

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

Financial Data	2011					2012				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	369,0	772,3	1.199,2	1.650,9	1.650,9	481,5	1.023,5	1.619,1	2.265,3	2.265,3
EBITDA	308,0	644,7	1.003,7	1.386,0	1.386,0	404,0	853,6	1.349,4	1.888,7	1.888,7
Net Profit (Loss)	151,3	257,1	268,6	283,9	283,9	75,2	128,8	250,4	346,3	346,3
Earnings per share (Full Amount)	148,0	252,0	263,0	278,0	278,0	74,0	126,0	245,0	340,0	340,0
Cash Position	702,1	800,7	591,7	649,5	649,5	498,5	1.621,6	1.253,1	1.129,6	1.129,6
Total Bank Debt	4.394,2	5.241,0	5.623,2	6.152,6	6.152,6	6.097,2	6.917,5	6.839,4	8.069,4	8.069,4
Total bonds payable					-					-
Total Sub debt (Sponsor Loan-Stewart)	819,8	-	-	-	-	-	-	-	-	-
Total Mezzanine	-	-	-	-	-	-	-	-	-	-
Management Tower Europe S.a.r.l	-	-	-	-	-	-	-	-	220,7	220,7
EBITDA - Trailing	1.167,3	1.222,8	1.294,6	1.386,0	1.386,0	1.482,0	1.594,9	1.731,7	1.888,7	1.888,7
CAPEX	272,0	357,7	603,3	303,1	1.536,1	407,1	318,6	327,6	1.442,8	2.496,1
Tax paid (Art. 22+23 +25+29)	14,4	21,5	8,3	9,6	53,8	15,7	35,7	14,7	16,0	82,1

RATIOS	2011					2012				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	4.512,0	4.440,0	5.031,0	5.503,0	5.503,0	5.599,0	5.296,0	5.586,0	7.161,0	7.161,0
Net Debt to EBITDA - LQA	3,7	3,3	3,5	3,6	3,6	3,5	3,0	2,8	3,3	3,3
Net Debt to EBITDA - Trailing (12 mo)	3,9	3,6	3,9	4,0	4,0	3,8	3,3	3,2	3,8	3,8
DSCR	4,5	4,0	3,5	2,6	2,6	2,2	2,1	2,0	2,2	2,2
FX end of Quarter (USD/IDR)	8.709	8.597	8.823	9.068	9.068	9.180	9.480	9.588	9.670	9.670
FX end of Quarter (EURO/IDR)	12.317	12.462	11.956	11.739	11.739	12.259	11.801	12.407	12.810	12.810
FX end of Quarter (SGD/IDR)	6.906	6.985	6.796	6.974	6.974	7.309	7.415	7.826	7.907	7.907

Operational Data	2011						2012					
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	123	373	506	353	1.355	6.427	382	334	458	881	2.055	8.482
Total Sites Commenced	100	375	435	381	1.291	6.363	404	355	463	875	2.097	8.460
Total number of tenancies	290	893	704	546	2.433	10.798	712	870	929	1.540	4.051	14.849

Sites per Islands	2011					2012				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	2.854	2.920	3.075	3.197	3.197	3.361	3.512	3.900	4.183	4.183
Sumatra	1.241	1.347	1.428	1.509	1.509	1.601	1.662	1.669	1.899	1.899
Kalimantan	399	476	596	685	685	724	754	789	817	817
Others	678	804	883	972	972	1.081	1.194	1.227	1.561	1.561

Total Employee	2011					2012				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	253	269	276	321	321	350	397	438	478	478
Definite	78	121	135	102	102	97	89	111	124	124