

ANNUAL PUBLIC EXPOSE 2023

“BRIDGING THE FUTURE WITH RELIABLE CONNECTIVITY”

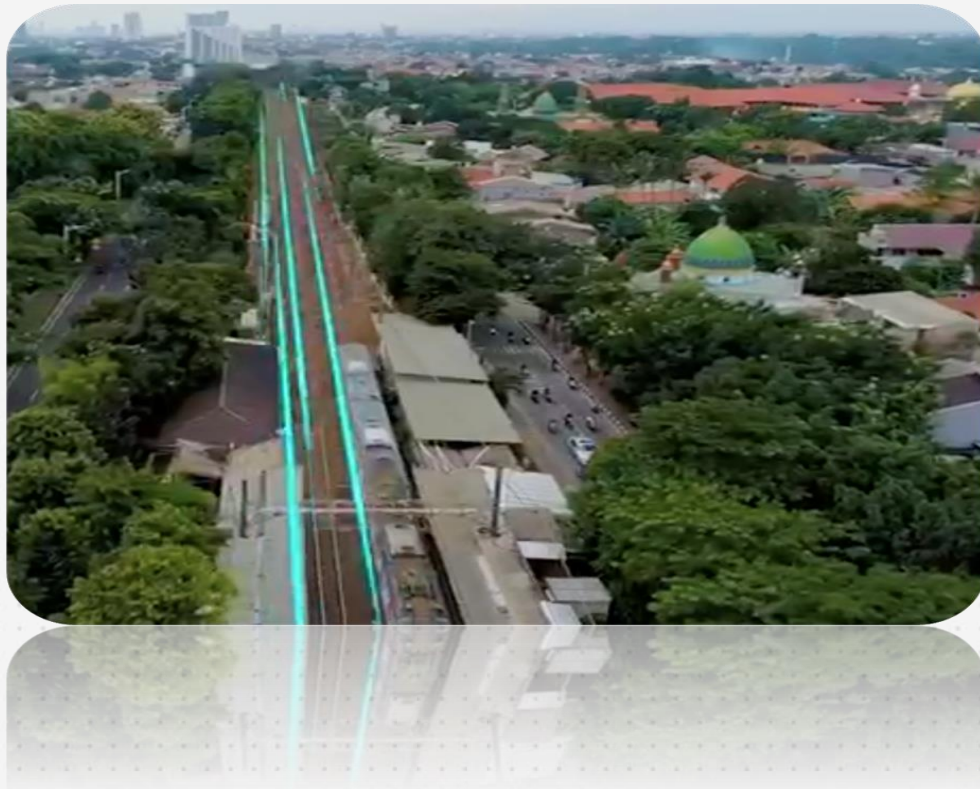
PT SOLUSI SINERGI DIGITAL TBK - WIFI.JK

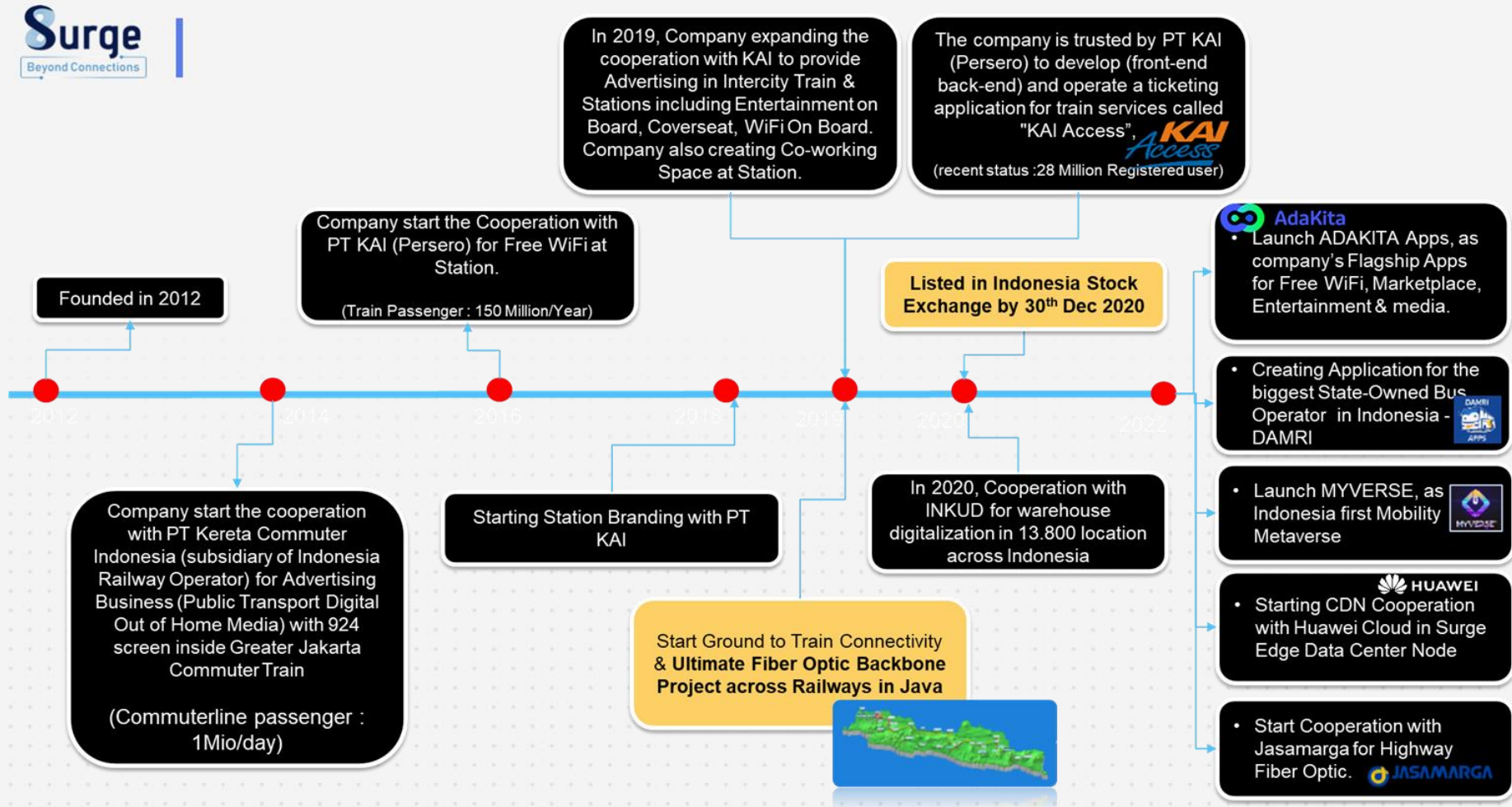
2023

Disclaimer

Presentasi ini disiapkan oleh PT Solusi Sinergi Digital Tbk (“Perseroan”) dan belum diverifikasi secara independen. Presentasi disusun berdasarkan Laporan Keuangan Konsolidasi (belum diaudit) untuk periode triwulan ke-3 yang berakhir pada 30 September 2023. Tidak ada pernyataan atau jaminan, tersurat maupun tersirat, yang dibuat dan tidak ada keharusan untuk bergantung pada keakuratan, keadilan atau kelengkapan informasi yang disajikan atau terkandung dalam materi ini. Perusahaan atau afiliasinya, penasihat atau perwakilannya tidak bertanggung jawab apa pun atas kerugian apa pun yang timbul dari informasi apa pun yang disajikan atau terkandung dalam materi ini. Informasi yang disajikan atau terkandung dalam materi ini dapat berubah tanpa pemberitahuan dan tidak dijamin keakuratannya. Materi ini berisi pernyataan yang merupakan pernyataan berwawasan ke depan. Pernyataan-pernyataan ini mencakup uraian mengenai maksud, keyakinan atau harapan saat ini dari Perusahaan atau pejabatnya sehubungan dengan hasil konsolidasi operasi dan kondisi keuangan Perusahaan. Pernyataan-pernyataan ini dapat dikenali dengan penggunaan kata-kata seperti “mengharapkan”, “merencanakan”, “akan”, “memperkirakan”, “memproyeksikan”, “bermaksud”, “berkeyakinan” atau kata-kata yang memiliki arti serupa. Pernyataan berwawasan ke depan tersebut tidak menjamin kinerja masa depan dan melibatkan berbagai asumsi dan risiko serta ketidakpastian. Hasil aktual mungkin berbeda dari yang ada dalam pernyataan berwawasan ke depan sebagai akibat dari berbagai faktor dan asumsi. Perusahaan tidak memiliki kewajiban dan tidak berkewajiban untuk merevisi pernyataan berwawasan ke depan untuk mencerminkan peristiwa atau keadaan di masa depan. Materi ini disiapkan