



# CORPORATE PRESENTATION

## FY21 Results

PT Dayamitra Telekomunikasi Tbk.

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**Theodorus Ardi  
Hartoko**

*Chief Executive Officer*

*20 years of experience within  
telco sector*



**Ian Sigit  
Kurniawan**

*Chief Financial & Risk  
Management Officer*

*20 years of experience within  
telco sector*



**Pratignyo Arif  
Budiman**

*Chief Operations  
Officer*

*25 years of experience within  
telco sector*



**Noorhayati  
Candrasuci**

*Chief Commercial  
Officer*

*20 years of experience within  
telco sector*



**Hendra  
Purnama**

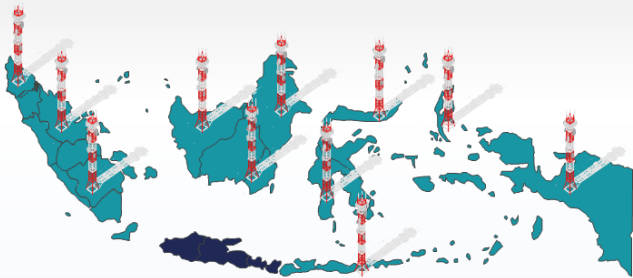
*Chief Investment  
Officer*

*20 years of experience within  
capital market sector*



One of the **largest tower operator** in Indonesia with 28,206 towers and 42,594 tenants, **operating in one of the most attractive tower markets globally**

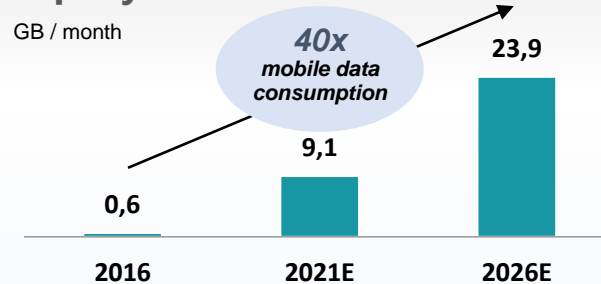
**The largest tower operator in ex-Java region with 58% of tower portfolio**



As 4G network coverage starting to peak in Java, **future growth of macro towers will be coming from non-Java region**. Mitratel will look to increase the colocation as MNOs expand their coverage

**Mobile Data Consumption Per Connection Expected to Increase Rapidly<sup>(2)</sup>**

GB / month



Indonesian mobile market growth will be driven by mobile broadband data consumption trend. Tower business will look to **capture this need-for-capacity opportunity**

**Data traffic to continue in upward trend**



Indonesians spend a large proportion of time online on social media platforms such as YouTube, WhatsApp, Instagram, etc. (Higher than world avg)<sup>(2)</sup> **More data intensives mean that more infrastructure needed to support an increasingly digital lifestyle**

**The Indonesian tower market is defined by**



**Market leaders with the highest ROIC globally**



**Long term revenues with minimal churn and minimal default risk**



**High EBITDA margins and operating leverage**



**High barriers to entry including local regulations**



**Significant growth opportunities**

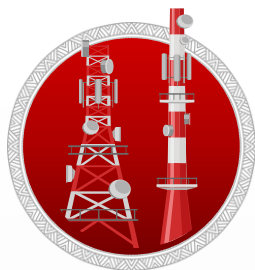
**Notes:**

1. Source: Kearney (2021). Figures in Trillion Rupiah
2. Source: Analysis Mason (2021)



## Rp18,8 Trillion raised through IPO

The biggest IPO from SOE Subsidiary in 10 years. The 2<sup>nd</sup> biggest Indonesian IPO in 2021 with a highly credible, long-term investor lists



## Close to 9K tower acquisitions

In 2021, Mitratel acquired 8139 towers from Telkomsel and 798 towers from Telkom as we strengthen our portfolio



