



# CORPORATE PRESENTATION FY2025.

PT DAYAMITRA TELEKOMUNIKASI TBK (MTEL)

JAKARTA  | 9 APRIL 2026



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# MTEL COMPANY HIGHLIGHTS

## The Largest Independent TowerCo in SEA & Indonesia

### The Largest TowerCo in Southeast Asia with 40,230 Towers across Indonesia

of which 59% sites are located in ex-Java, inline with MNO expansion and to support nation-wide connectivity through Internet Rakyat (IRA) deployment with FWA 1.4 GHz.



### Achieved the Lowest ESG Risk Rating among Tower and Telecommunications Companies (Sustainalytics: 18.8\*; low risk)

\*as of FY2025



### Strong market leadership with 55% tower wallet share rollout in FY25

of which 71% of new colocation deployed in ex-Java regions.



### Accelerating Fiber-to-the-Tower deployment to support MNO network expansion,

with revenue growth of 18% yoy with fiber wallet share of 42%



### The most resilient TowerCo amid MNO consolidation

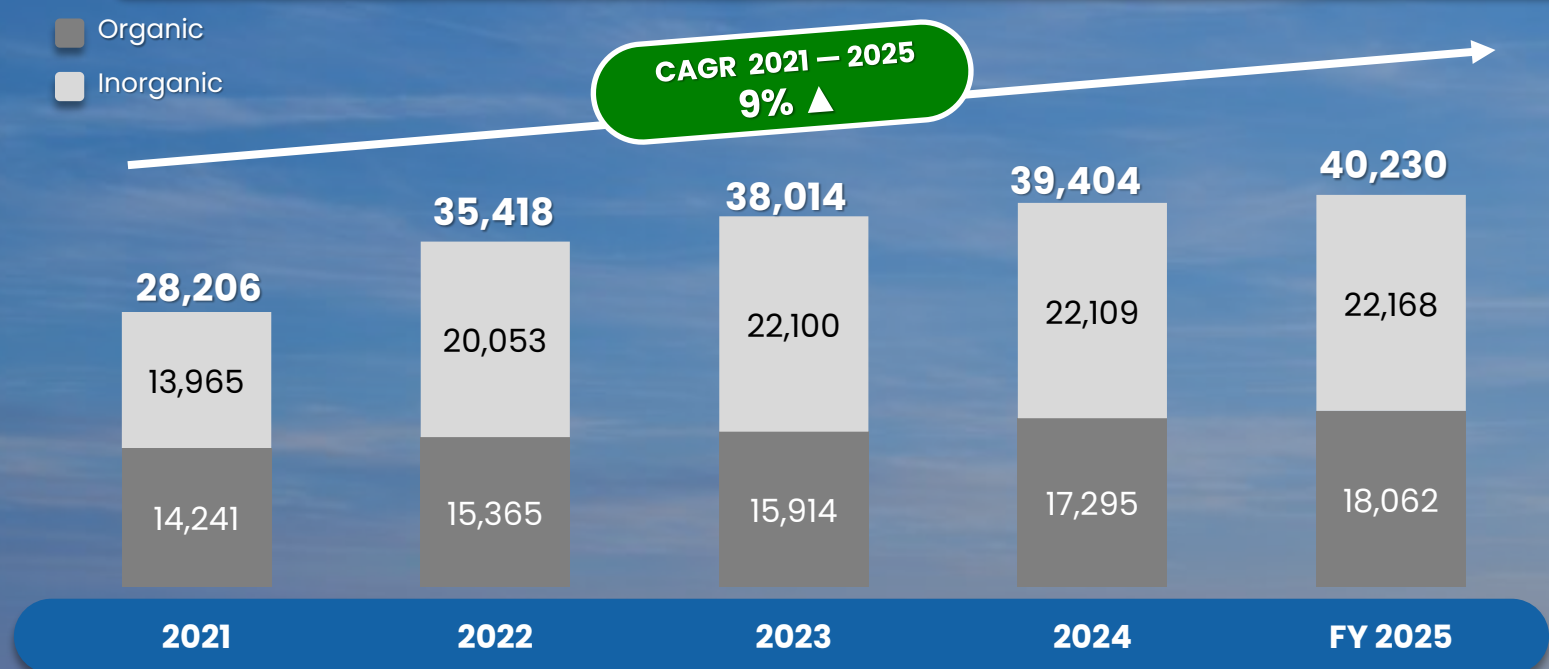
delivering consistent earnings growth and a superior balance sheet with the minimal exposure to MNO consolidation disruption.



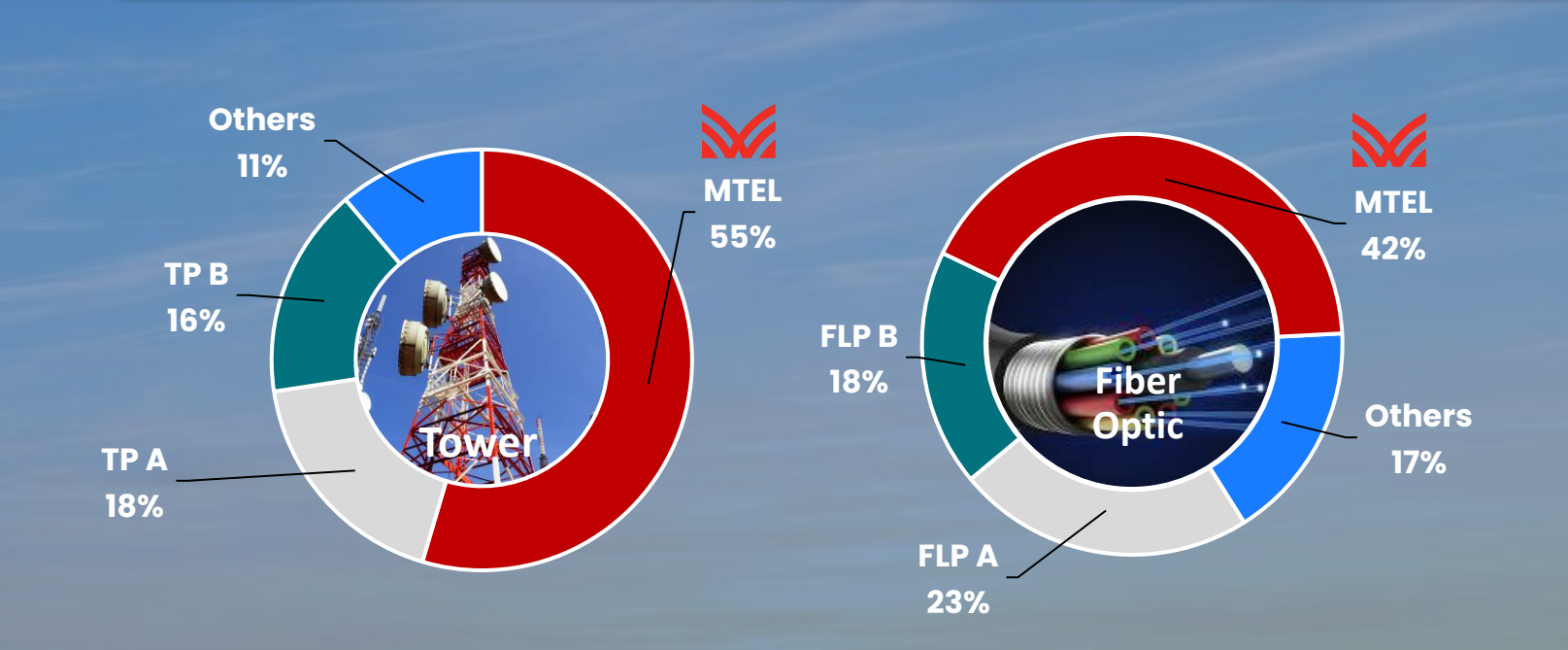
# SUSTAINING STRONG OPERATIONAL GROWTH AMIDST MNO CONSOLIDATION

