



Corporate Presentation 1Q20 **Results**

PT Telkom Indonesia (Persero) Tbk
July 2020

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.

1Q20 **Results**

Telkom in Brief

1Q20 Financial and Operational Results

Board of Directors

TELKOM Group



CEO TELKOM GROUP
RIRIEK
ADRIANSYAH



DIRECTOR
HERI SUPRIADI



DIRECTOR
HERLAN
WIDJANARKO



DIRECTOR
DIAN
RACHMAWAN



DIRECTOR
EDI
WITJARA



DIRECTOR
FM VENUSIANA R



DIRECTOR
BUDI SETYAWAN
WIJAYA



DIRECTOR
FAJRIN
RASYID



DIRECTOR
AFRIWANDI

Telkomsel



CEO TELKOMSEL
SETYANTO
HANTORO



DIRECTOR
LEONARDUS
WAHYU
WASONO



DIRECTOR
EDWARD YING



DIRECTOR
RACHEL GOH



DIRECTOR
RIRIN
WIDARYANI



DIRECTOR
HENDRI MULYA
SYAM

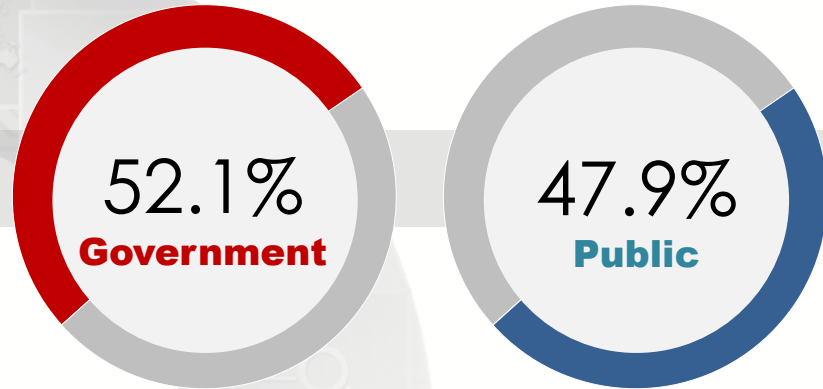


DIRECTOR
R. MUHARAM
PERBAWAMUKTI



DIRECTOR
BHARAT ALVA

Share Ownership



Total Shares

99,062,216,600 shares

Market Capitalization

Rp302 Tn (USD21.7 Bn)*

*as of Jun 30, 2020

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



1 Q20 **Results**

Telkom in Brief

1Q20 Financial and Operational Results

1Q20 Highlights

Covid-19 pandemic has impacted all sectors, including in telecommunication. For Telkom, **the degree of impact for each segment is different**. Our **well diversified revenue portfolios** allow us to be less dependent on one particular segment

IndiHome continued its strong momentum with revenue increased by **19.7% YoY** to **Rp5.1 trillion in 1Q20** driven by the increasing number of IndiHome subscribers

Telkomsel's digital business **grew by 16.3% YoY** to **Rp15.8 trillion** and increased its contribution to total revenue progressively to **70.6%** from **61.4%** last year.

IndiHome and Mobile Digital Services as the Growth Driver

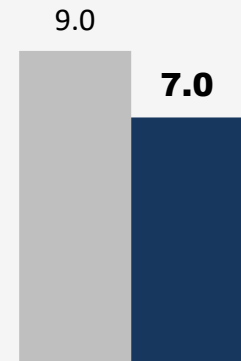
1Q20 Revenue YoY
(Rp Trillion)



