

Public Expose PT Integra Indocabinet Tbk

Sidoarjo, 16 Juni 2023



INTEGRA
GROUP



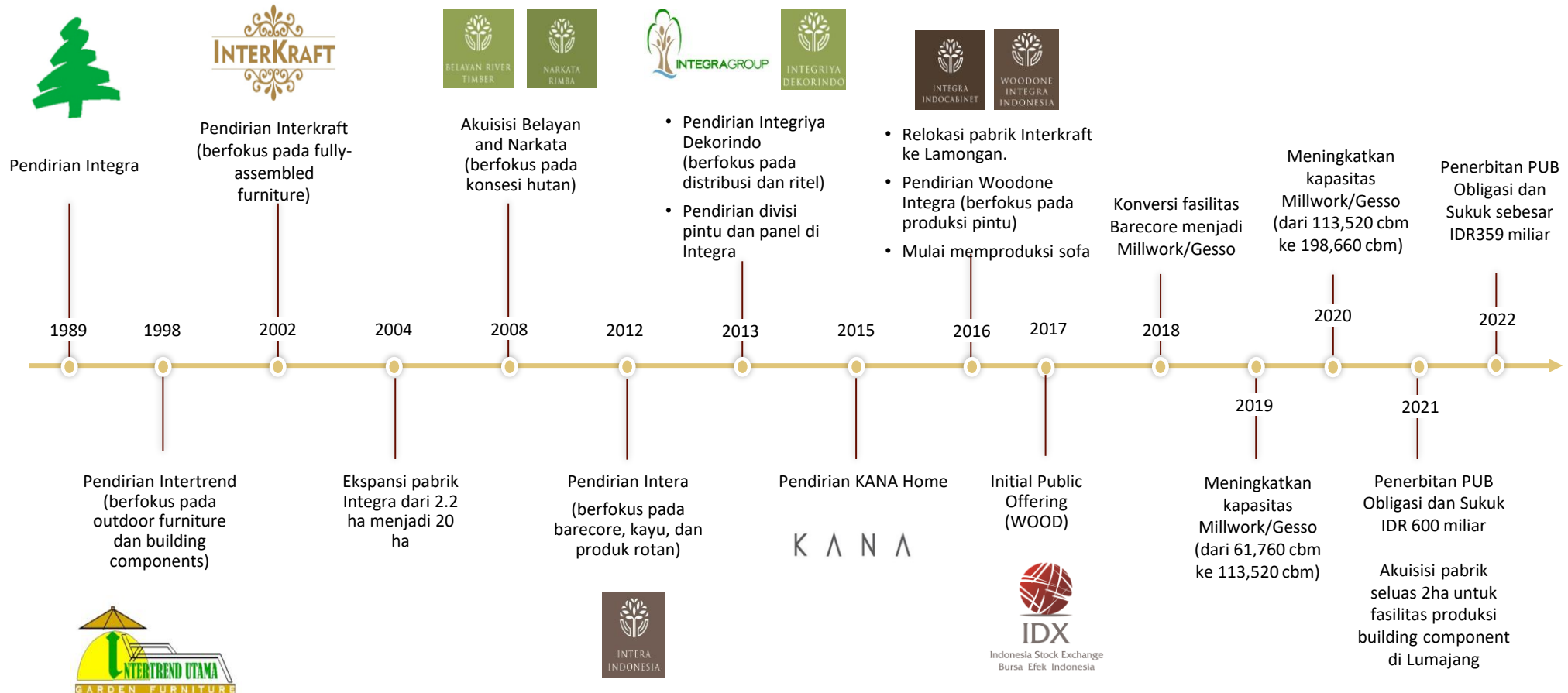
Sekilas Perusahaan

- Salah satu produsen produk kayu terintegrasi terbesar di Indonesia, dimana kegiatan usahanya meliputi kehutanan, furniture manufaktur dan ritel & distribusi.
- Memiliki pengalaman lebih dari 32 tahun di bidang manufaktur berbahan baku kayu
- Salah satu Perusahaan pertama yang berhasil mendapatkan sertifikat FSC (mengelola hutan secara bertanggung jawab)
- Produk utama perseroan seperti, kayu alam, knock-down furniture, fully-assembled furniture dan building components.

