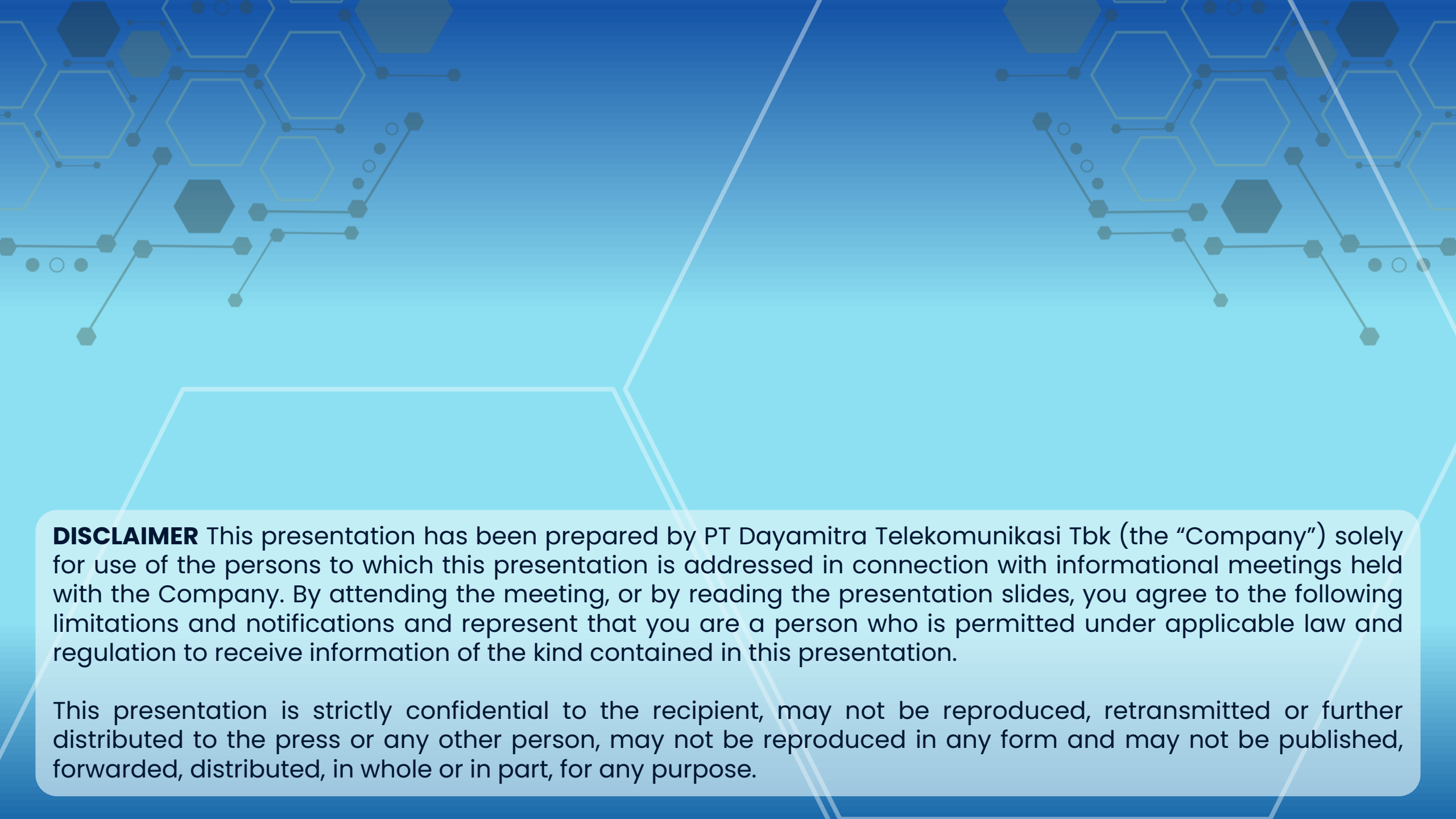


CORPORATE PRESENTATION 1H25

PT Dayamitra Telekomunikasi Tbk





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MITRATEL COMPANY HIGHLIGHT

Largest Independent Tower Operator in Indonesia

Biggest Tower Owner in SEA with 39,782 Towers

of which 59% sites are located in ex-Java, inline with MNO expansion



Best ESG Risk Rating among Tower and Telco Companies

(Sustainalytics: 19.3; low risk)



