



Corporate Presentation 1H21 **Results**

PT Telkom Indonesia (Persero) Tbk
September 2021

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.



1H21 RESULTS

- **Telkom in Brief**
- 1H21 Financial and Operational Results
- Telkom Digital Initiatives



Board of Directors

TELKOM Group



CEO TELKOM GROUP
RIRIEK
ADRIANSYAH



DIRECTOR
HERI
SUPIADI



DIRECTOR
HERLAN
WIJANARKO



DIRECTOR
EDI
WITJARA



DIRECTOR
FM
VENUSIANA R



DIRECTOR
BUDI
SETYAWAN
WIJAYA



DIRECTOR
MUHAMAD
FAJRIN
RASYID



DIRECTOR
AFRIWANDI



DIRECTOR
BOGI
WITJAKSONO

Telkomsel



CEO TELKOMSEL
HENDRI
MULYA SYAM



DIRECTOR
MOHAMAD
RAMZY



DIRECTOR
ADIWINAHYU
B SIGIT



DIRECTOR
RACHEL
GOH



DIRECTOR
WONG
SOON NAM



DIRECTOR
BHARAT
ALVA

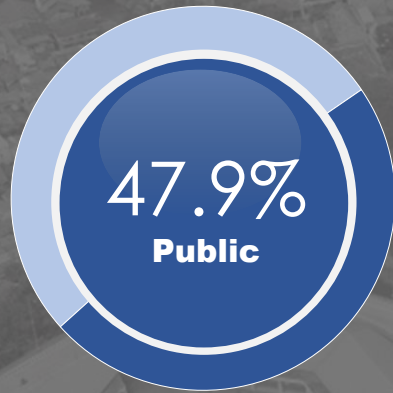
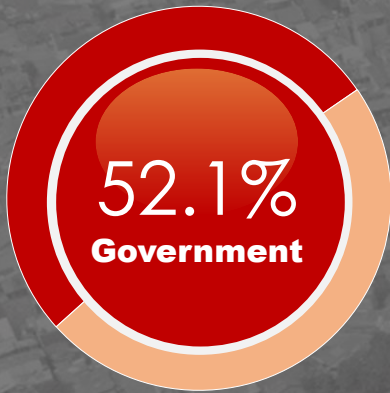


DIRECTOR
NUGROHO



DIRECTOR
R. MUHARAM
PERBAWAMUKTI

Share Ownership



Total Shares

99,062,216,600 shares

Market Capitalization

Rp337Tn (USD23.6 Bn)*

*as of 31 August 2021

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



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Performance Highlights

1H21

In 1H21, Telkom recorded **Revenue** of **Rp69.5 trillion**, grew by **3.9% YoY**. Successful cost leadership has resulted in better **EBITDA Margin** of **54.4%** increased by **0.4 ppt YoY** and improved **Net Income Margin** of **17.9%** or increased by **1.5 ppt YoY**.

