



Corporate Presentation

PT Telekomunikasi Indonesia, Tbk

Conference Call
Jakarta, May 13, 2009



BRINGING YOU EXCELLENCE

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 does not guarantee that any action, which should have been taken in reliance on this document will bring specific results as expected.

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2008 Financial & Operational Performances

Q1 2009 Financial & Operational Performances

Question & Answer

Board of Directors



Content



Introduction

2008 Operational & Financial Performances

Q1 2009 Operational & Financial Performances

Question & Answer

Our Strategy...

“To strengthen the Legacy business and aggressively grow New Wave business”

Revenues Segmentation

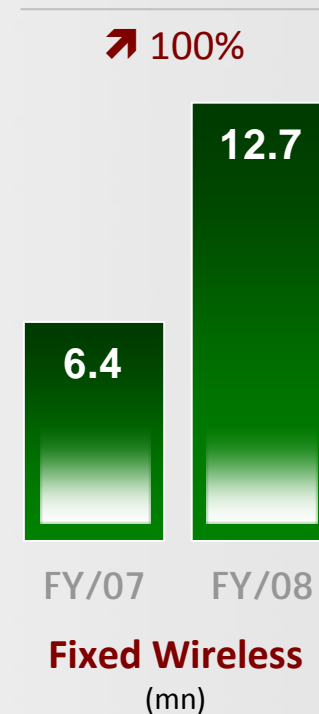
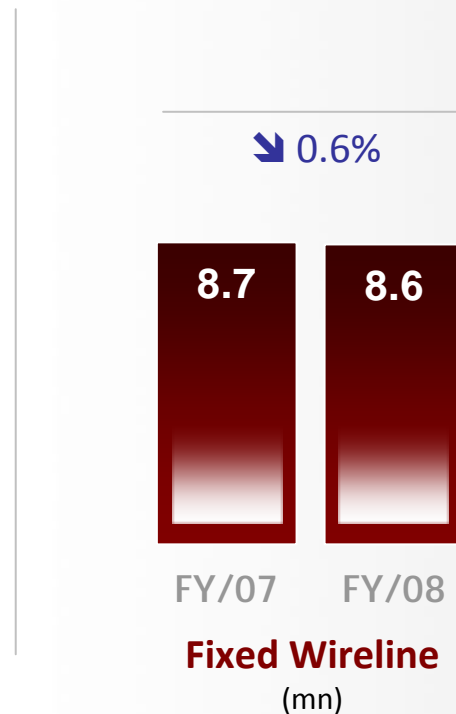
Legacy Services :	New Wave Services :
<p>Derived from the basic services of :</p> <ul style="list-style-type: none"> ■ Fixed wireline ■ Fixed wireless (including SMS) ■ Cellular (including SMS) ■ Network services ■ Other telecommunication services. 	<ul style="list-style-type: none"> ■ Encompass data communication for enterprise ■ Internet connectivity ■ Broadband services ■ IT services ■ Other value added data services.
<p>To mitigate the decline in fixed wireline → FBIP (Fixed Business Improvement Program)</p>	<p>Focused on developing broadband services Targeting : retail customers, corporate customers and small businesses</p>