Maintaining market leadership with 36% market share rollout in 1H25

of which 71% of colo rollout in ex-Java



Aggressively cater fiber-to-the-tower demand from MNO,

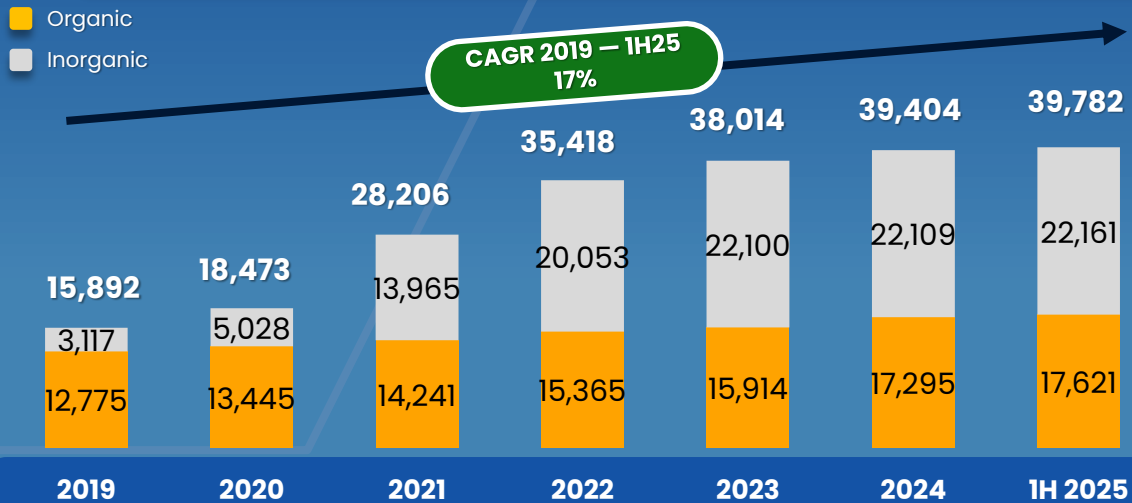
with revenue growth of 28.1% yoy with fiber market share of 38%



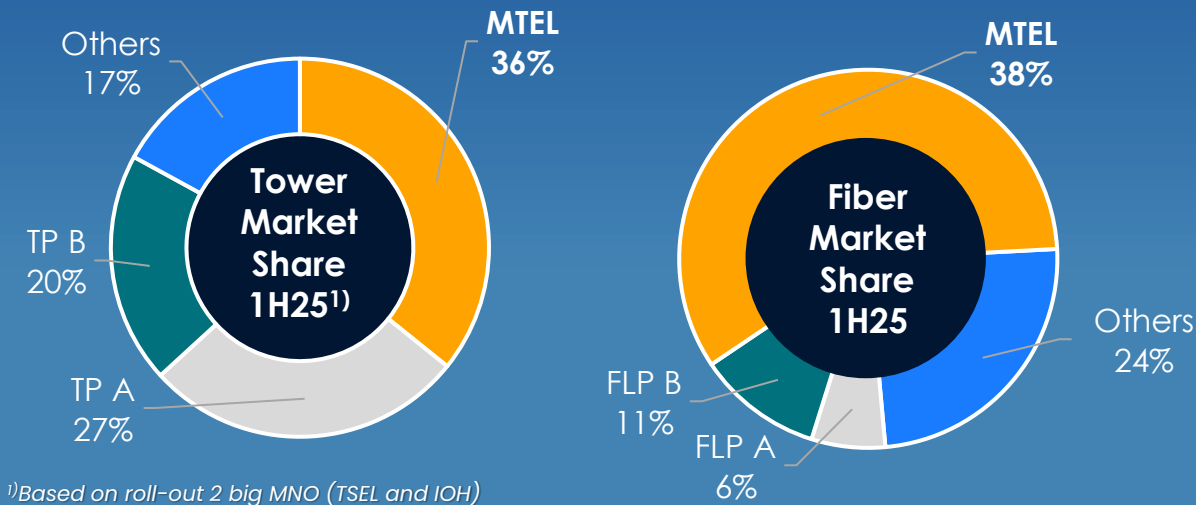
MAINTAINING STRONG TRACK RECORD



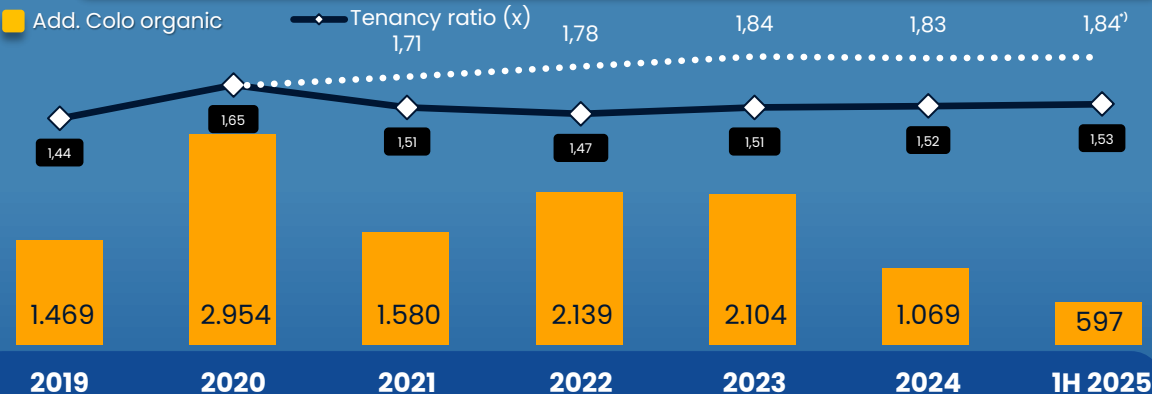
Track record of organic & inorganic growth in towers



