

# Accelerating Transformative Execution

**PT Telkom Indonesia (Persero) Tbk**

**FY25 Corporate Presentation and Info Memo**

**12 May 2026**



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# Share Price Performance & Ownership

Long-Term Performance Supported by Solid Institutional Ownership

## Shareholder Composition and Ownership Summary

Public  
**47.9%**



**Danantara**  
**52.1%**

Series-A share held by BP BUMN



## Public Ownership

Domestic  
**18.6%**

Domestic Institutional Investors hold 83.9% of domestic public shares



Foreign  
**81.4%**

Foreign Institutional Investors hold 99.9% of foreign public shares

Source: PT Datindo Entrycom as of 30 December 2025

## TLKM vs IHSG Share Performance since IPO

3000

TLKM : +16.9 x

IHSG : +17.4 x

2500

2000

1500

1000

500

0



— IHSG — TLKM

Source: Bloomberg 14 Nov 1995 – 30 December 2025

# TLKM Share Price & Key Events on Indonesia Telco Sector

Share price movement reflects sector consolidation, macro pressures, and strategic execution milestones across Indonesia's evolving telco landscape

## Prior Events

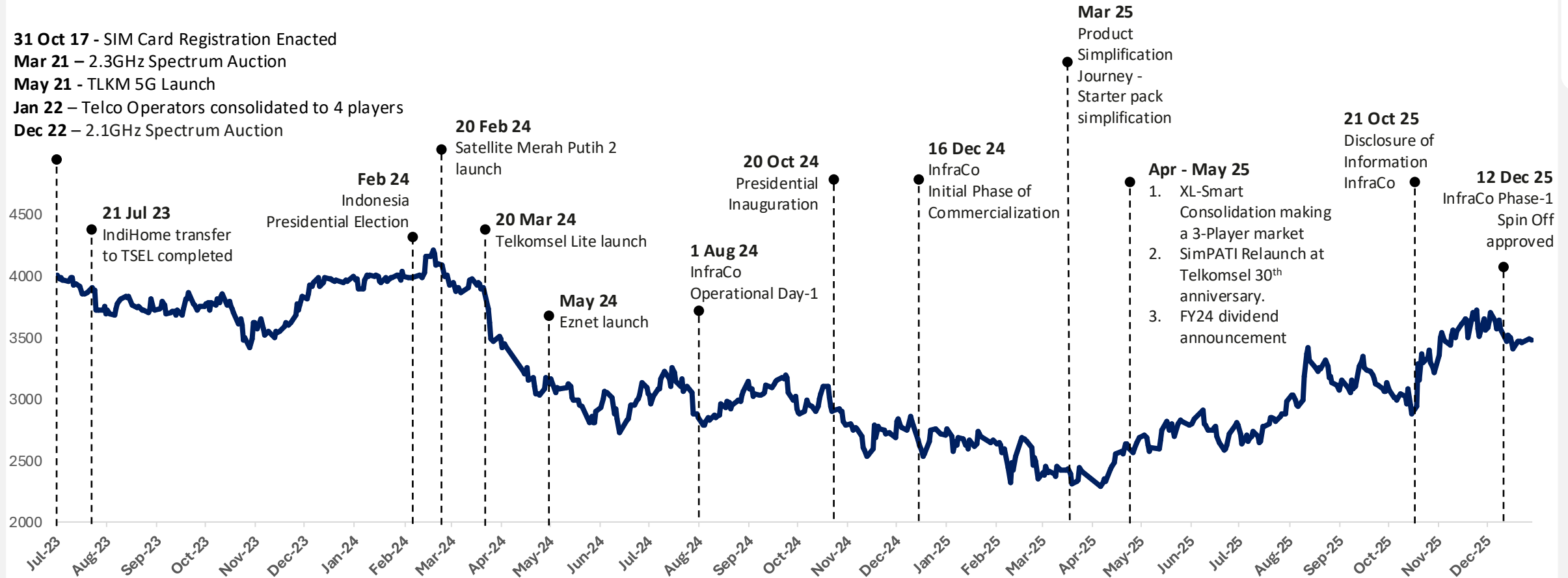
**31 Oct 17** - SIM Card Registration Enacted

**Mar 21** - 2.3GHz Spectrum Auction

**May 21** - TLKM 5G Launch

**Jan 22** - Telco Operators consolidated to 4 players

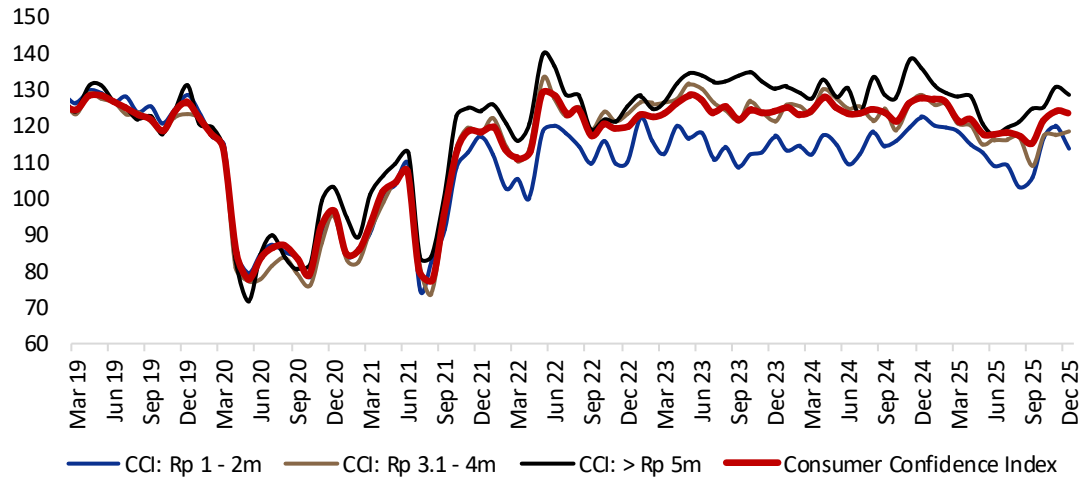
**Dec 22** - 2.1GHz Spectrum Auction



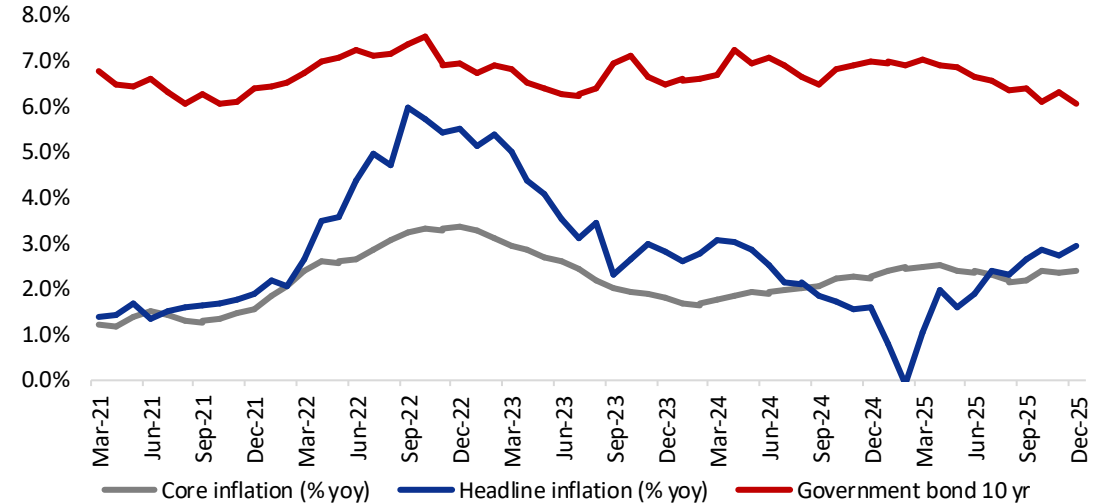
Source: Bloomberg (share price updated until 30 Dec 2025), Telkom Info Memo

# 4Q25 Macro Environment Supported By Government Spending

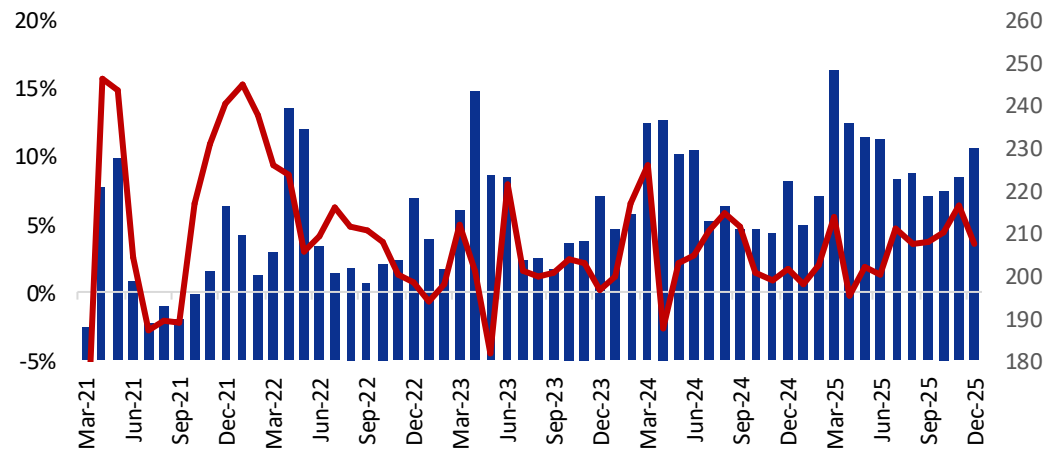
Consumer Confidence Index (CCI) benefitted from Govt. Spending



Inflation Pickup, Not Reflected in 10 Year Govt Bond Yields in Dec '25

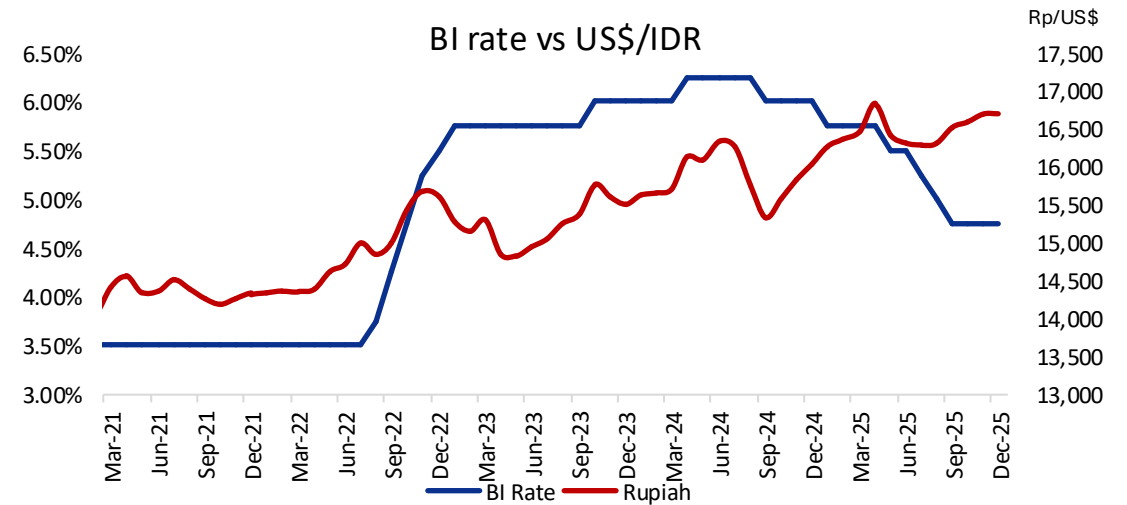


Bank Indonesia Retail Sales Growth Seasonally Strong



Source: CEIC, BI

BI Rate Stable Amidst Modest Rp Depreciation through YE 2025



# Telkom Indonesia's Transformation Pillars

Aiming to provide world-class digital ecosystem leadership at **scale**

## 1 opera**T**ional & service excellence

- Reforming corporate culture and governance.
- Prudent capital allocation for both Capex and Opex deployment to improve efficiency.
- High-Yielding product offerings.

## stream**l**ining

- Consolidate overlapping business units and divest non-core businesses.
- Refocus time, effort, and resources back to core strength.

**TLKM30**

## unlock**K** value

- Accelerate monetization of high-value infra assets such as fiber, data center and towers.
- Establish strategic partnership to crystallize embedded value.

## **M**odus-operandi shift

- Transitioning from an Operating to a Strategic Holding setup to optimize (i) Value Creation and (ii) Total Shareholder Return (TSR).
- Pivot from legacy telco to digital telco.

# Progress on TLKM30 Initiatives (1/2)

Executing TLKM30 initiatives through stronger governance, portfolio optimization, and disciplined capital allocation

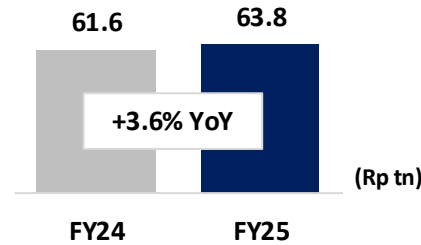
## 1. operational & service excellence

### A. Governance Reset – Strengthening internal control

Created **Directorate of Legal & Compliance** and **Chief Integrity Officer** position, along with additional key employees to support governance reset.

### B. Operating Cash Flow (OCF) improvement

Stronger Operating Cash Flow as a result of **TOTEX Efficiency program** and better collection discipline.

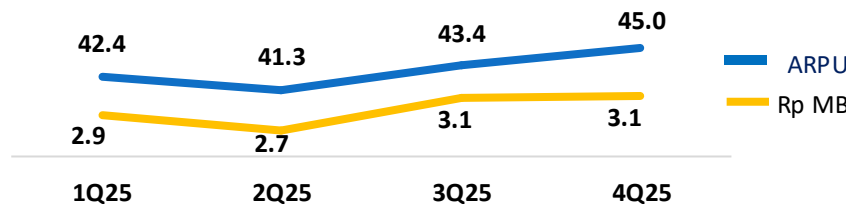


### C. Reforming corporate culture through ERP

**Early Retirement Program (ERP)** initiative started in December 2025, with **612 employees** participated and a total budget realization of **Rp 937bn** in FY25.

### D. High-Yield product offerings

Improvement in Telkomsel's mobile data yield.



## 2. streamlining & back to core strength

### A. Streamlined

#### Healthcare Business



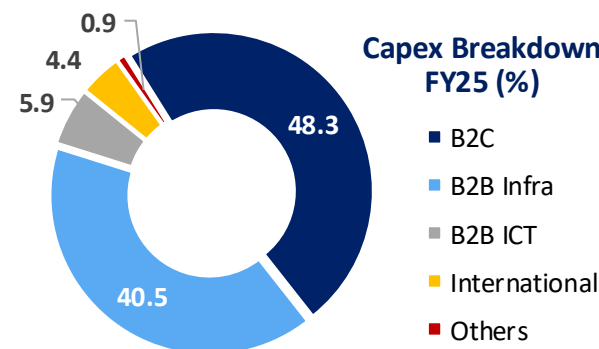
(CSPA signed in March 2026)

### B. Closure



Sigma AIT Bhd. PT Alam Pesona Wisata

### C. Targeted capex spending



In FY25, Capex realization was **Rp 27.5tn** (\*C2R = 18.8%).

The majority of Capex (93%) was allocated to core businesses (B2C, B2B Infra, and International business) to expand digital connectivity capabilities, including fiber-optic network, towers, satellites, and subsea cables.

\*C2R = Capex-to-Revenue

# Progress on TLKM30 Initiatives (2/2)

Advancing value creation through infrastructure monetization, strategic restructuring, and shareholder return enhancement

## 3. unlocK value

### A. i. Phase-1 fiber asset spin-off completion

- **First phase of spin-off completed** with >50% of selected TLKM’s fiber assets and business transferred into Infranexia.
- Coverage includes access, aggregation, backbone, and supporting infrastructure.
- Asset value transferred : Rp 35.8tn in the Phase-1 spin-off.



✓	✓	✓	✓
Preliminary asset & business assessment	Decision of carve-out via spin-off	Final Valuation & Corporate Approval	Agreement signing, RUPSLB & Closing

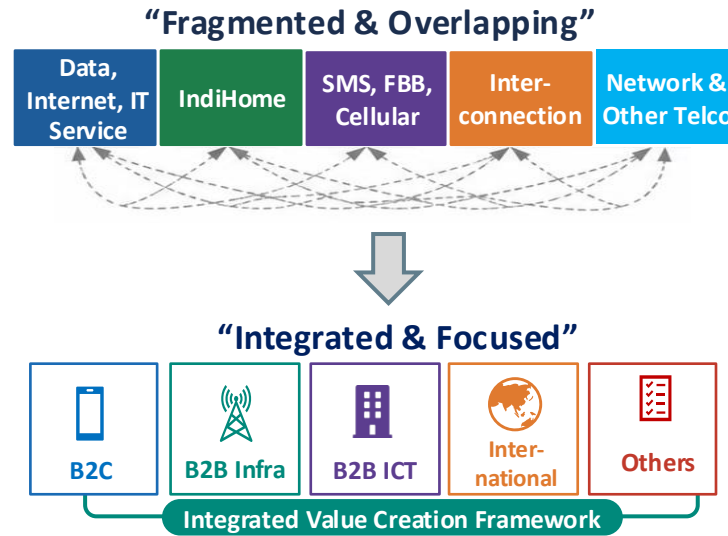
### A. ii. Phase-2 (to be completed in 3Q26)

### B. DC Strategic Partner

- Re-started investor engagement through strategic partnership to:
  - Unlock value from Data Center business, and
  - Accelerate growth

## 4. Modus-operandi shift

### A. Ongoing transition toward Strategic HoldCo structure, started with financial reporting based on segments



### B. Total Shareholder Return (TSR)

FY24 Dividend Yield: +7.3%

+

Value Unlock Dividend

+

Share Buyback  
FY25 Share price: +28.4%

=

**TSR 2025: 35.7%**

### C. Accounting policy change

In 2025, the Company implemented changes in accounting estimates and asset classification, including revisions to certain asset useful lives and the separate classification of drop cable (“last mile to customer”) from 25 years to 5-10 years useful life.

This should better reflect accounting best practice and pave the way for the Company to modernize network technology and topology.

# TLKM30 Transformation – Setting the Foundation for Future Growth

Resetting legacy assets & governance to improve transparency

## Accounting Policy Change

- ✓ Applied retrospectively to the extent practicable.
- ✓ **Adjustment of useful life for non-network assets primarily the drop cable (“last mile to customer”).** In addition, Drop Cable along with other Network Assets useful life is also adjusted down (from 25 years to 5-10 years).

Property and equipment	Asset class	Estimated useful lives (years)	Change in estimated useful lives (years)
Cable network	Optical line terminal	25	8
Switching equipment	Switching equipment	10-15	5-10
Transmission installation, and equipment	Terrestrial transmission	10-15	8
Satellite, earth station, and equipment	IP Multimedia Subsystem (“IMS”)	10-15	8

- ✓ Right sized the initial value of our transferred fiber asset from TLKM HoldCo to TIF (Infranexia) to ensure TIF’s competitiveness.
- ✓ **Adjustments have no cash & dividend impact.**


### Modernization of the network

- Investment to improve service quality.
- Revamp obsolete network topology.
- More efficient Total Cost of Ownership (TCO) to operate.
- Accelerate automation & AI usage.

## Progress on SEC investigation

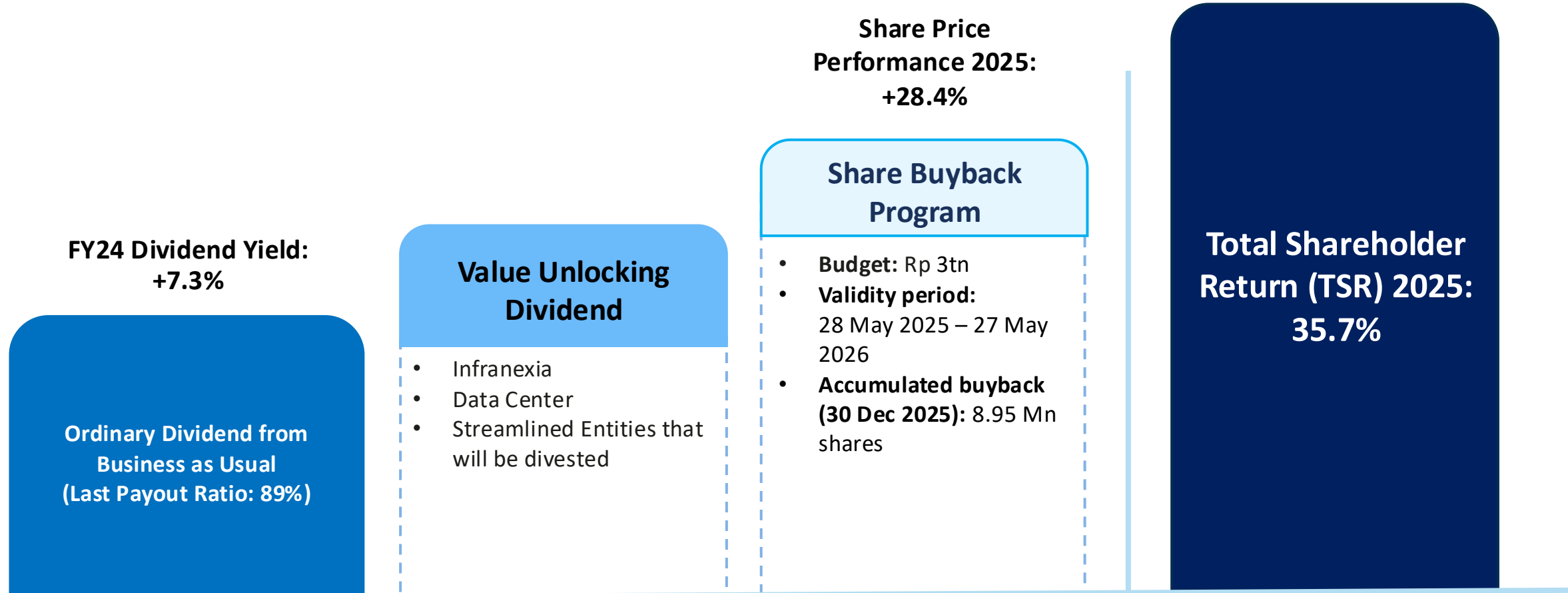
- ✓ 6K filed to address legacy matters – Governance Reset.
- ✓ 6K-A filed to address accounting policy change for infrastructure assets.
- ✓ Created Directorate of Legal & Compliance, Chief Integrity Officer position, and other Key positions to support governance reset.
- ✓ Improving Disclosure Policy & Internal Controls.
- ✓ Corrective actions and remediation efforts.
- ✓ **No impact on income statement since all has been provisioned in the past. No impact on balance sheet apart from classification and no impact on cash flows.**

### Governance Reset

- Legacy matters have been fully provisioned.
- Strengthening compliance and revenue assurance protocol.
- Imposing higher degree of control and visibility towards OpCo’s business performance.
- New way of working  with emphasis on **INTEGRITY**.