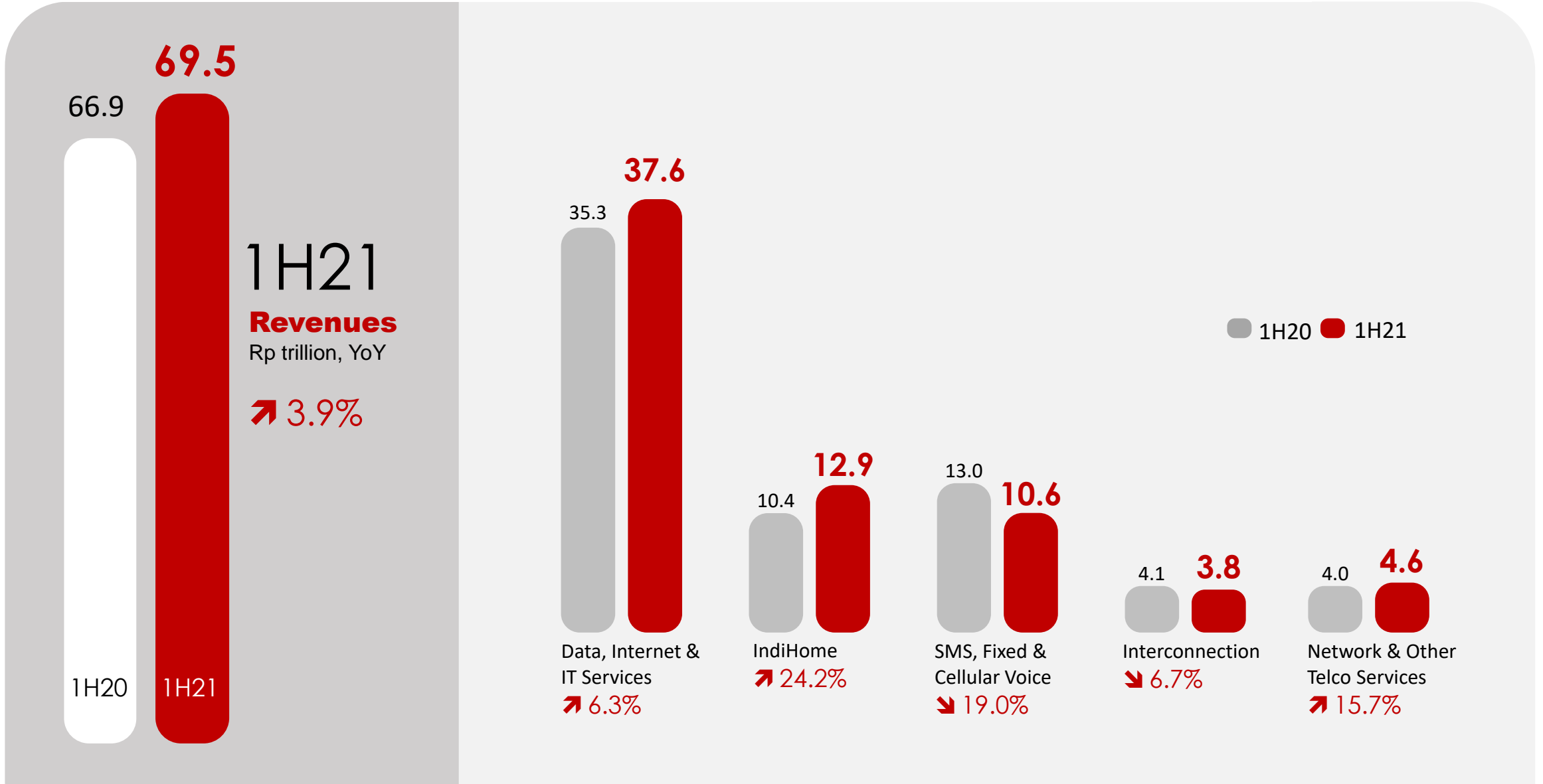
IndiHome continued as the main growth driver, recorded **revenue of Rp12.9 trillion** or soared **24.2% YoY** driven by additional subscribers and better ARPU.

Telkomsel digital business continued strong traction with **data traffic** jumped **54.5% YoY**. In 1H21, digital business contributed to **77.3% of Telkomsel's revenue**, increased from 72.4% last year.

