

# Providing Digital Services Platform for Economy

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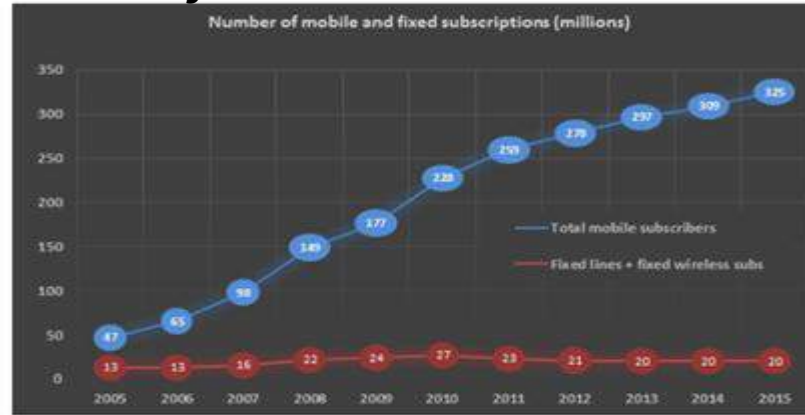


# Agenda

- *Indonesia Telco Outlook*
- *Digital Transformation: The future of business in digital age*
- *New Models of consumption : Digitalization of Public Services*
- *Digital Service Platform: Ecosystem*
- *Digital Service Platform: Regulations and Policies*
- *Goals of Digital Financial Services Ecosystem  
in providing digital services including for boosting e-Commerce*
- *Opportunities in implementing Digital Platform*
- *Conclusion*

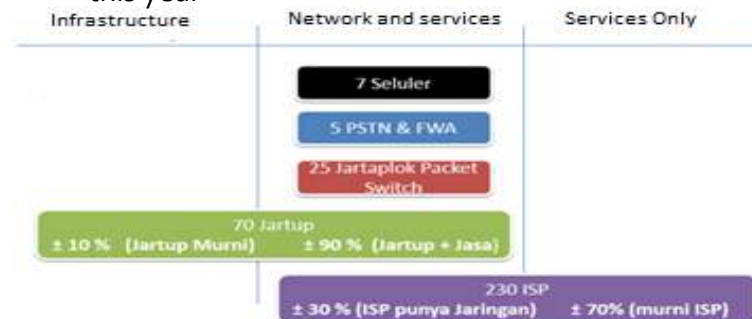
# Indonesian Telco Outlook

## Data and facts



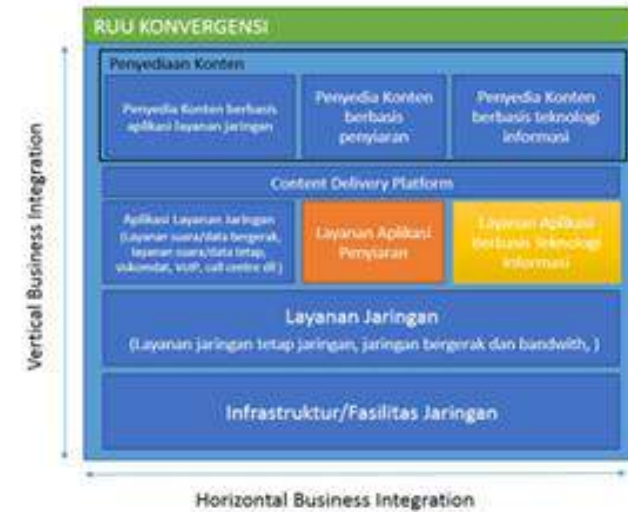
Sumber: redwing-asia

1. The communications sector which consists of postal services, information technology services and telecommunication services, accounted for 6.8% of GDP (total ~ 216 Trillion Rupiah) in FY13. The total output of the communications sector grew at a CAGR of 21% in 2004-2014.
2. Mobile network grew 7.7% YoY in FY13 which increases penetration to 121.5%
3. The fixed line network grew 2.5% YoY in FY13, compared to 1.6% to FY12
4. The mobile service ARPU trend continued in 2013, with a market weighted average blended ARPU fell by 5% for this year

