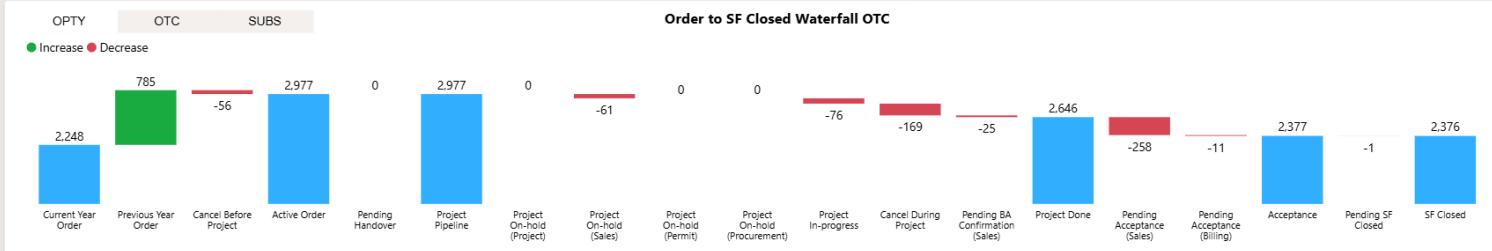




All Salesforce Order

Salesforce as of date 26/12/2025
SAP as of date 26/12/2025
Filter - Custom (Check the filter selected)

Q1 Order Intake	Q2 Order Intake	Q3 Order Intake	Q4 Order Intake	YTD Order Intake	FY Order Intake
Actual 6.64bn	Actual 6.32bn	Actual 7.44bn	Actual 11.08bn	Actual 31.47bn	Actual 31.47bn
Budget 8.00bn	Budget 9.50bn	Budget 11.50bn	Budget 13.00bn	Budget 42.00bn	Budget 42.00bn



Aging MRC (Recurring)		?	Customer Journey		Customer Journey Order Date			Internal	
OPTY	MRC	SUBS							
Outstanding Milestone	Not Yet Due > 14 Days	Not Yet Due 8-14 Days	Not Yet Due 0-7 Days	< 2 Months	>= 2 Months	Blank Date	Internal Project	Total	
Pending Handover	0	0	5	1	6	0	0	12	
Project On-hold (Project)	0	0	2	1	0	0	0	3	
Project On-hold (Sales)	22	11	71	118	20	13	0	255	
Project On-hold (Permit)	0	0	0	0	0	0	0	0	
Project On-hold (Procurement)	2	0	8	6	0	0	0	16	
Project In-progress	97	46	67	80	18	145	475	928	
Pending BA Confirmation (Sales)	19	5	58	45	4	0	0	131	
Pending Acceptance (Sales)	52	19	148	539	47	19	0	824	
Pending Acceptance (Billing)	0	2	1	40	13	0	0	56	
Pending SF Closed	0	0	0	4	5	0	0	9	
Total	192	83	360	834	113	177	475	2,234	

Aging OTC		Customer Journey		Customer Journey Order Date			Internal	
OPTY	OTC	SUBS						
Outstanding Milestone	Not Yet Due > 14 Days	Not Yet Due 8-14 Days	Not Yet Due 0-7 Days	< 2 Months	>= 2 Months	Blank Date	Internal Project	Total
Pending Handover	0	0	0	0	0	0	0	0
Project On-hold (Project)	0	0	0	0	0	0	0	0
Project On-hold (Sales)	3	3	18	29	7	1	0	61
Project On-hold (Permit)	0	0	0	0	0	0	0	0
Project On-hold (Procurement)	0	0	0	0	0	0	0	0
Project In-progress	23	15	16	13	2	7	0	76
Pending BA Confirmation (Sales)	4	1	10	9	1	0	0	25
Pending Acceptance (Sales)	40	4	45	154	15	0	0	258
Pending Acceptance (Billing)	0	0	0	6	5	0	0	11
Pending SF Closed	0	0	0	1	0	0	0	1
Total	70	23	89	212	30	8	0	432

