CORPORATE PRESENTATION 9M25

PT Dayamitra Telekomunikasi Tbk

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MITRATEL COMPANY HIGHLIGHT

Largest Independent Tower Operator in Indonesia

Biggest Tower Owner in SEA with 40,102 Towers
of which 59% sites are located in ex-Java, inline with MNO expansion

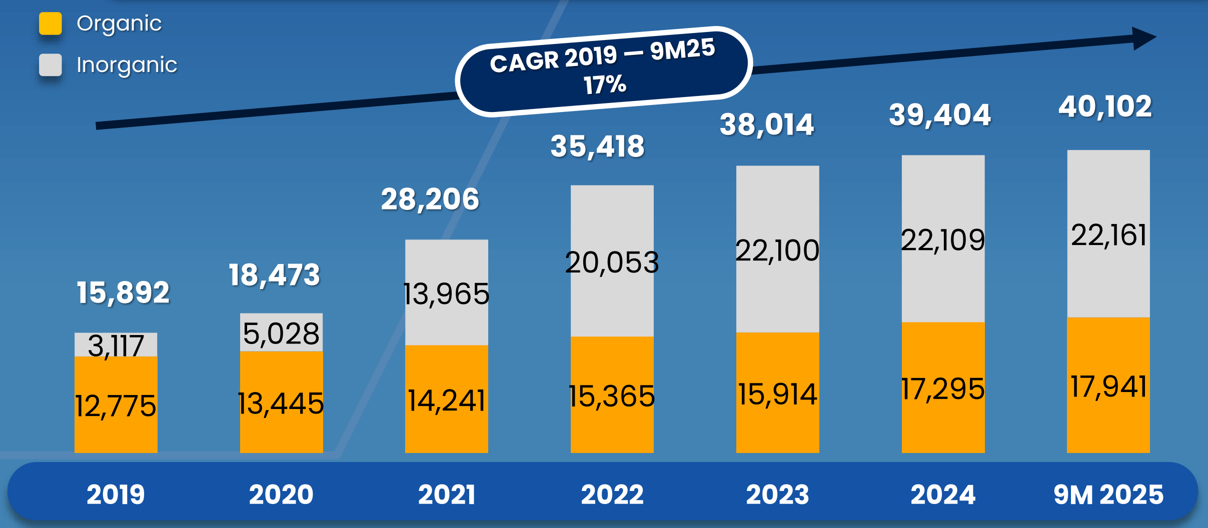
Recognized for the Lowest ESG Risk Rating among Tower and Telecommunications Companies
(Sustainalytics: 18.8*; low risk)
as of Q3 2025

Maintaining market leadership with 43% wallet share rollout in 9M25
of which 76% of colo rollout in ex-Java

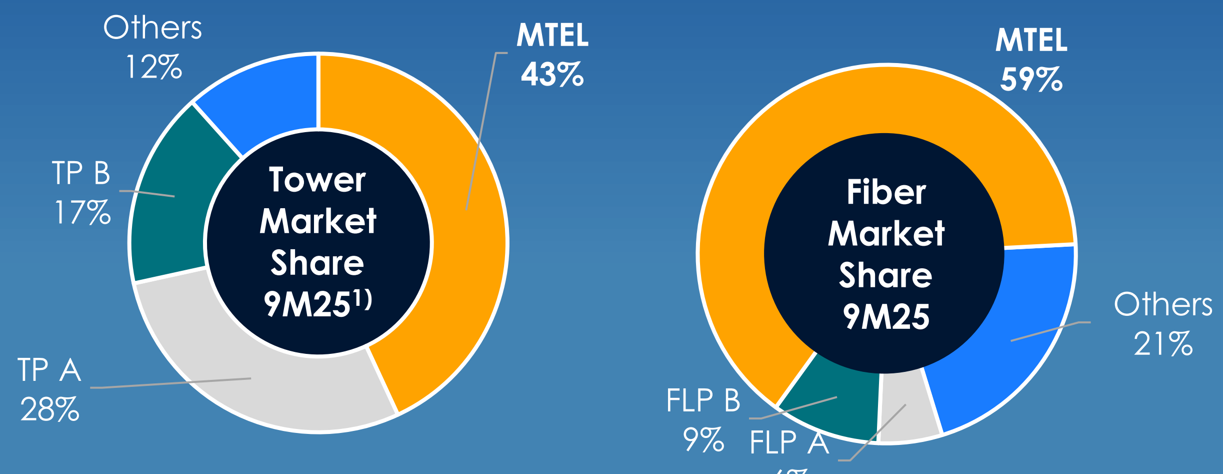
Aggressively cater fiber-to-the-tower demand from MNO, with revenue growth of 23.8% yoy with fiber wallet share of 59%

