

THE IDX
**BEST
BLUE**
2017



PT Sri Rejeki Isman Tbk

MANAGEMENT PRESENTATION

FINANCIAL STATEMENTS 30 September 2019



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A LEADER in SOUTHEAST ASIA'S TEXTILE INDUSTRY

PT Sri Rejeki Isman Tbk (“Sritex”) is one of the largest vertically integrated textile companies in SE Asia, with operations across Spinning, Weaving, Finishing and Garment Manufacturing, located in Central Java, Indonesia.

COMPANY OVERVIEW

- One of the largest vertically-integrated textile garment companies in SE Asia.
- Established by the Lukminto family with history dating back to 1966; headquarter in Sukoharjo, Central Java, Indonesia.
- Product portfolio comprises yarn, greige, fabric, as well as military and corporate uniform and fashion clothing.
- Strong and diversified customer base with presence in over 100 countries.
- Strong reputation with numerous awards and accreditations; ISO 9001 & ISO 14001 Certified Company
- Listed on the Indonesia Stock Exchange since June 2013



SPINNING
Capacity 1,100,000 bales/year



WEAVING
Capacity 180 million meter/year



FINISHING
Capacity 240 million yards/year



GARMENT
Capacity 30 million pieces/year



VERTICALLY INTEGRATED TEXTILE & GARMENT COMPANY

UPSTREAM

MIDSTREAM

DOWNSTREAM

RAW MATERIAL

YARN

GREIGE

DYED FABRIC

APPAREL

RETAIL

60% RAYON



20% COTTON



20% POLYESTER



SPINNING



CAPACITY
1,100,000 Bales/Year

75%-80%
SOLD OUTSIDE

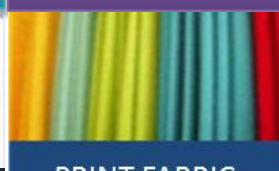
WEAVING



CAPACITY
180 Mn Meters/Year

15%-20%
SOLD OUTSIDE

FINISHING



CAPACITY
240 Mn Yards/Year

70%-75%
SOLD OUTSIDE

GARMENT



CAPACITY
30 Mn Pieces/Year

100%
SOLD OUTSIDE



WORLDWIDE

Four main production processes of Sritex:
Spinning, Weaving, Fabric Finishing and Garment are vital to the integration of the Company's Business.



STRATEGIC LOCATIONS

Tanjung Emas International Port, Semarang



SPD: Area~18ha



BlitraTex
Area~23.74ha

Primayudha Mandiri Jaya
Area~22.07ha

Sritex 2:
Area~22.85ha



Central Java, Indonesia

Total Population: 35 Million peoples

Total Area ~ 128.66ha

Sritex 1: Area~42ha

Unique competitive advantage through offering its customers integrated solutions supported by economic of scale, consistent high quality, shorter lead times, enhanced operational and cost efficiency, leading to competitive pricing policies.

Production facilities situated in a region with heavy focus on textiles and close proximity to low-cost and skilled workforce. And 2 hours to international port.



MILESTONES

“Our company is growing rapidly from year to year with a strong Fundamental and continuous expansion”



Founded by H.M. Lukminto as a traditional trading company in Pasar Klewer, Solo. The textile center market in central java

Established the first finishing plant that produces finished fabric and whitening materials (putihan) in Solo.

1968

Registered at the Ministry of Industry and established as a limited liability company

1978

Established weaving factory with 1,000 weaving machines

1982

Achieved vertical integration and expanded production capacity to 4 business segments:

Spinning, Weaving, Finishing, Garment

1992

Became a military uniform supplier for NATO and the German army.

1994



Iwan S. Lukminto began to engage in a leadership role.

1997

PT Sri Rejeki Isman Tbk officially listed its initial shares (with ticker code SRIL) on the Indonesia Stock Exchange

