



ANNUAL PUBLIC EXPOSE LIVE 2024

PT Solusi Sinergi Digital Tbk

Integrating Digital Sustainability

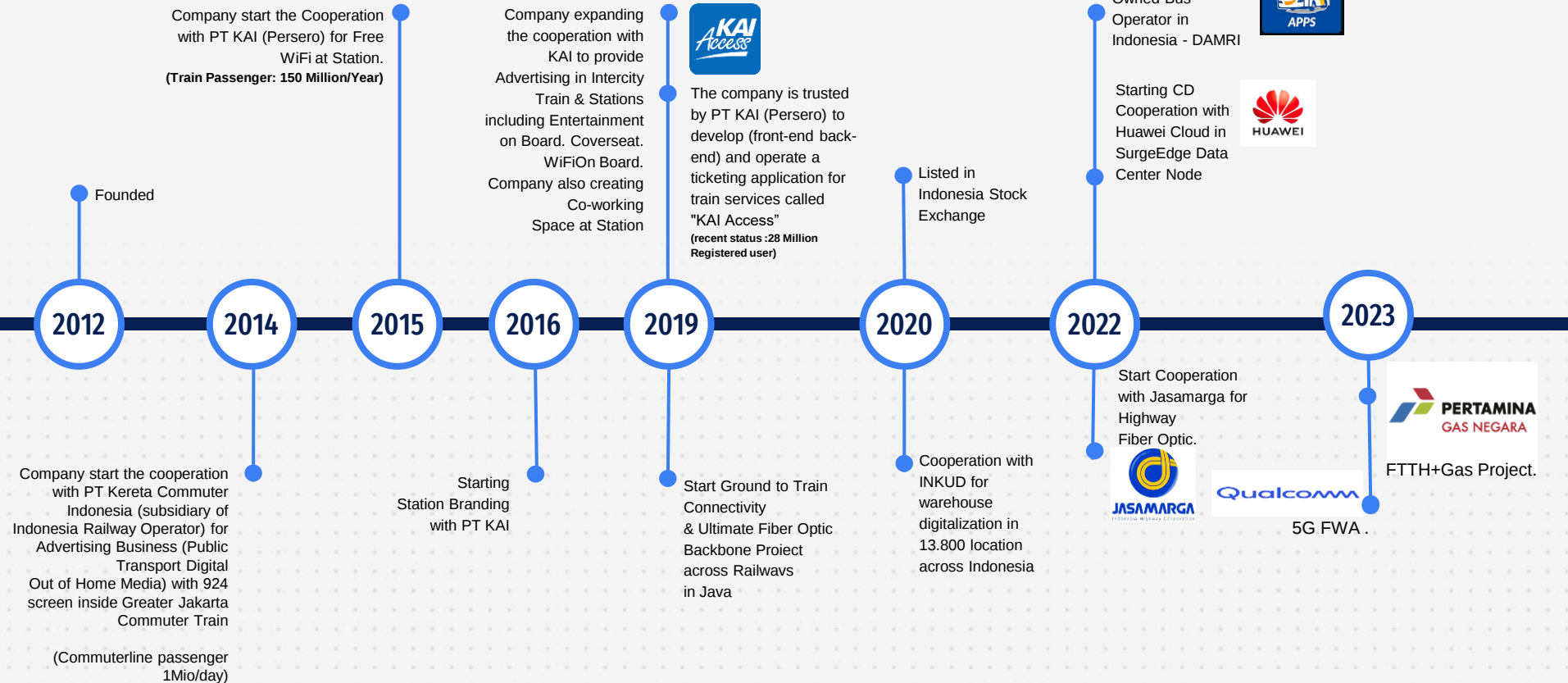
27 Agustus 2024

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Our Milestone

Listed Holding Co. Roadmap

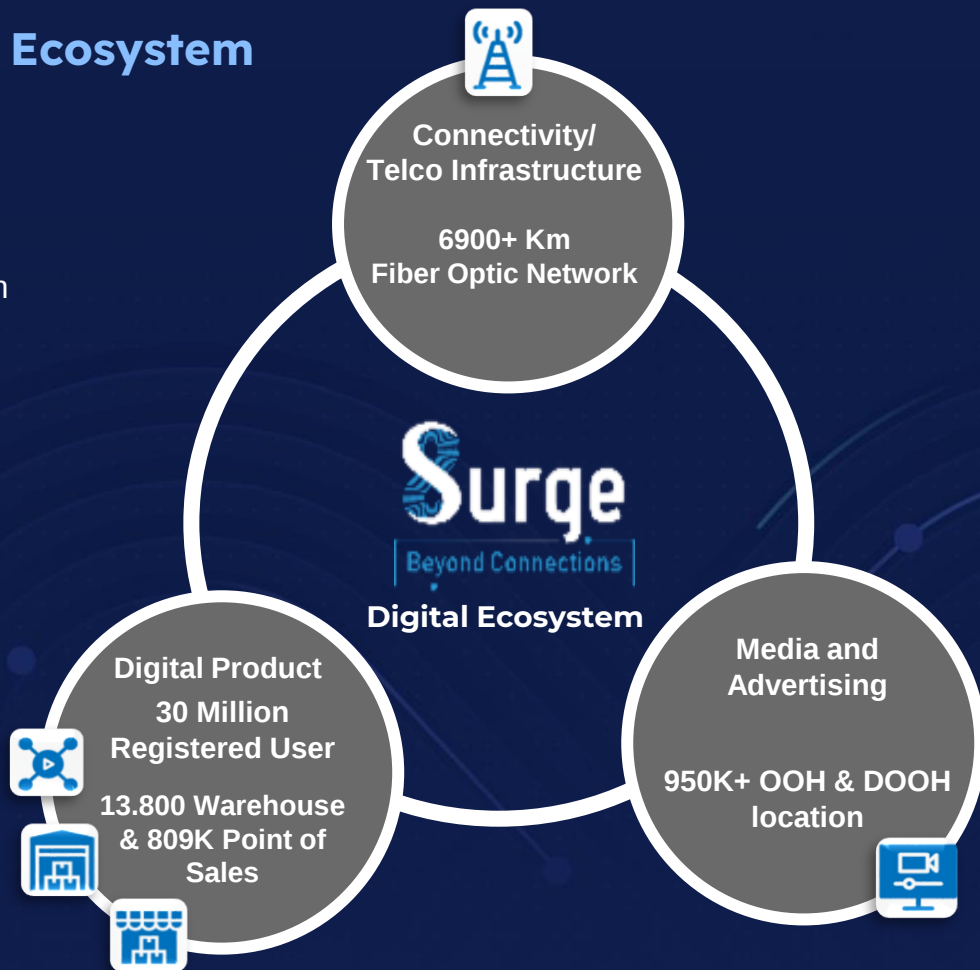


Building Integrated Digital Ecosystem for Indonesia

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

BOARD OF COMMISSIONERS



Hermansjah Haryono
Chief Commissioner



Doni Satiaji Soetadi
Independent Commissioner

BOARD OF DIRECTOR



Yune Marketatmo
President Director



Gilman P. Nugraha
Director

SURGE JAVA BACKBONE

“CONNECTIVITY AS OUR FUTURE DNA”

Fiber Optic Infrastructure– 6,927 Km

“INDONESIA’S ONLY RAILWAYS BACKED FIBER OPTIC OPERATOR”



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



BTS Poles along
Railway & Highway



592 St
Point of Presence &
Edge Data Center



140+ Million
Potential viewer/subscriber
along Railway & Highway

Competitive Advantages

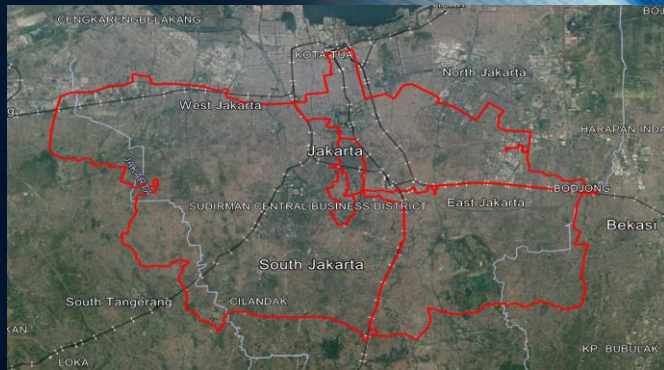
