

SAMPLE

COMPREHENSIVE REPORT

P.T. X Y Z

1. Address : **Head Office**
Jalan AKBP Aqul Kusumo No.
Kudus, Central Java
Phones - (0291)
Fax - (0291)
E-mail :
- Representatives**
- a. Jalan Palatehan, Kebayoran Baru
Jakarta Selatan
Phones - (021)
F a x - (021)
- b. Jalan K.H. Hasyim Ashari No.
Pusat Niaga ROXIMAS
Jakarta Pusat
Phones - (021)
Fax. - (021)
- c. Jalan Manyar Tirtomoyo
Surabaya, East Java
Phones -
- Factory**
Jalan AKBP Aqul Kusumo
Kudus, Central Java
2. Date of Establishment : 31 July 1981
3. Legal Status : P.T. (Perseroan Terbatas) or Limited Liability Company
4. Legalization by the Ministry of Justice : No. C2-0000.HT.01.04.TH'93
Dated 00 July 1993
5. Category : Private Company
6. Permit by the Government Department : **The Department of Industry**
No. SIUP No. xx/M/SK/6/1987
Dated 00 June 1987
7. Lines of Business : a. Manufacturing of paper products,
b. Investment holding

8. Production Capacity :
- a. Paper products - XXX tons p.a.
 - Cork tipping base paper
 - Carbonless base paper
 - Self containing base paper
 - Computer base paper
 - Siliconized base paper
 - Kraft & medium liner
 - Security Paper
 - b. Coating Products - XXX tons p.a.
 - Carbonless paper (NCR)
 - Selt container paper
 - Telex paper
 - Art paper
 - Beer label
 - Alu paper board
 - Thermal paper
 - Wax paper
 - c. Corrugated Boxes - XXX tons p.a.
 - Corrugated boards
 - Corrugated sheets
 - Corrugated sleeves
 - Paper tubes
 - d. Offset Printing - XXX million sq.m. p.a.
 - Folding box
 - Microflute box
 - Label
 - Display
 - Sticker
 - Hanger
9. Business Trend : Fluctuating
10. Market Situation : Very competitive
11. Capitalization :
- Authorized Capital - Rp 20,000,000,000.-
 - Issued Capital - Rp 20,000,000,000.-
 - Paid up Capital - Rp 20,000,000,000.-
- Shareholders**
- a. Mr. A - Rp 2,460,000,000.-
 - b. Mrs. B - Rp 2,500,000,000.-
 - c. Mr. F - Rp 40,000,000.-
 - d. P.T.BAWANG MERAH - Rp 15,000,000,000.-
12. Total Investment : Owned Capital - Rp 30.0 billion
13. Bankers :
- a. P.T. Bank NIAGA Tbk.
Jalan M.H. Thamrin No. 55
Jakarta Pusat

- b. P.T. Bank Negara Indonesia Tbk.
Jalan A. Yani No. 55
Kudus, Central Java
- c. P.T. Bank Rakyat Indonesia
Jalan Jendral Sudirman 66
Kudus, Central Java
14. Started Operation : 1 9 8 2
15. Total Employees : 3,000 persons
16. Supervisory Board : Member - Mr. F
17. Board of Management : President Director - Mr. A
Directors - a. Mr. B
b. Mr. C
c. Mr. D
d. Mr. E
18. Financial Conditions : Satisfactory
19. Sales Turnover (estimated) : 2004 - Rp 74.0 billion
2005 - Rp 80.0 billion
2006 - Rp 92.0 billion
2007 - Rp 95.0 billion
2008 - Rp 106.4 billion
20. Payment Habit : Almost promptly
21. Management Capability : Satisfactory
22. Litigation Record : No detrimental filing was recorded at the court.
23. Business Morality : Satisfactory
24. Creditworthiness : Any new proposed loan for the company must be treated carefully
25. Maximum Limit of Credit : US\$.....on 90 days
26. Precautions : Asking adequate guarantee from shareholders
27. Signatories : President Director (Mr. A), which must be approved by Member of the Supervisory Board (Mr. F)
28. Associated Companies : a. P.T. ACD (Sole Distributor of Industrial Papers)
b. P.T. ACE (Hotelry and Recreation Centre Management)
c. P.T. ACF (Manufacturing of Hot Stamping Foil)
d. P.T. ACG (Manufacturing of Holography Products)
e. Etc.

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Notes on :

P.T. XYZ

1. Background

The company originally named P.T. GHI set-up in 1981 in Kudus, Central Java with an authorized capital of Rp. 5,000,000,000.- issued capital of Rp. 1,000,000,000.- was entirely paid-up. Founders and original shareholders of the company are Mr. A, his wife Mrs. B (both are Indonesian business family of Chinese extraction) and Mr. Sartono, an indigenous businessman. In 1983, the company was renamed to P.T. XYZ. Besides that, its articles of association was converted for several times both in term of capitalization and shareholding composition. According to the latest of November 1990, the authorized capital was increased to Rp. 20,000,000,000.- fully issued and paid-up. In the meantime, we observe that the company's shares were takeover by Mr. A, Mrs. B, their son Mr. N and P.T. BAWANG MERAH (a private company whose shares are controlled by Mr. A and his family members).

