

PROTELINDO

PT. SARANA MENARA NUSANTARA, Tbk. (TOWR)



Indonesia's Premier Tower Company
4Q 2014 & Full Year Results Presentation



PROTELINDO

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Agenda

Financial Results

Operational Performance

Summary

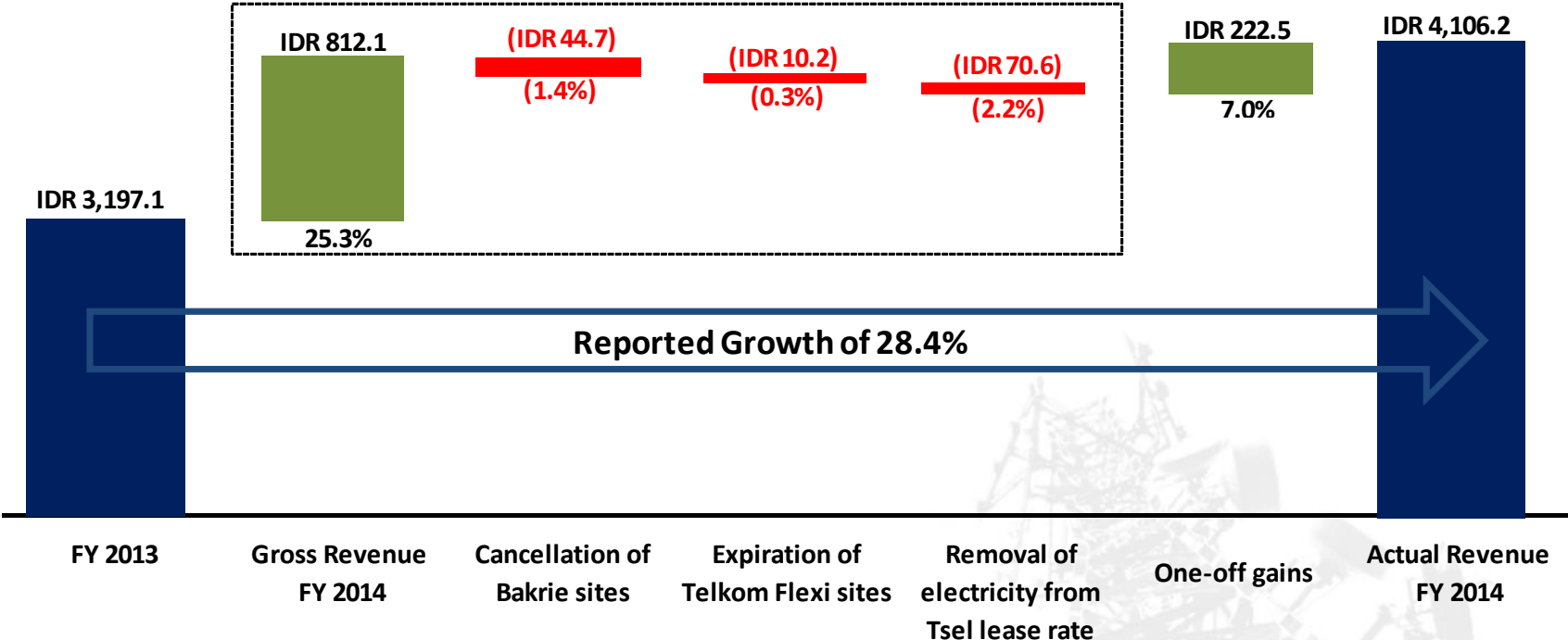
Q&A



Full Year Financial Results

Revenue

(in IDR Billions)

