



PT. PAN BROTHERS Tbk. & SUBSIDIARIES



BOOKLET PROFILE WITH ALL SUBSIDIARIES 2019

With Integrity, Commitment, Precision and Passion for the Company's Enhancement

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A dense collage of various clothing items, including jackets, shirts, trousers, and accessories, arranged in a grid-like fashion. The items are diverse in color, style, and material, representing a wide range of fashion choices.

PT. PAN BROTHERS Tbk.

Vision:

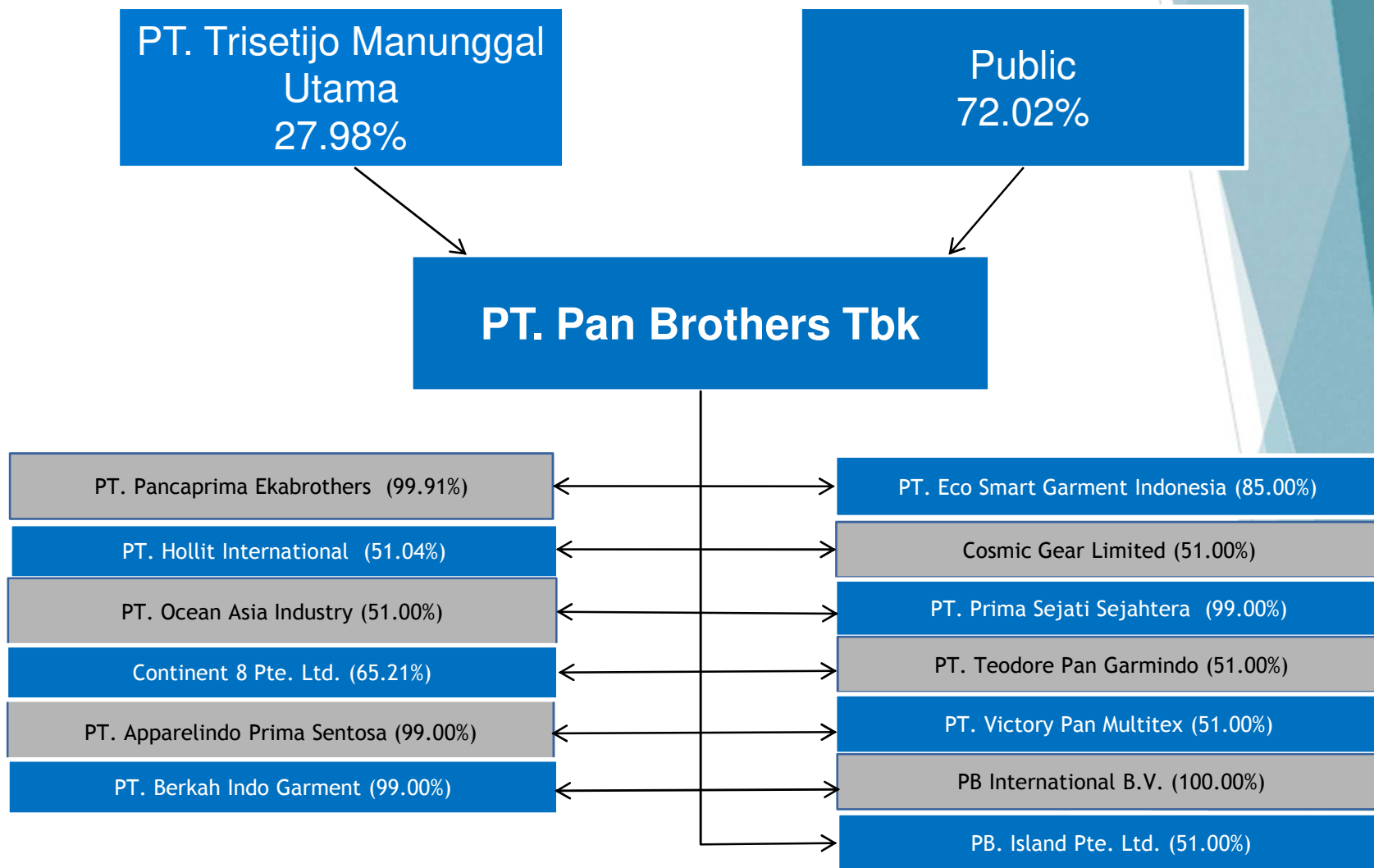
TO BE AN INTEGRATED AND WORLDWIDE APPAREL SUPPLIER



- Indonesia's largest listed garment manufacturer.
- Well-established business founded in 1980 and listed on the Indonesia Stock Exchange since 1990.
- Intense focus on exports – markets include US, Europe, Asia, Canada, Australia and New Zealand.
- Long-standing relationships with numerous top global fashion and apparel brands, while maintaining strong work ethics and CSR.
- Plants located in Banten, West Java and Central Java targeted production capacity of 130 million pcs garment annually in 2021.
- Selective expansion in both upstream and downstream segments.



GROUP STRUCTURE



GROUP OVERVIEW

Business	Garment Manufacturing					
Group Companies	 PT Pan Brothers Tbk "PBT"	 PT Pancaprima Ekabrothers "PPEB"	 PT Eco Smart Garment Indonesia "ESGI"	 PT. Prima Sejati Sejahtera "PSS"	 PT Theodore Pan Garmino "TPG"	 PT Berkah Indo Garment "BIG"
Description	- Established in 1980. - Manufactures woven and cut & sewn knit garments, for both life style wear and sportswear.	- Acquired in 2005. - Manufactures Technical, Functional and Active Wear Jackets and Outer Wear suited for Snow Boarding, Skiing, Jogging, Hiking, and other Sports and Outdoor Activities	- Established in 2013 as a JV with Mitsubishi. - Planned to build 6 garment manufacturing facilities 4 Facilities already built in 2014 and next expansion expected to be done in 2021. - Manufactures woven garments such as ultra light down, parka, bottom, etc	- Established in 2014. - Manufactures Technical, Functional and Active Wear Jackets and Outer Wear suited for Snow Boarding, Skiing, Jogging, Hiking, and other Sports and Outdoor Activities	- Established in 2014. - Manufactures woven and cut & sewn knit garments, for both life style wear and sportswear.	- Established in 2016. - Manufactures woven and cut & sewn knit garments, for both life style wear and sportswear.

