



# 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

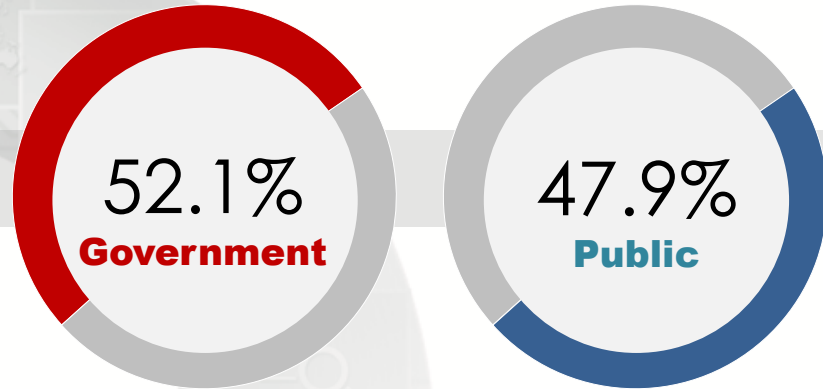


**DIRECTOR**  
R. MUHARAM  
PERBAWAMUKTI



**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*)



# 1Q20 **Results**

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# 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)



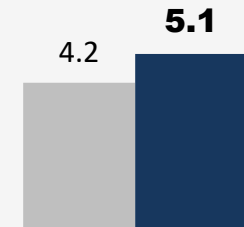
■ 1Q19 ■ 1Q20



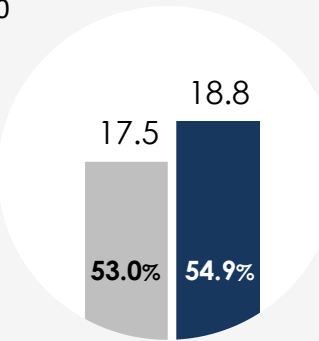
Data, Internet & IT Services  
**↑ 7.2%**



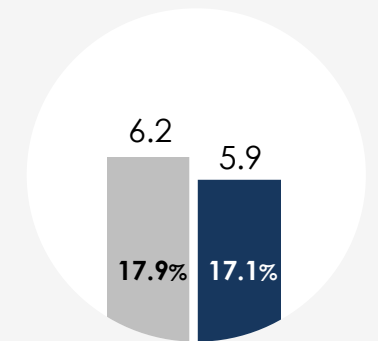
SMS, Fixed & Cellular Voice  
**↓ 21.4%**