MAINTAINING STRONG TRACK RECORD

Track record of organic & inorganic growth in towers

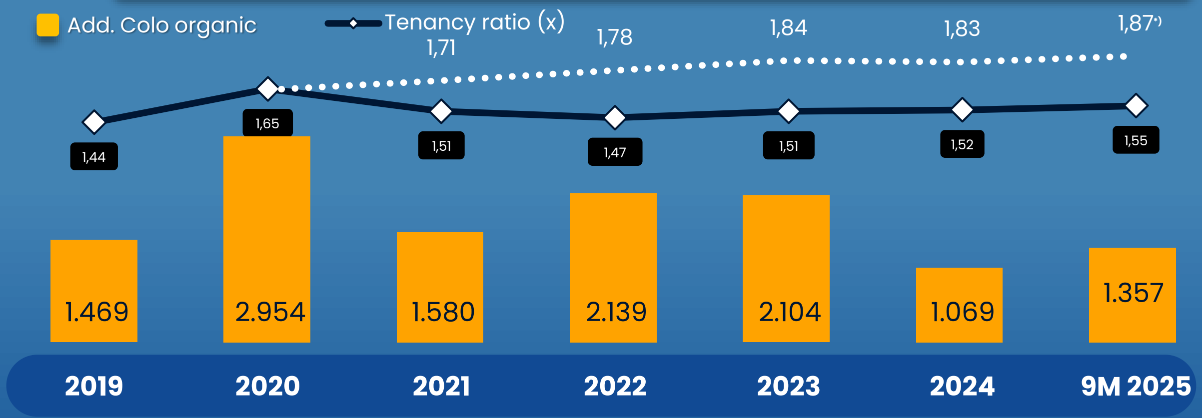


Highest market share from MNO roll-out

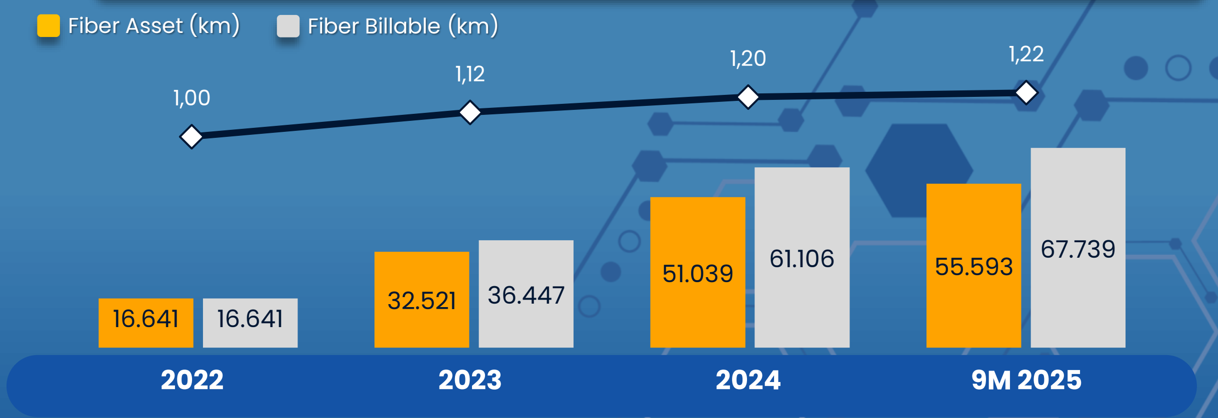


[1)]*Based on roll-out 3 big MNO (TSEL, IOH, XLSmart)*

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 IoH 1Q2023.

EXCELLENT OPERATION ACROSS THE NATION

Mitratel by Telkom Indonesia

	9M24	9M25	Growth
# of Towers	39,259	40,102	2.1%
# of Tenants	59,431	61,987	4.3%
Fiber (km)	39,714	55,593	40.0%

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

	9M24	9M25	Growth
# of Colocation	20,172	21,885	8.5%

% Add Colo In 9M25: 24% Java, 76% Ex-Java

Attractive portfolio location where 71% of 9M25 new colocation are deployed in ex-Java, the new areas of growth.

