

PUBLIC EXPOSE

2016 | JUNE

PT Tiphone Mobile Indonesia Tbk.

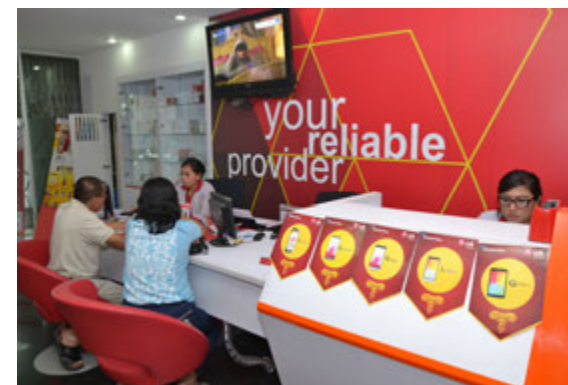
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Introduction to TELE

The Biggest Prepaid Voucher Distributor in Indonesia

ONE STOP
Shopping Experience



Vouchers & Prepaid Cards
Mobile Phones
After Sales Services
Mobile Applications

THE LARGEST COVERAGE NETWORK



- Nationwide coverage network, from Aceh to Papua

• **200** branches • **400** outlets • **96** service centers • **250.000** active resellers

THE BIGGEST OPERATOR PARTNER



STRONG PARTNER for Powerful Mobile Brands



SAMSUNG



LG
Life's Good



htc



HUAWEI

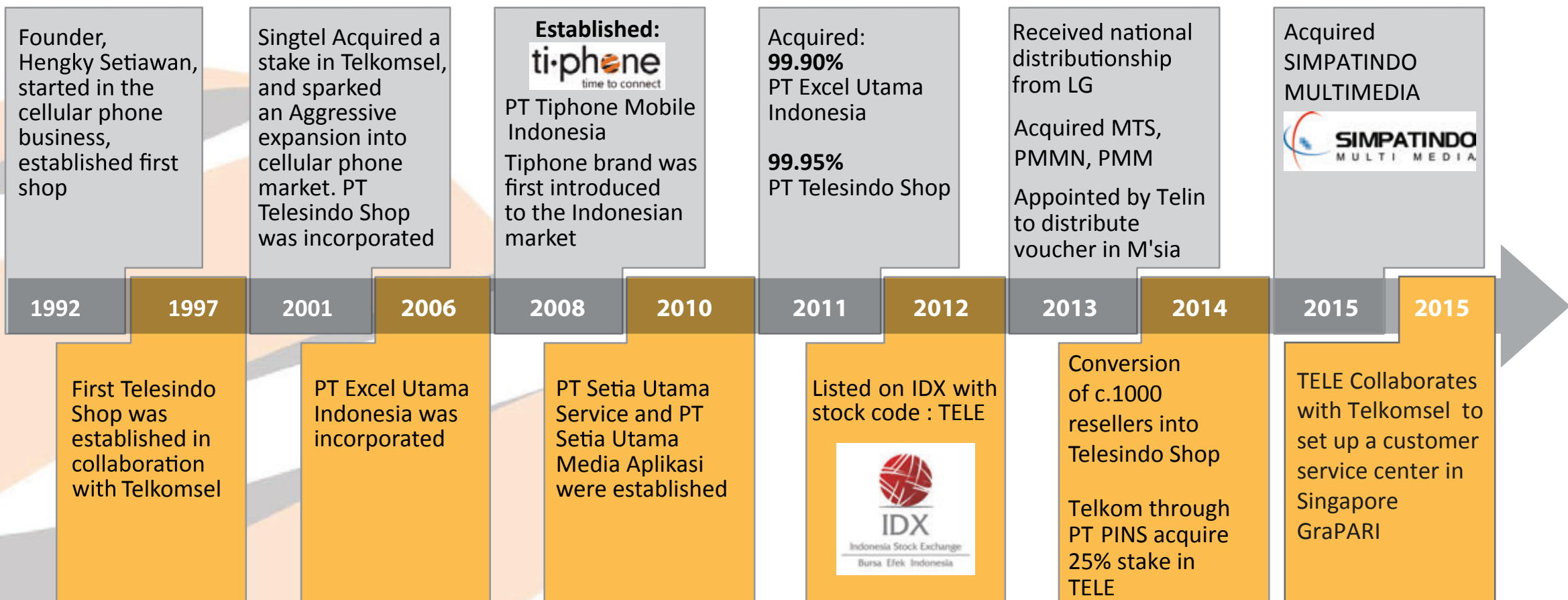


SONY



BlackBerry

COMPANY MILESTONE



CORPORATE STRUCTURE



STRONG & EXPERIENCED MANAGEMENT TEAM**Board of Commissioners****Hengky Setiawan SE, MM**
President Commissioner

- Over 25 years of experience in Telco Industry
- Co-Founder of Telesindo Group
- President Director of TMI (2010-2011)
- Director of PT.Telesindo Shop (2001-present)

**Ferry Setiawan**
Commissioner

- Over 11 years of experience in Telco Industry
- Co-Founder of Telesindo Shop
- Key-Managerial role in Subsidiaries

**Mustapa Wangsaatmadja**
Commissioner

- Over 25 years of experience in Telco Industry
- Satyalencana Wira Karya - Award 2011

**Lukman Hadikusumo**
Commissioner Independent

- Over 40 years of experience in Finance
- Over 11 years consulting for Telco Companies
- Advisor to PT.Telesindo Shop (2006-2011)

**Achmad Herlanto Anggono**
Commissioner

- Over 27 years of experience in Finance
- Over 3 years of experience in Petroleum & Automotive Industries

