

Consolidated Report Jul 2024



The Prepaid segment shows significant YoY declines in key regions like Jateng & Jatim with negative growth -13% and 12% respectively, highlighting a need for targeted retention efforts. Meanwhile, ByU shows strong growth, suggesting potential for focused expansion.

Telkomsel

Revenue Jul'24 (in Tn IDR)		MoM (%)	Vs Apr YoY (%)		Rev (Bn IDR)				MoM					vs last 3mo					YoY						
					Prep	IH	Post	ByU	Prep	IH	Post	ByU	Tot	Prep	IH	Post	ByU	Tot	Prep	IH	Post	ByU	Tot		
postpaid	ByU 0.24	13.1%	33.3%	102.1%	Sumbagut	682	130	45	19	2.6%	0.5%	1.3%	30%	1.6%	-11.2%	2.2%	-3.9%	118%	-7.9%	-11%	8%	-2%	393%	6.1%	
					Sumbagteng	664	114	46	16	0.7%	0.3%	0.0%	18%	-0.3%	-7.9%	1.5%	0.7%	48%	-5.6%	-7.1%	2.6%	2.0%	115%	4.5%	
					Sumbagsel	659	117	37	23	2.9%	0.1%	8.3%	19%	2.2%	-8.4%	0.6%	-6.2%	60%	-6.1%	-9%	0.5%	4.3%	210%	6.2%	
					West Jabo	244	111	72	12	2.1%	-0.3%	4.6%	8%	-0.3%	1.2%	-0.2%	10.0%	19%	2.6%	-7.1%	2.2%	11.9%	34%	2.4%	
					Cent Jabo	353	240	211	16	-0.2%	-0.4%	1.5%	9%	-0.4%	9.8%	-0.3%	0.0%	23%	4.3%	-0.5%	2.6%	0.3%	24%	-0.5%	
	indihome	0.83	-0.7%	0.3%	0.4%	East Jabo	359	186	82	19	4.7%	-0.3%	2.1%	4%	2.9%	-4.8%	-0.5%	-1.1%	11%	-2.7%	-1.3%	3.1%	-7.4%	19%	7.9%
						Jabar	414	174	81	23	5.7%	0.0%	6.2%	7%	2.7%	-13.6%	0.1%	8.2%	17%	-7.4%	-1.2%	2.3%	28.0%	86%	3.8%
						Jateng	489	225	53	25	2.4%	0.1%	5.0%	15%	1.4%	-1.5%	0.7%	-5.3%	21%	-9.2%	-13%	0.1%	4.5%	106%	7.1%
						Jatim	510	259	68	18	3.3%	-0.1%	2.6%	13%	2.0%	-9.2%	-0.2%	-1.7%	24%	-5.5%	-12%	3.0%	5.8%	104%	8.0%
						Bali Nusra	397	94	29	13	0.4%	0.3%	5.0%	14%	0.9%	1.0%	1.3%	-0.4%	48%	1.8%	2.8%	1.5%	0.7%	276%	0.0%
prepaid	2.14	0.0%	0.6%	0.1%	Kalimantan	650	253	54	25	0.0%	0.0%	0.6%	9%	0.2%	-3.1%	0.7%	-1.2%	21%	-1.6%	0.6%	1.3%	4.2%	38%	0.4%	
					Sulawesi	734	170	41	33	1.7%	0.2%	4.6%	16%	1.0%	-6.2%	1.3%	-3.8%	54%	-3.6%	2.5%	3.7%	9.5%	274%	0.8%	
					Puma	352	72	15	3	1.1%	0.3%	3.9%	-6%	1.0%	-0.5%	3.2%	11.1%	-28%	0.2%	8.0%	11.6%	5%	434%	9%	
					National	6,507	2,144	834	244	1.9%	0.0%	0.7%	13%	1.1%	-6.5%	0.6%	0.3%	33%	-3.7%	-6.7%	0.1%	0.4%	102%	3.4%	
Total	9.73	-1.1%	-3.7%	-3.4%	Area 1	2,005	361	128	57	-2.1%	0.3%	-3.0%	23%	-1.4%	-9.2%	1.5%	-3.0%	73%	-6.5%	-9.0%	3.3%	-2.7%	210%	-5.6%	
					Area 2	1,370	710	446	71	-3.4%	-0.3%	0.7%	7%	-1.6%	-3.4%	-0.2%	2.7%	17%	-1.1%	-7.9%	-2.6%	4.6%	39%	-3.6%	
					Area 3	1,396	578	150	54	-1.9%	0.1%	-2.1%	14%	-1.1%	-8.6%	0.4%	-2.8%	26%	-5.3%	-9.9%	-1.2%	-4.1%	122%	-5.9%	
					Area 4	1,736	495	110	59	-0.5%	0.1%	-1.6%	11%	-0.2%	-4.0%	1.2%	-0.8%	32%	-2.1%	0.2%	3.5%	-5.1%	118%	2.0%	
Total	9.73	-1.1%	-3.7%	-3.4%	Java	2,370	1,194	566	112	-3.2%	-0.2%	-0.3%	9%	-1.7%	-7.2%	-0.1%	1.4%	18%	-3.6%	-9.9%	-2.2%	2.3%	56%	-5.2%	
					Non Java	4,137	950	267	129	-1.2%	0.2%	-1.6%	16%	-0.6%	-6.2%	1.3%	-1.8%	50%	-3.9%	-4.8%	3.2%	-3.4%	163%	-1.9%	
					Compete	2,622	1,262	583	118	3.2%	-0.2%	-0.4%	10%	-1.7%	-7.3%	-0.1%	1.2%	18%	-3.8%	-10%	-2.3%	2.1%	59%	-5.6%	
					Basic	2,419	640	203	73	1.4%	0.2%	-2.0%	14%	-0.8%	-6.4%	1.2%	-2.5%	38%	-4.1%	-6.1%	1.9%	-2.9%	121%	3.2%	
Total	9.73	-1.1%	-3.7%	-3.4%	Fortress	1,084	168	33	43	-1.0%	0.3%	-0.6%	22%	-0.2%	-6.6%	1.9%	-2.0%	80%	-4.0%	-3.3%	8.2%	-8.5%	238%	0.2%	
					S_Fortress	382	74	15	7	0.7%	0.3%	3.9%	16%	0.9%	-1.8%	3.2%	11.0%	61%	-0.1%	6%	11.5%	5%	901%	8%	

