

PT BAKRIE TELECOM Tbk.

Wisma Bakrie, 3rd Floor
Jl. HR Rasuna Said Kav. B-I
Jakarta 12920 - Indonesia
Phone : 62-21-91101112 ext. 3107
Fax : 62-21-91100080
Website: www.bakrietelecom.com
Ticker : BTEL

Major Shareholders:

PT Bakrie Brothers Tbk.	16.35%
Raiffeisen Bank International	7.24%
PT Bakrie Global Ventura	6.87%

KEY RESULTS:

- Gross revenues at Rp 2,973.6 billion in FY12 led by declining voice segment revenues
- Good traction in the data EVDO subscribers who almost doubled by +99% in FY12
- Data revenues subsequently, more than doubled in FY12 from Rp 143.2 billion to Rp 346.3 billion (+142%)
- OPEX excl. depreciation was reduced by 3% in FY12 despite increases in frequency fees.
- EBITDA decreased to Rp 961.3 billion in FY12

FINANCIAL PERFORMANCE

Statement of Income (in Rp bn)	3Q12	4Q12	Change
Gross Revenue	838.3	759.9	-9.4%
Net Revenue	660.6	581.5	-12.0%
Total Opex	702.9	752.3	7.0%
EBITDA	324.3	194.6	-40.0%
Operating Loss bef. Interest & Tax	(42.3)	(170.8)	303.5%
Net Loss	(238.7)	(2,150.6)	n/a

Statement of Income (in Rp bn)	FY11	FY12	Change
Gross Revenue	3,195	2,973.6	-6.9%
Net Revenue	2,591.0	2,361.0	-8.9%
Total Opex	2,765.0	2,861.3	3.5%
EBITDA	1,148.3	961.3	-16.3%
Operating Loss bef. Interest & Tax	(174.0)	(500.4)	187.6%
Net Loss	(782.7)	(3,138.9)	301.0%

Balance Sheet (in Rp bn)	FY11	FY12	Change
Total Assets	12,213.1	9,052.4	-25.9%
Total Liabilities	7,844.4	7,414.4	-5.5%
Total Equity	4,368.8	1,638.0	-62.5%

OPERATIONAL PERFORMANCE

Operating Results	3Q12	4Q12	Change
Subscribers	11,979,351	11,662,662	-2.6%
of which voice subscribers	11,504,992	11,056,876	-3.9%
of which data subscribers	474,359	605,786	27.7%
Blended ARPU	24k	22k	-7.1%
Minutes of Usage	4,086	3,945	-3.4%
BTS	3,925	3,899	-0.7%

Operating Results	FY11	FY12	Change
Subscribers	14,635,422	11,662,662	-20.3%
of which voice subscribers	14,331,102	11,056,876	-22.8%
of which data subscribers	304,320	605,786	99.1%
Blended ARPU	20k	21k	5.0%
Minutes of Usage	17,846	15,605	-12.6%
BTS	4,016	3,899	-2.9%

FINANCIAL & OPERATING RESULTS

The following analysis and discussion is based on the comparative figures of financial statements of PT Bakrie Telecom Tbk. "BTEL" or the "Company" for:

- 12-month period ended Dec. 31st (audited), 9-month period ended on Sept 30th (unaudited), 6-month period ended on Jun. 30th (unaudited), and 3-month period ended Mar 31st (limited review) 2012,
- 12-month period ended Dec. 31st (audited), 9-month period ended on Sept. 30th (audited), 6-month period ended on Jun. 30th (audited), and 3-month period ended Mar. 31st (limited review) 2011.

FINANCIAL RESULTS

GROSS OPERATING REVENUES & NET OPERATING REVENUES

In 4Q12 BTEL recorded gross operating revenues of Rp 759.9 billion, decreased by 9.4% compared to Rp 838.3 billion in 3Q12. Voice and SMS followed by Data and VAS services were the main contributing categories of revenues.

Net interconnection and discounts were largely unchanged in 4Q12.

Consequently, net revenues in 4Q12 decreased by 12.0% to Rp 581.5 billion from Rp 660.6 billion in previous quarter.