	9M24	9M25
Tenancy Ratio	1.51	1.55
Billable ratio	1.15	1.22

Sumatra		
Tower	11,571	2.1%
Tenant	17,576	6.1%
TR	1.52	
Fiber	11,496km	34.2%

Kalimantan		
Tower	3,851	2.1%
Tenant	5,688	4.3%
TR	1.48	
Fiber	5,020km	30.4%

Sulawesi		
Tower	3,702	1.5%
Tenant	5,558	4.4%
TR	1.50	
Fiber	10,204km	20.2%

Java		
Tower	16,535	2.6%
Tenant	27,187	3.3%
TR	1.64	
Fiber	26,022km	49.4%

Bali & Nusa Tenggara		
Tower	2,659	0.1%
Tenant	3,924	0.4%
TR	1.48	
Fiber	1,743km	59.3%

Maluku & Papua		
Tower	1,784	3.0%
Tenant	2,054	11.1%
TR	1.15	
Fiber	1,108	273.5%

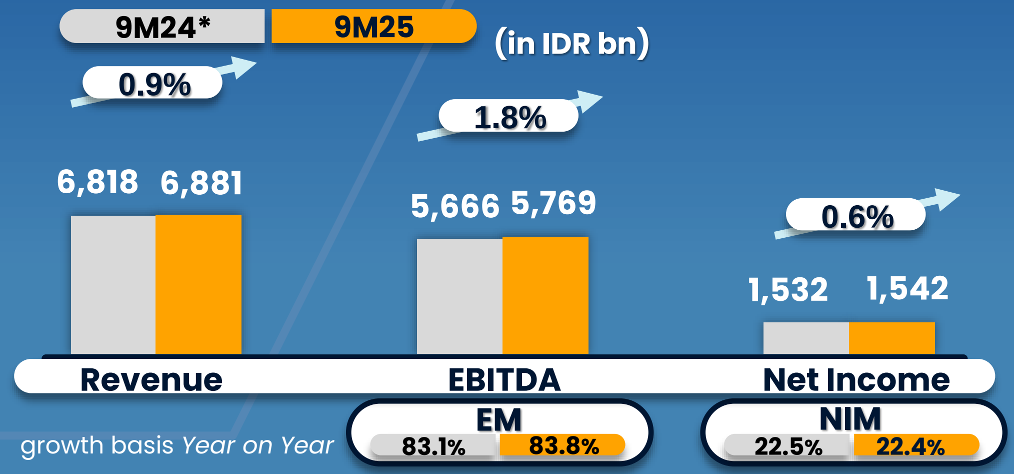
	# of towers	% portfolio	Tenancy ratio
Tower network in the Java region	16,535	41%	1.64
Largest tower network in the ex-Java region	23,567	59%	1.48

PERFORMANCE HIGHLIGHTS

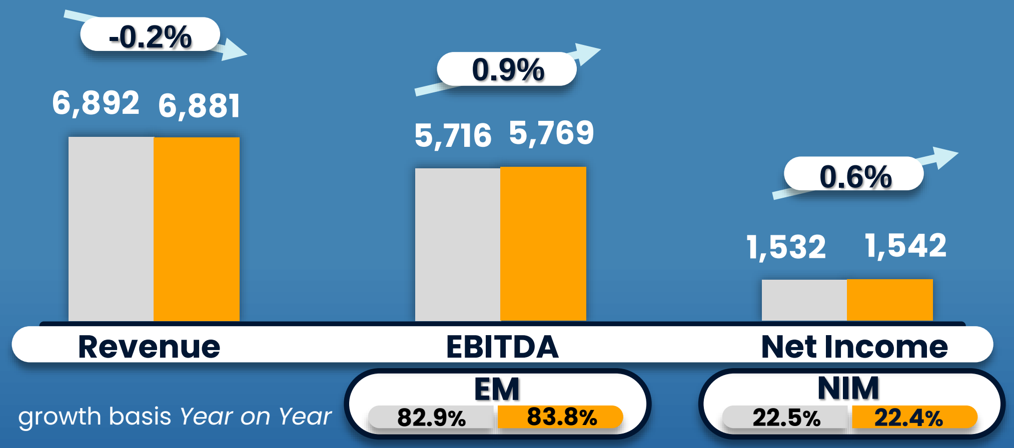
Mitratel by Telkom Indonesia

Financial Performance 9M25

Normalized Figures



Reported Figures



Notes:
*) Normalized figures, factoring out UMT financials

Operational Performance 9M25

698 New Tower
(Total Tower **9M25: 40,102**)

2,119 New Tenant
(Total Tenant **9M25: 61,987**)

6,632 KM New Billable
(Total Fiber Billable Length **9M25: 67,739KM**)

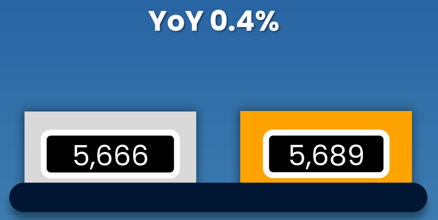
TOWER BUSINESS CONTINUED GROWTH MOMENTUM, FIBER BUSINESS IS THE NEW GROWTH ENGINE

9M24 | **9M25** (in IDR bn)

Tower Leasing

Revenue increased by 0.4% to Rp 5,689 billion driven by tower and colocation additions organically in line with mobile network operators' expansion.

