

**BUSANA APPAREL GROUP**  
EST. 1975  
Eratex Djaja Tbk.



# PT. Eratex Djaja Tbk. & Subsidiaries

Paparan Publik / Public Expose Insidental

17 March 2021



**BUSANA APPAREL GROUP**  
EST. 1975  
Eratex Djaja Tbk.

## AGENDA

- ▶ **Kejadian Unusual Market Activity**  
Penjelasan
- ▶ **Company Profile**  
Profil Perseroan
- ▶ **Operational Performance 2019**  
Kinerja Operasi 2019
- ▶ **Projected Performance 2020**  
Proyeksi Kinerja 2020



## Penjelasan Unusual Market Activity

- ▶ Kejadian Unusual Market Activity (UMA)  
 Events Unusual Market Activity (UMA)
  - Transaksi UMA tanggal 1-2 Maret 2021  
 UMA Transactions dated 1st-2nd March 2021
  - Pengumuman UMA oleh BEI tanggal 2 Maret 2021  
 UMA Announcement by IDX dated 2nd March 2021
  - Surat tanggapan ERTX tanggal 3 Maret 2021  
 Response Letter from ERTX dated 3rd March 2021
  - Bursa melakukan Suspensi tanggal 4 Maret 2021  
 Suspended by IDX dated 4th March 2021
  - Market Stabil sejak 8 Maret 2021  
 Stable Market since 8th March 2021


3

## Penjelasan Unusual Market Activity

- ▶ Info perdagangan / Trading Info

Tanggal	Open	High	Low	Close	Volume	Nilai	Frek
24/02/2021	107	109	107	109	1.900	204.500	5
25/02/2021	109	110	108	110	7.600	833.500	14
26/02/2021	110	110	109	109	1.300	142.600	3
27/02/2021	-	-	-	109	-	-	-
28/02/2021	-	-	-	109	-	-	-
01/03/2021	112	147	112	147	1.127.200	161.801.900	311
02/03/2021	169	198	154	198	1.856.100	365.157.600	385
03/03/2021	200	266	200	266	4.544.900	1.159.260.400	1.165
04/03/2021	-	-	-	266	-	-	-
05/03/2021	270	330	248	248	1.914.700	574.791.600	558
06/03/2021	-	-	-	248	-	-	-
07/03/2021	-	-	-	248	-	-	-
08/03/2021	232	248	232	232	56.900	13.770.000	38
09/03/2021	216	216	216	216	3.600	777.600	8
10/03/2021	202	202	202	202	9.600	1.939.200	10
11/03/2021	-	-	-	202	-	-	-

4




## Informasi Umum

### General Information

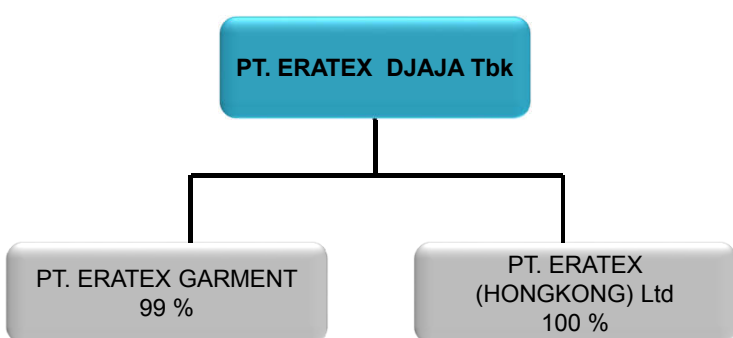
<ul style="list-style-type: none"> <li>• <a href="#">TANGGAL PENDIRIAN</a></li> <li>• <a href="#">DATE OF ESTABLISHMENT</a></li> </ul>	1972	
<ul style="list-style-type: none"> <li>• <a href="#">BER-OPERASI SECARA KOMERSIAL</a></li> <li>• <a href="#">STARTING COMMERCIAL ACTIVITIES</a></li> </ul>	1974	
<ul style="list-style-type: none"> <li>• <a href="#">PENCATATAN DI BURSA</a></li> <li>• <a href="#">STOCK EXCHANGE REGISTRATION</a></li> </ul>	1990	
<ul style="list-style-type: none"> <li>• <a href="#">BIDANG USAHA</a></li> <li>• <a href="#">BUSSINESS LINES</a></li> </ul>		<p><b>INDUSTRI TEKSTIL DAN PAKAIAN JADI DENGAN FOKUS SAAT INI PAKAIAN JADI / TEXTILE AND GARMENT INDUSTRY WITH FOCUS ON GARMENT</b></p>
<ul style="list-style-type: none"> <li>• <a href="#">KANTOR PUSAT</a></li> <li>• <a href="#">REGISTERED OFFICE</a></li> </ul>		<p><b>AXA TOWER (KUNINGAN CITY) LANTAI 43 JL. PROF. DR. SATRIO KAV.18, KARET KUNINGAN, SETIABUDI, JAKARTA 12940</b></p>
<ul style="list-style-type: none"> <li>• <a href="#">KANTOR ADMINISTRASI</a></li> <li>• <a href="#">ADMINISTRATION OFFICE</a></li> </ul>		<p><b>SPAZIO BUILDING LANTAI 3, UNIT 319-321 GRAHA FESTIVAL KAV.3 – GRAHA FAMILY. JL. MAYJEN YONO SOEWOYO, SURABAYA 60226, INDONESIA</b></p>
<ul style="list-style-type: none"> <li>• <a href="#">PABRIK</a></li> <li>• <a href="#">FACTORY</a></li> </ul>		<p><b>JL. RAYA SOEKARNO-HATTA No. 23 KOTA PROBOLINGGO 67212, INDONESIA</b></p>