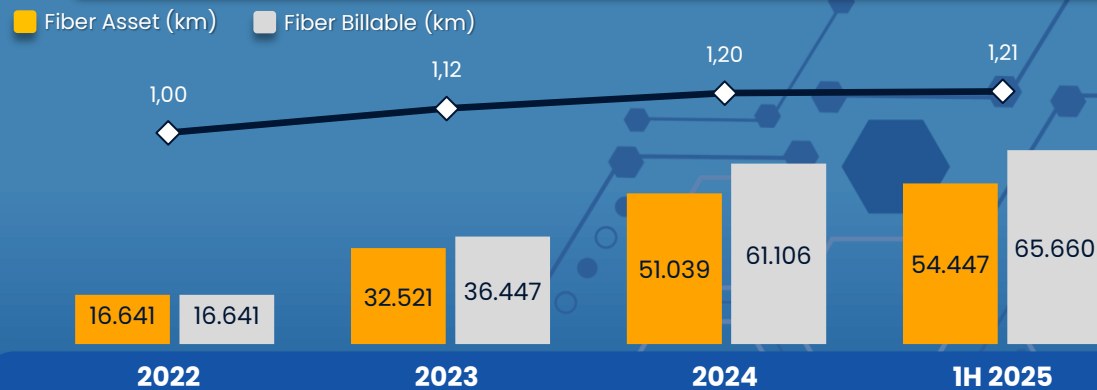
Highest market share from MNO roll-out



Improving tower utilization (tenancy ratio)

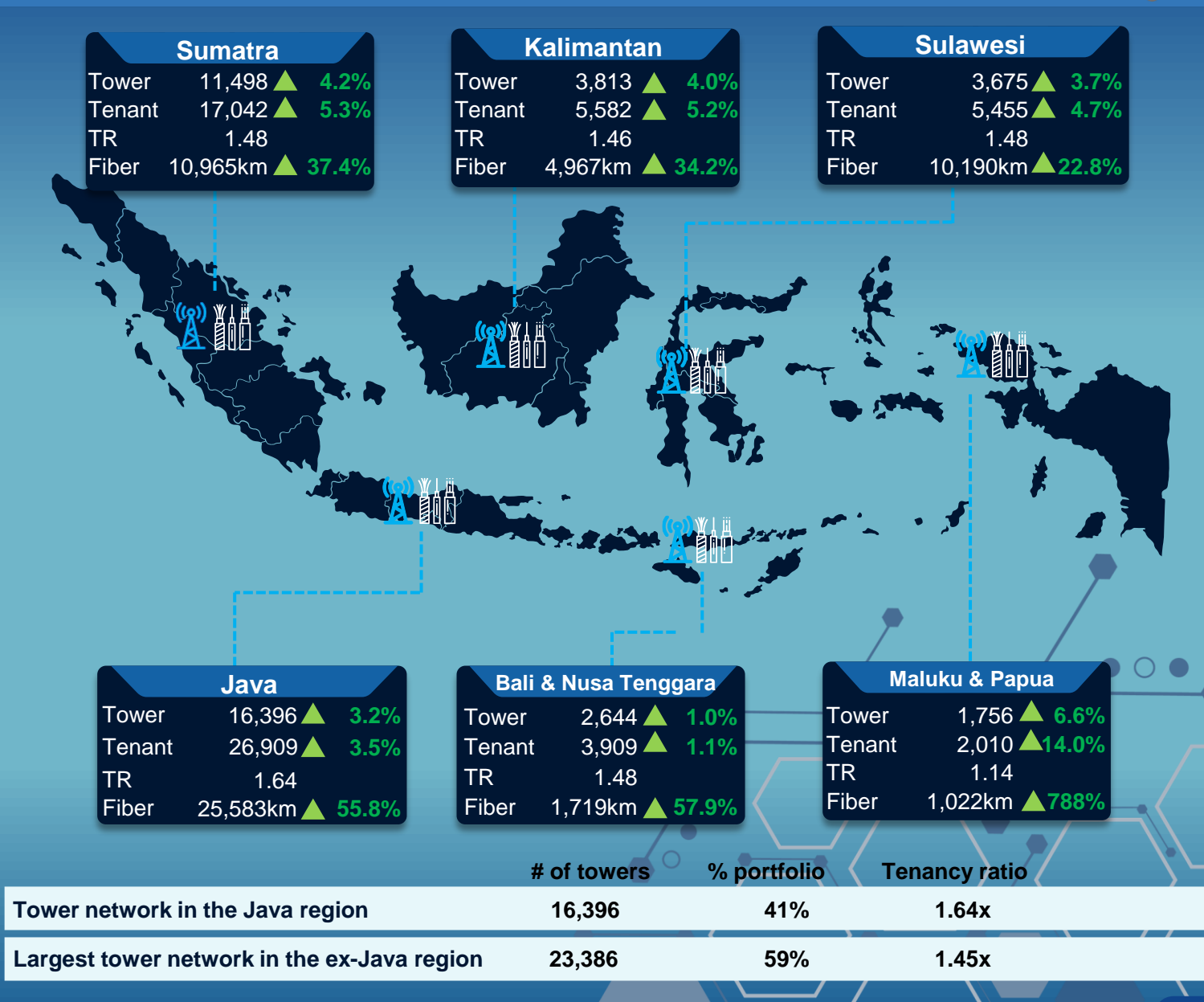
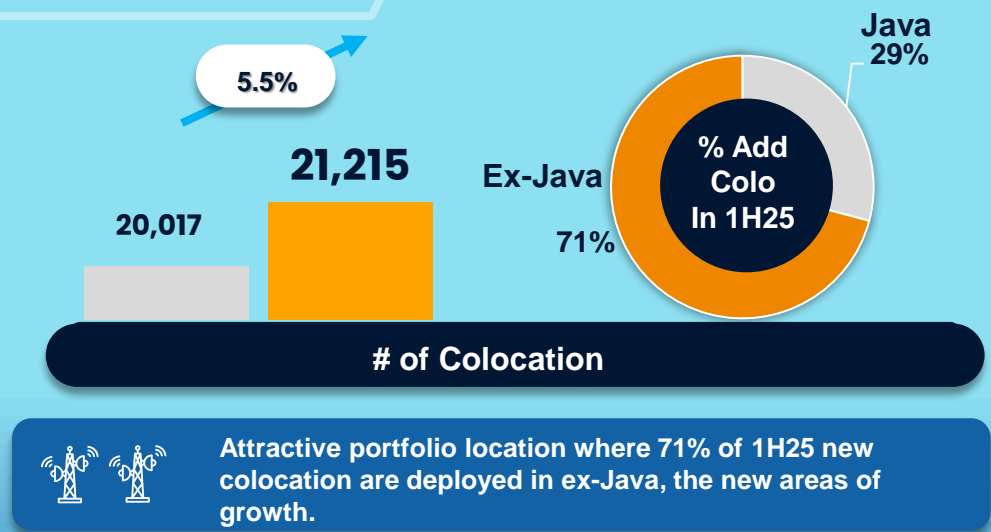
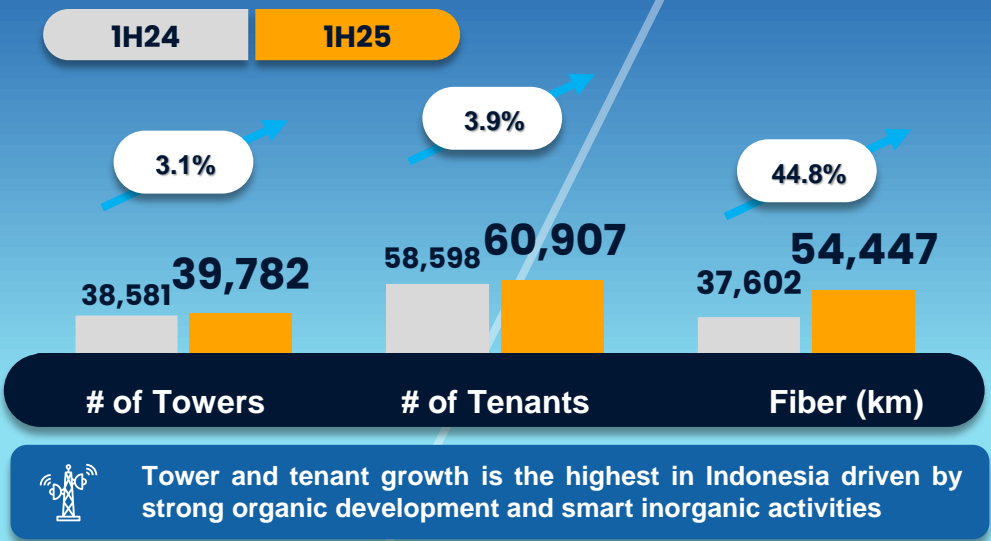