# Improving Telkom's Total Shareholder Return (TSR)

Driving long-term value creation through strategic capital management



Source: Bloomberg, Company disclosure



# FY25 Financial & Operational Results

# Evolving Toward HoldCo → OpCo Model

Simplifying segment reporting & business lines for better transparency, performance measurement and valuation unlock

## Why Change?

### Business-Line Reporting

- Historical reporting structure was built around parenting model (Customer Facing Unit/Functional Unit).
- Limited visibility into end-to-end economics by customer segment as well as product categories (many overlaps).
- Asset utilization and profitability attribution were fragmented across operational units.
- Difficult to evaluate ROI and capital allocation effectiveness for each project.
- Hard to measure true “value-added” activities given layers of inter-company engagement.
- Hard to showcase TLKM’s scale of business & assets.

### “Fragmented & Overlapping”



### TLKM30 TRANSFORMATION

- Delayering
- Improving visibility on financial performance (esp: cost structure)
- No more overlapping products/services by OpCos
- Future-ready governance
- Streamlining to focus on core

## Current State

### Segment-Led Reporting & Management

- Reporting aligned with strategic growth engines and value creation priorities.
- Improved transparency of profitability, cash generation, and invested capital by segment.
- Clear delineation of “what OpCos are doing what business”. No more cannibalization and overlapping activities.
- Enables more accurate evaluation of infra modernization and technology lifecycle.
- Supports long-term portfolio optimization and strategic decision-making.

### “Integrated & Focused”



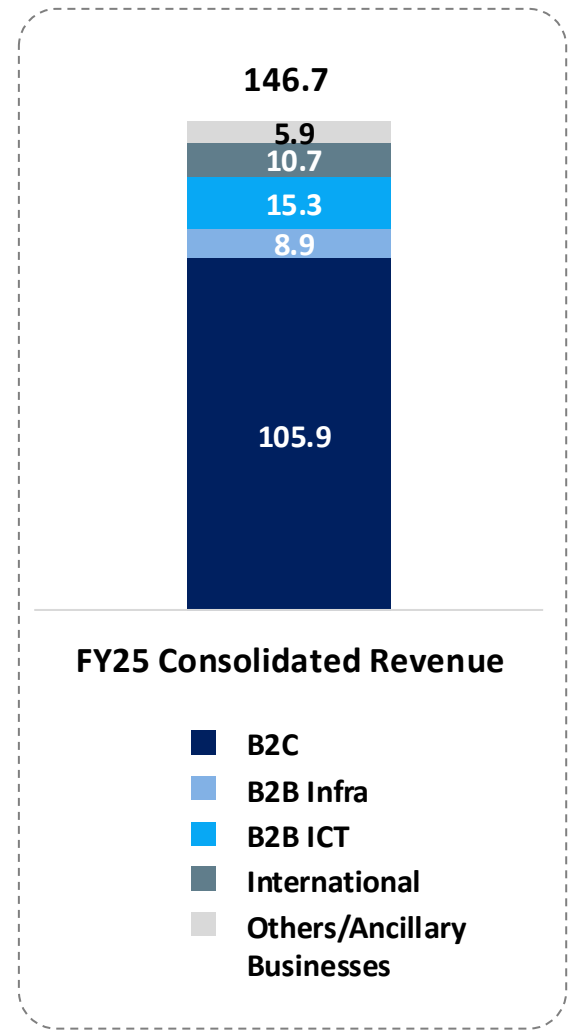
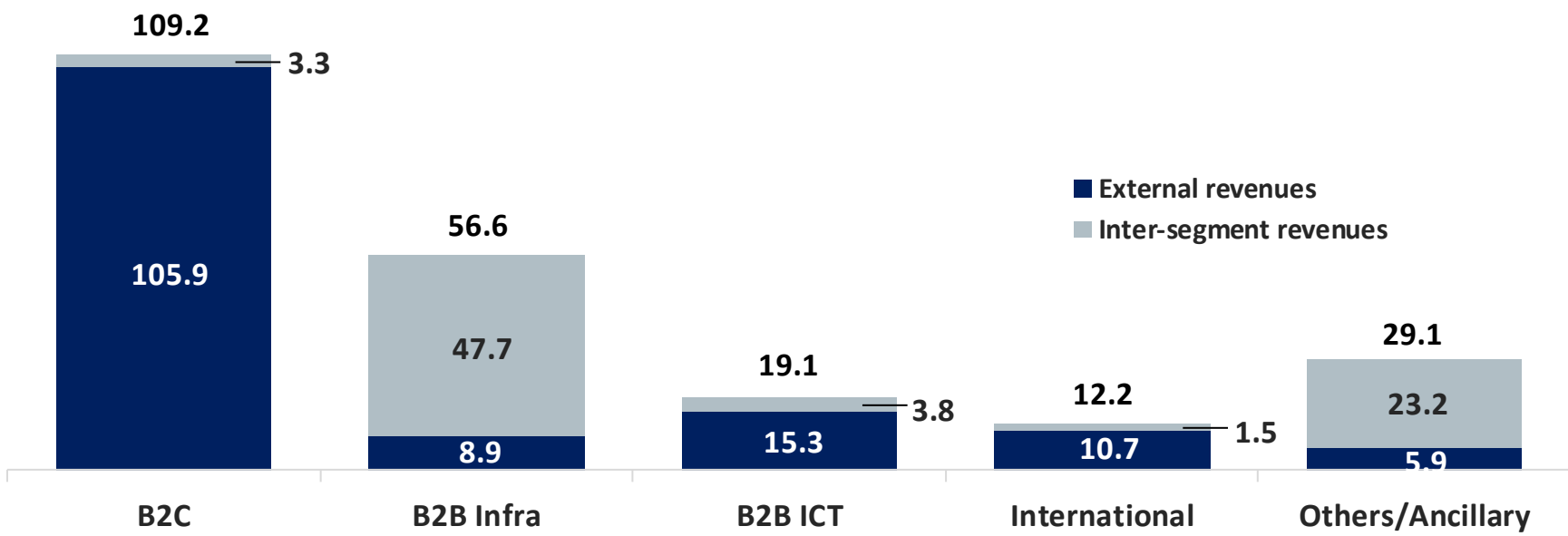
### KEY MESSAGE

The transformation is not merely a financial reporting exercise, but a **foundational shift** toward a HoldCo – Opco model designed to support **TLKM30** execution.

# FY25 Revenue Based on Business Segments (1/2)

Segment-based reporting structure to enhance transparency, strategic focus, and value unlock

## FY25 Revenues (Rp tn)



**Telkomsel**  
Mobile & Fixed  
Broadband  
Businesses

**FiberCo**  
**infralexia**  
**DC Co**  
**NeutraDC**  
**ServeCo**  
**Telkominfra**  
**WINS\***

**TowerCo**  
**Mitratel**  
**Satellite**  
**telkom sat**  
**TelkomAkses**

**pin** **telkomsigma**  
**DIGISERVE**  
**infomedia**  
**EBIS\*** **nutech**

\*EBIS & WINS currently sit at HoldCo and undergoing restructuring to TIF (WINS) and New OpCo (EBIS).

**Telin**  
International  
subsea-cable

**Telkom metra**  
**metranet**  
**Telkom Property**  
**finnet**  
**MDI ventures**

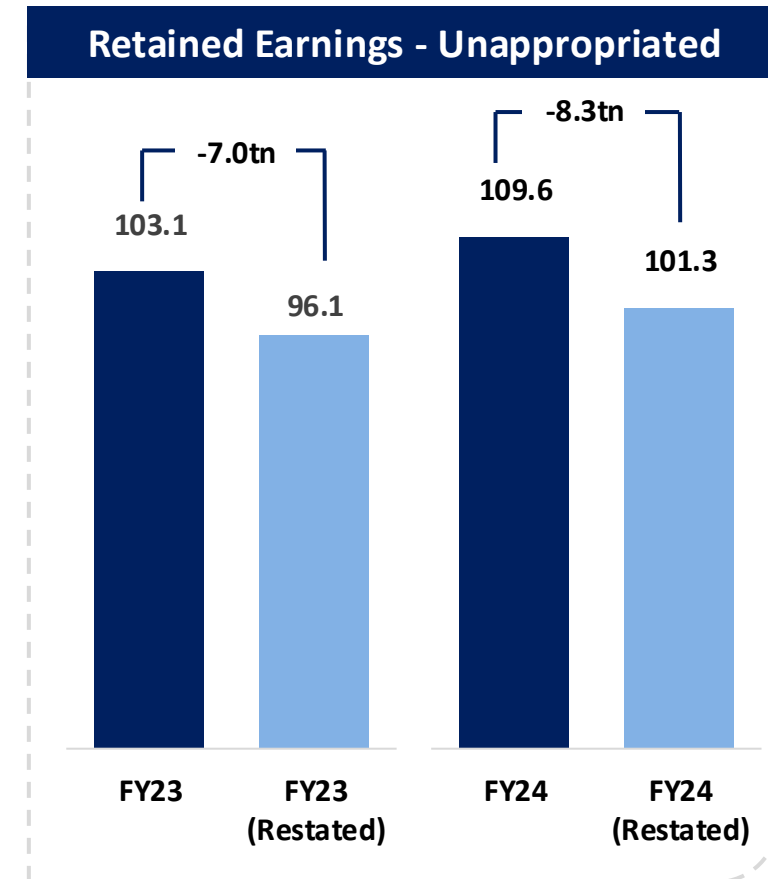
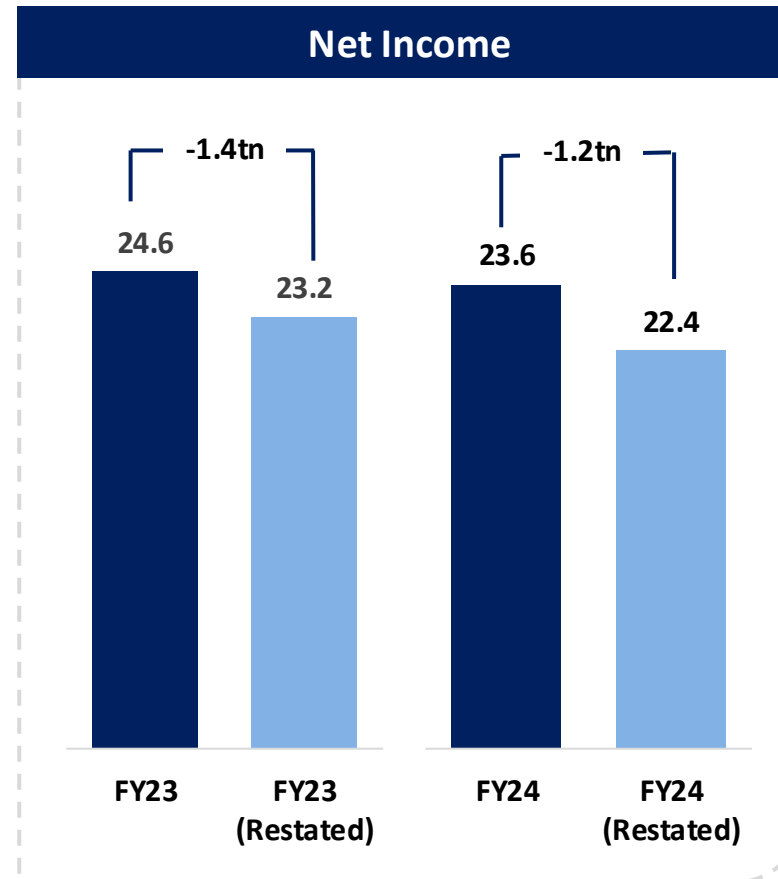
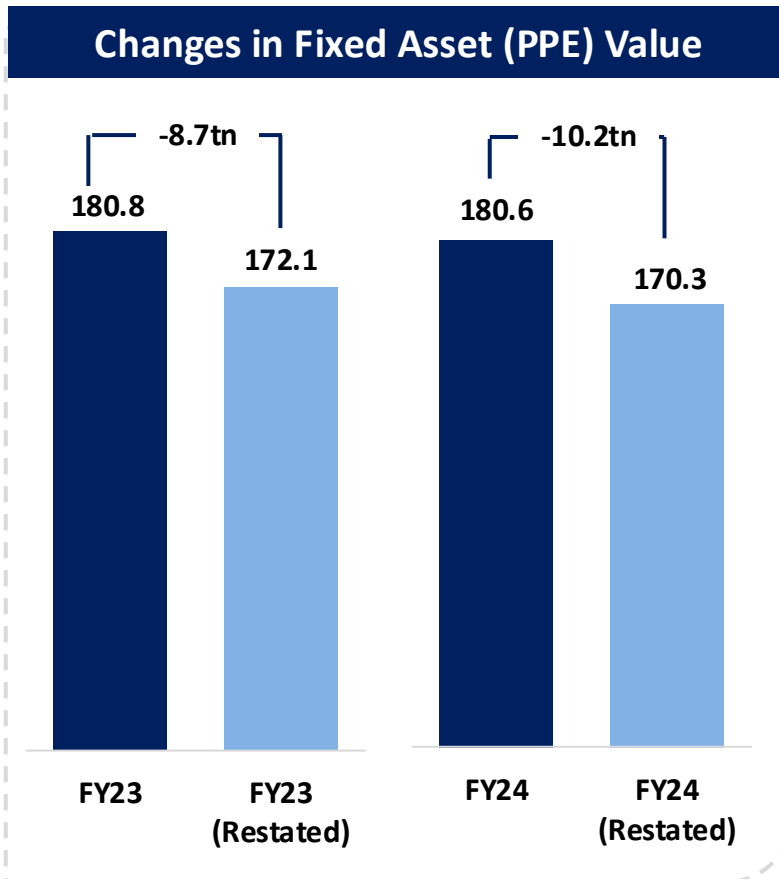
## FY25 Revenue Based on Business Segments (2/2)

### External revenue performance by Segment

- **B2C revenue** declined by 3.4% YoY in FY25 to Rp 105.9tn, primarily driven by competition in 1H25 and Legacy business (-25.3% YoY) impacted from the ongoing pressure of Over-The-Top (OTT) messaging applications and the continued shift from legacy services to data-driven communication.
  - Cellular Data revenue decreased by 1.4% YoY mainly due to 1H25 pricing competition and shifts in usage behavior. However, data revenue continued to increase in 2H25.
  - IndiHome (FBB) revenue declined marginally by 0.5% YoY in FY25 due to continued competitive pressure and ARPU decline due to market dynamics and a more selective customer acquisition strategy focused on quality customers.
- **B2B ICT revenue** decreased 2.8% YoY to Rp 15.3tn, as the segment is currently undergoing restructuring resulting in a more selective approach toward securing new contracts.
- **B2B Infrastructure revenue** increased by 9.2% YoY to Rp 8.9tn, supported by the continued expansion in DC business and Fiber-to-the-Tower (FTTT).
- **International business revenue** declined marginally by 0.5% YoY to Rp 10.7tn, mainly driven by a decline in international SMS Application-to-Person (A2P) Interconnection at Telin. The impact from the decline in International SMS A2P, outweighed the growth in subsea cable network revenues.
- **Others/Ancillary Businesses segment revenue** increased by 5.1% YoY to Rp 5.9tn, driven by the growth in our digital ecosystem, particularly e-payment and digital game business.

## FY24 & FY23 Financial Statement (Restated) Impact from change in Accounting Policy

- Drop cable (“last mile to customer”) reclassified as a separate asset component (from access network) to better reflect customer-specific nature.
- Assets useful life changed from 25 to 5-10 years, aligned with usage and economic benefits, treated as a change in accounting policy (PSAK 208).
- To be applied retrospectively, with restatement of 2023-2024 financials.
- Adjustment to retained earnings (pre-2023); no cash flow & dividend impact.



\*) Differences between asset and retained earnings adjustments primarily reflect deferred tax assets impact

\*\*\*) Please refer to note 2z.3 on the financial statements

# FY25 Results Highlights

4Q25 revenue increase driven by Telkomsel's revenue from digital business

## 4Q25 Financial Highlights

Revenue	Rp <b>37.1</b> tn ▲ 1.4% QoQ
EBITDA	Rp <b>17.9</b> tn ▼ 2.4% QoQ
EBITDA Margin	<b>48.1%</b> ▼ 186 bps
Normalized EBITDA <sup>1</sup>	Rp <b>18.8</b> tn ▲ 2.7% QoQ
Normalized EBITDA Margin <sup>1</sup>	<b>50.6%</b> ▲ 66 bps

## FY25 Financial Highlights

Revenue	Rp <b>146.7</b> tn ▼ 2.2% YoY	
EBITDA	Rp <b>72.2</b> tn ▼ 3.7% YoY	EBITDA Margin <b>49.2%</b> ▼ 80 bps
Normalized EBITDA <sup>1</sup>	Rp <b>73.2</b> tn ▼ 4.0% YoY	Normalized EBITDA Margin <sup>1</sup> <b>49.9%</b> ▼ 95 bps
Net Income	Rp <b>17.8</b> tn ▼ 20.5% YoY	Net Income Margin <b>12.1%</b> ▼ 280 bps
Normalized Net Income <sup>2</sup>	Rp <b>22.7</b> tn ▼ 6.0% YoY	Normalized Net Income Margin <sup>2</sup> <b>15.4%</b> ▼ 64 bps

## Telkomsel (stand-alone before elimination)

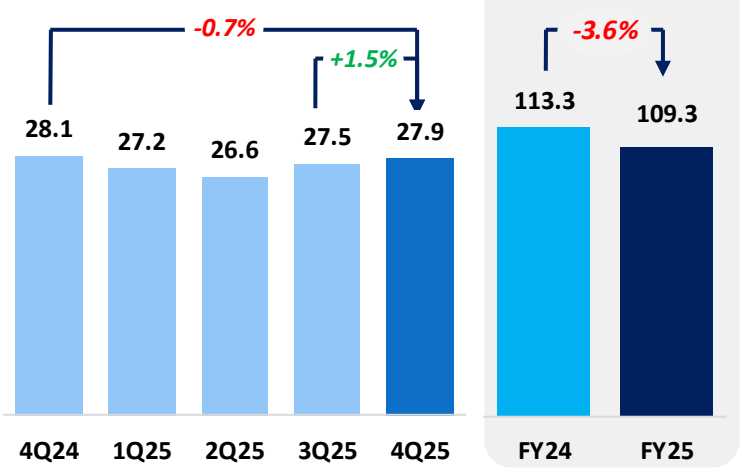
	FY25	4Q25
Mobile ARPU	<b>43.0K</b> ▼ 3.1% YoY	<b>45.0K</b> ▲ 3.6% QoQ
Revenue	Rp <b>109.3</b> tn ▼ 3.6% YoY	Rp <b>27.9</b> tn ▲ 1.5% QoQ
EBITDA	Rp <b>49.6</b> tn ▼ 3.3% YoY	Rp <b>13.1</b> tn ▲ 5.4% QoQ
EBITDA Margin	<b>45.4%</b> ▲ 11 bps	<b>47.0%</b> ▲ 174 bps
Net Income	Rp <b>19.7</b> tn ▼ 10.5% YoY	Rp <b>5.4</b> tn ▲ 14.7% QoQ
Net Income Margin	<b>18.0%</b> ▼ 140 bps	<b>19.3%</b> ▲ 223 bps

<sup>1)</sup> By factoring out Early Retirement Program (ERP) conducted in FY25

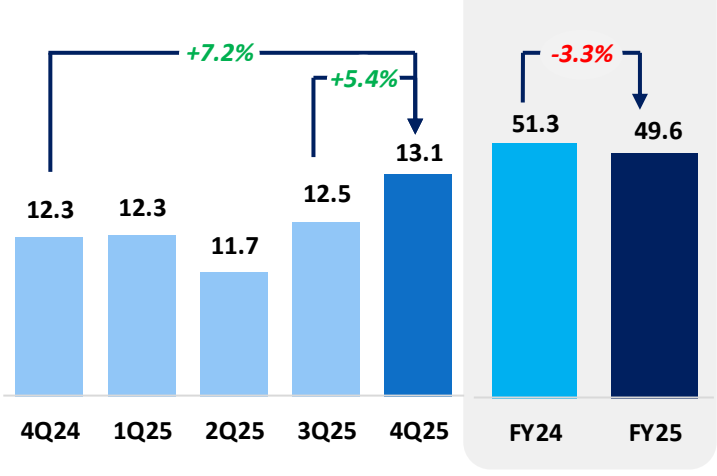
<sup>2)</sup> By factoring out Early Retirement Program (ERP), depreciation adjustment, and unrealized gain (loss) from our investments in FY25

# Mobile Recovery Momentum Builds in 2H25

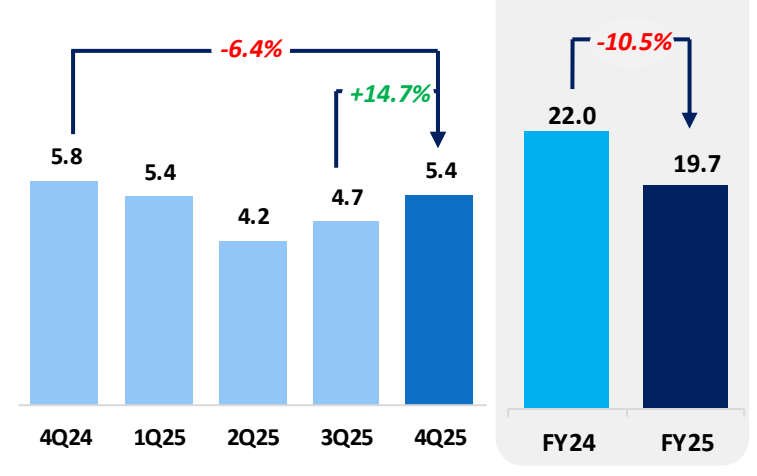
**Total Revenue\*** (in Rp Tn)



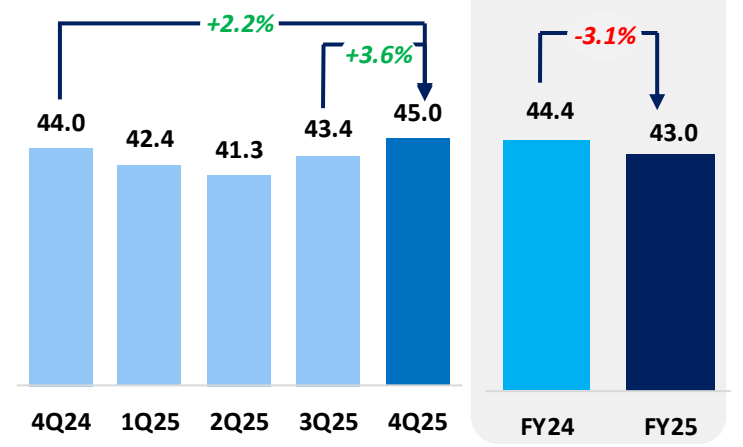
**EBITDA\*** (in Rp Tn)



