



THE STEVIE® AWARDS  
The World's Premier Business Award Competitions



# Transform Agriculture Through Digital Technologies

**Promoting Digital Forums to Support SME Growth**

Jakarta, 2 Maret 2023

# Telkom Indonesia's Transformation in a Digital Era

## Digital Environment

Delivering digital connectivity through the construction of a reliable telecommunications infrastructure

Telkom Indonesia and ThalesAlenia Space signed a contract to build a **High Throughput Satellite**

Began construction of the Bifrost subsea cable system that directly connects Indonesia with Singapore and America

Provided infrastructure support for **Modern Broadband City**

Mongoosky, a satellite-based internet service for 33 remote villages

Indihome built fixed broadband connectivities from the very west to the very east of Indonesia

IndiHome  
498 Regency Capitals

## Digital Society

Provided various digital products and services to facilitate community activities

Offered additional **entertainment content** for IndiHome subscribers: MOLA, Netflix, Viu, Neptune TV KPP, Disney+ Hotstar, iNkids

Re-launched **myIndiHome**

Supported the innovations of the younger generation to develop the best digital talent:

ITDRI and Gajek launched **The Young People Advancing Together with 1,000 Startups Program**

Organized the **ITDRI Festival**, a Virtual Event to support the development of Indonesian digital talent

Nurtured digital talents through our **Fiber Optic laboratory for vocational high schools**

Indihome launched **Limitless Export Academy (LEAD)** to support the development of Indonesian eSport athletes

Expanded **Digital Adoption and Digital Creativity** by Universities through **Telkom Smart Campus Award 2021**

## Digital Economy

Engages in a collaborative synergy with other SOEs and institutions to promote their digitalization programs to ameliorate their added value:

Digitalization of monitoring the distribution of **fuel and natural gas**

Digitalization of **Grand Batam City's Smart Industrial Estate**

Digitalization of **Papua Indonesia's business processes**

Provision of Agree Suite platform services for **Mitra RUMDES**

Digitalization of the establishment of an SOE Holding for survey services **BKI**

Advanced Indonesia's digital economy and provided convenience for users through technology-based transactions:

**PADI UMKM**, an SOE Marketplace used by 27,076 MSMEs

**mySoalton**, an application to facilitate MSMEs to Go Online

**TADEX**, the Tanah Air Digital Exchange to digitalize advertising

Took part in national and international events by providing digitalization services for:

- Hanover Messe 2021
- Gernas BBI NTT, Kilau Permata Digital Fibromera
- Official Platinum Telco Partner PON XX Papua 2021
- World Super Bike Mandalika
- Digital Generation Acceleration Movement

Topped off of the **Hyperscale Data Center**

Inaugurated the **newCentrix data center** in Meruya & Ulin Banjarmasin

**Business Streamlining TelkomGroup Data Center Consolidation**

26 Data Centers  
5 Increases  
21 Decreases including newCentrix

## Digital Initiative

With its enthusiasm for collaborations and innovation, Telkom provides solutions for a flourishing Indonesia

Telkom and Microsoft Indonesia began a collaboration to build a national **intelligent infrastructure**, encourage digital talents, and accelerate the digital transformation.

Inaugurated the **Merah Putih Fund and the Indonesia Digital Tribe**

**AMOEBa** (Telkom's Internal Innovator Incubation Program)

Partners: BIGBROS, NETMON, Industry, ganoon, spinlab, Vutura, Tomps

Digital Investment  
Telkomsel x gojek

Indigo  
Rp71.98B in total seed funding  
Rp39T the value of our joint efforts

17 IndigoSpace 3 IndigoHub

Makeup of the Indigo active startups:

8.4% E-Commerce Sector

10.08% Agriculture Sector

3.4% E-Commerce and Agriculture Sector

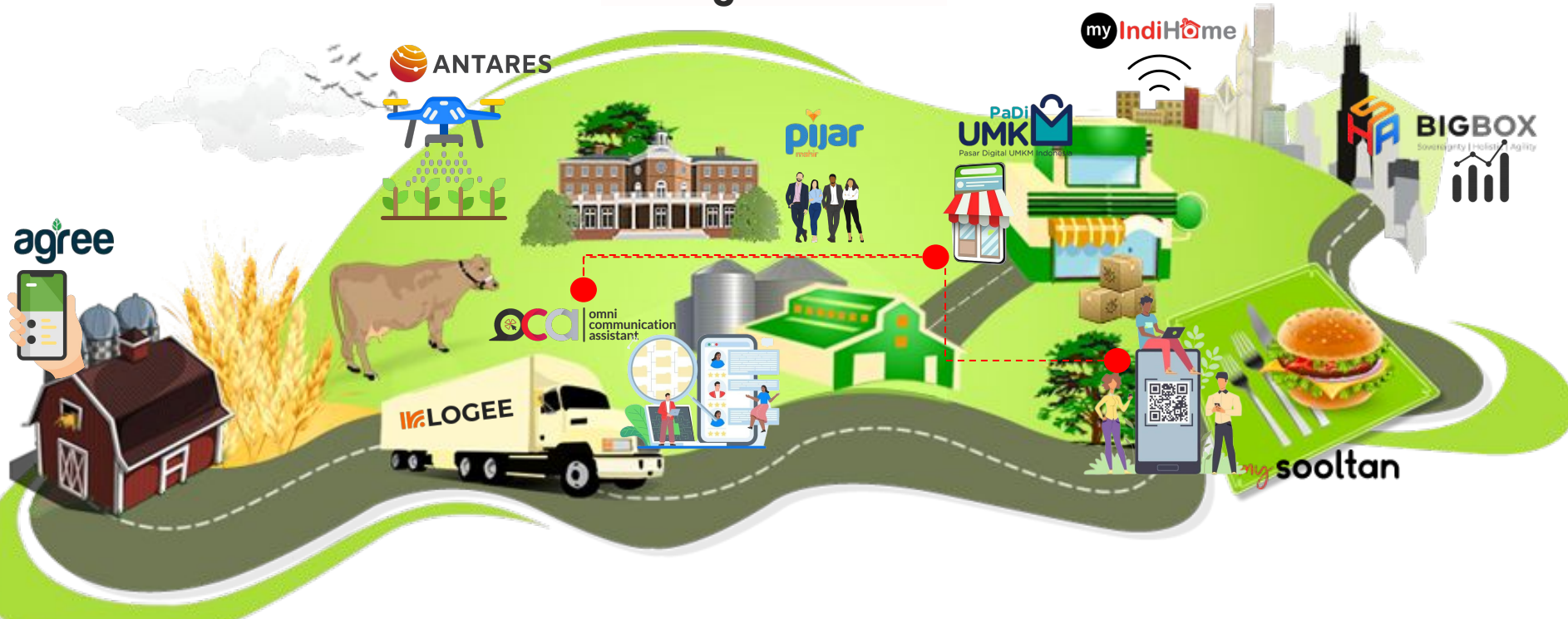


the world in your hand

# Telkom's Digital Ecosystem

Telkom monitors digital developments in key sectors in Indonesia to ensure that they remain relevant and have a positive impact on society.

