

SIARAN PRESS (PRESS RELEASE)
Laporan Keuangan Tahunan (LKT) 2024 (yang telah diaudit)
PT Personel Alih Daya Tbk

Membukukan Pendapatan Rp910,5 Miliar (Meningkat 12% YoY), Tetap Optimis di Tengah Tantangan

Jakarta, 26 Maret 2025

PT Personel Alih Daya Tbk (“PADA” atau “Perseroan”) sebagai Perusahaan di bidang jasa Tenaga Alih Daya atau *outsourcing*, menyampaikan Laporan Keuangan Tahunan (LKT) 2024 yang telah diaudit, sebagai berikut,

Pada tahun buku 2024, Perseroan membukukan pendapatan sebesar Rp910,5 miliar atau meningkat 12% dibandingkan periode yang sama pada tahun 2023 (YoY). Pendapatan Perseroan dikontribusi oleh 3 besar lini bisnis jasa yaitu *Personnel Support & Office Services*, *Technical Services* dan *Security Services*. Dan kenaikan pendapatan berasal dari penambahan volume bisnis atau penambahan jumlah tenaga *outsourcing* dari klien/mitra eksisting di sektor *Logistics & Deliveries*, *IT Services & Consulting*, *Agricultural Products*, *Computer Hardware*, *Bank*, *Specialty*, *Networking Equipment*, *Professional Services* dan *Auto Components*. Serta adanya penambahan pendapatan yang berasal dari klien/mitra baru pada sektor *Machinery* dan *Tobacco*.

Laba Kotor Perseroan pada tahun buku 2024 tercatat sebesar Rp31,3 miliar atau mengalami penurunan sebesar 28% secara YoY. Hal ini terjadi karena adanya peningkatan beban pokok pendapatan yang disebabkan oleh persaingan bisnis di industri jasa *outsourcing* yang semakin ketat khususnya pada lini bisnis jasa *Technical Services*. Hal ini mengakibatkan tekanan yang signifikan pada *margin* keuntungan yang diperoleh Perseroan atau *management fee* yang semakin tergerus.

Laba Bersih Perseroan pada tahun buku 2024 mengalami penurunan, hal ini sejalan dengan penurunan Laba Kotor yang terjadi. Laba Bersih menurun sebesar 199% secara YoY atau mengalami kerugian sebesar Rp16,5 miliar. Perseroan telah berhasil mencapai efisiensi dan menekan biaya operasional yang terlihat dari penurunan Biaya Umum & Administrasi sebesar 6% secara YoY.

“Industri jasa *outsourcing* menghadapi tantangan dan kondisi kompetisi bisnis yang masih belum banyak berubah hingga tahun 2024. Perseroan telah melakukan upaya dengan melakukan penguatan & fokus bisnis pada klien/mitra eksisting serta upaya penambahan pendapatan dari klien/mitra baru. Kendati demikian peningkatan pendapatan Perseroan tersebut belum dapat mengimbangi peningkatan atas beban pokok pendapatan, yang menyebabkan penurunan Laba kotor dan Laba bersih sehingga Perseroan masih mengalami kerugian pada tahun 2024 atau masih berlanjut merugi sejak tahun 2023” jelas Direktur Utama Perseroan, Suwignyo.

Prospek Bisnis dan Upaya ke Depan

Potensi pasar dari pengguna jasa *outsourcing* ke depannya masih sangat terbuka lebar, karena para klien/mitra dituntut untuk fokus pada kompetensi inti atau utama mereka sehingga mereka akan memanfaatkan jasa *outsourcing* guna mendapatkan efisiensi biaya tanpa terganggu dengan hal-hal administratif dari kegiatan non-inti mereka, mendapatkan tenaga kerja trampil sesuai dengan kebutuhan

mereka, serta mendapatkan fleksibilitas karena dengan cepat dapat menyesuaikan jumlah tenaga *outsourcing* yang sesuai dengan kebutuhan bisnisnya.

Kendati demikian, perkiraannya industri jasa *outsourcing* masih akan menghadapi dinamika pasar yang terus berubah dan tantangan persaingan bisnis yang semakin ketat karena adanya tekanan penurunan *margin fee*. Namun Perseroan masih tetap memiliki optimisme yang tinggi dalam menggarap pangsa pasar ini. Keyakinan ini didasari oleh upaya strategi inovatif Perseroan dengan melakukan pengembangan layanan yang tidak hanya menyediakan tenaga kerja *outsourcing* saja, tetapi juga menawarkan solusi layanan yang terintegrasi dan komprehensif yang memiliki *margin* lebih baik serta berfokus pada kompetensi layanan yang dimiliki Perseroan.

