



# Creating Value with Partners & Strategic Investors

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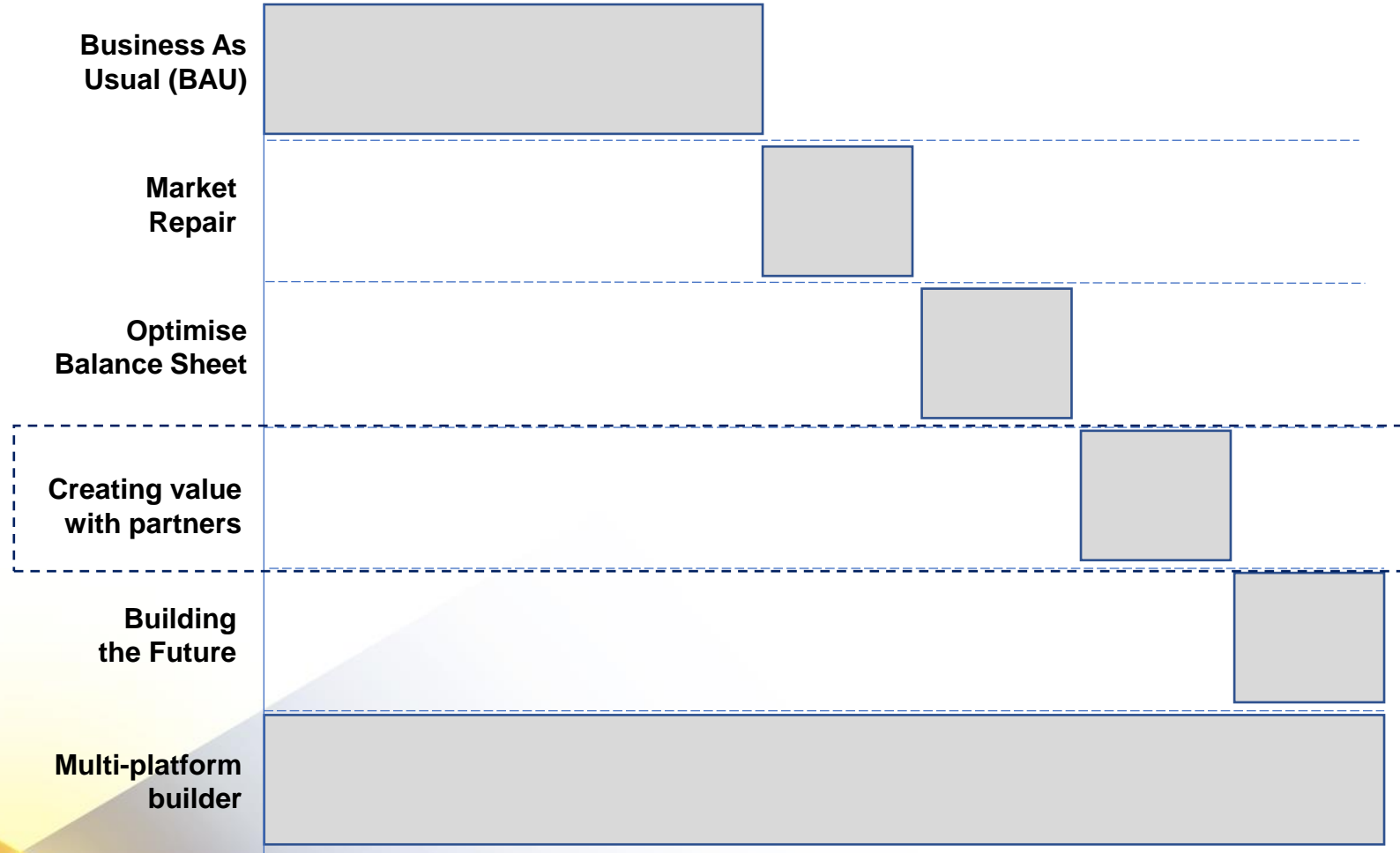
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# Business strategy: Portfolio optimization and value illumination



## Key objectives:

- 1) Invest for growth & capabilities
- 2) Deleverage OpCo balance sheet
- 3) Securing right partners with financial muscle & strategic inputs
- 4) Mid-to-long term aspiration:
  - i) Infrastructure: yield assets
  - ii) Digital business: unicorn

