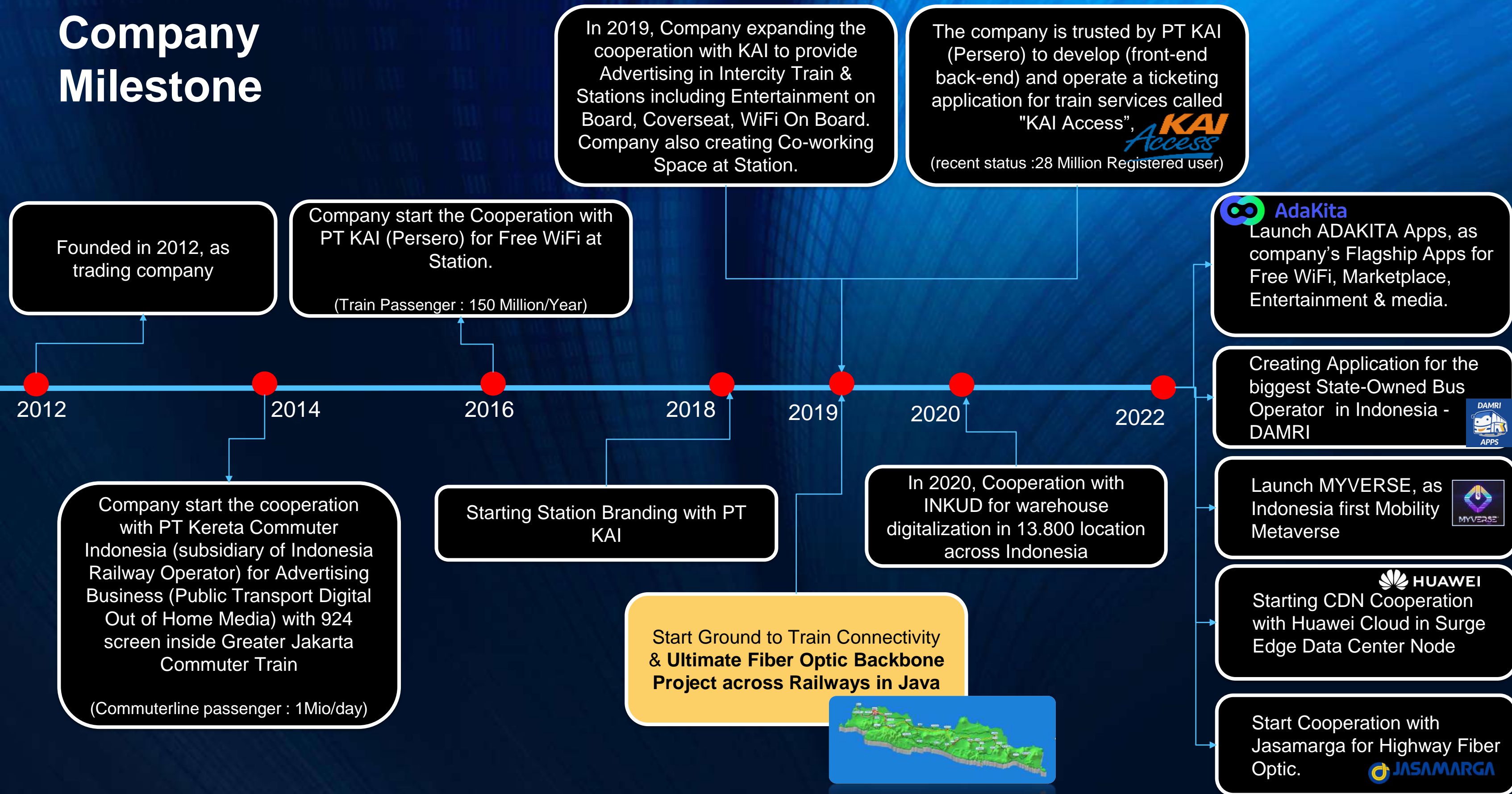


# PT SOLUSI SINERGI DIGITAL TBK. COMPANY PRESENTATION

## Our Milestone



# Company Milestone

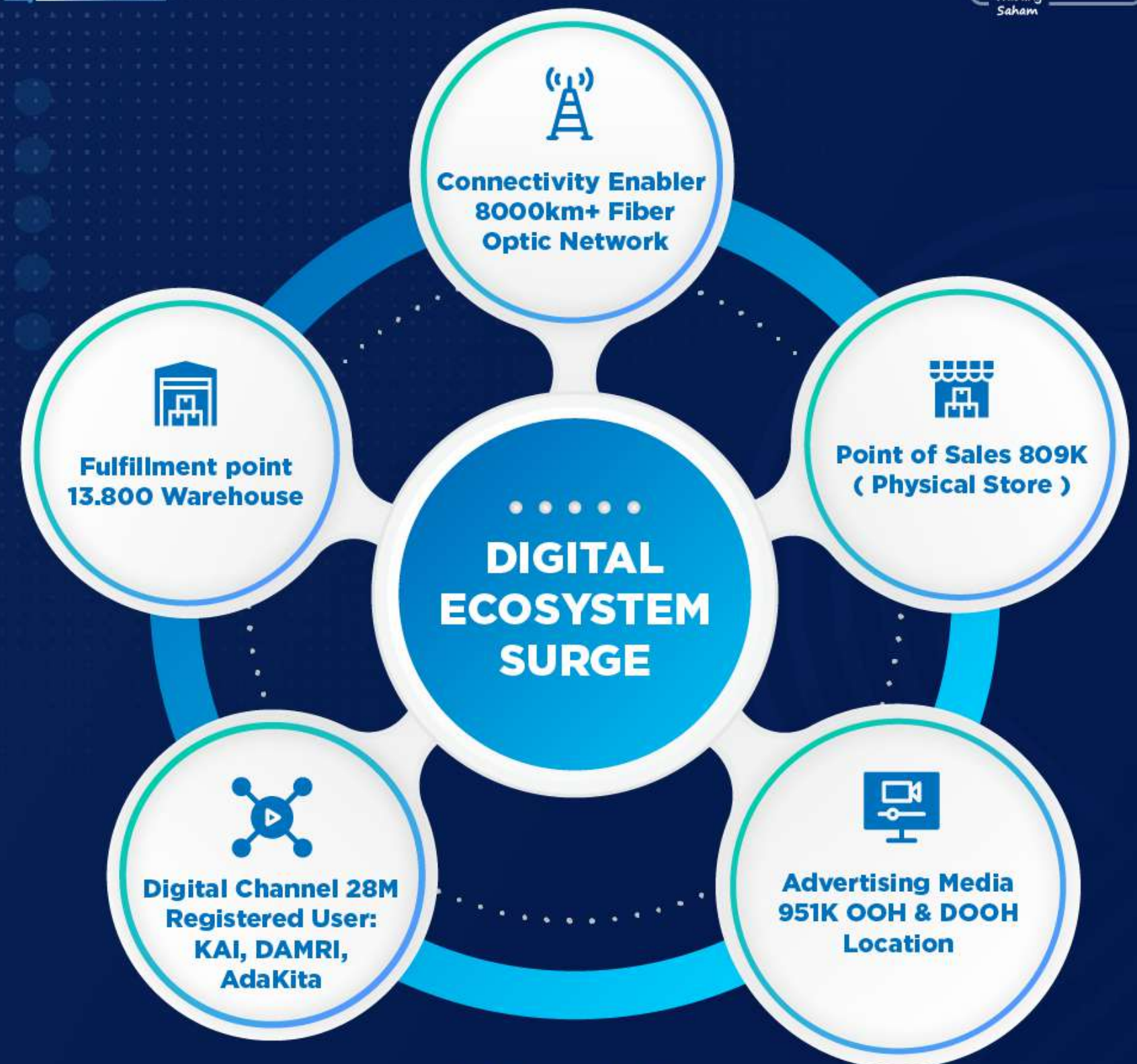


# Building Integrated Digital Ecosystem for Indonesia

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 Railway and Road as a Digital Infrastructure to supply all bandwidth demand; with Max Bandwidth Capacity of 64Tbps.
- ❑ Supplying various value-added services to Train company (Train ticketing App, Free WIFI on Trains & Stations);
- ❑ Operating the biggest Digital Media & Advertising Provider in Transportation;
- ❑ Managing 13,800 Warehouses nationwide for daily needs fulfillment and digital community development via Edge Data Center Infrastructures.



# OUR MANAGEMENT

# A team of experienced telecom professionals

## BOARD OF COMMISSIONERS



**Hermansjah Haryono**  
Chief Commissioner

- Commercial Director Asia Pacific of Digicel Group (2017-2018)
- Executive Vice President Enterprise, New Business, Modern Channel and International Business of Hutchison 3 Indonesia (2005-2017)
- Brand Manager of XL Axiata (2004-2005)



**Doni Satiaji Soetadi**  
Independent Commissioner

- Corporate Finance, Ciptadana Capital (2005-2019)
- Chairman, UBER Indonesia (2011-2015)
- Juul Principal for Indonesia (2014-2017)
- Strategic Advisor, WeWork (2015-2018)
- Strategic Partner, Ismaya Group (2004-2022)

## BOARD OF DIRECTORS



**Yune Marketatmo**  
President Director

- COO & member of BoD Indosat Mega Media (2021)
- Acting Chief Executive Officer Indosat Mega Media (2019-2020)
- CTIO & member of BoD Indosat Mega Media (2018-2022)
- Care taker Chief Technology Officer Indosat Ooredoo (2017)
- Group Head Network (SVP) Network Planning Indosat Ooredoo (2016-2018)



**Wahyudi Padmana**  
Director

- IT Head of PT Cipta Samudera Artha (2017 – 2019)
- Mobile Technology Head of Indivara Group of (2015 – 2017)
- General Manager of PT. Niagaprima Paramitra (CTI Group) (2014 – 2015)



**Gilman P. Nugraha**  
Director

- Assistant Vice President – PT. BRI Danareksa Sekuritas (2020 – 2021)
- Head of Communications – Indonesia Stock Exchange (2015 - 2019)
- Head of Representative Office – Indonesia Stock Exchange ( 2013 – 2015)
- Assistant Manager, SME Business - PT. Bank Bukopin Tbk (2010 – 2012)



