depreciation and amortization increased by 15.6% YoY and -7.6% QoQ.

- *Operation & maintenance expenses* increased by 16.1% YoY (-8.9% QoQ) to Rp3,546 billion, in-line with the Company's accelerated network deployment, resulted in higher repair & maintenance as well as transmission costs in order to have additional capacity.

- *Depreciation and amortization expenses* increased by 24.8% YoY (0.9% QoQ) to Rp2,859 billion, mainly due to significant increase in assets as a result of accelerated network deployment, and partly due to changes in accounting treatment for tower rent from operating lease to finance lease.

- *Cost of Services* on yearly basis increased by 18.2% to Rp1,044 billion mainly due to the increase in access fee for Blackberry, in-line with the increasing number of Blackberry subscribers from 5.5 million in 1Q13 to 7.6 million in 1Q14 (37.3% YoY). On quarterly basis however, cost of services decreased by 5.8% partly due to lower SIM-card distribution given high SIM-card penetration of more than 120%.

- *Interconnection charges* increased by 3.2% YoY to Rp810 billion, due to an increase in outgoing international traffic. On quarterly basis, it decreased by 3.6% which was attributable to higher traffic in the previous quarter due to festive season (Christmas and New Year Eves).

- *Personnel expenses* increased by 6.7% YoY (-2.3% QoQ) to Rp617 billion, due to salary adjustment as well as additional employees during the year.

- *General & administration expenses* increased by 14.2% YoY to Rp278 billion mainly due to higher office rental costs to support area empowerment. On quarterly basis, it decreased by 19.6% mainly due to lower volume of travel and transportation.

- *Marketing expenses* increased by 5.5% YoY to Rp530 billion due to the increase in sponsorship activities and customer loyalty programs. On quarterly basis however, it decreased by 28.8% mainly due to lower promotion activities as compared to the busy previous quarter.

In 1Q14 **EBITDA** grew by 7.4% YoY (-0.1% QoQ) to Rp 8,466 billion. EBITDA margin slightly decreased by 1.2ppt to 55.4% which was attributable to higher operating expense in-line with additional infrastructure, customer base and data enabled users.

**Net income** for 1Q14 grew by 2.2% YoY (3.6% QoQ) to Rp 4,388 billion. Net income margin recorded at 28.7%, a decrease of 2.1 ppt on YoY basis, but an increase of 2.3 ppt on QoQ basis.

## Financial Position

| Statements of Financial Position | 1Q14 | 1Q13 | Growth % |
|---|---|---|---|
| Current Assets (Rp Bn) | 19,375 | 17,458 | 11.0 |
| Non-Current Assets (Rp Bn) | 56,543 | 49,836 | 13.5 |
| **Total Assets (Rp Bn)** | **75,918** | **67,294** | **12.8** |
| Current Liabilities (Rp Bn) | 15,040 | 13,647 | 10.2 |
| Non-Current Liabilities (Rp Bn) | 8,668 | 5,520 | 57.0 |
| Equity (Rp Bn) | 52,210 | 48,126 | 8.5 |
| **Total Liabilities & Stockholders Equity (Rp Bn)** | **75,918** | **67,294** | **12.8** |

Total Assets increased by 12.8% YoY to Rp 75,918 billion. Total liabilities increased by 23.7% to Rp 23,709 billion and total equity increased by 8.5% to Rp 52,210 billion.

- *Current assets* increased by 11.0% to Rp 19,375 billion, mainly due to the increase in short term investment in the form of time deposits.

- *Fixed assets* increased by 14.6% to Rp 53,381 billion mainly due to increase in infrastructure assets (BTS) and leased asset growth.

- *Current liabilities* increased by 10.2% to Rp 15,040 billion mainly due to higher accrued liabilities in relation with infrastructure construction activities.

- *Non-current liabilities* increased 57.0% to Rp 8,668 billion mainly due to increase in obligation under finance lease to Rp4,902 billion.

### Cash Flow

Net cash generated from operations in 1Q14 decreased by 11.5% to Rp 6,551 billion. Cash flow for investment activities increased 27.9% YoY to Rp1,658 billion. In 1Q14 the payment for infrastructure investment amounting to Rp 2,607 billion, grew by 10.2% compared to last year of Rp 2,365 billion. Net cash used in financing activities increased 28.5% YoY to Rp876 billion due to payments of obligation under finance lease.