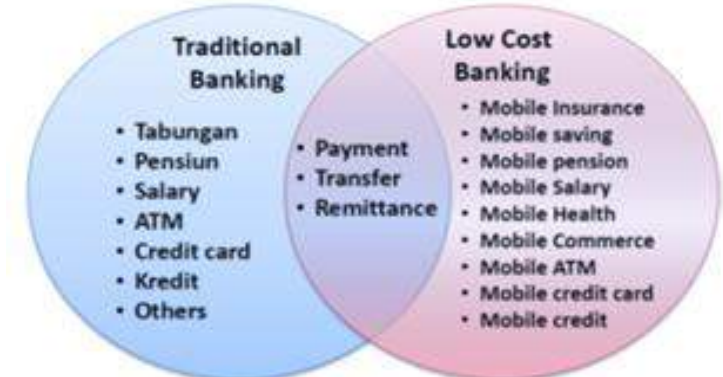


## Industry Composition

## Future Trends



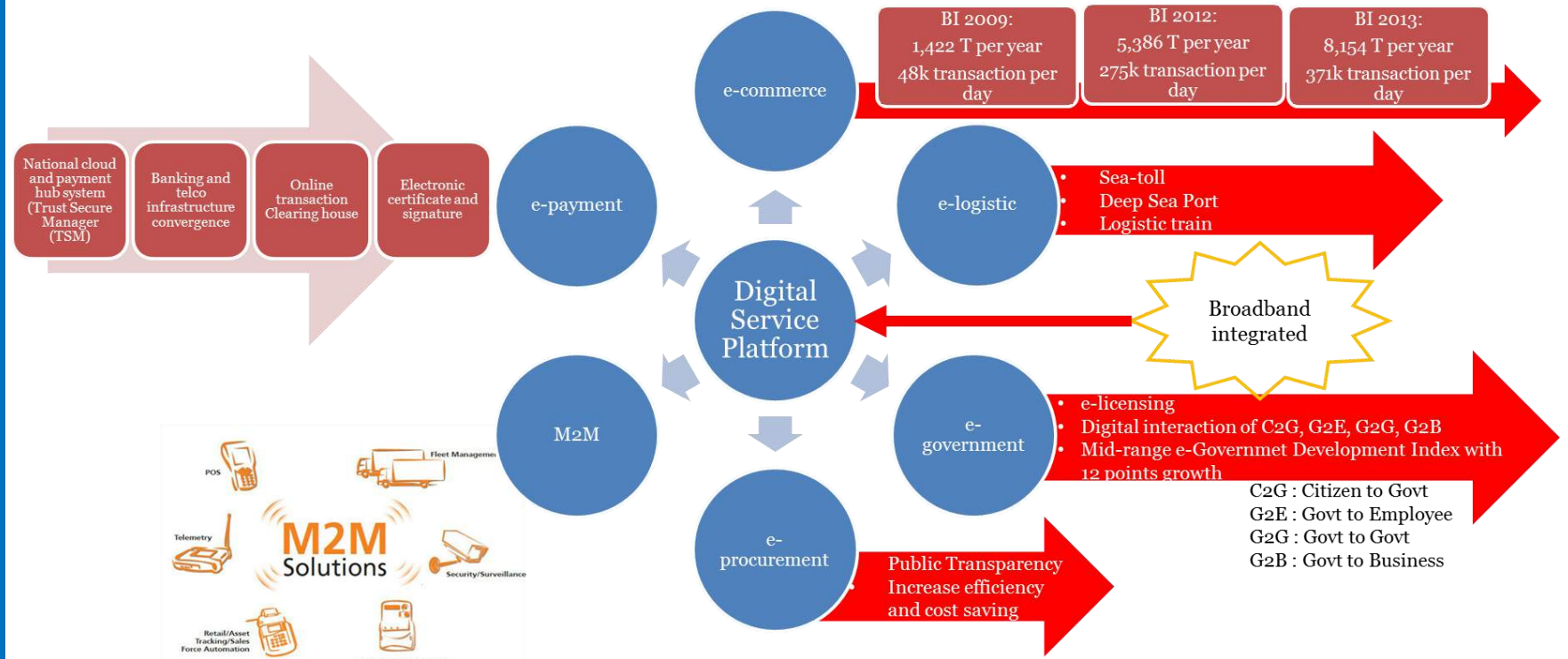
## Digital Financial Services



Including financial inclusion

# Digital Transformation: The future of business in digital age

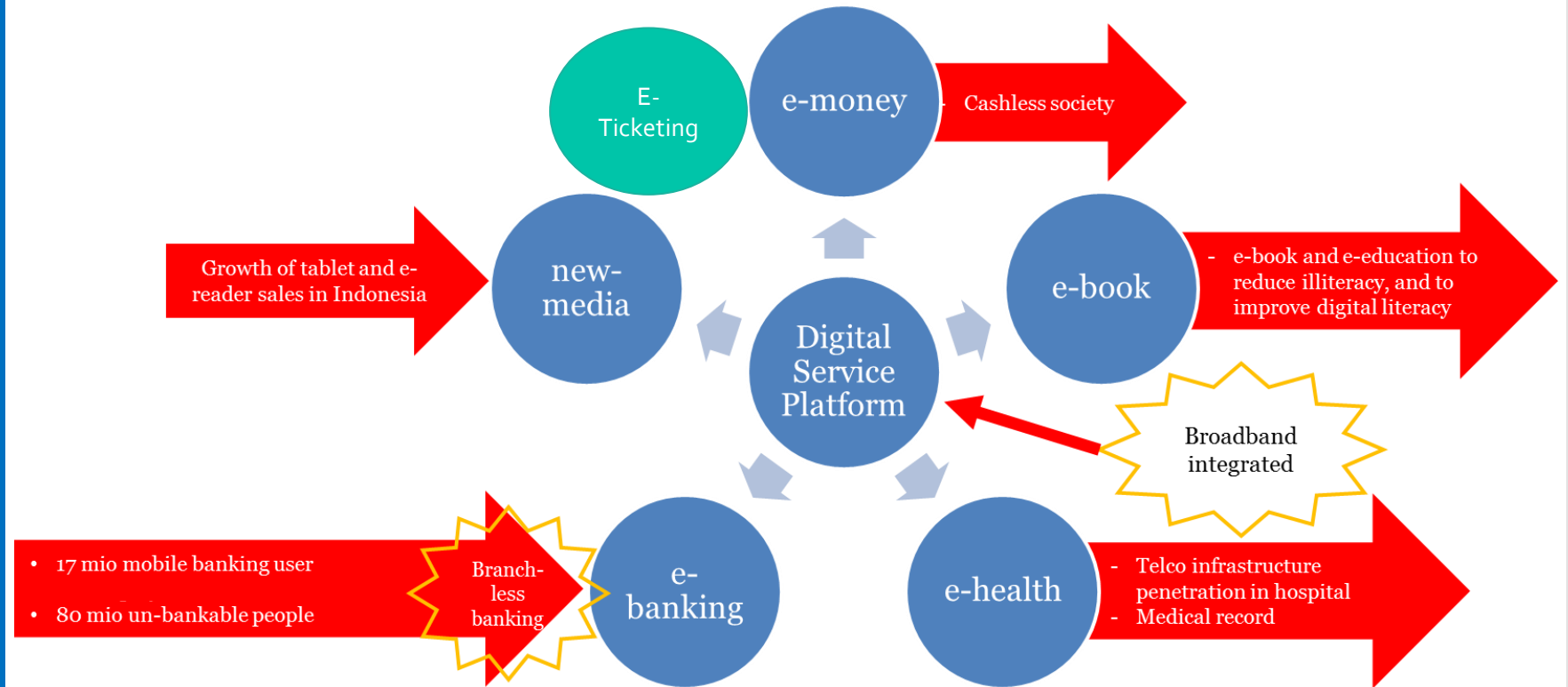
