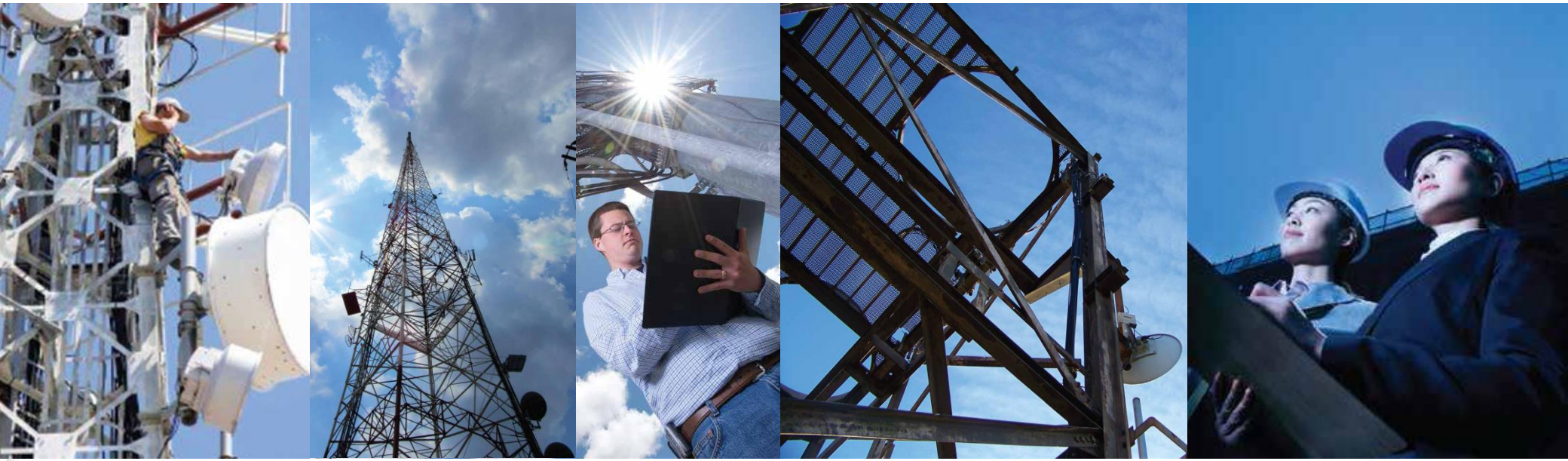


Asia Regional Green Power for Mobile Conference

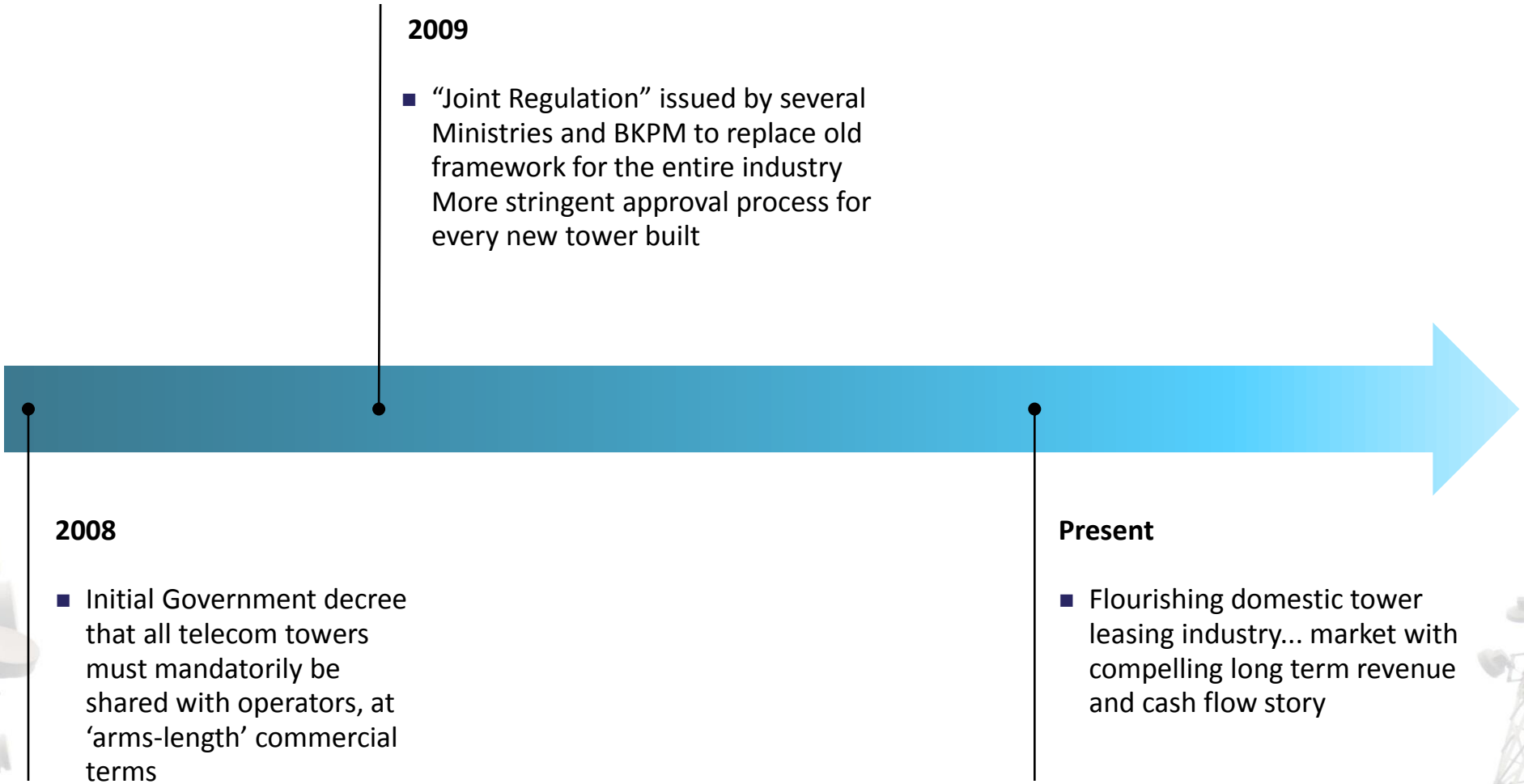
Andrie Tjioe, CEO, IBS Tower
September 2013



