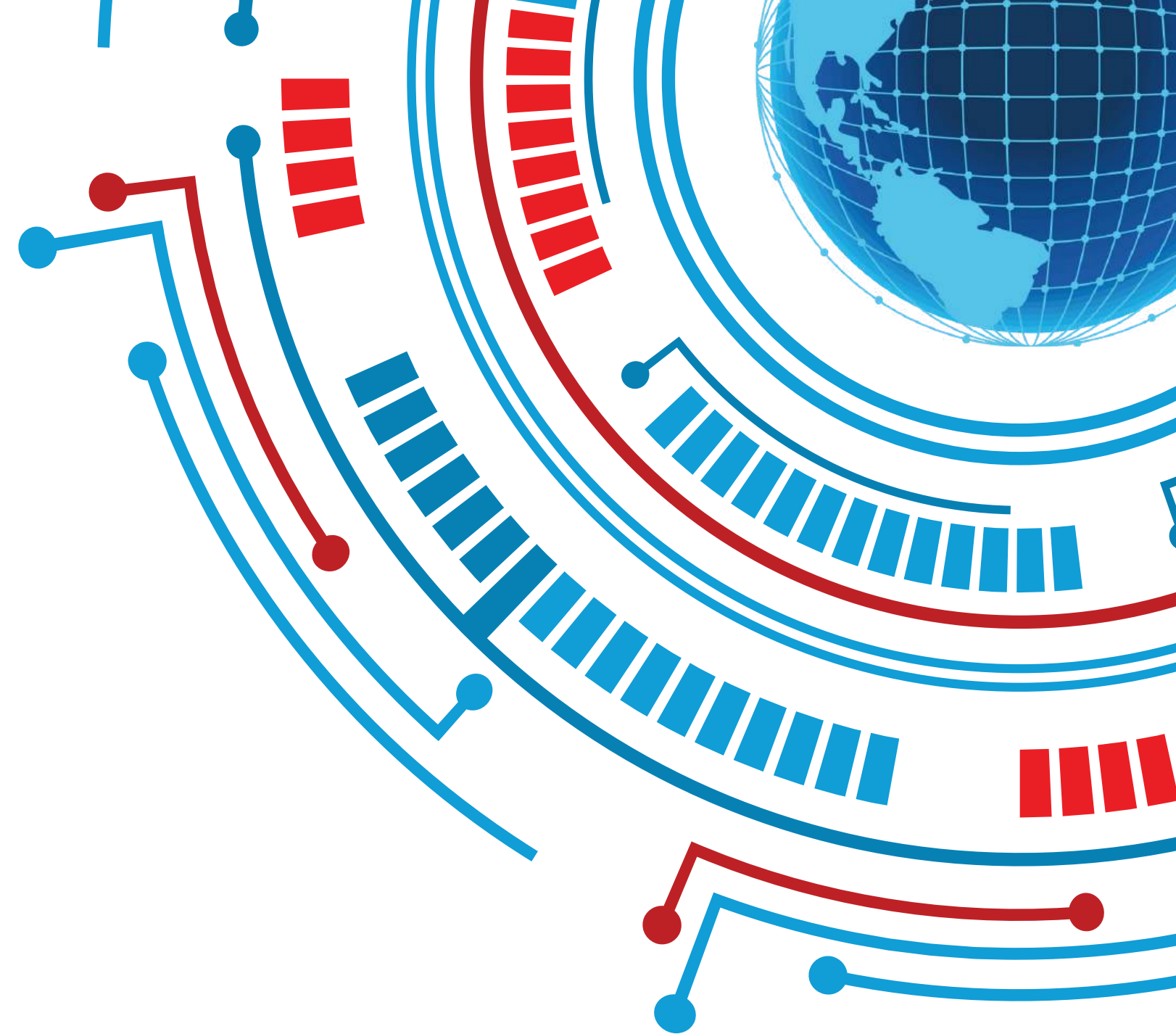


# PUBLIC EXPOSE INSIDENTIL

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PT Sinergi Inti Andalan Prima Tbk (INET)



# About **INET**



## **Vision**

Becoming Indonesia's digital infrastructure backbone

## **Mission**

"Connectivity Made Simple" -  
Delivering open, transparent,  
and efficient digital  
infrastructure solutions

# Proven Journey in Digital Infrastructure



**2016**

Company was established in 2016 with a vision to enhance and provide high-quality telecommunications infrastructure in Indonesia

**01**



**2017**

The first Points of Presence (POPs) were built in Jakarta and Bali, and by 2017, the Company had served more than 30 Internet Service Providers (ISPs)

**02**



**2018–2021**

Expansion of Points of Presence (POPs) beyond Jakarta and Bali to Surabaya and Yogyakarta. The Company has served more than 158 ISPs

**03**



**2022**

Company planned to conduct an Initial Public Offering (IPO) on the Indonesia Stock Exchange

**04**



**2023**

IPO success, expanded through collaboration with BDDC, began the development of the Sinergy Datacenter, and continued to grow, acquiring various strategic clients.

**05**



**2025**

Plans several business developments, including the Jakarta–Batam–Singapore submarine cable project, a Data Center project, and a plan to become a contractor for FTTH (Fiber to the Home) network development projects

**06**

# Business Ecosystem Under **INET** Group

**PT Data Prima Solusindo (99%)**



## GOVERNMENT & ENTERPRISE SECTOR

- Managed Services
- Enterprise Solution

**PT Pusat Fiber Indonesia (99%)**



## ENTERPRISE SECTOR

- Submarine Cable
- NAP
- Metro-E

**PT SINERGI INTI ANDALAN PRIMA TBK**



## ENTERPRISE SECTOR

- Data Center Interconnect
- SD WAN
- Collocation
- Multiservices Port
- Manage Services Network
- National Internet Exchange

**PT Garuda Prima Internetindo (99%)**



## RETAIL & ENTERPRISE SECTOR

- Broadband Internet
- Dedicated Internet

**PT Internet Anak Bangsa (99%)**



## ENTERPRISE SECTOR

- Infrastructure Managed Services

# Management of PT Sinergi Inti Andalan Prima Tbk



**Muhammad Arif**  
President Director



**Willy Unsulangi**  
Director



**Saripudin**  
President  
Commissioner



**Cahyana Ahmad J.**  
Independent  
Commissioner



**Tongam Lumban T.**  
Commissioner

# Why INET Stands Out?



## STRATEGIC COVERAGE

INET **has built** a nationwide presence of **Points of Presence (POPs)** connecting Indonesia's major commercial and tourism hubs — from **Jakarta** and **Bali** to **Surabaya** and **Yogyakarta**.

## INTEGRATED CAPABILITIES

- **Submarine Cable Systems** — cross-island and international data flow via the upcoming Jakarta–Batam–Singapore route.
- **FTTH Networks** — last-mile fiber connections targeting 2,8 million homepasses, using next-generation Wi-Fi 7 technology.
- **Data Center Interconnect & Collocation** — secure facilities and managed services ensuring operational reliability.