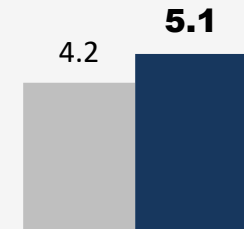
■ 1Q19 ■ 1Q20



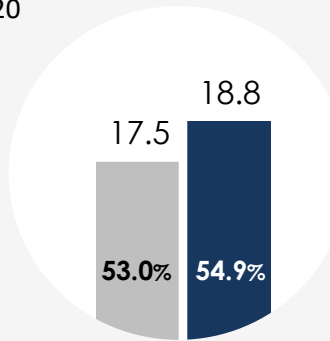
Data, Internet & IT Services
↑ 7.2%



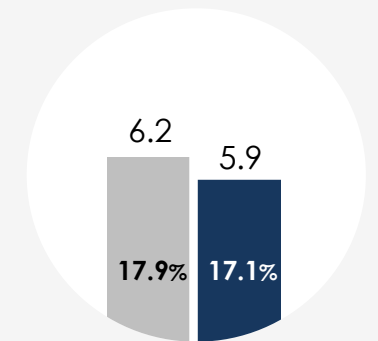
SMS, Fixed & Cellular Voice
↓ 21.4%



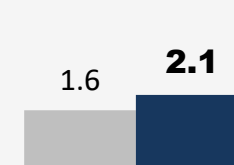
IndiHome
↑ 19.7%



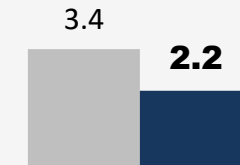
EBITDA
Rp Trillion



Net Income
Rp Trillion



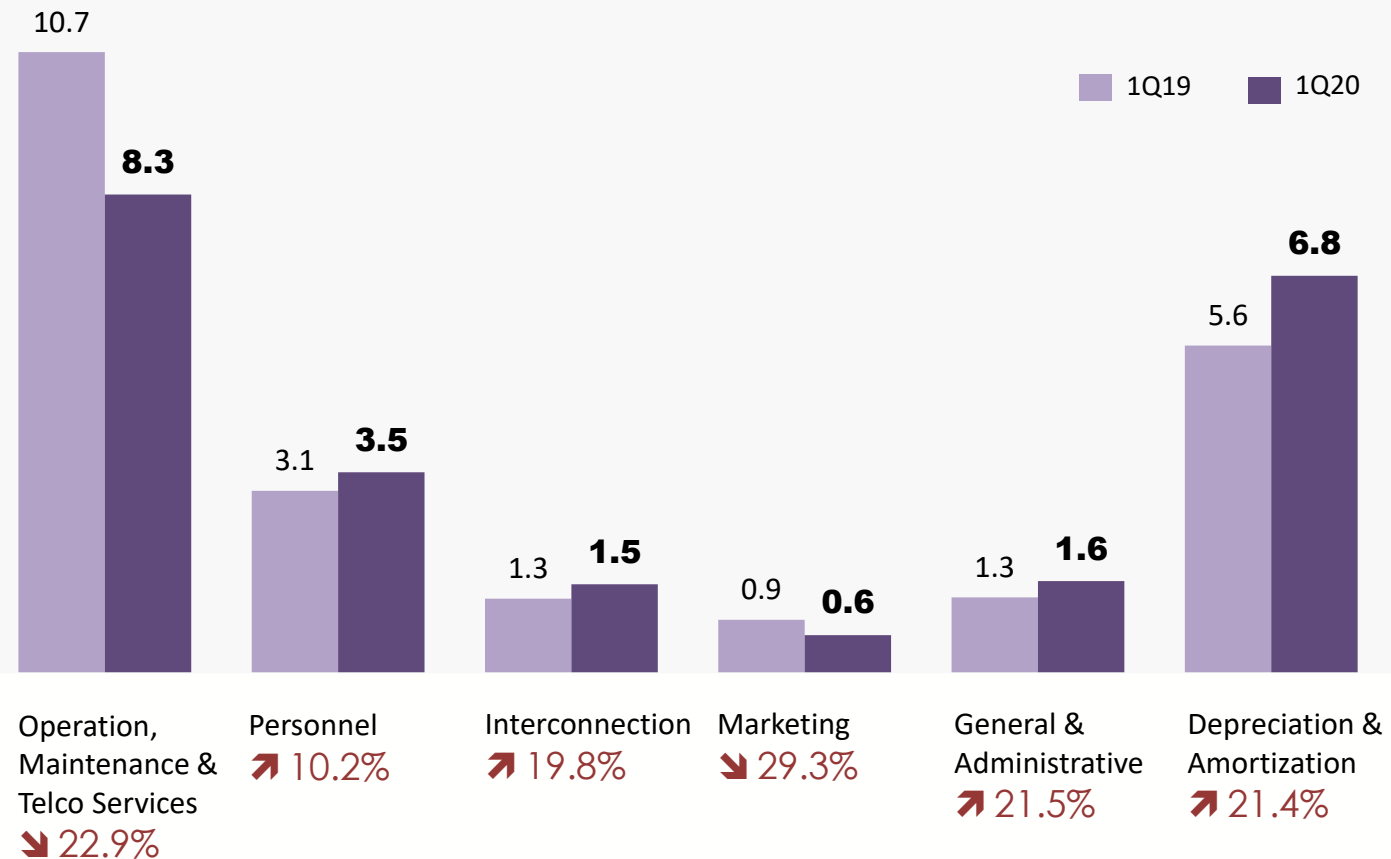
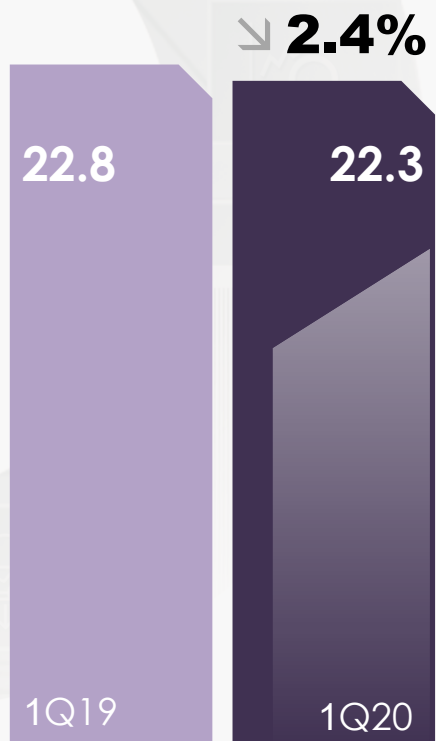
Interconnection
↑ 27.1%



