

FY23
Results
March 2024

Corporate
Presentation

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.

Share Ownership

Total Shares

99,062,216,600 shares

Market Capitalization

Rp**370 Tn** (USD**23.3 Bn**)*

*as of 25 March 2024

Ownership

52.1%
Government of
Indonesia



47.9%
Public

Listings



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

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**



DIRECTOR
**HONESTI
BASYIR**

Telkomsel



CEO TELKOMSEL
NUGROHO



DIRECTOR
**MOHAMAD
RAMZY**



DIRECTOR
**ADIWINAHYU
BASUKI SIGIT**



DIRECTOR
**DERRICK
HENG**



DIRECTOR
**WONG
SOON NAM**



DIRECTOR
**BHARAT
ALVA**



DIRECTOR
**INDRA
MARDIATNA**



DIRECTOR
**R. MUHARAM
PERBAWAMUKTI**

Highlights

Telkom Revenue growth positively by 1.3% YoY to **Rp149.2 trillion** supported by the growth of Data, Internet & IT Services to Rp87.4 trillion (6.5% YoY). IndiHome and Interconnection revenue also grew by 2.7% YoY and 7.0% YoY, respectively.

Telkomsel continues to focus on market share productivity and managed to have **mobile customer base** at **159.3 million** in 2023 with productivity improvement, while having acceleration of additional **IndiHome B2C** towards **8.7 million customers** driven by cross-selling and up-selling activities. Telkomsel recorded positive consolidated revenues growth with healthy levels of profitability supported by growth of Digital Business at 7.6% YoY supported by scaling up Digital Services.

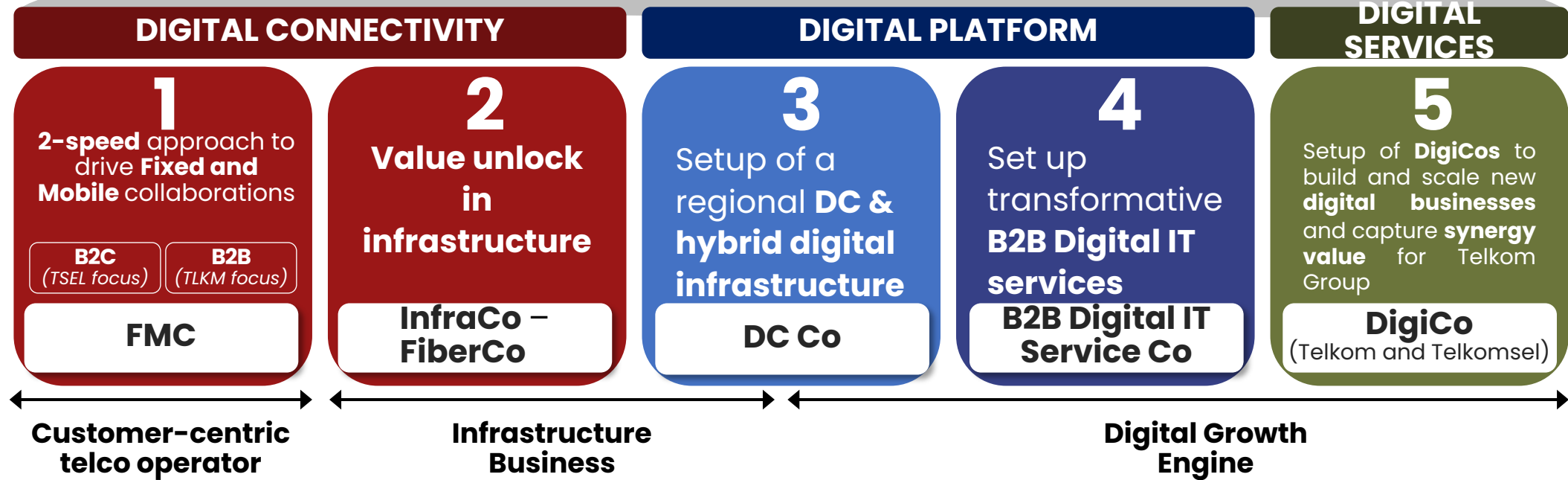
Telkom EBITDA stood at **Rp77.6 trillion** with EBITDA margin at **52.0%**. Meanwhile, **Net Income** grew by 18.3% YoY to **Rp24.6 trillion** during the period with net income margin increased to **16.5%**.

