



digital ecosystems

PT Solusi Sinergi Digital Tbk · IDX: WIFI

Public Expose Live 2026

Indonesia's affordable broadband champion — Two engines, one national backbone

Building the connectivity fabric for Indonesia's AI decade

Monday, September 7, 2026

Public Expose Live 2026 · Public Expose Participation

This document contains forward-looking statements. 1H26 figures are unaudited.

Four topics for today



Company performance update & strategic direction

1H26 financial highlights, the twin growth-engine business model, and competitive positioning

1



Network expansion progress — IRA (5G FWA) & Starlite (FTTH)

Site & home-pass deployment, subscriber growth and the community acquisition engine

2



Outlook & corporate plans ahead

Upcoming catalysts and Roadmap towards Connected Intelligence

3



Live Q&A with the Board of Directors

Open discussion with SURGE's Board of Directors

4



SECTION 01

Company Performance Update & Strategic Direction

Triple-digit growth with profitability — powered by two mutually reinforcing growth engines: IRA (5G FWA) and Starlite (FTTH).

Triple-digit growth, delivered with conservative leverage

Rp1.57Tn +206% YoY

Revenue · ≈US\$96M

Telecommunications Rp1.28Tn (≈US\$78M),
+357% YoY — now 82% of the mix

Rp948.9Bn +117%
YoY

EBITDA · ≈US\$58M

60.4% margin held through the most intensive
expansion phase to date

Rp496.8Bn +118%
YoY

Net profit · ≈US\$30M

Profitable through the scale-up; parent NPAT
+45% YoY

2.3M +518% YoY

Broadband subscribers

FTTH 1.85M (+377%) + FWA 513K in its first full
quarter · FTTH churn <0.1%/month

Recurring connectivity now dominates the mix

- 82% of revenue is telecommunications, up from ~55% a year ago — subscription revenue that compounds with every connected home
- 2Q26 momentum: telco revenue +17% QoQ, EBITDA +13% QoQ — the engine that matters is accelerating
- Five-product ladder from Rp100K (≈US\$6) to Rp250K (≈US\$15) to migrate subscribers up
- FTTH churn <0.1%/month — largely first-time broadband users at a price point with no comparable alternative to churn to; exits are driven mainly by relocations

Well-capitalised through the investment phase

Rp8.29Tn

cash & equivalents (≈US\$506M)

0.85x

net debt / EBITDA

3.5x

EBITDA / interest

- ~Rp5.0Tn (≈US\$305M) of bonds & sukuk raised in 1H26, plus a Rp1.7Tn (≈US\$104M) syndicated loan tranche signed and drawn
- WEAVE's debut JPY21.4bn (~Rp2.4Tn / ≈US\$146M) Samurai Bond, Jul 2026 — rated investment-grade BBB+ by JCR; the group's first international issuance

Source: 1H 2026 analyst & investor call, 5 Aug 2026. Figures unaudited, as at or for the six months ended June 30, 2026; net debt / EBITDA on annualised EBITDA. USD equivalents indicative, at Rp16,400/USD.

Income statement, balance sheet and cash flow at a glance

Rp1.57Tn

REVENUE

+206% YoY · ≈US\$96M

Rp948.9Bn

EBITDA

60.4% margin · +117% YoY

Rp496.8Bn

NET PROFIT

31.6% margin · +118% YoY

Rp20.9Tn

TOTAL ASSETS

as at June 30, 2026

1

Income statement

Recurring revenue drives profit

Telecommunications revenue Rp1.28Tn (+357% YoY), now 82% of the mix; gross profit Rp832Bn; operating profit Rp698Bn; parent NPAT +45% YoY.

2

Balance sheet

Liquidity through the build-out

Cash & equivalents Rp8.29Tn; interest-bearing debt Rp9.8Tn; total equity Rp9Tn; net debt / EBITDA 0.85x; EBITDA / interest cover 3.5x.

3

Cash flow & capex

Investing ahead of the curve

1H26 capex realization >Rp1Tn, directed to FWA sites, FTTH home passes and CPE for the 2026 build program.

Per the unaudited interim financial statements as at / for the six months ended June 30, 2026.

