

Axiata Analyst & Investor Day 2021

edotco: Gearing Up

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edotco CEO

8th December 2021



1 Unique Pan-Asian footprint

2 Attractive markets with compelling dynamics

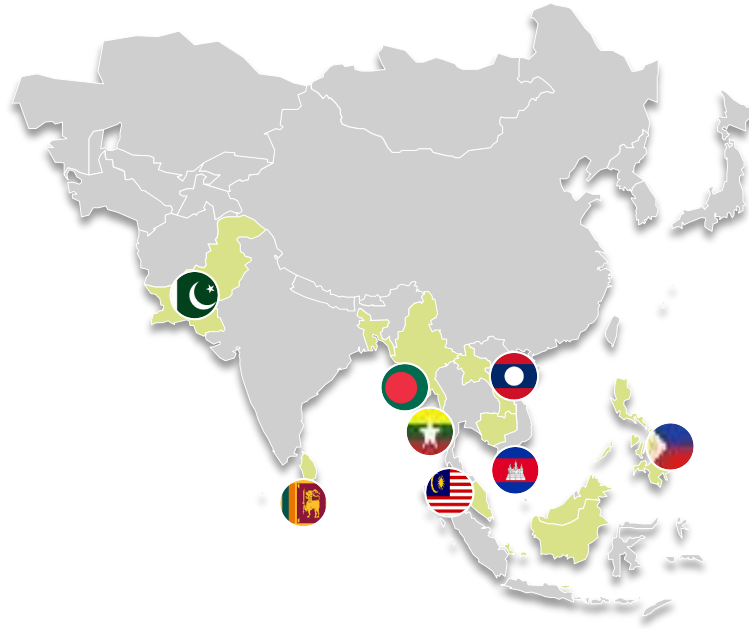
3 Ability to scale for growth & synergies

4 Strong ESG principles

1 edotco – First & Only Regional TowerCo in Asia

Company Overview

Pan Asia-Focused TowerCo across 8 Countries



Key Financials and Key Principals

FY2020 Financials

RM1,881 mn
Revenues

RM1,096 mn
EBITDA

RM140 mn
PATAMI

Shareholders



Key Local Partners

Partner	Stake (%)
brac	30.0%
Smart	20%
sojitz	12.5%
ISOC GROUP	49%

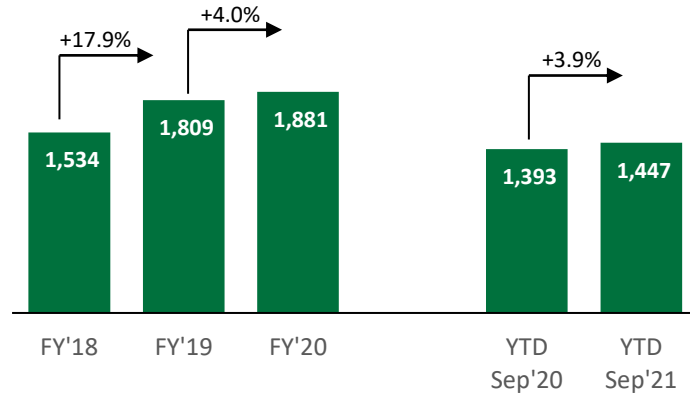
- 1st**
True Regional TowerCo in Asia
- ~42k**
Owned, Managed, and Serviced Towers¹
- 7th**
Largest Tower Company in the World

1. Bangladesh	2. Malaysia	3. Sri Lanka	4. Cambodia	5. Myanmar	6. Pakistan	7. Laos	8. Philippines
• Build-to-suit	• Build-to-suit	• Build-to-suit	• Build-to-suit	• Build-to-suit	• Build-to-suit	• Build-to-suit	• Build-to-suit
• Co-location	• Co-location	• Co-location	• Co-location	• Co-location	• Co-location	• Co-location	
• Passive O&M	• Passive O&M	• Passive O&M	• Passive O&M	• Passive O&M	• Passive O&M	• Passive O&M	
• Active O&M	• Energy	• Energy		• Energy	• Energy		
• Energy	• Active O&M						
	• Fibre Resell						

