Indonesia’s Premier Tower Company
1Q 2013 Results Presentation
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Agenda

Financial Results

Operational Performance

Summary

Q&A
Operational execution led to continued increases in revenue and EBITDA
Strong tower and tenant growth

**Towers**

- **1Q12**: 6,767
- **1Q13**: 8,992

32.9% YOY change

**Tenants**

- **1Q12**: 11,510
- **1Q13**: 16,195

40.7% YOY change

**Approaching the 9,000 tower milestone at the end of 1Q 2013**
Robust Tower Additions in 1Q 2013

Added over 2,200 towers for a 33% year over year increase
## Debt Structure

<table>
<thead>
<tr>
<th>Structure</th>
<th>Currency</th>
<th>Maturity Date</th>
<th>Amount Outstanding (In USD Millions)</th>
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<tr>
<td>7-Yr Amortizing</td>
<td>IDR</td>
<td>Dec 2018</td>
<td>201.7</td>
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<td>IDR</td>
<td>Dec 2019</td>
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<tr>
<td>5-Yr Bullet</td>
<td>USD</td>
<td>May 2018</td>
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<tr>
<td>5-Yr Bullet</td>
<td>EUR</td>
<td>May 2018</td>
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<td>10-Yr Bullet</td>
<td>EUR</td>
<td>Nov 2022</td>
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<tr>
<td><strong>TOTAL</strong></td>
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<td></td>
<td><strong>850.4</strong></td>
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- Substantial cash holdings of USD 97.5 million
- Capacity to borrow up to 5x Net Debt / LQA EBITDA
- Pro forma interest rate of 5.20% p.a.
Debt Structure (cont’d)

- Completed a USD 475 million and Euro 40 million refinancing; syndication closed in May 2013
  - Extended loan maturities to May 2018
  - Unsecured structure
- Continued to improve financial ratios
  - LQA EBITDA interest coverage ratio is 5.6x
  - Net Debt to LQA EBITDA ratio is 3.0x
- Maintained international company ratings from Moody’s (Ba2), S&P (BB) and Fitch (BB)
- Maintained domestic company rating from Fitch Indonesia (AA-)

We are as focused on optimizing our balance sheet as we are on operational excellence
1Q 2013 Summary

- Increased Revenue and EBITDA in excess of 48% year over year
- Added over 2,200 towers year over year, an increase of 32.9%
- Added over 4,600 tenants year over year, an increase of 40.7%
- Approaching 9,000 towers and 16,200 tenants
- De-levered from 3.5x in 1Q 2012 to 3.0x in 1Q 2013 while increasing our tower portfolio by 33%
- USD 2.7 billion in contracted non-cancellable revenue through 2027