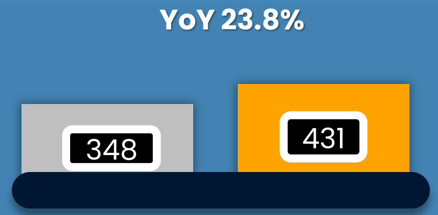
from 82% | **to 83% of revenue**



Fiber

Revenue increased by 23.8% to Rp431 billion due to the organic and inorganic growth of Fiber-to-the-Tower along with mobile network operators' efforts to improve connectivity.

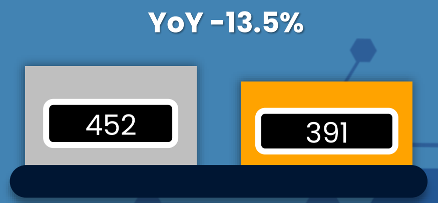
from 5% | **to 6% of revenue**



Tower Related Business

Revenue of Rp391billion or decreased by -13.5% as we more selectively capture tower related with a higher margin.

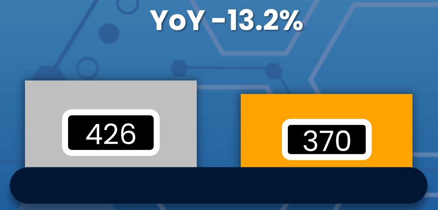
from 7% | **to 6% of revenue**



Reseller

Revenue decreased by 13.2% YoY to Rp370 billion as this business line will be naturally phased out in the next few years due to consolidated market trend.

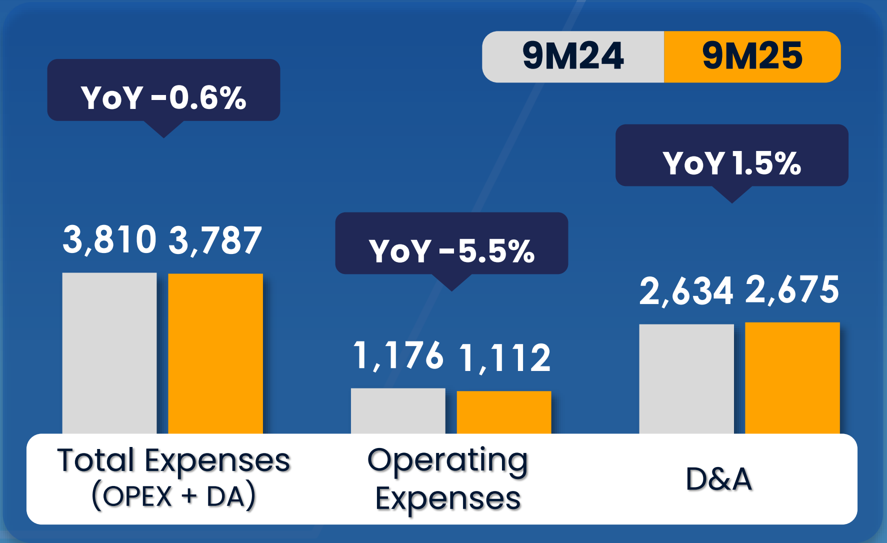
from 6% | **to 5% of revenue**



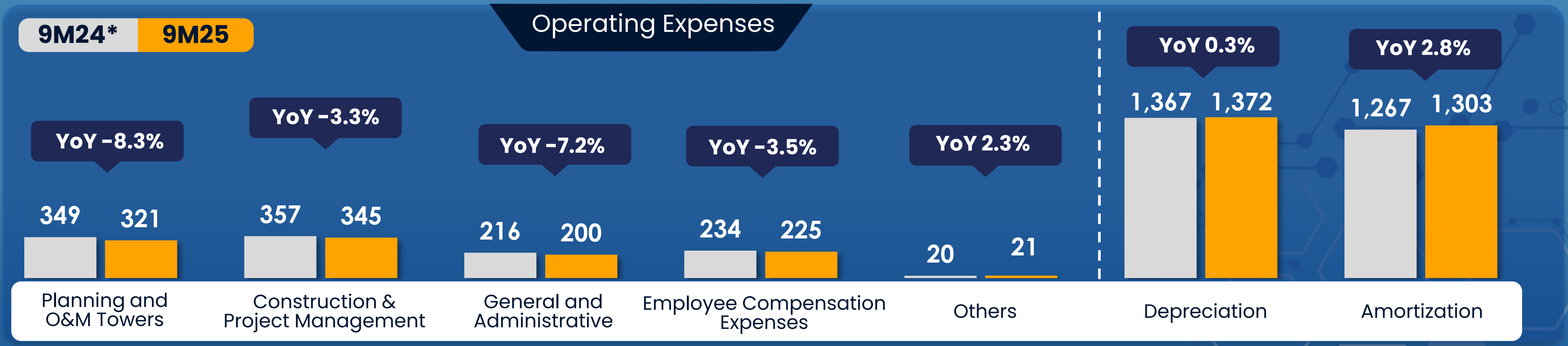
Note: As Reported on Financial Statement

