

# ANNUAL PUBLIC EXPOSE 2023

“BRIDGING THE FUTURE WITH RELIABLE CONNECTIVITY”

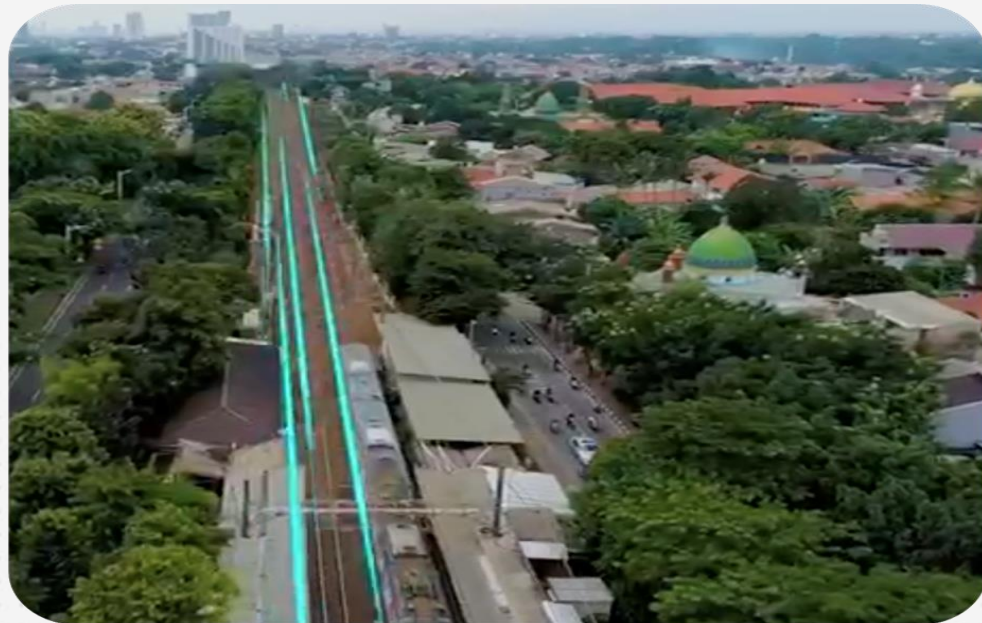
PT SOLUSI SINERGI DIGITAL TBK - WIFI.JK

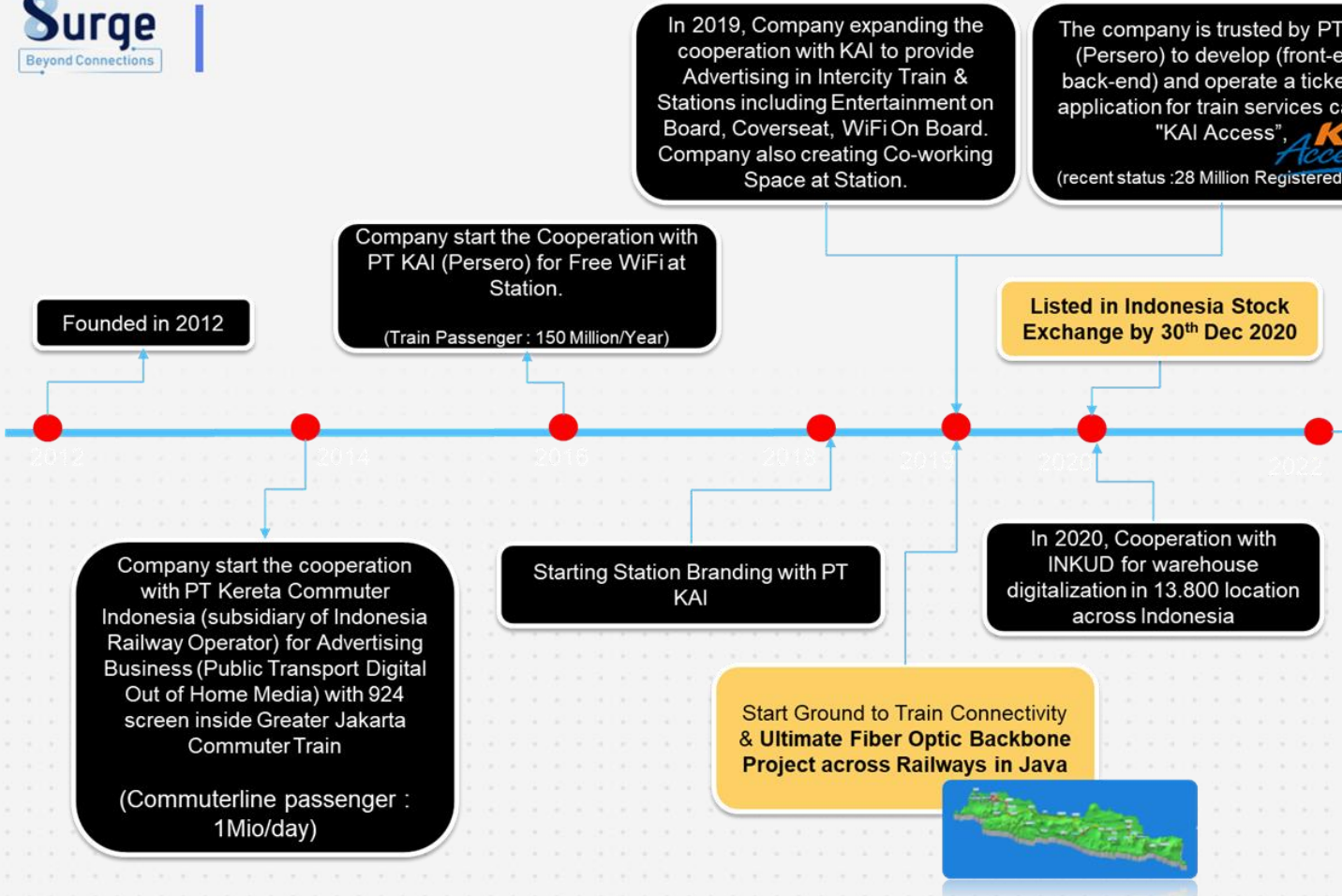
2023

# 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






**AdaKita**

- Launch ADAKITA Apps, as company's Flagship Apps for Free WiFi, Marketplace, Entertainment & media.

- Creating Application for the biggest State-Owned Bus Operator in Indonesia - DAMRI



- Launch MYVERSE, as Indonesia first Mobility Metaverse



- Starting CDN Cooperation with Huawei Cloud in Surge Edge Data Center Node



- Start Cooperation with Jasamarga for Highway Fiber Optic.



