



**Raih Pendapatan Rp 5,1 triliun,
Pendapatan MTDL di Kuartal I - 2024
Meningkat “Double Digit”**

Targetkan Pendapatan Rp 25 triliun di 2024

Jakarta, 30 April 2024 - Emiten teknologi informasi dan komunikasi (TIK) digital khususnya di bidang solusi, konsultasi digital serta distribusi digital yang merupakan emiten sektor TIK terbesar di Indonesia dari sisi penjualan dengan pengalaman hampir mencapai 50 tahun, **PT Metrodata Electronics Tbk (MTDL)**, meraih pendapatan sebesar Rp5,1 triliun pada kuartal I 2024, tumbuh 12,3% dari periode yang sama tahun 2023.

Dengan perolehan pendapatan tersebut, MTDL membukukan laba bersih Rp 147,3 miliar pada periode Januari–Maret 2024 ini, relatif stabil atau tumbuh 0,7% YoY.

“Kami bersyukur, bahwa di tengah situasi dimana banyak pihak memilih bersikap *wait and see* karena menunggu kepastian atas hasil pemilihan presiden, pendapatan MTDL dapat meningkat *double digit* di kuartal pertama 2024 ini,” kata **Presiden Direktur MTDL, Susanto Djaja**.

Kenaikan pendapatan Perseroan terutama didorong oleh pendapatan Unit Bisnis Distribusi yang bertumbuh 20,0% YoY. Pertumbuhan pendapatan Unit Bisnis Distribusi mayoritas didorong oleh penjualan *smartphone* yang meningkat secara signifikan dan bertumbuhnya penjualan *PC & notebook*, yang menandakan *recovery trend* untuk segmen *Consumer* Distribusi. Selain itu diverifikasi penjualan produk TIK yang sangat beragam turut menyeimbangkan resiko Perusahaan.

**Achieving Revenue of IDR 5.1 trillion,
MTDL Revenue in the First Quarter –
2024 Increases Double Digits**

Targeting revenue of IDR 25 trillion in 2024

Jakarta, April 30 2024 — **PT Metrodata Electronics Tbk (MTDL)** a digital information and communication technology (ICT) issuer, especially in the fields of solutions, digital consulting and digital distribution, which is the largest ICT sector listed company in Indonesia in terms of sales with with nearly 50 years of experience achieved revenue of IDR 5.1 trillion in the first quarter of 2024, growing by 12.3% compared to the same period in 2023.

With these increased in revenue, MTDL posted a net profit of IDR 147.3 billion in the January–March 2024 period, relatively stable or grew by 0.7% YoY.

“We are grateful that MTDL’s revenue increased by double digits in the first quarter of 2024, in the midst of a situation where many parties choose to take a position of wait and see following the political uncertainty regarding the results of the presidential election,” said **President Director of MTDL, Susanto Djaja**.

The increase in the Company’s revenue was mainly driven by Distribution Business Unit revenue which grew 20.0% YoY. The growth in Distribution Business Unit revenue was mainly due to the significant increase in smartphone sales, growth in PC & notebook sales, indicating a recovery trend for the Consumer Distribution segment. Additionally, the diversified ICT products that MTDL carries also contribute to balancing the Company's risks.



Banyaknya pelaku bisnis yang memilih menunda belanja bisnis karena menunggu kepastian politik, turut membuat sedikit penurunan pada pendapatan Unit Bisnis Solusi & Konsultasi sekitar 3,5% YoY. Di mana mayoritas pendapatan masih didorong oleh tren *Cloud, Business Application, Digital Business Platform*, hingga *Cybersecurity* turun menyumbangkan pertumbuhan. Penjualan jasa layanan unit bisnis ini kepada sektor *Enterprise*, seperti industri layanan keuangan Bank & Non-Bank, telekomunikasi, *Oil & Gas*, serta manufaktur terus bertumbuh.

Melihat kinerja pendapatan yang tetap dapat tumbuh secara meyakinkan dalam situasi kuartal pertama di 2024, Perseroan optimis bisa mengejar pertumbuhan yang lebih stabil di Semester 2 tahun ini, sehingga target pendapatan sebesar Rp25 triliun dinilai masih *achievable*.

Strategi kami adalah terus memberikan layanan solusi komprehensif yang relevan di market, menambah portofolio produk sesuai dengan kebutuhan pasar, dan terus menjadi pemain yang dominan dengan menjaga presensi kami di pasar. Kami akan terus mengeksplorasi kemungkinan bersinergi dalam pembangunan solusi transformasi digital yang didukung oleh solusi *Cloud, Data, dan Artificial Intelligence*. Salah satunya, baru-baru ini Unit Bisnis Solusi & Konsultasi telah bekerja sama dengan Microsoft Azure OpenAI untuk mempercepat adopsi AI di Indonesia. Meskipun kontribusinya masih tergolong kecil, potensi di masa depan sangatlah besar, karena berpotensi menyebabkan efek domino, di mana tidak hanya meningkatkan penjualan *software* yang terkait dengan AI saja, tetapi juga berpotensi untuk meningkatkan infrastruktur *hardware* dan *surrounding application* yang lain.

Tentang PT Metrodata Electronics Tbk:

The large number of businessman who choose to postpone business spending because they are waiting for political certainty has made the revenue decline of the Solutions & Consulting Business Unit, by 3.5% YoY. Where the majority of revenue is still driven by trends in *Cloud, Business Application, Digital Business Platform*, and even *Cybersecurity* contributing to growth. The sales of services from this business unit to the Enterprise sector, such as financial services including Banks & Non-Bank institutions, telecommunications, *Oil & Gas*, and manufacturing, continue to grow

Seeing revenue performance which can still grow convincingly in the first quarter situation, the Company is optimistic about achieving a more stable growth in the second semester of this year, hence the revenue target of Rp25 trillion is considered achievable.

Our strategy is to consistently provide comprehensive, market-relevant solution services, expand our product portfolio according to market needs, and maintain our dominant position by preserving our presence in the market. We will continue to explore synergistic possibilities in developing digital transformation solutions supported by *Cloud, Data, and Artificial Intelligence* solutions. One of them, recently the Solutions & Consulting Business Unit has collaborated with Microsoft Azure OpenAI to accelerate AI adoption in Indonesia. Although its contribution is still relatively small, the future potential is significant, as it could trigger a domino effect, not only increasing sales of AI-related software but also potentially boosting hardware infrastructure and other surrounding applications.

About 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.

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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