

PT. Telekomunikasi Indonesia, Tbk

The First Quarter 2011 Results



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




Telkom Indonesia in Brief

Telkom Indonesia Business Portfolio – TIME

Our product portfolio is outlined by the following categories

<h3>Telecommunication</h3> <ul style="list-style-type: none"> POTS FWA Mobile / Cellular International Services Broadband Network Services Tower 	<h3>Information</h3> <ul style="list-style-type: none"> Premise Integration Services VA, Managed App & Performance/ITO E-Payment ITeS (BPO, KPO) 	<h3>Media & Edutainment</h3> <ul style="list-style-type: none"> Media : PayTV & FTA Content / Portal 
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Retail	CONSUMER	SME	LARGE ENTERPRISE
Wholesale		OLO (Other Licensed Operators)	
International Investment			

Highlights of 1Q11 Results

- **Cellular customer base grew strongly** by 21.3% year on year (YoY) to 99.4 million customers with net add for 1Q11 was 5.4 million new customers.
- **Cellular MOU** increased by 53.4% YoY and 16.0% QoQ.
- **Cellular Revenue** increased 4.8% YoY to Rp. 11,297 Billion.
- **Data, internet and IT services also performed well**, contributing 32.6% to total revenues in 1Q11 and revenue increased by 14.4%.
- **Our fixed broadband service, Speedy**, recorded a 39.6% growth in the number of subscribers to 1,791K.
- **Total revenues** grew by 2.1% YoY to Rp16,706 billion.
- **EBITDA** reached Rp8,642 billion.
- **Operating Expenses** decreased 4.3% QoQ.
- **Income for the period** attributable to owner of the parent was Rp2,828 billion.



Business Results (Operational & Financial)

Cellular Business

As of March 31, 2011, we maintained our position as the largest national licensed provider of cellular services in Indonesia with **around 46% market share**.

	1Q10	1Q11	Growth (%)
Cellular			
■ Subscribers ('000)	81,950	99,365	↗ 21%
■ BTS (unit)	32,243	37,830	↗ 17%
■ MoU (Bn minutes)	28	43	↗ 53%
■ ARPU – blended (Rp'000)	43	37	↘ 14%
■ Revenue (Rp Bn)*	6,691 **	6,755	↗ 1%

Note : *) Cellular revenue including monthly, usage and features

**) As Restated. Please refer to our Consolidated Financial Statements Note 2p and 2s

Cellular Promo



Kartu As
Rp0/minutes for the first 30 seconds



simPATI Freedom
A New package of free minutes called “*simPATI Gratis Nelpon Berjam-jam*” (free talk for several hours)



simPATI Double Talkmania
This program was modified with a daily registration of Rp2,000 (day time) and Rp2,500 (night time).

Broadband Business

Based on our technology blueprint, we are implementing all IP-based next generation networks and shift to leaner operations with a strong focus on managing the customer experience as well as develop multi-play and convergent services, **with broadband as the key driver.**

	1Q10	1Q11	Growth (%)
Fixed broadband/Speedy:			
■ Subscribers ('000)	1,283	1,791	↗ 40%
■ Revenue (Rp Bn)	830	964	↗ 16 %
■ ARPU (Rp'000)	233	187	↘ 20%
Mobile broadband/Flash:			
■ User ('000)	2,139	4,336	↗ 103%
■ Revenue (Rp Bn)	206	347	↗ 68%
■ ARPU (Rp'000)	36	29	↘ 21%

We dominated the broadband business in Indonesia with approximately 67% market share.

Fixed Broadband



HOME SPEEDY HOME

Puasnya koneksi Internet
THE REAL UNLIMITED di rumah!
Ngga dibatasin waktu! Ngga dibatasin kuota!