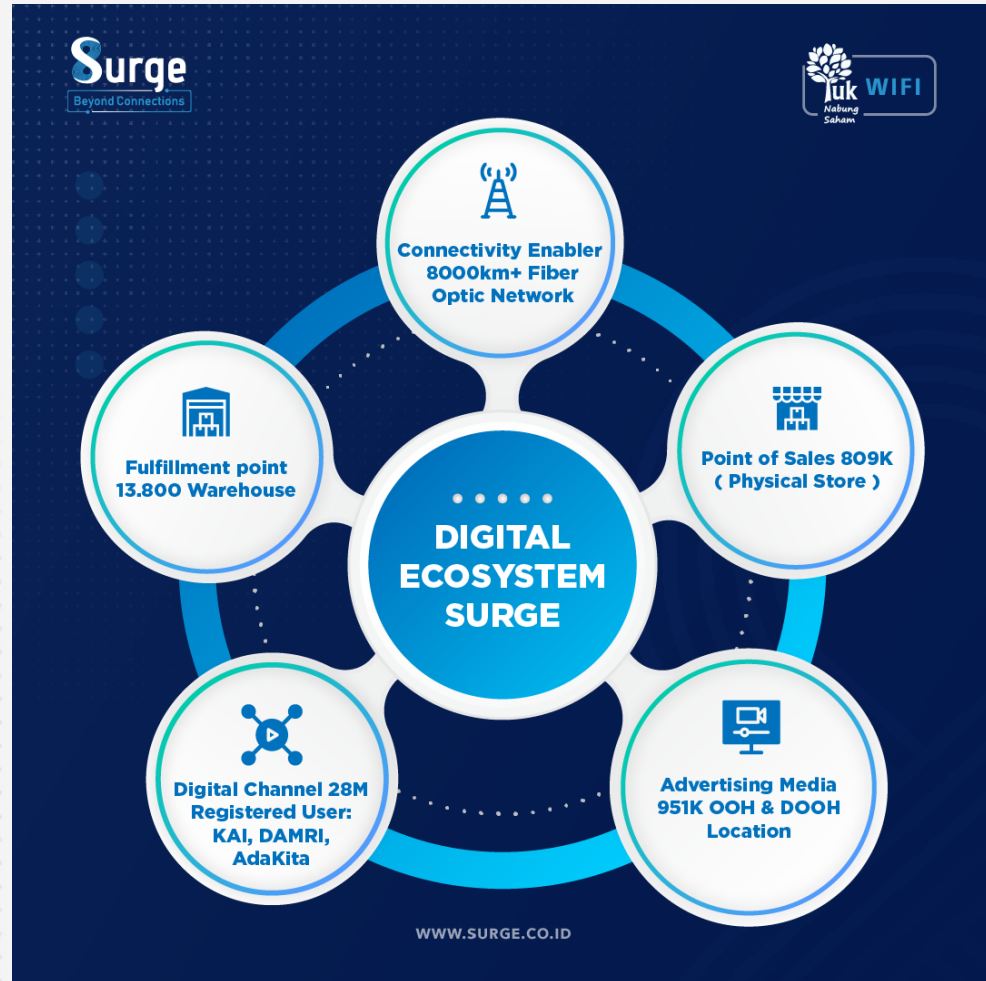


# Building Integrated Digital Ecosystem for Indonesia

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

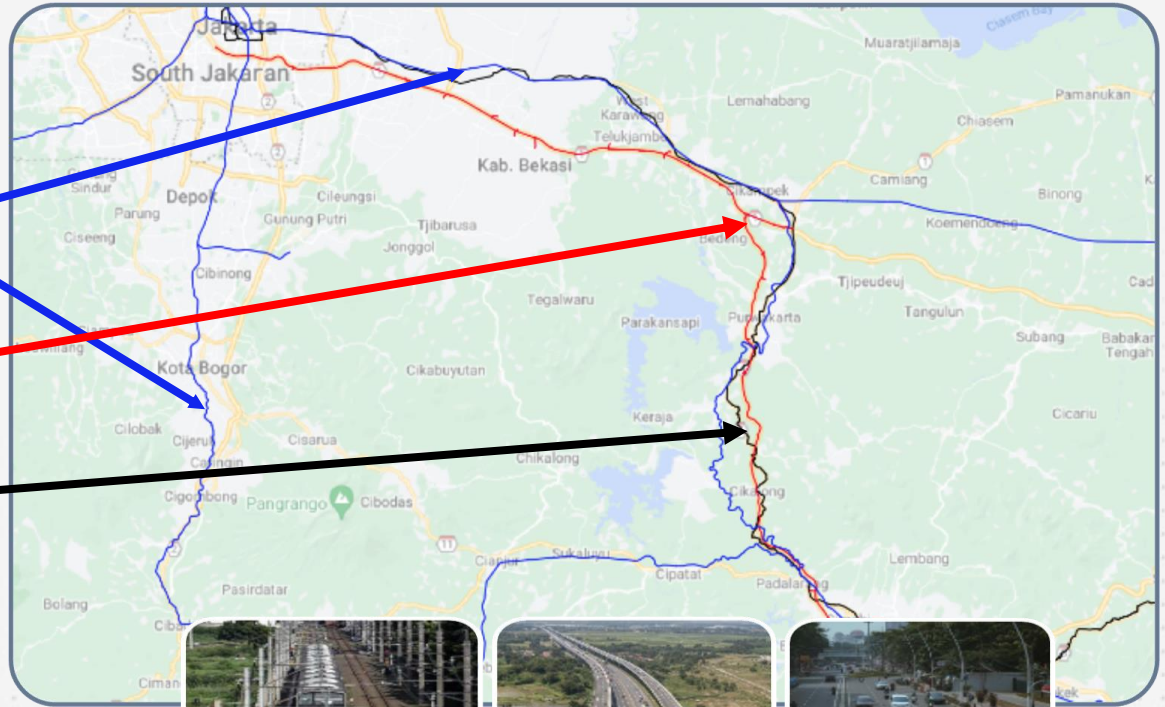
