



CORPORATE PRESENTATION 9M23

PT Dayamitra Telekomunikasi Tbk

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MITRATEL COMPANY HIGHLIGHT

Fastest Growing Independent Tower Operator in Indonesia

Biggest Tower Owner in SEA countries¹⁾ with 37,091 tower and high room for growth align with additional tenancy

Industry leading growth (YoY) with “triple double-digit” growth
Revenue 11.9%
EBITDA 14.8%
Net Income 16.6%

Stable in current macroeconomic condition with 1.96x Net-Debt to EBITDA and zero exposure to Foreign Exchange risks



Tower ecosystem consolidator champion with the successful acquisition of ~21K tower²⁾ assets since 2019

Proven track record of attracting colocation where **62% of total order are deployed in ex-Java, the new epicentrum of growth.**

Entering Fiber to the Tower (FTTT) business as a strong emerging player **with 29K Km has been deployed & owned**

Notes:

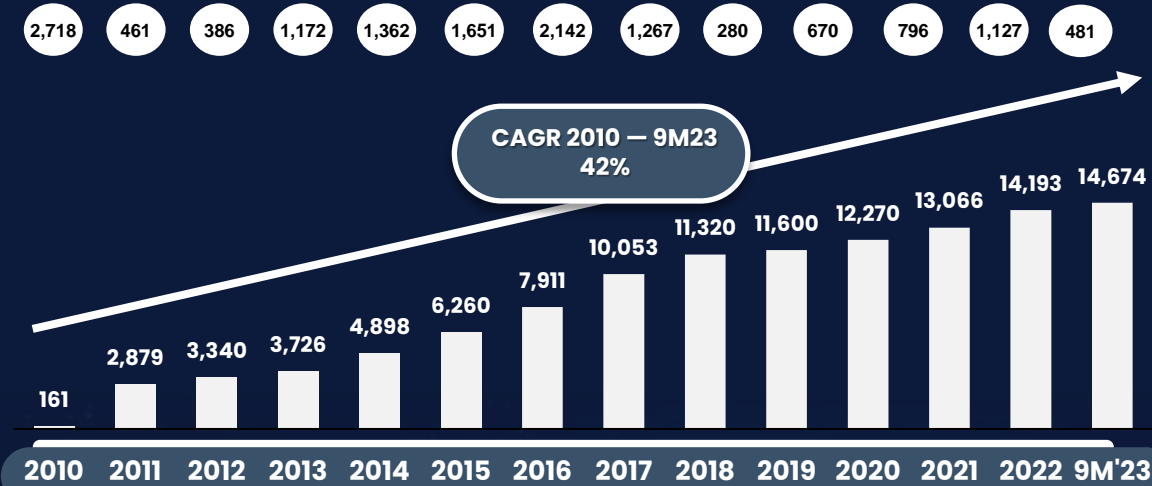
1) By number of tower owned

2) Including IOH tower acquisition in March 2023

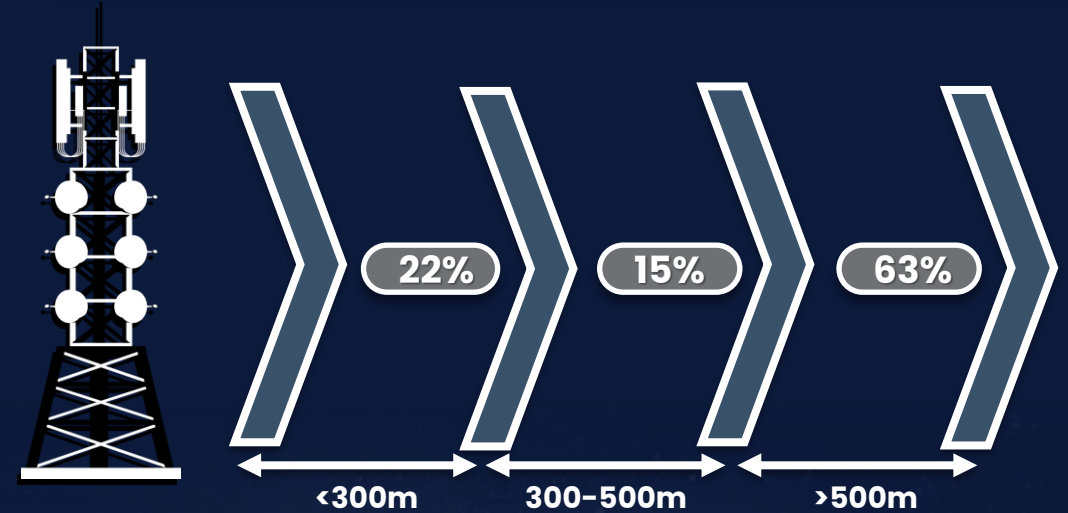
MITRATel PROVEN TRACK RECORD



Track record of organic growth in built-to-suit towers



Strategic tower locations and not close to each other



Proven execution track record of growing colocations on our portfolio



Notes:
Excluding the acquisition of 4,139 sites from Telkom in 9M 2021, 4,000 sites from Telkom in 9M2021, 6,000 site from Telkom in 9M2022, and 997 site from IoH 1Q2023.



Significant colocation potential on current tower portfolio



Key beneficiary of MNO's ex-Java rollout where Mitratel tenant Growth in Ex-Java 11.4%

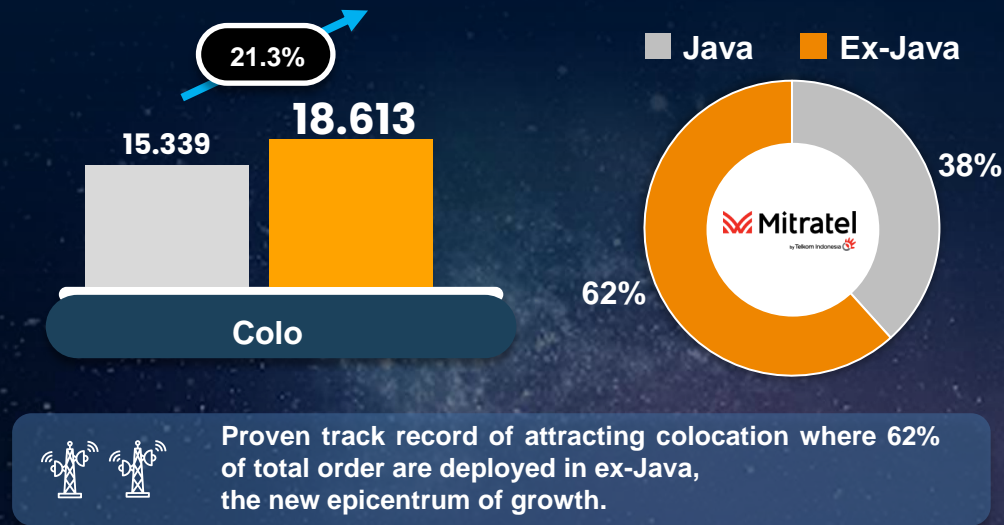
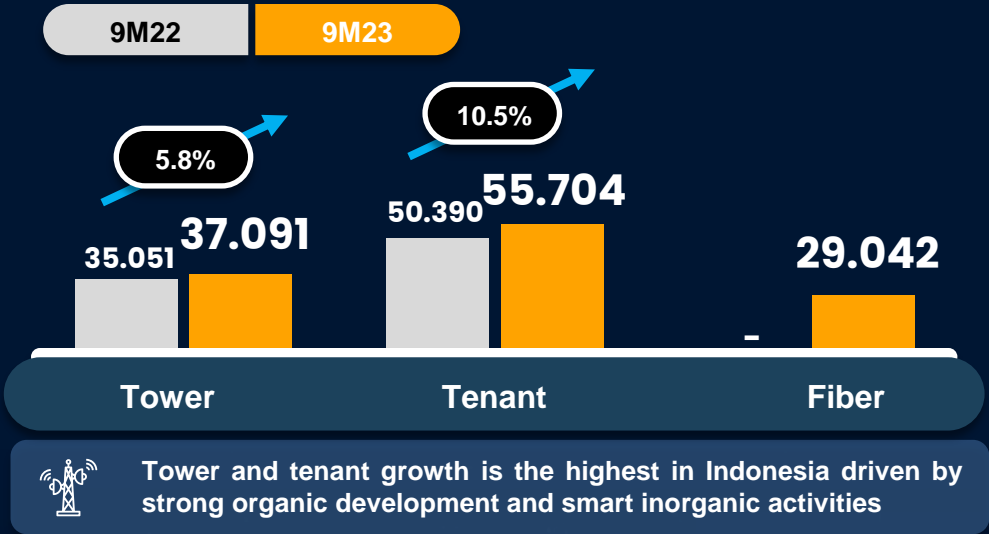


Attracting colocation on existing towers which MTEL share of Colo in 9M2023 MNO roll-out is 39%

