

Corporate Presentation **9M17 Results**

PT Telkom Indonesia (Persero) Tbk

October 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.

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Director
DAVID BANGUN

Telkomsel



CEO Telkomsel
RIRIEK ADRIANSYAH



Director
HERI SUPRIADI



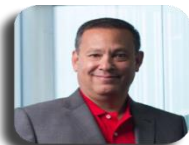
Director
EDWARD YING SIEW HENG



Director
ALISTAIR D JOHNSTON



Director
SUKARDI SILALAHI



Director
MONTGOMERY HONG



Director
BOB APRIAWAN



Director
IRFAN TACHRIR

TELKOM in Brief

9M17 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

Rp471.7 Tn (USD35.0 Bn)*

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



*as of Sept 30, 2017

TELKOM Introduction

9M17 Financial & Operational Results

Company Guidance 2017



9M17 Performance Highlights

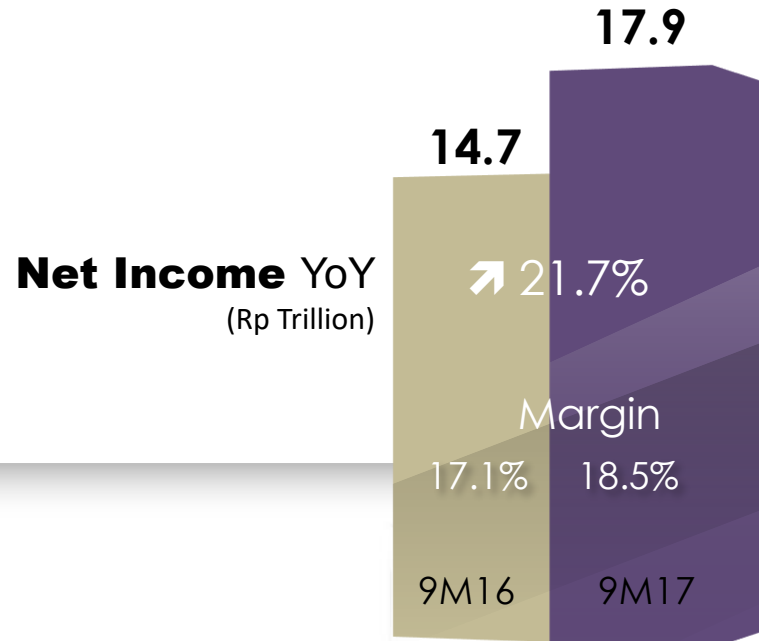
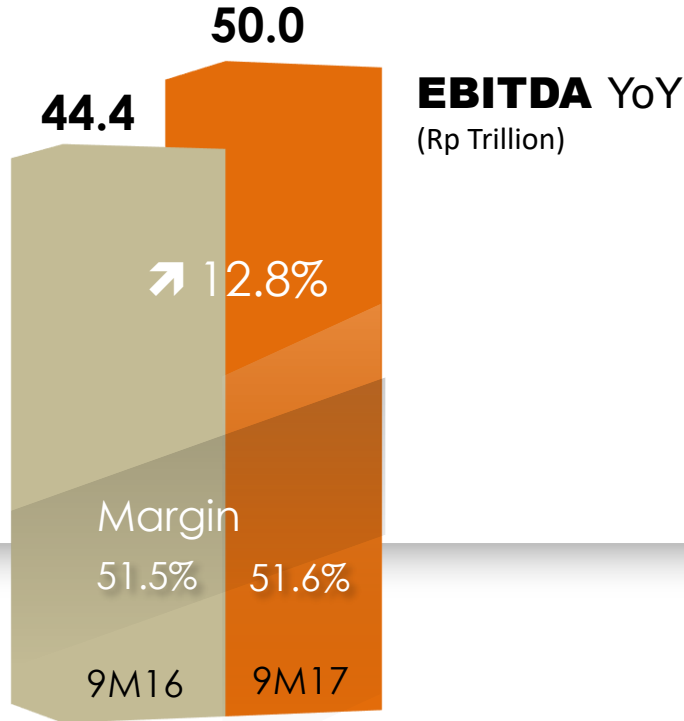
Telkom Indonesia delivered strong results in 9M17, recording triple double-digit growth in **Revenue**, **EBITDA**, and **Net Income** of **12.5%**, **12.8%**, and **21.7%** YoY respectively.

