

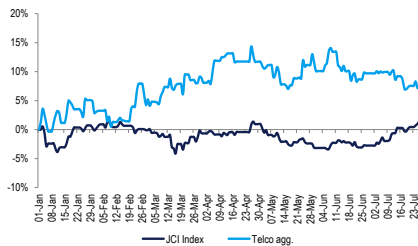
Telecommunications

OVERWEIGHT *(unchanged)*

Sector Update | 26 July 2023

Sector Index Performance

	3M	6M	12M
Absolute	-3.9%	4.3%	-3.3%
Relative to JCI	-5.8%	3.0%	-4.5%



Summary Valuation Metrics

EV/EBITDA (x)	2023F	2024F	2025F
ISAT IJ	5.3	4.9	4.5
TLKM IJ	5.0	4.8	4.6
EXCL IJ	4.1	3.9	3.6
P/E (x)	2023F	2024F	2025F
ISAT IJ	28.6	18.7	12.2
TLKM IJ	13.7	12.6	12.1
EXCL IJ	14.0	11.4	9.6
Div. Yield	2023F	2024F	2025F
ISAT IJ	0.0%	1.0%	2.1%
TLKM IJ	3.8%	5.8%	6.4%
EXCL IJ	2.5%	3.6%	4.8%

Giovanni Dustin

PT Indo Premier Sekuritas
giovanni.dustin@ipc.co.id
+62 21 5088 7168 ext. 719

Michelle Nugroho

PT Indo Premier Sekuritas
michelle.nugroho@ipc.co.id
+62 21 5088 7168 ext. 717

Jul23 price survey: package revamp from Tsel; XL Satu Fiber price cut

- Tsel removed the promotional prices of Internet OMG! and made adjustments to Internet Sakti offerings based on personalization.
- Minor adjustments from EXCL for Xtra Combo Mini and Live.On packages; no price adjustments from IOH and FREN this month.
- EXCL cut the prices of its XL Satu Fiber by 4-9%, while Tsel-IndiHome is increasing its FTTH promotions and introduced a new FMC product.

Tsel: Internet OMG! and Internet Sakti package revamp

Tsel revamped its Internet OMG! and Internet Sakti packages with the following details: 1) removal of the bonus quotas of Internet OMG! but replacing it with additional main quotas (i.e. unchanged total quotas); an attempt to increase products' transparency; 2) it also removed the promo prices of Internet OMG! 5/7/7.5/20/62GB (30 days) packages which translates to +1-4% price increases; and 3) a change in our Internet Sakti offerings with some packages being replaced, which based on our discussions with the company, is an attempt to increase personalization in order to encourage uptrading. Going into 2H23, we see more monetization opportunities for Tsel (see: [our previous notes](#)).

EXCL: Minor adjustments for Xtra Combo Mini and Live.On packages

XL Xtra Combo Mini 1GB (7 days) saw lower main quota (from 1.5GB previously to 1GB) with unchanged headline price which translates to +25% higher data yield. Meanwhile, Live.On's Power Mini/Click/Start (6/10/12GB) packages were removed from the lineup. Given the removal of these 7 and 10-days packages, the Live.On sub-brand is now only offering 30-days package. This is an attempt to encourage uptrading, as the cheapest 30-days package is priced at 100% premium vs. the most premium 10-days package.

No price adjustments from IOH and FREN

No price adjustments from IOH and FREN this month. However, we noticed that ISAT's Freedom Internet 200GB is no longer available.

Fixed broadband: price cuts from EXCL and promotions from IndiHome

FTTH competition continues to intensify, as EXCL cut the prices of its XL Satu Fiber Value/Smart/Super User/Ulimate by 6/9/4/7% coupled with higher speed limits for Value (from 30 to 50Mbps) and Smart (from 50 to 100Mbps). Thus, Value/Smart/Super User/Ulimate price per Mbps declined by -43/55/4/7%, respectively. Additionally, IndiHome also: 1) opens all IPTV channels for free to all IndiHome users (21-31Jul23); 2) offers free upgrade to 100Mbps at no additional cost (only for selected IndiHome subs); and 3) offers free installation for new IndiHome subs (with 50Mbps packages or higher, from 21Jul-31Aug23). Separately, Tsel introduced "Telkomsel One," a new FMC product with Indihome. It has three packages: Easy, Dynamic, and Complete. At normal prices, Easy/Dynamic packages are priced at 13-48% discount to their equivalent individual packages combined (see Fig 5). This is in-line with our observation that discounts are often required for FMC subs acquisition/retention (see: [IndiHome spin-off shall be net positive](#)).

Maintain Overweight

Maintain OW on favorable competition. Downside risks: 1) heightened competition; 2) higher interest rates; and 3) weak purchasing power.

Fig. 1: Indo Premier's Jul 2023 mobile data package price survey

Carrier/brand	Products	Period (days)	Price and/or quota adjustments (MoM)	Data yield impact (MoM)
Tsel	Internet OMG! 5GB	30	Headline price +1.1%; unchanged total quota	+1.1%
	Internet OMG! 7.5GB	30	Headline price +0.7%; unchanged total quota	+0.7%
	Internet OMG! 7GB	30	Headline price +1%; unchanged total quota	+1%
	Internet OMG! 20GB	30	Headline price +0.6%; unchanged total quota	+0.6%
	Internet OMG! 62GB	30	Headline price +3.6%; unchanged total quota	+3.6%
by.U	All packages		No adjustments	N/A
XL Axiata	Xtra Combo Mini 1GB	7	Unchanged headline price; lower main quota	+25%
Live.On	Power Mini	10	No longer available	N/A
	Power Click	10	No longer available	N/A
	Power Start	7	No longer available	N/A
Axis	All packages		No adjustments	N/A
Indosat	Freedom Internet 200GB	30	No longer available	N/A
Tri	All packages		No adjustments	N/A
Smartfren	All packages		No adjustments	N/A

Source: Indo Premier Survey

Fig. 2: Indo Premier's Jul 2023 fixed-broadband package price survey

FTTH provider	Products	Price and/or speed limit adjustments (MoM)	Price/Mbps impact (MoM)
Indihome	All packages	No adjustments	N/A
MyRepublic	All packages	No adjustments	N/A
First Media	All packages	No adjustments	N/A
Biznet	All packages	No adjustments	N/A
XL Axiata	XL Satu Fiber - Value	Headline price -5.5%; higher speed limit	-43.3%
	XL Satu Fiber - Smart	Headline price -9.3%; higher speed limit	-54.6%
	XL Satu Fiber - Family	No longer available	N/A
	XL Satu Fiber - Super User	Headline price -3.7%; unchanged speed limit	-3.7%
	XL Satu Fiber - Ultimate	Headline price -6.5%; unchanged speed limit	-6.5%
CBN	All packages	No adjustments	N/A
MNC Play	All packages	No adjustments	N/A
Oxygen	All packages	No adjustments	N/A
ICON+	All packages	No adjustments	N/A
BaliFiber	All packages	No adjustments	N/A
Indosat Hifi	All packages	No adjustments	N/A

Source: Indo Premier Survey

Fig. 3: Indo Premier's Jul 2023 FMC package price survey

Carrier/brand	Products	Price and/or FUP adjustments (MoM)	Data yield impact (MoM)
EXCL-LINK	All packages	No adjustments	N/A
XL Satu Lite	All packages	No adjustments	N/A
Indihome- Smooa	All packages	No adjustments	N/A
Tsel-IndiHome	Easy Silver Lite	New ly introduced FMC packages	N/A
	Dynamic Silver 1P		
	Dynamic Gold 2P		

Source: Indo Premier Survey

Fig. 4: Tsel revamped its Internet OMG! and Internet Sakti packages offering

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
Internet Sakti (Old)	15	12	3	40,000	2.67	3.3	7	3GB Nonton ³⁾
	17	14	3	44,000	2.59	3.1	7	3GB Nonton ³⁾
	18	15	3	46,000	2.56	3.1	7	3GB Nonton ³⁾
	20	17	3	50,000	2.50	2.9	7	3GB Nonton ³⁾
	61	45	16	133,000	2.18	3.0	30	16GB Nonton ³⁾ , 30 days Amazon Prime
	65	49	16	143,000	2.20	2.9	30	16GB Nonton ³⁾ , 30 days Amazon Prime
	69	53	16	153,000	2.22	2.9	30	16GB Nonton ³⁾ , 30 days Amazon Prime
Internet Sakti (New)	17	14	3	44,000	2.59	3.1	7	3GB Nonton ³⁾
	20	17	3	50,000	2.50	2.9	7	3GB Nonton ³⁾
	25	20	5	61,000	2.44	3.1	7	5GB Nonton ³⁾
	27	22	5	67,000	2.48	3.0	7	5GB Nonton ³⁾
	38	30	8	88,000	2.32	2.9	7	8GB Nonton ³⁾
	76	58	18	164,000	2.16	2.8	30	18GB Nonton ³⁾
	80	64	16	174,000	2.18	2.7	30	16GB Nonton ³⁾
Internet OMG! (Old)	5	4	1	46,500	9.30	11.6	30	Jun Promo: Rp46,500, Normal price: Rp47k 4GB,1GB OMG!5), 30 days Amazon Prime
	7.5	5.5	2	71,500	9.53	13.0	30	Jun Promo: Rp71,500, Normal price: Rp72k 5.5GB, 2GB OMG!5), 30 days Amazon Prime, 60 SMS and 50 mins on-net
	8	6	2	71,500	8.94	11.9	30	Jun Promo: Rp71,500, Normal price: Rp72k 6GB, 2GB OMG!5), 30 days Amazon Prime
	17	7	10	99,000	5.82	14.1	30	Jun Promo: Rp99k, Normal price: Rp100k 7GB, 10GB Social Media2), 30 days Amazon Prime
	23	11	12	124,000	5.39	11.3	30	Jun Promo: Rp124k, Normal price: Rp125k 11GB,12GB Nonton3), 30 days Amazon Prime, 30 days Vidio
	40	20	20	179,000	4.48	9.0	30	Jun Promo: Rp179k, Normal price: Rp180k 20GB, 20GB Nonton3), 30 days Amazon Prime, 30 days Vidio
	32	30	2	176,000	5.50	5.9	30	Jun Promo: Rp176k, Normal price: Rp180k 30GB, 2GB OMG!5), 30 days Amazon Prime
	62	60	2	222,000	3.58	3.7	30	Jun Promo: Rp222k, Normal price: Rp230k 60GB, 2GB OMG!5), 30 days Amazon Prime
Internet OMG! (New)	5	5	0	47,000	9.40	9.4	30	5GB, 30 days Amazon Prime
	7.5	7.5	0	72,000	9.60	9.6	30	7.5GB, 30 days Amazon Prime, 60 SMS and 50 mins on-net
	8	8	0	71,500	8.94	8.9	30	July Promo: Rp71,500, Normal price: Rp72k 8GB, 30 days Amazon Prime
	17	7	10	100,000	5.88	14.3	30	7GB, 10GB Social Media2), 30 days Amazon Prime
	23	11	12	124,000	5.39	11.3	30	July Promo: Rp124k, Normal price: Rp125k 11GB,12GB Nonton3), 30 days Amazon Prime, 30 days Vidio
	40	20	20	180,000	4.50	9.0	30	20GB, 20GB Nonton3), 30 days Amazon Prime, 30 days Vidio
	32	32	0	176,000	5.50	5.5	30	July Promo: Rp176k, Normal price: Rp180k 32GB, 30 days Amazon Prime
	62	62	0	230,000	3.71	3.7	30	62GB, 30 days Amazon Prime

Source: Indo Premier Survey

Fig. 5: Telkomsel One price vs. individual products price comparison

FMC package	Details	Normal price (Rp k)	Promo price (Rp k)	Individual price (Rp k)	Premium/disc to normal price	Premium/disc to promo price
Easy Silver Lite	25GB Orbit + 10GB Family	140,000	120,000	160,000	-13%	-25%
Dynamic Silver 1P	Internet 300Mbps + 15GB Family	999,000	888,000	1,215,000	-18%	-27%
Dynamic Gold 2P	Internet 1Gbps + 35GB Family	3,000,000	1,499,000	5,760,000	-48%	-74%

Source: Indo Premier Survey

Fig. 6: Discount of FMC products vs. individual products

Packages	Telkomsel One (Discounted)	Telkomsel One (Discounted)	XL Axiata (Discounted)	XL Axiata	Optimum	Proximus	NOS	Vinaphone	KT Corp	Starhub	Verizon
	Indonesia	Indonesia	Indonesia	Indonesia	US	Belgium	Portugal	Vietnam	South Korea	Singapore	US
80-100 Mbps	-	-	-15.2%	-3.0%	-	-4.1%	-	-	-	-	-
150-300 Mbps	-74%	-48%	-19.4%	-8.8%	-10.9%	-	-3.1%	-22.9%	-	-	-
300-500 Mbps	-	-	-	-	-14.7%	-	-	-	-8.8%	-	-
500-1000 Mbps	-27%	-18%	-	-	-16.9%	-	-	-	-8.5%	-22.1%	-
1.0-2.5 Gbps	-	-	-	-	-	-	-	-	-8.2%	-20.8%	-
Average discount	-50.5%	-33.0%	-17.3%	-5.9%	-14.2%	-4.1%	-3.1%	-22.9%	-8.5%	-21.5%	N/A

Source: Indo Premier Survey

Fig. 7: FMC product prices as % of household income by country

Packages	Telkomsel One	XL Axiata	EXCL-Link	Tsel-Indihome	Optimum	Proximus	AIS	NOS	Maxis	Vinaphone	KT Corp
	Indonesia	Indonesia	Indonesia	Indonesia	US	Belgium	Thailand	Portugal	Malaysia	Vietnam	South Korea
10-30 Mbps		5.1%	5.7%	7.4%					15.9%		
30-50 Mbps		6.3%	7.3%	11.0%							
80-100 Mbps		7.8%	9.4%		1.3%	3.4%		5.0%	21.2%		
150-300 Mbps	16.7%	11.3%	14.1%		1.6%				26.5%	7.0%	
300-500 Mbps					2.1%		5.5%				5.8%
500-1000 Mbps	49.9%	18.3%			2.6%		7.4%				6.1%
1.0-2.5 Gbps								6.6%			6.4%
Average	33.3%	9.7%	9.1%	9.2%	1.9%	3.4%	6.5%	5.8%	21.2%	7.0%	6.1%

