

Ditjen PEN/MJL/82/IX/2021

September 2021

# TPT Export

## (Textile & Textile Products)

**3** FEATURED PRODUCT

**9** MARKET REVIEW

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**15** INDONESIAN TPT PRODUCTS EXPORTERS

# EDITOR DESK

Indonesia is a wealthy country high with its cultural diversity. With the variety of its races, languages, customs, arts, and traditions, Indonesia is a country with great assets. Besides, Indonesia is also rich in its natural resources, and those treasures are precious assets for national development. Even amidst the diversity, Indonesian people are known to be open-minded and peaceful in diversity.

Textile is a flexible material made from woven yarn. Textiles are formed by embroidering, sewing, binding, and pressing. The term textile in its daily use is often equated with the term fabric. However, there is a slight difference between these two terms where a textile can be used to name any materials made from woven, while fabric is the outcome products that are ready to use. Textiles can also be interpreted as a braid between warp and weft or can be said to be a plait that binds each other, woven and knitted.

Textiles are segmented according to their types, which are:

1. Based on the products types or the shapes: staple fiber, filament fiber, and finished product of fabric yarn;
2. Based on the materials types: natural fiber, synthetic fiber, and blended fiber;
3. Based on the colors/themes types: white, colored, and patterned. and;
4. Based on constructions types: weaving, knitting, lace, felt, single yarn, and twisted yarn.

The textile and textile products industry is one of the prioritized industries to be developed because of their strategic roles in the national economy, which are as foreign exchange earners, as a sizeable labor absorber, and as a reliable industry to meet the national clothing needs.

**Director General for National Export Development  
Ministry of Trade Republic of Indonesia**

Ditjen PEN/MJL/82/IX/2021

**Export  
NEWS**

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Advisor:

**DIRECTOR GENERAL  
OF NATIONAL EXPORT  
DEVELOPMENT**

Editor in Chief:

**DIRECTOR OF MARKET  
DEVELOPMENT AND  
EXPORT INFORMATION**

Managing Director:

**ASTRI PERMATASARI  
FAREL ANJAR RENATO PURBA**

Secretariat:

**DEWI OKTAVIA ASMARAWATY  
FATIMAH**

Writer:

**ARIEF PERMANA YUDHA  
ARIEF PERMANA YUDHA  
SHARON TARA SIMBOLON**

**Directorate General of National  
Export Development  
MINISTRY OF TRADE OF  
REPUBLIC OF INDONESIA**

M.I. Ridwan Rais Road No. 5  
Central Jakarta - 10110



+62 21 385 8171



contact-pen@kemendag.go.id



Ditjen Pengembangan  
Ekspor Nasional



djpen.kemendag

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## FEATURED PRODUCT

# TPT Export



***Textile is mostly produced by small and medium-sized enterprises (SMEs) in Indonesia. The integration of the textile industry from upstream to downstream can create complete resources in production. The level of creativity and innovation in this industry is also increasing, especially among the millennial in Indonesia who often observe world fashion trends.***

The main material for textile is a textile fiber. It has advantages that non-cotton raw materials cannot completely replace, and one of them is its hygroscopic nature. Therefore, the change in the global price for cotton will affect the change in textiles production in Indonesia. The significant meaning of textile and textile products, or TPT, is that it is one of the basic necessities for humans besides food and shelter. Thus, clothing

consumption tends to be increased along with product growth. Indonesia's market potential for TPT commodities is relatively big because the need for fabric is not only in the form of clothes but also in the form of non-clothing needs.

The factors which encourage the emergence of international trade between countries come from the desire to expand the marketing of export commodities, improve

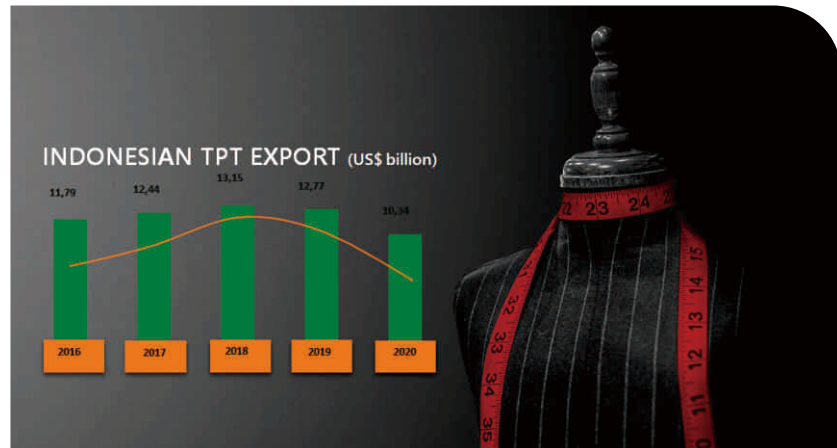
foreign exchange for development activities, differences in supply and demand between countries, and the difference of comparative cost in producing certain commodities.

A creative economy, based on creative and innovative ideas, is believed to be able to increase the competitiveness of Indonesian products and maintain the existence and identity of the nation. Indonesia is high with its culture with various races, languages, customs, arts, and traditions, each of which has its own unique characteristics. These are the greatest assets of this country, and we can turn these assets into a big opportunity for creative economy businesses that are trending globally, including in the textile industry.

One of the biggest powers in the creative economy sector is fashion. The contribution of fashion can reach 20% of the total market of the creative economy industry. Indonesia's creative textile products are undeniably should have great potential for the export market. The Prospect for Muslim and Batik Fashion

In various international exhibitions, Indonesian fashion designers have had great success in displaying the eminent products of Indonesian fashion. As the largest Muslim country globally and along with the recognition of batik as Indonesia's cultural heritage by UNESCO, Indonesia can become a center of Muslim and batik fashion, which should be an opportunity for enterprises in innovating and promoting the products to the global market.

A batik that has the potential in the export market is a batik that uses the process of written, stamped, and the combination between written and stamped in making it (the process cannot be printed). It is reinforced by the existence of Batikmark Certification, which will be given to batik producers whose wax, pattern, technique, and quality of their batik meet the standard. It is expected that the consumer will have more trust in the quality and originality of Indonesian batik products with Batikmark who has its own barcode. Massive education for the global consumer is crucial for the success of Indonesian batik marketing. Communication about the superiority of Indonesia



batik and its production process has been proven can attract export attention.

The big prospect for batik also occurs in several products in demand in the global market. One of the examples is in beach clothes. Balinese beach clothes, designed in batik, can become a trend adopted by many other countries, especially in the Latin America region. Therefore, Indonesian batik enterprises can take the global market momentum as the innovation in their batik products.

The world's textile products market is still dominated by China, with more than 50% market share. Even India, which occupies second place, only contributes to 5% of the world market share. Meanwhile, Indonesia can only contribute to around

1.5% of the market of textile products.

