

ti·phone

PUBLIC EXPOSE 2017 | JUNE

MEMBER OF
TMI GROUP

PT TIPHONE MOBILE INDONESIA, Tbk.



TELE UTAMA
NUSANTARA



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INTRODUCTION TO TELE

The Biggest Prepaid Voucher
Distributor in Indonesia

ONE STOP
Shopping Experience



VOUCHER & PREPAID CARDS | MOBILE PHONES
AFTER SALES SERVICES | MOBILE APPLICATIONS

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THE LARGEST COVERAGE NETWORK



- Nationwide coverage network, from Aceh to Papua

200 branches

400 outlet

96 service center

250.000 active resellers

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THE BIGGEST OPERATOR PARTNER



kartuHalo

simPATI



STRONG PARTNER FOR POWERFUL MOBILE BRAND



SAMSUNG



LG
Life's Good



Lenovo



HUAWEI



iPhone 7



BlackBerry

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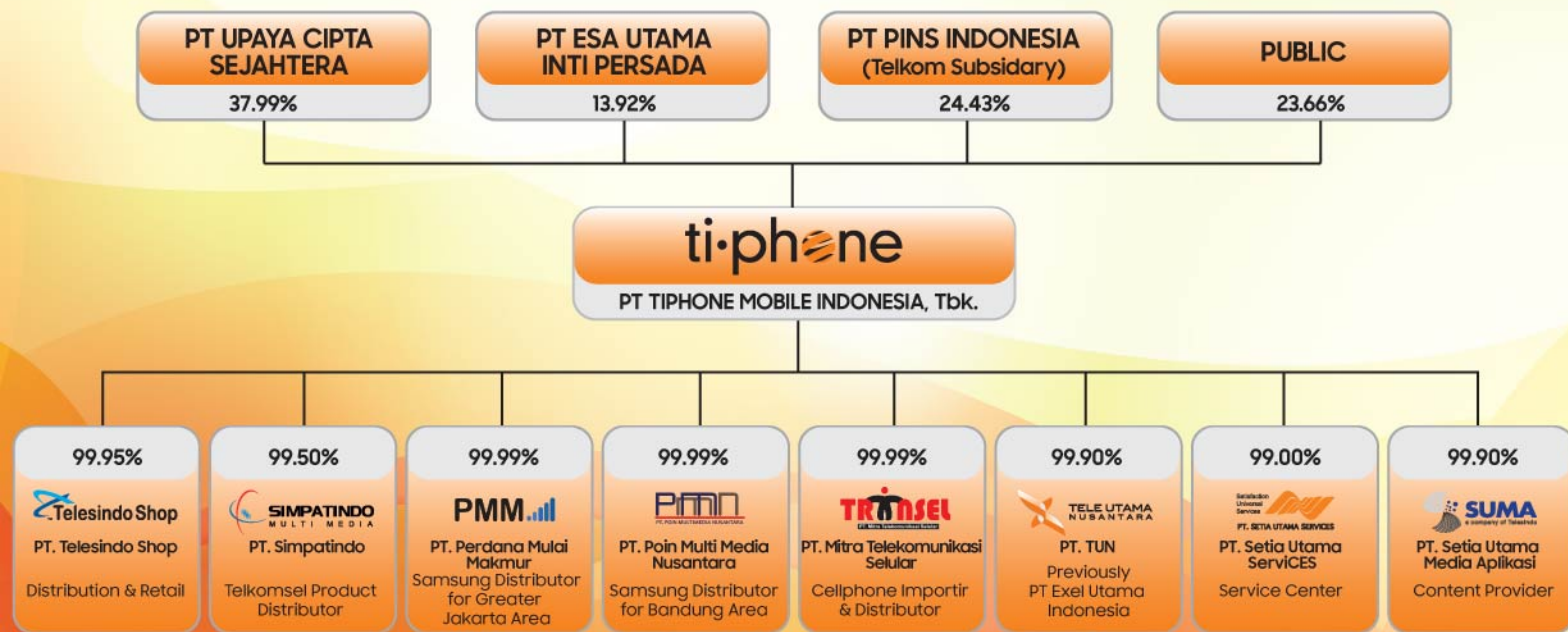