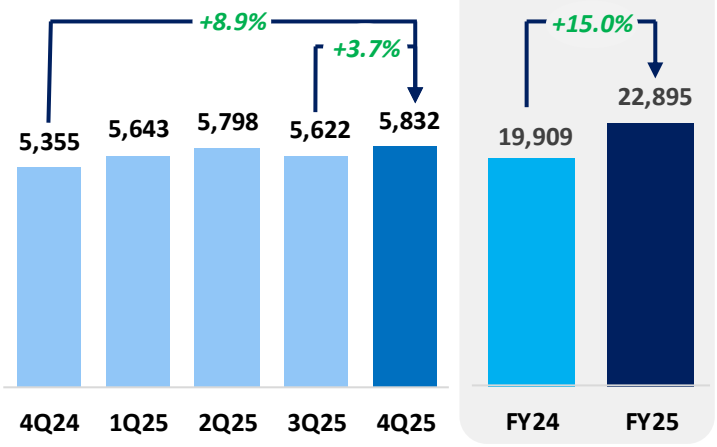
**Net Income\*** (in Rp Tn)



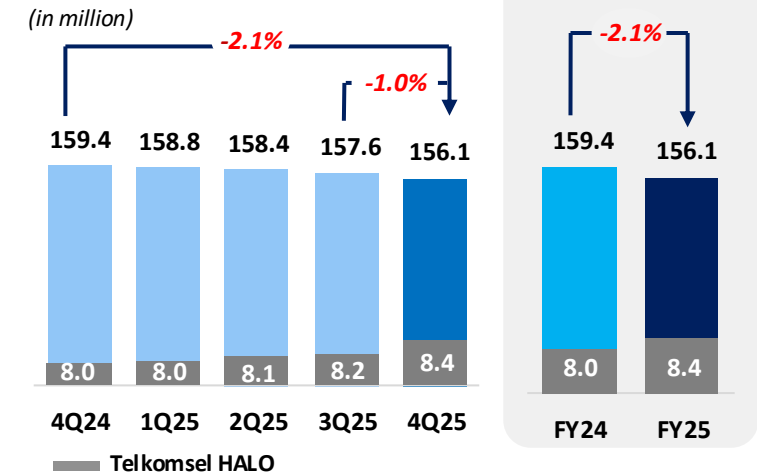
**Mobile ARPU** (in Rp 000)



**Payload** (in Petabyte)



**Mobile Customer Base** (in million)



\*figures calculated are rounded to the nearest Rp billion

# B2B Infra, B2B ICT, and International Business Pillars

Expanding digital backbone and strengthening enterprise ecosystem

**B2B Infra**

**External Revenue** Rp **8.9**tn ▲ 9.2% YoY

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**Infra Network**

Fiber Optic Backbone  
**4x** Earth Circumference

**210K+** km

**501** Cities Nationwide

**3 Satellites**  
42.2 Gbps

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**Mitratel**

Revenue Rp **9.5**tn ▲ 2.4% YoY

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EBITDA Margin	Net Income Margin	Tenancy Ratio
<b>82.2%</b>	<b>22.2%</b>	<b>1.57x</b>

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**40,230** TOWERS

Largest TowerCo in SEA In terms of towers owned

**NeutraDC\***

Revenue Rp **1.6**tn ▲ 23.0% YoY

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7 Data Center	4 domestic
	3 overseas

---

IT Load Installed **43** MW

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Average Total utilization rate **~86%**

\*Does not include neuCentriX

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**Total Segment Revenue before elimination** Rp **56.6tn**

**B2B ICT**

**External Revenue**

Rp **15.3**tn ▼ 2.8% YoY

*(Decline was due to performance of to be streamlined OpCos)*

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**Product Contributor**

- Connectivity
- ICT Solution
- Contact Ctr.
- Digital

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**EBIS Customer Contributor**

- SME
- SOE
- Private
- Government

---

**Total Segment Revenue before elimination** Rp **19.1tn**

**International**

**External Revenue**

Rp **10.7**tn ▼ 0.5% YoY

*(Shifting to Connectivity Business to improve margin and also due to Data Center business consolidation)*

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**International Network** **33.7** Tbps

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**International Subsea Cable System** **27**

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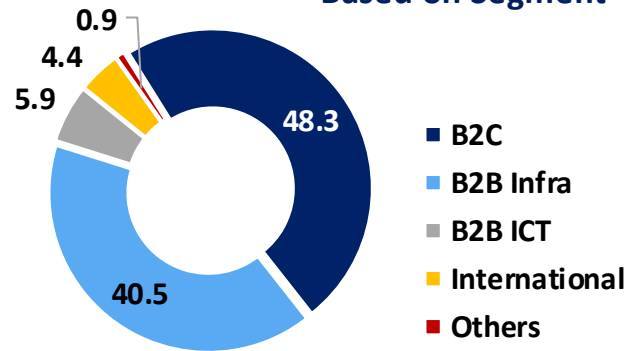
**Total Segment Revenue before elimination** Rp **12.2tn**

# FY25 Capex Realization & Capex-to-Revenue Ratio Changes due to Re-classification

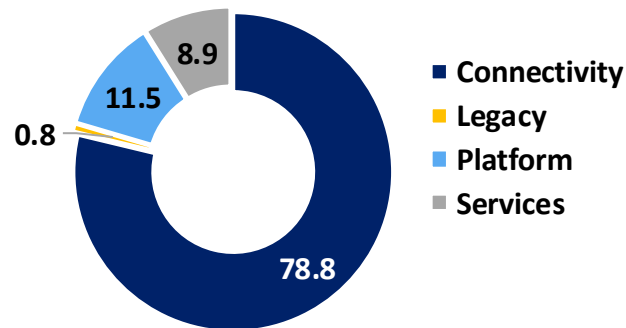
Capex spending remains disciplined and 93% of Capex was spent on B2C, B2B Infra, and International business

## Capex Breakdown FY25 (%)

Based on Segment

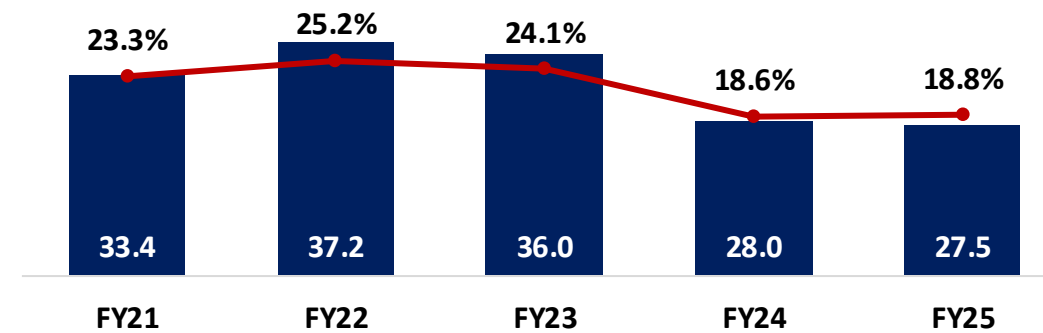


Based on Product

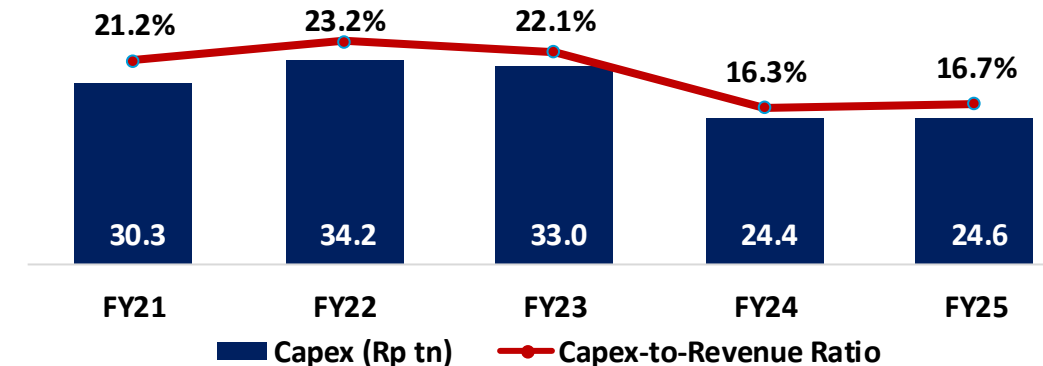


## 5-year Capex Trend

Fixed (PPE) and intangible assets additions



Fixed (PPE) assets additions



- In FY25, Telkom Group realized capex was Rp 27.5tn (\*C2R 18.8%). Driven by capex realization for data center carried over from FY24.
- The majority of Capex (93%) was allocated to core businesses (B2C, B2B Infra, and International business) to expand digital connectivity capabilities, including fiber-optic network, towers, satellites, and subsea cables.

\*C2R reflects fixed assets & intangible assets over consolidated revenue

# FY25 Results & FY26 Company Guidance

Revised 2025 Guidance	2025 Results	2026 Guidance
<b>Revenue:</b> Slight contraction	<b>Revenue:</b> -2.2%	<b>Normalized Revenue Growth:</b> 1-3%
<b>EBITDA Margin:</b> c50%	<b>EBITDA Margin</b> Normalized: 49.9% Reported: 49.2%	<b>Normalized EBITDA Margin:</b> >50%
<b>*Capex-to-Revenue Ratio (C2R):</b> c17-19%	<b>*Capex-to-Revenue Ratio (C2R):</b> 18.8%	<b>*Capex-to-Revenue ratio (C2R):</b> c17-19%

\*C2R reflects fixed assets & intangible assets over consolidated revenue

# Significant & Subsequent Events

## Significant Events

### 1. Transfer of the Government's ownership of Series-B shares

- Based on Notarial Deed No. 121 dated March 22, 2025, the Government transferred ownership of Series B shares 52.09% of Telkom total shares, to PT Biro Klasifikasi Indonesia ("BKI") **through an inbreng (non-cash capital contribution) mechanism**. The Government remains the Controlling Shareholder (Ultimate Beneficial Owner) of Telkom through its direct ownership of 1 (one) Series A Dwiwarna share with special rights and indirect ownership of Series B shares held by BKI through Danantara (DAM).

### 2. Share Buyback

- Based on the Minutes of the General Meeting of Shareholders (GMS) the Telkom's share buyback program with a maximum allocated fund of Rp 3tn. As of December 31, 2025, Telkom had repurchased 8,945,400 shares amounting to Rp 30bn.
- On July 18, 2025, **Mitratel** announced its plan to conduct a share buyback of publicly held shares, with a maximum of 4.12% of Mitratel's issued and fully paid-up shares. Effective for 12-month from August 26, 2025 until August 25, 2026. As of December 31, 2025, Mitratel had repurchased 131,491,800 shares, equivalent to Rp 79bn.

### 3. Divestment of Ad Medika

- On March 4, 2026, Metra entered into a CSPA with Global Assistance and Healthcare (Singapore) Pte. Ltd. in relation to the planned divestment of its entire ownership in AdMedika, a wholly owned subsidiary held through Metra. Accordingly, the Company presented its investment in AdMedika as assets held for sale in the consolidated statement of financial position. The carrying value of the investment classified as held for sale as of December 31, 2025 amounted to Rp 285bn.

## Subsequent Events

- On January 6, 2026, Telkom reported a shift in share ownership involving the State-Owned Enterprises Regulatory Agency ("BP BUMN") and DAM. The share transfer price was determined based on book value amounting to Rp 25,801,176,750, which is provisional and will be finalized at a later date based on a Decree of the Head of BP BUMN. This transfer represents a strategic measure to comply with Law No. 16 of 2025, which requires the State to maintain direct control over state-owned enterprises (SOEs) through Dwiwarna (Series A) shares and a minimum threshold of Series B share ownership.
- On May 1, 2026, Telkom announced plans to conduct shares buyback which is planned to be carried out during the period from June 9, 2026 to June 8, 2027, with a maximum amount of Rp 1tn and not exceeding 10% of the issued and fully paid-up share capital.



# Info Memo Data – Financial Statements



## FY25 Financial Highlights

- **FY25 Revenue** declined by 2.2% YoY to Rp 146.74tn in FY25, yet 4Q25 continue to show positive impact from mobile recovery momentum, increased by 1.4% QoQ to Rp 37.1tn. Quarterly improvement driven by Telkomsel standalone revenue rose by 1.5% QoQ due to ARPU hikes driven by digital business revenue up by 4.4% QoQ.
- **Consolidated FY25 EBITDA** stood at Rp 72.2tn, down 3.7% YoY and representing EBITDA margin of 49.2%. On normalized basis, excluding ERP, EBITDA declined by 4.0% due to impact from softer Revenue. Total Operating Expense for FY25 (refer to slide 28) were relatively flat at Rp 74.5tn (-0.6% YoY); efficiencies were driven by Marketing expense (-14.0% YoY) and Personnel (-2.6% YoY) but being offset by increase in G&A by 6.0% YoY and Interconnection by 2.0% YoY. In 4Q25 EBITDA declined by 2.4% to Rp 17.9tn driven by ERP in the quarter.
- **FY25 Net Income** declined to Rp 17.8tn (-20.5%) due to depreciation adjustment, unrealized loss in mark-to-market investment, and normalization of gain effect from Telkomsel's assets (In-building Antenna System) in FY24. However, normalized net income only declined by 6.0% to Rp 22.7tn.

Key Indicators (Rp Bn)	FY25	FY24 (Restated)	FY25 YoY (%)	FY23 (Restated)*	FY24 YoY (%)	4Q25	3Q25	4Q25 QoQ (%)
<b>Revenues</b>	<b>146,742</b>	<b>149,967</b>	<b>(2.2)</b>	<b>149,216</b>	<b>0.5</b>	<b>37,125</b>	<b>36,613</b>	<b>1.4</b>
Expenses	(112,094)	(108,514)	3.3	(106,528)	1.9	N/A	N/A	N/A
Operating Profit	34,648	41,453	(16.4)	42,688	(2.9)	N/A	N/A	N/A
<b>EBITDA</b>	<b>72,240</b>	<b>75,029</b>	<b>(3.7)</b>	<b>77,579</b>	<b>(3.3)</b>	<b>17,852</b>	<b>18,287</b>	<b>(2.4)</b>
EBITDA Margin (%)	49.2	50.0	(80) bps	52.0	(170) bps	48.1	49.9	(186) bps
Normalized EBITDA	73,138 <sup>1</sup>	76,209 <sup>1</sup>	(4.0)	N/A	N/A	18,789 <sup>1</sup>	N/A	N/A
Normalized EBITDA Margin	49.9	50.8	(95) bps	N/A	N/A	50.6	N/A	N/A
<b>Net Income</b>	<b>17,814</b>	<b>22,403</b>	<b>(20.5)</b>	<b>23,186</b>	<b>(3.4)</b>	N/A	N/A	N/A
Net Income Margin (%)	12.1	14.9	(280) Bps	15.5	(52) bps	N/A	N/A	N/A
Normalized Net Income	22,655 <sup>2</sup>	24,113 <sup>3</sup>	(6.0)	N/A	N/A	N/A	N/A	N/A
Normalized Net Income Margin (%)	15.4	16.1	(64) bps	N/A	N/A	N/A	N/A	N/A

<sup>1</sup>) By factoring out Early Retirement Program (ERP) conducted in FY25 and FY24

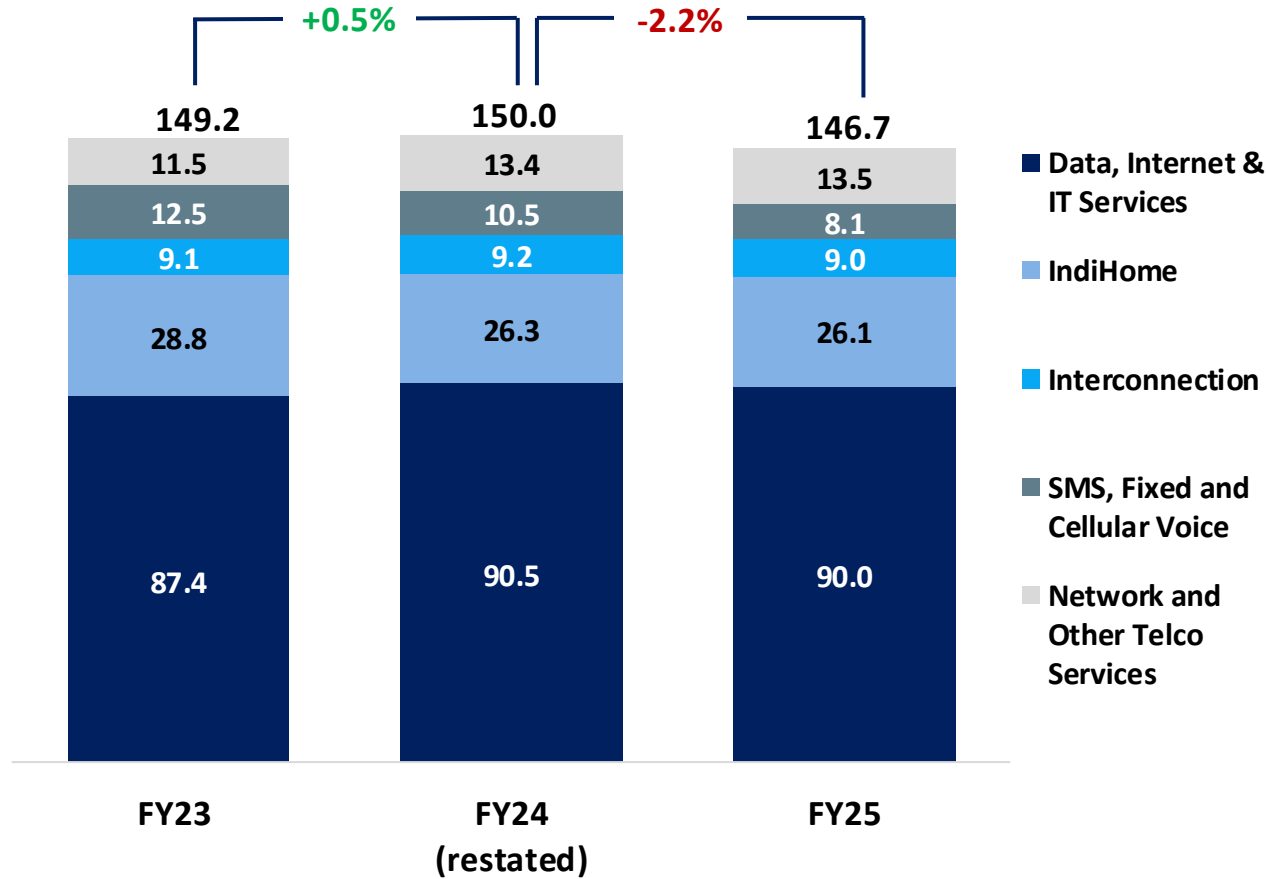
<sup>2</sup>) By factoring out Early Retirement Program (ERP), depreciation adjustment, and unrealized gain (loss) from our investments in FY25

<sup>3</sup>) By factoring out Early Retirement Program (ERP), depreciation adjustment, unrealized gain (loss) from our investments and Telkomsel's asset unlocking FY24

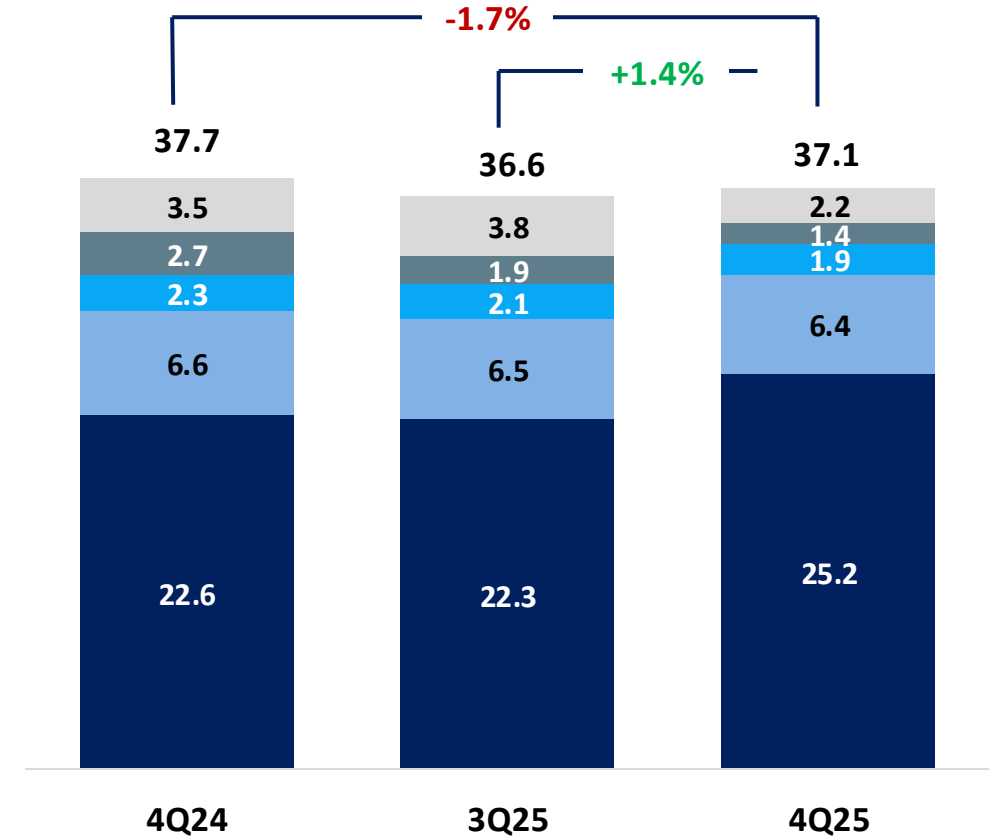
\*) Please refer to note 2z.3 on the financial statements

# FY25 and 4Q25 Revenue by Business Line – (1/2)

## FY25 Revenue (Rp tn)



## 4Q25 Revenue (Rp tn)



\*) Any discrepancies in growth figures are attributable to rounding

## FY25 and 4Q25 Additional Data - Revenue by Business Line (2/2)

- **Data, Internet & IT Service revenues**

- Declined by 0.5% YoY to Rp 90.0tn in FY25, driven by Telkomsel's digital business (-1.9% YoY), due to competition in 1H25 and shifts in mobile usage behavior.
- QoQ revenues grew by 13.1% QoQ to Rp 25.2tn, due to accounting reclassification for TSEL's product solutions services. In 4Q25, Telkomsel's digital business also grew by a 4.4% QoQ signaling stronger momentum. This quarterly growth was the result of market repair and the festive period.
- 4Q25 data consumption supported by more discipline pricing, stronger CVM execution, and healthy data traffic growth.

- **IndiHome revenue**

- Declined marginally by 0.5% YoY to Rp 26.2tn in FY25 and 1.4% QoQ to Rp 6.4tn in 4Q25, due to continued competitive pressure and ARPU decline (-10.1% YoY and -2.7% QoQ) as a result of market dynamics and a more selective customer acquisition strategy emphasizing on quality customers via improvements in business processes in customers acquisition i.e. upfront payment/bundled payment.
- This reflects on-going shift in customer behavior towards internet-only packages, away from bundled offerings such as IPTV and telephone services.

- **Interconnection revenues**

- Decreased by 2.3% YoY to Rp 9.0tn in FY25, primarily driven by international SMS hubbing at Telin despite growth in the international wholesale voice business.
- In addition, it saw a 13.1% QoQ dip to Rp 1.9tn in 4Q25, reflecting a continued decline in voice-hubbing segment due to its similar nature to the Legacy (Voice & SMS) business.

