

## SIARAN PRESS (PRESS RELEASE)

Laporan Keuangan pada Kuartal Pertama Tahun 2024 (yang Tidak Diaudit)

# PT Personel Alih Daya Tbk Pendapatan Meningkat Pada Kuartal Pertama Tahun 2024

Jakarta, 30 April 2024

PT Personel Alih Daya Tbk (“PADA” atau “Perseroan”) sebagai Perusahaan di bidang jasa Tenaga Alih Daya atau *outsourcing*, menyampaikan Laporan Keuangan untuk Kuartal Pertama Tahun 2024 (yang tidak diaudit) sebagai berikut :

### Ikhtisar Keuangan

<i>dalam rupiah (Rp)</i>	<b>Q1-2024</b>	<b>Q1-2023</b>	<b>% Growth</b>
Pendapatan Usaha	230,04 miliar	198,46 miliar	15,91%
Laba Kotor	9,42 miliar	9,78 miliar	(3,65%)
Laba Bersih	(2,29) miliar	0,89 miliar	(357,16%)

  

<i>dalam rupiah (Rp)</i>	<b>Per 31 Maret 2024</b>	<b>Per 31 Desember 2023</b>	<b>Growth %</b>
Total Aset	335,89 miliar	312,04 miliar	7,64%
Total Liabilitas	204,18 miliar	178,03 miliar	14,69%
Total Ekuitas	131,71 miliar	134,01 miliar	(1,71%)
Current Ratio	167,89%	167,81%	0,05%

Pendapatan Perseroan pada Q1-2024 sebesar Rp230,04 miliar atau meningkat 15,91% dibanding pendapatan pada Q1-2023 (YoY). Kenaikan pendapatan dikarenakan adanya penambahan volume bisnis dari beberapa klien/mitra *existing* di sektor *Telecommunication Services, Agricultural Products, Banks, Logistics & Deliveries, IT Services & Consulting* dan *Healthcare Providers*. Selain itu adanya perolehan pendapatan dari klien/mitra baru di sektor *Logistics & Deliveries, Consumer Distributors, Speciality Retail* dan *Tobacco*.

Perolehan Laba Kotor mengalami penurunan yang mencapai 3,65% (YoY) menjadi Rp9,42 miliar pada Q1-2024 dikarenakan kompetisi *management fee* di jasa *outsourcing* yang masih terus terjadi dan semakin ketat.

Laba Bersih Perseroan pada Q1-2024 mengalami penurunan dibandingkan dengan Q1-2023 menjadi rugi sebesar Rp2,29 miliar, dikarenakan adanya peningkatan beban usaha.

Direktur Utama Perseroan, Suwignyo menyampaikan “Pada kuartal pertama tahun 2024, secara berkelanjutan Perseroan terus melakukan penguatan pasar dan melakukan pengembangan bisnis serta memperbanyak penawaran layanan dengan model bisnis *Manage Services* yang berbasis *Service Level Agreement* (SLA). Peningkatan pendapatan tersebut belum dapat mengimbangi peningkatan beban biaya, namun upaya efisiensi dan efektifitas terus dilakukan Perseroan”.

“Kami selalu berusaha untuk mencapai pertumbuhan bisnis yang berkelanjutan pada kuartal mendatang. Secara konsisten, kami akan terus melakukan upaya *business management and control*, dan secara efektif akan mengeksekusi program-program untuk penguatan fundamental bisnis, dengan selalu optimis dan mengupayakan yang terbaik untuk pertumbuhan pendapatan dan laba usaha. Selain itu kami pun melakukan eksplorasi untuk pengembangan peluang bisnis baru lainnya, namun tentunya tetap berfokus pada strategy utama Perseroan” ungkap Suwignyo.

Suwignyo menambahkan pula bahwa "Sebagai perusahaan yang bergerak di bidang jasa *outsourcing*, kami terus mengoptimalkan dan melakukan peningkatan kualitas dan daya saing SDM secara berkelanjutan".

#### **Prospek Bisnis**

"Potensi pasar dari pengguna jasa *outsourcing* ke depannya masih sangat terbuka lebar, kendati masih akan menghadapi ketatnya kompetisi. Perseroan akan tetap berfokus pada Strategy Perusahaan yaitu fokus utama pada layanan jasa *technical services* pada sektor teknologi dan telekomunikasi dan pekerjaan *Manage Services* untuk sektor pertambangan serta industri lainnya secara nasional dengan solusi layanan *outsourcing* yang terintegrasi (*one stop services*) yang didukung oleh 25 kantor perwakilan yang tersebar diseluruh wilayah Indonesia" pungkash 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

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**PRESS RELEASE**

Financial Statements for the First Quarter of 2024 (Unaudited)

## PT Personel Alih Daya Tbk Revenue Increases in the First Quarter of 2024

Jakarta, April 30, 2024

PT Personel Alih Daya Tbk ("PADA" or "the Company") as a company in the outsourcing services sector, submits the Financial Statements for the First Quarter of 2024 (unaudited) as follows:

### Financial Highlights

<i>In rupiah (Rp)</i>	Q1-2024	Q1-2023	% Growth
Revenue	230.04 billion	198.46 billion	15.91%
Gross Profit	9.42 billion	9.78 billion	(3.65%)
Net Profit	(2.29) billion	0.89 billion	(357.16%)
<i>In rupiah (Rp)</i>	Per 31 March 2024	Per 31 December 2023	Growth %
Total Assets	335.89 billion	312.04 billion	7.64%
Total Liabilities	204.18 billion	178.03 billion	14.69%
Total Equity	131.71 billion	134.01 billion	(1.71%)
Current Ratio	167.89%	167.81%	0.05%

The Company's revenue in Q1-2024 was Rp230.04 billion or an increase of 15.91% compared to revenue in Q1-2023 (YoY). The increase in revenue was due to additional business volume from several existing clients/partners in the Telecommunication Services, Agricultural Products, Banks, Logistics & Deliveries, IT Services & Consulting dan Healthcare Providers. In addition, there were revenue gains from new clients/partners in the Logistics & Deliveries, Consumer Distributors, Retail Speciality and Tobacco.

Gross Profit decreased by 3.65% (YoY) to Rp9.42 billion in Q1-2024 due to the ongoing and intensifying management fee competition in outsourcing services.

The Company's Net Profit in Q1-2024 decreased compared to Q1-2023 to a loss of Rp2.29 billion, due to an increase in operating expenses.

The President Director of the Company, Suwignyo said "In the first quarter of 2024, the Company continued to strengthen the market and develop the business as well as expand service offerings with the *Manage Services* business model based on *Service Level Agreement* (SLA). The increase in revenue has not been able to offset the increase in costs, but the Company continues to make efficiency and effectiveness efforts".

"We always strive to achieve sustainable business growth in the coming quarters. Consistently, we will continue to carry out business management and control efforts, and will effectively execute programs to strengthen business fundamentals, by always being optimistic and striving for the best for revenue and operating profit growth. Furthermore, we are also exploring other new business opportunities, while of course still focusing on the Company's main strategy" said Suwignyo.

Suwignyo also added that "As a company in providing of outsourcing services, we continue to optimize and improve the quality and competitiveness of human resources on sustainably".

### **Business Prospects**

"The market potential of outsourcing service in the future is still very wide open, although it will still face intense competition. The Company will continue to focus on the Company's Strategy, which is to focus on technical services in the technology and telecommunications sectors and manage services for the mining sector and other industries nationwide with integrated outsourcing service solutions (*one stop services*) supported by 25 representative offices spread throughout Indonesia" said 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:

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