MANAGEABLE EXPENSES

Mitratel by Telkom Indonesia



- **Planning & O&M towers decreased by 8.3% YoY** to Rp320 billion, driven by efficiencies through the optimization of economies of scale.
- **Construction and Project Management decreased by 3.3%** attributable to the decline in Tower-Related Business revenue.
- **G&A decreased by 7.2%** as a result of efficiency program by the Company.
- **Employee compensation decreased by 3.5% YoY** the Company's optimization of its organizational structure.
- **Depreciation** only grew by 0.3% as some assets are still under construction. It will be normalized in full year basis and **Amortization** mainly increase due to new tower in from organic and inorganic activity.

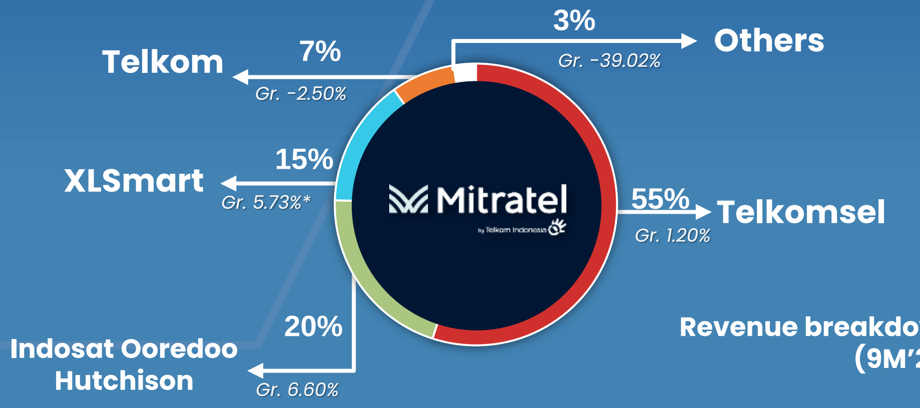


(in IDR bn) *Note: As Reported on Financial Statement*

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

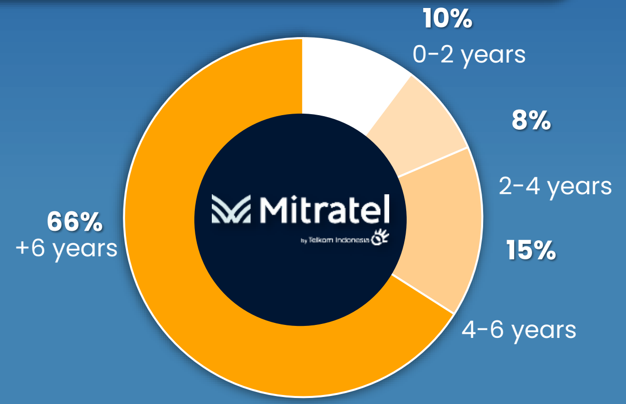


Revenue breakdown (9M'25)

Long Tenancy Expiry Schedule

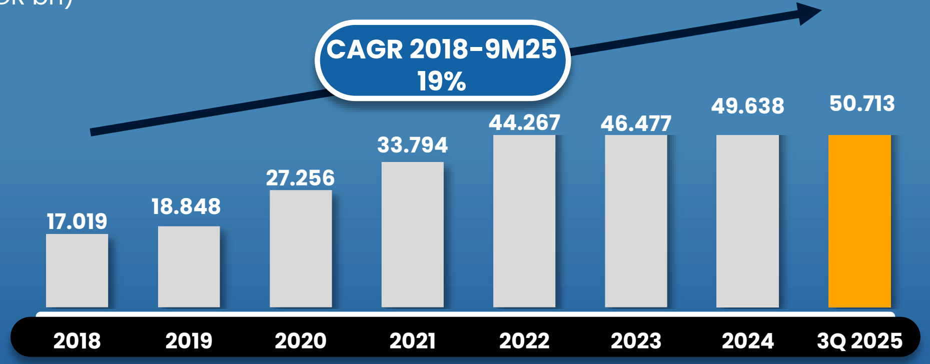
~79%

of our contracts expire in more than 4 years.