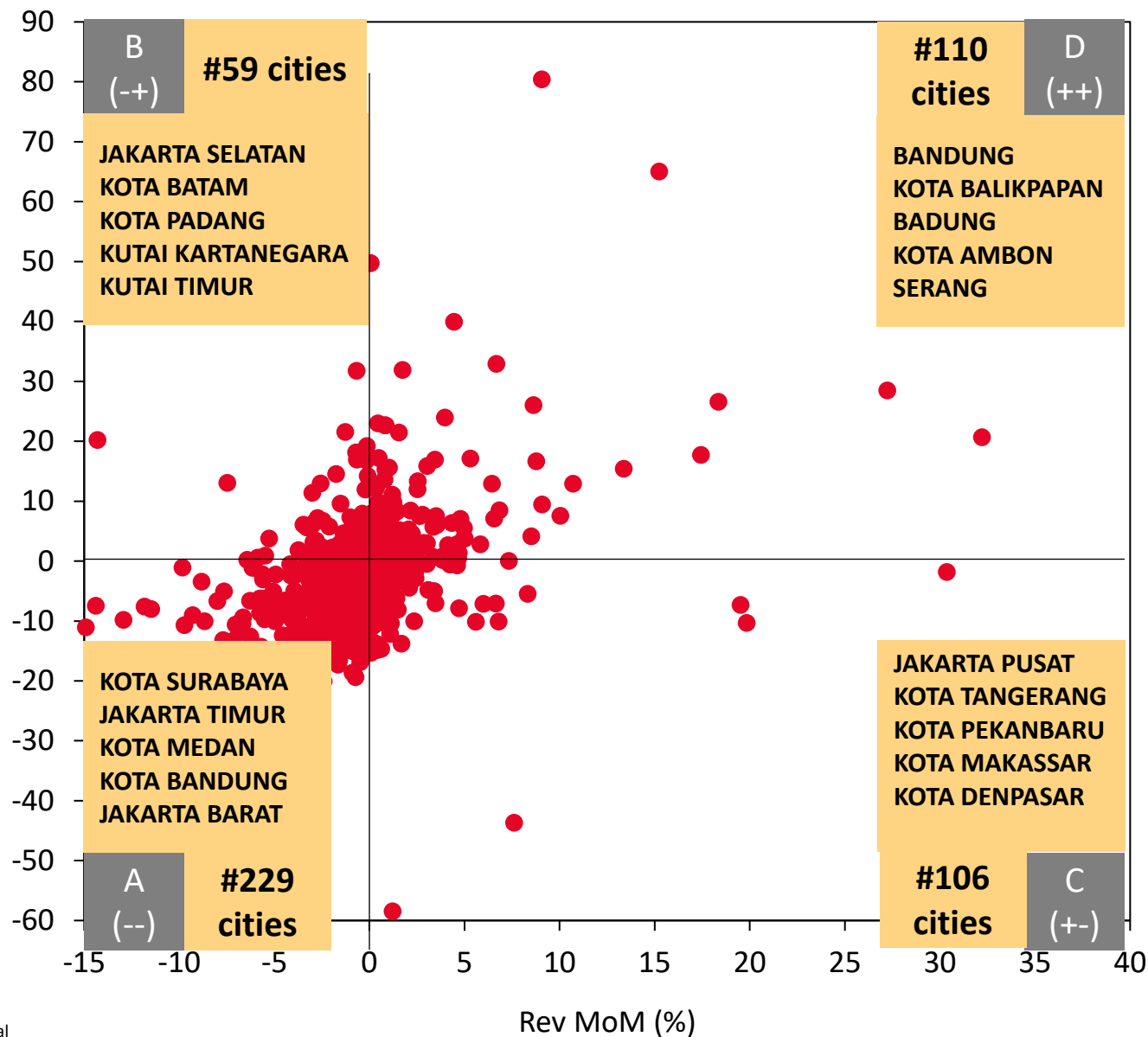
Prepaid with a 66.9% share, shows a YoY decline of -2.4 pp saw on Jabar and Sumbagut, requiring targeted efforts to stabilize it. ByU presents a growth opportunity with a 1.3 pp increase. Significant increase at Sulawesi and Sumbagsel

