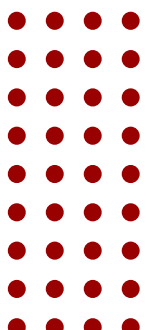


# SINGTEL — **INVESTOR DAY**

31 AUGUST 2022

**MOHAMAD RAMZY**  
CFRO- TELKOMSEL





### ***Disclaimer***

*This document may contain forward-looking statements which 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.*





# Content

**Macro Economics and Market Dynamics**

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**Financial & Operational Performances**

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# Macro Economics and Market Dynamics



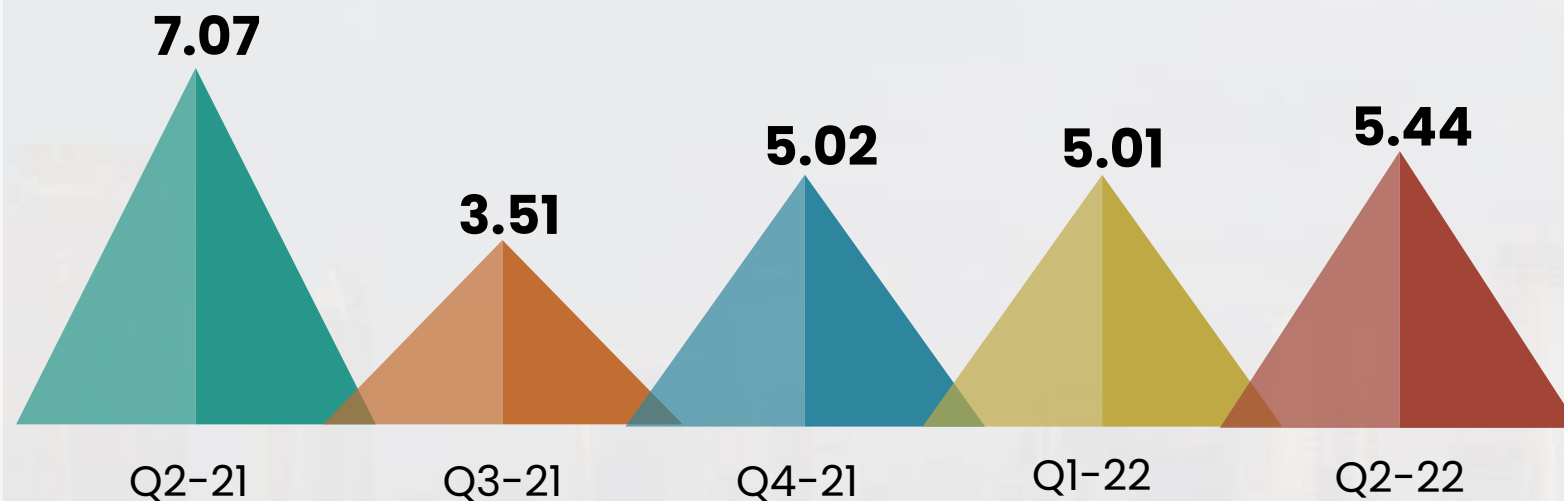
**GDP Growth**  
**5.44% YoY**



**Inflation Rate**  
**4.35% YoY**

## Indonesia GDP Growth Q2-22 (YoY in %)

Source: BPS – Statistics Indonesia



## Macroeconomy Projection

Based on Data APBN 2023 assumption, **Inflation is well-managed at ~3% while reaching ~5% GDP growth.**

APBN	GDP	Inflation	USD/IDR	Interest
2022	5.1% – 5.4%	4.0% – 4.8%	14.5K – 14.9K	6.85% – 8.42%
2023	5.3%	3.30%	14.75K	7.85%

Some institutions also project national **GDP will grow higher in 2023** at ~5.3%.

