

COMPETITIVE EDGE

Offering "Peace of Mind" and Value to Operators

➔ Today, IBS provides one-stop, end-to-end solutions to meet the passive infrastructure needs of operators—from site survey and mapping in great locations, to tower design and installation, to maintenance and monitoring—IBS offers "Peace of Mind" and value to our clients.

By outsourcing tower operation and management, our clients are able to focus on their core business in providing mobile services and maximize their revenues and profit without the day-to-day distractions and complexities of operating passive infrastructures.

Our top priorities are safety, quality, rapid deployment and cost effectiveness. We take great pride in offering the highest quality of products and level of services, constantly tailored to meet the unique needs of every client.

More than just a managed services provider, IBS is your strategic planning partner. We help you think through and execute your plans. You can rely on our industry expertise and talented people to help you design the configuration of your next network expansion.

Advanced technical knowledge built on past experience, ample in-house resources, solid commitment to quality, speed to market, and the ability to save clients money on capital expenditure and operating costs have become the hallmark of our excellence.

Through efficient planning and effective communication skills, IBS has successfully bolstered its reputation as "Total Solutions Provider."

We offer value to you in terms of:



TIME

- Speedy roll-out of new sites
- Focus on your core business
- Hassle free maintenance



QUALITY

- Strategic located sites
- High Level of Security
- Client Oriented Support Organization
- Local and Regional Support



COST

- Reduce Capex requirements for network rollouts
- Reduce Opex via infrastructure sharing



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PT. INTI BANGUN SEJAHTERA, Tbk.

A DYNAMIC COMPANY

IBS at a Glance



IBS was founded in 2006 as an in-building service provider. IBS has rapidly transformed itself into a prominent telecom tower company and operator of shared wireless communications infrastructure in Indonesia. It made a major acquisition of towers by the end of 2011 and it divested its in-building solution business to focus on the tower business. By end of August 2012, it was successfully listed as a publicly traded corporation in Indonesia.

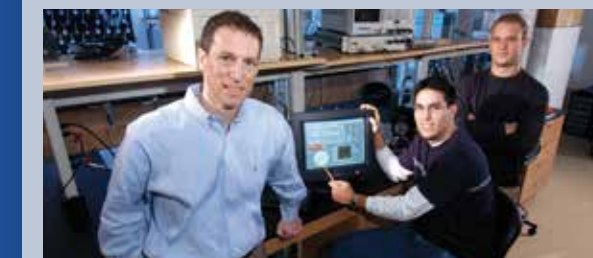
IBS infrastructure is strategically located in high density urban locations, and with all operators in Indonesia as clients include Smart Telecom, Indosat, Telkomsel, XL Axiata, Telkom Flexi, NTS, HCPT, and Bakrie Telecom. IBS has a market cap of more than IDR 5.2 trillion. IBS is one of Indonesia's "big four" publicly traded independent tower companies in the country. With proven expertise, technical prowess and business acumen of our people, we have achieved towering excellence in less than two years.

CENTERED ON INNOVATION

Yes, we do business in passive infrastructure, but we never are and never will be a passive company. Indeed, IBS is a very dynamic company driven by continuous improvement and pursuit of innovation. We utilize the state-of-the-art online site planning and remote monitoring, thus offering "peace of mind" and added value to all our stakeholders. We have also engineered an innovative BTS Hotel solution enabling operators to roll out their network rapidly and cost effectively, through shared infrastructure. Our goal is simple: when it comes to outsourcing your passive infrastructure, IBS is the first name that comes to mind.

We have built our business and our reputation on providing high quality services at the most competitive prices. We believe that not all clients are the same, which is why we offer comprehensive services that can be tailored to your exact needs. We are committed to finding the most flexible deployment solutions that not only enhance your performance but also prove to be cost effective and highly efficient.

INNOVATIVE TOOLS



IBS is constantly innovating to offer its clients one-stop solutions. The fast growing economy, rise of data consumption, and roll out of next generation technologies such as 4G LTE, contribute to increase the demand for telecom towers both macro and microsites. Some of IBS innovations to prepare itself for these changes are:

- Online site planning tools speeding up the process of deployment
- Online site monitoring tools bringing more efficient management and security
- Innovative BTS Hotel enabling resource sharing and faster roll out

▶▶ INNOVATIVE SOLUTION PROVIDER

VISION & MISSION

Simply Dedicated to Your Success

OUR VISION

To be the preferred choice for operators in Indonesia to meet their infrastructure needs, which maximize value for all stakeholders.

