

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

Financial Data	2014					2015				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	913.2	1,909.9	3,074.9	4,106.2	4,106.2	1,068.6	2,141.1	3,273.8	4,469.8	4,469.8
EBITDA	754.3	1,568.3	2,540.1	3,418.4	3,418.4	889.7	1,792.7	2,744.6	3,775.7	3,775.7
Net Profit (Loss)	449.0	581.7	889.7	839.4	839.4	170.3	474.8	487.7	2,964.7	2,964.7
Earnings per share (Full Amount)	44.1	57.1	87.4	82.4	82.4	16.5	46.4	47.5	290.0	290.0
Cash Position	1,373.5	2,283.3	2,412.3	2,009.6	2,009.6	2,074.2	3,205.0	2,588.0	2,986.8	2,986.8
Total Bank Debt	7,993.6	8,253.3	8,300.2	6,679.6	6,679.6	6,808.3	6,871.4	7,487.9	7,112.8	7,112.8
Total bonds payable	1,000.0	1,000.0	1,000.0	2,696.3	2,696.3	2,725.8	2,782.3	2,864.6	2,759.5	2,759.5
Total Subdebt (Sponsor Loan-Stewart)	-	-	-	-	-	-	-	-	-	-
Total Mezzanine	-	-	-	-	-	-	-	-	-	-
Management Tower Europe S.a.r.l	270.0	281.4	266.9	222.0	222.0	207.8	218.9	241.9	221.1	221.1
EBITDA - Trailing	2,805.1	2,984.0	3,282.8	3,418.4	3,418.4	3,553.8	3,642.8	3,622.9	3,775.7	3,775.7
CAPEX	566.5	384.2	407.9	342.9	1,701.6	244.8	717.6	421.7	255.4	1,639.4
Tax paid (art. 22+23 +25+29)	26.2	36.6	20.0	17.3	100.1	15.1	459.9	95.3	106.4	676.6

RATIOS	2014					2015				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	7,890	7,251	7,155	7,588	7,588	7,668	6,668	8,006	7,106	7,106
Net Debt to EBITDA - LQA	2.61	2.23	1.84	2.16	2.16	2.15	1.85	2.10	1.72	1.72
Net Debt to EBITDA - Trailing (12 mo)	2.81	2.43	2.18	2.22	2.22	2.16	1.83	2.21	1.88	1.88
DSCR	4.0	4.9	5.2	4.8	4.8	4.0	4.4	3.6	4.2	4.2
FX end of Quarter (USD/IDR)	11,404	11,969	12,212	12,440	12,440	13,084	13,332	14,657	13,795	13,795
FX end of Quarter (EURO/IDR)	15,674	16,333	15,495	15,133	15,133	14,165	14,920	16,492	15,070	15,070
FX end of Quarter (SGD/IDR)	9,050	9,583	9,585	9,422	9,422	9,508	9,895	10,274	9,751	9,751

Operational Data	2014					2015						
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	559	614	389	267	1,829	11,595	80	60	476	26	642	12,237
Total Sites Commenced	232	821	417	116	1,586	11,332	141	159	434	39	773	12,105
Total colos	315	301	315	(701)	230	8,806	46	296	173	46	561	9,367

Sites per Islands	2014					2015				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	5,197	5,636	5,697	5,837	5,837	5,739	5,844	6,266	6,295	6,295
Sumatra	2,133	2,194	2,305	2,269	2,269	2,365	2,376	2,382	2,385	2,385
Kalimantan	905	1,045	1,157	1,165	1,165	1,259	1,271	1,275	1,278	1,278
Others	1,743	1,924	2,057	2,061	2,061	2,110	2,141	2,143	2,147	2,147

Total Employee	2014					2015				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	558	582	586	600	600	587	576	748	749	749
Definite	173	175	164	141	141	141	134	226	199	199