CORPORATE PRESENTATION FY2025

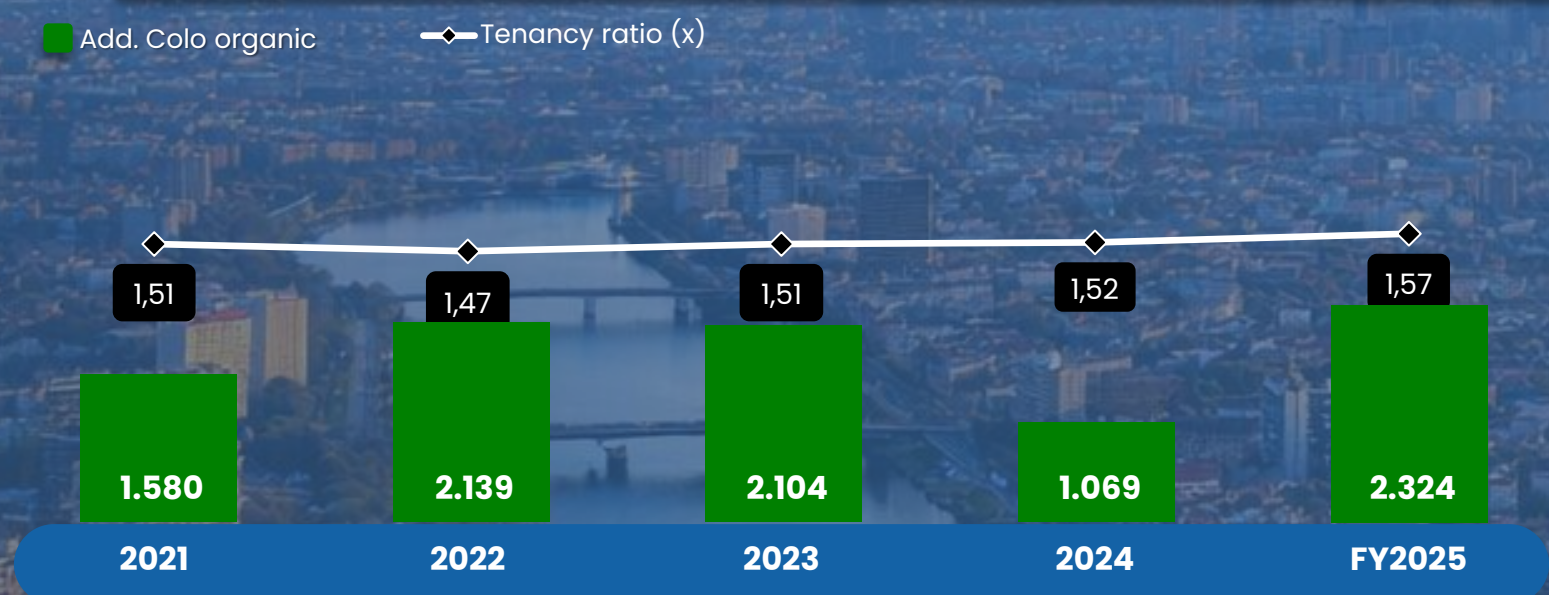
## Track Record of Organic & Inorganic Growth in Towers



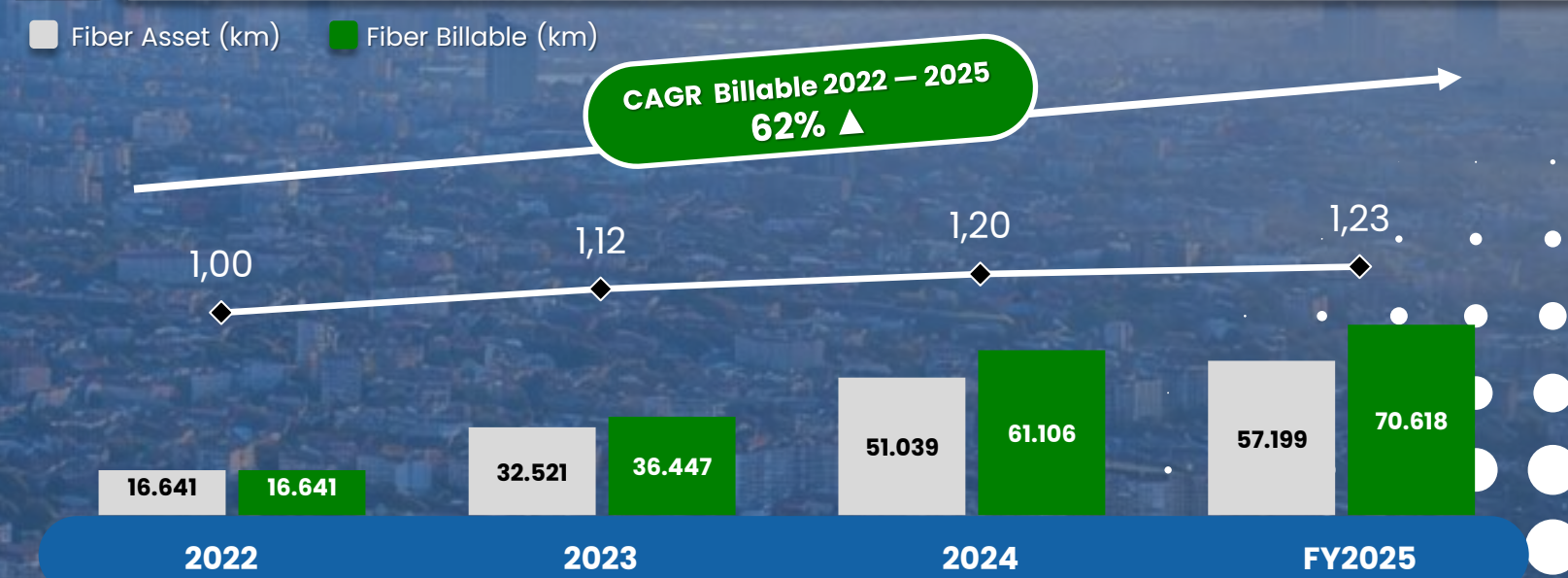
## Highest Market Share From MNO Roll-out (Tower & Fiber)



