

# Corporate Presentation **1H17 Results**

PT Telkom Indonesia (Persero) Tbk

August 2017



# 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.

# Board of Directors



## Telkom



**CEO TELKOM GROUP**  
ALEX J. SINAGA



**Director**  
HARRY M. ZEN



**Director**  
HERDIY R. HARMAN



**Director**  
ABDUS SOMAD ARIEF



**Director**  
DIAN RACHMAWAN



**Director**  
MAS'UD KHAMID



**Director**  
ZULHELFI ABIDIN



**Director**  
DAVID BANGUN

## Telkomsel



**CEO Telkomsel**  
RIRIEK ADRIANSYAH



**Director**  
HERI SUPRIADI



**Director**  
EDWARD YING SIEW HENG



**Director**  
ALISTAIR D JOHNSTON



**Director**  
SUKARDI SILALAH



**Director**  
MONTGOMERY HONG



**Director**  
BOB APRIAWAN



**Director**  
IRFAN TACHRIR

## TELKOM in Brief

### 1H17 Financial & Operational Results

### Company Guidance 2017



# Share Ownership

Government **52.1%**

Public **47.9%**

Treasury Stock  
1.7 Bn shares

## Total Shares

**100,799,996,400** shares

## Market Capitalization

**Rp473.7 Tn (USD35.2Bn)\***

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



\*as of July 26, 2017

**TELKOM Introduction**

**1H17 Financial & Operational Results**

**Company Guidance 2017**



# 1H17 Performance Highlights

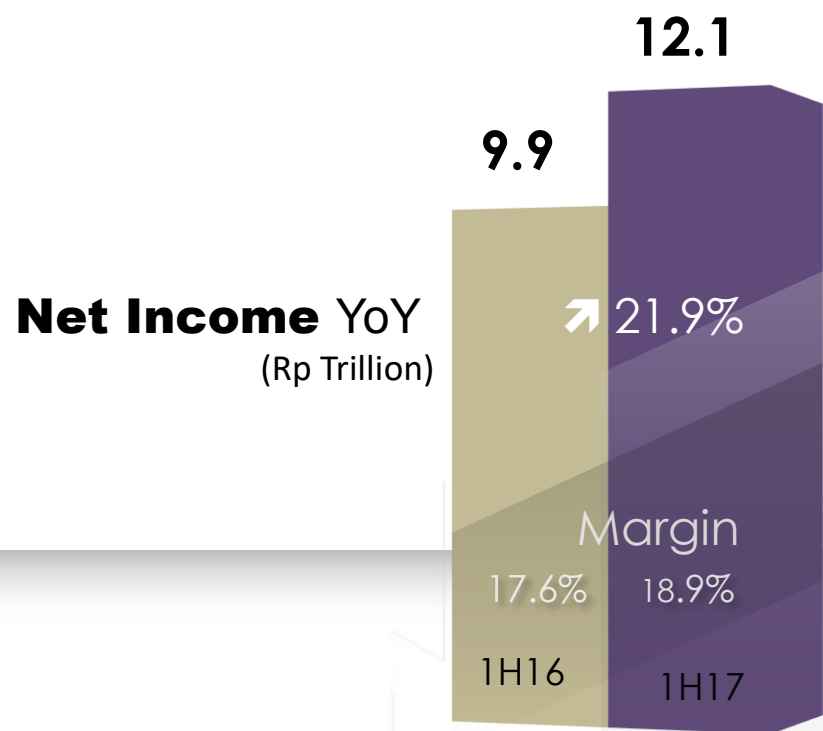
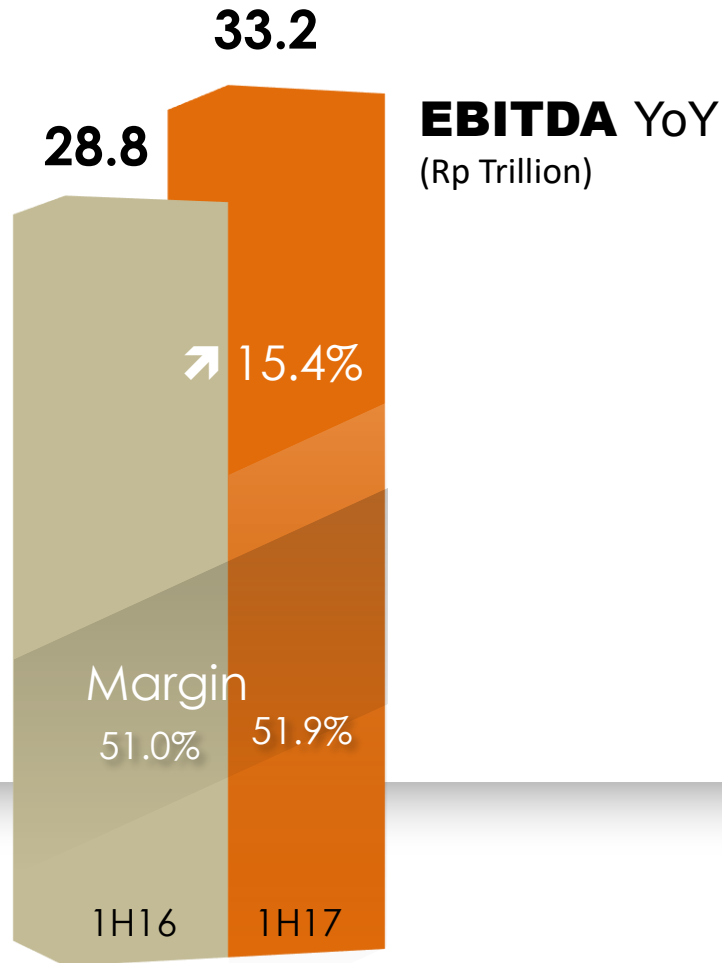
**Telkom Indonesia** delivered remarkable remark in 1H17, posting triple double-digit growth in **Revenue, EBITDA, and Net Income** of **13.4%, 15.4%, and 21.9%** YoY respectively.

