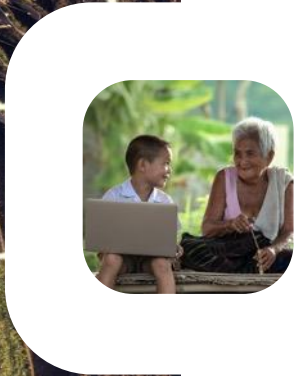




# EDOTCO Growth Strategy

**Adlan Tajudin**  
Chief Executive Officer,  
EDOTCO Group

2<sup>nd</sup> December 2022

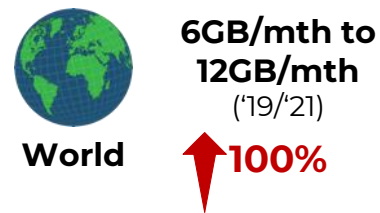
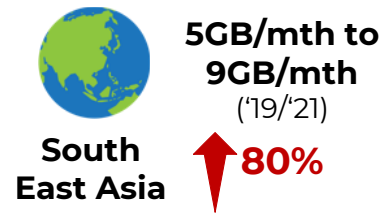


# The pandemic has acted as a catalyst leading to growth in telecommunication industry

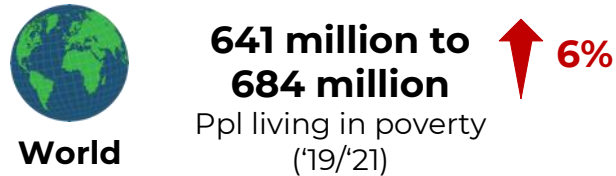
Post pandemic, there is an increasing demand on equitable connectivity..

.. Telecom Infrastructure is the bedrock in world digital economy

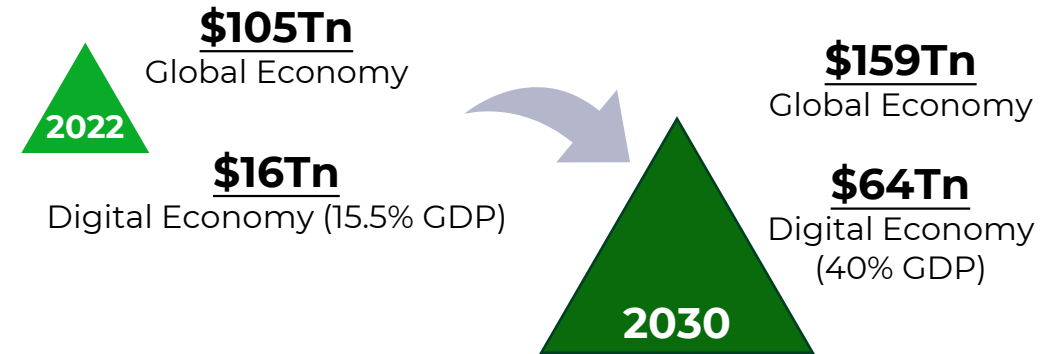
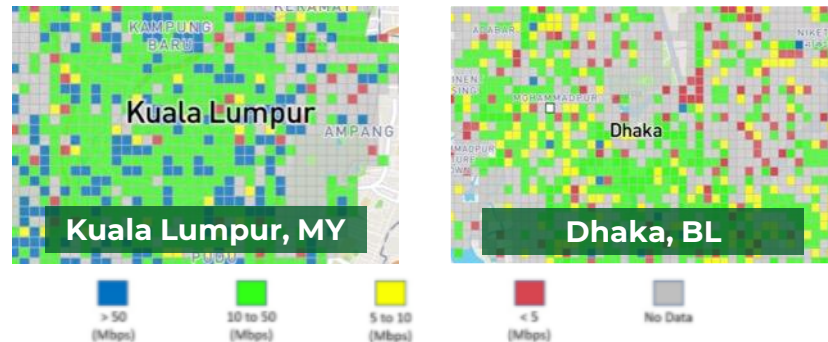
**Demand for data exploded across the globe**



