Indonesia’s Premier Tower Company
2Q 2014 Results Presentation
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Agenda

Financial Results
Operational Performance
Summary
2014 Outlook
Q&A
2Q 2014 Financial Results

Continued operational execution led to increases in revenue and EBITDA.

Revenue (in IDR Billions)
- 2Q13: 761.5
- 2Q14: 996.7

EBITDA (in IDR Billions)
- 2Q13: 635.0
- 2Q14: 814.0

30.9% YOY change for Revenue
28.2% YOY change for EBITDA
Strong Tower and Tenant Growth

**Approaching 10,800 towers at the end of 2Q 2014**

Note: Net of churn, mostly related to non-renewal Telkom Flexi sites.
Continuing Tower Additions in 2Q 2014

Added 1,705 towers for a 17.6% year-over-year increase

Note: Gross additional towers.
## 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>72.2</td>
</tr>
<tr>
<td>7-Yr Amortizing</td>
<td>IDR</td>
<td>Dec 2019</td>
<td>87.8</td>
</tr>
<tr>
<td>3-Yr IDR Bonds</td>
<td>IDR</td>
<td>Feb 2017</td>
<td>83.5</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>54.6</td>
</tr>
<tr>
<td>10-Yr Bullet</td>
<td>EUR</td>
<td>Nov 2022</td>
<td>23.5</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
<td><strong>796.6</strong></td>
</tr>
</tbody>
</table>

- Substantial cash holdings of USD 190.8 million as of 30 June 2014.
- Average interest rate decreased from 5.89% in 1Q 2014 to 5.64% as of 30 June 2014.
- Capacity to borrow up to 5x Net Debt / LQA EBITDA under Bank Loan and up to 7x Net Debt / LQA EBITDA under IDR Bond.
- Translation into USD affected by IDR depreciation of 5% QoQ and 21% YoY.
Recent Achievements

- Continued to improve financial ratios
  - LQA EBITDA interest coverage ratio is 6.1x, up from 5.7x at 2Q 2013
  - Net Debt to LQA EBITDA ratio is 2.2x, down from 2.8x at 2Q 2013
- S&P Corporate Rating upgraded to BB+
- Fitch Outlook upgraded to “Positive”
- Maintained international company ratings from Moody’s (Ba2) 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 2014 Summary

- Increased Revenue and EBITDA in excess of 28% year over year
- Added over 1,700 towers year over year, an increase of 17.6%
- Added over 3,000 tenants year over year, an increase of 18.3%
- Approaching 10,800 towers and 20,000 tenants
- Contracted non-cancellable revenue through 2027 increased from IDR 29.8 Trillion in 1Q 2014 to IDR 31.0 Trillion in 2Q 2014
## 2014 Outlook

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