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FY20 **Results**

Telkom in Brief

FY20 Financial and Operational Results



Board of Directors

TELKOM Group



CEO TELKOM GROUP
RIRIEK
ADRIANSYAH



DIRECTOR
HERI SUPRIADI



DIRECTOR
HERLAN
WIJANARKO



DIRECTOR
DIAN
RACHMAWAN



DIRECTOR
EDI
WITJARA



DIRECTOR
FM VENUSIANA R



DIRECTOR
BUDI SETYAWAN
WIJAYA



DIRECTOR
FAJRIN
RASYID



DIRECTOR
AFRIWANDI

Telkomsel



CEO TELKOMSEL
SETYANTO
HANTORO



DIRECTOR
LEONARDUS
WAHYU
WASONO



DIRECTOR
WONG
SOON NAM



DIRECTOR
RACHEL GOH



DIRECTOR
NUGROHO



DIRECTOR
HENDRI MULYA
SYAM

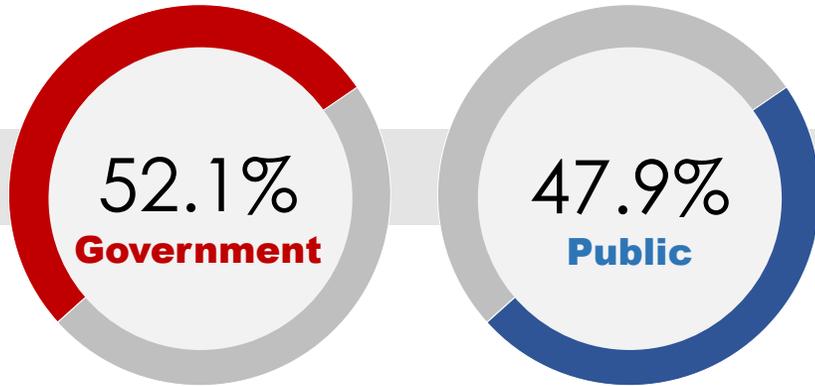


DIRECTOR
R. MUHARAM
PERBAWAMUKTI



DIRECTOR
BHARAT ALVA

Share Ownership



Total Shares

99,062,216,600 shares

Market Capitalization

Rp311Tn (USD21.6 Bn)*

*as of April 28, 2021

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



FY20 **Results**

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FY20 Performance Highlights

In FY20, Telkom recorded **Rp136.5 trillion** in Revenue, increased by **0.7% YoY**, with EBITDA and Net Income grew by **11.2% YoY** and **11.5% YoY**, respectively. The strong performance was achieved during challenging situation due to COVID-19 pandemic.

IndiHome continued solid performance by growing **21.2% YoY** to **Rp22.2 trillion** in FY20 driven by the increasing subscribers

