



## **MTDL Membukukan Pertumbuhan Laba Bersih di Atas 50%**

*Didukung Percepatan Transformasi Digital  
Selama Masa Pandemi*

**Jakarta, 27 Juli 2021 - PT Metrodata Electronics Tbk (“MTDL” atau Perseroan),** emiten Teknologi Informasi dan Komunikasi (“TIK”) khususnya di bidang solusi digital serta distribusi *hardware* dan *software*, berhasil membukukan laba bersih sebesar Rp242,8 miliar pada Semester I-2021 atau meningkat 55,6% dibandingkan dengan periode yang sama pada tahun sebelumnya. Pencapaian ini merupakan hasil dari pertumbuhan masing-masing unit bisnis Perseroan, yaitu unit bisnis Distribusi dan unit bisnis Solusi & Konsultasi.

**Susanto Djaja** selaku **Presiden Direktur MTDL** mengatakan, “Pada Semester I-2021 kami terus membukukan kinerja yang lebih baik meskipun kondisi perekonomian belum sepenuhnya normal di tengah pandemi Covid-19. Tidak hanya pada laba bersih, MTDL juga membukukan pendapatan pada Semester I-2021 sebesar Rp7,7 triliun atau meningkat 23,5%. Faktor pertumbuhan tersebut disebabkan oleh meningkatnya permintaan berbagai produk dan solusi TIK dalam rangka mendukung digitalisasi. Oleh karena itu, MTDL terus menambah produk, mitra global, dan solusi TIK baru yang berkualitas.”

## **MTDL Achieved More Than 50% Net Profit Growth**

*Supported by the Acceleration of Digital  
Transformation During the Pandemic*

**Jakarta, July 27, 2021 - PT Metrodata Electronics Tbk (“MTDL” or the Company),** an Information and Communication Technology (“ICT”) issuer in the field of digital solutions and hardware and software distribution, managed to record a net profit of IDR242.8 billion in the First Semester of 2021 or an increase of 55.6% compared to the same period in the previous year. This achievement is the result of the growth of each of the Company’s business units, namely the Distribution business unit and the Solution & Consulting business unit.

**Susanto Djaja as the President Director of MTDL** said, “In the First Semester of 2021 we continued to record a better performance even though economic conditions have yet to return to full normal amid the Covid-19 pandemic. Not only net profit, MTDL also posted revenue in the First Semester of 2021 of IDR7.7 trillion, an increase of 23.5%. This growth factor is due to the increasing demand for various ICT products and solutions in order to support digitalization. Therefore, MTDL continues to add new quality ICT products, partners, and solutions.”



Pada Semester I-2021, unit bisnis Distribusi meraih performa yang baik dengan pertumbuhan pendapatan sebesar 24,7% dan laba bersih 84,2%. Meskipun *supply notebook* masih belum sepenuhnya pulih karena adanya kelangkaan bahan baku *chip* secara global, akan tetapi MTDL berhasil mengimbangnya dengan diversifikasi produk, seperti *Chromebook* dan *smartphone*. “Pada Semester I-2021 penjualan *smartphone* kami mencapai Rp828 miliar atau bertumbuh 98%. Kami memasarkan *smartphone* dengan harga yang ekonomis dan fitur aplikasi Android terbaru sehingga banyak diminati masyarakat. Di sisi lain, masa pandemi mengakibatkan banyak orang menghabiskan waktu di rumah yang berpeluang mengisi hiburan dengan bermain *game*. Hal ini juga meningkatkan permintaan produk *gaming* mencapai lebih dari 66%,” ujar **Randy Kartadinata** selaku **Direktur MTDL**.

Di unit bisnis Solusi dan Konsultasi pada Semester I-2021 juga meraih pertumbuhan pendapatan sebesar 16,9% dan laba bersih 37,2%. Hal ini didorong dengan adanya tren digitalisasi yang terus meningkat dan menjadi kebutuhan berbagai sektor perusahaan. Adapun kontribusi terbesar berasal dari sektor finansial yang menyumbang 33% ke pendapatan unit bisnis Solusi dan Konsultasi. Ke depan, unit bisnis Solusi dan Konsultasi akan terus mengembangkan kompetensinya dalam mendukung transformasi perbankan di Indonesia untuk menjadi Bank Digital. Sementara itu, untuk solusi delapan pilar yang menjadi andalan dalam proses transformasi

In the First Semester of 2021, the Distribution business unit performed well with a revenue growth of 24.7% and net profit of 84.2%. Although the supply of notebooks has not fully recovered due to the global shortage of raw chip materials, MTDL has managed to compensate by diversifying its products, such as with Chromebooks and smartphones. “In the First Semester of 2021, our smartphone sales reached IDR828 billion or a growth of 98%. We promote smartphones at economical prices and the latest Android application features which draws great demand from the public. On the other hand, the pandemic period has resulted in many people spending time at home which has the opportunity to fill their entertainment needs by playing games. This also increases the demand for gaming products by more than 66%,” said **Randy Kartadinata** as **Director of MTDL**.