COMPANY MILESTONE



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CORPORATE STRUCTURE



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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 Shop
- 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



Andry Ryanto
Director

- Over 12 years of experience Telco Industry



Prasabri Pesti
Commissioner

- 2015 - 2016 Commissioner PT. Telkom Akses
- 2014 - 2015 EVP Telkom Regional II
- 2014 - 2015 Commissioner PT. Finnet Indonesia



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)



Rukmono Cahyadi
Director

- Over 23 years of experience in Telco Industry



Achmad Herlanto Anggodo
Commissioner

- Over 25 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

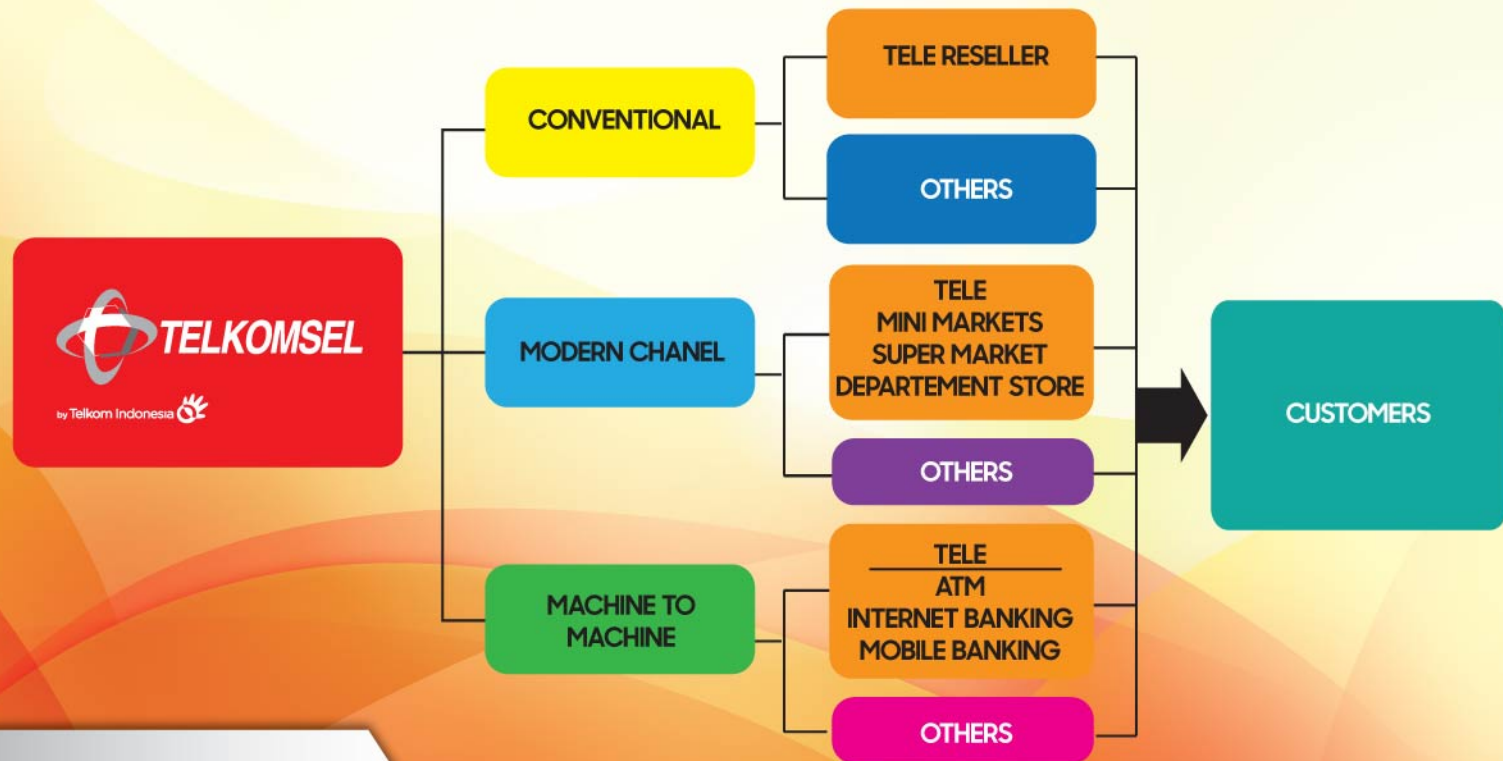


Meijaty Jawidjaja
Director Non-Affiliated

- Over 12 years of experience in Telco Industry

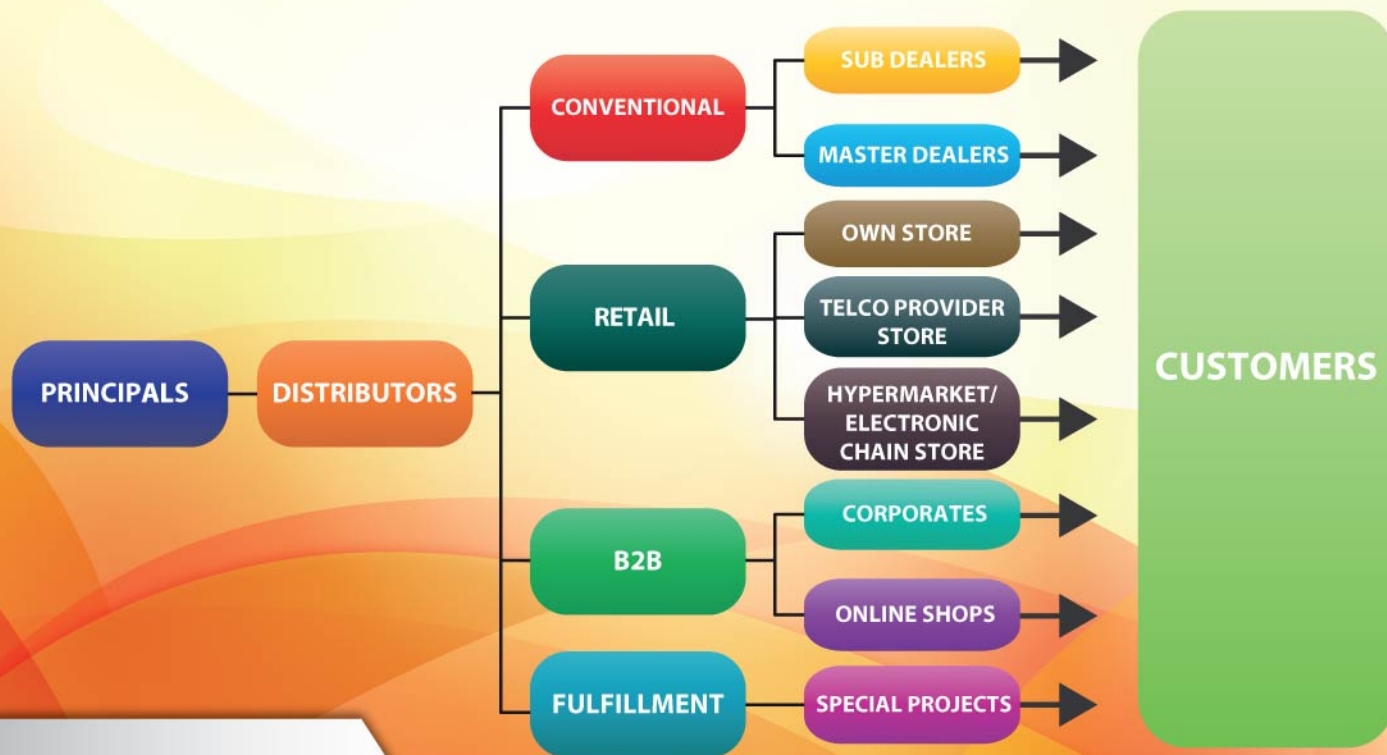
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VOUCHER BUSINESS DISTRIBUTION CHANNEL



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DEVICE BUSINESS DISTRIBUTION CHANNEL



