

Consolidated Report May 2024



MoM performance has been supported by non Prepaid revenue where Indihome are having good traction in Puma While ByU are having double digit performance in A1,A2 & A4

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Revenue May'24 (in Tn IDR)					MoM (%)	Vs Feb (%)	YoY (%)																				
				Rev (Bn IDR)				MoM					vs Feb'24					YoY									
				Prep	IH	Post	ByU	Prep	IH	Post	ByU	Tot	Prep	IH	Post	ByU	Tot	Prep	IH	Post	ByU	Tot					
ByU	0.21	12.0%	24.1%	67.6%	Sumbagut	716	128	45	11	-6.7%	0.7%	-4.0%	27%	-5.3%	-0.8%	3.7%	5.3%	60%	0.5%	-8%	6%	-2%	184%	-5.3%			
					Sumbagteng	685	113	47	12	-5.1%	0.5%	2.9%	13%	-3.8%	2.3%	2.5%	5.6%	36%	2.9%	-6.6%	1.3%	-2.2%	54%	-4.9%			
					Sumbagsel	686	116	41	16	-4.7%	0.3%	5.6%	16%	-3.3%	1.9%	2.0%	15.5%	51%	3.1%	-11%	-1.6%	6.8%	127%	-8.0%			
					West Jabo	255	111	67	11	5.7%	0.0%	3.1%	10%	3.9%	3.7%	0.7%	6.5%	10%	3.5%	-8.4%	-1.4%	7.4%	22%	-4.0%			
					Cent Jabo	355	241	198	15	10.4%	0.2%	-6.3%	15%	2.9%	4.8%	0.3%	-2.1%	7%	1.7%	-1.8%	-0.5%	1.3%	11%	-0.4%			
postpaid	0.82	-1.0%	2.4%	1.2%	East Jabo	401	186	83	19	6.4%	-0.1%	0.2%	10%	3.9%	7.6%	0.5%	-1.8%	5%	4.3%	-3.6%	-2.6%	-5.0%	14%	-3.1%			
					Jabar	459	174	78	22	-4.4%	0.1%	4.0%	8%	-2.2%	6.9%	0.8%	13.1%	8%	6.0%	-5.5%	-2.4%	22.9%	68%	-1.0%			
					Jateng	520	224	55	22	-9.2%	0.1%	-1.3%	5%	-6.0%	2%	1.5%	3.9%	22%	2.3%	-12%	-0.8%	0.5%	73%	-7.5%			
					Jatim	544	259	69	14	-3.2%	-0.2%	0.1%	1%	-2.0%	4.8%	0.9%	2.7%	16%	3.6%	-11.0%	-2.6%	-2.8%	57%	-7.5%			
					Bali Nusra	400	93	27	10	1.8%	0.1%	-6.9%	20%	1.3%	6.1%	1.6%	-8.4%	58%	5.1%	-0.9%	0.8%	-1.1%	185%	0.6%			
dihome	2.14	0.2%	1.5%	-0.1%	Kalimantan	673	252	55	22	0.4%	0.3%	0.7%	8%	0.5%	3.3%	2.0%	-1.4%	14%	2.9%	1.4%	0.8%	-0.7%	24%	1.5%			
					Sulawesi	763	168	43	25	-2.4%	0.2%	0.1%	17%	-1.5%	2.4%	2.2%	1.6%	52%	3.2%	0.1%	2.5%	-5.3%	186%	1.9%			
					Puma	346	70	14	4	-2.4%	1.0%	2.6%	21%	-1.5%	-1.1%	4.0%	1.0%	98%	0.2%	4.3%	8.4%	-21%	729%	5%			
					National	6,802	2,136	823	205	-2.3%	0.2%	-1.0%	12%	-1.4%	3.0%	1.5%	2.4%	24%	3.0%	-5.4%	-0.1%	1.2%	67,6%	-2.9%			
					Area 1	2,086	357	134	39	-5.5%	0.5%	1.2%	18%	-4.1%	1.1%	2.8%	8.3%	49%	2.1%	-8.6%	2.1%	0.4%	109%	-6.0%			
prepaid	6.80	-2.3%	3.0%	-5.4%	Area 2	1,469	712	426	67	3.6%	0.1%	-1.9%	11%	1.9%	6.0%	0.5%	1.8%	7%	3.8%	-4.6%	-1.7%	4.2%	28%	-1.9%			
					Area 3	1,464	576	152	46	-4.1%	0.0%	-1.7%	7%	-2.7%	4.0%	1.2%	0.9%	26%	3.4%	-9.0%	-1.4%	-1.4%	83%	-5.7%			
					Area 4	1,782	491	112	51	-1.4%	0.4%	0.7%	13%	-0.7%	2.0%	2.4%	0.0%	35%	2.5%	1.4%	2.4%	-5.4%	90%	2.2%			
					Java	2,933	1,288	578	112	-0.4%	0.0%	-1.8%	9%	-0.3%	5.0%	0.8%	1.5%	14%	3.7%	-6.9%	-1.6%	2.7%	46%	-3.6%			
					Non Java	3,868	848	245	90	-3.7%	0.4%	1.0%	15%	-2.5%	1.5%	2.5%	4.4%	41%	2.3%	-4.3%	2.3%	-2.3%	98%	-2.2%			
Total	9.97	-1.4%	3.0%	-2.9%	Compete	2,797	1,263	567	108	-1.1%	0.0%	-1.5%	8%	-0.7%	4.5%	0.8%	2.1%	12%	3.3%	-8.3%	-1.8%	2.8%	41%	-4.6%			
					Basic	2,510	635	208	59	-2.8%	0.4%	0.2%	12%	-1.9%	2.8%	2.4%	4.5%	29%	3.2%	-5.4%	1.0%	0.1%	80%	-3.2%			
					Fortress	1,116	165	33	29	-3.8%	0.5%	-1.7%	23%	-2.8%	1.4%	2.7%	-4.9%	69%	2.3%	-0.5%	6.7%	-8.0%	136%	1.4%			
					S_Fortress	378	73	14	6	-2.8%	1.0%	2.6%	40%	-1.7%	-1.5%	4.0%	1.0%	147%	0.2%	4%	8.5%	-20%	768%	5%			