Bakrie Telecom

FY12 RESULTS

Operating Revenue (in Rp bn)	3Q12	4Q12	Change
Gross Revenue	838.3	759.9	-9.4%
Telecommunication Service Revenue	755.4	676.2	-10.5%
Net Interconnection and discounts	(94.9)	(94.6)	-0.2%
Net Revenue	660.6	581.5	-12.0%

In FY12 PT Bakrie Telecom Tbk. (BTEL) recorded gross operating revenues of Rp 2,973.6 billion, decreased by 6.9% compared to Rp 3,195.5 billion in FY11.

This was mainly attributed to the 8.1% decrease in telecommunication service revenue from Rp 2,911.3 billion to Rp 2,676.4 billion.

The Company incurred Rp 315.5 billion net expenses of interconnection and discounts from Rp 320.3 billion in FY11.

Consequently, net revenues during the year decreased by 8.9% to Rp 2,361.0 billion from Rp 2,591.0 billion in previous year.

Operating Revenue (in Rp bn)	FY11	FY12	Change
Gross Revenue	3,195.5	2,973.6	-6.9%
Telecommunication Service Revenue	2,911.3	2,676.4	-8.1%
Net Interconnection and discounts	(320.3)	(315.5)	-1.5%
Net Revenue	2,591.0	2,361.0	-8.9%

More specifically, the decline in gross revenues on quarterly basis was caused by the decrease in voice and non-voice services revenues by 11.7% and 9.0% respectively.

- Voice service revenues declined in 4th quarter by 11.7% due to increased competition.
- Non-voice, comprising mainly revenues from SMS, VAS and Data services declined by 9.0% on aggregate affected largely by underperforming SMS business, while Data and VAS services remained stable in 4Q12.

Gross Revenue (in Rp bn)	3Q12	4Q12	Change
Voice	419.5	370.3	-11.7%
Non-Voice	326.4	297.2	-9.0%
Others	92.4	92.5	0.0%
Total	838.3	759.9	-9.4%

% to Gross Revenue			
Voice	50.0%	48.7%	
Non-Voice	38.9%	39.1%	
Others	11.0%	12.2%	

In FY12, voice revenues decreased by 12.9% yoy to Rp 1,514.0 billion from Rp 1,738.3 billion mainly due to voice usage decline.

FY12 non-voice revenues increased by 3.5% yoy:

- The largest revenue contribution is derived from the SMS services good performance posting 13% growth yoy.
- The increase in non-voice revenues were further supported from good progress observed in the Data services. The revenues from provision of Broadband Wireless Access (BWA) increased its contribution to 8.5% of total gross revenue up from 3.2% in the previous year. This bodes well with the Company's aim to make BWA services the future growth driver in revenues.
- Adverse regulation related to SMS premium service in 4Q11 forced VAS business evolution to backtrack and resume service in accordance to new guidelines. Consequently VAS performance was hampered significantly, but since then efforts have been made to regain traction in VAS by promoting "MyRing" ring-back tone service.

Gross Revenue (in Rp bn)	FY11	FY12	Change
Voice	1,738.3	1,514.0	-12.9%
Non Voice	1,082.6	1,120.8	3.5%
Others	374.5	338.7	-9.6%
Total	3,195.5	2,973.6	-6.9%
<i>of which BWA Revenue</i>	<i>102.4</i>	<i>253.2</i>	<i>147.3%</i>
% to Gross Revenue			
Voice	54.4%	50.9%	
Non Voice	33.9%	37.7%	
Others	11.7%	11.4%	
<i>of which BWA revenue</i>	<i>3.2%</i>	<i>8.5%</i>	

OPERATING EXPENSES

4Q12 operating expenses amounted to Rp 752.3 higher than in previous quarter by 7.0%:

- Depreciation expense in 4Q12 amounted to Rp 365.6 billion which is comparable to 3Q12.
- Operating & maintenance expenses increase in 4Q12 by 66.6% to Rp 183.2 billion from Rp 110.0 billion in 3Q12. Optimizing the utility of its radio network, the Company effected the relocation of BTS to regions with higher traffic demand. Consequently relevant operating costs such as electricity, transportation, repair & maintenance increased in 4Q12.
- Increased fees from frequency and license invoices by 45% in 4Q12 due to tariff changes and updated calculation of related charges, expanded the O&M opex category.
- Personnel cost is lower in 4Q12 by 7.2% mainly due to holiday allowance disbursement in 3Q12. Wages & salaries remained at the same level with previous quarters 1Q12 and 2Q12.
- Marketing & sales expenses decreased in 4Q12 by 25.1% due to cost controlling measures.