Fixed Line Business



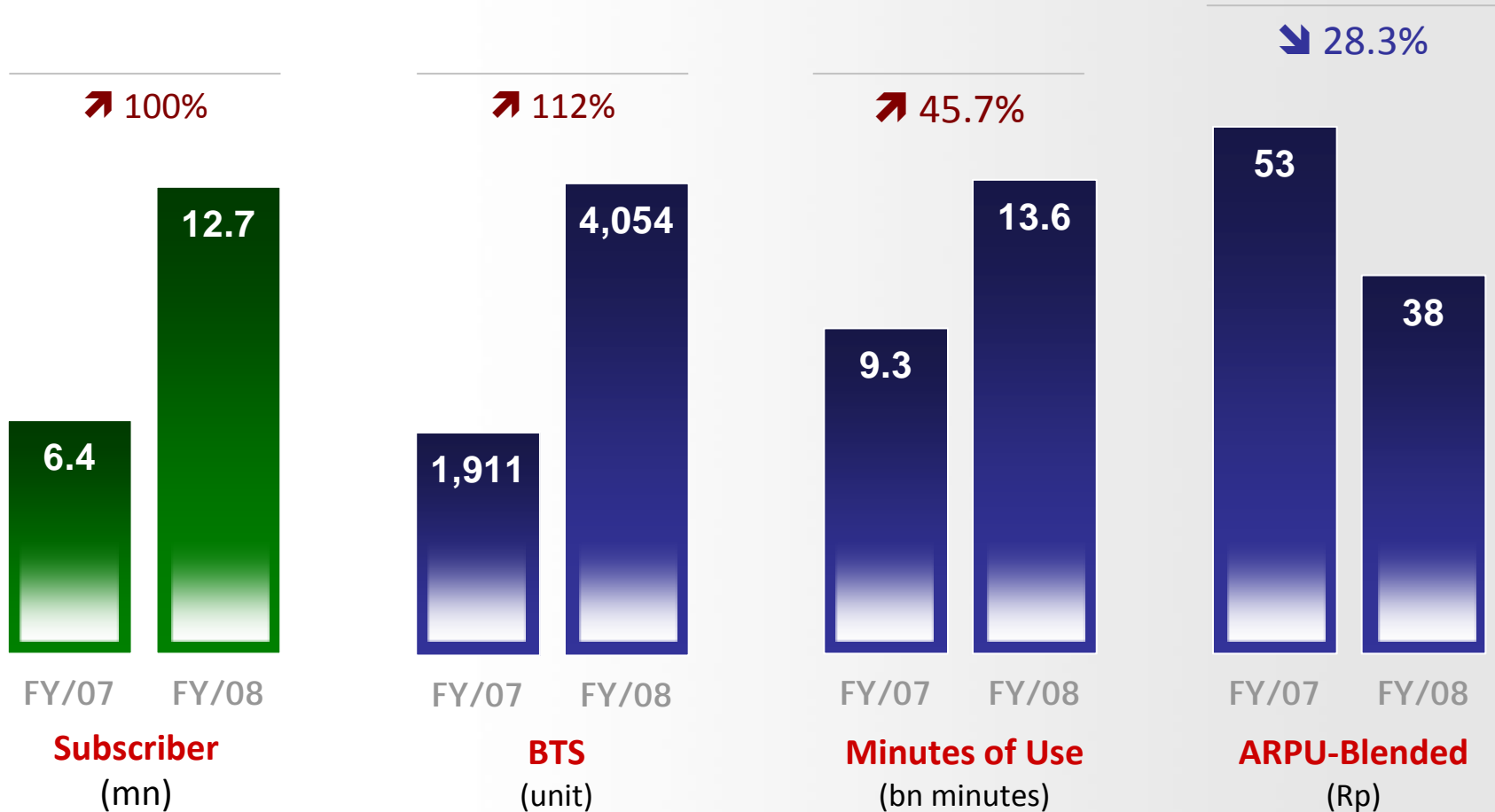
Fixed Line

- **ARPU** Rp. 139K
- **Market share Fixed Wireline** still more than 90%
- **Market share Fixed Wireless** around 59%



TELKOM Flexi (Fixed Wireless Business)

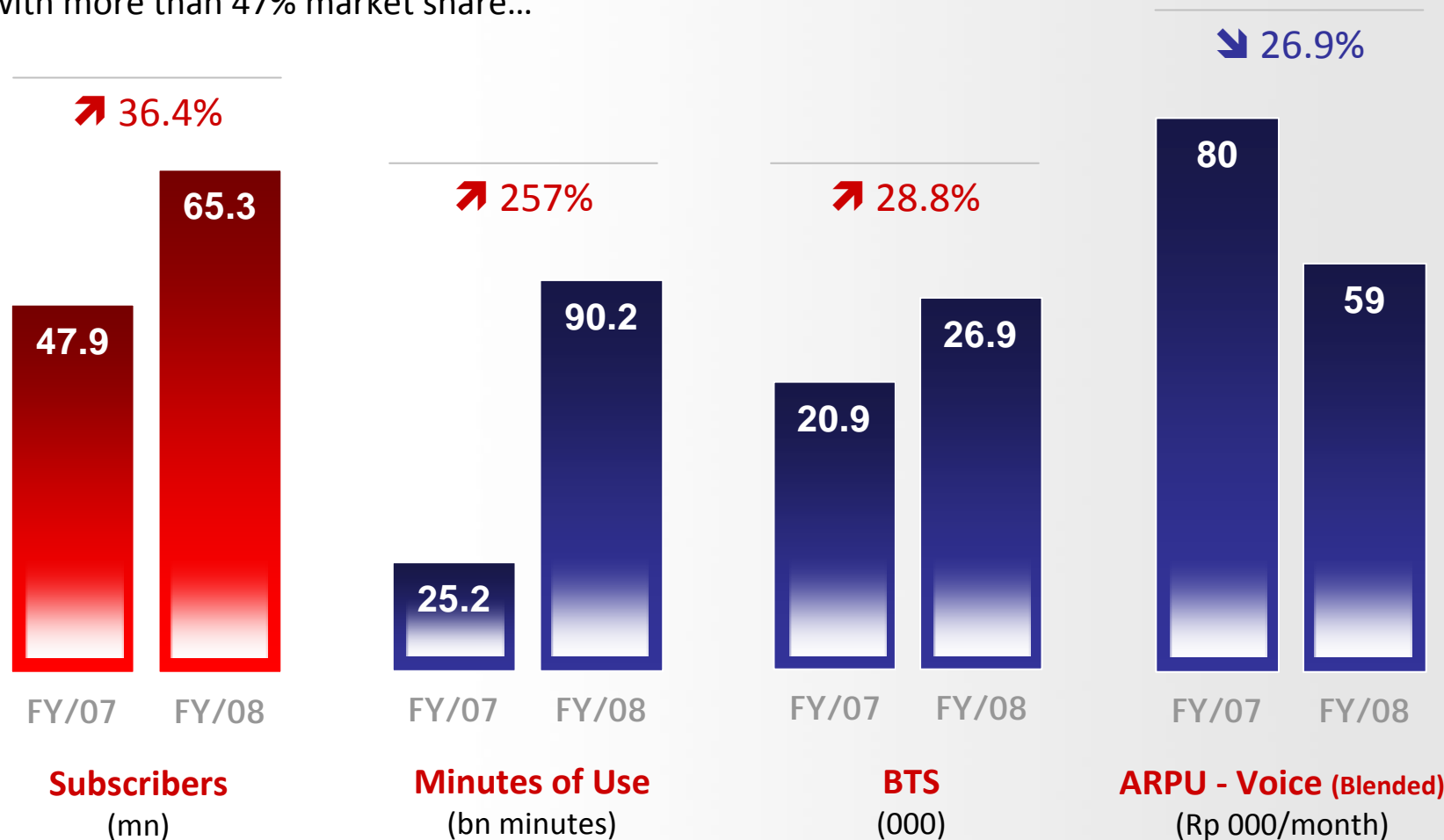
Subscribers as of December 31, 2007 & 2008



Cellular Business

Telkomsel is still the clear market leader in cellular GSM with more than 47% market share...