1. Fiber Optic Infrastructure Provider in 3 Different Lines :
 - Railway Lines in Java Island
 - Highways in Java Island
 - Provincial Roads
2. Cost Efficient Infrastructure
3. Passing the Center of Population Density on the Island of Java
4. Efficiency along the Railway – permission (sitac), interconnection,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

Ultimate Weave Java Backbone (2)

Railway Fiber Backbone (5017 Km)



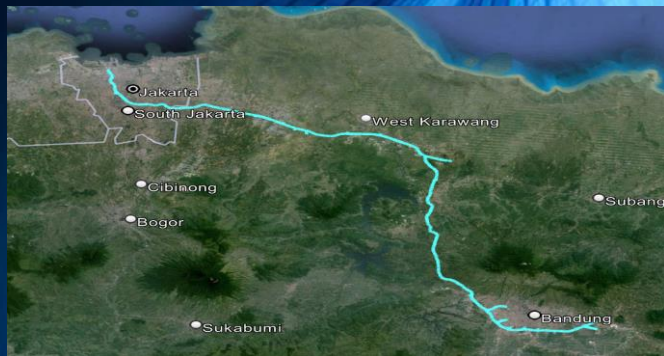
Inner Jakarta Fiber Backbone (458 Km)



Roadside Fiber Backbone (1187 Km)



Highway Backbone (265 Km)



KEY COMPETITIVENESS

**Fiber Optic Infrastructure Provider in 3 Different Lines :
Railway – Highway - Roadside**

Cost Efficient Infrastructure

Passing the Center of Population Density on the Island of Java

**Efficiency along the Railway – Permission (sitac), interconnection ,
and crossing (300 point of crossing)**

Provider of BTS Poles along the Railway line (3000 km)

Fiber Optic Infrastructure Provider in 3 Different Lines : Railway – Highway - Roadside

