

Corporate Presentation **1Q22 Results**

PT Telkom Indonesia (Persero) Tbk
May 2022

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1Q22 RESULTS

- **Telkom in Brief**
- 1Q22 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
WIJAYA



DIRECTOR
MUHAMAD
FAJRIN
RASYID



DIRECTOR
AFRIWANDI



DIRECTOR
BOGI
WITJAKSONO

Telkomsel



CEO TELKOMSEL
HENDRI
MULYA SYAM



DIRECTOR
MOHAMAD
RAMZY



DIRECTOR
ADIWAHYU
BASUKI S.



DIRECTOR
DERRICK
HENG



DIRECTOR
WONG
SOON NAM



DIRECTOR
BHARAT
ALVA



DIRECTOR
NUGROHO



DIRECTOR
R. MUHARAM
PERBAWAMUKTI

Share Ownership

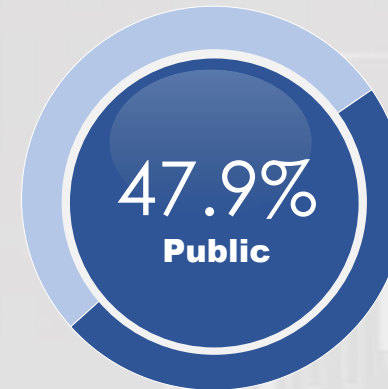
Telkom is the 3rd Largest Companies by Market Cap in Indonesia Stock Exchange

Total Shares

99,062,216,600 shares

Market Capitalization

Rp427 Tn (USD29.2 Bn)*



*as of 9 May 2022



Telkom Indonesia is the only dual-listed Indonesian company at Indonesia Stock Exchange (*Bloomberg: TLKM IJ*) and New York Stock Exchange (*TLK US*)

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Performance Highlights

1Q22

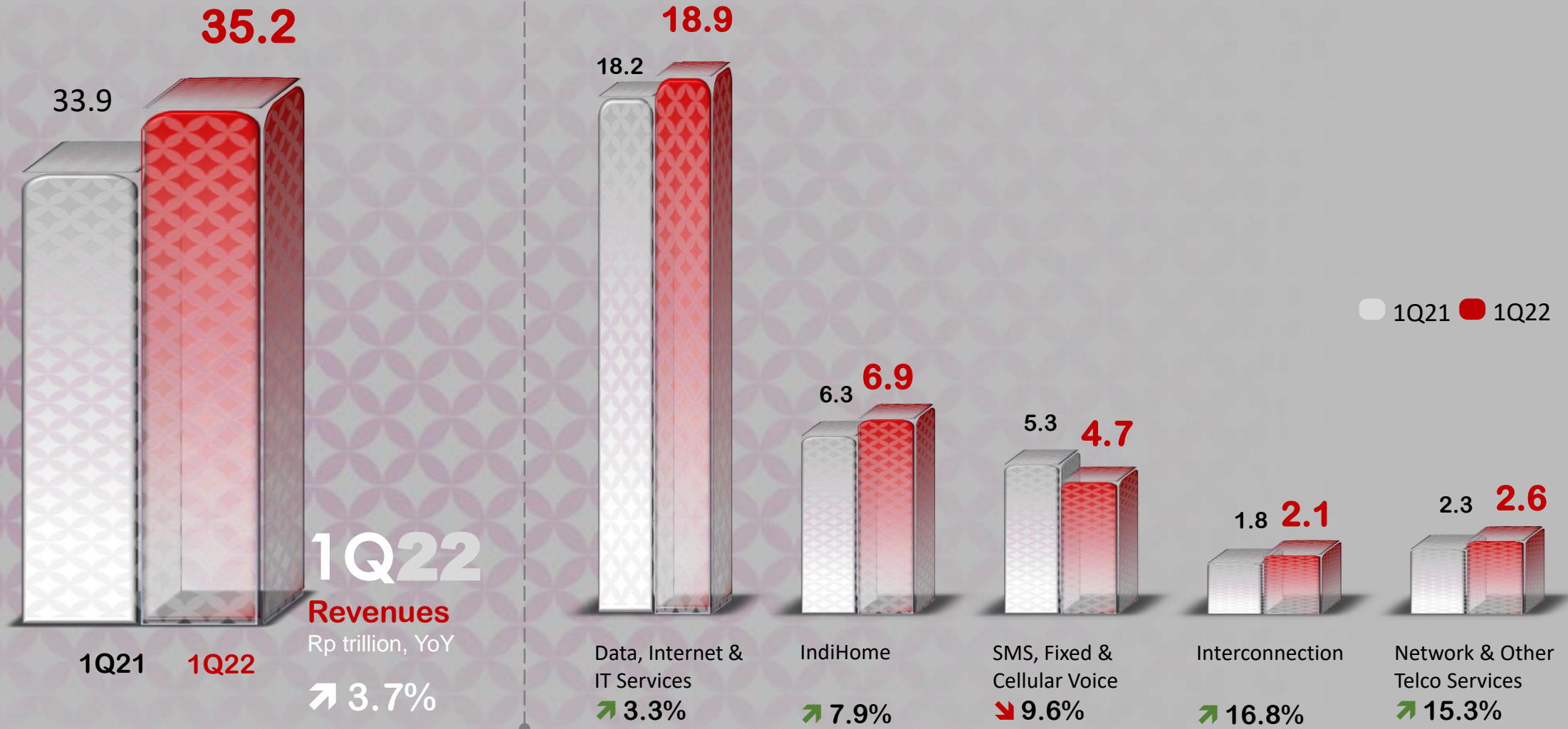
During the first quarter of 2022, Telkom recorded positive growth of **3.7% YoY** in **Revenue**, with **EBITDA and Net Income** grew by **3.1% and 1.7% YoY**, respectively.