**STATEMENT OF CASH FLOWS**
**AS OF MARCH 31, 2013 AND 2014**
(In Billions of Rupiah)

| | 1Q14 | 1Q13 |
|---|---|---|
| Cash Flow from Operating Activities | 6,551 | 7,404 |
| Cash Flow from Investing Activities | 1,658 | 1,296 |
| Cash Flow from Financing Activities | (876) | (682) |
| Net Increase in Cash & Cash Equivalents | 7,333 | 8,019 |
| Effect of Foreign Exchange Rate Changes | (134) | 8 |
| Cash and Cash Equivalents at Beginning of Periods | 5,555 | 4,787 |
| Cash and Cash Equivalents at End of Periods | 12,754 | 12,813 |

### Loan/ Debt

Telkomsel has to observe certain agreed financial covenants related to its loans/debts. As of March 31, 2014 these covenants were as follows:

| | Covenant t/b maintained | Required | Actual |
|---|---|---|---|
| Bank Loans | EBITDA to Debt Service | ≥ 1.25 | 15.15 |
| | Debt to Tangible Net Worth | ≤ 2.00 | 0.03 |

## OPERATIONAL RESULTS

### Broadband Services

#### Customer Base

- **Fixed Broadband**
  Consist of 3.1 million users, grew by 17.6% YoY and 3.6% QoQ.

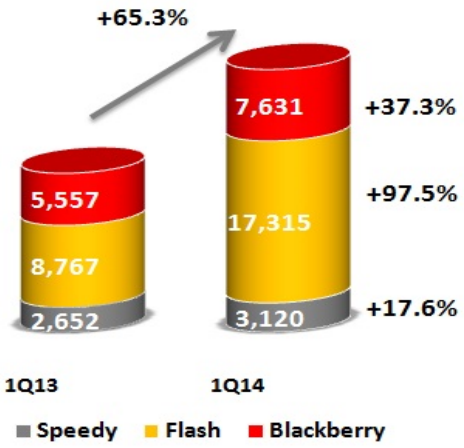
- **Mobile Data & Broadband**
  Consist of 17.3 million Flash users, grew by 97.5% YoY; 7.6 million Telkomsel's BlackBerry customers, grew by 37.3% YoY. The total number of data users, including of pay-as-you-use, reached 63.0 million, grew by 12.5% YoY.

## ARPU, Traffic Production & Revenue

- **Fixed Broadband**
  ARPU on 1Q14 was Rp129 thousand, decreased by 2.3% QoQ and 11.6% YoY as an impact of the decreased in Speedy Instant (SPIN) users. While on the other hand, Speedy revenue grew by 7.8% YoY to Rp1,184 billion.

- **Mobile Data & Broadband**
  Data traffic/payload continued to show a significant growth in 1Q14 and reached 42,713 terabytes, or grew by 142.5% YoY (28.2% QoQ). Revenue from mobile data/broadband grew by 32.3% YoY (3.8% QoQ) to Rp 3,052 billion and Digital service contributed by VAS & Content, Mobile Advertising, Mobile Payment and Application grew by 23.0% YoY (-4.0% QoQ) to Rp313 billion.

**Broadband Subscriber ('000)**




## Cellular Services

### Customer Base

At the end of March 2014, Telkomsel served 132.7 million subscribers, grew by 10.0% YoY (0.9% QoQ), meanwhile data enabled users is 63.0 million or grew by 26.3% YoY (4.1% QoQ). Smartphone (3G Device Capable) users were recorded at 28.2 million or around 21% of total subscribers, grew by 56.0% YoY (19.0% QoQ).

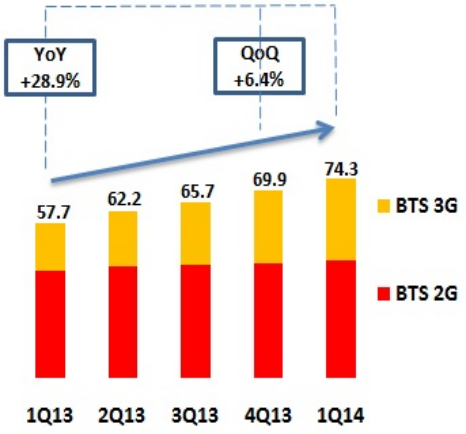
### Traffic Production & ARPU

Voice traffic minute of usage (MoU) slightly increased by 1.6% YoY (-4.3% QoQ) to 46.7 billion minutes. Voice services revenue grew by 6.8% YoY (-4.5% QoQ) to Rp7,710 billion.