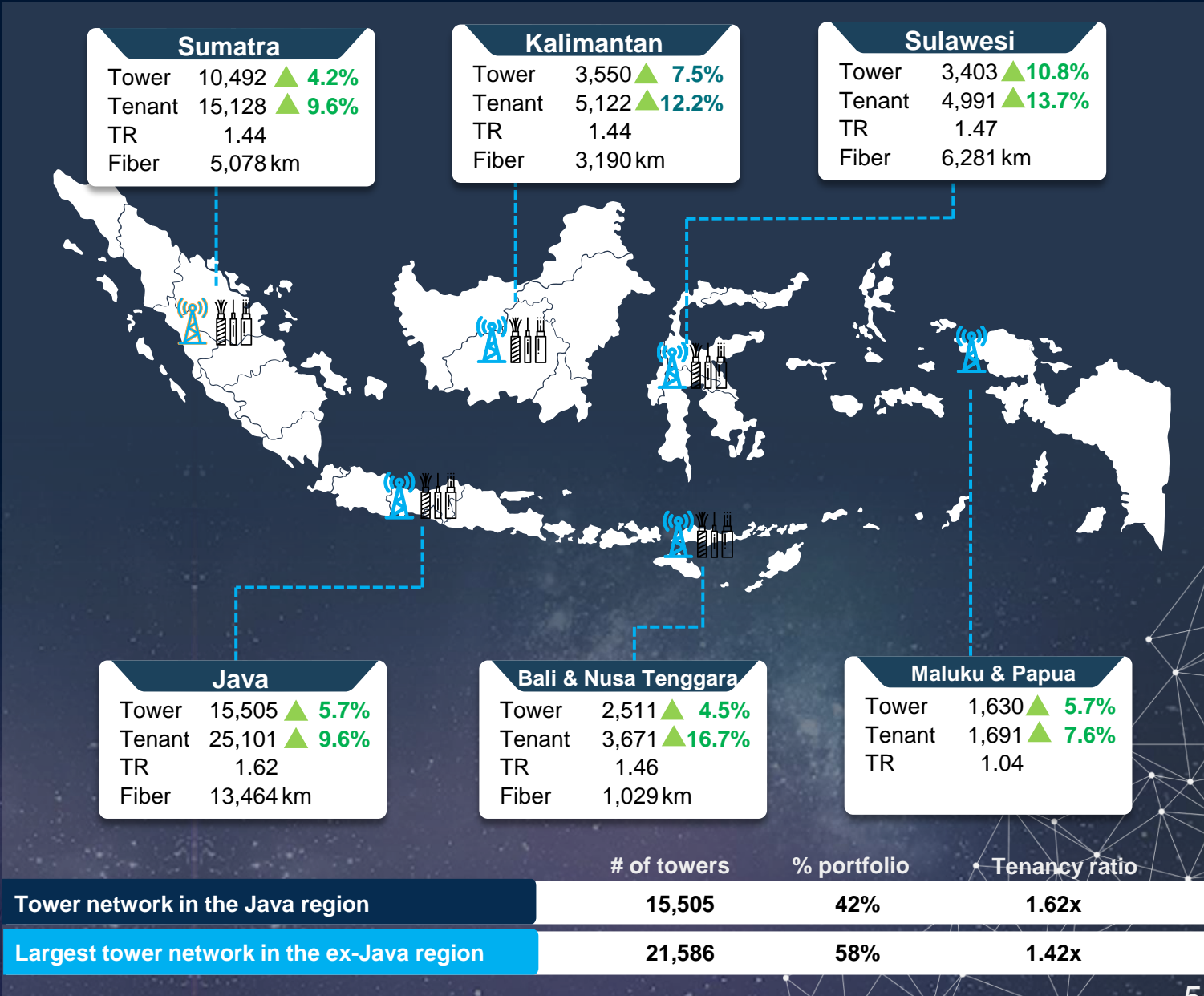


Mitratel Tower attractiveness increased driven by offering tower bundling product with Fiber and Power