	2022	2023
ADB	5.2%	5.3%
THE WORLD BANK	5.1%	5.3%
IB	4.5% – 5.3%	4.8% – 5.5%
BANK INDONESIA	5.3%	5.2%

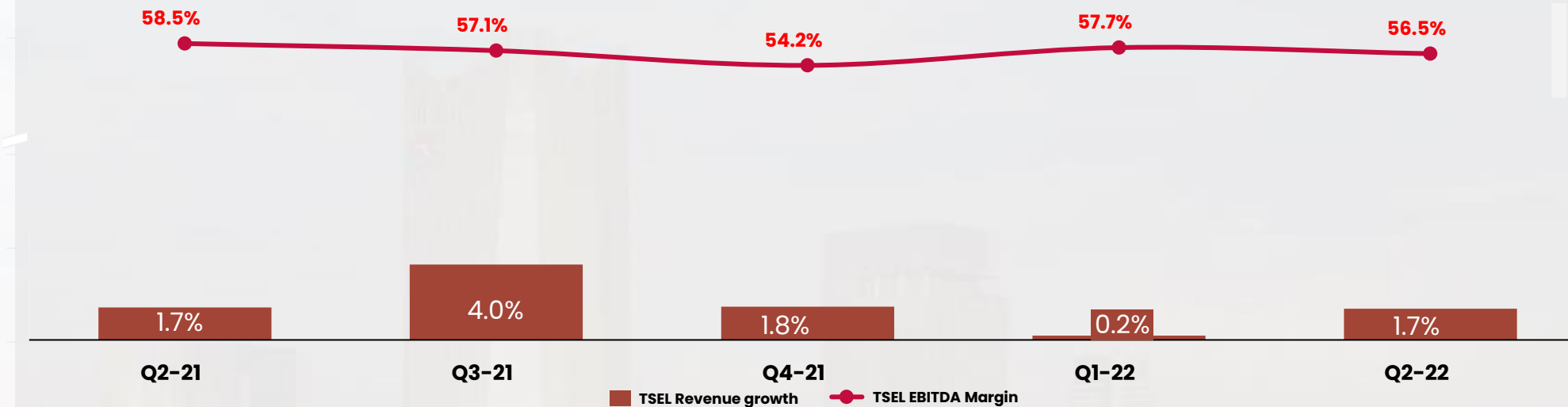
## View on Indonesia Economic Projection

- **Potential digital economy growth in Indonesia.** Indonesia's digital economy potential reach IDR 2.2Tn in 2025 or 10% over national GDP and even 8x in 2030.
- **Analyst keep the inflation expectation at c.4.7% yoy for FY22**, as believe the high fresh food and transportation prices will eventually normalize in the upcoming months. Nevertheless, **see stronger demand-pull effect in 2H22**, emerged from higher domestic economic activity

\*) Business.com & Indopremier Report

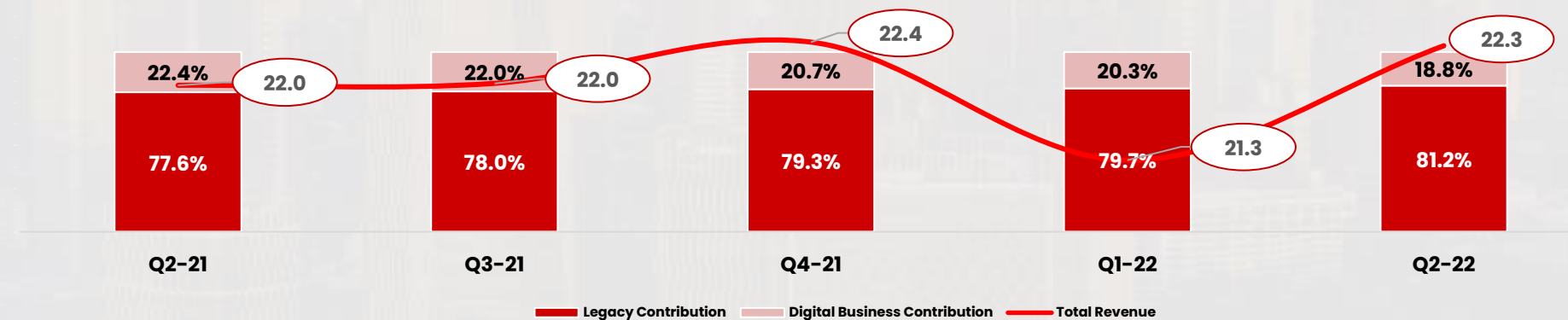
## Challenging market dynamics with on-going transition of Legacy & continuing competitive environment

