



MTDL Toreh Rekor Pendapatan Tembus Rp25 Triliun di 2024 Jelang Hari Jadi ke 50 Tahun

Pendapatan dan Laba 2024 Tumbuh Double Digit

Jakarta, 27 Maret 2025 - PT Metrodata Electronics Tbk (MTDL), Perusahaan teknologi terbesar dengan produk-produk TI dan telekomunikasi terbanyak serta terlengkap di Indonesia, berhasil mencatatkan pendapatan Rp25 triliun di 2024, meningkat 13,9% dibandingkan perolehan tahun sebelumnya.

"Ini merupakan rekor pencapaian pendapatan tertinggi sepanjang sejarah MTDL, yang diraih menjelang hari jadi Perseroan yang ke 50 tahun. Kami percaya, pencapaian ini bukanlah suatu kebetulan, tetapi hasil kerja cerdas, keras dan konsisten dari seluruh tim yang ada di dalam Perusahaan," kata **Presiden Direktur MTDL, Susanto Djaja**.

Dari hasil pendapatan tersebut, Perseroan berhasil mencetak laba bersih sebesar Rp 739,8 miliar, tumbuh 13,7% dibandingkan perolehan laba bersih tahun sebelumnya.

Sebagai perusahaan TIK terbesar di Indonesia, MTDL memiliki portofolio produk terlengkap di Indonesia dan telah memiliki 29 kantor perwakilan yang tersebar di 330 kota di Indonesia. Dengan luasnya jangkauan pasar tersebut, bisnis distribusi menjadi kontributor tertinggi pendapatan Perseroan dengan menyumbang pendapatan sebesar Rp19,6 triliun, naik 18,8% YoY.

Peningkatan pendapatan unit bisnis distribusi tersebut terutama disumbang oleh product *telco (smartphone)*, yang tumbuh sebesar 79,3% YoY atau berkontribusi sebesar 21,7% terhadap total pendapatan distribusi.

Sementara itu, unit bisnis Solusi dan Konsultasi meskipun membukukan pendapatan yang relatif stabil sebesar Rp 6,2 triliun di akhir 2024 karena kondisi wait and see investasi TI jangka panjang di tahun pemilu, namun dari sisi laba bersih masih

MTDL Records New Revenue Record of IDR 25 Trillion in 2024 Ahead of 50th Anniversary

2024 Revenue and Profit Grow Double Digits

Jakarta, March 27th 2025 — PT Metrodata Electronics Tbk (MTDL), the largest technology Company with the most complete IT and telecommunications products in Indonesia, managed to record a revenue of IDR 25 trillion in 2024, an increase of 13.9% compared to the previous year's acquisition.

"This is the highest revenue achievement record in MTDL's history, which was achieved ahead of the Company's 50th anniversary. We believe, this achievement is not a coincidence, but the result of smart, hard, and consistent work from the entire team within the Company," said **MTDL President Director, Susanto Djaja**.

From the revenue results, the Company managed to record a net profit of IDR 739.8 billion, growing solid 13.7% compared to the previous year's net profit.

As the largest ICT company in Indonesia, MTDL has the most complete product portfolio in Indonesia and has 29 representative offices covering 330 cities in Indonesia. With such a wide market reach, the distribution business is the highest contributor to the Company's revenue by contributing revenue of IDR19.6 trillion, up 18.8% YoY.

The increase in revenue from the distribution business unit was mainly contributed by the telco (smartphone) products, which grew by 79.3% YoY, contributed 21.7% to total distribution revenue.

Meanwhile, although the Solutions and Consulting business unit posted relatively stable revenue of Rp 6.2 trillion at the end of 2024 due to the wait-and-see condition of long-term IT investment in the election year, in terms of net profit, it still posted an increase of 15.5% yoy, driven by an



menorehkan kenaikan sebesar 15,5% yoy, didorong oleh meningkatnya porsi pendapatan jasa TIK sehubungan dengan jasa implementasi dan pemeliharaan TIK.

Selain itu, meskipun kontribusi terhadap total pendapatan masih kecil, tetapi segmen Cybersecurity, Data & AI sangat prospektif karena masih memiliki banyak banyak ruang untuk bertumbuh. Sebagai Solution Integrator yang selalu menawarkan solusi beragam dan paling update saat ini, MTDL memiliki peluang besar untuk meraup pasar di segmen Cybersecurity hingga Data & AI sejalan dengan pengalaman MTDL di bidang Big Data sejak lebih dari 10 tahun yang lalu.

Hal ini juga akan diperkuat dengan dibentuknya perusahaan patungan dengan FPT – IS, perusahaan IT ternama dari Vietnam. Rencananya, dengan memanfaatkan *expertise* dari FPT-IS melalui usaha patungan di bidang layanan keamanan siber, solusi AI, dan pengembangan perangkat lunak bernama PT FPT Metrodata Indonesia (FMI) maka MTDL akan menjadi *pioneer* di bidang solusi berbasis AI di Indonesia.

“Dalam beberapa tahun ke depan, kami ingin menjadi pemain Data dan AI terbesar di Indonesia. Kami optimis hal tersebut dapat membantu kami mencapai target dan sejalan dengan cita-cita menjadi Perusahaan TIK terbesar di Indonesia,” tutup Susanto Djaja.

increasing portion of ICT services revenue in connection with ICT implementation and maintenance services.

In addition, although the contribution to total revenue is still small, the Cybersecurity, Data & AI segment is very prospective because it still has a lot of room to grow. As a Solution Integrator that always offers diverse and most updated solutions today, MTDL has a great opportunity to capture the market in the Cybersecurity to Data & AI segment in line with MTDL's experience in the Big Data field since more than 10 years ago.

This will also be strengthened by the establishment of a joint venture with FPT-IS, a well-known IT company from Vietnam. The plan is to utilize the expertise of FPT-IS through a joint venture in cybersecurity services, AI solutions, and software development called PT FPT Metrodata Indonesia (FMI) so that MTDL will become a pioneer in the field of AI-based solutions in Indonesia.

“In the next few years, we want to become the biggest Data and AI player in Indonesia. We are optimistic that this can help us achieve our target and in line with our goal of becoming the largest ICT Company in Indonesia,” Susanto Djaja 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.

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