**Poverty rates increased across the world**



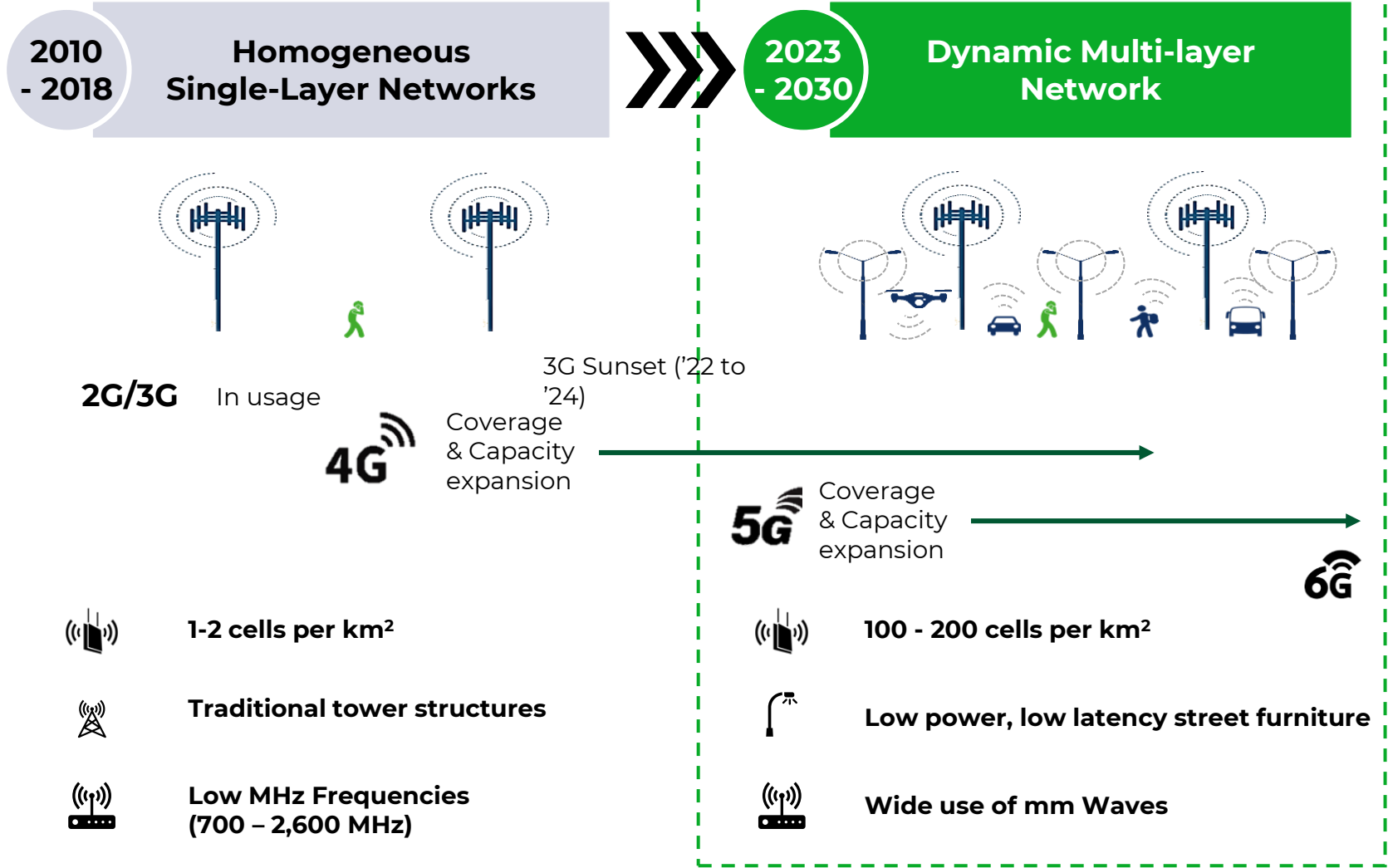
**Creating issues with internet accessibility and quality**