Two companies, two technologies, one mission



PT Solusi Sinergi Digital Tbk (SURGE) **IDX: WIFI**



PT Telemedia Komunikasi Pratama ("TKP")
99.9% owned · 5G FWA operating subsidiary

PT Integrasi Jaringan Ekosistem ("WEAVE")
51% SURGE · 49% NTT East · FTTH operating subsidiary

THE BREAK-IN ENGINE **IRA — 5G FWA**

Attacks the 36M-home coverage gap — wireless reaches unpassed homes in weeks, not years

- World's first commercial 5G FWA on 1.4 GHz — live since Feb 2026, validated by Komdigi's operational feasibility test (ULO)
- Sites live in days/weeks — no per-home civil works; up to 250–300 users per rooftop 1-sector site
- Rp100k/month, up to 100 Mbps, unlimited — with potential 50,000+ ready-to-use rooftop locations in Region 1; 513K subscribers as at June 30, 2026

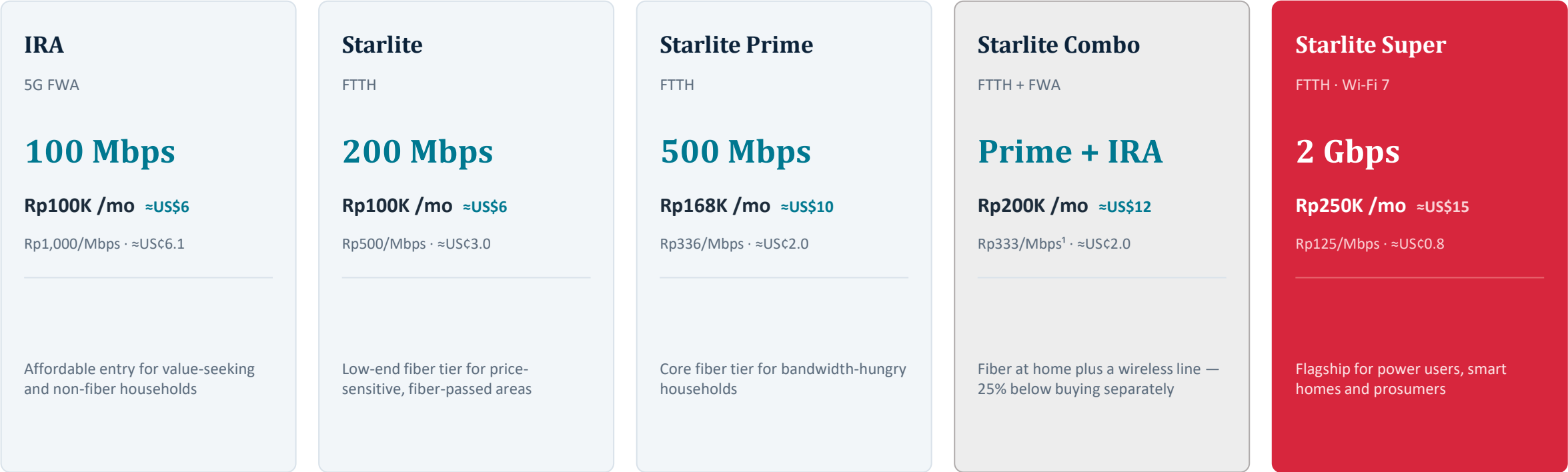
THE DEPTH ENGINE **Starlite — FTTH**

Attacks the 22.8M-home usage gap — Rp100k fiber converts homes passed but priced out

- Owns the 8,000+ km railway fiber backbone — backhaul for both engines; outdoor OLTs serve every household beyond FWA capacity
- GPON + XGS-PON: 200 Mbps at Rp100k up to 2 Gbps Wi-Fi 7 at Rp250k; NTT East embeds world-class FTTH build & O&M standards
- Internationally rated: debut JPY21.4bn Samurai Bond (Jul 2026), investment-grade BBB+ from Japan Credit Rating Agency (JCR)

Built-in synergy: TKP leases transport from WEAVE's backbone — every rupiah of backhaul spend stays inside the group, and IRA's growth lifts backbone utilization.

