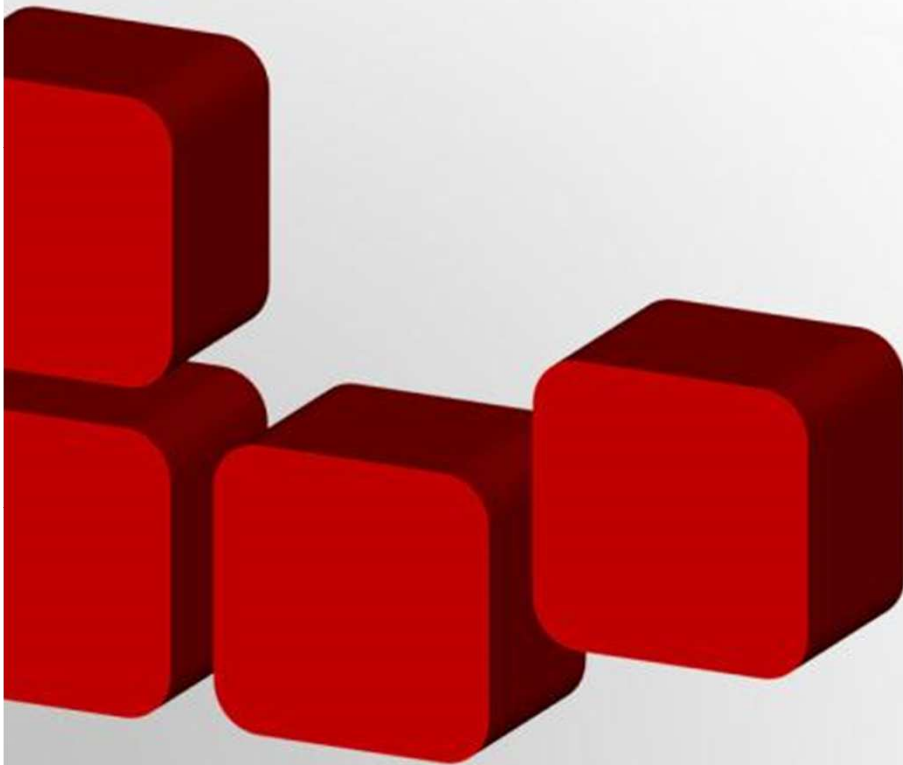


Corporate Presentation

FY16 Results

PT Telkom Indonesia (Persero) Tbk

March 2017



Disclaimer



This document may contain forward-looking statements within the meaning of safe-harbor. Actual results could differ materially from projections, estimations or expectations. These may involve risks and uncertainties, and may cause actual results and development to differ substantially from those expressed or implied in the statements. The company does not guarantee that any action, which may have been taken in reliance of this document will bring specific results as expected.

TELKOM in Brief

FY16 Financial & Operational Results

Company Guidance 2016

Share Ownership



Government **52.1%**

Public **47.9%**

Treasury Stock
1.7 Bn shares

Total Shares

100,799,996,400 shares

Market Capitalization

Rp401.2 Tn (USD29.4 Bn)*

Telkom Indonesia is listed at
Indonesia Stock Exchange (*Bloomberg: TLKM IJ*)
and New York Stock Exchange (*TLK US*)