5



## Anak Perusahaan

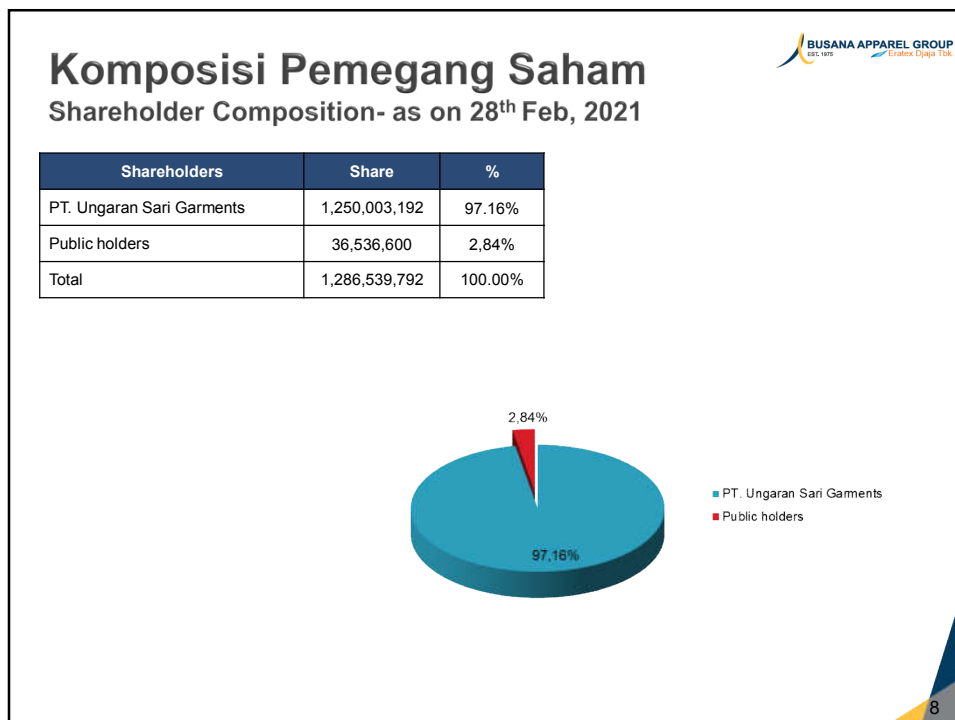
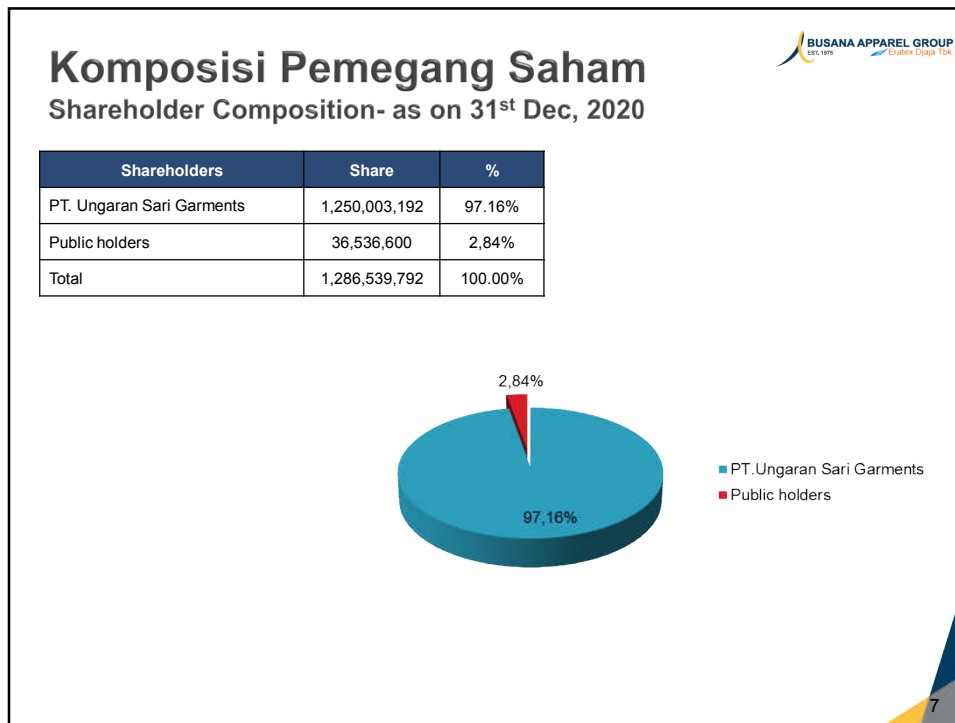
### Subsidiaries