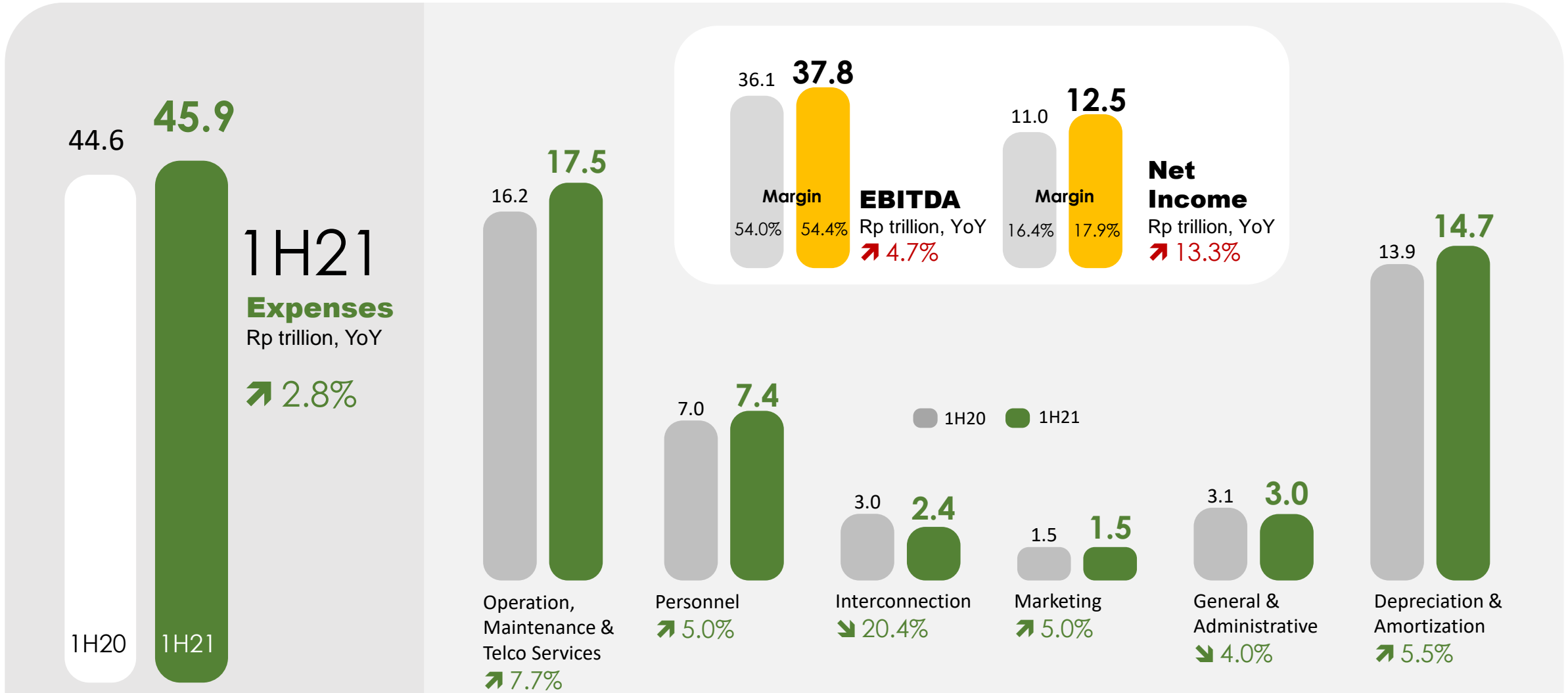
Telkom continued to build **synergy and collaboration with digital and technology companies** such as Microsoft, we also **develop and nurture start-up companies** in various digital business sectors through **MDI**.

Telkom is on track to complete the development of **Hyperscale Data Center phase one** with **25 MW capacity by end of 2021**.