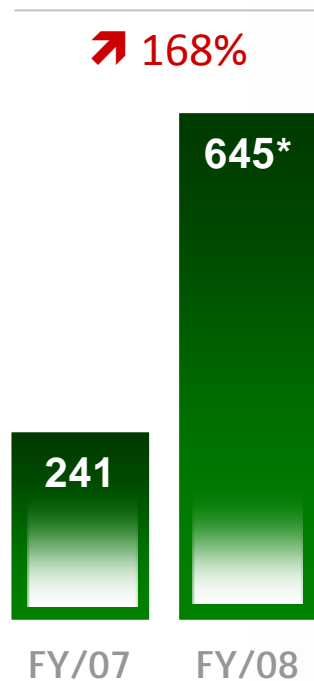
As of December 31, 2007 & 2008



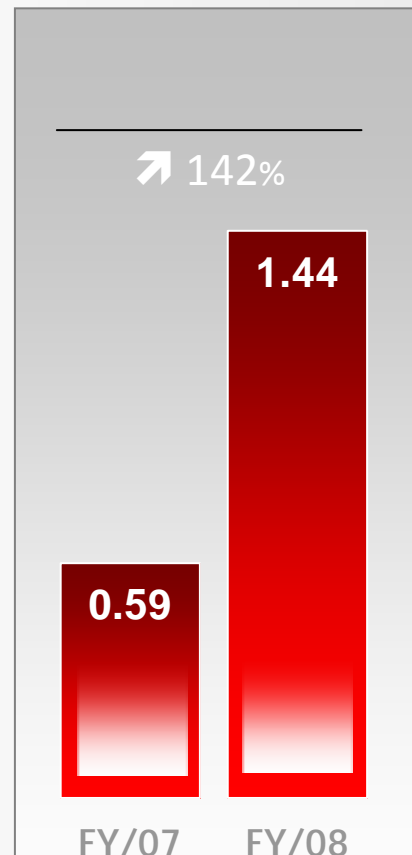
Broadband Business (Speedy)

as **a strong opportunity** to continue to grow the new wave business...

as of December 31, 2007 & 2008



Subscriber
(‘000)



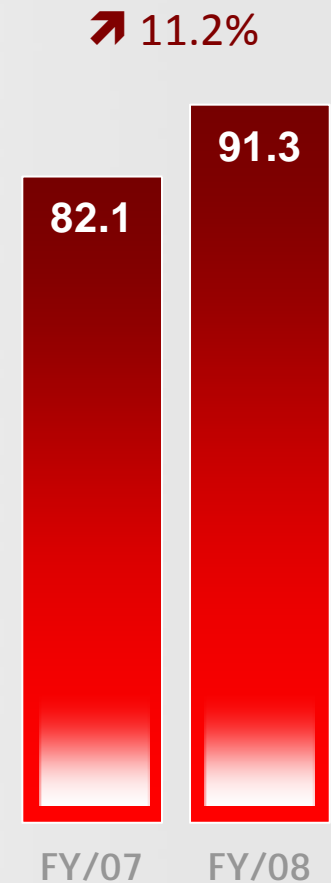
Revenues
(Rp. Tn)

*) Exclude for education and trial = 205K

Balance Sheet FY/08

as of December 31, 2007 & 2008 (Rp. Tr.)

	FY07	FY08	Growth
Assets			
• Current Assets	16.0	14.6	(8.5%)
• Non-Current Assets	66.1	76.6	16.0%
Total Assets	82.1	91.2	11.2%
Liabilities & Stockholders' Equity			
• Current Liabilities	20.7	26.9	30.6%
• Non-Current Liabilities	18.3	20.3	10.5%
• Minority Interest	9.3	9.7	4.1%
• Stockholders' Equity	33.8	34.3	1.7%
Total Liabilities & Stockholders' Equity	82.1	91.2	11.2%



Assets
(Rp Tr)

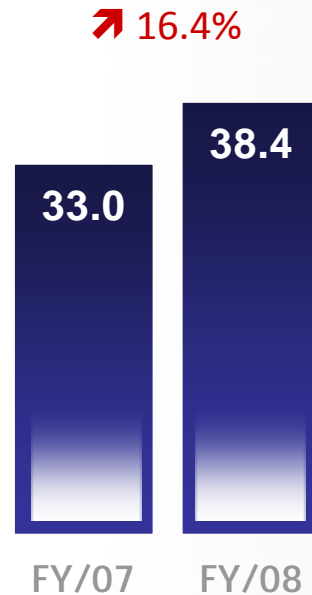
Financial Highlights FY/08

as of December 31, 2007 & 2008 (in Rp. bn)

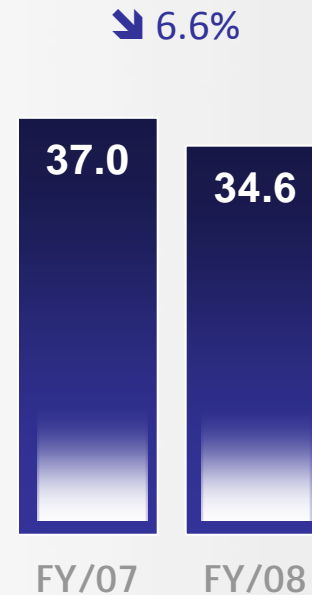
In tight competition, total revenues has delivered positive results...



