



Corporate Presentation 9M20 **Results**

PT Telkom Indonesia (Persero) Tbk
November 2020

Disclaimer

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9M20 **Results**

Telkom in Brief

9M20 Financial and Operational Results

Board of Directors

TELKOM Group



CEO TELKOM GROUP
RIRIEK
ADRIANSYAH



DIRECTOR
HERI SUPRIADI



DIRECTOR
HERLAN
WIJANARKO



DIRECTOR
DIAN
RACHMAWAN



DIRECTOR
EDI
WITJARA



DIRECTOR
FM VENUSIANA R



DIRECTOR
BUDI SETYAWAN
WIJAYA



DIRECTOR
FAJRIN
RASYID



DIRECTOR
AFRIWANDI

Telkomsel



CEO TELKOMSEL
SETYANTO
HANTORO



DIRECTOR
LEONARDUS
WAHYU
WASONO



DIRECTOR
WONG
SOON NAM



DIRECTOR
RACHEL GOH



DIRECTOR
RIRIN
WIDARYANI



DIRECTOR
HENDRI MULYA
SYAM

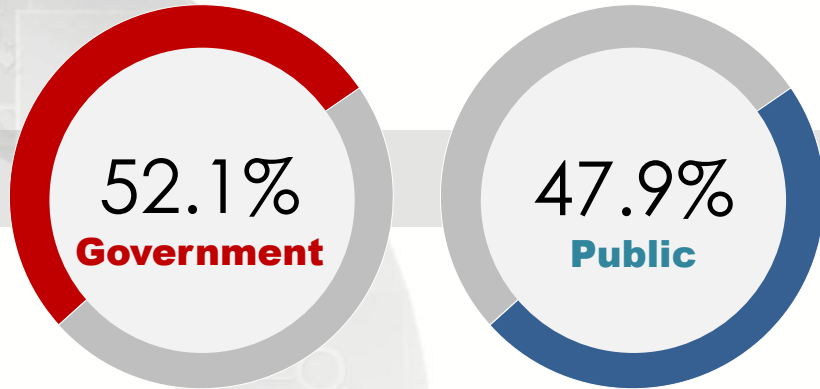


DIRECTOR
R. MUHARAM
PERBAWAMUKTI



DIRECTOR
BHARAT ALVA

Share Ownership



Total Shares

99,062,216,600 shares

Market Capitalization

Rp280Tn (USD19.3 Bn)*

*as of November 6, 2020

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



9M20 **Results**

Telkom in Brief

9M20 Financial and Operational Results

9M20 Performance Highlights

Telkom recorded **Rp99.9 trillion in Revenue**, with IndiHome continued its strong momentum, Mobile data grew healthily, Enterprise showed improvement and Wholesale remained resilient

IndiHome **grew by 17.1% YoY** to **Rp16.1 trillion**, driven by new subscribers and add-ons.