Revenue Growth Driven by IndiHome and Mobile Data



Expenses were Manageable, EBITDA & Net Income Margin Expanded



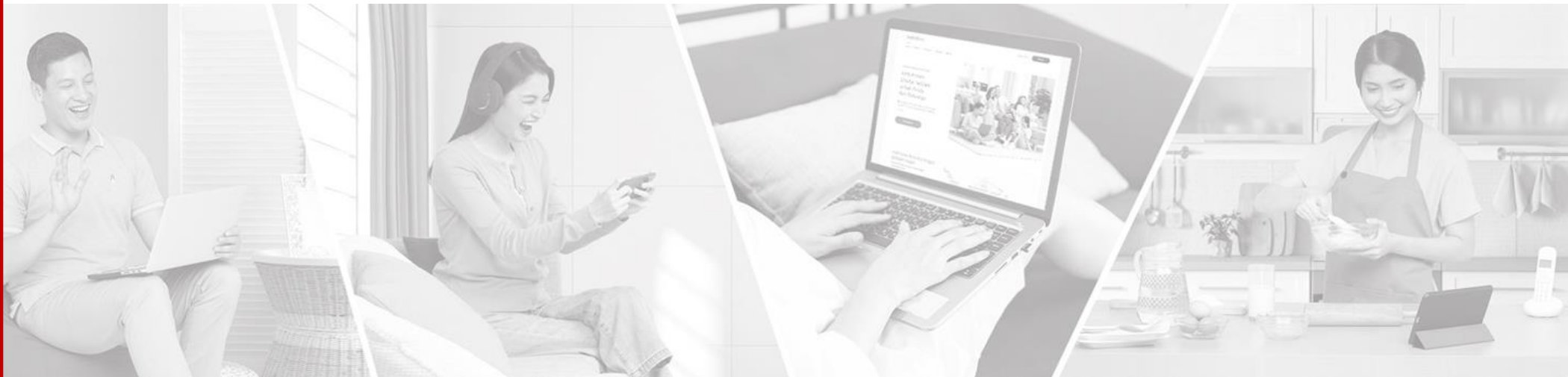
Fixed Broadband as the Engine of Growth

1H21

IndiHome
Revenue (Rp)

12.9tn
↗ 24.2% YoY

- EBITDA Margin in 1H21 reached **47.6%** increased from 38.6% in 1H20.
- IndiHome revenue contribution to TelkomGroup significantly increased to **18.5%** in 1H21 from 15.5% in the same period last year
- Net additional customers by **285K** in 1H21, total subscribers reached **8.3 million** (+11.4% YoY) with **57%** Dual Play Package and **43%** Triple Play .
- IndiHome services cover **496 (96.5%) cities/districts** throughout Indonesia.
- ARPU in 2Q21 was **270K** compared to 266K in 1Q21
- Revenues from add-ons grew by **40.7%** YoY, contributed to **15.2%** (vs 13.4% last year) of total IndiHome revenues.



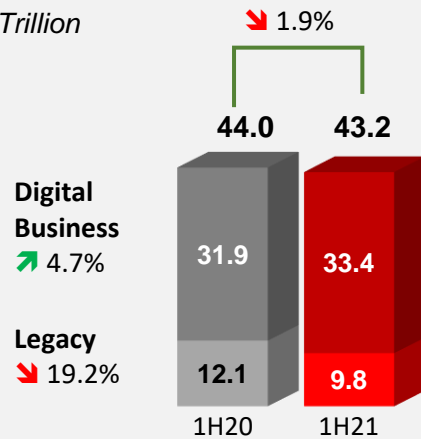
Telkomsel Performance

Challenging market dynamics with on-going transition of Legacy & continuing competitive environment
TSEL to maintain sustainable margin with EBITDA & Net Income Margin at 58.7% & 29.5%.

