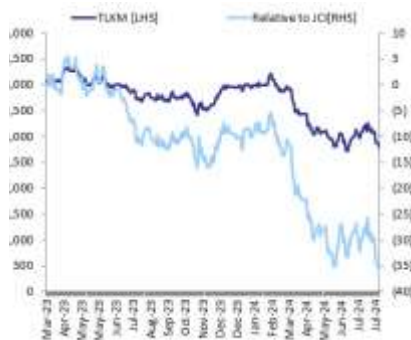


BUY

(Maintained)

Last Price (Rp)	2,790
Target Price (Rp)	4,250
Previous Target Price (Rp)	4,400
Upside/Downside	+52.3%
No. of Shares (mn)	100,800
Mkt Cap (Rpbn/US\$mn)	281,232/17,376
Avg, Daily T/O (Rpbn/US\$mn)	501.3/31.0
Free Float (%)	47.8
Major Shareholder (%)	
Indonesia Govt.	52.1
EPS Consensus (Rp)	
	2024F 2025F 2026F
BRIDS	243.6 264.5 276.6
Consensus	255.5 271.7 286.1
BRIDS/Cons (%)	(4.6) (2.7) (3.3)

TLKM relative to JCI Index



Source: Bloomberg

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Telkom Indonesia (TLKM IJ)

Resilient 1H24 earnings (inline); diversified growth drivers to mitigate downside risks

- Telkom 1H24 NP (Rp13tr, +4.2%yoy) was broadly in line, as TSEL fended off competition, while enterprise biz supported Telkom growth.
- We expect Indihome, through EZNet, to enhance TSEL's growth in 2H24, with improving performances from Enterprise & WIB segments.
- We adjusted our forecast with a more conservative approach for TSEL, deriving a lower TP of Rp4,250. Reiterate Buy rating on the stock.

TSEL fends off competition with a more effective pricing strategy

Telkom 2Q24 core NP reached Rp6.7tr (+5.3%yoy), driven by revenue growth (Rp37.9tr, +1.2%yoy) and core EBITDA (Rp19.7tr, +1.4%yoy), attributing these earnings to TSEL's resilient execution and growth in the enterprise segment. TSEL's pricing strategy with Lite and ByU packages has helped shape TSEL's subscribers trend (158mn, +1%qoq, flattish ARPU of Rp45k in 2Q), pointing it to the right direction. The high-value-customers segment (60-70% of the base) will balance the potential pressures in ARPU (our forecast FY24: ~45k).

Fixed Broadband (BB) and enterprise segments to drive the growth

TSEL's Indihome take-up (9.1mn subs, +449k 1H net adds) is encouraging, and we expect momentum to carry on with EZNet penetrating the lower segments. We anticipate Indihome ARPU dilution to remain manageable (2Q24 Rp240k, -1.1%qoq). In addition, as B2B was the most robust segment, we expect wholesale segment (WIB) to support revenue in 2H24 and FY25.

A more gradual turnaround amid softer consumer sentiment

Telkom 1H24 core NP came in Rp13.0tr (+4.2%yoy) with revenue Rp75.3tr, (+2.5%yoy) and stable core EBITDA of Rp39.8tr (+1.9%yoy, EBITDA margin 51.9%), hence broadly inline. Nonetheless, we cut our FY24 revenue growth est. to ~2.7% yoy assuming a more gradual TSEL turnaround amid the soft consumers income. We expect lower core EBITDA margin in 2H24, inline with mgmt's revised guidance amid IT transformation efforts (billing, analytics).

Maintain BUY rating on TLKM but with a lower TP

We revise our TP to Rp4,250 based on our DCF adjustments, implying F24-25 5.7x EV/EBITDA. TLKM currently trades at an attractive level of 4.0x. We maintain BUY rating on Telkom due to its diversified revenue growth from enterprise and WIB, with TSEL levers to fend-off competition and establish growth pathway in FMC. Weak consumer sentiment and competition are key downside risks, but we largely incorporated these in our projections.

