

**Number : Tel.12/PR 000/COP-K0F00000/2024**

**Jakarta, 15 October 2024**

**To:  
Head of Listing 2 Division  
Indonesia Stock Exchange  
Indonesia Stock Exchange Building, Tower 1, 6<sup>th</sup> Floor  
Jl. Jend. Sudirman Kav 52-53 South Jakarta 12190**

**Re : Presentation Materials and Q&A Summary – Surabaya Investor Meeting & Connectivity 2024 (SIMC 2024)**

In connection with our participation in and the successful completion of the Surabaya Investor Meeting & Connectivity 2024 (SIMC 2024), held in Surabaya on October 11, 2024, we hereby provide the company's presentation materials and the summary of the Q&A session as attached.

SIMC 2024 is an event organized by the Indonesia Stock Exchange in collaboration with the Indonesian Pension Fund Association (ADPI) and several Exchange Members. The event aims to promote Listed Companies as investment options and serves as an engagement activity between Listed Companies and investors.

The SIMC 2024 event was attended by 67 participants, consisting of individual investors and various institutions that are members of ADPI. The speakers representing the Company at the event were as follows:

1. Raden Achmad Faisal (AVP Shareholder Relations TLKM)
2. Nadifa Amalia Gunadi Putri (Investor Relations Officer TLKM)
3. Chintia F Soepardi (Investor Relations Officer Telkomsel)

We thank you for your attention and consideration.

Respectfully,



**Octavius Oky Prakarsa**  
VP Investor Relations

# Surabaya Investor Meeting & Connectivity 2024

1H24 Performance  
PT Telkom Indonesia (Persero) Tbk

Surabaya, 11 October 2024



## 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





# Share Ownership

## Total Shares

**99,062,216,600**

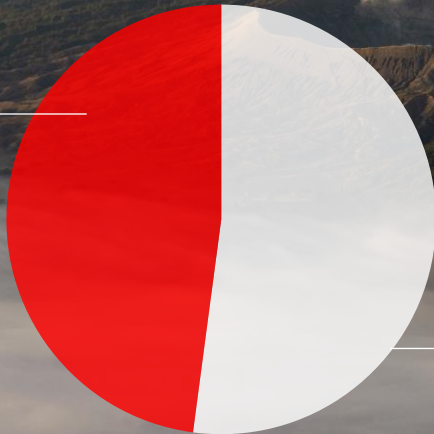
## Market Capitalization

Rp **295** trillion or USD **19.1** billion

\*as of 20 August 2024

## Ownership

Public  
**47.9%**



Government  
**52.1%**

## Listings



Telkom Indonesia is the only dual-listed Indonesian company at Indonesia Stock Exchange and New York Stock Exchange

# Pathway to Unwavering Leadership

TELKOM ADAPTS TO STAY AHEAD OF THE CURVE



## RISING GLOBAL TRENDS

- |   |   |
|---|---|
| <b>1 Global strategic competition</b> – China vs US                   | <b>2 Data security &amp; sovereignty</b> - strengthened data protection laws and TechCos enhance user privacy |
| <b>3 Digital nation</b> - spending on digital & ICT increase          | <b>4 Asia's economic dominance</b> - Asia account for >50% global GDP by 2045, Indonesia to be within top 10  |
| <b>5 Consumer spending</b> shift from traditional to digital services | <b>6 Net zero race</b> - towards cleaner energy resources   |
| <b>7 Urbanization worldwide</b>                                       | <b>8 Advanced technology adoption</b> – AI & robotics, blockchain, quantum computing, etc                     |

## IMPLICATIONS TO TELCO INDUSTRY IN INDONESIA

- |  |  |
|--|--|
| <b>1 Connectivity nationwide</b> – with cost-efficient mix of technologies (e.g. fixed, mobile, satellite) | <b>2 B2C digital Services enhancement</b> – to capture value beyond connectivity   |
| <b>3 B2B ICT service innovation</b> – by leveraging advanced tech (e.g. AI, blockchain, edge computing)    | <b>4 Digital infrastructure</b> (e.g. DC, tower, sub cable) – robust & high-capacity to anticipate surge in data consumption |
| <b>5 Cost leadership</b> – due to stagnating business & high capex requirement                             | <b>6 Network infra &amp; operations</b> - future-proof, secure & sustainable   |