## Fiber Optic Asset Deployment

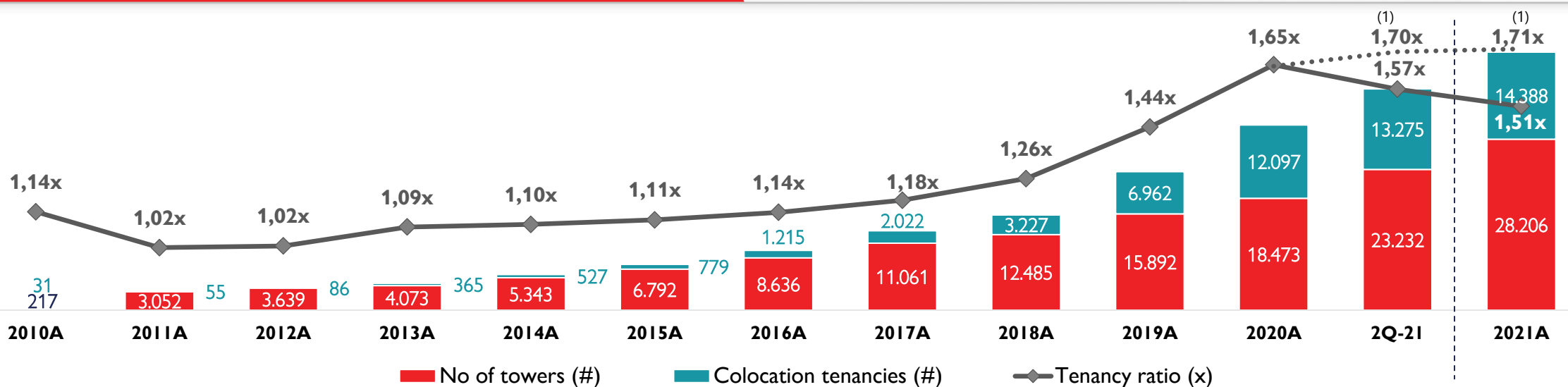
Strategic Partnership with Alita initiated to build ~5,700km of fibers covering ~1,500 sites



## ESG Driven Business Initiatives

Mitratel contributes greatly to the development of Indonesian outer area. Utilizing environment-friendly energy for towers located in remote areas Proven by TJSL and CSR award 2021.

## Mitratel's Evolution

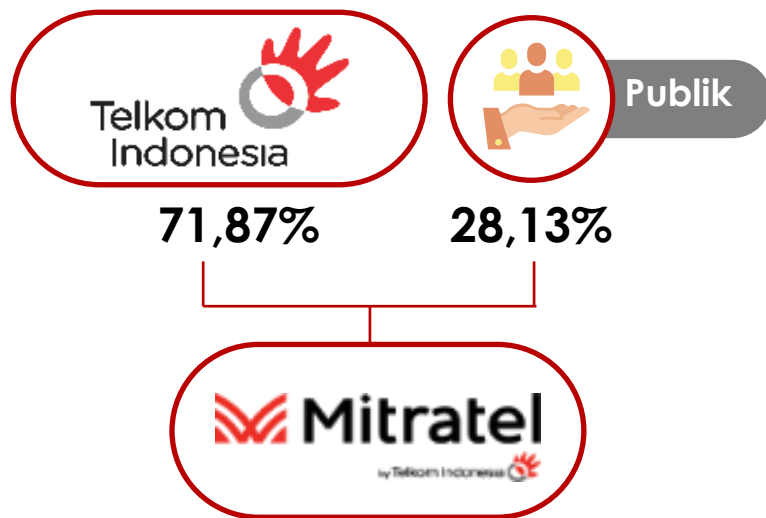


One of Indonesia's largest tower portfolio with 28.206 sites – c.28.000 towers added since 2010

