

General Announcement::Singtel Investor Day 2015

Issuer & Securities

Issuer/ Manager	SINGAPORE TELECOMMUNICATIONS LIMITED
Securities	SINGTEL - SG1T75931496 - Z74
Stapled Security	No

Announcement Details

Announcement Title	General Announcement
Date & Time of Broadcast	03-Jun-2015 06:40:35
Status	New
Announcement Sub Title	Singtel Investor Day 2015
Announcement Reference	SG150603OTHR1DJJ
Submitted By (Co./ Ind. Name)	Lim Li Ching (Ms)
Designation	Assistant Company Secretary
Description (Please provide a detailed description of the event in the box below)	Please see the attached presentation slides on Singtel Investor Day 2015: - AIS - Bharti Airtel - Globe - Telkomsel
Attachments	SingtelInvestorDay2015-AIS.pdf SingtelInvestorDay2015-BhartiAirtel.pdf SingtelInvestorDay2015-Globe.pdf SingtelInvestorDay2015-Telkomsel.pdf Total size =6174K

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Advanced Info Service Plc.

Singtel Investor Day

3 June 2015

From Telecom Service Provider to Digital Life Service Provider



- ✓ Largest telecom infrastructure in Thailand
- ✓ Core element in digital era of “IoT”

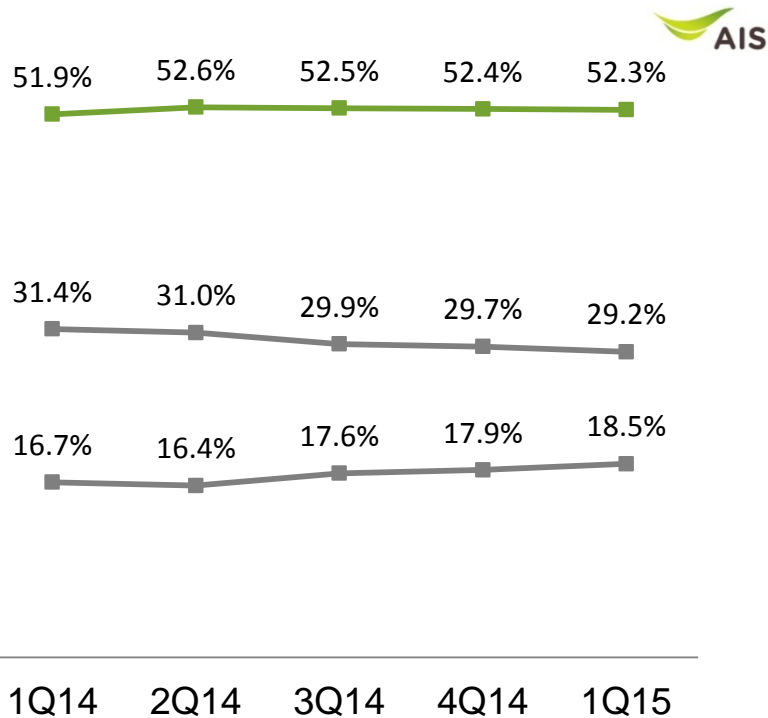
- ✓ New business growth
- ✓ Driven toward convergence
- ✓ Operating synergy with mobile business

- ✓ New source of revenue
- ✓ Support mobile and fixed broadband business
- ✓ Partnership model

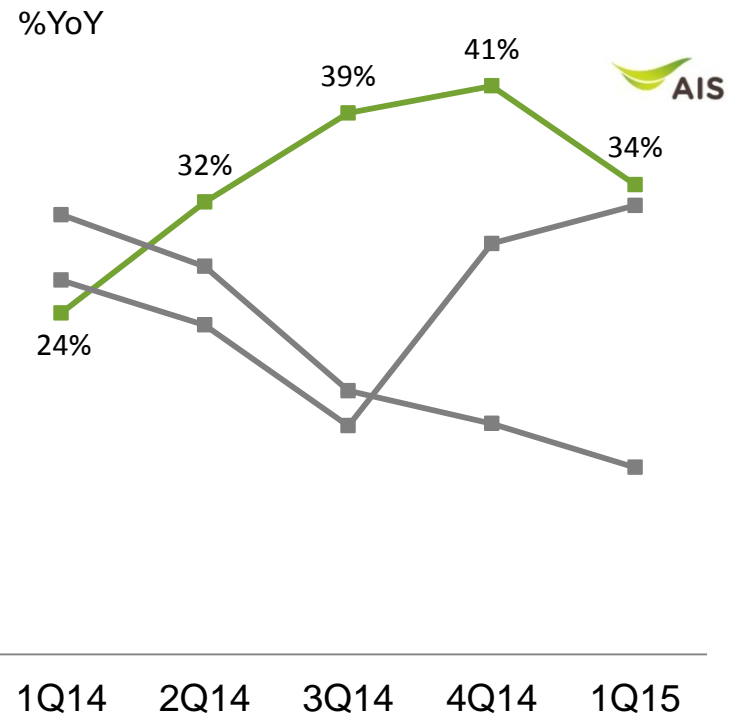


Revenue market share stabilized by high data growth

No.1 mobile operator in Thailand



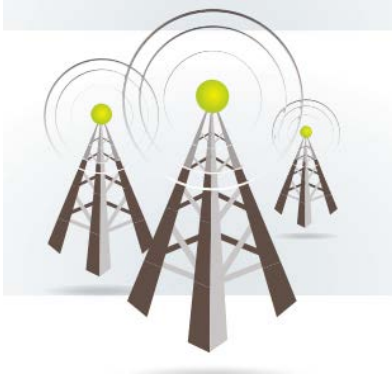
Non-voice grew strongly relative to peers



Strengthening mobile business in 2015

- ✓ **Maintain market share** with competitive offerings
- ✓ **Enhance network quality** to meet customers satisfaction by installing small cells and Super Wifi
- ✓ **Increase 3G device penetration** in mid-to-low tier segment by launching mid-tier smartphones and low-tier 3G feature phones
- ✓ **Renovate and expand more shops** to enhance customers experience
- ✓ **Acquire more spectrums** to develop the technology and increase capacity

Continued strengthening network focusing on customer experience



- ✓ **22,800** 3G base stations including small cells
 - ✓ **97% population coverage** since mid-2014
-

- ✓ **AIS Super WiFi** 650 Mbps, faster than 4G
 - ✓ **33,000** total AIS WiFi APs
 - **2,000** AIS Super WiFi APs
-



Increase 3G device penetration to 70%



LAVA 5.0" PRO
4,790 Baht

Mid-tier

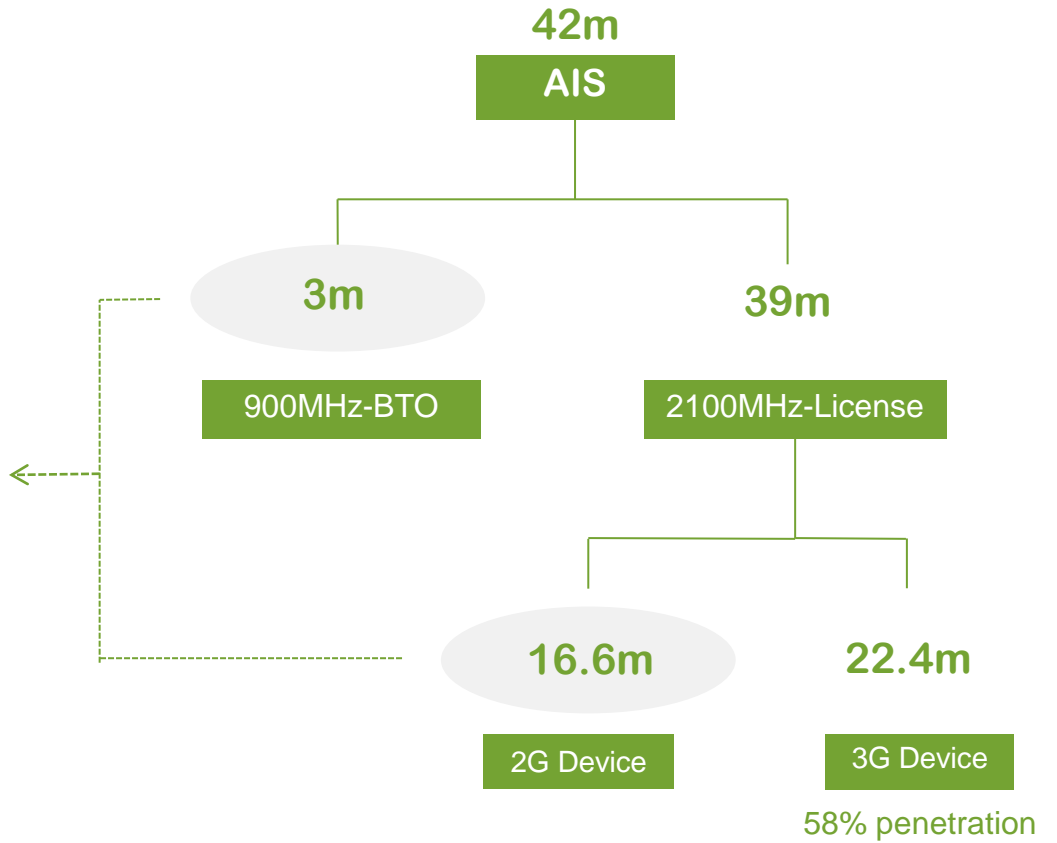
- Low cost, high-spec smartphones
- Varieties of smartphone with attractive prices ranging from Bt1,690-Bt4,790



AIS Ola pop
799 Baht

Low-tier

- Budget 3G feature phone
- AIS customers
- Trade-in 2G phone
- Pay Bt200 (if ARPU > Bt50) or Bt400 (if ARPU < Bt50)
- Free airtime of Bt200 or Bt400



AIS officially launched Fixed Broadband

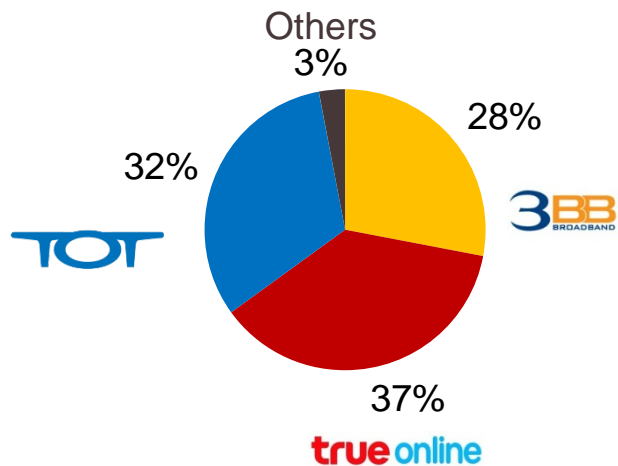


Download/Upload Speed	Monthly Fee (Baht)	Free! AIS PLAYBOX	
		HOOQ	TV
15/5 Mbps*	590	1 Month Free	Enjoy switching to more than 100 channels, with high satellite quality. Live TV or recorded TV programs, AIS PLAYBOX has it ALL!!
20/7 Mbps	750		
30/10 Mbps	1,190		
50/20 Mbps	1,990		
100/40 Mbps	3,990		
200/60 Mbps	6,990		
500/100 Mbps	13,990		
1Gbps/200 Mbps	27,990		

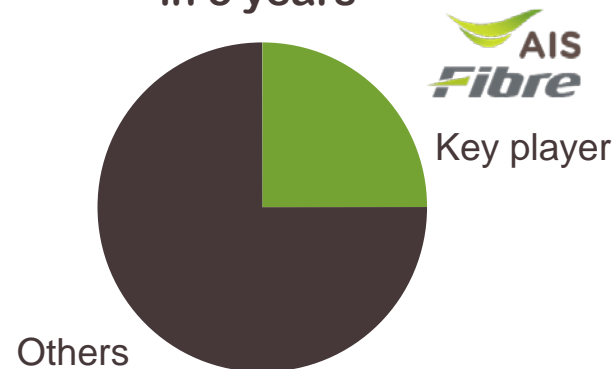
- Officially launched on **27th April**: Bangkok, Chiang Mai, Nakhon Ratchasima, Udon Thani, Khon Kaen, Phuket, and Hat Yai
- Technology: **FTTx**
- Target: **80,000** subs in the first year,
- Now: **5,200** subs
- CAPEX in the first year: **Bt1bn**
- CAPEX for the first phase: **Bt4.6bn**

