

elitery



Proprietary & Confidentials

PUBLIC EXPOSE 2026

Driving Sustainable Value
Through Strategic Innovation

IDX: ELIT | Public Expose ELITERY 2026



PT. Data Sinergitama Jaya Tbk (Elitery)



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Business Outlook 2026

Board of Commissioners and Board of Directors

**Roestiandi
Tsamanov**

President
Commissioners



**Thomas Irawan
Tjahjono**

Commissioners



**Peter
Djatismiko**

Independent
Commissioners



**Kresna
Adiprawira**

President Director



**Frans
Sulandra**

Vice President
Director



**Audy Satria
Wardhana**

Director



**Indra
Dwiputra**

Director



**Ery Setyo
Wibowo**

Director



**Erwin Damar
Prasetyo**

Director



Elitery, a market leader in managed services, optimizes your IT infrastructure so you can focus on innovation and growth.

+15

Years of Managed
Service Expertise

ELIT

Publicly Listed Company
since 2023

+200

Happy Customers

+1000

Cloud Resources
Under Our Management

+3000

ATM Banking
Monitored by Elivision

100%

Engineers Certified
(Google Cloud, AWS,
Microsoft Azure,
Alibaba)

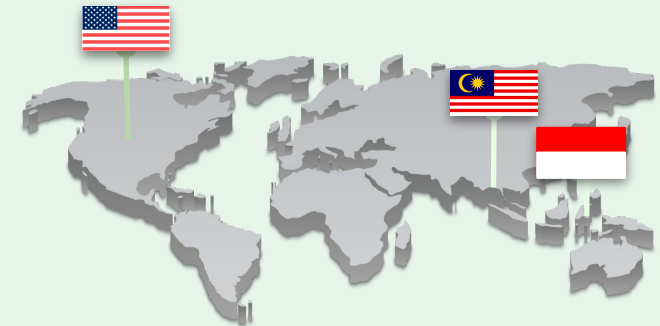
88%

Great Place To Work
Certified 2025

83%

Customer Satisfaction
Survey 2025

We are present in **Indonesia,**
Malaysia, and United States.



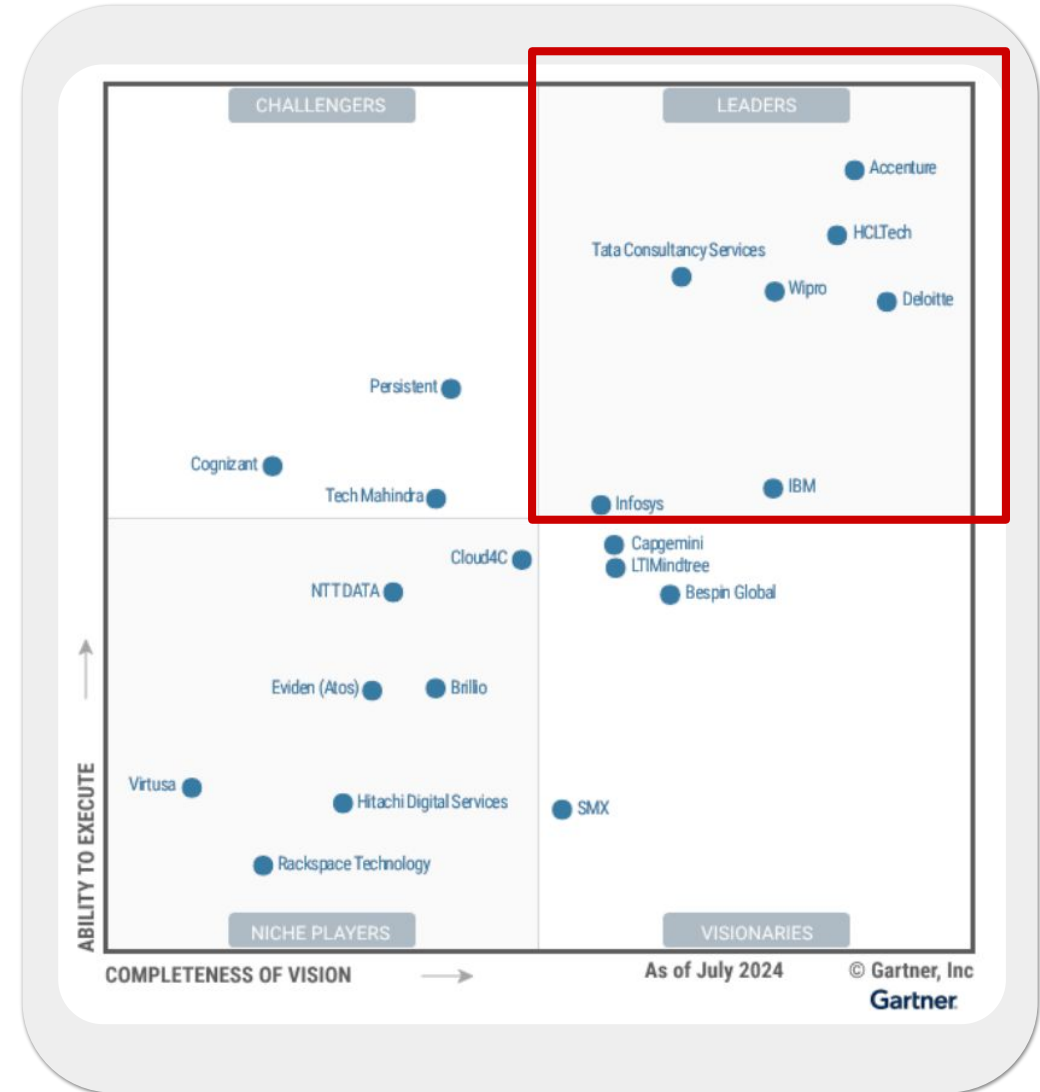
VISION & MISSION

VISION

To be in the leader quadrant of the Gartner Magic Quadrant for “Public Cloud IT Transformation Services”

