

SIARAN PRESS (PRESS RELEASE)
Laporan Keuangan Tahunan Tahun Buku 2023 (yang telah Diaudit)

PT Personel Alih Daya Tbk
Membukukan Peningkatan Pendapatan Menjadi Rp815,7 miliar

Jakarta, 1 April 2024

PT Personel Alih Daya Tbk (“PADA” atau “Perseroan”) sebagai Perusahaan di bidang jasa Tenaga Alih Daya atau *outsourcing*, menyampaikan Laporan Keuangan Tahunan untuk periode Tahun Buku 2023 yang telah diaudit yang berakhir pada 31 Desember 2023 sebagai berikut :

Ikhtisar Keuangan

<i>dalam rupiah (Rp)</i>	Tahun Buku 2023	Tahun Buku 2022	% Growth
Pendapatan Usaha	815,74 miliar	700,94 miliar	16,38%
Laba Bruto	43,51 miliar	41,63 miliar	4,52%
Laba Bersih	(5,53) miliar	4,47 miliar	-223,55%

Pada tahun buku 2023, Perseroan membukukan Pendapatan Usaha sebesar Rp815,74 miliar atau meningkat 16,38% dibandingkan dengan tahun 2022. Perolehan laba bruto mengalami peningkatan yang mencapai 4,52% (YoY) menjadi Rp43,51 miliar pada tahun 2023. Pada tahun buku 2023 terdapat peningkatan biaya beban usaha terutama dari biaya penyusutan sehingga laba bersih Perseroan mengalami penurunan dibandingkan tahun 2022 menjadi Rp-5,53 miliar.

Peningkatan pendapatan Perseroan ini terutama didorong karena adanya peningkatan volume bisnis dari mitra/klien eksisting di segmen *Logistics & Deliveries* naik 604,0%, *Telecommunication Services* yang naik 39,2%, *segmen Healthcare Providers* naik 1.094,1%, *segmen Commercial Services* naik 377,0%, *segmen IT Services & Consulting* naik 51,5%, *segmen Professional Services* naik 130,9%, *segmen Banks* naik 2,2%, *segmen Pharmaceuticals* naik 393,9%, *segmen Auto Components* naik 24,9%. Selain itu Perseroan juga mendapatkan project baru di mitra/klien *Agriculture Product, Building Products & Fixtures, Electrical, Healthcare Equipment & Supplies dan Household Products* yang seluruhnya berkontribusi meningkatkan pendapatan Perseroan sebesar 2,2% dari total pendapatan di tahun 2023.

Figures peningkatan pendapatan tersebut sejalan dengan inisiatif Strategy yang dilakukan Perseroan dimana Perseroan memanfaatkan dan mengoptimalkan *differentiation* atau keunggulan bisnis usaha yang berfokus pada lini bisnis jasa *Technical Services* (pemeliharaan peralatan telekomunikasi) serta mempertahankan pertumbuhan di lini bisnis lainnya, sehingga terjadi peningkatan kontribusi pendapatan dari lini bisnis utama perseroan terhadap total pendapatan perseroan pada tahun 2023 dengan profil sebagai berikut *Technical Services* 30,2%, *Security Services* 22,3%, *Office Services* 21,1%, *Call Center Services* 7,2% dan unit bisnis lainnya berkontribusi sebesar 19,1%.

Direktur Utama Perseroan, Suwignyo menyampaikan “Sepanjang tahun 2023 ini berbagai upaya guna meningkatkan kinerja dan bisnis telah dilakukan Perseroan secara konsisten dan berkelanjutan berupa pemberian dan peningkatan kualitas layanan terbaik guna memenuhi permintaan para klien/mitra bisnis kami untuk menambah jumlah tenaga alih daya/*outsourcing*. Selain itu Perseroan pun terus melakukan penguatan pasar dan pengembangan bisnis serta gencar melakukan perluasan layanan ke seluruh wilayah operasional Perseroan, dan kami pun memperbanyak penawaran layanan dengan model bisnis *Manage Services* yang berbasis *Service Level Agreement (SLA)* yang dapat memberikan keuntungan yang lebih baik di tengah persaingan pasar yang semakin ketat. Selain itu, kami pun mengoptimalkan kekuatan

differentiation atau keunggulan Perseroan dengan terus berfokus pada bisnis layanan jasa *technical/telekomunikasi* dan solusi layanan terintegrasi (*one stop services*)”.

