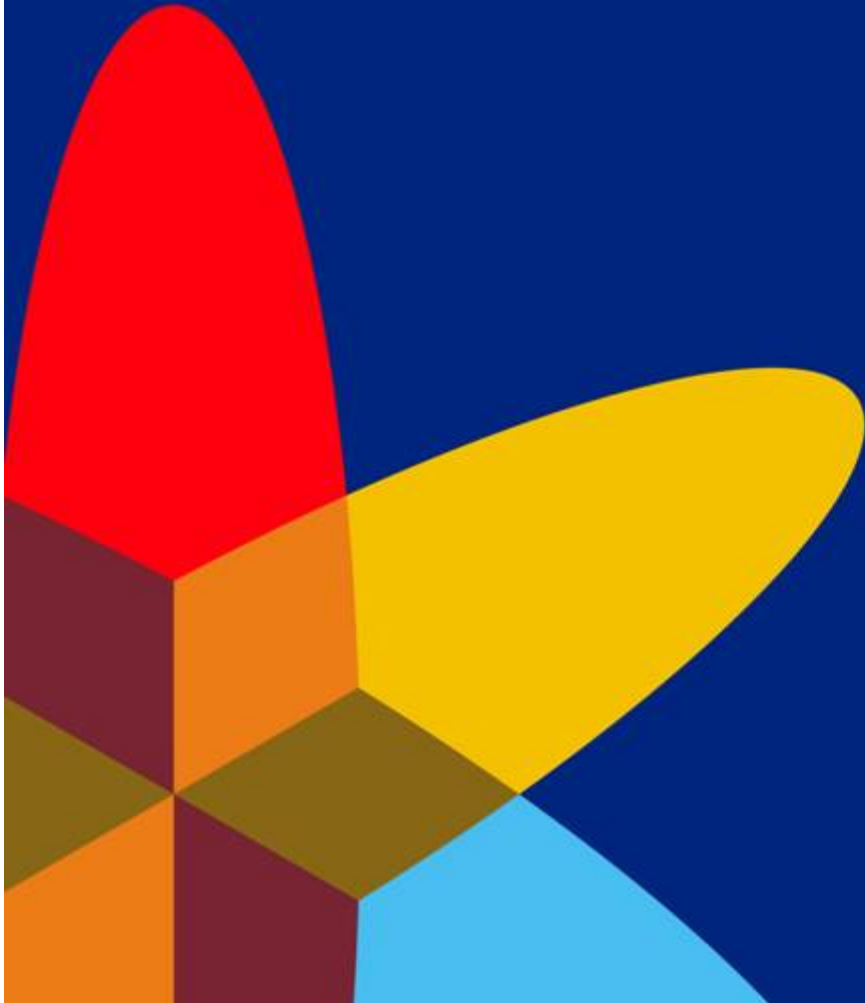


# PT Indosat Tbk

Full Year 2008



# 2008 Key Messages

**Indosat 's strong customer acquisition trend continued during 2008 with 12M subscribers added to the network. Today the total subscriber base stands at 36.5M and has achieved the company's full year guidance for 2008.**

**Sustained revenue and profit growth continued in the three core lines of business (cellular, fixed data and fixed voice).**

**Subscriber market share now stands at 28.7%\*.**

**Margin pressure persists due to ongoing price competition.**

**Continued addition of network capacity in key operating regions.**

**The Indonesian economy is not immune to the current economic crisis. However given their essential nature telecom services have proven to be more resilient.**






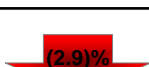

*\*Company Estimate*

# Content

- **Review of Full Year 2008 Results**
- Qtel's Commitment and Strategy for Indosat
- Qtel Transaction Update





# Full Year 2008 Results

- 2008 saw Indosat achieve Operating Revenues of Rp18,659.1 billion and EBITDA of Rp9,321.2 billion, reflecting year on year growth of 13.2% and 7.0%
- Cellular, fixed data services (multimedia, data communication and internet) and fixed voice services contributed 76%, 15%, and 9% to consolidated operating revenues respectively
- Net income decreased by 8.0%, reaching Rp1,878.5 billion at the end of 2008. This was mainly due to the depreciation of the IDR from Rp9,393 in December 2007 to Rp10,950 in December 2008