## TRUSTED CLIENTS & PARTNERSHIPS

INET is a **proven partner** to key stakeholders across sectors:

- **Private ISPs.**
- **Government & BUMN** clients in digital infrastructure projects.
- **International partners** via anchor tenants in submarine cable IRU agreements.

# Why Is INET Expanding Aggressively?



## **GROWTH**

*The global market for Passive Optical Networks (PON) is projected to grow significantly – from approximately US\$31.2 billion in 2025 to US\$118.6 billion by 2035, with a CAGR of around 14.3%.”*



## **INVESTING**

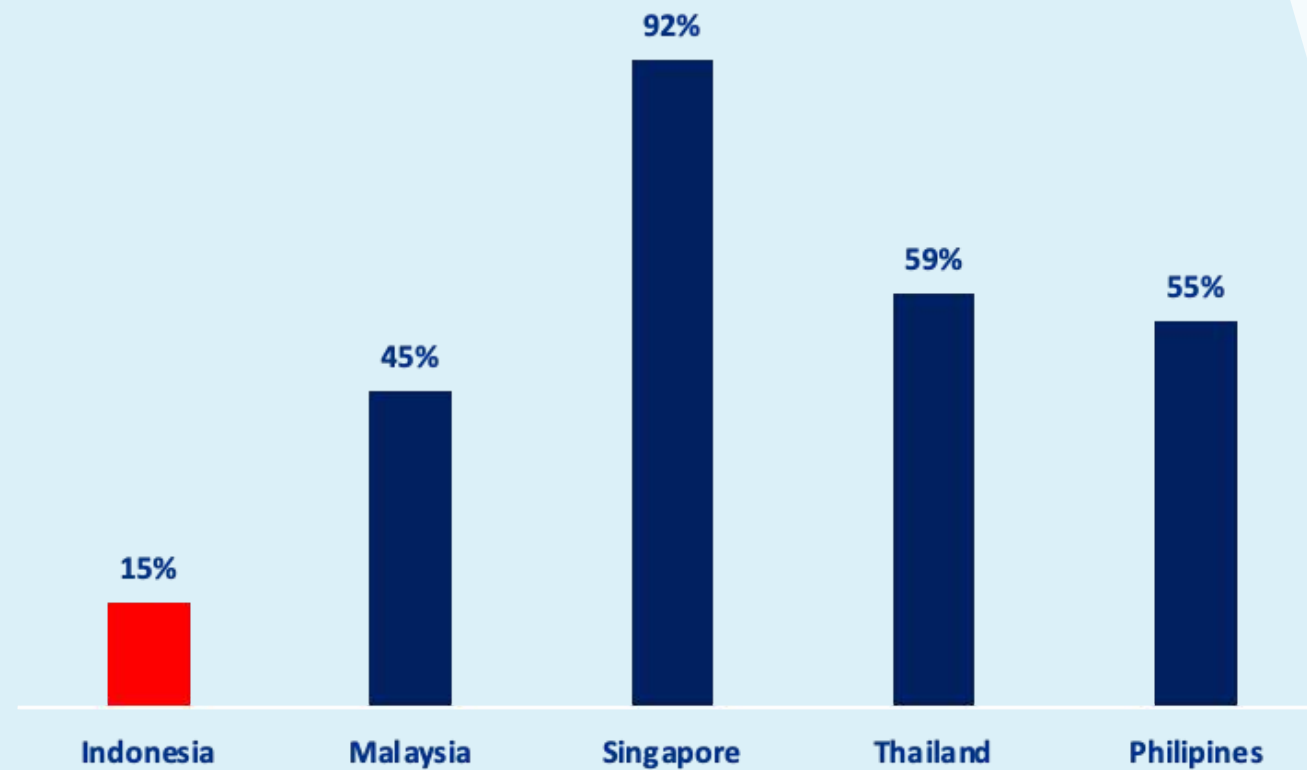
*By building a backbone and fiber-optic network based on PON technologies (GPON / XGS-PON), the company can deliver reliable and cost-efficient broadband services while ensuring scalability for future growth.*



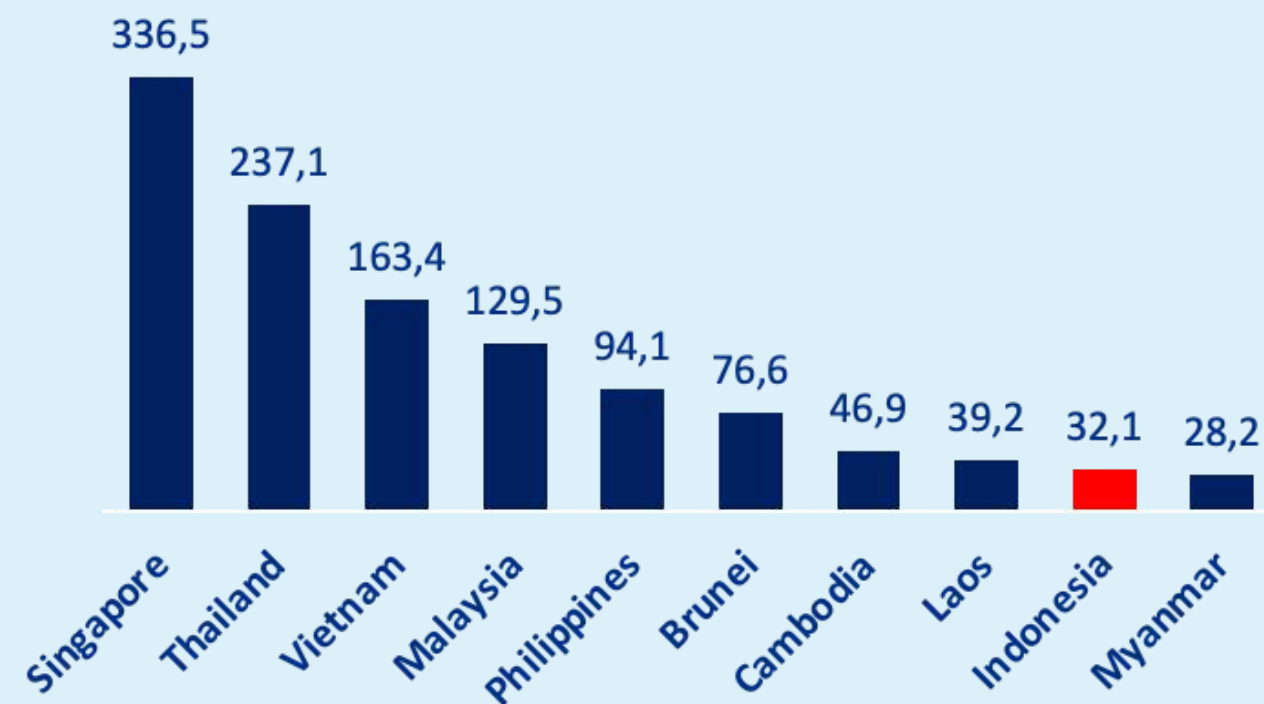
## **MARKET**

*The market potential for fiber broadband services is very large. Investments in backbone and FTTH infrastructure can create opportunities to reach a wide range of customers—residential, commercial, and corporate.*

## Fixed Broadband Penetration (SEA)



## Indonesia's Internet Plans Remain Expensive despite Lower Nominal Prices



# Indonesia's Growing Demand for High-Speed Connectivity

- **LOW PENETRATION, RISING DEMAND**

Only 15% of households in Indonesia have fixed broadband access, far behind regional peers, showing a huge untapped market for FTTH expansion.

