



# Disclaimer

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# 1H20 **Results**

Telkom in Brief

1H20 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**  
MUHAMAD  
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

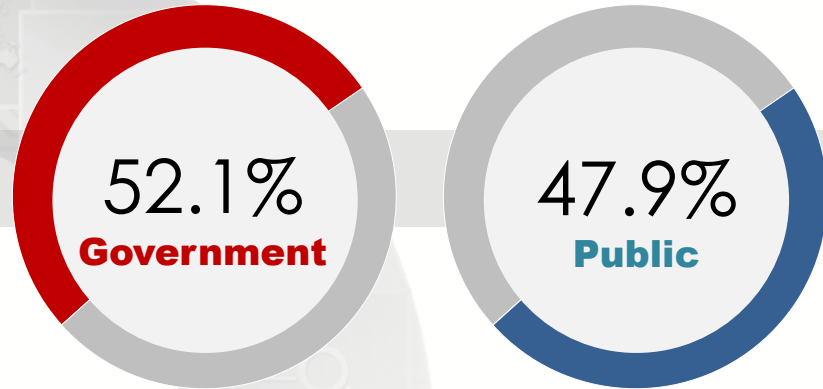


**DIRECTOR**  
R. MUHARAM  
PERBAWAMUKTI



**DIRECTOR**  
BHARAT ALVA

# Share Ownership



Total Shares

**99,062,216,600** shares

Market Capitalization

**Rp292 Tn (USD19.8 Bn)\***

\*as of Aug 12, 2020

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



# 1H20 **Results**

Telkom in Brief

1H20 Financial and Operational Results

# 1H20 Highlights

Covid-19 pandemic continued to impact global economy, Indonesian **GDP in 2Q20** declined by **-5.3%** compared to 2Q19.

IndiHome continued its strong momentum with revenue grew by **19.1% YoY** to **Rp10.4 trillion in 1H20** driven by new subscribers and add-ons.

Telkomsel's digital business **grew by 13.5% YoY** to **Rp31.9 trillion** and increased its contribution to **72.4%** of revenue from **62.2%** last year.

Tower business revealed strong growth as a result of acquiring a total of **3,100 towers in 2019**. Our tower business grew by **61% YoY** to **Rp916 billion**.

Telkomsel deployed c. **15.8 thousand 4G BTSs** during 1H20, while Telkom's fiber-based backbone length reached **c. 165,850 Km** by the end of June 2020.

# IndiHome and Mobile Digital Services as the Growth Driver

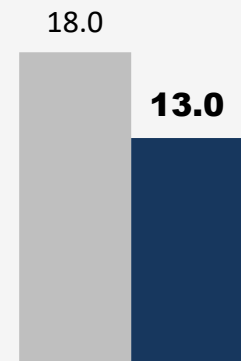
**1H20 Revenue** YoY  
(Rp Trillion)



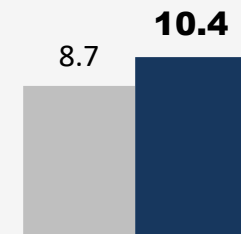
■ 1H19 ■ 1H20



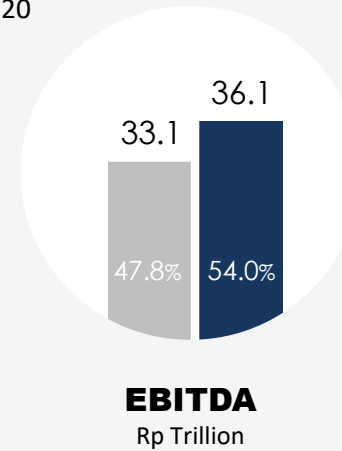
Data, Internet & IT Services  
↑ **6.8%**



