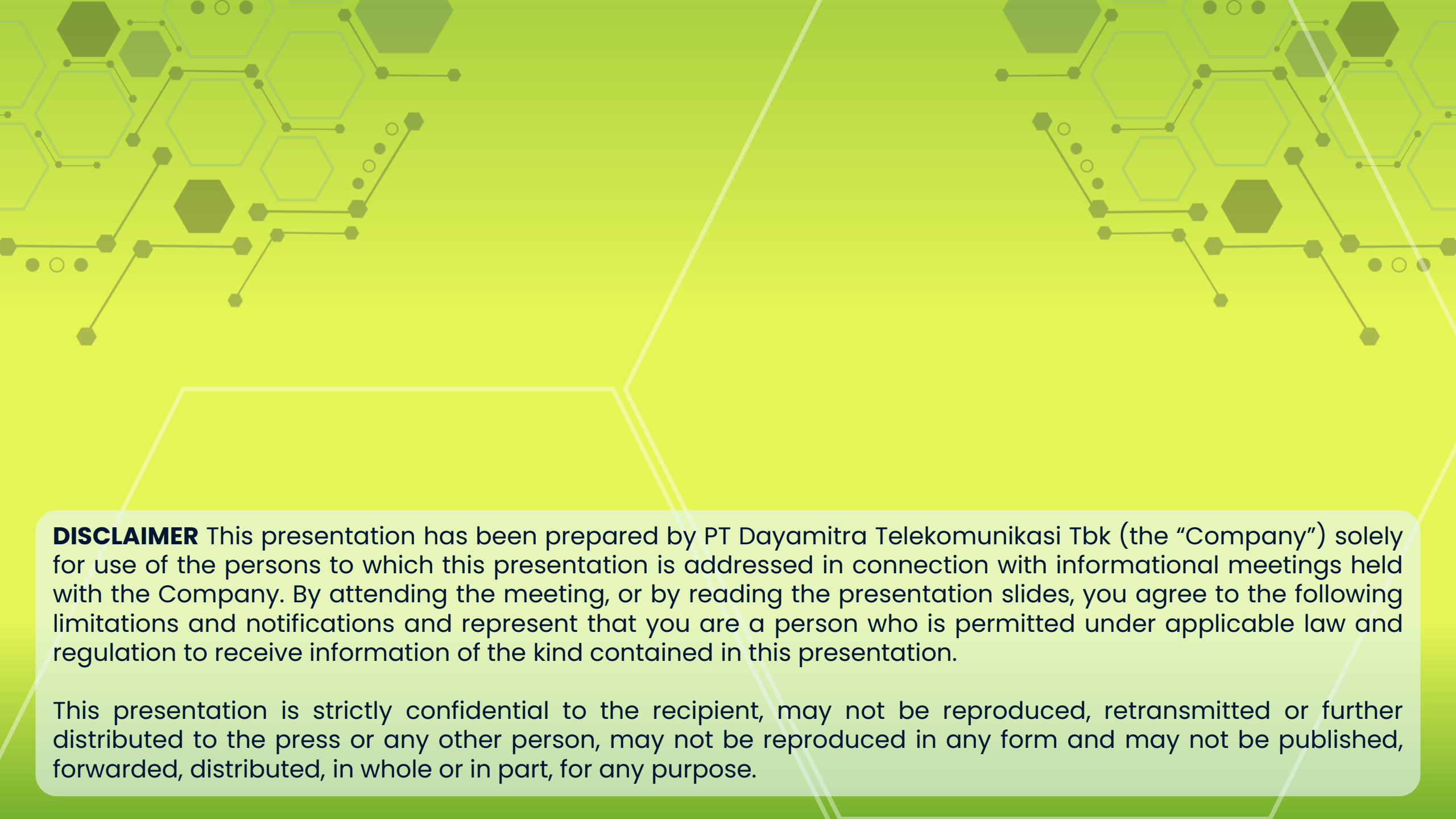


CORPORATE PRESENTATION 9M24

PT Dayamitra Telekomunikasi Tbk





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MITRATEL COMPANY HIGHLIGHT

Fastest Growing Independent Tower Operator in Indonesia

Biggest Tower Owner in SEA with 39,259 Towers backed by key customers with strong credit rating

Revenue Contribution TSEL: 55%
IOH: 19%
XL: 11%

Independent TowerCo with Prominent Market Share of 52% with where 59% tower located in ex-java with 8% tenant growth

