



# Corporate Presentation 1Q21 **Results**

PT Telkom Indonesia (Persero) Tbk  
June 2021

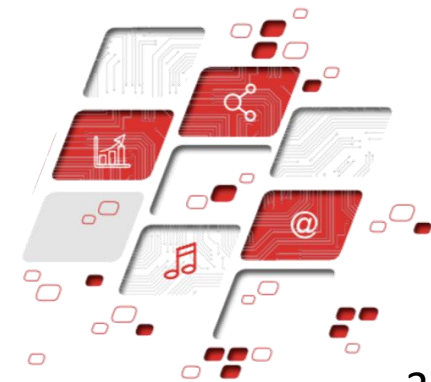
# Disclaimer

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.



# 1Q21 RESULTS

-  **Telkom in Brief**
-  1Q21 Financial and Operational Results



# Board of Directors

TELKOM Group



**CEO TELKOM GROUP**  
**RIRIEK**  
**ADRIANSYAH**



**DIRECTOR**  
**HERI**  
**SUPRIADI**



**DIRECTOR**  
**HERLAN**  
**WIJANARKO**



**DIRECTOR**  
**EDI**  
**WITJARA**



**DIRECTOR**  
**FM**  
**VENUSIANA R**



**DIRECTOR**  
**BUDI**  
**SETYAWAN**



**DIRECTOR**  
**MUHAMAD**  
**FAJRIN**  
**RASYID**



**DIRECTOR**  
**AFRIWANDI**



**DIRECTOR**  
**BOGI**  
**WITJAKSONO**

Telkomsel



**CEO TELKOMSEL**  
**HENDRI**  
**MULYA SYAM**



**DIRECTOR**  
**MUHAMAD**  
**RAMZY**



**DIRECTOR**  
**ADIWINAHYU**  
**BASUKI S.**



**DIRECTOR**  
**RACHEL**  
**GOH**



**DIRECTOR**  
**WONG**  
**SOON NAM**



**DIRECTOR**  
**BHARAT**  
**ALVA**

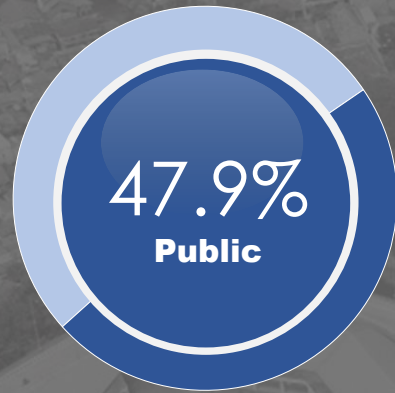
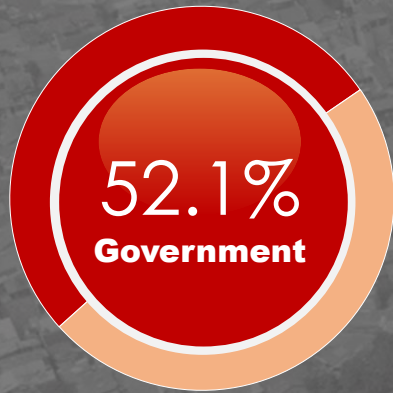