- **AFFORDABILITY STILL A BARRIER**

The average 100 Mbps plan costs USD 32/month, equivalent to 6–10% of the average income, making broadband less affordable for mass adoption.

- **HIGH DATA USAGE & DIGITAL SHIFT**

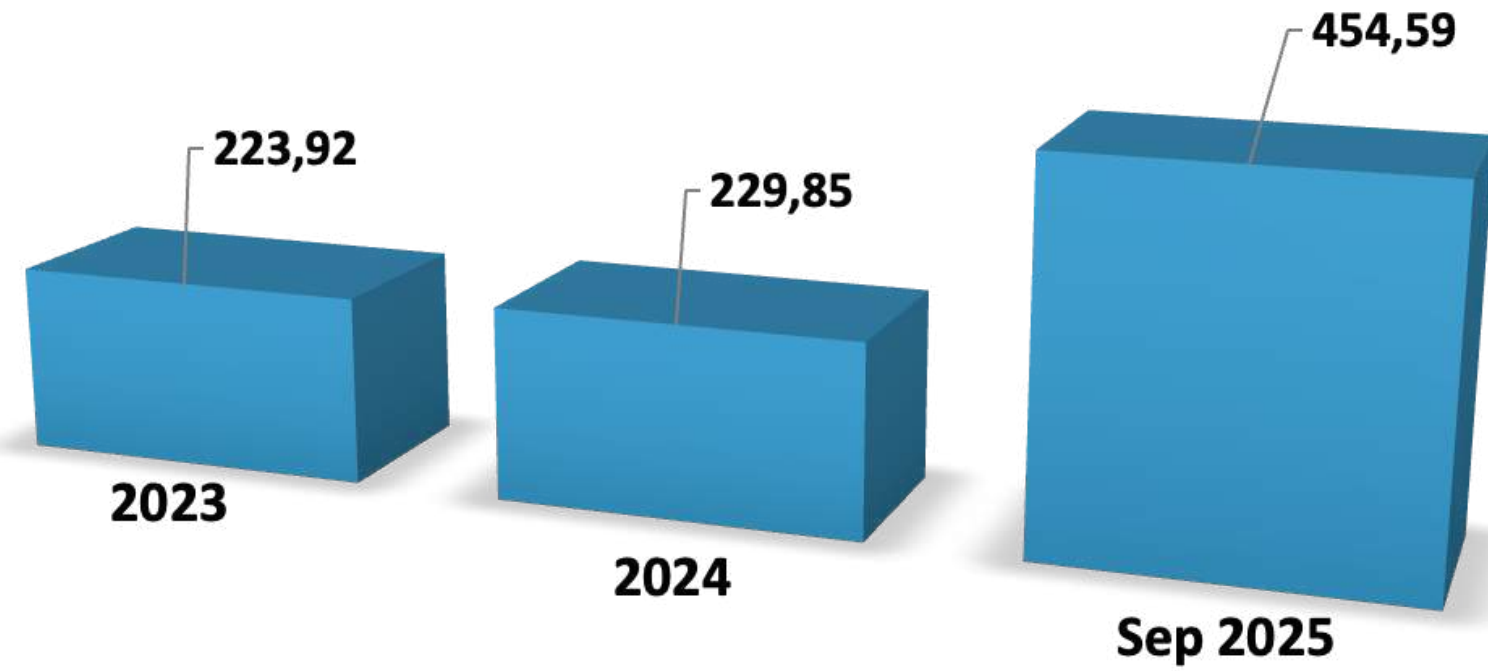
Indonesians consume ~500 GB/month per user, driven by video streaming, e-commerce, and remote work — signaling urgent demand for faster, more stable connections.

- **GOVERNMENT PUSH FOR CONNECTIVITY**

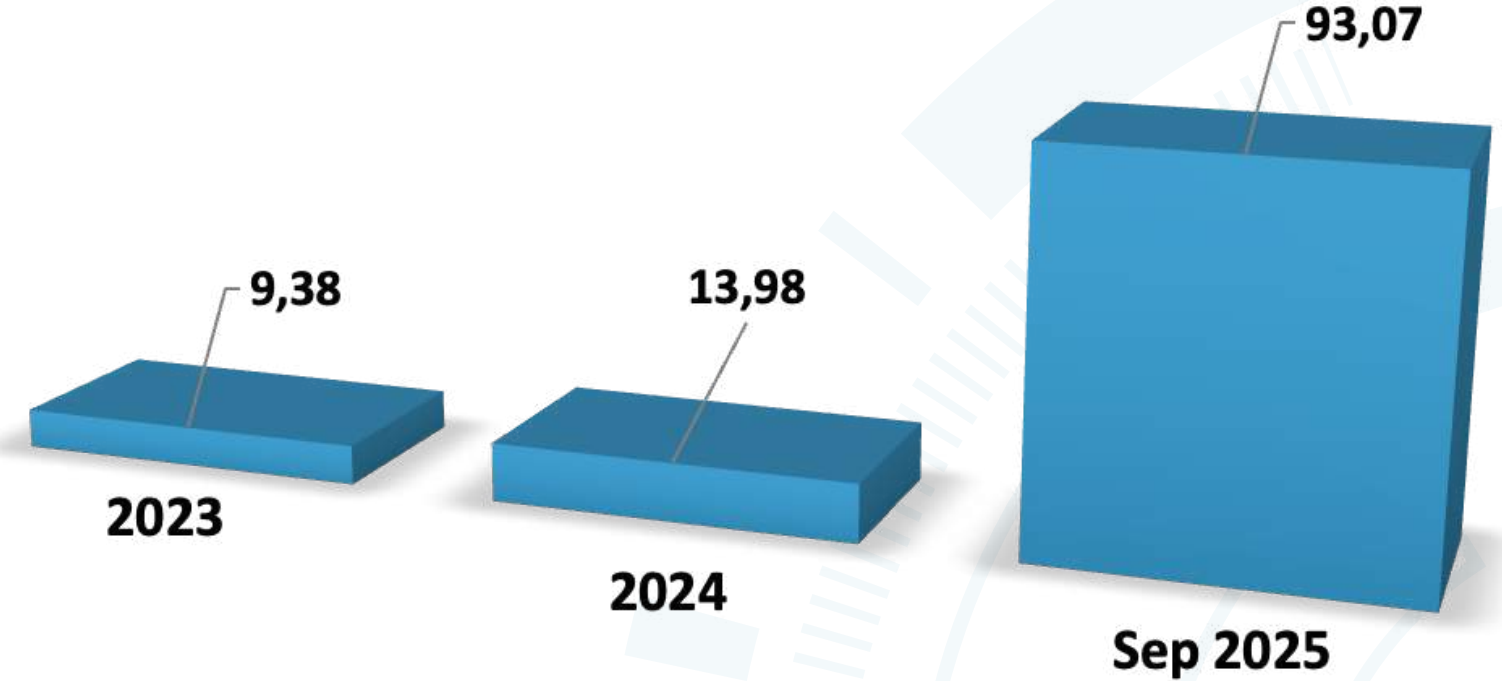
National initiatives Indonesia Digital 2045 aim to boost infrastructure, but private sector participation remains crucial to close the last-mile gap.