Revenue growth & EBITDA Margin – TSEL to maintain healthy profitability

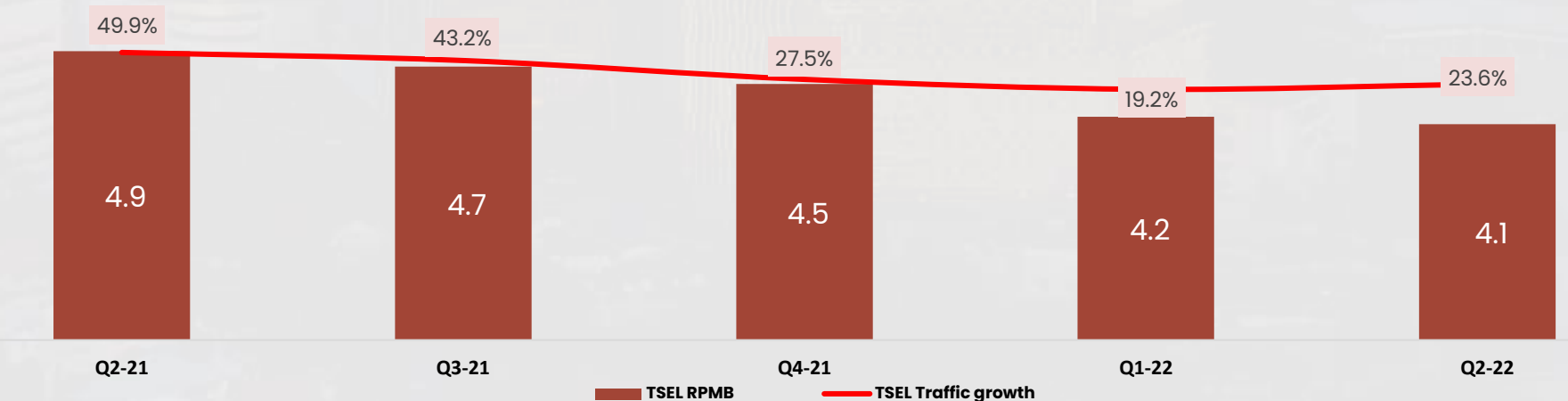


## Legacy business downtrends while strengthening Digital Business as engine of growth

Non-Data Contribution



## Opportunity – TSEL to capture and optimize customers productivity align with economic recovery

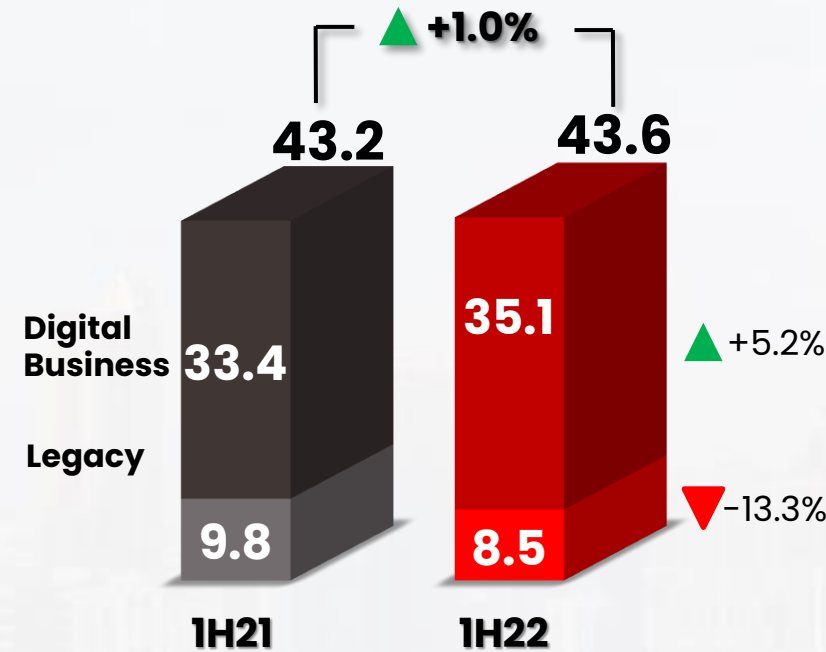