# 5 Bold Moves **Progress Highlights**



FMC

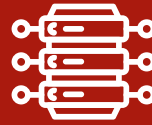
Accelerating  
**operational efficiency**

Monitoring  
**synergy**  
realization FMC



InfraCo

**Commercial**  
**Day-1**  
preparation



DC Co

**HDC Cikarang**  
**Development**  
(HDC Campus 1 Fl.2-4)  

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**Preparation to Unlock**  
**Data Center**



B2B Digital IT Service

**Indibiz Platform**  
**Vertical Ecosystem**



DigiCo

**B2B & B2C Digo**  
**business scale-up**




# 1H24 Financial & Operational Results



# 1H24 Highlights



## Positive Revenue growth to

Rp **75.3** Trillion atau  **2.5%** YoY

## Normalized EBITDA<sup>1</sup> and Operating Net Income<sup>2</sup>

Normalized EBITDA

Rp **39.1** Trillion  **1.9%** YoY

Normalized EBITDA Margin **51.9%**

Operating Net Income

Rp **13.0** Trillion  **4.2%** YoY

Operating Net Income Margin **17.3%**

Telkomsel booked Revenue of

Rp **57.2** trillion

 **29.9% YoY**

Growing customer base to

**159.9** million

 **4.3% YoY**

ARPU sustained at

Rp **45K**

Convergence further improve to

**47%**

Wholesale and International Business revenue grew strongly by +13.1% YoY, driven by Data Center & Cloud revenue and MTEL's revenue from lessor by a solid +22.0% YoY and 15.4% YoY, respectively

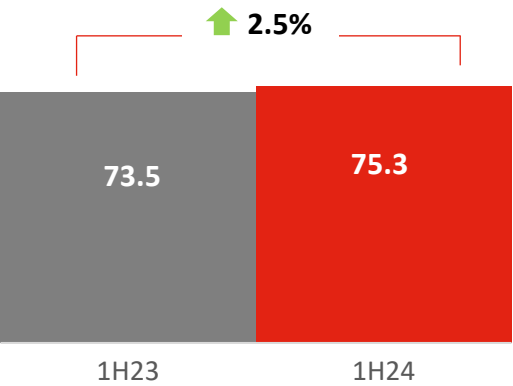
In June 2024, Telkomsel has completed the sale and purchase agreement for In Building Services (IBS) Sites with total transaction value of Rp685 billion