**Data, Internet & IT Services** sharply increased close to **20.0%** YoY. This segment contributed **42.4%** to total revenue.

**Telkomsel** recorded another triple double-digit growth with **Revenue** grew by **11.9%, EBITDA 14.0%, and Net Income 15.6%** respectively.

**Telkomsel** installed **17,538** new BTSs, all of which are 3G/4G BTSs to enhance mobile broadband experience.

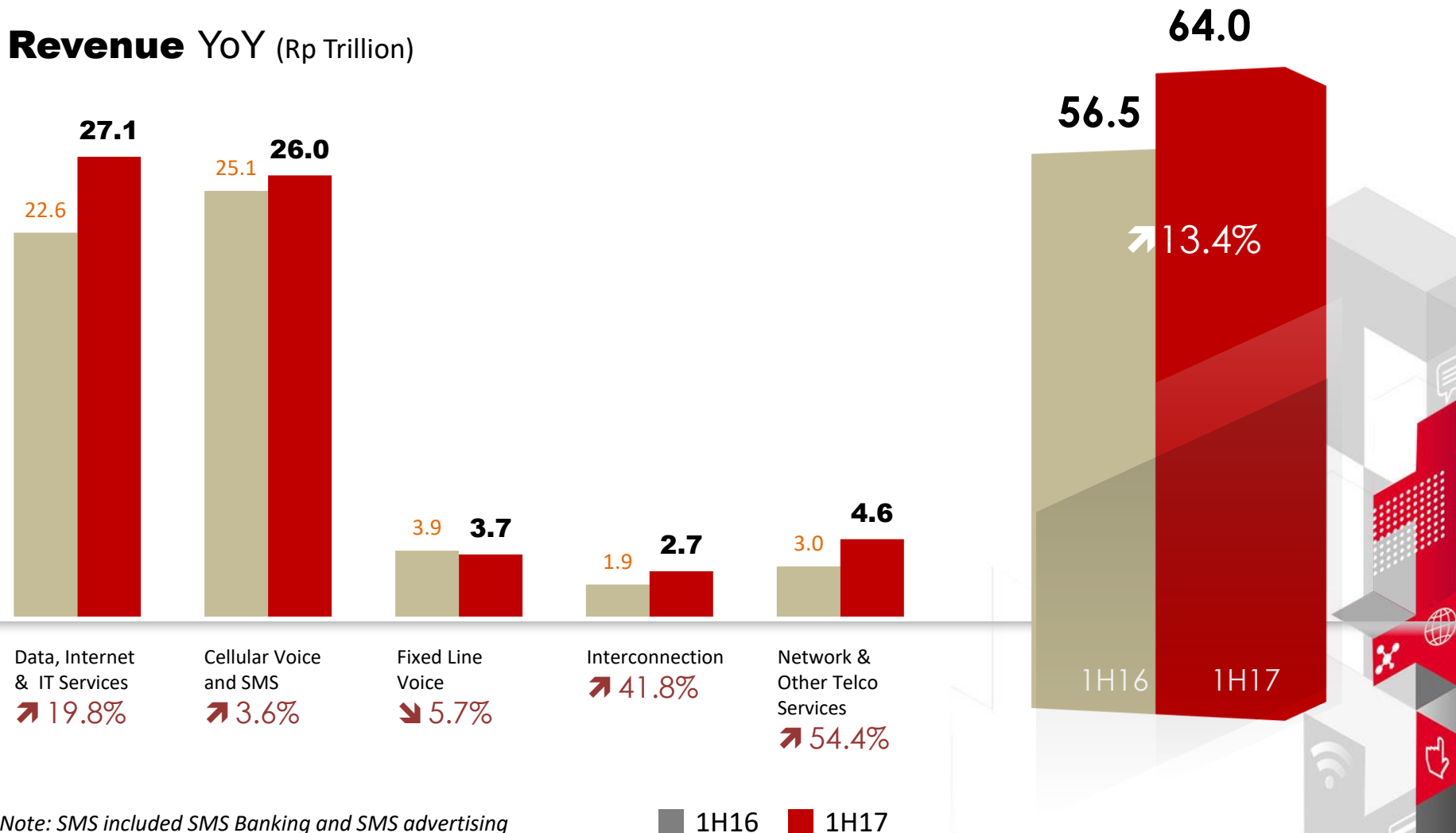
# Strong EBITDA & Net Income Growth with Healthy Margins





