

View 'General Announcement' Announcement - SG140603OTHRIGSK

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SINGAPORE TELECOMMUNICATIONS LIMITED

Securities

Name	ISIN	Stock Code
SINGTEL	SG1T75931496	Z74

Announcement Details

Announcement Sub Title

SingTel Investor Day 2014

Announcement Reference

SG140603OTHRIGSK

Submitted By (Co./ Ind. Name)

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Designation

Assistant Company Secretary

Contact Details

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Effective Date and Time of the event

Price Sensitivity

No

Description (Please provide a detailed description of the event in the box below)

Please see the attached presentation slides on SingTel Investor Day 2014:

- AIS
- Bharti Airtel
- Globe
- Telkomsel

Attachments

For Public Dissemination

SingTelInvestorDay2014-AIS.pdf
 SingTelInvestorDay2014-Bharti.pdf
 SingTelInvestorDay2014-Globe.pdf
 SingTelInvestorDay2014-Telkomsel.pdf

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SingTel Investor Day 2014

Singapore, 3 June 2014

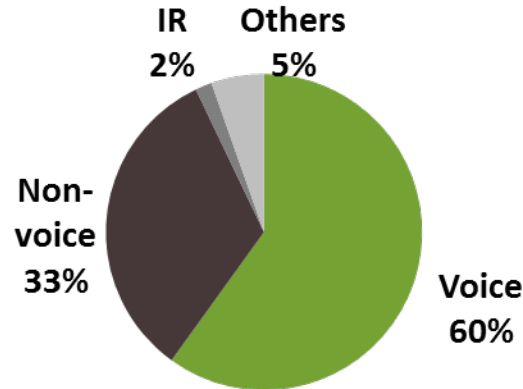


AIS at glance

No.1
mobile operator
in Thailand

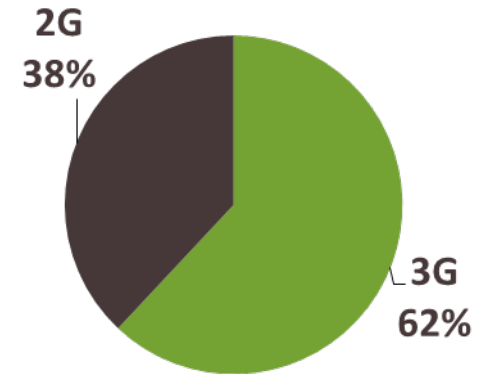
42m users

52% revenue market share



Breakdown of Service Revenue

26m 3G-2.1GHz users



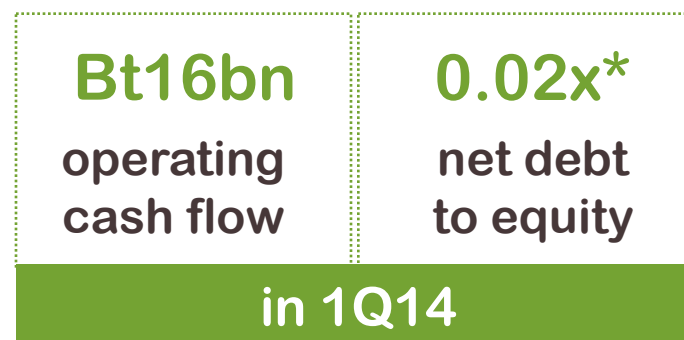
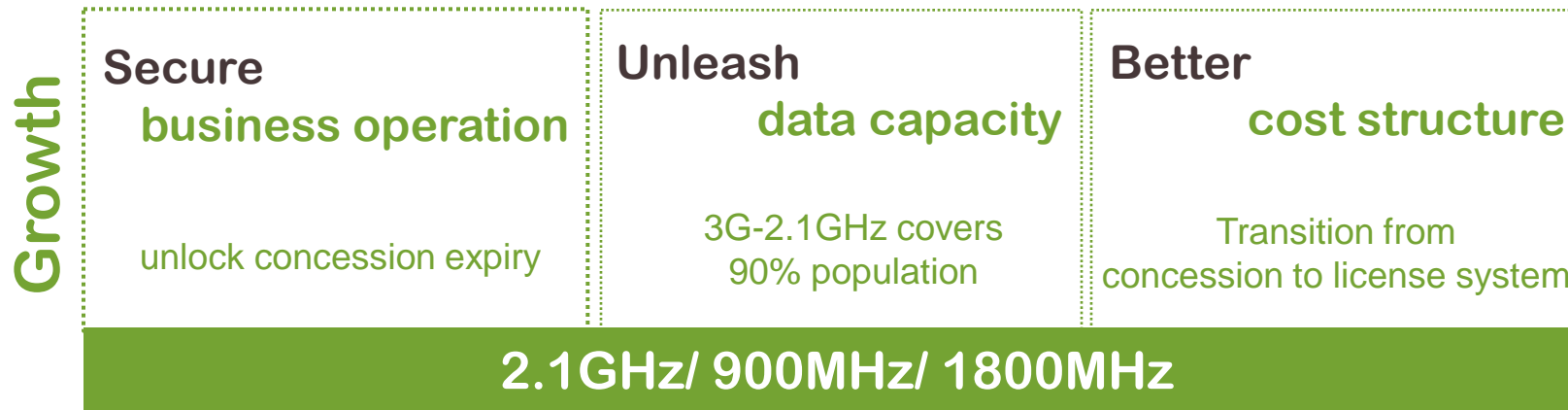
Breakdown of customers

Quick introduction

- Officially launched 3G-2.1GHz service in May-13 and expanded coverage to all 77 provinces with 90% population coverage under a 15-year license of 2x15MHz bandwidth.
- Provide nationwide 2G network on 900MHz under Built-Transfer-Operate contracts which will be expired in Sep-15.
- The 4G license auction is expected in Aug-14. The NBTC recently published the draft information memorandum on the 1800 MHz auction for public hearing expected in May-14. We managed to close down the GSM 1800MHz. The spectrum is ready to be handed back to the regulator for the upcoming auction.

Deliver both growth & shareholder return

Transitional period of telecom industry



*Apr-14,AWN, wholly owned by AIS, issued Bt16.6bn debenture. Including such item, net debt to equity stood at 0.45x.

Benefit from rising 3G adoption

Regulatory fee saving

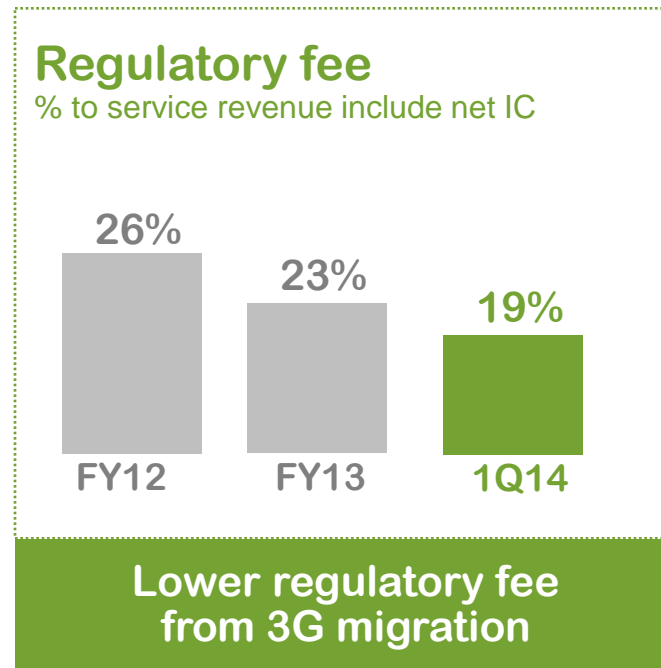
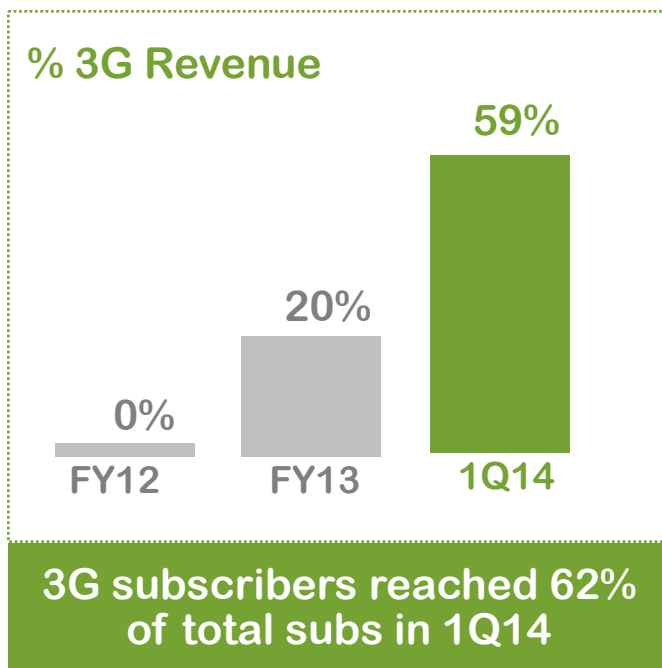
20-30%

Revenue sharing on 900/1800MHz
BTO agreement

vs

5.25%

License fee on 2100MHz



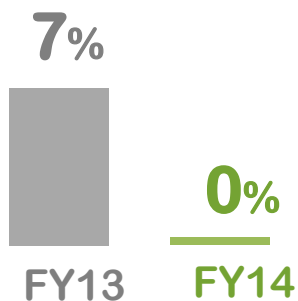
3G Strategies

The best 3G network at competitive price

To realized Regulatory fee saving on 3G-2.1GHz

Push
3G migration & subscription

Increase
3G handset adoption



ZERO
handset margin



AIS 3G	ชุดโปรโมชั่น 3G ใหม่					ชุดโปรโมชั่น 3G 5u-q-ใหม่!	
	โปรโมชั่น เริ่มต้น (บาท)	จำนวนตัว	คุณสมบัติ	MSRP	จำนวนตัว	โปรโมชั่น	จำนวนตัว
Acer Liquid Z3	299	300	หน้าจอ สัมผัส capacitive 5 นิ้ว 1.6 GHz	AIS 3G + 3888 ฟรี 1 ปี 8 GB + 32 GB	10 ตัว	โปรโมชั่น 4,000 บาท	จำนวนตัว 10 ตัว
ZTE F286	299	300	หน้าจอ สัมผัส capacitive 5 นิ้ว 1.6 GHz	AIS 3G ฟรี 1 ปี	10 ตัว	โปรโมชั่น 2,400 บาท	จำนวนตัว 10 ตัว
			โปรโมชั่น เริ่มต้น (บาท)	จำนวนตัว		โปรโมชั่น 1,200 บาท	จำนวนตัว 1,200 ตัว

Mid- to low-end
smartphone + package

- ↑ 700 direct sales
- ↑ Dealers' incentive
- ↑ Customer touch points
- AIS 3G centers
- Shop expansion & renovation

Distribution channel



Updates 3G-2.1GHz Migration & Network expansion



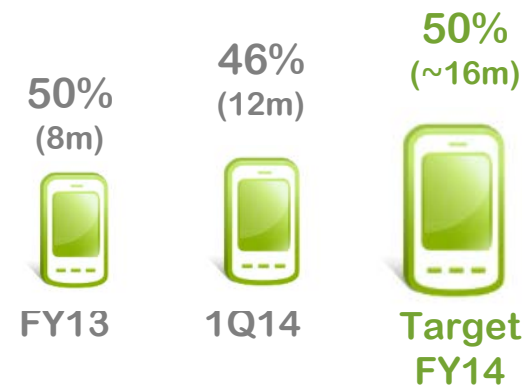
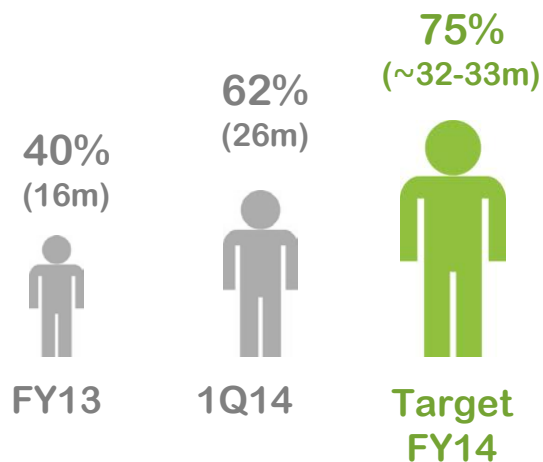
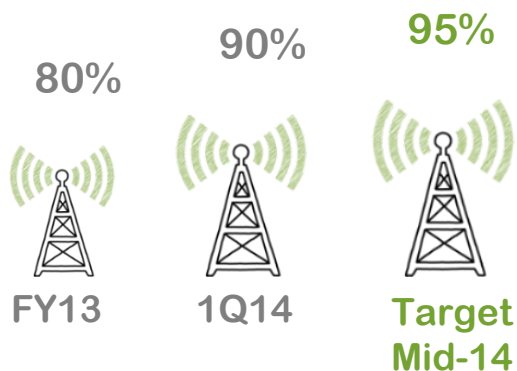
Population Coverage



3G to total subscribers



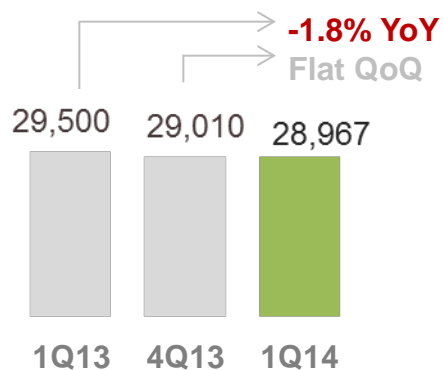
3G device penetration



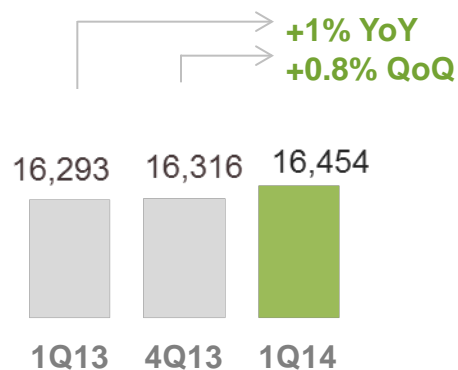
1Q14 financial highlight

(Unit: Bt mn)