	FY 2007 Rp.bn	FY 2008 Rp.bn	YoY	Highlight
Operating Revenue	16,488.5	18,659.1	 13.2%	Supported by the growth in three core lines of business
Cellular	12,752.5	14,178.9	 11.2%	Driven by the increase in subscriber base
Fixed Data	2,168.6	2,735.5	 26.1%	Growth in internet, leased line and IPVPN
Fixed Voice	1,567.4	1,744.7	 11.3%	IDD incoming traffic growth and increase in StarOne subscribers base
EBITDA	8,714.8	9,321.2	 7.0%	Slower growth due to higher competition and global economic crisis pressure.
EBITDA Margin	52.9%	50.0%	 (2.9)%	
Net Income	2,042.0	1,878.5	 (8.0)%	Decrease mainly from loss on F/X due to depreciation of IDR

# Business Segment Performance

## Cellular

FY08 Net Addition	12mn	
FY08 Subscribers:	36.5 mn	
Blended ARPU (Rp):	38.6k	
Blended MOU:	97.6 mnt	

## Fixed Data

### Revenue Contribution and Growth:


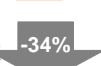
▪ Internet	
▪ IPVPN	
▪ World Link & direct link	
▪ Others	

## Fixed Voice

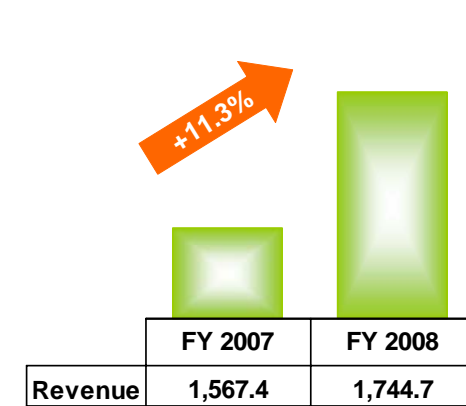
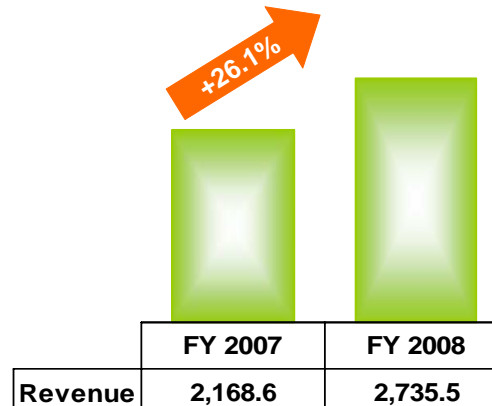
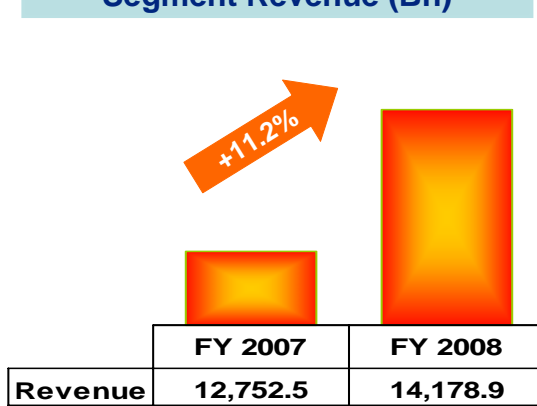
### IDD

Total Traffic:	1,958mm mnt	
Outgoing:	474mm mnt	
Incoming:	1,485mm mnt	

### StarOne

FY08 Subscribers:	762k	
Blended ARPU (Rp):	22.9k	

## Segment Revenue (Bn)



# Sound Balance Sheet to Support Growth

Leverage

Sound

Total Debt

21.8Tr

Net Debt

16.0Tr

•Gross Debt to Equity

125%

•Net Debt to Equity

92%

•Debt to EBITDA

233%

•Interest Coverage

519%

•USD

49%

•Rupiah

51%

•Bonds








48%

•Loans

52%

# 2008 Guidance

*The change in shareholding structure is not expected to have any significant impact on the existing company targets.*

