



MTDL Perkuat Delapan Pilar Solusi Digital

Maraknya Transformasi Digital, Laba Bersih MTDL Meningkat di Kuartal III-2020

Jakarta, 28 Oktober 2020 - PT Metrodata Electronics Tbk ("MTDL" atau Perseroan), emiten solusi digital dan distribusi di bidang Teknologi Informasi dan Komunikasi ("TIK"), memperkuat bisnis Solusi dan Konsultasi dengan terus melengkapi delapan pilar solusi digital Metrodata, yaitu *Cloud Services, Big Data & Analytics, IT Security, Hybrid IT Infrastructure, Business Application, Digital Business Platform, Consulting & Advisory Services, dan Managed Services*. Hal ini diiringi dengan maraknya transformasi digital pada berbagai industri di tengah pandemi Covid-19 sehingga terdapat peningkatan permintaan solusi digital.

Susanto Djaja selaku **Presiden Direktur MTDL**, menjelaskan, "Kami bersyukur bahwa di tengah pandemi ini, MTDL masih bisa membukukan laba bersih di Kuartal III-2020 sebesar Rp267,7 Miliar atau bertumbuh 3,43% dibandingkan periode yang sama pada tahun sebelumnya. Tentu ini adalah hasil dari kerja keras berbagai pihak sehingga Metrodata dapat bertumbuh dan turut berkontribusi di tengah pandemi ini dengan membantu perusahaan-perusahaan dalam bertransformasi digital, salah satunya melalui delapan pilar solusi digital Metrodata."

Sebagai satu-satunya perusahaan TIK yang menyediakan solusi yang paling lengkap, MTDL berhasil meraih pendapatan yang stabil, sebesar Rp10 Triliun di Kuartal III-2020. **Randy Kartadinata** selaku **Direktur MTDL** menambahkan, "Salah satu kontribusi berasal dari kenaikan pendapatan pada

MTDL Strengthens Eight Pillars of Digital Solutions

The Rise of Digital Transformation, MTDL's Net Income Increased in the Third Quarter of 2020

Jakarta, October 28, 2020 - PT Metrodata Electronics Tbk ("MTDL" or the Company), as a digital solution and distribution company in Information and Communication Technology ("ICT"), strengthens the Solution and Consulting business by continuing to complement the eight pillars of Metrodata's digital solutions, specifically *Cloud Services, Big Data & Analytics, IT Security, Hybrid IT Infrastructure, Business Application, Digital Business Platform, Consulting & Advisory Services, and Managed Services*. This is accompanied by a lot of digital transformation in various industries amid the Covid-19 pandemic that push the demand for digital solutions.

Susanto Djaja as **President Director of MTDL**, explained, "We are grateful that in the midst of this pandemic, MTDL was still able to reach a net income (net minority interest) in the third quarter of 2020 of IDR267.7 Billion, or grew by 3.43% compared to the same period in the previous year. Of course, this is the result of the hard work of various parties, so Metrodata can grow and contribute during this pandemic by helping companies transform digitally, one of which is through Metrodata's eight pillars of digital solutions."

As the only ICT company that provides the most comprehensive solutions, MTDL managed to achieve stable revenue, amounting to IDR10 Trillion in the third quarter of 2020. **Randy Kartadinata** as **Director of MTDL** added, "One of the contributions came from the 9.14% YoY increase in the Solution and



unit bisnis Solusi dan Konsultasi sebesar 9,14% YoY. Melalui pengalaman puluhan tahun di industri TIK dan bekerja sama dengan ratusan *partner* di bisnis Distribusi, Metrodata juga meraih laba kotor sebesar Rp893 Miliar di Kuartal III-2020 atau bertumbuh 7,13% YoY.”

Pada unit bisnis Distribusi, MTDL terus memenuhi kebutuhan produk-produk TIK seperti *Notebook*, *PC*, *Smartphone*, dan produk *Collaboration Solution* yang masih banyak diminati karena adanya kebijakan *Work From Home* (WFH) dan belajar dari rumah. Di sisi lain, terdapat keterbatasan persediaan *Notebook* dan *PC* di pasar yang mengerem penjualan di unit bisnis Distribusi, namun membuat kenaikan di sisi margin.