Operating Revenues

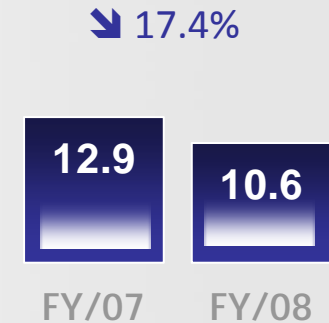


Operating Expenses



EBITDA

NI / Share = Rp.537.7



Net Income

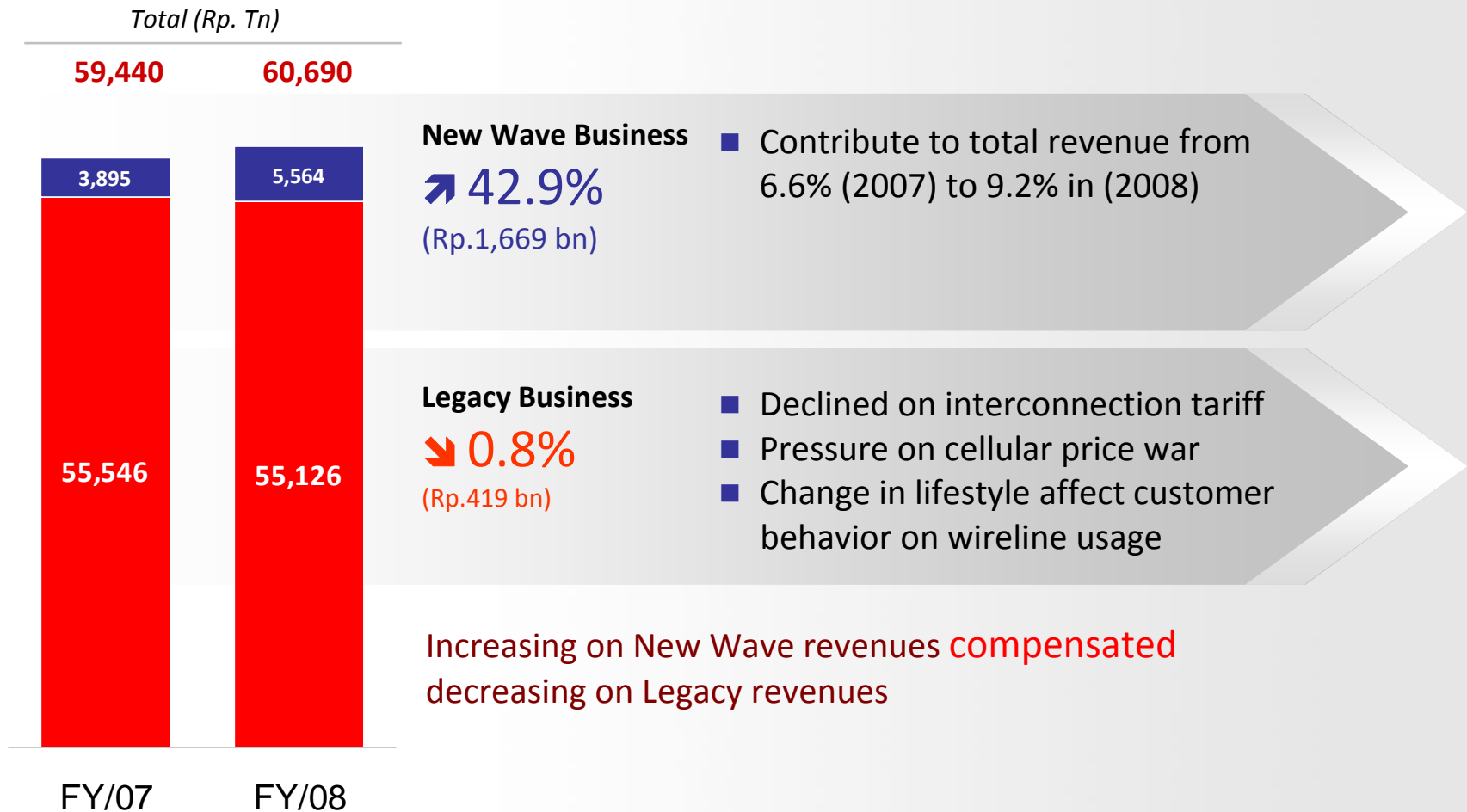
Revenue Drivers FY/08

as of December 31, 2007 & 2008 (in Rp. Tn)

Fixed Lines 16.0%	FY/08	9.7	▼ 11.6%	<ul style="list-style-type: none"> • Customers preference to make on net call • Change in life style
	FY/07	11.0		
Cellular 41.7%	FY/08	25.3	▲ 11.9%	<ul style="list-style-type: none"> • MoU ▲ 257.3% • Subscribers ▲ 36.4%
	FY/07	22.6		
Interconnection (net) 14.5%	FY/08	8.8	▼ 8.9%	<ul style="list-style-type: none"> • Customers preference to make on net call • Most of operators offered low tariff with various features
	FY/07	9.7		
Data, Internet & IT Services 24.3%	FY/08	14.7	▲ 0.2%	<ul style="list-style-type: none"> • Internet connectivity ↗ • Speedy sales ↗
	FY/07	14.7		
Network	FY/08	1.1	▲ 52.6%	<ul style="list-style-type: none"> • Satellite transponder ↗ • Leased lines services ↗
	FY/07	0.7		
Other Tel. Services	FY/08	0.7	▲ 117.8%	<ul style="list-style-type: none"> • Flexi terminal bundling program
	FY/07	0.3		

Legacy and New Wave Revenues

New Wave revenues contribution increase caused by a 42.9% growth on its revenues...



Expense Drivers FY/08

as of December 31, 2007 & 2008 (in Rp. Tn)

Depreciation



- ▲ 17.3% Fixed Assets ↗ :
- Cellular BTS deployment (6,014 unit)
 - Flexi BTS deployment (2,143 unit)

Personnel



- ▲ 7.3%
- ERP cost Rp 788 bn
 - Total participants = 1,156

Operation, Maint. & Tel. Services



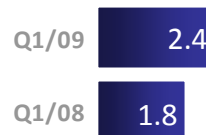
- ▲ 27.4%
- Telkomsel BTS's : ▲ 6,014
 - Flexi's BTS : ▲ 2,143
 - Affect: operation and maintenance costs, radio frequency usage charges, and also terminal costs