According to the data by BPS that Director-General PEN has processed, more than 60% of Indonesian textile products exports are ready-to-wear clothes or apparel, whereas 35% are exports of fibers and yarns and the rest are in the form of clothes. Unfortunately, Indonesian products are still far behind the competing countries in this apparel sector. It is proven by Indonesia, who in 2020 only occupied the 18th position in the apparel exports (HS Code 610) with a value of US\$ 4 billion (about 56 trillion rupiahs) with a 1.35% market share. Indonesia's position was far behind Bangladesh and Vietnam, in the 2nd and 3rd position, which were able to export apparel with each value of US\$ 38.2 and US\$ 37.1. The leader of the export

# TEXTILE AND TEXTILE PRODUCTS INDUSTRY (TPT)

## Midstream Sector

### 1. Spinning

294 spinning industries with a production capacity of 3.97 million tons per year

### 2. Weaving Industry

1,540 large-scale industries and 131 thousand mid-scale industries (IKM) of dyeing, printing, and finishing with a total production capacity of 3.13 million per year



## Downstream Sector

1. 2,995 large-scale industries and 407 thousands IKM of apparel manufacturers with a total production capacity of 2.18 million tons per year

2. 765 industries of other textile manufacturers with production capacity of 0,68 million per year

## Upstream Sector

33 industries with a production capacity of 3.31 million tons per year

market apparel is still China, with a value of US\$ 280.6.

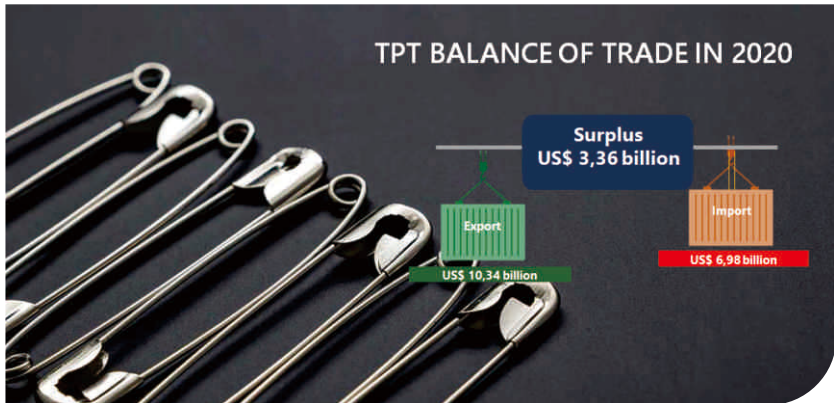
This performance indicated that the Indonesian apparel sector had many weaknesses compared to competitors. China had more excellency from the cheap labor and raw materials. Then, besides having more advantages in the low productions cost, Vietnam and Bangladesh also had other advantages related to international trade agreement schemes. Vietnam gained trade access with European countries through the Vietnam-EU Free Trade, and Bangladesh gained trade access to Europe and the United States through a generalized system of preferences scheme.

By looking at this fact, the Indonesian apparel industry should realize that they are not capable of defeating China, Bangladesh, and Vietnam. They are able to dominate the global apparel market because they are targeting the lower-middle market that has an enormous segment, but this segment creates small added value in the supply chain. Therefore, Indonesia does

not have to focus on this segment to compete in the export market for apparel products.

## Optimizing the Potential with Sustainable Products

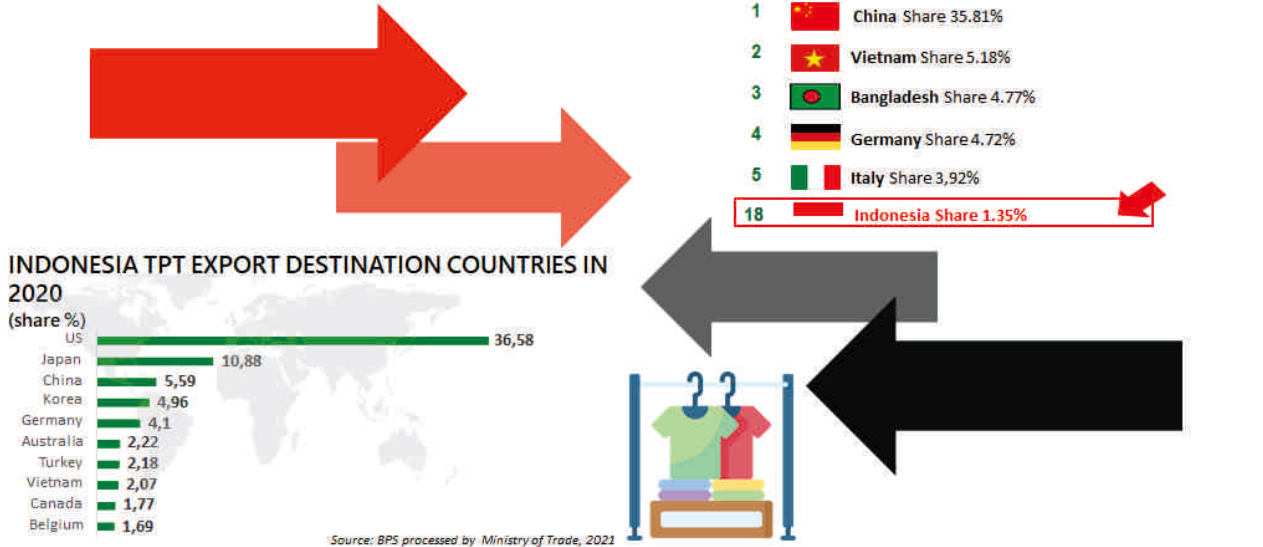
Nowadays, sustainability issue is very sensitive for consumer choices in developing countries,



## THE PORTRAIT OF TPT TRADE IN INDONESIA

Indonesia is the **18th** largest exporter of textile products in the world

The contribution of TPT to the the non-oil and gas processing industry is **6.76%**



especially in the United States and Europe. It also applied in the apparel industry. There is a consistent growth in the market demand for sustainable apparel. An interesting fact which proves this trend is that one in three consumers in Europe prefers sustainable apparel products in their shopping.

This trend is triggered by the textile industry, which produces the largest pollution and waste after oil and gas. Moreover, there is a fast-fashion culture, a trend with a life cycle within 35 days or use less than five times, as the main pollutant factor in this industry.

The selection of environmentally friendly materials is also an important factor in reducing this po

llutant. Cotton absorbs the most pesticide. On the other hand, wool and linen are suggested materials because of their lowest energy use and long durability. The negative side of these materials is that they are more expensive, and only people from the selected upper segment can afford them. For cotton products, the solution is by complying with organic standards and certification in the production process. There are various certifications for compliance with this environmental



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standard specific to textile products, such as Global Organic Textile Standards (GOTS) and OEKO-TEX.

Besides environmental issues, social issue also becomes another important factor for apparel consumption. This situation triggers the consumers of apparel products that require the fulfillment of this social standard. Currently, several certifications promote social conditions for textile products production, such as the Better Cotton Initiative.

United States is the largest importer for apparel products (HS Code 61) with a value that contributes to 16.30% share of the import market while Germany and Japan are in the second and third place. The United States also has the biggest potential in the export market for Indonesian apparel products with a value of US\$ 3.8 billion. It is obvious that the United States is able to become the center for importing apparel products. It is not only because it has an enormous population (327 million people) with a quite high income but also because it is the center of the world's fashion trend. As a result, the level of apparel consumption in this country

is very high and fast.

There are several reasons why Germany and Japan are the most potential target markets for Indonesia at this time. Germany is one of the world's fashion business centers because there are Bread & Butter and Berlin Fashion Week in Berlin, which is one of the largest fashion products specialty exhibitions in Europe. It is not a surprise that Germany can become the fourth largest exporter of apparel products globally. On the other hand, Japan is currently a country with very high apparel consumption, which is encouraged by the high income. Japan also has a very advanced textile industry with several global brands such as Uniqlo. Thus, this is the time for Indonesian UKM to target not only the United States but also Germany and Japan in exporting creative textile products.

