MTEL

PT DAYAMITRA TELEKOMUNIKASI TBK

INFOMEMO FY 2025 (AUDITED)

TICKER IDX: MTEL / MTEL.JK
PEFINDO RATING: idAAA

www.mitratel.co.id

Publik

INFO MEMO
FY 2025 (AUDITED)

TICKER IDX: MTEL / MTEL.JK
PEFINDO RATING: idAAA

INVESTOR.RELATIONS@MITRATEL.CO.ID
WWW.MITRATEL.CO.ID

Company Performance Highlights

- **PT Dayamitra Telekomunikasi Tbk ("Mitratel" or the "Company") recorded FY2025 revenue of IDR 9.53 trillion, reflecting a growth of 2.4% YoY (and 3.4% YoY on a normalized basis) amid ongoing industry consolidation dynamics. The Company delivered EBITDA of IDR 7.84 trillion and net profit of IDR 2.12 trillion, maintaining strong margins of 82.2% and 22.2%, respectively—underscoring solid fundamentals and disciplined execution.**
- **Fiber segment revenue grew significantly by 18.1% YoY (and 45.2% YoY on a normalized basis), increasing its contribution to total revenue from 5% (4% on a normalized basis) to 6%. Meanwhile, the Tower Leasing business remained the backbone of the Company, contributing 82% of total revenue, reflecting the stability of Mitratel's recurring income profile.**
- **The Company sustained its position as the leading tower provider in Indonesia, with total tower ownership reaching 40,230 towers. Additionally, Mitratel added 6,160 km of fiber optic organically during 2025, bringing total fiber length to 57,199 km, further strengthening its capabilities as a Next-Generation Tower Provider.**

Financial Highlights

Key Indicators (Rp. Bn)	YoY				
	FY25	FY24 (restated)	Growth (%)	FY24 normalized	Growth (%)
Revenue	9,534	9,308	2.4	9,217	3.4
Expenses	5,381	5,129	4.9	5,055	6.4
Operating Profit	4,153	4,179	(0.6)	4,162	(0.2)
EBITDA	7,835	7,696	1.8	7,642	2.5
EBITDA Margin (%)	82.2%	82.7%	(0.5 ppt)	82.9%	(0.7 ppt)
Net Income	2,119	2,108	0.6	2,108	0.6
Net Income Margin (%)	22.2%	22.6%	(0.4 ppt)	22.9%	(0.7 ppt)

Notes: In accordance with PSAK 338, the 2024 fiscal year performance has been restated, with the bookkeeping is recorded as if UMT had been acquired from the beginning of the year. This adjustment has influenced the reported performance growth, particularly regarding XL as the dominant tenant of UMT

Operational Highlights

Key Indicators	YoY		
	FY25	FY24	Growth (%)
Tower	40,230	39,404	2.1
Colocation	22,854	20,464	11.7
Tenant	63,084	59,868	5.4
Reseller	2,650	2,760	(4.0)
Tenant Inc. Reseller	65,734	62,628	5.0
Tenancy Ratio (x)	1.57	1.52	0.05 ppt
Fiber (km)	57,199	51,039	12.1

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

Mitratel

INFO MEMO
FY 2025 (AUDITED)

Revenue

Key Indicators (Rp. Bn)	YoY		
	FY25	**FY24 (restated)**	**Growth (%)**
Tower leasing	7,795	7,629	2.2
Fiber	574	486	18.1
Tower-Related Business	675	634	6.5
Reseller	490	559	(12.4)
Total	**9,534**	**9,308**	**2.4**

At the end of FY2025, the Company recorded consolidated revenue of IDR 9,534 billion, representing a 2.4% YoY increase, with Tower Leasing and Tower-Related Business remaining the key contributors underpinning revenue stability. The segment performance is detailed as follows:

- **Tower Leasing** generated revenue of IDR 7,795 billion, growing 2.2% YoY, driven by organic additions of towers and colocations in line with ongoing network expansion and densification requirements from mobile network operators.
- **Fiber** segment delivered strong growth of 18.1% YoY to IDR 574 billion, supported by the expansion of Fiber-to-the-Tower (FTTT) both organically and inorganically, reflecting increasing operator demand for enhanced network quality and capacity.
- **Tower-Related Business** increased by 6.5% YoY to IDR 675 billion, reflecting the Company's more selective strategy with a focus on higher-margin services, thereby improving overall revenue quality.
- **Reseller** segment declined by 12.4% YoY to IDR 490 billion, in line with the Company's strategic initiative to gradually reduce exposure to lower-margin businesses while optimizing its portfolio mix.

