

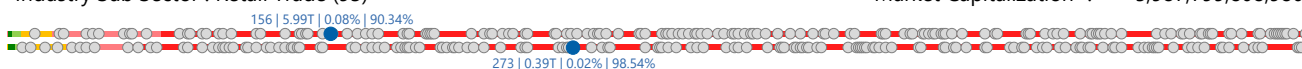
TELE Tiphone Mobile Indonesia Tbk.

COMPANY REPORT : JANUARY 2019

Main Board
Industry Sector : Trade, Services & Investment (9)
Industry Sub Sector : Retail Trade (93)

As of 31 January 2019

Individual Index : 264.516
Listed Shares : 7,302,194,889
Market Capitalization : 5,987,799,808,980



COMPANY HISTORY

Established Date : 24-Mar-2006
Listing Date : 12-Jan-2012 (IPO Price: 310)
Underwriter IPO :
PT Sinarmas Sekuritas
Securities Administration Bureau :
PT Sinartama Gunita

SHAREHOLDERS (December 2018)

| | | |
|--------------------------------------------------|---------------|----------|
| 1. PT Upaya Cipta Sejahtera | 2,728,700,000 | : 37.37% |
| 2. PT PINS Indonesia | 1,754,641,247 | : 24.03% |
| 3. PT Esa Utama Inti Persada | 1,000,000,000 | : 13.69% |
| 4. PT Asuransi Simas Jiwa-Simas Jiwa Fund Rupiah | 557,010,500 | : 7.63% |
| 5. Public (<5%) | 1,261,843,142 | : 17.28% |

BOARD OF COMMISSIONERS

1. Hengky Setiawan
2. Achmad Herlanto Anggono *)
3. Ferry Setiawan
4. Lukman Hadikusumo *)
5. Mhammad Firdaus

*) Independent Commissioners

DIVIDEND ANNOUNCEMENT

| Year | Bonus Shares | Cash Dividend | Cum Date | Ex Date | Recording Date | Payment Date | F/I |
|------|--------------|---------------|-----------|-----------|----------------|--------------|-----|
| 2014 | | 10.00 | 28-May-15 | 29-May-15 | 3-Jun-15 | 24-Jun-15 | F |
| 2015 | | 13.00 | 22-Jun-16 | 23-Jun-16 | 27-Jun-16 | 15-Jul-16 | F |
| 2016 | | 16.00 | 3-Jul-17 | 4-Jul-17 | 6-Jul-17 | 17-Jul-17 | F |
| 2017 | | 5.00 | 12-Apr-18 | 13-Apr-18 | 17-Apr-18 | 7-May-18 | F |

BOARD OF DIRECTORS

1. Tan Lie Pin
2. Andri Ryanto
3. Gatot Bekti Haryono
4. Meijaty Jawidjaja
5. Rukmono Cahyadi

ISSUED HISTORY

| No. | Type of Listing | Shares | Listing Date | Trading Date |
|-----|-------------------------|---------------|--------------|--------------|
| 1. | First Issue | 1,350,000,000 | 12-Jan-12 | 12-Jan-12 |
| 2. | Company Listing | 4,000,000,000 | 12-Jan-12 | 12-Jan-12 |
| 3. | Warrant I | 1,314,143,542 | 17-Jul-12 | 13-Jan-17 |
| 4. | Add. Listing without RI | 638,051,347 | 18-Sep-14 | 18-Sep-14 |