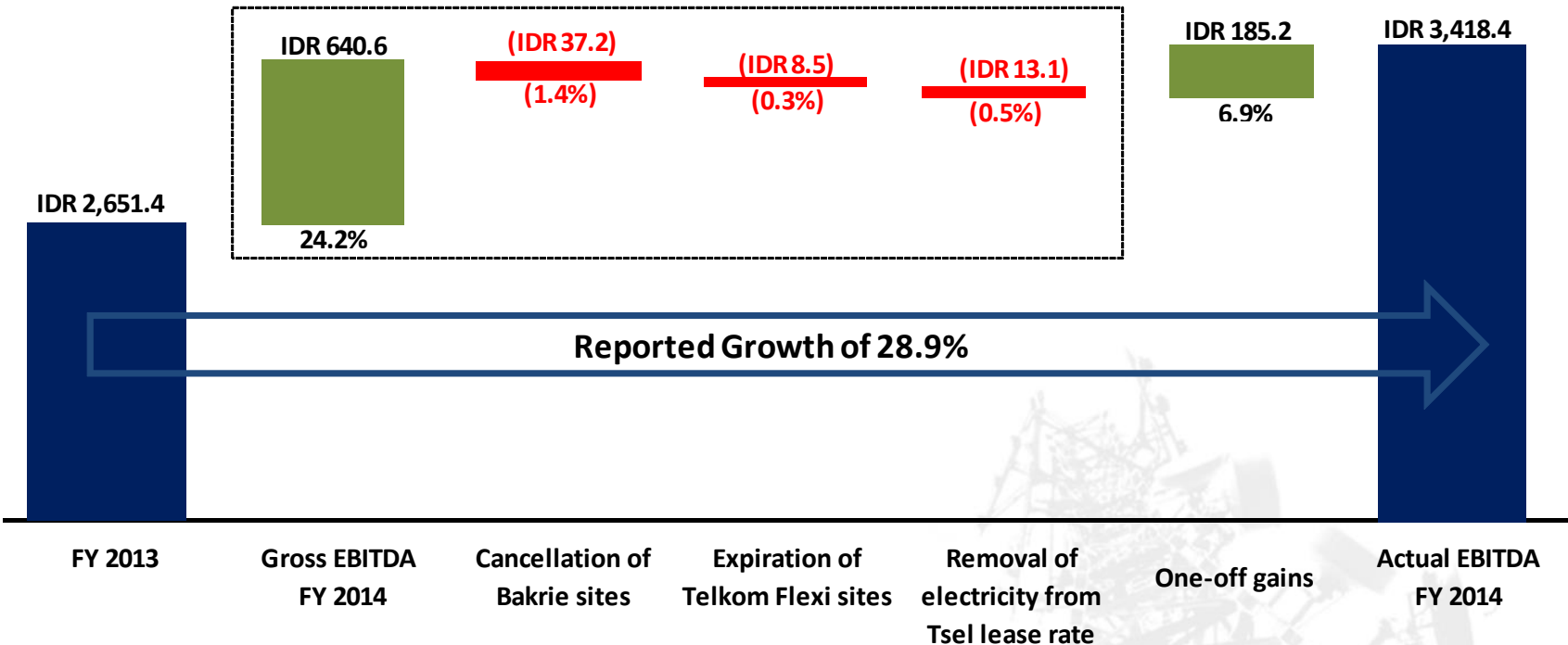


- Underlying revenue grew over 25% year over year
- Actual revenue grew over 28% as one-off gains related to revenue from additional equipment and inflation adjustments offset one-off revenue losses

Full Year Financial Results

EBITDA

(in IDR Billions)