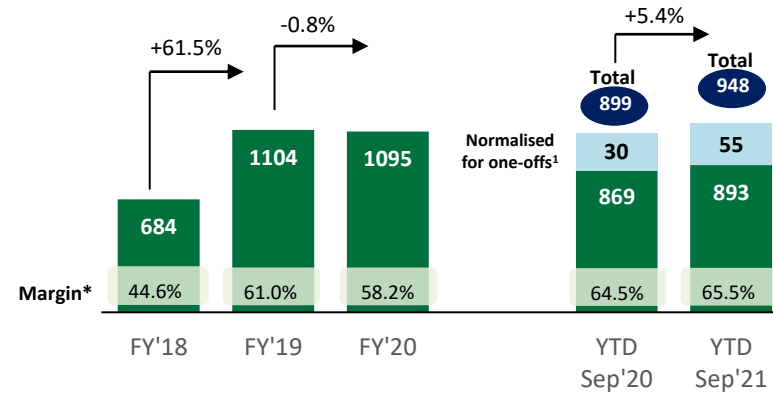
1. Sep'2021 figure 2. ★ Carve-out / SLB

Attractive markets with compelling dynamics: 2021 our strongest growth in B2S and colo.

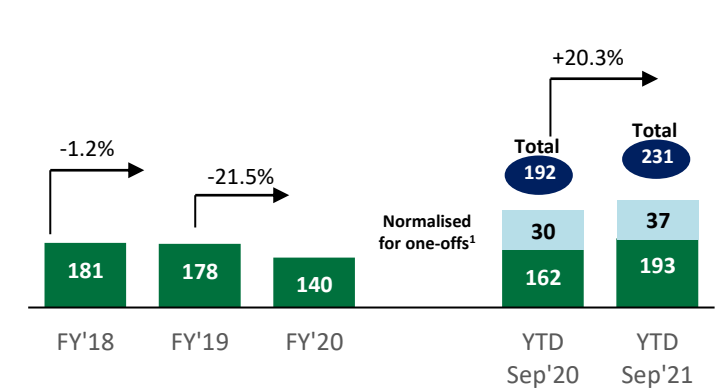
Revenue (RM'mn)



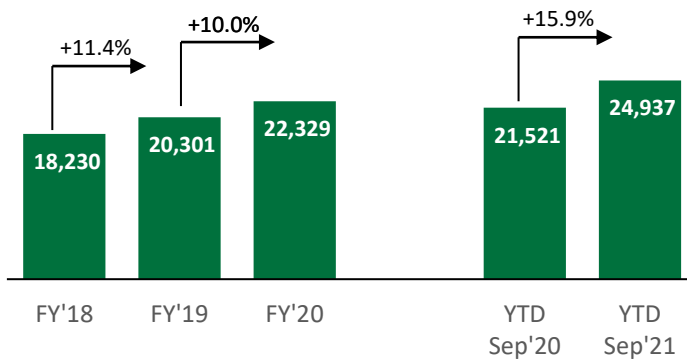
EBITDA (RM'mn)



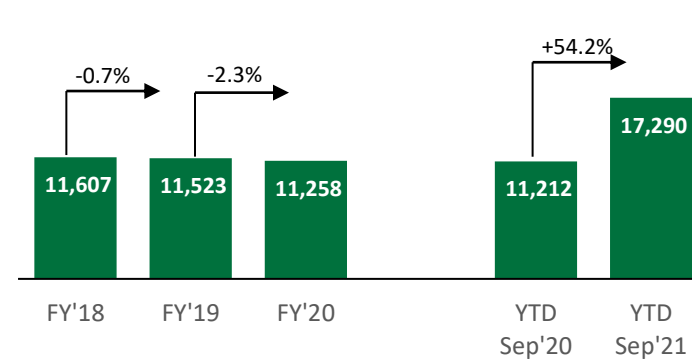
PATAMI (RM'mn)



