



PRESS RELEASE

MARCH 31, 2017

STP PERFORMANCE ANNOUNCEMENT FOR THE FULL YEAR ENDED 31 DECEMBER 2016

Key highlights

- Revenue grew by 8.8%¹ year-on-year to Rp 1,821 billion
- Reported EBITDA amounted to Rp 1,554 billion, translating to an attractive EBITDA margin maintained at 85.3% for the period
- Tenancy ratio is maintained at 1.65x
- Net debt / LQA EBITDA ratio as of 31 December 2016 further decreased to 4.6x from 4.7x as of 31 December 2015

JAKARTA, March 31, 2017 – PT Solusi Tunas Pratama Tbk. (“STP”, “we”, “us”, “our”) today released its audited financial statements for the full year ended 31 December 2016 (“FY 2016”).

In FY 2016, STP recorded revenue of Rp 1,821 billion and EBITDA of Rp 1,554 billion, representing an EBITDA margin of 85.3%. The Company decided to no longer recognize 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. Compared to FY 2015 and excluding Telkom Flexi revenue, the Company recorded year-on-year revenue growth of 8.8% and EBITDA growth of 9.3%. Using the annualized fourth quarter 2016 results (“LQA”), LQA revenue and EBITDA reached Rp 1,803 billion and Rp 1,583 billion, respectively.

STP continues to expand and strengthen its asset portfolio. During the year, we organically added 329 towers and extended its fiber optic network by 171 km during the year. As of 31 December 2016, STP operated 6,349 macro towers, 549 microcell poles, 39 indoor DAS sites and 2,712 km of fiber optic network. With total tower tenancies amounting to 11,416, our tenancy ratio was 1.65x as of 31 December 2016.

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 88% of our FY 2016 revenue. These providers have strong credit quality which provide us with long-term visible cash flows. As of 31 December 2016, the contracted revenue under our long-term agreements with our customers amounted to approximately Rp 10,5 trillion.

STP has been able to further lower its gearing level given the strong cash flow generation of its business. Net debt / LQA EBITDA decreased from

¹ Proforma of FY2015 financials excluding Telkom Flexi



4.7x as of 31 December 2015 to 4.6x² as of 31 December 2016 despite the exclusion of Telkom Flexi revenue. Our gross debt (assuming the portion of foreign currency loan is valued using its hedging rate) amounted to Rp 7,755 billion as of 31 December 2016.

We believe that STP is well positioned to tap into the demand growth opportunities as the telecommunication operators will continue to strengthen their 3G networks and expand to 4G LTE networks in order to maintain their coverages and quality of services.

Mr. Nobel Tanihaha, President Director of STP, said, "After a decade since STP was founded, the Company has successfully become a leading independent tower operator and an integrated telecommunication network infrastructure provider in Indonesia. We will continue to focus on growing and strengthening our asset portfolio to capitalize on the favorable industry trends and to capture the growing demand from customers."

² Cash balance as of 31 December 2016 includes receipt of penalty proceeds related to Telkom Flexi contract termination

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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