3 Backbone Line of Backup

Railway

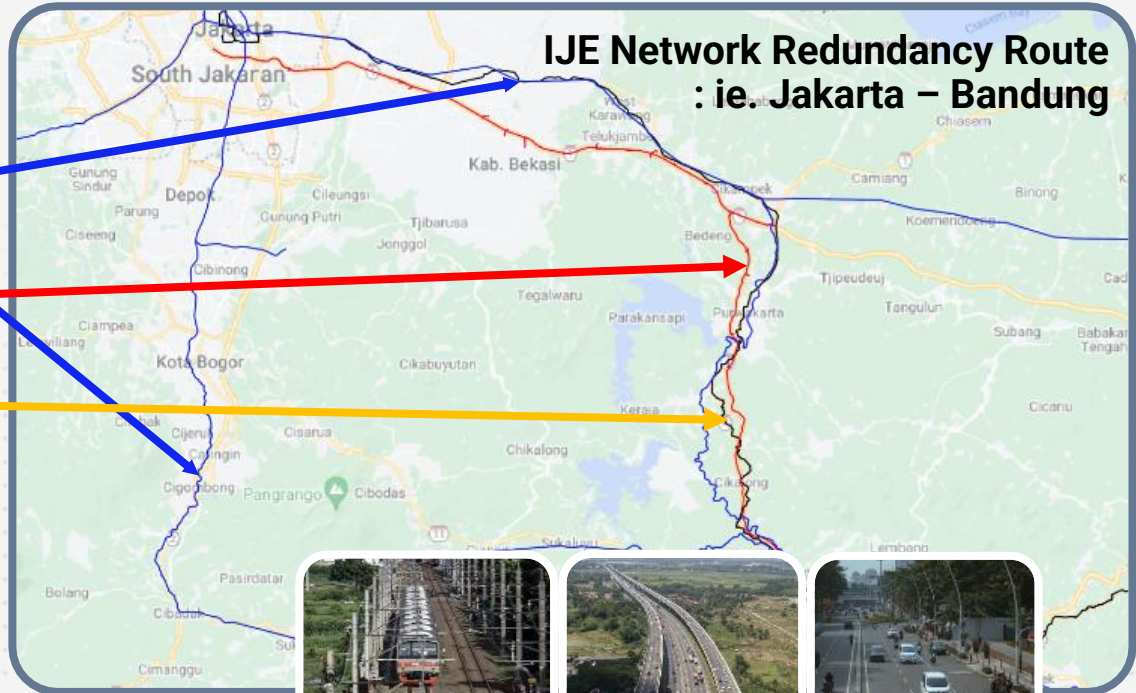
Highway Jakarta-Bandung

Provincial Roadside

+

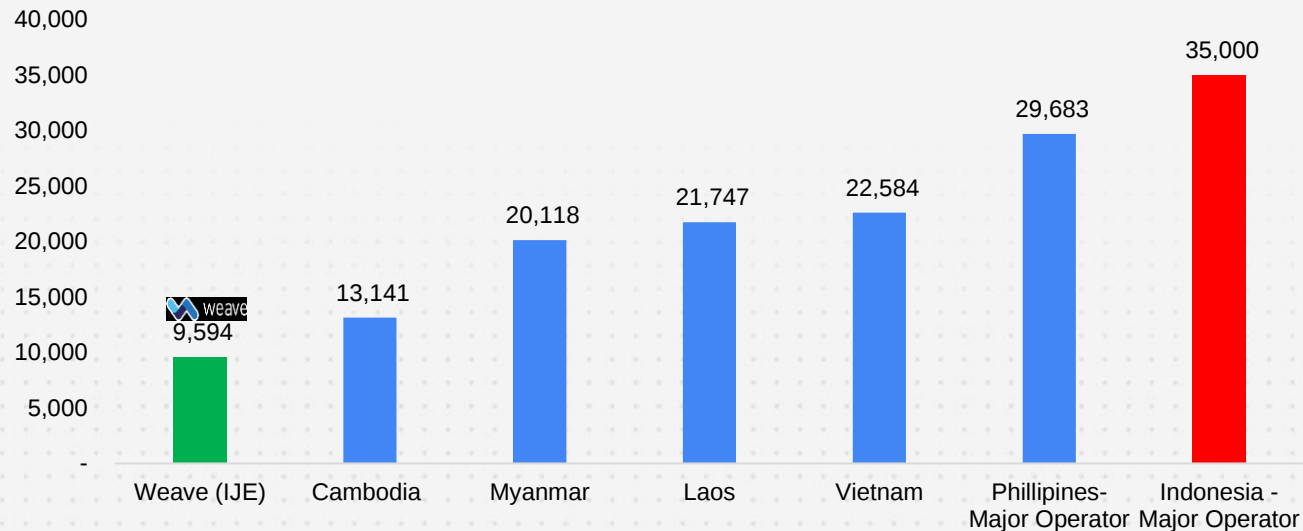
Automatically Switched
Optical Network (ASON)
Technology

IJE Network Redundancy Route
: ie. Jakarta – Bandung



Cost Efficient Infrastructure

Backbone Underground Outside Plant Capex (USD per km)



LICENSE

FAST DEPLOYMENT

EFFICIENT
CONSTRUCTION COST

EFFICIENT OPERATION

Efficient Capex Competitiveness

Source : Hardiman Telecommunications Research

Cost Efficient Infrastructure

EFFICIENT OPERATING EXPENDITURE



Optical Cable is managed by Indosat business group which has experience in operating Indosat network.



HUAWEI

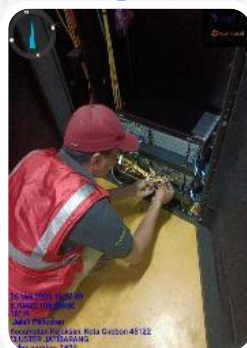


PacketLight

+ NOKIA

DWDM devices deployed by **Huawei** and **PacketLight**

Total Operating Cost is
"Fixed Cost" of **IDR 15
Billion per Year**



Passing the Center of Population Density on the Island of Java



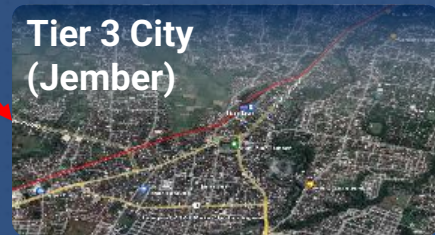
Tier 1 City
(Tangerang)



