

**Sarana Menara Nusantara**  
**Executive Summary**  
Amount in IDR Bio, unless otherwise stated

Financial Data	2022					2023				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	2,619.3	5,316.3	8,107.1	11,035.7	11,035.7	2,864.7	5,776.3	8,719.4	11,740.3	11,740.3
EBITDA	2,250.6	4,570.9	6,966.8	9,516.6	9,516.6	2,438.9	4,914.1	7,416.8	9,979.6	9,979.6
Net Profit (Loss)	863.6	1,705.6	2,585.4	3,496.5	3,496.5	783.7	1,599.0	2,474.1	3,303.6	3,303.6
Earnings per share (Full Amount)	17.0	34.0	51.0	69.0	69.0	15.0	31.0	49.0	65.0	65.0
Cash Position	1,774.7	769.2	279.8	308.6	308.6	821.6	485.8	395.2	428.7	428.7
Total Bank Debt	36,614.7	35,417.8	34,915.3	37,462.5	37,462.5	35,033.7	33,426.6	35,125.8	36,003.8	36,003.8
Total Financial Lease Liabilities*	2,446.5	2,300.6	2,151.2	1,977.6	1,977.6	1,796.5	1,705.5	1,555.5	445.4	445.4
Total bonds payable	5,511.9	5,526.4	6,504.3	5,689.9	5,689.9	8,539.4	9,589.6	8,616.4	8,581.3	8,581.3
Related Parties Loan	-	-	-	-	-	-	-	63.5	54.5	54.5
Total Mezzanine	-	-	-	-	-	-	-	-	-	-
Management Tower Europe S.a.r.l	-	-	-	-	-	-	-	-	-	-
EBITDA - Trailing	8,005.7	8,595.5	9,182.7	9,516.6	9,516.6	9,704.8	9,859.8	9,966.5	9,979.6	9,979.6
CAPEX	2,238.7	1,249.6	1,907.7	1,633.4	7,029.5	1,678.0	1,366.1	1,425.6	1,836.0	6,305.7
Tax paid (Art. 22+23 +25+29)	135.1	180.3	92.9	60.8	469.1	77.8	148.0	78.6	52.8	357.2
Corporate Final Tax	119.7	119.1	133.8	138.7	511.2	134.3	140.6	138.3	144.7	557.9

\*From 1 Jan 2020 total financial liabilities were recognized due to the implementation of PSAK 73

RATIOS	2022					2023				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	42,798.4	42,475.6	43,290.9	44,821.3	44,821.3	44,548.0	44,235.8	44,966.0	44,656.4	44,656.4
Net Debt to EBITDA - LQA	4.8	4.6	4.5	4.4	4.4	4.6	4.5	4.5	4.4	4.4
Net Debt to EBITDA - Trailing (12 mo)	5.3	4.9	4.7	4.7	4.7	4.6	4.5	4.5	4.5	4.5
DSCR	4.7	2.8	3.0	2.8	2.8	2.5	2.6	2.3	2.8	2.8
FX end of Quarter (USD/IDR)	14,349	14,848	15,247	15,731	15,731	15,062	15,026	15,526	15,416	15,416
FX end of Quarter (EURO/IDR)	16,003	15,610	14,716	16,713	16,713	16,345	16,374	16,404	17,140	17,140
FX end of Quarter (SGD/IDR)	10,605	10,685	10,563	11,659	11,659	11,342	11,102	11,334	11,712	11,712
FX end of Quarter (JPY/IDR)	118	109	105	118	118	114	105	104	110	110

Operational Data	2022					2023						
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	313	252	445	86	1,096	29,794	(37)	35	123	643	764	30,558
Total Sites Commenced	637	266	487	(465)	925	28,649	(170)	193	(213)	(46)	(236)	28,413
Total number of tenancies	605	136	313	(1,062)	(8)	53,967	(147)	(49)	478	35	317	54,284

Sites per Islands	2022					2023				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	15,529	15,543	15,519	15,413	15,413	15,252	15,102	14,943	14,902	14,902
Sumatra	6,158	6,179	6,203	6,017	6,017	6,012	6,007	6,554	6,538	6,538
Kalimantan	2,321	2,400	2,652	2,552	2,552	2,544	2,696	2,651	2,651	2,651
Others	4,353	4,505	4,740	4,667	4,667	4,671	4,867	4,311	4,322	4,322

Total Employee	2022					2023				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	1,543	1,499	1,437	1,479	1,479	1,485	1,508	1,722	1,747	1,747
Definite	435	489	549	563	563	584	649	691	753	753