Improvement in fiber utilization



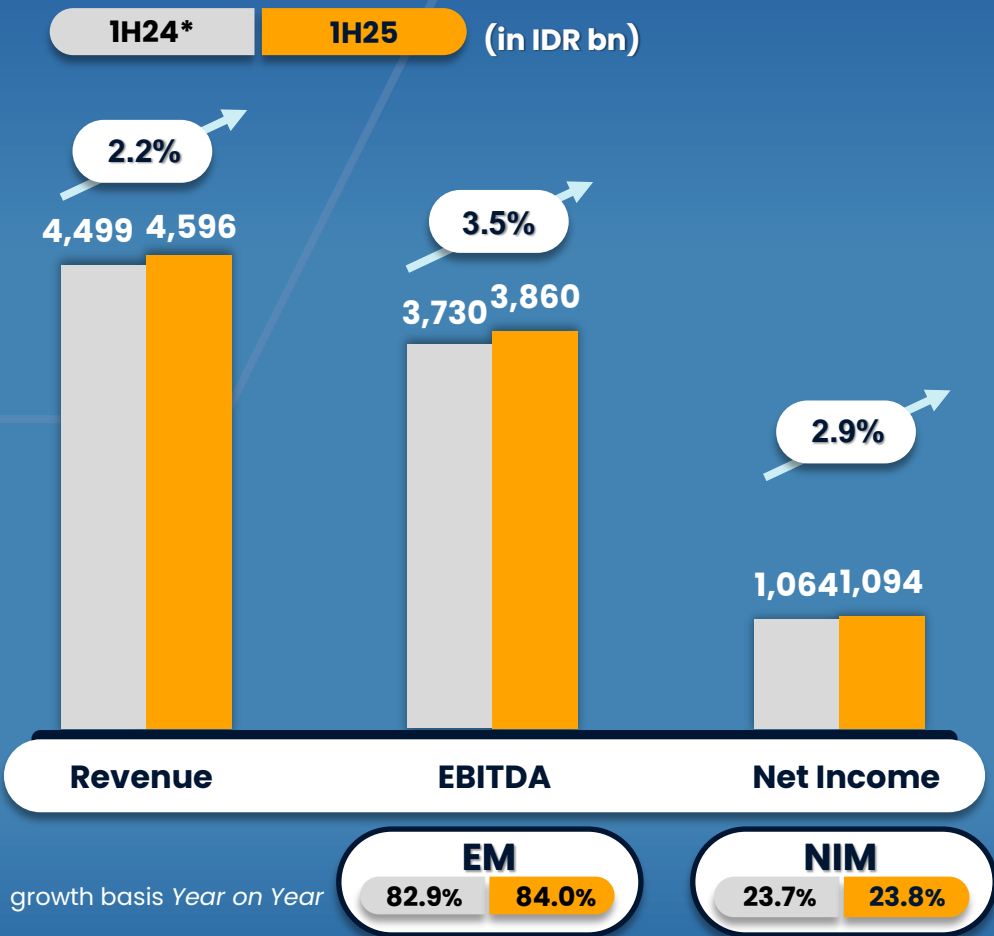
Notes:
*) Excluding the acquisition of 4,139 sites from Telkomsel in 1Q2021, 4,000 sites from Telkomsel in 9M2021, 6,000 site from Telkomsel in 1H2022, and 997 site from loH 1Q2023.