Tier 2 City
(Cirebon)



Tier 3 City
(Jember)



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

Provider of BTS Poles along the Railway line (3000 km)

BTS FOR TELCO & TOWER CO

SURROUNDING POPULATIONS

GROUND TO TRAIN CONNECTIVITY



Leased Core / Dark Fiber



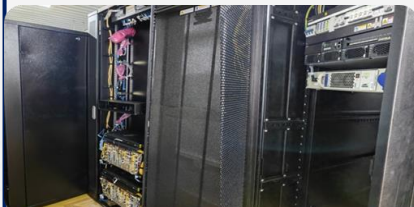
Potential Ultimate Annual Revenue : IDR 1,2 Trillion

- 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:

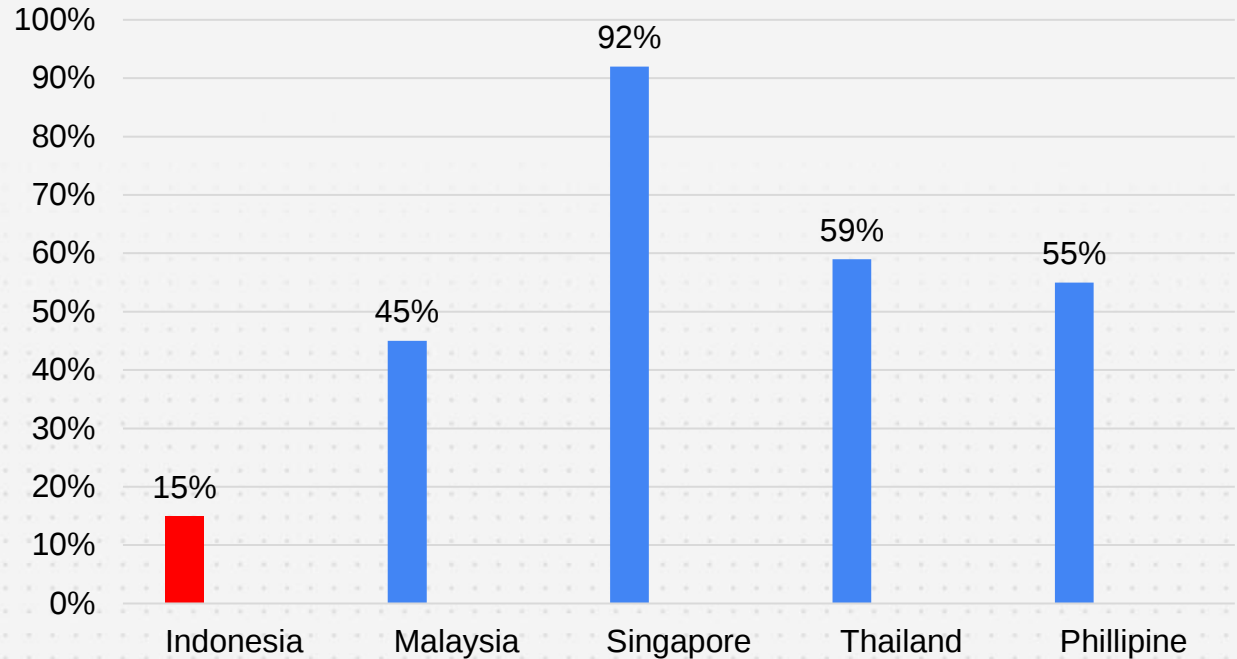
- Telco Company (5G FWA)
- Tower Provider

