

1Q24
Results
April 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

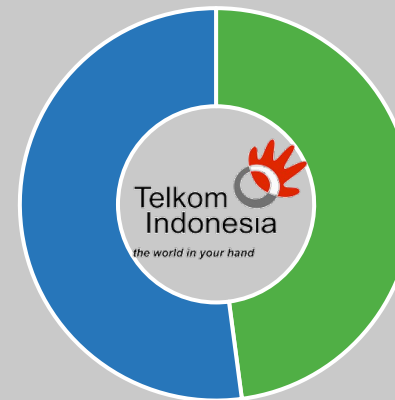
Market Capitalization

Rp**314 Tn** (USD**19.5 Bn**)*

*as of 22 April 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 grew positively by 3.7% YoY to **Rp37.4 trillion** supported by the growth of Data, Internet & IT Services to Rp22.1 trillion (11.3% YoY). **EBITDA** was improved by 2.2% YoY to **Rp19.4 trillion** with EBITDA margin at **51.9%**.

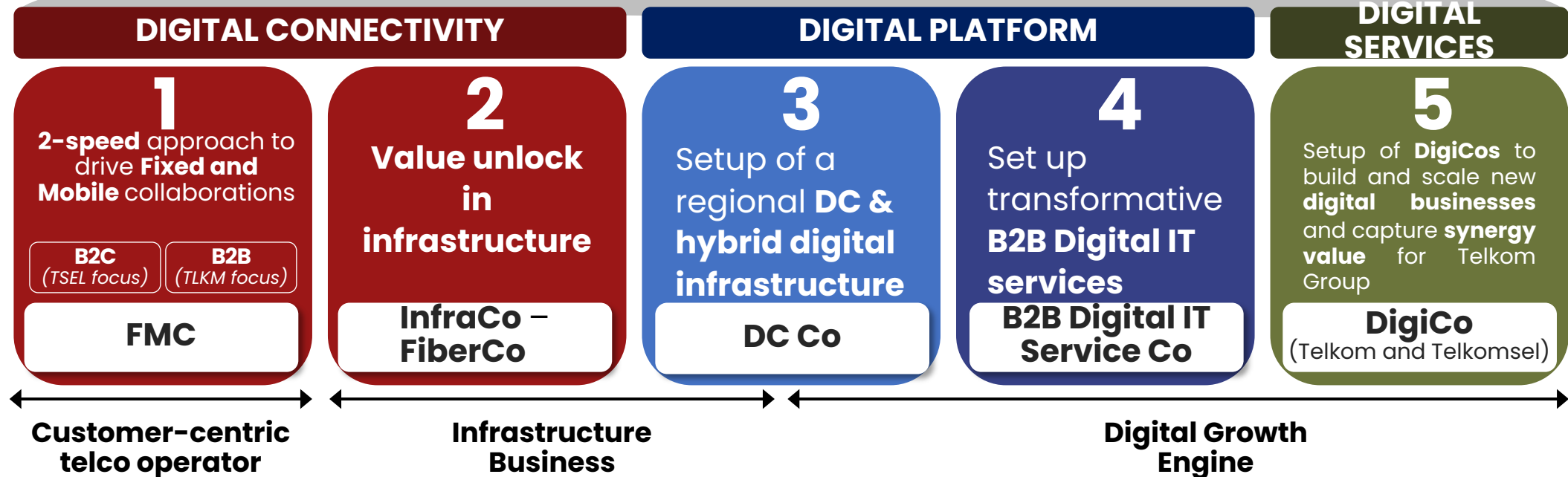
Net Income was booked at **Rp6.1 trillion** with Net Income margin stood at **16.2%**. Meanwhile, by factoring out the mark-to-market mainly from GOTO, our Operating Net Income grew by 3.1% YoY with **Operating Net Income Margin** at **16.9 %**.

Telkomsel recorded positive consolidated revenues growth with healthy levels of profitability supported by growth of **Digital Business** at **8.6% YoY** supported by **healthy growth of data and digital services** reflect the potential for future expansion. It continues to maintain market share dominance & productivity and has expanded its **mobile customer** base to **159.7 million** in 1Q24 with **improved productivity and quality of customers** while reaching **8.9 million IndiHome B2C customers** driven by **cross selling and up-selling initiatives** of our products.

