

# Corporate Presentation FY22 Results

PT Telkom Indonesia (Persero) Tbk  
March 2023

## 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.

# FY22 Results

**Telkom in Brief**

**FY22 Financial and Operational Results**

# Board of Directors

TELKOM Group



CEO TELKOM GROUP  
**RIRIEK  
ADRIANSYAH**



DIRECTOR  
**HERI  
SUPRIADI**



DIRECTOR  
**HERLAN  
WIJANARKO**



DIRECTOR  
**FM  
VENUSIANA R**



DIRECTOR  
**BUDI  
SETYAWAN  
WIJAYA**



DIRECTOR  
**MUHAMAD  
FAJRIN  
RASYID**



DIRECTOR  
**AFRIWANDI**



DIRECTOR  
**BOGI  
WITJAKSONO**

Telkomsel



CEO TELKOMSEL  
**HENDRI  
MULYA SYAM**



DIRECTOR  
**MOHAMAD  
RAMZY**



DIRECTOR  
**ADIWINAHYU  
BASUKI SIGIT**



DIRECTOR  
**DERRICK  
HENG**



DIRECTOR  
**WONG  
SOON NAM**



DIRECTOR  
**BHARAT  
ALVA**



DIRECTOR  
**NUGROHO**



DIRECTOR  
**R. MUHARAM  
PERBAWAMUKTI**

# Share Ownership

## Ownership

52.1%

Government of  
Indonesia



47.9%

Public

## Total Shares

99,062,216,600 shares

## Market Capitalization

Rp**401** Tn (USD**26.8** Bn)\*

\*as of 27 March 2023

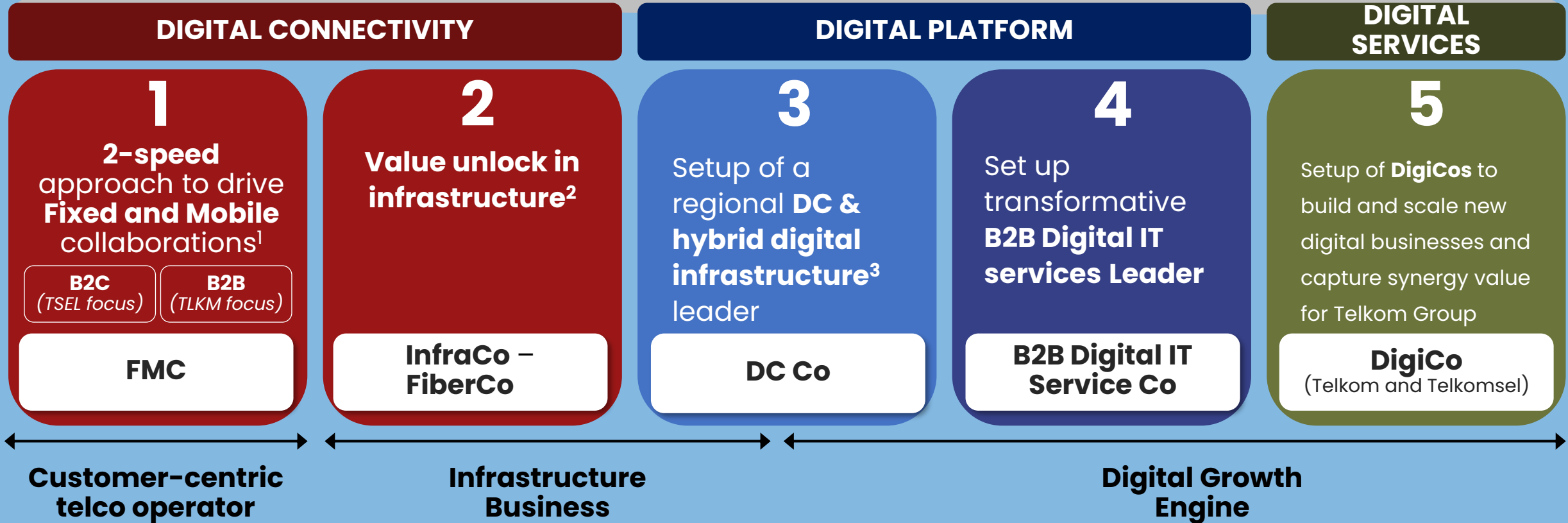
## Listings



Telkom Indonesia is the only dual-listed Indonesian company at Indonesia Stock Exchange (*Bloomberg: TLKM IJ*) and New York Stock Exchange (*TLK US*)

