BUMN UNTUK INDONESIA

Telkom Indonesia
the world in your hand

9M24 Performance

A Comprehensive Corporate Presentation

October 2024

Disclaimer

PT Telkom Indonesia (Persero) Tbk has published this Report as a form of transparency and accountability to present material data and information for our stakeholders. In general, the contents of this Report are derived from internal analysis as well as credible document sources and trustworthy sources. Some parts of this Report contain data and information that are forward-looking statements such as targets, expectations, forecasts, estimates, prospects, or projections of Telkom's future operational performance and business conditions. Before being presented in this Report, Telkom has carefully considered the data and information.

However, Telkom understands that risks and uncertainties that are caused by several factors, such as changes in the economic, social, and political conditions in Indonesia may affect future operational performance and business conditions. Consequently, Telkom would like to remind readers that Telkom cannot guarantee that the data and information that comprise this Report's forward-looking statements are true, accurate, and can be fulfilled entirely

Telkom as a company listed on the New York Stock Exchange (NYSE) is also required to submit SEC Form 20-F as Annual Report to the Securities and Exchange Commission (SEC). Therefore, some of the information in the 2023 Annual Report can also be found in the SEC Form 20-F, although the two Reports are not the same.

The term "Telkom" as used in this Report refers to the parent entity, while the term "Telkom and its Subsidiaries" or "TelkomGroup" refers to the entire parent company, subsidiaries, and affiliated entities as a whole. Nevertheless, the use of the term "Telkom" does not exclude subsidiaries and affiliates within the scope of the contents and discussion of the Report.

BUMN UNTUK INDONESIA

Telkom Indonesia

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TELKOM
in Brief

Board of Directors

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Ririek Adriansyah
President Director

Heri Supriadi
Director of Finance and Risk Management

FM Venusiana R
Director of Enterprise & Business Service

Herlan Wijanarko
Director of Network & IT Solution

Muhamad Fajrin Rasyid
Director of Digital Business

Budi Setyawan Wijaya
Director of Strategic Portfolio

Afriwandi
Director of Human Capital Management

Bogi Witjaksono
Director of Wholesale & International Service

Honesti Basyir
Director of Group Business Development

Telkomsel

Nugroho
President Director

Daru Mulyawan
Director of Finance and Risk Management

Adiwinahyu Basuki Sigit
Director of Sales

Derrick Heng
Director of Marketing

Wong Soon Nam
Director of Planning and Transformation

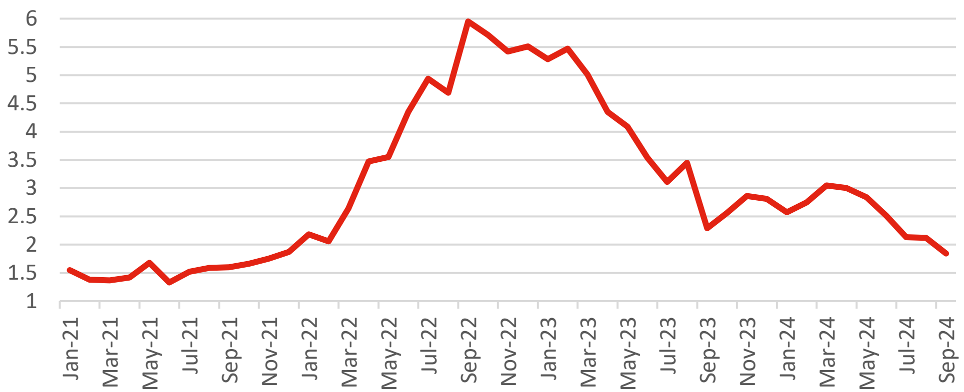
Joyce Shia
Director of IT

Indra Mardiatna
Director of Network

Indrawan Ditapradana
Director of Human Capital Management

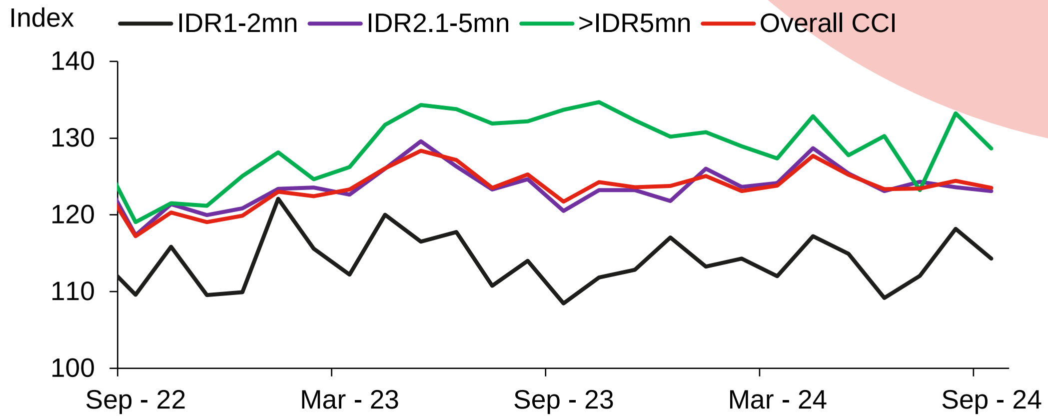
Macroeconomic Overview

Inflation Figure Based on Consumer Price Index (CPI)