Mitratel continues its leadership in the tower industry, and consistently improves its profitability. In FY23, its standalone revenue grew by **11.2% YoY**, with **EBITDA Margin** expanded 1.0 ppt to **80.5%**, supported by improving **tenancy ratio** to **1.51x** from 1.47x last year.

In line with the implementation **Five Bold Moves** strategy, Telkom established **InfraCo** and **TDE Singapore** in 2023. Telkom also actively pursuing the **monetization** of its **data center** business through strategic partnerships within this year.

Strategic Initiatives

Five Bold Moves Framework



FMC

Synergizing mobile and fixed broadband through **initiatives** such as effective cross-selling, customer value maximization pricing, product differentiation and substitution, efficient capex and opex disbursement.

Resulted in mobile customer subscriber take up, acceleration in fixed broadband customer growth, and enhanced customer loyalty.

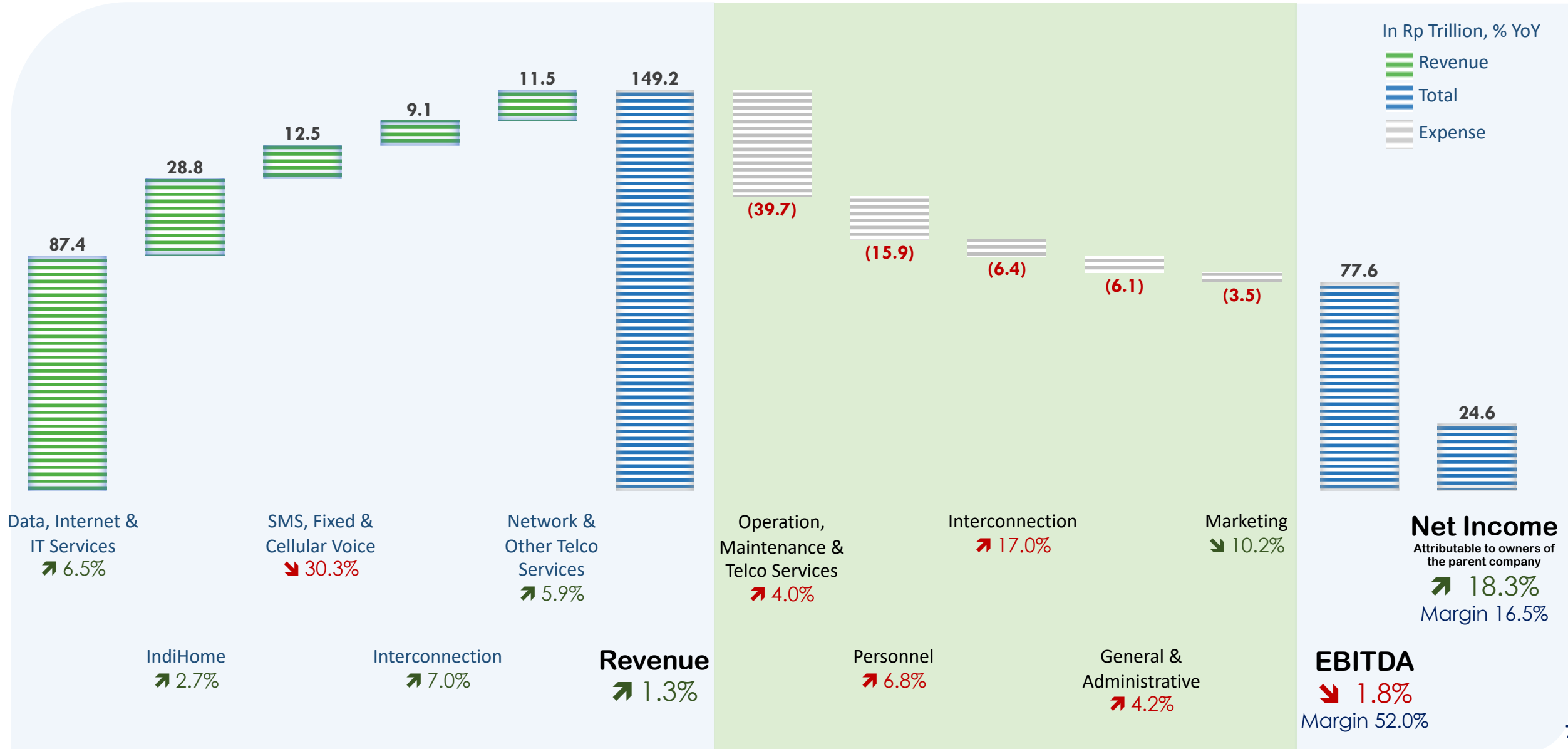
DCCo