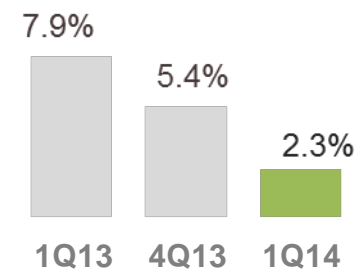
Service revenue ex. IC



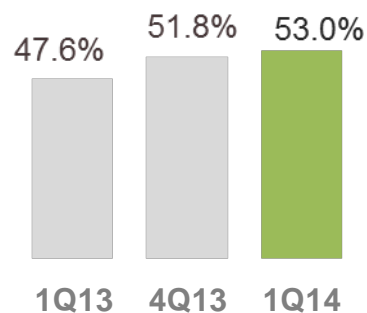
EBITDA



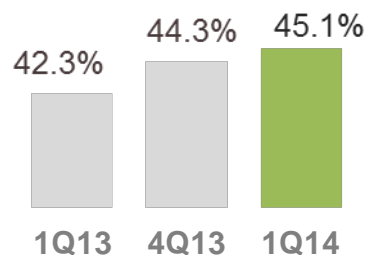
Sales margin



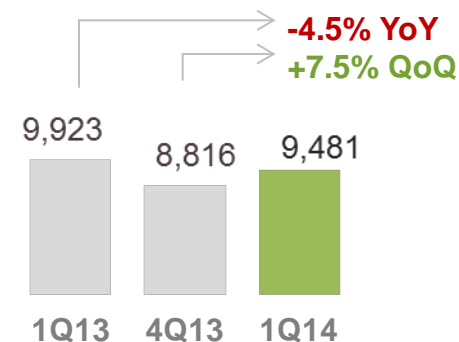
% Service margin



% EBITDA margin



Net profit



2014 guidance (maintained)

6 – 8%

**Service revenue
(excluding IC)**

- Contracted voice market
- Accelerated non-voice growth in 2H13

75%

**3G 2.1GHz subscribers
(50% using 3G devices)**

Flat

**Consolidated
EBITDA margin**

- Flat from FY13 at 43.4% due to zero handset strategy

+300bps

Service margin

- Increase 300bps from last year to 52%

Bt40_{bn}

FY14 CAPEX

- 95% population coverage
- 20k 3G BTS & additional small cells
- Faster fiber optic rollout
- AIS shop expansion & renovation

18%

**Depreciation
& Amortization**

Incl. network, license fee, and fixed asset in SG&A

4G auction timeline *Indicative draft*

2014

April	Draft Information Memorandum (IM)
May	Public hearing
June	Official IM
June	Application submit
July	Announce prequalification bidders
August	Auction
September	Announced winning bidder
September	License award

Future growth

900/1800MHz BTO assets

- **1800MHz** for 4G LTE
Expected auction in Aug-14
- **900MHz** to strengthen 3G
Expected auction in Nov-14

Wired-broadband services

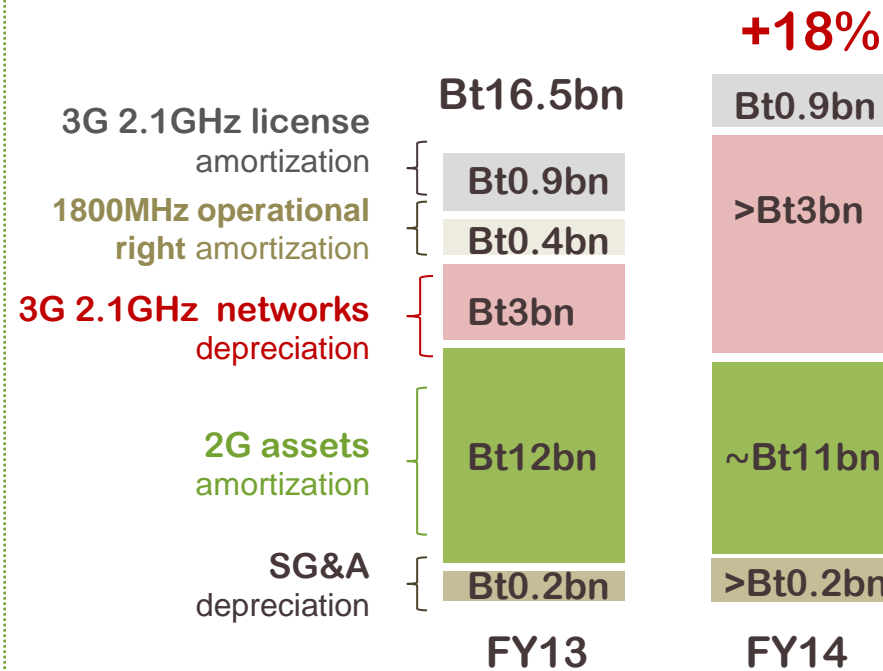
- Target **DENSE** residential areas
- **Leverage** extensive nationwide **fiber transmission**
- **Minimal investment** in last mile extension

Capture potential growth in the future

Appendix

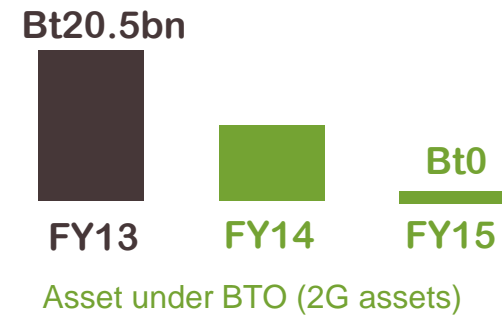
Depreciation & Amortization

Breakdown of D&A



Rising 3G investment will result in higher D&A but partly offset by lower 2G amortization

The value of 2G network assets will be depleted in FY15



Tier pricing – volume base

Fair usage policy: no real unlimited data offers

Monthly fee	Voice (minutes)	Data	Throttling	Wifi
Bt299	100	500MB unlimited	64Kbps	unlimited
Bt399	150	750MB unlimited	64Kbps	unlimited
Bt599	300	1.5GB unlimited	64Kbps	unlimited
Bt799	400	2GB unlimited	128Kbps	unlimited
Bt999	500	3GB unlimited	256Kbps	unlimited

3G device bundling promotions

For postpaid subscribers buying new 3G handset

50% package discount for 6 months



Low-ends
smartphone

Mid-ends
smartphone

High ends
smartphone

AIS 3G	อุปกรณ์ 3G มาตรฐาน					อุปกรณ์ 3G 5.0-9 นิ้ว	
	รุ่น	ราคา	คุณสมบัติ	คุณสมบัติ	คุณสมบัติ	คุณสมบัติ	คุณสมบัติ
Acer Liquid Z3	399	400	จอ 3.5 นิ้ว	RAM 512MB	10 นิ้ว	จอ 4.0 นิ้ว	RAM 512MB
Acer Liquid Z3 mini	399	300	จอ 3.2 นิ้ว	RAM 512MB	10 นิ้ว	จอ 3.5 นิ้ว	RAM 512MB
ZTE F286			จอ 3.5 นิ้ว	RAM 512MB	10 นิ้ว	จอ 4.0 นิ้ว	RAM 512MB

~~Bt399~~

Bt199

~~Bt599~~

Bt299

~~Bt799~~

Bt399

~~Bt999~~

Bt499



Nokia Asha 503 2,990.-
1,390.-

Samsung GALAXY Grand 2 11,900.-
5,950.-

Samsung GALAXY Note 3 23,500.-
16,450.-

iPhone 4s 14,900.-
7,450.-

Samsung GALAXY Pocket Neo 2,690.-
1,450.-

AIS HOT DEAL

3G handsets discount

Condition:

- subscribes monthly package
- pays 6 months package upfront fee

Management Presentation

Bharti Airtel Limited

June 2014



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This presentation contain certain statements of future expectations and other forward-looking statements, including those relating to our general business plans and strategy, our future financial condition and growth prospects, and future developments in our industry and our competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may, will, should, expects, plans, intends, anticipates, believes, estimates, predicts, potential or continue' and similar expressions identify forward looking statements.

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. . Average exchange rates used for Rupee conversion to US\$ is (a) Rs.46.00 for the financial year ended March 31, 2009 (b) Rs.47.63 for the financial year ended March 31, 2010 (c) Rs. 45.60 for the financial year ended March 31, 2011, (d) Rs. 47.84 for the financial year ended March 31, 2012 (e) Rs. 54.00 for the quarter ended June 30, 2012 (f) Rs. 55.19 for the quarter ended September 30, 2012 (g) Rs. 54.42 for the quarter ended December 31, 2012 (h) Rs.54.12 for the financial year ended March 31, 2013 based on the RBI Reference rate. Closing exchange rates used for Rupee conversion to US\$ is (a) Rs. 50.95 for the financial year ended March 31, 2009 (b) Rs. 45.14 for the financial year ended March 31, 2010 (c) Rs. 44.65 for the financial year ended March 31, 2011 (d) Rs. 51.16 for the financial year ended March 31, 2012 (e) Rs. 54.30 for March 31,2013 being the RBI Reference rate.

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

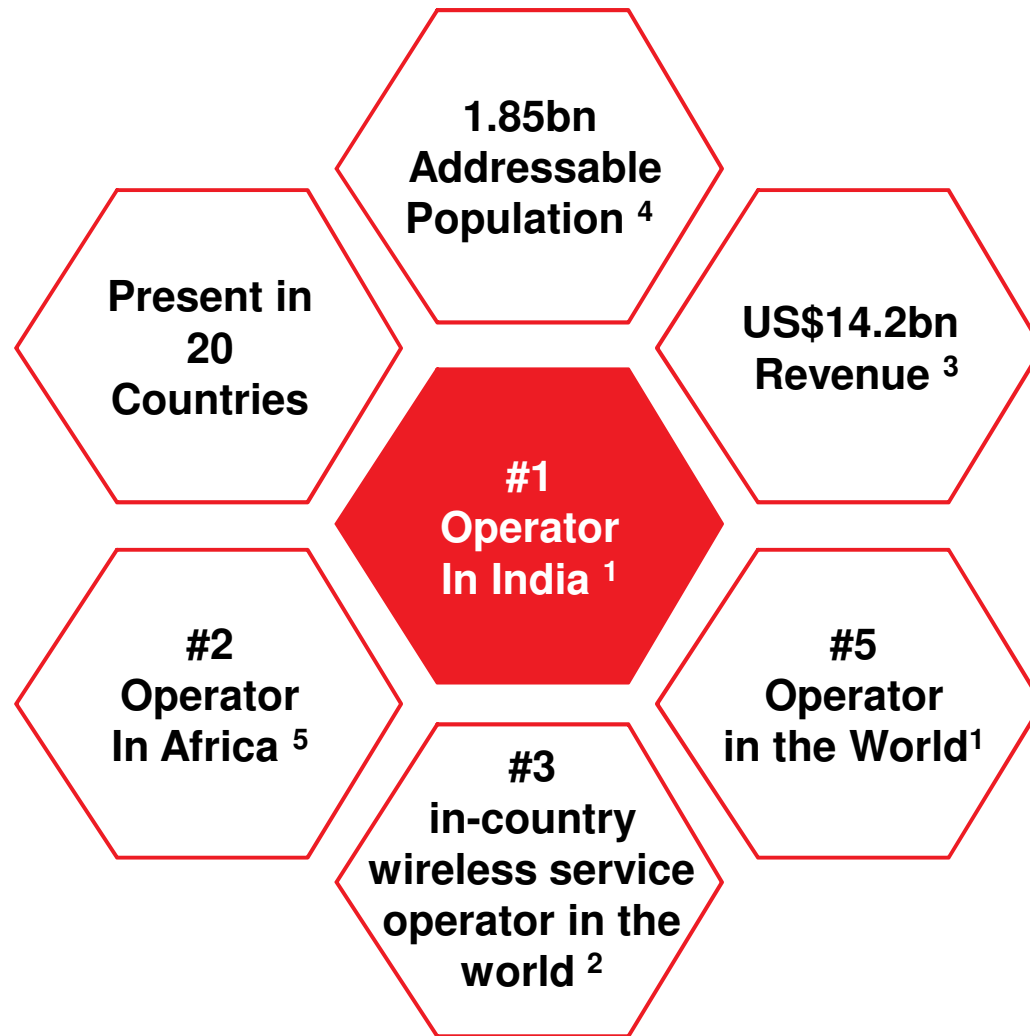
Agenda

- Introduction to Bharti Airtel
- Bharti Airtel Business Model
- Bharti Airtel Wireless Operations
- Bharti Airtel Africa
- Overview of Other Businesses
- Financial Overview
- Key Highlights



Bharti Airtel – Who we are

Bharti Airtel



Source: TRAI and Informa Telecoms and Media

Notes:

1. As of December 31, 2013
2. Fourth largest mobile operator in the world as of September 30, 2012, based on proportionate equity subscriptions .Based on data from Informa Telecoms and Media. In-country wireless operator refers to single country subscribers
3. FY2014 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 2013 Informa Telecoms and Media

The “airtel” Brand

Vision: Become the most loved brand by 2015

- Multiplatform services in telecom, enterprise and digital television, unified under brand “airtel”
- Successfully unified operations across the globe under the umbrella of ‘airtel’
- Amongst the Top 100 of Most Valuable Global Brands List ¹
- No. 1 service brand in India ²
- One of the top 10 brands in Africa – within 3 years of operations there
- Awarded Brand of the Year Award at the Nigerian Telecom Awards³



Alive



Inclusive



Respectful

Notes:

1. As per The BrandZ Top 100 Most Valuable Global Brands study conducted by leading global research firm Millward Brown- May-2012
2. Brand Equity's Most Trusted Brands Annual survey – 2012
3. Nigerian Telecom Awards 2013

Global Telecom Company with a Diversified Portfolio

Mobile Services



- Wireless mobile services across 20 countries
- Market leader in India both in terms of subscribers and revenue
- 283.6 mn¹ wireless subscribers globally

Airtel Business



- Services to large enterprises and carriers
- Single point of contact for all telecom needs
- Over 225,000 Rkm¹ covering 50 countries across 5 continents



Telemedia Services



- Fixed telephony and broadband internet (DSL + IPTV)
- 3.3mn¹ broadband & internet customers
- Services provided across 87 cities

Tower Infrastructure Services



- Bharti Infratel owns 35,905 towers¹ across 11 circles
- Bharti Infratel owns 42% stake in Indus Tower which has 113,008 towers¹ across 15 circles
- Current market cap: US\$6.4bn²

Digital TV



- Pan India DTH operations
- Amongst the top three players with 9 mn³ subscribers
- Coverage across 639 districts¹

Uniquely positioned with strong asset base

Five key businesses creating an end-to-end global telecom company

Source: TRAI and Informa Telecoms and Media

1. Bharti Airtel Quarterly Report for quarter ending March 31, 2014

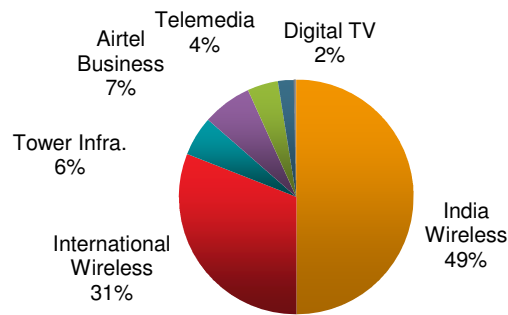
2. Market Cap data as on the 31 March 2014

