PT Tower Bersama Infrastructure Tbk. (TBIG)

2Q26: Flat Topline Amid Tower Slowdown, Lower Finance Cost Supports Profit Growth

NH KORINDO SEKURITAS INDONESIA | naik

TBIG delivered a relatively stable 1H26 performance, with revenue of IDR 3.46T (+0.3% YoY) and EBITDA of IDR 2.95T (-0.8% YoY), while EBITDA margin slightly contracted to 85.2% (vs. 86.1% in 1H25). On a quarterly basis, 2Q26 revenue reached IDR 1.74T (+1.4% YoY; +1.4% QoQ), while EBITDA stood at IDR 1.48T (-0.5% YoY; +1.2% QoQ), with an EBITDA margin of 85.1%. 1H26 net profit grew 1.6% YoY to IDR 836B, while 2Q26 net profit reached IDR 446B (+8.9% YoY; +14.3% QoQ), although the earnings growth was largely supported by non-operating factors, particularly a 4.7% YoY decline in finance costs, amid a still-stagnant tower business. Meanwhile, fiber optic revenue continued to grow by 6.0% YoY to IDR 325B in 1H26, although growth momentum started to moderate in 2Q26, with revenue of IDR 162B (+3.5% YoY; -1.3% QoQ).

Tower Revenue Remains Flat, While Fiber Continues to Support Growth

- **TBIG's revenue remained relatively stagnant at IDR 3.46T in 1H26 (+0.3% YoY),** with 2Q26 revenue reaching IDR 1.74T (+1.4% YoY; +1.4% QoQ). Topline growth remained primarily supported by the fiber optic segment, while tower leasing revenue remained flat to slightly contracted. Tower leasing revenue stood at IDR 3.13T in 1H26 (-0.3% YoY), although 2Q26 showed a modest recovery to IDR 1.58T (+1.2% YoY; +1.7% QoQ).

- **Fiber optic remained the key growth driver, with 1H26 revenue reaching IDR 325B (+6.0% YoY).** However, growth momentum started to moderate in 2Q26, with revenue of IDR 162B (+3.5% YoY; -1.3% QoQ). While fiber continues to provide an incremental growth engine amid stagnant tower operations, its growth momentum is beginning to moderate. Fiber's contribution to total revenue increased to approximately 9.4% in 1H26, compared with 8.9% in 1H25.

- **By operator, Telkomsel remained the largest contributor, generating revenue of IDR 1.19T (+3.5% YoY) in 1H26, followed by Indosat at IDR 873B (+0.5% YoY).** Meanwhile, revenue from XLSMART increased significantly to IDR 993B, primarily reflecting the change in the operator base following the XL Axiata–Smartfren merger.

Margins Slightly Compressed, While Lower Finance Cost Supports Earnings Growth

- **TBIG's operating profitability came under modest pressure as revenue growth remained relatively stagnant.** 1H26 gross profit stood at IDR 2.47T (-0.6% YoY), with GPM declining slightly to 71.4% from 72.0% in 1H25. Meanwhile, EBITDA stood at IDR 2.95T (-0.8% YoY), with EBITDA margin declining to 85.2% from 86.1% in the same period last year. Pressure was also evident at the operating profit level, with 1H26 EBIT reaching IDR 2.16T (-1.7% YoY) and OPM contracting to 62.3% from 63.5% in 1H25. The 7.3% YoY increase in operating expenses to IDR 315B was one of the key factors limiting operating profit growth amid a relatively flat topline.

- **On the other hand, finance costs declined 4.7% YoY to IDR 880B, helping offset pressure on operating performance**. Combined with improvements in other income and adjustments, net profit increased 1.6% YoY to IDR 836B, while NPM improved to 24.2% from 23.8% in 1H25. As such, 1H26 earnings growth was driven more by lower financing costs than by an improvement in the underlying earnings capacity of the tower business and operations.