### Notes:

1. Excluding the acquisition of 4,139 sites from Telkomsel in 1Q 2021 and 4,000 sites from Telkomsel in 3Q2021

## Ownership Structure



As of December 30<sup>th</sup>, 2021, entities with ownership of MTEL above 5%

- (1) GIC (Singapore) owns ~5,7%
- (2) INA (Indonesia) owns ~5,4%

## IPO Date

22 November 2021

## Public Shares

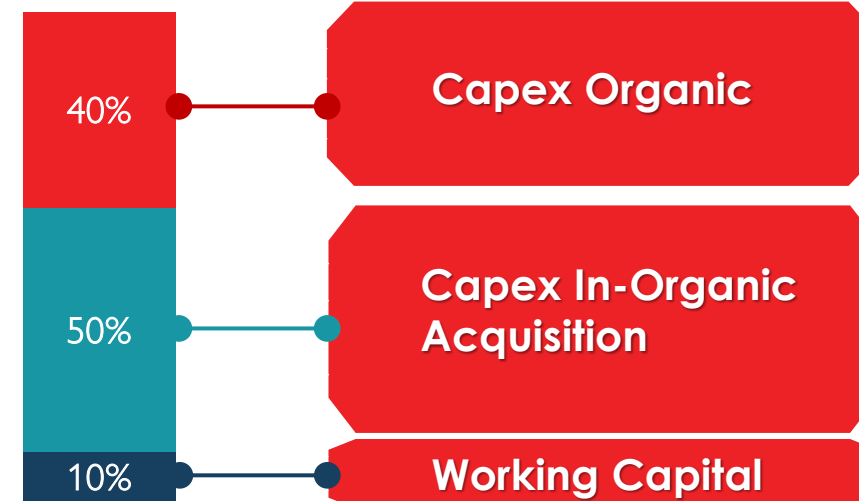
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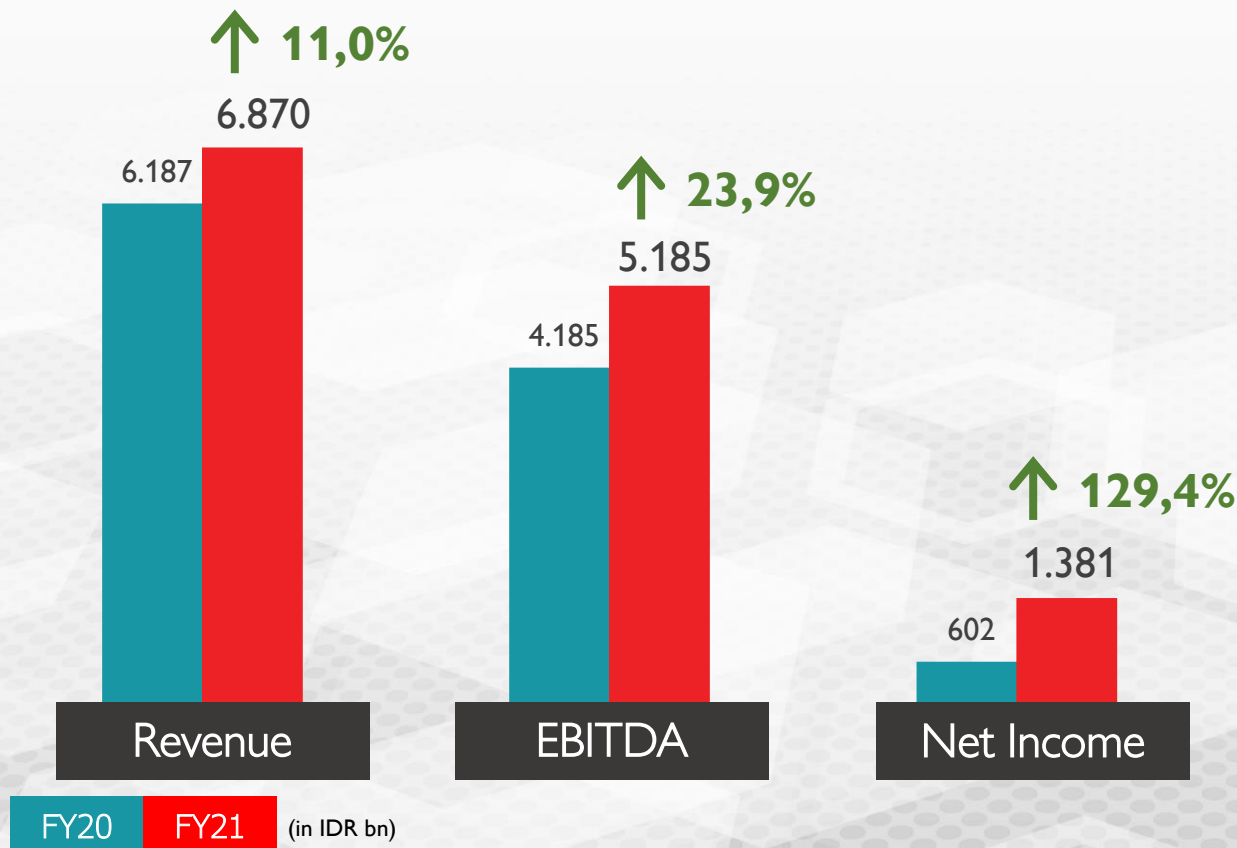
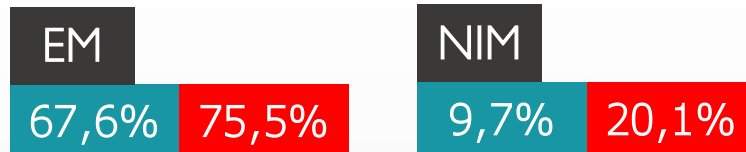
## Total Shares

83.515.452.844

- ▶ Rp18,8 Trillion raised through IPO
  - ▶ Market Capitalization of Rp69,3 Trillion\*. The largest TowerCo in Indonesia by market cap
- \*as of December 30<sup>th</sup>, 2021, Last day trading in year 2021

## Use of Proceed





- PT Dayamitra Telekomunikasi (Persero) Tbk recorded healthy growth in Revenue by 11,0% YoY to Rp6,87 Trillion in FY21, with EBITDA and Net Income grew by 23,9% and 129,4% YoY respectively. Furthermore, both EBITDA Margin and Net Income Margin were also expanding to 75,5% and 20,1%, increased by 7,8ppt and 10,4ppt from the same period last year
- Tower owned continue to be the main growth driver, recording revenue of Rp5,4 trillion or soared 26,6% YoY driven by sustainable growth of tower & colocation lease revenue, including tower acquisition of Telkomsel & Telkom in 2021
- Mitratel consistently perform cost efficiency to have equal or higher profitability to the tower industry to support the success of the IPO process and increased valuation
- Mitratel successfully conducted its Initial Public Offering (IPO) on 22 November 2021 and became one of the biggest listed Tower Provider in Indonesia. Mitratel raised around Rp18,8 trillion in fresh fund which would be allocated to support organic and inorganic business expansion
- Following Mitratel's investment or acquisition in Telkomsel & Telkom towers, the Company become one of the biggest tower companies in Indonesia with 28.206 towers in FY21