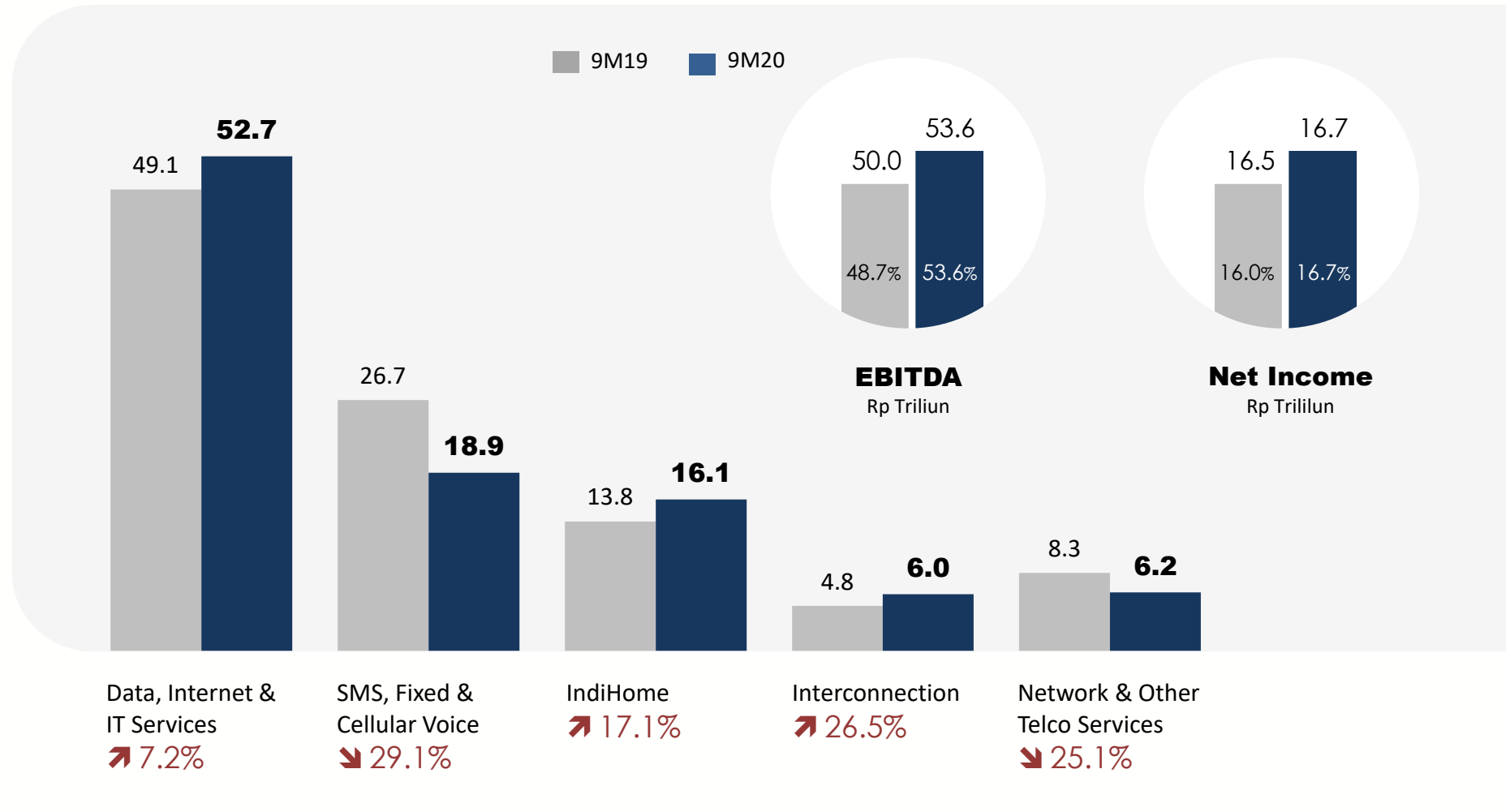
Consolidated EBITDA margin was sturdy at **53.6%** as a result of successful cost leadership. Net Income margin **improved to 16.7%** compared to 16.0% in the same period last year.

Our Tower business and Data Center & Cloud revealed strong growth Tower Businesses **grew by 75% YoY** while Data Center & Cloud **rose by 38% YoY**.

Mobile subscribers reached **170.1 million** by the end of September 2020 from around 160.1 million in the previous quarter. Telkomsel deployed around **20.4 thousand 4G BTSs** in 9M20