Best ESG Risk Rating among Tower and Telco Companies (Latest score: 19.3; low risk)

and maintain inclusion on major premium indices e.g. LQ45

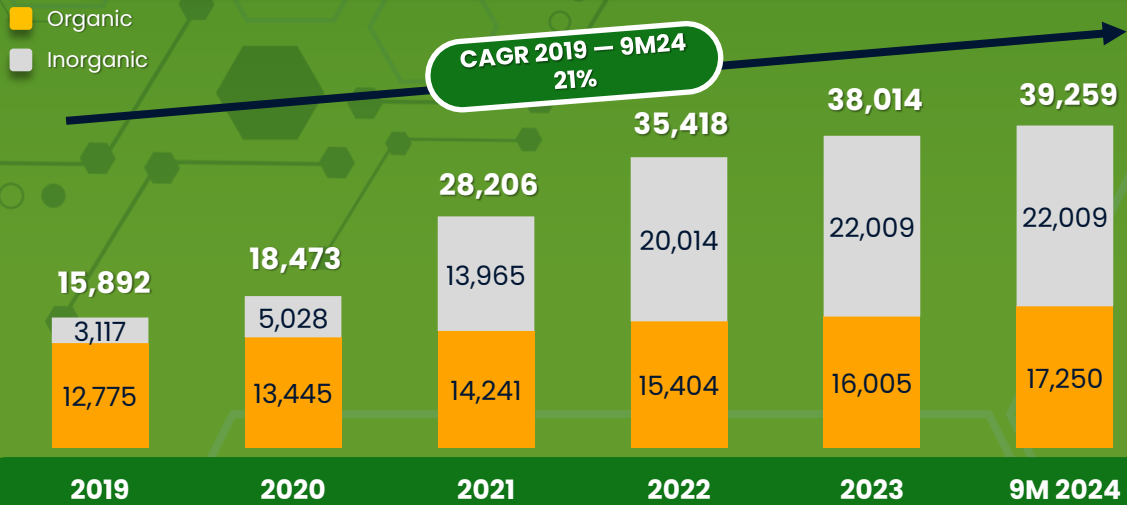
Aggressively cater fiber to the tower demand from MNO, with revenue growth of ~90% yoy, and secure 10.6K km order until 9M 2024 with fiber market share of 25%