Network & Other Telco Services
↓ 35.6%

Expenses are Manageable

1Q20 Expense YoY (Rp Trillion)



Telkomsel Performance

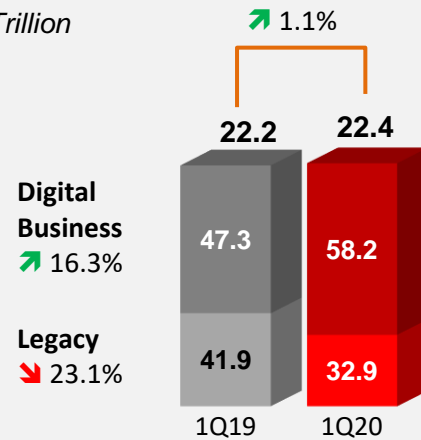
Industry is going toward a healthier and rational condition for the overall telecommunications industry

TSEL recorded a positive performance of Revenues, EBITDA & Net Income in 1Q20

YEAR ON YEAR

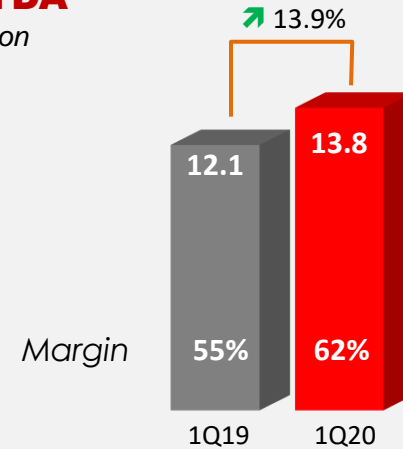
REVENUES

In Trillion



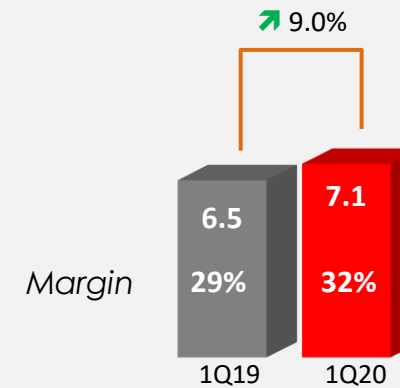
EBITDA

In Trillion



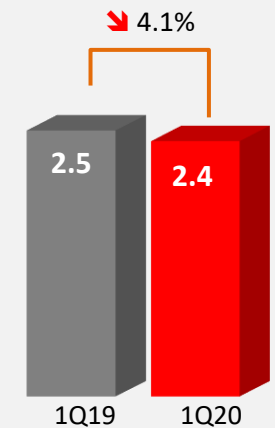
NET INCOME

In Trillion



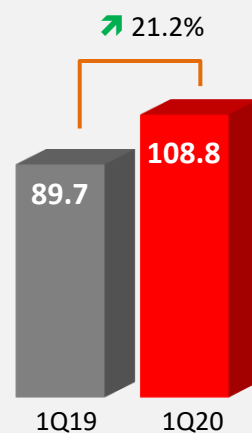
CAPEX

In Trillion



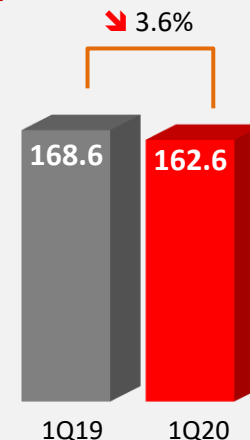
TOTAL ASSET

In Trillion



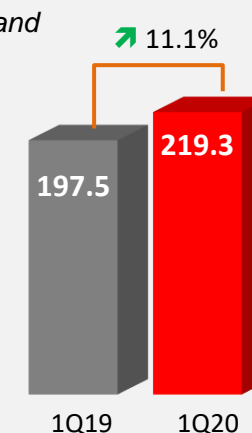
CUSTOMER

In Million



BTS

In Thousand



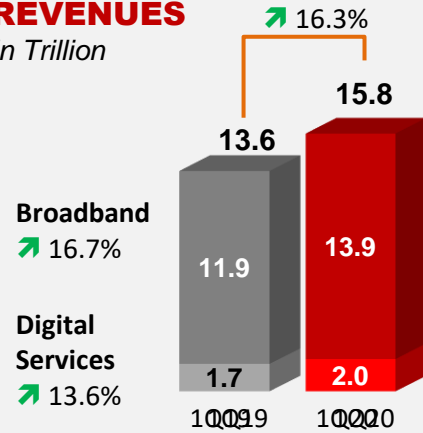
Telkomsel Performance

Continue to Focus on Digital Business : Engine of growth and accounted for 71% of Total Revenues

