

Corporate Presentation **1Q23 Results**

PT Telkom Indonesia (Persero) Tbk
May 2023

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.

1Q23 Results

Telkom in Brief

1Q23 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

Ownership

52.1%
Government of
Indonesia



47.9%
Public

Listings



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

Total Shares

99,062,216,600 shares

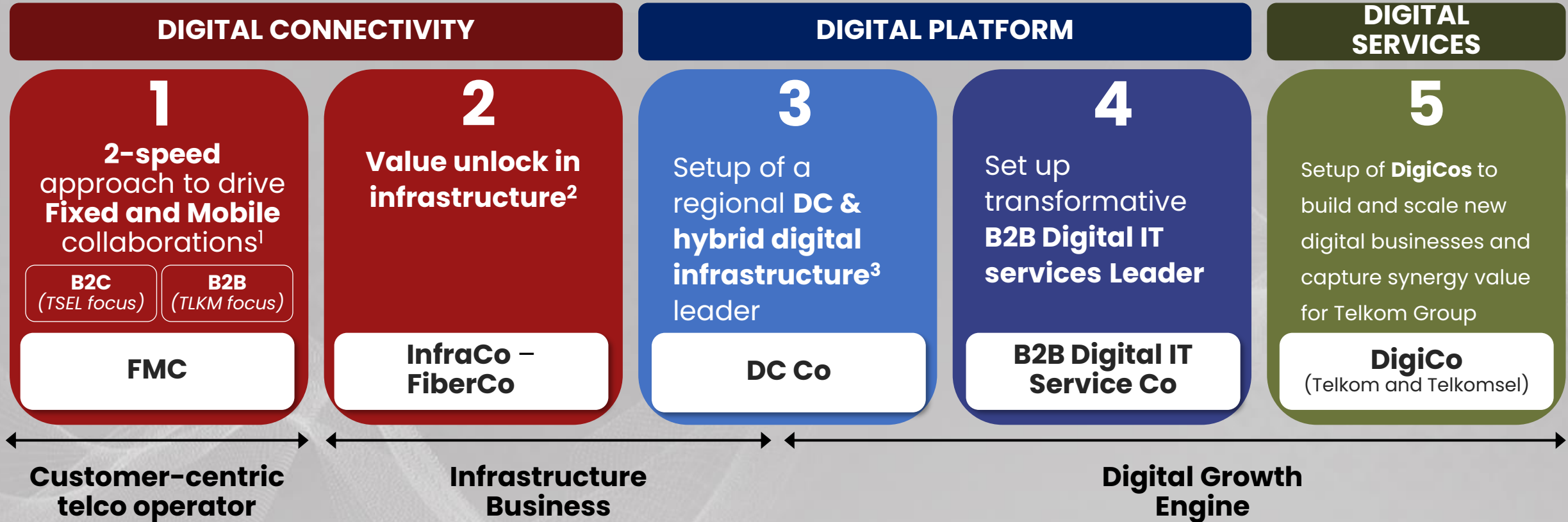
Market Capitalization

Rp421 Tn (USD28.5 Bn)*

*as of 28 April 2023

5 Bold Moves Strategy

Five Bold Moves Framework



1. Needs deeper exercise across multiple strategic dimensions including complexity, regulation, stakeholder, financial impact

2. TowerCo has already completed IPO to unlock value in November 2021

3. DC-related is placed under Digital Platform to accommodate integrated directions and more comprehensive strategies, including Cloud and Tech-giant strategy

