



## MTDL Berhasil Meningkatkan Penjualan Segmen Korporasi pada 1H23

*Pendapatan dari Pelanggan Korporasi Metrodata Meningkat Double Digit di 1H23*

**Jakarta, 21 Juli 2023** – Emiten Teknologi Informasi dan Komunikasi (TIK) Digital khususnya di bidang Solusi & Konsultasi Digital serta Distribusi Digital, **PT Metrodata Electronics Tbk (MTDL)** mencatatkan peningkatan pendapatan segmen *Commercial* di Semester I-2023. Segmen *Commercial* menasar penjualan produk IT kepada *system integrator* di mana *end user*-nya adalah korporasi. Peningkatan pendapatan dari pelanggan Korporasi juga dirasakan oleh unit bisnis Solusi & Konsultasi yang bertumbuh double digit pada Semester I-2023 ini. Sebagaimana diindikasikan dari hasil survei Bank Indonesia (BI), telah terjadi peningkatan kegiatan usaha di triwulan kedua tahun ini.\*

Pada Semester I-2023, MTDL mencatatkan pendapatan konsolidasi sebesar Rp 9,3 triliun, sekalipun masih turun 4% YoY, tetapi jika dibandingkan antarkuartal telah terjadi pertumbuhan pendapatan 7% QoQ. Pada periode ini MTDL berhasil membukukan laba bersih sebesar Rp 272,2 miliar atau tumbuh 0,3% YoY dari periode yang sama tahun sebelumnya.

Proses pemulihan bisnis dirasakan di segmen *Consumer* dari unit bisnis Distribusi, yang di mana pada Kuartal I-2023 sempat terdampak dari pelemahan permintaan Notebook & PC, namun pada Kuartal II-2023 ini sudah membukukan pertumbuhan yang positif sebesar 7% QoQ. Sedangkan pada segmen *Commercial* terus memberikan kontribusi yang *solid* hingga Semester I-2023, menopang

## MTDL Achieved Revenues Growth in Corporate Segment for 1H23

*Revenue from Metrodata's Corporate Customers Surged Double Digits in 1H23*

**Jakarta, July 21<sup>st</sup> 2023** — A leading listed company in the business of Digital Information and Communication Technology (ICT), especially in the field of Digital Solutions & Consulting and Digital Distribution, **PT Metrodata Electronics Tbk (MTDL)** recorded an increase in its Commercial segment revenue in the 1H23. The Commercial segment targets IT product sales to system integrators, where the end users are corporations. The increase in revenues from Corporate customers is also experienced by the Solutions & Consulting business unit, which experienced double-digit growth in 1H23. As indicated by the Bank Indonesia's (BI) survey, there has been an increase in business activity in the second quarter of this year.\*

In 1H23, MTDL recorded consolidated revenues of IDR 9.3 trillion, even though it was still down 4% YoY, but when compared between quarters there has been a 7% QoQ revenues growth. In this period, MTDL managed to record a net profit of IDR 272.2 billion, grew by 0.3% YoY from the same period the previous year.

The trend of recovery is experienced in the Consumer segment of the Distribution business unit, which was initially impacted by weakening demand for Notebooks & PCs in 1Q23. However, in 2Q23, it has already achieved a positive growth of 7% QoQ. Meanwhile, the Commercial segment continues to provide solid contributions until 1H23, supporting the Distribution business

unit bisnis Distribusi dengan pertumbuhan segmen *Commercial* sebesar 18% YoY. Sekalipun total pendapatan unit bisnis Distribusi masih turun 6% YoY, tetapi jika dilihat perkembangan antarkuartal, akibat pemulihan yang terjadi di segmen *Consumer* dan pendapatan yang *solid* dari segmen *Commercial* telah mendorong kenaikan pendapatan unit bisnis Distribusi 18% QoQ.

