

Sulawesi Region – Bi Weekly Update

as of 31 Dec 2025

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Executive Summary

Dec updated as of 13 dec

- **Revenue is decreasing by -1,9%**

- Revenue decreasing is driven by packet purchase on SIDOMPUL
- Product revamping BP triple quota is decreasing more since it has been stopped
- Product exchanges of BP Triple quota are BP Double quota and New Flex Max, and they are on going to recover the declining of BP Triple Quota
- Axis is declining as well especially coming from EWAKO Product since it has been stopped

- **SWE Paid is decreasing by -0,5%**

- All tenures are decreasing
- The decreasing from < 1 months is mostly coming from SP and the decreasing from 1-3 months due to slow recurring/reload packet
- While existing subs is decreasing as well (> 3 months) suspected from own channel and Sidompul due to decreasing on traction

GA Real is decreasing by -1,3

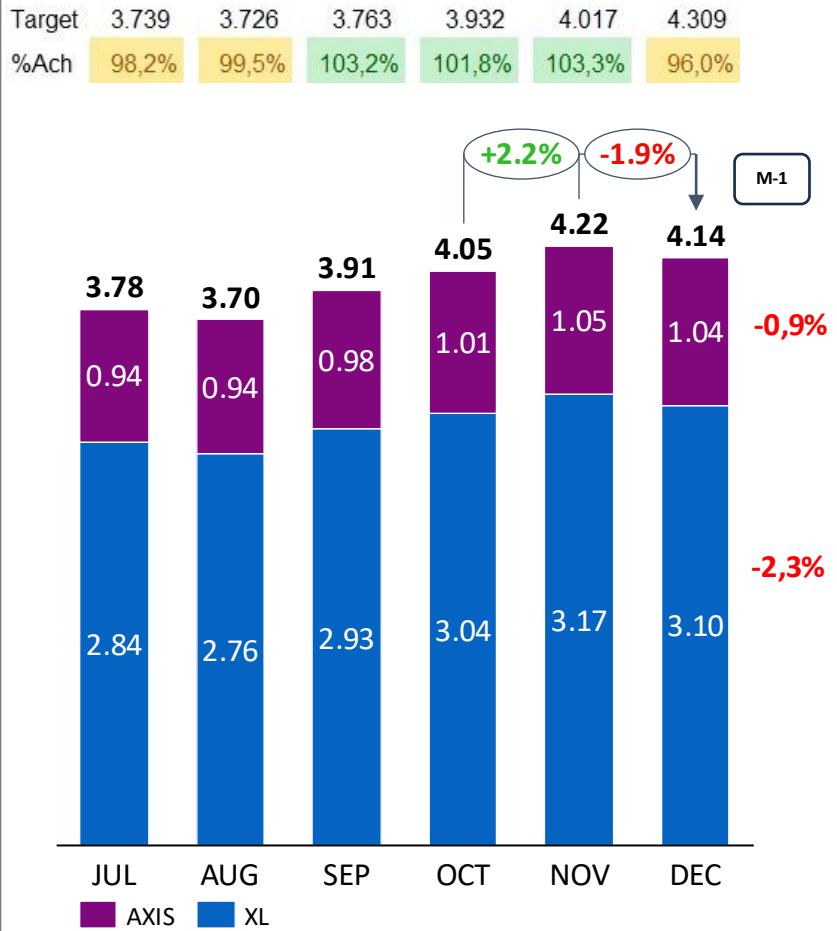
- NCA is decreasing as well by -2,0%
- The decreasing is coming from SP old with already converted to quota transfer.

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- 2) Performance :
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 - iii. GA Real SWP and NCA Performance

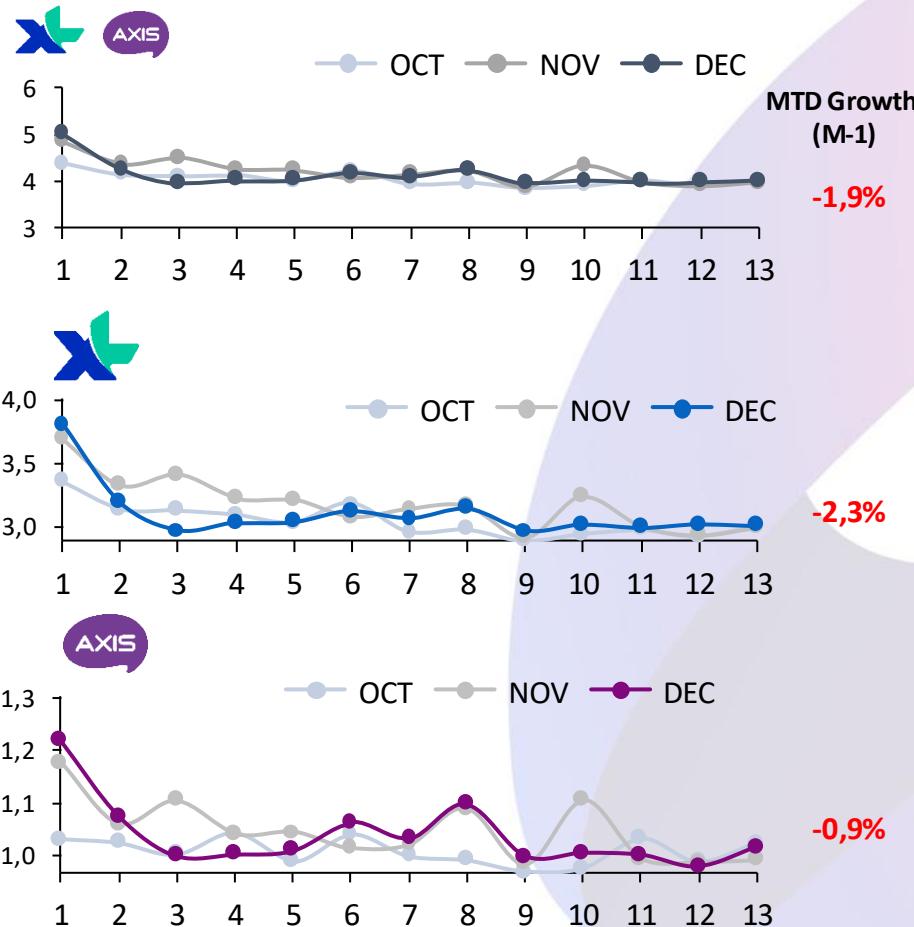
The declining is coming from channel with having product revamping especially in traditional with the most demand product previously



MTD CCDR Evolution 6 months – [Bn, %]



CCDR daily by Brand – 3 Months



CCDR by Channel – [Bn, %]

Channel	Daily Rev	M-1	M-2
1. Traditional	2,1	↓ -4,5%	↓ -1,4%
2. Modern	0,5	↑ 3,6%	↑ 10,0%
3. Own	1,6	↓ 0,0%	↑ 5,0%
Grand Total	4,1	↓ -1,9%	↑ 2,2%

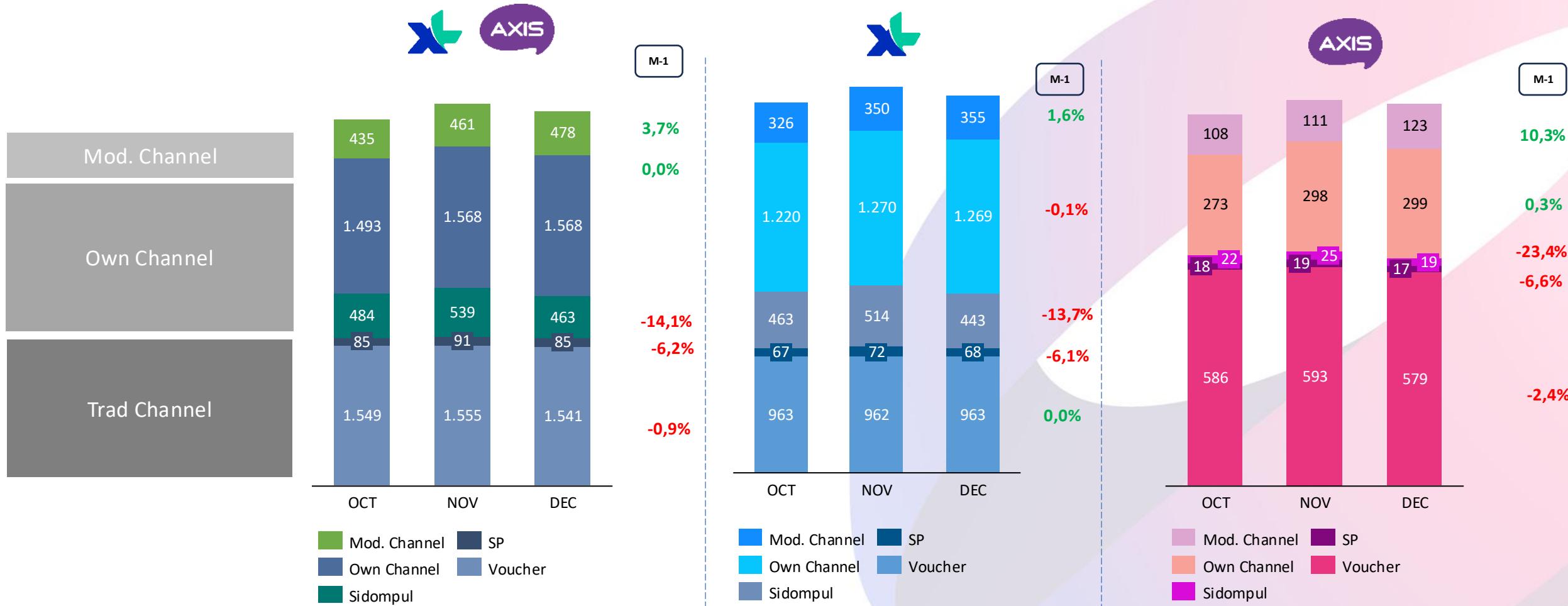
Channel	Daily Rev	M-1	M-2
1. Traditional	1,5	↓ -4,9%	↓ -1,3%
2. Modern	0,4	↑ 1,4%	↑ 8,8%
3. Own	1,3	↓ -0,1%	↑ 4,0%
Grand Total	3,1	↓ -2,3%	↑ 1,9%

Channel	Daily Rev	M-1	M-2
1. Traditional	0,6	↓ -3,4%	↓ -1,7%
2. Modern	0,1	↑ 10,2%	↑ 13,3%
3. Own	0,3	↑ 0,4%	↑ 9,4%
Grand Total	1,0	↓ -0,9%	↑ 3,0%

Declining on XL is mostly coming from SIDOMPUL with Bebas Puas triple quota stopped and Axis in Ewako product stopped



CCDR By Services – [Bn,%]



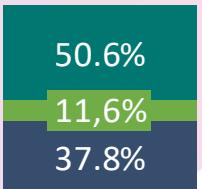
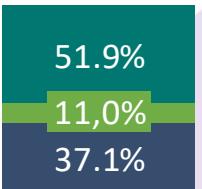
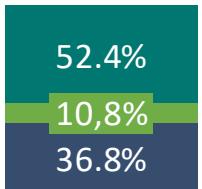
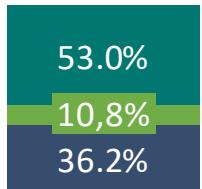
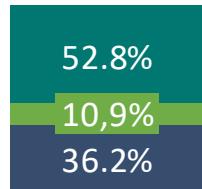
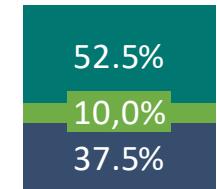
Own channel contribution is declining due to the revenue is slowing growth especially in XL while it is still dominated



CCDR by Channel Contribution evolution – [%]



AXIS



1. Trad
2. Modern
3. Own

JUL

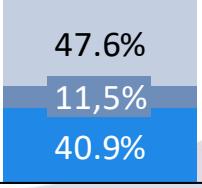
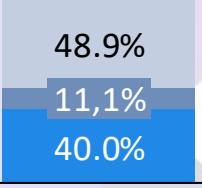
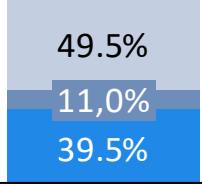
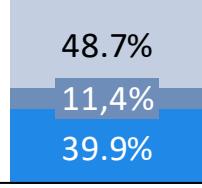
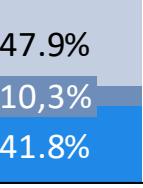
AUG

SEP

OCT

NOV

DEC



1. Trad
2. Modern
3. Own

JUL

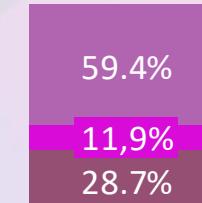
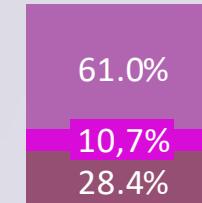
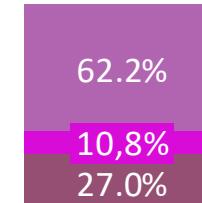
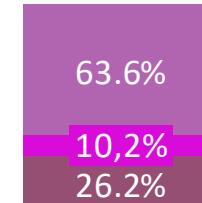
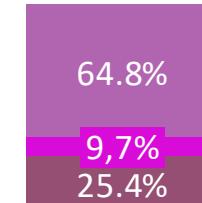
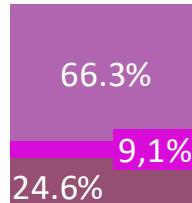
AUG

SEP

OCT

NOV

DEC



1. Trad
2. Modern
3. Own

12/01/2026 JUL

AUG

SEP

OCT

NOV

DEC

Source : PBI As of 13 Dec

Most area are declining impact of product revamping

CCDR by Cluster

MC	Daily Rev	Target	XLCO				XL			AXIS		
			Ach to Target	M-1	M-2	M-3	M-1	M-2	M-3	M-1	M-2	M-3
N4D1-SS Bombana	73	75	98,2%	⬇️ -2,7%	⬇️ -1,8%	⬇️ -2,7%	⬇️ -3,3%	⬇️ -3,2%	⬇️ -4,2%	⬇️ -1,0%	⬆️ 2,2%	⬆️ 1,8%
N4D2-SS Bone	612	647	94,5%	⬇️ -4,2%	⬆️ 2,5%	⬆️ 4,3%	⬇️ -4,4%	⬆️ 2,4%	⬆️ 4,4%	⬇️ -2,1%	⬆️ 3,7%	⬆️ 3,7%
N4D3-SS Kendari	293	296	99,1%	⬆️ 1,1%	⬆️ 6,3%	⬆️ 12,1%	⬆️ 1,1%	⬆️ 6,3%	⬆️ 12,5%	⬆️ 1,2%	⬆️ 5,8%	⬆️ 9,3%
N4D4-SS Makassar	1.072	1.119	95,8%	⬇️ -2,6%	⬆️ 0,5%	⬆️ 4,8%	⬇️ -2,9%	⬆️ 0,1%	⬆️ 5,2%	⬇️ -1,4%	⬆️ 1,5%	⬆️ 3,7%
N4D5-SS Mamuju	292	300	97,0%	⬇️ -0,6%	⬆️ 3,8%	⬆️ 8,3%	⬇️ -1,0%	⬆️ 4,4%	⬆️ 9,3%	⬆️ 0,3%	⬆️ 2,4%	⬆️ 6,3%
N4D6-SS Palopo	353	370	95,5%	⬇️ -1,3%	⬆️ 3,4%	⬆️ 6,7%	⬇️ -1,5%	⬆️ 3,5%	⬆️ 7,4%	⬆️ 1,1%	⬆️ 2,3%	⬇️ -1,2%
N4D7-SS Pare Pare	336	359	93,5%	⬇️ -3,2%	⬆️ 0,1%	⬆️ 2,6%	⬇️ -3,5%	⬇️ -0,1%	⬆️ 2,7%	⬆️ 0,6%	⬆️ 3,3%	⬆️ 1,5%
N5D1-NS Bitung	244	253	96,5%	⬇️ -0,5%	⬆️ 0,8%	⬆️ 3,9%	⬇️ -1,9%	⬇️ -0,2%	⬆️ 2,3%	⬆️ 1,0%	⬆️ 1,7%	⬆️ 5,5%
N5D2-NS Manado	301	307	98,0%	⬇️ -1,2%	⬇️ -0,3%	⬆️ 4,8%	⬆️ 0,1%	⬇️ -0,2%	⬆️ 5,3%	⬇️ -2,9%	⬇️ -0,3%	⬆️ 4,1%
N5D3-NS Palu	561	582	96,3%	⬇️ -0,9%	⬆️ 5,5%	⬆️ 9,5%	⬇️ -0,9%	⬆️ 4,5%	⬆️ 8,6%	⬇️ -0,9%	⬆️ 6,8%	⬆️ 10,5%
Grand Total	4.137	4.309	96,0%	⬇️ -1,9%	⬆️ 2,2%	⬆️ 5,9%	⬇️ -2,3%	⬆️ 1,9%	⬆️ 5,9%	⬇️ -0,9%	⬆️ 3,0%	⬆️ 5,8%

In Sidompul BP triple quota stopped (> 75K) is decreasing, some of subs moved to lower product (XCF M).



