

TLKM membukukan kinerja 2Q26 yang cukup solid, dengan pendapatan tumbuh +6.4% YoY dan +4.0% QoQ menjadi IDR 38.69T dan laba bersih meningkat +27.5% YoY dan +44.5% menjadi IDR 6.28T, didukung oleh pemulihan monetisasi mobile Telkomset. Secara basis tahunan per 1H, TLKM membukukan kenaikan laba sebesar +3.9% YoY menjadi IDR 75.88T di 1H26 dan kenaikan laba bersih menjadi +1.4% YoY menjadi IDR 10.62T di 1H26. ARPU recovery dari Telkomset yang semakin kuat menjadi katalis utama, memperkuat pertumbuhan bisnis Data, Internet & IT Services serta mendorong pemulihan mobile revenue. Di sisi lain, IndiHome dan bisnis legacy masih menghadapi tekanan akibat persaingan fixed broadband (FBB) dan pergeseran trafik menuju OTT. Disiplin biaya yang semakin baik turut memperkuat operating leverage dan pemulihan margin, sehingga proses market repair Telkomset mulai memberikan dampak yang lebih nyata terhadap pendapatan dan laba. Dengan momentum pemulihan ARPU yang semakin solid dan kualitas pertumbuhan yang membaik, kami melihat 2Q26 sebagai indikasi awal dari siklus recovery earnings TLKM yang lebih sustainable. Mengacu pada pemulihan tersebut, kami menaikkan estimasi FY26F revenue sebesar 1.13% dan net profit sebesar 1.17%, sekaligus mempertahankan rekomendasi “Buy” dengan target harga IDR 3,700 / saham.

Segmentasi Bisnis: Pemulihan ARPU Seluler Berlanjut Mendorong Segmen Data, Internet dan Jaringan, IndiHome Terkontraksi Sementara SMS, Fixed & Cellular Voice Terus Tertekan

- Pemulihan ARPU terus berlanjut di 2Q26 Mendorong Segmen Data, Internet & IT Services Lebih Kuat.** Pendapatan IndiHome turun -3.4% YoY menjadi IDR 12.8T pada 2Q26, terutama akibat persaingan yang semakin ketat dan kalibrasi strategi basis pelanggan yang lebih berkualitas. Namun, revenue segmen IndiHome pada 2Q26 meningkat +0.7% QoQ menjadi IDR 6.4T, sementara ARPU FBB meningkat +3.4% QoQ menjadi sekitar IDR 211k. Penetrasi konvergen juga meningkat menjadi 65% dari 59% pada 1Q26, menunjukkan bahwa optimalisasi customer mix mulai memberikan hasil.
- Legacy services terus mengalami penurunan struktural sejalan dengan peralihan menuju OTT.** Pendapatan interconnection turun -10.4% YoY menjadi IDR 4.44T pada 1H26, terutama akibat penurunan voice hubung yang sejalan dengan perubahan perilaku konsumen menuju platform OTT. Sementara itu, pendapatan SMS, Fixed & Cellular Voice turun -29.0% YoY menjadi IDR 3.44T di 1H26, mencerminkan semakin rendahnya relevansi layanan voice dan SMS tradisional. Kami melihat tren ini sebagai structural headwind yang masih akan membatasi pertumbuhan TLKM pada segmen legacy.

Kinerja Operasional: Biaya Operasional Per Kuartalan Terkontrol dengan Relatif Disiplin Baik QoQ & YoY

