

PT Solusi Sinergi Digital Tbk (“SURGE”) and OREX SAI, INC. (“OREX SAI”) Announce Strategic Partnership to Address Indonesia’s Connectivity Challenges Through Affordable Internet Solutions



Jakarta, Indonesia / Kawasaki, Japan – January 9, 2025 – PT Solusi Sinergi Digital, Tbk (“SURGE”, WIFI.JK), a leading Indonesian digital infrastructure company, and OREX SAI, INC. (“OREX SAI”), a joint venture between NTT DOCOMO, INC. (“NTT DOCOMO”) and NEC Corporation (“NEC”) specializing in Open RAN solutions, have signed a Memorandum of Understanding (“MOU”) to collaboratively address the digital connectivity gap in Indonesia.

This partnership formalized under the “SURGE-OREX SAI Affordable Internet Disruptive Program,” aims to bring transformative 5G Fixed Wireless Access (“FWA”) solutions powered by Open RAN technology to millions of Indonesian households.

A Shared Vision for Digital Transformation

The MOU highlights a shared interest in fostering digital equity in Indonesia. With the ASEAN region’s lowest fixed broadband penetration rate, Indonesia’s 93 million households face significant challenges in accessing affordable and reliable internet. Through this collaboration, SURGE and OREX SAI aim to expand connectivity to underserved communities, providing high-speed internet access for up to 40 million households.

Key Objectives of the Partnership

1. **Deploying Open RAN-Based 5G FWA Solutions:** Leveraging OREX SAI's expertise, the partnership will utilize Open RAN technology to overcome last-mile connectivity challenges.
2. **Affordable Internet for the Mid-to-Low End Segment:** Targeting the mid-to-low end segment with affordable internet solutions at IDR 100,000, providing speeds of up to 100 Mbps with unlimited Data and free Modem rental to make digital access more inclusive and widespread.
3. **Infrastructure Development:** SURGE will provide robust infrastructure, including poles, station buildings, and Fiber optic networks, while OREX SAI intends to deliver advanced 5G FWA RAN systems and turnkey maintenance services.

Statements from Leadership

Yune Marketatmo, President Director of SURGE, stated: "This collaboration with OREX SAI marks a significant step forward in realizing our vision of digital inclusion. By combining SURGE's local expertise in infrastructure with OREX SAI's technological innovation, we aim to create an affordable and scalable solution to bridge Indonesia's digital divide."

Hiroshi Kobayashi, Representative Director and CEO of OREX SAI, commented: "OREX SAI is honored to partner with SURGE in addressing Indonesia's critical connectivity challenges. This partnership reflects our dedication to leveraging cutting-edge Open RAN technology to empower communities and drive digital transformation across the nation."

Planned Deployment and Timeline

The partnership is set to move forward in 2025, with Feasibility Trial and Pre-Commercial deployment.

Transforming Indonesia's Digital Future

This MOU signifies the beginning of a strategic alliance that aligns with Indonesia's national goals for digital inclusion and economic growth. By combining expertise, SURGE and OREX SAI are poised to deliver transformative solutions that empower millions of Indonesians.

About OREX SAI

OREX SAI, a joint venture between NTT DOCOMO and NEC, was established to provide OREX Packages for the global deployment of Open RAN services. The venture aims to accelerate the global expansion of the Open RAN business by locally sourcing products and services from OREX PARTNERS in each market and performing system verifications to deliver mobile networks tailored to the needs of each overseas telecommunications operators.

About SURGE

PT Solusi Sinergi Digital, Tbk (SURGE) is a leading Indonesian technology company, strategically positioned as a pioneer in digital transformation and infrastructure development across the nation. SURGE operates across multiple verticals, creating a robust ecosystem that serves the country's growing demand for advanced connectivity and digital solutions. Its comprehensive infrastructure portfolio includes:

- **Fiber Optic Backbone:** Operating over 6,900 km of fiber optic infrastructure along railway corridors, boasting 144-core capacity and up to 64 Tbps bandwidth capacity.
- **Fiber-To-The-Home (FTTH)** access network covering 150,000+ fixed broadband Home Connects with 90%+ take-up rate and unique offerings, including the affordable IDR100,000 for up to 100Mbps and 250,000 for up to 500Mbps Download speeds.
- **Value-Added Services:** Offering innovative applications such as train and bus ticketing systems, free Wi-Fi on trains and stations, and other services, catering to a community of 30 million registered users.

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