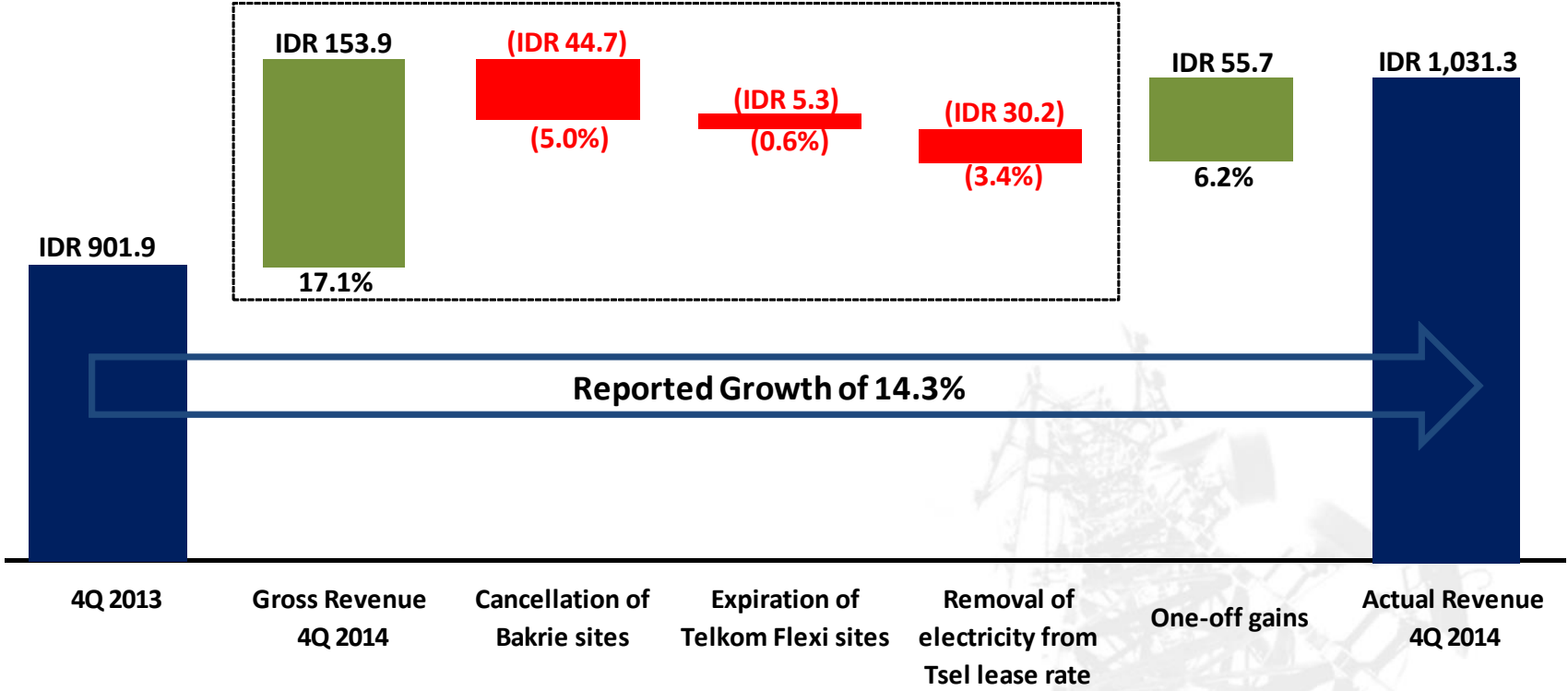


- Underlying EBITDA grew over 24% year over year
- Actual EBITDA grew over 28% as one-off gains offset one-off losses

4Q 2014 Financial Results

Revenue

(in IDR Billions)