Randy melanjutkan, “MTDL menunjukkan posisi kas yang sangat sehat dan mencapai Rp1,78 Triliun per 30 September 2020, meningkat 212,35% YoY. Selain itu, pinjaman bank MTDL juga mengalami penurunan 68,97% YoY menjadi Rp20,8 Miliar. Selama pandemi ini, MTDL telah melakukan upaya penagihan yang intensif, di mana seluruh tim penjualan dan penagihan telah didelegasikan untuk secara aktif menindaklanjuti tagihan kepada pelanggan, sehingga MTDL dapat memanfaatkan kas yang diterima untuk mendanai modal kerja dan belanja modal berikutnya.”

Di tengah pandemi yang mengharuskan banyak perusahaan bertransformasi secara digital, membuat kebutuhan infrastruktur dan peralatan TIK sangat dibutuhkan. Metrodata melalui dua unit bisnisnya, yaitu unit bisnis Distribusi yang bekerja sama dengan lebih dari 100 merek TIK ternama dunia dan unit bisnis Solusi dan Konsultasi yang menyediakan solusi lengkap, diharapkan dapat terus mendukung transformasi digital di Indonesia.

Consulting business unit’s revenue. Through decades of experience in the ICT industry and working with hundreds of partners in the distribution business, Metrodata also achieved a gross profit of IDR893 Billion in the third quarter of 2020 or grew by 7.13% YoY.”

In the Distribution business unit, MTDL continues to meet the needs of ICT products such as Notebooks, PCs, Smartphones, and Collaboration Solution products which are still in great demand due to the Work From Home (WFH) policy and learning from home. On the other hand, there is a limited supply of Notebooks and PCs in the market which reduces the sales in the Distribution business unit, but increases the margin side.

Randy continued, “MTDL shows a very healthy cash position and reached IDR1.78 Trillion as of 30 September 2020, an increase of 212.35% YoY. Besides, MTDL bank loans also experienced a decline of 68.97% YoY to IDR20.8 Billion. During this pandemic, MTDL has undertaken intensive collection efforts, while the entire sales and collection team has been delegated to actively follow up on invoices to customers so that MTDL can utilize the cash received to finance working capital and subsequent capital expenditures.”

Amid of a pandemic that requires many companies to transform digitally, making the need for ICT infrastructure and equipment is urgently needed. Metrodata, through its two business units, namely the Distribution business unit which collaborates with more than 100 world-renowned ICT brands as well as the Solutions and Consulting business unit that provides complete solutions, is expected to continue to support digital transformation in Indonesia.



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 perusahaan Teknologi Informasi dan Komunikasi (TIK) terkemuka di Indonesia yang bermitra dengan perusahaan-perusahaan TIK kelas dunia. Perseroan pada saat ini memiliki unit bisnis utama yaitu **Bisnis Distribusi** (*Providing World-Class ICT Hardware and Software*) yang menangani bidang usaha distribusi kepada *dealer* dan perusahaan solusi TIK termasuk menjalankan *bisnise-commerce*. Jaringan distribusinya ada di lebih dari 150 kota di Indonesia dan memiliki *channel partner* lebih dari 4.000 dan memiliki lebih dari 100 *brand* produk dan jasa TI kelas dunia; **Bisnis Solusi & Konsultasi** (*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 digital bisnis.

Untuk keterangan lebih lanjut, silakan hubungi:

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About PT Metrodata Electronics Tbk

PT Metrodata Electronics, Tbk (“the Company”)— the publicly listed Company on Bursa Efek Indonesia (IDX) since 1990 (IDX: MTDL) is one of the leading Information and Communication Technology (“ICT”) companies in Indonesia that build strategic alliances with world-class ICT companies. The Company has main business units, namely **Distribution Business** (*Providing World-Class ICT Hardware and Software*) that handles distribution to partnered dealers, ICT solution companies and also running an e-commerce business. Its distribution network is covering more than 150 cities in Indonesia and has more than 4,000 channel partners and more than 100 world-class IT products and service brands; **Solution & Consulting Business** (*Digital Solution Provider to Help Companies Achieving Digital Transformation*) that provides complete ICT solutions based on Metrodata’s 8 Pillars of Digital Solutions, consisting of *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.

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