- **SMS, Fixed and Cellular Voice revenues**

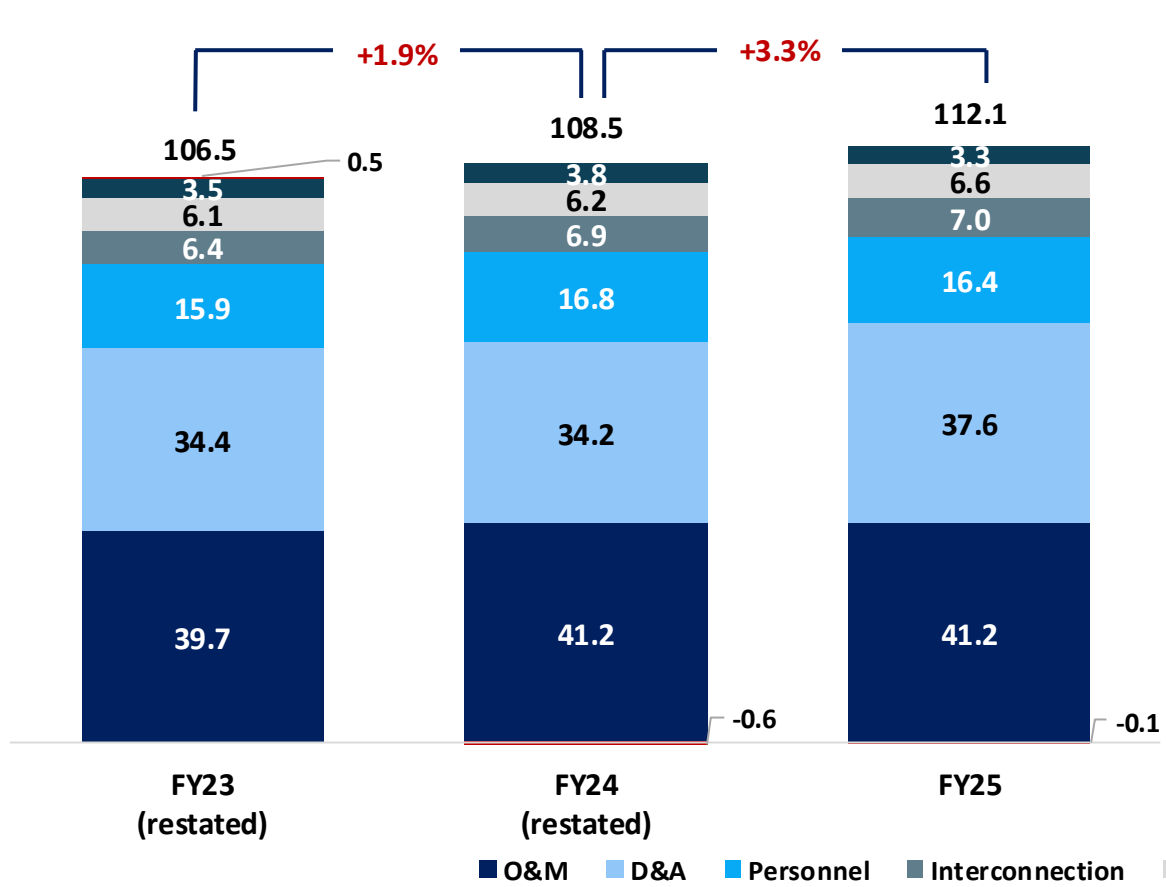
- Legacy business declined by 22.8% YoY to Rp 8.1tn in FY25 and 23.4% QoQ to Rp 1.4tn in 4Q25, due to Over-The-Top (OTT) messaging applications and the continued shift from legacy services to data-driven communication.

- **Network and Other Telcos service revenues**

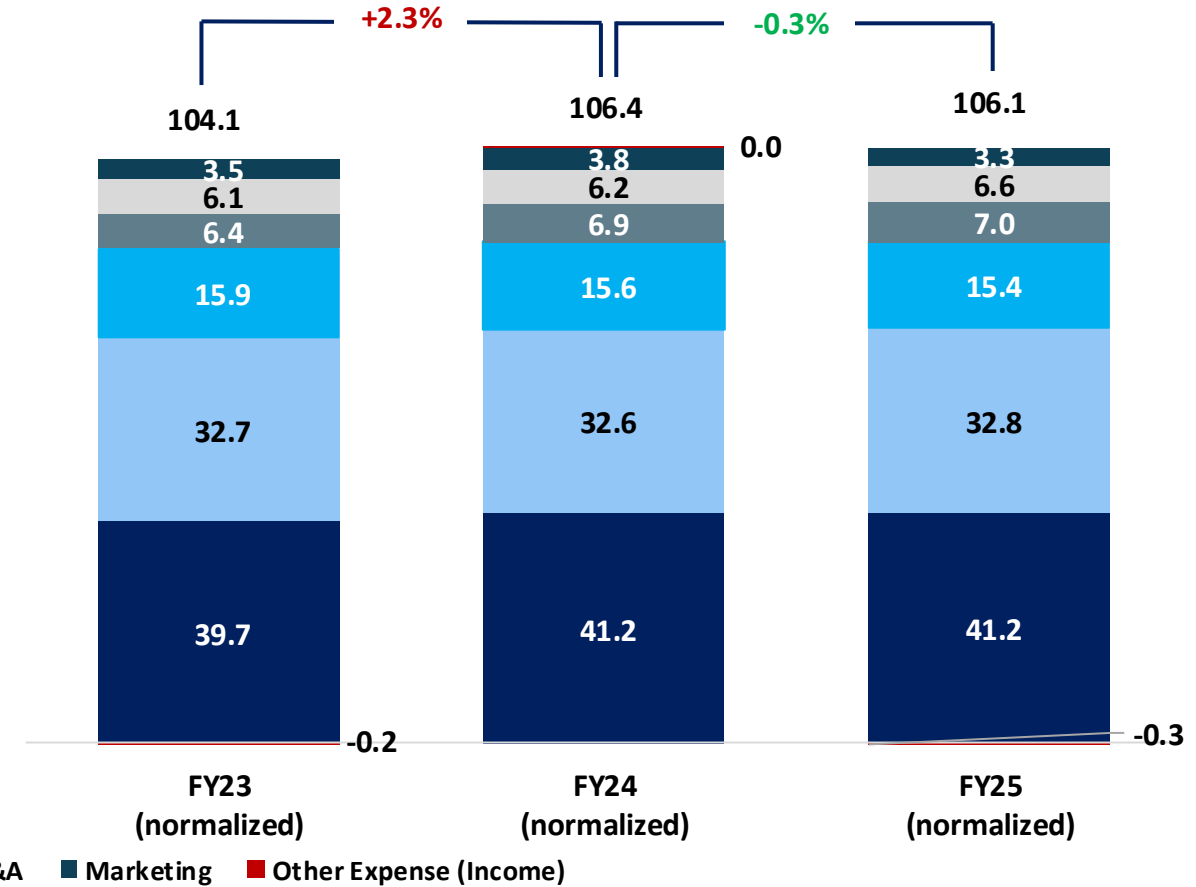
- Increased by 0.2% YoY to Rp 13.5tn in FY25, mainly driven by performance in solution services, network, and payment solutions businesses.
- On a quarterly basis, 4Q25 revenue declined by 42.1% to Rp 2.2tn, mainly driven by deconsolidation of e-health business (AdMedika) in preparation for divestment and reclassification of other revenues to due to accounting reclassification for TSEL's product solutions services.

# FY25 Total Expense Breakdown – (1/3)

FY25 Total Expense (Rp tn)



\*Normalized FY25 Total Expense (Rp tn)



**\*) By factoring out:**

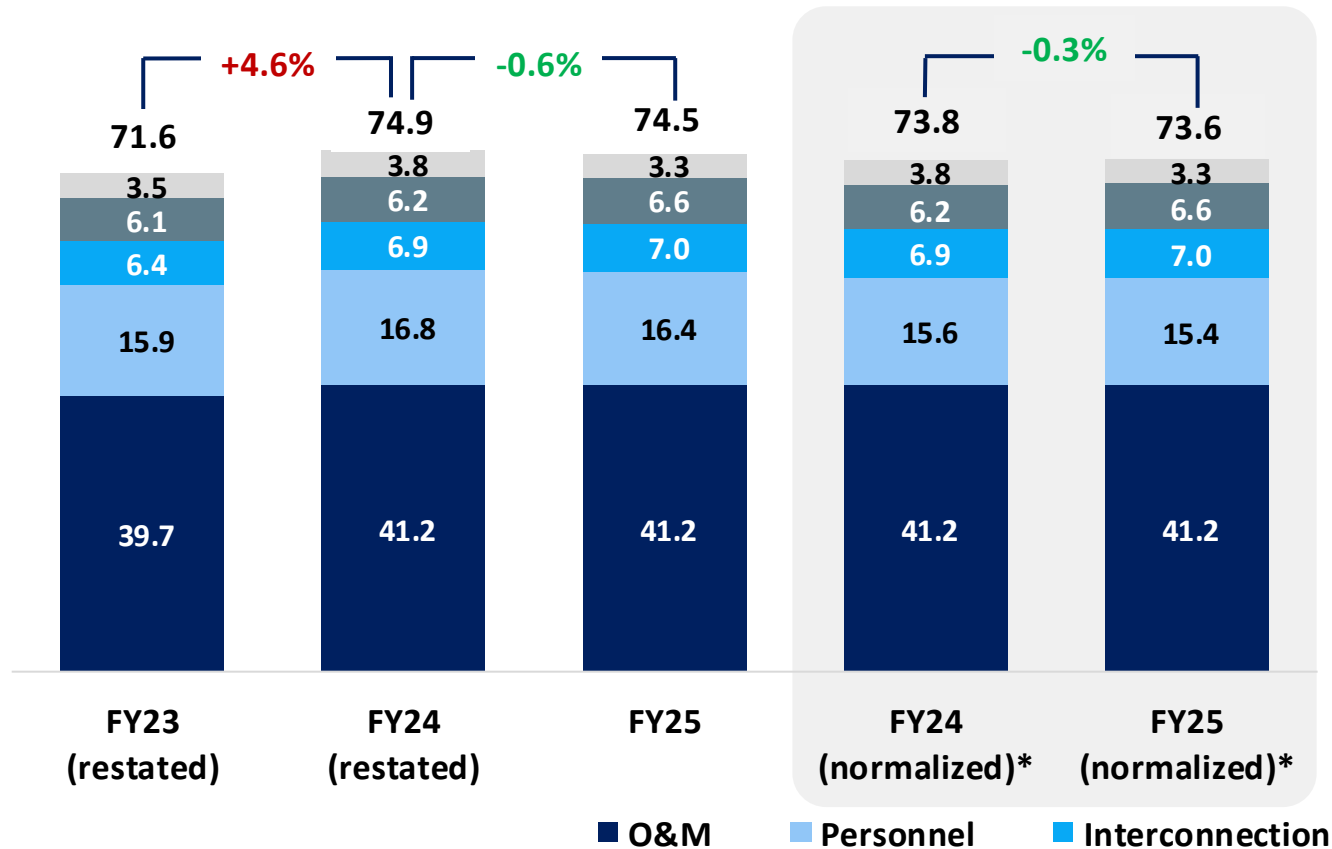
- Early Retirement Program (ERP), depreciation adjustment, and unrealized gain (loss) from our investments in FY25;
- Early Retirement Program (ERP), depreciation adjustment, unrealized gain (loss) from our investments and Telkomsel's asset unlocking in FY24
- Depreciation adjustment and unrealized gain (loss) from our investments in FY23

**\*\* Any discrepancies in growth figures are attributable to rounding**

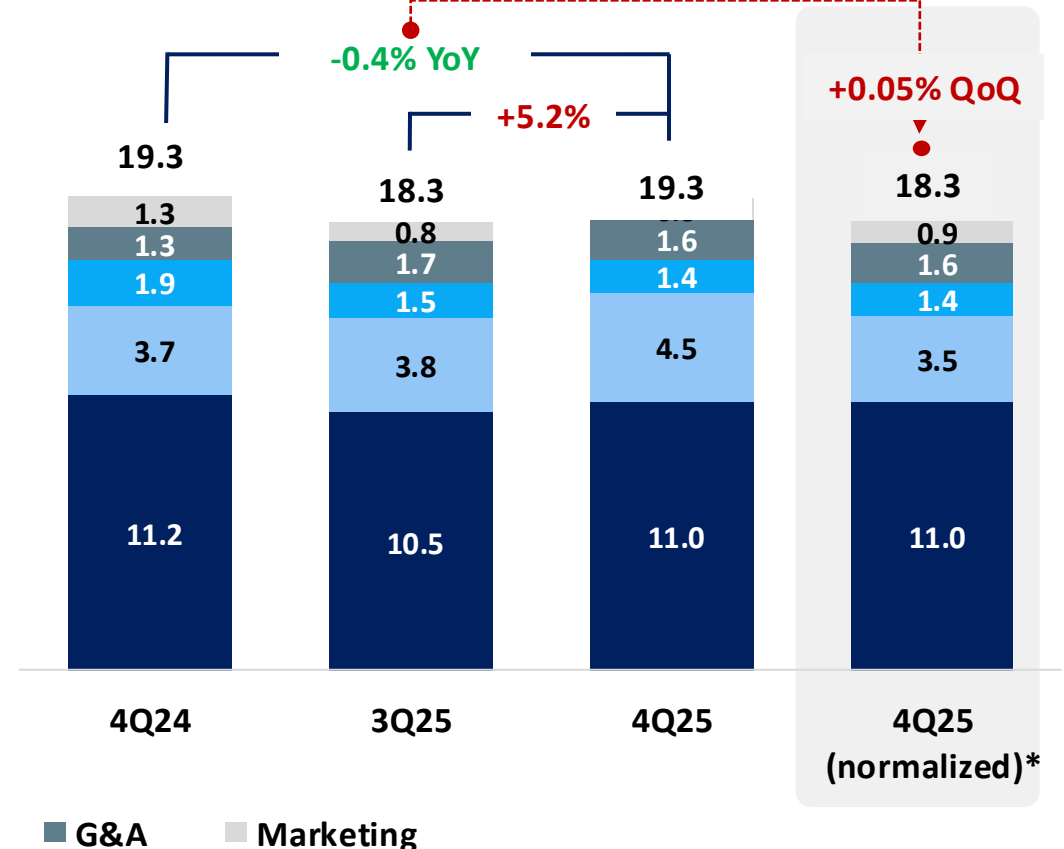
**\*\*\*) The figures on this slide are derived by Investor Relations to the best of our abilities to quantify 2023 income statements data (please refer to note 2z.3 on the financial statements), these figures may differ from reported IFAS and IFRS.**

# Normalized FY25 and 4Q25 Expense Breakdown (2/3)

**\*Normalized FY25 Operating Expense (Rp tn)**



**\*Normalized 4Q25 Operating Expense (Rp tn)**



\*) By factoring out Early Retirement Program (ERP) in FY24, FY25, and 4Q25

\*\*) Any discrepancies in growth figures are attributable to rounding

\*\*\*) The figures on this slide are derived by Investor Relations to the best of our abilities to quantify 2023 income statements data (please refer to note 2z.3 on the financial statements), these figures may differ from reported IFAS and IFRS.

# FY25 and 4Q25 Additional Information - Total Expense Breakdown (3/3)

- **Operation, Maintenance & Telco Services (O&M) expenses**

- Flat for FY25 (+0.1% YoY) to Rp 41.2tn, as a result of continued discipline in cost management for both fixed and variable components.
- In 4Q25 O&M expense increased by 4.0% QoQ to Rp 11.0tn, in line with higher revenues from the network and managed devices businesses this year.

- **Personnel expenses**

- In FY25 declined by 2.6% YoY to Rp 16.4tn, mainly attributable to lower FTE headcount in FY25 to 19,082 from 19,695 employees in FY24.
- In 4Q25 personnel expense increased by 16.5% QoQ to Rp 4.5tn driven by the Early Retirement Program (ERP) for 612 employees (cost Rp 937bn).

- **Interconnection expenses**

- Increased by 2.0% YoY to Rp 7.0tn in FY25, reflecting readiness to handle higher international traffic at the current scale.
- In 4Q25, declined by 7.4% QoQ to Rp 1.4tn mainly due to lower traffic QoQ, as well as ongoing shift in consumer behavior from legacy to OTT services.

- **General & Administrative (G&A) expenses**

- Grew by 6.0% YoY to Rp 6.6tn in FY25, primarily due to higher provision booking at Telkomsel for Indihome B2C and postpaid mobile. The higher provisioning reflects a deliberate, conservative stance for bad debt provisioning, as we focus on subscriber quality, Telkomsel is focused on acquiring and retaining higher-quality customers, via improvements in our business processes in customers acquisition i.e. upfront payment/bundled payment
- On a QoQ basis, G&A expenses declined by 3.8% to Rp 1.6tn as a result of better collection in B2B subscriptions.

- **Marketing expenses**

- Declined 14.0% YoY to Rp 3.3tn in FY25, due to disciplined spending, while QoQ, Marketing expense grew by 7.3% QoQ to Rp 0.9tn driven by seasonal factors related to holiday. Marketing expenses for FY25 accounted for 2.2% of Telkom's total revenue, relatively in-line with the annual historical average of 2-3%.

- **Depreciation & Amortization expenses**

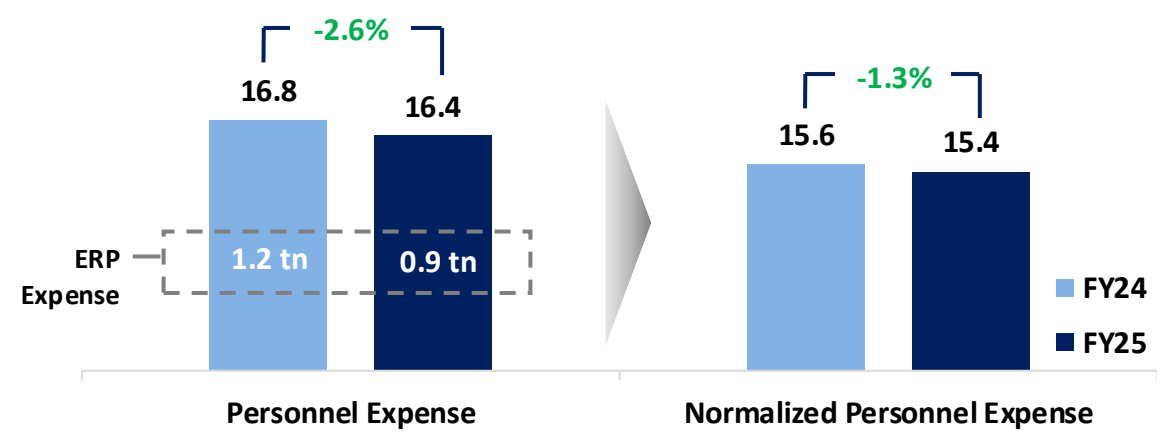
- Increased by 10.1% YoY to Rp 37.6tn in FY25, mainly driven by Rp 5.0tn of depreciation adjustments following revisions to the estimated useful lives of cable networks, switching and transmission equipment (Rp 3.0tn), and accelerated depreciation of transport and CPE equipment (Rp 2.0tn).

- **Other Income – net**

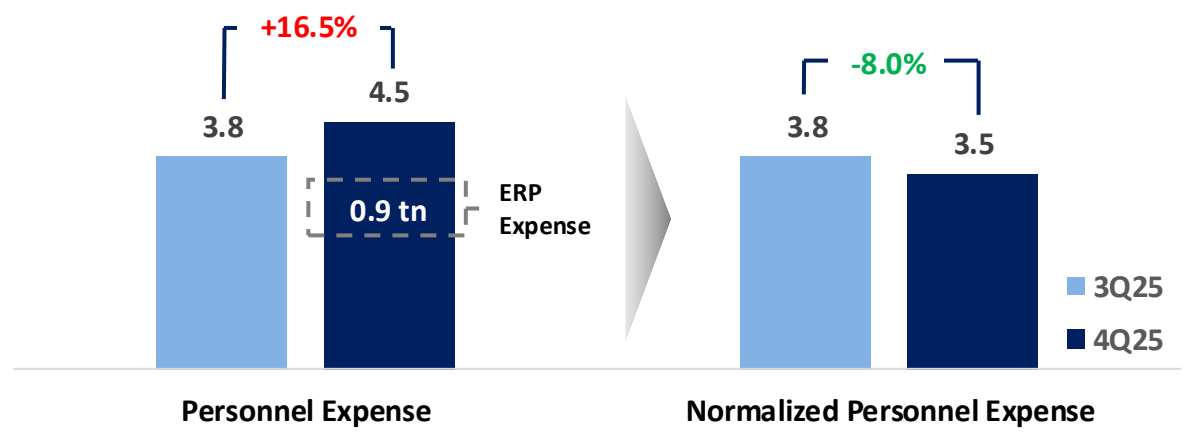
- Declined by 90.6% YoY to Rp 57bn in FY25, driven by unrealized loss on changes in fair value of investments Rp (242)bn in FY25 and normalization of gain effect from Telkomsel's assets (In-building Antenna System) in FY24.