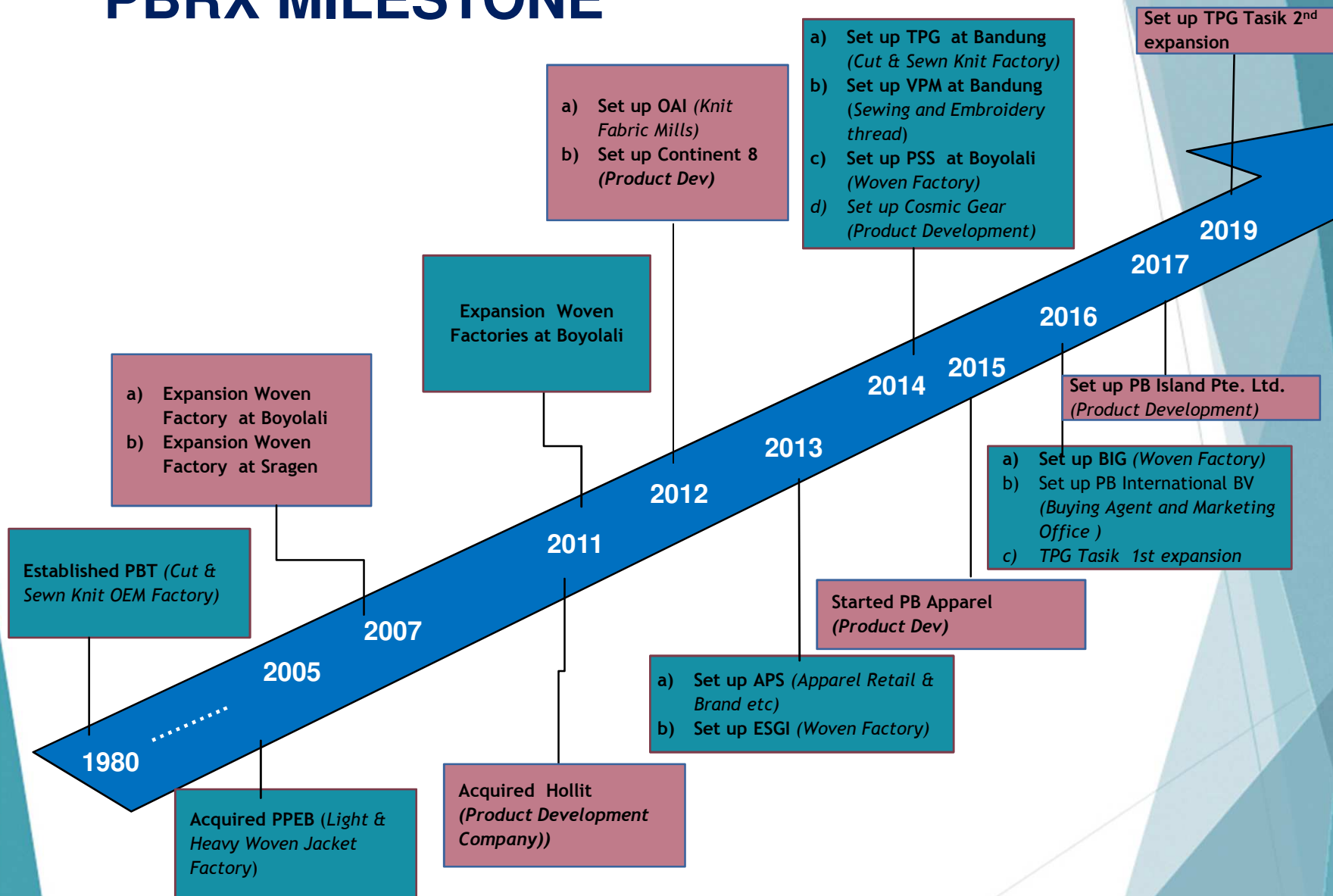
GROUP OVERVIEW

Business	Product Development, Marketing Office and Sourcing Company					
Group Companies	HOLLIT International PT Hollit International <i>"Hollit"</i>	CONTINENT Continent 8 Pte Ltd <i>"CS"</i>	cosmic gear ltd 宇洋制衣有限公司 Cosmic Gear Limited <i>"Cosmic"</i>	PBA PB Apparel Pte. Ltd <i>"PBA"</i>	PBL PB Island Pte. Ltd <i>"PBL"</i>	PBF PB Fashion B.V. <i>"PBF"</i>
Description	- Acquired in 2011. - A product development company focusing on the development and creation of latest trends in styling, finishing and material. - Also manages the collection and production of world renowned fashion brands	- Incorporated in Singapore. - Engages in sourcing activities that allow the group's products to reach wider international markets. - A product development company focusing on the development and creation of latest trends in styling, finishing and material.	- Incorporated in Hong Kong to help the group better cater the international market. - Engages in product development and material sourcing.	- Incorporated in Singapore. - Engages in sourcing activities that will allow the Group's products to reach more international markets. - A product development company focusing on the development and creation of latest trends in styling, finishing and material.	- Incorporated in Singapore. - Engages in sourcing activities that will allow the Group's products to reach more international markets. - A product development company focusing on the development and creation of latest trends in styling, finishing and material.	- Incorporated in Netherlands - PBF is in the business as an agent and engages in garment trading activities. PBF was set up to support the group's activities in Europe.

GROUP OVERVIEW

Business	Sewing & Embroidery Thread	Fabric Supply	Retail & Others
Group Companies	 PT Victory Pan Multitex "VPM"	 PT Ocean Asia Industry "OAI"	 PT Apparelindo Prima Sentosa "APS"
Description	- Established in 2014. - Produces various sewing and embroidery thread.	- Established in 2012. - Produces various kinds of knit fabrics, such as single knits and double knits (Single Jersey and Lycra Single Jersey, Pique and Lacoste, Fleece / French Terry Interloop / Lycra Interloop, Jacquard Jersey) and flat knits.	- Established in 2013 engage in apparel retail and other businesses - Launched its women's fashion brand, ZOE label, ZOE Black and Sokya. - JV men's fashion brand : S n P, Asylum , F T L, etc. in 2015. - Launched women's brand Wastu in 2017.