Expenses

Key Indicators (Rp. Bn)	YoY		
	FY25	**FY24 (restated)**	**Growth (%)**
Operating Expense			
Planning, operation and maintenance	396	439	(9.8)
Construction and project management	632	526	20.2
General and administrative expenses	310	322	(3.9)
Employee compensation expenses	309	299	3.1
Other operating expenses	53	26	105.5
Total Operating Expenses	**1,700**	**1,612**	**5.4**
Depreciation	1,959	1,848	6.0
Amortization	1,722	1,669	3.2
Total Expenses	**5,381**	**5,129**	**4.9**

The Company recorded total expenses of IDR 5,381 billion, representing a 4.9% YoY increase, with operating expenses growing in a controlled manner by 5.4% YoY to IDR 1,700 billion, reflecting disciplined cost management amid ongoing business expansion. The breakdown of expenses is as follows:

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

- Planning, operations, and maintenance expenses declined significantly by 9.8% YoY to IDR 396 billion, driven by efficiency initiatives, including the adoption of technology in operations and optimization of economies of scale.
- Construction and project management expenses increased by 20.2% YoY, in line with higher activity in the Tower-Related Business segment and the expansion of one-off project-based activities.
- General and administrative expenses decreased by 3.9% YoY, reflecting the consistent implementation of efficiency programs across operational lines.
- Employee compensation expenses rose moderately by 3.1% YoY, in line with the strengthening of the organizational structure to support business growth and ongoing transformation.
- Depreciation increased by 6.0% YoY to IDR 1,959 billion, in line with the addition of telecommunications tower assets and fiber optic networks during the year. Meanwhile, amortization grew by 3.2% YoY to IDR 1,722 billion, primarily attributable to the addition of land lease contracts associated with tower expansion.
- Other expenses/(income) amounted to IDR 53 billion, mainly reflecting higher provisioning for trade receivables as part of the Company's efforts to maintain portfolio quality and strengthen credit risk management.

EBITDA and Net Income

During FY2025, the Company recorded EBITDA growth of 2.5% YoY to IDR 7,835 billion, with an EBITDA margin of 82.2%. Furthermore, the Company reported net profit of IDR 2,119 billion, representing a 0.6% YoY increase, with a net profit margin of 22.2%.

Financial Position

Key Indicators (Rp. Bn)	End of		
	FY25	FY24 (restated)	Growth (%)
Total Assets	58,350	58,140	0.4
Total Liabilities	24,999	24,753	1.0
Total Equity	33,351	33,387	(0.1)

The Company maintained a solid and stable financial structure as of the end of FY2025, with a healthy balance sheet position amid measured expansion:

- Total assets increased by 0.4% YoY to IDR 58,350 billion, reflecting steady asset growth in line with the selective expansion of tower infrastructure and fiber optic networks.
- Total liabilities rose by 1.0% YoY to IDR 24,999 billion, primarily driven by the addition of long-term borrowings to support investment and business development needs.
- Total equity remained relatively stable at IDR 33,351 billion, with a slight decrease of 0.1% YoY, mainly attributable to dividend payments for FY2024 performance, reflecting the Company's commitment to delivering optimal value to shareholders.

