

## **Gencar Ekspansi, AVIA Targetkan Capai 144 Pusat Distribusi di Tahun 2022**

*AVIA Terus Tingkatkan Kualitas Servis Kepada Lebih dari 54.000 Toko Bahan Bangunan di Indonesia*

**Jakarta, 8 Maret 2022 - PT Avia Avian Tbk (“AVIA”)**, emiten produsen cat dekoratif terkemuka di Indonesia, terus gencar melakukan ekspansi bisnis dengan menambah jaringan distribusi untuk menangkap peluang dan meningkatkan pangsa pasarnya di industri cat tanah air. Tahun ini, AVIA menargetkan untuk mencapai 144 pusat distribusi yang tersebar dari Sabang sampai Merauke. Langkah ini merupakan salah satu upaya Perseroan guna mendorong peningkatan kinerja bisnis di sepanjang tahun 2022.

**Wijono Tanoko, Presiden Direktur AVIA** mengatakan, “Melihat peluang saat ini, dimana permintaan untuk produk kami yang terus meningkat, AVIA terus berupaya memberikan solusi untuk memenuhi kebutuhan cat dalam negeri dengan semakin memperkuat jaringan distribusi kami. Di akhir tahun 2022, total jaringan distribusi AVIA akan menjadi 144 yang tersebar di seluruh wilayah Indonesia. Didukung dengan lebih dari 700 armada pengiriman, semua pusat distribusi ini senantiasa berfokus terhadap peningkatan kualitas servis kepada pelanggan toko bahan bangunan. Di mana

## **Continuous Expansion, AVIA Aims to Reach 144 Distribution Centers by 2022**

*AVIA continues to improve quality of service to more than 54,000 building material stores in Indonesia*

**Jakarta, March 8<sup>th</sup> 2022 - PT Avia Avian Tbk (“AVIA”)**, a leading decorative paint producer in Indonesia, continues to expand its business by increasing its distribution networks to take the opportunities and increase its market share in the Indonesian paint industry. This year, AVIA aims to have 144 distribution centers across Sabang to Merauke. This is one of the Company's efforts to encourage increased business performance throughout 2022.

**Wijono Tanoko, President Director of AVIA** said, “Seeing the current opportunity, where the demand for our products remains increasing, AVIA continues to strive in providing solutions to meet domestic paint needs by further strengthening our distribution networks. By the end of 2022, AVIA's total distribution networks across Indonesia will be a total of 144. Supported by more than 700 delivery fleets, all these distribution centers always focus on improving the quality of service to building material store customers. This will certainly make it easier to access various AVIA products.”