## Improving Tower Utilization (Tenancy Ratio)



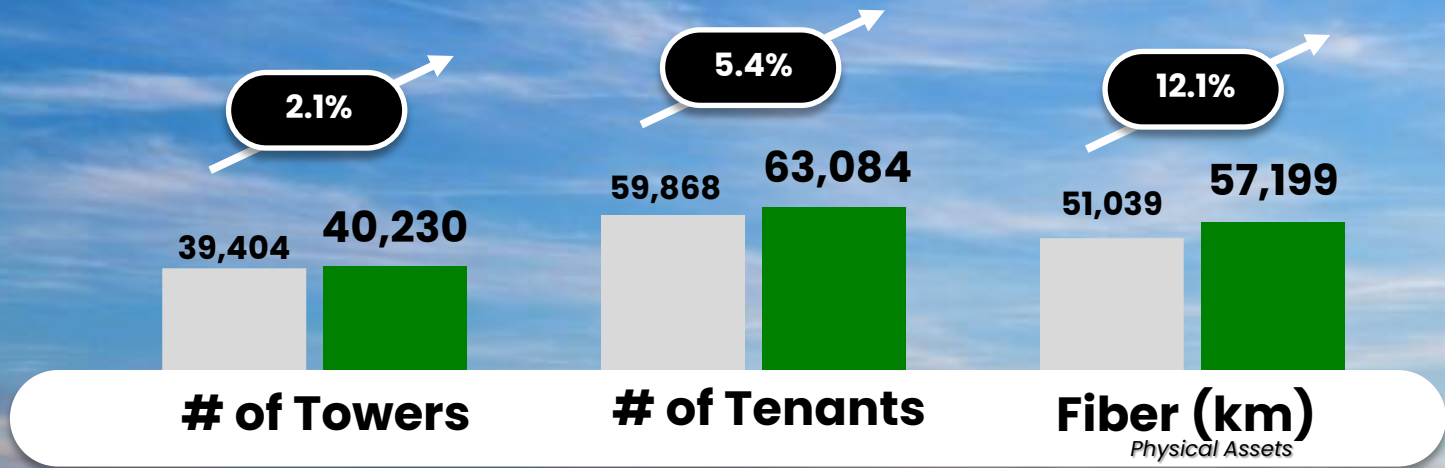
## Improving in Fiber Utilization



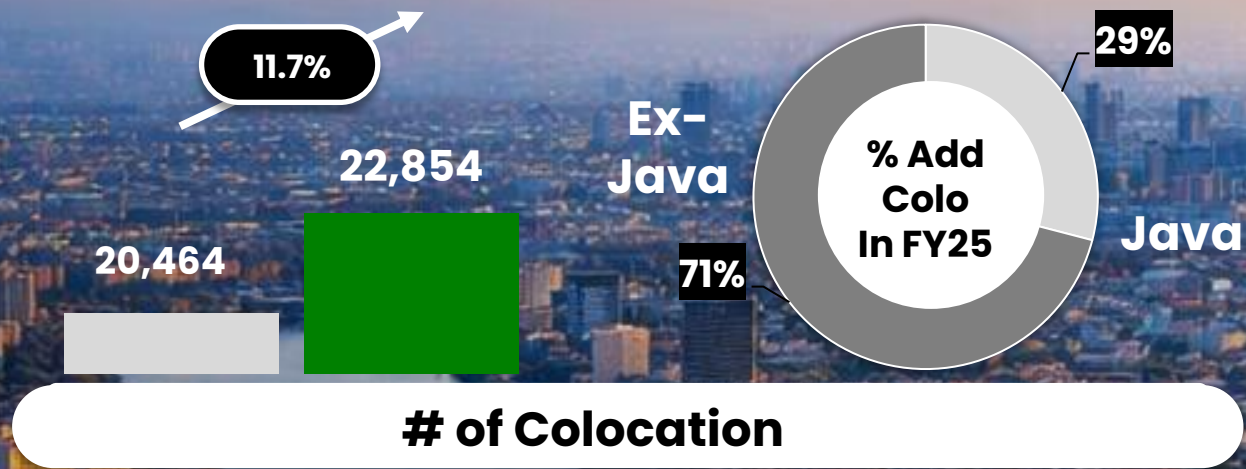
# EXCELLENT NATION-WIDE INFRASTRUCTURE SCALE

CORPORATE PRESENTATION FY2025

FY24 FY25



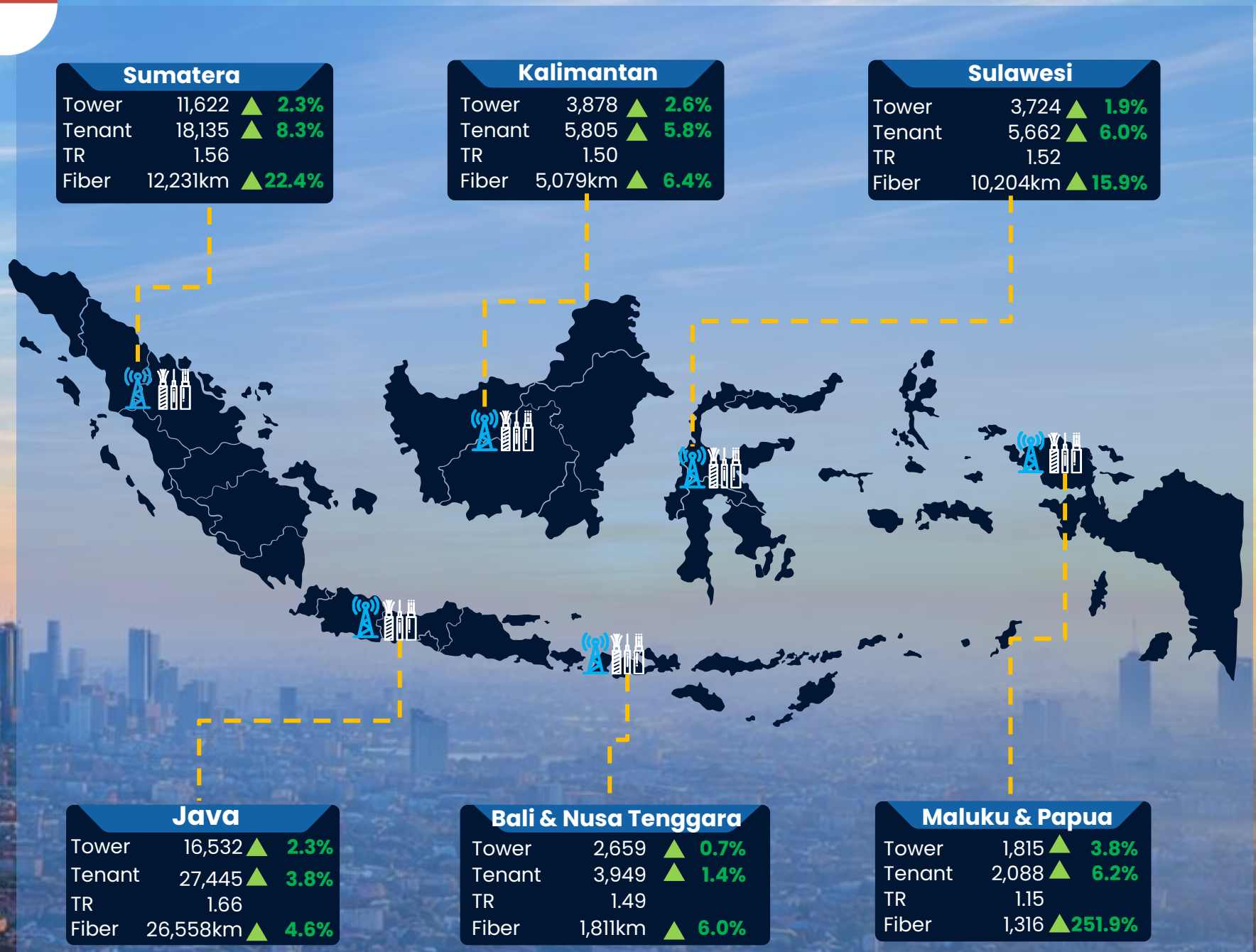
Tower and tenant growth is the highest in Indonesia driven by strong organic development and smart inorganic activities



Attractive portfolio location where 71% of FY25 new colocation are deployed in ex-Java, the new areas of growth.

**Tenancy Ratio**  
1.52 → 1.57 ▲

**Billable ratio**  
1.20 → 1.23 ▲



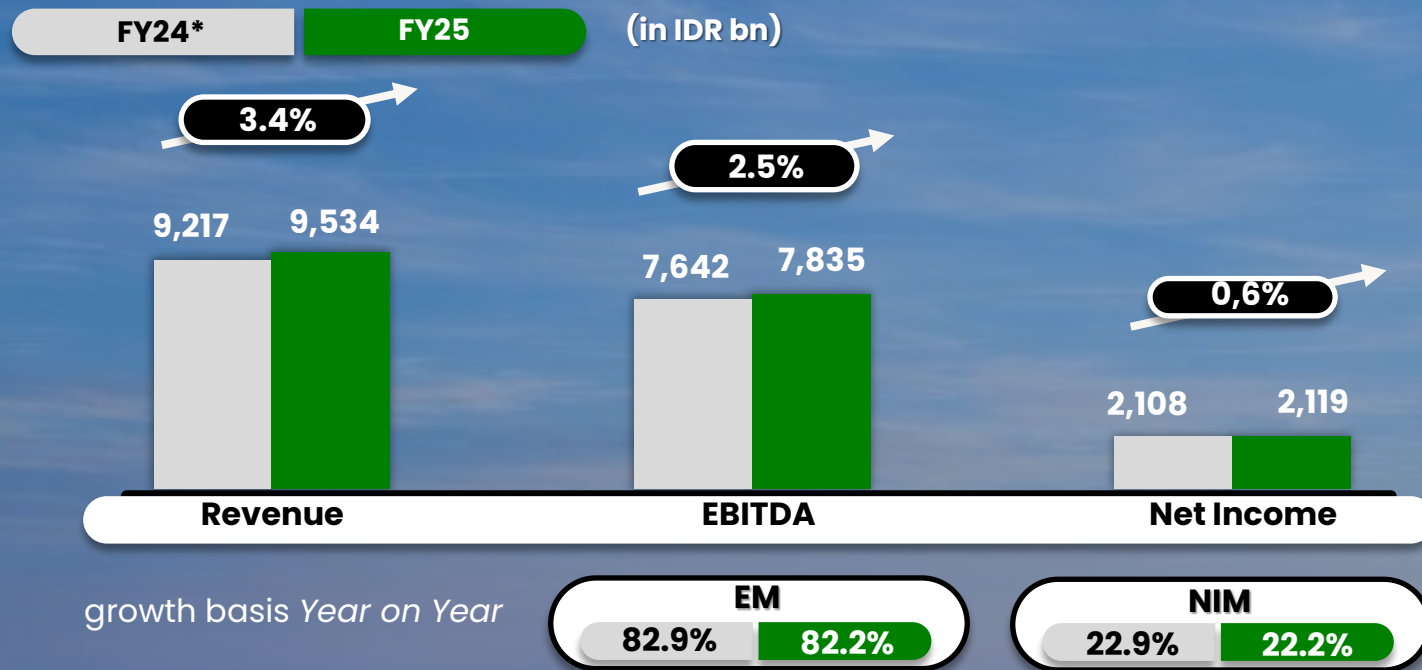
	# of towers	% portfolio	Tenancy ratio
Tower network in the Java region	16,532	41%	1.66
Tower network in the ex-Java region	23,698	59%	1.50