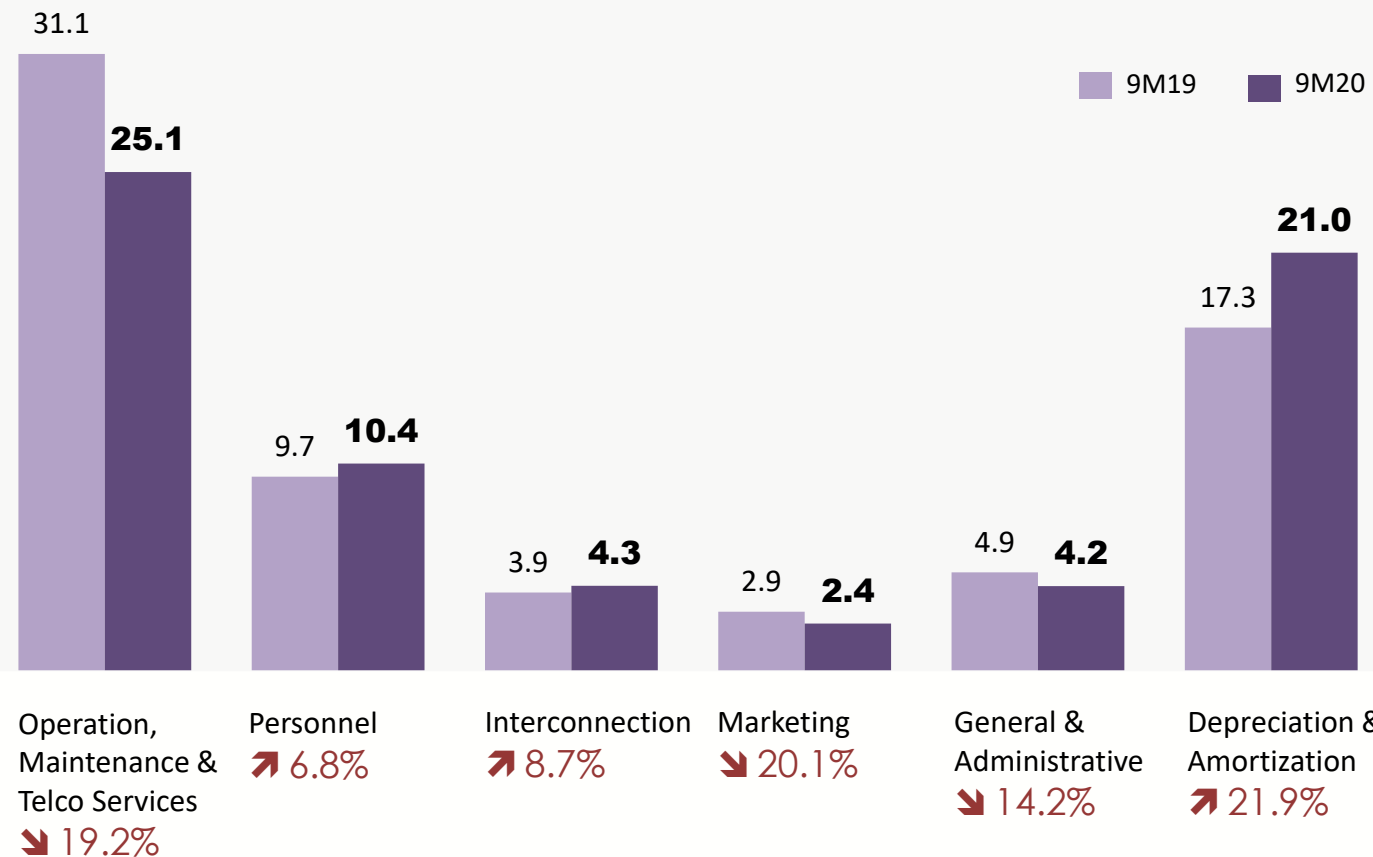
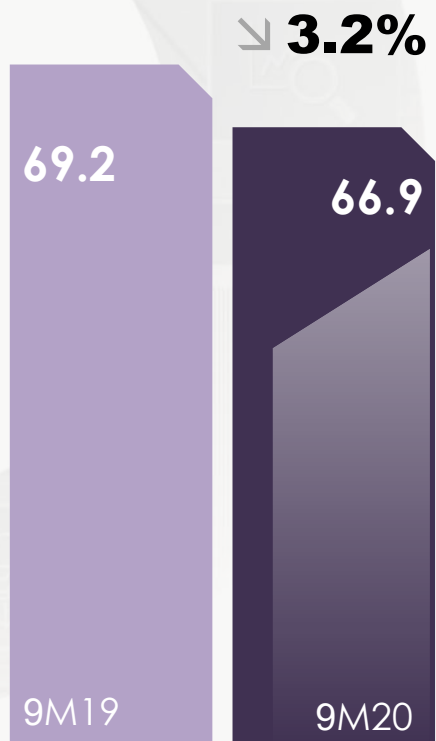
IndiHome and Mobile Digital Services as the Growth Driver

9M20 Revenues YoY (Rp Trillion)



Expenses are Manageable

9M20 Expenses YoY (Rp Trillion)



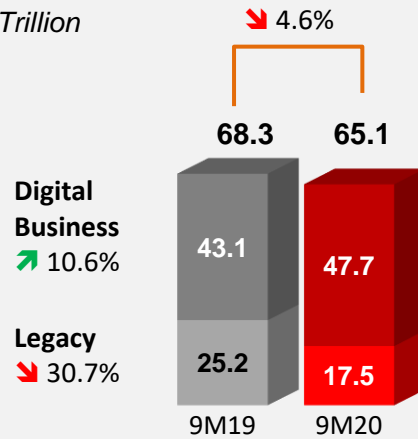
Telkomsel Performance

Challenging market dynamics with on-going transition of Legacy & continuing competitive environment
TSEL to maintain healthy profitability with EBITDA & Net Income Margin at 59.1% & 27.7%.