CCDR by bracket

MIO	Mod. Channel			Own Channel			Sidompul			SP			Voucher		
	Bracket	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC
1. Very Low (<=15K)	49	58	▲ 18,7%	108	115	▲ 6,0%	7	7	▼ -5,4%	34	30	▼ -13,4%	256	254	▼ -1,0%
2. Low (16K-25K)	39	35	▼ -11,4%	196	200	▲ 2,0%	20	23	▲ 12,4%	33	36	▲ 6,9%	235	238	▲ 0,9%
3. Mid (26K-50K)	92	84	▼ -8,7%	192	168	▼ -12,3%	68	68	▼ -0,5%	3	2	▼ -42,5%	290	285	▼ -1,7%
4. High (51K-75K)	39	46	▲ 18,6%	221	229	▲ 3,6%	86	114	▲ 32,8%	0	0	▼ -46,4%	112	103	▼ -8,1%
5. Very High (>75K)	70	71	▲ 0,2%	553	556	▲ 0,7%	332	232	▼ -30,1%	2	1	▼ -45,6%	68	83	▲ 21,4%
Grand Total	289	294	▲ 1,4%	1.270	1.269	▼ -0,1%	514	443	▼ -13,7%	72	68	▼ -6,1%	962	963	▲ 0,0%

Trx by bracket

Bracket	Mod. Channel			Own Channel			Sidompul			SP			Voucher		
	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth
1. Very Low (<=15K)	9,7	9,2	▼ -4,4%	17,6	17,3	▼ -2,1%	1,8	1,5	▼ -12,5%	4,2	3,7	▼ -13,8%	26,9	26,8	▼ -0,3%
2. Low (16K-25K)	2,4	2,1	▼ -12,7%	10,1	10,3	▲ 1,9%	1,1	1,3	▲ 13,3%	1,9	2,0	▲ 6,0%	13,5	13,7	▲ 1,4%
3. Mid (26K-50K)	2,9	2,6	▼ -10,3%	5,9	5,0	▼ -15,9%	2,1	2,0	▼ -3,8%	0,1	0,0	▼ -46,3%	9,1	8,9	▼ -1,4%
4. High (51K-75K)	0,7	0,8	▲ 15,4%	3,9	3,9	▲ 0,8%	1,6	2,1	▲ 28,3%	0,0	0,0	▼ -47,5%	2,0	1,8	▼ -7,8%
5. Very High (>75K)	0,7	0,7	▼ -3,9%	5,7	5,5	▼ -3,1%	4,2	2,7	▼ -35,6%	0,0	0,0	▼ -46,7%	0,8	1,0	▲ 22,3%
Grand Total	16	15	▼ -5,8%	43	42	▼ -2,9%	11	10	▼ -10,9%	6	6	▼ -8,3%	52	52	▲ 0,0%

Axis is declining on Ewako Product (35K)



AXIS CCDR by Services – [Mn, %]

MIO	Mod. Channel			Own Channel			Sidompul			SP			Voucher		
	Bracket	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC
1. Very Low (<=15K)	41	46	↑ 13,2%	123	128	↑ 4,0%	6	6	↑ 4,5%	13	12	↓ -10,1%	328	332	↑ 1,3%
2. Low (16K-25K)	17	19	↑ 13,2%	46	50	↑ 9,5%	1	2	↑ 45,6%	5	5	↑ 3,2%	65	63	↓ -2,2%
3. Mid (26K-50K)	21	23	↑ 8,4%	83	86	↑ 3,6%	16	8	↓ -47,6%	0	0	↓ -74,1%	196	178	↓ -9,5%
4. High (51K-75K)	10	11	↑ 8,0%	22	11	↓ -51,2%	2	2	↑ 54,5%	0	0	↓ -19,1%	3	4	↑ 57,8%
5. Very High (>75K)	9	10	↑ 6,8%	23	24	↑ 0,6%	1	1	↑ 4,5%	-	-	-	1	1	↓ -3,1%
Grand Total	98	109	↑ 11,0%	298	299	↑ 0,3%	25	19	↓ -23,4%	19	17	↓ -6,6%	593	579	↓ -2,4%

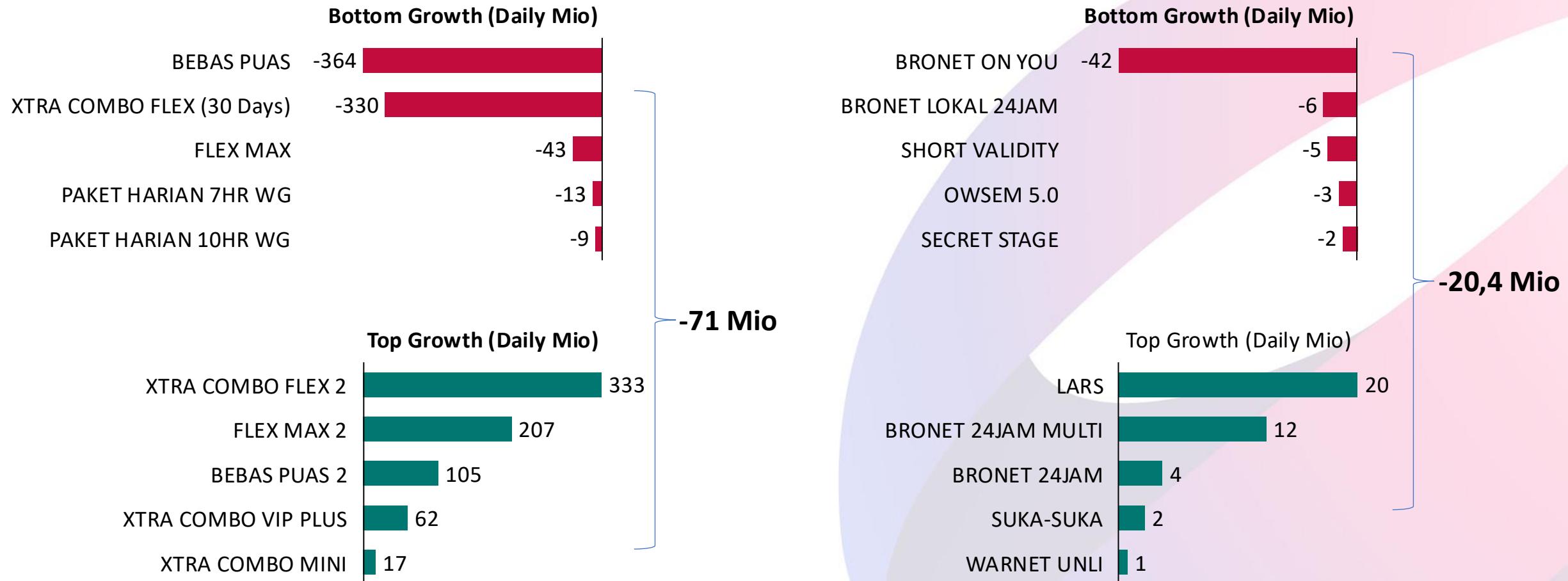
AXIS TRX By Services – [Thou, %]

	Mod. Channel			Own Channel			Sidompul			SP			Voucher		
	Bracket	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC	Growth	NOV	DEC
1. Very Low (<=15K)	4,0	4,5	↑ 13,1%	23,5	24,0	↑ 2,5%	0,8	0,7	↓ -4,9%	3,0	2,8	↓ -5,6%	34,8	35,6	↑ 2,2%
2. Low (16K-25K)	1,0	1,2	↑ 13,5%	2,5	2,8	↑ 9,4%	0,1	0,1	↑ 45,2%	0,3	0,3	↑ 2,8%	3,2	3,1	↓ -1,2%
3. Mid (26K-50K)	0,7	0,8	↑ 7,4%	2,7	2,7	↓ -1,8%	0,6	0,3	↓ -53,5%	0,0	0,0	↓ -80,0%	7,4	6,7	↓ -9,4%
4. High (51K-75K)	0,2	0,2	↑ 4,3%	0,4	0,2	↓ -50,4%	0,0	0,0	↑ 61,5%	0,0	0,0	↓ -21,1%	0,1	0,1	↑ 58,0%
5. Very High (>75K)	0,1	0,1	↑ 5,1%	0,3	0,3	↓ -0,9%	0,0	0,0	↑ 7,1%	-	-	-	0,0	0,0	↓ -2,5%
Grand Total	6	7	↑ 12,1%	29	30	↑ 1,9%	1	1	↓ -21,2%	3	3	↓ -4,9%	45	45	↑ 0,2%

New Products growth is on going to replace the old product stopped.
 XL is focused to New FLEXMAX while XCF 30 days is substituted to XCF 28 Days
 Axis is focusing to the new Bronet



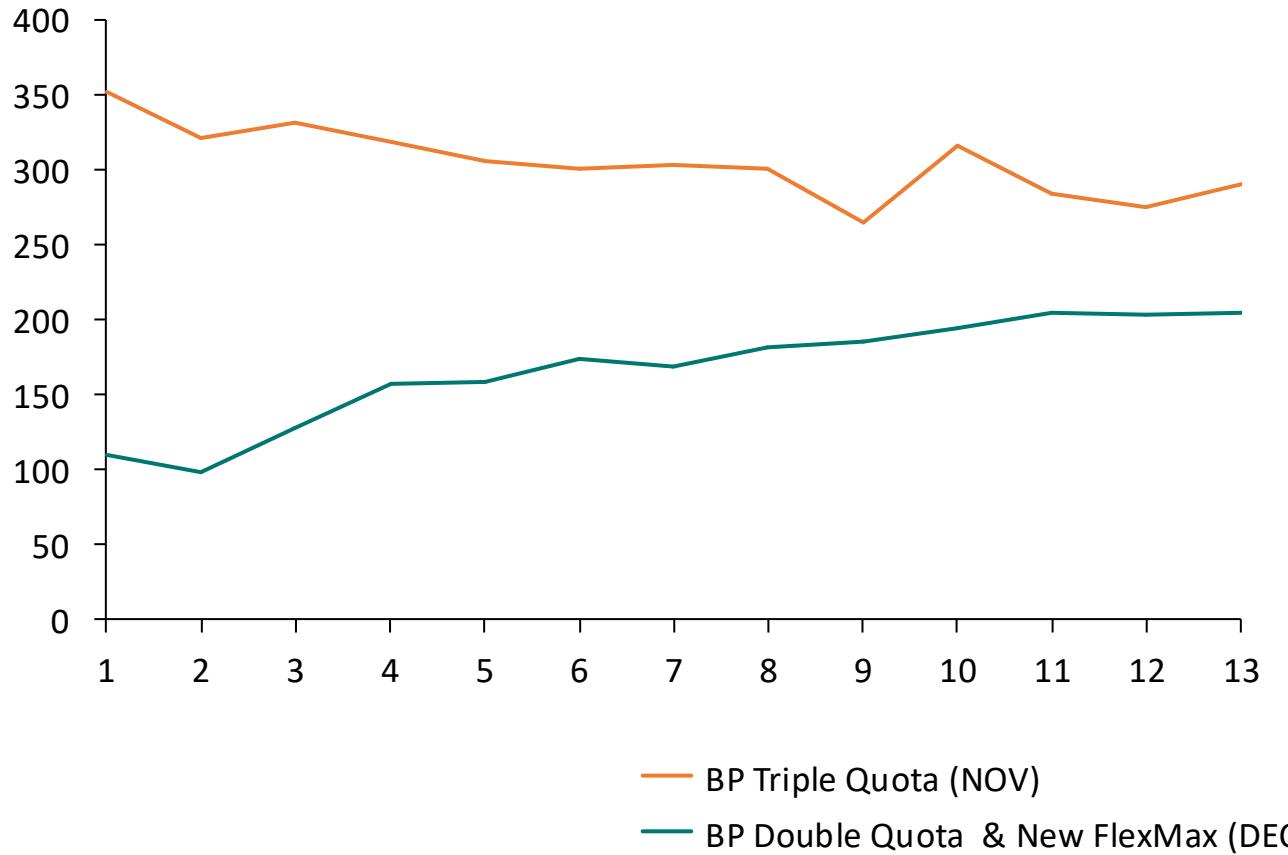
CCDR By Product Growth – [Mn]



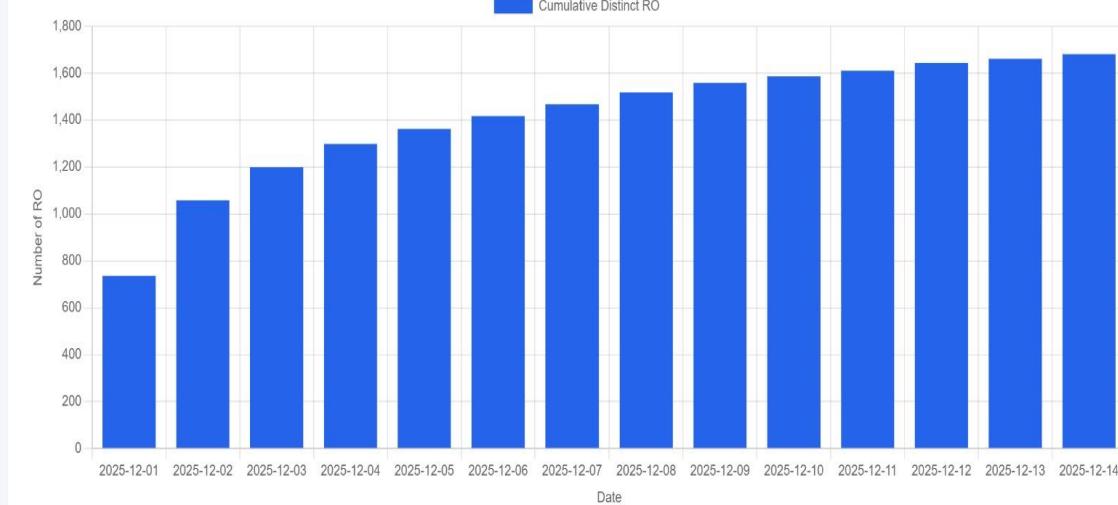
To change BP triple quota, focusing in new FLEX MAX and BP Double quota for changing the product in Market



Exchange of Bebas Puas Triple quota



Cumulative Distinct RO with Transaction



We need program to encourage RO to participate the transaction of New Flex Max or Bebas Puas Double Quota

To change BP triple quota, focusing in new FLEX MAX and BP Double quota for changing the product in Market



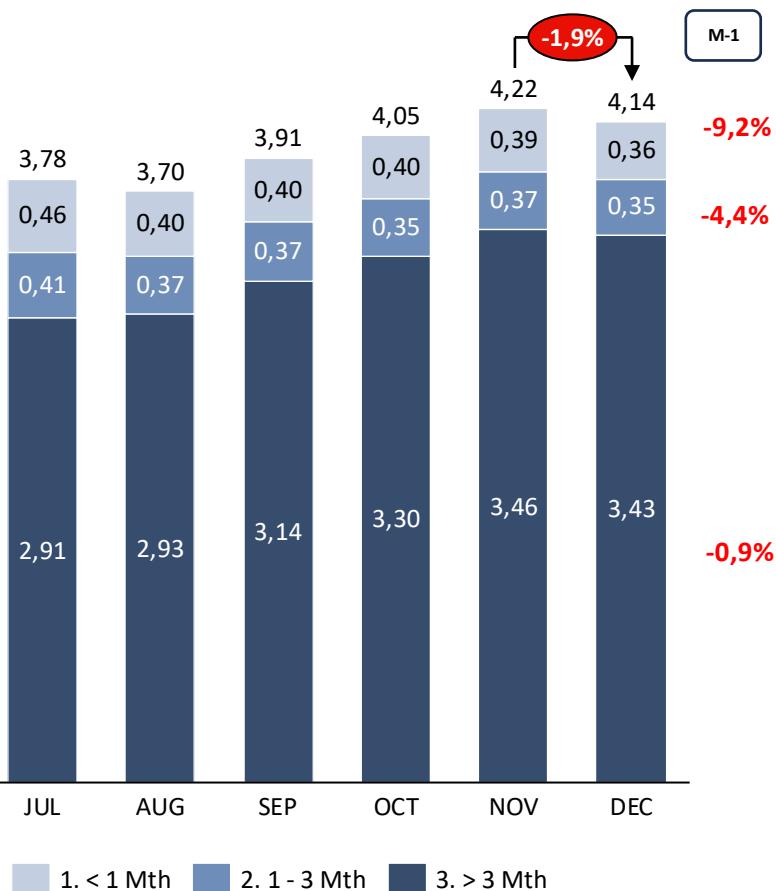
Push New Flash Max



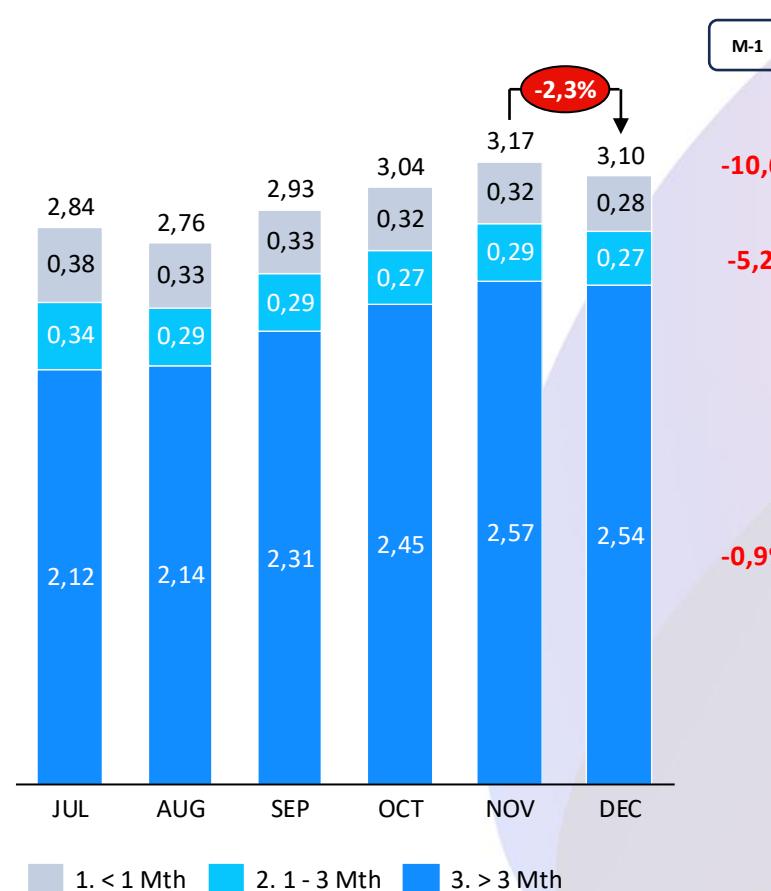
Impact of product revamping, all tenures revenue are decreasing especially recurring with high demand product previously (BP triple quota and Axis Ewako)