In the process of searching and finding the best potential **partner** that could bring **technology and capital**. As of first quarter of 2024 **PT Telkom Data Ekosistem** has successfully become the only entity that manage TelkomGroup data center business after several assets transfers from other business unit and subsidiary through Sales & Purchase Agreement.

InfraCo

In December 2023, **PT Infrastruktur Telekomunikasi Indonesia** was established. By 2024, will be ready to be appointed as the **managed service provider** for Telkom's Fiber-to-the-Home (FTTH) for B2B Business. Gradually, Telkom will transfer its fiber asset to the company and monetize the fiber business in order to increase group valuation.

Financial Performance

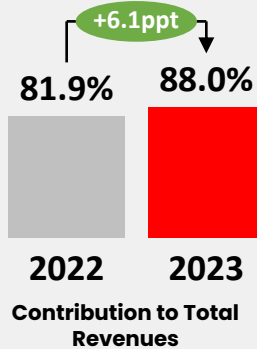


Maximizing Convergence to Further Secure Market Dominance

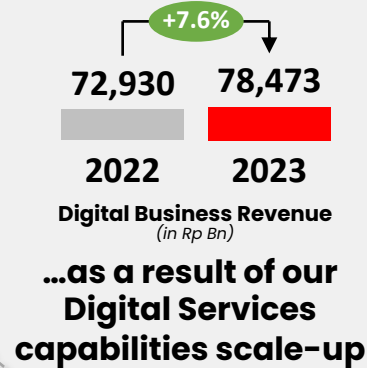
Capture positive momentum underpinned by Digital Business Revenue

Digital Business remained the engine of growth

Fueled by healthy growth of Data and Digital Services which indicates room for future growth

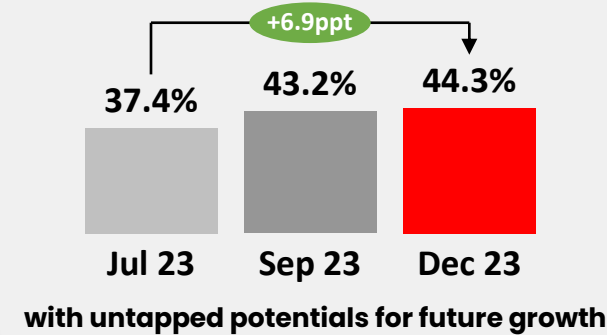


Rapid growth in Digital Business Revenue...