# FY2025 PERFORMANCE HIGHLIGHTS

## Financial Performance FY2025

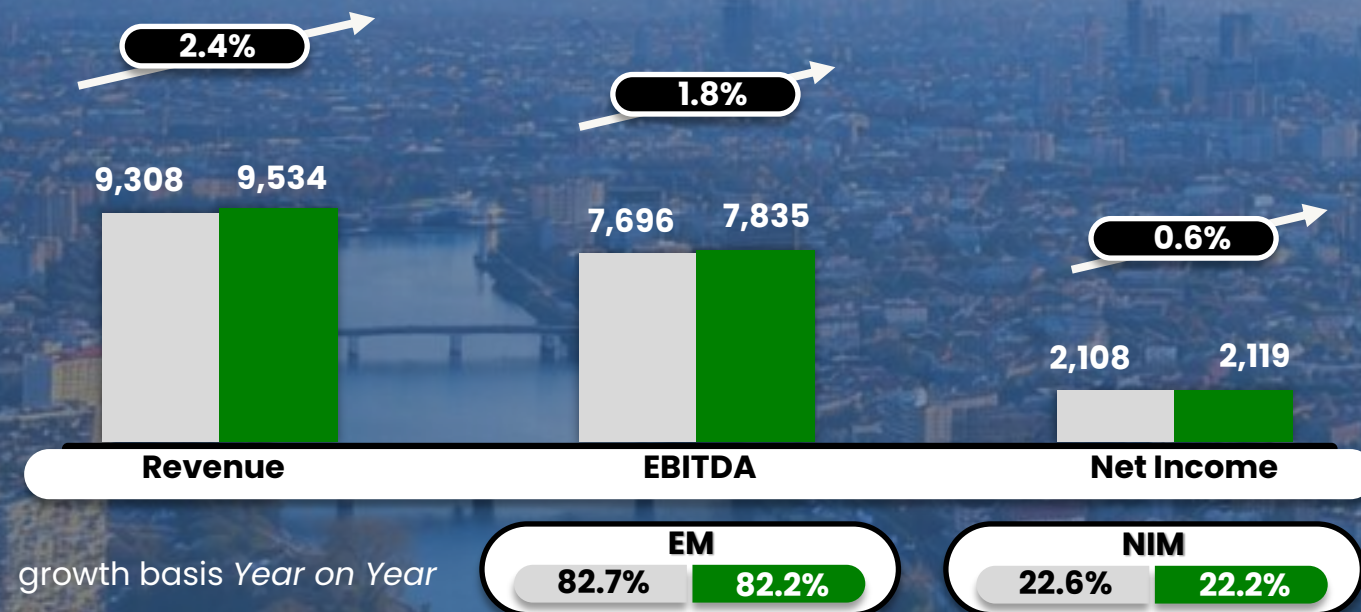
### Normalized Figures

(factoring out UMT financials, subsidiary acquired in Dec 24)



growth basis Year on Year

### Reported Figures



growth basis Year on Year

## Operational Performance FY2025



**+826 New Towers**

(Total Tower FY25: 40,230)



**+3,216 New Tenants**

(Total Tenant FY25: 63,084)



**+9,512 KM New Billable Fiber**

(Total Fiber Billable Length FY25: 70,618KM)

# TOWER BUSINESS SUSTAINS GROWTH, FIBER EMERGES AS A NEW GROWTH ENGINE

FY2024

FY2025

(in IDR bn)

## Tower Lease



Revenue increased 2.2% YoY to Rp7,795 billion, driven by additional towers and colocations in line with mobile network operators' continued network expansion.

from  
**82.0%**

to  
**81.8%**  
of revenue

YoY 2.2% ▲

7,629

7,795

## Fiber Optic



Revenue grew 18.1% YoY to Rp574 billion, supported by both organic and inorganic Fiber-to-the-Tower expansion, as MNOs continue strengthening network connectivity.

from  
**5.2%**

to  
**6.0%**  
of revenue

YoY 18.1% ▲

486

574

## Tower Related Business



Revenue reached Rp675 billion, increasing 6.5% YoY, primarily contributed by subsidiary Persada Sokka Tama, while the Company remained selective in capturing higher-margin tower-related opportunities.

from  
**6.8%**

to  
**7.1%**  
of revenue

YoY 6.5% ▲

634

675

## Reseller Tower



Revenue declined 12.4% YoY to Rp490 billion, reflecting the gradual phase-out of this business line amid on going market consolidation.

