



Pendapatan Metrodata, Perusahaan TIK terbesar di Indonesia, Tetap Tumbuh dan Tembus Rp 18.8 Triliun di Kuartal III-2025

Laba Bersih Q3-25 Kompak Naik Didukung Transformasi Digital Jasa Cloud, Digital Business Platform, Cybersecurity & AI

Jakarta, 29 Oktober 2025 — Perusahaan TIK (teknologi informasi dan komunikasi) terbesar dengan *use case* AI (*artificial intelligence*) terbanyak di Indonesia, **PT Metrodata Electronics Tbk (MTDL)** kembali mencatatkan kinerja positif. Ditopang oleh pertumbuhan kuat dari unit bisnis Solusi & Konsultasi (S&C), pada Kuartal III-2025 MTDL berhasil membukukan penjualan sebesar Rp 18,8 triliun, tumbuh 9,0% dibandingkan periode yang sama tahun sebelumnya.

Di tengah kondisi pasar yang dinamis, Perusahaan yang digerakkan oleh delapan pilar bisnis solusi digital ini tetap berhasil mencatatkan peningkatan laba bersih sebesar Rp469,6 miliar, tumbuh 3,1% YoY. Adapun delapan pilar bisnis solusi digital MTDL tersebut antara lain *Cloud Services, Data & AI, Hybrid IT Infrastructure, Cybersecurity, Business Application, Digital Business Platform, Consulting & Advisory Services*, dan *Managed Services*.

"Pencapaian kinerja keuangan ini mencerminkan efektivitas strategi bisnis dan ketahanan operasional dari Perusahaan," kata **Presiden Direktur MTDL, Susanto Djaja**.

Mulai membaiknya perolehan pesanan telah mengantarkan Unit Bisnis Solusi dan Konsultasi pada pertumbuhan penjualan yang signifikan. Pertumbuhan dari kinerja Unit Bisnis Solusi dan Konsultasi terutama didorong oleh peningkatan penjualan pada segmen *cloud, digital business platform, cyber security* dan *AI* serta *managed services*. Selain itu, stabilitas bisnis berlangganan pada segmen ini juga turut mendukung terjaganya pendapatan berulang dari tahun sebelumnya.

Oleh karenanya, tidak mengherankan kalau lini bisnis Solusi dan Konsultasi sukses mencatatkan

Metrodata, Indonesia's largest ICT company, expects revenue to continue growing, reaching IDR 18.8 trillion in the third quarter of 2025

Q3-25 Net Profit Increases Solidly, Supported by Digital Transformation of Cloud Services, Digital Business Platform, Cybersecurity & AI

Jakarta, October 29th 2025 — **PT Metrodata Electronics Tbk (MTDL)**, the largest ICT (information and communication technology) company with the most AI (*artificial intelligence*) use cases in Indonesia, once again recorded positive performance. Supported by strong growth from the Solutions & Consulting (S&C) business unit, in Q3-2025 MTDL successfully recorded sales of IDR 18.8 trillion, growing 9.0% compared to the same period the previous year.

Amidst dynamic market conditions, the Company, driven by eight digital solutions business pillars, still managed to record an increase in net profit of IDR 469.6 billion, a 3.1% year-on-year growth. MTDL's eight digital solutions business pillars are Cloud Services, Data & AI, Hybrid IT Infrastructure, Cybersecurity, Business Applications, Digital Business Platform, Consulting & Advisory Services, and Managed Services.

"This financial performance achievement reflects the effectiveness of the Company's business strategy and operational resilience," said **MTDL President Director, Susanto Djaja**.

The improving order collection has led to significant sales growth for the Solutions and Consulting Business Unit. The growth in the Solutions and Consulting Business Unit's performance was primarily driven by increased sales in the cloud, business applications, cybersecurity, and AI segments included managed services. Furthermore, the stability of the subscription business in this segment also supported the maintenance of recurring income compared to the previous year.

Therefore, it is not surprising that the Solutions and Consulting business line successfully recorded

kinerja yang solid. Pada periode Januari-September, penjualan lini bisnis ini meningkat hingga 20,5% YoY. Dimana sektor jasa keuangan dan minyak & gas dan solusi Cloud merupakan kontributor utama terhadap penjualan di lini ini.

