

Kinerja Positif MTDL di Tengah Tantangan Industri: Pendapatan Q2 2025 Naik 11,2% <i>Unit Bisnis Distribusi dan Solusi Konsultasi Digital Kompak Tumbuh Positif</i> Jakarta, 25 Juli 2025 - Emiten Teknologi Informasi dan Komunikasi (TIK) yang memiliki dua bidang usaha, yaitu unit bisnis solusi & konsultasi serta unit bisnis distribusi TIK yang berpengalaman lebih dari 50 tahun, PT Metrodata Electronics Tbk (MTDL) kembali mencatatkan kinerja positif pada Kuartal II tahun 2025. Perseroan berhasil membukukan pendapatan sebesar Rp11,7 triliun, meningkat 11,2% dibandingkan periode yang sama tahun sebelumnya. Laba bersih konsolidasi pun turut tumbuh menjadi Rp294,3 miliar, atau naik sebesar 6,6% YoY, mencerminkan fundamental bisnis yang solid dan strategi pertumbuhan yang terukur. "MTDL terus memperkuat posisi sebagai mitra transformasi digital dengan mengembangkan portofolio solusi teknologi yang relevan dengan kebutuhan pasar. Adanya segmen berbasis langganan juga berperan penting dalam menjaga pendapatan berulang (<i>recurring income</i>) tetap stabil," kata Presiden Direktur MTDL, Susanto Djaja. Strategi diversifikasi produk dan perluasan segmen bisnis menjadi kunci keberhasilan MTDL dalam menghadapi dinamika pasar. Unit bisnis distribusi berhasil menunjukkan pertumbuhan berkat peningkatan penjualan di segmen komersial dan <i>smartphone</i>. Segmen komersial mencatat pertumbuhan sebesar 19,1%, sementara penjualan <i>smartphone</i> meningkat sebesar 20,0% dibandingkan periode yang sama tahun lalu. Kinerja positif ini menandakan bahwa permintaan akan perangkat teknologi di segmen bisnis dan konsumen tetap tinggi, meski kondisi ekonomi sedang tertekan. Sementara itu, unit bisnis solusi konsultasi digital juga mencatatkan pertumbuhan yang konsisten. Perolehan order dari korporasi terus meningkat,	MTDL's Positive Performance Amid Industry Challenges: Q2 2025 Revenue Up 11.2% <i>Distribution and Digital Consulting Solutions Business Units Grow Positively</i> Jakarta, July 25th 2025 — An Information and Communication Technology (ICT) listed company which has two business fields, namely solutions & consulting business unit and ICT distribution business unit with more than 50 years of business experience, PT Metrodata Electronics Tbk (MTDL) recorded another positive performance in the second quarter of 2025. The Company managed to book revenue of IDR 11.7 trillion, an increase of 11.2% compared to the same period the previous year. Consolidated net profit also grew to IDR 294.3 billion, an increase of 6.6% YoY, reflecting solid business fundamentals and a measured growth strategy. "MTDL continues to strengthen its position as a digital transformation partner by developing a portfolio of technology solutions that are relevant to market needs. The subscription-based segment also plays an important role in keeping recurring income stable," said MTDL President Director Susanto Djaja. Product diversification strategy and business segment expansion are the keys to MTDL's success in facing market dynamics. The distribution business unit managed to show growth thanks to increased sales in the commercial and smartphone segments. The commercial segment recorded a growth of 19.1%, while smartphone sales increased by 20.0% compared to the same period last year. This positive performance indicates that demand for technology devices in the business and consumer segments remains high, despite the depressed economic conditions. Meanwhile, the digital consulting solutions business unit also recorded consistent growth. Order intake from corporations continued to
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mencerminkan kebutuhan akan solusi digital yang semakin kompleks dan terintegrasi. Selain itu, porsi pendapatan dari model bisnis berbasis langganan (*subscription*) mencapai 41,1%, sehingga berdampak pada stabilnya pendapatan berulang (*recurring income*).

Pertumbuhan pada unit solusi konsultasi digital ditopang oleh meningkatnya permintaan terhadap layanan-layanan strategis seperti *Cloud*, *Business Application*, dan *Cyber Security*. Ketiga lini ini menjadi tulang punggung solusi transformasi digital yang ditawarkan MTDL kepada berbagai sektor industri, mulai dari keuangan, manufaktur, ritel, hingga pemerintahan.

Secara keseluruhan, pendapatan unit bisnis distribusi tumbuh sebesar 7,2% dengan laba bersih meningkat 3,3%, sementara unit solusi konsultasi digital mencatatkan pertumbuhan pendapatan sebesar 21,0% dan laba bersih naik 9,5% dibandingkan paruh pertama tahun sebelumnya. Konsistensi pertumbuhan di kedua lini bisnis ini menunjukkan efektivitas strategi MTDL dalam menjaga keseimbangan portofolio bisnis dan ketangguhan model usaha.

Sebagai bagian dari penguatan infrastruktur operasional, MTDL juga telah merampungkan perluasan gudang tahap II seluas 18.000 m². Langkah ini memperkuat kapasitas logistik MTDL, khususnya dalam mendukung distribusi produk ke lebih dari 330 kota di Indonesia secara lebih efisien dan cepat.

Melalui berbagai pencapaian tersebut, MTDL terus memantapkan langkah untuk menjadi perusahaan TIK terbesar di Indonesia.

“Dengan komitmen terhadap inovasi, ekspansi layanan digital, serta kemitraan strategis dengan merek-merek global, MTDL optimistis dapat mempertahankan momentum pertumbuhan hingga akhir tahun 2025 dan seterusnya,” tutup Susanto.

increase, reflecting the need for increasingly complex and integrated digital solutions. In addition, the portion of revenue from subscription-based business models reached 41.1%, resulting in stable recurring income.

Growth in the digital consulting solutions unit was supported by increased demand for strategic services such as Cloud, Business Application, and Cyber Security. These three lines form the backbone of digital transformation solutions offered by MTDL to various industry sectors, ranging from finance, manufacturing, retail, to government.

Overall, the distribution business unit's revenue grew by 7.2% with net profit increasing 3.3%, while the digital consulting solutions unit recorded revenue growth of 21.0% and net profit up 9.5% compared to the first half of the previous year. The consistent growth in both business lines demonstrates the effectiveness of MTDL's strategy in maintaining a balanced business portfolio and business model resilience.

As part of strengthening operational infrastructure, MTDL has also completed the second phase of warehouse expansion of 18,000 m². This step strengthens MTDL's logistics capacity, especially in supporting product distribution to more than 330 cities in Indonesia more efficiently and quickly.

Through these various achievements, MTDL continues to strengthen its steps to become the largest ICT company in Indonesia.

“With a commitment to innovation, expansion of digital services, and strategic partnerships with global brands, MTDL is optimistic that it can maintain growth momentum until the end of 2025 and beyond,” Susanto concluded.



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 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, Cybersecurity, Business Application, Digital Business Platform, Consulting & Advisory Services*, dan *Managed Services* untuk mendukung transformasi bisnis digital.

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.

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, consisting of *Cloud Services, Data & AI, Hybrid IT Infrastructure, Cybersecurity, Business Application, Digital Business Platform, Consulting & Advisory Services*, and *Managed Services* to support digital business transformation.

Untuk informasi lebih lanjut, silahkan menghubungi:

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