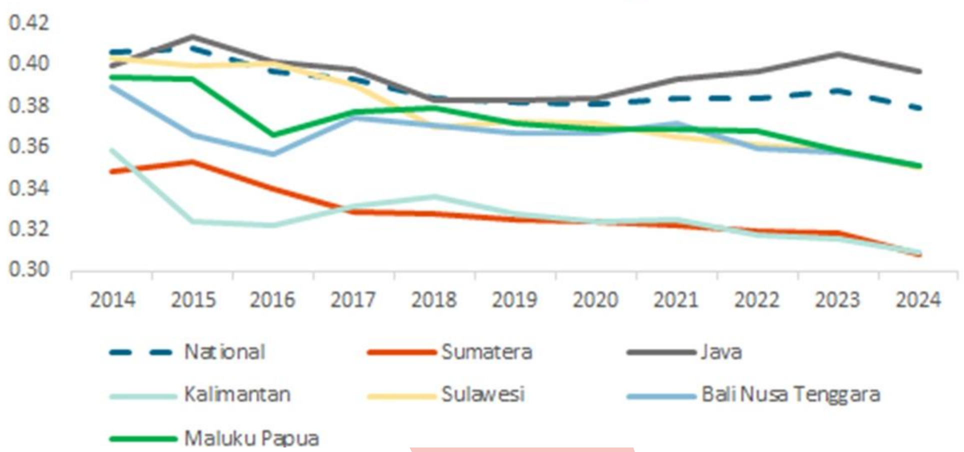
Source: Bloomberg Terminal, 29 October 2024

Consumer Confidence Index (CCI) by Income Segment



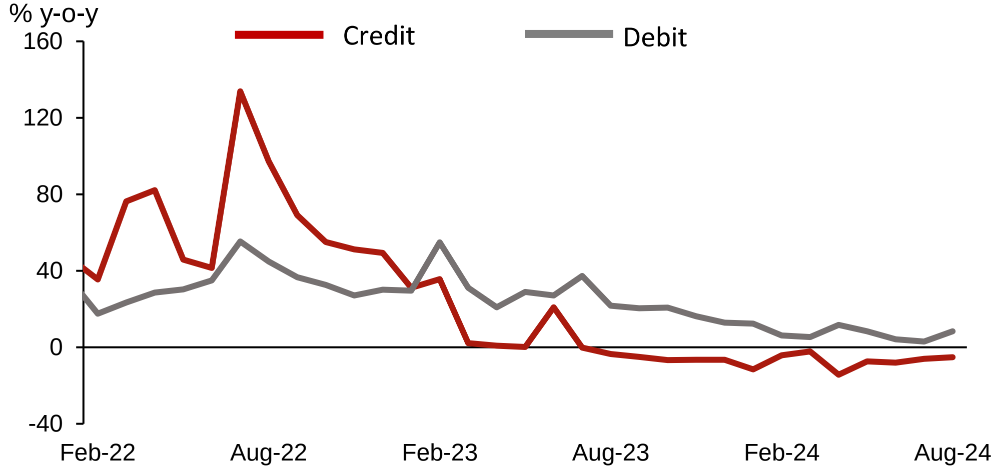
Source: Mandiri Sekuritas 2025 Economic Outlook

Gini Coefficient per Region



Source: BNI Sekuritas

ATM-Debit and Credit Card Transaction Value



Source: Mandiri Sekuritas 2025 Economic Outlook

Pathway to Unwavering Leadership

TELKOM ADAPTS TO STAY AHEAD OF THE CURVE

RISING GLOBAL TRENDS

1 **Global strategic competition** – China vs US

2 **Data security & sovereignty** - strengthened data protection laws and TechCos enhance user privacy

3 **Digital nation** - spending on digital & ICT increase

4 **Asia's economic dominance** - Asia account for >50% global GDP by 2045, Indonesia to be within top 10

5 **Consumer spending** shift from traditional to digital services

6 **Net zero race** - towards cleaner energy resources

7 **Urbanization worldwide**

8 **Advanced technology adoption** – AI & robotics, blockchain, quantum computing, etc

IMPLICATIONS TO TELCO INDUSTRY IN INDONESIA

1 **Connectivity nationwide** – with cost-efficient mix of technologies (e.g. fixed, mobile, satellite)

2 **B2C digital Services enhancement** – to capture value beyond connectivity

3 **B2B ICT service innovation** – by leveraging advanced tech (e.g. AI, blockchain, edge computing)

4 **Digital infrastructure** (e.g. DC, tower, sub cable) – robust & high-capacity to anticipate surge in data consumption