Telkom, along with its subsidiary **Telkomsat**, successfully launched and occupied the **113 degrees East longitude orbital slot Satelit Merah Putih 2** from Cape Canaveral, Florida on February 20, 2024 (February 21, 2024 Indonesia Time). The launch of this **High Throughout Satellite (HTS)** is hailed as a milestone for Telkom in supporting the realization of equal access to connectivity, particularly in the rural areas nationwide. We believe that the existence of the HTS will strengthen our satellite business portfolio and foster connectivity quality of Telkom businesses.

Strategic Initiatives

Five Bold Moves Framework



FMC

Ensuring **seamless service** for existing customers. Commitment to secure a leading fixed & mobile position in Indonesian telco industry. Also as foundation to create **sustainable impact** on community, supporting digital inclusion & digital economy acceleration, increasing Indonesian telecommunications industry level playing field & strengthening future Company's business. Ensuring continuity, value creation, grabbing opportunities & capturing customer whole journey through cross-selling activities, service integration, content synergy, and customer touch point integration without investment duplication.

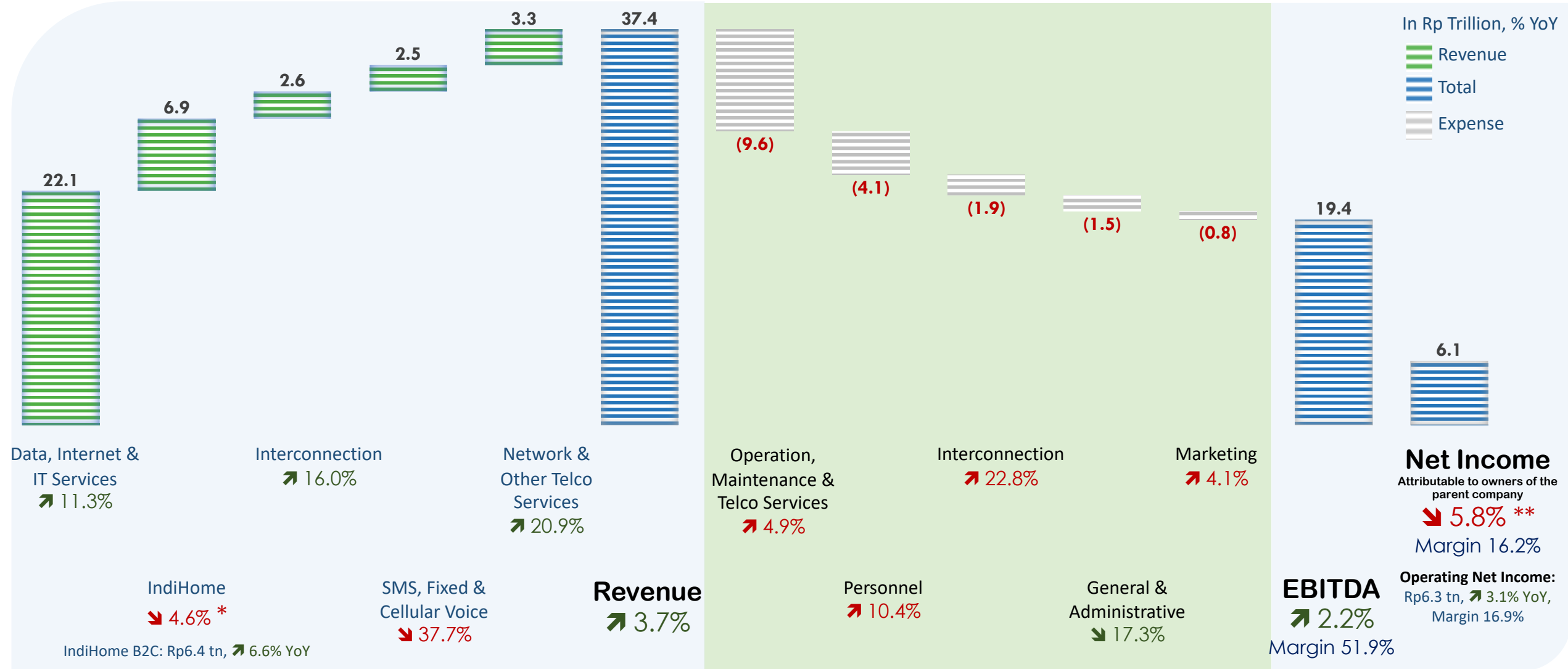
DCCo

Initiative to find out **strategic partners** in Data Center who owns **not only capital but also management capability and strong marketing channel**, TelkomGroup has initiated monetization and hope to finish the monetization process by the end of year 2024.