YEAR ON YEAR

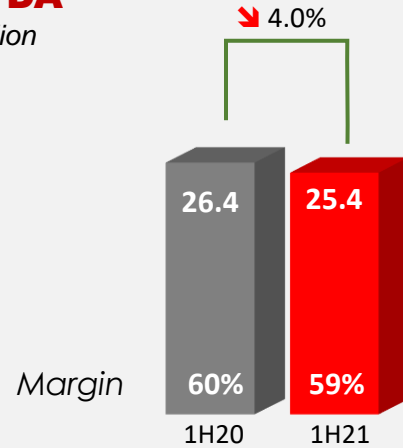
REVENUES

Rp Trillion



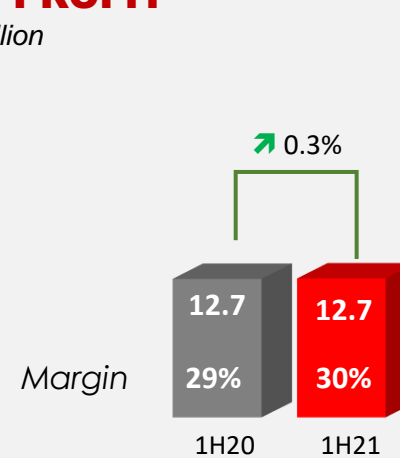
EBITDA

Rp Trillion



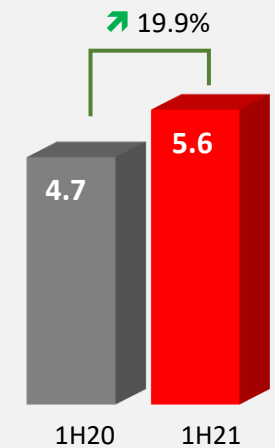
NET PROFIT

Rp Trillion



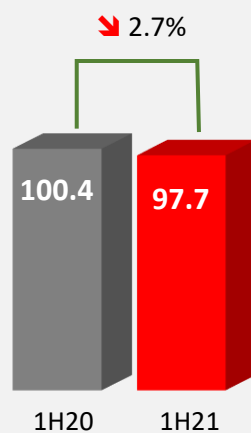
CAPEX

Rp Trillion



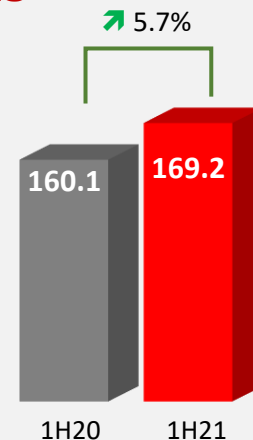
TOTAL ASSETS

Rp Trillion



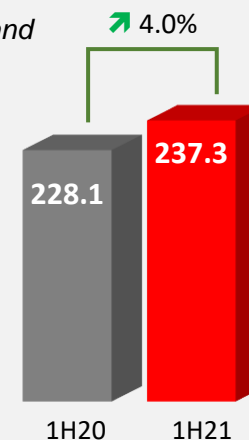
CUSTOMERS

In Million



BTS

In Thousand



Telkomsel Performance

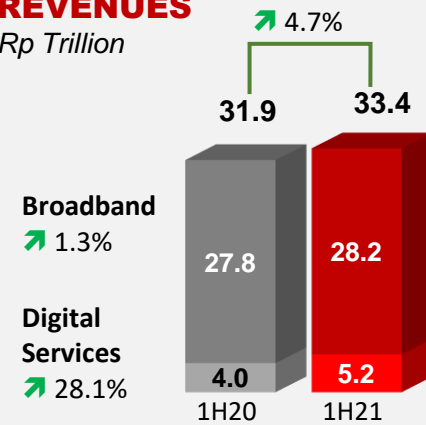
Continue to Focus on Digital Business

Engine of growth and accounted for 77% of Total Revenues

YEAR ON YEAR

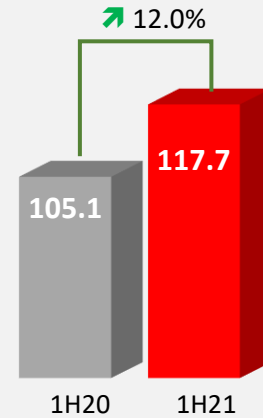
DIGITAL BUSINESS REVENUES

Rp Trillion



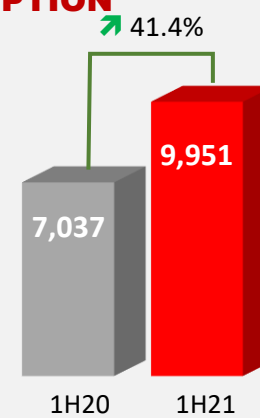
DATA USERS

In Million



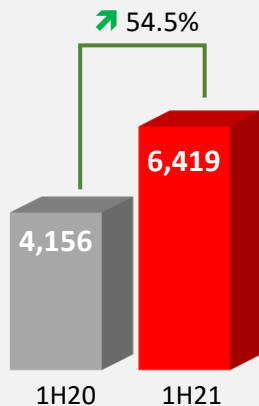
DATA USER CONSUMPTION

In MB



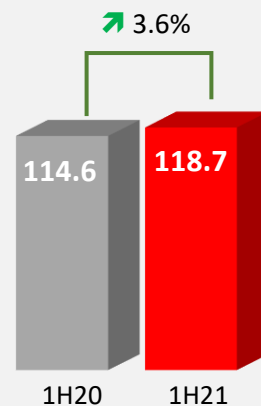
DATA TRAFFIC

In PB



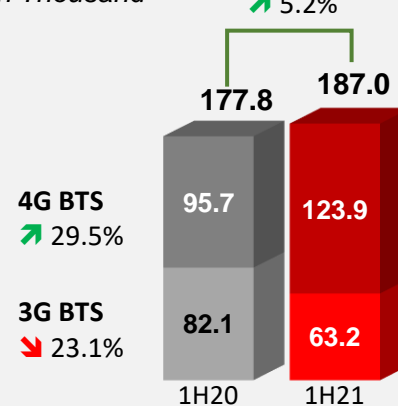
3G/4G CAPABLE DEVICE

In Million



3G & 4G BTS ON AIR

In Thousand



Digital Business



Langit Musik



Enterprise Business Focused on Enterprise Solutions

1H21

Enterprise
Business

Revenue (Rp)

8.7^{tn}

↗ 12.2% YoY

Mainly contributed by the growth in digital platform including IT Services and Enterprise Connectivity solutions.