	5 million telecom towers	10 million telecom towers
	~53 Thousand GW	~100 Thousand GW
	420 mn km core fiber	4,200 mn km core fiber
	2G, 3G, 4G	2G, 3G, 5G/6G
	8,000 data centers / Edge	1mn data centers / Edge



# This growth will be driven by the technology evolution, enabled by new infrastructure



InfraCo plays a role to build more street furniture, re-fiberisation, and establishing more storage & edge computing to enable the technology evolution



Leading **Sustainable** Digital Connectivity In Asia



6<sup>th</sup>

Largest TowerCo in the World

#1 / #2

Market Position in 6 out of 9 markets

55,075

Number of towers *Owned + Managed*

9

Countries we have presence

*Malaysia, Cambodia, Myanmar, Philippines, Indonesia, Bangladesh, Pakistan, Sri Lanka, Laos*

171 mil

Mobile users connected

*Represents 16% of total 1 billion mobile users in our markets*

21 Exabytes

Mobile data consumed from our towers

*Represents 17% of total 120 exabytes of mobile data consumed in our markets*

### Our Services



**Tower Leasing**  
Build-to-Suit & Colocation

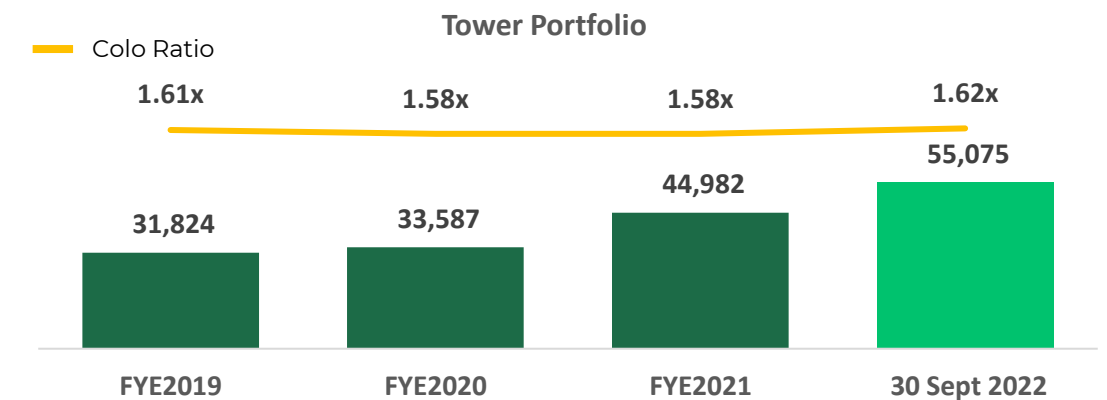
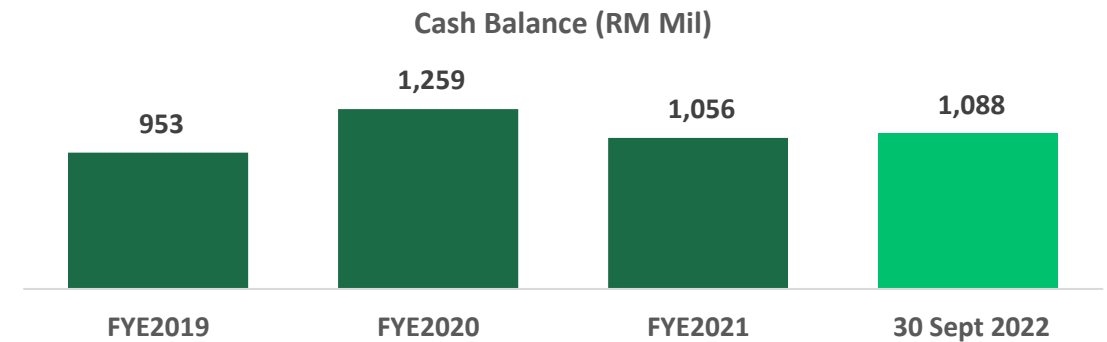
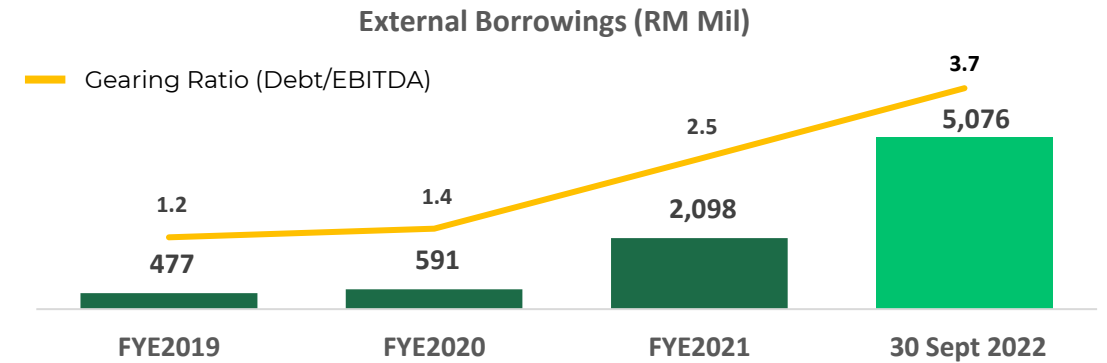
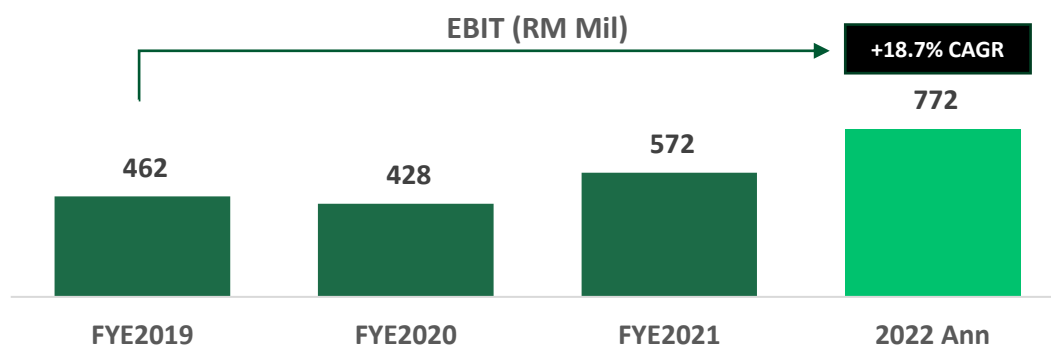
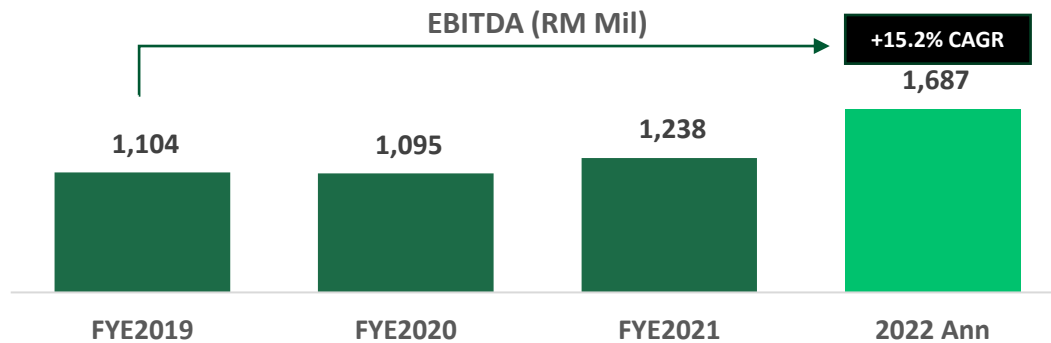
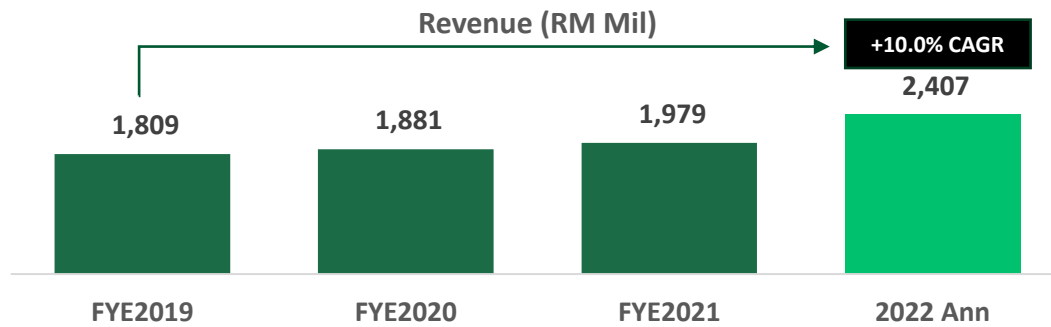


