

SIARAN PERS (PRESS RELEASE)
Laporan Keuangan pada Kuartal Pertama Tahun 2026 (yang tidak Diaudit)
PT Personel Alih Daya Tbk

**Momentum Pertumbuhan Berlanjut, Pendapatan Naik 82%
dengan Laba Bersih Rp2,8 Miliar**

Jakarta, 28 April 2026

PT Personel Alih Daya Tbk ("PADA" atau "Perseroan") sebagai Perusahaan di bidang jasa Tenaga Alih Daya atau *outsourcing*, menyampaikan Laporan Keuangan pada Kuartal Pertama Tahun 2026 (Q1-2026) (yang tidak Diaudit) sebagai berikut :

Ikhtisar Keuangan

<i>dalam rupiah (Rp)</i>	Q1-2026	Q1-2025	% Growth
Pendapatan Usaha	466,3 miliar	256,0 miliar	82,1%
Laba Kotor	16,3 miliar	9,4 miliar	72,1%
Laba Bersih	2,8 miliar	0,1 miliar	2.468,1%

<i>dalam rupiah (Rp)</i>	Per 31 Mar 2026	Per 31 Des 2025	% Growth
Total Aset	354,7 miliar	265,9 miliar	33,4%
Total Liabilitas	232,1 miliar	146,1 miliar	58,9%
Total Ekuitas	122,6 miliar	119,8 miliar	2,3%

Pendapatan Tumbuh Positif: Pada Q1-2026, Perseroan mencatatkan pertumbuhan pendapatan yang signifikan sebesar 82,1% secara tahunan (*year-on-year*) menjadi Rp466,3 miliar. Pertumbuhan ini didorong oleh kinerja kuat dari lini bisnis jasa Kurir (*Courier Services*), serta kontribusi peningkatan dari lini bisnis *Technical Services*, project penjualan & instalasi produk Starlite (*Fiber to the Home/FTTH*) dan Internet Rakyat (IRA) 5G *Fixed Wireless Access* (FWA), serta lini bisnis *Call Center*.

Laba Kotor Meningkat : Perseroan mencatatkan peningkatan laba kotor sebesar 72,1% secara yoy pada Q1-2026 menjadi Rp16,3 miliar. Meskipun beban pokok pendapatan tumbuh sedikit lebih tinggi dibandingkan peningkatan pendapatan, Perseroan tetap berhasil membukukan pertumbuhan laba kotor yang didorong oleh kinerja lini bisnis *Courier Services*, *Technical Services*, serta proyek FTTH dan FWA.

Laba Sebelum Pajak Meningkat kendati Biaya Operasional Meningkat: Perseroan mencatatkan pertumbuhan laba sebelum pajak yang signifikan sebesar 977,8% secara yoy menjadi Rp3,7 miliar pada Q1-2026. Kinerja ini tetap terjaga meskipun terjadi peningkatan biaya operasional, khususnya pada Beban Umum dan Administrasi yang dipengaruhi oleh biaya pegawai termasuk pencatatan THR (Tunjangan Hari Raya), penambahan tim manajemen guna mendukung proyek FTTH dan FWA, dan peningkatan beban penyusutan atas perangkat project FTTH. Di sisi lain, Perseroan membukukan penurunan pada Beban Usaha lainnya terutama penurunan denda pajak.

Pertumbuhan Laba Bersih yang Signifikan: Laba bersih Perseroan pada Q1-2026 sebesar Rp2,8 miliar atau meningkat 2.468,1% secara yoy.

Posisi Keuangan : Per 31 Maret 2026, total aset Perseroan tercatat sebesar Rp354,7 miliar atau tumbuh 33,4% dibandingkan posisi akhir tahun 2025 yang sebesar Rp265,9 miliar. Kenaikan ini terutama didorong oleh peningkatan pada aset lancar, khususnya piutang usaha pihak ketiga sejalan dengan meningkatnya pendapatan. Total liabilitas per 31 Maret 2026 tercatat sebesar Rp232,1 miliar atau meningkat 58,9% dibandingkan posisi akhir tahun 2025, disebabkan oleh kenaikan dari utang bank jangka pendek sejalan dengan kenaikan piutang usaha. Total ekuitas per 31 Maret 2026 tercatat Rp122,6 miliar atau meningkat 2,3% dibandingkan posisi akhir tahun 2025.