SMS traffic for 1Q14 increased by 9.7% YoY (-0.1% QoQ) to 68.3 billion units. SMS services revenue grew by 0.1% YoY (-6.2% QoQ) to Rp3,045 billion.

Blended ARPU for 1Q14 slightly increased to Rp37k, or grew by 2.7% YoY (-5.3% QoQ), which was attributable to higher data usage.

**Cellular BTS ('000)**



*The following table presents a comparison of our cellular business performance:*

| Key Indicators | Unit | YoY | | | QoQ | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | | 1Q14 | 1Q13 | Growth (%) | 1Q14 | 4Q13 | 3Q13 | 2Q13 | Growth (%) |
| **CUSTOMER BASE** | | | | | | | | | |
| **Total Customer** | | | | | | | | | |
| Postpaid (kartuHALO) | Subs (000) | 2,525 | 2,219 | 13.8 | 2,525 | 2,489 | 2,412 | 2,326 | 1.4 |
| Prepaid (simPATI + Kartu As) | Subs (000) | 130,126 | 118,391 | 9.9 | 130,126 | 129,023 | 125,492 | 122,765 | 0.9 |
| Total | Subs (000) | 132,651 | 120,611 | 10.0 | 132,651 | 131,513 | 127,904 | 125,091 | 0.9 |
| **Net Add** | | | | | | | | | |
| Postpaid (kartuHALO) | Subs (000) | 36 | 70 | (49.4) | 36 | 77 | 86 | 107 | (53.8) |
| Prepaid (simPATI + Kartu As) | Subs (000) | 1,103 | (4,606) | 123.9 | 1,103 | 3,531 | 2,727 | 4,374 | (68.8) |
| Total | Subs (000) | 1,138 | (4,536) | 125.1 | 1,138 | 3,609 | 2,813 | 4,481 | (68.5) |
| **TRAFFIC** | | | | | | | | | |
| MoU (Total) | Bn Minutes | 47 | 46 | 1.7 | 47 | 49 | 48 | 49 | - |
| MoU (Chargable) | Bn Minutes | 37 | 33 | 12.2 | 37 | 37 | 35 | 35 | (0.0) |
| SMS (Total) | Bn Units | 68 | 62 | 9.7 | 68 | 68 | 64 | 65 | (0.1) |
| SMS (Chargable) | Bn Units | 38 | 29 | 32.7 | 38 | 41 | 37 | 39 | (6.7) |
| **ARPU** | | | | | | | | | |
| Postpaid (kartuHALO) | Rp.'000/month | 171 | 187 | (8.4) | 171 | 182 | 183 | 185 | (6.0) |
| Prepaid (simPATI + Kartu As) | Rp.'000/month | 34 | 33 | 3.3 | 34 | 36 | 36 | 34 | (5.2) |
| Blended | Rp.'000/month | 37 | 36 | 2.7 | 37 | 39 | 39 | 37 | (5.3) |
| **NETWORK DATA** | | | | | | | | | |
| BTS | Unit | 74,326 | 57,664 | 28.9 | 74,326 | 69,864 | 65,653 | 62,225 | 6.4 |
| **DATA/BROADBAND** | | | . | | | | | | |
| Data Enable Users | Subs (000) | 62,996 | 49,884 | 26.3 | 62,996 | 60,531 | 55,328 | 51,766 | 4.1 |
| 3G Device Capable | Unit (000) | 28,170 | 18,056 | 56.0 | 28,170 | 23,662 | 20,041 | 19,902 | 19.0 |
| Data Payload | TB | 42,713 | 17,614 | 142.5 | 42,713 | 33,327 | 25,483 | 20,259 | 28.2 |
| **EMPLOYEE DATA** | | | . | | | | | | |
| Total employees | Person | 4,697 | 4,603 | 2.0 | 4,697 | 4,711 | 4,673 | 4,671 | (0.3) |
| Efficiency ratio | '000 subs/employee | 28 | 26 | 7.8 | 28 | 28 | 27 | 27 | 1.2 |

