



Corporate Presentation 9M21 **Results**

PT Telkom Indonesia (Persero) Tbk
November 2021

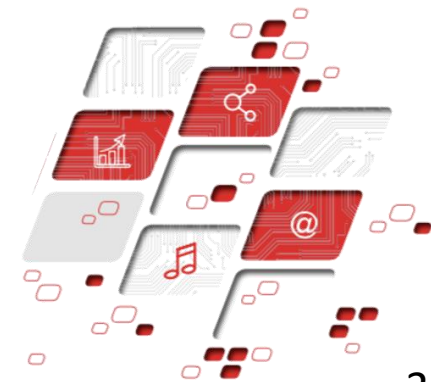
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9M21 RESULTS

-  **Telkom in Brief**
-  9M21 Financial and Operational Results



Board of Directors

TELKOM Group



CEO TELKOM GROUP
RIRIEK
ADRIANSYAH



DIRECTOR
HERI
SUPRIADI



DIRECTOR
HERLAN
WIJANARKO



DIRECTOR
EDI
WITJARA



DIRECTOR
FM
VENUSIANA R



DIRECTOR
BUDI
SETYAWAN



DIRECTOR
MUHAMAD
FAJRIN
RASYID



DIRECTOR
AFRIWANDI



DIRECTOR
BOGI
WITJAKSONO

Telkomsel



CEO TELKOMSEL
HENDRI
MULYA SYAM



DIRECTOR
MOHAMAD
RAMZY



DIRECTOR
ADIWINAHYU
BASUKI S.



DIRECTOR
DERRICK
HENG



DIRECTOR
WONG
SOON NAM



DIRECTOR
BHARAT
ALVA

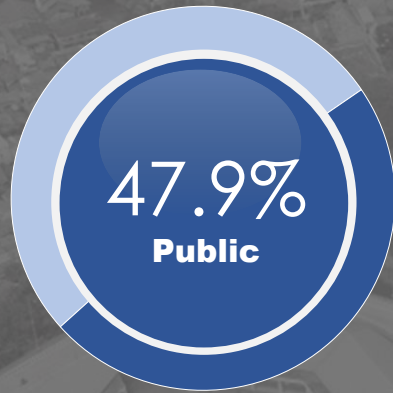
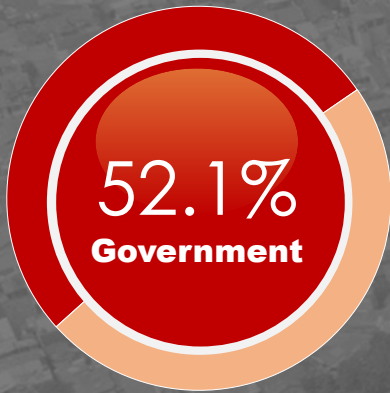


DIRECTOR
NUGROHO



DIRECTOR
R. MUHARAM
PERBAWAMUKTI

Share Ownership



Total Shares

99,062,216,600 shares

Market Capitalization

Rp410Tn (USD28.2 Bn)*

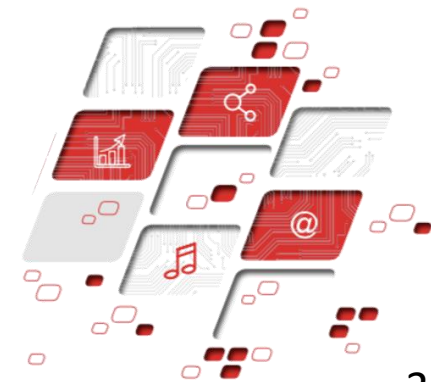
*as of November 29, 2021

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



9M21 RESULTS

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Performance Highlights

9M21

Amidst the Covid-19 pandemic, Telkom recorded healthy growth in revenue of **6.1% YoY** to **Rp106.0 trillion** in 9M21, with EBITDA and Net Income grew by **8.1%** and **13.1%** YoY, respectively. Furthermore, both EBITDA Margin and Net Income Margin were also expanding to **54.6%** and **17.8%**, increased by 1.0ppt and 1.1ppt from the same period last year.