Source: Indo Premier Survey

Fig. 8: TSEL data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
InternetMAX	3	0.5	2.5	14,900	4.97	29.8	30	0.5GB, 2GB Local, 0.5GB Youtube
	7	0.5	6.5	30,000	4.29	60.0	30	0.5GB, 4.5GB Local, 2GB Chat ¹⁾
	11	1	10	42,000	3.82	42.0	30	1GB, 7GB Local, 3GB Social Media ²⁾
	18	1.5	16.5	66,000	3.67	44.0	30	1.5GB, 8.5GB Local, 8GB Social Media ²⁾
	35	2	33	83,000	2.37	41.5	30	2GB, 23GB Local, 10GB Nonton ³⁾ , 30 days Amazon Prime
Internet Sakti	51	3	48	115,000	2.25	38.3	30	3GB, 35GB Local, 13GB Nonton ³⁾ , 30 days Amazon Prime
	17	14	3	44,000	2.59	3.1	7	3GB Nonton ³⁾
	20	17	3	50,000	2.50	2.9	7	3GB Nonton ³⁾
	25	20	5	61,000	2.44	3.1	7	5GB Nonton ³⁾
	27	22	5	67,000	2.48	3.0	7	5GB Nonton ³⁾
Combo Sakti	38	30	8	88,000	2.32	2.9	7	8GB Nonton ³⁾
	76	58	18	164,000	2.16	2.8	30	18GB Nonton ³⁾
	80	64	16	174,000	2.18	2.7	30	16GB Nonton ³⁾
	42	27	15	104,000	2.48	3.9	30	July Promo: Rp104k, Normal Price: Rp106k 15GB SocChat, Games, Music, Tiktok, 400 SMS and 150mins on-net, 30 days Amazon Prime
	48	28	20	114,000	2.38	4.1	30	July Promo: Rp114k, Normal Price: Rp116k 20GB SocChat, Games, Music, Tiktok, 400 SMS and 150mins on-net, 30 days Amazon Prime
GigaNet	48	28	20	124,000	2.58	4.4	30	July Promo: Rp124k, Normal Price: Rp126k 20GB SocChat, Games, Music, Tiktok, 400 SMS and 150mins on-net, 30 days Amazon Prime
	55	35	20	134,000	2.44	3.8	30	July Promo: Rp134k, Normal price: Rp135k 20GB SocChat, Games, Music, Tiktok, 400 SMS and 200mins on-net, 30 days Amazon Prime
	74	49	25	166,000	2.24	3.4	30	July Promo: Rp166k, Normal price: Rp168k 25GB SocChat, Games, Music, Tiktok, 400 SMS and 200mins on-net, 30 days Amazon Prime
	95	65	30	198,000	2.08	3.0	30	July Promo: Rp198k, Normal price: Rp200k 30GB SocChat, Games, Music, Tiktok, 400 SMS and 200mins on-net, 30 days Amazon Prime
	26	21	5	45,000	1.73	2.1	7	5GB Nonton ³⁾
Weekly	30	25	5	50,000	1.67	2.0	7	5GB Nonton ³⁾
	41	31	10	61,000	1.49	2.0	7	10GB Nonton ³⁾
	78	68	10	136,000	1.74	2.0	30	10GB Nonton ³⁾ , 30 days Amazon Prime
	95	85	10	146,000	1.54	1.7	30	10GB Nonton ³⁾ , 30 days Amazon Prime
	1.5	1.5	0	29,000	19.33	19.3	7	
Internet OMG!	2.5	2.5	0	36,000	14.40	14.4	7	
	3.5	3.5	0	41,000	11.71	11.7	7	
	6	6	0	50,000	8.33	8.3	7	
	17	17	0	62,000	3.65	3.6	7	
	5	5	0	47,000	9.40	9.4	30	5GB, 30 days Amazon Prime
Kuota Ketengan Utama	7.5	7.5	0	72,000	9.60	9.6	30	7.5GB, 30 days Amazon Prime, 60 SMS and 50 mins on-net
	8	8	0	71,500	8.94	8.9	30	July Promo: Rp71,500, Normal price: Rp72k 8GB, 30 days Amazon Prime
	17	7	10	100,000	5.88	14.3	30	7GB, 10GB Social Media ²⁾ , 30 days Amazon Prime
	23	11	12	124,000	5.39	11.3	30	July Promo: Rp124k, Normal price: Rp125k 11GB, 12GB Nonton ³⁾ , 30 days Amazon Prime, 30 days Vidio
	40	20	20	180,000	4.50	9.0	30	20GB, 20GB Nonton ³⁾ , 30 days Amazon Prime, 30 days Vidio
Kuota Harian	32	32	0	176,000	5.50	5.5	30	July Promo: Rp176k, Normal price: Rp180k 32GB, 30 days Amazon Prime
	62	62	0	230,000	3.71	3.7	30	62GB, 30 days Amazon Prime
	0.5	0.5	0	4,000	8.00	8.0	1	
	0.5	0.5	0	22,000	44.00	44.0	7	
	4	4	0	12,500	3.13	3.1	1	

Source: Company, Indo Premier

Notes:

- 1) Chat quota for: Whatsapp, LINE
- 2) Social Media quota for: Facebook, Instagram, Tiktok
- 3) Nonton quota for: VIU, Netflix, Lionsgate Play, Aamazon Prime Video, Vidio
- 4) Apps quota for: Whatsapp, LINE, MusicMAX, GamesMAX, MAXStream, Facebook, Instagram, Youtube, Tiktok
- 5) OMG! quota for: Youtube, Facebook, Instagram, MAXStream, VIU, Klik Film

Fig. 9: EXCL data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
Xtra ON	1	1	0	13,000	13.0	13.0	Active period	July Promo: Rp13k, Normal price: Rp15k
	2	2	0	22,000	11.0	11.0	Active period	July Promo: Rp22k, Normal price: Rp25k
Xtra Combo Plus Regular	16	10	6	59,900	3.7	6.0	30	10GB, 3GB Local, 3GB Apps ²⁾ , unlimited Whatsapp and Noice, 20 mins on/off-net
	26	20	6	89,900	3.5	4.5	30	20GB, 2GB Local, 4GB Apps ²⁾ , unlimited Whatsapp and Noice, 30 mins on/off-net
	38	30	8	134,000	3.5	4.5	30	30GB, 2GB Local, 6GB Apps ²⁾ , unlimited Whatsapp and Noice, 40 mins on/off-net
	66	52	14	182,900	2.8	3.5	30	52GB, 5GB Local, 9GB Apps ²⁾ , unlimited Whatsapp and Noice, 60 mins on/off-net
	97	72	25	244,900	2.5	3.4	30	72GB, 10GB Local, 15GB Apps ²⁾ , unlimited Whatsapp and Noice, 90 mins on/off-net
Xtra Combo Plus VIP	16	10	6	71,500	4.5	7.2	30	10GB, 3GB Local, 3GB Apps ²⁾ , unlimited Productivity ¹⁾ , 20 mins on/off-net
	26	20	6	99,800	3.8	5.0	30	July Promo: Rp99,800, Normal price: Rp101k 20GB, 2GB Local, 4GB Apps ²⁾ , unlimited Productivity ¹⁾ , 30 mins on/off-net, 30 days Vidio
	38	30	8	141,000	3.7	4.7	30	30GB, 2GB Local, 6GB Apps ²⁾ , unlimited Productivity ¹⁾ , 40 mins on/off-net, 30 days Vidio
	66	52	14	192,000	2.9	3.7	30	52GB, 5GB Local, 9GB Apps ²⁾ , unlimited Productivity ¹⁾ , 60 mins on/off-net, 30 days Vidio
	97	72	25	253,500	2.6	3.5	30	72GB, 10GB Local, 15GB Apps ²⁾ , unlimited Productivity ¹⁾ , 90 mins on/off-net, 30 days Vidio
Xtra Combo Mini	2	1	1	9,900	5.0	9.9	7	1GB, 0.5GB Local, 0.5GB Youtube
	9	3	6	24,900	2.8	8.3	7	3GB, 3GB Local, 3GB Youtube

Source: Company, Indo Premier

Notes:

- 1) Productivity quota for: Noice, Whatsapp, Map, Conference, Education, Work
- 2) Apps quota for: Youtube, Facebook, Instagram, Joox, Netflix, Spotify, Tiktok, VIU, Mobile Legends, Free Fire, PUBG, Vidio

Fig. 10: ISAT data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
Freedom Internet	3	3	0	20,000	6.67	6.7	30	
	5	5	0	30,000	6.00	6.0	30	
	12	12	0	50,000	4.17	4.2	30	
	24	24	0	80,000	3.33	3.3	30	
	35	35	0	100,000	2.86	2.9	30	
	50	50	0	120,000	2.40	2.4	30	
	100	100	0	150,000	1.50	1.5	30	
	1	1	0	5,000	5.00	5.0	2	
	2	2	0	10,000	5.00	5.0	5	
	5	5	0	15,000	3.00	3.0	5	
	7	7	0	20,000	2.86	2.9	7	

Source: Company, Indo Premier

Notes:

- 3) Streaming quota for: Netflix, Youtube, Instagram, Tiktok, Snapchat, Spotify, Joox
- 4) Study quota for: Google Meet, Google Classroom
- 5) Conference quota for: Zoom, Webex, Ms Teams, Skype
- 6) e-Commerce quota for: Tokopedia, Bukalapak, Shopee, Traveloka
- 7) Apps quota for: Facebook, Facebook Messenger, Twitter, Whatsapp, LINE, Gojek, Grab

Fig. 11: Tri (3) data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
Happy	2	2	0	5,000	2.50	2.50	1	
	1.5	1.5	0	10,000	6.67	6.67	7	
	2.5	2.5	0	6,000	2.40	2.40	1	
	3	3	0	10,000	3.33	3.33	2	
	3	3	0	11,000	3.67	3.67	3	
	3.5	3.5	0	20,000	5.71	5.71	30	
	3.5	3.5	0	17,000	4.86	4.86	5	
	5	5	0	11,000	2.20	2.20	1	
	5	5	0	15,000	3.00	3.00	3	
	5	5	0	20,000	4.00	4.00	7	
	12	7	5	30,000	2.50	4.29	30	Tiktok @1GB/day for 5 days
	9	9	0	25,000	2.78	2.78	5	
	10	10	0	35,000	3.50	3.50	10	
	18	13	5	50,000	2.78	3.85	30	Tiktok @1GB/day for 5 days
	19	14	5	60,000	3.16	4.29	30	Tiktok @1GB/day for 5 days
AlwaysON (AON)	35	30	5	70,000	2.00	2.33	30	Tiktok @1GB/day for 5 days
	57	22	35	80,000	1.40	3.64	30	30GB Streaming (Youtube, Viu, Netflix), Tiktok @1GB/day for 5 days
	47	42	5	90,000	1.91	2.14	30	Tiktok @1GB/day for 5 days
	55	50	5	100,000	1.82	2.00	30	Tiktok @1GB/day for 5 days
	105	100	5	140,000	1.33	1.40	30	Tiktok @1GB/day for 5 days
	130	130	0	150,000	1.15	1.15	30	
Data (Daily)	3	3	0	20,000	6.67	6.67		
	4	4	0	25,000	6.25	6.25		
	7	7	0	40,000	5.71	5.71		
	10	10	0	50,000	5.00	5.00		
	14	14	0	60,000	4.29	4.29		
	26	6	20	80,000	3.08	13.33		20GB (01.00-17.00), unlimited*
Kombo	40	40	0	100,000	2.50	2.50		
	1	0.3	0.7	3,500	3.50	11.67	1	0.7GB (01.00-05.59)
	3	3	0	10,000	3.33	3.33	2	
	5	1	4	5,000	1.00	5.00	1	4GB (01.00-09.00)
Home	5	1	4	10,000	2.00	10.00	1	4GB (01.00-05.59), 100 SMS and 100 mins on-net
	3	3	0	40,000	13.33	13.33	30	30 mins on-net
	32	32	0	85,000	2.66	2.66	30	2GB, 30GB (4G only) (@ 1GB/day), 30 mins on-net
	38	38	0	90,000	2.37	2.37	30	8GB, 30GB (4G only) (@ 1GB/day), 30 mins on-net
	32	17	15	80,000	2.50	4.71	30	2GB, 15GB (@ 0.5GB/day), 15GB (01.00-17.00)
	120	10	110	130,000	1.08	13.00	30	65GB (01.00-17.00), 45GB Weekend
	150	15	135	160,000	1.07	10.67	30	75GB (01.00-17.00), 60GB Weekend

Source: Company, Indo Premier

Notes:

- 1) Movie/Conference/Chat quota for: Youtube, VIU, Netflix, Zoom, MS Teams, Webex, Google Meet, Google Classroom, Whatsapp

* Unlimited quota usage after regular quota, FUP at 128Kbps (01.00-17.00)

Fig. 12: Axis data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
OWSEM	16	2	14	40,900	2.6	20.5	30	8GB Night (00.00-06.00), 2GB Video ¹⁾ , 2GB Social media ²⁾ , 2GB Music ³⁾ , unlimited Games ⁴⁾ , Vidio Platinum
	24	3	21	50,900	2.1	17.0	30	12GB Night (00.00-06.00), 3GB Video ¹⁾ , 3GB Social media ²⁾ , 3GB Music ³⁾ , unlimited Games ⁴⁾ , Vidio Platinum
	40	5	35	60,900	1.5	12.2	30	20GB Night (00.00-06.00), 5GB Video ¹⁾ , 5GB Social media ²⁾ , 5GB Music ³⁾ , unlimited Games ⁴⁾ , Vidio Platinum
	64	8	56	76,400	1.2	9.6	30	32GB Night (00.00-06.00), 8GB Video ¹⁾ , 8GB Social media ²⁾ , 8GB Music ³⁾ , unlimited Games ⁴⁾ , Vidio Platinum
	120	15	105	96,700	0.8	6.4	30	60GB Night (00.00-06.00), 15GB Video ¹⁾ , 15GB Social media ²⁾ , 15GB Music ³⁾ , unlimited Games ⁴⁾ , Vidio Platinum
BRONET Kuota 24 Jam	3	3	0	31,500	10.5	10.5	30	
	8	8	0	63,800	8.0	8.0	30	30 days Vidio
	12	12	0	85,100	7.1	7.1	30	30 days Vidio
	16	16	0	97,969	6.1	6.1	60	
	3	2	1	16,200	5.4	8.1	7	2GB, 1GB Local
	7	5	2	21,500	3.3	4.3	7	5GB, 1.5GB Local
	3	2	1	9,500	3.2	4.8	3	2GB, 1GB Local
	6	5	1	13,000	2.2	2.6	3	5GB, 1GB Local
	1	1	0	5,200	5.2	5.2	1	
	3	3	0	9,100	3.0	3.0	1	

Source: Company, Indo Premier

Notes:

- 1) Video quota for: Youtube, Netflix, Sushiroli, Genflix, SnackVideo
- 2) Social media quota for: Facebook, Instagram, Tiktok, Twitter, Tinder
- 3) Music quota for: Joox, Spotify, Smule, Wesing
- 4) Games quota for: Mobile Legends, Arena of Valor, Free Fire, PUBG, Audition AyoDance

Fig. 13: Smartfren data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
Unlimited (Daily)	1	1	0	9,000	9.0	9.0	1	@ 1GB/day, unlimited calls on-net
	7	7	0	25,000	3.6	3.6	7	@ 1GB/day, unlimited calls on-net
	14	14	0	45,000	3.2	3.2	14	@ 1GB/day, unlimited calls on-net
	19.6	19.6	0	65,000	3.3	3.3	28	@ 0.7GB/day, unlimited calls on-net
Unlimited (Nonstop)	2	2	0	10,000	5.0	5.0	10	Unlimited calls on-net
	3	3	0	15,000	5.0	5.0	14	3GB, Unlimited Daily ¹⁾ , e-Commerce ²⁾
	18	12	6	50,000	2.8	4.2	30	12GB, 6GB (activation through MySmartfren app), unlimited calls on-net, 30 days Vidio, cashback e-wallet
	45	45	0	100,000	2.2	2.2	30	Unlimited calls on-net, 30 days Vidio
Kuota	2.5	0.5	2	5,000	2.0	10.0	3	0.5GB, 0.5GB Chat ⁴⁾ , 1.5GB (01.00-05.00)
	4	1.25	2.75	10,000	2.5	8.0	7	1.25GB, 1GB Chat ⁴⁾ , 1.75GB (01.00-05.00)
	9	2	7	15,000	1.7	7.5	30	2GB, 2GB Chat ⁴⁾ , 5GB (01.00-05.00)
	3	3	0	12,800	4.3	4.3	7	
	16	6	10	40,000	2.5	6.7	30	6GB, 2GB Chat ⁴⁾ , 8GB (01.00-05.00)
	30	10	20	60,000	2.0	6.0	30	20GB (01.00-05.00), 30 days Vidio
	60	20	40	100,000	1.7	5.0	30	40GB (01.00-05.00), 30 days Vidio

Source: Company, Indo Premier

Notes:

- 1) Daily quota for: Whatsapp, LINE, Discord, Grab, Gojek
- 2) e-Commerce quota for: Tokopedia, Shopee, Bukalapak, Blibli, Lazada
- 3) e-Wallet quota for: OVO, Link Aja, Dana
- 4) Chat quota for: Whatsapp, LINE

