

# Corporate Presentation **9M22 Results**

PT Telkom Indonesia (Persero) Tbk  
**November 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.

# 9M22 RESULTS

- **Telkom in Brief**
- 9M22 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 SIGIT**



**DIRECTOR**  
**DERRICK**  
**HENG**



**DIRECTOR**  
**WONG**  
**SOON NAM**



**DIRECTOR**  
**BHARAT**  
**ALVA**



**DIRECTOR**  
**NUGROHO**



**DIRECTOR**  
**R. MUHARAM**  
**PERBAWAMUKTI**

# Share Ownership

Telkom is the 4<sup>th</sup> Largest Companies by Market Cap in Indonesia Stock Exchange

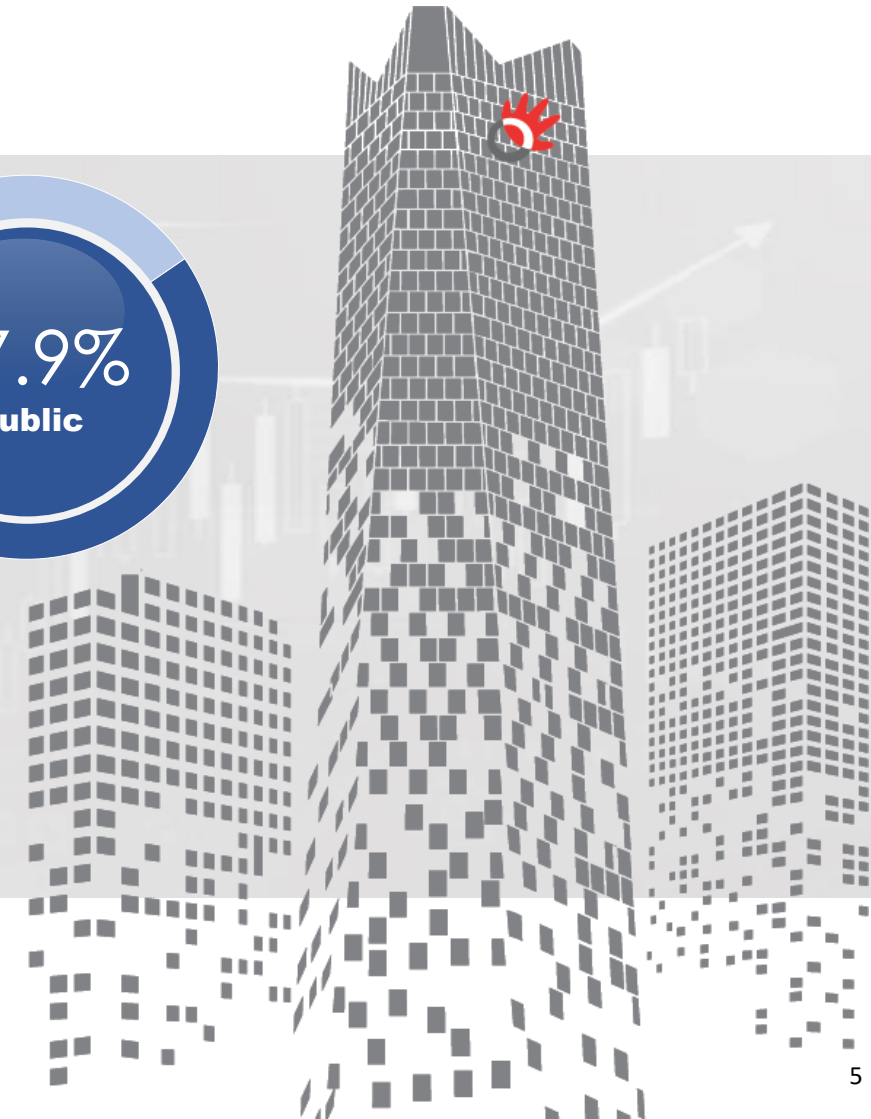
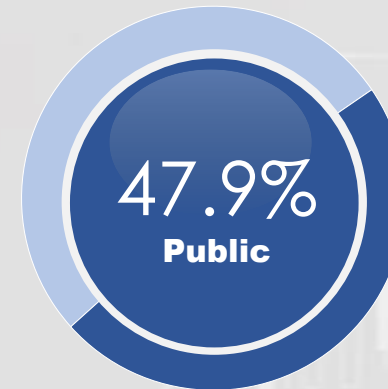
## Total Shares