**Managed Services**  
Passive & Active Infrastructure



**Energy Solutions**  
Off-grid, backup and green energy

# Financial Highlights – Steady Growing Revenue, EBITDA and EBIT



Notes:  
 1. 2022 Ann is based on annualised performance of 3Q, 2022 financials  
 2. CAGR from 2019 to 2022Ann.  
 3. Tower portfolio comprises of owned tower and managed sites



# EDOTCO's focus is on "Core" & "Growth" markets as we seek to achieve improved returns and capitalize on bigger growth potential

**A. Core Markets**  
Strengthen market leadership and expand service offerings



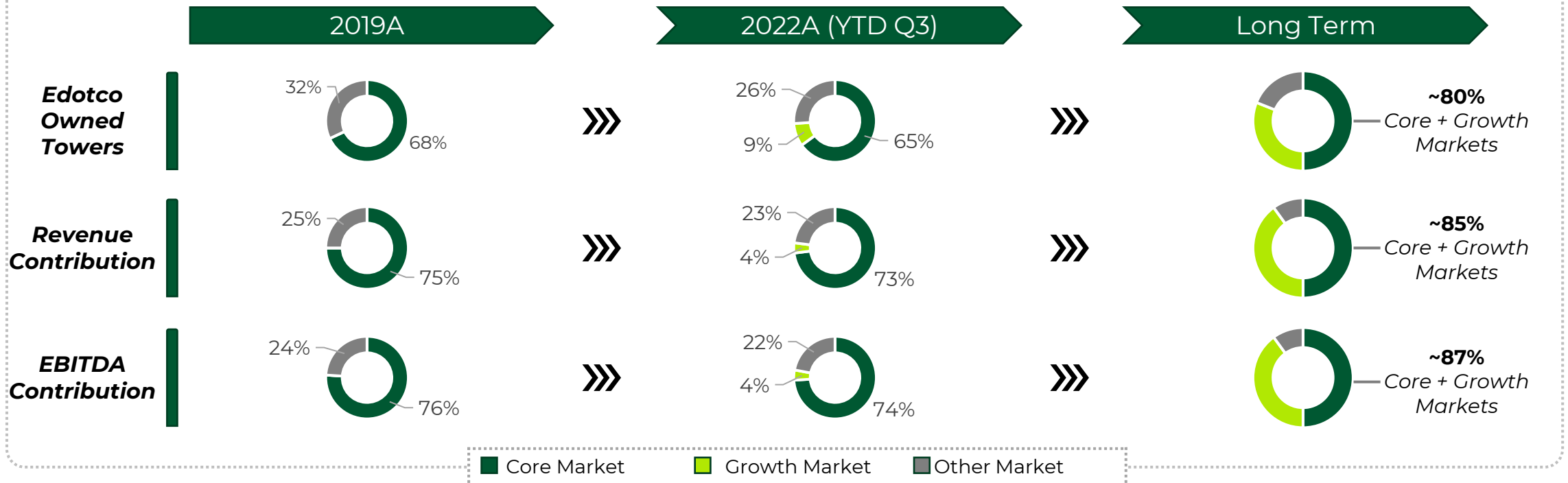
**B. Growth Markets**  
Capitalize on market growth potential via leveraging on newly acquired assets