*as of Dec31, 2016

Board of Directors



Telkom



CEO TELKOM GROUP
ALEX J. SINAGA



Director
INDRA UTOYO



Director
HARRY M. ZEN



Director
HERDI R. HARMAN



Director
ABDUS SOMAD ARIEF



Director
DIAN RACHMAWAN



Director
HONESTI BASYIR

Telkomsel



CEO Telkomsel
RIRIEK ADRIANSYAH



Director
HERI SUPRIADI



Director
EDWARD YING SIEW HENG



Director
ALISTAIR D JOHNSTON



Director
MAS'UD KHAMID



Director
SUKARDI SILALAH



Director
PRIYANTONO RUDITO



Director
MONTGOMERY HONG

TELKOM Introduction

FY16 Financial & Operational Results

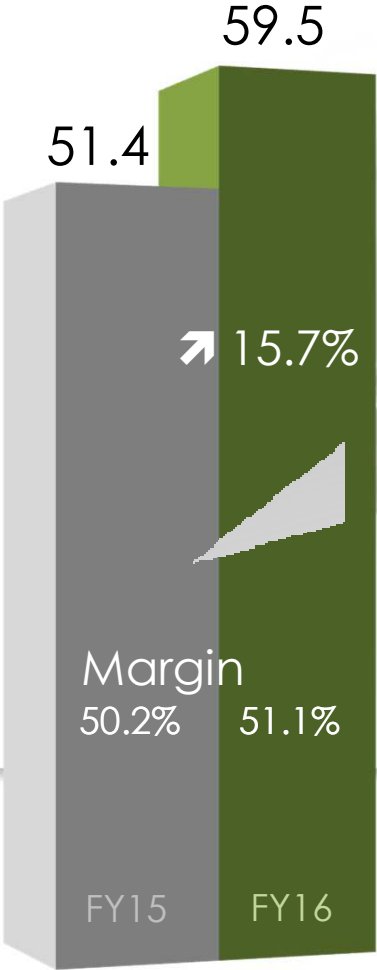
Company Guidance 2016

FY16 Performance Highlights



	<p>Telkom Indonesia delivered remarkable remark in FY16, posting triple double-digit growth in Revenue, EBITDA, and Net Income of 13.5%, 15.7%, and 24.9% YoY respectively.</p>
	<p>Data, Internet & IT Services sharply increased by more than 31% YoY. This segment contributed 37.0% to total revenue.</p>
	<p>Telkomsel recorded another triple double-digit with Revenue grew by 14.0%, EBITDA 16.9%, and Net Income 26.1% respectively.</p>
	<p>Telkomsel installed 25,744 new BTS, of which around 92% are 3G/4G BTS to enhance mobile broadband experience.</p>

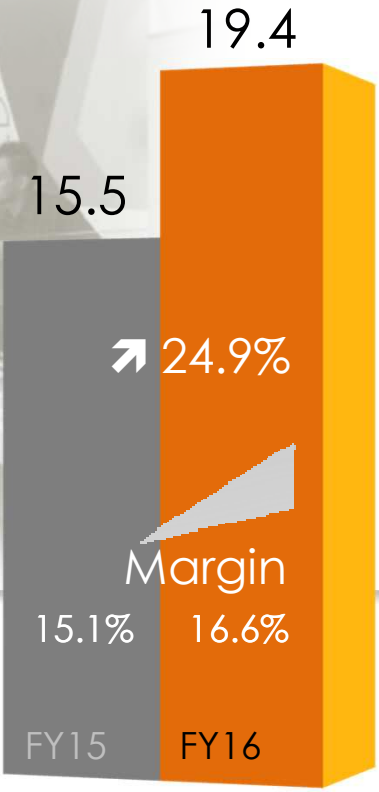
Strong EBITDA & Net Income Growth with Healthy Margins



EBITDA YoY
(Rp Trillion)



