



Semester I-2020 MTDL Bukukan Laba Bersih Rp 156 Miliar

Hasil dari kesiapan sistem TIK dan tenaga ahli MTDL di masa pandemi

Jakarta, 29 Juli 2020 – PT Metrodata Electronics Tbk ("MTDL"), emiten yang bergerak di bidang distribusi, solusi & konsultasi Teknologi Informasi dan Komunikasi ("TIK") kembali mencatatkan kinerja positif pada Semester I-2020 dengan membukukan laba bersih sebesar Rp 156,0 miliar atau tumbuh 2,3% YoY dibandingkan pada periode yang sama tahun sebelumnya yaitu sebesar Rp 152,5 miliar. Sementara pendapatan MTDL di Semester I-2020 mencapai Rp 6,20 triliun, naik 0,8% YoY dari periode yang sama pada tahun 2019 yang tercatat sebesar Rp 6,16 triliun.

Randy Kartadinata, selaku Direktur MTDL mengungkapkan bahwa kontribusi pendapatan masih di dominasi oleh unit bisnis Distribusi. "Kontribusi pendapatan terbesar masih berasal dari unit bisnis Distribusi yaitu sebesar 72%, diikuti oleh unit bisnis Solusi dan Konsultasi sebesar 28%. Jika melihat kontribusi dari unit bisnis Solusi dan Konsultasi di masa pandemi ini, maka terjadi peningkatan dari 25% tahun lalu menjadi 28% di Semester I -2020 ini sejalan dengan semakin banyaknya perusahaan melakukan transformasi digital," ujarnya.

Pendapatan bertumbuh seiring dengan permintaan akan produk, layanan, dan infrastruktur IT yang terus meningkat ditengah pemberlakuan sistem bekerja dari rumah (*work from home/WFH*). **Randy** menambahkan, Perseroan mampu mengejar

MTDL Records Net Profit of IDR 156 Billion in First Half of 2020

The result of the readiness of MTDL's ICT system and experts during the pandemic

Jakarta, 29 July 2020 – PT Metrodata Electronics Tbk ("MTDL"), a public Company engaged in the distribution, solution & consulting of Information and Communication Technology ("ICT") recorded positive performance in first half of 2020 by posting net income of IDR 156.0 billion or growing 2.3% YoY compared to the same period in the previous year of IDR 152.5 billion. While MTDL's revenues in the first half of 2020 reached IDR 6.20 trillion, up 0.8% YoY from the same period in 2019 which recorded at IDR 6.16 trillion.

Randy Kartadinata, Director of MTDL reveals that Distribution business unit still dominates the revenue contribution. "The biggest revenue contribution still comes from the Distribution business unit of 72%, followed by the Solution and Consulting business unit by 28%. If we look at the contribution of the Solution and Consulting business unit during this pandemic, there's an increase from 25% last year to 28% in the first half of 2020 in line with the increasing number of companies doing the digital transformation," he said.

Revenues grow as the demand for products, services and IT infrastructure continues to increase amid the implementation of the work from home (WFH). **Randy** added that the Company was able to catch up on sales that had lagged in the previous quarter since the



penjualan yang sempat tertinggal pada kuartal sebelumnya sejak dilonggarkan aturan Pembatasan Sosial Berskala Besar (PSBB) oleh pemerintah. "Dengan dibukanya PSBB dan dimulainya masa transisi *new normal* di bulan Juni 2020, telah memberikan kesempatan Metrodata melakukan akselerasi ketertinggalan penjualan dua bulan sebelumnya, dan menghasilkan penjualan yang stabil dibandingkan tahun lalu."

Di lain sisi, Direktur Utama MTDL **Susanto Djaja** menyebutkan, kondisi ini juga didukung oleh kesiapan dari seluruh elemen dan sistem yang dimiliki Perseroan. "Kami beruntung telah mempersiapkan diri untuk bekerja *mobile* sejak 10 tahun lalu di mana para tim *sales* kami sudah menerapkan *mobile office*. Kesiapan sistem TIK dan tenaga ahli Metrodata inilah yang menolong kami untuk selalu siap siaga menolong kebutuhan pelanggan di masa pandemi ini. Pelanggan membutuhkan respon yang cepat dalam pengadaan khususnya *Notebook* dan *Personal Computer* untuk memampukan karyawannya bekerja WFH. Alhasil, kami menjadi salah satu pilihan utama bagi para pelanggan dimasa sulit ini," ujar **Susanto**.