**SURGE JAVA BACKBONE**  
**“CONNECTIVITY AS OUR FUTURE DNA”**

# Fiber Optic Infrastructure— 5,724 Km

“The Most Secured Telecommunications Infrastructure in Indonesia”



**Combining Railway – Highway - Roadside.  
Ring system for extra protection**

## Competitive Advantages

1. Fiber Optic Infrastructure Provider in 3 Different Lines :
  - Railway Lines in Java Island
  - Provincial Roads
  - Highways in Java Island
2. Cost Efficient Infrastructure
3. Passing the Center of Population Density on the Island of Java
4. Fast Deployment – permission (sitac) ready, interconnection and crossing (total 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



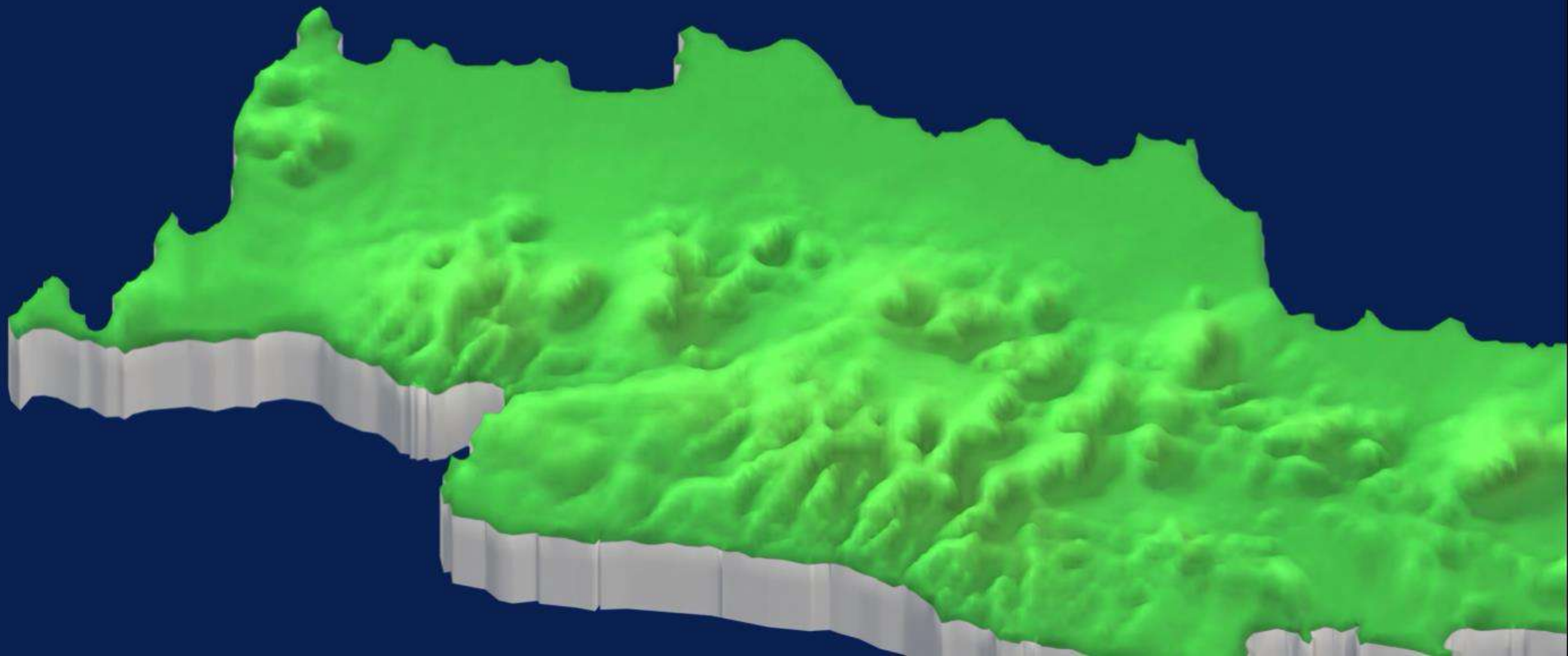
BTS Poles along  
Railway &  
Highway



**140+ Million**  
Potential Viewers



F





