

Corporate Presentation **1H22 Results**

PT Telkom Indonesia (Persero) Tbk
August 2022

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.

1H22 RESULTS

- **Telkom in Brief**
- 1H22 Financial and Operational Results

Board of Directors

TELKOM Group



CEO TELKOM GROUP
RIRIEK
ADRIANSYAH



DIRECTOR
HERI
SUPRIADI



DIRECTOR
HERLAN
WIJANARKO



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
ADIWINAHYU
BASUKI S.



DIRECTOR
DERRICK
HENG



DIRECTOR
WONG
SOON NAM



DIRECTOR
BHARAT
ALVA



DIRECTOR
NUGROHO



DIRECTOR
R. MUHARAM
PERBAWAMUKTI

Share Ownership

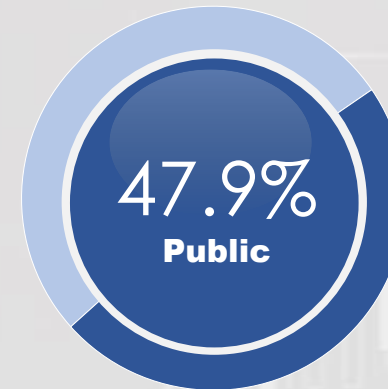
Telkom is the 3rd Largest Companies by Market Cap in Indonesia Stock Exchange