To enhance our capacity, currently we are in the progress of developing new site of **Hyperscale Data Center** certified as **tier 3 and 4** in total area of **65,000 m²** near Jakarta. Our Hyperscale Data Center will be completed in stages, and the **first stage** is expected to complete by **end of 2021** with a **capacity of 25 MW**. At the final stage, our Hyperscale Data Center will have **total capacity around 75 MW**.



Wholesale & International Business Supported by Tower and Data Center

1H21

Wholesale & International Business

Revenue (Rp)

6.9tn

↗ 1.2% YoY

Data Centers

Together with Enterprise segment, WBS segment contributed five overseas data centers including our Tier 3 and 4 data center in Jurong Singapore.



Tower Business

Mitratel owns around 23 thousand towers as of June 2021 (+45.0% YoY) with tenancy ratio of 1.57x. 57% of the towers are located in ex-Java and 43% are located in Java. Mitratel as a standalone company booked revenue of Rp3.2 trillion in first half 2021 or grew 10.9% YoY, while EBITDA margin also improved to 76.8% in 1H21 from 69.7% in 1H20.



Healthier and More Diversified Business

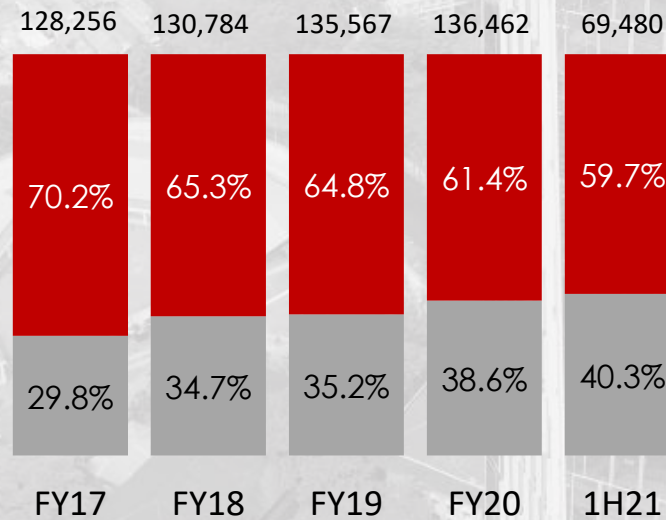
In 1H21, **Non-Mobile Business** contributed to **more than 40%** of TelkomGroup Revenue and **more than 30%** of TelkomGroup Net Income