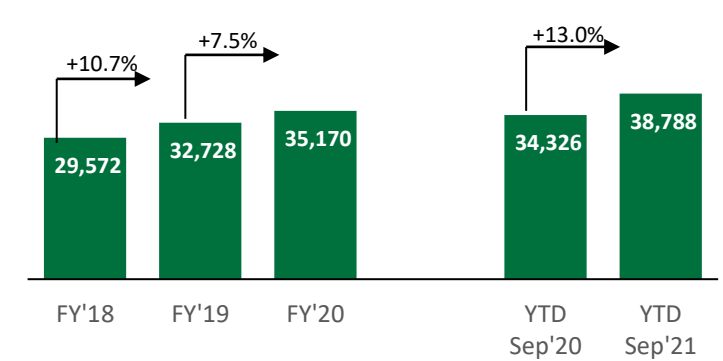
Towers Owned



Managed Sites



Tenancies



¹ One-offs normalised from the reported financials comprise of (1) expected credit losses provisions in YTD Sept 2020; (2) impairment write-offs and write-backs; (3) one-off regulatory charges in Bangladesh and retirement benefit plan YTD Sep 2021.

edotco continues to enhance connectivity

Covid-19 accelerates the demand to provide higher data and provide the capacity to serve mobile network ‘darkspots’

Lockdowns and movement restrictions resulted in a spike in mobile data usage



MCMC - Jendela

Reached 96% pop coverage today. Targets 100% 4G coverage by 2023.

Higher data demand requires more infill sites to address capacity gaps/“darkspots”



Launched mobile broadband projects worth USD 5.7 million to serve 0.66 million people in rural areas in Sept 2021

Universal internet accessibility is becoming a bigger priority for nations across the region

5G = growth opportunities



Passive Infra

10x more towers



Network Equipment

“Five Nines Uptime”



Power

2x more power



Backhaul

Fiber Connectivity

New Growth Opportunities



Energy Services with Backup Power



Advanced Battery Technology; Super Capacitors



Renewable Energy (Solar, Wind)



Analytics-based Field Operations



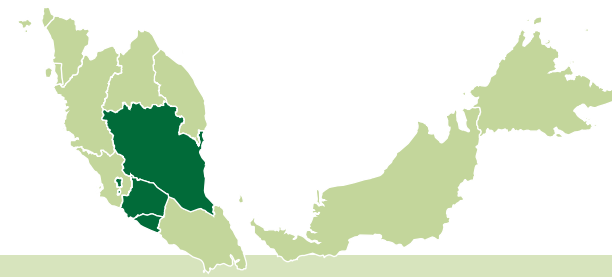
Fully Digitalised maintenance platform



Analytics-based Real Time Monitoring

Continuing Growth through M&A Initiatives

Acquisition of Touch Mindscape, a unique asset and concession base to strengthen our position in Malaysia



**Cementing our
#1 Market position
in Malaysia**

Tower Market Share
Increasing
from 21% (4.7k towers) to
25% (5.7k towers)

Towers Added - up to 1000
923¹ Towers Structures +
19 WIP sites +
Customer orders (1H'21)

Tenancies Added
2.6x¹ Colocation Ratio
Pahang – 2.4x
Negeri Sembilan – 3.6x
Melaka – 3.3x

**Creating strong regional
presence with a diversified
tenancy portfolio**



**Extensive Fiber
Network
(500+ km)**

Backbone OFN

- Endau/Rompin (East Coast) to Gombak Toll Plaza (Selangor)
- Backbone through KL-Karak & East Coast Expressway, serving all Towers/systems

**Connecting Genting
Highlights to Genting
Sempah**
Serving all MNOs connected to
all key establishments

OFN Contracts
Key contracts with
Genting Malaysia Berhad,
Telekom Malaysia,
MTD and SEAX

Right-of-way
Additional revenue from
extensive fiber right-of-way
arrangements



**Concessions,
Licenses, and
Collaborations**

**for New Build-to-suit
Concession** in Pahang +
Right to Build in Melaka +
NFP/NSP rights

**Touch Mindscape Group
NFP & NSP** (since 2008)
**Touch Matrix
NFP** (since 2005)

Melaka state collaboration
Signed a 20-years
Project Mgt. Agreement
with MICTH

Perak state collaboration
Appointed by state as
Deployment Partner
for 20-years, largely for MCMC
Contracts and Managed Sites