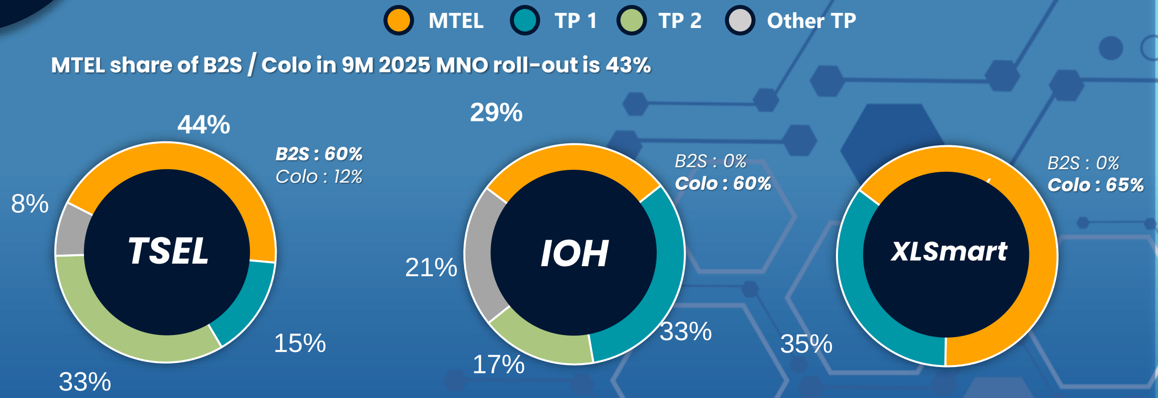
Strong future revenue growth compared to industry

(in IDR bn)



Highest wallet share from MNO roll-out

MTEL share of B2S / Colo in 9M 2025 MNO roll-out is 43%



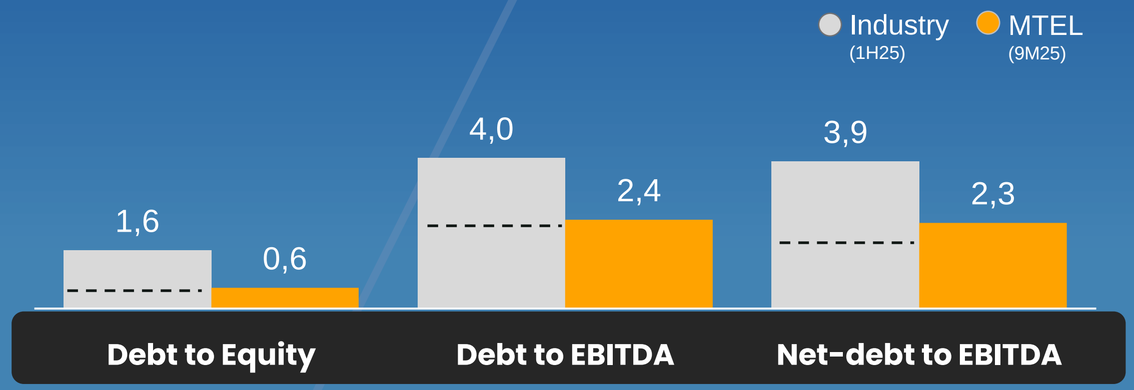
*)Growth compared to 2024 XL and Smartfren

Note: As Reported on Financial Statement

SUPERIOR BALANCE SHEET & CASH FLOW

Mitratel by Telkom Indonesia

Mitratel Leverage (in multiplier)