## 3 Backbone Line of Backup

**Railway**

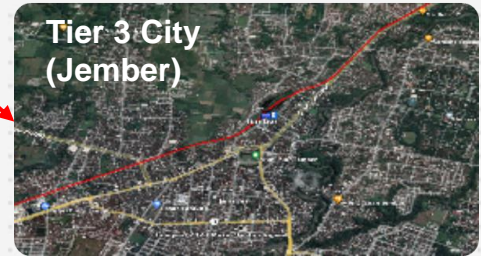
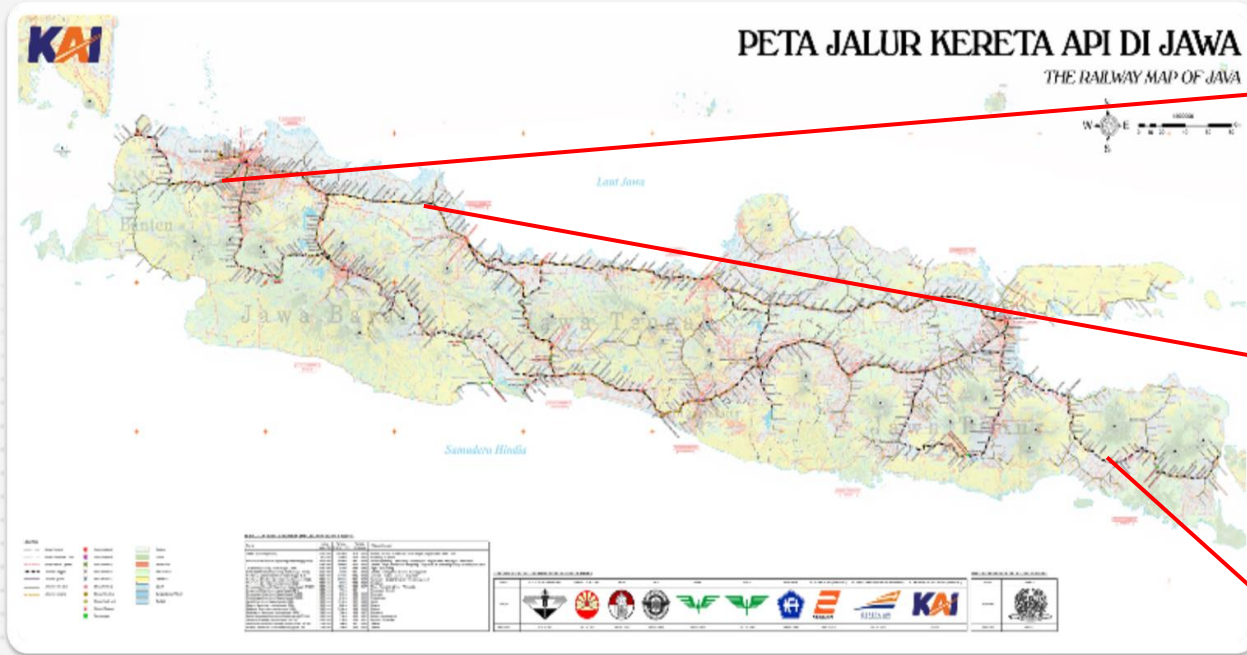
**Highway Jakarta-Bandung**