Direktur Utama Perseroan, Cahyanul Uswah menjelaskan "Kinerja Perseroan pada Q1-2026 menunjukkan pertumbuhan pendapatan yang solid sekaligus menjaga momentum berkelanjutan dari kuartal-kuartal sebelumnya. Lini bisnis *Courier Services* terus mencatatkan pertumbuhan yang kuat, didukung oleh lini bisnis *Technical Services* dan kontribusi proyek penjualan dan instalasi FTTH serta FWA dalam rangka mendukung kolaborasi kemitraan dengan PT Solusi Sinergi Digital Tbk (WIFI Group) untuk produk Starlite dan Internet Rakyat (IRA). Proyek FTTH dan FWA tersebut (mencakup penyediaan tenaga kerja sales & teknis, *project management office*, pemeliharaan infrastruktur jaringan, dan layanan *call center*) memberikan *gross margin* yang lebih tinggi dibandingkan lini bisnis dengan skema *labor supply*. Selain itu Perseroan tetap disiplin dalam mengelola beban pokok pendapatan di tengah dinamika persaingan dan tekanan *management fee*, serta terus menjaga efisiensi biaya operasional. Di sisi komersial, Perseroan mengedepankan pendekatan *Key Account Management* (KAM) untuk mempertahankan klien/mitra, strategi GET untuk akuisisi klien baru, serta strategi GROWTH guna meningkatkan volume bisnis dari klien/mitra eksisting. Selain itu, Perseroan terus memperkuat proses penagihan (*collection*) agar terus semakin membaik guna menjaga efisiensi beban keuangan. Pengembangan lini bisnis eksisting juga terus dilakukan ke berbagai sektor, seiring dengan penguatan kolaborasi untuk mendukung kegiatan INET Group sebagai pengendali Perseroan".

Prospek Bisnis

Merespon akselerasi sektor *e-commerce* dan logistik, Perseroan akan terus mengoptimalkan lini bisnis Jasa Kurir melalui strategi peningkatan kapasitas dan kualitas layanan. Langkah ini diwujudkan melalui pemenuhan tenaga kerja skala besar (tenaga kurir dan sortir) untuk klien strategis, serta ekspansi agresif ke wilayah-wilayah baru guna menangkap peluang pertumbuhan yang lebih luas.

Dalam mendukung strategi pertumbuhan jangka panjang, Perseroan terus memperkuat realisasi dan mengakselerasi implementasi proyek kolaborasi dengan PT Solusi Sinergi Digital Tbk (WIFI Group) melalui penyediaan layanan *end-to-end*, mulai dari tenaga teknis instalasi dan pemeliharaan, tenaga penjualan dan distribusi, hingga *project management office*, audit lapangan, dan layanan agent *call center*. Kolaborasi ini menjadi pendorong ekspansi jaringan internet nasional, khususnya untuk pengembangan Starlite (FTTH) dan Internet Rakyat (IRA) 5G FWA, sekaligus memperkuat posisi Perseroan dalam mendukung ekosistem digital di Indonesia.

Selain itu dengan bergabungnya Perseroan ke dalam ekosistem PT Sinergi Inti Andalan Prima Tbk (INET) sebagai pengendali baru membuka peluang sinergi yang signifikan dan semakin luas. Kolaborasi ini mencakup penyediaan tenaga kerja *outsourcing* untuk *Office Services*, *Security Services*, dan *Technical Services*, serta pemenuhan tenaga penjualan dan teknis untuk instalasi serta pemeliharaan jaringan dan infrastruktur (*operation managed services*), termasuk troubleshooting, audit lapangan, dan pengelolaan *project management office* di seluruh Grup INET.

Melalui integrasi ini, Perseroan memperoleh akses ke peluang pasar dan segmen klien baru, memperluas jangkauan operasional secara regional, serta memanfaatkan kapabilitas teknologi Grup INET. Hal ini diharapkan mendorong optimalisasi *cross-selling* dan *bundling* layanan, sekaligus memperkuat posisi Perseroan sebagai penyedia layanan jasa solusi terintegrasi.

Sekilas Tentang PT Personel Alih Daya Tbk

Perseroan telah berpengalaman 20 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*), jasa layanan Kurir (*Courier Services*), serta *Training dan Executive Search* (*Headhunter*). Saat ini Perseroan memiliki 1 kantor Pusat di Jakarta dan 25 kantor perwakilan yang tersebar diseluruh wilayah Indonesia.

Untuk Informasi lebih lanjut dapat menghubungi :

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PRESS RELEASE
 Financial Report for the First Quarter of 2026 (Unaudited)
PT Personel Alih Daya Tbk

Continuing Growth Momentum, Revenue Increased by 82% with a Net Profit of Rp2.8 Billion

Jakarta, April 28, 2026

PT Personel Alih Daya Tbk ("PADA" or "the Company") as a company providing outsourcing services, hereby submits the financial report for the First Quarter of 2026 (Q1-2026) (Unaudited) as follows:

Financial Highlights

<i>In rupiah (Rp)</i>	Q1-2026	Q1-2025	% Growth
Revenue	466.3 billion	256,0 billion	82.1%
Gross Profit	16,3 billion	9.4 billion	72.1%
Net Profit	2,8 billion	0.1 billion	2,468.1%

<i>In rupiah (Rp)</i>	Per 31 Mar 2026	Per 31 Des 2025	% Growth
Total Assets	354.7 billion	265.9 billion	33.4%
Total Liabilities	232.1 billion	146.1 billion	58.9%
Total Equity	122.6 billion	119.8 billion	2.3%

Revenue Grows Positively: In Q1-2026, the Company recorded significant revenue growth of 82.1% year-on-year to Rp466.3 billion. This growth was driven by strong performance from the Courier Services business line, as well as increased contributions from the Technical Services business line, sales and installation projects for Starlite (Fiber to the Home/FTTH) and Internet Rakyat (IRA) 5G Fixed Wireless Access (FWA) products, and the Call Center business line.