Company Overview

IBS Benefits From Favorable Indonesian Regulatory Policies Promoting Infrastructure Sharing

Comprehensive legislative framework formalized in 2009 has been favorable to the development of the tower industry

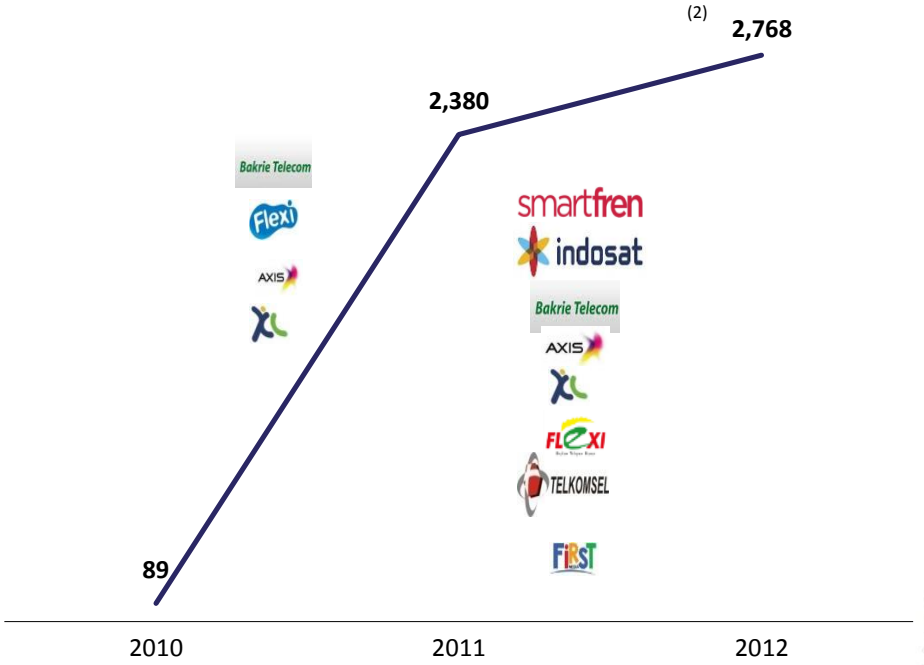


PT Inti Bangun Sejahtera Tbk ("IBS")

IBS History

- Started in 2006 as an infrastructure sharing company for in-building system solutions and entered the tower business in 2009
- With more tower acquisitions, decided to focus on tower in March 2012, and had its IPO in August 2012 as an independent tower company
- Run by strong management team with prior industry experience

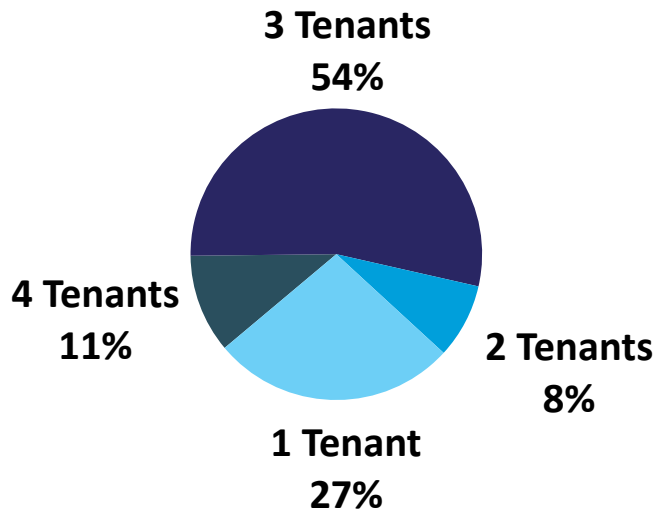
Tenants acquired within a short period



VISION: TO BE THE PREFERRED CHOICE FOR OPERATORS IN INDONESIA TO MEET THEIR INFRASTRUCTURE NEEDS, WHICH MAXIMIZES VALUE FOR ALL STAKEHOLDERS

Significant lease-up opportunity

Substantial tower capacity



Highlights

- At current tenancy ratio of 1.39x, ample room to further improve utilization rate of IBS towers
- Young Portfolio of towers with weighted average age: 4.03 years
- 76% Ground Base Towers and 24% Rooftop (67% are above 42m)
- Towers with strong durability

With 65% of IBS Towers able to accommodate 3 tenants or more, ample opportunity to grow tenancy with minimal strengthening CAPEX