5 Years Mobile & Non-Mobile Business Contribution

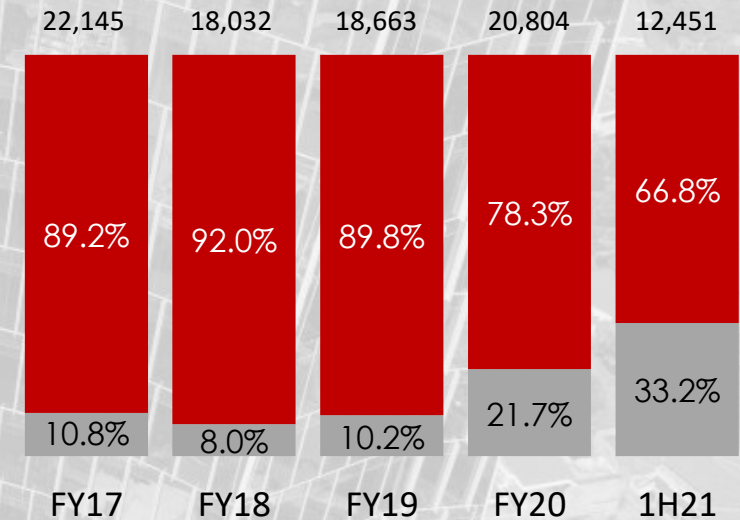
Legend

- Mobile Business
- Non-Mobile Business

Revenue Contribution



Net Income Contribution



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Telkom Digital Initiatives, Collaboration with Digital & Tech Companies and Investment in Startups

Microsoft Collaboration

On 19 August 2021, Telkom and Microsoft Indonesia signed a **MoU to explore cooperation** in :

- Development of intelligent infrastructure
- Development of Digital Talent
- Acceleration of TelkomGroup's digital transformation



TELKOM's Corporate Venture Capital

MDI manages **around USD900 million AUM**, and its portfolio has shown an outstanding performance in terms of investees' valuation, exit strategy, and synergies value. MDI has invested in **more than 50 startups in 12 countries**, of which **3 companies have done IPO and 6 companies have been successfully acquired by third parties**. Currently, MDI has **2 Unicorns** in its portfolio, NIUM and Kredivo, and other **2 companies are expected to be the next Unicorns**. With this achievement, MDI has brought positive impact on Telkom's digital business.

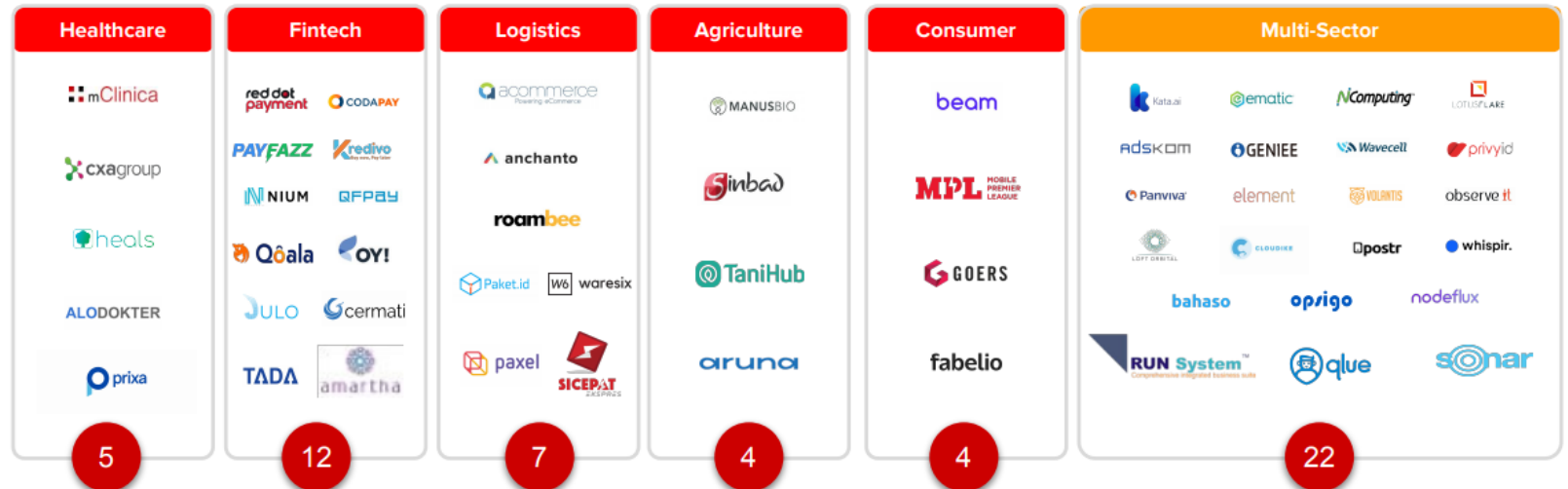


Investment in Gojek

Telkom through Telkomsel, **strengthen strategic partnership initiatives** to provide new benefits to users and help accelerate the digitization of micro, small and medium enterprises (MSMEs)



