

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

Financial Data	2019					2020				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Revenue	1.481,9	3.028,3	4.654,7	6.454,3	6.454,3	1.819,9	3.685,2			3.685,2
EBITDA	1.222,4	2.504,1	3.872,6	5.385,3	5.385,3	1.560,6	3.164,3			3.164,3
Net Profit (Loss)	472,5	993,5	1.597,0	2.353,1	2.353,1	525,9	1.316,5			1.316,5
Earnings per share (Full Amount)	9,0	20,0	31,0	46,0	46,0	10,0	26,0			26,0
Cash Position	451,2	1.869,5	2.241,1	593,8	593,8	894,3	1.366,0			1.366,0
Total Bank Debt	9.065,6	10.234,3	10.511,4	13.299,9	13.299,9	14.711,3	15.643,5			15.643,5
Total Financial Lease Liabilities*	1,2	-	-	-	-	1.820,8	1.745,4			1.745,4
Total bonds payable	2.691,3	2.680,2	2.646,4	1.996,7	1.996,7	2.208,1	1.986,7			1.986,7
Total Sub debt (Sponsor Loan-Stewart)	-	-	-	-	-	-	-			-
Total Mezzanine	-	-	-	-	-	-	-			-
Management Tower Europe S.a.r.l	-	-	-	-	-	-	-			-
EBITDA - Trailing	4.986,4	5.051,1	5.125,0	5.385,3	5.385,3	5.723,5	6.045,6			6.045,6
CAPEX	936,2	682,4	491,3	3.122,4	5.232,3	2.320,5	934,3			3.254,8
Tax paid (Art. 22+23 +25+29)	166,1	205,2	143,8	89,6	604,7	145,2	133,5			278,7
Corporate Final Tax	0,5	28,8	29,1	46,0	104,4	40,4	43,4			83,9

*From 1 Jan 2020 total financial liabilities were recognized due to the implementation of PSAK 73

RATIOS	2019					2020				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Net Debt	11.306,9	11.045,1	10.916,7	14.702,9	14.702,9	17.845,9	18.009,6			18.009,6
Net Debt to EBITDA - LQA	2,3	2,2	2,0	2,4	2,4	2,9	2,8			2,8
Net Debt to EBITDA - Trailing (12 mo)	2,3	2,2	2,1	2,7	2,7	3,1	3,0			3,0
DSCR	4,6	4,8	4,7	4,3	4,3	5,9	5,0			5,0
FX end of Quarter (USD/IDR)	14.244	14.141	14.174	13.901	13.901	16.367	14.302			14.302
FX end of Quarter (EURO/IDR)	15.995	16.076	15.500	15.589	15.589	18.045	16.080			16.080
FX end of Quarter (SGD/IDR)	10.507	10.446	10.258	10.321	10.321	11.495	10.265			10.265
FX end of Quarter (JPY/IDR)	129	131	131	128	128	151	133			133

Operational Data	2019						2020					
	Q1	Q2	Q3	Q4	Total	Cumulative	Q1	Q2	Q3	Q4	Total	Cumulative
Total Sites Ready for Installation	419	296	81	1.086	1.882	19.319	1.595	357			1.952	21.271
Total Sites Commenced	138	357	140	1.160	1.795	18.756	1.638	338			1.976	20.732
Total Colos	(299)	652	1.162	1.847	3.362	15.305	1.820	1.046			2.866	18.171

Sites per Islands	2019					2020				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Java	8.677	8.816	8.908	9.574	9.574	10.464	10.649			10.649
Sumatra	3.823	3.891	3.904	4.081	4.081	4.497	4.549			4.549
Kalimantan	1.609	1.671	1.679	1.857	1.857	1.956	1.985			1.985
Others	2.990	3.078	3.105	3.244	3.244	3.477	3.549			3.549

Total Employee	2019					2020				
	Q1	Q2	Q3	Q4	Total	Q1	Q2	Q3	Q4	Total
Permanent	875	898	908	914	914	927	960			960
Definite	358	381	375	368	368	353	308			308