PBRX MILESTONE



CUSTOMERS



SPYDER

Kathmandu



Stella

MAVIC

J.CREW



coin



strellson



Dillard's macy's

INDYGENA



RALPH LAUREN

betabrand

L.L.Bean



oviesse

Columbia



INDUSTRY OUTLOOK

Strong Outlook Despite Global Uncertainties

- Textile and garment exports from Indonesia are expected increase up to US\$ 48.2 bn in 2030 .
- Proportion of Indonesian exports in total global demand to rise from 1.7% in 2018 to 5% in 2030.

Indonesian Government Support on Textile & Garment Industry

- Economic Policy Packages issued for labor intensive industries providing corporate & payroll tax incentives, electricity tariff discounts.
- FTA IA-CEPA with Australia already signed in March 4, 2019 and with the European Union expected to be signed soon in 2019.
- Government has expressed support to strengthen the domestic manufacturing industry and reducing dependence on commodity based exports

Key Asian Garment Suppliers Face Growth Constraints

- China faces rising labor cost and lack of labor supply.
- India & Bangladesh are constrained by inadequate infrastructure and rising labor wages.
- Vietnam & Cambodia have smaller workforce relative to Indonesia and are constrained by rising labor cost.

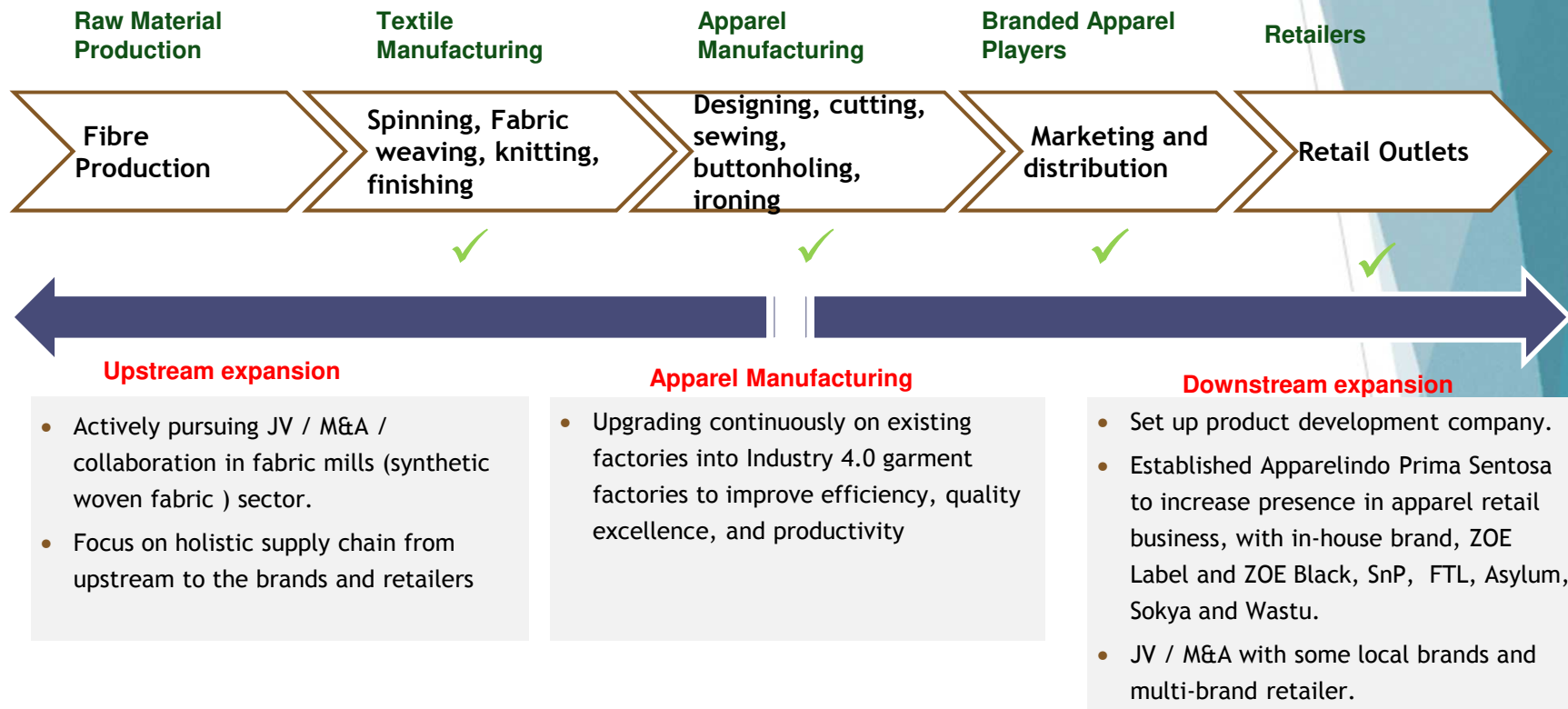
Indonesian Retail Outlook

- Indonesia has huge population of more than 260 million people.
- In 2030, it is expected the middle class income earners will reach 141 mio people.

Source: KemenPerin; Index Valuation Division API Publication; Government Policy Package;PWC Outlook; Boston Consulting; BPS



INTEGRATED BUSINESS MODEL



KEY PILLARS OF GROWTH

Upstream - Backward Vertical integration

- **Expansion into new sectors, such as:**
 - *Fabric mills (synthetic woven fabric)*
 - Target route: JV or M&A or Collaboration with Fabric mills.

Manufacturing Expansion

- **Domestic**
 - JV with Mitsubishi (ESGI) expansion at Central Java.
 - TPG (Teodore Pan Garmino) expansion at West Java
 - Automation in some production process in all garment facilities
 - Year 2021 total targeted capacity 130 million pcs garment annually.
- **Regional**
 - Expansion to other countries to improve access to target markets and avail of local competitive advantages.
 - Target countries: Vietnam and other prospect countries.