TBIG Portfolio: Tenancy Slightly Declined, While Operations Remain Resilient

- **Operationally, TBIG continued to maintain a relatively stable portfolio scale.** As of 2Q26, total towers reached 25,172 sites (+5.1% YoY), while total tenants stood at 42,224 (-0.8% YoY). Accordingly, tenancy ratio stood at approximately 1.68x, remaining relatively stable although slightly lower than 1.78x in 2Q25.The decline in tenant count reflects the impact of industry consolidation and several non-renewals following the XLSMART merger. Nevertheless, TBIG added 808 gross tenancies during 2Q26, comprising 599 new sites and 209 collocations, indicating that tenancy additions remain ongoing and the orderbook remains relatively solid.

FY26 View: Maintaining Relatively Flat Revenue and Earnings Growth

- **We maintain our FY26E forecast for TBIG, with 1H26 revenue and net profit reaching 49.7% and 58.4% of our respective estimates (NHKSI Research FY26E: Revenue IDR 6.97T; Net Profit IDR 1.43T).** However, the faster earnings run-rate remains primarily supported by lower finance costs and adjustments rather than operational improvements. With topline growth remaining stagnant, tower leasing relatively flat, and fiber growth beginning to moderate in 2Q26, room for organic earnings growth remains to be proven. Accordingly, we maintain our FY26E estimates, while the quality of earnings growth warrants close monitoring as bottom-line support is increasingly driven by lower finance expenses, which may prove less recurring than underlying business growth.

"Hold" Recommendation with Target Price di IDR 1,450 / Share (Upside +0.3%)

- **NHKSI Research gives a "Hold" recommendation on TBIG with a target price of IDR 1,450/share, implying 11.0x Forward EV/EBITDA (-2 STD vs. the 3-year historical average).** We downgrade our rating to Hold because despite the emerging growth contribution from TBIG's fiber optic segment, we see limited near-term catalysts capable of driving a meaningful rerating of the stock. Furthermore, TBIG's valuation remains relatively premium versus MTEL and TOWR, with current TTM EV/EBITDA multiples of 10.5x for TBIG, 7.0x for MTEL, and 6.0x for TOWR. While TBIG retains the potential to deliver above-industry growth through its fiber segment, the weakening tenancy ratio over the past two years remains a key challenge, alongside the post-merger consolidation among mobile operators and moderating tower demand. Key risks include limited overall growth, weaker tenancy growth, and fiber segment growth falling short of expectations.

PT Tower Bersama Infrastructure Tbk. | Summary (IDR Billions)

In IDR Bn	2025 A	2026 F	2027 F	2028 F
Revenue	6,910	6,967	7,126	7,351
Revenue Growth	*0.6%*	*0.8%*	*2.3%*	*3.2%*
EBITDA	5,862	5,836	5,964	6,134
Net Profit	1,427	1,432	1,481	1,600
EPS (IDR)	63	63	65	71
Growth	*4.8%*	*0.4%*	*3.4%*	*8.1%*
BVPS (IDR)	562	599	624	667
EBITDA Margin	*84.8%*	*83.8%*	*83.7%*	*83.4%*
NPM	*20.6%*	*20.6%*	*20.8%*	*21.8%*
ROE	*12.3%*	*10.9%*	*10.7%*	*10.9%*
ROA	*3.0%*	*3.0%*	*3.0%*	*3.1%*
P/E Ratio	22.8x	22.9x	22.6x	22.4x
P/BV Ratio	2.6x	2.4x	2.4x	2.4x
EV/EBITDA	10.6x	11.0x	11.0x	11.1x
Dividend yield	3.5%	3.5%	3.5%	3.6%

Source : Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

Update Report | 03rd August 2026

Hold

Target Price (IDR)	**1,450**
Consensus Price	1,472
TP to Consensus Price	-1.5%
Potential Upside	+0.3%

Shares Data

Last Price (IDR)	1,445
Price date as of	31st July 2026
52 wk range (Hi/Lo)	2,950 / 1,220
Free Float (%)	8.7
Outstanding sh (mn)	22,657
Market Cap (IDR bn)	32,513
Market Cap (USD mn)	1,807
Avg. Trd Vol – 3M (mn)	1.48
Avg. Trd Vol – 3M (IDR Bn)	2.13
Foreign Ownership	85.6%

