



PT.INTEGRA INDOCABINET .TBK

JL. Raya Betro 678, Sedati - Sidoarjo 61253

East Java, Indonesia

p: +62 31 8953588 / +62 31 8910434

f: +62 31 8911391 / +62 31 8911108

Press Release

For Immediate Release

INTEGRA 2021FY RESULTS

Highlights

- 4Q21 recorded highest quarterly net sales since IPO of IDR 1.89 trillion or grew by 76.7% YoY
- Improving inventory and AR days to 268 and 47 days respectively
- 2020 FY total assets and liabilities increased by 16.1% YoY and 9.0% YoY respectively
- Maintained net margin at 9.9%

Sidoarjo, April 29th, 2022

PT Integra Indocabinet Tbk (WOOD) published its 2021FY audited financial results. In 4Q21 alone, WOOD booked net sales of IDR 1.89 trillion or grew by 76.7% YoY, the highest quarterly sales since the IPO, hence bring tis 2021FY total revenue to IDR5.42 trillion, up by 84.9% YoY. The 2021FY sales revenue achievement was above the Company's target of 50% growth. Export sales particularly to US market remain the largest sales contributor with 91.4% of total sales. US market remain strongly attractive and source of growth potential for the Company as it is the largest furniture and building component importer in the world.

The ongoing trade war tariff, anti-dumping and anti-subsidy duty that hit China furniture and building component product by the US and coupled by current supply chain difficulty particularly on raw materials that impact regional competitors that import most of their raw materials hence cause their products become less competitive in terms of prices, Integra with its abundant domestic source of raw materials would have more competitive advantage compare to its regional competitor. Therefore, the Company believe the growth potential for the company going forward will be extensive and sustainable.



PT.INTEGRA INDOCABINET .TBK

JL. Raya Betro 678, Sedati - Sidoarjo 61253

East Java, Indonesia

p: +62 31 8953588 / +62 31 8910434

f: +62 31 8911391 / +62 31 8911108

Exports up 95.2% YoY

Despite during congestion and shortage in container and space availability challenges, our export sales growth remain strong at 95.2% YoY due to strong demand from the US market and improving demand from Europe market. The strong demand from US market is driven by:

1. Trade war tariffs on Chinese products.
2. Antidumping and countervailing duties on building component products from China with the rate of 44.6% - 230.36%⁽¹⁾ and 20.56% - 252.29%⁽²⁾ respectively.
3. Antidumping and countervailing duties on wooden cabinets and vanities products from China imposed by the US.
4. Price pressure due to raw materials supply chain for raw materials importing countries.

The implementation of both trade war tariffs and antidumping and countervailing duties on China by US, and coupled by supply chain difficulties that led to cost and price pressure for raw materials importing countries has become an opportunity for Integra to aggressively expand its export sales particularly to US market. As a reputable player in the international supply chain for wood products, Integra will gain increasing traction.

Segment	2021	%	2020	%	Change YoY
Manufacture Export	5,153,697,873,821	95.2%	2,423,132,599,171	82.7%	112.7%
<i>Furniture</i>	1,680,420,918,200	31.0%	1,251,828,848,344	42.7%	34.2%
<i>Building Component</i>	3,473,276,955,621	64.1%	1,171,303,750,827	40.0%	196.5%
Manufacture Domestic	170,370,307,659	3.1%	386,945,880,396	13.2%	-56.0%
<i>Furniture</i>	112,977,384,266	2.1%	314,971,177,238	10.8%	-64.1%
<i>Building Component</i>	57,392,923,393	1.1%	71,974,703,158	2.5%	-20.3%
Forestry	92,263,374,770	1.7%	119,286,874,505	4.1%	-22.7%
Total	5,416,331,556,250		2,929,365,354,072		84.9%



PT.INTEGRA INDOCABINET .TBK

JL. Raya Betto 678, Sedati - Sidoarjo 61253
 East Java, Indonesia
 p: +62 31 8953588 / +62 31 8910434
 f: +62 31 8911391 / +62 31 8911108

Net margin maintained at 9.9%

Building component segment sales grew significantly by 184.0% YoY outpaced furniture segment sales growth of 14.5% YoY hence brought the building component sales contribution to 65.2% of total manufacturing sales. Despite higher building component sales and increasing shipping cost, the Company was still able to maintain its net margin at 9.9%. Additionally, the higher contribution of building component sales has supported in decreasing our inventory days to 268 days and AR to 47 days. Going forward, we expect our inventory days will keep improving hence the Company could book positive and stronger operating cashflow every quarter.

The selling expenses increment was due to higher courier & export expenses as some of building components shipping term was CIF or DDP, where seller bears the shipping cost. The CIF and DDP shipping term is a mitigation towards the current congestion in shipment, container and space availability challenges. However, our building components selling prices already covered the shipping costs hence we were able to maintain our net margin and brought our net income growth by 70.3% YoY.