Downstream - Channel Expansion

- Continuous expansion of brands, ZOE Label/ ZOE Black, Sokya, SnP, FTL, Asylum and Wastu.
- Joint venture with local and overseas partners for retail brands.
- Collaboration with global fashion brand.
- Running the e-commerce sector.
- Target route: JV or M&A

Process Optimization

- Automation in some process.
- Digitalization
- Increasing capability in garment embroidery facility, garment printing facility, and garment wash / laundry facility.
- Upgrading continuously on existing factories into Industry 4.0 garment factories to improve efficiency, quality excellence, and productivity

GARMENT MANUFACTURING

Production and distribution spread across key Asian markets



Key production facilities



Indonesia production facilities are situated across Tangerang in Banten; Bandung and Tasikmalaya in West Java; Boyolali, Sragen, Ungaran in Central Java

Fully support by secondary process such as: Garment Embroidery facility, Garment Printing facility, Garment Wash / Laundry facility

Support by Fabric mills producing various kinds of knit fabrics; and Sewing and Embroidery Thread. factory

Strategically positioned throughout Asia with offices in Taiwan, Singapore and Hong Kong to serve customers in regional & global markets

Maintains close proximity to both customers' regional offices in Hong Kong and Singapore as well as key fabric suppliers in Taiwan

Manufacturing Garment Capabilities in Indonesia end of 2019

Category	Manufacturing Capacity ('000pcs)
Mix categories (Technical , Woven Garment and Cut & Sewn Knit)	116,000 Eq polo shirts

The largest garment manufacturing capabilities in Indonesia

ACCREDITATIONS

✓ ISO 9001:2015

✓ ISO 14001

✓ WRAP

✓ GSV

✓ SA 8000

✓ OHSAS

✓ C-TPAT

✓ BWI

✓ EDGE

SA 8000



ISO 14001



ISO 9001



EDGE GENDER EQUALITY



Note:

ISO 9001 : Quality Management System

ISO 14001 : Environment Management System

WRAP : Workplace Environment Management System

GSV similar to C-TPAT : Global Security Verification Program

SA 8000 : Social Accountability Management System

OHSAS 18001 : Occupational Health & Safety Management System

Member of Better Work Indonesia (BWI): On improving working conditions in the garment industry.

EDGE : Gender Equality Certification

AWARDS



**Indonesia
Export Award
2018**



**Green
Industry
Award 2018**



**The Most Innovative
Material Design
Award 2018**



**Top 5 GCG (Good
Corporate
Governance)
Award 2019**



**GRC (Governance,
Risk and
Compliance)
Award 2019**



**TOP CSR on
Garment and
Textile Industry
2018**



**Enterprise
Risk
Management
2018**



**The Best
Indonesian
TPT Public
Company
2019**



**Industrial
Minister 4.0
Industry Award
2019**



**The Best
Human
Capital Award
2019**

CORPORATE SOCIAL RESPONSIBILITY

- *Providing sewing Trainers to Vocational Training Center*
- *Conducting Science and Technology Olympics regularly*
- *Awarding Scholarships to 3000 high performing High School students from Central Java*
- *Awarding Scholarships to 100 University of Indonesia Students for the bachelor degree program (2017 - 2021)*
- *Organizing Employment programs on Synergy investment in association with Madrasahs and PonPes*
- *Receiving students on internships both technical and management.*
- *Sponsoring medical trip to Papua organized by “The HOPE”*
- *Organizing health education through awareness programs for cancer, HIV, etc*
- *Donation to victims of natural disaster.*
- *Organizing blood donor camps on regular basis.*

CORPORATE SOCIAL RESPONSIBILITY



Organizing blood donation camps on a regular basis



Awarding PT Pan Brothers Tbk as TOP CSR 2018



Sponsoring medical trip to Papua organized by "The Hope"



Awarding Scholarships to 100 University of Indonesia Students for the bachelor's degree program (2017 – 2021)



Organizing employment programs on Synergy investment in association with Madrasahs and PonPes



Awarding Scholarships to 3000 high performing students from Central Java High Schools (2014 – 2017)



