



PRESS RELEASE

NOVEMBER 1, 2018

**STP PERFORMANCE ANNOUNCEMENT FOR
THE NINE MONTHS
ENDED 30 SEPTEMBER 2018**

Key highlights

- 9M 2018 revenue was reported at Rp 1,438.7 billion with EBITDA margin of 86.3%, a slight improvement from 86.2% for the same period last year
- Tenancy ratio stood at 1.69x as of 30 September 2018
- Net debt / LQA EBITDA ratio decreased to 4.3x as of 30 September 2018 from 4.4x as of 31 December 2017

JAKARTA, November 1, 2018 – PT Solusi Tunas Pratama Tbk. (“STP”, “we”, “us”, “our”, “its”, “the Company”) today announced its unaudited financial statements for the nine months ended 30 September 2018 (“3Q 2018”).

STP recorded 9M 2018 revenue of Rp 1,438.7 billion with EBITDA of Rp 1,242.2 billion. 9M 2018 EBITDA margin was reported at 86.3% compared to 86.2% in the same period last year. Using the annualized 3Q 2018 results, LQA revenue and EBITDA amounted to

Rp 1,880.6 billion and Rp 1,617.9 billion, respectively.

As of 30 September 2018, the Company operated key portfolio assets as follows: 6,070 macro towers, 538 microcell poles, 37 indoor DAS sites and a total of 2,929 km of fiber optic network. We have a total of 11,189 tenants, which translates to tenancy ratio of 1.69x as of 30 September 2018.

Our principal customers consist of Indonesia’s four largest telecommunication providers, namely PT XL Axiata Tbk, Telkom, PT Indosat Tbk. (“Indosat”) and PT Hutchison 3 Indonesia (“Hutchison”), which accounted for approximately 87% of our 9M 2018 revenue. These providers have strong credit quality which provides us with long-term visible cash flows. As of 30 September 2018, the contracted revenue under our long-term agreements with our customers amounted to approximately Rp 9.5 trillion.

As of 30 September 2018, STP’s net debt / LQA EBITDA has decreased to 4.3x as of 30 September 2018 from 4.4x as of 31 December 2017. Our gross debt (assuming the portion of foreign currency loan is valued using its hedging rate) amounted to Rp 7,179.7 billion, while cash and cash equivalents amounted to Rp 276.3 billion as of 30 September 2018.



Mr. Nobel Tanihaha, President Director of STP said, “A growing and relatively young population with rising disposable income and digital economy make Indonesia a highly attractive country for telecommunication services. The Company will continue to focus on improving network quality as the demand for data service grows. We will continue to focus on growing and strengthening our asset portfolio to capture the growing demand from our customers.”

About PT Solusi Tunas Pratama Tbk.

Formed in 2006, STP is a leading integrated network infrastructure provider in Indonesia. STP’s principal business is leasing space for antennas and other equipment to Indonesian mobile telecommunication operators for wireless signal transmission at tower and microcell sites under long-term lease agreements. STP also provides mobile telecommunication operators and other customers with access to capacity on its fiber optic backhaul network and its indoor DAS networks in shopping malls and office buildings in major urban areas.

STP focuses the growth of its tower site portfolio and fiber optic backhaul capacity on meeting increasing demand for network capacity in urban areas among the largest and most creditworthy Indonesian mobile telecommunication operators, including XL Axiata, Telkom, Indosat and Hutchison. Although STP operates tower sites in 31 of 34 provinces of Indonesia, the majority of its sites are concentrated in the densely populated provinces of Java, Bali and Sumatra.

For further information, please contact:

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