



**Permintaan dari Sisi Korporasi  
Meningkat, MTDL Terus Catatkan  
Kinerja Positif di Kuartal III-2023**

*Permintaan Korporasi Untuk Produk IT dan  
Solution Menguat Menjelang Akhir Tahun*

**Jakarta, 25 Oktober 2023 – PT Metrodata Electronics Tbk (MTDL)**, perusahaan *Digital Solution Provider and Technology Innovator* terkemuka di Indonesia, terus mencatatkan kinerja positif seiring terus meningkatnya permintaan dari sisi korporasi. Selain itu, keberhasilan Perseroan dalam memperkuat pendapatan dalam unit bisnis Solusi dan Konsultasi, termasuk layanan *Cloud, Cyber Security*, dan *Data & AI* juga memberi pijakan yang kokoh untuk pertumbuhan kinerja MTDL.

Layanan Solusi dari Perseroan ini terus menghasilkan keunggulan bersaing di antara pesaing-pesaing lain di Indonesia dengan kelengkapan dan kompleksitas dari solusi-solusi yang ditawarkan. Perseroan mencatat, total *order booking* dari solusi *Cloud* dan *Cyber Security* masing-masing tumbuh hampir dua kali lipat pada Kuartal III-2023 dibandingkan dengan periode sebelumnya.

Selain itu solusi *Data & AI* juga memiliki prospek pertumbuhan yang menjanjikan. *Data & AI* dianggap sebagai teknologi baru, dan oleh karena itu, MTDL tetap berkomitmen dan melihat potensi besar di masa depan sebagai salah satu pendorong pertumbuhan Perusahaan.

Secara keseluruhan, pada kuartal III-2023 ini MTDL mencatatkan laba bersih IDR 402 miliar, atau meningkat 8,2% YoY. Di tengah situasi ketidakpastian ekonomi global, keberhasilan mencatatkan pertumbuhan laba bersih ini menunjukkan kuatnya fundamental bisnis Perseroan. Capaian ini diperoleh melalui sinergi yang kuat dan saling melengkapi

**Corporates' Demand Increases, MTDL  
Continues to Book Positive  
Performance as of Third Quarter-2023**

*Corporate Demand for IT Products and  
Solutions Strengthens Towards Year End*

**Jakarta, October 25<sup>th</sup> 2023 — PT Metrodata Electronics Tbk (MTDL)**, a leading *Digital Solution Provider and Technology Innovator* company in Indonesia, continues to record positive performance as corporates' demand continues to increase.\* In addition, the Company's success in strengthening revenues in the Solutions and Consulting business unit, including *Cloud services, Cyber Security*, and *Data & AI* also provides a solid footing for MTDL's performance growth.

The Company's Solution Services continue to produce competitive advantages among other competitors in Indonesia with the completeness and complexity of the solutions offered. The company noted that total order bookings for *Cloud* and *Cyber Security* solutions each grew almost double in Quarter III-2023 compared to the previous period.

Apart from that, *Data & AI* solutions also have promising growth prospects. *Data & AI* is considered a new technology, and therefore, MTDL remains committed and sees great potential in the future as one of the drivers of the Company's growth.

Overall, in the third quarter of 2023, MTDL recorded a net profit of IDR 402 billion, or an increase of 8.2% YoY. In the midst of a situation of global economic uncertainty, the success in recording net profit growth shows the strength of the Company's business fundamentals. This achievement was achieved through strong and complementary



antara unit bisnis Distribusi dengan unit bisnis Solusi & Konsultasi.

Dari sisi kontribusi *Cloud*, MTDL terus memimpin dengan solusi yang komprehensif, mendukung pertumbuhan perusahaan-perusahaan dalam mengadopsi teknologi *Cloud Hyperscaler* seperti Azure, AWS, dan Google Cloud, serta solusi *Digital Business Platform, Business Application, CyberSecurity, Software Subscription*, dan *SaaS*.

**Susanto Djaja, Presiden Direktur MTDL**, mengatakan, "Diversifikasi produk dan layanan TIK, serta basis pelanggan yang besar dan loyal membuat MTDL bisa bertumbuh secara *sustainable*. Sebagai pemain lama di industri TIK, MTDL berhasil mempertahankan hubungan jangka panjang dengan *customer* hingga menambah *customer base* baru, menunjukkan bahwa solusi dan produk yang ditawarkan MTDL relevan dengan tren perubahan teknologi yang sangat cepat."

Unit bisnis Distribusi MTDL berhasil mencapai sejumlah pencapaian penting, termasuk meningkatkan pangsa pasar, memperbaiki tingkat persediaan barang, sehingga dapat meningkatkan laba bersih. Segmen *Consumer* yang sempat melambat di awal tahun 2023, mengalami perbaikan yang signifikan sehingga membukukan kenaikan pendapatan sebesar 23,9% QoQ. Sedangkan segmen *Commercial* konsisten membukukan pertumbuhan seiring dengan kenaikan kebutuhan TIK dari pelaku bisnis, sehingga membukukan pertumbuhan yang *solid* sebesar 22,0% QoQ dan 5,6% YoY.

**Randy Kartadinata, Direktur MTDL**, mengatakan "Pada Kuartal III-2023, unit bisnis Solusi dan Konsultasi mencatatkan kenaikan laba bersih yang sangat solid yaitu 19,8% YoY, dengan nilai pendapatan sebesar Rp 4,4 triliun, naik 22,9% YoY. Adapun unit bisnis Distribusi membukukan kenaikan laba bersih

synergy between the Distribution business unit and the Solutions & Consulting business unit.