Bakrie Telecom

FY12 RESULTS

Operating Expense (in Rp bn)	3Q12	4Q12	Change
Depreciation	366.6	365.4	-0.3%
Operating & maintenance	110.0	183.2	66.6%
General & administrative	41.7	47.3	13.3%
Personnel	101.6	94.3	-7.2%
Sales & marketing	83.0	62.2	-25.1%
Total Operating Expense	702.9	752.3	7.0%
Total Operating Expense excl. Depr.	336.3	386.9	15.0%

FY12 operating expenses reached Rp 2,861.3 billion, increased by 3.5% yoy. Excluding depreciation costs, the Company drove costs to lower level than previous year by 3.0%.

- Depreciation expense increased by 10.5% in FY12 indicating effects from previous year significant network and BWA related investments. Consequently, ratio of depreciation expense to gross revenues also increased from 41.4% to 49.2%.
- Operating & maintenance expenses increased by 39.3% in FY12 mainly due to tariff changes and updated calculation of frequency fees based on usage of bandwidth. As a percentage to gross revenues, operating & maintenance expense rose from 12.3% to 18.4%.
- General & administrative expenses decreased by 13.7% to Rp 179.5 billion in FY12 from Rp 207.9 billion in FY11 as a result of cost efficiency measures being implemented in the Company.
- Personnel cost decreased by 0.9% to Rp 373.4 billion in FY12 from Rp 370.2 billion in FY11.
- Marketing & sales expenses decreased by 35.5% in FY12. The Company has focused on controlling marketing costs and has integrated data connectivity promotion under the main brand "ESIA" by launching the "ESIA Max-D" on 1st of June, thus making promotion of Data services more efficient.

Operating Expense (in Rp bn)	FY11	FY12	Change
Depreciation	1,322.3	1,461.7	10.5%
Operating & maintenance	393.6	548.2	39.3%
General & administrative	207.9	179.5	-13.7%
Personnel	373.4	370.2	-0.9%
Sales & marketing	467.9	301.8	-35.5%
Total Operating Expense	2,765.0	2,861.3	3.5%
Total Operating Expense excl. Depr.	1,442.7	1,399.7	-3.0%

OPEX category / Gross Revenue %	FY11	FY12
Depreciation	41.4%	49.2%
Operating & maintenance	12.3%	18.4%
General & administrative	6.5%	6.0%
Personnel	11.7%	12.4%
Sales & marketing	14.6%	10.2%
Total Operating Expense	86.5%	96.2%
Total Operating Expense excl. Depr.	45.1%	47.1%

EBITDA & EBIT

BTEL delivered Rp 194.6 billion EBITDA in 4Q12 representing a 40.0% decrease compared to previous quarter. Accordingly its margin declined to 25.6%, impacted mainly by the top line developments followed by increases in operating costs to a lesser extent.

Effectively, operating losses of Rp 170.8 billion in 4Q12 ended higher versus previous quarter.

EBITDA & EBIT (in Rp bn)	3Q12	4Q12	Change
EBITDA	324.3	194.6	-40.0%
EBITDA to Gross Revenue	38.7%	25.6%	
Operating Loss bef. Interest & Tax	(42.3)	(170.8)	303.5%

In FY12, BTEL earned Rp 961.3 billion in EBITDA representing a 16.3% decline compared to FY11. Its margin fell to 32.3% lower by 360 bp. impacted by developments in the topline.

Additionally, operating loss of Rp 500.4 billion in 12M12 is greater than previous year affected by larger depreciation costs.

EBITDA & EBIT (in Rp bn)	FY11	FY12	Change
EBITDA	1,148.3	961.3	-16.3%
EBITDA to Gross Revenue	35.9%	32.3%	
Operating Loss bef. Interest & Tax	(174.0)	(500.4)	187.6%

OTHER INCOME/CHARGES

Net other charges in 4Q12 reached Rp 2,142.6 billion from Rp 257.2 billion reported in 3Q12. The increase is a result of a runoff of activities related to impairment of fixed assets, leasing contracts with a tower provider being terminated and termination of exchange rate hedging contracts.