5 **Cost leadership** – due to stagnating business & high capex requirement

6 **Network infra & operations** - future-proof, secure & sustainable

5 Bold Moves Progress Highlights

FMC

Accelerating operational efficiency

Monitoring synergy realization FMC

InfraCo

Operational Day-1 Update
&
Commercial Day-1 preparation

DC Co

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

Next Stage of DC unlocking

B2B Digital IT Service

Indibiz Platform Vertical Ecosystem

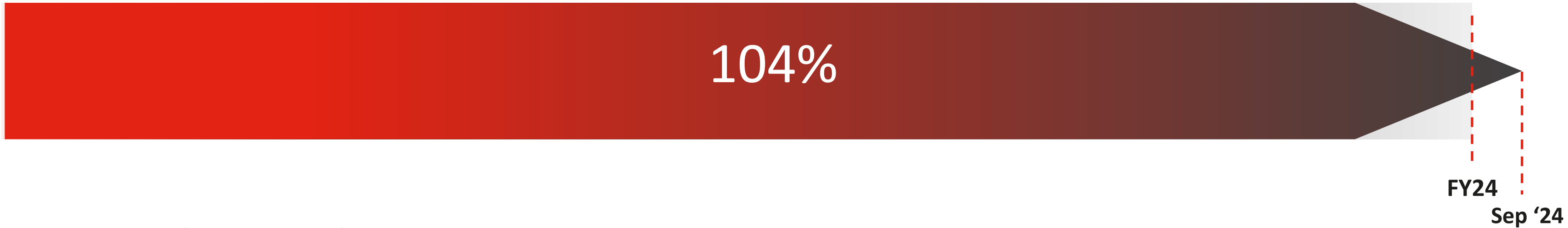
DigiCo

B2B & B2C business scale-up

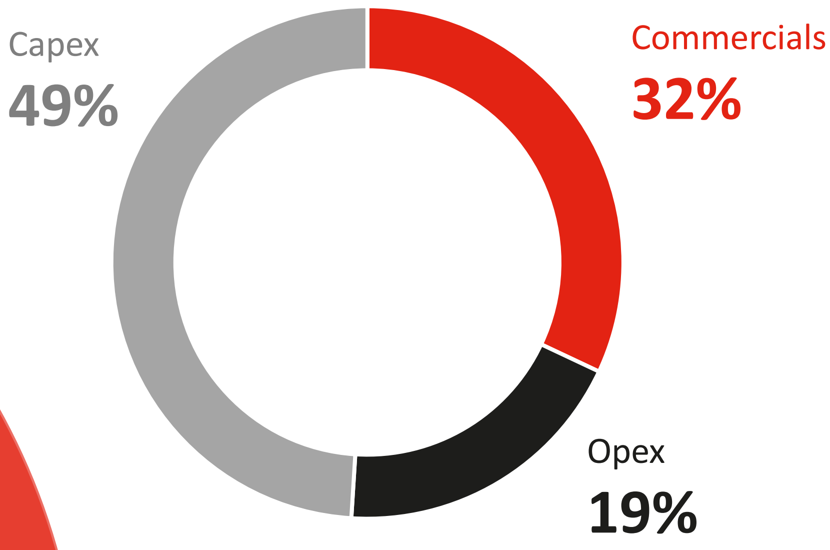
Tracking our Journey on Synergy Value

KEY ACHIEVEMENTS AND STRATEGIC INSIGHTS

Synergy Value Realization (YTD Sep ’24)



Synergy Value Contribution



Scope of realization includes

Capex optimization through group procurement and network efficiency;

Upselling and cross-selling of IndiHome and mobile businesses; and

Opex efficiency including leveraging customer touch points, content synergy, and technician optimization.

Introduced Early Retirement Program (ERP) as part of strategic initiatives to lift productivity

Increase agility, broadening market segmentation

9M24 Financial & Operational Results

9M24 Highlights

Telkomsel's Revenue

Rp**85.2** trillion ⬆ 16.4% YoY

Growing customer base to

158.4 million ⬆ 0.1% YoY

Data Payload increased to

14,553 Petabyte ⬆ 12.4% YoY

Convergence further improve to

53%

Positive Revenue growth to Rp **112.2** trillion ⬆ **0.9%** YoY

EBITDA was booked at	Rp **56.6** trillion	⬇ **4.1%** YoY	**EBITDA margin** was at	**50.5%**

By factoring out cost related to Early Retirement Program (ERP) cost

Normalized EBITDA was	Rp **57.8** trillion	⬇ **2.1%** YoY	**Normalized EBITDA margin** at	**51.5%**
Net Income stood at	Rp **17.7** trillion	⬇ **9.4%** YoY	Net Income margin at	**15.8%**

By factoring out Early Retirement Program (ERP) cost, Mark-to-Market GOTO, and One-off from Telkomsel's Unlocking Asset

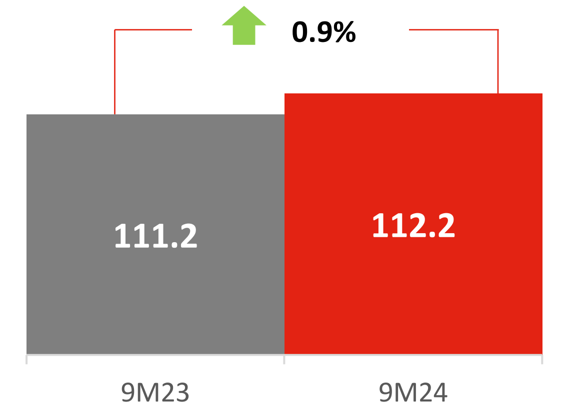
Operating Net Income was	Rp **18.6** trillion	⬇ **5.1%** YoY	**Operating Net Income margin** at	**16.6%**