OPERATIONAL HIGHLIGHTS

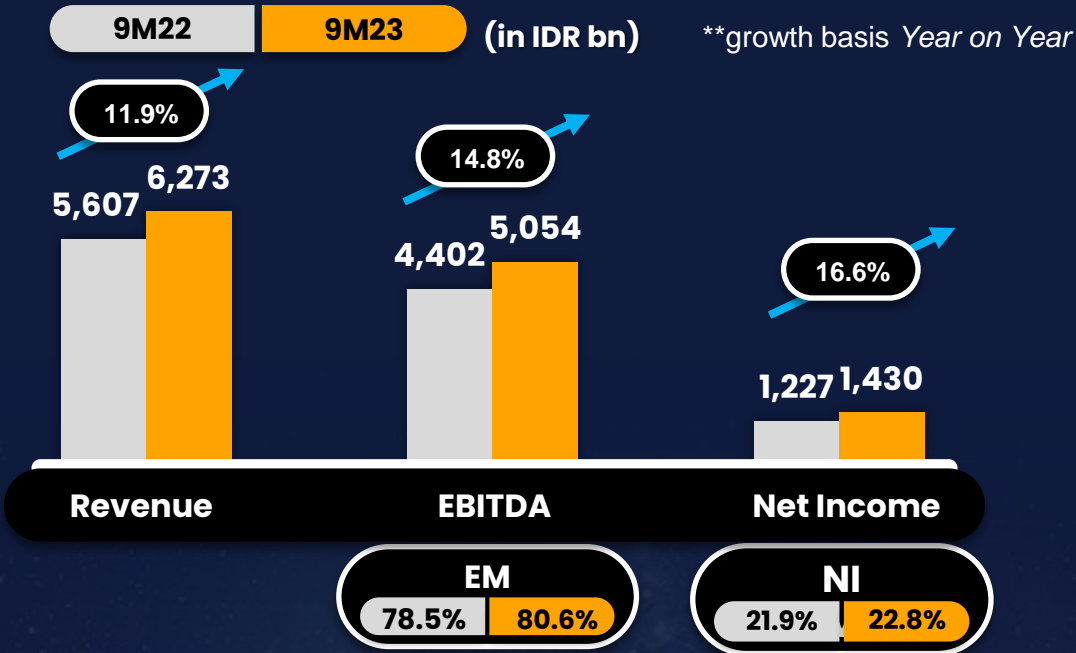


**growth basis Year on Year



PERFORMANCE HIGHLIGHTS

Financial Performance 9M23

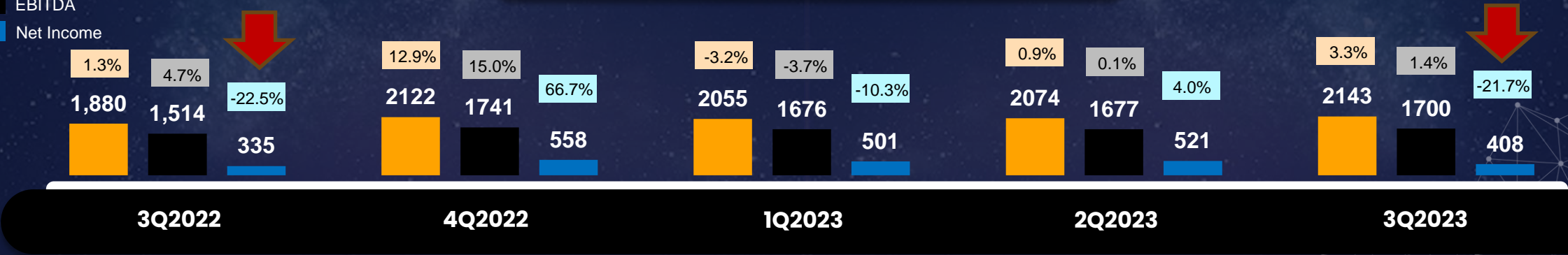


Operational Performance 9M23



Revenue EBITDA Net Income
**growth basis Quarter on Quarter

Performance by Quarter



TOWER BUSINESS CONTINUED TO GROW STRONGLY

9M22

9M23

(in IDR bn)

Tower Leasing

- Revenue increased by 13.7% to Rp5,220 billion driven by growth of tower & colocation lease revenue, including from towers acquisition in 2023

from
82%

to 83%
of
revenue

YoY 13.7%

4,590

5,220

Fiber

- Revenue increased to Rp145 billion during the period driven by organic deployment of Dark Fiber as well as inorganic action.