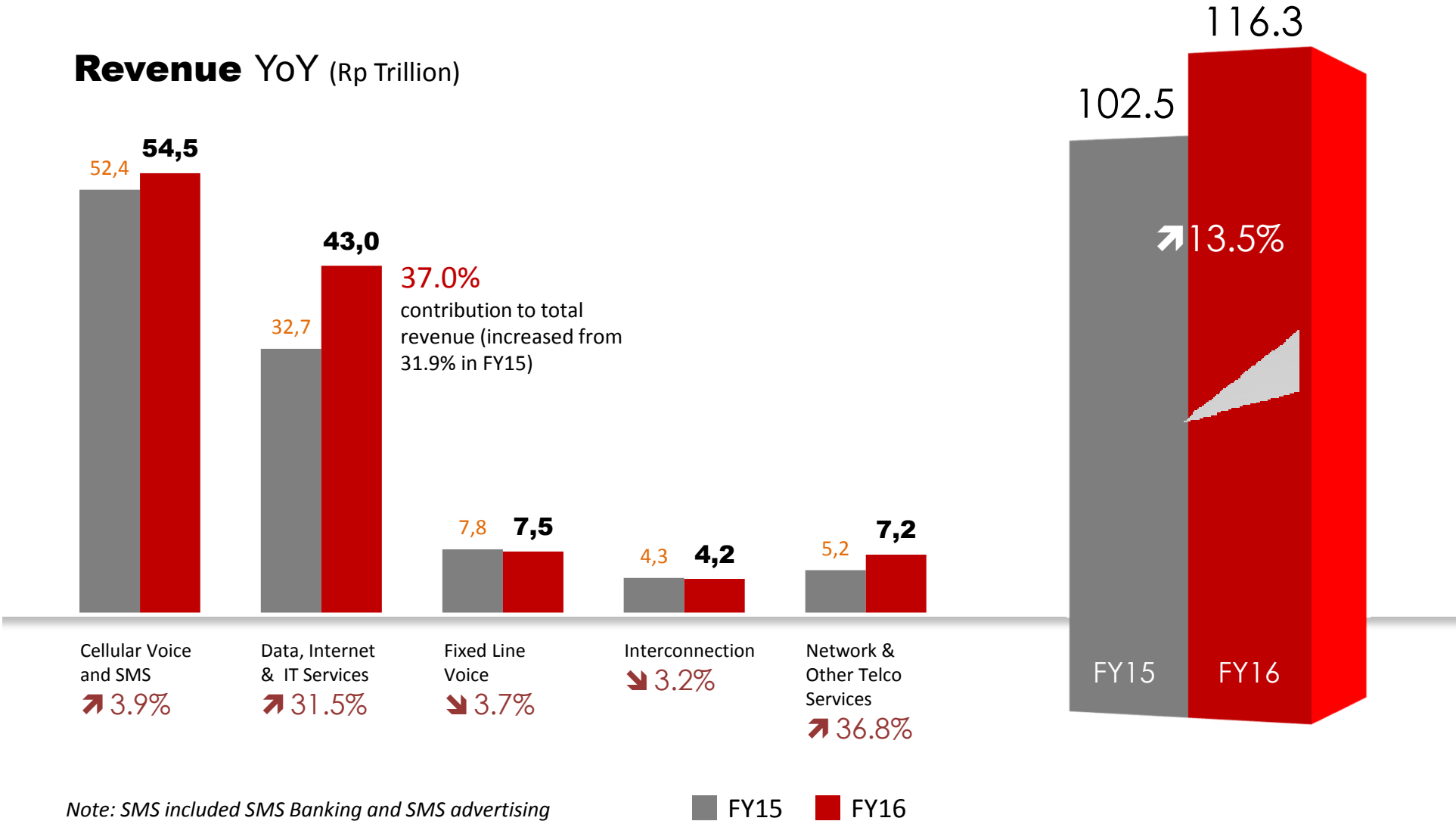
Net Income YoY
(Rp Trillion)



Strong Revenue Growth, Driven