### **Creative Textile Export Market Break-through Strategy**

We already understand the prospect which the UKM in the textile industry can take, however,

strategies are needed to be able to permeate the export market, including:

- **Specifically target the apparel consumer segment** such as Muslim clothing, batik, or other products along with the destination countries with **high income**. For that reason, a high-quality standard and unique design are needed.
- Cooperate with **buyers/importers who specifically sell premium** apparel products. Try to meet the required standards/certifications and communicate the sustainability principles and price transparency.
- Try to join the **international festivals / exhibitions**. Follow the schedule of these events from fashions and forums organizer.
- Actively joined the **fashion and textile business association** on a local or international scale. It will raise the awareness of trending fashion and help to gain networking.
- Prioritize to put the **detailed information**

about the products, especially regarding the design characteristics, material types, and production place, to explain the product specifically to potential buyers. Then, to attract more buyers, offer the **information about the products' virtue**, for example, information about certificate of the products and the fulfillment of factory standards, especially related to environmental and social issues. These pieces of information are needed to be put in the packaging, company profile, website, and social media platform.

- Optimize **online marketing** in this digital era to gain potential buyers/importers. It has been proven that websites and social media have a good SEO performance and descriptive information to help exporters be contacted by potential buyers/importers.
- Consider various trading site platforms that are currently available to help meet potential buyers/importers online. The textile industry for Indonesian UKM should be able to compete in

the export market. We need to believe that our culture is capable of creating product excellence. We do not have to beat China, Bangladesh, or Vietnam in the competition for textile products export. By pushing our textile products to be fashion products, it clearly will make Indonesia not only as a "tailor" but also a "fashion center." We have already discussed Indonesia's big potential here, especially in Muslim and batik fashion products.

SMEs in the textile sector can certainly work in this export potency. Remember, the most important thing is not how unique the design of our products is, but how can the world's consumers have an interest in our products. Do more research about international fashion trends that are doable through the internet. Also, focus on prioritizing the sustainability components in our textile products. With all of these, Indonesia's creative textile is certainly can go global.

Indonesia's TPT export supply is influenced by textile prices, raw materials costs, wages, fare, and technology. Meanwhile,

from the side of TPT's demand, it is influenced by textile prices, world textile prices, price of substitute goods (world wool prices), other countries' income, and consumers' tastes. Turkey is a country whose position stretched from southeastern Europe to West Asia, so this country is an important hub for penetrating the market in the Middle East and Northern Africa. Indonesia has a big enough opportunity to dominate the textile market there.

In addition, Turkey is the main producer of textile and garments globally. This country is the sixth global largest supplier and the third in Europe. Even though it has outstanding potential, its market is quite challenging. Turkey only attaches 50.5 tariffs to WTO. From the total of the state tariffs, 43% of them are industrial products. It is done in order to protect the local products and increase state revenue. In addition to tariffs instruments, Turkey is also applying the Non-Tariff Measures/NTM.

## MARKET REVIEW

# TEXTILE TRADE Performance

*Over the past five years, the export performance of TPT faced a significant decrease with the annual average falling by 2.27 percent. TPT's export performance has mostly decreased, both throughout 2016 until 2020, as well as January-September 2021 to January-September 2020 period. The export performance of TPT reached US\$ 10.33 billion in 2020. Besides the pandemic factor that made the demand for Indonesian textile products decline, there are several obstacles that Indonesian textile products have to face in the export market.*



***It is expected that the government can immediately apply safeguards in the textile industry to protect the domestic market. It is very important to enforce safeguards, so the price of imported products will not be too cheap, and the consumers can switch to domestic products. The textile industry's recovery key depends on the market readiness for available products.***

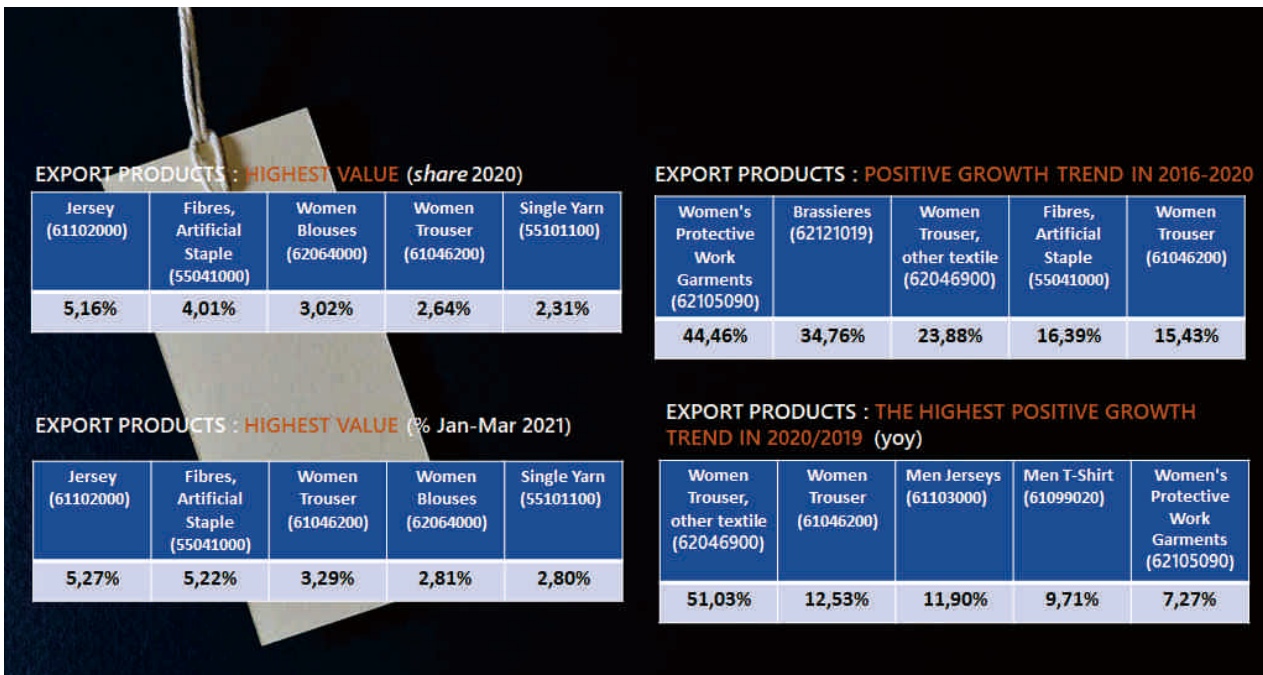
One of those big obstacles is the implementation of trade remedies by the main export destination countries for Indonesian textile products. Those countries are India, Turkey, United States, Vietnam, and Malaysia. Of the five countries, four of them undertake dumping for Indonesian textile products, and they are India, United States, Vietnam, and Malaysia, and the other one, which is Turkey, undertakes safeguards.

A trade remedy is an instrument uses to protect domestic industry in a country from facing loss because of unfairtrade. This

instrument can be in the form of anti-dumping duty (BMAD) and safeguards (BMTP).

The utilization rate of textile products in Indonesia is currently in the range of 60 percent until 90 percent. The rising cotton prices do not influence this satisfactory textile performance in the global market due to the substitutions of polyester and rayon. This performance improvement is more influenced by external factors than government policies in controlling imports. However, the enterprises of textile products are hoping that the government will undertake an import control mechanism to disclose the opportunities to expand the domestic market. If the government discloses the market opportunities and can control the import, industrial activities will certainly run smoothly, and the value of investments will automatically increase.

