

# PROTELINDO

PT. SARANA MENARA NUSANTARA, TBK. (TOWR)



Indonesia's Premier Tower Company  
3Q 2015 Results Presentation



PROTELINDO

# Disclaimer

These materials have been prepared by PT Sarana Menara Nusantara, Tbk. (the “Company”) and have not been independently verified. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. Neither the Company nor any of its affiliates, advisers or representatives accepts any liability whatsoever for any loss arising from any information presented or contained in these materials. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed.

These materials contain statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plan,” “will,” “estimates,” “projects,” “intends,” “outlook” or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions. The Company has no obligation and does not undertake to revise forward-looking statements to reflect future events or circumstances.

These materials are for information purposes only and do not constitute or form part of an offer, solicitation or invitation to buy or subscribe for any securities of the Company in any jurisdiction, nor should these materials or any part of them form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever.

# Agenda

---

**Financial Results**

**Operational Performance**

**2015 Outlook**

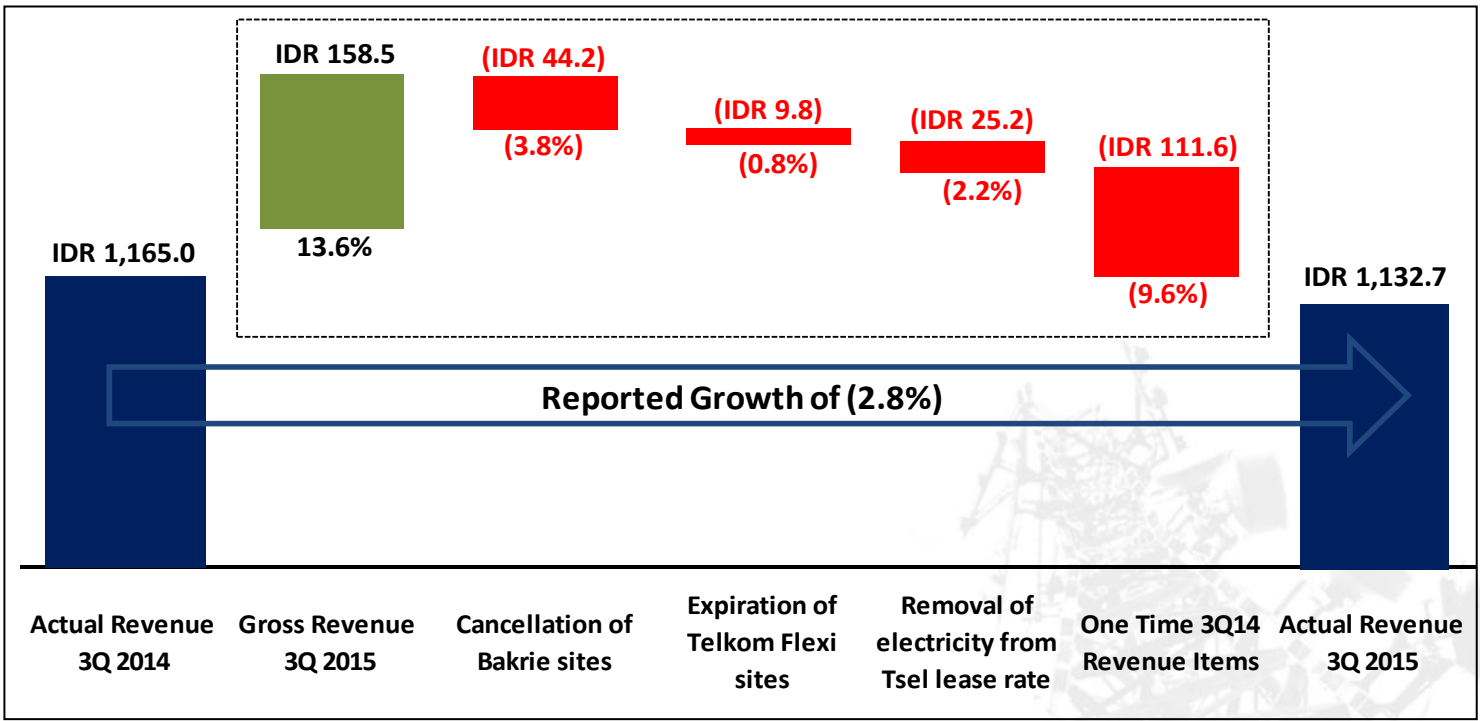
**Q&A**



# 3Q 2015 Financial Results

## Revenue

(in IDR Billions)

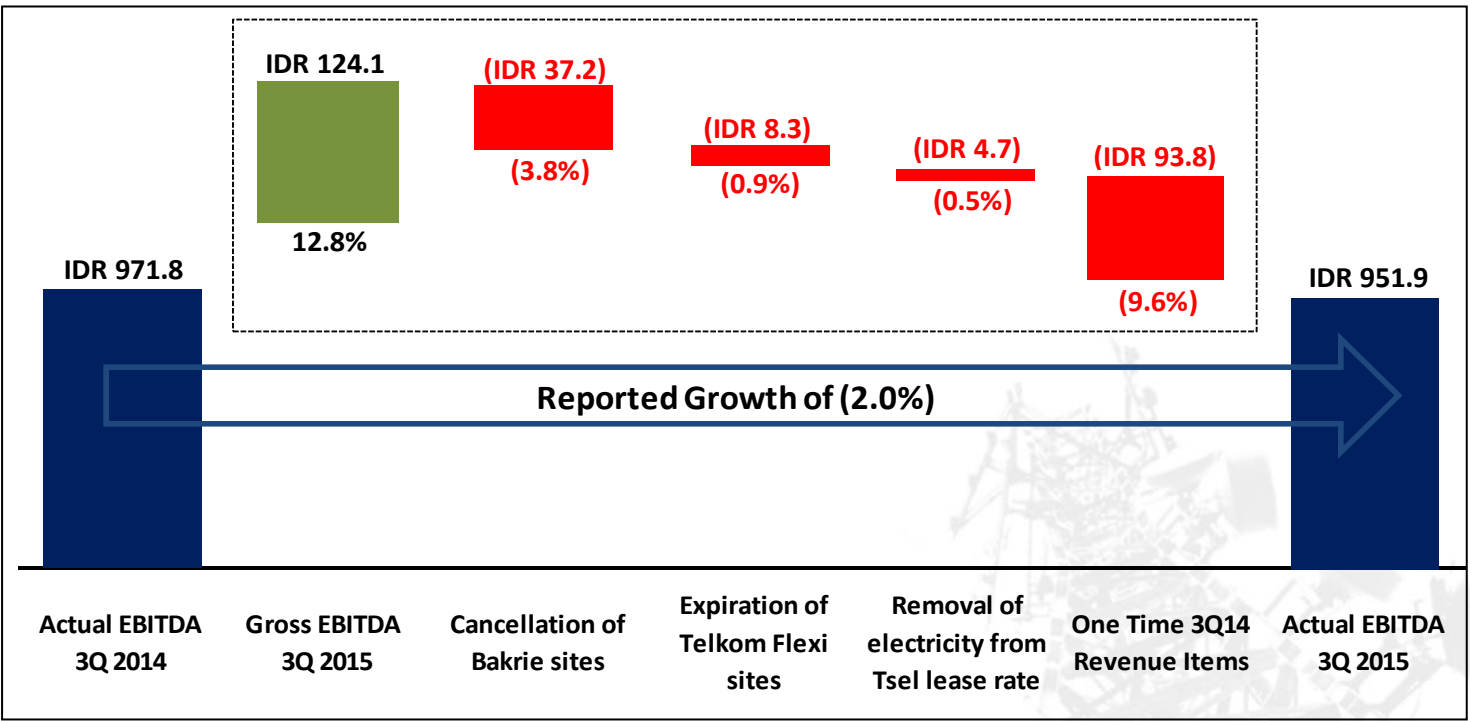


**Gross Revenue grew over 13%**

# 3Q 2015 Financial Results

## EBITDA

(in IDR Billions)

