

## Berkat Diversifikasi Bisnis, MTDL Raih Kenaikan Pendapatan 12,4% di Kuartal II – 2024

*Bisnis Distribusi Teknologi Informasi dan Komunikasi Meningkat 16,4% YoY di Kuartal II- 2024*

Jakarta, 26 Juli 2024 - Emiten Teknologi Informasi dan Komunikasi (TIK) yang memiliki dua bidang usaha, yaitu bidang solusi & konsultasi serta distribusi TIK dengan pengalaman hampir 50 tahun, **PT Metrodata Electronics Tbk (MTDL)**, kembali membukukan kenaikan pendapatan pada Semester I-2024 menjadi sebesar Rp10,5 triliun, atau naik 12,4% dibandingkan periode yang sama di tahun 2023 yang sebesar Rp9,3 triliun. Laba bersih konsolidasi juga tercatat naik menjadi Rp276,1 miliar dibandingkan tahun sebelumnya yang tercatat sebesar Rp272,2 miliar.

Unit bisnis distribusi Teknologi Informasi dan Komunikasi (TIK) termasuk *smartphone*, menjadi kontributor terbesar pendapatan Perseroan, atau meningkat sebesar 16,4% YoY menjadi Rp8,1 triliun pada Semester I-2024 dibanding tahun sebelumnya yang sebesar Rp6,9 triliun. Pertumbuhan salah satu bisnis utama Perseroan ini terutama didorong oleh segmen *smartphone* di unit distribusi yang naik sebesar 169,2% YoY.

Sementara itu, pada unit bisnis solusi dan konsultasi terdapat banyak pelaku bisnis yang menunda investasi untuk transformasi digital dimana mereka memilih untuk *wait and see* hingga setelah kuartal III – 2024 setelah pergantian pemerintahan dan kondisi global yang lebih stabil. Oleh karenanya, pendapatan bisnis solusi & konsultasi pada kuartal II-2024 mencapai Rp 2,8 triliun

## Business Diversification Sustains MTDL Revenue Growth of 12.4% in The 2<sup>nd</sup> Quarter – 2024

*Information and Communication Technology Distribution Business Increases 16.4% YoY in Q2 - 2024*

Jakarta, July 26<sup>th</sup>, 2024 — An Information and Communication Technology (ICT) listed company which has two business fields, namely solutions & consulting and ICT distribution with almost 50 years of business experience, **PT Metrodata Electronics Tbk (MTDL)**, again posted an increase in revenue in 1<sup>st</sup> Semester 2024 to IDR10.5 trillion, or an increase of 12.4% compared to the same period in 2023 which amounted to IDR9.3 trillion. Consolidated net profit was also recorded to have increased to IDR276.1 billion compared to the previous year which was at IDR272.2 billion.

The Information and Communication Technology (ICT) distribution business unit, including smartphones, became the largest contributor to the Company's revenue or increased by 16.4% YoY to IDR 8.1 trillion in the 1<sup>st</sup> Semester of 2024 compared to the previous year which amounted to IDR6.9 trillion. The growth of one of the Company's main businesses was mainly driven by the smartphone segment in the distribution unit which increased by 169.2% YoY.

Meanwhile, in the solutions and consulting business unit, are many business players are delaying investment in digital transformation, choosing to wait and see until after the third quarter - of 2024 after the change of government and more stable global conditions. Therefore, solution and consulting business revenue in the second quarter of 2024 reached IDR 2.8 trillion compared to the previous year of IDR 2.9 trillion.

dibandingkan dengan tahun sebelumnya sebesar Rp 2,9 triliun.

"Pencapaian peningkatan pendapatan di kuartal II-2024 ini berkat diversifikasi bisnis kami, dimana menjadi penyeimbang kontribusi baik ke pendapatan maupun laba. Kami optimis semester II akan membaik karena biasanya penjualan MTDL dari sisi bisnis distribusi TIK dan Solusi & Konsultasi akan mulai membaik di kuartal 3 dan kuartal 4 setiap tahunnya," ungkap **Presiden Direktur MTDL, Susanto Djaja**.

Dari sisi sektor industri utama, layanan keuangan termasuk perbankan, telekomunikasi, minyak dan gas bumi serta manufaktur menjadi sektor-sektor yang masih membutuhkan layanan solusi dan konsultasi serta pembaharuan perangkat keras dan lunak yang bisa disediakan oleh MTDL. Hal ini juga menjadi kekuatan diversifikasi MTDL tidak hanya dari sisi produk yang ditawarkan, juga solusi serta beragamnya sektor usaha yang dilayani MTDL.