# Financial Performance - Q3

**ASSETS**  
(In Billion IDR)

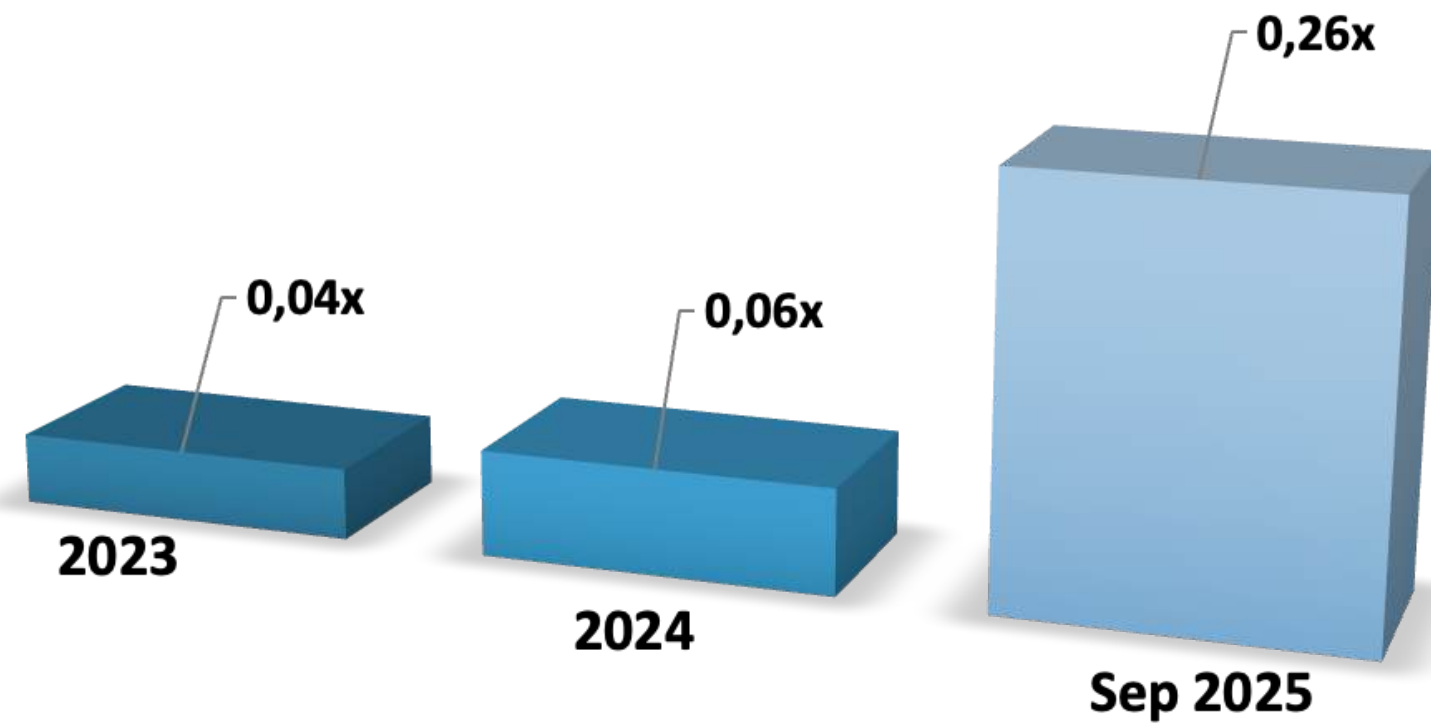


**LIABILITIES**  
(In Billion IDR)

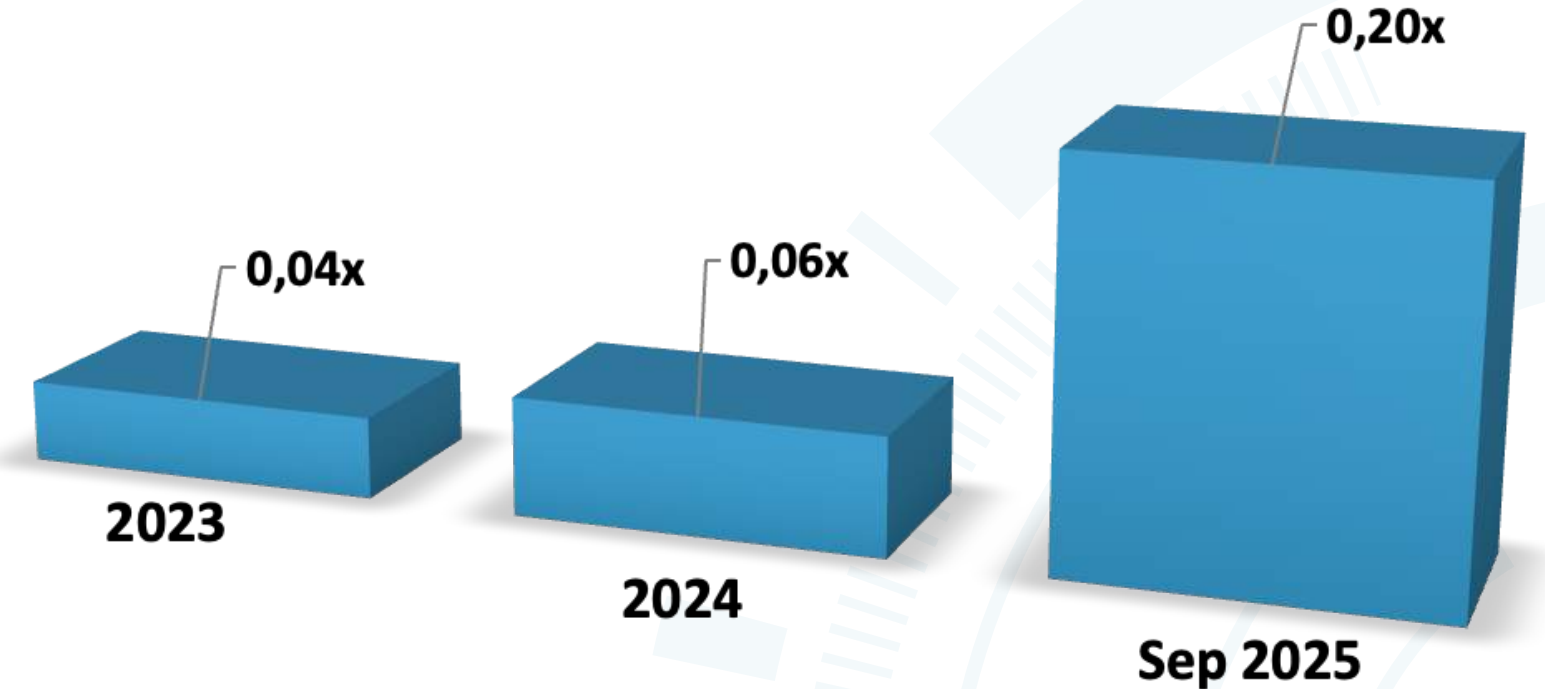


# Financial Performance - Q3

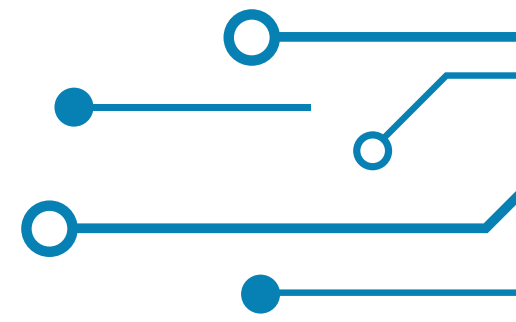