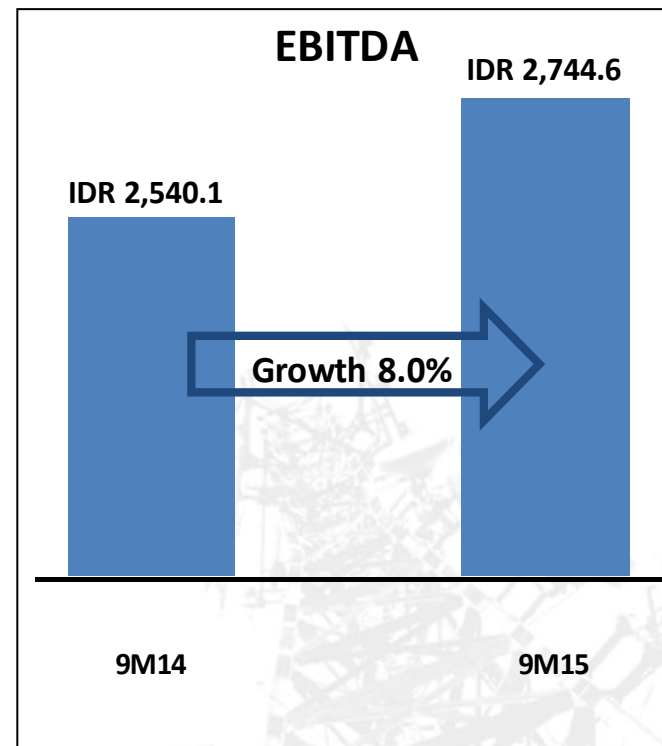
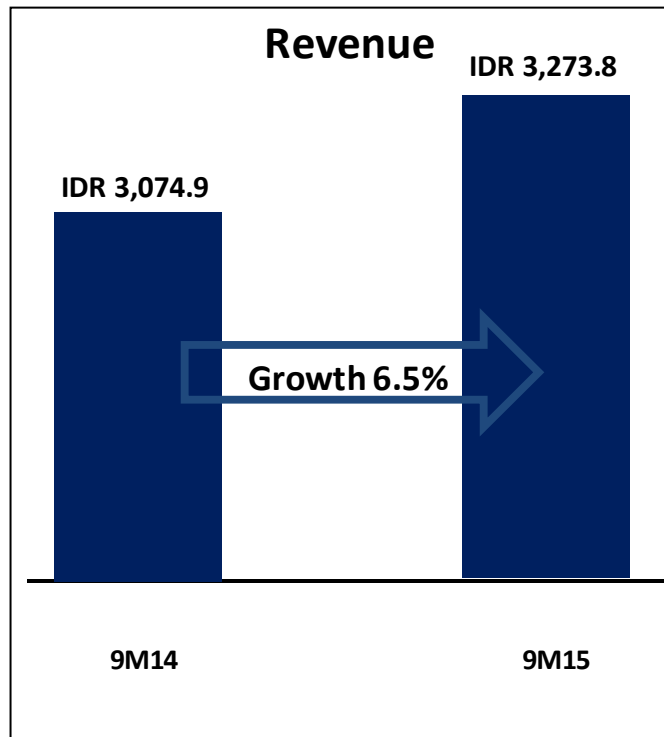


**Gross EBITDA grew over 12%**

# 9 Months 2015 vs 2014 Financial Result

## Revenue & EBITDA

(in IDR Billions)