Textile entrepreneurs have submitted the proposal regarding the relaxation of working capital to the relevant ministries. The proposal collaborates with the bank and PLN because the industry also understands that the



government has spent many funds and is experiencing difficulties at this time. The working capital relaxation scheme desired by the textile industry is the payment of electricity to PLN through the bank for six months. The entrepreneurs will not mind even if there is interest that they have to pay. That scheme will positively impact all institutions involved because they will gain reduced industrial production costs, receipt from PLN would not be late, and banking funds that can be channeled.

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Moreover, society's purchasing power is also the influencing factor for the rise of the domestic textile market. Economic activities may increase with the vaccination progress. With this vaccination, there will be economic movement, people's movement, and the movement of goods. The textile industry and TPT

is one of the five manufacturing sectors that is a priority in its development, especially on its capability in entering industry 4.0 because the utilization of the technology from industry 4.0 will efficiently improve productivity in the industrial sector. The TPT sector is also one of the labor-intensive sectors that have absorbed 3.73 million laborers. The encouragement of the expansion of market access, restructuring the machinery and equipment, and facilitating the availability of raw materials and energy supply are done to improve the performance of the TPT sector.

## EXTRA INSIGHT

# WEST JAVA Province: The First Largest TPT Producing Area in Indonesia

*This commodity is one of the leading products in West Java. The textile production in West Java at this time is able to give the contribution of 47.32% of the national TPT productivity.*



The strategic role of the textile industry has made West Java government placing it as one of the main instruments in the development of West Java, although of course, with several priorities, namely: by increasing the competitiveness in all kinds of industries, be it in the agribusiness industry, the manufacturing industry, the textile industry, and the creative industry. The improvement from this competitiveness is obviously important as a way to counter the existence of foreign products that are currently

flooding the domestic market. In fact, the invasion of foreign textile experts begins to dominate the TPT domestic industry.

To encourage the competitiveness of the textile products in West Java, the provincial government of West Java will support a scholarship program for Indonesian experts to study textile technology abroad because the reinforcement of this step is an effort to strengthen human resources. Meanwhile, to improve the quality of its human resources, TPT

needs to have a comprehensive and sustainable step, so when the time comes, the domestic products will become the masters in their own country. The rapid development of the economy in the globalization era and the implementation of the ASEAN-China Free Trade Area/ACFTA will directly affect the national economy, especially in the sectors related to the global market share, such as export-oriented national industry like TPT industry. The provincial government is constantly supporting the effort of textile experts in responding to the difficult conditions considering that West Java textile products are one of the main locomotives that trigger regional economic growth and support the country's foreign exchange. The steps taken by the West Java Ikatsi can effectively place its role in increasing textile production, especially in encouraging the development of TPT human resources that are reliable, professional, and highly competitive.

West Java is located in 5°50'- 7°50' south latitude and 104° 48'- 108° 48' east longitude with a total land area of 3.710.061,32

hectares. In 2011, the population had reached 46.497.175 people.

Administratively, West Java regencies and cities in 2008 were 26 regencies/cities consisting of 17 regencies and 9 cities with 625 sub-districts and 5,877 villages. West Java is divided into 4 Development Government Coordinating Boards (Bakor PP) Regions: Region I Bogor covers Bogor Regency, Bogor City, Depok City, Sukabumi Regency, Sukabumi City, and Cianjur Regency. Region II Purwakarta covers Purwakarta Regency, Subang Regency, Karawang Regency, Bekasi Regency, and Bekasi City. Region III Cirebon covers Cirebon Regency, Cirebon City, Indramayu Regency, Majalengka Regency, and Kuningan Regency. Region IV Priangan covers Bandung Regency, Bandung City, Cimahi City, West Bandung Regency, Sumedang Regency, GARut Regency, Tasikmalaya Regency, Tasikmalaya City, Ciamis regency, and Banjar City.

The people of West Java are known as a religious society with a rich cultural heritage and traditional noble values, as well as having social behavior that has a philosophy of "silih

asih, silih asah, silih asuh", which literally means loving each other, giving each other knowledge, and caring for each other. Their life order is prioritizing harmony as described in the proverb, "Herang Caina Beunang Laukna", which means solving a problem without causing other problems, or in other words, the principle of mutual benefit. West Java society has a strong commitment towards the righteousness values, which is illustrated in the proverb "Ulah Unggut Kalinduan, Ulah gedag Kaanginan"; which means the consistent and consequent with the truth. They also harmonized between conscience and rationality, which is described in the proverb "Sing Katepi ku At Sing Kahontal ku Akal", which means we have to put anything in our hearts and minds before acting carefully.

When we hear the word West Java, the first thought we have in our mind is usually about Bandung when fact, there are lots of regions which has an interesting hidden gem in West Java. There are Pangandaran, Sukabumi, Garut, Bogor, and Cianjur. No less beautiful than Bandung, all regions in

West Java are guaranteed to make you want to stay for a long time. Large ports in West Java can save export transportation costs up to dozens of billions of rupiahs every year. All this time, the local industry enterprises have assessed that the shipping process through the Tanjung Priok port, which has very heavy traffic, has triggered a waste of time and money. Congestions and queues in Tanjung Priok port often occur without being anticipated. Other ports between Jakarta and Semarang are needed for the local industry enterprises to reduce the time and cost of export transportation. The existence of Cilamaya Ports in very crucial, so the export and import activities to West Java will run well and quickly.

## Fare

Following are the trade fare imposed by the largest importer countries in the world for TPT products (code HS: 611020) from Indonesia:

No	Country	MFN (%)	Ad Valorem Equivalent (%)	Explanation
1	United States	5%	5%	
2	Japan	10.90%	10.90%	
3	China	6%	6%	
4	South Korea	13%	13%	
5	Germany	12%	12%	
6	Turkey	12%	12%	
7	Bangladesh	25%	25%	
8	Pakistan	20%	20%	
9	Australia	5%	5%	
10	Vietnam	20%	20%	

## **LIST OF INDONESIAN TPT PRODUCTS EXPORTERS**

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### **1. PT. ASIETEX SINAR INDOPRATAMA**

Address : JL. Cideng Timur No.36, RT.6/RW.6, Petojo Utara, Kecamatan Gambir,  
Central Jakarta  
Tel : (62-21) 6386 3999  
Email : [exim@asietex.co.id](mailto:exim@asietex.co.id) , [team.1\\_asietex@asietex.co.id](mailto:team.1_asietex@asietex.co.id)  
Website : [www.asietex.co.id](http://www.asietex.co.id)

### **2. PT. PACIFIC EXPRESS**

Address : Jl. Suwung Batan Kendal No.30, Kelurahan Sesetan, South Denpasar  
Tel : (62-361) 720578  
Fax : (62-361) 720848  
Email : [mng@pacific-bali.com](mailto:mng@pacific-bali.com)

### **3. PT. PRIMA SEJATI SEJAHTERA**

Address : Dk. Butuh, RT 001 RW 002, Ds. Butuh, Kec. Mojosongo, Kab. Boyolali  
Tel : (62-276) 320032  
Fax : (62-276) 320031  
Email : [iswardeni@pbrx.co.id](mailto:iswardeni@pbrx.co.id)