FY 2020

FY 2021

## Tower Leasing

- Revenue increased by 26,6% to Rp5,4 trillion driven by sustainable growth of tower & colocation lease revenue, including from tower acquisition of TELKOMSEL & Telkom in February & August 2021.
- Focus on further growing the site leasing business through organic growth, and identifiable inorganic growth

from  
69,3%

to  
**79,0%**  
of revenue

4.285

↑ YoY  
**26,6%**  
5.425

## Reseller

- Revenue decreased by 28,9% YoY to Rp653 billion during the period driven by tower reseller acquisition of 1,911 towers from Telkomsel in October 2020, and inbrens 798 towers from Telkom in August 2021 which move existing reseller revenue from related tower to tower owned revenue.
- 2.816 resellers left in Portfolio (a 28% drop from FY20)

from  
14,9%

to  
**9,5%**  
of revenue

919

↓ YoY  
**-28,9%**  
653

## Tower Related Business

- Revenues of Rp791 billion, or lower by 19,5% from last year as we continue our transition to refocus on Tower Related Businesses for supporting fiberization and 5G initiatives going forward
- Future plans to expand Tower Related Businesses includes fiber, small cells and infrastructure solutions for 5G network

from  
15,9%

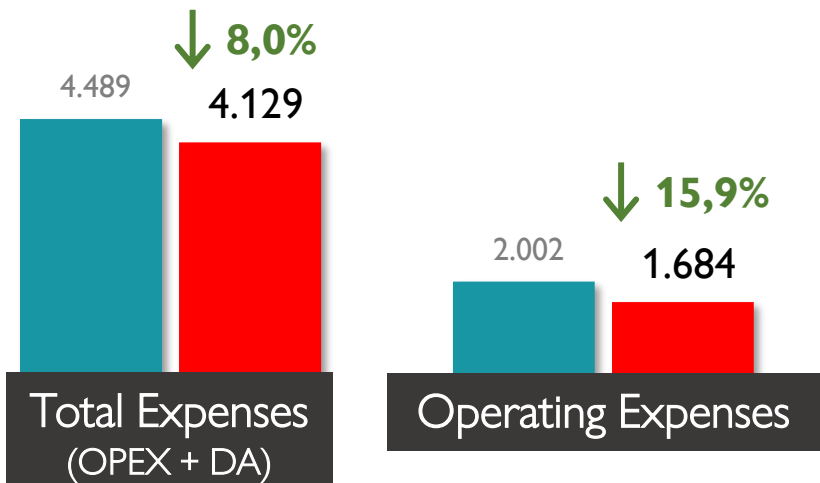
to  
**11,5%**  
of revenue

983

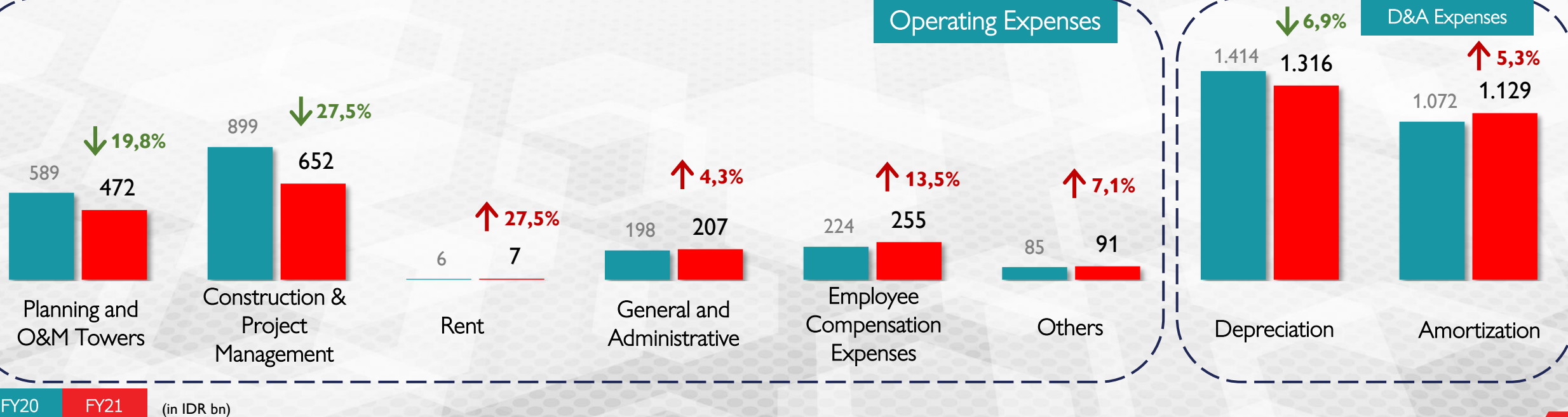
↓ YoY  
**-19,5%**  
791

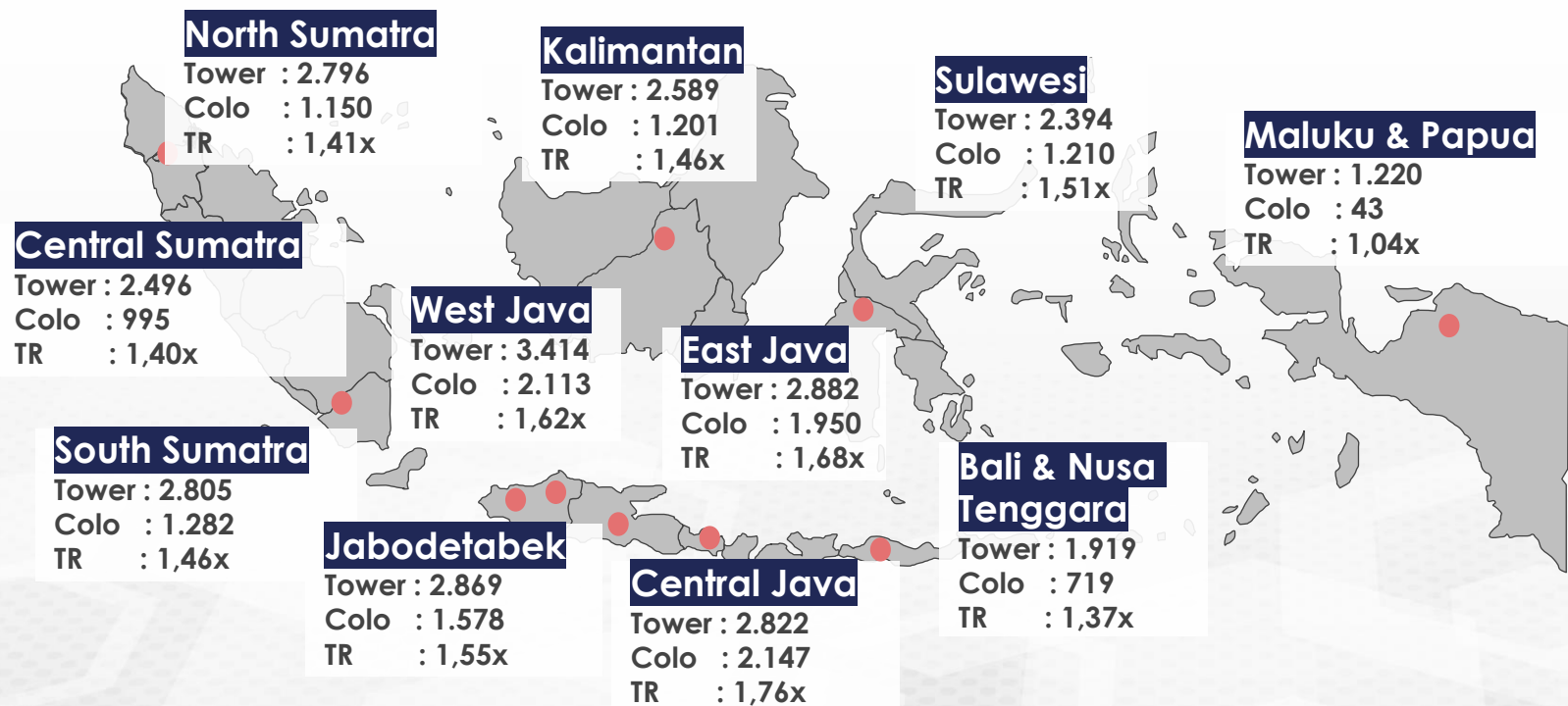
(in IDR bn)