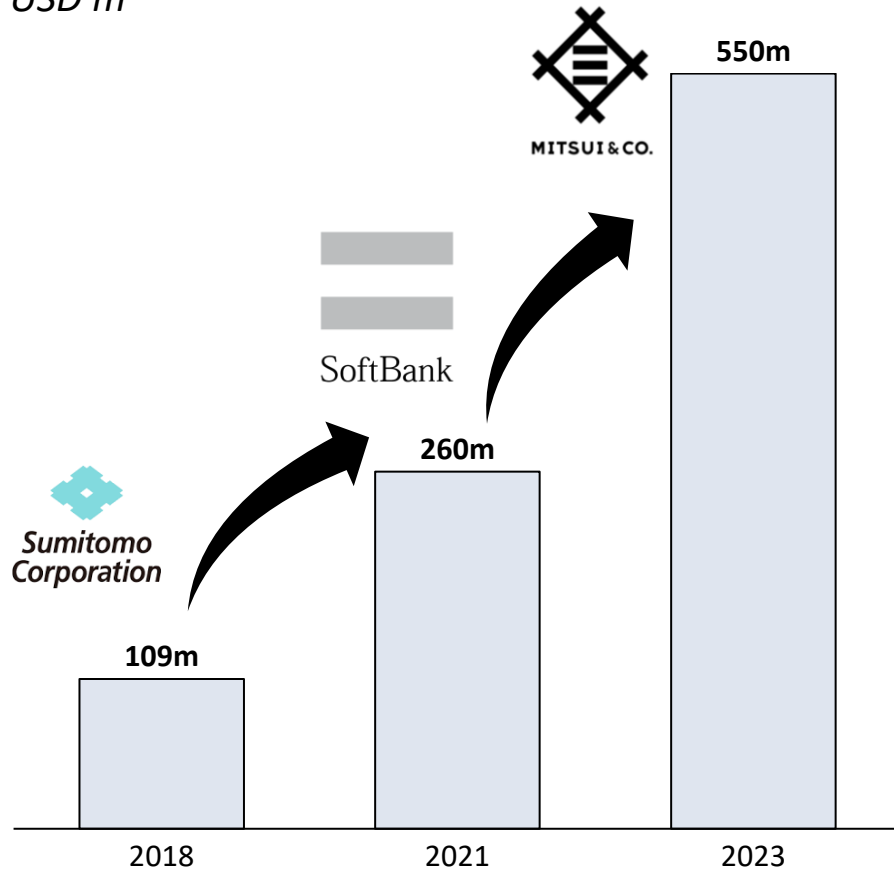


# ADA

Srinivas Gattamneni, ADA CEO

# LEVERAGING STRATEGIC PARTNERS TO CREATE VALUE

**ADA Equity Valuation Growth**  
USD m



Vision

- Shaping strategic vision with their extended knowledge of digital sectors

Credibility

- Attracting talent and merger targets

Connections

- Leveraging connections and extensive international network and relationships

Market Access

- Launched ADA Japan, expanded in India and plans for US expansion

Customers

- Expanded aggressively into Japanese MNC segment



# Boost

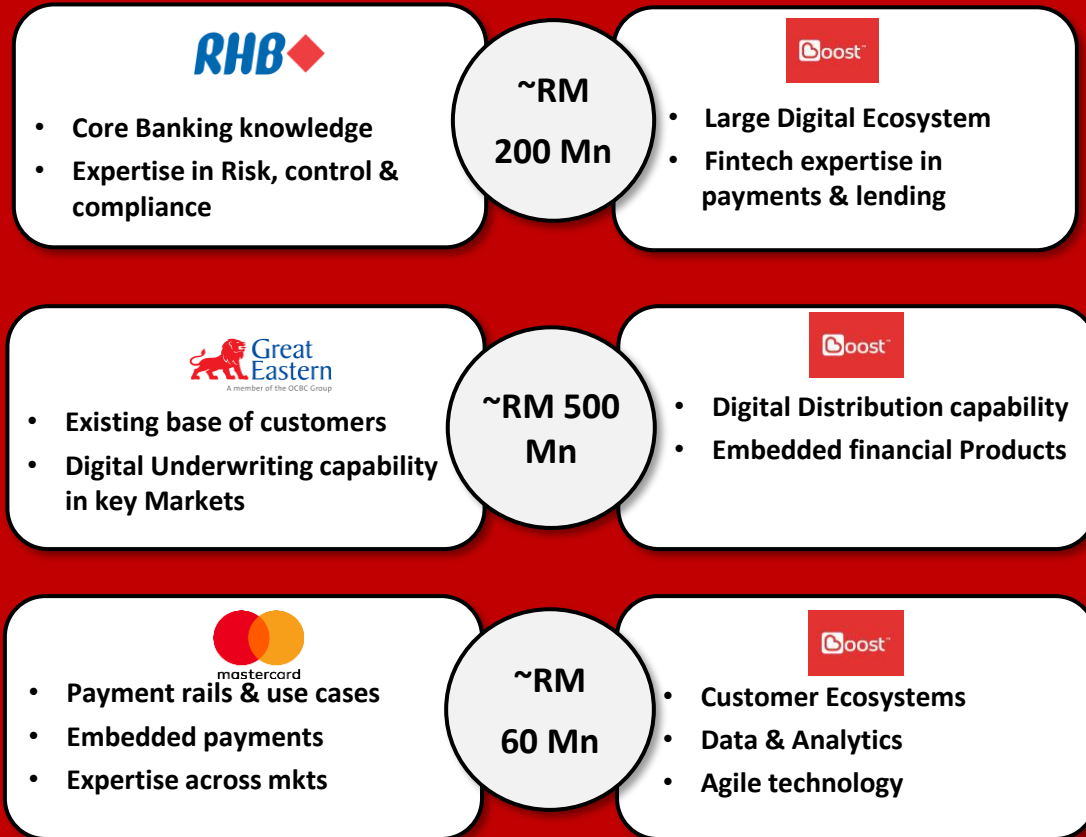
Sheyantha Abeykoon, Boost CEO

# Boost has grown to date through strategic Collaborations and the role of Strategic Investors will be key to fulfilling our Growth Aspirations