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AWARDS & ACHIEVEMENTS



BETS OF THE BETS
PERFORMANCE
Telkomsel Dealer Award 2016



THE HIGETS
CONTRIBUTOR
Telkomsel Dealer Award 2016



THE 2nd BEST
NATIOANL PERFORMANCE
Telkomsel Dealer Award 2016



SAMSUNG
Best Growth 1st Half Period
Year 2016 Vs Year 2015



SAMSUNG
Best Account Performance
Firt Half Period 2016

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TELE GO DIGITAL

TELE Collaborates with Telkomsel and Go-Jek on selling of prepaid Voucher



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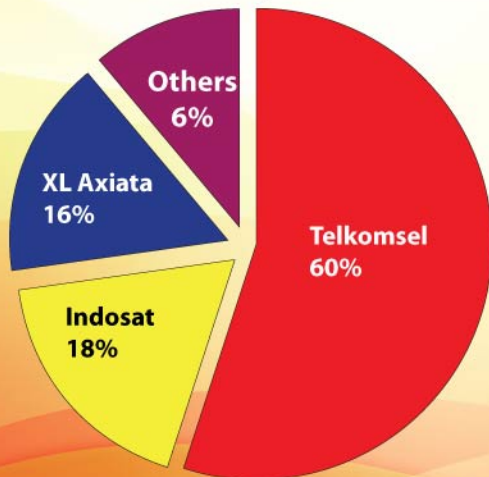
TELCO MARKET



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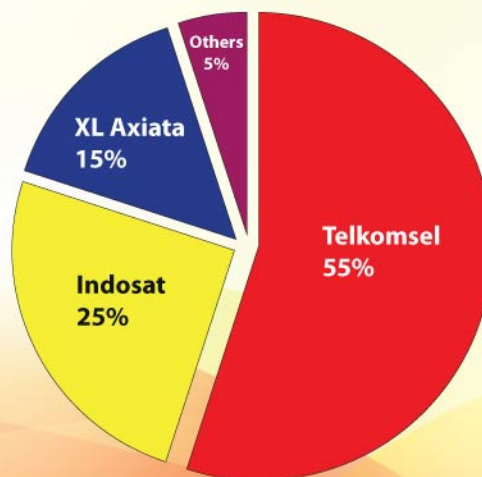
AUTHORIZED DEALER FOR THE LARGE MARKET SHARE

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

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BUSINESS AND FINANCIAL HIGHLIGHTS

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SUMMARY Update

Sales Performance

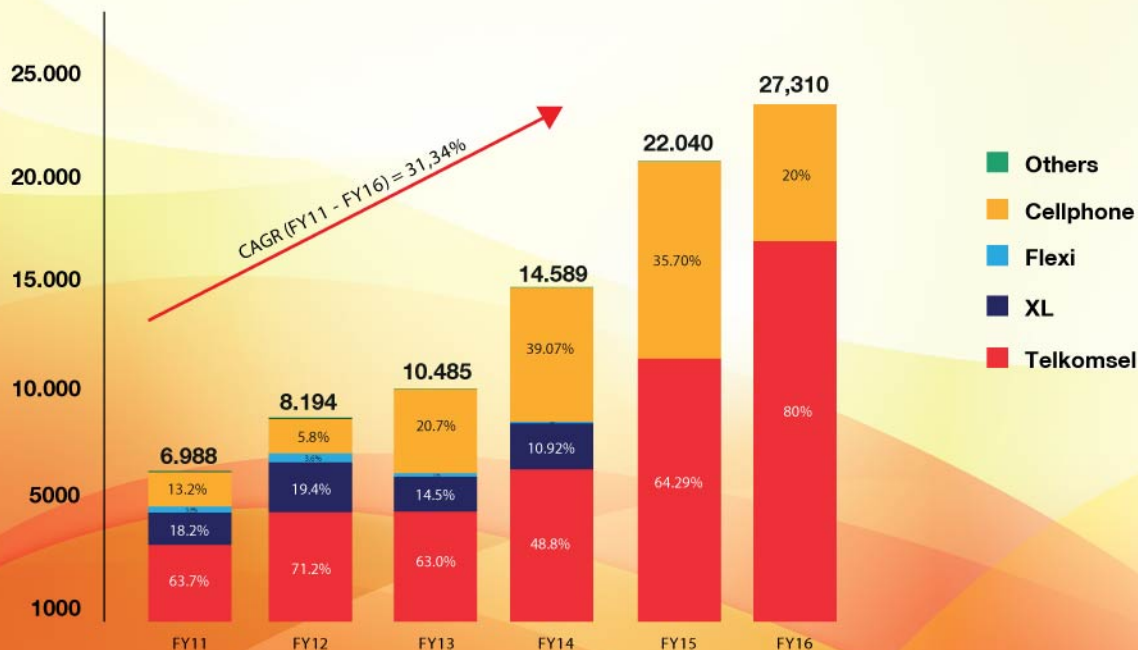
(IDR millions)