Actual - SF Order Pipeline Movement ?													
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
1. Beginning Balance	14.76	14.46	13.75	8.43	7.63	6.89	7.31	7.13	6.93	7.65	8.96	9.41	14.76
2. Gross Order	2.84	2.86	2.36	1.66	2.37	2.89	2.45	2.04	3.45	5.03	3.45	3.64	35.03
New Contract	2.51	2.72	2.26	1.61	2.14	2.85	1.98	1.79	2.88	4.14	2.92	3.28	31.09
Other Type of Deal	0.33	0.13	0.10	0.05	0.23	0.04	0.48	0.25	0.57	0.89	0.53	0.36	3.94
3. Cancel Order	-1.05	-0.17	-0.20	-0.18	-0.19	-0.23	-0.25	-0.12	-0.13	-0.66	-0.16	-0.22	-3.56
Cancel Before Project Start	-0.83	-0.03	-0.02	-0.14	-0.05	-0.05	-0.09	-0.04	-0.05	-0.43	-0.06	-0.02	-1.81
Cancel During Project	-0.22	-0.14	-0.19	-0.04	-0.14	-0.18	-0.16	-0.08	-0.08	-0.24	-0.10	-0.20	-1.76
4. Order Intake	1.79	2.69	2.16	1.48	2.17	2.66	2.20	1.92	3.32	4.37	3.29	3.42	31.47
5. SF Closed	-2.09	-3.39	-7.48	-2.29	-2.92	-2.24	-2.38	-2.12	-2.60	-3.06	-2.84	-1.64	-35.04
6. Ending Balance	14.46	13.75	8.43	7.63	6.89	7.31	7.13	6.93	7.65	8.96	9.41	11.19	11.19

2025 Order Intake (Exclude Cancel) Actual vs. Budget (in MRC Bn Rupiah)

Cummulative Monthly

Actual Budget



2025 Order Intake Actual vs. Budget (in MRC Bn Rupiah)

Cummulative Monthly

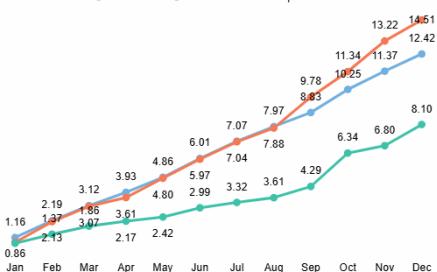
Actual Budget

2025 Order Intake Actual by Product Group (in MRC Bn Rupiah)

Cummulative Monthly

Actual by Product Group (in MRC Bn Rupiah)

Dedicated Internet Leased Line Other Product Group



2025 Order Intake Actual by Product Group (in MRC Bn Rupiah)

Cummulative Monthly

Actual by Product Group (in MRC Bn Rupiah)

Dedicated Internet Leased Line Other Product Group



2025 Order Intake (Exclude Cancel) Actual by ISP/Non-ISP (in MRC Bn Rupiah)

Cummulative Monthly

Actual by ISP/Non-ISP (in MRC Bn Rupiah)

ISP Non ISP



2025 Order Intake Actual by ISP/Non-ISP (in MRC Bn Rupiah)

Cummulative Monthly

Actual by ISP/Non-ISP (in MRC Bn Rupiah)

ISP Non ISP



Actual - SF Order Pipeline Movement by Sales (in MRC Mn Rupiah)

Gross Order Cancel Order Order Intake

GM	SM	Sales	GM	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Ignatius Noviwidianto			789.36	584.13	252.30	141.26	248.37	159.81	107.42	218.68	209.30	311.62	877.67	330.68	4,230.59	
Shelly Utami			206.95	204.10	405.55	390.45	71.97	888.60	329.69	413.14	294.04	145.95	404.03	339.14	4,093.61	
Arie Kurniawati			304.78	401.40	84.38	144.98	367.23	178.46	221.33	140.08	537.83	505.78	494.81	683.19	4,064.25	
Sheena Angelina Setiawan			336.71	360.26	192.92	186.70	202.70	233.39	333.29	161.64	372.47	785.82	167.60	401.54	3,735.04	
Rosytha Defy			300.69	283.63	449.83	186.10	301.90	335.38	128.90	161.05	308.85	421.05	220.63	567.97	3,665.97	
Rachmat Ferdiansyah			0.00	10.00	81.07	28.59	58.75	265.16	295.57	394.68	516.28	772.75	274.83	455.88	3,153.56	
Andy Nasution			262.51	361.42	188.78	12.94	247.92	40.04	8.54	-13.59	-29.27	0.00	0.00	0.00	1,079.31	
Yuliaty Roge Hadiyanti			-687.25	119.41	40.54	45.50	217.22	126.59	45.45	26.41	176.12	414.28	292.15	143.87	960.29	
Aprilia Angelia			0.00	0.00	6.50	24.15	-2.10	0.00	0.00	10.00	602.20	12.50	0.00	0.00	653.25	
Nico Delima			14.56	12.58	11.18	7.94	13.37	11.26	9.60	18.21	23.93	27.91	53.86	101.29	305.69	
Lidyawati Mustafa			0.00	0.00	0.00	0.00	1.00	32.96	15.80	-3.07	0.00	0.00	0.00	0.00	46.70	
			0.00	0.00	0.00	0.00	0.00	0.00	0.00	10.00	0.00	0.00	0.00	0.00	10.00	
Total			1,789.97	2,690.12	2,156.89	1,482.48	2,172.16	2,661.31	2,199.76	1,920.90	3,320.24	4,366.93	3,290.06	3,420.50	31,471.32	