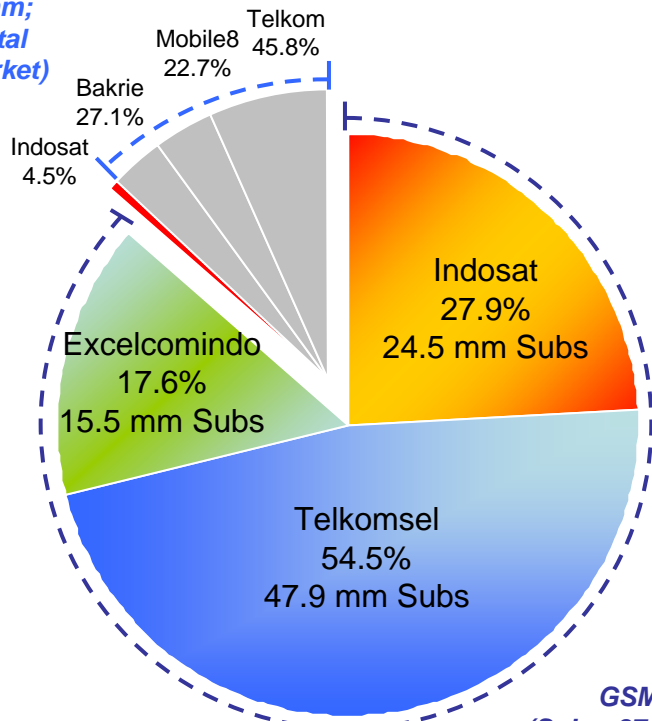
Total Revenue Cellular Revenue	13%-15% ; 10%-12%	13.2% 11.2%	
Subscriber Net Additions	At least 12 million subs	12 MN	
EBITDA Margin (over gross)	48%-50%	50.0%	
Fixed Data Revenue	30%-35%	26.1%	
Fixed Voice Telecom Revenue	8%-12%	11.3%	
ARPU	20%-25%	-27%	
Capital Expenditure (85% will be dedicated for cellular expansion)	US\$ 1.4 billion	US\$ 1. bn	

# Wireless Competitive Landscape

(Company's Estimate)

**FY 2007**

**CDMA**  
(Subs: 14 mm;  
13.5% of total  
wireless market)

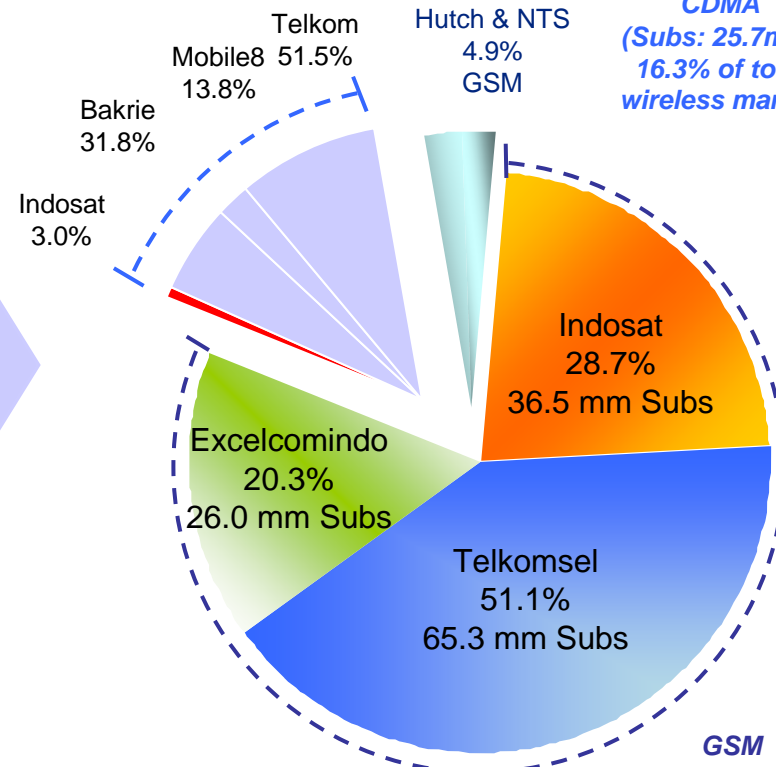


**GSM**  
(Subs: 87.9 mm;  
86.5% of total  
wireless market)

Note: Compared among three incumbent operators 2007 given minimal market share.