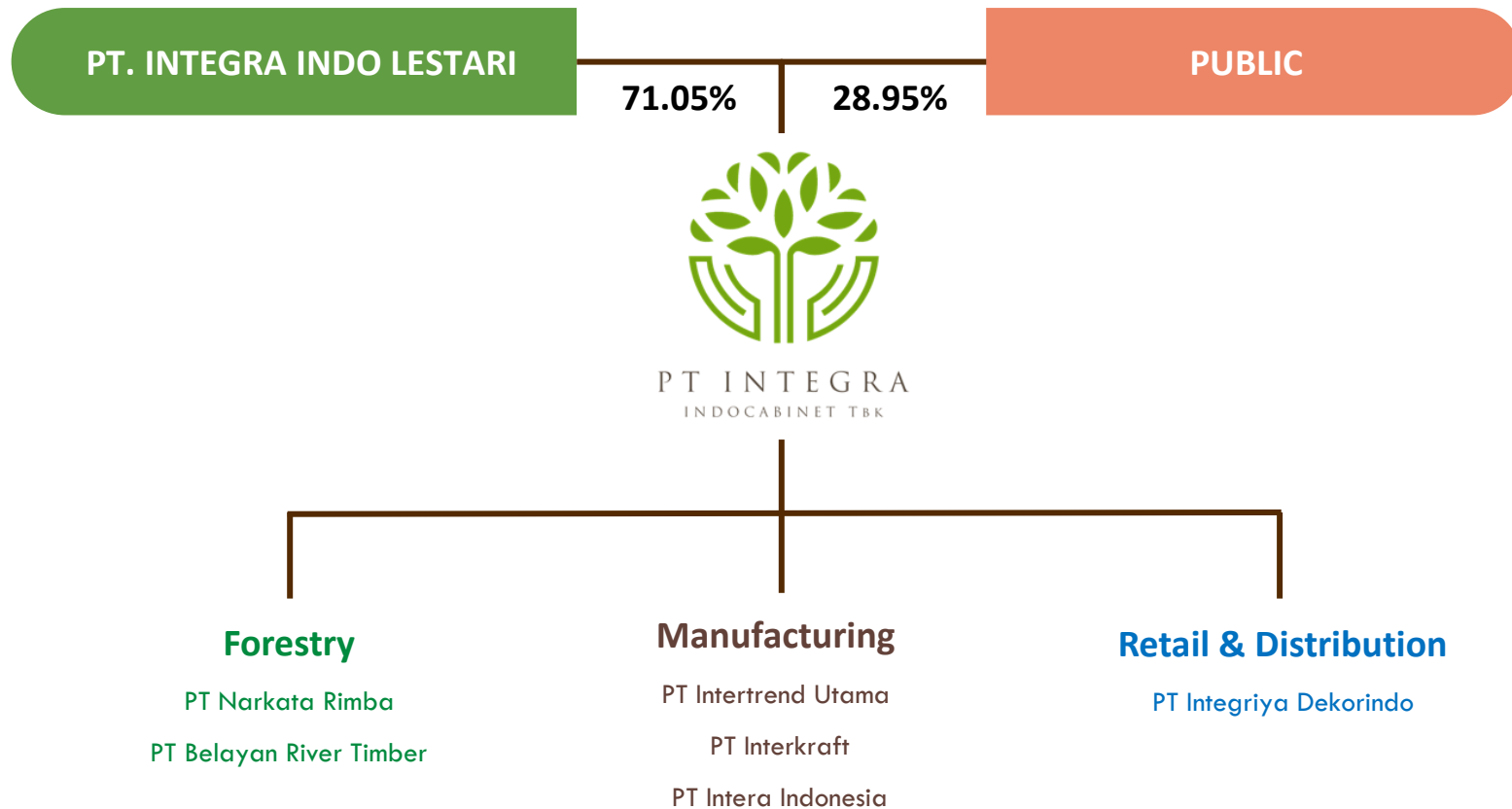
Vertically Integrated Operations

	Kehutanan	Manufaktur	Distribusi & Ritel
PRODUK	Logs (Shorea / Meranti)	•Furniture •Building components	Wooden and non-wooden furniture
KEGIATAN USAHA	Mempunyai 2 konsesi hutan lebih dari 163,425ha yang menghasilkan 90,000m ³ /tahun	Total Kapasitas 49,688m ³ untuk