INDONESIA'S ONLY RAILWAYS BACKED FIBER OPTIC OPERATOR

PT INTEGRASI JARINGAN EKOSISTEM (WEAVE)

Subsidiary of PT Solusi Sinergi Digital Tbk – SURGE (WIFI.JK)

2024

Brief Profile- Surge (Listed Holding Co.)

Listed Holding Co. Milestones – PT SOLUSI SINERGI DIGITAL Tbk

2012
Founded

2014
Company start the cooperation with PT Kereta Commuter Indonesia (subsidiary of Indonesia Railway Operator) for Advertising Business (Public Transport Digital Out of Home Media) with 924 screen inside Greater Jakarta Commuter Train

(Commuterline passenger 1Mio/day)

2015
Company start the Cooperation with PT KAI (Persero) for Free WiFi at Station.
(Train Passenger: 150 Million/Year)

Starting Station Branding with PT KAI

2016
Company expanding the cooperation with KAI to provide Advertising in Intercity Train & Stations including Entertainment on Board. Coverseat. WiFiOn Board. Company also creating Co-working Space at Station

2019
The company is trusted by PT KAI (Persero) to develop (front-end back-end) and operate a ticketing application for train services called "KAI Access"
(recent status :28 Million Registered user)

Start Ground to Train Connectivity & Ultimate Fiber Optic Backbone Proiect across Railwavs in Java

2020
Listed in Indonesia Stock Exchange by 30th Dec 2020

Cooperation with INKUD for warehouse digitalization in 13.800 location across Indonesia

2022
Creating Application for the biggest State-Owned Bus Operator in Indonesia - DAMRI

CDN Cooperation with Huawei Cloud in Surge Edge Data Center (EDC) Node

Cooperation with Jasamarga for Highway Fiber Optic.

FTTH+Gas Project*

5G FWA

2023
FWA Project*

FTTH Project*

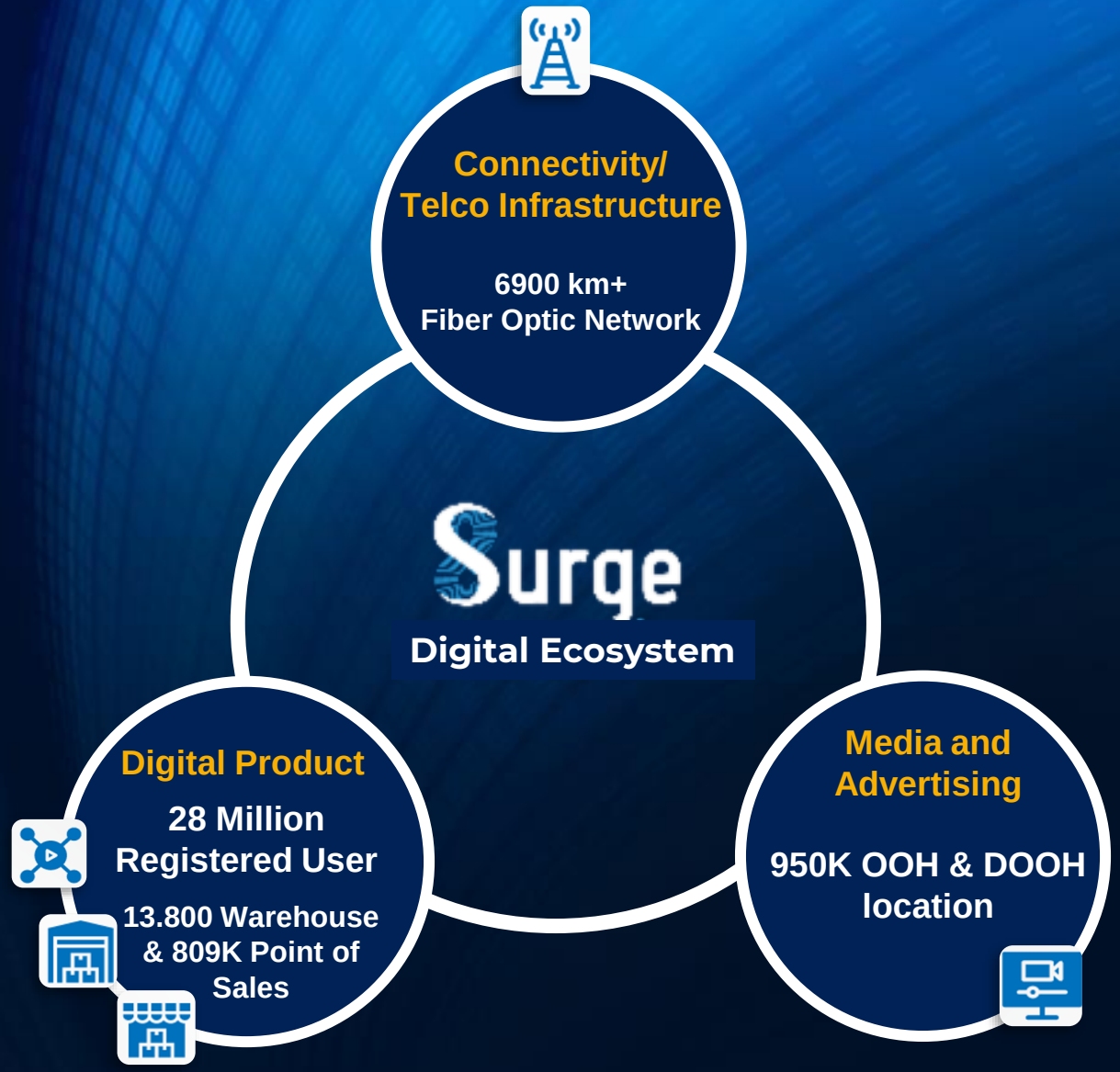
Starlink

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.