Postpaid proportion decreased in A2 and decreased in others area. Sulawesi are being exposed to higher ByU revenue proportion by by +0.4ppt and IH by +0.3ppt impacting prepaid revenue proportion by -0.7ppt

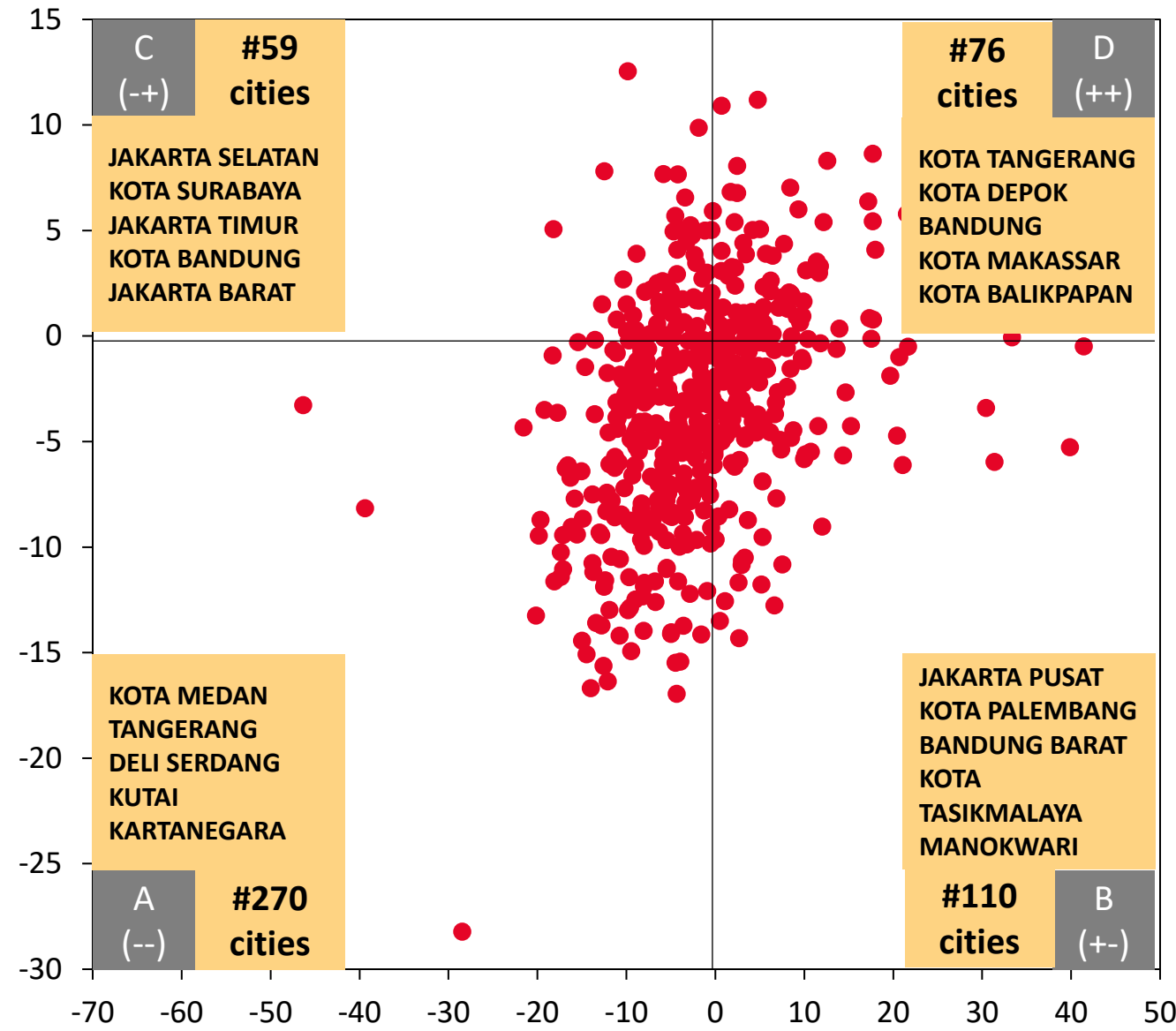


Revenue Proportion (in Tn IDR)		MoM (pp)	Vs Feb (pp)	YoY (pp)	Proportion (%)				MoM				vs Feb'24				YoY				
					Prep	IH	Post	ByU	Prep	IH	Post	ByU	Prep	IH	Post	ByU	Prep	IH	Post	ByU	
ByU	1.8%	0.2	0.3	0.9	Sumbagut	79.6%	14.2%	5.0%	1.2%	1.2	0.9	0.1	0.3	1.1	0.4	0.2	0.4	2.5	1.6	0.2	0.8
					Sumbagteng	79.9%	13.2%	5.5%	1.4%	1.1	0.6	0.4	0.2	0.4	0.1	0.1	0.3	1.5	0.8	0.2	0.5
					Sumbagsel	79.8%	13.6%	4.8%	1.9%	1.2	0.5	0.4	0.3	1.0	0.2	0.5	0.6	2.7	0.9	0.7	1.1
					West Jabo	57.4%	25.0%	15.1%	2.5%	1.0	1.0	0.1	0.1	0.1	0.7	0.4	0.1	2.8	0.6	1.6	0.5
					Cent Jabo	43.9%	29.8%	24.4%	1.9%	3.0	0.8	2.4	0.2	1.3	0.4	0.9	0.1	0.6	0.0	0.4	0.2
postpaid	8.2%	0.0	0.0	0.3	East Jabo	58.2%	27.0%	12.0%	2.8%	1.4	1.1	0.5	0.2	1.8	1.0	0.8	0.0	0.3	0.1	0.2	0.4
					Jabar	62.6%	23.7%	10.7%	2.9%	1.5	0.5	0.6	0.3	0.5	1.2	0.7	0.1	2.9	0.3	2.1	1.2
					Jateng	63.3%	27.3%	6.7%	2.6%	2.3	1.7	0.3	0.3	0.3	0.2	0.1	0.4	3.6	1.8	0.5	1.2
					Jatim	61.4%	29.2%	7.8%	1.6%	0.7	0.5	0.2	0.1	0.7	0.8	0.1	0.2	2.5	1.5	0.4	0.6