Fixed Broadband landscape in Thailand

5mn subscribers



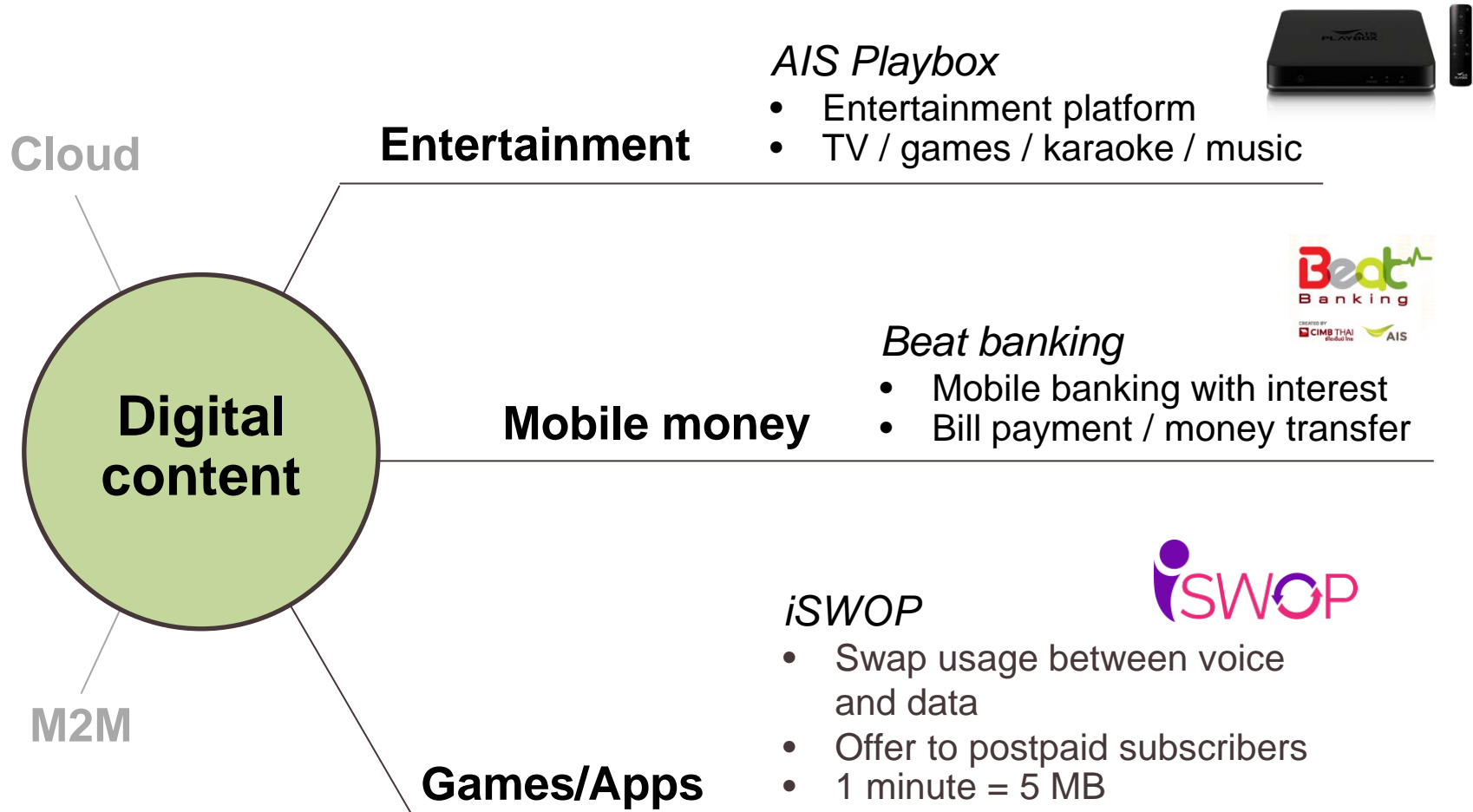
7mn subscribers
in 5 years



Technology	DL Mbps	UL Mbps	Price /month (Bt)	Technology	DL Mbps	UL Mbps	Price /month (Bt)	Technology	DL Mbps	UL Mbps	Price /month (Bt)
Docsis	15	1.5	599	ADSL	10	0.512	590	ADSL	10	1	590
Docsis	30	3	1,299	ADSL	15	1	900	ADSL	13	1	690
Docsis	50	5	2,799	VDSL/FTTx	30	3	1,200	ADSL	15	1	990
Docsis	100	10	4,999	VDSL/FTTx	50	10	2,500	FTTx	30	3	1,290
Docsis	200	15	9,999	FTTx	100	30	5,900	FTTx	40	5	2,200
				FTTx	200	50	9,900	FTTx	50	5	3,500

Live digital, Live more

launched new products and many more to come



AIS Shop: Toward Digitization Base



Service on mobility

- One-stop service via iPad
 - Prepaid identification, register new SIM, or buy a new phone

Service on intelligent Kiosk

- Payment Kiosk
- Service Kiosk
 - change SIM
- Vending Kiosk
 - buy AIS premium stuff

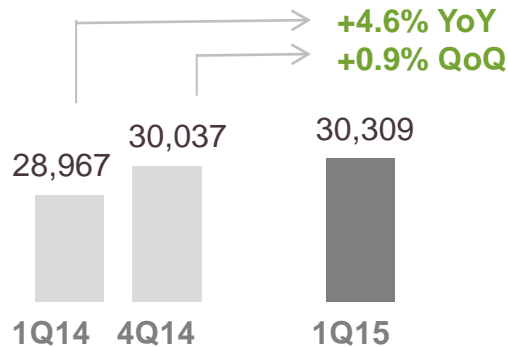
Service by Digital Life Guru

- Well-trained staff with knowledge of AIS' Digital Life Service, new market trend, and service mind

1Q15 financial highlight

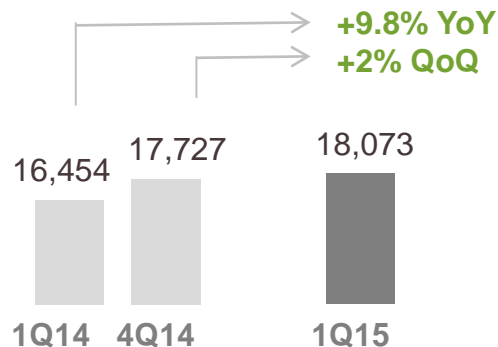
(Unit: Bt mn)

Service revenue ex. IC



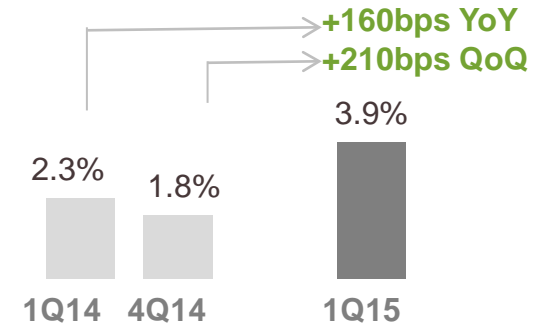
- driven by growth in mobile data

EBITDA



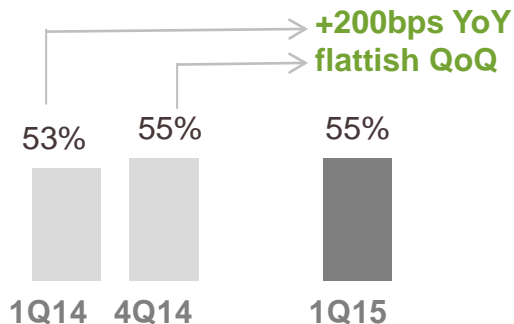
- YoY, lower regulatory cost
- QoQ, lower marketing expenses

Sales margin



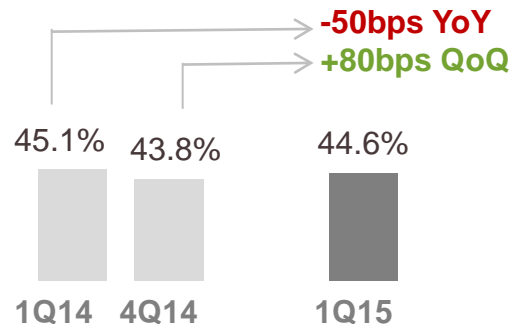
- margin gained from iPhone 6 and LAVA sales

% Service EBITDA margin



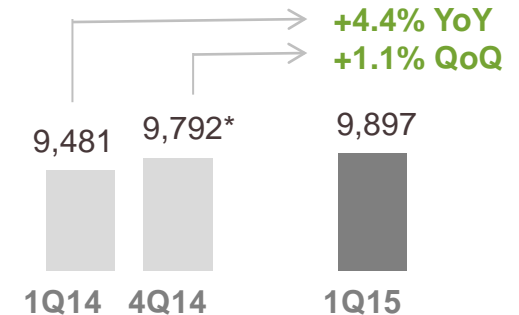
- YoY, improving revenue and lower regulatory cost
- QoQ, lower marketing expenses offset by higher other costs

% EBITDA margin



- YoY, dropped from higher sales
- QoQ, rose from higher sales margin

Net profit

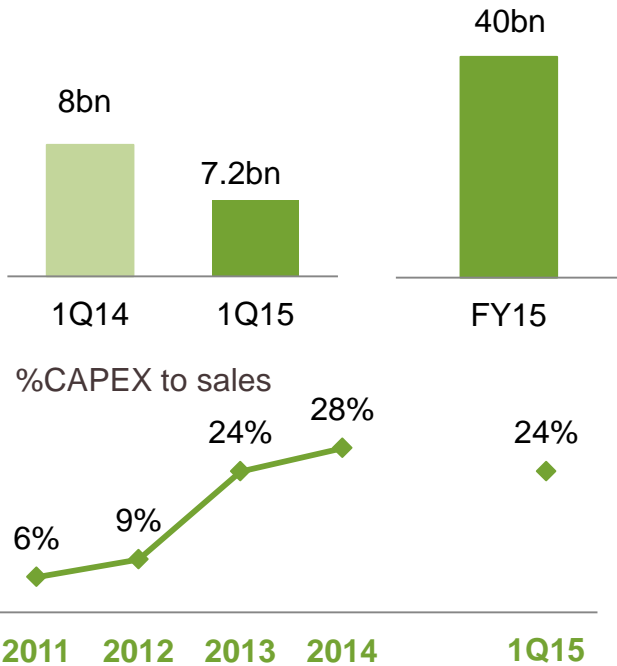


- YoY, growing EBITDA offsetting higher D&A and finance costs
- QoQ, improving EBITDA, FX gain, and lower tax expense

*normalized

CAPEX maintained at Bt40bn

Keeping on investing in network to enhance customer experience (excluding 4G investment)



Strengthening mobile



29,000 BTS including small cells

Super Wifi

Available today for customers starting in major department stores, universities and many communities

12,000 APs
650 Mbps, faster than 4G

Rolling out FBB



1bn for 250,000 homepasses and 80,000 subs

Expanding shops



Guidance for 2015 (maintained)



Service revenue

- grow 3-4%
-

Device sales

- grow 10% with margin close to zero
 - 70% 3G device penetration
-

EBITDA margin

- increase by 100-200 bps
 - marketing cost remained 4% of total revenue
-

CAPEX

- Bt40bn
 - Additional 3G BTS, fiber optic rollout, and shop renovation and expansion
 - D&A is expected to increase by 10%
 - This excludes budget for 4G auction & investment
-

Dividend

- maintained 100% dividend payout
-

Disclaimers



Some statements made in this material are forward-looking statements with the relevant assumptions, which are subject to various risks and uncertainties. These include statements with respect to our corporate plans, strategies and beliefs and other statements that are not historical facts. These statements can be identified by the use of forward-looking terminology such as “may”, “will”, “expect”, “anticipate”, “intend”, “estimate”, “continue” “plan” or other similar words.

The statements are based on our management’s assumptions and beliefs in light of the information currently available to us. These assumptions involve risks and uncertainties which may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Please note that the company and executives/staff do not control and cannot guarantee the relevance, timeliness, or accuracy of these statements.



