



## Pendapatan MTDL Kuartal I-2021 Meningkat 13,9% YoY

*Tren Digitalisasi Pacu Permintaan Produk dan Solusi TIK di Masa Pemulihan Ekonomi*

Jakarta, 3 Mei 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 pendapatan sebesar Rp3,9 triliun atau meningkat 13,9% pada Kuartal I-2021 dibandingkan dengan periode yang sama pada tahun sebelumnya, yaitu Rp3,4 triliun. Hal ini didukung oleh meningkatnya transformasi digital yang memacu permintaan produk dan solusi TIK di masa pemulihan ekonomi. Seiring dengan kondisi pandemi Covid-19 yang mulai menunjukkan tren yang menurun ini maka MTDL optimis dapat terus meraih kinerja yang lebih baik.

**Susanto Djaja** selaku **Presiden Direktur MTDL** mengatakan, “Kami bersyukur dapat meraih pertumbuhan pendapatan *double digit* di tengah pandemi Covid-19. Meskipun masih terdapat hambatan dari sisi *supply* produk yang dikarenakan kelangkaan *chip* sebagai bahan baku beberapa produk TIK secara global, namun tahun ini sudah lebih baik daripada tahun lalu. Kami optimis dengan melihat kondisi pandemi dan perekonomian yang sudah mulai membaik ini sehingga dapat meningkatkan bisnis dan pendapatan MTDL. Ditambah pemulihan ekonomi ini diiringi oleh tren digitalisasi yang semakin berkembang dan masyarakat sudah terbiasa menggunakan *platform*

## MTDL’s Revenue for the First Quarter of 2021 Increased by 13,9% YoY

*Digitalization Trends Spur Demand for ICT Products and Solutions in the Economic Recovery Period*

Jakarta, May 3, 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 book revenues of IDR3.9 trillion or an increase of 13,9% in the First Quarter of 2021 compared to the same period in the previous year, which was IDR3.4 trillion. This is supported by the increasing digital transformation which has spurred the demand for ICT products and solutions during the economic recovery period. Together with Covid-19 pandemic’s promising downward trend, MTDL is optimistic that it can continue to achieve a better performance.

**Susanto Djaja** as **President Director of MTDL** said, “We are grateful to be able to achieve double digit revenue growth amid the Covid-19 pandemic. Although there are still obstacles in terms of product supply due to the global chip scarcity as the basic component for several ICT products, this year is already better than last year. We are optimistic from observing the improving pandemic and economic conditions, that it can further increase MTDL’s business and revenue. In addition, this economic recovery is accompanied by a growing digitalization trend and people have gotten used to utilizing digital platforms, creating a continuous demand for ICT products and solutions.”



digital sehingga kebutuhan akan produk dan solusi TIK ini masih terus diminati.”

Selain memperoleh pertumbuhan pendapatan, MTDL juga berhasil membukukan kenaikan laba bersih di Kuartal I-2021 sebesar Rp27,3 miliar atau naik 29,0% YoY. Peningkatan kinerja MTDL juga dapat dilihat dari pendapatan masing-masing unit bisnis MTDL. Unit bisnis Distribusi pada Kuartal I-2021 meraih pertumbuhan pendapatan 14,3% YoY, sedangkan unit bisnis Solusi dan Konsultasi naik 11,7% YoY.

**Randy Kartadinata** selaku **Direktur MTDL**, menjelaskan, “Pencapaian tersebut merupakan sinergi dari berbagai pihak seiring dengan perekonomian yang mulai pulih kembali. Masing-masing unit bisnis MTDL turut memberikan kontribusi yang positif, seperti pemulihan di unit bisnis Distribusi dengan meningkatnya penjualan *smartphone* sebesar 93% dibandingkan dengan Kuartal-I tahun sebelumnya. Selain itu, unit bisnis Distribusi juga mulai memasarkan produk *chromebook* sejak akhir tahun lalu sehingga dapat mendorong pertumbuhan penjualan *notebook* dan PC. Selanjutnya, unit bisnis Solusi dan Konsultasi juga bertumbuh pendapatannya yang didukung oleh tren transformasi digital bagi banyak sektor industri di antaranya adalah lembaga keuangan, *e-commerce*, telekomunikasi, manufaktur, dan distribusi.”