InfraCo

Focusing towards **unlocking new potentials for maximizing the value of fiber infrastructure**. We will generate additional synergy value by optimizing network utilization, consolidating capital expenditure, boosting external revenue, delivering premium network services, enhancing operational efficiency, and establishing strategic partnerships. Telkom group is aiming reduce its remaining idle capacity significantly to conduct infrastructure sharing by B2B business arrangement.

Financial Performance



Notes: * IndiHome Revenue : Decreased due to the reclassification of IndiHome enterprise (B2B) revenue recognition to Data, Internet & IT services started from the first quarter of 2024. By factoring out IndiHome enterprise revenue, IndiHome residential (B2C) revenue in 1Q23 was Rp6.4 trillion, therefore in 1Q24 it grew by 6.6% YoY.

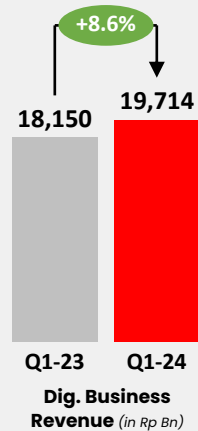
** Net Income : By factoring out the mark-to-market mainly from GOTO, our Operating Net Income reached Rp6.3 trillion or grew by 3.1% YoY, with Operating Net Income Margin at 16.9%.

Delivering our Balanced Focus on Profitability and Market Share Growth

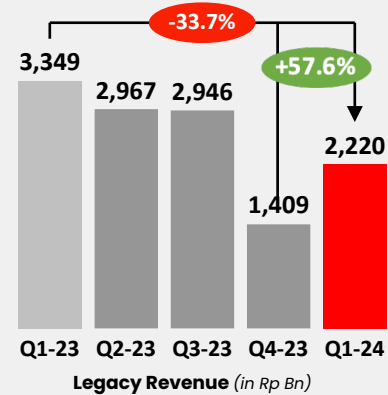
Capture positive momentum underpinned by Digital Business Revenue

Further development of Digital Business

Maximizing Digital Business contribution as engine of growth that serves as a potential for future expansion

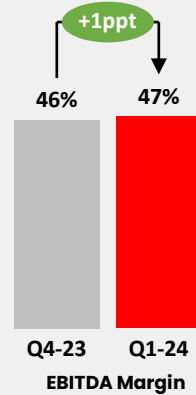


Stabilized the natural decline of Legacy Revenue



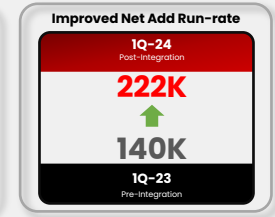
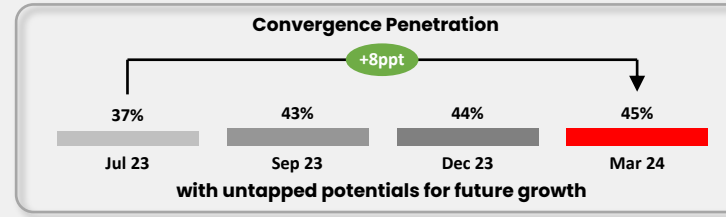
Post reclassification in the previous quarter

Improved profitability...

