

## COMPANY PROFILE



**Digital Solution Provider  
and Technology Innovator**

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## About Us

### Indonesia's Leading Information & Communication Technology (ICT) Company

We are well-known for our comprehensive portfolio of IT hardware and software distribution for more than 45 years with solid relationship with its business partners in the ICT industry.

We utilize the power of digital business platform, cloud services, big data & analytics, business application, hybrid IT infrastructure, IT security and other emerging technologies including IOT ecosystem and AI to assist our clients adapt and transform themselves to the digital world.

**VISION**

**Leading Digital Economy  
Hub & Enabler**

**MISSION**

- **To drive digital technology advancement in Indonesia**
- **To provide innovative digital transformation solutions and service excellence to our customers and business partners**
- **To maximize our shareholders' value and build a great place to work**

## CORE VALUE



**Integrity** is consistency in action in line with moral, ethical and legal norms, and commitment to always uphold and maintain them.



**Professionalism** is an attitude, behavior and actions that demonstrate superior knowledge, competencies and skills continuously developed to cope with challenges and bring success to the Company.



**Entrepreneurship** is a fiery enterprising spirit and passion to keep making improvement. able to turn ideas into reality, dare to take bold initiative, undaunted by failure and able to manage a harmonious relationship together with stakeholders.

## AWARDS



Best of the Best Awards  
**The Top 50 Best Companies**  
2021, 2020, & 2018



Majalah Investor:  
Investor Awards 2022,  
2021, 2020, & 2018  
**The Best Listed Company**  
**Electronics Sector**

Investor Award - Editor  
Profina Visindo 2022  
**Saham Terbaik (Mid Cap:**  
**Rp 500 M – Rp 10 T)**



Investortrust Best Stock Awards 2024  
**Pemenang Kategori Mid Cap**  
**Sektor Teknologi**



Fortune Indonesia 100:  
**Fortune 100 Companies**  
**2022 (#44) & 2015 (#75)**



The Iconomics:  
**Best Corporate Secretary in**  
**Computer Hardware Industry**



Economic Review:  
Indonesia Good Corporate  
Governance Award 2018  
**Public Company**  
Indonesia Finance Award 2018  
**3rd The Best Indonesia**  
**Computer & Devices Services**  
**Public Company 2018**  
Indonesia Operation Excellence  
Award 1-2018 (IOEA 2018)  
**Public Company Category**

Anugerah Perusahaan Tbk  
Indonesia - V - 2018  
**Top 3 Computer Services &**  
**Appliances Best Public**  
**Company in Indonesia 2018,**  
**Sector: Trade, Services, and**  
**Investment**



FinanceAsia:  
**Asia's Best Companies 2015**  
**(Best Small-Cap Category)**



Bisnis Indonesia Award 2021  
**Sektor Perangkat Keras &**  
**Peralatan Teknologi**



Tempo – IDN Financials:  
**2023 The Best CEO in IT and**  
**Computer Company**  
**2023 Indeks Tempo-**  
**IDNFinancials 52:**  
**High Dividen; High Growth**



Warta Ekonomi:  
5th Indonesia Living Legend  
Companies Award 2024  
**Silver Living Legend Company in**  
**Expanding Digital Service Solution**  
**Through Business Lines Optimization**  
4th Indonesia Living Legend  
Companies Award 2019  
**Living Legend Company Leading**  
**ICT Integrator Company**  
Most Admired CEO 2019  
**Excellent Leadership for**  
**Comprehensive IT Solutions Services**  
Top 100 Enterprises 2018  
**Best in Computer Services**  
**and Other Devices Industry**  
Indonesia Most Innovative  
Business Award 2018  
**Excellent Company for Product**  
**and Service Innovation**



Infobank:  
3th100 Fastest Growing  
Companies Awards 2018  
**Category: Commerce,**  
**Services and Investments**  
**Sub Sector: Computer &**  
**Devices Services**



Canalys:  
**Growth Partner of The Year**  
**Asia Pacific Award 2020**  
**Innovation and Transformational**  
**Partner of the Year Asia Pacific**  
**Award 2018**

# MILESTONES

**1983**

Establishment of METRODATA group, whose business was initiated 1975.

