

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

Financial Data	2018					2019				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	1,361.9	2,804.7	4,345.1	5,867.9	5,867.9	1,481.9	3,028.3			3,028.3
EBITDA	1,167.8	2,384.8	3,679.3	4,931.8	4,931.8	1,222.4	2,504.1			2,504.1
Net Profit (Loss)	518.7	1,079.7	1,706.0	2,200.1	2,200.1	472.5	993.5			993.5
Earnings per share (Full Amount)	51.0	21.0	33.0	43.0	43.0	9.0	20.0			20.0
Cash Position	1,281.3	1,945.2	1,297.6	963.4	963.4	451.2	1,869.5			1,869.5
Total Bank Debt	5,720.3	8,444.5	7,777.9	8,905.1	8,905.1	9,065.6	10,234.3			10,234.3
Total Financing payable	-	2.2	1.5	1.3	1.3	1.2	-			-
Total bonds payable	2,687.6	2,695.3	2,765.4	2,708.5	2,708.5	2,691.3	2,680.2			2,680.2
Total Sub debt (Sponsor Loan-Stewart)	-	-	-	-	-	-	-			-
Total Mezzanine	-	-	-	-	-	-	-			-
Management Tower Europe S.a.r.l	-	-	-	-	-	-	-			-
EBITDA - Trailing	4,637.7	4,718.9	4,864.8	4,931.8	4,931.8	4,986.4	5,051.1			5,051.1
CAPEX	453.9	1,931.7	706.2	768.0	3,859.8	936.2	682.4			1,618.7
Tax paid (Art. 22+23 +25+29)	141.8	203.4	158.8	193.9	697.9	166.1	205.2			371.3
Corporate Final Tax	-	0.1	0.8	22.7	23.6	0.5	28.8			29.4

RATIOS	2018					2019				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	7,126.6	9,196.8	9,247.2	10,651.5	10,651.5	11,306.9	11,045.1			11,045.1
Net Debt to EBITDA - LQA	1.5	1.9	1.8	2.1	2.1	2.3	2.2			2.2
Net Debt to EBITDA - Trailing (12 mo)	1.5	1.9	1.9	2.2	2.2	2.3	2.2			2.2
DSCR	3.8	4.1	6.3	5.4	5.4	4.6	4.8			4.8
FX end of Quarter (USD/IDR)	13,756	14,404	14,929	14,481	14,481	14,244	14,141			14,141.0
FX end of Quarter (EURO/IDR)	16,954	16,667	17,389	16,560	16,560	15,995	16,076			16,075.5
FX end of Quarter (SGD/IDR)	10,487	10,530	10,919	10,603	10,603	10,507	10,446			10,445.8
FX end of Quarter (JPY/IDR)	-	-	-	-	-	129	131			131.4

Operational Data	2018						2019					
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	147	1,789	444	203	2,583	17,437	419	296			715	18,152
Total Sites Commenced	74	1,720	248	268	2,310	16,961	138	357			495	17,456
Total Colos	71	1,002	73	(53)	1,093	11,943	(299)	652			353	12,296

Sites per Islands	2018					2019				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	7,841	8,635	8,701	8,815	8,815	8,677	8,816			8,816
Sumatra	3,006	3,610	3,696	3,753	3,753	3,823	3,891			3,891
Kalimantan	1,416	1,499	1,512	1,545	1,545	1,609	1,671			1,671
Others	2,462	2,701	2,784	2,848	2,848	2,990	3,078			3,078

Total Employee	2018					2019				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	813	827	868	863	863	875	898			898
Definite	222	242	293	331	331	358	381			381