Gross Profit Increased: The Company reported a 72.1% yoy increase in gross profit in Q1-2026, reaching Rp16.3 billion. Although cost of revenue grew slightly faster than revenue, the Company still managed to post gross profit growth driven by the performance of its Courier Services and Technical Services business lines, as well as its FTTH and FWA projects

Profit Before Tax Increased Despite Rising Operating Costs: The Company recorded significant yoy growth in profit before tax of 977.8% to Rp3.7 billion in Q1-2026. This performance was maintained despite an increase in operating expenses, particularly in General and Administrative Expenses derived from employee costs including the recording of Eid Al-Fitr Allowance, addition of management teams to support the FTTH and FWA projects, and an increase in depreciation expenses for FTTH project equipment. On the other hand, the Company recorded a decrease in other operating expenses, mainly due to a decrease in tax penalties.

Significant Growth in Net Profit: The Company's net profit for Q1-2026 was Rp2.8 billion, increasing by 2,468.1% yoy.

Financial Position: As of March 31, 2026, the Company's total assets recorded Rp354.7 billion, representing a 33.4% increase compared to the year-end 2025 figure of Rp265.9 billion. The increase was mainly driven by a rise in current assets, particularly trade receivables from third parties, in line with the increase in revenue. Total liabilities as of March 31, 2026, recorded Rp232.1 billion, an increase of 58.9% compared to the year-end 2025 figure, due to an increase in short-term bank debt in line with an increase in accounts receivable. Total equity as of March 31, 2026, recorded Rp122.6 billion, an increase of 2.3% compared to the year-end 2025 position.

The Company's President Director, Cahyanul Uswah, explained, "The Company's performance in Q1-2026 demonstrated solid revenue growth while maintaining the momentum from previous quarters. The Courier Services business line continues to record strong growth, supported by the Technical Services business line and contributions from FTTH and FWA sales and installation projects in support of the partnership collaboration with PT Solusi Sinergi Digital Tbk (WIFI Group) for the Starlite and Internet Rakyat (IRA) products. These FTTH and FWA projects (covering the provision of sales and technical personnel, a project management office, network infrastructure maintenance, and call center services) generate a higher gross margin compared to business lines operating under a labor supply model. Furthermore, the Company remains disciplined in managing cost of revenue amid competitive dynamics and management fee pressures, while continuously maintaining operational cost efficiency. On the commercial side, the Company prioritizes a Key Account Management (KAM) approach to retain clients/partners; a GET strategy for acquiring new clients, and a GROWTH strategy to increase business volume from existing clients/partners. Furthermore, the Company continues to strengthen its collection processes to ensure ongoing improvement and maintain financial efficiency. The expansion of existing business lines is also continuing into various sectors, in line with strengthening collaboration to support the activities of the INET Group as the Company's controlling shareholder".

Business Prospects

In response to the rapid growth of the e-commerce and logistics sectors, the Company will continue to optimize its Courier Services business line through strategies aimed at increasing capacity and improving service quality. This initiative involves the large-scale recruitment of personnel (couriers and sorters) for strategic clients, as well as aggressive expansion into new regions to capitalize on opportunities for further growth.

In support of its long-term growth strategy, the Company continues to strengthen the execution and accelerate the implementation of collaborative projects with PT Solusi Sinergi Digital Tbk (WIFI Group) through the provision of end-to-end services, from installation and maintenance technicians, sales and distribution personnel, to a project management office, field audits, and call center agent services. This collaboration serves as a driver for the expansion of the national internet network, particularly for the development of Starlite (FTTH) and Internet Rakyat (IRA) 5G FWA, while simultaneously strengthening the Company's position in supporting the digital ecosystem in Indonesia.

In addition, the Company's integration into the ecosystem of PT Sinergi Inti Andalan Prima Tbk (INET) as the new controlling entity will open up significant and increasingly broad opportunities for synergy. This collaboration includes the provision of outsourced personnel for Office Services, Security Services, and Technical Services, as well as the supply of sales personnel and technicians for the installation and maintenance of networks and infrastructure (managed operations services), including troubleshooting, field audits, and the management of the project management office across the entire INET Group. Through this integration, the Company gains access to new market opportunities and client segments, expands its regional operational reach, and leverages the INET Group's technological capabilities. This is expected to drive the optimization of cross-selling and service bundling, while strengthening the Company's position as a provider of integrated solution services.

Overview of PT Personel Alih Daya Tbk

The Company has 20 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, Courier Services and Training and Executive Search (Headhunter). Currently, the Company has 1 head office in Jakarta and 25 representative offices spread throughout Indonesia.

For further information, please contact:

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