Revenue growth was driven by **Data, Internet & IT Services** which increased by **30.5%** YoY. This segment contributed **43.8%** to total revenue, increased from 37.7% last year.

Telkomsel revenue grew by **9.2% YoY** with improved **EBITDA Margin** to **58.8%** from **58.3%**.

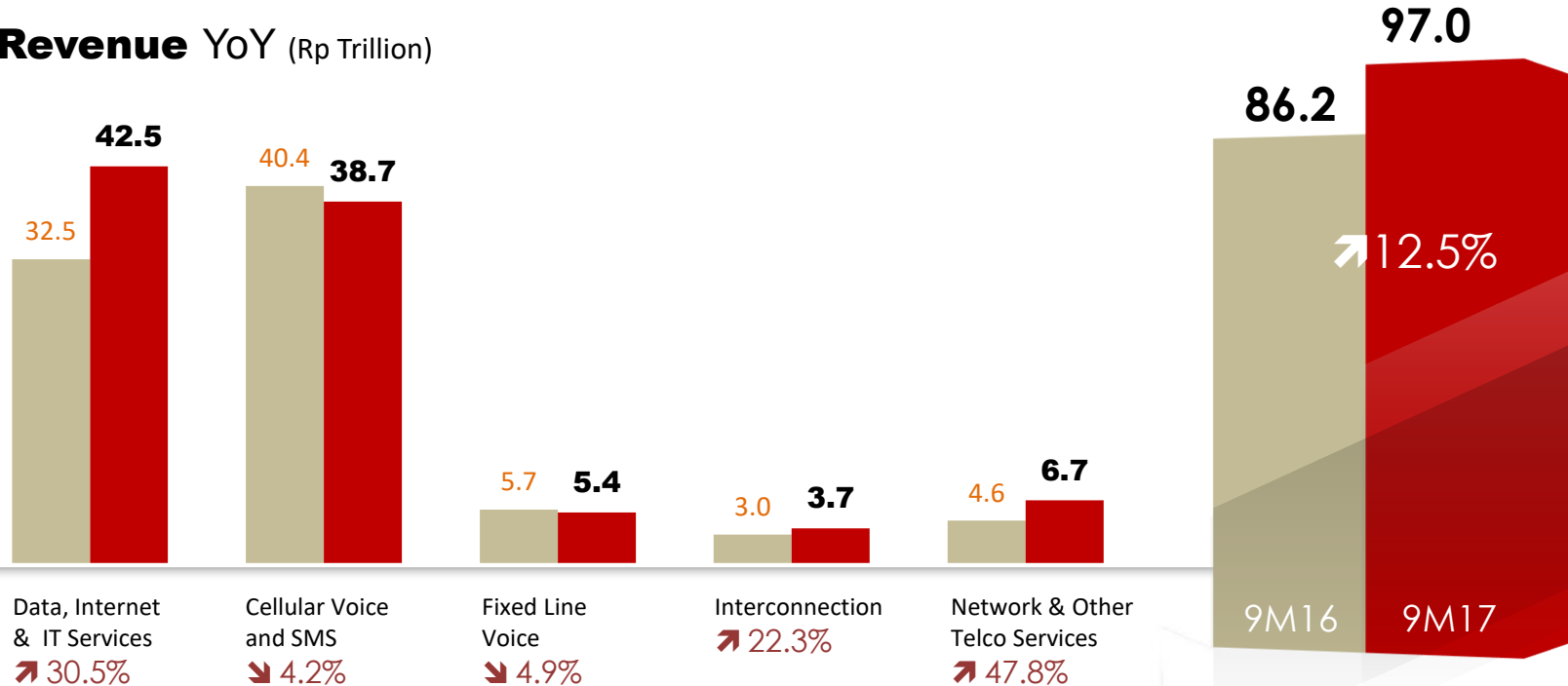
Telkomsel installed **23,158** new BTSs, all of which were 3G/4G BTSs to enhance mobile broadband experience.