from
0%

to 2%
of
revenue

0

145

Tower Related Business

- Revenue of Rp450 billion, or decreased by 15.3% from last year as we more selectively capture tower related opportunities with a higher margin

from
9%

to 8%
of
revenue

YoY -15.3%

531

450

Reseller

- Revenue decreased by 5.3% YoY to Rp459 billion during the period driven by renewal of reseller contract
- Reseller business line will be naturally phased out in the next few years due to consolidated market trend

from
9%

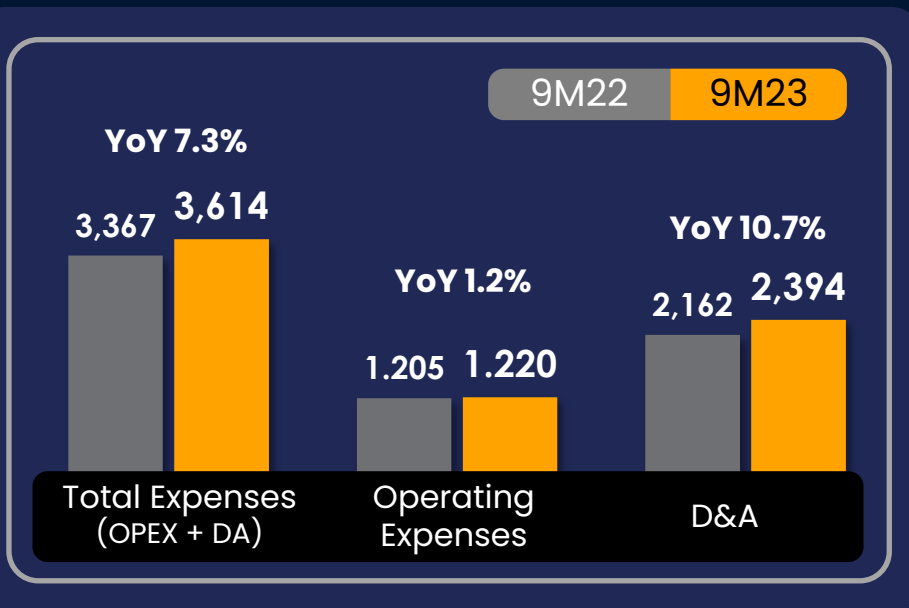
to 7%
of
revenue

YoY -5.3%

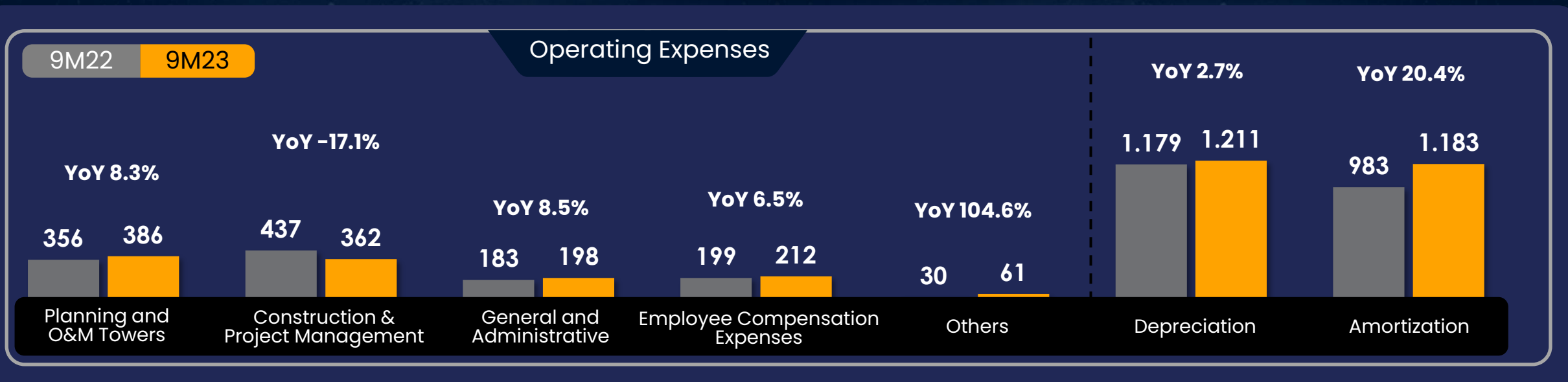
485

459

MANAGEABLE EXPENSES



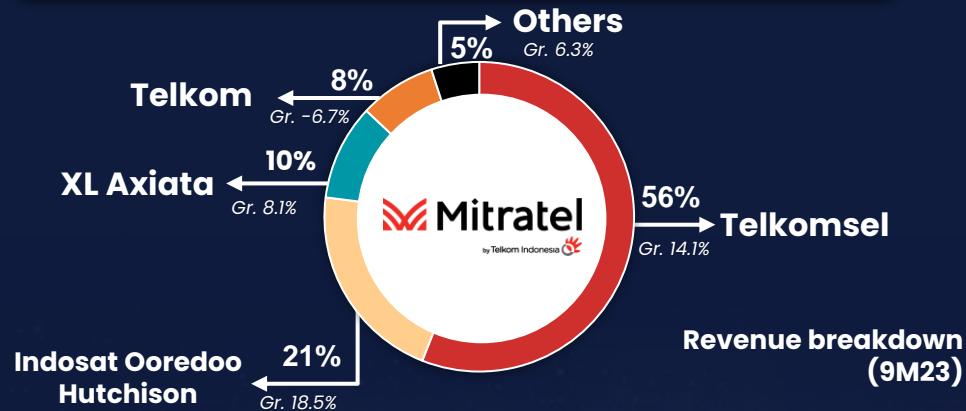
- **Planning & O&M towers increased 8.3% aligned with addition of tower**, Mitratel successfully managed expense growth far below the growth in tower leasing revenue