furniture dan 389,060 m ³ untuk building components	Memiliki lebih dari 170 akses di seluruh Indonesia dan 2 gerai di Surabaya, 1 di Bali dan 1 di Jakarta

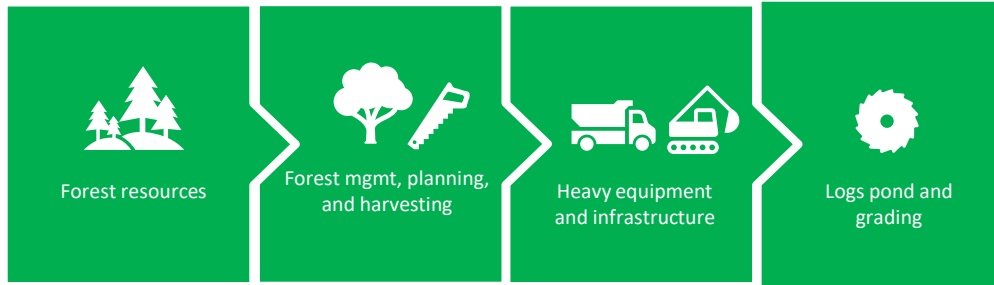
Jejak Langkah Perusahaan



Struktur Perusahaan



Jejak Langkah Perusahaan

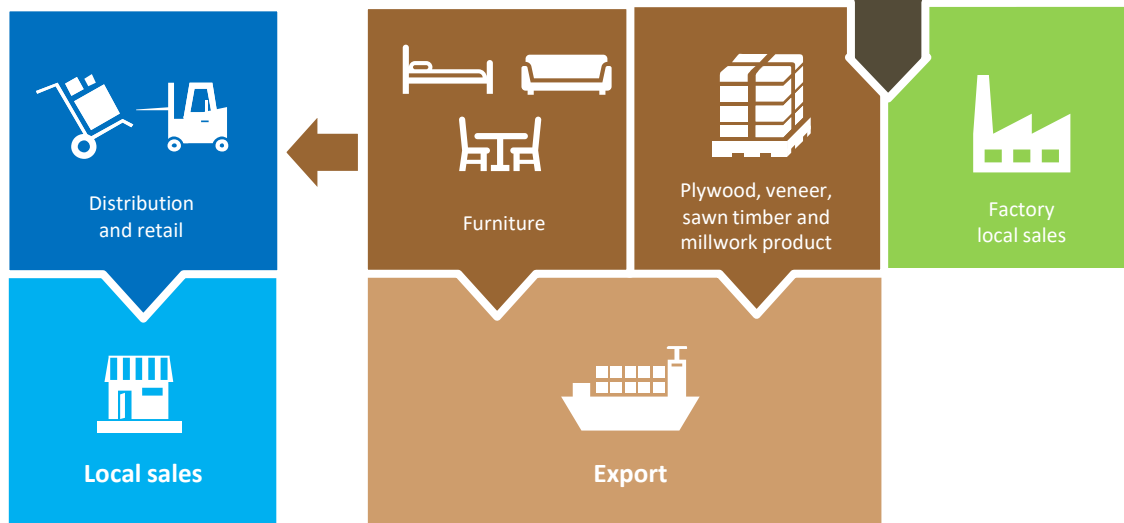


Forestry (FSC Certified)

