

# Corporate Presentation **FY21 Results**

PT Telkom Indonesia (Persero) Tbk  
**April 2022**

# 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.

# FY21 RESULTS

-  **Telkom in Brief**
-  FY21 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**  
**SETYAWATI**  
**WIJAYA**



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



**DIRECTOR**  
**AFRIWANDI**



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

Telkomsel



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



**DIRECTOR**  
**MOHAMAD**  
**RAMZY**



**DIRECTOR**  
**ADIWAHYU**  
**BASUKI S.**



**DIRECTOR**  
**DERRICK**  
**HENG**



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



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

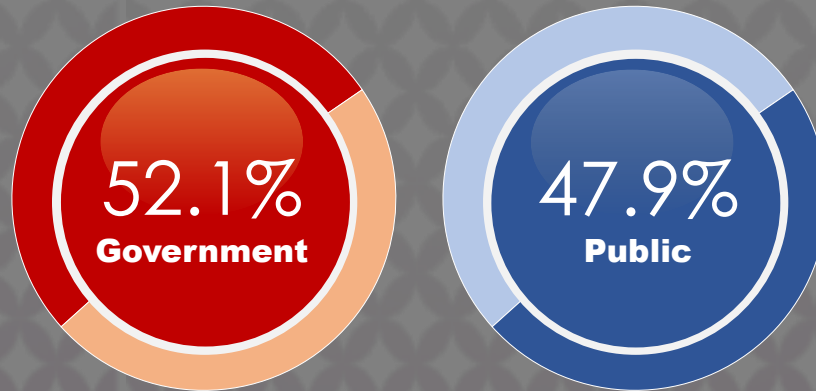


**DIRECTOR**  
**NUGROHO**



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

# Share Ownership



## Total Shares

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

## Market Capitalization

**Rp467Tn (USD32.7 Bn)\***

\*as of 18 April 2022

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



# FY21 RESULTS

- Telkom in Brief
- **FY21 Financial and Operational Results**

# Performance Highlights

FY21

Amidst continued pandemic situation, in FY21 Telkom recorded positive growth of **4.9% YoY** in **Revenue**, with **EBITDA and Net Income** grew by **5.1% and 19.0% YoY**, respectively. Furthermore, both **EBITDA and Net Income Margins** were expanding to **52.9% and 17.3%**, increased by **0.1ppt and 2.1ppt** compared to the same period last year.

**IndiHome** continued to become our engine of growth as it posted **Revenue** of **Rp26.3 Trillion** or grew by **18.5% YoY**, supported by **8.6 million total subscribers** with relatively stable ARPU.