*Boost have created value with existing partners including...*

*... whilst concurrently seeking new partners / investors*

## Marquee Partnerships to date



## Partners Who can help us....



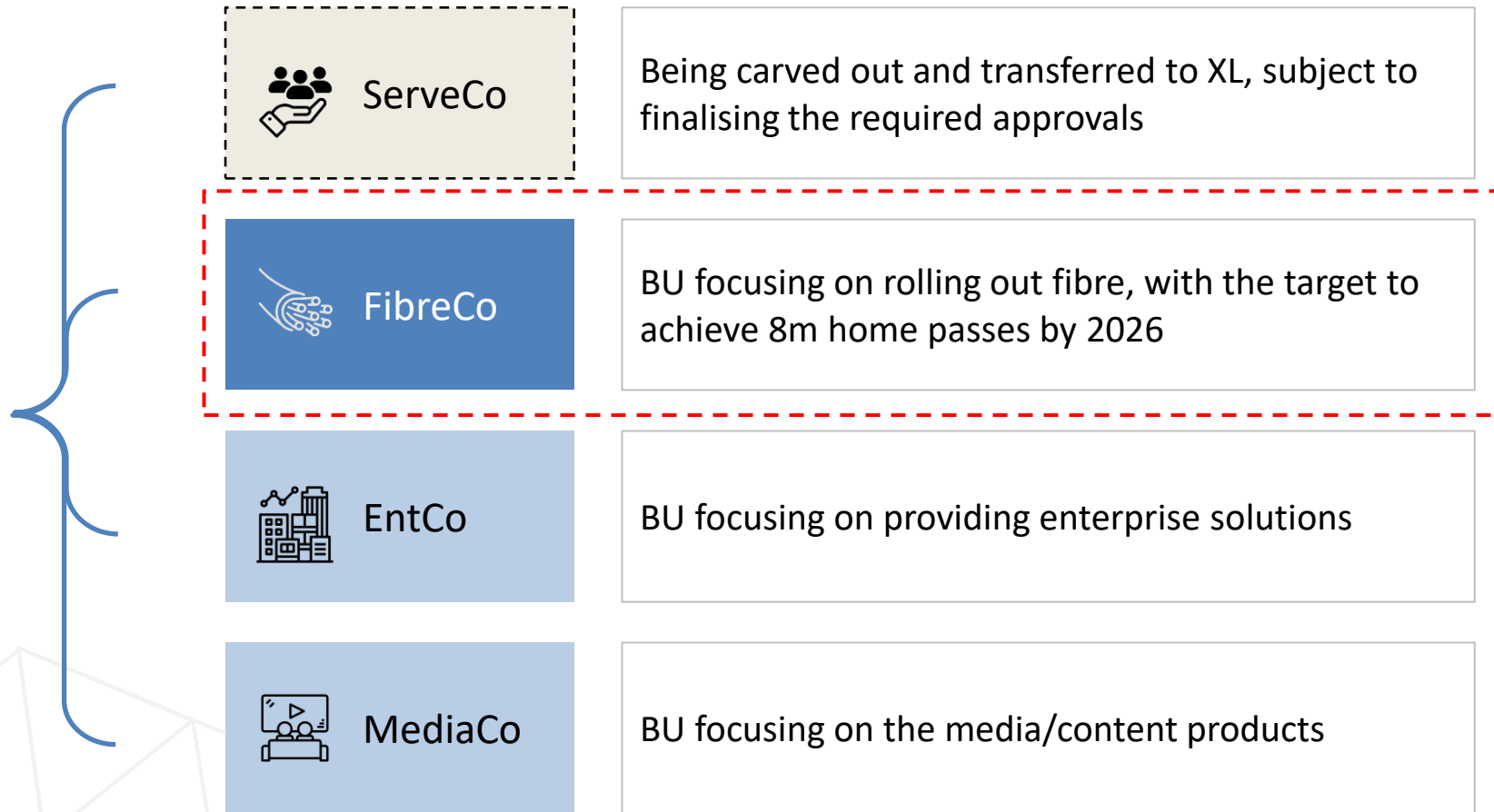