**Accretive
Contribution**

**Accretive to
edotco and Axiata**
PAT accretive in Year 2
(before PPA)

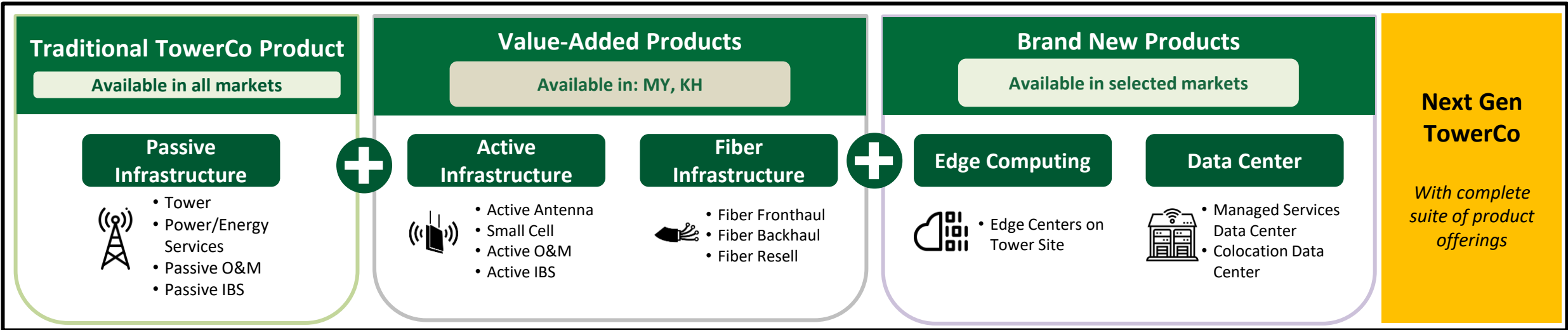
Revenues
Existing (Tower/Fiber) +
Additional Revenue² +
New Revenue Upsides

New Revenue Upside
New collocations +
New b2s (esp. Pahang) +
fiberization opportunity

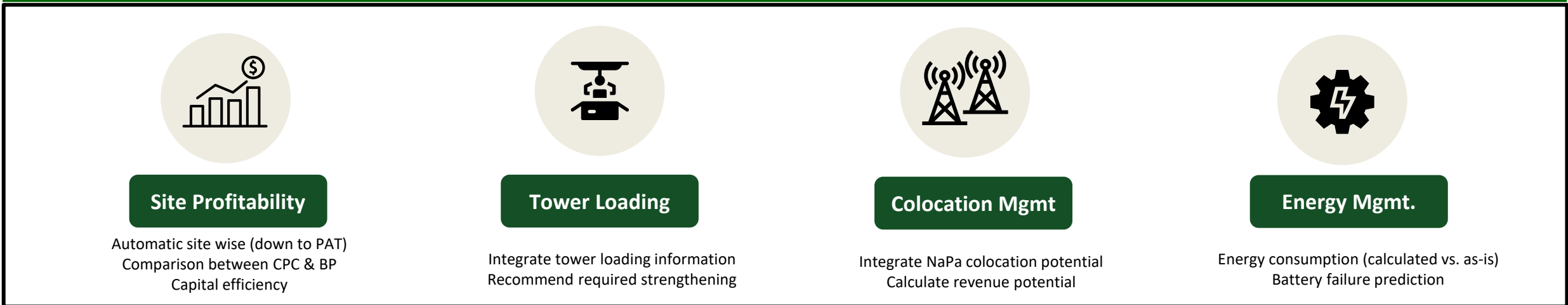
Operational Synergies
OPEX and CAPEX synergies
when combined with edotco's
existing Malaysia portfolio

¹ Data as at 30 Sept 2021,

PRODUCT INNOVATION



OPERATIONAL EXCELLENCE



4 Strong ESG Principles – ESG as our core enabler for sustainable growth



Socially conscious

- Our Tower to Community (T2C) continuously improve the quality of life of the communities that live near our towers.
- Edotco Academy is established to nurture innovation and cultivating the importance of sustainability amongst the youth.
- Bionic Organization - Building a future-ready workforce.