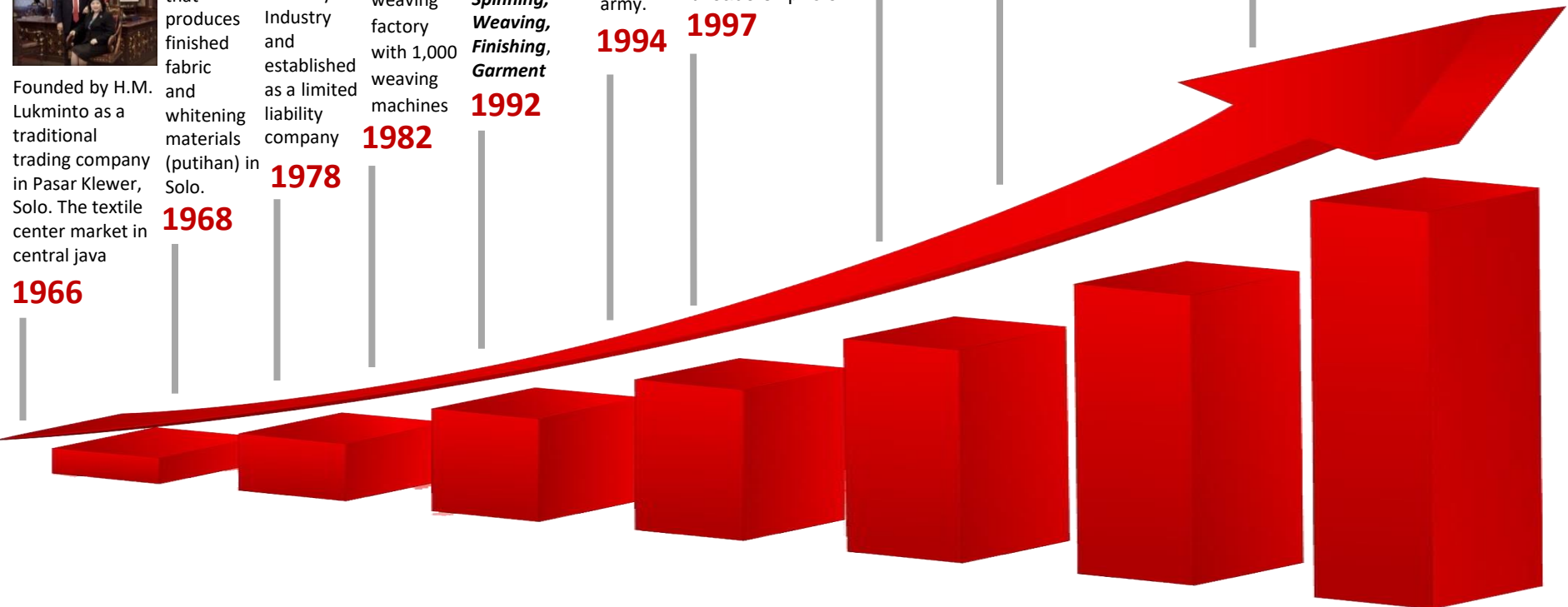
2013

2017

- The Best Blue 2017 Award from IDX
- Most Powerful Companies 2017 Category Textile & Garment from Warta Ekonomi
- Best Liability Management – Asset Asian Award 2016 by Triple A.
- The Top 50 Company For 2016 – Best of the Best Awards, Forbes Indonesia.
- Rank-1 For Textile and Garment Group – Economic Review.

Present

- The Best Listed Company Category Miscellaneous Industry By Business Indonesia 2019
- Top 5 GCG issues in Textile and Garment Sector by Warta Ekonomi
- The Top 50 Company for 2018 – Best of the best awards by Forbes Indonesia
- Best CEO Iwan Setiawan Lukminto by Bisnis Indonesia Award 2018
- Excellent Growth for Multi Industry Sector by Bisnis Indonesia Award 2018





BOARD OF COMMISSIONERS AND DIRECTORS



THE BOARD OF COMMISSIONERS & DIRECTORS

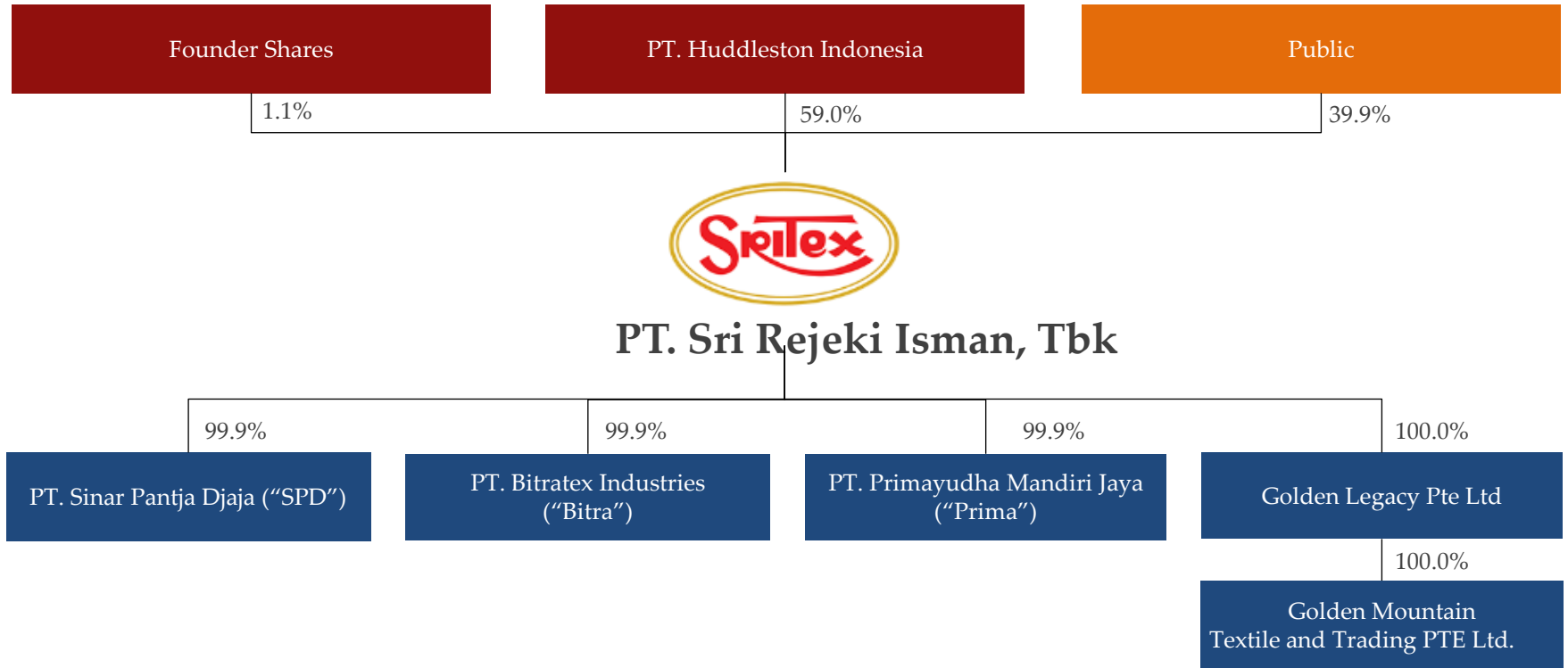
- 1 **Hj. Susyana**
President Commissioner
- 2 **Megawati**
Commissioner
- 3 **Prof. Dr. Ir. Sudjarwadi,**
M.Eng, Ph.D
Independent Commissioner
- 4 **Alpino Kianjaya**
Independent Commissioner