Selanjutnya Suwignyo mengatakan pula “Perseroan selalu mengedepankan *business management and control* dan senantiasa melakukan efisiensi biaya serta upaya meningkatkan efektifitas bisnis proses pada setiap aktifitas lini bisnis untuk menjaga keseimbangan antara pangsa pasar, pendapatan, profitabilitas dan kinerja performa Perseroan. Lebih lanjut, kami pun terus meningkatkan kredibilitas agar mampu bersaing secara global. Pada tahun 2023, Perseroan telah memiliki sertifikasi ISO 37001:2016 mengenai Sistem Manajemen Anti Suap dengan standard Internasional sehingga sampai saat ini, Perseroan sudah memiliki beberapa sertifikasi ISO termasuk ISO 9001:2015 mengenai Sistem Manajemen Mutu, ISO 27001 mengenai standar internasional yang mengatur Sistem Manajemen Keamanan Informasi (*Information Security Management System/ISMS*), ISO 14001:2015 mengenai Sistem Management Lingkungan, ISO 45001:2018 mengenai Sistem Manajemen Keselamatan dan Kesehatan Kerja, serta Sertifikasi Sistem Manajemen Keselamatan Dan Kesehatan Kerja (SMK3)”.

Suwignyo pun menegaskan “Untuk ke depannya, Perseroan akan terus mengupayakan pertumbuhan bisnis yang lebih baik, berkesinambungan dan juga lebih mengembangkan kekuatan kompetitif dan keunggulan layanan Perseroan yang disertai dengan peningkatan daya saing SDM (*tenaga outsourcing*) secara berkelanjutan. Perseroan akan terus menumbuhkan skala bisnis yang lebih besar dengan tetap fokus pada *strategy* bisnis dan perluasan cakupan wilayah dan jenis industri”.

Prospek Bisnis

“Potensi pasar dari pengguna jasa *outsourcing* ke depannya masih sangat lebar, kendati perkiraannya masih terus menghadapi ketatnya persaingan usaha, namun Perseroan optimis dapat menggarap pangsa pasar seperti pertumbuhan pada sektor teknologi dan telekomunikasi yang tetap sehat dan baik, yang akan menjadi fokus utama kami. Serta terus berupaya memenuhi permintaan tenaga *outsourcing* dan pekerjaan *manage services* untuk sektor pertambangan dan industri lainnya secara nasional karena Perseroan memiliki keunggulan berupa pengalaman lebih dari 17 tahun dibidang jasa penyedia *outsourcing* serta memiliki layanan solusi terintegrasi (*one stop services*) yang didukung oleh 25 kantor perwakilan yang tersebar diseluruh wilayah Indonesia” pungkask Suwignyo.

Sekilas Tentang PT Personel Alih Daya Tbk

Perseroan bergerak dalam penyedia jasa *outsourcing* dengan lini bisnis usaha mencakup *Technical Services* (penyedia jasa teknikal dan pemeliharaan peralatan telekomunikasi), jasa call center (*Customer Care Center*), jasa keamanan (*Security Services*), jasa layanan perkantoran (*Office Services*) serta *Training dan Executive Search (Headhunter)*. Saat ini Perseroan memiliki 1 kantor Pusat di Jakarta dan 24 kantor perwakilan yang tersebar diseluruh wilayah Indonesia. Pada 8 Desember 2022, Perseroan telah melantai di Bursa Efek Indonesia (dengan kode saham PADA).

Untuk Informasi lebih lanjut dapat menghubungi :

Yanti Ermayanti

Corporate Secretary

Telp : (021) 29321777, (021) 78846142

Email : corporate.secretary@persada.id

Website: www.persada.id

PRESS RELEASE

Financial Statements for Financial Year 2023 (Audited)

**PT Personel Alih Daya Tbk
 Booked an Increase in Revenue to Rp815.7 billion**

Jakarta, April 1, 2024

PT Personel Alih Daya Tbk ("PADA" or "the Company") as a company in the outsourcing services sector, submit the audited Annual Financial Statements for the period of Financial Year 2023 ending 31 December 2023 as follows:

Financial Highlights

<i>In rupiah (Rp)</i>	Financial Year 2023	Financial Year 2022	% Growth
Revenue	815.74 billion	700.94 billion	16.38%
Gross Profit	43.51 billion	41.63 billion	4.52%
Net Profit	(5.53) billion	4.47 billion	-223.55%

In the financial year 2023, the Company booked a Revenues of Rp815.74 billion or an increase of 16.38% compared to 2022. Gross profit increased by 4.52% (YoY) to Rp43.51 billion in 2023. In the financial year 2023, there was an increase in operating expenses, especially from depreciation costs, so that the Company's net profit decreased compared to year 2022 to Rp-5.53 billion.