Board of Director**Tan Lie Pin**
President Director

- Over 20 years of experience in Telco Industry

**Andry Ryanto**
Director

- Over 11 years of experience in Telco Industry

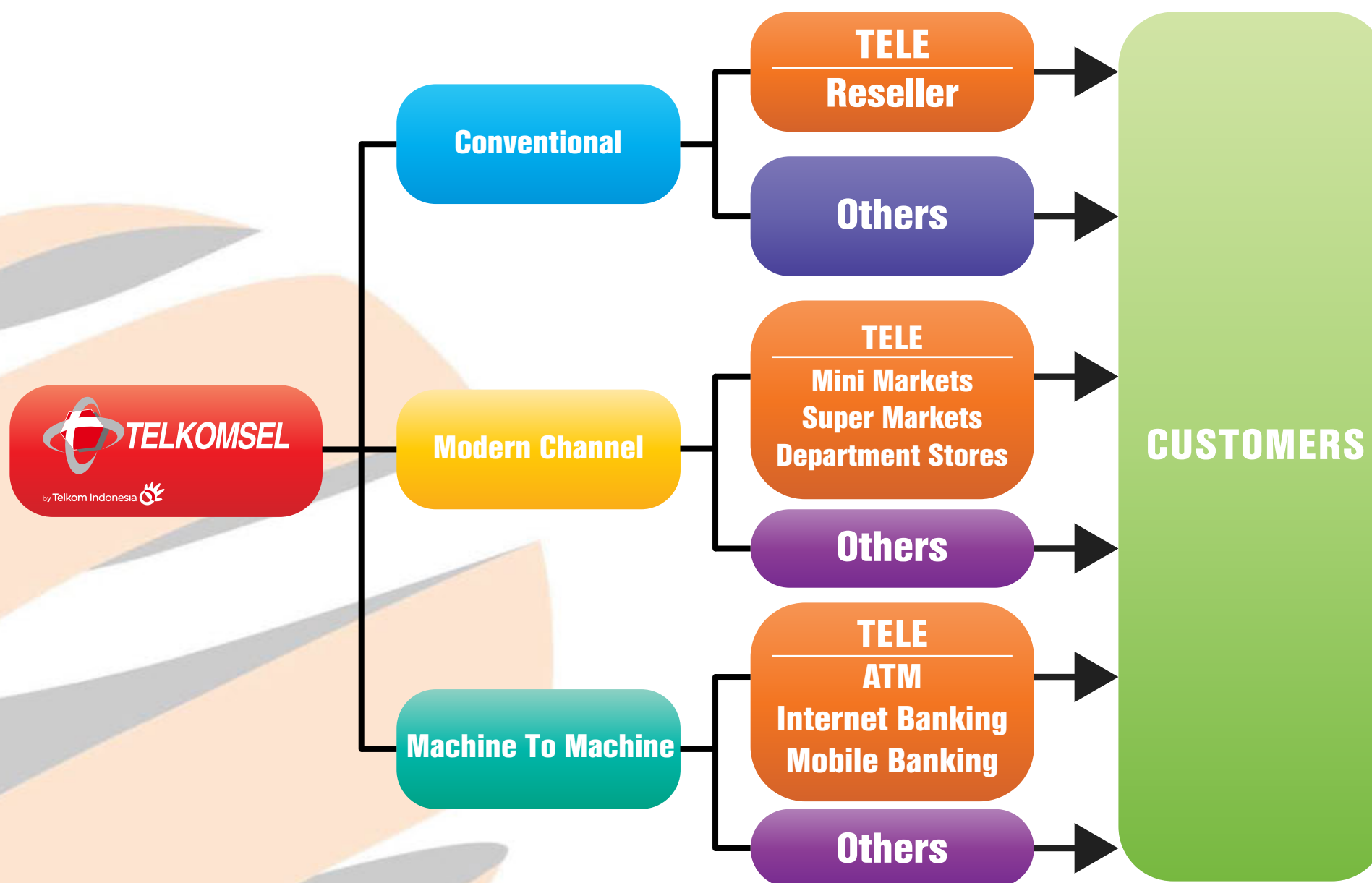
**Rukmono Cahyadi**
Director

- Over 23 years of experience in Telco Industry

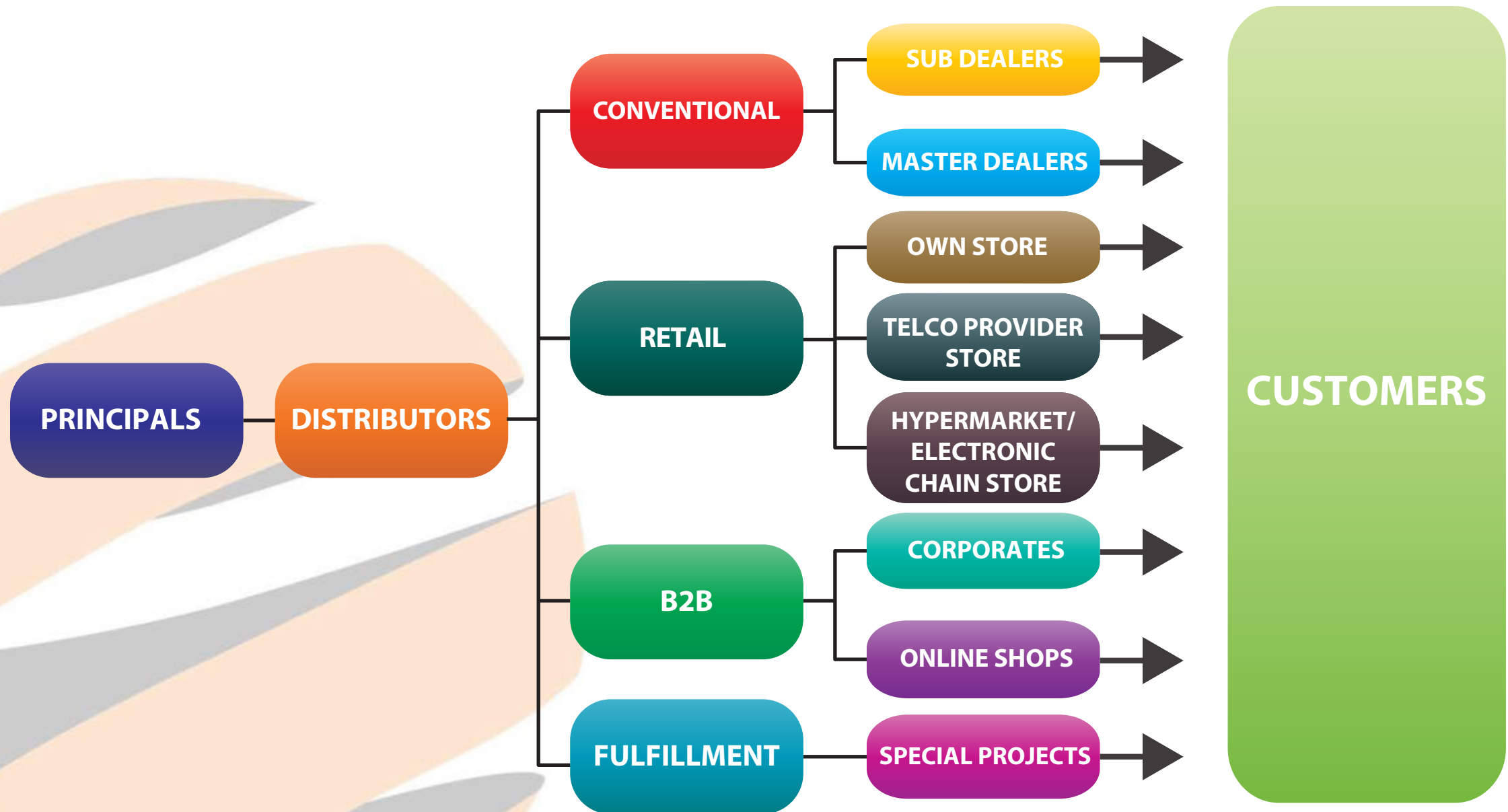
**Meijaty Widjaja**
Director Non-Affiliated