General & Administrative



- ▼ 1.2%
- Provision for doubtful accounts and social contribution ↘

Marketing

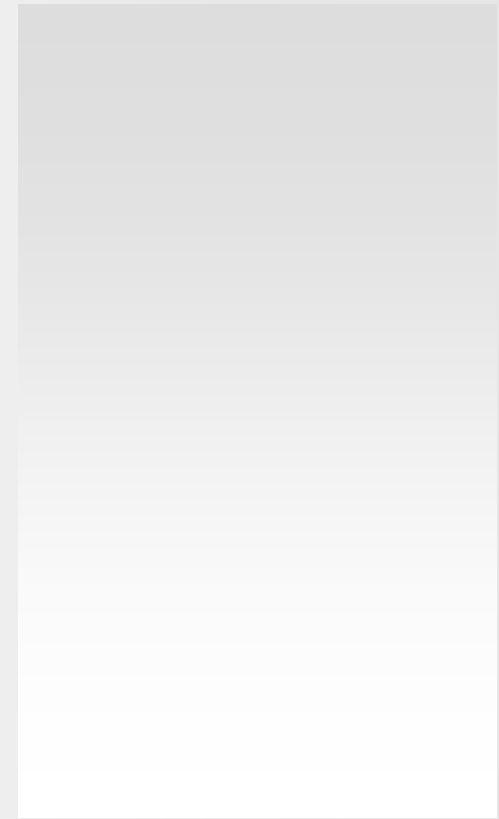
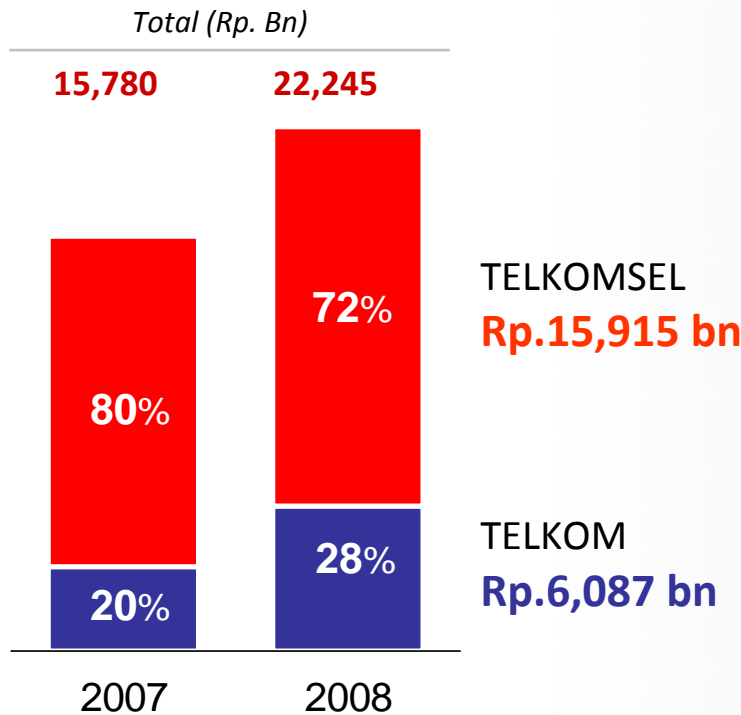


- ▲ 32.8%
- Advertising and promotion program
 - Customer education program

CAPEX in 2008

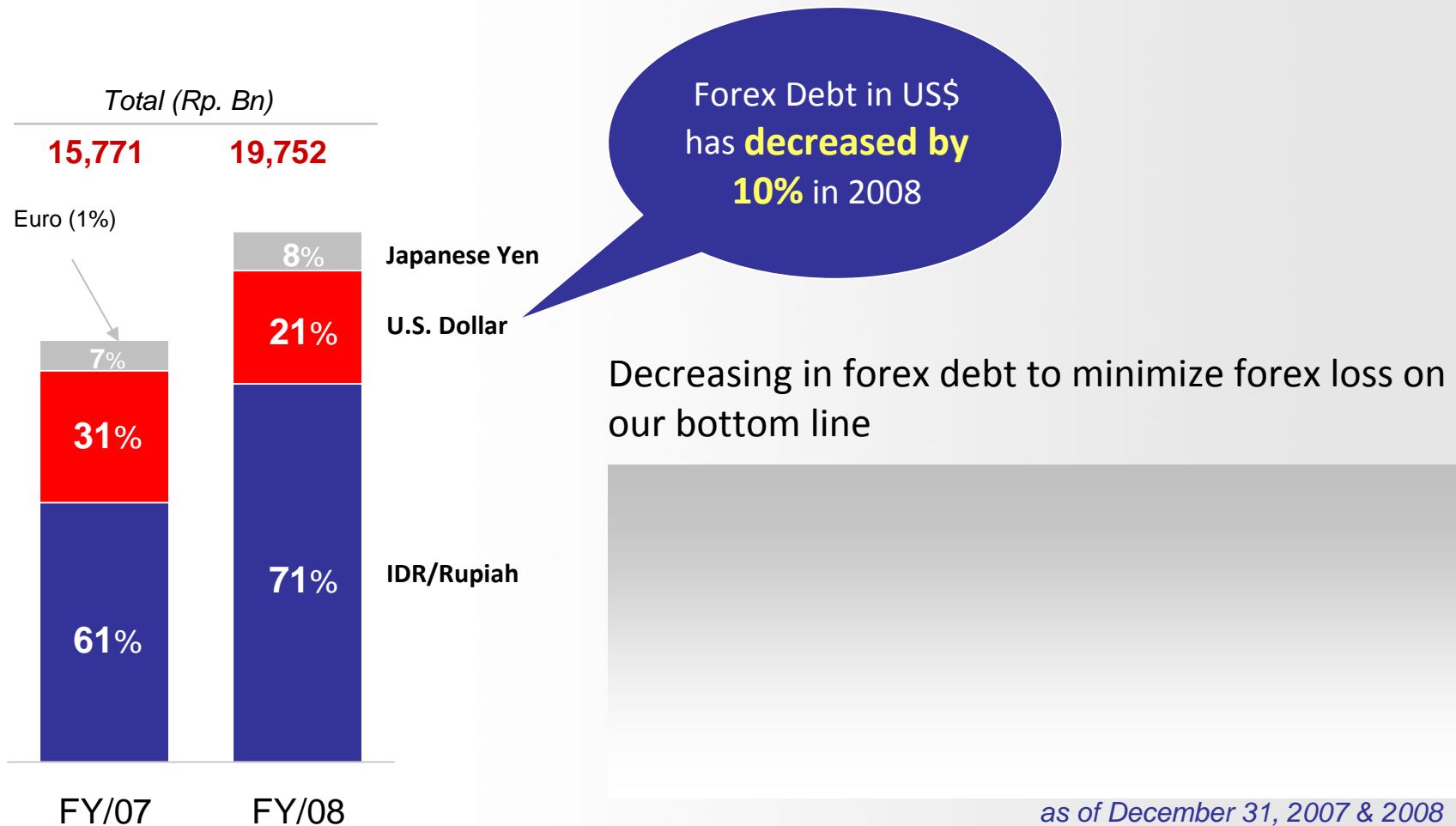
as of December 31, 2007 & 2008

..continuing to increase capacity, coverage and improve quality of service as well as to provide investment to develop our new wave businesses...