Fig. 14: by.U data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
Yang Bikin Nempel	10	3	7	20,199	2.0	6.7	14	Tiktok 0.5GB/day
Yang TIGA Giga Seminggu	3	3	0	17,099	5.7	5.7	7	
Yang Bikin Cuan Tiap Hari	12	5	7	20,199	1.7	4.0	14	Tiktok 0.5GB/day
Yang Bikin Deket	10.5	10	0.5	15,099	1.4	1.5	1	Tiktok 0.5GB/day
Yang Bikin Kumat	15	10	5	25,199	1.7	2.5	10	Tiktok 0.5GB/day
Yang Bikin Nagih	12	12	0	55,499	4.6	4.6	30	
Yang Bikin DUAbest	35	20	15	80,799	2.3	4.0	30	Tiktok 0.5GB/day
Yang Bikin Anti Cemas	38	23	15	105,999	2.8	4.6	30	Tiktok 0.5GB/day, COVID-19 Protection
Yang Dicap Dua Jempol	50	50	0	126,199	2.5	2.5	30	
Yang Dicap Tiga Jempol	90	75	15	156,499	1.7	2.1	30	Tiktok 0.5GB/day

Source: Company, Indo Premier

Fig. 15: Live.On data packages

Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (in Rp/MB)	Data Yield (in Rp/MB)	Period (days)	Notes
Pow er Go	20	20	0	50,000	2.5	2.5	30	July Promo: Rp50k, Normal price: Rp65k 3GB Emergency1), 20 SMS and 20 mins on/off-net, data rollover up to 1TB
Pow er On	50	25	25	65,000	1.3	2.6	30	July Promo: Rp65k, Normal price: Rp80k 25GB 5 months (@ 5GB/mo), 3GB Emergency1), 20 SMS and 20 mins on/off-net, data rollover up to 1TB
Pow er Full	50	50	0	110,000	2.2	2.2	30	July Promo: Rp110k, Normal price: Rp125k 3GB Emergency1), 20 SMS and 20 mins on/off-net, data rollover up to 1TB
Pow er Full	100	50	50	110,000	1.1	2.2	30	July Promo: Rp110k, Normal price: Rp125k 50GB 5 months (@ 10GB/mo), 3GB Emergency1), 20 SMS and 20 mins on/off-net, data rollover up to 1TB
Pow er Blast	75	75	0	140,000	1.9	1.9	30	July Promo: Rp140k, Normal price: Rp155k 3GB Emergency1), 20 SMS and 20 mins on/off-net, data rollover up to 1TB
Pow er Max	100	100	0	165,000	1.7	1.7	30	July Promo: Rp165k, Normal price: Rp180k 3GB Emergency1), 20 SMS and 20 mins on/off-net, data rollover up to 1TB

Source: Company, Indo Premier

Notes:

- 1) Emergency quota: bonus quota at max speed of 128Kbps after main quota is used
- 2) Streaming quota for: Youtube, Netflix, VIU, iFlix, Spotify, Joox

Fig. 16: TSEL data yield changes

Products	Period (days)	Total data yield (in Rp/MB)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
InternetMax 0.5GB	30	4.97	4.97	4.97	4.97	4.97	4.97	4.97	0.0%	0.0%	-
InternetMax 0.5GB	30	4.29	4.29	4.29	4.29	4.29	4.29	4.29	0.0%	0.0%	-
InternetMax 1GB	30	3.82	3.82	3.82	3.82	3.82	3.82	3.82	0.0%	0.0%	-
InternetMax 1.5GB	30	3.67	3.67	3.67	3.67	3.67	3.67	3.67	0.0%	0.0%	-
InternetMax 2GB	30	2.37	2.37	2.37	2.37	2.37	2.37	2.37	0.0%	0.0%	-
InternetMax 3GB	30	2.25	2.25	2.25	2.25	2.25	2.25	2.25	0.0%	0.0%	-
Internet Sakti 14GB	7	2.59	2.59	2.59	2.59	2.59	2.59	2.59	0.0%	0.0%	-
Internet Sakti 17GB	7	2.50	2.50	2.50	2.50	2.50	2.50	2.50	0.0%	0.0%	-
Internet Sakti 20GB	7							2.44	N/A	N/A	-
Internet Sakti 22GB	7							2.48	N/A	N/A	-
Internet Sakti 30GB	7							2.32	N/A	N/A	-
Internet Sakti 58GB	30							2.16	N/A	N/A	-
Internet Sakti 64GB	30							2.18	N/A	N/A	-
Combo Sakti 27GB	30	2.48	2.48	2.48	2.48	2.48	2.48	2.48	0.0%	0.0%	-
Combo Sakti 28GB	30	2.38	2.38	2.38	2.38	2.38	2.38	2.38	0.0%	0.0%	-
Combo Sakti 28GB	30	2.58	2.58	2.58	2.58	2.58	2.58	2.58	0.0%	0.0%	-
Combo Sakti 35GB	30	2.44	2.44	2.44	2.44	2.44	2.44	2.44	0.0%	0.0%	-
Combo Sakti 49GB	30	2.24	2.24	2.24	2.24	2.24	2.24	2.24	0.0%	0.0%	-
Combo Sakti 65GB	30	2.08	2.08	2.08	2.08	2.08	2.08	2.08	0.0%	0.0%	-
GigaNet 21GB	7	1.73	1.73	1.73	1.73	1.73	1.73	1.73	0.0%	0.0%	-
GigaNet 25GB	7	1.67	1.67	1.67	1.67	1.67	1.67	1.67	0.0%	0.0%	-
GigaNet 31GB	7	1.49	1.49	1.49	1.49	1.49	1.49	1.49	0.0%	0.0%	-
GigaNet 68GB	30	1.74	1.74	1.74	1.74	1.74	1.74	1.74	0.0%	0.0%	-
GigaNet 85GB	30	1.54	1.54	1.54	1.54	1.54	1.54	1.54	0.0%	0.0%	-
Weekly 1.5GB	7	19.33	19.33	19.33	19.33	19.33	19.33	19.33	0.0%	0.0%	-
Weekly 2.5GB	7	14.40	14.40	14.40	14.40	14.40	14.40	14.40	0.0%	0.0%	-
Weekly 3.5GB	7	11.71	11.71	11.71	11.71	11.71	11.71	11.71	0.0%	0.0%	-
Weekly 6GB	7	8.33	8.33	8.33	8.33	8.33	8.33	8.33	0.0%	0.0%	-
Weekly 17GB	7	3.65	3.65	3.65	3.65	3.65	3.65	3.65	0.0%	0.0%	-
Internet OMG! 5GB	30	9.30	9.30	9.30	9.30	9.30	9.30	9.40	1.1%	1.1%	-
Internet OMG! 7.5GB	30	9.53	9.53	9.53	9.53	9.53	9.53	9.60	0.7%	0.7%	-
Internet OMG! 8GB	30	8.94	8.94	8.94	8.94	8.94	8.94	8.94	0.0%	0.0%	-
Internet OMG! 7GB	30	5.82	5.82	5.82	5.82	5.82	5.82	5.88	1.0%	1.0%	-
Internet OMG! 11GB	30	5.39	5.39	5.39	5.39	5.39	5.39	5.39	0.0%	0.0%	-
Internet OMG! 20GB	30	4.48	4.48	4.48	4.48	4.48	4.48	4.50	0.6%	0.6%	-
Internet OMG! 32GB	30	5.50	5.50	5.50	5.50	5.50	5.50	5.50	0.0%	0.0%	-
Internet OMG! 62GB	30	3.58	3.58	3.58	3.58	3.58	3.58	3.71	3.6%	3.6%	-
Kuota Ketengan Utama 0.5GB	1	8.00	8.00	8.00	8.00	8.00	8.00	8.00	0.0%	0.0%	-
Kuota Ketengan Utama 0.5GB	7	44.00	44.00	44.00	44.00	44.00	44.00	44.00	0.0%	0.0%	-
Kuota Ketengan Utama 4GB	1	3.13	3.13	3.13	3.13	3.13	3.13	3.13	0.0%	0.0%	-
Kuota Ketengan Utama 22GB	3	2.50	2.50	2.50	2.50	2.50	2.50	2.50	0.0%	0.0%	-
Kuota Harian 1GB	1	6.50	6.50	6.50	6.50	6.50	6.50	6.50	0.0%	0.0%	-
Kuota Harian 2.5GB	3	9.60	9.60	9.60	9.60	9.60	9.60	9.60	0.0%	0.0%	-
Kuota Harian 3.5GB	3	8.29	8.29	8.29	8.29	8.29	8.29	8.29	0.0%	0.0%	-
Kuota Harian 8GB	3	4.88	4.88	4.88	4.88	4.88	4.88	4.88	0.0%	0.0%	-

Source: Company, Indo Premier

Note: Data yield = Price/Total quota; Product names are based on main quota

Fig. 17: EXCL data yield changes

Products	Period (days)	Total data yield (in Rp/MB)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Xtra ON 1GB	Active period	13.00	13.00	13.00	13.00	13.00	13.00	13.00	0.0%	0.0%	-
Xtra ON 2GB	Active period	11.00	11.00	11.00	11.00	11.00	11.00	11.00	0.0%	0.0%	-
Xtra Combo Plus Regular 10GB	30	3.74	3.74	3.74	3.74	3.74	3.74	3.74	0.0%	0.0%	-
Xtra Combo Plus Regular 20GB	30	3.42	3.42	3.46	3.46	3.46	3.46	3.46	0.0%	1.0%	-
Xtra Combo Plus Regular 30GB	30	3.47	3.53	3.53	3.53	3.53	3.53	3.53	0.0%	1.5%	-
Xtra Combo Plus Regular 52GB	30	2.74	2.77	2.77	2.77	2.77	2.77	2.77	0.0%	1.1%	-
Xtra Combo Plus Regular 72GB	30	2.50	2.52	2.52	2.52	2.52	2.52	2.52	0.0%	1.0%	-
Xtra Combo Plus VIP 10GB	30	4.47	4.47	4.47	4.47	4.47	4.47	4.47	0.0%	0.0%	-
Xtra Combo Plus VIP 20GB	30	3.84	3.84	3.88	3.84	3.84	3.84	3.84	0.0%	0.0%	-
Xtra Combo Plus VIP 30GB	30	3.71	3.71	3.71	3.71	3.71	3.71	3.71	0.0%	0.0%	-
Xtra Combo Plus VIP 52GB	30	2.91	2.91	2.91	2.91	2.91	2.91	2.91	0.0%	0.0%	-
Xtra Combo Plus VIP 72GB	30	2.61	2.61	2.61	2.61	2.61	2.61	2.61	0.0%	0.1%	-
Xtra Combo Mini 1GB	7	4.00	4.26	4.26	3.96	3.96	3.96	4.95	25.0%	23.8%	-
Xtra Combo Mini 3GB	7	2.61	2.77	2.77	2.77	2.77	2.77	2.77	0.0%	6.0%	-

Source: Company, Indo Premier

Note: Data yield = Price/Total quota; Product names are based on main quota

Fig. 18: ISAT data yield changes

Products	Period (days)	Total data yield (in Rp/MB)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Freedom Internet 3GB	30					6.67	6.67	6.67	0.0%	N/A	-
Freedom Internet 5GB	30					6.00	6.00	6.00	0.0%	N/A	-
Freedom Internet 12GB	30					4.17	4.17	4.17	0.0%	N/A	-
Freedom Internet 24GB	30					3.33	3.33	3.33	0.0%	N/A	-
Freedom Internet 35GB	30					2.86	2.86	2.86	0.0%	N/A	-
Freedom Internet 50GB	30	2.20	2.20	2.40	2.40	2.40	2.40	2.40	0.0%	9.1%	-
Freedom Internet 100GB	30	1.38	1.38	1.25	1.25	1.50	1.50	1.50	0.0%	9.1%	-
Freedom Internet 1GB	2	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.0%	0.0%	-
Freedom Internet 2GB	5	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.0%	0.0%	-
Freedom Internet 5GB	5	3.00	3.00	3.00	3.00	3.00	3.00	3.00	0.0%	0.0%	-
Freedom Internet 7GB	7	2.86	2.86	2.86	2.86	2.86	2.86	2.86	0.0%	0.0%	-

Source: Company, Indo Premier

Note: Data yield = Price/Total quota; Product names are based on main quota

Fig. 19: Tri (3) data yield changes

Products	Period (days)	Total data yield (in Rp/MB)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Happy 1.5GB	7	6.00	6.00	6.00	6.00	6.00	6.67	6.67	0.0%	11.1%	-
Happy 2GB	1						2.50	2.50	0.0%	N/A	-
Happy 2.5GB	1	2.20	2.20	2.20	2.20	2.20	2.40	2.40	0.0%	9.1%	-
Happy 3GB	2	3.33	3.33	3.33	3.33	3.33	3.33	3.33	0.0%	0.0%	-
Happy 3GB	3	3.67	3.67	3.67	3.67	3.67	3.67	3.67	0.0%	0.0%	-
Happy 3.5GB	5	4.57	4.57	4.57	4.57	4.57	4.86	4.86	0.0%	6.3%	-
Happy 3.5GB	30						5.71	5.71	0.0%	N/A	-
Happy 5GB	1	2.00	2.00	2.00	2.00	2.00	2.20	2.20	0.0%	10.0%	-
Happy 5GB	3	3.00	3.00	3.00	3.00	3.00	3.00	3.00	0.0%	0.0%	-
Happy 5GB	7	4.00	4.00	4.00	4.00	4.00	4.00	4.00	0.0%	0.0%	-
Happy 7GB	30	2.50	2.50	2.50	2.50	2.50	2.50	2.50	0.0%	0.0%	-
Happy 9GB	5						2.78	2.78	0.0%	N/A	-
Happy 10GB	10						3.50	3.50	0.0%	N/A	-
Happy 13GB	30						2.78	2.78	0.0%	N/A	-
Happy 14GB	30	2.89	2.89	2.89	2.89	2.89	3.16	3.16	0.0%	9.1%	-
Happy 22GB	30	1.35	1.35	1.35	1.35	1.35	1.40	1.40	0.0%	3.9%	-
Happy 30GB	30						2.00	2.00	0.0%	N/A	-
Happy 42GB	30						1.91	1.91	0.0%	N/A	-
Happy 50GB	30						1.82	1.82	0.0%	N/A	-
Happy 100GB	30	1.29	1.29	1.29	1.29	1.29	1.33	1.33	0.0%	3.7%	-
Happy 130GB	30						1.15	1.15	0.0%	N/A	-
Always ON (AON) 3GB							6.67	6.67	0.0%	N/A	-
Always ON (AON) 4GB							6.25	6.25	0.0%	N/A	-
Always ON (AON) 7GB							5.71	5.71	0.0%	N/A	-
Always ON (AON) 10GB							5.00	5.00	0.0%	N/A	-
Always ON (AON) 14GB							4.29	4.29	0.0%	N/A	-
Always ON (AON) 6GB	Active period	2.81	2.81	2.81	2.81	2.81	3.08	3.08	0.0%	9.6%	-
Always ON (AON) 40GB	Active period	2.48	2.48	2.48	2.48	2.48	2.50	3.50	40.0%	41.4%	-
Data (Daily) 0.3GB	1	3.00	3.00	3.00	3.00	3.00	3.50	3.50	0.0%	16.7%	-
Data (Daily) 1GB	1	1.00	1.00	1.00	1.00	1.00	1.00	1.00	0.0%	0.0%	-
Data (Daily) 3GB	2	3.33	3.33	3.33	3.33	3.33	3.33	3.33	0.0%	0.0%	-
Kombo 1GB	1	1.20	1.20	1.20	1.20	1.20	2.00	2.00	0.0%	66.7%	-
Kombo 3GB	30	11.67	11.67	11.67	11.67	11.67	13.33	13.33	0.0%	14.3%	-
Kombo 32GB	30	2.03	2.03	2.03	2.03	2.03	2.66	2.66	0.0%	30.8%	-
Kombo 38GB	30	2.24	2.24	2.24	2.24	2.24	2.37	2.37	0.0%	5.9%	-
Home 17GB	30	2.34	2.34	2.34	2.34	2.34	2.50	2.50	0.0%	6.7%	-
Home 10GB	30	1.00	1.00	1.00	1.00	1.00	1.08	1.08	0.0%	8.3%	-
Home 15GB	30	1.00	1.00	1.00	1.00	1.00	1.07	1.07	0.0%	6.7%	-