Description	Year ending 31 December						3 Months	
	2011	2012	2013	2014	2015	2016	2016	2017
Vouchers and Prepaid Cards	6,067,214	7,715,949	8,312,039	8,874,008	14,604,749	21,921,874	4,692,767	5,323,807
Cellphone Sales	919,704	477,538	2,171,273	5,714,532	7,432,000	5,386,714	1,578,029	1,090,264
Others	1,327	1,012	1,313	1,151	2,917	1,469	337	29
TOTAL	6,988,245	8,194,499	10,484,625	14,589,691	22,039,666	27,310,057	6,271,133	6,414,100

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STRONG PERFORMANCE

Strong TMI's businesses with 2011 - 2016 CAGR = 31.34%



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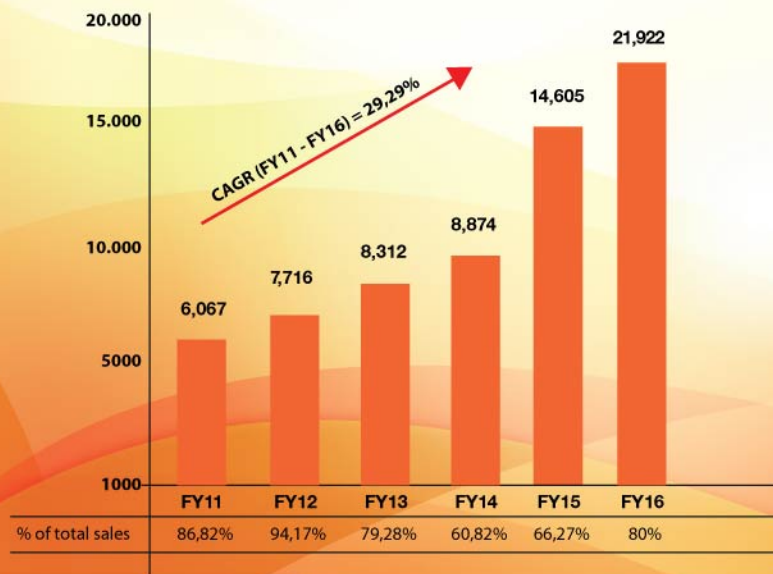
VOUCHER BUSINESS MARKET LEADER

**Market Leader**

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

**Widespread Network**

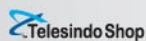
Dominant Distribution Network
• Telkomsel (28 of 129 clusters)



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

**TELKOMSEL**

by Telkom Indonesia

kartuHalo
Just for you**simPATI**MEMBER OF
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NUSANTARASetia Utama
SERVICES

PERCENTAGE *by* REVENUE

DENOMINATION	CONVENTIONAL	MODERN	BANK
Rp 5.000	15%	-	-
Rp 10.000	34%	25%	-
Rp 20.000	22%	10%	6%
Rp 25.000	3%	10%	42%
Rp 50.000	18%	20%	25%
Rp 100.000	8%	25%	22%
> Rp 100.000	-	10%	5%

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(%)

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COST BREAKDOWN

Description	Year ending 31 December						3 Months	
	2011	2012	2013	2014	2015	2016	2016	2017
Marketing & Sales Expenses	40.5%	13.9%	15.2%	13.5%	15.09%	20.47%	18.97%	17,28%
Salary	33.5%	55.5%	55.1%	48%	47.10%	43.96%	45.42%	49.57%
Rent	3.5%	4.2%	4.4%	8.3%	9.83%	11.91%	13.11%	15.08%
Utilities	2.1%	2.6%	2.9%	2.8%	2.66%	4.96%	2.42%	3.14%
Depreciation	4.3%	7.0%	7.8%	6.7%	5.80%	3.95%	4.83%	4.60%
Others	16.1%	16.8%	14.5%	20.7%	19.52%	14.75%	15.25%	10.33%
Total (IDRmn)	178,742	164,868	191,462	303,511	458,022	716,216	147,475	151,915