The Solution and Consulting business unit in the First Semester of 2021 also achieved growth of revenue by 16.9% and net profit of 37.2%. This is driven by the ever-increasing trend of digitization which has become a necessity for various corporate sectors. The largest contribution came from the financial sector, which contributed 33% to the Solution and Consulting business unit revenue. Going forward, the Solution and Consulting business unit will continue to develop its competence in supporting the transformation of banking in Indonesia to become a Digital Bank. Meanwhile, the eight-pillar solution, which is a mainstay in



digital bagi para pelanggan MTDL juga mencapai pertumbuhan sebesar 19,7%.

Sebagai informasi, belum lama ini unit bisnis Distribusi melalui anak usahanya, PT Synnex Metrodata Indonesia (“SMI”) telah meluncurkan *platform virtual mall 360°* yang disebut Nexworld° untuk pusat berkumpulnya berbagai merek teknologi dunia. Di sisi unit bisnis Solusi dan Konsultasi melalui anak usahanya PT Mitra Integrasi Informatika (“MII”) juga terus memperlengkapi solusi digitalnya. Salah satunya adalah mendukung program BI FAST dengan menyediakan aplikasi digital Konverter BI FAST MII (KOMI) dan siap menawarkan *Infrastructure Software platform Super App* untuk percepatan transformasi menuju Bank Digital.

Entitas anak MTDL yaitu MII tidak hanya fokus pada bisnis saja, melainkan juga memperhatikan pendidikan di Indonesia khususnya di bidang TIK. Melalui Metrodata Academy, MII sudah menjadi mitra Kementerian Pendidikan, Kebudayaan, Riset, dan Teknologi (Kemendikbudristek) untuk program Kampus Merdeka. Selain itu MII juga telah bermitra dengan lebih dari 60 Universitas di Indonesia. Diharapkan program Metrodata Academy ini dapat mencetak tenaga ahli TIK yang berkualitas.

“MTDL optimis dapat terus meningkatkan kinerjanya seiring dengan percepatan transformasi digital dan program vaksinasi Covid-19. Kami juga telah melakukan vaksinasi

the digital transformation process for MTDL customers, also achieved a growth of 19.7%.

For information, recently the Distribution business unit through its subsidiary, PT Synnex Metrodata Indonesia (“SMI”) has launched a 360° virtual mall platform, known as Nexworld° as a hub for various global technology brands. The Solution and Consulting business unit, through its subsidiary PT Mitra Integrasi Informatika (“MII”), also continues to expand its digital solutions. One of them is to support the BI FAST program by providing a digital application for the BI FAST MII Converter (KOMI) and ready to offer the Infrastructure Software Super App platform to accelerate the transformation to a Digital Bank.

MTDL’s subsidiary, MII not only focuses on business, but also notices education in Indonesia, especially in the field of ICT. Through Metrodata Academy, MII has become a partner of the Ministry of Education, Culture, Research, and Technology (‘Kemendikbudristek’) for the Merdeka Campus (‘Kampus Merdeka’) program. In addition, MII has partnered with more than 60 universities in Indonesia. It is expected that the Metrodata Academy program can produce qualified ICT experts.

“MTDL is optimistic that it can continue to improve its performance in line with the acceleration of digital transformation and the Covid-19 vaccination program. We have also



Gotong Royong bagi karyawan MTDL. Diharapkan kondisi pandemi segera pulih dan perekonomian juga segera membaik.” tutup **Susanto**.

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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 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 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 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.

carried out Gotong Royong vaccinations for MTDL employees. It is expected that the pandemic conditions will recover soon and the economy will also improve soon,” conclude **Susanto**.

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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 well-known Information and Communication Technology (ICT) company in Indonesia that partners with world-class ICT companies. The Company currently has its main business unit which is the **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 Solution 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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