Source: Company, Indo Premier

Note: Data yield = Price/Total quota; Product names are based on main quota

Fig. 20: Axis data yield changes

Products	Period (days)	Total data yield (in Rp/MB)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
OWSEM 2GB	30	2.56	2.56	2.56	2.56	2.56	2.56	2.56	0.0%	0.0%	-
OWSEM 3GB	30	2.12	2.12	2.12	2.12	2.12	2.12	2.12	0.0%	0.0%	-
OWSEM 5GB	30	1.52	1.52	1.52	1.52	1.52	1.52	1.52	0.0%	0.0%	-
OWSEM 8GB	30	1.19	1.19	1.19	1.19	1.19	1.19	1.19	0.0%	0.0%	-
OWSEM 15GB	30	0.81	0.81	0.81	0.81	0.81	0.81	0.81	0.0%	0.0%	-
BRONET Kuota 24 Jam 3GB	30	10.50	10.50	10.50	10.50	10.50	10.50	10.50	0.0%	0.0%	-
BRONET Kuota 24 Jam 8GB	30	7.98	7.98	7.98	7.98	7.98	7.98	7.98	0.0%	0.0%	-
BRONET Kuota 24 Jam 12GB	30	7.09	7.09	7.09	7.09	7.09	7.09	7.09	0.0%	0.0%	-
BRONET Kuota 24 Jam 16GB	60	6.12	6.12	6.12	6.12	6.12	6.12	6.12	0.0%	0.0%	-
BRONET Kuota 24 Jam 2GB	7	6.85	8.10	5.40	5.40	5.40	5.40	5.40	0.0%	-21.2%	-
BRONET Kuota 24 Jam 5GB	7	3.31	4.30	3.31	3.31	3.31	3.31	3.31	0.0%	0.0%	-
BRONET Kuota 24 Jam 2GB	3	3.17	3.17	3.17	3.17	3.17	3.17	3.17	0.0%	0.0%	-
BRONET Kuota 24 Jam 5GB	3	2.17	2.60	2.17	2.17	2.17	2.17	2.17	0.0%	0.0%	-
BRONET Kuota 24 Jam 1GB	1	5.20	5.20	5.20	5.20	5.20	5.20	5.20	0.0%	0.0%	-
BRONET Kuota 24 Jam 3GB	1	3.03	3.03	3.03	3.03	3.03	3.03	3.03	0.0%	0.0%	-

Source: Company, Indo Premier

Note: Data yield = Price/Total quota; Product names are based on main quota

Fig. 21: Smartfren data yield changes

Products	Period (days)	Total data yield (in Rp/MB)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Unlimited (Daily) 1GB	1	9.00	9.00	9.00	9.00	9.00	9.00	9.00	0.0%	0.0%	-
Unlimited (Daily) 7GB	7	3.57	3.57	3.57	3.57	3.57	3.57	3.57	0.0%	0.0%	-
Unlimited (Daily) 14GB	14	3.21	3.21	3.21	3.21	3.21	3.21	3.21	0.0%	0.0%	-
Unlimited (Daily) 19.6GB	28	3.32	3.32	3.32	3.32	3.32	3.32	3.32	0.0%	0.0%	-
Unlimited (Nonstop) 2GB	10	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.0%	0.0%	-
Unlimited (Nonstop) 3GB	14	5.00	5.00	5.00	5.00	5.00	5.00	5.00	0.0%	0.0%	-
Unlimited (Nonstop) 12GB	30	2.78	2.78	2.78	2.78	2.78	2.78	2.78	0.0%	0.0%	-
Unlimited (Nonstop) 45GB	30	2.22	2.22	2.22	2.22	2.22	2.22	2.22	0.0%	0.0%	-
Internet Volume 0.5GB	3	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.0%	0.0%	-
Internet Volume 1.25GB	7	2.50	2.50	2.50	2.50	2.50	2.50	2.50	0.0%	0.0%	-
Internet Volume 2GB	30	1.67	1.67	1.67	1.67	1.67	1.67	1.67	0.0%	0.0%	-
Internet Volume 3GB	7	4.27	4.27	4.27	4.27	4.27	4.27	4.27	0.0%	0.0%	-
Internet Volume 6GB	30	2.50	2.50	2.50	2.50	2.50	2.50	2.50	0.0%	0.0%	-
Internet Volume 10GB	30	2.00	2.00	2.00	2.00	2.00	2.00	2.00	0.0%	0.0%	-
Internet Volume 20GB	30	1.67	1.67	1.67	1.67	1.67	1.67	1.67	0.0%	0.0%	-

Source: Company, Indo Premier

Note: Data yield = Price/Total quota; Product names are based on main quota

Fig. 22: e-SIM cards data yield changes

Fig. 22: e-SIM Cards data yield changes

Products	Period (days)	Total data yield (in Rp/MB)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
by.U											
Yang Bikin Nempel	14	2.02	2.02	2.02	2.02	2.02	2.02	2.02	0.0%	0.0%	-
Yang TIGA Giga Seminggu	7	5.70	5.70	5.70	5.70	5.70	5.70	5.70	0.0%	0.0%	-
Yang Bikin Cuan Tiap Hari	14	1.68	1.68	1.68	1.68	1.68	1.68	1.68	0.0%	0.0%	-
Yang Bikin Deket	1	1.44	1.44	1.44	1.44	1.44	1.44	1.44	0.0%	0.0%	-
Yang Bikin Kumat	10	1.68	1.68	1.68	1.68	1.68	1.68	1.68	0.0%	0.0%	-
Yang Bikin Nagih	30	4.62	4.62	4.62	4.62	4.62	4.62	4.62	0.0%	0.0%	-
Yang Bikin DUAbest	30	2.31	2.31	2.31	2.31	2.31	2.31	2.31	0.0%	0.0%	-
Yang Bikin Anti Cemas	30	2.79	2.79	2.79	2.79	2.79	2.79	2.79	0.0%	0.0%	-
Yang Dicap Dua Jempol	30	2.52	2.52	2.52	2.52	2.52	2.52	2.52	0.0%	0.0%	-
Yang Dicap Tiga Jempol	30	1.74	1.74	1.74	1.74	1.74	1.74	1.74	0.0%	0.0%	-
Live.On											
Power Go	30	2.50	2.50	2.50	2.50	2.50	2.50	2.50	0.0%	0.0%	-
Power On	30	1.30	1.30	1.30	1.30	1.30	1.30	1.30	0.0%	0.0%	-
Power Full	30	2.08	1.90	1.90	1.90	1.90	2.20	2.20	0.0%	5.6%	-
Power Full (with monthly bonus)	30	1.25	1.10	1.10	1.10	1.10	1.10	1.10	0.0%	-12.0%	-
Power Blast	30	1.87	1.87	1.87	1.87	1.87	1.87	1.87	0.0%	0.0%	-
Power Max	30	1.80	1.65	1.65	1.65	1.65	1.65	1.65	0.0%	-8.3%	-

Source: Company, Indo Premier

Note: Data yield = Price/Total quota; Product names are based on main quota

Fig. 23: TSEL price changes

Products	Period (days)	Price (in Rp)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
InternetMax 0.5GB	30	14,900	14,900	14,900	14,900	14,900	14,900	14,900	0.0%	0.0%	-
InternetMax 0.5GB	30	30,000	30,000	30,000	30,000	30,000	30,000	30,000	0.0%	0.0%	-
InternetMax 1GB	30	42,000	42,000	42,000	42,000	42,000	42,000	42,000	0.0%	0.0%	-
InternetMax 1.5GB	30	66,000	66,000	66,000	66,000	66,000	66,000	66,000	0.0%	0.0%	-
InternetMax 2GB	30	83,000	83,000	83,000	83,000	83,000	83,000	83,000	0.0%	0.0%	-
InternetMax 3GB	30	115,000	115,000	115,000	115,000	115,000	115,000	115,000	0.0%	0.0%	-
Internet Sakti 14GB	7	44,000	44,000	44,000	44,000	44,000	44,000	44,000	0.0%	0.0%	-
Internet Sakti 17GB	7	50,000	50,000	50,000	50,000	50,000	50,000	50,000	0.0%	0.0%	-
Internet Sakti 20GB	7							61,000	N/A	N/A	-
Internet Sakti 22GB	7							67,000	N/A	N/A	-
Internet Sakti 30GB	7							88,000	N/A	N/A	-
Internet Sakti 58GB	30							164,000	N/A	N/A	-
Internet Sakti 64GB	30							174,000	N/A	N/A	-
Combo Sakti 27GB	30	104,000	104,000	104,000	104,000	104,000	104,000	104,000	0.0%	0.0%	-
Combo Sakti 28GB	30	114,000	114,000	114,000	114,000	114,000	114,000	114,000	0.0%	0.0%	-
Combo Sakti 28GB	30	124,000	124,000	124,000	124,000	124,000	124,000	124,000	0.0%	0.0%	-
Combo Sakti 35GB	30	134,000	134,000	134,000	134,000	134,000	134,000	134,000	0.0%	0.0%	-
Combo Sakti 49GB	30	166,000	166,000	166,000	166,000	166,000	166,000	166,000	0.0%	0.0%	-
Combo Sakti 65GB	30	198,000	198,000	198,000	198,000	198,000	198,000	198,000	0.0%	0.0%	-
GigaNet 21GB	7	45,000	45,000	45,000	45,000	45,000	45,000	45,000	0.0%	0.0%	-
GigaNet 25GB	7	50,000	50,000	50,000	50,000	50,000	50,000	50,000	0.0%	0.0%	-
GigaNet 31GB	7	61,000	61,000	61,000	61,000	61,000	61,000	61,000	0.0%	0.0%	-
GigaNet 68GB	30	136,000	136,000	136,000	136,000	136,000	136,000	136,000	0.0%	0.0%	-
GigaNet 85GB	30	146,000	146,000	146,000	146,000	146,000	146,000	146,000	0.0%	0.0%	-
Weekly 1.5GB	7	29,000	29,000	29,000	29,000	29,000	29,000	29,000	0.0%	0.0%	-
Weekly 2.5GB	7	36,000	36,000	36,000	36,000	36,000	36,000	36,000	0.0%	0.0%	-
Weekly 3.5GB	7	41,000	41,000	41,000	41,000	41,000	41,000	41,000	0.0%	0.0%	-
Weekly 6GB	7	50,000	50,000	50,000	50,000	50,000	50,000	50,000	0.0%	0.0%	-
Weekly 17GB	7	62,000	62,000	62,000	62,000	62,000	62,000	62,000	0.0%	0.0%	-
Internet OMG! 5GB	30	46,500	46,500	46,500	46,500	46,500	46,500	47,000	1.1%	1.1%	-
Internet OMG! 7.5GB	30	71,500	71,500	71,500	71,500	71,500	71,500	72,000	0.7%	0.7%	-
Internet OMG! 8GB	30	71,500	71,500	71,500	71,500	71,500	71,500	71,500	0.0%	0.0%	-
Internet OMG! 7GB	30	99,000	99,000	99,000	99,000	99,000	99,000	100,000	1.0%	1.0%	-
Internet OMG! 11GB	30	124,000	124,000	124,000	124,000	124,000	124,000	124,000	0.0%	0.0%	-
Internet OMG! 20GB	30	179,000	179,000	179,000	179,000	179,000	179,000	180,000	0.6%	0.6%	-
Internet OMG! 32GB	30	176,000	176,000	176,000	176,000	176,000	176,000	176,000	0.0%	0.0%	-
Internet OMG! 62GB	30	222,000	222,000	222,000	222,000	222,000	222,000	230,000	3.6%	3.6%	-
Kuota Ketengan Utama 0.5GB	1	4,000	4,000	4,000	4,000	4,000	4,000	4,000	0.0%	0.0%	-
Kuota Ketengan Utama 0.5GB	7	22,000	22,000	22,000	22,000	22,000	22,000	22,000	0.0%	0.0%	-
Kuota Ketengan Utama 4GB	1	12,500	12,500	12,500	12,500	12,500	12,500	12,500	0.0%	0.0%	-
Kuota Ketengan Utama 22GB	3	55,000	55,000	55,000	55,000	55,000	55,000	55,000	0.0%	0.0%	-
Kuota Harian 1GB	1	6,500	6,500	6,500	6,500	6,500	6,500	6,500	0.0%	0.0%	-
Kuota Harian 2.5GB	3	24,000	24,000	24,000	24,000	24,000	24,000	24,000	0.0%	0.0%	-
Kuota Harian 3.5GB	3	29,000	29,000	29,000	29,000	29,000	29,000	29,000	0.0%	0.0%	-
Kuota Harian 8GB	3	39,000	39,000	39,000	39,000	39,000	39,000	39,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 24: EXCL price changes

Products	Period (days)	Price (in Rp)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Xtra ON 1GB	Active period	13,000	13,000	13,000	13,000	13,000	13,000	13,000	0.0%	0.0%	-
Xtra ON 2GB	Active period	22,000	22,000	22,000	22,000	22,000	22,000	22,000	0.0%	0.0%	-
Xtra Combo Plus Regular 10GB	30	59,900	59,900	59,900	59,900	59,900	59,900	59,900	0.0%	0.0%	-
Xtra Combo Plus Regular 20GB	30	89,000	89,000	89,900	89,900	89,900	89,900	89,900	0.0%	1.0%	-
Xtra Combo Plus Regular 30GB	30	132,000	134,000	134,000	134,000	134,000	134,000	134,000	0.0%	1.5%	-
Xtra Combo Plus Regular 52GB	30	181,000	182,900	182,900	182,900	182,900	182,900	182,900	0.0%	1.0%	-
Xtra Combo Plus Regular 72GB	30	242,500	244,900	244,900	244,900	244,900	244,900	244,900	0.0%	1.0%	-
Xtra Combo Plus VIP 10GB	30	71,500	71,500	71,500	71,500	71,500	71,500	71,500	0.0%	0.0%	-
Xtra Combo Plus VIP 20GB	30	99,800	99,800	101,000	99,800	99,800	99,800	99,800	0.0%	0.0%	-
Xtra Combo Plus VIP 30GB	30	141,000	141,000	141,000	141,000	141,000	141,000	141,000	0.0%	0.0%	-
Xtra Combo Plus VIP 52GB	30	192,000	192,000	192,000	192,000	192,000	192,000	192,000	0.0%	0.0%	-
Xtra Combo Plus VIP 72GB	30	253,500	253,500	253,500	253,500	253,500	253,500	253,500	0.0%	0.0%	-
Xtra Combo Mini 1GB	7	14,000	14,900	14,900	9,900	9,900	9,900	9,900	0.0%	-29.3%	-
Xtra Combo Mini 3GB	7	23,500	24,900	24,900	24,900	24,900	24,900	24,900	0.0%	6.0%	-

Source: Company, Indo Premier

Fig. 25: ISAT price changes

Products	Period (days)	Price (in Rp)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Freedom Internet 3GB	30					20,000	20,000	20,000	0.0%	N/A	-
Freedom Internet 5GB	30					30,000	30,000	30,000	0.0%	N/A	-
Freedom Internet 12GB	30					50,000	50,000	50,000	0.0%	N/A	-
Freedom Internet 24GB	30					80,000	80,000	80,000	0.0%	N/A	-
Freedom Internet 35GB	30					100,000	100,000	100,000	0.0%	N/A	-
Freedom Internet 50GB	30	110,000	110,000	120,000	120,000	120,000	120,000	120,000	0.0%	9.1%	-
Freedom Internet 100GB	30	137,500	137,500	125,000	125,000	150,000	150,000	150,000	0.0%	9.1%	-
Freedom Internet 1GB	2	5,000	5,000	5,000	5,000	5,000	5,000	5,000	0.0%	0.0%	-
Freedom Internet 2GB	5	10,000	10,000	10,000	10,000	10,000	10,000	10,000	0.0%	0.0%	-
Freedom Internet 5GB	5	15,000	15,000	15,000	15,000	15,000	15,000	15,000	0.0%	0.0%	-
Freedom Internet 7GB	7	20,000	20,000	20,000	20,000	20,000	20,000	20,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 26: Tri (3) price changes