EXCELLENT OPERATION ACROSS THE NATION



PERFORMANCE HIGHLIGHTS

Financial Performance 1H25



*) Restatement
YoY normalized growth:
Revenue 3.3%, EBITDA 4.4%, NI 2.9%

Operational Performance 1H25



378 New Tower

(Total Tower 1H25: 39,782)



1,039 New Tenant

(Total Tenant 1H25: 60,907)



4,554 KM New Billable

(Total Fiber Billable Length 1H25: 65,660 KM)

TOWER BUSINESS CONTINUED GROWTH MOMENTUM, FIBER BUSINESS IS THE NEW GROWTH ENGINE

1H24*

1H25

(in IDR bn)

Tower Leasing

Revenue increased by 2.9% to Rp 3,809 billion driven by tower and colocation additions organically in line with mobile network operators' expansion.

from
82%

to 83%
of
revenue

YoY 2.9%

3,704

3,809

Fiber

Revenue increased by 28.1% to Rp287 billion due to the organic and inorganic growth of Fiber-to-the-Tower along with mobile network operators' efforts to improve connectivity.

from
5%

to 6%
of
revenue

YoY 28.1%

224

287

Tower Related Business

Revenue of Rp260billion or decreased by -14.4% as we more selectively capture tower related with a higher margin.

from
7%

to 6%
of
revenue

YoY -14.4%

304

260

Reseller

Revenue decreased by 10.3% YoY to Rp240 billion as this business line will be naturally phased out in the next few years due to consolidated market trend.