Consolidated Debt FY/08

Telkom has able to **reduce US\$ portion of its debt**, and some debts will be fully paid in 2024...



Content



Introduction

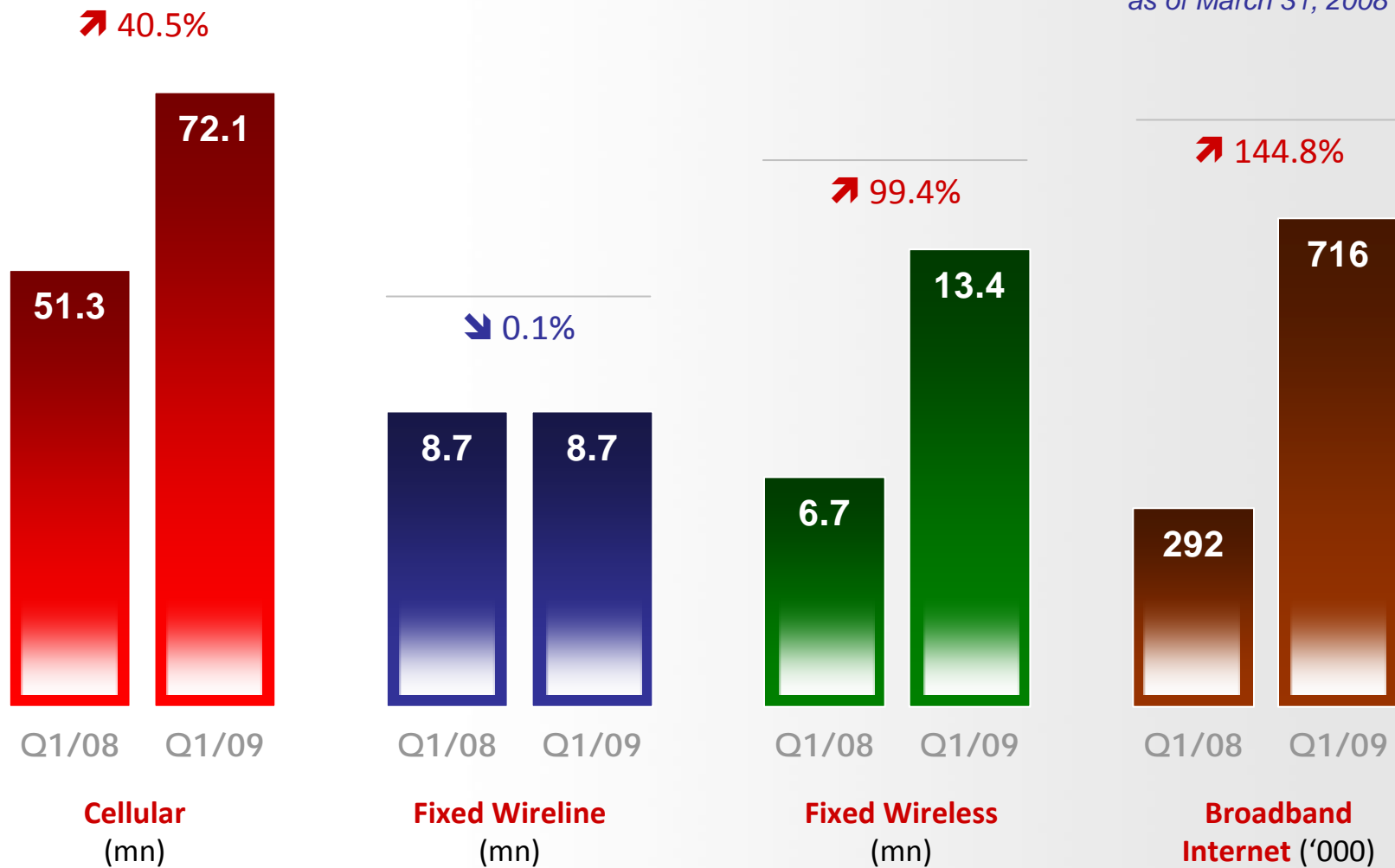
2008 Operational & Financial Performances

Q1 2009 Operational & Financial Performances

Question & Answer

Operational Highlights Q1/09

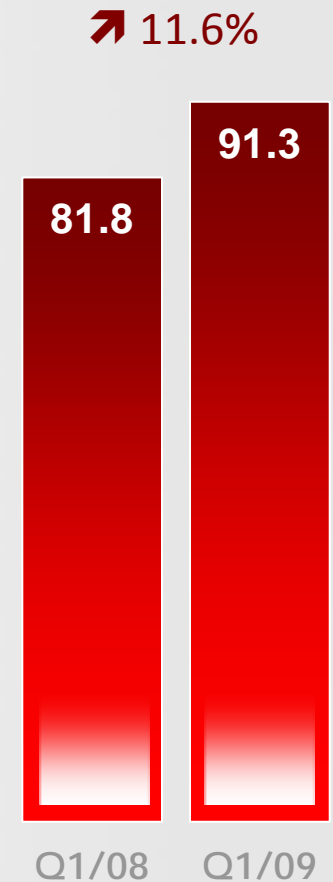
as of March 31, 2008 & 2009



Balance Sheet Q1/09

as of March 31, 2008 & 2009 (Rp. Tr.)