Products	Period (days)	Price (in Rp)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Happy 1.5GB	7	9,000	9,000	9,000	9,000	9,000	10,000	10,000	0.0%	11.1%	-
Happy 2GB	1						5,000	5,000	0.0%	N/A	-
Happy 2.5GB	1	5,500	5,500	5,500	5,500	5,500	6,000	6,000	0.0%	9.1%	-
Happy 3GB	3	11,000	11,000	11,000	11,000	11,000	11,000	11,000	0.0%	0.0%	-
Happy 3GB	2	10,000	10,000	10,000	10,000	10,000	10,000	10,000	0.0%	0.0%	-
Happy 3.5GB	5	16,000	16,000	16,000	16,000	16,000	17,000	17,000	0.0%	6.3%	-
Happy 3.5GB	30						20,000	20,000	0.0%	N/A	-
Happy 5GB	1	10,000	10,000	10,000	10,000	10,000	11,000	11,000	0.0%	10.0%	-
Happy 5GB	3	15,000	15,000	15,000	15,000	15,000	15,000	15,000	0.0%	0.0%	-
Happy 5GB	7	20,000	20,000	20,000	20,000	20,000	20,000	20,000	0.0%	0.0%	-
Happy 7GB	30	30,000	30,000	30,000	30,000	30,000	30,000	30,000	0.0%	0.0%	-
Happy 9GB	5						25,000	25,000	0.0%	N/A	-
Happy 10GB	10						35,000	35,000	0.0%	N/A	-
Happy 13GB	30						50,000	50,000	0.0%	N/A	-
Happy 14GB	30	55,000	55,000	55,000	55,000	55,000	60,000	60,000	0.0%	9.1%	-
Happy 22GB	30	77,000	77,000	77,000	77,000	77,000	80,000	80,000	0.0%	3.9%	-
Happy 30GB	30						70,000	70,000	0.0%	N/A	-
Happy 42GB	30						90,000	90,000	0.0%	N/A	-
Happy 50GB	30						100,000	100,000	0.0%	N/A	-
Happy 100GB	30	135,000	135,000	135,000	135,000	135,000	140,000	140,000	0.0%	3.7%	-
Happy 130GB	30						150,000	150,000	0.0%	N/A	-
Alw ays ON (AON) 3GB							20,000	20,000	0.0%	N/A	-
Alw ays ON (AON) 4GB							25,000	25,000	0.0%	N/A	-
Alw ays ON (AON) 7GB							40,000	40,000	0.0%	N/A	-
Alw ays ON (AON) 10GB							50,000	50,000	0.0%	N/A	-
Alw ays ON (AON) 14GB							60,000	60,000	0.0%	N/A	-
Alw ays ON (AON) 6GB	Active period	73,000	73,000	73,000	73,000	73,000	80,000	80,000	0.0%	9.6%	-
Alw ays ON (AON) 40GB	Active period	99,000	99,000	99,000	99,000	99,000	100,000	100,000	0.0%	1.0%	-
Data (Daily) 0.3GB	1	3,000	3,000	3,000	3,000	3,000	3,500	3,500	0.0%	16.7%	-
Data (Daily) 1GB	1	5,000	5,000	5,000	5,000	5,000	5,000	5,000	0.0%	0.0%	-
Data (Daily) 3GB	2	10,000	10,000	10,000	10,000	10,000	10,000	10,000	0.0%	0.0%	-
Kombo 1GB	1	6,000	6,000	6,000	6,000	6,000	10,000	10,000	0.0%	66.7%	-
Kombo 3GB	30	35,000	35,000	35,000	35,000	35,000	40,000	40,000	0.0%	14.3%	-
Kombo 32GB	30	65,000	65,000	65,000	65,000	65,000	85,000	85,000	0.0%	30.8%	-
Kombo 38GB	30	85,000	85,000	85,000	85,000	85,000	90,000	90,000	0.0%	5.9%	-
Home 17GB	30	75,000	75,000	75,000	75,000	75,000	80,000	80,000	0.0%	6.7%	-
Home 10GB	30	120,000	120,000	120,000	120,000	120,000	130,000	130,000	0.0%	8.3%	-
Home 15GB	30	150,000	150,000	150,000	150,000	150,000	160,000	160,000	0.0%	6.7%	-

Source: Company, Indo Premier

Fig. 27: Axis price changes

Products	Period (days)	Price (in Rp)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
OWSEM 2GB	30	40,900	40,900	40,900	40,900	40,900	40,900	40,900	0.0%	0.0%	-
OWSEM 3GB	30	50,900	50,900	50,900	50,900	50,900	50,900	50,900	0.0%	0.0%	-
OWSEM 5GB	30	60,900	60,900	60,900	60,900	60,900	60,900	60,900	0.0%	0.0%	-
OWSEM 8GB	30	76,400	76,400	76,400	76,400	76,400	76,400	76,400	0.0%	0.0%	-
OWSEM 15GB	30	96,700	96,700	96,700	96,700	96,700	96,700	96,700	0.0%	0.0%	-
BRONET Kuota 24 Jam 3GB	30	31,500	31,500	31,500	31,500	31,500	31,500	31,500	0.0%	0.0%	-
BRONET Kuota 24 Jam 8GB	30	63,800	63,800	63,800	63,800	63,800	63,800	63,800	0.0%	0.0%	-
BRONET Kuota 24 Jam 12GB	30	85,100	85,100	85,100	85,100	85,100	85,100	85,100	0.0%	0.0%	-
BRONET Kuota 24 Jam 16GB	60	97,969	97,969	97,969	97,969	97,969	97,969	97,969	0.0%	0.0%	-
BRONET Kuota 24 Jam 2GB	7	13,700	16,200	16,200	16,200	16,200	16,200	16,200	0.0%	18.2%	-
BRONET Kuota 24 Jam 5GB	7	21,500	21,500	21,500	21,500	21,500	21,500	21,500	0.0%	0.0%	-
BRONET Kuota 24 Jam 2GB	3	9,500	9,500	9,500	9,500	9,500	9,500	9,500	0.0%	0.0%	-
BRONET Kuota 24 Jam 5GB	3	13,000	13,000	13,000	13,000	13,000	13,000	13,000	0.0%	0.0%	-
BRONET Kuota 24 Jam 1GB	1	5,200	5,200	5,200	5,200	5,200	5,200	5,200	0.0%	0.0%	-
BRONET Kuota 24 Jam 3GB	1	9,100	9,100	9,100	9,100	9,100	9,100	9,100	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 28: Smartfren price changes

Products	Period (days)	Price (in Rp)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Unlimited (Daily) 1GB	1	9,000	9,000	9,000	9,000	9,000	9,000	9,000	0.0%	0.0%	-
Unlimited (Daily) 7GB	7	25,000	25,000	25,000	25,000	25,000	25,000	25,000	0.0%	0.0%	-
Unlimited (Daily) 14GB	14	45,000	45,000	45,000	45,000	45,000	45,000	45,000	0.0%	0.0%	-
Unlimited (Daily) 19.6GB	28	65,000	65,000	65,000	65,000	65,000	65,000	65,000	0.0%	0.0%	-
Unlimited (Nonstop) 2GB	10	10,000	10,000	10,000	10,000	10,000	10,000	10,000	0.0%	0.0%	-
Unlimited (Nonstop) 3GB	14	15,000	15,000	15,000	15,000	15,000	15,000	15,000	0.0%	0.0%	-
Unlimited (Nonstop) 12GB	30	50,000	50,000	50,000	50,000	50,000	50,000	50,000	0.0%	0.0%	-
Unlimited (Nonstop) 45GB	30	100,000	100,000	100,000	100,000	100,000	100,000	100,000	0.0%	0.0%	-
Internet Volume 0.5GB	3	5,000	5,000	5,000	5,000	5,000	5,000	5,000	0.0%	0.0%	-
Internet Volume 1.25GB	7	10,000	10,000	10,000	10,000	10,000	10,000	10,000	0.0%	0.0%	-
Internet Volume 2GB	30	15,000	15,000	15,000	15,000	15,000	15,000	15,000	0.0%	0.0%	-
Internet Volume 3GB	7	12,800	12,800	12,800	12,800	12,800	12,800	12,800	0.0%	0.0%	-
Internet Volume 6GB	30	40,000	40,000	40,000	40,000	40,000	40,000	40,000	0.0%	0.0%	-
Internet Volume 10GB	30	60,000	60,000	60,000	60,000	60,000	60,000	60,000	0.0%	0.0%	-
Internet Volume 20GB	30	100,000	100,000	100,000	100,000	100,000	100,000	100,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 29: e-SIM cards price changes

Fig. 29: e-SIM cards price changes

Products	Period (days)	Price (in Rp)							MoM change	YTD change	Notes
		Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
by.U											
Yang Bikin Nempel	14	20,199	20,199	20,199	20,199	20,199	20,199	20,199	0.0%	0.0%	-
Yang TIGA Giga Seminggu	7	17,099	17,099	17,099	17,099	17,099	17,099	17,099	0.0%	0.0%	-
Yang Bikin Cuan Tiap Hari	14	20,199	20,199	20,199	20,199	20,199	20,199	20,199	0.0%	0.0%	-
Yang Bikin Deket	1	15,099	15,099	15,099	15,099	15,099	15,099	15,099	0.0%	0.0%	-
Yang Bikin Kumat	10	25,199	25,199	25,199	25,199	25,199	25,199	25,199	0.0%	0.0%	-
Yang Bikin Nagih	30	55,499	55,499	55,499	55,499	55,499	55,499	55,499	0.0%	0.0%	-
Yang Bikin DUAbest	30	80,799	80,799	80,799	80,799	80,799	80,799	80,799	0.0%	0.0%	-
Yang Bikin Anti Cemas	30	105,999	105,999	105,999	105,999	105,999	105,999	105,999	0.0%	0.0%	-
Yang Dicap Dua Jempol	30	126,199	126,199	126,199	126,199	126,199	126,199	126,199	0.0%	0.0%	-
Yang Dicap Tiga Jempol	30	156,499	156,499	156,499	156,499	156,499	156,499	156,499	0.0%	0.0%	-
Live.On											
Pow er Go	30	50,000	50,000	50,000	50,000	50,000	50,000	50,000	0.0%	0.0%	-
Pow er On	30	65,000	65,000	65,000	65,000	65,000	65,000	65,000	0.0%	0.0%	-
Pow er Full	30	125,000	114,000	114,000	114,000	114,000	110,000	110,000	0.0%	-12.0%	-
Pow er Full (w ith monthly bonus)	30	125,000	110,000	110,000	110,000	110,000	110,000	110,000	0.0%	-12.0%	-
Pow er Blast	30	140,000	140,000	140,000	140,000	140,000	140,000	140,000	0.0%	0.0%	-
Pow er Max	30	180,000	165,000	165,000	165,000	165,000	165,000	165,000	0.0%	-8.3%	-

Source: Company, Indo Premier

Fig. 30: Indihome packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
1P Package (Internet only)	280,000	30	9,333				
	295,000	30	9,833		Disney+		
	310,000	40	7,750				
2P Package (Internet + TV)	370,000	30	12,333	83 channels	Free access to IndiHomeTV		
	340,000	30	11,333	83 channels	Free access to IndiHomeTV, Disney+		
	455,000	30	15,167	83 channels	Free access to IndiHome TV, Catchplay+, Vidio, Disney+, WeTV		
	485,000	40	12,125	83 channels	Free access to IndiHome TV, Catchplay+, Vidio, Disney+, WeTV		
	505,000	50	10,100	83 channels	Free access to IndiHomeTV, Catchplay+, Vidio, Diney+, WeTV		
2P Package Gamer (Internet + TV)	399,000	30	13,300	30 channels	Access to GameQoo		Installation fee discount
2P Package (Internet + Phone)	300,000	30	10,000		Disney+	100mins home call	
	285,000	40	7,125				
	330,000	40	8,250		Disney+	100mins home call	
	360,000	50	7,200		Disney+	100mins home call	
2P Package Gamer (Internet + Phone)	375,000	30	12,500		Access to GameQoo	100mins home call	
	545,000	50	10,900		Free access to IndiHome TV, Dinesy+, GameQoo, Pjar belajar, Langit Musik	100mins home call	Installation fee discount
	895,000	100	8,950		Free access to IndiHome TV, Dinesy+, GameQoo, Pjar belajar, Langit Musik	100mins home call	
3P Package (Internet + TV + Phone)	360,000	30	12,000	83 channels	Free access to IndihomeTV, Disney+	100mins home call	
	390,000	30	13,000	83 channels	Free access to IndihomeTV	100mins home call	
	475,000	30	15,833	83 channels	Free access to IndiHome TV, Catchplay+, Vidio, Disney+, WeTV	100mins home call	
	495,000	40	12,375	83 channels	Free access to IndiHome TV, Catchplay+, Vidio, Disney+, WeTV	100mins home call	
	515,000	50	10,300	83 channels	Free access to IndiHome TV, Catchplay+, Vidio, Disney+, WeTV	100mins home call	
3P Package Gamer (Internet + TV + Phone)	615,000	50	12,300	83 channels	Access to GameQoo, IndiHomeTV, Disney+, Pjar belajar, Langit Musik	100mins home call	Installation fee discount
	965,000	100	9,650	83 channels	Access to GameQoo, IndiHomeTV, Disney+, Pjar belajar, Langit Musik	100mins home call	

Source: Company, Indo Premier

Fig. 31: MyRepublic packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Value	309,000	30	10,300				
Fast	409,000	50	8,180				
Nova	639,000	100	6,390				Including Router Pro
MyGamer	749,000	250	2,996				Including Router Pro
Value + TV	389,000	30	12,967	74 channels	Vidio Platinum		
Fast + TV	509,000	50	10,180	77 channels	Vidio Platinum		
Nova + TV	739,000	100	7,390	77 channels	Vidio Platinum		Free exclusive router
MyGamer + TV	829,550	250	3,318	77 channels	Vidio Platinum		Free exclusive router

Source: Company, Indo Premier

Fig. 32: First Media packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Stream - Value	275,000	30	9,167		Access to FirstMediaX, HBO GO, 12-months First+ Cloud 20GB service		Cashback Rp15k/month for 12 months, Free installation fee
Stream - Pro	525,000	150	3,500		Access to FirstMediaX, HBO GO, CinemaWorld On Demand, Viu, 12-months First+ Cloud 20GB service		Cashback Rp25k/month for 12 months, Free installation fee
Stream - Premium	695,000	250	2,780		Access to FirstMediaX, HBO GO, CinemaWorld On Demand, Viu, 12-months First+ Cloud 20GB service		Cashback Rp35k/month for 12 months, Free installation fee
Joy - Value	340,000	50	6,800	73 channels (51 SD, 22 HD)	Access to FirstMediaX, First Sport Pack, 12-months First+ Cloud 20GB service		Cashback Rp15k/month for 12 months, Free installation fee
Joy - Pro	415,000	100	4,150	73 channels (51 SD, 22 HD)	Access to FirstMediaX, First Sport Pack, 12-months First+ Cloud 20GB service		Cashback Rp25k/month for 12 months, Free installation fee
Joy - Premium	665,000	175	3,800	180 channels (95 SD, 84 HD, 1 4K)	Access to FirstMediaX, Champion TV, Premier Sport, SPOTV, 12-months First+ Cloud 20GB service		Cashback Rp35k/month for 12 months, Free installation fee
Star - Value	975,000	250	3,900	203 channels (106 SD, 96 HD, 1 4K)	Access to FirstMediaX, Catchplay, Viu, HBO GO, Lionsgate Play, 12-months First+ Cloud 20GB service		Cashback Rp50k/month for 12 months, Free installation fee
Star - Pro	1,798,500	350	5,139	209 channels (108 SD, 97 HD, 4 4K)	Access to FirstMediaX, Catchplay, Viu, HBO GO, Lionsgate Play, 12-months First+ Cloud 20GB service		Cashback Rp100k/month for 12 months, Free installation fee
Star - Premium	3,106,500	500	6,213	226 channels (121 SD, 101 HD, 4 4K)	Access to FirstMediaX, Catchplay, Viu, HBO GO, Lionsgate Play, 12-months First+ Cloud 20GB service		Cashback Rp200k/month for 12 months, Free installation fee