**DIRECTOR**  
**NUGROHO**



**DIRECTOR**  
**R. MUHARAM**  
**PERBAWAMUKTI**

# Share Ownership



**Total Shares**

**99,062,216,600** shares

**Market Capitalization**

**Rp314Tn (USD22.0 Bn)\***

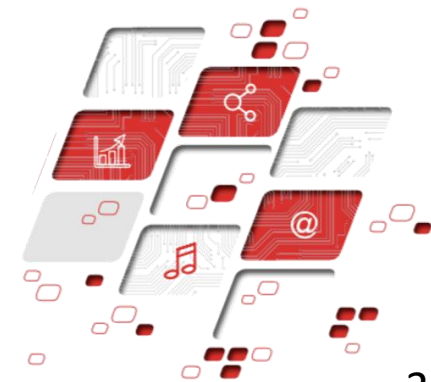
\*as of June 28, 2021

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



# 1Q21 RESULTS

- Telkom in Brief
- **1Q21 Financial and Operational Results**



# Performance Highlights

1Q21

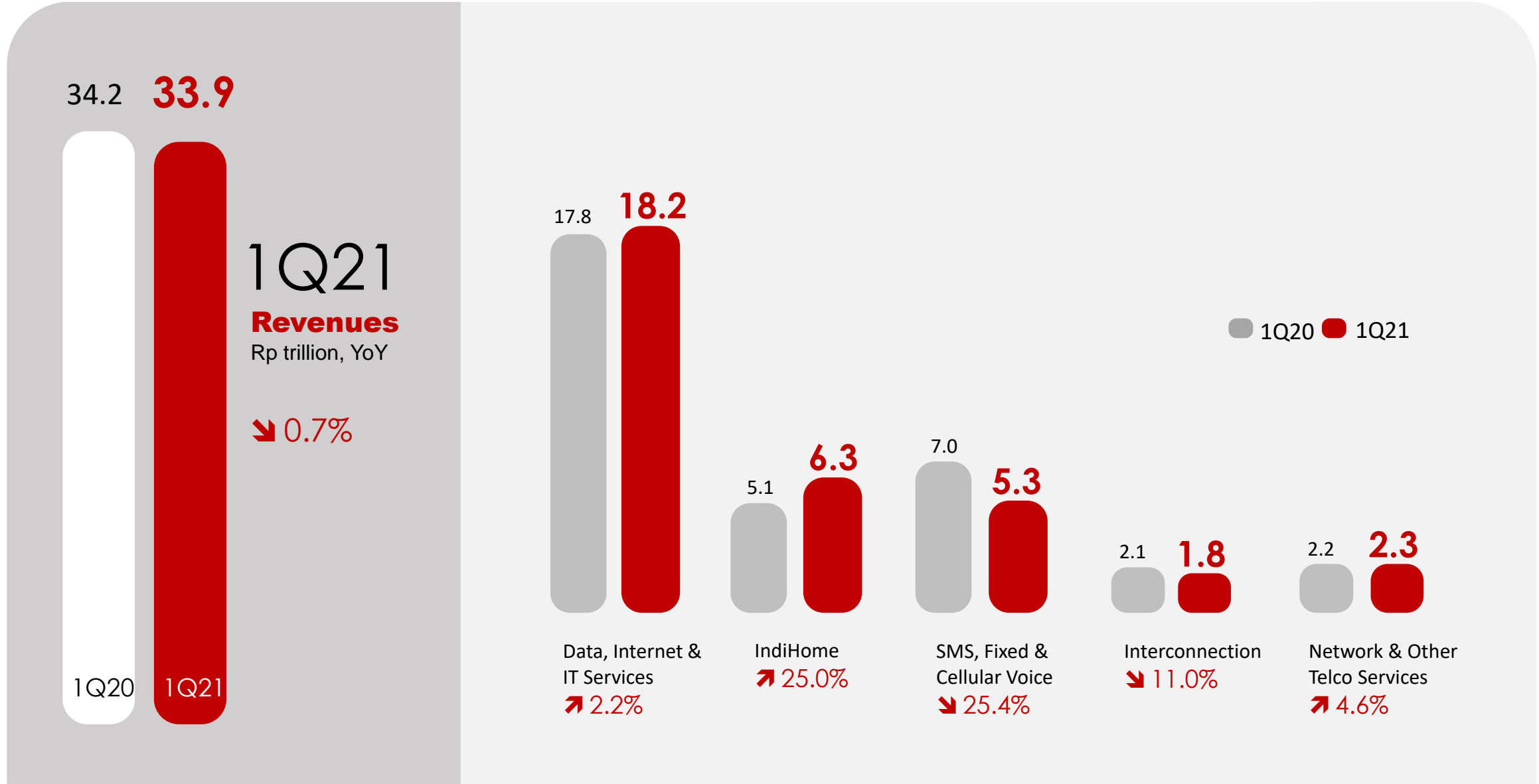
In 1Q21, Telkom recorded **Rp33.9 trillion** in Revenue, with better EBITDA and Net Income Margins.

IndiHome continued solid performance by growing **25.0% YoY** to **Rp6.3 trillion** in 1Q21 driven by increasing subscribers and better ARPU.

Telkomsel continued to pursue digital business, revealed by strong growth in data traffic of **59.7% YoY**. In 1Q21, digital business contribution to total revenue reached **76.9%** from 70.6% in the previous year.

