Indonesia’s Premier Tower Company
4Q 2013 & Full Year Results Presentation
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Agenda

Financial Results

Operational Performance

Summary

2014 Outlook

Q&A
Full Year Financial Results

Growth in revenue and EBITDA remained strong due to increases in towers and tenants
4Q 2013 Financial Results

Operational execution led to continued increases in revenue and EBITDA

Revenue
(in IDR Billions)

<table>
<thead>
<tr>
<th></th>
<th>4Q12</th>
<th>4Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>646.1</td>
<td>901.9</td>
</tr>
</tbody>
</table>

EBITDA
(in IDR Billions)

<table>
<thead>
<tr>
<th></th>
<th>4Q12</th>
<th>4Q13</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA</td>
<td>539.2</td>
<td>742.7</td>
</tr>
</tbody>
</table>

39.6% YOY change

37.7% YOY change

4Q12 = Fourth Quarter of 2012
4Q13 = Fourth Quarter of 2013
Strong Tower and Tenant Growth

Approaching 9,750 towers at the end of 4Q 2013

Note:
* Net of churn, mostly related to non-renewal Flexi sites.
Continuing Tower Additions in 2013

Added over 1,300 towers for a 15.2% year over year increase

Note: * Gross additional.
## Debt Structure(*)

<table>
<thead>
<tr>
<th>Structure</th>
<th>Currency</th>
<th>Maturity Date</th>
<th>Amount Outstanding (In USD Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>7-Yr Amortizing</td>
<td>IDR</td>
<td>Dec 2018</td>
<td>73.9</td>
</tr>
<tr>
<td>7-Yr Amortizing</td>
<td>IDR</td>
<td>Dec 2019</td>
<td>88.0</td>
</tr>
<tr>
<td>3-Yr IDR Bond</td>
<td>IDR</td>
<td>Feb 2017</td>
<td>82.0</td>
</tr>
<tr>
<td>10-Yr Amortizing</td>
<td>USD</td>
<td>Jun 2023</td>
<td>50.0</td>
</tr>
<tr>
<td>5-Yr Bullet</td>
<td>USD</td>
<td>May 2018</td>
<td>425.0</td>
</tr>
<tr>
<td>5-Yr Bullet</td>
<td>EUR</td>
<td>May 2018</td>
<td>55.2</td>
</tr>
<tr>
<td>10-Yr Bullet</td>
<td>EUR</td>
<td>Nov 2022</td>
<td>23.8</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
<td><strong>797.9</strong></td>
</tr>
</tbody>
</table>

- Substantial cash holdings of USD 123.5 million on 31 December 2013.
- Proforma interest rate decreased from 5.71% in 3Q 2013 to 5.61% in 4Q 2013.
- Capacity to borrow up to 5x Net Debt / LQA EBITDA under Bank Loan and 7x under IDR Bond.
- Translation into USD affected by IDR depreciation of 5% QoQ and 26% YoY.

Note: * Post issuance of IDR 1 trillion bond on February 28, 2014
2013 Achievements

- Completed a USD 475 million and Euro 40 million refinancing; syndication closed in May 2013
  - Extended loan maturities to May 2018
  - Unsecured structure
- Successfully drew down US$ 50 mm from IFC Facility in October 2013
- Continued to improve financial ratios
  - LQA EBITDA interest coverage ratio is 5.4x, up from 5.0x at YE 2012
  - Net Debt to LQA EBITDA ratio is 2.8x, down from 3.3x at YE 2012
- 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
4Q 2013 Summary

- Increased Revenue and EBITDA in excess of 37% year over year
- Added over 1,300 towers year over year, an increase of 15.2%
- Added over 3,400 tenants year over year, an increase of 23.4%
- Approaching 9,750 towers and 18,400 tenants
- Strong growth in sites with stable leverage
- Contracted non-cancellable revenue through 2027 increased from IDR 28.8 Trillion in 3Q 2013 to IDR 29.3 Trillion in 4Q 2013
# 2014 Outlook

<table>
<thead>
<tr>
<th></th>
<th>Outlook</th>
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<tbody>
<tr>
<td>Revenue</td>
<td>IDR 3,750 – 3,870 Billion</td>
</tr>
<tr>
<td>EBITDA</td>
<td>IDR 3,110 – 3,210 Billion</td>
</tr>
<tr>
<td>New Tower Additions</td>
<td>1,500 – 2,000</td>
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