



# Corporate Presentation 1Q-22

PT Dayamitra Telekomunikasi Tbk

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# Key Company Highlight



## Indonesia Public Relation Award (IPRA) 2022

Creating Impact for The Better Future as Best Public Relations in Company Strategy on Strengthening the Synergy of Telecommunication Services.



## Anugerah BUMN Award 2022 ke-11

Carrying the theme, "SOE Governance Transformation Builds Business Balance", Mitratel won 2 (two) awards :

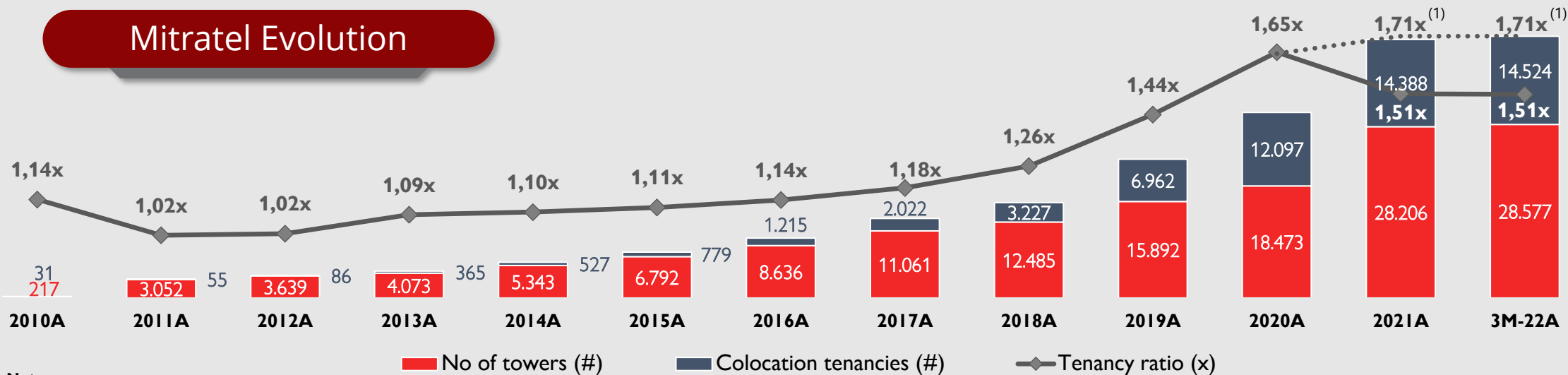
1. Best CEO Strategic Orientation
2. Best Organizational Transformation.



## Alpha Southeast Asia Awards

Best Equity/IPO Deal Of The Year In Indonesia from Majalah Alpha Southeast Asia.

## Mitratel Evolution



Notes:

1. Excluding the acquisition of 4.139 sites from Telkomsel in 1Q 2021 and 4.000 sites from Telkomsel in 3Q 2021

# Management Team



**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 Business  
Officer*

*20 years of experience  
within telco sector*



**Hendra  
Purnama**

*Chief Investment  
Officer*

*20 years of experience  
within capital market sector*

# Tower Industry Landscape & MTEL Key Differentiation

One of the **largest tower operators** in Indonesia with 28,577 towers and 43,101 tenants, **operating in one of the most attractive tower markets globally**

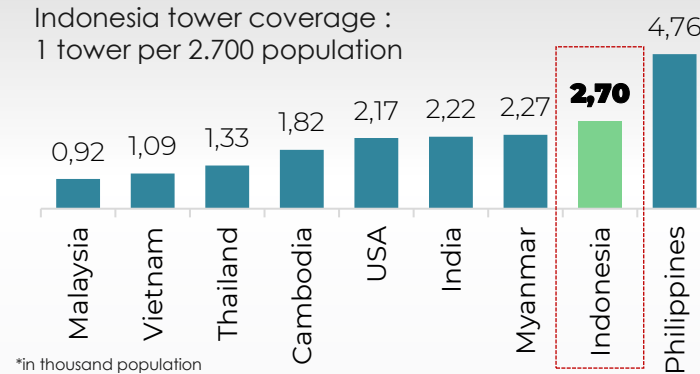
## Industry Consolidation Trend



Consolidation will likely force MNOs to consolidate their tower business and cancel some of the expiring lease contracts. Order flow from the merged entity for coverage would be lower than the order flow from two distinct entities expanding coverage