DEBT TO EQUITY RATIO



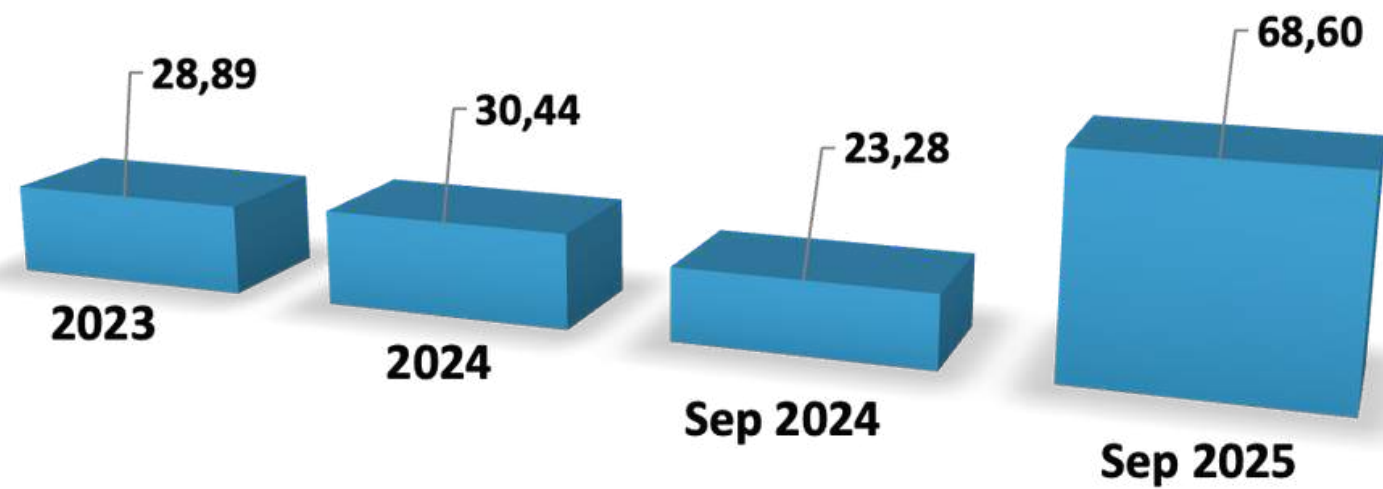
DEBT TO ASSETS RATIO



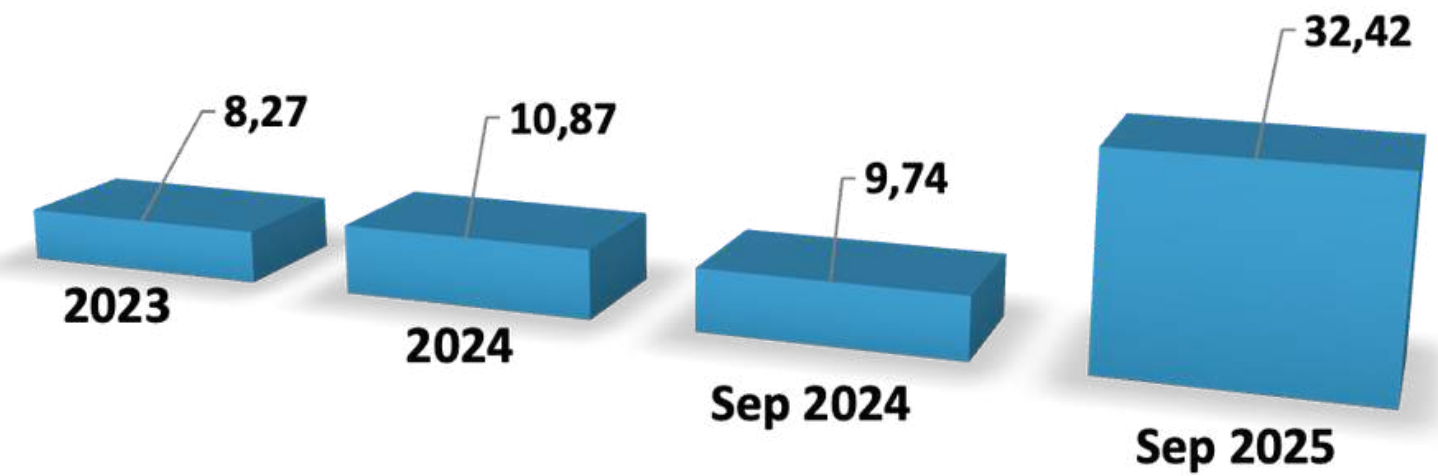
# Financial Performance - Q3



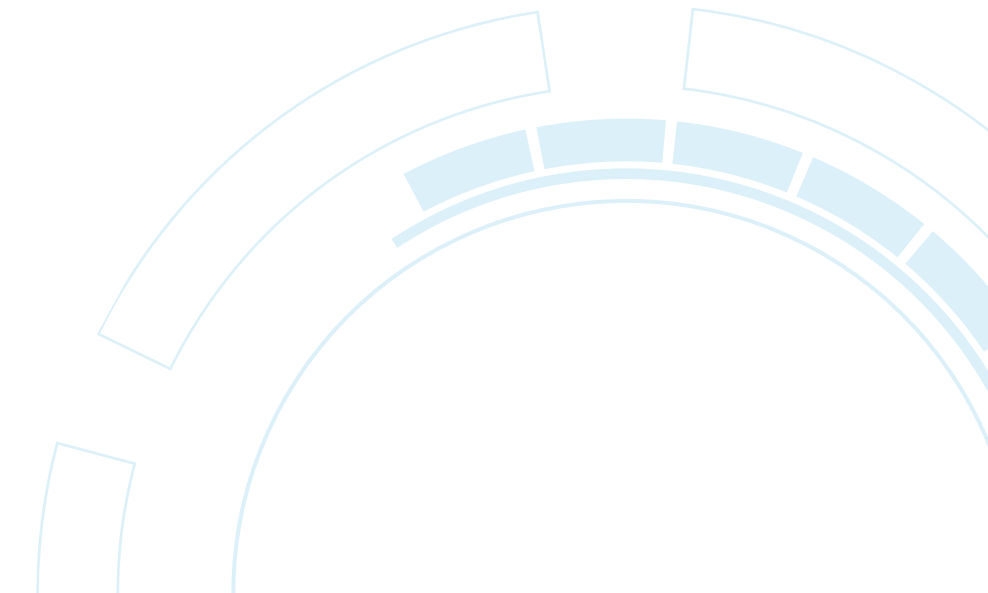
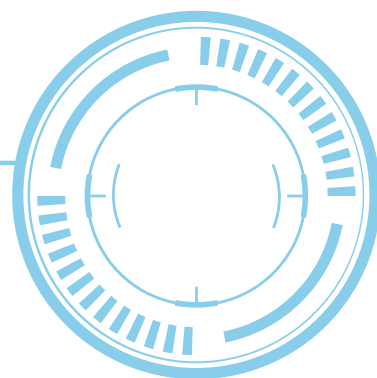