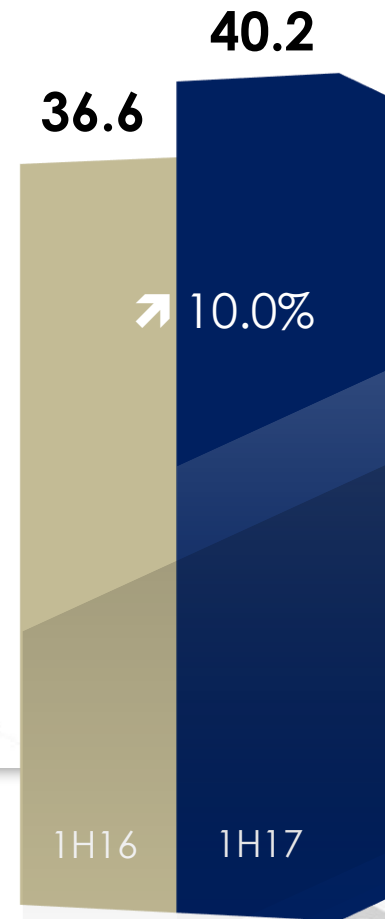
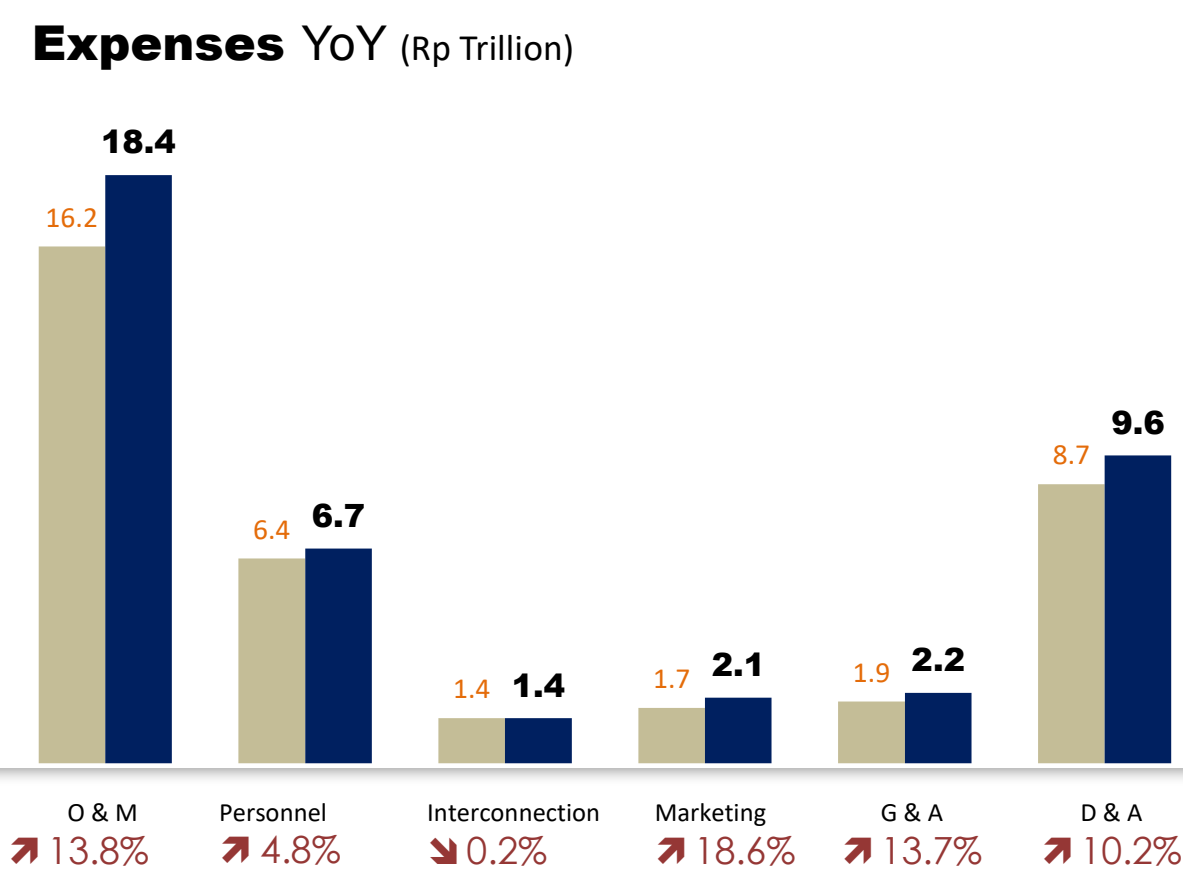
# Strong Revenue Growth, Driven by Data Business