# Link Net

Kanishka Wickrama, Link Net Acting CEO

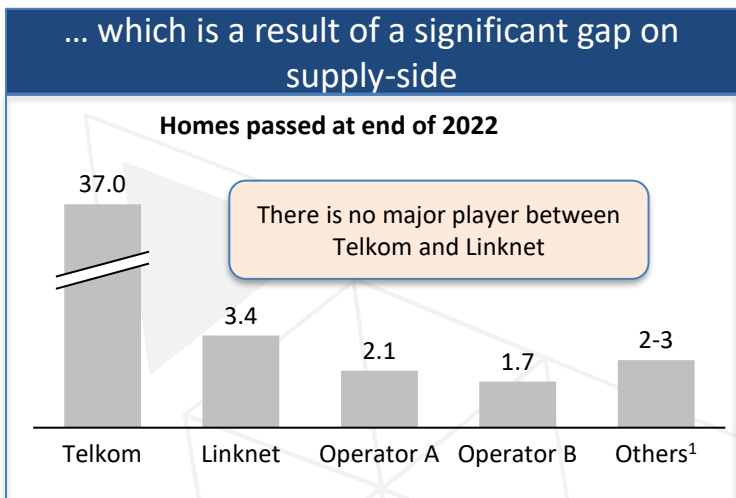
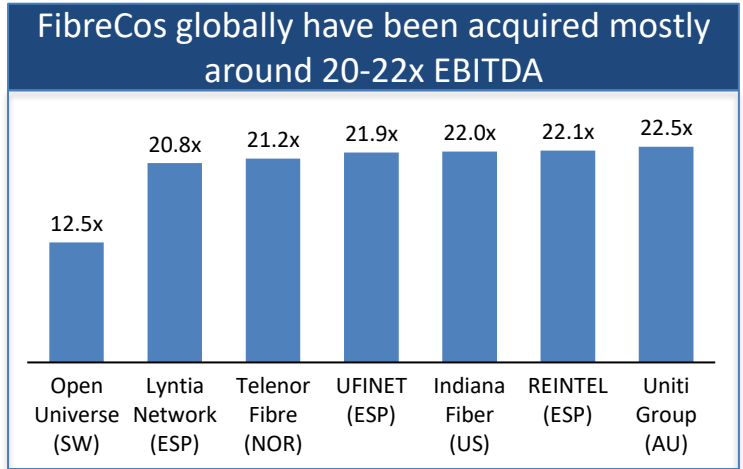
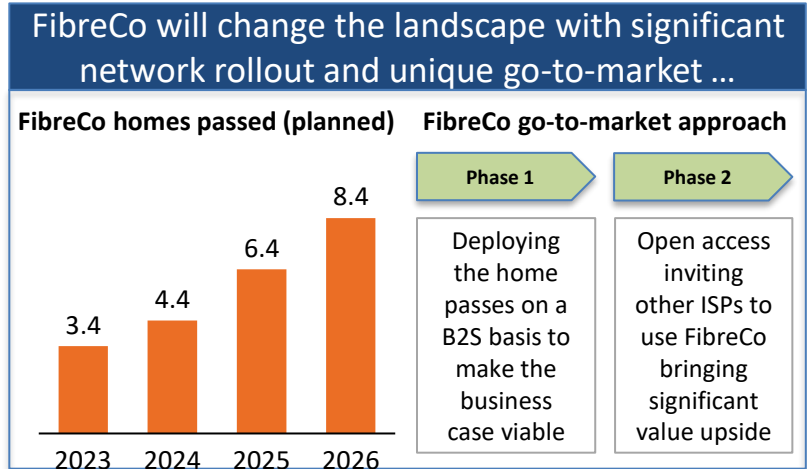
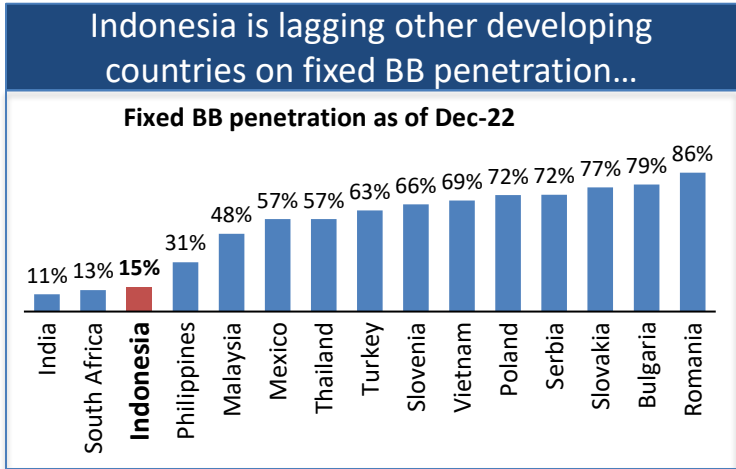