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

## Market Capitalization

**Rp435 Tn (USD27.6 Bn)\***

\*as of 31 October 2022



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

# 9M22 RESULTS

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# Performance Highlights

9M22

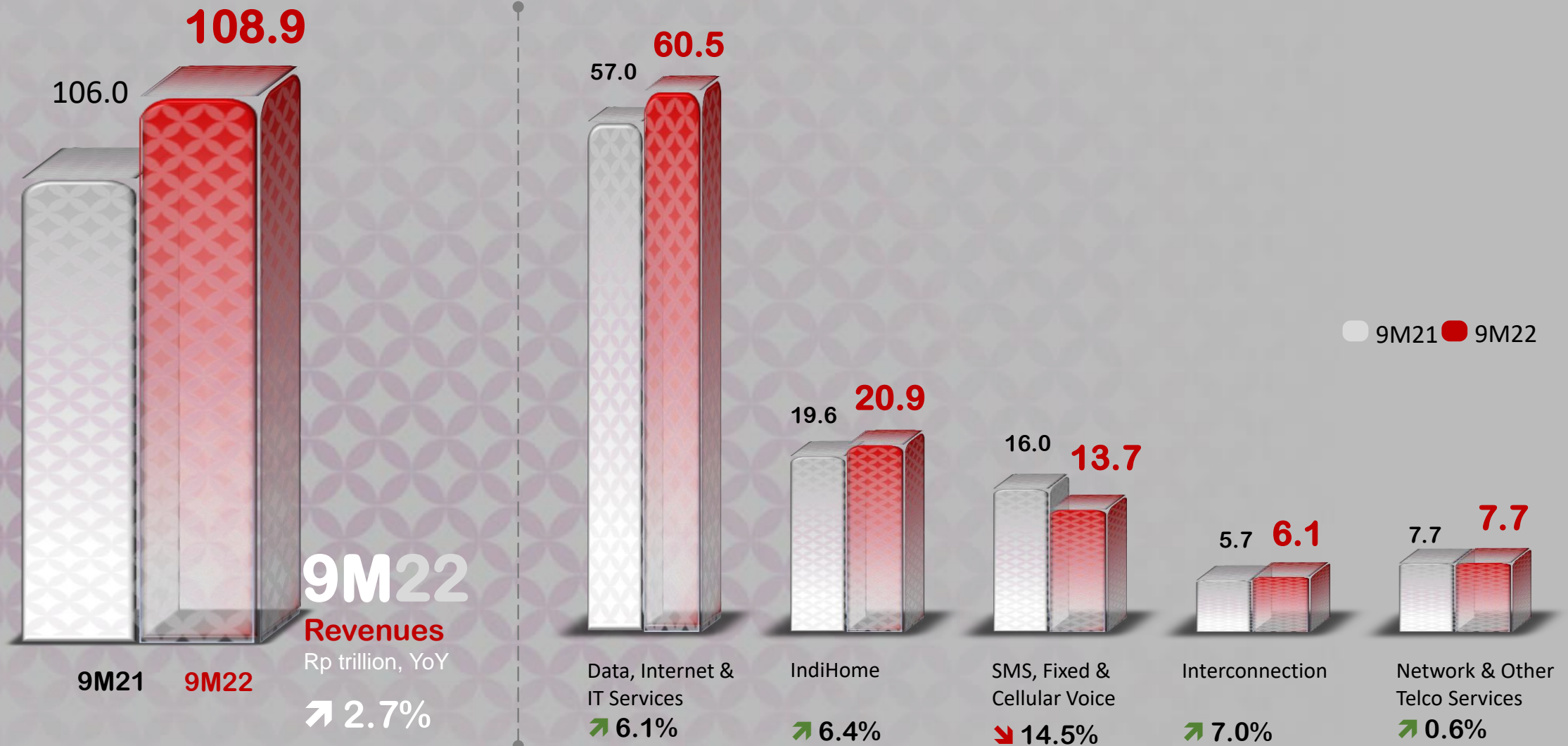
During the nine months of 2022, PT Telkom Indonesia (Persero) Tbk recorded positive growth of **2.7% YoY** in **Revenue**, with **EBITDA** grew by **2.6% YoY** to **Rp59.5 trillion**.

**IndiHome** continued to become our engine of growth which posted **Revenue** of **Rp20.9 trillion** or grew **6.4% YoY**, supported by **9.0 million subscribers** and relatively stable ARPU during the period.