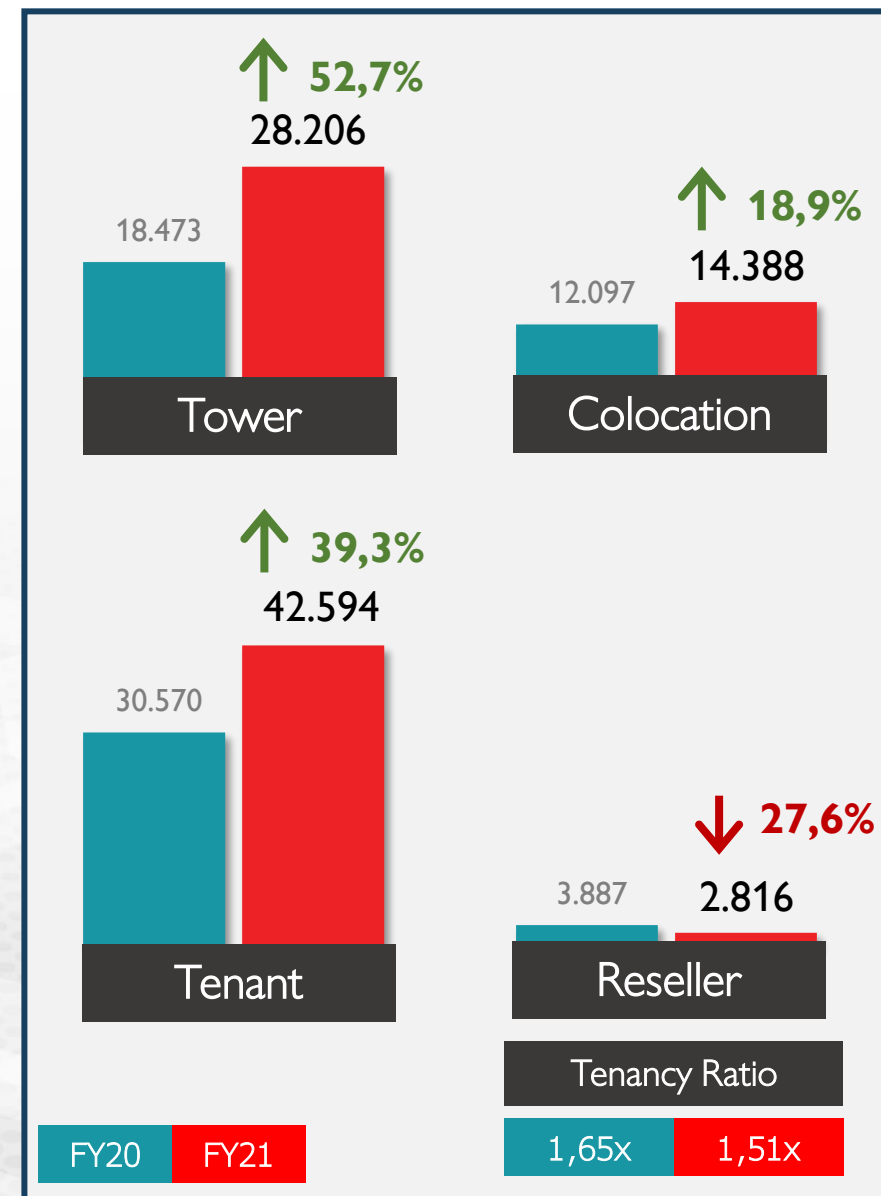


- **Planning and O&M Towers** decreased due to efficiency of tower maintenance scheme in 2021, while still prioritizing quality of service and maintenance
- **Construction and PM** declined due to revenue decrease from tower related portfolio
- **Rent** cost increased due to expense relating to short-term leases, pertaining to vehicle lease of subsidiary.
- **Employee compensation expenses** growth driven by addition of employees and organizational restructure in 2021
- **G&A** increase is in line with addition in outsource expenses for operational activities.
- **Others** cost include COGS expenses, Bank Admin cost, Cost of Operating Income, etc. increase primarily due to the increase of allowance for expected credit loss of account receivables recorded during 2021.
- **Depreciation & Amortization** decrease due to change in estimated useful life of telco towers and their foundations from 20 years to 30 years