- **Construction and PM decreased by 17.1%** in line with the company's strategy to be more selective in capturing Tower Related-Business with better profitability and increase portion revenue of construction & project management
- **G&A increase 8.5% growth** driven by consultant fees.
- **Employee compensation increased by 6.5% YoY** due to increasing in employee tax incentives due to change in tax rates and employee benefits and its inline with inflation occurred
- **Other costs increased 104.6%** mainly due to reversal of receivables allowances expense in 9M 2022 driven by excellence billing activity for long outstanding AR.
- **Depreciation** increase contributed by **the extension of tower useful life, and Amortization** mainly increase due to new Tower in from organic and inorganic activity.



HIGH QUALITY CUSTOMERS WITH SIGNIFICANT BACKLOG

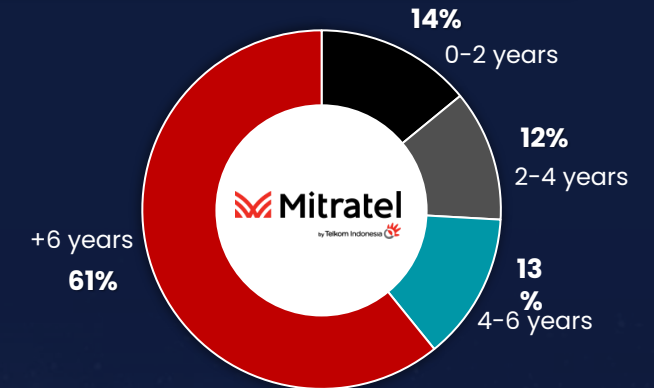
Independent TowerCo with 88% of revenue from the largest MNOs in Indonesia underpinned by a strong anchor tenant