Segera rekrutasi THE REAL UNLIMITED real! dari paket Family C Mbps.
(Bisa dibatasin nama rumah dengan rumah 100%)

WISATA	WISATA	WISATA
WISATA Widnes Speedy dengan Paket Unlimited Akses, kamu bisa punya Internet di rumah kamu sementara itu kamu bisa bisa rumah kamu rumah itu kamu	WISATA Akses rumah, akses Akses rumah plus akses Internet Gateway Tercepat di Indonesia, aksesnya Akses rumah kamu itu sementara. Speedy lebih kamu bisa di rumah!	WISATA COSTI COSTI 147 COSTI

<http://facebook.com/telkomspeedy>
@Telkomspeedy

Info Telkom  

Home Speedy Home, offered 5 packages at various speed starting from 384Kbps up to 3Mbps and could be accessed by multi users through Wi-Fi modem

Mobile Broadband



Lebih Baik Kualitas
Terluas Terbaik

PAKET FLASH UNLIMITED 50 RIBU
KINI MASA AKTIFNYA 30 HARI
UNTUK KONEKSI INTERNET TERBAIK

Dari Paket
Modern Harum

GRATIS
1 bulan ke depan

Internet
jelas
lebih puas
apa pun
modemnya!
800MB

Segera dapatkan Kartu Perdana Flash Unlimited 50 Ribu dan
langgung internet koneksi internet kualitas terbaik, masa aktif
lebih panjang dan kapasitas data lebih besar!

Kartu Perdana Flash Unlimited 50 Ribu
     

Info lengkap, klik www.telkomsel.com

Telkom Indonesia
FLASH

Rp50K Flash Unlimited, with maximal speed that could be used was 384 Kbps

Fixed Line Business

Amid consumer preference for mobile telephony, we were continuing our effort to slowing down the decline of fixed line revenues.

	1Q10	1Q11	Growth (%)
Fixed Wireline			
■ Line in Service/LIS ('000)	8,382	8,333	↘ 1%
■ ARPU ('000)	106	103	↘ 3%
Fixed Wireless / Flexi			
■ Subscribers ('000)	15,948	18,708	↗ 17%
■ BTS (unit)	5,543	5,707	↗ 3%
■ MoU (Bn minutes)	3	2	↘ 22%
■ ARPU – blended (Rp'000)	17	10	↘ 41%
Fixed Line Revenues (Rp Bn)*	3,308 **	2,930	↘ 11%

Note : *) Fixed Line revenues including monthly, usage and installation charges

**) As Restated. Please refer to our Consolidated Financial Statements Note 2p and 2s

Fixed Line Promo



Fixed Wireline

Point reward program to retain our customers.



Fixed Wireless

“Flexi Bebas Bicara” is our Flexi free talk with a tariff Rp0

Financial Highlights

Our strong financial position enables us to pursue strategic investment to enhance both the capacity and quality of our core network and infrastructure.

(in Rp Tn)

Financial Position	FY10	1Q11	Growth (%)
■ Total Assets	99.8	100.7	↗ 1%
■ Total Liabilities	43.3	40.5	↘ 7%
■ Total Equity (including non-controlling interest)	56.4	60.2	↗ 7%
Income Statement	1Q10 *	1Q11	Growth (%)
■ Operating Revenues	16.4	16.7	↗ 2%
■ Operating Expenses	11.0	11.5	↗ 4%
■ EBITDA**	9.1	8.6	↘ 5%
■ EBITDA Margin (%)	55.4	51.7	↘ 4%
■ Income for the period attributable to owner of the parent	2.8	2.8	↗ 2%
■ Income per Share (Rp)	142	144	↗ 2%