## Network Development

In an effort to grow our digital business, we continued to accelerate our network development with main focus on 3G BTS deployment. During 1Q14, Telkomsel built 4,462 new BTSs, an increase of 32.5% YoY (6.0% QoQ), around 80% of which were 3G BTSs. As of March 2014, the network roll out has brought a total of 74,326 units of BTS on air, or grew by 28.9% YoY (6.4% QoQ), 30,575 units of which were 3G BTS (increased by 72.2% YoY and 13.1% QoQ).

## Fixed Line Services

### Customer Base

- **Fixed Wireline**
  There are 9.4 million subscribers, a 4.4% increase from first quarter last year.
- **Fixed Wireless**
  Consist of 6.8 million subscribers recorded at the end of 1Q14, decrease both YoY and QoQ respectively by 62.8% and 0.9%

### ARPU

- **Fixed Wireline**
  1Q14 ARPU was at Rp70 thousand, a decrease of 11.9% YoY.
- **Fixed Wireless**
  1Q14 ARPU was at Rp15 thousand, a 128.4% increase YoY.

### New Products & Programs

- *Bintang Asik* was launched as a music talent program for all Telkomsel customers that accessible by dialling 91945. Audition and singing done through handset at Rp 2,000/call and receive supported voting through SMS at Rp 1,100/SMS, variety of prizes are available for the winners, among others are car, cash, and opportunity to have the singing record registered in Telkomsel Ring Back Tone.

- To give more flexibility and encourage high value customers from prepaid to postpaid segment, *Halo Fit Hybrid* was launched. With only Rp 50,000/month, customers can have bonuses on voice, SMS, data and also an option to move to prepaid mode when their postpaid mode has reached its bill limitation.

- Due to popularity of chatting and sharing applications in social media, *simPATI Social Max* package was introduced. It comes not only with daily, weekly and monthly data package but also with free access to five social media applications (BBM, LINE, Path, WhatsApp and waze) without using quota on bonus data.

- In order to give more freedom on voice, SMS, data and video access package, *Kartu As Buat Loh (KasBuLoh)* was launched for all Kartu As subscribers in all over Indonesia. By having recharge at minimum Rp 10,000, customers can pick variety of KasBuLoh package that consist of bonus on voice, SMS, data and video access.

- To introduce new brand of youth product that related to smart youth engagement in music theme, *LOOP* released variety packages consist of LangitMusik Premium (Rp 10K for music downloading and streaming for 30 days), SMAUMU (Rp 55K for OnLoop Holic package – 12 GB for 30 days and LangitMusik – downloading & streaming for 1 million songs) and SMAUBB (Rp 35K for BBM, data, social media, voice, SMS and LangitMusik service). In addition, variety packages of *DIGI lifestyle* also launched consist of NSP (Personalized Ring Back Tone), KPOP Seru (all about KPOP artists), Facebook package, Opera Mini package, games, SMS Sticker, Qbaca & Indobooks (digital book, magazine, newspaper) and Video 500 (video clip).

- To encourage mass adoption of 3G device, we intensively collaborate with device principle and distributor to introduce 3G phone with global and local brands priced at below $60, such as Samsung, TiPhone (cooperating with Foxconn as the ODM – Original Design Manufacturer), Phicom and IMO. As for high end segment, smartphone bundling package of iPhone 5S & 5C and Samsung Galaxy S5 have also been introduced into postpaid (kartuHalo) and prepaid (*simPATI*) with bonuses on voice, SMS and data.

- Machine to Machine (M2M) business development as one of future revenue drivers, Telkomsel is in process to develop its digital services through M2M platform with supported applications and devices. M2M services to be prepared consist of *Driving Analytics Services* (fuel consumption monitoring, mobile tracking, vehicle maintenance, etc) and *Smart Home Services* (home surveillance, telemetering for water consumption, prepaid electricity, etc).