Our Investee Companies



1

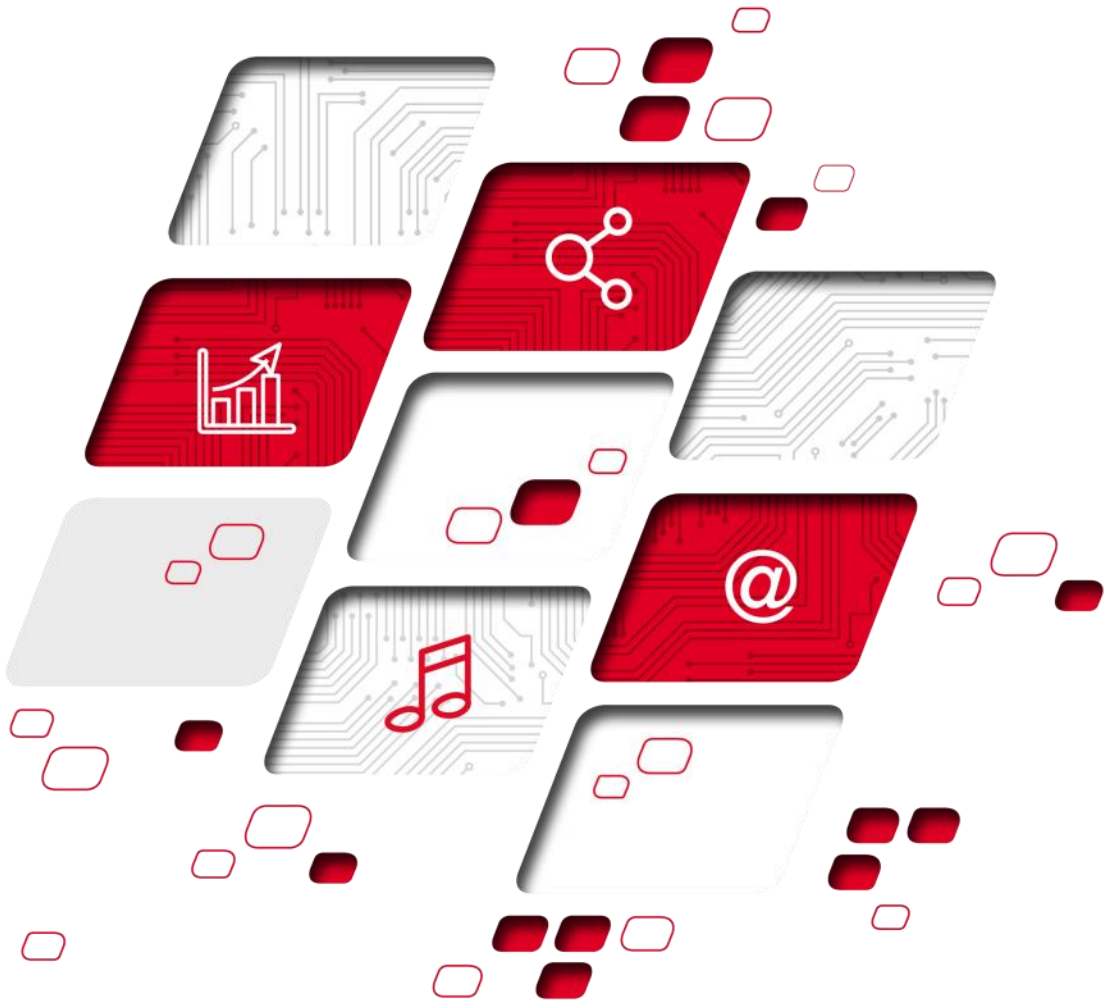
Consolidated revenue
to **grow** by
low to mid-single digit

2

EBITDA margin
is expected to be
relatively stable

3

Capital Expenditure
for the Group is expected at
around 25% of revenue



Q & A



Thank You

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