### **4. PT. UNIVERSAL CARPET AND RUGS**

Address : Jl. Raya Gaya Motor No.15 Sunter II, North Jakarta  
Tel : (62-21) 65834789  
Fax : (62-21) 65834677  
Email : [marketing@universalcarpets.com](mailto:marketing@universalcarpets.com), [ucrugs@universalcarpets.com](mailto:ucrugs@universalcarpets.com)  
Website : [www.universalcarpets.com](http://www.universalcarpets.com)

### **5. PT. INDO-RAMA SYNTHETICS TBK**

Address : Gedung Graha Irama Lantai 17, Jl. HR Rasuna Said Blok X-1, Kav 1-2  
Po Box 4440, Jakarta  
Tel : (62- 21) 5261555  
Fax : (62- 21) 5261501  
Email : [corporate@indorama.com](mailto:corporate@indorama.com)  
Website : [www.indorama.co.id](http://www.indorama.co.id)

## ASIETEX SINAR INDOPRATMA, PT

We have been a constant & reassuring presence during the entire history of our business. Asietex origins can be traced back to 1985. Since then, we have evolved to become a recognized and important presence on all domestic and international markets. Asietex is an integrated textile company engaged in manufacturing textile products from yarn to fabrics. 85% of the fabrics topline comes from cotton/ rayon fabrics, and the balance comes from polyester.

The factory is equipped with sophisticated pieces of machinery, a combination of Asian & European technology which has given us a competitive advantage, and our workforces are well trained. With these, we ensure the most effective and efficient use of resources. We are strongly competitive and proud to deliver various high-quality products to meet the global market demand.

### SPINNING

Beside one complete set of Spinning Machine with 6



(2160 rotors) in Cikampek Factory, with the capacity around 9 (nine) - 9.5 (nine and half) tons per day, we Invested the new production lines in Cikande Factory with 36 sets of MVS machines. The Capacity is around 43 tons/day.

### TWISTING

Equipped with 207 sets of machines. The capacity is around 16 tons/day.



### KNITTING

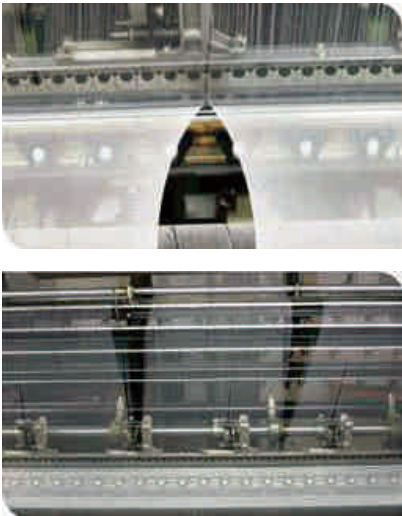
Equipped with 1074 sets of circular knit machines with a capacity of 120 tons/day.

- *Flat Knit:*  
We have 225 sets of machines with a capacity of 3 tons/day.
- *Warp Knit:*  
Equipped with 20 sets of machines with a capacity of 10.000 meters/day.



## WEAVING

Equipped with 144 sets of Water Jet Looms machines with a capacity of 5 tons/day and 132 sets of Air Jet Looms machines with a capacity of 7 tons/day.



## DYEING

Equipped with 123 sets of Dyeing machines with a capacity of 115 tons/day.



## YARN DYEING

Equipped with 26 sets of machines, with a capacity of 12 tons/day.



## GARMENT

Equipped with 10 Production Lines. The capacity is around 5.000 dozens/month.



## PRINTING

Currently we have 3 Flat Print and 1 Rotary Print Machines with total capacity around 49.000 meters/day. There are 4 print technics that we can do :

1. Reactive
2. Pigment
3. Disperse
4. Discharge



## FINISHING

Equipped with 19 sets of setting machines, with a capacity of 150 tons/day.



## PACIFIC EXPRESS, PT



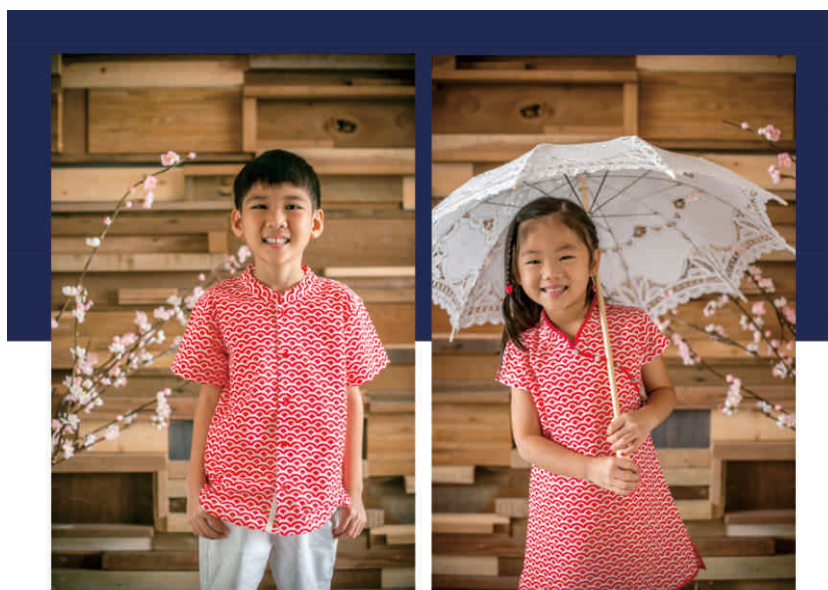
people and 500 freelance employees, can manufacture 50.000 garments / month with the following export lines: USA, EUROPE, UK, AUSTRALIA, SINGAPORE and JAPAN. Furthermore, PT. PACIFIC GARMENT also has a holding quota importing material to be produced for listing purposes.

Pacific Garment is an ethically & sustainably-minded clothing manufacturing company based in Bali. We run a lean and high-quality garment production process. We always update and develop the latest technique in garment production to produce high-quality products needed by the customers.

producing and exporting garments both for males and females (Art Work Fashion). Our company, which has steady employees as many as 50

As most of you already know, the only constant in life, as well as in business, is change. We welcome the challenge that globalization presents and look forward to participating with our customers as new markets open up and trade barriers fall. Professional service

Supported by the professionalism and high responsibility, Pacific Garment could be your partner in developing business on Garment Pacific Garment that was established in 1984, is one of PT. PACIFIC EXPRESS division specializing in



with competitive rates has been our philosophy and will continue to ensure satisfaction with our quality system of ISO 9002

Certification The Future Dictates PT. Pacific Garment must pursue continuous service improvement, invest in

commerce based technologies, anticipate global economic shifts, and prepare for the next paradigms.



## PRIMA SEJATI SEJAHTERA, PT



PT. Prima Sejati Sejahtera is a subsidiary of Pan Brothers Tbk & Group, Indonesia's largest garment manufacture. Our headquarter and manufacturing facilities are located in Boyolali, Central Java, Indonesia.

We capable to produce from basic to Hi-tech garment covering GORE-TEX garment, technical and functional jacket for hicking, snow boarding, tracksuit, and other outdoor garments. We also capable to produce casual pants and shirts.

Our primary businesses are export-oriented, with most of our products reaching destinations

worldwide, such as the US, Europe, Asia, Canada, and Australia. We also have representative offices throughout Asia, such as in Taiwan, Singapore, and Hong Kong, to serve customers in regional &

global markets

For automation, our facilities adopted the latest 4.0 industrial technologies in our manufacturing process which consist of 3D drawing, auto cutter, auto stitching template machine, auto down filling machine, auto cutting laser, and hanger system. For digitalization, we are applying Manufacturing Execution System (MES) with RFID, Garment Manufacturing System (GMS), SAP, and HR System as our leading innovation. Our supporting facilities for embroidery, printing, and garment wash/garment dye are located nearby the facility.