3. As published on October 21, 2012 in the Business Standard Title: "Digital wars"

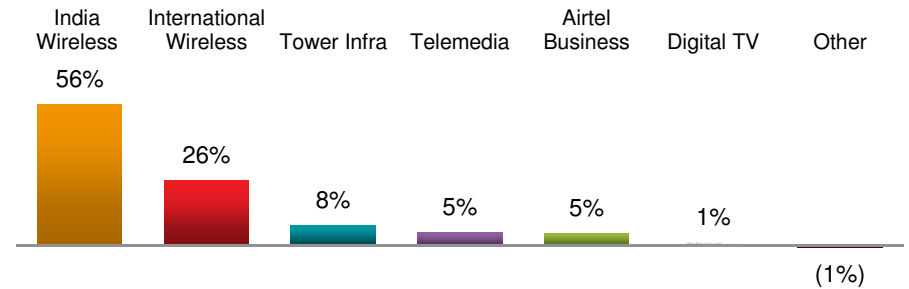
Scale and Profitability across Diversified Segments

- FY14 Revenues of \$14.2 bn and EBITDA of \$4.6 bn
- Q4 FY14 Revenues of \$ 3.6 bn and EBITDA of \$1.2 bn
- International Operations contributed 31% of FY14 revenues

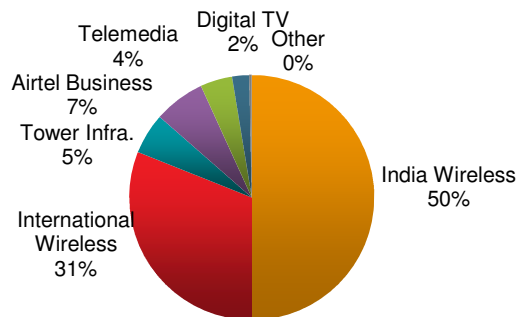
FY14 Revenue: \$14.2 bn ¹



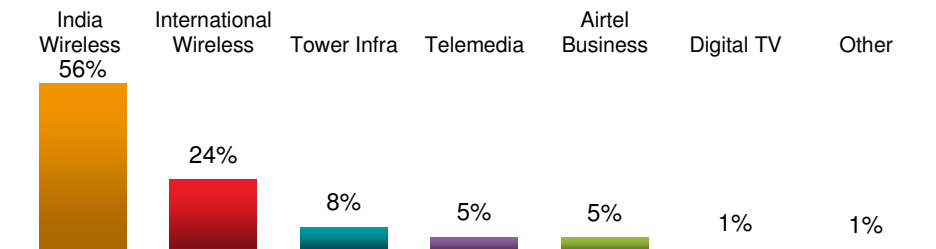
FY14 EBITDA: \$4.6 bn ¹



Q4 FY14 Revenue: \$3.6 bn ¹



Q4 FY14 EBITDA: \$1.2 bn ¹



Diversified suite of offerings with non-wireless segments contributing 20% to revenue (4Q FY14)

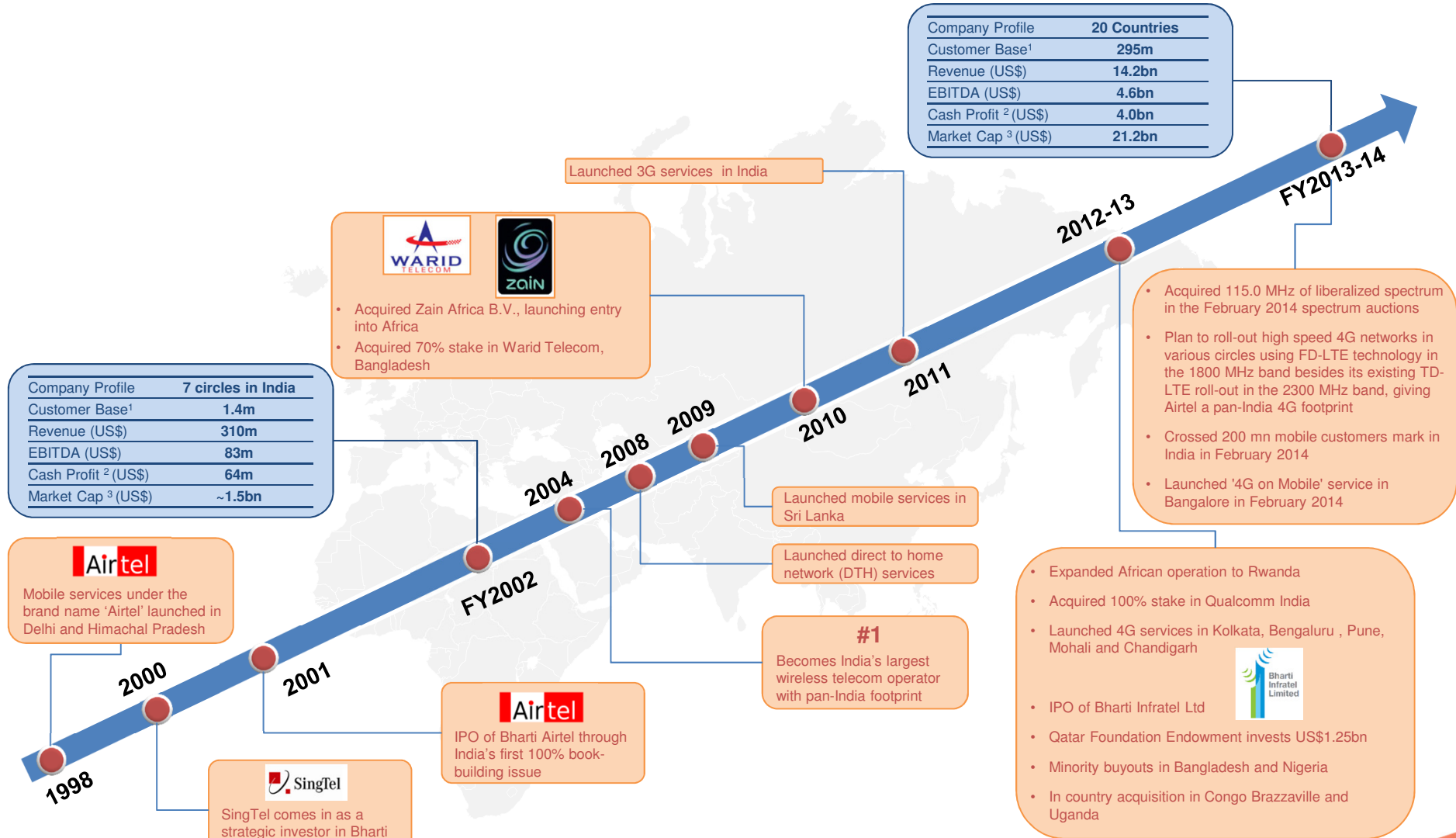
Source: Company Filings (NSE, BSE)

Note:

1. Revenue and EBITDA pie charts are based on pre inter-segment eliminations

Strong Growth Trajectory

Company Profile	20 Countries
Customer Base ¹	295m
Revenue (US\$)	14.2bn
EBITDA (US\$)	4.6bn
Cash Profit ² (US\$)	4.0bn
Market Cap ³ (US\$)	21.2bn



Amongst the world's leading telecom players offering end-to-end solutions

Source: Company Filings, Company website, BSE, NSE

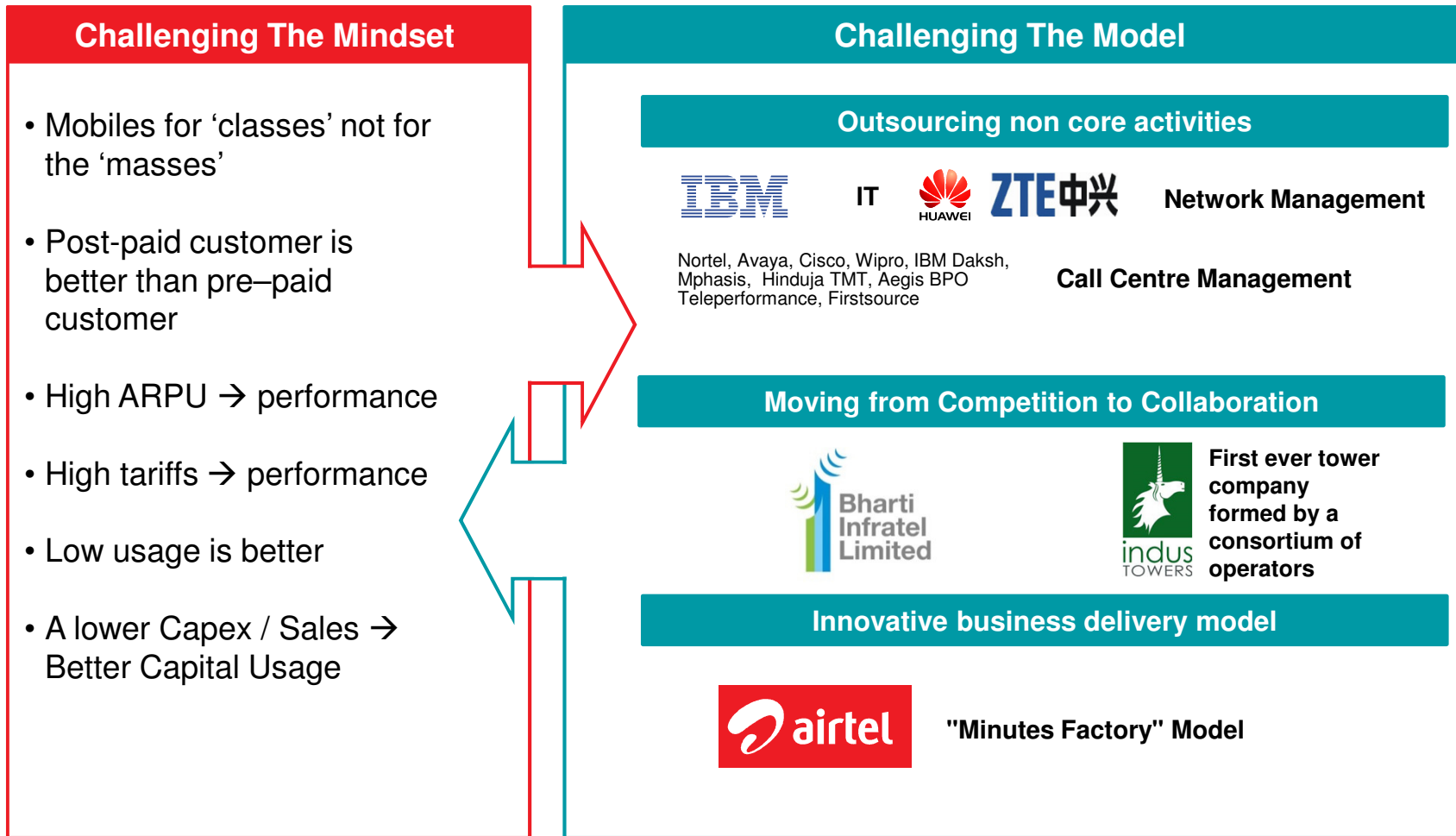
Notes:

1. Customer Base includes non-mobile customers (DTH, Enterprise, Telemedia, etc.)
2. Cash profit defined as EBITDA – Net Finance Cost excluding derivatives and exchange fluctuations impact
3. 2002 market capitalization as on 31/03/02 ; FY2014 market capitalization as on 31/03/14; (Source: BSE, NSE)



Unique Business Model

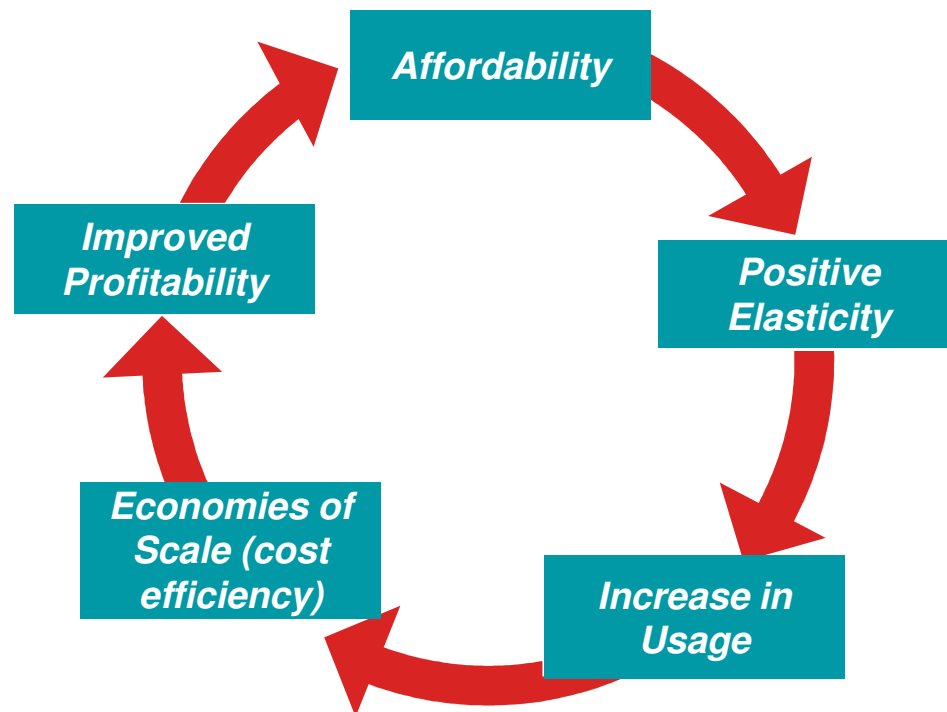
Bharti Airtel: Challenging mindsets



The strategic partnership model has been a key enabler for Bharti Airtel to lower its costs

Created a Unique Business Model – “Minutes Factory”

- Improving affordability to gain positive elasticity is at the heart of our Minutes Factory model



- Focus on producing the lowest cost minute whilst maintaining / growing margins
- Drive affordability
 - more users
 - more usage
- Increased scale of minutes; driving operating leverage

Bharti Airtel successfully used its “Minutes Factory” model to move towards a high usage environment, while building its customer base profitably