AUDIT COMMITTEE

1. Lukman Hadikusumo
2. Erry Firmansyah
3. Muhammad Noer Qomari

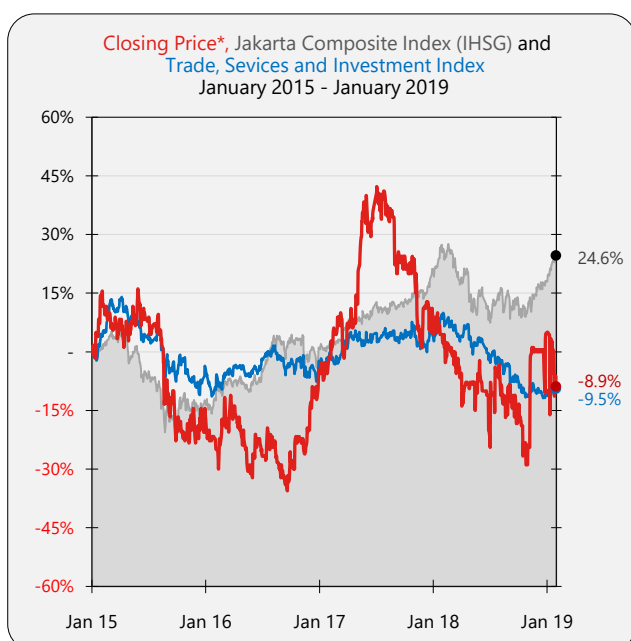
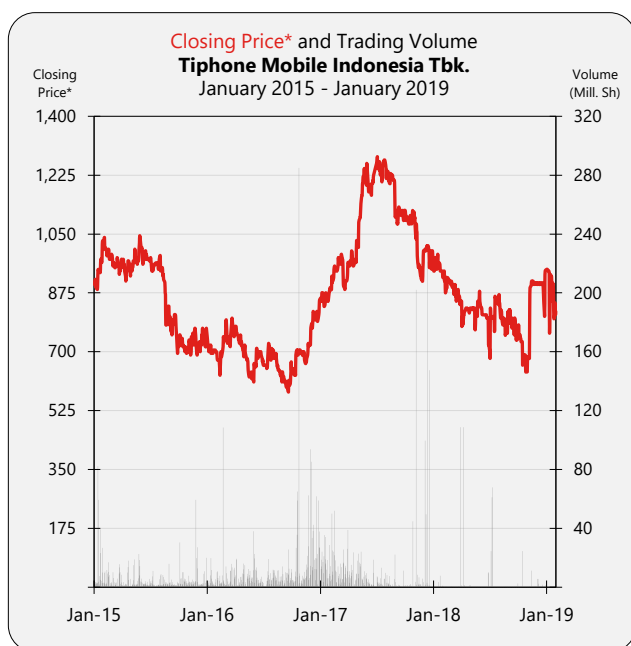
CORPORATE SECRETARY

Semuel Kurniawan

HEAD OFFICE

Telesindo Tower
Jl. Gajah Mada No. 27 A Krukut - Tamansari
Jakarta 11140
Phone : (021) 2999-9999
Fax : (021) 2982-8282
Homepage : www.astragraphia.co.id
Email : corsec@tiphonemobile.com
info@tiphonemobile.com

TELE Tiphone Mobile Indonesia Tbk.



| SHARES TRADED | 2015 | 2016 | 2017 | 2018 | Jan-19 |
|-----------------------|-------|-------|-------|-------|--------|
| Volume (Million Sh.) | 1,309 | 2,733 | 2,247 | 489 | 2 |
| Value (Billion Rp) | 1,165 | 1,947 | 2,219 | 406 | 2 |
| Frequency (Thou. X) | 61 | 140 | 103 | 5 | 0.4 |
| Days | 244 | 246 | 237 | 220 | 20 |
| Price (Rupiah) | | | | | |
| High | 1,050 | 895 | 1,315 | 1,000 | 945 |
| Low | 675 | 570 | 805 | 620 | 755 |
| Close | 770 | 855 | 1,000 | 940 | 820 |
| Close* | 770 | 855 | 1,000 | 940 | 820 |
| PER (X) | | | | | |
| PER (X) | 14.81 | 12.97 | 17.49 | 11.93 | 10.41 |
| PER Industry (X) | 14.53 | 19.07 | 17.44 | 5.25 | 6.49 |
| PBV (X) | 1.95 | 2.00 | 2.06 | 1.80 | 1.57 |