Susanto menambahkan bahwa meningkatnya kebutuhan IT turut menyebabkan Perseroan menaikkan anggaran belanja modal mencapai Rp 450 miliar dari yang sebelumnya Rp 260 miliar. Sebesar Rp 440 miliar akan dialokasikan untuk pendanaan alat-alat IT, dan sisanya Rp 10 miliar akan digunakan untuk *upgrade internal system* TIK Perseroan.

Sementara itu, **Randy** mengungkapkan posisi keuangan Perseroan saat ini berada pada posisi yang sangat kuat. Di mana kondisi likuiditas Perseroan sangat baik diikuti dengan

large-scale social restriction (PSBB) by the Government were relaxed. "With the opening of PSBB and the start of the new normal transition period in June 2020, it has given the opportunity for Metrodata to accelerate the sales that had lagged in the previous two months, and generate stable sales compared to last year."

On the other hand, the President Director of MTDL **Susanto Djaja** mentioned, this condition is also supported by the readiness of all elements and systems owned by the Company. "We were fortunate to have been preparing for mobile work since 10 years ago where our sales team already implemented mobile office. The readiness of this ICT system and the experts of Metrodata is what helps us to always be ready to help the needs of customers during this pandemic. Customers need a fast response in the procurement, especially Notebook and Personal Computer to enable employees work from home. As a result, we become one of the main choices for customers during this pandemic," said **Susanto**.

Susanto added that the increasing need for IT led the Company to raise its capital expenditure budget to IDR 450 billion from previously IDR 260 billion. Amounting to IDR 440 billion will be allocated for the funding of IT equipment, and the remaining IDR 10 billion will be used to upgrade the Company's internal ICT systems.

Meanwhile, **Randy** revealed that the Company's financial position is currently in a very strong position. Where the Company's liquidity condition is very good, followed by



minimnya pinjaman bank serta *financial institution* lainnya. "Kondisi likuiditas sangat baik dengan posisi *cash in bank* mencapai Rp 1,4 triliun berasal dari hasil *collection* yang efektif dimasa pandemi. Kondisi likuiditas tersebut jauh lebih baik dibandingkan dengan kondisi sebelumnya di mana *cash in bank* hanya di kisaran Rp 700 miliar." **Randy** melanjutkan, "Pinjaman ke bank dan ke *financial institution* sangat minim hanya Rp 25 miliar. Itupun sebenarnya ingin kami lunasi tetapi tidak diperbolehkan oleh pihak *leasing*, karena terkait adanya penalti jika pelunasan dipercepat," tutup **Randy**.

Sebagai informasi tambahan, Metrodata akan membagikan dividen tunai sebesar Rp 81,03 miliar atau Rp 33 per lembar saham pada 30 Juli 2020. Dan belum lama ini, pada tanggal 21 Juli 2020 MTDL telah membuktikan sebagai perusahaan yang unggul dengan meraih penghargaan tertinggi atas kinerja sepanjang tahun 2019 sebagai Emiten Terbaik 2020 Sektor Elektronika, yang diberikan oleh Majalah Investor.

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

lack of bank loans and other financial institution. "The liquidity condition is very good with the cash in bank position reaching IDR 1.4 trillion, coming from the results of effective collections during the pandemic. The liquidity condition is much better compared to the previous condition where the cash in bank was only around IDR 700 billion." Randy continued, "Loans to the bank and financial institution are minimal for only IDR 25 billion. And that's actually we want to pay it off but it is not allowed by the leasing, as it is related to the penalty if the repayment is accelerated," **Randy** concluded.

As additional information, Metrodata will distribute cash dividends of IDR 81.03 billion or IDR 33 per share on July 30, 2020. And recently, on July 21, 2020, MTDL has proven to be a superior Company by achieving the highest award for performance throughout the year 2019 as the Best Listed Companies 2020 in the Electronics Sector, awarded by Majalah Investor.

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 &**



PT Metrodata Electronics Tbk

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dan jasa TI kelas dunia; ***Bisnis Solusi & Konsultasi*** (*Digital Solution Provider to Help Companies Achieving Digital Transformation*) yang menyediakan solusi lengkap TIK dari mulai konseptual/perancangan, implementasi, *IT Managed Services*, konsultasi dan pelatihan, dan dukungan untuk transformasi digital bisnis.

Untuk keterangan lebih lanjut, silakan hubungi:

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Consulting Business (Digital Solution Provider to Help Companies Achieving Digital Transformation) that provides complete ICT solutions from conceptual/design, implementation, IT Managed Services, consulting and training, as well as support for business digital transformation.

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