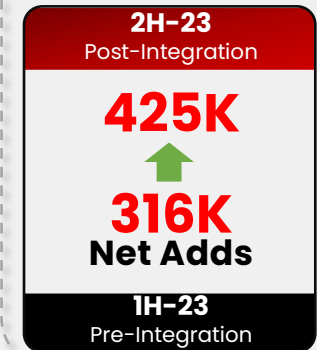


Securing its Position as the Largest Convergence Operator Nationwide

Convergence Penetration



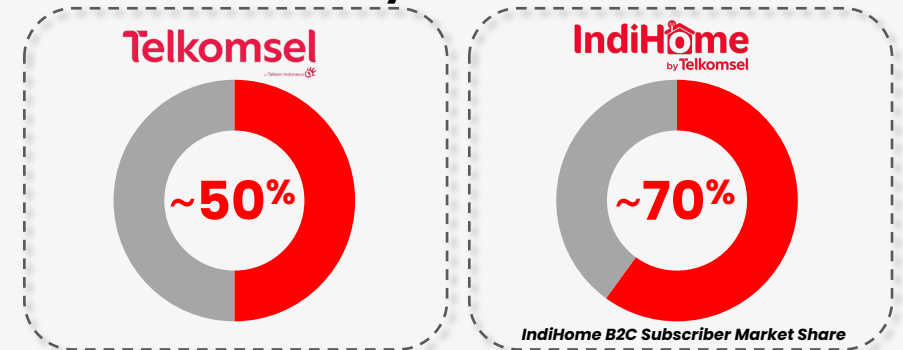
Improved net add run-rate



Maintain the highest NPS and CSI as a result of our focus on customer-centric approach...



...which translates to our solidified dominance in the market



A solid half year post integration of IndiHome

Half year milestones ahead of target with synergy value on track

Internal Organization

Completed employee transfer for business continuity

Harmonized channels with integrated sales teams and improvement on GTM

Embracing culture integration

Customer Centricity

Launched 1st Fixed Mobile Convergence

One stop service – with integrated digital lifestyle on MyTelkomsel

Harnessing High Speed Demand

Addressing Customers' Needs

Telkomsel Halo Telkomsel Lite
Telkomsel PraBayar by.U

Telkomsel Orbit IndiHome by Telkomsel

Telkomsel One

Synergy Creation

Cross-sell activities

Service integration

Platform cost

Content synergy

Saving in lower cost of CPE

No investment duplication

Acceleration of closing overlapping customer touch point

~290 Outlets Until 2023 ahead from target

Optimized Channel Muscle

327 GraPARI

180 Plasa

>350K Outlets

Looking ahead, Telkomsel dedicated to continually improving our services and serving an even broader customer base while maintaining the high standards of quality and value that our customers expect

Mid-term Strategic Plan



Focus on new and existing converged customers through FMC uplifts via Cross-sell, Up-sell and Bundling Initiatives



Execute combined extensive innovative products & contents to secure revenue per household



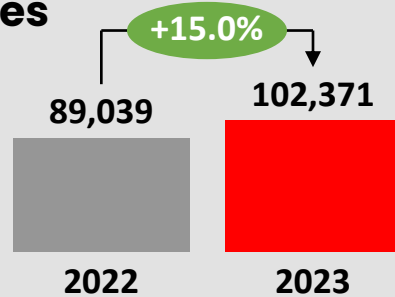
IT integration complete to improve analytics capability and billing system

Delivering Healthy Consistent Growth while Maintaining Profitability

Industry Leading Indicators Showcasing Strong Business and Solid Execution

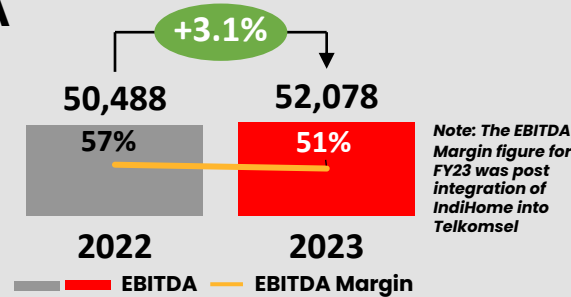
Revenues

(in Rp Bn)



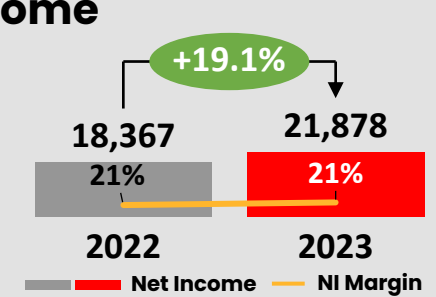
EBITDA

(in Rp Bn)