IndiHome continued to become our engine of growth as it posted **Revenue** of **Rp6.9 trillion** or grew by **7.9% YoY**, supported by **8.7 million total subscribers** and **relatively stable ARPU** during the period.

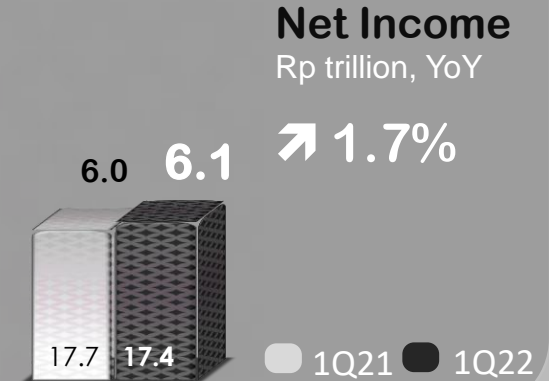
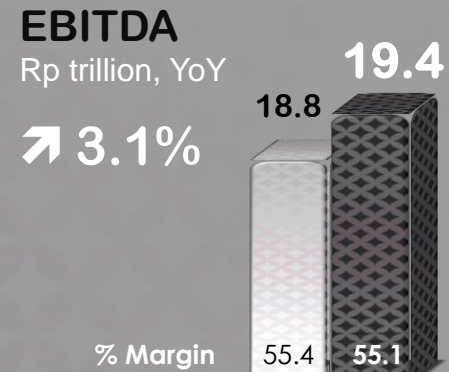
Telkomsel's Digital Business continued to grow healthily with **19.2% YoY** growth in **data traffic** and its contribution reached **80% of total Telkomsel's revenue**.

To further pursue the realization of **5 Bold Moves Strategy**, we continue organization transformation by aligning **TelkomSigma** to be **Telkom's direct subsidiary** that focused on becoming **B2B IT Service Leader Company**. Furthermore, **Telkom and Microsoft** recently signed a **strategic partnership agreement** to enhance our digital platform domain which in turn will strengthen digital service areas.