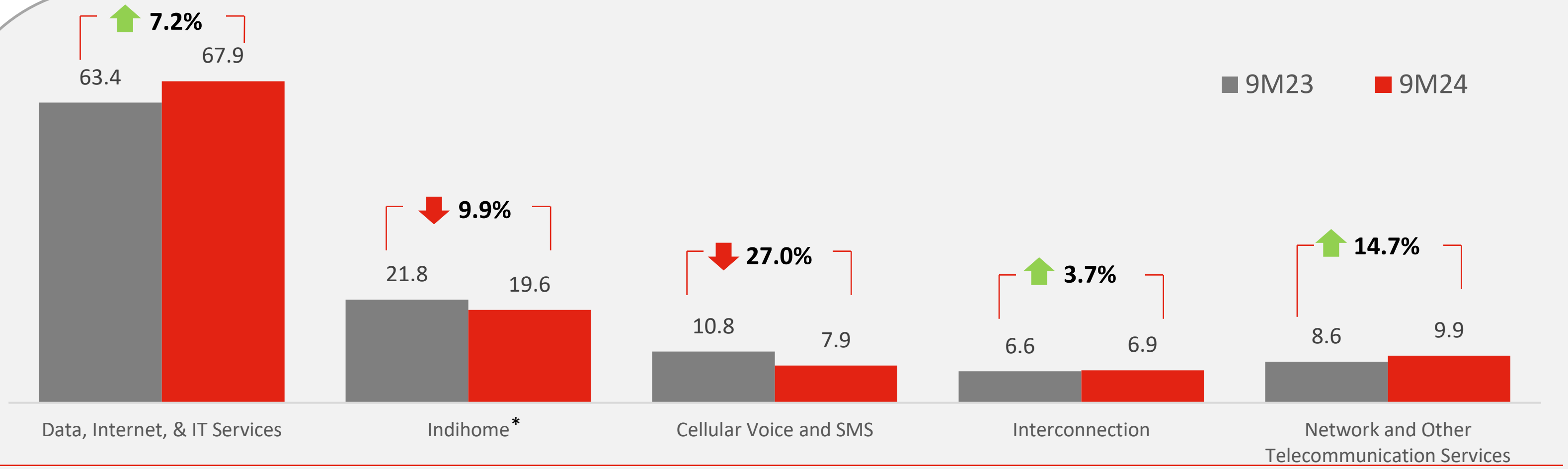
Wholesale and International Business revenue grew by +8.8% YoY, driven by Data Center & Cloud revenue and MTEL's revenue from lessor by +9.8% YoY and +9.1% YoY, respectively

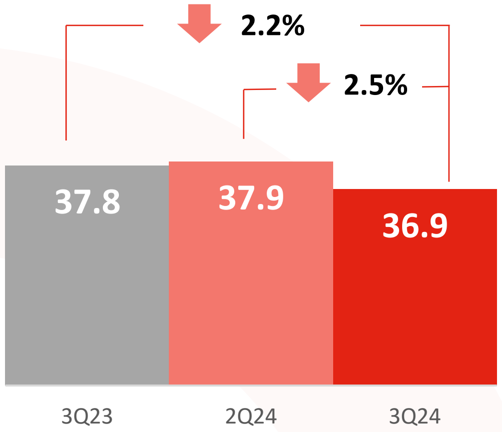
Telkomsel's Digital Business grew by +2.5% YoY, despite soft purchasing power. Raising its share of mobile revenue from 86.1% to 89.9%. This indicates the ongoing shift from Legacy towards Data..