					Bali Nusra	75.5%	17.5%	5.2%	1.9%	0.4	0.2	0.5	0.3	0.7	0.6	0.8	0.6	1.2	0.0	0.1	1.2
indihome	21.1%	0.3	-0.3	0.6	Kalimantan	67.2%	25.2%	5.5%	2.2%	0.1	0.1	0.0	0.2	0.3	0.2	0.2	0.2	0.1	0.2	0.1	0.4
					Sulawesi	76.4%	16.9%	4.3%	2.5%	0.7	0.3	0.1	0.4	0.6	0.2	0.1	0.8	1.4	0.1	0.3	1.6
					Puma	79.7%	16.2%	3.2%	0.9%	0.7	0.4	0.1	0.2	1.1	0.6	0.0	0.5	0.4	0.5	1.0	0.8
					National	68.3%	21.4%	8.3%	2.1%	0.6	0.3	0.0	0.2	0.0	0.3	0.0	0.3	1.8	0.6	0.3	0.9
					Area 1	79.8%	13.7%	5.1%	1.5%	1.2	0.6	0.3	0.3	0.8	0.1	0.3	0.5	2.2	1.1	0.3	0.8
prepaid	68.9%	-0.6	0.0	-1.8	Area 2	54.9%	26.6%	15.9%	2.5%	0.9	0.5	0.6	0.2	1.1	0.9	0.3	0.1	1.6	0.1	0.9	0.6
					Area 3	65.5%	25.7%	6.8%	2.0%	1.0	0.7	0.1	0.2	0.4	0.6	0.2	0.4	2.4	1.1	0.3	1.0
					Area 4	73.2%	20.2%	4.6%	2.1%	0.5	0.2	0.1	0.3	0.4	0.0	0.1	0.5	0.6	0.0	0.4	1.0
					Java	59.7%	26.2%	11.8%	2.3%	0.1	0.1	0.2	0.2	0.8	0.7	0.2	0.2	2.1	0.6	0.7	0.8
					Non Java	76.6%	16.8%	4.9%	1.8%	0.9	0.5	0.2	0.3	0.6	0.0	0.1	0.5	1.6	0.7	0.0	0.9
Total	100.0%				Compete	59.1%	26.7%	12.0%	2.3%	0.3	0.2	0.1	0.2	0.6	0.7	0.1	0.2	2.4	0.8	0.9	0.7
					Basic	73.5%	18.6%	6.1%	1.7%	0.8	0.4	0.1	0.2	0.3	0.1	0.1	0.3	1.8	0.8	0.2	0.8
					Fortress	83.1%	12.3%	2.4%	2.2%	0.9	0.4	0.0	0.4	0.7	0.1	0.2	0.8	1.6	0.6	0.2	1.2