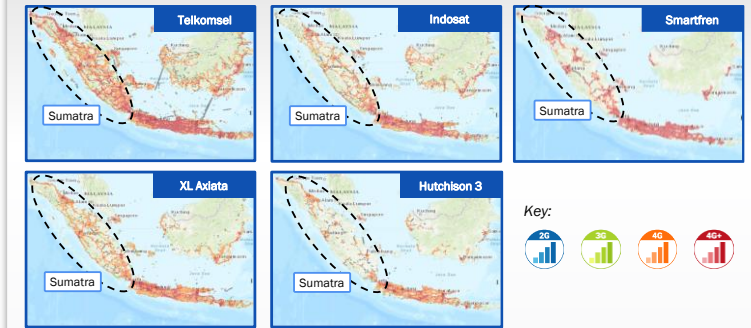
## Population/Tower

Indonesia tower coverage :  
1 tower per 2.700 population



Indonesian is one of largest and attractive markets that has attractive growth. **Tower demand is high due to where low tower density where 1 Tower used to cover 2.700 population**

## 4G coverage growth: operators looking to ex-Java expansion



XL Axiata, IOH, and Smartfren are focused on closing the gap with Telkomsel and **prefer Towercos with a large ex-Java presence for colocation** (faster and more cost efficient vs. B2S)

## Mitratel Key Differentiation



**Largest tower operator in one of the most attractive telecommunications tower markets globally**



**Unique nationwide footprint in highly attractive locations across Indonesia**



**Favorable growth outlook supported by organic and inorganic drivers**



**Attractive and resilient business model with high revenue visibility, underpinned by a high quality customer base**



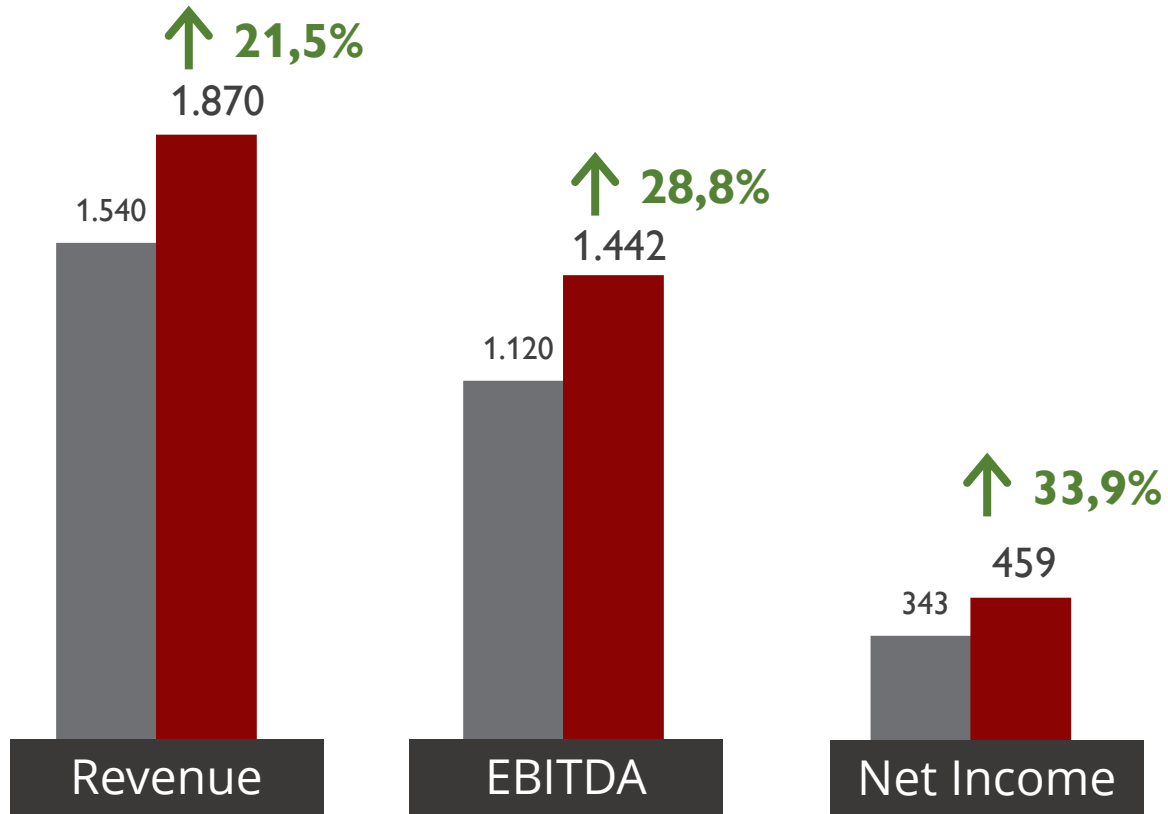
**Attractive financial profile with margin upside, strong cash flow generation and industry leading balance sheet**