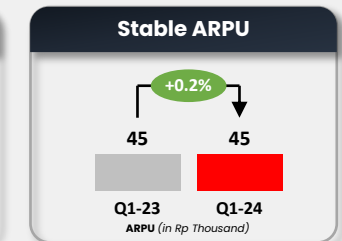
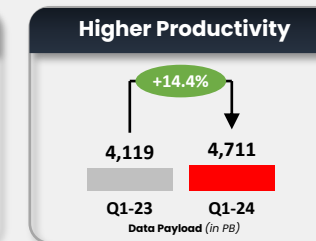
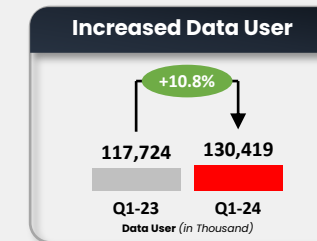


... supported by cost optimization and synergy initiatives

Maintaining our leadership as the nation's largest convergence operator



Showcasing enhanced productivity and higher customer quality, as evidenced by...

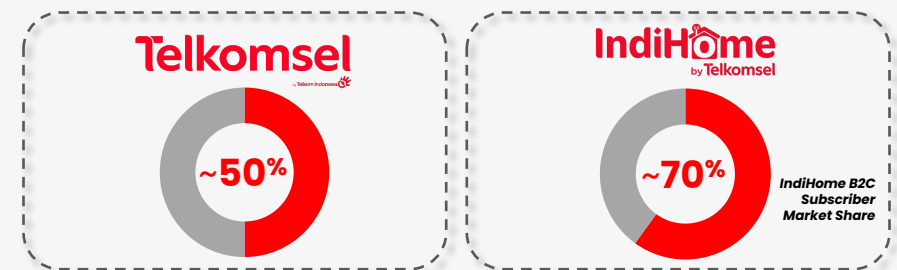


...in line with company's commitment to provide value-added products and services

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



Unlocking Potential Synergy from Convergence of Fixed and Mobile

Integration milestones and synergy value have been progressing on track

Internal Organization	Customer Centricity	Addressing Customers' Needs	Synergy Creation	Optimized Channel Muscle
<p>Completed employee transfer for business continuity</p> <hr/> <p>Harmonized channels with integrated sales teams and improvement on GTM</p> <hr/> <p>Embracing culture integration</p>	<p>Launched 1st Fixed Mobile Convergence</p> <hr/> <p>One stop service – with integrated digital lifestyle on MyTelkomsel</p> <hr/> <p>Harnessing High Speed Demand</p>	 <p>Telkomsel Halo Lite</p> <p>Telkomsel PraBayar by.U</p> <p>Telkomsel Orbit IndiHome by Telkomsel</p> <p>Telkomsel One</p>	<p>Cross-sell activities</p> <hr/> <p>Service integration</p> <hr/> <p>Platform cost</p> <hr/> <p>Content synergy</p> <hr/> <p>Saving in lower cost of CPE</p> <hr/> <p>No investment duplication</p> <hr/> <p>Acceleration of closing overlapping customer touch points</p> <hr/> <p>~300 Customer Touch Points Closed Until Q1 2024</p>	<p>490 GraPARI*</p> <p>>400K Outlets</p> <p><i>*Including Plasa that have been merged with GraPARI post IH integration</i></p>

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 to converge customer through FMC uplifts, Cross-sell and Up-sell



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



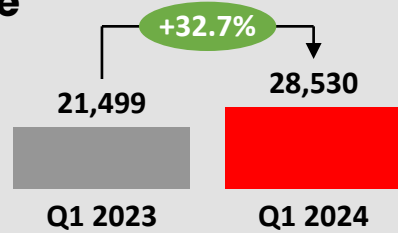
IT integration complete to improve analytics capability and billing system

Driving Sustainable Performance with Focus on Profitability

Positive consolidated revenues post integration to capture positive momentum

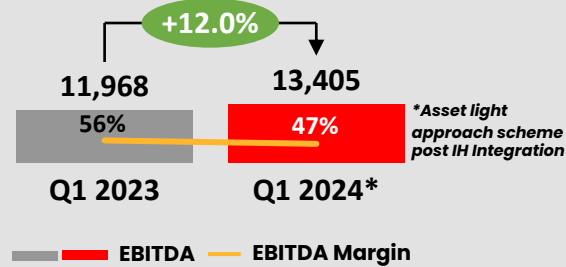
Revenue

(in Rp Bn)