# Financial & Operational Performances

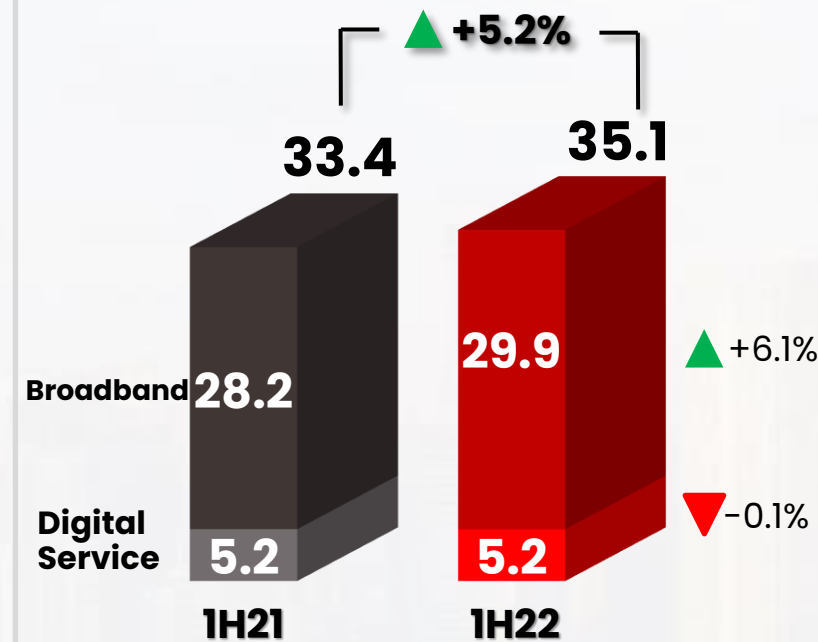
TSEL to maintain healthy profitability with EBITDA & Net Income Margin at 57.1% & 26.2%, respectively supported by Digital Business as Engine of growth and accounted for 80% of Total Revenues

## FINANCIAL

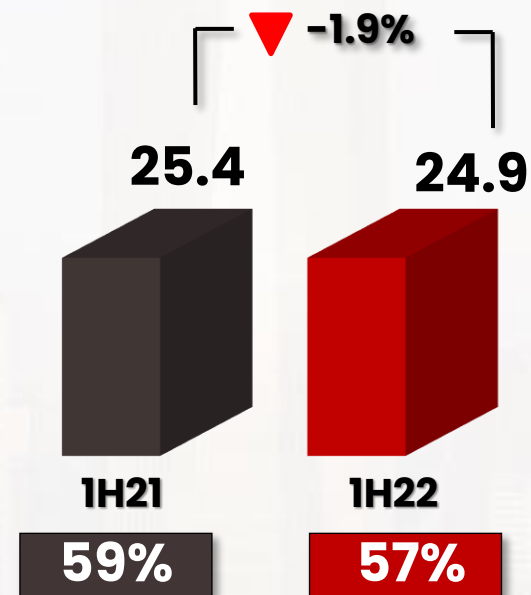
### Revenues (in Tn)



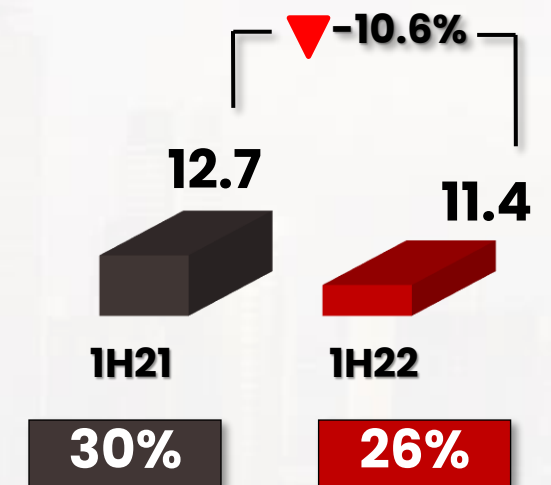
### Digital Business Revenue (in Tn)