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

Cash Flow

Key Indicators (Rp. Bn)	YoY		
	FY25	FY24 (restated)	Growth (%)
Cash Flow from Operating Activities	6,777	6,632	2.2
Cash Flow from/(used in) Investing Activities	(2,251)	(3,490)	(35.5)
Cash Flow from/(used in) Financing Activities	(4,514)	(3,436)	31.4
Net Increase (Decrease) in Cash & Cash Equivalents	12	(294)	(104.1)
Cash and Cash Equivalents at Beginning of Year	**597**	**890**	**(33.0)**
Cash and Cash Equivalents at End of Period	**609**	**596**	**2.0**

The Company continues to demonstrate its ability to generate strong operating cash flows, supported by efficient cash management and disciplined capital allocation:

- Net cash flows from operating activities increased by 2.2% YoY to IDR 6,777 billion, reflecting solid revenue quality and a strong recurring revenue base inherent in the Company's business model. Cash receipts from customers remained well maintained, in line with the Company's operational performance.
- Net cash flows used in investing activities decreased significantly by 35.5% YoY to IDR 2,251 billion, primarily due to lower inorganic capital expenditure in 2025, reflecting a more selective and disciplined investment approach.
- Net cash flows used in financing activities increased by 31.4% YoY to IDR 4,514 billion, mainly related to the repayment of maturing short-term debt obligations, as part of prudent capital structure management.

Cash and cash equivalents at the end of the period rose by 2.0% YoY to IDR 609 billion, considered an optimal level to support operational needs while maintaining financial flexibility for the Company's future growth.

Debt

Currencies (Rp .Bn)	End of		
	FY25	FY24	Growth (%)
Bank Loans	19,166	17,630	8.7
Bonds and Sukuk	-	247	(100.0)
Total Interest-bearing Debt	**19,166**	**17,877**	**7.2**

The Company maintained a healthy and well-managed leverage profile amid its measured expansion strategy:

- Total debt stood at IDR 19,166 billion as of end-2025, representing an increase of 8.7% YoY, primarily consisting of interest-bearing borrowings denominated in Rupiah, including both short-term and long-term loan facilities.
- The Company fully repaid its outstanding Bonds and Sukuk in June 2025, amounting to IDR 240 billion and IDR 10 billion, respectively, resulting in no outstanding bonds or sukuk balances at the end of the period.
- With all debt denominated in Indonesian Rupiah, the Company has no exposure to foreign exchange risk, providing greater stability to its financial profile amid dynamic and volatile macroeconomic conditions.

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

INFO MEMO
FY 2025 (AUDITED)

Throughout 2025, the Company demonstrated disciplined debt management and funding cost optimization through various strategic initiatives, including accelerated debt repayment and optimal utilization of excess cash, refinancing of existing loan facilities, and renegotiation of lower interest rate margins.

The Company proactively manages its funding structure to capture market opportunities, with 96.1% of total debt on a floating-rate basis, enabling the Company to optimize potential interest cost reductions in line with the anticipated downward trend in interest rates.

The Company maintained leverage ratios at optimal and prudent levels, with a Debt-to-Equity Ratio (DER) of 57.5% and Net Debt-to-EBITDA of 1.8x. This reflects the Company's ability to balance growth and financial risk, while sustaining a solid credit profile in the eyes of investors and creditors.

Gearing Ratio

Ratio (%)	End of		
	FY25	FY24	Growth (ppt)
Net Debt to Equity	55.6	51.8	3.8
Debt to Equity	57.5	53.5	4.0
Net Debt to EBITDA (times)	2.4	2.2	0.2
Debt to EBITDA (times)	2.4	2.3	0.1

Notes:
- Net Debt to Equity is calculated as Total Debt deducted by Cash & Cash Equivalent, then divided by Total Equity
- Debt Equity is Total Debt divided by Total Equity
- Net Debt to EBITDA is calculated as Total Debt deducted by Cash & Cash Equivalent, then divided by EBITDA TTM (Trailing Twelve Months)
- Debt to EBITDA represented by Total Debt divided by EBITDA TTM (Trailing Twelve Months).

