

PUBLIC EXPOSE – STRATEGIC MILESTONES and ACHIEVEMENTS

**PT SOLUSI SINERGI DIGITAL TBK – SURGE
PT TELEMEDIA KOMUNIKASI PRATAMA**

Shannedy Ong
Jakarta, Oct. 21, 2025

AGENDA

01

Market Update

02

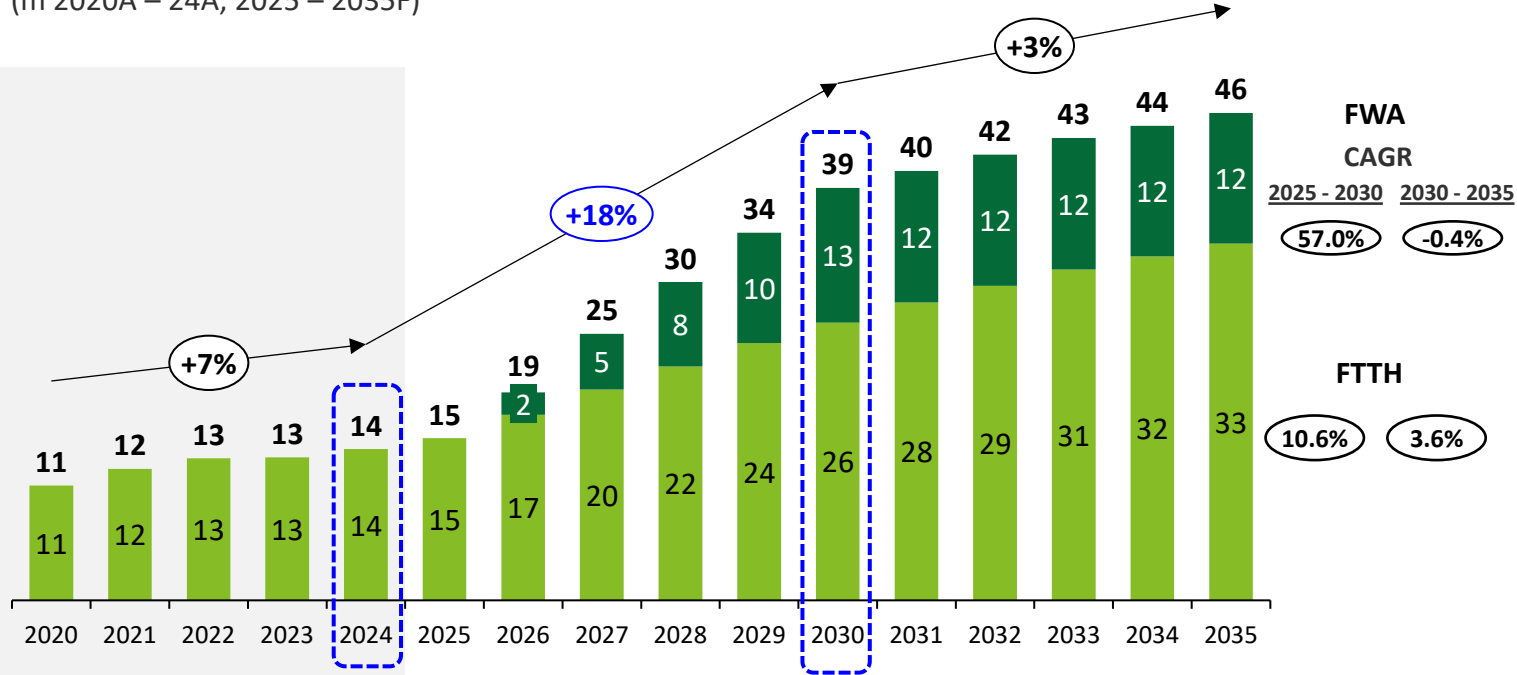
5G FWA – Execution Plan

03

FTTH Deployment – Achievements and Target

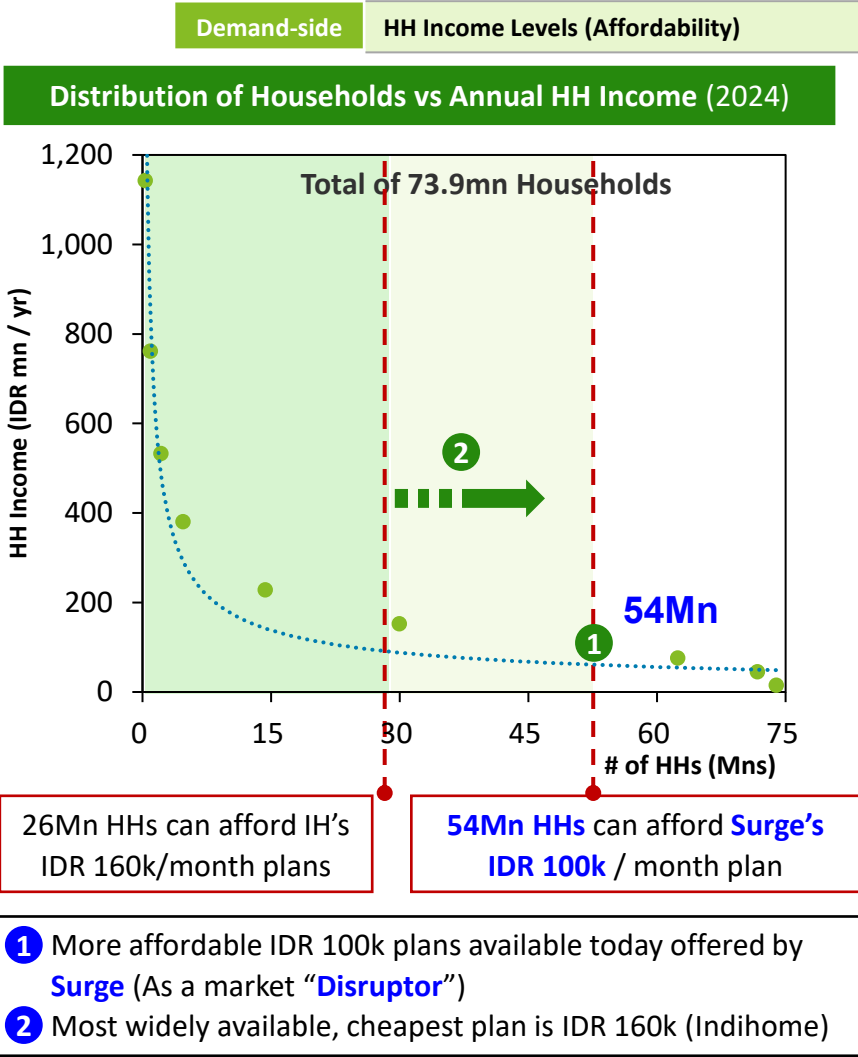
Indonesia FBB subscribers will reach 39mn by 2030, driven by “Affordable Broadband”

Market: Indonesia’s FBB Subscribers^{1, 2 & 3}
(m 2020A – 24A, 2025 – 2035F)



Penetration Rate (in % of total household)

2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	
15%	17%	18%	18%	19%	22%	29%	36%	41%	46%	50%	51%	51%	52%	52%	52%	Total FBB penetration
0%	0%	0%	0%	0%	0%	3%	7%	10%	13%	15%	15%	15%	14%	14%	14%	%FWA penetration
15%	17%	18%	18%	19%	20%	23%	26%	28%	30%	32%	34%	35%	36%	37%	37%	%FTTH penetration