- Opex mulai menunjukkan disiplin yang lebih kuat secara QoQ.** Total biaya operasional pada 2Q26 tercatat sebesar IDR 27.49T, turun -2.7% QoQ dan hanya meningkat +0.9% YoY, menunjukkan bahwa pertumbuhan pendapatan mulai memberikan operating leverage. O&M expense turun -6.5% QoQ menjadi IDR 10.4T, setelah tingginya revenue-linked ecosystem dan biaya connectivity pada 1Q26 yang mulai ternormalisasi. Secara basis 1H, biaya operasional mengalami peningkatan +3.8% YoY menjadi IDR 55.75T di 1H26 sejalan dengan high-base effect dari 1Q26.
- Biaya segmen interconnection teroptimalkan dan biaya personal karyawan membaik seiring workforce optimization.** Beban karyawan turun menjadi IDR 3.7T (-8.4% QoQ; -5.7% YoY) di 2Q26, sejalan dengan keberlanjutan workforce optimization dan disiplin pengelolaan biaya karyawan. Secara 1H26, biaya personal karyawan turun -4.4% YoY menjadi IDR 7.7T. Adapun biaya lain yang berhasil efisiensi adalah segmen interconnection yang turun -9.7% YoY menjadi IDR 3.79T di 1H26 (Quarterly basis: +8.4% QoQ & -7.6% YoY, 2Q26: IDR 1.97T).
- D&A mulai kembali normal setelah dampak penyesuaian akuntansi pada 1Q26.** Beban D&A turun -2.2% QoQ menjadi IDR 8.5T pada 2Q26, mencerminkan moderasi dari dampak inkremental depresiasi akibat perubahan estimasi useful life aset jaringan. Normalisasi pada hal tersebut turut membantu pemulihan margin pada periode 2Q26, dimana mendorong Operating Profit Margin Naik menjadi 29.0% di 2Q26 (1Q26: 24%; 2Q25: 25.1%).

FY26 Outlook: Pemulihan Penguatan ARPU Menopang Revisi Pendapatan dan Laba

- Kami menaikkan estimasi FY26F revenue dan net profit.** Dengan mempertimbangkan stronger-than-expected ARPU recovery dan dampak positif dari pencatatan 1Q26 yang sebelumnya telah memperhitungkan sejumlah penyesuaian dan dampak akuntansi, kami merevisi FY26F revenue menjadi IDR 150.2T (+1.13% from NHKSI Research Previous Forecast: IDR 148.6T) dan FY26F net profit menjadi IDR 22.1T (+1.17% from NHKSI Research Previous Forecast: IDR 21.9T). Berdasarkan estimasi terbaru, 1H26 telah mencapai 50.5% revenue dan 48.0% net profit dari FY26F kami.
- Pemulihan Penguatan ARPU Mengarah Pada Perbaikan Pendapatan.** Perbaikan ARPU Telkomset yang semakin konsisten menjadi faktor utama di balik revisi estimasi kami. Mobile ARPU telah meningkat dari IDR 41.3k pada 2Q25 menjadi IDR 46.0k pada 2Q26, sementara data yield meningkat dari IDR 2.82/MB menjadi IDR 3.11/MB. Kami melihat perkembangan ini sebagai indikasi bahwa perbaikan pasar dan disiplin harga menghasilkan peningkatan struktural dalam kualitas pendapatan, bukan sekadar pemulihan volume. **Management masih mempertahankan guidance FY26 untuk normalized revenue growth sebesar 1-3%, EBITDA margin >50%, dan capex-to-revenue ratio 17-19%.** Hingga 1H26, pertumbuhan pendapatan telah mencapai 3.9%, EBITDA margin 49.4%, sementara capex-to-revenue ratio hanya 14.2%, memberikan ruang bagi TLKM untuk mempertahankan alokasi modal yang disiplin sembari terus memperkuat digital connectivity dan asset infrastrukturnya.