# IJE Network Redundancy Route : ie. Jakarta – Bandung

## 3 Backbone Line of Backup

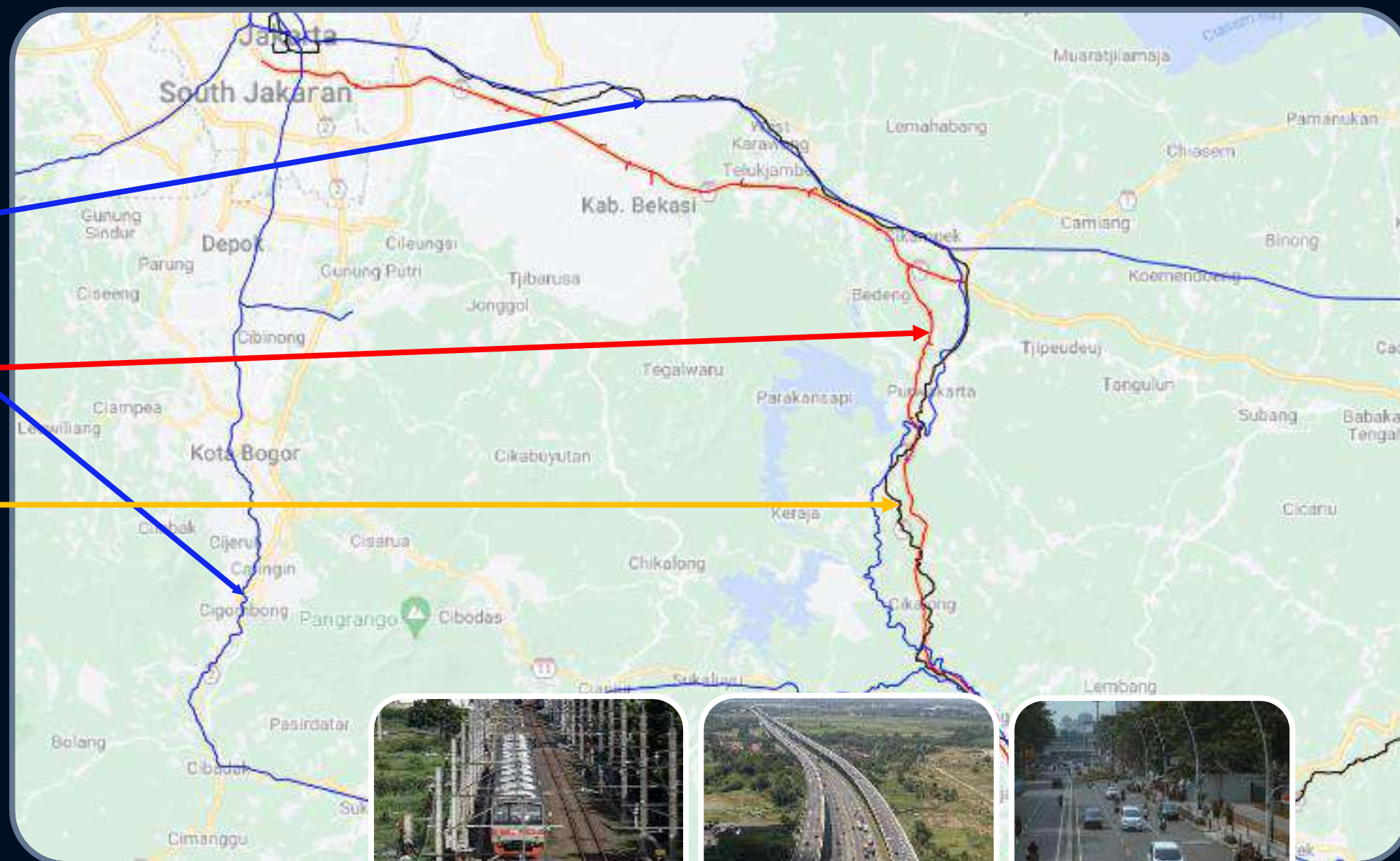
Railway

Highway Jakarta-Bandung

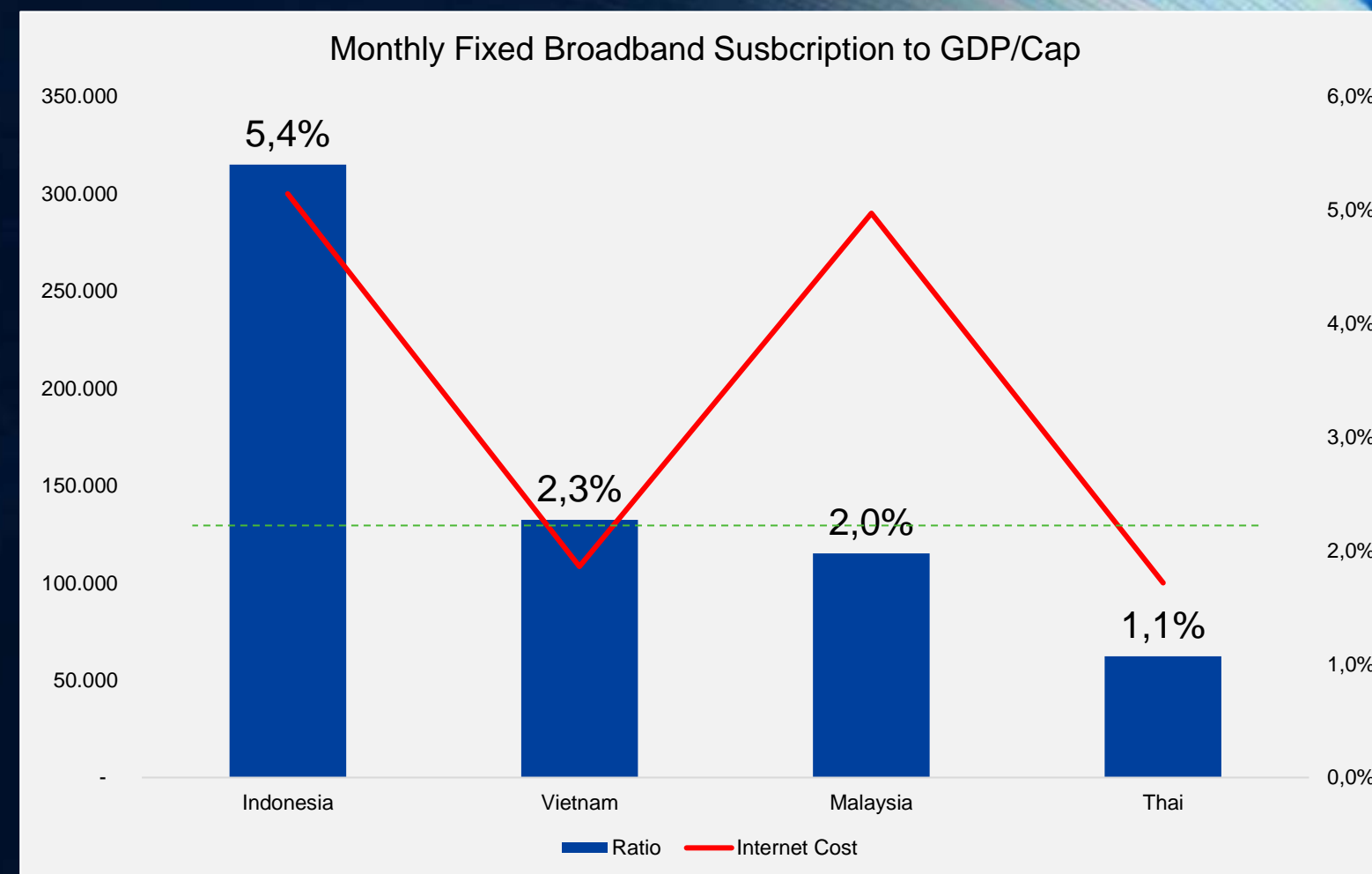
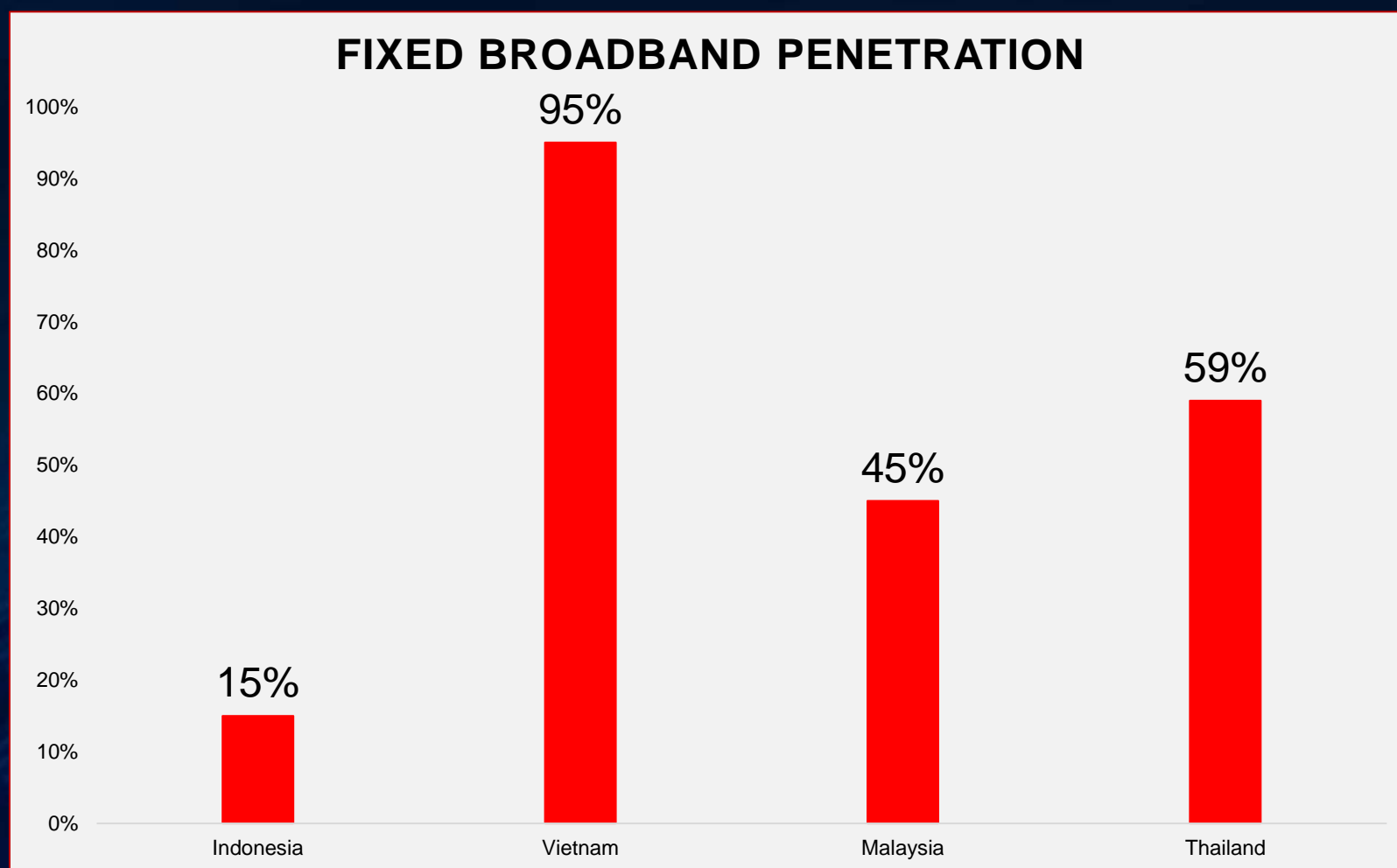
Provincial Roadside

+

Automatically Switched  
Optical Network (ASON)  
Technology



## Fixed Broadband Internet Prospect in Indonesia



- **85% Untapped Market for Fixed Broadband in Indonesia. Only 11Mn Home Broadband Penetration over past 20 years.**
- **Expensive Price of Fixed Broadband (Average monthly cost : IDR 250-400K)**



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.



# EFFICIENT OPERATING EXPENDITURE



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

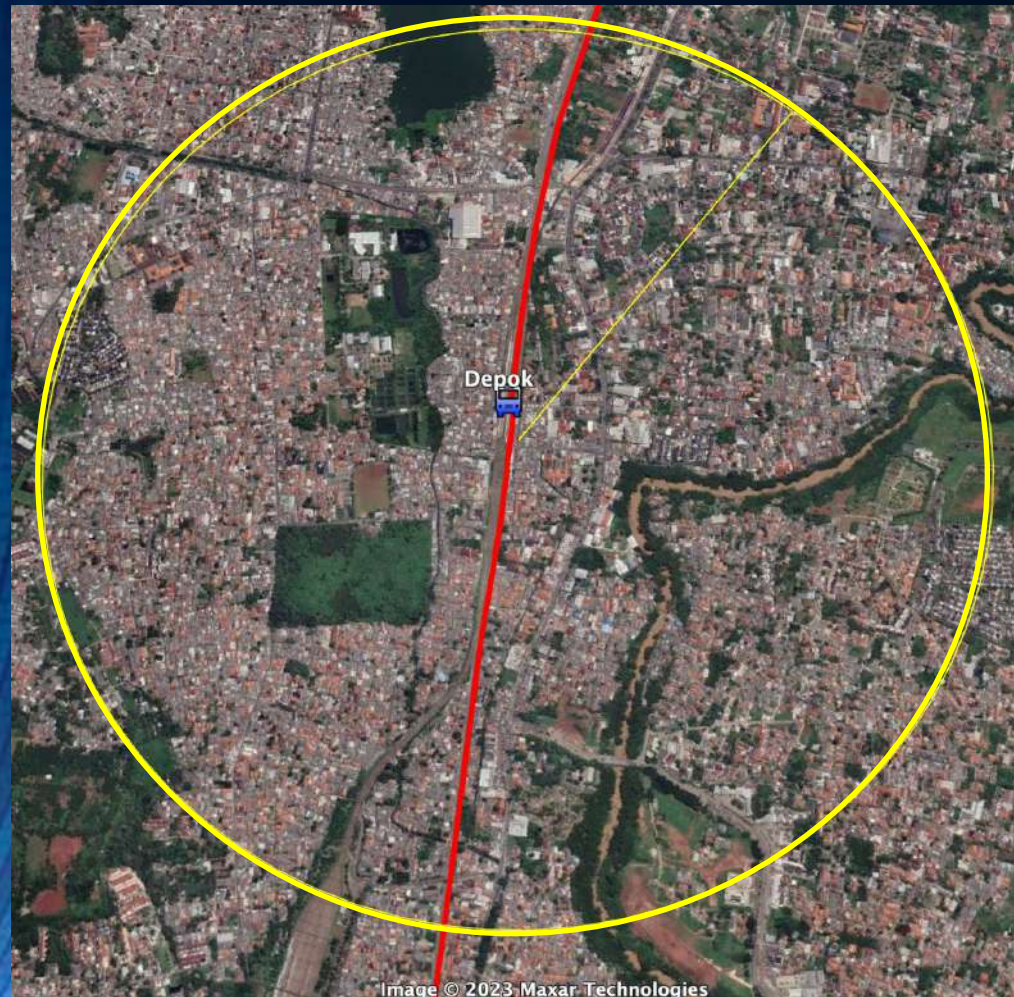
Total Operating Cost is "Fixed Cost" of **IDR 15 Billion per Year**