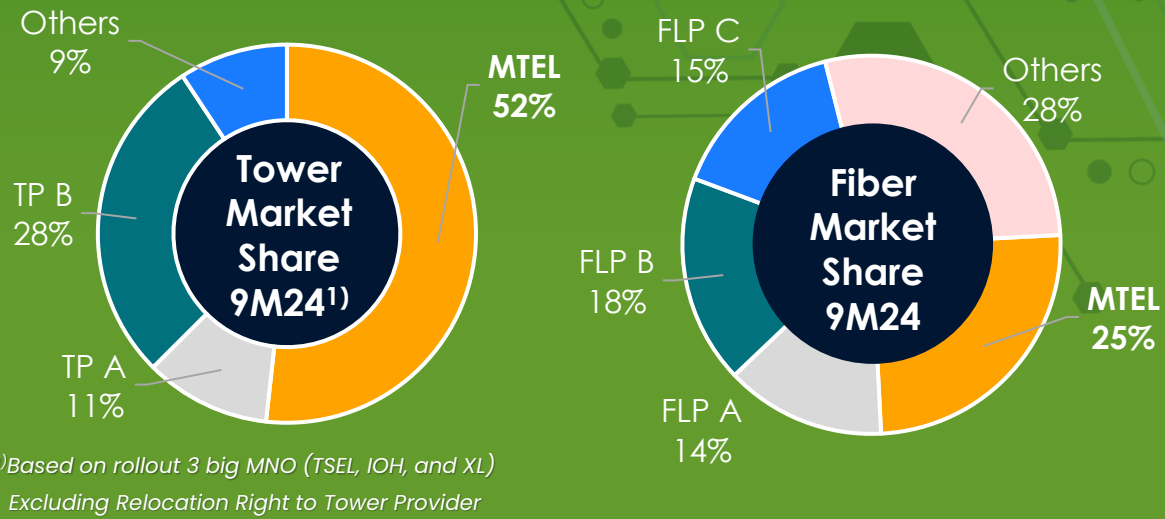
MITRATEL PROVEN TRACK RECORD



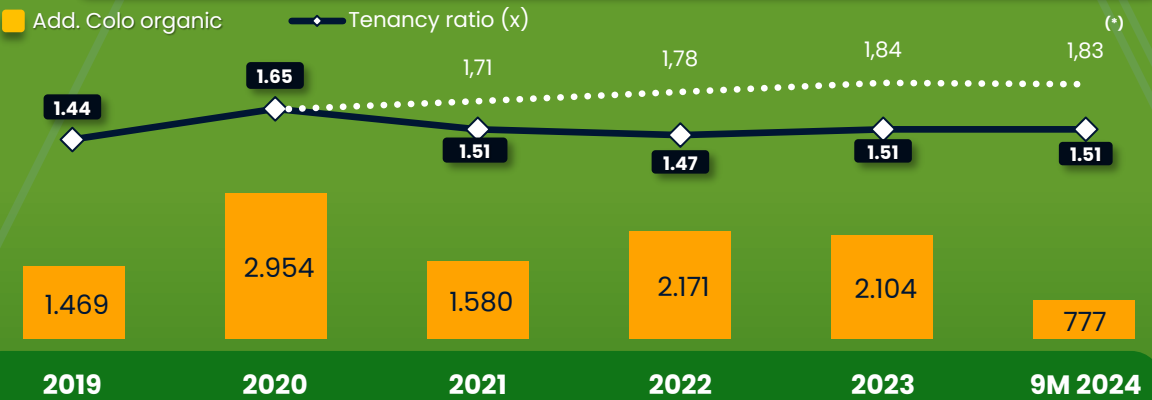
Track record of organic & inorganic growth in towers



Highest market share from MNO roll-out



Proven execution of improving tower utilization (tenancy ratio)



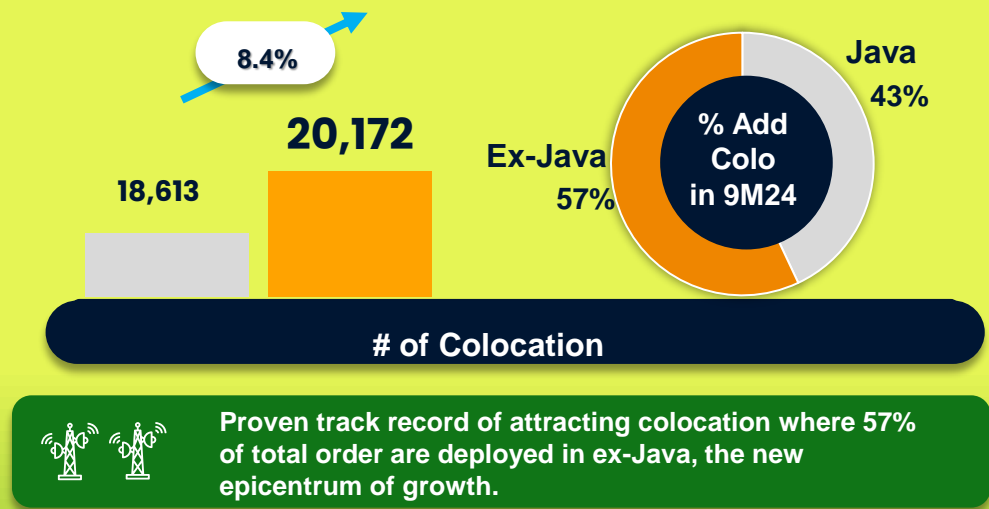
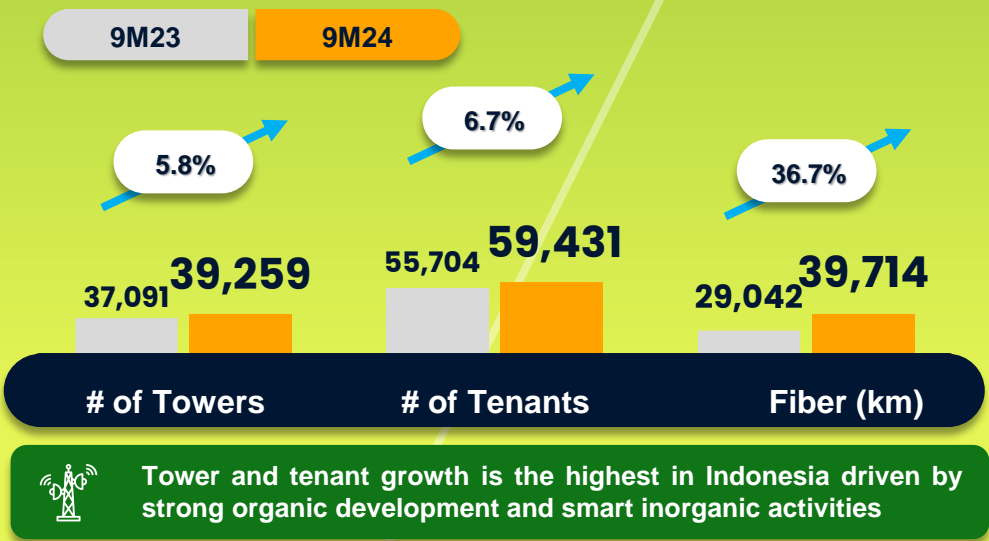
Notes:
(*) Excluding the acquisition of 4,139 sites from Telkomsel in 1Q2021, 4,000 sites from Telkomsel in 9M2021, 6,000 site from Telkomsel in 1H2022, and 997 site from IoH 1Q2023.