Mempertahankan Rekomendasi “Buy” dengan Target Harga di IDR 3,700 / Lembar (Upside +42.9%)

- NHKSI Research mempertahankan rekomendasi “Buy” untuk Telkom Indonesia (TLKM) dengan target harga di IDR 3,700/ lembar yang mencerminkan +1 STD FY26F Forward EV/EBITDA yang berada di 5.3x.** Kami melihat penguatan dan pemulihan ARPU sebagai katalis utama bagi pemulihan laba dan pendapatan, sementara Opex yang disiplin, lower capex intensity, dan healthier cash flow memberikan tambahan support terhadap margin dan free cash flow. Di luar core earnings, proses unlocking value dari fiber, tower, dan data center assets tetap menjadi katalis strategis yang berpotensi mendorong rerating valuasi TLKM dalam jangka menengah.
- Dalam jangka pendek, kami melihat continued ARPU recovery, stronger mobile monetization, improving operating leverage, serta progress pada inisiatif value-unlocking sebagai katalis utama.** Risiko utama tetap berasal dari kompetisi yang lebih intensif di fixed broadband (FBB), penurunan struktural pada legacy voice/SMS, potensi konsistensi harga di segmen mobile, serta lemahnya daya beli masyarakat yang dapat membatasi sustainability dari pemulihan ARPU. Namun, dengan tren monetisasi mobile yang semakin kuat dan disiplin biaya yang membaik sekaligus potensi unlocking value dari TLKM, kami melihat risk-reward TLKM semakin menarik memasuki 2H26.

PT Telekomunikasi Indonesia Tbk. | Summary (IDR Billions)

In IDR Bn	2025 A	2026 F	2027 F	2028 F
Revenue	146,742	150,235	154,132	158,562
Revenue Growth	-2.2%	2.4%	2.6%	2.9%
EBITDA	72,297	74,703	76,351	78,211
Net Profit	17,814	22,129	22,880	23,221
EPS (IDR)	180	223	231	234
Growth	-24.7%	24.2%	3.4%	1.5%
BVPS (IDR)	1,520	1,686	1,733	1,780
EBITDA Margin	49.3%	49.7%	49.5%	49.3%
NPM	12.1%	14.7%	14.8%	14.6%
ROE	11.8%	13.3%	13.3%	13.2%
ROA	6.2%	7.4%	7.4%	7.2%
P/E Ratio	14.4x	16.6x	16.5x	16.2x
P/BV Ratio	1.7x	2.2x	2.2x	2.1x
EV/EBITDA	3.9x	5.3x	5.4x	5.3x
Dividend yield	8.2%	4.8%	4.9%	4.9%

Source : Company Data, Bloomberg, NHKSI Research

Please consider the rating criteria & important disclaimer

Company Report | 13th August 2026

Buy

Target Price (IDR)	3,700
Consensus Price	3,449
TP to Consensus Price	+7.3%
Potential Upside	+42.9%

Shares Data

Last Price (IDR)	2,590
Price date as of	12 th August 2026
52 wk range (Hi/Lo)	3,990 / 2,350
Free Float (%)	45.5
Outstanding sh (mn)	99,062
Market Cap (IDR bn)	256,571
Market Cap (USD mn)	14,354
Avg. Trd Vol – 3M (mn)	156.28
Avg. Trd Vol – 3M (IDR Bn)	425.42
Foreign Ownership	38.4%