from  
**6.0%**

to  
**5.1%**  
of revenue

YoY -12.4% ▼

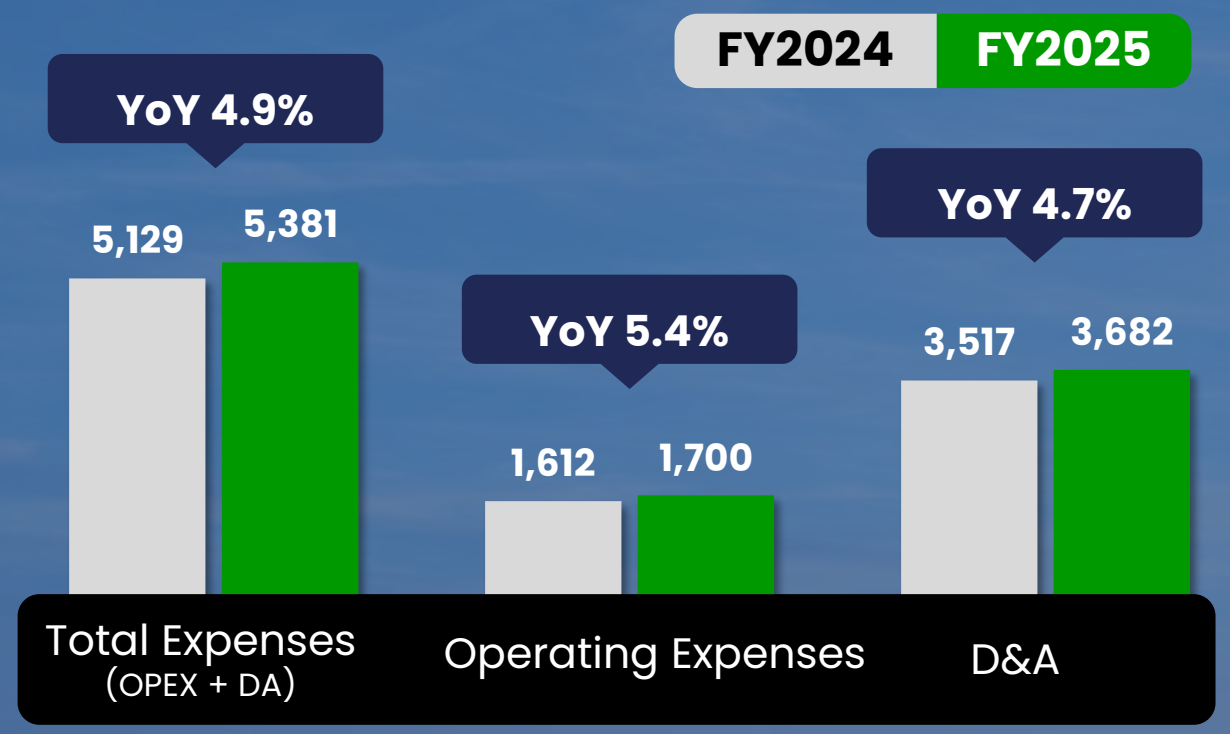
559

490

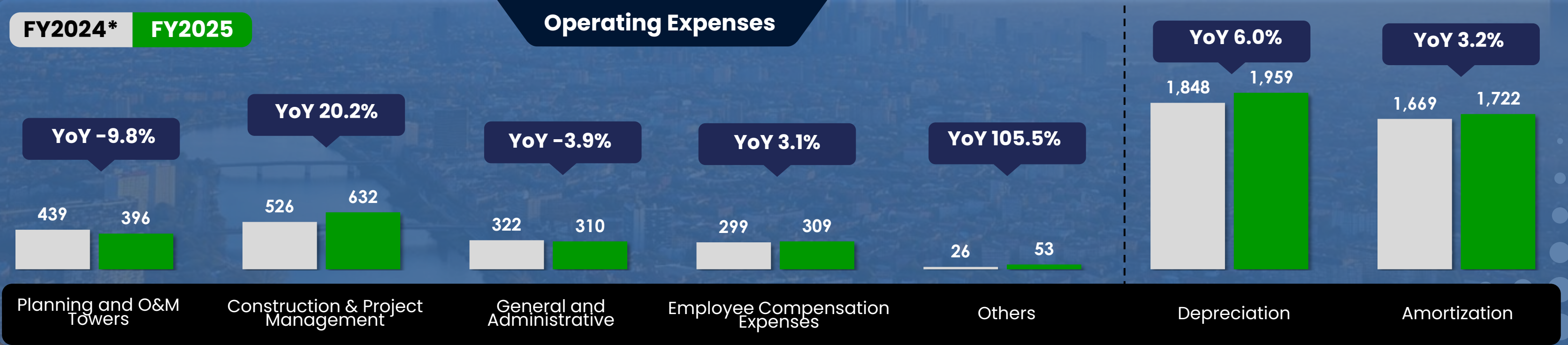
Note: As Reported on Financial Statement

# DISCIPLINED COST MANAGEMENT

CORPORATE PRESENTATION FY2025



- **Planning, operating, and maintaining the telecommunication towers decreased significantly by 9.8% YoY** to Rp396 billion, driven by efficiency initiatives, including greater use of technology and economies of scale. Additionally, tower O&M activities in several regions are handled by subsidiary (Persada Sokka Tama), with costs classified under project management.
- **Construction and project management increased by 20.2% YoY** in line with higher activity in Tower-Related Business segment and one-time project-based expansion.
- **G&A decreased by 3.9%** reflects the consistent implementation of efficiency programs in all operational lines.
- **Employee compensation increased by 3.1% YoY** in line with the strengthening of the organizational structure to support business growth and achieve more optimal business transformation.
- **Others amounted to Rp53 billion**, primarily reflecting an increase in provision for trade receivables as part of the Company's efforts to maintain business quality and strengthen credit risk management.
- **Depreciation increased by 6.0% YoY** to Rp1,959 billion, in line with the addition of telecommunication tower assets and fiber optic networks throughout the year. **Meanwhile, amortization increased by 3.2% YoY** to Rp1,722 billion primarily resulted from additional land lease contracts following tower expansion.

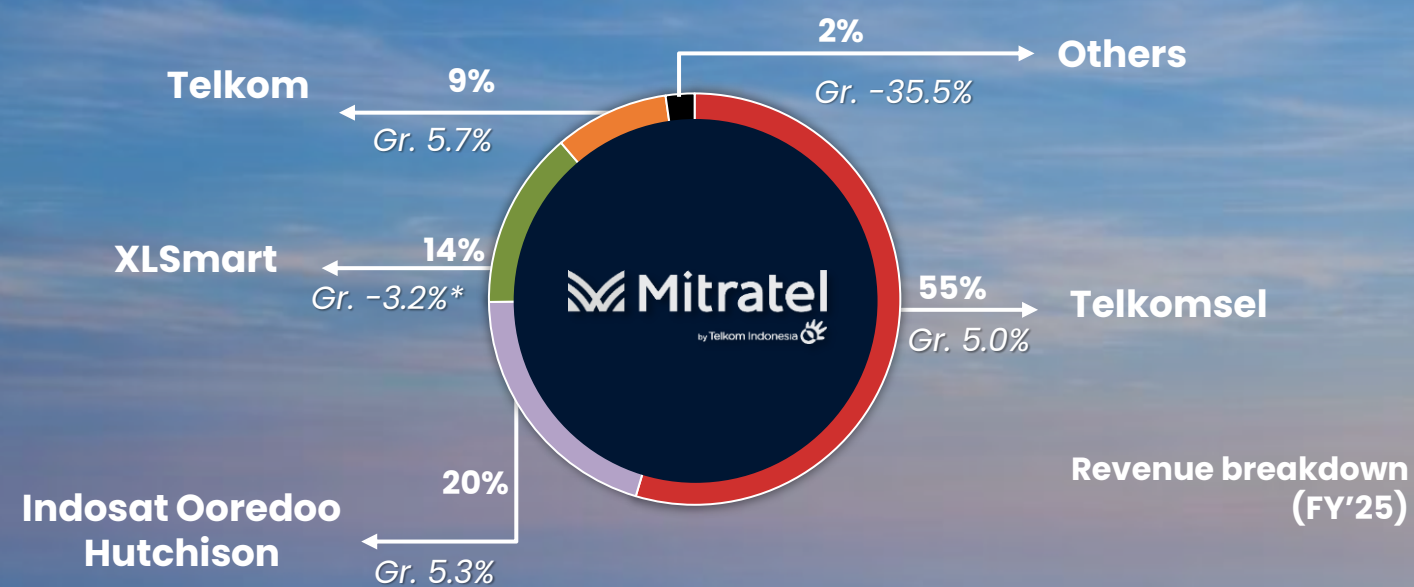


Note: As Reported on Financial Statement (in IDR bn)

# HIGH QUALITY CUSTOMERS WITH SIGNIFICANT BACKLOG

Independent TowerCo with 89% of revenue from the largest MNOs in Indonesia underpinned by a strong anchor tenant

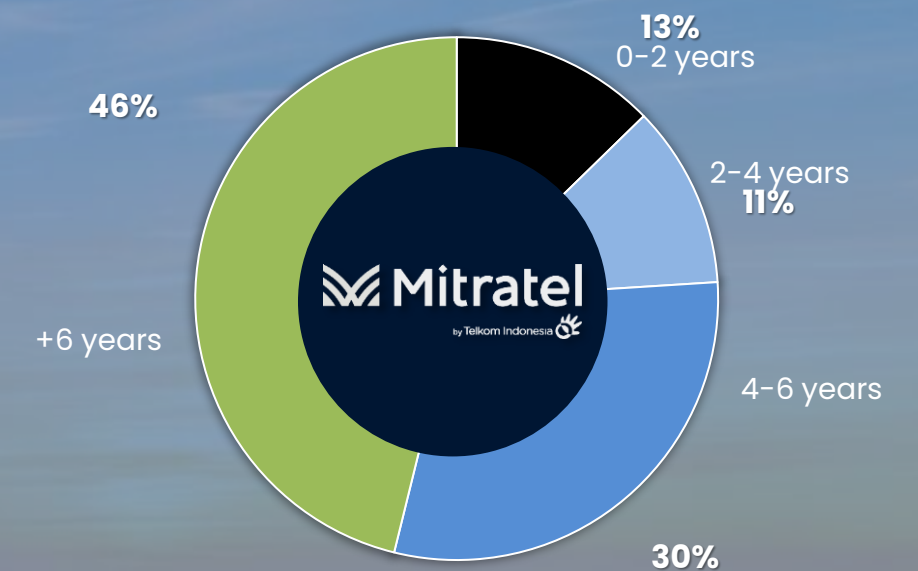
## Revenue Backed by High Quality Customers