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FINANCIAL SUMMARY

In IDR million

Balance Sheet							as of December 31 st		3 Months	
	2011	2012	2013	2014	2015	2016	2016	2017		
Total Assets	1,189,437	1,358,617	3,457,200	5,017,882	7,128,717	8,215,481	6,982,676	7,664,668		
Total Liabilities	697,581	250,871	2,076,043	2,519,619	4,313,276	5,010,118	4,059,072	4,311,024		
Total Equity	491,856	1,107,746	1,381,157	2,498,263	2,815,441	3,205,363	2,923,604	3,353,644		

In IDR million

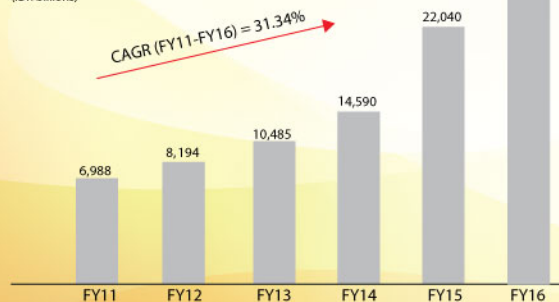
Income Statement							Year ending 31 December		3 Months	
	2011	2012	2013	2014	2015	2016	2016	2017		
Revenues	6,988,245	8,194,499	10,484,625	14,589,691	22,039,666	27,310,057	6,271,133	6,414,100		
Gross Profit	406,469	452,315	628,485	819,162	1,207,520	1,580,877	346,252	367,245		
Income from Operations	242,891	298,286	448,452	540,862	776,266	1,014,371	233,090	266,815		
Comprehensive Income (Loss)	146,817	203,624	294,906	309,465	363,405	463,562	107,469	108,349		
EBITDA	250,629	309,755	463,467	561,189	802,825	1,042,679	240,208	273,808		

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ROBUST OPERATING PERFORMANCE

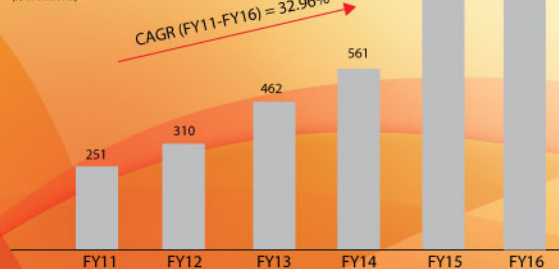
Revenue

(IDR billions)



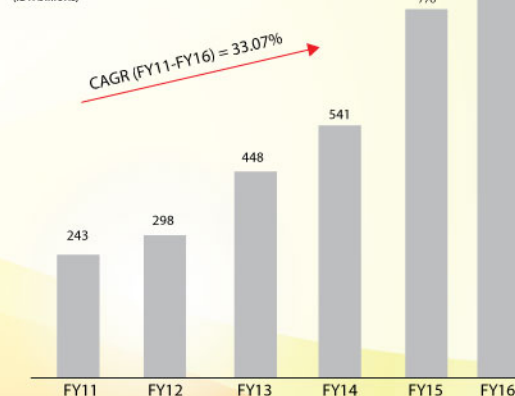
EBITDA

(IDR billions)



Income from Operation

(IDR billions)



TELE booked operating profit in FY16 amounting to

IDR 1,014,371 million.

2011 - 2016 operating CAGR of **33.07%**

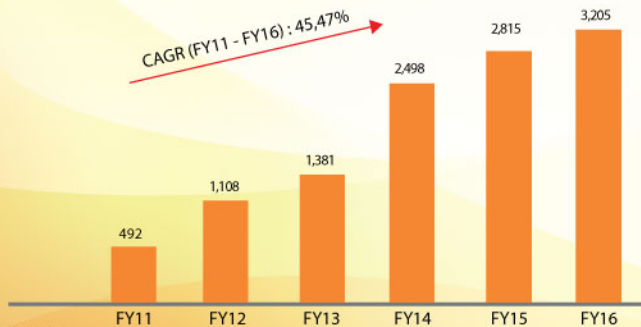
supported by 2011 - 2016 revenue CAGR of **31.34%**