					S_Fortress	80.3%	15.5%	3.0%	1.3%	0.9	0.4	0.1	0.4	1.3	0.6	0.0	0.8	0.7	0.5	0.9	1.1



There are 76 cities where total revenue are increase both YoY & MoM, while there are also 270 cities where YoY & MoM remained negative due to low performance on prepaid revenue growth

Rev MoM (%)



Quad

Rev

Proportion

Quad		(Bn IDR)	Rev		Proportion		
			YoY	MoM	(%)	YoY	MoM
A (--)	ByU	84	95.9%	7.0%	2%	1.1	0.2
	Post	193	-0.3%	-3.1%	5%	0.3	0.1
	IH	726	-0.8%	0.1%	18%	1.2	1.1
	Pre	3,135	-10.5%	-7.8%	76%	-2.6	-1.5
	Tot	4,138	-7.5%	-6.0%	100%	0.0	0.0
B (++)	ByU	25	149.8%	21.9%	2%	1.2	0.4
	Post	114	4.0%	-9.4%	9%	-0.2	-0.6
	IH	179	15.6%	0.4%	15%	1.2	0.5
	Pre	904	3.1%	-3.7%	74%	-2.2	-0.3
	Tot	1,223	6.2%	-3.3%	100%	0.0	0.0
C (-+)	ByU	57	24.6%	14.4%	2%	0.5	0.2
	Post	364	-3.1%	-0.1%	12%	0.1	-0.5
	IH	871	-2.7%	0.2%	30%	0.4	-1.0
	Pre	1,636	-5.9%	6.1%	56%	-1.0	1.3
	Tot	2,929	-4.2%	3.6%	100%	0.0	0.0
D (++)	ByU	39	64.3%	14.1%	2%	0.8	0.2
	Post	151	12.8%	7.0%	9%	0.6	0.3
	IH	360	1.2%	0.3%	21%	-1.0	-0.8
	Pre	1,127	5.2%	4.4%	67%	-0.4	0.3
	Tot	1,677	5.8%	3.9%	100%	0.0	0.0
			4.9E-06				
ALL	ByU	205	67.6%	12.0%	2%	0.9	0.2
	Post	823	1.2%	-1.0%	8%	0.3	0.0
	IH	2,136	-0.1%	0.2%	21%	0.6	0.3
	Pre	6,802	-5.4%	-2.3%	68%	-1.8	-0.6
	Tot	9,966	-2.9%	-1.4%	100%	0.0	0.0