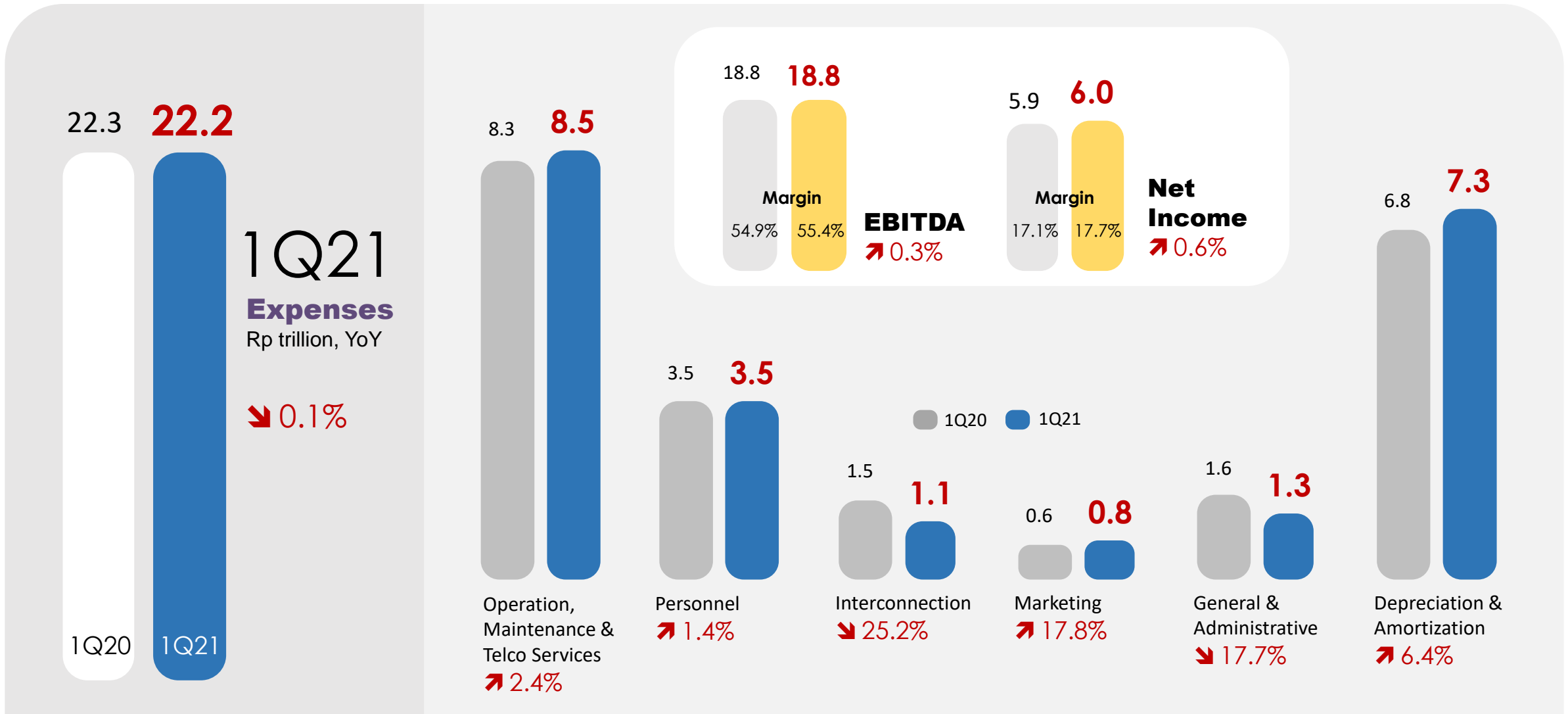
Telkomsel officially **launched 5G service on May 27, 2021** which confirms its position as the first cellular operator to offer 5G in Indonesia. Telkomsel also refreshed its brand identity followed with product simplification.

