



Pendapatan MTDL Naik 25% YoY di Tengah Pulihnya Kegiatan Masyarakat Pasca Pandemi

Kebutuhan Transformasi Digital Masih Berlanjut di Tengah Potensi Resesi

Jakarta, 27 Oktober 2022 — PT Metrodata Electronics Tbk (MTDL), emiten Teknologi Informasi dan Komunikasi (TIK) Digital khususnya di bidang Solusi dan Konsultasi Digital serta Distribusi Digital, berhasil meningkatkan pendapatan sebesar 25,7% YoY menjadi sebesar Rp15,2 triliun pada kuartal III 2022. Dari total pendapatan Perseroan tersebut, kontribusi dari pendapatan di bisnis distribusi tercatat sebesar Rp 11,9 triliun, naik 24,7% YoY. Adapun jumlah pendapatan dari bisnis solusi dan konsultasi tercatat sebesar Rp3,6 triliun, meningkat 25,8%YoY.

Peningkatan pendapatan pada unit bisnis distribusi dikontribusikan terutama dari penjualan Notebook dan PC yang bertumbuh 13%, serta penjualan produk smartphone yang bertumbuh 51% dan produk gaming sebesar 16%. Diharapkan diversifikasi produk pada unit bisnis distribusi akan terus mendukung pertumbuhan penjualan ke depannya.

Selain itu, kontribusi peningkatan pendapatan dari unit bisnis solusi dan konsultasi diperoleh dari inisiatif Perseroan untuk menyediakan solusi TIK yang inovatif dan relevan dengan perkembangan transformasi teknologi saat ini antara lain seperti IT Security ditengah serangan cyber yang mendunia, *Cloud Hyperscaler (Azure, AWS, Google Cloud)*, serta *software subscription* dan *SaaS (software as a service)*.

Pertumbuhan di unit bisnis solusi terutama didukung oleh penjualan kepada sektor financial services yang bertumbuh 55%.

MTDL Revenue Increased by 25% YoY Amid Recovery of Community Activities Post-Pandemic

The Demand for Digital Transformation Continues Amid a Potential Recession

Jakarta, October 27th 2022 — PT Metrodata Electronics Tbk (MTDL), an issuer of Digital Information and Communication Technology (ICT), especially Digital Solutions & Consulting, also Digital Distribution, managed to increase revenue by 25.7% YoY to IDR15.2 trillion in the third quarter of 2022. Of the Company's total revenue, the revenue from of distribution business was IDR11.9 trillion, up 24.7% YoY. Meanwhile, the revenue from the solution and consulting business was at IDR3.6 trillion, an increase of 25.8% YoY.

The revenue increase in the distribution business unit was mainly contributed by sales of Notebook and PC which grew by 13%, as well as sales of smartphone products which grew by 51% and gaming products by 16%. It is expected that product diversification in the distribution business unit will continue to support sales growth going forward.

In addition, the contribution of increasing revenue from the solutions and consulting business units was obtained from the Company's initiatives to provide ICT solutions that are innovative and relevant to current technological transformation developments, such as IT Security in the midst of global cyber attacks, Cloud Hyperscaler (Azure, AWS, Google Cloud), as well as software subscriptions and SaaS (software as a service).

Growth in the solutions business unit was mainly supported by sales to the financial services sector which grew 55%.



Sampai dengan kuartal ke III tahun 2022 ini, Perseroan berhasil membukukan laba bersih sebesar Rp371,4 miliar, meningkat 5,7% dari periode yang sama tahun sebelumnya.

“Kembali pulihnya kondisi pasokan TIK telah membuka peluang bagi MTDL untuk meningkatkan pangsa pasar, sekalipun kami harus berkompetisi lebih ketat dengan para pesaing. Kami optimis, tahun ini MTDL bisa tumbuh *double digit*,” kata **Presiden Direktur MTDL, Susanto Djaja**.

Seiring semakin ketatnya kompetisi dalam bisnis TIK, MTDL berusaha lebih adaptif dalam menyikapi tuntutan dari perkembangan pasar yang terus berubah. Untuk itu, Perseroan telah melakukan *agile adoption* terhadap teknologi-teknologi baru, dalam rangka meningkatkan kemampuan teknis para konsultan yang dimiliki untuk mendukung pemberian layanan TIK yang terbaru. *Agile adoption* adalah metode pengembangan perangkat lunak atau software secara iterasi (berulang) dan bertahap sesuai kebutuhan klien.

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

Up to 3rd quarter 2022, the Company booked a net profit of IDR371.4 billion, an increase of 5.7% from the same period of the previous year.

“The recovery in ICT supply has opened up opportunities for MTDL to increase market share, even though we have to compete our competitors more tightly. We are optimistic that this year MTDL can grow double digits,” said **President Director of MTDL, Susanto Djaja**.

As the competition in the ICT business is getting tighter, MTDL tries to be more adaptive in responding to the demands of changing market developments. Therefore, the Company has made agile adoption of new technologies, in order to improve the technical capabilities of its consultants to support the provision of updated ICT services. Agile Adoption is a development method of software iteratively and gradually according to client needs.

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



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, Big Data & Analytics, Hybrid IT Infrastructure, Security, Business Application, Digital Business Platform, Consulting & Advisory Services*, dan *Managed Services* untuk mendukung transformasi bisnis digital.

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, 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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