# Financial Performance – Revenue & Expenses

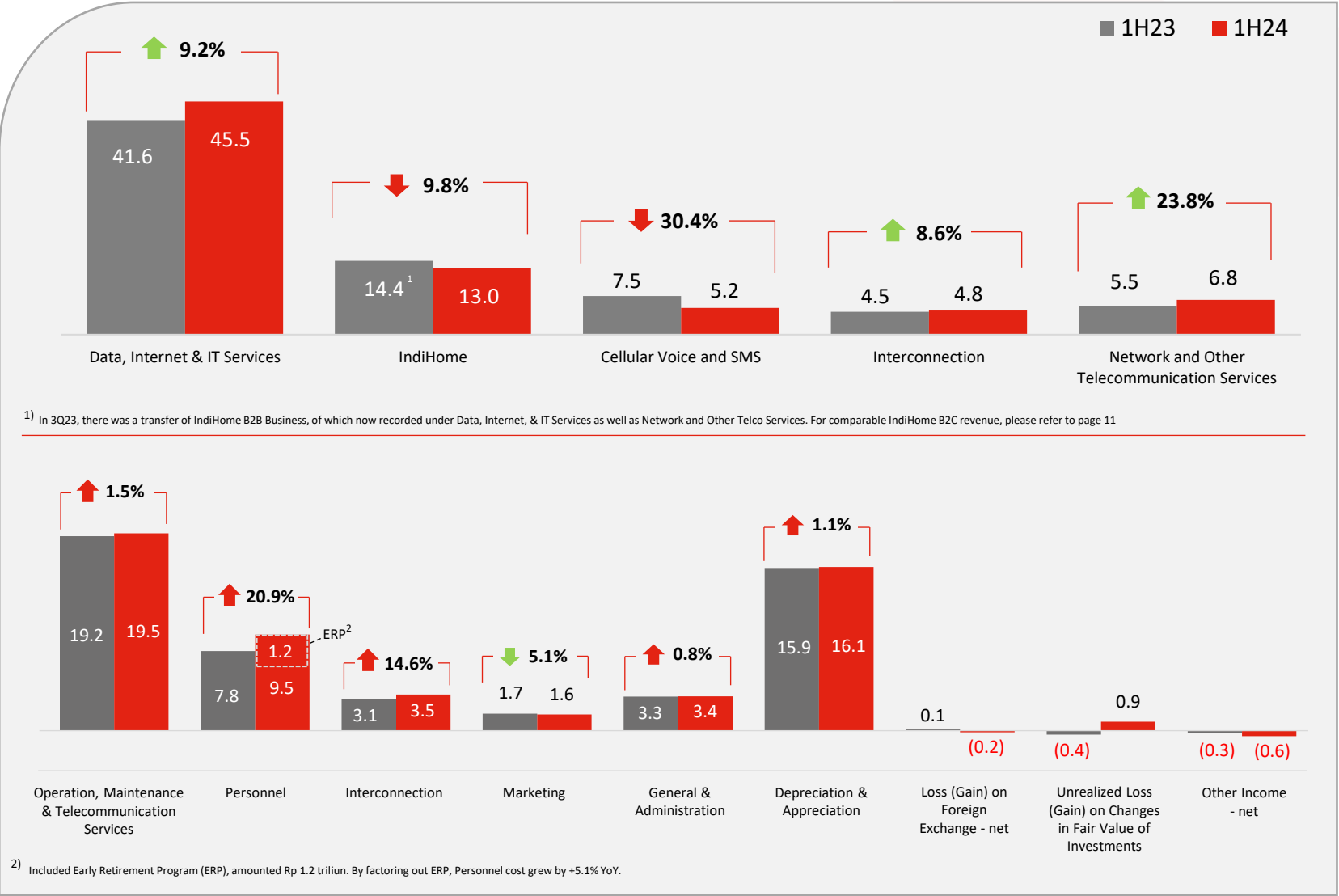
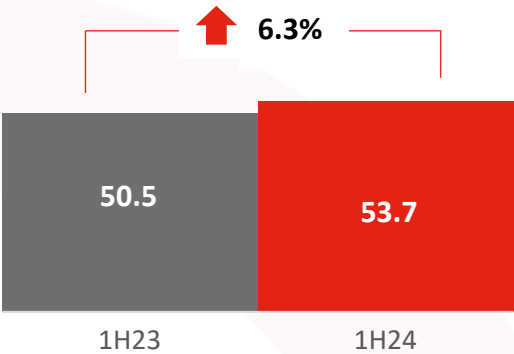


In Rp Trillion

## Total Revenue



## Total Expense







# Enterprise Dan Wholesale & International Business

Enterprise Business

Revenue

Rp10.2 trillion

9.4% YoY

Biggest Solutions Contributors

- Enterprise Connectivity
- Digital Services

Strengthening the Business

- Cloud Business
- Digital IT Services
- CyberSecurity
- Strategic Partnership

Segment

- Government
- State Owned Enterprise
- Private Enterprise
- SME: Indibiz

with Global Tech Players

Wholesale & International Business

Revenue

Rp9.2 trillion

13.1% YoY

International Wholesale Voice

Digital Infastructure

Revenue (Mitratel Stand-alone)