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Bharti Airtel

**Management Presentation – Singtel
Investor Day**



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Actual results, performances or events may differ materially from these forward-looking statements including the plans, objectives, expectations, estimates and intentions expressed in forward looking statements due to a number of factors, including without limitation future changes or developments in our business, our competitive environment, telecommunications technology and application, and political, economic, legal and social conditions in India. It is cautioned that the foregoing list is not exhaustive

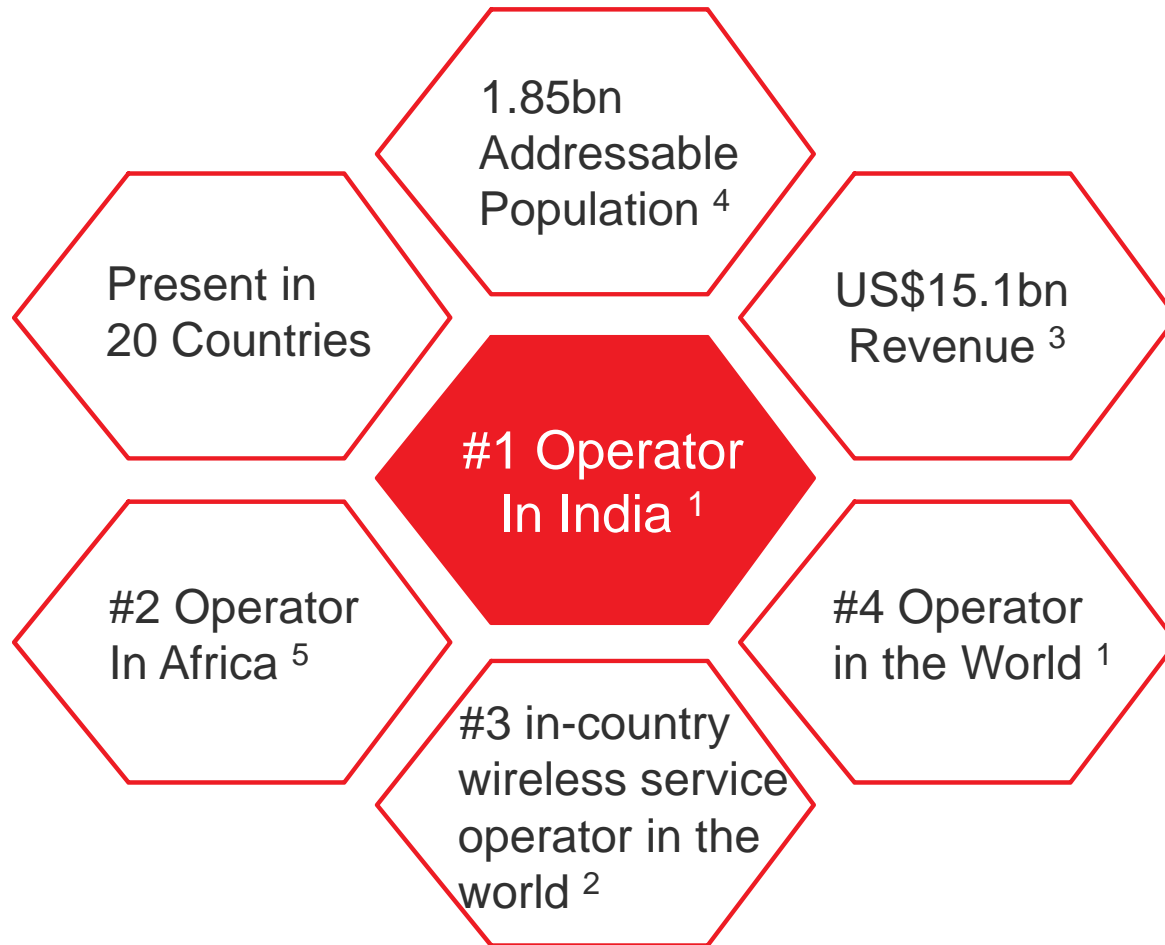
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Certain numbers in this presentation have been rounded off for ease of representation

Investor Relations :- <http://www.airtel.in>
For any queries, write to: ir@bharti.in



Bharti Airtel



Source: TRAI and Informa Telecoms and Media

Notes:

1. As of Dec 31, 2014
2. Based on proportionate equity subscriptions with data from Informa Telecoms and Media. In-country wireless operator refers to single country subscribers
3. FY2015 Revenue
4. Combined population for the regions in which Airtel has a footprint
5. As measured by proportionate equity subscription in a single country, according to 2014 Informa Telecoms and Media



Highlights



1

Diversified operator with dominant position in marketplace

2

Large residual opportunity with bulk investments in place

3

Growth Strategy: Voice Secularity, Mobile Data and New Services

4

Focus on customer stickiness with increasing postpaid share

5

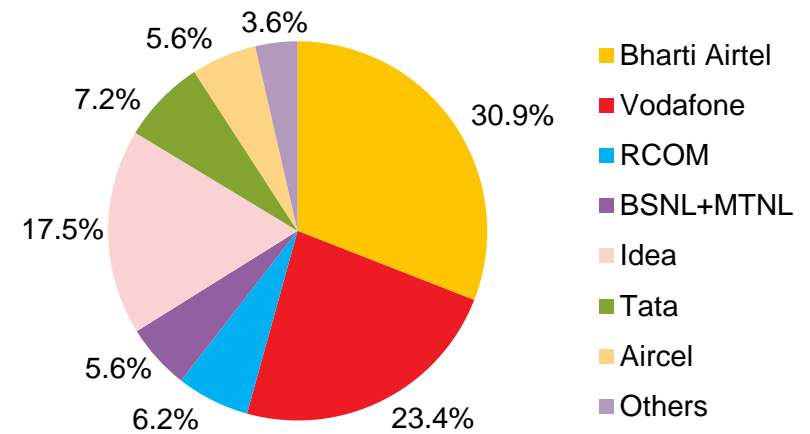
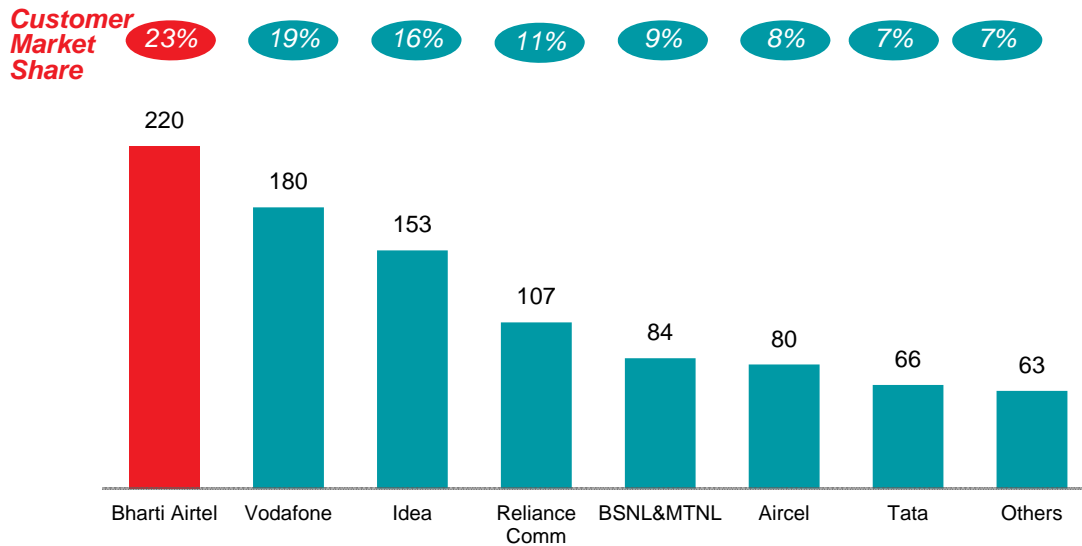
Focus on generating efficient utilization on operating and capital expenditures

1

The Leading Indian Wireless Operator

23% Wireless Subscriber Market Share¹

31% Wireless Revenue Market Share²



Airtel has leadership in 17 circles of the total 22 circles (rank 1 or 2) with average RMS of 36.4% in these circles



Source: TRAI

Notes:

1. As of Jan 31, 2015
2. For quarter ended Dec 31, 2014. Calculated on the basis of Gross Revenue for UASL + Mobile +CMTS licenses

2 India: Investments To Yield Results

Nominal Value of liberalized spectrum at USD 12 billion¹

Industry leading revenue² yield/MHz at 2x avg with same cost/MHz

Wide spectrum presence: 16.1%³ spectrum market share

Largest optical fiber network amongst private players

Prime spectrum to yield data growth: Virtually Pan India 3G & 4G



Source:

1. Including Qualcomm licenses, excluding administered spectrum
2. Annualized 9M Revenues for FY15, Utilization based on 2G/3G spectrum
3. Ex 20 MHz BWA spectrum holding in 8 circles

2

India: Strong Spectrum Position

Bharti Airtel's Spectrum Position

Spectrum Band	Industry Spectrum (MHz)	Industry Spectrum ex BSNL/MTNL (MHz)	Spectrum held by Bharti (MHz)	Bharti spectrum Market Share ex BSNL/MTNL
900	439.6	295.2	116.4	39.4%
1800	955.3	877.3	177.1	20.2%
2100	535.0	425.0	100.0	23.5%
2300	660.0	440.0	80.0	18.2%

Spectrum Holdings

- ✓ Spectrum across 900/1800/2100/2300 bands, more or less fungible across technologies
- ✓ Hold 553.5 MHz (393.45 MHz paired & 160 MHz unpaired) spectrum
- ✓ During Mar'15 auctions, the company spent ~58% of the overall spend on acquiring growth spectrum
- ✓ Only operator with pan India 3G & 4G footprint - widest broadband footprint in India.
- ✓ Bharti has rolled out 3G and 4G services - with over 17 million 3G customers and close to 300,000 customers in 4G LTE across 19 cities

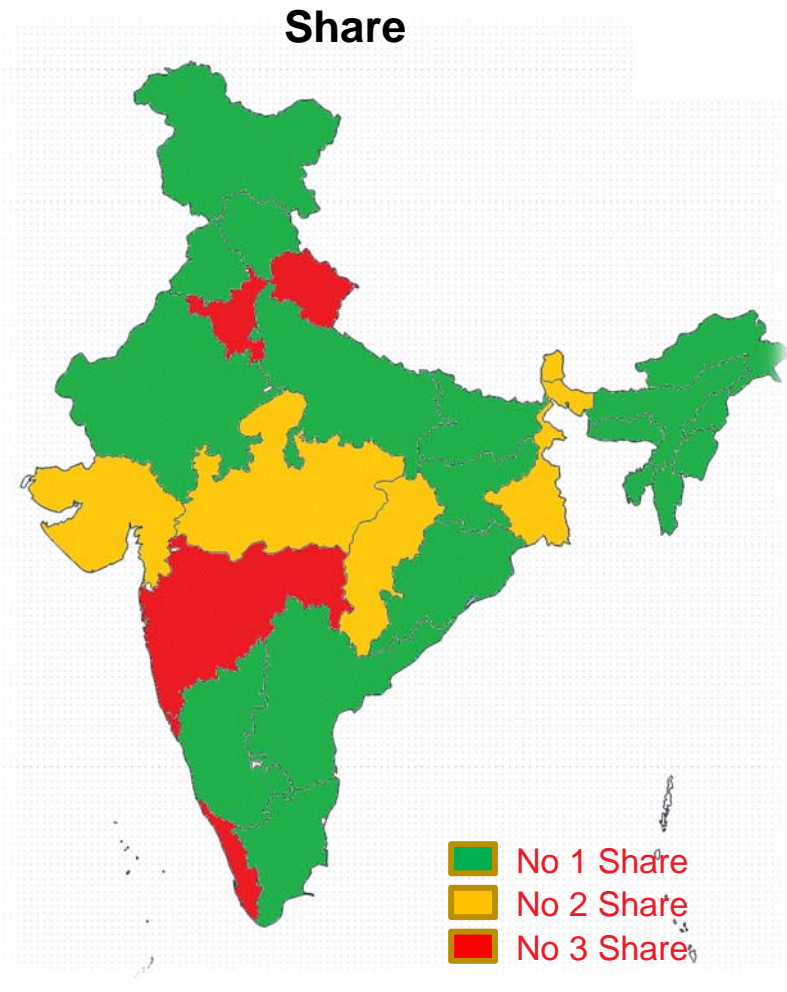
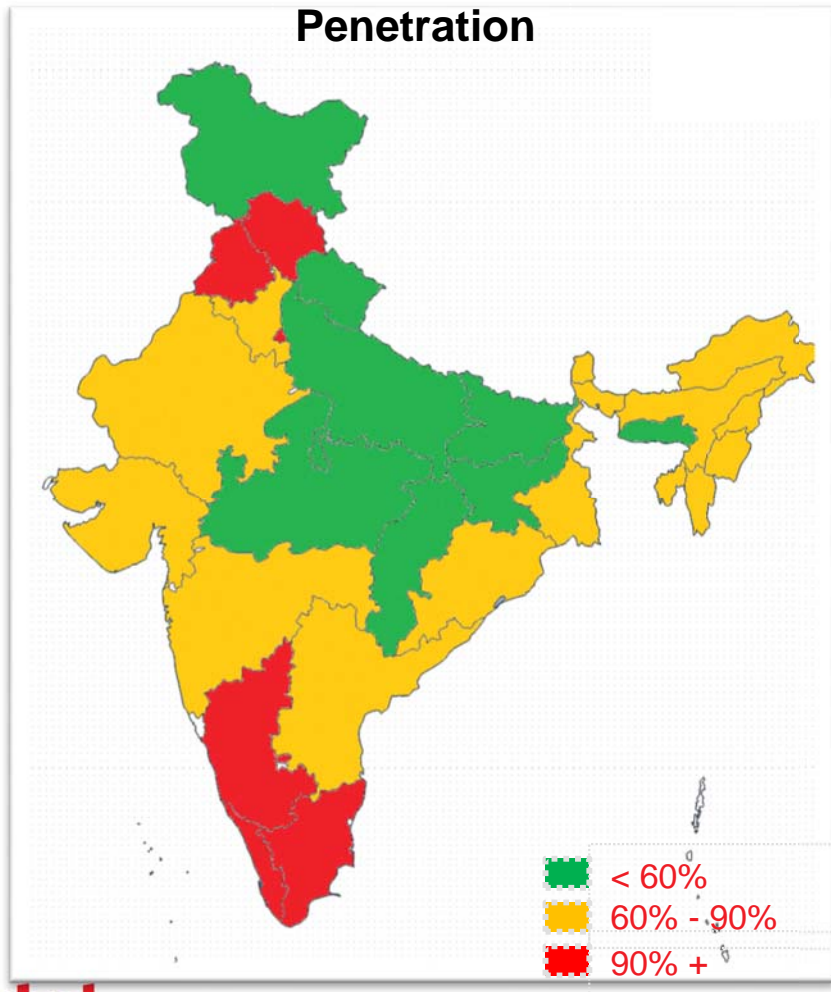
Bharti Airtel plans to leverage its existing network and superior spectrum position for data roll-outs