YEAR ON YEAR

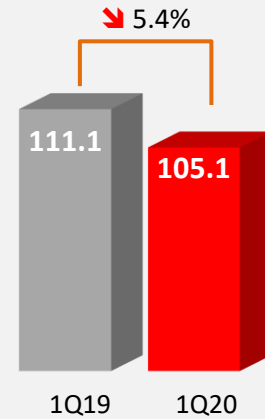
DIGITAL BUSINESS REVENUES

In Trillion



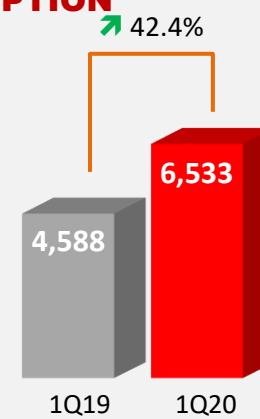
DATA USER

In Million



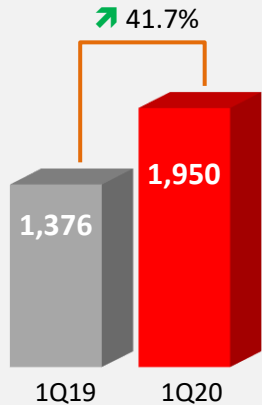
DATA USER CONSUMPTION

In MB



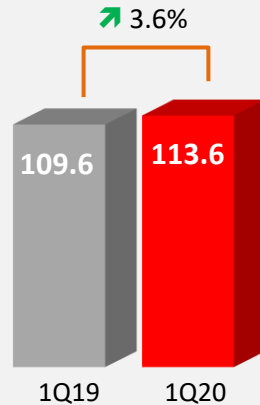
DATA TRAFFIC

In PB



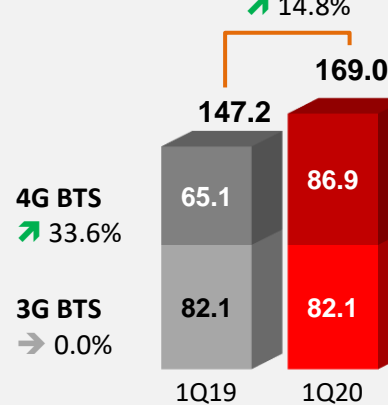
3G/4G CAPABLE DEVICE

In Million



3G & 4G BTS ON AIR

In Thousand



Digital Business



Langit Musik



Fixed Broadband

IndiHome
Revenue (Rp)

5.1 tn
↗ 19.7% YoY

IndiHome
FIBER»»

- Net additional subscribers 1Q20 **252K**
- Total IndiHome subscribers FY19 **7.3 Mn** (+31.4%)
 - Dual Play **54% of total subs**
 - Triple Play **46% of total subs**
- Revenue from add-ons contributed **around 14.0%** of total Indihome 1Q20
- ARPU 1Q20 **Rp240K**

Telkom Indonesia
the world in your hand

IndiHome
Semua Rumah Semua Bisa

IndiHome Learning From Home

Marga khusus bagi pelajar & mahasiswa

***Gratis 1 Bulan :**

- Abonemen IndiHome
- IndiHome Study
- Tambah Kuota 50 GB

Tidak perlu keluar rumah, aktivitas belajar lebih aman dan nyaman.

Info lebih lanjut, kunjungi:
● indihome.co.id/LFH ● indihomestudy.com

#BUMNuntukIndonesia #WujudkanDariRumah *Syarat dan ketentuan berlaku

Telkom Indonesia
the world in your hand

IndiHome
Semua Rumah Semua Bisa

IndiHome Paket Khusus Guru

Layanan internet, telepon rumah, dan TV Interaktif

Info lebih lanjut, kunjungi:
indihome.co.id/indihome-pg | Plaza Telkom

#BUMNuntukIndonesia



Enterprise Business

Enterprise Business
Revenue (Rp)

4.3tn
↓31.6 % YoY

Continue to focus on improving the fundamentals.

Prioritize to focus to higher profitability products to get better quality revenues.

Contribution to Enterprise Revenue

61%

21%

18%

Significant increase in
**Service Solutions,
Data Center & Cloud
business, and
Enterprise
Connectivity**

Corporate
Segment

Government
Segment

SME
Segment

Wholesale & International Business

Wholesale &
International Business
Revenue (Rp)

3.4tn

↑15.1% YoY

Growing on the back of tower business.