## National Policy and Regulation



## Existing Roadmap of Implementation

*New Models of consumption:  
Digitalization of Public Service*

National Policy and Regulation



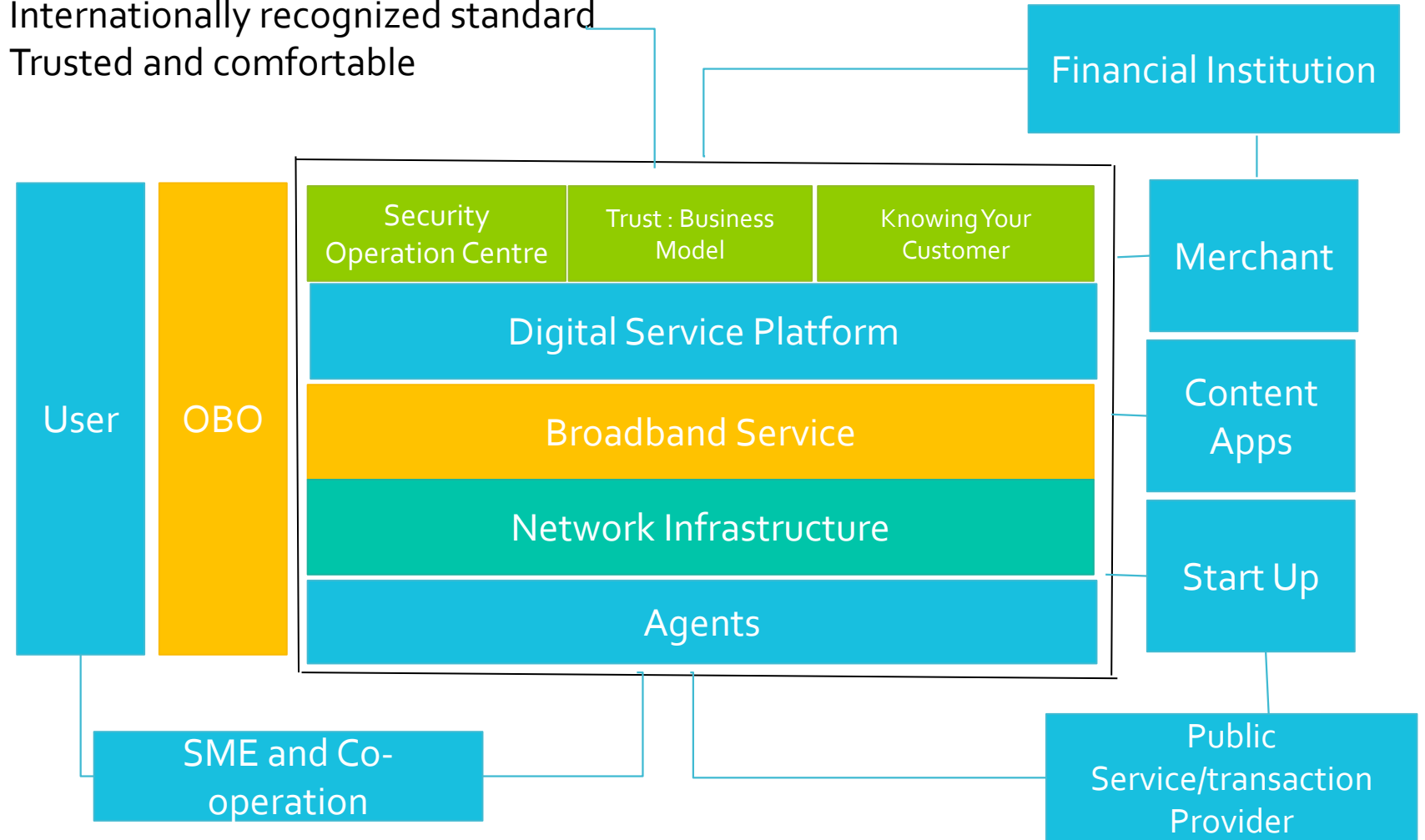
Existing Roadmap of Implementation



# Digital Service Platform: Ecosystem

It is "digital mall"  
Internationally recognized standard  
Trusted and comfortable

Business Model  
Extention: Branchless banking etc  
Intermediary: between User and CA/Start Ups/Merchant



Smart Hub Content: as intermediary system for new media developed by content/application developers