- BTEL network infrastructure that is based on outdated technology has become less effective and maintenance of the equipment has become costly due to limited ability of the vendor to provide support, leading to recognition of impairment losses of Rp 1,614.5 billion in 4Q12.
- The Company currently is rebalancing its network coverage and a number of tower sites were deemed unnecessary in non-profitable areas, thus terminating lease contracts incurring charges of Rp 163.2 billion in 4Q12.
- Company evaluates that hedging protection is no longer required for foreign currency denominated financial obligations & payables thus incurring hedging termination costs of Rp 167.4 billion in 4Q12.

Bakrie Telecom

FY12 RESULTS

Other Income (Charges) (in Rp bn)	3Q12	4Q12	Change
Loss on foreign exchange - net	(40.9)	(40.6)	-0.8%
Amortization of deferred gain	2.5	2.5	0.0%
Interest income	1.0	0.9	-6.8%
Financing charges	(214.8)	(154.0)	-28.3%
Impairment of fixed asset	-	(1,614.5)	n/a
Hedge termination cost	-	(167.4)	n/a
Others - net	(5.0)	(169.7)	n/a
Net other charges	(257.2)	(2,142.6)	733.0%

In FY12 net other charges were resulted to Rp 3,033.2 billion. The activities taking place in the 4th quarter had a considerable impact in the results bringing net other charges higher by more than 3x previous year level. In addition, foreign exchange fluctuations impacted negatively the result in FY12.

Other Income (Charges) (in Rp bn)	FY11	FY12	Change
Loss on foreign exchange - net	(69.6)	(310.2)	345.7%
Amortization of deferred gain	10.1	10.1	0.0%
Interest income	8.6	2.8	-68.0%
Financing charges	(767.9)	(784.9)	2.2%
Impairment of fixed asset	-	(1,614.5)	n/a
Hedge termination cost	-	(167.4)	n/a
Others - net	4.9	(169.1)	n/a
Net other charges	(813.9)	(3,033.2)	272.7%

NET INCOME

The Company exceeded the net losses of Rp 782.7 billion in FY11 to Rp 3,138.9 billion in FY12 resulted mainly from one-off charges below the EBITDA line.

(in Rp bn)	FY11	FY12	Change
Net loss	(782.7)	(3,138.9)	301.0%

BALANCE SHEETS

Total assets stood at Rp 9,052.4 billion as of December 2012, showing a decrease of 25.9% compared to FY11 closing due to the following:

- Current assets were decreased to Rp 769.1 billion in Dec. 2012 from Rp 948.4 billion in previous year mainly due to movement in restricted cash.
- Non-current assets decreased to Rp 8,283.4 billion from Rp 11,264.8 billion due to impairment of network related fixed assets, the reduction of tower sites leasing and the limited additions to fixed assets.

Total liabilities as of December 2012 were Rp 7,414.4 billion lower by 5.5% compared to FY11 closing. Reference should be made in:

- Current maturities being lower to Rp 557.6 billion following the repayment of IDR bond 650 billion in 2012 refinanced by proceeds of non-preemptive rights issue and loan amounted to USD 50 million.

- Other current liabilities movements involve mainly the increase in accrued expenses mainly as a result of increased frequency fees for usage of bandwidth, operating expenses related to tower & BTS equipment relocation and termination of the currency hedging service.
- Total non-current liabilities decreased by 7.1% to Rp 4,540.0 billion mainly influenced by the reduction in financial lease liabilities following service contract termination in number of tower sites counterbalanced by unfavorable foreign exchange effects on the senior notes.

Total equity was at Rp 1,638.0 as of Dec. 2012 decreased from Rp 4,368.8 billion in FY11 closing. Major factors affecting the equity position were the FY12 year net losses partly compensated by the issuance of new share capital Rp 557 billion raised through the non-preemptive rights issue.