from
6%

to 5%
of
revenue

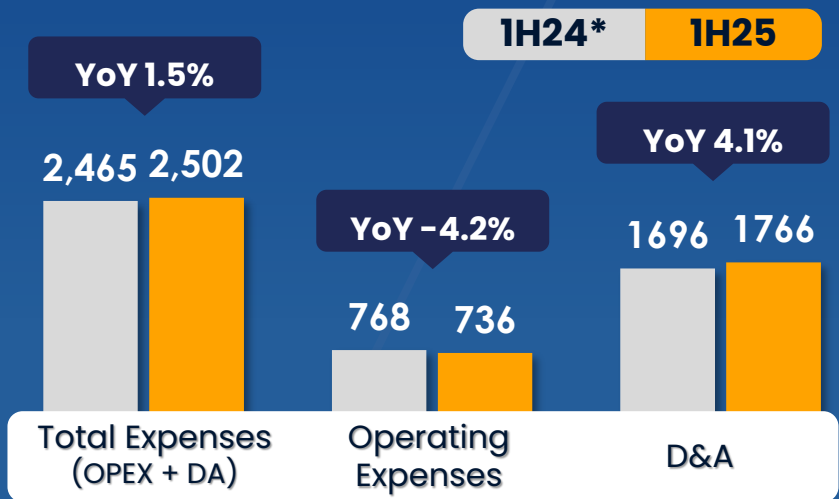
YoY -10.3%

267

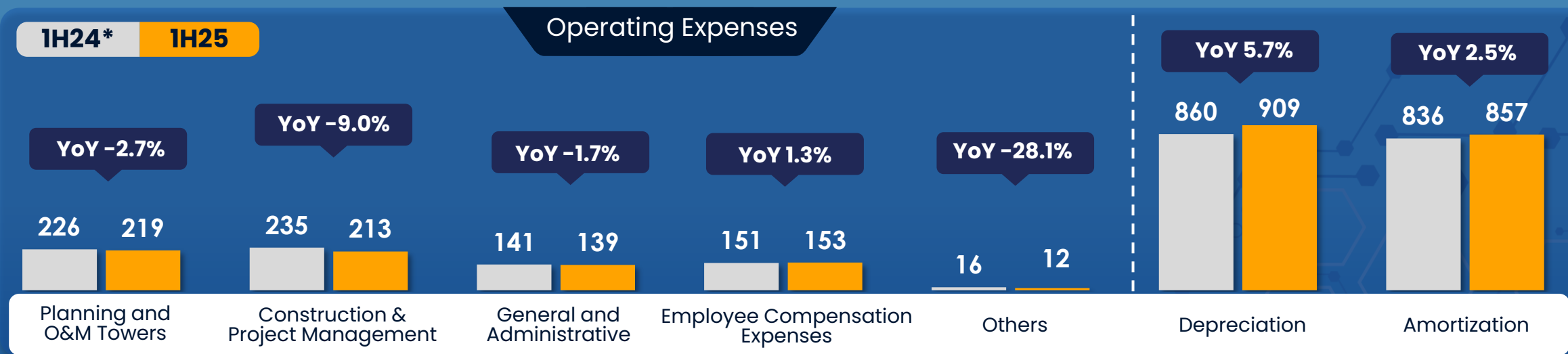
240

*) Restated

MANAGEABLE EXPENSES



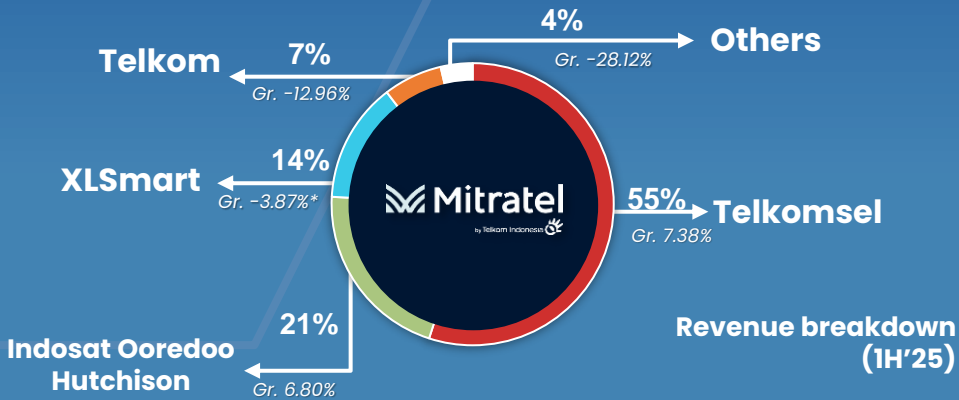
- **Planning & O&M towers decreased by 2.7%** driven by efficiencies through the optimization of economies of scale.
- **Construction and PM decreased by 9.0%** in line with the decline in Tower-Related Business revenue.
- **G&A decreased by 1.7%** as a result of efficiency program by the Company.
- **Employee compensation remain stable with a slight increase of 1.3% YoY** due to inflation.
- **Other costs decreased by 28.1%** due to a decrease of Allowance for Accounts Receivable Expenses (BPPU).
- **Depreciation** increase inline with the addition of tower and fiber optic assets in 2024, and **Amortization** mainly increase due to new tower in from organic and inorganic activity.



HIGH QUALITY CUSTOMERS WITH SIGNIFICANT BACKLOG

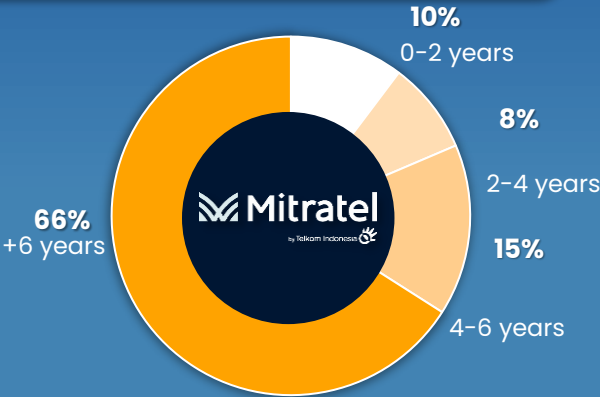
Independent TowerCo with 85% of revenue from the largest MNOs in Indonesia underpinned by a strong anchor tenant

Revenue backed by high quality customers**)