## Our Digital Product

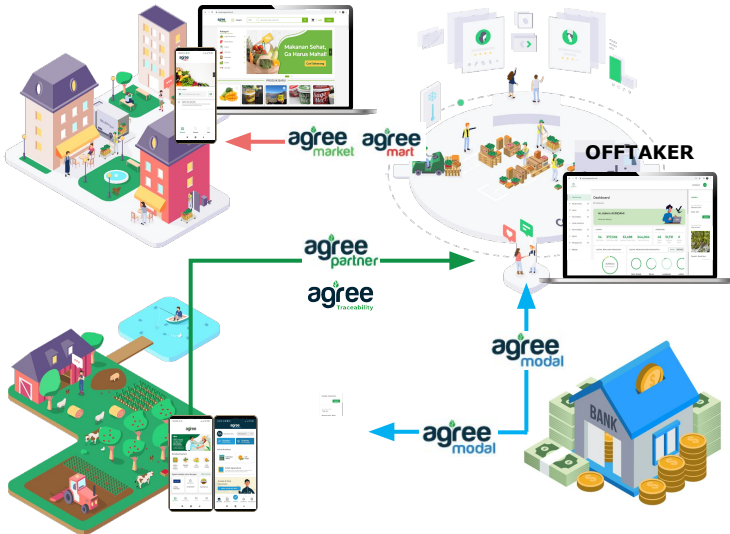


# At a Glance : Agree by Telkom Indonesia

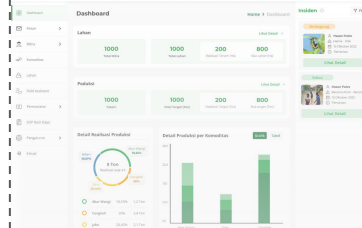


From upstream to downstream, digital products that serve as enablers of the agricultural ecosystem. It is the responsibility of Agree to **connect all stakeholders in the agricultural industry** in order to create a mutually beneficial ecosystem in order to create food security in Indonesia.

## AGRICULTURAL ECOSYSTEM SCHEME



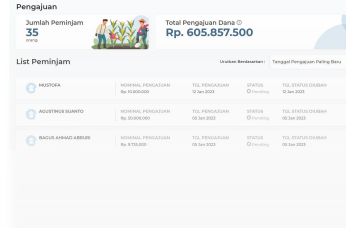
**109.000+ REGISTERED FARMERS**



Using the application, you can **monitor** cultivation activities, post-harvest, and record purchase transactions from farmers.



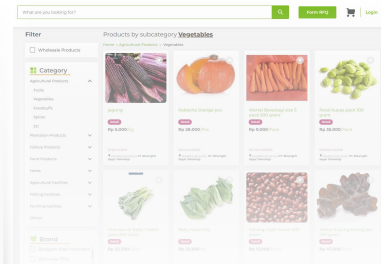
**250+ STAKEHOLDERS**



Connecting agricultural business actors and Agribusiness Companies with Financial Services Institutions to increase access to **capital**.



**RP 800M+ TRANSACTIONS \*2021-2023**



Allow for the digital **marketing** of agribusiness products at both the wholesale (**B2B**) and retail levels (**B2C**).



# Agree's Impact to the Ecosystem

## OUR GOALS



### Smart Ecosystems

From upstream to downstream, we are creating a complete digital ecosystem for agriculture, fisheries, and animal husbandry.



### Smart Technology

Using technology to boost efficiency and productivity

## MARKET AND DATA MONITORING



**99%**

Fund Absorbed to optimize cultivation



**60%**

Incidents during cultivation can be handled



**100%**

Production and Farmer Data can be traced

## SMART FARMING



**57%**

Time Effectiveness Drone Watering



**88%**

Decreased Operational Costs

## FINANCING



**96%**

from submission data disbursed



**45%**

early repayment



**100%**

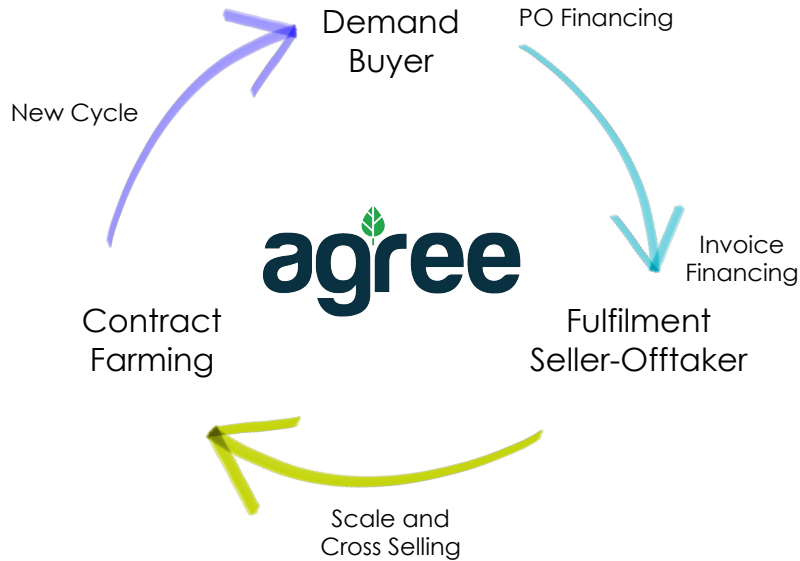
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## Kolaborasi Dengan Ekosistem Pertanian



# Expanding the Impact : LEVERAGE LEVEL!

Agree has a duty **to connect all stakeholders in the agricultural industry** so as to create a mutually beneficial ecosystem to create food security in Indonesia.