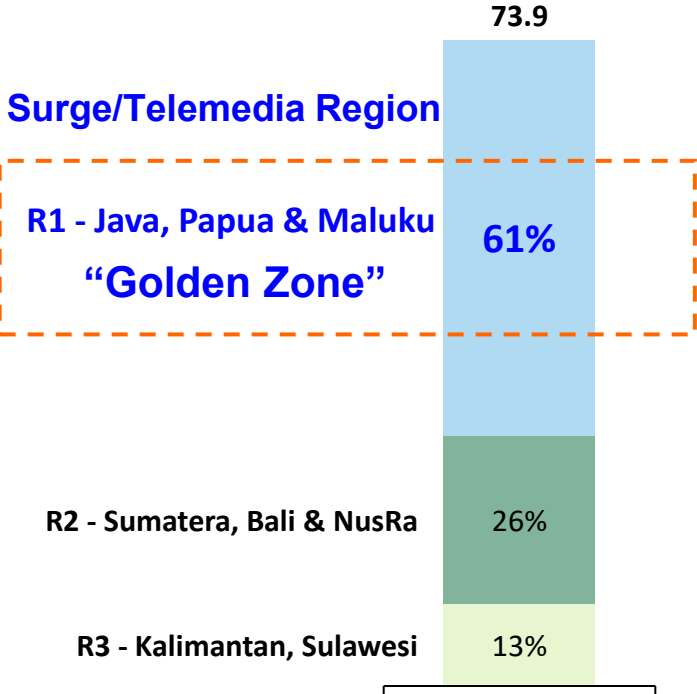


1. FTTH CAGR benchmarked to Thailand market from 2015 – 2022 with 10.6% growth; 2. The forecast discounts ~1–2.5% overlap between FTTH and FWA subscribers starting year 2028; 3. Total household forecasted to grow 1.9% following historical 2019 – 2024 CAGR
Source: Indonesia BPS, Thailand Telecom Industry Database, ITU, News websites, Deloitte analysis
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5G FIXED WIRELESS ACCESS – (FWA) EXECUTION PLAN

Total Addressable Market and Existing Towers Readiness

Total Households in Indonesia,
grouped by Regions
(million Households, 2024)



Availability of Towers for Surge
(units, as of Q2 2025 unless otherwise noted)

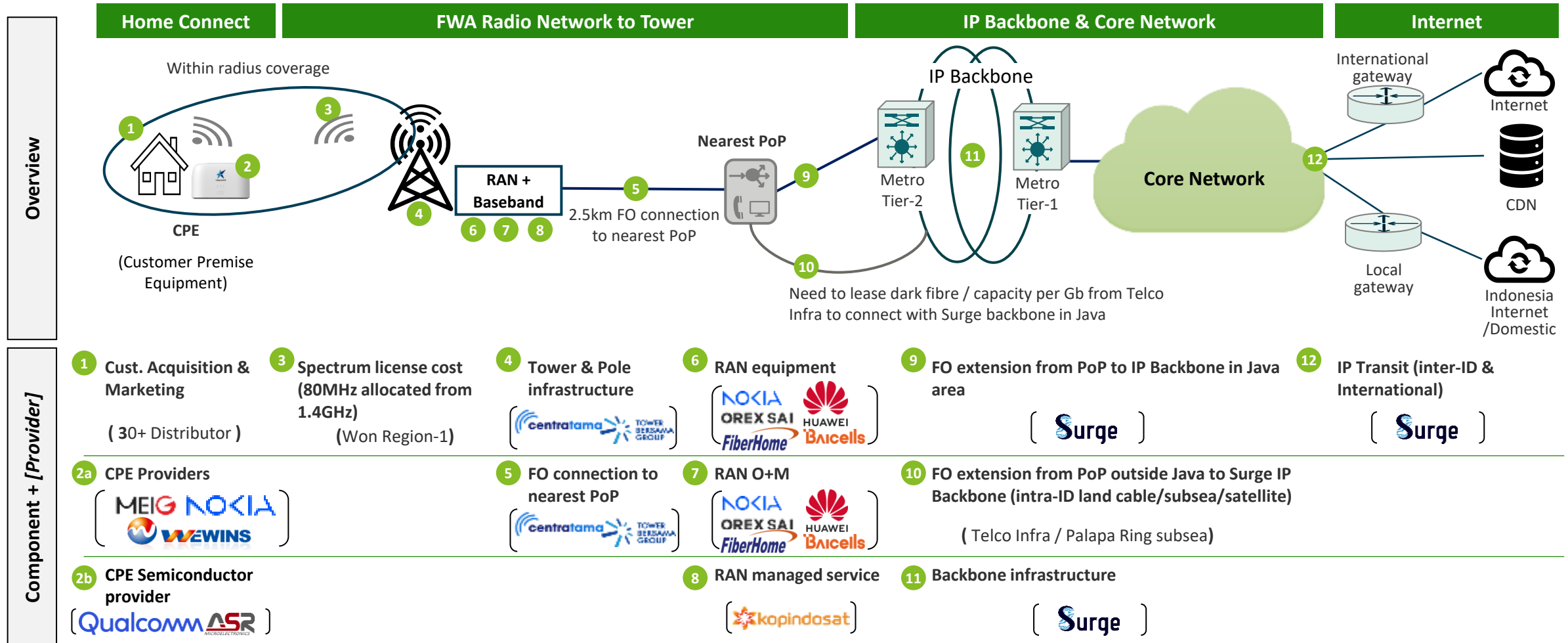
TowerCo:	TBIG	CENTRATAMA	PKP
Total Tower Portfolio (50K sites)	23,778	14,563	11,652

Additional Towers

MitraTel (DAYA)	TOWR *alternative
39,782	35,825

61% Share of Pocket translates into **45 million+** Households in R1
(Java, Maluku & Papua)

End-To-End Ecosystem Development with Strategic Partners



Surge has completed End-To-End Ecosystem development, supported by exclusive vendor partnerships (RAN Equipment & CPE) committed to support the Region-1 FWA roll-out.

