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## Penjualan 2020FY Tumbuh Diatas Target Menjadi IDR2,9tn (39% YoY) 2020FY Sales Grew Above Target to IDR2.9tn (39% YoY)

Sidoarjo (3/12) – Perusahaan produsen produk kayu terintegrasi vertikal terbesar di Indonesia PT Integra Indocabinet Tbk (WOOD IJ) membukukan penjualan tahun 2020FY (unaudited) sebesar IDR2.9tn atau tumbuh 39% YoY yang berada di atas target perseroan sebelumnya sebesar IDR2,6tn.

Pada 4Q20, WOOD membukukan penjualan sebesar IDR1,08tn atau tumbuh 44,3% QoQ and 48,9% YoY yang merupakan penjualan kuartalan tertinggi. Pertumbuhan penjualan yang signifikan di dukung terutama oleh pertumbuhan permintaan pasar AS untuk furniture dan building component. Pertumbuhan permintaan tersebut dikarenakan penerapan tarif perang dagang, anti-dumping and anti-subsidy duty pada produk furniture and building component asal China, dan meningkatnya penjualan rumah di pinggiran kota.

Penjualan tahun 2020FY dikontribusi terutama oleh pasar ekspor dengan kontribusi sebesar 81,6% dan 18,4% dari pasar domestik. Penjualan ekspor tumbuh 72% YoY didukung terutama oleh penjualan pasar AS yang tumbuh signifikan sebesar 96% YoY.

Pada 28 Februari 2021, WOOD telah menerima order penjualan sebesar IDR1,8tn. Di awal tahun, Perseroan telah menerima order penjualan yang besar, oleh karena itu kita akan melihat trend ini akan terus berlanjut di bulan-bulan mendatang. Dari order penjualan yang diterima Perseroan, sekitar IDR929 miliar dijadwalkan untuk pengiriman di 1Q21 dengan sekitar IDR600 miliar telah dikirimkan dan dibukukan sebagai penjualan Perseroan pada 2M21. Oleh karena itu, penjualan Perseroan pada 2M21 telah melebihi penjualan 1Q secara historis (1Q21: IDR482 miliar). Perseroan berharap akan melihat pertumbuhan penjualan yang kuat pada 1Q21 dibandingkan periode 1Q20 tahun lalu.

Perseroan menargetkan penjualan tahun 2021 akan dapat tumbuh minimum 20% YoY dengan memanfaatkan kapasitas terpasangnya pada furniture (47.775cbm / tahun) dan building component (345.060cbm / tahun) dan memperluas pangsa pasarnya terutama di pasar AS, yang merupakan importir terbesar untuk produk furnitur dan building component

Sidoarjo (3/12) – Largest vertically integrated wooden products manufacturer in Indonesia, PT Integra Indocabinet Tbk (WOOD IJ) booked 2020FY (unaudited) net sales of IDR2.9tn or grew by 39% YoY which is above target of IDR2.6tn.

In 4Q20 alone, WOOD booked net sales of IDR1.08tn or grew by 44.3% QoQ and 48.9% YoY, which is the highest quarterly net sales ever. The significant growth in sales was mainly supported by the growing US market demand for both furniture and building components. The growing demands were due to trade war tariffs, anti-dumping and anti-subsidy duty on China furniture and building component products, and increasing suburban area housing sales in US.

2020FY net sales contributed mostly by export market with contribution of 81.6% while the other 18.4% from domestic market. Export market sales growth reach 72% YoY which mainly supported by the strong growth of US market sales that grew significantly by 96% YoY.

As of 28 February 2021, WOOD have received sales order of IDR1.8tn. In the beginning of the year, the Company received huge sales order, hence we should see the trend to keep continue in the coming months. From the sales order that the Company received, approximately IDR929bn scheduled for delivery in 1Q21 with around IDR600bn has been delivered and booked as revenue in 2M21. Therefore, the 2M21 revenue alone has surpassed historical 1Q revenue (1Q20: IDR482bn). The Company expect to see a strong 1Q21 revenue growth than its last year period in 1Q20.

In 2021, the Company target net sales to grow at least by 20% YoY by utilizing its installed capacity on both furniture (47,775cbm/year) and building component (345,060cbm/year) and expand its market share particularly on US market, the largest importer for both furniture and building component products.



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**About PT Integra Indocabinet Tbk:**

Founded in 1989 in Sidoarjo, East Java, PT Integra Indocabinet Tbk is the largest vertically integrated wooden products manufacturer in Indonesia. Integra has established itself as the fastest growing furniture manufacturer with international and domestic accreditation. Integra promotes the use of sustainable resources and supports the livelihoods of local communities. The group employs over 2,500 team members across Indonesia.

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