Source: TRAI, Department of Telecom, Company Filings

2

India: Incumbent with Growth Opportunity



2

Africa: Geographical Opportunity & Performance



Mobile Penetration(%)	Number of Countries
< 60%	8
60% - 90%	6
> 90%	3

Market Position	Number of Countries
# 1	8
# 2	6
# 3	3

Number of competitors	<=2	3	>=4
No. of countries ¹	9	6	2

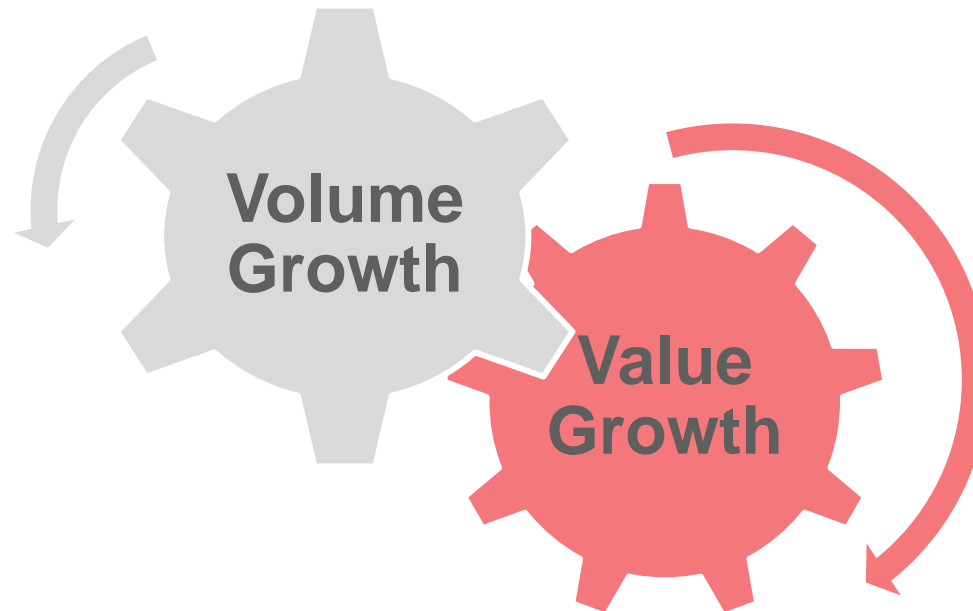
Through organic as well as in-country acquisitions we are #1 or #2 in 14 markets



Source: Company data, CIA World Factbook, World Bank
Note: 1. Only GSMA telecoms considered

3

Growth Lever: Voice Secularity



Carries over 1 trillion minutes
Secular Volume growth Y-o-Y

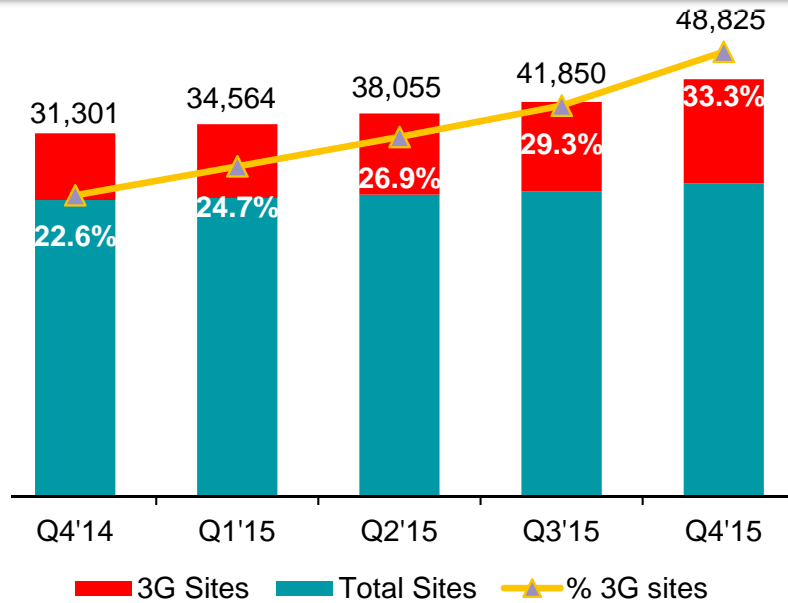
Significant gap between realized and rack rates
(VRPM up 3.5% from trough of 35 paise)
1 paise upside adds \$200 mn to top line

Significant headroom for value as well as volume upside on a secular basis

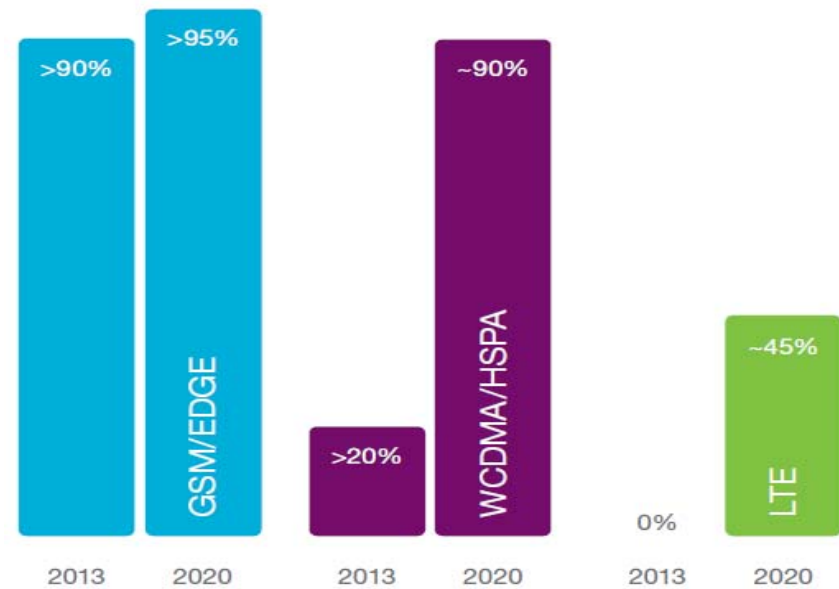
3

Data Opportunity: Largest Data Network In India

3G sites up 56.0% YoY ¹



Expected Population Coverage Growth ²



4G services launched

- Launched in 19 cities in India on mobiles, mifi, dongles, home wifi routers
- Africa's first 4G service: 4G launch in the Seychelles
- Partnering Nokia Networks to launch ultrafast 4G services in India's first FDD-LTE on 1800 MHz across 6 circles

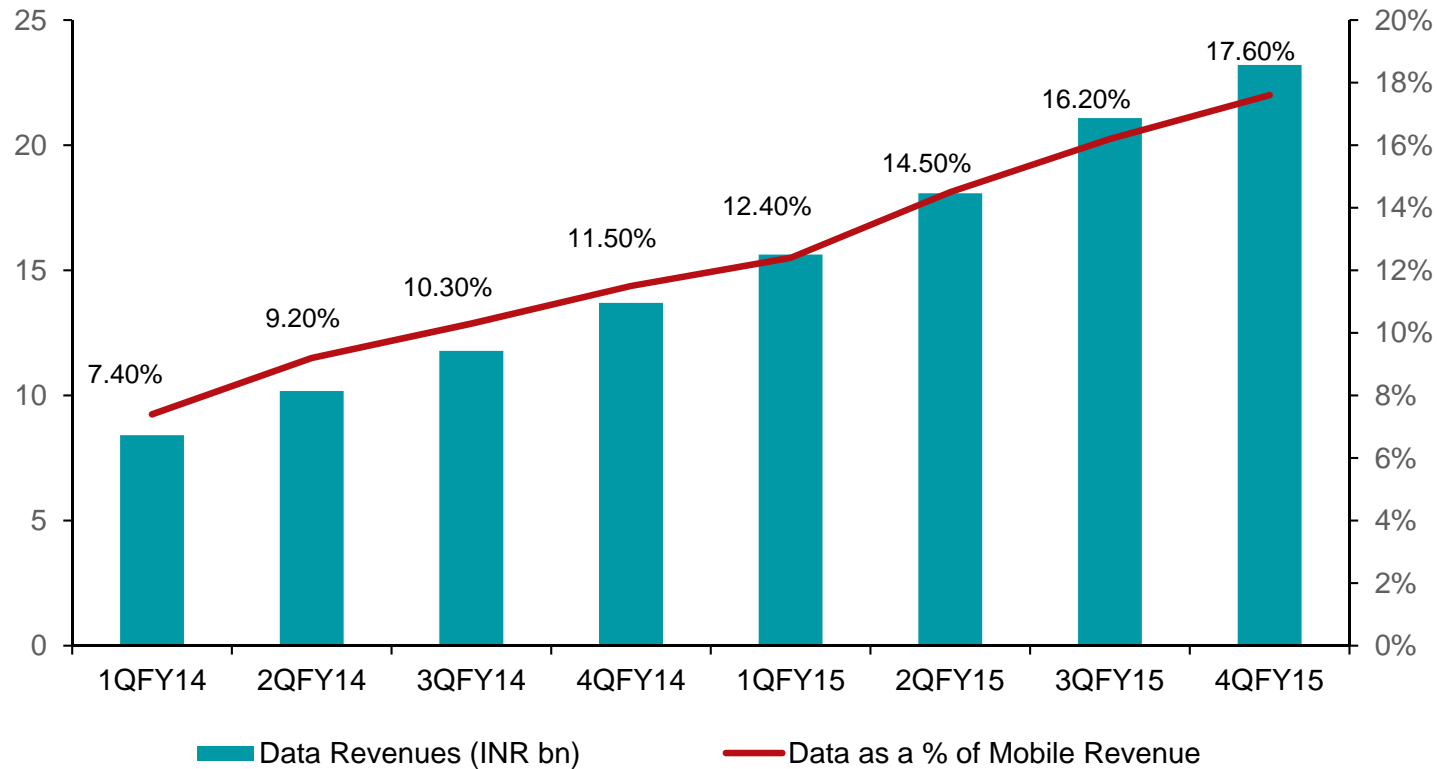


Source:

1. Company filings
2. Ericsson

3

Annualized Data Revenues Surpassed \$1.5bn



Source:

1. Company filings

3

Growth Story: Airtel Money, Wynk, Industry First Initiatives

Airtel Money

- Offered in India and all 17 opcos in Africa
- KPI: Africa (Q4FY15)
 - Sub base of 6.2 million (up 1.8x YoY), transaction Value: \$2,925 million (up 31% YoY)

Wynk

- Carrier agnostic music app with a curated library of 1.8 million songs
- 5 million downloads in just 6 months of launch

One Touch Internet

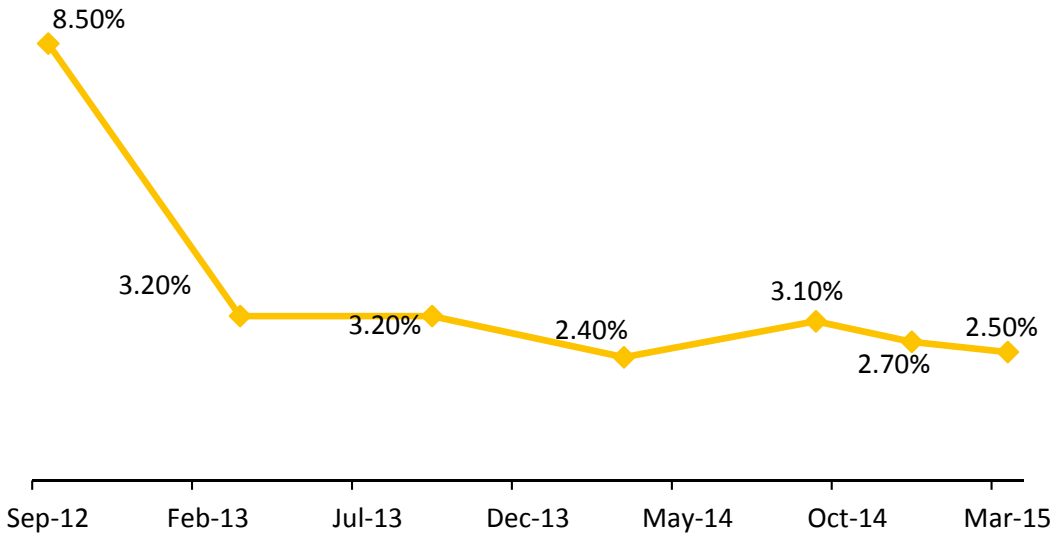
- Makes internet discovery easy for first time users
- 53 million page views within 4 months of launch
- Accredited as “Best Mobile Service of the Year for customers” at GSMA Global Mobile Awards 2015 at Barcelona