Sector

Infrastructure

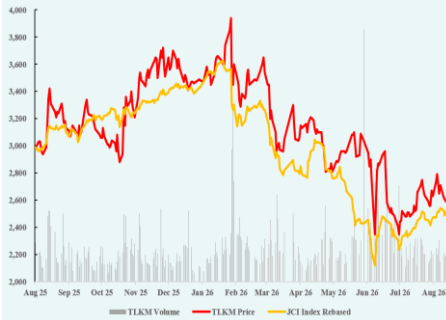
Sub-Sector

Telecommunication

Bloomberg
Reuters

TLKM IJ Equity
TLKM JK

Shares Price Performance



	YTD	1M	3M	12M
Abs.Ret	-25.4%	+3.2%	-12.2%	-18.6%
Rel.Ret	+2.2%	-1.8%	-4.6%	+0.1%

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

(In IDR Billion)		1H25		1H26		YoY Growth		2Q25		1Q26		2Q26		QoQ Growth		YoY Growth	
TLKM Income Statement 1H26 2Q26																	
Revenue	IDR	73,004	IDR	75,878	3.9%	IDR	36,365	IDR	37,189	IDR	38,689	4.0%	6.4%				
Operation, Maintenance & Teleco. Services	IDR	(19,760)	IDR	(21,474)	8.7%	IDR	(10,152)	IDR	(11,097)	IDR	(10,377)	-6.5%	2.2%				
Interconnection Expense	IDR	(4,195)	IDR	(3,788)	-9.7%	IDR	(2,131)	IDR	(1,818)	IDR	(1,970)	8.4%	-7.6%				
Personnel Expense	IDR	(8,075)	IDR	(7,721)	-4.4%	IDR	(3,917)	IDR	(4,029)	IDR	(3,692)	-8.4%	-5.7%				
G&A Expense	IDR	(3,342)	IDR	(3,666)	9.7%	IDR	(1,531)	IDR	(1,560)	IDR	(2,106)	35.0%	37.6%				
Selling & Marketing Expense	IDR	(1,531)	IDR	(1,765)	15.3%	IDR	(765)	IDR	(715)	IDR	(1,050)	46.9%	37.3%				
D&A	IDR	(16,818)	IDR	(17,203)	2.3%	IDR	(8,441)	IDR	(8,698)	IDR	(8,505)	-2.2%	0.8%				
Other Income (Expenses)	IDR	(2)	IDR	(128)	6300.0%	IDR	(313)	IDR	(343)	IDR	215	-162.7%	-168.7%				
Operational Expenses	IDR	(53,723)	IDR	(55,745)	3.8%	IDR	(27,250)	IDR	(28,260)	IDR	(27,485)	-2.7%	0.9%				
Operational Profit	IDR	19,281	IDR	20,133	4.4%	IDR	9,115	IDR	8,929	IDR	11,204	25.5%	22.9%				
OPM (Operating Profit Margin)		26.4%		26.5%			25.1%		24.0%		29.0%						
Finance Income	IDR	887	IDR	745	-16.0%	IDR	467	IDR	342	IDR	403	17.8%	-13.7%				
Finance Costs	IDR	(2,647)	IDR	(2,079)	-21.5%	IDR	(1,331)	IDR	(1,021)	IDR	(1,058)	3.6%	-20.5%				
Share of Gain Long Term Investment in Asso. (Loss)	IDR	(4)	IDR	(1)		IDR	(2)	IDR	(2)	IDR	1	-150.0%	-150.0%				
Earning Before Tax	IDR	17,517	IDR	18,798	7.3%	IDR	8,249	IDR	8,248	IDR	10,550	27.9%	27.9%				
OPM		24.0%		24.8%			22.7%		22.2%		27.3%						
Income Tax Expenses	IDR	(3,893)	IDR	(4,592)	18.0%	IDR	(1,961)	IDR	(2,194)	IDR	(2,398)	9.3%	22.3%				
Minority Interest	IDR	(3,151)	IDR	(3,583)	13.7%	IDR	(1,364)	IDR	(1,710)	IDR	(1,873)	9.5%	37.3%				
Net Profit	IDR	10,473	IDR	10,623	1.4%	IDR	4,924	IDR	4,344	IDR	6,279	44.5%	27.5%				
NPM (Net Profit Margin)		14.3%		14.0%			13.5%		11.7%		16.2%						
EBITDA	IDR	34,335	IDR	36,001	4.9%	IDR	16,680	IDR	16,946	IDR	19,055	12.4%	14.2%				
EBITDA Margin		47.0%		47.4%			45.9%		45.6%		49.3%						