## OUR BELOVED CUSTOMER

### CV DAB Subur

Entrusted by **Indesso** to supply citronella oil, CV DAB Subur is collaborating with Agree in expanding cultivation with a planting contract scheme.

As of February, we have reached 273 ha and the disbursement of cultivation capital has reached IDR 375,000,000

### PT Pasir Tengah

PT Pasir Tengah, a subsidiary of the **WMP Group**, monitors livestock feed alongside Agree.

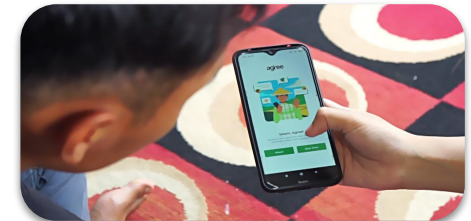
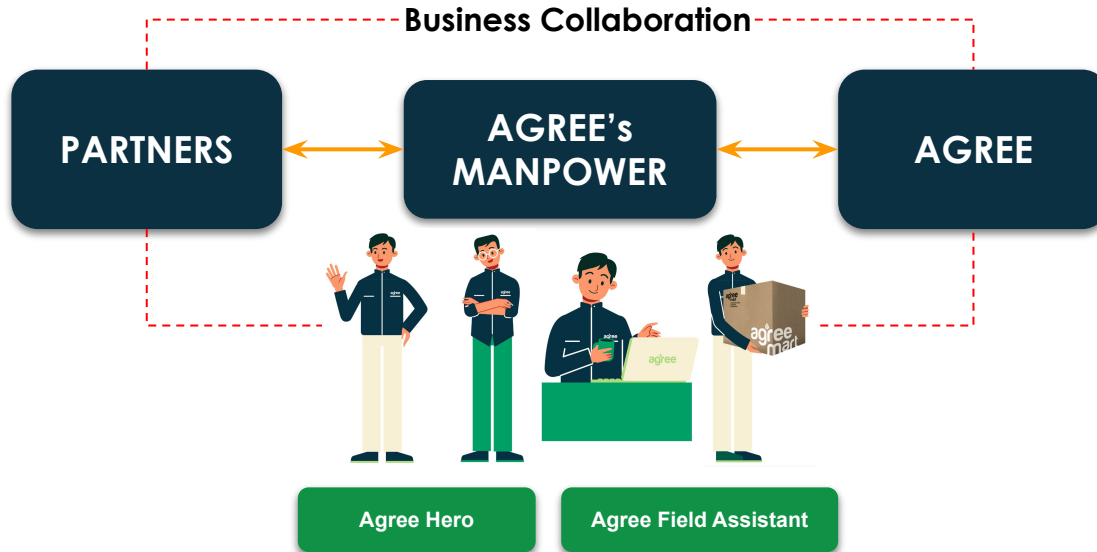
Feed monitoring is intended to ensure that livestock have access to fodder on a daily basis.

Pasir Tengah achieved a 30% operational cost efficiency per day while being monitored by Agree.

# Involved up to the Field and in to the Sea

**Agree by Telkom Indonesia** has human resources that are always available to maintain and engage with partners.

**Agree Hero** aims to socialize with local people about Agree, matchmaking with offtaker, and digital training. Meanwhile, **Agree Field Assistant** is a Agronomist in charge for farmer validation and other technical activities to help the offtaker.



# THANK YOU

**Baskara Widhi**  
*Head of Product*

**Zuhed Nur**  
*Agriculture Tribe Leader*

**Hikmatullah Insan Purnama**  
*Head of Digital Vertical Ecosystem  
Agriculture*

**Ahmad R. Djarkasih**  
*Aquaculture and Fishery Tribe  
Leader*



More than 4 years Experience in  
Agriculture sectors and building  
digital product from scratch



More than 15 years Experience in  
financial services and building  
digital payment product from  
scratch



More than 25 years Experience in  
various industries, business  
strategy and people  
development



More than 15 years Experience in  
digital product development and  
engineering