**FY 2008**

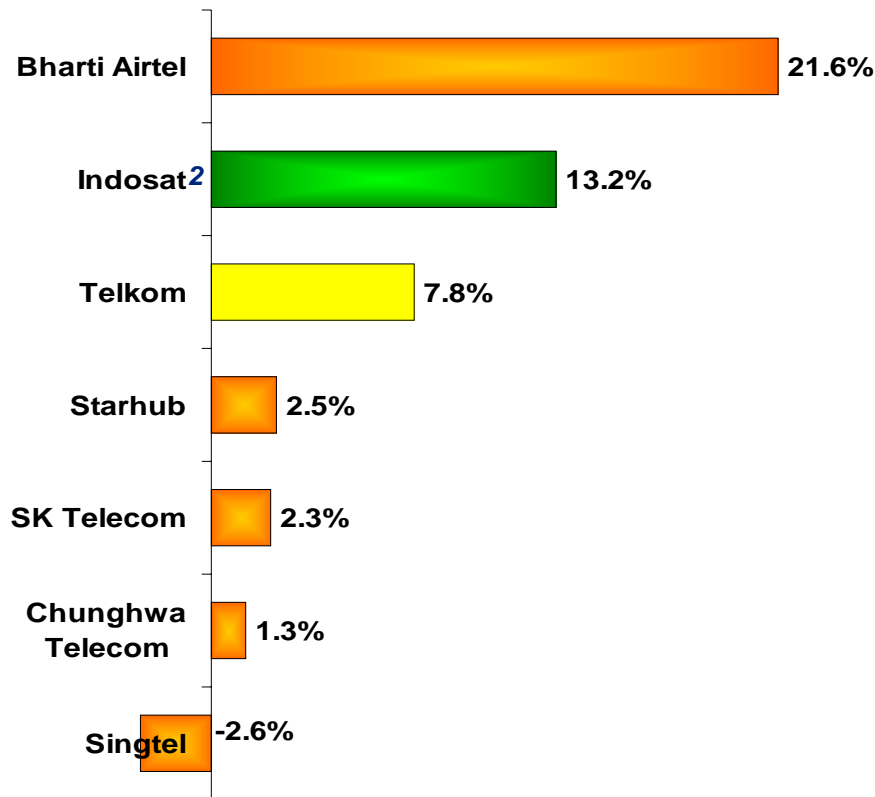
**CDMA**  
(Subs: 25.7mm;  
16.3% of total  
wireless market)



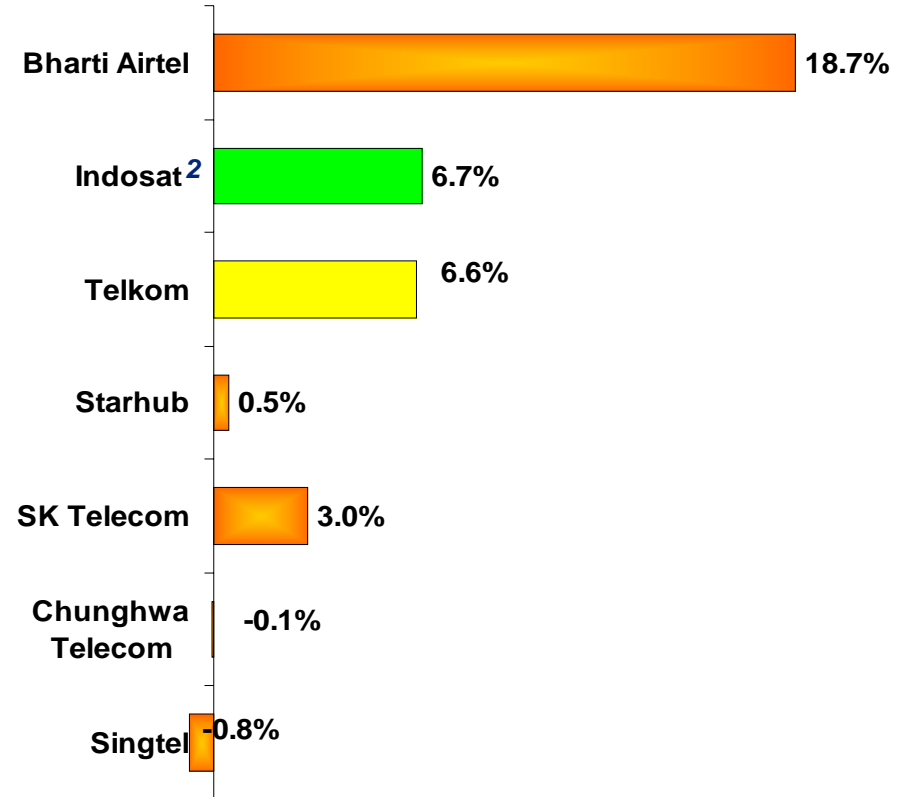
**GSM**  
(Subs: 131.5mm;  
83.7% of total  
wireless market)