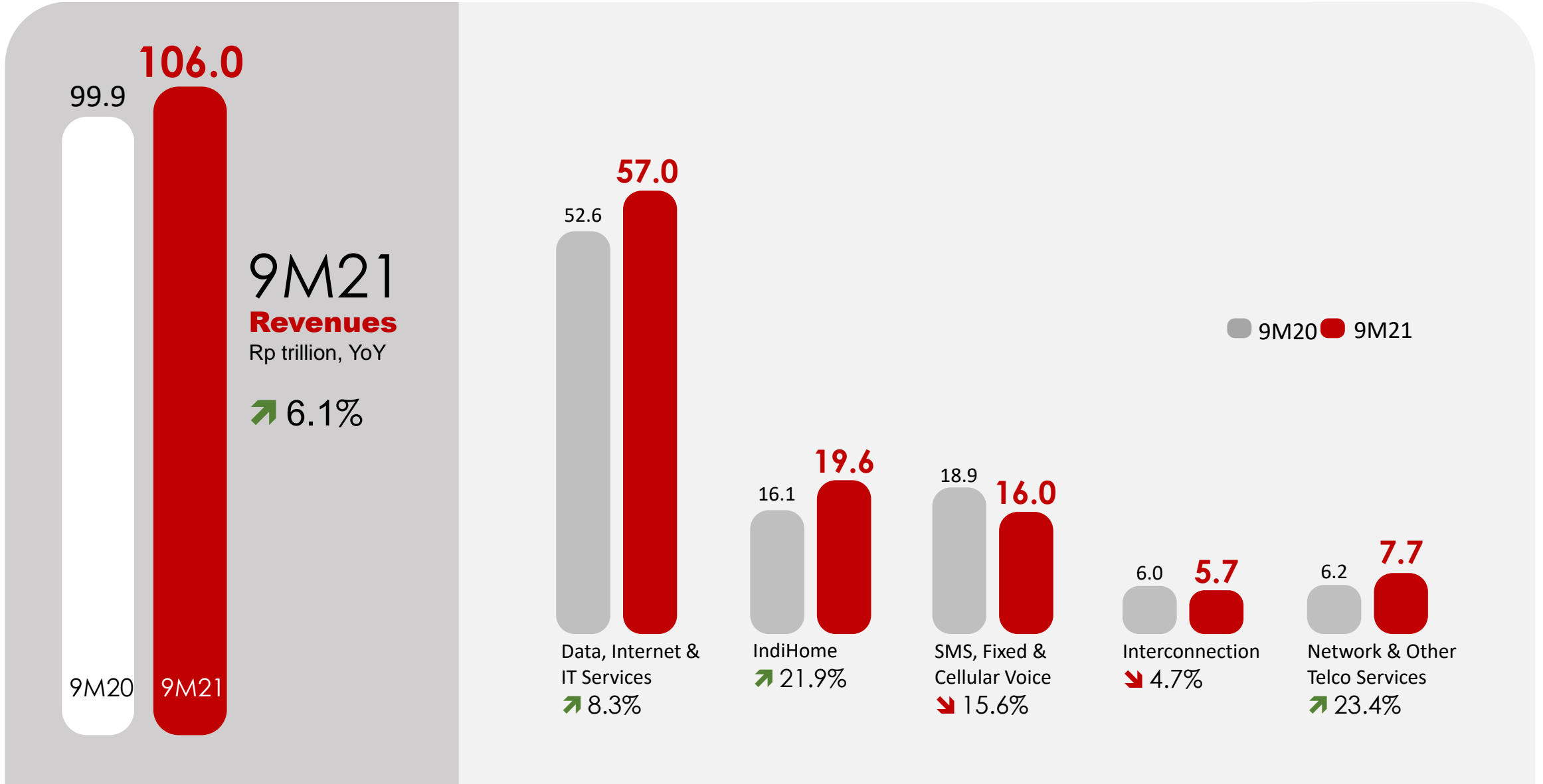
IndiHome continued to become our engine of growth as it posted Revenue of **Rp19.6 trillion** or grew by **21.9% YoY** supported by **450 thousand** additional customers and improving ARPU during 9M21.