Market Opportunity

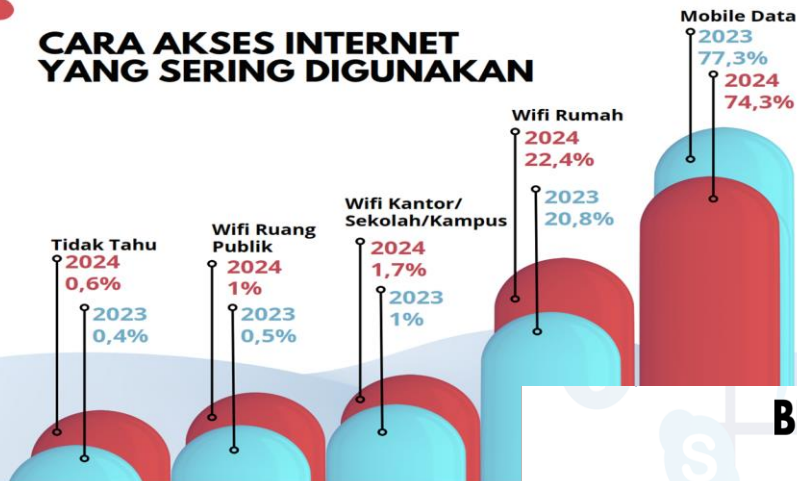
Market Opportunity

- **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



CARA AKSES INTERNET YANG SERING DIGUNAKAN



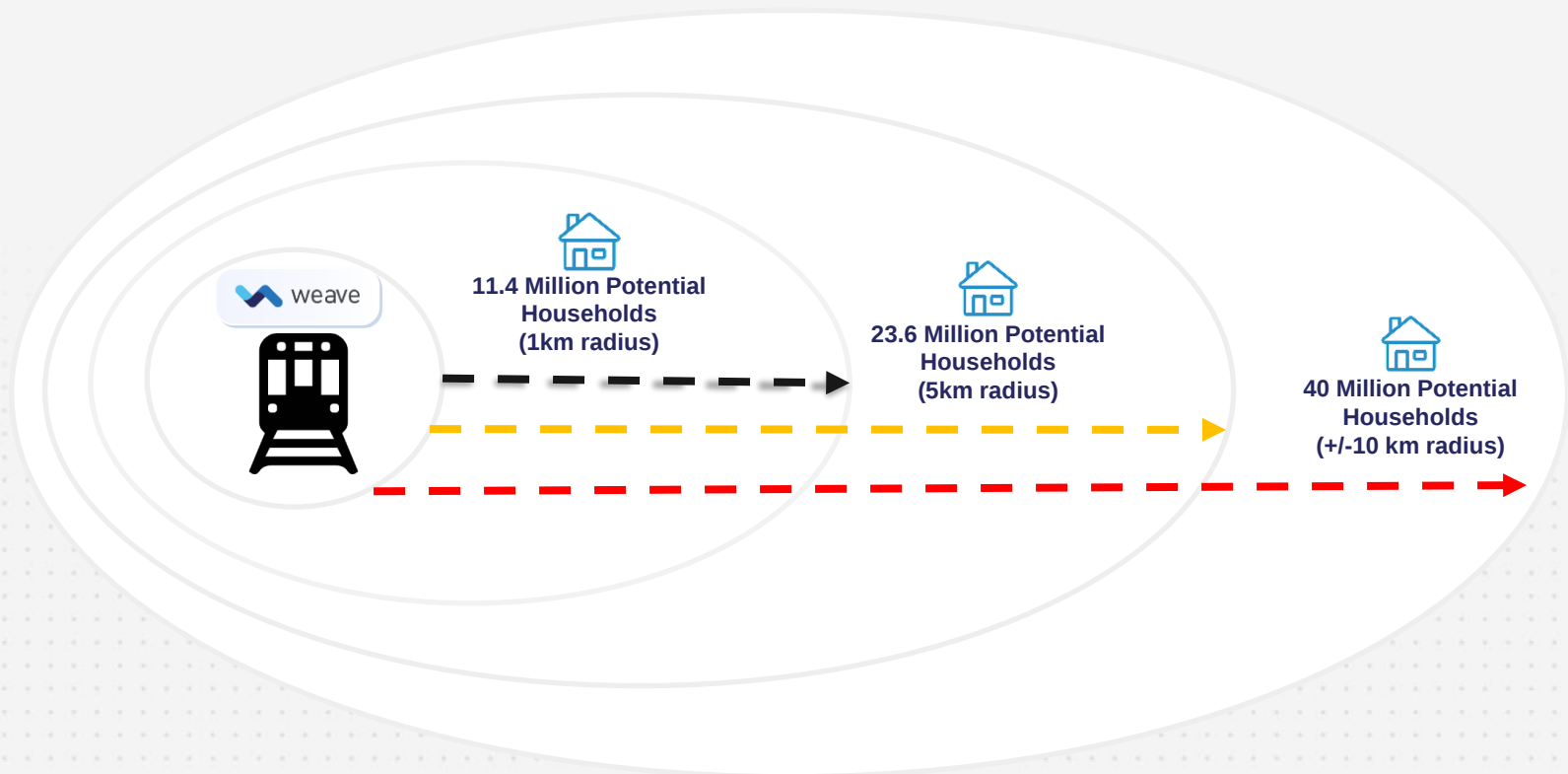
75.2% of customers only afford to pay internet subscription fees below IDR 300.000/ month,

The ideal price is IDR 150,000/ month.

BIAYA LANGGANAN INTERNET DIRUMAH (PerBulan)



Proximity along Surge Java Railway Backbone



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
InTrains
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/Traditiona l 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, Residentials, Healthcare, Transportation



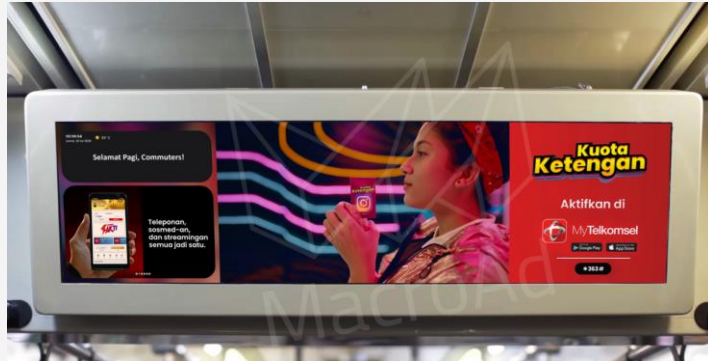
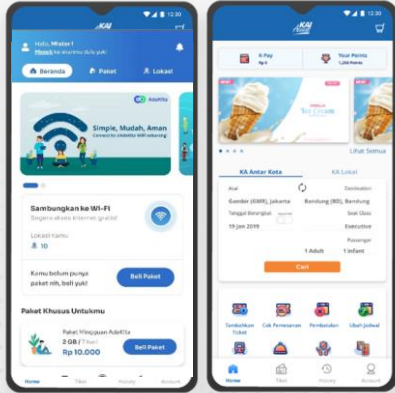
Nationwide