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Performance Highlights

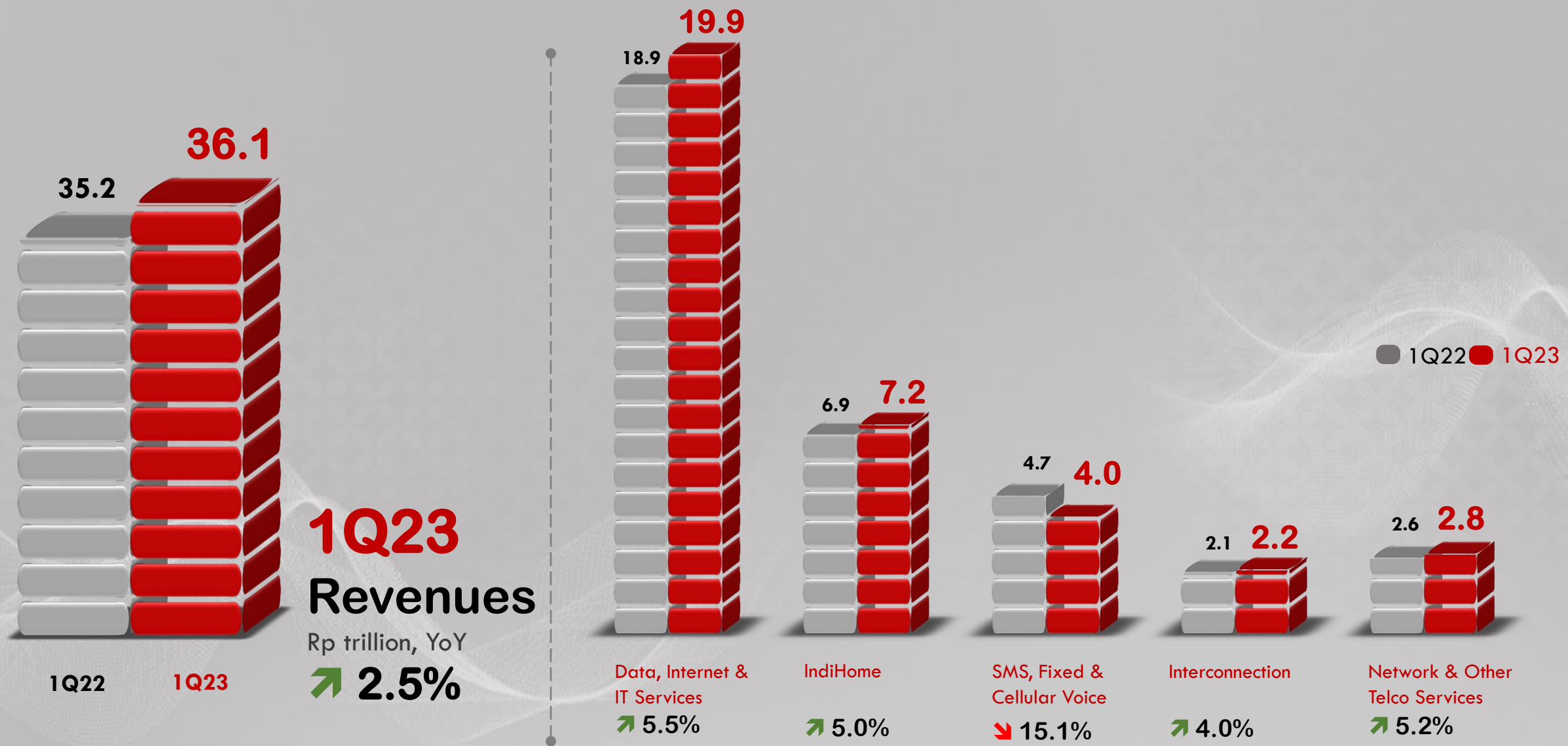
During the first quarter of 2023, **Telkom** recorded positive growth of **2.5% YoY in Revenue**, with **Net Income** grew by **5.0% YoY** to **Rp6.4 trillion**.

Telkomsel's Digital Business kept growing healthily with **11.0% YoY** growth in **data traffic** and its **contribution** reached **84.4%** of total **Telkomsel's revenue** as compared to last year's contribution of 79.7%