YEAR ON YEAR

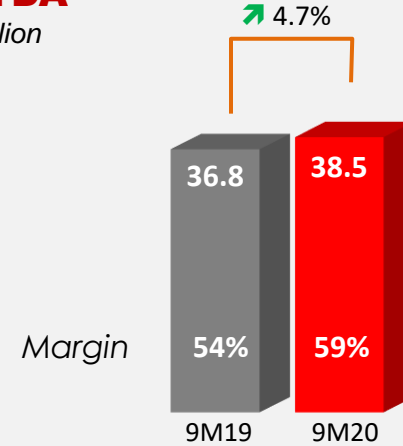
REVENUES

Rp Trillion



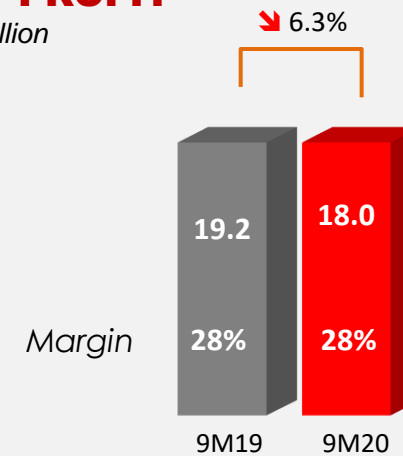
EBITDA

Rp Trillion



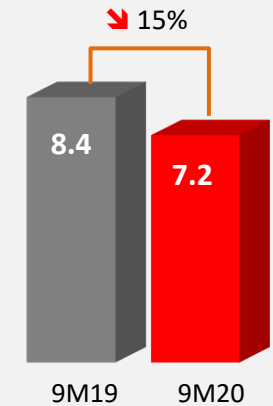
NET PROFIT

Rp Trillion



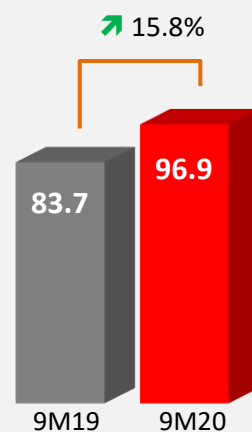
CAPEX

Rp Trillion



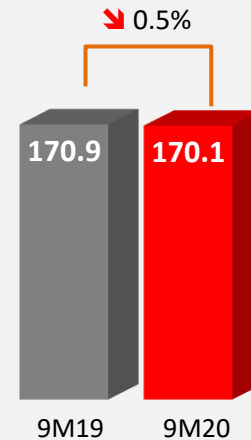
TOTAL ASET

Rp Trillion



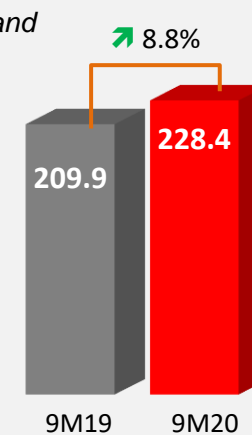
CUSTOMERS

In Million



BTS

In Thousand



Telkomsel Performance



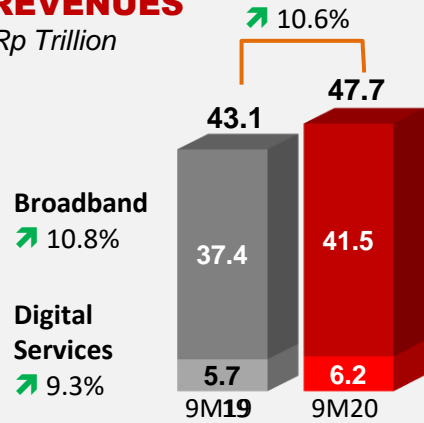
Continue to Focus on Digital Business : Engine of growth and accounted for 73% of Total Revenues

