



SIARAN PERS

MTDL Pertahankan Pertumbuhan Laba Bersih 35,5% di Kuartal III-2019

Pertumbuhan Ekonomi Digital RI Mendorong Bisnis Metrodata

Jakarta, 29 Oktober 2019 – PT Metrodata Electronics Tbk (“MTDL”), emiten yang bergerak di bidang distribusi, solusi & konsultasi Teknologi Informasi dan Komunikasi (“TIK”) berhasil mempertahankan pertumbuhan laba bersih pada kuartal III-2019 sebesar 35,5%YoY dari Rp191,0 miliar di kuartal III-2018 menjadi Rp258,8 miliar di kuartal III-2019. Pertumbuhan ekonomi digital Indonesia menjadi salah satu aspek yang berperan besar dalam menorehkan kinerja positif secara berkelanjutan.

Dari laporan *e-Conomy SEA 2019* yang dirilis oleh Google, Temasek, dan Bain & Company, Indonesia menjadi salah satu negara dengan pertumbuhan ekonomi digital yang paling pesat di wilayah Asia Tenggara. Pertumbuhan tersebut sejalan dengan diresmikannya Palapa Ring baru-baru ini, yaitu proyek pembangunan jaringan serat optik nasional yang menghubungkan 514 kota untuk akselerasi pemerataan ekonomi digital. “Pertumbuhan ekonomi digital Indonesia ini meningkatkan *demand* akan produk dan solusi TIK, sehingga sebagai *digital solution & distribution company* MTDL siap mendukung transformasi digital para pelanggan dan mitra korporasi,” ungkap Susanto Djaja, Presiden Direktur MTDL.

Pendapatan MTDL meningkat pada kuartal III-2019, mencapai Rp10,2 triliun, atau naik 12,8%YoY dari Rp9,1 triliun pada periode yang sama tahun sebelumnya. “Masih sama dengan semester I-2019, pertumbuhan pendapatan paling tinggi berasal dari unit bisnis Solusi, yakni 25,1%. Sementara untuk kontribusi terbesar

PRESS RELEASE

MTDL Maintains 35.5% Net Profit Growth in Third Quarter-2019

Indonesian Digital Economic Growth Drives Metrodata Business

Jakarta, October 29, 2019 – PT Metrodata Electronics Tbk (“MTDL”), public company engaged in the distribution, solution & consulting in Information and Communication Technology (“ICT”) managed to maintain net profit growth in the third quarter-2019 by 35.5%YoY from Rp191.0 billion in the third quarter-2018 to Rp258.8 billion in the third quarter-2019. The growth of Indonesia's digital economy has become one of the aspects that plays a major role in sustaining positive performance.

From the *e-Conomy SEA 2019* report released by Google, Temasek, and Bain & Company, Indonesia has become one of the countries with the fastest digital economic growth in the Southeast Asian region. This growth is in line with the recent launch of Palapa Ring, a national fiber optic network development project that connects 514 cities to accelerate equal distribution of digital economic equity. “The growth of Indonesia's digital economy is increasing the demand for ICT products and solutions, as a digital solution & distribution company MTDL is ready to support the digital transformation of corporate customers and partners,” said Susanto Djaja, President Director of MTDL.

MTDL's revenue recorded an increase in the third quarter of 2019, reaching Rp10.2 trillion, up 12.8%YoY from Rp9.1 trillion in the same period previous year. “Still the same as the first semester of 2019, the highest revenue growth came from the Solution business unit, which is 25.1%. While the biggest contribution to revenue

terhadap pendapatan masih berasal dari unit bisnis Distribusi sebesar 77,0%, diikuti oleh unit bisnis Solusi 21,3% dan Konsultasi 1,7%," lanjut Susanto.

Sementara menurut Randy Kartadinata, Direktur MTDL, Pendapatan unit bisnis Distribusi, di bawah pengelolaan entitas anak PT Synnex Metrodata Indonesia ("SMI"), bertumbuh Rp838 miliar, atau 11,5%YoY dibandingkan tahun lalu. Salah satu pendukung utama pertumbuhan adalah segmen bisnis yang relatif baru lewat PT My Icon Technology yang bermain di pengadaan produk TIK melalui e-katalog (LKPP – Lembaga Kebijakan Pengadaan Barang/Jasa Pemerintah). "Untuk segmen B2G (*business-to-government*) penjualannya signifikan, yaitu mencapai Rp404 miliar hingga kuartal III-2019 ini," ungkap Randy.

Randy menambahkan "Dari sisi lain, pertumbuhan unit bisnis Distribusi juga didukung oleh segmen *Consumer* yang melakukan penjualan kepada *dealer*, dengan meningkatnya permintaan *dealer* yang mulai *maintain* stok setelah pilpres. Ditambah dengan peningkatan pertumbuhan dari segmen *Commercial* yang melakukan penjualan ke segmen korporasi melalui Perusahaan Solusi TIK sejalan dengan transformasi digital yang menguntungkan perusahaan-perusahaan solusi tersebut."