## ADDITIONAL INFORMATION

### Capital Expenditure

For the first quarter of 2014, Capex of Telkom, Telkomsel and other subsidiaries were amounting to Rp0.9 trillion, Rp2.5 trillion and Rp0.7 trillion respectively. Telkom's Capex was mainly utilized for deploying access and backbone infrastructure to support the broadband services, Telkomsel's Capex was utilized for radio access network (68% from total Capex), while other Subsidiaries' Capex was utilized among others for erecting towers and developing infrastructures.

## Recent Development

- PT Telekomunikasi Indonesia International (Telin) together with twelve Asia Telecommunication companies and two European companies, that are members of South East Asia – Middle East – Western Europe 5 (SEA-ME-WE5) consortium signed a contract for the development of International Sea Cable System that connecting South East Asia and Europe.

- On January 16, 2014 the Company established a wholly owned subsidiary under the name PT Infrastruktur Telekomunikasi Indonesia ("Telkom Infratel"). Telkom Infratel is engaged in providing construction service and trade in the field of telecommunication.

## Awards & Recognition

During 1Q14, we have been awarded by several institutions for our achievements, among others:

- TELKOM was awarded "*Best Secondary Deal of The Year in South East Asia"* by Alpha Southeast Asia magazine in the 7th Annual Best Deal & Solution Awards event in Malaysia. The award was given to the company for its successfulness in releasing 211 million of treasury stocks with value no less than Rp2.4 Trillions.

- *The Most Innovative Companies* and *Most Inspirational CEO* awarded by Men Obsession magazine. These awards given to companies and public figures that inspiring public.

- Alex J. Sinaga awarded as CEO of the Year from Selular Magazine in *Selular Award* event.

- Telkomsel was awarded as Indonesia Best Customer Experience in Telecommunications - Services and Customer Support Channels from Frost and Sullivan in the event of *Best Practices in Customer Experience Awards 2014*.

- Excellent Performance in Delivering Positive Customer Experience, in the Telecommunication Industry Category; was awarded to Telkomsel by Bisnis Indonesia Newspaper and Care-Center for Customer Satisfaction & Loyalty (CCSL), based on Mystery Shopping Research ESEI 2014. The award was given at the event of *Excellent Service Experience Award (ESEA) 2014*.

- Frontier Consulting Group and Marketing Magazine awarded *Top Brand Award* for Telkomsel in Internet Service Provider Category, kartuHalo in Postpaid Cellular SIM Card, *simPATI* in Prepaid Cellular SIM Card, and Telkomsel Flash in Mobile Internet Service Provider.

- *Selular Award* from Selular Magazine was given to Telkomsel as Best GSM Operator, Operator of the Year, and Best Digital Services; also given to kartuHalo as Best Postpaid Card.

**Table 1**
**PERUSAHAAN PERSEROAN (PERSERO)**
**PT. TELEKOMUNIKASI INDONESIA Tbk AND ITS SUBSIDIARIES**
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**
**AS OF MARCH 31, 2014 (UNAUDITED) WITH COMPARATIVE FIGURES AS OF DECEMBER 31, 2013 (AUDITED)**
**(Figures in tables are presented in billions of Rupiah, unless otherwise stated)**

| | 2014 | 2013 | Growth (%) |
|---|---|---|---|
| **ASSETS** | | | |
| **CURRENT ASSETS** | | | |
| Cash and cash equivalents | 20,700 | 14,696 | 40.9 |
| Other current financial assets | 2,655 | 6,872 | (61.4) |
| Trade receivables – net of provision for impairment of receivables | | | |
| Related parties | 953 | 900 | 5.9 |
| Third parties | 5,590 | 5,126 | 9.1 |
| Other receivables – net of provision for impairment of receivables | 251 | 395 | (36.5) |
| Inventories – net of provision for impairment obsolescence | 755 | 509 | 48.3 |
| Advances and prepaid expenses | 3,862 | 3,947 | (2.2) |
| Prepaid taxes | 700 | 525 | 33.3 |
| Asset held-for-sale | 88 | 105 | (16.2) |
| **Total Current Assets** | **35,554** | **33,075** | **7.5** |
| **NON-CURRENT ASSETS** | | | |
| Long-term investments | 296 | 304 | (2.6) |
| Property and equipment – net of accumulated depreciation | 87,108 | 86,761 | 0.4 |
| Prepaid pension benefit costs | 935 | 927 | 0.9 |
| Advances and other non-current assets | 5,000 | 5,294 | (5.6) |
| Intangible assets – net of accumulated amortization | 1,503 | 1,508 | (0.3) |
| Deferred tax assets - net | 76 | 82 | (7.3) |
| **Total Non-current Assets** | **94,918** | **94,876** | **-** |
| **TOTAL ASSETS** | **130,472** | **127,951** | **2.0** |