Rev YoY (%)

Cities with >20% revenue growth (4% of national contribution) are driven by Fixed Broadband business with 7% rev proportion across all portfolio, increase +85 ppt in the last 1 year

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In the last 1 year, in term of revenue proportion movement, ByU are driving 244 cites rev growth followed by IH with 186 cities. Overall performance are mainly contributed by Telkomsel Prepaid (59 cities). Ex Java performance are mainly supported by good ByU performance with 151% YoY growth increasing +1.5pp revenue proportion YoY

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National			Rev (Tn IDR)					Rev YoY (%)					Rev Prop (%)					Rev Prop YoY (%)				WiFi Pen	
	# Cities	% Cities	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	ppt YoY	
	ByU Driven	244	47%	2.5	0.5	0.2	0.08	3.3	-4.1%	-1.5%	-2.8%	121%	-2.3%	76.4%	16.4%	4.7%	2.5%	100%	-1.5	0.1	0.0	1.4	6.9
	Post Driven	25	5%	0.5	0.2	0.2	0.02	0.9	-5.5%	-3.4%	23.6%	40.0%	0.2%	58.6%	19.8%	19.6%	2.0%	100%	-3.5	-0.7	3.7	0.6	5.3
	IH Driven	186	36%	2.9	1.1	0.4	0.08	4.4	-9.4%	3.7%	-3.9%	43.0%	-5.4%	65.5%	24.2%	8.4%	1.8%	100%	-2.9	2.1	0.1	0.6	7.6
	Prep Driven	59	11%	0.8	0.3	0.1	0.02	1.3	6.6%	-6.7%	-4.9%	29.5%	2.0%	63.7%	26.1%	8.8%	1.5%	100%	2.7	-2.4	-0.6	0.3	5.6
	TOTAL	514	100%	6.8	2.1	0.8	0.2	10.0	-5.4%	-0.1%	1.2%	65%	-2.9%	68%	21%	8.3%	2.0%	100%	-1.8	0.6	0.3	0.8	6.9
Java			Rev (Tn IDR)					Rev YoY (%)					Rev Prop (%)					Rev Prop YoY (%)				WiFi Pen	
	# Cities	% Cities	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	ppt YoY	
	ByU Driven	74	14%	1.0	0.3	0.1	0.04	1.4	-6.3%	-3.4%	-1.7%	90%	-4.1%	68.0%	22.9%	6.6%	2.5%	100%	-1.6	0.2	0.2	1.2	5.8
	Post Driven	13	3%	0.3	0.1	0.1	0.01	0.6	-7.5%	-3.4%	25.2%	40.1%	1.0%	52.6%	19.1%	25.9%	2.3%	100%	-4.8	-0.9	5.0	0.7	5.7
	IH Driven	61	12%	1.3	0.7	0.3	0.05	2.3	-9.8%	1.1%	-3.2%	31.4%	-5.4%	57.1%	29.1%	11.6%	2.2%	100%	-2.8	1.9	0.3	0.6	6.6
	Prep Driven	12	2%	0.3	0.2	0.1	0.01	0.6	6.6%	-6.8%	-4.7%	22.6%	1.1%	56.5%	30.2%	11.3%	2.0%	100%	2.9	-2.6	-0.7	0.4	7.3
TOTAL	160	31%	2.9	1.3	0.6	0.1	4.9	-6.9%	-1.6%	2.8%	46%	-3.6%	60%	26%	11.8%	2.3%	100%	-2.1	0.6	0.7	0.8	6.3	
Ex Java			Rev (Tn IDR)					Rev YoY (%)					Rev Prop (%)					Rev Prop YoY (%)				WiFi Pen	
	# Cities	% Cities	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	ppt YoY	
	ByU Driven	170	33%	1.6	0.2	0.1	0.05	1.9	-2.7%	1.6%	-4.6%	151%	-0.8%	82.8%	11.4%	3.2%	2.5%	100%	-1.7	0.3	-0.1	1.5	7.8
	Post Driven	12	2%	0.2	0.1	0.0	0.01	0.4	-3.0%	-3.5%	17.4%	39.8%	-1.0%	67.9%	20.7%	9.9%	1.5%	100%	-1.4	-0.5	1.5	0.4	4.9
	IH Driven	125	24%	1.5	0.4	0.1	0.03	2.0	-9.0%	8.7%	-5.7%	70.3%	-5.4%	75.2%	18.6%	4.7%	1.4%	100%	-3.0	2.4	0.0	0.6	8.3
	Prep Driven	47	9%	0.5	0.2	0.1	0.01	0.8	6.5%	-6.5%	-5.0%	40.7%	2.6%	68.9%	23.1%	6.9%	1.1%	100%	2.5	-2.3	-0.6	0.3	5.0
TOTAL	354	69%	3.9	0.8	0.2	0.1	5.1	-4.3%	2.3%	-2.5%	98%	-2.2%	77%	17%	4.9%	1.8%	100%	-1.6	0.7	0.0	0.9	7.4	