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graph TD
    A[PT. ERATEX DJAJA Tbk] --- B[PT. ERATEX GARMENT  
99 %]
    A --- C[PT. ERATEX (HONGKONG) Ltd  
100 %]
            
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6



## Kinerja Saham per kuartal 2020 dan 2019

### Quarterly Stock's Performance 2020 and 2019

Period	Highest (Rp)		Lowest (Rp)		Closing (Rp)		Volume (Share)		Value Rp (million)		Market Capitalization Rp (million)	
	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020	2019	2020
Q1	140	150	105	95	122	119	836,202	747,300	101	94	156,958	153,098
Q2	155	142	110	113	127	142	478,200	549,800	60	71	163,391	182,688
Q3	151	140	111	104	138	118	35,507,500	1,226,500	4,953	733	177,542	151,812
Q4	148	144	110	111	140	120	304,800	1,332,400	38	162	180,116	154,385

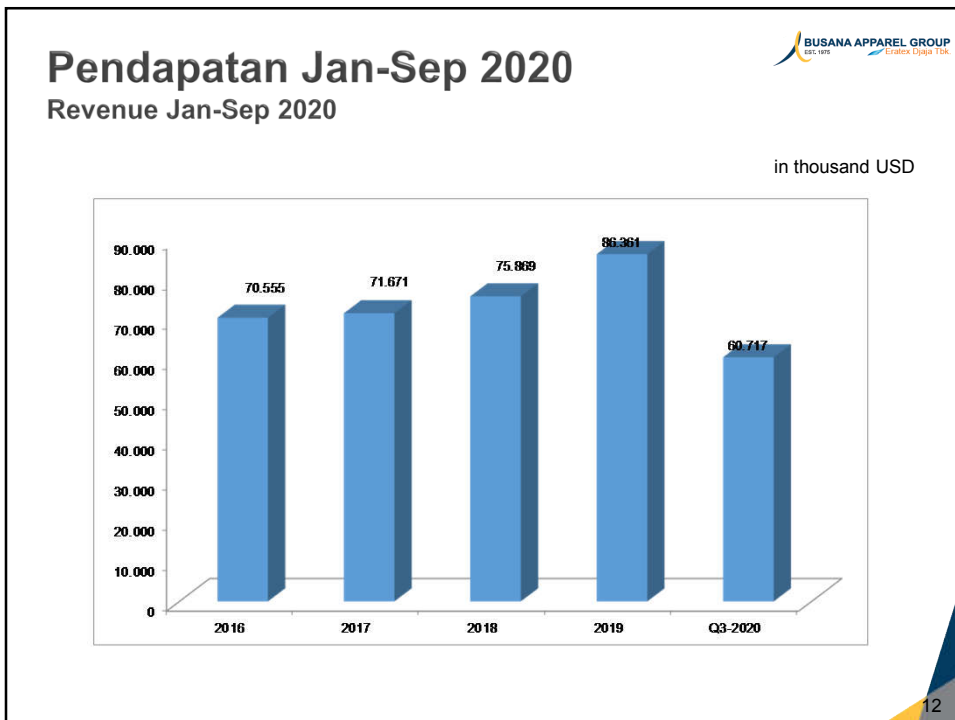
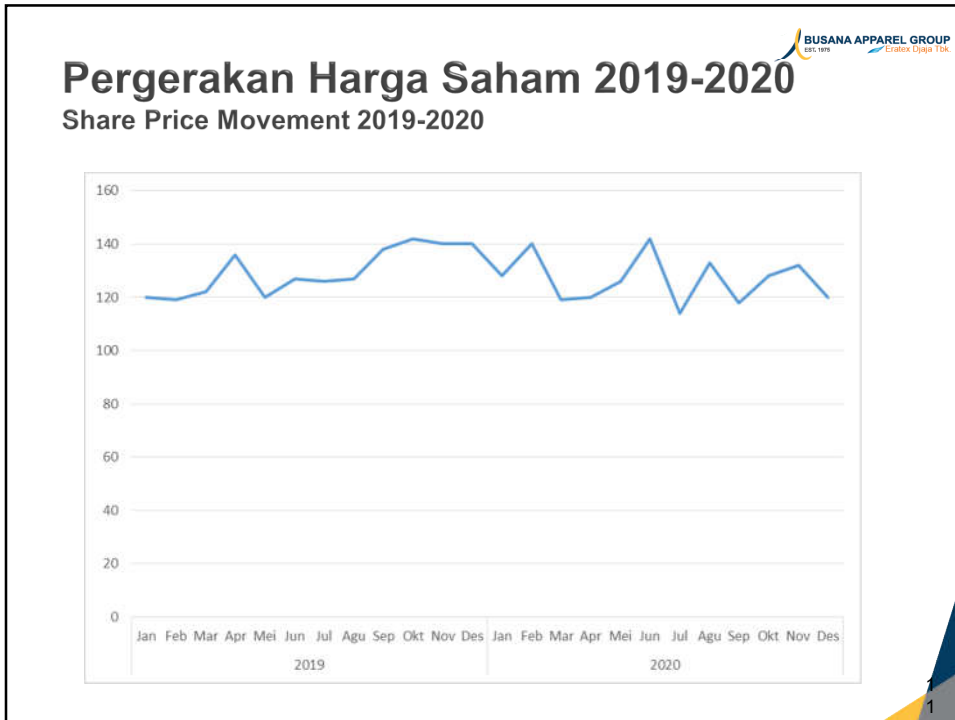
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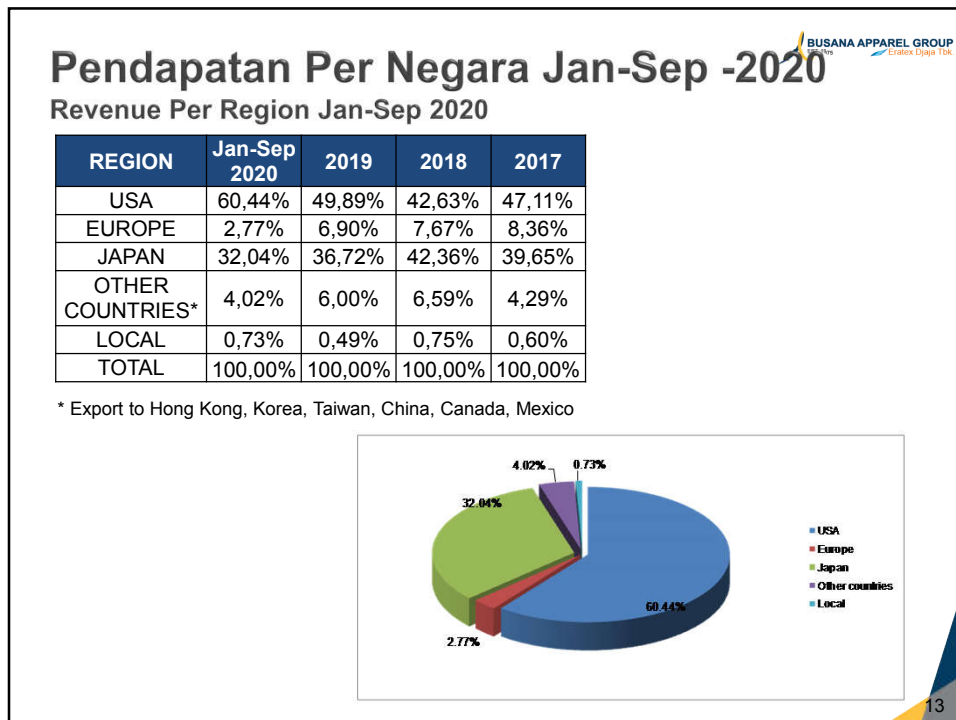
## Kinerja Saham 2020