# One-off items impacting FY25 Total Expense

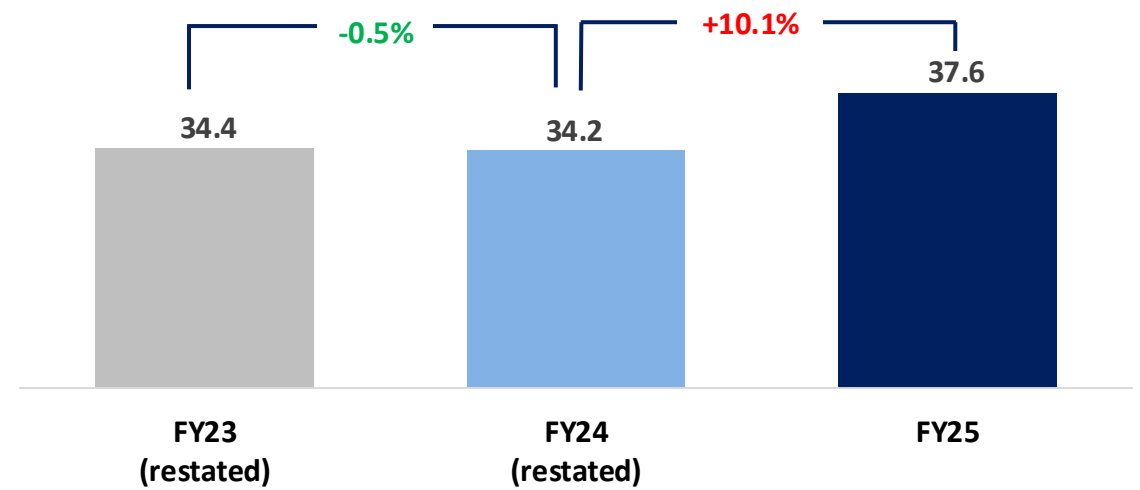
YoY Normalized Personnel Expense (Rp tn)



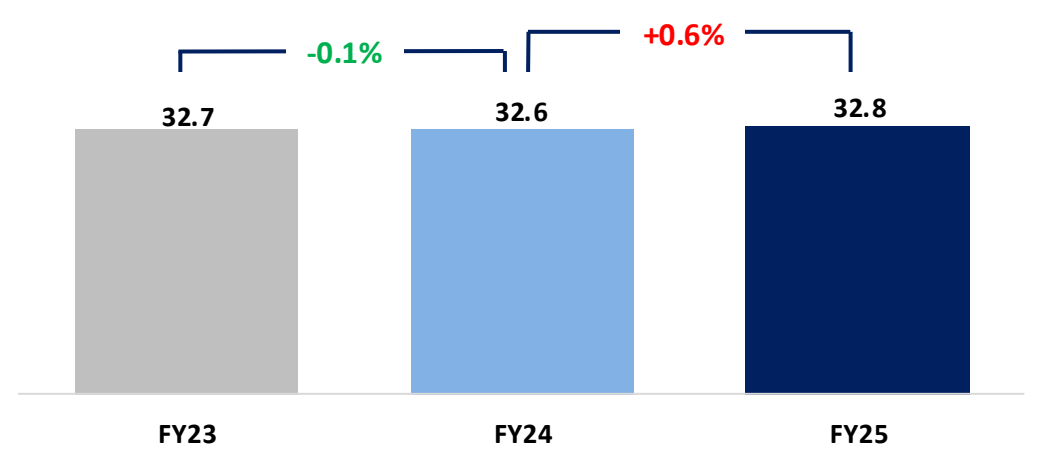
QoQ Normalized Personnel Expense (Rp tn)



Depreciation & Amortization Expense (Rp tn)



Normalized Depreciation & Amortization Expense (Rp tn)

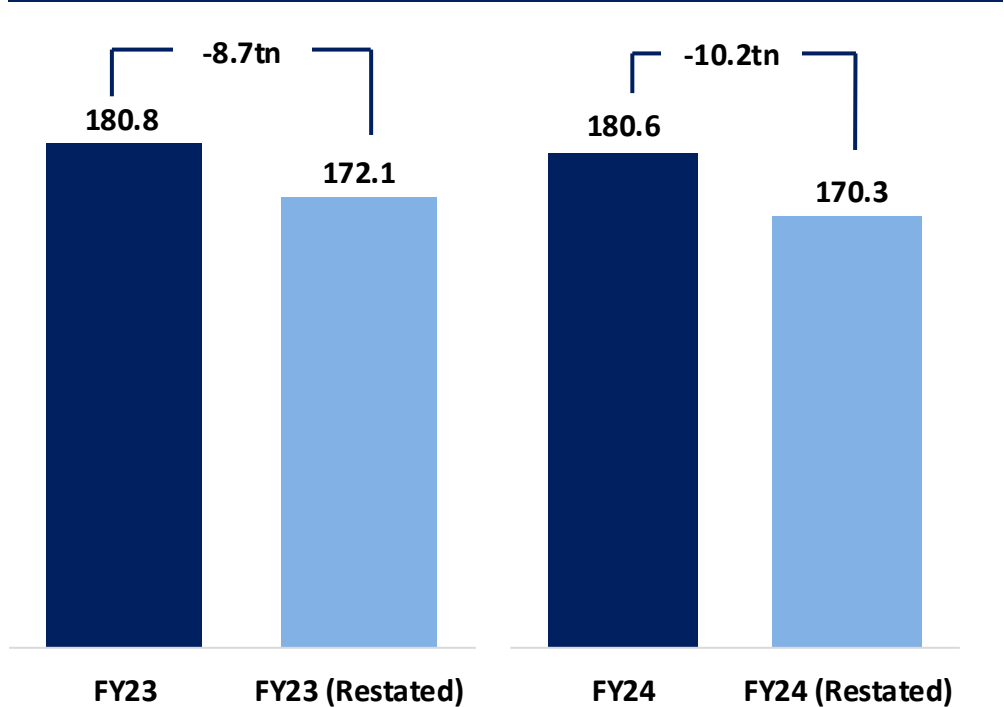


\*) Any discrepancies in growth figures are attributable to rounding

# FY24 & FY23 Financial Statement (Restated) Impact from change in Accounting Policy

- Drop cable (“last mile to customer”) reclassified as a separate asset component (from access network) to better reflect customer-specific nature.
- Assets useful life changed from 25 to 5-10 years, aligned with usage and economic benefits, treated as a change in accounting policy (PSAK 208).
- To be applied retrospectively, with restatement of 2023-2024 financials.
- Adjustment to retained earnings (pre-2023); no cash flow & dividend impact.

## Changes In Fixed Asset Value



December 31 , 2024	Before Adjustment	Adjustment	As Restated
Property and equipment	180,566	(10,231)	170,335
Deferred tax Assets	3,409	1,945	5,354
Total Non-current Assets	236,595	(8,286)	228,309
<b>Total Assets</b>	<b>299,675</b>	<b>(8,286)</b>	<b>291,389</b>
Retained Earnings:			
Unappropriated	109,596	(8,286)	101,310
Net equity attributable to:			
Owners of the parent company	142,094	(8,286)	133,808
<b>Total Equity</b>	<b>162,490</b>	<b>(8,286)</b>	<b>154,204</b>
<b>Total Liabilities and Equity</b>	<b>299,675</b>	<b>(8,286)</b>	<b>291,389</b>

January 1 , 2024	Before Adjustment	Adjustment	As Restated
Property and equipment	180,755	(8,692)	172,063
Deferred tax Assets	4,170	1,652	5,822
Total Non-current Assets	231,429	(7,040)	224,389
<b>Total Assets</b>	<b>287,042</b>	<b>(7,040)</b>	<b>280,002</b>
Retained Earnings:			
Unappropriated	103,104	(7,040)	96,064
Net equity attributable to:			
Owners of the parent company	135,744	(7,040)	128,704
<b>Total Equity</b>	<b>156,562</b>	<b>(7,040)</b>	<b>149,522</b>
<b>Total Liabilities and Equity</b>	<b>287,042</b>	<b>(7,040)</b>	<b>280,002</b>

\*) Please refer to note 2z.3 on the financial statements

## FY25 Operating Cash Flow Rises 3.6% YoY

Key Indicators (Rp Bn)	Consolidated					
	FY25	FY24	FY25 YoY (%)	4Q25	3Q25	4Q25 QoQ (%)
Cash Flows from Operating Activities	63,842	61,600	3.6	14,237	17,032	(16.4)
Cash Flows used in Investing Activities	(26,095)	(29,456)	(11.4)	(7,545)	(7,090)	6.4
Cash Flow used in Financing Activities	(37,743)	(27,505)	37.2	(4,030)	(11,793)	(65.8)
<b>Net Increase (Decrease) in Cash and Cash Equivalents</b>	<b>4</b>	<b>4,639</b>	<b>(99.9)</b>	<b>2,662</b>	<b>(1,851)</b>	<b>(243.8)</b>
Effect of Exchange Rate Changes on Cash and Cash Equivalents	320	260	23.1	12	220	(94.5)
Allowance for Expected Credit Losses	(1)	(1)	0.0	0	0	0.0
Cash and Cash Equivalents at Beginning of Year	33,905	29,007	16.9	31,554	33,185	(4.9)
<b>Cash and Cash Equivalents at End of Period</b>	<b>34,228</b>	<b>33,905</b>	<b>1.0</b>	<b>34,228</b>	<b>31,554</b>	<b>8.5</b>

- **Net Cash from Operations** - Operating cash flow remained resilient at Rp 63.8tn in FY25, increased by 3.6% YoY despite softer revenue. The improvement was mainly supported by lower personnel expense following successful ERP, better collection ratio and lower corporate income tax payments in line with reduced taxable income. On a Quarterly basis, net cash from operating activities declined by 16.4% QoQ to Rp 14.2tn due to higher cash payment for operating expenses in 4Q25.
- **Net cash used in investing activities** during FY25 declined by 11.4% YoY to Rp 26.1tn due to decline in acquisition of fixed assets and intangibles compared to the same period last year. On a quarterly basis, net cash used in investing activities increased by 6.4% QoQ to Rp 7.5tn largely reflecting the higher capex spending (carry over on Data Center) and project completion at the end of the year.
- **Net cash used in financing activities** increased by 37.2% YoY to Rp 37.7tn, primarily due to higher increase in loan repayment compared to increase in loan withdrawals in 2025 and higher dividend payment for 2024 fiscal year amounting to Rp 21.0tn, compared to Rp 17.7tn last year. Quarterly, the net cash used in financing activities decreased by 65.8% QoQ due to higher loan withdrawals but lower repayment compared to 3Q25 and proceeds from issuance of new shares of subsidiaries.

## FY25 Debt Profile

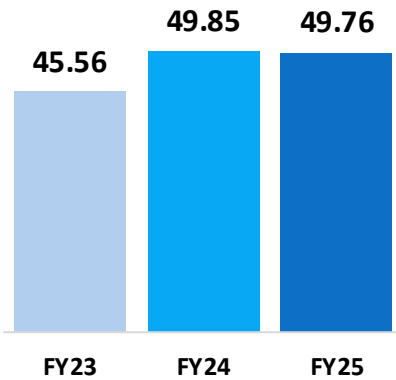
In FY25, the majority of Telkom's debt remained denominated in Rupiah. Total debt (including lease) declined by 2.5% YTD to Rp 74.9tn, primarily driven by repayment of Rp 2.3tn of matured bonds. As of FY25, Telkom has total outstanding corporate bonds of Rp 2.7tn.

Key Indicators (Rp Bn)	FY25	FY24 (restated)	YoY (%)	9M25	QoQ (%)
<b>DEBT CURRENCIES</b>					
IDR/Rupiah	74,712	76,682	(2.6)	77,543	(3.7)
USD/US Dollar	173	159	8.8	109	58.7
MYR/Malaysian Ringgit	26	27	(3.7)	26	0.0
<b>TOTAL DEBTS</b>	<b>74,911</b>	<b>76,868</b>	<b>(2.5)</b>	<b>77,678</b>	<b>(3.6)</b>
Short-term bank loans	6,929	11,525	(39.9)	7,569	(8.5)
Current maturities of long-term borrowings	17,746	15,866	11.8	20,150	(11.9)
Current maturities of lease liabilities	5,590	5,491	1.8	6,125	(8.7)
<b>Total current maturities of debts</b>	<b>30,265</b>	<b>32,882</b>	<b>(8.0)</b>	<b>33,844</b>	<b>(10.6)</b>
Lease liabilities	18,547	18,468	0.4	18,032	2.9
Long-term borrowings - net of current maturities	26,099	25,518	2.3	25,802	1.2
<b>Total non-current maturities of debts</b>	<b>44,646</b>	<b>43,986</b>	<b>1.5</b>	<b>43,834</b>	<b>1.9</b>
<b>TOTAL DEBTS (WITHOUT LEASES)</b>	<b>50,774</b>	<b>52,909</b>	<b>(4.0)</b>	<b>53,521</b>	<b>(5.1)</b>
<b>TOTAL DEBT INCLUDING LEASES</b>	<b>74,911</b>	<b>76,868</b>	<b>(2.5)</b>	<b>77,678</b>	<b>(3.6)</b>

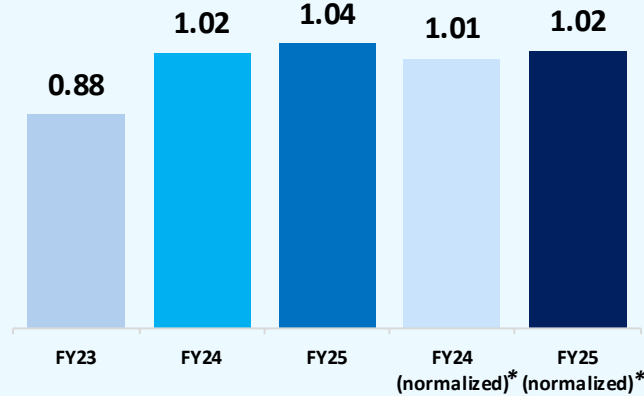
Key Indicators	FY25	FY24 (restated)	9M25
% of current maturity Debt	40.4	42.8	43.6
% of long-term Debt	59.6	57.2	56.4
Fixed rate borrowings (Rp Bn)	37,757	48,097	50,053
<i>Portion (%)</i>	<i>50.4</i>	<i>62.6</i>	<i>64.4</i>
Variable rate borrowings (Rp Bn)	37,154	28,771	27,625
<i>Portion (%)</i>	<i>49.6</i>	<i>37.4</i>	<i>35.6</i>
Finance Cost (Rp Bn)	5,206	5,208	4,031
<i>Avg cost of debts (%)</i>	<i>7.0</i>	<i>6.8</i>	<i>5.2</i>

# FY25 Key Financial Ratios

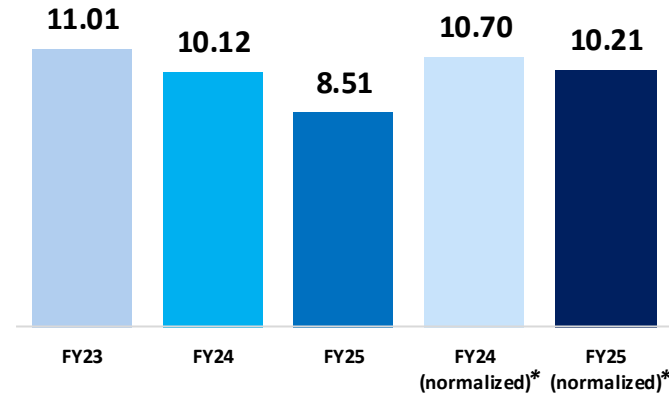
Debt to Equity (%)



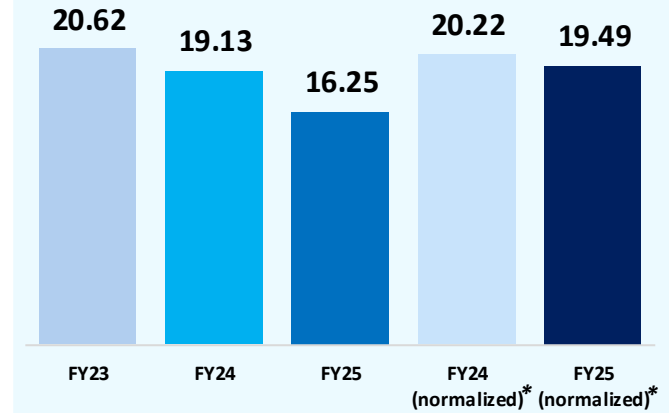
Debt to EBITDA (x)



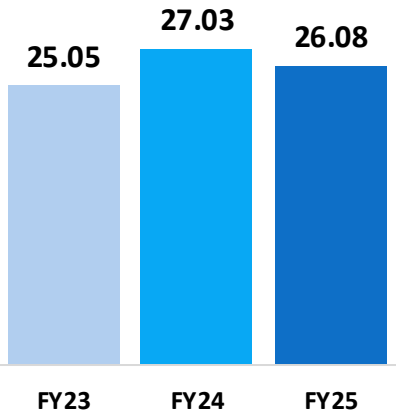
Return on Assets (%)



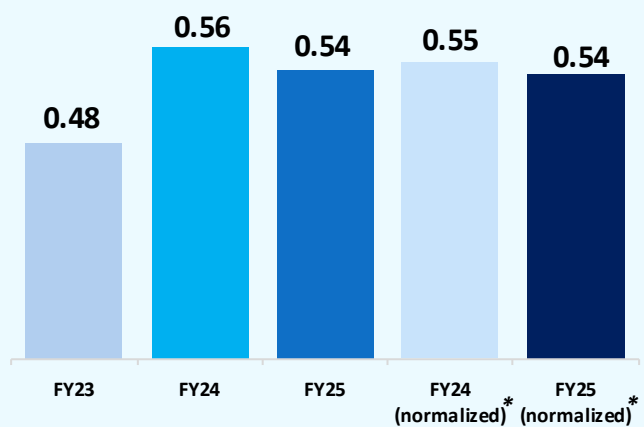
Return on Equity (%)



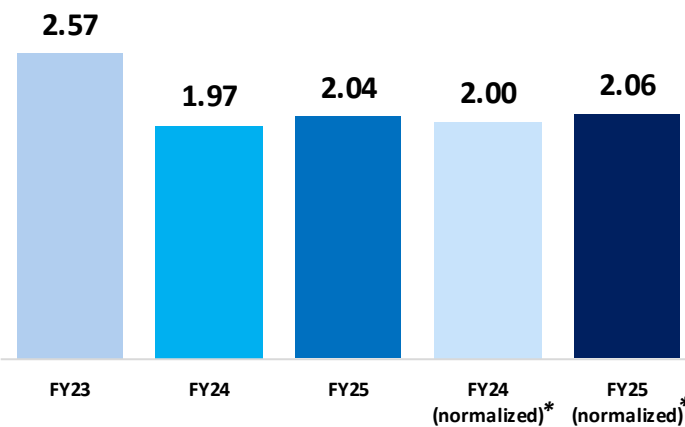
Net Debt to Equity (%)



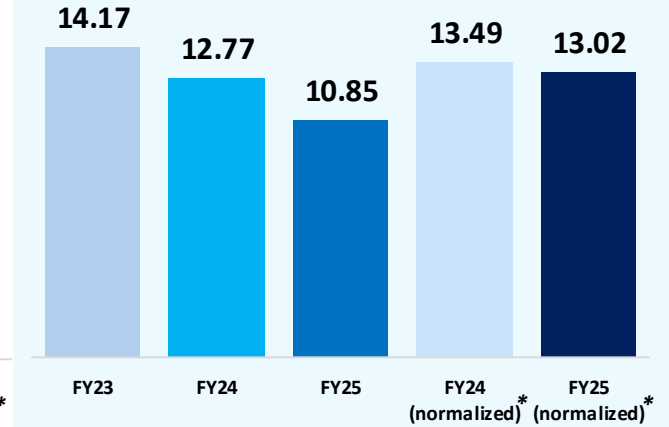
Net Debt to EBITDA (x)



Debt Service Ratio (x)



Return on Invested Capital (%)



\*) By factoring out:

- Early Retirement Program (ERP), depreciation adjustment, and unrealized gain (loss) from our investments in FY25;
- Early Retirement Program (ERP), depreciation adjustment, unrealized gain (loss) from our investments and Telkomsel's asset unlocking FY24

\*\*) Any discrepancies in growth figures are attributable to rounding



# Telkomsel Stand Alone Data



# Telkomsel - Profitability Strengthened with Improving Market Conditions (1/2)

QoQ EBITDA and net income growth supported by disciplined cost management, operational efficiency, and improving market conditions

Rp bn	CONSOLIDATED STATEMENTS OF PROFIT AND LOSS					
	YoY			QoQ		
	FY25	FY24	Growth	4Q25	3Q25	Growth
<b>REVENUES</b>						
Legacy	6,334	8,447	-25.0%	1,070	1,434	-25.4%
Digital Business	76,805	78,286	-1.9%	20,466	19,607	4.4%
IndiHome B2C	26,168	26,606	-1.6%	6,396	6,490	-1.4%
<b>Total Revenues</b>	<b>109,307</b>	<b>113,340</b>	<b>-3.6%</b>	<b>27,932</b>	<b>27,530</b>	<b>1.5%</b>
<b>EXPENSES</b>						
Operations and maintenance	37,164	39,512	-5.9%	9,018	9,212	-2.1%
Personnel	8,025	7,741	3.7%	2,093	1,985	5.5%
Marketing	3,310	3,592	-7.8%	914	887	3.0%
General and administrative	1,438	1,555	-7.5%	354	384	-7.6%
Cost of services	8,037	7,981	0.7%	1,981	2,173	-8.8%
Interconnection	1,709	1,622	5.4%	434	421	3.1%
<b>Total Expenses exclude depreciation &amp; others</b>	<b>59,683</b>	<b>62,003</b>	<b>-3.7%</b>	<b>14,795</b>	<b>15,062</b>	<b>-1.8%</b>
Depreciation and amortization	21,704	21,880	-0.8%	5,463	5,449	0.3%
Others - net	(950)	(895)	6.1%	(408)	66	720.6%
<b>Total Expenses include depreciation &amp; others</b>	<b>80,436</b>	<b>82,988</b>	<b>-3.1%</b>	<b>19,850</b>	<b>20,577</b>	<b>-3.5%</b>
Finance charges - net	(3,407)	(3,003)	13.5%	(873)	(961)	-9.2%
<b>INCOME BEFORE TAX</b>	<b>25,463</b>	<b>27,349</b>	<b>-6.9%</b>	<b>7,209</b>	<b>5,993</b>	<b>20.3%</b>
INCOME TAX EXPENSE	(5,776)	(5,347)	8.0%	(1,807)	(1,283)	40.9%
<b>NET INCOME</b>	<b>19,687</b>	<b>22,002</b>	<b>-10.5%</b>	<b>5,401</b>	<b>4,710</b>	<b>14.7%</b>
<b>EBITDA</b>	<b>49,624</b>	<b>51,337</b>	<b>-3.3%</b>	<b>13,137</b>	<b>12,468</b>	<b>5.4%</b>
<b>EBITDA Margin</b>	<b>45.4%</b>	<b>45.3%</b>	<b>0.1ppt</b>	<b>47.0%</b>	<b>45.3%</b>	<b>1.7ppt</b>
<b>ROA</b>	<b>17.0%</b>	<b>19.3%</b>	<b>-2.3ppt</b>	<b>17.0%</b>	<b>18.1%</b>	<b>-1.2ppt</b>
<b>ROE</b>	<b>66.4%</b>	<b>72.0%</b>	<b>-5.6ppt</b>	<b>66.4%</b>	<b>83.7%</b>	<b>-17.3ppt</b>

# Telkomsel - Profitability Strengthened with Improving Market Conditions (2/2)

QoQ EBITDA and net income growth supported by disciplined cost management, operational efficiency, and improving market conditions

## Strengthen Digital Leadership while Navigating Market Recovery

- Mobile revenue growth reflecting improving market conditions and the early impact of industry market repair initiatives.
- Data consumption increased with traffic continuing to grow by 15.0% YoY while yield remained stable.
- Digital Business contributed 95.0% of mobile revenue, up 1.8ppt.

## Managing Household Business with Prudent Growth and Quality Customer Focus

- IndiHome B2C added 712K new subscribers in 2025, bringing the total B2C IndiHome to 10.3 million customers. In addition IndiHome B2B added 90K new customers that makes the total of IndiHome B2C+B2B to 11.6 million customers. Subscriber additions were managed prudently with focus on customer quality, healthy base expansion and long-term sustainable growth.
- The converged user base continued to grow with 59% penetration, reflecting increasing adoption of integrated mobile and fixed services.
- Revenue moderated amid slower demand and competitive market conditions, while ARPU declined to Rp 214k. In response, the Company continued to optimize entry-level packages, targeted bundling offers, and segmented propositions to support customer value and long-term monetization.

## EBITDA and Net Income – Profitability Strengthened with Positive Sequential Momentum

- As market conditions showed improvement in second half, profitability strengthened, with EBITDA growth by +5.4% QoQ while FY25 margin remained healthy at 45%, supported by disciplined cost management and ongoing integration synergies.
- Telkomsel FY25 reported Net Income of Rp 19,687bn, supported by 4Q25 growth of +14.7% QoQ.