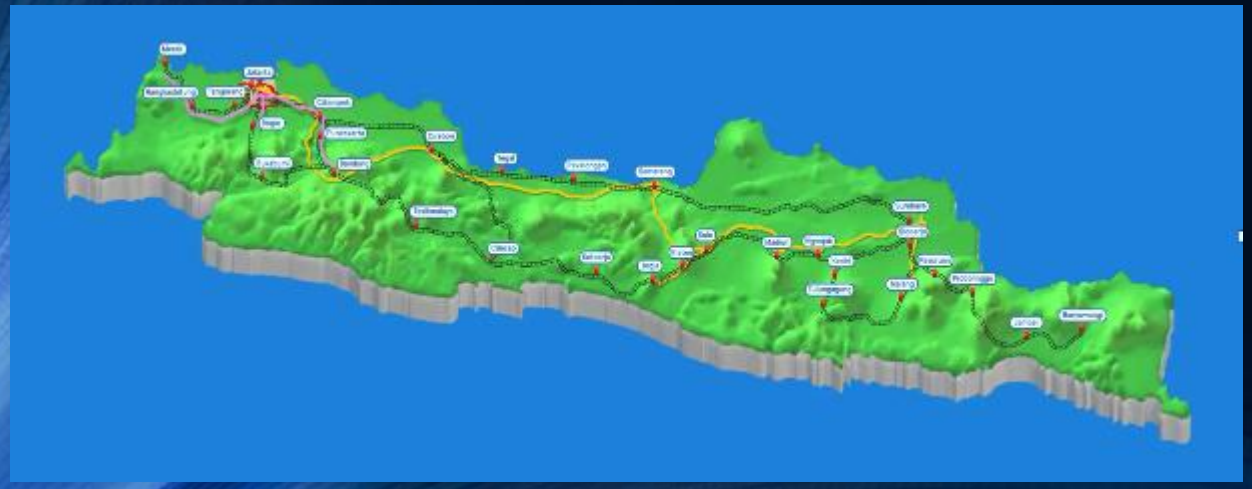


Brief Profile - Weave

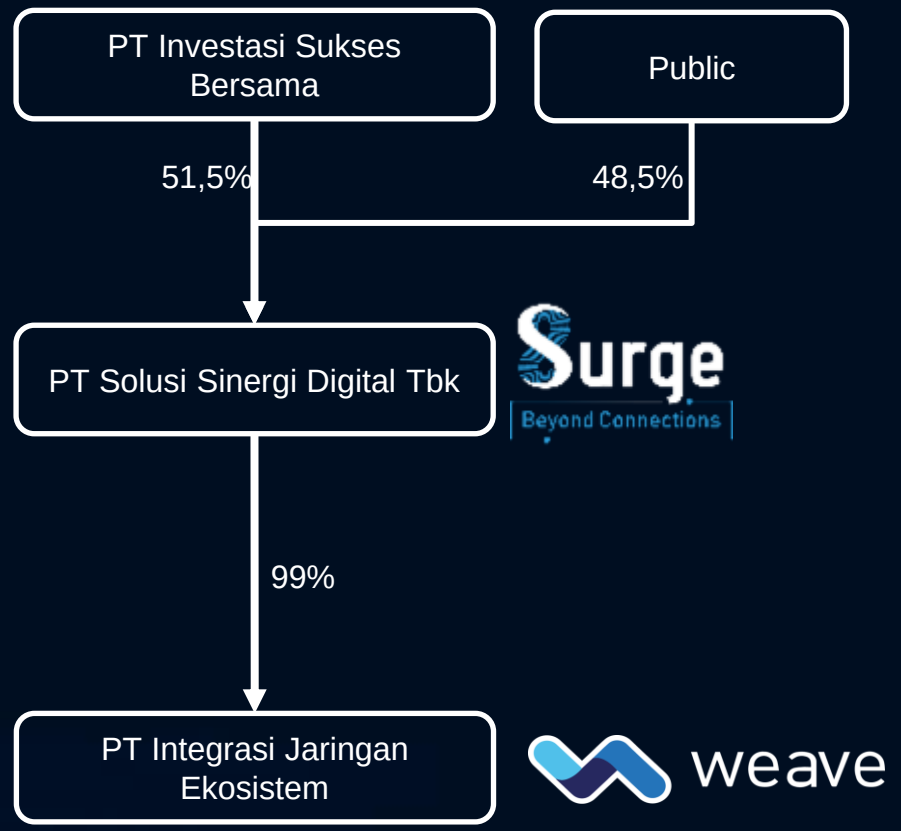
PT Integrasi Jaringan Ekosistem (IJE)

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 – permission (sitac) ready, interconnection and crossing (total crossing 300 points)
5. Provider of BTS Poles along the Railway line (3000 km)



Ownership Structure



ULTIMATE WEAVE JAVA BACKBONE

weave

6,927 Km of Backbone
144 Core
Up to 64 Tbps of Bandwidth
592 Point of Presence
58 Edge Data Center

FO Backbone Via Railway

FO Backbone Via Roadside

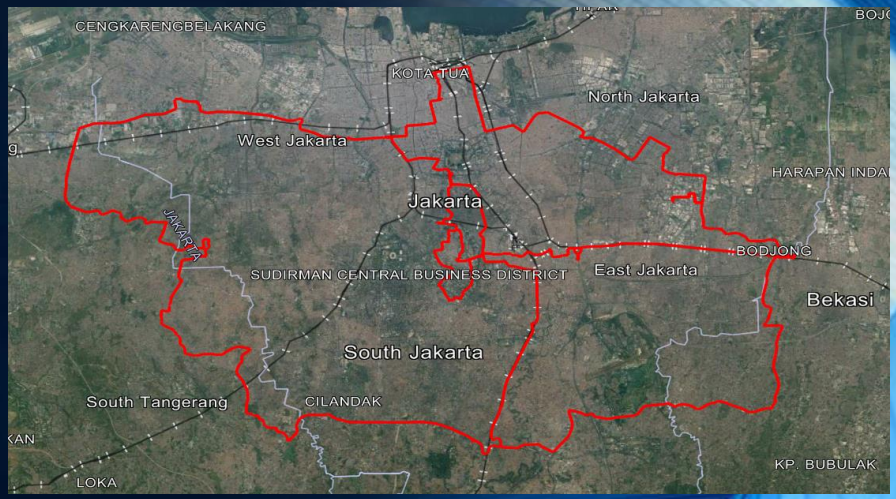
FO Backbone Via Highway

FO Backbone Inner Jabodetabek

Ultimate Weave Java Backbone (2)

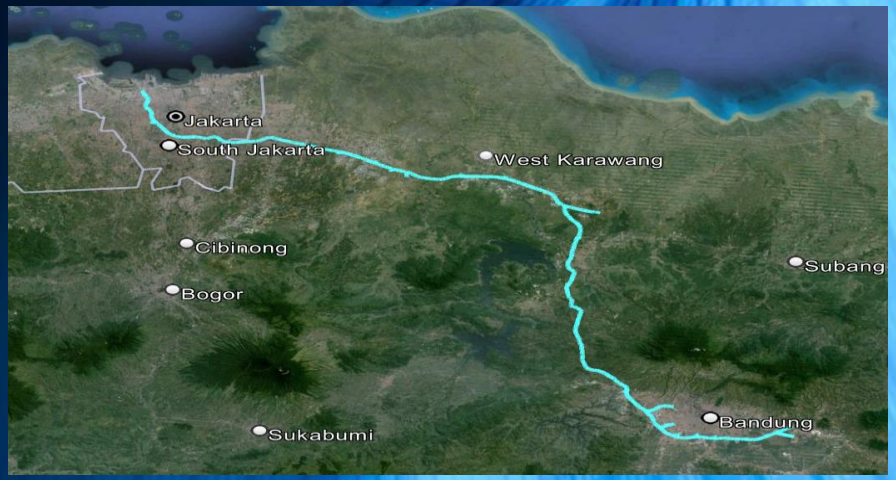
Railway Fiber Backbone (5017 Km)

Inner Jakarta Fiber Backbone (458 Km)



Roadside Fiber Backbone (1187 Km)

Highway Backbone (265 Km)



Uniquely experienced management

Yune Marketatmo
Chief Commissioner

- President Director – PT Solusi Sinergi Digital Tbk (2023-Now)
- Commissioner of PT Solusi Sinergi Digital Tbk (2022-2023).
- More than 26 years experience in Indosat Group including as Group Head Network (SVP) Network Planning and Chief Technology Officer

Hermansjah Haryono
President Director

- President Director - PT Solusi Sinergi Digital Tbk (2019-2023)
- Began his career in the Technology Industry from 2004 to 2005 as Brand Manager of XL Axiata
- 12 years experience Hutchison 3 Indonesia (2005 to 2017)

Gilman P. Nugraha
Director

- Director - PT Solusi Sinergi Digital Tbk (2023-Now)
- Vice President Corporate Secretary & Investor Relations- PT Solusi Sinergi Digital Tbk (2021-2023)
- More than 11 years experience in banking and capital market

Leonardus Chrisbiantoro
Independent Commissioner

- Asst Vice President of PT. Bumiputera Sekuritas (2016 –Present)
- More than 23 years in Capital Market (various securities houses)

Senior Management Team

Mustaghfirin
(ex VP Network & Service Management)
(32years+ telco experience)

Edi Riyanto
(ex SVP Indosat)
(24+ years telco experience)

Hidayat Tjandradjaja
(ex CEO Mobile 8)
(40years+ telco experience)

Primadi K Putra
(ex VP Strategic Planning Telkomsel)
(30years+ telco experience)

Erwin Tanjung
(ex VP Sales & Marketing Telkomsel)
(26years+ telco experience)

