

TRIS Membukukan Penjualan Bersih Rp1,14 Triliun di Tahun 2020

Pendapatan Lokal dan Ekspor TRIS Berimbang di Tahun 2020

Jakarta, 26 April 2021 - PT Trisula International Tbk (“TRIS”), emiten yang merupakan *integrated apparel provider*, membukukan total penjualan sebesar Rp1,14 triliun pada tahun buku 2020, dengan kontribusi pendapatan yang berimbang antara ekspor dan lokal. Pandemi Covid-19 berdampak cukup signifikan terhadap perekonomian global maupun domestik, namun TRIS dan entitas anaknya tetap mempertahankan eksistensi di pangsa pasarnya.

Santoso Widjojo selaku **Direktur Utama TRIS** menjelaskan, “Menyikapi tantangan bisnis sebagai dampak dari pandemi Covid-19, TRIS beserta entitas anaknya terdorong untuk melakukan diversifikasi produk dengan memberdayakan divisi *Research and Development* dalam melakukan inovasi produk sesuai dengan kebutuhan pasar selama pandemi, seperti produk Alat Pelindung Diri (baju hazmat dan masker non-medis), seragam tenaga medis, dan pakaian fungsional. Produk-produk ini kami pasarkan di pasar lokal maupun internasional. Selain itu Perseroan juga terus mengembangkan penjualan melalui *e-commerce* sebagai upaya mengatasi kendala penurunan trafik akibat PSBB. Oleh karena itu kami yakin di masa mendatang TRIS akan mampu meraih kinerja yang lebih baik lagi.”

Sejalan dengan pandangan ke depan terkait nilai saham, TRIS berencana untuk melakukan

TRIS Posted A Net Sales of IDR1.14 Trillion in 2020

TRIS’ 2020 Net Sales Between Local and Exports were in Balance

Jakarta, April 26, 2021 - PT Trisula International Tbk (“TRIS”), a listed company that is an integrated apparel provider, posted a total sales of IDR1.14 trillion in the 2020 financial year, with a balanced revenue contribution between export and local. The Covid-19 pandemic had a significant impact on the global and domestic economy, however, TRIS and its subsidiaries were able to maintain their existence in their market share.

Santoso Widjojo as **President Director of TRIS** said, “Responding to the business challenges as a result of the Covid-19 pandemic, TRIS and its subsidiaries were encouraged to diversify their products by empowering the Research and Development division to innovate products according to the market needs during the pandemic, such as Personal Protective Equipment product (hazmat suits and non-medical masks), medical personnel uniforms, and functional clothing. We market these products in local and international markets. Additionally, the Company also continued to develop sales through *e-commerce* channels as an effort to overcome the constraints of reduced traffic due to the Government’s Large-Scale Social Restrictions. Therefore, we believe that TRIS will be able to achieve a better performance in the future.”

pembelian kembali saham (*buyback* saham) yang akan diajukan persetujuannya pada RUPSLB tanggal 27 Mei 2021 mendatang karena harga saham Perseroan saat ini belum mencerminkan nilai atau kinerja yang sesungguhnya, dan potensi kinerja saham di masa mendatang sejalan dengan perbaikan kondisi ekonomi nasional dan internasional.

Sebagai informasi, menutup tahun 2020, TRIS membukukan penjualan bersih sebesar Rp1,14 triliun atau terkoreksi sebesar 22,82% YoY dengan kontribusi pendapatan lokal sekitar 50% dan pendapatan ekspor sekitar 50%. Pendapatan lokal TRIS ini didukung oleh anak usaha, yaitu PT Trisula Textile Industries Tbk (“BELL”), sedangkan untuk pendapatan ekspor mayoritas dihasilkan dari entitas anak, yaitu PT Trisco Tailored Apparel Manufacturing dan PT Trimas Sarana Garment Industry.

Meskipun kondisi pandemi di 2020 memberi tekanan yang tinggi bagi Perseroan, namun jika dilihat dari Laba Sebelum Beban Pajak Penghasilan, TRIS tetap bisa mencetak hasil positif sebesar Rp11,9 miliar. “Oleh karena itu, di tahun 2021, Perseroan akan terus meninjau dan meningkatkan efisiensi biaya operasional serta fleksibilitas terhadap kapasitas produksi sehingga dapat memberikan kontribusi positif terhadap Laba Perseroan. Selain itu, sinergi antara entitas anaknya akan terus dimaksimalkan agar dapat meningkatkan inovasi, fleksibilitas, efisiensi sehingga menghasilkan kinerja yang lebih baik, serta menjadi lebih tangguh dalam menghadapi tantangan bisnis akibat pandemi Covid-19 yang masih berjalan sampai dengan saat ini,” tambah **Santoso**.