by Data Business



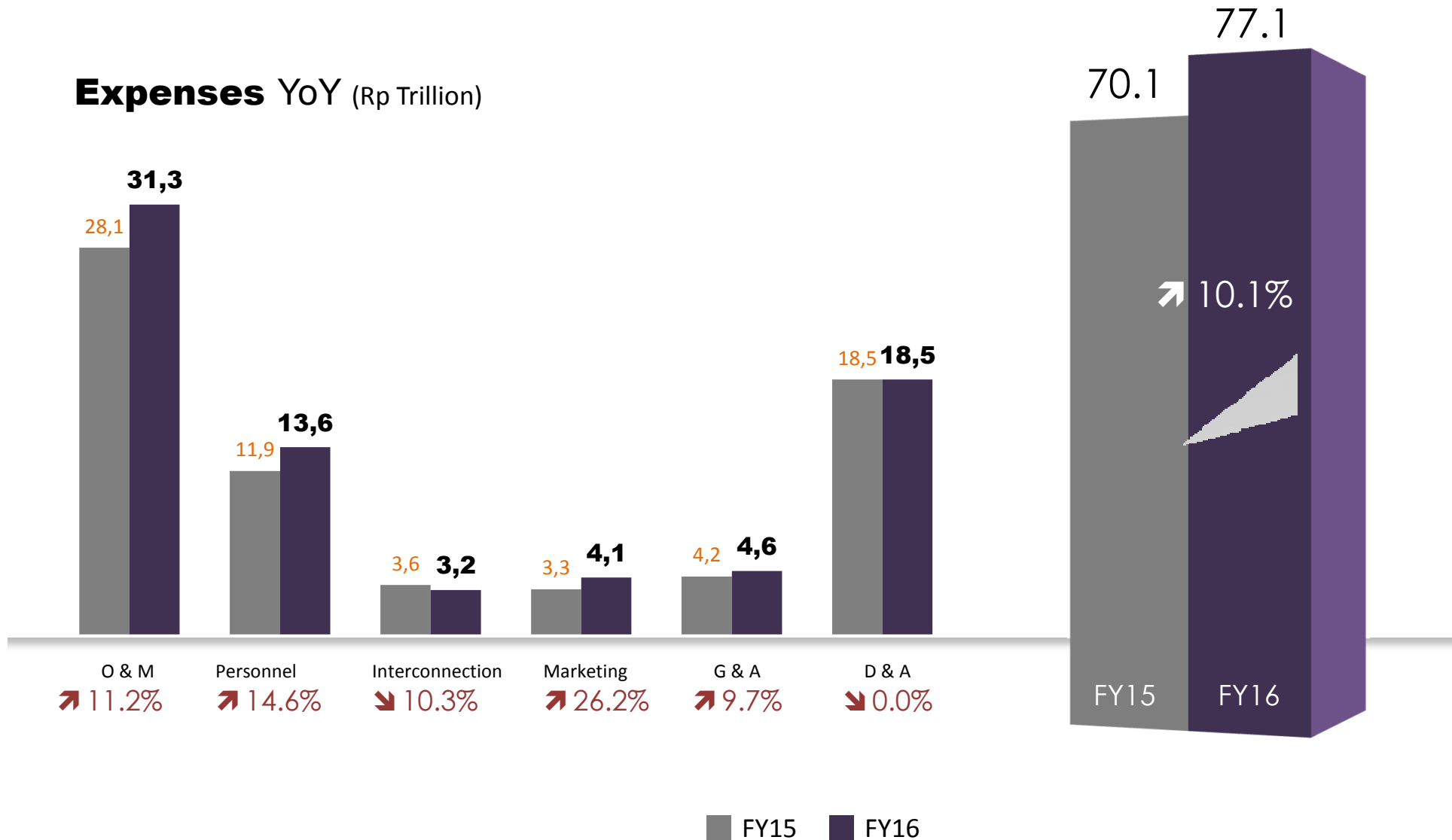
Revenue YOY (Rp Trillion)