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Revenue Proportion (in Tn IDR)					Proportion (%)				MoM				vs last 3mo				YoY				
		MoM (pp)	Vs Apr (pp)	YoY (pp)		Prep	IH	Post	ByU	Prep	IH	Post	ByU	Prep	IH	Post	ByU	Prep	IH	Post	ByU
ByU	2.5%	0.3	0.7	1.3	Sumbagut	<div><div>77.9%</div></div>	<div><div>14.8%</div></div>	<div><div>5.2%</div></div>	<div><div>2.1%</div></div>	<div><div>-0.8</div></div>	<div><div>0.3</div></div>	<div><div>0.0</div></div>	<div><div>0.5</div></div>	<div><div>-2.9</div></div>	<div><div>1.5</div></div>	<div><div>0.2</div></div>	<div><div>1.2</div></div>	<div><div>-3.8</div></div>	<div><div>1.9</div></div>	<div><div>0.2</div></div>	<div><div>1.7</div></div>
					Sumbagteng	<div><div>79.0%</div></div>	<div><div>13.6%</div></div>	<div><div>5.5%</div></div>	<div><div>1.9%</div></div>	<div><div>-0.4</div></div>	<div><div>0.1</div></div>	<div><div>0.0</div></div>	<div><div>0.3</div></div>	<div><div>-2.0</div></div>	<div><div>1.0</div></div>	<div><div>0.3</div></div>	<div><div>0.7</div></div>	<div><div>-2.2</div></div>	<div><div>0.9</div></div>	<div><div>0.1</div></div>	<div><div>1.1</div></div>
					Sumbagsel	<div><div>78.9%</div></div>	<div><div>14.0%</div></div>	<div><div>4.4%</div></div>	<div><div>2.7%</div></div>	<div><div>-0.5</div></div>	<div><div>0.3</div></div>	<div><div>-0.3</div></div>	<div><div>0.5</div></div>	<div><div>-2.0</div></div>	<div><div>0.9</div></div>	<div><div>0.0</div></div>	<div><div>1.1</div></div>	<div><div>-2.8</div></div>	<div><div>0.8</div></div>	<div><div>0.1</div></div>	<div><div>1.9</div></div>
					West Jabo	<div><div>55.7%</div></div>	<div><div>25.3%</div></div>	<div><div>16.4%</div></div>	<div><div>2.7%</div></div>	<div><div>-1.0</div></div>	<div><div>0.0</div></div>	<div><div>0.8</div></div>	<div><div>0.2</div></div>	<div><div>-0.8</div></div>	<div><div>-0.7</div></div>	<div><div>1.1</div></div>	<div><div>0.4</div></div>	<div><div>-2.9</div></div>	<div><div>0.1</div></div>	<div><div>2.1</div></div>	<div><div>0.7</div></div>
					Cent Jabo	<div><div>43.1%</div></div>	<div><div>29.2%</div></div>	<div><div>25.7%</div></div>	<div><div>2.0%</div></div>	<div><div>0.1</div></div>	<div><div>0.0</div></div>	<div><div>-0.3</div></div>	<div><div>0.2</div></div>	<div><div>2.2</div></div>	<div><div>-1.4</div></div>	<div><div>-1.1</div></div>	<div><div>0.3</div></div>	<div><div>0.0</div></div>	<div><div>-0.6</div></div>	<div><div>0.2</div></div>	<div><div>0.4</div></div>
					East Jabo	<div><div>55.6%</div></div>	<div><div>28.8%</div></div>	<div><div>12.7%</div></div>	<div><div>3.0%</div></div>	<div><div>-1.1</div></div>	<div><div>0.7</div></div>	<div><div>0.1</div></div>	<div><div>0.2</div></div>	<div><div>-1.2</div></div>	<div><div>0.6</div></div>	<div><div>0.2</div></div>	<div><div>0.4</div></div>	<div><div>-2.1</div></div>	<div><div>1.4</div></div>	<div><div>0.1</div></div>	<div><div>0.7</div></div>
					Jabar	<div><div>59.8%</div></div>	<div><div>25.1%</div></div>	<div><div>11.7%</div></div>	<div><div>3.4%</div></div>	<div><div>-2.0</div></div>	<div><div>0.7</div></div>	<div><div>1.0</div></div>	<div><div>0.3</div></div>	<div><div>-4.3</div></div>	<div><div>1.9</div></div>	<div><div>1.7</div></div>	<div><div>0.7</div></div>	<div><div>-4.9</div></div>	<div><div>0.4</div></div>	<div><div>2.9</div></div>	<div><div>1.6</div></div>
postpaid	8.6%	0.0	0.3	0.3	Jateng	<div><div>61.7%</div></div>	<div><div>28.4%</div></div>	<div><div>6.7%</div></div>	<div><div>3.1%</div></div>	<div><div>-0.6</div></div>	<div><div>0.4</div></div>	<div><div>-0.3</div></div>	<div><div>0.5</div></div>	<div><div>-3.9</div></div>	<div><div>2.8</div></div>	<div><div>0.3</div></div>	<div><div>0.8</div></div>	<div><div>-3.9</div></div>	<div><div>2.0</div></div>	<div><div>0.2</div></div>	<div><div>1.7</div></div>