The increase in revenue was mainly driven by an increase in business volume from existing partners/clients in the Logistics & Deliveries segment increased 604.0%, Telecommunication Services increased 39.2%, Healthcare Providers segment increased 1,094.1%, Commercial Services segment increased 377.0%, IT Services & Consulting segment increased 51.5%, Professional Services segment increased 130.9%, Banks segment increased 2.2%, Pharmaceuticals segment increased 393.9%, Auto Components segment increased 24.9%. Furthermore, the Company also secured new projects in Agriculture Products, Building Products & Fixtures, Electrical, Healthcare Equipment & Supplies and Household Products partners/clients which all contributed to increase the Company's revenue by 2.2% of total revenue in 2023.

Figures for the increase in revenue are in line with the Company's Strategy initiatives where the Company utilizes and optimizes differentiation or business excellence that focuses on the Technical Services business line (maintenance of telecommunications equipment) and maintains growth in other business lines, resulting in an increase in revenue contribution from the company's main business lines to the company's total revenue in 2023 with the following profile as follows, *Technical Services* 30.2%, *Security Services* 22.3%, *Office Services* 21.1%, *Call Center Services* 7.2% and other business units contributed 19.1%.

The President Director of the Company, Suwignyo said "Throughout 2023, various efforts to improve performance and business have been carried out by the Company consistently and continuously in the form of providing and improving the best quality of service to meet the demand of our clients/business partners to increase the number of outsourcing personnel. In addition, the Company also continues to strengthen the market and business development and aggressively expand services to all operational areas of the Company, and we also increase service offerings with the *Manage Services* business model based on *Service Level Agreement* (SLA) which can provide better benefits in the midst of increasingly tight

market competition. Moreover, we are also optimizing the Company's differentiation strengths by continuing to focus on the technical/telecommunication services's business and integrated service solutions (*one stop services*)".

Furthermore, Suwignyo said, "The Company always prioritizes business management and control and continues to carry out cost efficiency and efforts to improve the effectiveness of business processes in every business line activity to maintain a balance between market share, revenue, profitability and performance. Moreover, we also continue to improve our credibility to be able to compete globally. In 2023, the Company has been certified with ISO 37001:2016 regarding Anti-Bribery Management System with international standards so that until now, the Company already has several ISO certifications including ISO 9001: 2015 regarding Quality Management System, ISO 27001 regarding international standards governing Information Security Management System (ISMS), ISO 14001: 2015 regarding Environmental Management System, ISO 45001: 2018 regarding Occupational Safety and Health Management System, and an Occupational Health and Safety Management System Certification (OHSMS)".

Suwignyo also emphasized "Going forward, the Company will continue to strive for better business growth, sustainability and also further develop the Company's competitive strengths and service excellence accompanied by continuous improvement in the competitiveness of its human resources (outsourcing personnel). The Company will continue to grow a larger business scale while focusing on business strategy and expansion of coverage areas and types of industries".

Business Prospects

"The market potential of outsourcing service users in the future is still very wide, although the forecast continues to face intense business competition, however, the Company is optimistic that we can capture market share such as the healthy and robust growth in the technology and telecommunications sectors, which will be our main focus. Also, the Company continues to fulfil the demand for outsourcing and managed services for mining and other industrial sectors nationally because the Company has the advantage of more than 17 years of experience in the field of outsourcing provider services and has the integrated solution services (*one stop services*) supported by 25 representative offices spread throughout Indonesia" concluded Suwignyo.

Overview of PT Personel Alih Daya Tbk

The Company is providing outsourcing services with the business lines namely Technical Services (technical services and maintenance of telecommunications equipment), Call Centre services, Security services, Office Services and Training and Executive Search (Headhunter). Currently, the Company has 1 head office in Jakarta and 24 representative offices spread throughout Indonesia. On 8 December 2022, the Company was listed on the Indonesian Stock Exchange (with stock code PADA).

For further information, please contact:

Yanti Ermayanti
Corporate Secretary
Telp : (021) 29321777, (021) 78846142
Email : corporate.secretary@persada.id
Website: www.persada.id