Source: Company data

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 railways– permission (sitac), interconnection, and crossing (300 points)

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

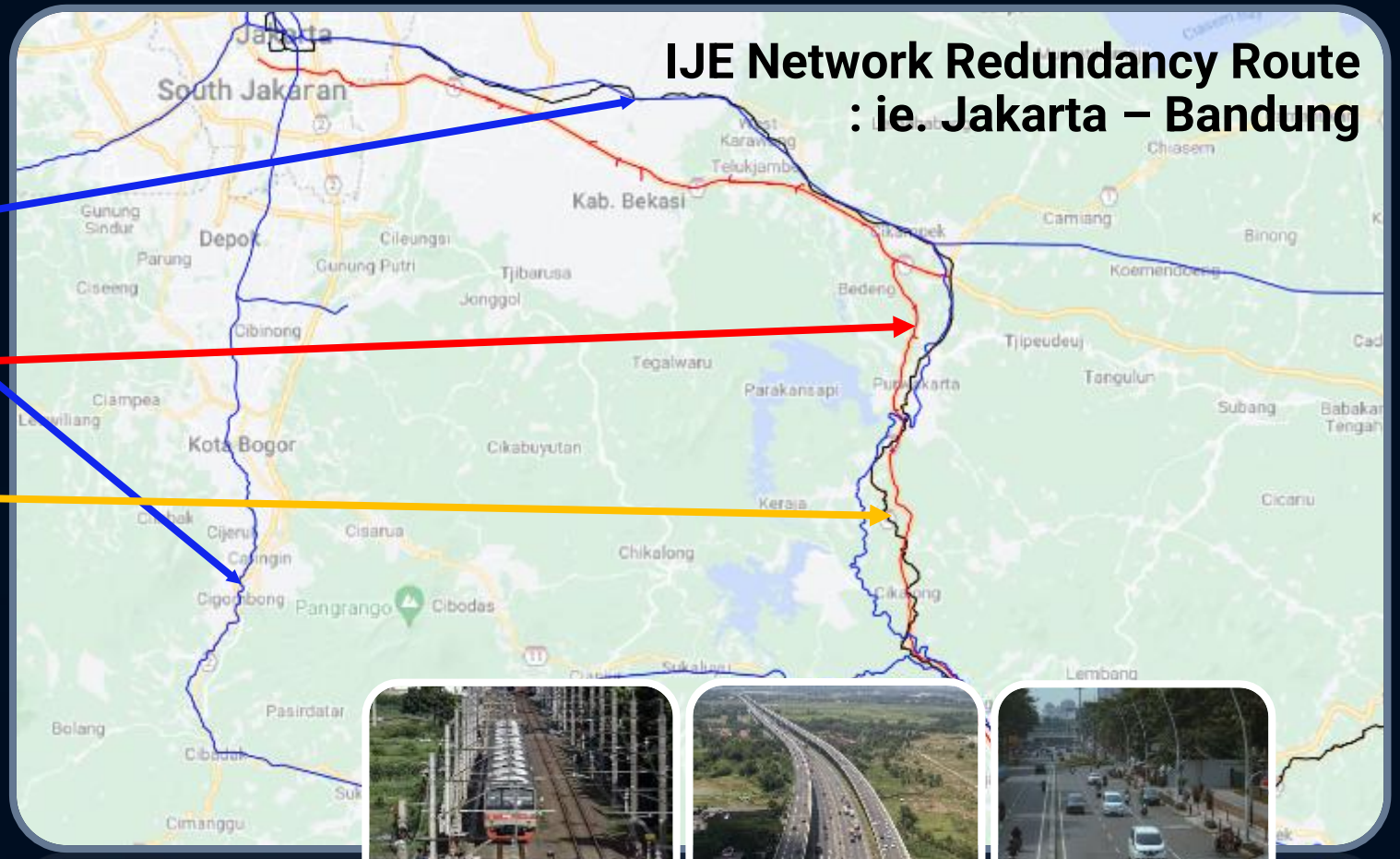
Fiber Optic Infrastructure Provider in 3 Different Lines : Railway – Highway - Roadside

3 Backbone Line of Backup

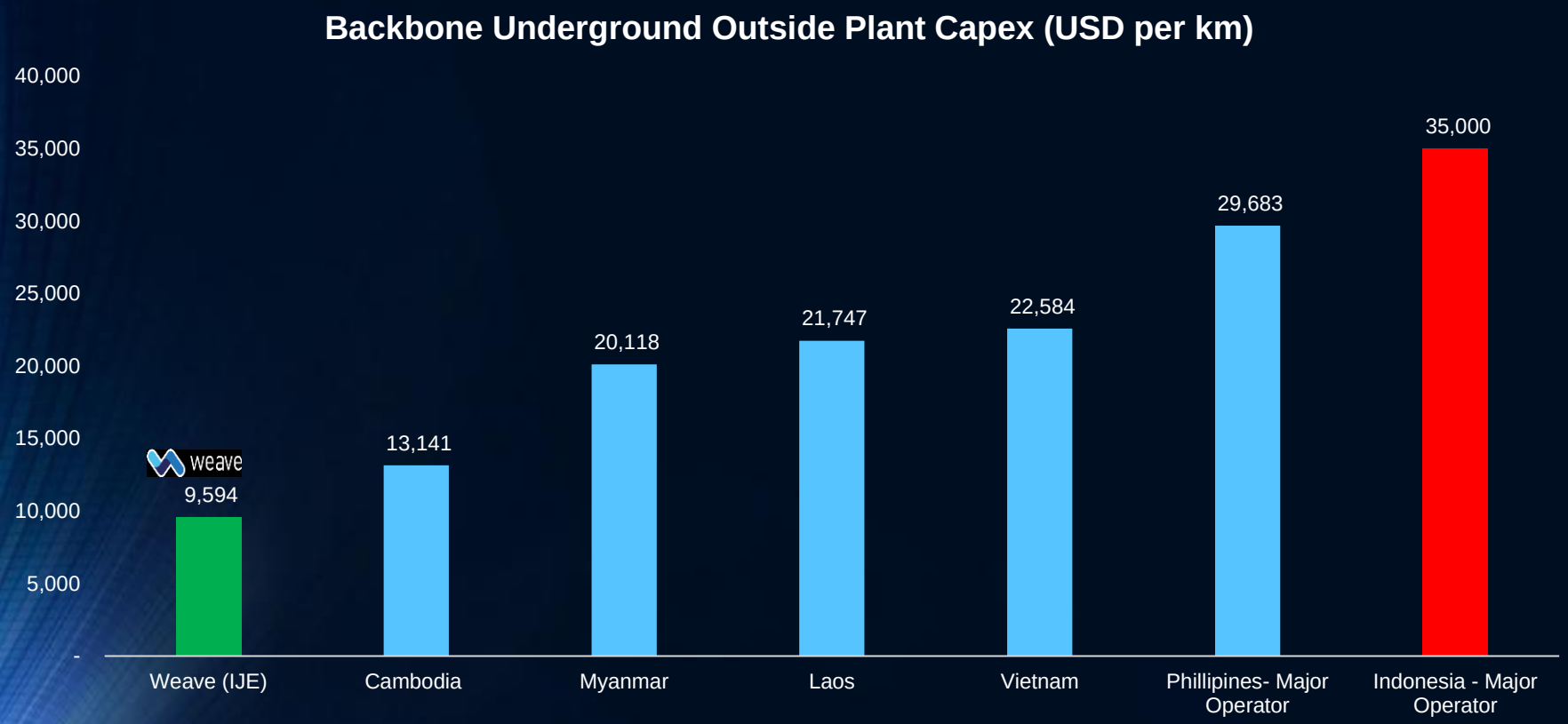
- Railway
- Highway Jakarta-Bandung
- Provincial Roadside