					Jatim	<div><div>59.7%</div></div>	<div><div>30.3%</div></div>	<div><div>7.9%</div></div>	<div><div>2.1%</div></div>	<div><div>-0.8</div></div>	<div><div>0.6</div></div>	<div><div>0.0</div></div>	<div><div>0.3</div></div>	<div><div>-2.4</div></div>	<div><div>1.6</div></div>	<div><div>0.3</div></div>	<div><div>0.5</div></div>	<div><div>-2.9</div></div>	<div><div>1.6</div></div>	<div><div>0.2</div></div>	<div><div>1.1</div></div>
					Bali Nusra	<div><div>74.4%</div></div>	<div><div>17.6%</div></div>	<div><div>5.5%</div></div>	<div><div>2.5%</div></div>	<div><div>-0.4</div></div>	<div><div>-0.1</div></div>	<div><div>0.2</div></div>	<div><div>0.3</div></div>	<div><div>-0.6</div></div>	<div><div>-0.1</div></div>	<div><div>-0.1</div></div>	<div><div>0.8</div></div>	<div><div>-2.1</div></div>	<div><div>0.3</div></div>	<div><div>0.0</div></div>	<div><div>1.8</div></div>
					Kalimantan	<div><div>66.2%</div></div>	<div><div>25.8%</div></div>	<div><div>5.5%</div></div>	<div><div>2.5%</div></div>	<div><div>-0.1</div></div>	<div><div>0.0</div></div>	<div><div>0.0</div></div>	<div><div>0.2</div></div>	<div><div>-1.1</div></div>	<div><div>0.6</div></div>	<div><div>0.0</div></div>	<div><div>0.5</div></div>	<div><div>-0.7</div></div>	<div><div>0.2</div></div>	<div><div>-0.3</div></div>	<div><div>0.7</div></div>
indihome	22.0%	0.2	0.9	0.8	Sulawesi	<div><div>75.0%</div></div>	<div><div>17.4%</div></div>	<div><div>4.2%</div></div>	<div><div>3.4%</div></div>	<div><div>-0.5</div></div>	<div><div>0.2</div></div>	<div><div>-0.2</div></div>	<div><div>0.5</div></div>	<div><div>-2.1</div></div>	<div><div>0.8</div></div>	<div><div>0.0</div></div>	<div><div>1.3</div></div>	<div><div>-2.5</div></div>	<div><div>0.5</div></div>	<div><div>-0.5</div></div>	<div><div>2.5</div></div>
					Puma	<div><div>79.8%</div></div>	<div><div>16.3%</div></div>	<div><div>3.4%</div></div>	<div><div>0.6%</div></div>	<div><div>0.1</div></div>	<div><div>-0.1</div></div>	<div><div>0.1</div></div>	<div><div>0.0</div></div>	<div><div>-0.6</div></div>	<div><div>0.5</div></div>	<div><div>0.3</div></div>	<div><div>-0.2</div></div>	<div><div>-0.7</div></div>	<div><div>0.4</div></div>	<div><div>-0.1</div></div>	<div><div>0.5</div></div>
					National	<div><div>66.9%</div></div>	<div><div>22.0%</div></div>	<div><div>8.6%</div></div>	<div><div>2.5%</div></div>	<div><div>-0.6</div></div>	<div><div>0.2</div></div>	<div><div>0.0</div></div>	<div><div>0.3</div></div>	<div><div>-2.0</div></div>	<div><div>0.9</div></div>	<div><div>0.3</div></div>	<div><div>0.7</div></div>	<div><div>-2.4</div></div>	<div><div>0.8</div></div>	<div><div>0.3</div></div>	<div><div>1.3</div></div>
					Area 1	<div><div>78.6%</div></div>	<div><div>14.1%</div></div>	<div><div>5.0%</div></div>	<div><div>2.2%</div></div>	<div><div>-0.6</div></div>	<div><div>0.2</div></div>	<div><div>-0.1</div></div>	<div><div>0.4</div></div>	<div><div>-2.3</div></div>	<div><div>1.1</div></div>	<div><div>0.2</div></div>	<div><div>1.0</div></div>	<div><div>-2.9</div></div>	<div><div>1.2</div></div>	<div><div>0.2</div></div>	<div><div>1.5</div></div>
prepaid	66.9%	-0.6	-2.0	-2.4	Area 2	<div><div>52.8%</div></div>	<div><div>27.3%</div></div>	<div><div>17.2%</div></div>	<div><div>2.7%</div></div>	<div><div>-1.0</div></div>	<div><div>0.4</div></div>	<div><div>0.4</div></div>	<div><div>0.2</div></div>	<div><div>-1.3</div></div>	<div><div>0.2</div></div>	<div><div>0.6</div></div>	<div><div>0.4</div></div>	<div><div>-2.5</div></div>	<div><div>0.3</div></div>	<div><div>1.3</div></div>	<div><div>0.8</div></div>
