

LAPORAN KEUANGAN SEMESTER 1 TAHUN 2023 (TIDAK DIAUDIT)  
PT PERSONEL ALIH DAYA TBK (“PERSEROAN”)

**Pendapatan dan Laba Bersih PADA Meningkat pada Semester I Tahun 2023**

Jakarta, 31 Juli 2023

PT Personel Alih Daya Tbk (“PADA” atau “Perseroan”) sebagai Perusahaan di bidang jasa Tenaga Alih Daya atau *outsourcing*, kembali membukukan pertumbuhan kinerja yang baik pada Semester I tahun 2023.

**Ikhtisar Keuangan**

<i>dalam rupiah</i>	1H-2023	1H-2022	% Growth
Pendapatan Usaha	405.004.449.051	334.676.504.666	21,01%
Labanya Usaha	6.634.465.175	6.405.479.033	3,57%
Labanya Bersih	1.719.488.160	1.548.077.327	11,07%

Pada Semester I-2023 (1H-2023) Perseroan membukukan Pendapatan sebesar Rp405,0 miliar atau meningkat 21,01% (YoY) dibandingkan periode yang sama tahun lalu. Perolehan laba bersih juga mengalami kenaikan yang mencapai 11,07% (YoY) menjadi Rp1,72 miliar pada 1H-2023.

Di semester I-2023, peningkatan pendapatan Perseroan karena penambahan volume bisnis dari mitra/klien eksisting seperti PT Huawei Tech Investment naik 1.287,3%, PT Iforte Global Internet naik 109.8%, PT PGAS Telekomunikasi Nusantara (Pgascom) naik 117,7%, PT Ericsson Indonesia naik 28,3%, PT Bank Syariah Indonesia Tbk naik 14%, PT Madani Talatah Nusantara naik 36,7%, PT Astra World naik 27,4% dan PT Beiersdorf Indonesia naik 14,1%. Selain itu Perseroan juga mendapatkan project baru yang cukup besar pada perusahaan di sektor jasa kesehatan yaitu PT Pertamina Bina Medika Indonesia Healthcare Corporation (Pertamedika) yang berkontribusi revenue sebesar 1,4%. Total kenaikan pendapatan dari mitra/klien-klien tersebut berkontribusi terhadap peningkatan pendapatan Perseroan sebesar 15,4% di 1H-2023.

Direktur Utama Perseroan, Suwignyo mengungkapkan “Kinerja PADA di 1H-2023 cukup baik karena mengalami peningkatan pada segment Telekomunikasi, Perbankan, Pertambangan dan Consumer Goods yang umumnya menambah jumlah tenaga alih daya/*outsourcing* serta perluasan lokasi layanan/wilayah. Kontribusi pendapatan dari masing-masing lini bisnis utama perseroan terhadap total pendapatan perseroan pada semester-1 tahun 2023 adalah *Technical Services* 33,02%, *Security Services* 22,55%, *Office Services* 9,48%, *Call Center Services* 7,54% dan unit bisnis/partnership lainnya berkontribusi sebesar 27,41%. Profile kontribusi pendapatan tersebut sejalan dengan strategy Perseroan dimana PADA akan fokus ke layanan jasa *Technical Services* (pemeliharaan peralatan telekomunikasi) serta mempertahankan pertumbuhan di lini bisnis lainnya”.

Selanjutnya Suwignyo menyampaikan “Kami senantiasa melakukan langkah langkah strategis guna mendukung kinerja yang baik seperti berupaya meningkatkan efektifitas kegiatan operasional dengan otomatisasi Proses Bisnis, melakukan efisiensi biaya untuk meningkatkan margin, serta optimalisasi SDM guna menciptakan keunggulan kompetitif SDM yang berkelanjutan”.

“Insya Allah, kami akan selalu optimis untuk meraih pendapatan dan laba bersih yang terus berlanjut meningkat di kuartal dan semester berikutnya serta kami berharap dapat terus membangun dan menjaga momentum ini untuk mencapai target 2023” ungkap Suwignyo.