* Adjusted price after corporate action

| Month | Closing Price | | | Freq. (X) | Volume (Thou. Sh.) | Value (Million Rp) | Day |
|--------|---------------|-------|-------|-----------|--------------------|--------------------|-----|
| | High | Low | Close | | | | |
| Jan-15 | 1,040 | 885 | 1,030 | 7,830 | 291,668 | 277,917 | 21 |
| Feb-15 | 1,050 | 960 | 990 | 7,660 | 109,153 | 108,981 | 19 |
| Mar-15 | 990 | 920 | 975 | 5,388 | 101,906 | 96,539 | 22 |
| Apr-15 | 980 | 900 | 960 | 2,920 | 72,549 | 68,461 | 21 |
| May-15 | 1,045 | 925 | 1,045 | 6,602 | 130,703 | 129,098 | 19 |
| Jun-15 | 1,035 | 960 | 970 | 3,908 | 55,774 | 55,175 | 21 |
| Jul-15 | 1,040 | 925 | 975 | 2,200 | 55,903 | 53,509 | 19 |
| Aug-15 | 990 | 675 | 835 | 3,289 | 81,830 | 72,328 | 20 |
| Sep-15 | 835 | 675 | 715 | 3,789 | 45,993 | 35,418 | 21 |
| Oct-15 | 795 | 690 | 700 | 5,701 | 110,823 | 81,094 | 21 |
| Nov-15 | 780 | 680 | 690 | 6,673 | 152,744 | 111,852 | 21 |
| Dec-15 | 775 | 690 | 770 | 5,492 | 99,843 | 74,468 | 19 |
| Jan-16 | 760 | 690 | 700 | 3,986 | 85,150 | 60,227 | 20 |
| Feb-16 | 750 | 625 | 740 | 5,458 | 191,756 | 133,680 | 20 |
| Mar-16 | 815 | 715 | 755 | 9,272 | 143,003 | 109,075 | 21 |
| Apr-16 | 785 | 685 | 685 | 5,864 | 134,862 | 98,978 | 21 |
| May-16 | 730 | 610 | 610 | 9,665 | 169,673 | 109,267 | 20 |
| Jun-16 | 720 | 610 | 675 | 9,927 | 141,082 | 95,579 | 22 |
| Jul-16 | 740 | 650 | 690 | 6,783 | 97,833 | 68,038 | 16 |
| Aug-16 | 735 | 600 | 640 | 10,893 | 157,953 | 105,681 | 22 |
| Sep-16 | 675 | 570 | 645 | 9,737 | 161,876 | 99,142 | 21 |
| Oct-16 | 735 | 625 | 695 | 10,379 | 551,753 | 373,697 | 21 |
| Nov-16 | 740 | 655 | 720 | 10,875 | 256,105 | 180,201 | 22 |
| Dec-16 | 895 | 715 | 855 | 46,702 | 642,116 | 513,367 | 20 |
| Jan-17 | 905 | 805 | 880 | 20,831 | 322,368 | 275,787 | 21 |
| Feb-17 | 1,030 | 875 | 980 | 18,091 | 290,090 | 268,869 | 19 |
| Mar-17 | 1,000 | 875 | 965 | 20,215 | 257,225 | 240,936 | 22 |
| Apr-17 | 1,100 | 950 | 1,030 | 6,863 | 134,269 | 130,544 | 17 |
| May-17 | 1,260 | 995 | 1,260 | 9,526 | 194,432 | 217,818 | 20 |
| Jun-17 | 1,260 | 1,160 | 1,225 | 4,948 | 57,179 | 68,291 | 15 |
| Jul-17 | 1,315 | 1,185 | 1,255 | 7,731 | 76,778 | 95,290 | 21 |
| Aug-17 | 1,260 | 1,095 | 1,100 | 5,446 | 67,754 | 80,843 | 22 |
| Sep-17 | 1,145 | 1,070 | 1,120 | 2,392 | 20,903 | 23,020 | 19 |
| Oct-17 | 1,120 | 1,065 | 1,115 | 1,939 | 54,422 | 60,672 | 22 |
| Nov-17 | 1,120 | 900 | 1,000 | 4,242 | 244,036 | 244,557 | 22 |
| Dec-17 | 1,030 | 930 | 1,000 | 1,206 | 527,957 | 512,571 | 17 |
| Jan-18 | 1,000 | 910 | 925 | 921 | 18,125 | 17,392 | 22 |
| Feb-18 | 945 | 875 | 910 | 682 | 4,105 | 3,724 | 18 |
| Mar-18 | 905 | 820 | 850 | 249 | 110,710 | 91,999 | 20 |
| Apr-18 | 950 | 670 | 830 | 551 | 115,357 | 96,203 | 20 |
| May-18 | 920 | 700 | 850 | 214 | 387 | 313 | 18 |
| Jun-18 | 830 | 720 | 720 | 37 | 19,884 | 15,692 | 11 |
| Jul-18 | 920 | 675 | 850 | 312 | 153,840 | 123,572 | 19 |
| Aug-18 | 870 | 670 | 785 | 579 | 1,692 | 1,312 | 20 |
| Sep-18 | 830 | 715 | 735 | 447 | 1,882 | 1,468 | 18 |
| Oct-18 | 800 | 620 | 640 | 288 | 27,477 | 22,264 | 18 |
| Nov-18 | 925 | 680 | 905 | 334 | 14,937 | 13,343 | 19 |
| Dec-18 | 940 | 750 | 940 | 788 | 20,340 | 18,342 | 17 |
| Jan-19 | 945 | 755 | 820 | 430 | 1,905 | 1,690 | 20 |