# With the delayering, Linknet will be able to focus on the FiberCo business undistracted by other entities



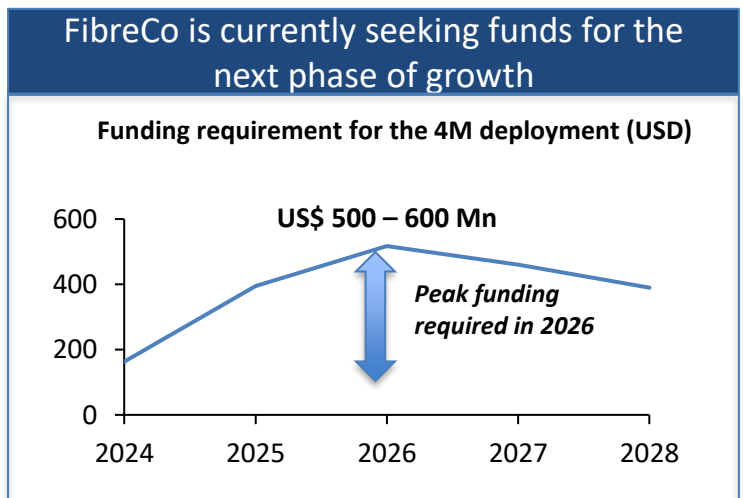
**Linknet's focus area going forward**

# FibreCo has the unique opportunity and position to fill the connectivity gap in the Indonesian market and become a dominant infrastructure asset



### ... to become the leading FibreCo that Indonesian market needs

- Currently #2 FTTH provider in the market, strategy in-line with moves by other market players
- Biggest FibreCo in Indonesia, with specific focus on fibre rollout
- Part of the Axiata Group, with highly experienced team and management to deliver the mandate
- Unique investment opportunity as an infrastructure asset delivering long-term value