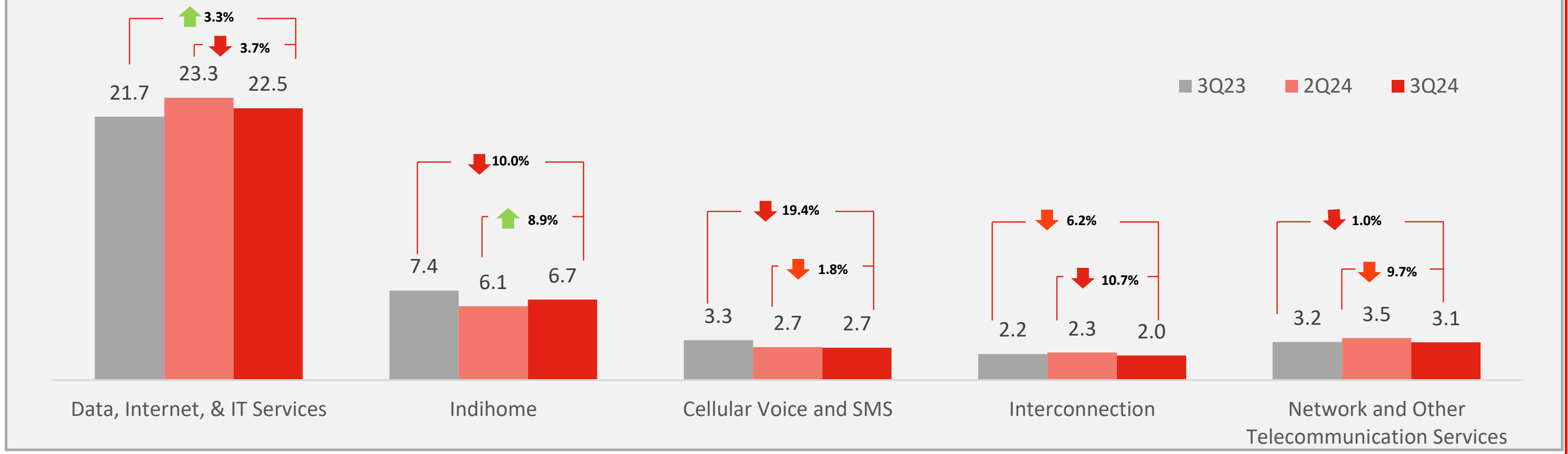
Financial Performance – Revenues

In Rp Trillion





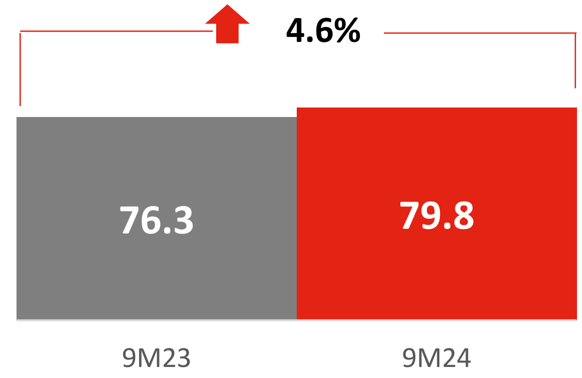


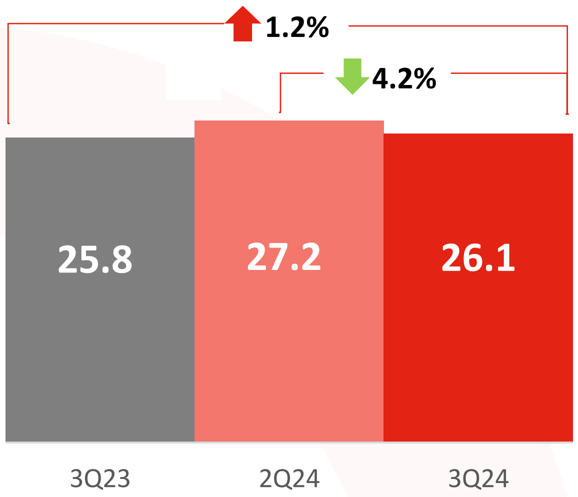


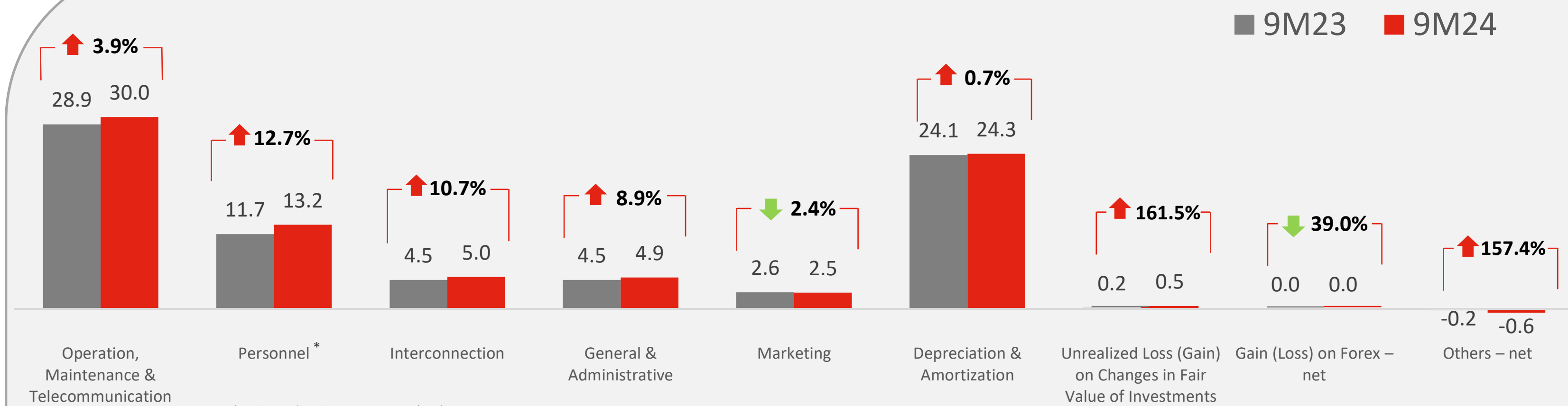
*) in 3Q23, there was a transfer of IndiHome B2B Business, of which now recorded under Data, Internet, & IT Services as well as Network and Other Telco Services.
For comparable IndiHome B2C revenue, please refer to page 17