- 5 **Iwan Setiawan Lukminto**
President Director
- 6 **Iwan Kurniawan Lukminto**
Vice President Director
- 7 **Arief Halim**
Marketing Director
- 8 **Eddy Prasetyo Salim**
Operation Director

- 9 **Karunakaran Ramamoorthy**
Production Director
- 10 **Allan Moran Severino**
Finance Director
- 11 **Mira Christina Setiady**
General Affair and
Administrative Director
- 12 **Dr. M. Nasir Tamara**
Independent Director



COMPANY STRUCTURE





BUSINESS OVERVIEW

1

- Customers

2

- Competitors

3

- Textile Industry Overview




CUSTOMERS

“Sritex has a broad and diversified network of customers both domestic and international level”

SPINNING

YARN

Sritex is a major supplier of high quality yarn for major textile customers globally.



HWASEUNG **Marubeni CORPORATION**
Neo-Tex
CHEMITEX **TEXHONG**
Jiangsu Lianfa Textile Co.,Ltd.

WEAVING

GREIGE

Sritex greige or raw fabric is renowned for its excellent standard and high quality.



SILCO S.A. **SUNTEKS**
FILATEX CO. **Gilleman Textiles** **Gilleman Fabrics**



FINISHING

FABRIC

Sritex high-quality fabric is both extremely comfortable and classy. It is a reputable brand within a competitive fashion industry.





Garment

Fashion

Sritex's flexibility allows penetration into the international fashion market, with many leading international players as its clients



Uniform - Corporate

Sritex also manufactures uniforms for Indonesian companies, for work-wear international companies and also uniforms for government agencies



Uniform - Military

Sritex is a leading partner in supplying military uniforms to more than 30 countries since 1993 and has become supplier for German military uniform with high specification.





COMPETITORS

“Relative to its domestic competitor. Sritex is the market leader with 9M 2019 US\$895 Million”

Sritex is in a fairly competitive position within the textile industry in Indonesia. According to the Indonesian Textile Association ("API"), the textile industry in Indonesia is still fragmented with 2,930 textile companies in 2014. According to the Ministry of Industry Indonesia, about 2,600 textile companies are still using machines older than 20 years, companies using newer machines are considered to have a greater competitive advantage and Sritex is one of the few companies that does.

COMPETITOR	PRODUCT	COUNTRY	SALES 9M 2019 Million USD
 PT. Ever Shine Tex Tbk (ESTI)	Yarn, Greige, and Fabric	Indonesia	23
 PT. Pan Brothers Tbk (PBRX)	Garment	Indonesia	492

COMPETITOR	PRODUCT	COUNTRY	SALES 9M 2019 Million USD
 Vardhman Textiles Ltd	Fabric	India	334 (2Q 2019)
 Shenzhou Int. Group	Knitwear	China	3,362
 TEXHONG Textile	Yarn	China	3,075
 Makalot Industrial Co Ltd	Garment	Taiwan	902
 Arvind Limited	Garment	India	420 (2Q 2019)
 Eclat Textile Co. Ltd	Knitwear	Taiwan	935

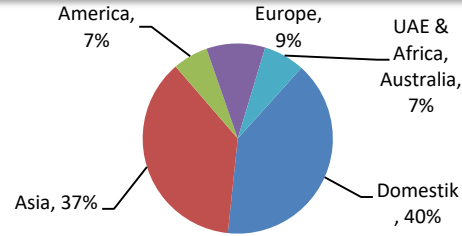
Competitor Military Uniform (Domestic) : PT. APAC Inti Corpora (Bawen-SMG), PT. Mulia Knitting (Kalideres-JKT), PT. Daya Mekar Teksindo (Batu Jajar-West Java), PT. Yuntex (Bandung-West Java), and PT. Bhinneka Karya Manunggal (Karawang).
Competitor Military Uniform (International) : Iturri (Spain), Fecca (Spain), Saintex (Belgium), Cooneen Watts & Stone (UK), Vaife (Holland), Kwintet Sverige (Holland), Oskar Pederson (Norway), and Sari Leo Mihob (France).