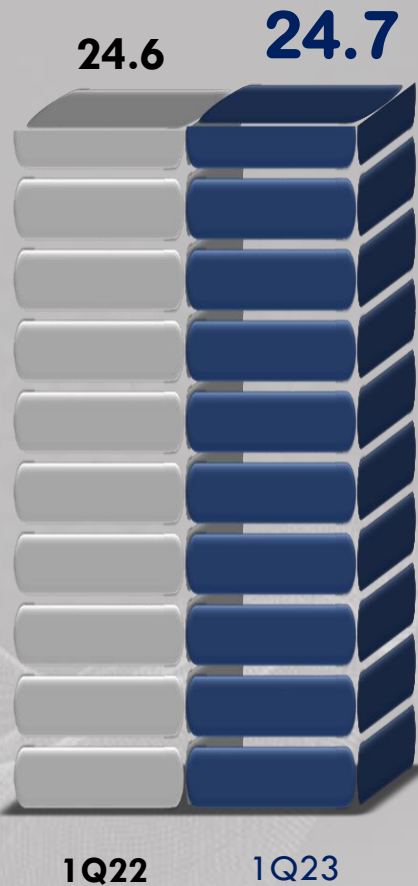
IndiHome continued to become our engine of growth which posted **Revenue** of **Rp7.2 trillion** or grew **5.0% YoY**, supported by **9.4 million total subscribers** and **increasing add-ons revenue**.

Telkom has signed **Conditional Spin-Off Agreement (CSA)** with **Telkomsel** on 6 April 2023, in relation to the TelkomGroup's plan to **reposition Telkom Business into B2B and B2C**. After the CSA is completed, **Telkom** will concentrate on **B2B business** while **Telkomsel** will defend its dominance in **B2C Telco business**.

Revenue



Expenses and Profitability



1Q23 Expenses
Rp trillion, YoY
↗ 0.3%



Operation, Maintenance & Telco Services
↗ 2.7%



Personnel
↗ 6.3%



Interconnection
↗ 16.4%



Marketing
↘ 6.0%



General & Administrative
↗ 53.5%

EBITDA

Rp trillion, YoY

↘ 2.0%

19.4 19.0

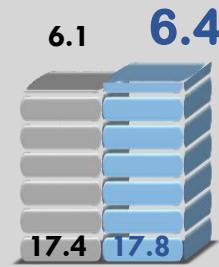
% Margin

55.1 52.6

Net Income

Rp trillion, YoY

↗ 5.0%



17.4 17.8

Note:

Operating Net Income 1Q23: Rp6.1 tn, 1Q22: Rp6.6 tn, ↘ 6.5% YoY

Operating Net Income Margin 1Q23 17.0%, 1Q22 18.7%

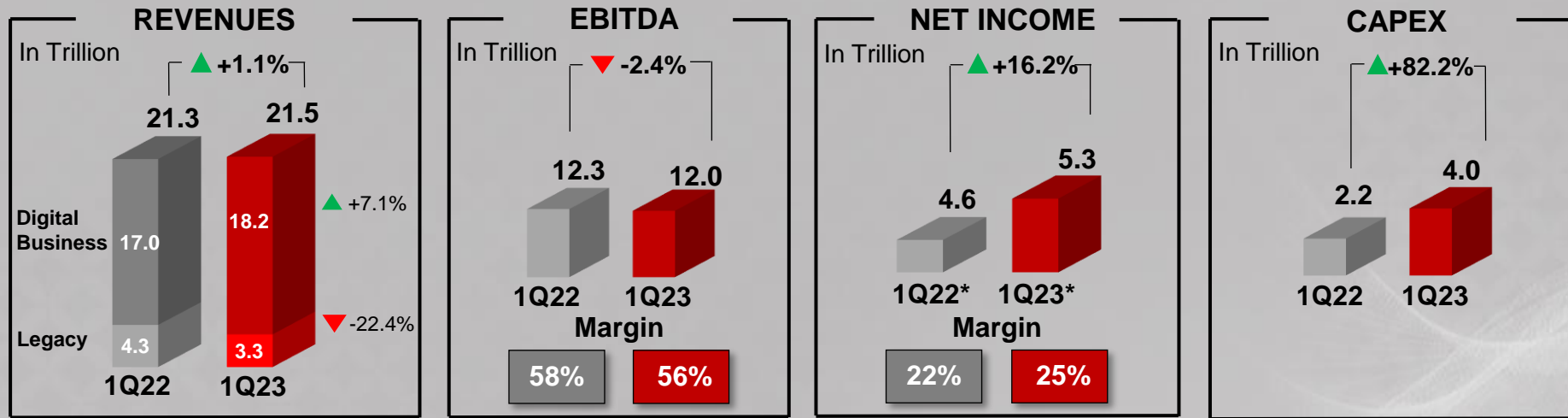
1Q22 1Q23

1Q22 1Q23

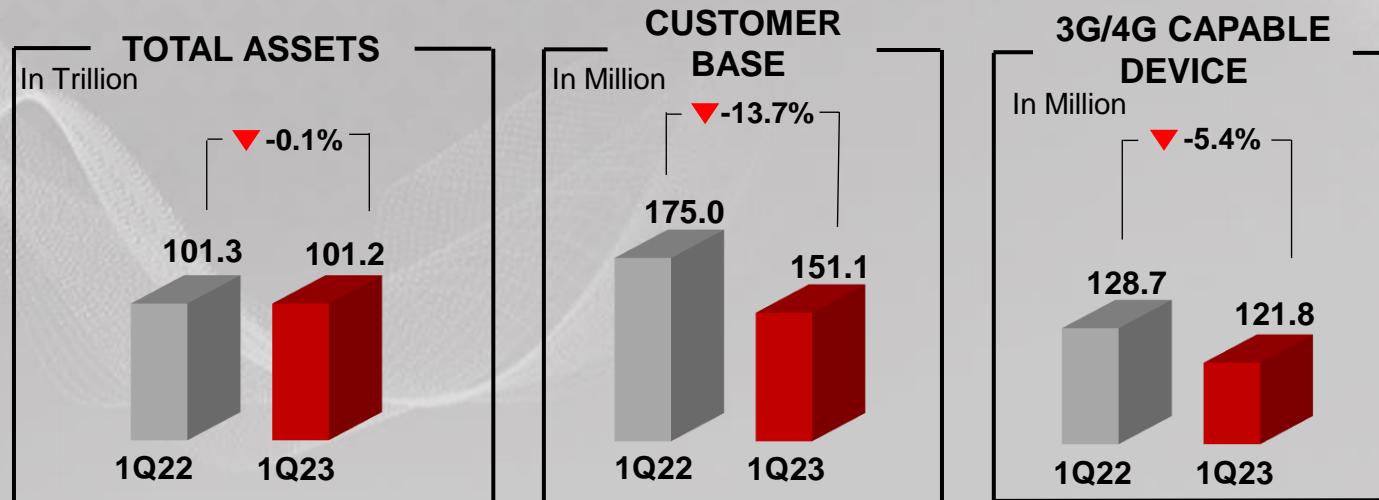
Telkomsel Performance

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

TSEL to effectively manage operating expenses with sustainable level of profitability at 55.7% EBITDA Margin.