- Over 11 years of experience in Telco Industry

Voucher Business DISTRIBUTION CHANNEL



Cell Phone **DISTRIBUTION**



AWARDS & ACHIEVEMENTS



The Best Telkomsel Distributor for 11 Years in a row



Best of the Best Telkomsel
Authorized Dealer Reward 2015



Best of the Best Telkomsel
Authorized Dealer Reward 2014



Investor Awards 2015
Top Performing Listed Companies
Trading & Services Sector



Samsung Experience Store
The Best Sales Growth 2015
(Botani Square)



Samsung Experience Store
The Best Samsung Store 2015
(Central Park)

TELE EXPANDING OVERSEAS

TELE collaborates with Telkomsel to set up a customer service center in Singapore GraPARI



Establishment GraPari Singapore is one of TELE strategic measures together with Telkomsel and SingTel in completing its position as a market leader with excellent customer service, in Indonesia and especially Singapore.

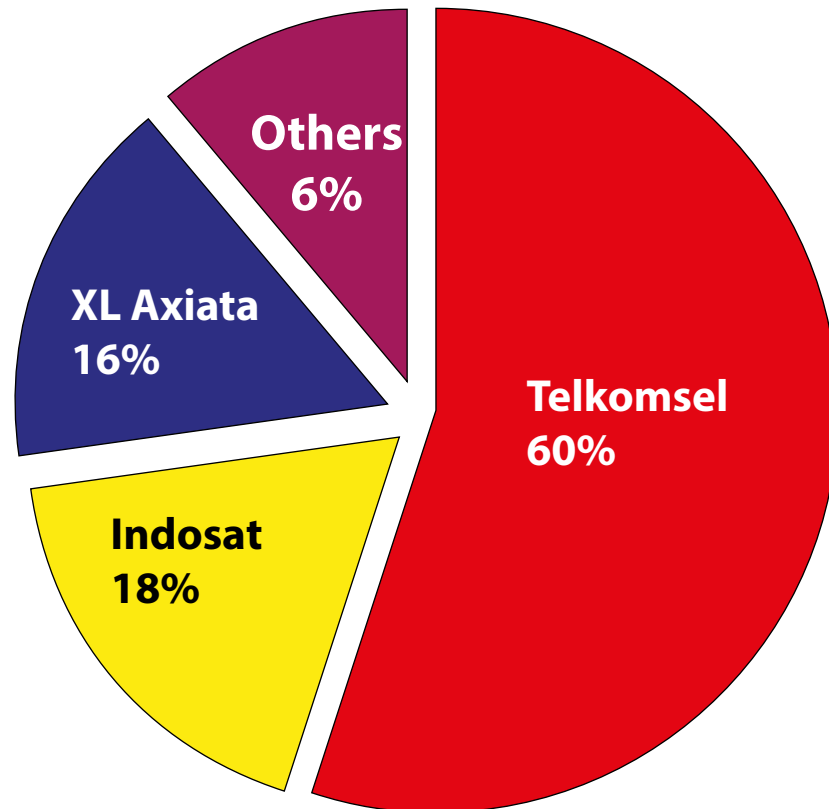


Telco MARKET



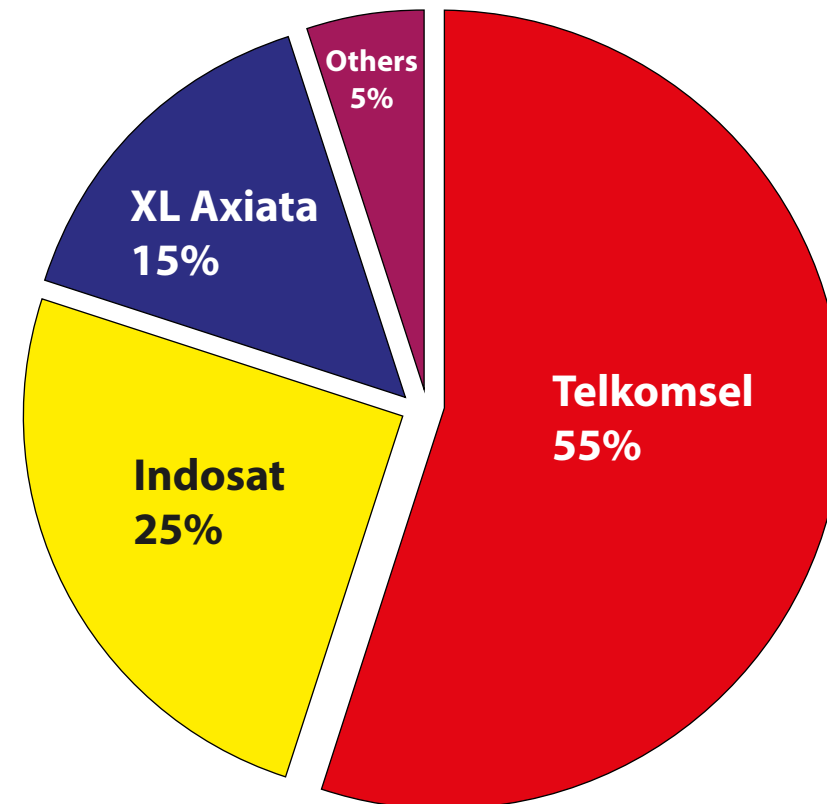
Authorized Dealer FOR THE LARGEST MARKET SHARE

Market Share by Revenue



TELE is the largest distributor for Telkomsel prepaid vouchers which makes up 55% of total industry subscribers and revenue.