Perkembangan teknologi digital seperti IoT, AI (*Artificial Intelligence*), 5G, *Big Data & Analytics*, *Dev-Ops*, *Cloud* yang bertumbuh pesat di Indonesia membuat data menjadi aset yang perlu dilindungi. "Seiring perkembangan teknologi tersebut, keamanan siber yang kuat menjadi penting dan sangat diperlukan untuk menjaga data yang semakin kompleks. Oleh karena itu melalui SMI, kami telah bekerja sama dengan International Council of E-Commerce Consultants ("EC-Council") menjadi penyedia solusi sertifikasi keamanan siber," tutur Randy. EC-Council adalah perusahaan terkemuka penyedia jasa badan sertifikasi keamanan siber, beroperasi di 145 negara dan 200.000 sertifikasi keamanan informasi profesional secara global. Selain itu, baru-baru ini SMI juga telah ditunjuk Uniview untuk memasarkan produk Uniarch. Uniarch

is still from the Distribution business unit by 77.0%, followed by the Solution business unit 21.3% and Consulting 1.7%," continued Susanto.

While according to Randy Kartadinata, Director of MTDL, the revenue of Distribution business unit, under the management of a subsidiary PT Synnex Metrodata Indonesia ("SMI"), grew Rp838 billion, or 11.5%YoY compared to last year. One of the main growth drivers is a relatively new business segment through PT My Icon Technology which engaged in the procurement of ICT products through e-catalogue (LKPP – National Public Procurement Agency). "For the B2G (*business-to-government*) segment, the sales are significant, reaching Rp404 billion until the third quarter of 2019," Randy said.

Randy added, "On the other hand, the growth of the Distribution business unit was also supported by the Consumer segment selling to dealers, with an increase in demand for dealers who began to maintain stock after the presidential election. Combine with the growth in the Commercial segment that sells to the corporate segment through the ICT Solution Company which in line with the digital transformation that benefits these solution companies. "

The development of digital technology such as IoT, AI (*Artificial Intelligence*), 5G, *Big Data & Analytics*, *Dev-Ops*, *Cloud* which is growing rapidly in Indonesia makes data an asset that needs to be protected. "As technology develops, strong cyber security becomes important and indispensable to protect more complex data. Therefore through SMI, we have established partnership with the International Council of E-Commerce Consultants ("EC-Council") to be cyber security certification solution provider," Randy said. EC-Council is a leading cyber security certification provider, operating in 145 countries and 200,000 professional information security certifications globally. In addition, recently SMI has also been appointed by Uniview to market Uniarch products. Uniarch is a high quality IP (internet protocol) CCTV at an affordable price

merupakan CCTV IP (*internet protocol*) berkualitas tinggi dengan harga yang terjangkau dan *easy to use*. Kerja sama ini menambah rangkaian lebih dari 90 merek yang ditawarkan melalui saluran distribusi MTDL.

Pendapatan unit bisnis Solusi MTDL di bawah entitas anak PT Mitra Integrasi Informatika ("MII") bertumbuh Rp450,7 miliar, atau 25,1%YoY. "Kebutuhan akan solusi digital dari segmen perusahaan skala kecil dan menengah hingga *enterprise* dapat dipenuhi oleh MII sebagai *digital solution provider* sehingga di era digital transformasi ini, unit bisnis Solusi menjadi salah satu penyumbang *growth* terbesar untuk MTDL," ujar Randy. "*Customer base* terbesar kami adalah dari industri Perbankan dan Telekomunikasi dengan solusi utama yang dibutuhkan adalah untuk pengadaan infrastruktur TI serta proyek *interface* bagi perbankan dan *big data analytics* bagi Telco."

Disamping itu, penjualan produk 8 Pilar merepresentasikan 20% dari total pendapatan unit bisnis Solusi. Delapan Pilar yang terdiri dari *Cloud Services, Digital Business Platform, Big Data & Analytics, Security, Consulting & Advisory Services, Managed Services, Hybrid IT Infrastructure, dan Business Application*, merupakan inisiatif MTDL dalam mempersiapkan diri menghadapi teknologi masa depan. Dengan *Cloud Services, Managed Services dan Digital Business Platform* sebagai penyumbang terbesar.

Unit bisnis Konsultasi MTDL di bawah entitas anak PT Soltius Indonesia ("SI") bersama unit bisnis Solusi terus berupaya menyediakan solusi-solusi spesifik terbaru kepada para pelanggan korporat.

Pertumbuhan unit bisnis Solusi & Konsultasi turut didukung oleh Sumber Daya Manusia yang unggul, dengan lebih dari 600 orang konsultan TIK dalam proses implementasi aplikasi dan jasa TIK. MTDL memberikan solusi *Managed Services* berupa jasa tenaga ahli TIK sebanyak 420 *developer* dan 800 *technical support* yang ditempatkan di kantor pelanggan korporatnya.

and easy to use. This partnership adds to the series of more than 90 brands offered through MTDL distribution channels.