## UNIVERSAL CARPET AND RUGS, PT

Established since 2000 and traversing down an exciting and dynamic path with a youthful Universal, a fulfilling sense of a modest achievement permeates us. Universal has now shaped itself to be a robust company with loyal and satisfied customers, including chain stores of international repute spanning from the USA to Australia, Ecuador to Japan, South Africa to Sweden.

With more than 30 countries on our exports map, we have a prominent domestic presence as well.

We have successfully rooted ourselves as reputed, reliable, and probably the world's largest manufacturers in our category. From 2 to 30 countries over 15 years is a milestone that we cherish and work to consolidate and ever expand at Universal.

The other remarkable marketing achievements have been :

- Certified ISO 9001:2015 QMS since January 2004.
- Winners of 2008 Primaniyarta Exports

Award from Government Of Indonesia.

- We are permanent exhibitors since 2003 at world's premier floor covering show 'DOMOTEX' at Hannover, Germany.
- In 2011 we participated at DOMOTEX-CHINAFLOOR 2011

Universal caters to rugs and carpet requirements of all inhabited continents to more than 25 countries. Well respected, loyal, and professional value chain of customers comprising of

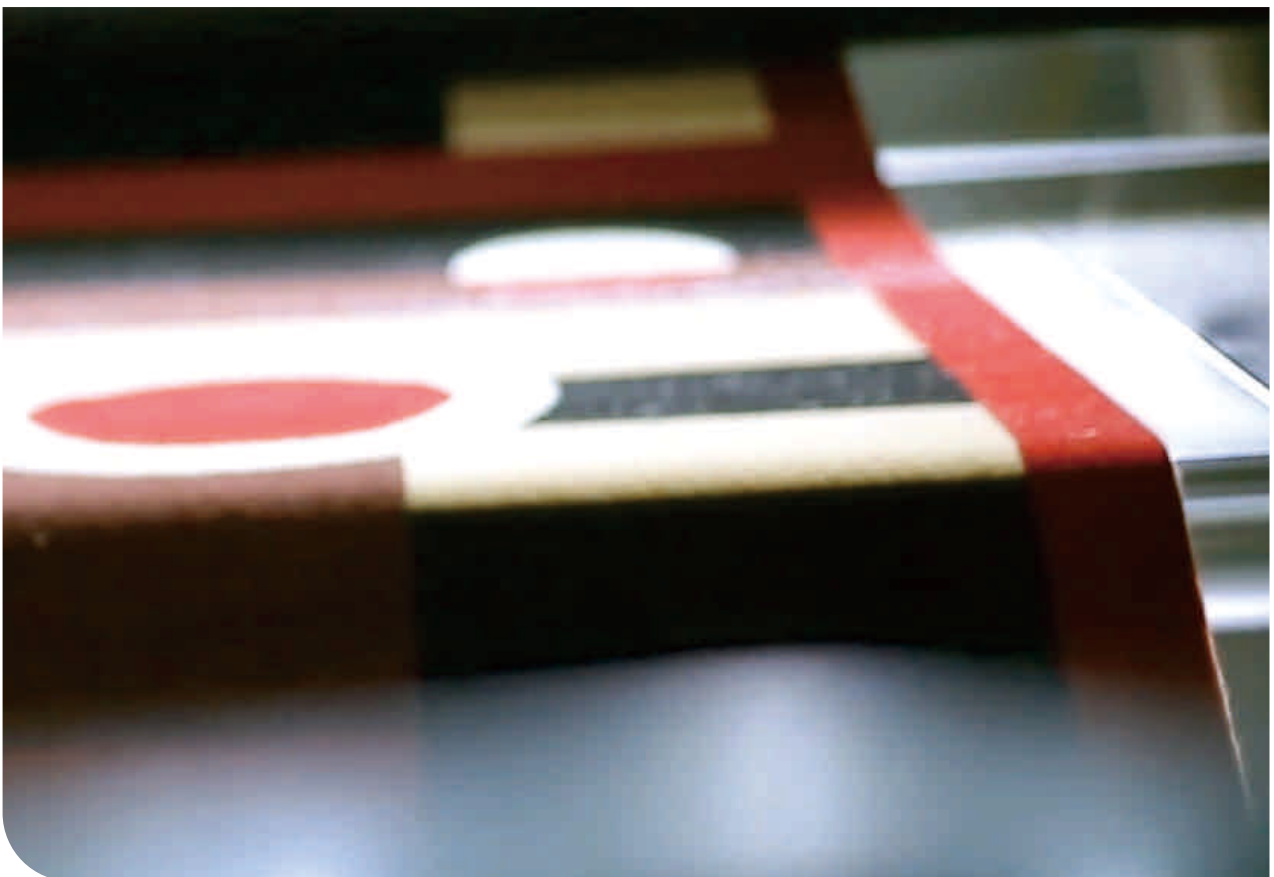


importers, distributors, wholesalers, retailers, chain stores, and agents are located worldwide, offering our products in their respective markets. Not only do we command a major market share in these

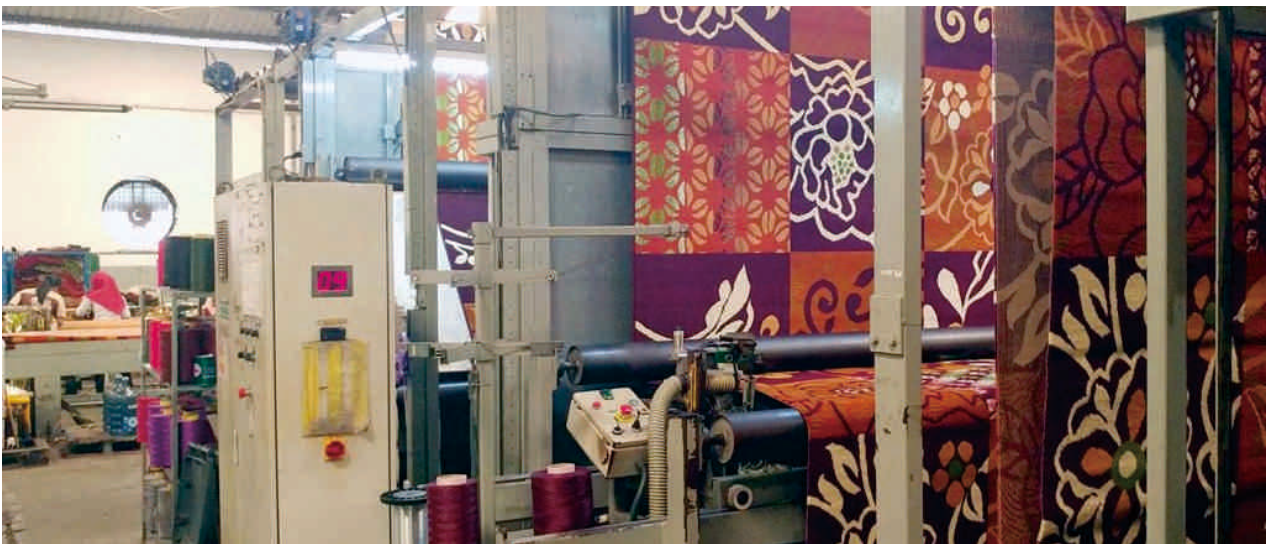
countries, but it also provides us with rich data for new product development to match the ever-changing market tastes, which is an important dynamic exercise at Universal.