Sector

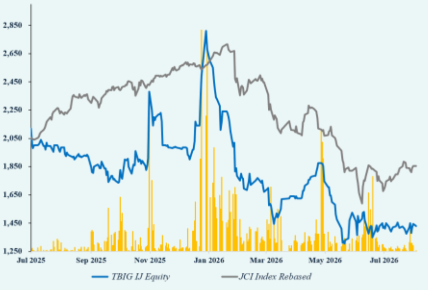
Telecommunication

Sub-Sector

Tower

Bloomberg	TBIG IJ Equity
Reuters	TBIG JK

Shares Price Performance



	YTD	1M	3M	12M
Abs.Ret	-45.0%	-1.4%	-16.1%	-28.0%
Rel.Ret	-16.3%	-7.6%	-5.6%	-11.5%

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1H26 | 2Q26: Quarterly Income Statement – Operational Review For TBIG

(In IDR Billion)		1H25		1H26	YoY Growth		2Q25		1Q26		2Q26	QoQ Growth	YoY Growth
TBIG Income Statement 1H26 | 2Q26													
Revenue	IDR	3,451	IDR	3,460	0.3%	IDR	1,719	IDR	1,718	IDR	1,742	1.4%	1.4%
D&A (Tower, Fiber Optic & Amortization)	IDR	(737)	IDR	(750)	1.8%	IDR	(384)	IDR	(366)	IDR	(384)	4.9%	0.1%
Others (Operation & Maintenance Exp.)	IDR	(228)	IDR	(240)	5.3%	IDR	(108)	IDR	(116)	IDR	(124)	6.2%	14.8%
Cost of Revenue	IDR	(965)	IDR	(990)	2.6%	IDR	(491)	IDR	(483)	IDR	(508)	5.2%	3.3%
Gross Profit	IDR	2,486	IDR	2,470	-0.6%	IDR	1,228	IDR	1,235	IDR	1,235	0.0%	0.6%
GPM (Gross Profit Margin)		72.0%		71.4%			71.4%		71.9%		70.9%		
Operational Expenses (Salary, Wage, Office Needs etc.)	IDR	(251)	IDR	(273)	8.9%	IDR	(122)	IDR	(136)	IDR	(137)	0.3%	12.4%
D&A	IDR	(42)	IDR	(42)	-2.0%	IDR	(26)	IDR	(20)	IDR	(21)	6.4%	-16.3%
Operating Expenses	IDR	(293)	IDR	(315)	7.3%	IDR	(147)	IDR	(156)	IDR	(158)	1.1%	7.4%
Operating Profit | EBIT	IDR	2,193	IDR	2,156	-1.7%	IDR	1,080	IDR	1,079	IDR	1,077	-0.2%	-0.3%
OPM (Operating Profit Margin)		63.5%		62.3%			62.8%		62.8%		61.8%		
Finance Costs (Bank Loan & Bonds)	IDR	(924)	IDR	(880)	-4.7%	IDR	(424)	IDR	(427)	IDR	(453)	6.2%	7.0%
Finance Income	IDR	30	IDR	25	-14.3%	IDR	10	IDR	14	IDR	11	-21.7%	8.2%
Other Income & Adjustment	IDR	(97)	IDR	(78)	-20.3%	IDR	(81)	IDR	(80)	IDR	3	-103.4%	-103.4%
Earning Before Tax		1,201	IDR	1,223	1.8%	IDR	587	IDR	586	IDR	637	8.8%	8.7%
EBT Margin		34.8%		35.4%			34.1%		34.1%		36.6%		
Income Tax Expenses	IDR	(349)	IDR	(360)	3.2%	IDR	(163)	IDR	(181)	IDR	(179)	-1.1%	9.6%
Minority Interest	IDR	(30)	IDR	(28)	-7.5%	IDR	(14)	IDR	(15)	IDR	(13)	-15.5%	-10.3%
Net Profit		823	IDR	836	1.6%	IDR	409	IDR	390	IDR	446	14.3%	8.9%
NPM (Net Profit Margin)		23.8%		24.2%			23.8%		22.7%		25.6%		
EBITDA	IDR	2,972	IDR	2,947	-0.8%	IDR	1,490	IDR	1,465	IDR	1,482	1.2%	-0.5%
EBITDA Margin		86.1%		85.2%			86.7%		85.3%		85.1%		