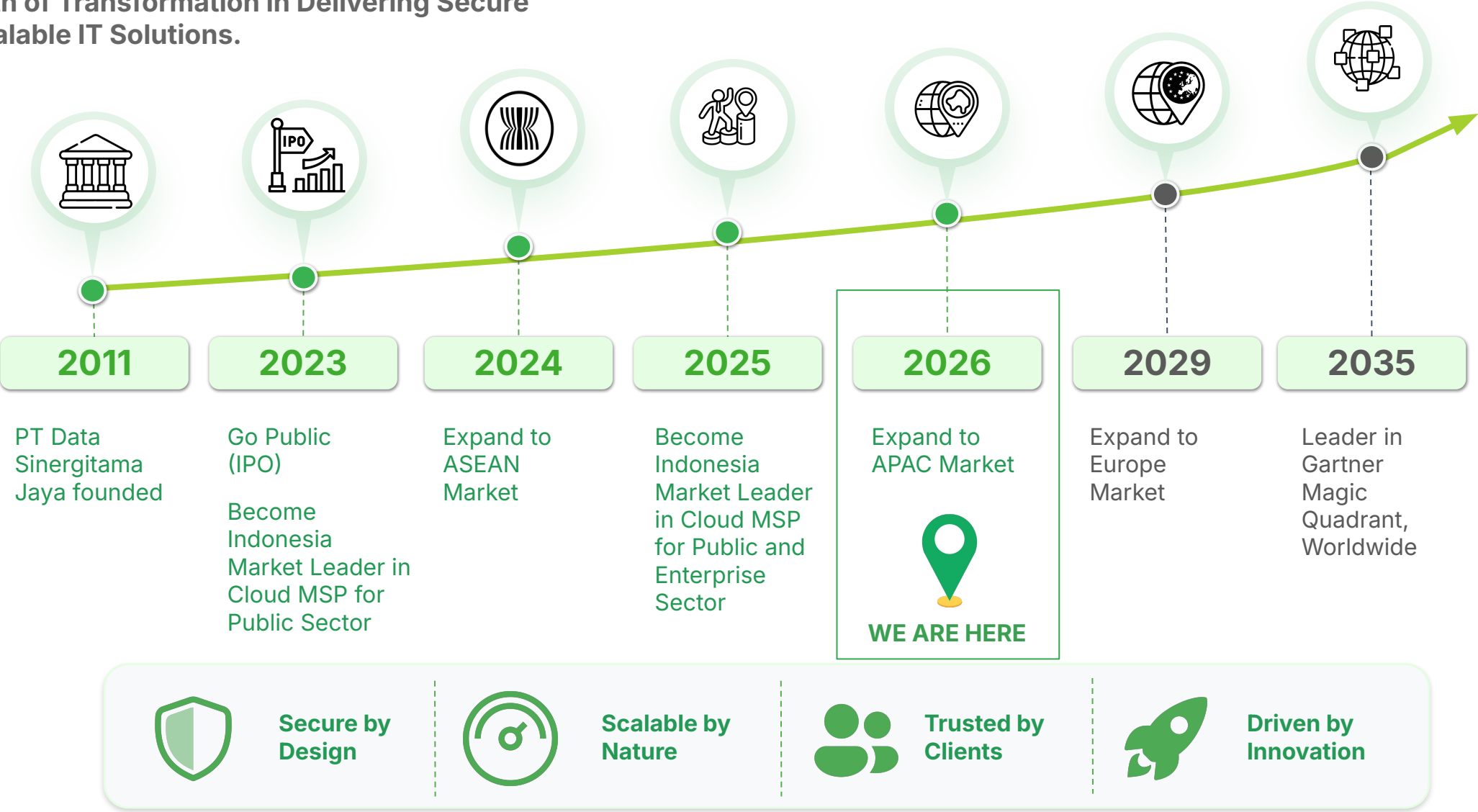
MISSION

To bring **benefits for society** by using **information technology**



ELITERY'S JOURNEY

Our Path of Transformation in Delivering Secure and Scalable IT Solutions.



SERVICES & PRODUCTS ELITERY

As of 2025, Elitery has served **216 customers**.

By Q1 2026, **65 customers (42%)** have stayed with us for **8+ years**, reflecting our commitment to reliable, high-quality solutions.

Service



Elite Cloud Managed Service (ECMS)

Cloud infrastructure setup, migration, and 24/7 monitoring.



Elite Managed Security Services (EMSS)

24/7 cybersecurity protection, threat detection, and response.



Products



Elipedia

Enterprise-ready
AI-based Knowledge
Management
Chatbot



Elicoverly

Disaster
Recovery as a
Service (DRaaS)



Elivision

Video Monitoring & Data
Management



SiPANDU

Integrated Reporting
Information System



Others

Colocation, Managed Network,
BCP, IAAS, Gitlab, Elivault, Medtro



ACHIEVEMENTS

Milestones that drive our growth and recognition



Migration Services

Elitery Officially Earns the AWS Migration Competency Designation



Building Malaysia's Future Tech Talent with AWS CendekiAwan



Elitery became a Google Cloud Security - Services Partner Specialization



Elitery became a Google Cloud Partner - Managed Security Service Provider (2024-2025)



Elitery became a Google Cloud Partner Managed Service Provider (MSP) (2023-2025)



Elitery Earns Bronze Winner at the Public Relations Indonesia Awards 2026



Elitery Wins the Corporate Secretary Champion 2025 Award – SWA Awards



Elitery Receives the 2025 Indonesia Industrial Services Awards (IdSAs).



Elitery Receives the 2025 Jakarta Investment Award (JIA).



Elitery Earns Great Place to Work® (GPTW) Certification for 2024 & 2025



Elitery Wins Indonesia Best CFO 2024 at the SWA Awards

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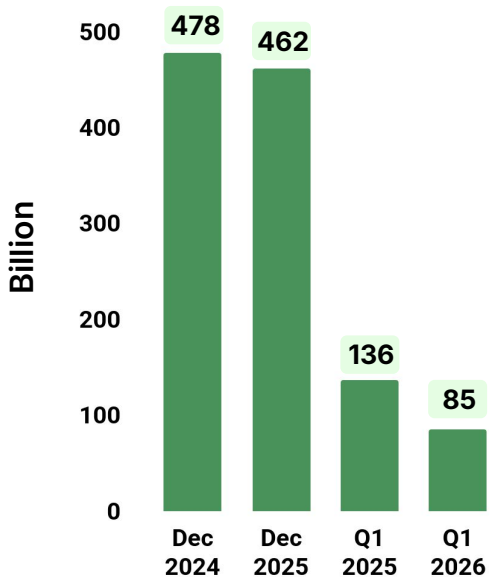
Business Outlook 2026

PROFIT & LOSS

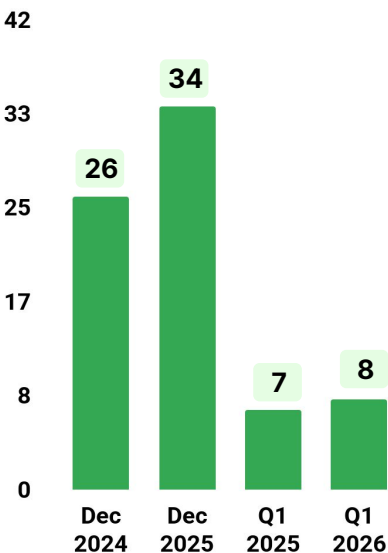
Audited: FY 2024 & FY 2025 | Unaudited: Q1 2025 & Q1 2026

Profitability

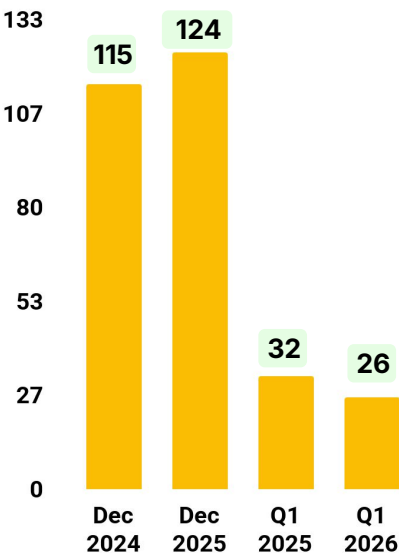
Revenue



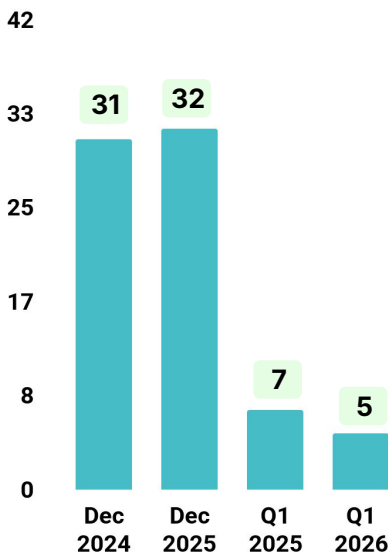
Net Profit



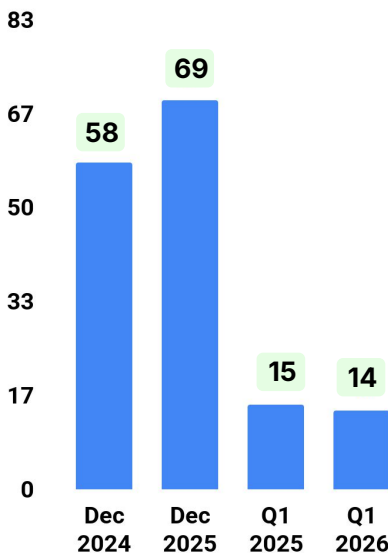
Gross Profit



Operating Profit



EBITDA



		YoY (Dec 2025 vs Dec 2024)		QoQ (Q1 2026 vs Q1 2025)
Revenue	↓	(3.23%)	↓	(37.39%)
Net Profit	↑	+30.35%	↑	+10.56%
Gross Profit	↑	+7.69%	↓	(18.02%)