**Provincial Roadside**

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

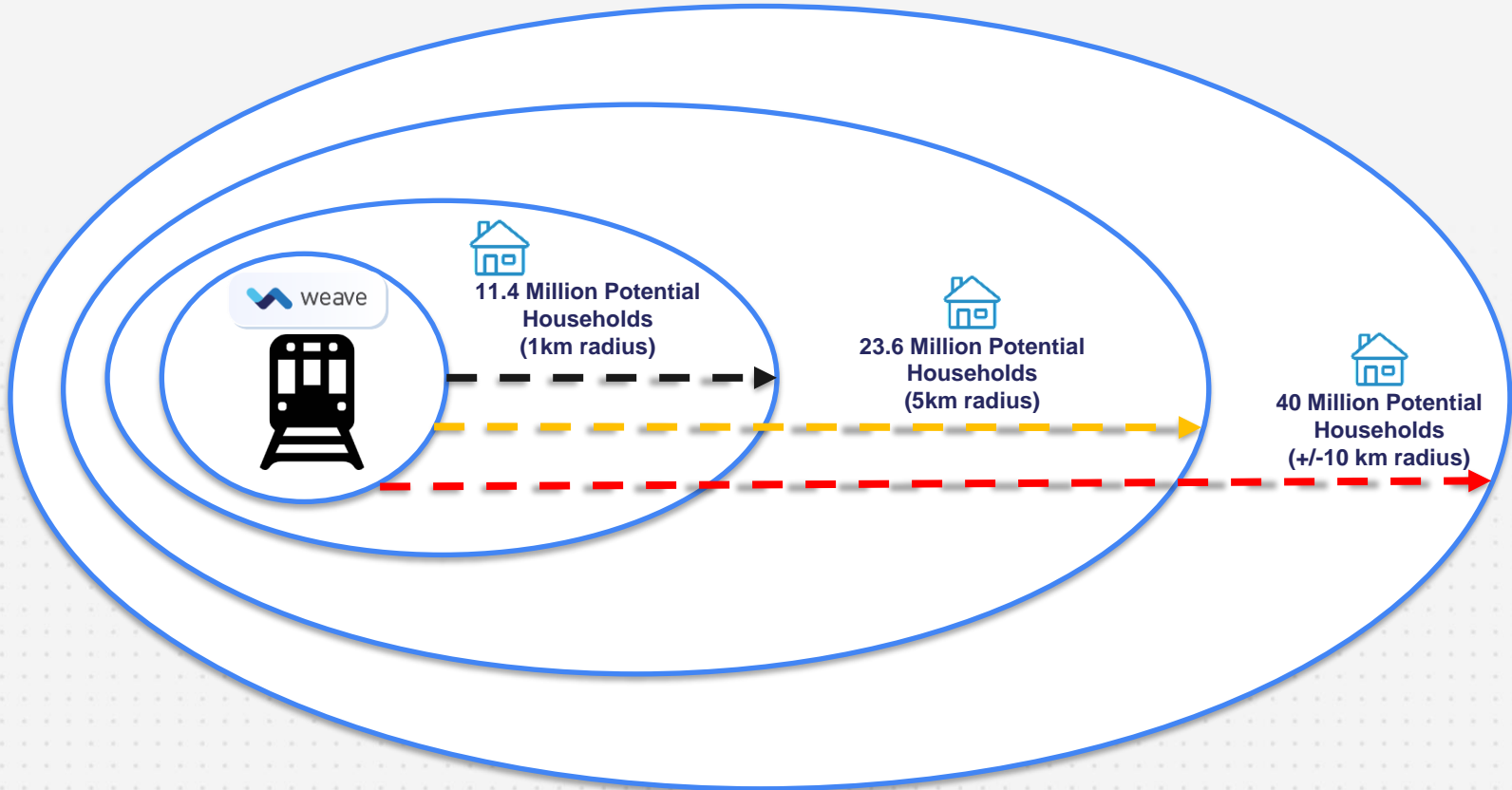


# Straight Through The Dense Population in Java Island



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

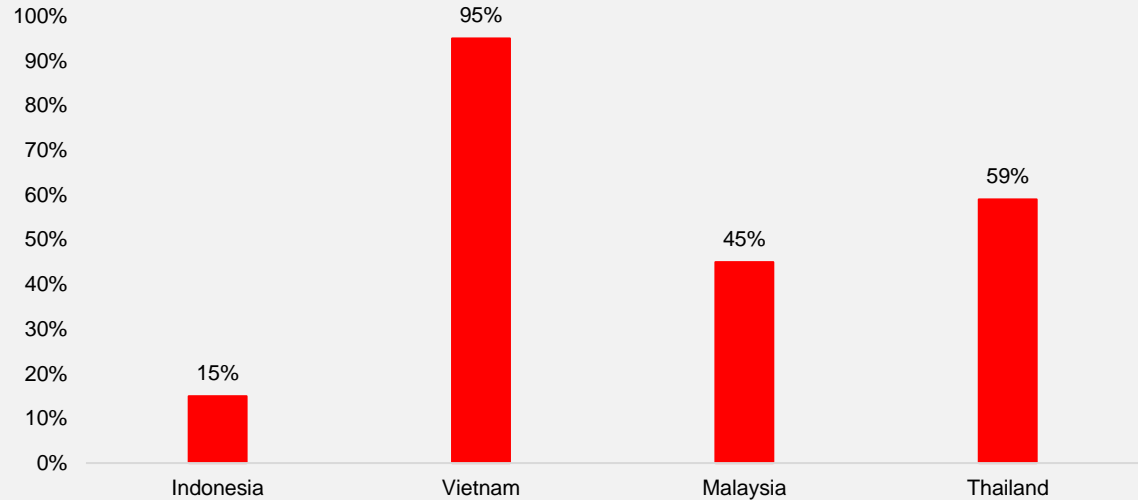




# Market Opportunity

- **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



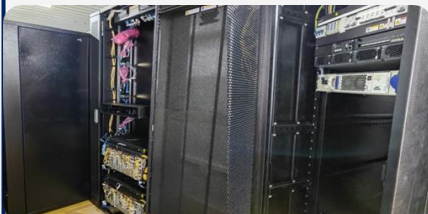
**Potential Ultimate Annual Revenue : IDR 1,2 Trillion**