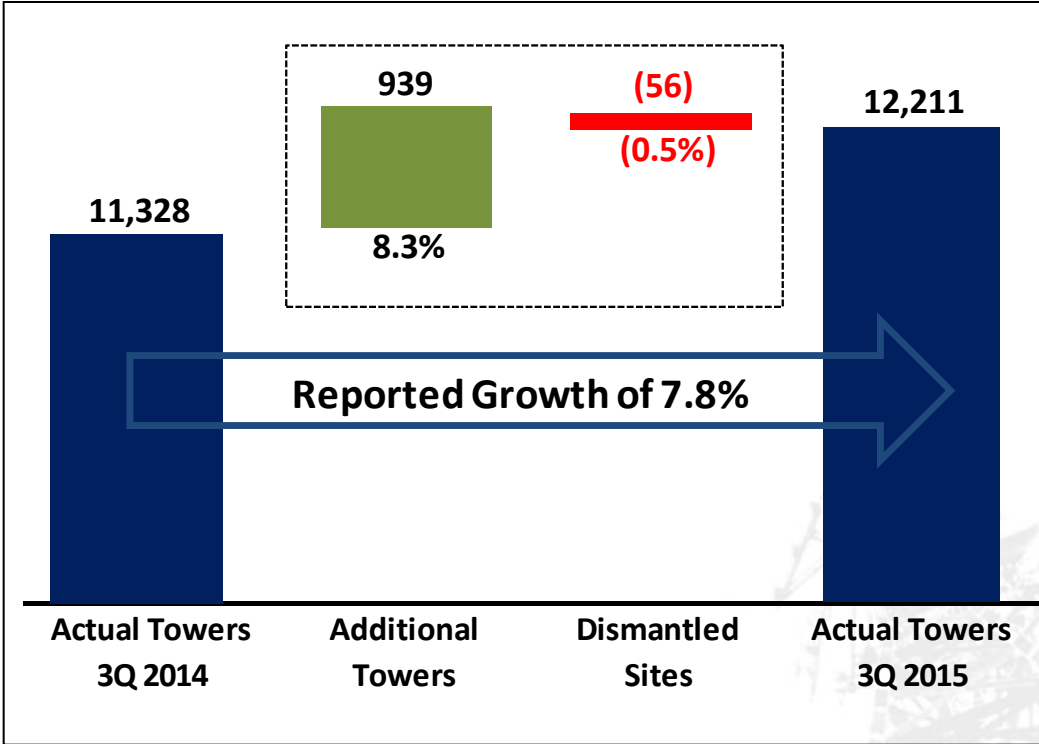


Revenue grew over 6% while EBITDA 8%



# Strong Tower and Tenant Growth

## Towers

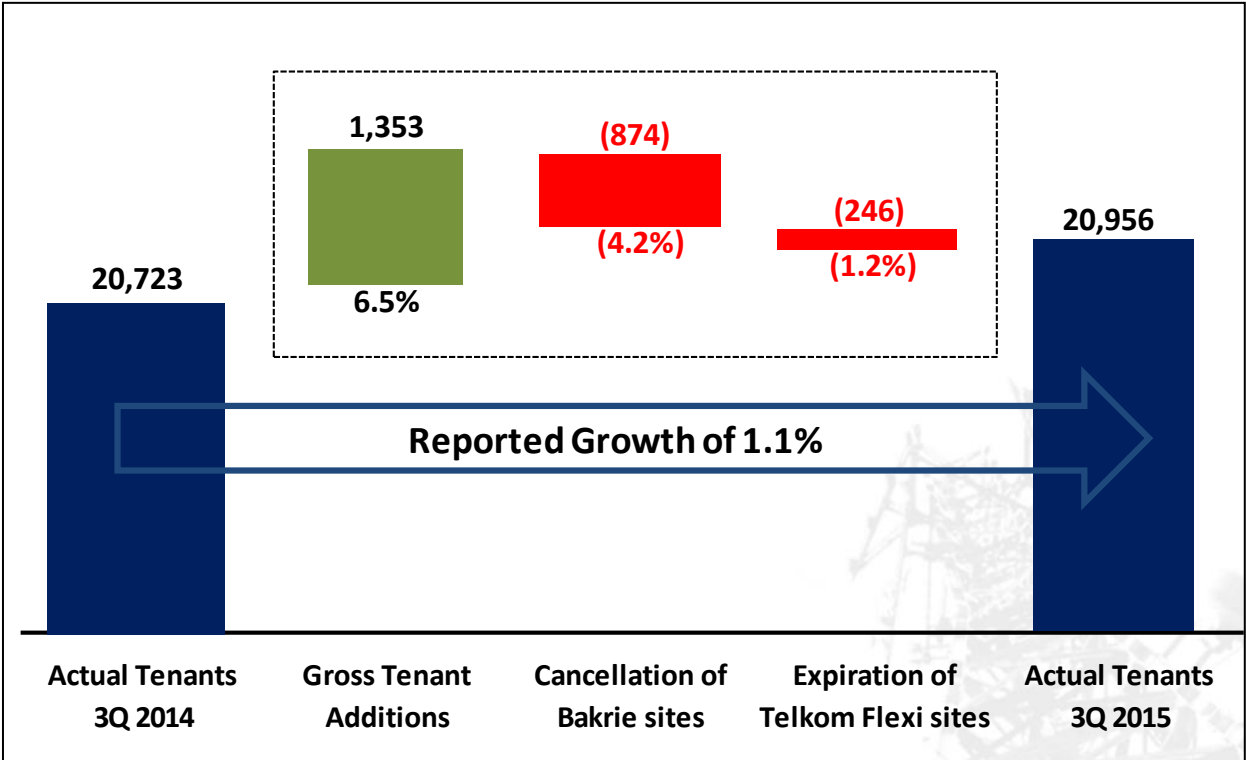


- Over 900 gross tower additions year-on-year
- Surpassed the 12,000 tower milestone



# Strong Tower and Tenant Growth

## Tenants



- Gross tenant additions grew over 6%
- Does not include 1,173 additional revenue generating leases.





# Post-Refinancing Debt Structure: Longer Tenors, Lower Margins

| Structure       | Maturity Date | Currency <sup>(1)</sup> | Amount Outstanding<br>(in Original Currency) | Amount Outstanding<br>(in USD Millions) |
|-----------------|---------------|-------------------------|--|---|
| 7-Yr Amortizing | Dec 2018      | IDR                     | 744.2  | 50.8                                    |
| 7-Yr Amortizing | Dec 2019      | IDR                     | 946.0  | 64.5                                    |
| 3-Yr Bonds      | Feb 2017      | IDR                     | 1000.0                                       | 68.2                                    |
| 1-Yr Bullet     | Aug 2016      | IDR                     | 150.0  | 10.2                                    |
| 10-Yr Bonds     | Nov 2024      | USD                     | 138.4  | 138.4                                   |
| 5-Yr Bullet     | Nov 2019      | USD                     | 340.0  | 340.0                                   |
| 5-Yr Bullet     | Nov 2019      | EUR                     | 40.0   | 45.0                                    |
| 10-Yr Bullet    | Nov 2022      | EUR                     | 14.7   | 16.5                                    |
| <b>TOTAL</b>    |               |                         |  | <b>733.6</b>                            |

**Average interest rate decreased 0.60%, or 10.9%, from 5.48% at the end of 3Q 2014 to 4.88% at the end of 3Q 2015**

Calculation above does not include mortgage-related iForte debt of IDR 4.7 bio (USD 300k).

<sup>(1)</sup> IDR in billions;  
EUR/USD in millions

# 2015 Outlook

## Outlook

**Revenue**

**IDR 4,311 – 4,599 Billion**

**EBITDA**

**IDR 3,589 – 3,829 Billion**