**6 Environment
Digital Media**

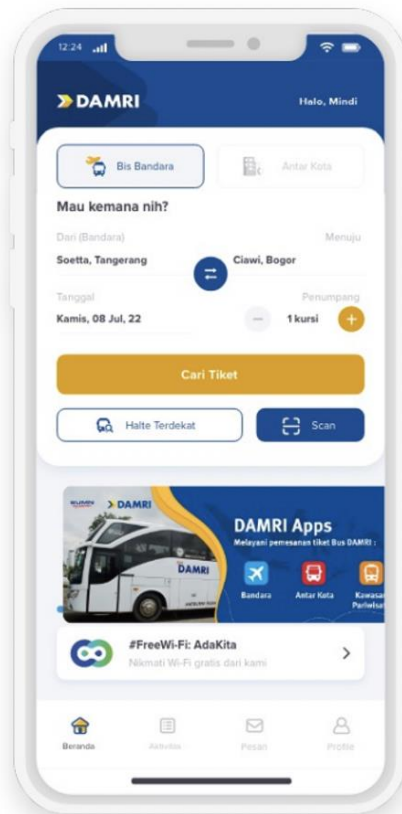
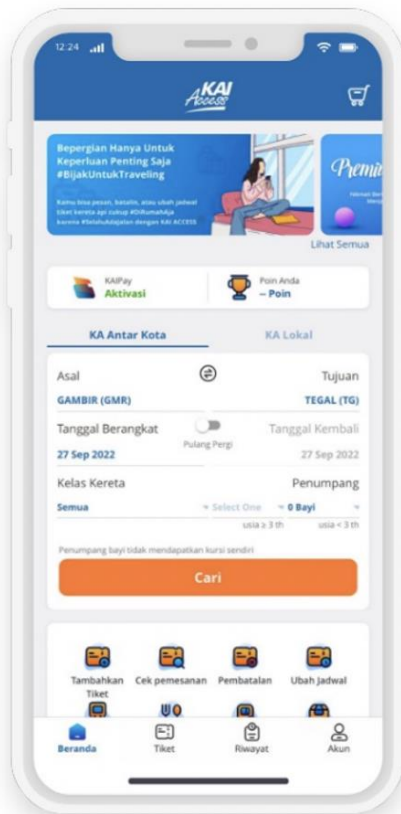
60 Million
Monthly Visitors

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

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

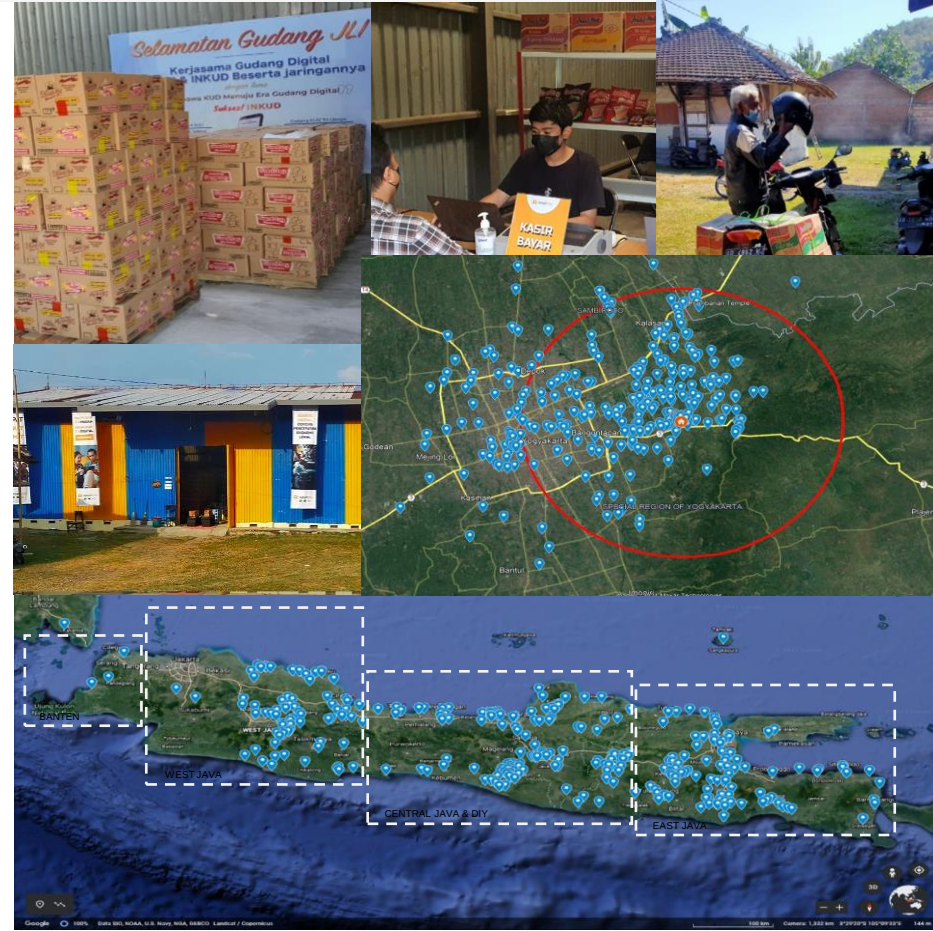
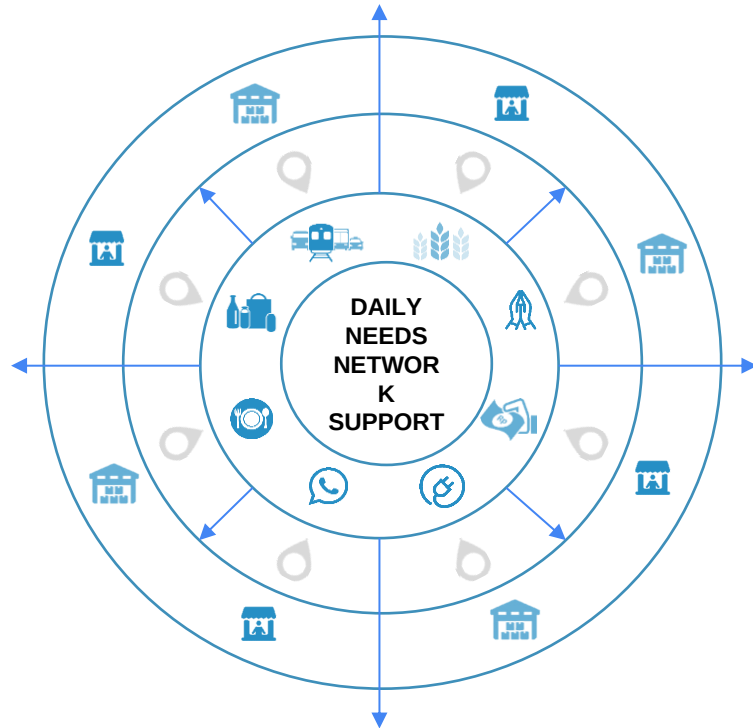