OBO: Other Broadband Operator

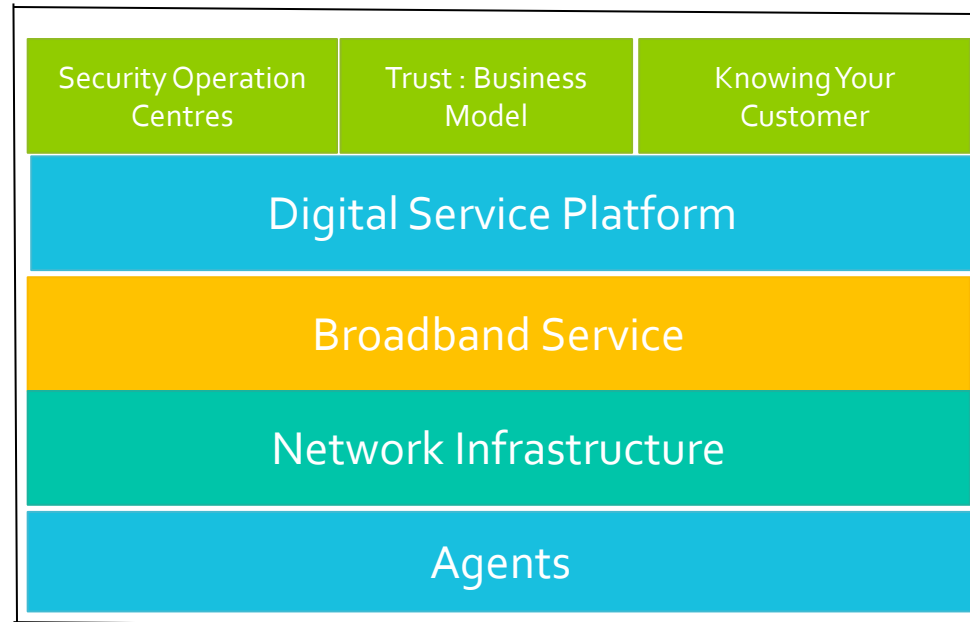


# Digital Service Platform: Regulations and policies

1. It is a “hybrid services” which need a new regulation of telecommunication

2. Investment protection policy from regulator by consolidating player.

3. Technical regulation on platform: SoC Framework, QoS Framework, KYC Framework (E-digital numbering)



4. Business regulation: Intermediary Framework and Extension framework

5. Consumer Protection Regulation

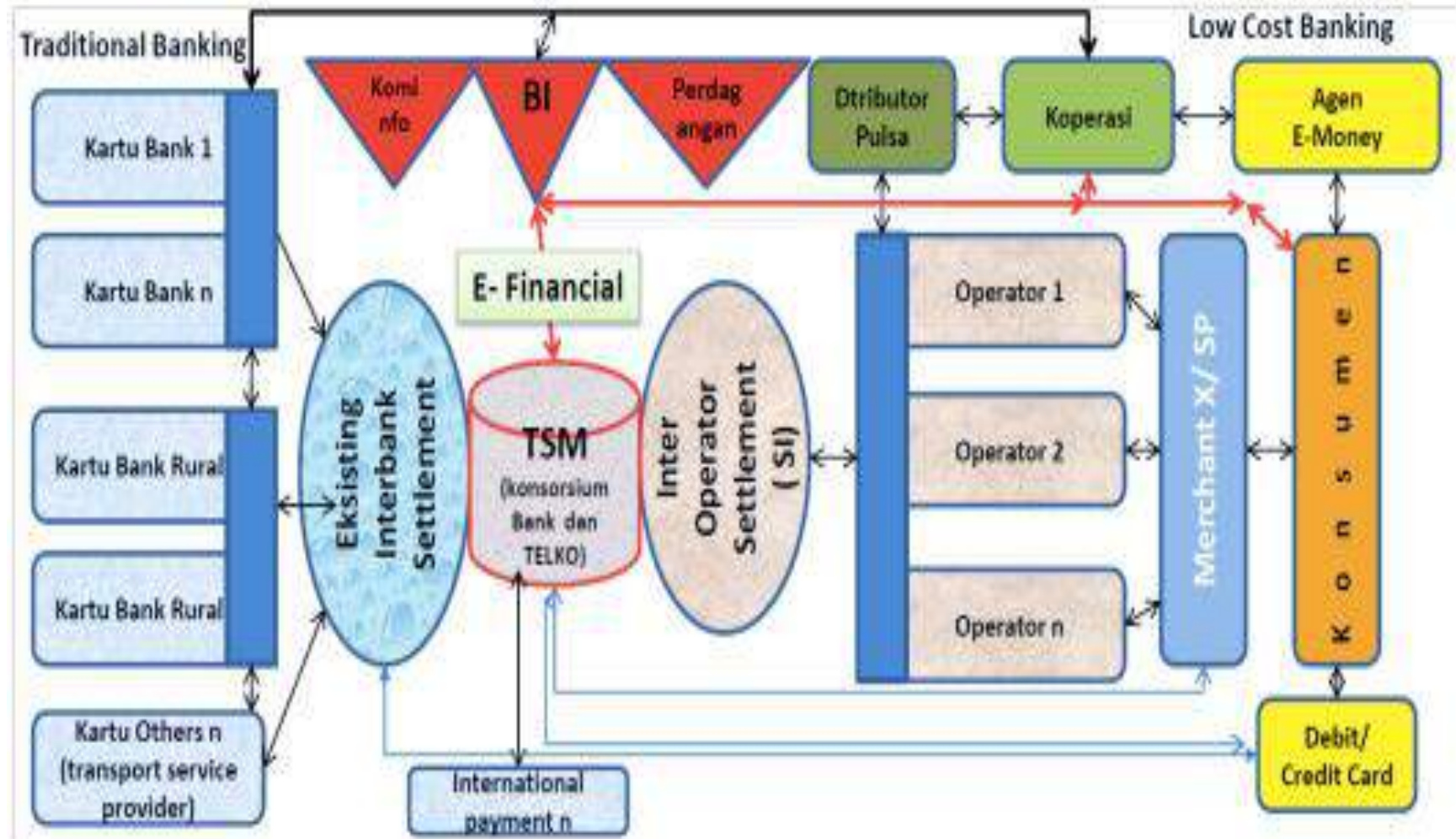
6. National coverage including for Digital Financial Inclusion purposes (Vertical horizontal platform)