Total Shares

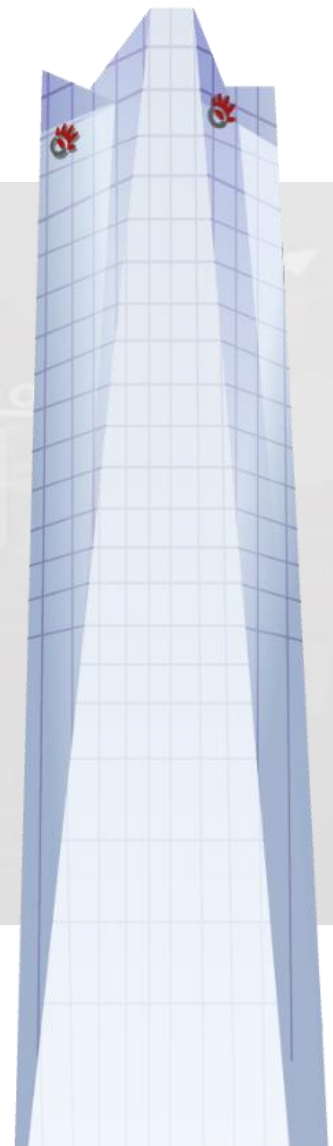
99,062,216,600 shares

Market Capitalization

Rp**426** Tn (USD**28.5** Bn)*



*as of 1 August 2022



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Performance Highlights

1H22

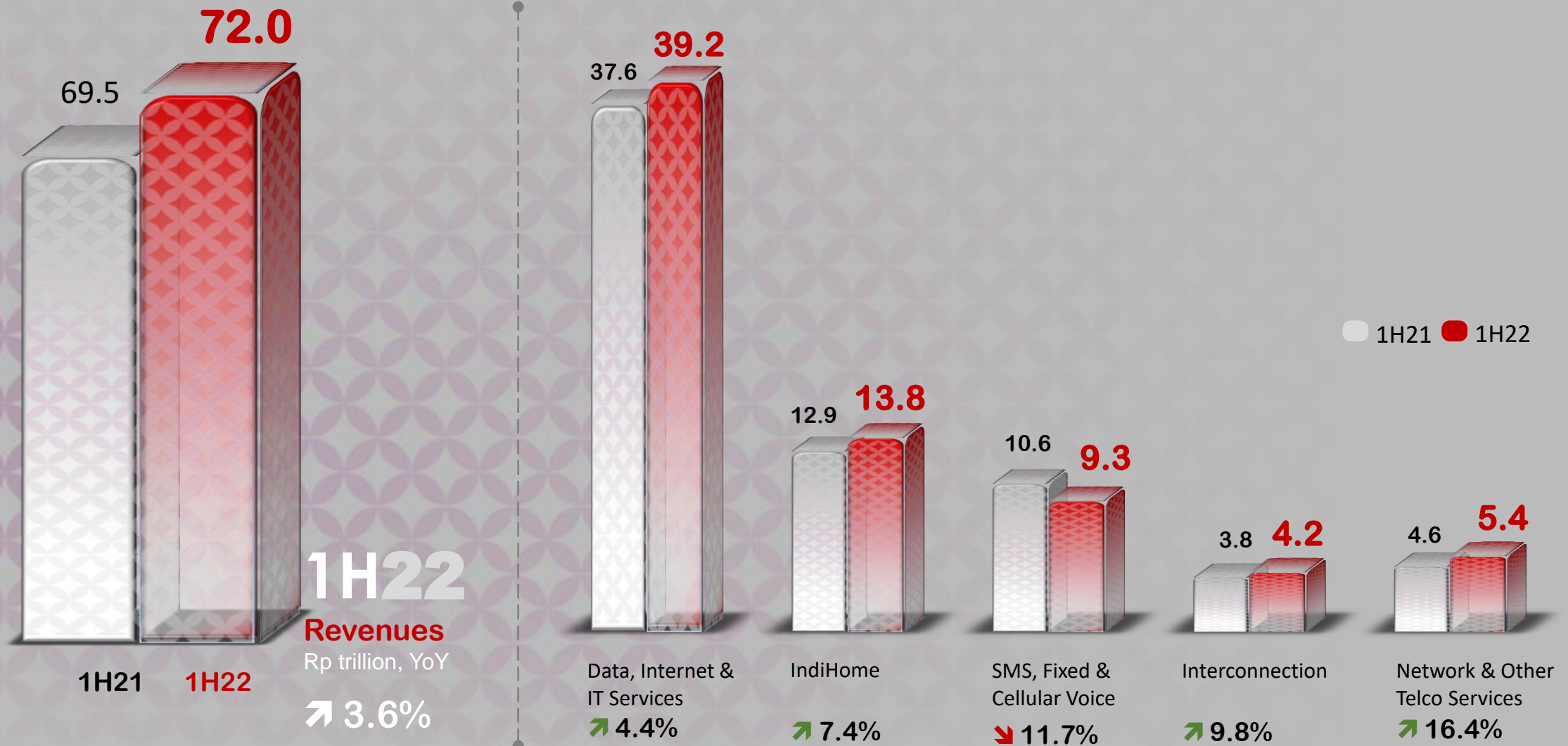
During the first half of 2022, PT Telkom Indonesia (Persero) Tbk (“Telkom or The Company”) recorded positive growth of **3.6% YoY** in **Revenue**, with **EBITDA** and **Net Income** grew by **4.5%** and **6.9% YoY**, respectively.

IndiHome and **Telkomsel** digital business continued to become our engine of growth, which posted **Revenue** of **Rp13.8 trillion** or grew **7.4% YoY** and **Rp35.1 trillion** or **grew 5.2% YoY**, respectively