		YoY (Dec 2025 vs Dec 2024)		QoQ (Q1 2026 vs Q1 2025)
Operating Profit	↑	+2.90%	↓	(33.22%)
EBITDA	↑	+17.49%	↓	(7.86%)

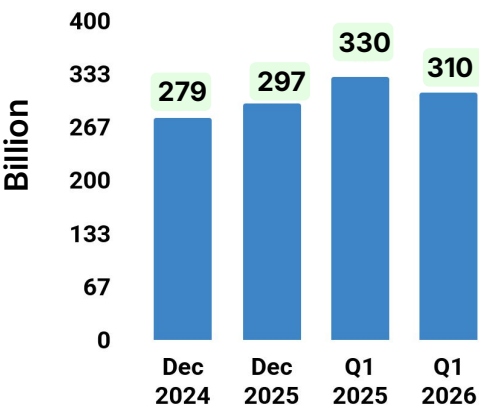
FINANCIAL POSITION

Strong momentum across all key metrics with a healthier balance sheet

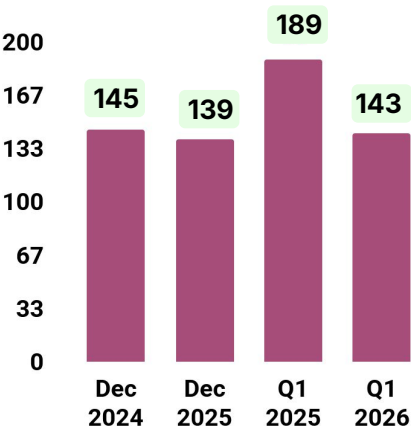
Audited: FY 2024 & FY 2025 | Unaudited: Q1 2025 & Q1 2026

Balance Sheet

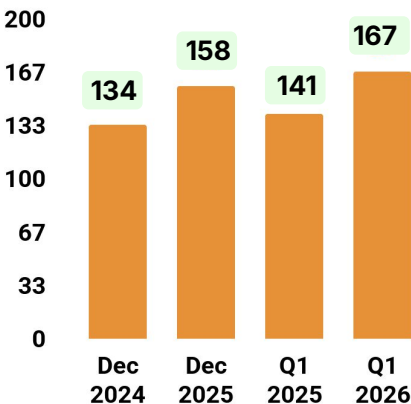
Assets



Liabilities



Equity



YoY
(Dec 2025 vs Dec 2024)

QoQ
(Q1 2026 vs Q1 2025)

Assets



+6.21%



(6.16%)

Liabilities



(4.52%)



(24.23%)

Equity



+17.84%



+17.98%



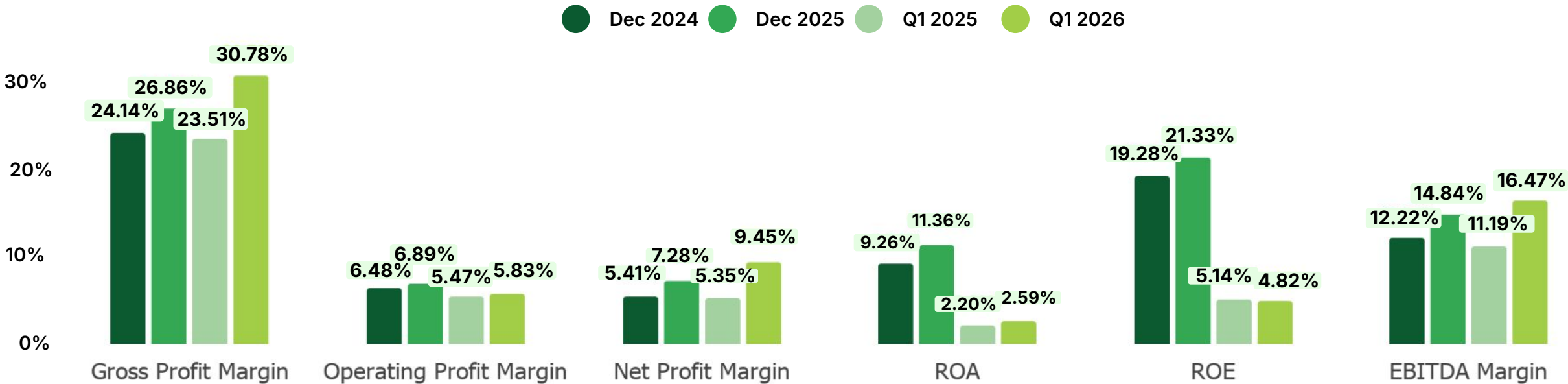
Consistent Growth.
Stronger Foundation.
Sustainable Future.

Elitery continues to deliver solid financial performance across key metrics. Full-year 2025 results reflect improved profitability and a stronger balance sheet position. While selected Q1 2026 metrics reflect seasonal softness compared to Q1 2025, the company remains well-positioned with healthy margins, disciplined cost management, and a strong capital base to support sustainable growth.

PROFITABILITY

Solid profitability performance and margin expansion

RATIOS



Gross Profit Margin

30.78%

Highest in Q1 2026 ↑

Operating Profit Margin

5.83%

Slightly higher compare to Q1 2025 ↑

Net Profit Margin

9.45%

Highest in Q1 2026 ↑

ROA

11.36%

Highest in Dec 2025 ↑

ROE

21.33%

Highest in Dec 2025 ↑

Margin EBITDA

16.47%

Highest in Q1 2026 ↑

Financial Performance Q1 2026

Efficiency & Stability

9.45%

Net Profit Margin
↑ +4.10% vs Q125

30.78%

Gross Profit Margin
↑ +7.27% vs Q125

Rp8.03B

Net Profit
↑ +10.56% vs Q125

COST STRUCTURE EFFICIENCY

- ✓ **Cost Reduction** : Cost of Goods Sold (COGS) decreased significantly by **6.71% YoY** and **43.35% QoQ**
- ✓ **Operational Efficiency** : Operating expenses increased by **9.44% (YoY)**, but declined by **13.41% (QoQ)**. The quarterly decline reflects the success of the Company's efficiency initiatives.
- ✓ **Scalability** : Profit margins continued to strengthen despite the temporary contraction in revenue volume.

CASH FLOW STABILITY

99%
Recurring Contracts
The majority of revenue is secured through long-term contracts, providing high cash flow visibility for investors.



"Revenue declined as part of a deliberate strategy to prioritize high-margin contracts, resulting in superior profitability quality."

Q1 2026 Financial Performance Highlights

1 Balance Sheet Strength & Risk Profile

DEBT TO ASSET RATIO (DAR)

0.46x

Improved from 0.57x in Q1-25
(Lower Risk)

CURRENT RATIO

1.65x

Increased from 1.44x in Q1-25
(Strong Liquidity)



Strategic De-Leveraging:

The decline in the debt ratio indicates that the company is becoming more financially independent.



Improved Liquidity:

The company's ability to meet short-term obligations increased by 15% YoY.



Cash Reserve:

Cash and bank balances remained strong at IDR 40 billion, providing high operational flexibility.

2 Operating Expense (OPEX) Optimization & Cash Flow Quality

Management successfully reduced Operating Expenses (SG&A) by 13.4% (QoQ).

Total Operating Expenses

Q1 2025

Rp24.48B

Q1 2026

Rp21.20B

***Significant savings** in payroll, office utilities, and general administrative expenses were achieved through the **digitalization of internal processes**.