Key Financials

Year to 31 Dec	2022A	2023A	2024F	2025F	2026F
Revenue (Rpbn)	147,306	149,216	153,307	159,468	167,551
EBITDA (Rpbn)	78,992	77,579	79,259	83,922	88,436
EBITDA Growth (%)	4.3	(1.8)	2.2	5.9	5.4
Net Profit (Rpbn)	20,753	24,560	24,136	26,204	27,400
EPS (Rp)	209.5	247.9	243.6	264.5	276.6
EPS Growth (%)	(14.3)	18.3	(1.7)	8.6	4.6
BVPS (Rp)	1,304.8	1,370.3	1,435.7	1,516.6	1,607.3
DPS (Rp)	150.0	181.9	178.5	183.5	186.0
PER (x)	13.3	11.3	11.5	10.5	10.1
PBV (x)	2.1	2.0	1.9	1.8	1.7
Dividen yield (%)	5.4	6.5	6.4	6.6	6.7
EV/EBITDA	4.2	4.3	4.2	3.9	3.7

Source: TLKM, BRIDS Estimates

Exhibit 1. Telkom Group 2Q/1H24 P&L & B/S items

Rp bn	2Q23	1Q24	2Q24	QoQ, %	YoY, %	1H23	1H24	YoY, %	2024F BRIDS	BRIDS Achiev, %	2024F Cons	Cons. Achiev, %
Operating Revenue	37,388	37,429	37,863	1.2	1.3	73,478	75,292	2.5	156,528	48.1%	154,486	48.7%
Total Cash OPEX	(17,998)	(18,008)	(19,416)	7.8	7.9	(35,094)	(37,424)	6.6				
Total Operating Expense	(25,800)	(26,421)	(27,236)	3.1	5.6	(50,459)	(53,657)	6.3				
O&M	(9,996)	(9,625)	(9,839)	2.2	(1.6)	(19,170)	(19,464)	1.5				
D&A	(8,067)	(8,085)	(8,044)	(0.5)	(0.3)	(15,948)	(16,129)	1.1				
Personnel	(4,105)	(4,128)	(5,357)	29.8	30.5	(7,844)	(9,485)	20.9				
Marketing	(893)	(794)	(777)	(2.1)	(13.0)	(1,656)	(1,571)	(5.1)				
G&A	(1,489)	(1,524)	(1,834)	20.3	23.2	(3,331)	(3,358)	0.8				
Interconnection	(1,515)	(1,937)	(1,609)	(16.9)	6.2	(3,093)	(3,546)	14.6				
Others	265	(328)	224	(168.3)	(15.5)	583	(104)	(117.8)				
Operating Profit	11,588	11,008	10,627	(3.5)	(8.3)	23,019	21,635	(6.0)				
Operating margin (%)	31.0	29.4	28.1	(1.3)	(2.9)	31.3	28.7	(2.6)				
EBITDA	19,390	19,421	18,447	(5.0)	(4.9)	38,384	37,868	(1.3)				
EBITDA margin (%)	51.9	51.9	48.7	(3.2)	(3.1)	52.2	50.3	(1.9)				
Normalized EBITDA	19,390	19,421	19,687	1.4	1.5	38,384	39,108	1.9	82,190	47.6%	80,509	48.6%
Normalized EBITDA margin (%)	51.9	51.9	52.0	0.1	0.1	52.2	51.9	(0.3)				
EBIT	11,323	11,336	10,403	(8.2)	(8.1)	22,436	21,739	(3.1)				
EBIT margin (%)	30.3	30.3	27.5	(2.8)	(2.8)	30.5	28.9	(0.7)				
Total other income (expenses)	(883)	(865)	(847)	(2.1)	(4.1)	(1,717)	(1,712)	(0.3)				
Pre-tax profit	10,705	10,143	9,780	(3.6)	(8.6)	21,302	19,923	(6.5)				
Tax	(2,332)	(2,323)	(2,176)	(6.3)	(6.7)	(4,481)	(4,499)	0.4				
Minority interest	(2,041)	(1,766)	(1,897)	7.4	(7.1)	(4,065)	(3,663)	(9.9)				
		-0.2290	-0.2225									
Net profit	6,332	6,054	5,707	(5.7)	(9.9)	12,756	11,761	(7.8)				
Net profit margin (%)	16.9	16.2	15.1	(1.1)	(1.9)	17.4	15.6	(0.6)				
Core net profit	6,341	6,335	6,671	5.3	5.2	12,486	13,006	4.2	25,532	50.9%	26,000	50.0%
Core Net profit margin (%)	17.0	16.9	17.6	0.7	0.7	17.0	17.3	0.3	16.3		16.8	
Total debt	74,350	61,302	79,116	29.1	6.4	74,350	79,116					
Net debt	33,829	31,781	53,658	68.8	58.6	33,829	53,658					
Net debt/EBITDA (x)	0.4	0.4	0.7	32.0	-	0.4	0.7					
Capex	7,620	5,102	6,598	-	-	15,040	11,700	-				
Capex intensity (%)	20.4	13.6	17.4	-	-	20.5	15.5	-				