Significant colocation potential in tower portfolio

- Quickly resolved overlapping sites post MNO consolidation and is ready for another one.
- Finetuning financing strategy to adapt to changing interest rates environment.
- Preparing complete product portfolio (Tower, Fiber, and PaaS) to address customers' need.

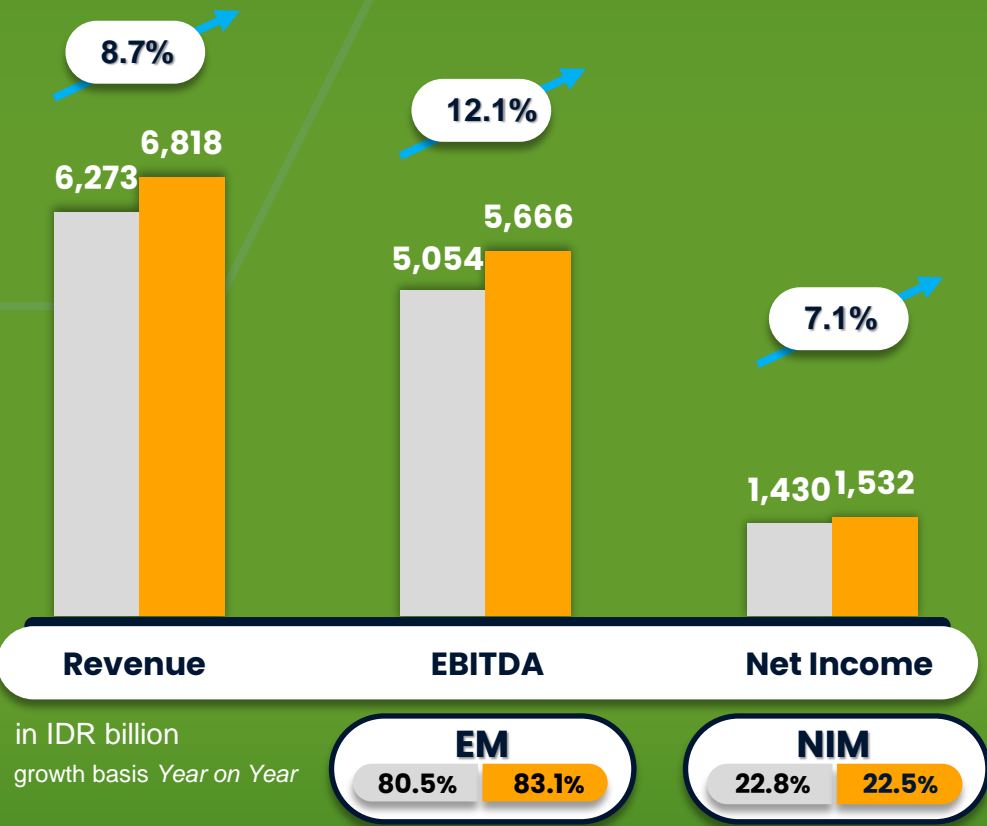
OPERATIONAL HIGHLIGHTS



PERFORMANCE HIGHLIGHTS

Financial Performance 9M24

9M23 9M24 (in IDR bn)



Operational Performance 9M24



1,245 New Tower
(Total Tower 9M24: 39,259)



2,022 New Tenant
(Total Tenant 9M24: 59,431)



7,193 Km Fiber RFS
(39,714 km Organic and Inorganic)

RFS is Ready for Service

TOWER BUSINESS CONTINUED TO GROW STRONGLY

9M23

9M24

(in IDR bn)

Tower Leasing

Revenue increased by 8.5% to Rp5.666 billion driven by growth of tower & colocation lease revenue including from towers acquisition in 2023 and additional equipment & system.

from
83%

to 83%
of
revenue

YoY 8.5%

5,220

5,666

Fiber

Revenue increased by 89.5% to Rp274 billion during the period driven by organic deployment of Fiber-to-the-Tower.

from
2%

to 4%
of
revenue

YoY 89.5%

145

274

Tower Related Business

Revenue of Rp452 billion or increased by 0.6% as we more selectively capture tower related opportunities with a higher margin.