Strong EBITDA & Net Income Growth with Healthy Margins



Strong Revenue Growth, Driven by Data Business

Revenue YOY (Rp Trillion)

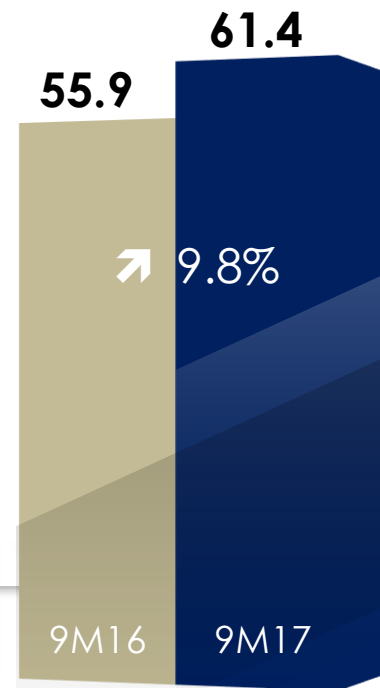
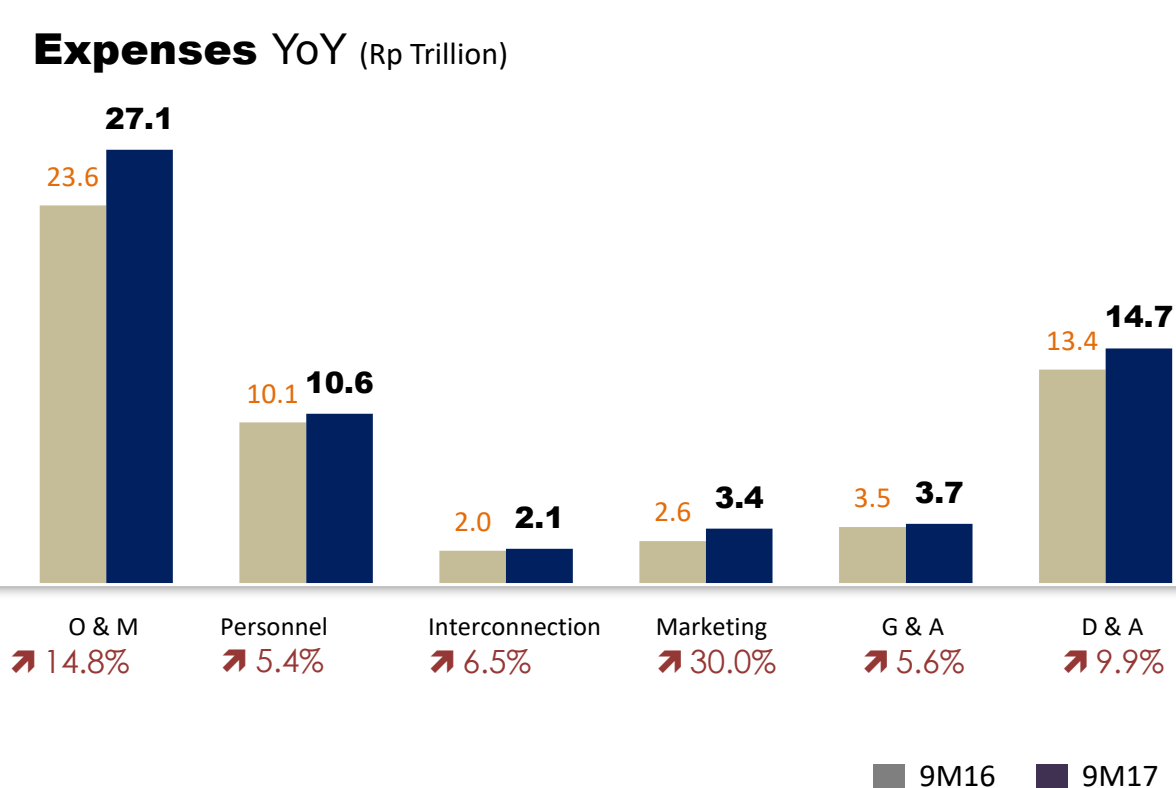