OUR MISSION

- To be key partners of choice for operators to meet their infrastructure needs, thereby enabling them to focus on their core business for business success
- To offer "peace of mind" and value to all stakeholders by having a very client-centric business operation
- To focus on being an Innovative Solutions Provider of Choice as our key competitive edge
- To have a robust and scalable organization to meet the rapidly growing needs of the evolving marketplace
- Strengthen regional cooperation to support nationwide goals

CORE VALUES

UNCOMPROMISING INTEGRITY

PROFOUND CARE

COMMITMENT TO EXCELLENCE

TOTAL CUSTOMER SATISFACTION

INNOVATION AND CONTINUOUS IMPROVEMENT

OUR PEOPLE

IBS has the best people and the best solutions. IBS has what it takes to help you build the best-in-class wireless network infrastructure. Our professional team brings broad telecom experience and unmatched technical expertise in every stage of the site planning, deployment and maintenance process. Members of our senior management have several decades of combined experience in the telecommunication/network infrastructure industry.

IBS is supported by a team of highly qualified and experienced engineers and technicians, who have sound knowledge and technical skills. These professionals are capable of installing and

commissioning a wide range of telecom equipment, as per the need and demand of the clients. All members of our team have received intensive training to ensure their compliance with industrial requirements and safety standards.

Our goal at IBS is simple: to get the job done. We that our clients profitability is tied to jobs that are done right, on time and on budget. It's what wins our clients' trust, boosts our reputation and builds our business. In the rapidly expanding telecommunication business, IBS has shown its ability to leverage its proven track record and extensive industry experience to deliver state-of-the-art products and services.

OUR TOWERS & SERVICES

IBS acquires, builds, leases and manages telecom towers in key locations in Indonesia. As a Total Innovative Solutions Provider, we have a completely professional set-up to ensure the best quality for our customers. Our focus on innovation also means that our customers get access to the latest and the best wherever and whenever possible.

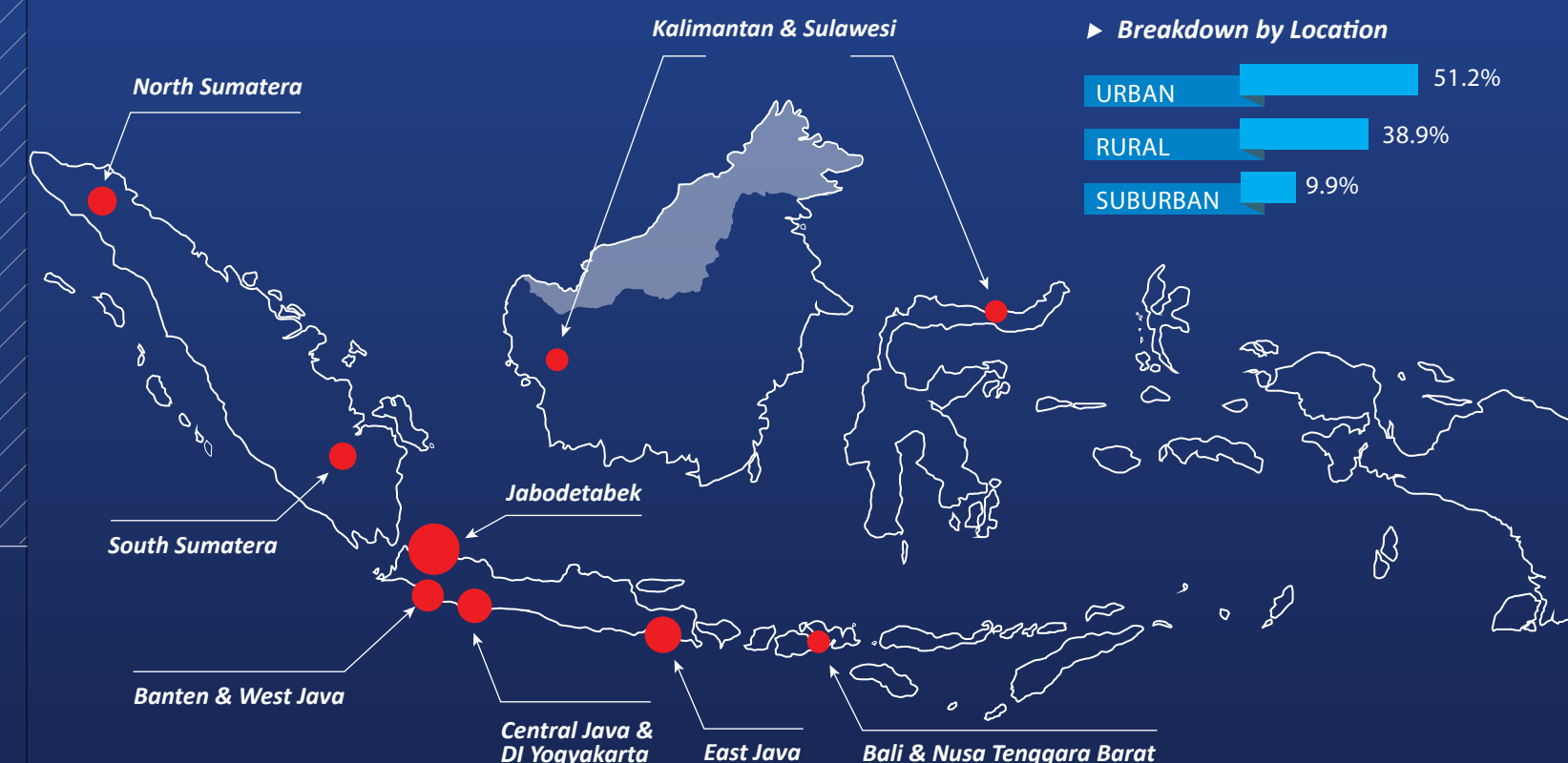
TYPE OF TOWERS INCLUDE:

- Greenfield
- Rooftops
- Monopole
- Minipole
- Microsites
- Built to Suit

OUR SERVICES INCLUDE:

- SITAC**
IBS takes care of everything from site survey and reports, land or site acquisition, site licenses to permit acquisition as needed.
- CME**
IBS also takes care of civil, mechanical and electrical construction for customers.
- PROJECT MANAGEMENT**
IBS project manages the overall process to enable efficient and effective deployment of service.
- COMPREHENSIVE MAINTENANCE**
IBS takes extreme care in the maintenance of the towers as per the customer's requirements. Preventative maintenance in terms of regular site.
- ONLINE TOOLS**
IBS also offers online site planning and site management tools that allow for a quick response but also enable our customers to monitor their own sites for added "Peace of Mind"
- TOWER LEASING**
IBS leases out nearly 2,000 sites - including towers and rooftops in top locations - from suburban to urban and high traffic to rural areas- where you need it the most.

KEY LOCATIONS IN HIGH DENSITY AREAS



GEARED FOR THE NEXT GENERATION TELECOM EXPLOSION

As the Indonesian economy takes off, there is an increase in demand to cater for the rapidly growing number of mobile subscribers wanting faster and higher bandwidths. The telecom industry in Indonesia will gear up to deploy new technologies to meet this increase in demand and there will be a need for more towers.

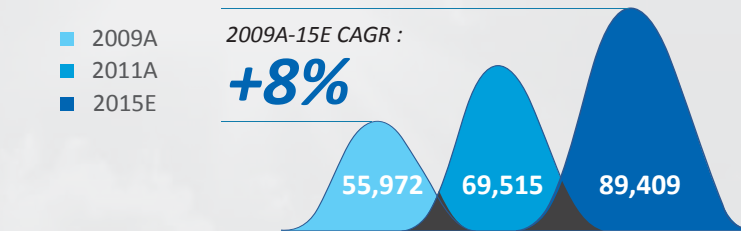
In the near future, we predict there will be 2 to 3 times more towers than traditional wireless networks. IBS is geared to meet these needs by offering built to suit towers, microsites and even BTS Hotels to roll out quicker and more cost effectively.

Newer wireless technologies (e.g. 3G, WIMAX, 4G/LTE) typically utilize higher frequencies and higher frequencies mean lower radius of coverage by each transceiver stations.

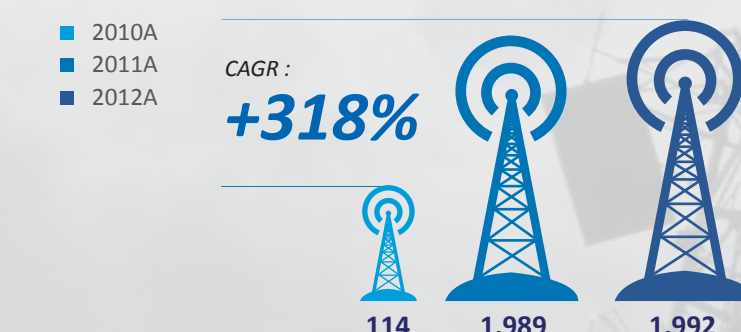
INDONESIAN TOWER INDUSTRY

Market Profiles

NUMBER OF TELCO TOWERS IN INDONESIA IS CONTINUE TO GROW



MAJOR INDEPENDENT TOWER COMPANIES ARE GROWING RAPIDLY



*source data by Frost and Sullivan

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