**Telkomsel's Digital Business** kept growing healthily with **20.7% YoY** growth in **data traffic** and its contribution reached **81% of total Telkomsel's revenue**.

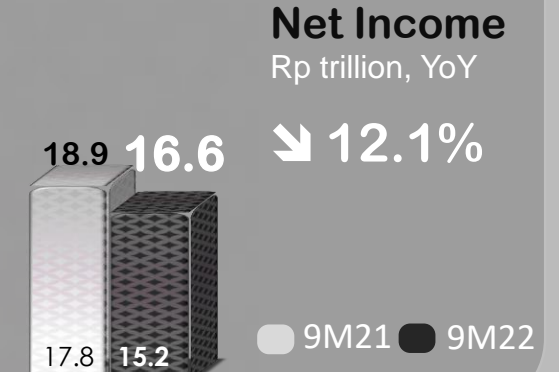
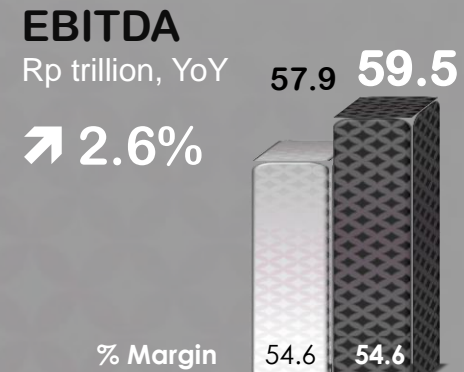
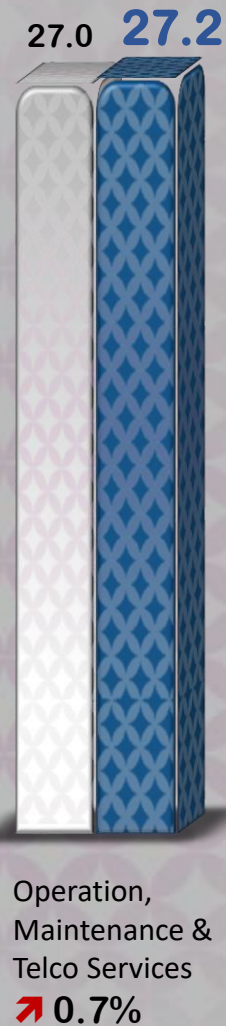
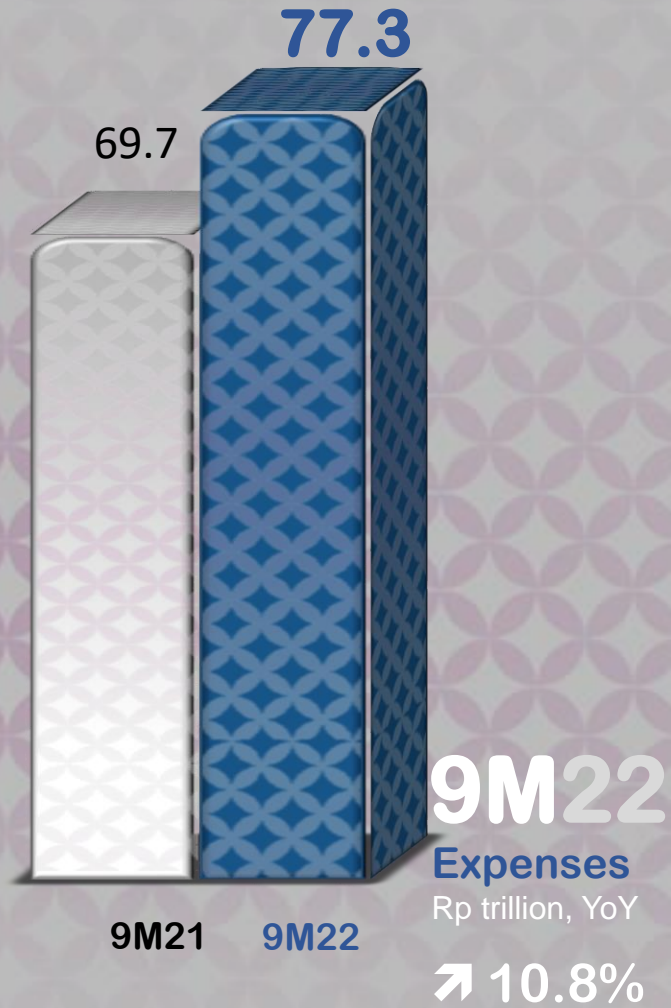
We consistently continue with the realization of **5 Bold Moves Strategy**. For **Fixed-Mobile Convergence** in process finalizing the right business model to maintain sustainable growth. Furthermore, in order to increase the assets monetization and maximizing asset valuation, Telkom initiates the preparation of **InfraCo** establishment. We also collaborate with regional players and currently in the process of establishing a new **Data Center** located in Batam.