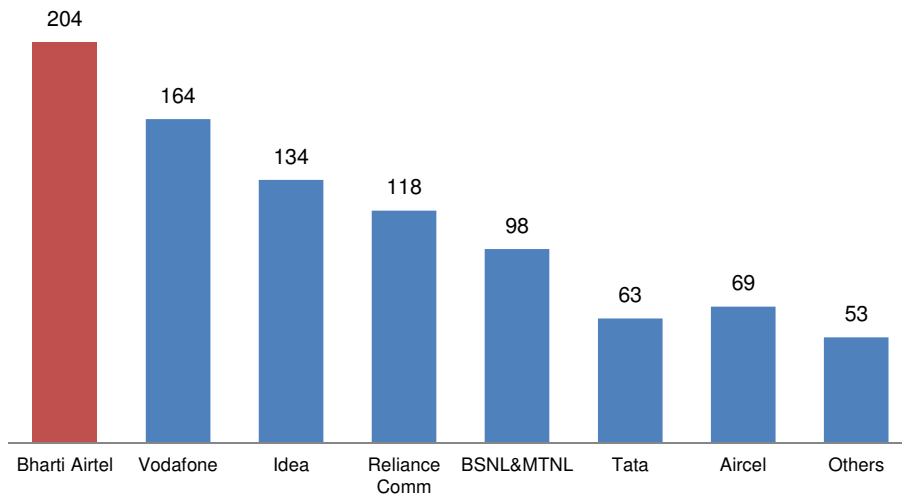
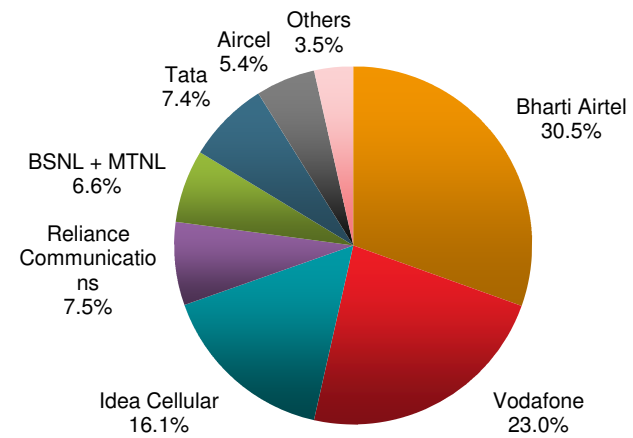
***Bharti Airtel: India
Wireless Overview***

Bharti Airtel: The Leading Indian Wireless Operator

Wireless Subscriber Market Share ¹



Wireless Revenue Market Share ²



87% nationwide coverage with 31% revenue market share and 23% customer market share

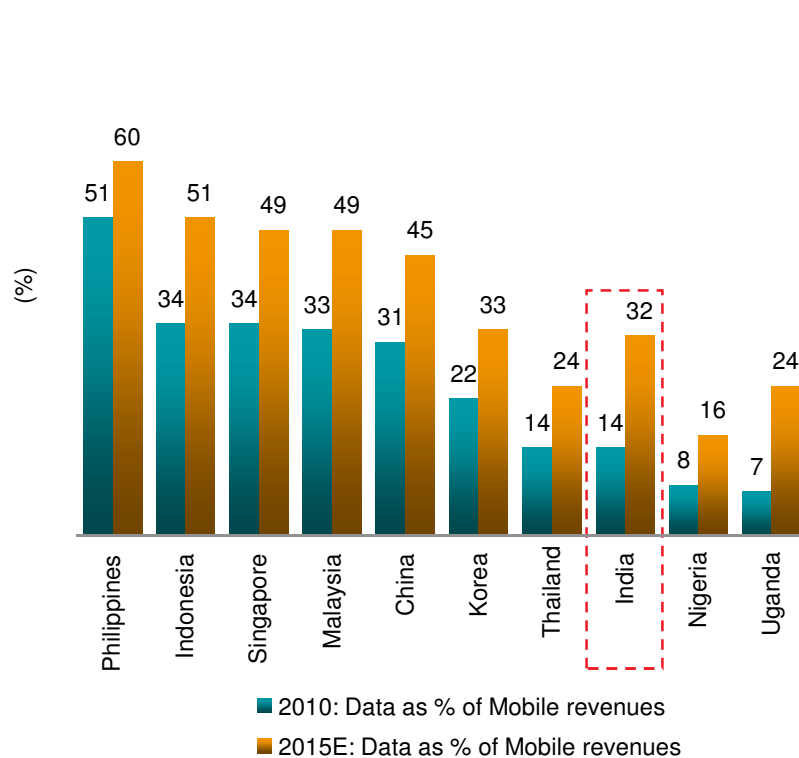
Source: TRAI

Notes:

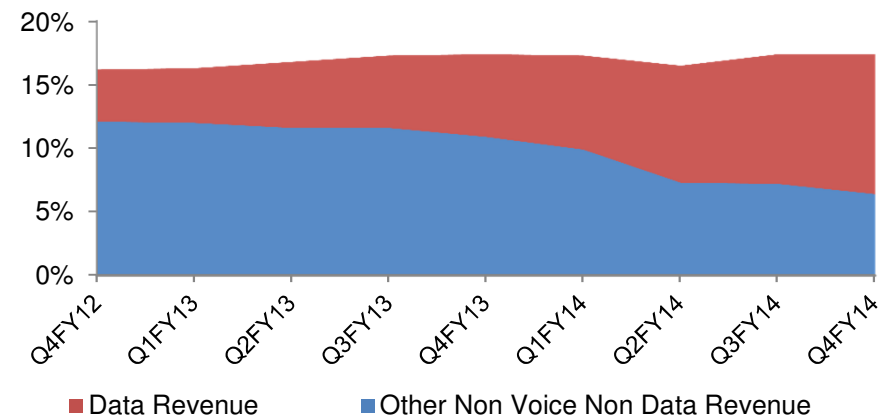
1. As of Feb 28, 2014 as announced through TRAI
2. For quarter ended Dec 31, 2013. Calculated on the basis of Gross Revenue for UASL + Mobile + CMTS licenses

India Wireless – Significant Upside From ‘Data’

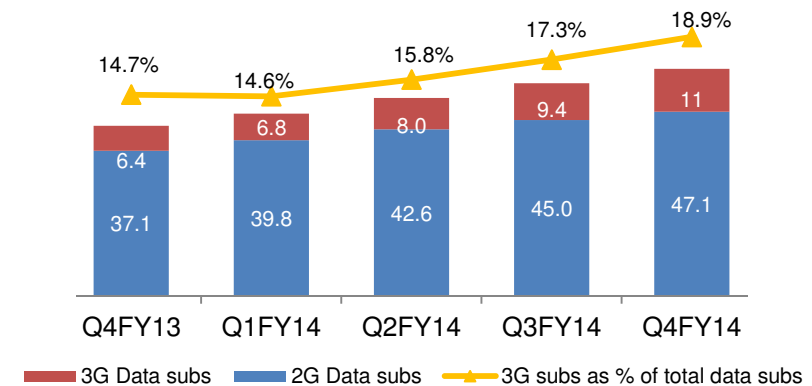
Data as a percent of Mobile Revenues across Emerging Markets



Bharti Airtel’s Non Voice Revenues as a % of Mobile Revenues¹



Bharti Airtel’s Data and 3G Subscriber Base (mn)



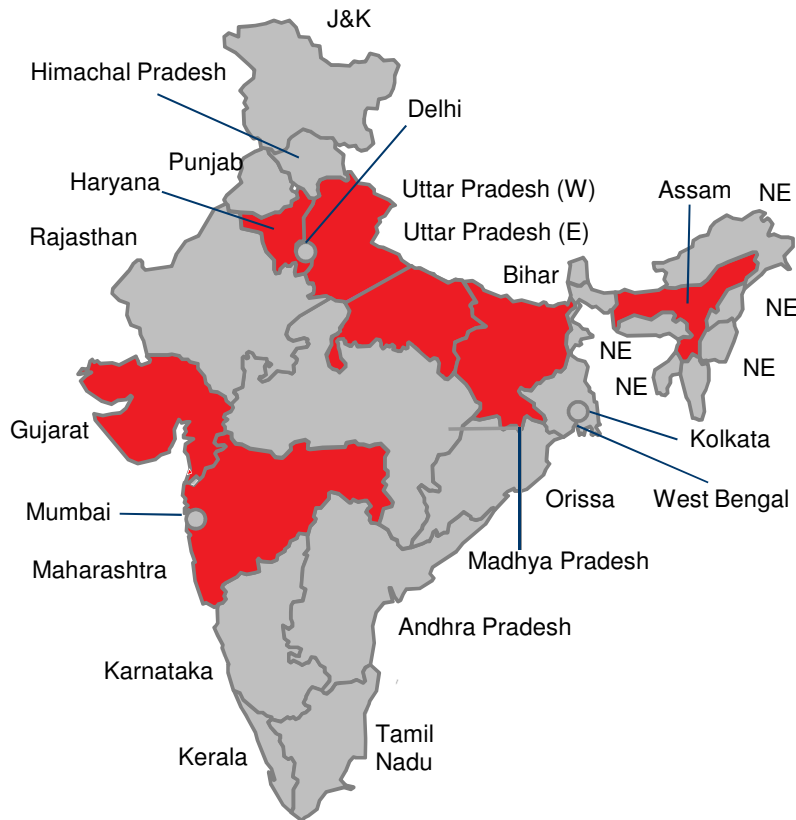
India is expected to have one of the fastest growth rates in the data segment over the next 5 years, to be driven by low cost mobile handsets and new technologies (3G/4G)

Source: Informa, Company filings

Note:

Strong Spectrum Position

Bharti Airtel's Spectrum Position



■ Un-liberalized Spectrum Only
■ Liberalized and Un-Liberized Spectrum

Source: TRAI, Department of Telecom, Company Filings

Spectrum Holding

- Acquired 115 Mhz of 20 year liberalized spectrum positions – Enhanced long term deployment flexibility
- Prime Spectrum to Lead Data Growth Story in Feb 2014 auctions
 - Secured pan India 4G footprint- widest broadband footprint in India, which provides ability to build robust network and enhance leadership position in the fast growing data segment
 - Company plans to roll-out high speed 4G networks in various circles using FD-LTE technology in the 1800 MHz band besides its existing TD-LTE roll-out in the 2300 MHz band, giving it a pan-India 4G footprint.
- Bharti Already holds 3G and 4G spectrum in 21 telecom circles. Bharti has rolled out 3G and 4G services - with over 8 million 3G customers and over 100,000 customers in 4G LTE across 4 cities

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



*International Operations
on a Steady Path*

Transaction Rationale

Bharti Airtel Objectives

Shareholding and Full Management Control

Ability to use brand 'Airtel'

Manageable Deal Size

Diversification of India Risk

Avoiding Greenfield

Replicating core competency: "minute factory" model



Transaction Achievements

Global Stature with focus on Emerging Markets

Significant Synergies

Strong Platform for Future Expansion

The transaction met the objectives of Bharti Airtel with long term strategic benefits

Africa – Opportunity for Growth

	India	Africa ¹
Mobile Penetration	~73%	~63%
Average Number of Competitors	10-12	3-5
Business Model	High usage, low pricing model	Low usage, high pricing model
Minutes of Usage per sub ²	~437	~136
ARPU (US\$) ²	~\$3.2	~\$5.5
ARPM (US cents ¢) ²	0.6¢	3.2¢

Africa presented an opportunity where Bharti could replicate its ‘minute factory’ model successfully

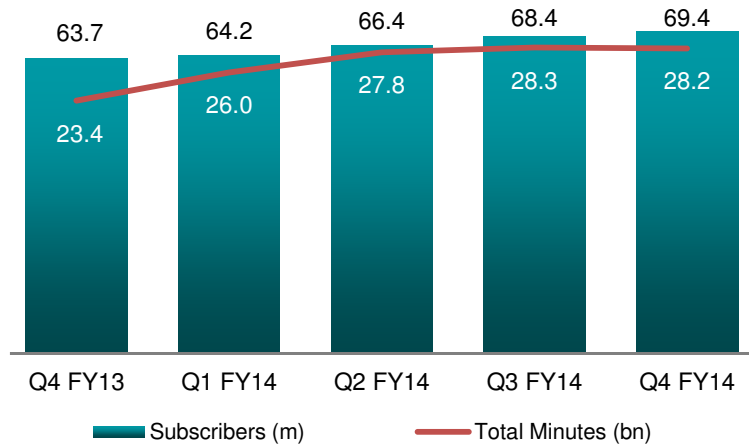
Source: Company Filings, World Cellular Information Service (WCIS)

Notes:

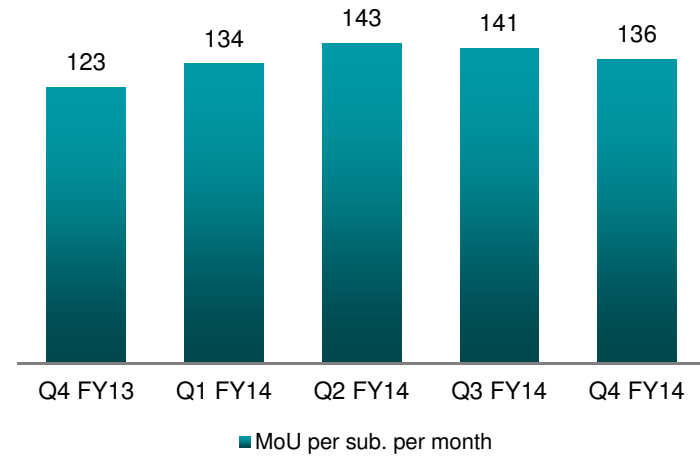
1. Data pertaining to the 17 African countries where Bharti Airtel Africa has operations.
2. Bharti Airtel numbers for the quarter ending March 2014

Africa Performance Indicators

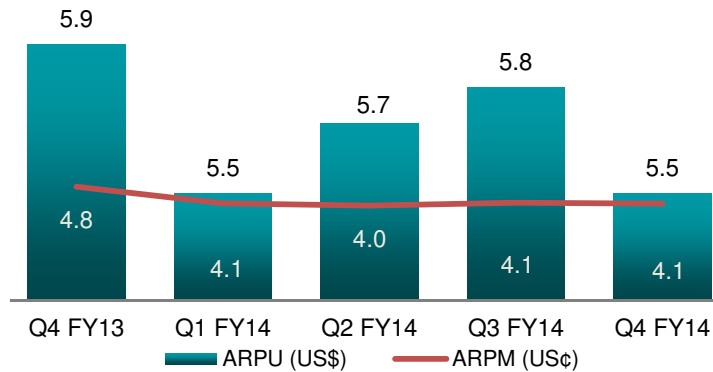
Total Subscribers (mn) and Total Minutes (bn)



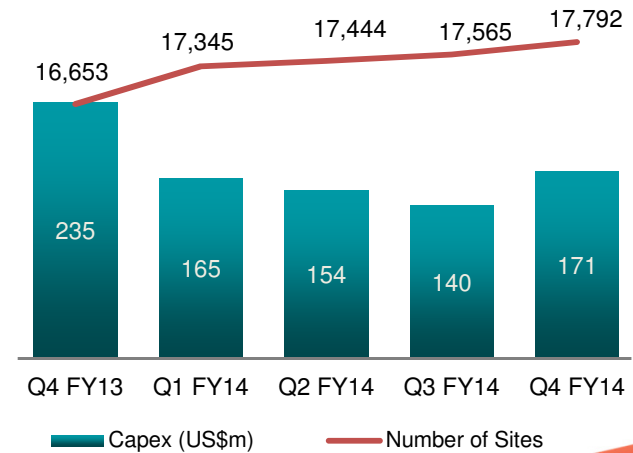
Minutes of Usage per sub



ARPU (USD) and ARPM (Usc)



Capex (US\$m) and Number of Sites





Other Businesses

Telemedia Services

- Pan-India presence of 87 cities
- Operates in the entire broadband continuum - fixed line voice and high speed broadband across Homes and Office segments, broadband (via DSL), IPTV, internet leased line and MPLS services
- Key Performance Indicators
 - Voice (wire-line) and Data (DSL) Presence in 87 top cities in India
 - Customer base: 3.4 million
 - Broadband penetration at 43.6% of customer base
 - Average ARPU of \$15.6 per month for quarter ended Mar 31, 2014



Broadband revolution to follow wireless revolution in India

Source: Company Filings

Airtel Business

India's leading and most trusted provider of ICT services

- Customer base across - enterprises, governments, carriers and small and medium business.
- Diverse portfolio of services - voice, data, video, network integration, data centers, managed services, enterprise mobility applications and digital media
- Strategically located submarine cables and satellite network - global network running across 225,000 Rkms, covering 50 countries and 5 continents.