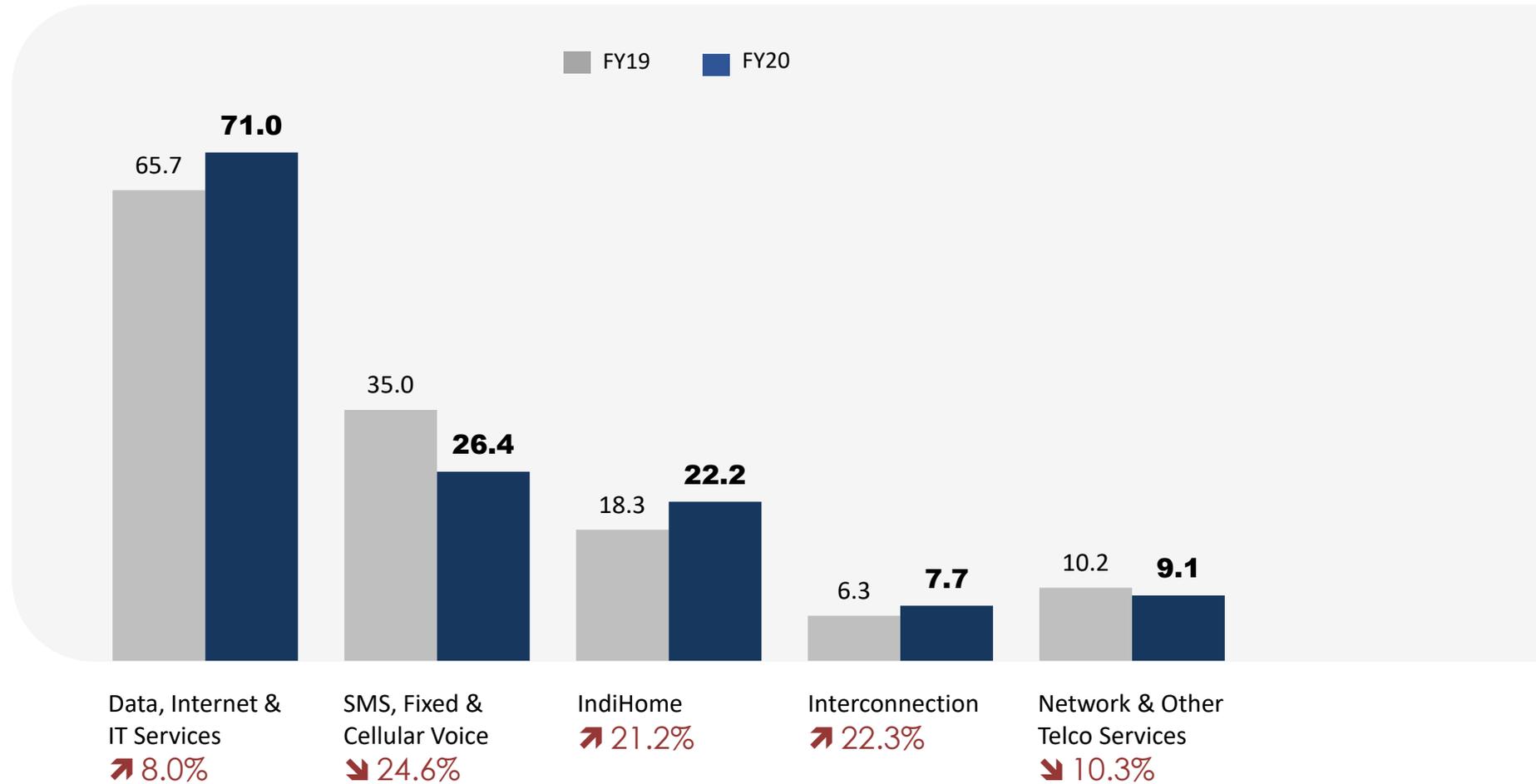
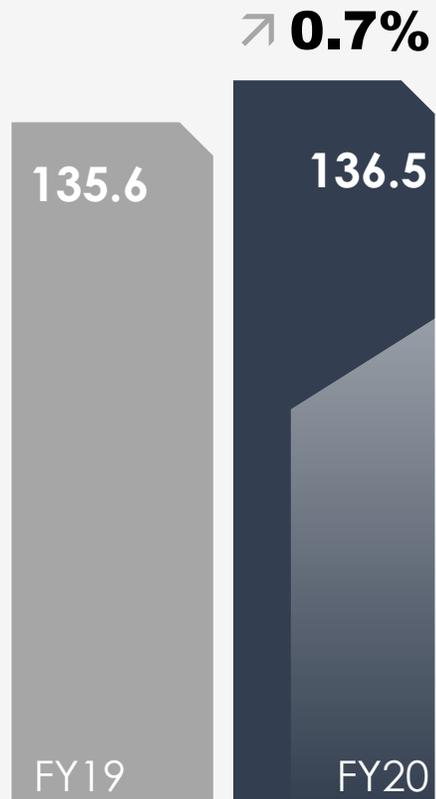
Enterprise showed meaningful improvement during 2020 and recorded **67.9% QoQ** growth in the last quarter of the year.