hanya untuk tujuan informasi dan bukan merupakan atau merupakan bagian dari suatu penawaran, ajakan, atau undangan dari penawaran apa pun untuk memperjualbelikan saham Perusahaan, di yurisdiksi mana pun, dan bahan ini atau bagian mana pun darinya tidak boleh dijadikan dasar dari, atau diandalkan dalam hubungan apapun dengan, kontrak, komitmen atau keputusan investasi apapun.

Our Milestone





Building Integrated Digital Ecosystem for Indonesia

Our vision is to unleash Indonesian Internet users' full potential by providing the most affordable internet price with state-of-the-art quality.

Our Strength

- Fiber Optic backbone along Railways As a Reliable Digital Infrastructure with capacity of 144 Core and max 64 Tbps bandwidth capacity.
- Operating the biggest Digital Media & Advertising Provider in Transportation;
- Managing Warehouses nationwide for daily needs fulfillment and digital community development via Edge Data Center Infrastructures.
- Supplying various value-added applications and services to transportation ecosystem (Train & Bus ticketing App, Free WIFI on Trains & Stations, etc);





OUR MANAGEMENT

A team of experienced professional

BOARD OF COMMISSIONERS



Hermansjah Haryono
Chief Commissioner



Doni Satiaji Soetadi
Independent Commissioner

BOARD OF DIRECTOR



Yune Marketatmo
President Director



Wahyudi Padmana
Director



Gilman P. Nugraha
Director



SURGE JAVA BACKBONE

“CONNECTIVITY AS OUR FUTURE DNA”

Fiber Optic Infrastructure– 5,724 Km

“The Most Secured Telecommunications Infrastructure in Indonesia”



Competitive Advantages

1. Fiber Optic Infrastructure Provider in 3 Different Lines :
 - Railway Lines in Java Island
 - Highways in Java Island
 - Provincial Roads
2. Cost Efficient Infrastructure
3. Passing the Center of Population Density on the Island of Java
4. Fast Deployment – SITAC ready, interconnection, and crossing (300 points)
5. Provider of BTS Poles along the Railway line (3000 km)