Source: Company Filings

Note:

1. Post FY09 this segment was reclassified

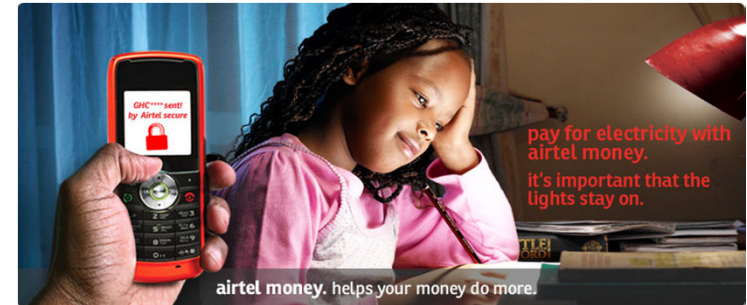
Digital TV Services

- First Company in India which provides real integration of all the three screens viz. television, mobile and computer enabling our customers to record their favorite TV programs through mobile and web
- Launched “Airtel Digital TV” service in October 2008 as fifth operator providing Direct-to-Home (DTH) services in India
 - Subscriber base of ~9 million subscribers
 - Present across 639 districts
 - Offer 379 channels including 17 HD channels and 4 interactive services
 - Also offers High Definition (HD) Set Top Boxes and Digital TV Recorders with 3D capabilities delivering superior customer experience
- Key Performance Indicators (FY14)
 - Average ARPU of \$3.3 per month for quarter ended Mar 31, 2014



Airtel Money

- Airtel Money, Airtel's semi-closed wallet has witnessed phenomenal growth over the year
- Key Performance Indicators (India)
 - Active subscribers: Stands at 1.7 million as on Mar 31, 2014
 - Transaction Volume: 38 million during quarter ended Mar 31, 2014
 - Average Value per transaction: Rs 359 during quarter ended Mar 31, 2014
- Key Performance Indicators (Africa)
 - Total customer base: Stands at 3.5 million as on Mar 31, 2014
 - Transaction Value: \$ 2,203 million during quarter ended Mar 31, 2014
 - Total number of transactions: 92 million during quarter ended Mar 31, 2014

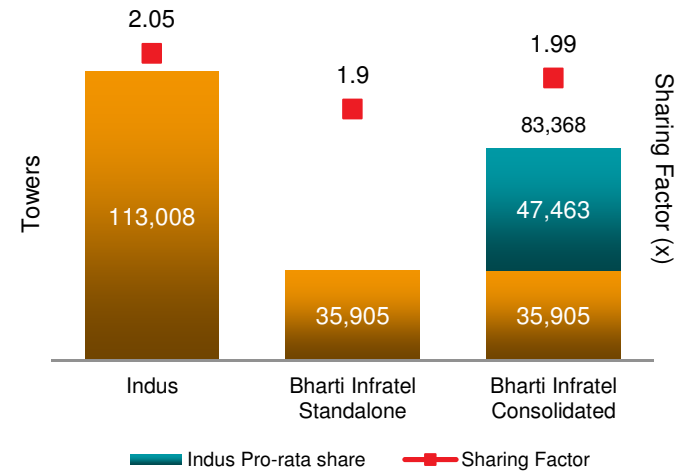


***Airtel Money is offered in
India and across all 17
countries of Africa where
Airtel is present***



Tower Infrastructure

- Bharti Infratel is a leading tower infrastructure provider
- Also holds a 42% stake in Indus Towers, amongst the largest tower companies in the world, operating in 15 circles, thereby enabling the Company to provide leading pan-India passive infrastructure services
- Bharti Infratel conducted its Initial Public Offering in December 2012, raising \$761m for a 10% stake, current market capitalization of US\$6.4bn¹
- Sharing factor (Tenancy ratio) of ~1.99x per tower



Bharti Infratel owns 42% stake in Indus Towers – one of the world’s largest passive infrastructure providers

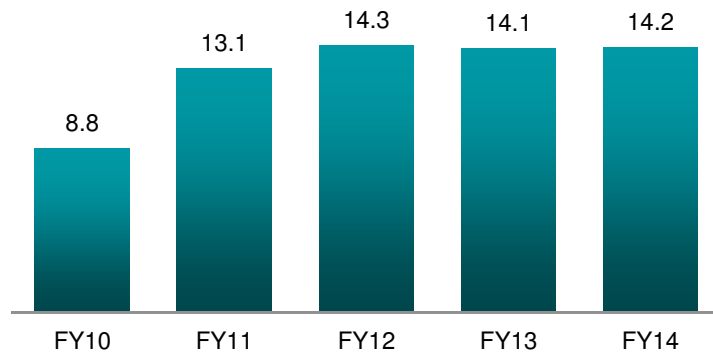
Source: Company Filings
 Note
 1 As of Mar 31, 2014



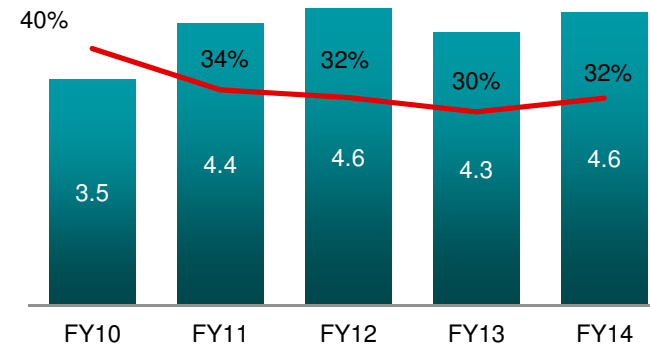
Financial Overview

Robust Financials (Consolidated) ¹

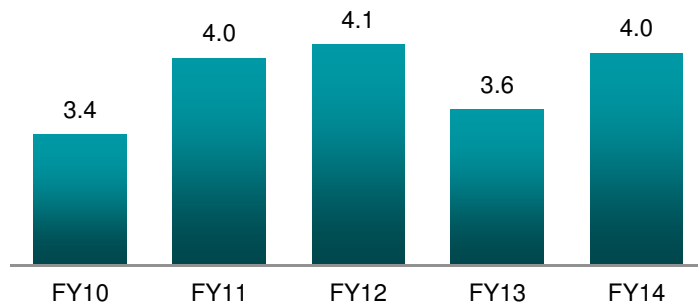
Total Revenues (US\$bn)



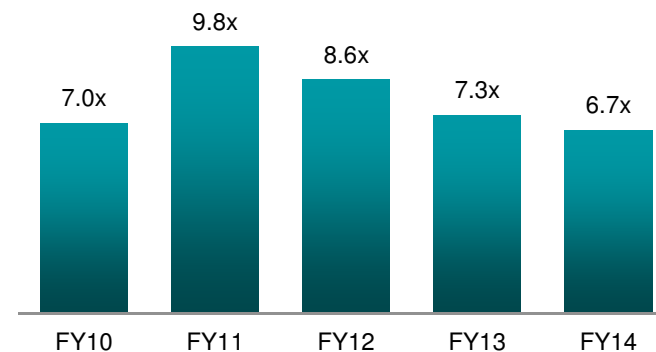
EBITDA (US\$bn) and EBITDA margin



Cash Flow from Operations (US\$bn)



Enterprise Value / EBITDA



Source: Company Filings

Note:

1. Africa operations consolidated starting from 8th June 2010



Leadership

Leadership in Business

Bharti Airtel was placed among the top 200 brands globally in the annual survey undertaken by Brand Finance, an international agency

Ranked #71 in top 100 list of Global Brands by Millward Brown Optimer, published in Financial Times, with an estimated brand value of over USD 11 billion, 2012

Airtel has bagged the 'Brand Leadership Award in Telecom Sector for the year 2012' and 'Emerging Brand Award for airtel money' at the Brand Leadership Awards

Airtel digital TV (HD) was recognized as the 'Product of the year 2012', by AC Nielsen, an international research firm.

Airtel bags five awards at tele.net Telecom Operator Awards 2013 which includes - Telecom Operator Awards 2013, Most Admired Telecom Operator, Best National Mobile Operator, Best Ad Campaign by an Operator, Best 3G Operator and Best VAS Provider (for airtel money) categories.

Airtel's myairtel application has won the 'App of the Year' award for 'Best Application using Network Application Programming Interfaces (APIs)' at the prestigious GSMA (Groupe Speciale Mobile Association) Global Mobile Awards 2013

Bharti Airtel Nigeria won 3 industry Awards at the prestigious 8th edition of the Nigerian Telecoms Awards: Telecoms Brand of the Year, Best Customer Service and the Most Innovative Network.

Airtel bagged the 'Quality Excellence Award for Fastest growing Company' at the National Quality Excellence Awards

Sunil Bharti Mittal, Chairman

- Honorary Degree awarded by Newcastle University - 2012
- 'Business Leader for the World Award' from INSEAD in 2011

Rajan Bharti Mittal, Vice Chairman & MD

- 'Indian Business Leaders of the Year' award at the Global India Business Meeting, 2011

Akhil Gupta, Deputy Group CEO & MD

- 'Outstanding Contribution to the Sector' award at the Telecom Operator Awards 2012
- CFO India Hall of Fame by CFO India, 2011

Manoj Kohli, Chairman, Bharti Airtel International (Netherlands) BV

- Telecom Man of the year by Tele.net in Apr'10

Highest Standards of Corporate Governance



Credit Rating and Information Services of India (“CRISIL”) has assigned its Governance and Value Creation rating “CRISIL GVC Level 1” to the corporate governance and value creation practices of Bharti Airtel

Quarterly financials audited on IFRS, IGAAP basis

IG rating from 3 International Rating Agencies

Diversified Board – 50% independent directors

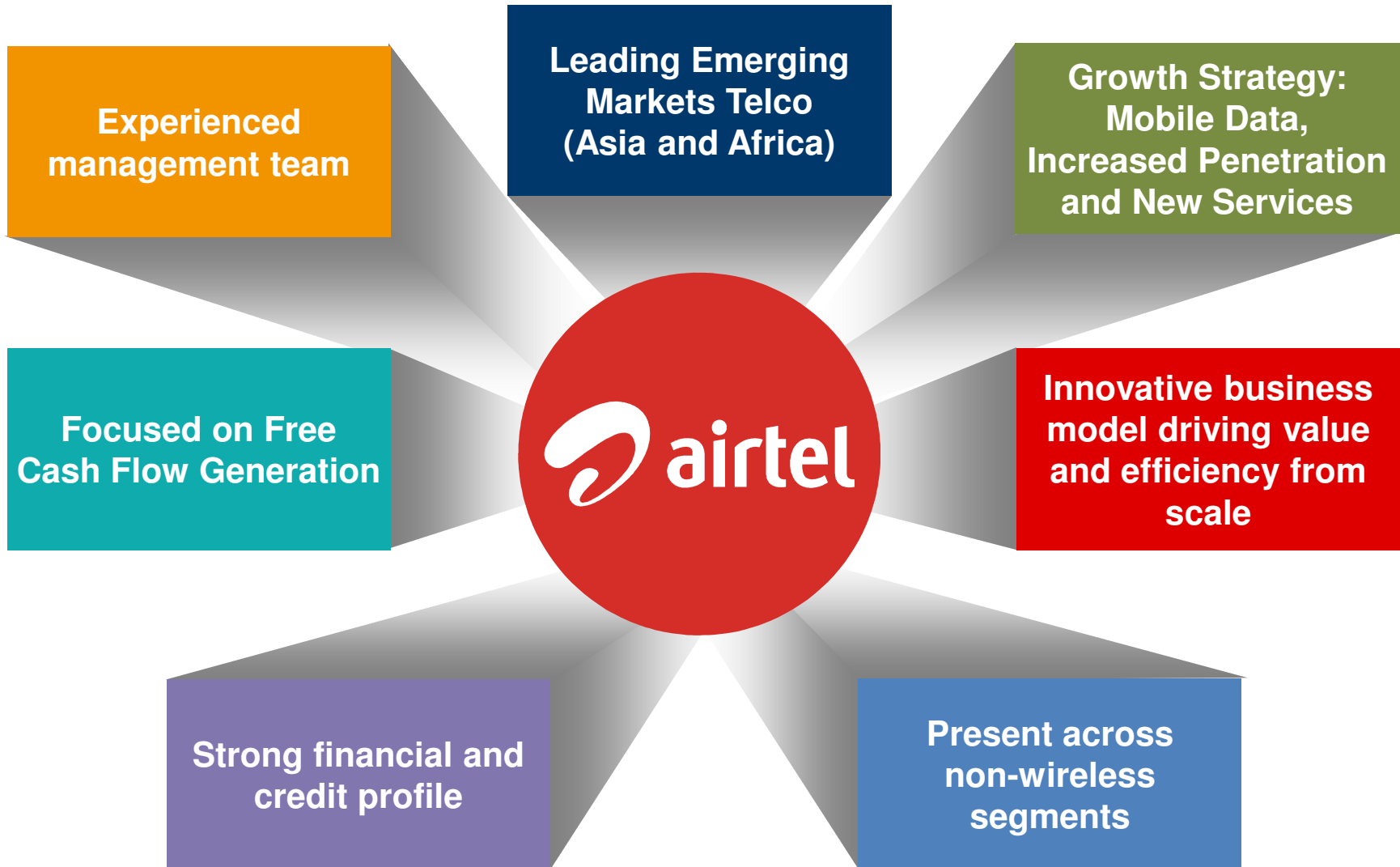
SingTel representatives on the Board of the company

Professional organization with empowerment to operating team



***Investment
Highlights***

Investment Highlights



Management Presentation

Bharti Airtel Limited

June 2014



Globe Telecom, Inc.