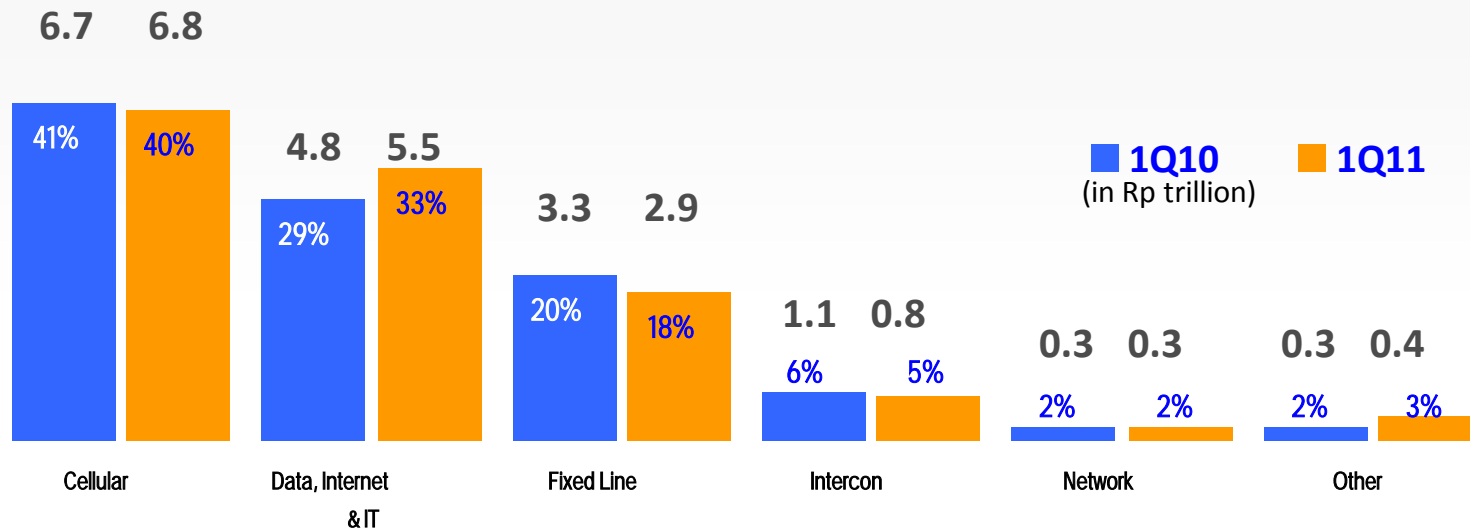
Note : *) As Restated, Please refer to our Consolidated Financial Statements Note 2p and 2s

**) Adjusted EBITDA is defined as operating income before depreciation and amortization.

Income Statement (1/2)

Revenue contribution to total revenues

Total revenues
Rp16.7 Tn

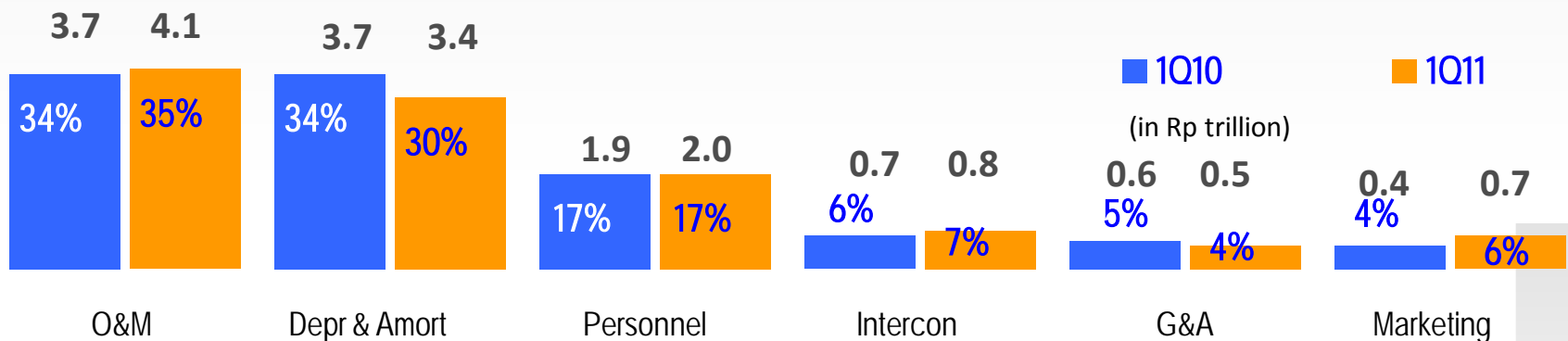


In 1Q11, Data, Internet & IT services revenues contributed **33%** to total revenues (growth 14% YoY)

Income Statement (2/2)