### Stock Performance 2020

2020	Highest (Rp)	Lowest (Rp)	Closing (Rp)	Volume (Share)	Value Rp
					(full amount)
January	150	95	128	309,400	39,785,500
February	149	110	140	302,700	37,579,900
March	145	109	119	135,200	16,554,100
April	140	120	120	132,700	17,128,800
May	131	113	126	43,800	5,006,900
June	142	120	142	373,300	48,436,500
July	140	104	114	536,300	63,493,500
August	135	112	133	3,670,700	473,759,700
September	135	118	118	1,474,600	196,026,000
October	134	111	128	1,012,900	122,015,100
November	144	111	132	192,800	24,290,900
December	140	119	120	126,700	15,795,700

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- ## Peristiwa Penting 2020
- Highlights of 2020
- Sales for 2020 is likely to reduce by 12 % as compared to 2019 due to impact of covid
  - Business from all the customers reduced in 2020 due to lockdown in USA and japan
  - Profitability Reduced as volumes in Q-2 & Q-3 were extremely low
  - Company started developing new products to diversify the product portfolio
  - Initiated the efforts to develop new customers in Non US market
  - Cost reduction was done in all areas wherever possible
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## Laporan Laba Rugi

### Income Statement



in thousand USD

	Jan-Sep 2020	2019	2018	2017	
PENDAPATAN	60.717	86.361	75.869	71.671	REVENUE
LABA KOTOR	5.096	7.915	6.417	3.308	GROSS PROFIT
LABA USAHA	2.589	2.600	2.335	-685	OPERATING PROFIT
LABA (RUGI) BERSIH	74	842	1.060	-1.762	NET PROFIT (LOSS)

15

## Laporan Posisi Keuangan

### Balance Sheet



in thousand USD


	Sep 2020	2019	2018	2017	
JUMLAH ASET LANCAR	34.884	37.411	30.149	28.014	CURRENT ASSETS
JUMLAH ASET TIDAK LANCAR	34.225	34.012	32.437	31.245	NON CURRENT ASSETS
TOTAL ASET	69.109	71.423	62.586	59.259	TOTAL ASSETS
JUMLAH LIABILITAS LANCAR	32.363	34.699	29.906	26.956	CURRENT LIABILITIES
JUMLAH LIABILITAS JANGKA PANJANG	17.110	17.161	13.665	14.426	NON CURRENT LIABILITIES
TOTAL LIABILITAS	49.473	51.861	43.571	41.382	TOTAL LIABILITIES
TOTAL EKUITAS	19.636	19.562	19.015	17.877	TOTAL EQUITY