### **Prospek Bisnis**

Lebih lanjut Suwignyo menambahkan “Perseroan melihat peluang pertumbuhan ke depan, untuk itu kami akan terus melakukan pengembangan usaha di seluruh lini Bisnis Usaha dan melakukan penguatan dengan berfokus pada jasa *Technical Services*, selalu menjaga layanan operational terbaik untuk client/mitra, adaptif dan selektif menggarap potensi pasar dengan keunggulan Perseroan yang memiliki solusi layanan terintegrasi “*one stop services*” yang didukung oleh 25 kantor perwakilan yang tersebar diseluruh wilayah Indonesia serta belanja modal yang cukup besar pada tahun 2023 ini”.

### **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 saham Indonesia (dengan kode saham PADA).

Untuk Informasi lebih lanjut dapat menghubungi :

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**PRESS RELEASE**

**FINANCIAL STATEMENTS AS OF THE FIRST SEMESTER OF 2023 (UNAUDITED)  
PT PERSONEL ALIH DAYA TBK (“THE COMPANY”)**

**PADA's Revenue and Net Profit Increased in the First Semester of 2023**

Jakarta, July 31, 2023

PT Personel Alih Daya Tbk (“PADA” or “the Company”) as a company in the outsourcing services, again posted good performance growth in the first Semester of the year 2023.

**Financial Highlights**

<i>In rupiah</i>	<b>1H-2023</b>	<b>1H-2022</b>	<b>% Growth</b>
Revenue	405,004,449,051	334,676,504,666	21.01%
Operating Profit	6,634,465,175	6,405,479,033	3.57%
Net Profit	1,719,488,160	1,548,077,327	11.07%

In the first Semester of 2023 (1H-2023), the Company booked revenue of Rp405.0 billion, an increase of 21.01% (YoY) compared to the same period last year. Net profit also increased by 11.07% (YoY) to Rp1.72 billion in 1H-2023.

In the first semester of 2023, the Company's revenue increased due to additional business volume from existing partners/clients such as PT Huawei Tech Investment which increased by 1,287.3%, PT Iforte Global Internet increased by 109.8%, PT PGAS Telekomunikasi Nusantara (Pgascom) increased by 117.7%, PT Ericsson Indonesia increased by 28.3%, PT Bank Syariah Indonesia Tbk increased by 14%, PT Madani Talatah Nusantara increased by 36.7%, PT Astra World increased by 27.4% and PT Beiersdorf Indonesia increased by 14.1%. And moreover, the Company also obtained a large new project for a company in the health services sector, namely, PT Pertamina Bina Medika Indonesia Healthcare Corporation (Pertamedika) which contributed 1.4% of revenue. The total increase of revenue from these partners/clients contributed to the Company's revenue increase by 15.4% in 1H-2023.

The Company's President Director, Suwignyo said, "PADA's performance in 1H-2023 was quite good due to an increase in the Telecommunications, Banking, Mining and Consumer Goods segments which generally increased the number of outsourcing staff and expanded service locations/regions. Revenue contributions from each of the company's main business lines to the company's total revenue in semester 1 of 2023 are Technical Services 33.02%, Security Services 22.55%, Office Services 9.48%, Call Center Services 7.54% and other business units/partnerships contributed 27.41%. The revenue contribution profile is in line with the Company's strategy where PADA will focus on Technical Services (telecommunication equipment maintenance) and maintain growth in other business lines".

Furthermore, Suwignyo said "We always take strategic steps to support good performance such as trying to increase the effectiveness of operational activities by automating Business Processes, implementing cost efficiency to increase margins, as well as optimizing HR to create sustainable HR competitive advantages".

"Insya Allah, we will always be optimistic to achieve revenue and net profit that will continue to increase in the following quarters and semesters and we hope to continue to build and maintain this momentum to achieve the 2023 target," said Suwignyo.

### **Business Prospects**

Suwignyo further added "The Company sees growth opportunities in the future, therefore we will continue to develop business in all of Business lines and strengthen by focusing on Technical Services, always maintaining the best operational services for clients/partners, adaptive and selective in working on market potential with the Company's advantages that have integrated service solutions "one stop services" which supported by 25 representative offices spread throughout Indonesia and considerable capital expenditure in 2023".

### **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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