# Revenue and EBITDA<sup>1</sup> Growth

## Revenue Growth



## EBITDA Growth



Note: (1) Bloomberg Estimates  
(2) Company Actuals

# Business Strategy

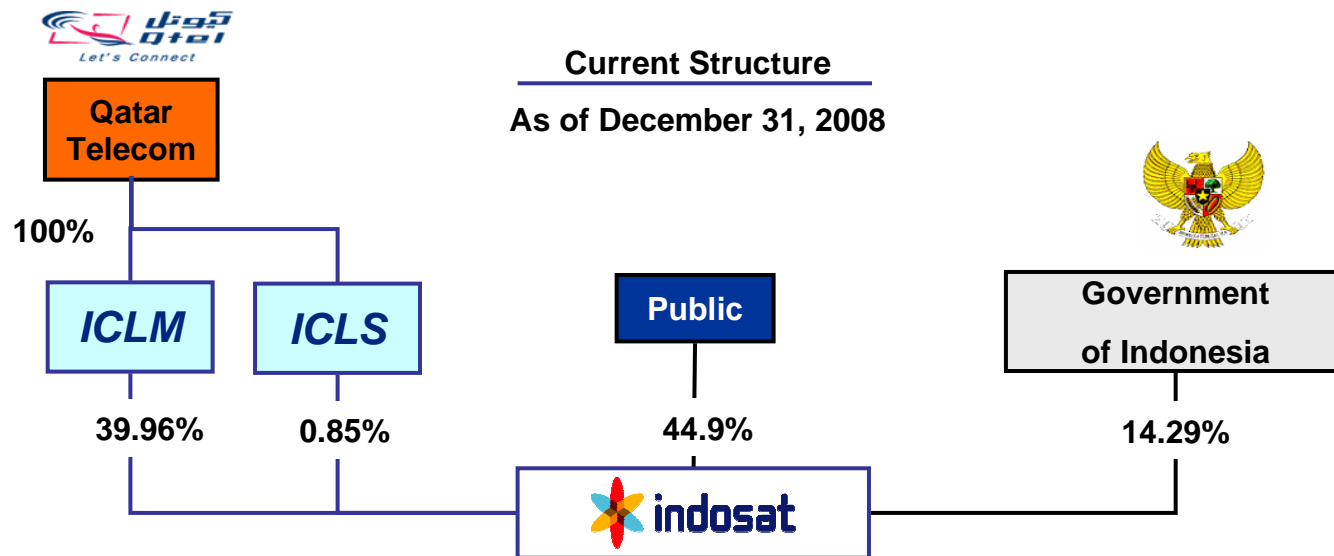
- **Cooperation with Qtel is expected to bring substantial in the form of sharing sector expertise and leveraging economic of scale.**
- **The change in ownership is not expected to entail a material shift in the strategy of the company with Indosat remaining committed to the communicated strategy :**
  - **Prudent network rollout**
  - **Product and service innovation**
  - **Enhancing the distribution network**
- **Indosat remains strongly positioned to lever its value proposition across of services while pursuing growth in all of its three key segments:**
  - **Cellular**
  - **Fixed Data**
  - **Fixed Voice**

# Content

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# Transaction Update

- June 6<sup>th</sup>, 2008 - Qatar Telecom (Qtel) signs a Share Purchase Agreement with STT to acquire an interest in Indosat
- June 22<sup>nd</sup>, 2008 - Qtel completes the acquisition of 40.81% of Indosat shares
- July 1<sup>st</sup>, 2008 - Qtel submits a Tender Offer statement to Bapepam with the intent to acquire all of the outstanding Series B Common Shares (except those shares owned by the Government)
- December 31<sup>st</sup>, 2008 - Qtel owns 2,217,590,000 Series B shares of Indosat representing approximately 40.81% of the total issued and outstanding shares in Indosat
- February 18<sup>th</sup>, 2009 - Close of Indosat Tender Offer



# Marketing Programs

IM3

**punya indosat**

Senangnya... :)  
bisa nelpon di jam sibuk

**Nelpon**  
Rp **0,1**  
per detik seharian

Gampang nelpon kapan aja!

**sinyal kuat** **indosat**

Kompas 1 hari (352x540mm)

**punya indosat**

**BlackBerry Bold™**

**GO BOLD NOW!**

Even Bolder and Faster with Indosat 3.5G Network

**41<sup>th</sup>**

**sinyal kuat** **indosat**

**BlackBerry**

3.5G

MP3 player

Video playback

Rich multimedia

MATRIX

MENTARI

**mudik**  
**punya indosat**

**Ribuan Kali Nelpon**  
Rp 1.000 per hari

mentari mudahnya berarti diajak!