# 5 Bold Moves Strategy

## Five Bold Moves Framework



1. Needs deeper exercise across multiple strategic dimensions including complexity, regulation, stakeholder, financial impact  
 2. TowerCo has already completed IPO to unlock value in November 2021  
 3. DC-related is placed under Digital Platform to accommodate integrated directions and more comprehensive strategies, including Cloud and Tech-giant strategy

# FY22 Results

Telkom in Brief

**FY22 Financial and Operational Results**

# Performance Highlights

During the full year of 2022, **Telkom** recorded positive growth of **2.9% YoY** in **Revenue**, with **EBITDA** grew by **4.3% YoY** to **Rp79.0 trillion**.

**IndiHome** continued to become our engine of growth which posted **Revenue** of **Rp28.0 trillion** or grew **6.4% YoY**, supported by **9.2 million total subscribers** and relatively **stable ARPU** during the period.

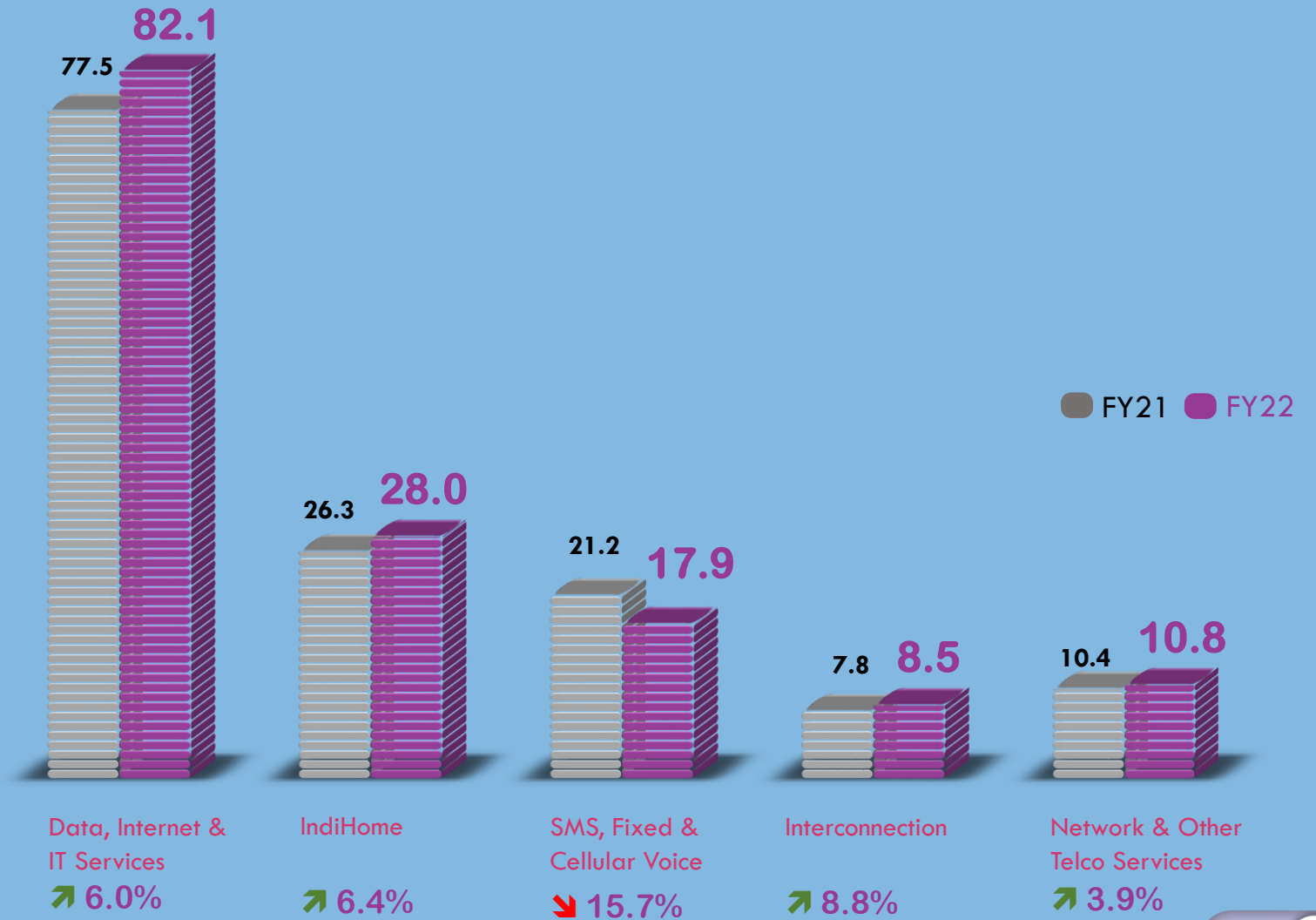
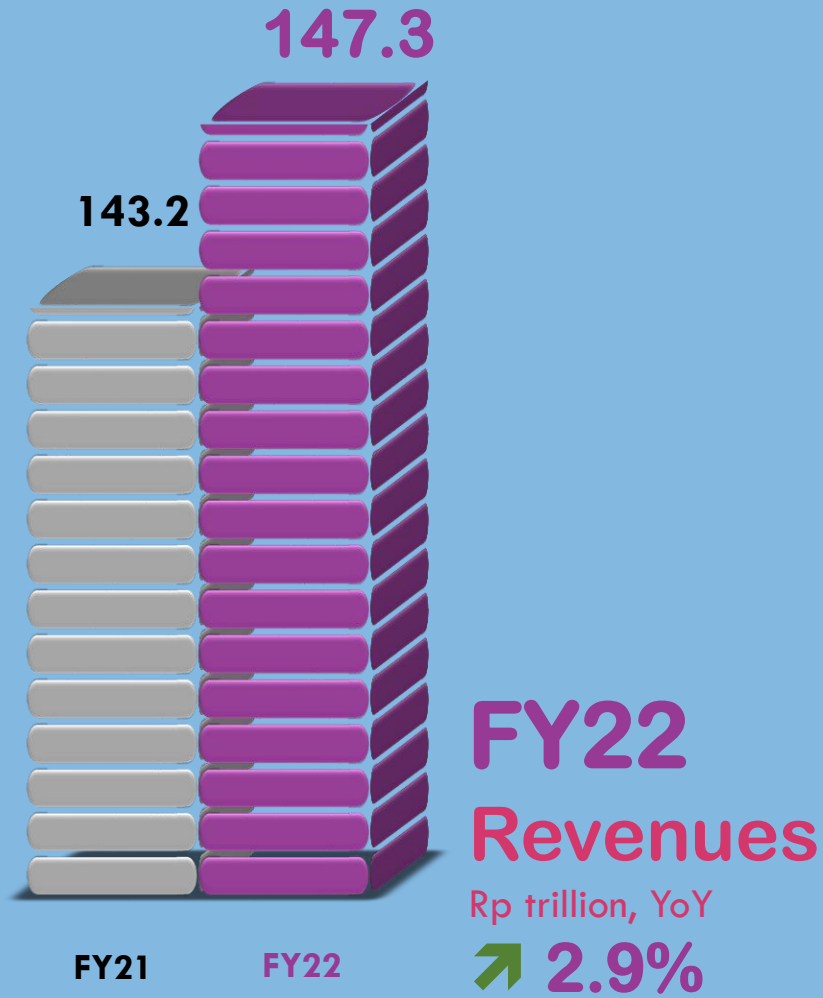
**Telkomsel's Digital Business** kept growing healthily with **18.7% YoY** growth in **data traffic** and its **contribution** reached **81.9%** of total **Telkomsel's revenue** as compared to last year's contribution of 78.0%

In **November 2022**, **Telkomsel** has been officially announced as the **winner of 2.1 GHz bandwidth frequency for mobile network** by Ministry of Communication and Information Technology.