Financial Ratios

Ratio (%)	YoY		
	FY25	FY24 *(restated)*	Growth (ppt)
EBITDA Margin	82,2	82,7	(0,5)
EBIT Margin	44,5	45,9	(1,4)
Net Income Margin	22,2	22,6	(0,4)

Ratio (%)	Akhir		
	FY25	FY24	Growth (ppt)
Current Ratio	40,7	28,1	12,6
Return on Assets	3,6	3,6	0,0
Return on Equity	6,4	6,3	0,1

Catatan:
- EBIT Margin is EBIT to Revenue
- EBIT is Profit Before Funding Costs and Taxes
- EBITDA Margin is EBITDA to Revenue
- EBITDA is calculated on Operating Profit plus Depreciation and Amortization
- Net Income Margin is calculated as Profit Attributable to Owners of the Company divided by Revenue
- Current Ratio represented by Current Assets divided by Current Liabilities
- Return on Assets represented by Total Profit TTM (Trailing Twelve Months) divided by Total Assets
- Return on Equity represented by Total Profit TTM (Trailing Twelve Months) divided by Total Equity

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

Mitratel

The Company's Portfolio, Strategy & Sustainability

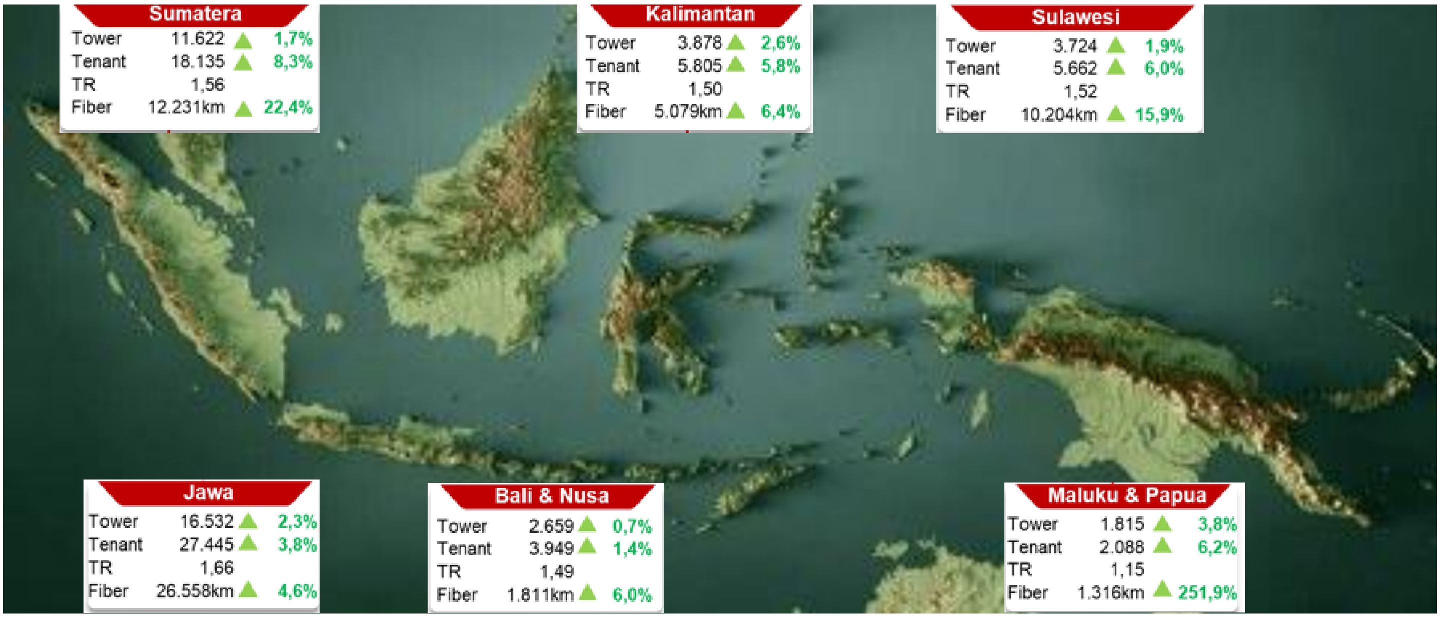
www.mitratel.co.id

INFO MEMO
FY 2025 (AUDITED)

Company Asset Portfolio:
Strong and Integrated National Infrastructure Footprint

By the end of 2025, **the Company owned 40,230 towers across Indonesia**, including the addition of 826 new towers organically during the year. This scale reinforces the Company's position as the largest tower provider in Southeast Asia by number of towers owned.