Untuk pelanggan Mentari Sakti, pake-pake Ribuan kali nelpon sehari hanya Rp 1.000 per hari\*  
Tarif nelpon murah tetap Rp 5/etik dan Rp 99/SMS ke semua operator se-Indonesia

**MENTARI** **indosat**

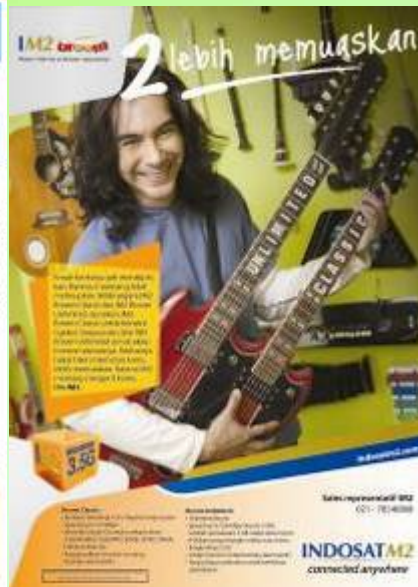
\* Untuk pelanggan Mentari Sakti, sedang dan aktif selanjutnya 10.000 - 21.000. Layanan 24x7, 24x7 dari 08.00 - 20.00 per hari.  
\* Untuk wilayah Sumatera, Kalimantan, Sulawesi, Papua, dan Irian Jaya berlaku tarif Rp 2.000. Cekrate untuk mentari Rp 1.000 per hari ke semua operator.

# Marketing Programs

## 3.5G



Postpaid  
By Indosat



prepaid  
By IM2

## StarOne



## FlatCall



# Indosat - Sharia Certified



I-Phone



**Sharia Compliance certification has been issued by the National Sharia Board (DSN-MUI) for 10 of Indosat's brands**

# Corporate Social Responsibility



**INDONESIA BELAJAR (Education)** Plan for new “Multimedia School Programs”, continue 3<sup>rd</sup> year of National Workshop for Science and Mathematic Teachers, continue 3<sup>rd</sup> year of Archery Sport Education for Junior, prepare the 3<sup>rd</sup> annual Indosat Wireless Innovation Contest, continue student scholarships.



**INDOSAT PEDULI (Social & Disaster Support)** Kampung Siaga Indosat in Manggarai Jakarta, Ramadhan Donation for Orphanages and Muslim Group in High School



**BERBAGI BERSAMA INDOSAT (Marketing Donation)** SMS Donation Program during Ramadan, call donation program during Independence Day



**INDONESIA SEHAT (Health for Woman & Children)** 16 Mobile clinics are now ready to operate in 8 regions with facilities of USG and inhalation equipment. The program now serves 27,000 woman, 42,300 children and 20,000 elderly people.



**ALTERNATIVE ENERGY(Solar, Wind & Biodiesel BTS)** Initial trial finalized with implementation now poised for more BTS in East Indonesia

# 2008 Awards

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## Best Contact Center 2008 – May 9th

In eleventh category as Best Operation, Best Design Technology, Best Infrastructure & Best Contribution

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## The Asian Wall Street Journal Award 2008 – May 9th

Ranked 6<sup>th</sup> Overall and 5<sup>th</sup> in Innovation amongst Indonesian company rankings

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## Islamic Finance Award 2008 – May 10th

Awarded the largest and most active Sukuk issuer in 2008

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## 2007 Vision Award for Annual Report – July 14<sup>th</sup> (3Q-08)

League of American Communications Professionals (LACP) competition

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## Annual Report Award 2007 – August 12<sup>th</sup> (3Q-08)

Awarded for “Best Private Non-Financial Listed” company

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## Indonesia’s Best Wealth Award 2008 – September 14<sup>th</sup> (3Q-08)

Best Wealth Creator Award 2008

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# Recent Developments

**Fitch Ratings-Singapore/Seoul-25 February 2009:** Fitch Ratings has today upgraded PT Indosat Tbk's (Indosat) Long-term foreign currency Issuer Default Rating (IDR) to 'BB+' from 'BB-' (BB minus) and Long-term local currency IDR to 'BBB-' (BBB minus) from 'BB-' (BB minus). The Outlook is Stable. At the same time, the ratings on Indosat's senior unsecured notes programme have been upgraded to 'BB+' from 'BB-' (BB minus).

**Tender Offer process has finished at February 18, 2009 in Indonesia Stock Exchange (IDX) and New York Stock Exchange (NYSE)**

**The allotment of the tender offer is still in process**

**Payment to the participants of Tender Offer will be done at March 5, 2009**

# Thank You

