

PROTELINDO

PT. SARANA MENARA NUSANTARA, TBK. (TOWR)



Indonesia's Premier Tower Company
3Q 2016 Results Presentation



PROTELINDO

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Agenda

Achievements

Financial Results

Operational Performance



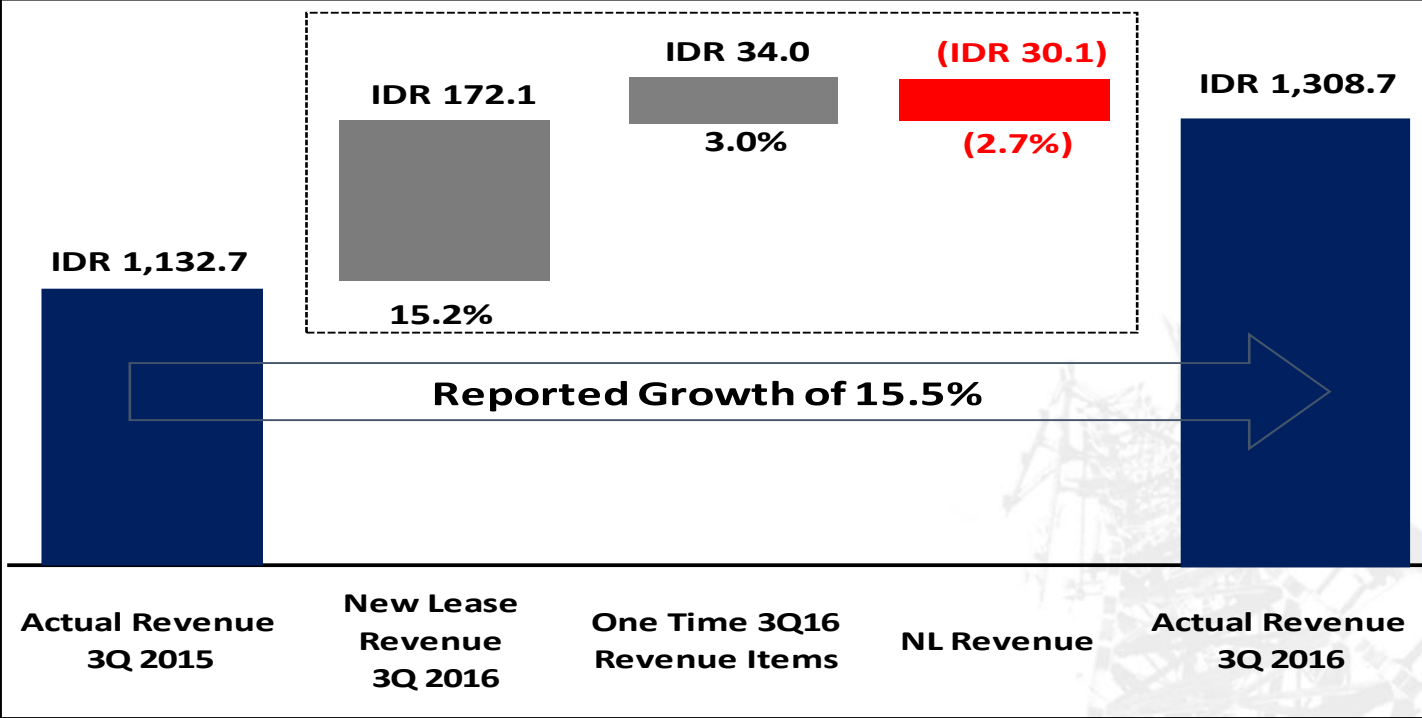
Recent Achievements

- **Closed Sale of Netherlands Towers:**
 - Sold 260 Towers, 548 Tenants
 - Annualized revenue of EUR 8.2 Million
 - Valued at EUR 112 Million, on a cash-free and debt-free basis
 - Repaid EUR 54.7 Million loan in July 2016
 - Net cash received was EUR 44.5 Million after debt repayment
- **Paid down USD 190 million (out of USD 478 million) in August and September 2016**
- **Protelindo recently received an investment grade rating from a third rating agency with Moody's upgrade from Ba1 to Baa3**
- **On November 9, Protelindo closed an IDR 800 Billion bond issue at 3, 5, and 7 years**

3Q 2016 Financial Results

Revenue

(in IDR Billions)

