

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

Financial Data	2020					2021				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	1.819,9	3.685,2	5.555,2	7.445,4	7.445,4	1.956,5	3.971,9	6.067,1		6.067,1
EBITDA	1.560,6	3.164,3	4.774,9	6.404,9	6.404,9	1.679,3	3.409,6	5.218,4		5.218,4
Net Profit (Loss)	525,9	1.316,5	1.927,6	2.853,6	2.853,6	794,5	1.700,7	2.608,5		2.608,5
Earnings per share (Full Amount)	10,0	26,0	38,0	57,0	57,0	16,0	34,0	52,0		52,0
Cash Position	894,3	1.366,0	1.567,7	1.442,6	1.442,6	1.275,5	1.649,3	18.774,1		18.774,1
Total Bank Debt	14.711,3	15.643,5	15.197,2	16.060,6	16.060,6	15.442,7	15.250,9	32.136,1		32.136,1
Total Financial Lease Liabilities*	1.820,8	1.745,4	1.599,9	2.012,0	2.012,0	1.958,4	1.844,2	1.831,5		1.831,5
Total bonds payable	2.208,1	1.986,7	2.253,7	2.205,9	2.205,9	2.237,3	2.230,6	2.187,3		2.187,3
Total Sub debt (Sponsor Loan-Stewart)	-	-	-	-	-	-	-	-		-
Total Mezzanine	-	-	-	-	-	-	-	-		-
Management Tower Europe S.a.r.l	-	-	-	-	-	-	-	-		-
EBITDA - Trailing	5.723,5	6.045,6	6.287,6	6.404,9	6.404,9	6.523,6	6.650,3	6.848,5		6.848,5
CAPEX	2.320,5	934,3	583,7	930,2	4.768,7	504,8	720,7	776,0		2.001,5
Tax paid (Art. 22+23 +25+29)	145,2	133,5	62,0	86,0	426,7	148,2	243,8	156,4		548,5
Corporate Final Tax	40,4	43,4	57,2	64,2	205,3	72,0	80,3	82,0		234,3

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

RATIOS	2020					2021				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	17.845,9	18.009,6	17.483,1	18.835,9	18.835,9	18.362,9	17.676,4	17.380,8		17.380,8
Net Debt to EBITDA - LQA	2,9	2,8	2,7	2,9	2,9	2,7	2,6	2,4		2,4
Net Debt to EBITDA - Trailing (12 mo)	3,1	3,0	2,8	2,9	2,9	2,8	2,7	2,5		2,5
DSCR	5,9	5,0	5,1	5,1	5,1	3,1	5,7	4,7		4,7
FX end of Quarter (USD/IDR)	16.367	14.302	14.918	14.105	14.105	14.572	14.496	14.307		14.307,0
FX end of Quarter (EURO/IDR)	18.045	16.080	17.527	17.330	17.330	17.065	17.255	16.692		16.692,0
FX end of Quarter (SGD/IDR)	11.495	10.265	10.909	10.644	10.644	10.818	10.781	10.540		10.540,0
FX end of Quarter (JPY/IDR)	151	133	141	136	136	132	131	129		129,0

Operational Data	2020						2021					
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	1.595	357	102	8	2.062	21.381	43	151	64		258	21.639
Total Sites Commenced	1.638	338	84	(1)	2.059	20.815	26	147	50		223	21.038
Total number of tenancies	3.432	1.344	493	512	5.781	39.127	667	364	298		1.329	40.456

Sites per Islands	2020					2021				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	10.464	10.649	10.735	10.737	10.737	10.797	10.908	10.947		10.947
Sumatra	4.497	4.549	4.543	4.538	4.538	4.530	4.539	4.539		4.539
Kalimantan	1.956	1.985	1.982	1.972	1.972	1.963	1.972	1.960		1.960
Others	3.477	3.549	3.556	3.568	3.568	3.551	3.569	3.592		3.592

Total Employee	2020					2021				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	927	960	997	1.024	1.024	1.072	1.098	1.121		1.121
Definite	353	308	276	303	303	304	288	343		343