



**Tren Perusahaan Bergeser ke Layanan *Cloud* Meningkat, Pendapatan *Cloud Services* MTDL melonjak 87% YoY di Kuartal I**

*Pendapatan Layanan Solusi Digital 8 Pilar MTDL Tumbuh 40% YoY*

**Jakarta, 18 April 2023** – Pendapatan bisnis *cloud services* dari **PT Metrodata Electronics Tbk (MTDL)** melonjak 87% YoY pada kuartal I tahun ini, seiring tren pergeseran minat perusahaan-perusahaan terhadap layanan *Cloud* serta meningkatnya kepedulian kepada dunia maya.

MTDL selaku perusahaan penyedia solusi digital dan inovator teknologi terkemuka di Indonesia, terus bertransformasi secara digital untuk memenuhi kebutuhan pelanggan yang terus berkembang di era pasca-pandemi. Terkait itu, Perseroan mengalami pertumbuhan penjualan yang cukup signifikan pada unit usaha Solusi dan Konsultasi MTDL, khususnya di sektor institusi keuangan, sektor publik, telekomunikasi, dan manufaktur.

"Kami berkomitmen untuk memberikan solusi digital terbaik untuk membantu klien kami beradaptasi dengan lanskap digital yang selalu berubah," ujar **Susanto Djaja, Presiden Direktur MTDL**. "Fokus kami pada unit Solusi dan Konsultasi telah menghasilkan pertumbuhan yang signifikan dalam menyediakan solusi Teknologi Informasi dan Komunikasi (TIK) kepada pelanggan korporat seperti *cloud hyperscaler*, keamanan siber, *platform* bisnis digital, serta langganan perangkat lunak dan SaaS."

Dari delapan pilar solusi digital Perseroan, pada kuartal I ini tiga pilar memimpin dengan tingkat pertumbuhan pendapatan yang signifikan, yaitu *Cyber Security*, *Cloud Services* dan *Digital Business*. Adapun secara keseluruhan, pendapatan dari delapan pilar solusi digital MTDL pada periode ini tumbuh 40% YoY. Ke delapan pilar solusi digital tersebut adalah *Cloud Services*, *Data & AI*, *Hybrid IT Infrastructure*, *Cybersecurity*, *Business Application*, *Digital Business Platform*,

**The Company's Trend of Shifting to *Cloud Services* Increases, MTDL's *Cloud Services* Revenue Soared 87% YoY in the First Quarter**

*Revenue from 8 Pillars of MTDL Digital Solution Services Grows 40% YoY*

**Jakarta, April 18<sup>th</sup> 2023** —The revenue of **PT Metrodata Electronics Tbk (MTDL)**'s *cloud services* soared 87% YoY in the first quarter of this year, in line with the shifting trend of companies' interest in *Cloud services* and increasing concern for cyberspace.

MTDL as a leading digital solution provider and technology innovator, continues to transform digitally after the pandemic. The company's effort to adapt to the digital world has pushed sales growth in the Solutions and Consulting unit, particularly in the financial institution, public sector, telecommunication and manufacturing sectors.

"We are committed to providing the best digital solutions to help our clients adapt to the ever-changing digital landscape," said **Susanto Djaja, CEO of MTDL**. "Our focus on the Solutions and Consulting unit has resulted in significant growth in providing corporate customers with Information and Communication Technology (ICT) solutions such as *cloud hyperscalers*, *cybersecurity*, *digital business platforms*, and *software subscriptions* and SaaS."

Of the eight pillars of the Company's digital solutions, in the first quarter three pillars led with significant revenue growth, namely *Cyber Security*, *Cloud Services* and *Digital Business Platform*. As a whole, revenue from the eight pillars of MTDL digital solutions in this period grew by 40% YoY. The eight pillars of digital solutions are *Cloud Services*, *Data & AI*, *Hybrid IT Infrastructure*, *Cybersecurity*, *Business Applications*, *Digital Business Platforms*,



Consulting & Advisory Services, dan Managed Services.

Pertumbuhan tersebut didorong oleh meningkatnya penyediaan TIK pelanggan korporasi antara lain layanan *cloud hyperscaler* dari para mitra global seperti Azure, AWS, Google Cloud; layanan *cybersecurity, digital business platform, dan software subscription* dan SaaS. Secara umum, Perseroan melihat bahwa telah terjadi pergeseran kebutuhan pasar dari kebutuhan terhadap perangkat keras digital atau *hardware* kepada kebutuhan akan layanan *Cloud*.