Sementara itu, unit bisnis Solusi & Konsultasi berhasil membukukan pertumbuhan pendapatan 13% YoY di Semester I-2023. Di antara 8 pilar bisnis Solusi & Konsultasi, solusi *Cloud* menjadi *highlight* utama dibandingkan solusi lainnya, berkontribusi sebesar 43% dari total *order booking* 8 Pilar. Mengingat Indonesia sebagai salah satu yang memiliki populasi internet terbesar di dunia dengan lebih dari 200 juta pengguna internet, Perseroan optimis pertumbuhan solusi *Cloud* akan berkelanjutan. Selain itu, semakin bertumbuhnya *data center* yang dibangun di Indonesia akan semakin mempercepat penetrasi internet individu dan perusahaan, sehingga akan meningkatkan adopsi layanan berbasis *Cloud*. Oleh karenanya, MTDL berhasil mempertahankan pertumbuhan yang signifikan pada segmen *Cloud* sebesar 21% YoY di Semester I-2023.

"Jika melihat perkembangan bisnis TIK digital di Tanah Air, serta melihat pertumbuhan pendapatan kami di kuartal kedua yang menunjukkan peningkatan yang cukup signifikan, kami yakin bahwa pemulihan bisnis TIK digital sedang berlangsung. Kami berharap, proses pemulihan ini akan terus berlanjut sehingga MTDL bisa terus mencatatkan percepatan pertumbuhan pendapatan yang signifikan," kata **Presiden Direktur MTDL, Susanto Djaja**.

Di sisi lain, keberhasilan Indonesia sebagai salah satu negara di dunia dengan proses pemulihan pasca covid yang cepat, dengan pertumbuhan ekonomi yang diperkirakan

unit with a Commercial segment growth of 18% YoY. Although the total revenue of the Distribution business still declined by 6% YoY, analyzing the quarterly performance, the recovery in the Consumer segment and the strong revenue from the Commercial segment have driven an 18% QoQ increase in Distribution business unit revenue.

Meanwhile, the Solutions & Consulting business unit has achieved a revenue growth of 13% YoY in 1H23. Among the 8 pillars of the Solutions & Consulting business, Cloud solutions stand out as the main highlight compared to other solutions, contributing 43% to the total order booking of the 8 pillars. Considering Indonesia as one of the countries with the largest internet population in the world, with over 200 million internet users, the company is optimistic about the sustainable growth of Cloud solutions. Additionally, the increasing number of data centers being built in Indonesia will further accelerate the penetration of the internet for individuals and businesses, thereby boosting the adoption of Cloud-based services. Consequently, MTDL has successfully maintained a significant growth rate of 21% YoY in the Cloud segment during 1H23.

"If you look at the development of the digital ICT business in the country, and see our revenue growth from in the second quarter which showed a quite significant increase, we can expect a lot that the recovery of the digital ICT business is ongoing. We hope that this recovery process will continue so that MTDL can continue to record significant accelerated revenue growth," said **President Director of MTDL, Susanto Djaja**.

On the other hand, Indonesia's success as one of the countries in the world with a fast post-covid recovery process, with economic growth expected to reach 5.3% by the end of



akan bisa mencapai 5,3% pada akhir tahun 2023\*\*, telah membuat banyak vendor menjajaki kerja sama dengan MTDL. Baru-baru ini unit bisnis Distribusi menjajaki kerja sama di bidang produk *smart home*, *audio visual*, bahkan layanan *Cloud* untuk B2B dan B2C. Sedangkan unit bisnis Solusi & Konsultasi beberapa waktu yang lalu telah menjalin kerja sama dengan beberapa *vendor* untuk pengadaan solusi *supply chain*, solusi pemantauan berbasis *Cloud*, hingga pemrosesan data.

Sementara itu, dari seluruh pendapatan Perseroan pada Semester I-2023 ini, unit bisnis Distribusi memberi kontribusi sebesar Rp 6,9 triliun. Sementara unit bisnis Solusi & Konsultasi mencatatkan pendapatan sebesar Rp 2,9 triliun. Sehingga unit bisnis Distribusi masih berkontribusi secara mayoritas pada total pendapatan konsolidasi yaitu sebesar 71%.