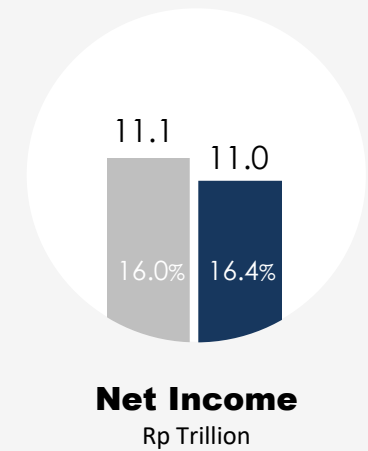
SMS, Fixed & Cellular Voice  
↓ **27.5%**



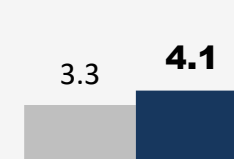
IndiHome  
↑ **19.1%**



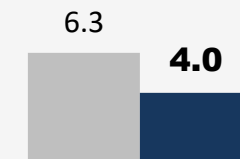
**EBITDA**  
Rp Trillion



**Net Income**  
Rp Trillion



Interconnection  
↑ **24.9%**

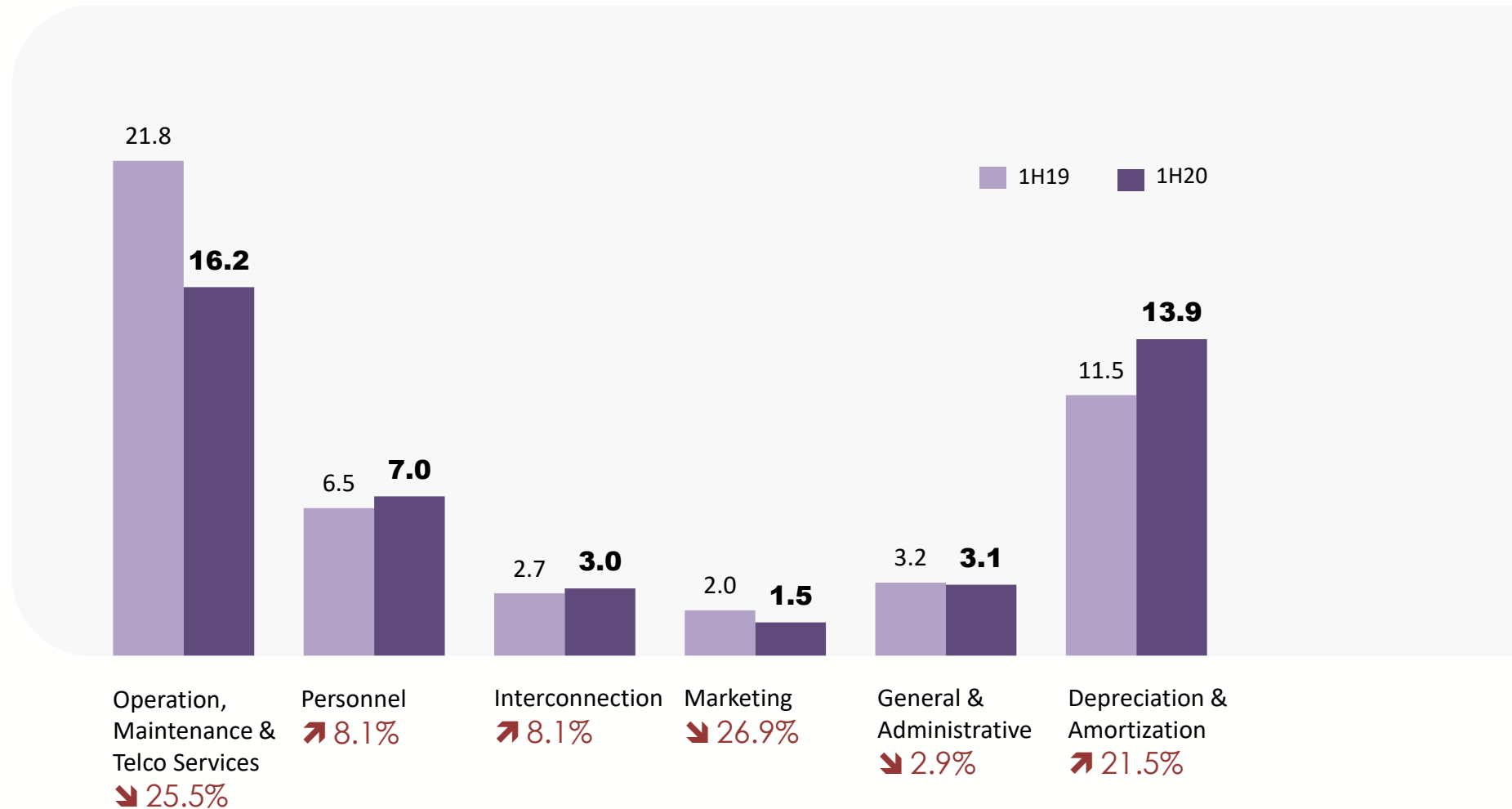
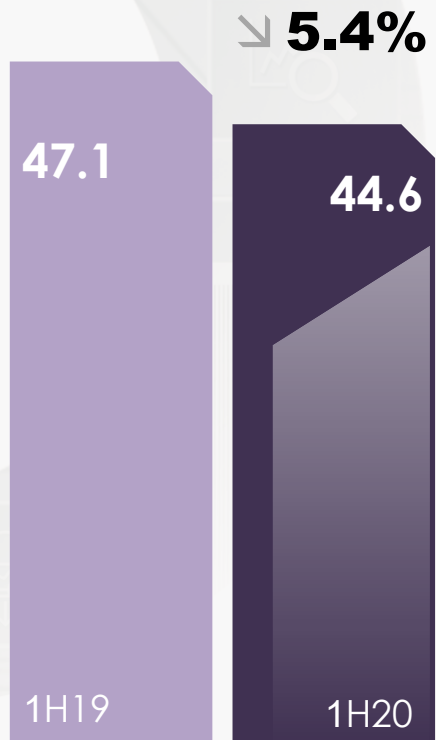