+

Automatically Switched Optical Network (ASON) Technology



Cost Efficient Infrastructure



weave

- LICENSE
- FAST DEPLOYMENT
- EFFICIENT CONSTRUCTION COST
- EFFICIENT OPERATION

Efficient Capex Competitiveness

Source : Hardiman Telecommunications Research

Cost Efficient Infrastructure

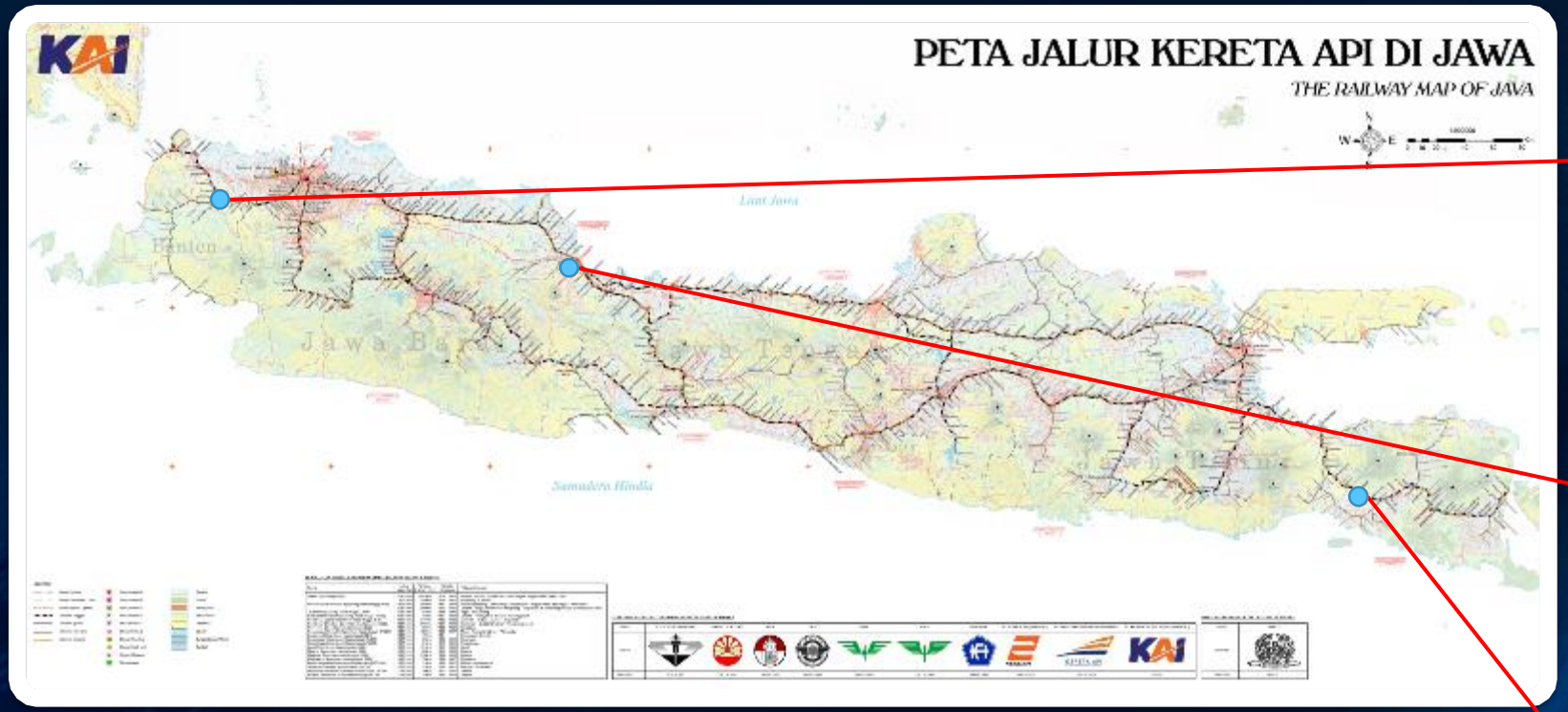
EFFICIENT OPERATING EXPENDITURE

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

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

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

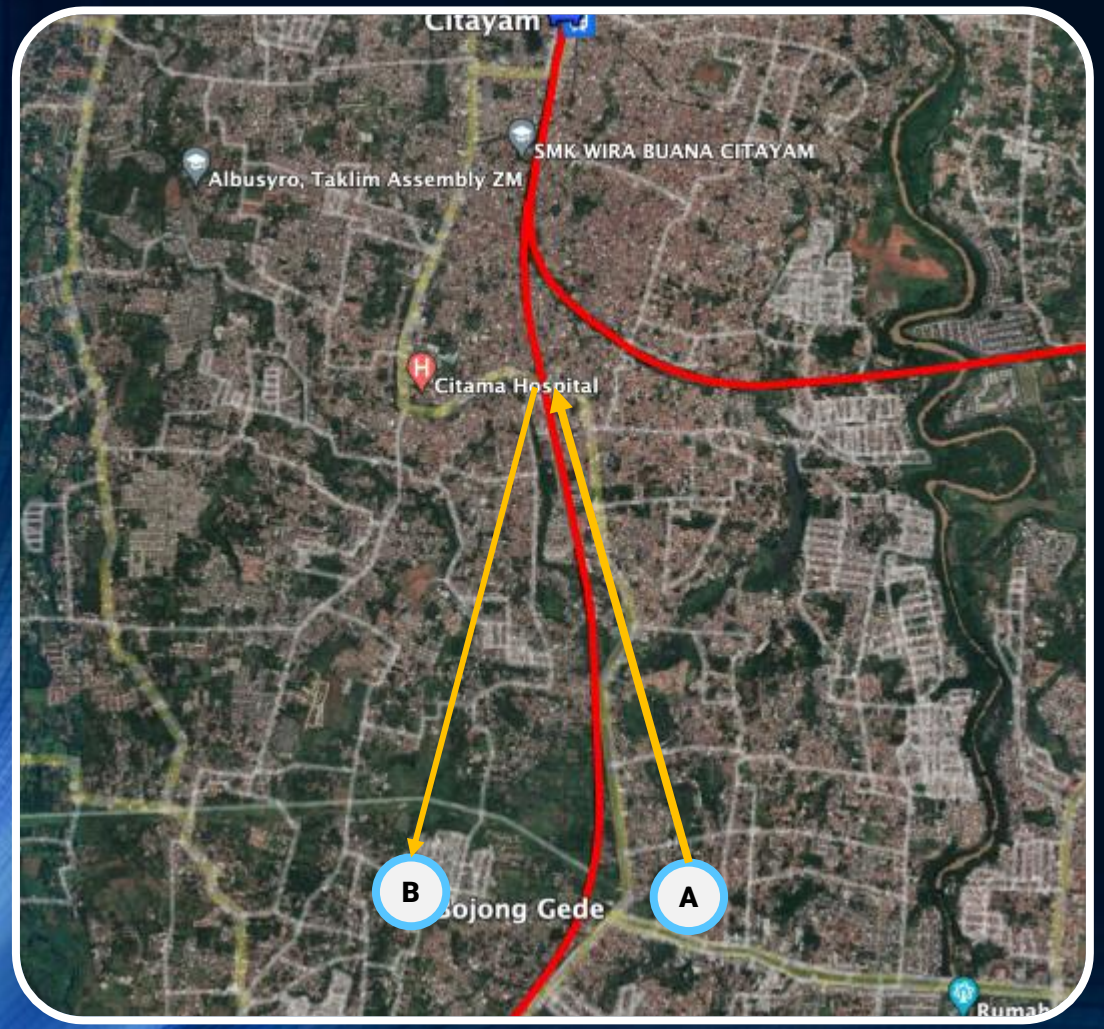
Passing the Center of Population Density on the Island of Java