### EBITDA (in Tn)

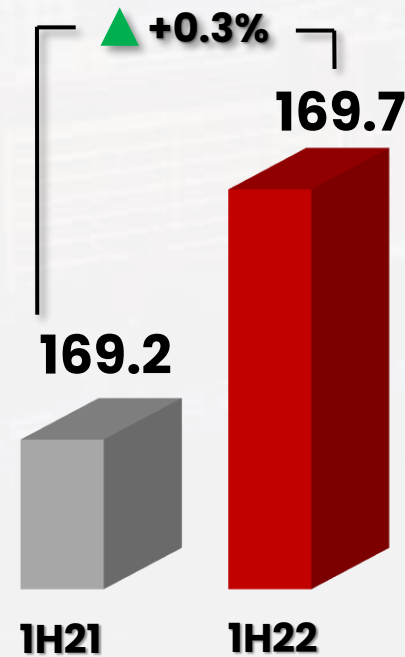


### Net Income (in Tn)

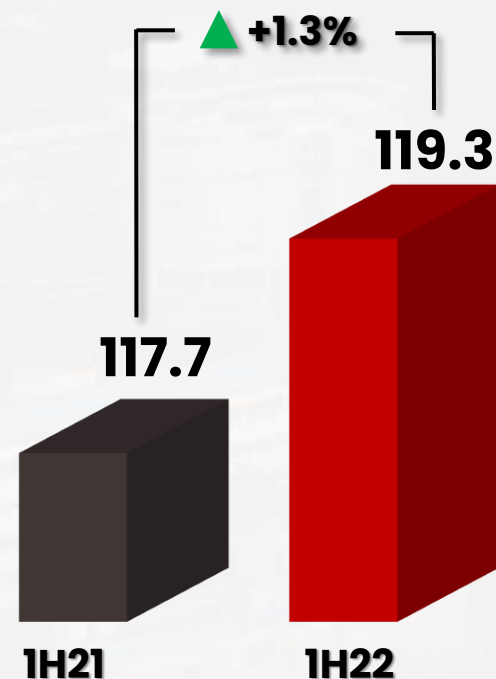


## OPERATIONAL

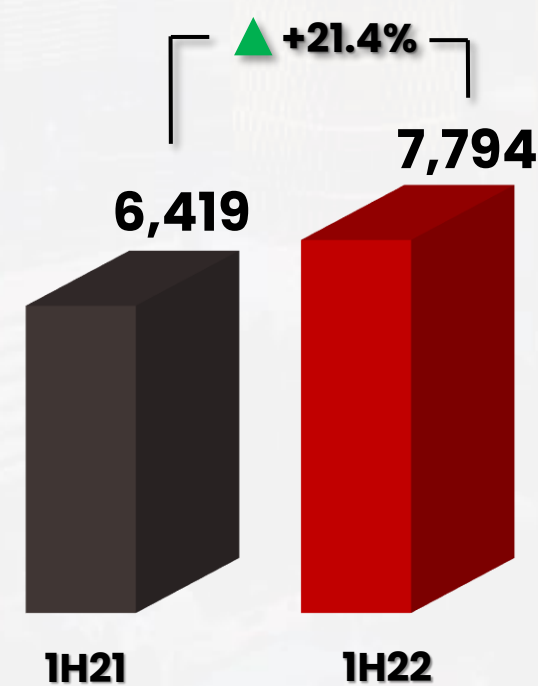
### Customer Base (in Mn)



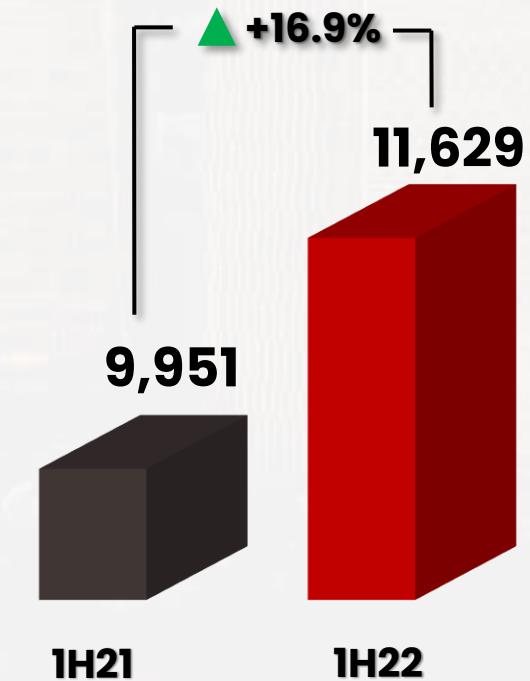
### Data User (in Mn)