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>hal ini tentunya akan mempermudah akses terhadap berbagai produk-produk AVIA.”</p> <p><b>Wijono</b> melanjutkan, dalam 2-3 tahun ke depan, Perseroan menargetkan untuk dapat membuka sekitar 6-8 pusat distribusi baru per tahunnya. Oleh karenanya dengan jaringan yang semakin luas, Perseroan optimis pendapatan dapat tumbuh hingga dua digit di tahun ini. Mengakhiri tahun 2021, penjualan AVIA mencapai hingga Rp6,8 triliun.</p> <p>Disisi lain, AVIA juga merencanakan pembangunan pabrik baru di Cirebon yang modern dan terintegrasi untuk dapat menambah kapasitas produksi AVIA sebesar 225.000 MT per tahun, yang diharapkan dapat mulai beroperasi di tahun 2025. Untuk pembangunan pabrik tersebut, AVIA telah menganggarkan belanja modal (capital expenditure) sekitar Rp750 miliar.</p> <p>“Pembangunan pabrik ketiga ini diperlukan untuk memperlancar suplai produk sehubungan dengan rencana pertumbuhan dua digit yang ditargetkan Perseroan. Kami optimis AVIA dapat memperluas pangsa pasar dan meningkatkan kinerja yang baik, serta dapat terus berkontribusi dalam memberikan solusi atas permintaan cat dari seluruh konsumen yang beragam di Indonesia,” tutup <b>Wijono</b>.</p> <p style="text-align: center;">***</p> <p><b>Sekilas Tentang PT Avia AvianTbk</b><br/>PT Avia Avian Tbk didirikan pada 1978 sebagai perusahaan manufaktur cat terintegrasi. Dikenal dengan nama Avian</p> | <p><b>Wijono</b> continued, in the next 2-3 years, the Company aims to establish around 6-8 new distribution centers per year. Therefore, with increasingly extensive networks, the Company is optimistic that its revenue is able to grow double digits this year. By the end of 2021, AVIA's sales was up to IDR6.8 trillion.</p> <p>On the other hand, AVIA also planning to build a new modern and integrated manufacturing in Cirebon to increase AVIA's production capacity by 225,000 MT per year, which is expected to start operating in 2025. For the construction of the factory, AVIA has budgeted capital expenditure around IDR750 billion.</p> <p>“The construction of this third manufacturing facilities needed to facilitate product supply in connection with the double-digit growth plan as targeted by the Company. We are optimistic that AVIA is able to expand its market share and improve its performance, as well as continue to contribute in providing solutions to the demand of paints from all various consumers in Indonesia,” <b>Wijono</b> concluded.</p> <p style="text-align: center;">***</p> <p><b>About PT Avia Avian Tbk</b><br/>PT Avia Avian Tbk was founded in 1978 as an integrated paint manufacturing company. Known as Avian Brands, the Company has</p> |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>Brands, Perseroan telah memproduksi dan menjual serangkaian produk solusi arsitektur yang digunakan dalam pembangunan rumah. Beberapa produk yang dihasilkan oleh AVIA yaitu mulai dari cat dinding, cat pelapis anti bocor, cat kayu dan besi, cat untuk perawatan kayu, dan lainnya.</p> <p>Tercatat di Bursa Efek Indonesia (BEI) pada tanggal 8 Desember 2021 dengan kode saham (IDX: AVIA), Perseroan merupakan pemimpin pasar dalam industri cat dan pelapis dekoratif di Indonesia, dengan total pangsa pasar sekitar 20%, menurut Frost &amp; Sullivan. Perseroan telah memiliki kapasitas dan kemampuan manufaktur yang kuat melalui fasilitas manufaktur Perseroan di Sidoarjo dan Serang serta jaringan distribusi yang terluas di Indonesia, yang meliputi 101 pusat distribusi sendiri dan 33 pusat distribusi pihak ketiga pada akhir tahun 2021. Semua pusat distribusi ini melayani lebih dari 54.000 toko bahan bangunan di seluruh Indonesia.</p> | <p>manufactured and sold a wide range of architectural solution products used in the construction of houses. Some of the products produced by AVIA includes wall paints, waterproofing paints, wood and metal paints, wood care products, and others.</p> <p>Listed on the Indonesia Stock Exchange (IDX) on December 8, 2021 with stock code (IDX: AVIA), the Company is a market leader in the decorative paints and coatings industry in Indonesia, with a total market share of around 20%, according to Frost &amp; Sullivan. The Company is backed by strong manufacturing capacity and capabilities in Sidoarjo and Serang as well as an extensive distribution network in Indonesia through 101 wholly owned distribution centers and 33 independent distribution centers. The combined distribution centers provides product supply and services to more than 54,000 building material shops in Indonesia.</p> |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|

**Untuk keterangan lebih lanjut, silahkan menghubungi:**

***For further information, please contact:***

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|
| <p>Corporate Secretary<br/> Email: <a href="mailto:corsec@avianbrands.com">corsec@avianbrands.com</a><br/>  PT Avia Avian Tbk<br/>  @avianbrands<br/>  Avian Brands<br/> <a href="https://avianbrands.com/">https://avianbrands.com/</a></p> |  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|