



PRESS RELEASE

May 22, 2017

**STP PERFORMANCE ANNOUNCEMENT FOR
THE FIRST QUARTER
ENDED 31 MARCH 2017**

Key highlights

- 9.3%¹ year-on-year increase in revenue to Rp 478.7 billion
- 1Q 2017 EBITDA margin slightly increased to 86.1%, compared to 86.0% for the same period last year, with quarterly EBITDA of Rp 412.1 billion
- Maintained tenancy ratio at 1.66x
- Further de-levered to 4.2x net debt / LQA EBITDA ratio as of 31 March 2017 from 4.6x as of 31 December 2016

JAKARTA, May 22, 2017 – PT Solusi Tunas Pratama Tbk. (“STP”, “we”, “us”, “our”, “its”) today announced its unaudited financial statements for the first quarter ended 31 March 2017 (“1Q 2017”).

STP generated revenue of Rp 478.7 billion in 1Q 2017, an increase of 9.3%¹ compared with the

¹ Compared with proforma 1Q2016 financials excluding Telkom Flexi. The Company stopped recognizing PT Telekomunikasi Indonesia Tbk. (“Telkom”) Flexi tenancies and revenues in FY 2016 as Telkom has stopped its Flexi CDMA services and terminated its contracts with STP in December 2016.

corresponding period in 2016. The Company recorded EBITDA of Rp 412.1 billion which represents an EBITDA margin of 86.1%. Using the annualized first quarter 2017 results (“LQA”), LQA revenue and EBITDA reached Rp 1,915 billion and Rp 1,648 billion, respectively.

Our Company continues to consistently grow its asset portfolio during the quarter, as well as extending its fiber optic network by 71 km. As of March 31, 2017, we operated 6,346 macro towers, 555 microcell poles, 39 indoor DAS sites and 2,783 km of fiber optic network. We increased our tower tenancies to 11,471, reflecting our tenancy ratio of 1.66x as of 31 March 2017.

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”). These top-4 operators accounted for approximately 89% of our 1Q 2017 revenue. Our long-term agreements with these large telecommunication operators provide us with a stable and long-term revenue and cash flow. As of March 31, 2017, the contracted revenue under our long-term agreements with our customers was approximately Rp 10.4 trillion.

STP has done prepayment for its IDR revolving loan amounting to Rp 100 billion and has de-levered its balance sheet in which net debt / LQA EBITDA decreased from 4.6x as of 31 December 2016 to 4.2x as of 31 March 2017.



Our gross debt (assuming the portion of foreign currency loan is valued using its hedging rate) amounted to Rp 7,655 billion, while cash and cash equivalents amounted to Rp 793 billion as of 31 March 2017.

We believe that STP is well-positioned to tap into the demand growth opportunities as the government continues to facilitate the development of telecommunication infrastructure. To date, the industry has been developing rapidly amid a conducive regulatory environment and the needs of operators to strengthen their 3G networks and expand to 4G LTE networks to cater to customers' demand.

Mr. Nobel Tanihaha, President Director of STP said, "Our financial performance in 1Q 2017 is evidence of the Company's ability to stay resilient despite rising competition and challenging times. We continue to review and improve our business strategies to strengthen our market position in the industry and will focus on growing and strengthening our asset base and infrastructure in densely populated areas in order to give us the 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, 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.

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