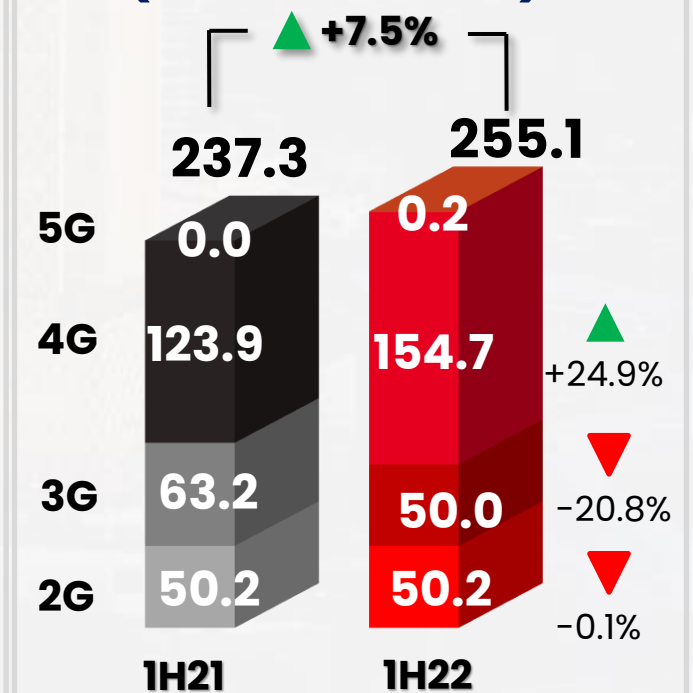
### Data Traffic (in PB)



### Data User Consumption (in MB/user/month)



### BTS On Air (in Thousands)



# Strategic Initiatives

## **CVM Stimulation & Optimization**

*to improve customer's loyalty and stickiness*



## **Healthier Conduct**

*thru pricing rationalization*



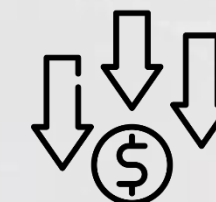
## **Network Optimization & Expansion**



## **DLS Content Bundling**



## **Manage Cost Excellence**



## **Digital Opportunities**



# Digital Opportunities



- Committed to enhance product offerings and digital capabilities to go beyond connectivity while expanding its current digital ecosystem.
- Enrich digital lifestyle related to digital contents and products as well as develop wireless internet services supported by improvement in customer touchpoints.

 **Data User**  
± 120 Mn

 **Payload**  
7,794 PB

 **ARPU**  
Rp 42K

 **Data User Consumption**  
± 12 GB/user/month

 **MAU**  
6 Mn

 **Customer**  
4 Mn

 **MAU**  
18 Mn

 **Customer**  
31 Mn



- As a digital platform company, INDICO aims to leverage Telkomsel's assets and capabilities to create a flywheel effect of innovations to develop cross sectoral digital solutions that will empower Indonesia's digital economy

## Existing Vertical Business



**Edu-Tech**  
**MAU**  
± 400K



**Health-Tech**  
**MAU**  
± 350K



**Games Publisher**

## Potential Business Opportunities



Video



Music



Financial Services



SME Services



Digital Advertising



**Total 193 of 5G BTS** in 37 Cities  
(mid-to-high residential area and B2B)



**Continue to improving use cases** for 5G deployment in manufacturing and infrastructure sector (Jababeka Industrial Park, Angkasa Pura II)



Support **Educational Sector** and Participate in **National Event**

## Key Focus

- Accelerate 5G device** ready penetration
- 5G Coverage and Capacity** Expansion
- Develop more **Relevant Use Cases**
- Accelerate **Product and Package Offer**



THANK  
YOU