**1990**

Listed on the Indonesia Stock Exchange (IDX: MTDL).

**1996**

Established PT Mitra Integrasi Informatika (MII) for Solution Business Unit.

**2004**

Reached Rp1 trillion in net sales for the first time.

**2008**

Acquired Soltius to strengthen ICT consulting business.

**2011**

- PT Synnex Metrodata Indonesia (SMI) strengthen the ICT distribution business by joint ventured with Synnex Technology International Corp.
- Established PT My Icon Technology (MIT) to enter the ICT E-commerce business.
- Listed in Indeks Saham Syariah Indonesia (ISSI).

**2019**

- Inauguration of the Modern Logistic Center in MM2100 Industrial Estate, Cibitung.
- Appointed by Intel as the only IoT Solution Aggregator in Indonesia.
- Listed in Pefindo 25 index.
- Reached more than Rp15 billion (US\$1 billion) in net sales.

**2018**

- LMI merged into PSI.
- MIT became a subsidiary of SMI.

**2017**

MTDL purchased shares of PT Packet Systems Indonesia (PSI) to strengthen ICT broadband & solution network.

**2016**

- SMI established PT Synnex Metrodata Technology and Services (SMTS) to enter ICT assembly business.
- Reached Rp10 trillion in net sales.

**2012**

- Established PT Logicalis Metrodata Indonesia (LMI) by joint ventured to develop ICT solution network.
- Reached Rp5 trillion in net sales.

**2020**

- MTDL listed in several indexes:
- Kompas100
  - IDX80
  - FTSE Micro Cap
  - FTSE Total-Cap (KMSμ)
  - Jakarta Islamic Index 70 (JII70)
  - IDX Value 30 (IDXV39)

**2021**

- New Company's identity: Digital Solution Provider and Technology Innovator
- Invested in startup companies through a venture capital, and directly in the e-groceries market.
- MII established a subsidiary, PT Sinergi Transformasi Digital (Sinergi)

**2022**

Established a joint venture, PT cacaFly Metrodata Indonesia (CMI), with cacaFly International Media Co.





# Everything is Digital, Digital is Everything

PT Metrodata Electronics Tbk aim to be digital solution & distribution provider to add value to our business partners in their digital transformations.