Selain itu upaya langkah-langkah strategis lainnya berupa penguatan fundamental bisnis akan terus dilakukan seperti melakukan perluasan pasar dan menggarap peluang bisnis lainnya dengan cara masuk pada segmen bisnis yang masih bisa memberikan tingkat *margin* yang lebih baik, melakukan efisiensi dengan mengevaluasi struktur biaya, meningkatkan kualitas sumber daya manusia melalui pelatihan dan pengembangan yang berkelanjutan, memperkuat proses bisnis dan tata kelola *risk management & control* untuk meminimalisir seluruh risiko, serta memperhatikan kebutuhan klien/mitra dalam upaya meningkatkan kepuasan klien/mitra.

Sekilas Tentang PT Personel Alih Daya Tbk

Perseroan telah berpengalaman 19 tahun dalam penyediaan jasa *outsourcing* dengan keunggulan memiliki solusi layanan bisnis terintegrasi (*one stop services*) yang beragam yang meliputi lini bisnis *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 :

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PRESS RELEASE

Annual Financial Statements Year 2024 (audited)

PT Personel Alih Daya Tbk

**Booked Revenue of Rp910.5 Billion (Increased 12% YoY),
Stay Optimistic in the Midst of Challenges**

Jakarta, March 26, 2025

PT Personel Alih Daya Tbk ("PADA" or "the Company") as a company in the outsourcing services sector, submits the 2024 Annual Financial Statements (FS 2024) which have been audited as follows,

In the fiscal year 2024, the Company booked revenue of Rp910.5 billion, an increase of 12% compared to the same period in 2023 (YoY). The Company's revenue was contributed by its top 3 service business lines, namely Personnel Support & Office Services, Technical Services and Security Services. And the increase in revenue came from the addition of business volume or the addition of the number of outsourced personnel from existing clients/partners in the Logistics & Deliveries, IT Services & Consulting, Agricultural Products, Computer Hardware, Bank, Specialty, Networking Equipment, Professional Services and Auto Components sectors. As well as additional revenue from new clients/partners in the Machinery and Tobacco sectors.

The Company's Gross Profit in the fiscal year 2024 was recorded at Rp31.3 billion or decreased by 28% YoY. This was due to an increase in cost of revenues caused by tight competition in the outsourcing services industry, especially in the Technical Services business line. This resulted in significant pressure on the Company's profit margin or management fee which was eroded.

The Company's Net Profit in the fiscal year 2024 decreased, this is in line with the decrease in Gross Profit that occurred. Net Profit decreased by 199% YoY or a loss of Rp16.5 billion. The Company has managed to achieve efficiency and reduce operational costs as seen from the decrease in General & Administrative Expenses by 6% YoY.

"The outsourcing services industry is facing challenges and business environment has not changed much until 2024. The Company has made efforts by strengthening & focusing business on existing clients/partners as well as efforts to increase revenue from new clients/partners. However, the increase in the Company's revenue has not been able to compensate for the increase in cost of revenue, which has led to a decrease in gross profit and net profit so that the Company is still in a loss in 2024 or continues to loss since 2023" explained the President Director of the Company, Suwignyo.

Business Prospects and Future Action

The market potential of outsourcing service users in the future is still very wide open, because clients/partners are required to focus on their core or main competencies so that they will utilize outsourcing services to obtain cost efficiency without being distracted by administrative matters from their non-core activities, get skilled personnel according to their needs, and get flexibility because they can quickly adjust the number of outsourced personnel according to their business needs.

Nevertheless, it is estimated that the outsourcing services industry will still face changing market dynamics and the challenge of increasingly tight business competition due to the downward pressure on fee margins. However, the Company still has high optimism in exploring on this potential market. This confidence is based on the Company's innovative strategic efforts by developing services that not only provide outsourced labour, but also offer integrated and comprehensive solutions services that have better margins and focus on the Company's service competencies.

In addition, other strategic steps by strengthening business fundamentals will continue to be carried out such as expanding the market and exploring other business opportunities by entering into business segments that can still provide a better margin rate, making efficiency by evaluating the cost structure, improving the quality of human resources through continuous training and development, strengthening business processes and risk management & control governance to minimize all risks, and paying attention to the needs of clients/partners in an effort to increase client/partner satisfaction.

Overview of PT Personel Alih Daya Tbk

The Company has 19 years of experience in providing outsourcing services with the advantage of having a variety of integrated business service solutions (*one stop services*) covering business lines 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:

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