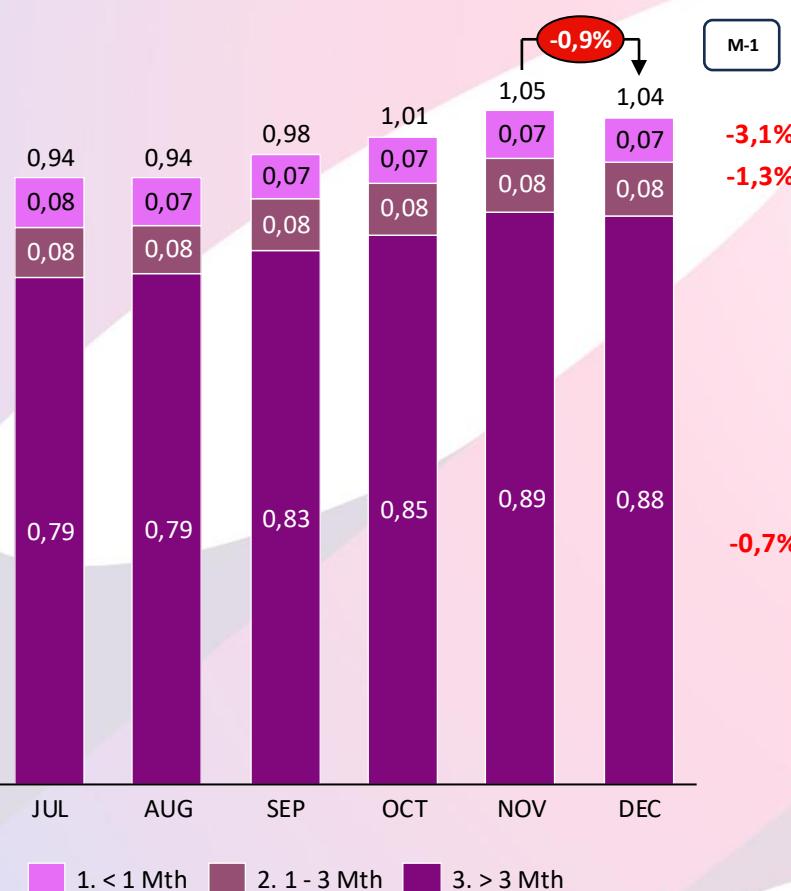
CCDR Evolution By Tenure – XLCO [Bn, %]



CCDR Evolution By Tenure – XL [Bn, %]



CCDR Evolution By Tenure – AXIS [Bn, %]



The declining in Revenue from SWE < 1 months, beside coming from Product revamping, also coming from the SP old that is already converted to quota transfer



CCDR < 1 Months (30 days)	MDA Rev Current M (Mn)			XLCO			XL			AXIS			
	MC	XLCO	XL	AXIS	M-1	M-2	M-3	M-1	M-2	M-3	M-1	M-2	M-3
N4D1-SS Bombana	5,5	4,3	1,2		↑ 7,8%	↑ 5,2%	↑ 0,4%	↑ 8,1%	↑ 6,2%	↑ 0,4%	↑ 6,9%	↑ 1,8%	↑ 0,2%
N4D2-SS Bone	67,9	63,2	4,7		↓ -14,8%	↓ -18,0%	↓ -27,3%	↓ -14,3%	↓ -17,6%	↓ -27,6%	↓ -21,7%	↓ -23,0%	↓ -22,8%
N4D3-SS Kendari	26,3	24,2	2,0		↑ 5,6%	↑ 32,9%	↑ 31,7%	↑ 6,2%	↑ 35,8%	↑ 37,3%	↓ -0,9%	↑ 5,7%	↓ -11,6%
N4D4-SS Makassar	61,2	48,4	12,8		↓ -10,2%	↓ -10,7%	↓ -13,2%	↓ -10,0%	↓ -11,0%	↓ -14,1%	↓ -10,9%	↓ -9,8%	↓ -9,7%
N4D5-SS Mamuju	25,9	20,3	5,6		↓ -9,2%	↓ -8,2%	↓ -12,7%	↓ -10,2%	↓ -9,5%	↓ -15,4%	↓ -5,4%	↓ -3,1%	↓ -1,4%
N4D6-SS Palopo	32,3	30,3	2,1		↓ -7,3%	↓ -9,6%	↓ -11,1%	↓ -7,2%	↓ -8,9%	↓ -10,3%	↓ -9,3%	↓ -18,5%	↓ -21,9%
N4D7-SS Pare Pare	35,0	33,7	1,4		↓ -17,1%	↓ -22,5%	↓ -30,9%	↓ -17,2%	↓ -22,8%	↓ -31,5%	↓ -15,0%	↓ -13,8%	↓ -12,1%
N5D1-NS Bitung	12,8	6,0	6,8		↓ -4,2%	↓ -3,6%	↓ -1,7%	↓ -8,1%	↓ -5,6%	↓ -2,9%	↓ -0,5%	↓ -1,7%	↓ -0,7%
N5D2-NS Manado	16,9	8,7	8,2		↓ -3,9%	↓ -1,7%	↓ -2,8%	↑ 0,9%	↑ 3,5%	↑ 1,3%	↓ -8,5%	↓ -6,7%	↓ -6,7%
N5D3-NS Palu	60,1	38,6	21,6		↓ -9,6%	↓ -0,8%	↓ -1,9%	↓ -10,8%	↓ -2,5%	↓ -3,7%	↓ -7,4%	↑ 2,3%	↑ 1,5%
Grand Total	344,0	277,6	66,4		↓ -9,7%	↓ -8,7%	↓ -13,5%	↓ -10,0%	↓ -9,4%	↓ -15,2%	↓ -8,4%	↓ -5,4%	↓ -6,0%

Revenue declining on SWE revenue 1- 3 months are mostly coming from recurring/reload packet (Product revamping impacted)



CCDR 1-3 Months (31-90 days)		MDA Rev Current M (Mn)			XLCO			XL			AXIS		
MC		XLCO	XL	AXIS	M-1	M-2	M-3	M-1	M-2	M-3	M-1	M-2	M-3
N4D1-SS Bombana		4,7	3,5	1,2	⬇️ -4,9%	⬇️ -14,6%	⬇️ -16,3%	⬇️ -4,6%	⬇️ -15,0%	⬇️ -15,2%	⬇️ -5,9%	⬇️ -13,5%	⬇️ -19,6%
N4D2-SS Bone		69,5	64,0	5,5	⬇️ -3,5%	⬆️ 4,6%	⬆️ 0,8%	⬇️ -4,1%	⬆️ 3,9%	⬆️ 0,3%	⬆️ 4,3%	⬆️ 14,0%	⬆️ 6,8%
N4D3-SS Kendari		22,2	20,0	2,3	⬆️ 3,1%	⬆️ 4,3%	⬆️ 8,2%	⬆️ 5,1%	⬆️ 7,0%	⬆️ 9,7%	⬇️ -11,6%	⬇️ -14,6%	⬇️ -3,1%
N4D4-SS Makassar		68,0	50,9	17,2	⬇️ -4,9%	⬇️ -2,9%	⬇️ -7,9%	⬇️ -5,9%	⬇️ -4,4%	⬇️ -10,7%	⬇️ -1,7%	⬆️ 1,7%	⬆️ 1,7%
N4D5-SS Mamuju		26,6	20,2	6,4	⬆️ 2,0%	⬆️ 6,5%	⬆️ 4,6%	⬆️ 3,3%	⬆️ 10,8%	⬆️ 9,0%	⬇️ -1,7%	⬇️ -5,0%	⬇️ -7,1%
N4D6-SS Palopo		33,0	30,6	2,5	⬆️ 1,3%	⬆️ 9,9%	⬆️ 11,6%	⬆️ 1,3%	⬆️ 10,7%	⬆️ 14,0%	⬆️ 1,1%	⬆️ 0,4%	⬇️ -11,9%
N4D7-SS Pare Pare		36,6	34,9	1,7	⬇️ -2,1%	⬆️ 1,7%	⬆️ 0,3%	⬇️ -2,5%	⬆️ 1,3%	⬆️ 0,3%	⬆️ 6,6%	⬆️ 11,6%	⬇️ -0,5%
N5D1-NS Bitung		15,4	6,6	8,8	⬆️ 0,4%	⬇️ -0,9%	⬇️ -1,3%	⬇️ -1,8%	⬇️ -4,5%	⬇️ -3,7%	⬆️ 2,1%	⬆️ 1,9%	⬆️ 0,6%
N5D2-NS Manado		18,3	8,4	9,9	⬇️ -5,6%	⬇️ -3,0%	⬇️ -0,6%	⬇️ -5,6%	⬇️ -3,6%	⬇️ -5,5%	⬇️ -5,5%	⬇️ -2,5%	⬆️ 3,9%
N5D3-NS Palu		60,0	34,9	25,1	⬇️ 0,0%	⬆️ 0,1%	⬇️ -4,8%	⬇️ -0,8%	⬇️ -3,7%	⬇️ -10,8%	⬇️ -0,7%	⬆️ 5,7%	⬆️ 4,8%
Grand Total		354,4	273,9	80,5	⬇️ -1,8%	⬆️ 1,6%	⬇️ -0,9%	⬇️ -2,1%	⬆️ 1,5%	⬇️ -1,5%	⬇️ -0,7%	⬆️ 1,9%	⬆️ 1,3%

Product revamping also is also impacting the revenue from SWE > 3 months

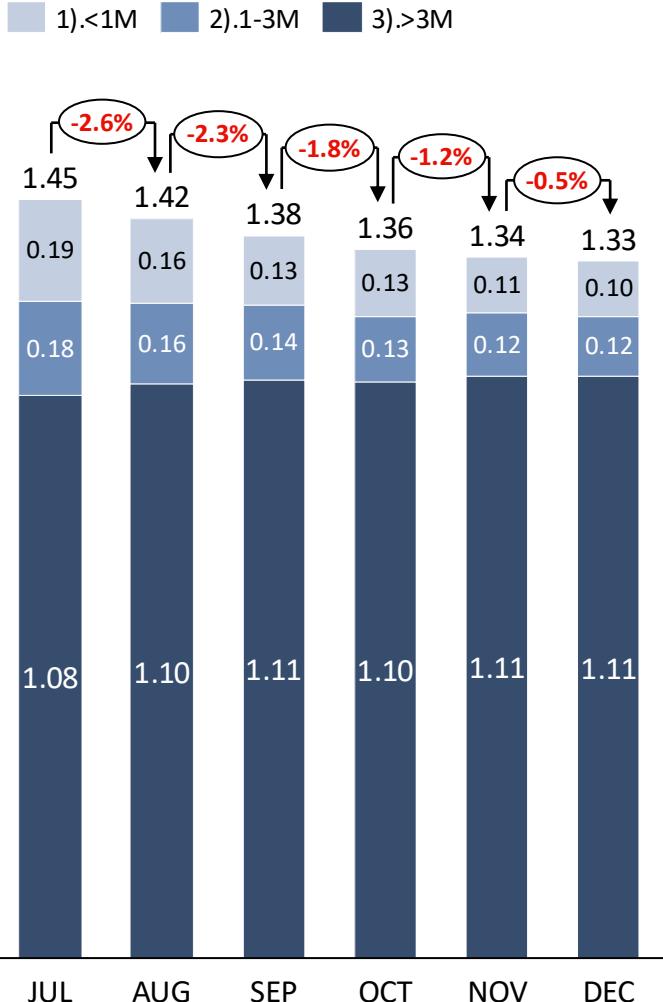


CCDR > 3 Months (>90 days)	MDA Rev Current M (Mn)			XLCO			XL			AXIS			
	MC	XLCO	XL	AXIS	M-1	M-2	M-3	M-1	M-2	M-3	M-1	M-2	M-3
N4D1-SS Bombana	65,1	47,2	17,8		▲ 2,8%	▲ 4,8%	▲ 5,5%	▲ 3,2%	▲ 4,2%	▲ 4,3%	▲ 1,6%	▲ 6,4%	▲ 8,8%
N4D2-SS Bone	502,8	464,6	38,2		▲ 7,1%	▲ 14,7%	▲ 22,1%	▲ 7,4%	▲ 15,2%	▲ 23,2%	▲ 3,7%	▲ 8,9%	▲ 10,9%
N4D3-SS Kendari	253,0	220,5	32,4		▲ 5,2%	▲ 9,7%	▲ 14,9%	▲ 5,1%	▲ 9,2%	▲ 14,7%	▲ 6,1%	▲ 13,0%	▲ 15,8%
N4D4-SS Makassar	949,3	702,6	246,8		▲ 1,2%	▲ 4,1%	▲ 8,5%	▲ 1,5%	▲ 4,2%	▲ 9,6%	▲ 0,4%	▲ 3,7%	▲ 5,5%
N4D5-SS Mamuju	245,5	165,4	80,1		▲ 5,1%	▲ 8,7%	▲ 15,3%	▲ 6,8%	▲ 11,0%	▲ 19,8%	▲ 1,7%	▲ 4,4%	▲ 6,9%
N4D6-SS Palopo	302,1	280,3	21,8		▲ 5,7%	▲ 10,3%	▲ 16,0%	▲ 5,8%	▲ 10,5%	▲ 16,7%	▲ 4,7%	▲ 7,6%	▲ 7,7%
N4D7-SS Pare Pare	283,8	260,5	23,3		▲ 7,4%	▲ 13,0%	▲ 19,6%	▲ 7,8%	▲ 13,5%	▲ 20,8%	▲ 3,2%	▲ 7,3%	▲ 7,6%
N5D1-NS Bitung	223,2	112,3	111,0		▲ 3,9%	▲ 4,6%	▲ 6,2%	▲ 3,6%	▲ 4,2%	▲ 5,6%	▲ 4,1%	▲ 4,9%	▲ 6,9%
N5D2-NS Manado	264,9	153,6	111,3		▲ 0,1%	▲ 1,4%	▲ 3,5%	▲ 1,9%	▲ 2,5%	▲ 4,5%	▲ -2,1%	▲ -0,1%	▲ 2,2%
N5D3-NS Palu	437,8	225,1	212,7		▲ 1,0%	▲ 7,0%	▲ 13,5%	▲ 1,5%	▲ 6,5%	▲ 13,7%	▲ 0,5%	▲ 7,6%	▲ 13,3%
Grand Total	3.527,5	2.632,2	895,3		▲ 3,5%	▲ 7,6%	▲ 12,7%	▲ 4,3%	▲ 8,5%	▲ 14,4%	▲ 1,2%	▲ 5,1%	▲ 7,9%