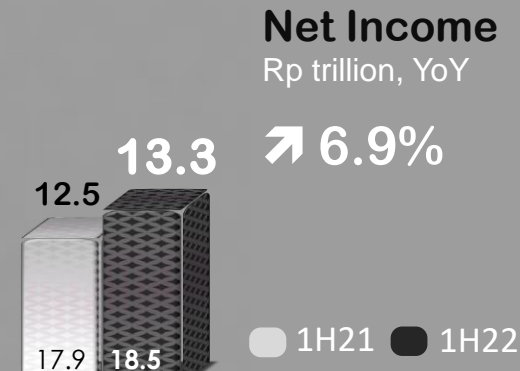
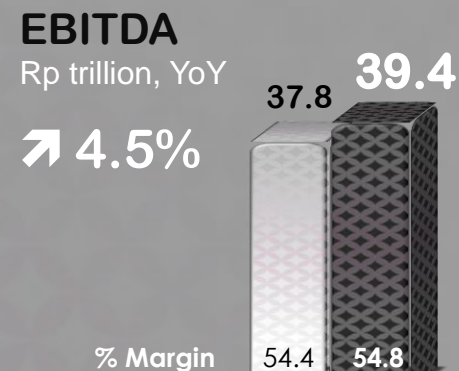
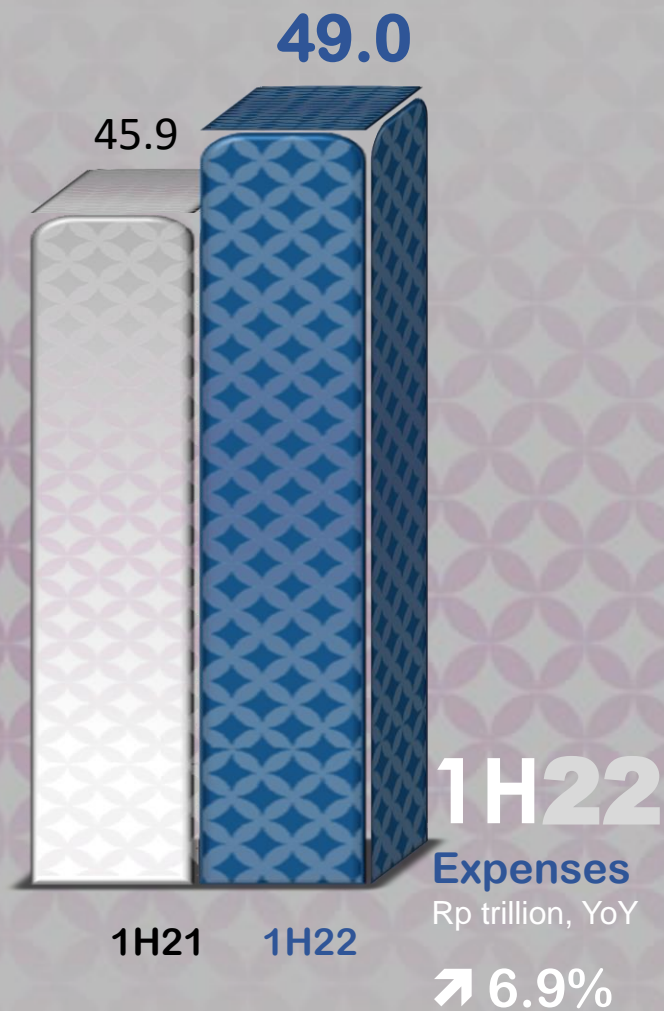
To strengthen our network infrastructure, we launched **second gateway of submarine cable** in Manado on 20th July 2022 that connect to United States, to give **better digital experience** for our customers.

HyperScale Data Center phase 1 has been **completed** to enhance our data center business. Our data centers are integrated to Telkom network and also connected to global submarine cable, to **accommodate customers’ various needs**, including edge computing and other digital platforms and solutions