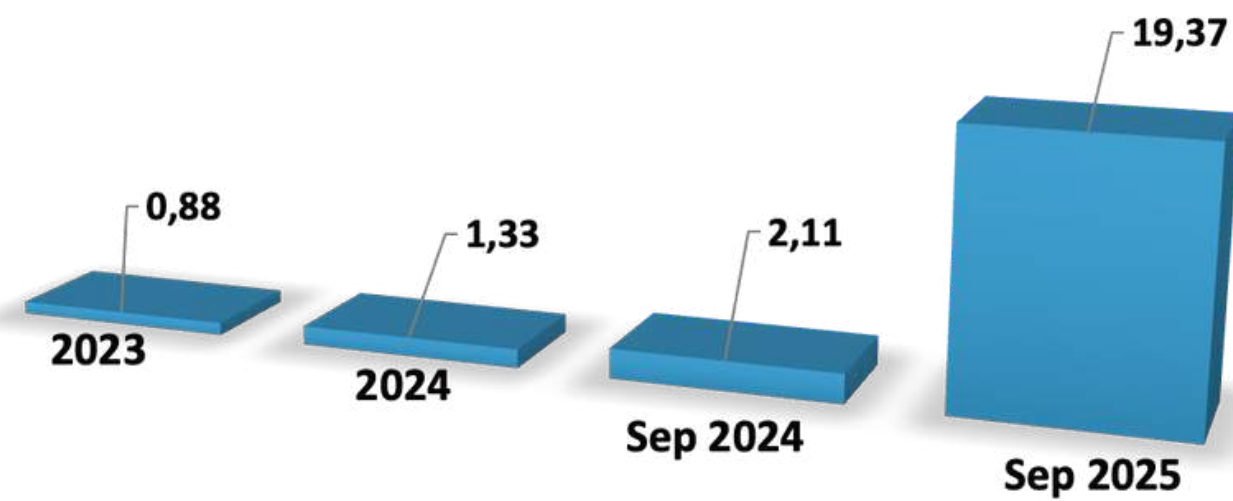
**REVENUE**  
(In Billion IDR)



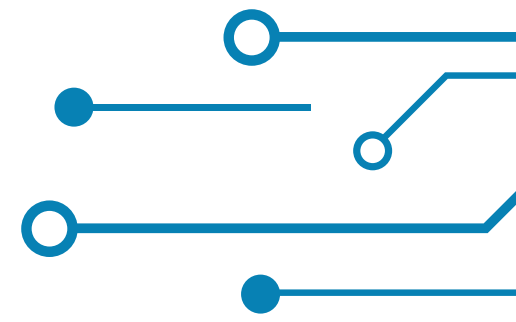
**GROSS PROFIT**  
(In Billion IDR)



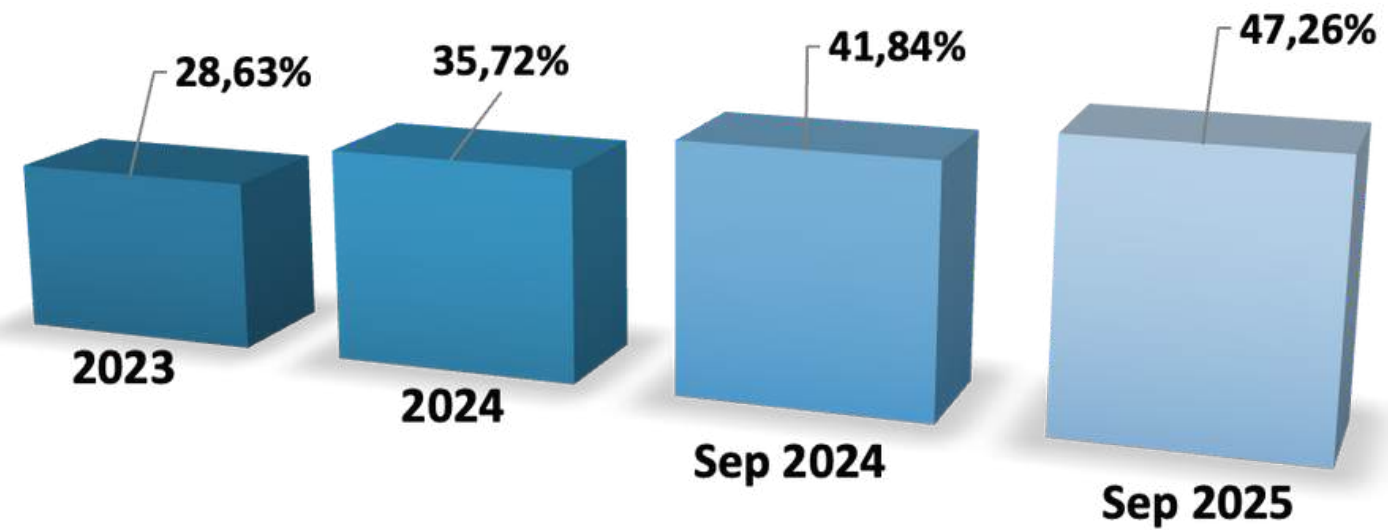
**NET PROFIT**  
(In Billion IDR)