Source: Company, BRIDS Estimates

Exhibit 2. Telkomsel 2Q/1H24 P&L

(Rp bn)	2Q23	1Q24	2Q24	QoQ, %	YoY, %	1H23	1H24	YoY, %
Revenues (Rp bn)	22,510	28,530	28,636	0.4	27.2	44,009	57,166	29.9
Legacy business	2,967	2,220	2,199	(0.9)	(25.9)	6,316	4,419	(30.0)
Digital business	19,543	19,714	19,822	0.5	1.4	37,693	39,536	4.9
Indihome	6,408	6,596	6,615	0.3	3.2	12,847	13,211	2.8
					5.0			
EBITDA	12,693	13,405	13,348	(0.4)	5.2	24,662	26,753	8.5
EBITDA margin (%)	56.4	47.0	46.6	(0.4)	(9.8)	56.0	46.8	(9.2)
Net income	5,409	5,375	5,702	6.1	5.4	10,736	11,076	3.2
Net income margin (%)	24.0	18.8	19.9	1.1	(4.1)	24.4	19.4	(5.0)
Core Net income	5,385	5,777	5,777	0.0	7.3	10,285	11,468	11.5
(%)	23.9%	20.2%	20.2%	(0.1)	(3.7)	23.4%	20.1%	(3.3)

Source: Company, BRIDS

Exhibit 3. Telkom Group 2Q/1H24 Operational KPIs

Operating KPIs	2Q23	1Q24	2Q24	QoQ, %	YoY, %	1H23	1H24	YoY, %
Mobile segment (mn)								
Cellular Subscribers (mn)	153.3	159.7	159.8	0.1	4.2	153.3	159.8	4.2
TSEL Prepaid	145.9	152.1	152.4	0.1	4.4	145.9	152.4	4.4
TSEL Halo	7.4	7.5	7.4	(1.7)	0.0	7.4	7.4	0.0
Data users	118.0	130.4	130.5	0.1	10.6	118.0	130.5	10.6
Data KPIs								
Data Traffic (Petabytes)	4,512	4,824	4,930	2.2	9.3	8,729	9,754	11.7
Average data usage (in gb)	12.8	12.5	12.6	0.9	(1.3)	12.2	12.6	3.6
Data Yield Rp('000)	4.3	4.1	4.0	(1.6)	(7.2)	4.3	4.1	(6.1)
ARPU Blended (Rp'000/month)	49.7	45.3	45.0	(0.7)	(9.5)	47.5	45.2	(4.8)
Fixed broadband segment								
Indihome subs (mn)	9.5	10.3	10.6	2.5	10.9	9.5	10.6	10.9
Indihome B2C subs (mn)	8.5	8.9	9.1	2.7	7.5	8.3	9.1	10.6
Indihome B2C ARPU	n/a	242.7	240.0	(1.1)	n/a			