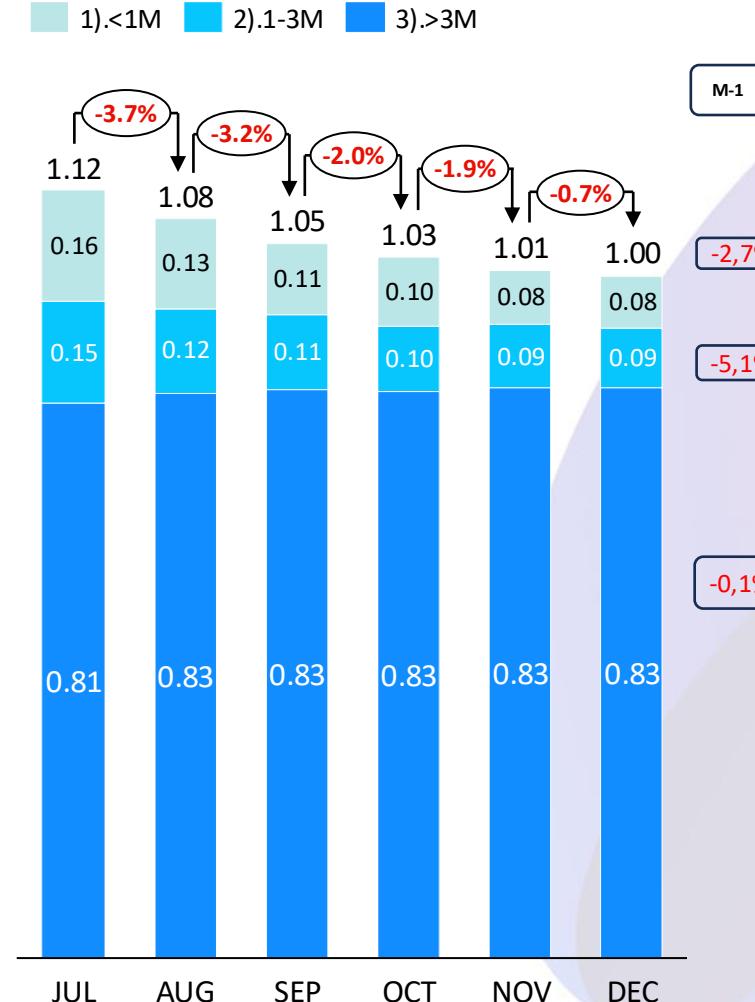
SWE Paid is decreasing, and mostly decline on SWEP < 3 months. XL is mostly impacted by SP old (Quota transferred)



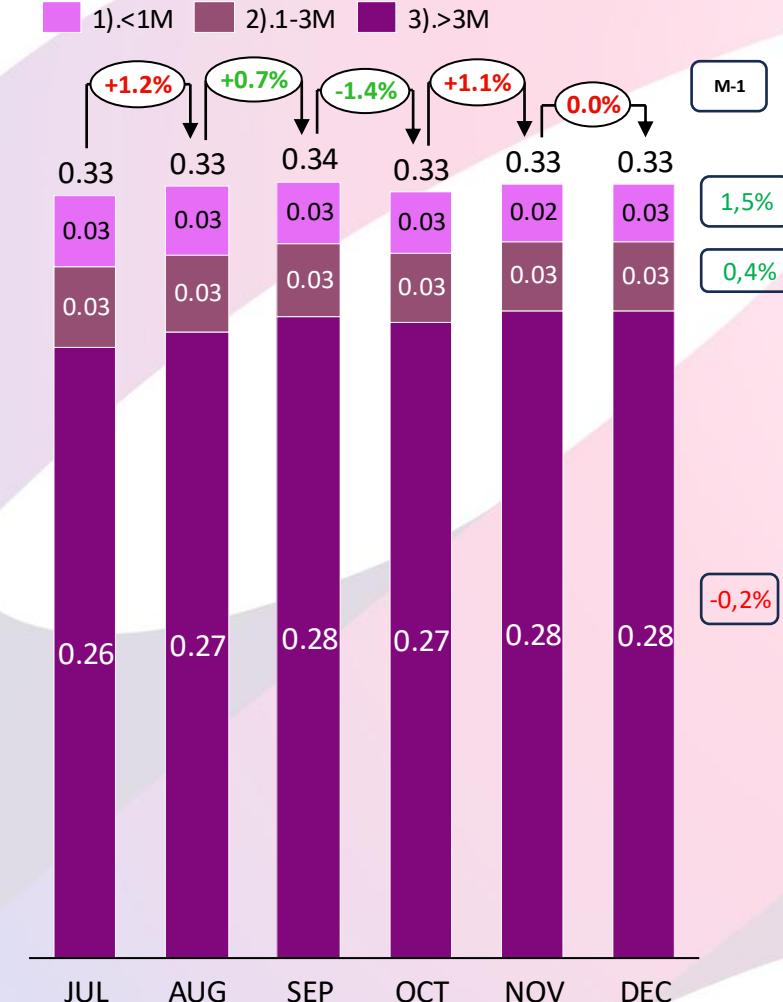
SWE Paid Evolution By Tenure – XLCO [Mn, %]



SWE Paid Evolution By Tenure – XL [Mn, %]



SWP Paid Evolution By Tenure – AXIS [Mn, %]



SWEP < 3 months XL is mostly impacted by SP old (Quota transferred)



< 1 M		MDA SWE Paid Current M (Th)			M-1			M-2			M-3		
Microcluster	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS	
N4D1-SS Bombana	1,4	1,1	0,3	⬇️ -1,5%	⬇️ -0,6%	⬇️ -4,8%	⬇️ -8,5%	⬇️ -6,5%	⬇️ -15,4%	⬇️ -19,2%	⬇️ -19,6%	⬇️ -17,9%	
N4D2-SS Bone	19,1	17,3	1,8	⬇️ -12,5%	⬇️ -10,9%	⬇️ -25,3%	⬇️ -31,7%	⬇️ -31,6%	⬇️ -31,9%	⬇️ -41,2%	⬇️ -41,3%	⬇️ -40,5%	
N4D3-SS Kendari	6,9	6,3	0,6	⬆️ 9,3%	⬆️ 10,7%	⬇️ -4,3%	⬆️ 9,9%	⬆️ 13,0%	⬇️ -16,4%	⬆️ 2,9%	⬆️ 7,7%	⬇️ -31,5%	
N4D4-SS Makassar	17,7	13,7	4,1	⬇️ -8,8%	⬇️ -8,3%	⬇️ -10,7%	⬇️ -19,9%	⬇️ -21,7%	⬇️ -13,0%	⬇️ -26,9%	⬇️ -29,7%	⬇️ -15,4%	
N4D5-SS Mamuju	7,2	5,4	1,8	⬇️ -8,3%	⬇️ -8,5%	⬇️ -7,6%	⬇️ -19,9%	⬇️ -22,8%	⬇️ -9,7%	⬇️ -26,7%	⬇️ -31,1%	⬇️ -9,2%	
N4D6-SS Palopo	8,5	7,8	0,7	⬇️ -7,1%	⬇️ -5,8%	⬇️ -19,3%	⬇️ -19,3%	⬇️ -18,3%	⬇️ -28,8%	⬇️ -22,9%	⬇️ -22,0%	⬇️ -31,1%	
N4D7-SS Pare Pare	8,6	8,1	0,4	⬇️ -15,9%	⬇️ -15,9%	⬇️ -15,7%	⬇️ -34,4%	⬇️ -35,1%	⬇️ -17,5%	⬇️ -42,0%	⬇️ -42,8%	⬇️ -20,7%	
N5D1-NS Bitung	3,2	1,5	1,8	⬇️ -5,3%	⬇️ -8,4%	⬇️ -2,5%	⬇️ -5,8%	⬇️ -12,6%	⬆️ 0,8%	⬇️ -8,8%	⬇️ -16,4%	⬇️ -1,2%	
N5D2-NS Manado	5,9	2,7	3,3	⬇️ -1,9%	⬆️ 0,6%	⬇️ -3,9%	⬇️ -7,4%	⬇️ -8,4%	⬇️ -6,5%	⬇️ -12,4%	⬇️ -15,1%	⬇️ -10,1%	
N5D3-NS Palu	17,4	9,4	8,0	⬇️ -7,5%	⬇️ -8,9%	⬇️ -5,8%	⬇️ -12,0%	⬇️ -18,5%	⬇️ -3,0%	⬇️ -18,8%	⬇️ -26,7%	⬇️ -6,9%	
Grand Total	96,0	73,3	22,7	⬇️ -8,1%	⬇️ -7,9%	⬇️ -8,9%	⬇️ -20,1%	⬇️ -22,7%	⬇️ -10,5%	⬇️ -27,6%	⬇️ -30,9%	⬇️ -14,6%	

1-3 M		MDA SWE Paid Current M (Th)			M-1			M-2			M-3		
Microcluster	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS	
N4D1-SS Bombana	1,5	1,0	0,5	⬇️ -12,1%	⬇️ -12,7%	⬇️ -10,7%	⬇️ -23,8%	⬇️ -25,3%	⬇️ -20,1%	⬇️ -33,4%	⬇️ -33,8%	⬇️ -32,5%	
N4D2-SS Bone	23,0	20,8	2,2	⬇️ -10,4%	⬇️ -11,1%	⬇️ -2,2%	⬇️ -9,3%	⬇️ -10,1%	⬇️ -1,0%	⬇️ -21,0%	⬇️ -22,1%	⬇️ -8,5%	
N4D3-SS Kendari	6,7	5,9	0,8	⬇️ -2,8%	⬇️ -0,9%	⬇️ -15,0%	⬇️ -9,1%	⬇️ -6,7%	⬇️ -23,5%	⬇️ -14,5%	⬇️ -13,4%	⬇️ -21,5%	
N4D4-SS Makassar	22,0	16,4	5,6	⬇️ -8,7%	⬇️ -10,5%	⬇️ -3,0%	⬇️ -13,3%	⬇️ -16,1%	⬇️ -3,7%	⬇️ -23,3%	⬇️ -27,4%	⬇️ -7,8%	
N4D5-SS Mamuju	7,9	5,7	2,2	⬇️ -7,8%	⬇️ -8,9%	⬇️ -5,2%	⬇️ -6,5%	⬇️ -5,8%	⬇️ -8,3%	⬇️ -19,2%	⬇️ -19,7%	⬇️ -17,9%	
N4D6-SS Palopo	9,8	8,9	0,9	⬇️ -5,1%	⬇️ -4,7%	⬇️ -8,1%	⬇️ -1,9%	⬇️ -1,0%	⬇️ -10,1%	⬇️ -10,2%	⬇️ -8,7%	⬇️ -22,4%	
N4D7-SS Pare Pare	10,3	9,8	0,6	⬇️ -10,8%	⬇️ -11,5%	⬆️ 3,6%	⬇️ -12,4%	⬇️ -13,2%	⬆️ 4,1%	⬇️ -25,2%	⬇️ -25,9%	⬇️ -8,4%	
N5D1-NS Bitung	4,2	1,8	2,5	⬇️ -3,4%	⬇️ -7,6%	⬇️ -0,1%	⬇️ -5,9%	⬇️ -9,8%	⬇️ -2,7%	⬇️ -10,2%	⬇️ -15,1%	⬇️ -6,2%	
N5D2-NS Manado	6,7	2,6	4,1	⬇️ -7,1%	⬇️ -9,8%	⬇️ -5,4%	⬇️ -7,9%	⬇️ -14,6%	⬇️ -3,0%	⬇️ -9,0%	⬇️ -22,4%	⬆️ 2,3%	
N5D3-NS Palu	19,1	9,7	9,4	⬇️ -3,3%	⬇️ -6,4%	⬆️ 0,2%	⬇️ -7,9%	⬇️ -13,9%	⬇️ -0,9%	⬇️ -17,3%	⬇️ -24,5%	⬇️ -8,0%	
Grand Total	111,3	82,7	28,6	⬇️ -7,4%	⬇️ -8,9%	⬇️ -2,8%	⬇️ -9,4%	⬇️ -11,2%	⬇️ -3,9%	⬇️ -19,1%	⬇️ -22,1%	⬇️ -8,9%	

SWE Paid > 3 months is slightly decreasing, the traction of reload packet/recurring on Sidompul and Own Channel are decreasing



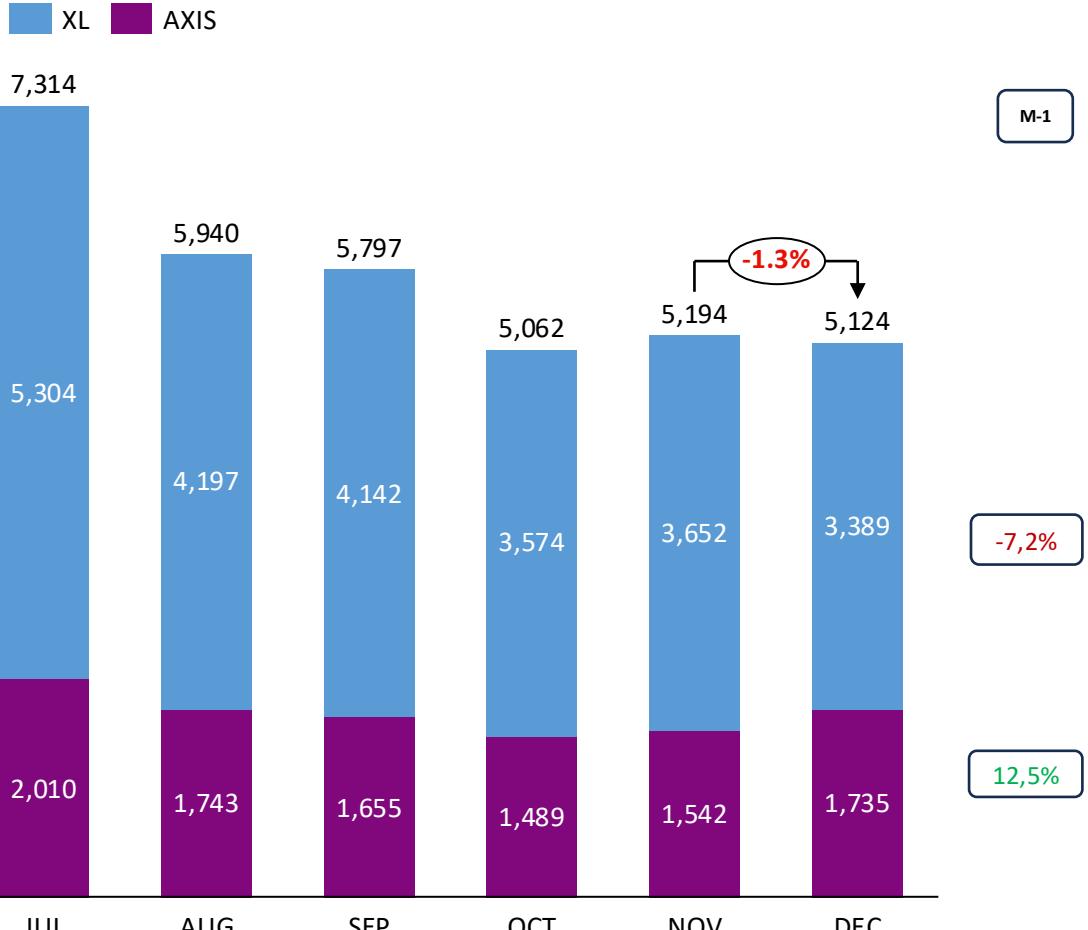
> 3 M		MDA SWE Paid Current M (Th)			M-1			M-2			M-3		
Microcluster		XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS
N4D1-SS Bombana	19,6	13,7	5,9		↓ -6,1%	↓ -5,9%	↓ -6,4%	↓ -6,1%	↓ -6,4%	↓ -5,4%	↓ -9,7%	↓ -10,7%	↓ -7,0%
N4D2-SS Bone	169,0	157,1	11,9		↓ -0,1%	↑ 0,0%	↓ -1,7%	↑ 2,1%	↑ 2,2%	↑ 0,8%	↑ 1,7%	↑ 1,8%	↓ -0,2%
N4D3-SS Kendari	75,7	65,6	10,1		↓ -1,2%	↓ -1,2%	↓ -1,5%	↓ -0,5%	↓ -0,7%	↑ 0,5%	↓ -1,9%	↓ -2,3%	↑ 1,4%
N4D4-SS Makassar	305,5	232,3	73,2		↓ -3,3%	↓ -3,5%	↓ -2,8%	↓ -3,3%	↓ -3,7%	↓ -2,2%	↓ -3,9%	↓ -4,0%	↓ -3,5%
N4D5-SS Mamuju	70,3	46,4	23,9		↓ -2,0%	↓ -1,8%	↓ -2,3%	↑ 0,7%	↑ 1,6%	↓ -1,2%	↓ -0,5%	↑ 0,2%	↓ -1,8%
N4D6-SS Palopo	90,9	84,1	6,8		↓ -0,9%	↓ -0,8%	↓ -2,0%	↓ -0,2%	↓ -0,2%	↓ -0,8%	↓ -2,8%	↓ -3,0%	↓ -0,3%
N4D7-SS Pare Pare	83,2	76,6	6,6		↓ -0,3%	↓ -0,2%	↓ -1,8%	↑ 1,5%	↑ 1,7%	↓ -0,9%	↓ -0,5%	↓ -0,3%	↓ -3,1%
N5D1-NS Bitung	60,2	30,5	29,7		↓ -1,7%	↓ -2,2%	↓ -1,2%	↓ -1,5%	↓ -2,4%	↓ -0,5%	↓ -2,3%	↓ -4,1%	↓ -0,4%
N5D2-NS Manado	84,6	46,5	38,1		↓ -3,5%	↓ -2,5%	↓ -4,7%	↓ -3,3%	↓ -3,1%	↓ -3,6%	↓ -5,0%	↓ -5,1%	↓ -4,9%
N5D3-NS Palu	131,1	66,0	65,1		↓ -2,5%	↓ -2,1%	↓ -2,9%	↑ 0,7%	↑ 0,5%	↑ 1,0%	↑ 1,9%	↑ 1,2%	↑ 2,6%
Grand Total	1.090,2	818,7	271,4		↓ -2,1%	↓ -1,8%	↓ -2,8%	↓ -0,9%	↓ -0,8%	↓ -1,2%	↓ -1,8%	↓ -1,9%	↓ -1,5%