Based on several cities as sample, cities with ByU top gainer proportion are coming from cities with very strong site share and FB share and big gap with competitor. Several cities with relatively low FB Share are having postpaid as top gainer rev proportion

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TOP GAIN proportion	## Sample Cities	REV (Bn IDR)					REV PROP (%)				REV PROP YOY (ppt)				FB SHARE				SITE SHARE			
		PRE	IH	POS	BYU	TT	PRE	IH	POS	BYU	PRE	IH	POS	BYU	%	COMP	MoM	YoY	%	YoY	GAP	COMP
ByU Driven Cities	SELAYAR	3.2	0.7	0.1	0.5	4.5	<div><div>71%</div></div>	<div><div>16%</div></div>	<div><div>2%</div></div>	<div><div>11%</div></div>	<div><div>-10.7</div></div>	<div><div>0.1</div></div>	<div><div>-0.1</div></div>	<div><div>0.7</div></div>	<div><div>51.9</div></div>	IOH	0.62	8.89	<div><div>75.8%</div></div>	11.8%	51.6%	SF
	SABU RAIJUA	2.9	0.2	0.0	0.3	3.3	<div><div>86%</div></div>	<div><div>5%</div></div>	<div><div>1%</div></div>	<div><div>8%</div></div>	<div><div>-7.7</div></div>	<div><div>0.4</div></div>	<div><div>-0.1</div></div>	<div><div>7.4</div></div>	<div><div>99.7</div></div>	IOH	0.47	0.39	<div><div>93.3%</div></div>	-6.7%	86.7%	SF
	BUOL	4.8	0.4	0.1	0.6	5.9	<div><div>82%</div></div>	<div><div>7%</div></div>	<div><div>1%</div></div>	<div><div>9%</div></div>	<div><div>-6.6</div></div>	<div><div>-0.6</div></div>	<div><div>-0.2</div></div>	<div><div>7.4</div></div>	<div><div>94.9</div></div>	XL+	-0.23	-101	<div><div>91.9%</div></div>	3.0%	87.1%	IOH
	NIAS UTARA	4.0	0.0	0.0	0.3	4.4	<div><div>93%</div></div>	<div><div>0%</div></div>	<div><div>1%</div></div>	<div><div>7%</div></div>	<div><div>-6.3</div></div>	<div><div>0.0</div></div>	<div><div>0.0</div></div>	<div><div>6.3</div></div>	<div><div>91.4</div></div>	XL+	-0.45	-2.77	<div><div>100%</div></div>	0.0%	100%	IOH
Postpaid Driven Cities	BANDUNG	<div><div>60.4</div></div>	<div><div>14.4</div></div>	<div><div>23.6</div></div>	<div><div>4.2</div></div>	<div><div>102.6</div></div>	<div><div>59%</div></div>	<div><div>14%</div></div>	<div><div>23%</div></div>	<div><div>4%</div></div>	<div><div>-2.4</div></div>	<div><div>-1.8</div></div>	<div><div>2.3</div></div>	<div><div>1.8</div></div>	<div><div>31.5</div></div>	XL+	0.02	0.44	<div><div>26.3%</div></div>	2.3%	-1.9%	SF
	KOTA PARE-PARE	<div><div>4.8</div></div>	<div><div>2.1</div></div>	<div><div>1.2</div></div>	<div><div>0.2</div></div>	<div><div>8.2</div></div>	<div><div>58%</div></div>	<div><div>26%</div></div>	<div><div>14%</div></div>	<div><div>2%</div></div>	<div><div>-0.5</div></div>	<div><div>-8.1</div></div>	<div><div>7.0</div></div>	<div><div>1.6</div></div>	<div><div>44.9</div></div>	XL+	0.05	2.76	<div><div>35.1%</div></div>	3.6%	9.9%	SF
	OGAN KOMERING ILIR	<div><div>26.3</div></div>	<div><div>0.9</div></div>	<div><div>2.8</div></div>	<div><div>0.6</div></div>	<div><div>30.7</div></div>	<div><div>86%</div></div>	<div><div>3%</div></div>	<div><div>9%</div></div>	<div><div>2%</div></div>	<div><div>-8.9</div></div>	<div><div>0.3</div></div>	<div><div>7.2</div></div>	<div><div>1.4</div></div>	<div><div>37.4</div></div>	IOH	-0.67	-11.4	<div><div>40.2%</div></div>	1.9%	14.3%	SF
	CIREBON	<div><div>30.2</div></div>	<div><div>4.1</div></div>	<div><div>6.9</div></div>	<div><div>1.3</div></div>	<div><div>42.4</div></div>	<div><div>71%</div></div>	<div><div>10%</div></div>	<div><div>16%</div></div>	<div><div>3%</div></div>	<div><div>-8.5</div></div>	<div><div>-0.4</div></div>	<div><div>8.0</div></div>	<div><div>1.0</div></div>	<div><div>24.9</div></div>	XL+	-0.04	0.27	<div><div>28.1%</div></div>	3.8%	-0.5%	IOH