# Revenue Growth Driven by IndiHome and Mobile Data





# Expenses were Manageable, EBITDA & Net Income Margin Expanded



# Fixed Broadband as the Engine of Growth

1Q21

IndiHome  
Revenue (Rp)

6.3tn

↗ 25.0% YoY

- IndiHome revenue contribution increased to **18.7%** in 1Q21 from 14.8% in 1Q20.
- EBITDA Margin reached **45.2%** in 1Q21 from 38.9% in FY20
- Total IndiHome subscribers 1Q21 **8.15 Mio** (+12.3% YoY)
  - Dual Play **58% of total subs**
  - Triple Play **42% of total subs**
- ARPU 1Q21 **Rp266K** compared to **Rp262K** in 4Q20
- Around **90.1%** of the IndiHome revenue was generated by residential customers , while the remaining 9.9% was from business clients (Enterprise Segment).
- Revenue from add-ons grew by **33.2%** YoY and contributed around **15.0%** of total Indihome revenue in 1Q21
- IndiHome services cover **496 (97%)** cities/districts throughout Indonesia



# Enterprise Business Focused on Enterprise Solutions

1Q21

**Enterprise  
Business**

Revenue (Rp)

4.1 tn

↘ 5.1% YoY

Application services, digital platforms such as IT services and data center & cloud increased healthily

We are currently in the progress of developing new sites of Data Center (Hyperscale Data Center) certified as tier 3 and 4 that will be completed in stages, and the operation of the first stage is expected to start in the second half of 2021.



# Wholesale & International Business, Supported by Tower and Data Center

1Q21

**Wholesale &  
International  
Business**

Revenue (Rp)

3.3tn

↘ 0.4% YoY

## Tower Business

After we successfully consolidated our tower assets within the group and a series of inorganic activities, this segment recorded revenue from tower lease of Rp600 billion or grew by 17.0% YoY.



## Data Centers

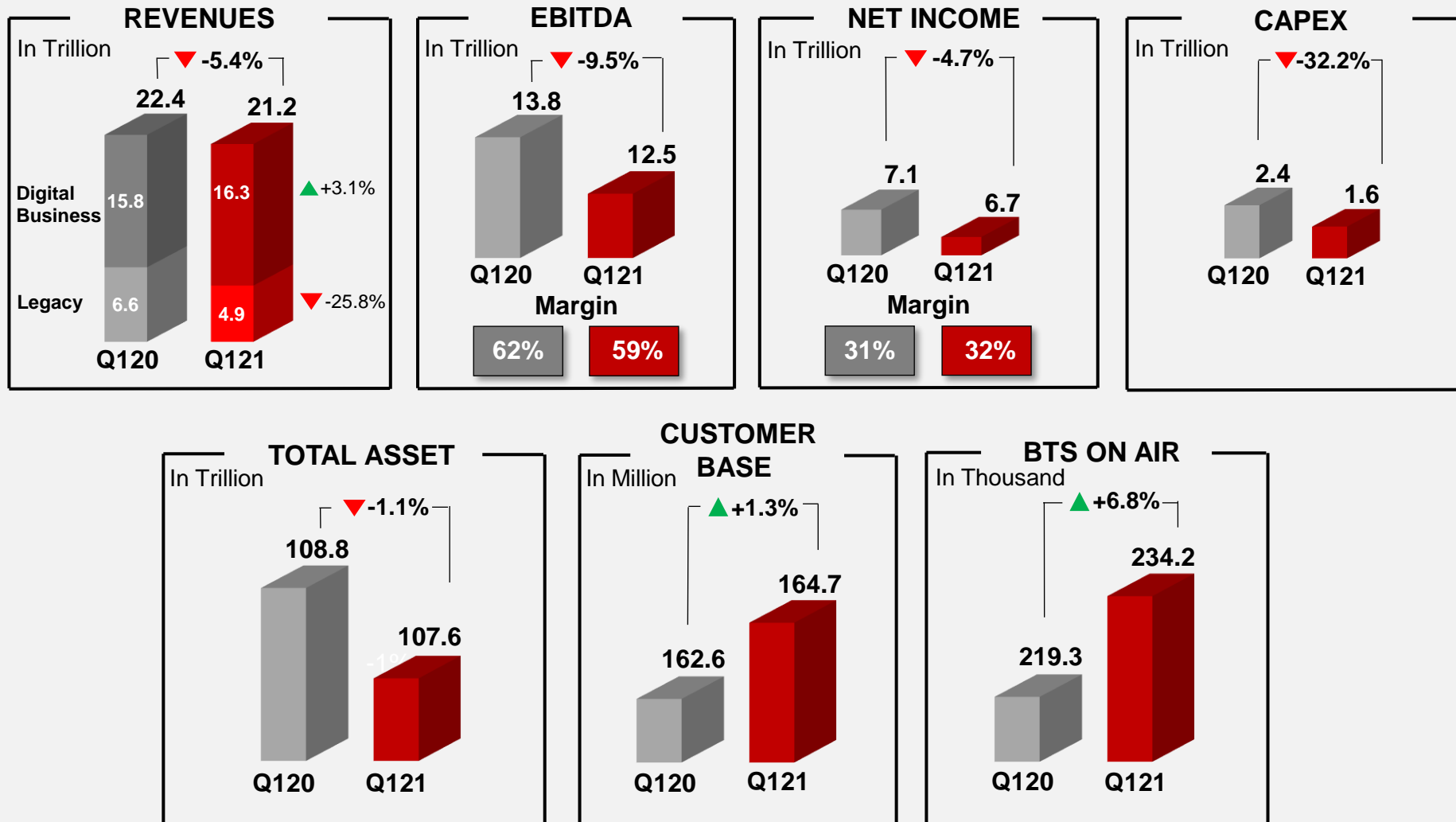
We strengthen data center infrastructure under WIB called NeuCentriX in 23 locations, of which five located overseas and 18 located in our modernized ex-switching centers (STO).