- 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



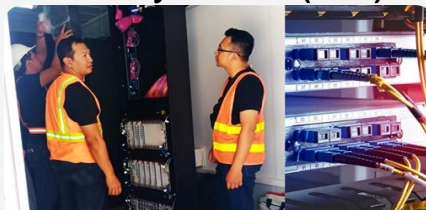
**Potential Ultimate Annual Revenue : IDR 3,9 Trillion**

- 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



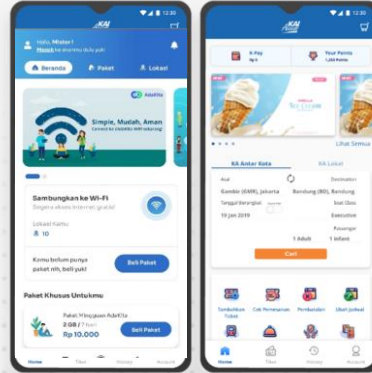
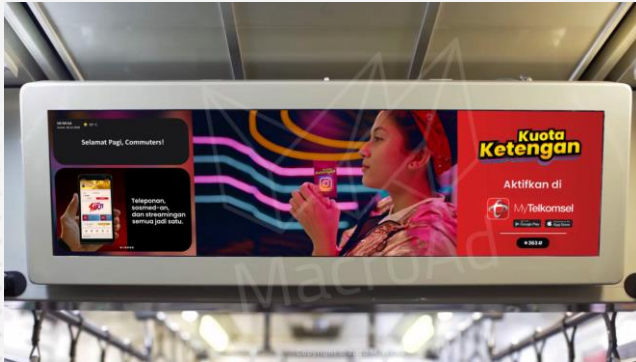
**Nationwide**

**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**

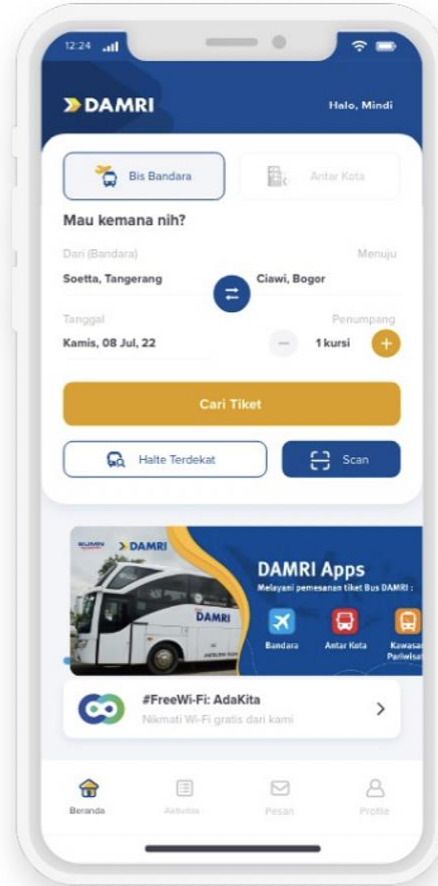
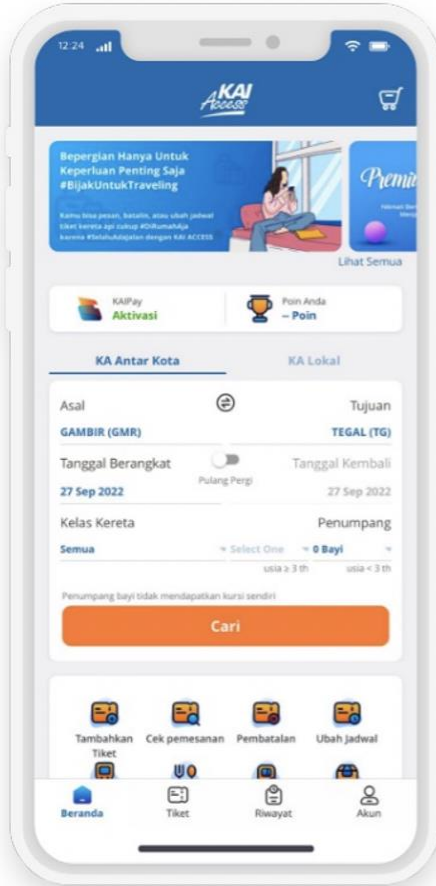