Cash Flow Resilience

Rp27.3B

Net Cash from Operating Activities

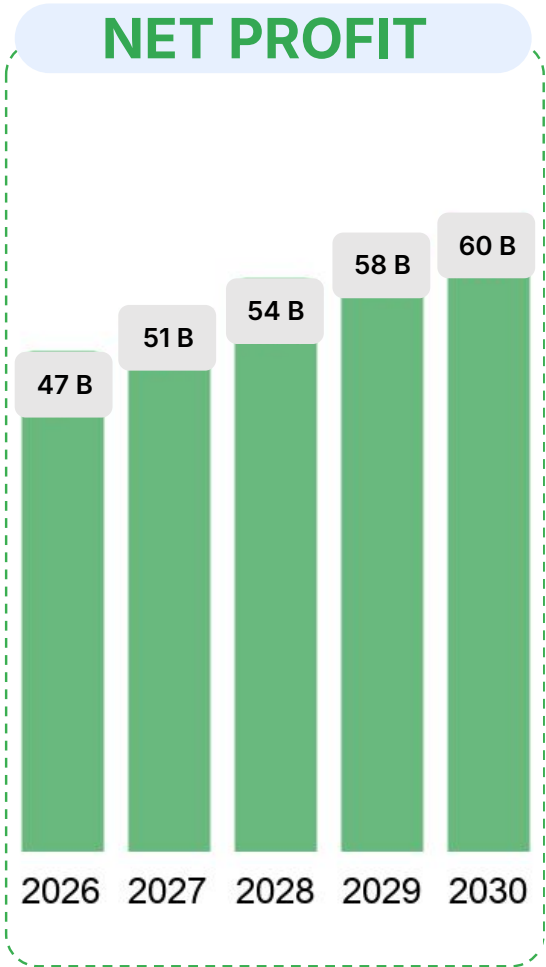
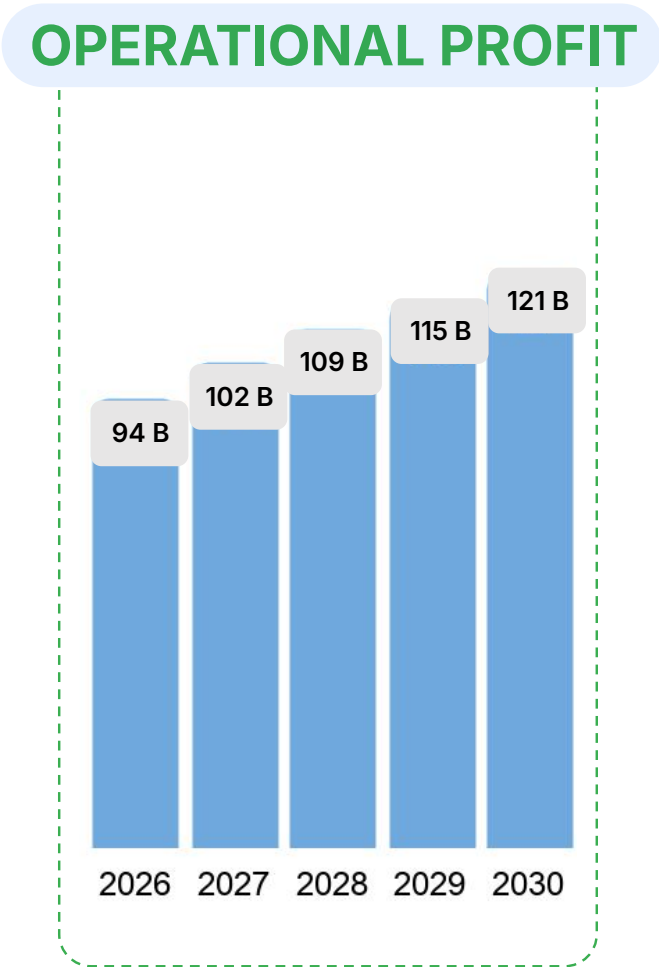
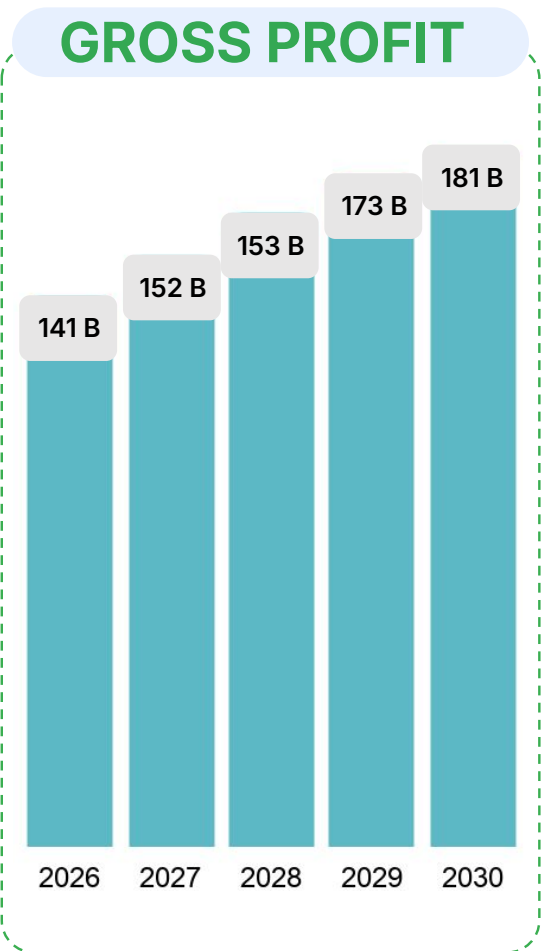
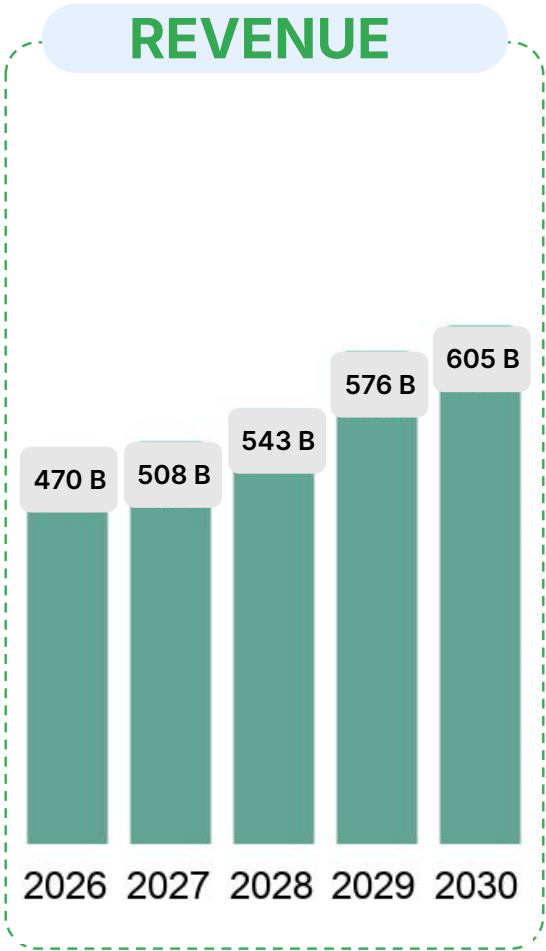
Despite a decrease in top-line revenue, operations continue to generate strong net cash flow. This demonstrates that the reported earnings are high-quality (Real Cash), rather than mere accounting entries.