Balance Sheet (in Rp bn)	FY11	FY12	Change
Cash & cash equivalents	162.4	260.4	60.4%
Short term investment	7.4	2.5	-65.8%
Other current assets	778.6	506.1	-35.0%
Total Current Assets	948.4	769.1	-18.9%
Fixed asset - net	10,630.4	7,423.3	-30.2%
Other non current assets	634.3	860.1	35.6%
Total Non Current Assets	11,264.8	8,283.4	-26.5%
Total Assets	12,213.1	9,052.4	-25.9%
- Of which Additions to Fixed Assets	1,657.6	249.2	-85.0%
Current maturities of long term debt	1,052.4	557.6	-47.0%
Other current liabilities	1,903.3	2,316.8	21.7%
Total Current Liabilities	2,955.8	2,874.4	-2.8%
Long term debt	4,689.9	4,453.6	-5.0%
Other non current liabilities	198.7	86.4	-56.5%
Total Non Current Liabilities	4,888.6	4,540.0	-7.1%
Total Liabilities	7,844.4	7,414.4	-5.5%
Total Equity	4,368.8	1,638.0	-62.5%

DESCRIPTION OF DEBTS

The Company's total outstanding debt as of 31 Dec. 2012 amounted to Rp 5,011.8 billion derived from the obligations stated below:

- Senior Notes with principal amount of US\$ 380 million due in 2015
- New loan issued in September 2012 of the amount of US\$ 50 million
- Financial lease liabilities amounted to Rp 908.3 billion

The Company during FY12 has taken steps to deleverage its financial position by refinancing the IDR 650 billion matured September 4th predominantly with non-preemptive rights issue proceeds Rp 557 billion and issuance of USD 50 million. Additionally, financial lease liabilities were reduced to Rp 908.3 billion after a number of tower site lease contracts were terminated.

Debts (in Rp bn)	FY11	FY12	Change
Bank loans	3.3	468.5	n.a
Global Bonds	3,391.6	3,634.4	7.2%
Rupiah Bonds	649.1	-	n.a
Financial lease	1,698.3	908.3	-46.5%
Total	5,742.4	5,011.2	-12.7%

CASHFLOWS

- Inflows from operating activities were Rp 405.8 billion during FY12 lower by 48.8% mainly due to lower cash receipts.
- Investing activities resulted to lower outflows of Rp 301.7 billion in FY12 compared to Rp 1,167.1 billion in FY11, as a result of lower payments for CAPEX and lower financial investments.
- Financing activities resulted into outflows Rp 10.6 billion in FY12 and have been influenced by a combination of cash proceeds from non-preemptive rights issue Rp 557 billion, proceeds from issuance of new loan US\$ 50 million, the repayment of the IDR bond Rp 650 billion, and payments for financial lease.

Cash Flow Statement (in Rp bn)	FY11	FY12	Change
Net cash provided by operating activities	792.4	405.8	-48.8%
Net cash used in investing activities	(1,167.1)	(301.7)	-74.1%
Free cash flow	(374.7)	104.1	n/a
Net cash provided by (used in) financing activities	184.8	(10.6)	n/a
Net increase in cash and cash equivalent	(189.9)	93.5	n/a
Cash & cash equivalent at beginning of year	333.7	162.3	-51.4%
Cash & cash equivalent at end of year	162.3	260.4	60.4%

OPERATING RESULTS

SUBSCRIBERS

As of end of 4th quarter BTEL maintained 11,662,662 subscribers comprising of ESIA, CDMA 1x, dongle, blackberry and smartphone devices users, regressed by 2.6% versus previous quarter.

The decrease is observed in the prepaid and postpaid ESIA subscribers by 3.8% and 10.9% respectively in 4th quarter.

The prepaid and postpaid dongle subscribers (USB BWA data access) continue the positive trend in 4th quarter and increased by 28.7% and 10.3% respectively following the relaunch of the BWA brand 'Esia Max-D' on 1st of June 2012.

Bakrie Telecom

FY12 RESULTS

Subscribers	3Q12	4Q12	Change
Prepaid	11,929,771	11,618,166	-2.6%
Esia	11,346,836	10,916,085	-3.8%
Non Dongle	162,107	160,519	-1.0%
Dongle	420,828	541,562	28.7%
Postpaid	49,580	44,496	-10.3%
Esia	47,990	42,743	-10.9%
Dongle	1,590	1,753	10.3%
Total	11,979,351	11,662,662	-2.6%

Compared to previous year the subscriber base is decreased by 20.3% in FY12 as a result of cleanup from non-productive ARPU users.