Moderate Growth in Expenses



Expenses YOY (Rp Trillion)

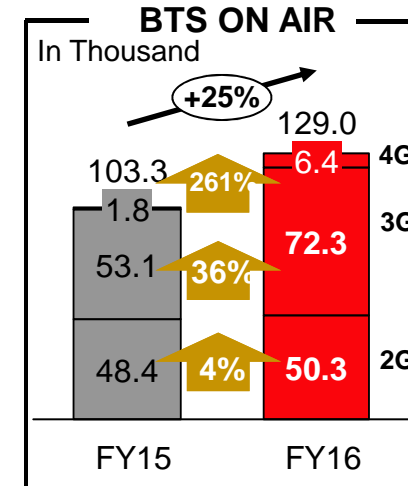
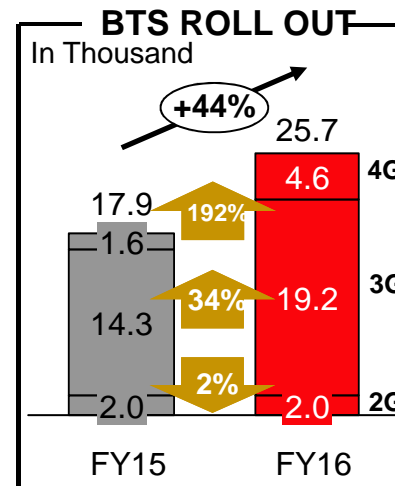
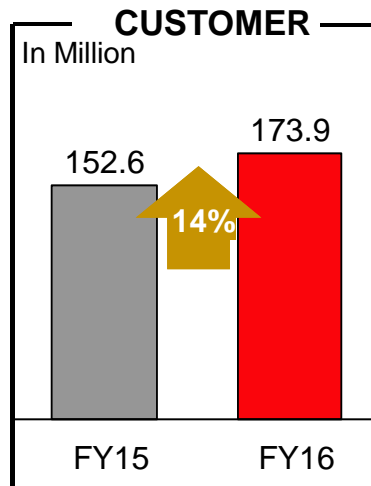
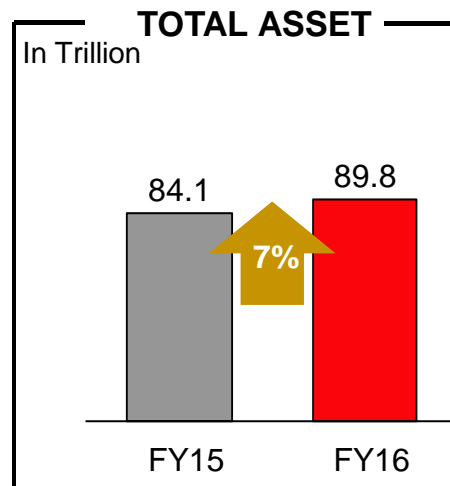
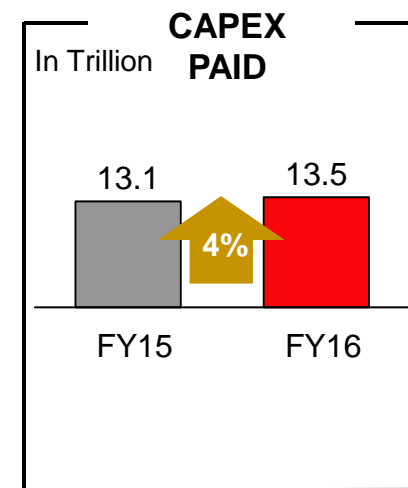
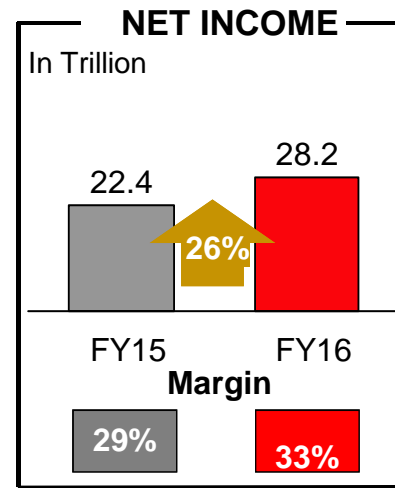
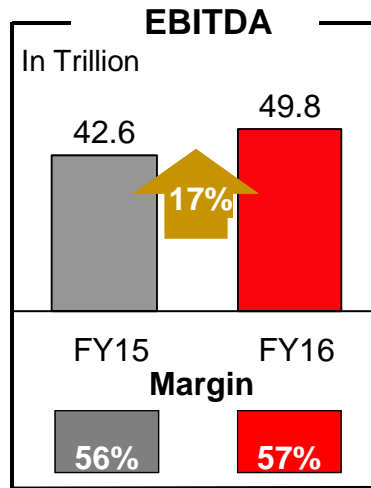
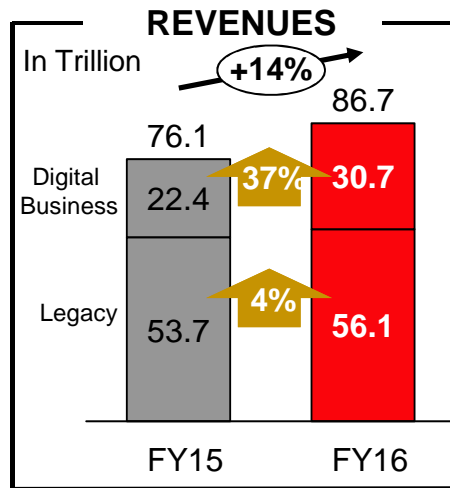