\*Figure reflect the combined entity of XL Axiata & Smartfren following the merger

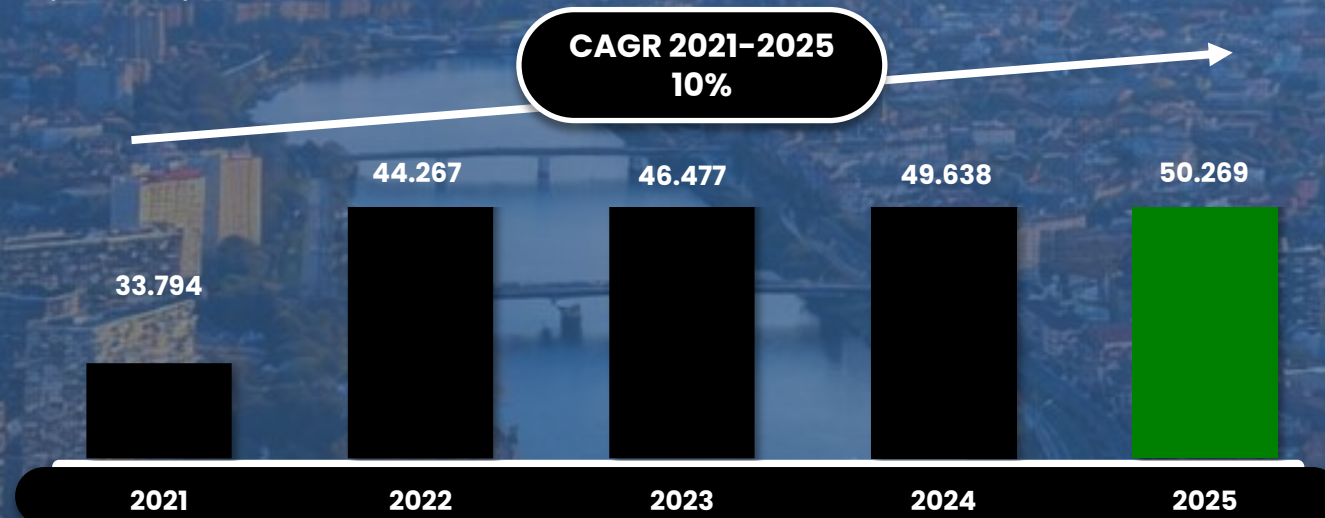
## Long Tenancy Expiry Schedule

**~76%**  
of our contracts  
expire in more than  
4 years.



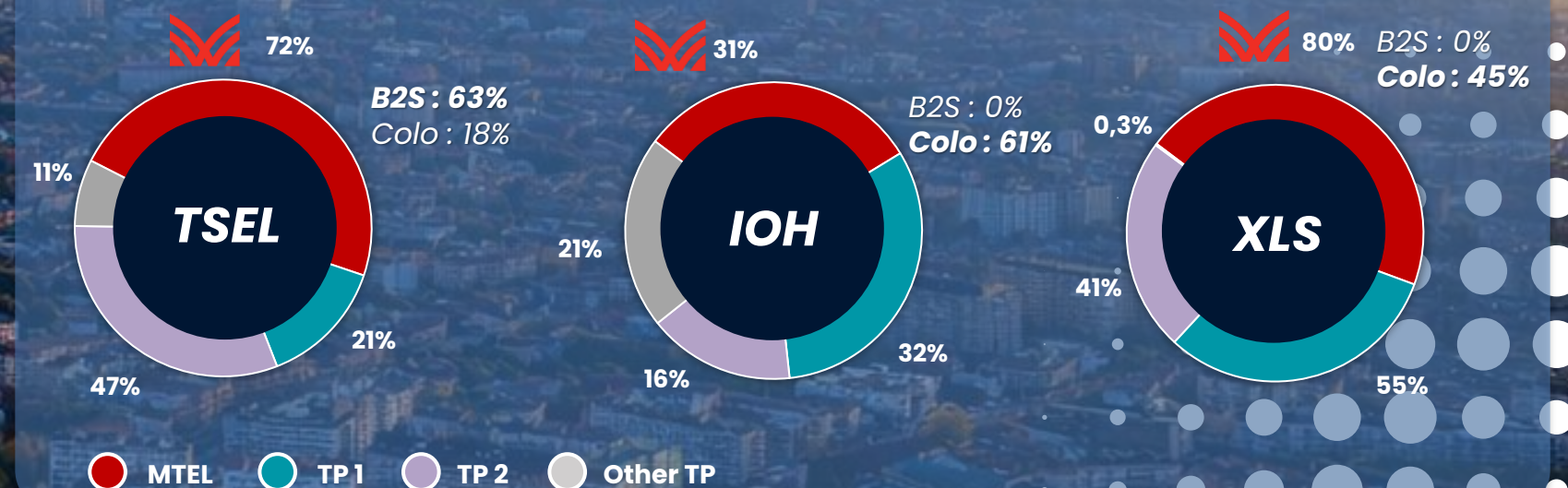
## Strong Future Revenue Growth Compared to Industry

(in IDR bn)



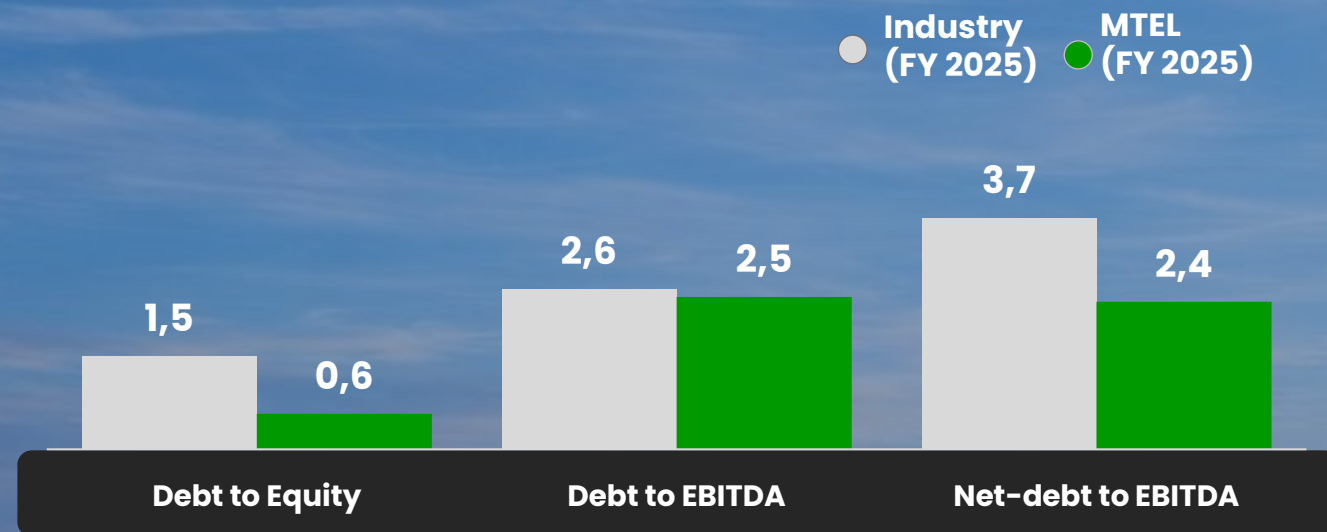
## Highest Wallet Share from MNO Roll-out

