

Corporate Presentation FY19 **Results**

PT Telkom Indonesia (Persero) Tbk
June 2020



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.

FY19 Results

Telkom in Brief

FY19 Financial and Operational Results



Board of Directors

TELKOM Group



CEO TELKOM GROUP
RIRIEK
ADRIANSYAH



DIRECTOR
HARRY
M. ZEN



DIRECTOR
ZULHELFI
ABIDIN



DIRECTOR
EDWIN
ARISTIAWAN



DIRECTOR
ACHMAD
SUGIARTO



DIRECTOR
BOGI
WITJAKSONO



DIRECTOR
SITI
CHOIRIANA



DIRECTOR
FAIZAL R.
DJOEMADI



DIRECTOR
EDI WITJARA

Telkomsel



CEO TELKOMSEL
SETYANTO
HANTORO



DIRECTOR
HERI SUPRIADI



DIRECTOR
EDWARD YING



DIRECTOR
RACHEL GOH



DIRECTOR
RIRIN
WIDARYANI



DIRECTOR
FM VENUSIANA R

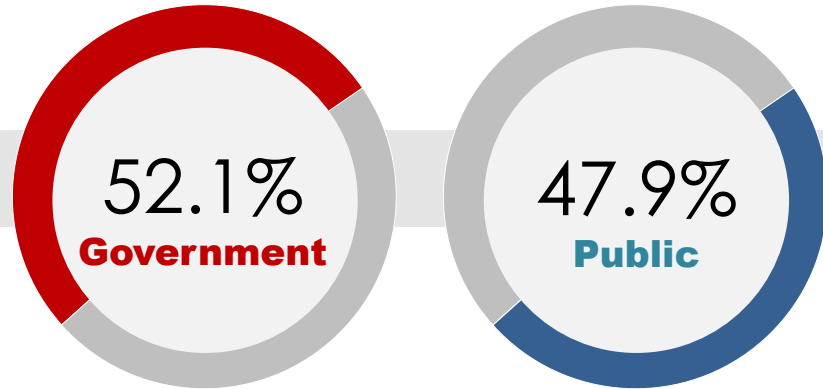


DIRECTOR
IRFAN A.
TACHRIR



DIRECTOR
BHARAT ALVA

Share Ownership



Total Shares

99,062,216,600 shares

Market Capitalization

Rp312 Tn (USD21.4 Bn)*

*as of May 29, 2020

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



FY19 Results

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FY19 Performance Highlights

IndiHome continued its strong momentum with revenue increased by **28.1%** to **Rp18.3** trillion with **7** million subscribers by the end of 2019

Data, Internet, and IT Service increased by **16.6%** to **Rp65.7** trillion in FY19 driven by fast growing mobile data