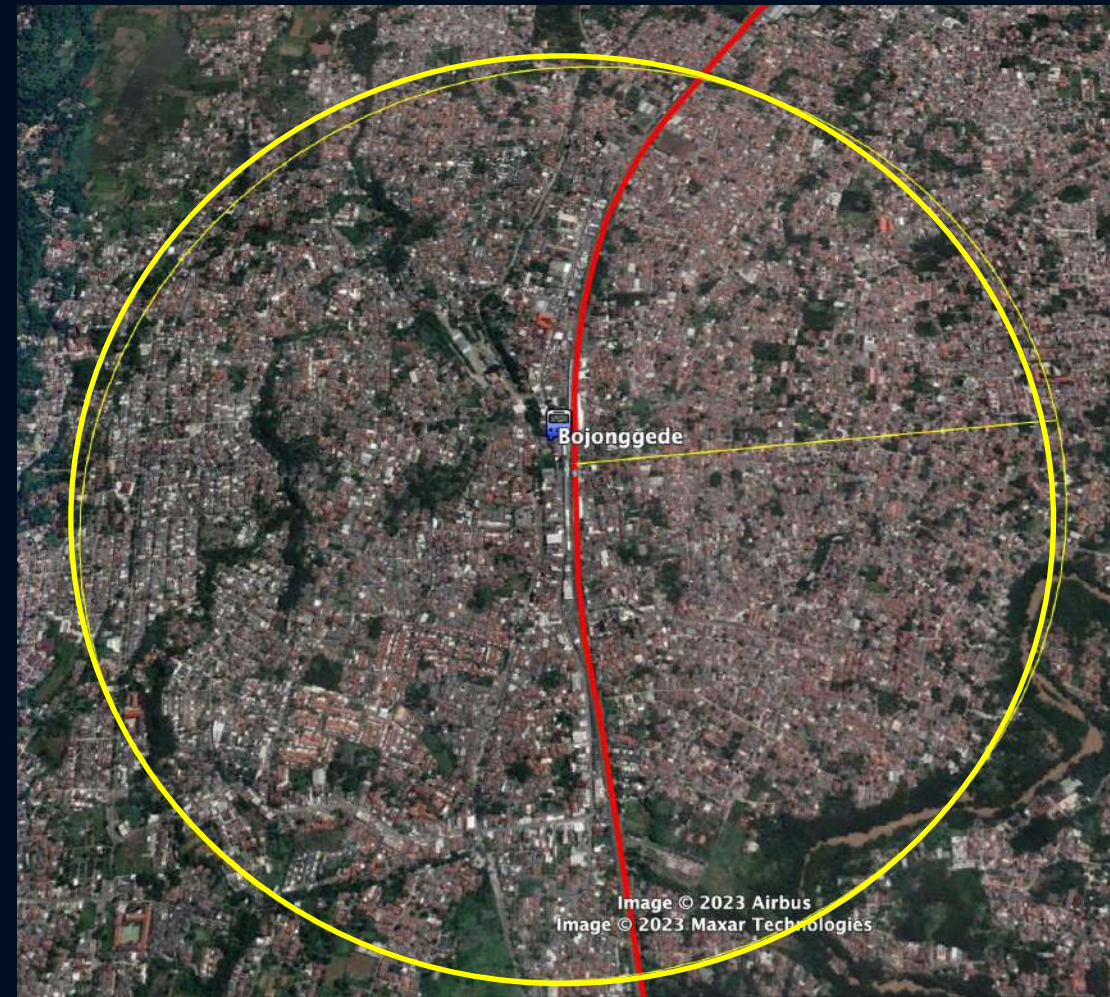
DWDM devices deployed by **Huawei** and **PacketLight**



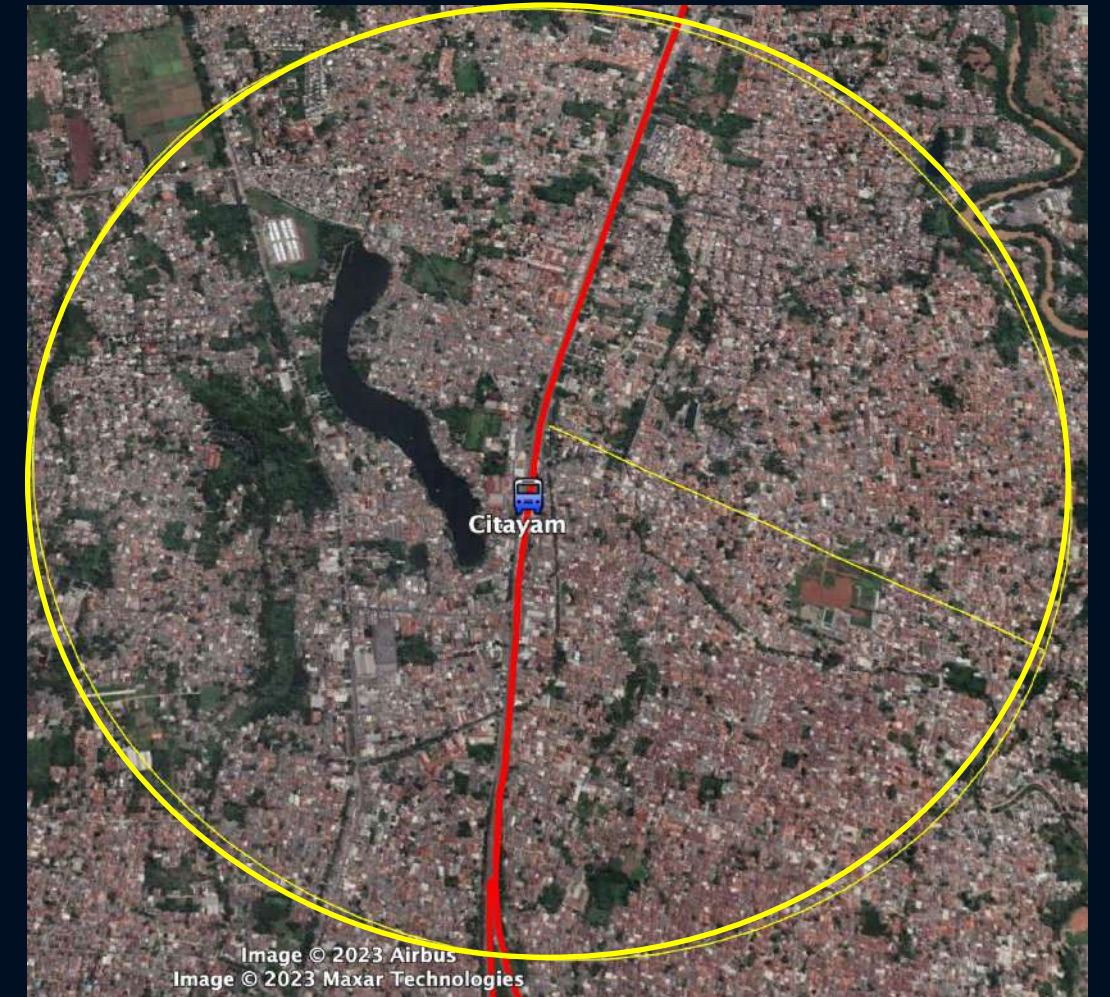
# Huge demand for connectivity within densely populated population along railways.