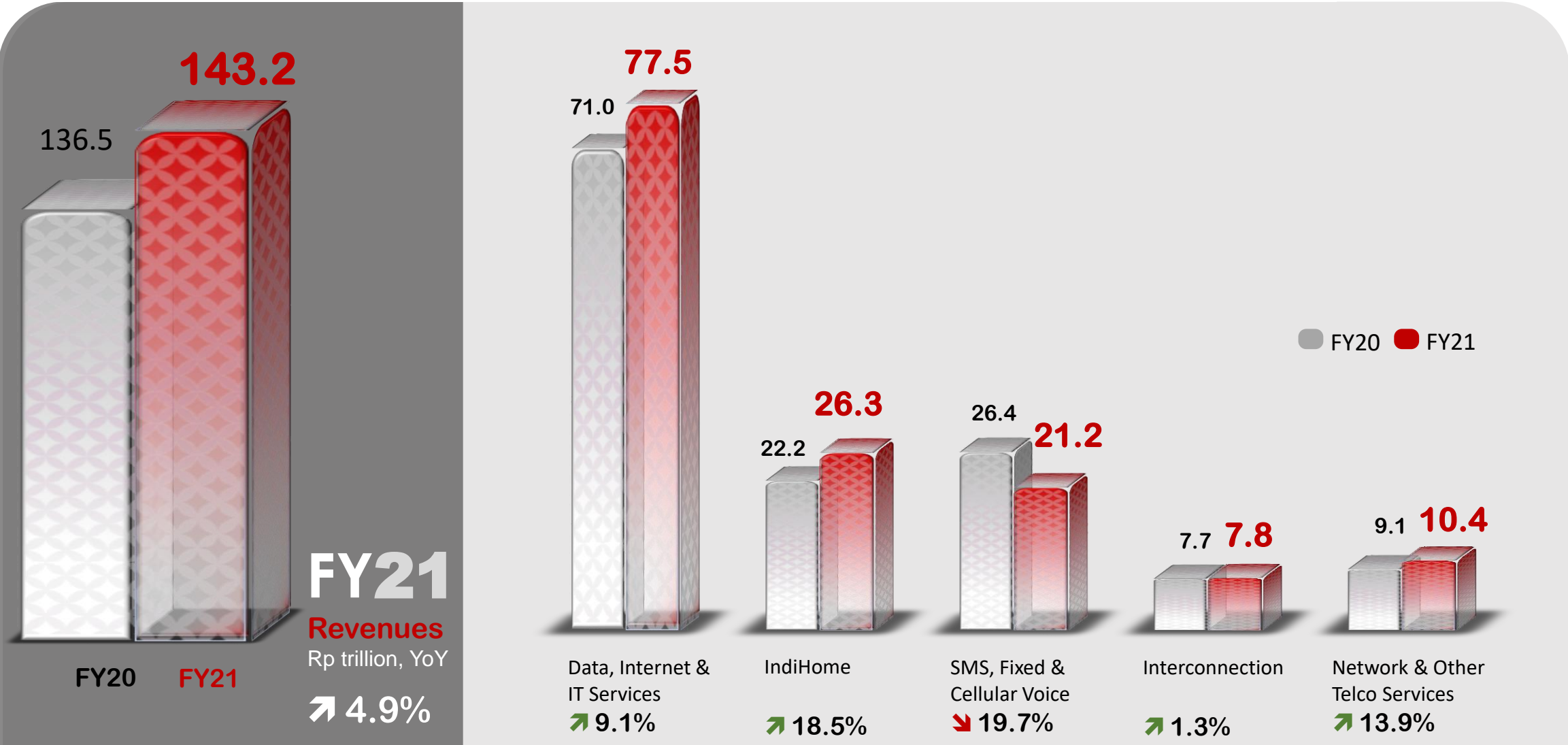
**Telkomsel's Digital Business** enticed strong traction with significant growth in **data traffic** of **43.3% YoY** and it accounted for **78.0% of Telkomsel's total revenue**. We are of the view that the industry consolidation would lead to a healthier industry going forward.

After successfully brought **Mitratel** to **go public**, Telkom is now pursuing another 4 bold-move strategies, they are 1) **accelerating investment in digital company**, 2) **unlocking data center business**, 3) **strengthening B2B IT services** and 4) **conducting fixed-mobile convergence**.

**Telkom's investment strategy in digital space** has demonstrated strong performance, reflected from the **positive valuation results**. The company's digital business portfolio is also a proof to build an inclusive and sustainable digital ecosystem as part of digital trifecta; **Digital Connectivity, Digital Platform**, and **Digital Services**.