SingTel Investor Day 2014
Singapore | Four Seasons Hotel

3 June 2014



Globe



40.1 million
Mobile subscribers

2.1 million
Broadband subscribers

611 thousand
Fixed line subscribers

Modernized data
network

2G 100%
coverage

3G 98%
coverage

4G 8400+
base stations

Constant Dividend
Policy

6.2%
Dividend
yield for 2013

Solid Shareholder Base



Globe

#1 in Customer
Experience

- Hailed as the **Customer Service Leader of the Year** at the Asia-Pacific Stevie Awards
- Received a Gold Quill Merit Award for **innovative customer care solution**
- Hailed **Best in Customer Experience** by the World Communication Awards in 2013

Leader in Postpaid

Over **2** million
subscribers

Leader in innovation



A Member of
Bridge Alliance

Asia Pacific's leading
mobile alliance of



Strong challenger
in a 2-player
market



14 mobile
carriers
with a combined
customer base of
over **630**
million

Globe Product Portfolio

Mobile



Globe
POSTPAID



Globe
PREPAID



- **Leading postpaid mobile service** in the country
- **mySUPERPLAN** – Fully customizable postpaid plan that allows you to choose gadgets, bundled call, text, and data services, and contract periods
- **Globe Prepaid is targeted towards the mainstream market while TM caters to the value-conscious segment of the market**
- *Globe Prepaid* and *TM* subscribers can customize their voice, SMS, and data subscriptions via Globe *143#



Broadband

Tattoo
ON-THE-GO

Tattoo
@Home

- A plug-and-play USB modem that allows users to access the **internet on-the-go**, available in postpaid and prepaid packages
- **Home-based broadband service** suited for all kinds of users – light, moderate, heavy or ultra-heavy



Fixed Line



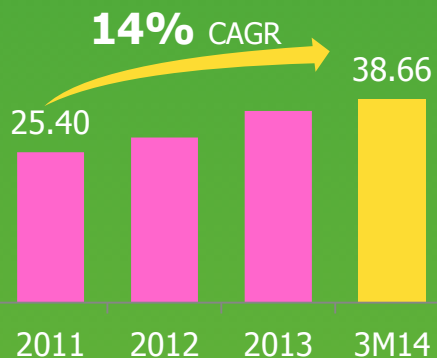
Globe
BUSINESS

- Providing products and **solutions for large corporates and small and medium enterprises**
- Products include cloud, mobility, M2M, collaboration, and connectivity solutions, data centers, and business voice services

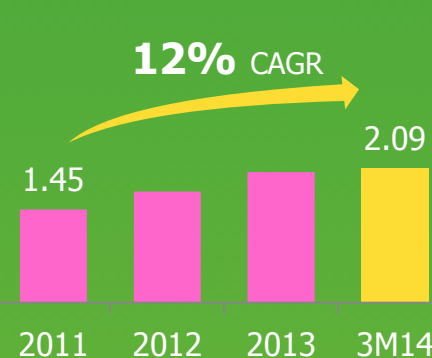


Despite mobile subscriber penetration over 110% and multi-SIMming, Globe sustained subscriber momentum, seeding future revenue growth

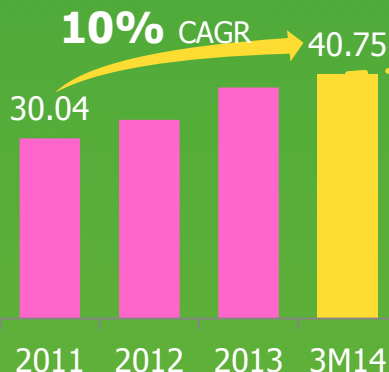
Prepaid Subscribers
In Millions



Postpaid Subscribers
In Millions



Mobile Subscribers
In Millions



Organic growth still anticipated, given that **approximately 1/3 of population today is below 14 years old**, providing an addressable market in the future

Growth driven by continued investments in our subscribers

Relevant customer offers



GoUNLI 20

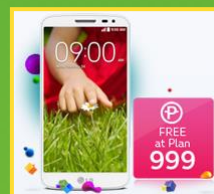


GoCall 100



GoSURF + Spotify

Gadget offerings



Increased customer touch points



186 Globe Stores



@Talk2Globe



Dial *143#



Globe Hotline

Rewards Programs



TM Astig Rewards



Postpaid Rewards



Prepaid Rewards

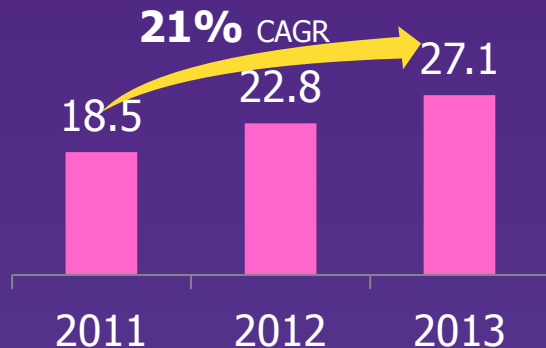


VIP Rewards

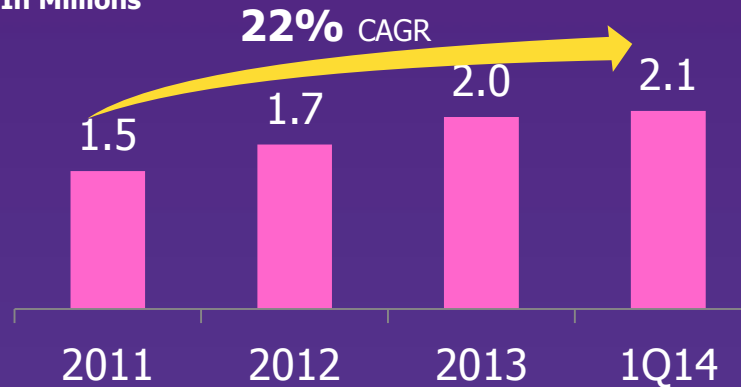
We remain steadfast in our strategy to continuously grow our postpaid subscriber base, through high-quality acquisitions and retention

Even if it is only **5% of subscribers**, postpaid contributes close to **40% of mobile revenues**

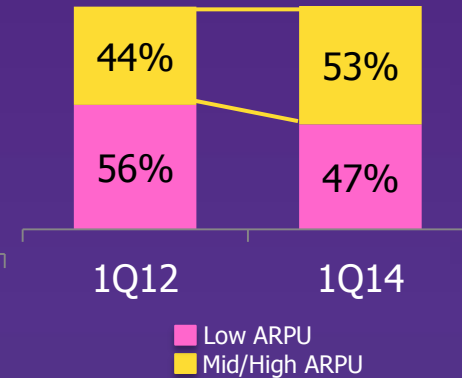
Postpaid Revenues
In Php Billions



Postpaid Subscribers
In Millions



Gross Adds Mix
Richer Mix of Mid/High ARPU subs

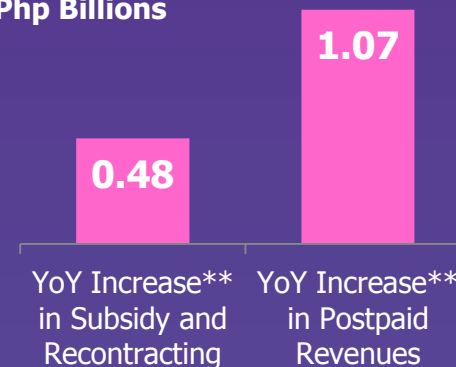


Benefits of growing postpaid far outweigh the investments in subscribers through subsidies and re-contracting charges

Benefits include:

- ✓ Uplift in ARPU
- ✓ Lower churn
- ✓ More stable revenues
- ✓ Higher incidences of becoming the primary SIM for a multi-SIM subscriber

Growth in Subsidy vs. Growth in Postpaid Revenues
In Php Billions

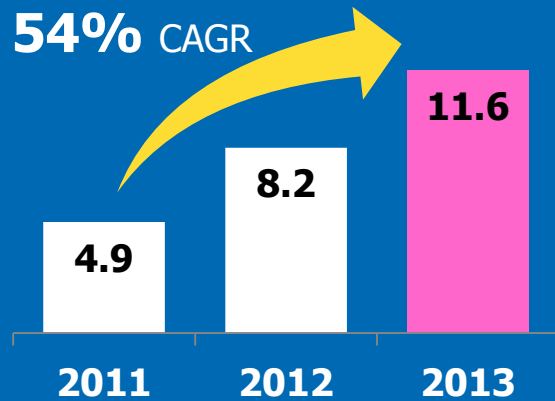


** Increase from 1Q13 to 1Q14

Given demand for mobile internet access, we continue to seed revenue growth through product innovation and first-in-the market promotions

Mobile Data Services Revenues

In Php Billions



Going forward, Filipinos will access more of their social networking content using smartphones



8th
in the
world



Nearly 7 out of 10 Filipinos who are online still access the internet via internet cafes



10th
in the
world

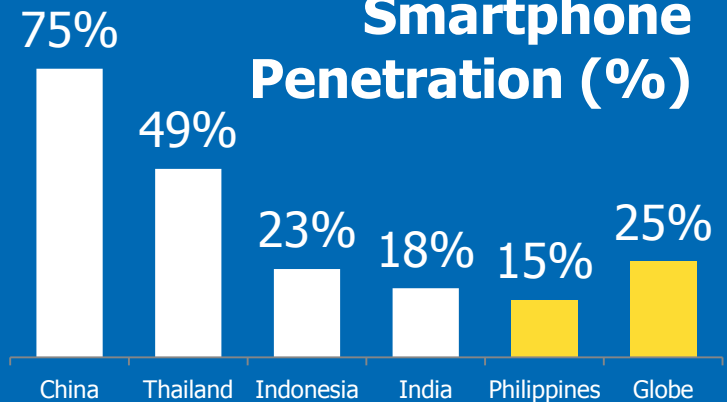
GoSURF + Spotify

Free Facebook

UnliChat



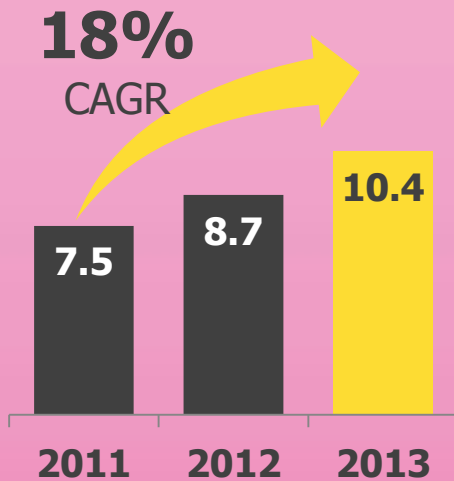
Smartphone Penetration (%)



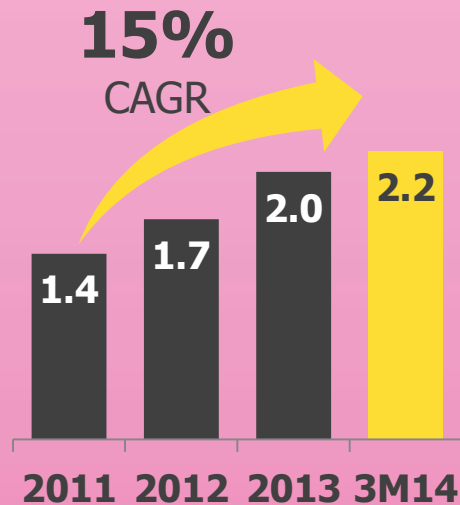
Source: Nielsen Smartphone Insights 2013

In step with mobile services, we intend to capitalize on opportunities in broadband and fixed line data segments

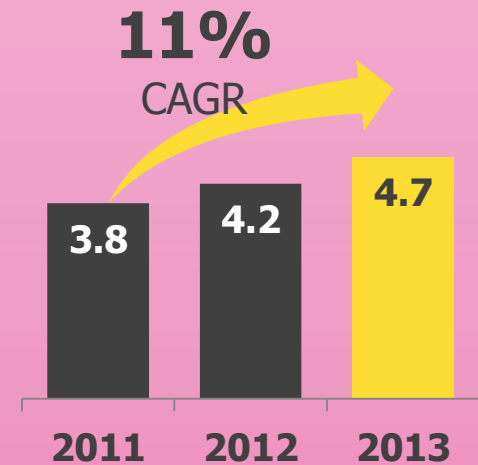
Broadband Revenues
In Php Billions



Broadband Subscribers
In Millions



Fixed Line Data Revenues
In Php Billions

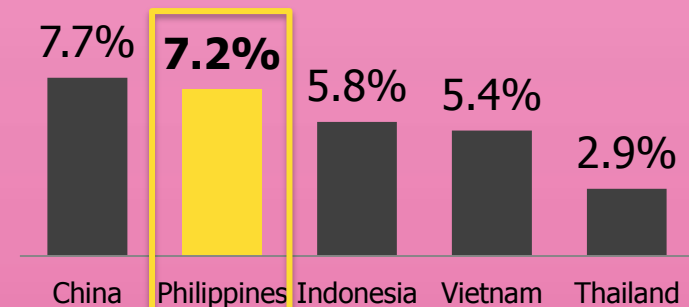


Low penetration rates present opportunities for significant growth in broadband

36%
Internet penetration*

18%
Household penetration**

Strong Philippine economy fueling growth in corporate data



One of the best performing countries in Asia

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

GCash



- An internationally acclaimed **micro payment service** that transforms a mobile phone into a **virtual wallet**, enabling secure, fast, and convenient money transfers at the speed and cost of a text message



- The country's first mobile phone-based, **microfinance-focused savings bank**, with a vision to promote financial inclusion for the country's "unbanked"



- A **pioneering business incubator** designed to provide aspiring technopreneurs with funds and facilities, mentorship, and market access needed to build new businesses
- Currently, Kickstart has 17 startups in its portfolio, **seeding the technology ecosystem**



- Globe's **mobile advertising platform** with partner Out There Media (OTM)

Consolidated Financial Highlights

In Php Mn	3M14	3M13	Y/Y Change	1Q14	4Q13	Q/Q Change
Service Revenues	23,230	21,368	9%	23,230	23,243	-
OPEX & Subsidy*	(14,434)	(12,592)	15%	(14,434)	(15,022)	-4%
EBITDA	8,796	8,776	-	8,796	8,221	7%
EBITDA Margin	38%	41%		38%	35%	
Depreciation	(4,068)	(7,407)	-45%	(4,068)	(5,607)	-27%
Affected by Network Mod'n	(512)	(3,062)	-83%	(512)	(733)	-30%
Others	(3,556)	(4,345)	-18%	(3,556)	(4,874)	-27%
EBIT	4,728	1,369	245%	4,728	2,614	81%
Non-Operating Charges	(422)	(503)	-16%	(422)	(616)	-31%
NIAT	2,949	656	350%	2,949	1,431	106%
Core NIAT**	3,357	3,086	9%	3,357	2,091	61%