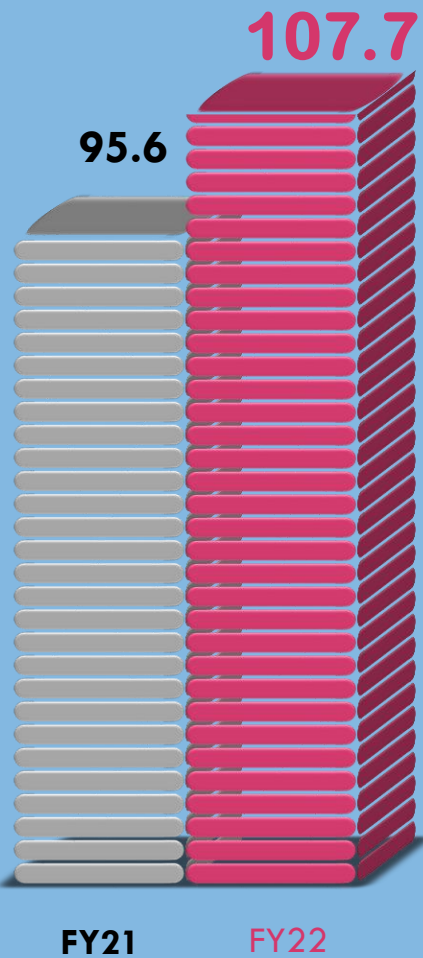
In **December 2022**, Telkom through **NeutraDC** started the **groundbreaking** of **2nd Hyperscale Data Center (HDC)** in **Batam**, which will have **75 MW designed total capacity** and **51MW designed IT load capacity**.



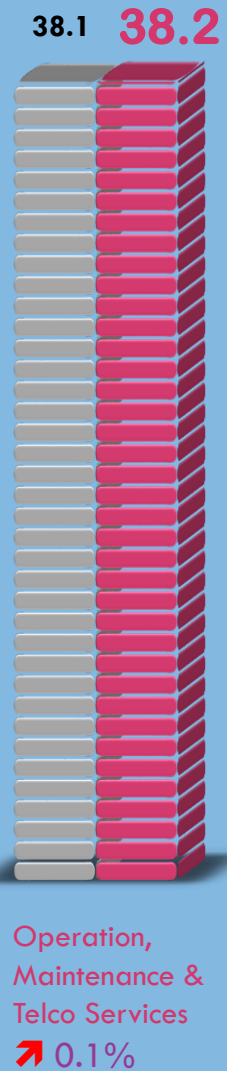
# Revenue



# Expenses and Profitability



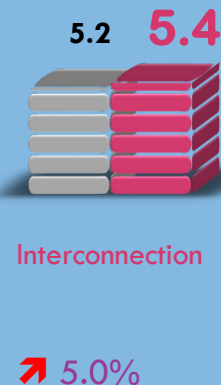
**FY22 Expenses**  
Rp trillion, YoY  
↗ 12.6%