Five products, one deliberate ladder



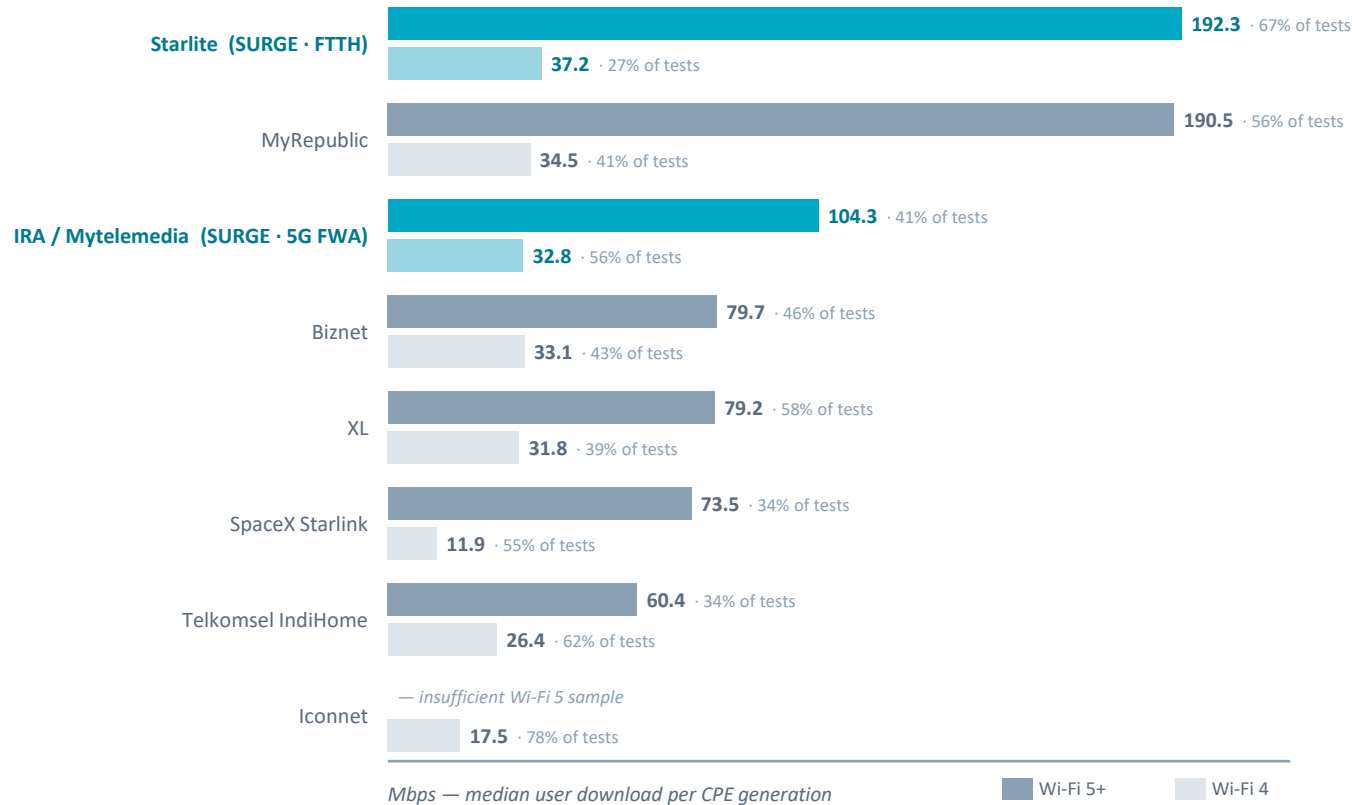
Declining price per Mbps at every rung — Rp1,000 → Rp500 → Rp336 → Rp333 → Rp125 (≈US\$6.1 → 3.0 → 2.0 → 2.0 → 0.8): premiumization feels earned at each step, and the flagship is also the best unit value. Prime and Super are live in market with national campaigns.

Why this matters for investors: Customers upgrade inside the SURGE portfolio instead of churning to competitors.