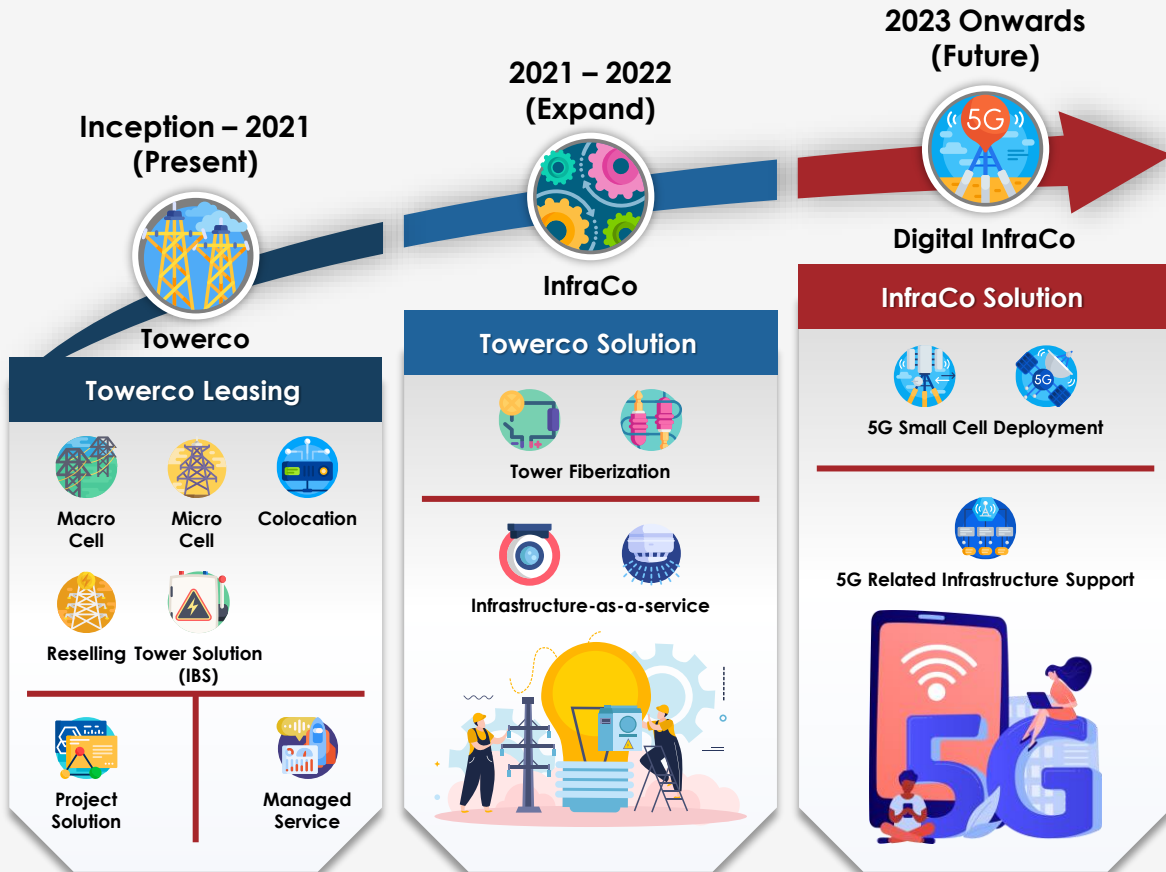




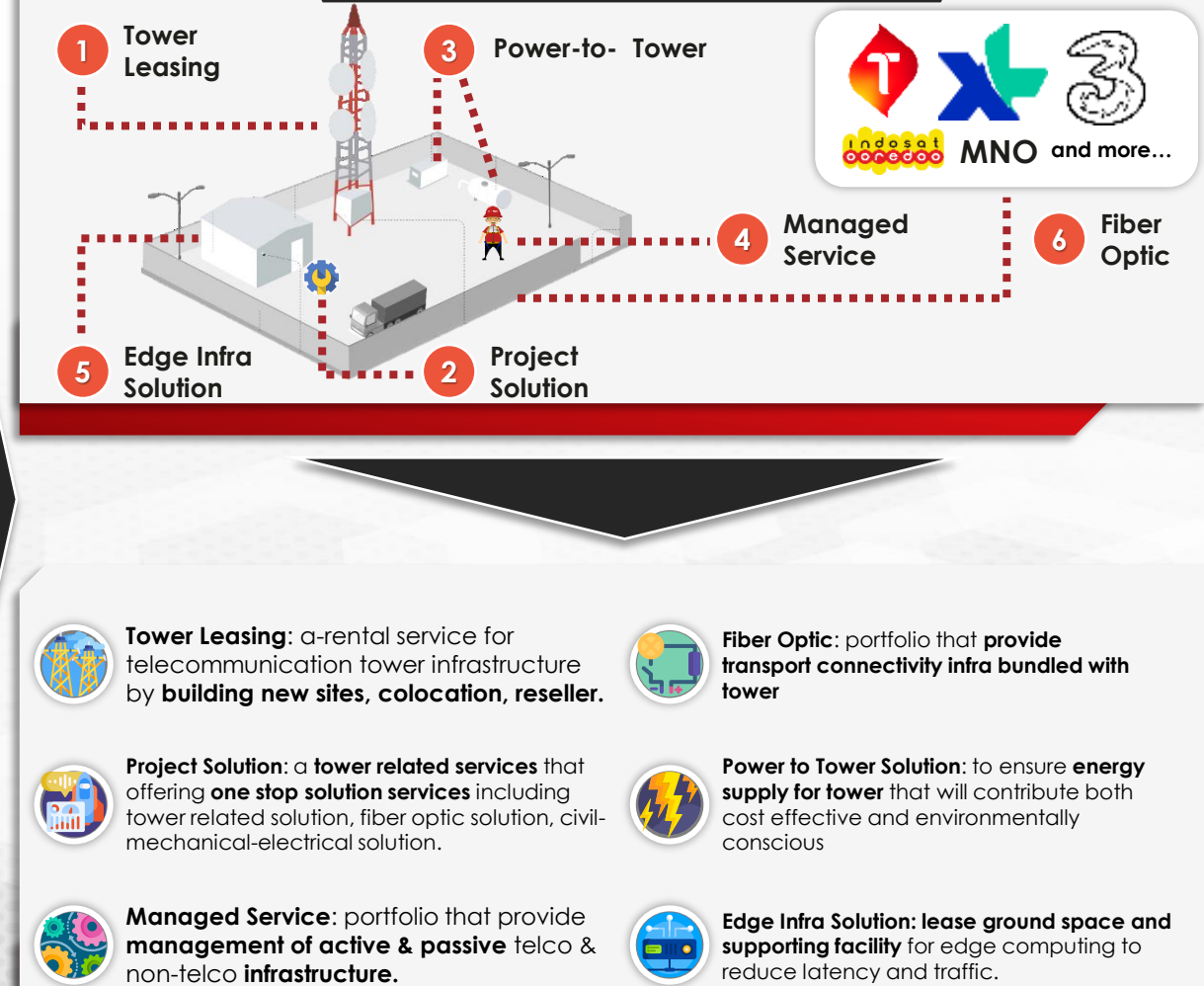
	# of towers	% portfolio	Tenancy ratio
Tower network in the Java region	11.987	42%	1,65x
Largest tower network in the ex-Java region	16.219	58%	1,41x