4

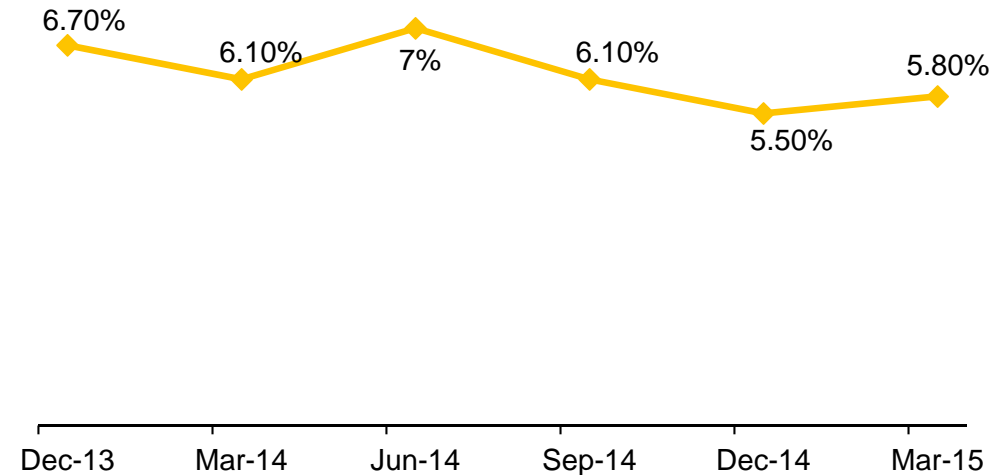
Quality Subscriber Acquisitions

India: Churn %



- Airtel has industry wide lowest churn at 2.5%
- Led to rationalization of Gross Acquisition Costs driving INR 10bn savings

Africa: Churn %



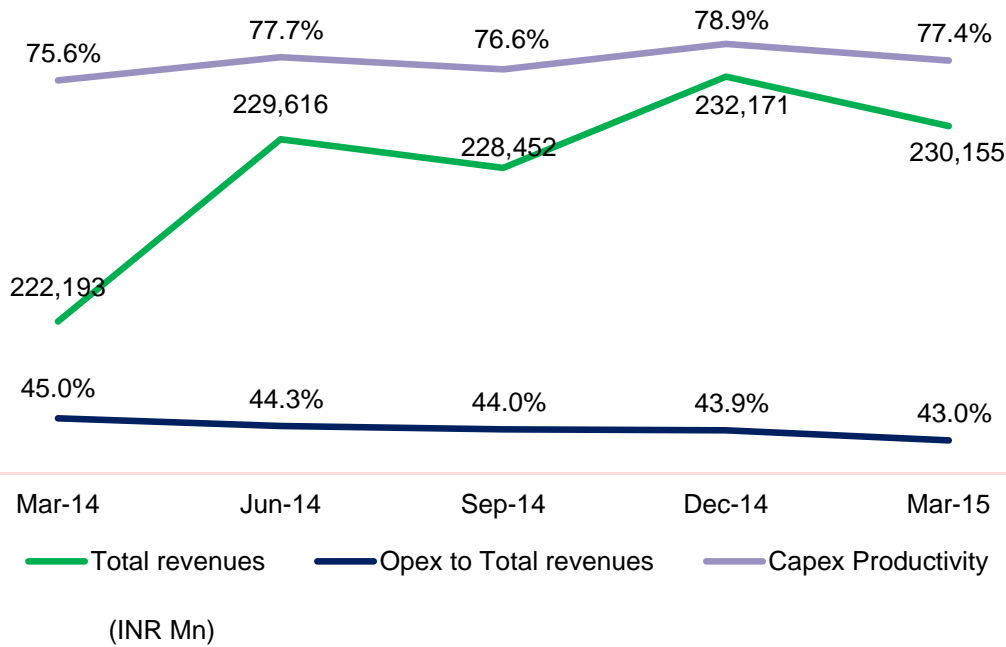
- In Africa, churn % decreased from 7% to 5.8% YoY



Source: As per company's reported numbers

5

Focus On Efficient Utilization Of Opex/Capex



- Invested for growth -> yielding results
- Passive Infrastructure sharing
- Divestment of towers in Africa underway

Increasing Operating and Capital expenditure productivity



THANK YOU



Globe

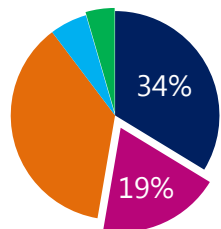
Singtel Investor Day

3 June 2015 | Shangri-La Hotel Singapore

The Philippines has a dominant young demographic, who are digitally savvy and highly engaged in social networking, providing a strong platform for mobile data growth.

Filipinos of ages 24 and below comprise ~53% of total population...

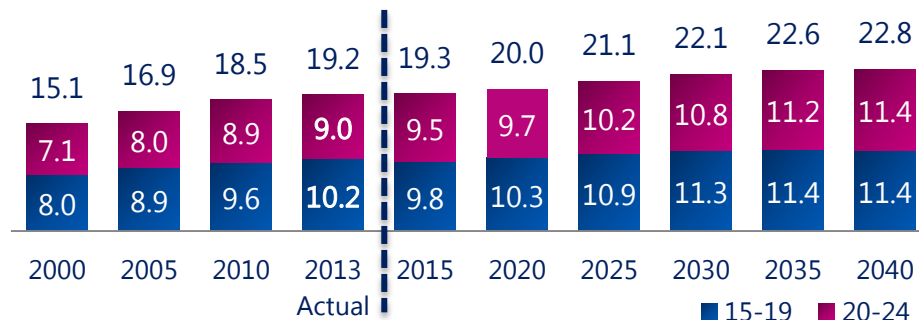
Percentage of Youth 2014 estimate



■ 0-14 ■ 15-24 ■ 25-54 ■ 55-64 ■ 65+

...and is still expected to grow over the next three decades

Youth Population (2000-2040)



Among youth...

- 78%** Have cellphones
- 60%** Use the internet regularly
- >50%** Have social network and Email accounts

The Philippines is dubbed the "Social Networking Capital of the World" (and prior to this, the "SMS Capital of the World")

97% reach



81% reach

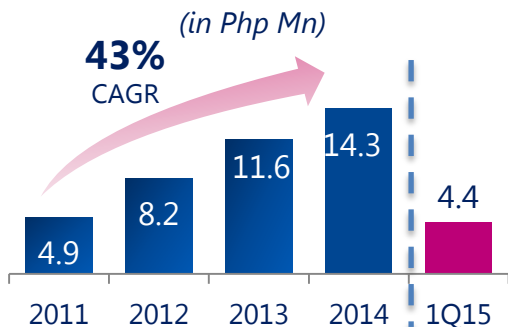


Photo sharing at **36.5%** reach higher than worldwide average (33.5%)

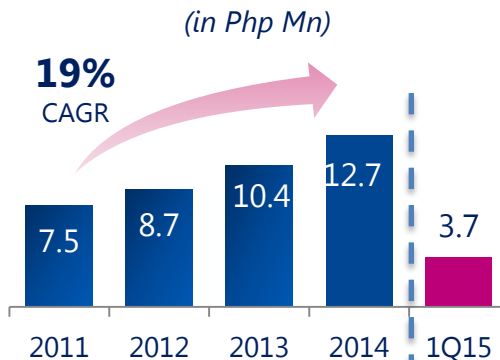


Supported by Globe's commitment to providing superior network coverage and reliability, data service is the key growth driver

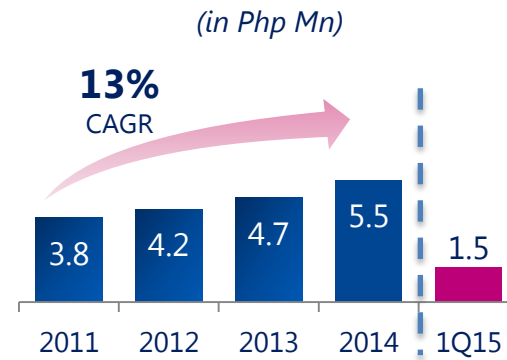
Mobile Browsing and Other Data Revenues



Broadband Revenues



Fixed Line Data Revenues



* Includes mobile browsing, VAS, GCash and other mobile content

Globe is the first telco to use Huawei's SingleSON Solution



Globe Network 100% equipped with 3G and 4G Technology



OpenSignal cites Globe's superior network in terms of download speed and reliability in 9 out of 10 key Philippine cities



*Source: <http://opensignal.com/>

OpenSignal

Spearheading the growth in data adoption, Globe is the preferred brand for the Filipino's digital lifestyle choices

We bring new innovations and partnerships to remain relevant to data users, being the preferred mobile brand for data services

ENTERTAINMENT

Tattoo On-The-Go with HOOQ

With Tattoo Postpaid Plans, stream or download thousands of movies and TV shows on your mobile device.



Globe-Disney partnership

Globe customers will now have access to an array of Disney content offerings



MUSIC

GoSURF + Spotify

Register to GoSURF to enjoy consumable internet plus Spotify.



70% of all Spotify subscribers in the Philippines use the service with Globe



SPORTS

NBA League Pass

Watch NBA games by subscribing to GoSURF 50 and higher denominations



SOCIAL NETWORKING



We are revolutionizing the retail experience of customers by introducing new Gen3 stores that provide superior interactive services



SM North EDSA, Quezon City,
Metro Manila

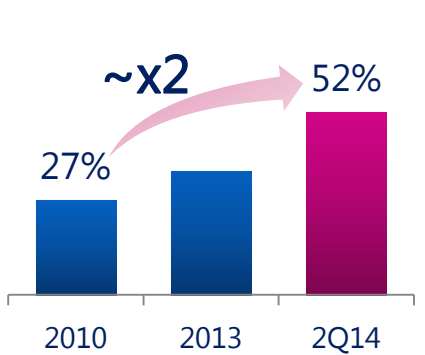


Limketkai Mall, Cagayan de
Oro City, Misamis Oriental

To meet sustained demand for connectivity, broadband presents a unique opportunity for near-term growth, to be enabled by further CAPEX investments

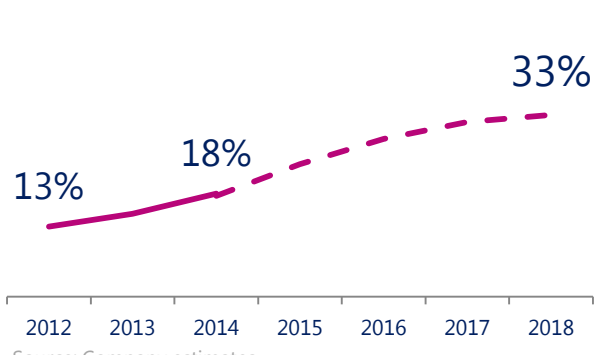
Low penetration rates present opportunities for significant growth in broadband

Internet Penetration Rate



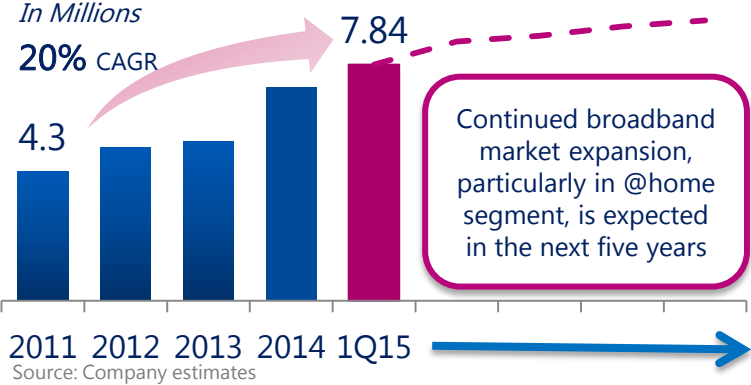
Source: Nielsen Pinoy Netizen Report

Household Penetration Rate



Source: Company estimates

Broadband Industry Subscribers

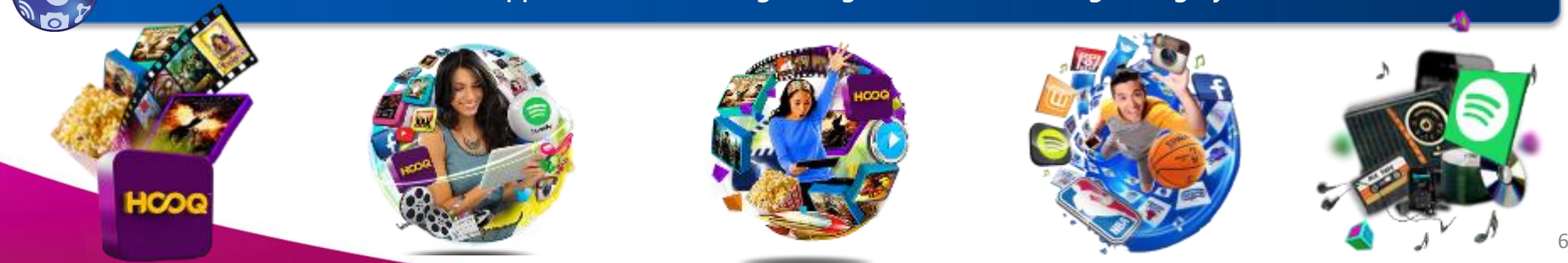


Source: Company estimates

Continued broadband market expansion, particularly in @home segment, is expected in the next five years

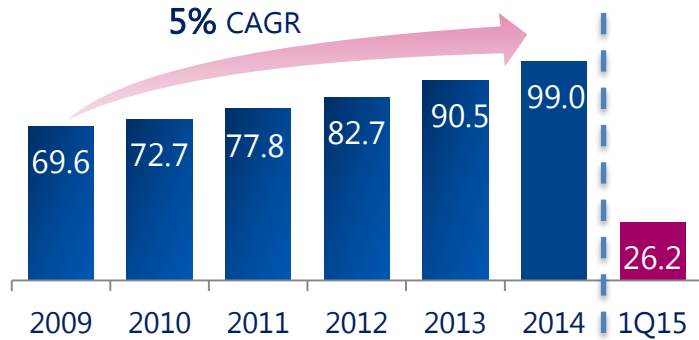
Source: comScore Southeast Asia Digital Future in Focus 2013

The internet audience in the Philippines is the fastest-growing in Southeast Asia, growing by 22% since March 2012.