from
7%

to 7%
of
revenue

YoY 0.6%

450

452

Reseller

- Revenue decreased by 7.2% YoY to Rp426 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
7%

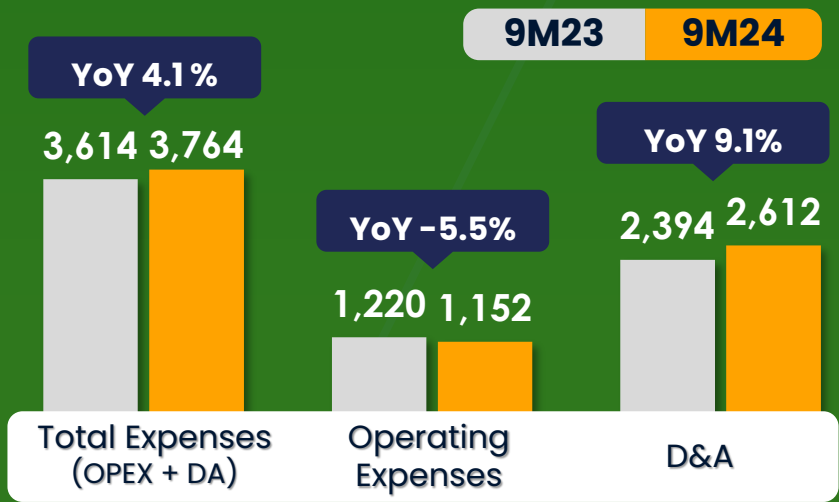
to 6%
of
revenue

YoY -7.2%

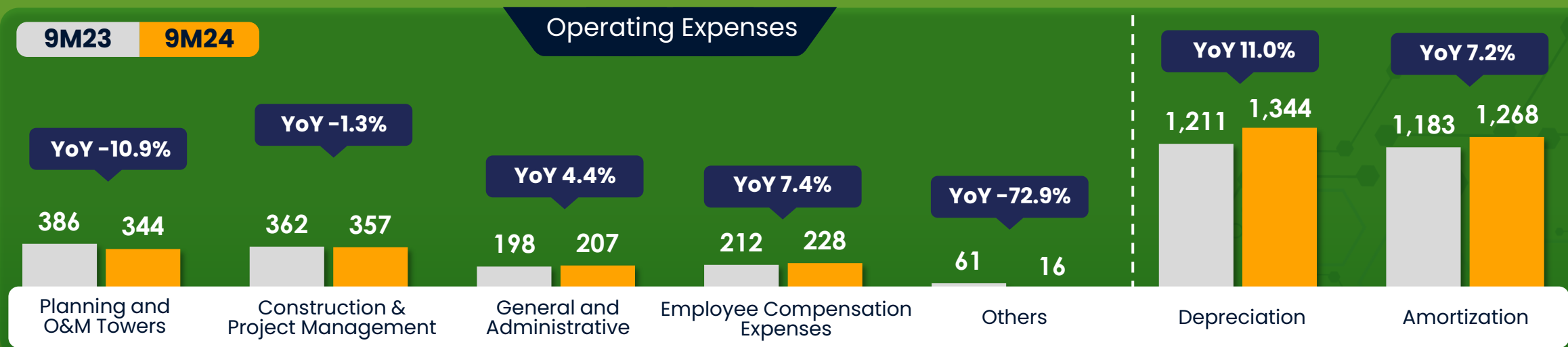
459

426

MANAGEABLE EXPENSES



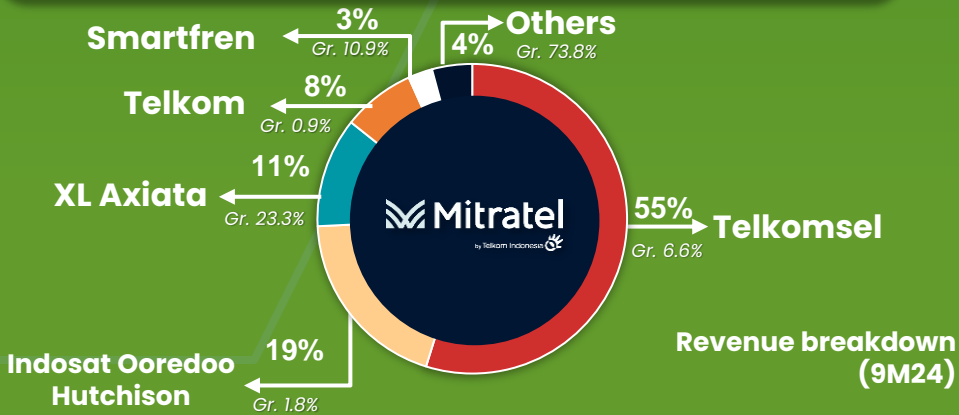
- **Planning & O&M towers decreased 10.9%** due to the impact of efficiency in line with the Company's increasing business scale.
- **Construction and PM decreased by 1.3%** in line with the revenue of Tower-Related Business
- **G&A increased by 4.4% growth** driven by consultant fees and activity as public company.
- **Employee compensation increased by 7.4% YoY** mainly due to the implementation of new income tax policy on in-kind benefits.
- **Other costs decreased by 72.9%** mainly due changes in one of the leasing business model implemented by the Company.
- **Depreciation** increase inline with the addition of tower and fiber optic assets until the end of the nine months of 2024, and **Amortization** mainly increase due to new tower in from organic and inorganic activity.