Key enabler for other segments, and serve external customers

SEA-ME-WE-5

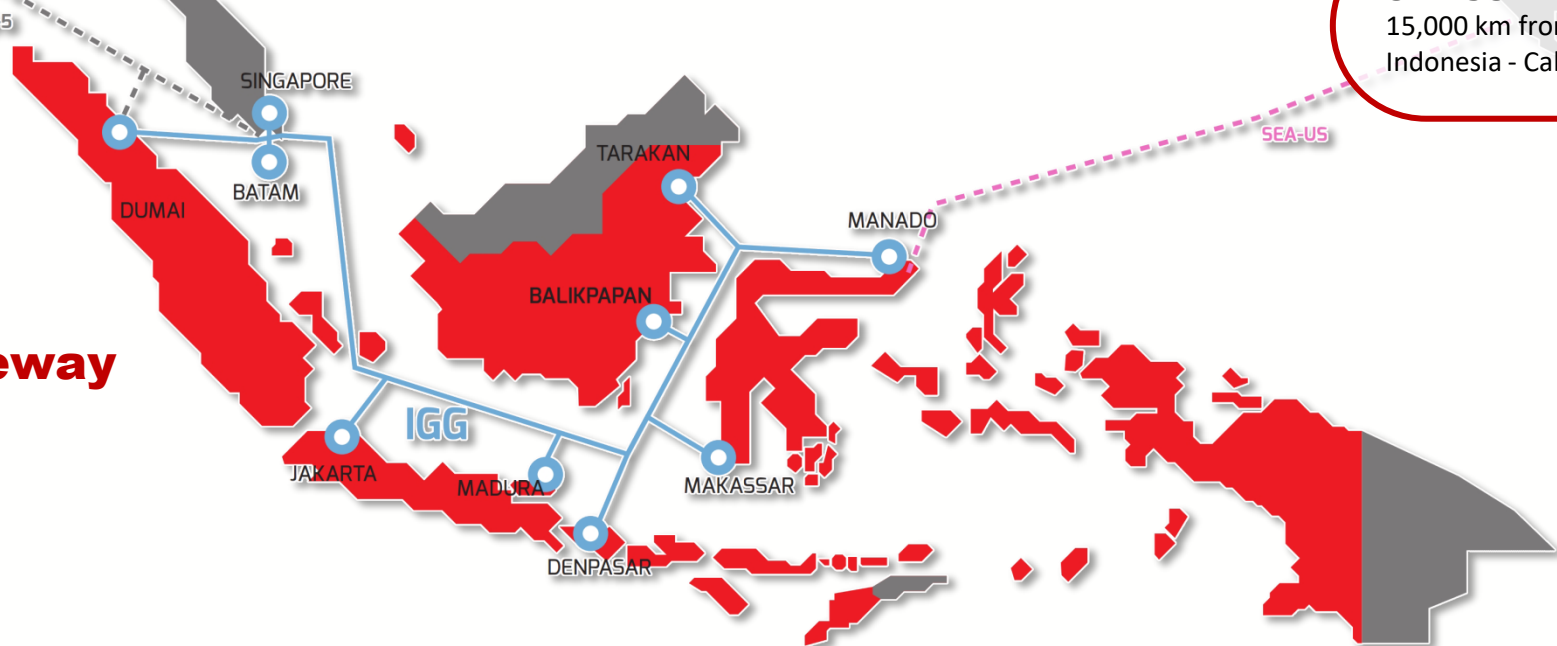
20,000 km from Dumai,
Indonesia - Marseille, France

SEA-US

15,000 km from Manado,
Indonesia - California, USA

Indonesia Global Gateway

Connect SEA-ME-WE 5, SEA-US
and our domestic network



Recent Activities

New Accounting Standards

- ❖ We adopted new Indonesian accounting standards for PSAK 71, 72 and 73 which are mirroring to **IFRS 9, 15 and 16**.
- ❖ Mainly impacted to lower O&M cost, higher asset, higher liability, higher depreciation and higher interest charges.

Dividend and Changes of BoD and BoC of Telkom

- ❖ Annual General Meeting of Shareholders (AGMS) approved the distribution of dividends in the amount of **Rp15.26 trillion** (payout ratio of **81.78%**), equals to **Rp154.1** per share.
- ❖ AGMS also approved the changes of the Company's Board of Commissioners and Board of Directors.





Thank You

PT. Telekomunikasi Indonesia, Tbk.
July 2020