# Revenue: Maintained Sustainable Growth



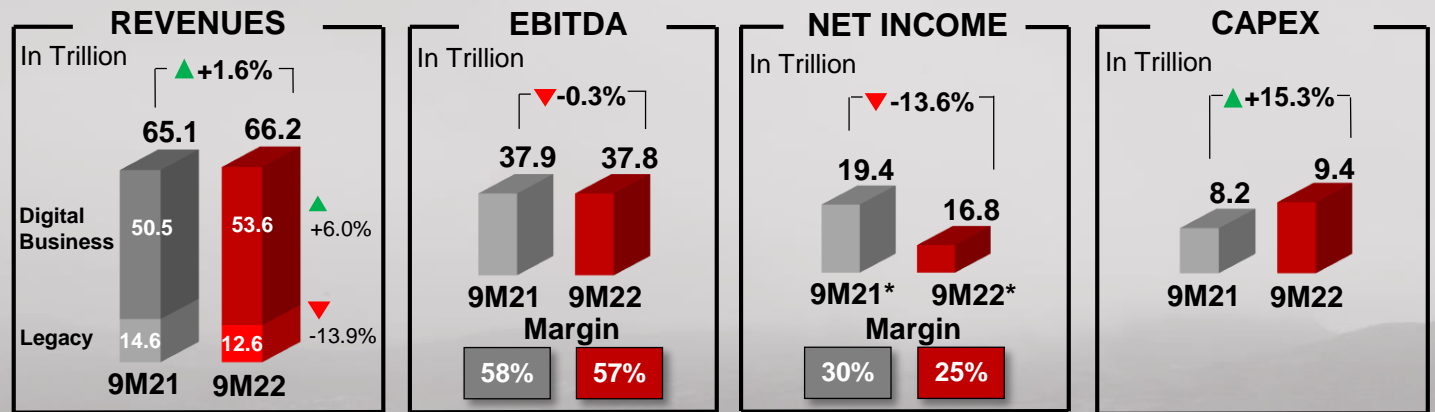


# Stable EBITDA Margin



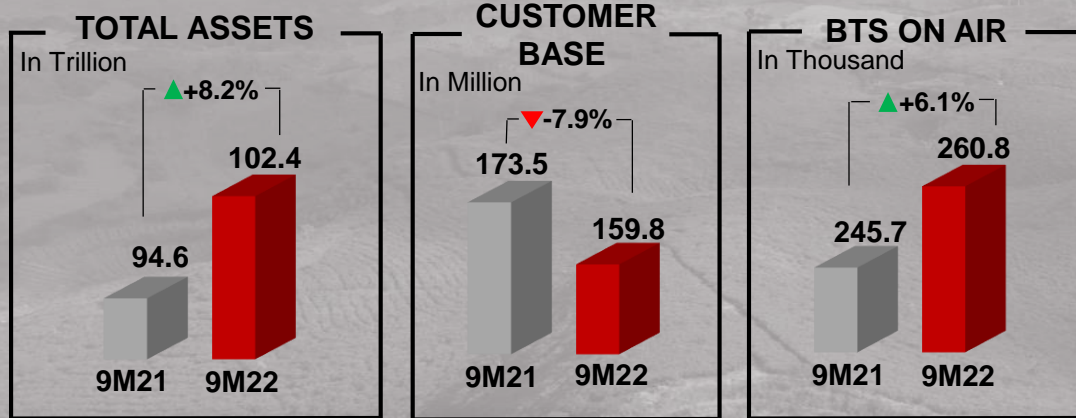
# Telkomsel Performance

9M22



YEAR-ON-YEAR

\*) Includes inorganic initiatives with fair value of investment and one-off from unlocking assets