Telkomsel's Digital Business enticed strong traction with significant growth in data traffic of **50.4% YoY** and accounted for **77.5%** of Telkomsel's total revenue. We are of the view that the industry consolidation would lead to a healthier industry.

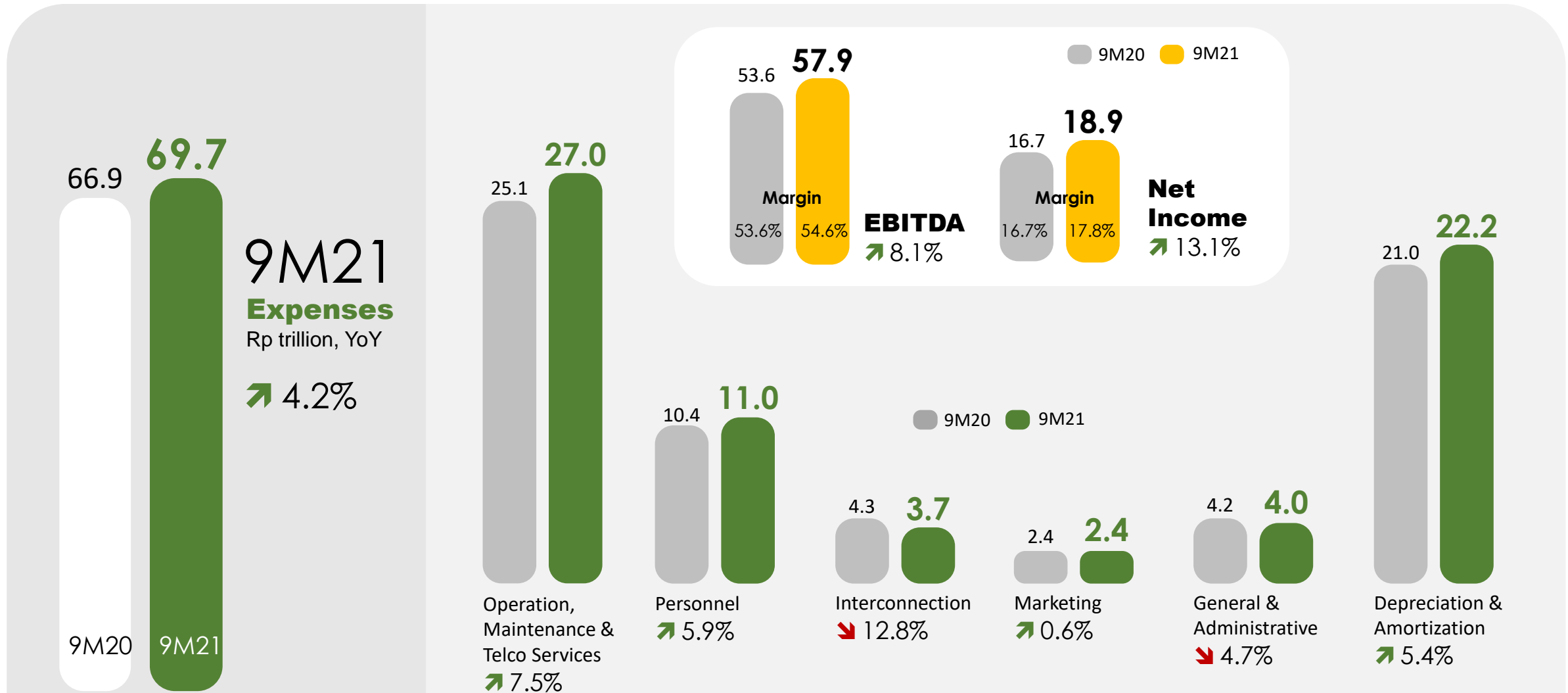
Mitratel, Telkom's subsidiaries, successfully conducted its Initial Public Offering (IPO) on 22 November 2021 to become one of the biggest listed tower providers in Indonesia. Mitratel raised around **Rp18.8 trillion** in fresh fund which would be allocated to support organic and inorganic business expansion.