From a geographical perspective, **41% of the portfolio is located in Java (16,532 towers) and 59% outside Java (23,698 towers).** This composition reflects the Company's expansion strategy aligned with mobile operators' shift of focus toward non-Java regions. This is further evidenced by tenant growth outside Java of 7% YoY, higher than 4% YoY in Java, underscoring stronger growth potential in non-Java areas.



The Company also continues to strengthen its role as the leading consolidator in Indonesia's tower industry, having successfully acquired more than 22,000 towers over the past five years. **Excluding tower operators in China and Russia, the Company currently ranks among the top 10 global tower companies by number of towers owned, reflecting its scale, execution capability, and strategic positioning in the industry.**

The breadth and distribution of this portfolio represent a strong competitive advantage that is difficult to replicate, particularly as it aligns with national mobile operators' expansion needs, including into non-Java regions.

Beyond the tower business, fiber optic continues to expand as a new growth engine for the Company, with a nationwide network spanning 57,199 km — **46% located in Java and 54% outside Java.** In addition to successful fiber deployment that enhances service quality and value for mobile operators, Mitratel has also pursued fiber network acquisitions to strengthen its portfolio. Demand for towers integrated with fiber connectivity is expected to rise, driven by operators' requirements for low latency, high capacity, and more reliable network performance. This trend is supported by ongoing technological developments, including 4G densification, 5G rollout, and Fixed Wireless Access (FWA).

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

Company Strategy: Strengthening Leadership in the National Digital Infrastructure Ecosystem

The Company's strategy is designed to accelerate growth in line with its 2025 targets. Strategic priorities are focused on creating long-term value and ensuring optimal returns for shareholders. All business initiatives are directed toward strengthening fundamentals and driving sustainable growth through the optimization of the existing infrastructure portfolio.

Strengthening Leadership in the Tower Business through Expansion and Asset Optimization

In 2025, the Company will reinforce its core tower business by optimizing co-location and selectively developing infrastructure in high-traffic areas to maximize asset value. Strategic focus is placed on tenancy growth to enhance network density, a critical step in supporting the acceleration of 5G roll-out in urban and data-intensive regions.

At the same time, the Company continues to expand coverage beyond Java to capture opportunities from increasing national connectivity penetration. Through this combination of density optimization and geographic expansion, the Company is committed to building a sustainable revenue foundation and solidifying its position as a leading infrastructure partner for telecommunications operators.

Fiber as a New Growth Engine within Mitratel's Digital Infrastructure Ecosystem

As part of its transformation into a Next-Gen TowerCo, the Company continues to strengthen its digital infrastructure ecosystem by leveraging fiber networks, which have become an integral pillar of the business. The strategic focus is on aggressively increasing market share and enhancing profitability through higher utilization ratios across all assets. To reinforce value within the tower ecosystem, the Company is actively developing synergistic portfolios such as Power as a Service (PaaS), Micro Data Centers, and IoT solutions.

These new initiatives are closely integrated into the tower ecosystem, ensuring the Company can deliver smarter, more efficient, and comprehensive infrastructure solutions to meet future operator needs.

AI and IoT Integration as a Pillar of Environmental Sustainability

Looking ahead to 2025, Mitratel is strengthening its environmental sustainability strategy through the integration of Artificial Intelligence (AI) and Internet of Things (IoT) to improve operational efficiency and energy management. Two key digital initiatives are being implemented: First, - Digitalization of Tower Material Inventory — enabling real-time monitoring from procurement to distribution, improving transparency and supply chain efficiency. Second, AIONIC ONE Platform — an AI-based predictive maintenance system utilizing big data analytics to anticipate potential equipment failures, optimize maintenance, and reduce site visits, thereby supporting energy efficiency and lowering carbon emissions.

Through these technological integrations, Mitratel enhances operational efficiency while contributing to reduced energy consumption and carbon emissions, reinforcing its commitment to sustainability.