Launch in 2019

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**

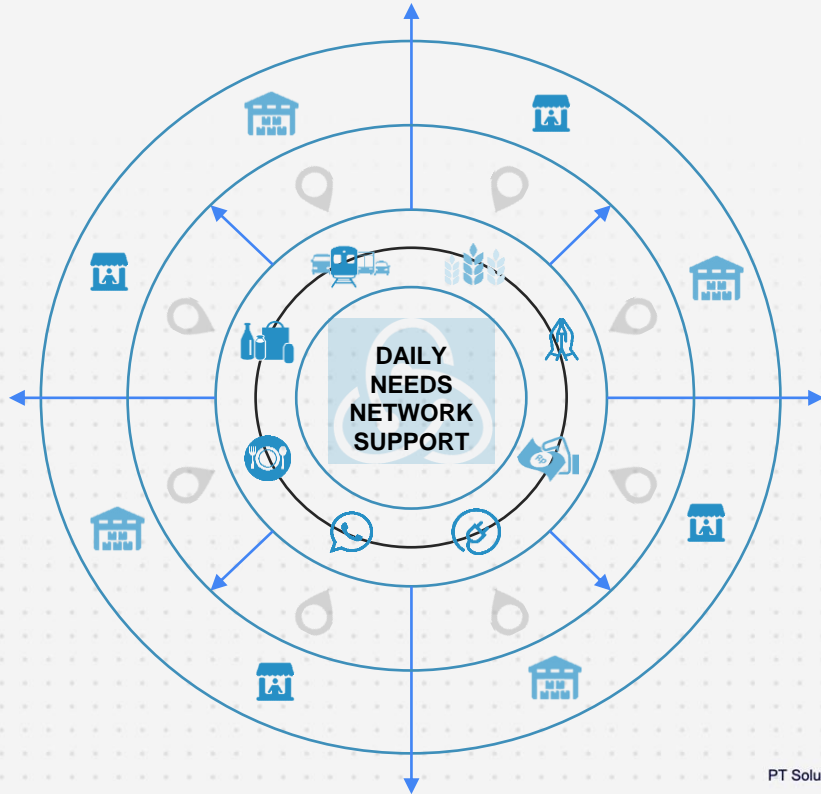
**1,000,000++  
Targeted Users**

**Features:**

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

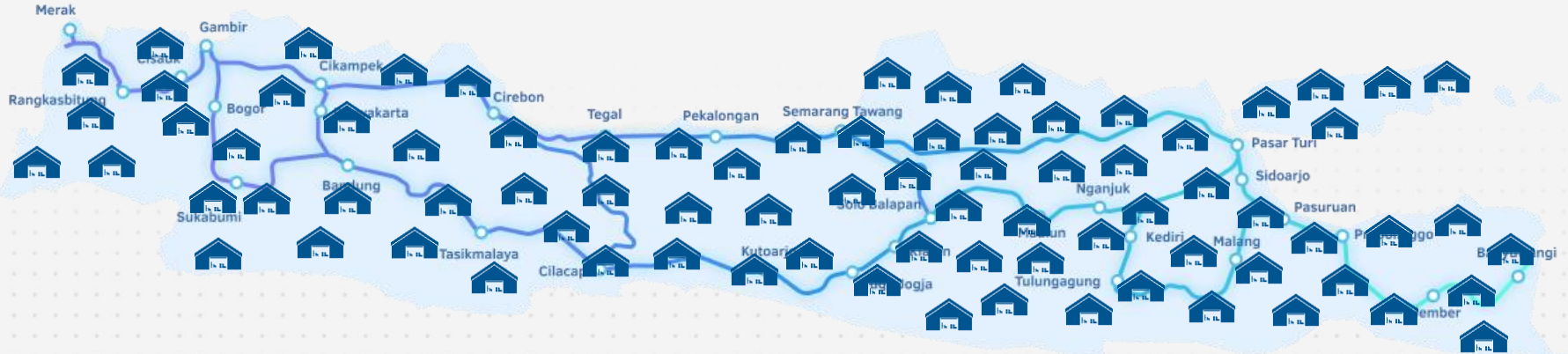
# Smart Warehouse

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



# 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.

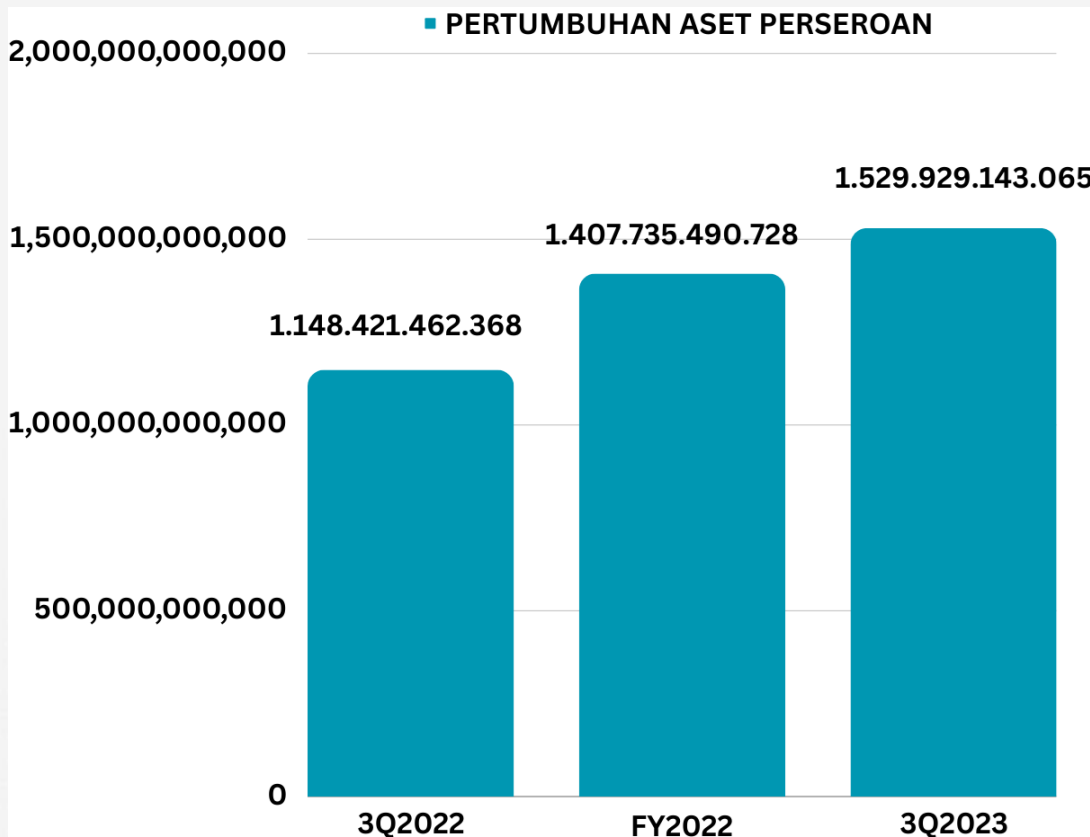
Sektor Telekomunikasi berkontribusi pada Triwulan III 2023 sebesar 18.34% dari Total Pendapatan Perseroan dan tumbuh sebesar 59.63% dibandingkan pendapatan triwulan sebelumnya.