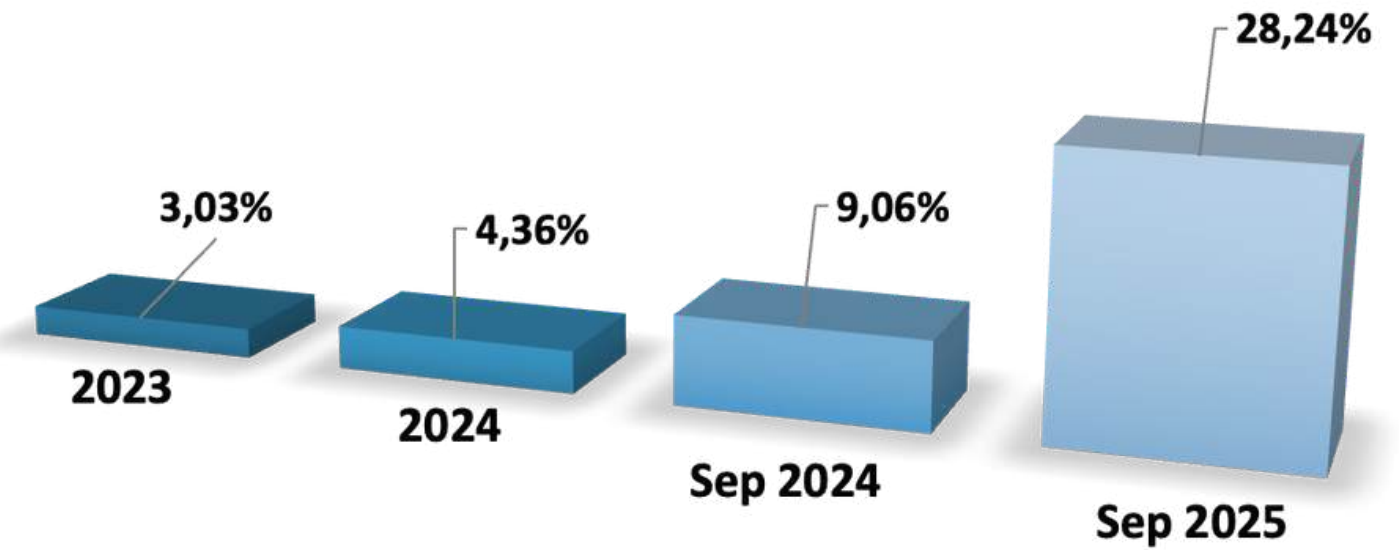
# Financial Performance - Q3



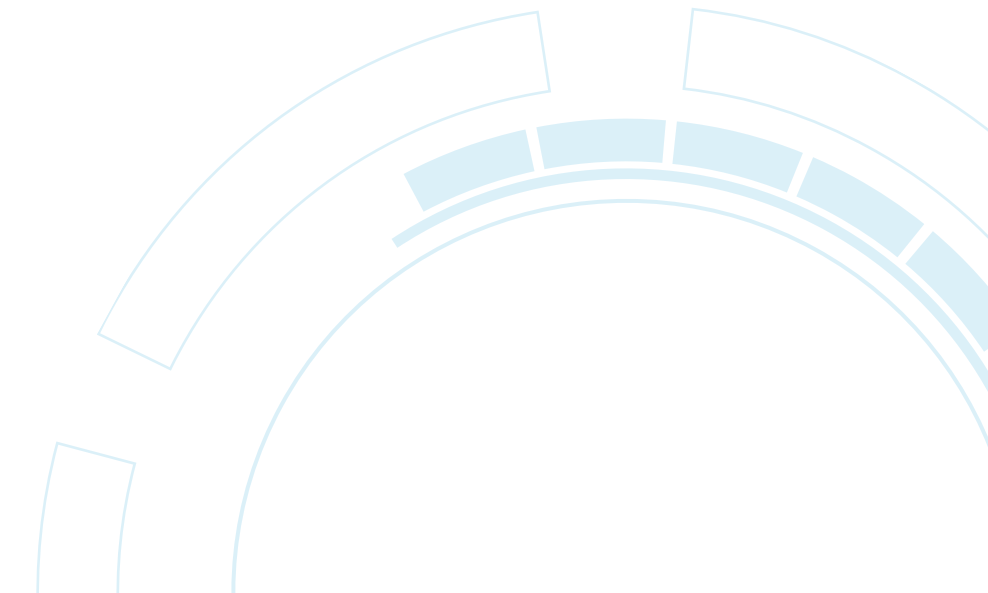
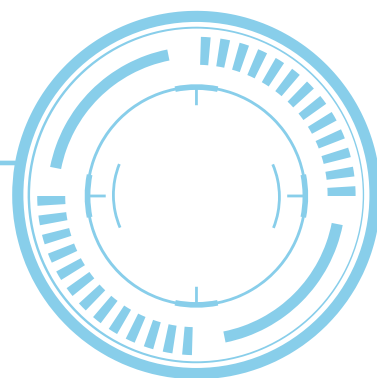
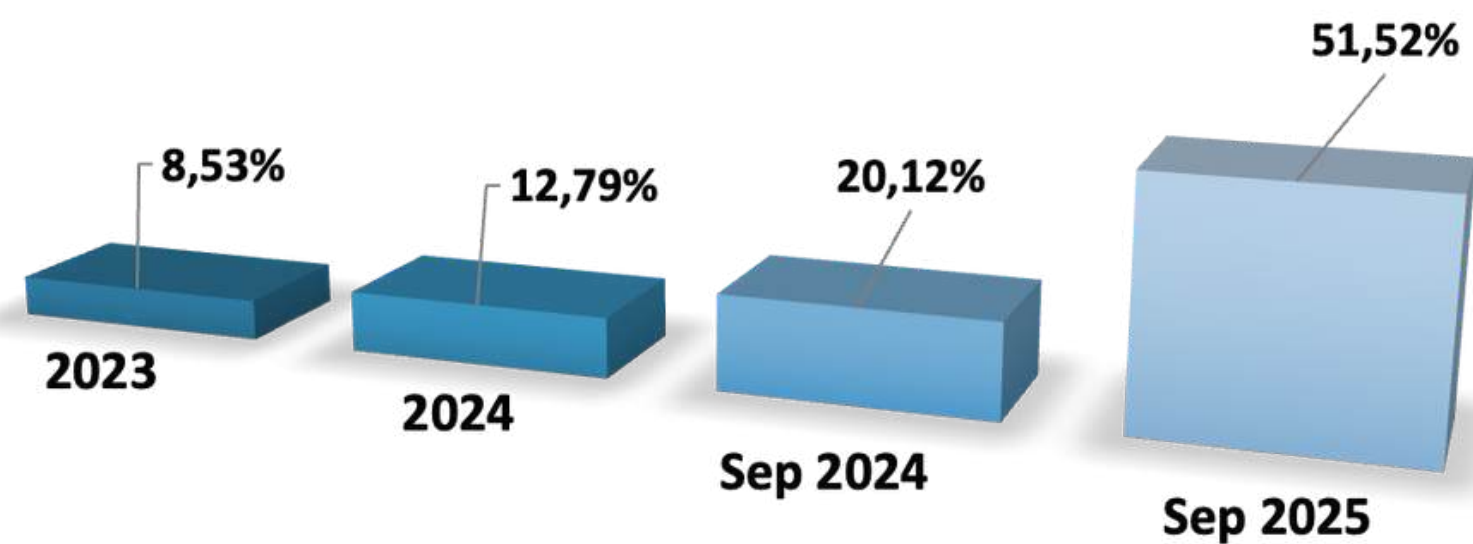
### GROSS PROFIT MARGIN



### NET PROFIT MARGIN



### EBITDA RATIO





# Corporate Action Overview

## PMHMETD

Strategic rights offering designed to accelerate infrastructure expansion

## IDR 3.2 TRILLION TARGET

Substantial capital raise to fund next-generation digital infrastructure projects

## GROWTH FOCUS

Strategic investment in FTTH networks and submarine cable infrastructure expansion



# Transaction Summary

New Shares  
**12.8 billion shares**

Enlarged Capital  
**57.14% of total**

Exercise Ratio  
**3 old shares → 4 rights**

Price per Share  
**Rp250**

Potential Dilution  
**Up to 57.14%**

**This comprehensive rights issue provides existing shareholders with the opportunity to maintain their ownership percentage while funding critical infrastructure expansion.**

**The attractive pricing and exercise ratio are designed to encourage broad shareholder participation in INET's growth trajectory.**

# Warrants Series II Structure

1

## WARRANT RATIO

50 new shares generate 9 warrants, providing attractive upside participation for investors.