Source: Company, Indo Premier

Fig. 33: Biznet packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Internet 0C	250,000	30	8,333		Free Biznet Shopping Bag, Biznet Wifi ¹⁾ , Biznet Video ²⁾		Only available in Java, Batam, Bali, and Bangka, except in Jakarta, Depok, Tangerang, Bekasi, Surabaya, Denpasar, and Badung, minimum contract for three months
Internet 1C	375,000	100	3,750				Only available in Java, Batam, Bali, and Bangka
Internet 2C	575,000	200	2,875				Only available in Java, Batam, Bali, and Bangka
Home Gamers 3C	700,000	250	2,800				Only available in Java, Batam, Bali, and Bangka
Combo 1C	575,000	100	5,750	56 channels IPTV			Only available in Java, Bali, and Batam
Combo 2C	775,000	200	3,875	56 channels IPTV			Only available in Java, Bali, and Batam
Internet 0AS	250,000	20	12,500		Free Biznet Shopping Bag, Biznet Wifi ¹⁾ , Biznet Video ²⁾		Only available in Sumatera and Kalimantan, minimum contract for three months
Internet 1AS	350,000	50	7,000				Only available in Sumatera and Kalimantan
Internet 2AS	550,000	100	5,500				Only available in Sumatera and Kalimantan
Home Gamers 3AS	650,000	125	5,200				Only available in Sumatera and Kalimantan
Internet 1AW	330,000	30	11,000		Free Biznet Shopping Bag, Biznet Wifi ¹⁾ , Biznet Video ²⁾		Only available in Sulawesi
Internet 2AW	530,000	50	10,600				Only available in Sulawesi
Gamers 3AW	630,000	50	12,600				Only available in Sulawesi
Internet 1AN	450,000	30	15,000		Free Biznet Shopping Bag, Biznet Wifi ¹⁾ , Biznet Video ²⁾		Only available in Nusa Tenggara
Internet 2AN	650,000	50	13,000				Only available in Nusa Tenggara
Gamers 3AN	800,000	50	16,000				Only available in Nusa Tenggara

Source: Company, Indo Premier

Notes:

- 1) Biznet Wifi: up to 100 Mbps
- 2) Biznet Video: video-on-demand (VOD) portal

Fig. 34: XL packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Value	259,000	30	8,633		15GB (2 SIM Cards), Free 12mos subs of Vidio Platinum, Vidio Premier League and Ctachplay, Free SMS and calls on-net		July promo: Rp259k; Normal price: Rp305k Free installation fee
Smart	303,000	50	6,060		25GB (3 SIM Cards), Free 12mos subs of Vidio Platinum, Vidio Premier League and Ctachplay, Free SMS and calls on-net		July promo: Rp303k; Normal price: Rp379k Free installation fee
Super User	577,000	300	1,923		100GB (4 SIM Cards), Free 12mos subs of Vidio Platinum, Vidio Premier League and Ctachplay, Free SMS and calls on-net		July promo: Rp577k; Normal price: Rp679k Free installation fee
Ultimate	934,000	1,000	934		300GB (5 SIM Cards), Free 12mos subs of Vidio Platinum, Vidio Premier League and Ctachplay, Free SMS and calls on-net		July promo: Rp934k; Normal price: Rp1,099k Free installation fee
Family	349,000	100	3,490		Vidio Platinum 12 months		Free installation fee
Super User	499,000	300	1,663		Vidio Platinum 12 months		
Ultimate	999,000	1,000	999		Vidio Platinum 12 months		

Source: Company, Indo Premier

Note:

- 1) Free access Apps: Vidio, Catchplay+, Youtube, AirConsole, Kumparan, Nussa, facetofeet, erosnow, Google Play Games, Google Play Movies & TV, Google Play Music

Fig. 35: CBN packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Fiber 50	229,000	50	4,580		Dens.TV+ Apps (FTA channel) on mobile devices & web		Up to 50Mbps speed boost
Fiber 100	429,000	100	4,290		Dens.TV+ Apps (FTA channel) on mobile devices & web, Vision+ Premium Sports		Up to 100Mbps speed boost
Fiber 250	799,000	250	3,196		Dens.TV+ Apps (FTA channel) on mobile devices & web, Dens.TV Box, Vision+ Premium Sports		Up to 250Mbps speed boost
Fiber 500	1,399,000	500	2,798		Dens.TV+ Apps (FTA channel) on mobile devices & web, Dens.TV Box, Vision+ Premium Sports		Up to 500Mbps speed boost
Fiber 1G	3,999,000	1,000	3,999		Dens.TV+ Apps (FTA channel) on mobile devices & web, Dens.TV Box, Vision+ Premium Sports		Up to 1,000Mbps speed boost

Source: Company, Indo Premier

Fig. 36: MNC Play packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Residential Internet and Interactive IPTV	339,000	30	11,300	73 channels	Free Vision+ Premium Video on Demand, Including Android STB		
	459,000	50	9,180	73 channels	Free Vision+ Premium Video on Demand, Including Android STB		
	629,000	70	8,986	73 channels	Free Vision+ Premium Video on Demand, Including Android STB		
	709,000	100	7,090	73 channels	Free Vision+ Premium Video on Demand, Including Android STB		
Residential Internet for Online Game	539,000	50	10,780		Free game items (Mobile Legends, Free Fire, PUBG Mobile)		
	799,000	100	7,990		Free game items (Mobile Legends, Free Fire, PUBG Mobile)		

Source: Company, Indo Premier

Fig. 37: Oxygen packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Stream 25	306,000	25	12,240		Unlimited Smartfren quota for 3-4 gadgets, Free modem for WiFi		Free installation fee
Stream 50	414,000	50	8,280		Unlimited Smartfren quota for 5 gadgets, Free modem for WiFi		Free installation fee
Stream 100	576,000	100	5,760		Unlimited Smartfren quota for 10 gadgets, Free modem for WiFi		Free installation fee
Zoom 25	324,000	25	12,960	68 channels	Unlimited Smartfren quota for 3-4 gadgets, Free modem for WiFi		Free installation fee
Zoom 50	432,000	50	8,640	68 channels	Unlimited Smartfren quota for 5 gadgets, Free modem for WiFi		Free installation fee
Zoom 100	595,000	100	5,950	68 channels	Unlimited Smartfren quota for 10 gadgets, Free modem for WiFi		Free installation fee
Pow er 25	378,000	25	15,120	90 channels	Unlimited Smartfren quota for 3-4 gadgets, Free modem for WiFi, Free TransVision basic package XStream		
Pow er 50	486,000	50	9,720	90 channels	Unlimited Smartfren quota for 5 gadgets, Free modem for WiFi, Free TransVision basic package Xstream		
Pow er 100	648,000	100	6,480	90 channels	Unlimited Smartfren quota for 10 gadgets, Free modem for WiFi, Free TransVision basic package Xstream		
Squad 25	378,000	25	15,120	83 channels	6GB Smartfren quota, Unlimited Smartfren night quota, 1,000+ Video on Demand, Free calls on-net (Only available in Jadetabek area)		Free Premium STB rental
Squad 50	486,000	50	9,720	83 channels	10GB Smartfren quota + 4GB extra quota, Unlimited Smartfren night quota, 1,000+ Video on Demand, Free calls on-net (Only available in Jadetabek area)		Free Premium STB rental
Squad 100	648,000	100	6,480	83 channels	18GB Smartfren quota + 8GB extra quota, Unlimited Smartfren night quota, 1,000+ Video on Demand, Free calls on-net (Only available in Jadetabek area)		Free Premium STB rental

Source: Company, Indo Premier

Fig. 38: ICON+ packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Iconnet 10	185,000	10	18,500				Only available in Greater Jakarta, free installation
Iconnet 20	207,000	20	10,350				
Iconnet 50	297,000	50	5,940				
Iconnet 100	427,000	100	4,270				
Iconnet 10	188,000	10	18,800				Only available in Java and Bali, free installation
Iconnet 20	212,000	20	10,600				
Iconnet 50	336,000	50	6,720				
Iconnet 100	563,000	100	5,630				
Iconnet 10	193,000	10	19,300				Only available in Sumatera and Kalimantan, free installation
Iconnet 20	250,000	20	12,500				
Iconnet 50	395,000	50	7,900				
Iconnet 100	635,000	100	6,350				
Iconnet 10	196,000	10	19,600				Only available in Eastern Indonesia, free installation
Iconnet 20	287,000	20	14,350				
Iconnet 50	414,000	50	8,280				
Iconnet 100	679,000	100	6,790				

Source: Company, Indo Premier

Fig. 39: Bali Fiber packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
Benoa - Basic	199,000	15	13,267	31 channels Basic TV channels			Basic TV Channels only available in certain regions Basic TV Channels only available in certain regions Basic TV Channels only available in certain regions Basic TV Channels only available in certain regions
Ubud - Basic	279,000	30	9,300	31 channels Basic TV channels			
Legian - Basic	379,000	60	6,317	31 channels Basic TV channels			
Kintamani - Basic	479,000	120	3,992	31 channels Basic TV channels			
Benoa Combo Vaganza Platinum	329,000	15	21,933	103 channels (64 SD, 39 HD)			
Ubud Combo Vaganza Platinum	409,000	30	13,633	103 channels (64 SD, 39 HD)			
Legian Combo Vaganza Platinum	509,000	60	8,483	103 channels (64 SD, 39 HD)			
Kintamani Combo Vaganza Platinum	609,000	120	5,075	103 channels (64 SD, 39 HD)			
Ubud Combo Xstream	379,000	30	12,633	97 channels			
Legian Combo Xstream	479,000	60	7,983	97 channels			
Kintamani Combo Xstream	579,000	120	4,825	97 channels			

Source: Company, Indo Premier

Fig. 40: Indosat Hifi packages

Products	Monthly Subscription Fee (in Rp)	Speed Limit (in Mbps)	Price/Mbps (in Rp/Mbps)	TV Channels	Combo		Notes
					TV Channels/OTT/Quota	Landline	
HiFi	245,000	30	8,167				Free installation fee and router
	275,000	50	5,500				
	345,000	100	3,450				
	555,000	300	1,850				
	655,000	500	1,310				

Source: Company, Indo Premier

Fig. 41: Indihome Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
1P Package (Internet only) 1	9,333	9,333	9,333	9,333	9,333	9,333	9,333	0.0%	0.0%	-
1P Package (Internet only) 2	9,833	9,833	9,833	9,833	9,833	9,833	9,833	0.0%	0.0%	-
1P Package (Internet only) 3	7,750	7,750	7,750	7,750	7,750	7,750	7,750	0.0%	0.0%	-
2P Package (Internet + TV) 1	12,333	12,333	12,333	12,333	12,333	12,333	12,333	0.0%	0.0%	-
2P Package (Internet + TV) 2			11,333	11,333	11,333	11,333	11,333	0.0%	N/A	-
2P Package (Internet + TV) 3			15,167	15,167	15,167	15,167	15,167	0.0%	N/A	-
2P Package (Internet + TV) 4			12,125	12,125	12,125	12,125	12,125	0.0%	N/A	-
2P Package (Internet + TV) 5	11,900	11,900	10,100	10,100	10,100	10,100	10,100	0.0%	-15.1%	-
2P Package Gamer (Internet + TV)	13,300	13,300	13,300	13,300	13,300	13,300	13,300	0.0%	0.0%	-
2P Package (Internet + Phone) 1	10,500	10,500	10,000	10,000	10,000	10,000	10,000	0.0%	-4.8%	-
2P Package (Internet + Phone) 2			7,375	7,125	7,125	7,125	7,125	0.0%	N/A	-
2P Package (Internet + Phone) 3			8,250	8,250	8,250	8,250	8,250	0.0%	N/A	-
2P Package (Internet + Phone) 4	7,500	7,500	7,200	7,200	7,200	7,200	7,200	0.0%	-4.0%	-
2P Package Gamer (Internet + Phone) 1	12,500	12,500	12,500	12,500	12,500	12,500	12,500	0.0%	0.0%	-
2P Package Gamer (Internet + Phone) 2	10,900	10,900	10,900	10,900	10,900	10,900	10,900	0.0%	0.0%	-
2P Package Gamer (Internet + Phone) 3	8,950	8,950	8,950	8,950	8,950	8,950	8,950	0.0%	0.0%	-
3P Package (Internet + TV + Phone) 1	12,833	12,833	12,000	12,000	12,000	12,000	12,000	0.0%	-6.5%	-
3P Package (Internet + TV + Phone) 2			13,000	13,000	13,000	13,000	13,000	0.0%	N/A	-
3P Package (Internet + TV + Phone) 3			15,833	15,833	15,833	15,833	15,833	0.0%	N/A	-
3P Package (Internet + TV + Phone) 4			12,375	12,375	12,375	12,375	12,375	0.0%	N/A	-
3P Package (Internet + TV + Phone) 5	12,300	12,300	10,300	10,300	10,300	10,300	10,300	0.0%	-16.3%	-
3P Package Gamer (Internet + TV + Phone) 1	12,300	12,300	12,300	12,300	12,300	12,300	12,300	0.0%	0.0%	-
3P Package Gamer (Internet + TV + Phone) 2	9,650	9,650	9,650	9,650	9,650	9,650	9,650	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 42: MyRepublic Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Value	10,300	10,300	10,300	10,300	10,300	10,300	10,300	0.0%	0.0%	-
Fast	8,180	8,180	8,180	8,180	8,180	8,180	8,180	0.0%	0.0%	-
Nova	6,390	6,390	6,390	6,390	6,390	6,390	6,390	0.0%	0.0%	-
MyGamer	2,996	2,996	2,996	2,996	2,996	2,996	2,996	0.0%	0.0%	-
Value + TV	12,967	12,967	12,967	12,967	12,967	12,967	12,967	0.0%	0.0%	-
Fast + TV	10,180	10,180	10,180	10,180	10,180	10,180	10,180	0.0%	0.0%	-
Nova + TV	7,390	7,390	7,390	7,390	7,390	7,390	7,390	0.0%	0.0%	-
MyGamer + TV	3,316	3,316	3,316	3,316	3,318	3,318	3,318	0.0%	0.1%	-