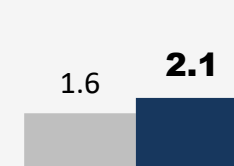
IndiHome  
**↑ 19.7%**



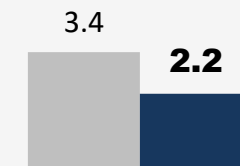
**EBITDA**  
Rp Trillion



**Net Income**  
Rp Trillion



Interconnection  
**↑ 27.1%**

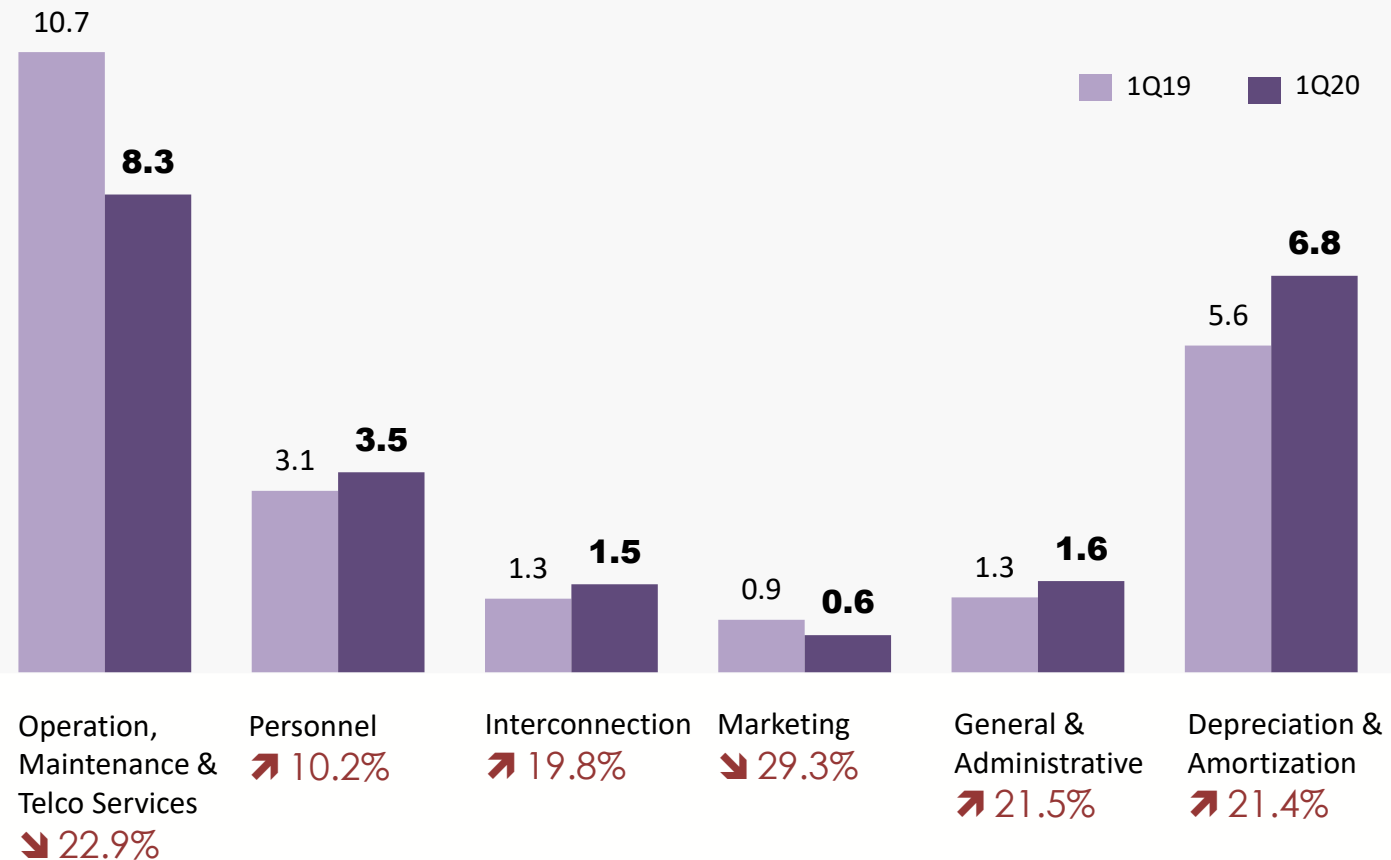
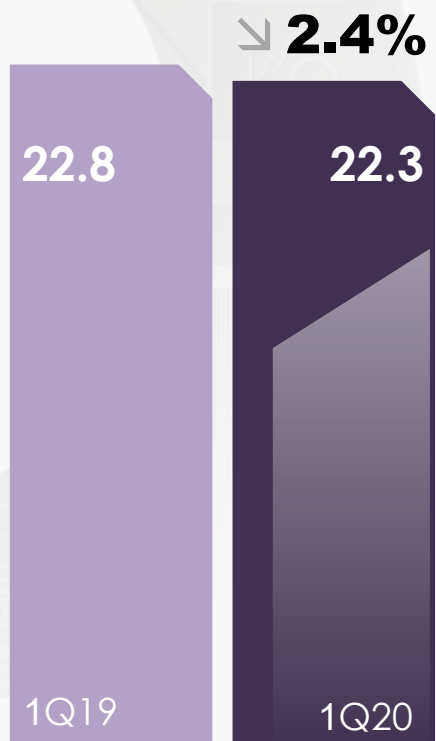


Network & Other Telco Services  
**↓ 35.6%**



# Expenses are Manageable

## 1Q20 Expense YoY (Rp Trillion)



# Telkomsel Performance



the world in your hand

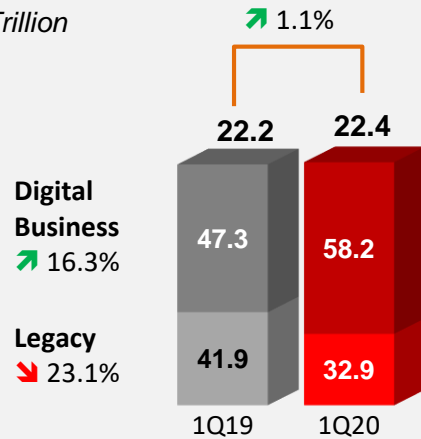
Industry is going toward a healthier and rational condition for the overall telecommunications industry