Network & Other Telco Services  
↓ **36.4%**



# Expenses are Manageable with O&M, Marketing and G&A Costs Declined

**1H20 Expense** YoY  
(Rp Trillion)



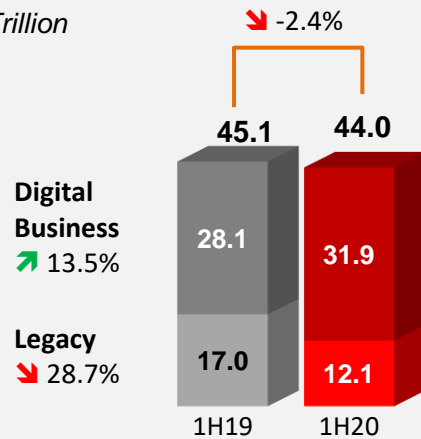
# Telkomsel Performance

Challenging market dynamics with on-going transition of Legacy & continuing competitive environment  
TSEL to maintain healthy profitability with improved EBITDA & Net Income Margin in 1H-2020

YEAR ON YEAR

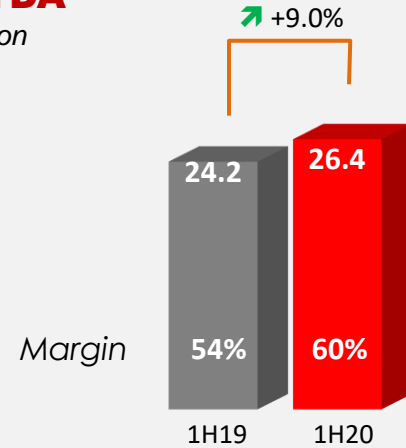
## REVENUES

In Trillion



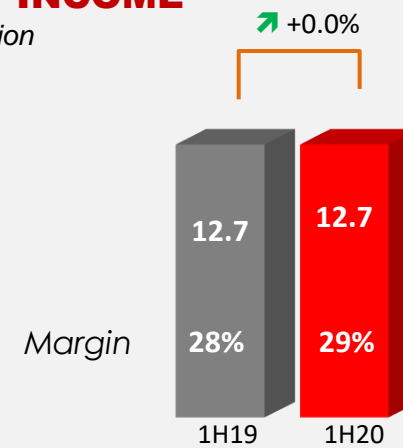
## EBITDA

In Trillion



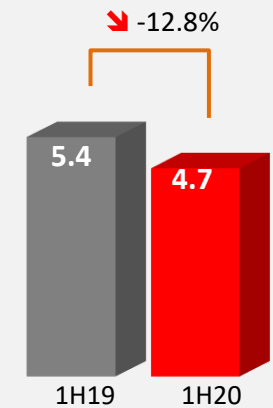
## NET INCOME

In Trillion



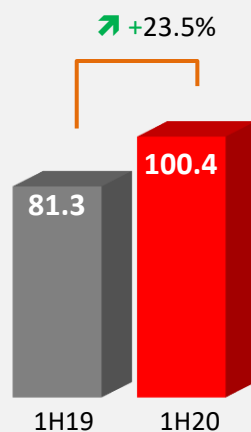
## CAPEX

In Trillion



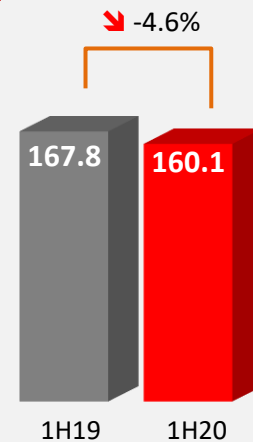
## TOTAL ASSET

In Trillion



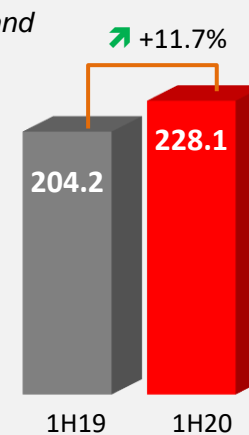
## CUSTOMER

In Million



## BTS

In Thousand



# Telkomsel Performance



Continue to Focus on Digital Business : Engine of growth and accounted for 72% of Total Revenues