Revenue: Maintained Sustainable Growth



Expenses, EBITDA & Net Income Well-controlled



Fixed Broadband as the Engine of Growth

1Q22

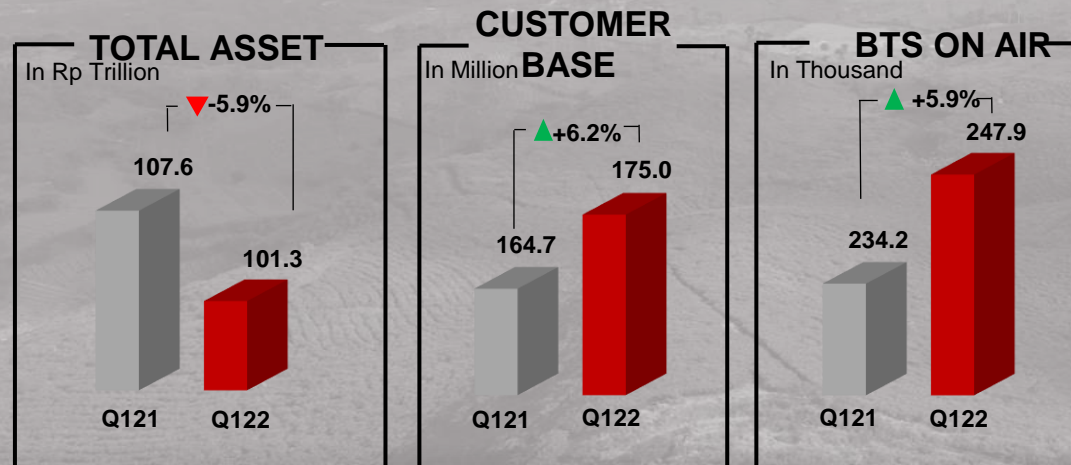
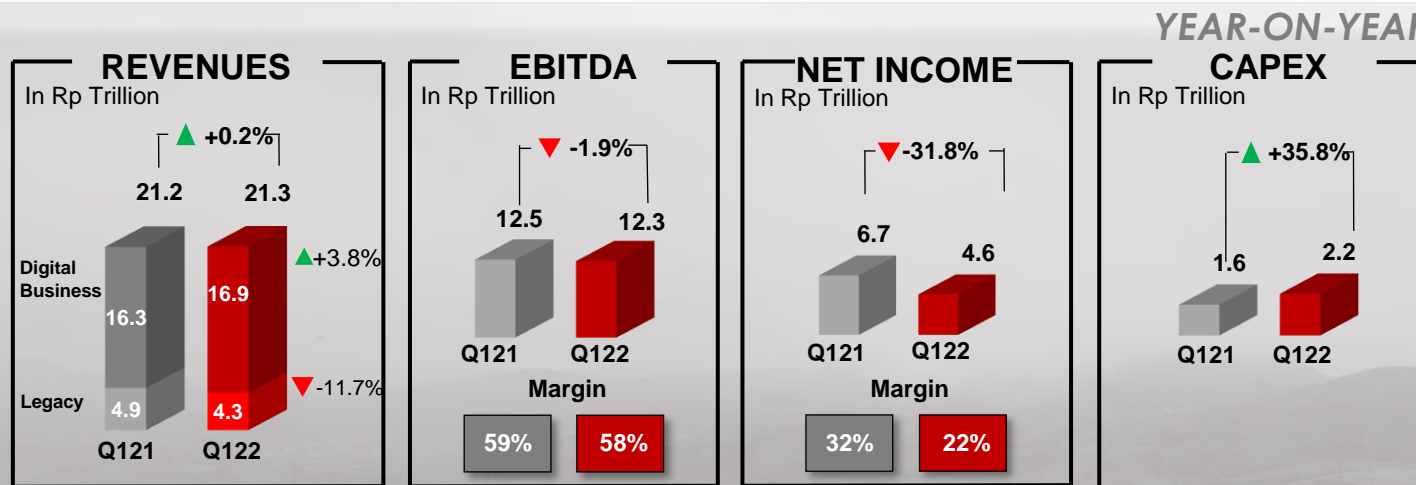
IndiHome
Revenue (Rp)