Operational Performance Data	1H25	1H26	YoY Growth	2Q25	1Q26	2Q26	QoQ Growth	YoY Growth
TBIG: Tower Bersama Infrastruktur Tbk.								
Number of Tower	*23,945*	*25,172*	5.1%	*23,945*	*24,558*	*25,172*	2.5%	5.1%
Number of Colocation	*18,607*	*17,052*	-8.4%	*18,607*	*17,098*	*17,052*	-0.3%	-8.4%
Number Of Tenant	*42,552*	*42,224*	-0.8%	*42,552*	*41,656*	*42,224*	1.4%	-0.8%
Tenancy Ratio (x)	*1.78*	*1.68*		*1.78*	*1.70*	*1.68*		

TBIG Revenue Breakdown (Business Segment)		1H25		1H26	YoY Growth		2Q25		1Q26		2Q26	QoQ Growth	YoY Growth
Revenue in IDR Bn.													
Tower Leasing	*IDR*	*3,142*	*IDR*	*3,133*	*-0.3%*	*IDR*	*1,562*	*IDR*	*1,553*	*IDR*	*1,580*	*1.7%*	*1.2%*
Fiber Optic	*IDR*	*307*	*IDR*	*325*	*6.0%*	*IDR*	*156*	*IDR*	*164*	*IDR*	*162*	*-1.3%*	*3.5%*
Investment Properties	*IDR*	*2*	*IDR*	*2*	*-5.9%*	*IDR*	*1*	*IDR*	*1*	*IDR*	*1*	*-10.1%*	*-11.0%*
Total Revenue	***IDR***	***3,451***	***IDR***	***3,460***	***0.3%***	***IDR***	***1,719***	***IDR***	***1,718***	***IDR***	***1,742***	***1.4%***	***1.4%***

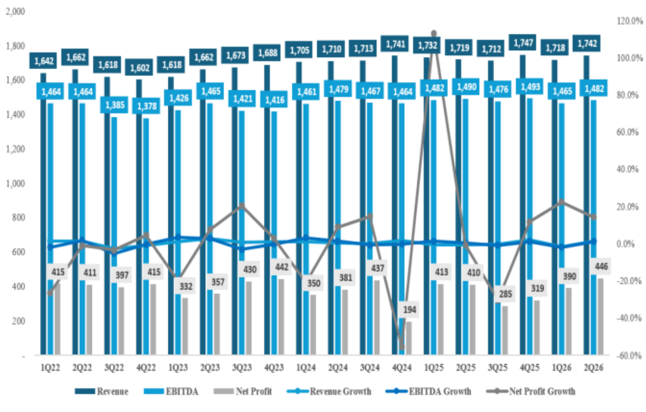
TBIG Tower Leasing Revenue Breakdown (Operator)		1H25		1H26	YoY Growth		2Q25		1Q26		2Q26	QoQ Growth	YoY Growth
Revenue in IDR Bn.													
Telkomsel	*IDR*	*1,150*	*IDR*	*1,191*	*3.5%*	*IDR*	*574*	*IDR*	*592*	*IDR*	*599*	*1.1%*	*4.3%*
Indosat Tbk. (ISAT)	*IDR*	*868*	*IDR*	*873*	*0.5%*	*IDR*	*430*	*IDR*	*431*	*IDR*	*442*	*2.5%*	*2.7%*
XLSMART Telecom Sejahtera Tbk. (EXCL)	*IDR*	*454*	*IDR*	*993*	*118.6%*	*IDR*	*454*	*IDR*	*491*	*IDR*	*502*	*2.1%*	*10.4%*
XL Axiata	*IDR*	*372*	*IDR*	*-*	*-100.0%*	*IDR*	*52*	*IDR*	*-*	*IDR*	*-*	*-*	*-*
Smart Telecom	*IDR*	*272*	*IDR*	*-*	*-100.0%*	*IDR*	*39*	*IDR*	*-*	*IDR*	*-*	*-*	*-*
Others	*IDR*	*26*	*IDR*	*76*	*197.4%*	*IDR*	*13*	*IDR*	*39*	*IDR*	*38*	*-2.8%*	*199.1%*
Total Tower Leasing Revenue	***IDR***	***3,142***	***IDR***	***3,133***	***-0.3%***	***IDR***	***1,562***	***IDR***	***1,553***	***IDR***	***1,580***	***1.7%***	***1.2%***