Sejalan dengan pertumbuhan penjualan, laba bersih dari lini bisnis Solusi dan Konsultasi juga tumbuh positif, meningkat 8,1% YoY. Pencapaian ini mencerminkan keberhasilan Perseroan dalam memperkuat portofolio solusi digital serta menjaga profitabilitas di tengah kondisi pasar yang dinamis.

Sementara itu, sekalipun pelemahan daya beli masyarakat dan korporasi serta kebijakan pengetatan belanja pemerintah telah mengakibatkan penurunan pada penjualan *notebook* dan *PC*, tetapi lini Distribusi Perseroan tetap mampu mencatatkan pertumbuhan pendapatan sebesar 5% YoY. Perlu diperhatikan, bahwa jika dilihat antar kuartal (QoQ), telah terjadi lonjakan pendapatan hingga 25% dibanding kuartal sebelumnya. Terlihat jelas bahwa telah terjadi *rebound* penjualan pada kuartal III ini, sehingga besar harapan bahwa pemulihan kondisi pasar sedang dan akan terus berlangsung.

Keberhasilan lini Distribusi menjaga pertumbuhan kinerja keuangan ini merupakan buah dari strategi diversifikasi produk dan segmen bisnis, serta terutama ditopang oleh peningkatan penjualan *smartphone* yang mencapai 27% YoY. Di sisi lain, penjualan di segmen komersial juga meningkat 2% YoY, yang mencerminkan masih stabilnya permintaan dari sektor korporasi.

Dengan telah memasukkan semua tantangan dan peluang yang ada, serta berbekal pengalaman bisnis yang lebih dari 50 tahun, Perseroan tetap melihat tersedianya ruang yang besar untuk MTDL terus bertumbuh. Oleh karenanya, dengan optimis ekspansi terus dilakukan.

Bulan April lalu, Perseroan telah menyelesaikan penambahan luas gudang sebesar 18.000 meter persegi dengan kapasitas hingga 21.000 posisi palet. Setelah perluasan tersebut, total kapasitas gudang Perseroan meningkat 82% menjadi 40.000 meter persegi. Bagi MTDL yang memiliki jaringan

solid performance. From January to September, sales for this business line increased by 20.5% year-on-year. The financial services and oil & gas sectors and cloud solutions were the main contributors to sales in this line.

In line with sales growth, net profit from the Solutions and Consulting business line also grew positively, increasing by 8.1% year-on-year. This achievement reflects the Company's success in strengthening its digital solutions portfolio and maintaining profitability amidst dynamic market conditions.

Meanwhile, although weakening consumer and corporate purchasing power as well as government spending restrictions have resulted in a decline in notebook and PC sales, the Company's Distribution line still managed to record revenue growth of 5% year-on-year. It's worth noting that, when viewed quarter-on-quarter (QoQ), there has been a 25% surge in revenue compared to the previous quarter. A clear sales rebound has occurred in the third quarter, raising hopes that market conditions are recovering and will continue.

The Distribution line's success in maintaining financial performance growth is the result of a strategy of product and business segment diversification, primarily supported by a 27% year-on-year increase in smartphone sales. Meanwhile, sales in the commercial segment also increased 2% year-on-year, reflecting continued stable demand from the corporate sector.

Having considered all existing challenges and opportunities, and armed with more than 50 years of business experience, the Company continues to see significant room for MTDL's continued growth. Therefore, it is optimistic about continuing its expansion.

Last April, the Company completed an 18,000-square-meter warehouse expansion with a capacity of up to 21,000 pallet positions. Following the expansion, the Company's total warehouse capacity increased by 82% to 40,000 square meters. For MTDL, which has a distribution



distribusi menjangkau lebih dari 330 kota di seluruh Indonesia, perluasan gudang ini bukan hanya untuk memastikan proses distribusi produk Perseroan dapat dilakukan secara lebih efisien dan cepat saja, tetapi juga siap mendukung pertumbuhan bisnis di masa mendatang.

"Dengan delapan pilar solusi digital serta pengalaman panjang bisnis Perseroan, kami sedang dan akan terus berupaya memaksimalkan seluruh potensi yang dimiliki untuk tetap membukukan pertumbuhan di tahun 2025 ini," tutup Susanto.

network reaching more than 330 cities throughout Indonesia, this warehouse expansion is not only to ensure that the Company's product distribution process can be carried out more efficiently and quickly, but is also ready to support future business growth.

"With eight pillars of digital solutions and the Company's extensive business experience, we are and will continue to strive to maximize our full potential to maintain growth in 2025," 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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