Note: SMS included SMS Banking and SMS advertising

■ 9M16 ■ 9M17

Manageable Expenses

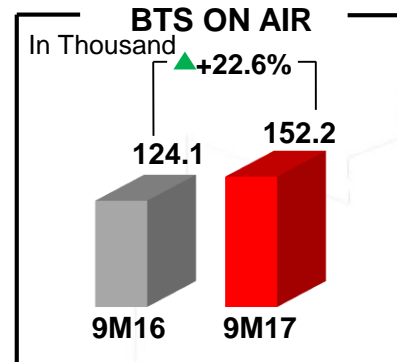
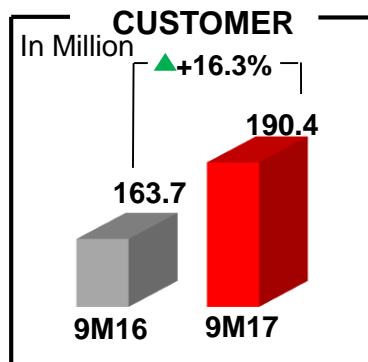
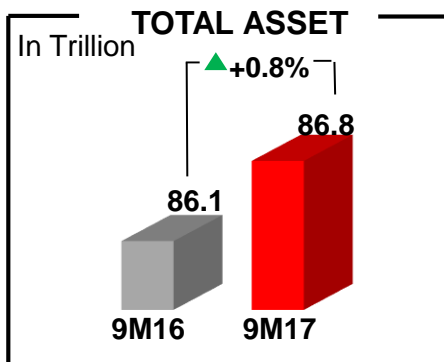
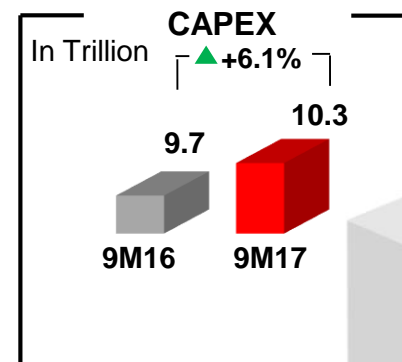
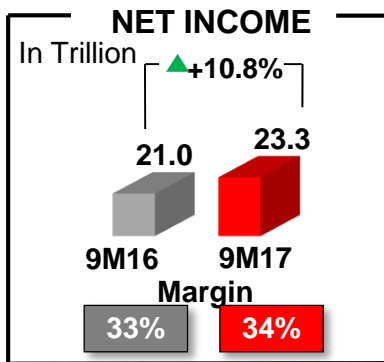
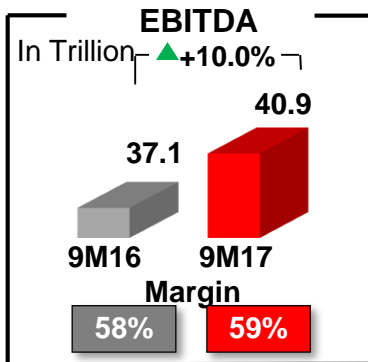
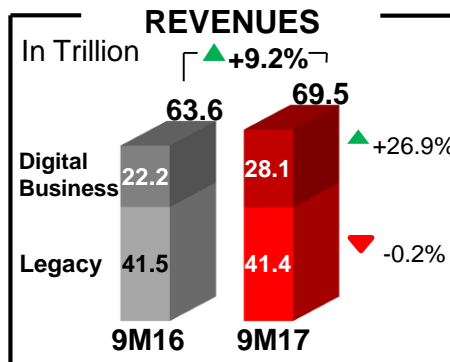
Expenses YOY (Rp Trillion)