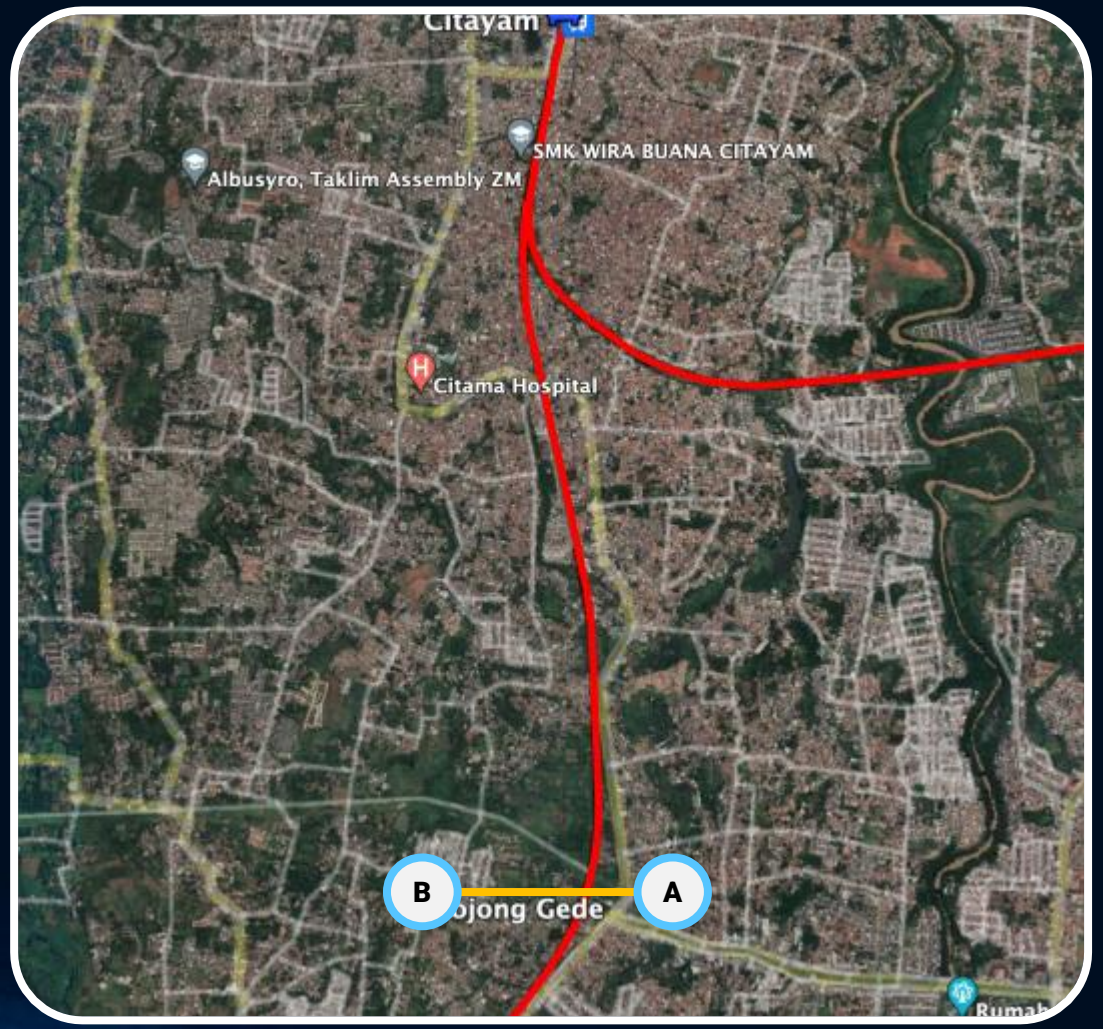
More than **80%** of the population of Java Island is concentrated along the railroad tracks with a total population of **140 million** people.

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

Without IJE



With IJE



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

On both sides of the railway, numerous residents reside. Therefore, when engaging with the railway operator, it is imperative to secure the authorization to erect poles, ensuring the ability to harness the business potential along the railways

- **BTS FOR TELCO & TOWER CO**
- **SURROUNDING POPULATIONS**
- **GROUND TO TRAIN CONNECTIVITY**

Business Line

TOTAL POTENTIAL ULTIMATE ANNUAL REVENUE: IDR 5,47 Trillion

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 fibercut.

Potential Customer:
- Data Center
- Telco Operator
- Tower Operator
- ISP (Internet Service Providers)

Recent Contract in 2023: IDR 80 Billion per Year

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)

Recent Contract in 2023: IDR 33 Billion per Year

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 10 server racks per location

Potential Customer:
- Data Center
- Tower Operator
- Cloud Provider
- Telco Operator
- ISP (Internet Service Providers)

Recent Contract in 2023 : IDR 7 Billion per Year

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

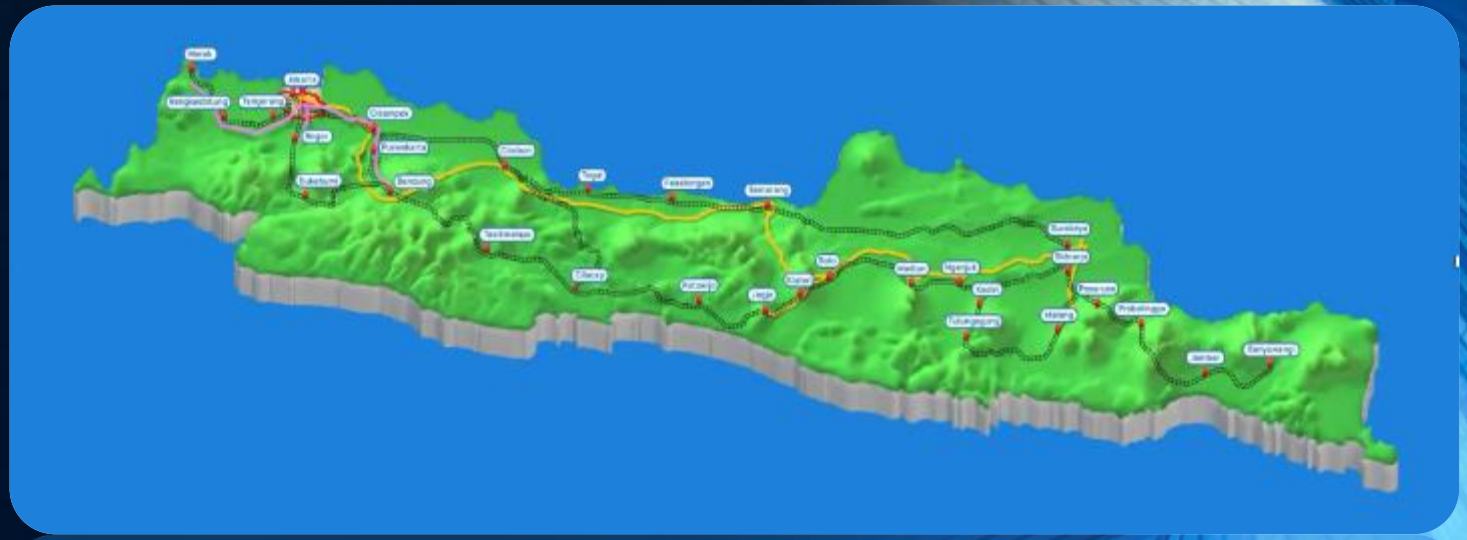
Leased Core

Fiber Optic Infra of 6,927 Km

"The Most Secured Telecommunications Infrastructure in Indonesia"

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

144 Core



Recent Contract in 2023

IDR 80 Billion per Year

Annual Ultimate Revenue:

IDR 1,2 Trillion per Year

Leased Line/ Bandwidth Capacity

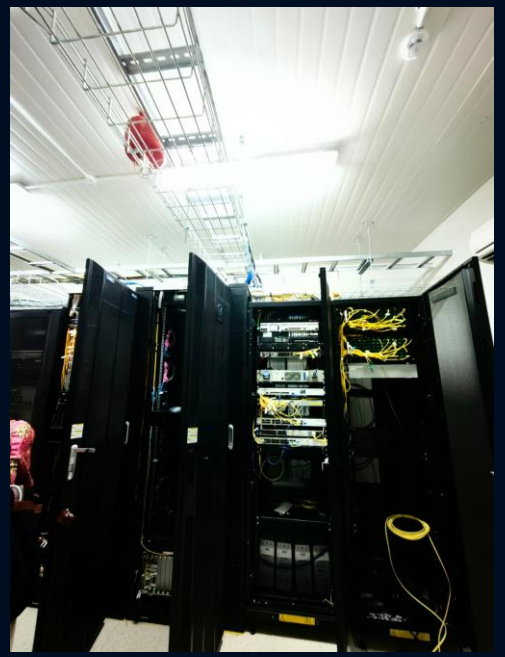
Providing Dense Wavelength Division Multiplexing (DWDM) Capacity up to 64 Tbps

- Java Island internet capacity needs up to 280 Tbps
- Providing The Most Affordable Connectivity in Java Island
- 500+ Internet Service Providers (ISP) in Java Island

Recent Contract in 2023:	Ultimate Annual Revenue(for 5,6 Tbps):	Annual Ultimate Revenue (64 Tbps):
IDR 33 Billion	IDR 336 Billion	IDR 3.9 Trillion

Edge Data Center : Colocation & Content Delivery Network (CDN)

- Developing Internet infrastructure in Java
- Utilization of train stations to provide PoP up to 591 station points (Ready 58 station points, in operation 3 station points with Huawei)
- Services :
  - Content Delivery Network (CDN)
  - Equipment Co-locations
  - Local Internet Exchange
  - Edge Cloud Computing, etc



Recent Contract:
IDR 7 Billion/ Year

Ultimate Annual Revenue:
IDR 304 Billion

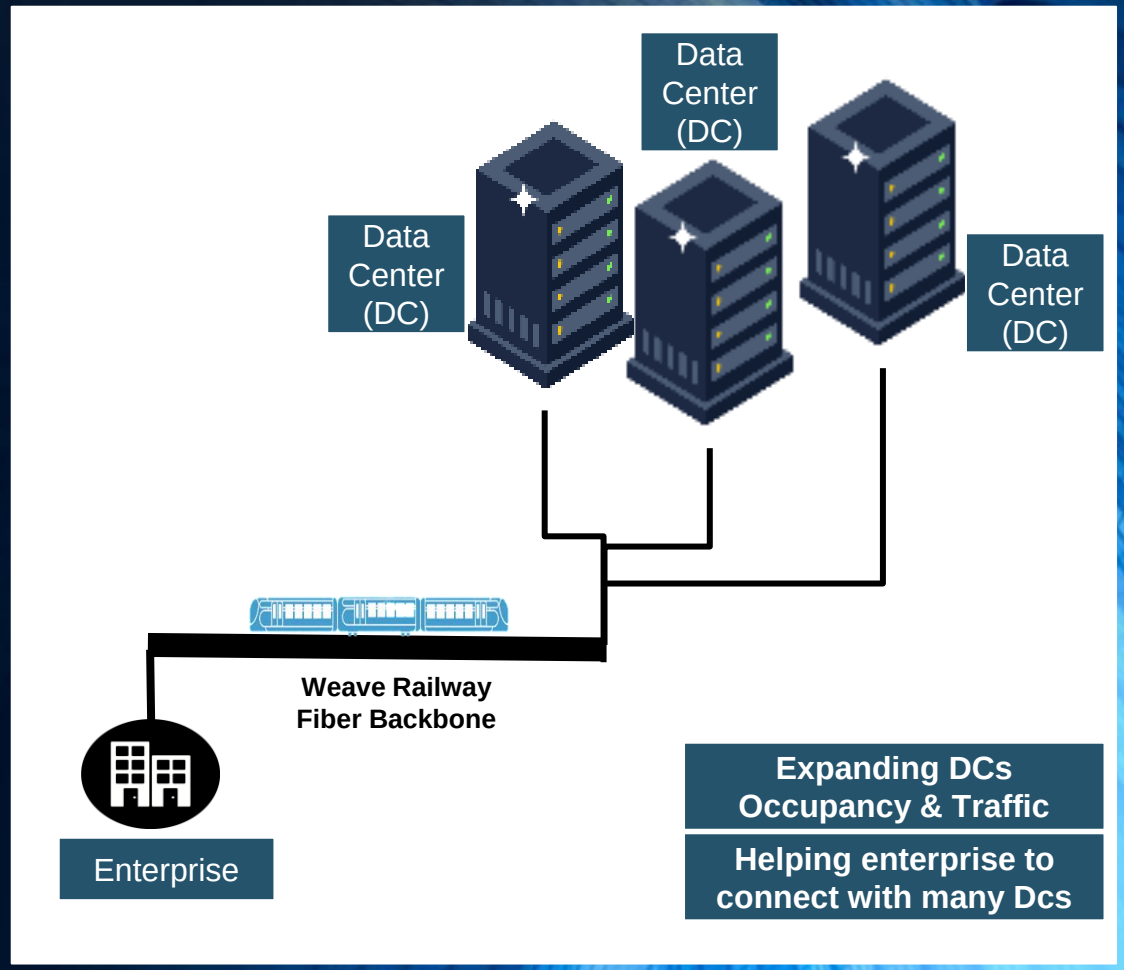
Data Center (connected to Weave)

Connected

1. Area 31 - DVO
2. Jupiter
3. APJII Cyber
4. IDC Duren Tiga
5. NTT Data Center
6. Oma Data Center - Surabaya
7. BBU Bandung/APJII Jabar
8. APJII Jogja
9. DCII
10. ST Telemedia

In Progress

1. Princeton Digital Group
2. Bersama Digital
3. Teknovatus
4. EDGE DC
5. Indokeppel
6. MIG Data Center
7. K2 Data Center
8. Elitery Data Center



Warehouse for EDC (located near to railways backbone)

- **577 location** , potential for Edge Data Center location

Tower and Fiberization

- Business potential for tower fiberization along the railroad lines
- For operators & tower co to widen coverage and capacity at every point of the tower
- Potential to provide internet for residents around the rail line

Ultimate Annual Revenue:

IDR 67 Billion

PROTELINDO
A Subsidiary of PT Sarana Menara Nusantara Tbk

TOWER BERSAMA GROUP

CENTRATAMA

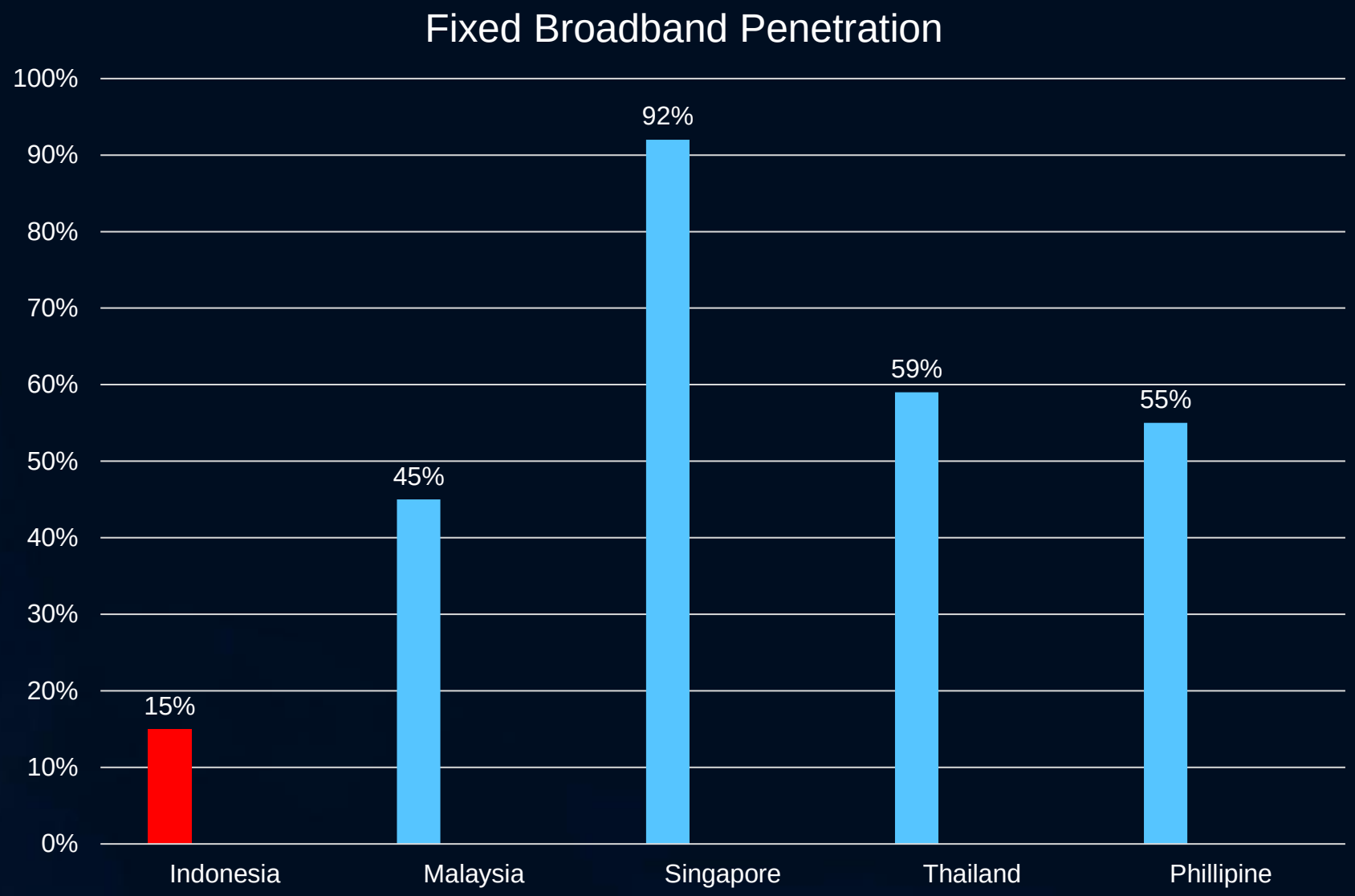
24.000 Potential Tower & Fiberization along the railways

Potentially reaching 24 Million Household in Java

Market Opportunity

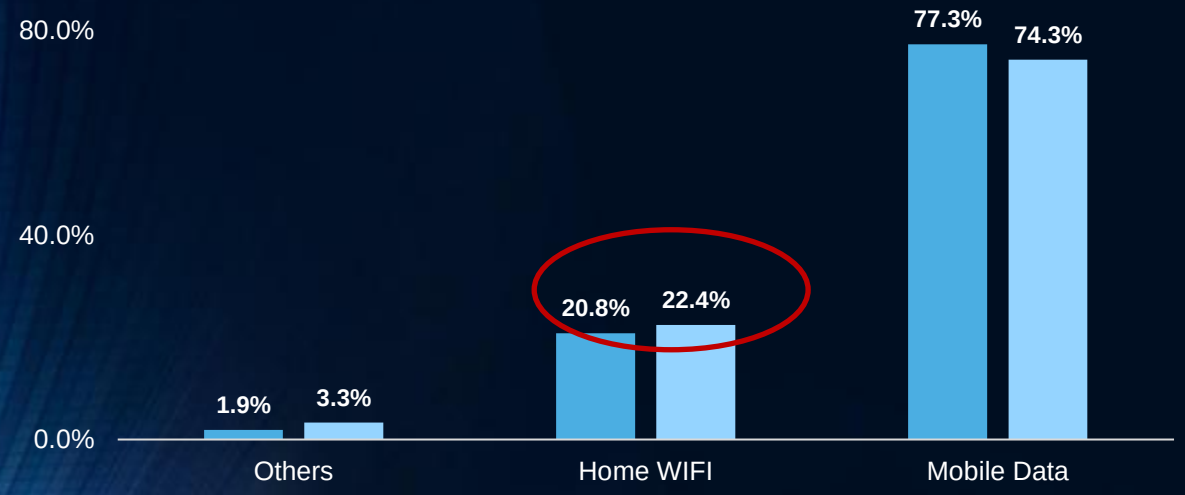
Market Opportunity

- **85% Untapped Market for Fixed Broadband in Indonesia.**
- **Along with ISPs & Telcos Partner, IJE had the ability to penetrate Untapped Market with Affordable Connectivity Cost**