3

## EXERCISE WINDOW

Two-year exercise period from June 2026 through June 2028 for maximum flexibility

2

## EXERCISE PRICE

Rp300 per share, representing potential value creation above current market levels

4

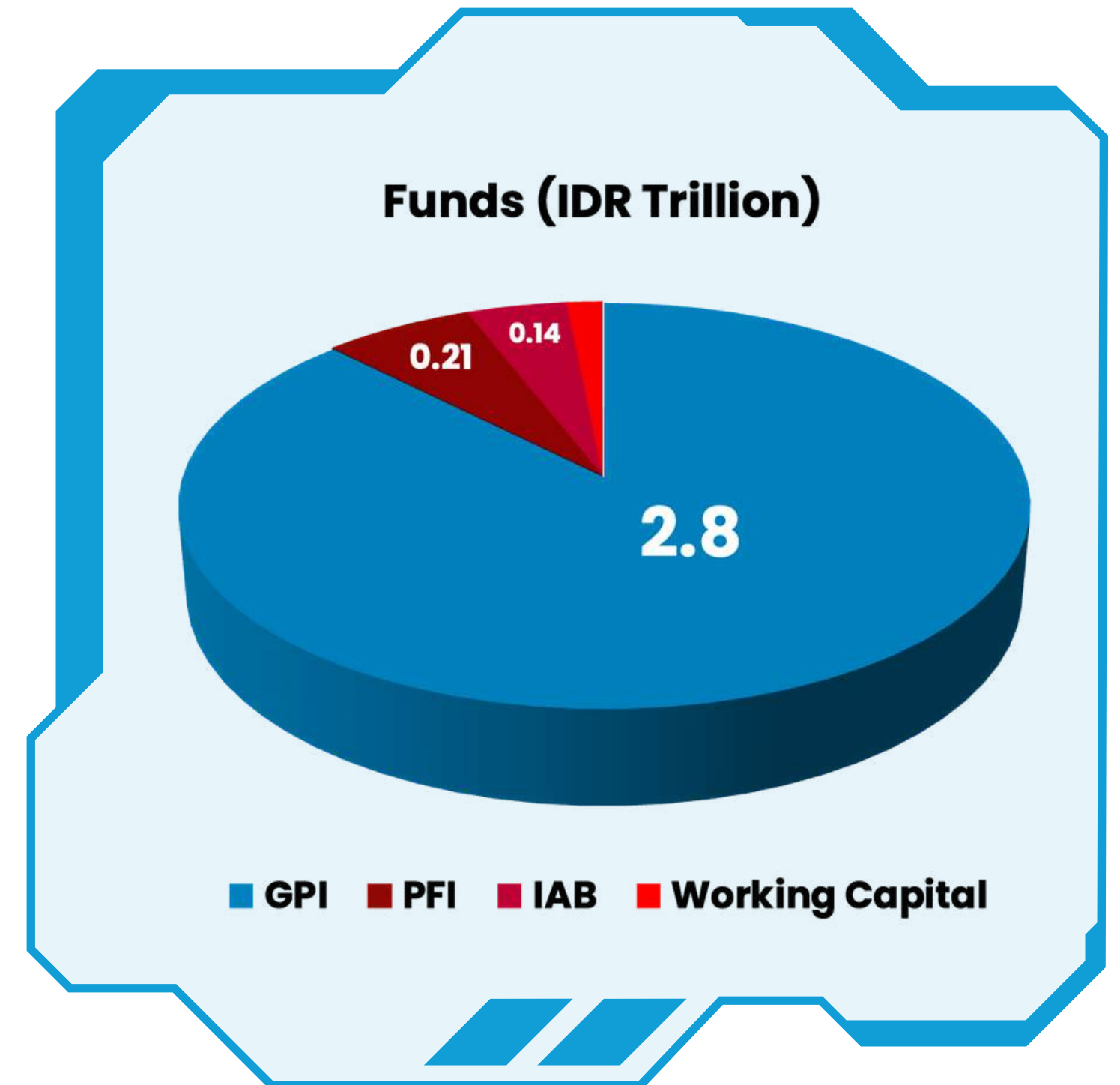
## POTENTIAL PROCEEDS

Additional Rp691.2 billion in capital if warrants are fully exercised at maturity

# Use of Proceeds

**Proceeds from the Rp3.2 trillion rights issue will primarily fund INET's infrastructure expansion.**

- Around Rp2.8 trillion will go to GPI for 2 million FTTH Wi-Fi 7 connections in Bali and Lombok
- Rp213 billion to PFI for submarine cable IRU payments,
- Rp135 billion to IAB for FTTH rollout in Java.
- The remaining funds will support working capital and operational growth



# Shareholder Commitment



PT Abadi Kreasi Unggul Nusantara (60.62% stake)



Full Rights Subscription – IDR 1.78T



Standby buyer up to IDR 1.41T

Our major shareholder, PT Abadi Kreasi Unggul Nusantara, has committed to fully exercise its rights and act as a standby buyer, ensuring absorption of unsubscribed shares.



# Acquisition Plans

TARGET COMPANY	PT TRANS HYBRID COMMUNICATION (THC)	PT PERSONEL ALIH DAYA TBK (PADA)
Size of Acquisition	60,00% of controlling	53,57% of Controlling
About the target company	PT Trans Hybrid Communication (THC), a foreign investment company (PMA), was established in 2006. Its core business is providing IP internet technology (NAP)-based network access to Internet Service Providers. In 2017, THC began expanding its business into the ICT sector following the high demand for the internet as a medium that plays a vital role in the telecommunications industry and other sectors.	The company operates in the field of outsourcing management. PADA has almost 17 years of experience in managing outsourcing services. PADA has collaborated with over 80 clients. PADA employ over 8,000 people throughout Indonesia.
Business Pillar	<ul style="list-style-type: none"> <li>• IP Transit</li> <li>• Dedicated Internet</li> <li>• THX IX</li> <li>• IPLC, IEPL, Local Loop Metro-E</li> <li>• Manage solution &amp; Managed Services</li> <li>• Collocation Server &amp; THC Cloud</li> </ul>	<ul style="list-style-type: none"> <li>• Office Services</li> <li>• Technical Services</li> <li>• Customer Care Center Services</li> <li>• Security Services</li> <li>• Training Services</li> <li>• Head Hunter Services</li> <li>• On-Demand Services</li> </ul>



# Q&A Session