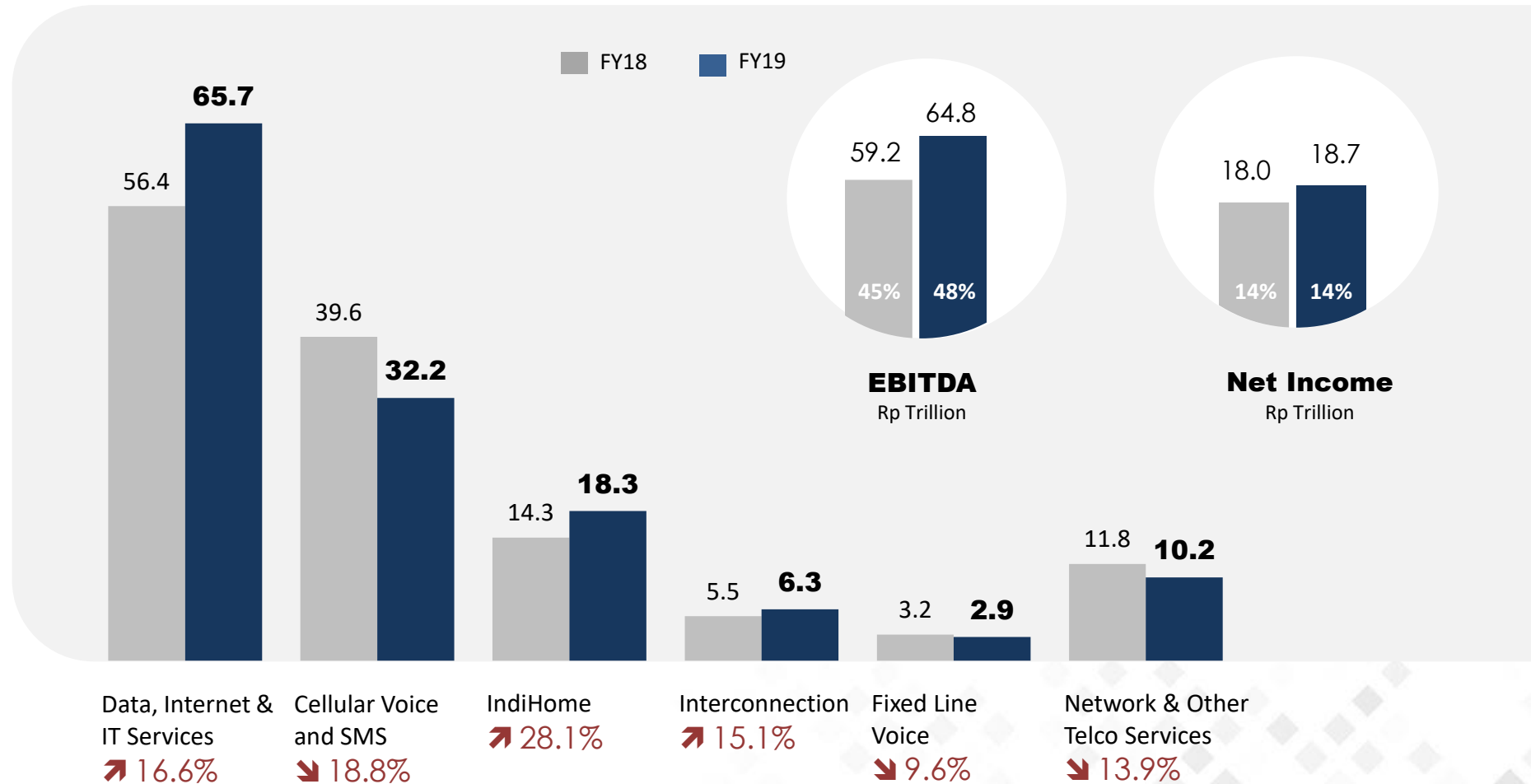
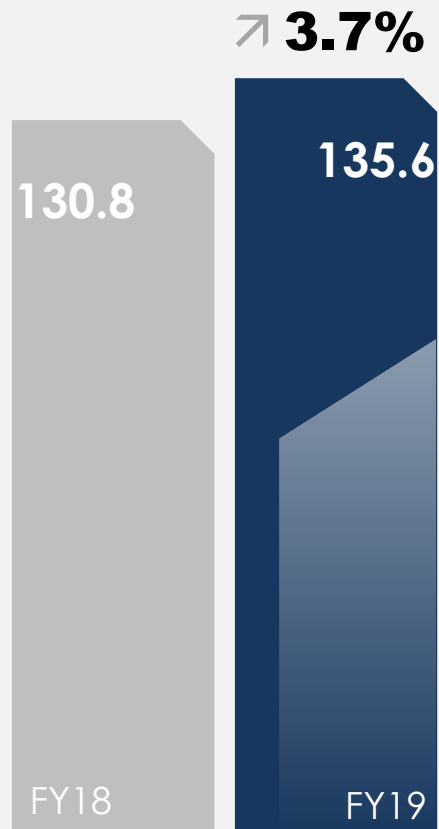
Telkom Indonesia's revenue grew by **3.7%** YoY. Amidst continuous legacy revenue decline, EBITDA margin still went up by **2.6ppt** to **47.8%** due to increase of IndiHome's EBITDA margin from **25.6%** in FY18 to **33.9%** in FY19

Cash flows from operating activities reach historical high of **Rp54.95** trillion or jumped by **20.3%** YoY during 2019

Telkomsel deployed **c. 23 thousand** 4G BTS during 2019 which brought total BTS on air to **c. 212 thousand** units. Telkom's fiber-based backbone length reached **c. 164,700** KM.