144 Core
Max Bandwidth Capacity: **64Tbps**



591 St
Point of Presence & Edge Data Center



BTS Poles along
Railway & Highway



140+ Million
Potential viewer/subscriber along Railway & Highway

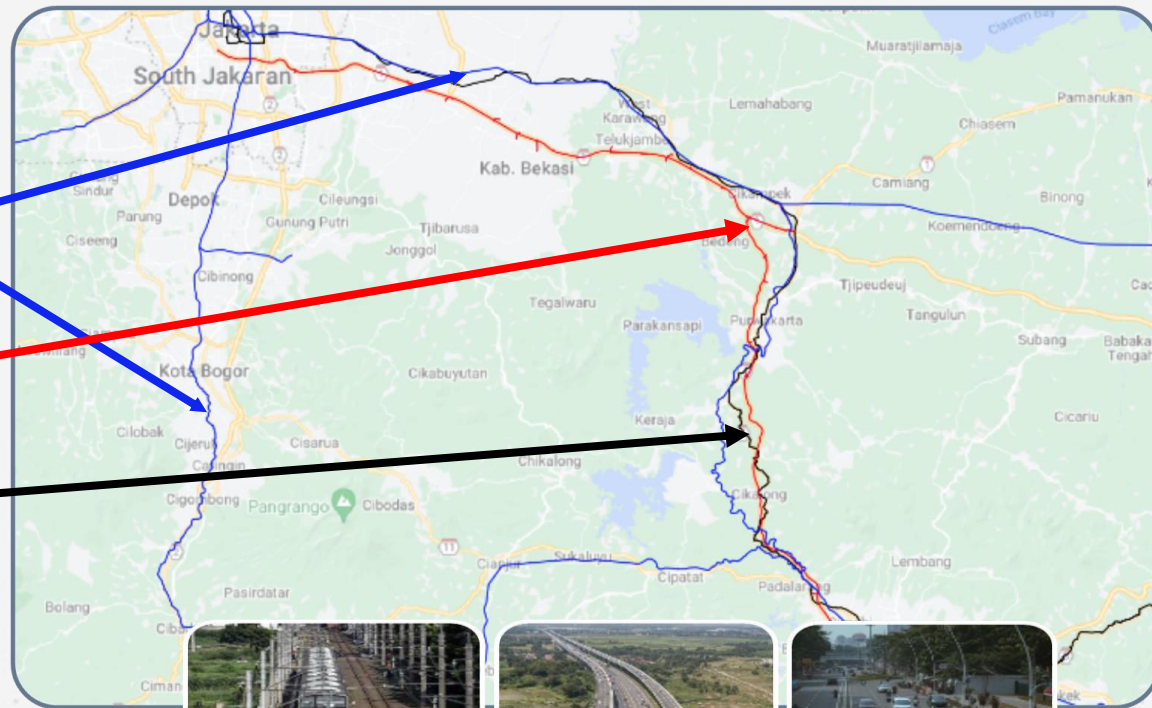
MULTIPLE NETWORK PROTECTION

3 Backbone Line of Backup

Railway

Highway Jakarta-Bandung

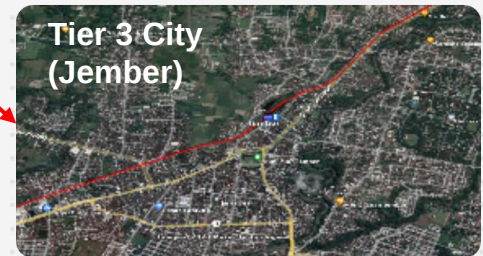
Provincial Roadside



**Automatically Switched Optical
Network (ASON) Technology**

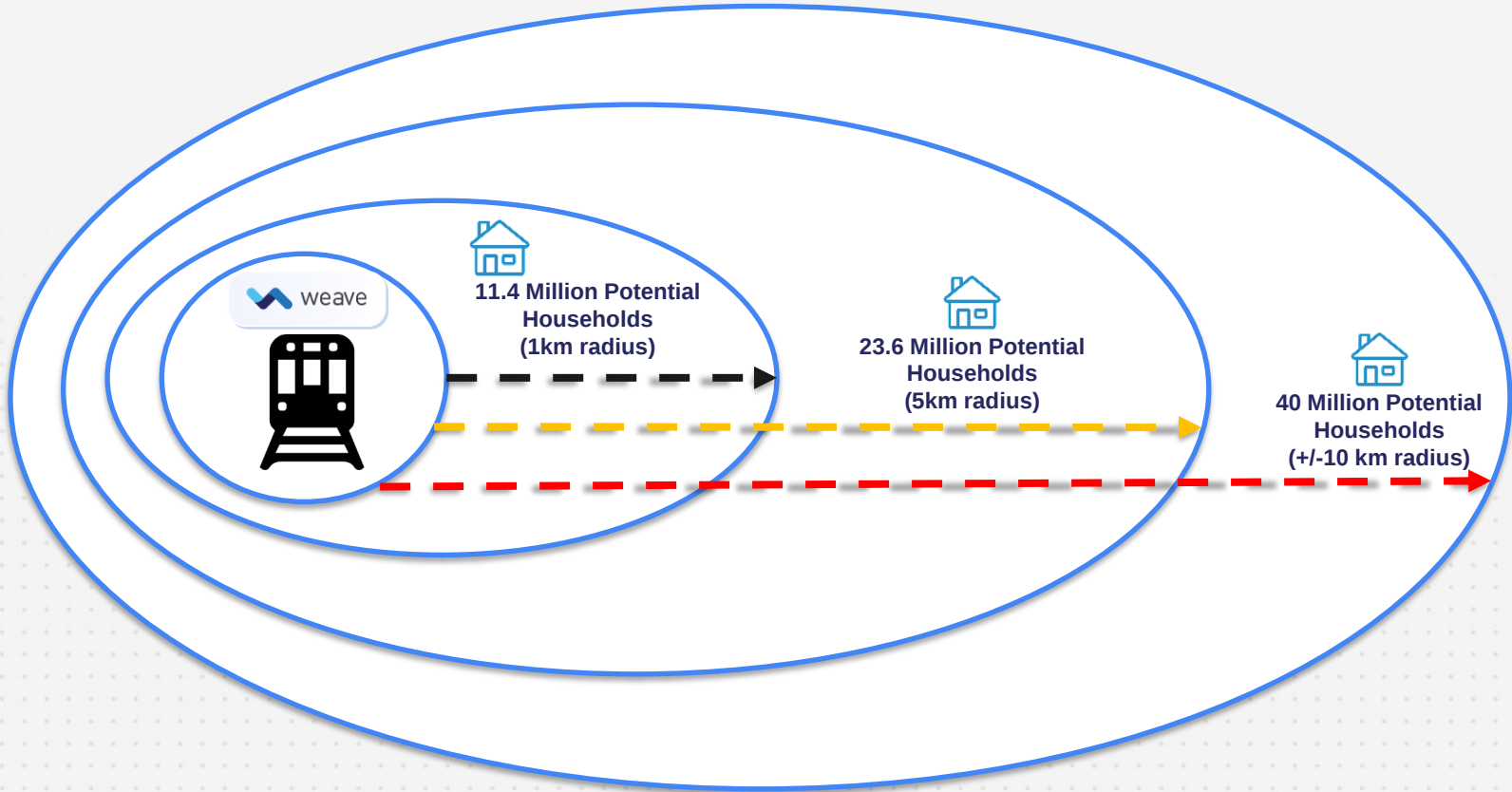


Straight Through The Dense Population in Java Island



More than **80%** of the population of Java Island is concentrated along the railroad tracks with a total population of **140 million** people.

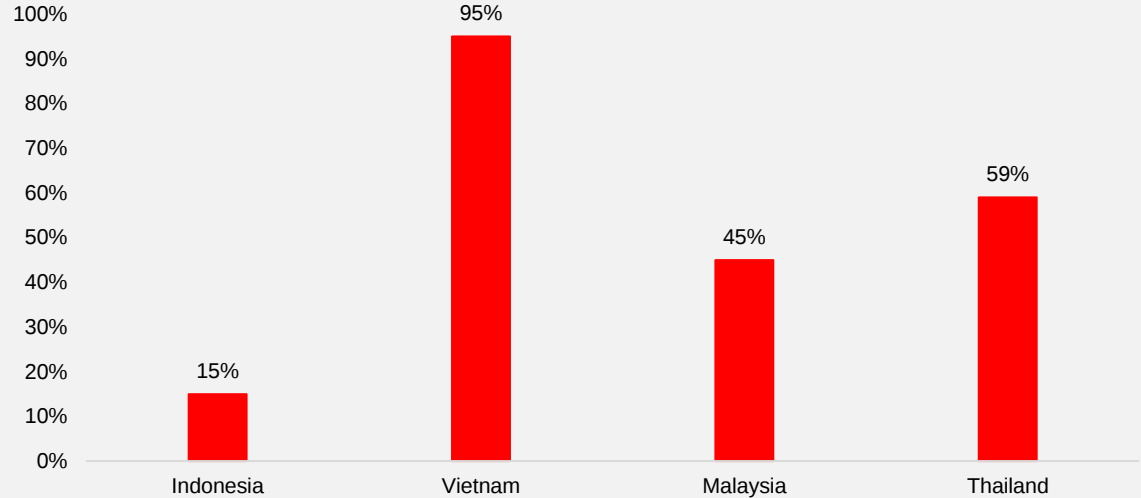
Proximity along Surge Java Railway Backbone



Market Opportunity

- **85% Untapped Market for Fixed Broadband in Indonesia.**
- **Along with ISPs & Telcos Partner, SURGE had the ability to penetrate Untapped Market with Affordable Connectivity Cost**