Source: Company, BRIDS

Exhibit 4. Telkom Group 2Q/1H24 Revenue breakdown by service

(Rp bn)	2Q23	1Q24	2Q24	QoQ, %	YoY, %	1H23	1H24	YoY, %
Operating Revenue	37,388	37,429	37,863	1.2	1.3	73,478	75,292	2.5
Legacy business (voice, SMS)	3,476	2,509	2,716	8.3	(21.9)	7,506	5,225	(30.4)
Interconnection	2,244	2,575	2,271	(11.8)	1.2	4,463	4,846	8.6
Data, Internet & IT	21,738	22,148	23,307	5.2	7.2	41,630	45,455	9.2
Cellular	18,318	17,702	18,993	7.3	3.7	35,209	36,695	4.2
IT	2,598	3,101	3,901	25.8	50.2	4,837	7,002	44.8
Other	822	1,345	413	(69.3)	(49.8)	1,584	1,758	11.0
Indihome	7,197	6,863	6,109	(11.0)	(15.1)	14,389	12,972	(9.8)
All other	2,733	3,334	3,460	3.8	26.6	5,490	6,794	23.8
Network	578	685	852	24.4	47.4	1,216	1,537	26.4
Other	1,457	1,854	1,841	(0.7)	26.4	2,921	3,695	26.5
Manage service	145	291	254	(12.7)	75.2	434	545	25.6
Call center service	336	374	335	(10.4)	(0.3)	660	709	7.4
E-Health	180	182	180	(1.1)	0.0	354	362	2.3
E-payment	132	249	314	26.1	137.9	239	563	135.6
Others	664	758	758	0.0	14.2	1,234	1,516	22.9
Revenue from lease transactions	698	795	767	(3.5)	9.9	1,353	1,562	15.4

Source: Company, BRIDS

Exhibit 5. Telkom Group 2Q/1H24 Revenue breakdown by segment

(Rp bn)	2Q23	1Q24	2Q24	QoQ,%	YoY,%	1H23	1H24	YoY, %
Group Revenue	37,388	37,429	37,863	1.2	1.3	73,478	75,292	2.5
Mobile revenue	21,534	21,091	21,173	0.4	(1.7)	42,169	42,264	0.2
Consumer revenue	6,624	6,863	6,117	(10.9)	(7.7)	13,280	12,978	(2.3)
Enterprise revenue	4,784	4,467	5,687	27.3	18.9	9,279	10,161	9.5
Wholesale Int. (WIB) revenue	4,107	4,730	4,489	(5.1)	9.3	8,159	9,277	13.7
Other/eliminations revenue	339	278	397	42.8	17.1	591	612	3.6