Indihome Driven Cities	TOLI-TOLI	<div><div>7.7</div></div>	<div><div>0.8</div></div>	<div><div>0.2</div></div>	<div><div>0.8</div></div>	<div><div>9.5</div></div>	<div><div>81%</div></div>	<div><div>8%</div></div>	<div><div>2%</div></div>	<div><div>9%</div></div>	<div><div>-15.0</div></div>	<div><div>8.1</div></div>	<div><div>-0.7</div></div>	<div><div>7.6</div></div>	<div><div>91.0</div></div>	XL+	-0.04	-0.77	<div><div>86.6%</div></div>	-2.6%	75.3%	IOH
	KOTA PEKALONGAN	<div><div>4.0</div></div>	<div><div>4.1</div></div>	<div><div>0.4</div></div>	<div><div>0.4</div></div>	<div><div>8.8</div></div>	<div><div>45%</div></div>	<div><div>46%</div></div>	<div><div>4%</div></div>	<div><div>4%</div></div>	<div><div>-13.9</div></div>	<div><div>9.8</div></div>	<div><div>0.8</div></div>	<div><div>3.3</div></div>	<div><div>20.2</div></div>	IOH	-0.1	-0.57	<div><div>23.8%</div></div>	3.4%	-8.7%	SF
	BENGKULU SELATAN	<div><div>4.9</div></div>	<div><div>1.3</div></div>	<div><div>0.1</div></div>	<div><div>0.2</div></div>	<div><div>6.5</div></div>	<div><div>75%</div></div>	<div><div>20%</div></div>	<div><div>2%</div></div>	<div><div>3%</div></div>	<div><div>-6.3</div></div>	<div><div>3.4</div></div>	<div><div>0.0</div></div>	<div><div>2.9</div></div>	<div><div>64.2</div></div>	IOH	0.03	-1.32	<div><div>55.7%</div></div>	3.2%	23.0%	SF
	BOLAANG MONGOND	<div><div>2.0</div></div>	<div><div>0.2</div></div>	<div><div>0.1</div></div>	<div><div>0.1</div></div>	<div><div>2.4</div></div>	<div><div>85%</div></div>	<div><div>8%</div></div>	<div><div>2%</div></div>	<div><div>5%</div></div>	<div><div>-10.3</div></div>	<div><div>7.7</div></div>	<div><div>-0.1</div></div>	<div><div>2.7</div></div>	<div><div>66.5</div></div>	IOH	0.12	7.99	<div><div>57.1%</div></div>	2.8%	22.4%	SF
Prepaid Driven Cities	NGADA	<div><div>6.0</div></div>	<div><div>0.1</div></div>	<div><div>0.1</div></div>	<div><div>0.1</div></div>	<div><div>6.3</div></div>	<div><div>95%</div></div>	<div><div>2%</div></div>	<div><div>1%</div></div>	<div><div>2%</div></div>	<div><div>-6.4</div></div>	<div><div>-8.3</div></div>	<div><div>0.0</div></div>	<div><div>2.0</div></div>	<div><div>91.2</div></div>	IOH	-0.15	-4.78	<div><div>78.3%</div></div>	-2.3%	65.2%	SF
	SUBANG	<div><div>34.3</div></div>	<div><div>6.8</div></div>	<div><div>2.0</div></div>	<div><div>1.2</div></div>	<div><div>44.3</div></div>	<div><div>78%</div></div>	<div><div>15%</div></div>	<div><div>5%</div></div>	<div><div>3%</div></div>	<div><div>-2.1</div></div>	<div><div>-1.2</div></div>	<div><div>-1.9</div></div>	<div><div>1.0</div></div>	<div><div>37.0</div></div>	XL+	-0.02	-2.08	<div><div>33.2%</div></div>	2.1%	3.6%	IOH
	KOTA PALU	<div><div>19.3</div></div>	<div><div>12.1</div></div>	<div><div>2.7</div></div>	<div><div>0.5</div></div>	<div><div>34.7</div></div>	<div><div>56%</div></div>	<div><div>35%</div></div>	<div><div>8%</div></div>	<div><div>2%</div></div>	<div><div>-1.3</div></div>	<div><div>-2.5</div></div>	<div><div>0.1</div></div>	<div><div>1.0</div></div>	<div><div>59.9</div></div>	XL+	-0.15	-1.59	<div><div>47.1%</div></div>	3.1%	15.2%	SF
	KLUNGKUNG	<div><div>6.0</div></div>	<div><div>1.7</div></div>	<div><div>0.3</div></div>	<div><div>0.1</div></div>	<div><div>8.2</div></div>	<div><div>73%</div></div>	<div><div>21%</div></div>	<div><div>4%</div></div>	<div><div>2%</div></div>	<div><div>-1.7</div></div>	<div><div>-2.2</div></div>	<div><div>-0.3</div></div>	<div><div>0.9</div></div>	<div><div>37.6</div></div>	XL+	-0.17	-0.87	<div><div>37.1%</div></div>	-1.2%	6.2%	IOH