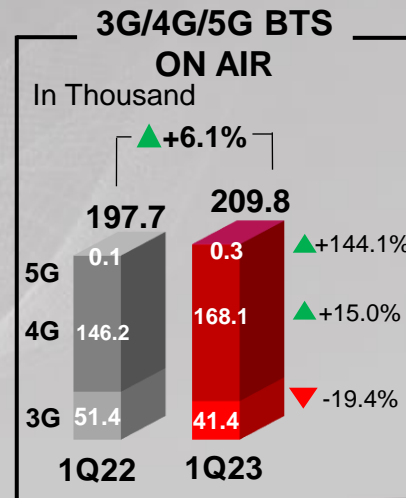
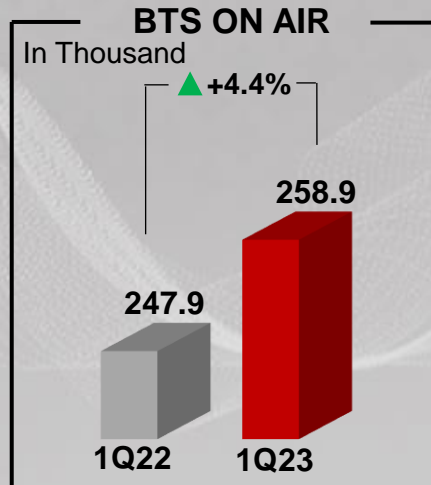
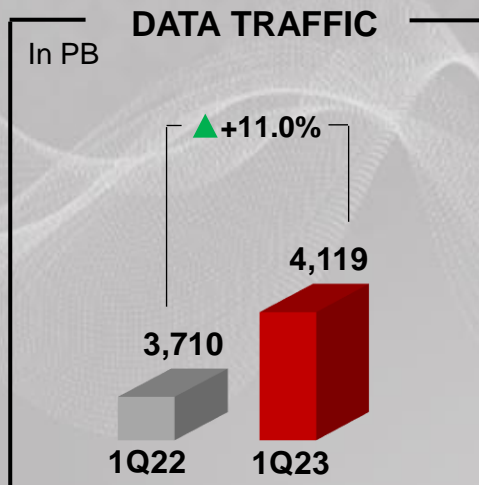
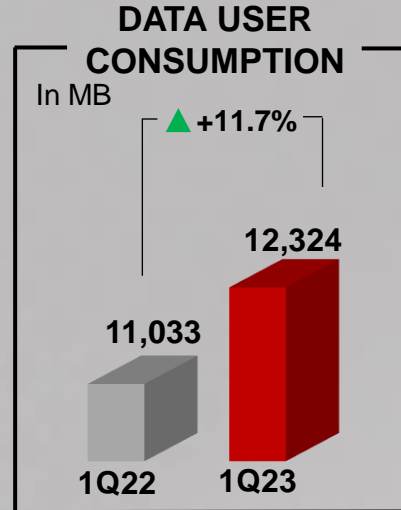
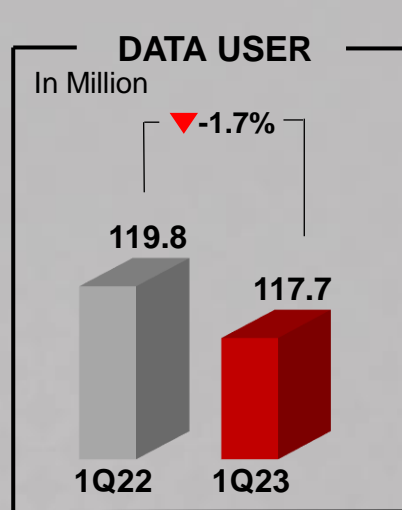
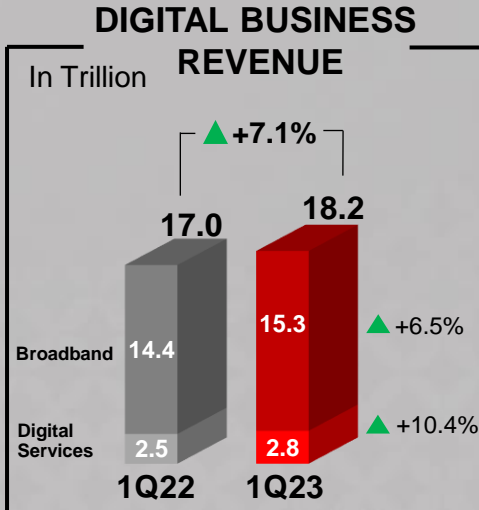
*) Includes inorganic initiatives with fair value of investment and one-off from unlocking assets



Telkomsel Digital Business

Continue to Focus on Digital Business

Engine of growth and accounted for 84% of Total Revenues



Digital Business:

Telkomsel
Video

Telkomsel
Games

Telkomsel
Music

Telkomsel
Orbit

Telkomsel
IoT

Telkomsel
redi

TADEX

Telkomsel
ENTERPRISE

Telkomsel
DigiAds

Telkomsel
MSIGHT

m**BANKING**
TELKOMSEL

**Link
Aja!**

Fixed Line Business



IndiHome

Revenue (Rp)

7.2tn

↗ 5.0% YoY

Add-ons Revenue

16.5%

of IndiHome Revenue

EBITDA Margin FY22

Relatively stable at

around **50%**

Total Subscribers

9.35mn

↗ 7.0% YoY

Additional Subscribers

140k in 2023

Coverage

501 cities

97.5%
Indonesian cities / districts

% Customer Proportion

65:35 | **90:10**

Dual Play : Triple Play | Residential : Enterprise



Enterprise Business

Revenue (Rp)