Notes:

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

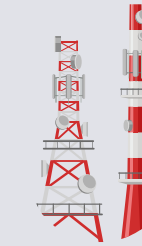
# Performance Highlight

EM	NIM
72,7%	22,3%
77,1%	24,6%



3M21 3M22 (in IDR bn)

## Operational Performance Q1'2022



Tower

**371**  
**New Tower**  
(Total Tower 1Q2022 : 28.577)



Tenant

**507**  
**New Tenant**  
(Total Tenant 1Q2022 : 43.101)



Fiber Optic

**2,117km**  
(Actual demand of fiber as of 1Q2022)

# Revenues

1Q 2021

1Q 2022

## Tower Leasing

- Revenue increased by 24,4% to Rp1,5 trillion driven by sustainable growth of tower & colocation lease revenue, including from tower acquisition of TELKOMSEL & Telkom in August 2021.
- Focus on further growing the site leasing business through organic growth, and identifiable inorganic growth

 from  
76,7%

 to  
78,2%  
of revenue

1.182

↑ YoY  
24,4%  
1.464

## Reseller

- Revenue decreased by 6,0% YoY to Rp176 billion during the period driven by tower reseller acquisition of 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  
12,2%

 to  
9,4%  
of revenue

188

↓ YoY  
6,0%  
176

## Tower Related Business

- Revenues of Rp229 billion, or higher by 34,1% from the same period last year as we continue to capture tower related opportunities with higher margin
- Future plans to expand Tower Related Businesses includes fiber, small cells and infrastructure solutions for 5G network