Telkomsel's digital business grew by **7.0% YoY** to **Rp62.3 trillion** and increased its contribution to total revenue significantly to **71.6%** from **63.9%** in the previous year.

Telkomsel deployed **27.7 thousand 4G BTSs** during FY20 which brought total BTS on air to **231.2 thousand** units

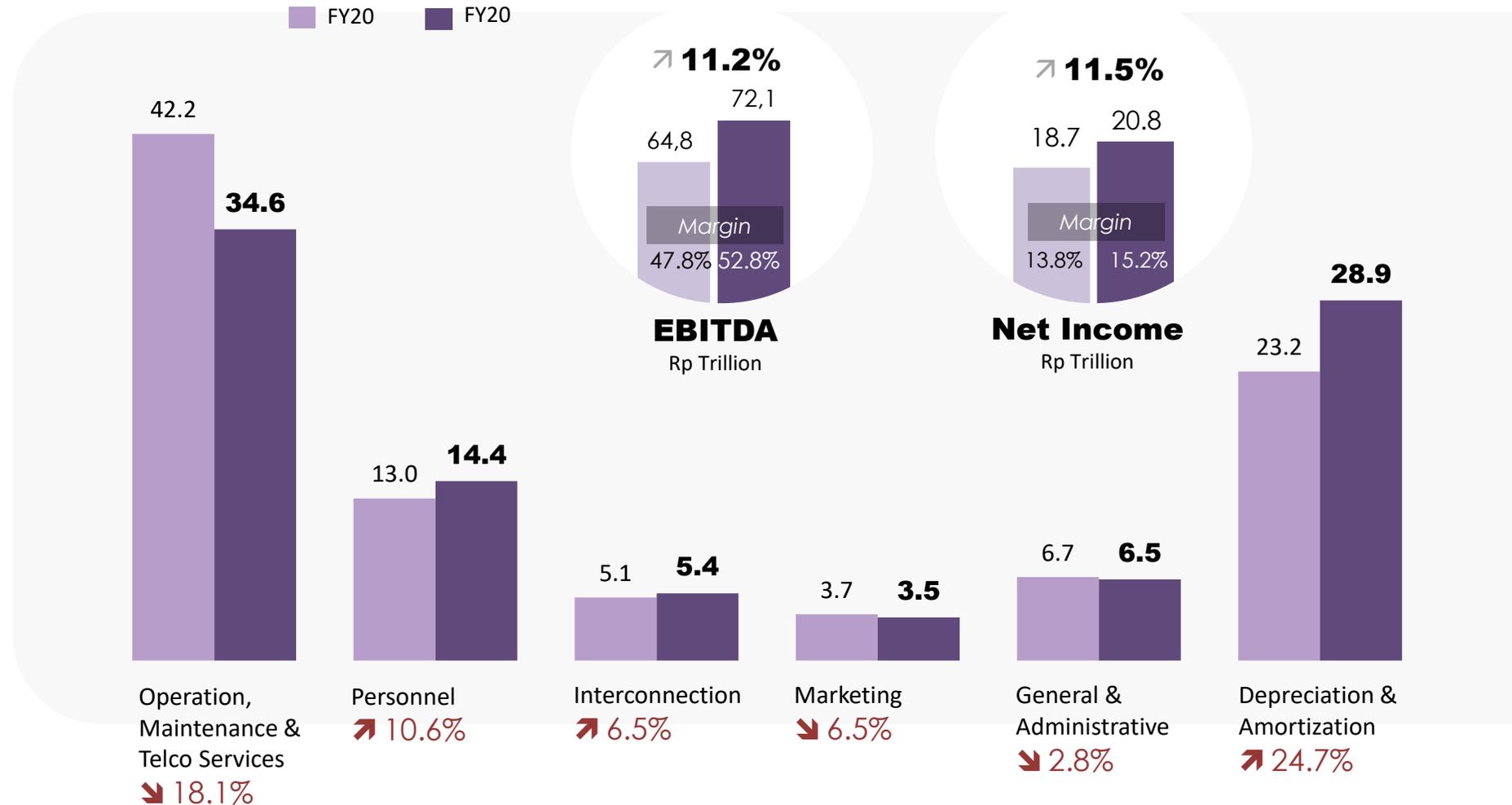
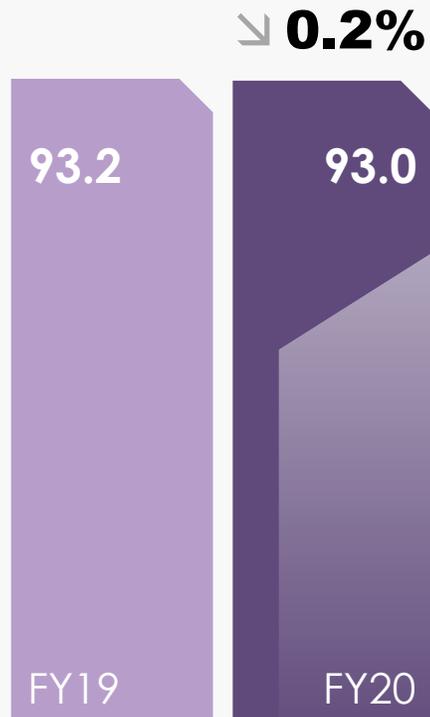
Revenue Growth Driven by IndiHome and Mobile Data