¹ Combo per-Mbps on aggregate 600 Mbps (500 fiber + 100 FWA). Price bands: Rp100K ≈US\$6 (split by footprint/technology) · Rp168K ≈\$10 · Rp200K ≈\$12 · Rp250K ≈\$15. USD indicative, at Rp16,400/USD.
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Measured, not claimed: Starlite delivers Indonesia's fastest real-world experience

Median user download by ISP and in-home Wi-Fi generation — real-user results, Dec 2025



What the measurements say

#1 in both Wi-Fi generations

Starlite's Wi-Fi 5+ users measure 192 Mbps median — the fastest cohort in the peer set — and even its Wi-Fi 4 cohort (37 Mbps) tops every rival's. Blended: 168 Mbps, 1.8x the next-best fiber player.

Wireless that beats fiber

IRA's ("Mytelemedia") Wi-Fi 5+ users measure 104 Mbps — above the product's rated 100 Mbps — and its blended 73 Mbps beats Biznet, XL, IndiHome and Iconnet on their own metric.

The Wi-Fi 4 ceiling

Across every ISP, Wi-Fi 4 CPE caps users at ~12–37 Mbps regardless of network speed — the last bottleneck is in-home. 67% of Starlite users already test on Wi-Fi 5+ (Iconnet: ~22%), and Super ships Wi-Fi 7.

Cheapest AND fastest

The two Rp100K (≈US\$6) products deliver top-tier measured UX — price leadership without an experience compromise, verified by a third party.

Source: Ookla Speedtest Intelligence — Speed Index, December 2025; median average user download per ISP, split by in-home CPE Wi-Fi generation (share of tests shown). "Mytelemedia" is the Ookla ISP name for PT Telekomunikasi Pratama (IRA). Speedtest® results reflect real-user measurements incl. in-home Wi-Fi.



SECTION 02

Network Expansion Progress — IRA (5G FWA) & Starlite (FTTH)

From 1,500+ FWA sites on-air toward 5,500 — plus the fiber depth engine building toward 3.5M home passes.



internet rakyat

1,500+ FWA sites on-air as of August 31, 2026

1,500+

SITES ON-AIR

as of August 31, 2026

+400

ADDED SINCE JULY 24

from 1,104 five weeks ago

8

PROVINCES ON-AIR

Java, Maluku & Papua

6

RAN PARTNERS

multi-vendor build



On-air FWA sites (green) across Java — dense clusters in Jawa Tengah, Jawa Timur and Jawa Barat; first sites also on-air in Maluku and Papua (not shown).

Map & breakdowns: August 21, 2026 snapshot; headline totals as of August 31, 2026.

Community-powered infrastructure: how 1,500 sites become 5,500

THE SITE ENGINE

Rumah Sahabat IRA community-hosted rooftop sites

Households, shops and mosques host IRA rooftop radios. Hosts receive Rp6M/year (≈US\$365) paid upfront, plus free IRA service for the contract term — every site passing technical, legal and commercial screening.

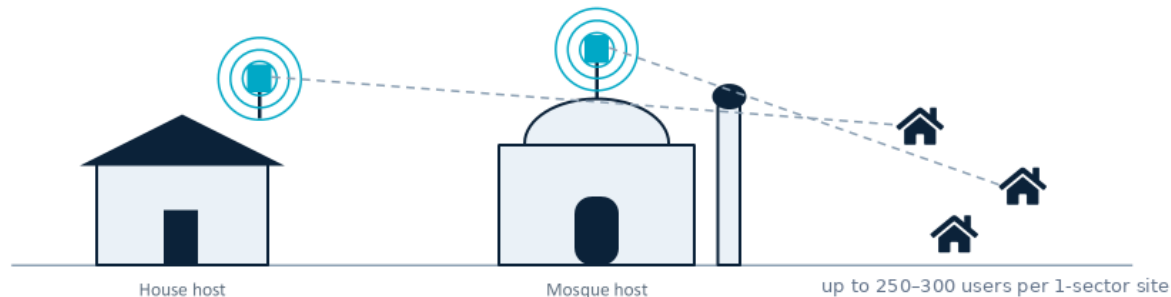
9,000+ hosts signed · 1.85M FTTH subscribers = a ready host pipeline

THE SALES ENGINE

Sahabat IRA “Grass-root Community Sales” — agents + Member-Get-Member

Agents earn a one-time Rp35,000 (≈US\$2) per activated customer, and Member-Get-Member extends the same reward to existing subscribers — near-zero customer-acquisition cost at neighborhood level.