## Revenue YOY (Rp Trillion)



# Moderate Growth in Expenses

## Expenses YOY (Rp Trillion)

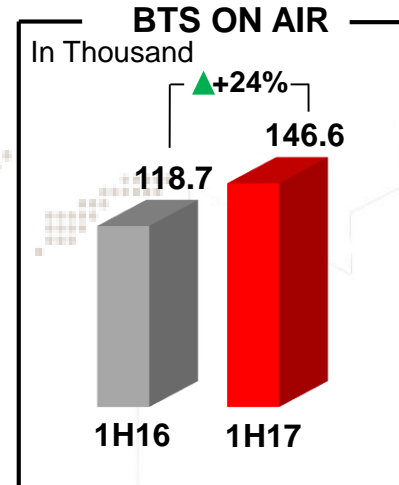
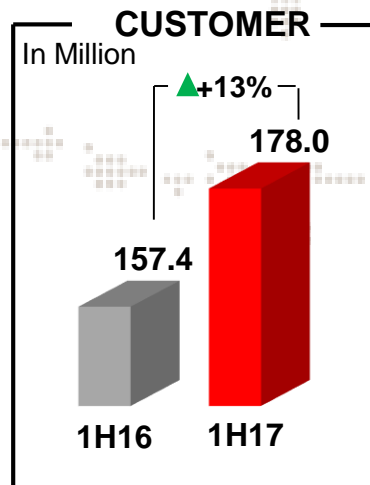
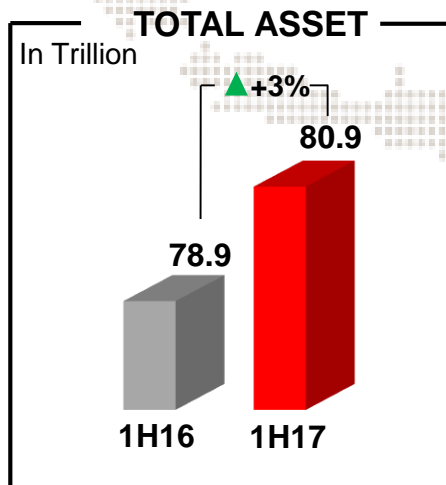
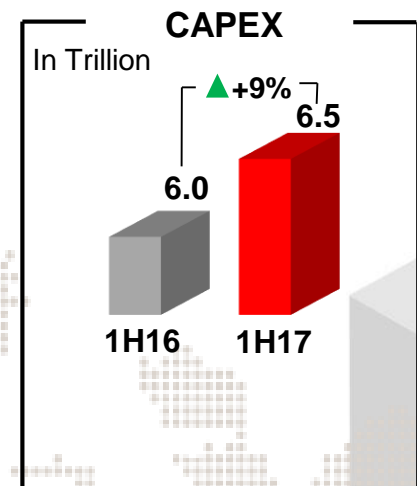
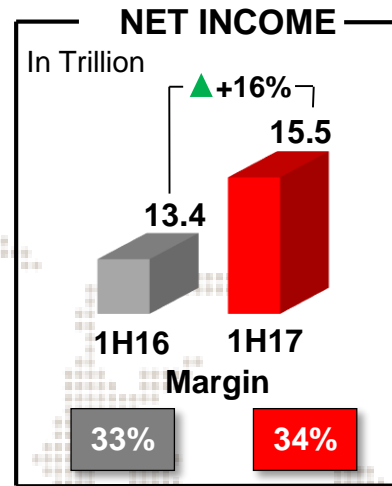
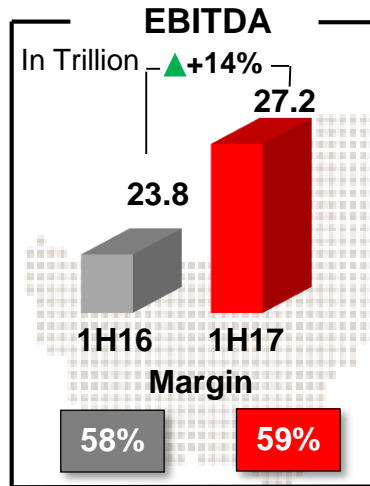
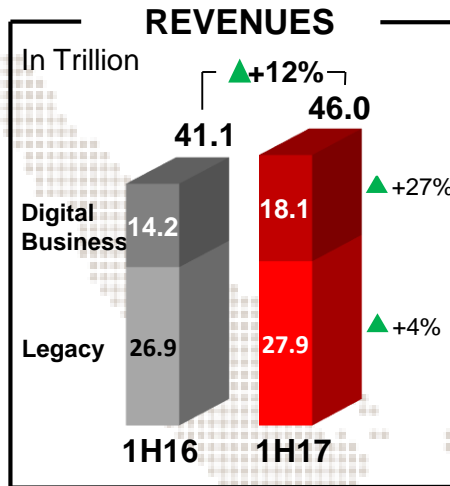