FY20 Revenues YoY (Rp Trillion)



Expenses were Manageable, EBITDA & Net Income Grew Double Digit

FY20 Expenses YoY (Rp Trillion)



Fixed Broadband as Engine of Growth

IndiHome
Revenue (Rp)

22.2tn
↗ 21.2% YoY

IndiHome

- IndiHome revenue contribution increased to **16%** from 14%
- EBITDA Margin reached **38.9%** from 33.9% last year
- Total IndiHome subscribers FY20 **8.02 Mio** (+14.5%)
 - Dual Play **58% of total subs**
 - Triple Play **42% of total subs**
- ARPU 4Q20 **Rp262K** compared to **Rp253K** in 3Q20
- Revenue from add-ons **grew by 27.8% YoY** and contributed **around 14.7%** of total Indihome revenue in FY20
- IndiHome services cover **496 (97%)** cities/districts throughout Indonesia



Enterprise Business is Improving

Enterprise Business
Revenue (Rp)

17.7tn
↘ 5.2% YoY

During the year, Enterprise segment showed consistent and significant improvement. With more solid fundamental, we expect Enterprise segment to become our next engine of growth in the foreseeable future.

Strengthen the Fundamental

Focus on more profitable business in connectivity, DC & Cloud and application services blended into various enterprise solutions.

Improvement

Various efforts to get better quality revenues to strengthen its fundamentals.

Our Data Center

We are currently in the progress of developing of tier 3 and 4 data center that will be completed in stages, and the operation of first stage is expected to start in second half of 2021.



Wholesale & International Business, Growing Strong Driven by Tower Business

Wholesale &
International Business
Revenue (Rp)