TSEL: PERFORMANCE HIGHLIGHTS



Maintained Strong Performance Momentum during 2016

YEAR-ON-YEAR ACHIEVEMENT



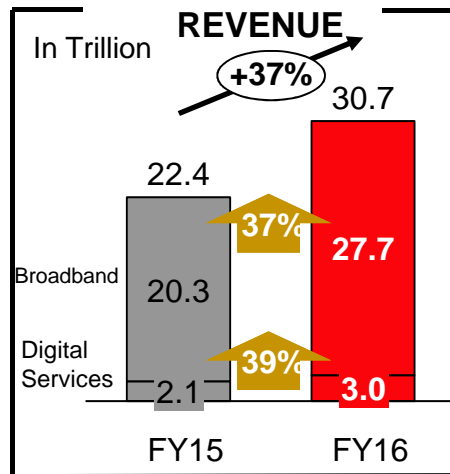
TSEL: PERFORMANCE HIGHLIGHTS

Continue to Focus on Digital Business

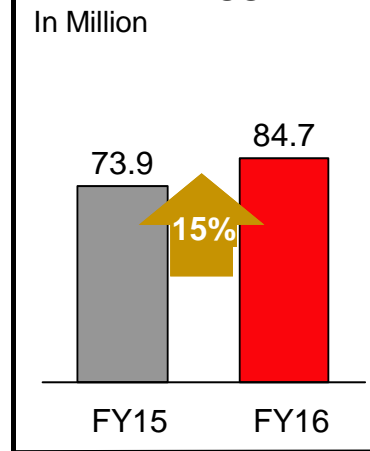


YEAR-ON-YEAR ACHIEVEMENT

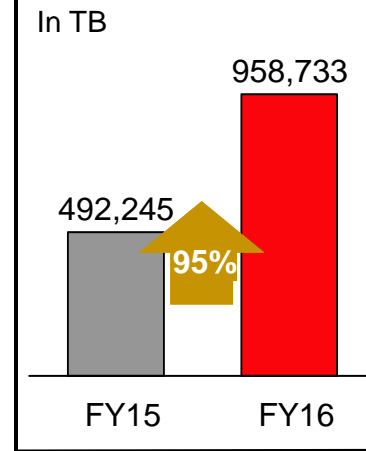
DIGITAL BUSINESS



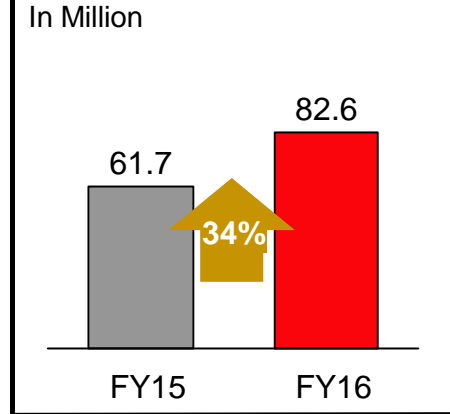
DATA USER



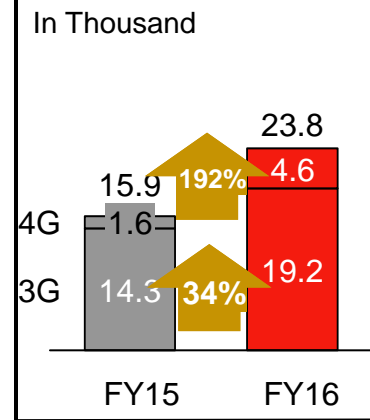
DATA TRAFFIC



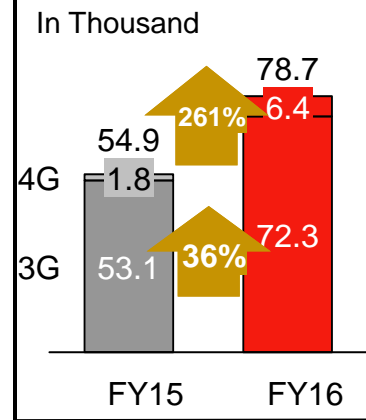
3G/4G CAPABLE DEVICE



3G & 4G BTS ROLL OUT



3G & 4G BTS ON AIR



Broadband:



Telkomsel
Flash

BlackBerry

Digital Services:

- Digital Lifestyle
- Digital Advertising
- Mobile Financial Services
- Enterprise Digital Services



Excellent Operational Results



Telkomsel Operational

- 3G/4G-capable device users: 82.6 mn (+33.9% YoY). 19 mn has enjoyed 4G.
- Mobile data payload jumped 94.8% YoY to 958.7 TB.
- Added 25,700 new BTS (around 90% 3G/4G). Total BTS 129K (61% 3G/4G).
- 4G LTE Service: 169 cities across Indonesia, 6,362 BTS
- Total customers: 173.9 mn, increased 13.9% YoY.



TELKOM Operational

- IndiHome subs reached 1.62 Mn increased 52.1% YoY
- More content including video streaming platform and attractive features such as Movin'.
- ARPU in 4Q Rp341K (vs Rp313K in 3Q)
- Fixed broadband users (incl. non-IndiHome) increased 8.7% YoY to 4.3 Mn



Strong Enterprise & Wholesale Business



Enterprise Business Services

Delivers fixed line services to corporate, SMEs, and government

1,339

Corporate Customers

944

Government institution

299,900

SME Customers

65%

National market share (Traffic)

2,524 Gbps

total bandwidth in service (integrated IT Solutions)

Supporting Smart City Initiatives

Implementation of IT-based public services system

219 cities

Smart City System by TELKOM including Surabaya, Bandung & Bogor

Recent Development

Telkom-3S Satellite Launch

Telkom launched Telkom-3S satellite on 15 February 2017 in Kourou, French Guiana. Telkom-3S carries 42 transponders consists of 24 C-Band, 8 extended C-Band, 10 Ku-Band.