Industry	Province	City												
Industry	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total	
Internet Service Provider	402.61	1,006.71	512.88	312.55	1,045.17	543.78	676.65	667.46	1,563.40	2,201.29	1,097.49	1,040.01	11,069.98	
Banking and Financial Institution	527.96	135.76	459.70	300.05	183.43	274.83	271.92	297.07	214.65	216.31	1,010.58	325.89	4,218.14	
Government (include BAKTI)	594.48	390.71	142.55	16.64	65.91	155.36	362.19	57.12	225.26	152.09	99.91	703.60	2,965.83	
Education	234.18	337.29	86.88	79.59	11.74	129.73	162.12	204.54	205.08	568.72	214.58	335.99	2,570.43	
IT Services	96.68	143.55	55.00	131.25	304.98	244.53	85.65	-25.94	162.99	172.05	127.94	100.95	1,599.63	
Djarum Group (exclude BCA)	81.30	-10.10	192.20	75.35	25.45	622.38	99.01	129.10	75.83	-18.59	17.50	74.84	1,364.26	
Manufacturing	-618.61	145.83	329.55	105.77	88.26	282.56	146.50	275.48	104.24	140.34	145.69	56.41	1,202.01	
Wholesale and Retail	10.60	92.27	29.25	41.30	99.84	55.98	-4.58	28.41	133.28	232.58	122.25	87.03	928.21	
Hotels	149.50	55.41	60.82	28.00	92.97	24.36	119.93	3.05	120.58	106.12	99.77	67.64	928.14	
Healthcare	109.61	4.14	16.62	38.19	46.03	46.26	43.50	29.30	80.65	62.25	62.42	326.08	865.04	
Property and Construction	91.99	38.24	24.91	49.00	108.98	34.90	27.19	49.00	88.70	228.68	71.63	49.74	862.96	
Transportation and Logistics	16.41	98.80	42.56	14.05	40.90	94.22	69.18	45.18	27.60	144.27	74.78	97.75	765.69	
Professional Services	40.91	85.32	80.65	76.34	25.11	56.16	55.26	54.41	76.45	58.31	67.18	24.75	700.87	
Media	-7.80	35.20	26.00	5.50	13.50	28.49	8.00	23.58	142.28	31.50	-15.75	25.44	315.94	
Agriculture	6.50	78.40	0.00	132.00	0.00	0.00	12.40	0.00	13.31	4.50	16.10	4.00	267.21	
Personal Services	11.73	12.30	4.80	36.00	0.00	26.99	11.00	21.50	8.85	25.25	32.96	15.29	206.67	
Restaurants	30.94	9.99	19.88	10.19	3.98	7.80	13.60	11.16	21.68	30.00	5.20	32.43	196.84	
Mining	5.00	12.00	50.70	0.00	0.00	0.00	6.64	38.00	38.21	0.00	7.69	9.00	167.23	
Utilities	6.00	3.00	9.50	0.90	0.00	25.10	3.50	11.50	15.00	-0.41	27.85	22.62	124.57	
International Organizations	0.00	11.50	5.50	0.00	18.00	2.00	27.50	0.00	0.00	-2.00	2.00	1.60	66.10	
Telco Operator	0.00	0.00	6.50	24.15	-2.10	0.00	0.00	0.00	2.20	12.50	0.00	12.00	55.25	
Membership Organizations	0.00	3.80	0.45	5.66	0.00	4.00	4.50	0.00	0.00	1.19	1.30	6.99	27.88	
Education (SMA/MA)	0.00	0.00	0.00	0.00	0.00	1.89	-1.89	0.99	0.00	0.00	0.99	0.45	2.43	
Total	1,789.97	2,690.12	2,156.89	1,482.48	2,172.16	2,661.31	2,199.76	1,920.90	3,320.24	4,366.93	3,290.06	3,420.50	31,471.32	

Actual - Project Done Against Plan Activation Cycle Time

Bucket	LY	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Project Done Before Plan Activation Date	392	423	488	480	437	353	306	223	331	274	305	444	319	4,775
< 1 Month After Plan Activation Date	171	295	320	352	252	396	384	407	334	428	435	399	386	4,559
1-2 Months After Plan Activation Date	5	10	8	14	6	61	14	6	14	14	16	13	47	228
2-3 Months After Plan Activation Date	0	1	2	1	1	1	1	5	5	1	1	3	1	23
3-4 Months After Plan Activation Date	0	2	0	0	2	1	1	8	1	1	0	0	0	16
> 4 Months After Plan Activation Date	1	0	0	7	1	2	0	3	0	0	0	1	0	15
Blank Project Done Date	317	0	0	0	0	0	0	0	0	0	0	0	0	317
Blank Plan Activation Date	263	16	12	18	7	5	13	5	6	15	22	4	32	418
Internal Project	473	0	0	0	0	0	0	0	0	0	0	0	0	473
Total	1,622	747	830	872	706	819	719	657	691	733	779	864	785	10,824