Seiring dengan tren perusahaan yang semakin melek digital tersebut, pada 11 April 2023 lalu, salah satu entitas anak MTDL, PT Synnex Metrodata Indonesia (SMI) membuka Cisco Meraki Experience Center di Jakarta dan Surabaya. Cisco Meraki adalah sebuah solusi jaringan yang berbasis cloud yang dimiliki oleh Cisco Systems dengan menawarkan berbagai produk dan layanan yang dapat dikonfigurasi dan dikelola secara *online*, seperti *wireless access point, switch Ethernet, security appliance, kamera keamanan, dan manajemen perangkat mobile*.

"Dalam situasi pandemi seperti sekarang, kami terus beradaptasi dan bertransformasi untuk memenuhi kebutuhan pelanggan. Kami melihat pertumbuhan yang cukup signifikan pada unit usaha Solusi dan Konsultasi, sehingga optimis bahwa kebutuhan TIK akan terus berkembang dan MTDL akan terus berinovasi untuk memenuhi kebutuhan tersebut," kata **Susanto Djaja**.

Namun, penjualan sektor konsumer unit bisnis distribusi mengalami kontraksi karena telah terpenuhinya sebagian besar kebutuhan TIK perorangan pascapandemi. Dalam hal ini, sektor konsumer berkontribusi hingga 50% terhadap pendapatan bisnis distribusi Perseroan. MTDL yakin kebutuhan TIK perorangan akan terus berkembang dan akan memerlukan pembaharuan di masa mendatang, sehingga akan terjadi pemulihan kebutuhan TIK.

Dari sisi kinerja keuangan, Perseroan mencatatkan penurunan penjualan dan laba bersih pada kuartal I 2023. Namun, Susanto optimis permintaan TIK akan terus tumbuh dan

Consulting & Advisory Services, and Managed Services.

This growth was driven by an increase in ICT provision for corporate customers, including hyperscaler cloud services from global partners such as Azure, AWS, Google Cloud; cybersecurity services, digital business platforms, and software subscriptions as well as SaaS. In general, the Company sees that there has been a shift in market needs from the need for digital hardware to the need for Cloud services.

Acknowledge the trend of companies becoming more digitally, on April 11, 2023, a subsidiary of MTDL, PT Synnex Metrodata Indonesia (SMI) opened Cisco Meraki Experience Centers in Jakarta and Surabaya. Cisco Meraki is a cloud-based network solution owned by Cisco Systems that offers a variety of products and services that can be configured and managed online, such as wireless access points, Ethernet switches, security appliances, security cameras, and mobile device management.

"In the current pandemic situation, we continue to adapt and transform to meet customer needs. We have seen significant growth in the Solutions and Consulting business unit, so we are optimistic that ICT needs will continue to grow and MTDL will continue to innovate to meet these needs," said **Susanto Djaja**.

However, the consumer sector of the company's distribution business experienced a contraction as most individual ICT needs were fulfilled after the pandemic. In this case, the consumer sector contributes up to 50% of the Company's distribution business revenue. This trend reflects the need for future ICT updates as individual ICT requirements evolve, so MTDL believes consumer ICT needs will continue to grow.

In terms of financial performance, the company recorded a decline in sales and net income in the first quarter of 2023. However, Susanto is optimistic that the demand for ICT will continue to



mengarah pada pemulihan pada kuartal berikutnya. Total penjualan Perseroan pada kuartal I-2023 sebesar Rp 4,5 triliun, turun sebesar 12,8% YoY, sedangkan laba bersih tercatat sebesar Rp 146,4 miliar, turun sebesar 11,0% YoY.

Secara keseluruhan, Perseroan telah memberikan solusi terbaiknya kepada pelanggan Korporasi sehingga berhasil meningkatkan kontribusi unit Solusi dan Konsultasi terhadap MTDL. Hal ini didukung oleh komitmen Perseroan untuk meningkatkan solusi digitalnya dan mempertahankan posisi kepemimpinannya di pasar.

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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 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 150 kota di Indonesia dan memiliki lebih dari 5.200 *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.

grow and lead to a recovery in the next quarter. The Company's total sales in the first quarter of 2023 amounted to IDR 4.5 trillion, down by 12.8% YoY, while net profit was at IDR 146.4 billion, down by 11.0% YoY.

Overall, Metrodata's commitment to digital transformation and providing the best solutions to its corporate clients has resulted in a successful shift towards the Solutions and Consulting unit. This is supported by the Company's commitment to improve its digital solutions and maintain its leadership position in the market.

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**About PT Metrodata Electronics Tbk**

PT Metrodata Electronics Tbk (the Company) a publicly 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 *ecommerce* 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.

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



**PT Metrodata Electronics Tbk**

**SIARAN PERS / PRESS RELEASE**

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