- Logs (Shorea / Meranti)
- 2 forestry concessions of over 163,425 ha with capacity of 90,000 m3 per year

Distribution & Retail

- Points of sale across Indonesia with 1 store in Jakarta, and 1 store in Surabaya



Manufacturing

- Furniture – 49,688 cbm
- BC – 389,060 cbm

Kapasitas Produksi

Installed capacity (in m3)

	Integra Indocabinet		Intera		Interkraft		Intertrend				Total	
Year	Furniture	BC: FJLB	Furniture	BC: Millwork	Furniture	BC: Millwork	Furniture	BC: Millwork	BC: Wooden Blind	BC: Plywood	Furniture	BC
2018	19,688	43,000	6,125	35,833	7,088		8,750	25,927	-	22,000	41,651	126,760
2019	28,438	43,000	9,188	56,760	7,088		-	56,760	13,200	44,000	44,710	213,720
2020	28,438	43,000	12,250	56,760	7,088		-	141,900	26,400	77,000	47,775	345,060
2021	33,438	-	12,250	84,200	7,088		-	157,460	26,400	77,000	52,775	345,060
2022	37,438	-	12,250	84,200	-	44,000	-	157,460	26,400	77,000	49,688	389,060

Di tahun 2021, Perseroan meningkatkan kapasitas produksi untuk building component dengan mengakuisisi pabrik seluas 2.3ha di Lumajang. Pabrik tersebut sudah mulai beroperasi di 1Q22 dan diperkirakan akan menambah kapasitas produksi building component sekitar 20%.

Produk Utama Perusahaan

Knock-down furniture



Fully-assembled furniture



Building components



Millwork



Plywood



Wall paneling



Window blinds



Doors

Produk Utama Perusahaan

Government projects: Mid-low housing and boarding house furniture



On Friday, 04 January 2019, Indonesian President Jokowi Widodo inaugurated 3 apartment towers, in which one was a student apartment named "STKIP PGRI" in Tulungagung, East Jakarta.

President Jokowi said that in 2018 the government developed 275 apartment towers and will develop another 300 towers in 2019.

Government projects: School furniture



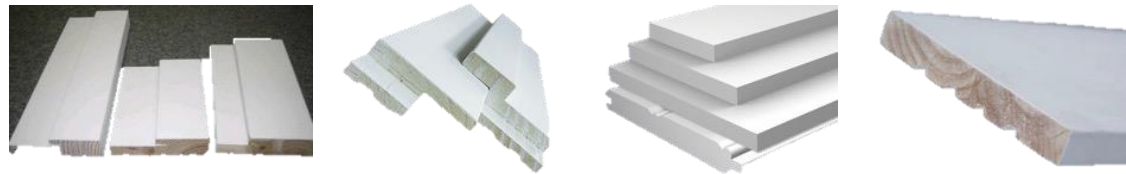
Produk Utama Perusahaan

Fast-growing products

Window blinds



Millwork



Wall panel



Plywood



Ikhtisar Keuangan

Rp (Miliar)	2017	2018	2019	2020	2021	2022	1Q22	1Q23	YoY
Penjualan	1,734	2,101	2,136	2,929	5,416	4,527	1,976	633	-68.0%
Laba Kotor	561	739	744	986	1,917	1,308	661	198	-70.0%
<i>GPM</i>	<i>32.3%</i>	<i>35.2%</i>	<i>34.8%</i>	<i>33.6%</i>	<i>35.4%</i>	<i>31.1%</i>	<i>33.5%</i>	<i>31.3%</i>	
Laba Usaha	353	473	490	664	961	433	322	92	-71.4%
<i>OPM</i>	<i>20.4%</i>	<i>22.5%</i>	<i>23.0%</i>	<i>22.7%</i>	<i>17.7%</i>	<i>9.6%</i>	<i>16.3%</i>	<i>14.6%</i>	
Laba Bersih	171	242	218	338	543	177	207	25	-87.9%
<i>NPM</i>	<i>9.9%</i>	<i>11.5%</i>	<i>10.2%</i>	<i>11.5%</i>	<i>10.0%</i>	<i>3.9%</i>	<i>10.5%</i>	<i>4.0%</i>	