TELE Tiphone Mobile Indonesia Tbk.

Financial Data and Ratios

Public Accountant : Anwar & Partners

Book End : December

| BALANCE SHEET | Dec-14 | Dec-15 | Dec-16 | Dec-17 | Sep-18 |
|------------------------------------------|-----------|-----------|-----------|-----------|-----------|
| <i>(in Million Rp, except Par Value)</i> | | | | | |
| Cash & Cash Equivalents | 637,739 | 1,172,828 | 1,068,111 | 872,829 | 761,506 |
| Receivables | 2,025,578 | 2,428,486 | 2,938,376 | 2,943,777 | 2,448,406 |
| Inventories | 948,683 | 1,893,708 | 2,906,541 | 3,551,469 | 3,984,890 |
| Current Assets | 4,440,877 | 6,364,111 | 7,472,601 | 8,034,490 | 7,751,152 |
| Fixed Assets | 144,647 | 163,629 | 152,680 | 135,620 | 137,465 |
| Other Assets | 218,575 | 1,884 | 22,056 | 3,724 | 3,788 |
| Total Assets | 5,017,544 | 7,128,717 | 8,215,481 | 8,749,797 | 8,470,329 |
| Growth (%) | | 42.08% | 15.24% | 6.50% | -3.19% |

| | | | | | |
|-----------------------|-----------|-----------|-----------|-----------|-----------|
| Current Liabilities | 2,465,590 | 1,256,834 | 1,247,690 | 2,068,709 | 1,519,329 |
| Long Term Liabilities | 52,783 | 3,056,442 | 3,762,428 | 3,137,712 | 3,224,885 |
| Total Liabilities | 2,518,373 | 4,313,276 | 5,010,118 | 5,206,421 | 4,744,214 |
| Growth (%) | | 71.27% | 16.16% | 3.92% | -8.88% |

| | | | | | |
|--------------------------|-----------|-----------|-----------|-----------|-----------|
| Authorized Capital | 1,600,000 | 1,600,000 | 1,600,000 | 1,600,000 | 1,600,000 |
| Paid up Capital | 704,205 | 712,010 | 718,212 | 731,093 | 731,093 |
| Paid up Capital (Shares) | 7,042 | 7,120 | 7,182 | 7,311 | 7,311 |
| Par Value | 100 | 100 | 100 | 100 | 100 |
| Retained Earnings | 846,446 | 1,151,307 | 1,519,517 | 1,816,713 | 2,069,442 |
| Total Equity | 2,499,171 | 2,815,441 | 3,205,363 | 3,543,376 | 3,726,115 |
| Growth (%) | | 12.65% | 13.85% | 10.55% | 5.16% |

| INCOME STATEMENTS | Dec-14 | Dec-15 | Dec-16 | Dec-17 | Sep-18 |
|-------------------|------------|------------|------------|------------|------------|
| Total Revenues | 14,589,691 | 22,039,666 | 27,310,057 | 27,914,330 | 14,129,269 |
| Growth (%) | | 51.06% | 23.91% | 2.21% | |

| | | | | | |
|-------------------|------------|------------|------------|------------|------------|
| Cost of Revenues | 13,770,529 | 20,832,146 | 25,729,180 | 26,366,180 | 13,214,765 |
| Gross Profit | 819,162 | 1,207,520 | 1,580,877 | 1,548,150 | 914,504 |
| Expenses (Income) | 286,512 | 431,254 | 566,506 | 516,752 | 320,801 |
| Operating Profit | 532,650 | 776,266 | 1,014,371 | 1,031,398 | 593,703 |
| Growth (%) | | 45.74% | 30.67% | 1.68% | |