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**Tentang PT Metrodata Electronics Tbk:**

PT Metrodata Electronics Tbk (“Perseroan”) perusahaan publik yang sahamnya tercatat di Bursa Efek Indonesia sejak tahun 1990 (IDX: MTDL) merupakan penyedia jasa Solusi & Konsultasi, serta Distribusi produk dan layanan Teknologi Informasi dan Komunikasi (TIK) dan Digital terkemuka di Indonesia yang bermitra dengan perusahaan-perusahaan TIK kelas dunia.

Perseroan pada saat ini memiliki bisnis utama, yaitu **Bisnis Distribusi Digital** (*Providing World-Class ICT Hardware and Software*) yang menangani bidang usaha distribusi kepada *dealer* dan perusahaan solusi TIK termasuk menjalankan bisnis *e-commerce*. Jaringan distribusinya ada di lebih dari 330 kota di Indonesia dan memiliki lebih dari 6.000

2023\*\*, has made many vendors explore cooperation with MTDL. Recently, in the Distribution business unit, there have been collaborations in the smart home products, audio-visual products, and even Cloud services for both B2B and B2C sectors. On the other hand, the Solutions & Consulting business unit has recently partnered with several vendors for the supply chain solutions, Cloud-based observability solutions, and data processing services.

Meanwhile, from the total revenue of the Company in 1H23, the Distribution business unit contributed Rp 6.9 trillion, while the Solutions & Consulting business unit recorded revenue of Rp 2.9 trillion. As a result, the Distribution business unit continues to be the majority contributor to the total consolidated revenue, accounting for 71%.

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**About PT Metrodata Electronics Tbk**

PT Metrodata Electronics Tbk (“the Company”) a public listed company in Indonesian Stock Exchange since 1990 (IDX: MTDL) is a leading provider of Solutions & Consulting services, as well as the Distribution of Information and Communication Technology (ICT) and Digital products and services in Indonesia. partnering with world-class ICT companies.

It currently has its main business which is **the Digital Distribution Business** (*Providing World-Class ICT Hardware and Software*) that handles distribution to the dealers and ICT solution companies as well as running an e-commerce business. The distribution network covers more than 330 cities across Indonesia and has more than 6,000 channel partners



*channel partner* dan lebih dari 100 *brand* produk dan jasa TI kelas dunia.

Bisnis Utama lainnya yaitu **Solusi & Konsultasi Digital** (*Digital Solution Provider to Help Companies Achieving Digital Transformation*), yang menyediakan solusi lengkap TIK berdasarkan 8 Pilar Solusi Digital Metrodata, yang terdiri dari *Cloud Services, Big Data & Analytics, Hybrid IT Infrastructure, Security, Business Application, Digital Business Platform, Consulting & Advisory Services*, dan *Managed Services* untuk mendukung transformasi bisnis digital.

with more than 100 brands of world-class IT products and services.

Another main business is **the Digital Solutions and Consulting Business** (*Digital Solution Provider to Help Companies Achieving Digital Transformation*) provides complete ICT solutions based Metrodata's 8 pillars of Digital Solution, which are *Cloud Services, Big Data & Analytics, Hybrid IT Infrastructure, Security, Business Application, Digital Business Platform, Consulting & Advisory Services*, and *Managed Services* to support digital business transformation.

\* [https://www.antaranews.com/berita/3639978/survei-bi-indikasikan-kinerja-kegiatan-usaha-meningkat-di-triwulan-ii?utm\\_source=antaranews&utm\\_medium=desktop&utm\\_campaign=terkini](https://www.antaranews.com/berita/3639978/survei-bi-indikasikan-kinerja-kegiatan-usaha-meningkat-di-triwulan-ii?utm_source=antaranews&utm_medium=desktop&utm_campaign=terkini)

\*\* <https://ekonomi.republika.co.id/berita/rx19tf349/akhir-2023-sri-mulyani-proyeksi-pertumbuhan-ekonomi-53-persen>

*Untuk informasi lebih lanjut, silahkan menghubungi:*

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