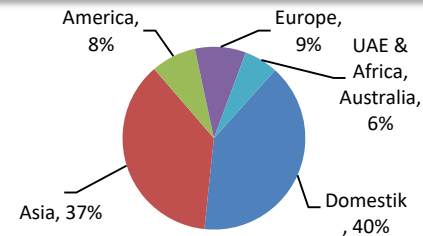
TEXTILE INDUSTRY OVERVIEW

“With the rising labor cost in China and labor issues in Bangladesh, Indonesia now becoming more favorable place for investment”

Sales By Geographical Area FY 2018



Sales By Geographical Area 9M 2019



EXPORT VALUE ACCORDING TO COMMODITIES (in Million USD)

	2018	Jan 2019	Feb 2019	Mar 2019	Apr 2019	May 2019	Jun 2019	Jul 2019	Aug 2019	Sep 2019	YTD Sep 2019
Textile and Product Textile	13,272	1,199	1,068	1,124	1,013	1,231	824	1,239	1,140	1,010	9,848

IMPORT VALUE ACCORDING TO COMMODITIES (in Million USD)

Textile and Product Textile	8,596	813	569	633	806	641	573	766	648	652	6,102
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Source : Bank Indonesia (Url: <http://www.bi.go.id/id/statistik/metadana/seki/Contents/Default.aspx>)

Regional Minimum Wage Comparisons Between Countries in 2019

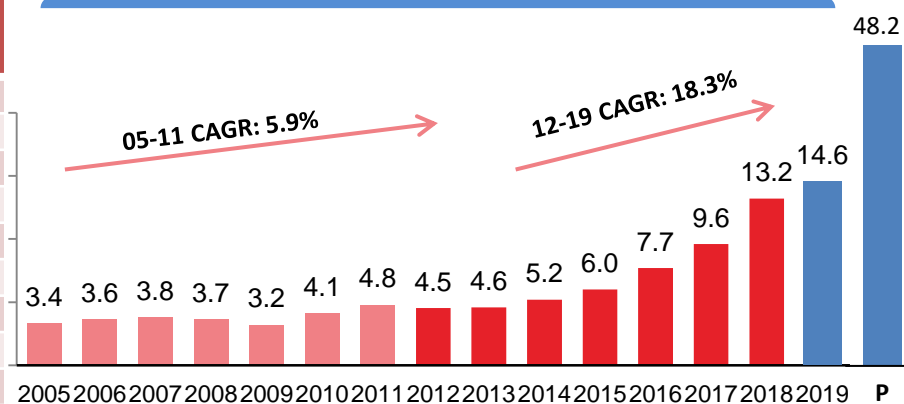
Source : Trading Economics

COUNTRY	DAILY MIN WAGE (US\$)	MONTHLY MIN WAGE (US\$)
Malaysia	7.2 – 8.8	216.27 – 264.33
Thailand	0.4 – 10.76	12 – 322.8
China	3.27 – 11.76	98.19 – 352.90
Indonesia	3.97 – 9.31	119.15 – 279.42
Sukoharjo	–	126.57*
Vietnam	1.43 – 6	43.10 – 180.16
Pakistan	5	150
Bangladesh	2.08 – 3.14	62.49 – 94.32
Cambodia	2.03 – 6.06	61 – 182

(*) 2019 minimum wage of Rp. 1,783,500 converted at IDR/USD = 14,090

Indonesian Textile Exports 2005-2019

Source: API



2005 2006 2007 2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019 P



STRATEGY & PROJECTION IN 2019

Normalization of New Production

Production and Operational Efficiency

Inovation for value added product development

Development and enhancement for Human Resource

Strengthening the Capital Structure and Liquidity



- Sales: + 10-15%
- Net Income: UPTO 5%



PERFORMANCE 9M 2019

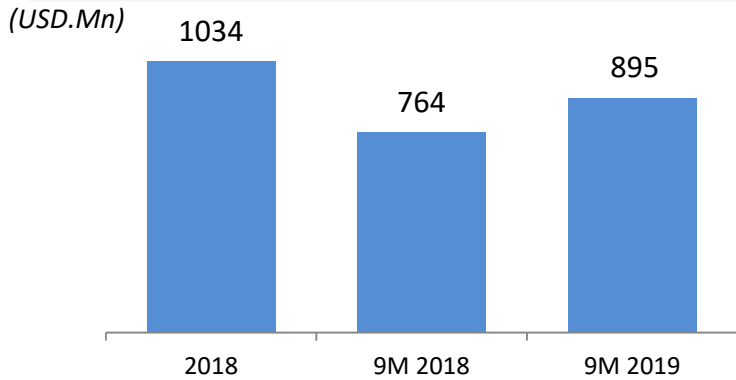
- 1 • Financial Summary
- 2 • Balance Sheet
- 3 • Capital Structure
- 4 • COGS Composition in 9M 2019
- 5 • Sales Segmentation