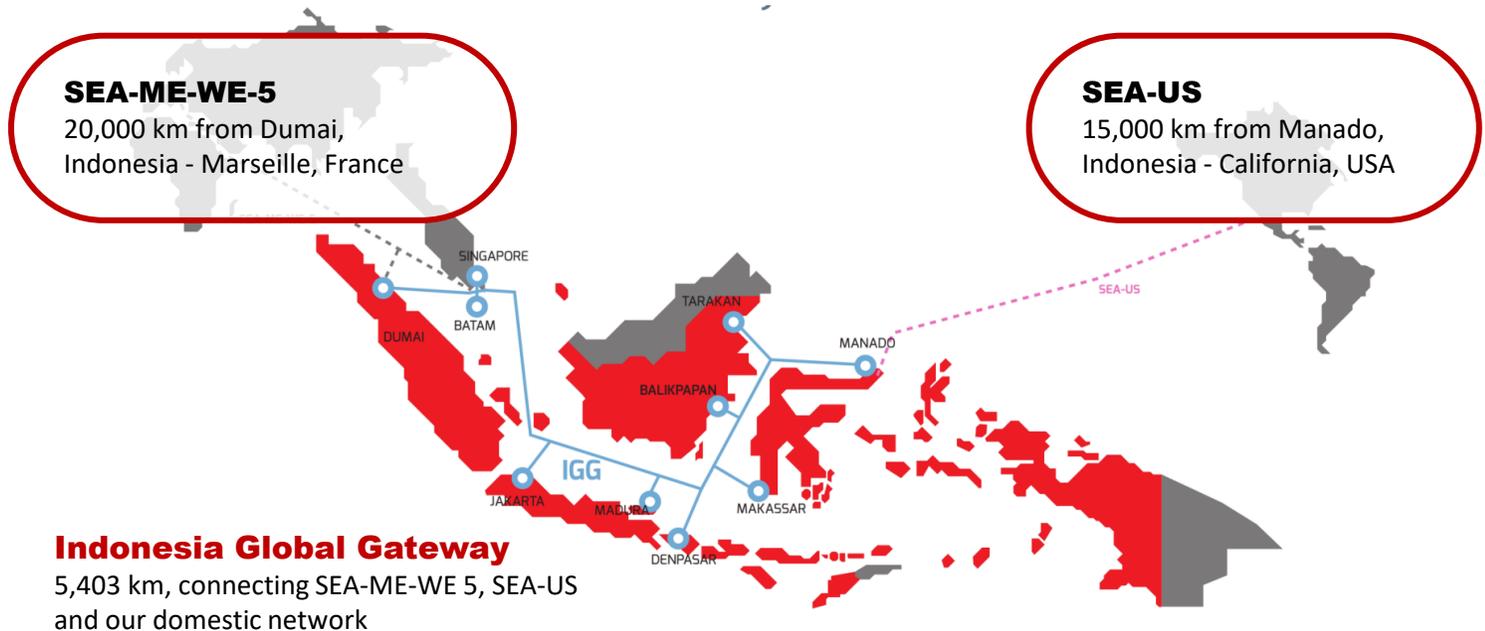
13.5tn
↑27.3% YoY

Growth from domestic business such as tower business due to inorganic activities and increasing A2P SMS due to the pandemic, the international businesses also have shown good performance driven by overseas wholesale voice, data service and digital business. Data center contributes a promising growth for both domestic and international markets.



Tower Business

Tower business still has opportunity to grow supported by the 5G technology which require higher density and create more collocation / tower demand.



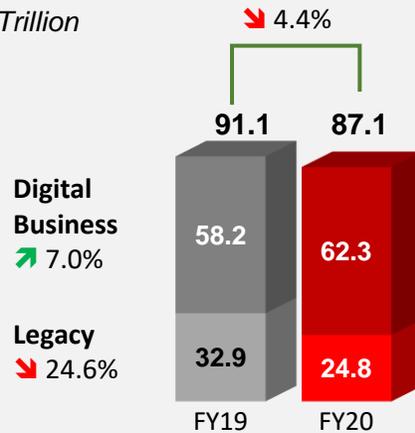
Telkomsel Performance

Challenging market dynamics with on-going transition of Legacy & continuing competitive environment
TSEL to maintain healthy profitability with EBITDA & Net Income Margin at 58.7% & 28.8%.