Commercial Devices - Radio Unit

1.4GHz 8T8R RRU Specifications

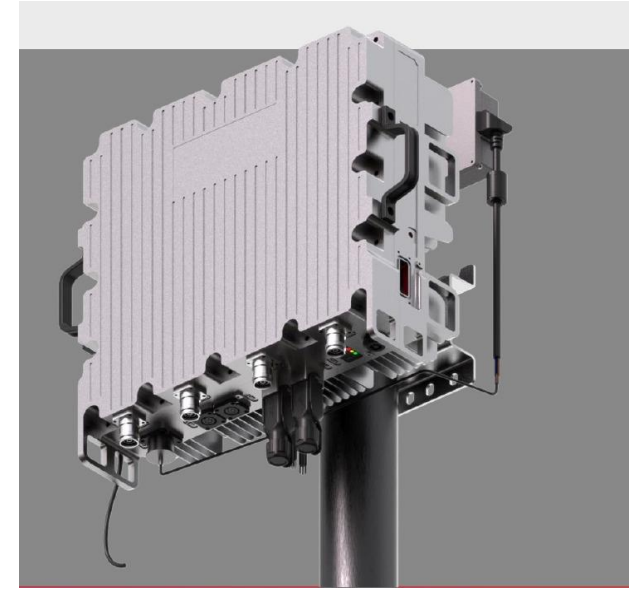


Figure 4: AirScale Micro RRH 4T4R N50 80W , AWHKC

NOKIA