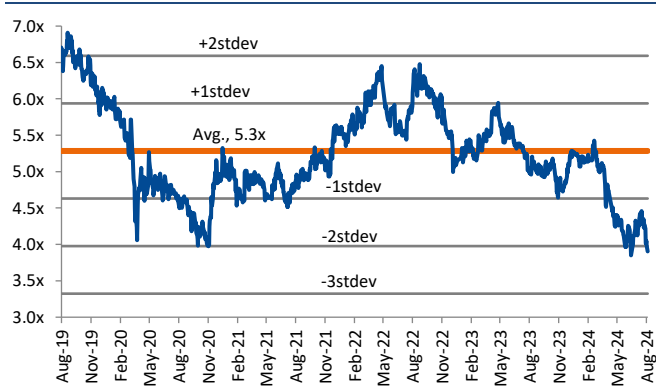
Source: Company, BRIDS

Exhibit 6. BRIDS Reforecast

(Rp bn)	Previous BRIDS				New BRIDS			Δ% of BRIDS			Consensus			Δ% of Consensus		
	2023E	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F	2024F	2025F	2026F
Telkom Revenue	149,216	156,528	164,446	173,339	153,307	159,468	167,551	-2.1	-3.0	-3.3	154,210	161,161	167,338	-0.6	-1.1	0.1
growth (%)	1.3	4.9	5.1	5.4	2.7	4.0	5.1	-2.2	-1.0	-0.3	3.3	4.5	3.8			
Telkomsel revenue	102,371	120,448	125,847	132,222	115,507	118,872	123,647									
Telkomsel EBITDA	52,079	57,912	61,767	66,218	53,947	56,725	60,240									
	51%	48%	49%	50%	46.7%	47.7%	48.7%									
Telkom EBITDA	77,579	82,190	86,229	91,007	79,259	83,922	88,436	-3.6	-2.7	-2.8	80,009	84,178	87,475	-0.9	-0.3	1.1
EBITDA margin (%)	52.0	52.5	52.4	52.5	51.7	52.6	52.8	-1.5	0.4	0.5	51.9	52.2	52.3			
Telkom PATMI	24,560	25,232	26,383	27,668	24,136	26,204	27,400	-4.3	-0.7	-1.0	25,631	27,602	28,857	-5.8	-5.1	-5.0
PATMI margin (%)	16.5	16.1	16.0	16.0	15.7	16.4	16.4	-2.3	2.4	2.5	16.6	17.1	17.2			
Telkom Core PATMI	25,150	25,232	26,383	27,668	25,853	26,204	27,400	2.5	-0.7	-1.0						
Core PATMI margin (%)	16.9	16.1	16.0	16.0	16.9	16.4	16.4	4.6	2.4	2.5						
Mobile Subscribers ('000)	159,340	160,933	162,543	164,168	160,933	162,543	164,168	0.0	0.0	0.0						
growth (%)	1.6%	1.0%	1.0%	1.0%	1.0%	1.0%	1.0%									
Data Traffic (Petabytes)	17,901	19,917	21,524	23,261	20,270	21,713	23,465	1.8	0.9	0.9						
growth (%)	9.0%	11.3%	8.1%	8.1%	13.2%	7.1%	8.1%									
Avg. implied data yield (Rp/GB)	4.4	4.3	4.2	4.1	3.9	3.9	3.8	-8.3	-8.3	-8.3						
Mobile ARPU	47.5	48.5	49.4	50.9	45.9	46.5	47.8	-5.2	-5.9	-5.9						
Indihome Subscribers	10,049	11,049	12,049	13,049	9,644	10,644	11,644	-12.7	-11.7	-10.8						

Source: Company, BRIDS Estimates, Bloomberg

Exhibit 7. TLKM forward EV/EBITDA (5 yrs)



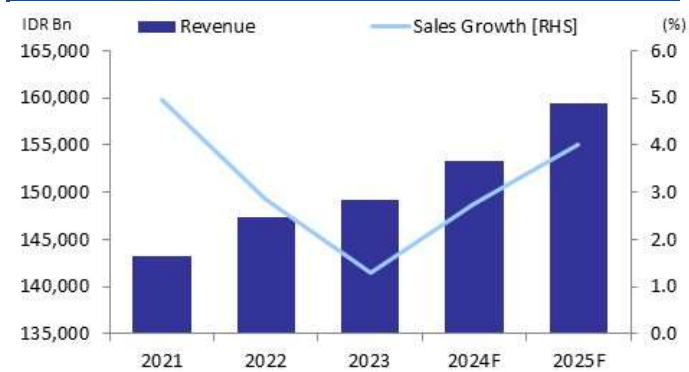
Source: Company, BRIDS Estimates

Exhibit 8. TLKM forward EV/EBITDA (3 yrs)



