



Press Release

Telin and Expereo Announce Strategic Partnership to Improve Capabilities in Connectivity

Amsterdam, 6 September 2022 - , PT [Telekomunikasi Indonesia International](#) (Telin), a subsidiary of PT Telkom Indonesia Tbk (Telkom) focus on international telecommunication business, and [Expereo International B.V.](#) (Expereo), a leading global provider of managed Internet and hybrid networks, [SD-WAN](#) (Software-defined Wide Area Networking), and Cloud connectivity solutions, have announced a Memorandum of Understanding (MoU), agreeing to collaborate on a joint go-to-market strategy for global Managed Internet, SD-WAN, and network and application performance optimization services.

The strategic partnership between Telin and Expereo is expected to create unique value through new commercial models that will enable Expereo to offer Telin's services to customers globally.

The signing ceremony was held at the World Trade Center, Amsterdam, where Telin was represented by its Chief Executive Officer, Budi Satria Dharma Purba (Budi), and Expereo was represented by its Chief Executive Officer, Irwin Fouwels, and was witnessed by the Minister of State-Owned Enterprise the Republic of Indonesia, Erick Thohir, the Chief Executive Officer of Telkom, Ririek Adriansyah, the Chief Commercial Officer of Telin, Kharisma, and Expereo's Managing Director for APAC, John Yap.

Telkom Chief Executive Officer Ririek Adriansyah, said, *"Telin's collaboration with Expereo will mutually strengthen our capabilities as well as further Indonesia's digital transformation agenda by complementing our reach offers. Furthermore, this collaboration is particularly relevant to enable the development of Indonesia's Government Agency and multinational companies in Europe & Africa"*.

He then added, *"Europe has become our next focus of expanding our business moving forward. Telin business in Netherland grows significantly by more than 32% YoY. Besides serving wholesale and other global carrier operators, Telin also provides solutions to the enterprise segment, especially supporting Indonesian multinational companies' representative offices overseas and Indonesia's Government agencies such as Embassy Office. I believe today's signing between Telin and Expereo as a momentum to strengthen capabilities that will enable both*

parties to provide more valuable services to their customers and also lead to many more opportunities ahead."

Telin Chief Executive Officer, Budi Satria Dharma Purba also said, *"In today's Digital Age of "always on" interconnected networks, near flawless and uninterrupted connectivity is essential for business sustainability and advancement. With the collaboration between Telin and Expereo, we can provide best-in-class SD-WAN solutions to streamline network connectivity and provide a single management platform to support our partners in driving efficiency and productivity."*

Irwin Fouwels, the Chief Executive Officer of Expereo, commented, *"As part of Expereo's accelerated growth into the Asia-Pacific market, we are excited to form this partnership with Telin. Telin's commitment to developing cutting-edge technical capabilities and customer-first approach perfectly aligns with Expereo's mission to help enterprises achieve their goals by ensuring they can connect people, places and things wherever they do business"*.

Telin and Expereo's combined global reach will further Indonesia's digital transformation and extend Telin's capabilities beyond Indonesia.

About Telin

PT Telekomunikasi Indonesia International (Telin) is a subsidiary of PT Telkom Indonesia, Tbk (Telkom), a state-owned telecommunication and network service provider. Telin focuses on international telecommunication business to manage and develop its business lines abroad. Telin global infrastructures includes 222,260 kilometres of cable system length, among others; 58 Points of Presences (PoP), 11 global offices, and more than 19 Tier II to Tier IV Data Centres operates in Singapore, Hong Kong, Timor Leste, and Indonesia. Through Telkom Group strategy and reliable networks and infrastructures, Telin can provide high-quality services that reach all parts of the world to Enable Your Global Digital Business and Solution.

Learn more about us in www.telin.net.

About [Expereo](#)

Expereo is a leading global provider of managed network solutions including, Global Internet, SD-WAN/SASE, and Enhanced Internet. With an extensive global reach, Expereo is the trusted partner of 30% of Fortune 500 companies. It powers enterprise and government sites in more than 190 countries, helping customers improve productivity and empowering their networks and cloud services with the agility, flexibility and value of the Internet, with optimal network performance.

Expereo was acquired in February 2021, by Vitruvian Partners. The international growth capital and buyout firm acquired a majority shareholding from leading European private equity firm, Apax Partners sas.

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