**Table 1 (Continued)**
**PERUSAHAAN PERSEROAN (PERSERO)**
**PT. TELEKOMUNIKASI INDONESIA Tbk AND ITS SUBSIDIARIES**
**CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**
**AS OF MARCH 31, 2014 (UNAUDITED) WITH COMPARATIVE FIGURES AS OF DECEMBER 31, 2013 (AUDITED)**
**(Figures in tables are presented in billions of Rupiah, unless otherwise stated)**

| | 2014 | 2013 | Growth (%) |
|---|---|---|---|
| **LIABILITIES AND EQUITY** | | | |
| **CURRENT LIABILITIES** | | | |
| Trade payables | | | |
| Related parties | 480 | 826 | (41.9) |
| Third parties | 9,438 | 10,774 | (12.4) |
| Other payables | 526 | 388 | 35.6 |
| Taxes payables | 1,890 | 1,698 | 11.3 |
| Accrued expenses | 5,488 | 5,264 | 4.3 |
| Unearned income | 2,659 | 3,490 | (23.8) |
| Advances from customers and suppliers | 659 | 472 | 39.6 |
| Short-term bank loans | 477 | 432 | 10.4 |
| Current maturities of long-term liabilities | 4,330 | 5,093 | (15.0) |
| **Total Current Liabilities** | **25,947** | **28,437** | (8.8) |
| **NON-CURRENT LIABILITIES** | | | |
| Deferred tax liabilities - net | 2,826 | 3,004 | (5.9) |
| Other liabilities | 406 | 472 | (14.0) |
| Long service award provisions | 341 | 336 | 1.5 |
| Post-retirement health care benefits provisions | 704 | 752 | (6.4) |
| Retirement benefits obligation and other post - retirement benefits | 2,890 | 2,795 | 3.4 |
| Long-term liabilities - net of current maturities | | | |
| Obligations under finance leases | 4,228 | 4,321 | (2.2) |
| Two-step loans | 1,614 | 1,702 | (5.2) |
| Bonds and Notes | 3,061 | 3,073 | (0.4) |
| Bank loans | 5,928 | 5,635 | 5.2 |
| **Total Non-current Liabilities** | **21,998** | **22,090** | (0.4) |
| **TOTAL LIABILITIES** | **47,945** | **50,527** | (5.1) |
| **EQUITY** | | | |
| Capital stock - Rp50 par value per Series A Dwiwarna share and Series B share | | | |
| Authorized - 1 Series A Dwiwarna share and 399,999,999,999 Series B shares | | | |
| Issued and fully paid - 1 Series A Dwiwarna share and 100,799,996,399 Series B shares | 5,040 | 5,040 | - |
| Additional paid-in capital | 2,323 | 2,323 | - |
| Treasury stock | (5,805) | (5,805) | - |
| Effect of change in equity of associated companies | 386 | 386 | - |
| Unrealized holding gain from available-for-sale securities | 42 | 38 | 10.5 |
| Translation adjustment | 305 | 391 | (22.0) |
| Difference due to acquisition of non-controlling interest in subsidiaries | (508) | (508) | - |
| Other reserves | 49 | 49 | - |
| Retained earnings | | | |
| Appropriated | 15,337 | 15,337 | - |
| Unappropriated | 46,940 | 43,291 | 8.4 |
| Net Equity Attributable To Owners Of The Parent Company | 64,109 | 60,542 | 5.9 |
| Non-Controlling Interest | 18,418 | 16,882 | 9.1 |
| **TOTAL EQUITY** | **82,527** | **77,424** | 6.6 |
| **TOTAL LIABILITIES AND EQUITY** | **130,472** | **127,951** | 2.0 |