Key Takeaway

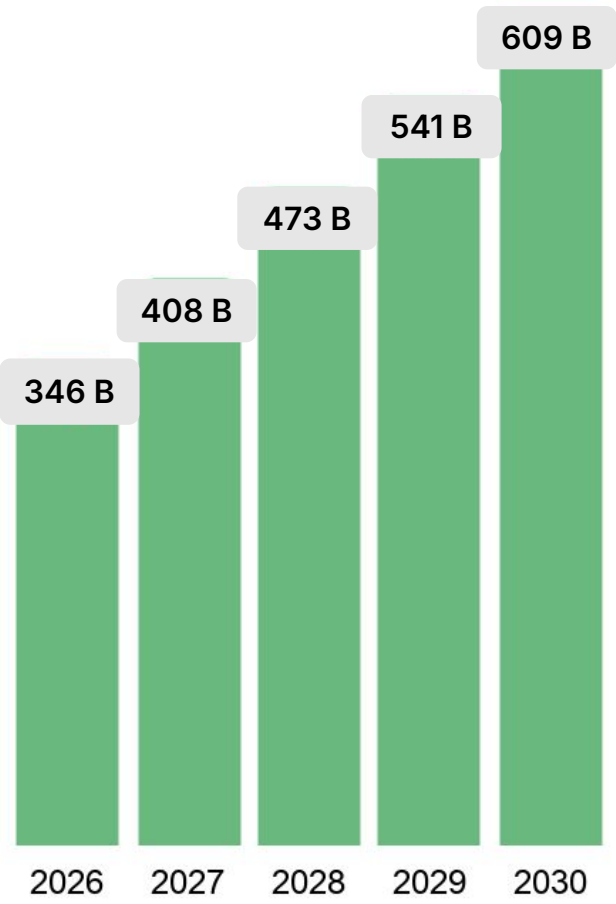
Elitery is stronger and leaner. We have reduced financial risk, improved liquidity, optimized operating expenses, and generated high-quality cash flow. **We are well-positioned for sustainable and profitable growth.**

PRO FORMA INCOME STATEMENT

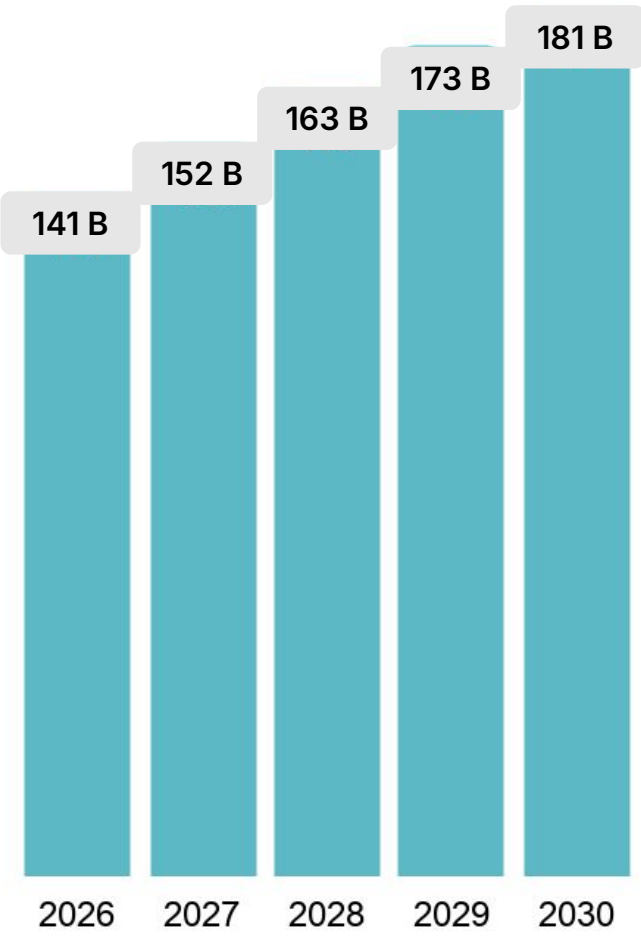


PRO FORMA BALANCE SHEET

ASSET



LIABILITY



EQUITY

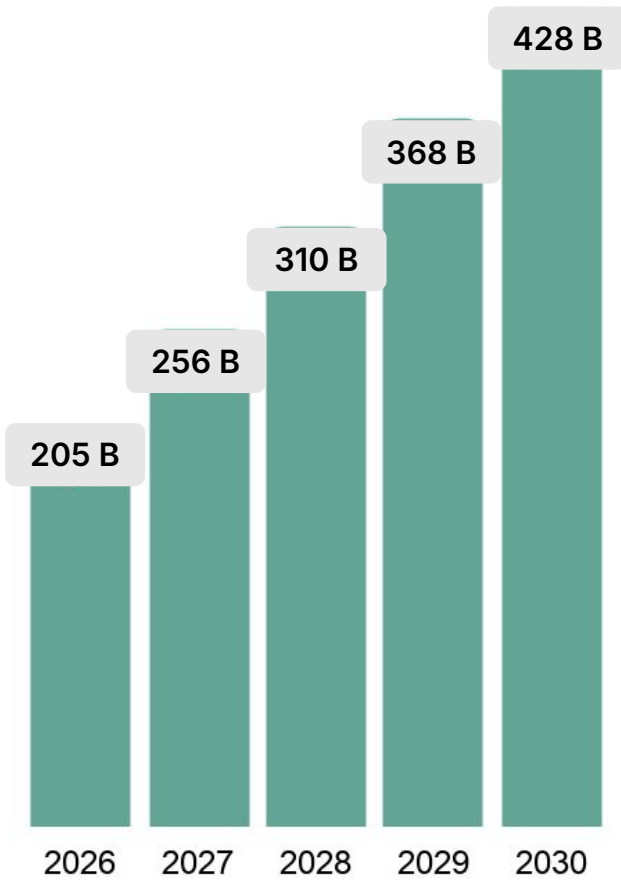


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Executive Summary 2026

Quality over Quantity: Pivoting to High-Value Managed Services

Strategic Pivot: Volume to Value

The Company is undergoing a fundamental transition toward a **Value-Based Business** model to maximize the bottom line.



Portfolio Rebalancing

Selective reduction of low-margin services to ensure long-term balance sheet health.



Profitability First

Cost of goods sold (COGS) efficiency successfully boosted **NPM**, despite a temporary contraction in revenue.



Global Expansion

Strengthening the Company's global footprint through targeted expansion into high-potential markets.

The Growth Engines



Cybersecurity (EliteShield)

High-margin solutions with exceptional customer loyalty and "sticky" retention rates.



Elitery AI Solutions

An Indonesian first-mover, establishing AI-driven **recurring revenue** streams.

Financial Stability



99% Recurring Revenue

Superior cash flow stability secured through long-term subscription contracts.

Strategic Action



Preemptive Revenue Adjustment

The company is **selectively reducing low-margin projects** that burden the balance sheet but offer minimal profit contribution.



Profitability-Driven Transformation

This revenue contraction is an **intentional consequence** of portfolio rationalization, designed to create a **healthier and more sustainable** business model in the long run.



Talent Retention & Engagement

Implementation of ESOP/MSOP programs to strengthen talent retention and reinforce employees as a key driver of long-term business success.



Strategic Action: Capital Efficiency

Offloading low-margin legacy services to optimize capital and human resource allocation.

Legacy Model (Volume-Driven)

Focus

Top-Line Revenue and Market Share Volume.

Service Type

Traditional infrastructure & Hardware-Heavy Projects.

Capital Profile

High Working Capital / Slow Cash Rotation.

>

Efficiency Model (Profit-Driven)

Focus

High-Margin Net Profit and ROE Maximization.

Service Type

High-End Managed AI & Cloud Cybersecurity.

Capital Profile

Asset-Light Operations / Rapid Cash Generation.

-43.3%

COGS Reduction

+10.6%

Net Profit Growth

0.46x

Debt to Asset Ratio

Rp27.3B

Operating Cash Flow

AWS and Elitery : Building Malaysia's Future Tech Talent with Cendekiawan



14,857
Students

has Learned Cloud & AI Skills
Development (Target 30,000
students in 2026)



2
Countries
Regional Expansion

Indonesia and Malaysia



9 Universities
Strategic Partnership

Through Cendekiawan Program



Driving Long-Term Digital Transformation
by building a cloud-ready workforce in Malaysia.