16



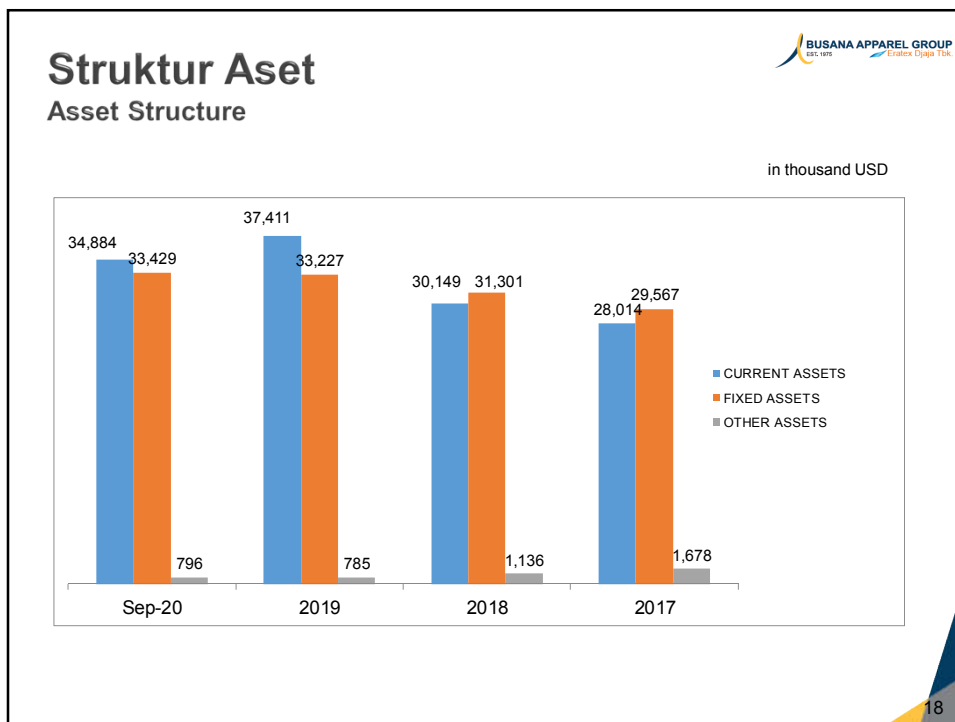
## Struktur Aset

### Asset Structure



in thousand USD

	Sep 2020	2019	2018	2017	
JUMLAH ASET LANCAR	34.884	37.411	30.149	28.014	CURRENT ASSETS
JUMLAH ASET TETAP	33.429	33.227	31.300	29.567	FIXED ASSETS
JUMLAH ASET LAINNYA	796	785	1.136	1.678	OTHER ASSETS
<b>TOTAL ASET</b>	<b>69.109</b>	<b>71.423</b>	<b>62.586</b>	<b>59.259</b>	<b>TOTAL ASSETS</b>



## Rasio Keuangan

### Financial Ratio



	Jan-Sep 2020	2019	2018	2017	
RATIO LANCAR	1,08	1,08	1,01	1,04	CURRENT RATIO
TOTAL LIABILITAS/TOTAL ASSET	0,72	0,73	0,70	0,70	TOTAL LIABILITAS/TOTAL ASSET
TOTAL LIABILITAS/TOTAL EKUITAS	2,52	2,65	2,29	2,31	TOTAL LIABILITY/TOTAL EQUITY
LABA BERSIH TERHADAP EKUITAS (%)	0,4%	4,3%	5,6%	-9,9%	NET PROFIT OVER EQUITY (%)

19

## Proyeksi Laba (Rugi) 2020 Projected Profit (Loss) 2020

in thousand USD



US\$	Projected 2020	%	Jan-Sep 2020	%	2019	%	2018	%	
			(Un-audited)		( Audited)		( Audited)		
PENDAPATAN	75.638	100%	60.717	100%	86.361	100%	75.869	100%	REVENUE
LABA KOTOR	5.382	7%	5.096	8%	7.915	9%	6.417	8%	GROSS PROFIT
LABA USAHA	2.675	4%	2.589	4%	2.600	3%	2.335	3%	OPERATING PROFIT
LABA (RUGI) BERSIH	89	0%	74	0%	842	1%	1.060	1%	NET PROFIT (LOSS)

20

## Pandangan Bisnis 2021

Business Outlook 2021

Sales volumes expected to increase by 10% as effect of corona ls reducing

As we diversified our product base in 2020 , we expect to add new customers in 2021 which will help increase in the top line

Cost reduction efforts will reflect positive results

Working capital requirement will remain high as customers started asking for increased credit period

Due to reduced demand of apparel in world market, supply become excess which will keep a pressure on pricing and therefore margins will remain low in 2021

Key strategy will be consistent evaluation of marketing and pricing policy to ensure factory continue to run in this challenging environment

21

*Thank you*