HIGH QUALITY CUSTOMERS WITH SIGNIFICANT BACKLOG

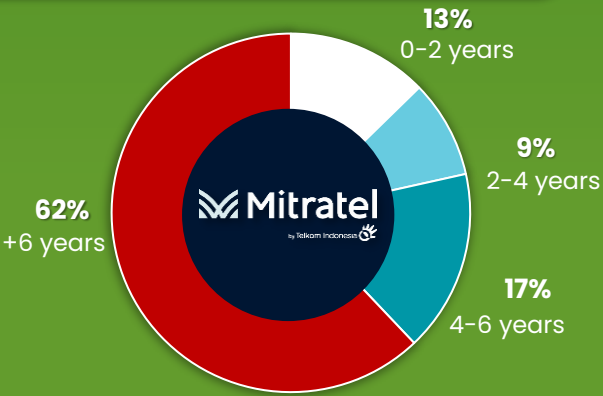
Independent TowerCo with 85% of revenue from the largest MNOs in Indonesia underpinned by a strong anchor tenant

Revenue backed by high quality customers

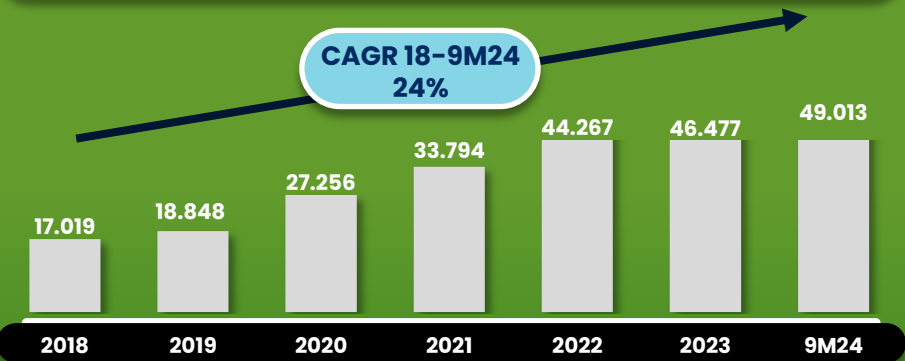


Long Tenancy Expiry Schedule

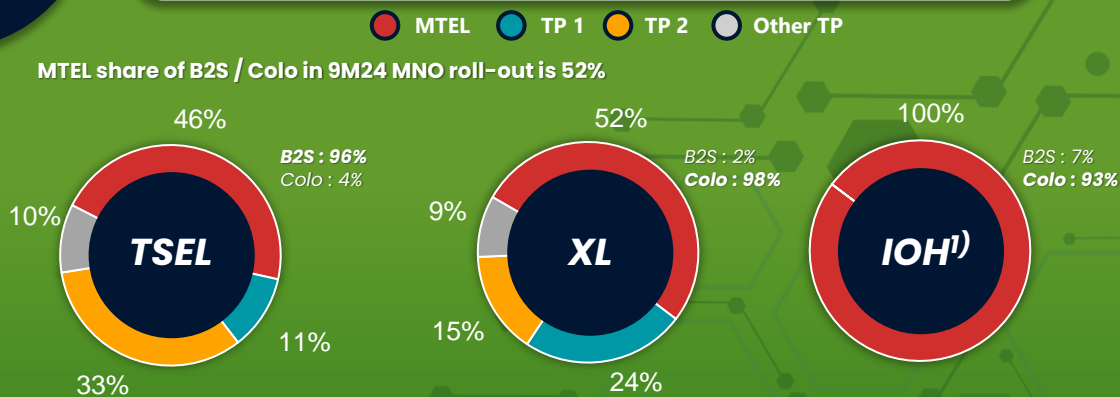
~78%
of our contracts has
more than 4
years until expire.