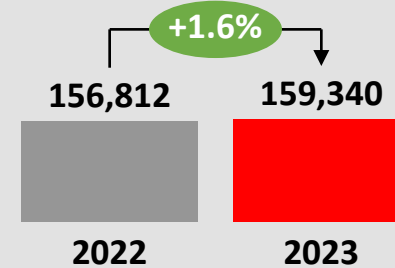
Net Income

(in Rp Bn)



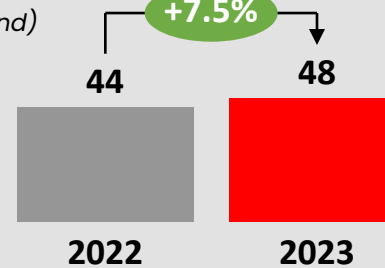
Customer Base

(in Thousand)



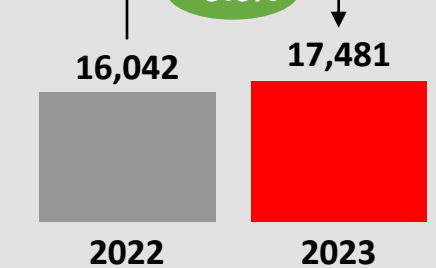
ARPU

(in Rp Thousand)



Payload

(in PB)

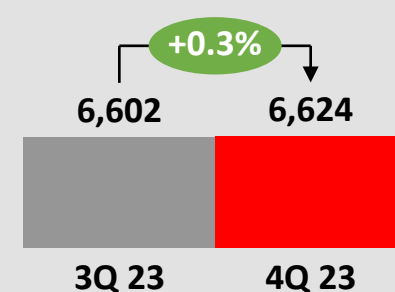


Maintaining Business Continuity of IndiHome

Maximize Synergy Value while Delivering on the Revenue Opportunities

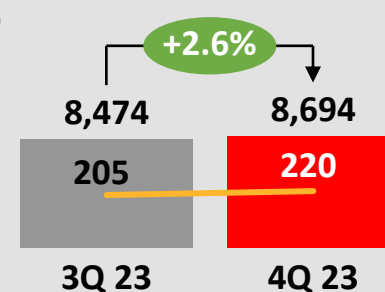
IndiHome Revenue

(in Rp Bn)



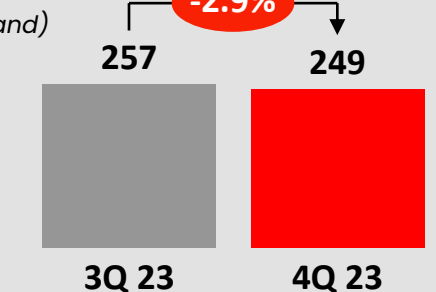
Home Broadband CB

(in Thousand)



ARPU

(in Rp Thousand)



Fixed Line Business

IndiHome

Revenue (Rp)

28.8tn  2.7% YoY

B2C: 27.3 tn (pre and post-FMC)

B2B: 1.5 tn

Total Subscribers

10.0mn  9.1% YoY
B2C: 8.7 mn
B2B: 1.3 mn

Net Additional Subscribers

837k in FY23



Enterprise Business

Revenue (Rp)

18.2tn

 4.8% YoY

Biggest Solutions Contributors

- B2B Digital IT Services
- Enterprise Connectivity

Strengthening the Business

- Cloud Business
- Strategic Partnership with Global Tech Players

Segment

- Government
- SOE
- Private Enterprise
- SME: Indibiz



Wholesale & International Business

Revenue (Rp)

16.9tn

 9.6% YoY

Growth Contributors

- International Wholesale Voice
- Digital Infrastructure



Revenue

(Mitratel stand-alone)

Rp8.6tn

 11.2% YoY

EBITDA & Net Income Margin

80.5% & **23.4%**

38,014

Towers

Biggest Towerco in SEA
In terms of towers owned

1.51x

Tenancy

Ratio

32 data centers
27 domestics
5 overseas

42MW
IT Load
Capacity

Average Total
Utilization
Rate

70%

DC&Cloud
Revenue

Rp1.9tn

 14.8% YoY