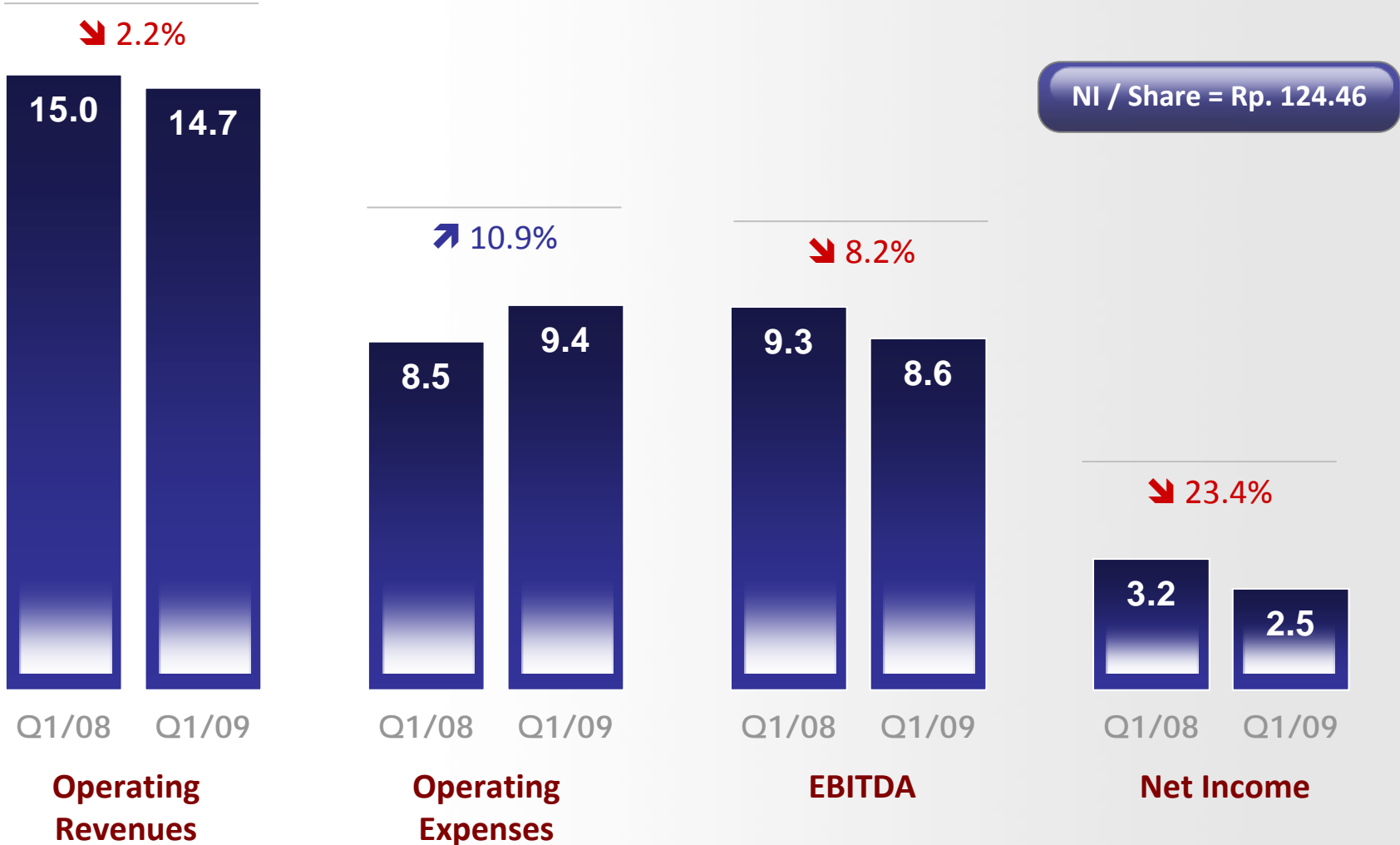
	Q1/08	Q1/09	Growth
Assets			
• Current Assets	15.2	14.3	(6.0%)
• Non-Current Assets	66.6	77.0	15.6%
Total Assets	81.8	91.3	11.6%
Liabilities & Stockholders' Equity			
• Current Liabilities	17.5	25.3	44.3%
• Non-Current Liabilities	17.6	18.6	5.8%
• Minority Interest	10.6	10.6	0.2%
• Stockholders' Equity	36.1	36.8	1.9%
Total Liabilities & Stockholders' Equity	81.8	91.3	11.6%



Assets
(Rp Tr)

Financial Highlights Q1/09

as of March 31, 2008 & 2009 (in Rp. Tn)



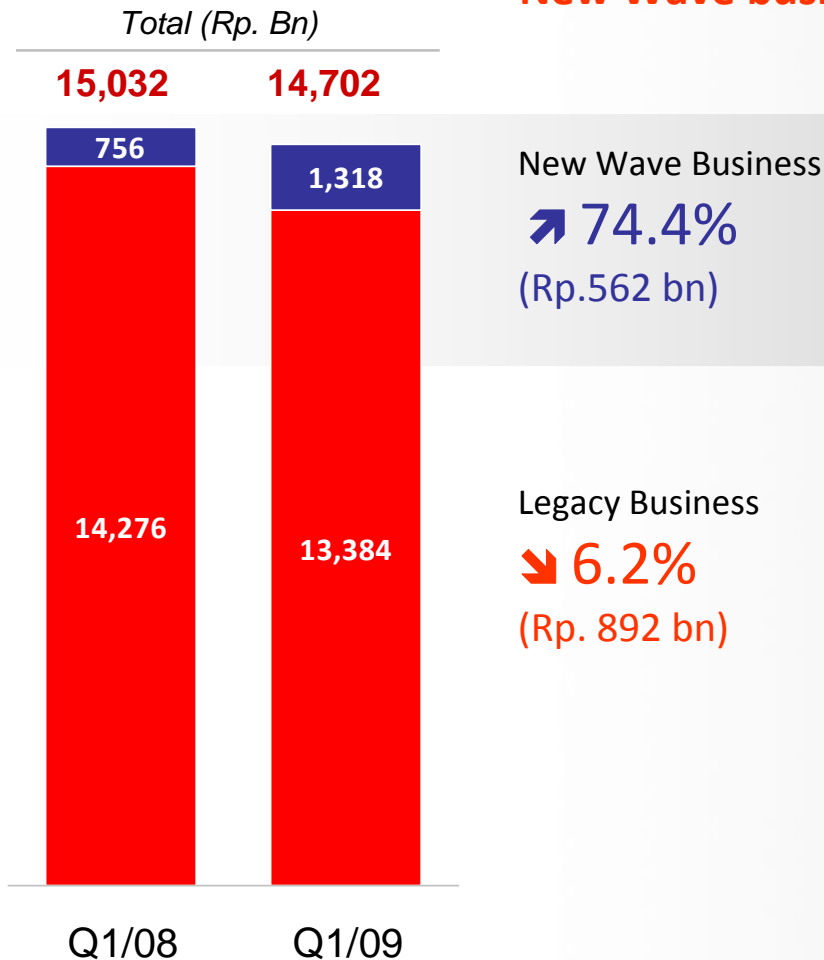
Revenue Drivers Q1/09

as of March 31, 2008 & 2009 (in Rp. Tn)