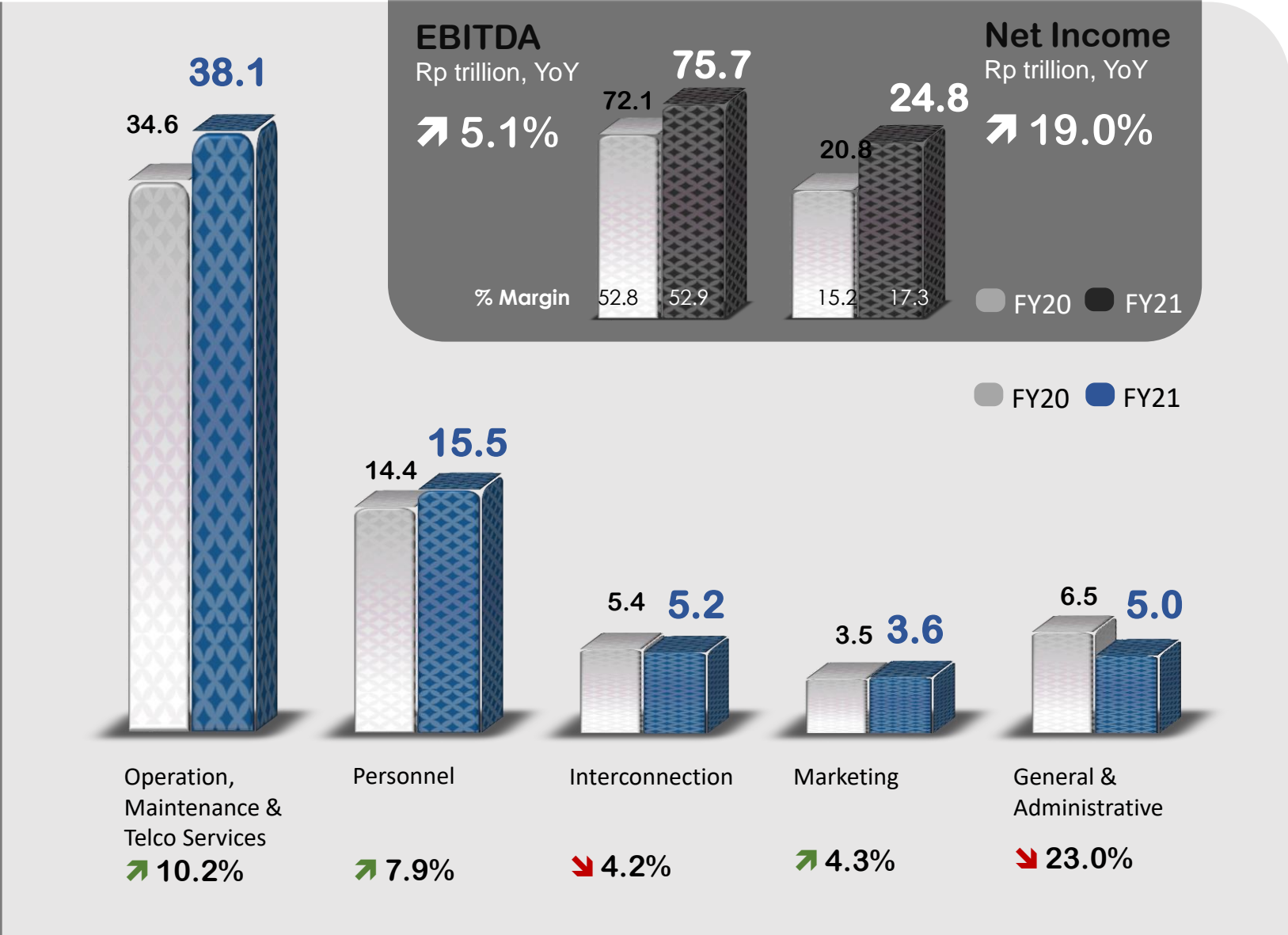
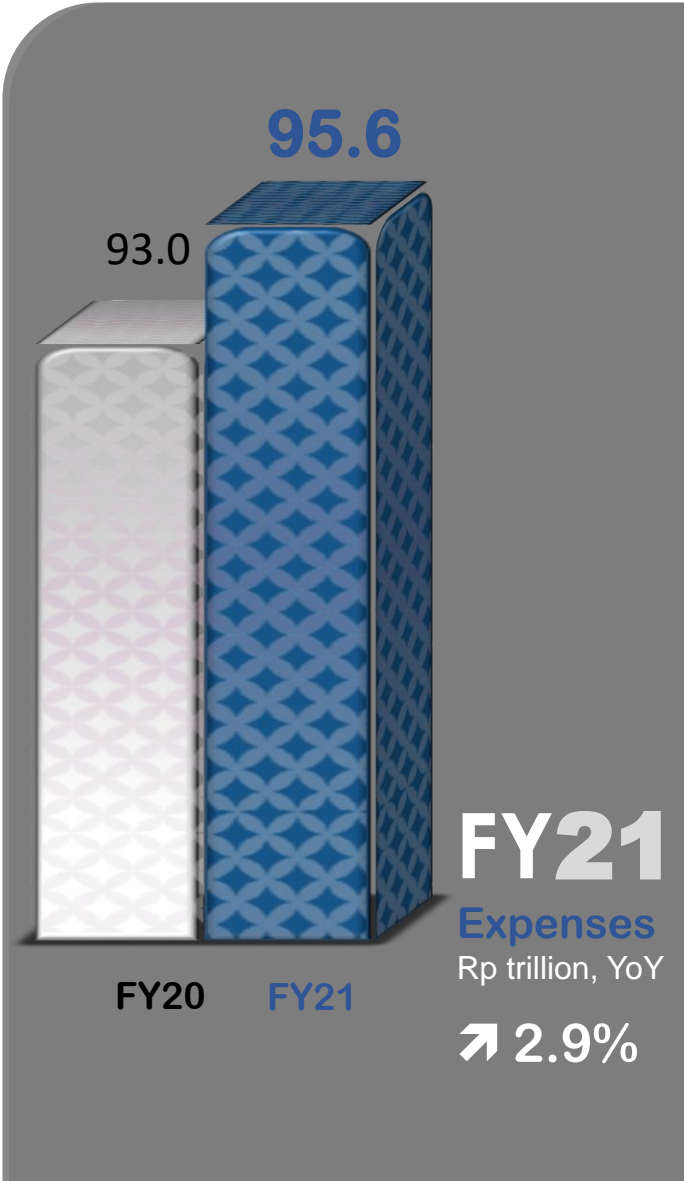