9.6tn
↗ 7.9% YoY

- **EBITDA Margin** expanded to **around 50%** in 1Q22
- **IndiHome revenue contribution to TelkomGroup** increased to **19.5%** in 1Q22 from 18.7% in the same period last year.
- Additional customers of **136K** in 1Q22, total subscribers reached **8.7 million** (+7.2% YoY). **58%** Dual Play Package & **42%** Triple Play
- **Revenues from add-ons** grew by **15.6% YoY**, contributed **15.9%** (15.0% previous year) of total **IndiHome revenues**.
- IndiHome covers **498 (97%) cities/districts** throughout Indonesia.

Telkomsel Performance

1Q22



Challenging market dynamics with on-going transition of Legacy & continuing competitive environment

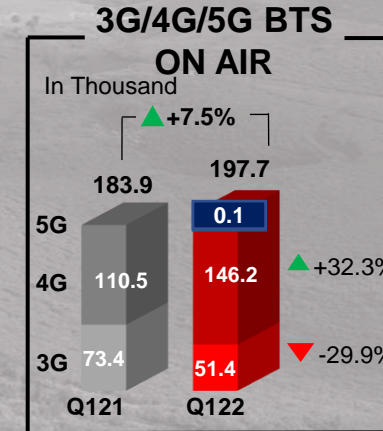
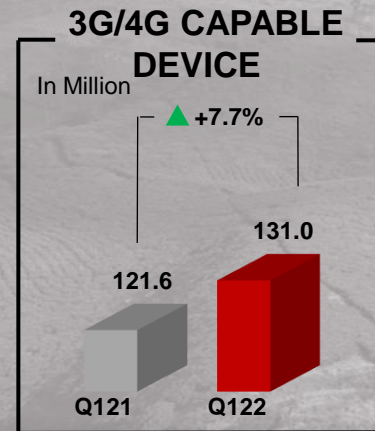
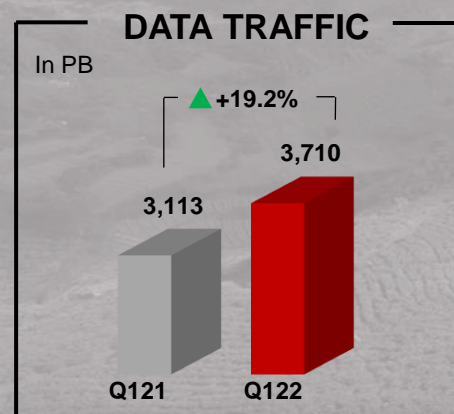
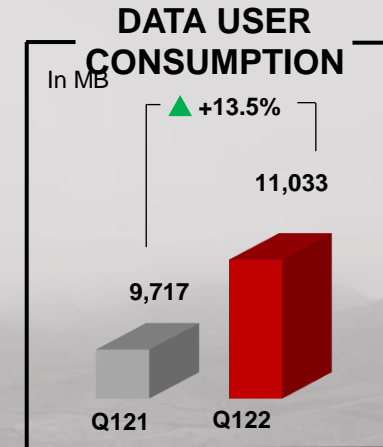
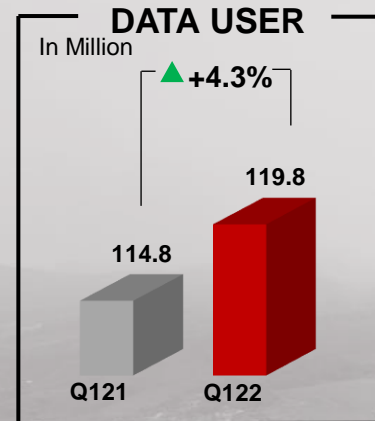
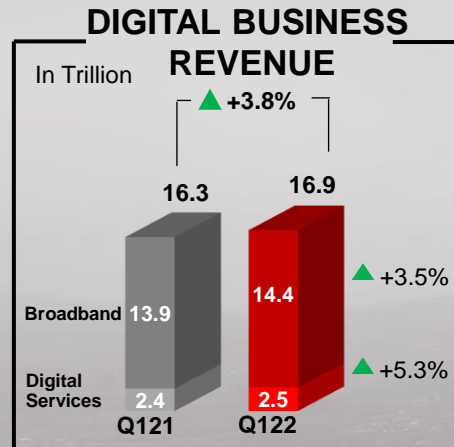
TSEL to maintain healthy profitability with EBITDA & Net Income Margin at 57.7% & 21.6%, respectively