FIXED BROADBAND PENETRATION



	GDP per Capita (USD/year)	Fixed Broadband Monthly Cost (USD)	Fixed Broadband Annual Cost (USD)	% Fixed Broadband Cost /GDP per Capita
Indonesia	4,332	32.5	390.0	9,0%
Malaysia	11,109	26.6	319.0	2,9%
Thailand	7,066	14.9	179.2	2,5%
Vietnam	3,756	12.4	148.8	4,0%

Source : World Bank & Statista, 2021

Leased Core / Dark Fiber



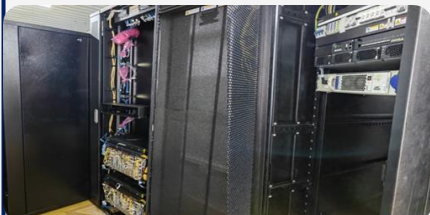
Potential Ultimate Annual Revenue : IDR 1,2 Trillion

- 144 Core Fiber Optic, High SLA (*Service Level Agreement*)
- Higher level of security and a lower probability of optical

Potential Customer:

- Data Center
- Telco Operator
- Tower Operator
- ISP (Internet Service Providers)

Leased Line/ Bandwidth



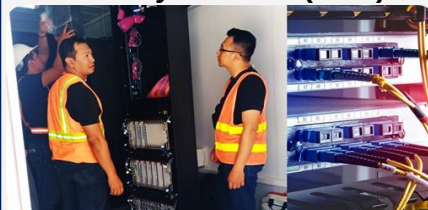
Potential Ultimate Annual Revenue : IDR 3,9 Trillion

- Initial Installed Capacity : 5,6 Tbps with Max Capacity : 64 Tbps.
- Using DWDM (*Dense Wavelength Division Multiplexing*) from Huawei and Packetlight.