■ 1H16 ■ 1H17

# TSEL: PERFORMANCE HIGHLIGHTS

Maintained Strong Performance Momentum during 2017

## YEAR-ON-YEAR ACHIEVEMENT

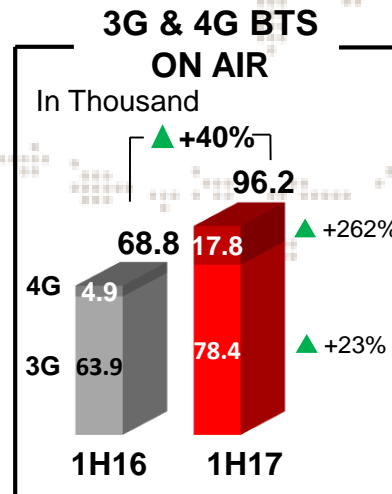
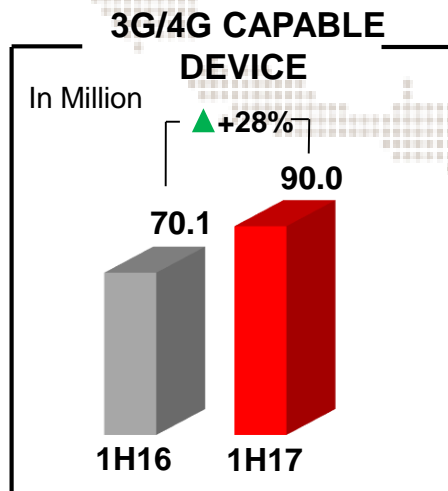
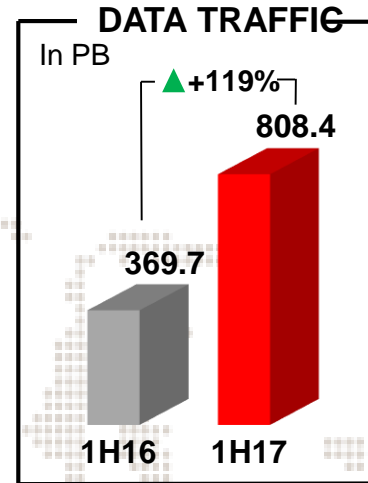
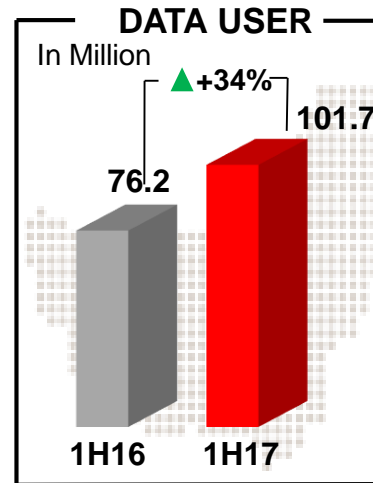
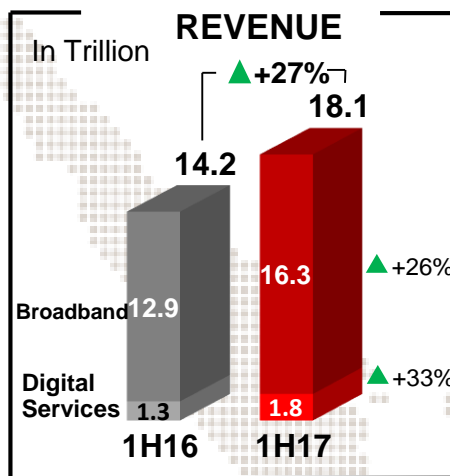


# TSEL: PERFORMANCE HIGHLIGHTS

Continue to Focus on Digital Business

## YEAR-ON-YEAR ACHIEVEMENT

### DIGITAL BUSINESS



### Digital Business:



# Excellent Operational Results

## Telkomsel Operational



- 3G/4G-capable device users: 89.9 mn (+28.3% YoY). 29.7 mn has enjoyed 4G.
- Mobile data payload jumped 118.7% YoY to 827,800 TB.
- Added 17,538 new BTSs (all are 3G/4G). Total BTS 147K (66% 3G/4G).
- 4G LTE Service: 482 municipal cities across Indonesia, 18K BTS
- Total customers: 178.0 mn, increased 13.1% YoY.

## TELKOM Operational



- IndiHome subs reached 2.0 Mn increased 34.2% YoY
- More content including video streaming platform and attractive features such as Movin'.
- ARPU in 2Q17 Rp344K (vs Rp350K in 1Q17)
- Fixed broadband users (incl. non-IndiHome) increased 4.7% YoY to 4.5 Mn

# Progress Indonesia Digital Network 1H17



**Id-Ring**  
Nationwide  
Broadband  
Backbone

## Fiber Optic Backbone

- Length: 107,961 Km