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

ESG Initiatives, Business Sustainability, Awards and Recognition

The Company continues to strengthen its commitment to implementing Environmental, Social, and Governance (ESG) principles as an integral part of its sustainable business strategy. Through various initiatives, the Company strives to create long-term value for all stakeholders while making tangible contributions to the environment, society, and sound corporate governance.

ESG Performance

The Company recorded an **ESG Risk Rating of 18.8 (Low Risk),** improving from 19.3 (Low Risk) in early August 2025. This achievement positions the Company with the **best risk rating in Indonesia's tower and telecommunications industry.** The improvement reflects the Company's ongoing commitment to enhancing sustainability practices, including alignment with ESG principles, environmental regulations, and the Sustainable Development Goals (SDGs).

Social and Environmental Initiatives (CSR)

In 2025, the Company actively implemented social responsibility programs focused on improving community quality of life and access to sustainable infrastructure, including:

- Installation of Solar Power Plants (PLTS) at three locations with a total investment of IDR 700 million. The program is aimed at improving the reliability of clean energy supply and supporting social and economic activities within local communities.
- Mitratel Berbagi, distribution of 2,300 sacrificial meat packages to remote regions across Indonesia. The program is intended to strengthen social care and reinforce the values of togetherness and solidarity.
- Site safeguarding and disaster response support through assistance to communities affected by flooding in Sumatra. Through this initiative, the Company ensuring the continuity of telecommunications infrastructure operations and to support the post-disaster recovery in the affected areas.

Awards and Recognition

Throughout 2025, the Company continued to receive prestigious awards and recognition from leading national institutions, underscoring its strong performance, robust corporate governance, and commitment to sustainability and innovation. These acknowledgments reinforce the Company's position as a leader in digital infrastructure, focused not only on financial growth but also on creating long-term stakeholder value.

Market Performance and Business Fundamentals

- Best Stock Awards 2025 – SOE Infrastructure Sector, Big Cap category
- Top 50 Big Capitalization Public Listed Company at the IICD Corporate Governance Conference and Award
- Recognition in the TEMPO – IDN Financials 52 Index (2025) under the categories: Main Index, High Growth, High Dividend, and Big Market Capitalization

These awards highlight the Company's consistent financial performance, investment appeal, and market confidence in its strategy.

Operations and Service Quality

- The Best Performance Fiber Lease Provider (FLP) - from Indosat Ooredoo Hutchison (IOH)
- Grand Award for Product and Business Model at the IDX Channel Innovation Awards
- The Leader of Indonesia's Digital Connectivity at the Top CEO Indonesia Award 2025

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

Governance and Sustainability (ESG)

- Gold Star Awards for the Corporate Disclosure (Listed Company) at the Investortrust ESG Awards
- Certified Governance recognition at the Investor Daily ESG Appreciation.
- Best Risk Management Practices at the CNBC Indonesia Corporate Governance Awards

These awards reflect the Company's strong commitment in implementing Good Corporate Governance (GCG) principles, transparency, and integrated risk management.

Social Responsibility

- BAZNAS Awards 2025 – Best Partner (Corporate Zakat)
- Zakat Compliance Label Certificate from BAZNAS Indonesia

These recognitions acknowledge the Company's active contribution in supporting community welfare through zakat management and sustainable social initiatives.

Investor Relations
PT Dayamitra Telekomunikasi Tbk
Telkom Landmark Tower, 25-27th Floor
Jl. Gatot Subroto Kav. 52, Jakarta 12710
Phone : 62 21 27933363
Fax : 62 21 22770817
Email : investor.relations@mitratel.co.id
Website : www.mitratel.co.id

PT Dayamitra Telekomunikasi Tbk (MTEL)
Gedung Telkom Landmark Tower Lt. 27
The Telkom Hub, Jl. Gatot Subroto No.Kav. 52,
Kuningan Barat, Mampang Prapatan
Jakarta Selatan, Jakarta 12710
Indonesia

Telephone:
(62-21) 27933363

investor.relations@mitratel.co.id
www.mitratel.co.id