Source : TBIG, NHKSI Research

Please consider the rating criteria & important disclaimer

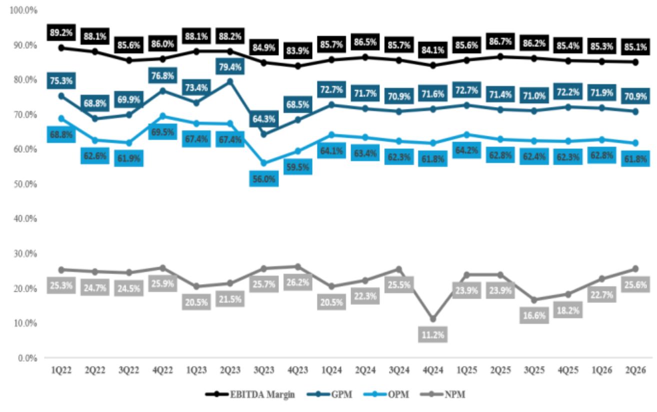
Performance Highlight For TBIG

Exhibit 1. TBIG Quarterly Financial Performance (In IDR Billion)



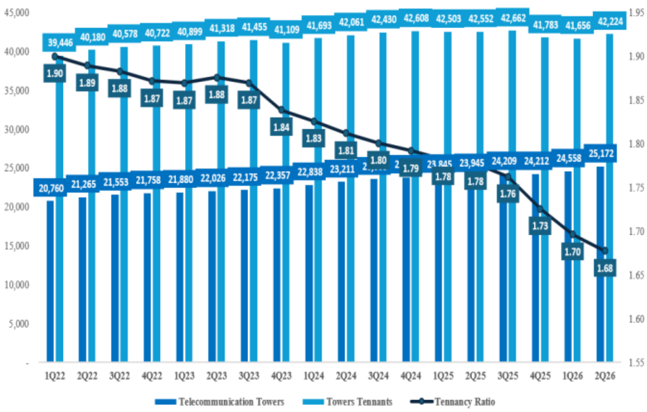
Source : TBIG, NHKSI Research

Exhibit 2. TBIG Profitability Margin Ratio (In %)



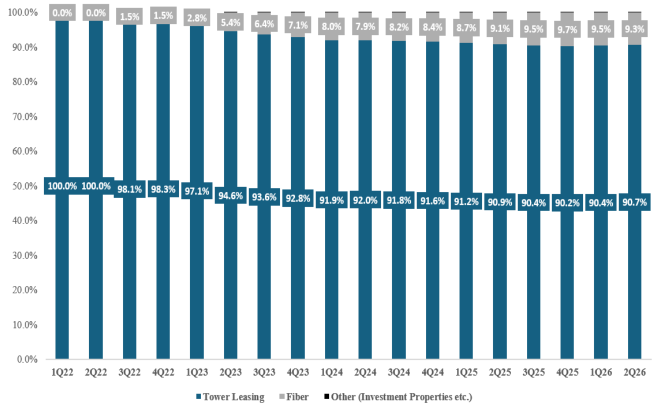
Source : TBIG, NHKSI Research

Exhibit 3. TBIG Number Of Towers & Towers Tenancy



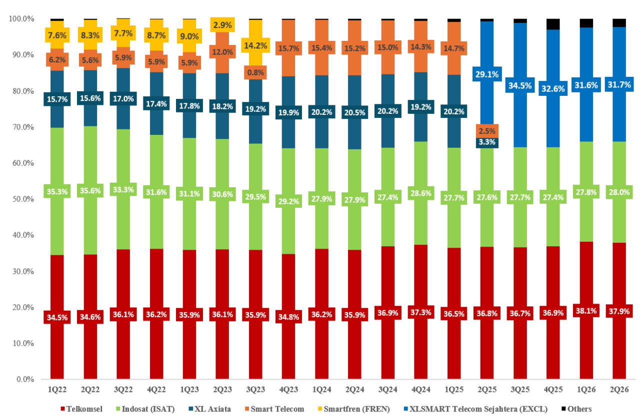
Source : TBIG, NHKSI Research

Exhibit 4. TBIG Revenue Breakdown (By Segment)