**Depok  
Station Area  
(1km radius)**



**Bojong Gede  
Station Area  
(1 km radius)**

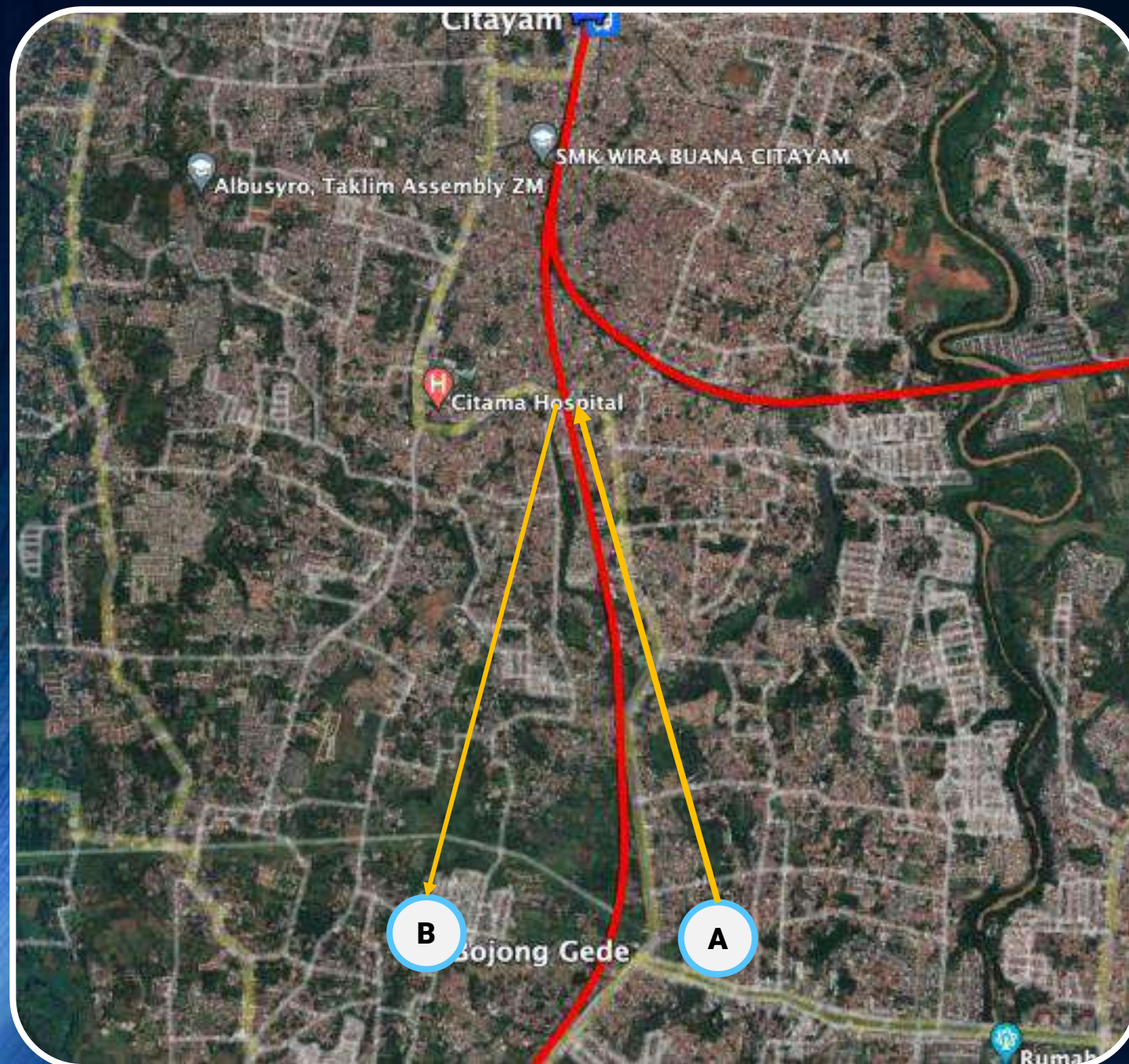


**Citayam  
Station Area  
(1 km radius)**

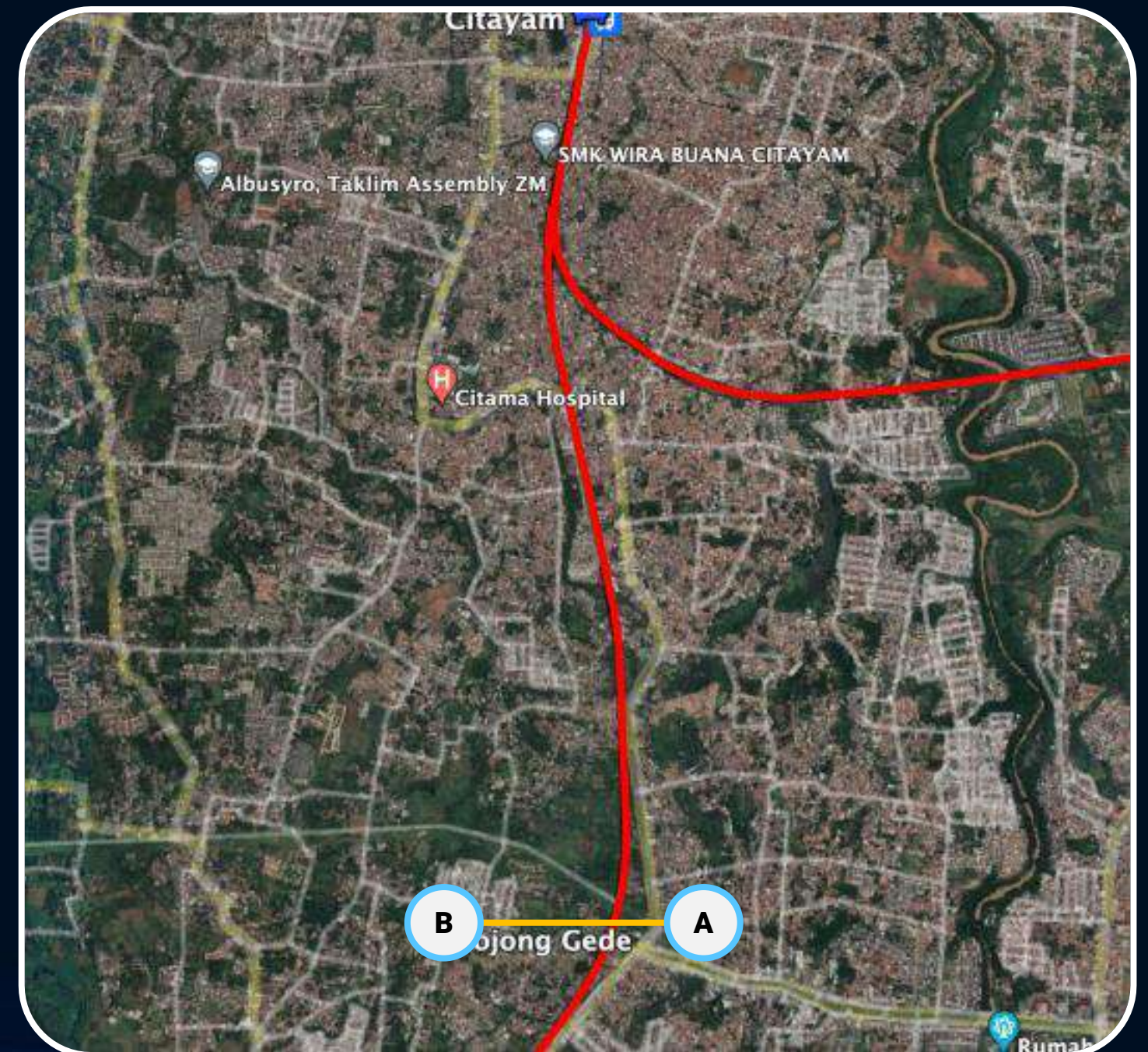
**\*eye alt 3.09 km**

# Fast Deployment – sitac ready, interconnection, and crossing

## Without Surge



## With Surge

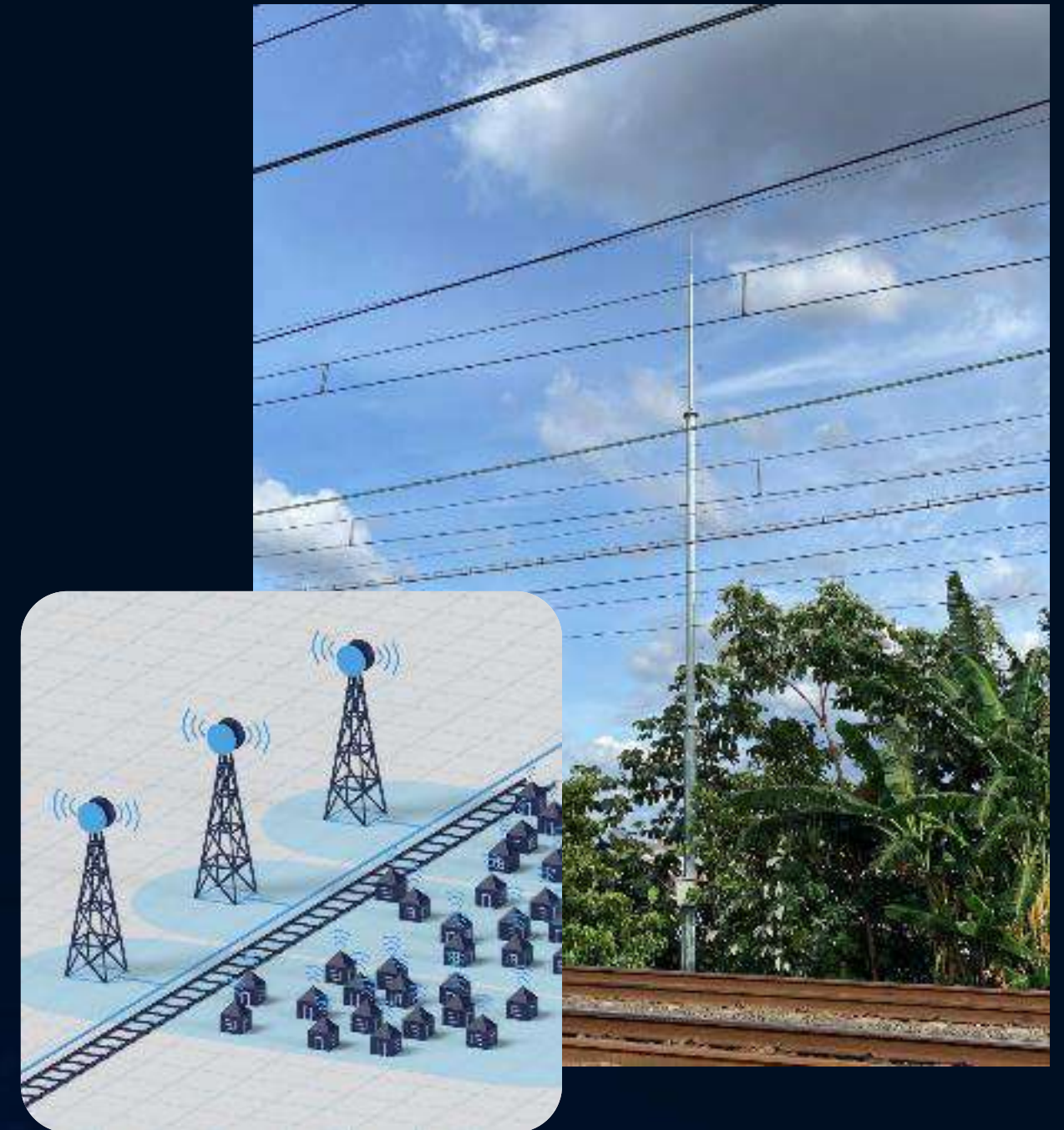


# Provider of BTS Poles along the Railway line (3000 km)

BTS FOR TELCO & TOWER CO

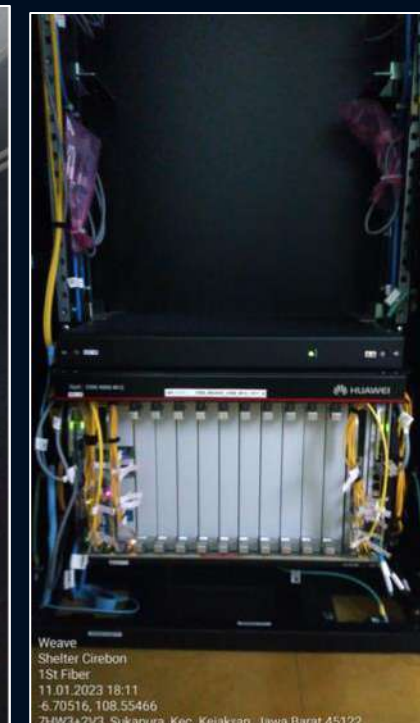
SURROUNDING POPULATIONS

GROUND TO TRAIN CONNECTIVITY





# PROJECT PREVIEW



# **MEDIA & ENTERTAINMENT**

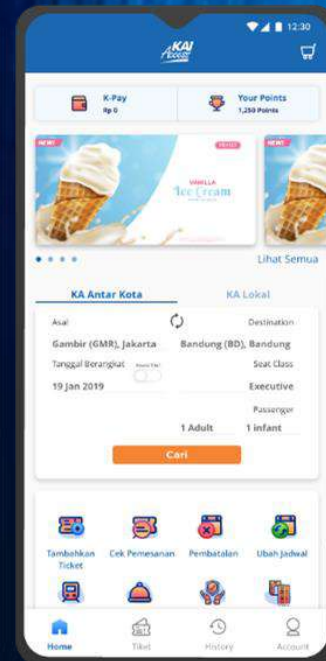
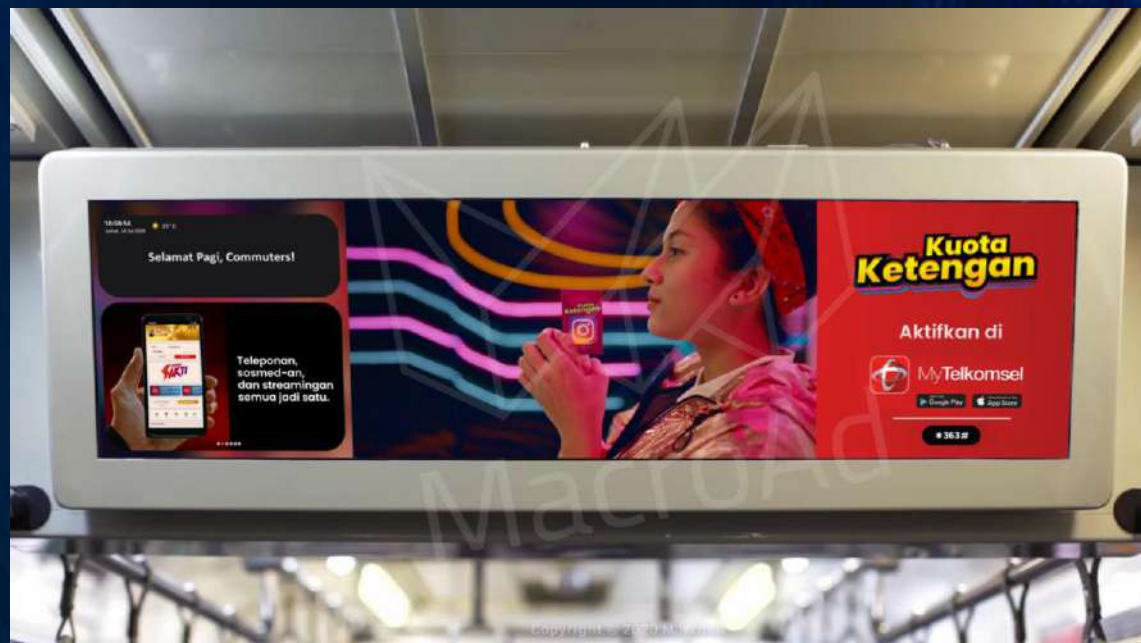
Beyond Connections

# The Largest Media Ads in Transportation Sector

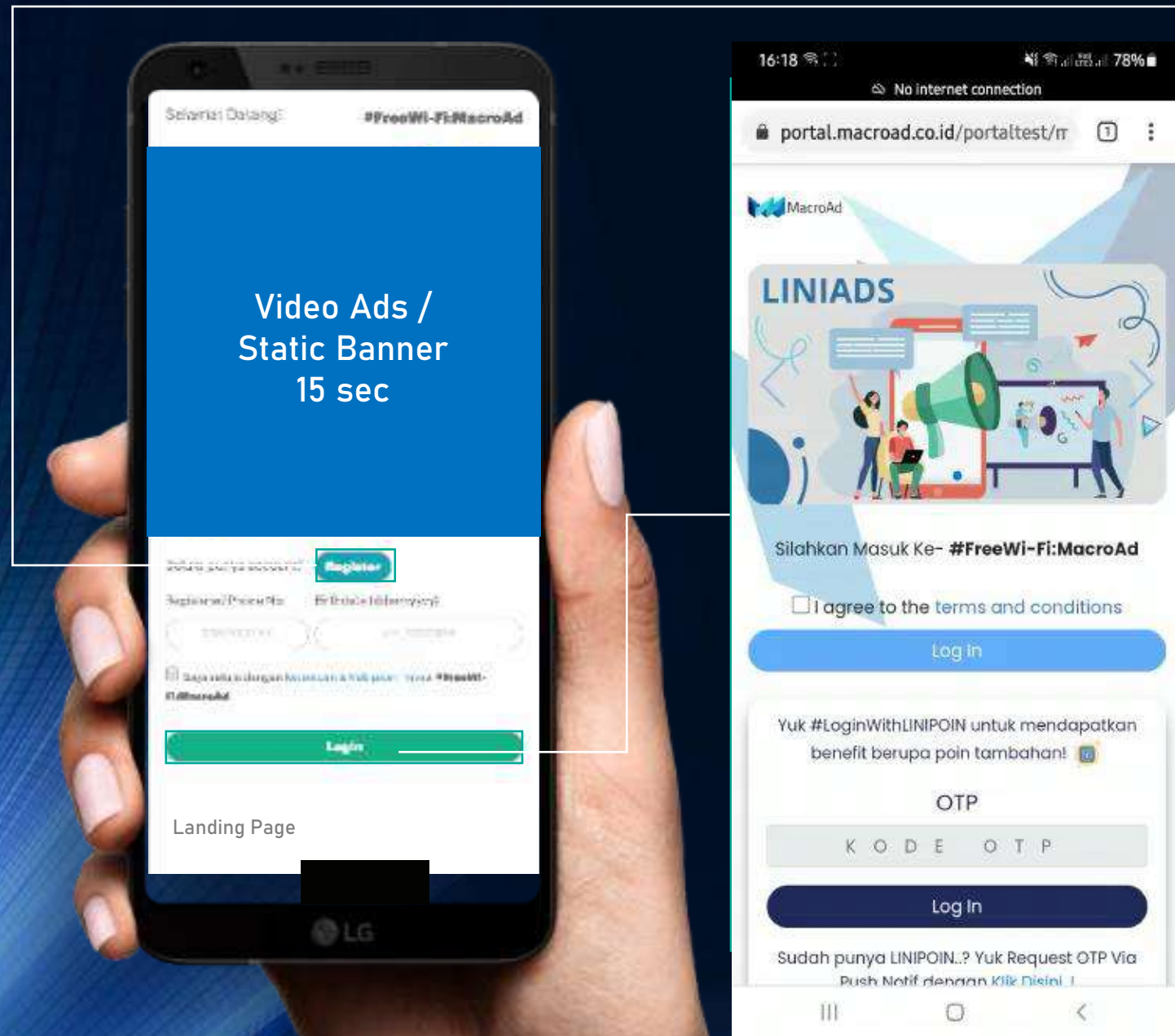
<p><b>Commuterline Trains and Stations</b></p>  <p><b>80 Stations Across Jakarta Metro Area</b> 1.5 Million Daily Passengers</p> <p><b>Media in 30 Stations</b> for Informative and Advertising Purposes</p> <p><b>924 Screens</b> InTrains Broadcasting Simultaneously</p>	<p><b>Intercity Trains and Stations</b></p>  <p><b>30 Stations in Java</b> 10.1 Million Monthly Passengers</p> <p><b>Media