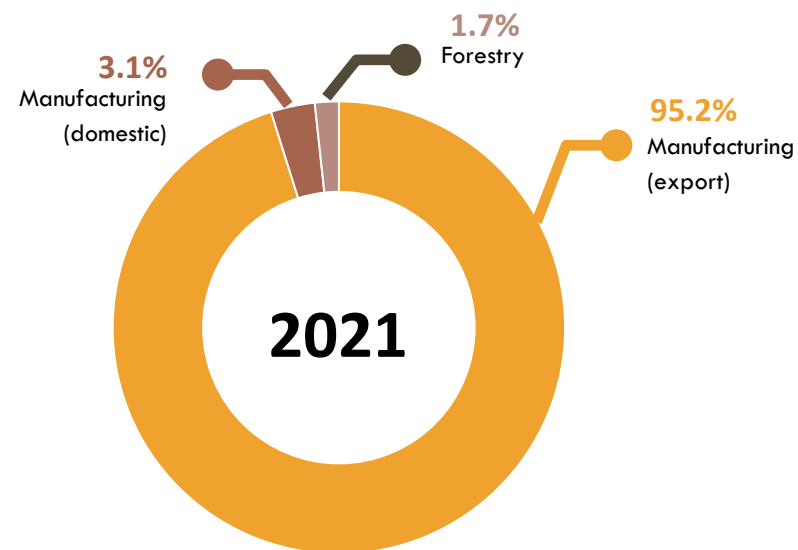
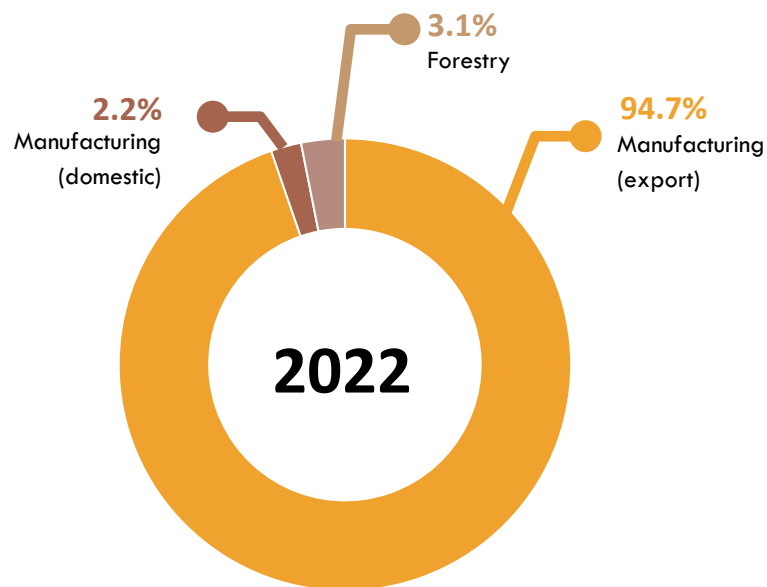
2022FY

- Penjualan peseroan di tahun 2022 sebesar Rp 4.5 triliun terkoreksi sebesar 16.4% kontribusi penurunan penjualan di tahun 2022 turun dikarenakan adanya oversupply di produk building component dari negara US.
- Dari segmentasi pendapatan perseroan di tahun 2022 building component Rp 2.6 triliun terkoreksi sebesar 26.52% Namun penjualan segmen furniture ekspor Rp 1.7 triliun masih tumbuh sebesar 3.3% YoY.
- Komponen pendapatan ekspor sebesar Rp 4.3 triliun merupakan 95% dari total penjualan di tahun 2022.