In line with the future outlook regarding the shares' value, TRIS plans to carry out a share buyback program subject to the Extraordinary General Meeting of Shareholders' (EGMS) approval which will be held on May 27, 2021. This is because the current share price of the Company does not reflect the actual value or performance, as well as the potential future performance of shares in line with the improvement of national and international economic conditions.

As additional information, towards the end of 2020, TRIS posted a net sales of IDR1.14 trillion or decreased by 22.82% y-o-y with sales contribution from local around 50% and from export around 50%. TRIS' local sales revenue mainly came from its subsidiary, namely, PT Trisula Textile Industries Tbk (“BELL”), while the majority of export sales revenue was derived from its subsidiaries entities, namely PT Trisco Tailored Apparel Manufacturing and PT Trimas Sarana Garment Industry.

Even though the pandemic conditions in 2020 put a high pressure on the Company, if viewed from the Income Before Income Tax Expenses, TRIS was still able to achieve a positive result of IDR11.9 billion. “Therefore, in 2021 the Company will continue to monitor and improve the efficiency of its operational expenses as well as the flexibility in its production capacity in order to make a positive contribution to the Company's profits. In addition, the synergy between its subsidiaries entities will continue to be maximized in order to improve innovation, flexibility, efficiency so as to result in a better performance, and to be more resilient in facing business challenges

“Perseroan berupaya untuk mempertahankan pangsa pasar yang sudah ada dan terus membuka peluang untuk pasar baru pada tahun yang penuh tantangan bagi setiap sektor ini, tidak terkecuali TRIS yang turut merasakan dampaknya. Namun, Perseroan optimis kinerja tahun 2021 akan lebih baik, dengan program vaksinasi yang cukup lancar dan Pemerintah yang cukup tanggap dalam menyikapi pandemi ini,” tutup **Santoso**.

Tentang PT Trisula International Tbk

PT Trisula International Tbk (“Perseroan”) didirikan pada tahun 2004 sebagai perusahaan yang khusus bergerak di sektor industri garmen dan perdagangan ritel. Perseroan mencatatkan saham perdana (IPO) di Bursa Efek Indonesia dengan kode saham TRIS pada 28 Juni 2012. Di tahun yang sama, Perseroan mengakuisisi PT Trisco Tailored Apparel Manufacturing. Tahun 2014, Perseroan mengakuisisi MIDO Uniforms Pte Ltd., perusahaan yang bergerak dalam bidang pengadaan seragam dan berdomisili di Singapura. Pada tahun 2017, Perseroan mendirikan Trisco Tailored and Woven International Ltd. Yang berdomisili di Amerika Serikat. Kemudian, pada Desember 2019 Perseroan melaksanakan *rights issue* dan akuisisi PT Trisula Textile Industries Tbk (“BELL”).

due to the Covid-19 pandemic that is still ongoing today,” added **Santoso**.

“The Company seeks to maintain the existing market share and continue to open up new market opportunities in this challenging year for all sectors, not excluding TRIS who also felt the impact. However, the Company is optimistic that the performance in 2021 will be improved, with a fairly smooth vaccination program and the Government that is quite responsive in responding to this pandemic,” concluded **Santoso**.

About PT Trisula International Tbk

PT Trisula International Tbk (the “Company”) was established in 2004 as a company that specializes in the garment industry and retail trade sector. The Company listed its initial shares (IPO) on the Indonesia Stock Exchange with the ticker code TRIS on June 28, 2012. In the same year, the Company acquired PT Trisco Tailored Apparel Manufacturing. In 2014, the Company acquired MIDO Uniforms Pte Ltd., a company engaged in the procurement of uniforms located in Singapore. In 2017, the Company established Trisco Tailored and Woven International Ltd. Domiciled in the United States. Then, in December 2019 the Company carried out a rights issue and acquisition of PT Trisula Textile Industries Tbk (“BELL”).

Untuk informasi lebih lanjut dapat menghubungi / For further information, please contact:

PT Trisula International Tbk
Trisula Center, Jl. Lingkar Luar Barat Blok A No. 1
Rawa Buaya, Cengkareng, Jakarta Barat 11740
Ph. (021)58357377
www.trisula.co.id

Kresna Wilendrata

Corporate Secretary
Email: kresna.wilendrata@trisula.com

Kartika Saraswati / Gita Hardiyanti

Investor Relations / Media Relations Team
E-mail: investor.relations@trisula.com/ir.trisula@gmail.com
HP : 081282033227