Source: Company, Value Partners

Attractively located towers positioned to capture growth

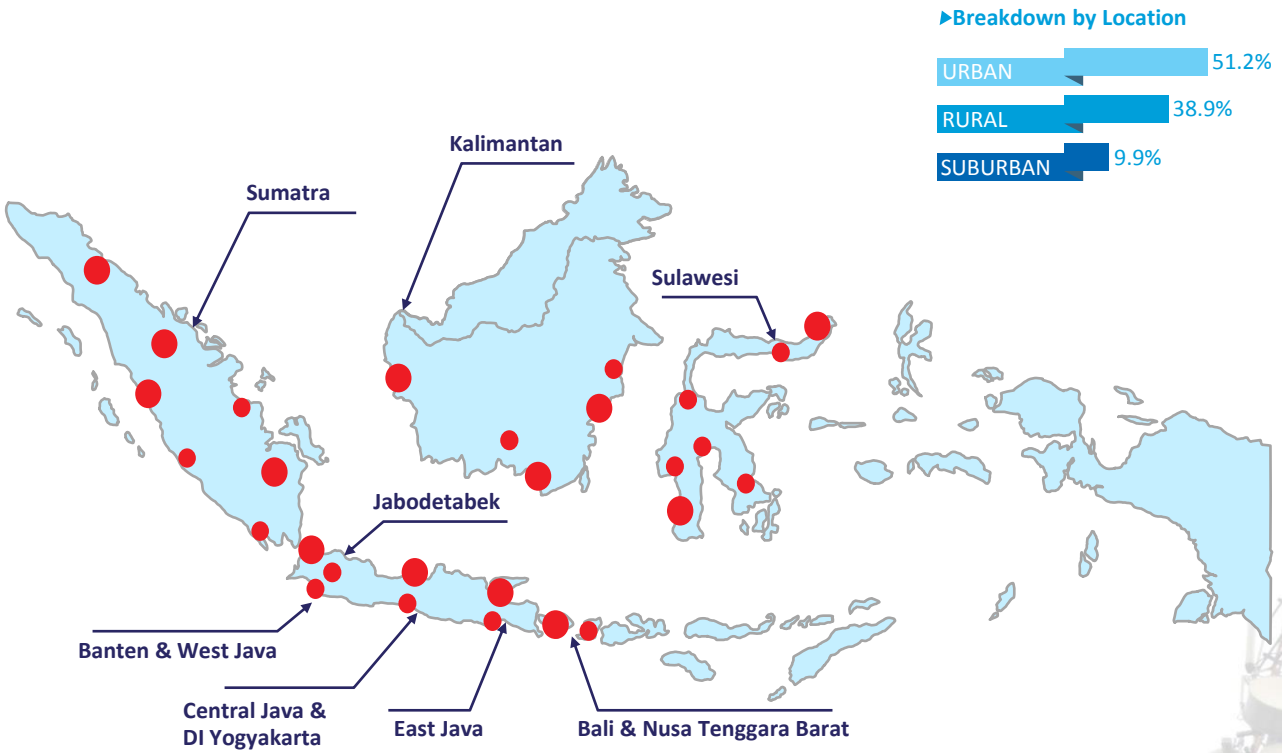
Attractive positioning

#	Region	Pop. (m)[1]
1	West Java and Banten	54
2	East Java	37
3	Central Java and Jogjakarta	36
4	North Sumatra, West Sumatra, and Aceh	22
5	Sulawesi	10
6	Jabodetabek	10
7	South Sumatra	7
8	Lampung	8
9	Riau	7
10	Jambi	3
11	Others[2]	20
	Total	**215**

Proportion of total tower portfolio

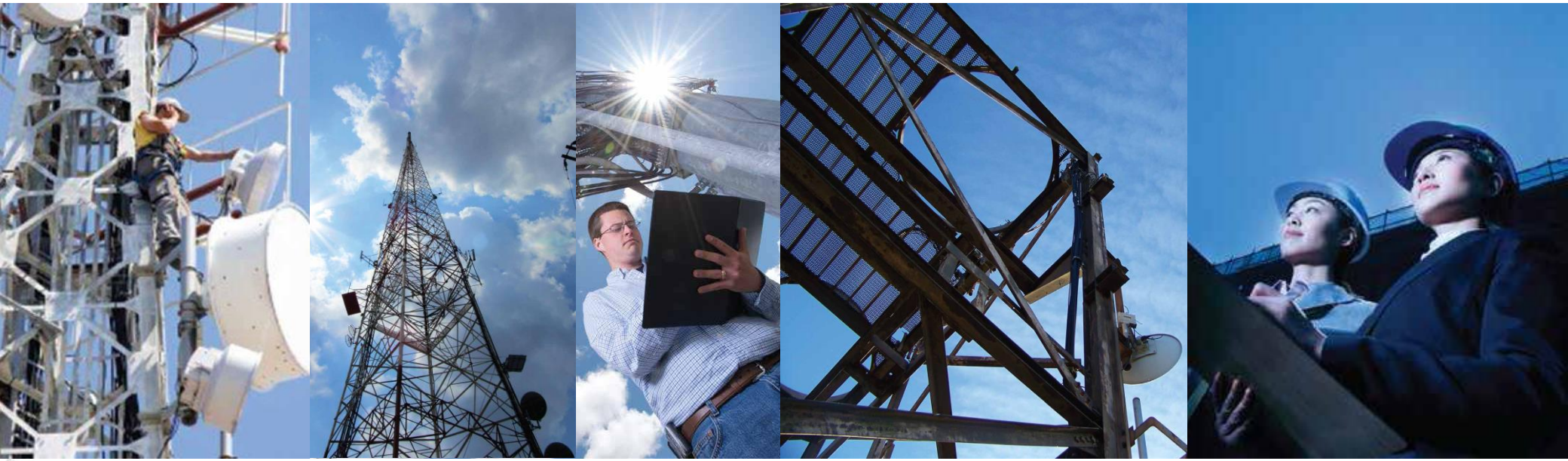
- **In top 3 most populated regions: 51%**
- **In top 6 most populated regions: 88%**

Key locations in high density areas



IBS towers have significant coverage in the most densely populated areas

Source:
1. Central Bureau of Statistics of Indonesia (BPS).
2. Other regions include Bali, Nusa Tenggara Barat, and Kalimantan.
3. Including Bali and Nusa Tenggara Barat.