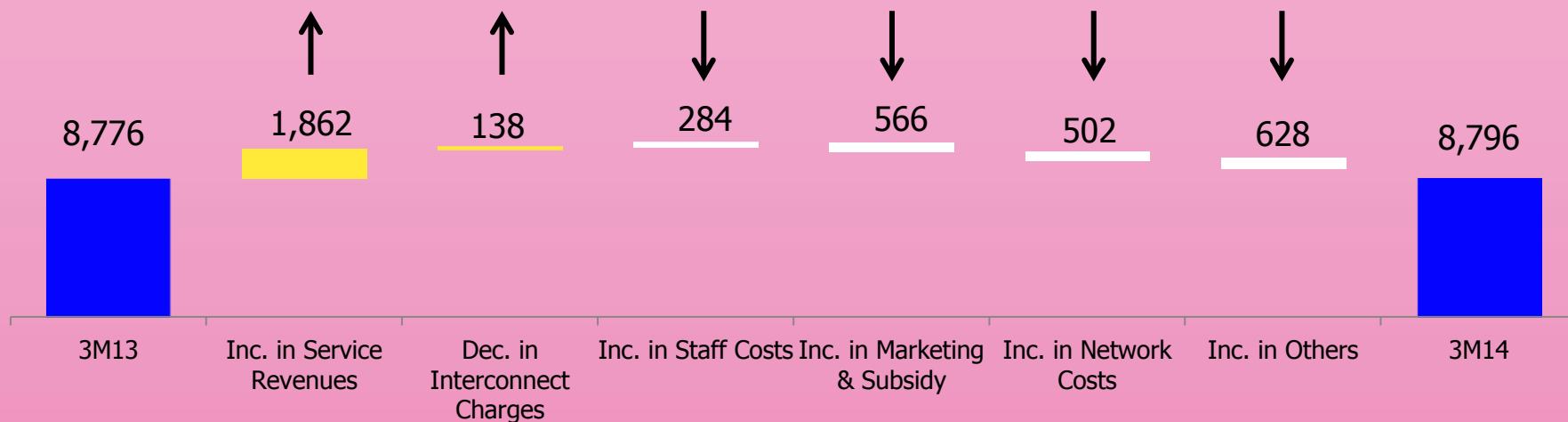
*OPEX & Subsidy includes interconnect expenses

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

EBITDA flat year-on-year, as Globe continued to re-invest in subscribers and the expansion of the network

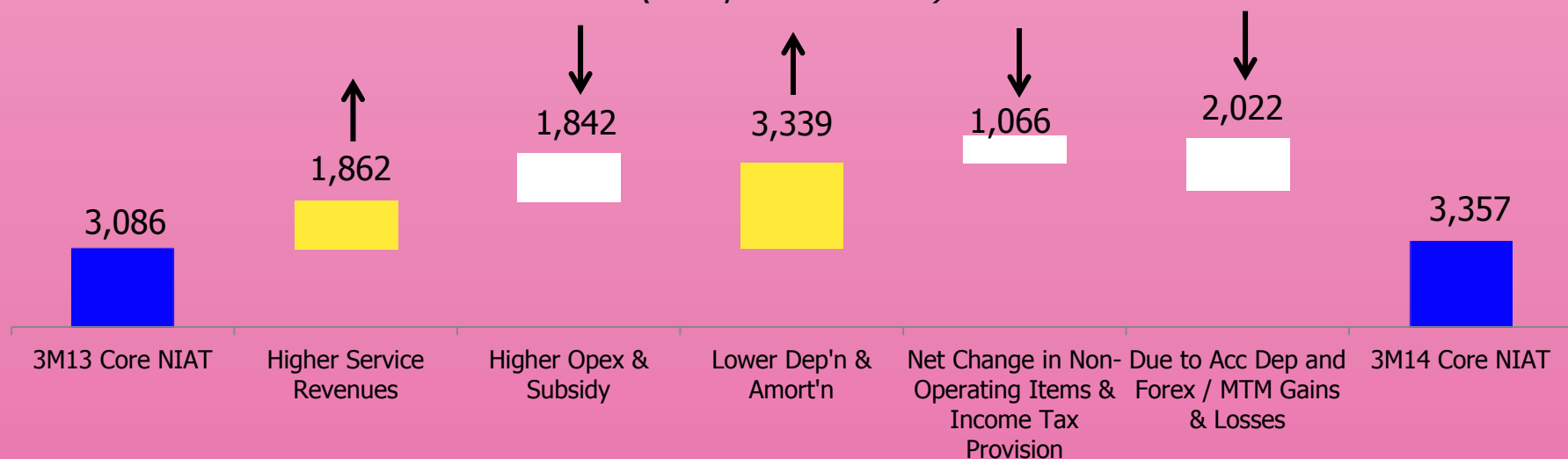
YoY Change in EBITDA

(in Php Mn)



YoY Change in Core NIAT

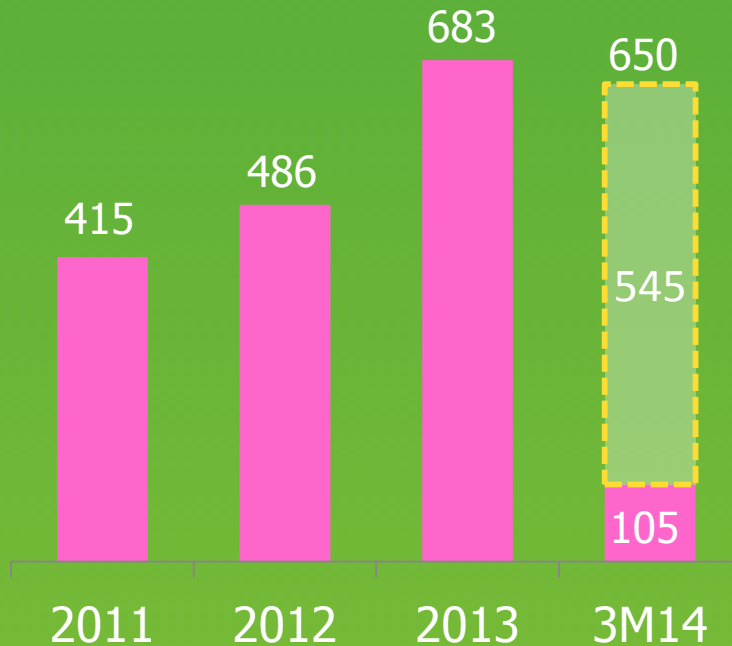
(in Php Mn After-tax)



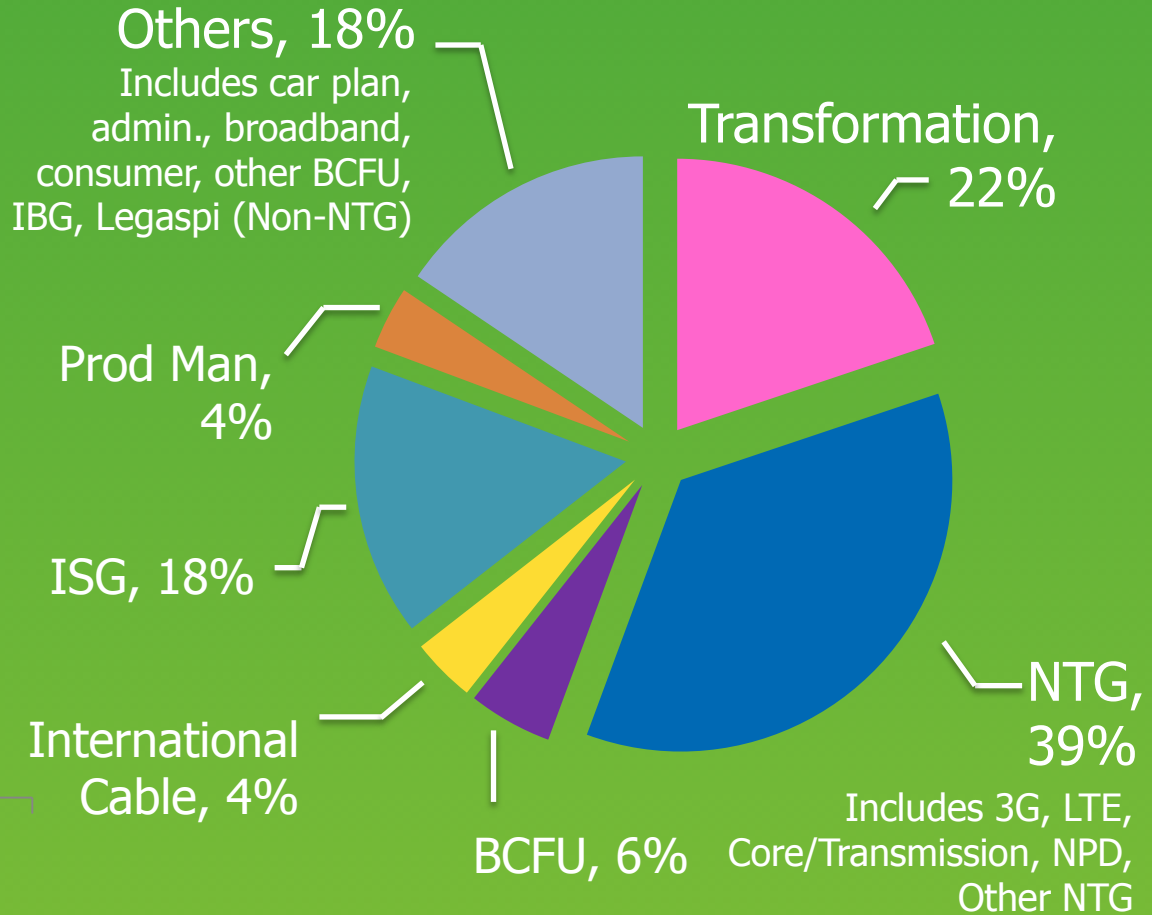
Capital expenditures at approximately \$105 million, in line with \$650 million CAPEX guidance for 2014

CAPEX

In US\$ Millions



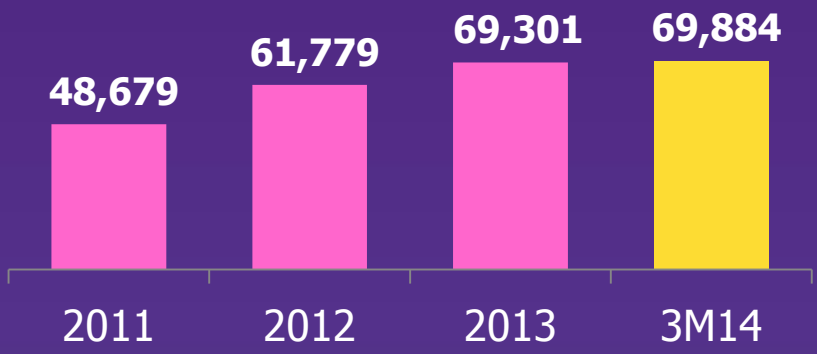
Breakdown of 2014 CAPEX Guidance



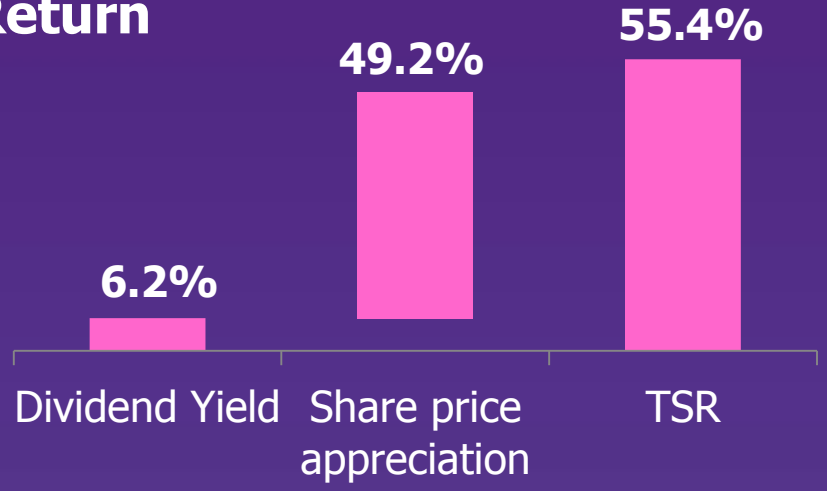
With a healthy balance sheet, consistent dividend policy and significant share price appreciation, total shareholder return for 2013 stood at 55%

Gross Debt

in Php Millions



2013 Total Shareholder Return



Gross D/E Ratio



Covenant = 2:1

Gross Debt/EBITDA Ratio



Covenant = 3:1

Disclaimer

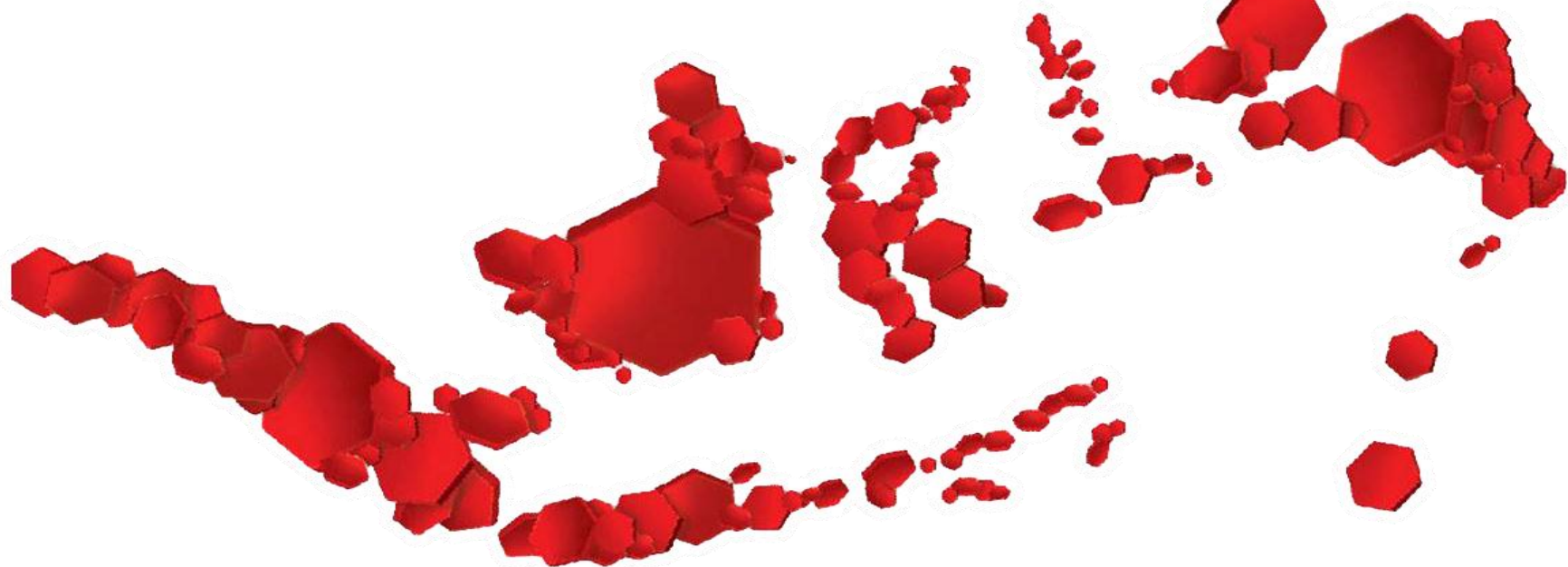
This presentation contains certain forward-looking statements. These forward-looking statements generally can be identified by the use of statements that include words or phrases such as Globe or its management “believes,” “expects,” “anticipates,” “intends,” “plans,” “foresees,” or other words or phrases 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