- Submarine 37.1K km, Terrestrial: 70.8 km

## TELKOM's Satellite



## Maps of Indonesia Backbone Network



**id-Access**  
True  
Broadband  
Access

146,571  
TSEL BTS incl. 17,837 4G BTS

17.2mio  
Fiber homepass

355.8K  
wifi.id access points

2 mio  
LIS Indihome Fiber

**id-Con**  
Indonesia  
Digital  
Convergence

101.8K sqm  
Tier-II, III & IV Data Center



**TELKOM in Introduction**

**1H17 Operational & Financial Results**

**Company Guidance 2017**



# 2017 Guidance

## Revenue Growth

To grow better than industry. Telco industry is expected to grow at mid to high single digit in 2017.

## EBITDA & Net Income Margins

To slightly decline as Telkom is shifting towards digital telco company with higher proportion of revenue from digital business and lower revenue portion from legacy (voice and SMS services)

## CAPEX

Around 23%-25% of revenue with focus on broadband infrastructures, both mobile and fixed line

## MAIN PROGRAM

### Customer Experience

Leading Digital Capability to Provide Excellent Customer Experience

### Digital Business

Champion of Digital inHome, Personal, Enterprise and Wholesale Services

### Inorganic

Smart Inorganic Growth



**Thank You**

**PT Telkom Indonesia (Persero) Tbk**  
August 2017