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STRONG BALANCE SHEET

Equity

(IDR billions)

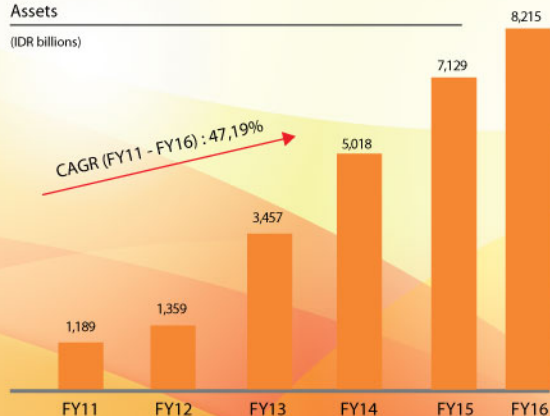


TELE's Assets grew by CAGR of **47.19%** from FY2011 to FY2016

Assisted by its IPO & Right Issue, equity increased to IDR **3,205** billion

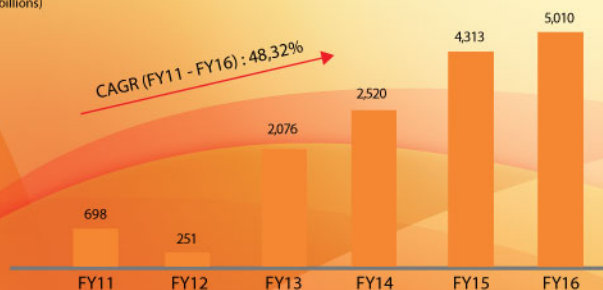
Assets

(IDR billions)



Liabilities

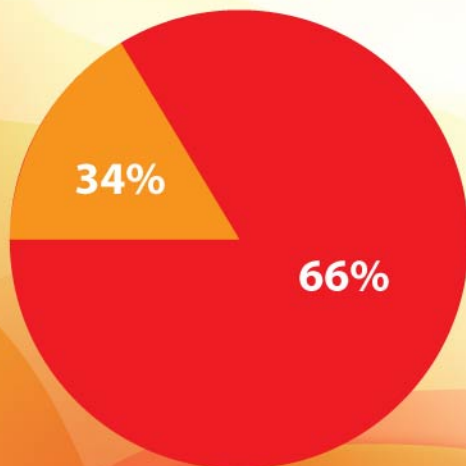
(IDR billions)



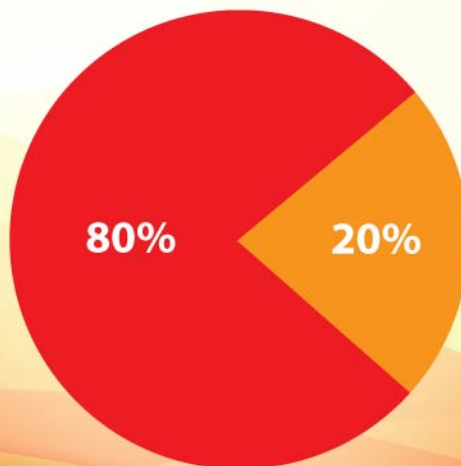
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BETTER REVENUE 2016

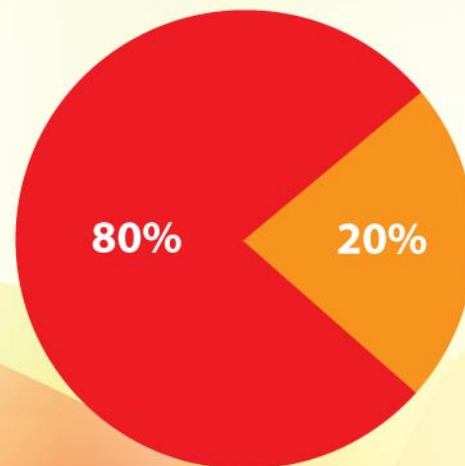
Year 2015



Year 2016



Year 2017



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OUT LOOK 2017, DIGITAL Business



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BUSINESS STRATEGY

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

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1

To maintain position as leader in voucher distribution

2

To become leader in mobile handset distribution and mobile retail business

3

Entering Digital Technology

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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

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