Operation, Maintenance & Telco Services  
↗ 0.1%



Personnel  
↘ 4.0%



Interconnection  
↗ 5.0%



Marketing  
↗ 8.1%



General & Administrative  
↗ 16.7%

### EBITDA

Rp trillion, YoY

↗ 4.3%

Year	Value (Rp trillion)
FY21	75.7
FY22	79.0

### Net Income

Rp trillion, YoY

↘ 16.2%

Year	Value (Rp trillion)
FY21	24.8
FY22	20.8

% Margin

Year	Value (%)
FY21	52.9
FY22	53.6

Year	Value (%)
FY21	17.3
FY22	14.1

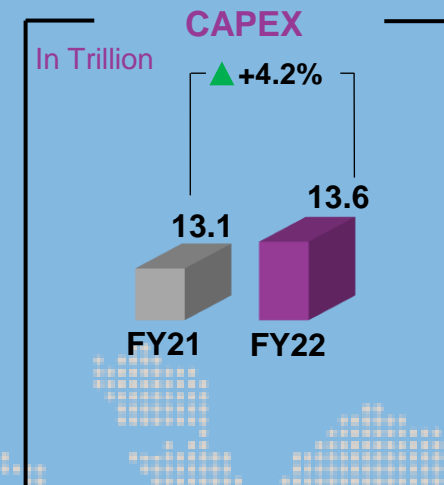
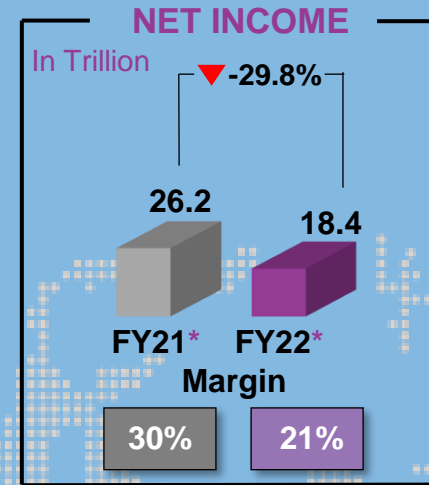
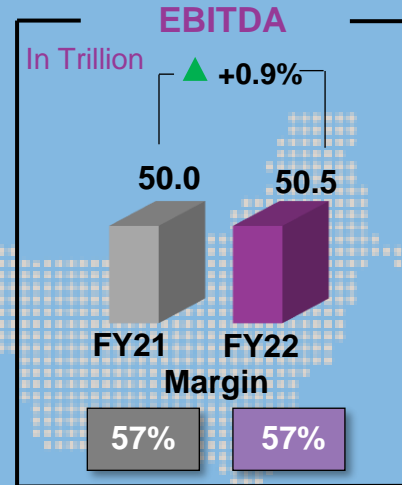
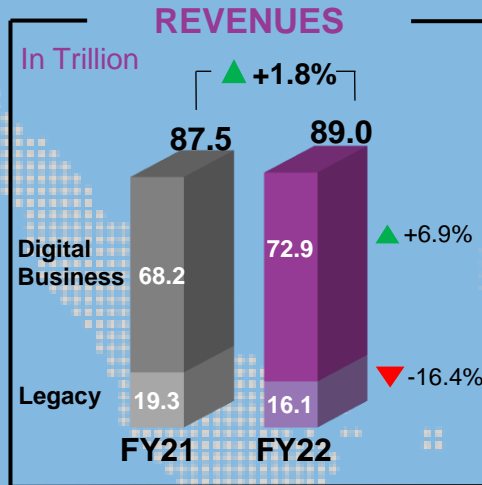
**Note:**  
Operating Net Income FY22: Rp25.9 tn, FY21: Rp24.0 tn, ↗ 7.7% YoY  
Operating Net Income Margin FY22 17.6%, FY21 16.8%

■ FY21
 ■ FY22

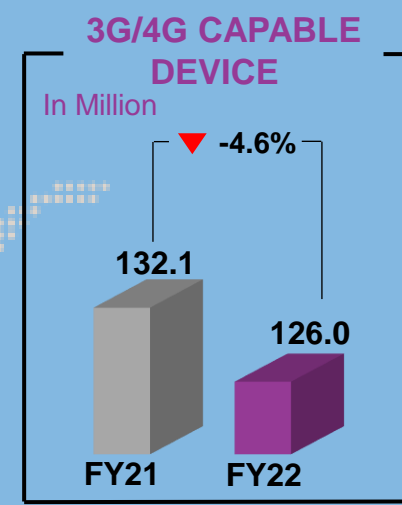
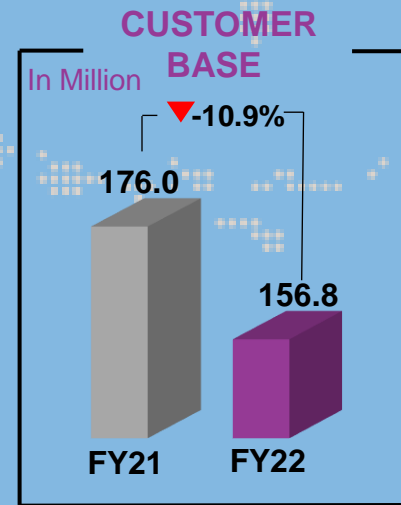
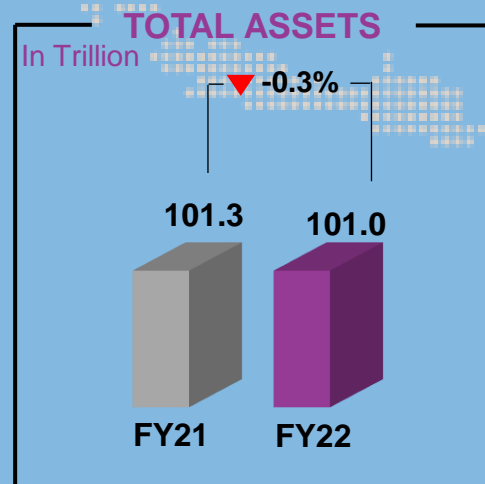
■ FY21
 ■ FY22