# Telkomsel - Maintaining a Healthy Financial Position (1/3)

Strong financial fundamentals maintained through disciplined capital allocation, efficient funding strategy, and sustainable cash generation

PT TELEKOMUNIKASI SELULAR AND ITS SUBSIDIARIES CONSOLIDATED STATEMENTS OF FINANCIAL POSITION DECEMBER 31, 2025 (AUDITED) AND 2024 (AUDITED) ( In Billion Indonesian Rupiah )			
	Dec-25	Dec-24	Growth (%)
<b>CURRENT ASSETS</b>			
Cash and cash equivalents, net	3,113	3,520	0.1
Trade receivables, net allowance for expected credit losses	2,287	3,292	0.4
Unbilled revenues	4,179	4,018	(0.0)
Inventories	304	470	0.5
Current portion of long-term prepayments	6,826	7,113	0.0
Contract cost, net	656	689	0.0
Other current assets	287	271	(0.1)
Total Current Assets	17,651	19,374	0.1
<b>NON-CURRENT ASSETS</b>			
Long-term investments	2,236	2,393	0.1
Property and equipment	48,419	48,879	0.0
Right-of-use assets	33,706	33,849	0.0
Intangible assets	7,333	7,295	(0.0)
Long-term prepayments	1,229	1,633	0.3
Non-current portion of contract cost, net	1,231	1,406	0.1
Non-current portion of unbilled revenues, net	102	114	0.1
Claims for tax refund	1,463	1,122	(0.2)
Deferred tax assets, net	1,217	1,299	0.1
Other non-current assets	39	39	(0.0)
Total Non-current Assets	96,976	98,029	0.0
<b>TOTAL ASSETS</b>	<b>114,627</b>	<b>117,403</b>	<b>0.0</b>

- Lower current assets were primarily due to a decrease in cash and cash equivalents, coupled with lower trade receivables. Lower non-current assets were primarily due to decreases in property and equipment and long-term prepayments.

## Telkomsel - Maintaining a Healthy Financial Position (2/3)

Strong financial fundamentals maintained through disciplined capital allocation, efficient funding strategy, and sustainable cash generation

PT TELEKOMUNIKASI SELULAR AND ITS SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF FINANCIAL POSITION  
DECEMBER 31, 2025 (AUDITED) AND 2024 (AUDITED)  
( In Billion Indonesian Rupiah )

	Dec-25	Dec-24	Growth (%)
Trade and other payables	5,931	5,919	(0.0)
Accrued liabilities	10,358	13,729	0.3
Taxes payable	528	1,845	2.5
Contract liabilities	4,269	4,529	0.1
Current maturities of lease liabilities	8,574	9,277	0.1
Current maturities of medium-term loans	10,900	5,900	(0.5)
Short-term loans and overdraft	1,000	-	(1.0)
<b>TOTAL CURRENT LIABILITIES</b>	<b>41,560</b>	<b>41,199</b>	<b>(0.0)</b>
Lease liabilities, net of current maturities	36,150	37,322	0.0
Provision for employee benefits	6,833	5,867	(0.1)
Contract liabilities, net of current portion	1,790	1,996	0.1
Other non-current liabilities	18	31	0.7
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>44,791</b>	<b>45,216</b>	<b>0.0</b>
<b>TOTAL LIABILITIES</b>	<b>86,350</b>	<b>86,415</b>	<b>0.0</b>
Share capital - Rp 1,000,000 par value			
Authorized - 650,000 shares Issued and fully paid - 217,421 shares	217	217	-
Additional paid-in capital	7,665	7,665	-
Retained earnings:			
Appropriated	43	43	-
Unappropriated	20,332	23,037	0.1
Other Equity	18	17	(0.0)
Non-Controlling Interests	1	9	6.5
<b>TOTAL EQUITY</b>	<b>28,276</b>	<b>30,989</b>	<b>0.1</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>114,627</b>	<b>117,403</b>	<b>0.0</b>

- Higher current liabilities were primarily due to an increase in current maturities of medium-term loans, partially offset by a decrease in accrued liabilities. Lower non-current liabilities were driven by a decrease in lease liabilities.
- Lower total equity was primarily due to a decrease in retained earnings.

# Telkomsel - Maintaining a Healthy Financial Position (3/3)

Strong financial fundamentals maintained through disciplined capital allocation, efficient funding strategy, and sustainable cash generation

## Cash Flow

Description	Dec-24	Dec-25	Growth
Cash at Beginning Period	5,135	3,520	-31.4%
Cash Flow from Operating Activities	38,948	36,813	-5.5%
Cash Flow from (for) Investing Activities	(14,932)	(14,283)	-4.3%
Cash Flow from (for) Financing Activities	(25,631)	(22,938)	-10.5%
Cash at Ending Period	3,520	3,113	-11.6%

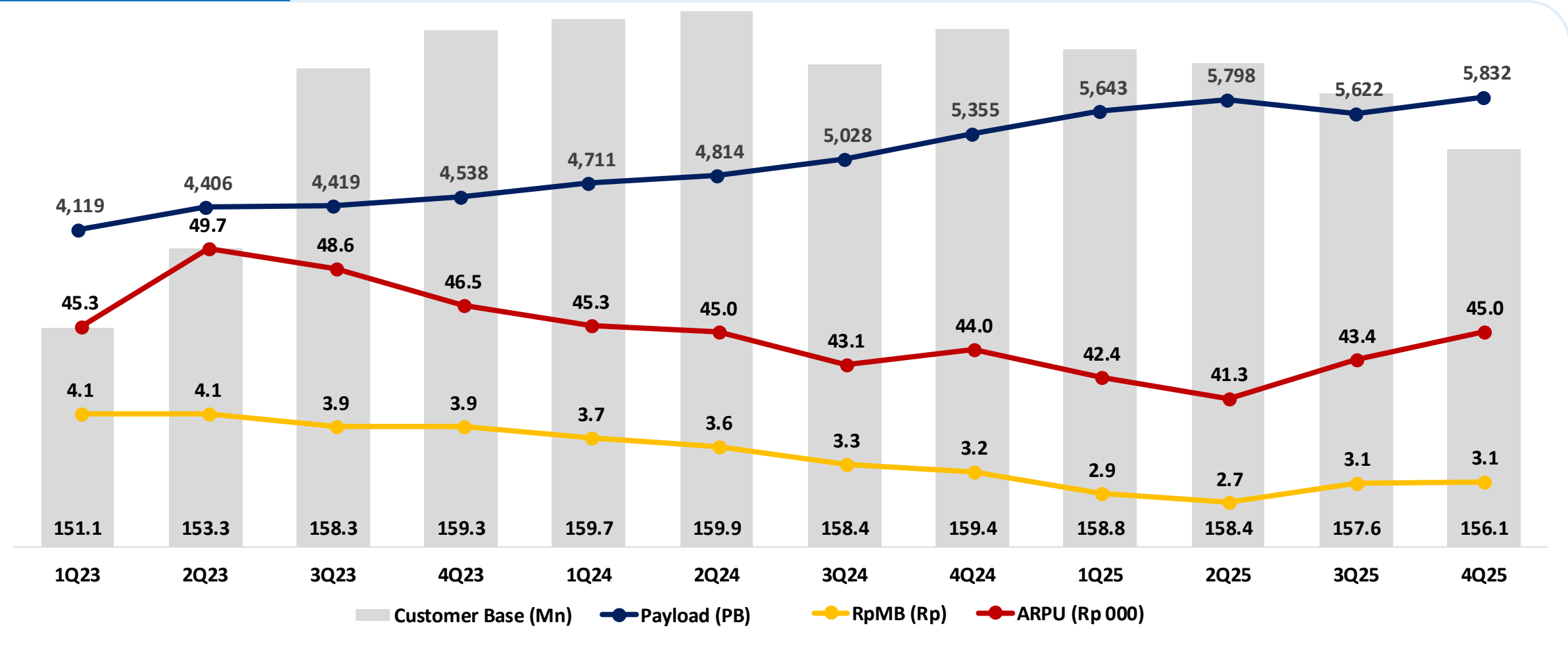
## Cash Flow – Sustainable cash generation

- Cash flows from operating activities were lower as an impact from the decrease in cash generated from operations.
- Cash flows from investing activities decreased as investments made during the integration process in the previous period were made to enhance the company's infrastructure and long-term capabilities.
- Cash flows from financing activities were lower primarily due to loan proceeds and repayment.

# ARPU & Data Yield Recovery Continued in 2H25

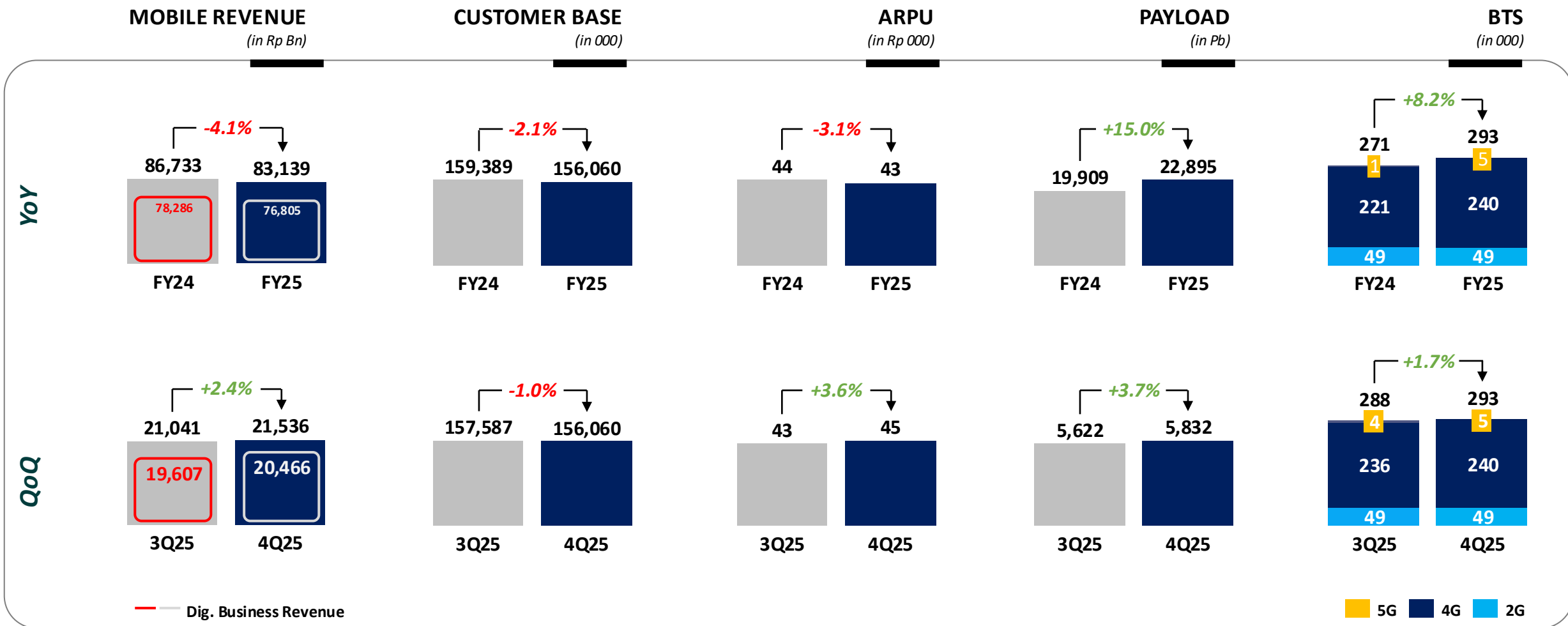
Driving growth supported by improving ARPU, payload, and focus on quality subscribers

## Key Metrics:



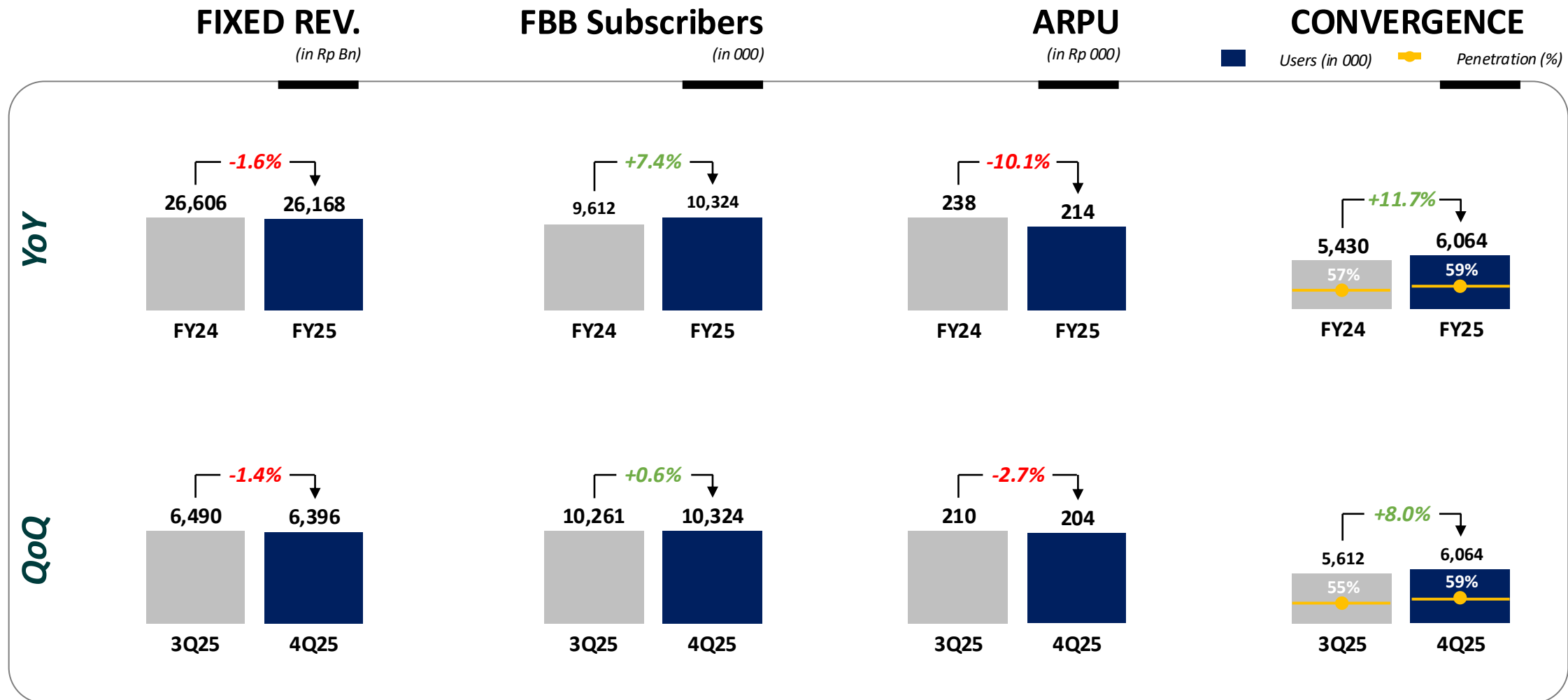
# Telkomsel - Quality-Led Growth Driven by Mobile Business Momentum

Remained the key driver of total revenue growth, supported by improving ARPU, payload, and focus on quality subscribers



# Further Promoting Quality-led Customer Convergence

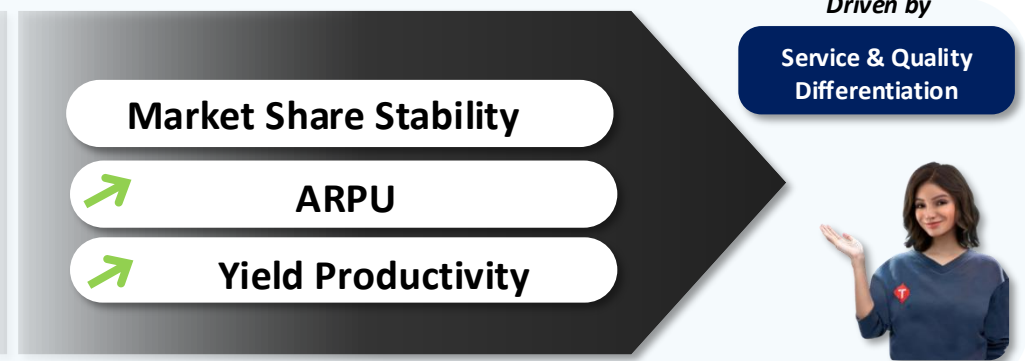
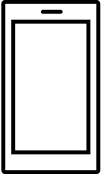
Competitive Pressure Remains a Challenge As Pricing Remains Well Above Mobile ARPU



# Early Market Repair Traction Supported by Disciplined Execution

*Reflects the benefits of pricing discipline, product simplification, and a sharper focus on value-led growth.*

## Short Term

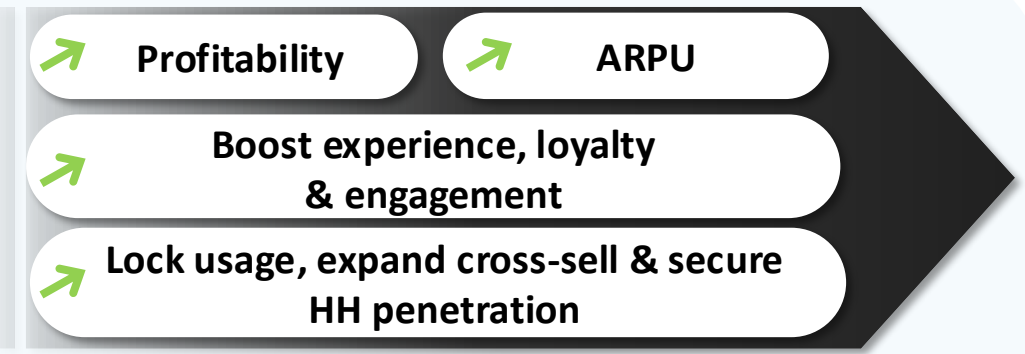
**Streamline offerings and portfolio**  
*(drive market repair through product rationalization, right pricing, and targeted offers). Focus on customer centricity, expectations, and loyalty to boost stickiness*

**Increasing customer productivity**  
*(enhance monetization by improving the value and attractiveness of digital products)*



**Driving FBB & FMC Adoption**  
*(leverage cross-selling and retention programs more selectively through converged offerings)*

## Long Term



**Enhance productivity and long-term value**  
*(reinforce market repair through right pricing and portfolio optimization, supported by enriched digital ecosystem)*

**Promote sustainable fixed customer growth**  
*(pursue quality-led FBB growth through competitive entry-level speeds, targeted offerings, and stronger retention)*

**Better suited convergence product**  
*(Strengthen FMC relevance with bundled propositions to improve engagement, loyalty, and long-term household value)*



# Appendix

# Telkom Indonesia's Extensive Digital Infrastructure

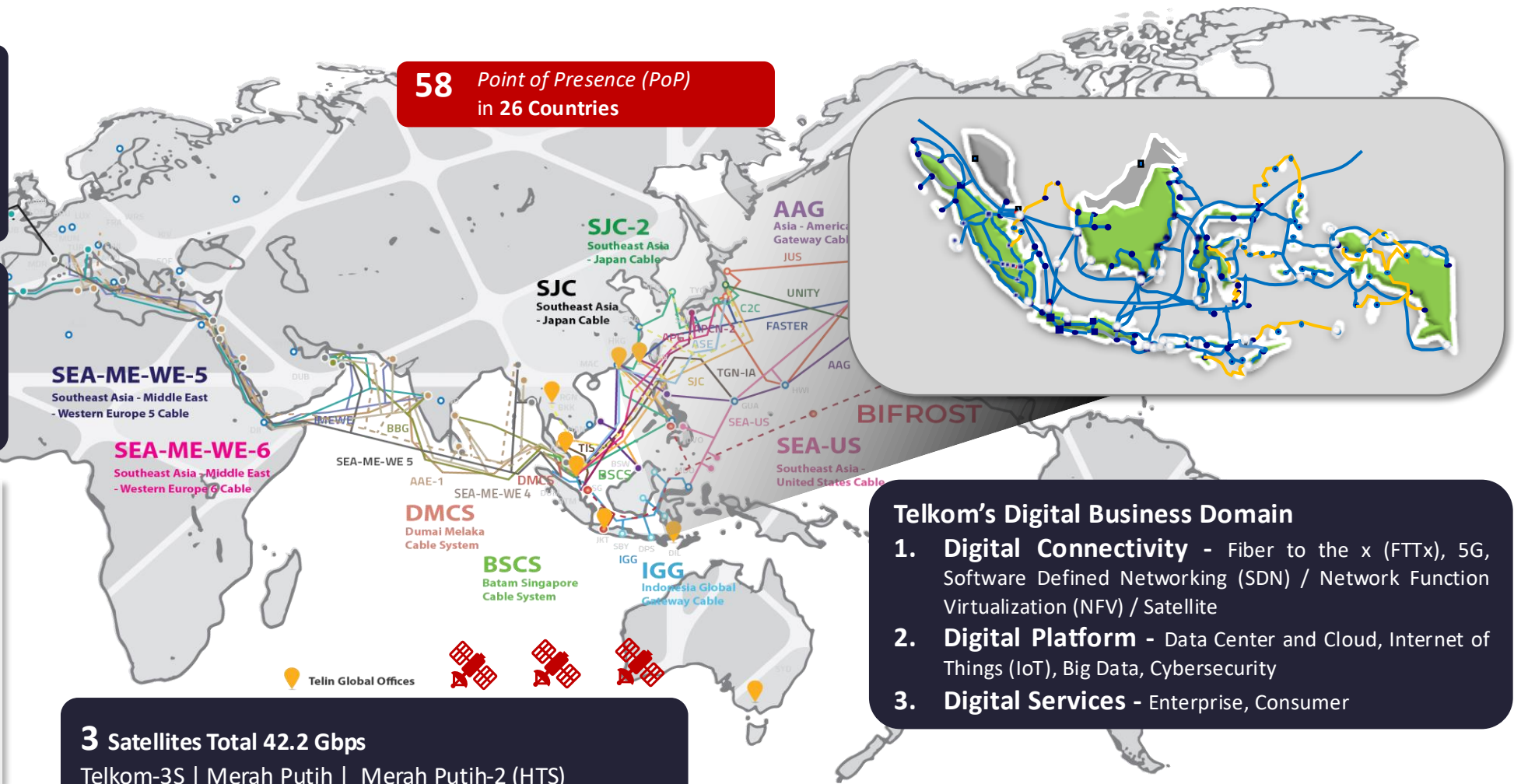
Apart from Telkomsel, our next-largest value creation will come from unlocking our infrastructure business

**210K+** km Fiber Backbone Network  
**Domestic** 115,643 km  
**International** 95,200 km  
**501** Nationwide Cities Coverage  
**27** International Subsea Cable System

**122** PoP & access  
**293K+** BTS  
**44.7K** Towers  
**35** Data Centers (Hyperscale and Edge)

**15 Global Offices & Representatives**

**58** Point of Presence (PoP) in 26 Countries



**Telkom's Digital Business Domain**

- Digital Connectivity** - Fiber to the x (FTTx), 5G, Software Defined Networking (SDN) / Network Function Virtualization (NFV) / Satellite
- Digital Platform** - Data Center and Cloud, Internet of Things (IoT), Big Data, Cybersecurity
- Digital Services** - Enterprise, Consumer