4.5tn

↗ 7.8% YoY

Biggest Solutions Contributors

- ❑ B2B IT Digital Services
- ❑ Enterprise Connectivity

Strengthening the Business

- ❑ Cloud Business
- ❑ Building Strategic Partnership with Global Tech Players



Wholesale & International Business

Revenue (Rp)

4.0tn

↗ 4.0% YoY

Growth Contributors

- ❑ International Wholesale Voice
- ❑ Digital Infrastructure

Revenue

(Mitratel stand-alone)

Rp2.1tn

↗ 9.9% YoY

36,439

Towers

Biggest Towerco in SEA
In terms of towers owned

EBITDA Margin

81.5%

Tenancy Ratio

1.46x

29 data centers

24 domestics, 5 overseas

DC&Cloud Revenue

Rp422bn

Strategic Initiatives

Fixed-Mobile Convergence (FMC)

Telkom and Telkomsel signed the **Conditional Spin-off Agreement (CSA)** on **6 April 2023**. **Telkom to transfer IndiHome business to Telkomsel. Telkom's shareholding position in Telkomsel will increase from 65% to 69.9%.**

FMC is very strategic to **maintain the competitiveness and advantage** in facing business competition, to **improve the service quality** provided to customers, to **accelerate** the process of providing **broadband services** to the public throughout all regions of Indonesia.

Data Center and Clouds

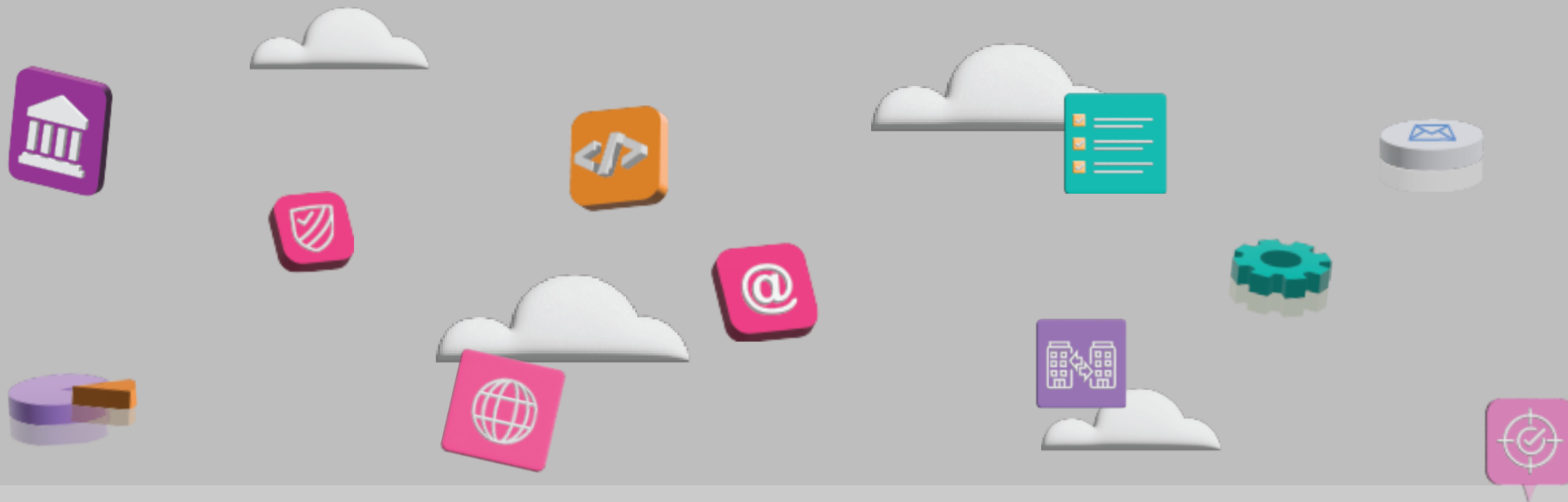
The presence of robust data center and cloud infrastructure is key to enable us in developing various digital solutions to enhance customers' experience.

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.



PT Telkom Indonesia (Persero) Tbk May 2023

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