1. Others include rest of the smaller operators; 2. Source: Analyst reports and public disclosures



# EDOTCO

Mohamed Adlan Ahmad Tajudin, EDOTCO CEO

# EDOTCO is a Leading Pan-Asia Regional TowerCo Platform of Scale

## Snapshot of our operations in 1H '23

**58k**

Owned & managed towers

**Nine**

Countries in presence

**56k**

Tenancies on our owned towers

**38**

MNOs & 40 Non-MNOs as clients – 161 contracts

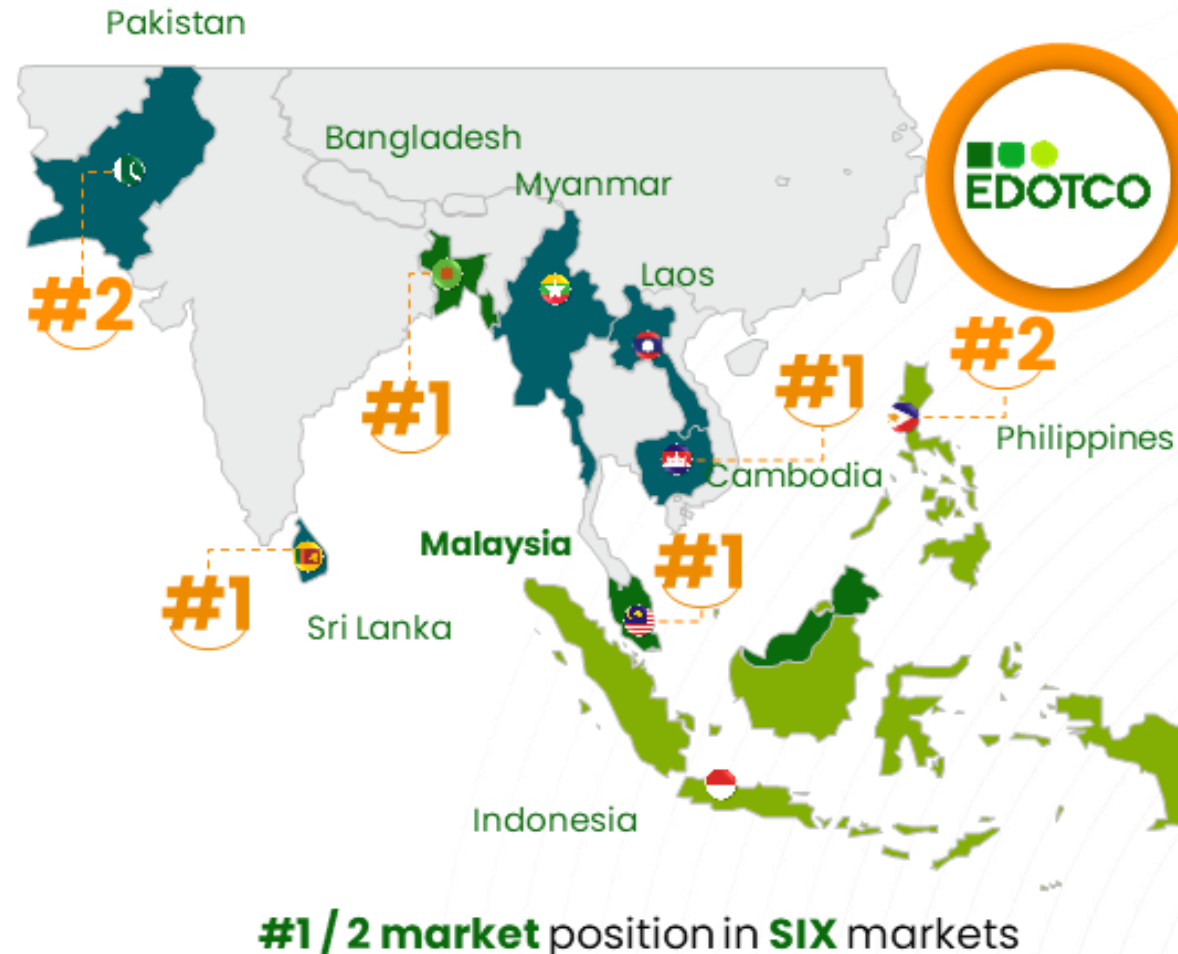
**177m**

Subscribers connected – 19EB data consumed  
(21% of total data traffic)

**Double digit growth L5Y<sup>1</sup>**

Towers: 16%, Revenue: 13%, EBITDA: 25%

EDOTCO is ranked **#6 largest TowerCo globally**, and the **only one from Malaysia** in the Top 10 list