 from  
11,0%

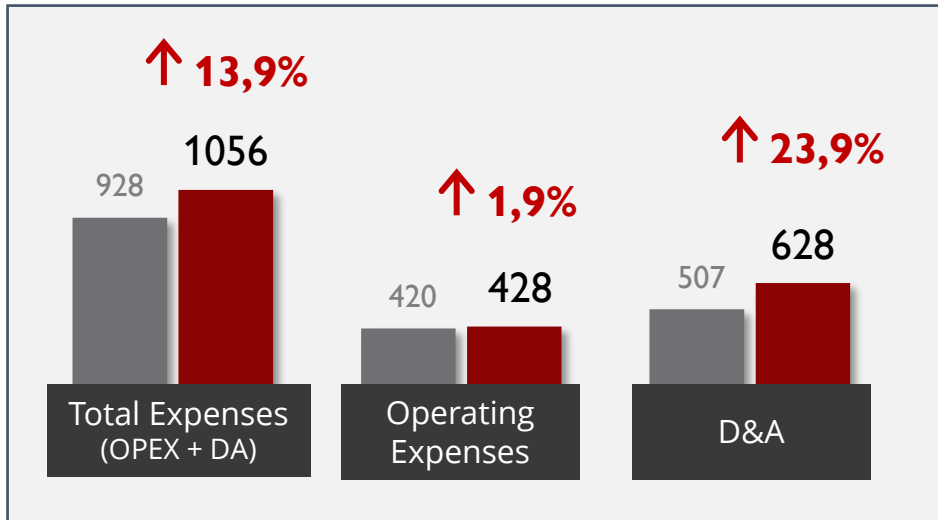
 to  
12,2%  
of revenue

170

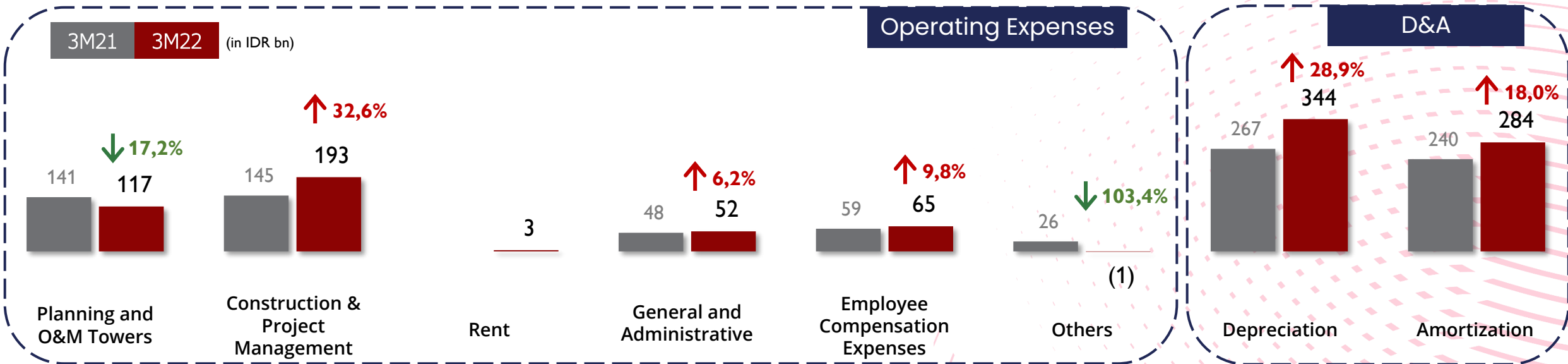
↑ YoY  
34,1%  
229

(in IDR bn)