Operational Performance Data		1H25		1H26		YoY Growth		2Q25		1Q26		2Q26		QoQ Growth		YoY Growth	
TLKM : Telekomunikasi Indonesia																	
Indihome B2C Subs. (Thousand)		10,061		9,513		-5.4%		10,061		10,327		9,513		-7.9%		-5.4%	
Indihome ARPU (IDR Thousand)		IDR 220	IDR	207		-5.9%	IDR	217	IDR	204	IDR	211		3.4%		-2.7%	
Telkomsel Mobile Customer Base (Thousand)		158,428		153,545		-3.1%		158,428		153,700		153,545		-0.1%		-3.1%	
Telkomsel ARPU (IDR Thousand)		IDR 41.8	IDR	45.6		9.1%	IDR	41.2	IDR	45.1	IDR	46.0		2.0%		11.7%	
Data Payload (in PB)		11,441		11,528		0.8%		5,798		5,770		5,758		-0.2%		-0.7%	

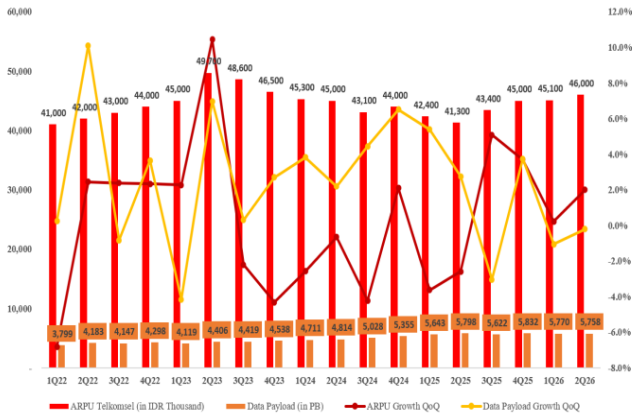
TLKM Revenue Breakdown			1H25		1H26		YoY Growth		2Q25		1Q26		2Q26		QoQ Growth		YoY Growth	
Revenue in IDR Bn.																		
	Data Internet & Service	IDR	42,483	IDR	48,184	13.4%	IDR	21,152	IDR	23,646	IDR	24,538	3.8%	16.0%				
	IndiHome	IDR	13,251	IDR	12,798	-3.4%	IDR	6,588	IDR	6,378	IDR	6,420	0.7%	-2.6%				
	SMS, Fixed & Cellular Voice	IDR	4,846	IDR	3,443	-29.0%	IDR	2,276	IDR	1,506	IDR	1,937	28.6%	-14.9%				
	Interconnection	IDR	4,962	IDR	4,445	-10.4%	IDR	2,566	IDR	2,217	IDR	2,228	0.5%	-13.2%				
	Network and Other Services	IDR	7,462	IDR	7,008	-6.1%	IDR	3,783	IDR	3,442	IDR	3,566	3.6%	-5.7%				
	Total Revenue	IDR	73,004	IDR	75,878	3.9%	IDR	36,365	IDR	37,189	IDR	38,689	4.0%	6.4%				

Source : TLKM, NHKSI Research

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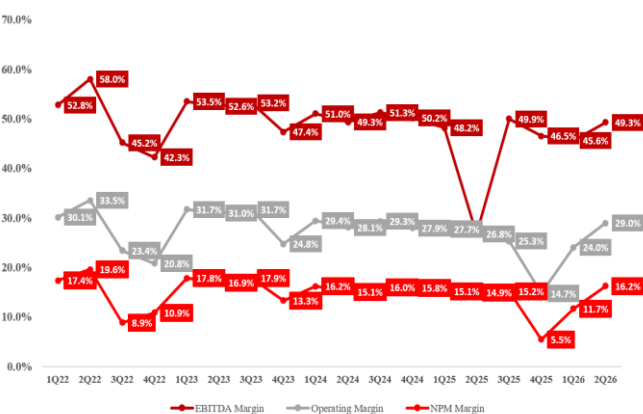
Performance Highlight For TLKM