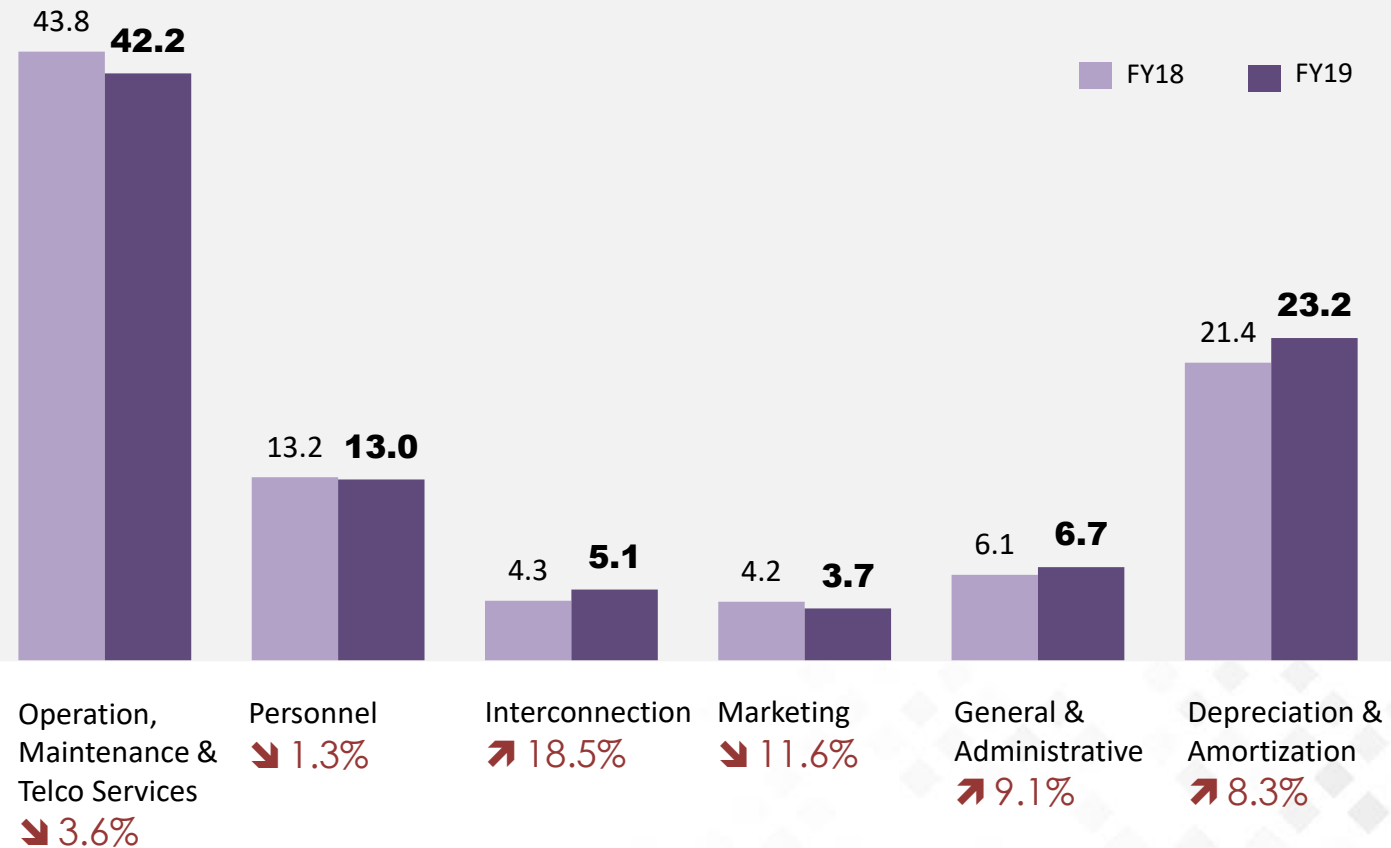
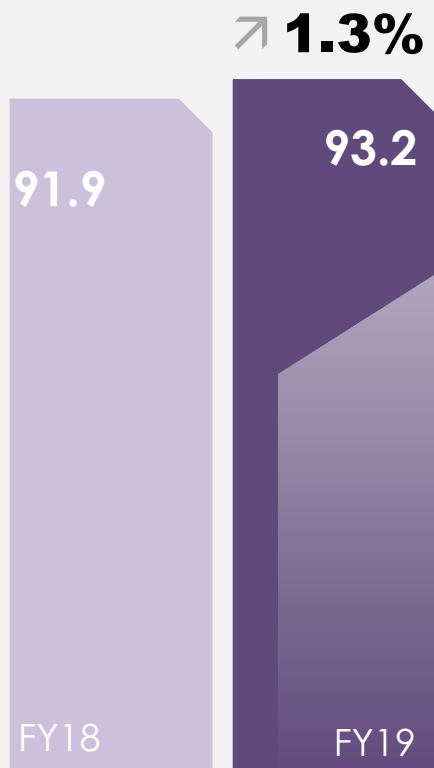
IndiHome and Mobile Digital Business as the Growth Drivers