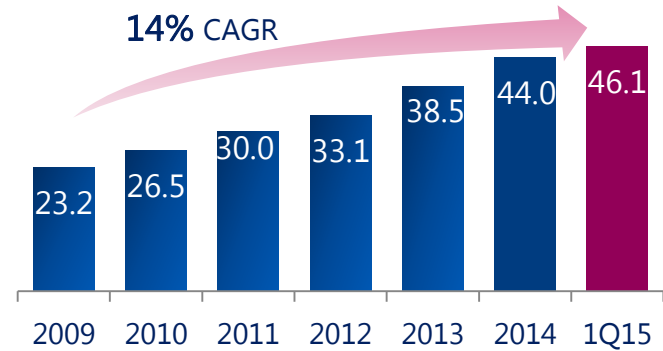


Sustained execution excellence has resulted in continuous growth in revenues and subscribers, outpacing the industry

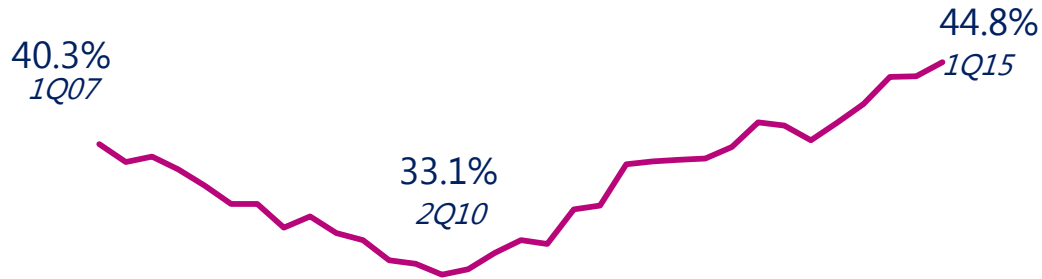
Consolidated Service Revenues (in Php Bn)



Mobile Subscribers (in Millions)

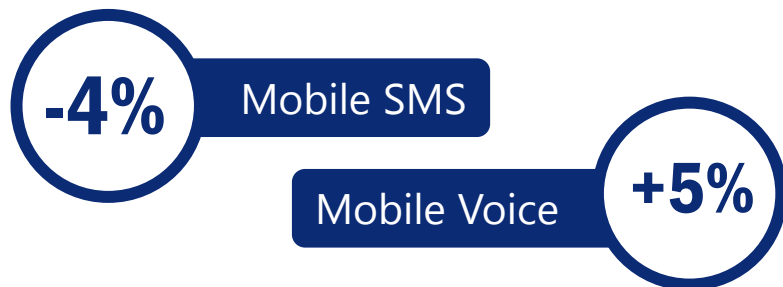


Globe has remained strong in terms of mobile revenues market share, maintaining market share of 44.8% in 1Q15



Notwithstanding the growth of mobile data, Globe's core services remain resilient

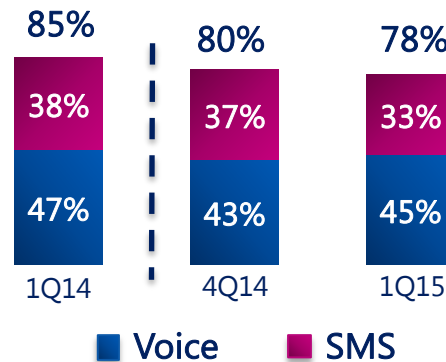
YoY Change* in Core Revenues



Domestic Voice and SMS Revenues remain healthy, offsetting the decline in international mobile revenues

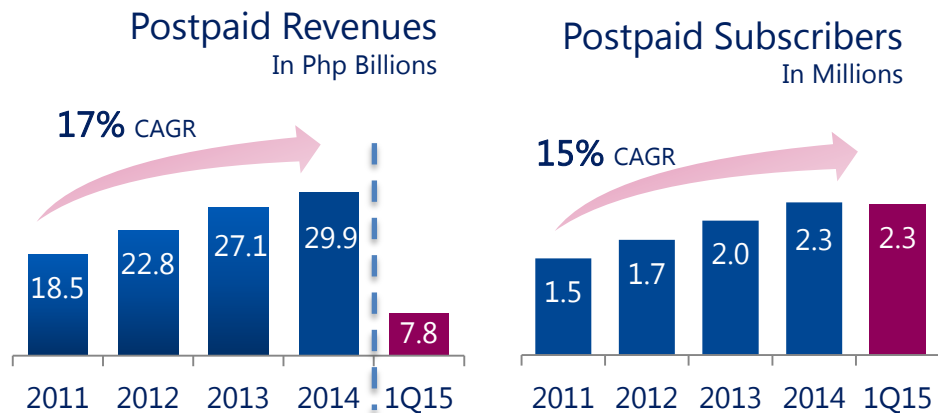


Mobile Voice & SMS Revenues as a % of Mobile Revenues



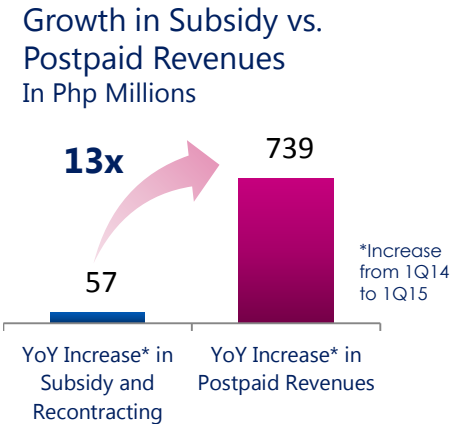
* Increase from 1Q14 to 1Q15

Engines for sustaining growth are now enabled, such as our strategy to grow the postpaid business through acquisition and retention of high-quality subscribers



Benefits of growing postpaid far outweigh the investments in subscribers through subsidies and re-contracting charges

- Benefits include:**
- ✓ Uplift in ARPU
 - ✓ Lower churn
 - ✓ More stable revenues
 - ✓ Higher likelihood of becoming the primary SIM for a multi-SIM subscriber, and therefore greater share of spend



Though the postpaid segment accounts for only 5% of subscribers, it contributes close to 40% of mobile revenues



Globe was the first Philippine telco to move to volume-based data plans and also the first to proactively enforce its Fair Use Policy, in an effort to monetize the growth in mobile data and ensure quality of service for majority of subscribers.

Evolving from traditional telco services, we are establishing the building blocks in adjacent spaces to ensure continued growth in the world of data

Financial Services

- Active GCash users of ~1.9 million with aggregate transaction value of ~Php16 Billion YTD 2015.
- GCash partner outlets of 15,000-plus spread nationwide
- Recent awarding by the government to automate the fare collection for the MRT/LRT systems (AFCS) seen as key driver to mass public adoption of GCash.



GCash

- Depositor base of ~1 million belonging to the previously unbanked segment
- BankKO partner outlets number over 4,000
- Technology-driven approach: Turning SIMs into bank passbooks using Globe's GCash mobile money platform
- Providing access to financial services by partnering with the DSWD, USAID, local governments and cooperatives



Education



text2teach



Text2teach has reached over 1,100 public elementary schools around the country, and helping more than 315,000 students and 3,800 teachers

Evolving from traditional telco services, we are establishing the building blocks in adjacent spaces to ensure continued growth in the world of data

Mobile Advertising



- AdSpark's mission: To accelerate digital and mobile advertising in the Philippines.
- It closely works with both top brands and advertising agencies, providing expert and customized digital and mobile advertising solutions.
- The AdSpark team aims to help SMEs achieve their marketing goals by scaling industry best practices and learnings, combining technical expertise and tailor fit solutions to provide the best possible customer experience.



- Kickstart's mandate is to (1) source innovation; (2) nurture early-stage startups to scale; and (3) invest for portfolio return.
- Initial funding of Php100 Million
- Total of 20 companies in investment portfolio focused on delivering solutions for e-lifestyle, e-commerce, software-as-a-service (SaaS), and social impact

Business Incubation



Consolidated Financial Highlights

In Php Millions	1Q15	1Q14	YoY Change	4Q14	QoQ Change
Service Revenues	26,220	23,230	13%	26,324	-
OPEX & Subsidy*	15,211	14,434	5%	16,811	(10%)
EBITDA	11,009	8,796	25%	9,513	16%
EBITDA Margin	42%	38%		36%	
Depreciation	(4,439)	(4,068)	9%	(4,964)	(11%)
Affected by Network Mod'n	-	(512)	(100%)	(154)	(100%)
Others	(4,439)	(3,556)	25%	(4,810)	(8%)
EBIT	6,570	4,728	39%	4,549	44%
Non-Operating Charges	(523)	(422)	24%	(491)	6%
NIAT	4,203	2,949	43%	2,844	48%
Core NIAT**	4,182	3,357	25%	2,911	44%

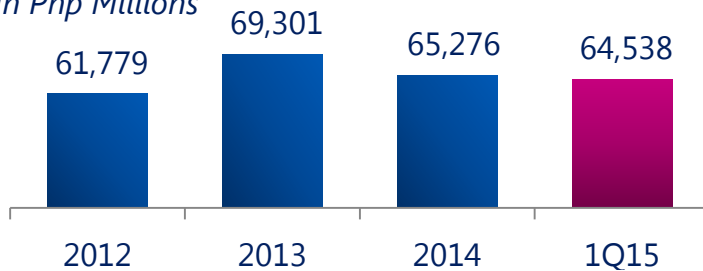
*OPEX & Subsidy includes interconnect expenses

