



MTDL Optimis Tumbuh Melebihi Target

Penjualan MTDL Bertumbuh 20,9% pada Kuartal III-2021

Jakarta, 28 Oktober 2021 - PT Metrodata Electronics Tbk (“MTDL”), emiten Teknologi Informasi dan Komunikasi (“TIK”) khususnya di bidang solusi digital serta distribusi *hardware* dan *software*, optimis dapat bertumbuh melebihi target di akhir tahun 2021. MTDL berhasil mencatatkan kinerja positif pada Kuartal III-2021 dengan membukukan penjualan sebesar Rp12,1 triliun atau meningkat 20,9% dibandingkan periode yang sama pada tahun sebelumnya. Pencapaian ini berhasil diraih di tengah ketatnya kebijakan Pemberlakuan Pembatasan Kegiatan Masyarakat (PPKM) yang diberlakukan pemerintah dalam upaya mengurangi penyebaran Covid-19.

Susanto Djaja selaku **Presiden Direktur MTDL** mengatakan, “Pencapaian penjualan ini tidak terlepas dari kontribusi kedua unit bisnis MTDL, yaitu unit bisnis Distribusi dan unit bisnis Solusi & Konsultasi. Unit bisnis Distribusi mengalami banyak permintaan akan kebutuhan produk TIK di tengah pandemi. Di sisi lain, unit bisnis Solusi & Konsultasi meskipun mengalami cukup banyak tantangan dalam menyelesaikan proyek kepada pelanggan karena banyaknya karyawan pelanggan yang terkena dampak pandemi, namun hal ini dapat diatasi secara bertahap. Untuk itu, MTDL optimis dapat bertumbuh melebihi

MTDL Optimistic to Grow Beyond Target

MTDL Revenue Grew by 20.9% in the Third Quarter of 2021

Jakarta, October 28, 2021 - PT Metrodata Electronics Tbk (“MTDL”), an Information and Communication Technology (“ICT”) issuer in the field of digital solutions and hardware and software distribution, is optimistic that it can grow beyond its target by the end of 2021. MTDL succeeded in recording positive performance in the Third Quarter of 2021 by posting revenue of IDR12.1 trillion, an increase of 20.9% compared to the same period in the previous year. This achievement was accomplished despite the government’s strict policy of implementing Community Activity Restrictions (PPKM) in an effort to reduce the spread of Covid-19.

Susanto Djaja as the **President Director of MTDL** said, “This revenue achievement would not have been possible without the contribution of the two MTDL business units, the Distribution business unit and the Solutions & Consulting business unit. The Distribution business unit experienced a lot of demand for ICT products in the midst of a pandemic. On the other hand, the Solutions & Consulting business unit still managed to overcome the sizable number of challenges it experienced in completing projects to customers due to the large number of customer employees affected by the pandemic. For this reason, MTDL is



target pada tahun 2021 ini, di atas target yang sebelumnya ditetapkan pada akhir tahun 2020 sebesar 10%.”

Kontribusi pertumbuhan penjualan di unit bisnis Distribusi didukung oleh diversifikasi produk terutama *Chromebook* dan produk *gaming*. Walaupun sempat terjadi kelangkaan produk TIK di Kuartal III-2021, MTDL berhasil membukukan kinerja penjualan yang baik. Salah satu upayanya adalah melakukan diversifikasi produk *Notebook* dan PC yang ketersediaannya cukup terbatas, yaitu dengan memasarkan produk *Chromebook* dan menjalankan *partnership* bersama *brand* baru.

Pada unit bisnis Solusi & Konsultasi, penjualan salah satunya dikontribusikan oleh penyediaan produk dan implementasi untuk mendukung pelaksanaan proyek KOMI (Konverter BI-FAST System MII). Lalu, performa penjualan *Cloud* dan solusi lainnya dari delapan pilar solusi digital MTDL, yaitu *Cloud Services*, *Big Data & Analytics*, *IT Security*, *Hybrid IT Infrastructure*, *Business Application*, *Digital Business Platform*, *Consulting & Advisory Services*, dan *Managed Services* juga secara umum meningkat di tengah pandemi.

“Selain pencapaian penjualan yang baik, pada Kuartal III-2021 MTDL membukukan laba bersih sebesar Rp351,4 miliar atau meningkat 31,3% dibandingkan dengan periode yang sama pada tahun sebelumnya. Kontribusi laba bersih pada unit bisnis Distribusi juga meningkat 44,4%, dan unit

optimistic that it can grow beyond the target in 2021, above the target previously set at the end of 2020 of 10%.”

Revenue growth contribution in the Distribution business unit was supported by product diversification, especially Chromebooks and gaming products. Although there was a shortage of ICT products in the Third Quarter of 2021, MTDL managed to record a good revenue performance. One of the efforts is to diversify Notebook and PC products which their availability are being quite limited, by marketing Chromebook products and running partnerships with new brands.