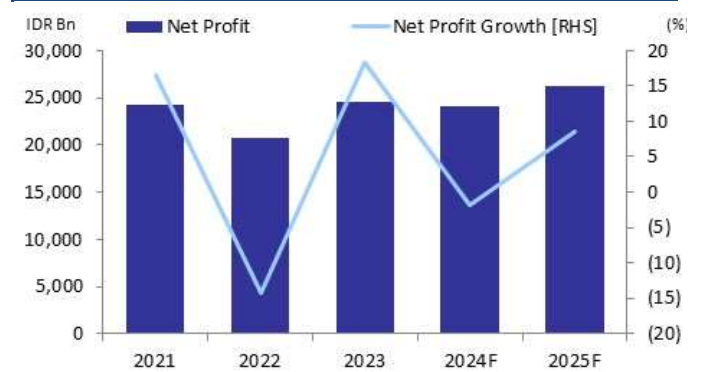
Source: Company, BRIDS Estimates

Exhibit 9. Revenue and Growth



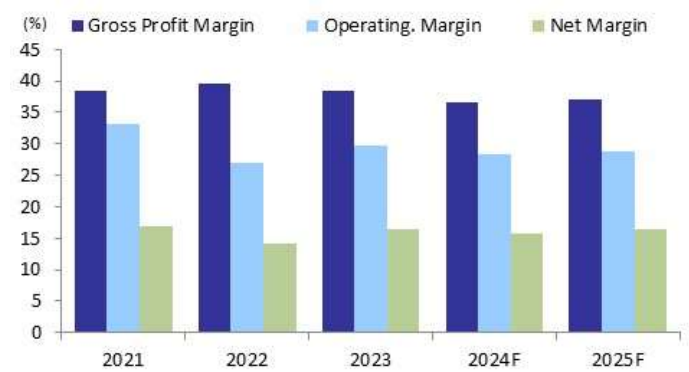
Source: Company, BRIDS Estimates

Exhibit 10. Net Profit and Growth



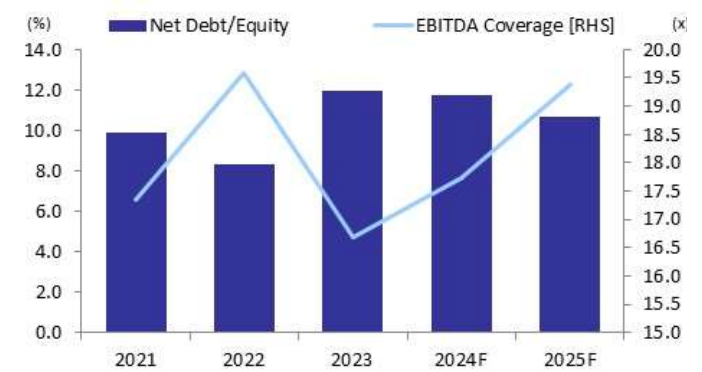
Source: Company, BRIDS Estimates

Exhibit 11. Margins



Source: Company, BRIDS Estimates

Exhibit 12. Gearing Level



Source: Company, BRIDS Estimates

Exhibit 13. Income Statement

Year to 31 Dec (Rpbn)	2022A	2023A	2024F	2025F	2026F
Revenue	147,306	149,216	153,307	159,468	167,551
COGS	(89,055)	(91,918)	(97,151)	(100,307)	(105,282)
Gross profit	58,251	57,298	56,157	59,162	62,269
EBITDA	78,992	77,579	79,259	83,922	88,436
Oper. profit	39,581	44,384	43,370	46,006	48,261
Interest income	878	1,061	1,185	1,148	1,164
Interest expense	(4,033)	(4,652)	(4,470)	(4,330)	(4,389)
Forex Gain/(Loss)	0	0	0	0	0
Income From Assoc. Co's	(87)	1	2	0	0
Other Income (Expenses)	0	0	0	0	0
Pre-tax profit	36,339	40,794	40,088	42,824	45,036
Income tax	(8,659)	(8,586)	(9,053)	(9,671)	(10,170)
Minority interest	(6,927)	(7,648)	(6,899)	(6,950)	(7,466)
Net profit	20,753	24,560	24,136	26,204	27,400
Core Net Profit	20,753	24,560	24,136	26,204	27,400