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.

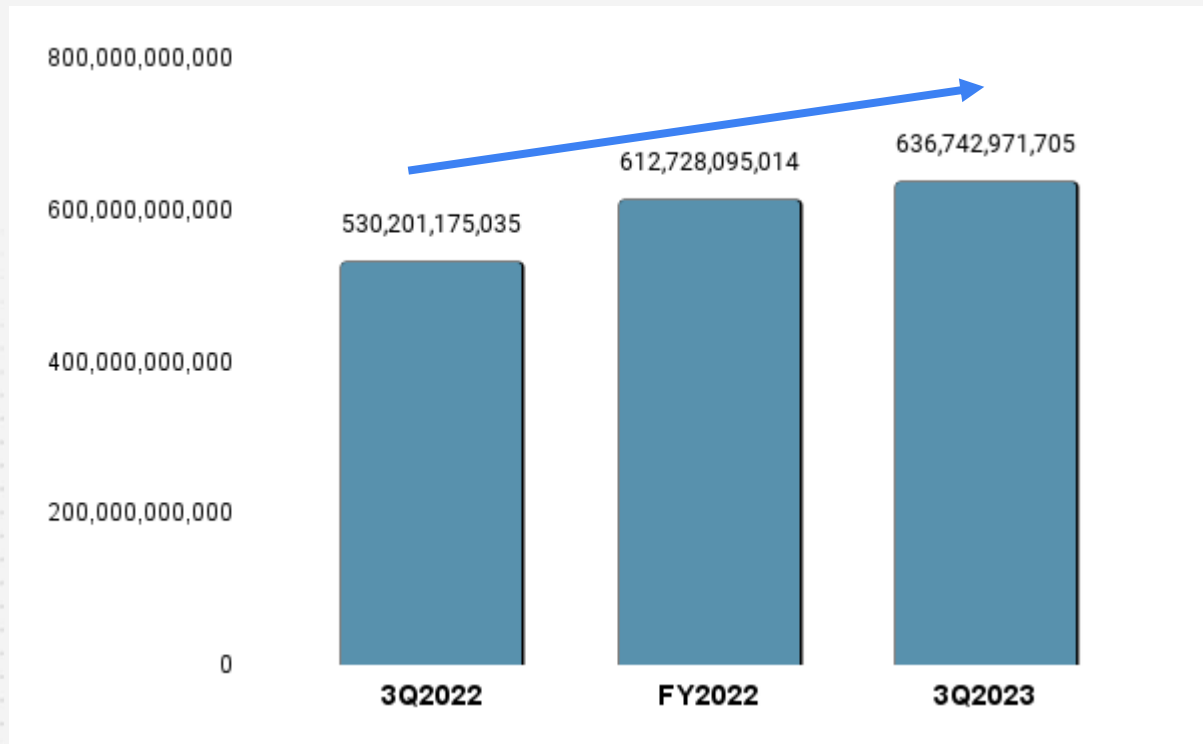
# PERTUMBUHAN ASET PERSEROAN

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

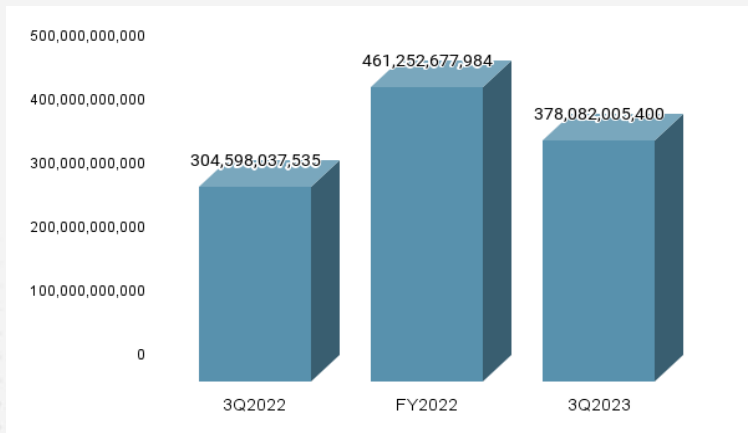


# EKUITAS PERSEROAN

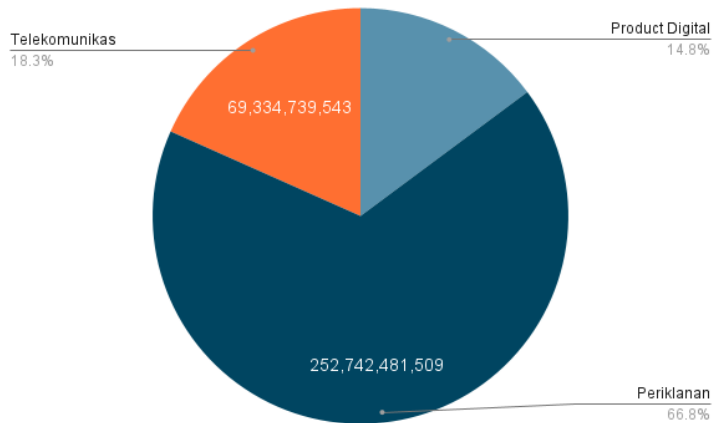
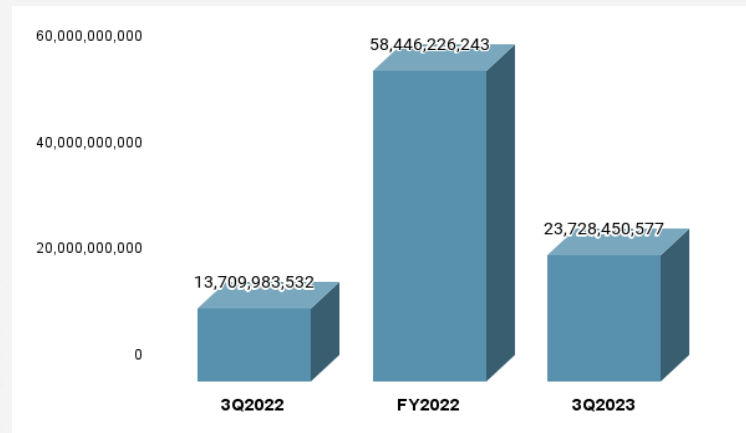
**EKUITAS PERSEROAN  
TERUS BERTUMBUH  
YAITU SEBESAR 20.09%  
YoY dan 3.92% YTD.**



## KINERJA PENDAPATAN 3Q 2023



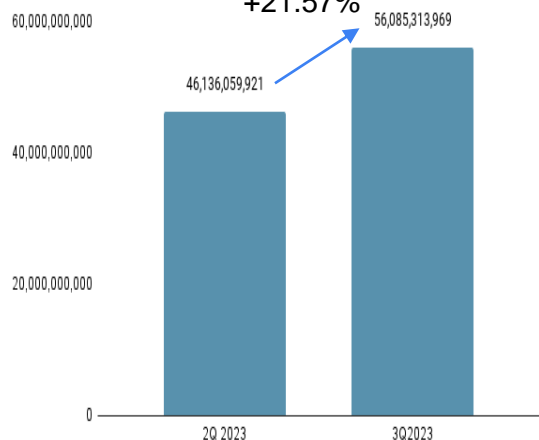
## KINERJA LABA PERSEROAN 3Q 2023



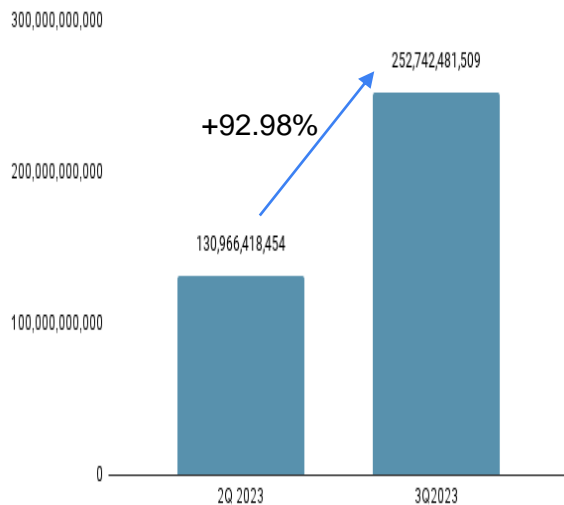