Source: Company, Indo Premier

Fig. 43: First Media Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Stream - Value	9,167	9,167	9,167	9,167	9,167	9,167	9,167	0.0%	0.0%	-
Stream - Pro	3,500	3,500	3,500	3,500	3,500	3,500	3,500	0.0%	0.0%	-
Stream - Premium	2,780	2,780	2,780	2,780	2,780	2,780	2,780	0.0%	0.0%	-
Joy - Value	6,800	6,800	6,800	6,800	6,800	6,800	6,800	0.0%	0.0%	-
Joy - Pro	4,150	4,150	4,150	4,150	4,150	4,150	4,150	0.0%	0.0%	-
Joy - Premium	3,800	3,800	3,800	3,800	3,800	3,800	3,800	0.0%	0.0%	-
Star - Value	3,900	3,900	3,900	3,900	3,900	3,900	3,900	0.0%	0.0%	-
Star - Pro	5,995	5,995	5,995	5,139	5,139	5,139	5,139	0.0%	-14.3%	-
Star - Premium	6,213	6,213	6,213	6,213	6,213	6,213	6,213	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 44: Biznet Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Internet 0C	8,333	8,333	8,333	8,333	8,333	8,333	8,333	0.0%	0.0%	-
Internet 1C	3,750	3,750	3,750	3,750	3,750	3,750	3,750	0.0%	0.0%	-
Internet 2C	2,875	2,875	2,875	2,875	2,875	2,875	2,875	0.0%	0.0%	-
Home Gamers 3C	2,800	2,800	2,800	2,800	2,800	2,800	2,800	0.0%	0.0%	-
Combo 1C	5,750	5,750	5,750	5,750	5,750	5,750	5,750	0.0%	0.0%	-
Combo 2C	3,875	3,875	3,875	3,875	3,875	3,875	3,875	0.0%	0.0%	-
Internet 0AS	12,500	12,500	12,500	12,500	12,500	12,500	12,500	0.0%	0.0%	-
Internet 1AS	7,000	7,000	7,000	7,000	7,000	7,000	7,000	0.0%	0.0%	-
Internet 2AS	5,500	5,500	5,500	5,500	5,500	5,500	5,500	0.0%	0.0%	-
Home Gamers 3AS	5,200	5,200	5,200	5,200	5,200	5,200	5,200	0.0%	0.0%	-
Internet 1AW	11,000	11,000	11,000	11,000	11,000	11,000	11,000	0.0%	0.0%	-
Internet 2AW	10,600	10,600	10,600	10,600	10,600	10,600	10,600	0.0%	0.0%	-
Gamers 3AW	12,600	12,600	12,600	12,600	12,600	12,600	12,600	0.0%	0.0%	-
Internet 1AN	15,000	15,000	15,000	15,000	15,000	15,000	15,000	0.0%	0.0%	-
Internet 2AN	13,000	13,000	13,000	13,000	13,000	13,000	13,000	0.0%	0.0%	-
Gamers 3AN	16,000	16,000	16,000	16,000	16,000	16,000	16,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 45: XL Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
XL Satu Fiber Value	9,133	9,133	9,133	9,133	9,133	9,133	5,180	-43.3%	-43.3%	-
XL Satu Fiber Smart	6,680	6,680	6,680	6,680	6,680	6,680	3,030	-54.6%	-54.6%	-
XL Satu Fiber Super User	1,997	1,997	1,997	1,997	1,997	1,997	1,923	-3.7%	-3.7%	-
XL Satu Fiber Ultimate	999	999	999	999	999	999	934	-6.5%	-6.5%	-
XL Home Fiber Family	3,490	3,490	3,490	3,490	3,490	3,490	3,490	0.0%	0.0%	-
XL Home Fiber Super User	1,663	1,663	1,663	1,663	1,663	1,663	1,663	0.0%	0.0%	-
XL Home Fiber Ultimate	999	999	999	999	999	999	999	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 46: CBN Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Fiber 50	7,980	7,980	7,980	4,580	4,580	4,580	4,580	0.0%	-42.6%	-
Fiber 100	7,990	7,990	7,990	4,290	4,290	4,290	4,290	0.0%	-46.3%	-
Fiber 250				3,196	3,196	3,196	3,196	0.0%	N/A	-
Fiber 500				2,798	2,798	2,798	2,798	0.0%	N/A	-
Fiber 1G				3,999	3,999	3,999	3,999	0.0%	N/A	-

Source: Company, Indo Premier

Fig. 47: MNC Play Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Residential Internet and Interactive IPTV 30	11,300	11,300	11,300	11,300	11,300	11,300	11,300	0.0%	0.0%	-
Residential Internet and Interactive IPTV 50	9,180	9,180	9,180	9,180	9,180	9,180	9,180	0.0%	0.0%	-
Residential Internet and Interactive IPTV 70	8,986	8,986	8,986	8,986	8,986	8,986	8,986	0.0%	0.0%	-
Residential Internet and Interactive IPTV 100	7,090	7,090	7,090	7,090	7,090	7,090	7,090	0.0%	0.0%	-
Residential Internet for Online Game 1	10,780	10,780	10,780	10,780	10,780	10,780	10,780	0.0%	0.0%	-
Residential Internet for Online Game 2	7,990	7,990	7,990	7,990	7,990	7,990	7,990	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 48: Oxygen Play Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Stream 25	12,240	12,240	12,240	12,240	12,240	12,240	12,240	0.0%	0.0%	-
Stream 50	8,280	8,280	8,280	8,280	8,280	8,280	8,280	0.0%	0.0%	-
Stream 100	5,760	5,760	5,760	5,760	5,760	5,760	5,760	0.0%	0.0%	-
Zoom 25	12,960	12,960	12,960	12,960	12,960	12,960	12,960	0.0%	0.0%	-
Zoom 50	8,640	8,640	8,640	8,640	8,640	8,640	8,640	0.0%	0.0%	-
Zoom 100	5,950	5,950	5,950	5,950	5,950	5,950	5,950	0.0%	0.0%	-
Power 25	15,120	15,120	15,120	15,120	15,120	15,120	15,120	0.0%	0.0%	-
Power 50	9,720	9,720	9,720	9,720	9,720	9,720	9,720	0.0%	0.0%	-
Power 100	6,480	6,480	6,480	6,480	6,480	6,480	6,480	0.0%	0.0%	-
Squad 25	15,120	15,120	15,120	15,120	15,120	15,120	15,120	0.0%	0.0%	-
Squad 50	9,720	9,720	9,720	9,720	9,720	9,720	9,720	0.0%	0.0%	-
Squad 100	6,480	6,480	6,480	6,480	6,480	6,480	6,480	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 49: ICON+ Play Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Iconnet 10 Greater Jakarta	18,500	18,500	18,500	18,500	18,500	18,500	18,500	0.0%	0.0%	-
Iconnet 20 Greater Jakarta	10,350	10,350	10,350	10,350	10,350	10,350	10,350	0.0%	0.0%	-
Iconnet 50 Greater Jakarta	5,940	5,940	5,940	5,940	5,940	5,940	5,940	0.0%	0.0%	-
Iconnet 100 Greater Jakarta	4,270	4,270	4,270	4,270	4,270	4,270	4,270	0.0%	0.0%	-
Iconnet 10 Java and Bali	18,800	18,800	18,800	18,800	18,800	18,800	18,800	0.0%	0.0%	-
Iconnet 20 Java and Bali	10,600	10,600	10,600	10,600	10,600	10,600	10,600	0.0%	0.0%	-
Iconnet 50 Java and Bali	6,720	6,720	6,720	6,720	6,720	6,720	6,720	0.0%	0.0%	-
Iconnet 100 Java and Bali	5,630	5,630	5,630	5,630	5,630	5,630	5,630	0.0%	0.0%	-
Iconnet 10 Sumatera and Kalimantan	19,300	19,300	19,300	19,300	19,300	19,300	19,300	0.0%	0.0%	-
Iconnet 20 Sumatera and Kalimantan	12,500	12,500	12,500	12,500	12,500	12,500	12,500	0.0%	0.0%	-
Iconnet 50 Sumatera and Kalimantan	7,900	7,900	7,900	7,900	7,900	7,900	7,900	0.0%	0.0%	-
Iconnet 100 Sumatera and Kalimantan	6,350	6,350	6,350	6,350	6,350	6,350	6,350	0.0%	0.0%	-
Iconnet 10 Eastern Indonesia	19,600	19,600	19,600	19,600	19,600	19,600	19,600	0.0%	0.0%	-
Iconnet 20 Eastern Indonesia	14,350	14,350	14,350	14,350	14,350	14,350	14,350	0.0%	0.0%	-
Iconnet 50 Eastern Indonesia	8,280	8,280	8,280	8,280	8,280	8,280	8,280	0.0%	0.0%	-
Iconnet 100 Eastern Indonesia	6,790	6,790	6,790	6,790	6,790	6,790	6,790	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 50: Bali Fiber Play Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Benoa - Basic	13,267	13,267	13,267	13,267	13,267	13,267	13,267	0.0%	0.0%	-
Ubud - Basic	9,300	9,300	9,300	9,300	9,300	9,300	9,300	0.0%	0.0%	-
Legian - Basic	6,317	6,317	6,317	6,317	6,317	6,317	6,317	0.0%	0.0%	-
Kintamani - Basic	3,992	3,992	3,992	3,992	3,992	3,992	3,992	0.0%	0.0%	-
Benoa Combo Vaganza Platinum	21,933	21,933	21,933	21,933	21,933	21,933	21,933	0.0%	0.0%	-
Ubud Combo Vaganza Platinum	13,633	13,633	13,633	13,633	13,633	13,633	13,633	0.0%	0.0%	-
Legian Combo Vaganza Platinum	8,483	8,483	8,483	8,483	8,483	8,483	8,483	0.0%	0.0%	-
Kintamani Combo Vaganza Platinum	5,075	5,075	5,075	5,075	5,075	5,075	5,075	0.0%	0.0%	-
Ubud Combo Xstream	12,633	12,633	12,633	12,633	12,633	12,633	12,633	0.0%	0.0%	-
Legian Combo Xstream	7,983	7,983	7,983	7,983	7,983	7,983	7,983	0.0%	0.0%	-
Kintamani Combo Xstream	4,825	4,825	4,825	4,825	4,825	4,825	4,825	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 51: Indosat Hifi Price/Mbps

Products	Price/Mbps (in Rp/Mbps)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
HiFi 30	8,167	8,167	8,167	8,167	8,167	8,167	8,167	0.0%	0.0%	-
HiFi 50	5,500	5,500	5,500	5,500	5,500	5,500	5,500	0.0%	0.0%	-
HiFi 100	3,450	3,450	3,450	3,450	3,450	3,450	3,450	0.0%	0.0%	-
HiFi 300	1,850	1,850	1,850	1,850	1,850	1,850	1,850	0.0%	0.0%	-
HiFi 500	1,310	1,310	1,310	1,310	1,310	1,310	1,310	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 52: Indihome price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
1P Package (Internet only) 1	280,000	280,000	280,000	280,000	280,000	280,000	280,000	0.0%	0.0%	-
1P Package (Internet only) 2	295,000	295,000	295,000	295,000	295,000	295,000	295,000	0.0%	0.0%	-
1P Package (Internet only) 3	310,000	310,000	310,000	310,000	310,000	310,000	310,000	0.0%	0.0%	-
2P Package (Internet + TV) 1	370,000	370,000	370,000	370,000	370,000	370,000	370,000	0.0%	0.0%	-
2P Package (Internet + TV) 2			340,000	340,000	340,000	340,000	340,000	0.0%	N/A	-
2P Package (Internet + TV) 3			455,000	455,000	455,000	455,000	455,000	0.0%	N/A	-
2P Package (Internet + TV) 4			485,000	485,000	485,000	485,000	485,000	0.0%	N/A	-
2P Package (Internet + TV) 5	595,000	595,000	505,000	505,000	505,000	505,000	505,000	0.0%	-15.1%	-
2P Package Gamer (Internet + TV)	399,000	399,000	399,000	399,000	399,000	399,000	399,000	0.0%	0.0%	-
2P Package (Internet + Phone) 1	315,000	315,000	300,000	300,000	300,000	300,000	300,000	0.0%	-4.8%	-
2P Package (Internet + Phone) 2			295,000	285,000	285,000	285,000	285,000	0.0%	N/A	-
2P Package (Internet + Phone) 3			330,000	330,000	330,000	330,000	330,000	0.0%	N/A	-
2P Package (Internet + Phone) 4	375,000	375,000	360,000	360,000	360,000	360,000	360,000	0.0%	-4.0%	-
2P Package Gamer (Internet + Phone) 1	375,000	375,000	375,000	375,000	375,000	375,000	375,000	0.0%	0.0%	-
2P Package Gamer (Internet + Phone) 2	545,000	545,000	545,000	545,000	545,000	545,000	545,000	0.0%	0.0%	-
2P Package Gamer (Internet + Phone) 3	895,000	895,000	895,000	895,000	895,000	895,000	895,000	0.0%	0.0%	-
3P Package (Internet + TV + Phone) 1	385,000	385,000	360,000	360,000	360,000	360,000	360,000	0.0%	-6.5%	-
3P Package (Internet + TV + Phone) 2			390,000	390,000	390,000	390,000	390,000	0.0%	N/A	-
3P Package (Internet + TV + Phone) 3			475,000	475,000	475,000	475,000	475,000	0.0%	N/A	-
3P Package (Internet + TV + Phone) 4			495,000	495,000	495,000	495,000	495,000	0.0%	N/A	-
3P Package (Internet + TV + Phone) 5	615,000	615,000	515,000	515,000	515,000	515,000	515,000	0.0%	-16.3%	-
3P Package Gamer (Internet + TV + Phone) 1	615,000	615,000	615,000	615,000	615,000	615,000	615,000	0.0%	0.0%	-
3P Package Gamer (Internet + TV + Phone) 2	965,000	965,000	965,000	965,000	965,000	965,000	965,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 53: MyRepublic price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Value	309,000	309,000	309,000	309,000	309,000	309,000	309,000	0.0%	0.0%	-
Fast	409,000	409,000	409,000	409,000	409,000	409,000	409,000	0.0%	0.0%	-
Nova	639,000	639,000	639,000	639,000	639,000	639,000	639,000	0.0%	0.0%	-
MyGamer	749,000	749,000	749,000	749,000	749,000	749,000	749,000	0.0%	0.0%	-
Value + TV	389,000	389,000	389,000	389,000	389,000	389,000	389,000	0.0%	0.0%	-
Fast + TV	509,000	509,000	509,000	509,000	509,000	509,000	509,000	0.0%	0.0%	-
Nova + TV	739,000	739,000	739,000	739,000	739,000	739,000	739,000	0.0%	0.0%	-
MyGamer + TV	829,000	829,000	829,000	829,000	829,550	829,550	829,550	0.0%	0.1%	-

Source: Company, Indo Premier

Fig. 54: First Media price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Stream - Value	275,000	275,000	275,000	275,000	275,000	275,000	275,000	0.0%	0.0%	-
Stream - Pro	525,000	525,000	525,000	525,000	525,000	525,000	525,000	0.0%	0.0%	-
Stream - Premium	695,000	695,000	695,000	695,000	695,000	695,000	695,000	0.0%	0.0%	-
Joy - Value	340,000	340,000	340,000	340,000	340,000	340,000	340,000	0.0%	0.0%	-
Joy - Pro	415,000	415,000	415,000	415,000	415,000	415,000	415,000	0.0%	0.0%	-
Joy - Premium	665,000	665,000	665,000	665,000	665,000	665,000	665,000	0.0%	0.0%	-
Star - Value	975,000	975,000	975,000	975,000	975,000	975,000	975,000	0.0%	0.0%	-
Star - Pro	1,798,500	1,798,500	1,798,500	1,798,500	1,798,500	1,798,500	1,798,500	0.0%	0.0%	-
Star - Premium	3,106,500	3,106,500	3,106,500	3,106,500	3,106,500	3,106,500	3,106,500	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 55: Biznet price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Internet 0C	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0.0%	0.0%	-
Internet 1C	375,000	375,000	375,000	375,000	375,000	375,000	375,000	0.0%	0.0%	-
Internet 2C	575,000	575,000	575,000	575,000	575,000	575,000	575,000	0.0%	0.0%	-
Home Gamers 3C	700,000	700,000	700,000	700,000	700,000	700,000	700,000	0.0%	0.0%	-
Combo 1C	575,000	575,000	575,000	575,000	575,000	575,000	575,000	0.0%	0.0%	-
Combo 2C	775,000	775,000	775,000	775,000	775,000	775,000	775,000	0.0%	0.0%	-
Internet 0AS	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0.0%	0.0%	-
Internet 1AS	350,000	350,000	350,000	350,000	350,000	350,000	350,000	0.0%	0.0%	-
Internet 2AS	550,000	550,000	550,000	550,000	550,000	550,000	550,000	0.0%	0.0%	-
Home Gamers 3AS	650,000	650,000	650,000	650,000	650,000	650,000	650,000	0.0%	0.0%	-
Internet 1AW	330,000	330,000	330,000	330,000	330,000	330,000	330,000	0.0%	0.0%	-
Internet 2AW	530,000	530,000	530,000	530,000	530,000	530,000	530,000	0.0%	0.0%	-
Gamers 3AW	630,000	630,000	630,000	630,000	630,000	630,000	630,000	0.0%	0.0%	-
Internet 1AN	450,000	450,000	450,000	450,000	450,000	450,000	450,000	0.0%	0.0%	-
Internet 2AN	650,000	650,000	650,000	650,000	650,000	650,000	650,000	0.0%	0.0%	-
Gamers 3AN	800,000	800,000	800,000	800,000	800,000	800,000	800,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 56: XL price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
XL Satu Fiber Value	274,000	274,000	274,000	274,000	274,000	274,000	259,000	-5.5%	-5.5%	-
XL Satu Fiber Smart	334,000	334,000	334,000	334,000	334,000	334,000	303,000	-9.3%	-9.3%	-
XL Satu Fiber Super User	599,000	599,000	599,000	599,000	599,000	599,000	577,000	-3.7%	-3.7%	-
XL Satu Fiber Ultimate	999,000	999,000	999,000	999,000	999,000	999,000	934,000	-6.5%	-6.5%	-
XL Home Fiber Family	349,000	349,000	349,000	349,000	349,000	349,000	349,000	0.0%	0.0%	-
XL Home Fiber Super User	499,000	499,000	499,000	499,000	499,000	499,000	499,000	0.0%	0.0%	-
XL Home Fiber Ultimate	999,000	999,000	999,000	999,000	999,000	999,000	999,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 57: CBN price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Fiber 50	399,000	399,000	399,000	229,000	229,000	229,000	229,000	0.0%	-42.6%	-
Fiber 100	799,000	799,000	799,000	429,000	429,000	429,000	429,000	0.0%	-46.3%	-
Fiber 250				799,000	799,000	799,000	799,000	0.0%	N/A	-
Fiber 500				1,399,000	1,399,000	1,399,000	1,399,000	0.0%	N/A	-
Fiber 1G				3,999,000	3,999,000	3,999,000	3,999,000	0.0%	N/A	-