Financial Performance - Expenses

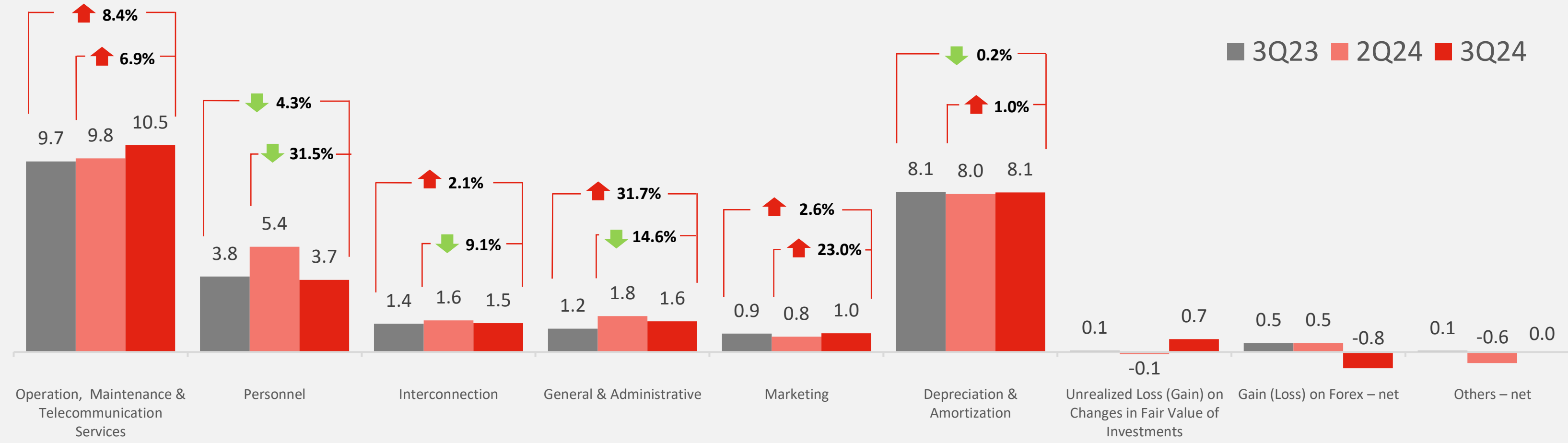
In Rp Trillion







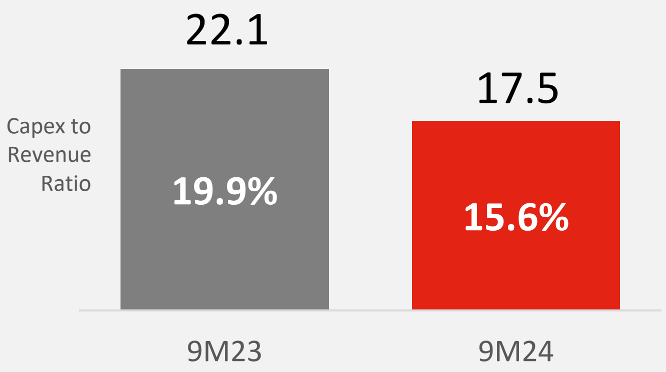
*1.18 Tn Early Retirement Program (ERP) cost



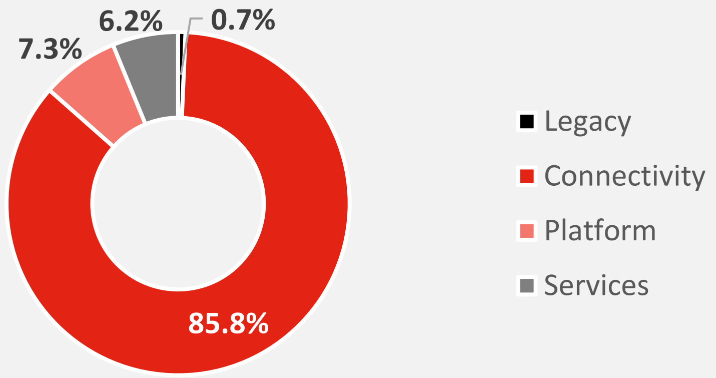
Optimized Capex to Navigate Growth

Capex

In Rp Trillion

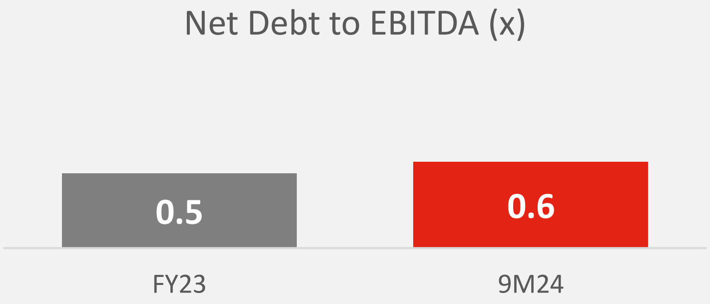


Capex Breakdown 9M24

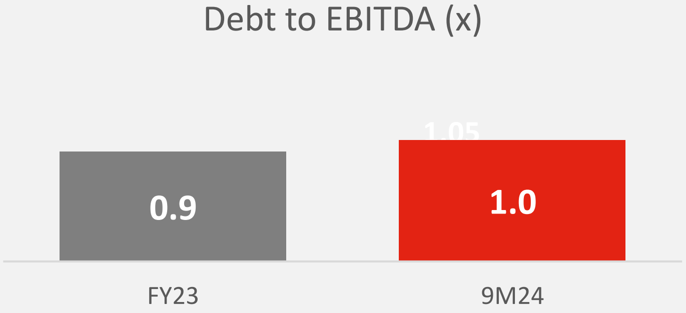


Gearing Ratio

Net Debt to EBITDA (x)



Debt to EBITDA (x)

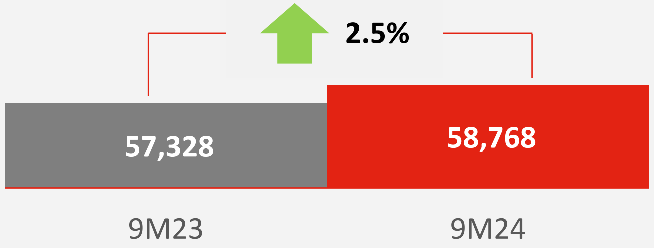


TELKOMSEL

Driving Customer Productivity to Ensure Sustainable Growth

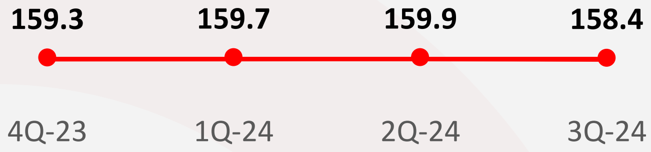
LEVERAGING MOBILE AND FIXED POTENTIAL TO DRIVE OVERALL GROWTH