					Area 3	<div><div>64.1%</div></div>	<div><div>26.5%</div></div>	<div><div>6.9%</div></div>	<div><div>2.5%</div></div>	<div><div>-0.6</div></div>	<div><div>0.3</div></div>	<div><div>-0.1</div></div>	<div><div>0.3</div></div>	<div><div>-2.3</div></div>	<div><div>1.5</div></div>	<div><div>0.2</div></div>	<div><div>0.6</div></div>	<div><div>-2.8</div></div>	<div><div>1.3</div></div>	<div><div>0.1</div></div>	<div><div>1.4</div></div>
					Area 4	<div><div>72.3%</div></div>	<div><div>20.6%</div></div>	<div><div>4.6%</div></div>	<div><div>2.5%</div></div>	<div><div>-0.2</div></div>	<div><div>0.1</div></div>	<div><div>-0.1</div></div>	<div><div>0.3</div></div>	<div><div>-1.4</div></div>	<div><div>0.7</div></div>	<div><div>0.1</div></div>	<div><div>0.6</div></div>	<div><div>-1.3</div></div>	<div><div>0.3</div></div>	<div><div>-0.3</div></div>	<div><div>1.3</div></div>
					Java	<div><div>55.9%</div></div>	<div><div>28.2%</div></div>	<div><div>13.4%</div></div>	<div><div>2.6%</div></div>	<div><div>-0.9</div></div>	<div><div>0.4</div></div>	<div><div>0.2</div></div>	<div><div>0.3</div></div>	<div><div>-2.1</div></div>	<div><div>1.0</div></div>	<div><div>0.7</div></div>	<div><div>0.5</div></div>	<div><div>-2.9</div></div>	<div><div>0.9</div></div>	<div><div>1.0</div></div>	<div><div>1.0</div></div>
Total	100.0%				Non Java	<div><div>75.5%</div></div>	<div><div>17.3%</div></div>	<div><div>4.9%</div></div>	<div><div>2.4%</div></div>	<div><div>-0.4</div></div>	<div><div>0.1</div></div>	<div><div>0.0</div></div>	<div><div>0.3</div></div>	<div><div>-1.8</div></div>	<div><div>0.9</div></div>	<div><div>0.1</div></div>	<div><div>0.8</div></div>	<div><div>-2.3</div></div>	<div><div>0.9</div></div>	<div><div>-0.1</div></div>	<div><div>1.5</div></div>
					Compete	<div><div>57.2%</div></div>	<div><div>27.5%</div></div>	<div><div>12.7%</div></div>	<div><div>2.6%</div></div>	<div><div>-0.9</div></div>	<div><div>0.4</div></div>	<div><div>0.2</div></div>	<div><div>0.3</div></div>	<div><div>-2.1</div></div>	<div><div>1.0</div></div>	<div><div>0.6</div></div>	<div><div>0.5</div></div>	<div><div>-2.9</div></div>	<div><div>0.9</div></div>	<div><div>1.0</div></div>	<div><div>1.0</div></div>
					Basic	<div><div>72.5%</div></div>	<div><div>19.2%</div></div>	<div><div>6.1%</div></div>	<div><div>2.2%</div></div>	<div><div>-0.4</div></div>	<div><div>0.2</div></div>	<div><div>-0.1</div></div>	<div><div>0.3</div></div>	<div><div>-1.8</div></div>	<div><div>1.0</div></div>	<div><div>0.1</div></div>	<div><div>0.7</div></div>	<div><div>-2.2</div></div>	<div><div>1.0</div></div>	<div><div>0.0</div></div>	<div><div>1.2</div></div>
					Fortress	<div><div>81.7%</div></div>	<div><div>12.6%</div></div>	<div><div>2.5%</div></div>	<div><div>3.2%</div></div>	<div><div>-0.6</div></div>	<div><div>0.1</div></div>	<div><div>0.0</div></div>	<div><div>0.6</div></div>	<div><div>-2.3</div></div>	<div><div>0.7</div></div>	<div><div>0.1</div></div>	<div><div>1.5</div></div>	<div><div>-3.0</div></div>	<div><div>0.9</div></div>	<div><div>-0.2</div></div>	<div><div>2.3</div></div>
					S_Fortress	<div><div>79.8%</div></div>	<div><div>15.6%</div></div>	<div><div>3.2%</div></div>	<div><div>1.4%</div></div>	<div><div>-0.2</div></div>	<div><div>-0.1</div></div>	<div><div>0.1</div></div>	<div><div>0.2</div></div>	<div><div>-1.4</div></div>	<div><div>0.5</div></div>	<div><div>0.3</div></div>	<div><div>0.5</div></div>	<div><div>-1.6</div></div>	<div><div>0.4</div></div>	<div><div>-0.1</div></div>	<div><div>1.3</div></div>