Source: Company, Indo Premier

Fig. 58: MNC Play price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Residential Internet and Interactive IPTV 30	339,000	339,000	339,000	339,000	339,000	339,000	339,000	0.0%	0.0%	-
Residential Internet and Interactive IPTV 50	459,000	459,000	459,000	459,000	459,000	459,000	459,000	0.0%	0.0%	-
Residential Internet and Interactive IPTV 70	629,000	629,000	629,000	629,000	629,000	629,000	629,000	0.0%	0.0%	-
Residential Internet and Interactive IPTV 100	709,000	709,000	709,000	709,000	709,000	709,000	709,000	0.0%	0.0%	-
Internet for Game Online 1	539,000	539,000	539,000	539,000	539,000	539,000	539,000	0.0%	0.0%	-
Internet for Game Online 2	799,000	799,000	799,000	799,000	799,000	799,000	799,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 59: Oxygen price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Stream 25	306,000	306,000	306,000	306,000	306,000	306,000	306,000	0.0%	0.0%	-
Stream 50	414,000	414,000	414,000	414,000	414,000	414,000	414,000	0.0%	0.0%	-
Stream 100	576,000	576,000	576,000	576,000	576,000	576,000	576,000	0.0%	0.0%	-
Zoom 25	324,000	324,000	324,000	324,000	324,000	324,000	324,000	0.0%	0.0%	-
Zoom 50	432,000	432,000	432,000	432,000	432,000	432,000	432,000	0.0%	0.0%	-
Zoom 100	595,000	595,000	595,000	595,000	595,000	595,000	595,000	0.0%	0.0%	-
Power 25	378,000	378,000	378,000	378,000	378,000	378,000	378,000	0.0%	0.0%	-
Power 50	486,000	486,000	486,000	486,000	486,000	486,000	486,000	0.0%	0.0%	-
Power 100	648,000	648,000	648,000	648,000	648,000	648,000	648,000	0.0%	0.0%	-
Squad 25	378,000	378,000	378,000	378,000	378,000	378,000	378,000	0.0%	0.0%	-
Squad 50	486,000	486,000	486,000	486,000	486,000	486,000	486,000	0.0%	0.0%	-
Squad 100	648,000	648,000	648,000	648,000	648,000	648,000	648,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 60: ICON+ price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Iconnet 10 Greater Jakarta	185,000	185,000	185,000	185,000	185,000	185,000	185,000	0.0%	0.0%	-
Iconnet 20 Greater Jakarta	207,000	207,000	207,000	207,000	207,000	207,000	207,000	0.0%	0.0%	-
Iconnet 50 Greater Jakarta	297,000	297,000	297,000	297,000	297,000	297,000	297,000	0.0%	0.0%	-
Iconnet 100 Greater Jakarta	427,000	427,000	427,000	427,000	427,000	427,000	427,000	0.0%	0.0%	-
Iconnet 10 Java and Bali	188,000	188,000	188,000	188,000	188,000	188,000	188,000	0.0%	0.0%	-
Iconnet 20 Java and Bali	212,000	212,000	212,000	212,000	212,000	212,000	212,000	0.0%	0.0%	-
Iconnet 50 Java and Bali	336,000	336,000	336,000	336,000	336,000	336,000	336,000	0.0%	0.0%	-
Iconnet 100 Java and Bali	563,000	563,000	563,000	563,000	563,000	563,000	563,000	0.0%	0.0%	-
Iconnet 10 Sumatera and Kalimantan	193,000	193,000	193,000	193,000	193,000	193,000	193,000	0.0%	0.0%	-
Iconnet 20 Sumatera and Kalimantan	250,000	250,000	250,000	250,000	250,000	250,000	250,000	0.0%	0.0%	-
Iconnet 50 Sumatera and Kalimantan	395,000	395,000	395,000	395,000	395,000	395,000	395,000	0.0%	0.0%	-
Iconnet 100 Sumatera and Kalimantan	635,000	635,000	635,000	635,000	635,000	635,000	635,000	0.0%	0.0%	-
Iconnet 10 Eastern Indonesia	196,000	196,000	196,000	196,000	196,000	196,000	196,000	0.0%	0.0%	-
Iconnet 20 Eastern Indonesia	287,000	287,000	287,000	287,000	287,000	287,000	287,000	0.0%	0.0%	-
Iconnet 50 Eastern Indonesia	414,000	414,000	414,000	414,000	414,000	414,000	414,000	0.0%	0.0%	-
Iconnet 100 Eastern Indonesia	679,000	679,000	679,000	679,000	679,000	679,000	679,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 61: Bali Fiber price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
Benoa - Basic	199,000	199,000	199,000	199,000	199,000	199,000	199,000	0.0%	0.0%	-
Ubud - Basic	279,000	279,000	279,000	279,000	279,000	279,000	279,000	0.0%	0.0%	-
Legian - Basic	379,000	379,000	379,000	379,000	379,000	379,000	379,000	0.0%	0.0%	-
Kintamani - Basic	479,000	479,000	479,000	479,000	479,000	479,000	479,000	0.0%	0.0%	-
Benoa Combo Vaganza Platinum	329,000	329,000	329,000	329,000	329,000	329,000	329,000	0.0%	0.0%	-
Ubud Combo Vaganza Platinum	409,000	409,000	409,000	409,000	409,000	409,000	409,000	0.0%	0.0%	-
Legian Combo Vaganza Platinum	509,000	509,000	509,000	509,000	509,000	509,000	509,000	0.0%	0.0%	-
Kintamani Combo Vaganza Platinum	609,000	609,000	609,000	609,000	609,000	609,000	609,000	0.0%	0.0%	-
Ubud Combo Xstream	379,000	379,000	379,000	379,000	379,000	379,000	379,000	0.0%	0.0%	-
Legian Combo Xstream	479,000	479,000	479,000	479,000	479,000	479,000	479,000	0.0%	0.0%	-
Kintamani Combo Xstream	579,000	579,000	579,000	579,000	579,000	579,000	579,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 62: Indosat Hifi price changes

Products	Monthly subscription fee (in Rp)							MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23			
HiFi 30	245,000	245,000	245,000	245,000	245,000	245,000	245,000	0.0%	0.0%	-
HiFi 50	275,000	275,000	275,000	275,000	275,000	275,000	275,000	0.0%	0.0%	-
HiFi 100	345,000	345,000	345,000	345,000	345,000	345,000	345,000	0.0%	0.0%	-
HiFi 300	555,000	555,000	555,000	555,000	555,000	555,000	555,000	0.0%	0.0%	-
HiFi 500	655,000	655,000	655,000	655,000	655,000	655,000	655,000	0.0%	0.0%	-

Source: Company, Indo Premier

Fig. 63: FMC packages

Operator	Products	Total Quota (in GB)	Main Quota (in GB)	Bonus Quota (in GB)	Price (in Rp)	Total Data Yield (Rp/MB)	Period (days)	Notes
EXCL (FMC with First Media)	Paket Kuota Bersama	15	15	0	35,000	2.33	30	July Promo: Rp35k, Normal price: Rp39k 2 members
		25	25	0	45,000	1.80	30	July Promo: Rp45k, Normal price: Rp59k 2 members
		50	50	0	85,000	1.70	30	July Promo: Rp85k, Normal price: Rp99k 3 members
		100	100	0	145,000	1.45	30	July Promo: Rp145k, Normal price: Rp169k 4 members
XL Axiata- XL Satu Lite	Value	30	30	0	129,000	4.30	30	July Promo: Rp129k, Normal price: Rp159k 2 members, free SMS and calls on-net
	Smart	60	60	0	199,000	3.32	30	July Promo: Rp199k, Normal price: Rp244k 2 members, free SMS and calls on-net
	Family	120	120	0	299,000	2.49	30	July Promo: Rp299k, Normal price: Rp359k 3 members, free SMS and calls on-net
	Super User	200	200	0	399,000	2.00	30	July Promo: Rp399k, Normal price: Rp479k 4 members, free SMS and calls on-net
	Ultimate	320	320	0	499,000	1.56	30	July Promo: Rp499k, Normal price: Rp579k 4 members, free SMS and calls on-net
Indihome- Smooa	Silver	15	15	0	75,000	5.00	30	30 SMS and 30 mins on-net
	Gold	35	35	0	155,000	4.43	30	50 SMS and 50 mins on-net
	Platinum	80	80	0	280,000	3.50	30	100 SMS and 100 mins on-net
	Diamond	200	200	0	625,000	3.13	20	200 SMS and 200 mins on-net
Tsel- Telkomsel One (FMC with Indihome)	Easy Silver Lite	10	10	0	120,000	12	30	July Promo: Rp120k, Normal price: Rp140k 25GB Orbit quota, 10GB Family quota for 6 numbers, Unlimited calls & SMS for member Promo price only available until 31Aug23
	Dynamic Silver 1P	15	15	0	888,000	59	30	July Promo: Rp888k, Normal price: Rp999k 300Mbps Internet, 15GB Family quota for 6 numbers, 30 SMS and 30mins on-net, Unlimited calls & SMS for member, free MAXstream, Disney+ Hotstar and IndiHome TV (IndiHome TV Entry & IndiMovie 2) Promo price only available until 31Aug23
	Dynamic Gold 2P	35	35	0	1,499,000	43	30	July Promo: Rp1,499k, Normal price: Rp3,000k 1,00Mbps Internet, 35GB Family quota for 6 numbers, 50 SMS and 50mins on-net, Unlimited calls & SMS for member, free MAXstream, Disney+ Hotstar and IndiHome TV (IndiHome TV Entry & IndiMovie 2) Only available in Jakarta, Bandung, Medan, Surabaya and Makassar Promo price only available until 31Aug23

Source: Company, Indo Premier

Fig. 64: FMC data yield changes

Products	Price/Mbps (in Rp/Mbps)						MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23		
Paket Kuota Bersama 15GB				2.33	2.33	2.33	2.33	0.0%	N/A
Paket Kuota Bersama 25GB				1.80	1.80	1.80	1.80	0.0%	N/A
Paket Kuota Bersama 50GB				1.70	1.70	1.70	1.70	0.0%	N/A
Paket Kuota Bersama 100GB				1.45	1.45	1.45	1.45	0.0%	N/A
XL Satu Lite Value				4.30	4.30	4.30	4.30	0.0%	N/A
XL Satu Lite Smart				3.32	3.32	3.32	3.32	0.0%	N/A
XL Satu Lite Family				2.49	2.49	2.49	2.49	0.0%	N/A
XL Satu Lite Super User				2.00	2.00	2.00	2.00	0.0%	N/A
XL Satu Lite Ultimate				1.66	1.56	1.56	1.56	0.0%	N/A
Smooa Silver				5.00	5.00	5.00	5.00	0.0%	N/A
Smooa Gold				4.43	4.43	4.43	4.43	0.0%	N/A
Smooa Platinum				3.50	3.50	3.50	3.50	0.0%	N/A
Smooa Diamond				3.13	3.13	3.13	3.13	0.0%	N/A
Easy Silver Lite							12.00	N/A	N/A
Dynamic Silver 1P							59.20	N/A	N/A
Dynamic Gold 2P							42.83	N/A	N/A

Source: Company, Indo Premier

Fig. 65: FMC price changes

Products	Monthly subscription fee (in Rp)						MoM change	YTD change	Notes
	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23		
Paket Kuota Bersama 15GB				35,000	35,000	35,000	35,000	0.0%	N/A
Paket Kuota Bersama 25GB				45,000	45,000	45,000	45,000	0.0%	N/A
Paket Kuota Bersama 50GB				85,000	85,000	85,000	85,000	0.0%	N/A
Paket Kuota Bersama 100GB				145,000	145,000	145,000	145,000	0.0%	N/A
XL Satu Lite Value				129,000	129,000	129,000	129,000	0.0%	N/A
XL Satu Lite Smart				199,000	199,000	199,000	199,000	0.0%	N/A
XL Satu Lite Family				299,000	299,000	299,000	299,000	0.0%	N/A
XL Satu Lite Super User				399,000	399,000	399,000	399,000	0.0%	N/A
XL Satu Lite Ultimate				499,000	499,000	499,000	499,000	0.0%	N/A
Smooa Silver				75,000	75,000	75,000	75,000	0.0%	N/A
Smooa Gold				155,000	155,000	155,000	155,000	0.0%	N/A
Smooa Platinum				280,000	280,000	280,000	280,000	0.0%	N/A
Smooa Diamond				625,000	625,000	625,000	625,000	0.0%	N/A
Easy Silver Lite							120,000	N/A	N/A
Dynamic Silver 1P							888,000	N/A	N/A
Dynamic Gold 2P							1,499,000	N/A	N/A

Source: Company, Indo Premier

SECTOR RATINGS

- OVERWEIGHT** : An Overweight rating means stocks in the sector have, on a market cap-weighted basis, a positive absolute recommendation
- NEUTRAL** : A Neutral rating means stocks in the sector have, on a market cap-weighted basis, a neutral absolute recommendation
- UNDERWEIGHT** : An Underweight rating means stocks in the sector have, on a market cap-weighted basis, a negative absolute recommendation

COMPANY RATINGS

- BUY** : Expected total return of 10% or more within a 12-month period
- HOLD** : Expected total return between -10% and 10% within a 12-month period
- SELL** : Expected total return of -10% or worse within a 12-month period

ANALYSTS CERTIFICATION

The views expressed in this research report accurately reflect the analyst's personal views about any and all of the subject securities or issuers; and no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in the report.

DISCLAIMERS

This research is based on information obtained from sources believed to be reliable, but we do not make any representation or warranty nor accept any responsibility or liability as to its accuracy, completeness or correctness. Opinions expressed are subject to change without notice. This document is prepared for general circulation. Any recommendations contained in this document do not have any regard to the specific investment objectives, financial situation and the particular needs of any specific addressee. This document is not and should not be construed as an offer or a solicitation of an offer to purchase or subscribe or sell any securities. PT Indo Premier Sekuritas or its affiliates may seek or will seek investment banking or other business relationships with the companies in this report.