Pada Kuartal I-2021 pendapatan berulang (*recurring revenue*) di unit bisnis Solusi dan Konsultasi meraih pertumbuhan sebesar 22,6%. Saat ini kontribusi dari pendapatan berulang mencapai 40% dari total pendapatan unit bisnis tersebut dan diharapkan akan terus bertumbuh di tahun tahun berikutnya. Adanya pertumbuhan pendapatan MTDL secara berulang di unit

In addition to achieving revenue growth, MTDL also managed to record an increase in net profit in the First Quarter of 2021 of IDR27.3 billion or an increase of 29.0% YoY. MTDL’s performance improvement can also be seen from the revenue of each MTDL business unit. In the First Quarter of 2021 the Distribution business unit achieved revenue growth of 14.3% YoY, while the Solution and Consulting business unit increased 11.7% YoY.

**Randy Kartadinata** as **Director of MTDL**, explained, “This achievement is a synergy from various parties as the economy begins to recover. Each MTDL business unit also contributed positively, such as the recovery in the Distribution business unit, with *smartphone* sales increased by 93% compared to the First Quarter of the previous year. In addition, the Distribution business unit has also started marketing *chromebook* products since the end of last year, driving sales growth for *notebooks* and PCs. Furthermore, the Solution and Consulting business unit has also grown in revenue thanks to the digital transformation trends for many industrial sectors including financial institutions, *e-commerce*, telecommunications, manufacturing and distribution.”

In the First Quarter of 2021, recurring revenue in the Solution and Consulting business unit grew by 22.6%. Currently, the contribution from recurring revenue reaches 40% of the total revenue of this business unit and is expected to continue to grow in the following years. Recurring growth in MTDL revenue in the Solution and Consulting



bisnis Solusi dan Konsultasi ini tentu akan memberikan kontribusi kinerja MTDL yang positif.

Potensi bisnis Solusi dan Konsultasi didorong oleh perusahaan-perusahaan yang akan terus investasi TIK untuk pola kerja *new normal* di masa mendatang. Di mana kebutuhan seperti layanan solusi *Cloud Services, Big Data & Analytics, Security, Hybrid IT Infrastructure, Business Application, Digital Business Platform, Consulting & Advisory Services, Managed Services*, serta pembaharuan *hardware* dan *software* merupakan bagian dari proses transformasi digital.

Sebagai informasi pada Kuartal I-2021 kondisi keuangan MTDL sangat sehat, hal ini dibuktikan pada posisi kas MTDL yang mencapai sebesar Rp2 triliun dan pinjaman bank Rp13,7 miliar. “Seiring dengan pulihnya perekonomian, kami optimis prospek MTDL akan lebih baik dari tahun sebelumnya. Terlebih tren digitalisasi yang akan terus berkembang disertai dengan solusi-solusi TIK yang dimiliki MTDL. Kami yakin dapat terus memberikan distribusi dan solusi TIK yang terbaik untuk membantu para pelanggan dalam bertransformasi digital,” 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

business unit will certainly contribute to positive MTDL performance.

The business potential for Solution and Consulting is driven by companies that will continue to invest in ICT for new normal work patterns in the future. Where the need for things such as Cloud Services, Big Data & Analytics, Security, Hybrid IT Infrastructure, Business Applications, Digital Business Platforms, Consulting & Advisory Services, Managed Services, and hardware and software updates are part of the digital transformation process.

For information, in the First Quarter of 2021, MTDL's financial condition was very healthy, as evidenced by the cash position of MTDL which reached IDR2 trillion and bank loans of IDR13.7 billion. “As the economy recovers, we are optimistic that the prospect of MTDL will be better than the previous year. Moreover, the digitalization trend that will continue to develop is accompanied by ICT solutions owned by MTDL. We believe that we can continue to provide the best ICT distribution and solutions to help customers transform digitally,” concluded **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



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.

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.

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