the world in your hand

## YEAR ON YEAR

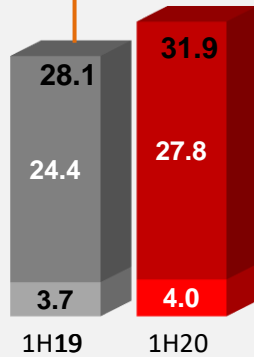
### DIGITAL BUSINESS REVENUES

In Trillion

↑ +13.5%

Broadband  
↑ 14.0%

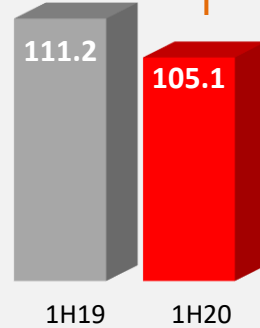
Digital Services  
↑ 10.0%



### DATA USER

In Million

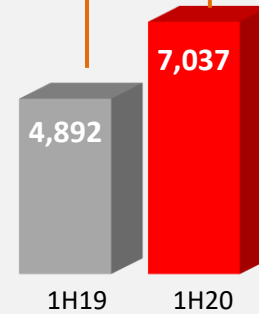
↓ -5.5%



### DATA USER CONSUMPTION

In MB

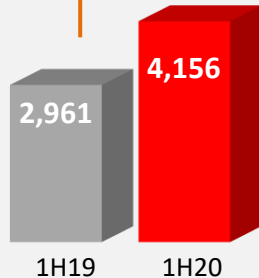
↑ +43.8%



### DATA TRAFFIC

In PB

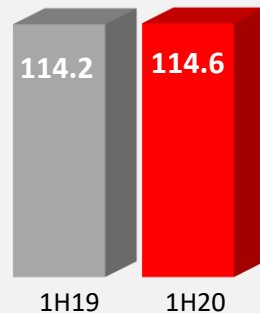
↑ +40.3%



### 3G/4G CAPABLE DEVICE

In Million

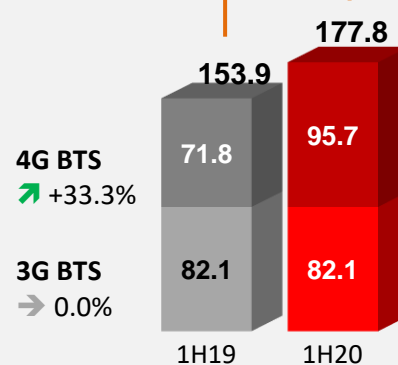
↑ +0.4%



### 3G & 4G BTS ON AIR

In Thousand

↑ +15.5%



## Digital Business



# Fixed Broadband

IndiHome  
Revenue (Rp)

**10.4tn**  
↗ 19.1% YoY

**IndiHome**  
FIBER»»

- Net additional subscribers 2Q20 **196K**
- Total IndiHome subscribers FY19 **7.45 Mio** (+24.2%)
  - Dual Play **56% of total subs**
  - Triple Play **44% of total subs**
- Revenue from add-ons contributed **around 13.4% (+33.0%)** of total Indihome revenue in 1H20
- ARPU 2Q20 **Rp241K**
- EBITDA Margin **38.6%** in 1H20



**BUMN** Telkom Indonesia  
Hadir untuk negeri

**IndiHome**

**IndiHome Learning From Home**

Harga mulai **Rp. 169.000** /bulan

Harga khusus bagi pelajar & mahasiswa

Telkom Indonesia  
the world in your hand

**IndiHome**  
Semua Rumah Semua Bisa

**Makin aman di rumah dengan IndiHome Paket Bundling Smart Camera**

Langganan sekarang di Plasa Telkom terdekat

#BUMNuntukIndonesia

\*Syarat dan ketentuan berlaku

Telkom Indonesia  
the world in your hand

**IndiHome**  
Semua Rumah Semua Bisa

**IndiHome Learning From Home**

Harga khusus bagi pelajar & mahasiswa

Diskon **50%**

**\*Gratis Abonemen 1 Bulan**  
**\*Gratis IndiHome Study**

Dari rumah, aktifitas belajar lebih aman dan nyaman

Informasi lebih lanjut, kunjungi:  
● [Indihome.co.id/LFH](http://Indihome.co.id/LFH) ● [Indihomestudy.com](http://Indihomestudy.com)

Internet 10Mbps ideal untuk 3 devices

Berlaku sampai dengan 31 Desember 2020

Mari gunakan internet dengan bijak. Pilih & pahami penggunaan internet sesuai kebutuhan

#BUMNuntukIndonesia

\*Syarat dan ketentuan berlaku

# Enterprise Business

Enterprise Business  
Revenue (Rp)

**7.7**tn  
↘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

**56%**

**29%**

**15%**

1H20, Data Center under Enterprise segment recorded a revenue of **Rp329 billion** or **grew by 36.0%**

We just **started a new facility of tier 3 and 4 data center** located in the outskirts of Jakarta

**Corporate**  
Segment

**Government**  
Segment

**SME**  
Segment

# Wholesale & International Business

Wholesale &  
International Business  
Revenue (Rp)

6.8tn  
↑13.9% YoY

- ❖ Mainly contributed by the increase in **tower business** that grew by 61% YoY to Rp916 billion.
- ❖ Data centre and cloud business under WIB recorded significant revenue of Rp. 311 bn or grew by +39.2%, contributed from Telin SG.
- ❖ Continued its role to be the **enabler for other segments** in Telkom Group as well as serving external customers