Donating to Lombok Earthquake 2018



Donating to Palu Sulawesi 2018 Eartquake and Tsunami



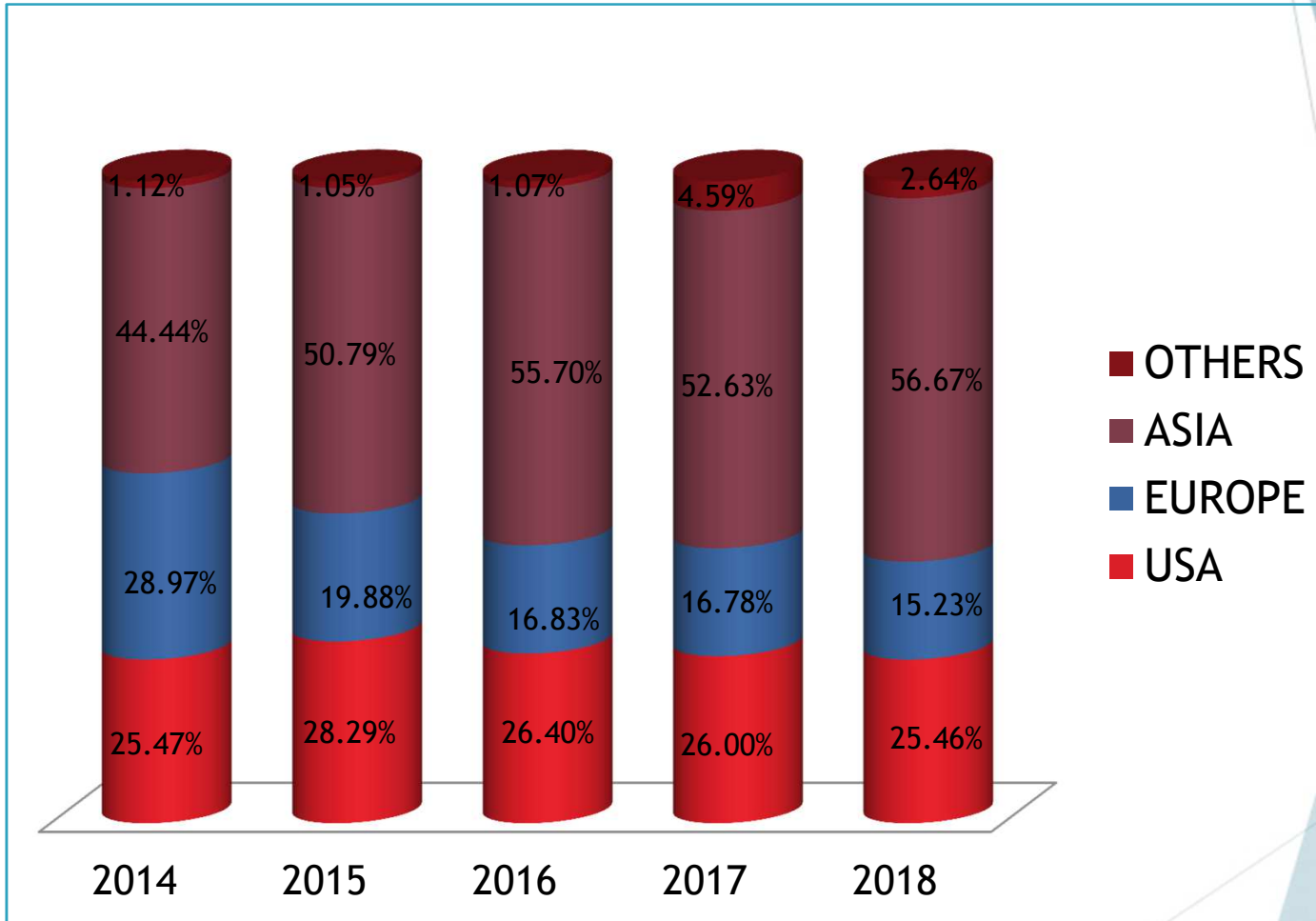
Donating to victims of Banten Tsunami 2018

ENVIRONMENT RESPONSIBILITY

- *ISO 14001 : 2015 Certification*
- *Traceability. RDS Certification on duck down*
- *Energy Saving:*
 - Use screw type of air compressor*
 - Use stand alone / mini boiler*
 - Use LED lamp*
 - Use sewing servo motor*
 - Install sun roof*
 - Use automatic off lamp*
 - Special glass for energy saving*
- *Use solar panel, water harvest and water recycle*

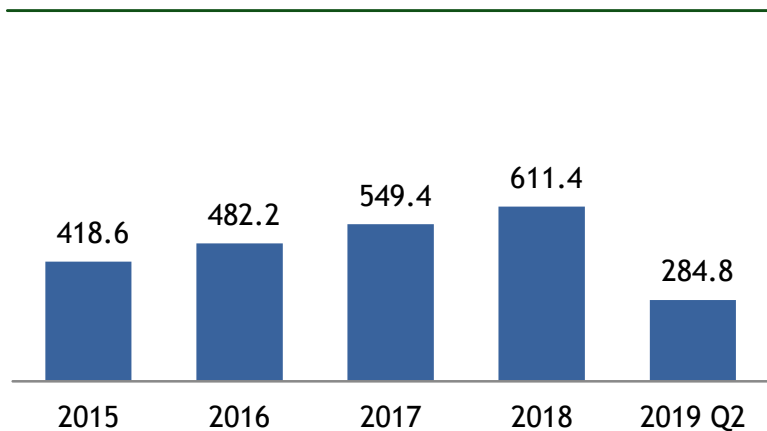
A dense collage of various clothing items, including jackets, shirts, trousers, and accessories, arranged in a grid-like fashion. The items are diverse in color, style, and material, representing a wide range of fashion choices.

GLOBAL PRESENCE – BY SALES

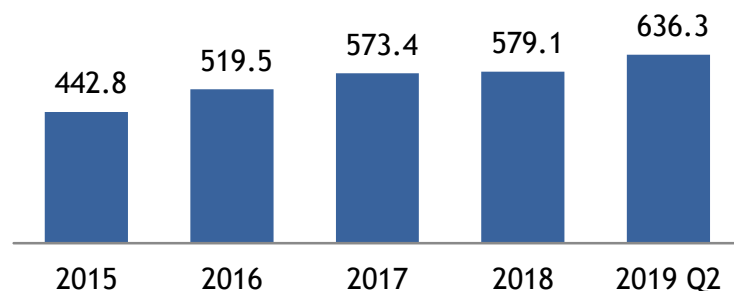


FINANCIAL HIGHLIGHTS

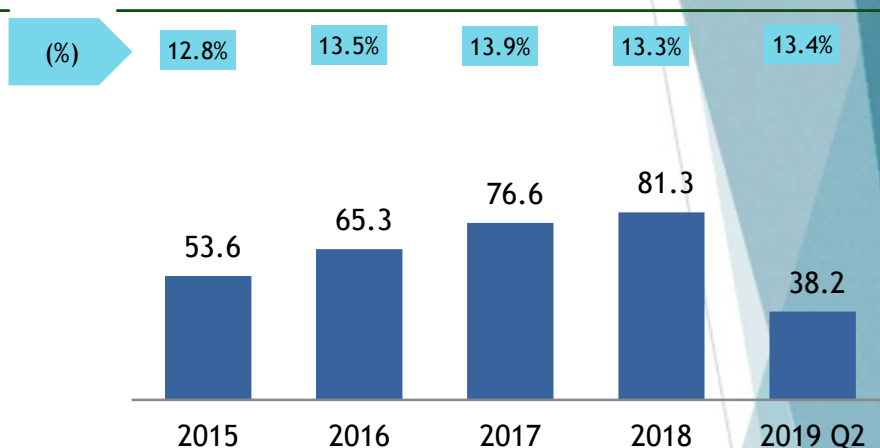
SALES (US\$m)