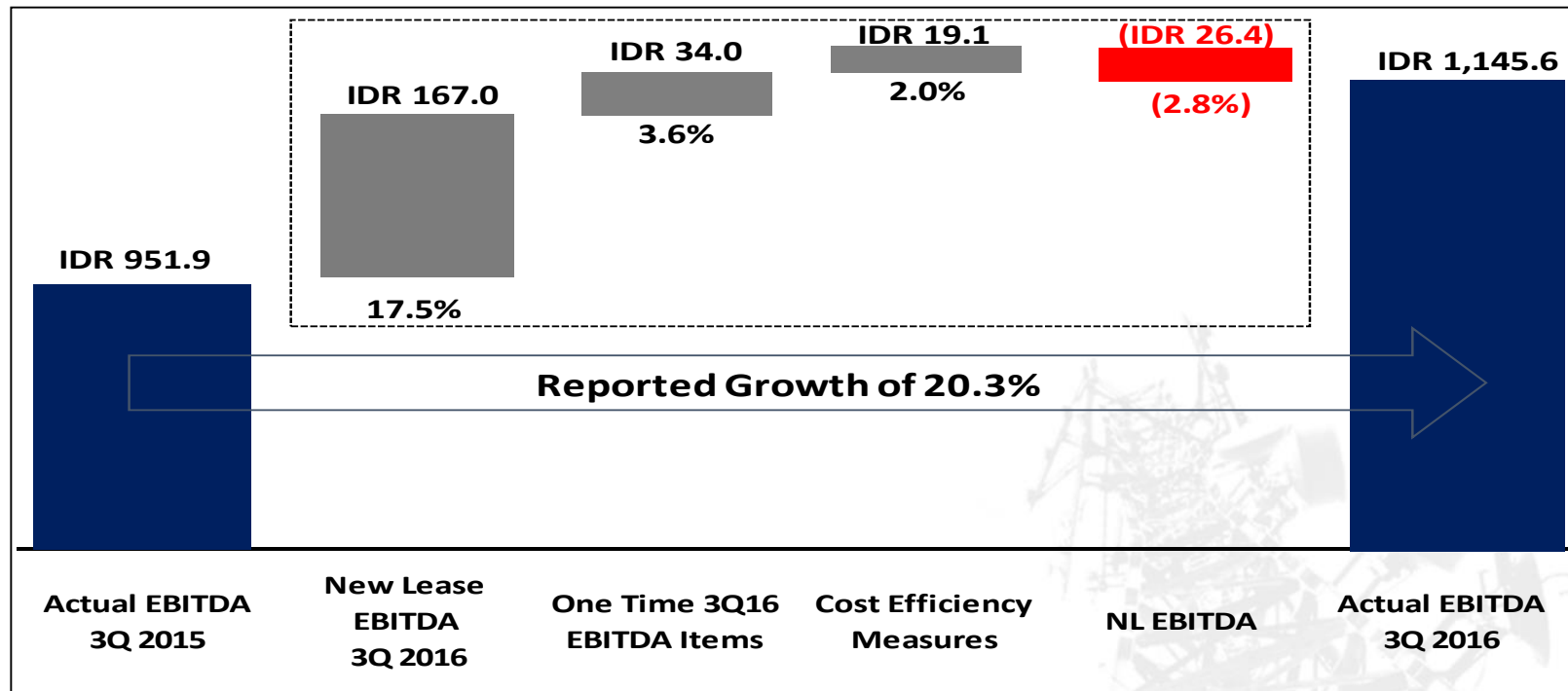


Reported revenue grew over 15%.

3Q 2016 Financial Results

EBITDA

(in IDR Billions)

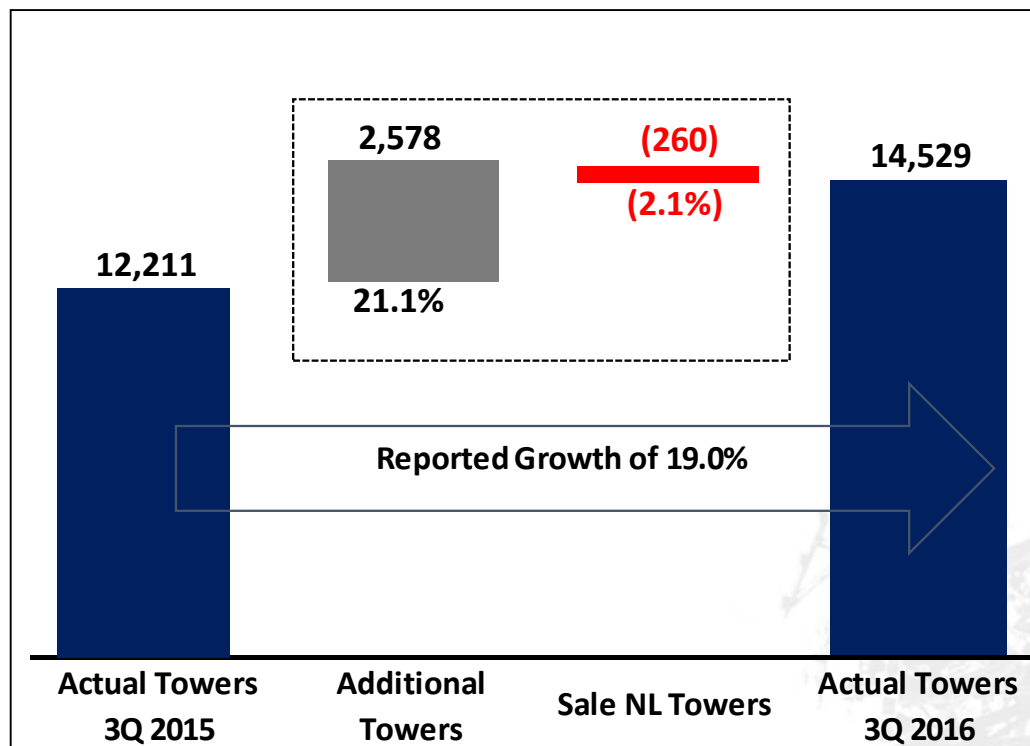


Reported EBITDA continues to grow faster than reported revenue.