## SEA-ME-WE-5

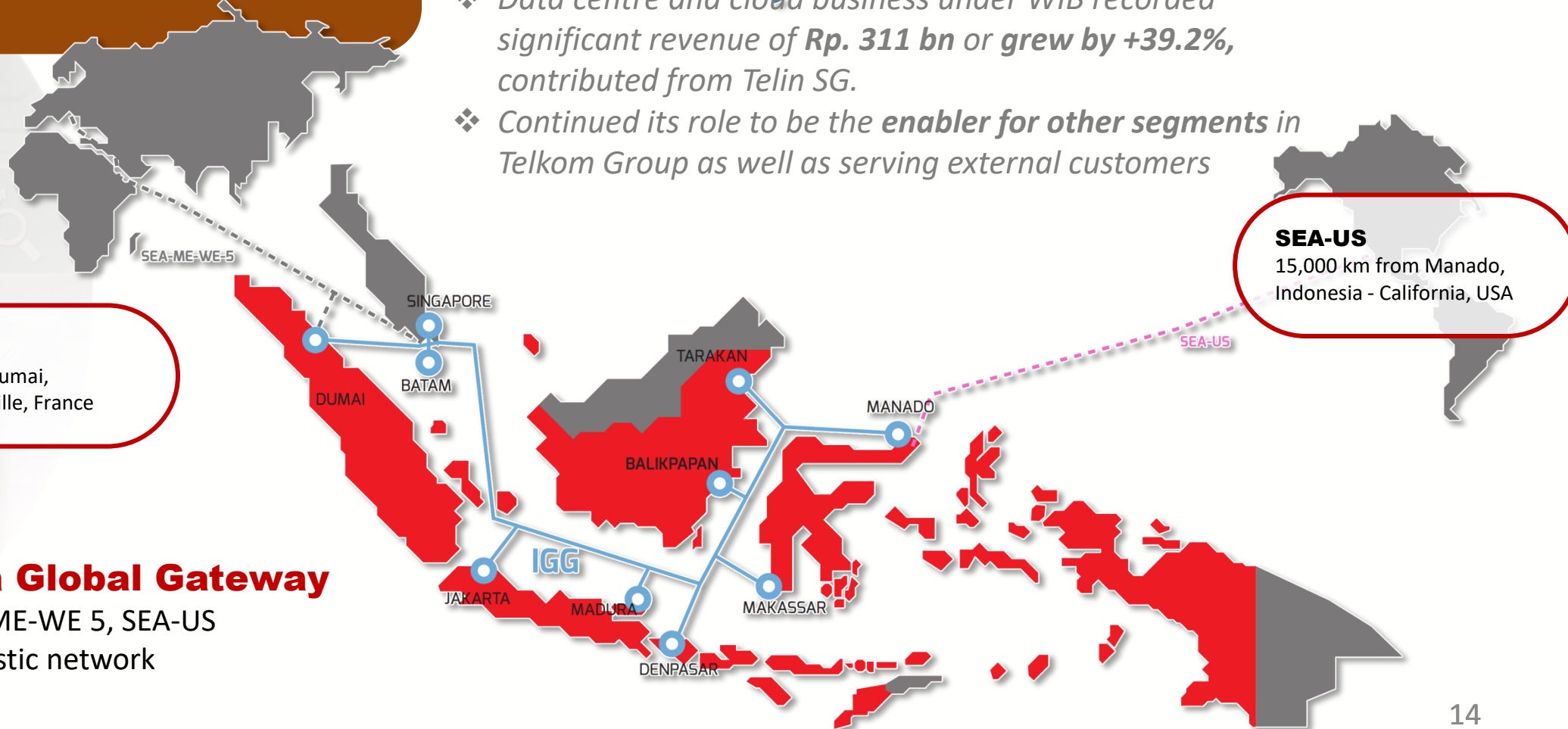
20,000 km from Dumai,  
Indonesia - Marseille, France

## Indonesia Global Gateway

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

## SEA-US

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





**Thank You**

PT Telkom Indonesia (Persero) Tbk  
August 2020