Showcasing resilience in the mobile business…



Mobile Digital Business Revenue
(in Rp Bn)

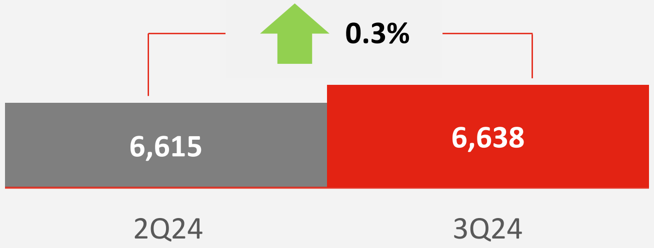
…while maintaining a stable CB…



Mobile CB
(in Mn)

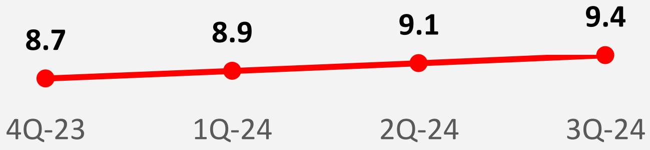
…as we address affordability amid macro challenges

Maintaining healthy growth in FBB business…



IndiHome B2C Revenue
(in Rp Bn)

…while accelerating FBB penetration…



Home Broadband CB
(in Mn)

…as our expansion strategy to target broader segments

Maximizing Convergence Potentials

Accelerate fixed broadband penetration

Expand to new segments

Generate synergy value

Content optimization

Cross-selling activities

Service integration

Cost savings in CPE acquisition

Streamlining overlapping customer touch points

~300 Customer Touch Points

Closed Until 9M 2024

TELKOMSEL

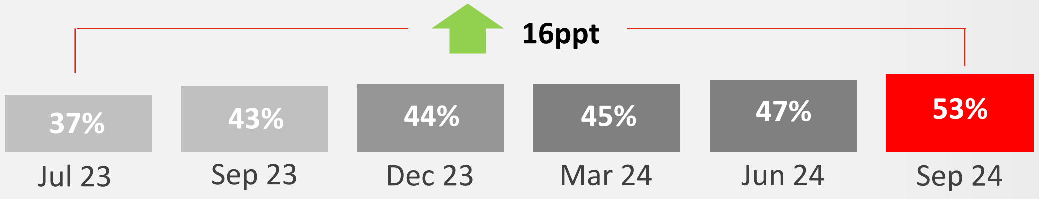
Driving Customer Productivity to Ensure Sustainable Growth

LEVERAGING MOBILE AND FIXED POTENTIAL TO DRIVE OVERALL GROWTH

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

5.0Mn
Converged Users

9M23 3.7Mn

Notable FBB progress…

682K **Net Adds**

>85% **Annual Target**

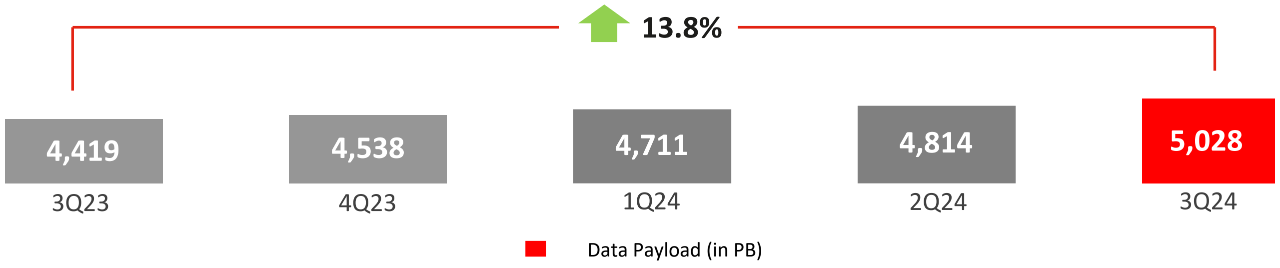
…ahead of the target

Strengthening fundamentals through improved customer consumption

Building Solid Fundamental

~80Mn
Digital Asset Users

Improved Productivity and Addressed Affordability Concerns



as we are on the right trajectory to capture momentum in monetization

TELKOMSEL

On the Right Trajectory to Capture Momentum in Better Economic Condition

WELL POSITIONED TO SEIZE THE OPPORTUNITIES AS MARKET CONDITION STABILIZED WITH A BALANCE IN SUPPLY AND DEMAND

1 Serving Broader Mobile Customer

Improving Share
Java and ex-Java

Next-Gen IoT capability
As end-to-end solution

Customer Centric Focus

Expanding our Reach
Youth and mass market segment

60-70% Subscribers Under CVM

2 Accelerate FBB Penetration

Expansion Strategy
Reaching new segments

Ring-fence Subs
CVM and bundled offerings

Enhanced Customer Journey

800K – 1Mn Annual Net Adds

3 Leading Convergence Operator

Grow Converged Users

Locking-up Households

Accelerate Multi Product Offering

MID-TERM STRATEGIC PLAN

Focus on HVC & Convert to Converged Customers
Through FMC, Cross-Sell, and Up-Sell

Innovative Product & Content Offerings
To secure revenue per household

IT Transformation and Billing System Integration
Improve analytics capability and faster deliverable