Total	MDA SWE Paid Current M (Th)			M-1			M-2			M-3		
Microcluster	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS
N4D1-SS Bombana	22,5	15,8	6,7	↓ -6,2%	↓ -6,1%	↓ -6,6%	↓ -7,7%	↓ -7,9%	↓ -7,1%	↓ -12,4%	↓ -13,4%	↓ -9,9%
N4D2-SS Bone	211,1	195,3	15,9	↓ -2,6%	↓ -2,4%	↓ -5,2%	↓ -3,5%	↓ -3,4%	↓ -4,6%	↓ -7,3%	↓ -7,2%	↓ -8,3%
N4D3-SS Kendari	89,2	77,8	11,4	↓ -0,6%	↓ -0,3%	↓ -2,7%	↓ -0,5%	↓ -0,2%	↓ -2,5%	↓ -2,6%	↓ -2,6%	↓ -2,8%
N4D4-SS Makassar	345,3	262,4	82,9	↓ -4,0%	↓ -4,2%	↓ -3,2%	↓ -5,0%	↓ -5,7%	↓ -2,9%	↓ -6,9%	↓ -7,7%	↓ -4,5%
N4D5-SS Mamuju	85,5	57,5	28,0	↓ -3,1%	↓ -3,2%	↓ -2,9%	↓ -2,2%	↓ -2,1%	↓ -2,4%	↓ -5,4%	↓ -6,2%	↓ -3,8%
N4D6-SS Palopo	109,3	100,9	8,4	↓ -1,8%	↓ -1,6%	↓ -4,5%	↓ -2,2%	↓ -1,9%	↓ -5,1%	↓ -5,4%	↓ -5,3%	↓ -6,7%
N4D7-SS Pare Pare	102,1	94,5	7,6	↓ -3,0%	↓ -3,0%	↓ -2,3%	↓ -4,4%	↓ -4,6%	↓ -1,6%	↓ -9,0%	↓ -9,4%	↓ -4,7%
N5D1-NS Bitung	67,6	33,7	33,9	↓ -2,0%	↓ -2,8%	↓ -1,2%	↓ -2,0%	↓ -3,3%	↓ -0,6%	↓ -3,2%	↓ -5,4%	↓ -0,9%
N5D2-NS Manado	97,3	51,7	45,5	↓ -3,7%	↓ -2,7%	↓ -4,7%	↓ -3,9%	↓ -4,0%	↓ -3,7%	↓ -5,8%	↓ -6,7%	↓ -4,7%
N5D3-NS Palu	167,6	85,2	82,4	↓ -3,1%	↓ -3,4%	↓ -2,8%	↓ -1,8%	↓ -3,8%	↑ 0,4%	↓ -3,2%	↓ -6,4%	↑ 0,3%
Grand Total	1.297,5	974,8	322,7	↓ -3,0%	↓ -2,9%	↓ -3,3%	↓ -3,4%	↓ -3,8%	↓ -2,1%	↓ -6,0%	↓ -6,9%	↓ -3,2%

GA real and NCA are declining, the declining mostly is coming from SP Non 3GB due to the stock on market is reducing (SP old/others is mostly converted to quota)



GA Real Evolution By Brand – [%]

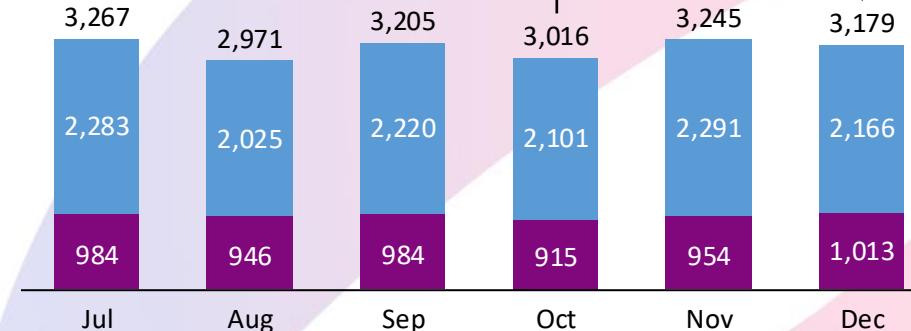


12/01/2026

NCA Evolution By Brand – [%]

Target Ach	3.410	3.146	2.837	3.193	2.911	3.159
	95,8%	94,4%	113,0%	94,5%	111,5%	90,2%

XL AXIS



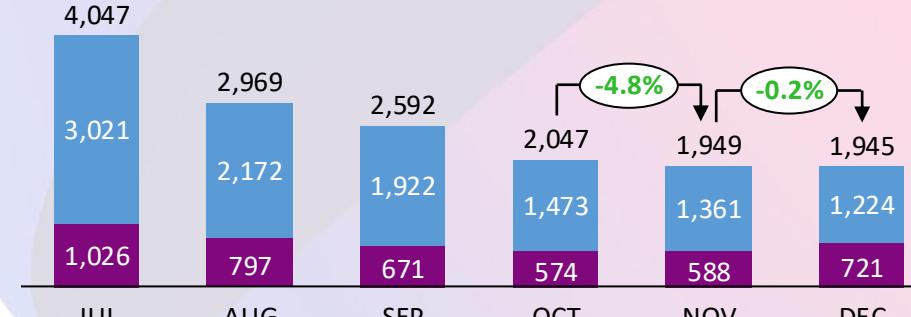
M-1

-5,5%

6,3%

Bad SRC Evolution By Brand – [%]

XL AXIS



-10,1%

22,6%

23

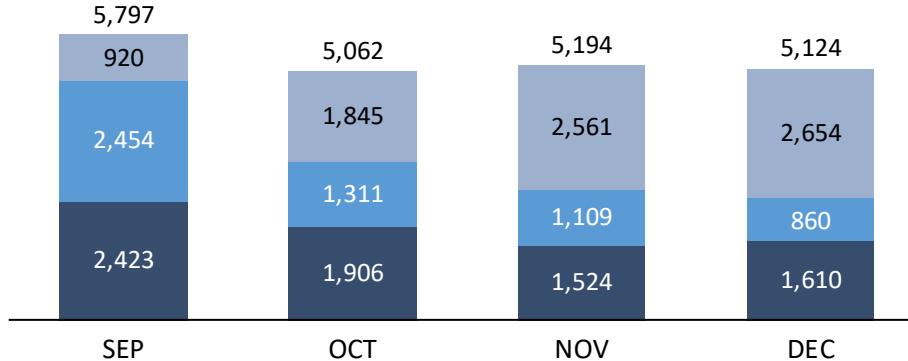
Source : PBI As of 13 Dec

GA real and NCA are declining, the declining mostly is coming from SP Non 3GB due to the stock on market is reducing (SP old/others is mostly converted to quota)

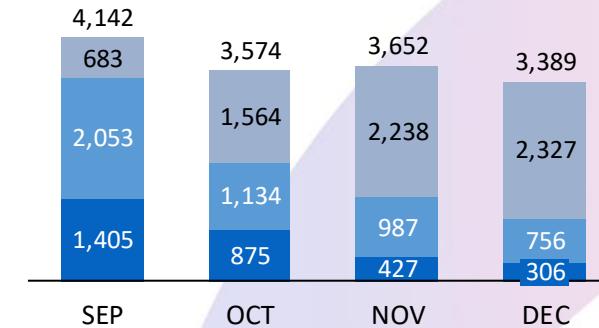


GA Real Evolution By Brand – [%]

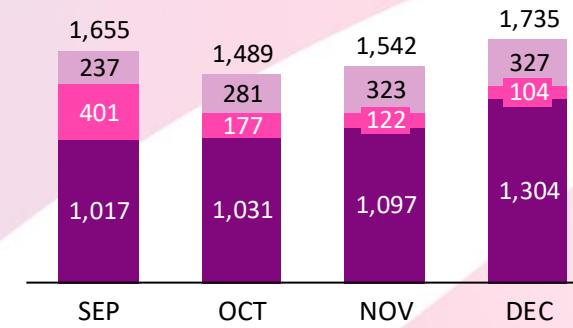
SP 3 GB SP0 SP OLD



SP 3 GB SP0 SP OLD

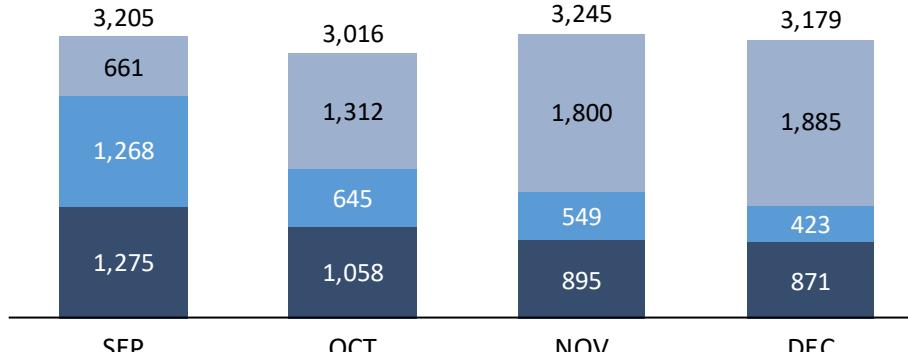


SP 3 GB SP0 SP OLD

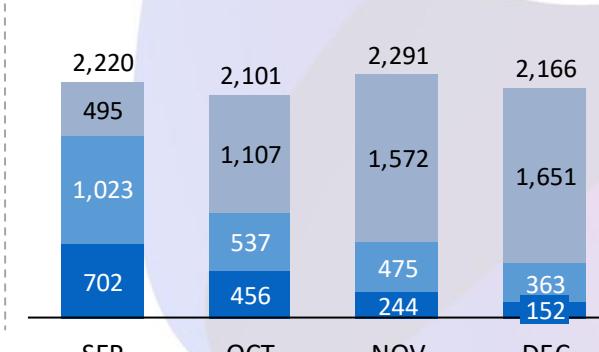


NCA Evolution By Brand – [%]

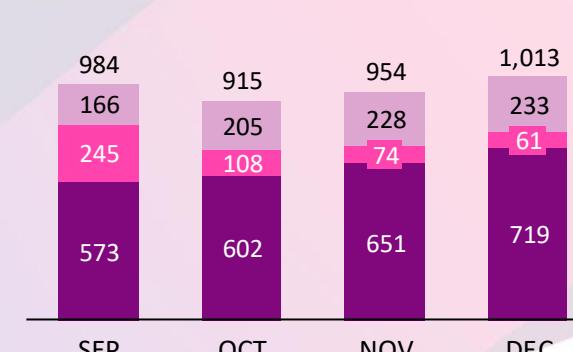
SP 3 GB SP0 SP OLD



SP 3 GB SP0 SP OLD



SP 3 GB SP0 SP OLD



the declining are mostly coming from area with more players which who stocked the SP Old more previously



GA Real Growth By Brand Cluster – [%]

GA Real SWP	MDA GAR SWP Current M			M-1			M-2			M-3			
	CLUSTER	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS	XLCO	XL	AXIS
N4D1-SS Bombana	69	52	17		5.8%	4.6%	9.9%	3.2%	5.5%	-3.4%	10.5%	17.4%	-6.6%
N4D2-SS Bone	792	702	90		-21.9%	-18.2%	-42.2%	-23.2%	-18.9%	-45.9%	-40.0%	-37.7%	-53.2%
N4D3-SS Kendari	312	286	26		0.5%	1.7%	-10.9%	17.2%	22.6%	-21.1%	18.3%	29.1%	-38.3%
N4D4-SS Makassar	775	582	193		-13.8%	-7.1%	-29.0%	-15.2%	-12.6%	-22.4%	-24.6%	-21.5%	-32.5%
N4D5-SS Mamuju	357	239	118		-13.1%	-14.8%	-9.4%	-5.7%	-6.2%	-4.8%	-18.4%	-23.6%	-5.3%
N4D6-SS Palopo	384	346	38		-11.7%	-9.7%	-26.3%	-11.0%	-8.2%	-29.9%	-19.7%	-15.7%	-43.7%
N4D7-SS Pare Pare	355	333	22		-24.1%	-23.9%	-27.7%	-25.8%	-25.9%	-24.2%	-41.3%	-41.3%	-40.8%
N5D1-NS Bitung	161	71	90		-5.1%	-2.7%	-7.0%	-0.3%	-0.4%	-0.3%	-6.2%	2.6%	-12.2%
N5D2-NS Manado	325	120	204		-7.4%	-9.9%	-5.9%	-5.6%	-0.5%	-8.4%	-8.1%	-1.8%	-11.4%
N5D3-NS Palu	954	433	521		-10.8%	-17.7%	-4.2%	-3.3%	-10.6%	3.7%	-11.4%	-17.2%	-5.9%
Grand Total	4.486	3.166	1.319		-13.6%	-13.3%	-14.4%	-11.4%	-11.4%	-11.4%	-22.6%	-23.6%	-20.3%

NCA Growth By Brand Cluster – [%]

NCA	MDA NCA SWP Current M			M-1			M-2			M-3		
	CLUSTER	XLCO	XL	AXIS	Target	Ach to Target	XLCO	XL	AXIS	XLCO	XL	AXIS
N4D1-SS Bombana	50	39	11	49	101,0%		1.9%	1.2%	4.6%	0.3%	3.5%	-9.4%
N4D2-SS Bone	428	390	38	523	81,9%		-17.1%	-14.0%	-39.4%	-10.1%	-5.8%	-38.7%
N4D3-SS Kendari	254	234	20	254	99,8%		1.2%	2.3%	-10.8%	18.9%	23.6%	-18.0%
N4D4-SS Makassar	510	386	124	580	87,9%		-10.8%	-5.0%	-25.1%	-8.3%	-4.2%	-18.9%
N4D5-SS Mamuju	231	147	84	272	85,1%		-13.3%	-14.4%	-11.4%	0.9%	5.4%	-6.0%
N4D6-SS Palopo	266	242	24	290	91,8%		-7.2%	-6.2%	-15.9%	-2.3%	-0.1%	-19.9%
N4D7-SS Pare Pare	205	192	13	270	75,8%		-22.7%	-22.2%	-29.4%	-15.8%	-15.2%	-23.9%
N5D1-NS Bitung	124	56	68	130	95,2%		-3.9%	-4.4%	-3.5%	-2.4%	-3.6%	-1.4%
N5D2-NS Manado	239	94	145	273	87,5%		-11.4%	-10.5%	-12.0%	-12.4%	-5.3%	-16.5%
N5D3-NS Palu	542	264	278	517	104,9%		-15.2%	-18.2%	-12.2%	-5.9%	-9.2%	-2.6%
Grand Total	2.849	2.045	804	3.159	90,2%		-12.2%	-10.7%	-15.7%	-5.5%	-2.7%	-12.1%

Most of area is growing on the SP 3GB.



GA Real

MC	Nov-25			Dec-25			Dec vs Nov		
	SP 3 GB	SP 0	SP Old	SP 3 GB	SP 0	SP Old	SP 3 GB	SP 0	SP Old
N4D1-SS Bombana	53	6	6	63	3	3	▲ 18,3%	▼ -45,4%	▼ -55,0%
N4D2-SS Bone	479	209	327	472	79	242	▼ -1,4%	▼ -62,2%	▼ -26,1%
N4D3-SS Kendari	261	35	15	290	10	12	▲ 11,2%	▼ -70,1%	▼ -21,8%
N4D4-SS Makassar	500	276	123	542	138	96	▲ 8,4%	▼ -50,2%	▼ -22,0%
N4D5-SS Mamuju	224	92	95	234	71	52	▲ 4,2%	▼ -22,4%	▼ -44,9%
N4D6-SS Palopo	341	47	48	334	26	24	▼ -1,9%	▼ -43,4%	▼ -50,1%
N4D7-SS Pare Pare	239	49	180	239	18	97	▲ 0,1%	▼ -62,4%	▼ -46,0%
N5D1-NS Bitung	81	74	14	86	63	12	▲ 5,7%	▼ -15,5%	▼ -12,8%
N5D2-NS Manado	153	172	26	160	151	14	▲ 4,4%	▼ -11,9%	▼ -47,2%
N5D3-NS Palu	229	565	276	231	485	238	▲ 0,9%	▼ -14,1%	▼ -13,7%
Grand Total	2.561	1.524	1.109	2.651	1.045	789	▲ 3,5%	▼ -31,4%	▼ -28,8%

NCA

MC	Nov-25			Dec-25			Dec vs Nov		
	SP 3 GB	SP 0	SP Old	SP 3 GB	SP 0	SP Old	SP 3 GB	SP 0	SP Old
N4D1-SS Bombana	40	4	4	46	2	2	▲ 14,4%	▼ -53,6%	▼ -61,1%
N4D2-SS Bone	306	82	128	307	33	88	▲ 0,2%	▼ -59,7%	▼ -31,2%
N4D3-SS Kendari	212	26	13	236	8	10	▲ 11,5%	▼ -70,7%	▼ -23,3%
N4D4-SS Makassar	348	161	63	377	86	46	▲ 8,6%	▼ -46,7%	▼ -26,1%
N4D5-SS Mamuju	157	65	44	165	47	20	▲ 4,6%	▼ -28,6%	▼ -55,3%
N4D6-SS Palopo	235	25	27	237	16	13	▲ 1,1%	▼ -38,2%	▼ -49,9%
N4D7-SS Pare Pare	152	28	85	150	11	44	▼ -1,4%	▼ -62,0%	▼ -48,1%
N5D1-NS Bitung	63	55	11	67	47	10	▲ 6,2%	▼ -13,5%	▼ -13,8%
N5D2-NS Manado	119	130	21	127	102	11	▲ 6,5%	▼ -21,7%	▼ -49,2%
N5D3-NS Palu	167	319	153	168	238	137	▲ 0,2%	▼ -25,5%	▼ -10,6%
Grand Total	1.800	895	549	1.880	588	380	▲ 4,5%	▼ -34,3%	▼ -30,7%

Most of area is growing on the SP 3GB.