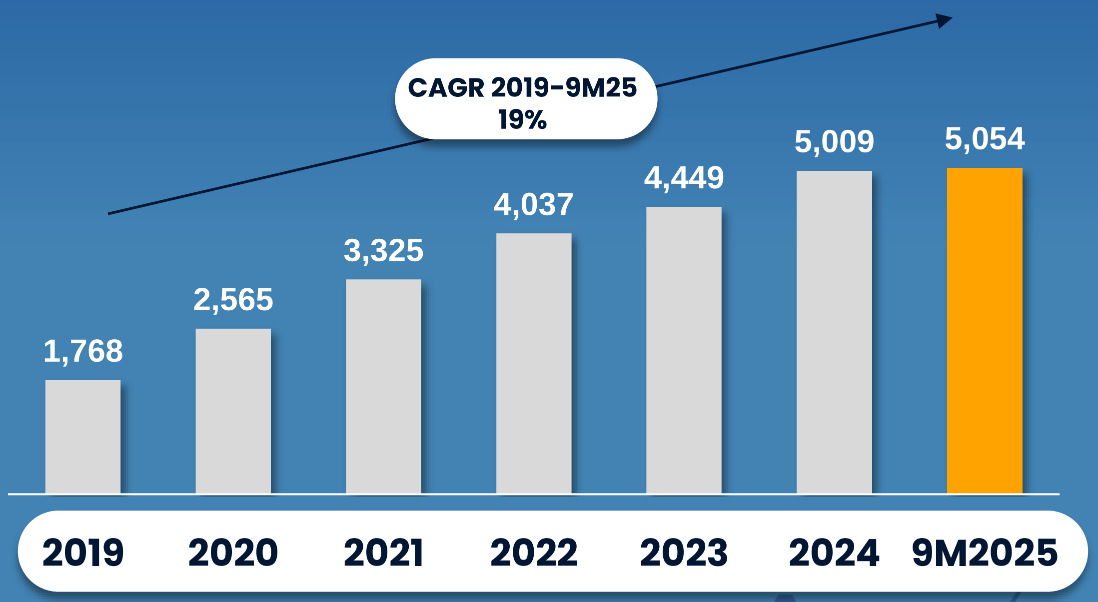
Healthy leverage ratios (Net-Debt to EBITDA) with ample capacity to increase

Component (IDR bn)	FY24	9M25	Covenant Bank
Cash	597	632	
EBITDA	7,696	5,769	
Debt	17,878	18,215	
Equity	33,387	32,863	
Debt to Equity (x)	0.54	0.55	< 5.00
Debt to EBITDA** (x)	2.31	2.37	< 5.00
Net debt to EBITDA* (x)	2.24	2.29	< 5.00

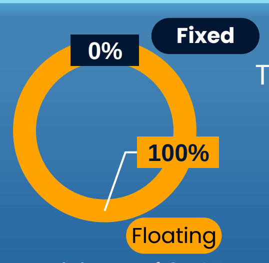
*) As Reported on Financial Statment

**)for EBITDA using Annualized

Strong Recurring Free Cash Flow



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



MTEL debt as of 9M25

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

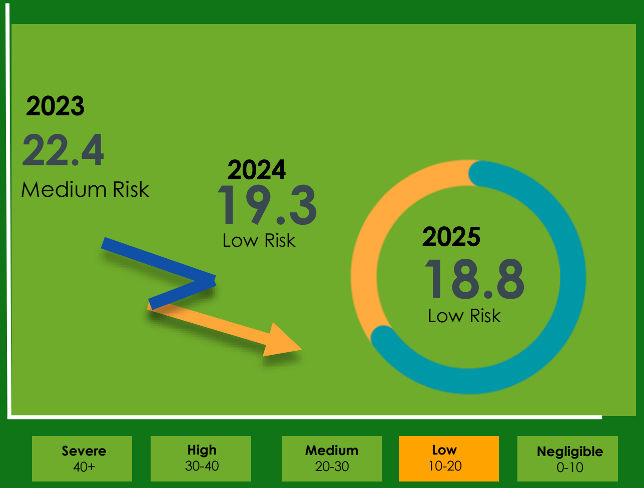
Debt maturity & Lender Profile

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

PROMOTE ESG FOR A SUSTAINABLE FUTURE

ESG Risk Rating

Improved ESG Score by Sustainalytics



ESG Risk Rating, emission reduction and reduce waste

Ranking

The best ESG rating score in Telco & Tower Industry in Indonesia

Source: Sustainalytics data as of 9M 2025

Sustainability Tower

GFRP

Glass Fiber Reinforced Polymer (GFRP) is used as material for Mini Rooftop Tower (3 – 15 meters height)

Advantages

1. **Lighter Material**
2. **Corrosion Resistant.**
3. **Higher Tensile Strength**
4. **Easier Maintenance**
5. **Easy Implementation**
6. **Low Carbon Emissions**

Implementing GFRP in a rooftop tower is estimated to **reduce steel usage by 1,748 Kg / Tower**, which is equivalent to a **carbon reduction of 3.23 tons of CO2***

Corporate Social Responsibility

- Micro Hydro Power Plant Donation Programmes
- Social Donation Programmes
- Solar Panel System Donation Programmes

GCG & CSR

GCG

- **Policy Enhancement**
  - **Human Rights Policy** within Mitratel Group
  - **Anti-discriminatory & Anti-Bribery**
  - **Diversity Policy**
  - **Career Development Policy** for Employees
  - **Regulatory Compliance System (RCS)**