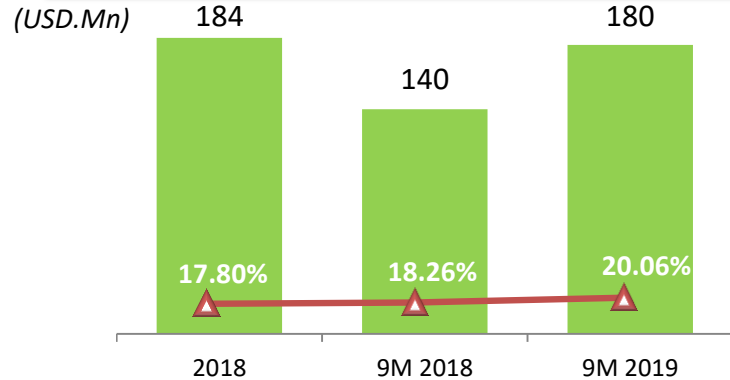
FINANCIAL SUMMARY

The increase in domestic and international sales had a positive impact on the company's fast-growing profitability

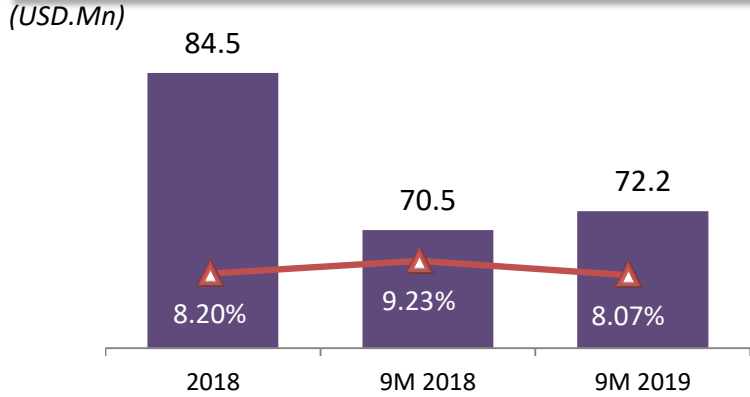
SALES



GROSS PROFIT AND GROSS PROFIT MARGIN



NET PROFIT AND NET PROFIT MARGIN



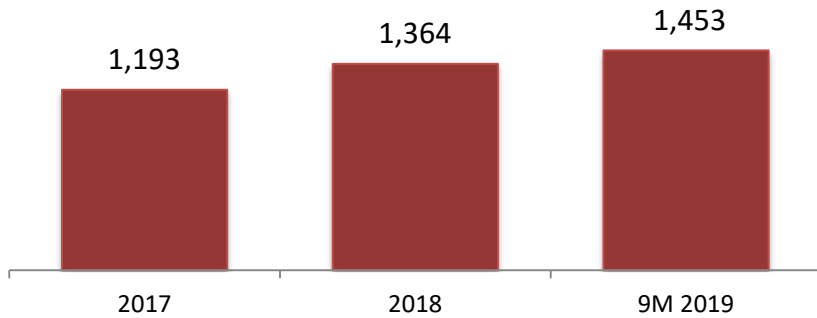


BALANCE SHEET

"The composition of the Company's balance sheet is getting stronger every year and this is expected to continue in the future".

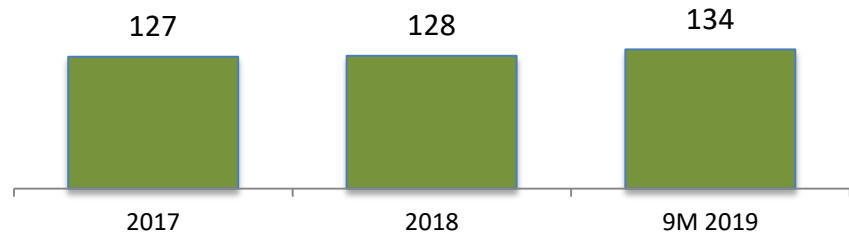
TOTAL ASSETS

(USD.Mn)



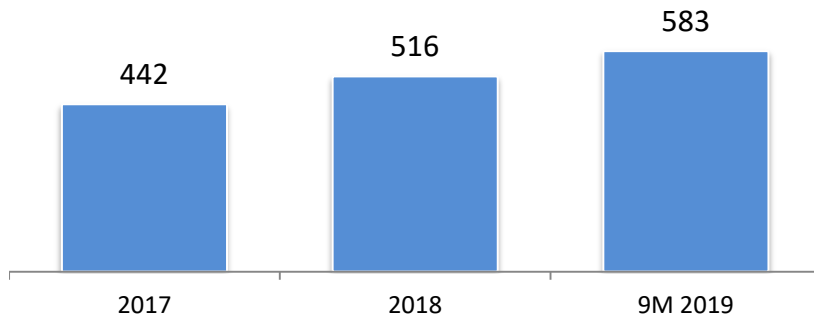
CASH AND EQUIVALENT CASH

(USD.Mn)