TECHNOLOGY & DIGITAL PRODUCT BUSINESS LINE



Smart Warehouse Solution

Managing 13.800 warehouses across Indonesia with 809K Point of Sales through Online Apps solution with high-speed internet infra to support high tech supply chain & logistic system



WAREHOUSE IN JAVA (POTENTIAL EDGE DATA CENTER)

1200+

WAREHOUSE LOCATION AROUND JAVA



Located in **6** Provinces accros **119** District

And **1.548** Sub Dictrict in Java Island

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

FINANCIAL PERFORMANCE 2Q2024

Ringkasan Kinerja Perseroan

Sektor bisnis Periklanan berkontribusi sebesar 59,30% dari Total Pendapatan Perseroan dan tumbuh sebesar 40,54% dibandingkan pendapatan Kuartal II 2023.

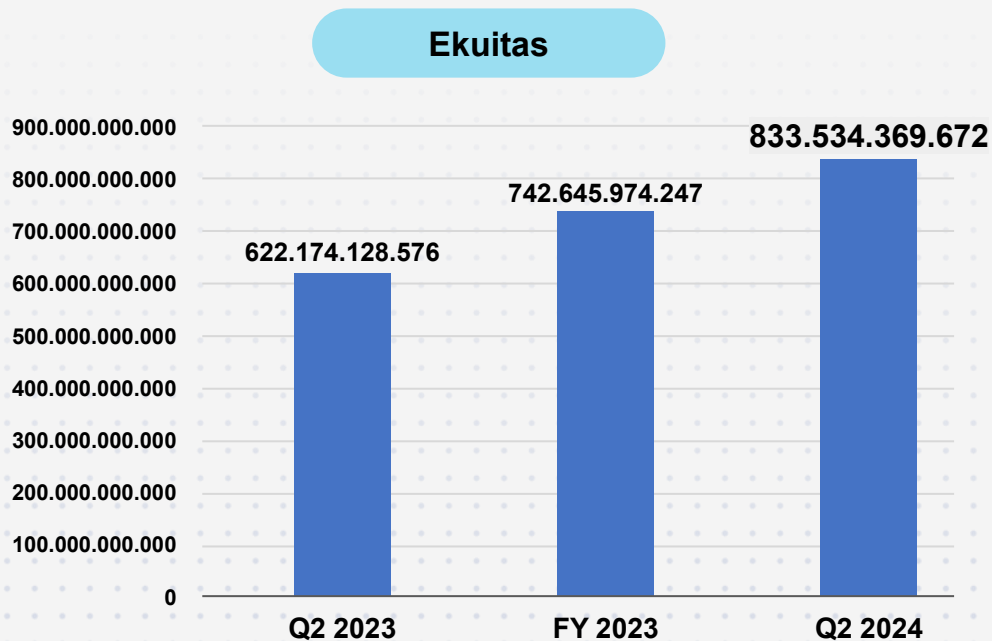
Sektor Telekomunikasi berkontribusi pada Q2 sebesar 37,85% dari Total Pendapatan Perseroan dan tumbuh sebesar 170,49% dibandingkan pendapatan Kuartal II 2023.

Sektor Produk Digital berkontribusi sebesar 2,85% dari Total Pendapatan Perseroan dan turun sebesar -80,8% dibandingkan pendapatan Kuartal II 2023