Telkomsel Digital Business

1Q22

YEAR-ON-YEAR

DIGITAL BUSINESS



Continue to Focus on Digital Business

Engine of growth and accounted for 80% of Total Revenues

Enterprise Business and Wholesale & International Business

1Q22

Enterprise Business
Revenue (Rp)

4.2tn
↑ 1.9% YoY

Major Contributors

B2B IT Services

Enterprise Digital Services

Industry Solutions



Product Solutions



Major Contributors

Tower

International Wholesale Voice

Rp 1.9tn
↑ 21.5% YoY
Revenue
(Mitratel stand-alone)

77.1%
EBITDA Margin

27
data centers

22 domestic
5 overseas

1Q22

Wholesale & International Business
Revenue (Rp)

3.9tn
↑ 16.0% YoY

5 Bold Moves to Strengthen Competitive Advantage and Leadership in the Industry

1

Mitratel IPO

- Mitratel successfully conducted its IPO on 22 November 2021 to become one of the **biggest listed tower providers in Indonesia**, with Rp18.8 trillion proceeds.
- 90% of IPO proceed for **business expansion** including potential another c. 6,000 tower acquisition from TSEL.

2

Fixed-Mobile Convergence Initiative

- **Continuing strong momentum in Fixed Broadband and enhancing Mobile Broadband experience**
- MoU with Singtel to explore the best FMC to **enrich** TelkomGroup's **value proposition**.

3

Unlocking Data Center Business

- Telkom is in the process of **consolidating Data Center (DC) assets and enhancing DC business capacity**
- To accelerate DC business growth in **collaboration with hyper-scaler and tech giant**

4

Strengthen B2B IT Service

- Transformation towards B2B IT-Digital Service through **partnership & collaboration**
- **Enhance TelkomSigma** to be B2B IT Service leading player

5

Accelerating Business

DigiCo

- To **accelerate digital services through DigiCo** in selected sectors aligned with Telkom's core competence.
- To **collaborate with partners** who have strong capability in digital services and to **invite strategic investors**, to **avoid cash-burning approach**.

Strategic Initiatives



In order to cater vast opportunity for Business to Business (B2B) IT Services, Telkom conducted subsidiary alignment by raising the status of PT. Sigma Citra Caraka or **TelkomSigma** to **direct subsidiary**. This strategic alignment enables Telkom Group to concentrate on **B2B IT Services** under “One Roof”.

In April 2022, **Telkom and Microsoft** signed a Strategic Partnership Agreement. That aims to **accelerate Indonesia’s national digitalization, strengthen the country’s intelligent infrastructure, and enable the internal digital transformation of Telkom to become the first-choice digital telco**. This initiative is one of the implementation initiatives to establish strategic partnerships with several global tech companies that would have a positive impact on Telkom’s business development, especially in the **digital platform and digital services** domains.

Q & A

Thank You

PT Telkom Indonesia (Persero) Tbk
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