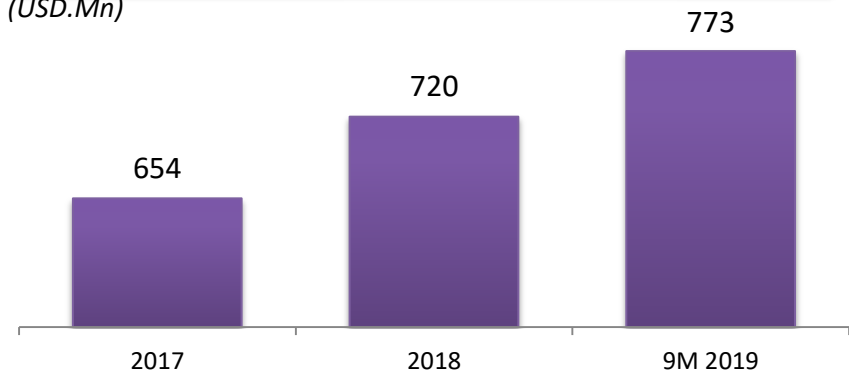
TOTAL EQUITY

(USD.Mn)



TOTAL INTEREST BEARING DEBT

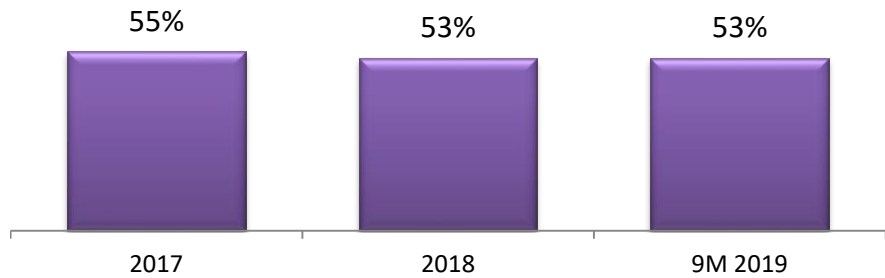
(USD.Mn)