Indicative Findings :

- MoM performance has been supported by non Prepaid revenue where Indihome are having good traction in Puma While ByU are having double digit performance in A1,A2 & A4
- Postpaid proportion increased in A2 and decreased in others area. Sulawesi are being exposed to higher ByU revenue proportion by by +0.4ppt and IH by +0.3ppt impacting prepaid revenue proportion by -0.7ppt
- There are 76 cities where total revenue are increase both YoY & MoM, while there are also 270 cities where YoY & MoM remained negative due to low performance on prepaid revenue growth
- In the last 1 year, in term of revenue proportion movement, ByU are driving 244 cites rev growth followed by IH with 186 cities. Overall performance are mainly contributed by Telkomsel Prepaid (59 cities). Ex Java performance are mainly supported by good ByU performance with 151% YoY growth increasing +1.5pp revenue proportion YoY
- Based on several cities as sample, cities with ByU top gainer proportion are coming from cities with very strong site share and FB share and big gap with competitor. Several cities with relatively low FB Share are having postpaid as top gainer rev proportion


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2024-02-01|6604335510238.00
2024-04-01|6961903653393.47
2024-03-01|7003762850471.00
2024-01-01|6927908986042.00
2024-05-01|6801971470243.00
5 rows selected (61.299 seconds)
0: jdbc:hive2://lb-discovery.cdp.telkomsel.co> select event_date, sum(coalesce(total_revenue,0)) rev from mkt_cr.cb_prepaid_postpaid where lower(brand) <> 'kartuhalo' group by 1;█
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