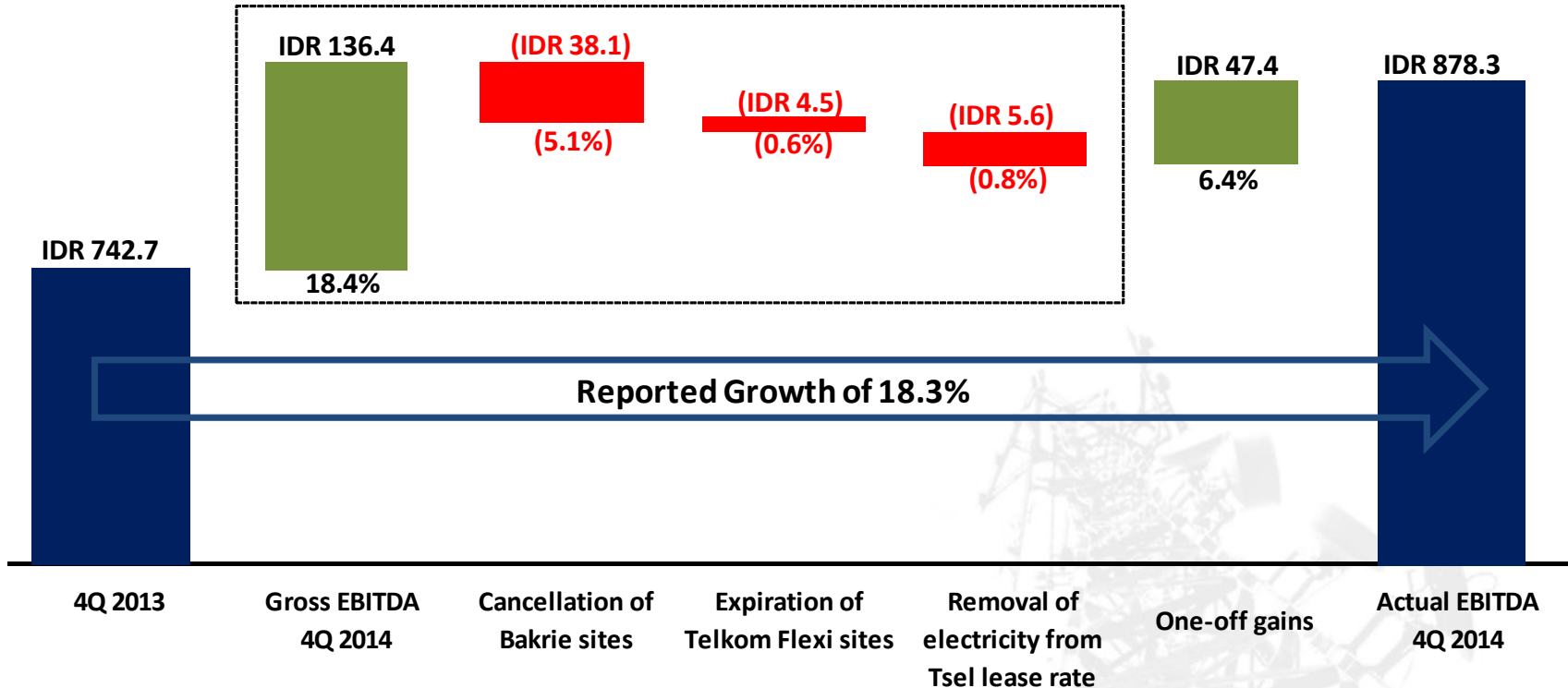
- Gross revenue growth for 4th Quarter was higher than actual (17% vs 14%) due to timing of one-off items



4Q 2014 Financial Results

EBITDA

(in IDR Billions)