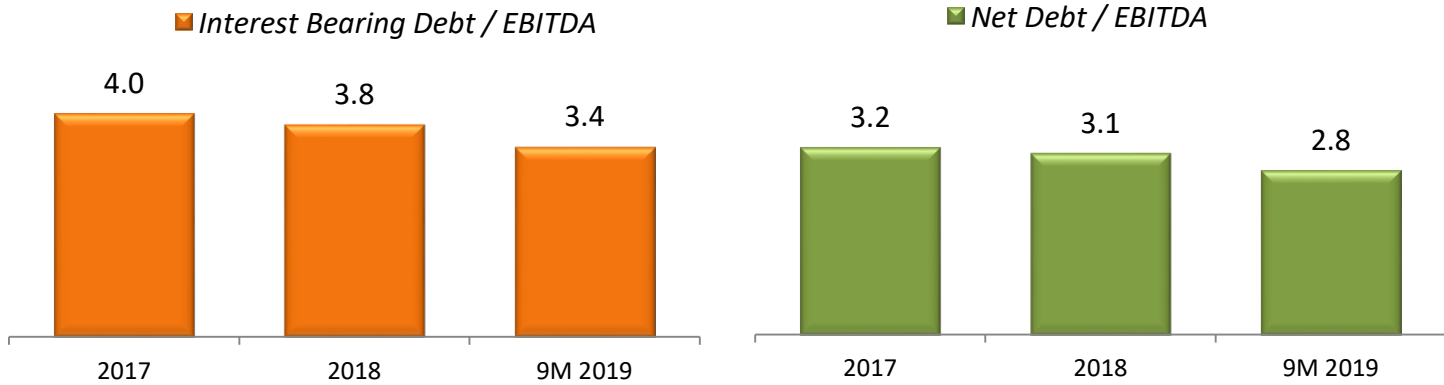


CAPITAL STRUCTURE

TOTAL INTEREST BEARING DEBT / TOTAL ASSETS

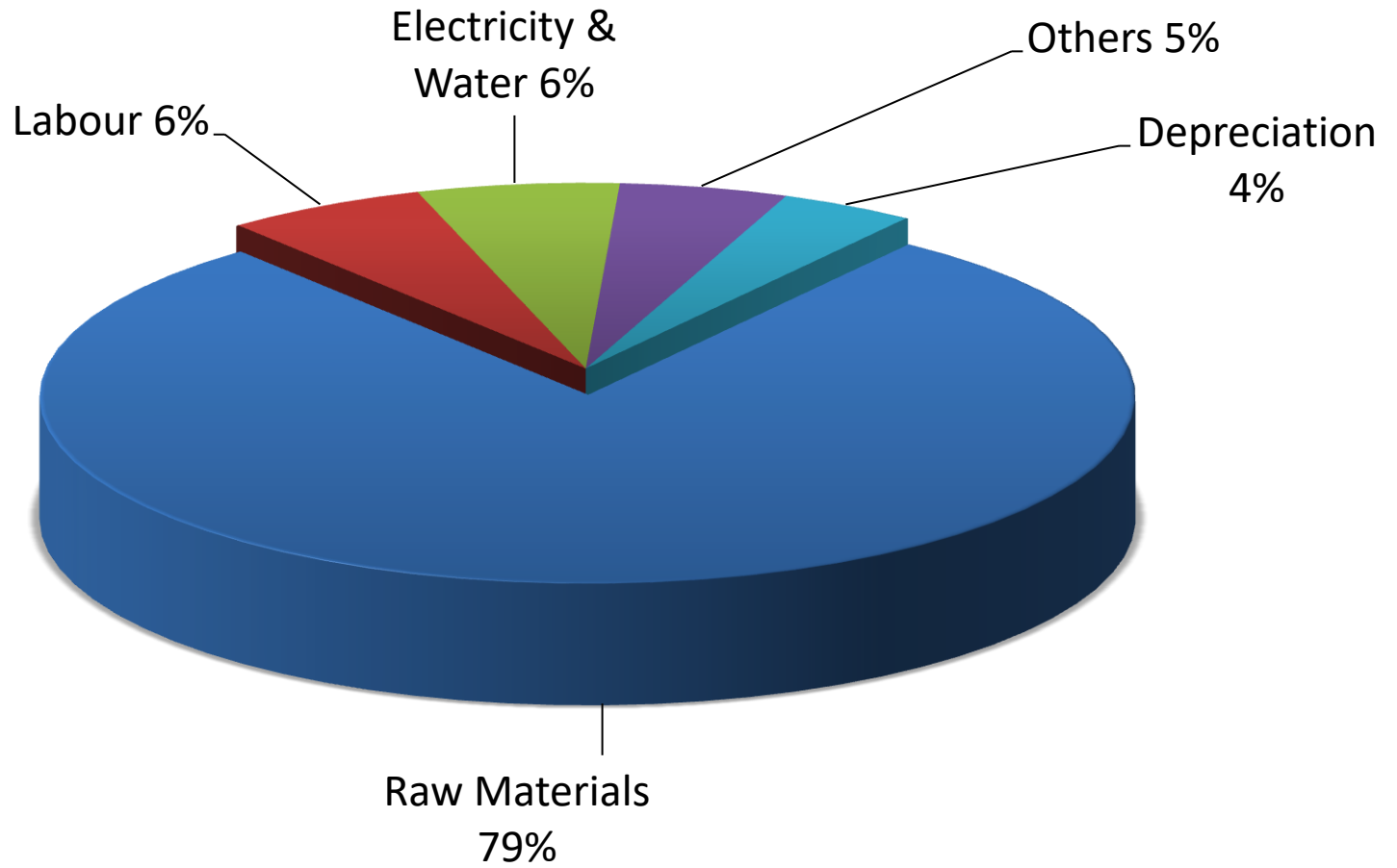


LEVERAGE MULTIPLES





COGS COMPOSITIONS IN 9M 2019





SALES SEGMENTATION

2014-17 SALES CAGR

Total Gross Sales Contribution by Segment

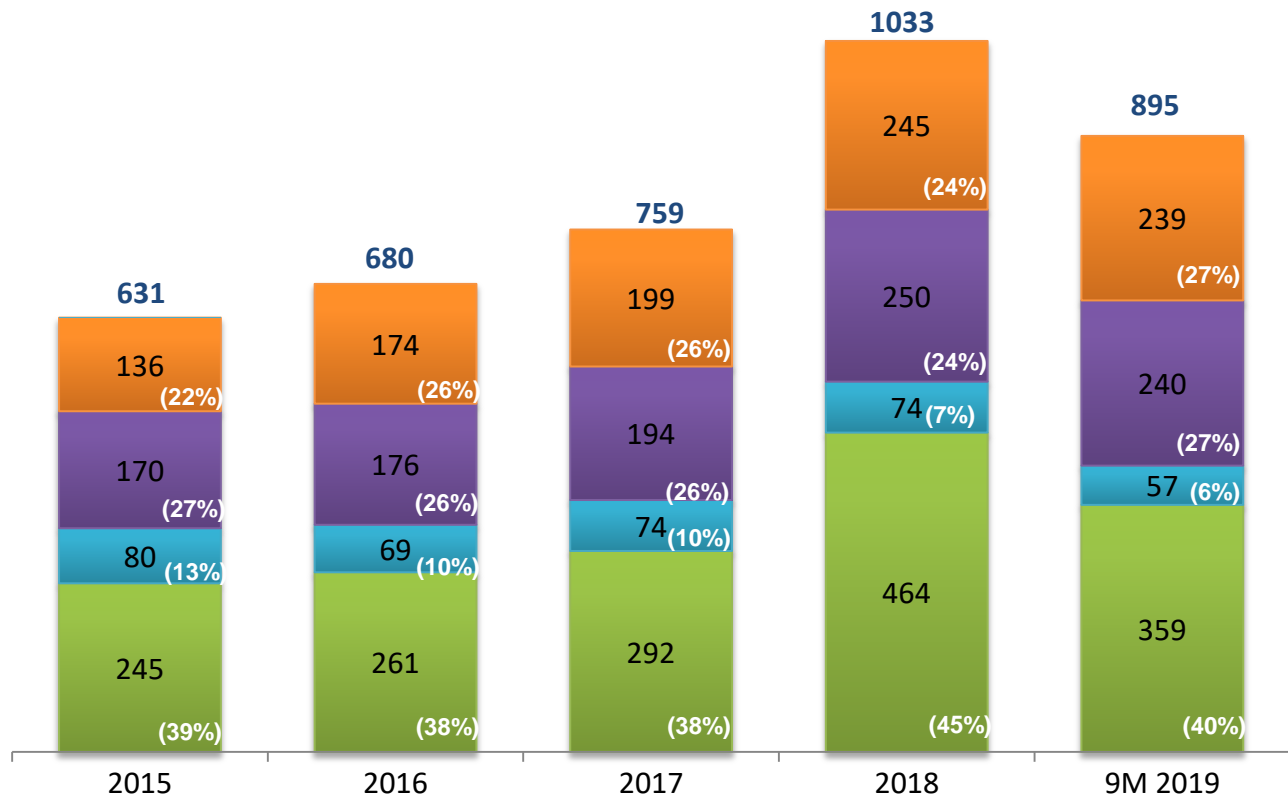
GPM by SEGMENT (Sept 2019)

Garment
+26,79%

Finishing
+5,98%

Weaving
-2,53(%)

Spinning
+5,67%



Garment
30%

Finishing
25%

Weaving
17%

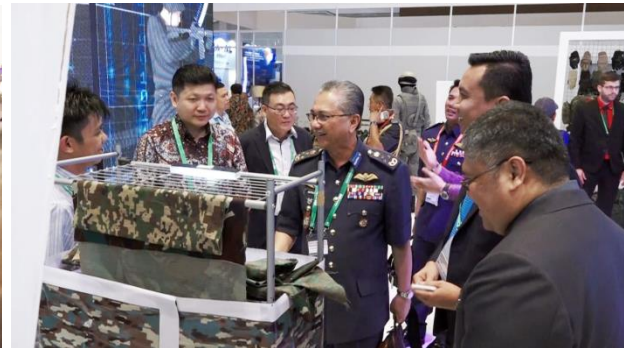
Spinning
11%





INDO DEFENCE EXHIBITION 2018

Nov 7 – Nov 10 2018



BY VICE PRESIDENT REPUBLIC OF INDONESIA



INAUGURATION OF FACTORY EXPANSION SUKOHARJO, 21 APRIL 2017



BY PRESIDENT REPUBLIC OF INDONESIA

Recently Acquired Companies

● BITRATEx

Started since 1979, one of the leading manufacture and exporters of finest quality spurn yarn in Indonesia. Manufacturing plant is located in Semarang, Central Java.

The Capacity is **165,000 spindle**.

3 different yarn spinning technologies:

- Ring Spinning
- Open end Spinning
- Vortex Spinning

Bitratex serves both international and domestic market, and export a major share of its production.