Following Telkomsel's investment in Gojek, Telkomsel has enjoyed valuation benefit, and furthermore the two companies strengthened strategic partnership initiatives to help accelerate Telkom Group digital transformation and help digitization of Micro, Small and Medium Enterprises (MSMEs) at once.

Revenue Growth Driven by IndiHome and Mobile Data



Expenses were Manageable, EBITDA & Net Income Margin Expanded



Fixed Broadband as the Engine of Growth

9M21

IndiHome
Revenue (Rp)

19.6tn
↑ 21.9% YoY

- EBITDA Margin expand to **50.0%** in 9M21
- IndiHome revenue contribution to TelkomGroup significantly increased to **18.5%** in 9M21 from 16.1% in the same period last year
- Additional customers of **450K** in 9M21, total subscribers reach **8.46 million** (+9.2% YoY). **57%** Dual Play Package & **43%** Triple Play .
- Revenues from add-ons grew by **5.9%** QoQ, contributed **15.4%** (15.2% previous quarter) of total IndiHome revenues.
- Around **90.2%** of IndiHome revenues generated from residential customers (9.8% from business client)

It services cover **496 (96.5%) cities/districts** throughout Indonesia.



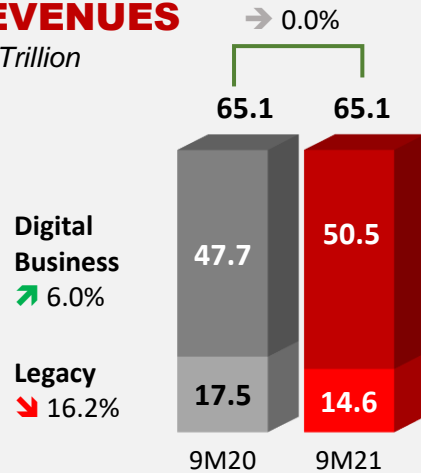
Telkomsel Performance

Challenging market dynamics with on-going transition of Legacy & continuing competitive environment
TSEL to maintain sustainable margin with EBITDA & Net Income Margin at 58.2% & 29.8%.