Quadrant A, with 229 cities, shows a significant revenue decline, totaling IDR 5,189 billion, with -2.6% MoM and -7.4% YoY. Key declines are seen in Prepaid (-11.4% YoY), Postpaid (-5.1% YoY), and Indihome (-1.3% YoY).

Rev YoY (%)



Quad		Rev			Proportion		
		(Bn IDR)	MoM	YoY	(%)	MoM	YoY
A (--)	ByU	131	11.3%	84.3%	3%	0.3	1.3
	Post	432	-4.0%	-5.1%	8%	-0.1	0.2
	IH	1,260	-0.1%	-1.3%	24%	0.6	1.5
	Pre	3,367	-3.8%	-11.4%	65%	-0.8	-3.0
	Tot	5,189	-2.6%	-7.4%	100%	0.0	0.0
B (-/+)	ByU	41	13.1%	85.7%	2%	0.2	1.2
	Post	133	2.0%	-2.0%	8%	0.1	0.2
	IH	333	0.1%	-4.3%	19%	-0.2	0.2
	Pre	1,215	1.2%	-7.2%	71%	-0.1	-1.6
	Tot	1,722	1.3%	-5.1%	100%	0.0	0.0
C (+/-)	ByU	35	15.9%	144.1%	2%	0.4	1.4
	Post	176	-3.6%	0.2%	12%	-0.2	0.5
	IH	319	0.1%	5.3%	22%	0.4	0.1
	Pre	909	-2.6%	3.0%	63%	-0.6	-1.0
	Tot	1,438	-1.8%	4.7%	100%	0.0	0.0
D (++)	ByU	37	17.4%	179.5%	3%	0.3	1.7
	Post	93	20.9%	45.6%	7%	1.0	1.7
	IH	233	0.3%	8.1%	17%	0.5	0.0
	Pre	1,017	1.7%	3.5%	74%	-0.9	-3.4
	Tot	1,380	2.9%	8.2%	100%	0.0	0.0
ALL	ByU	244	13.1%	102.1%	3%	0.3	1.3
	Post	834	-0.7%	0.4%	9%	0.0	0.3
	IH	2,144	0.0%	0.1%	22%	0.2	0.8
	Pre	6,507	-1.9%	-6.7%	67%	-0.6	-2.4
	Tot	9,730	-1.1%	-3.4%	100%	0.0	0.0

Revenue recorded IDR 9.73 trillion, a -3.4% YoY decline, driven largely by a -6.7% YoY drop in the Prepaid segment, which contributes 66.9% of total revenue. Key Cities like Jakarta Selatan, Jakarta Timur, and Kota Surabaya indicating a -10% YoY decline, might impacting overall performance.

Telkomsel



Nationally, the total revenue stands at IDR 9.7 trillion, with ByU-driven cities showing -2.8% YoY rev growth. However, the overall revenue has declined by -3.4% YoY, mainly due to significant drops in Indihome-driven (-5.9%)