in 24 Stations</b> for Informative and Advertising Purposes</p> <p><b>55 Trains</b> in tracks across Java</p>	<p><b>Modern/Traditional Market and Out of Home</b></p>  <p><b>153 Locations in Jakarta Metro</b> 153 Location in Jakarta Digital and Static Media</p> <p><b>60 Million</b> Monthly Visitors</p> <p><b>Reaching Shoppers and Drivers Alike</b> for Informative and Advertising Purposes</p>	<p><b>120.000 Small Shops Nationwide</b></p>  <p><b>120K Shops Across Indonesia</b> 5 Types of Media Flexible Media Setups</p> <p><b>36 Million</b> Monthly Visitors</p>	<p><b>Online Taxis &amp; Blue Bird</b></p>  <p><b>Jakarta Metro Area and extended</b> 330.000 Monthly Passengers</p> <p><b>5 Types Media Options</b> Sticker branding, static or Content Advertising</p> <p><b>218.000</b> Total Trips/Month</p>	<p><b>Hotel, Residentials, Healthcare, Transportation</b></p>  <p><b>Nation Wide</b> 6 Environment Digital Media</p> <p><b>60 Million</b> Monthly Visitors</p> <p><b>Reaching Visitor and Guest Alike</b> for Informative and Advertising Purposes</p>
------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------	-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------