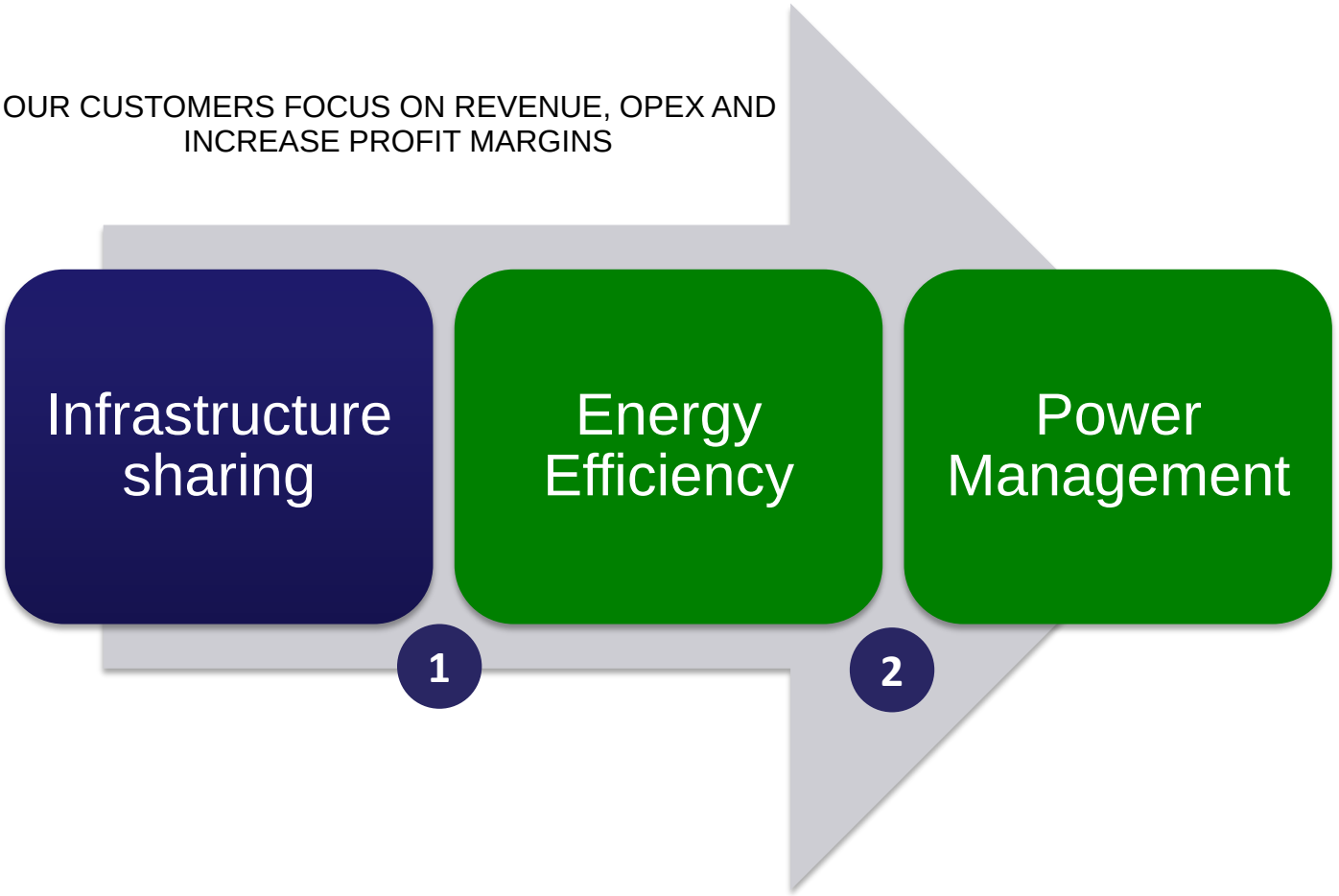


IBS Green Strategy

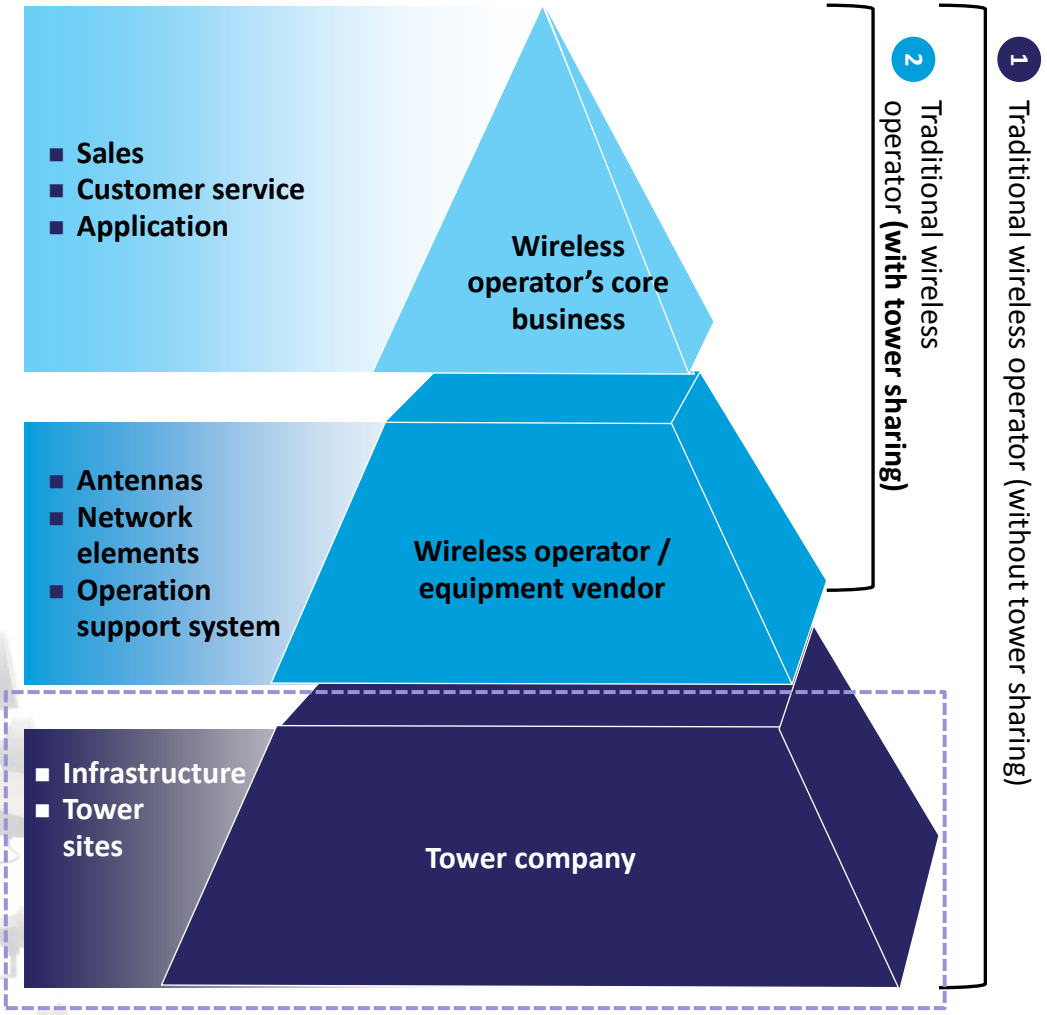
FOCUS ON MEETING CUSTOMER NEEDS

IBS Strategy Focused on Customer Needs

OUR CUSTOMERS FOCUS ON REVENUE, OPEX AND INCREASE PROFIT MARGINS



1 CUSTOMERS WANT TO FOCUS ON REVENUE: LEADS TO INFRASTRUCTURE SHARING



Tower sharing

Benefits to telecom operators with tower sharing

Faster time to market:
- Enables faster entry into high growth rural and semi urban areas

Capital effectiveness via an asset light model:
- Increase in ROE and ROCE

Capex and Opex savings:
- Able to sustain services at lower ARPU and still make reasonable profits
- Lower investment per user

Focus on core activities:
- Concentrate on marketing, value added services etc

IBS Offers: Online tools for peace of mind and faster ‘time-to-market’

Fast and Efficient

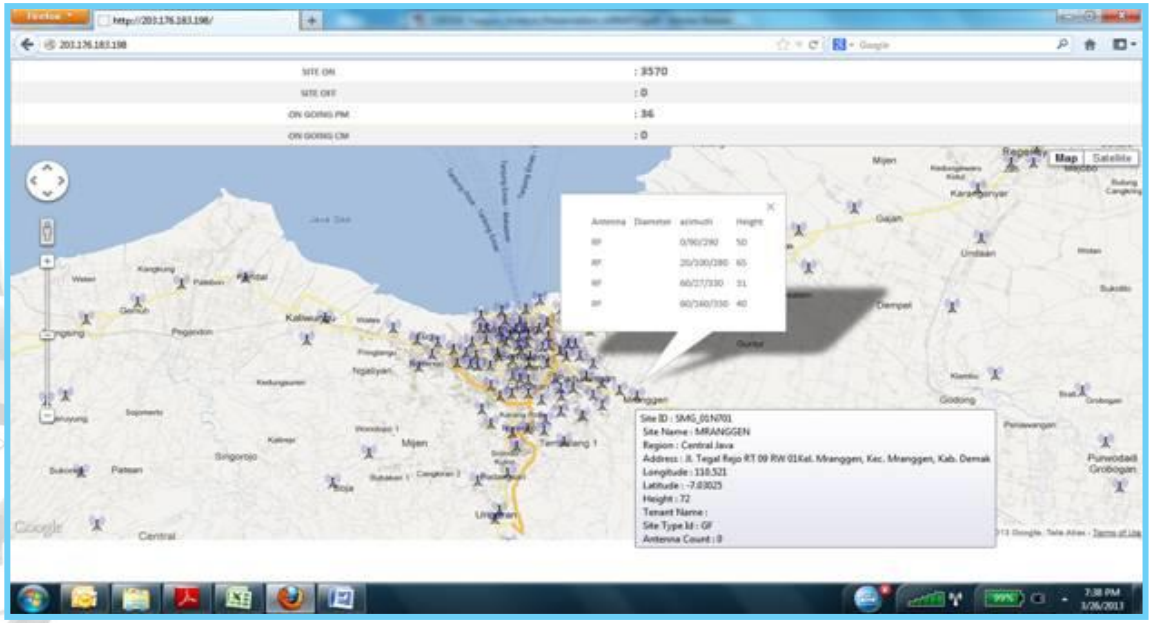
- Build-to-suit
- Rooftop
- Monopole
- Micro site/Base Transceiver Station







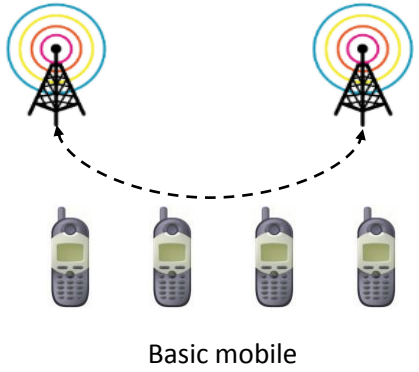
‘IBS Link’



- Online site planning
- Real time monitoring through online tools
- Quick response

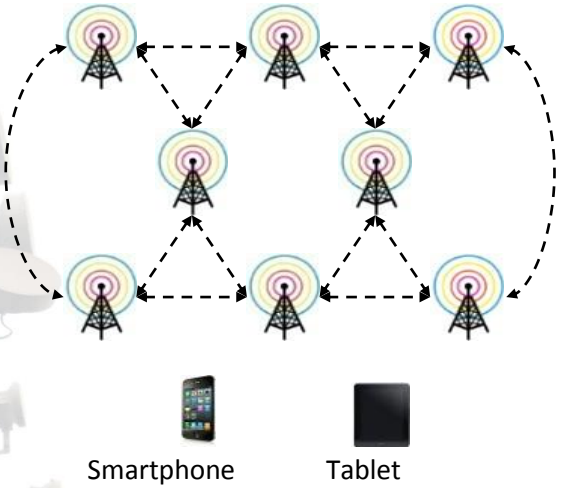
2 CUSTOMERS ADOPTING SMALL CELL NETWORKS

Escalating data usage congesting operator networks



Basic mobile

- Basic phones only with almost no smartphones, zero tablets
- Typically 1 or 2 BTS could serve several hundred subscribers in metro hot spots