# Revenue Growth Driven by Mobile Data and IndiHome





# Expenses Manageable, EBITDA & Net Income Margin Expanded



# Fixed Broadband as the Engine of Growth

FY21

IndiHome  
Revenue (Rp)

26.3tn

↑ 18.5% YoY

- EBITDA Margin expanded to **46.7%** in FY21
- IndiHome revenue contribution to TelkomGroup significantly increased to **18.4%** in FY21 from 16.3% in the same period last year
- Additional customers of **585K** in FY21, total subscribers reach **8.6 million** (+7.3% YoY). **58%** Dual Play Package & **42%** Triple Play .
- Revenues from add-ons grew by **25.8%** YoY, contributed **15.5%** (14.7% previous year) of total IndiHome revenues.



IndiHome covers **498 (97%)** cities/districts throughout Indonesia.

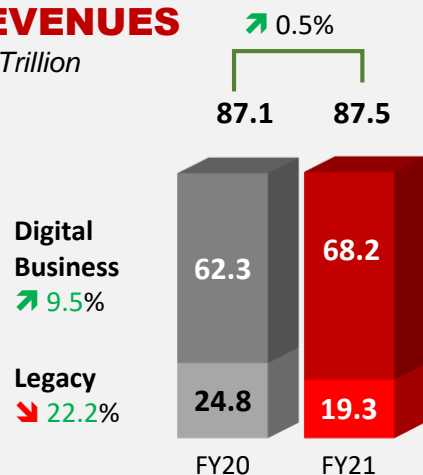
# Telkomsel Performance

Challenging market dynamics with on-going transition of Legacy & continuing competitive environment  
TSEL to maintain sustainable margin with EBITDA & Net Income Margin 57.2% & 29.9%.