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

YEAR ON YEAR

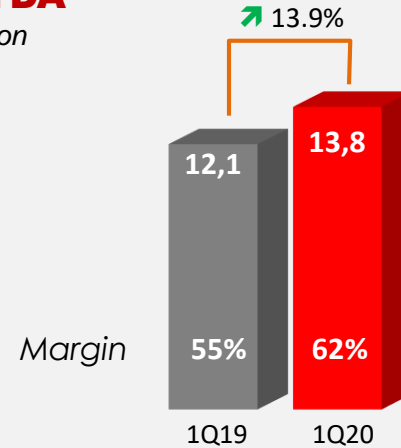
## REVENUES

In Trillion



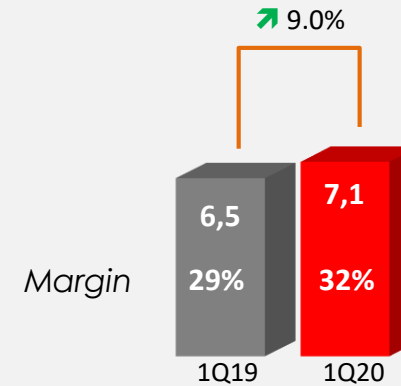
## EBITDA

In Trillion



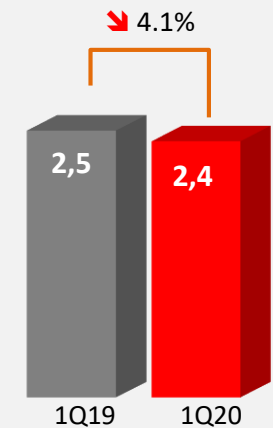
## NET INCOME

In Trillion



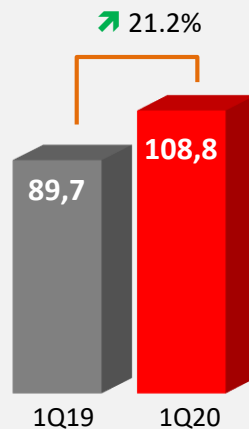
## CAPEX

In Trillion



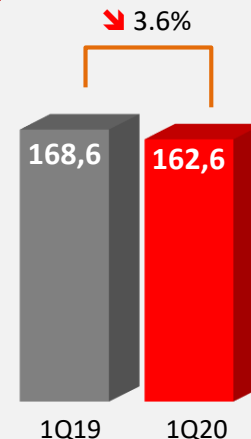
## TOTAL ASSET

In Trillion



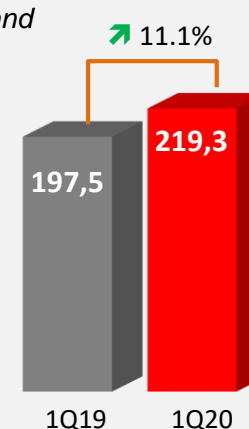
## CUSTOMER

In Million



## BTS

In Thousand



# Telkomsel Performance



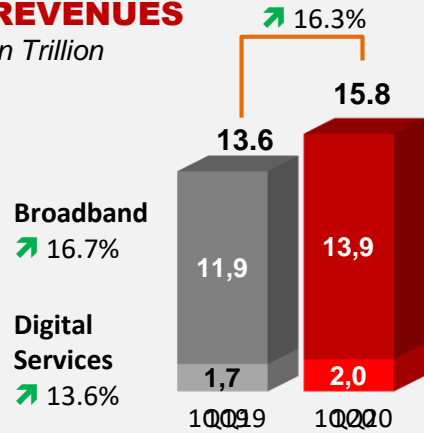
Continue to Focus on Digital Business : Engine of growth and accounted for 71% of Total Revenues