Strong future revenue growth compared to industry



Highest market share from MNO roll-out

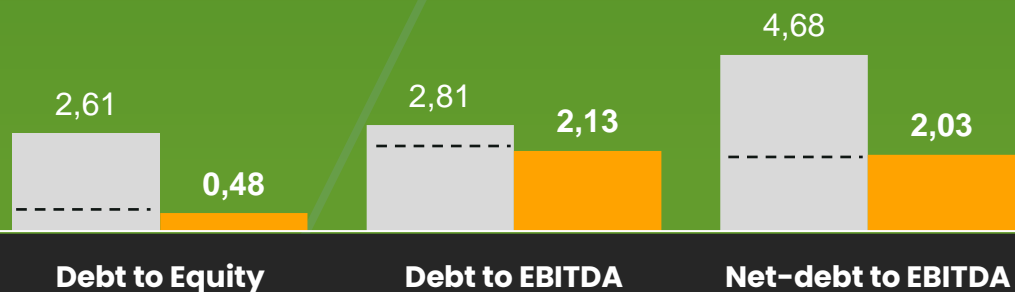


¹⁾Excluding Relocation Right to Tower Provider

SUPERIOR BALANCE SHEET & CASH FLOW

Mitratel Leverage (in multiplier)

● Industry (1H24) ● MTEL (9M24)

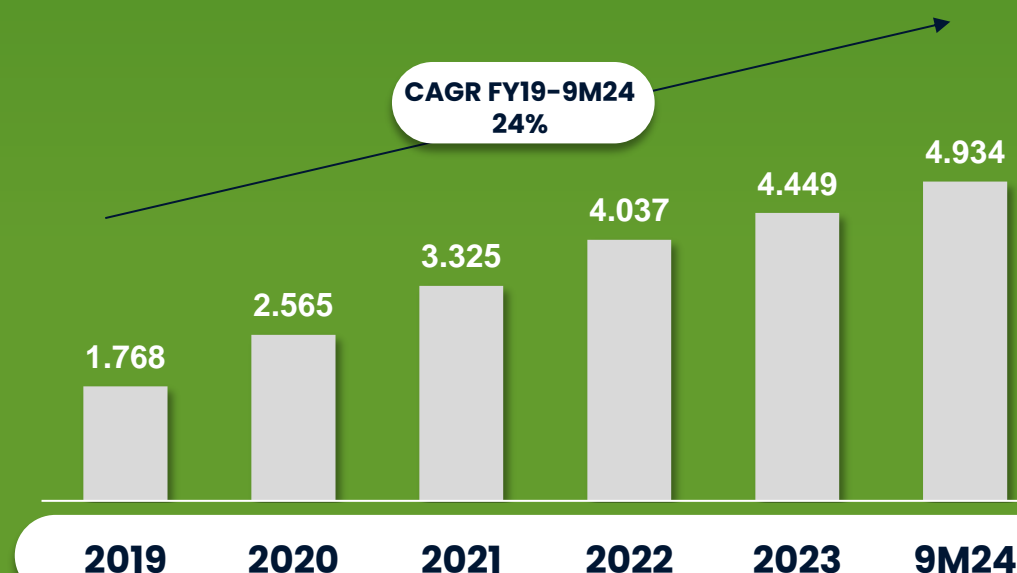


Healthy leverage ratios (Net-Debt to EBITDA) with ample capacity to increase

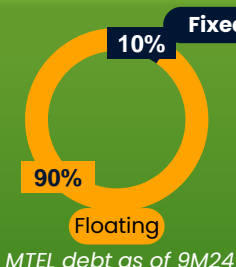
Component (IDR bn)	FY23	9M24	Covenant Bank
Cash	879	766	
EBITDA	6,922	5,666	
Debt	15,956	16,045	
Equity	34,038	33,600	
Debt to Equity (x)	0.47	0.48	< 5.00
Debt to EBITDA* (x)	2.30	2.13	< 5.00
Net debt to EBITDA* (x)	2.17	2.03	< 5.00

*for EBITDA using Last Twelve Months (LTM)

Strong Recurring Free Cash Flow



Notes:
FCF = EBITDA - (Maintenance Capex+Interest Expense+Tax+Capitalized rent)



Temporary high floating-rate debt to benefit from low-interest rate environment.