FY19 Revenue YoY
(Rp Trillion)



Expenses are Manageable

FY19 Expense YoY (Rp Trillion)



Fixed Broadband

IndiHome
Revenue (Rp)

18.3tn
↗ 28.1% YoY

IndiHome
FIBER»»

- Net additional subscribers 4Q19 **491K**
- Total IndiHome subscribers FY19 **7.0 Mio** (+37.2%)
 - Dual Play **52% of total subs**
 - Triple Play **48% of total subs**
- Consumer segment contributed **89%** of revenues
- ARPU 4Q19 **Rp244K**



IndiHome
「DIGITAL HOME EXPERIENCE」



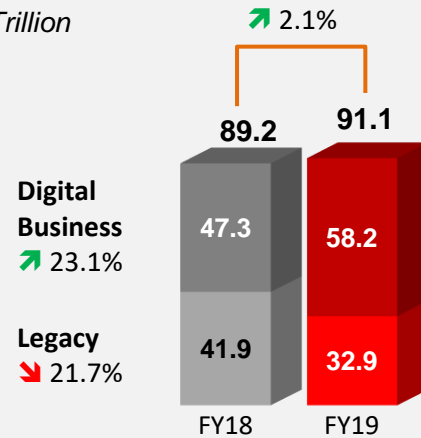
Telkomsel Performance

Industry is going toward a healthier and rational condition for the overall telecommunications industry
TSEL recorded a positive performance of Revenues, EBITDA & Net Income in FY-2019