Market Share by Subscriber



Others include: Hutchinson, Smartfren
Total cellular subscriber >326.3 million
Total top 3 subscriber 310 million
Indonesia population 259,1 million

Business and Financial HIGHLIGHTS

Summary Update

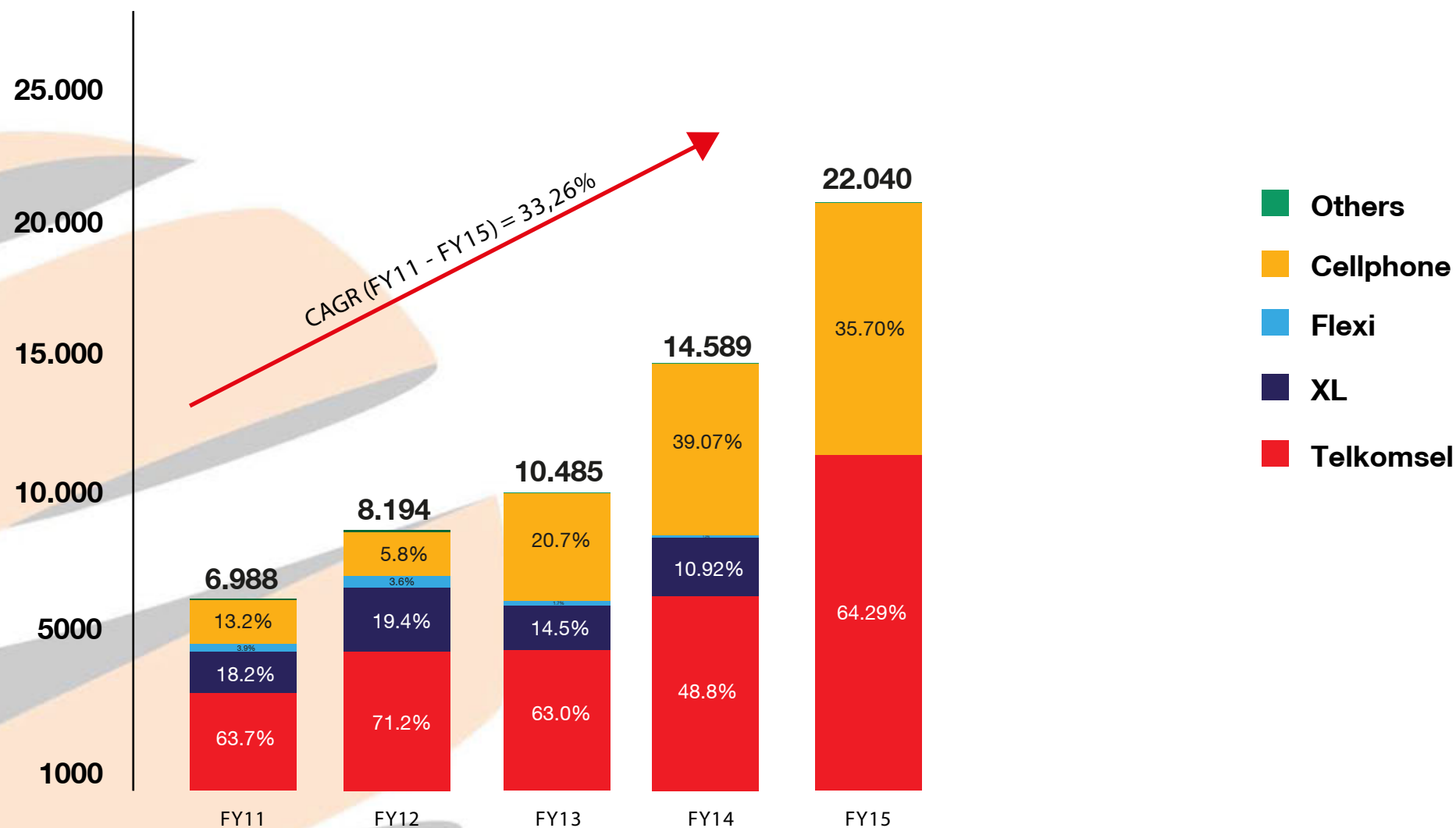
Sales Performance

(IDR millions)

Description	Year ending 31 December					3 Months	
	2011	2012	2013	2014	2015	2015	2016
Vouchers and Prepaid Cards	6,067,214	7,715,949	8,312,039	8,874,008	14,604,749	2,307,867	4,692,767
Cellphone Sales	919,704	477,538	2,171,273	5,714,532	7,432,000	1,749,186	1,578,029
Others	1,327	1,012	1,313	1,151	2,917	790	337
TOTAL	6,988,245	8,194,499	10,484,625	14,589,691	22,039,666	4,057,843	6,271,133