Sourcing of raw materials is done from well recognized world leaders in their respective product category irrespective of their global location.









## INDO-RAMA SYNTHETICS TBK, PT

The Company, incorporated in 1975, commenced commercial production in 1976 with a cotton spinning mill in Purwakarta steadily diversified and expanded its Spun Yarn business and added manufacturing of Polyester Filament Yarns, Polyester Staple Fibers, PET Resin, Polyester Chips, and Polyester Filament Fabrics production for global markets, with plants located in West Java (in Purwakarta, Campaka and Bandung), Indonesia. The Company has been listed on the Indonesia Stock Exchange since 1990.

The Company is one of Indonesia's largest exporters and has been a regular winner of the prestigious Primaniyarta award for its export performance. The Company exports to premium customers in North America, Europe, South America, Asia, Australia, and the Middle East. A continuous process of reinvestment and productivity enhancement programs has made the Company one of the most competitive polyester producers worldwide. The

Company's business is all about delivering superior quality, consistency, and reliability with the right service every time.

The Company has consistently operated at a high level of capacity utilization, surpassing its peers both in Asia and globally. The Company exports its products to over 75 countries covering all the five major continents across the globe. The facilities and infrastructure at its Purwakarta complex are unparalleled. The Company has set up a foundation named Yayasan Pendidikan Indorama, Purwakarta, and a Politeknik Engineering Indorama, a world-class engineering polytechnic focused on providing high quality and industry-relevant education at a subsidized cost for Indonesian students. The Company has also sponsored the Rama Global School Foundation, Purwakarta, which has set up Rama Global School for children of the Company's employees and from neighboring companies. The corporate head office is located in Jakarta, where central functions are

performed, such as procurement, logistics, finance, and marketing. The ultimate holding company of the Company is Indorama Corporation Pte. Ltd.

### **Polyester:**

1. Partially oriented yarns (POY)
2. Draw textured yarns (DTY)
3. Fully drawn yarns (FDY)
4. Polyester staple fibre (PSF)
5. PET Resin and textile grade chips

### **Spun Yarn:**

1. 100% BCI Cotton Compact Yarns and 100% Compact Cotton Yarns
2. 100% synthetic yarns
3. Mix blend yarns
4. Twisted yarns
5. Yarns on dye springs
6. Polyester sewing thread yarns

### **Fabric:**

1. 100% polyester filament fabrics
2. High twist fabrics
3. Jet black fabrics
4. Laminated fabrics

## TRADE REPRESENTATIVES

Representative	City	Address
<b>United States of America</b>		
Trade Attache	Washington DC	2020 Massachusetts Avenue, NW Washington DC 20036 - USA Telp : +12027755200/5350 Fax : +12027755354 Website : www.embassyofindonesia.org
ITPC	Chicago	670 N Clark St, 1st Floor, Chicago, IL 60654 Telp : +312-640-2463 Fax : +312-640-2648 Email : itpc.chicago@itpcchicago.com Website : www.itpcchicago.com
ITPC	Los Angeles	3457 Wilshire Blvd, Los Angeles, CA 90010 Telp : +1(213)387-7041 Email : info@itpcla.com Website : www.itpcla.com
<b>Canada</b>		
Trade Attache	Ottawa	55 Parkdale Avenue, Ottawa, Ontario, K1Y 1E5, CANADA Telp : +1-613-724-1100 (ext. 306) Fax : +1-613-7247932 Email : commerce@indonesia-ottawa.org; ottawa-kbri@kemlu.go.id Website : www.indonesia-ottawa.org
ITPC	Vancouver	567 Seymour Street, Vancouver, British Columbia, Canada V6B 3H6 Telp : +1 604 696 6322 Fax : +1 604 559 5022 Email : itpc@indonesiavancouver.org Website : www.itpcvancouver.com
<b>Mexico</b>		
ITPC	Mexico City	Homero 1303, Local 4, Col. Polanco, Del. Miguel Hidalgo, C.P. 11540, Ciudad de México, México Telp : +52 55 5083 6055 & 67 Fax : +52 55 5083 6056 Email : info@itpcmexicocity.mx Website : www.itpcmexicocity.mx
<b>Brazil</b>		
ITPC	Sao Paolo	LED Barra Funda, Avenida Marquês de São Vicente, No. 1619- Conj. 2525 - 25º Andar, Barra Funda - CEP.01139-003, São Paulo-SP, Brazil Telp : +55-11 2503 0665, +55-11 2503 0668 Email : itpc-bra@kemendag.go.id Website : http://itpc-saopaulo.org
<b>Chile</b>		
ITPC	Santiago	Av. Andres Bello No. 2711. Torre Costanera, Local 102-A, Las Condes Email : itpc@itpcsantiago.cl Website : www.itpcsantiago.cl
<b>Netherlands</b>		
Trade Attache	Den Haag	Tobias Asserlaan 8, 2517 KC Den Haag, The Netherlands Telp : +31(0)703108115 Fax : +31 (0) 70 3643331

Representative	City	Address
<b>Belgium</b>		
Trade Attache	Brussel	Boulevard de la Woluwe 38, 1200 Brussels, Belgium Telp : +32 2 779 09 15 Fax : +32 2 772 81 90
<b>United Kingdom</b>		
Trade Attache	London	The Embassy of The Republic of Indonesia 30 Great Peter Street, London SW1P 2BU, United Kingdom Telp : +44 20 7499 7661, +44 20 7290 9620 Fax : +44 20 7495 7022
<b>Italy</b>		
Trade Attache	Rome	Indonesian Embassy Via Campania 55 Rome 00187 - Italy Telp : +390642009101 Fax : +39064880280
ITPC	Milan	Via Vittor Pisani 8 - 6 floor, 20124, Milan - Italia Telp : +39 (02) 36598182 Fax : +39 (02) 36598191 Email : info@itpcmilan.it Website : www.itpcmilan.it
<b>Germany</b>		
Trade Attache	Berlin	c/o Embassy of the Republic of Indonesia, Lehrter Straße 16-1710557 Berlin, Germany Telp : +49-30-4780700 Fax : +49-30-47807209
ITPC	Hamburg	Neuer Wall 2-6 - 20354 Hamburg Telp : +49-(0) 40-189-8226-10, +49 40 1898226-12 Fax : +49-(0) 40-189-8226-15 Fax : +49 40 1898226 15 Website : www.itpchamburg.de
<b>France</b>		
Trade Attache	Paris	47-49, rue Cortambert 75116 Paris, France Telp : +33-1-45038158 Fax : +33-1-45045032 Email : atdag-fra@kemendag.go.id
<b>Russia</b>		
Trade Attache	Moscow	Trade Attache's Office Indonesian Embassy Korovy val 7/1 Apt. 29, Moscow - 119049, Russia Telp : +7 (499) 2383014 E-mail : atdag@mail.ru
<b>Spain</b>		
Trade Attache	Madrid	Indonesian Embassy 65, Calle de Agastia - 28043 Madrid, Spain Telp : +34 914 13 02 94 ext 223 Fax : +34 91413899
ITPC	Barcelona	Calle Aribau 250, B.J. 08006, Barcelona, Spain Telp : +34 934 144 662 Fax : +34 934 164 188 Email : info@itpc-barcelona.es Website : www.itpc-barcelona.es