**Core NIAT excludes forex, mark-to-market gains and losses, and non-recurring items

Gross debt at Php64.5 billion, comfortably within covenant ratios

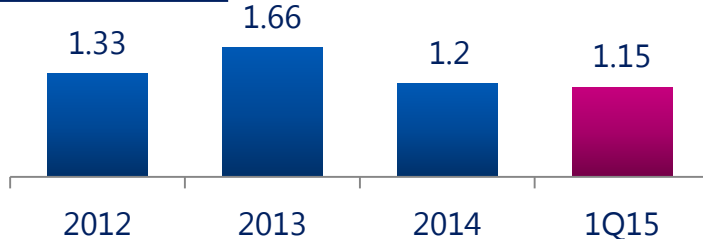
Gross Debt

In Php Millions



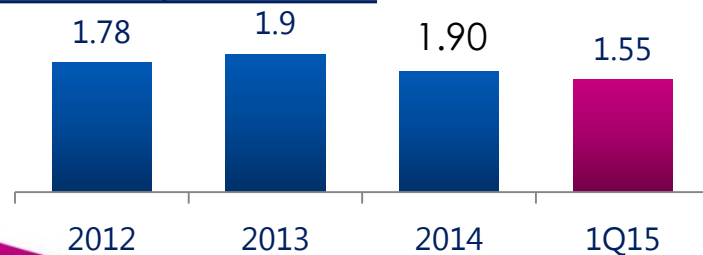
Gross D/E Ratio

Covenant = 2:1



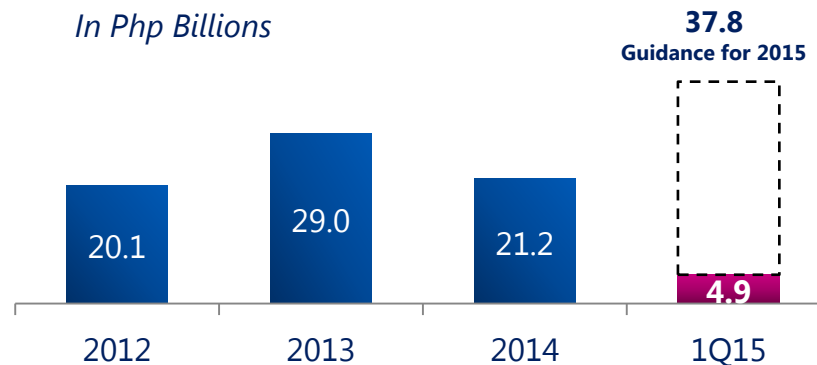
Gross Debt/EBITDA Ratio

Covenant = 3:1



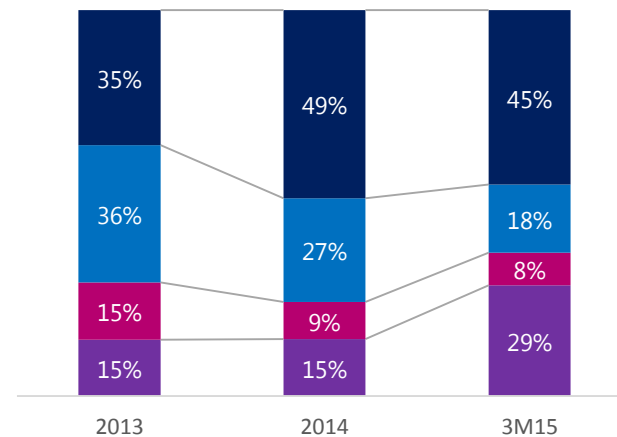
CAPEX

In Php Billions



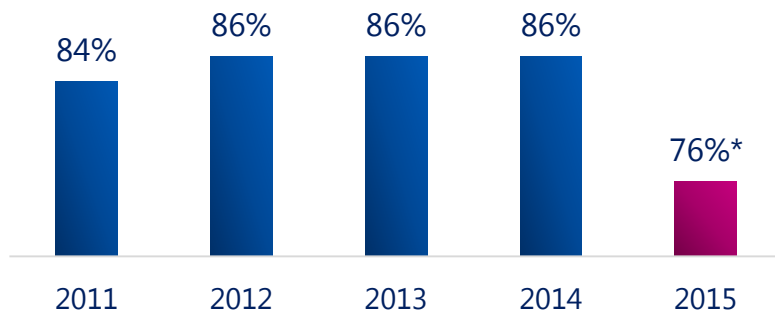
Historical CAPEX Breakdown

- Data
- Core
- Others
- Business Support



Cash Dividends: Sustained commitment to delivering value to our shareholders

Historical Payout Ratio

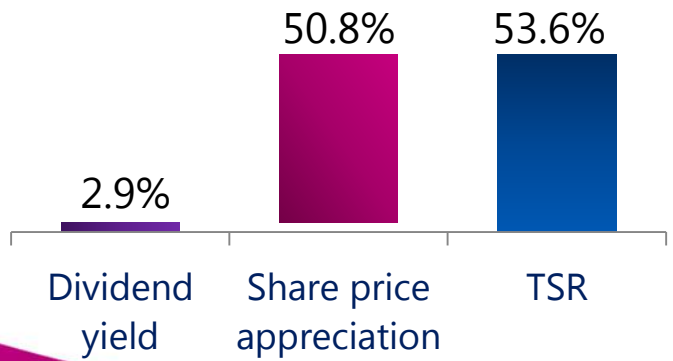


* On an annualized basis

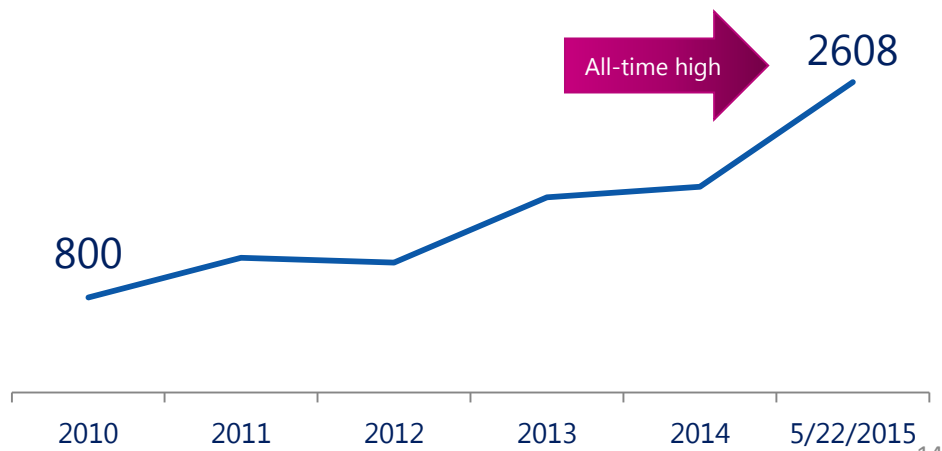
2Q15 Dividend: Key Information

Cash Dividend per Common Share:	Php 20.75
Record Date:	May 26, 2015
Payment Date:	June 11, 2015

2015 YTD Total Shareholder Return



Historical Share Price



*Based on closing share price of Php 2,608 as of May 22, 2015

2015 Consolidated Outlook

Service Revenues	<ul style="list-style-type: none">• Revenues up by high single digit from 2014 level
Cost Considerations	<ul style="list-style-type: none">• Overall EBITDA margin of around 40% (+/- 1%), given the continuous growth of our postpaid business, the increasing contribution of lower-margin data-related products, and focus and efforts in managing costs• Additional interest expenses from additional debt related to 2015 capex
Capex	<ul style="list-style-type: none">• New programmed CAPEX for 2015 to be around \$650 million, of which close to 3 /4 would be for data-related investments, such as LTE mobile and @Home, 3G capacities and coverage deployment, DSL augmentation and domestic and international transmission capacities• With \$200 million of 2014 programmed CAPEX expected to slide into the first half of 2015 (due primarily to timing issues), total 2015 CAPEX would be around \$850 million
Balance Sheet Ratios	<ul style="list-style-type: none">• Gearing ratios remain comfortably within covenant levels

Disclaimer

This presentation contains certain forward-looking statements. These forward-looking statements generally can be identified by the use of statements that include words or phrases such as Globe or its management “believes,” “expects,” “anticipates,” “intends,” “plans,” “foresees,” or other words or phrases of similar import. Similarly, statements that describe Globe’s objectives, plans or goals are also forward-looking statements. All such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements.



Globe

Creating a Wonderful World

2015

TELKOMSEL

WOW!

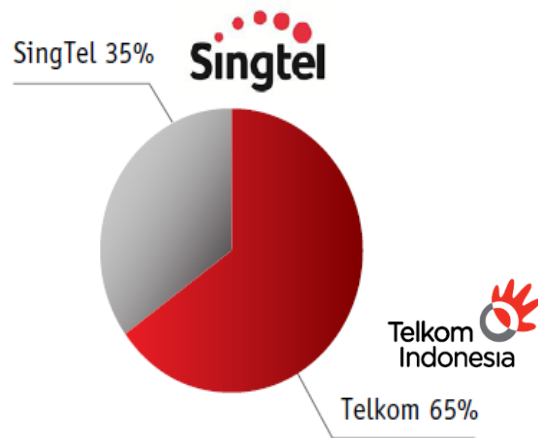
Telkomsel Corporate Presentation

SingTel Investor Day
3 Jun 2015

Heri Supriadi- Director of Finance
Alistair Johnston- Director of Marketing



Profile



- Operating since 1995, Telkomsel is the subsidiary of PT Telekomunikasi Indonesia Tbk (65%) and Singapore Telecom Mobile Pte Ltd (35%)
- Leading cellular operator in Indonesia serving more than 141 million customers
- Covering \pm 95% of population with more than 4,800 employees

Brands

Top Brand Equities in Indonesia:



Network

Maintained network superiority:

- 90,552 BTS on-air, 48% of which were 3G/4G BTS
- \pm 300 broadband cities



Widest Coverage in Indonesia

Population Coverage: $\pm 95\%$
with 3G Coverage: $\pm 60\%$

Papua, Maluku,
Sulawesi, Kalimantan
CB portion:
22%

Sumatera
CB portion: 28%



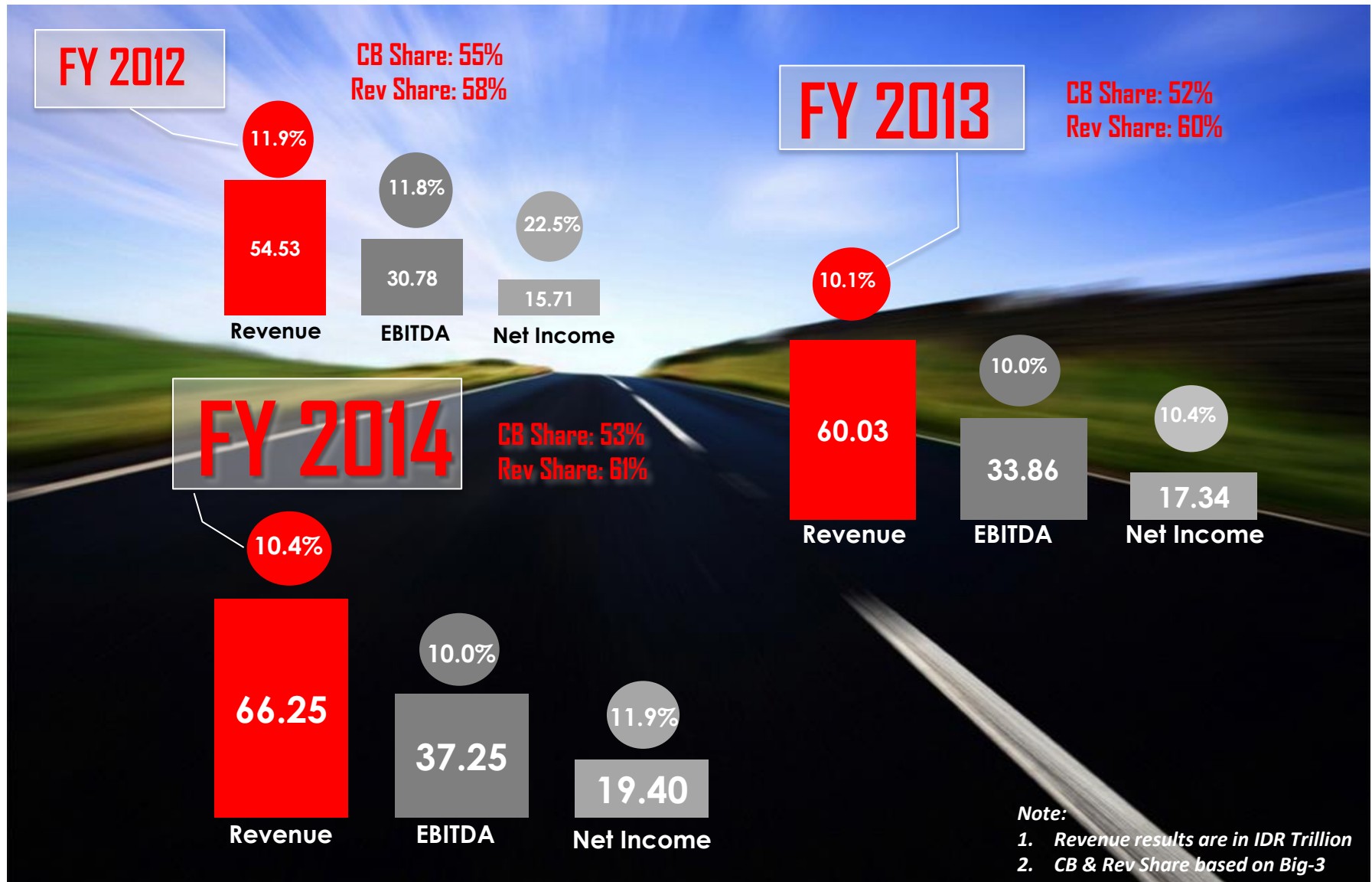
Greater Jakarta &
West Java
CB portion: 24%

Java & Bali
CB portion: 26%

Indonesia Telco Industry Overview

- 8 players (4 GSM + 4 CDMA) in a saturated industry with 130% SIM penetration.
- Opportunities to grow Digital Business with around 45% data users and 30% 3G/4G capable device penetration.
- Data traffic and revenue grew 110% and 37% YoY, respectively in 1Q-15.