YEAR ON YEAR

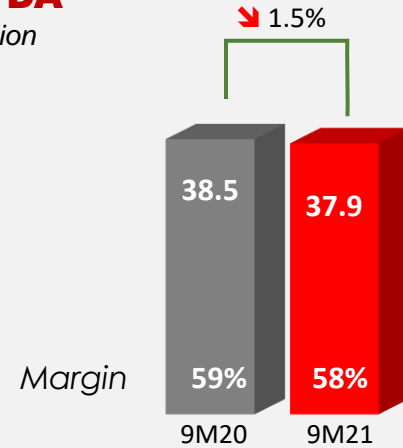
REVENUES

Rp Trillion



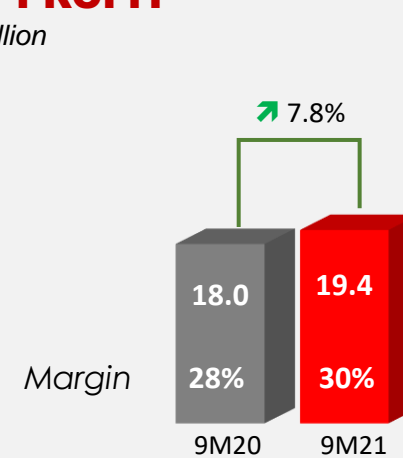
EBITDA

Rp Trillion



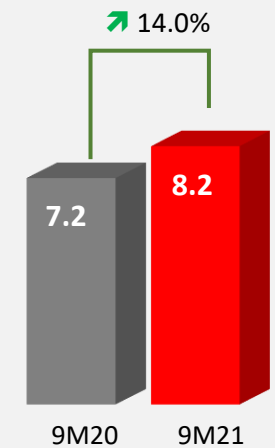
NET PROFIT

Rp Trillion



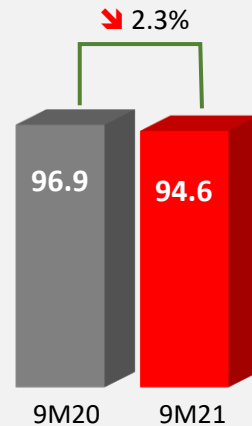
CAPEX

Rp Trillion



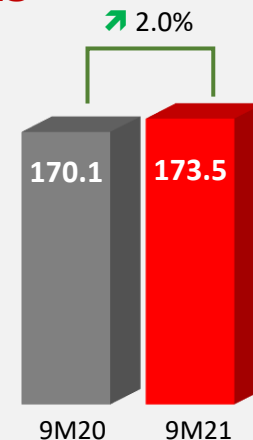
TOTAL ASSETS

Rp Trillion



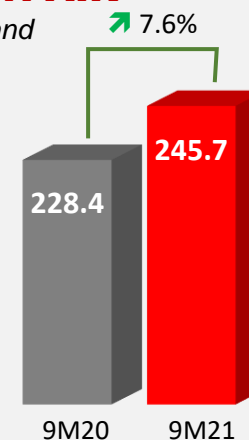
CUSTOMERS

In Million



BTS ON AIR

In Thousand



Telkomsel Performance

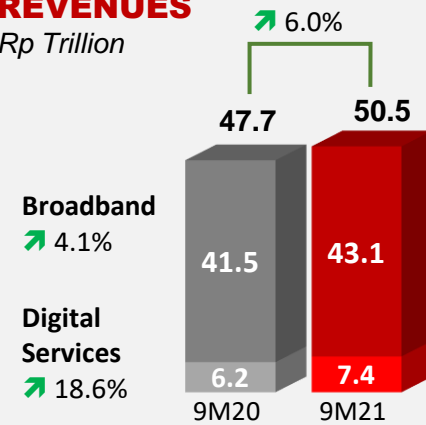
Continue to Focus on Digital Business

Engine of growth and accounted for 78% of Total Revenues

YEAR ON YEAR

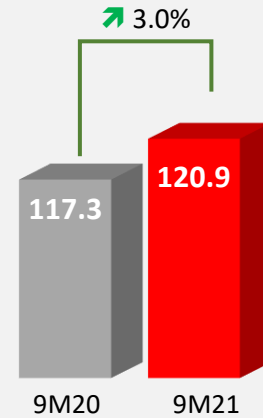
DIGITAL BUSINESS REVENUES

Rp Trillion



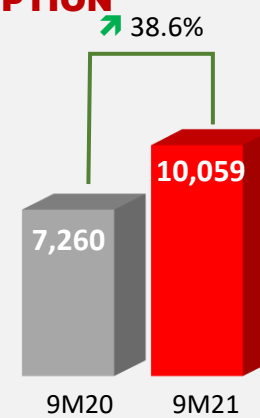
DATA USERS

In Million



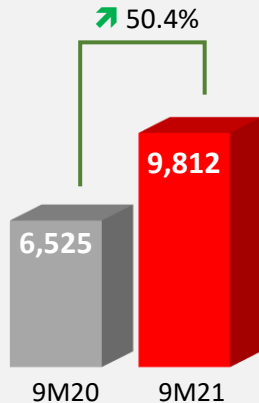
DATA USER CONSUMPTION

In MB



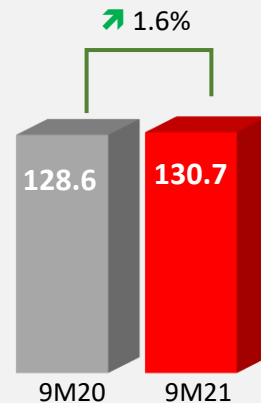
DATA TRAFFIC

In PB



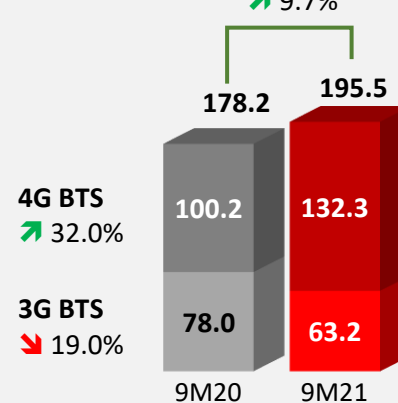
3G/4G CAPABLE DEVICE

In Million



3G & 4G BTS ON AIR

In Thousand



Digital Business



Langit Musik



Enterprise Business Focused on Enterprise Solutions

9M21

**Enterprise
Business**
Revenue (Rp)

13.8tn
↗ 20.5% YoY

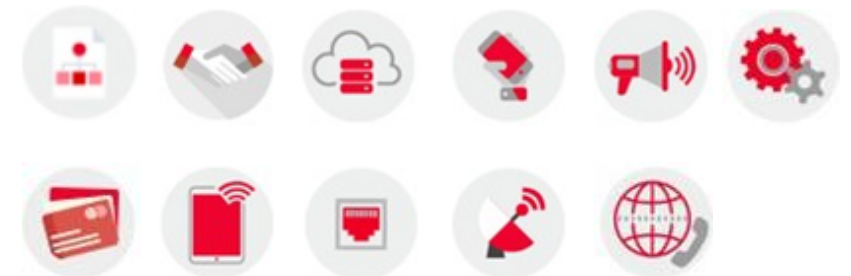
Major contributors to this achievement from :