## YEAR-ON-YEAR

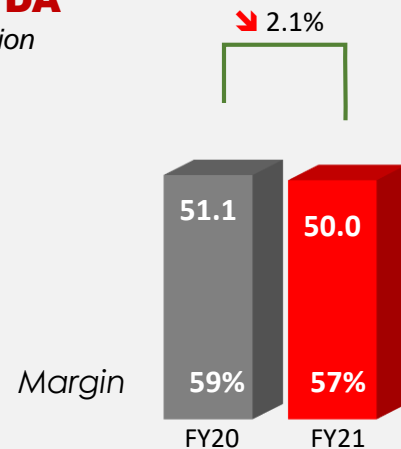
### REVENUES

Rp Trillion



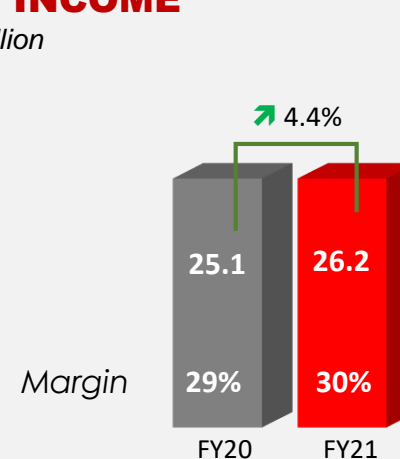
### EBITDA

Rp Trillion



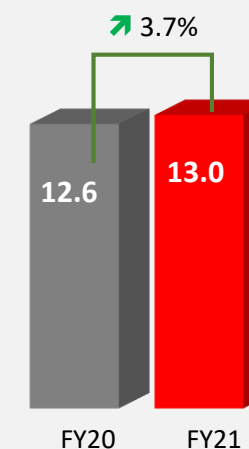
### NET INCOME

Rp Trillion



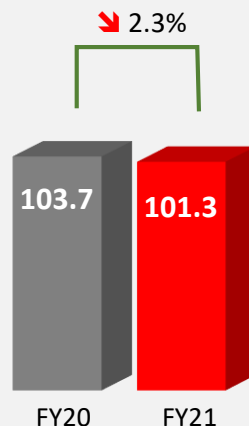
### CAPEX

Rp Trillion



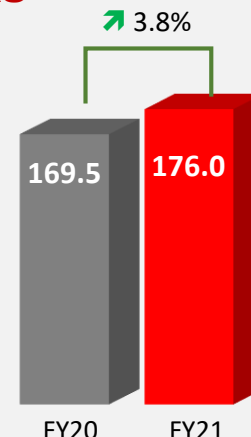
### TOTAL ASSETS

Rp Trillion



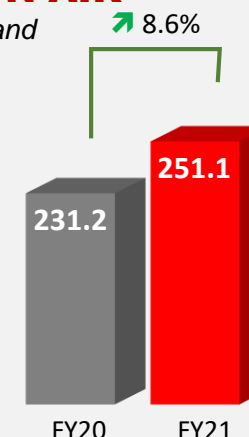
### CUSTOMERS

In Million



### BTS ON AIR

In Thousand



# Telkomsel Performance

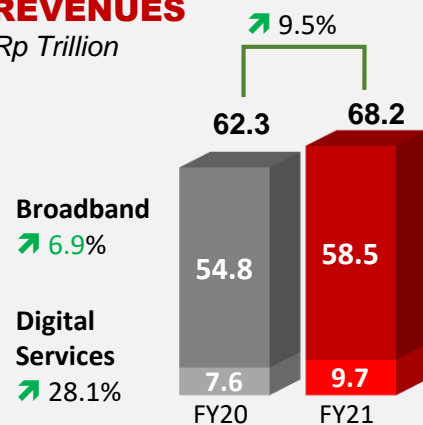
Continue to Focus on Digital Business

Engine of growth and accounted for 78% of Total Revenues

## YEAR-ON-YEAR

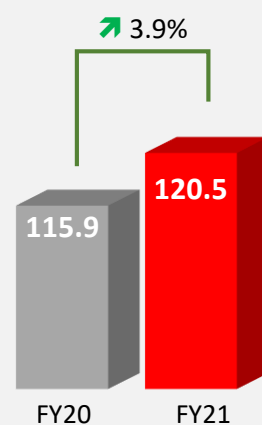
### DIGITAL BUSINESS REVENUES

Rp Trillion



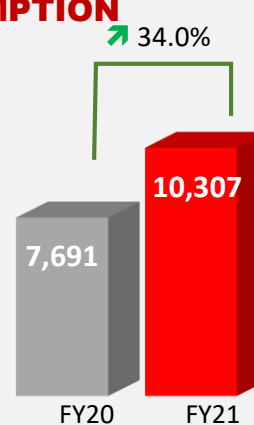
### DATA USERS

In Million



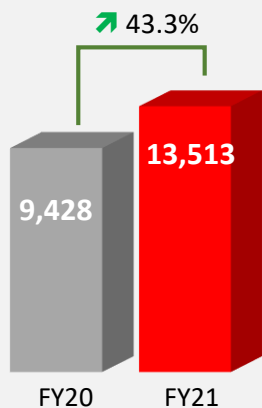
### DATA USER CONSUMPTION

In MB



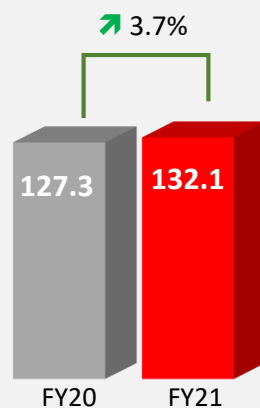
### DATA TRAFFIC

In PB



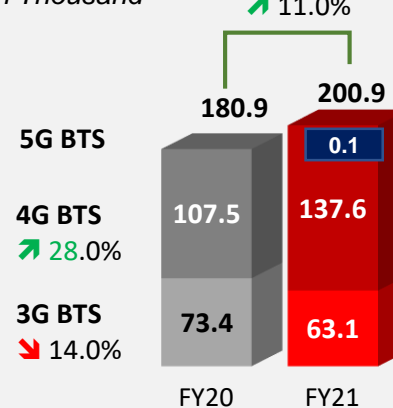
### 3G/4G CAPABLE DEVICE

In Million



### 3G/4G/5G BTS ON AIR

In Thousand



## Digital Business





# Enterprise Business Focused on Enterprise Solutions

**FY21**

**Enterprise  
Business**  
Revenue (Rp)

**19.1** tn  
↑ 8.0% YoY

## Major Contributors

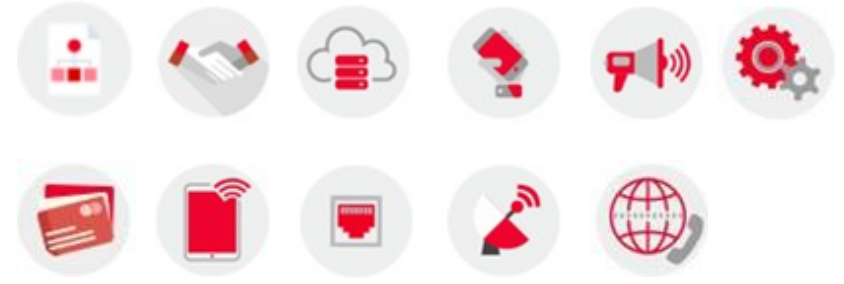
*B2B IT Services*

*Enterprise Digital Services*

### Industry Solutions



### Product Solutions



# Wholesale & International Business, Supported by Tower, Data Center, and A2P Services

FY21

Wholesale & International Business

Revenue (Rp)

14.3tn

↗ 5.6% YoY

## Major Contributors

Tower Business

Mitratel  
by Telkom Indonesia

Rp6.9tn

↗ 11.0% YoY

Revenue