As of June 2026

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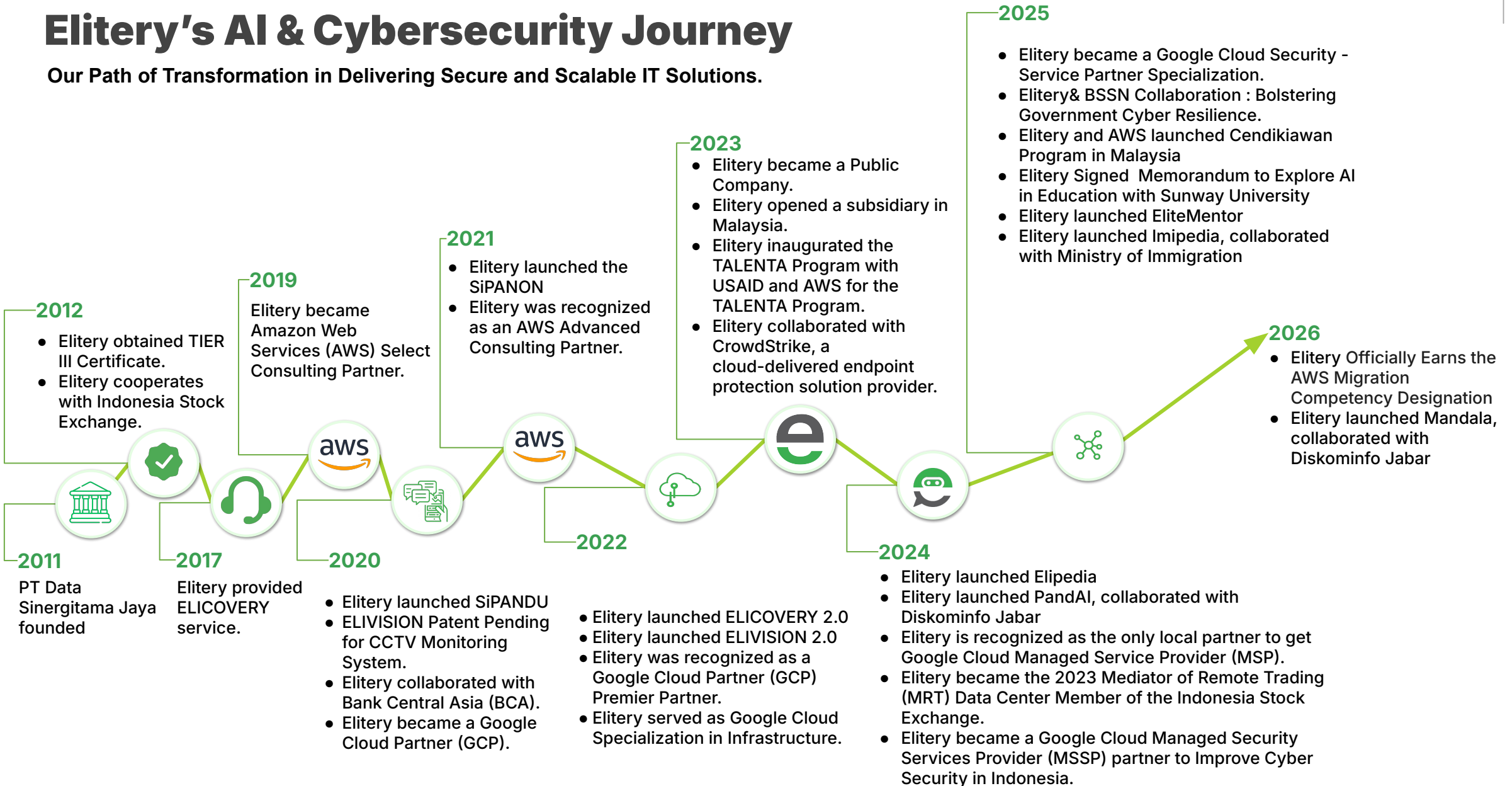
AI and Cybersecurity Roadmap

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Business Outlook 2026

Elitery's AI & Cybersecurity Journey

Our Path of Transformation in Delivering Secure and Scalable IT Solutions.



Managed Cybersecurity Services

Securing Enterprise & Government Infrastructure at Scale

Rising cyber threats across Indonesia and Southeast Asia are accelerating demand for 24/7 managed security services, threat intelligence, and enterprise cyber resilience.

Cybersecurity Market Outlook



3.64B+

Cyberattacks recorded in Indonesia during Jan-Jul 2025
Source: Tempo (2025)



230+

Government agencies impacted by national ransomware attacks
Source: Reuters (2024)



USD 8M

Ransom demand in Indonesia's National Data Center cyberattack
Source: Reuters (2024)



2X

Increase in cyberattacks across Southeast Asia in 2024
Source: Positive Technologies (2025)

Cyber threats are becoming more sophisticated with AI-powered attacks, ransomware-as-a-service, and cloud vulnerabilities.

Why Elitery?



24/7 Security Monitoring
Continuous monitoring and rapid response to emerging cyber threats.



Certified Security Experts
Industry-certified professionals with proven cybersecurity expertise.



Experienced in safeguarding mission-critical systems
Trusted experience protecting critical systems and sensitive data.



Proactive | Predictive | Protected
Our 24/7 SOC ensures early detection, rapid response, and continuous protection.

Elitery Proven Capability



CASE STUDY
Elitery successfully Enhancing Data Security and Cyber Resilience for BSI and Bank Raya



248+
Secured over 248 endpoints and overall security posture.



25.000
Securing and Enhancing Endpoint Security Posture

Our Solution Stack



CrowdStrike EDR



24/7 SOC Monitoring



Threat Intelligence



Privileged Access Management (PAM)



Web Application Firewall (WAF)



Detect



Analyze



Contain



Recover



Monitor

End-to-end protection for continuous business resilience.

Securing Government Infrastructure at Scale

Rising cyber threats across Indonesia and Southeast Asia are accelerating demand for 24/7 managed security services, threat intelligence, and enterprise cyber resilience.

12.000+ Government Websites

At high risk of being targeted by online defacement and gambling ads

**Damaged Public Reputation**

Government websites displaying gambling ads and defacements directly harm regional leaders in the eyes of the public and mainstream media.

514 Regencies & Cities

Across Indonesia have become active targets of exploitation

**Non-compliance with BSSN Regulations**

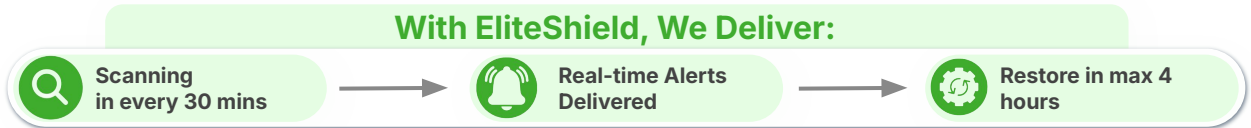
Failure to respond to incidents in accordance with BSSN standards and the absence of official reports may result in administrative and legal consequences.

6 Hours Golden Window

Before an incident damages your institution's reputation

**Daily Disruptions to Public Services**

Without adequate backups, server recovery and rebuilds can take 3–14 days — causing total disruption of government digital services.