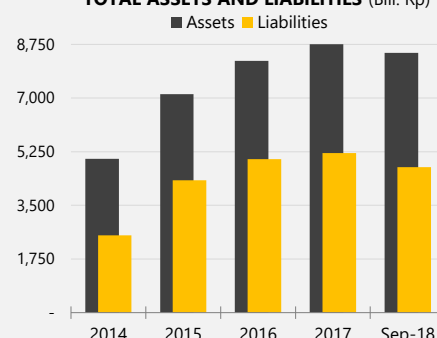
| | | | | | |
|-------------------------|----------|----------|----------|----------|----------|
| Other Income (Expenses) | -120,734 | -275,542 | -379,923 | -470,142 | -189,538 |
| Income before Tax | 411,916 | 500,724 | 634,448 | 561,256 | 404,165 |
| Tax | 107,148 | 130,075 | 165,570 | 143,094 | 102,525 |
| Profit for the period | 304,768 | 370,649 | 468,878 | 418,162 | 301,640 |
| Growth (%) | | 21.62% | 26.50% | -10.82% | |

| | | | | | |
|----------------------------|---------|---------|---------|---------|---------|
| Period Attributable | 304,875 | 370,351 | 468,188 | 417,597 | 301,330 |
| Comprehensive Income | 304,818 | 363,405 | 463,562 | 415,056 | 219,294 |
| Comprehensive Attributable | 304,915 | 363,091 | 462,912 | 414,406 | 218,844 |

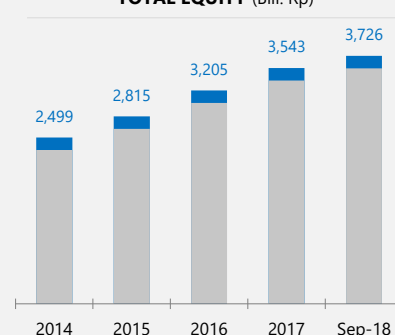
| RATIOS | Dec-14 | Dec-15 | Dec-16 | Dec-17 | Sep-18 |
|-------------------|--------|--------|--------|--------|--------|
| Current Ratio (%) | 180.11 | 506.36 | 598.91 | 388.38 | 510.17 |
| Dividend (Rp) | 10.00 | 13.00 | 16.00 | 5.00 | - |
| EPS (Rp) | 43.29 | 52.01 | 65.19 | 57.12 | 41.22 |
| BV (Rp) | 354.89 | 395.42 | 446.30 | 484.67 | 509.66 |
| DAR (X) | 0.50 | 0.61 | 0.61 | 0.60 | 0.56 |
| DER(X) | 1.01 | 1.53 | 1.56 | 1.47 | 1.27 |
| ROA (%) | 6.07 | 5.20 | 5.71 | 4.78 | 3.56 |
| ROE (%) | 12.19 | 13.16 | 14.63 | 11.80 | 8.10 |
| GPM (%) | 5.61 | 5.48 | 5.79 | 5.55 | 6.47 |
| OPM (%) | 3.65 | 3.52 | 3.71 | 3.69 | 4.20 |
| NPM (%) | 2.09 | 1.68 | 1.72 | 1.50 | 2.13 |
| Payout Ratio (%) | 23.10 | 24.99 | 24.54 | 8.75 | - |
| Yield (%) | 1.08 | 1.69 | 1.87 | 0.50 | - |

| | | | | | |
|---------------------|--------|--------|--------|--------|--------|
| *US\$ Rate (BI), Rp | 12,436 | 13,794 | 13,436 | 13,548 | 14,929 |
|---------------------|--------|--------|--------|--------|--------|

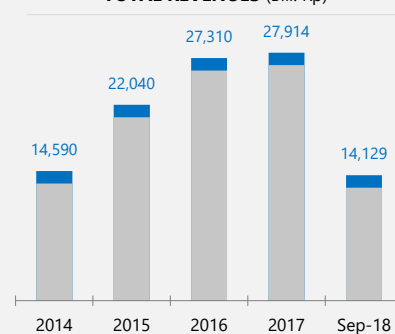
TOTAL ASSETS AND LIABILITIES (Bill. Rp)



TOTAL EQUITY (Bill. Rp)



TOTAL REVENUES (Bill. Rp)



PROFIT FOR THE PERIOD (Bill. Rp)