- **Certified Quality Management System**
  - ISO 45001:2018 **Management system**
  - ISO 31000:2018 **Risk Management**
  - ISO 9001:2015 **Quality Standard**
  - ISO 27001:2013 **IT Management system**
  - ISO 37000:2013 **Anti Bribery**
  - ISO 14001:2015 **Environmental Management System**

- **Reduce waste produced**

~32%
~460 sites

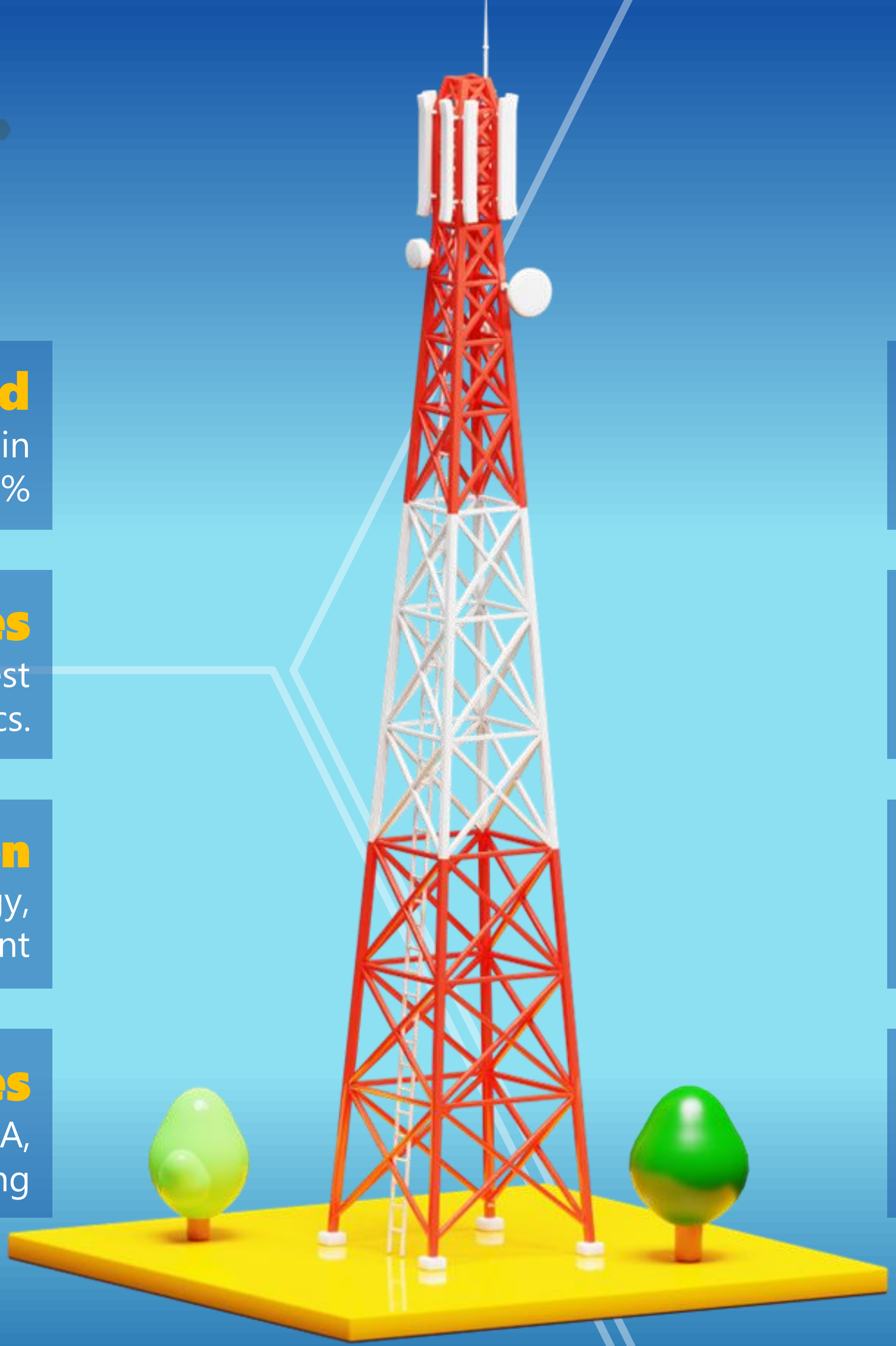
INDUSTRY DYNAMICS IN 2025

Tower Industry Trend
Tower industry revenue growth in 2025 is projected at 1.2%

Macro Uncertainties
China – US trade war, The Fed Interest Rate cut dynamics.

MNOs Consolidation
New roll out, cost efficiency strategy, network sharing requirement

New Technologies
5G Deployment, Small-Cell, IoT, FWA, AI shifting 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

Mitratel

by Telkom Indonesia

THANK YOU

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