GA Real

MC	Nov-25			Dec-25			Dec vs Nov		
	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old
N4D1-SS Bombana	40	5	5	48	3	2	↑ 19,2%	↓ -49,7%	↓ -62,8%
N4D2-SS Bone	460	97	302	453	22	228	↓ -1,5%	↓ -77,4%	↓ -24,6%
N4D3-SS Kendari	246	23	13	273	4	10	↑ 10,7%	↓ -84,5%	↓ -19,1%
N4D4-SS Makassar	451	84	93	485	18	79	↑ 7,6%	↓ -78,3%	↓ -14,8%
N4D5-SS Mamuju	177	20	84	184	8	47	↑ 4,3%	↓ -60,4%	↓ -44,2%
N4D6-SS Palopo	328	12	43	321	3	22	↓ -2,1%	↓ -76,6%	↓ -49,1%
N4D7-SS Pare Pare	228	35	175	228	10	95	↑ 0,1%	↓ -71,1%	↓ -45,7%
N5D1-NS Bitung	56	11	6	62	5	5	↑ 10,9%	↓ -56,6%	↓ -29,4%
N5D2-NS Manado	89	31	13	100	14	7	↑ 12,1%	↓ -56,6%	↓ -47,4%
N5D3-NS Palu	163	109	254	158	57	218	↓ -2,9%	↓ -48,2%	↓ -14,0%
Grand Total	2.238	427	987	2.312	142	712	↑ 3,3%	↓ -66,7%	↓ -27,9%

NCA

MC	Nov-25			Dec-25			Dec vs Nov		
	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old
N4D1-SS Bombana	31	3	4	36	1	1	↑ 15,6%	↓ -57,8%	↓ -67,4%
N4D2-SS Bone	295	40	118	296	10	83	↑ 0,3%	↓ -74,0%	↓ -29,5%
N4D3-SS Kendari	201	17	11	223	3	8	↑ 11,1%	↓ -84,2%	↓ -21,0%
N4D4-SS Makassar	315	47	44	339	11	35	↑ 7,7%	↓ -75,9%	↓ -19,3%
N4D5-SS Mamuju	122	13	38	127	4	17	↑ 3,8%	↓ -66,9%	↓ -55,9%
N4D6-SS Palopo	227	8	24	228	2	12	↑ 0,6%	↓ -75,3%	↓ -49,0%
N4D7-SS Pare Pare	145	20	82	143	6	43	↓ -1,3%	↓ -70,0%	↓ -47,6%
N5D1-NS Bitung	44	9	6	49	3	4	↑ 10,8%	↓ -62,9%	↓ -31,8%
N5D2-NS Manado	70	24	11	80	9	5	↑ 14,5%	↓ -64,2%	↓ -51,6%
N5D3-NS Palu	122	63	138	117	22	124	↓ -3,6%	↓ -64,4%	↓ -10,0%
Grand Total	1.572	244	475	1.639	72	333	↑ 4,3%	↓ -70,4%	↓ -29,7%



MC	Nov-25			Dec-25			Dec vs Nov		
	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old
N4D1-SS Bombana	13	1	1	15	1	1	↑ 15,6%	↓ -26,0%	↓ -21,4%
N4D2-SS Bone	19	112	25	19	57	14	↑ 0,9%	↓ -49,0%	↓ -44,8%
N4D3-SS Kendari	15	12	2	18	7	2	↑ 18,8%	↓ -42,9%	↓ -35,9%
N4D4-SS Makassar	49	193	30	57	119	17	↑ 15,3%	↓ -38,0%	↓ -44,2%
N4D5-SS Mamuju	47	72	11	49	63	6	↑ 3,9%	↓ -11,8%	↓ -49,8%
N4D6-SS Palopo	13	35	5	13	24	2	↑ 2,4%	↓ -32,3%	↓ -59,1%
N4D7-SS Pare Pare	11	14	5	11	8	2	↑ 0,8%	↓ -40,1%	↓ -57,4%
N5D1-NS Bitung	25	63	8	24	58	8	↓ -5,9%	↓ -8,4%	↑ 0,9%
N5D2-NS Manado	64	140	13	60	138	7	↓ -6,3%	↓ -1,9%	↓ -46,9%
N5D3-NS Palu	66	456	22	73	429	20	↑ 10,2%	↓ -6,0%	↓ -9,4%
Grand Total	323	1.097	122	339	903	77	↑ 5,0%	↓ -17,7%	↓ -36,8%

MC	Nov-25			Dec-25			Dec vs Nov		
	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old	SP 3 GB	SP O	SP Old
N4D1-SS Bombana	9	1	1	10	0	1	↑ 10,4%	↓ -34,0%	↓ -29,6%
N4D2-SS Bone	11	42	10	11	23	5	↓ -2,9%	↓ -46,2%	↓ -51,3%
N4D3-SS Kendari	12	9	2	14	5	1	↑ 17,5%	↓ -43,1%	↓ -36,0%
N4D4-SS Makassar	33	114	19	38	75	11	↑ 17,5%	↓ -34,5%	↓ -42,0%
N4D5-SS Mamuju	35	53	6	38	43	3	↑ 7,6%	↓ -19,5%	↓ -51,4%
N4D6-SS Palopo	8	18	3	9	14	1	↑ 13,4%	↓ -21,7%	↓ -56,5%
N4D7-SS Pare Pare	7	8	3	7	5	1	↓ -2,3%	↓ -42,2%	↓ -61,3%
N5D1-NS Bitung	19	46	6	18	44	6	↓ -4,4%	↓ -3,9%	↑ 3,4%
N5D2-NS Manado	49	105	10	47	93	5	↓ -4,9%	↓ -12,0%	↓ -46,6%
N5D3-NS Palu	46	256	15	50	215	13	↑ 10,3%	↓ -16,0%	↓ -15,5%
Grand Total	228	651	74	241	516	47	↑ 5,9%	↓ -20,8%	↓ -36,7%

After market fully revamping the survival rate of SP 3GB is better than others.



Survival rate acquisition



MONTH REAL	M0	M1	M2	M3
AUG	183.755	78,8%	48,8%	39,6%
SEP	172.633	80,6%	51,7%	-
OCT	156.324	78,8%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	129.891	84,4%	49,2%	40,1%
SEP	123.108	85,2%	51,8%	-
OCT	110.669	82,2%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	53.864	65,4%	47,6%	38,3%
SEP	49.525	69,2%	51,4%	-
OCT	45.655	70,6%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	23.842	74,7%	52,9%	45,5%
SEP	27.286	80,2%	56,6%	-
OCT	56.110	84,9%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	15.506	83,9%	59,5%	51,2%
SEP	20.269	84,5%	58,8%	-
OCT	47.524	86,8%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	12.989	66,7%	49,4%	40,1%
SEP	11.886	69,8%	52,8%	-
OCT	5.323	66,4%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	65.261	83,1%	48,8%	40,6%
SEP	72.511	84,6%	52,0%	-
OCT	41.454	77,5%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	52.272	87,2%	48,6%	40,7%
SEP	60.625	87,4%	51,9%	-
OCT	36.131	79,1%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	12.989	66,7%	49,4%	40,1%
SEP	11.886	69,8%	52,8%	-
OCT	5.323	66,4%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	94.652	76,9%	47,7%	37,4%
SEP	72.836	76,9%	49,5%	-
OCT	58.760	74,0%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	62.113	82,2%	47,2%	36,9%
SEP	42.214	82,4%	48,3%	-
OCT	27.014	78,4%	-	-

MONTH REAL	M0	M1	M2	M3
AUG	32.539	66,9%	48,7%	38,5%
SEP	30.622	69,4%	51,2%	-
OCT	31.746	70,2%	-	-

After market fully revamping the survival rate of SP 3GB is better than others.



Survival rate acquisition - XLCO

SP-ALL

SP-3 GB

SP- Others

SP- SP 0

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	2.410	82.0%	56.4%	46.5%
SEP	1.883	84.0%	58.3%	-
OCT	2.085	83.4%	-	-
N4D2-SS Bone				
AUG	42.018	80.2%	43.6%	34.6%
SEP	39.282	81.4%	47.5%	-
OCT	32.481	77.6%	-	-
N4D3-SS Kendari				
AUG	8.733	80.1%	57.0%	47.6%
SEP	7.872	86.1%	61.5%	-
OCT	8.155	85.5%	-	-
N4D4-SS Makassar				
AUG	32.000	82.2%	55.5%	46.0%
SEP	30.327	82.9%	56.8%	-
OCT	28.159	81.9%	-	-
N4D5-SS Mamuju				
AUG	14.916	80.2%	47.9%	38.3%
SEP	13.049	82.5%	52.1%	-
OCT	11.805	80.8%	-	-
N4D6-SS Palopo				
AUG	14.367	81.4%	51.6%	42.1%
SEP	14.332	83.4%	53.4%	-
OCT	13.495	81.1%	-	-
N4D7-SS Pare Pare				
AUG	18.255	82.8%	43.7%	34.4%
SEP	17.981	84.2%	47.0%	-
OCT	14.633	79.6%	-	-
N5D1-NS Bitung				
AUG	5.315	80.8%	64.6%	56.0%
SEP	5.149	84.3%	67.9%	-
OCT	4.960	83.5%	-	-
N5D2-NS Manado				
AUG	10.966	73.7%	54.9%	46.8%
SEP	10.451	78.7%	60.1%	-
OCT	10.090	79.4%	-	-
N5D3-NS Palu				
AUG	34.775	71.2%	43.9%	34.6%
SEP	32.307	72.1%	45.5%	-
OCT	30.461	72.2%	-	-

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	743	80.1%	55.5%	47.4%
SEP	719	81.4%	58.4%	-
OCT	1.558	84.0%	-	-
N4D2-SS Bone				
AUG	2.614	81.7%	58.1%	50.8%
SEP	3.883	83.6%	59.8%	-
OCT	9.700	86.3%	-	-
N4D3-SS Kendari				
AUG	2.167	61.0%	40.8%	35.4%
SEP	1.642	80.8%	56.9%	-
OCT	4.447	87.9%	-	-
N4D4-SS Makassar				
AUG	4.163	79.2%	58.5%	51.6%
SEP	4.971	81.7%	58.9%	-
OCT	11.262	86.4%	-	-
N4D5-SS Mamuju				
AUG	2.013	79.4%	56.7%	48.7%
SEP	2.437	82.9%	57.7%	-
OCT	5.008	85.1%	-	-
N4D6-SS Palopo				
AUG	2.940	78.8%	55.5%	46.3%
SEP	3.239	82.4%	56.5%	-
OCT	6.900	85.9%	-	-
N4D7-SS Pare Pare				
AUG	1.823	79.1%	52.9%	44.9%
SEP	2.272	81.8%	53.7%	-
OCT	5.070	84.6%	-	-
N5D1-NS Bitung				
AUG	1.514	76.0%	57.4%	50.9%
SEP	1.537	85.4%	67.4%	-
OCT	2.480	86.3%	-	-
N5D2-NS Manado				
AUG	3.361	63.3%	44.5%	37.1%
SEP	3.212	77.4%	56.1%	-
OCT	4.020	81.9%	-	-
N5D3-NS Palu				
AUG	2.504	73.0%	50.4%	42.5%
SEP	3.374	68.5%	45.7%	-
OCT	5.665	78.2%	-	-

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	760	81.7%	52.0%	39.2%
SEP	372	87.4%	55.4%	-
OCT	313	83.4%	-	-
N4D2-SS Bone				
AUG	22.231	77.9%	41.3%	31.4%
SEP	15.772	76.1%	42.5%	-
OCT	10.773	69.8%	-	-
N4D3-SS Kendari				
AUG	3.977	88.2%	62.0%	50.2%
SEP	3.471	88.7%	62.0%	-
OCT	2.834	83.9%	-	-
N4D4-SS Makassar				
AUG	18.389	82.3%	54.0%	43.5%
SEP	14.486	81.8%	54.7%	-
OCT	10.844	78.8%	-	-
N4D5-SS Mamuju				
AUG	8.757	79.0%	46.9%	36.0%
SEP	4.879	78.8%	52.9%	-
OCT	3.790	78.7%	-	-
N4D6-SS Palopo				
AUG	3.514	75.3%	47.4%	35.6%
SEP	2.564	76.1%	48.0%	-
OCT	1.947	70.1%	-	-
N4D7-SS Pare Pare				
AUG	5.514	77.2%	42.3%	30.8%
SEP	3.223	77.2%	41.8%	-
OCT	2.091	73.0%	-	-
N5D1-NS Bitung				
AUG	1.933	83.2%	68.5%	58.5%
SEP	1.774	82.4%	66.2%	-
OCT	1.737	81.5%	-	-
N5D2-NS Manado				
AUG	5.620	79.7%	60.9%	51.9%
SEP	5.276	79.5%	61.9%	-
OCT	5.232	78.8%	-	-
N5D3-NS Palu				
AUG	23.957	68.2%	43.2%	33.4%
SEP	21.019	70.4%	45.0%	-
OCT	19.199	69.6%	-	-

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	907	83.7%	61.0%	51.8%
SEP	792	84.7%	59.6%	-
OCT	214	79.4%	-	-
N4D2-SS Bone				
AUG	17.173	83.0%	44.2%	36.4%
SEP	19.627	85.3%	49.2%	-
OCT	12.008	77.6%	-	-
N4D3-SS Kendari				
AUG	2.589	83.8%	63.0%	53.9%
SEP	2.759	86.0%	63.5%	-
OCT	874	78.7%	-	-
N4D4-SS Makassar				
AUG	9.448	83.3%	56.9%	48.3%
SEP	10.870	84.8%	58.7%	-
OCT	6.053	79.0%	-	-
N4D5-SS Mamuju				
AUG	4.146	83.3%	46.0%	37.9%
SEP	5.733	85.4%	48.9%	-
OCT	3.007	76.4%	-	-
N4D6-SS Palopo				
AUG	7.913	85.1%	52.0%	43.4%
SEP	8.529	85.9%	53.9%	-
OCT	4.648	78.7%	-	-
N4D7-SS Pare Pare				
AUG	10.918	86.3%	42.8%	34.5%
SEP	12.486	86.5%	47.1%	-
OCT	7.472	78.0%	-	-
N5D1-NS Bitung				
AUG	1.868	82.3%	66.5%	57.6%
SEP	1.838	85.4%	70.0%	-
OCT	743	78.9%	-	-
N5D2-NS Manado				
AUG	1.985	74.1%	55.5%	48.7%
SEP	1.963	78.4%	61.5%	-
OCT	838	71.1%	-	-
N5D3-NS Palu				
AUG	8.314	79.4%	43.9%	35.8%
SEP	7.914	78.1%	46.6%	-
OCT	5.597	75.2%	-	-

After market fully revamping the survival rate of SP 3GB is better than others.