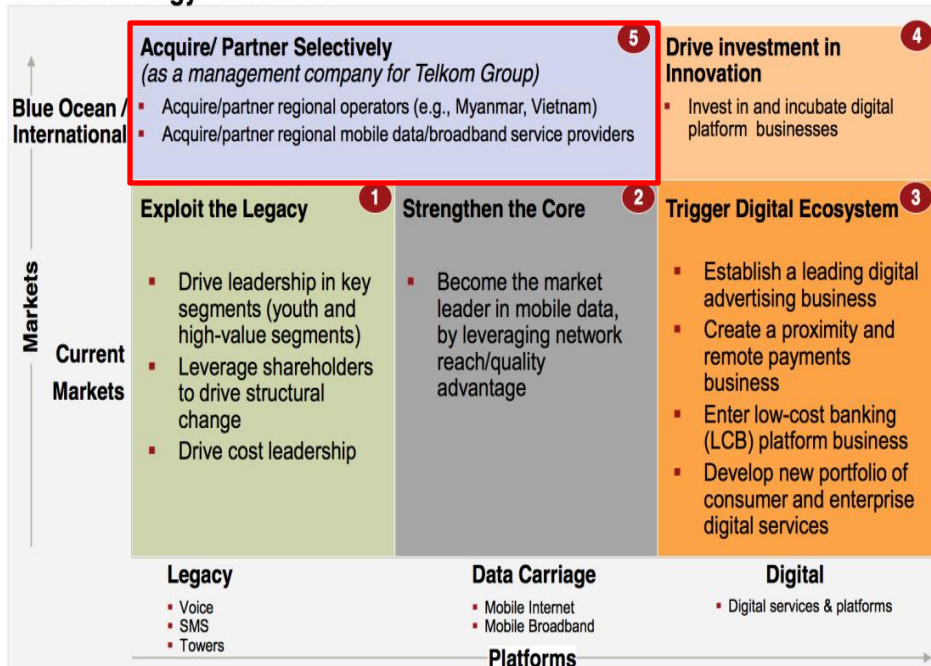
FY 2014- 3rd CONSECUTIVE YEAR of TRIPLE DOUBLE DIGIT growth



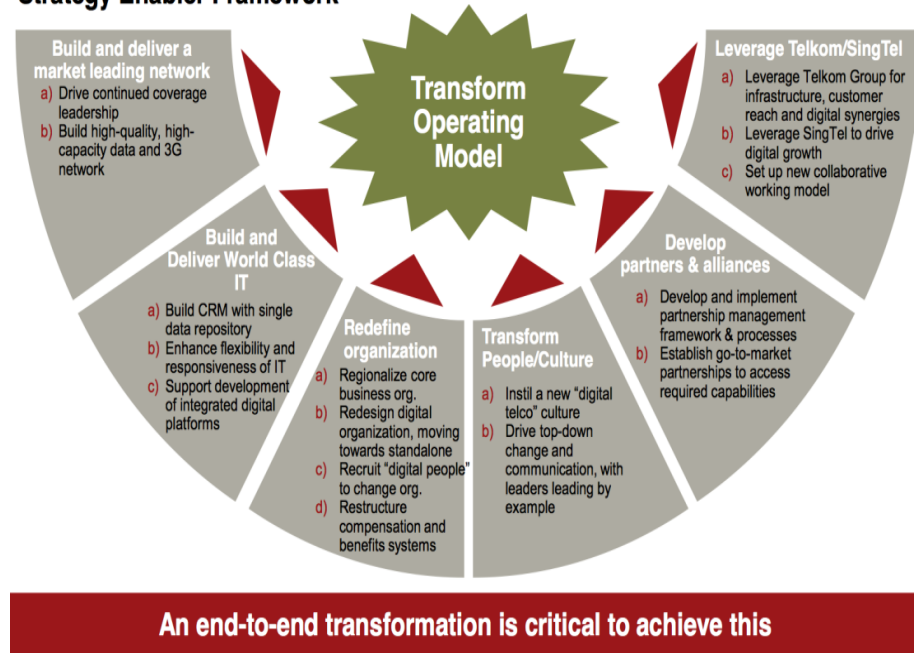
These results were achieved thru commitment towards our long-term growth strategy framework

Corporate Strategy for 2013-2017

Growth Strategy Framework



Strategy Enabler Framework



Mid way through corporate transformation programs and results have been positive

As well as innovative marketing & digital services introduced in 2014



New Board of Directors working to sustain the strong results in 2015



Alistair D. Johnston
Director of Marketing

Sukardi Silalahi
Director of Network

Edward Ying Siew Heng
Director of Planning and Transformation

Ng Soo Kee
Director of IT

Heri Supriadi
Director of Finance

Ririek Adriansyah
President Director

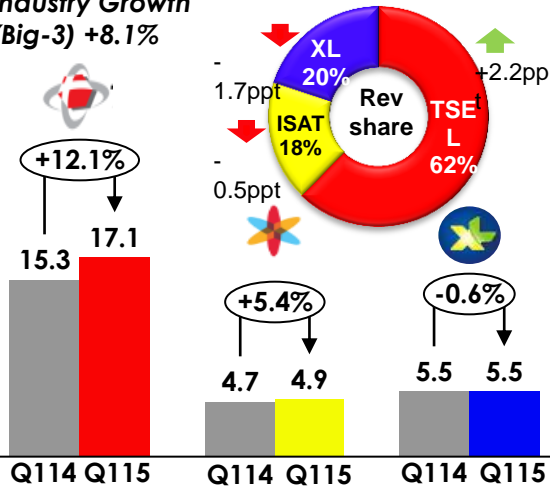
Priyantono Rudito
Director of Human Capital Management

Mas'ud Khamid
Director of Sales

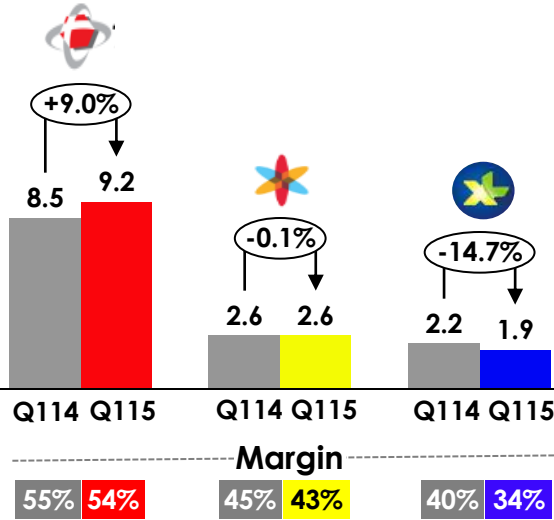
Maintained momentum in Q1-15, outperformed the industry

Cellular Revenue (Rp.Tn)

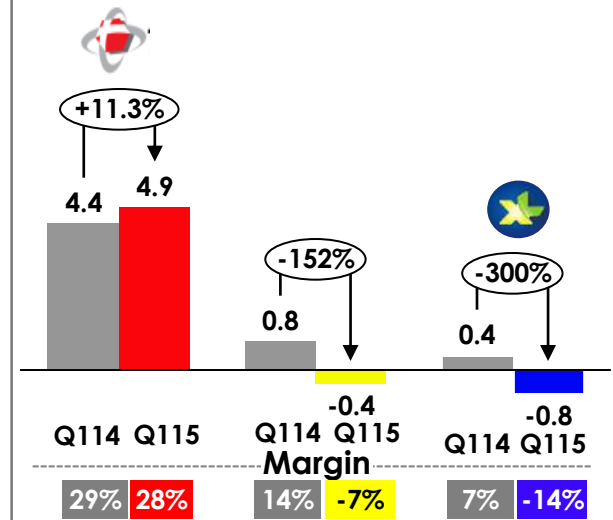
Industry Growth (Big-3) +8.1%



EBITDA (Rp.Tn)

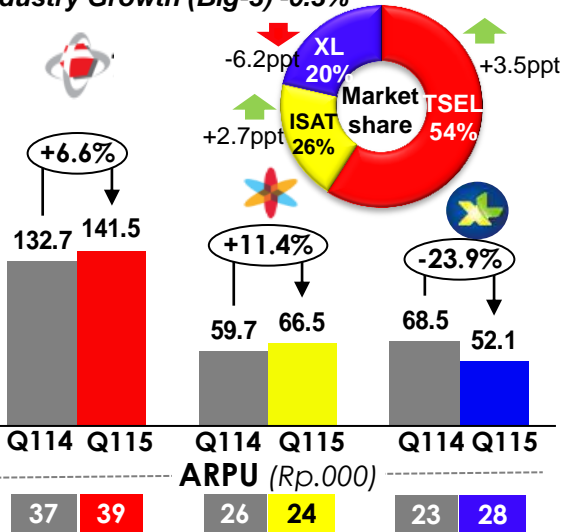


Net Income (Rp.Tn)

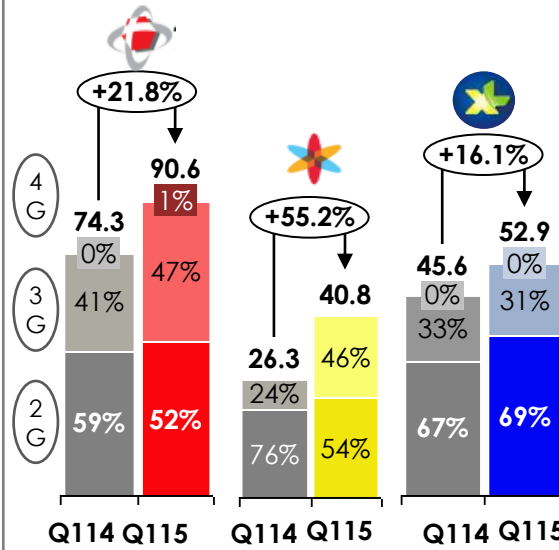


Customer Base (Mn)

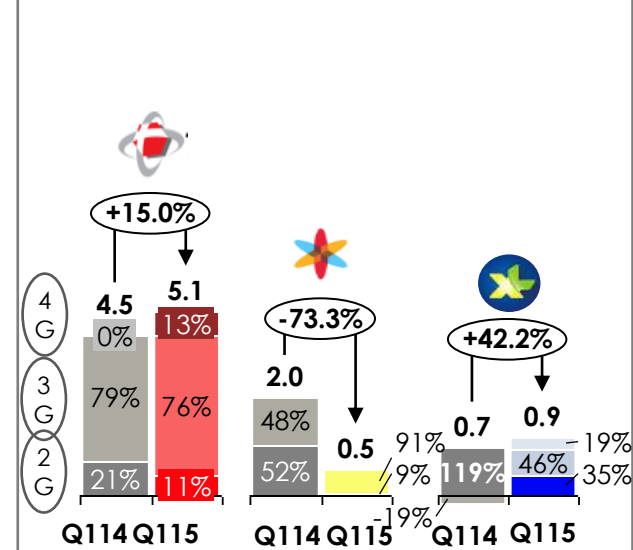
Industry Growth (Big-3) -0.3%



BTS On Air (000)



BTS New Roll Out (000)



Corporate Masterpiece Programs in 2015 to further strengthen our position as leading DiCO in Indonesia

1 Redefine Mobile Digital Experience



- Improves customer engagement & service discovery through MyTelkomsel mobile apps & web portal

2 Digital Payment Experience

- Promote “digi-lifestyle” with seamless customer experience in digital payment
- Fire up T-Cash activation and transaction volume
- Winning digital payment market in Indonesia

t.cash



3 True Broadband Experience



- Deliver world class data user experience in 30 top broadband cities
- Position Telkomsel as THE most trusted mobile broadband service provider

Delivering the WOW ! Experience in 2015

TRIPLE DOUBLE DIGIT GROWTH

Exploit the Legacy

Legacy Revenue +3.0% YoY

Strengthen the Core

Broadband Revenue +33,4% YoY

Trigger Digital Ecosystem

Digital Services Revenue 38.0 % YoY



TRUE
BROADBAND
EXPERIENCE



ENRICH
SMARTPHONE
EXPERIENCE



PRIVILEGE
POSTPAID
EXPERIENCE



ENGAGING
YOUTH
EXPERIENCE



TRUSTED
SERVICE
EXPERIENCE

There are significant challenges ahead..



OTT Services

Cannibalization of Voice & SMS revenue growth by OTT services



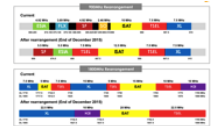
Data Pricing

Subscribers' migration to larger data packages will accelerate decline in data yield (RPMB)



Spectrum

Disparity in spectrum assets with Telkomsel having twice the number of subscribers than competitors



New Competitors

Competition from non-traditional players threatens sustainability of double digits revenue growth



Changing Regulations

Interconnection, enforcing SIM Card registration



Gaps in Digital Expertise

Lack of internal Digital Marketing & UX Specialists



2015 Corporate Guidance

Revenue

Inline or slightly above market growth rate

EBITDA Margin

Slightly decline as compared to FY 2014
(-1%)

Capex

18%-20% Capex spending as % of revenue

ARPU

Slightly increased as compared to FY 2014

BTS Roll-out

Focus on 3G-4G, accounted for >75% of new BTS
deployed

2015

TELKOMSEL

WAW!

Great Experience