

MTDL Awali Tahun 2022 dengan Kinerja Positif

Penjualan Kuartal I-2022 Naik 33,7% YoY

Jakarta, 28 April 2022 — PT Metrodata Electronics Tbk (“MTDL”), emiten Teknologi Informasi dan Komunikasi (“TIK”) Digital khususnya di bidang solusi digital serta distribusi digital, mengawali tahun 2022 dengan kinerja yang positif. MTDL berhasil meraih penjualan sebesar Rp5,2 triliun atau naik 33,7% YoY meski di tengah maraknya Covid-19 varian Omicron. Hal ini didorong oleh bisnis MTDL yang terus berkembang pesat sebagai *digital solution provider and technology innovator*. MTDL mampu memenuhi berbagai permintaan solusi dan distribusi digital di Indonesia dengan menjalin berbagai kemitraan global.

Susanto Djaja selaku **Presiden Direktur MTDL** mengatakan, “Kami berupaya untuk meningkatkan kinerja MTDL dengan didukung oleh berbagai pihak. Serta, melalui dua bisnis utama kami, yaitu Bisnis Distribusi Digital dan Bisnis Solusi & Konsultasi Digital. MTDL terus memperluas kerja sama, serta melengkapi produk dan solusi digital. Kami terus memenuhi komitmen MTDL untuk menjadi pusat aktualisasi ekonomi digital terdepan di masa transformasi digital. Tujuannya adalah agar dapat menjadikan Indonesia menjadi negara yang juga dapat terus bersaing secara global dengan terus melakukan digitalisasi.”

Pertumbuhan kinerja Kuartal I-2022 MTDL disebabkan oleh berbagai faktor, dari Bisnis Distribusi Digital dengan mulai pulihnya pasokan *notebook*, perluasan *brand* produk *smartphone*, produk *gaming* yang semakin diminati, hingga komponen yang terus meningkat. Di sisi lain pada Bisnis Solusi & Konsultasi Digital yang terus mengusung

MTDL Starts 2022 with Positive Performance

2022 First Quarter Sales Up 33.7% YoY

Jakarta, 28 April 2022 — PT Metrodata Electronics Tbk (“MTDL”), a Digital Information and Communication Technology (“ICT”) public company, which particularly specializes in the field of digital solutions and digital distribution, started 2022 with a positive performance. MTDL managed to achieve sales of IDR5.2 trillion or an increase of 33.7% YoY even amid the Covid-19 outbreak of the Omicron variant. This is driven by the rapid growth of MTDL business as a digital solution provider and technology innovator. MTDL managed to meet various demands for digital solutions and distribution in Indonesia by forging various global partnerships.

Susanto Djaja as the **President Director of MTDL** said, “We are trying to improve MTDL’s performance with the support of various parties. Also, through our two main businesses, namely the Digital Distribution Business and the Digital Solutions & Consulting Business. MTDL continues to expand its collaboration, as well as complement digital products and solutions. We continue to fulfill MTDL’s commitment to becoming a leading center for the actualization of the digital economy in the era of digital transformation. The goal is to transform Indonesia into a persistent global competitor through continuous digitization.”

MTDL’s performance growth in the First Quarter of 2022 was due to various factors, from the Digital Distribution Business with the recovery in notebook supply, expansion of smartphone product brands, gaming products that are increasingly in demand, to components that continue to increase. On the other hand, the Digital Solutions &



berbagai inisiasi baru, seperti solusi *cloud hyperscaler* yang sudah bekerjasama dengan Microsoft Azure, Amazon Web Services, dan Google Cloud. Lalu, juga terdapat peningkatan penjualan *software subscription* dan Konverter BI-FAST System MII (KOMI).

Randy Kartadinata selaku **Direktur MTDL**, menjelaskan, “Kinerja Kuartal I-2022 memang tidak terlepas dari kontribusi masing-masing bisnis. Selain peningkatan penjualan, MTDL juga memperoleh kenaikan laba bersih pada Kuartal I-2022 sebesar 35,4% dan membukukan total laba bersih Rp164,6 miliar. Masing-masing bisnis juga mengalami pertumbuhan laba bersih pada Kuartal I-2022, yakni Bisnis Distribusi Digital naik 18,1% dan Bisnis Solusi & Konsultasi Digital naik 54,8%. Sehingga kami melihat prospek yang cerah untuk kinerja MTDL kedepannya.”