● PRIMAYUDHA MANDIRI JAYA

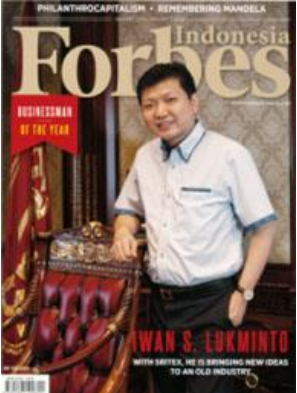
Established in 1997, started commercial production in 1998. One of ten leading manufactures and exporters of fine quality spurn yarn.

The Capacity is **122,000 spindle**.

Primayudha produce a wide variety of raw white spurn yarn. Located in Boyolali, Central Java, 60km from Semarang



**The Best Issuer
Miscellaneous Industry**
Bisnis Indonesia - 2019



Top 5 GCG
Textile and Garment Sector
Warta Ekonomi - 2018



Best CEO
Bisnis Indonesia - 2018



Most Powerful Company 2017
Category Textile and Garment
Warta Ekonomi



**Top Most Influential
Company of the Years**
PPm SWA - 2018



Best Public Companies
Category Miscellaneous Industry
Warta Ekonomi - 2018



Top Emiten 2017
Textile and Garment Sector
Top Capital Market 2017



RECOGNITION & AWARDS





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THANK YOU



PT Sri Rejeki Isman Tbk

CLOTHING THE WORLD

Integrated Vertical Textiles – Garments Plant

an ISO 9001 & ISO 14001 Certified Company

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