WITH EliteShield

**< 30 Minutes**

11 modules scan, Telegram alert (BSSN/Regency/City/CSIRT Team)

**< 1 Hour**

Auto-generated reports, with digital signature

**< 4 Hours**

Machine-level backups, full system recovery

**Automated**

Auto-report to Kominfo Trust+, blocking across all ISPs

**99.99% Uptime**

24/7 real-time dashboard and WAF log monitoring

01 PREVENT

24/7 Prevention & Monitoring

- WAF Cloudflare — fully configured by Elitery (Advanced Package)
- 11 modules: defacement, gambling, malware, DDoS, DNS
- Automated scanning every 30 minutes
- Telegram alerts to relevant agencies
- Google Safe Browsing & Cloaking Detection

02 REPORT

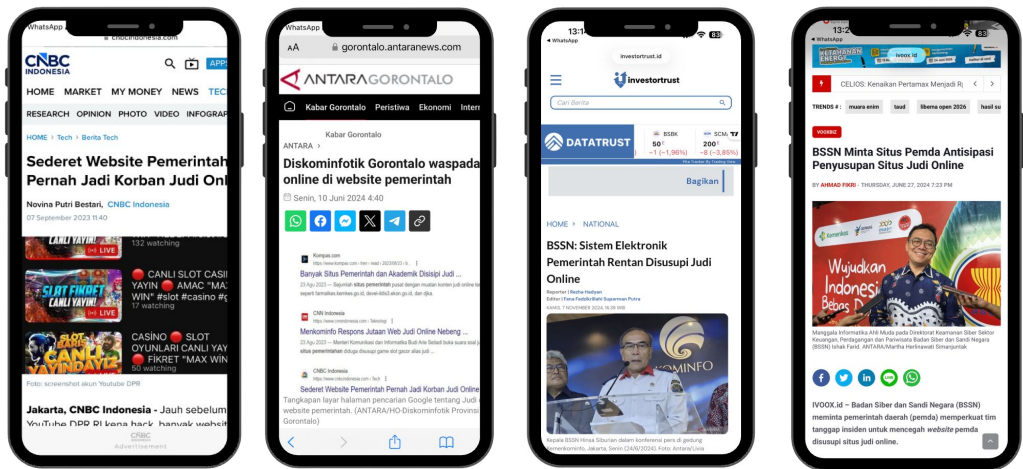
Compliance & Execution

- Draft incident reports per BSSN standard within 1 hour
- Review & digital signature by authorized officials only
- Auto-report URL to Kominfo Trust+
- Nationwide ISP-level gambling blocking
- Post-defacement checklist & SOP response

03 RESTORE

Infrastructure Recovery in < 4 Hours

- Weekly machine-level backups (OS + DB + Files)
- Full server restore in < 4 working hours
- Not just files — entire system recovery
- Dark web credential monitoring
- 100% infrastructure hosted in Indonesia



Elitery AI Solutions

Scaling Enterprise AI Through Managed Intelligence

AI adoption across enterprises and government institutions is accelerating rapidly, creating strong demand for secure, scalable, and continuously managed AI infrastructure and intelligent automation services.

AI Market Opportunity



Why Elitery?

- **Recurring AI Services**

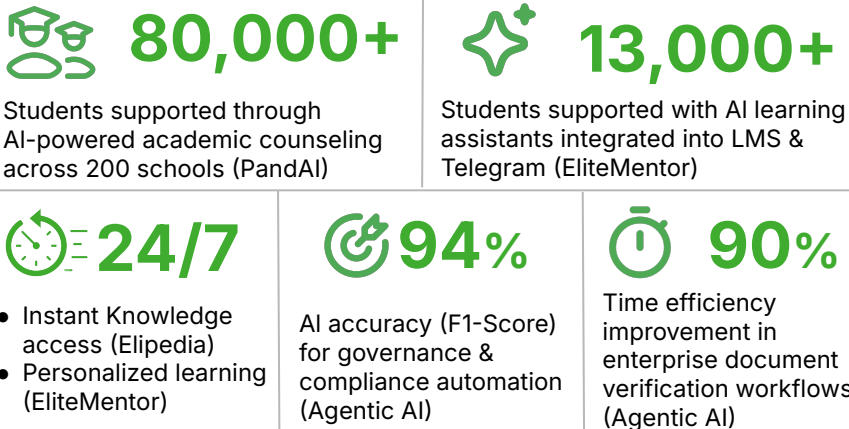
AI is evolving into a continuously managed enterprise service-not a one-time implementation project.
- **Enterprise Governance & Security**

Organizations require secure deployment, observability, compliance, and governance to ensure trusted AI operations.
- **AI Workflow Automation**

Agentic AI enables autonomous workflows, decision-making assistance, and operational efficiency at scale.
- **24/7 AI Operations**

Continuous monitoring, optimization, and AI lifecycle management ensure reliability and performance.

ELITERY Proven AI Capability



“ We are shifting from traditional infrastructure services toward recurring AI-driven managed services and intelligent enterprise automation.”

Real-world AI Ready to Use Solution :

PandAI
AI-powered student counseling platform deployed for West Java Provincial Government to provide personalized academic guidance at coale

EliteMentor
24/7 AI learning assistant integrated into LMS and Telegram for personalized academic support.

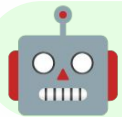
Agentic AI Governance & Compliance
Multi-agent AI automating regulatory document analysis, verification, and workflow processing with enterprise-grade governance.

Elipedia
Enterprise AI knowledge platform enabling instant access to SOPs, policies, and internal organizational knowledge.

Sovereign AI Ops

We build your agents. We govern them. You stay in control.

BUILD



Agentix

*Deploy AI agents into any system —
no code, no developers, your infrastructure choice.*

- ✓ Describe or record once → Elitery deploys
- ✓ On-premise, private cloud, or public cloud
- ✓ Full screenshot audit trail at every step

MONITOR + OPTIMIZE



AI Control Tower

*The control tower for every AI agent you run —
regardless of which platform built them.*

- ✓ Accuracy tracking — baseline per agent
- ✓ Hallucination detection in real time
- ✓ Cost attribution per agent, task, and model
- ✓ Elitery fixes issues proactively

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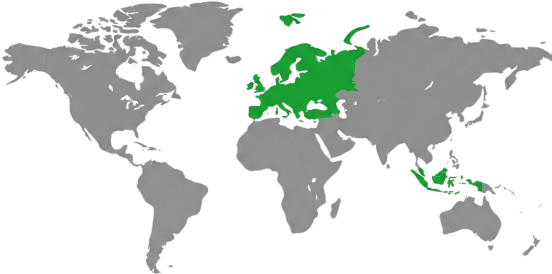
Business Outlook & Expansion 2026

Expanding Footprint. Driving Growth. Creating Global Impact.

Global Footprint

-  **Malaysia:** Market penetration through Elitery Global Technology.
-  **Europe:** Scaling our high-end AI solutions to global markets.

Global Presence



-  **Malaysia:** Regional expansion hub AI integration & managed services
-  **Europe:** High-value market entry Focus on advanced AI solutions



Indonesia: Largest Digital Economy in Southeast Asia

 AI Market Size
USD 18.5B

 Growth
27.1% CAGR

 Focus
Enterprise AI & Cloud Services



Malaysia: Regional Expansion Hub

 AI Market Size
USD 1.13B

 Growth
34.43% CAGR

 Focus
AI Infrastructure & Managed Services



Europe: Premium Enterprise AI Market

 AI Market Size
USD 65.48B

 Growth
26.4% CAGR

 Focus
Advanced AI Solutions

2026 Strategic Outlook

-  Expanding AI capabilities across high-growth regions
-  Strengthening enterprise and public-sector partnerships
-  Capturing opportunities from accelerating digital transformation demand