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National				Rev (Tn IDR)					Rev YoY (%)					Rev Prop (%)					Rev Prop YoY (%)				WiFi Pen
	% Cities			PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	ppt YoY
	ByU Driven	290	56%	3.1	0.7	0.2	0.13	4.2	-5.6%	-1.0%	-4.0%	162%	-2.8%	74.6%	16.4%	5.9%	3.1%	100%	-2.2	0.3	-0.1	1.9	6.8
	Post Driven	11	2%	0.2	0.1	0.1	0.01	0.3	-7.9%	-2.5%	93.9%	81.9%	5.4%	58.3%	19.6%	19.5%	2.6%	100%	-8.4	-1.6	8.9	1.1	7.2
	IH Driven	167	32%	2.5	1.1	0.3	0.09	4.0	-10.7%	3.3%	-4.7%	57.1%	-5.9%	62.9%	26.6%	8.3%	2.2%	100%	-3.4	2.4	0.1	0.9	7.2
	Prep Driven	46	9%	0.7	0.3	0.2	0.02	1.2	5.2%	-6.5%	-0.4%	45.5%	1.3%	56.2%	26.8%	15.6%	1.4%	100%	2.1	-2.2	-0.3	0.4	5.0
	TOTAL	514	100%	6.5	2.1	0.8	0.2	9.7	-6.7%	0.1%	0.4%	100%	-3.4%	67%	22%	8.6%	2.5%	100%	-2.4	0.8	0.3	1.3	6.7
Java				Rev (Tn IDR)					Rev YoY (%)					Rev Prop (%)					Rev Prop YoY (%)				WiFi Pen
	% Cities			PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	ppt YoY
	ByU Driven	84	16%	1.2	0.4	0.2	0.05	1.8	-7.4%	-3.5%	-3.2%	101%	-4.6%	64.3%	23.0%	9.8%	2.9%	100%	-1.9	0.3	0.1	1.5	5.3
	Post Driven	7	1%	0.1	0.0	0.1	0.01	0.2	-9.0%	-0.5%	122.8%	103.1%	9.5%	58.6%	14.8%	23.7%	3.0%	100%	-11.9	-1.5	12.0	1.4	8.8
	IH Driven	62	12%	1.3	0.7	0.2	0.06	2.3	-11.7%	0.2%	-4.9%	44.8%	-6.7%	55.8%	30.9%	10.8%	2.5%	100%	-3.2	2.1	0.2	0.9	6.6
	Prep Driven	7	1%	0.2	0.1	0.1	0.01	0.4	3.0%	-8.1%	1.4%	29.9%	-0.7%	41.6%	29.8%	26.9%	1.7%	100%	1.5	-2.4	0.5	0.4	4.5
Ex Java				Rev (Tn IDR)					Rev YoY (%)					Rev Prop (%)					Rev Prop YoY (%)				WiFi Pen
	% Cities			PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	ppt YoY
	ByU Driven	206	40%	1.9	0.3	0.1	0.08	2.3	-4.4%	3.3%	-6.3%	231%	-1.4%	82.7%	11.3%	2.8%	3.2%	100%	-2.6	0.5	-0.1	2.3	7.7
	Post Driven	4	1%	0.1	0.0	0.0	0.00	0.1	-5.1%	-4.7%	10.3%	28.5%	-3.3%	57.6%	31.0%	9.6%	1.7%	100%	-1.1	-0.5	1.2	0.4	4.5
	IH Driven	105	20%	1.2	0.4	0.1	0.03	1.7	-9.6%	10.0%	-4.0%	89.5%	-4.9%	72.3%	21.0%	5.0%	1.7%	100%	-3.7	2.9	0.0	0.8	7.9
	Prep Driven	39	8%	0.5	0.2	0.1	0.01	0.8	5.9%	-5.4%	-2.9%	59.8%	2.4%	64.0%	25.2%	9.6%	1.2%	100%	2.2	-2.1	-0.5	0.4	5.1
Internal				Rev (Tn IDR)					Rev YoY (%)					Rev Prop (%)					Rev Prop YoY (%)				WiFi Pen
	% Cities			PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	TOT	PRE	IH	POS	BYU	ppt YoY
	ByU Driven	206	40%	1.9	0.3	0.1	0.08	2.3	-4.4%	3.3%	-6.3%	231%	-1.4%	82.7%	11.3%	2.8%	3.2%	100%	-2.6	0.5	-0.1	2.3	7.7
	Post Driven	4	1%	0.1	0.0	0.0	0.00	0.1	-5.1%	-4.7%	10.3%	28.5%	-3.3%	57.6%	31.0%	9.6%	1.7%	100%	-1.1	-0.5	1.2	0.4	4.5
	IH Driven	105	20%	1.2	0.4	0.1	0.03	1.7	-9.6%	10.0%	-4.0%	89.5%	-4.9%	72.3%	21.0%	5.0%	1.7%	100%	-3.7	2.9	0.0	0.8	7.9
	Prep Driven	39	8%	0.5	0.2	0.1	0.01	0.8	5.9%	-5.4%	-2.9%	59.8%	2.4%	64.0%	25.2%	9.6%	1.2%	100%	2.2	-2.1	-0.5	0.4	5.1
	TOTAL	354	69%	3.7	0.9	0.2	0.1	5.0	-5.0%	3.4%	-3.8%	155%	-2.1%	76%	17%	4.8%	2.3%	100%	-2.3	0.9	-0.1	1.4	7.2

ByU-driven cities like Nias Utara and Nias Selatan show strong growth, with ByU revenue proportion increasing by up to 15.9 ppt YoY. Badung leads in Postpaid gains, contributing 8.3 trillion IDR to its total revenue. However, Prepaid-driven cities like Dogiyai and Intan Jaya show stagnant growth.