Jangkauan & Kualitas
Terluas & Terbaik

Telkomsel Corporate Presentation Q1-2014

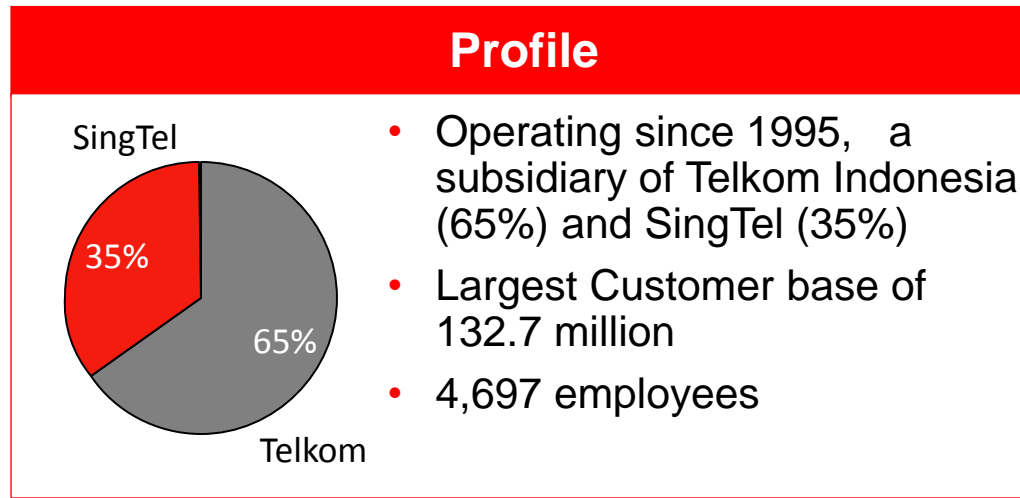






AGENDA

1. Performance Highlights Q1-2014

2. Brief Corporate Strategy

3. 2014 Guidance

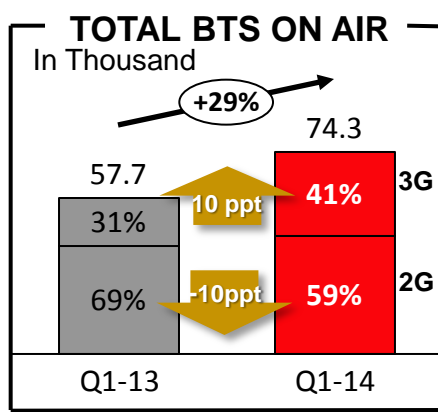
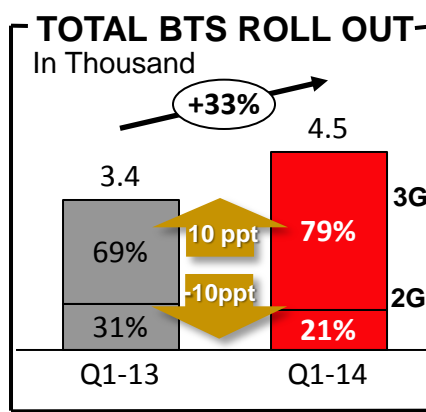
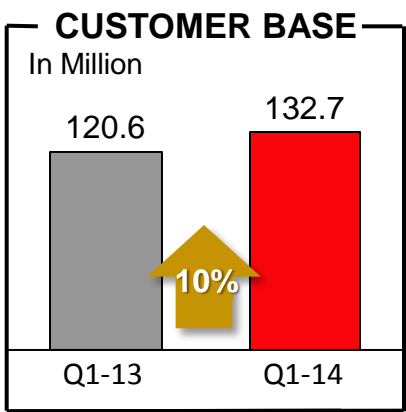
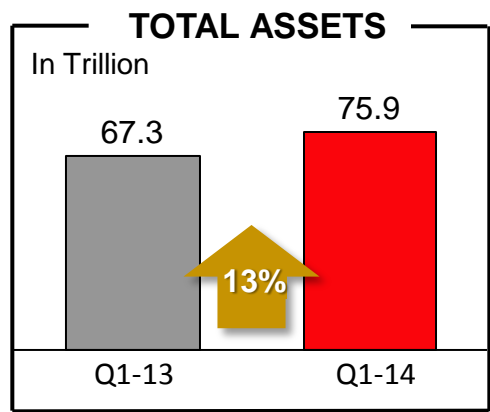
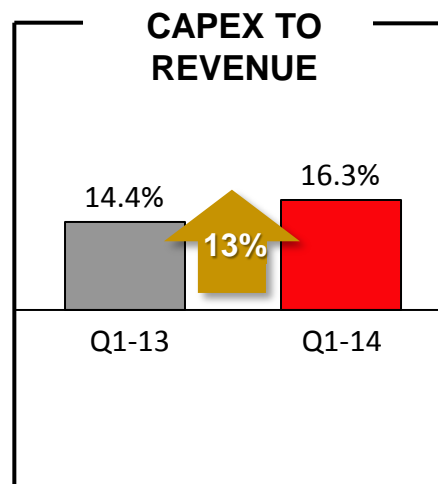
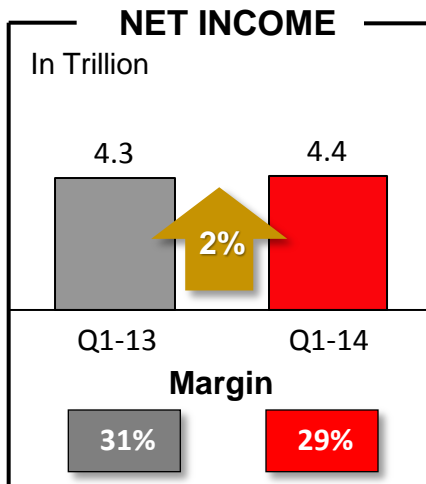
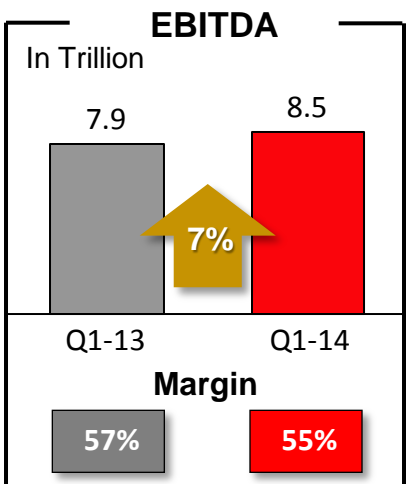
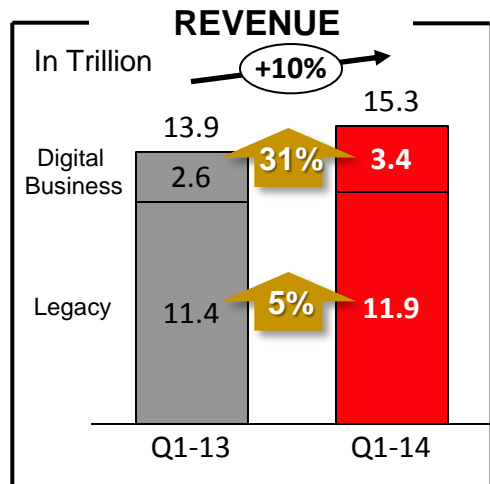


Brands	Network
<p>Ownership of the brands with the top brand equities in Indonesia</p>   	<p>Continue to roll out Network</p> <ul style="list-style-type: none">• 74,326 BTS on-air covering ± 95% of population• ± 300 Broadband Cities 

1Q14 Solid Revenue Growth, Maintained Healthy Margins



YEAR-ON-YEAR ACHIEVEMENT



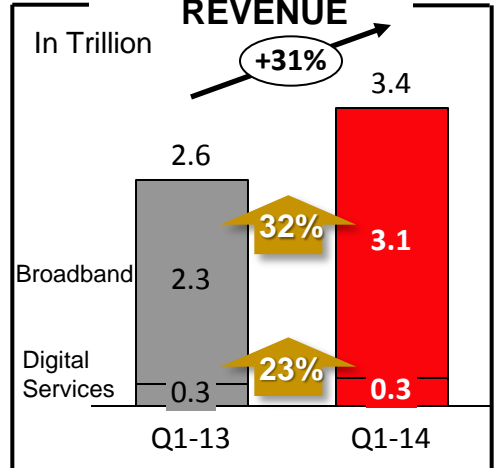
Debt to Equity Ratio (DER)*:
 Mar-14: 3% (Mar-13: 6%)
 *) excluding obligation for finance lease

Free Cash Flow
 Mar-14: Rp.4.0tn (Mar-13: Rp.5.1tn)

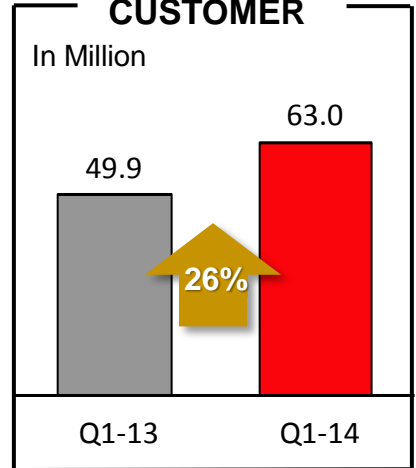
1Q14 Continue to grow Digital Business

YEAR-ON-YEAR ACHIEVEMENT

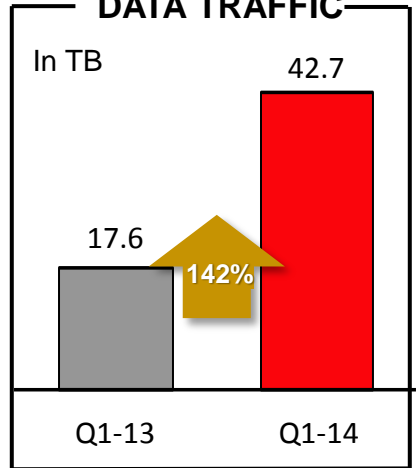
DIGITAL BUSINESS REVENUE



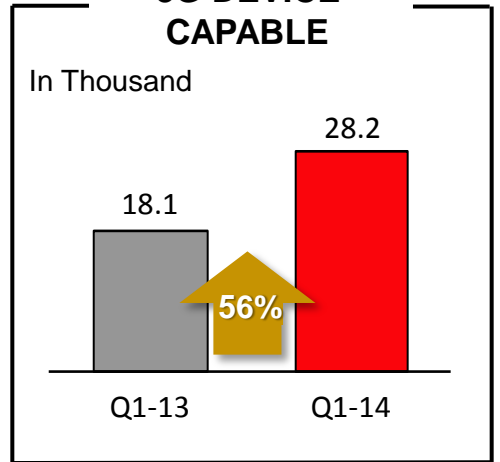
DATA ENABLED CUSTOMER



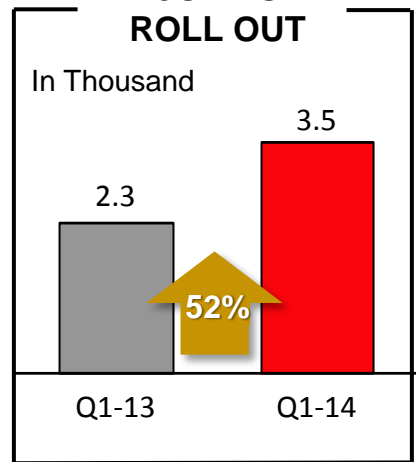
DATA TRAFFIC



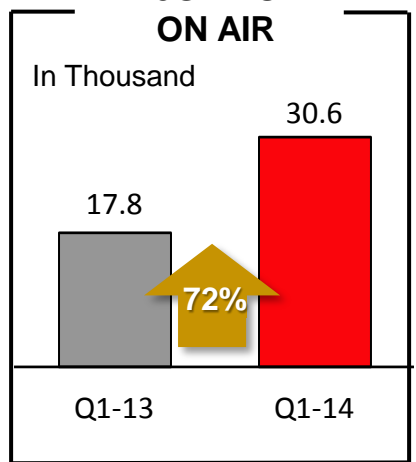
3G DEVICE CAPABLE



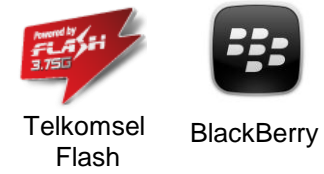
3G BTS ROLL OUT



3G BTS ON AIR



Broadband:



Digital Services:

- Digital Lifestyle
- Digital Advertising
- Digital Payment & Mobile Banking



AGENDA

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Maintain Growth Through 5-Part Strategies

1 Exploit voice and SMS services by enhancing micro-cluster based pricing and providing the best class of network quality

2 Strengthen the broadband services through a focus on driving the number of data users, smartphone penetration and network quality and coverage

3 Trigger the digital ecosystem through the creation of innovative and differentiated digital products and deliver new revenue streams from digital lifestyle, digital payment, digital advertising and M2M

4 Drive investment in innovation by investing in and incubating digital platform businesses

5 Acquire selectively as a part of the Telkom Group's strategy by partnering with regional operators and mobile data/broadband service providers

AGENDA

1. Performance Highlights Q1-2014
2. Brief Corporate Strategy

3. 2014 Guidance

2014 Telkomsel Guidance

Revenue

Inline with or above market growth

EBITDA Margin

Slightly decline compared to FY13

CAPEX

20% over revenue

ARPU

Slightly increase compare to FY13

BTS roll out

± 1,000 BTS / month (75% are 3G BTS)

Thank
You

Telkomsel ...

"Karya Tiada Henti Membangun Negeri"