# Telkomsel Performance

**Challenging market dynamics with on-going transition of Legacy & continuing competitive environment**  
TSEL to effectively manage operating expenses with sustainable level of profitability at 56.7% EBITDA Margin.



*\*) Includes inorganic initiatives with fair value of investment and one-off from unlocking assets*

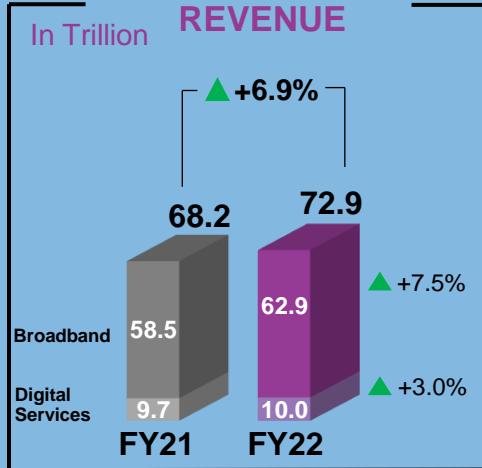


# Telkomsel Digital Business

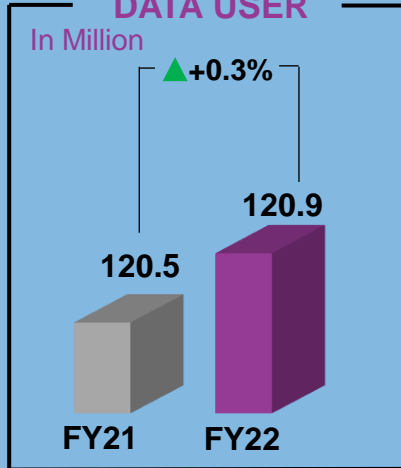
## Continue to Focus on Digital Business