**C. Other Markets**  
Sustain/maintain operations with higher emphasis on cost management & potential monetization



## Contribution of Markets to EDOTCO



# The Group is well positioned to leverage on its scale and expertise to further enhance its market share in the growing tower industry

## Accelerate Growth in PH & ID

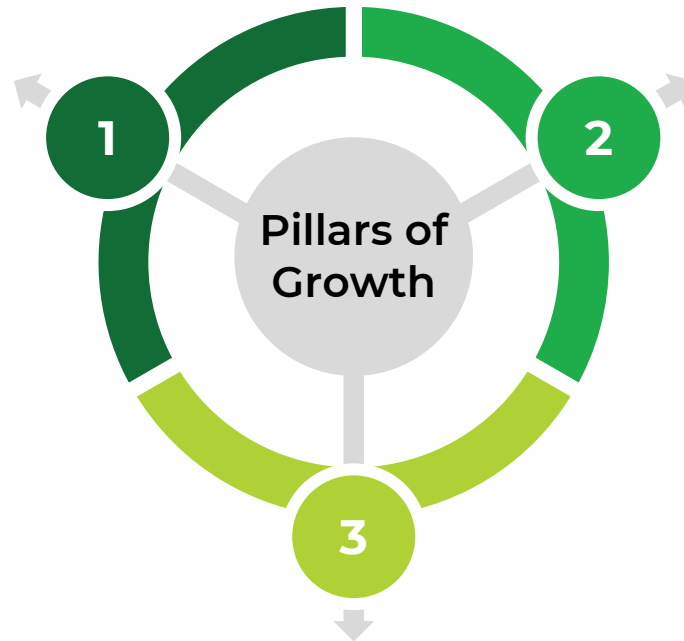
Deepen our presence in newly entered markets to grow scale and efficiency

- Colocation
- Built-to-suit

## Innovate & Product Diversification

Strengthen tower leasing value proposition with new services & operational capabilities

- Street Furniture
- Fiber Services
- Energy Solutions
- Active Infra
- 5G Managed Services
- New Tower Design



## Strong M&A Engine & Strategic Partnerships

Proven M&A track record with 7.5k towers acquired and entry into 9 markets since 2013; Seek partnerships to accelerate innovation

- Fiber Services
- Small Cells
- 5G
- OTT
- EV



## Competitive Advantage

- Centralized key operational functions
- Readily available blueprint allows for rapid deployment
- Low cost structure and centralized sourcing
- Digitalized operations that leverages on analytics
- Continuous innovation to improves efficiency
- Well recognized corporate brand
- Highly skilled and motivated workforce



# Specific strategies has been crafted for each of our market, taking into account the different opportunities and challenges...

## Market specific growth strategy..

### Core Markets



- Strengthen **market leadership position**
- Higher focus in securing **new colocation tenancies**
- Capitalize on early stages of **5G growth**
- Strengthen value proposition with adjacent services – **Fiber and 5G Managed Services**
- **Selective build** of new towers in strategic locations
- Support government initiatives for

### Growth Markets



- Leverage on newly acquired assets to **grow scale and efficiency**
- **Secure colocation orders** from all MNOs to increase yield per tower
- Capitalize early mover advantage to gain more **Build-to-Suit orders**
- Explore differentiated offerings to create stronger value proposition – **Street Furniture, 5G Energy Solutions, etc**

### Other Markets



- Maintain growth trajectory
- **Sustain operations** and reinvest internally-generated cash
- Increase emphasis on **cost management** to manage challenging macro-economic situation
- Potential **monetization/portfolio optimization** of current investment





**THANK YOU**