MTEL share of B2S / Colo in FY 2025 MNO roll-out is 55%



# STRONG BALANCE SHEET & RECURRING CASHFLOW

## Mitratel Leverage (in multiplier)

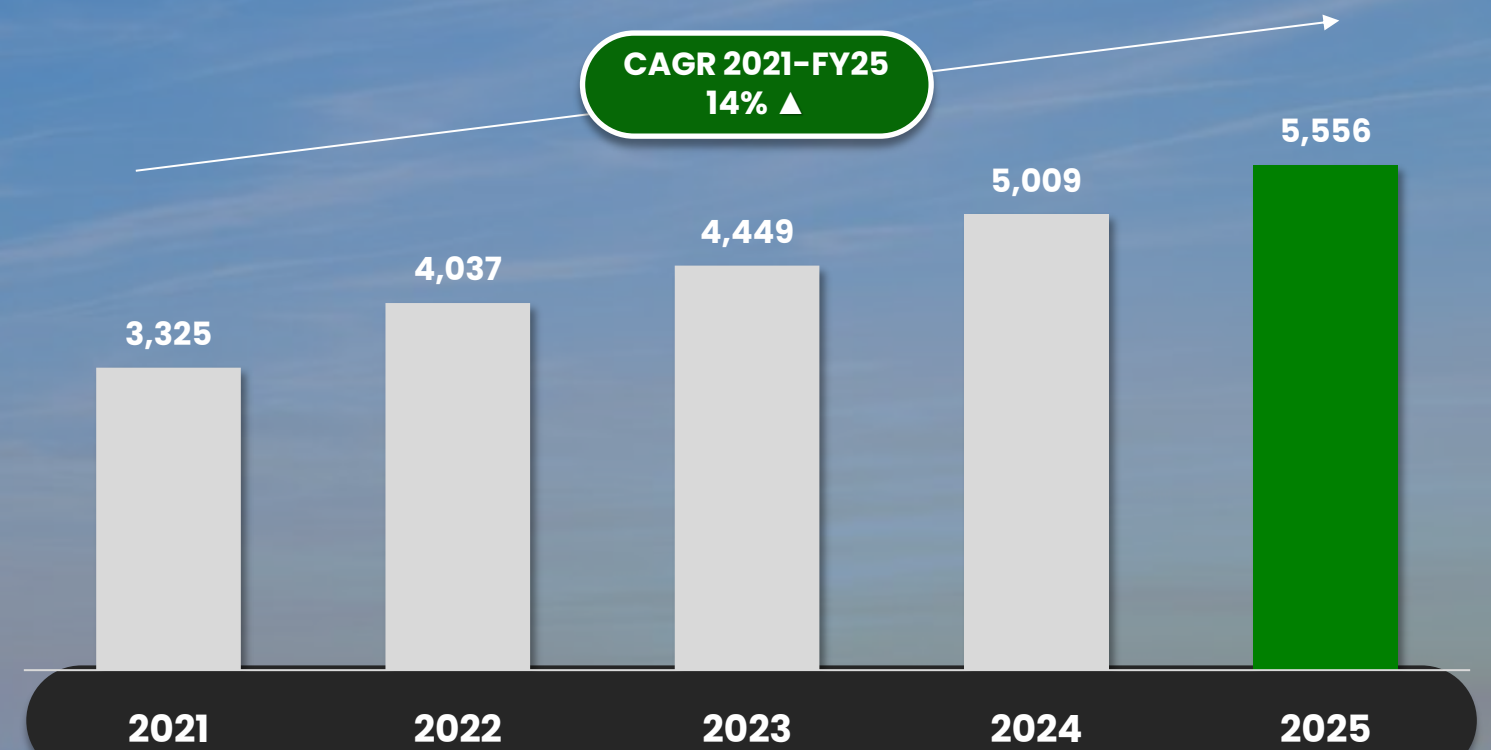


## Healthy Leverage Ratios (Net-debt to EBITDA) with Ample Capacity to Increase

Component (IDR Bn)	FY24	FY25	Covenant Bank
Cash	596	609	
EBITDA	7,696	7,835	
Debt	17,877	19,166	
Equity	33,387	33,351	
Debt to Equity (x)	0.54	0.57	< 5.00
Debt to EBITDA** (x)	2.31	2.45	< 5.00
Net debt to EBITDA* (x)	2.24	2.37	< 5.00

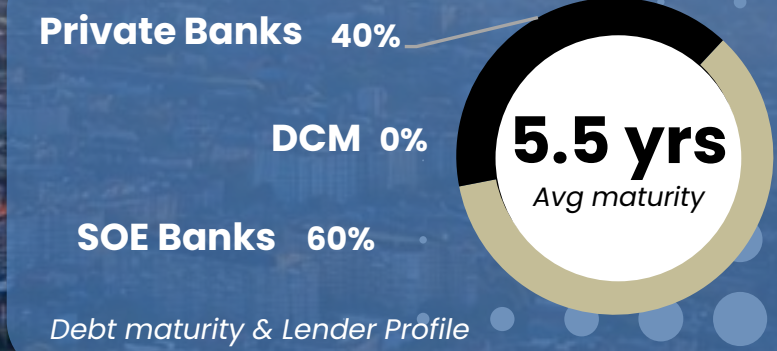
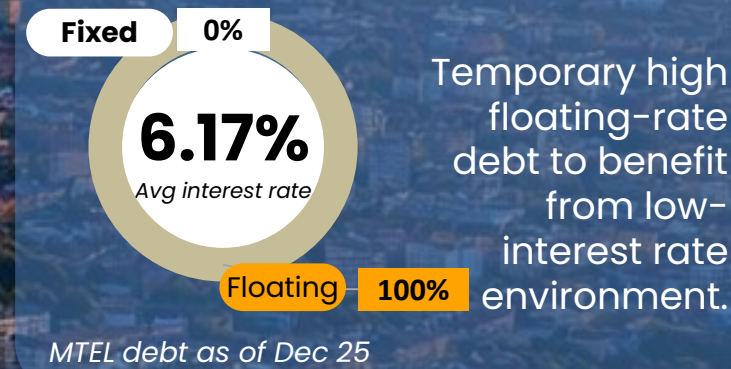
\*) As Reported on Financial Statment

## Strong Recurring Free Cash Flow



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

All Debts are clean basis and in IDR currency

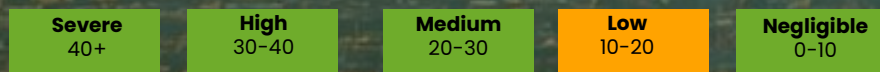
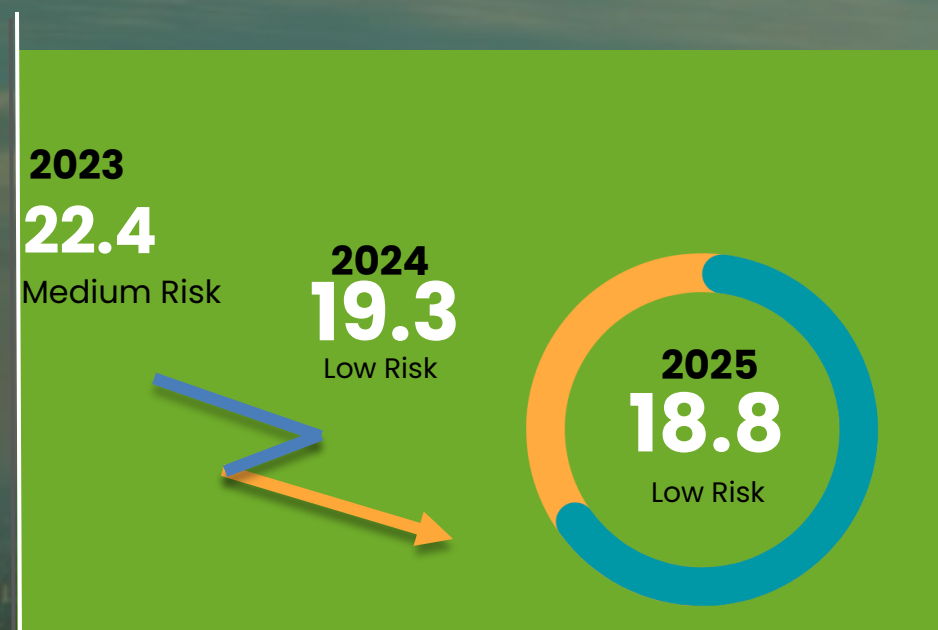