the world in your hand

YEAR ON YEAR

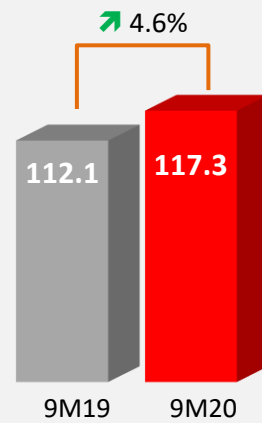
DIGITAL BUSINESS REVENUES

Rp Trillion



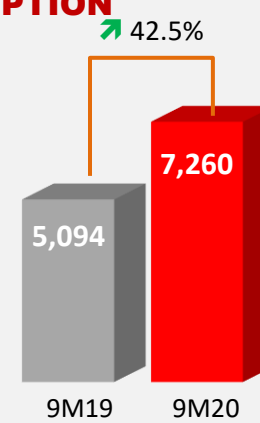
DATA USERS

In Million



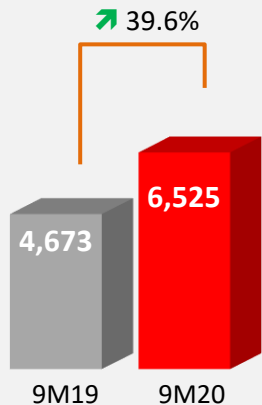
DATA USER CONSUMPTION

In MB



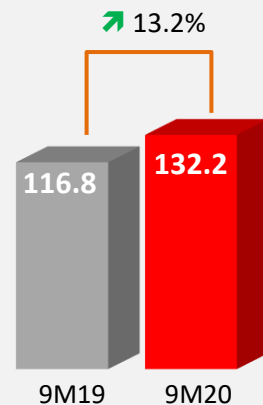
DATA TRAFFIC

In PB



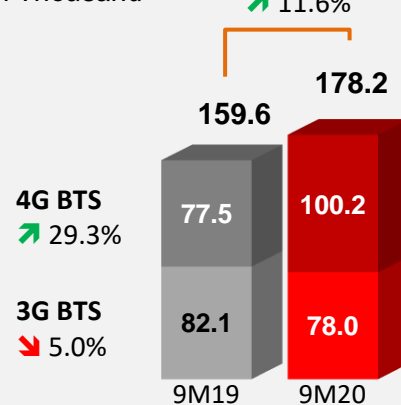
3G/4G CAPABLE DEVICE

In Million



3G & 4G BTS ON AIR

In Thousand



Digital Business



Fixed Broadband

IndiHome
Revenue (Rp)

16.1 tn
↗ 17.1% YoY

IndiHome

- IndiHome revenue contribution increased to **16%** from 13%
- Net additional subscribers 9M20 **752K**
- Total IndiHome subscribers 9M20 **7.76 Mio** (+19.1%)
 - Dual Play **57% of total subs**
 - Triple Play **43% of total subs**
- ARPU 9M20 **Rp253K**
- Revenue from add-ons **grew by 38.2%** and contributed to **15.7%** of IndiHome revenue.

BUMN Telkom Indonesia
IndiHome

IndiHome Learning From Home

Harga mulai **169** per bulan

Harga khusus bagi pelajar & mahasiswa

Telkom Indonesia
IndiHome
Semua Rumah Semua Bisa

Makin aman di rumah dengan IndiHome Paket Bundling Smart Camera

Langganan sekarang di Plasa Telkom terdekat

#BUMNuntukIndonesia

*Syarat dan ketentuan berlaku

Telkom Indonesia
IndiHome
Semua Rumah Semua Bisa

IndiHome Learning From Home

Harga khusus bagi pelajar & mahasiswa

Diskon **50%**

***Gratis Abonemen 1 Bulan**
***Gratis IndiHome Study**

Dari rumah, aktifitas belajar lebih aman dan nyaman

Informasi lebih lanjut, kunjungi:
IndiHome.co.id/LPH | IndiHomeStudy.com

Berlaku sampai dengan 31 Desember 2020

Internet 50Mbps Ideal untuk 3 devices

Mari gunakan internet dengan bijak,
Pilih & pahami penggunaan internet sesuai kebutuhan

#BUMNuntukIndonesia

*Syarat dan ketentuan berlaku

Enterprise Business

Enterprise Business
Revenue (Rp)

11.5tn

↘ 23% YoY (↗ 9.4% QoQ)

Increased Healthily On the right track to improve performance

amidst Covid-19 pandemic,
recorded better trend on quarterly
basis

Focus on improving the fundamentals, by reducing low margin businesses and prioritizing business lines with higher profitability along with various efforts to get better quality revenues.

Our Focus

Data Center as the demand is growing in line with the rising trend of digital business players.