Sebagai informasi, MTDL melalui anak usahanya PT Soltius Indonesia baru-baru ini meraih empat penghargaan sekaligus dari SAP dengan kategori *Best Rise Partner of The Year, South East Asia Best Cloud Renewal Partner, Best Cloud Partner of The Year*, dan *Partner of The Year in Indonesia*. Ini membuktikan eksistensi MTDL yang telah dipercaya oleh berbagai mitra global dan terus mengembangkan bisnisnya dengan baik.

MTDL juga aktif dalam melakukan pengembangan bisnis melalui investasi di perusahaan TIK dan *start-up* sebagai upayanya dalam mendukung transformasi digital di Indonesia. Di sisi lain, melalui Metrodata Academy, MTDL juga membantu menghasilkan talenta-talenta IT muda bersertifikasi. Strategi-strategi ini turut menunjukkan bahwa MTDL terus berkomitmen dalam menjadi *enabler* digital di Indonesia.

Consulting Business continues to carry out various new initiatives, such as cloud hyperscaler solutions that have collaborated with Microsoft Azure, Amazon Web Services, and Google Cloud. Then, there was also an increase in sales of subscription software and BI-FAST System MII (KOMI) converters.

Randy Kartadinata as **Director of MTDL**, explained, “The performance in the First Quarter of 2022 cannot be separated from the contribution of each business. In addition to increased sales, MTDL also recorded an increase in profit in the First Quarter of 2022 by 35.4% and posted a total profit of IDR164.6 billion. Each business also experienced profit growth in the First Quarter of 2022, namely the Digital Distribution Business increased 18.1% and the Digital Solutions & Consulting Business increased 54.8%. So we see bright prospects for MTDL’s future performance.”

For information, MTDL through its subsidiary PT Soltius Indonesia recently won four awards from SAP in the categories of *Best Rise Partner of The Year, South East Asia Best Cloud Renewal Partner, Best Cloud Partner of The Year*, and *Partner of The Year in Indonesia*. This is evidence that MTDL has presence that is trusted by various global partners and continues to develop its business well.

MTDL is also actively conducting business development through investment in ICT companies and start-ups as an effort to support digital transformation in Indonesia. On the other hand, through Metrodata Academy, MTDL also helps produce certified young IT talents. These strategies also demonstrates MTDL’s continued commitment to being a digital enabler in Indonesia.



“Kedepannya kami optimis dapat meraih pertumbuhan *double digit* pada tahun 2022. Melihat berbagai peluang dengan mulai normalnya pasokan produk TIK dan semakin berkembangnya solusi digital, MTDL yakin mampu untuk terus memperluas bisnisnya. MTDL sudah membawakan lebih dari 100 merek dan sudah memiliki berbagai mitra global sehingga kami optimis untuk dapat mendukung transformasi digital dan terus meningkatkan kinerja kami,” tutup **Susanto**.

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 dan 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 150 kota di Indonesia dan memiliki lebih dari 5.200 *channel partner* dan memiliki lebih dari 100 *brand* produk dan jasa TI kelas dunia; **Bisnis 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 digital bisnis.

“We are optimistic that we can achieve double-digit growth in 2022. Seeing various opportunities with the normal supply of ICT products and the development of digital solutions, MTDL is confident that it will be able to continue to expand its business. MTDL has brought more than 100 brands and already has various global partners, so we are optimistic to be able to support digital transformation and continue to improve our performance,” concluded **Susanto**.

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 and 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. The Company 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 150 cities across Indonesia and has more than 5,200 channel partners with more than 100 brands of world-class IT products and services; **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.






PT Metrodata Electronics Tbk

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Untuk keterangan lebih lanjut, silahkan menghubungi:

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