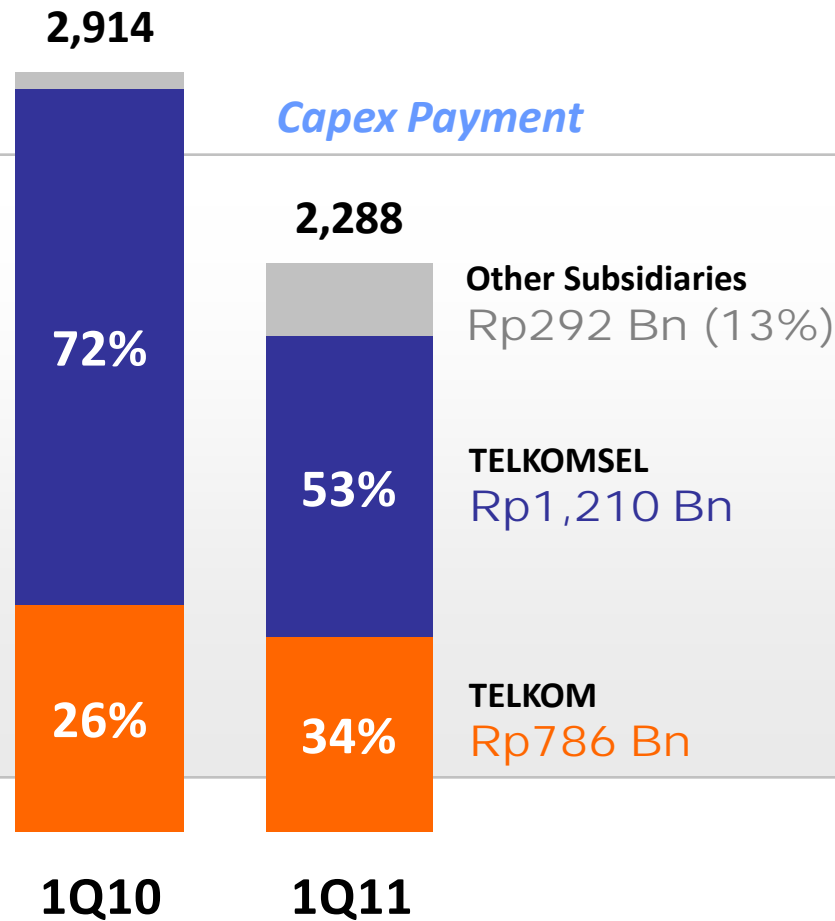
Expense contribution to total expenses

Total expenses
Rp11.5 Tn

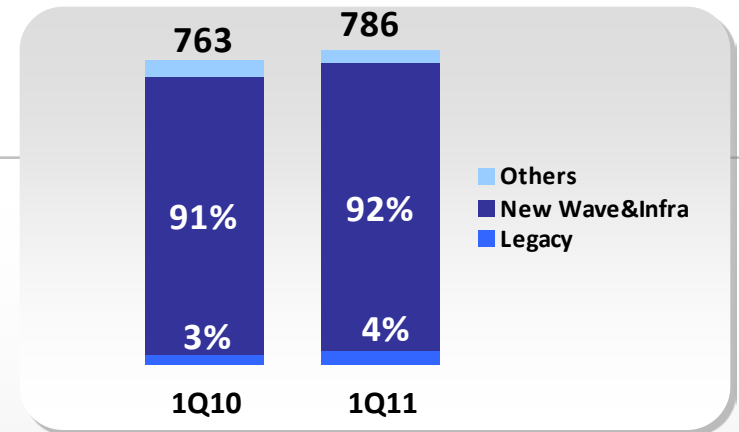


Expense was manageable, G&A expenses has decreased by **15%** YoY

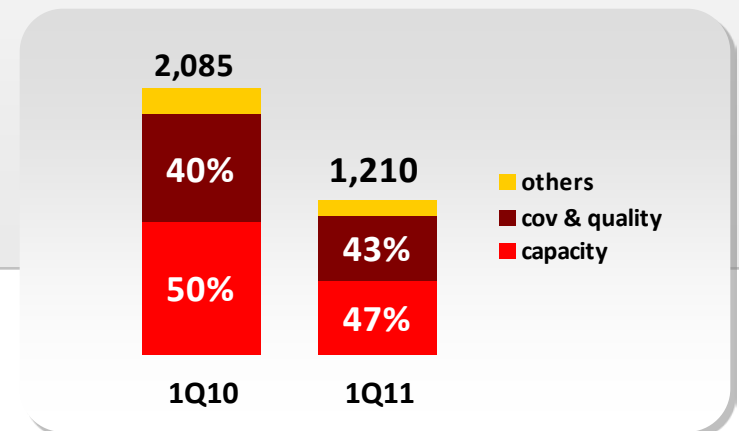
Capital Expenditure (Capex)



TELKOM Capex (Rp Bn)



TELKOMSEL Capex (Rp Bn)





Any further questions?



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