**3** Satellites Total 42.2 Gbps  
 Telkom-3S | Merah Putih | Merah Putih-2 (HTS)

# TLKM Data Center Business

Indonesia's 3<sup>rd</sup> largest Data Center Business with an Opportunity to Unlock Value & Monetize through Strategic Partnership

**Total Effective Existing Capacity end of 2025 ~43MW + 2,757 racks**

## HYPERSCALE DATA CENTER

**Batam DC**



Upcoming  
2H 2026

**Cikarang DC**



AI ready ~10 MW  
with renewable mix  
(89% Occupied)

**Singapore DC**



AI ready ~17.4MW  
To participate in  
upcoming DC-CFA  
(90% Occupied)

+18MW

+21.5MW

Upcoming NeutraDC capacity expansion in 2026

## ENTERPRISE & EDGE DC

**3S DC**



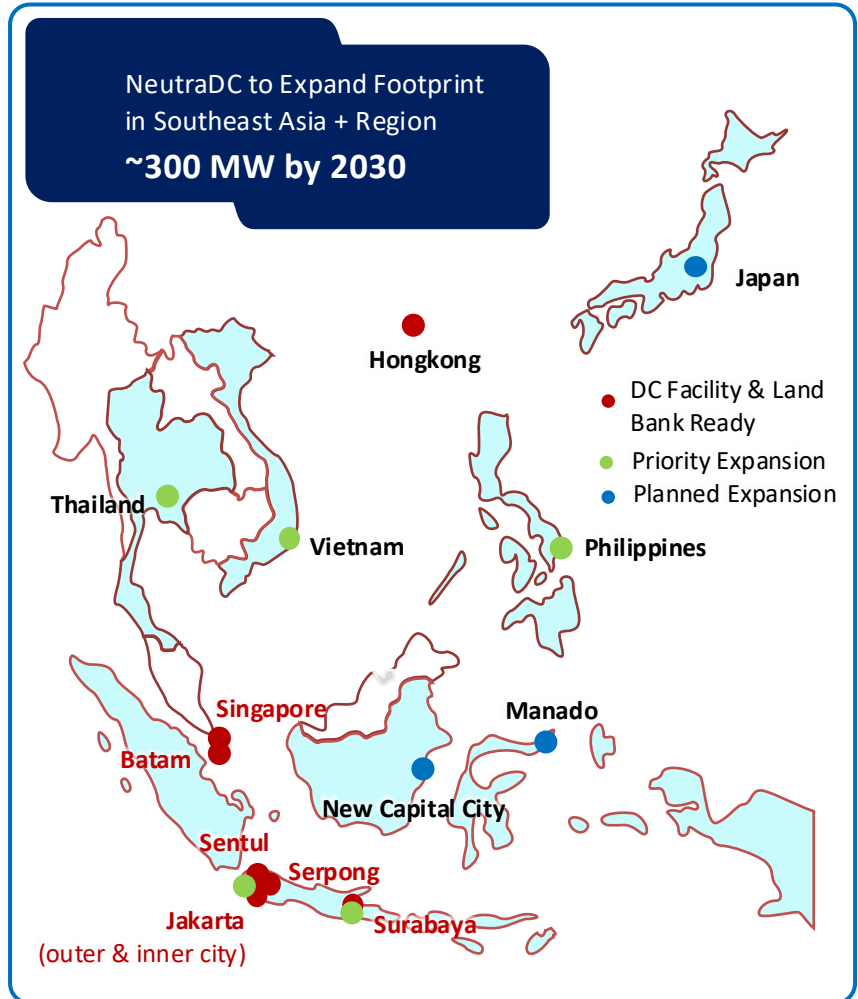
3SDC capacity  
~16MW in 3  
sites  
(80% Occupied)

**neuCentrIX**



neuCentrIX has 26 sites  
with 2,757 racks,  
including in Timor Leste &  
Hong Kong

NeutraDC to Expand Footprint  
in Southeast Asia + Region  
~300 MW by 2030



## Customers



10+

Global Cloud  
Service Provider



55+

Financial Services  
Institution



10+

Global Social  
Media & IT



20+

Government  
institution



45+

Telco Providers

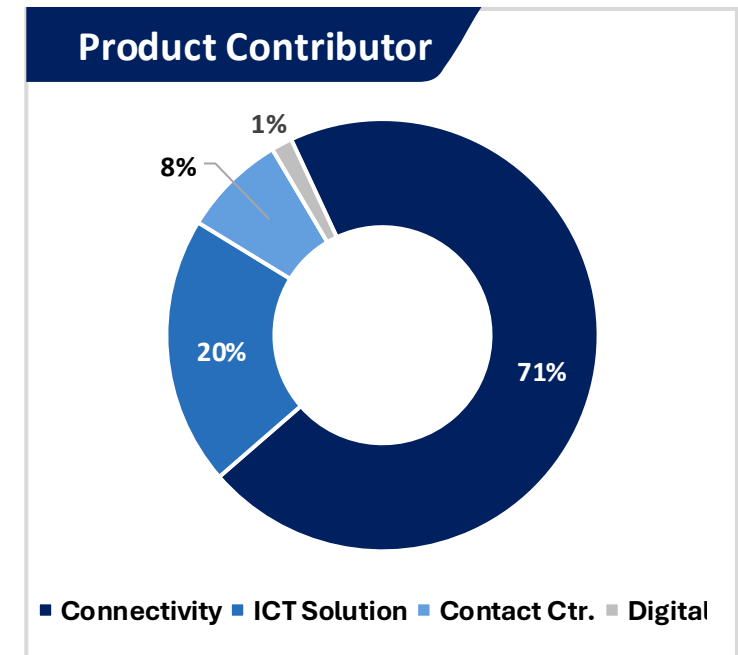
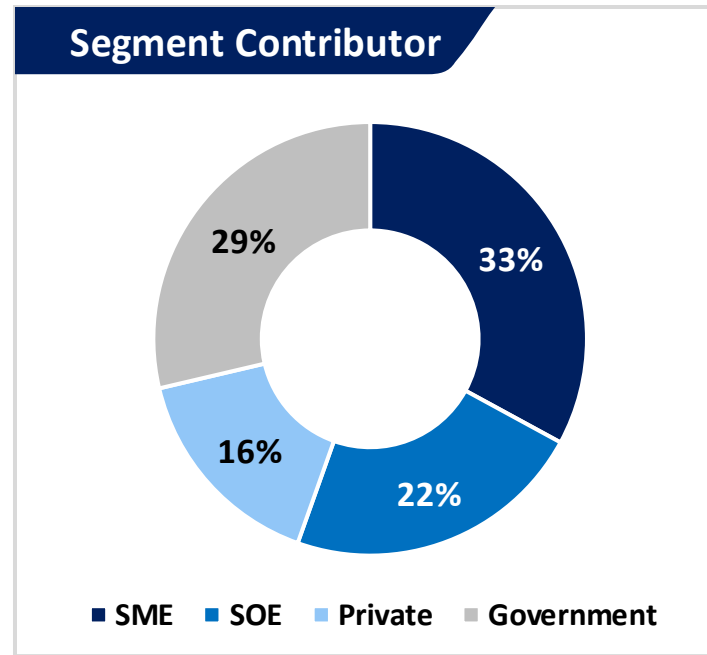
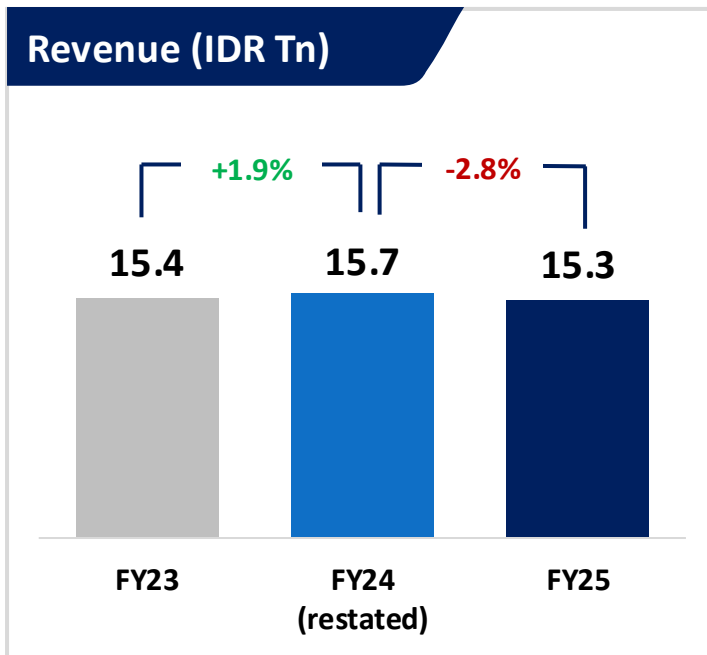


55+

Enterprise Segment

# B2B ICT Segment

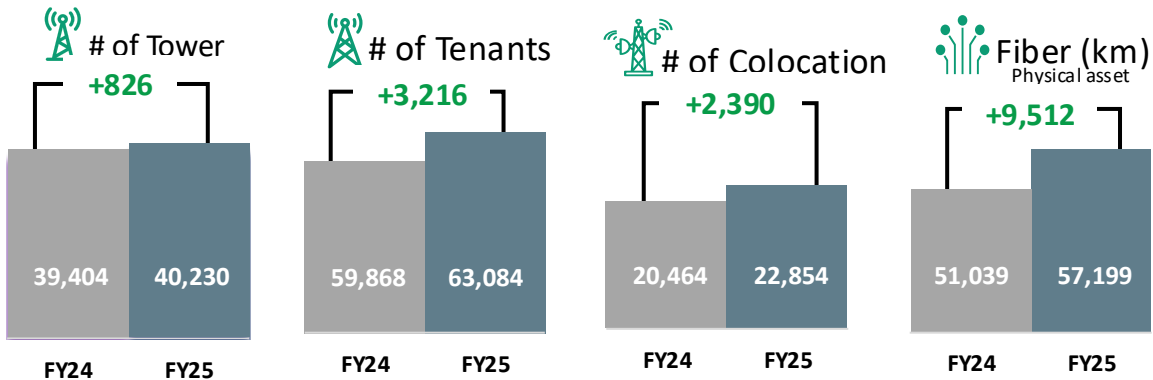
- B2B ICT revenue declined by 2.8% YoY to Rp 15.3tn, as the segment is currently undergoing restructuring resulting in a more selective approach toward securing new contracts.
- Telkom continues to strengthen our capabilities in the connectivity+ (incl. Software-Defined Wide Area Network), cybersecurity and artificial intelligence, including building strategic partnerships with global technology players. Connectivity remains the main contributor for B2B ICT segment.
- Key areas are being strengthened: digitizing platforms in the Government segment, developing vertical and ecosystem solutions for the Larger Enterprise segment, and expanding IndiBiz to capture the SME (Small and Medium Enterprises) market.



# B2B Infra - Mitratel (MTEL IJ) FY25 Performance

The Largest Tower Infrastructure Business in Indonesia

## Operational Performance FY25

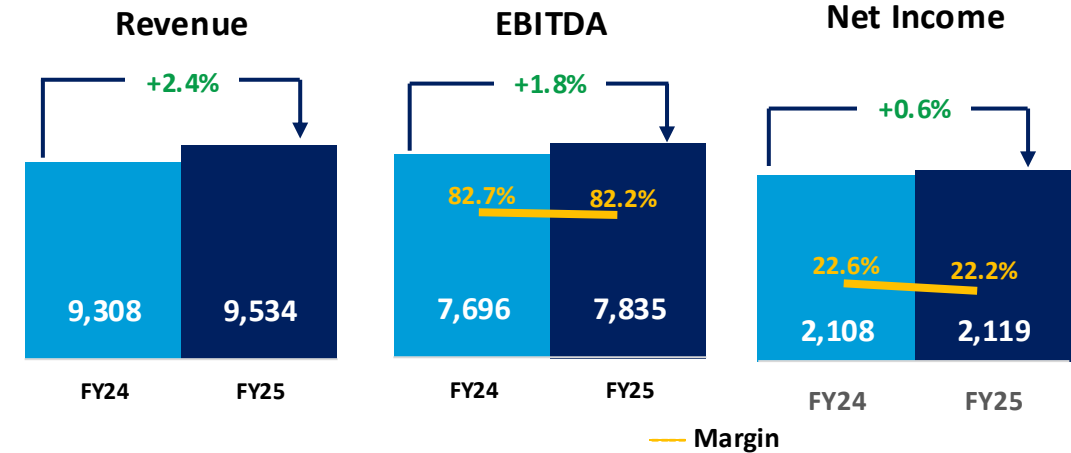


	FY 25	FY24
Tenancy Ratio	1.57	1.52
Billable Ratio	1.23	1.20

	# of towers	% portofolio	Tenancy Ratio
Tower network in the Java region	16,532	41%	1.66
Tower network in the ex-Java region	23,698	59%	1.50

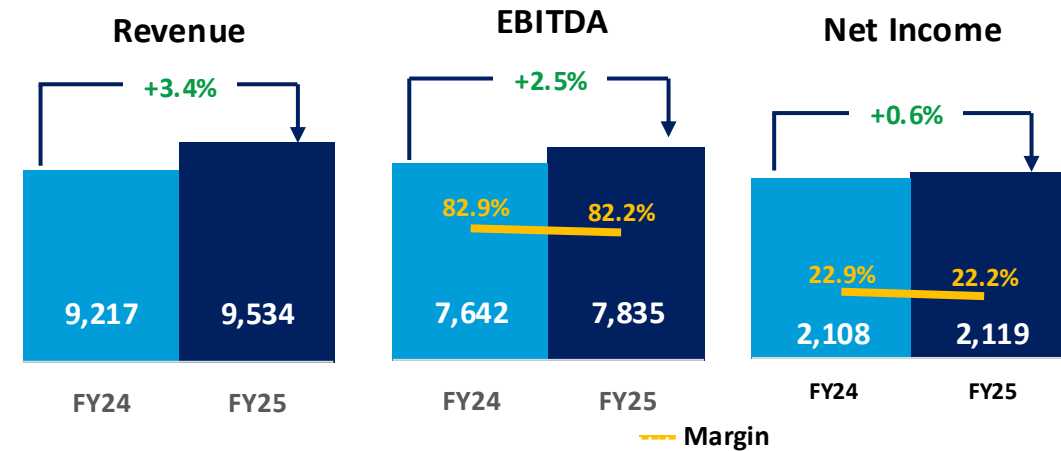
- The Largest TowerCo in Southeast Asia with 40,230 Towers across Indonesia of which 59% sites are located in ex-Java, inline with MNO expansion and to support nation-wide connectivity through Internet Rakyat (IRA) deployment with FWA 1.4 GHz
- Attractive portfolio location where **71% of FY25 new colocation are deployed in ex-Java**, the new areas of growth.
- Tower & tenant growth is the **highest** in Indonesia driven by strong organic development & smart inorganic activities
- Total billable fiber length **FY25: 70,618KM**

## Financial Performance FY25



## Normalized Performance FY25

\*factoring out UMT financials, subsidiary acquired in Dec 24



# Telkom Indonesia Awards & Recognition – 4Q25

No	Date	Awards	Organizer	Achievements
1	Oct 1, 2025	ICCS Summit 2025 (Indonesia Corporate Communications and Sustainability Summit)	Kementerian BUMN	Juara 2 Internal Communication
2	Oct 2, 2025	Indonesia Economic Summit 2025	The Asian Post	Excellence Performance State-Owned Enterprise 2025
3	Oct 2, 2025	Lestari Awards 2025	KG Media (Kompas Group)	Relations with Local Communities - Digiup : Empowering Youth through Inclusive Digital Vocational Training
4	Oct 7, 2025	Top Corporate Impact Award 2025	InfoBrand - Tras N Co Indonesia	
5	Oct 10, 2025	IDX Channel Anugerah Inovasi Indonesia 2025	IDX Channel	Nominasi untuk Program : Stunting Action Hub
6	Oct 16, 2025	ESG Now Awards 2025	Republika	Penghargaan Pilar Tata Kelola, Kategori : Digital Inclusion Pioneer
7	Oct 24, 2025	ESG Awards 2025	Investortrust	Performance Excellence Awards, Distinction in ESG Risks Mitigation
8	Nov 13, 2025	Anugerah Media Humas (AMH) 2025	Kementerian Kominfo	- Terbaik ke-1 kategori Media Audio Visual - Terbaik ke-1 kategori Penerbitan Media Internal
9	Nov 25, 2025	detikcom Awards 2025	detikcom	Pilar Konektivitas Digital Indonesia
10	Nov 28, 2025	ESG Initiative Awards 2025	SustainLife Today	- Best Climate Adaptation & Resilience Initiative (Diamond) - Best Community Empowerment Initiative (Gold) - Best ESG Governance & Risk Management Practice (Diamond)
11	Dec 4, 2025	IPv6 Enhanced Net5.5G Conference 2025	Asosiasi IoT Indonesia & Komdigi	Best Innovation of Net5.5G Autonomous Network
12	Dec 5, 2025	Anugerah Pikiran Rakyat 2025	Pikiran Rakyat	Sustainable Brand Leader, Kategori Eco Action Campaign
13	Dec 5, 2025	Investing on Climate Editor's Choice Award 2025	Investing on Climate	- Best Emission Reduction - Best Innovative Conservation
14	Dec 11, 2025	CNBC Indonesia Awards 2025	CNBC Indonesia	Green Leadership and Corporate Governance Transformation Award
15	Dec 15, 2025	Anugerah Keterbukaan Informasi Publik 2025	Komisi Informasi Pusat	Badan Publik Kualifikasi Informatif kategori BUMN
16	Dec 18, 2025	Kumparan Impact Makers Awards 2025	Kumparan	Good Governance & ESG Practice Award for outstanding efforts in advancing sustainability and responsible corporate governance



Indonesia Economic Summit 2025



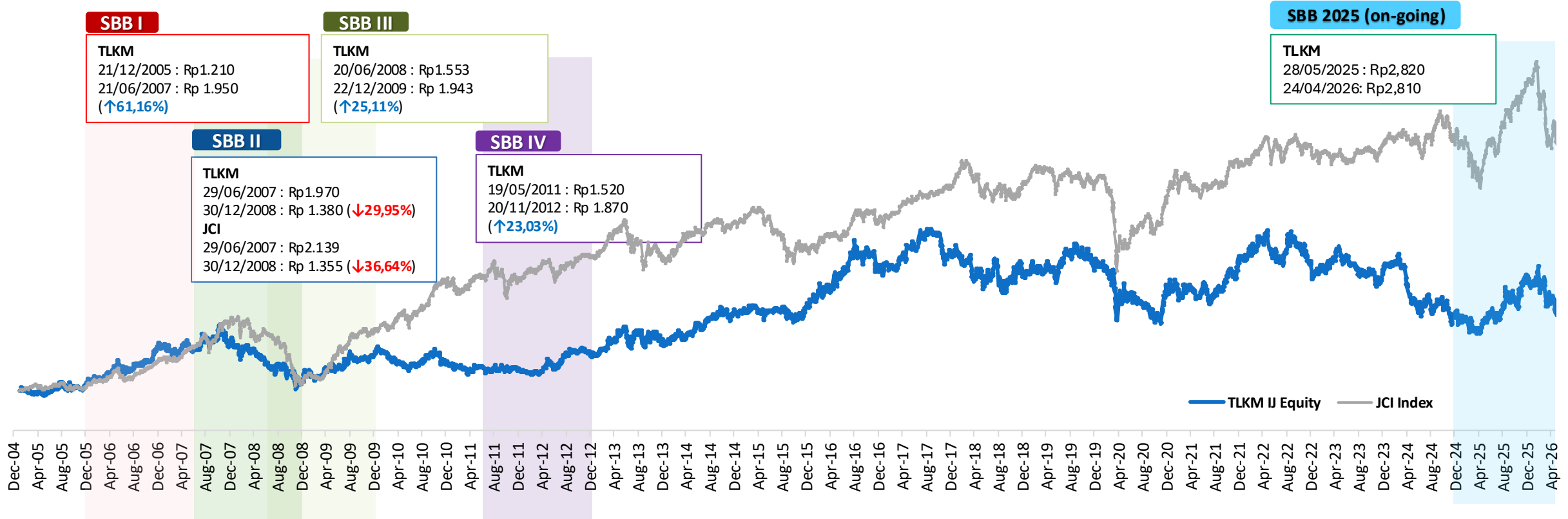
IPv6 Enhanced Net5.5G Conference 2025



Kumparan Impact Makers Awards 2025

# Telkom Indonesia Previous & Current Share Buybacks

- Journey to improve shareholder return



## Current Share Buyback Program

- Budget:** Rp 3tn
- Validity period:** 28 May 2025 – 27 May 2026
- Treasury stocks to date:** 8.95mn treasury stocks

\*In April 2020, Telkom announced a share buyback plan in response to COVID-19 market conditions. However, no shares were repurchased under the program



# ESG Data



# ESG Strategy, Metrics and Targets 2030

Driving measurable sustainability outcomes through climate action, inclusive growth, and responsible governance by 2030



## Save our Planet

### Climate change and energy management

- 20% reduction in Telkom Group's GHG emissions in scope 1 and 2 compared to 2023 base year

### Resource management

- 70% of office waste is diverted from landfill
- A minimum of 70% of fiber optic cable waste is diverted from landfill

## Empower Our People

### Diversity, equity, and inclusion

- 32% of employees are female
- 27% of female employees are at managerial level
- 1.5% of employees have disabilities; 25% digital talent

### Employee health and safety

- Ensuring 0 deaths due to work accidents every year
- Employee engagement index at the 'highly engaged' level / score > 80"

### Customer experience

- Achieved an NPS score in the Excellent category with a score above 62 points

### Digital inclusivity and community engagement

- 10% of Small and Micro Enterprises (SMEs) supported by Telkom to upgrade every year

## Elevate Our Business

### Regulation compliance

- 100% compliance rate with applicable regulations without any major cases proven every year

### Ethical business practices

- 100% of employees sign an integrity pact
- 100% of Telkom and 13 directly owned subsidiaries are certified SNI ISO 37001:2016 Anti-Bribery Management System
- 100% of complaints through the WBS (Whistleblowing System) that are eligible are followed up every year
- 100% of complaints related to human rights violations are followed up every year

### Cybersecurity and data privacy

- Ensure 0 critical data leaks per year
- 100% employee completion rate in cybersecurity awareness training

# Telkom Indonesia Sustainability Journey



2024

Telkom’s ESG principles focus on creating long-term value that positively impacts society & the environment through innovative solutions & services

**Telkom Group Sustainability Master Plan 2024 - 2030** was released on May 2, 2023. It sets a target for Net Zero Emissions by 2060, with a **20% reduction** in emissions (Scope 1&2) by 2030, using 2023 as baseline.

The 2023 **Climate Risk Report** was released for the first time as part of the adoption of IFRS S2, and the 2023 Sustainability Report was released as an initial adoption of IFRS S1 (in line with policies issued in 2023).

An **ESG Dashboard** was developed.

The ESG program was strengthened through the **GoZero% program (Sustainability Action by Telkom Indonesia)**.

2025

Telkom has established a **sustainability policy** that includes the formation of a **Sustainability Committee**.