Revenue backed by high quality customers

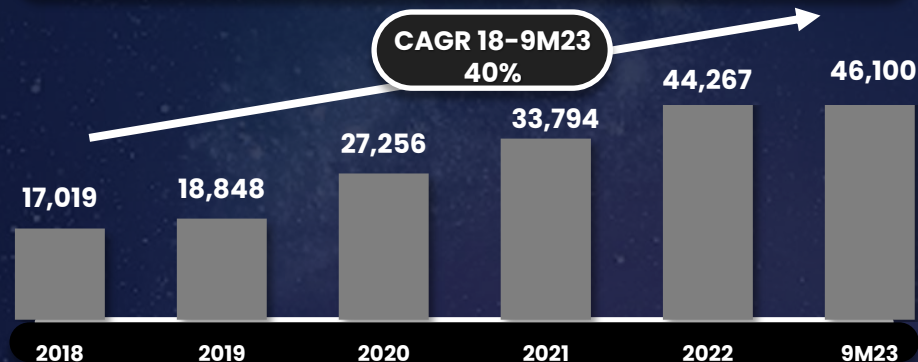


Long Tenancy Expiry Schedule

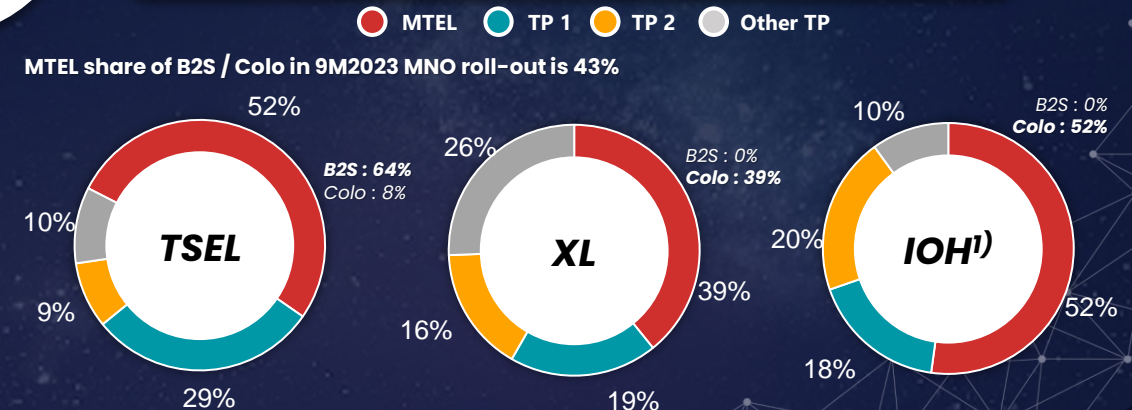
~74%
of our contracts has more than 4 years until expire.



Strong future revenue visibility



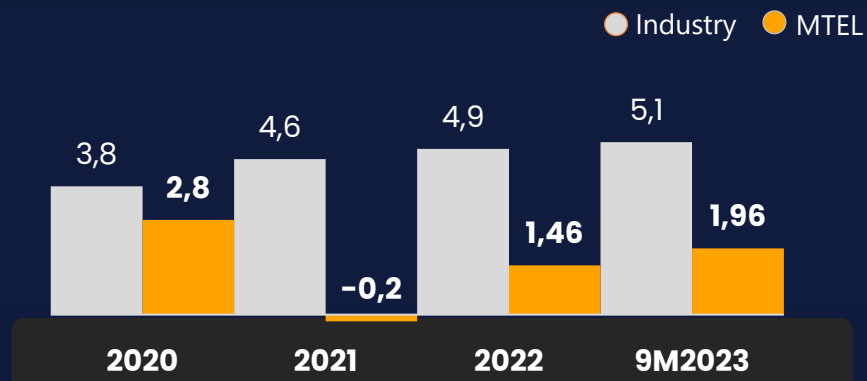
Highest market share from MNO roll-out



¹⁾Excluding Relocation Right to Tower Provider

SUPERIOR BALANCE SHEET & CASH FLOW

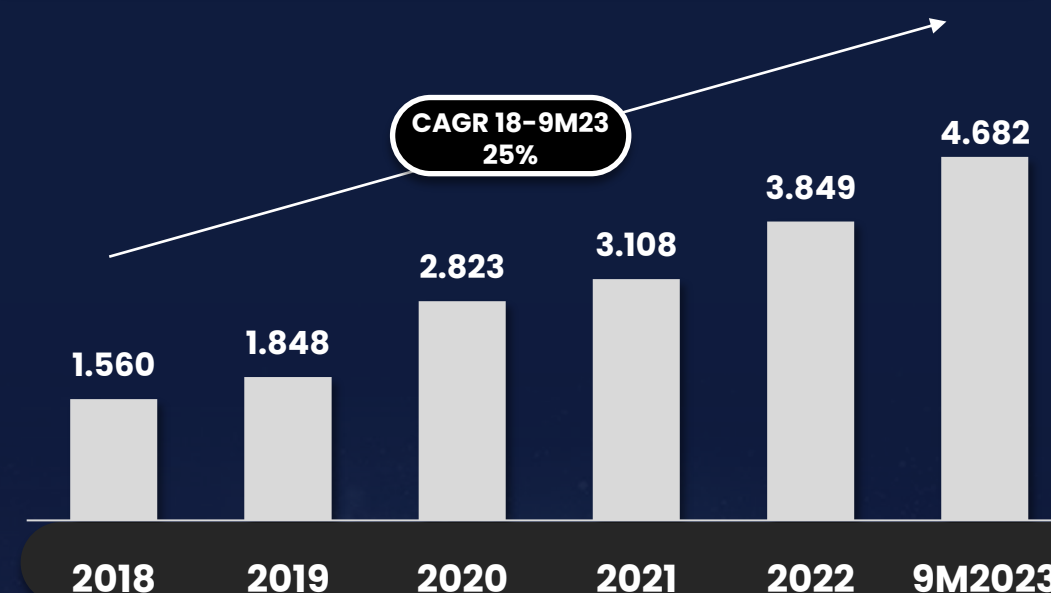
Mitratel Leverage



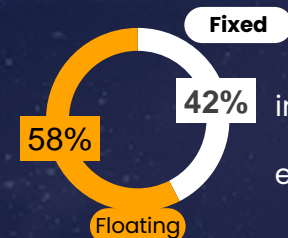
Healthy leverage ratios (Net-Debt to EBITDA) with ample capacity to increase