Revenue: Maintained Sustainable Growth

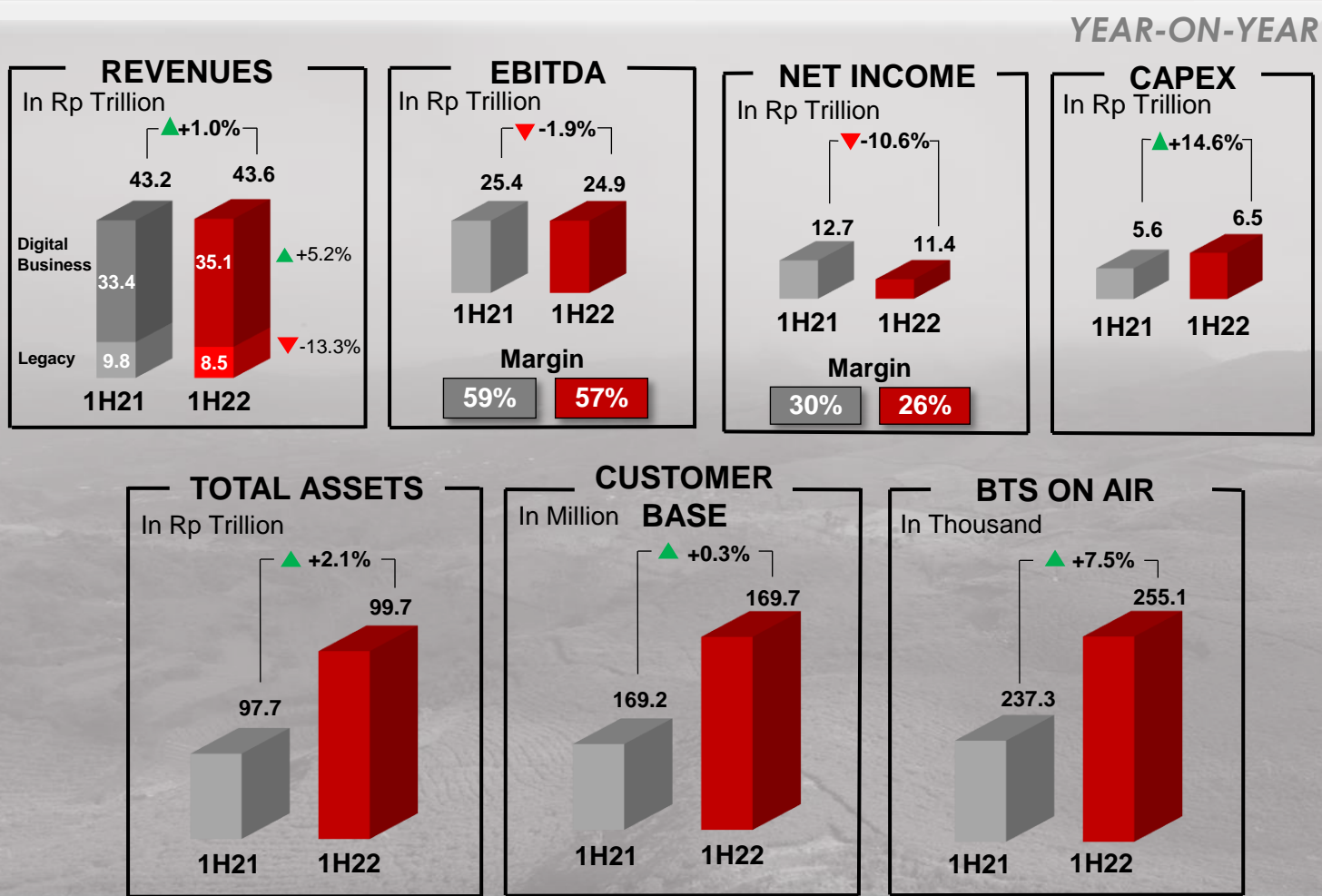


Expenses, EBITDA & Net Income Well-controlled



Telkomsel Performance

1H22



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

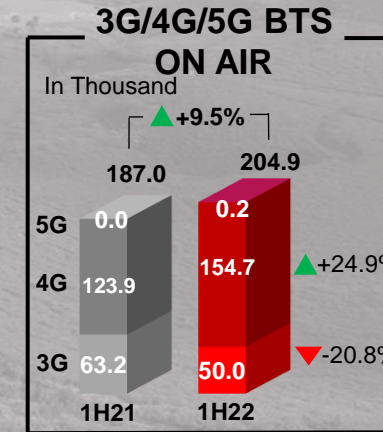
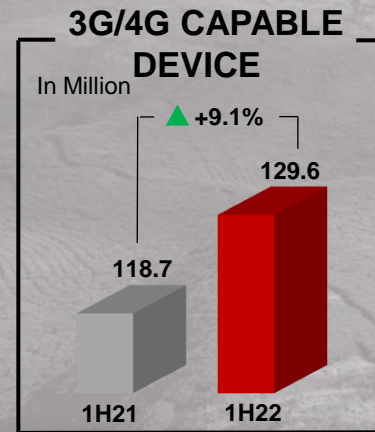
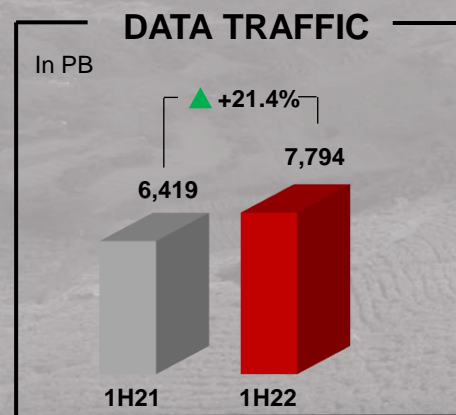
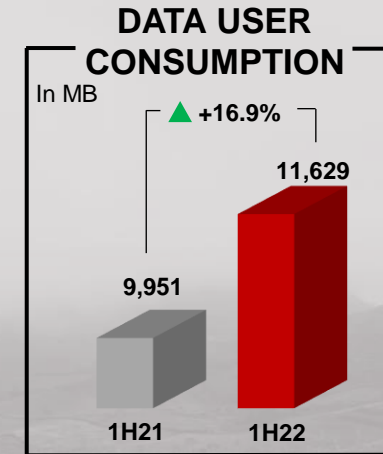
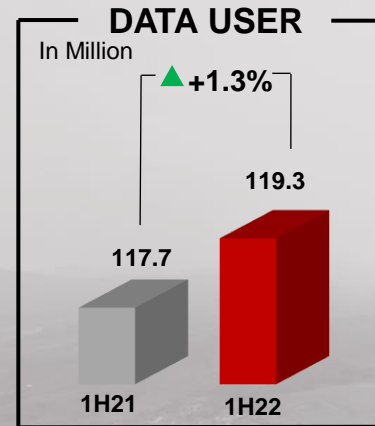
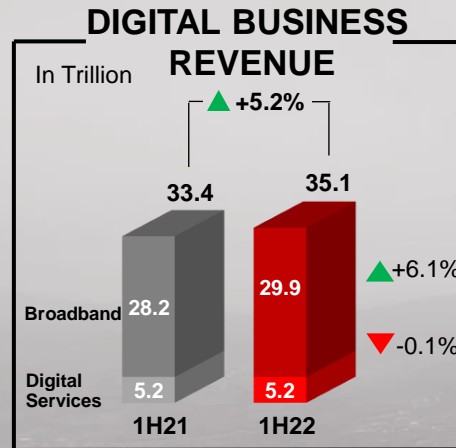
TSEL to maintain healthy profitability with EBITDA & Net Income Margin at 57.1% & 26.2%, respectively