The prepaid dongle subscribers have increased considerably by 86.2% versus FY11 following the relaunch of the BWA brand 'Esia Max-D' on 1st of June 2012.

Subscribers	FY11	FY12	Change
Prepaid	14,580,708	11,618,166	-20.3%
Esia	14,147,383	10,916,085	-22.8%
Non Dongle	142,524	160,519	12.6%
Dongle	290,801	541,562	86.2%
Postpaid	54,714	44,496	-18.7%
Esia	53,858	42,743	-20.6%
Dongle	856	1,753	104.8%
Total	14,635,422	11,662,662	-20.3%

SERVICE USAGE

Minutes of usage (MoU) in 4Q12 totaled at mins. 3,945 million or decreased by 3.4%.

4Q12 blended ARPU decreased to Rp 22k or 8.3% lower than 3Q12 predominantly led by the decrease in non-data ARPU.

4Q12 data ARPU is driven lower compared to 3Q12, due to subscribers demand for lower priced packages in last quarter.

Service Usage	3Q12	4Q12	Change
Minutes of Usage <i>(in mn minutes)</i>	4,086	3,945	-3.4%
ARPU			
Non Data	22k	20k	-10.1%
Data	63k	54k	-14.5%
Blended	24k	22k	-8.3%

Minutes of usage (MoU) in FY12 were 15,605 million or 12.6% lower mainly from lower number of subscribers.

Additionally, the Company has been cautious in engaging in aggressive marketing promotions to avoid exhausting network resources and increasing operating costs.

FY12 blended ARPU stood at Rp 21k slightly higher than in FY11 period, a positive sign of maintaining quality subscribers through better customer centric approach.

ARPU from broadband data subscribers was maintained at the same level with previous year, while increasing the subscriber base through competitive offerings.

Service Usage	FY11	FY12	Change
Minutes of Usage <i>(in mn minutes)</i>	17,846	15,605	-12.6%
ARPU			
Non Data	19k	20k	9.1%
Data	54k	54k	1.2%
Blended	20k	21k	5.0%

NETWORK INFRASTRUCTURE

Streamlining the network in our existing coverage, BTEL has 3,899 BTS installed at the end of 2012, where 68.0% were located in Greater Jakarta, Banten and West Java (JBJB) areas. Following the launch of broadband wireless data business, 2,144 BTS were already equipped with EVDO equipment. In line with our asset-light strategy, 96.0% of the BTS were co-located.

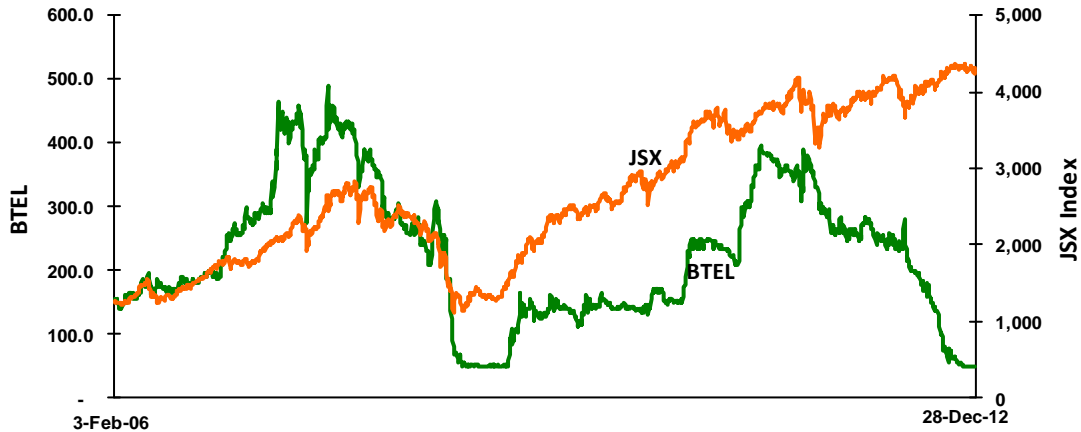
Number of BTS	FY11	FY12
Total BTS	4,016	3,899
BTS: Voice & SMS	4,016	3,899
EVDO	2,360	2,144

DISTRIBUTION CHANNEL

Maintaining customer access to Esia services, BTEL continues strengthening its sales and distribution network. By FY12, BTEL's product and services were available through 38 Gerai Esia, 109 dealers across all of our operating areas.