**Table 2**
**PERUSAHAAN PERSEROAN (PERSERO)**
**PT. TELEKOMUNIKASI INDONESIA Tbk AND ITS SUBSIDIARIES**
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**
**THREE MONTHS ENDED MARCH 31, 2014 (UNAUDITED) WITH COMPARATIVE FIGURES FOR 2013 (UNAUDITED)**
**(Figures in tables are presented in billions of Rupiah, unless otherwise stated)**

| | 2014 | 2013 | Growth (%) |
|---|---|---|---|
| **REVENUES** | **21,250** | **19,547** | **8.7** |
| **EXPENSES** | | | |
| Operations, maintenance and telecommunication services | (5,106) | (4,698) | 8.7 |
| Depreciation and amortization | (3,948) | (3,462) | 14.0 |
| Personnel | (2,242) | (2,331) | (3.8) |
| Interconnection | (1,294) | (1,175) | 10.1 |
| General and Administrative | (920) | (643) | 43.1 |
| Marketing | (697) | (651) | 7.1 |
| Gain (loss) on foreign exchange – net | (52) | 91 | (157.1) |
| Other income | 168 | 129 | 30.2 |
| Other expenses | (179) | (57) | 214.0 |
| **OPERATING PROFIT** | **6,980** | **6,750** | **3.4** |
| Finance income | 333 | 208 | 60.1 |
| Finance costs | (391) | (324) | 20.7 |
| Share of loss of associated companies | (7) | (3) | 133.3 |
| **PROFIT BEFORE INCOME TAX** | **6,915** | **6,631** | **4.3** |
| **INCOME TAX (EXPENSE) BENEFIT** | | | |
| Current | (1,896) | (1,627) | 16.5 |
| Deferred | 170 | (19) | (994.7) |
| | (1,726) | (1,646) | 4.9 |
| **PROFIT FOR THE YEAR** | **5,189** | **4,985** | **4.1** |
| **OTHER COMPREHENSIVE INCOME (LOSS)** | | | |
| Foreign currency translation | (86) | 3 | (2966.7) |
| Change in fair value of available-for-sale financial assets | 4 | 11 | (63.6) |
| **Total Other Comprehensive Income – net** | **(82)** | **14** | **(685.7)** |
| **TOTAL COMPREHENSIVE INCOME FOR THE PERIOD** | **5,107** | **4,999** | **2.2** |
| Profit for the period attributable to: | | | |
| Owners of the parent company | 3,649 | 3,477 | 4.9 |
| Non-controlling interests | 1,540 | 1,508 | 2.1 |
| | 5,189 | 4,985 | 4.1 |
| Total comprehensive income for the period attributable to: | | | |
| Owners of the parent company | 3,567 | 3,491 | 2.2 |
| Non-controlling interests | 1,540 | 1,508 | 2.1 |
| | 5,107 | 4,999 | 2.2 |
| **BASIC AND DILUTED EARNINGS PER SHARE** | | | |
| Income per share | 37.58 | 36.32 | 3.5 |
| Income per ADS (200 Series B shares per ADS) | 7,515.90 | 7,263.02 | 3.5 |

**Table 3**
**PT. TELEKOMUNIKASI SELULAR (TELKOMSEL) AND SUBSIDIARIES**
**STATEMENT OF FINANCIAL POSITION**
**AS OF MARCH 31, 2014 (UNAUDITED) WITH COMPARATIVE FIGURES AS OF DECEMBER 31, 2013 (AUDITED)**
(figures are presented in billions of Rupiah)