Rp4.5 trillion

7.8% YoY

38,581 TOWERS

Biggest Towerco in SEA In terms of towers owned

Tenancy Ratio

1.52x

42MW IT Load Capacity

Average Total Utilization Rate

~70%

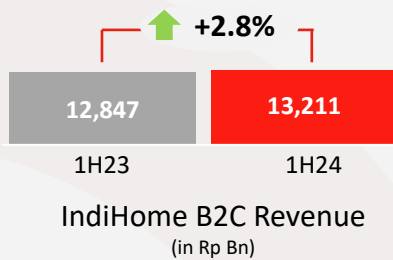
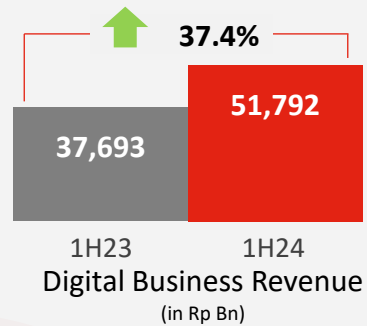
Data Center & Cloud Revenue

Rp1.0 trillion

22.0% YoY



### Managing Continuity of Digital Business



...which reflects the potential for future expansion

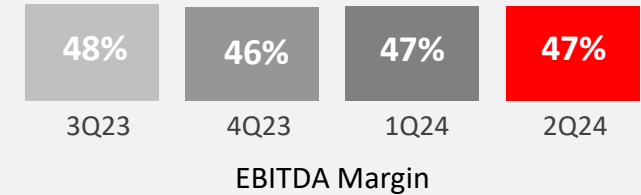
### Focus on the realization of synergy creation

Cross-sell activities  
Service integration  
Platform cost  
Content synergy  
Saving in lower cost of CPE  
No investment duplication  
Sales vehicle optimization  
Acceleration of closing overlapping customer touch points

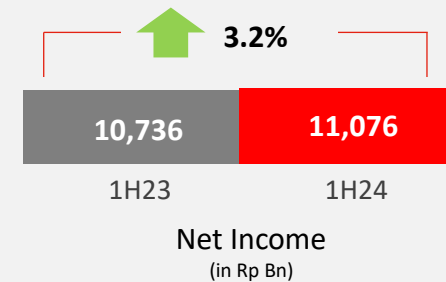
**~300** Customer Touch Points

**Closed Until 1H 2024**

### Sustainable healthy profitability



...and maintained bottom-line growth...