TOP GAINER proportion

Sample Cities

ByU Driven Cities

Postpaid Driven Cities

Indihome Driven Cities

Prepaid Driven Cities

	REV (Bn IDR)					REV PROP (%)				REV PROP YOY (ppt)				FB SHARE			
	PRE	IH	POS	BYU	TT	PRE	IH	POS	BYU	PRE	IH	POS	BYU	%	COMP	MoM	YoY
NIAS UTARA	3.6	0.0	0.0	0.7	4.3	83%	0%	1%	16%	-15.8	0.0	-0.1	15.9	90.3	XL+	-0.9	-3.1
NIAS BARAT	2.5	0.0	0.0	0.5	3.0	84%	0%	1%	16%	-14.7	0.0	-0.2	14.8	92.4	XL+	-1.97	3.078
SELAYAR	3.1	0.7	0.1	0.7	4.6	68%	15%	2%	15%	-14.1	-0.1	-0.2	14.4	51.3	IOH	6.55	-0.63
NIAS SELATAN	6.5	0.5	0.1	1.2	8.1	79%	6%	1%	14%	-14.3	0.4	-0.1	13.9	92.5	XL+	-3.06	8.912
BADUNG	37.4	5.9	8.3	0.8	52.5	71%	11%	16%	2%	-2.2	0.3	1.2	0.6	40.7	XL+	0.1	-3.81
KEPULAUAN SERIBU	0.8	0.0	0.3	0.1	1.1	72%	0%	23%	5%	-4.5	0.0	2.4	2.1	29.5	IOH	-0.09	7.92
KOTA BATU	4.6	3.3	0.8	0.2	8.8	52%	37%	9%	2%	-1.5	-0.6	1.5	0.7	39.8	IOH	0.18	1.68
KOTA MADIUN	4.1	0.0	0.7	0.1	4.9	83%	0%	14%	2%	-2.8	0.0	1.6	1.2	34.7	IOH	-0.25	1.83
BOLAANG MONGONDI	1.9	0.2	0.1	0.1	2.3	84%	8%	3%	6%	-11.6	8.0	0.2	3.4	64.6	IOH	-1.38	9.47
NAGEKEO	5.2	0.6	0.0	0.2	6.1	86%	10%	1%	3%	-2.7	9.8	-0.2	3.2	91.4	IOH	-1.13	-4.62
WAJO	10.9	2.5	0.4	0.5	14.3	76%	17%	3%	4%	-6.4	3.6	-0.3	3.1	51.4	XL+	-0.66	1.18
KOTA SAWAH LUNTO	2.5	0.5	0.1	0.1	3.2	78%	15%	3%	4%	-6.4	3.1	0.3	3.0	72.9	XL+	-0.85	-4.82
ACEH TENGGARA	7.5	0.9	0.1	0.1	8.5	88%	10%	1%	1%	0.8	-1.3	-0.1	0.6	81.6	XL+	-0.26	3.23
DOGIYAI	1.3	0.0	0.0	0.0	1.3	99%	0%	0%	0%	0.7	0.0	0.9	0.2	100.0	XL	0	0.75
FAKFAK	4.6	1.6	0.1	0.0	6.3	73%	25%	2%	0%	0.6	0.4	0.4	0.2	97.4	IOH	-0.44	-0.83
INTAN JAYA	0.2	0.0	0.0	0.0	0.2	96%	0%	3%	1%	5.0	0.0	-5.7	0.8	92.1	XL	-7.89	-4.12



Indicative Findings :

- The Prepaid segment shows significant YoY declines in key regions like Jateng & Jatim with negative growth -13% and -12% respectively, highlighting a need for targeted retention efforts. Meanwhile, ByU shows strong growth, suggesting potential for focused expansion.
- Prepaid with a 66.9% share, shows a significant YoY decline of -2.4 pp saw on Jabar and Sumbagut, requiring targeted efforts to stabilize it. ByU presents a growth opportunity with a 1.3 pp increase. Significant increase at Sulawesi and Sumbagsel
- Revenue recorded IDR 9.73 trillion, a -3.4% YoY decline, driven largely by a -6.7% YoY drop in the Prepaid segment, which contributes 66.9% of total revenue. Key Cities like Jakarta Selatan, Jakarta Timur, and Kota Surabaya indicating a -10% YoY decline, might impacting overall performance.
- ByU-driven cities like Nias Utara and Nias Selatan show strong growth, with ByU revenue proportion increasing by up to 15.9 ppt YoY. Badung leads in Postpaid gains, contributing 8.3 trillion IDR to its total revenue. However, Prepaid-driven cities like Dogiyai and Intan Jaya show stagnant growth.