Diversifikasi bisnis MTDL juga tercermin dari porsi kontribusi 8 Pilar Solusi Digital Metrodata yang naik menjadi 63% terhadap total order booking di bisnis solusi & konsultasi. Dalam hal ini, *Cloud, Business Application*, dan *Digital Business Platform* menjadi kontributor pendapatan utama, diikuti oleh *Cybersecurity* dan layanan solusi lainnya.

Secara khusus, hingga kuartal ke dua tahun ini layanan bisnis *Cloud* Perseroan mencatatkan tingkat pertumbuhan yang signifikan, yaitu meningkat hingga 39,8% YoY. Perseroan melihat pertumbuhan layanan bisnis *Cloud* ini masih akan berlanjut, mengingat permintaannya masih tinggi sedangkan jumlah *customer* yang berpindah ke *cloud* masih sangat minimal, serta sistem bisnis *cloud* yang berlangganan akan memberikan pendapatan berulang. Oleh karenanya, sektor

"The achievement of increasing revenue in the second quarter of 2024 is thanks to our business diversification, which balances the contribution to both revenue and profit. We are optimistic that the second semester will improve because usually, MTDL sales from the ICT distribution and Solutions & Consulting business side will start to improve in the third quarter and the 4th quarter of each year," said **MTDL President Director, Susanto Djaja**.

In terms of main industrial sectors, financial services including banking, telecommunications, oil and gas and manufacturing are sectors that still need solution and consulting services as well as hardware and software updates that can be provided by MTDL. This is also the strength of MTDL's diversification not only in terms of the products it offers but also the solutions and variety of business sectors that MTDL serves.

MTDL's business diversification is also reflected in the contribution portion of Metrodata's 8 Digital Solution Pillars which rose to 63% of total order booking in the solutions & consulting business. In this case, *Cloud, Business Applications*, and *Digital Business Platforms* are the main revenue contributors, followed by *Cybersecurity* and other solution services.

In particular, until the second quarter of this year, the Company's *Cloud* business services recorded a significant growth rate, increasing by 39.8% YoY. The company sees that the growth of cloud business services will continue, considering that demand is still high while the number of customers moving to the cloud is still very minimal, and subscription cloud business systems will provide recurring income. Therefore, this sector still has enormous room for growth supported by the latest cloud-based solutions. The recurring



ini masih memiliki ruang pertumbuhan yang sangat besar dengan didukung solusi terbaru berbasis *cloud*. Porsi pendapatan berulang bisnis solusi & konsultasi di kuartal II-2024 tercatat sebesar 52% dari total pendapatan solusi & konsultasi.

“Kebutuhan akan produk-produk IT akan terus tumbuh sejalan dengan perkembangan teknologi terkini yang memerlukan prosesor dan komponen yang mumpuni berbasis *Artificial Intelligence* dengan *cyber security* yang akan terus membuka peluang bagi bisnis MTDL di masa mendatang, baik dari bisnis distribusi maupun solusi & konsultasi. Sebagai perusahaan di bidang TIK dengan omset terbesar di Indonesia serta pengalaman hampir 50 tahun, kami optimis tahun 2024 ini meski banyak tantangan, MTDL akan tetap mampu tumbuh secara sehat,” ujar Susanto sambil menutup rilis kinerja Q2-2024 di Jakarta.

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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 330 kota di Indonesia dan memiliki lebih dari 6.000 *channel partner* dan lebih dari 100 *brand* produk dan jasa TI kelas dunia.

revenue portion of the solutions & consulting business in the second quarter of 2024 was recorded at 52% of total solutions & consulting revenue.

"The need for IT products will continue to grow in line with the latest technological developments which require capable processors and components based on Artificial Intelligence with cyber security which will continue to open up opportunities for the MTDL business in the future, both from the distribution business and solutions & consulting. "As a company in the ICT sector with the largest turnover in Indonesia and almost 50 years of experience, we are optimistic that in 2024, despite many challenges, MTDL will still be able to grow healthily," said Susanto while closing the Q2-2024 performance release in Jakarta.

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**About PT Metrodata Electronics Tbk**

PT Metrodata Electronics Tbk (“the Company”) a public listed company on 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.



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.

Another main business is **the Digital Solutions and Consulting Business** (*Digital Solution Provider to Help Companies Achieving Digital Transformation*) provides complete ICT solutions based on Metrodata's 8 pillars of Digital Solutions, 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.

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