Wholesale & International Business

Wholesale &
International Business
Revenue (Rp)

10.2tn
↗24.9% YoY

Improving tower business, Data Center, international wholesale voice, and SMS A2P are the major contribution to the growth in this segment.

Tower Business

We are in the progress of consolidating our tower assets within the group, as we plan to unlock its value to obtain better valuation and to sharpen our business portfolio in an effort to create value.

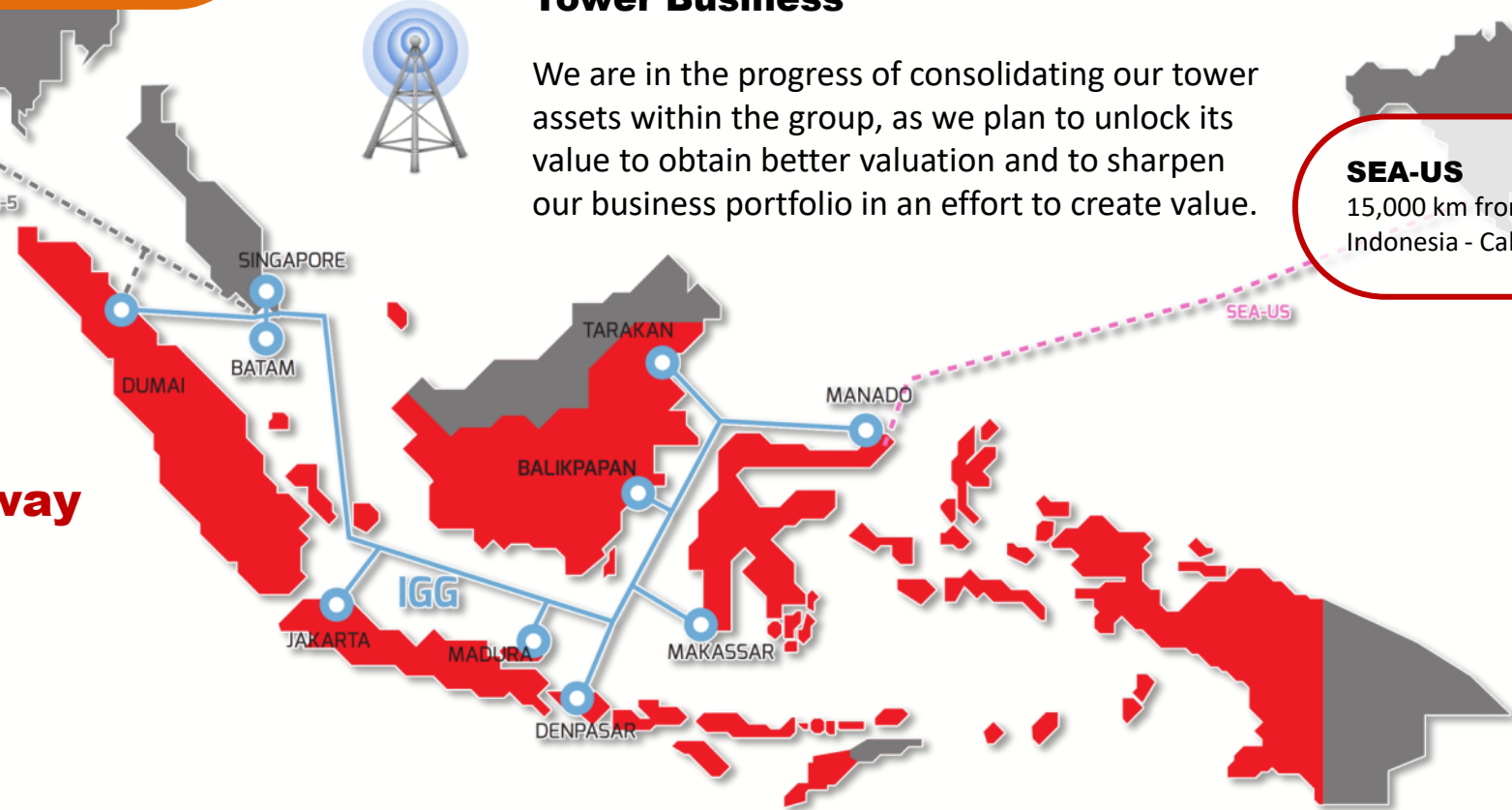


SEA-US
15,000 km from Manado, Indonesia - California, USA