YEAR ON YEAR

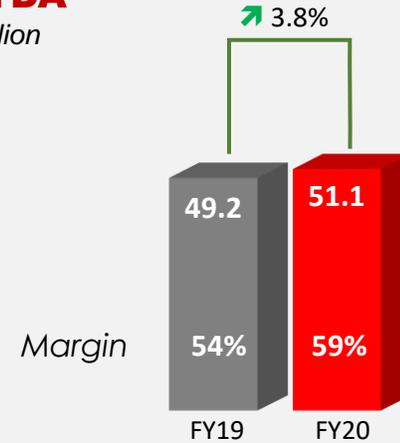
REVENUES

Rp Trillion



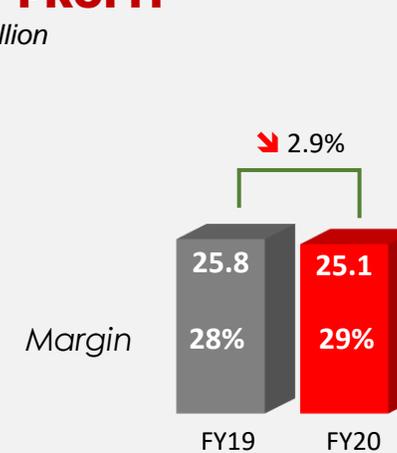
EBITDA

Rp Trillion



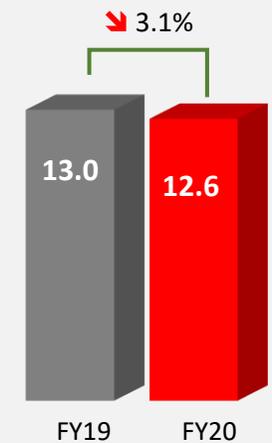
NET PROFIT

Rp Trillion



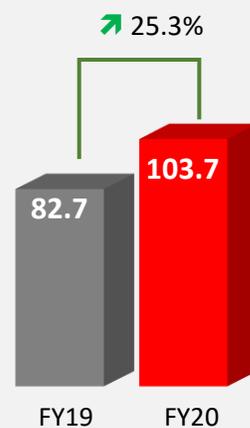
CAPEX

Rp Trillion



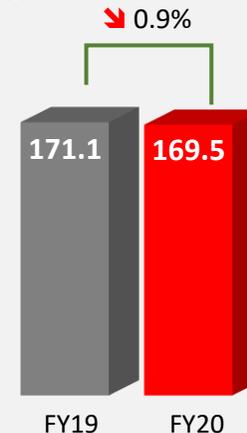
TOTAL ASSETS

Rp Trillion



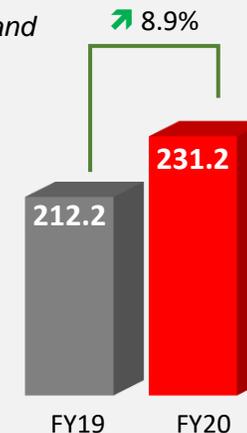
CUSTOMERS

In Million



BTS

In Thousand



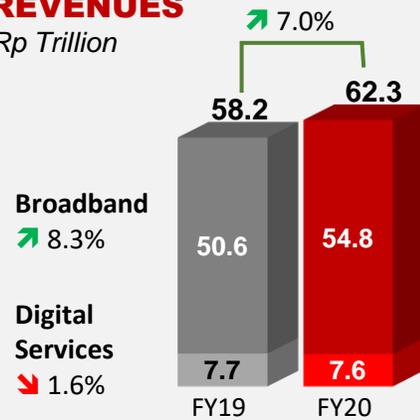
Telkomsel Performance

Continue to Focus on Digital Business : Engine of growth and accounted for 72% of Total Telkomsel Revenues