**SUSANTO DJAJA**  
President Director



## MAIN BUSINESS



### Distribution Business

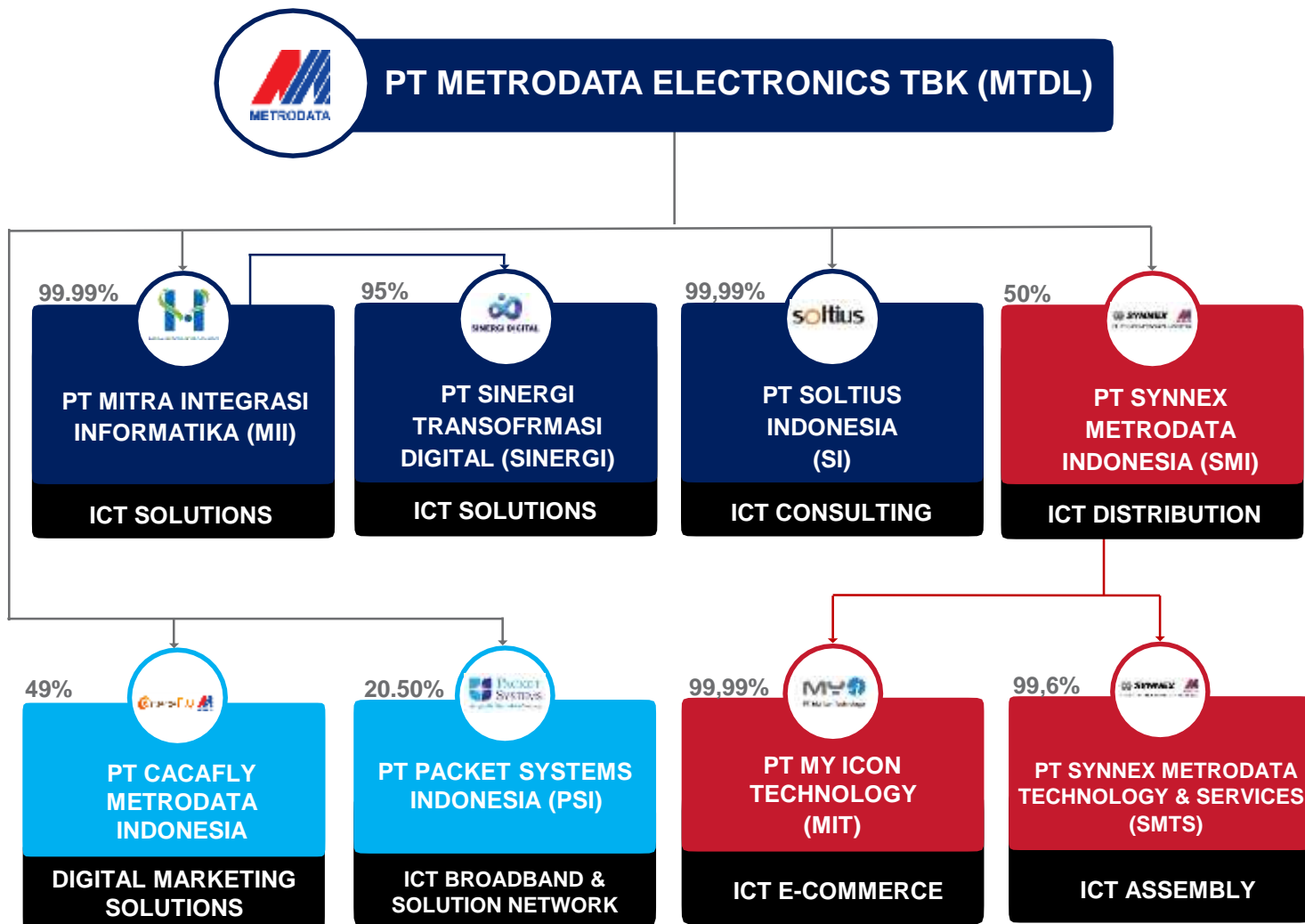
**Providing World-Class  
ICT Hardware and  
Software**