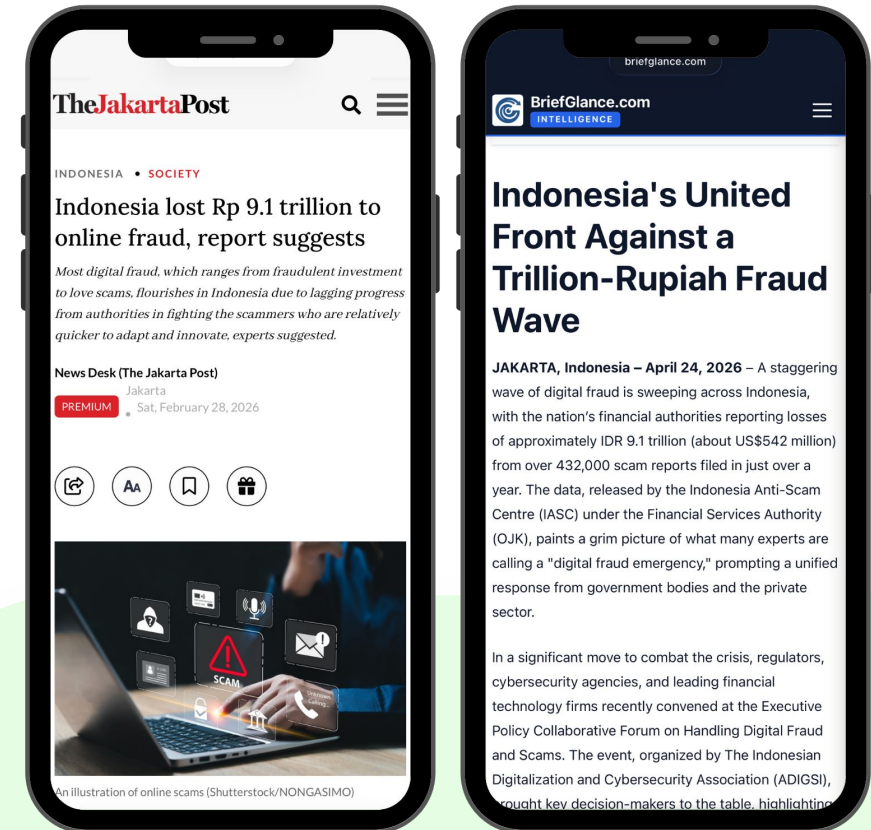
Projected Global AI market growth continues to accelerate across Southeast Asia and Europe, creating strong opportunities for enterprise AI adoption and managed digital infrastructure services.

Sources: IMARC Group (Malaysia AI Market Report 2025), Fortune Business Insights (Europe AI Market Report 2025),Mobility Foresights (Indonesia AI Market 2025), Business Indonesia (2024)

Cyber Fraud Landscape in Indonesia

Rising Digital Fraud Threats

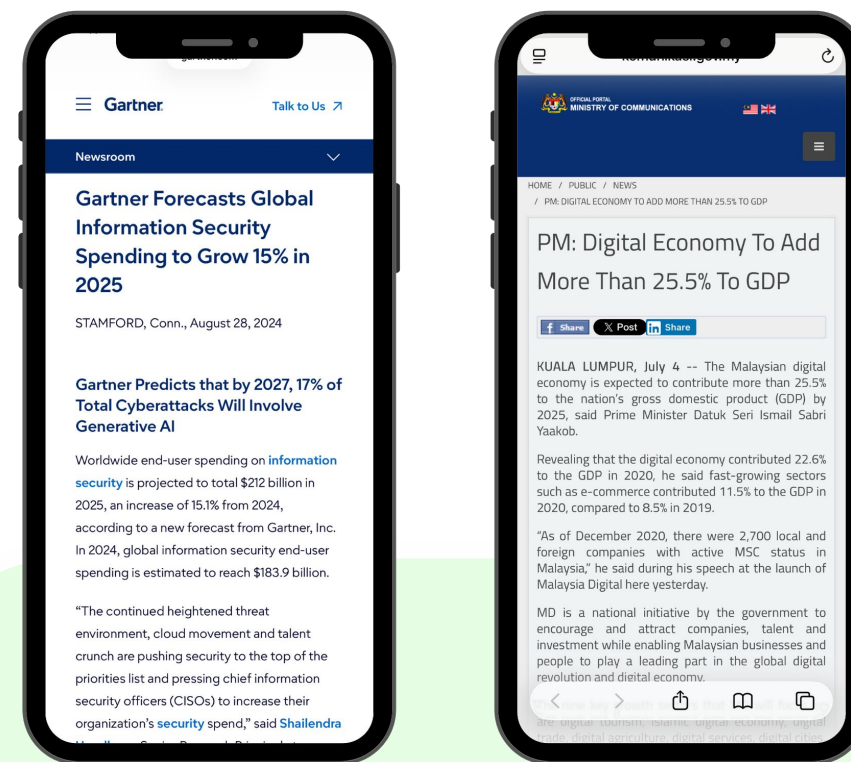
- **Increasing Cyber Fraud Cases**
Indonesia is experiencing rapid growth in online fraud and cybercrime activities across industries.
- **Significant Financial Losses**
Recent reports highlight trillion-rupiah losses caused by digital fraud, increasing the urgency for stronger cybersecurity measures.
- **Stronger Regulatory Focus**
Government and industry stakeholders are enhancing cybersecurity awareness, governance, and digital protection initiatives.
- **Growing Market Opportunity**
The increasing demand for cloud security and managed cybersecurity services creates strong growth opportunities for digital solution providers.



Malaysia : Regional Market Outlook

Regional Market Dominance

- **Economic Contribution:** The digital economy is projected to contribute **25.5% to Malaysia's GDP** by 2026.
- **Managed Services Hub:** Positioning as the **ASEAN Data Center operational epicenter** for AWS, Google, and Microsoft.
- **Market Valuation:** Malaysia's cyber spending is projected to exceed **USD 3 Billion** driven by the **MyDIGITAL** initiative.
- **Operations:** Profit optimization through **Elitery Global Technology Sdn. Bhd.**



European Expansion

Strategic Objectives

Our entry into the European market is designed to export Elitery's deep international expertise to a broader global region, establishing a presence in world-class digital hubs.

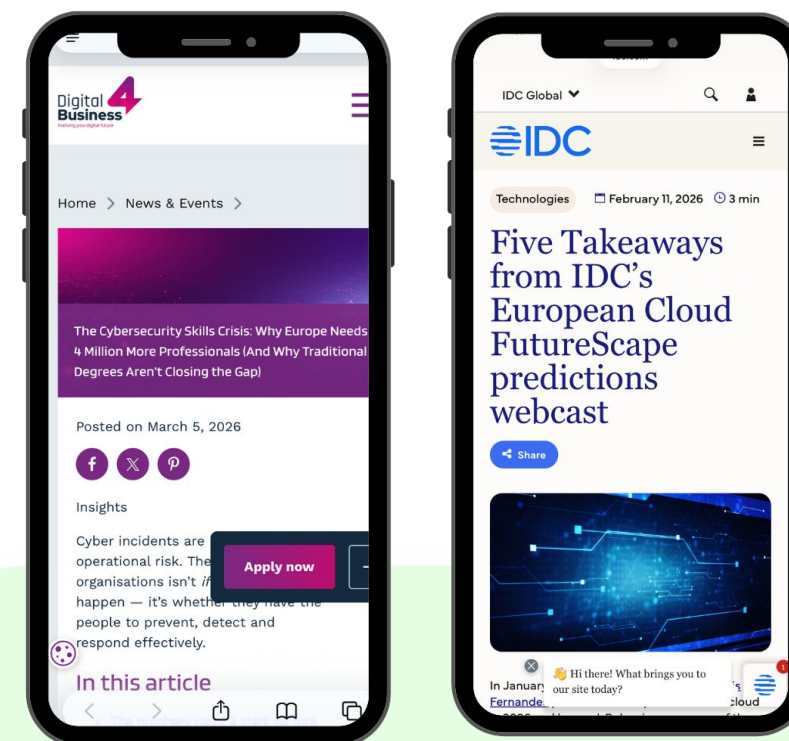
Core Focus

Deploying **High-End Managed AI** and **Cybersecurity** solutions to capture new enterprise customer segments across Western and Central Europe.

"The European cloud market is projected to reach \$100B by 2026, driven by a 40% shortage in local cybersecurity talent."

— **Market Insight: Reuters / IDC**

Source: IDC Worldwide Services Tracker; Eurostat Digital Economy Index.



Thank you 🙌 100