Survival rate acquisition - XL

SP-ALL

SP-3 GB

SP- Others

SP- SP 0

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	1.769	84.6%	54.4%	44.7%
SEP	1.346	87.7%	56.6%	-
OCT	1.541	86.1%	-	-
N4D2-SS Bone				
AUG	35.676	84.5%	45.5%	36.9%
SEP	33.539	85.4%	49.8%	-
OCT	27.141	81.4%	-	-
N4D3-SS Kendari				
AUG	6.635	88.6%	63.3%	53.0%
SEP	6.600	89.0%	62.9%	-
OCT	7.133	87.4%	-	-
N4D4-SS Makassar				
AUG	23.179	86.2%	55.5%	46.4%
SEP	21.794	86.1%	56.3%	-
OCT	20.488	84.3%	-	-
N4D5-SS Mamuju				
AUG	10.947	83.2%	44.5%	34.6%
SEP	9.345	86.0%	49.2%	-
OCT	8.017	83.4%	-	-
N4D6-SS Palopo				
AUG	11.960	85.7%	54.2%	44.8%
SEP	12.281	86.7%	55.7%	-
OCT	11.699	83.6%	-	-
N4D7-SS Pare Pare				
AUG	17.110	84.2%	44.0%	34.8%
SEP	16.918	85.5%	47.2%	-
OCT	13.730	80.6%	-	-
N5D1-NS Bitung				
AUG	2.102	86.8%	66.8%	58.0%
SEP	2.114	87.7%	66.1%	-
OCT	2.244	87.5%	-	-
N5D2-NS Manado				
AUG	3.533	85.8%	59.1%	50.0%
SEP	3.587	87.3%	61.4%	-
OCT	3.675	86.1%	-	-
N5D3-NS Palu				
AUG	16.980	79.7%	43.4%	34.1%
SEP	15.584	78.9%	43.8%	-
OCT	15.001	76.1%	-	-

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	513	84.0%	57.5%	49.3%
SEP	508	84.8%	58.5%	-
OCT	1.132	86.9%	-	-
N4D2-SS Bone				
AUG	2.356	84.8%	60.8%	53.4%
SEP	3.662	85.4%	61.0%	-
OCT	9.312	87.2%	-	-
N4D3-SS Kendari				
AUG	1.039	85.9%	60.8%	53.5%
SEP	1.302	86.6%	61.5%	-
OCT	4.085	89.5%	-	-
N4D4-SS Makassar				
AUG	2.992	85.8%	63.1%	55.8%
SEP	4.084	83.9%	59.5%	-
OCT	9.995	87.6%	-	-
N4D5-SS Mamuju				
AUG	1.247	83.2%	56.1%	47.1%
SEP	1.692	85.3%	56.3%	-
OCT	3.844	86.8%	-	-
N4D6-SS Palopo				
AUG	2.510	82.9%	59.3%	49.7%
SEP	2.958	84.6%	58.5%	-
OCT	6.558	86.7%	-	-
N4D7-SS Pare Pare				
AUG	1.651	80.9%	53.9%	45.9%
SEP	2.144	82.6%	53.9%	-
OCT	4.813	85.4%	-	-
N5D1-NS Bitung				
AUG	807	88.1%	66.8%	58.5%
SEP	907	87.9%	68.6%	-
OCT	1.550	89.2%	-	-
N5D2-NS Manado				
AUG	1.043	85.8%	62.1%	53.4%
SEP	1.385	85.7%	61.1%	-
OCT	2.258	87.8%	-	-
N5D3-NS Palu				
AUG	1.348	78.1%	53.0%	43.6%
SEP	1.627	80.8%	51.9%	-
OCT	3.977	80.8%	-	-

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	661	82.5%	48.7%	36.3%
SEP	290	89.3%	50.0%	-
OCT	251	82.9%	-	-
N4D2-SS Bone				
AUG	18.626	82.0%	43.1%	33.4%
SEP	12.287	81.4%	45.1%	-
OCT	6.939	76.4%	-	-
N4D3-SS Kendari				
AUG	3.492	89.7%	62.5%	50.6%
SEP	2.940	90.1%	61.9%	-
OCT	2.279	86.0%	-	-
N4D4-SS Makassar				
AUG	13.707	84.9%	52.7%	42.8%
SEP	9.841	84.5%	52.8%	-
OCT	5.748	81.6%	-	-
N4D5-SS Mamuju				
AUG	6.483	81.2%	42.3%	31.3%
SEP	2.800	82.4%	46.3%	-
OCT	1.589	83.6%	-	-
N4D6-SS Palopo				
AUG	2.073	84.9%	53.1%	41.1%
SEP	1.313	86.0%	53.9%	-
OCT	760	80.0%	-	-
N4D7-SS Pare Pare				
AUG	5.032	78.4%	42.4%	30.9%
SEP	2.794	79.0%	41.9%	-
OCT	1.660	74.3%	-	-
N5D1-NS Bitung				
AUG	633	85.6%	68.2%	56.1%
SEP	490	84.5%	59.2%	-
OCT	372	86.8%	-	-
N5D2-NS Manado				
AUG	1.678	88.2%	58.8%	48.0%
SEP	1.331	89.8%	60.7%	-
OCT	1.044	87.6%	-	-
N5D3-NS Palu				
AUG	9.728	76.8%	42.9%	33.1%
SEP	8.128	77.5%	41.9%	-
OCT	6.372	72.3%	-	-

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	595	87.4%	58.0%	49.9%
SEP	548	89.4%	58.4%	-
OCT	158	85.4%	-	-
N4D2-SS Bone				
AUG	14.694	87.7%	46.0%	38.6%
SEP	17.590	88.3%	50.7%	-
OCT	10.890	79.6%	-	-
N4D3-SS Kendari				
AUG	2.104	88.1%	65.7%	56.8%
SEP	2.358	89.0%	64.9%	-
OCT	769	80.4%	-	-
N4D4-SS Makassar				
AUG	6.480	89.1%	57.8%	49.8%
SEP	7.869	89.2%	59.1%	-
OCT	4.745	80.6%	-	-
N4D5-SS Mamuju				
AUG	3.217	87.1%	44.5%	36.4%
SEP	4.853	88.4%	48.4%	-
OCT	2.584	78.1%	-	-
N4D6-SS Palopo				
AUG	7.377	86.8%	52.8%	44.2%
SEP	8.010	87.5%	54.9%	-
OCT	4.381	79.6%	-	-
N4D7-SS Pare Pare				
AUG	10.427	87.6%	43.2%	34.9%
SEP	11.980	87.6%	47.3%	-
OCT	7.257	78.8%	-	-
N5D1-NS Bitung				
AUG	662	86.3%	65.4%	59.2%
SEP	717	89.8%	67.8%	-
OCT	322	80.1%	-	-
N5D2-NS Manado				
AUG	812	80.9%	55.8%	49.9%
SEP	871	86.1%	63.1%	-
OCT	373	71.6%	-	-
N5D3-NS Palu				
AUG	5.904	84.7%	41.9%	33.6%
SEP	5.829	80.4%	44.1%	-
OCT	4.652	77.3%	-	-

After market fully revamping the survival rate of SP 3GB is better than others.



Survival rate acquisition - AXIS

SP-ALL

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	641	74,7%	62,1%	51,5%
SEP	537	74,7%	62,6%	-
OCT	544	75,7%	-	-
N4D2-SS Bone				
AUG	6.342	56,0%	32,8%	22,1%
SEP	5.743	58,0%	34,7%	-
OCT	5.340	58,2%	-	-
N4D3-SS Kendari				
AUG	2.098	53,3%	37,4%	30,5%
SEP	1.272	71,1%	53,9%	-
OCT	1.022	72,5%	-	-
N4D4-SS Makassar				
AUG	8.821	71,6%	55,5%	44,7%
SEP	8.533	74,6%	58,0%	-
OCT	7.671	75,4%	-	-
N4D5-SS Mamuju				
AUG	3.969	72,0%	57,5%	48,3%
SEP	3.704	73,5%	59,3%	-
OCT	3.788	75,4%	-	-
N4D6-SS Palopo				
AUG	2.407	60,2%	38,4%	28,4%
SEP	2.051	63,8%	39,9%	-
OCT	1.796	64,7%	-	-
N4D7-SS Pare Pare				
AUG	1.145	61,8%	38,6%	28,6%
SEP	1.063	63,3%	42,4%	-
OCT	903	64,7%	-	-
N5D1-NS Bitung				
AUG	3.213	77,0%	63,2%	54,7%
SEP	3.035	81,9%	69,2%	-
OCT	2.716	80,2%	-	-
N5D2-NS Manado				
AUG	7.433	67,9%	52,9%	45,3%
SEP	6.864	74,2%	59,3%	-
OCT	6.415	75,6%	-	-
N5D3-NS Palu				
AUG	17.795	63,2%	44,3%	35,1%
SEP	16.723	65,8%	47,1%	-
OCT	15.460	68,4%	-	-

SP-3 GB

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	230	71,3%	50,9%	43,0%
SEP	211	73,0%	58,3%	-
OCT	426	76,1%	-	-
N4D2-SS Bone				
AUG	258	53,5%	33,3%	27,9%
SEP	221	53,8%	39,4%	-
OCT	388	63,9%	-	-
N4D3-SS Kendari				
AUG	1.128	37,9%	22,4%	18,8%
SEP	340	58,8%	39,4%	-
OCT	362	69,6%	-	-
N4D4-SS Makassar				
AUG	1.171	62,3%	46,7%	40,7%
SEP	887	71,3%	55,8%	-
OCT	1.267	77,1%	-	-
N4D5-SS Mamuju				
AUG	766	73,1%	57,7%	51,4%
SEP	745	77,3%	60,9%	-
OCT	1.164	79,2%	-	-
N4D6-SS Palopo				
AUG	430	54,7%	33,5%	26,5%
SEP	281	59,8%	35,2%	-
OCT	342	69,6%	-	-
N4D7-SS Pare Pare				
AUG	172	62,2%	43,6%	36,0%
SEP	128	68,0%	50,0%	-
OCT	257	70,4%	-	-
N5D1-NS Bitung				
AUG	707	62,1%	46,7%	42,3%
SEP	630	81,7%	65,7%	-
OCT	930	81,4%	-	-
N5D2-NS Manado				
AUG	2.318	53,2%	36,6%	29,8%
SEP	1.827	71,2%	52,4%	-
OCT	1.762	74,4%	-	-
N5D3-NS Palu				
AUG	1.156	67,1%	47,4%	41,1%
SEP	1.747	57,0%	40,0%	-
OCT	1.688	72,1%	-	-

SP- Others

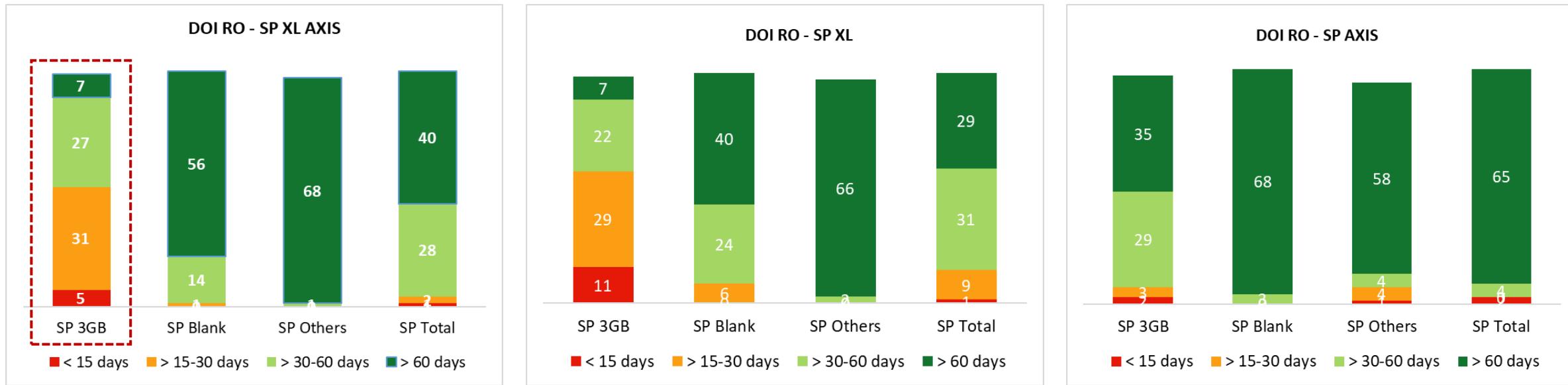
MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	99	76,8%	73,7%	58,6%
SEP	82	80,5%	74,4%	-
OCT	62	85,5%	-	-
N4D2-SS Bone				
AUG	3.605	56,8%	32,4%	21,1%
SEP	3.485	57,6%	33,7%	-
OCT	3.834	57,7%	-	-
N4D3-SS Kendari				
AUG	485	77,1%	58,4%	47,2%
SEP	531	81,0%	62,5%	-
OCT	555	75,5%	-	-
N4D4-SS Makassar				
AUG	4.682	74,6%	58,0%	45,6%
SEP	4.645	76,3%	58,6%	-
OCT	5.096	75,6%	-	-
N4D5-SS Mamuju				
AUG	2.274	72,4%	59,9%	49,4%
SEP	2.079	74,1%	61,9%	-
OCT	2.201	75,2%	-	-
N4D6-SS Palopo				
AUG	1.441	61,6%	39,3%	27,8%
SEP	1.251	65,7%	41,7%	-
OCT	1.187	63,7%	-	-
N4D7-SS Pare Pare				
AUG	482	64,9%	41,7%	29,5%
SEP	429	65,5%	41,5%	-
OCT	431	68,0%	-	-
N5D1-NS Bitung				
AUG	1.300	82,1%	68,7%	59,6%
SEP	1.284	81,5%	68,9%	-
OCT	1.365	80,1%	-	-
N5D2-NS Manado				
AUG	3.942	76,1%	61,8%	53,6%
SEP	3.945	76,1%	62,3%	-
OCT	4.188	76,6%	-	-
N5D3-NS Palu				
AUG	14.229	62,4%	43,3%	33,6%
SEP	12.891	65,9%	47,0%	-
OCT	12.827	68,2%	-	-

SP- SP 0

MONTH REAL	MO	M1	M2	M3
N4D1-SS Bombana				
AUG	312	76,6%	66,7%	55,4%
SEP	244	74,2%	62,3%	-
OCT	56	62,5%	-	-
N4D2-SS Bone				
AUG	2.479	55,1%	33,5%	23,0%
SEP	2.037	59,3%	35,8%	-
OCT	1.118	58,1%	-	-
N4D3-SS Kendari				
AUG	485	65,4%	51,1%	41,0%
SEP	401	68,6%	54,9%	-
OCT	105	66,7%	-	-
N4D4-SS Makassar				
AUG	2.968	70,6%	55,0%	45,0%
SEP	3.001	73,0%	57,6%	-
OCT	1.308	72,9%	-	-
N4D5-SS Mamuju				
AUG	929	70,2%	51,5%	43,2%
SEP	880	69,1%	51,9%	-
OCT	423	66,0%	-	-
N4D6-SS Palopo				
AUG	536	61,2%	39,9%	31,7%
SEP	519	61,3%	38,2%	-
OCT	267	62,9%	-	-
N4D7-SS Pare Pare				
AUG	491	58,7%	33,8%	25,3%
SEP	506	60,3%	41,3%	-
OCT	215	51,2%	-	-
N5D1-NS Bitung				
AUG	1.206	80,2%	67,1%	56,7%
SEP	1.121	82,5%	71,5%	-
OCT	421	77,9%	-	-
N5D2-NS Manado				
AUG	1.173	69,4%	55,3%	47,9%
SEP	1.092	72,3%	60,3%	-
OCT	465	70,8%	-	-
N5D3-NS Palu				
AUG	2.410	66,3%	48,9%	41,0%
SEP	2.085	71,9%	53,7%	-
OCT	945	64,9%	-	-