1Q23

- Di kuartal pertama tahun 2023, penjualan Perseroan menunjukkan kenaikan tipis dan berhasil mencetak laba bersih sebesar 593.8% QoQ.
- Pertumbuhan tersebut di dukung oleh permintaan pasar AS yang menguat untuk building component 58.1% QoQ
- Penjualan peseroan 1Q23 sebesar Rp 633 miliar terkoreksi sebesar 16.4% YoY.

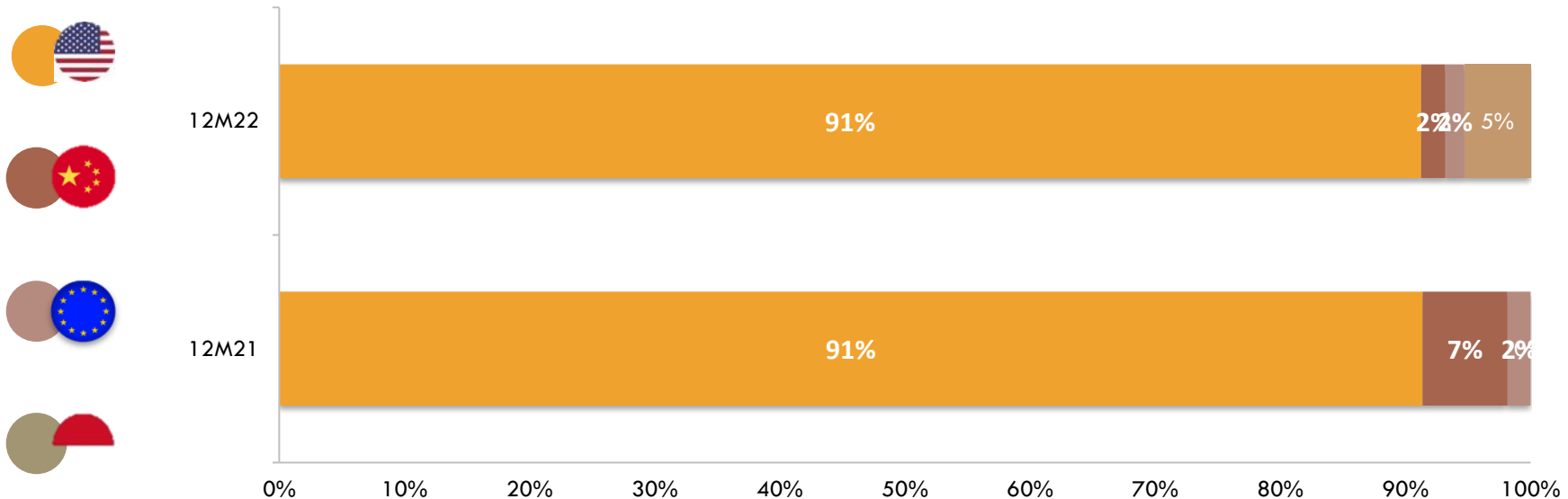
Sales by segment 2022 VS 2021



Segmen	2022 (Audited)	2021 (Audited)	Pertumbuhan
Manufaktur Ekspor	4,287,345,338,469	5,153,697,873,821	-16.8%
<i>Furniture</i>	<i>1,736,516,535,324</i>	<i>1,680,420,918,200</i>	<i>3.3%</i>
<i>Building Component</i>	<i>2,550,828,803,145</i>	<i>3,473,276,955,621</i>	<i>-26.6%</i>
Manufaktur Domestik	98,374,605,121	170,370,307,659	-42.3%
<i>Furniture</i>	<i>54,750,495,124</i>	<i>112,977,384,266</i>	<i>-51.5%</i>
<i>Building Component</i>	<i>43,624,109,997</i>	<i>57,392,923,393</i>	<i>-24.0%</i>
Kehutanan	140,979,588,851	92,263,374,770	52.8%
Total	4,526,699,532,441	5,416,331,556,250	-16.4%

Penjualan ekspor di tahun 2022 berkontraksi sebesar 16.8% YoY dikarenakan permintaan pasar AS yang menurun.

