Indonesia’s Premier Tower Company
2Q 2013 Results Presentation
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Agenda

Financial Results

Operational Performance

Summary

Q&A
2Q 2013 Financial Results

**Revenue** (in IDR Billions)

- 2Q12: 542.0
- 2Q13: 761.5

40.5% YOY change

**EBITDA** (in IDR Billions)

- 2Q12: 449.5
- 2Q13: 635.0

41.3% YOY change

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

**Towers**

- **2Q12**: 7,122
- **2Q13**: 9,180

**Tenants**

- **2Q12**: 12,380
- **2Q13**: 16,901

28.9% YOY change for Towers
36.5% YOY change for Tenants

Approaching the 9,200 tower milestone at the end of 2Q 2013

(1) And (2) adjusted for 15 decommissioned repeater sites
Robust Tower Additions in 2Q 2013

Added over 2,000 towers for a 28.9% year over year increase
## Debt Structure

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<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>195.4</td>
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<td>5-Yr Bullet</td>
<td>USD</td>
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<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>854.9</strong></td>
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- Substantial cash holdings of USD 143.9 million
- Signed a USD 50 million 10 year loan with International Finance Corp (IFC)
- Capacity to borrow up to 5x Net Debt / LQA EBITDA
- Proforma interest rate decreased from 6.10% in 2Q 2012 to 5.25% in 2Q 2013
Debt Structure (cont.)

- Completed a USD 475 million and Euro 40 million refinancing; syndication closed in May 2013
  - Extended loan maturities to May 2018
  - Unsecured structure
- Signed a USD 50 million IFC loan agreement
- Continued to improve financial ratios
  - LQA EBITDA interest coverage ratio is 5.7x
  - Net Debt to LQA EBITDA ratio is 2.8x
- 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
2Q 2013 Summary

- Increased Revenue and EBITDA in excess of 40% year over year
- Added over 2,000 towers year over year, an increase of 28.9%
- Added over 4,500 tenants year over year, an increase of 36.5%
- Approaching 9,200 towers and 17,000 tenants
- De-levered from 3.0x in 1Q 2013 to 2.8x in 2Q 2013 while increasing our tower portfolio by 28.9%
- Contracted non-cancellable revenue through 2027 increased from IDR 26.0 Trillion in 1Q 2013 to IDR 26.9 Trillion in 2Q 2013