UNGC Principle 1, 3

SDG:

Robust Governance

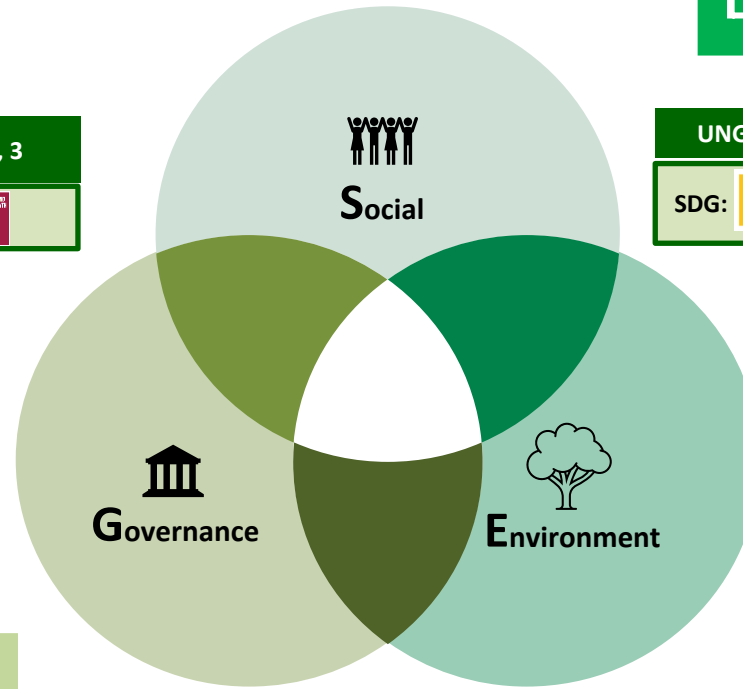
Driving a commitment to compliance and setting best practice benchmarks

- Ensuring highest integrity standards and best practices that protect the interest of internal and external stakeholders.
- ABAC policy implementation **across all documentation** with clear vendor and partner vetting processes, **including but not limited to the Know Your Customer and Supplier Code of Conduct review and assessment.**
- Ensuring strict HSE practices.
- Digitalisation to strengthen governance.



UNGC Principle 10

SDG:



UNGC Principle 7, 8, 9

SDG:

Carbon Neutral by 2030

Supporting Axiata to be Net-Zero by 2050

- Renewable energy.
- Innovation via alternative materials (e.g. bamboo towers, carbon fibre).
- Sites solarisation.
- Reforestation programme.
- LIB battery replacement.
- Green office.
- Employees Green Scorecards.



Complements edotco's ESG framework through our pledge to UNGC & SDG 13: Climate Action.

Aligns with Axiata's Net Zero commitments.

4 Governance: edotco started early on the effort to strengthen our governance structure



Board & Management

Relevant Board & Management Committees established

- ✓ Refined Charter and Terms of Reference of Board and Management Committees
- ✓ Reorganised and strengthen Senior Leadership Team
- ❖ Review Board composition & diversity.
- ❖ Training programs for Board of Directors.

Partnerships



Culture of Integrity

Aligned to Axiata's integrity programme

- ✓ Aligned to Axiata's Employees COC, Suppliers COC and ABAC related matters.
- ✓ Ongoing monitoring of license compliance requirements.
- ❖ Completion of Integrity and Anti-Corruption Plan.
- ❖ Enhance compliance training across NTC.
- ❖ Bionic organization.

Rule of Law



Data Hygiene

Focused on automation and digitalisation

- ✓ Project Proteus -Simplify; Automate; Standardise
- ❖ Greater transparency on accounting related matters.
- ❖ Strengthening of data governance.
- ❖ Sustainability Committee to oversee ESG matters.
- ❖ Enhancement of disclosures via corporate website.

Transparency



Line of Defence

Set up 3 line of defence to strengthen risk management & internal controls

- ✓ ISO 45001 – OHS certification (pending PK & KH)
- ✓ Establishment of internal standard operating procedures ("SOP")
- ❖ Set up second line of defense at NTC level.
- ❖ Business Continuity Management Certification.
- ❖ ABMS Certification.
- ❖ Refinements of SOP.

Accountability



Investor proposition: strengthen growth positioning and portfolio composition



Growth: seize growth opportunities in under connected geographies, 5G developments and consolidation opportunities to grow organically and inorganically



Enhance our ability to scale via product innovation and operational excellence



Strong ESG principles as our core for sustainable growth

Frost & Sullivan APAC Tower Company



2021 Asia-Pacific Telecoms Tower Company of the Year
5th Year in a Row

Sustainable Business Awards Malaysia



Energy Management Award in 2021

HR Asia Awards 2021 - Asia



Excellence Awards for Employer of Choice (Asia)

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“RM” shall mean Ringgit Malaysia being the lawful currency of Malaysia. Any discrepancies between individual amounts and totals are due to rounding.





THANK YOU

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