In terms of Cloud contribution, MTDL continues to lead with comprehensive solutions, supporting the growth of companies in adopting Cloud Hyperscaler technologies such as Azure, AWS, and Google Cloud, as well as Digital Business Platform, Business Application, Cyber Security, Software Subscription, and SaaS solutions.

**Susanto Djaja, President Director of MTDL**, said, "Diversification of ICT products and services, as well as a large customer base, allows MTDL to grow sustainably. As a longtime player in the ICT industry, MTDL has successfully maintained long-term relationships with customers and even attract new customer bases, demonstrating that the solutions and products offered by MTDL are relevant to the rapidly changing technology trends."

MTDL's Distribution business unit succeeded in achieving a number of important achievements, including increasing market share, improving inventory levels which resulted in the increase of net profit. The Consumer segment, which experienced a slowdown in early 2023, has shown a significant improvement, resulting in a substantial 23.9% QoQ increase in revenue. Meanwhile, the Commercial segment has consistently recorded growth in line with the increasing demand for IT needs by corporates, achieving a robust 22.0% QoQ and 5.6% YoY growth.

**Randy Kartadinata, Director of MTDL**, said "In 3Q23, Solutions and Consulting business unit booked an increase of net profit by 19.8% YoY, with the revenues of IDR 4.4 trillion, up by 22.9% YoY. The Distribution business unit posted an increase of net profit by 2.3%, with revenues of IDR 11.4 trillion, down by 4.0%



sebesar 2,3% YoY, dengan pendapatan sebesar Rp11,4 triliun, terkoreksi 4,0% YoY. Secara keseluruhan, pada Kuartal III-2023 MTDL membukukan laba bersih sebesar Rp 402 miliar, meningkat 8,2% YoY, dengan total pendapatan konsolidasi tercatat stabil di kisaran Rp 15 triliun”

“MTDL optimis bahwa kebutuhan akan Teknologi Informasi dan Komunikasi (TIK) akan terus berkembang, dan perusahaan siap untuk mengambil peran penting dalam pertumbuhan berkelanjutan ini” lanjut Randy.

Pertumbuhan yang kuat di unit bisnis Solusi dan Konsultasi membuat MTDL makin dipercaya mitra dari principal global salah satunya NetApp. Dalam hal ini, anak perusahaan MTDL, yaitu PT Mitra Integrasi Informatika (MII), telah mencapai predikat *Prestige* dalam program *NetApp Partner Sphere* yang baru. *Prestige* merupakan predikat yang diberikan NetApp untuk kemitraan dengan tingkat tertinggi.

"Kami melihat ke depan ekonomi Indonesia masih memiliki tantangan, dimana kurs Rupiah terhadap Dollar AS terus mengalami pelemahan selama 5 bulan terakhir. Namun kami tetap optimis dan berhati-hati, dimana *exposure* terhadap mata uang asing kami adalah sekitar 20% dari total penjualan dan kami juga melakukan *hedge*. Kami berharap di akhir tahun masih tetap meraih pertumbuhan laba bersih sekitar 8% dibanding akhir tahun 2022," tutup Randy.

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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 dan konsultasi, serta distribusi produk dan layanan Teknologi Informasi dan Komunikasi (TIK) dan

YoY. Overall, in the 3Q23 MTDL posted a net profit of IDR 402 billion, an increase of 8.2% YoY, with total consolidated revenues were stable at IDR 15 trillion”

“MTDL is optimistic that the need for Information and Communication Technology (ICT) will continue to grow, and the company is ready to take an important role in this continued growth” Randy said.

Strong growth in the solutions and consulting business has made MTDL increasingly trusted by partners from global principals, one of which is NetApp. In this case, MTDL's subsidiary, namely PT Mitra Integrasi Informatika (MII), has achieved the *Prestige* title in the new *NetApp Partner Sphere* program. *Prestige* is a title given by NetApp to partnerships of the highest level.

"We see that the Indonesian economy will still experiencing challenges in the future, where the Rupiah exchange rate against the US Dollar has been weakening over the last 5 months. However, we remain optimistic and cautious, where our exposure to foreign currencies is around 20% of total sales and we also hedge our forex exposure. We hope that at the end of the year we will still achieve net profit growth of around 8% yoy," concluded Randy.

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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 and consulting services, as well as the distribution of Information and Communication Technology (ICT) and Digital products and



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 *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, Data & AI, Hybrid IT Infrastructure, Cyber Security, Business Application, Digital Business Platform, Consulting & Advisory Services*, dan *Managed Services* untuk mendukung transformasi bisnis digital.

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 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, Data & AI, Hybrid IT Infrastructure, Cyber Security, Business Application, Digital Business Platform, Consulting & Advisory Services*, and *Managed Services* to support digital business transformation.

*Untuk informasi lebih lanjut, silahkan menghubungi:  
For further information, please contact:*

**Randy Kartadinata**

*Corporate Secretary*

Phone: (62-21) 29345 888

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

**M. Aditya**

*Media Relations*

Mobile: +62 81295486465

Email: [Investor.Relation@metrodata.co.id](mailto:Investor.Relation@metrodata.co.id)