**Tower Leasing**  
BTS & Colocation

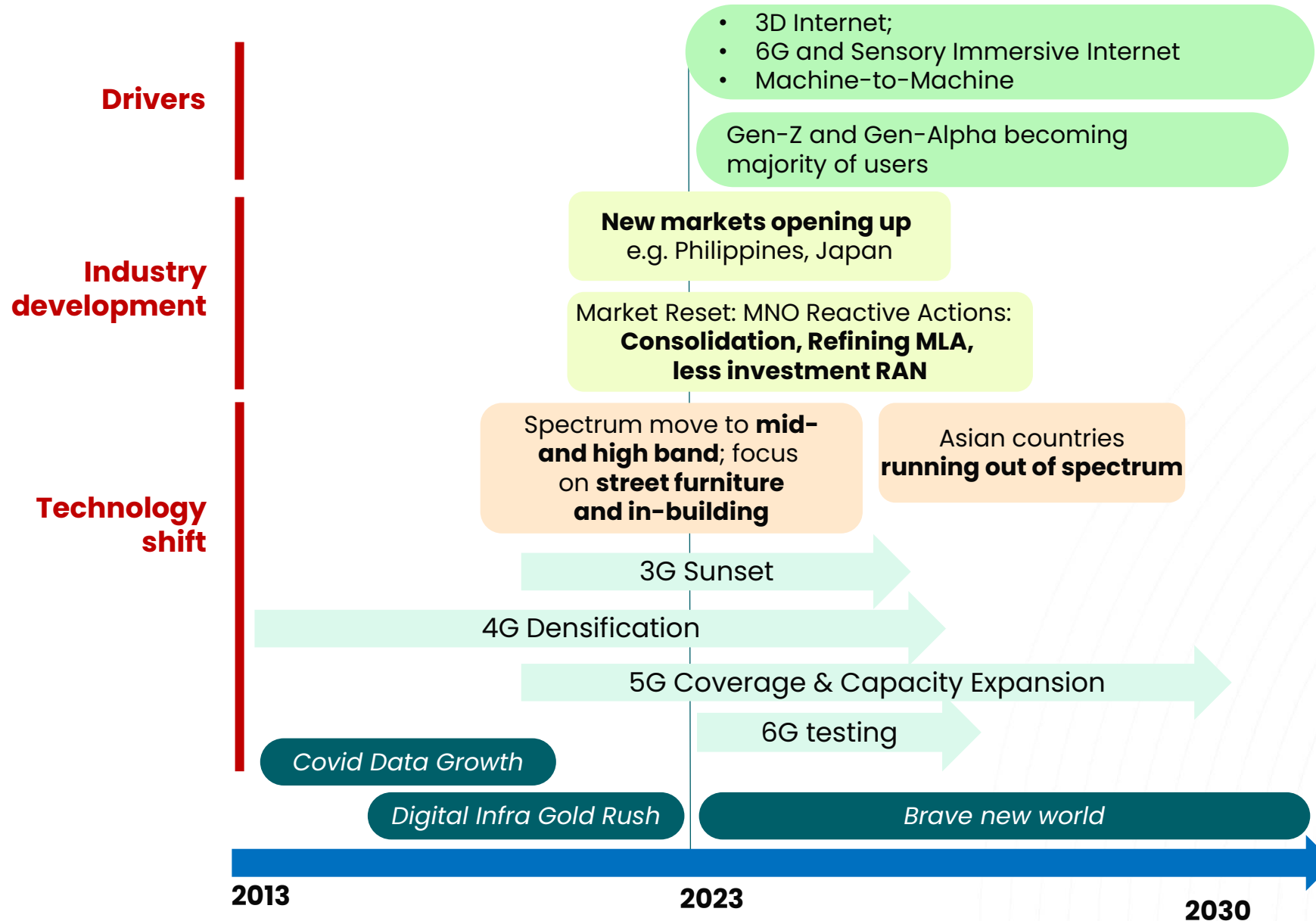
**Energy Solutions**  
DC, Alternate & Green Energy

**Managed Services**  
Passive & Active Infrastructure

Note:

1. 5YR CAGR: 18 to 22; 1. By tower count among global ITC players according to TowerXchange Tower League Table as of Dec 2022. 2. Estimated as the 2022A standard configuration (87%) and loading revenues (13%) multiplied by the average years remaining on tenancy lease for each of the respective markets.

# Asian Digital Infra 20-year Journey - 2012/32



## How could our new partner value add in our business?

### **Expanding our Core Business**

Capital partners to grow at the Group and country level – to meet the investment cycle

### **Strategic partnership with potential delayering**

Energy, digital analytics, drones, digital twins etc.

### **NextGen technologies**

Small cells, edge computing, fiber, 5G field operations, self-organising network (SON)

### **Disruptive networks**

6G rollout, dynamic network, drone, backpack, LEO satellite

Thank you