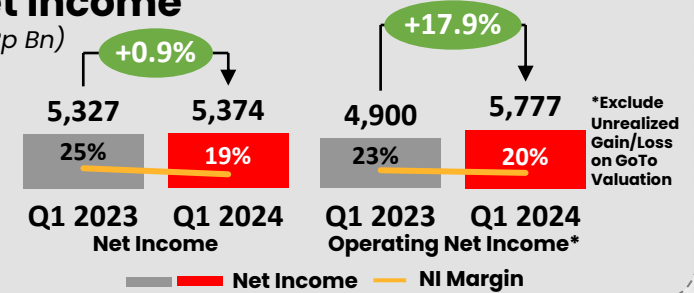
EBITDA

(in Rp Bn)



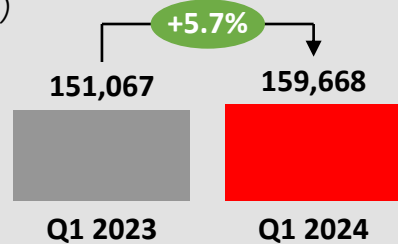
Net Income

(in Rp Bn)



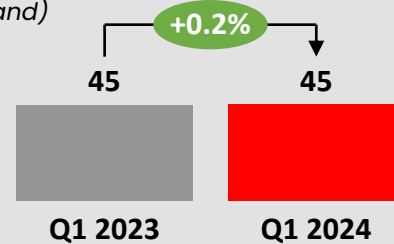
Customer Base

(in Thousand)



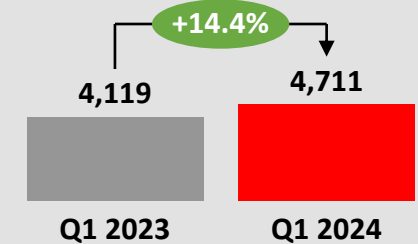
ARPU

(in Rp Thousand)



Payload

(in PB)

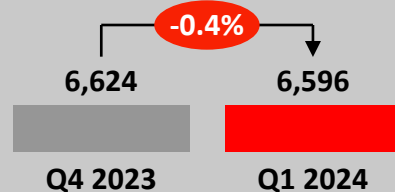


Maintaining Business Continuity of IndiHome

Harnessing our extensive digital ecosystem to accelerate fixed broadband penetration

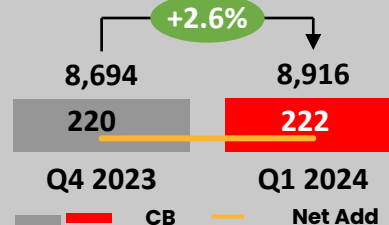
IndiHome B2C Revenue

(in Rp Bn)



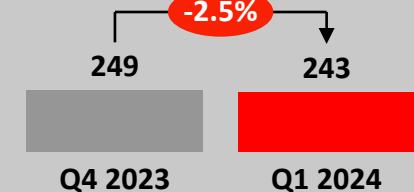
Home Broadband CB

(in Thousand)



ARPU

(in Rp Thousand)



Fixed Line Business

Enterprise Business

Revenue (Rp)

4.5tn

↘ 0.8% YoY

Biggest Solutions Contributors

- B2B Digital IT Services
- Enterprise Connectivity

Strengthening the Business

- Cloud Business
- Digital IT Services
- CyberSecurity
- Strategic Partnership with Global Tech Players

Segment

- Government
- SOE
- Private Enterprise
- SME: Indibiz



Wholesale & International Business

Revenue (Rp)

4.8tn

↗ 17.8% YoY

Growth Contributors

- International Wholesale Voice
- Digital Infrastructure



Revenue (Mitratel stand-alone)

Rp2.2tn

↗ 7.3% YoY

EBITDA & Net Income Margin

83.5% & 23.6%



38,135

Towers
Biggest Towerco in SEA
In terms of towers owned

1.52x
Tenancy Ratio



32 data centers
27 domestics
5 overseas

42MW
IT Load Capacity

Average Total Utilization Rate
70%

DC&Cloud Revenue
Rp449bn
↗ 6.4% YoY



Telkom Landmark Tower
Gatot Subroto 52
Jakarta 12710
Indonesia
www.telkom.co.id

1Q24
Results
April 2024