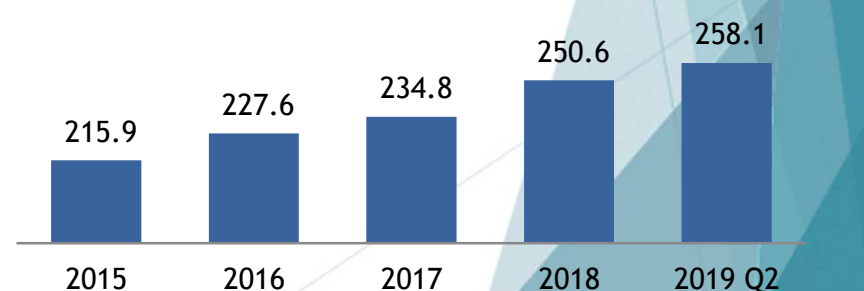
TOTAL ASSETS (US\$m)



GROSS PROFIT (US\$m) / SALES



TOTAL EQUITY (US\$m)



A dense collage of various clothing items, including jackets, shirts, trousers, and accessories, arranged in a grid-like fashion. The items are diverse in color, style, and material, representing a wide range of fashion options.

PRODUCT DEVELOPMENT, MARKETING OFFICE AND SOURCING COMPANY

Product development companies are focusing on developing and creating trends in styling to reach wider international markets. Also engage as material sourcing activities and marketing office.

HOLLITInternational

PT. HOLLIT INTERNATIONAL

Jl. Jeruk Purut Dalam No. 37B, RT.6/RW. 3, Cilandak Timur, Pasar Minggu, Jakarta 12560
Phone : (62-21) 80681270 / 5081 3605. Website : <http://www.hollit.com>

CONTINENT
eight

CONTINENT 8 Pte. Ltd.

Singapore : 300, Tampines Avenue 5. #09-02, Income Tampines Junction. Singapore 529653.
Vietnam Republic : ICON 4 Building 17th Floor, 243A De La Thanh, Dong Da District, Hanoi.
Phone : +844 6277 6759
Jean Pierre Seveke <jseveke@continent-eight.com> ,

PBA

PB APPAREL Pte. Ltd.

101 Cecil Street # 08-06, Tong Eng Building, Singapore 069533.

PBL

PB ISLAND Pte. Ltd.

33 Ubi Avenue 3 #01-55, Vertex, Singapore 408868.

cosmic gear ltd
宇洋制衣有限公司

COSMIC GEAR Ltd.

Unit 08, 10/F., Peninsula Tower, No. 534-548 Castle Peak Road, Cheung Sha Wan, Kowloon, Hong Kong.
Sammy Hui <sammy.hui@cosmic-gear.com> ,

PBF

PB FASHION BV.

Herengracht 141, 1015 BH Amsterdam, the Netherlands.





PT. OCEAN ASIA INDUSTRY

Integrated Textile Manufacture

Knitting, Dyeing, Finishing, Brushing, and Printing

FACTORY ADDRESS

Jalan Raya Serang KM 62 No. 178
Desa Parigi Kecamatan Cikande
Kabupaten Serang Banten Indonesia
Post code 42186
Tel +62 254 404123 Fax. +62 254 401043

Our facilities



CORE PRODUCTS: FRENCH TERRY, FLEECE & PRINTING KNITTED FABRICS

French Terry, Baby Terry, Fleece, Jersey, RIB, Interlock, Ponteroma, Scuba, Danboru, Waffle, Pique/Lacoste, drop Needles, Knitted Twill, Terry Towel.

ENHANCED CORE PRODUCT:

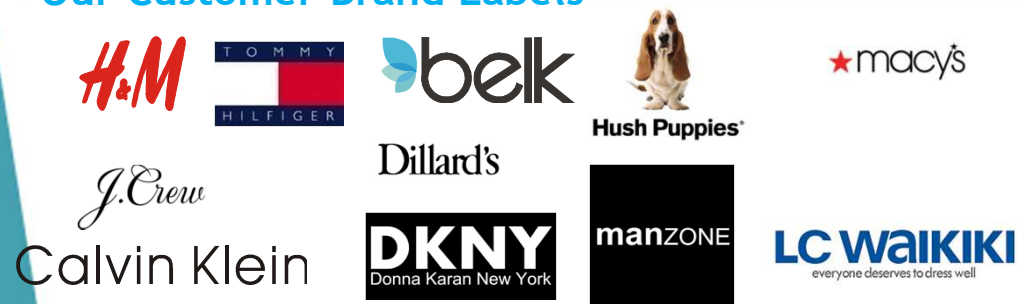
Featuring Novelty Printing, Neon Dyeing and Special Finishes including Color Blocking, Wicking, Soft Touch, Quick Dry, Anti Bacterial etc.



MONTHLY CAPACITY :

Knitting : 700 tons,
Piece Dyeing : 500 tons, Printing : 100 tons

Our Customer Brand Labels



Contact Us

info@oceanasia.co.id
www.oceanasia.co.id





PT. VICTORY PAN MULTITEX

SEWING, EMBROIDERY & OTHER THREAD/ YARNS

VPM facilities



CORE PRUDUCTS: Sewing and Embroidery Thread

Filament Texture Polyester; Spun Polyester; Core Spun Polyester; Mono Filament Polyester; Polyester & Rayon Viscose Filament; Nylon

ENHANCED CORE PRODUCTS: Twill Tape; Drawstring; Grosgrain



MONTHLY CAPACITY: Sewing Thread $\pm$ 300 Ton ; Embroidery Thread $\pm$ 50 Ton

CUSTOMERS: Pan Brothers; Pancaprima Ekabrothers; Prima Sejati Sejahtera; Theodore Pan Garmino; Hollit International; Eco Smart Garment Indonesia; Berkah Indo Garment; Gistex Garment Industries; Leading Garment Industries; Sansan Saudara Tex; Trimas Sarana Garment; Trisco; Dan Liris, etc..