5,000+ agents signed · every neighborhood becomes a sales force



How a community site goes live

- No land acquisition, no towers, no digging — a site goes live in weeks, not months
- Site supply becomes a community sign-up funnel that scales in parallel, not in sequence
- 4,500+ radio units fully integrated against 1,500+ sites on-air — hardware runs ahead of site activation (as of Aug 31, 2026)

Why it matters: site acquisition — the classic wireless bottleneck — is converted into a community funnel with 14,000+ participants already enrolled.

The depth engine — 1.85M subscribers on world-class build standards

1.85M

FTTH SUBSCRIBERS

+377% YoY, as at June 30, 2026

3.0M

HOMES PASSED

+0.3Mn added, Toward 3.5M
by year-end 2026

<0.1%

MONTHLY CHURN

exits driven mainly by relocations

8,000+ km

FIBER BACKBONE

railway-corridor national network

1

Build & funding

NTT East standards, investment-grade paper

WEAVE (51% SURGE · 49% NTT East) embeds Japanese FTTH build & O&M standards; the debut Samurai Bond, rated BBB+ (JCR), funds the home-pass program.

2

Recognition

**WBBA
Gigacity
Champion
Award 2026**



Starlite Super — Indonesia’s first Wi-Fi 7 fixed broadband, up to 2 Gbps at Rp250K/month — recognized at the Broadband Development Summit APAC 2026 (Bangkok, Jul 2026).

3

2H26 priorities

Premiumization & segment expansion

National campaigns for Starlite Prime & Super; premium residential and SME propositions; publicly committed service-quality standards for installation and resolution.

Starlite is operated by PT Integrasi Jaringan Ekosistem (“WEAVE”); subscriber and churn figures as at June 30, 2026.



SECTION 03

Outlook & Corporate Plans Ahead

Upcoming catalysts and Roadmap towards Connected Intelligence

FY2026 outlook & upcoming catalysts

>3mn

FY26 SUBSCRIBERS

combined FWA + FTTH

5,500

FWA SITES

year-end 2026 target

3.5mn

FTTH HOME PASSES

year-end 2026 target

50–60%

EBITDA MARGIN

FY26 range

1

2H26

Execution ramp-up

FWA site & community-channel acceleration; monetization of the subscriber base; completion of the funding pipeline.

2

1H27

Scale & efficiency

Continued coverage expansion; operating leverage drives margins; premium & SME service launches.

3

2027–2030

National footprint

Toward a 20,000+ km national network; deeper penetration of 45mn addressable households.

Management focus: disciplined execution of the 2026 program, service quality commitments, and strengthening the long-term funding structure.

Connectivity is the fabric of AI — and SURGE already runs on it

LIVE IN OPERATIONS

Agentic AI across the network

Nine agentic modules deployed across both engines (FTTH + FWA):

Proactive network AI

AI project monitoring

AI install QC (OCR of IKR records)

AI ticketing platform

AI complaint chatbots

AI incident management

Why it matters: an AI-first operations and care stack is how a Rp100K (≈US\$6) ARPU stays profitable — cost-to-serve held flat while the base scales from 2.3M toward 10M+, protecting the 60%+ 1H26 margin.

LIVE ON THE CONNECTION

KreasiKita Indonesia's first AI career & creativity ecosystem

Humans, AI agents, brands and community in one platform:

AI CV & dynamic CV builder

AI recruiter · match scoring

AI interview practice

Creative studio: video · image · music

AI career assistant

Verified marketplace + community

Why it matters: daily-use AI services create stickiness and community on the SURGE connection — serving job seekers, Gen Z creators, recruiters and brands, and converting connectivity into an ecosystem.

Next — agentic AI for the mass market: AI assistants for consumers, warungs and MSMEs, distributed through 14,000+ community participants (Rumah Sahabat & Sahabat IRA) and the PNM MSME channel. Roadmap optionality — none of it is in the numbers.

The fabric thesis: every AI agent serving Indonesia's next 100 million users rides on a connection like ours — SURGE monetizes AI proliferation regardless of which model wins.



SECTION 04

Q&A with the Board of Directors

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Thank You

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