| | MAR 31, 2014 | DEC 31, 2013 | Growth (%) |
|---|---|---|---|
| **ASSETS** | | | |
| **CURRENT ASSETS** | | | |
| Cash & cash equivalents | 12,754 | 5,555 | 129.6 |
| Short-term Investments | 2,000 | 6,200 | (67.7) |
| Accounts receivables including Unbilled revenues | 1,527 | 1,537 | (0.7) |
| Current portion of long-term prepayments | 2,508 | 2,850 | (12.0) |
| Others | 587 | 461 | 27.3 |
| **Total Current Assets** | **19,375** | **16,603** | **16.7** |
| **NON-CURRENT ASSETS** | | | |
| Long-term investment | 20 | 20 | - |
| Fixed assets-net | 53,381 | 53,182 | 0.4 |
| Advances for fixed assets | 637 | 652 | (2.3) |
| Claim for tax refund - Non Current Portion | - | 291 | - |
| Intangible assets-net | 756 | 721 | 4.8 |
| Prepayments – Non Current Portion | 1,640 | 1,712 | (4.2) |
| Others | 109 | 155 | (29.5) |
| **Total Non-Current Assets** | **56,543** | **56,733** | **(0.3)** |
| **TOTAL ASSETS** | **75,918** | **73,336** | **3.5** |
| **LIABILITIES AND EQUITY** | | | |
| **CURRENT LIABILITIES** | | | |
| Accounts payable &Accrued Liabilities | 10,677 | 10,935 | (2.4) |
| Taxes payable | 923 | 762 | 21.1 |
| Unearned revenue | 2,304 | 3,127 | (26.3) |
| Current maturities of medium-term & long-term loans | 653 | 1,109 | (41.1) |
| Current portion of obligations under finance lease | 484 | 473 | 2.5 |
| **Total Current Liabilities** | **15,040** | **16,405** | **(8.3)** |
| **NON-CURRENT LIABILITIES** | | | |
| Medium-term & long-term loans - net of current maturities | 731 | 1,038 | (29.6) |
| Obligations under finance lease – net of current maturities | 4,902 | 4,971 | (1.4) |
| Deferred tax liabilities | 1,975 | 2,075 | (4.8) |
| Others | 1,060 | 1,024 | 3.5 |
| **Total Non-current Liabilities** | **8,668** | **9,109** | **(4.8)** |
| **EQUITY** | | | |
| Capital Stock - Rp1,000,000 par value | | | |
| Authorized - 650,000 shares | | | |
| Issued and fully paid - 182,570 shares | 183 | 183 | - |
| Additional paid-in capital | 1,505 | 1,505 | - |
| Retained earnings | 50,522 | 46,134 | 9.5 |
| **Total Equity** | **52,210** | **47,821** | **9.2** |
| **TOTAL LIABILITIES AND EQUITY** | **75,918** | **73,336** | **3.5** |

**Table 4**
**PT. TELEKOMUNIKASI SELULAR (TELKOMSEL) AND SUBSIDIARIES**
**STATEMENT OF COMPREHENSIVE INCOME**
**THREE MONTHS ENDED MARCH 31, 2014 (UNAUDITED) WITH COMPARATIVE FIGURES FOR 2013 (UNAUDITED)**
(figures in tables are presented in billions of Rupiah, otherwise stated)

| | 2014 | 2013 | Growth (%) |
|---|---|---|---|
| **REVENUES** | | | |
| Postpaid | 1,199 | 1,095 | 9.4 |
| Prepaid | 12,744 | 11,579 | 10.1 |
| Interconnection &International roaming | 1,153 | 1,116 | 3.2 |
| Other | 194 | 137 | 41.0 |
| **Total Revenues** | **15,289** | **13,928** | **9.8** |
| | | | |
| **EXPENSES** | | | |
| Operations & maintenance | 3,546 | 3,053 | 16.1 |
| Depreciation & amortization | 2,859 | 2,290 | 24.8 |
| Cost of services | 1,044 | 883 | 18.2 |
| Interconnection | 810 | 785 | 3.2 |
| Personnel | 617 | 578 | 6.7 |
| General & administrative | 278 | 243 | 14.2 |
| Marketing | 530 | 502 | 5.5 |
| Others - net | (111) | (56) | 99.3 |
| **Total Expenses** | **9,571** | **8,279** | **15.6** |
| | | | |
| Interest income & financing charges | 78 | 55 | 42.9 |
| | | | |
| **INCOME BEFORE TAX** | **5,796** | **5,704** | **1.6** |
| INCOME TAX EXPENSE | (1,408) | (1,410) | (0.2) |
| **NET INCOME** | **4,388** | **4,294** | **2.2** |
| | | | |
| **EBITDA** | **8,466** | **7,884** | **7.4** |
| **EBITDA Margin- over revenues** | **55.4** | **56.6** | **(1.2)ppt** |
| | | | |
| **ROA** | **24.4%** | **25.8%** | **(1.4)ppt** |
| **ROE** | **34.8%** | **36.7%** | **(1.9)ppt** |