The MTDL Solution business unit's revenue under a subsidiary, PT Mitra Integrasi Informatika ("MII") grew Rp450.7 billion, or 25.1%YoY. "The needs for digital solutions from small and medium scale segments up to enterprise can be fulfilled by MII as a digital solution provider so that in this digital transformation era, the Solution business unit is one of the biggest growth contributor for MTDL," Randy said. "Our biggest customer base is from the Banking and Telecommunications industry with the main solution needed is for IT infrastructure procurement with interface projects for Banking and big data analytics for Telco."

In addition, the sales of 8 Pillars product represent 20% of the total Solution business unit revenue. The Eight Pillars consisting of Cloud Services, Digital Business Platform, Big Data & Analytics, Security, Consulting & Advisory Services, Managed Services, Hybrid IT Infrastructure, and Business Application are MTDL's initiatives in preparing the future technologies. With Cloud Services, Managed Services and Digital Business Platform as the biggest contributors.

The MTDL Consulting business unit under the subsidiary PT Soltius Indonesia ("SI") together with the Solution business unit continues to provide the latest specific solutions to corporate customers.

The growth of the Solutions & Consultation business unit is also supported by superior Human Resources, with more than 600 ICT consultants in the process of implementing ICT applications and services. MTDL provides Managed Services solution in the form of 420 ICT developers and 800 technical supports that are placed in the corporate customers' offices.

Susanto mengaku optimis MTDL dapat melampaui target pendapatan dan laba bersih yang dicanangkan pada awal tahun ini. "Melihat kinerja keuangan dari tiap unit bisnis sampai dengan kuartal III-2019 seiring pertumbuhan ekonomi digital Indonesia yang akan terus berkembang, kami rasa target 12% *top line* dan 12,5% *bottom line* dapat terlampaui. Dengan strategi diversifikasi segmen bisnis dan produk yang lengkap, MTDL berharap dapat menjadi perusahaan penyedia teknologi digital yang terpercaya yang turut berperan dalam akselerasi ekonomi digital 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 tiga unit bisnis utama yaitu **Bisnis Distribusi** yang menangani bidang usaha distribusi kepada *dealer* dan perusahaan solusi TIK termasuk menjalankan business *e-commerce*. Jaringan distribusinya ada di lebih dari 150 kota di Indonesia dan memiliki *channel partner* lebih dari 4.000 dan memiliki lebih dari 90 *brand* produk dan jasa TI kelas dunia; **Bisnis Solusi** yang menyediakan solusi lengkap TI dan komunikasi dari mulai perancangan, implementasi, *IT Managed Services*, konsultasi dan pelatihan; dan **Bisnis Konsultasi** yang menawarkan solusi bisnis inovatif mulai dari konseptual, pelaksanaan dan implementasinya, dan dukungan untuk transformasi bisnis.

Untuk keterangan lebih lanjut, silakan hubungi:

Randy Kartadinata

Sekretaris Perusahaan

Telp: (62-21) 29345 888

Fax : (62-21) 29345 899

Email:

Investor.Relation@metrodata.co.id

www.metrodata.co.id

F. Dion / Melani

Dwi Nastiti

Investor Relations /
Public Relations

Telp: (62) 816 112

8998 / (62-21)
29345 888 ext. 2008

Fax : (62-21) 29345
899

Email:

ir_mtdl@yahoo.com

www.metrodata.co.id

[d](http://www.metrodata.co.id)

Susanto was optimistic that MTDL could exceed the revenue and net profit target set at the beginning of this year. "By seeing the financial performance of each business units until third quarter of 2019 along with the continuous growth of Indonesia's digital economy, we feel that the target of 12% *top line* and 12.5% *bottom line* can be exceeded. With complete diversification business and product segments strategy, MTDL hopes to become a trusted digital technology provider that plays a role in accelerating Indonesia's digital economy."

About PT Metrodata Electronics Tbk

PT Metrodata Electronics, Tbk ("the Company")—the public company that share listed at Bursa Efek Indonesia (IDX) since 1990 (IDX: MTDL) is one of the leading Information Communication Technology ("ICT") companies in Indonesia and has built strategic alliances with world-class ICT companies. The Company currently has three main business units, namely **Distribution Business** handles distribution to dealer partners and ICT solution companies including running e-commerce business. Its distribution network is in more than 150 cities in Indonesia and has more than 4,000 channel partners and has more than 90 world-class IT products and service brands; **Solution Business** which provides complete ICT solutions from design, implementation, IT Managed Services, consultation and training; **Consulting Business** which offers innovative business solutions from conceptualizing, commissioning and implementation, and supporting for business transformation.

For more information, please contact:

Randy Kartadinata

Corporate Secretary

Ph: (62-21) 29345 888

Fax : (62-21) 29345 899

Email:

Investor.Relation@metrodata.co.id

www.metrodata.co.id

F. Dion / Melani

Dwi Nastiti

Investor Relations /
Public Relations

Ph: (62) 816 112

8998 / (62-21)
29345 888 ext. 2008

Fax : (62-21) 29345
899

Email:

ir_mtdl@yahoo.com

www.metrodata.co.id

[d](http://www.metrodata.co.id)