# Expenses

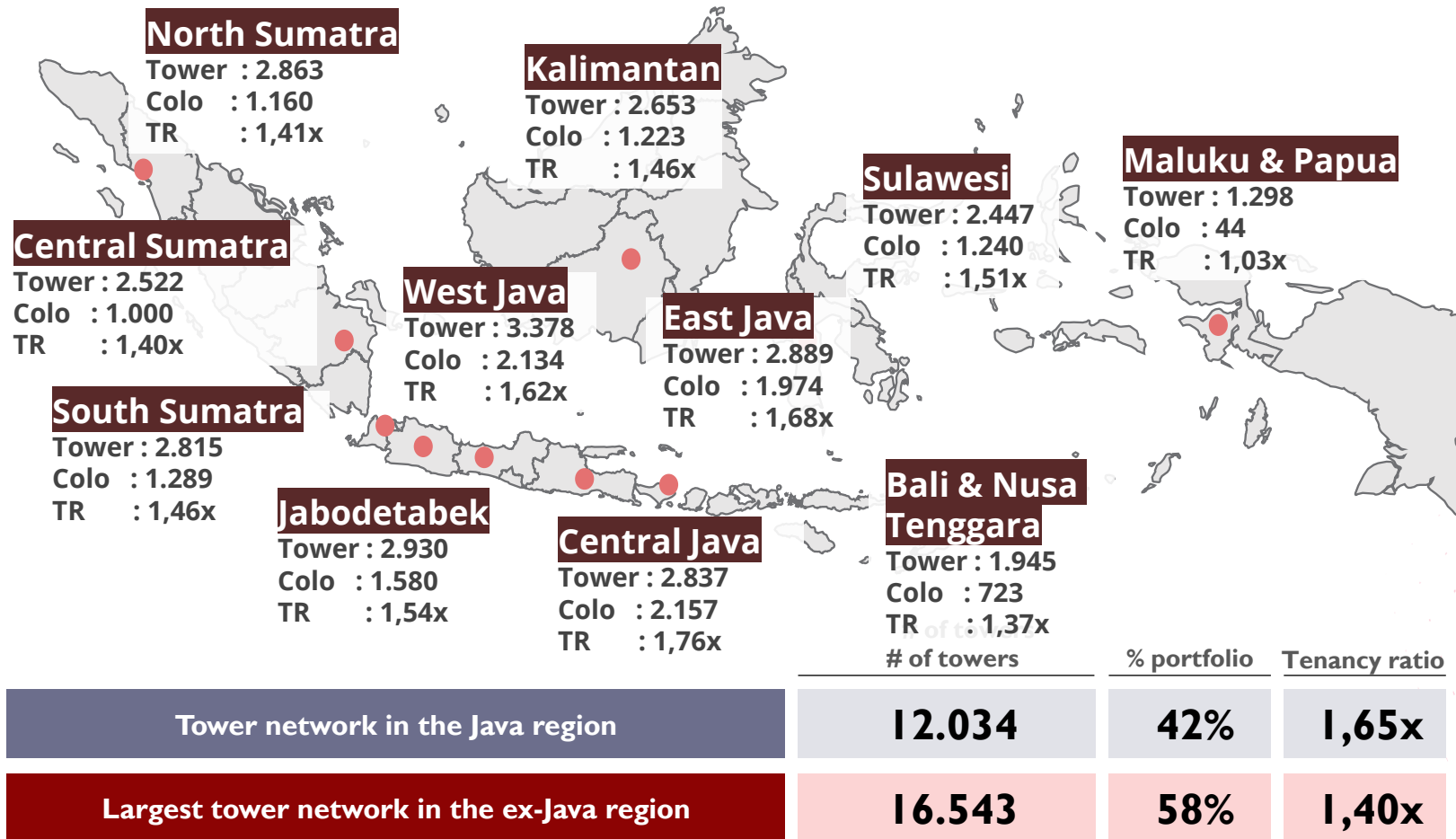


- MTEL succeeded in **cost efficiency** as shown in the decrease of **Planning and O&M Towers** cost by **17,2%**, while still prioritizing quality of service and maintenance
- Construction and PM** increase is **aligned with an increase in revenue of tower-related portfolio by 34,1%**, with the expense increased by 32,6%
- Rent** cost increased **due to expense relating to short-term leases**, pertaining to vehicle lease of subsidiary
- G&A** increase due to **addition in outsource expenses for operational activities**
- Mitratel has succeeded in **carrying out an organizational transformation** by becoming more **customer-centric**, causing an **increase in Employee Compensation Expenses**
- Others** decreased by 103.4% YoY primarily due to the decrease of allowance for expected credit loss of account receivables recorded during 1Q22
- Depreciation & Amortization** mainly increase due to a higher tower growth from **organic development and inorganic activity (8.937 tower acquired in 2021)**