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

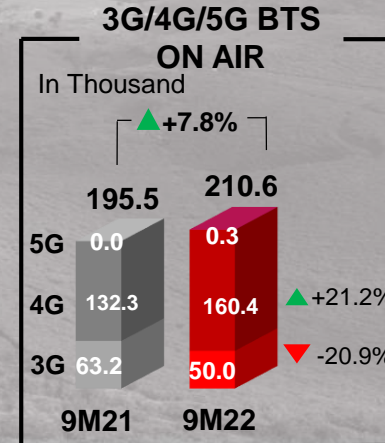
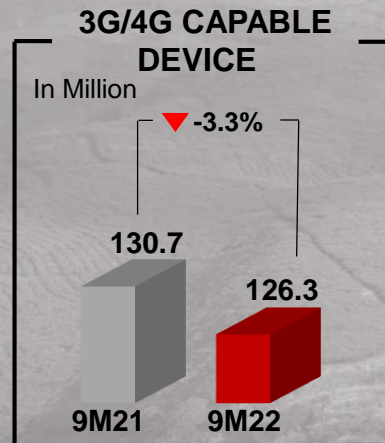
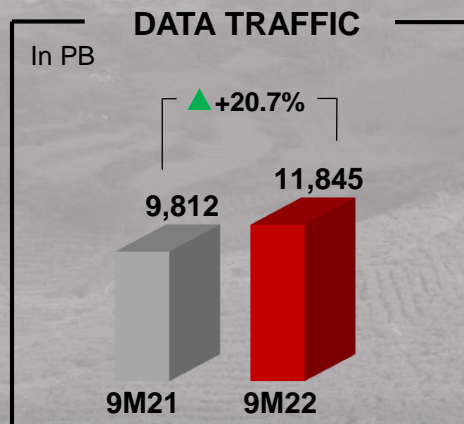
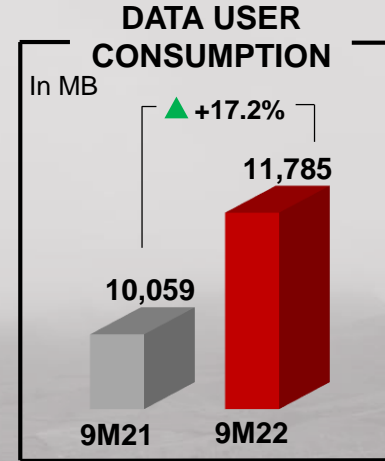
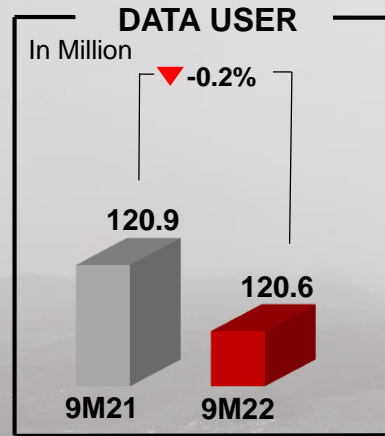
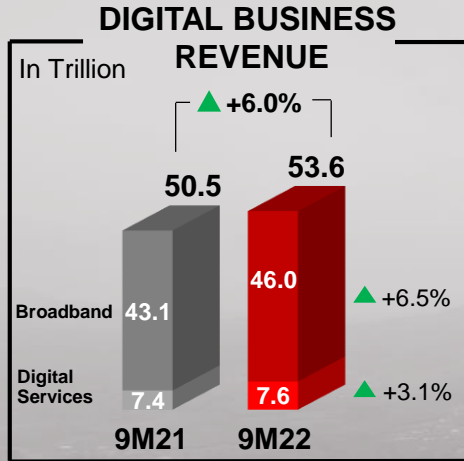
TSEL to maintain healthy profitability with EBITDA & Net Income Margin at 57.1% & 25.4%, respectively

# Telkomsel Digital Business

9M22

YEAR-ON-YEAR

DIGITAL BUSINESS



Continue to Focus on Digital Business

Engine of growth and accounted for 81% of Total Revenues

# Fixed Broadband as the Engine of Growth

9M22

IndiHome  
Revenue (Rp)

20.9 tn

↗ 6.4% YoY

- Additional customers of **438K** in 9M22, total subscribers reached **9.0 million** (+6.8% YoY). **61%** Dual Play Package & **39%** Triple Play.
- **EBITDA Margin** relatively stable of **around 50%** in 9M22
- **IndiHome revenue contribution to TelkomGroup** increased to **19.2%** in 9M22 from 18.5% in the same period last year.
- **Revenues from add-ons** grew by **11.4% YoY**, contributed **16.1%** (15.4% previous year) of total **IndiHome revenues**.
- IndiHome covers **499 (97%) cities/districts** throughout Indonesia.