OFFICE & FACTORY

Jl. Raya Batujajar No. 28 KM 3,2 Bandung Barat Indonesia

Phone+622-6866725 / +622-6866730; Fax : +622-6866875

info@victorypanmultitex.com

http://victorypanmultitex.com/





PT. PRIMA COSMIC SCREEN GRAPHICS

ALL KINDS OF GARMENT PRINTING SOLUTIONS

PCSG facilities



PRINTING CAPABILITY: Solvent Print; Rubber Print; High density; Foil Print; Reflective print; Water Base Print; Silicon Print; Heat Transfer; Puff Print; Glitter Print; Metallic Print; Crack Print;



MONTHLY CAPACITY: Printing of 850,000 pcs; Quiring of 400,000 pcs; Heat Transfer of 400,000 pcs.

CUSTOMERS: Pan Brothers; Pancaprima Ekabrothers; Prima Sejati Sejahtera; Theodore Pan Garmino; Hollit International; Eco Smart Garment Indonesia; Berkah Indo Garment; etc.

OFFICE & FACTORY

Jalan desa Butuh, Rt.06/Rw.01 Butuh,
Mojosongo, Boyolali,
Central Jawa, Indonesia

Phone +62-276-320001~3

Email: jimmy-wu@primacosmic.com; novianny@primacosmic.com





PT. PRIMA KREASI GEMILANG

GARMENT EMBROIDERY

PKG facilities



EMBROIDERY CAPABILITY: Embroidery; Eyelet Embroidery; Applique Embroidery; Laser Cut; Laser Cut combined Embroidery;



MONTHLY CAPACITY: Logo Embroidery 1,500,000 pcs.



CUSTOMERS: Pan Brothers; Pancaprima Ekabrothers; Prima Sejati Sejahtera; Theodore Pan Garmino; Hollit International; Eco Smart Garment Indonesia; Berkah Indo Garment; Ungaran Sari Garment; Argo Manunggal Triasta; Kawistara; Tung Hong Garment Indonesia, etc..



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Central Jawa, Indonesia
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PT. ECO LAUNDRY HIJAU INDONESIA



CORE SERVICES:

WASHING :

Rinse Wash,
Bio-Enzyme Wash,
Vintage Wash,
Rubber ball Wash,
Chemical Wash

DYEING :

Pigment Dye,
Reactive Dye,
Direct Dye,
Tie Dye,
Wave Dye; etc

ENHANCE CORE SERVICES:

Hand brush,
Tacking,
Whisker & Blow Out,
Grinding,
PP Spray,
Permanent Wrinkle,
Pigment Spray,
Destroy;

DAILY CAPACITY::

- 50.000 pieces garment wash
- 8.000 pieces garment dye
- 10 sets Washer Front Loading (Tonello & Omi),
- 11 sets Sample Washer Front Loading (Tonello & Omi)
- 17 sets Ramsons Tumble Dryer; etc



OUR BRAND LIST COSTUMERS:

DENIM & SUPPLY
RALPH LAUREN

s.Oliver TOM TAILOR
est. 1962

BUCK MASON

VICTORIA'S
SECRET

J.CREW

DKNY
DONNA KARAN NEW YORK

OLD NAVY

QUICKSILVER
russell

GAP

UNI
QLO

H&M
ESPRIT



eco
sustainable
research
savings
health
technology
innovation



• water
• waste
• chemicals
• energy
• emissions

PT. PAN BROTHERS Tbk.
www.panbrotherstbk.com

PT. HOLIT INTERNATIONAL
www.holit.com

MACHINERY SUPPLIER
Tonello GARMENT FINISHING
TECHNOLOGIES

+ - LA TINTORIA

PT. ECO LAUNDRY HIJAU INDONESIA
Jl. Raya Solo Sragen KM. 20,8
Dk. Karangwaru RT. 028A/07,
Desa Krikilan Kec.Masaran,
Kab.Sragen, 57282
Jawa Tengah, Indonesia
www.ptecolaundry.com
info@ptecolaundry.com
+62-2718200200



PT. APPARELINDO PRIMA SENTOSA

APPAREL RETAIL AND OTHER BUSINESS

Business: PT. Apparelindo Prima Sentosa (APS) in Jakarta was established as a holding company of retail and other businesses. At this moment, the company has subsidiary companies in the retail apparel segment with brands ZOE Label, ZOE Black, Sokya, Salt n Pepper, Asylum, FTL and Wastu. APS also produces all kinds garment for other local brands.

APS facilities



CUSTOMERS: SHAFCO GROUP (ZOYA, SHAFIRA, MEZORA), BRODO, WASTU, MATAHARI (NEVADA, COLE), RRQ TEAM, LEKAT, KEMLU, KEMENKEU, DAMN! I LOVE INDONESIA, ONE FINE SKY, TIMURAYA, CONCAVE, DATASCRIP, YPO, RELASI NADA DUNIA,



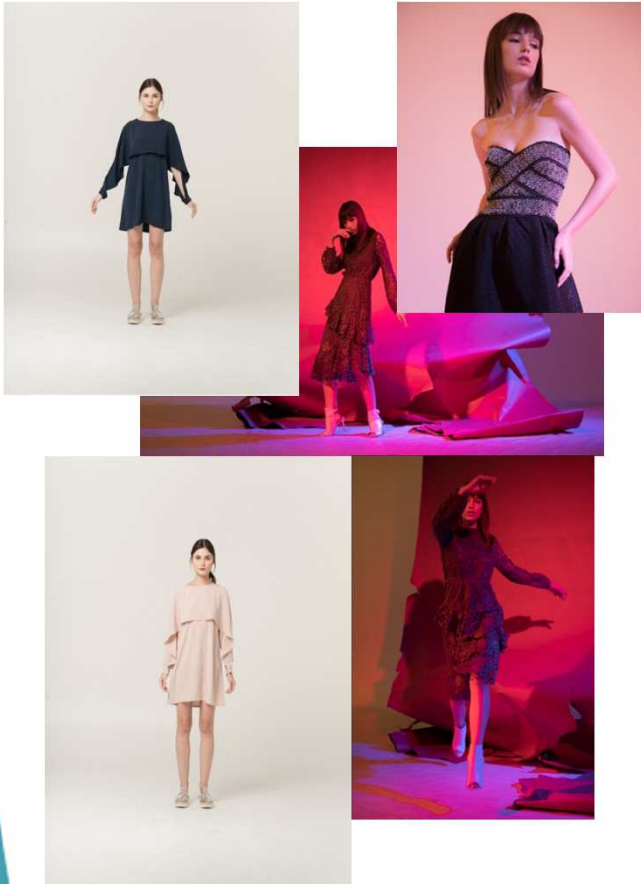
OFFICE & FACTORY

Jl. Siliwangi No. 178, Jatiuwung - Tangerang 15133, Indonesia. *phone: (62-21) 5900718, Faxi (62-21) 5900717.



