

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

Financial Data	2016					2017				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	1.170,3	2.423,1	3.731,8	5.053,1	5.053,1	1.313,3	2.643,2	3.977,9	5.337,9	5.337,9
EBITDA	1.000,5	2.108,8	3.254,4	4.408,0	4.408,0	1.133,6	2.269,5	3.418,2	4.603,6	4.603,6
Net Profit (Loss)	519,5	1.328,0	2.311,6	3.043,0	3.043,0	649,4	1.276,0	1.909,9	2.100,1	2.100,1
Earnings per share (Full Amount)	50,8	129,8	226,2	297,9	297,9	63,6	125,1	187,2	206,0	206,0
Cash Position	2.956,3	3.601,3	1.550,9	2.905,3	2.905,3	2.421,9	4.743,3	3.285,1	2.348,3	2.348,3
Total Bank Debt	6.867,6	9.768,5	6.592,0	6.622,5	6.622,5	6.602,5	7.616,7	7.236,5	6.519,1	6.519,1
Total bonds payable	2.769,4	2.758,7	2.713,9	3.473,8	3.473,8	2.515,8	2.526,3	2.586,7	2.624,0	2.624,0
Total Sub debt (Sponsor Loan-Stewart)	-	-	-	-	-	-	-	-	-	-
Total Mezzanine	-	-	-	-	-	-	-	-	-	-
Management Tower Europe S.a.r.l	220,5	214,9	-	-	-	-	-	-	-	-
EBITDA - Trailing	3.886,5	4.091,8	4.285,6	4.408,0	4.408,0	4.541,2	4.568,7	4.571,7	4.603,6	4.603,6
CAPEX	96,8	3.799,2	172,3	270,2	4.338,5	215,3	253,1	378,0	402,3	1.248,7
Tax paid (Art. 22+23 +25+29)	98,1	177,4	89,7	106,4	471,6	99,9	495,2	137,3	151,0	883,4

RATIOS	2016					2017				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	6.901,0	9.141,0	7.755,0	7.191,0	7.191,0	6.696,0	5.400,0	6.538,0	6.795,0	6.795,0
Net Debt to EBITDA - LQA	1,7	2,1	1,7	1,6	1,6	1,5	1,2	1,4	1,4	1,4
Net Debt to EBITDA - Trailing (12 mo)	1,8	2,2	1,8	1,6	1,6	1,5	1,2	1,4	1,5	1,5
DSCR	4,1	3,5	2,7	3,4	3,4	3,9	4,0	4,9	4,4	4,4
FX end of Quarter (USD/IDR)	13.276	13.180	12.998	13.436	13.436	13.321	13.319	13.492	13.548	13.548
FX end of Quarter (EURO/IDR)	15.030	14.651	14.579	14.162	14.162	14.228	14.875	15.895	16.174	16.174
FX end of Quarter (SGD/IDR)	9.830	9.771	9.522	9.299	9.299	9.532	9.591	9.926	10.134	10.134

Operational Data	2016						2017					
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	18	2.520	(246)	33	2.325	14.562	25	27	125	115	292	14.854
Total Sites Commenced	11	2.517	(258)	7	2.277	14.382	41	24	93	111	269	14.651
Total number of tenancies	(87)	3.775	(517)	(65)	3.106	24.144	(74)	326	332	283	867	25.011

Sites per Islands	2016					2017				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	6.302	7.731	7.729	7.726	7.726	7.759	7.780	7.795	7.821	7.821
Sumatra	2.387	2.994	2.995	2.998	2.998	3.000	2.999	2.990	2.986	2.986
Kalimantan	1.279	1.401	1.400	1.400	1.400	1.402	1.403	1.403	1.403	1.403
Others	2.148	2.507	2.251	2.258	2.258	2.262	2.265	2.352	2.441	2.441

Total Employee	2016					2017				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	750	760	767	774	774	785	796	794	792	792
Definite	167	150	132	154	154	156	164	183	215	215