the world in your hand

## YEAR ON YEAR

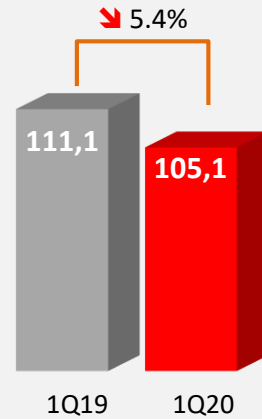
### DIGITAL BUSINESS REVENUES

In Trillion



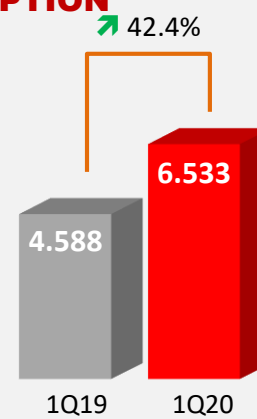
### DATA USER

In Million



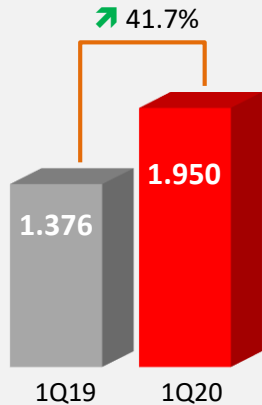
### DATA USER CONSUMPTION

In MB



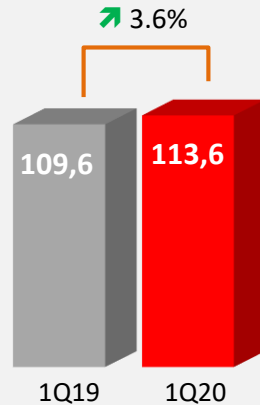
### DATA TRAFFIC

In PB



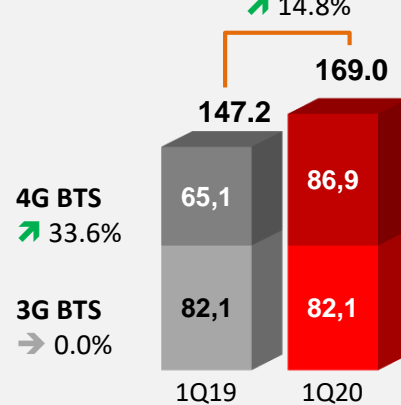
### 3G/4G CAPABLE DEVICE

In Million



### 3G & 4G BTS ON AIR

In Thousand



## Digital Business



# 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  
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](http://indihome.co.id/LFH) ● [indihomestudy.com](http://indihomestudy.com)

#BUMNuntukIndonesia #WujudkanDariRumah \*Syarat dan ketentuan berlaku

Telkom Indonesia  
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](http://indihome.co.id/indihome-pg) | Plasa 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

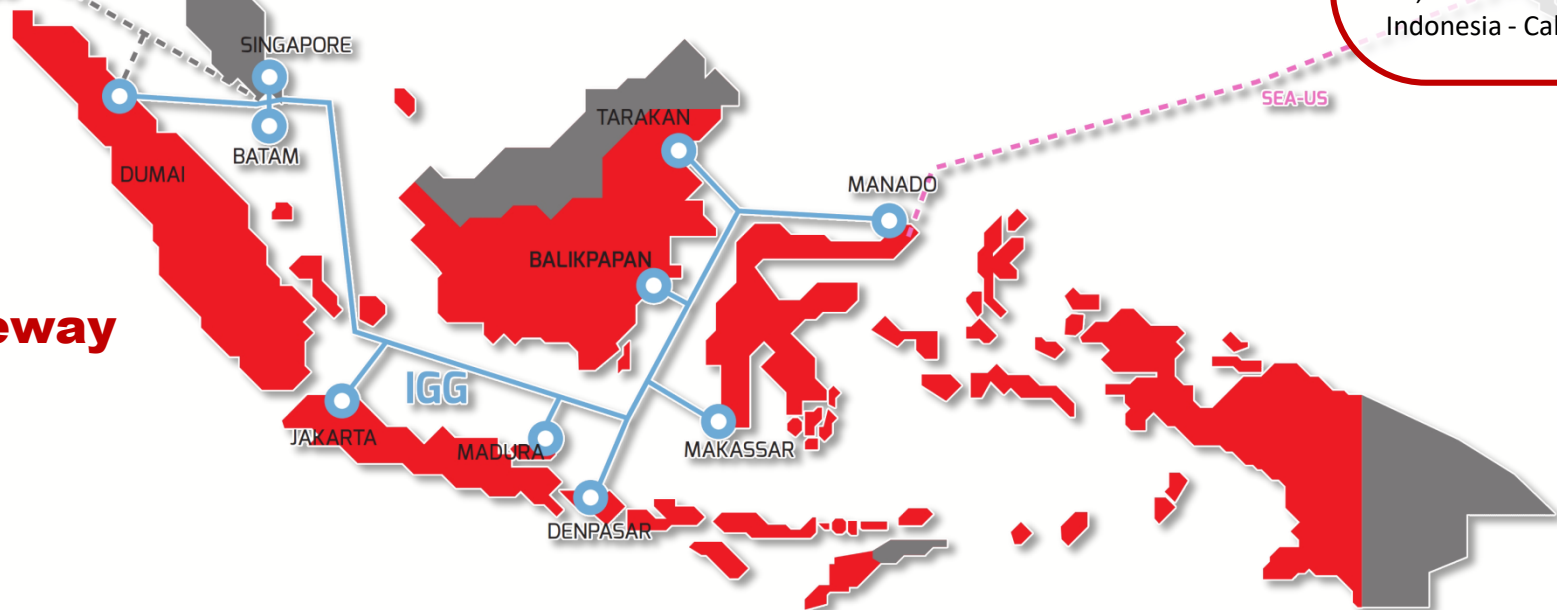
20,000 km from Dumai,  
Indonesia - Marseille, France

## 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