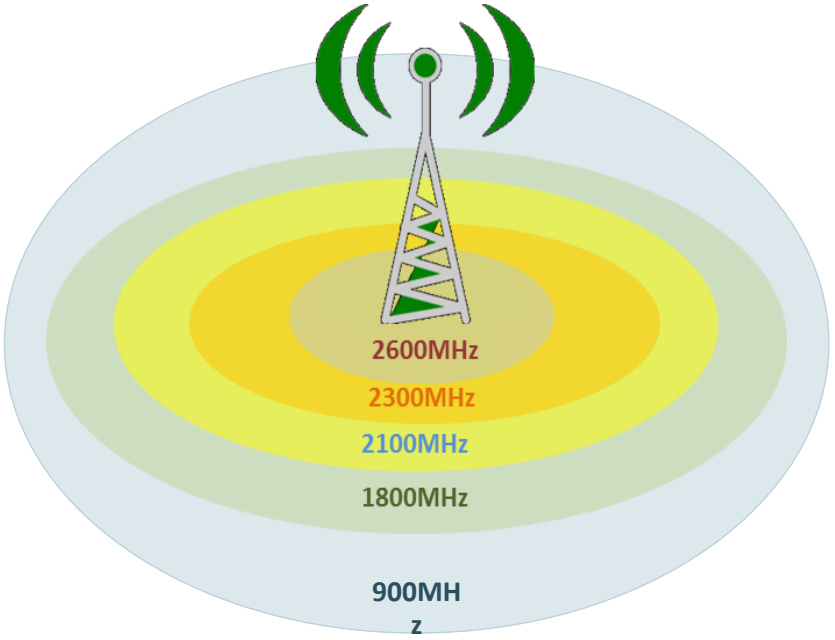


Smartphone Tablet

- Data hungry smartphones and tablets the norm
- Multiples of BTS and new configurations required to cover same geography as perhaps 1 BTS 5/6 years ago
- In most extreme cases 1 BTS for 10's of subscribers

Source: Frost & Sullivan

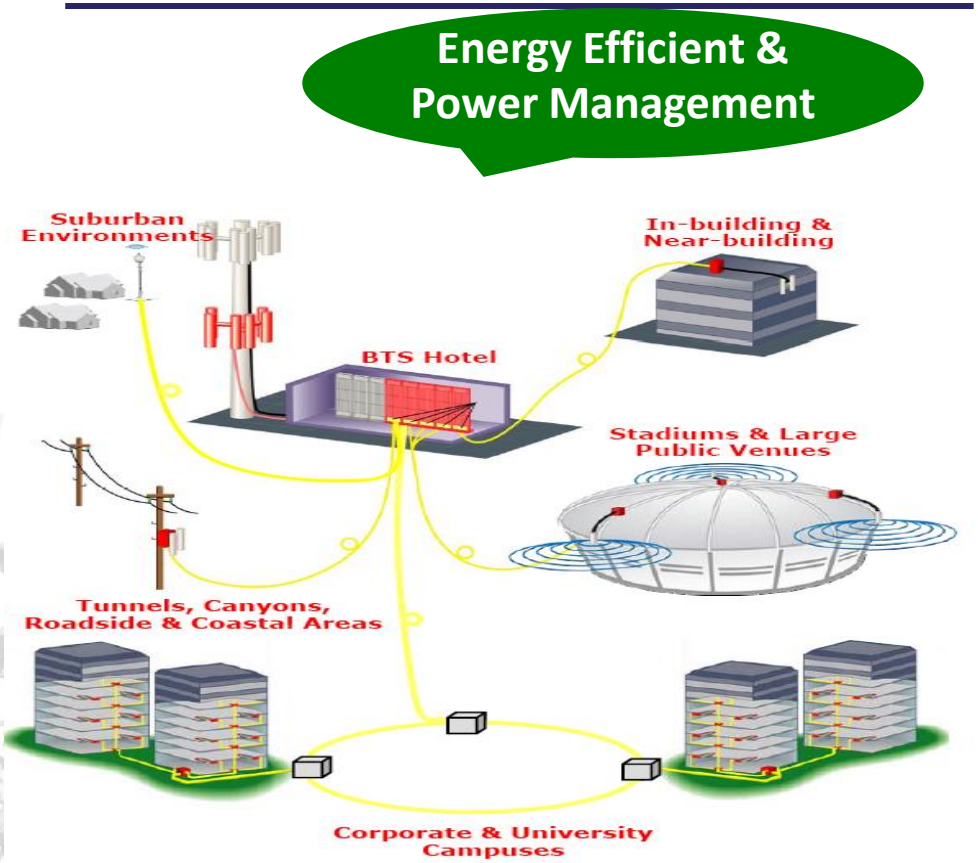
New technologies at higher spectral speeds have lower propagation



- Newer, higher-frequency technology requires more network infrastructure to cover a certain area
  - 3G transmitted at 2,100MHz (all spectrum fully allocated)
  - WiMax transmitted at 3,300MHz and 2,300MHz
  - 4G frequency yet to be determined albeit likely at high frequency speed (lack of spectrum available at lower speeds)