BTEL SHARE PRICE

BTEL shares began trading on the Jakarta Stock Exchange on 3 February 2006 with an Initial Public Offering price of Rp 110 per share. In 4Q12, the share traded on average at price Rp 50.



4Q12 IMPORTANT EVENTS

OCTOBER

- **Bakrie Telecom introduces competitive International Phone Rates**

PT Bakrie Telecom Tbk (BTEL) operator through ESIA again made a breakthrough by providing cheap rates for international phone service. The new international phone rates are even cheaper than those for local calls. For international calling rates to over 100 countries Bakrie Telecom tariffs are ranging from Rp 149/menit to \$ 7.999/menit. The new offerings save an average of over 40% compared to the rates in the market today.

NOVEMBER

- Esia launched Android-based smartphone with the cooperation of ZTE manufacturer. Activities were undertaken between ZTE and Esia during pre-launch for the new product, namely the mobile ZTE Fantasy bundled with Esia Max-D connections.



DECEMBER

- BTEL combined the Esia Qualified Cheap Price together with the Networking Modem to offer the Esia Max-D Cyrus

In late 2012, Esia incentivized more to introduce innovative products in order to maintain the momentum of growth in data customers. BTEL is now offering the modem package Esia Max-D Cyrus for Rp 149 thousand.



- Annual Public Expose 2012 took place at Mega Plaza Kuningan - Jakarta 18th December 2012. To that date, the management accounted all major activities, reviewed the financial and operational performance of the Company and provided comments on its future outlook followed by questions from the audience.

PT Bakrie Telecom Tbk. Profile

PT Bakrie Telecom Tbk. (BTEL) provides wireless communication services under the brand Esia. The company utilizes CDMA 2000 1x technology within the 800MHz frequency band, which resulted in a very clear voice service and data transfer capability up to 153Kbps. In the middle of 2010, the company launched its broadband wireless access (BWA) services business that utilized CDMA EVDO technology.

BTEL began its first operation in 1996 through its original Ratelindo service. Following its relaunch in September 2004, BTEL has continually recorded positive operating as well as financial performance. In 2004, BTEL only had 192,000 subscribers. The Company acquired its first one million subscribers in 2Q06. By end of 2012, BTEL has 11,66 million subscribers spread across 69 cities nationwide.

Bakrie Telecom is listed on the Jakarta Stock Exchange since February 2006 with the ticker symbol BTEL.