HUAWEI



OREX SAI



Baicells



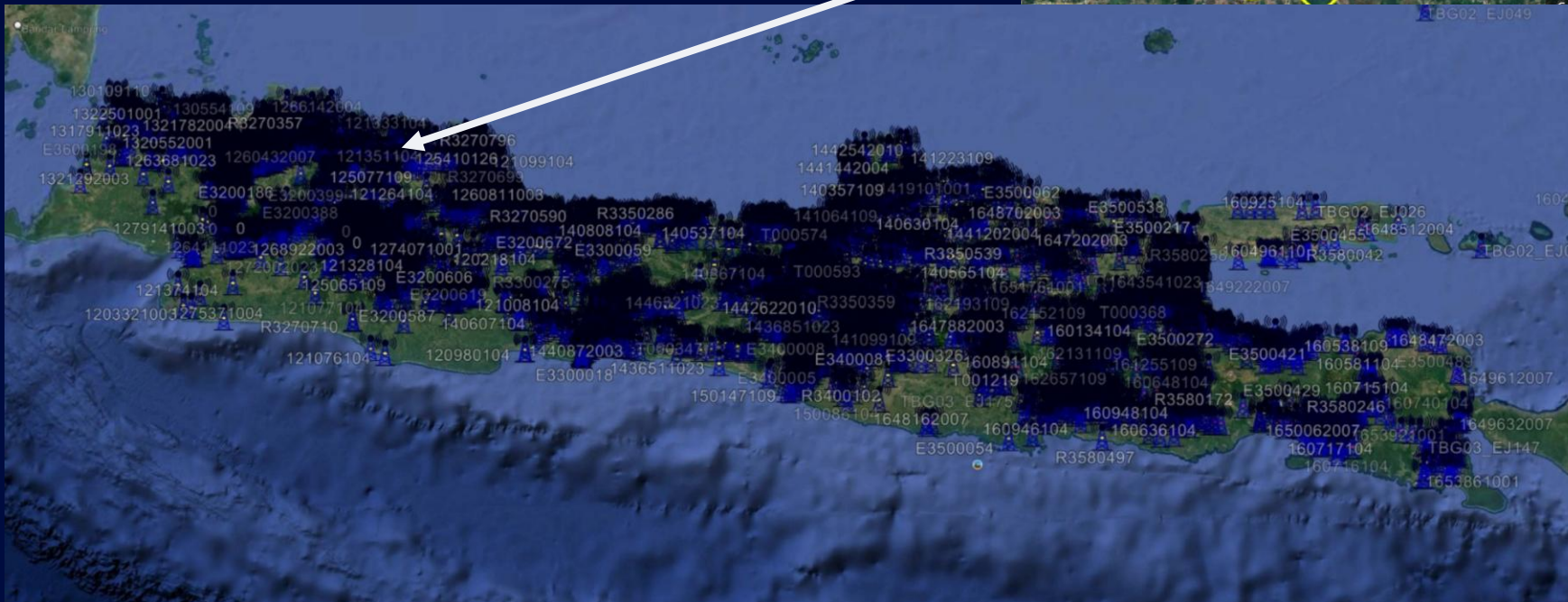
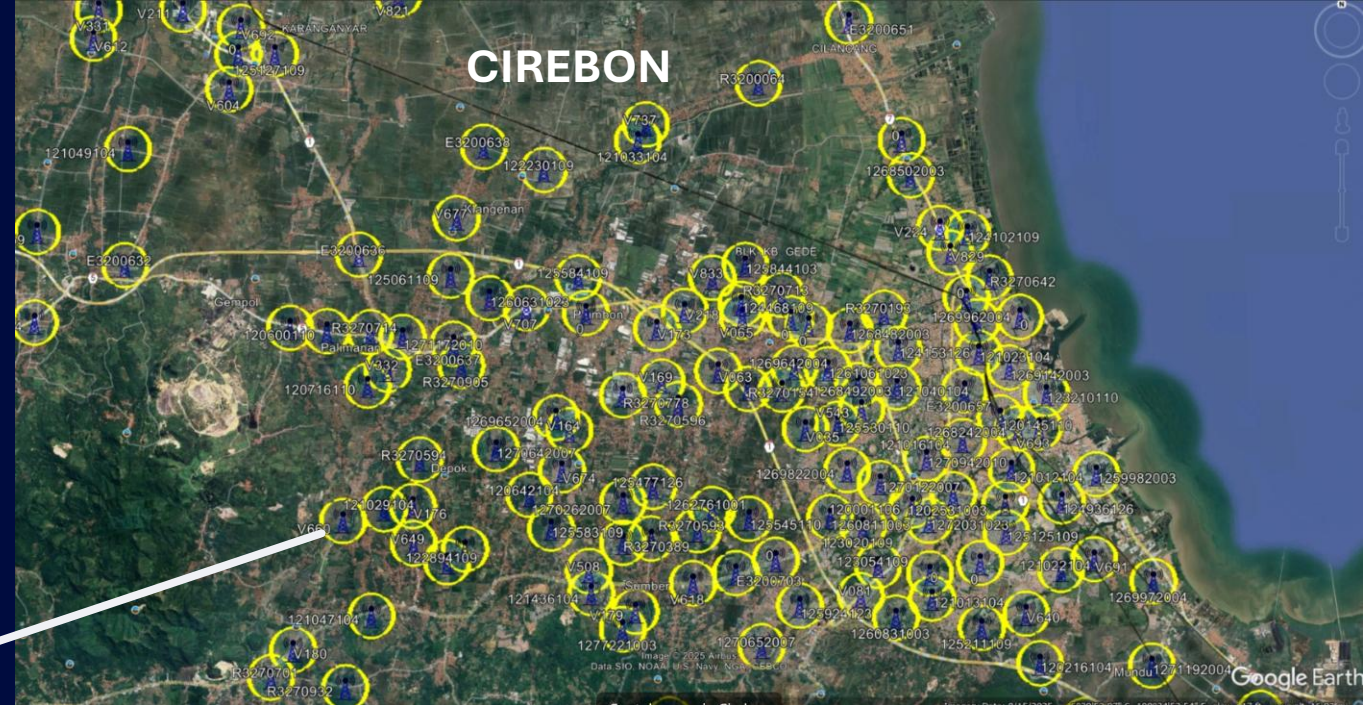
Fiberhome

Coverage Mapping – Java

Java Island:

Potential Tower Providers' sites: 40,000+

Total Addressable Households: 45 million+



Surge – Telemedia FWA Value Propositions

Differentiating it from other existing ISPs



Affordable pricing @IDR100K to drive high take-up rate

By offering affordable pricing at IDR100k, Surge can capture more HHs (esp. those that previously could not afford Fiber) as FWA subscribers and drive higher take-up rates



Expanding market to connect underserved/unserved HHs

- Rollout of FWA network will target areas currently underserved / unserved by fiber
- In areas w. existing Fiber presence, Surge will target low income HHs in high density areas



Faster roll-out as compared to fiber (FTTH)

Due to its inherent nature of Wireless, FWA is significantly having faster roll-out timeline compared to FTTH. Maximum Take-Up Rates can be achieved faster as well



Cost certainty with long-term Tower Lease agreement

Enter into long-term Tower Lease Agreements with multiple TowerCos to secure competitive lease cost at fixed rates (or minimal YoY increase) with nation-wide Tower footprint across Indonesia



Direct sales-force through Telco Distributor partner

Partnerships with Telco Distributors with nation-wide footprint. Pre-selling will be conducted 1 – 2 months prior to equipment set-up & start of Tower Lease to ensure high Take-Up Rate

FTTH DEPLOYMENT – ACHIEVEMENTS & PROGRESS

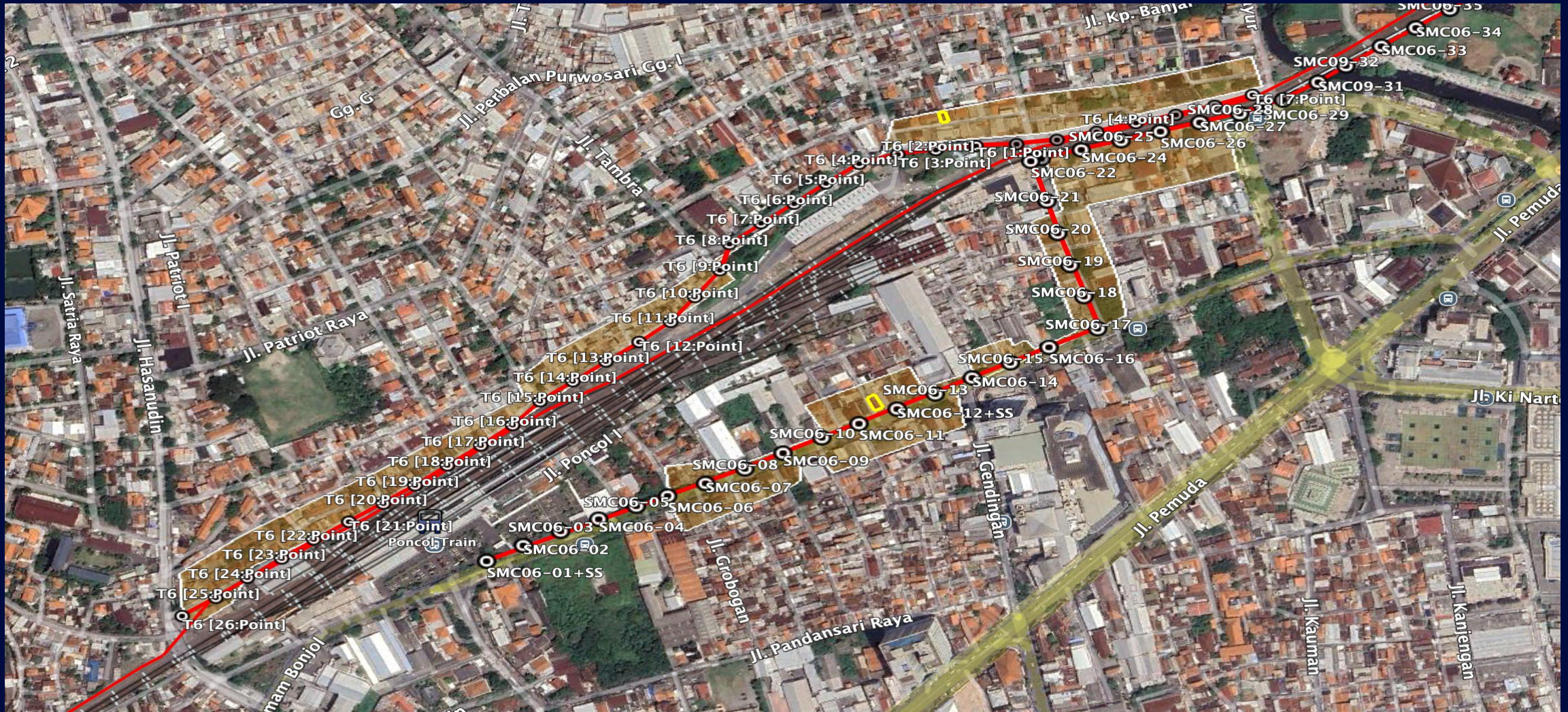
FTTH Deployment – Achievements & Target

	<u>Dec.'24</u>	<u>Sept.'25</u>	<u>Nov. Target</u>	<u>Dec. Target</u>	<u>Growth</u>
Home Pass	220K	1.510K +6.9X	2.160K	2.500K →	+11.3X
Home Connect	185K	831K +4.5X	1.281K	1.512K →	+8.2X
Take-Up Rate	84%	55%	59%	60% →	85%+

5 million HP with 85% TUR: On-Track

Jul. 2025 → Jun. 2026

Deployment Topology – Along the Railway Tracks

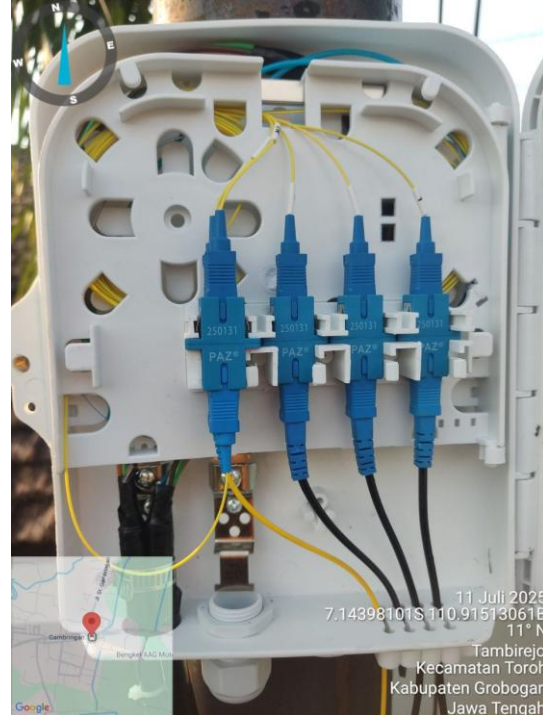


We are building **2.5 million** HP's in just **6 months** - **417,000** HP/month – **13,888/day**
Surge's Goal: to scale up to **1 million** HP/month with **80%+ TUR**

ODC – ODP Installation – **NTT East** Global Standard SOP & Quality



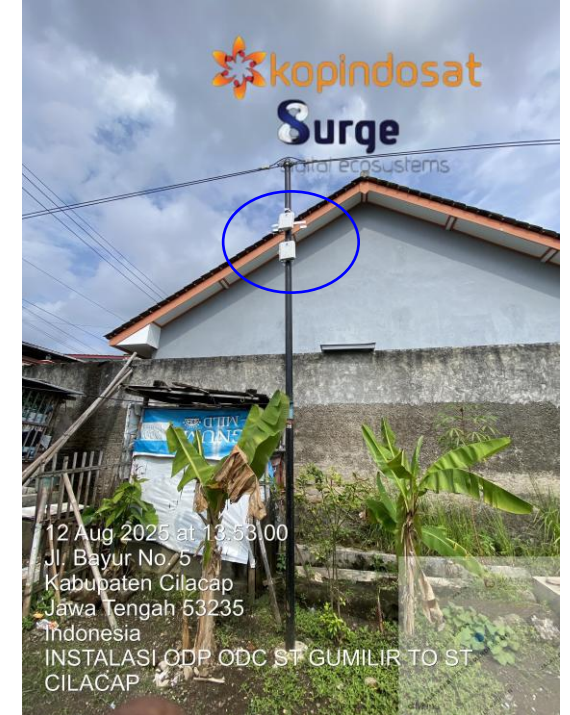
ODP Box



Pre-Conf. Wiring



Global Standard SOP



ODC – ODP Installation

Supported by Surge's local Partner, "KopIndosat"



“The 1st Wi-Fi 7”

“The 1st XGS-PON”

“The 1st 2Gbps Speeds”



TERIMA KASIH
THANK YOU