Potential Customer:

- Data Center
- Tower Operator
- ISP (Internet Service Providers)

Edge Data Center : Colocation & Content Delivery Network (CDN)



Potential Ultimate Annual Revenue : IDR 304 Billion

- Provide physical infrastructure, including buildings, power, server storage racks, cooling systems, to connectivity.
- There are 58 Edge Data Centers in strategic locations with a capacity of 6 server racks per location

Tower & Fiberization



Potential Ultimate Annual Revenue : IDR 67 Billion

- Building poles/towers along the railroad lines for expanding connectivity services such as Ground to Train Connectivity, Fixed Wireless Access, and others
- Providing connectivity services to communication towers to expand high-speed internet connectivity

Potential Customer:

- Telco Company (5G FWA)
- Tower Provider



ADVERTISING BUSINESS LINE

The Largest Media Ads in Transportation Sector

Commuterline Trains and Stations



**80 Stations Across
Jakarta Metro**

1.5 Million
Daily Passengers

**Media in 30
Stations**
for Informative and
Advertising
Purposes

924 Screens
In Trains
Broadcasting
Simultaneously

Intercity Trains and Stations



**30 Stations
in Java**

10.1 Million
Monthly
Passengers

**Media in 24
Stations**
for Informative and
Advertising
Purposes

55 Trains
in tracks across
Java

Modern/Traditional Market and Out of Home



**153 Locations
in Jakarta Metro**

**153 Location in
Jakarta**
Digital and Static
Media

60 Million
Monthly Visitors

**Reaching
Shoppers and
Drivers Alike**
for Informative and
Advertising
Purposes

Small Shops Nationwide



**800k Shops
Across Indonesia**

5 Types of Media
Flexible Media
Setups

36 Million
Monthly Visitors
very good potential
for activation,
sampling, etc.

Strategic Spots at Warehouse nationwide



**13.800 locations
All Indonesia**

**15Mn Farmers +
the family served**

**6 x 4 Vertical
Media 2 sided**
Suitable for an
event, sampling,
etc.

Hotel, Residential, Healthcare, Transportation



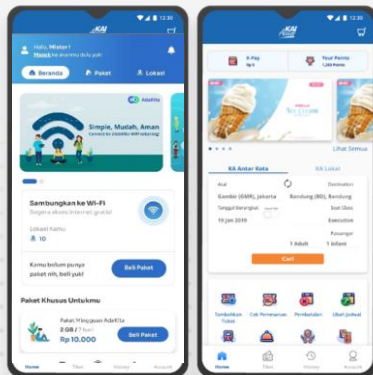
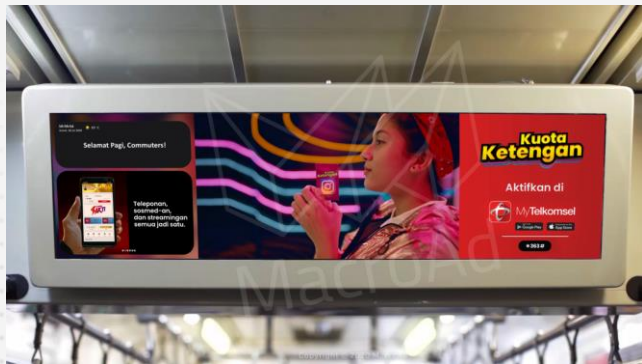
Nationwide