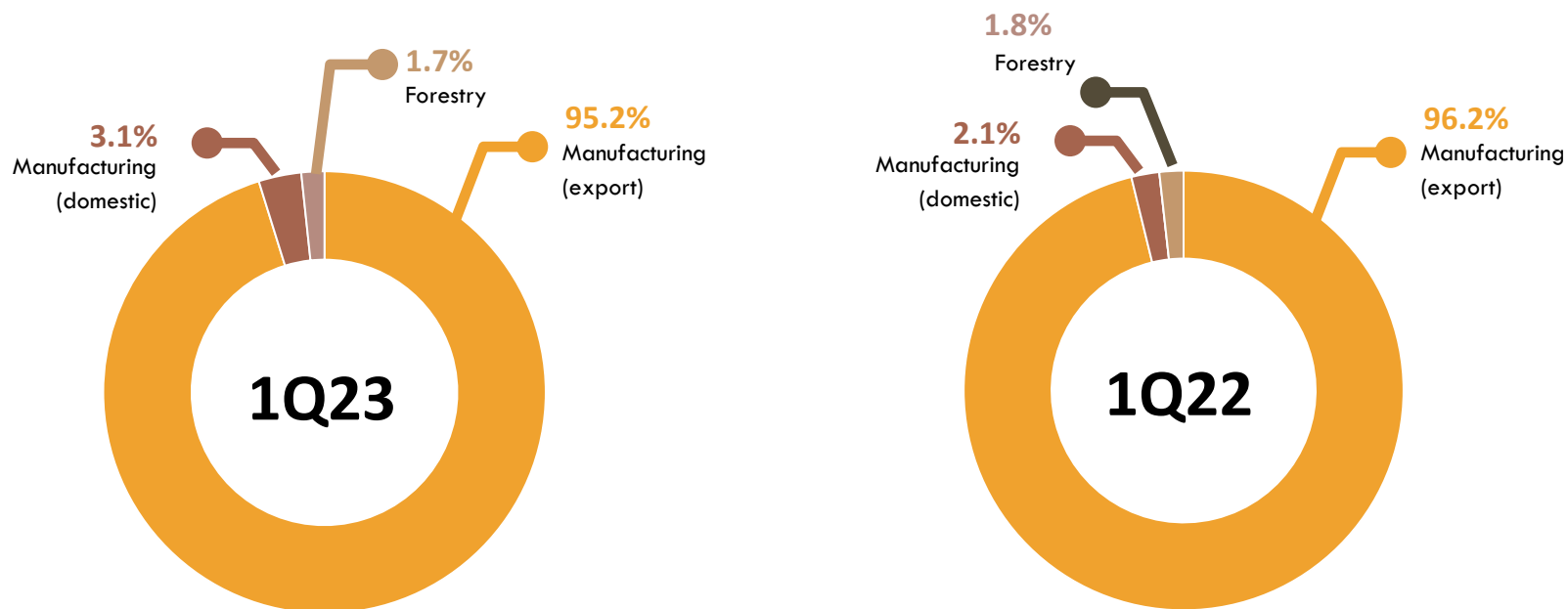
Sales by region 2022 VS 2021



Region	12M22 (audited)	12M21 (audited)	Pertumbuhan
America	4,131,808,592,867	4,949,173,531,127	-16.5%
Asia	87,136,570,751	105,587,242,653	-17.5%
Europa	68,400,174,853	98,937,100,041	-30.9%
Lainnya	-	-	-
Indonesia	239,354,193,970	262,633,682,429	-8.9%

Penjualan ke Amerika turun 16.5% dan terendah dibandingkan dengan wilayah lain seperti Asia dan Eropa dengan penurunan 17.5%, 30.9%. Penurunan pasar domestik 8.9%