Fixed Lines	Q1/09	2.1	▼ 16.7%	<ul style="list-style-type: none"> • Change in life style • Customers preference to make on net call
	Q1/08	2.5		
Cellular	Q1/09	6.5	▲ 9.2%	<ul style="list-style-type: none"> • Minute of Use ▲ 59.9% • Subscribers ▲ 40.5%
	Q1/08	6.0		
Interconnection	Q1/09	1.9	▼ 15.2%	<ul style="list-style-type: none"> • Change in life style • Customers preference to make on net call
	Q1/08	2.3		
Data, Internet & IT Services	Q1/09	3.7	▼ 5.8%	<ul style="list-style-type: none"> • SMS revenue ↘
	Q1/08	3.9		
Network	Q1/09	0.3	▲ 20.4%	<ul style="list-style-type: none"> • Leased lines services ↗ as a result from integrated marketing and sales development
	Q1/08	0.2		

Legacy and New Wave Revenues Q1/09

New Wave business has positive signal for our business...



Our New Wave business has grown significantly (74.4%)....

...and the contribution to total revenues reached 9% (2008) from 5% (2007)

as of March 31, 2008 & 2009

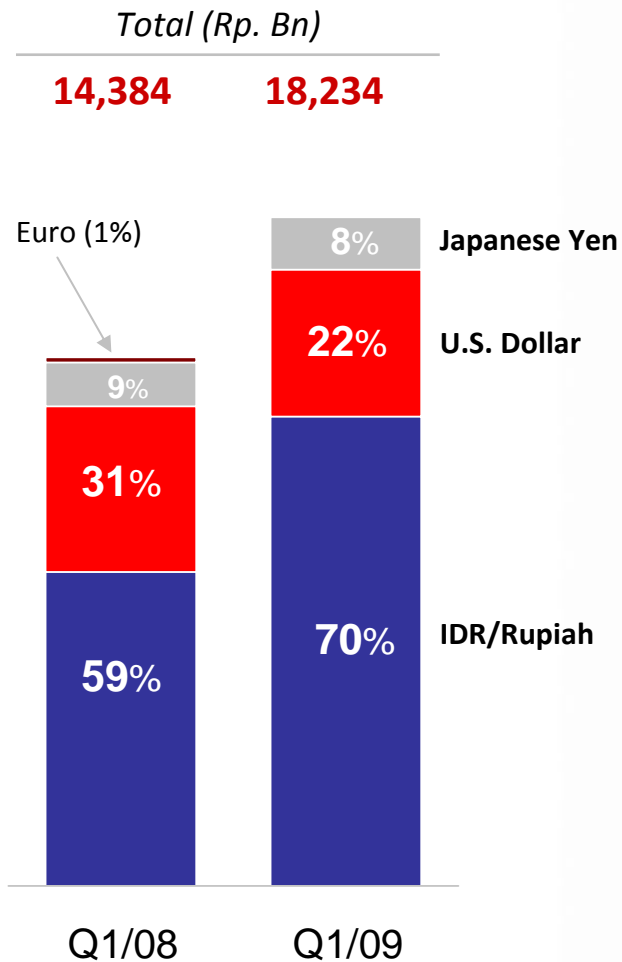
Expense Drivers Q1/09

as of March 31, 2008 & 2009 (in Rp. Tn)

Depreciation	Q1/09	3.0	▲ 18.6%	Fixed Assets ↗ : • Cellular BTS deployment (6,048 unit) • Flexi BTS deployment (2,387 unit)
	Q1/08	2.5		
Personnel	Q1/09	1.9	▼ 15.2%	• ERP cost ↘ • Employee's benefit ↘
	Q1/08	2.2		
Operation, Maint. & Tel. Services	Q1/09	3.3	▲ 31.2%	• Telkomsel BTS's : ▲ 6,048 • Flexi's BTS : ▲ 2,387 • Affect: operation and maintenance costs, radio frequency usage charges, and also terminal costs
	Q1/08	2.5		
General & Administrative	Q1/09	0.8	▼ 2.0%	• Provision for doubtful accounts ↘
	Q1/08	0.9		
Marketing	Q1/09	0.4	▲ 10.0%	• Advertising and promotion program • Customer education program
	Q1/08	0.4		

Consolidated Debt

as of March 31, 2008 & 2009



Decreasing in forex debt to **minimize** forex loss on our **bottom line**...



Content



Introduction

2008 Operational & Financial Performances

Q1 2009 Operational & Financial Performances

Question & Answer



Thanks for your attention...

Any further
questions?

Contact Address :

Investor Relations & Corporate Secretary Department
Grha Citra Caraka 5th fl
Jl. Jend. Gatot Subroto Kav. 52
Jakarta, 12710
Indonesia

Tel : +62-21-5215109

Fax : +62-21-5220500

Email : investor@telkom.co.id

<http://telkom-indonesia.com>

A photograph of three cyclists in racing gear, including helmets and sunglasses, riding their bicycles on a road. The cyclist in the foreground is wearing a red and white jersey and a red helmet. The cyclist in the middle is wearing a blue and white jersey and a blue helmet. The cyclist in the background is wearing a green and white jersey and a red helmet. The background is a blurred green landscape.

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