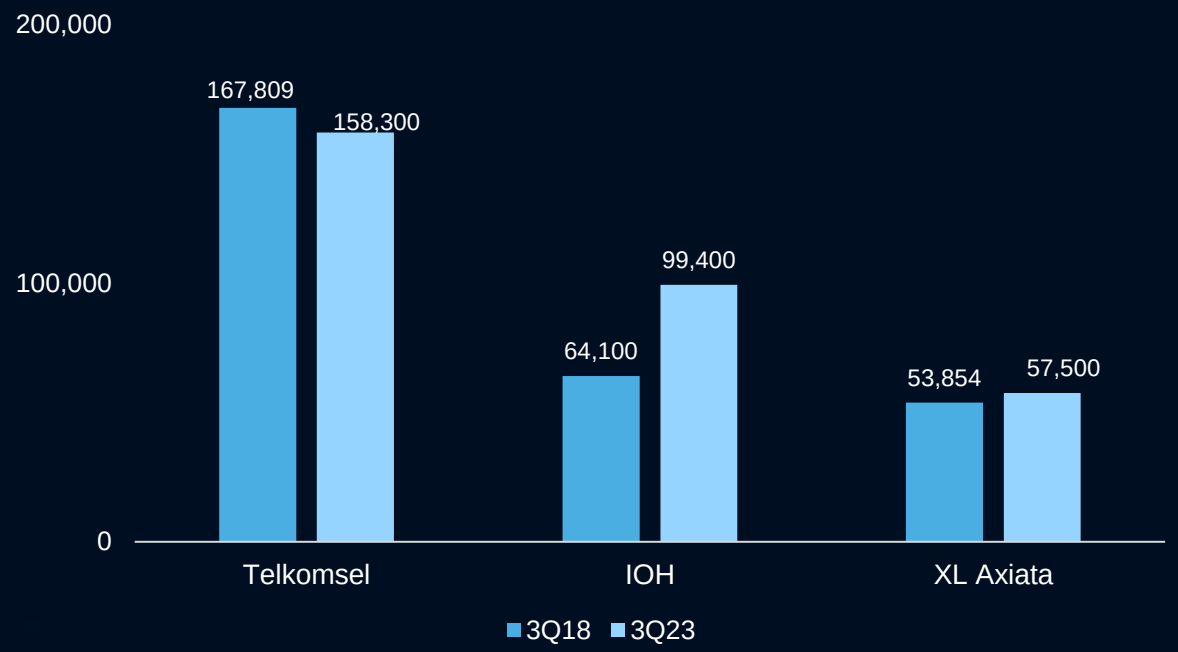
✓ MARKET OPPORTUNITY

Internet Access from Location – APJII Survey 2024



Source: APJII, 2024

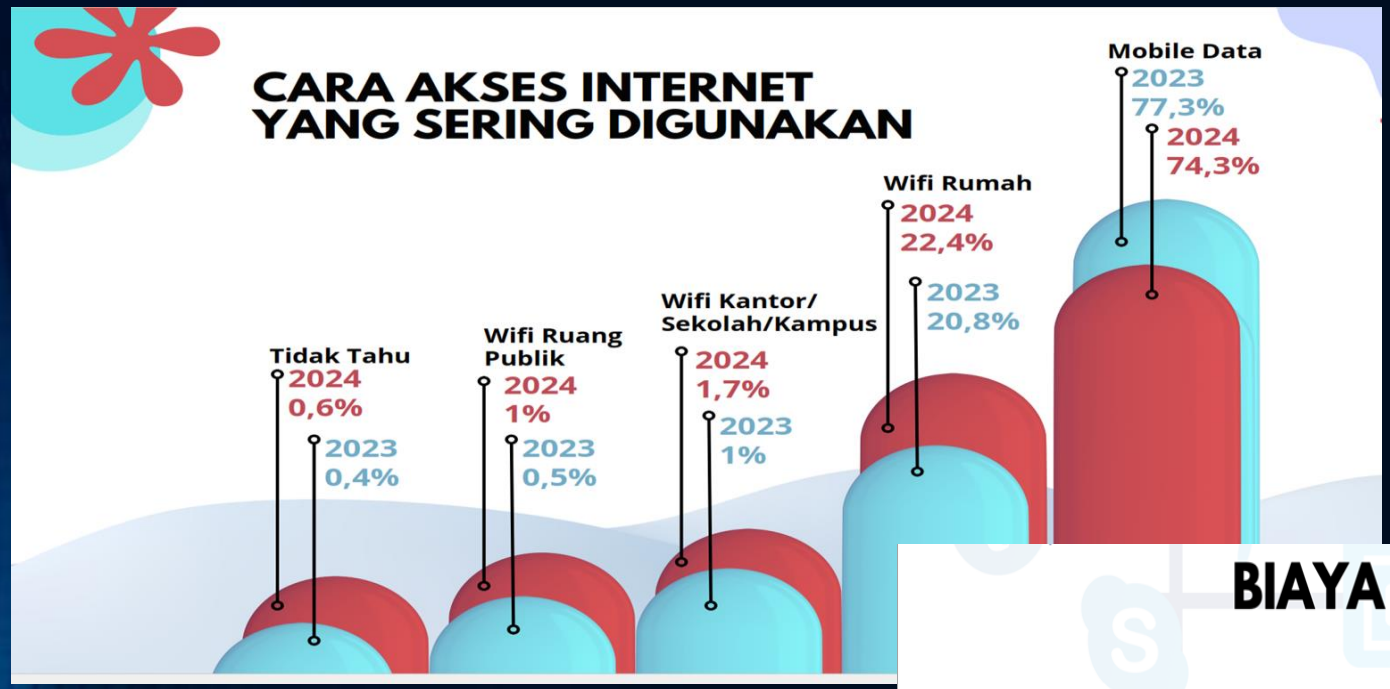
Subscribers ('000)



Industry Background

- Fending-off substitution effect: mobile users at home tend to use broadband or FTTH connection whenever available instead of using mobile data. Per APJII 2024 survey, the number of users using "Home Wifi" has increased from 20.8% in FY23 to 22.4% at the expense of mobile data. This implies the need to expand FTTH and FWA services to customers at home since ARPU might be lower

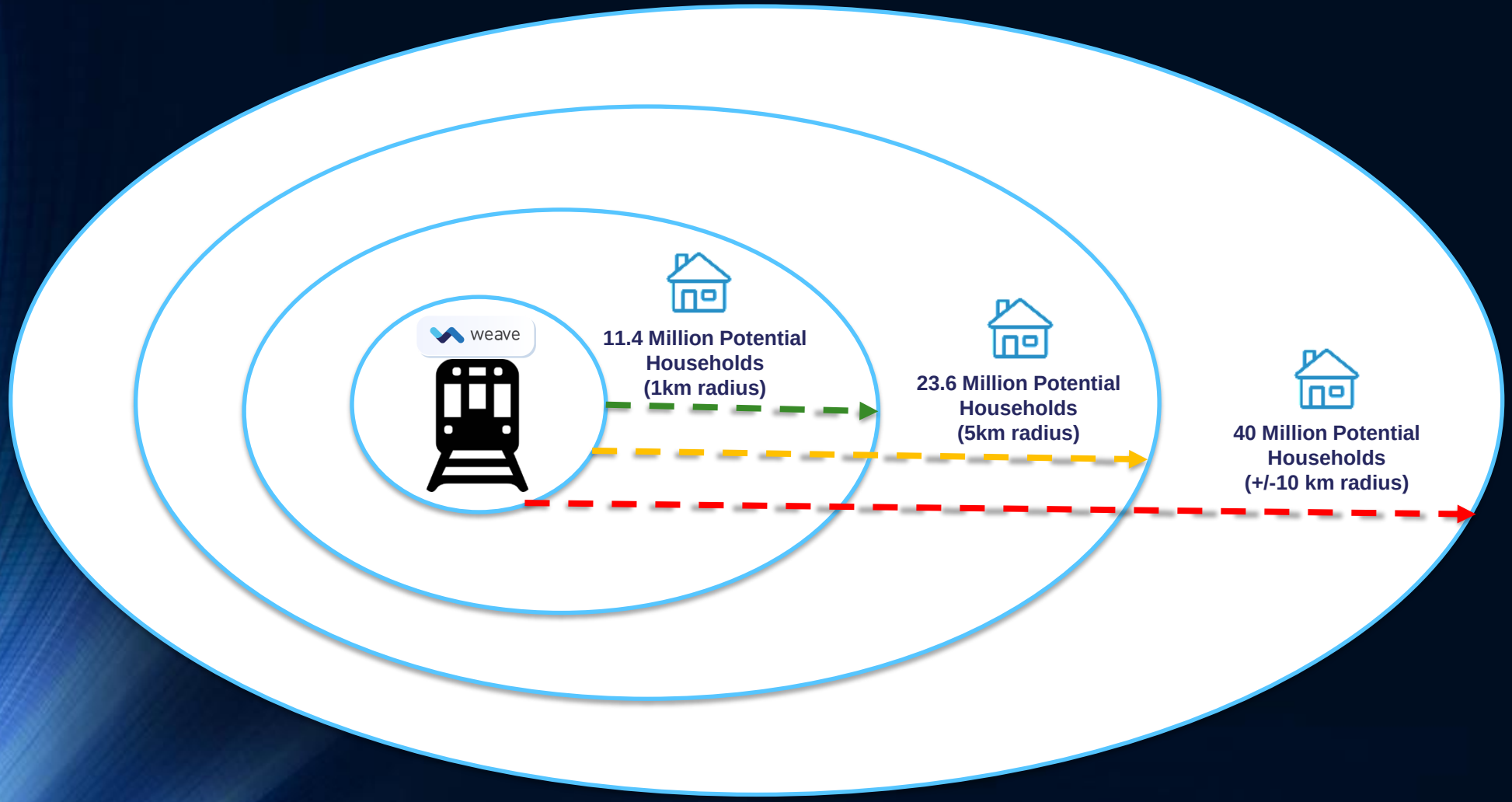
Source: Company Data



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

The ideal price is IDR 150,000/ month.

Proximity along Weave Java Railway Backbone



weave

Thank You