### Solution & Consulting Business

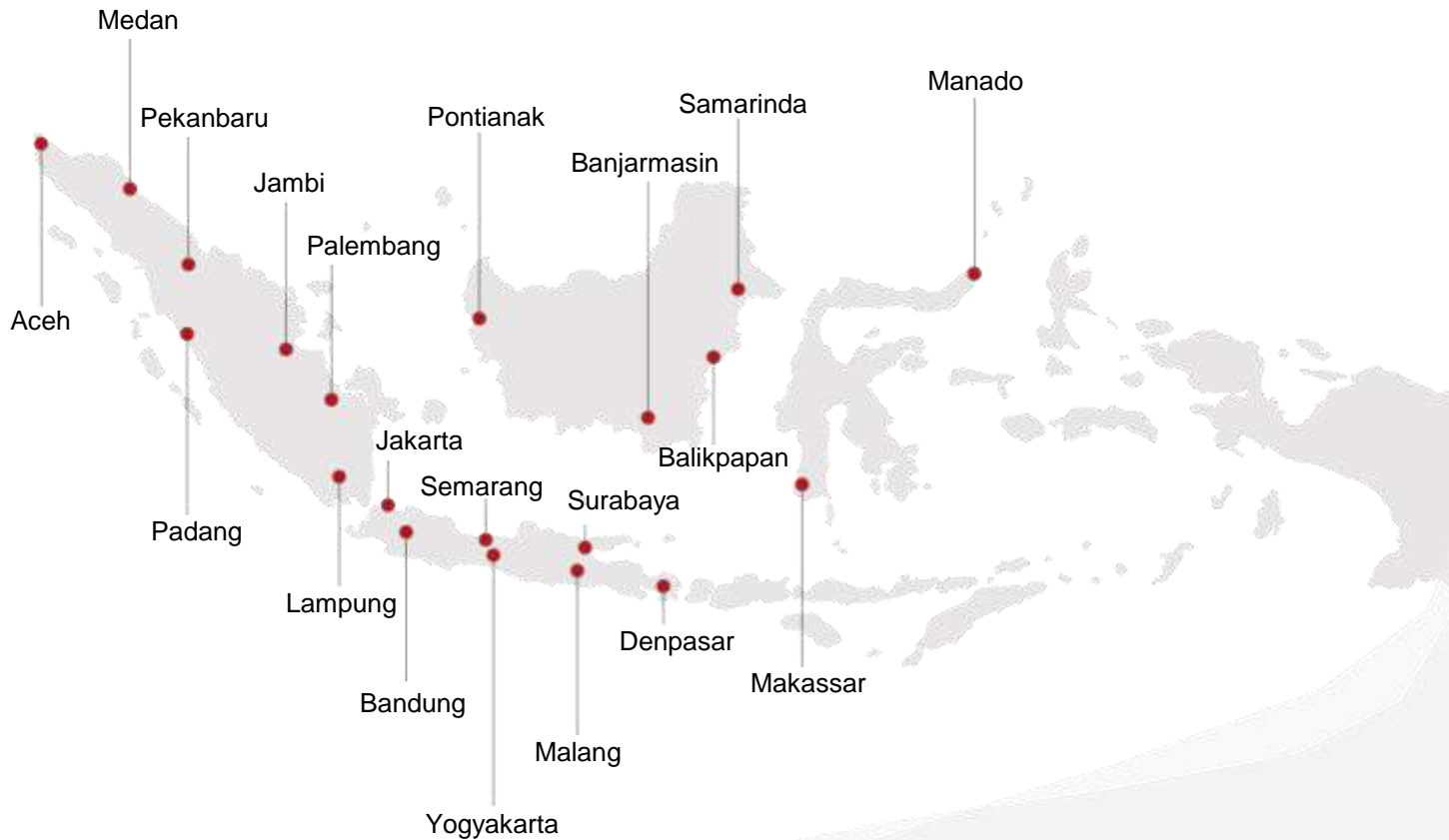
**Digital Solution  
Provider to Help  
Companies Achieving  
Digital Transformation**

# SUBSIDIARIES & ASSOCIATES



\*) as of June, 2022

## Our Network Throughout Indonesia



**20** Locations in  
Indonesia covering  
**150+** cities, and **5,200+**  
Channel Partners

MAIN  
BUSINESS

## Distribution Business

**A WORLD-CLASS  
AND THE LARGEST  
ICT DISTRIBUTION  
COMPANY IN  
INDONESIA**



**Comprehensive  
Hardware and  
software  
Portfolio with  
Modern  
Distribution  
system**



**E-Commerce  
Market segment**

- B2G through LKPP (e-catalogue)
- B2B ([www.metrodatabisnis.com](http://www.metrodatabisnis.com))
- B2C ([www.metrodataonline.com](http://www.metrodataonline.com))
- Official Principal Stores



**Modern Logistics  
Center**

- Warehouse Management System (WMS)
- Transport Management System (TMS) with Tracking Position, Fleet Information and Delivery Status functions

# Our Distribution Portfolio

## PC End Computing



## Devices & Smartphone



## Audio Visual



## Service & Storage



## Productivity



## Surveillance & Security System



## Network & Security



## Data & Analytics



## Memory, Flash & Components



## Rack, Power & Cooling



## IaaS (Infrastructure as a Service)



## SaaS (Software as a Service)



## Gaming & Accessories



## Data Protection



## Printing, Peripheral & Tools



## Electronics



## Indonesia Technology Solution



MAIN  
BUSINESS

# Solution & Consulting Business

## DIGITAL SOLUTION PROVIDER





Metrodata is ready to support and expedite the digital transformation of its customers, from microbusinesses to enterprises, by offering the eight pillars of solution, consisting of:

#1

**Cloud Services**

Secure, managed public cloud services with a network-centric design and multiple layers of security.

#2

**Data & AI**

We manage data and turn it into meaningful and relevant business insight.

#3

**Cyber Security**

By investing in the right people, processes, and technology, organizations can block some of the most persistent threats facing them today.

#4

**Hybrid IT Infrastructure**

We provide network, database and infrastructure optimization for either cloud or local premise environment.