YEAR ON YEAR

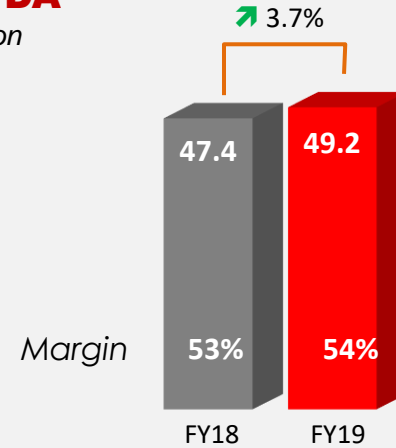
REVENUES

In Trillion



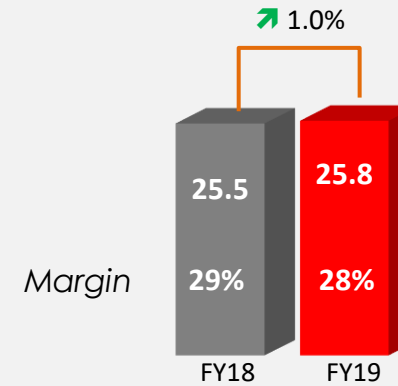
EBITDA

In Trillion



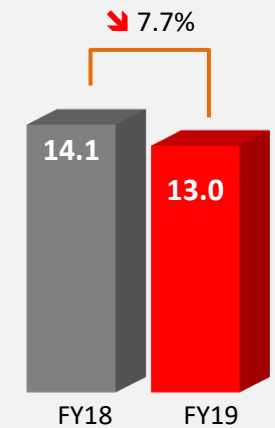
NET INCOME

In Trillion



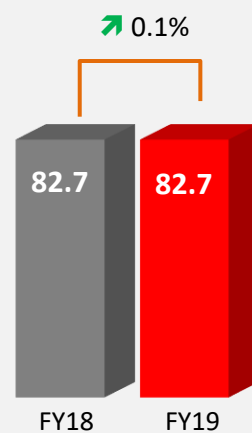
CAPEX

In Trillion



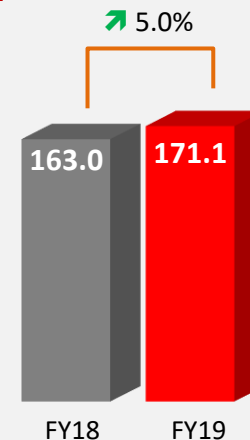
TOTAL ASSET

In Trillion



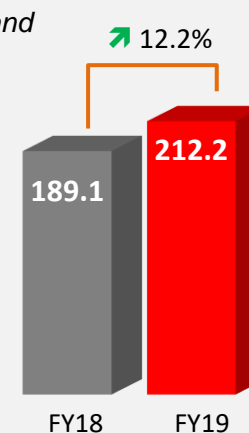
CUSTOMER

In Million



BTS

In Thousand



Telkomsel Performance

Continue to Focus on Digital Business : Engine of growth and accounted for 64% of Total Revenues

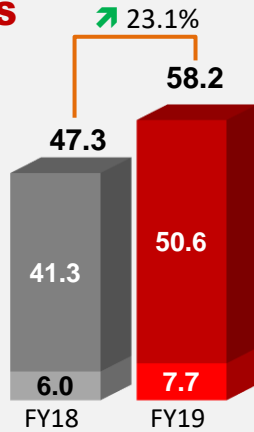
YEAR ON YEAR

DIGITAL BUSINESS REVENUES

In Trillion

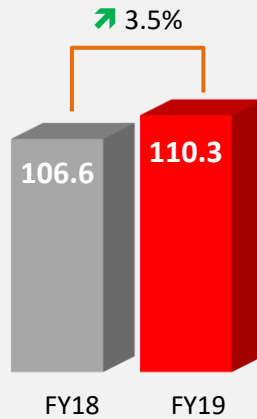
Broadband
↗ 22.3%

Digital Services
↗ 29.0%



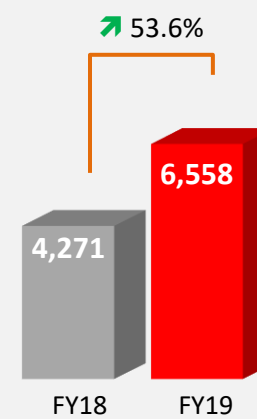
DATA USER

In Million



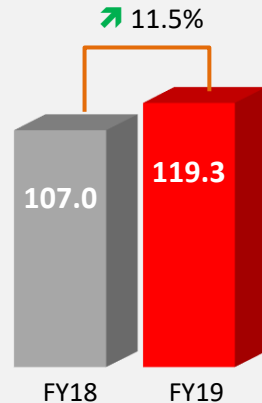
DATA TRAFFIC

In PB



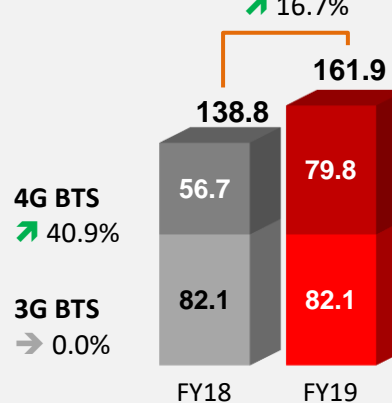
3G/4G CAPABLE DEVICE

In Million



3G & 4G BTS ON AIR

In Thousand



Digital Business



Enterprise Business

Enterprise Business
Revenue (Rp)

18.7tn
↓11.2 % YoY

- **Focus to more profitable products** (e.g. Data Center & Cloud) and **reduce low margin business**
- To build **new Data Center** that will be completed in April 2021.

Corporate
Segment

56%

Revenue contribution

Government
Segment

29%

Revenue contribution

SME
Segment

15%

Revenue contribution

Wholesale & International Business

WIB is the **key enabler for other segments**,
Providing **strategic support** for TelkomGroup as
well as serving external customers

Wholesale &
International Business
Revenue (Rp)