STRONG PERFORMANCE

Strong TMI's businesses with 2011 - 2015 CAGR = 33.26%



VOUCHER BUSINESS: MARKET LEADER



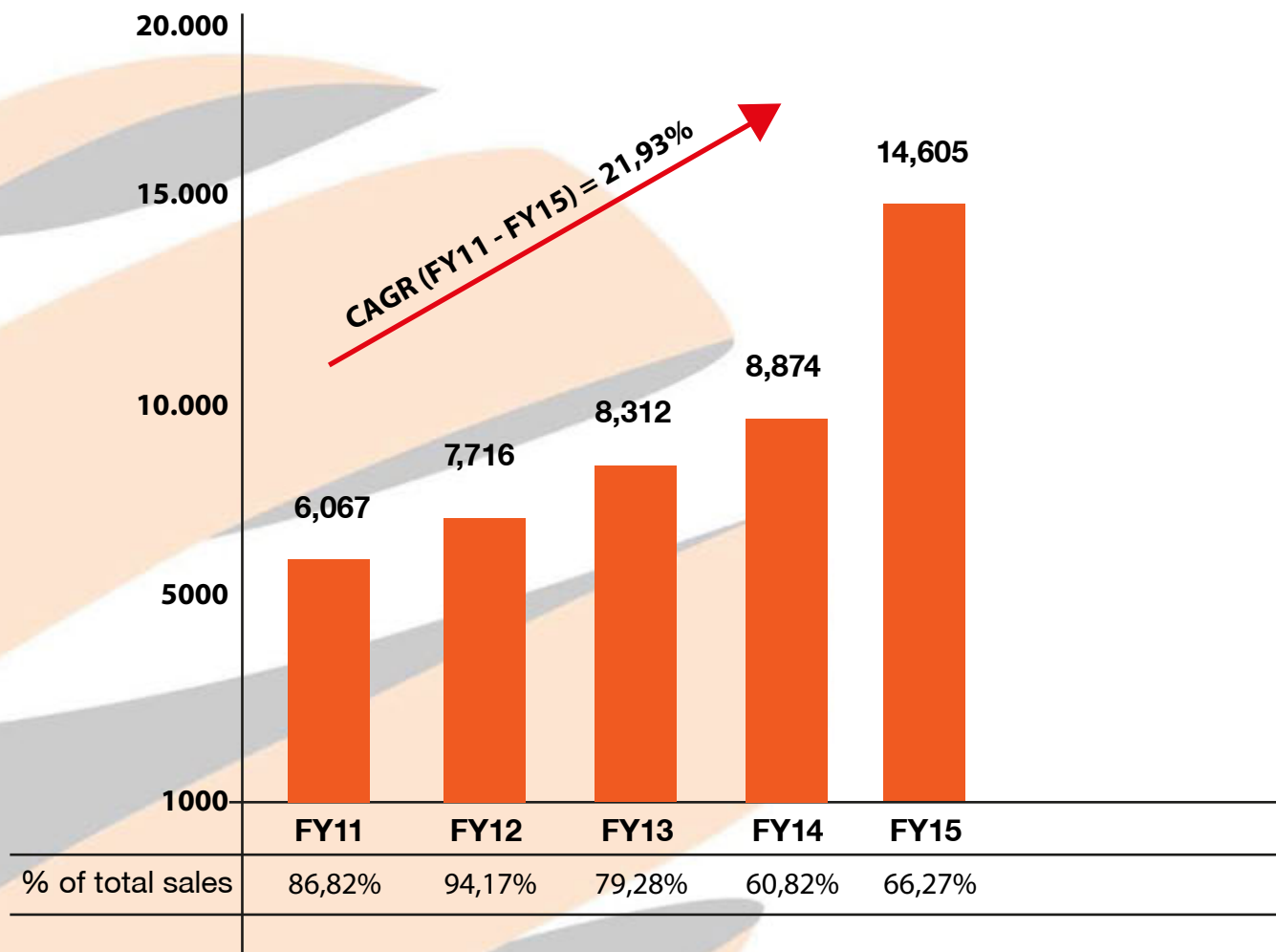
Market Leader

Largest market share for top operators
• 30% market share for Telkomsel



Widespread Network

Dominant Distribution Network
• Telkomsel (28 of 129 clusters)



“Telkomsel, XL Axiata and Indosat, the largest mobile operators in Indonesia have market share up to 94%”



TELKOMSEL

by Telkom Indonesia

kartu Halo
Just for you

simPATI

KARTU As

PERCENTAGE *by* CHANNEL

DENOMINATION	CONVENTIONAL	MODERN	BANK
Rp 5.000	30%	-	-
Rp 10.000	39%	50%	-
Rp 20.000	15%	23%	12%
Rp 25.000	4%	7%	38%
Rp 50.000	10%	12%	26%
Rp 100.000	2%	7%	20%
> Rp 100.000	-	1%	4%

Gross Margin Breakdown

(%)

Division	Year ending 31 December					3 Months	
	2011	2012	2013	2014	2015	2015	2016
Telkomsel	4.0%	4.7%	4.8%	5.2%	6.1%	5.8%	5.3%
XL Axiata	5.5%	5.6%	5.8%	5.2%	-	-	-
Cellphone	20.0%	14.3%	9.1%	6.2%	4.3%	5.9%	5.7%
Total	5.8%	5.5%	6.0%	5.6%	5.5%	5.9%	5.5%

Cost Breakdown

Description	Year ending 31 December					3 Months	
	2011	2012	2013	2014	2015	2015	2016
Marketing & Sales Expenses	40.5%	13.9%	15.2%	13.5%	15.1%	25.5%	19%
Salary	33.5%	55.5%	55.1%	48%	47.1%	41.9%	45.4%
Rent	3.5%	4.2%	4.4%	8.3%	9.8%	8.6%	13.1%
Utilities	2.1%	2.6%	2.9%	2.8%	3.0%	3.4%	2.4%
Depreciation	4.3%	7.0%	7.8%	6.7%	5.8%	5.8%	4.8%
Others	16.1%	16.8%	14.5%	20.7%	19.2%	14.8%	15.3%
Total (IDRmn)	178,742	164,868	191,462	303,511	458,022	102,859	147,475

Financial Summary

In IDR million

Balance Sheet	as of December 31 st					as of March 31 st	
	2011	2012	2013	2014	2015	2015	2016
Total Assets	1,189,437	1,358,617	3,457,200	5,017,882	7,128,717	5,670,834	6,982,676
Total Liabilities	697,581	250,871	2,076,043	2,519,619	4,313,276	3,061,693	4,059,072
Total Equity	491,856	1,107,746	1,381,157	2,498,263	2,815,441	2,609,141	2,923,604