Engine of growth and accounted for 82% of Total Revenues

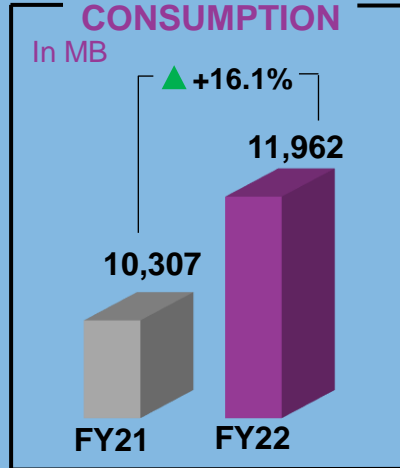
### DIGITAL BUSINESS REVENUE



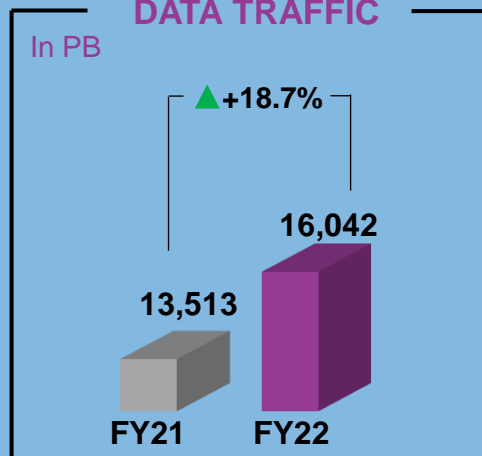
### DATA USER



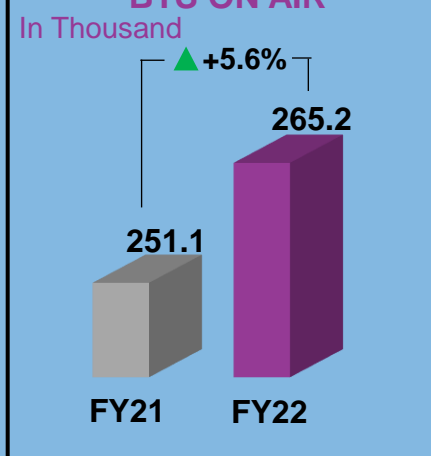
### DATA USER CONSUMPTION



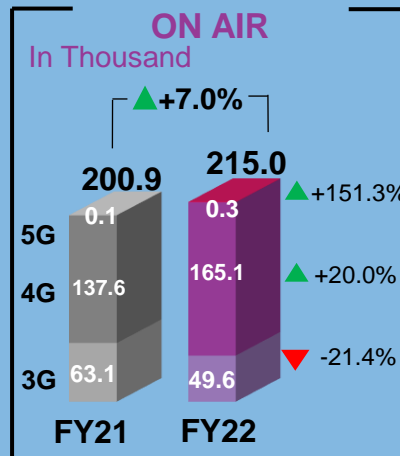
### DATA TRAFFIC



### BTS ON AIR



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



## Digital Business:

Telkomsel  
**Video**

Telkomsel  
**Games**

Telkomsel  
**Music**

Telkomsel  
**Orbit**

Telkomsel  
**IoT**

Telkomsel  
**redi**

**TADEX**

Telkomsel  
ENTERPRISE

Telkomsel  
**DigiAds**

Telkomsel  
**MSIGHT**

mBANKING  
TELKOMSEL

**Link  
Aja!**

# Fixed Line Business



## IndiHome

Revenue (Rp)

**28.0**tn  
↗ 6.4% YoY

Add-ons Revenue

**16.2%**  
of IndiHome Revenue

EBITDA Margin FY22  
Relatively stable at

around **50%**

Total Subscribers

**9.2**mn  
↗ 7.1% YoY

Additional Subscribers

**611**k in 2022

Coverage

**501** cities

**97.5%**  
Indonesian cities / districts

% Customer Proportion

**63:37** | **90:10**

Dual Play : Triple Play | Residential : Enterprise



## Enterprise Business

Revenue (Rp)

**19.2**tn  
↗ 0.1% YoY  
↗ 9.3% QoQ

Biggest Contributors

- ❑ B2B IT Digital Services
- ❑ Enterprise Connectivity

Strengthening the Business

- ❑ Cloud Business
- ❑ Building Strategic Partnership with Global Tech Players



## Wholesale & International Business

Revenue (Rp)

**15.4**tn  
↗ 8.3% YoY

Growth Contributors

- ❑ Int'l Wholesale Voice
- ❑ Digital Infrastructure

Revenue  
(Mitratel stand-alone)

**Rp 7.7**tn  
↗ 12.5% YoY

**35,418**

Towers  
Biggest Towerco in SEA  
In terms of towers owned

EBITDA Margin

**78.5%**

Tenancy Ratio **1.47x**

**28** data centers  
23 domestics, 5 overseas

DC&Cloud Revenue

**Rp 1.6**tn



# Strategic Initiatives

## Fixed-Mobile Convergence (FMC)

We materialize FMC initiatives in an effort to provide **better customer experience** (always online and various offering packages), to have **more efficient capex and operation**, as well as to enjoy **robust data integration**.

We are of the view that the FMC strategy would increase Telkom Group's value proposition and distinguish our unique competitive advantage in the market.

## Data Center and Clouds

The presence of robust data center and cloud infrastructure is key to enable us in developing various digital solutions to enhance customers' experience.

With our **integrated network**, we are able to **accommodate** our customer future **business digitization needs**.

## InfraCo

Infrastructure value unlock, starting with Tower. We will continue to explore new InfraCo and infra sharing potential.

This initiative aims at optimizing consolidated Telkom's Capex efficiency, quality improvement, and coverage of service; to **optimize asset utility** and **market penetration, cater Telco business challenge**, and **create business value** that meets investor expectation.



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