In the Solutions & Consulting business unit, revenue were contributed by product provision and implementation to support the implementation of the KOMI (BI-FAST System MII Converter) project. Then, the revenue performance of Cloud and other solutions from the eight pillars of MTDL digital solutions, namely Cloud Services, Big Data & Analytics, IT Security, Hybrid IT Infrastructure, Business Application, Digital Business Platform, Consulting & Advisory Services, and Managed Services also generally increased in the midst of a pandemic.

“In addition to achieving good revenue, in the Third Quarter of 2021 MTDL posted a net profit of IDR351.4 billion or an increase of 31.3% compared to the same period in the previous year. The net profit contribution to the Distribution business unit also increased by 44.4%, and the Solutions & Consulting



bisnis Solusi & Konsultasi meningkat 19,9%. MTDL telah dilengkapi dengan infrastruktur TIK yang komprehensif sehingga dapat mendukung kinerja kami meski di tengah adanya kebijakan PPKM. Berbagai proses seperti pemesanan dan pengiriman produk dapat dilakukan secara *seamless* karena infrastruktur yang memungkinkan proses kerja secara *remote*,” ungkap **Randy Kartadinata** selaku **Direktur MTDL**.

Sebagai informasi, pada Kuartal III-2021 MTDL melakukan investasi pada *venture capital* dan *matured start-up company* yang bergerak di bidang *e-groceries*. Ke depan MTDL akan terus melakukan investasi pada bisnis yang memiliki *platform* digital dalam rangka memperkuat ekosistem digital di Indonesia. “MTDL juga optimis akan mencapai pertumbuhan *double digit* untuk penjualan dan laba bersih di tahun 2021, mengingat akselerasi transformasi digital yang dipercepat oleh pandemi akan terus berlanjut sebagai bagian dari era *new normal*,” tutup **Susanto**.

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 perusahaan Teknologi Informasi dan Komunikasi (TIK) terkemuka di Indonesia yang bermitra dengan perusahaan-perusahaan TIK kelas dunia. Perseroan pada saat ini memiliki unit bisnis utama yaitu **Bisnis Distribusi** (*Providing World-Class ICT Hardware and Software*) yang menangani bidang usaha

business unit increased by 19.9%. MTDL has been equipped with a comprehensive ICT infrastructure so that it can support our performance even in the midst of the PPKM policy. Various processes such as ordering and product delivery can be carried out seamlessly because of the infrastructure that allows remote work processes,” said **Randy Kartadinata** as **Director of MTDL**.

For information, in the Third Quarter of 2021 MTDL invested in venture capitals and matured start-up companies engaged in e-groceries. In the future, MTDL will continue to invest in businesses with digital platforms in order to strengthen the digital ecosystem in Indonesia. “MTDL is also optimistic that it will achieve double-digit growth for revenue and net profit in 2021, considering that the acceleration of digital transformation accelerated by the pandemic will continue as part of the new normal era,” concluded **Susanto**.

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 well-known Information and Communication Technology (ICT) company in Indonesia that partners with world-class ICT companies. The Company currently has its main business unit which is **the Distribution Business** (*Providing World-Class ICT Hardware and Software*) that handles distribution to the dealers and ICT



| | |
|---|---|
| <p>distribusi kepada <i>dealer</i> dan perusahaan solusi TIK termasuk menjalankan bisnis <i>e-commerce</i>. Jaringan distribusinya ada di lebih dari 150 kota di Indonesia dan memiliki lebih dari 5.200 <i>channel partner</i> dan memiliki lebih dari 100 <i>brand</i> produk dan jasa TI kelas dunia; Bisnis Solusi & Konsultasi (<i>Digital Solution Provider to Help Companies Achieving Digital Transformation</i>) yang menyediakan solusi lengkap TIK berdasarkan 8 Pilar Solusi Digital Metrodata, yang terdiri dari <i>Cloud Services, Big Data & Analytics, Hybrid IT Infrastructure, Security, Business Application, Digital Business Platform, Consulting & Advisory Services</i>, dan <i>Managed Services</i> untuk mendukung transformasi digital bisnis.</p> | <p>solution companies as well as running an e-commerce 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; the Solution and Consulting Business (<i>Digital Solution Provider to Help Companies Achieving Digital Transformation</i>) 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.</p> |
|---|---|

Untuk keterangan lebih lanjut, silahkan menghubungi:

For further information, please contact:

| | |
|--|---|
| <p>Randy Kartadinata <i>Corporate Secretary</i> Phone: (62-21) 29345 888  PT Metrodata Electronics Tbk  @metrodata_electronics  Metrodata www.metrodata.co.id</p> | <p>Melani Dwi Nastiti / Gita Hardiyanti <i>Public Relations / Media Relations</i> Phone: (62-21) 29345 888 / Gita: (62) 81282033227 Email : Melani.Nastiti@metrodata.co.id Investor.Relation@metrodata.co.id</p> |
|--|---|