...to achieve healthy fundamental

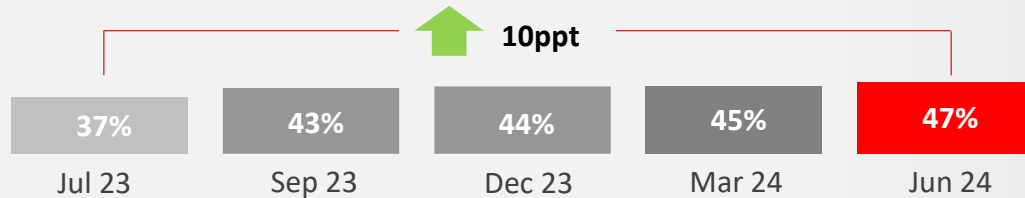




### Driving Productivity Gains by Bringing More Value to Customers

Maintaining our leadership as the nation's largest convergence operator

#### Convergence Penetration



Strategizing to lock customers into convergence

**4.3Mn**  
Converged Users

1H23 3.1Mn

#### Improved Net Add Run-rate

1H23  
Pre-Integration  
**316K**

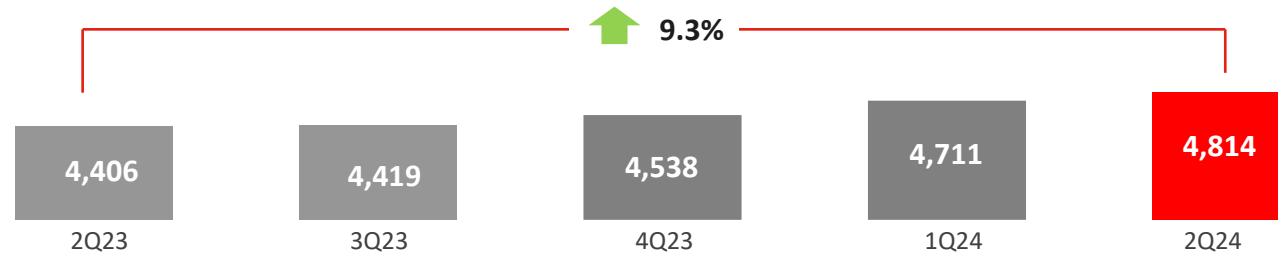
1H24  
Post-Integration  
**449K**

Showcasing increased customer quality and consumption

#### Building Solid Fundamental

**~80Mn**  
Digital Asset Users

#### Improved customers' productivity



■ Data Payload (in PB)

aligned with our commitment to value-added offerings



1	Serving Broader Mobile Customer	2	Accelerate FBB Penetration	3	Leading Convergence Operator
	<p>Improving share both in Java and ex-Java</p> <p>Next generation -IoT capability as end-to-end solution</p> <p>Continuously focus on customer centricity</p> <p>Expanding our reach to youth and mass market segment</p> <p><b>by.U</b> <small>Telkomsel</small> <b>Lite</b></p> <p><b>60-70%</b>    <b>Subscribers Under CVM</b></p>		<p>Expand into new segments</p> <p><b>EZnêT</b></p> <p>Ring-fence existing subscribers through CVM and bundled value-added offerings</p> <p>Better customer journey</p> <p><b>800K – 1Mn</b>    <b>Annual Net Adds</b></p>		<p>Grow converged users</p> <p>Locking up households</p> <p>Drive ARPH Growth</p>

Looking ahead, Telkomsel dedicated to continually improving our services and serving an even broader customer base while maintaining the high standards of quality and value that our customers expect

### MID-TERM STRATEGIC PLAN



Focus on HVC and converting to converged customer through FMC, Cross-sell and Up-sell to grow horizontally & vertically



Execute extensive innovative products & contents to secure revenue per household



IT Transformation

- integration & billing system
- improve analytics capability
- faster deliverable



# Company Guidance 2024





FY24 Guidance

REVENUE

Low-Single Digit

EBITDA

~50-52%

CAPEX-TO-REVENUE

~22-24%



# Thank You

October 2024

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Subroto 52 Jakarta 12710  
Indonesia [www.telkom.co.id](http://www.telkom.co.id)

## **QUESTION AND ANSWER SESSION**

**1. In the future, will Starlink be a threat to Telkom? What are Telkom's strategies to respond this?**

Starlink serves as a complement to Telkom's business by utilizing Telkom's network as a gateway to connect with end users. Through an agreement facilitated by Telkomsat, Telkom's subsidiary, they aim to provide Starlink's services to B2B customers. Telkomsat also holds the necessary licenses for Satellite Landing Rights, enabling satellite connectivity in Indonesia.

In the B2C segment, our segments differ from those of Starlink. Moving forward, we will continue to monitor the development of Starlink's business closely.

**2. Will overseas Data Center serve the needs of overseas customers or just for backups?**

The overseas data center caters to the market and demand in the region, such as in Singapore. Currently, there is a high demand for data centers in Singapore, presenting a significant opportunity.

Our expectation is that the data center will become a revenue generator in the future. Currently, TLKM has 42 MW of capacity, which is projected to increase to 60 MW with the development of a hyperscale data center in Cikarang.

**3. How Telkom innovates to follow the smart city trend in Indonesia?**

We have covered over 500 cities and regencies in Indonesia to support the government's national digitalization program. In terms of network availability, Telkomsel's 4G service reaches approximately 97% of the population, supported by 265 thousand BTS and the largest fiber asset in Indonesia, along with the spectrum we possess. On the network asset front, Telkom Group is well-equipped to serve the community. Additionally, we are collaborating with OTT and digital partners to educate the public on connectivity trends and content for the future.