#5

**Business Application**

We develop application to make your business process runs quicker than ever.

#6

**Digital Business Platform**

Digital Business Platform allows enterprises to carry out day-to-day business without trying employees to their desks.

#7

**Consulting & Advisory services**

We develop proven methodologies, deliver holistic perspective, capture across framework boundaries, in addition we eliminate silos of any organization structure.

#8

**Managed services**

We help you drive and manage your innovation through our enterprise-grade consulting, technical and support, and managed services.



# HELPING COMPANIES TO ACHIEVE DIGITAL TRANSFORMATION

Implemented Latest Technologies and Services in one Intelligent Innovation System.


## ■ FROM STRATEGY TO IMPLEMENTATION AS WELL AS SUPPORT, WE DO IT ALL

Whether you are a start-up or an established player, we deliver a comprehensive suite of services to tackle all of your digital transformation challenges.

## ■ WE HELP COMPANIES RUN BETTER

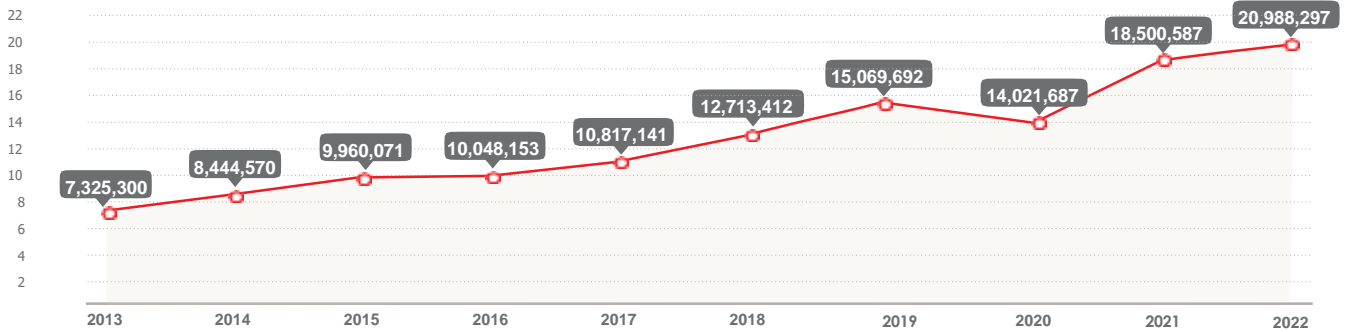
We combine our extensive experience with a thorough understanding of your business needs to deliver high-quality and affordable solutions that work.

### Our Corporate Solution & Consulting Customers' Industry

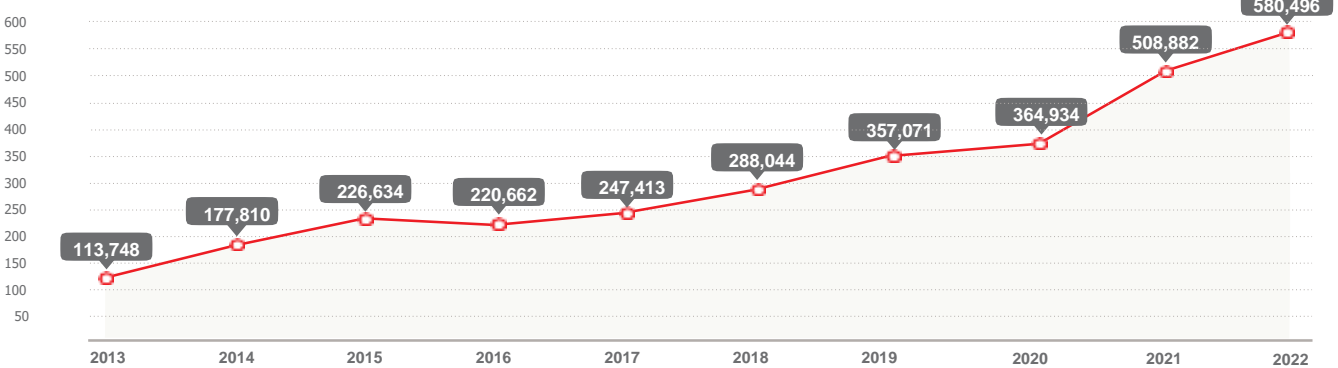
-  **TELECOMMUNICATION**
-  **AUTOMOTIVE**
-  **E-COMMERCE**
-  **BANKING & FINANCIAL SERVICES**
-  **CONSUMER PRODUCTS**
-  **PHARMACEUTICALS & PERSONAL CARE**
-  **HIGHER EDUCATION**
-  **OIL, GAS & MINING**
-  **TRANSPORTATION & LOGISTIC**
-  **HEAVY EQUIPMENT**
-  **AGRIBUSINESS & PLANTATION**
-  **GOVERNMENT RELATED**
-  **FORESTRY, PAPER & PACKAGING**
-  **INDUSTRIAL PRODUCTS**
-  **RETAIL FASHION & LIFESTYLE**
-  **TECHNOLOGY**
-  **FOOD & BEVERAGES**
- MEDIA**