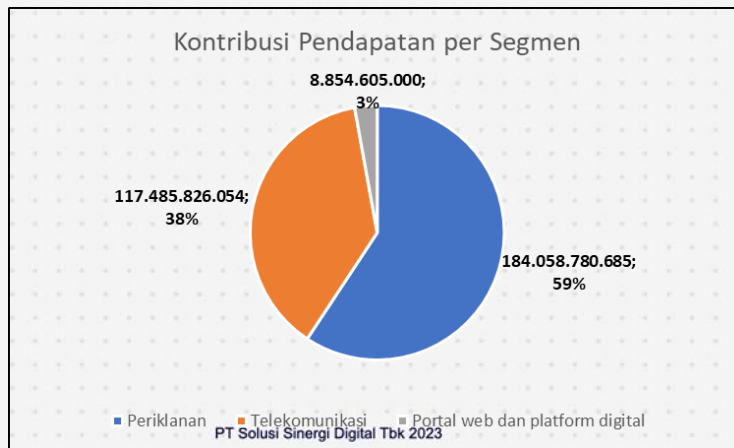
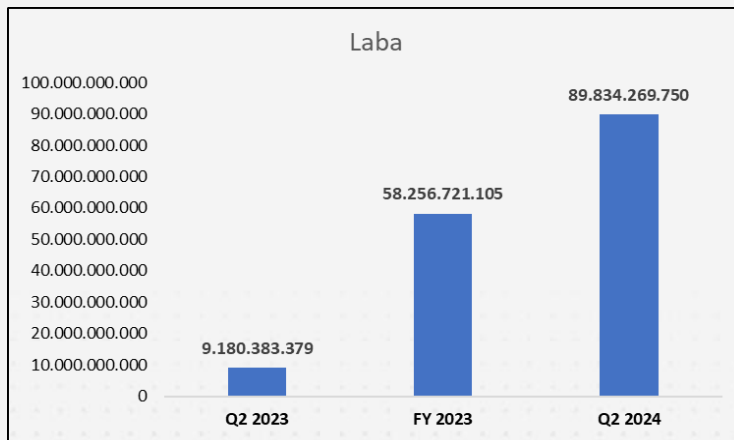
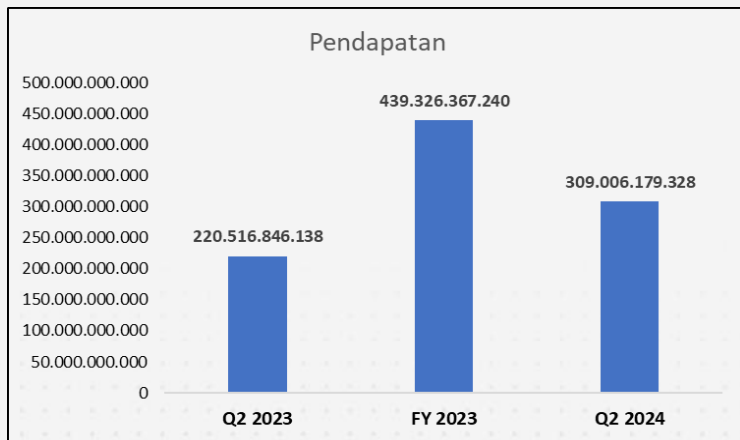
Laba perseroan pada Q2 2024 tumbuh 878,55% dibandingkan dengan kuartal II 2023.

EKUITAS PERSEROAN

EKUITAS PERSEROAN TERUS
BERTUMBUH YAITU SEBESAR
33,97% YoY dan 12,24% YTD.

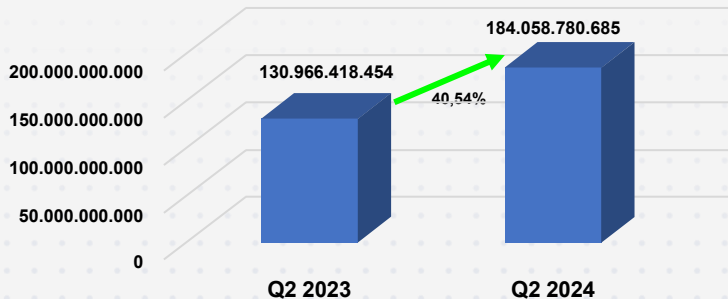


KINERJA PENDAPATAN DAN LABA PERSEROAN

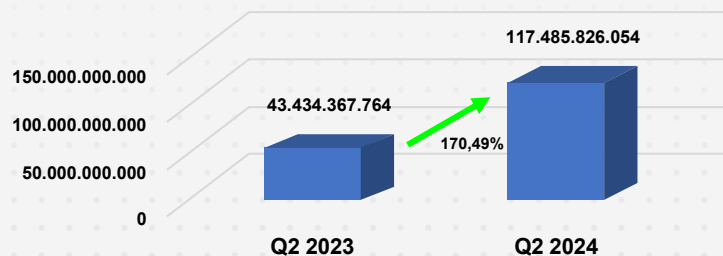


KINERJA SEKTOR USAHA

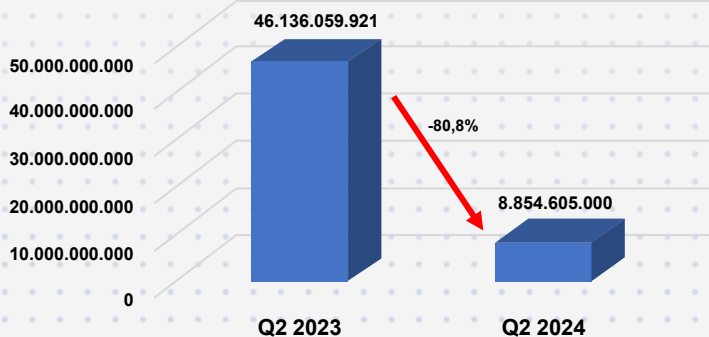
Periklanan



Telekomunikasi



Portal Web dan Platform Digital



INISIATIF PERSEROAN KE DEPAN

FOKUS PERSEROAN KE DEPAN

PERLUASAN DAN PENGEMBANGAN JARINGAN INFRASTRUKTUR JARINGAN SERAT OPTIK DI BERBAGAI SEGMENT

PENINGKATAN KERJASAMA DENGAN BERBAGAI MITRA BAGI EKSPANSI INTERNET HANDAL DAN TERJANGKAU YANG MENJANGKAU 25 JUTA RUMAH TANGGA

PENINGKATAN KEMITRAAN DENGAN BERBAGAI MITRA TEKNOLOGI GLOBAL DALAM TERUS MENINGKATKAN INOVASI DAN RELEVAN DENGAN PERKEMBANGAN TEKNOLOGI

PENGEMBANGAN EKOSISTEM DIGITAL PERSEROAN

TERIMA KASIH

PT SOLUSI SINERGI DIGITAL TBK - WIFI.JK

2023