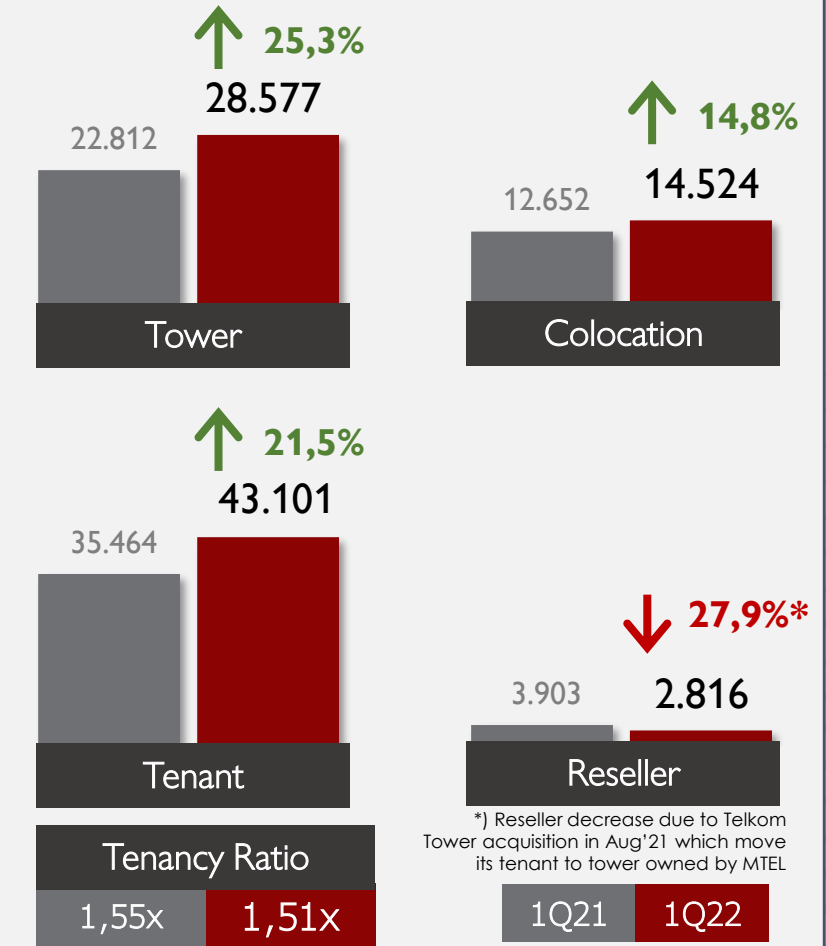


# Operational Highlight

We have the largest tower portfolio in Indonesia in highly strategic locations nationwide, which puts us in advantage position to capitalize on the need for network densification in both urban and rural areas across the nation



Tower and tenant growth is the highest in Indonesia driven by strong organic development and smart inorganic activities



# Mitratel Portfolio Highlight

## PORTFOLIO

## HIGHLIGHT



**1. Tower Leasing:** Mitratel continues to maximize the profits

Continues inorganic activities with target of 3k towers being acquired in Q3-2022



**2. Project Solution:** a tower related services that offering one stop solution services including tower related solution, fiber optic solution, civil-mechanical-electrical solution.

Selectively capture project solution opportunities with higher margin



**3. Power to Tower Solution:** to ensure energy supply for tower

Build potential strategic partnerships for the initiation of Solar Panel Systems



**4. Managed Service:** portfolio that provide management of active & passive telco & non-telco infrastructure.

Expand capabilities to capture Managed Operations opportunities



**5. Edge Infra Solution:** lease ground space and supporting facility for edge computing to reduce latency and traffic.

Prepare Edge Infra Solution piloting project to be implemented in 2022

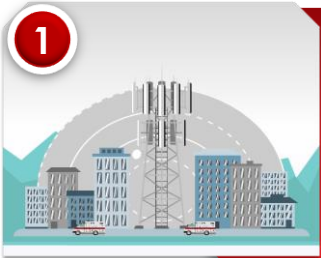


**6. Fiber Optic:** portfolio that provide transport connectivity infra bundled with tower

Around 2,117 km FO actual order received to be deployed

# ESG Approach (Triple Bottom Line)

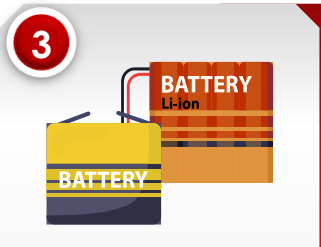
## Environmental



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 303 sites situated near the border of Indonesia (BTS Perbatasan)

## Governance



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

## Social



### Encouraging Women Participation

Close to 30% of employees are female.



### Employees' Fulfillment

- 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



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

**10-11%**  
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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