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

Indonesia Global Gateway

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

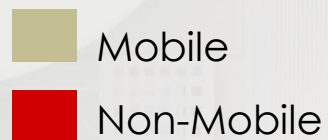


Revenue and Net Income Contribution

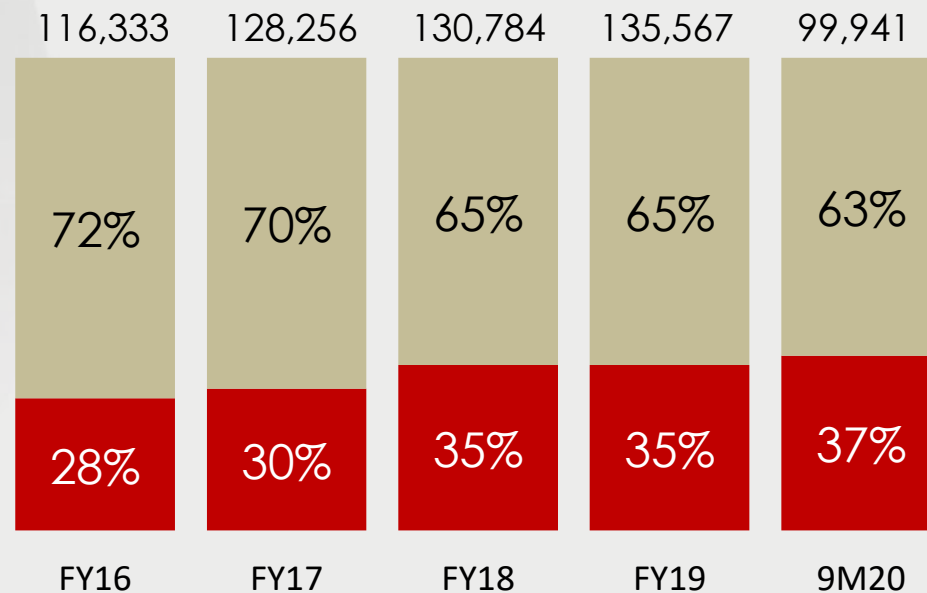
Mobile and Non Mobile

The healthy fixed line business with diversified segments helped us going through the very competitive mobile business and the pandemic situation.

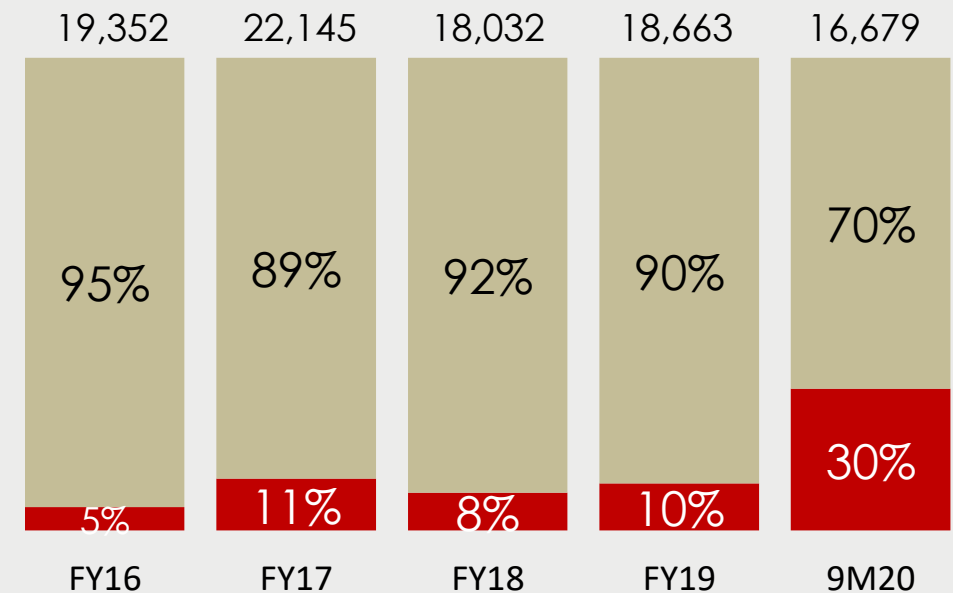
Historical Contribution



Revenue Contribution



Net Income Contribution





Thank You

PT Telkom Indonesia (Persero) Tbk
November 2020