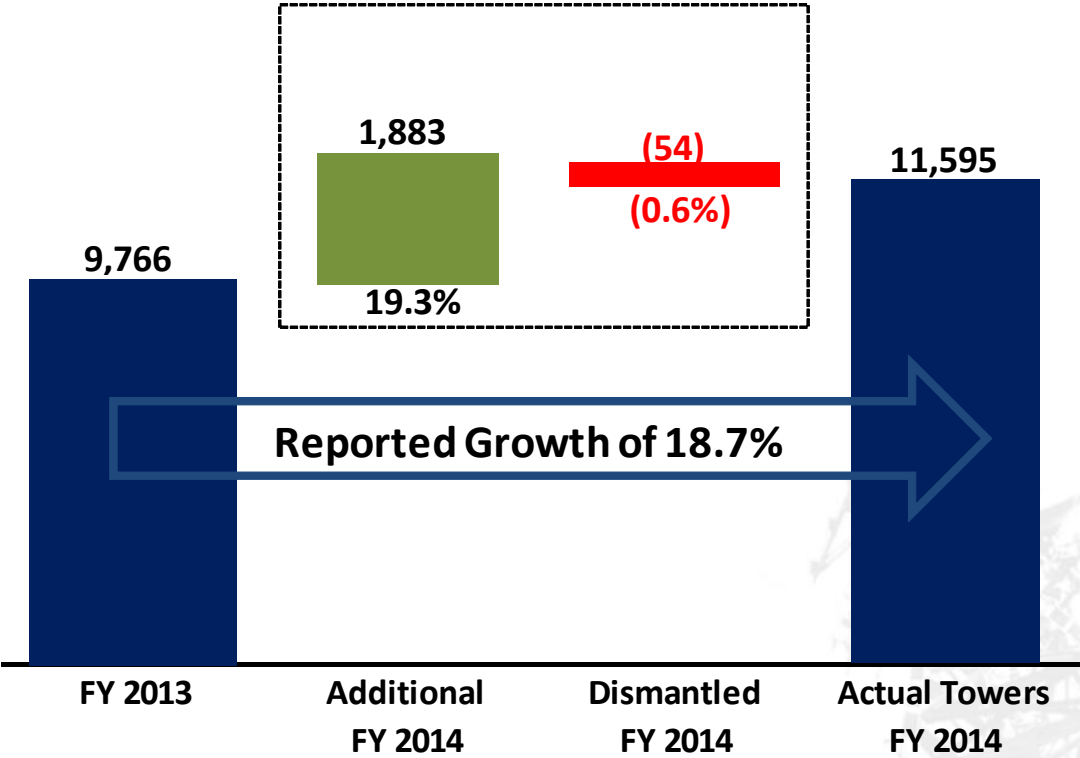


- Both gross and actual EBITDA growth was higher than revenue growth given minimal EBITDA impact of removal of Tsel electricity charge