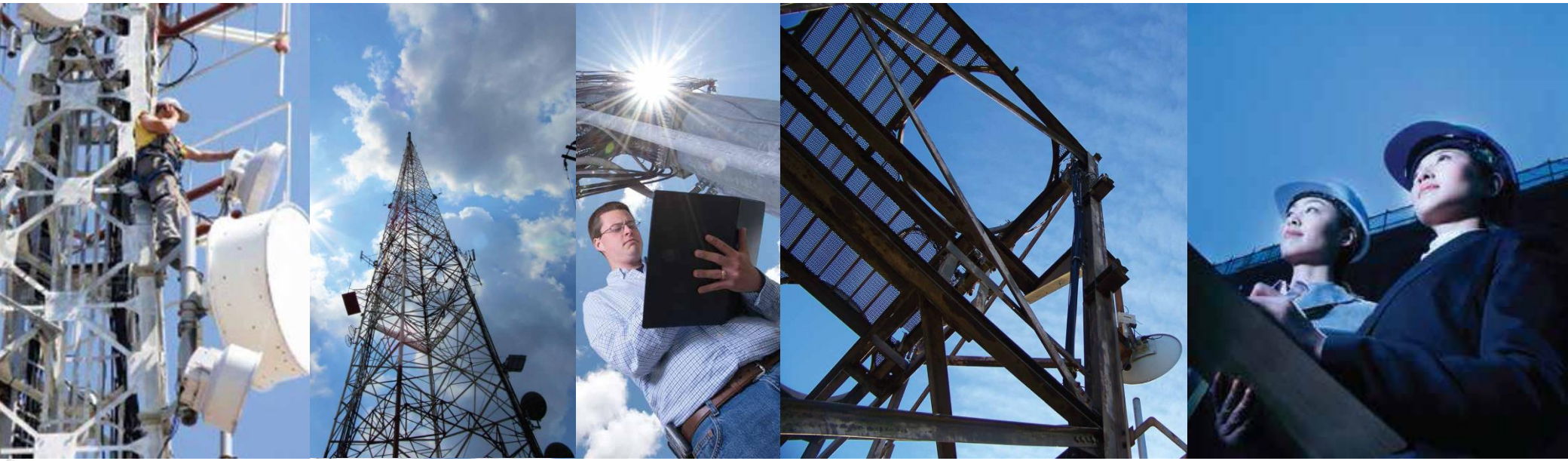
IBS Offers: Services for the small cell network infrastructure solutions

"One Stop" Innovative solutions for Telco operators



Highlights

- Base Transceiver Station Hotel concept provides one stop solution allowing:
  - One BTS for more sites (less CAPEX)
  - Reuse of existing underutilized BTS
  - Savings on OPEX (energy and maintenance)
  - Power Management
- Great infrastructure and energy efficient solution



Green Power

1 CURRENT: POWER IS A PASS THROUGH TO OPERATORS



Operators



FUTURE: ARE MORE OPERATORS ASKING US TO DO POWER MANAGEMENT?

2 CURRENT: SITES ARE CURRENTLY ON ELECTRICITY GRID

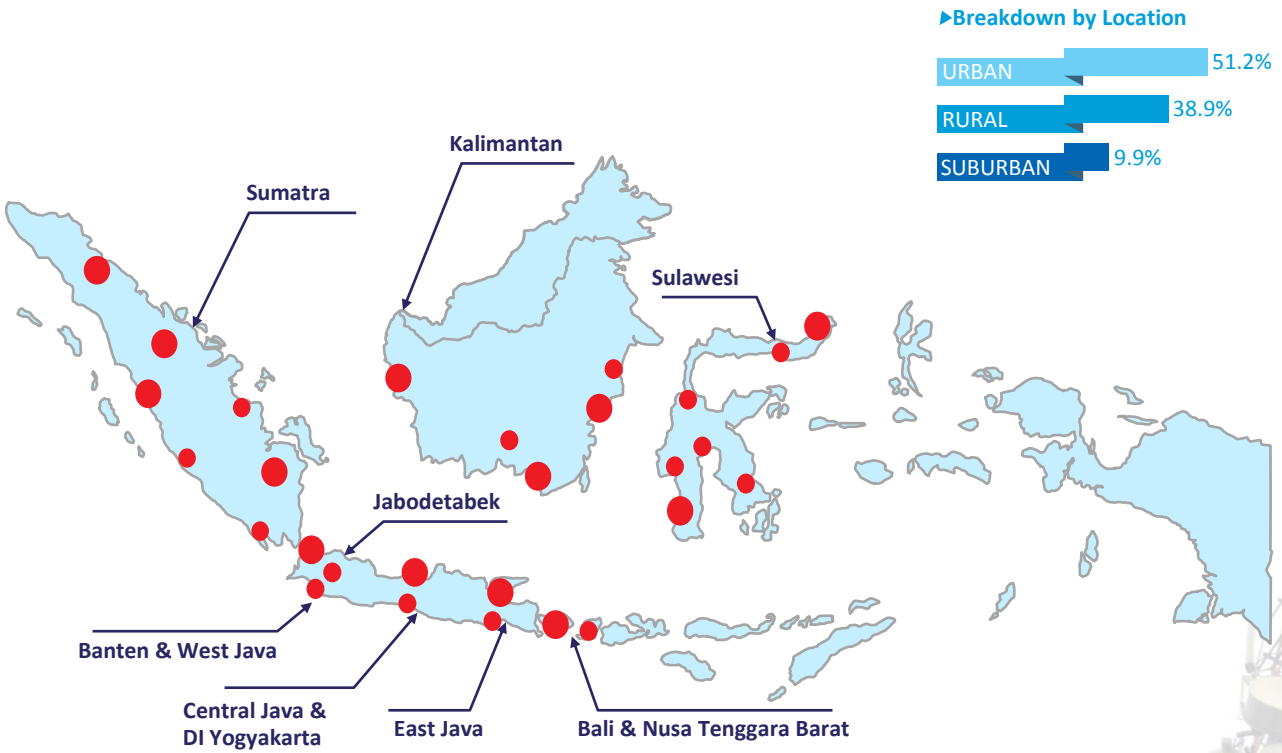
FUTURE:

