

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

Financial Data	2017					2018				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	1,313.3	2,643.2	3,977.9	5,337.9	5,337.9	1,361.9				1,361.9
EBITDA	1,133.6	2,269.5	3,418.2	4,603.6	4,603.6	1,167.8				1,167.8
Net Profit (Loss)	649.4	1,276.0	1,909.9	2,100.1	2,100.1	518.7				518.7
Earnings per share (Full Amount)	63.6	125.1	187.2	206.0	206.0	51.0				51.0
Cash Position	2,421.9	4,743.3	3,285.1	2,348.3	2,348.3	1,281.3				1,281.3
Total Bank Debt	6,602.5	7,616.7	7,236.5	6,519.1	6,519.1	5,720.3				5,720.3
Total bonds payable	2,515.8	2,526.3	2,586.7	2,624.0	2,624.0	2,687.6				2,687.6
Total Subdebt (Sponsor Loan-Stewart)	-	-	-	-	-	-				-
Total Mezzanine	-	-	-	-	-	-				-
Management Tower Europe S.a.r.l	-	-	-	-	-	-				-
EBITDA - Trailing	4,541.2	4,568.7	4,571.7	4,603.6	4,603.6	4,637.7				4,637.7
CAPEX	215.3	253.1	378.0	402.3	1,248.7	453.9				453.9
Tax paid (art. 22+23 +25+29)	99.9	495.2	137.3	151.0	883.4	141.8				141.8

RATIOS	2017					2018				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	6,696	5,400	6,538	6,795	6,795	7,127				7,127
Net Debt to EBITDA - LQA	1.48	1.19	1.42	1.43	1.43	1.53				1.53
Net Debt to EBITDA - Trailing (12 mo)	1.47	1.18	1.43	1.48	1.48	1.54				1.54
DSCR	3.9	4.0	4.9	4.4	4.4	-				-
FX end of Quarter (USD/IDR)	13,321	13,319	13,492	13,548	13,548	13,756				13,756
FX end of Quarter (EURO/IDR)	14,228	14,875	15,895	16,174	16,174	16,954				16,954
FX end of Quarter (SGD/IDR)	9,532	9,591	9,926	10,134	10,134	10,487				10,487

Operational Data	2017					2018						
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	25	27	125	115	292	14,854	147				147	15,001
Total Sites Commenced	41	24	93	111	269	14,651	74				74	14,725
Total colos	(116)	302	230	168	584	10,850	165				165	11,015

Sites per Islands	2017					2018				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	7,759	7,780	7,795	7,821	7,821	7,841				7,841
Sumatra	3,000	2,999	2,990	2,986	2,986	3,006				3,006
Kalimantan	1,402	1,403	1,403	1,403	1,403	1,416				1,416
Others	2,262	2,265	2,352	2,441	2,441	2,462				2,462

Total Employee	2017					2018				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	785	796	794	792	792	813				813
Definite	156	164	183	215	215	222				222