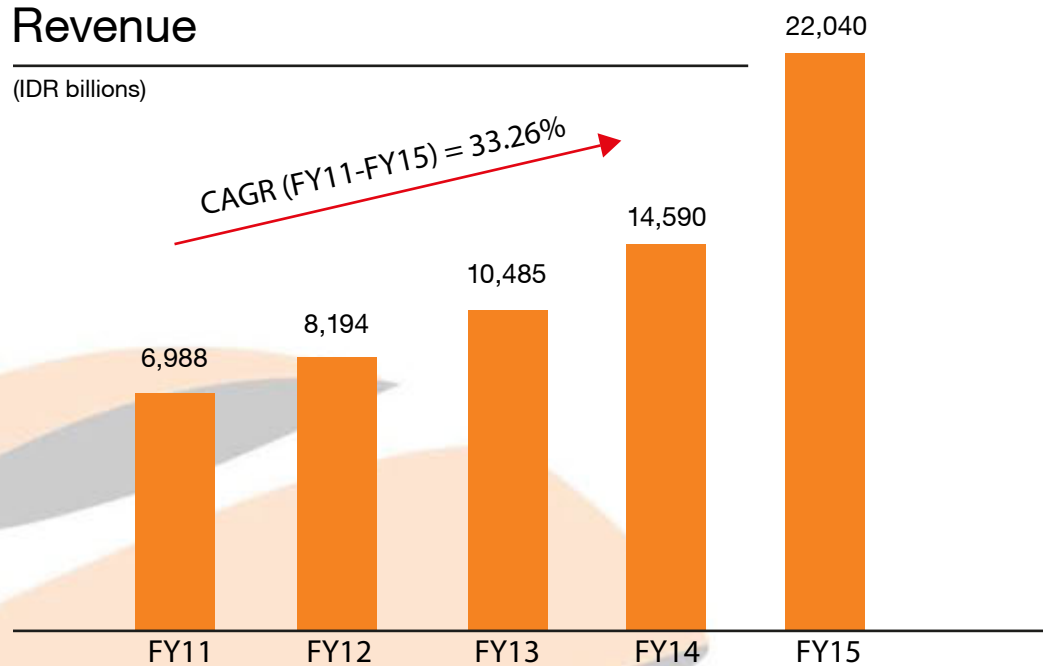
In IDR million

Income Statement	Year ending 31 December					3 Months	
	2011	2012	2013	2014	2015	2015	2016
Revenues	6,988,245	8,194,499	10,484,625	14,589,691	22,039,666	4,057,843	6,271,133
Gross Profit	406,469	452,315	628,485	819,162	1,207,520	241,124	346,252
Income from Operations	242,891	298,286	448,452	540,862	776,266	162,827	233,090
Comprehensive Income (Loss)	146,817	203,624	294,906	309,465	363,405	85,361	107,469
EBITDA	250,629	309,755	463,467	561,189	802,825	169,945	239,076

ROBUST OPERATING PERFORMANCE

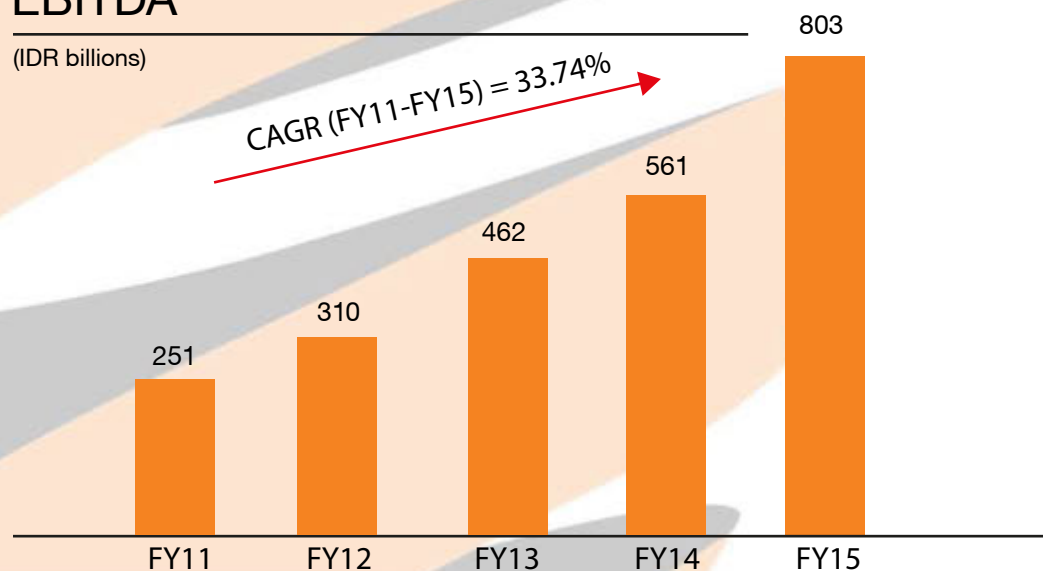
Revenue

(IDR billions)



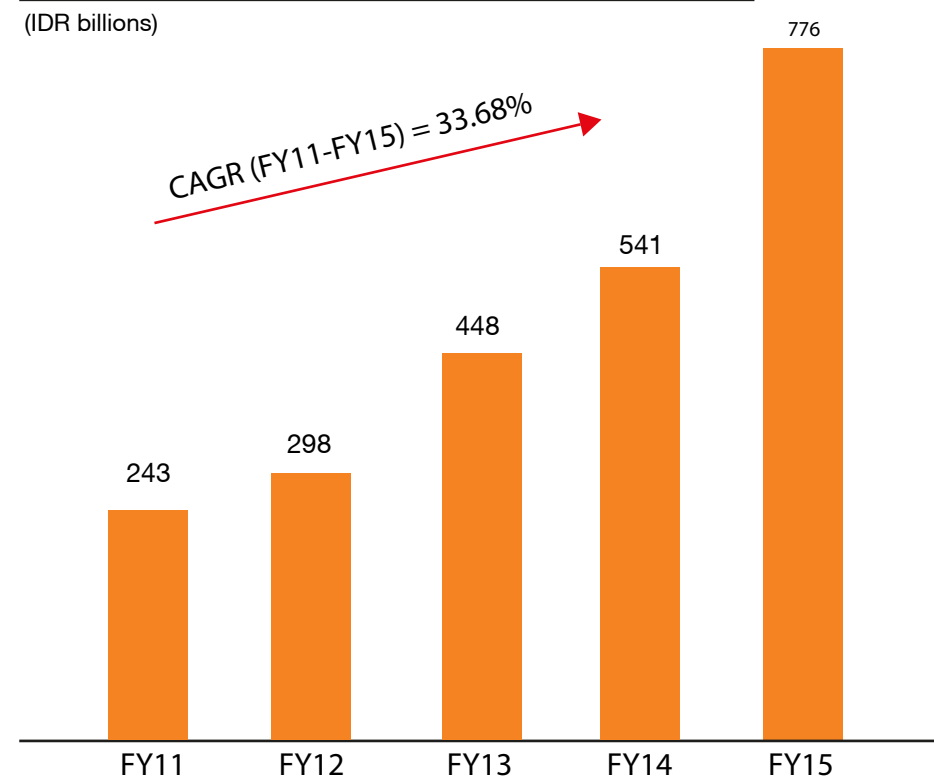
EBITDA

(IDR billions)



Income from Operation

(IDR billions)