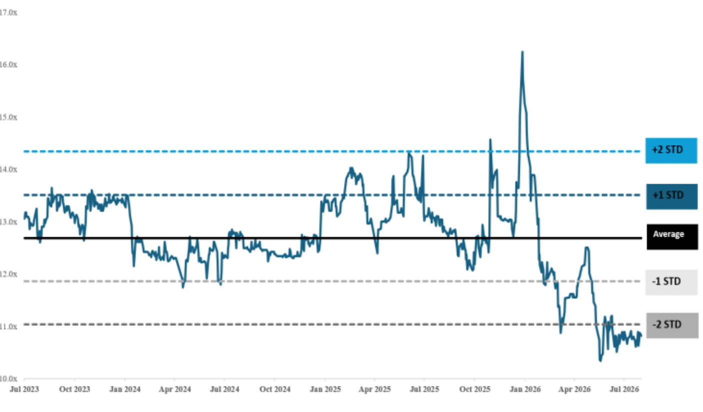
Source : TBIG, NHKSI Research

Exhibit 5. TBIG Revenue Breakdown (By Operators)



Source : TBIG, NHKSI Research

Exhibit 6. TBIG Forward 3-Year EV/EBITDA



Source : TBIG, NHKSI Research

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Summary of TBIG's Financials & Forecast

INCOME STATEMENT

(IDR Bn)	2025/12A	2026/12F	2027/12F	2028/12F
Revenue	**6,910**	**6,967**	**7,126**	**7,351**
Growth (% y/y)	*0.6%*	*0.8%*	*2.3%*	*3.2%*
Cost of Revenue	(1,946)	(2,002)	(2,045)	(2,106)
Gross Profit	**4,963**	**4,965**	**5,080**	**5,245**
Growth (% y/y)	*0.8%*	*0.0%*	*2.3%*	*3.2%*
Gross Profit Margin (GPM)	*71.8%*	*71.3%*	*71.3%*	*71.3%*
Operating Expenses	(598)	(662)	(684)	(728)
Operating Profit	**4,365**	**4,303**	**4,396**	**4,517**
Growth (% y/y)	*1.0%*	*-1.4%*	*2.2%*	*2.7%*
Operating Profit Margin	*63.2%*	*61.8%*	*61.7%*	*61.4%*
Finance Income (Expenses & Cost)	(2,756)	(2,643)	(2,682)	(2,691)
Depreciation & Amoratization	(1,497)	(1,533)	(1,568)	(1,617)
EBITDA	**5,862**	**5,836**	**5,964**	**6,134**
Growth (% y/y)	*1.2%*	*-0.4%*	*2.2%*	*2.9%*
EBITDA Margin	*84.8%*	*83.8%*	*83.7%*	*83.4%*
EBT	**1,609**	**1,660**	**1,715**	**1,826**
Income Tax	(182)	(228)	(234)	(226)
Net Profit	**1,427**	**1,432**	**1,481**	**1,600**
Growth (% y/y)	*4.8%*	*0.4%*	*3.4%*	*8.1%*
Net Profit Margin (NPM)	*20.6%*	*20.6%*	*20.8%*	*21.8%*