Update Stock SP per city – as of 13 Dec'25

7% (5) cities in Sulawesi have DOI RO SP 3GB <15 days



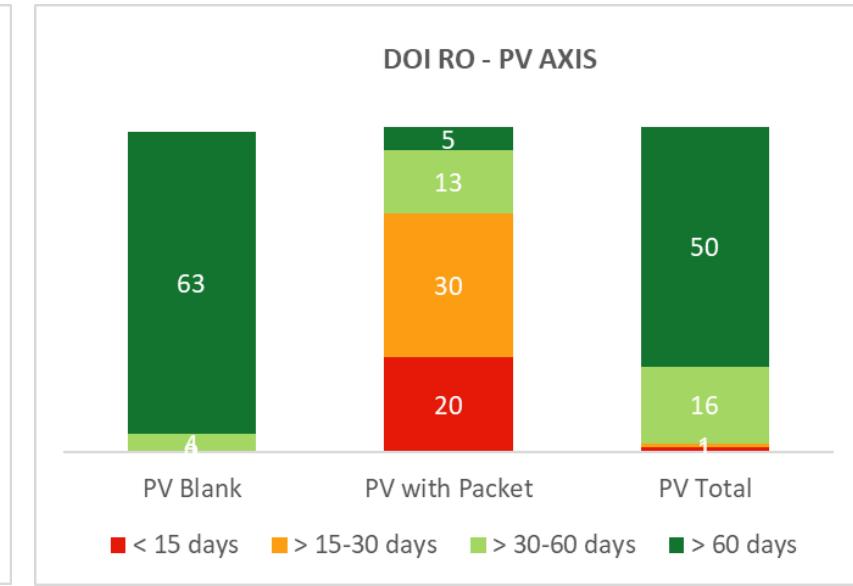
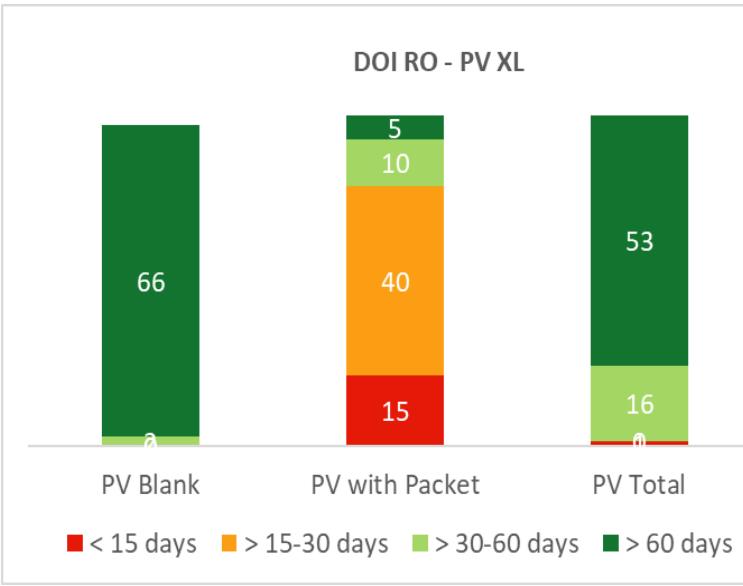
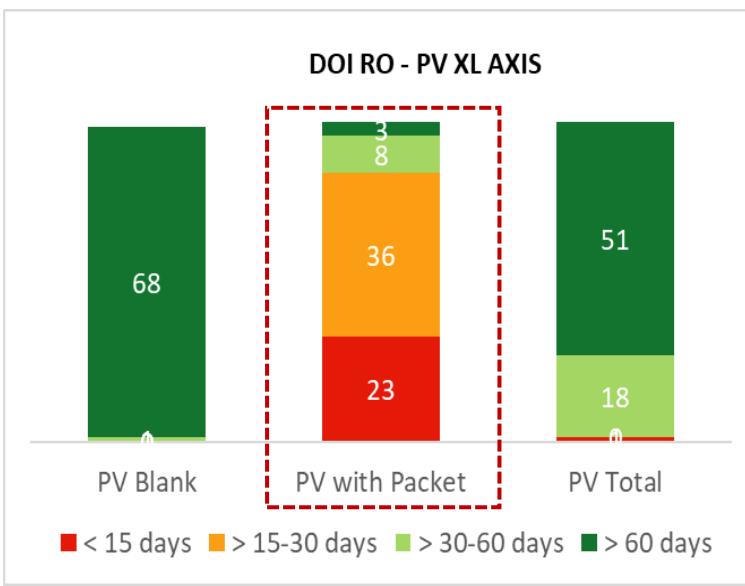
Sales Cluster	Sales City	Stock RO SP 3GB	MDA 28d Sellout	DOI RO	Cat SP 3GB
1 N-Southern Sulawesi	KAB. KONAWE KEPULAUAN	5	0	11 < 15 days	
2 N-Southern Sulawesi	KAB. BANTAEANG	293	21	14 < 15 days	
3 N-Southern Sulawesi	KAB. BULUKUMBA	595	59	10 < 15 days	
4 N-Southern Sulawesi	KAB. PINRANG	962	82	12 < 15 days	
5 N-Southern Sulawesi	KAB. BONE	2.113	151	14 < 15 days	
6 N-Southern Sulawesi	KAB. MAMUJU TENGAH	1	0	28 > 15-30 days	
7 N-Southern Sulawesi	KAB. KOLAKA TIMUR	63	4	16 > 15-30 days	
8 N-Northern Sulawesi	KAB. GORONTALO UTARA	91	4	22 > 15-30 days	
9 N-Southern Sulawesi	KAB. KONAWE UTARA	121	8	15 > 15-30 days	
10 N-Southern Sulawesi	KAB. BOMBANA	211	12	18 > 15-30 days	
11 N-Northern Sulawesi	KAB. POSO	382	13	29 > 15-30 days	
12 N-Northern Sulawesi	KAB. SIGI	413	14	29 > 15-30 days	
13 N-Southern Sulawesi	KAB. KOLAKA	418	26	16 > 15-30 days	
14 N-Southern Sulawesi	KAB. ENREKANG	492	20	25 > 15-30 days	
15 N-Southern Sulawesi	KAB. TAKALAR	505	31	16 > 15-30 days	
16 N-Southern Sulawesi	KAB. MAJENE	573	22	26 > 15-30 days	
17 N-Northern Sulawesi	KAB. MOROWALI	577	28	21 > 15-30 days	
18 N-Southern Sulawesi	KAB. KONAWE SELATAN	653	23	29 > 15-30 days	
19 N-Southern Sulawesi	KAB. JENEPONTO	672	38	18 > 15-30 days	
20 N-Southern Sulawesi	KAB. MAMUJU UTARA	726	25	29 > 15-30 days	
21 N-Southern Sulawesi	KAB. SOPENG	775	40	19 > 15-30 days	
22 N-Southern Sulawesi	KAB. SINJAI	792	51	15 > 15-30 days	
23 N-Southern Sulawesi	KOTA PARE PARE	855	32	26 > 15-30 days	
24 N-Southern Sulawesi	KAB. MAROS	926	49	19 > 15-30 days	
25 N-Southern Sulawesi	KAB. PANGKAJENE KEPULAUAN	984	46	22 > 15-30 days	
26 N-Southern Sulawesi	KAB. KONAWE	1.012	49	21 > 15-30 days	
27 N-Southern Sulawesi	KAB. LUWU UTARA	1.029	57	18 > 15-30 days	
28 N-Southern Sulawesi	KAB. LUWU TIMUR	1.112	61	18 > 15-30 days	
29 N-Northern Sulawesi	KOTA PALU	1.154	58	20 > 15-30 days	
30 N-Southern Sulawesi	KOTA PALPO	1.320	70	19 > 15-30 days	
31 N-Southern Sulawesi	KAB. WAJO	1.599	89	18 > 15-30 days	
32 N-Southern Sulawesi	KAB. GOWA	1.617	78	21 > 15-30 days	
33 N-Southern Sulawesi	KOTA KENDARI	1.671	69	24 > 15-30 days	
34 N-Southern Sulawesi	KAB. SIDENRENG RAPPANG	2.053	89	23 > 15-30 days	
35 N-Southern Sulawesi	KAB. LUWU	2.079	103	20 > 15-30 days	
36 N-Southern Sulawesi	KOTA MAKASSAR	5.601	190	30 > 15-30 days	

Sales Cluster	Sales City	Stock RO SP 3GB	MDA 28d Sellout	DOI RO	Cat SP 3GB
1 N-Southern Sulawesi	KAB. KONAWE KEPULAUAN	5	0	11 < 15 days	
2 N-Southern Sulawesi	KAB. KOLAKA TIMUR	53	4	14 < 15 days	
3 N-Southern Sulawesi	KAB. KONAWE UTARA	108	8	14 < 15 days	
4 N-Southern Sulawesi	KAB. BANTAENG	132	19	7 < 15 days	
5 N-Southern Sulawesi	KAB. TAKALAR	366	27	13 < 15 days	
6 N-Southern Sulawesi	KAB. JENEPONTO	369	33	11 < 15 days	
7 N-Southern Sulawesi	KAB. KOLAKA	382	26	15 < 15 days	
8 N-Southern Sulawesi	KAB. BULUKUMBA	431	59	7 < 15 days	
9 N-Southern Sulawesi	KAB. SINJAI	680	50	14 < 15 days	
10 N-Southern Sulawesi	KAB. PINRANG	745	80	9 < 15 days	
11 N-Southern Sulawesi	KAB. BONE	1.842	147	13 < 15 days	
12 N-Southern Sulawesi	KAB. MAMUJU TENGAH	1	0	28 > 15-30 days	
13 N-Southern Sulawesi	KAB. BOMBANA	180	11	16 > 15-30 days	
14 N-Northern Sulawesi	KAB. SIGI	204	10	21 > 15-30 days	
15 N-Northern Sulawesi	KAB. POSO	226	9	25 > 15-30 days	
16 N-Southern Sulawesi	KAB. MAJENE	271	14	19 > 15-30 days	
17 N-Southern Sulawesi	KAB. KONAWE SELATAN	376	18	21 > 15-30 days	
18 N-Northern Sulawesi	KAB. MINAHASA UTARA	393	14	28 > 15-30 days	
19 N-Southern Sulawesi	KAB. ENREKANG	445	20	23 > 15-30 days	
20 N-Northern Sulawesi	KAB. MOROWALI	487	26	18 > 15-30 days	
21 N-Southern Sulawesi	KAB. MAMUJU UTARA	520	24	22 > 15-30 days	
22 N-Southern Sulawesi	KAB. PANGKAJENE KEPULAUAN	572	38	15 > 15-30 days	
23 N-Northern Sulawesi	KOTA GORONTALO	573	19	30 > 15-30 days	
24 N-Southern Sulawesi	KOTA PARE PARE	580	30	19 > 15-30 days	
25 N-Southern Sulawesi	KAB. MAROS	598	39	15 > 15-30 days	
26 N-Southern Sulawesi	KAB. MUNA	639	24	27 > 15-30 days	
27 N-Southern Sulawesi	KAB. SOPENG	644	40	16 > 15-30 days	
28 N-Northern Sulawesi	KOTA PALU	711	45	16 > 15-30 days	
29 N-Southern Sulawesi	KAB. BARRU	713	29	24 > 15-30 days	
30 N-Southern Sulawesi	KAB. KONAWE	820	48	17 > 15-30 days	
31 N-Southern Sulawesi	KAB. LUWU UTARA	906	56	16 > 15-30 days	
32 N-Southern Sulawesi	KOTA KENDARI	1.013	61	17 > 15-30 days	
33 N-Southern Sulawesi	KAB. LUWU TIMUR	1.042	60	17 > 15-30 days	
34 N-Southern Sulawesi	KOTA PALPO	1.097	65	17 > 15-30 days	
35 N-Southern Sulawesi	KAB. GOWA	1.248	71	18 > 15-30 days	
36 N-Southern Sulawesi	KAB. WAJO	1.305	86	15 > 15-30 days	
37 N-Southern Sulawesi	KAB. SIDENRENG RAPPANG	1.568	86	18 > 15-30 days	
38 N-Northern Sulawesi	KOTA MANADO	1.613	57	28 > 15-30 days	
39 N-Southern Sulawesi	KAB. LUWU	1.642	98	17 > 15-30 days	
40 N-Southern Sulawesi	KOTA MAKASSAR	4.848	175	28 > 15-30 days	

Sales Cluster	Sales City	Stock RO SP 3GB	MDA 28d Sellout	DOI RO	Cat SP 3GB
1 N-Southern Sulawesi	KAB. KONAWE KEPULAUAN	-	0	0,0	< 15 days
2 N-Northern Sulawesi	KAB. GORONTALO UTARA	42	3,6	11,5	< 15 days
3 N-Northern Sulawesi	KAB. MINAHASA TENGGARA	67	2,6	25,7	> 15-30 days
4 N-Northern Sulawesi	KAB. DONGGALA	210	7,0	29,8	> 15-30 days
5 N-Northern Sulawesi	KAB. PARIGI MOUTONG	509	20,6	24,7	> 15-30 days

Update Stock PV per city – as of 13 Dec'25

33% (23) cities in Sulawesi have DOI RO PV with Packet <15 days



No	Sales Cluster	Sales City	Stock RO SP 3GB	MDA 28d Sellout	DOI RO	Cat SP 3GB
1	N-Northern Sulawesi	KAB. BOALEMO	319	30	11 < 15 days	
2	N-Northern Sulawesi	KAB. BOLAANG MONGONDOW TIMUR	335	23	15 < 15 days	
3	N-Northern Sulawesi	KAB. GORONTALO UTARA	2.504	246	10 < 15 days	
4	N-Northern Sulawesi	KAB. DONGGALA	3.828	311	12 < 15 days	
5	N-Southern Sulawesi	KAB. LUWU UTARA	4.498	314	14 < 15 days	
6	N-Northern Sulawesi	KAB. MINAHASA SELATAN	4.622	316	15 < 15 days	
7	N-Northern Sulawesi	KAB. POSO	5.292	389	14 < 15 days	
8	N-Northern Sulawesi	KAB. SIGI	7.313	561	13 < 15 days	
9	N-Southern Sulawesi	KAB. MAJENE	7.319	525	14 < 15 days	
10	N-Southern Sulawesi	KAB. BANTAENG	8.528	844	10 < 15 days	
11	N-Northern Sulawesi	KAB. MINAHASA TENGGARA	8.573	810	11 < 15 days	
12	N-Southern Sulawesi	KAB. SINJAI	9.133	706	13 < 15 days	
13	N-Southern Sulawesi	KOTA PARE PARE	9.514	768	12 < 15 days	
14	N-Southern Sulawesi	KAB. KONAWE	9.974	777	13 < 15 days	
15	N-Northern Sulawesi	KAB. MINAHASA	16.996	1.348	13 < 15 days	
16	N-Southern Sulawesi	KAB. PINRANG	18.594	1.306	14 < 15 days	
17	N-Northern Sulawesi	KAB. MINAHASA UTARA	18.833	1.321	14 < 15 days	
18	N-Southern Sulawesi	KAB. LUWU	19.421	1.499	13 < 15 days	
19	N-Northern Sulawesi	KAB. GORONTALO	20.308	1.545	13 < 15 days	
20	N-Southern Sulawesi	KAB. BULUKUMBA	23.263	1.796	13 < 15 days	
21	N-Northern Sulawesi	KAB. PARIGI MOUTONG	23.623	1.655	14 < 15 days	
22	N-Southern Sulawesi	KAB. PANGKAJENE KEPULAUAN	28.717	2.082	14 < 15 days	
23	N-Southern Sulawesi	KAB. POLEWALI MANDAR	42.058	2.976	14 < 15 days	

No	Sales Cluster	Sales City	Stock RO PV Packet	MDA 28d Sellout	DOI RO	Cat SP 3GB
1	N-Northern Sulawesi	KAB. BOLAANG MONGONDOW TIMUR	138	14,1	9,8 < 15 days	
2	N-Northern Sulawesi	KAB. BOALEMO	186	21,4	8,7 < 15 days	
3	N-Northern Sulawesi	KAB. MINAHASA SELATAN	3.851	280,9	13,7 < 15 days	
4	N-Southern Sulawesi	KAB. LUWU UTARA	3.935	291,3	13,5 < 15 days	
5	N-Southern Sulawesi	KAB. LUWU TIMUR	5.121	350,9	14,6 < 15 days	
6	N-Southern Sulawesi	KAB. BANTAENG	6.392	651,2	9,8 < 15 days	
7	N-Southern Sulawesi	KOTA PARE PARE	7.247	576,8	12,6 < 15 days	
8	N-Southern Sulawesi	KAB. SINJAI	7.983	648,1	12,3 < 15 days	
9	N-Northern Sulawesi	KAB. MINAHASA UTARA	9.398	630,7	14,9 < 15 days	
10	N-Southern Sulawesi	KAB. KONAWE	9.697	755,7	12,8 < 15 days	
11	N-Southern Sulawesi	KAB. PINRANG	15.850	1.141,1	13,9 < 15 days	
12	N-Southern Sulawesi	KAB. PANGKAJENE KEPULAUAN	16.009	1.095,5	14,6 < 15 days	
13	N-Southern Sulawesi	KAB. LUWU	16.379	1.357,7	12,1 < 15 days	
14	N-Southern Sulawesi	KAB. SIDENRENG RAPPANG	20.967	1.404,0	14,9 < 15 days	
15	N-Southern Sulawesi	KAB. BULUKUMBA	22.486	1.770,0	12,7 < 15 days	

No	Sales Cluster	Sales City	Stock RO PV Packet	MDA 28d Sellout	DOI RO	Cat SP 3GB
1	N-Southern Sulawesi	KAB. KOLAKA TIMUR	-	0	< 15 days	
2	N-Southern Sulawesi	KAB. KOLAKA	1	0	9 < 15 days	
3	N-Southern Sulawesi	KAB. KONAWE KEPULAUAN	1	1	1 < 15 days	
4	N-Northern Sulawesi	KAB. TOU TOLI	175	19	9 < 15 days	
5	N-Southern Sulawesi	KAB. KONAWE	277	21	13 < 15 days	
6	N-Southern Sulawesi	KAB. BANTAENG	2.136	193	11 < 15 days	
7	N-Northern Sulawesi	KAB. GORONTALO UTARA	2.172	227	10 < 15 days	
8	N-Southern Sulawesi	KOTA PARE PARE	2.267	191	12 < 15 days	
9	N-Northern Sulawesi	KAB. DONGGALA	2.703	261	10 < 15 days	
10	N-Northern Sulawesi	KAB. POSO	3.602	291	12 < 15 days	
11	N-Southern Sulawesi	KAB. MAJENE	4.872	407	12 < 15 days	
12	N-Northern Sulawesi	KAB. SIGI	5.142	467	11 < 15 days	
13	N-Northern Sulawesi	KAB. MINAHASA TENGGARA	5.160	663	8 < 15 days	
14	N-Northern Sulawesi	KAB. MINAHASA UTARA	9.435	691	14 < 15 days	
15	N-Northern Sulawesi	KAB. MINAHASA	9.476	919	10 < 15 days	
16	N-Northern Sulawesi	KAB. GORONTALO	11.946	1.045	11 < 15 days	
17	N-Southern Sulawesi	KAB. PANGKAJENE KEPULAUAN	12.708	987	13 < 15 days	
18	N-Northern Sulawesi	KAB. PARIGI MOUTONG	22.363	1.607	14 < 15 days	
19	N-Southern Sulawesi	KAB. POLEWALI MANDAR	26.245	2.482	11 < 15 days	
20	N-Northern Sulawesi	KOTA BITUNG	37.615	2.613	14 < 15 days	



Thank You