7. As a smart hub content which will develop a competitive basis for local content in competing with global OTT.

*Integrated national policy on DFS for in providing financial access for unbankable. National policy on Common national platform for payment. National Policy on national digital platform for public services.*

# Goals of Digital Financial Services (DFS) Ecosystem

as a major function in providing digital services including for boosting e-Commerce

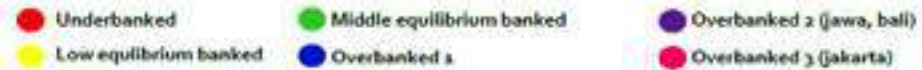


A multi bank, multi mobile operator, multi merchant, multi agent platform are integrated by one trusted secure manager system and will provide all type of digital financial services.

\*source SGR Ditjen PPI



# Opportunities in Implementing Digital Platform

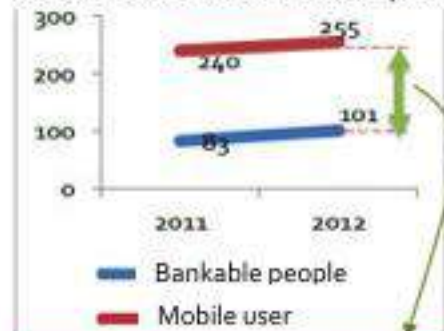


Sumber : Sharing vision, dari berbagai sumber, 2013

Indonesia People Distribution



Mobile user vs Bankable people



Branchless Banking Opportunity

- DFS will provide financial access for more than 80 millions unbankable people to increase their quality of life (41,6 millions are in villages);
- For daily life they can afford from their daily activities but need financial access for health, education and social activities. Micro saving and loan provide by DFS will enable them to manage those needs.

## *Conclusion*

- Providing Digital Services for Economy is a key in advancing National Competitiveness
- National policy and Regulation including Roadmap of Implementation should be in place to harmonize related Parties in Providing Digital Services for Economy
- Among digital services that is important to increase efficiency and effectiveness in national/regional development:
  - Digital Financial Inclusion
  - Digital Service Platform for Business (e-logistic, e-commerce, e-payment, M2M, e-procurement, e-government)
  - Digital Service Platform for Public (e-book, e-banking, new media, e-health, e-money, e-ticketing)



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Thank You!