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



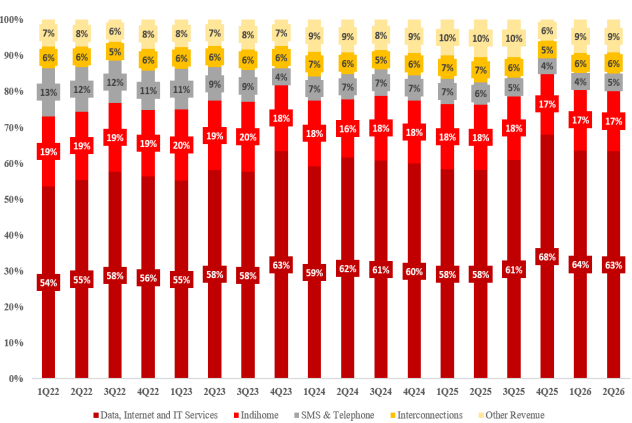
Source : TLKM, NHKSI Research

Exhibit 2. TLKM Profitability Margin Ratio (In %)



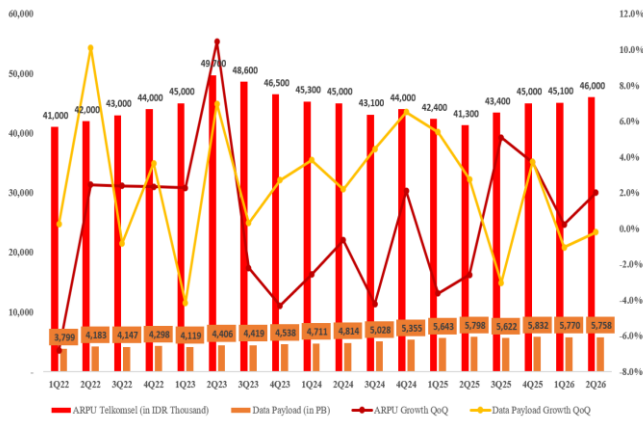
Source : TLKM, NHKSI Research

Exhibit 3. TLKM 's Revenue Breakdown (In %)



Source : TLKM, NHKSI Research

Exhibit 4. Telkomsel Data Payload & ARPU



Source : TLKM, NHKSI Research

Exhibit 5. TLKM Forward 3-Year EV / EBITDA



Source : TLKM, NHKSI Research

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Summary of TLKM’s Financials & Forecast

INCOME STATEMENT

(IDR Bn)	2025/12A	2026/12F	2027/12F	2028/12F
Revenue	146,742	150,235	154,132	158,562
Growth (% y/y)	-2.2%	2.4%	2.6%	2.9%
Operating Expenses	(112,094)	(110,837)	(113,231)	(116,820)
Operating Profit	34,648	39,398	40,900	41,742
Growth (% y/y)	-19.4%	13.7%	3.8%	2.1%
Operating Profit Margin	23.61%	26.22%	26.54%	26.33%
Depreciation & Amoratization	37,649	35,305	35,450	36,469
EBITDA	72,297	74,703	76,351	78,211
Growth (% y/y)	-4.4%	3.3%	2.2%	2.4%
EBITDA Margin	49.27%	49.72%	49.54%	49.33%
Other Finance Income (Expenses)	(3,546)	(1,695)	(1,953)	(2,091)
EBT	31,102	37,702	38,948	39,651
Income Tax	(6,644)	(8,295)	(8,568)	(8,723)
Non-controlling Interest	(6,644)	(7,279)	(7,499)	(7,707)
Net Profit	17,814	22,129	22,880	23,221
Growth (% y/y)	-24.7%	24.2%	3.4%	1.5%
Net Profit Margin (NPM)	12.14%	14.73%	14.84%	14.64%