Telkomsel Digital Business

1H22

YEAR-ON-YEAR

DIGITAL BUSINESS



Continue to Focus on Digital Business

Engine of growth and accounted for 80% of Total Revenues

Fixed Broadband as the Engine of Growth

1H22

IndiHome
Revenue (Rp)

13.8tn

↗ 7.4% YoY

- Additional customers of **288K** in 1H22, total subscribers reached **8.9 million** (+7.1% YoY). **59%** Dual Play Package & **41%** Triple Play.
- **EBITDA Margin** relatively stable of **around 50%** in 1H22
- **IndiHome revenue contribution to TelkomGroup** increased to **19.2%** in 1H22 from 18.5% in the same period last year.
- **Revenues from add-ons** grew by **14% YoY**, contributed **16.1%** (15.2% previous year) of total **IndiHome revenues**.
- IndiHome covers **499 (97%) cities/districts** throughout Indonesia.

Enterprise Business and Wholesale & International Business

1H22

Enterprise Business
Revenue (Rp)

8.7 tn
↑ 0.3% YoY

Major Contributors

B2B IT Services

Enterprise Digital Services

Industry Solutions



Product Solutions



Major Contributors

International Wholesale Voice

Tower

Rp3.7 tn
↑ 15.5% YoY
Revenue
(Mitratel stand-alone)

77.5%
EBITDA Margin

Launched international
communication gateway
MANADO

27
data centers
22 domestic
5 overseas

222.3 Km
Submarine cable length

1H22

Wholesale & International Business
Revenue (Rp)

7.9 tn
↑ 14.6% 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

Data Center

The presence of robust data center and cloud infrastructure is key to enable us in developing various digital solutions to enhance customers' experience.

With our **integrated network**, we are able to **accommodate** our customer future **business digitization needs**.

Fixed-Mobile Convergence (FMC)

We pursue to materialize FMC initiatives in an effort to provide **better customer experience**, to have **more efficient capex**, as well as to enjoy **robust data integration**.

We are of the view that the FMC strategy would increase Telkom Group's value proposition and distinguish our unique competitive advantage in the market.

Tower Consolidation

To consolidate our tower assets, Mitratel acquired around **6 thousand towers** from Telkomsel.

We expect **Telkomsel** to be more **focused on its core business** and services to provide better experience to customers while **Mitratel** emphasizes its position **as number one tower provider** in Indonesia.

Q & A

Thank You

PT Telkom Indonesia (Persero) Tbk
August 2022