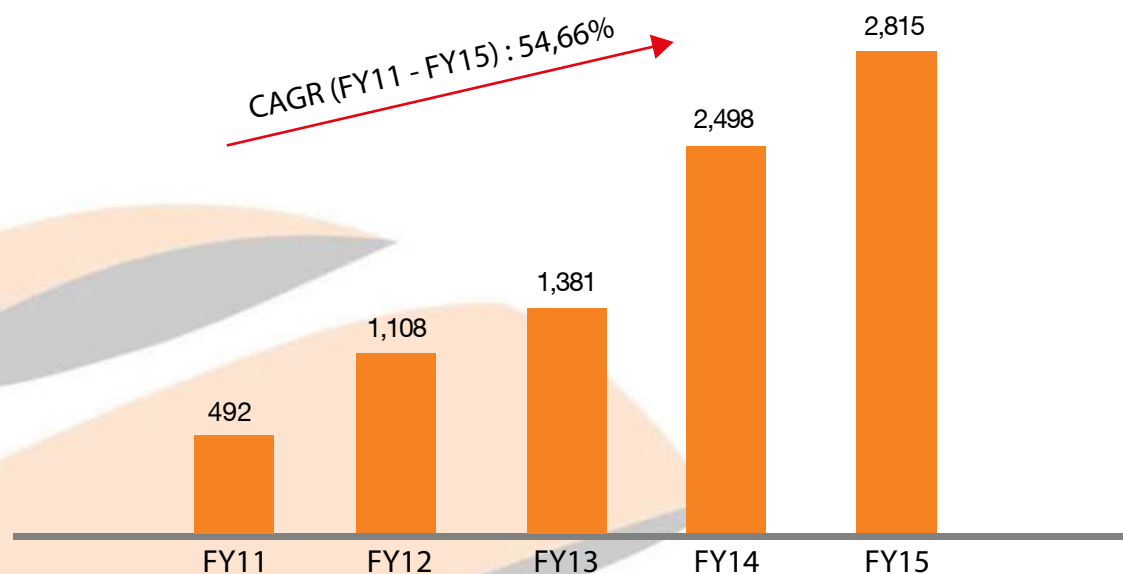
TELE booked operating profit in FY15 amounting to
IDR **776,266** million.

2011 - 2015 operating CAGR of **33.68%**
supported by 2011 - 2015 revenue CAGR of **33.26%**

STRONG BALANCE SHEET

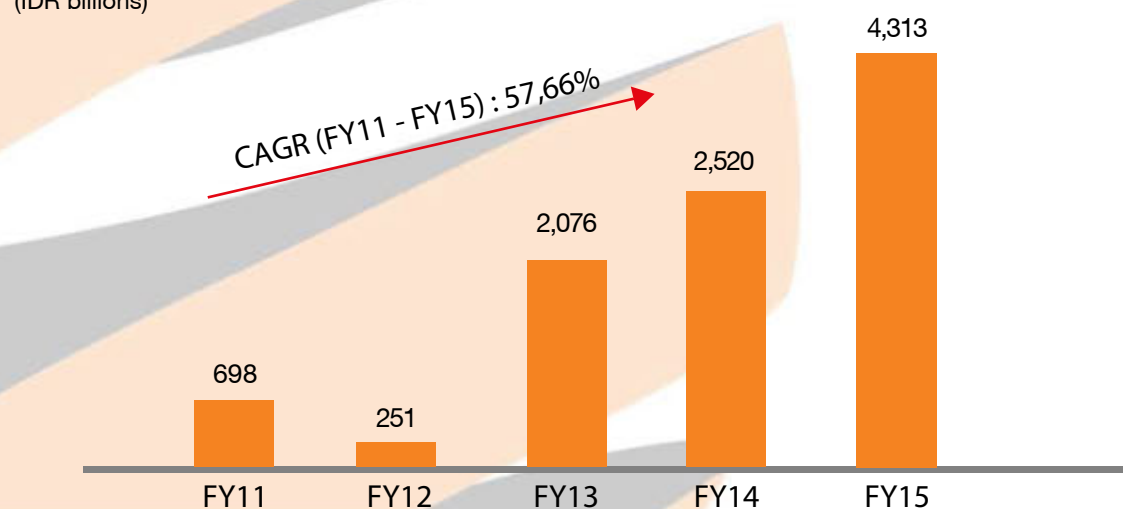
Equity

(IDR billions)



Liabilities

(IDR billions)

