



**PRESS RELEASE**

**JULY 29, 2016**

**STP PERFORMANCE ANNOUNCEMENT FOR  
THE FIRST HALF OF 2016**

**Key highlights**

- 9% year-on-year increase in revenue to Rp 958 billion with attractive EBITDA margin maintained at 85.4%
- Maintained tenancy ratio at 1.69x
- De-levered to 4.2x net debt / LQA EBITDA ratio as of 30 June 2016 from 4.5x as of 31 March 2016

JAKARTA, July 29, 2016 – PT Solusi Tunas Pratama Tbk. (“STP”, “we”, “us”, “our”) today released its interim financial statements for the six months period ended 30 June 2016 (“1H 2016”).

STP generated revenue of Rp 958 billion in 1H 2016, an increase of 9% compared with the corresponding period in 2015. 1H 2016 EBITDA was Rp 818 billion, representing an EBITDA margin of 85.4%. Based on annualized second quarter 2016 results (“LQA”), LQA revenue and EBITDA was Rp 1,968 billion and Rp 1,670 billion respectively.

STP added 173 towers and extended its fiber optic network by 60 km in 1H 2016. As of 30 June 2016, STP operated 6,343 macro towers, 504 microcell

poles, 469 shelter only sites, 39 indoor DAS sites and 2,601 km of fiber optic network. We increased our tower tenancies to 11,547, reflecting our tenancy ratio of 1.69x as of 30 June 2016.

Our principal customers consist of Indonesia’s four largest telecommunication providers, namely XL Axiata, PT Telekomunikasi Indonesia Tbk. (“Telkom Group”), PT Indosat Tbk. (“Indosat”) and PT Hutchison 3 Indonesia (“Hutchison”). We have established our relationships with these large telecommunication operators which provide us long-term agreements generating stable and visible cash flows. As of 30 June 2016, the contracted revenue under our long-term agreements with our customers was approximately Rp 11.1 trillion.

As of 30 June 2016, our gross debt was Rp 7,641 billion (assuming the portion of foreign currency loan is valued using its hedging rate), while cash and cash equivalents amounted to Rp 566 billion. Our net debt to LQA EBITDA ratio was 4.2x, deleveraging from 4.5x as of 31 March 2016.

We believe that STP will be the key beneficiary as Indonesia’s telecommunication operators invest to densify network coverage in order to cater to demand and maintain quality of services which will require specialized assets, namely microcell poles and fiber.



Mr. Nobel Tanihaha, President Director of STP, said, “We will be consistently focusing on growing and strengthening our asset base. We strongly believe that our unique asset base and infrastructure concentration in densely populated areas provide us with a competitive edge to meet our customers’ demand.”

**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 Group, 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 in Java, Bali and Sumatra.

**For further information, please contact:**

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