## KONTRIBUSI SEKTOR USAHA TERHADAP PENDAPATAN

# KINERJA SEKTOR USAHA (QoQ)

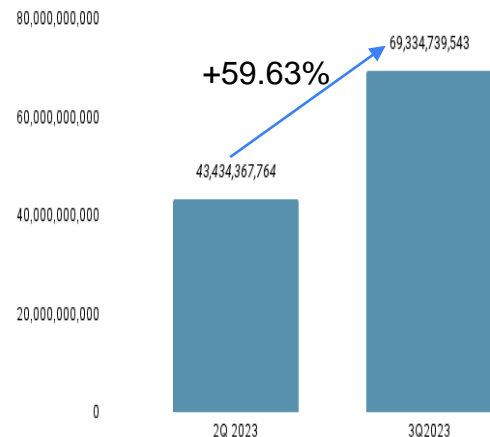
## Product Digital



## Periklanan



## Telekomunikasi







# INISIATIF PERSEROAN

**PENINGKATAN  
PENETRASI LAYANAN  
KONEKTIVITAS  
PERSEROAN DAN  
OPTIMISASI JAVA  
BACKBONE**

**PENINGKATAN  
KERJASAMA DENGAN  
BERBAGAI MITRA  
TEKNOLOGI**

**PENGEMBANGAN  
EKOSISTEM DIGITAL  
PERSEROAN**

**PENGEMBANGAN  
ASET MEDIA  
INTERAKTIF DAN  
KERJASAMA  
EKOSISTEM  
PERIKLANAN**

**PENGEMBANGAN  
SOLUSI DIGITAL BAGI  
KEBUTUHAN  
MASYARAKAT  
SEHARI-HARI**



**TERIMAKASIH**