PROFITABILITY & STABILITY

	2025/12A	2026/12F	2027/12F	2028/12F
ROE	12.3%	10.9%	10.7%	10.9%
ROA	3.0%	3.0%	3.0%	3.1%
Recievables Turnover	6.17x	7.00x	5.00x	7.00x
Payables Turnover	0.27x	0.29x	0.30x	0.32x
Cash Dividend (IDR bn)	1,141	1,146	1,184	1,280
Dividend Yield (%)	3.5%	3.5%	3.5%	3.6%
Payout Ratio (%)	80.0%	80.0%	80.0%	80.0%
DER	2.63x	2.63x	2.56x	2.43x
Net Gearing	2.40x	2.38x	2.31x	2.18x
LT Debt to Equity	133.0%	98.8%	96.0%	90.9%
Equity Ratio	27.5%	27.6%	28.1%	29.2%
Debt Ratio	72.5%	72.4%	71.9%	70.8%
Financial Leverage	4.02x	3.63x	3.59x	3.49x
Current Ratio	19.1%	17.7%	14.3%	14.6%
Tenancy Ratio	1.73x	1.70x	1.69x	1.68x
Par Value (IDR)	20	20	20	20
Total Shares (mn)	22,657	22,657	22,657	22,657
Share Price (IDR)	1,435	1,450	1,480	1,580
Market Cap (IDR tn)	32.5	32.9	33.5	35.8

BALANCE SHEET

(IDR Bn)	2025/12A	2026/12F	2027/12F	2028/12F
Cash	764	1,262	675	842
Trade Recievables	337	995	1,425	1,050
Other Current Assets	2,011	1,627	1,080	1,409
Total Current Assets	**3,112**	**3,885**	**3,180**	**3,301**
Fixed Assets	40,903	41,846	43,224	44,408
Other Non-Current Assets	2,232	3,531	3,972	4,093
Total Assets	**46,247**	**49,261**	**50,377**	**51,803**
Trade Payables	1,512	1,619	1,593	1,528
ST Debt	13,580	18,964	19,157	19,262
Other Current Liabilities	1,232	1,386	1,559	1,754
Total Current Liabilities	**16,324**	**21,969**	**22,308**	**22,544**
LT Debt	16,925	13,409	13,577	13,747
Other Non-Current Liabilites	273	307	345	388
Total Liabilities	**33,522**	**35,686**	**36,231**	**36,679**
Capital Stock & APIC	2,130	2,130	2,130	2,130
Retained Earnings	6,512	7,148	7,888	8,688
Other Equity	4,083	4,298	4,128	4,305
Total Shareholders' Equity	**12,725**	**13,576**	**14,146**	**15,123**

VALUATION INDEX

	2025/12A	2026/12F	2027/12F	2028/12F
Price / Earnings	22.8x	22.9x	22.6x	22.4x
Price / Book Value	2.6x	2.4x	2.4x	2.4x
Price / Revenue	4.7x	4.7x	4.7x	4.9x
PE / EPS Growth	4.8x	63.2x	6.7x	2.8x
EV / EBITDA	10.6x	11.0x	11.0x	11.1x
EV / EBIT	8.5x	8.7x	8.7x	8.8x
EV (IDR bn)	62,254	63,964	65,591	67,965
Revenue CAGR (3-Yr)	3.8%	2.2%	2.4%	2.3%
EPS CAGR (3-Yr)	-2.7%	-4.4%	-1.7%	5.5%
Basic EPS (IDR)	63	63	65	71
BVPS (IDR)	562	599	624	667
Revenue PS (IDR)	305	308	314	324
DPS (IDR)	50	51	52	57

CASH FLOW STATEMENT

(IDR Bn)	2025/12A	2026/12F	2027/12F	2028/12F
Operating Cash Flow	3,081	3,673	2,613	3,332
Investing Cash Flow	(2,525)	(2,683)	(3,056)	(2,428)
Financing Cash Flow	119	(491)	(145)	(736)
Net Changes in Cash	**675**	**499**	**(587)**	**167**

OWNERSHIP

By Geography	%	Shareholders	%
Indonesia	14.37	Bersama Digital Infrastructure	81.29
Singapore	81.29	PT Wahana Anugerah Sejahtera	9.37
Thailand	2.13	Bangkok Bank Public Co. Ltd.	2.13
Others	2.21	Others	7.21

Source : TBIG, Bloomberg & NHKSI Research

Please consider the rating criteria & important disclaimer

NH Korindo Sekuritas Indonesia (NHKSI) Stock Ratings

1. Based on a stock's forecasted absolute return over a period of 12 months from the date of publication
2. Rating system based on a stock's potential upside from the date of publication

- Buy : Greater than 15%
- Overweight : +5% to 15%
- Hold : -5% to +5%
- Underweight : -5% to -15%
- Sell : Less than -15%

Disclaimer