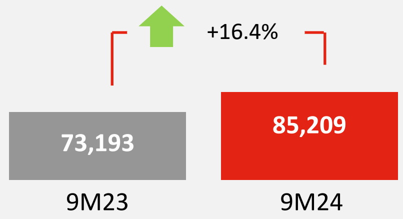
TELKOMSEL

Demonstrated Resiliency amid Seasonality and Macro Pressures

CONTINUOUS CUSTOMER-CENTRIC APPROACH WHILE DRIVING PRODUCTIVITY IMPROVEMENT

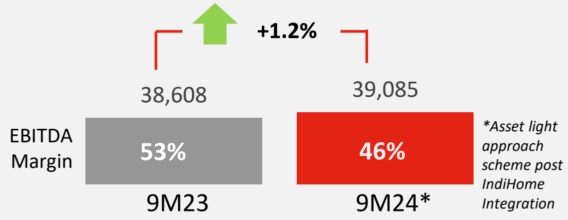
Revenue

(in Rp Bn)



EBITDA

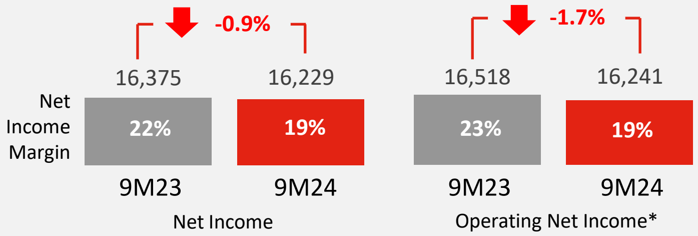
(in Rp Bn)



**Asset light approach scheme post IndiHome Integration*

Net Income

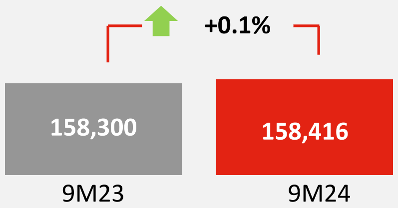
(in Rp Bn)



**Excludes inorganic initiatives with fair value of investment and one-off from unlocking assets*

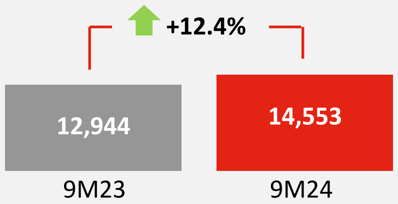
Customer Base

(in Thousand)



Payload

(in PB)



ARPU

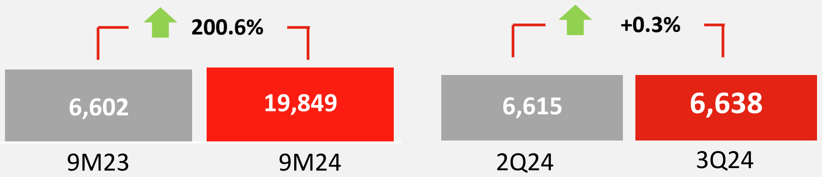
(in Rp Thousand)

Accelerating FBB Penetration and Deliver Healthy Growth of IndiHome

DRIVEN BY EXPANSION STRATEGY TO SERVE BROADER SEGMENTS AND ADDRESS AFFORDABILITY ISSUES

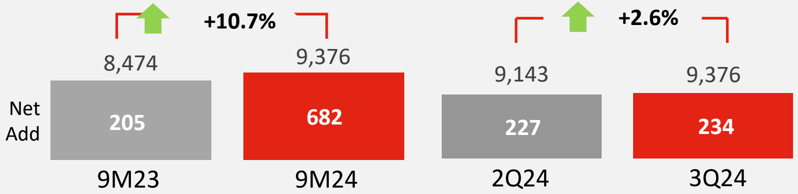
IndiHome B2C Revenue

(in Rp Bn)



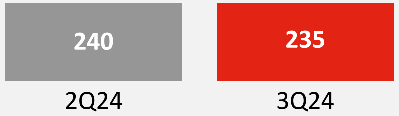
Home Broadband Customer Base

(in Thousand)



ARPU

(in Rp Thousand)



Fixed Line Business

Enterprise Business

Revenue

Rp15.2
trillion

⬆ **3.8% YoY**

Biggest Solutions Contributors	- Enterprise Connectivity - High Speed Internet - E-Payment Solutions
Strenghtening the Business	- Cloud Business - Digital IT Services - Cyber Security

Strategic Partnership with Global Tech Players

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

Wholesale & International Business

Revenue

Rp13.4
trillion

⬆ **8.8% YoY**

- International Wholesale Voice & Data Service
- Digital Infastructure

Revenue (Mitratel Stand-alone)

Rp6.8
trillion

⬆ **8.7% YoY**

EBITDA	**83.1%**
Net Income Margin	**22.5%**

39,259
TOWERS

Biggest Towerco in SEA
In terms of towers owned

Tenancy Ratio **1.51x**

33 DATA CENTER

28 domestic

5 overseas

42MW
IT Load Capacity

Average Total Utilization Rate

~70%

Data Center & Cloud Revenue

Rp1.5
trillion

⬆ **9.8% YoY**

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Company Guidance 2024

Company Guidance 2024

REVENUE

Low-Single Digit

EBITDA MARGIN

~50-52%

CAPEX-TO-REVENUE RATIO

~22-24%

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Thank You

October 2024

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