Combining more than 950K OOH and DOOH Locations across Indonesia

# Commuter line Train & Station, Roadside LED, FREE WIFI on Train & Stations






# FREE WIFI COMMUTERLINE STATION






 User Database gathering




Available in 80 stations Jabodetabek




Website    Landing Page    Marketplace Store

Social Media

**Connected to 350K passenger daily**  
**Up to 1 Gbps**

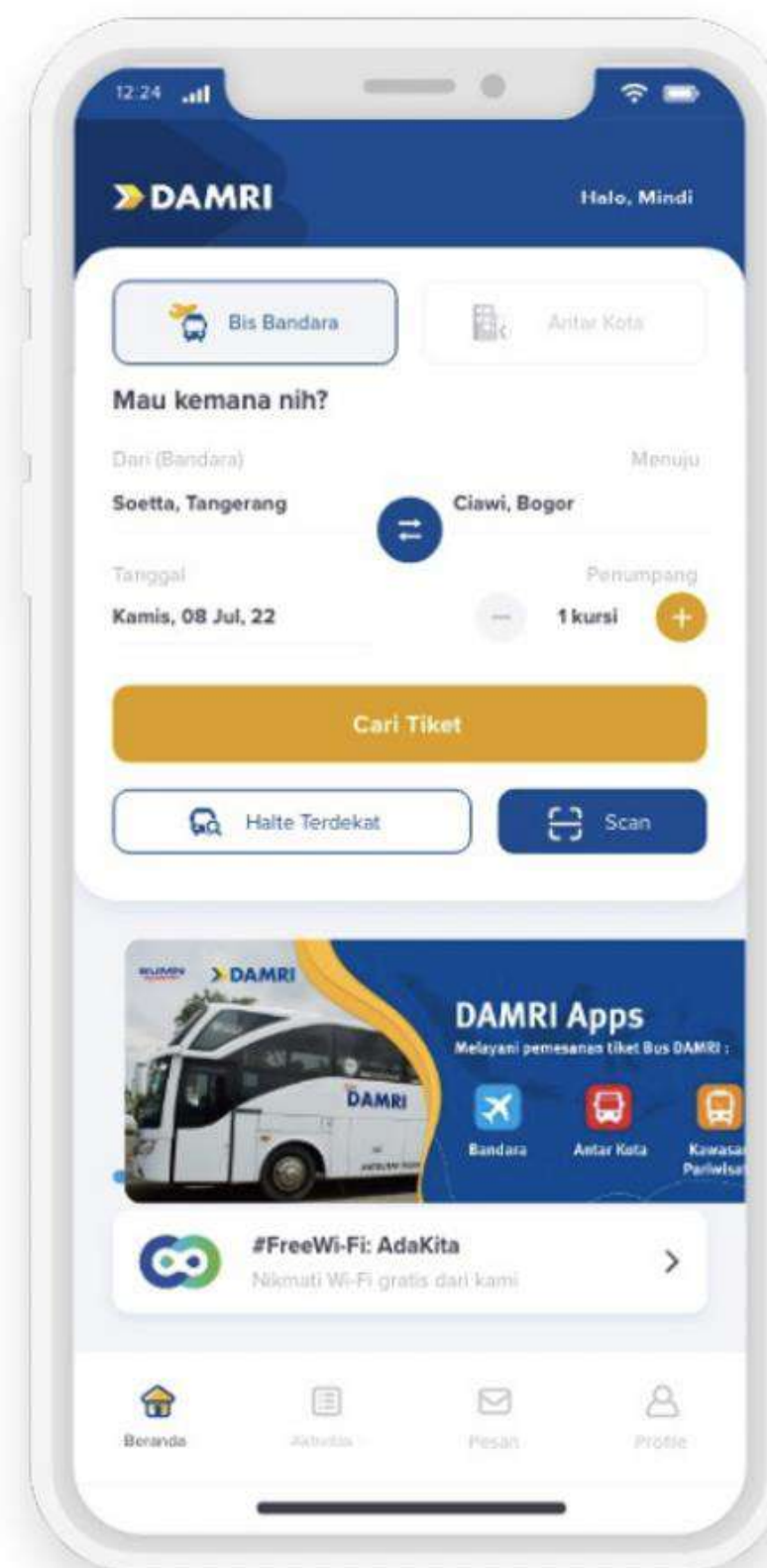
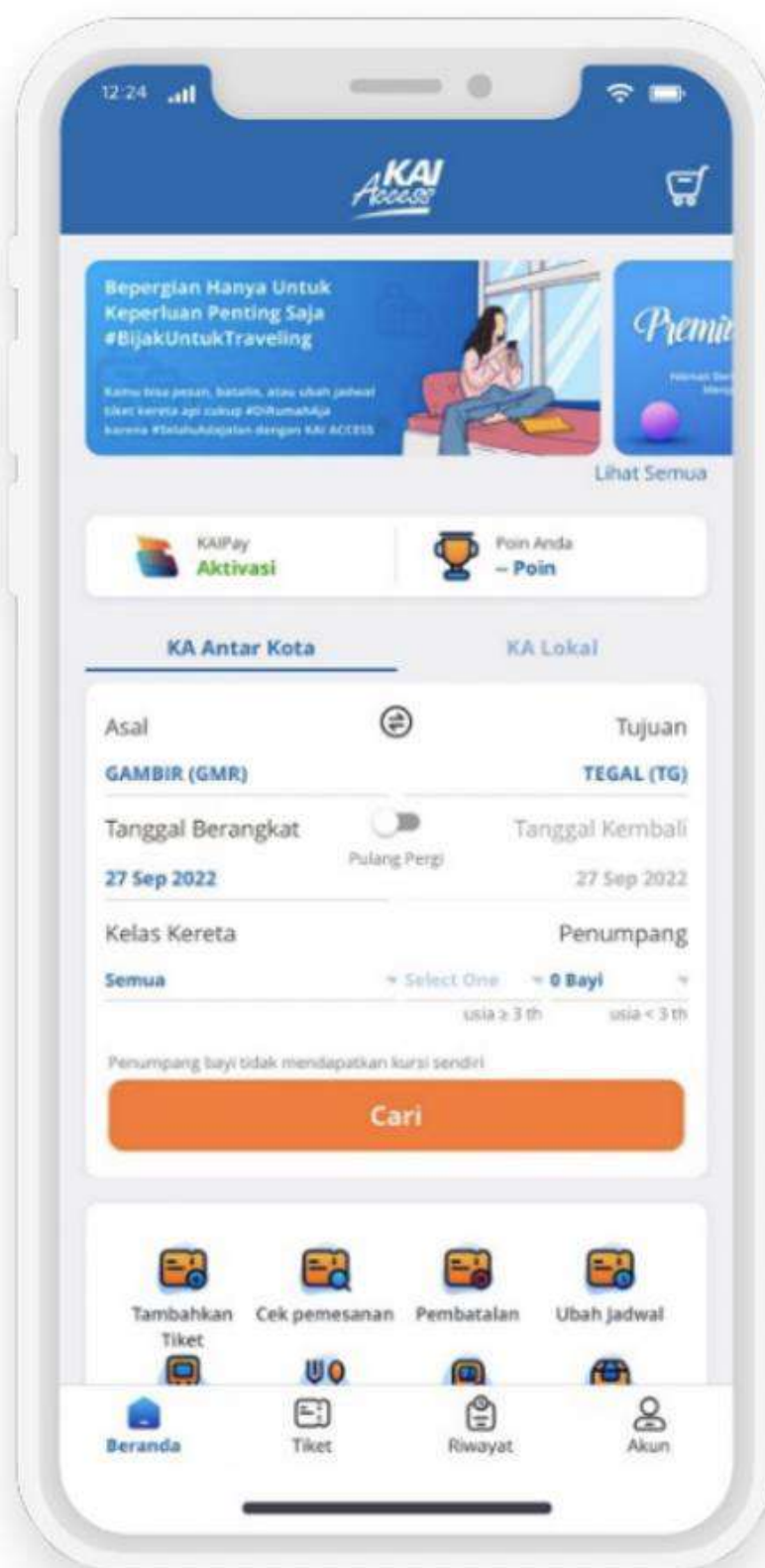
**TECHNOLOGY**



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



# MYVERSE



“INDONESIA’S FIRST MOBILITY METAVERSE”  
Beta Version has been launched in Oct 2022

# **WAREHOUSE ECOSYSTEM (LAST MILE SOLUTIONS)**

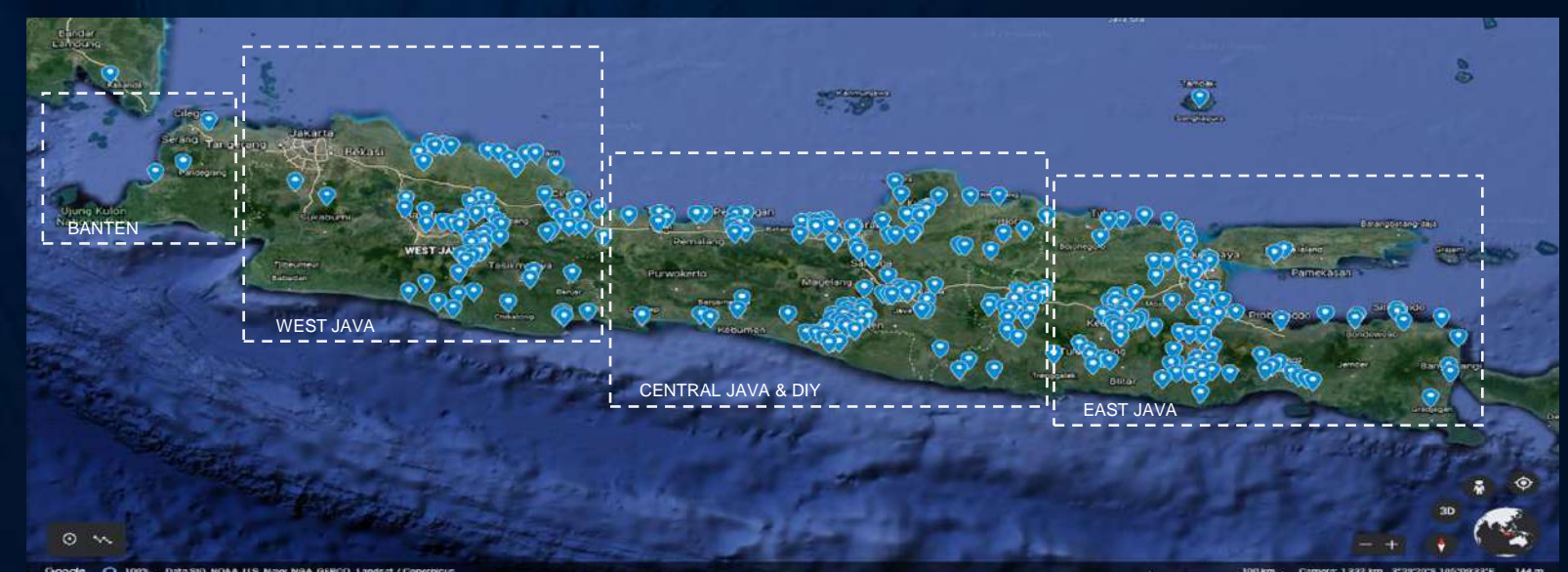
**13.800 Warehouse | 809.000 Point of Sales**