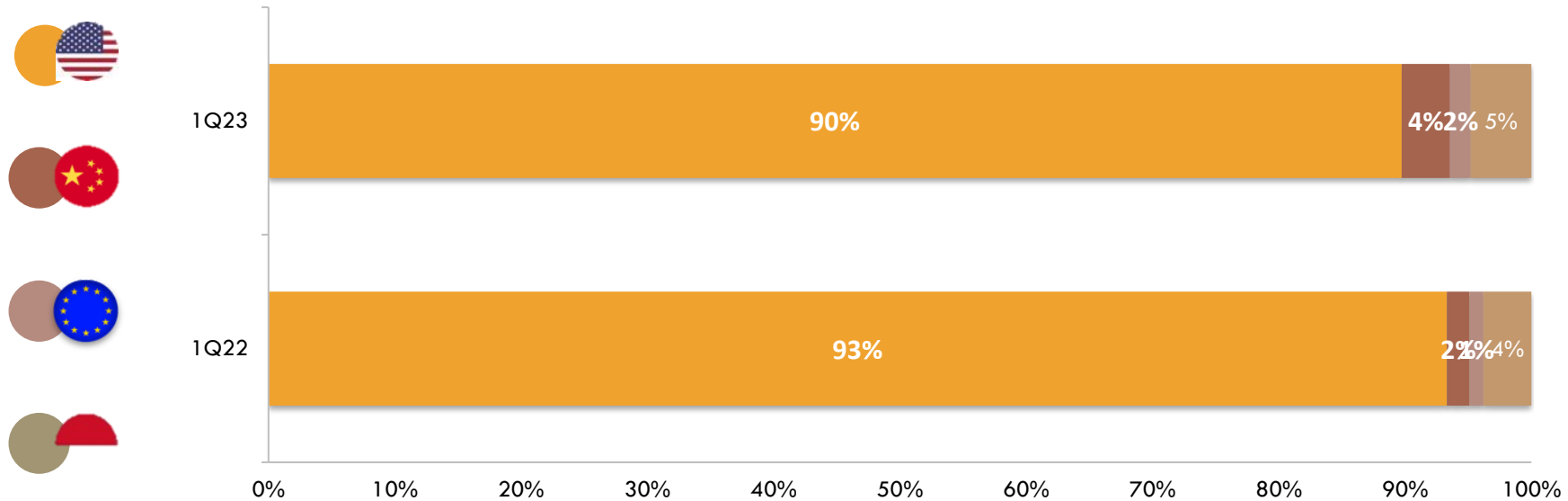
Sales by segment 1Q23 VS 1Q22



Segmen	1Q23	1Q22	YoY
Manufacture Export			
Furniture	382,800,020,715	459,843,595,683	-16.8%
Building Component	220,220,316,943	1,440,322,255,892	-84.7%
Manufacture Domestic			
Furniture	14,428,206,566	12,713,916,862	13.5%
Building Component	5,331,855,475	27,939,302,880	-80.9%
Forestry	10,636,842,362	34,862,630,310	-69.5%
Total	633,417,242,061	1,975,681,701,627	-67.9%

Per 1Q23, Perseroan membukukan pendapatan turun 67.9% YoY dengan ekspor manufaktur sebagai kontributor utama sebesar 95.2% dari total pendapatan.

Sales by region 1Q23 VS 1Q22



Region	1Q23	1Q22	Pertumbuhan
America	568,323,438,925	1,843,315,987,572	-69.2%
Asia	24,233,413,081	34,991,343,242	-30.7%
Eropa	10,463,485,652	21,858,520,760	-52.1%
Lainnya	-	-	-
Indonesia	30,396,904,403	75,515,850,052	-59.7%

Penjualan ke pasar AS menunjukkan kontraksi sebesar - 69.2% YoY, diikuti dengan pasar Asia, Eropa dan Domestik.



Thank you

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