Strong Tower and Tenant Growth

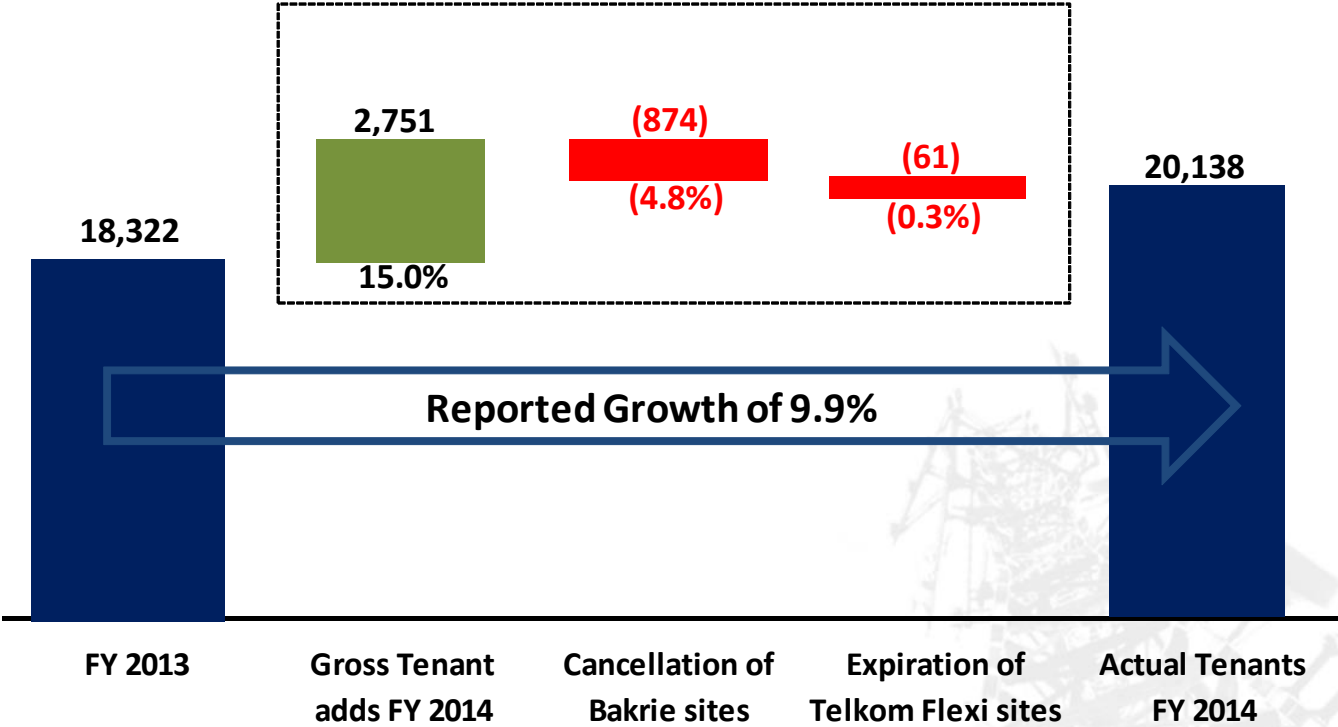
Towers



- Dismantled towers were former Telkom Flexi sites

Strong Tower and Tenant Growth

Tenants



- Tenancy grew 10% despite a one-time cancellation of 935 site leases

Post-Refinancing Debt Structure: Longer Tenors, Lower Margins

Structure	Maturity Date	Currency ⁽¹⁾	Amount Outstanding (in Original Currency)	Amount Outstanding (In USD Millions)
7-Yr Amortizing	Dec 2018	IDR	816.2	65.6
7-Yr Amortizing	Dec 2019	IDR	1,028.5	82.7
3-Yr Bonds	Feb 2017	IDR	1,000.0	80.4
10-Yr Bonds	Nov 2024	USD	138.3	138.3
5-Yr Bullet	Nov 2019	USD	340.0	340.0
5-Yr Bullet	Nov 2019	EUR	40.0	48.7
10-Yr Bullet	Nov 2022	EUR	14.7	17.8
TOTAL				773.5

- **Completed a 10-Year SGD Bond**
 - USD rate is 3.60%
- **Extended USD/EURO debt facility tenors to 5 years**
 - USD and EURO margin reduced from 295 bps and 250 bps, respectively, to 195 bps
- **Average interest rate decreased from 5.48% in 3Q 2014 to 5.00% at the end of 4Q 2014 after refinancing of USD and EURO bank loans**

⁽¹⁾ IDR in billions;
EUR/USD in millions



2014 Achievements

- **Extended average life of debt by 31.5% to 5.58 years from 4.25 years at end of 3Q 2014**
- **Improved financial ratios despite an increase of towers of over 19.3% and tenancies of 15.0%**
 - **Increased LQA EBITDA interest coverage ratio by 34.0% to 7.3x, up from 5.4x at YE 2013**
 - **Decreased Net Debt to LQA EBITDA ratio by 21.5% to 2.2x, down from 2.8x at YE 2013**
- **Received rating upgrade from S&P (BB to BB+)**
- **Received rating upgrade from Moody's (Ba2 to Ba1) in 1Q 2015**
- **Received outlook upgrade from Fitch (Stable to Positive)**
- **Maintained domestic company rating from Fitch Indonesia (AA-, Positive)**

- **We have the longest average life for debt among TowerCos in Indonesia**
- **We have some of the best financial ratios in the tower industry globally**

2014 Summary

- **Increased Revenue and EBITDA in excess of 28% year over year**
- **Added over 1,800 towers (net) year over year, an increase of 18.7%**
- **Added over 1,800 tenants (net) year over year, an increase of 9.9%**
- **Approaching 11,600 towers and 20,150 tenants**
- **Contracted non-cancellable revenue through 2027 increased from IDR 29.3 Trillion in 4Q 2013 to IDR 30.2 Trillion in 4Q 2014**