Mr. A and his family members are majority founder, prime mover and majority business stakes owners of the P Group, a big-sized national private business group in Kudus, Central Java. The P Group is mainly engaged in the manufacturing of paper products, coating products, corrugated boxes, and offset printing.

2. Business Operations and Development

P.T. XYZ started with operation in 1982, originally in the paper manufacturing industry, with its plant also being equipped with a converting unit. Since 1983, P.T. XYZ took over all the activities and assets of four affiliated companies, which were merged into the company. The merged companies were P.T. HG (operating in off-set printing), P.T. CO in corrugated box manufacturing, P.T. OP in the rotogravure printing and converting industry and P.T. SP in the paper milling industry.

At present P.T. XYZ operates 4 units of plant entirely located in Kudus, Central Java. The plant has been frequently expanded and the current production capacity is as listed on point 8 of this report. P.T. XYZ's products are marketed through P.T. GR which has secured a number of regular customers like P.T. DJARUM, P.T. UNILEVER INDONESIA, P.T. PROCTER & GAMBLE, P.T. HARTONO ELECTRONICS, P.T. MASPION, P.T. FOOD SPECIALTIES INDONESIA, P.T. Pabrik Djamu AIR MANCUR and many others. Besides that, P.T. XYZ also succeeded to export around 10% of its products to several countries including Somalia, Malaysia, Taiwan, Pakistan, the Philippines and others.

P.T. XYZ in March 2000 succeeded to win a tender to procure security papers for the printing of Rp. 1,000 and Rp. 5,000 bank notes with a total contract of US\$ 3.0 million.

P.T. XYZ is classified as a major company in the above business in Indonesia. Its operation has in the last five years kept growing stable. But, the economic crisis and tight money policy imposed by Central Bank (Bank Indonesia) in 1997, the company's operation has kept on fluctuating in the last three years until 2000.

3. Business Prospects

Generally outlook, the domestic demand for paper mills, coating products, corrugated box, offset printing, rotogravure printing & converting and holography has continued on rising by 7% to 8% on the average per annum in the last five years until the mid of 1997 in line with the growing activity of various industrial sectors using packaging papers. But, after the occurring of the economic crisis and tight money policy by Central Bank (Bank Indonesia) in 1997, the demand growth has been dwindling in the last three years due to sharp hike in the paper product's prices while the domestic purchasing power has kept on diminishing. The demand growth has started to increase in 2000 in line with the amelioration of economic condition in the country. Market competition is very tough for large number of other similar companies operating in Indonesia.

P.T. XYZ's business position is considered to be favorable for it has secured regular customers and extensive marketing networks both on the local and foreign countries. In the long run, P.T. XYZ has bright future prospects due to quite potential market condition in Indonesia once unstable economic condition starts recovery.

4. Financial Condition

The management of P.T. XYZ is financially very reclusive towards outsiders and rejected to unveil its financial condition. We estimate that P.T. XYZ's operation has in 2004 registered a total sales turnover of Rp. 74.0 billion increased to Rp. 80.0 billion in 2005 surged to Rp. 92.0 billion in 2006 to Rp. 95.0 billion in 2007 and projected to continue on rising by 10% to 12% in 2008. We estimate that P.T. XYZ's operation has in 2000 yielded a total net profit of about Rp. 6.0 billion with a total networth of about Rp. 80.0 billion.

Sharp rupiah depreciation against the US\$, Deutschemark, Japanese Yen and other hard foreign currencies in 1997 caused the operation cost of the company to soar highly because part of basic material is still imported.

5. The Management

P.T. XYZ's management is led Mr. A, a businessman with more than 35 years experience in trading and manufacturing of paper products, rotogravure printing and offset printing. In his day-to-day business operation he is respectively assisted by Mr.B, Mr. C, Mr. D and Mr. E as the director. The management is also handled by professional management team having wide relation with home and overseas private businessmen as well as with the government sectors.

6. Creditworthiness/Conclusion

By all available information, it can be concluded that P.T. XYZ is classified as a major company in Indonesia whose business operation has been growing stable in the last five years. P.T. XYZ has bright business prospects due to quite potential domestic market once unstable economic condition starts recovery. The management is well-experienced and handled by a team of professional managers with broad business relation with home and overseas private businessmen as well as with the government sectors.

We considered PT. XYZ is good for normal business transaction. However, in view of unstable economic condition in the country, we recommend to treat prudently in extending loan to the company.

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