# 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 58.9% & 31.7%.

YEAR-ON-YEAR

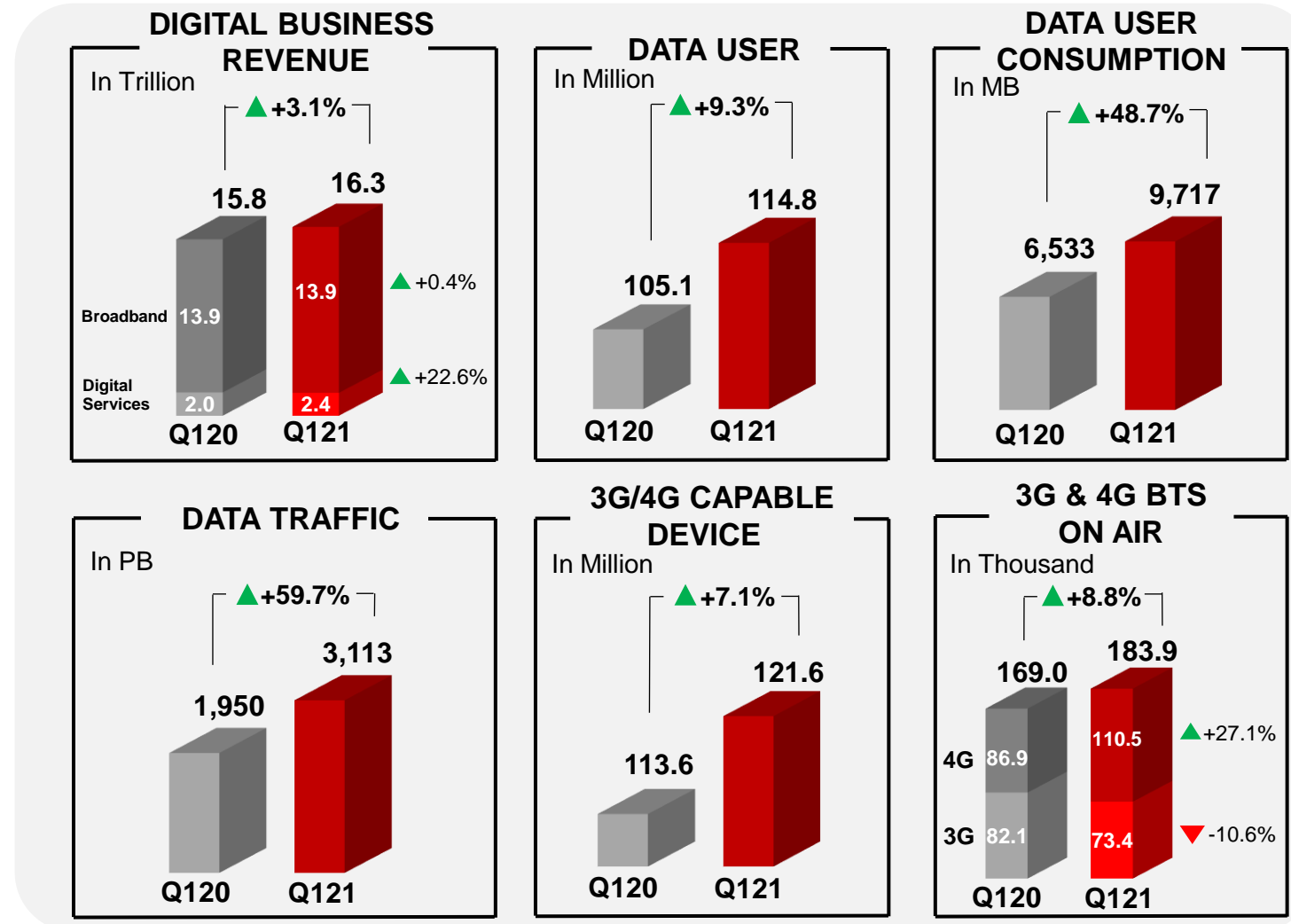


# Telkomsel Performance

## Continue to Focus on Digital Business

Engine of growth and accounted for 77% of Total Revenues

YEAR-ON-YEAR



## Digital Business:



# Recent Activities

## Telkomsel's additional investment in Gojek

Telkomsel invested an additional USD 300 million in Gojek to strengthen synergies and to explore deeper integration of services



## Telkomsel launches 5G

Officially launched 5G service on May 27, 2021 which confirms its position as the first cellular operator to offer 5G in Indonesia