Telkomsel Performance

Delivered a strong set of results during 2017

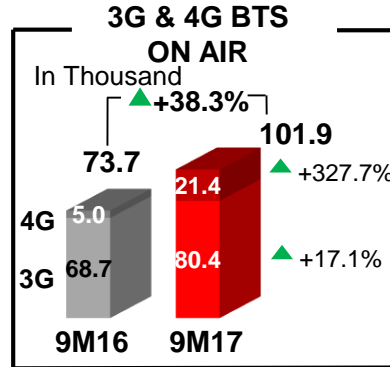
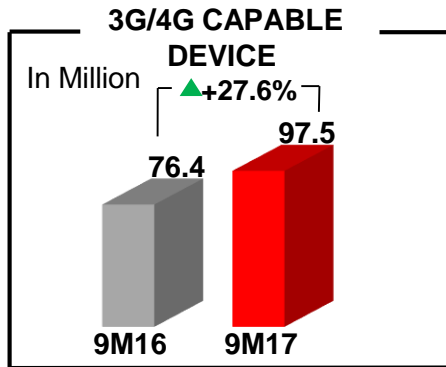
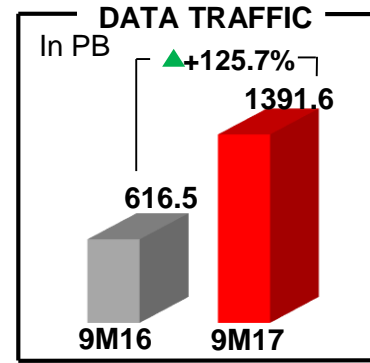
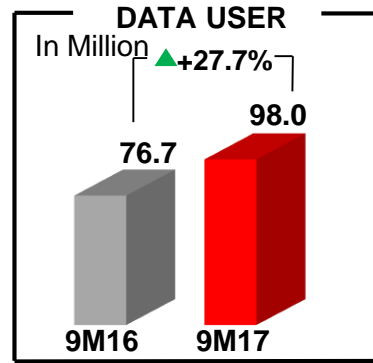
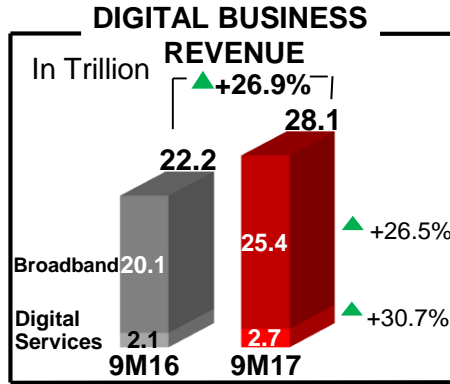
YEAR-ON-YEAR ACHIEVEMENT



Telkomsel Performance

Continue to Focus on Digital Business

YEAR-ON-YEAR ACHIEVEMENT



Digital Business:



Excellent Operational Results

Telkomsel Operational



- 3G/4G-capable device users: 97.5 mn (+27.6% YoY). 40.5 mn has enjoyed 4G
- Mobile data payload jumped 125.7% YoY to 1,425,027 TB
- Added 23,158 new BTSs (all are 3G/4G). Total BTS 152K (102K 3G/4G)
- 4G LTE Service: 489 municipal cities across Indonesia, 21K BTS
- Total customers: 190.4 mn, increased 16.3% YoY

TELKOM Operational

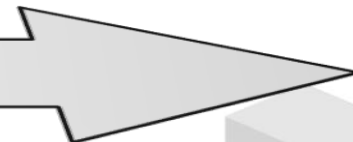


- IndiHome subs reached 2.3 Mn increased 53.5% YoY
- IndiHome revenue grew 49.7% to Rp5.9 Tn
- ARPU in 3Q17 Rp308K (vs Rp344K in 2Q17)
- More content and attractive features
- Enterprise business revenue grew 39.5% to Rp15.8 Tn

Enterprise and Wholesale Business

Focused on **provision of digital and managed solution** through ICT and various smart enabler platforms

Telkom has been winning several major projects from **various industries**



SEA-ME-WE-5

20,000 km from Dumai, Indonesia -
Marseille, France
**has started to operate in
January 2017**

Maps of Indonesia Backbone Network



TELKOM in Introduction

9M17 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

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