# Financial Highlights

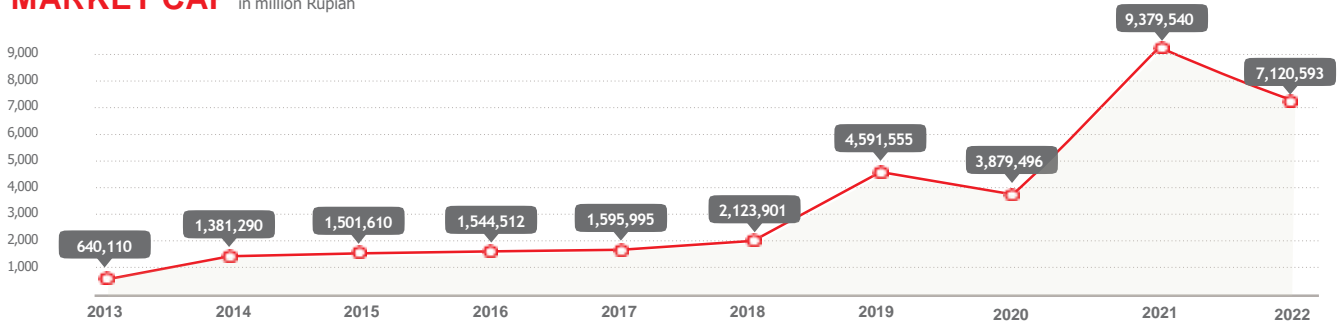
## REVENUE in million Rupiah



## NET INCOME in million Rupiah



## MARKET CAP in million Rupiah



## Subsidiaries' Addresses



### PT Synnex Metrodata Indonesia

APL Tower, 42<sup>th</sup> Floor  
 Jl. Letjen S. Parman Kav. 28  
 Jakarta 11470 - Indonesia

☎ (+62-21) 2934 5800

📠 (+62-21) 2934 5801

💻 synnexmetrodata

📍 Synnex Metrodata Indonesia

[www.synnexmetrodata.com](http://www.synnexmetrodata.com)

### PT Soltius Indonesia

NEO SOHO Capital 15<sup>th</sup> Floor Suite 1503-05  
 Jl. Letjen S. Parman Kav. 28  
 Jakarta 11470 - Indonesia

☎ (+62-21) 2934 5925

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💻 soltiusindonesia

📍 Soltius Indonesia

[www.soltius.co.id](http://www.soltius.co.id)

### PT Mitra Integrasi Informatika

APL Tower, 37<sup>th</sup> Floor  
 Jl. Letjen S. Parman Kav. 28  
 Jakarta 11470 - Indonesia

☎ (+62-21) 2934 5777

📠 (+62-21) 2934 5700

💻 mii\_metrodata

📍 Mitra Integrasi Informatika, PT

[www.mii.co.id](http://www.mii.co.id)

### PT My Icon Technology

APL Tower, 42<sup>th</sup> Floor  
 Jl. Letjen S. Parman Kav. 28  
 Jakarta 11470 - Indonesia

☎ (+62-21) 2934 5600

💻 metrodataonline.official

[www.metrodataonline.com](http://www.metrodataonline.com)



METRODATA

## HEAD OFFICE

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🏢 PT Metrodata Electronics Tbk

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