**6 Environment
Digital Media**

60 Million
Monthly Visitors

**Reaching Visitor
and Guest Alike**
for Informative and
Advertising
Purposes

Commuter line Train & Station, Roadside LED, FREE Wi-Fi on Train & Stations





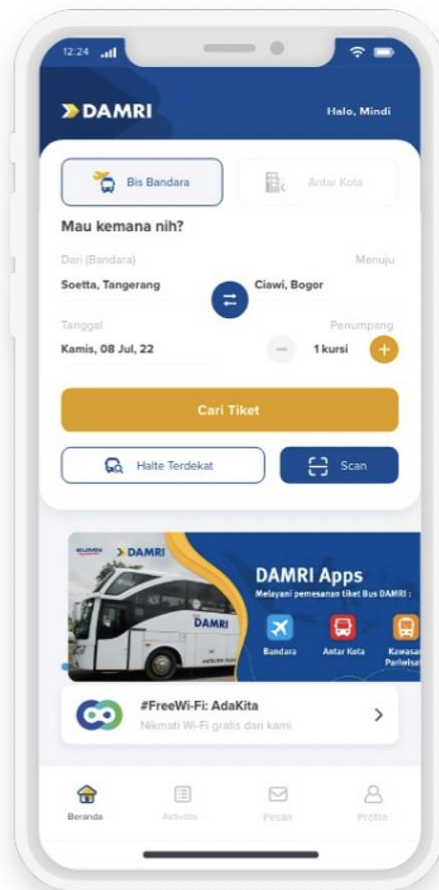
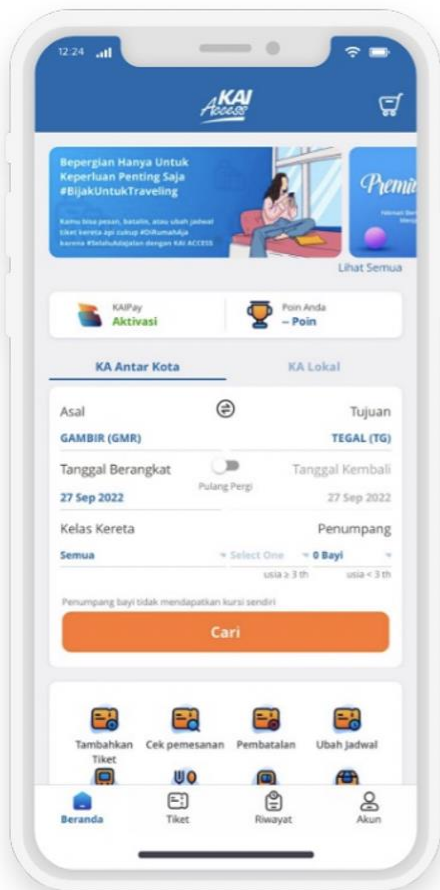
TECHNOLOGY & DIGITAL PRODUCT BUSINESS LINE



Launch in 2019

Current status:
28.000.000++
Downloads

7.800.000++
Monthly Active
Users



Launch in Aug 2022

Current status:
200K+ Downloads

1.000+ New Daily
Downloaders



100,000,000++Potential Users

Benefit for ISPs to collaborate :

- Dashboard (Customer Management System)
- Prepaid System (less bad debt)
- Flexibility in product creation (fit to customer needs)
- Seamless Auto Roaming
- White labelling
- Expanding coverage & market opportunities

CONNECTIVITY



FREE WI-FI ;
CAPTIVE PORTAL

**100,000,000+
+Potential Users**

LINISTORE



**SHOPPING &
GROCERY**

**1,000,000++
Targeted Users**

LINI POIN



POINT REWARD

**400,000++
Registered Users**

ENTERTAINMENT



ENTERTAINMENT

**1,000,000++
Targeted Users**

SOBAT TANI



AGRICULTURE APP

**1,000,000++
Targeted Users**

Features:

PPOB, Insurance, News Portal, Games & Quiz, Advertising, e-wallet, Credit, Ticketing, Live Promotion, Step Counter

WAREHOUSE IN JAVA (POTENTIAL EDGE DATA CENTER)

1200+ WAREHOUSE LOCATION AROUND JAVA



Located in **6** Provinces accross **119** District

And **1.548** Sub District in Java Island

Each warehouse always located
**next to main street & Train
Stations/Railways** – plus the
potential from families and
surrounding community



KINERJA PERSEROAN 3Q 2023

Ringkasan Kinerja Perseroan 3Q 2023

Sektor bisnis Periklanan berkontribusi pada Triwulan III 2023 sebesar 66.85% dari Total Pendapatan Perseroan dan tumbuh sebesar 92.98% dibandingkan pendapatan triwulan sebelumnya.

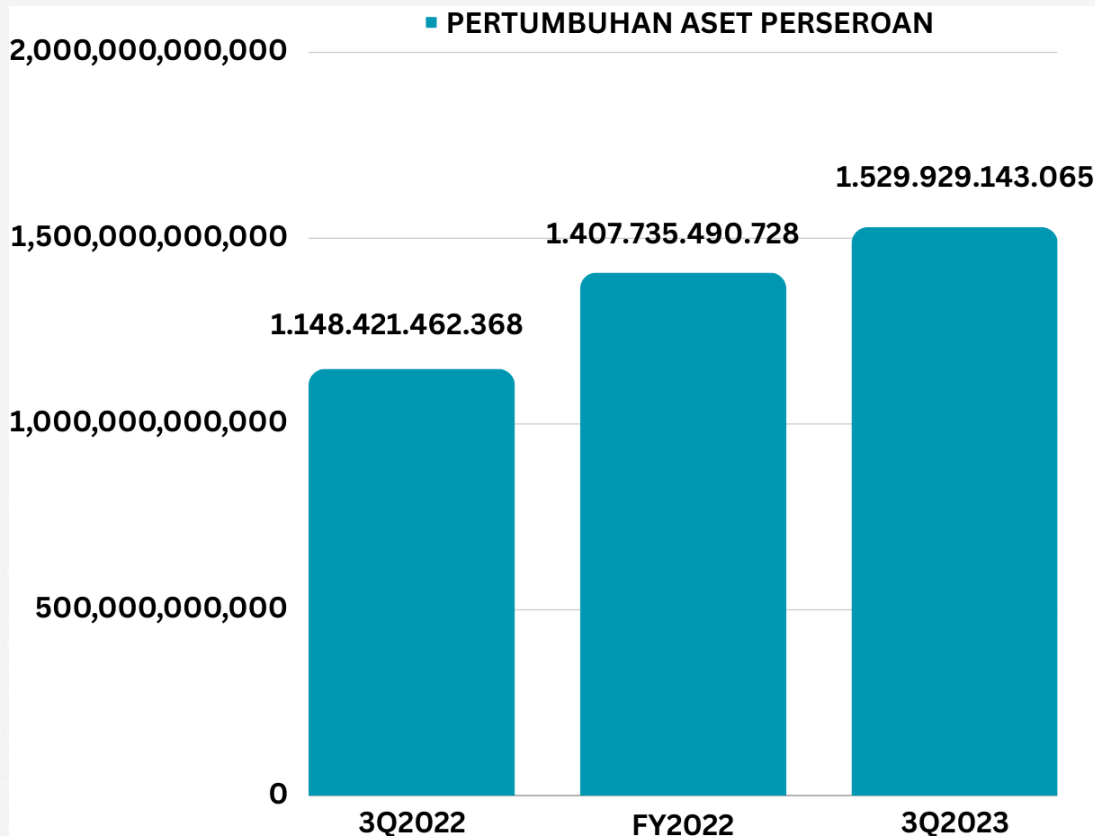
Sektor Telekomunikasi berkontribusi pada Triwulan III 2023 sebesar 18.34% dari Total Pendapatan Perseroan dan tumbuh sebesar 59.63% dibandingkan pendapatan triwulan sebelumnya.