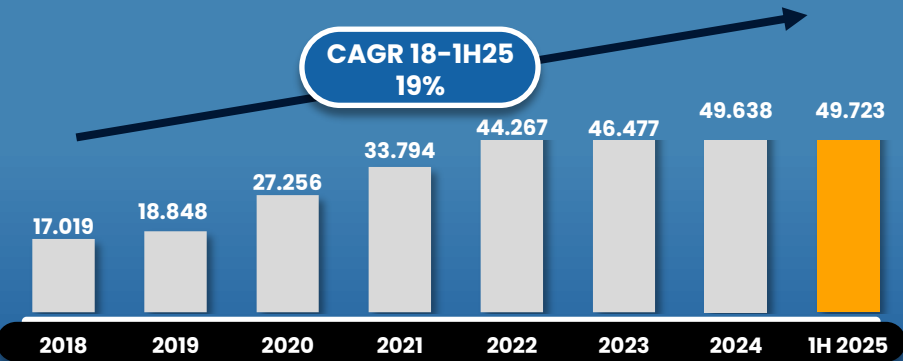


Long Tenancy Expiry Schedule

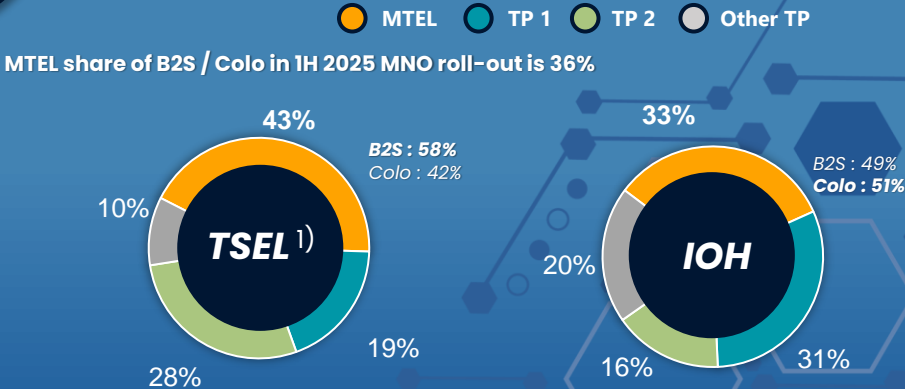
~81%
of our contracts
expire in more than 4
years.



Strong future revenue growth compared to industry



Highest market share from MNO roll-out



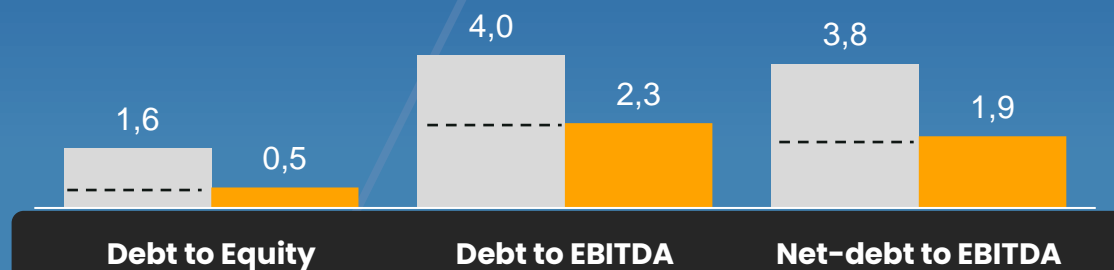
(in IDR bn)

*)Growth compared to 2024 XL and Smartfren **) Restated

SUPERIOR BALANCE SHEET & CASH FLOW

Mitratel Leverage (in multiplier)

● Industry (1Q25) ● MTEL (1H25)



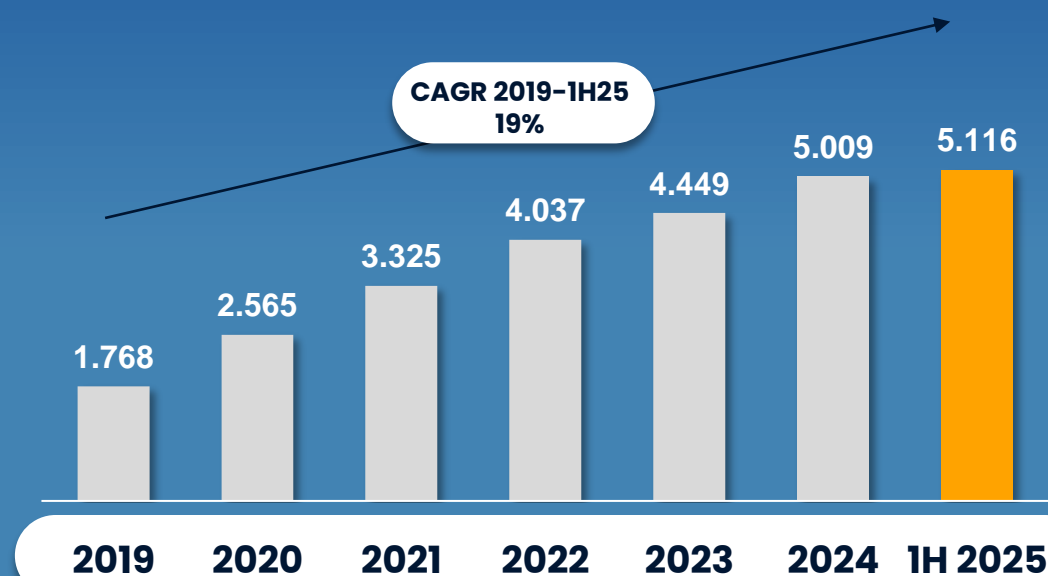
Healthy leverage ratios (Net-Debt to EBITDA) with ample capacity to increase

Component (IDR bn)	FY24	1H25	Covenant Bank
Cash	597	2,768	
EBITDA	7,696	7,825	
Debt	17,878	17,682	
Equity	33,387	32,416	
Debt to Equity (x)	0.54	0.55	< 5.00
Debt to EBITDA** (x)	2.31	2.26	< 5.00
Net debt to EBITDA* (x)	2.24	1.91	< 5.00