## TOWER ECOSYSTEM AND FUTURE GROWTH



## TOWER ECOSYSTEM



## Environment

Mitratel's **Environment, Social, and Governance (ESG)** program are implemented as our gratitude towards the environment, engagement with the human resource, and acceptance from the surrounding community.

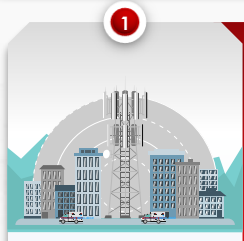
## Social

Mitratel is **committed to social issues**, both related to **gender equality, employee safety, and health, improving employee competence, and also corporate social responsibility** which are realized in the form of annual work programs and can be accounted for to all stakeholders.

## Governance

Mitratel maintains governance by **focusing on good and sustainable management** internally by **applying the principles of responsibility, accountability, independence, and transparency** to maintain the **level of trust from all stakeholders**.

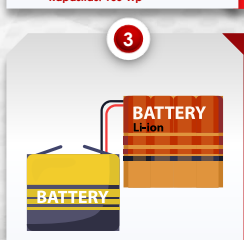
### Some examples of the implementation Mitratel's ESG program:



The ELAMOS (Extended Tsunami Early Alert System for Indoor Public Building) application is a **System Integration of Panic Button, EWS for Mountain Eruption and Go-Ambulance**, with the use of towers for sensor infrastructure.



615 Solar Panels installed in Tower Sites across Indonesia to reduce the carbon footprint by avoiding the use of diesel generator.



Lithium Battery installed in 282 sites situated near the border of Indonesia (BTS Perbatasan)



Noorhayati Candrasuci as Chief Commercial Officer

Mitratel has **1 female director in the same management line with 20%** of the total directors and as **for employees, 28% are female**.



Mitratel is fully committed and responsible for

- Ensuring that each employee has the same opportunity and chance in their **competence improvement, performance review, career development, and received appreciation payment**.
- Fulfilling its Occupational Health and Safety responsibility toward all Human Resource personnel by providing **health facilities and implementing occupational health programs**.



Corporate Social Responsibility Program

- Clean Water Facilities and Infrastructures (Drilled Wells) in Pengotan Village, Bangli
- Provided tents, portable toilet, generator for victims of Mt. Semeru eruptions in Lumajang
- Providing Basic Foods in 50 areas located in Indonesia for those struck by COVID-19 pandemic. Approximately 30 thousands packages were distributed



Transparency of shareholder composition



Executive Remuneration Committee functions attached to the BoC in accordance with POJK Regulation



GCG, which include a fraud management system and a violation reporting management system as of Mitratel Group GCG Management Guidelines as of February 2021



Audit Committee Charter and the **Strengthening of the CFO function to become a CFRO (Chief Financial & Risk Officer)**.



The **consolidated financial statements refer to Standar Akuntansi Keuangan (Indonesian Financial Accounting Standards) ("SAK")** and audited by external consultant Kantor Akuntan Publik (Public Accounting Firm) (KAP)



**10%**

Revenue increase

**13%**

EBITDA increase

**9,9Tn**

CAPEX plan

**3-4k**

Colocation add

**750**

B2S Add

**6k km**

FTTT deployment

PENCATATAN PERDANA SAHAM  
**PT Dayamitra Telekomunikasi Tbk.**

BURSA EFEK INDONESIA - SENIN, 22 NOVEMBER 2021





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