Sektor Produk Digital berkontribusi pada Triwulan III 2023 sebesar 14.83% dari Total Pendapatan Perseroan dan tumbuh sebesar 21.57% dibandingkan pendapatan triwulan sebelumnya.

Laba perseroan pada Triwulan III 2023 tumbuh 139.31% dibandingkan triwulan sebelumnya.

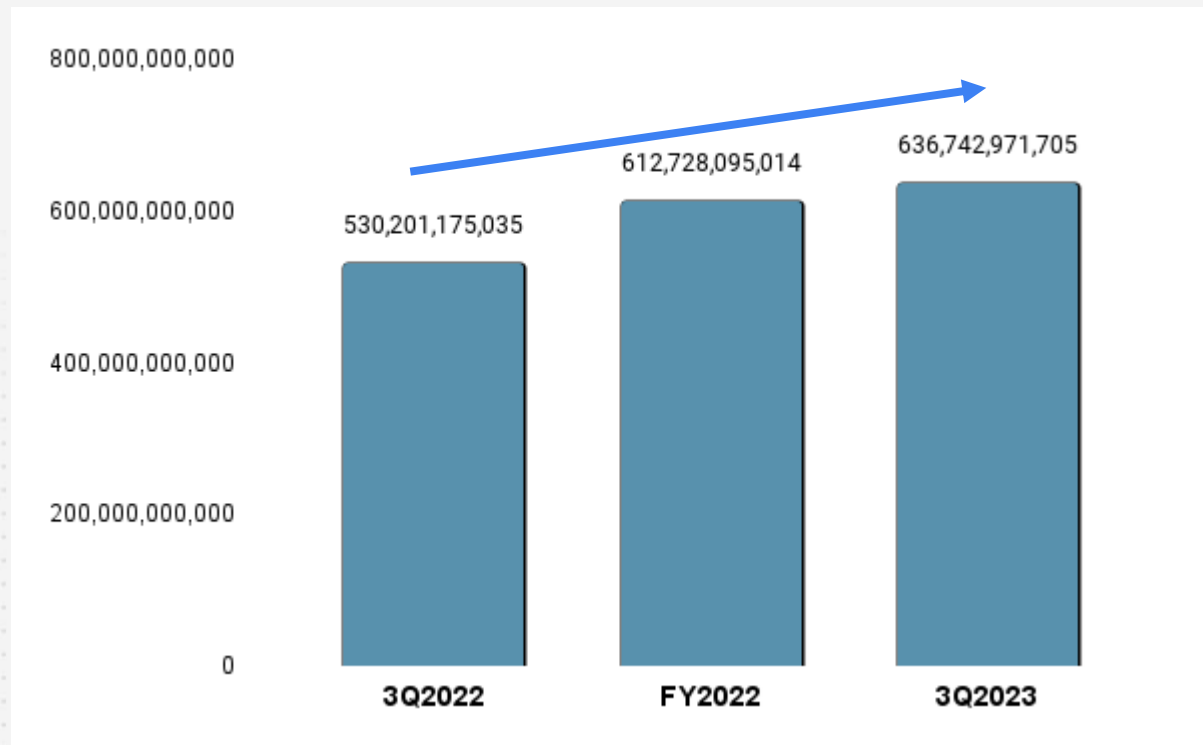
PERTUMBUHAN ASET PERSEROAN

**ASET PERSEROAN TUMBUH
SEBESAR 33.22% YoY dan
8.68% YTD.**

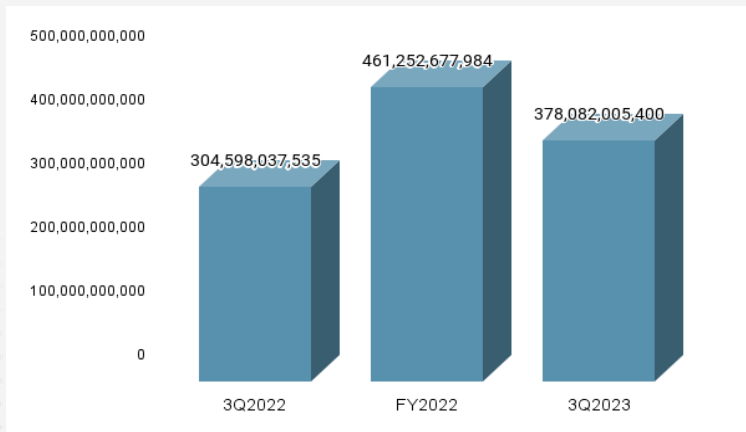


EKUITAS PERSEROAN