RETAIL

Z O E *black* & Z O E *label*



ZOE label & ZOE black side with *STYLE* over trends, think *TIMELESS* is never outdated. ZOE don't believe *MINIMALISM* as underdressed - ZOE is confident to let our personality shines and use our clothes to enhance it. For us, the charm is in the *MIX*. The essence is *EFFORTLESS CHIC*.

ZOE is an *INDONESIAN BRAND*, but ZOE source our fabrics from around the world. Our design, sourcing & production teams serve not us only, but also well-known international brands. ZOE take pride in our *VALUE & QUALITY*.

- ▶ Website: www.zoelabel.com
- ▶ Instg: @ zoethelabel

RETAIL

W A S T U



Founded in 2017, Wastu is an Indonesian brand specializing in the elegantly understated piece and crafted from the ideas of an Indonesian fashion designer, Auguste Soesastro. Taken from Javanese Sanskrit, Wastu means 'Architecture', which has been Auguste's interest and has inspired him to harmonize architectural lines, geometry, and structures into wearable items. Wastu embodies a way of life in stylish collections affordable for any budget.

- ▶ Website: www.shopwastu.com
- ▶ Instg: @wastu_studio

RETAIL

Salt n Pepper

Salt n Pepper is a contemporary men casual brand for upper middle class.

Inspired by designs and trends in the USA and Europe, Salt n Pepper is tailored to bring the latest trends in a perfect fitting for Asian sizes.

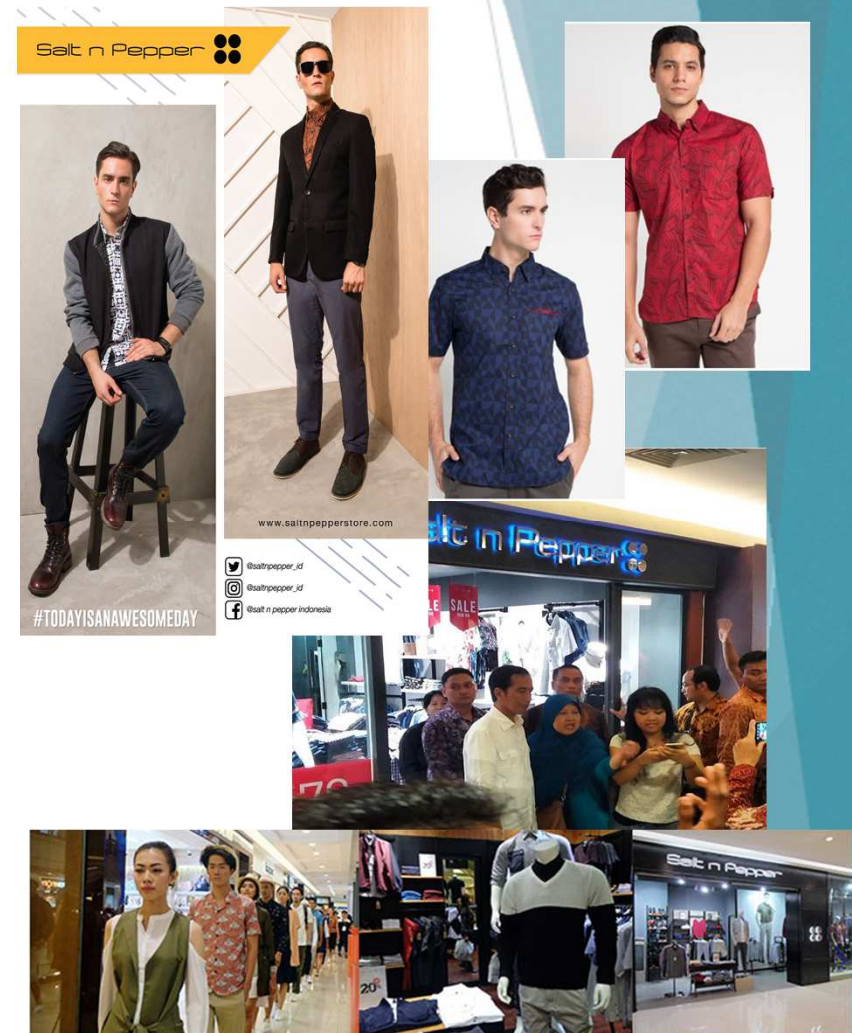
It's a catchy brand, unisex, global meaning and easy for people to remember

Just like how food is tasteless without salt and pepper, we believe that clothes need to have details added to make it look great

Other brands are FTL and Asylum

Website: <http://saltnpepperstore.com/>

Instg: @saltnpepper_id and @asylumintl





PT. Pan Brothers Tbk.

Address : Jl. Siliwangi No. 178, Jatiuwung, Tangerang 15133, Indonesia

Phone : 6221-5900 718 Fax : 6221-5900 717

Corporate Secretary Email : apbrxswk@pbrx.co.id/ iswardeni@pbrx.co.id

Marketing Email : pbt@pbrx.co.id

Website : www.panbrotherstbk.com

Video profile : <https://youtu.be/DxXT9J4EKDE>
https://youtu.be/I_9P8Od0K3c



Note:





**CLOTHING THE WORLD
WITH INDONESIAN HEART**



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