- B2B IT Services
- Enterprise Connectivity solution

Industry Solution



Product Solution



Wholesale & International Business, Supported by Tower and Data Center

9M21

**Wholesale &
International
Business**

Revenue (Rp)

10.5^{tn}

↗ 2.6% YoY

Major Contributors

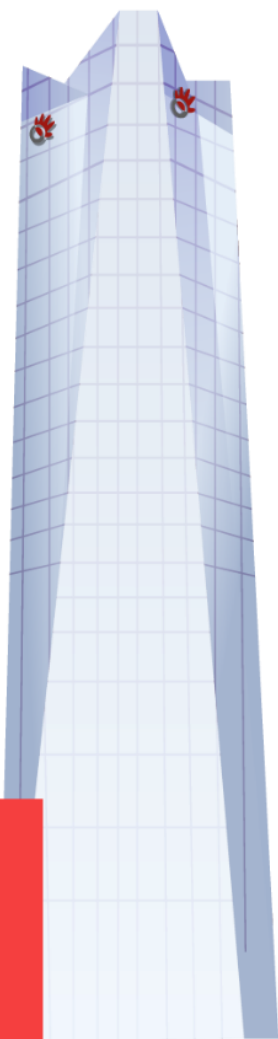
Tower Business

Data Center

A2P Services



Collaboration with Gojek & Mitratel IPO



Investment in Gojek

Strengthening strategic partnership initiatives to optimize synergy value.

- Collaboration to increase number of Telkomsel user within Gojek ecosystem.
- Easy onboarding for Gojek's MSME partners to become TSEL reseller partners.
- Convenient access to TSEL's outlets and resellers via GoShop.
- Improvement of customer experience in Gojek services.
- Integration of Telkomsel MyAds with GoBiz.
- Rp350 billion capital appreciation.



Mitratel IPO

Conducted on 22nd of November 2021. Mitratel offered 23,493,524,800 of its common shares or 28.13% of Mitratel ownership.

- The total value of this IPO is Rp18.8 trillion.
- IPO proceeds mainly will be utilized to support organic and inorganic business expansions.





Q & A



Thank You

PT Telkom Indonesia (Persero) Tbk
November 2021