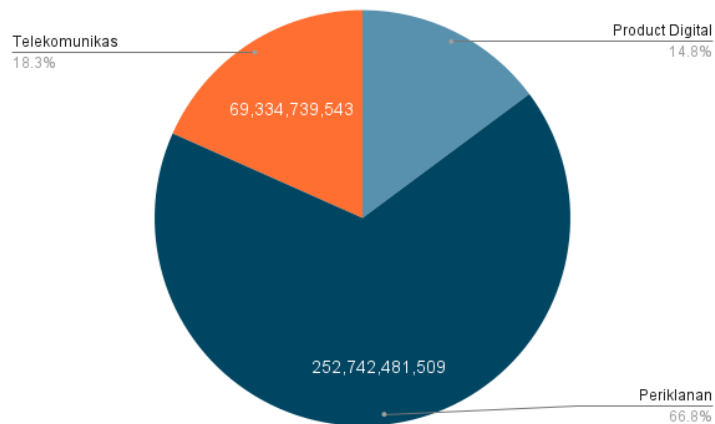
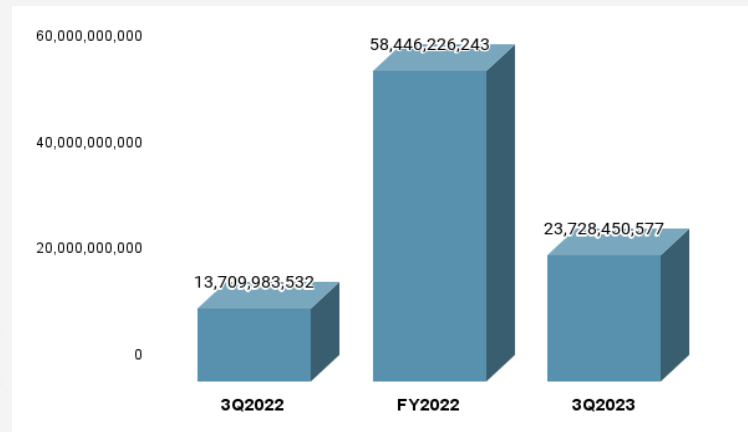
**EKUITAS PERSEROAN
TERUS BERTUMBUH
YAITU SEBESAR 20.09%
YoY dan 3.92% YTD.**



KINERJA PENDAPATAN 3Q 2023



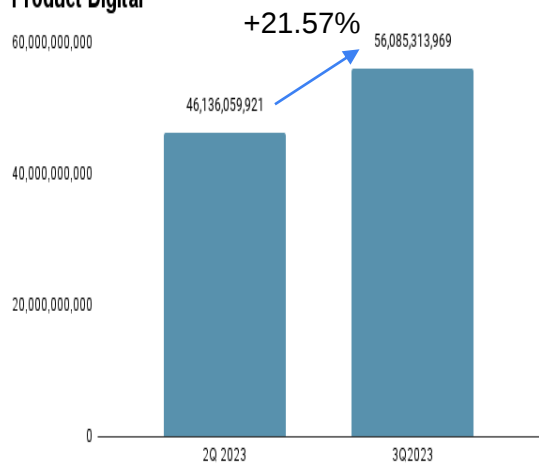
KINERJA LABA PERSEROAN 3Q 2023



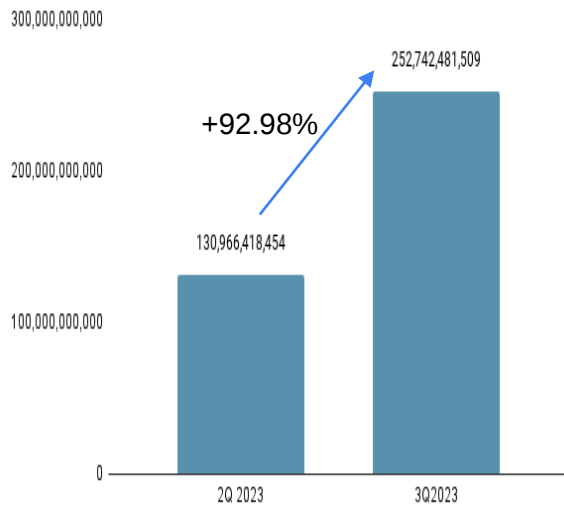
KONTRIBUSI SEKTOR USAHA TERHADAP PENDAPATAN

KINERJA SEKTOR USAHA (QoQ)

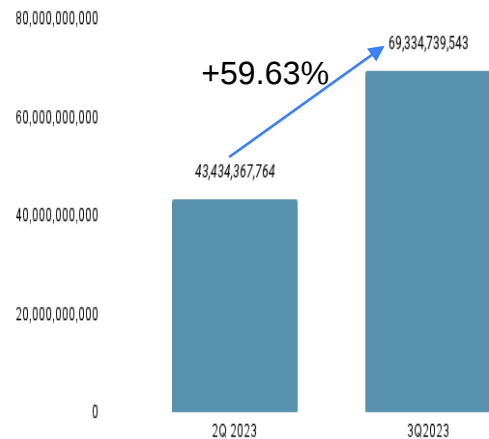
Product Digital



Periklanan



Telekomunikasi





TERIMAKASIH