# Enterprise Business and Wholesale & International Business

9M22

**Enterprise Business**

Revenue (Rp)

13.7tn

↘ 0.9% YoY

DC business transferred to WIB segment

## Major Contributors

B2B Digital IT Services

Enterprise Digital Services

### Industry Solutions



### Product Solutions



## Major Contributors

International Wholesale Voice

A2P Domestic and International



Rp5.6tn

↗ 11.5% YoY

Revenue  
(Mitratel stand-alone)

78.5%  
EBITDA Margin

28  
data centers

35,051 towers

1.44x  
tenancy ratio

Expanding to Fiber-to-the-Tower business

23 domestic  
5 overseas



9M22

**Wholesale & International Business**

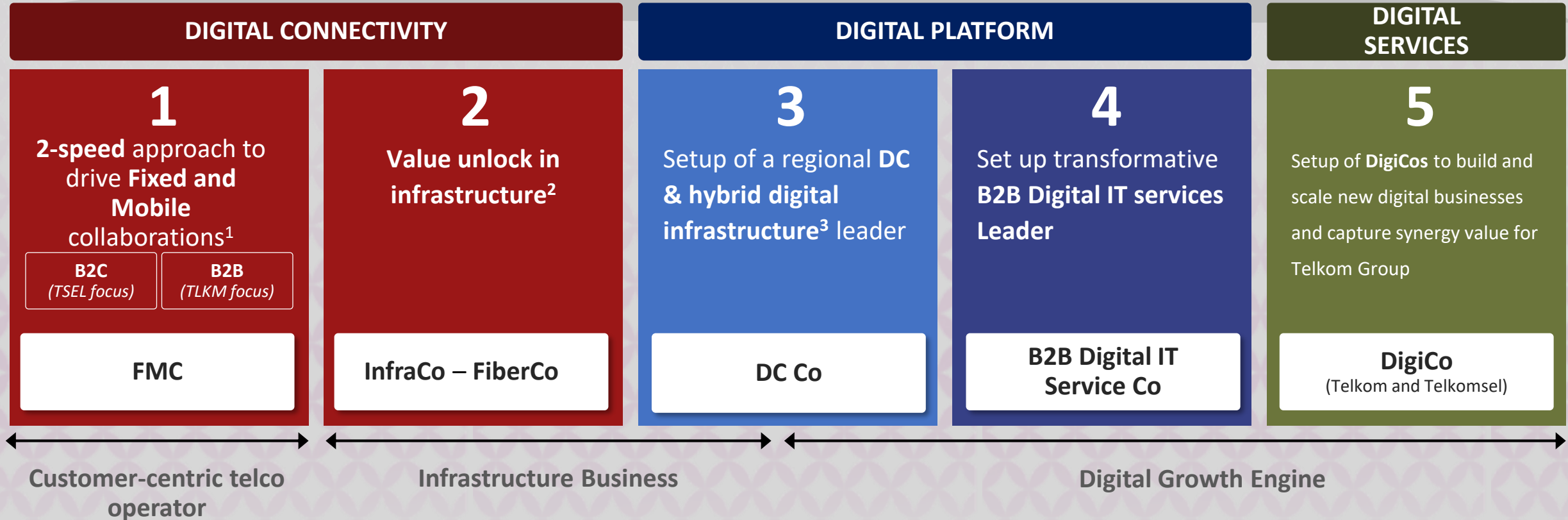
Revenue (Rp)

11.3tn

↗ 7.6% YoY

# 5 Bold Moves Strategy to Maximize Opportunity and Value Creation

## Five Bold Moves Framework



- Needs deeper exercise across multiple strategic dimensions including complexity, regulation, stakeholder, financial impact
- TowerCo has already completed IPO to unlock value in November 2021
- DC-related is placed under Digital Platform to accommodate integrated directions and more comprehensive strategies, including Cloud and Tech-giant strategy

# Strategic Initiatives

## Fixed-Mobile Convergence (FMC)

We 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.

## Data Center and Clouds

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**.

## InfraCo

Infrastructure value unlock, starting with Tower. We will continue to explore new InfraCo and infra sharing potential.

This initiative aims at optimizing consolidated Telkom's Capex efficiency, quality improvement, and coverage of service; to **optimize asset utility** and **market penetration**, **cater Telco business challenge**, and **create business value** that meets investor expectation.

# Q & A



# Thank You

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**November 2022**