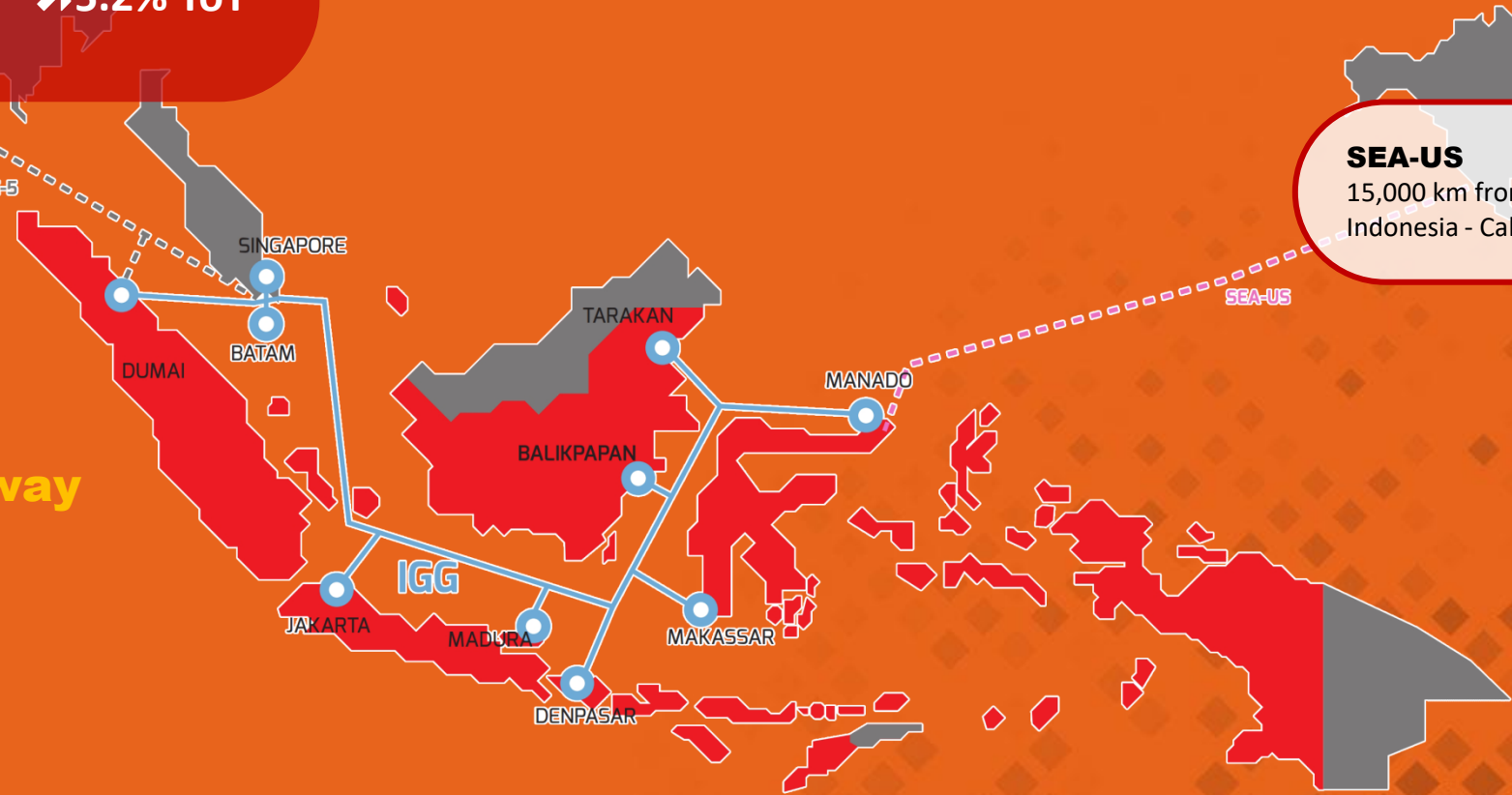
10.6tn
↑5.2% YoY

SEA-ME-WE-5
20,000 km from Dumai,
Indonesia - Marseille, France

SEA-US
15,000 km from Manado,
Indonesia - California, USA

Indonesia Global Gateway

Connect SEA-ME-WE 5, SEA-US
and our domestic network



CAPEX

CAPEX FY 2019 : Rp 36.6 trillion (27% of Revenue)

Mobile : 4G network and IT enhancement

Fixed Line : Fiber-based backbone and access, tower

CAPEX FY 2020 : Around 25% of Revenue

Recent Activities

COVID-19 Pandemic Spread

COVID-19 outbreak has **undeniable impact on the overall economy including in telco Industry**. While we conduct all tactical action to help alleviate the impact of Covid-19 crisis, **we anticipate that we might not be able to execute all programs that we have planned.**

Thank You

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June 2020