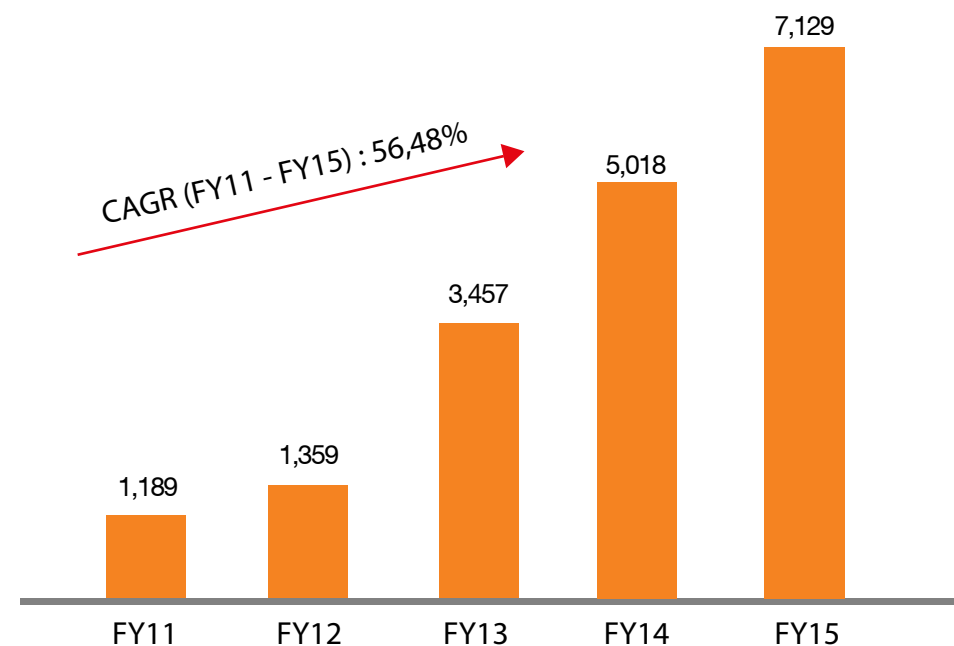


TELE's Assets grew by CAGR of **56.48%** from FY2011 to FY2015

Assisted by its IPO & Right Issue, equity increased to IDR **2,815** billion

Assets

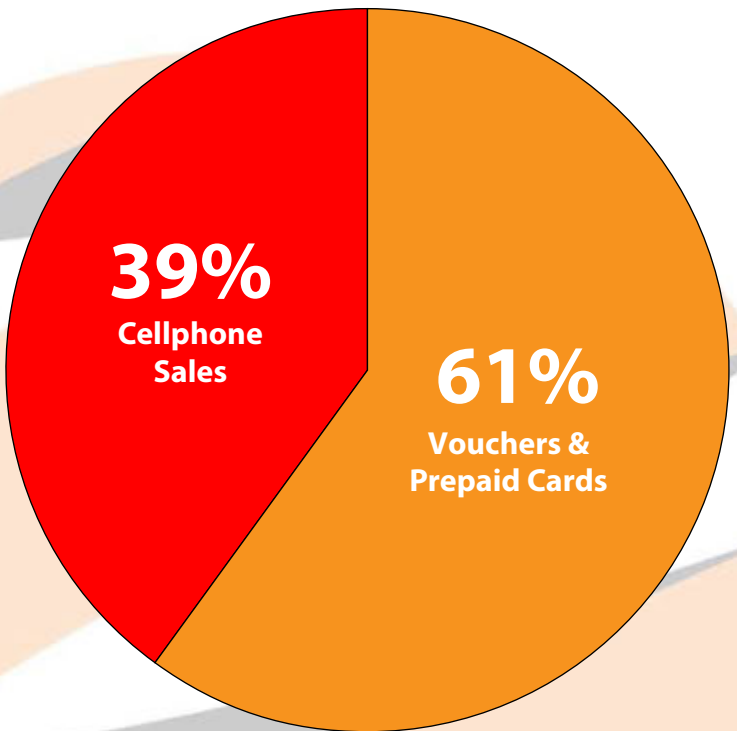
(IDR billions)



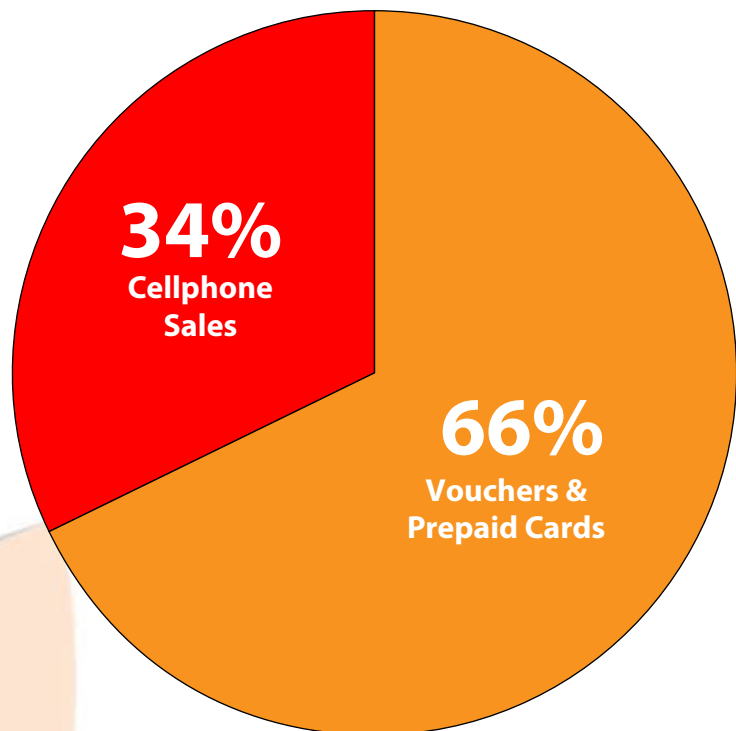


BETTER REVENUE MIX

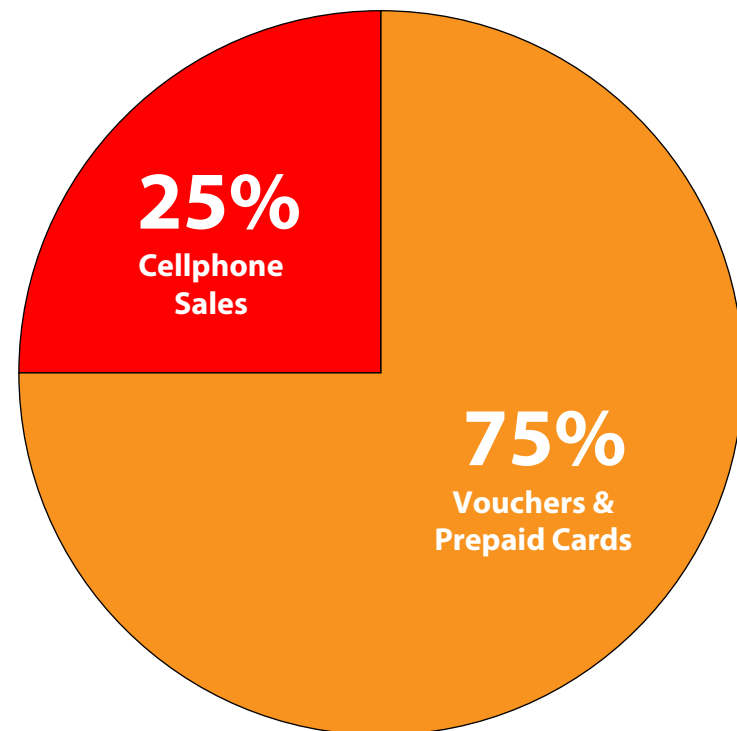
Year 2014



Year 2015



Target 2016





OUTLOOK 2016

Business STRATEGY

To become the leader in voucher distribution, mobile handset distribution and mobile handset retail market

ti·phone
time to connect

1

To maintain position as leader in voucher distribution

2

To become leader in mobile handset distribution and mobile retail business

3

To expand into the e-commerce segment to capitalize on expected growth

Disclaimer

- PT Tiphone Mobile Indonesia Tbk cautions investors that certain statements contained in this document state management's intentions, hopes, beliefs, expectations, or predictions of the future are forward-looking statements.
- Management wishes to caution the reader that forward-looking statements are not historical facts and are only estimates or predictions. actual results may differ materially from those projected as a result of risks and uncertainties including, but not limited to:
 - Our ability to manage growth
 - Future sales growth
 - Market acceptance of our product and service offerings
 - Our ability to secure adequate financing or equity Capital to fund our operation
 - Network expansion
 - Performance of our network and channels (subdealers, resellers)
 - Our ability to enter into strategic alliances or transaction
 - Cooperation of incumbent local service providers in supporting their products
 - Regulatory approval processes
 - Changes in technology
 - Price competition
 - Other market conditions and associated risks
- The company undertakes no obligation to update publicly any forward-looking statements, whether as a result of future events, new information, or otherwise