# Surge Smart Warehouse

managing 13.800 warehouses across Indonesia  
with 809K Point of Sales

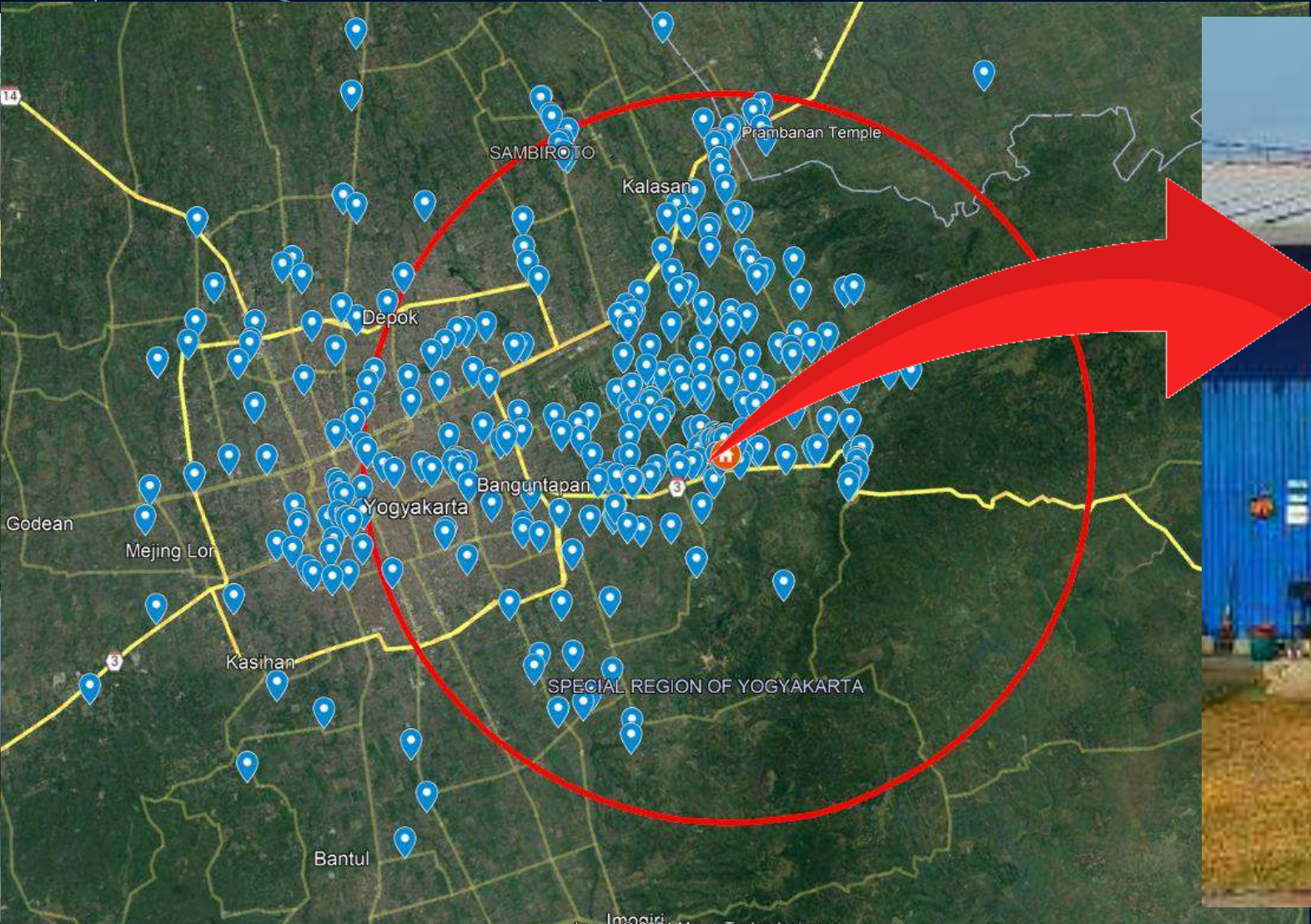


Online Apps solution with high-speed internet infra to support high tech supply chain & logistic system



# Surge Smart Warehouse

managing 13.800 warehouses across Indonesia



# WAREHOUSE IN JAVA (POTENTIAL EDGE DATA CENTER)

**1200+** WAREHOUSE LOCATION AROUND JAVA

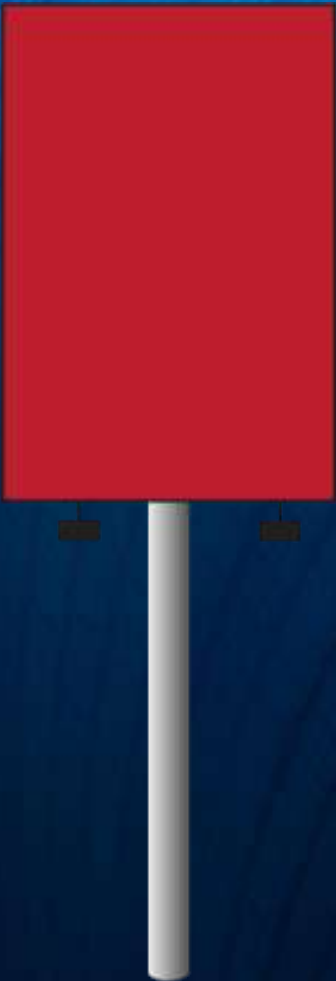
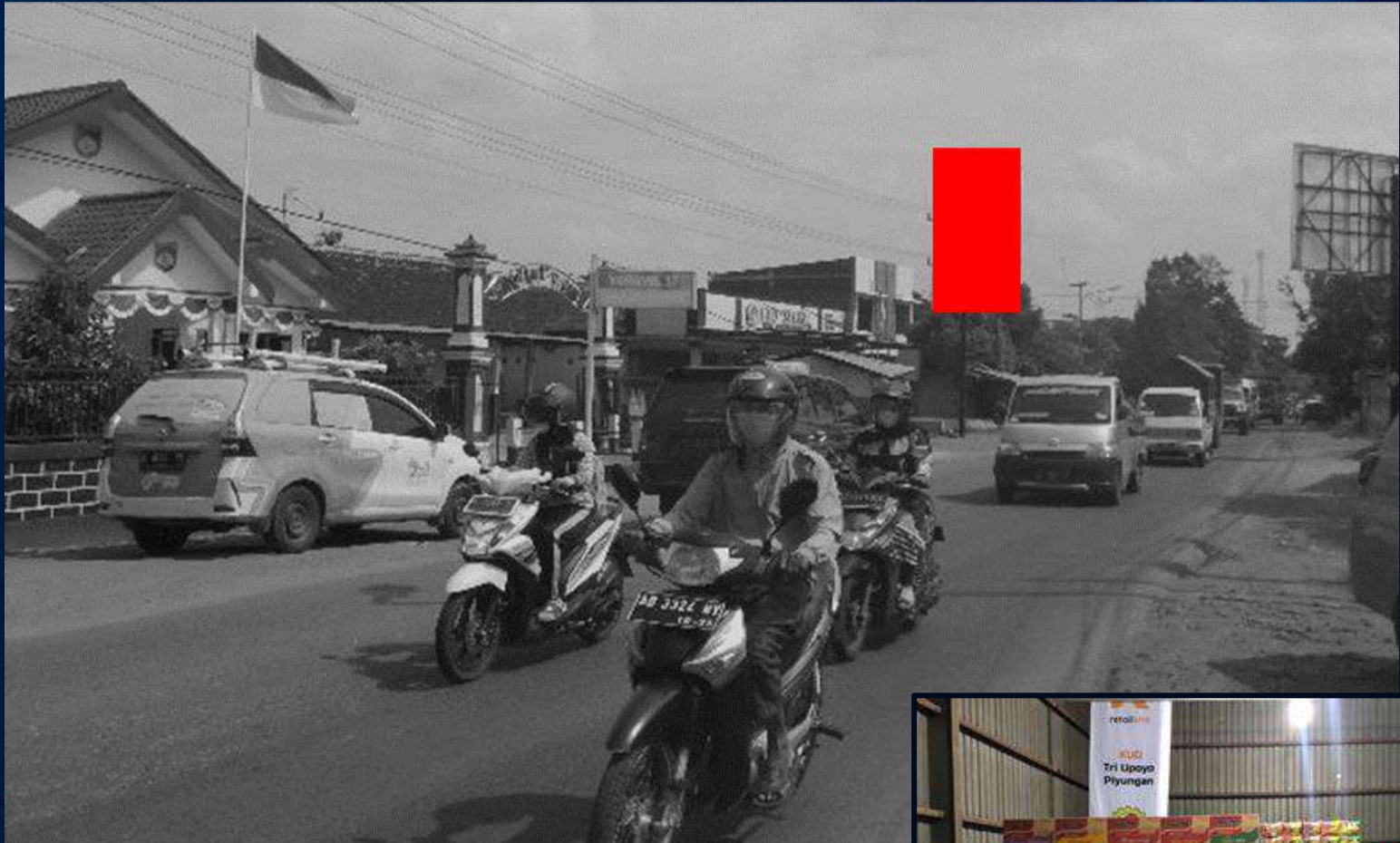


Located in 6 Provinces accros **119** District

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

# Strategic Location for Billboard, Baliho, T-Banner Placement



*\*Billboard Illustration*

**Size** : H.6m x W. 4m  
**Format** : Vertical  
**Side** : 2 sides  
**Lighting** : Frontlite

- Strategic place, Located next to main street
- Always in the middle of cities

KUD BILLBOARD SPOT BY PROVINCE	
Province	Billboard
DKI	1
Banten	14
Jabar	170
Jateng	180
Jogjakarta	33
Jatim	202
Bali	33
NTB	21
NTT	5
Aceh	1
Bengkulu	1
Gorontalo	4
Jambi	19
Kalbar	3
Kalsel	12
Kalteng	3

Kaltim	5
Kep, Babel	10
Kepri	3
Lampung	12
Maluku Utr	1
Papua	1
Riau	46
Sulbar	2
Sulsel	27
Sulteng	11
Sultra	7
Sulut	14
Sumbar	33
Sumsel	25
Sumut	17
<b>TOTAL</b>	<b>916</b>

**Thank You**