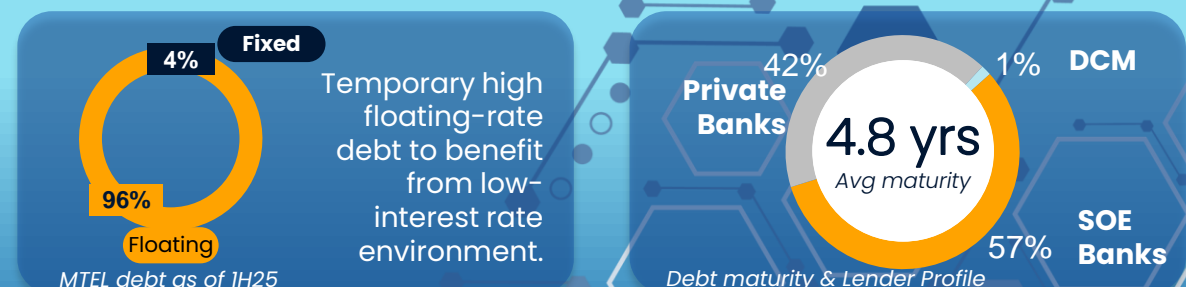
*) Restated

**) for EBITDA using Last Twelve Months (LTM)

Strong Recurring Free Cash Flow



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



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

INDUSTRY DYNAMICS IN 2025



Tower Industry Trend

Tower industry revenue growth in 2025 is projected at 1.8%



Macro Uncertainties

Tariffs between global large economies, trade war 2.0, etc. might influence rates



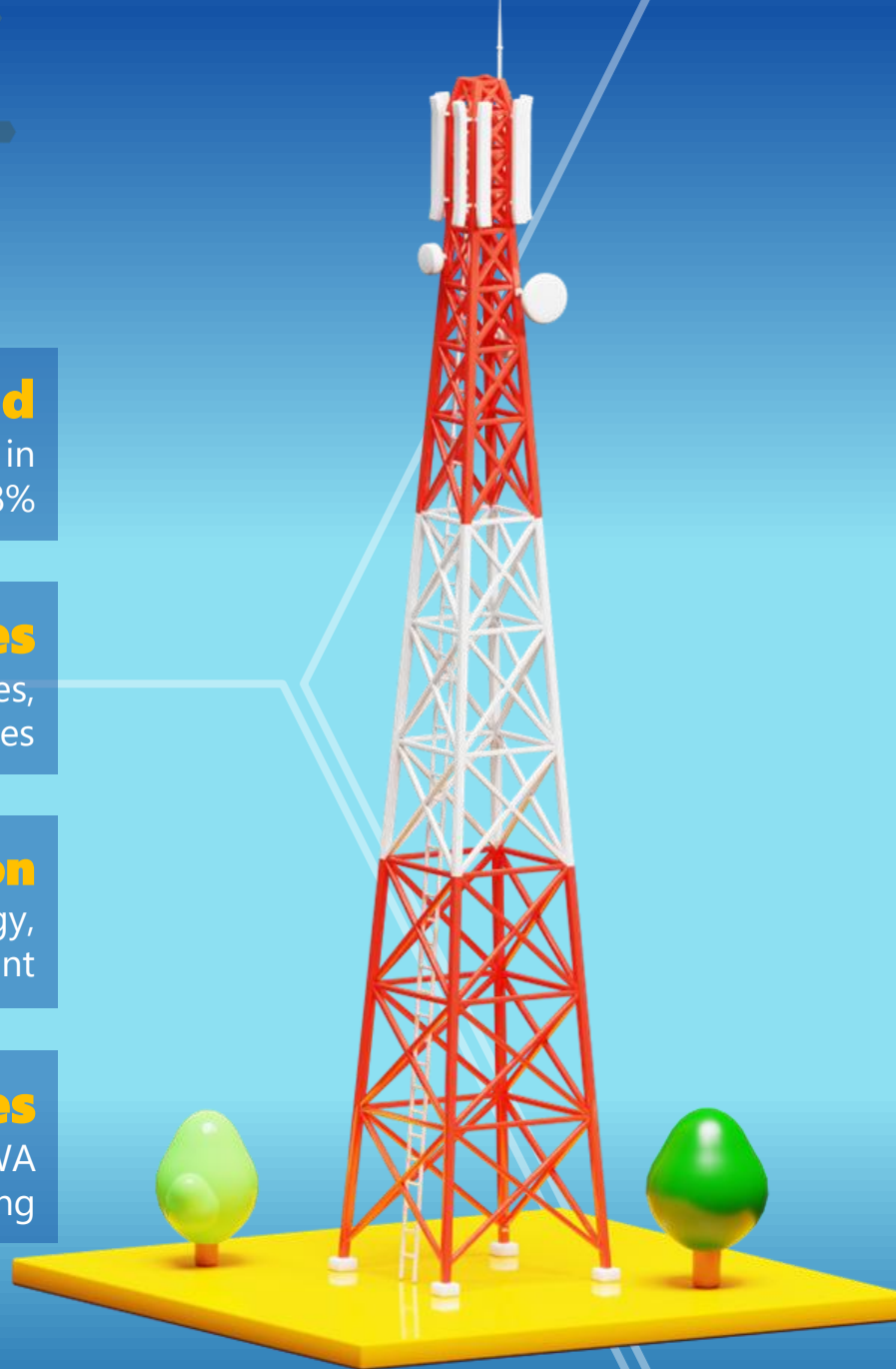
MNOs Consolidation

New roll out, cost efficiency strategy, network sharing requirement



New Technologies

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



COMPANY GUIDANCE FOR 2025

Inline with Industry

Revenue & EBITDA Increase



3.3Tn

Total CAPEX Plan
(Exclude Inorganic Capex)



2.5K

Tenant Add



10K KM

Fiber Optic





by Telkom Indonesia 

THANK YOU



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