YEAR ON YEAR

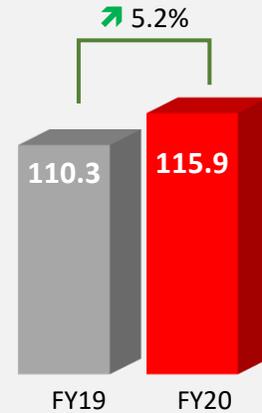
DIGITAL BUSINESS REVENUES

Rp Trillion



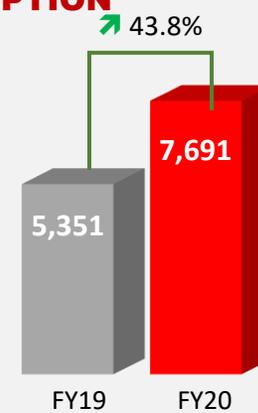
DATA USERS

In Million



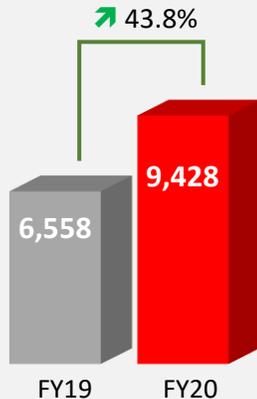
DATA USER CONSUMPTION

In MB



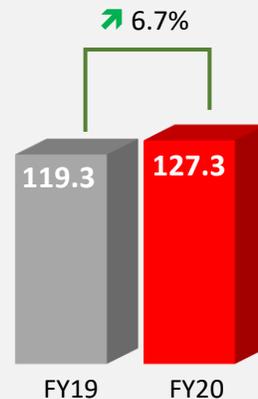
DATA TRAFFIC

In PB



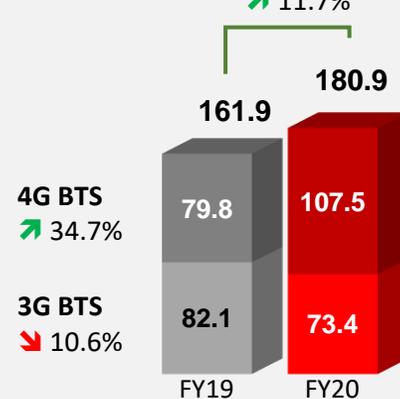
3G/4G CAPABLE DEVICE

In Million



3G & 4G BTS ON AIR

In Thousand



Digital Business



Langit Musik



Recent Activities

berdaya masyarakat Indonesia.



Telkomsel ready for 5G

- We recently obtained 20 MHz spectrum in 2.3 GHz
- TelkomGroup is Pursuing Partnership or Collaboration with Digital Players champion to help accelerate digital transformation.

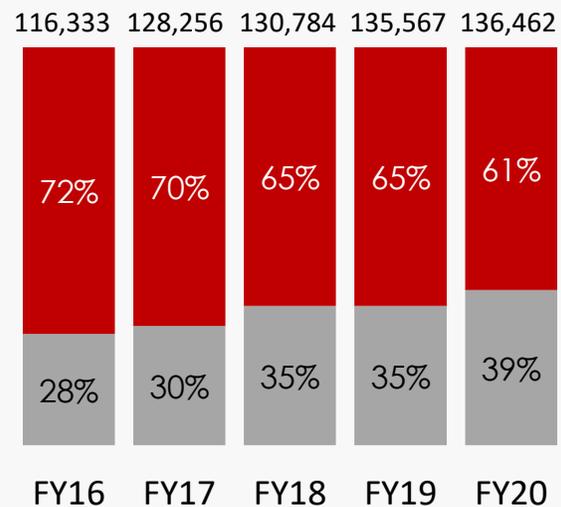
Well Diversified Business

5 Years Mobile & Non-Mobile Business Contribution

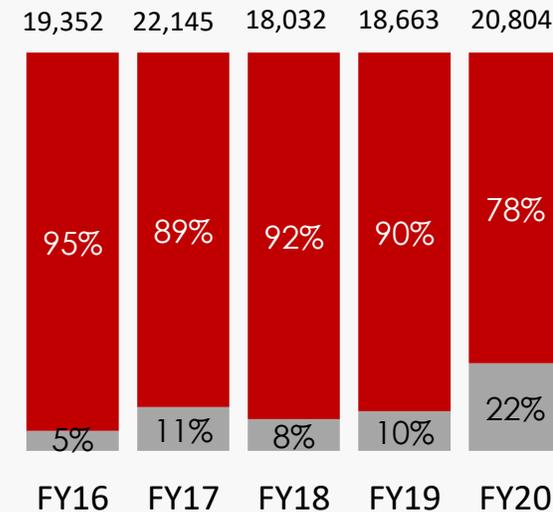
Legend

- Mobile Business
- Non-Mobile Business

Revenue Contribution



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
May 2021