BALANCE SHEET

(IDR Bn)	2025/12A	2026/12F	2027/12F	2028/12F
Cash	35,426	38,245	41,827	46,285
Trade Recievables	11,223	11,936	12,331	12,815
Inventories	901	1,072	1,098	1,131
Other Current Assets	14,216	16,017	17,265	18,513
Fixed Asset	193,414	196,017	200,098	206,138
Other Non-Current Assets	32,579	35,150	38,476	39,830
Total Assets	287,759	298,438	311,094	324,712
Trade Payables	33,724	34,900	35,256	35,839
ST Debt	30,265	24,698	27,313	30,302
Other Current Liabilities	9,959	9,308	8,657	8,006
LT Debt	44,646	45,868	50,725	56,276
Other Non-Current Liabilities	18,628	16,673	17,499	17,925
Total Liabilities	137,222	131,447	139,451	148,349
Capital Stock & APIC	7,263	7,263	7,263	7,263
Retained Earnings	113,193	129,359	133,935	138,579
Other Equity	30,081	30,370	30,446	30,522
Total Shareholders' Equity	150,537	166,991	171,643	176,364

CASH FLOW STATEMENT

(IDR Bn)	2025/12A	2026/12F	2027/12F	2028/12F
Operating Cash Flow	55,681	67,941	65,704	63,754
Investing Cash Flow	(36,894)	(24,410)	(31,366)	(29,335)
Financing Cash Flow	(57,743)	(40,712)	(30,756)	(29,961)
Net Changes in Cash	(38,956)	2,819	3,581	4,459

PROFITABILITY & STABILITY

	2025/12A	2026/12F	2027/12F	2028/12F
ROE	11.8%	13.3%	13.3%	13.2%
ROA	6.2%	7.4%	7.4%	7.2%
Cash Dividend (IDR bn)	21,047	17,703	18,304	18,577
Dividend Yield (%)	8.2%	4.8%	4.9%	4.9%
Payout Ratio (%)	118.1%	80.0%	80.0%	80.0%
DER	0.91x	0.79x	0.81x	0.84x
Net Gearing	0.50x	0.42x	0.45x	0.49x
LT Debt to Equity	29.7%	27.5%	29.6%	31.9%
Capitalization Ratio	33.2%	29.7%	31.3%	32.9%
Equity Ratio	52.3%	56.0%	55.2%	54.3%
Debt Ratio	47.7%	44.0%	44.8%	45.7%
Financial Leverage	1.91x	1.85x	1.80x	1.83x
Current Ratio	84%	98%	102%	106%
Par Value (IDR)	90	90	90	90
Total Shares (mn)	99,062	99,062	99,062	99,062
Share Price (IDR)	2,590	3,700	3,800	3,800
Market Cap (IDR tn)	256.6	366.5	376.4	376.4

VALUATION INDEX

	2025/12A	2026/12F	2027/12F	2028/12F
Price / Earnings	14.4x	16.6x	16.5x	16.2x
Price / Book Value	1.7x	2.2x	2.2x	2.1x
Price / Revenue	1.7x	2.4x	2.4x	2.4x
PE / EPS Growth	-0.6x	0.7x	4.8x	10.9x
EV / EBITDA	3.9x	5.3x	5.4x	5.3x
EV / EBIT	6.9x	10.1x	10.1x	10.0x
EV (IDR bn)	296,056	398,851	412,648	416,729
Revenue CAGR (3-Yr)	0.8%	0.7%	1.1%	1.9%
EPS CAGR (3-Yr)	-10.4%	2.2%	-2.3%	-0.6%
Basic EPS (IDR)	180	223	231	234
BVPS (IDR)	1,520	1,686	1,733	1,780
Revenue PS (IDR)	1,481	1,517	1,556	1,601
DPS (IDR)	212	179	185	188

OWNERSHIP

By Geography	% Shareholders	%
Indonesia	61.60	Danantara Holding 51.57
United States	21.15	Bank of New York Mellon Coi 6.29
United Kingdom	3.03	BPJS Ketenagakerjaan 2.40
Others	14.22	Others 39.74

Source : TLKM, 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%

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