Component (IDR bn)	FY22	9M23	Covenant Bank
Cash	6,354	2,439	
EBITDA (annualized)	6,142	6,738	
Debt	15,290	15,662	
Equity	33,807	33,459	
Debt to Equity (x)	0.47	0.45	< 5.00
Debt to EBITDA (x)	2.49	2.32	< 5.00
Net debt to EBITDA (x)	1.46	1.96	< 5.00

Recurring Free Cash Flow



Notes:
FCF = EBITDA - (Maintenance Capex+Interest Expense+Tax+Capitalized rent)
Annualized figure for 9M23



MTEL debt as of 9M23

Fixed loan increased to 42% from 39% in the end of year 2022.



Debt maturity & Lender Profile

All Debts are **clean basis** and in **IDR currency**

PROMOTE ESG FOR A SUSTAINABLE FUTURE

Environment

Emission reduction, lower energy consumption and reduce waste

Reduce emissions



- **Renewable** energy
- **Emission** tracking
- **Environmentally-friendly** infrastructure

Reduce energy consumed

Drive **energy efficiency** and **smart energy** management (i.e IoT sensors)



Reduce waste produced



~350 sites converted



Social

Actions focused on local community, our employees, and disadvantaged people.

Corporate Social Responsibility



Social
donations



Education
enhancement

Contribution to the Community

Reduce the telecommunication **gap and digital divide** in Indonesia

Gender Equality Improvement

31% female employees

Increase from 29% in FY22. Recent recruits are ~50% females



Governance

Maintaining the level of trust from all stakeholders.

Governance Standards

- ISO 45001:2018 **Management system**
- ISO 9001:2015 **Quality Standard**
- ISO 31000:2018 **Risk Management**
- ISO/IEC 27001:2013 **IT Management system**

Policy Enhancement

- **Anti-discriminatory & Anti-Bribery**
- **Diversity Policy**
- **Career Development Policy** for Employees



Anti-Fraud & Whistle-Blowing



- **GCG** implementation,
- **Fraud management** system
- **Whistle-blower** management system

Mitratel committed to improving the sustainability aspects and ultimately providing the most optimum return for the shareholders

GUIDANCE FOR 2023

11%
Revenue Increase



11%
EBITDA Increase



7Tn
CAPEX Plan



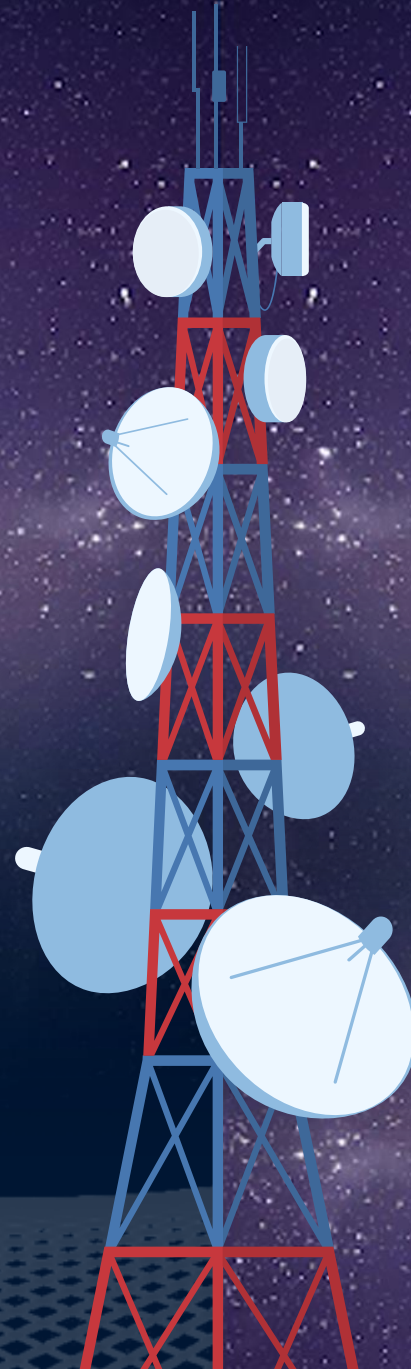
4K Organic
Tenant Add



1.5K Inorganic
Tenant Add



13K KM
Fiber Optic Deployment





THANK YOU



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