Tower and Tenant Growth

Towers

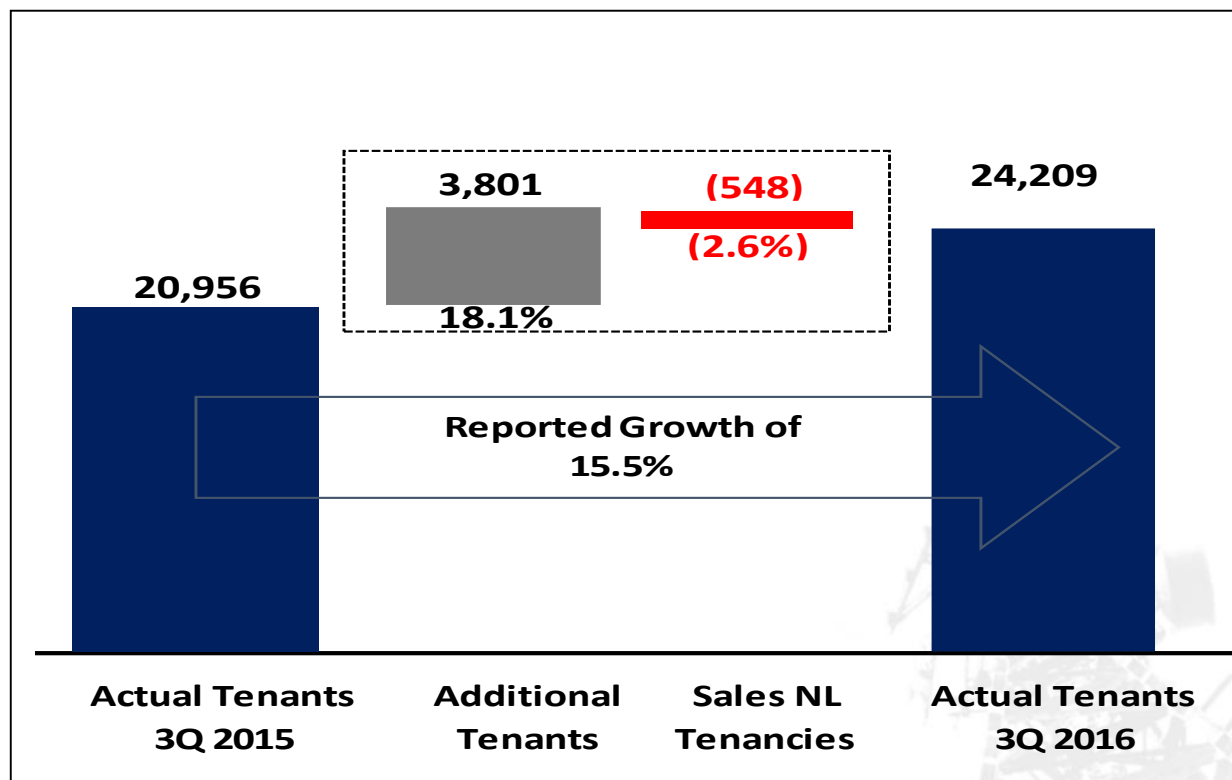


- Strong tower growth, mostly due to the addition of 2,500 towers from the XL acquisition.



Tower and Tenant Growth

Tenants



- Does not include 1,380 additional revenue generating leases for additional equipment during the last 12 months.



Debt Profile

Structure	Maturity Date	Currency ⁽¹⁾	Amount Outstanding (in Original Currency)	Amount Outstanding (in USD Millions)
1-Yr Bullet	Oct 2016	IDR	216	16.6
3-Yr Bonds	Feb 2017	IDR	1,000	76.9
7-Yr Amortizing	Dec 2018	IDR	601	46.3
5-Yr Bullet	Nov 2019	USD	150	150.0
7-Yr Amortizing	Dec 2019	IDR	836	64.3
5-Yr Bullet	Jun 2021	USD	38	38.0
5-Yr Bullet	Jun 2021	IDR	1,500	115.4
7-Yr Amortizing	Jun 2023	IDR	995	76.6
10-Yr Bonds	Nov 2024	USD	138.4	138.4
Gross Debt				722.5

- Average interest rate increased 165 bps from 4.88% in 3Q 2015 to 6.53% in 3Q 2016, due to repayment of low interest rate EUR and USD debt.
- Repaid EUR 55 million and USD 190 million.
- After repayment, IDR portion of total loan increased from 41% to 55%.

⁽¹⁾ IDR in billions; EUR/USD in millions



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