## Telkomsel's new brand identity

In June 2021, Telkomsel introduces new identity

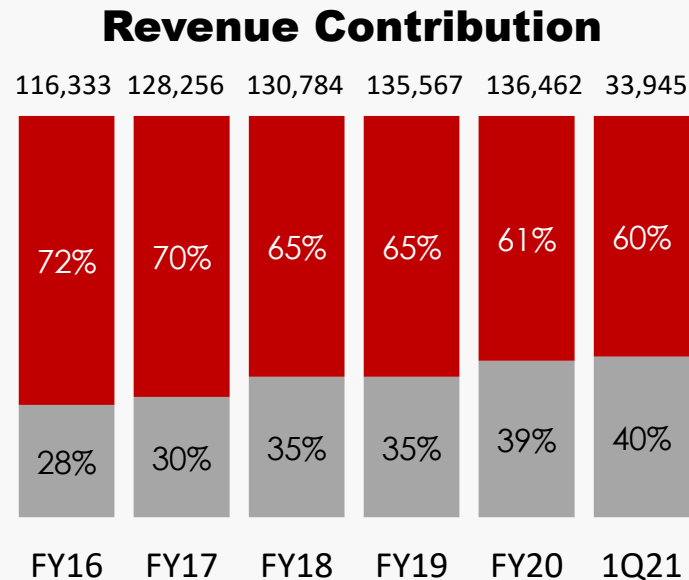


## Well-Diversified Business

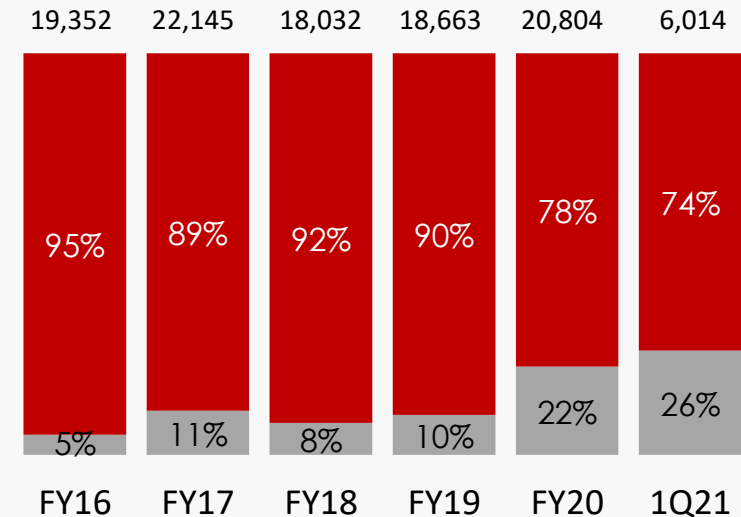
### 5 Years Mobile & Non-Mobile Business Contribution

Legend

- Mobile Business
- Non-Mobile Business



### Net Income Contribution



1

We expect **consolidated revenue** to **grow** by **low to mid-single digit**.

2

**EBITDA margin** is expected to be **relatively stable**.

3

**Capital Expenditure** for the Group is expected at **around 25%** of revenue.





# Q & A



# Thank You

PT Telkom Indonesia (Persero) Tbk  
June 2021