Exhibit 14. Balance Sheet

Year to 31 Dec (Rpbn)	2022A	2023A	2024F	2025F	2026F
Cash & cash equivalent	31,947	29,007	24,667	26,259	30,287
Receivables	8,634	10,667	9,915	10,314	10,836
Inventory	1,144	997	1,100	1,144	1,202
Other Curr. Asset	11,983	13,281	12,978	13,500	14,184
Fixed assets - Net	201,967	212,070	223,941	234,648	242,987
Other non-curr.asset	18,168	19,359	18,764	19,061	18,912
Total asset	275,192	287,042	292,332	305,852	319,525
ST Debt	17,049	19,926	15,769	16,216	16,133
Payables	18,457	24,871	22,258	23,153	24,326
Other Curr. Liabilities	34,882	26,771	31,672	32,945	34,614
Long Term Debt	27,331	27,773	28,190	28,612	29,042
Other LT. Liabilities	28,211	31,139	29,675	30,407	30,041
Total Liabilities	125,930	130,480	127,563	131,333	134,156
Shareholder's Funds	129,258	135,744	142,226	150,239	159,222
Minority interests	20,004	20,818	22,543	24,280	26,147
Total Equity & Liabilities	275,192	287,042	292,332	305,852	319,525

Exhibit 15. Cash Flow

Year to 31 Dec (Rpbn)	2022A	2023A	2024F	2025F	2026F
Net income	20,753	24,560	24,136	26,204	27,400
Depreciation and Amort.	33,255	32,663	35,785	37,916	40,175
Change in Working Capital	436	(5,193)	3,933	1,245	1,387
Other Oper. Cash Flow	3,155	3,591	3,285	3,182	3,225
Operating Cash Flow	57,599	55,621	67,138	68,547	72,187
Capex	(35,381)	(28,977)	(47,656)	(48,623)	(48,513)
Others Inv. Cash Flow	7,616	(130)	1,781	850	1,312
Investing Cash Flow	(27,765)	(29,107)	(45,875)	(47,773)	(47,201)
Net change in debt	(6,435)	6,247	(5,205)	1,602	(20)
New Capital	0	0	0	0	0
Dividend payment	(14,860)	(18,016)	(17,683)	(18,177)	(18,424)
Other Fin. Cash Flow	(7,480)	(3,896)	(2,716)	(2,607)	(2,515)
Financing Cash Flow	(28,775)	(15,665)	(25,603)	(19,181)	(20,959)
Net Change in Cash	1,059	10,849	(4,340)	1,592	4,028
Cash - begin of the year	38,311	31,947	29,007	24,667	26,259
Cash - end of the year	31,947	29,007	24,667	26,259	30,287

Exhibit 16. Key Ratio

Year to 31 Dec	2022A	2023A	2024F	2025F	2026F
Growth (%)					
Sales	2.9	1.3	2.7	4.0	5.1
EBITDA	4.3	(1.8)	2.2	5.9	5.4
Operating profit	(16.8)	12.1	(2.3)	6.1	4.9
Net profit	(14.3)	18.3	(1.7)	8.6	4.6
Profitability (%)					
Gross margin	39.5	38.4	36.6	37.1	37.2
EBITDA margin	53.6	52.0	51.7	52.6	52.8
Operating margin	26.9	29.7	28.3	28.8	28.8
Net margin	14.1	16.5	15.7	16.4	16.4
ROAA	7.5	8.7	8.3	8.8	8.8
ROAE	16.5	18.5	17.4	17.9	17.7
Leverage					
Net Gearing (x)	0.1	0.1	0.1	0.1	0.1
Interest Coverage (x)	9.8	9.5	9.7	10.6	11.0

Source : TLKM, BRIDS Estimates

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INVESTMENT RATING

BUY	Expected total return of 10% or more within a 12-month period
HOLD	Expected total return between -10% and 10% within a 12-month period
SELL	Expected total return of -10% or worse within a 12-month period

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