MTEL debt as of 9M24

Private Banks
63%

4.7 yrs
Avg maturity

6% DCM

31% SOE Banks

Debt maturity & Lender Profile

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

INDUSTRY DYNAMICS IN 2024



Tower Industry Trend

Tower industry revenue growth is projected at low single digit



Economic Landscape

Global monetary policy, complex geopolitical challenges



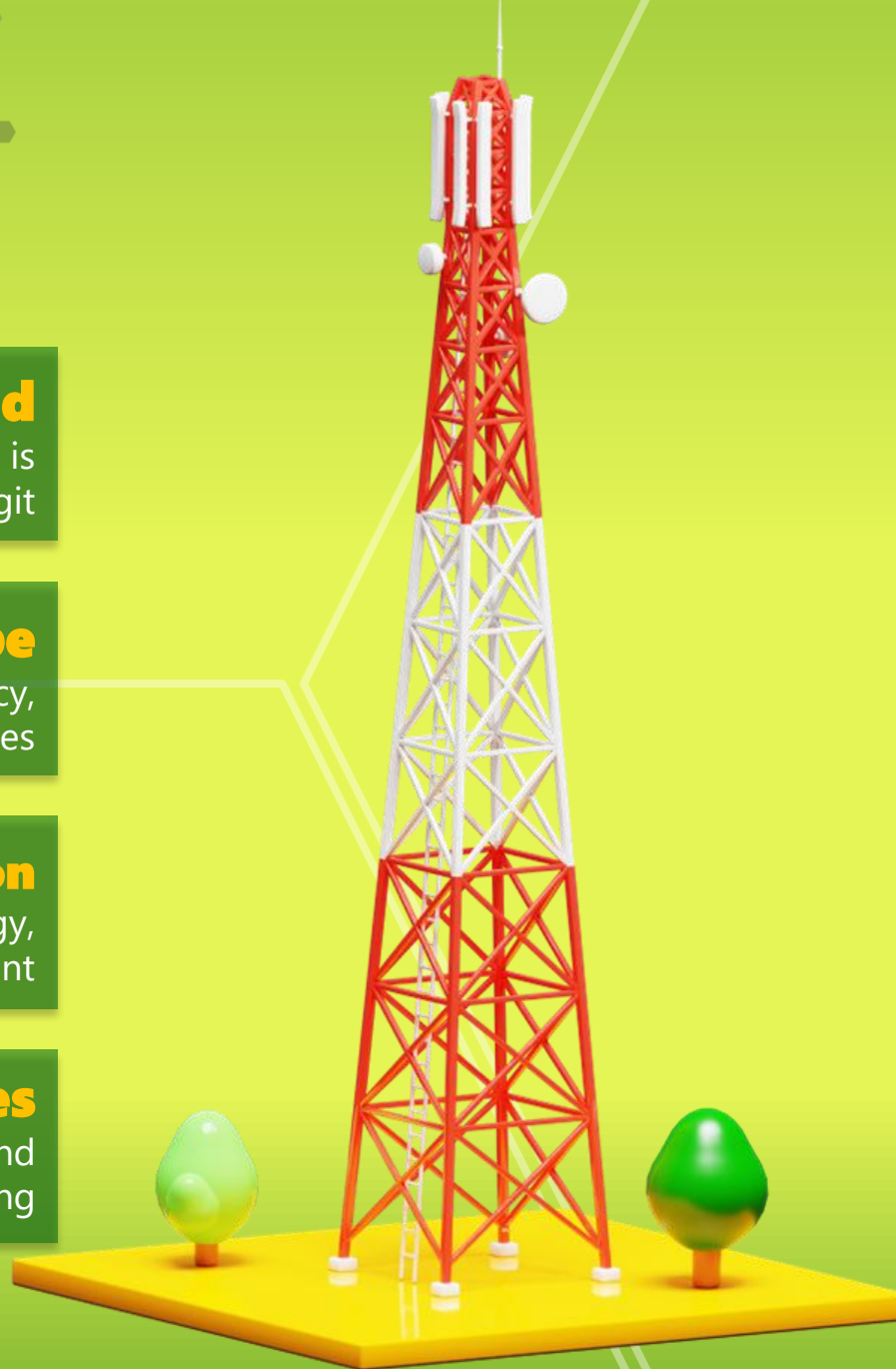
MNOs Consolidation

New roll out, cost efficiency strategy, network sharing requirement



New Technologies

5G Deployment, Small-Cell, IoT, and Edge Computing



REVISED COMPANY GUIDANCE FOR 2024

High Single Digit

Revenue & EBITDA Increase



5.6Tn

CAPEX Plan



3K

Tenant Add



14K KM

Fiber Optic Deployment





by Telkom Indonesia 

THANK YOU



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