	2021	2020	
	Rp	Rp	
NET SALES	5,416,331,556,250	2,929,365,354,072	↑ 84.9%
COST OF SALES	(3,499,320,654,512)	(1,943,770,852,266)	
GROSS PROFIT	1,917,010,901,738	985,594,501,806	
Gross Margin	35.4%	33.6%	
<i>Selling Expenses</i>	(792,435,880,564)	(168,560,810,697)	
<i>General and administrative expenses</i>	(163,621,989,667)	(152,813,096,675)	↑ 44.7%
OPERATING PROFIT	960,953,031,507	664,220,594,434	
Operating Margin	17.7%	22.7%	
OTHER INCOME/EXPENSES	(256,529,837,806)	(230,506,138,819)	
PROFIT BEFORE TAX BENEFIT	704,423,193,701	433,714,455,615	↑ 62.4%
<i>Current</i>	(163,799,302,700)	(106,058,058,700)	
<i>Deffered</i>	2,864,602,354	10,025,453,699	
<i>Proforma Effect Adjusment</i>	(8,192,870,720)	(23,315,798,242)	
PROFIT FOR THE YEAR	535,295,622,635	314,366,052,372	↑ 70.3%
Net Margin	9.9%	10.7%	



PT.INTEGRA INDOCABINET .TBK

JL. Raya Betro 678, Sedati - Sidoarjo 61253
East Java, Indonesia

p: +62 31 8953588 / +62 31 8910434
f: +62 31 8911391 / +62 31 8911108

Business outlook

Despite the current global shipping-container shortage and congestion and global inflation, the Company was still able to book 2021FY strong sales performance. We expect the shipping issue to gradually improve hence we could book stronger revenue going forward.

Halim Rusli, President Director of the Company, said: "The incredible growth of 2021FY sales which contributed mostly by the sales to US market has showed our competitiveness among other regional competitors. Our target for 2022FY sales is at least 25% YoY growth, but we aim to book higher and stronger sales growth and beat our target as what we have done in the past 2 years".

About PT Integra Idocabinet 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.

For further information, please contact:

E-mail : corsec.integra@iil.co.id

Tel : (62 31) 891 0434

Website : www.integragroup-indonesia.com

This press release has been prepared by PT Integra Indocabinet Tbk (WOOD) and is circulated for the purpose of general information only. It is not intended for any specific person or purpose and does not constitute a recommendation regarding the securities of WOOD. No warranty (expressed or implied) is made to the accuracy or completeness of the information. All opinions and estimations included in this release constitute our judgment as of this date and are subject to change without prior notice. Integra disclaims any responsibility or liability whatsoever arising which may be brought against or suffered by any person as a result of reliance upon the whole or any part of the contents of this press release and neither Integra nor any of its affiliated companies and their respective employees and agents accepts liability for any errors, omissions, negligent or otherwise, in this press release and any inaccuracy herein or omission here from which might otherwise arise.



PT.INTEGRA INDOCABINET .TBK

JL. Raya Betro 678, Sedati - Sidoarjo 61253

East Java, Indonesia

p: +62 31 8953588 / +62 31 8910434

f: +62 31 8911391 / +62 31 8911108

Forward-Looking Statements

Certain statements in this release are or may be forward-looking statements. These statements typically contain words such as "will", "expects" and "anticipates" and words of similar import. By their nature, forward looking statements involve a number of risks and uncertainties that could cause actual events or results to differ materially from those described in this release. Factors that could cause actual results to differ include, but are not limited to, economic, social and political conditions in Indonesia; the state of the property industry in Indonesia; prevailing market conditions; increases in regulatory burdens in Indonesia, including environmental regulations and compliance costs; fluctuations in foreign currency exchange rates; interest rate trends, cost of capital and capital availability; the anticipated demand and selling prices for our developments and related capital expenditures and investments; the cost of construction; availability of real estate property; competition from other companies and venues; shifts in customer demands; changes in operation expenses, including employee wages, benefits and training, governmental and public policy changes; our ability to be and remain competitive; our financial condition, business strategy as well as the plans and objectives of our management for future operations; generation of future receivables; and environmental compliance and remediation. Should one or more of these uncertainties or risks, among others, materialize; actual results may vary materially from those estimated, anticipated or projected. Specifically, but without limitation, capital costs could increase, projects could be delayed and anticipated improvements in production, capacity or performance might not be fully realized. Although we believe that the expectations of our management as reflected by such forward-looking statements are reasonable based on information currently available to us, no assurances can be given that such expectations will prove to have been correct. You should not unduly rely on such statements. In any event, these statements speak only as of the date hereof, and we undertake no obligation to update or revise any of them, whether as a result of new information, future events or otherwise.