Wholesale Business

To serve other licensed operators in Indonesia



Next year Telkom is going to launch another satellite with bigger capacity, in an effort to reduce dependency on foreign satellite operators.

Superior Network

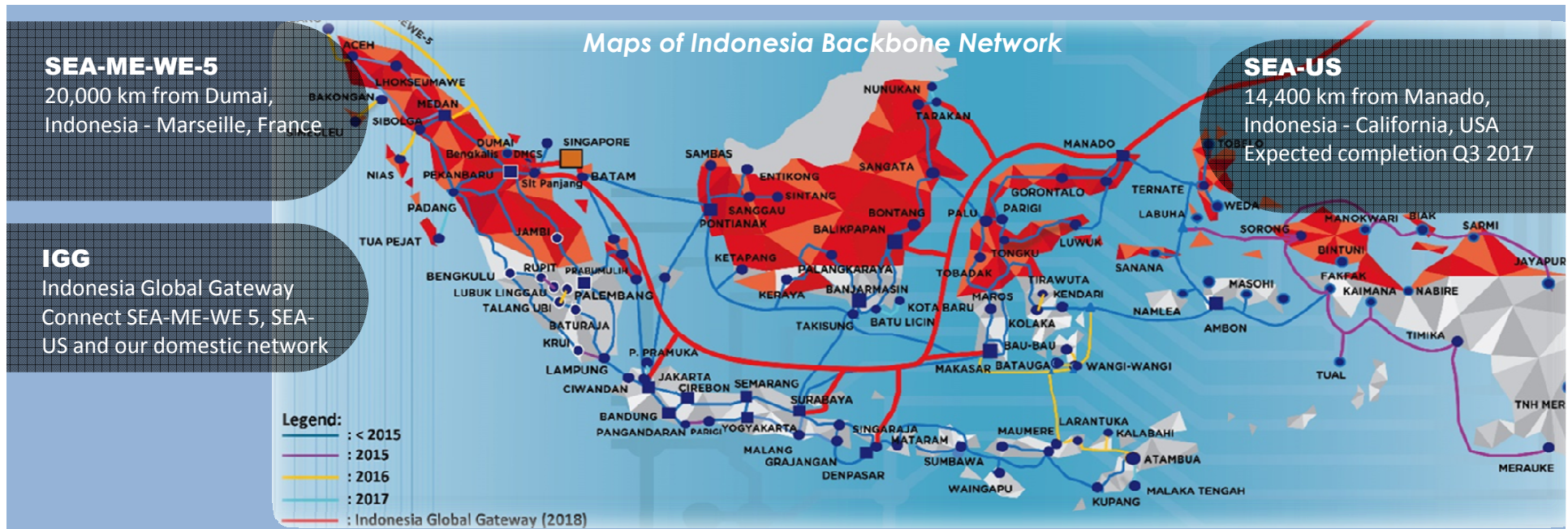


id-Access
True
Broadband
Access

+213K
wifi access point
added

id-Con
Indonesia
Digital
Convergence

20,000 sqm
world class data center in Jurong
completed



id-Ring
Nationwide
Broadband
Backbone

>4,000 km
SMPCS cable system
completed

- Completed Sulawesi-Maluku-Papua Cable System (SMPCS) in Q4
- Completed SEA-ME-WE-5
- Still constructing SEA-US submarine cable system, scheduled to commence in 3Q17
- Indonesia Global Gateway integrate two submarines cable systems with domestic network, to complete in 1Q18

TELKOM in Introduction

FY16 Operational & Financial Results

Company Guidance 2016

2017 Guidance



Revenue Growth

To grow better than industry.
Telco industry is expected to grow at 8% to 9% in 2017.

EBITDA & Net Income Margins

To slightly decline as Telkom is shifting towards digital telco company with higher proportion of revenue from digital business.

CAPEX

Around 23%-25% of revenue with focus on mobile and broadband infrastructure

MAIN PROGRAM



Thank You

PT Telkom Indonesia (Persero) Tbk

March 2017