# PROMOTE ESG FOR A SUSTAINABLE FUTURE

## ESG Risk Rating



**Improved ESG Score by Sustainalytics**



ESG Risk Rating, emission reduction and reduce waste

### Ranking

**The #1 best ESG rating**

for Telco & Tower Industry in Indonesia

Source: Sustainalytics data as of FY 2025

## Sustainability Tower

### Green Tower Initiative

#### Glass Fiber Reinforced Polymer (GFRP)

has been used 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\***

## Reduced Waste: Lithium Power



## Corporate Social Responsibility

**Solar Panel System Donation Programs**

**Social Donation Programs**

**MitraKidz Digicamp Programs**

## GCG & Awards

### GCG



#### Policy Enhancement

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

#### International Standard Organization (ISO)-Certified Management System



- **ISO 45001:2018** Management system
- **ISO 31000:2018** Risk Management
- **ISO 9001:2015** Quality Standards
- **ISO 27001:2013** Information Security Management system
- **ISO 37000:2013** Anti Bribery
- **ISO 14001:2015** Environmental Management System

## Awards & Recognition

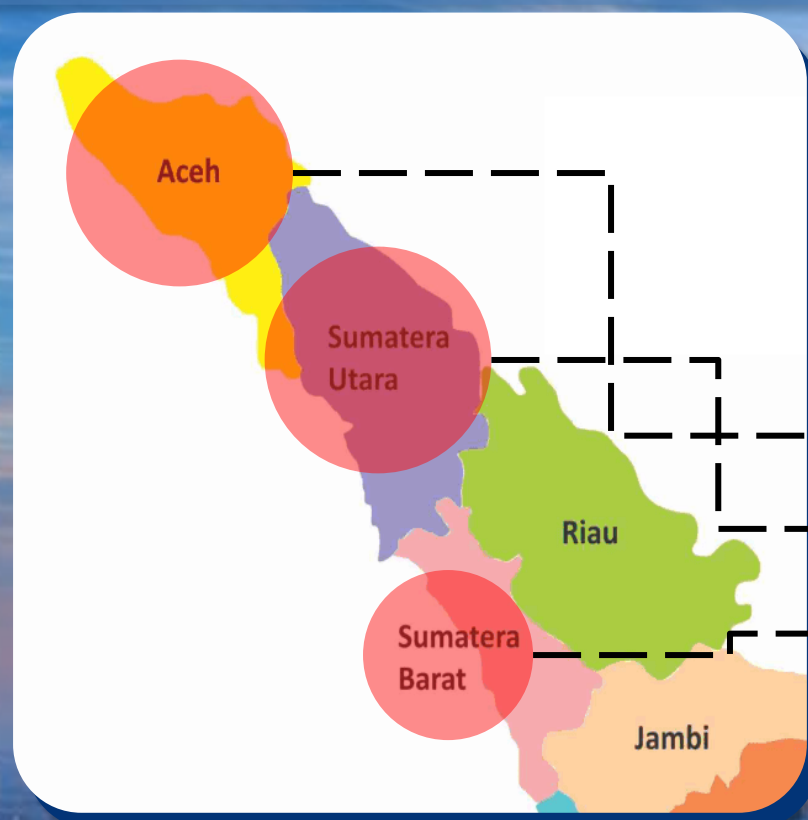
1. **Best Risk Management Practices** (CNBC)
2. **The Leader of Indonesia's Digital Connectivity** (IDN Financials & Metro TV)
3. **Anugerah Utama Kategori Produk dan Model Bisnis** (IDX Channel)
4. **Top 50 Big Capitalization Public Listed Company** (IICD)



# SUMATERA POST-DISASTER RECOVERY

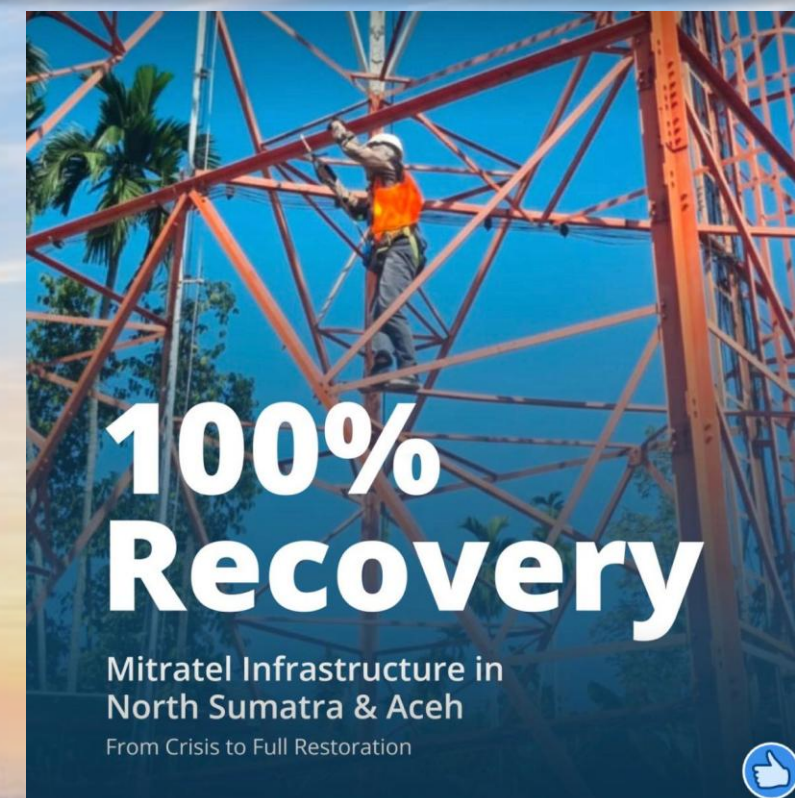
Between late November and mid-December 2025, severe weather—including flash floods, heavy rainfall, and landslides— **affected ~57 critical telecommunications infrastructure several cities in Aceh, North Sumatra, and West Sumatra.** Mitratel activated emergency protocols, mobilized rapid response teams, and restored >90% of impacted sites across the region within 2 weeks.

Disaster Areas



## Operational Impact Overview

**1,8% sites**  
 (57 out of 3,199 sites) are impacted by flooding across 36 cities in Aceh, North Sumatra, and West Sumatra.



*\*as of January 2026*

## Emergency Recovery Phases

### Emergency Phase (25–30 Nov 2025)

- Activation of Emergency Response Posts across Aceh, Medan, and Padang.
- On November, 29<sup>th</sup> 2025 field personnel mobilized along with rapid-connect equipment (Starlink, Satellite Phone) to Tapanuli Tengah.



### Recovery Phase (1–13 Dec 2025)

- Weather improved enabling gradual site access (Aceh, Tamiang, Tapanuli).
- Total 9 Teams: 3 Aceh, 4 North Sumatra, 2 Padang



### Stabilization Phase (14–31 Dec 2025)

- Network normalization and quality assurance under OM Excellence. Tower Physical recovery to support MNO service → Quality Improvement



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3 Des 2025 17:17



# COMPANY GUIDELINES

## INDUSTRY DYNAMICS IN 2026

### Tower Industry Trend



Evolution into a next-gen towerco with an integrated ecosystem including PaaS<sup>1</sup>, with tower industry revenue growth is projected at 1.2%

### Macro Uncertainties



Geopolitical tension, Iran – USA/Israel war, The Fed interest rate dynamics, and oil price

### Post MNOs Consolidation



Major spectrum auction (700Mhz & 2.6Ghz), MNO cost efficiency, 5G deployment, network integration & sharing equipment

### New Technologies Adoption



Green Infrastructure, IoT, AI-driven networks and Edge Computing

### Internet Rakyat (IRA) & FWA



using 1.4GHz frequency to accelerate affordable and scalable broadband connectivity for people across Indonesia

1. Power-as-a-Service

## COMPANY GUIDANCE FOR 2026

### Inline with Industry

Revenue & EBITDA growth



### IDR 2.9Tn

Total CAPEX Plan

(Exclude Inorganic Capex)



### +2.5K

Additional Tenant (Organic)



### +9K KM

Additional Billable Length Fiber Optic



### Fixed Wireless Access

As New Business Opportunity





# THANKYOU



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