FINANCIAL & OPERATING SUMMARY

	1Q11	2Q11	3Q11	4Q11	FY11	1Q12	2Q12	3Q12	4Q12	FY12
Total Subscribers	13,623,585	14,062,580	14,422,407	14,635,422	14,635,422	11,167,834	11,463,989	11,979,351	11,662,662	11,662,662
Prepaid	13,561,936	14,003,579	14,365,531	14,580,708	14,580,708	11,115,439	11,413,400	11,929,771	11,618,166	11,618,166
Postpaid	61,649	59,001	56,876	54,714	54,714	52,395	50,589	49,580	44,496	44,496
ARPU Blended (Rp)	23k	20k	17k	18k	20k	18k	21k	24k	22k	21k
Prepaid	22k	20k	17k	18k	19k	18k	21k	23k	21k	20k
Postpaid	111k	112k	117k	117k	114k	114k	120k	111k	118k	117k
Minutes Of Usage (in mn)	4,761	4,689	4,285	4,111	17,846	3,966	3,608	4,086	3,945	15,605
BTS	3,992	4,019	3,994	4,016	4,016	4,011	4,011	3,925	3,899	3,899
<i>(In Rp billion)</i>										
Gross Revenue	900.0	826.8	721.8	746.8	3,195.5	673.3	702.0	838.3	759.9	2,973.6
Net Revenue	717.9	660.1	592.8	620.2	2,591.0	526.6	592.3	660.6	581.5	2,361.0
Total Operating Expenses	705.0	691.3	696.1	672.7	2,765.0	697.0	709.1	702.9	752.3	2,861.3
Depreciation	314.2	326.3	337.9	343.8	1,322.3	361.8	367.9	366.6	365.4	1,461.7
Operating & Maintenance	102.1	101.7	83.2	106.6	393.6	130.5	124.5	110.0	183.2	548.2
General & Administrative	57.6	50.2	52.2	48.0	207.9	42.2	48.3	41.7	47.3	179.5
Personnel	79.1	98.8	102.1	93.4	373.4	85.3	89.0	101.6	94.3	370.2
Marketing & Sales Expense	152.0	114.3	120.8	80.9	467.9	77.1	79.5	83.0	62.2	301.8
EBITDA	327.2	295.1	234.6	291.4	1,148.3	191.4	251.0	324.3	194.6	961.3
<i>EBITDA / Gross Revenue (%)</i>	<i>36.4%</i>	<i>35.7%</i>	<i>32.5%</i>	<i>39.0%</i>	<i>35.9%</i>	<i>28.4%</i>	<i>35.8%</i>	<i>38.7%</i>	<i>25.6%</i>	<i>32.3%</i>
<i>EBITDA / Net Revenue (%)</i>	<i>45.6%</i>	<i>44.7%</i>	<i>39.6%</i>	<i>47.0%</i>	<i>44.3%</i>	<i>36.4%</i>	<i>42.4%</i>	<i>49.1%</i>	<i>33.5%</i>	<i>40.7%</i>
EBIT	13.0	(31.2)	(103.3)	(52.5)	(174.0)	(170.4)	(116.9)	(42.3)	(170.8)	(500.4)
<i>EBIT / Gross Revenue (%)</i>	<i>1.4%</i>	<i>-3.8%</i>	<i>-14.3%</i>	<i>-7.0%</i>	<i>-5.4%</i>	<i>-25.3%</i>	<i>-16.6%</i>	<i>-5.0%</i>	<i>-22.5%</i>	<i>-16.8%</i>
Other Income/ (Charges)	(74.6)	(140.0)	(296.2)	(303.0)	(813.9)	(266.4)	(366.9)	(257.2)	(2,142.6)	(3,033.2)
Financing charges - net	(196.6)	(175.8)	(199.0)	(187.9)	(759.3)	(210.2)	(205.9)	(214.8)	(154.0)	(784.9)
Impairment of fixed assets	-	-	-	-	-	-	-	-	(1,614.5)	(1,614.5)
Hedge termination cost	-	-	-	-	-	-	-	-	(167.4)	(167.4)
Others	121.9	35.8	(97.2)	(115.1)	(54.6)	(56.2)	(161.1)	(42.4)	(206.8)	(466.5)
Loss Before Tax	(61.7)	(171.3)	(399.5)	(355.5)	(987.9)	(436.7)	(483.8)	(299.5)	(2,313.5)	(3,533.5)
Tax Benefit	20.6	32.7	80.7	71.3	205.2	81.1	89.8	60.9	162.8	394.6
Net Loss	(41.1)	(138.6)	(318.8)	(284.2)	(782.7)	(355.6)	(394.0)	(238.7)	(2,150.6)	(3,138.9)
Current Assets	1,615.0	1,245.5	1,254.3	948.4	948.4	946.3	901.9	1,003.7	769.1	769.1
Non Current Assets	11,075.6	11,378.5	11,223.5	11,264.8	11,264.8	11,082.1	10,770.5	10,566.3	8,283.4	8,283.4
Total Assets	12,690.6	12,624.1	12,477.9	12,213.1	12,213.1	12,028.5	11,672.4	11,570.0	9,052.4	9,052.4
Current Liabilities	1,616.9	1,860.2	2,839.3	2,955.8	2,955.8	3,272.7	3,207.3	2,622.8	2,874.4	2,874.4
Non Current Liabilities	5,929.4	5,719.2	4,968.9	4,888.6	4,888.6	4,723.8	4,671.8	4,999.9	4,540.0	4,540.0
Total Liabilities	7,546.3	7,579.5	7,808.2	7,844.4	7,844.4	7,996.5	7,879.1	7,622.8	7,414.4	7,414.4
Total Equity	5,144.3	5,044.6	4,669.7	4,368.8	4,368.8	4,031.9	3,793.3	3,947.2	1,638.0	1,638.0