**Disclosure of Scope 3** Greenhouse Gas (GHG) emissions.

**Verification of GHG emissions (Scope 1, 2, 3)** by an independent organization.

**Assurance of the 2024 Sustainability Report**.

Preparation for the **full adoption of IFRS S1 & S2** standards in the 2025 Sustainability Report and Annual Report.

Development of our **Decarbonization Roadmap**.

- 2024 GHG emissions (Scopes 1–3) are verified under ISO 14064-1:2018 per GHG Protocol to support Net Zero 2060 and IFRS S2 compliance;
- Scope 2 increased due to BTS expansion, while Scopes 1 and 3 declined from operational efficiency and CapEx optimization.
- Telkom’s decarbonization roadmap targets net-zero by 2060 and 20% emission cuts by 2030, supported by efficiency measures, solar installations, renewable energy certificates, and green data center technologies.

## Telkom Sustainability Rating & Index



ESG Rating

**BBB**

Score 4,5 (Score 0-10)

as Aug 2025



**101.98**

Leadership in Corporate Governance Level 5

as Dec 2025



Corporate Sustainability Assessment (CSA)

**36**

Industry Average (Score 0-100%)

as Oct 2025



Sustainalytics ESG Rating

**24.5**

Medium Risk (Score 0-40+)

as Dec 2025



Carbon Disclosure Project

**B**

For Climate

**C**

For Water

as March 2025

# Telkom Group Emission Profile



Telkom Group’s GHG emissions have increased over the last 3 years, from 2,443,109.08 tons CO<sub>2</sub>e (2023) to 4,196,087.04 tons CO<sub>2</sub>e (2025). This increase was driven by **higher operational activities and the expansion of emissions reporting coverage**.



The largest increase occurred between 2024 and 2025, amounting to 1,728,863.33 tons CO<sub>2</sub>e (+70.07%). The increase was mainly driven by the **expansion of Scope 3 emissions calculation coverage**, including emissions that had not been reported in previous years, as well as **improved coverage and data completeness at the subsidiary level**.

**Disclaimer :**

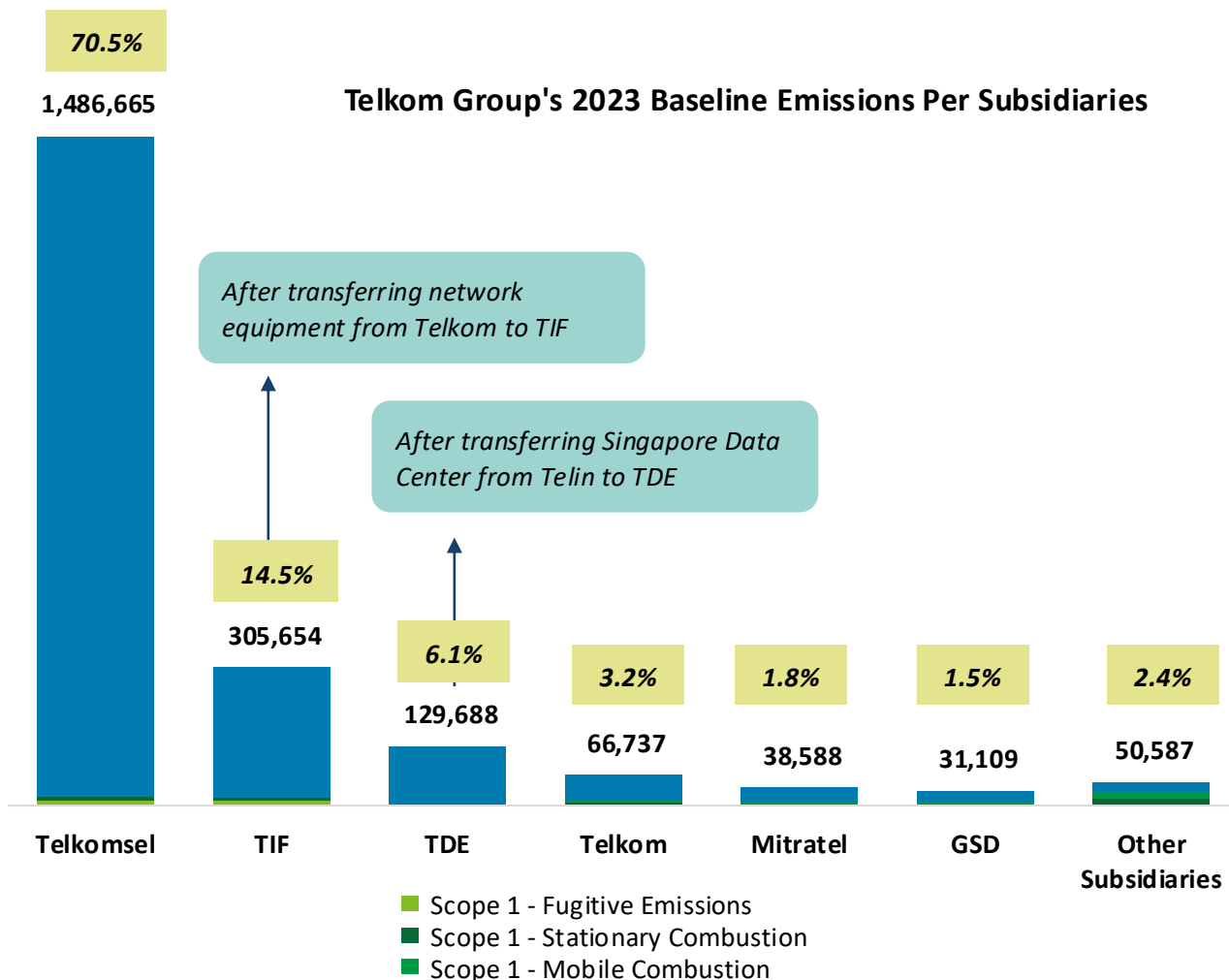
- Verification of Telkom Group’s GHG emissions was conducted for reporting years 2023 to 2025.
- GHG emissions calculations were conducted using the GHG Protocol standard, while verification was carried out in accordance with ISO 14064-1:2018.
- Scope 3 emissions calculations already cover all categories 1 to 15 that are relevant to Telkom Group’s business operations.

SUMMARY	Green House Emission (ton CO <sub>2</sub> e)		
	2023	2024	2025
<b>Scope 1</b>	<b>83,730.01</b>	<b>82,085.37</b>	<b>46,068.08</b>
Stationary Combustion	28,044.60	27,381.46	12,288.35
Mobile Combustion	28,704.86	27,182.00	21,874.05
Fugitive Emissions	26,947.46	27,491.11	10,402.11
Effluent Treatment	33.10	30.80	1,503.57
<b>Scope 2 (Purchased Electricity) – Location Based</b>	<b>2,025,402.87</b>	<b>2,078,121.08</b>	<b>2,182,493.26</b>
<b>Scope 3</b>	<b>333,976.20</b>	<b>307,017.26</b>	<b>1,967,525.71</b>
Category 1 – Purchased Goods and Services	72,727.05	87,218.14	64,796.45
Category 2 – Capital Goods	102,672.63	70,677.04	239,681.53
Category 3 – Fuel and Energy Related Activities	0.06	0.33	211,750.41
Category 4 – Upstream Transportation & Distribution			51.12
Category 5 – Waste Generated in Operations	80.65	0.67	270.69
Category 6 – Business Travel	30,239.80	32,119.46	3,574.73
Category 7 – Employee Commuting			389.77
Category 8 – Upstream Leased Assets	7,749.54	7,985.91	77,941.42
Category 9 – Downstream Transportation & Distribution			172.64
Category 10 – Processing of Sold Products	N/A	N/A	N/A
Category 11 – Use of Sold Products	99,421.13	99,559.37	1,367,736.84
Category 12 – End-of-Life Treatment of Sold Products			58.64
Category 13 – Downstream Leased Assets	107.34	148.05	833.40
Category 14 – Franchises	72,727.05	87,218.14	64,796.45
Category 15 – Investments	20,978.01	9,308.30	268.07
<b>TOTAL</b>	<b>2,443,109.08</b>	<b>2,467,223.71</b>	<b>4,196,087.04</b>
Growth		24,114.63	1,728,863.33
Growth YoY Scope 1+2 (Location Based)		<b>2.42%</b>	<b>3.16%</b>
Growth YoY All Scope		<b>0.99%</b>	<b>70.07%</b>

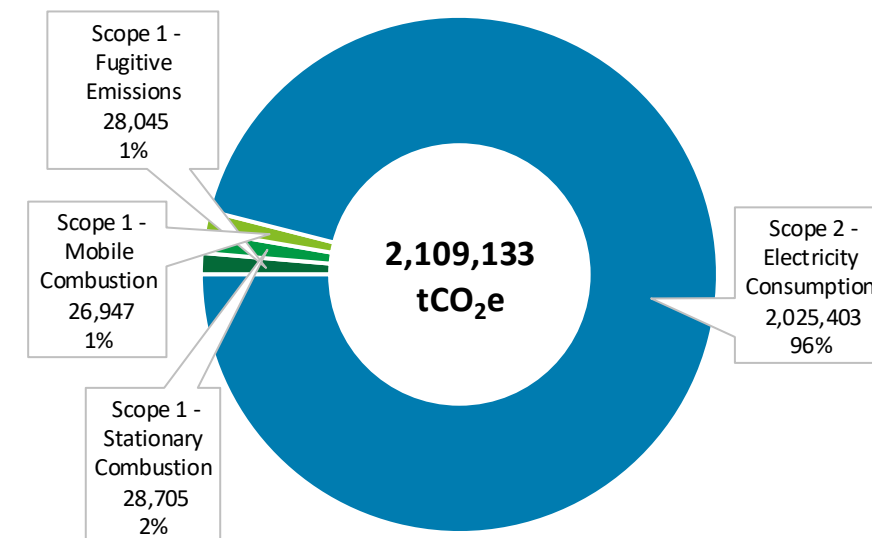
Telkom calculates Scope 1, 2, and 3 emissions; however, the company’s Net Zero 2060 target primarily focuses on Scope 1 and Scope 2 emissions.

# Telkom Group Emission Profile 2023 (Scope 1 & 2)

From Telkom Group’s total emissions, Telkom previously accounted for 17.7%. However, after the asset transfer to TIF, **14.5% of Telkom’s emissions were reallocated to TIF, leaving Telkom with 3.2% emission.** In addition, after transferring the data center’s electricity (2023) from Telin SG to TDE, **TDE’s share of emissions rose from 3.7% to 6.1%, while Telin’s share dropped from 3.7% to 0.3%.** Consequently, Telin is now categorized under “other subsidiaries.”



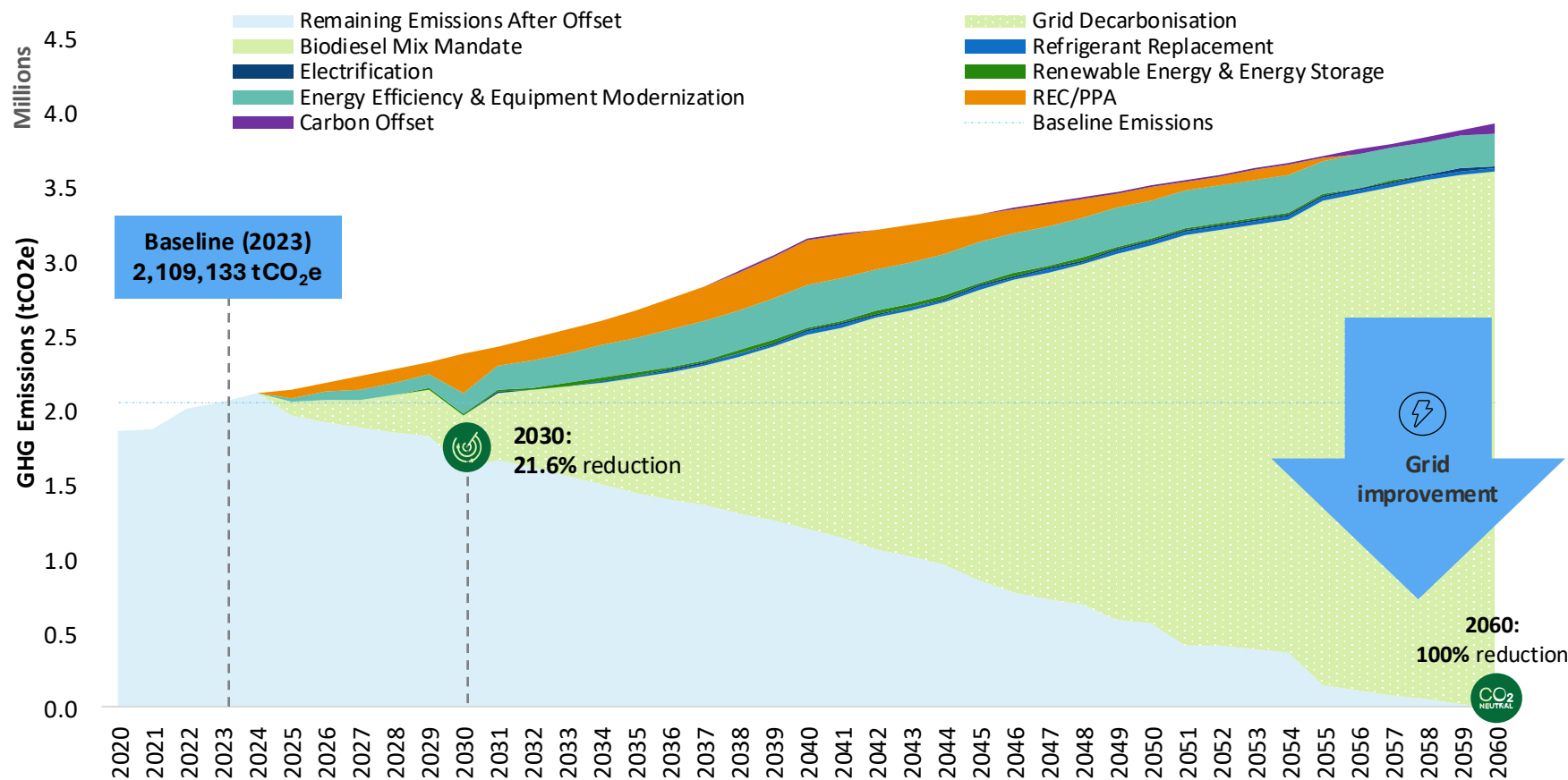
### Telkom Group's Baseline Emissions (2023)



### Telkom Group's emission reduction target

- 2030** 20% reduction in Telkom Group’s GHG emissions in scope 1 and 2 compared to 2023 base year
- 2060** Net-Zero emission of Scope 1 and 2 compared to 2023 base year

# Telkom's Emissions Pathway to Net-Zero



## ⚡ Governments effort to decarbonize energy sector

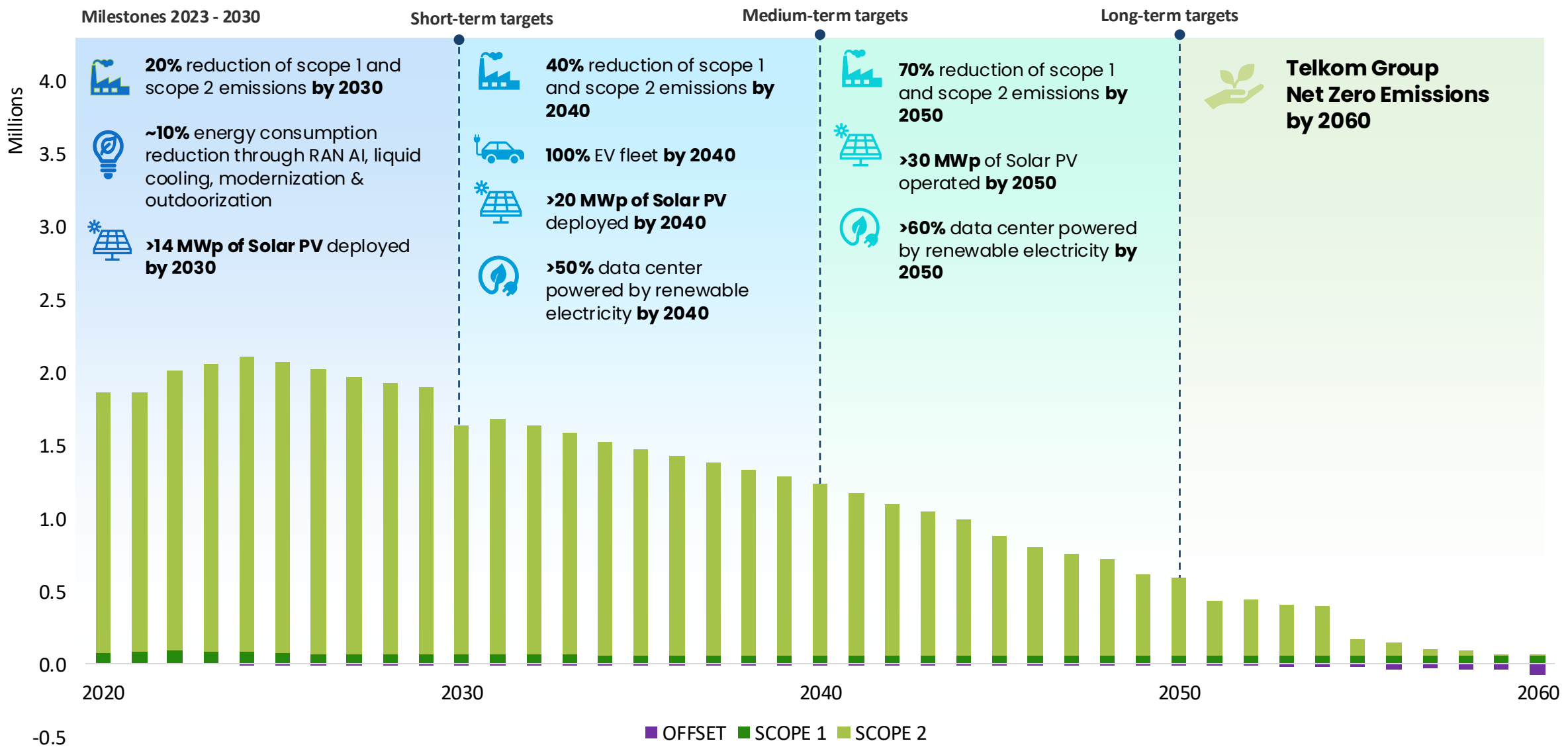
- **PLN's shift** to renewable energy will be the **primary driver** of Telkom's decarbonization<sup>[1]</sup>.
- The **planned increase mix of biodiesel** will support Telkom's Scope 1 emission reductions.
- MEMR's plan to **phase out high-GWP refrigerants** will reduce fugitive emissions <sup>[2]</sup>.

## 🌱 Remaining emissions

- The carbon credit purchases will be continuously implemented **beyond 2060** to maintain net-zero emission.
- Telkom Group must **switch to leasing EV** for its operational fleet **by 2040**.
- This calculation **does not currently reflect reductions** in employee numbers or office closures due to **organizational restructuring**;
- The figures are subject to change based on the extent of workforce & facility reductions.
- In office buildings, the average annual electricity consumption **7.5 MWh/worker**. Using Java's grid emission factor of 0.87 tCO<sub>2</sub>e/MWh, results in approximately **6.5 tCO<sub>2</sub>e/worker** per year<sup>[3]</sup>.

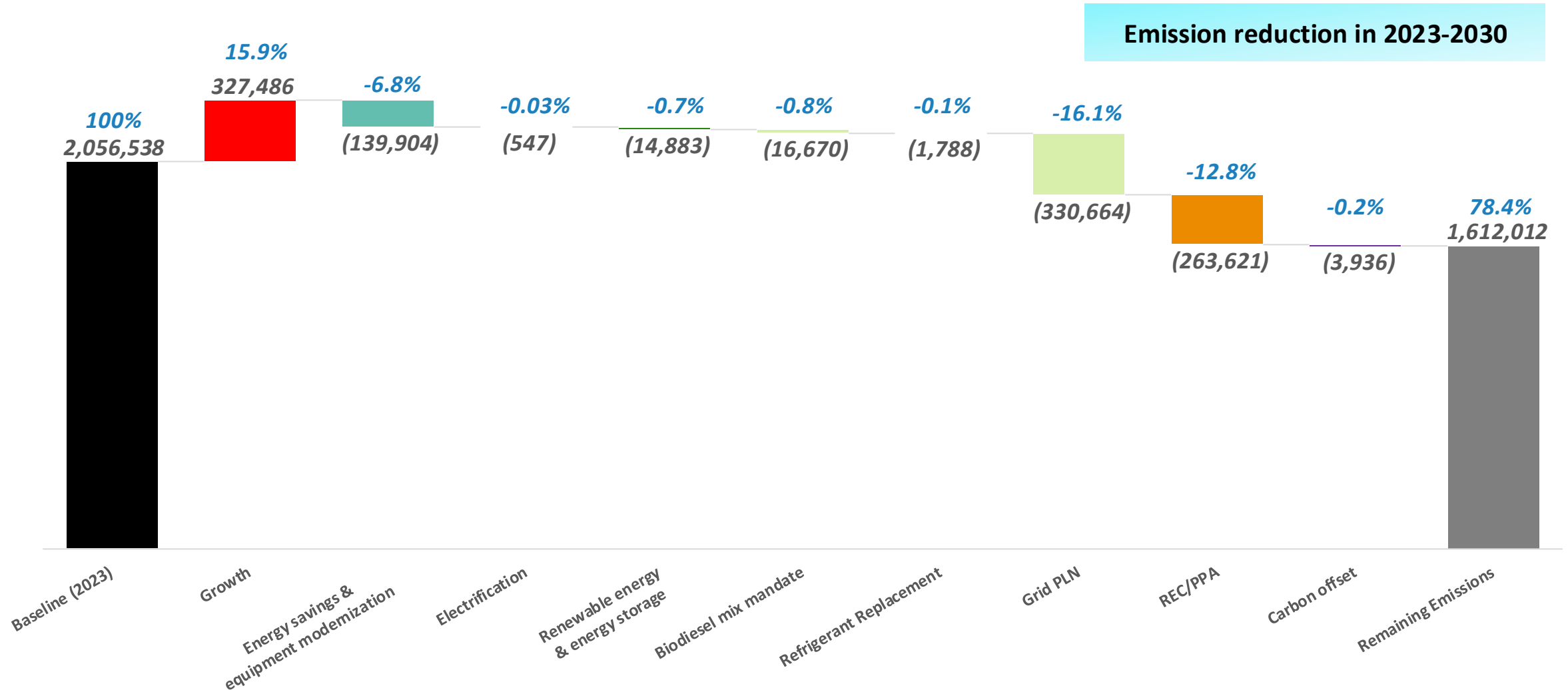
Source: <sup>[1]</sup>RUPTL 2025-2034 & RUKN 2024, <sup>[2]</sup>Indonesia's National Cooling Action Plan (I-NCAP), <sup>[3]</sup>EIA Commercial Buildings Energy Consumption Survey

# Telkom Group's Pathway to Emissions Pathway For Scope 1 & 2 Emissions



# Telkom Group’s Emission Pathway to Net Zero

By 2030, Telkom Group’s decarbonization levers are projected to reduce baseline emissions by 21.6%—driven primarily by grid decarbonization PLN, complemented by REC purchases in 2030 and energy efficiency & equipment modernization.





# Thank you

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