Representative	City	Address
<b>Hungary</b>		
ITPC	Budapest	Bajcsy-Zsilinszky ut.12, 1 <sup>st</sup> Floor, 101, Budapest, 1051 Telp : +36-1 3176382 Fax : +36-1 2660572 Email : inatrade@itpc-bud.hu Website : www.itpc-bud.hu
<b>Switzerland</b>		
WTO Ambassador	Geneva	Rue de Saint Jean 25, Geneva 1203 Switzerland Telp : +41 22 3383392, 3383385 Fax : +41 22 940 1734-5
Trade Attache	Geneva	16 Rue de Saint-Jean, Geneva 1203, Switzerland Telp : +41(22)3389389 Fax : +41(22)345573316
<b>Egypt</b>		
Trade Attache	Cairo	13 Aisha El-Taimoureya St, Garden City, Cairo 11511 Egypt Telp : +20-2 - 27947200, 27944698 Fax : +20-2 - 27962495
<b>South Africa</b>		
ITPC	Johannesburg	7th Floor The Forum, 2 Maude Street, Sandown Sandton - Republic of South Africa - 2146 Telp : +27 11 884 6240 Fax : +27 11 884 6242 Email : itpc@itpcjohannesburg.com Website : www.itpcjohannesburg.com
<b>Nigeria</b>		
ITPC	Lagos	5th, Anifowoshe Street Victoria Island, Lagos-Nigeria Telp : +2348170001116 Email : itpclagos@yahoo.co.id ; itpc-nga@kemendag.go.id Website : www.itpclagos.com
<b>Australia</b>		
Trade Attache	Canberra	8, Darwin Avenue, Yarralumia Canberra, ACT 2600 Australia Telp. +61 2 6250 8654 Fax. +61 2 6273 0757
ITPC	Sydney	Ground Floor, Shop 3, 7 Maquarie Place, Sydney 2000 NSW, Australia Telp : +61 1800 487279 Fax : +61 1300 487279 Email : trade@itpcsydney.com, mail@itpcsydney.com Website : www.itpcsydney.com
<b>Uni Emirat Arab</b>		
Trade Attache	Riyadh	Indonesian Embassy Diplomatic Quarter-Riyadh PO Box 94343, Riyadh - 11693 Telp : +966 11 4882800 ext 120 Fax : +966 11 4882966
ITPC	Jeddah	Al-Mualifin street, Al-Rehab District/5, PO Box 10, Jeddah - 21411 Telp : +966-2-671 1271 Fax : +966-2-673 0205 Email : itpc.jeddah@gmail.com

Representative	City	Address
<b>Uni Emirat Arab</b>		
ITPC	Dubai	Al Masraf Tower, 4 <sup>th</sup> Floor, #403 Baniyas Street, Deira PO Box 41664 Dubai - UAE Telp : +9-714 2278544 Fax : +9-714 2278545 Email : itpc.dubai@kemendag.go.id
<b>People's Republic of China</b>		
Trade Attache	Beijing	Dongzhimenwai Dajie No. 4, Chaoyang District Beijing, 100600 Telp : +00861 - 65324748 / 3811340842 Fax : +00861 - 65325368
Trade Attache	Hong Kong	15/F, Indonesia Building, 127-129 Leighton Road, Causeway Bay, Hong Kong SAR Telp : +852 28904421, 28902481 Fax : +852 28950139
ITPC	Shanghai	Shanghai Mart floor 10th 10C34 & 10B50 West Yan'an Road No. 2299, Changning District, Shanghai 200336. Telp : +86 21 62568360
<b>Taiwan</b>		
KDEI	Taipei	Twinhead Bld 6F No. 550 Rui Goang Road, eihu District Taipei 114, Taiwan ROC Telp : (886-2) 8752 6170, Ext. 34 Fax : (886-2) 8752 3170 Website : kdei-taipei.org
<b>India</b>		
Trade Attache	New Delhi	50-A Kautilya Marg, Chanakyapuri, New Delhi - 110 021 Telp : +9111 26118642-46, 26114100 Fax : +9111 26885460 Email : atdag-ind@kemendag.co.id
ITPC	Chennai	3rd Floor, Ispahani Center, 123/124, Nungambakkam High Road Chennai 600034 - India Telp : +9144-42089196 Fax : +9144-42089197 Email : inquiry@itpcchennai.com
<b>Japan</b>		
Trade Attache	Tokyo	5-2-9 Higashi Gotanda, Shinagawa-Ku, Tokyo 141-0002 Telp : +81-3 3441 4201, ext. 321 Fax : +81-3 3447 1697 Email : atdag-jpn@kemendag.go.id, trade@kbritokyo.jp
ITPC	Osaka	Koike Building 1F, 1-8-7, Hirano-Machi, Chuo-ku, Osaka City, Osaka 541-0046, Japan. Telp : +81 6-6206-3555 Fax : +81 6-6206-3556 Email : itpc.osaka@kemendag.go.id ; www.itpc.or.jp

Representative	City	Address
<b>South Korea</b>		
Trade Attache	Seoul	55 Yoido-dong, Youngdeungpo-ku, Seoul 150-010, Republic of Korea Telp : +82-2-783-5675 - 7, ext. 228, 7827750 Fax : +82-2-783-7750 Email : atdag-kor@kemendag.go.id
ITPC	Busan	#103, Korea Express Building 176, Jungangdae-ro, Dong-gu, Busan Telp : +82-51-441-1708 Fax : +82-51-441-1629 Email : itpc-kor@kemendag.go.id Website : www.itpc-busan.kr
<b>Malaysia</b>		
Trade Attache	Kuala Lumpur	No. 233 Jalan Tun Razak 50400, Kuala Lumpur, Malaysia Telp : +603 - 21448407 Fax : +603 - 21448407 Email : atdag.kbrikl@gmail.com Website : www.kbrikualalumpur.org
<b>Philippines</b>		
Trade Attache	Manila	185 Salcedo Street, Legaspi Village, Makati City, Metro Manila 1229 Telp : +632 - 8925061-68
<b>Singapore</b>		
Trade Attache	Singapore	7 Chatsworth Road Singapore (249761) Telp : +65 673 5420, 68395458 Fax : +65 6735 2027, 67375037
<b>Thailand</b>		
Trade Attache	Bangkok	600-602 Petchburi Road, Phayathai, Ratchatewi, Bangkok 10400, Thailand Telp : +66-22523135, ext, 123 Fax : +66-22551267 Email : atdag.BKK@gmail.com
<b>Vietnam</b>		
Trade Attache	Hanoi	50 Ngo Quyen, Hang Bay, Hanoi Telp : +84 24 38253353, 3825 3324 Fax : +84 24 3825 9274
<b>Turkey</b>		
Trade Attache	Ankara	Prof. Dr. Aziz Sancar Sokak, No. 10 Ankara 06680 Telp : +90 312 438 21 90

**Directorate General of National Export Development  
Ministry of Trade of Republic of Indonesia**

M.I. Ridwan Rais Road, No. 5 Central Jakarta, Indonesia - 10110  
Tel./Fax.: +62 21 385 8171, E-mail: [contact-pen@kemendag.go.id](mailto:contact-pen@kemendag.go.id)

 Ditjen Pengembangan Ekspor Nasional  [djpen.kemendag](https://www.instagram.com/djpen.kemendag)