(Mitratel stand-alone)

28,206

towers

1.51x

tenancy ratio

Data Center

Rp1.7tn

↗ 19.0% YoY

Revenue

27

data centers

22 domestic

5 overseas

A2P Services



# 5 Bold Moves to strengthen competitive advantage and leadership in the industry

## 1 Mitratel IPO

- Mitratel successfully conducted its IPO on 22 November 2021 to become one of **the biggest listed tower providers in Indonesia**, with Rp18.8 trillion proceeds.
- 90% of IPO proceed for **business expansion** including potential another c. 6,000 tower acquisition from TSEL.

## 2 Accelerating DigiCo Business

- To **accelerate digital services through Digico** in selected sectors aligned with Telkom's core competence.
- To **collaborate with partners** who have strong capability in digital services and to **invite strategic investors**, to **avoid cash-burning approach**
- **Strengthen the capability in INDICO** as the entity that invest in digital company

## 3 Unlocking Data Center Business

- Telkom is in the process of **consolidating Data Center (DC) assets** and **enhancing DC business capacity**
- To accelerate DC business growth in **collaboration with hyper-scaler and tech giant**

## 4 Strengthen B2B IT Service

- Transformation towards B2B IT-Digital Service through **partnership & collaboration**
- **Enhance TelkomSigma** to be B2B IT Service leading player

## 5 Fixed-Mobile Convergence Initiative

- **Continuing strong momentum in Fixed Broadband** and **enhancing Mobile Broadband experience**
- MoU with Singtel to explore the best FMC to **enrich** TelkomGroup's **value proposition**

# Q & A



# Thank You

PT Telkom Indonesia (Persero) Tbk  
**April 2022**