-=MORE OFFGRID

=UNREALIABLE ELECTRICTIY

=ENERGY EFFICIENT SMALL CELL NETWORKS

Key locations in high density areas

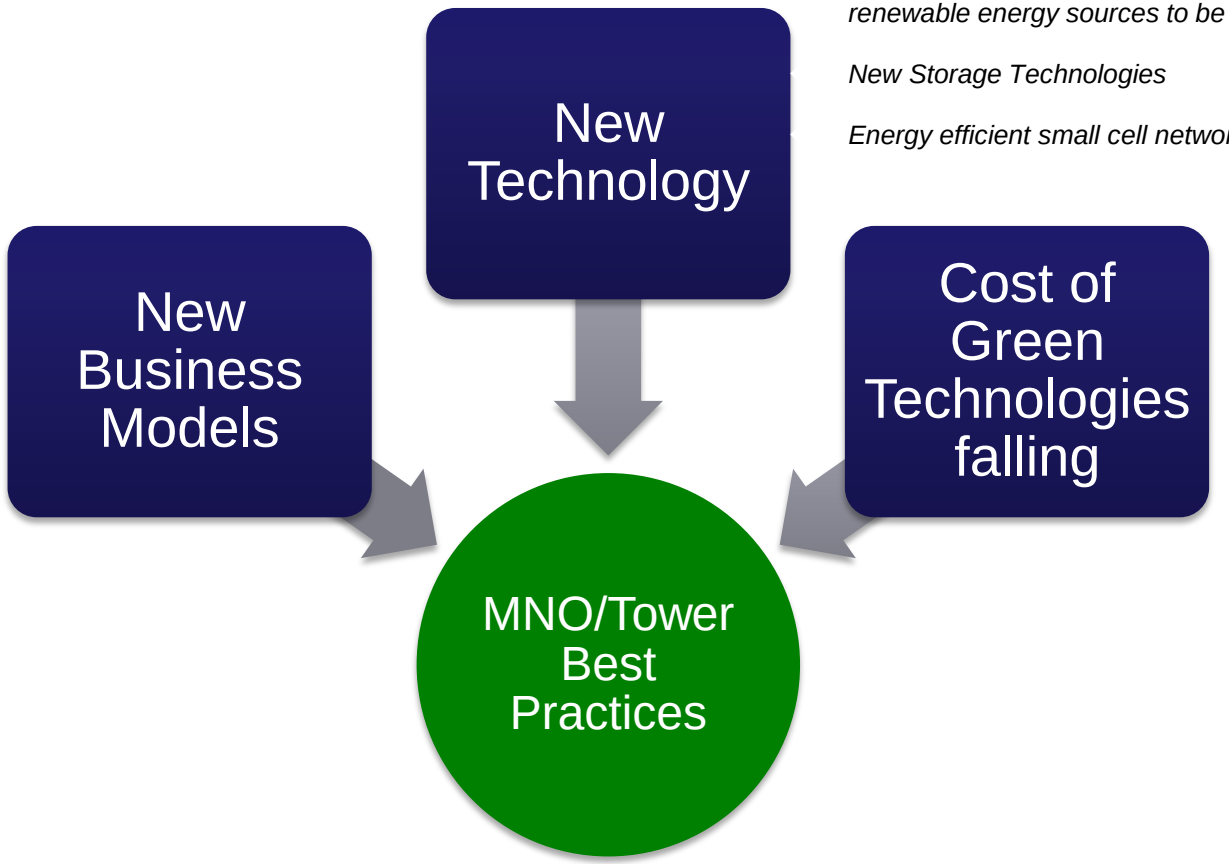


3 OPPORTUNITY TO CONSIDER GREEN POWER

Microgrid and power management tools allows for multiple renewable energy sources to be combined

New Storage Technologies

Energy efficient small cell networks

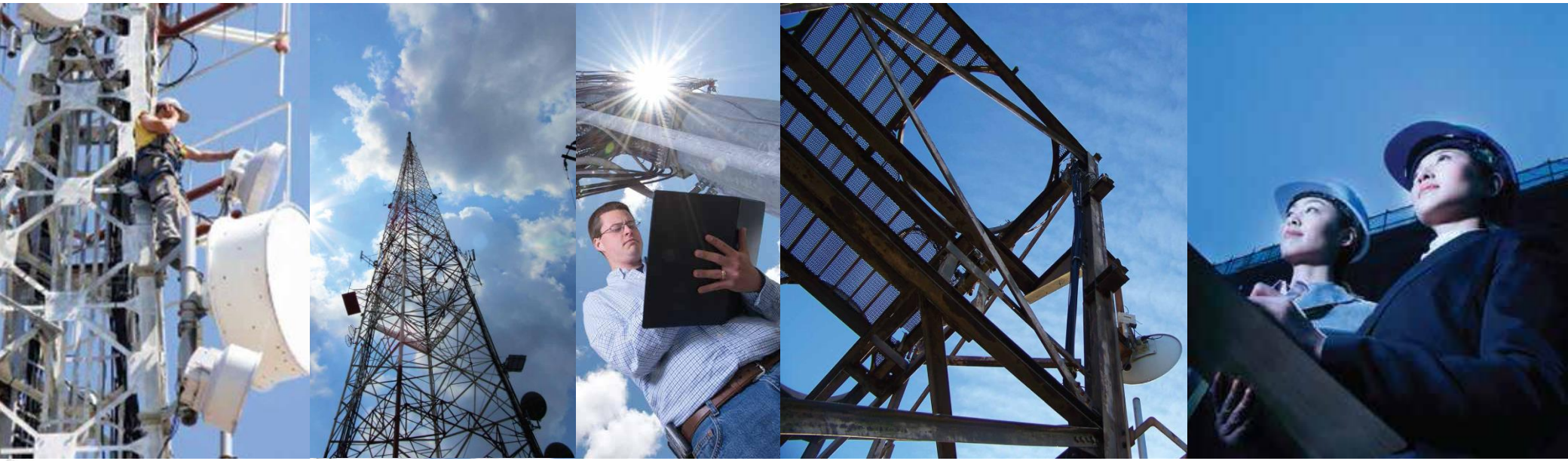


OPEX
CAPEX
ESCO (Indonesia has regulations allowing for ESCO for less than 10MW)

PV module prices have fallen 65% since 2001 and 73% since 2007, putting PV closer to wind

GSMA Green Tracker shows Number of Green Deployments - 35,908*

Indonesia Has Already Deployed 4,859 Green Sites (Telkomsel, Hutch, Axis, Indosat, and XL)



THANK YOU